



FLANDERS CLEANTECH INTERNATIONALISATION AWARDS



POROMETER

INTERNATIONAL SUSTAINABLE IMPACT : POROMETER offers materials characterisation equipment for a broad spectrum of mostly cleantech applications. POROMETER serves customers worldwide and exports 95% of its production.

One of its key markets is membrane technology which often replaces traditional chemical engineering processes due to its higher efficiency and the significant reduction in energy and operating costs. Membranes are used in multiple cleantech applications such as desalination, fuel cells, CO2 sequestration and biogas purification. Another main market is the automotive filters industry. In both cases, POROMETER's instruments are used in the characterisation of the pore size distribution, which is key in R&D to help increasing membrane/ filter efficiency, and, ultimately aim at producing cleaner cars.

The company's POROLUX porometers have minimum-impact on the environment (very low running costs and waste generation) and can be an alternative to mercury intrusion porosimetry, which is banned in many countries due to mercury toxicity.

ABILITY TO EXECUTE IN FUTURE – ENABLERS & INHIBITORS : There's a strong growth in POROMETER's key markets. POROMETER's reputation often gives a good introduction to new customers.

There is a drive to measure smaller pores and the company has developments going on to introduce new instruments that will allow characterizing pores in the nanometer range.

POROMETER is also building a presence in countries with strong government sponsored research on membranes and membrane applications (universities and national research groups in eg Singapore, Australia, South-Africa). Furthermore, the company is making plans to have its own sales office in the US market.

Possible inhibitors are economic recessions, trade restrictions in certain countries.

INTERNATIONAL MARKET TRACTION

Turnover – in EURO

Total turnover (EURO) in 2013	650.000
Total turnover (EURO) in 2014	900.000
Total turnover (EURO) in 2015	1.250.000

Geographical market(s) – in %

- Belgium	5%
- Europe EU – neighbouring countries (GE, FR, LU, NL, UK)	25%
- Europe EU – other	10%
- Europe non-EU	5%
- Africa	5%
- Asia	25%
- Middle East	5%
- Oceania	5%
- The Americas	15%

CONTACT

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More information: <http://www.porometer.com/>