



WE THINK THE WORLD OF PLASTICS

**PRIMO** 



Optimise performance. Save resources.  
PROFILES OF TOMORROW

# LET US INNOVATE TOGETHER



## A PASSION FOR PROFILE EXTRUSION



We are Primo, and we are passionate about what we do: Extrusion of plastic profiles for a broad array of applications.

Primo is one of Europe's leading specialists in extrusion technology and plastics. We have grown from a small workshop in Denmark into a group of sales and manufacturing companies across a bigger part of Europe, delivering and servicing customers across the globe.

It is our express goal to become your preferred partner in the development, production and supply of extruded profiles – Primo is the place for you to go for any type of profile project, large or small.

Our organisation consists of several dedicated business areas, each with its own area of expertise – medico, building, energy, transport and so forth. All business areas, however, draw upon a shared base of experience, passion and development common to the entire Primo organisation.

Enthusiastic experts will always meet you with an idea for a new product – experts with knowhow covering

everything from materials science, extrusion, logistics and broad market knowledge.

Primo will assist you from the very beginning of your project. We aim to contribute with the latest in materials science, production technology, market knowledge and engineering expertise to create a solution that is commercially sound, technologically brilliant and exceptionally suited to your needs.

Whether we produce specialised profiles or standardised ones, one thing remains at the very heart of what we do: To create value for you, all the way from initial ideas to delivery.

Welcome to Primo.

Claus Tønnesen / CEO

**PRIMO**





# THE PROFILE OF A TRUE SPECIALIST

AT PRIMO, IT'S ALL ABOUT EXTRUSION OF PLASTICS. IN FACT, WE ARE SO PASSIONATE ABOUT THE PROCESSES OF EXTRUSION AND THE ENDLESS POSSIBILITIES OF PLASTICS THAT OUR ENTHUSIASM IS OBVIOUS AT ALL LEVELS OF OUR COMPANY.

Extrusion is basically quite simple – think of toothpaste emerging from the tube. That's extrusion in its purest form. But, of course, extrusion is far from simple once you get down to the core of things. Extrusion is a process by which a material is shaped by being pushed (or pulled) through a tool that shapes the material. Plastics of all sorts are especially well suited to extrusion as they are easily shaped and can be exceptionally uniform and consistent in dimensions.

Extruded plastic profiles can be manufactured in any shape and (in principle) in infinite lengths. They can have just about any geometry and can be extruded in very small or very large cross-sections.

#### Co-extrusion opens up new possibilities

Plastics can be extruded on its own, but they can also be extruded along with other materials such as rubber, metal, conductors, magnetic strips and stabilizing materials. This is known as co-extrusion or multiple extrusion and can involve as many as four or more different materials extruded all at once into one final product.

This makes extruded or co-extruded plastic profiles incredibly well suited for an amazing range of uses – from window and door profiles to medical tubing and components used in trucks, furniture, offshore cables and much more. The list is, quite literally, endless.

At Primo, this is what we do. We design, extrude and deliver extruded profiles to businesses all over the world, and we treat every project – large or small – with the same degree of enthusiasm and passion.

#### Finishing the job

After extrusion, a profile can be cut into precise lengths and can be milled and processed into the final product – this is part of the services offered by Primo.



#### LIGHTING

Primo specializes in combining conducting metals such as copper and aluminium with plastic for use in lighting tracks. This kind of tailored, integrated solution can be seen in end products from leading producers like Nordic Aluminium.



# SPECIALISED PROFILES FOR SPECIALISED BUSINESSES

IMAGINE ALL THE PRODUCTS AND BUSINESSES THAT USE EXTRUDED PLASTIC PROFILES. IMAGINE ALL THE DIFFERENT APPLICATIONS FOR THIS TECHNOLOGY. IMAGINE THE PROFILE YOU NEED – AND WE CAN MAKE IT.

Whatever the product you make, Primo can develop, produce and deliver extruded profiles for it. As a group we are present in eight countries with a total of ten production facilities – all with their own specialty, but with a strong common culture.

## Specialised business areas

Our business areas include a specialised medical production unit and dedicated business areas such as energy, offshore, building, windows & doors, transportation, power & lighting, white goods, building system profiles and window system profiles.

Every business area has its own staff of experienced engineers and craftsmen, and our specialists can help you develop not just the profiles you require, but also the optimum production methods for the application of the profiles and logistics solutions to match.

