

#### 2024 Marketing program

ARMALITH® marketing program emphasizes and promotes the high performance fabric ingredient within your garment to create product recognition and differentiation. It highlights the unique attributes and performances to influence consumer perception and purchasing decisions. By leveraging the ingredient's reputation, it enhances the perceived value and credibility of the final product, ultimately driving consumer preference and loyalty.



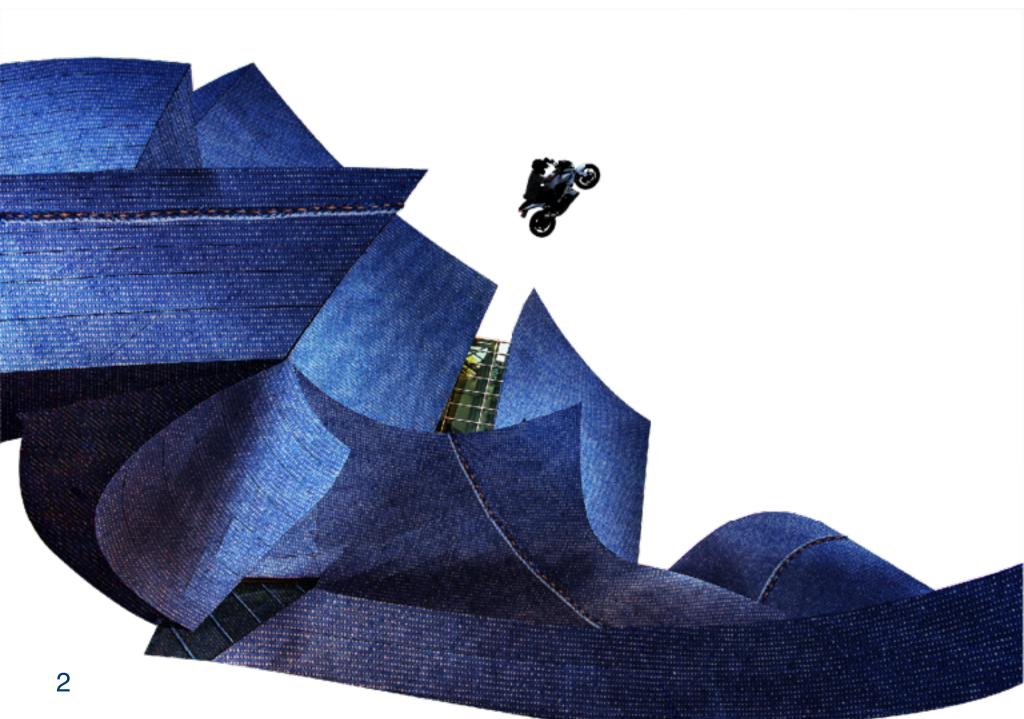


#### FTA

The FTA (free trademark agreement) is a prerequisite to benefit from the Armalith marketing program.

It defines the framework in which the Armalith brand must always be used in connection with the product made of ARMALITH.







#### Hang Tag

The Hang tag is the central element of the MK Armalith program, it informs about the level of performance achieved by the product, this information is scientifically substantiated. Particular care has been taken to make the information interesting and usable by the buyer, so as to complete and enhance the information of the CE 17092 standard.

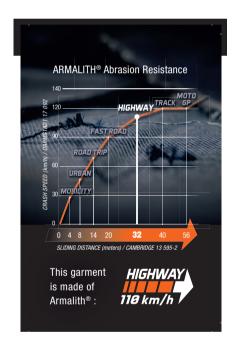


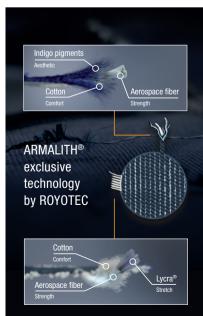
The jumper sheet is common to all levels of performance of the Armalith, it is qualitative and presents the logo as well as the general description in English, French, German and Italian. A flash code makes it possible to directly obtain the dynamic information on the official site in order to convince of the superiority of the product.

