

March 2026

Fogmaker News

Technical and market-related information for our partners



**New Cooperation with
MAN Truck & Bus**

Page 4

FOGMAKER
INTERNATIONAL AB

Contents

Editorial page - Lars Alrutz 3

New Cooperation with MAN Truck & Bus 4

New Certificate for United Arab Emirates..... 6

Fogmaker at Breakbulk Middle East..... 7

Important Notes and Product News 8

Upcoming PFAS Legislation..... 11

Fireproof Ambitions 12

Fogmaker at Bangalore International Airport 14

Fogmaker at Mining Indaba 15

On the Road in Southeast Asia and China 16

New Faces at Fogmaker..... 18

Easter and Summer Hours 20



Lars Alrutz, CEO
Fogmaker International AB.

A word from the CEO

I am very happy to announce our new co-operation with MAN, which most of you probably know of already. This means we strengthen our already strong position within the bus market in Europe. It will create business opportunities for you as partners in the aftermarket and it will make it easier for the large fleet managers to keep their systems up to date and well maintained, either by them getting trained or by all of you out there.

We are also finally certified for the UAE standard for buses. A great deal of work and time from the Product and R&D department has been invested in this, and we hope it will open up new opportunities in the region.

As always, we welcome some new people to Fogmaker even though we haven't actually expanded the staff much the last year. We are always trying

to refine the way of working and we become a bit more efficient every year, making it possible to assist with higher volumes without adding too much cost. As there are many new regulations for the environmental work, Cecilia Rosholm will handle that for us. There are many demands coming from the EU such as CSRD, CBAM and EU-taxonomy. All those will help us fulfill the coming demands on reduction in Co2e.

I am really looking forward to meeting all of you at the Partner days, to re-connect and discuss around the Fire Suppression business in general as well as Fogmaker in particular.

/Lasse

New Cooperation with MAN Truck & Bus

Fogmaker International AB welcomes MAN as a new bus customer – a partnership we have worked hard to achieve.

We at Fogmaker are incredibly proud and excited to announce that MAN is now officially one of our bus customers. This is more than just another deal – it is the result of several years of hard work, determination, and outstanding teamwork across the organization

We have been working on this opportunity for several years, and about a year ago the RFQ was released, kicking off the final and decisive phase. Since then, many people within Fogmaker have invested countless hours to make this happen.



A very special Thank You goes to our System Design team, as well as the additional resources brought in, who have been absolutely critical in getting us across the finish line. Without your dedication, we would not be here today.

Having MAN choose Fogmaker is a strong sign of trust. MAN produces around 5,500 buses per year, and becoming part of their safety platform is a powerful confirmation of our technology, our quality, and the long-term work behind it.

This collaboration also unlocks significant opportunities going forward. With customers such as Daimler, Iveco, BYD, Temsa – and now MAN – Fogmaker now covers a large share of the major bus manufacturers globally. This puts us in a strong position to take the next step: To reach more bus operators and encourage them to choose Fogmaker in their procurement processes, particularly among those who do not yet have us as their preferred supplier.

This is something we will need to accomplish together — with technology, service, support, training, and strong presence at every touchpoint.

The partnership with MAN will also open the door to significantly more service opportunities for our partners, strengthening our entire network and driving long-term value far beyond this individual deal.

“This has truly been a team effort. We look forward to building a strong and long-term partnership with MAN and continuing to develop safety solutions together. For us, MAN has for a long time been something of a ‘holy grail’ – a customer we have aimed for and dreamed of working with, but never

quite reached. Until now. That makes this achievement even more meaningful. It also reminds us that with hard work, strong quality, and reliable service, no customer is unreachable — it just takes time, persistence, and teamwork” says Johan Stark, Key Account Manager at Fogmaker.

This is a major milestone for Fogmaker, and a clear step forward in our growth within the bus segment. We are proud, motivated, and ready to deliver world-class Fogmaker quality.



New Certificate for United Arab Emirates

Fogmaker is happy to inform that we now have a new certificate for UAE.

The certificate, UAE.S 5041, is a new requirement and a demand for buses in UAE. The regulation partly shares the same fire testing as UNECE R107, but also incorporates more extensive testing like vibration and thermal testing.