## Special profiles for 40+ industries

Short, long, thin or thick, co-extruded or multiple extruded, an integrated solution, combined with other materials, low manufacturing tolerance - that's what makes extruded profiles suitable for almost any purpose.

We serve more than 40 different industries, ranging from Lego bricks to posts for ice hockey arenas and top-secret safety equipment, just to mention a few specialized productions.

Examples of other businesses outside of our ten large business areas are fishing tackle, furniture components, packaging, sports goods, heavy industry and mono-filaments – the list is almost endless, and we add to it almost every day.

PRIMO FACTS...

WE DELIVER EXTRUDED PROFILES TO MORE THAN 40 DIFFERENT INDUSTRIES - SO FAR.



## BUILDING

Primo profiles have many uses in construction and building projects. Extruded profiles and gaskets are used for windows, doors, panels, trims, decoration and even for exterior use as PVC panel systems.



# WE KNOW PLASTICS

VERSATILE, STRONG, DURABLE AND ECO-FRIENDLY; PLASTICS IS THE MATERIAL FOR THE FUTURE. PRIMO CONSTANTLY WORKS TO IMPROVE OUR STRONG KNOWLEDGE ABOUT MATERIAL PROPERTIES AND TO SEARCH FOR NEW SOLUTIONS AND COMBINATIONS.

The rapid development in the world of plastics requires producers such as Primo to stay abreast of the advances in technology, and at Primo, we have always made it a primary concern to do so. In short, when you meet us, you will meet people who aren't just passionate about extrusion, but are passionately dedicated to providing you with the best and the latest in plastics.

## Replacing conventional materials

Manufacturers worldwide are looking for ways to reduce weight and increase strength and lifespan of components in cars, white goods, building materials and much else besides. Plastics can supplant just about any material, and it can reduce your raw material and production costs. That's why extruded plastic profiles made by Primo are now finding their way into business areas such as the transportation industry and building and construction.

## Shapes, colours and functions

An extruded plastic profile, whether made from PVC, ABS or some of the many other plastic varieties available, can be made in any length, colour and shape you can imagine. Add to that all the possibilities of functionality in the profile itself, such as magnets, conductivity, locking and clicking functions, and you have a product that can fulfil all the needs you may have.

## Benefits for the end-user (and the environment, too)

Plastics offer great benefits to the end-user as well. For instance, in such applications as windows and doors, the advantages of using plastics over wood and aluminium are evident: Plastic window frames and sashes don't degrade due to exposure to water and sun, they require no maintenance, they have superior insulation properties and can be fully recycled. In fact, if treated correctly, plastics are among the most environmentally friendly of all materials.

## PRIMO FACTS...

20 DIFFERENT TYPES OF THERMOPLASTICS IN USE  
AT PRIMO - AND MORE ARE COMING IN!

## ENERGY

Wind turbine nacelles incorporate components that need to be strong, light-weight and maintenance-free. This is why turbine manufacturers turn to Primo for knowledge and products.



WORKING WITH YOU FOR A FUTURE THAT'S FIT FOR US ALL.

# SUSTAINABILITY AT THE CORE OF PRIMO

PRIMO COMMITS TO THE SUSTAINABILITY AGENDA BY SETTING AMBITIOUS OBJECTIVES WITH SPECIFIC DEADLINES. FUTURE FIT IS OUR PROMISE TO BE A PART OF THE GLOBAL MOVEMENT TOWARDS A SUSTAINABLE FUTURE. WE TAKE RESPONSIBILITY FOR CREATING BEST PRACTICE IN OUR DAILY WORK FOR THE BENEFIT OF THE WORLD AND OUR CUSTOMERS. OUR SUSTAINABILITY AMBITION IS TO HELP OUR CUSTOMERS REDUCE THEIR CO<sub>2</sub> EMISSIONS.



## Helping customers reduce their CO<sub>2</sub> emissions

50% of quotes will include specific options for CO<sub>2</sub> reductions for customers

**By 2025**

### We will take action by

Designing profiles with less materials, promoting recycled and renewable materials and closing the loop on profile waste.

Driving conversion to plastic in applications where it is the most CO<sub>2</sub>-efficient choice from a full life-cycle perspective.

### Key initiatives

#### Guidelines and design criteria for profiles and tool design

We will create a set of new sustainability design criteria and guidelines for each of our markets to ensure that the solutions we offer to customers are always at the lowest CO<sub>2</sub> emission level.