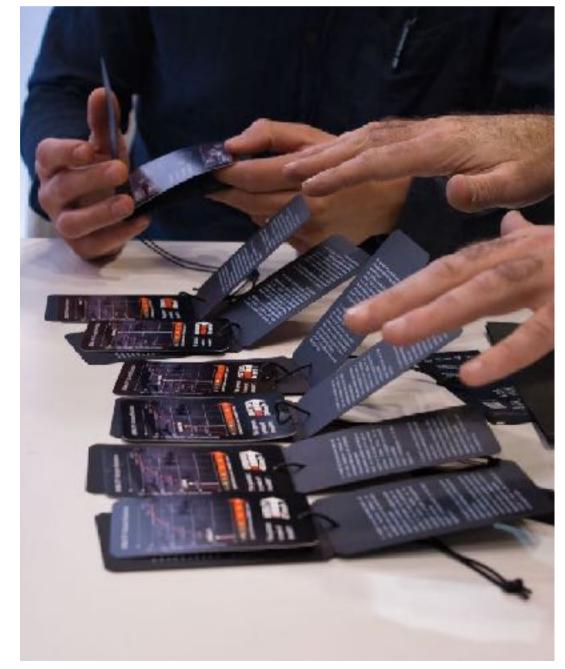


#### Hang Tag / central sheet

The central sheet shows information of formidable efficiency on the front. You can find out the protective distance of the garment or the maximum fall speed for which the garment is designed. On the back it is possible to understand how such performances are made possible by the exclusive ARMALITH® technology.









#### Care label

The care label must be sewn inside the garment in a permanent way. It gives reassuring information on the exceptional performance of the ARMALITH garment, it indicates the washing instructions and a disclaimer dissuades you from ironing the garment.



FR : ARMALITHE : Tissu concu pour protéger votre peau des risques d'abrasion sur revêtement routier. Filature et tissage réalisés par ROYOTEC, une division de ROYO TEXTILE, en Union Européenne. Brevet international EU FR2860957



www.armalith.com

UK : ARMALITH® : Fabric designed

to protect your skin from road surfaces abrasions. Spinning and weaving issued by ROYOTEC, a ROYO TEXTILE brand, in European union. International patent EU FR2860957

ARMALITH \* THE WORLD'S STRONGEST DENIM

I Les performances de l'ARMALITH® peuvent être altérées par une chaleur excessive. Facile d'entretien, votre vêtement en ARMALITH® ne nécessite aucun repassage.

WARNING! High performances of ARMALITH® might be affected by excessive heat. Easy care, your ARMALITH® garment doesn't need any ironing

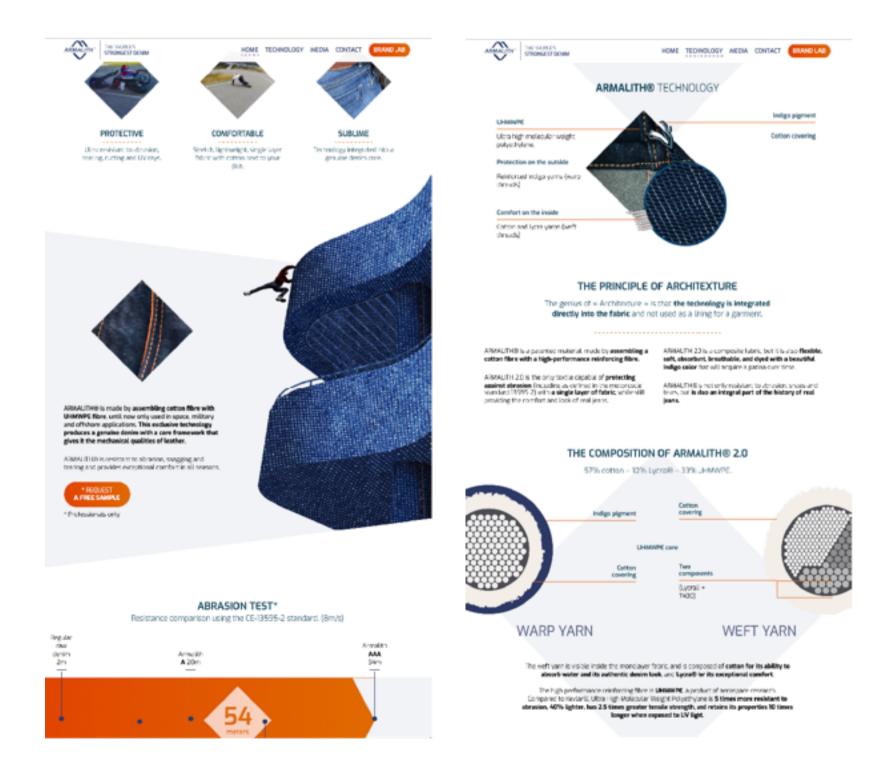






#### Website

The official armalith website is an interactive and up-to-date source of information that is very useful for both brands and consumers. In particular, you will find technical explanations and comparisons as well as the BRAND LAB with outgoing links to partner brands.





