

A man with curly hair and a beard, wearing a blue denim jacket over a green shirt and blue jeans, is captured mid-jump in the air. He is making a peace sign with his right hand. The background shows a modern building with a curved, metallic facade and a cloudy sky. The scene is set on a paved area with a metal railing in the foreground.

# Glaston Corporation Capital Markets Day 2021

CMD 2021

26 August 2021

**glaston**  
seeing it through®

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# Insulating Glass Technologies highlights





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Meet  
Dietmar  
Walz

SVP, Insulating Glass  
Technologies





# Insulating Glass Technologies

Tailor-made and flexible solutions to meet customer needs

More than 25 years experience as a leader in «warm edge» technology and inventor of the TPS® spacer system

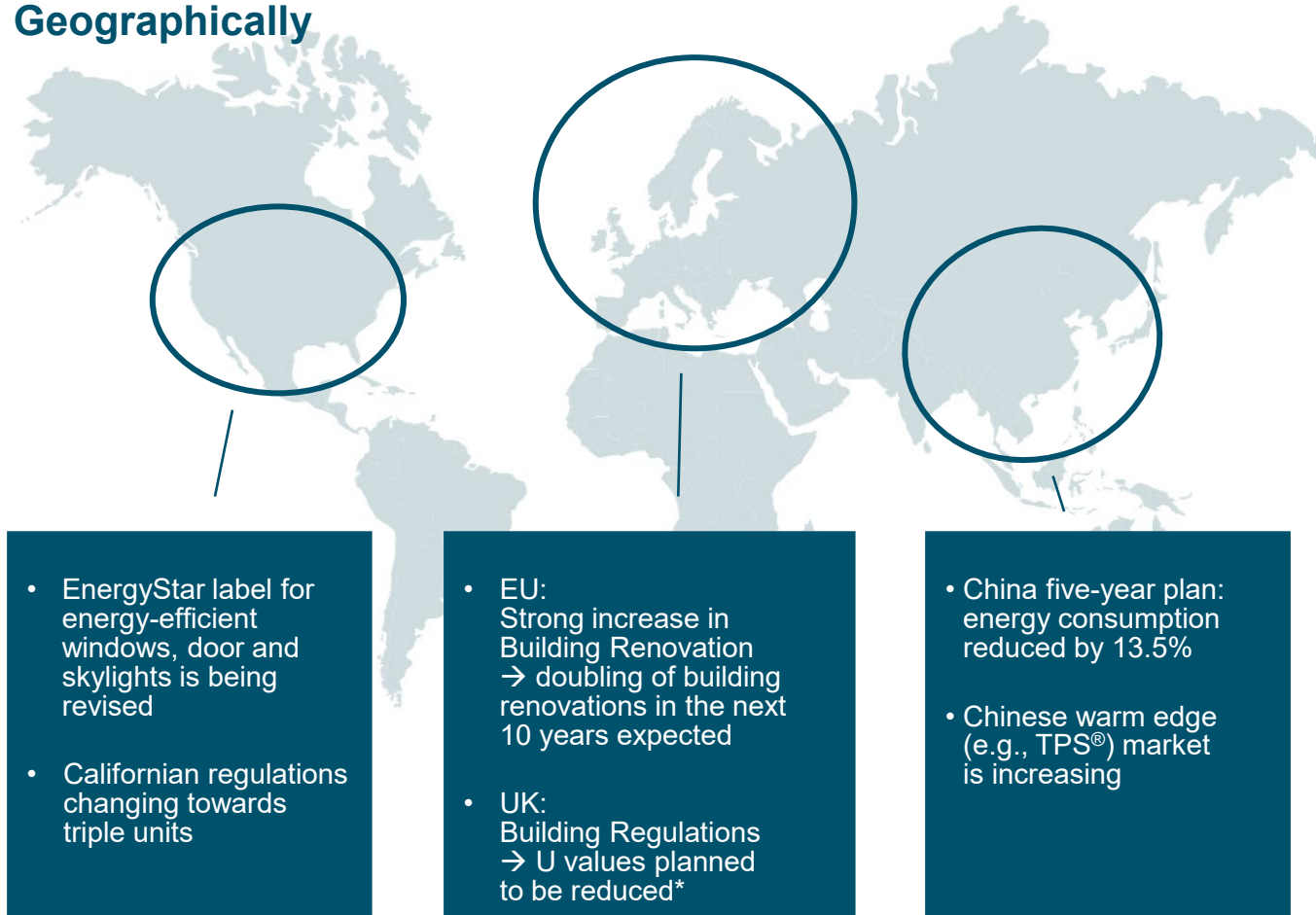
Energy efficiency and the need to improve the energy performance of buildings is gaining more importance in the market and drives the demand for insulating glass



