

A BETTER PATTERN FOR YOUR BUSINESS

INCREASE YOUR MARKET SHARE AND BUILD CUSTOMER LOYALTY

Meeting customers' expectations while running a cost-effective and safe operation is key to your business. Our mission is to make propane use a safer, easier experience for everyone. Since 1996, we have been producing cylinders with a unique range of user friendly features while establishing an unrivalled safety record. Distributing propane with Viking Cylinders® will help you increase market share and build customer loyalty without compromising safety.

Increasing **customer loyalty** and building a **higher market share** drives profitability. Our cylinders have proven consumer satisfaction thanks to their user-friendly features. Offering a unique product means more customers and a growing and recurring revenue stream for your business.

Strengthen your brand with a range of cylinders that can be customized with your company color and logo.



Our cylinders are BLEVE-free, providing **enhanced safety** and peace of mind both for you and your customers.

Reducing your operational expenses (OPEX) without compromising on safety is always on your mind. Our lighter and rust-free cylinders enable you to reduce your logistics costs and to minimize your refurbishment costs. Your business will be more profitable.

IT'S SAFER

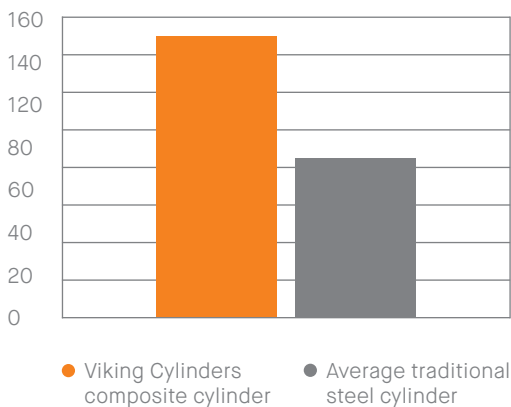
In our industry, safety is paramount. Viking Cylinders unmatched safety record is backed by over 9 million cylinders in use by families and businesses worldwide.

For 15 years, our cylinders have been performing in / withstanding diverse weather conditions ranging from - 40 degrees Celsius in arctic regions, to +65 degrees Celsius in tropical, coastal and desert regions.

Our cylinders withstand a burst pressure that is twice as high as their steel counterparts.

And, because they will not BLEVE, the risk of explosion in case of fire is eliminated.

Typical burst pressure (bar)



IT'S LIGHTER

Viking Cylinders lighter weight is one of its most user-friendly attributes, allowing both businesses and end-users an easy and ergonomic handling. Our cylinders are typically half the weight of their steel equivalents.

This means you will spend less money to haul more gas and realize a faster return on your investment. Our cylinders are also easier to lift and handle, for just about anyone. Which means less injury risk among your employees, as well as increased customer satisfaction.



IT DOESN'T RUST

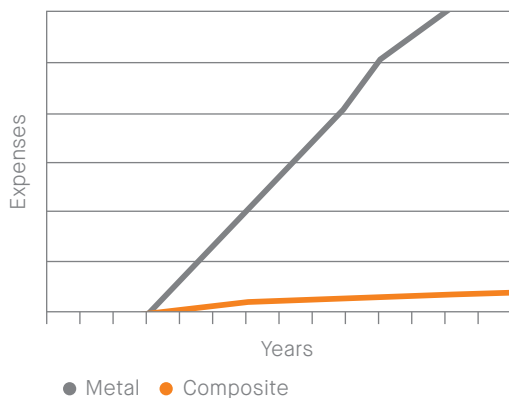
The cost of refurbishing steel cylinders and its environmental impact are often underestimated. Additionally, refurbishment does not eliminate the risk of rust returning.

Viking Cylinders do not rust or deteriorate, offering the following advantages:

- Your company will save money by eliminating the cost and time needed for shot-blasting, painting and baking.
- Your customers will appreciate that our cylinders don't deteriorate or rust, which means they don't leave stains on the deck, car, boat, or anywhere else they choose to place them.
- You will also help preserve the environment by eliminating toxic residues from the refurbishment process and saving energy.



Accumulated maintenance cost over time of Viking Cylinders cylinders vs steel



IT'S TRANSLUCENT

Your customers can easily see the gas level and know when it's time to refill, which means they will be less likely to run out of gas while the cylinder is in use.

Viking Cylinders translucent construction eliminates the need for inaccurate gauges. A simple quick visual check is enough to confirm the level of LPG. You can build customer trust and preference with this unique feature.



HEXAGON RAGASCO. TRUSTED BY CONSUMERS AND BUSINESSES WORLDWIDE

WITH MORE THAN 9 MILLION UNITS IN USE IN 70 COUNTRIES AND AN INDUSTRY-LEADING SAFETY RECORD, HEXAGON RAGASCO COMPOSITE CYLINDERS HAVE BECOME THE STANDARD FOR USER FRIENDLY LPG.

Our mission is to transform the use of portable gas into a safer, easier experience for today's consumers. Our lightweight, durable cylinders bring confidence in the use of LPG - leaving consumers free to focus on the things that matter most in their daily lives.

