



**L'ISOLANTE K-FLEX**



COMPANY PROFILE  
PRODUCTION  
PRODUCTS



**Worldwide Leader**  
in the production  
of **Elastomeric Insulation**  
for **Energy Saving**

Milan, 19 October 2011

MBA's and Family Business: Is There a Fit?

Marta Spinelli, HR Director, L'ISOLANTE K-FLEX



**L'ISOLANTE K-FLEX**



## IK Insulation Group

IS THE WORLD'S LEADING MANUFACTURER OF THE FLEXIBLE ELASTOMERIC FOAM AND  
ACOUSTIC INSULATION PRODUCTS

Founded in 1989  
Over a 1500 employees worldwide  
Sales offices in 43 countries  
12 production plants of insulation material





# L'ISOLANTE K-FLEX



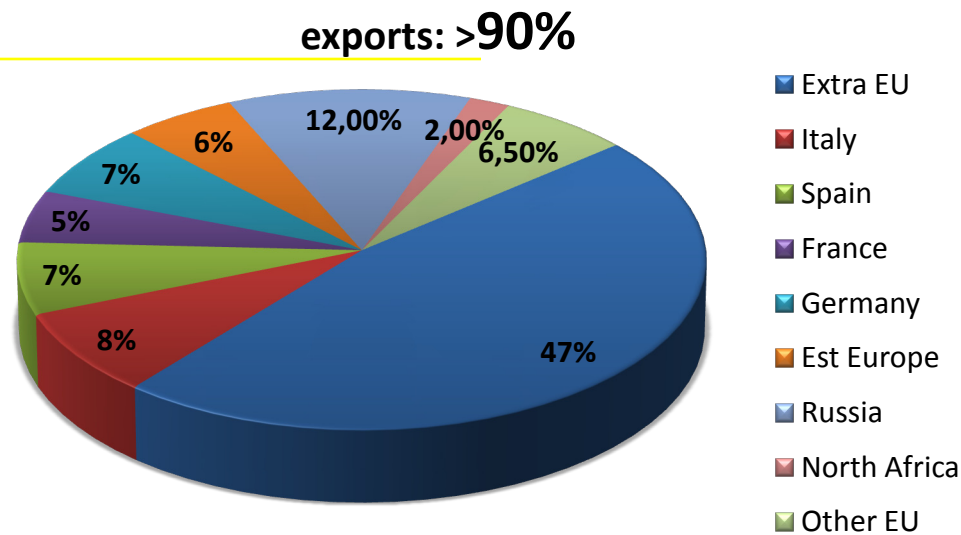
## Company Profile



IK GROUP 2010 TOTAL TURNOVER:

