MAGAZINE GRUPOSCOO DICOMPANY

INFRICO IN THE WORLD ASIA & THE SASA & THE COMPANY COMPANY





At Grupo Infrico, we bid farewell to a 2024 full of achievements and moments of improvement, learning and new goals for the coming year. This year has seen the launch of our new catalogues, which reflect the effort and dedication of the entire team to offer innovative proposals and significant improvements.

For me it is a maxim to continue investing in R+D+i, as, among many other advantages, it has allowed us to modernize the group's factories with state-of-the-art technology. In this sense, we can also say that we are proud to be pioneers in Inverter technology, Supercooling and autocascade systems for the biomedical sector. Another fundamental aspect is the well-being of our team. Therefore, we continue to work to improve the working conditions of our employees, as we have done by completely air-conditioning the Infrico Supermarket facilities, creating a more comfortable environment for everyone.

I am also proud to be able to talk about the extraordinary work of our GRUPO INFRICO FOUNDATION with donations to different entities such as Caritas, AACC or food banks; agreements with teams and to promote sporting values, creating Infrico Sport and agreements with training institutions to promote a promising future for our young people. The professional development of our team is another of our priority objectives. We want to continue contributing to each of you to grow and become the best version of yourself. I do not want to forget to make a special mention to our delegation in Valencia and all Valencians, we will continue to contribute and help to get out of this terrible situation we have experienced, to emerge stronger.

Among the purposes for the year 2025 is to continue improving the working environment, training and professionalization of all staff, continue and expand the actions to be carried out by the FOUNDATION to continue contributing and giving back to society. I take this moment to express my heartfelt thanks for your effort, professionalism and dedication, all of which will enable us to face the challenges of this new year. Finally, I wish you a Merry Christmas in the company of your loved ones.

Jose María Torres



A Impafrı

BUILDING THE COLD

TWO DECADES OF INNOVATION AND CUSTOMER SERVICE

In November 2024, Impafri, a company belonging to the Grupo Infrico, celebrates its 20th anniversary, **a milestone that symbolizes two decades of commitment to innovation and excellence in customer service.** Since its founding in 2004, the company has constantly evolved to become a benchmark in the manufacture of refrigeration panels and insulation solutions for the refrigeration industry.

FROM STARTUP TO MARKET LEADERSHIP:

What started as a small company with an ambitious vision has transformed into a key player within the refrigeration sector. With a production capacity that has grown year after year, Impafri has expanded its reach into national and international markets, offering customized solutions for cold rooms, clean rooms, processing rooms and other preservation environments.

The company has differentiated itself by constantly adapting to market needs. From the introduction of new technologies to the improvement of production processes, **Impafri** has been able to evolve without losing its essence: the search for customer satisfaction.









INNOVATION THE ENGINE OF GROWTH

If there is one pillar that has defined Impafri's trajectory, it is its commitment to continuous innovation. Over the last 20 years, the company has invested in R&D to develop more efficient, sustainable and durable products. As a result, its refrigeration panels have achieved a high level of energy efficiency, contributing to environmental protection.

Among the most outstanding innovation milestones are:

- Development of panels with higher thermal efficiency, which guarantee the preservation of the cold chain in key sectors such as food, pharmaceuticals and logistics.
- Use of sustainable and ecological materials, in line with international environmental requirements.
- · Automation of production processes, which has made it possible to increase the precision and quality of end products.
- Implementation of customized solutions, adapted to specific customer needs in terms of size, thickness and thermal requirements.
- Quality, environmental and fire resistance certificates, which guarantee the safety, sustainability and durability of the products. Impafri has international certifications that guarantee compliance with the regulations required in critical refrigeration and storage environments.

This focus on sustainability and quality has allowed Impafri not only to comply with international regulations, but also to position itself as a responsible company committed to reducing its carbon footprint.

(m)pafri







MONOBLOCKS





THE CUSTOMER AT THE CENTER OF THE STRATEGY

Another of Impafri's fundamental pillars has been customer orientation. Customer satisfaction depends not only on the quality of the product, but also on the overall experience during the entire purchasing process, as stated by its general manager. - Teresa Torres General Manager Impafri

To achieve this, Impafri has developed an approach that prioritizes personalized attention, agile delivery and efficient after-sales service. This approach has allowed the company to build long-term relationships of trust with its customers, who see the company not only as a supplier, but as a strategic partner.

Communication with customers has been essential for continuous improvement. Comments and suggestions have resulted in new product lines, improvements in production processes and increasingly efficient service. This direct relationship has allowed Impafri to anticipate the needs of its customers, becoming a trusted supplier in highly demanding sectors.



