

ML System signed a strategic partnership agreement with Guardian Glass

ML System, the technologically most advanced company in the building-integrated photovoltaic (BIPV) market, signed a strategic partnership agreement with Guardian Glass, a global leader in the manufacture of architectural glass. Within the framework of this cooperation, ML System's products will be offered in the counterparty's sales network across the world.

"This cooperation will lead to the creation of product symbiosis and the coordination of projects based on Guardian Glass' sales network and distribution channels and ML System's technological potential in the areas of BIPV, specialized coatings and integrated structural solutions," commented **Dawid Cycoń**, CEO of ML System.

"For ML System, this agreement opens up completely new opportunities, providing us with access to large architectural projects across the world, while Guardian Glass will benefit from supplementing its offering with innovative BIPV technologies in the advanced energy area," added **Mr. Cycoń**.

"Our experienced team can now take a more holistic approach to projects and can help architects, glass cladders and façade consultants find the best product solutions for energy-generating facades, in terms of their power requirements, integration, aesthetics and matched with the best performance coated solar control glass. The appearance of these reliable, high performance BIPV solutions can be tailored to best match the visual expectations of projects.", added **Guus Boekhoudt**, Vice President, General Manager Guardian Glass in Europe.

The drivers of cooperation between the two companies is, among other factors, the current regulatory environment and increasingly popular trends in the application of innovative building solutions and the use of advanced energy savings and generation. In January 2019, an EU Directive came into force to drive the large scale deployment of Nearly Zero Energy Buildings (NZEB). The objective of this directive is to considerably lower the energy consumption of buildings while using to a very significant extent renewable energy produced on-site or nearby.

"Glazed building facades may serve as an excellent source of energy generation in addition to, as is currently assumed, their sole role of an architectural element. We see favorable changes in the approach of investors, particularly in Scandinavia and other highly developed markets, where



the selection of innovative building solutions has become a natural approach”, emphasized **Dawid Cycoń**.

In the coming quarters, ML System will focus a large portion of its endeavors on the completion of the Quantum Glass project and the commencement of production, expansion into new foreign markets and further diversification of its sales channels. The objective for 2020, in addition to growth in sales, is to further improve profitability.

In 2020, the company intends to allocate approx. PLN 50 million to investment expenditures, predominantly those related to the Quantum Glass project, 2D Selective Glass and R&D efforts. The ultimate scale of expenditures will depend on the market situation.

ML System S.A. is a highly specialized technological company offering innovative building-integrated photovoltaics (BIPV) solutions. ML System’s products are an attractive alternative to traditional building materials. The company is the Polish market leader in its industry. Moreover, according to the report penned by Building Integrated Photovoltaic Skylights Market 2020-2027, it is one of the top BIPV producers across the world. The total area of the company’s production plant and research and development center is 14.4 thousand square meters. At the end of 2019 ML System had 183 employees. The company holds 12 patents, while five of its patent applications are pending.

Guardian Glass, a major business unit of Guardian Industries, is one of the world’s largest manufacturers of float, coated and fabricated glass products. At its 25 float plants around the globe, Guardian Glass produces high performance glass for use in exterior (both commercial and residential) and interior architectural applications, as well as transportation and technical products. Guardian glass can be found in homes, offices, cars and some of the world’s most iconic architectural landmarks. The Guardian Glass Science & Technology Center continuously works to create new glass products and solutions using the most advanced technology to help customers see what’s possible®. Visit guardianglass.com.