

The Rockwool Group

- The world's leading manufacturer of stone wool
- Turnover DKK 13,700 million
- Equity capital DKK 7,964 million
- 8,000 employees
- 21 factories in 14 countries



Rockwool factories

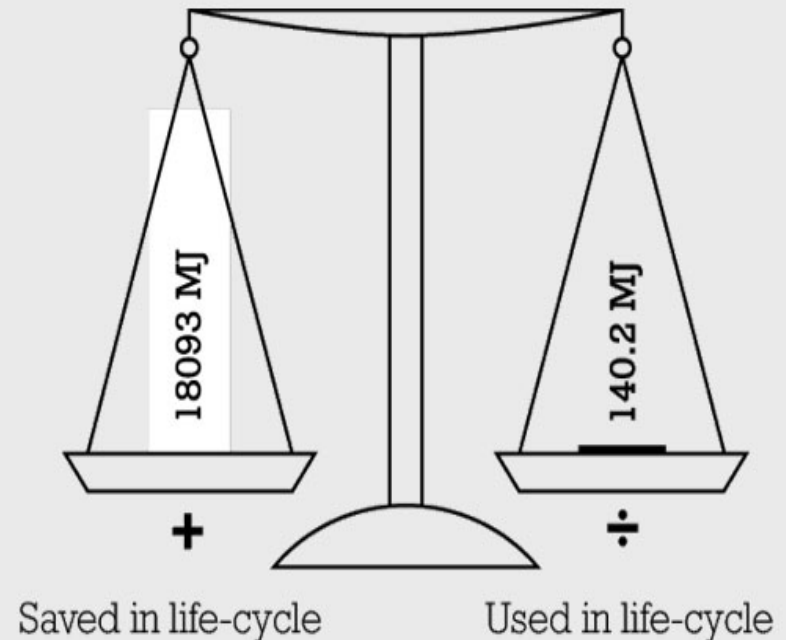


Rockwool is strong promoter of Energy Efficiency activities.

Rockwool insulation products save energy.

The energy pay-back is more than a 100-fold.

Further reducing energy used in the life-cycle of our products is a key attention point.



Source: FORCE TECHNOLOGY/dk-TEKNIK, 2003

EMS is energy efficiency in transport (a logic step in energy saving)

1. Modular concept increases efficiency of transport in general and road transport in particular.
2. Gives high flexibility to adapt the vehicles to different situations, offers possibility to use long combinations when possible and shorter combinations when necessary.
3. Based on existing equipment (vehicles and load units), easy to implement, very easy to rearrange to shorter combinations and adapt to local conditions.

It means making a better use of what we already have.

Rockwool NL distribution

- High volume, low weight and value density
- +/- 35.000 FTL/year
- Distribution area +/- 350 km.
- Average distance 190 km.
- Typical destinations are distributors and 'building' sites.



EMS in Rockwool NL

- Pilot project in co-operation with 1 haulier
- 2 different methods – direct deliveries and via LUP (load uncoupling point)
- Target 2009 (to be trippled in 2010)
 - min 600 trips
 - CO2 reduction of 50.000.kg
- Project received “Lean and Green Award”



First results EMS Project

Realisation 2009

- 2.823 EMS Trips (total **NL** Trips = 21.000)
- +/- 190.000 kg CO2 reduction

New target for 2010 (only **NL**)

- 5.000 EMS Trips (+/- 25 % of NL Trips)
- +/- 335.000 kg CO2 reduction

Summary

- For hauliers: decrease of trips, but increase of profit.
- For RW: efficiency gain/lower costs per m³.
- For Environment: lower CO₂ emissions.

- A typical win/win/win situation.