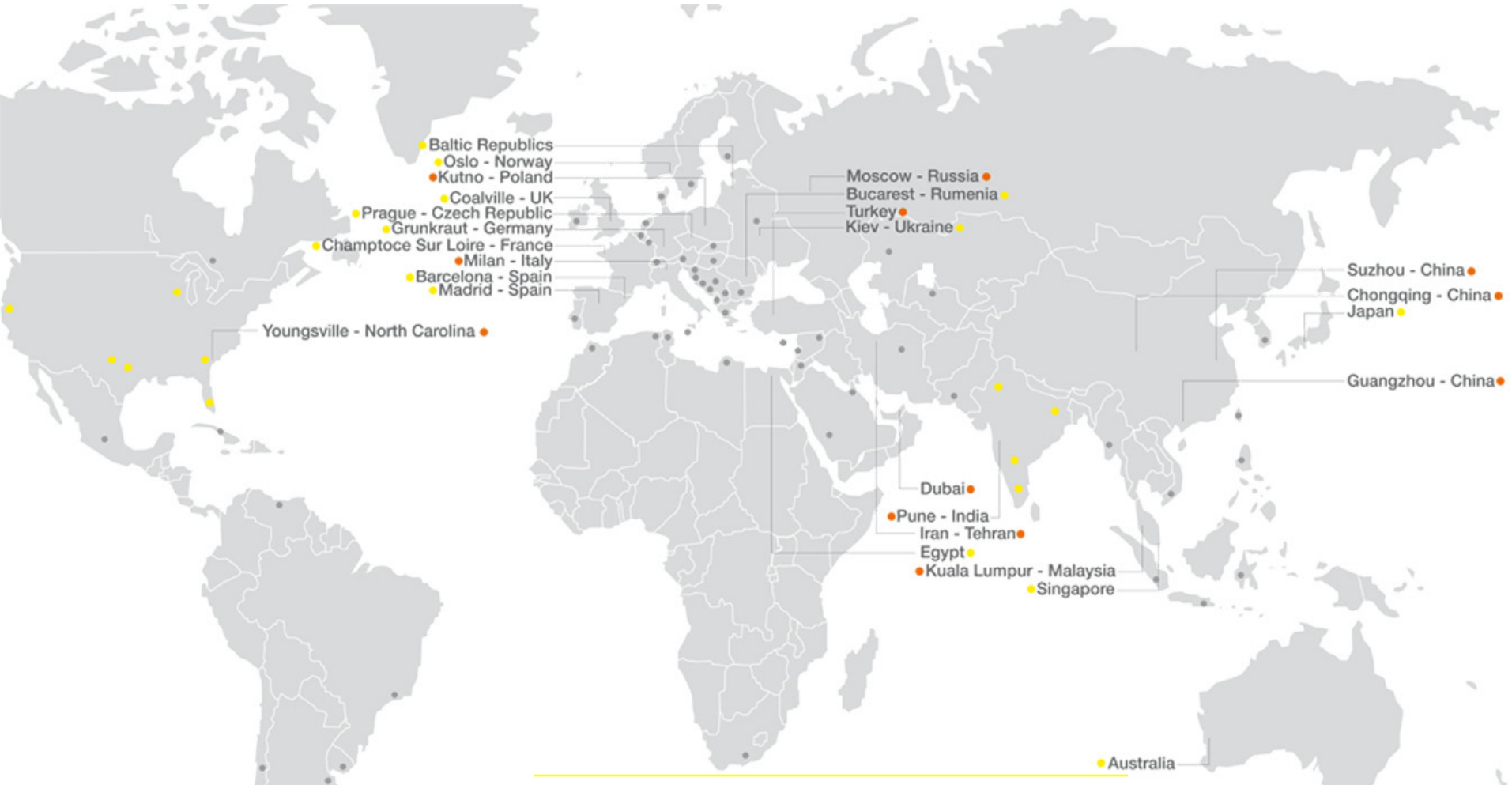
€ 250 MILLION

### K-FLEX World Wide Sales





## Global Markets



● Production Site    ● Sales Office    ● Distribution Area



## Business Area & Application



### Heating, Air conditioning and Plumbing

- Insulation of air conditioning and climate control facilities.
- Thermal insulation for plumbing and heating.



### Refrigeration

- Civil and Industrial Cooling facilities;
- Refrigerators;
- Process plants and facilities;
- Cryogenic Plants.



### Transport and Shipbuilding

- Air conditioning;
- Refrigeration;
- Fluid Distribution;
- Air facilities.



### Oil & Gas - Industrial

- LPG and LNG (Liquid Natural Gas) Carrier terminals and re-gasification plants;
- FSRU (Floating, Storage and Re-gasification Unit) and GTL (Gas to Liquid);
- Platforms;
- FPSO (Floating Production, Storage and Offshore Loading);
- Petrochemical and Ethylene Plants

- **Solar Thermal & High Temperatures**
- High temperature required resistance;
  - Solar thermal Panels;



- **Acoustic**
- Sound Insulation, Sound Absorption and Damping;
  - Civil and Industrial Applications
  - Civil and Industrial machinery;
- Construction Industry Applications;
- Construction machinery and transport;
  - Ship and yacht building industry.



- **Fire Stopping**
- Thermal insulation and fire stopping factor restore;
- Divider, Massive Walls, Ceilings.



- **Beverage**
- Automatic beverage dispensing systems





# L'ISOLANTE K-FLEX



## K-FLEX Projects

### ENERGY & SHIPBUILDING

- Central Azeri Platform, Bp, **Azerbaijan**
- Fpso P43/P50 Barracuda Field, Petrobras, **Brazil**
- Tpg 500, Bp, **Azerbaijan**
- D-6 Platform, Lukoil, **Russia**
- Scarabeo 5 - Drilling Semisub Vessel, Statoil - Saipem, **Norway**
- Marevo Vasilevskii (Two Oil Tankers), Novoship, **Russia**
- T-47 Drilling Rig, Agip Kco, **Kazakhstan**
- Yastreb Drilling Rig, Exxonmobil, **Russia**
- Visotskii Rpk Oil Terminal, Lukoil, **Russia**
- Oxygen Plant Facility, Farj Petrochemicals, **Iran**
- Nitrogen Plant Facility, Nioc, **Iran**
- Fpso P54, Petrobras, **Brazil**
- Moliqpak Platform, Shell, **Russia**
- Sangachal Gas Plant, Bp, **Azerbaijan**
- Kashagan - Camp Facilities, Agip Kco, **Kazakhstan**
- Mega Olefin Plant, Nioc, **Iran**
- Urea & Ammonia Plant Phase I, Pidec/nioc, **Iran**
- Fpso Sable, Exxonmobil, **Canada**
- Sakhalin II, Sakhalin Energy Investment Co., **Russia**
- Fpso Terra Nova, Transcanada, **Canada**
- Thebaud Platform, Exxonmobil, **Canada**
- Prirazlomnaya Platform, **Russia**
- Urea & Ammonia Plant Phase II, Pidec/nioc, **Iran**
- Statfjord A Platform, Statoil, **Norway**
- Qarn Alam, Saipem Sa, **Oman**
- Fpso Golfinho, Petrobras, **Brazil**
- Ogva 7500 Semi Rig, Sea Drill, **Norway**
- Kashagan - Offshore Barges, Agip Kco, **Kazakhstan**
- Lng Q-max (Boil-off Gas Reliquefaction Ecorel), Exxonmobil, **Korea**
- Lng Loading Facilities Test At Montoire Bretagne Gaz De France, **France**