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PRESENT AND FUTURE: LOOKING AHEAD TO THE NEXT 20 YEARS

After two decades of success, Impafri looks to the future with ambition and a vision of growth. The company continues to focus on internationalization, expanding its presence in new markets in Europe, Latin America and the Middle East. The expansion of its production capacity is part of its strategic plan for the coming years.

In addition, the company will continue to drive the digitalization and automation of its processes to increase the efficiency, flexibility and customization of its products. Artificial intelligence (AI) and the Internet of Things (IoT) will play an essential role in monitoring and controlling production, ensuring that each order is fulfilled to the highest quality standards.

Commitment to sustainability will also be a priority. In line with global trends, Impafri seeks to further reduce its environmental impact by optimizing resources and adopting clean technologies. The company has set itself the goal of leading the way towards greener and more efficient refrigeration, contributing to the fight against climate change.

A LEGACY OF SUCCESS AND A PROMISE FOR THE FUTURE

In these 20 years, Impafri has not only demonstrated its ability to adapt to market changes, but also to lead them. The company has grown from a local manufacturer to an international leader in the manufacture of refrigerated panels. This growth has been possible thanks to constant innovation, customer orientation and a clear vision of the future.

By celebrating this anniversary, Impafri reaffirms its commitment to excellence, sustainability and the creation of high-tech solutions that enable its customers to achieve maximum efficiency.4

> HAPPY 20TH ANNIVERSARY, IMPAFRI! May these 20 years of achievements be the prelude to many more filled with success and innovation!







INFRICO MEDCARE: INNOVATION & CONSTANT GROWTH

Infrico Medcare, a company belonging to the prestigious Grupo Infrico, has established itself as an international benchmark in medical, pharmaceutical and laboratory refrigeration solutions. With a firm commitment to technological innovation and sustainability, the company has maintained steady growth in highly demanding markets.

One of the key pillars of Infrico Medcare is its commitment to cutting-edge technology. Ultra-low refrigeration equipment, such as the ULT80086 Vertical ULT Freezer Cabinet, stands out for its ability to maintain extreme temperatures between -40 °C and -86 °C, ensuring the preservation of vaccines, biological samples and other highly sensitive materials. This equipment, designed to the highest standards of energy efficiency and sustainability, has been adopted by hospitals, research laboratories and medical centers around the world.

In addition, the company has incorporated the use of environmentally friendly refrigerants such as R-290, which helps to reduce the carbon footprint, optimize energy efficiency and minimize environmental impact. This approach to sustainability not only responds to a global need, but also aligns the company with the most stringent international regulations.



The development of the Pharma Care line is another example of its leadership in innovation. This range has been specially designed to preserve medicines and pharmaceutical products under controlled temperature conditions, guaranteeing the safety and efficacy of medical treatments. The incorporation of Inverter technology in equipment such as the PTR30IG enables more precise temperature control, greater energy efficiency and reduced equipment wear, ensuring a longer service life.

The company not only innovates in products, but also in processes. The implementation of Artificial Intelligence (AI) and Internet of Things (IoT) systems, such as the Infrico Cloud solution, enables real-time monitoring of refrigeration equipment, predicting potential failures before they occur. This not only improves the safety of stored products, but also prevents financial losses for your customers.

WHAT DISTINGUISHES INFRICO MEDCARE?

- Precision equipment and superior efficiency for the preservation of sensitive medical products.
- · Customized solutions that adapt to each customer's needs.
- Commitment to sustainability, with the use of environmentally friendly refrigerants such as R-290.

Infrico Medcare is positioned as an essential partner for the medical, pharmaceutical and scientific sectors. Its focus on precision technology, sustainability and continuous innovation allows it to successfully meet the challenges of a constantly evolving global market. The company not only supplies refrigeration equipment but becomes a strategic partner for the preservation of health and safety worldwide."





PCF10 LABORATORY CHEST FREEZER

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STRENGTHENS ITS GLOBAL PRESENCE

The restructuring of Infrico Medcare's sales team marks the start of an ambitious medium-term project, with the aim of building a solid structure to position the brand on all continents. This initiative seeks to consolidate the company's international presence and respond to the growing demand for medical and pharmaceutical refrigeration solutions in key markets.

One of the highlights of this restructuring has been the incorporation of Siwar Ala in the Middle East region, a strategic addition that has enabled Infrico Medcare to increase its presence in the region. Thanks to his management, the company has managed to capture the attention of new strategic partners, willing to bet on the quality and innovation of its equipment. This growth is reflected in its participation in large-scale projects, especially in the hospital and pharmaceutical sectors.