### Sharing and utilising new knowledge internally and externally

We will utilise the Primo Academy to create awareness and share new knowledge around sustainable solutions, both internally and with our customers. We will do so by arranging training seminars focusing on design options, plastic types and properties, recycling and renewables, and material choices – plastics vs. other materials.

### Use less and recycle more

We will help and support customers to achieve „zero-waste“ when processing Primo's products (e.g. off-cuts), and we will develop and offer circular take-back concepts.

### Documentation of carbon footprint

We are partnering with a certified (TÜV) Life Cycle Assessment (LCA) database for chemicals and plastics to enable documentation and transparency of the CO<sub>2</sub> reduction and carbon footprint of our products.

### Material conversion

Based on documented data, we will utilise the new sustainability design criteria to drive material conversion, when plastic is the most CO<sub>2</sub> efficient choice from a full life-cycle perspective.

## SUPPORTING COMMITMENTS

### Driving innovation in sustainable materials and designs

30% of our raw materials will come from recycled or renewable sources

**By 2030**

### Closing the loop in plastic waste

50.000 tonnes of plastic have been collected for recycling in collaboration with external partners | 2020 baseline |

**By 2030**

### Our climate and energy footprint

55% reduction in total CO<sub>2</sub> emissions compared to 2019 baseline

**By 2030**

### Our waste and water footprint

100% of local sites have certified environmental systems with local waste and water-reduction programmes

**By 2025**

### Our raw material footprint

100% reuse of all raw material plastic waste from production

**By 2025**

FUTURE FIT doesn't only fit into UN sustainability goals, it fits into Primo's values, CORE, and our brand promise.



# IF YOU CAN THINK IT, WE CAN MAKE IT

TO MEET THE DEMANDS OF A RAPIDLY CHANGING MARKET REALITY,  
PRIMO OFFERS EXPERTISE IN DIFFERENT BUSINESS AREAS, EACH WITH ITS OWN EXPERTS.

Profile extrusion is a brilliant way to produce customised profiles in any size, shape and dimension for specific end products. In fact, chances are that there is a Primo profile in your house, office or vehicle somewhere.

Primo's long-standing expertise in a wide and diverse range of business areas, from medical tubing to door gaskets, from mudflaps for trailers to offshore cabling, makes us geared for key account management and

close, long-lasting relationships with our customers. Our collaboration is based on 100% confidentiality and reliability.

This is what profile extrusion can do – produce customized profiles in any size and any dimension, customised for a specific end product in a specialised area.

As a result of a rapidly changing market, Primo has divided its operations into different business areas, each with its own staff of experts, but all drawing upon the same common base of extrusion and materials knowledge.

Among our most important business areas are:

**Building** which includes profiles for home improvement and structural use in construction.

**Building system profiles** for the DIY market under the Primo Lister brand – see more at [primolister.com](http://primolister.com)

**Energy** which provides profiles for e.g. wind turbines and solar panels, and profiles for the power generation and distribution industry.

**Greenhouse** profiles are innovative solutions that are easy to assemble, and not least biodegradable and compostable.

**Medico** delivering high-precision tubing for the medical industry.

**Offshore** which produces and delivers cabling and covers for subsea use.

**Packing Tubes** provide optimum protection of electronic components in the automotive industry.

**Power & lighting** covering everything from lighting strips to thermoplastics and fibre optic cables.

**Refrigeration & HVAC** comprising gaskets for refrigerators, air conditioning equipment and custom profiles for air-handling units.

**Transport** which produces profiles for cars, boats, trucks, trailers, buses and agricultural machinery.

**Water Treatment:** Plastic profiles used in the filtration of drinking and process water to clients around the world.

**Windows & Doors** applying the latest technologies and future-proof materials, including recyclable gaskets for windows and doors.

## PRIMO FACTS...

### ON LAND, AT SEA, IN THE AIR AND UNDERGROUND

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#### REFRIGERATION & HVAC

Primo develops and produces a broad selection of extruded profiles for the HVAC industry like filter frames, droplet separators and thermal breaks.

## COLOPLAST NEEDED FASTER PRODUCTION – AND PRIMO RESPONDED

AS A WORLD-LEADING PRODUCER OF URINE BAGS, COLOPLAST IS IN STRONG NEED OF SUB-SUPPLIERS WHO CAN KEEP UP, AND WHEN PRIMO MEDICO WAS ASKED TO INCREASE PRODUCTION OF CRITICAL MEDICAL TUBING, A NEW EXTRUSION LINE WAS COMMISSIONED IN RECORD TIME.