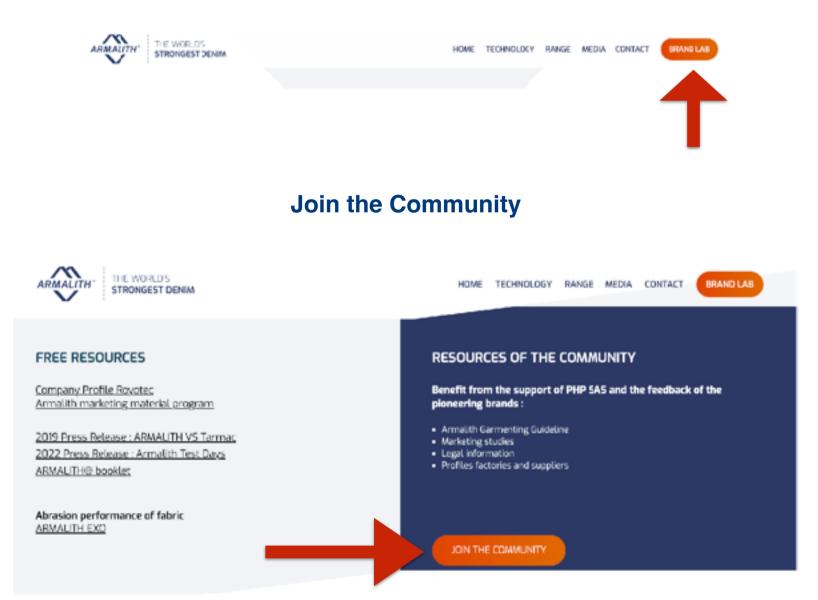
## ORDERING MK MATERIAL

Once you have ordered Armalith fabric to the official licensee weaver, you get and official order confirmation.

#### **Obtain your private access to the Brand Lab**

Send an email to Charlotte, our MK manager : <u>info@armalith.com</u> and ask for your personal access.

#### Get in to the Brand Lab !





### ORDERING MK MATERIAL

#### CONNECT TO THE BRAND LAB

C-mail.address	
Password	
Sign in	Join now
Forgot your	password?

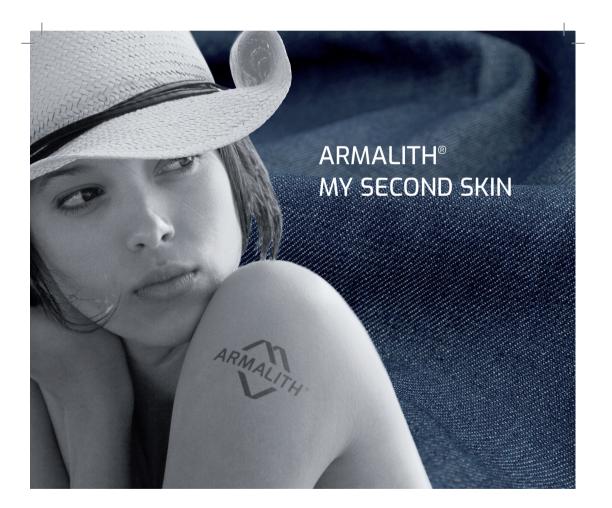
Once you are logged in you have access to all the Brand Lab ressources , then you can place your MK material order ! Once it is done our team come back to you to arrange all details.

FREE RESOURCES	RESOURCES OF THE COMMUNITY
Company Profile Royotec Armalith marketing material program	Benefit from the support of PHP SAS and the feedback of the pioneering brands :
2019 Press Release : ARMALITH V5 Tarmac 2022 Press Release : Armalith Test Days ARMALITH® booklet	Production : 2024 PriceList 2024 DATA SPEC
Abrasion performance of fabric ARMALITH EXO	2024 Mentor Company Profile 2023 PriceList Armalith Garmenting Guideline
	Armalith Quality Guideline The Ten Sustainability Commandments Marketing :
	Media Resources The strongest jeans in the world / Bailiff's report 2022 The strongest jeans in the world / Bailiff's report 2006 Free Trademark Agreement
	ARMALITH Range_OR_Code Order Marketing Material : Order MK material after an armalith fabric order



#### Advertising

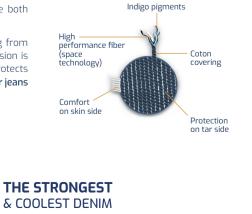
ARMALITH communicates regularly in the motorcycle press, we can provide or adapt visuals if you wish to communicate in your language or on local communication media



Never before has a denim managed to combine both comfort and protection as well as Armalith® has!