Our cylinders are in use worldwide across a wide range of domestic and lifestyle applications:

- Cooking
- BBQ
- Heating
- Marine
- Recreational vehicles

As well as industrial applications:

- Fork-lift trucks
- Lawn-mowing
- Construction

QUALITY-ASSURED MANUFACTURING

Hexagon Ragasco cylinders are produced at our state-of-the-art manufacturing plant in Norway. Our fully-automated production line is the only one of its kind in the world and is capable of producing up to 2 million cylinders every year. Quality is assured throughout with all steps in the value chain and all processes certified according to ISO 9001. During the manufacturing process, there are more than 35 points where production data on each cylinder is collected and stored for full traceability.



COOKING



BBQ



HEATING



MARINE



RECREATIONAL
VEHICLES



FORK-LIFT TRUCKS



LAWN-MOWING



CONSTRUCTION

INNOVATION IN EVERY CYLINDER

Hexagon Ragasco is the leading manufacture of seamless composite cylinders. The manufacturing process is as follows:

- First, an inner liner of polyethylene (HDPE) is blow-molded.
- Glass fibers and resin are then wound around the liner to create the pressure vessel.
- To provide even greater strength and bring an element of design to the cylinder, we add an outer layer in the form of a polyethylene (HDPE) casing. This distinctive casing, trademarked by Hexagon Ragasco, provides both protection and an ergonomic grip. It also allows customers to brand their cylinders.

The entire process is done in-house and fully automated – starting with the raw materials through to the completed cylinders on pallet ready for shipment, making Hexagon Ragasco the most efficiently-produced composite cylinders in the world.

MEETING THE STANDARDS

Hexagon Ragasco cylinders comply with a wide range of international standards and approvals.

The principal ones include:

- ISO 9001
- ISO 11119-3
- EN 12245
- EN 14427
- DOT- SP 12706
- TC-SU-5931

TESTIMONIALS

Since we introduced the composite LPG cylinders from Hexagon Ragasco in 1999, we have sold over 1.5 million units in Northern Europe, especially in Sweden, Norway and Finland. Hexagon Ragasco's modern propane cylinders helped us increase our market share and the growth we have experienced since the launch has surpassed our best estimates and expectations.

Morten Roness, Regional Product Manager, Europe North, AGA, Linde Group.

We were the first to introduce Hexagon Ragasco composite cylinders in Israel not only as a product that would increase our sales, but also would reinforce our position as market leader and innovator. Focusing on its lightweight and translucency, we named it "PICK-SEE". Within two months, and together with targeted marketing campaigns mainly for barbecue use, sales of cylinders increased dramatically and our market share grew. New customers are seeking the new revolutionary cylinder; it is a market game changer.

Michael Fradis, Vice Chairman, AMISRAGAS, Israel.

We introduced Kosangas Light (Hexagon Ragasco composite cylinders) into the Danish market in 2001. Since then a great number of customers have experienced the benefits of the composite gas cylinder branded under the tag line: Light, Clear and Safe. Kosangas Light has made life easier for our dealers, commercial and domestic customers – both for out-

doors and indoors use. The lightweight cylinder has had an enormous influence on the popularity of cylindered gas for home use and is today the first choice of gas cylinders; a success story.

Sanne Møller Nielsen, Nordic Marketing Manager, Kosan Gas a/s, Denmark, UGI Group.

Viking Cylinders, which is Hexagon Ragasco North American brand, are ideal for Hawaii's tropical climate. They are rust proof, lightweight and stackable, ideal for the space constraints that comes with island living. Viking Cylinders are of the highest quality construction and very safe. I am extremely proud that my company offers Viking Cylinders to customers in the cylinder exchange program.

Cheryl Lien-Fua, Cylinder Exchange Program Manager, HAWAII GAS, USA.

The 17 pounds Hexagon Ragasco composite cylinders were introduced to the Bermuda market in 2012. The cylinders are offered throughout our retail service station network on an exchange basis. Although more costly than steel the advantages make this the cylinder of choice. The harsh environment (salt air) in Bermuda reduces the life of a steel cylinder to 7 or 8 years. This is only achieved in conjunction with a costly maintenance program. No maintenance and high durability makes for a sound investment, thank you Hexagon Ragasco!

David Rose, Managing Director, RUBIS Energy Bermuda, RUBIS Group.



○ Hexagon Composites administration
and production sites

● Hexagon Composites sales
representatives

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Viking Cylinders is a registered
trademark of Hexagon Ragasco AS.



THIS IS HEXAGON RAGASCO

- The world's leading producer of composite LPG cylinders
- Over 9 million cylinders in use worldwide
- Approved and certified in over 70 countries
- The most advanced production facility in the world

IN PARTNERSHIP WITH THE LPG INDUSTRY

Hexagon Ragasco is an active partner in the world's leading industry organizations.



HEXAGON RAGASCO AS

Hexagon Ragasco is the world's leading producer of state-of-the-art composite LPG cylinders for lifestyle and business applications. Our production facility is located in Raufoss, Norway. Hexagon Ragasco is a subsidiary of Hexagon Composites ASA, a global market leader in lightweight composite cylinders for the storage and transportation of gas under pressure. With over 500 employees, Hexagon Composites ASA is a publicly listed company with its headquarters in Aalesund, Norway. In 2013 the Group had sales of NOK 1 280 million to customers world-wide. Visit us at www.hexagonragasco.com



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