Global demand for urine bags is constantly increasing. And with each bag having a certain length of tube to go with it, the amount of tubing produced by Primo Medico is measured by hundreds, if not thousands, of kilometres every year – with every millimetre of it living up to the toughest standards in the medical industry.

After production, the tubes are shipped to the Coloplast assembly plant in Hungary, where Primo Medico operates a consignment stock on behalf of Coloplast.

### Fast response to an increase in demand

However it became clear that Primo Medico was in need of an immediate increase in production capacity. So in a matter of just three months an additional production line was installed and put into commission to supplement the existing lines that were already running at full capacity.

Bjørn Fabricius, strategic buyer at Coloplast, says: *“For Coloplast it is very important that Primo meets our demands with regards to quality, delivery and precision. Primo works hard and with dedication to live up to this.”*

### VISUAL INSPECTION

Extruded tubes are critical components in several medical products, and a thorough visual inspection is central to ensuring quality and consistency of the end product.

## LETTUCE GROWING MADE MORE PROFITABLE WITH PRIMO PROFILES

GREEN AUTOMATION EXPORT IS THE LEADING PRODUCER OF AUTOMATED GROWING EQUIPMENT FOR THE GLOBAL GREENHOUSE INDUSTRY. LETTUCE GROWING HAS BEEN RATIONALISED WITH NEW HIGH-TECH SYSTEMS – AND AT THE HEART OF THE SYSTEM IS A HIGHLY SPECIALISED AND PATENTED PROFILE MADE BY PRIMO.



Fully automated hydroponic lettuce production lines are becoming more and more widespread in the world of greenhouse farming. In this industry, speed, water and space are of the essence – raise crops faster and in less space, and you will be more competitive.

Green Automation Export (GAE) in Finland is one of the world's leading manufacturer of automation systems for the production of lettuce. Lettuce is a challenging crop that needs perfect growing conditions and careful handling in order to be shipped to the consumers as fresh as possible. GAE's business is to help growers raise crops faster and with less energy and water consumption.

40% increase in production capacity  
GAE's newly developed system for lettuce production has revolutionised the world of greenhouse production. It increases production capacity by as much as 40 %.

The system is based on an H-shaped extruded profile, which forms the gutter where plants grow from seed to harvesting.

### PRECISION IS VITAL

Although these gutter profiles look simple, they're not all that easy to make. For example the white plastic used must endure UV light. As a world leader in its field, GAE depends strongly on consistent delivery – and on Primo's capability to produce profiles according to very exacting standards.



# QUALITY AND DOCUMENTATION

WHENEVER THE DEMAND IS FOR EXACTING STANDARDS OF QUALITY AND FOR CERTIFIED STANDARDS OF PRODUCTION AND DOCUMENTATION, PRIMO IS YOUR MOST RELIABLE PARTNER.

As a supplier and partner to many different industries, Primo is often required to live up to high standards of precision and documentation. In most cases the profiles we produce must comply with zero-tolerance standards. This is especially true in the medical industry, where the components we produce can be critical and can be in direct contact with such vital things as blood plasma and medicines.

Strict quality inspection in every phase of the value chain is a vital part of the Primo culture and is subject to continuous development and improvements, as the demands of various businesses change. Traceability is crucial to most of our customers, and computer control and monitoring ensure that all information is updated during production. Our tracing system is part of our ERP system which guarantees one hundred per cent control.

As part of our quality control programme, we have procedures in place to support and supply you with all necessary technical documentation, including drawings, schematics, material property reports, tooling specifications and so on.

## A special focus on the medical industry

In our Medico resource centre, our dedicated employees are exclusively educated in clean room production and handling of products complying with DS/EN ISO 13485:2003 as well as specific customer quality requirements.

All Primo plants and facilities are certified to the ISO 9001 quality standard and the environmental standard ISO 14001.

We apply goal-oriented quality controls to:

- Raw material purchases
- Production & planning
- Product & process development
- Finished product control & fault-finding
- Administration & order processing
- Logistics & delivery
- Advice & service
- Training & staff development

## PRIMO FACTS...

EACH WEEK, ALL YEAR ROUND, AT LEAST ONE OF OUR FACTORIES IS SUBJECTED TO AUDITS AND CUSTOMER INSPECTIONS.



