INNOVATIVE TEMPERATURE CONTROL AND A COMMITMENT TO QUALITY

Always the right temperature

We are a technology company at heart...

va-Q-tec is a leading provider of highly efficient tech products and solutions in the field of thermal insulation. The Company develops, manufactures and sells innovative, thin vacuum insulation panels ("VIPs") and phase change materials ("PCMs") for reliable and energy efficient temperature control and insulation. Furthermore, by optimally integrating VIPs and PCMs, va-Q-tec manufactures passive thermal packaging solutions (containers and boxes), which offer constant temperature conditions between 24 and over 200 hours without using external energy sources. Within its rental services business, the Company has built a global partner network to provide for an extensive fleet of containers and boxes fulfilling highly demanding thermal protection standards in temperature sensitive supply chains.

At a glance

- Technology pioneer and leader in the field of thermal insulation
- Proprietary, patented products and solutions for reliable temperature control
- Highly efficient high performance thermal boxes and containers
- Excellent service offer for the growth market Healthcare & Logistics
- Preferred partner of discerning blue chip customers
- 15 years of company history with strong organic and profitable growth
- Megatrends such as energy efficiency, globalisation and product security as growth drivers
"With ever new and constantly improved products and solutions for temperature control, we have evolved from a technology pioneer into a global player with a product, system and service business. Today we command a critical mass that enables us to make a relevant contribution to climate protection. As 60% of all energy is currently consumed for thermal purposes, we can make a lot happen with our VIPs and PCMs. We have revolutionised cold chain logistics with our high performance thermal containers, securing product quality and catering for high living standards, while at the same time delivering low energy consumption."

Dr Joachim Kuhn, Co-Founder and CEO of va-Q-tec AG

FACTS AND FIGURES

2001 | foundation
261 | employees as per 30 June 2016

5 | branch offices on
3 | continents

EUR 29.6m | total income in 2015

~80 | patents and patents applications
>20 | awards for innovation and energy efficiency

>1 Million | container & box deliveries without temperature deviations

...with highly differentiated products and services...

VIPs
- VIPs are evacuated, thin thermal insulation panels whose core materials are sealed with tight barrier films.
- VIPs offer ten times higher thermal insulation than traditional insulation materials of the same thickness due to their extremely low heat conduction.
- VIPs offer space-saving and energy-efficient insulation solutions, and insulate against changes in external temperatures between -80°C to +80°C.

PCMs
- PCMs are thermal energy storage components that absorb and store thermal energy during a freezing or heating process.
- va-Q-tec PCMs are available for most diverse temperature ranges between -60°C (or even below) to +40°C.
- In combination with VIPs they can be used in the most efficient way.

Thermal packaging systems
- By optimally integrating VIPs and PCMs into boxes and containers, va-Q-tec produces efficient and reliable passive thermal packaging solutions.
- These can maintain constant temperature conditions between 24 and over 200 hours without external energy input.
- The various packaging solutions are offered for sale or are available as Serviced Rental.
... in attractive markets driven by strong trends ...

Thermal energy efficiency
Circa 60% of primary energy consumption in industrialised countries is used for thermal purposes.

Product safety and regulation
By 2020, 27 of the top 50 best-selling global drug products will require sophisticated 2-8°C cold-chain storage

Globalization of supply chains
Huge requirements for efficient pharma cold chain packaging due to global outsourcing of clinical research and manufacturing.

... and offer reliable solutions for the healthcare industry.

Through its subsidiary in the United Kingdom, va-Q-tec maintains a fleet of rental containers that it has produced to implement temperature-sensitive logistics chains which operate efficiently in terms of costs and energy consumption. For this purpose, va-Q-tec has established a comprehensive global partner network consisting of airlines, freight forwarders and service partners, which offer the Serviced Rental of va-Q-tec’s containers and boxes as part of their own offering. Since 2015, va-Q-tec AG has also been operating a Serviced Rental business for high performance thermal transport boxes that the Company produces itself.

va-Q-tec’s thermal packaging solutions meet an increasing demand from the healthcare industry, and pharmaceuticals and biotech companies worldwide regard va-Q-tec as a problem-solver in cold chain logistics. The reliability of the thermal packaging systems can be monitored at all times by the unique and patented quality control system va-Q-check®. This enables customers to fulfill increasingly stringent product security standards.

Effective systems for industrial thermal challenges, e.g. hot water tanks, laboratory devices, pipelines and industrial devices.

Energy efficient refrigerators and freezers with optimum space capacity through the application of VIPs; food transport systems at constant temperature conditions.

Space saving and improved thermal insulation of buildings: Energy efficiency with more living space.

Various insulation solutions for climate-controlled platform trailers or for heat storage tanks and cabin components in passenger cars.

Global market for cold chain packaging for the healthcare

Source: IMARC Group

USD 3.6 bn
2015
USD 6.1 bn
2021
2015–21 CAGR +9.2%

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