

Press release

business development

Royal Ten Cate signs Memorandum of Cooperation with Chinamex to develop Chinese protective fabrics market

Royal Ten Cate (TenCate) has signed a Memorandum of Cooperation with Beijing Chinamex International Investment Co. Ltd. (Chinamex) in Beijing, China, to develop the Chinese market for protective fabrics. The partners have the objective to market flame-retardant (FR) fabrics for defence applications, police and emergency response. As in many other emerging markets for high performance materials, here too the demand for personal safety and protection in work situations and hazardous environments is growing. In order to increase personal safety, it is important to work closely together with local authorities and corporations and to assist in establishing specifications for dealing with various kinds of threats.

As the world's leading supplier of protective fabrics, TenCate is very pleased to have the support of Chinamex in this important market. On the basis of its proven FR product portfolio – such as TenCate Defender™ M and TenCate Tecasafe® Plus – TenCate has developed a dedicated product for the Chinese market under the name TenCate Fire Dragon™.

Global approach Chinamex

Chinamex was officially established in 2000 with the support of vice Premier Wu Yi and relevant government organizations. Chinamex aims to establish economic and trade cooperation between Chinese and overseas areas. It links up Chinese and foreign companies in order to stimulate economic relationships and establish global market positions.

In recent years Chinamex has earned due recognition and now enjoys widespread trust among Chinese and foreign governments and companies for its reliable commercial credit and impressive achievements. As a result it has gradually forged a solid business structure and raised brand awareness across the globe. The Beijing-based Chinamex has a presence in the Middle East (Sharjah, United Arab Emirates), North America (Atlanta, USA), Europe (Amsterdam, the Netherlands), South America (Mexico City, Mexico) and South East Asia (Bangkok, Thailand).

Cooperation with TenCate

TenCate, with Wall Street Uniforms International Ltd. (Wall Street) in Hong Kong as its trading partner, will establish a strong tripartite task force. TenCate and Wall Street will support Chinamex and its designated partners and local companies in the development of the Chinese market for advanced protective fabrics. It has been

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agreed that TenCate will support marketing efforts and provide the expertise necessary to build up the market. With 35 years of experience in the market, serving a wide variety of disciplinary staff of the Government and security companies in the Hong Kong Special Administrative Region, Wall Street will be able to help extend the interests of TenCate and Chinamex.

At the signing ceremony, Mr. Hao Feng, president of Chinamex, expressed his support for fruitful cooperation between the two companies in order to increase levels of safety and security for people working in hazardous environments and to raise awareness of the technological potential of advanced materials. Mr. Loek de Vries, president and CEO of Royal Ten Cate, believes that cooperation with regional authorities, companies and end-users is essential for the marketing approach of TenCate.

Royal Ten Cate
Almelo, the Netherlands, Tuesday 13 September 2011

For further information:

Digital visual material is available on request on: media@tencate.com

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Royal Ten Cate (TenCate) is a multinational company which combines textile technology with related chemical processes and material technology in the development and production of functional materials with distinctive characteristics. TenCate products are sold worldwide.

Systems and materials from TenCate come under four areas of application: safety & protection, space & aerospace, infrastructure & the environment, and sport & recreation. TenCate occupies leading positions in protective fabrics, composites for space and aerospace, antiballistics, geosynthetics and synthetic turf. TenCate is listed on the NYSE Euronext (AMX).

Chinamex, the China Middle East Investment and Trade Promotion Center, has since 2000 been an important aspect of promoting the implementation of the "Going Global" strategy for Chinese companies. Chinamex promotes Chinese products in endeavouring to create an "international brand" by promoting the diversification of Chinese export markets as an important overseas window. Additionally, Chinamex has created China's largest overseas trade platform. It provides high-level services for Chinese and foreign companies in the specialized

areas of international exhibitions, commodities trade, Chinese company and city internationalization, investment, and reciprocal trade. Thousands of Chinese companies have used Chinamex as their road to international markets. At the same time, Chinamex is engaged in direct investment in iron ore, oil and petrochemicals, and other international business domains. Further information can be found on: www.chinamex.com.cn