Thanks to the incorporation of a fiber originating from space technology, its extreme resistance to abrasion is unprecedented. Being soft and comfortable it protects your precious skin. For all motorcycle jeans ask for jeans made out of Armalith®!

C f m armalith.com Armalith®, only by Royotec





#### **Digital marketing**

Armalith is present on most social networks, do not hesitate to share and mention #armalith, you can also pick up some videos of unique performances in the world in our website or youtube





#### **Press relations**

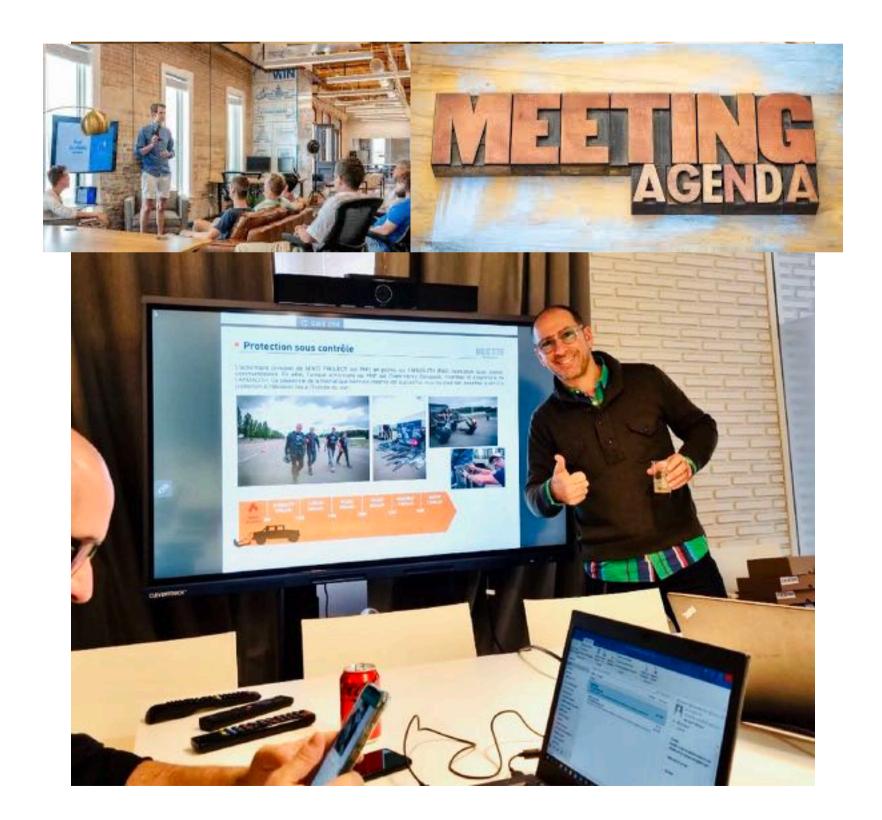
Do not hesitate to write a press release about your armalith product, our professional PR manager will distribute it to our professional press network





#### Sales meeting

flying to your home and taking part in your sales meeting in order to bring a focus on the product by the inventor of ARMALITH, it's possible!





#### Event

Showing that armalith jeans are out of the ordinary and making them a legend, that's what we love...





## Conclusion

The comprehensive ARMALITH marketing program provides a range of essential tools that enhance consumer differentiation and understanding of added value. The ARMALITH Hang Tag provides clear and easily understandable information, facilitating user engagement with the product. The "TEARME" sample allows customers to physically test and see the exceptional resistance of ARMALITH. The press kit intended for professionals and journalists offers solid and in-depth arguments, reinforcing the credibility of the product. Ready-to-use advertising visuals and a strong presence on social networks amplify the visibility of the ARMALITH brand with the target audience. The inventor's participation in sales seminars or spectacular events that showcase the exceptional performance of the ARMALITH has built awareness over the years. This comprehensive marketing program offers an integrated approach that informs, engages and inspires apparel brands to adopt ARMALITH, ensuring a decisive competitive advantage on the market.