## TRANSPORT

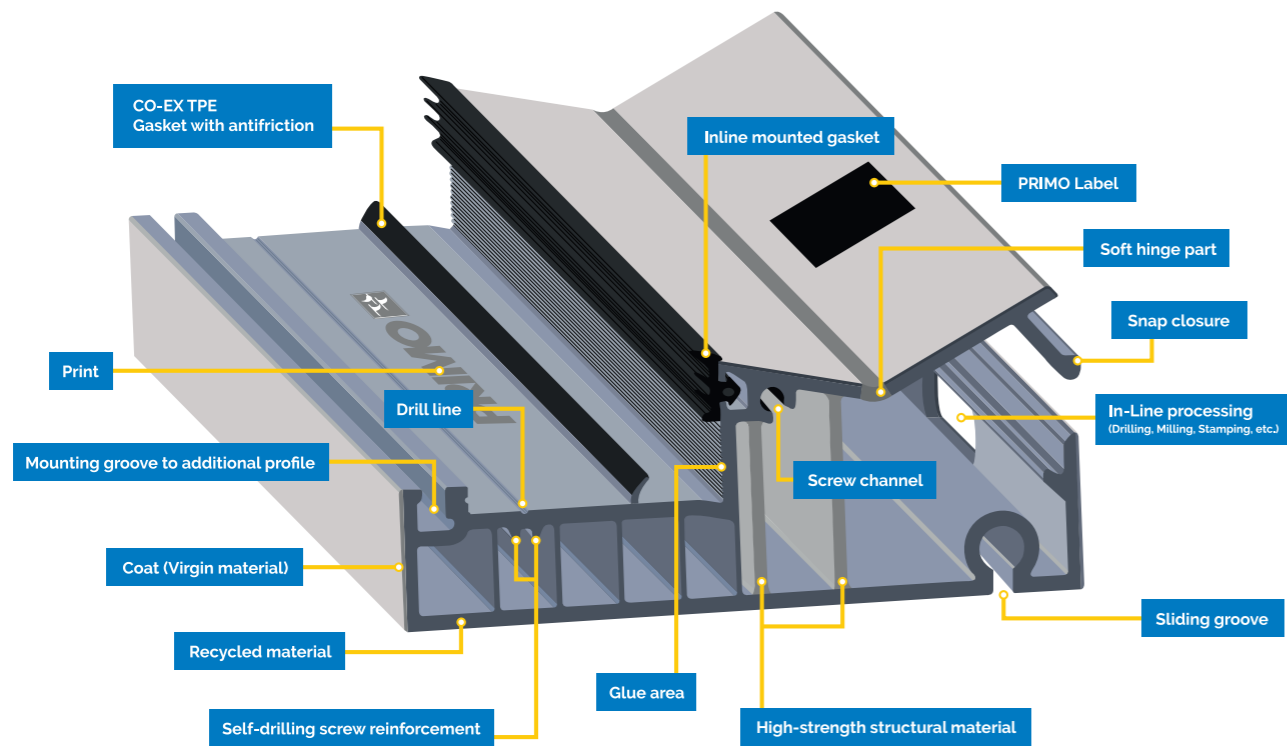
We deliver much more than just profiles. For small producers of truck trailers, Primo has developed a solution to the problem of making door seals: A unique welding system enables producers to cut and weld seals in-house when the demands arise.



## OFFSHORE

Offshore cables run at great depths and cannot be accessed for maintenance. Primo provides offshore companies such as AKER in Norway with vital cable components and with just-in-time logistics.

# ENDLESS POSSIBILITIES AND UNWAVERING DEDICATION



## SUBSIDIARIES



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## PRIMO GROUP

PRIMO DESIGNS AND MANUFACTURES TOMORROW'S PROFILES TO OPTIMISE PERFORMANCE AND SAVE RESOURCES.

Primo is an international extrusion specialist, supplying a multitude of industries with tailored polymer profile solutions, such as: Building, HVAC, Energy, Lighting, Offshore, Medico, Electronics, Transport and many more. Quality, customer satisfaction, environmental matters and safety are of paramount importance to our operations.

Driven by our care for a better tomorrow and based on our extensive experience, know-how and proven process, we continuously seek to design and extrude the profiles of tomorrow that will optimise performance and save resources. Thanks to the private ownership of Primo, we have the agility, ability, and willingness to invest in the future. We treat our customers as long-term partners and steadily work to improve our footprint.

[www.primo.com](http://www.primo.com)

Optimise performance. Save resources.

**PROFILES OF TOMORROW**

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