The leading supplier of state-of-the-art Insulating Glass technologies

# Key trends in IG market

## Geographically

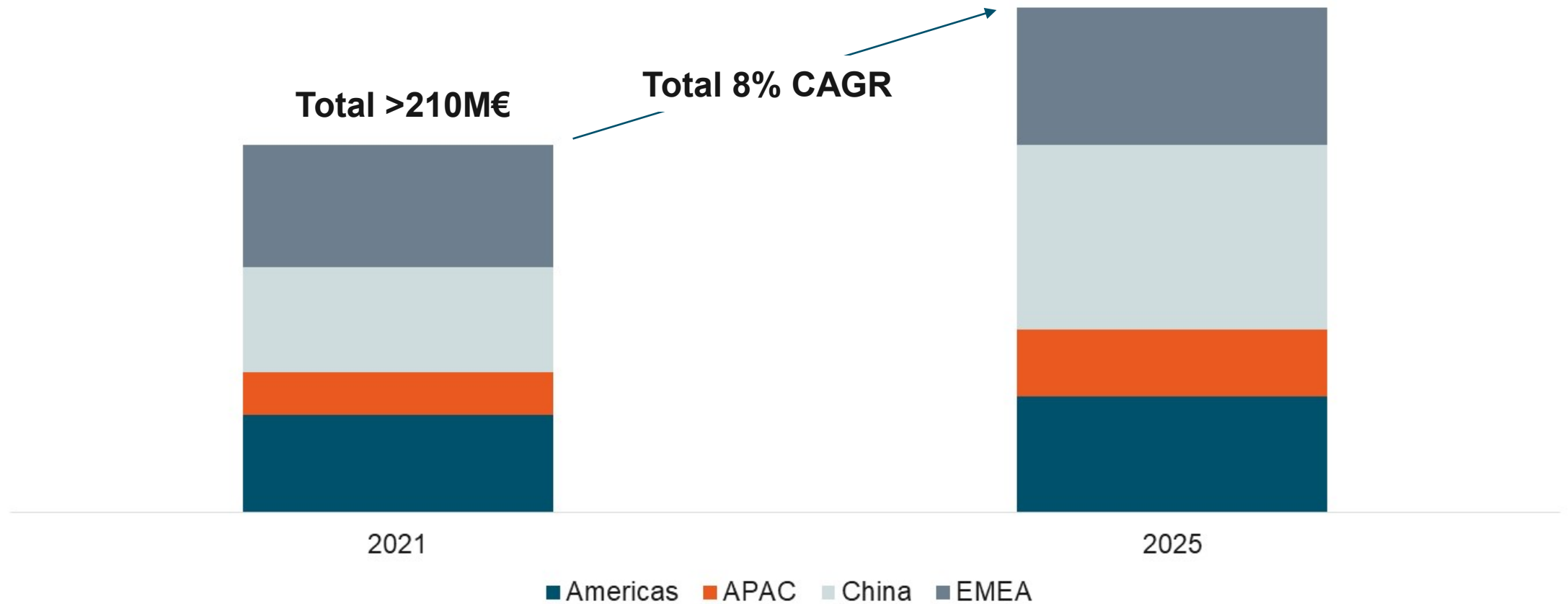


\*Source: [L1B\\_secure-1.pdf \(publishing.service.gov.uk\)](#)

