

## Let's build homes

Creating affordable places to work and live for everyone



In a world full of fast-growing populations, conflicts and climate change, every human being needs a safe place to work and call home. That's the powerful truth that inspires Xella to create smart, fast and cost-effective building solutions for people and their communities, all around the globe.

Our ambition is to enable families, communities and businesses to build and own affordable and comfortable homes, schools, hospitals, production facilities and offices. To make this happen, we team up with local partners to co-create smart building solutions based on our lightweight aerated concrete products. Creating local jobs and – eventually – local production facilities along the way.

As an established, international company, with production plants and facilities in over thirty countries we have the means, the specialists and the now-how to educate future building professionals, to provide the materials and to help build businesses and communities anywhere around the globe. Because every human being needs a place to call their own.

Xella. Let's build homes.



## Enabling education

Xella aims to help building schools and kindergartens to give children an educated start and their mothers a chance to work.

### Helping healthcare

With the help of Xella, communities can build hospitals or local aid posts to improve healthcare in their societies.

## Boosting business

Let's boost entrepreneurial minds all around the world by creating places where ideas can be transformed into products and services.

## Supporting societies

If the family is the cornerstone of society,

Xella can be the cornerstone of their homes.

## Improving industry

If we help building the plant, they can make it work.

Xella aims to help create industrial buildings where skilled workers can make a living and boost local trade.







### Let's share the profit

Xella is a company that believes in long-term relationships and likes to invest in them.

Our ambition is to achieve the best possible results together in local partnerships, in line with the specific requirements determined by location, legislation, financiers, clients and future residents.

We can be, and want to be, more than just a supplier of building materials. Depending on your wishes, we can work together as co-creators, contribute to a streamlined logistics process and share thoughts with you on issues such as design, engineering, prototyping, cost control and speed of construction.

And where necessary, we do more. For example, by providing training for construction workers. By offering practical support at the construction site. Or even by participating in local production facilities.





# Aerated concrete: light and comfortable

Xella is a worldwide leader in lightweight aerated concrete products. Ytong is the name of our most popular product.

It is a light, natural building material made of lime, cement and sand. A large amount of closed cells with stagnant air gives the Ytong panels and blocks unique properties and processing advantages. This allows you to build fast. Flexible, affordable and labor-friendly innovation.

## The advantages of Xella aerated concrete products are:

- Affordable
- Lightweight
- Stony
- Sturdy
- Impermeable to weather conditions, pests or fire

## Build modular: easy and fast

Xella offers a modular building approach that combines easy building with fast building times and efficient logistics.

## The advantages of our modular building systems are:

- Standardized
- Prefab Modular
- Customized delivery
- Less building site expenditures
- No waste on the building site
- Finishing: no plastering, just painting



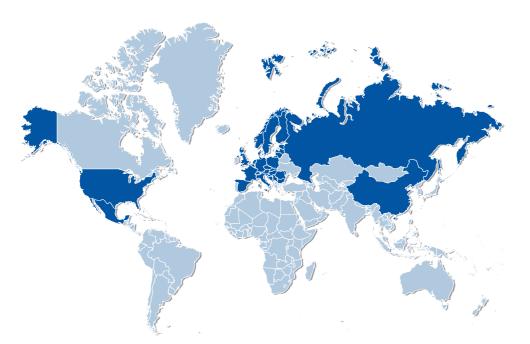
### Meet the Xella Company

Every human needs a place to call home and a safe place to work and Xella is uniquely suited to meeting that need.

Firstly, because of our international presence. You will find Xella offices in more than 30 countries. We have access to no fewer than 91 factories producing aerated concrete construction materials in over 20 different countries. Our production processes require relatively little energy. No harmful substances are released and the material is fully recyclable.

Xella aerated concrete blocks and panels are used annually in thousands of homes and other buildings because of their superior product qualities and ease of processing. In addition, Xella is a solid, reliable organization, with a history going back nearly 90 years and excellent operating results (1.4 billion euros in 2017).

With more than 6,100 colleagues, we have a great deal of knowledge in areas such as construction technology, logistics, sustainability, comfort, energy saving, digitization, user requirements and legislation. We test all this knowledge on a daily basis in various countries and cultures, which allows us to keep innovating and guarantees that we can meet the specific requirements of your projects.







One of the world's largest manufacturers of autoclaved aerated concrete and calcium silicate units



Headquarters in Duisburg, Germany



Owned by Lone Star nvestment corporation (since 2016)











Brands: Ytong, Silka, Hebel



Sales in 2017 1.4 billion



Employees: 6,130

#### Become a Xella licensee

Xella's Global License Business offers the use of the Ytong or Hebel trademark as well as production and sales rights to countries that we do not currently operate in autonomously. Depending on the needs and the status of each license project, several consulting bundles are available to support the license partner with production, marketing and sales expertise in order to ensure the success of the licensee and a premium positioning of our brands. An enduring relationship with our licensees and a coherent milestone management strategy ensures a successful partnership. That's why Xella takes a very selective approach in choosing its licensees and stipulates certain conditions. Find more information about Xella licensing on:

www.xella.com/en/export-and-licenses.php

#### Top 5 licensee benefits

- Usage of premium Ytong or Hebel brand in the defined territory
- Access to support while starting your business
- Customized support in the field of technology, marketing & sales
- Technical training at Xella R&D Center & sales training
- Access to top-class AAC know-how and research & development facilities

#### Become a partner of Xella

Can we help your organization to realize a building project? Or are you interested in joining forces with Xella to help emerging economies developing stronger communities, job opportunities, education and production facilities? Let's build together.

#### Partnership options

Xella offers support in the following areas:

- Design, engineering and prototyping
- Training and training facilities
- Logistics
- Industrialization
- Implementing international regulations
- Investment in production facilities

Please contact Xella for inquiries.

#### Xella Group

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