

TECHNONICOL business directions showed a significant growth

The Russian market of building materials is increasingly included in global economic processes. A stone wool deficit in European markets allowed TECHNOMICOL to increase export deliveries.

The TECHNOMICOL Industrial Company, headed by Sergey Kolesnikov, summed up the results for the first half of 2018 year. The company produces a wide range of building materials, including hydro and thermal insulation, roofing materials, PU foams, additives in concrete, materials for road construction and much more. TECHNOMICOL products are exported to 95 countries of the world. The production sites are located in seven countries. The scale of the company's activities allows to analyze international trends.

Russian construction market was characterized by contradictory trends in the first half of 2018 year. On the one hand, industrial and civil construction, including commercial facilities, housing and communal services were quite stable. At the same time, activity of private consumers decreased significantly, and therefore negatively affected sales in DIY-networks, markets, small stores.

Fantastic growth rates have been shown in a new direction developed by TECHNOMICOL. In 2016 the company launched the first production of PU foams in Ryazan. During the first half of 2018, the direction of PU foams production has shown a 5 times growth.

Sales of TECHNOMICOL stone wool have grown, which is primarily due to a deficit in European markets. "In Europe the consumption of basalt insulation has increased dramatically. This was influenced by the growth in construction, the "Directive 2020" program, according to which a transition to passive houses is planned. We actively supplied stone wool from both our European and Russian enterprises. This situation is unlikely to last long, but it helps us to feel more confident despite of volatility on the Russian market," - said Sergey Kolesnikov, co-owner of TECHNOMICOL.

By the way, directions of heat insulation have been developed unevenly. For example, the Russian market of extruded polystyrene (XPS) in the first half of the year has not grown. Moreover, the prolonged winter led to a decrease in demand in March-April, which in turn exacerbated the competition between producers.

The company has actively developed export sales of a wide range of products. In particular, the volume of supplies of PVC membranes in the CIS increased by 300%. The fastest growing regions are Azerbaijan and Kyrgyzstan. Also, the first contracts were signed in Uzbekistan.

The TECHNOMICOL presence is gradually increasing in the markets of Southeast Asia. The company supplies products to Thailand, the Philippines, Malaysia. The company's specialists conduct a lot of seminars for contractors in the region. A contract was signed for the supply of innovative heat insulation PIR for the construction of a large shopping center in India.