## Across all regions

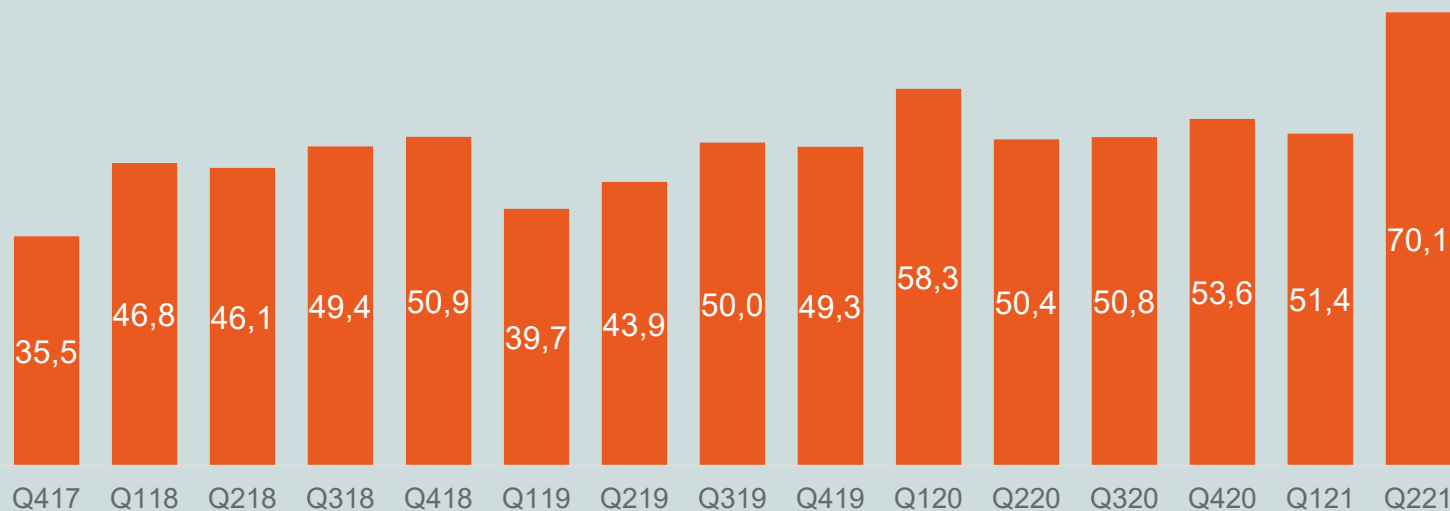
- Higher degree of automation, less room for human error
- More complex glazing (shapes, fittings and steps), noise reduction
- Larger glazing
- Warm edge market (e.g. TPS®, Superspacer™, etc.) acceptance is increasing
- Stricter regulations of local authorities lead to an increased need for new glazing
- Sustainability awareness increasing: 40% global CO<sub>2</sub> emissions from buildings, 36% energy savings potential with windows (cold and heat – both ways)
- Efficient manufacturing demands: TCO, high availability, production safety, high output and high flexibility

# Addressable Insulating Glass equipment market: size and growth\*



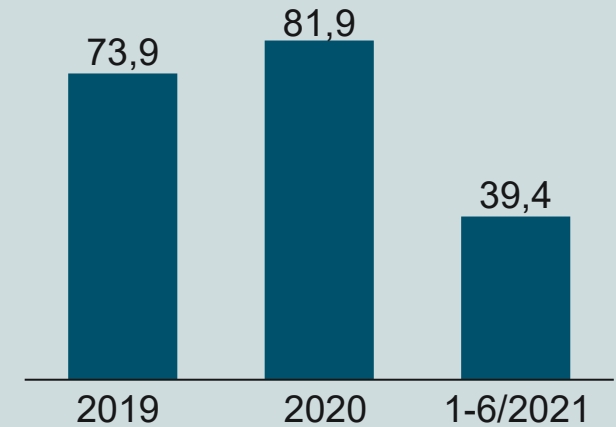
# Technology order intake & IG segment net sales and EBITA

Machine order intake IG Technologies, rolling 12 months [M€]