Equally important has been the work of Mehmet Gökgül in the expansion of the brand in Turkey and Central Asia, where he has managed Infrico Medcare's entry into highpotential emerging markets such as Turkmenistan, Azerbaijan, Georgia, Uzbekistan, Kazakhstan and Pakistan. The presence in these countries not only means geographical expansion, but also participation in projects of international impact, such as UN initiatives and public tenders for hospital construction, where Infrico Medcare equipment has become a reference for quality and reliability.

The next objective is to strengthen the presence in the African market through the creation of a wider commercial network, as well as to consolidate and expand Infrico Medcare's position in the Latin American markets.



WE WERE AT THE MEDICA 2024 TRADE FAIR IN DÜSSELDORF: **INNOVATION AND EXCELLENCE** IN MEDICAL TECHNOLOGY

Infrico Medcare was presented at the Medica 2024 Fair in Düsseldorf, one of the world's leading events in medical technology, highlighting its commitment to innovation, quality and trust. This participation reaffirms its global commitment as a manufacturer of medical and pharmaceutical refrigeration equipment.

Under the slogan "Vanguard in medical technology", Infrico Medcare exhibited its most advanced solutions, designed to meet the demands of hospitals, laboratories and research centers. Ultra-low temperature equipment, Pharma Care solutions and the implementation of Artificial Intelligence (AI) and IoT technologies for remote monitoring were some of the big bets that caught the attention of the attendees.

This participation consolidates Infrico Medcare as a reference in the healthcare industry, reaffirming its mission to provide healthcare professionals with tools that optimize healthcare.







String INFRICO CONSOLIDATES ITS INTERNATIONAL PRESENCE BY PARTICIPATING IN THREE TRADE FAIRS **INMIDDLE EAST & ASIA**

In a year marked by the reaffirmation of innovation and sustainability as pillars of the future in the industry, Infrico continues to lead the way in the commercial refrigeration sector.

The company has once again demonstrated its commitment to international expansion by participating in three major international trade fairs: **FHA HORECA in Singapore**, **GulfHost in Dubai and Saudi Horeca.** These participations reflect the strategic commitment to global growth and the determination to bring innovative and sustainable solutions to more territories.

ASIA & MIDDLE EAST SPECIAL

HORECA



From October 22 to 25, 2024, Infrico was present at FHA HORECA Singapore, considered the most prominent trade show in the Asia-Pacific region. This event attracted thousands of professionals from key countries such as Japan, Korea, India and Australia.



Participation in FHA HORECA was a unique opportunity for Infrico to showcase its technological innovation in commercial refrigeration and connect with strategic customers and partners in the region. "The Asian market is of great interest to our international vision due to its dynamism and constant demand for innovative and sustainable solutions," explained Infrico's management.



SAUDI HORECA: A UNIQUE OPPORTUNITY TO CONNECT WITH INDUSTRY LEADERS

Infrico participated in Saudi Horeca, one of the most relevant international exhibitions of the sector in the Middle East. This event brought together industry professionals to discover the latest innovations and establish high-level connections.

At Saudi Horeca, Infrico not only exhibited its most innovative products, but also participated in strategic meetings that reinforced its position as a leader in refrigeration solutions in the region.

gulfhost

INNOVATION AT THE HEART OF TOURISM

Then, from November 5 to 7, Infrico went to Dubai to participate in GulfHost 2024, one of the most important events for the hotel and hospitality industry in the Middle East. Held at the iconic Dubai World Trade Centre, the show brought together key players in the market to explore the latest trends, innovations and technologies.

At this prestigious event, Infrico presented its most advanced solutions in refrigeration equipment, highlighting products designed to improve operational efficiency, ensure food safety and promote sustainability. These features are key in a market in constant growth, driven by the boom in tourism and investment in infrastructure in the region.

The show also allowed Infrico to strengthen ties with local partners and explore new business opportunities in the Middle East, a priority market within the global expansion plan.







ASIA & MIDDLE EAST SPECIAL



Dogan Bademkiran: Infrico Sales Representative for Turkey and Central Asia

Turkey is a producer of hospitality equipment, how is Infrico entering a market dominated by national brands?

DB: First of all, as you mentioned, Turkey is a country with many strong manufacturers in this sector. For this reason, competition is very difficult. The strategy of Turkish manufacturers is very simple, produce better guality than China and sell it cheaper than in Europe. This strategy and the country's location give it a huge price/performance advantage over neighboring countries. In addition, Turkish companies are protected by the government with high customs duties that apply to foreign companies. Considering all these facts, we are trying to achieve our sales by partnering with Turkish companies on their projects rather than competing aggressively in Turkey. We cooperate with them on projects when they need products that they do not manufacture.