# L'ISOLANTE K-FLEX



## K-FLEX Projects

Civil & Industrial Projects:

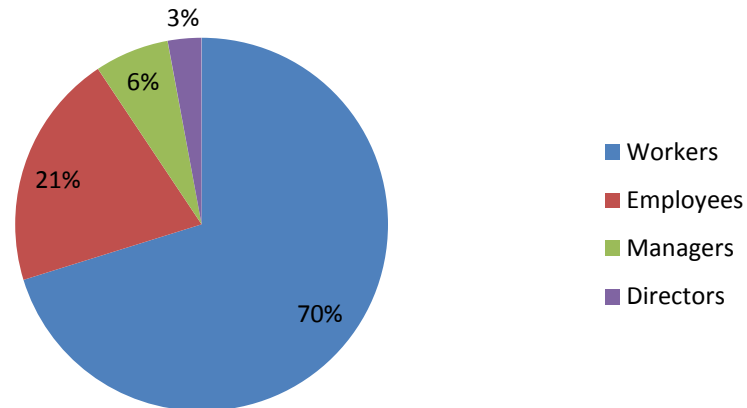
- New Polo Exhibition Of Milan
- Monza Racing Track
- Pirelli - Milan
- Il Sole 24 Ore, Milan
- Lingotto FIAT - Turin
- Volkswagen - Wolfsburg
- Disneyland - Paris
- La Fenice Theatre - Venice
- Emirates Tower - Dubai
- Clean Room - Philippines
- Polytechnic - Singapore
- ChI Klinik - Luxemburg
- New Hospital - Lubiana
- Kanada Haus - Berlin
- AGFA - Leverkusen
- Daimler Chrysler - Rastadt
- " La SCALA " Theatre - Milan
- New Malta Hospital - Malta
- Acquarium Of Genoa



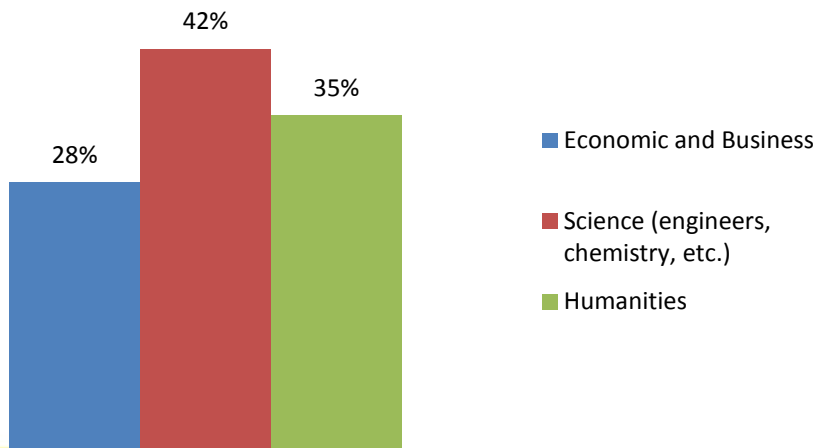
## K-FLEX Headquarter Personnel: 342

### K-FLEX Headquarter Personnel

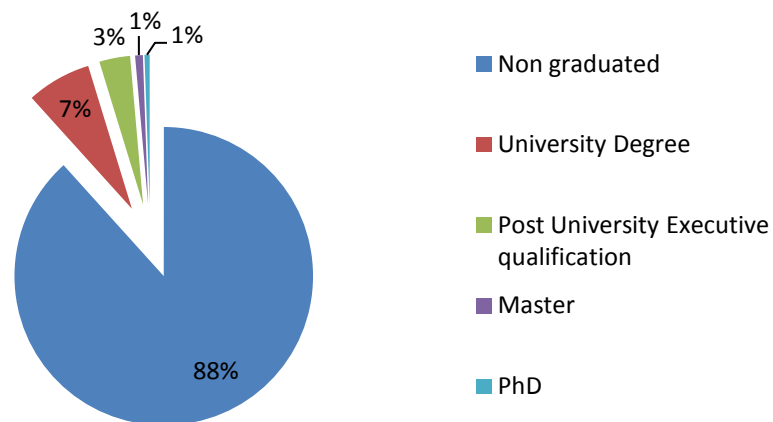
Workers	240
Employees	70
Managers	22
Directors	10
<b>Total</b>	<b>342</b>



## HR areas of Education



## Personnel Education







# L'ISOLANTE K-FLEX



## IK Insulation Group

### What K-FLEX is looking for:

- Business is becoming much more shortterm in response to fast-changing markets and technologies.
- K-FLEX *wants to introduce a more international management culture*
- MBA's people should introduce in our company the best practice and the University research frontier.

### Why K-FLEX is attractive for MBA's?

- A Global and International Company
- *Countercyclical Business (thermal insulation and the Renewable Energy)*
- *From the traditional hierarchical organization to a more structured model (By elevating the level of managers responsibility)*





**L'ISOLANTE K-FLEX**



[www.kflex.com](http://www.kflex.com)

[www.kflexsystem.com](http://www.kflexsystem.com)