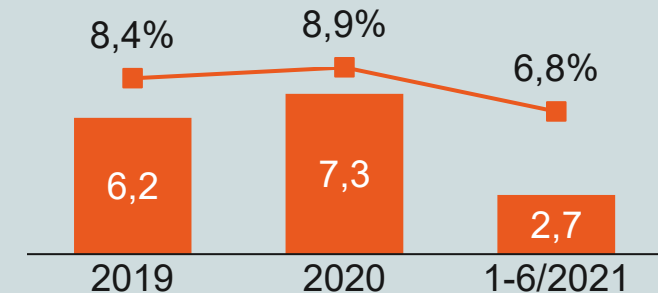


\*IG segment 2019 presented with unaudited pro forma financial information as if the Bystronic acquisition would have already been completed on 1 January 2019

Net sales IG segment\* [M€]



EBITA IG segment\* [M€, %]





# Insulating Glass Growth plan actions into 2025

1. **Ambitious growth** strategy building on the successful turn-around in the past years
2. This requires prudent **investments** in people
3. **China** key pillar for success in strategy period
4. Grow **TPS® portfolio** to maintain leading position and conquer additional market segments and regions
5. **Services** extended upgrades offering
6. Support market growth with **R&D pipeline**





# Insulating Glass technologies & innovations

## 1. TPS® - THERMO PLASTIC SPACER



### TPS® - THERMO PLASTIC SPACER

The Original from the inventor.  
Durable. Aesthetic.  
Proven since 1994.