Central Asian countries have different levels of economic development. What approach does Infrico take to address such diverse markets and in which countries are you finding the most traction? DB: We have prioritized countries in this region. It is a region with a lot of room for improvement, a region with a lot of potential. On the other hand, we must take into account that there are still huge differences in purchasing power between countries. Also, the habits of the people in this region are more price-oriented, so we are trying to break these habits in the market. To achieve this, we are more focused on establishing distribution channels to promote INFRICO. We attach great importance to the choice of our partners in a country, because we believe it is very important to have the same quality of understanding and mentality with our partners.

What future trends in refrigeration and hospitality equipment do you think will be most relevant in the Turkish and Central Asian markets?

DB: Currently, in most countries, projects that include our products are still considered an expense. People tend to spend as little as possible on their new hotel, restaurant and bar projects. My personal idea is that this trend will change in the future and projects will be seen as an investment. At this point, companies producing alternative solutions will become much more prominent in the coming years. Energy consumption and emissions will be the most important factors in tomorrow's world. Many countries have already started to take measures and offer incentives in this regard. Investing in environmentally friendly and energy-efficient technologies and reviewing their production will therefore play a key role. We should not look at this only in terms of Turkey and Central Asia. It is actually a very important issue on a global scale.



Sushil Hiranandani: Infrico sales representative for Middle East, India and Egypt

What are the main needs and demands of the refrigeration market in the Middle East region and how is Infrico adapting to meet them?

SH: The region is changing rapidly, especially the Middle East, to adapt new hospitality technologies to meet the high demand and adopt energy efficient, environmentally friendly and durable products. Infrico is modernizing very quickly to catch up and, in some cases, set the standards in the region. Our main advantage is low energy consumption, and, with the imminent addition of Inverter technology, we will once again set a benchmark.

India is a constantly growing market. What strategies is Infrico adopting to compete in such a dynamic market with so many emerging opportunities?

SH: India continues to be a growing market, which means that the country is learning to take advantage of and invest in new technologies. At the moment, government standards are insufficient to control guality in the hospitality field, due to lack of awareness and slow bureaucratic procedures. But things are changing rapidly in this area, as there is pressure from all the players involved: senior government officials, hotel operators and tourist boards, among others. Another challenge is to provide fast and cost-

this trend?

effective logistics, as the Red Sea crisis is having a negative impact, making it more expensive and extending lead times.

Infrico is working on several fronts to take advantage of every opportunity. First, we are making customers aware of Infrico's use of new technologies and its huge production facilities. Secondly, we plan to appoint 2-3 distributors with stock in India to solve this problem and finally, we use platforms such as demonstration kitchens, culinary schools and trade shows to showcase our products.

Sustainability is becoming more and more relevant globally. How is this aspect being perceived in these markets and how is Infrico responding to

SH: Sustainability is coming quickly to the region, especially in the Middle East, where governments are working guickly to adapt and create sustainability standards. One example is the city of Abu Dhabi, which by law offers incentives for sustainable or green facilities. As I mentioned earlier, we are already a leader in this area and Infrico can outperform any brand in this regard in the Middle East. The Indian subcontinent is a bit slower in implementing these changes, as they have a direct impact on the most important aspect of the project, the "BUDGET", but sooner or later, it will be in our favor, as we are raising as much awareness as we can about the impacts of Sustainability.

INTERNATIONALIZATION: THE COMPANY'S STRATEGIC COMMITMENT

Participation in these three international trade fairs underlines Infrico's commitment to internationalization as the core of its strategy.

"Our goal is to be present in the most dynamic and demanding markets in the world. The Middle East and Asia represent areas of great potential due to their economic growth and the demand for sustainable and technologically advanced solutions. We want to be an active part of this future", Infrico's management emphasizes.

Infrico's presence at these international events also reinforces its position as a benchmark in innovation and sustainability in the commercial refrigeration sector. In an environment where energy efficiency and reducing environmental impact are more relevant than ever, Infrico continues to develop solutions that meet the current and future needs of the global market.

With these participations, the company strengthens its network of international contacts and alliances and brings its vision of innovation and sustainability to markets of great interest. Thus, Infrico remains focused on driving its global growth and consolidating its position as a leader in the commercial refrigeration sector in key markets such as Asia and the Middle East.



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