Company Accsys Technologies PLC

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## **ACCSYS TECHNOLOGIES PLC**

("Accsys" or "the Company")

## Accsys signs new distribution, agency and supply agreements

Accsys is delighted to announce that it has entered into a new distribution agreement with Enno Roggemann GMBH & Co for the sale and distribution of Accoya® wood into Germany and Poland.

Enno Roggemann will work closely with Accsys to build Accoya<sup>®</sup> wood's market penetration and is expected to sell a minimum of 40,000 m³ of Accoya<sup>®</sup> over the next five years. Joint marketing activities will begin immediately with Enno Roggemann and Accoya<sup>®</sup> jointly exhibiting at Fensterbau Frontale, the German International Trade Fair for windows, doors and facades in March.

Accsys has now entered into a total of 17 distribution, agency and supply agreements across the globe, with 11 agreements having been signed since October 2009. In addition, the Company has working relationships with a further 10 distributors and agents in key markets, including Saint Gobain's subsidiary, International Timber, in the United Kingdom. The Company's global network now stretches from the United States of America and Canada, through the United Kingdom, the Republic of Ireland, Switzerland, Austria, Italy, Greece, Norway and Denmark, to India and South East Asia.

Carl-Guenther Jastram of Enno Roggemann, stated: "Accoya® wood represents a significant breakthrough in the timber industry. A proven product that is both sustainable and cost effective, we believe that there is a great potential for penetration in both the German and Polish markets, and we look forward to working closely with Access to achieve this."

Paul Clegg, Accsys CEO commented: "Whilst we have been working with Enno Roggemann for some time, we are thrilled that they have committed to taking Accoya® sales to the next level in Germany and Poland.

Global demand for Accoya® wood continues to grow and our rapidly expanding network of distributors is testament to that. With distributors such as Universal Forest Products in the United States, Arnold Laver and James Latham in the UK and now Enno Roggemann in Germany and Poland, we are confident that Accsys is well placed for further growth as global markets begin to emerge from recession."

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Menno Delken

## Notes to editors:

**Accsys Technologies PLC** (<a href="www.accsysplc.com">www.accsysplc.com</a>) is an environmental science and technology company whose primary focus is on the production of Accoya® wood and technology licensing via its 100% owned subsidiary, Titan Wood Limited (<a href="www.titanwood.com">www.titanwood.com</a>), which has manufacturing operations in Arnhem, the Netherlands, a European office in London and an Americas office in Dallas, Texas. Accsys' operations comprise three principal business units: (i) the Accoya® wood production facility located in Arnhem, The Netherlands; (ii) technology development, focused on a programme of continuous improvements to the process engineering and operating protocols for the acetylation of wood which are currently under development and the development of technology for the acetylation of wood fibre; and (iii) the licensing of technology for the production of Accoya® wood and Tricoya® wood elements across the globe.

**Accoya® Wood** (www.accoya.info) is produced by using a patented, non-toxic process that effectively converts sustainably grown softwoods and non-durable hardwoods into what is best described as a "high technology wood" via acetylation. Distinguished by its durability, dimensional stability and, perhaps most importantly of all, its reliability (in terms of consistency of both supply and quality), Accoya® wood is particularly suited to exterior applications where performance and appearance are valued. Unlike most woods, its colour does not degrade when exposed to sunlight. Moreover, the Accoya® wood production process does not compromise the wood's strength or machinability. The combination of UV resistance, dimensional stability, increased coatings life, durability and retained strength means that Accoya® wood offers a wealth of new opportunities to architects, designers and specifiers. Leading applications include external doors and windows, shutters/shading, siding and cladding, decking, outdoor furniture/equipment and glulam beams for structural use.

**Tricoya® Wood Elements** (www.tricoya.com) is Titan Wood's proprietary technology for the acetylation of wood fibres, chips, and particles for use in the fabrication of wood based composites, including panel products. These composites demonstrate enhanced durability and dimensional stability which allow them to be used in a variety of applications which were once limited to solid wood or man-made products. Tricoya® Wood Elements is lauded as the first major innovation in the wood composites industry in more than 30 years.

**Wood Acetylation** is a process, which increases the amount of 'acetyl' molecules in wood, thereby changing its physical properties. The environmentally responsible process protects wood from rot by making it "inedible" to most micro-organisms and insects, without - unlike conventional treatments - making it toxic. It also greatly reduces the wood's tendency to swell and shrink, making it less prone to cracking and ensuring that, when painted, it requires dramatically reduced maintenance. Acetylated wood's increased durability offers major carbon sequestration advantages, compared to other woods and man-made building materials such as steel, vinyl, and plastic.

**Wood Composites** include a range of derivative wood products which are manufactured by binding together the strands, particles, fibres, or veneers of wood together with adhesives to form composite materials. These products are engineered to precise design specifications which are tested to meet national or international standards.

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