## 2. MULTI'ARRISSER



### MULTI'ARRISSER

The 3in1 solution  
for glass arissing

## 3. CORNER'REFINER



### CORNER'REFINER

The automatic  
corner treatment  
add-on for the  
SPEED'SEALER

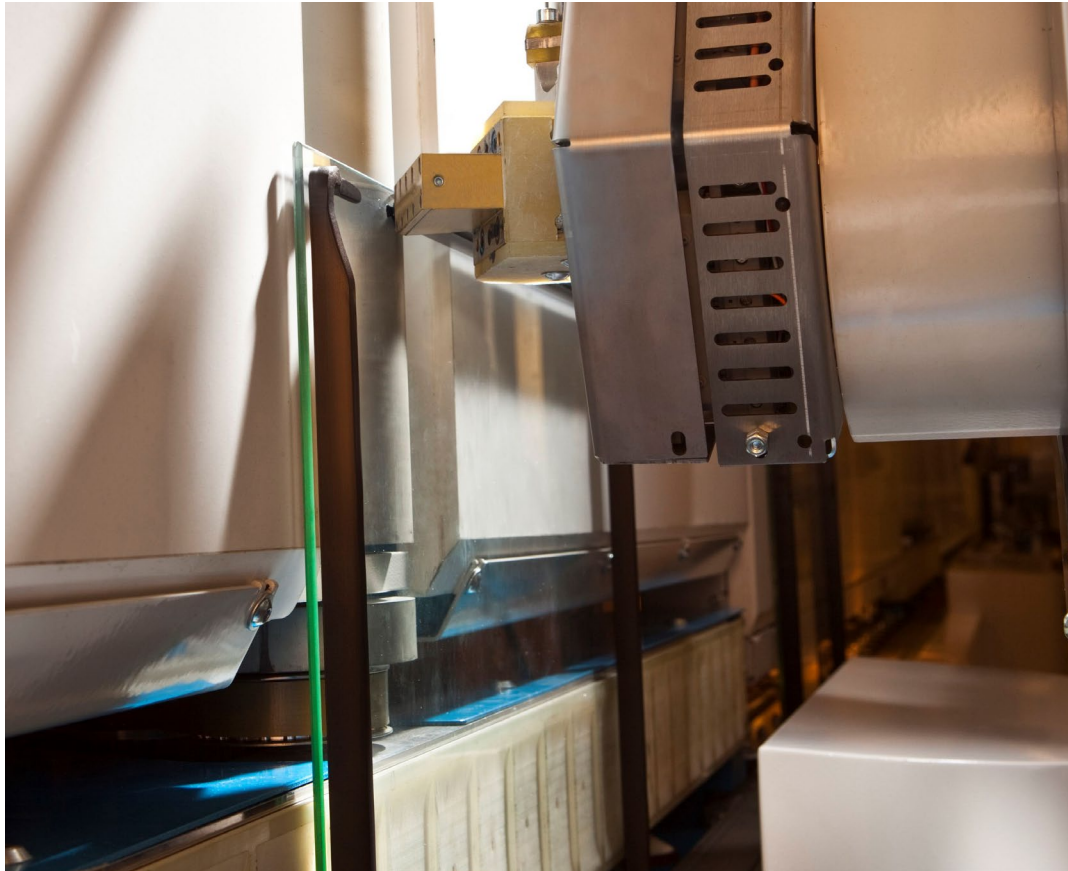


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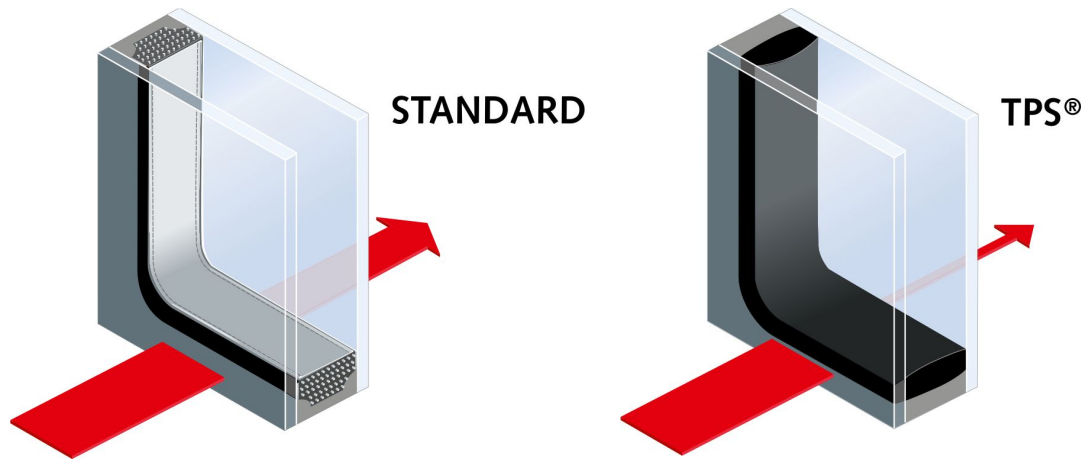
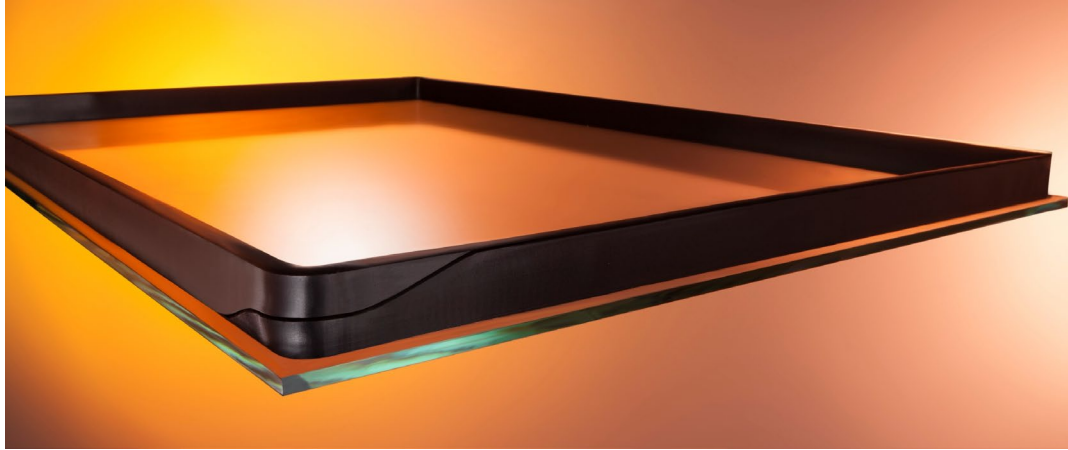


