



THERMAL INSULATION

THERMORE S.P.A. IS A MEMBER OF F.I.SI. GROUP

European business shows dynamic growth

- Sales growth
- Well-known new customers
- Production in Asia as competitive edge

Thermore, the Italian specialist for thermal insulation in apparel with their headquarters in Milan, have acknowledged significant growth of their European business last year and are planning a double digit increase of turn-over also for the current year. One reason among others are well-known new customers - as well from sport as from fashion - who will introduce branded wadding from Thermore in autumn/winter 2007/2008, such as Acne Jeans (SWE), Barbour (GB), Thomas Burberry (GB), Salewa (I), Fjällräven (SWE), Rip Curl (F), Closed and Méphisto (F). Already since longer brands like Prada (I), Nike (US), Head (D), Marc O'Polo, Hannah (CZ), Red/Green (DK), Bitte Kai Rand (DK) and Zegna Sport (I) are loyal customers. Presently the bestseller is Ecodown, a down-like, soft padding, which consists of five percent of re-growing raw materials like Tencel, Ingeo and organic cotton. It is mainly used in middle weights like 100 gr. For Peter Mügge, the responsible sales manager for Europe, the main target is - following the general company's policy - to connect customers long term to Thermore. The last winter re-assured him: "Due to our specialisation we can win new customers even in saturated markets." Even though the winter was too warm and the business with outdoor clothing had been tough the business of Thermore had hardly been affected. Reason for this is the high fashion degree in the ranges of many customers. Their jackets have been sold through early, i.e. already before December, Peter Mügge declares. Only for a few more price-oriented and snow-sport manufacturers the lack of snow and frost caused a negative impact.

Worldwide the Thermore group has achieved a 10 percent increase in turn-over and is expecting - according to the European business - a significant growth abroad also for the current year 2007. Beside the expansion of the business with existing customers and the before mentioned new accounts in Middle and Northern Europe Thermore are taking profit of the ongoing process of shifting production from Europe, especially Italy, to Asia. Thermore's long experience with their production plants in Thailand is again turning out to be a competitive edge. The European brands are appreciating that Thermore are giving the same level of quality assurance and reliability in Asia as in Europe.

The Thermore group is a worldwide leading producer of high-quality wadding materials for sports and leisure wear. Their choice of thermal insulations which are made mainly from polyester is remarkably wide. Seven categories with maximum four thicknesses (HL = High Loft, C = Compact, SC = Super Compact, UC = Ultra Compact) and up to eight different weights from 40 g/sqm to 200 g/sqm allow solutions for gloves as well as for highly functional ski jackets. Since many years the company is actively pursuing ecological aspects. For example the category "Sustainable" is made of 50 percent of re-growing raw materials such as Tencel, Ingeo and organic cotton. "Rinnova" has recently be launched as a further sustainable alternative made of 50 percent "virgin" and 50 percent recycled polyester.

THE DIRECT LINK TO THE COMPANY AND IST PRODUCTS:

www.thermore.com