# Thermo Plastic Spacer TPS® 1/2



- More than 25 years experience as a leader in «warm edge» technology
- We are the **inventor** of the **TPS®** technology
- Flexible IG manufacturing system, offering the most comprehensive **shape catalogue**
- Customers benefit from simplified production thanks to the **direct application** of thermoplastic material onto the glass
- No separate production processes are needed anymore
- **Interruption-free operation** saves both time and money

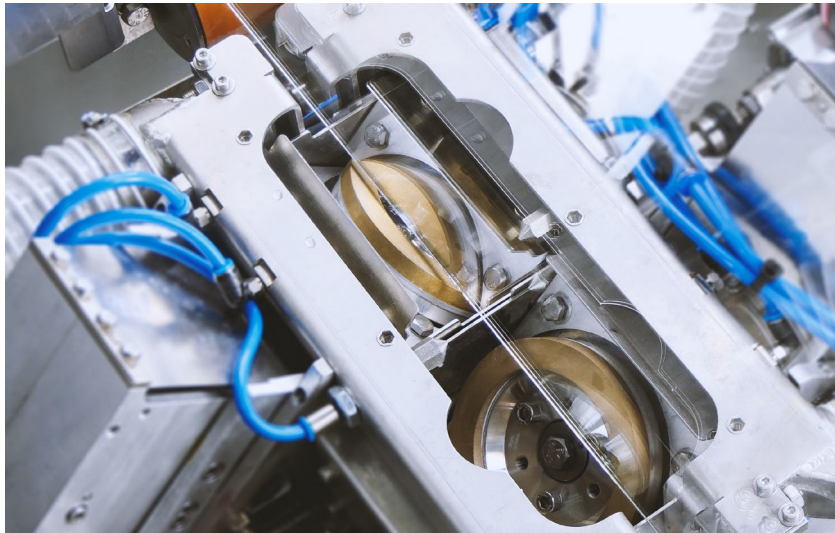
# Thermo Plastic Spacer TPS® 2/2



- Standard and special production **on ONE line**
- Nearly invisible bevel joint and high gas tightness
- Almost limitless design prospects in terms of window shapes and sizes
- Excellent thermal insulation values of TPS® IG units
  - The U-value of a window using TPS® is reduced by up to 12 % compared to a conventional window with an aluminum edge seal
  - Furthermore, the linear heat transfer coefficient of the edge zone is decreased by over 60 %.
- No cold window edge zones, less air draft

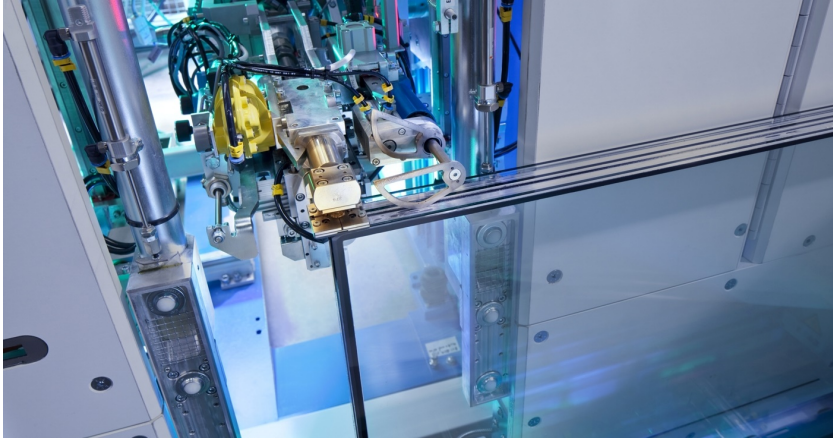


# MULTI'ARRISSER



- Market launch of new **MULTI'ARRISSER** in 2021
- 3 in1 system: Automatic glass edge arrissing, basic edge planing and corner dubbing of glass plates in **ONE** single machine
- Proven cup wheel technology
  - Homogeneous and uniform arrissing quality even at the beginning and the end
  - 5 to 10 times higher lifetime of cup wheels in comparison to other technologies (i.e., profiled wheels or belts)
  - **ONE** cup wheel for **ALL** functions, no tool change required
- Single-head machine with arrissing speed of max. 60 m/min
- Higher productivity due to higher uptime and less service interventions

# SPEED'SEALER and new CORNER'REFINER



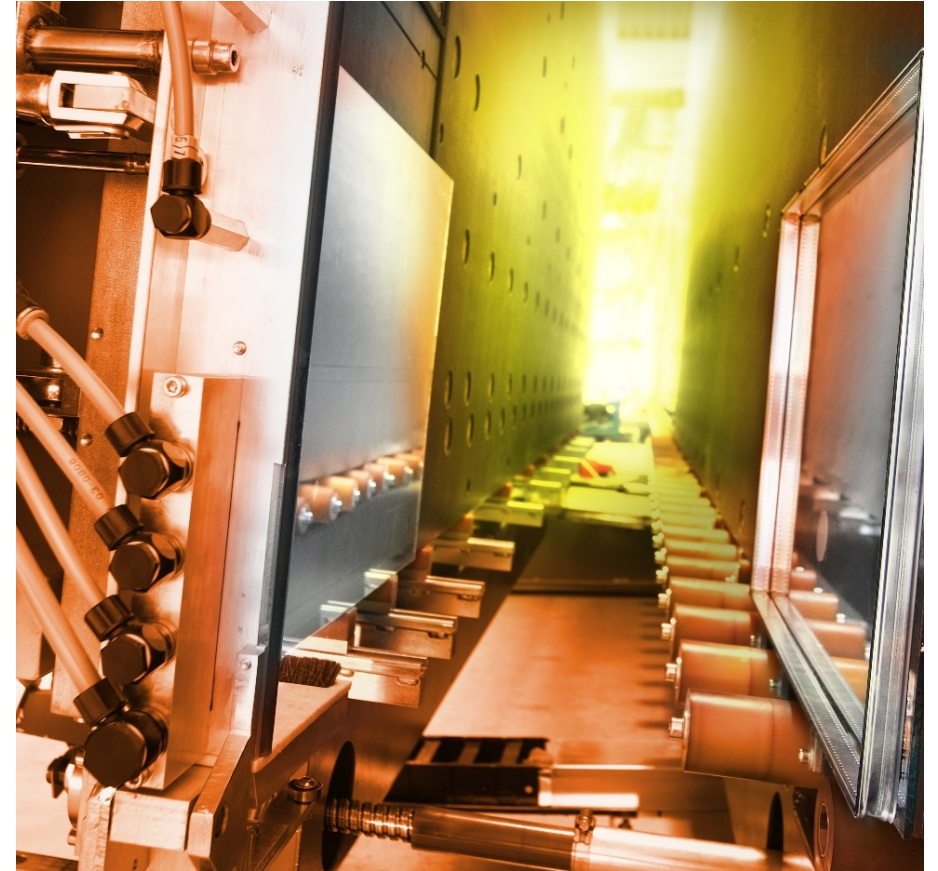
- The automatic sealing robot for IG units **SPEED'SEALER** is our bestseller
- Core of this machine is its **dynamic mixing system** of the sealing material
- In comparison to other, static mixing systems it offers
  - Significantly reduced material pressure and high application speed up to 60 m/min
  - Sealing of triple IG units within the same time as other machines need for double IG units
- Latest innovation is the **CORNER'REFINER**
  - Automatic corner treatment with spatula system and corner roll for IG unit finishing
  - Easily retrofittable device
  - No manual rework required anymore



# Why to buy Glaston Insulating Glass equipment?

- Since more than 50 years we are a **reliable partner** for our customers, even in crisis situations
- Our customers appreciate the **production stability** and **high availability** of our equipment
- The **product lifetime** of our machinery is as expected
- We offer a **comprehensive product portfolio**
- An **excellent service network** is the basis for our successful After-Sales Services

IG knows the market and has planned the right steps into a sustainable future!





> [www.glaston.net](http://www.glaston.net)

Thank you!

**glaston**  
seeing it through®