Only Fogmaker components that are specifically mentioned in the certificate can be used, and must be installed in accordance with the UAE.S 5041 specific installation manual.

Collaboration with the bus OEM's is needed, since there is also requirement for fuel shut off and hazard warning lights activation.

If you or your customer plans to do business with the UAE bus market, please contact Fogmaker early on in the process to ensure that the system supplied is approved. All Fogmaker systems need to be shipped with a label that is supplied from UAE, so longer lead times can be expected.

More info can soon be found in document #3748 in the partner portal.

In addition to the UAE certificate, we are also expecting a certificate for Saudi Arabia (SASO 2946) based on the same standard.



Fogmaker at Breakbulk Middle East

In February, Fogmaker participated in Breakbulk Middle East in Dubai, an event that brings together key players from cargo and shipping industries. The event proved to be an important meeting point for decision-makers, OEMs, fleet owners, and others who operate in demanding environments.

Throughout the show, we had productive discussions about fire risks in machinery and vehicles. Beyond discussions about fire protection, the event offered insight in the region. It is clear that the demand for safe and reliable solutions will continue to grow.

Worth noticing is that Fogmaker was the only fire protection company present at the show.



Robert Tengvall, Panfah Treelao, Helena Ador, Fredrik Rönqvist, Maria Sadowski

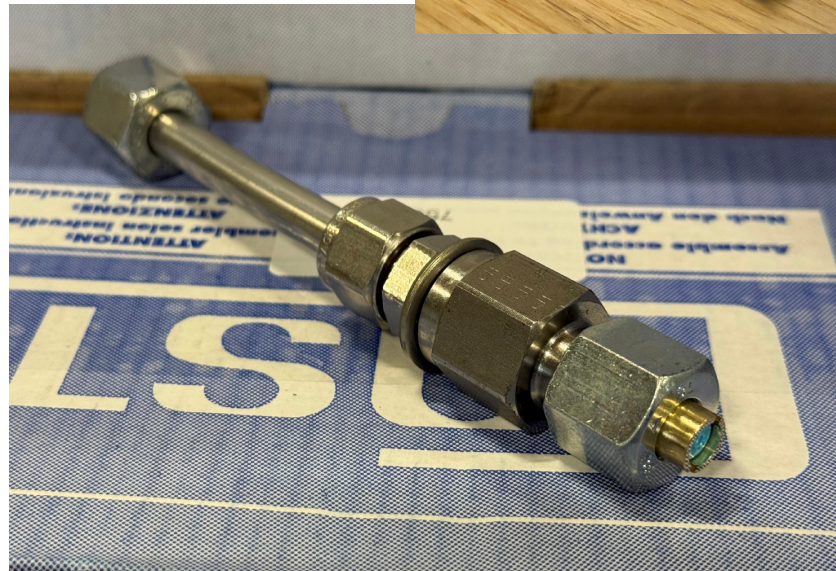
Important Notes and Product News

Swagelok Connector

Historically sold nozzles have been compatible with Swagelok fittings. A large number of these installations exist in the field, particularly in France, Spain, and Italy. These systems must now be converted to Eco 1, and the Eco 1 nozzle is not compatible with Swagelok.

The new connector allows customers to keep the existing piping systems, and only replace the nozzles with Eco 1 compatible nozzles.

Connectors 4404 and 4469 (stainless steel) are suitable for this application.



Update on the 14 Bar Pressure Switch

There has been a supplier change for the pressure switch 6608-014-02 for the MiniFFS.

The change has no effect on form, fit, or function. 6608-014-02 meets the same requirements as current pressure switch, but with improved durability and strength.

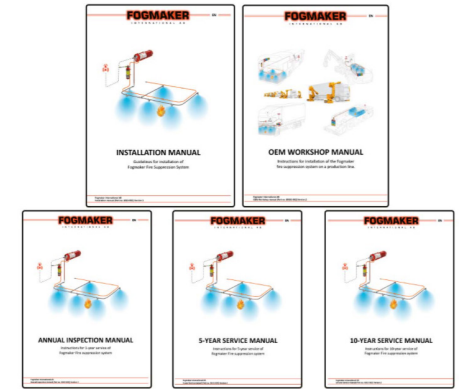


Updated Manuals and Checklists in 11 languages

All technical manuals and checklists are now updated in 11 languages!

Latest versions are:

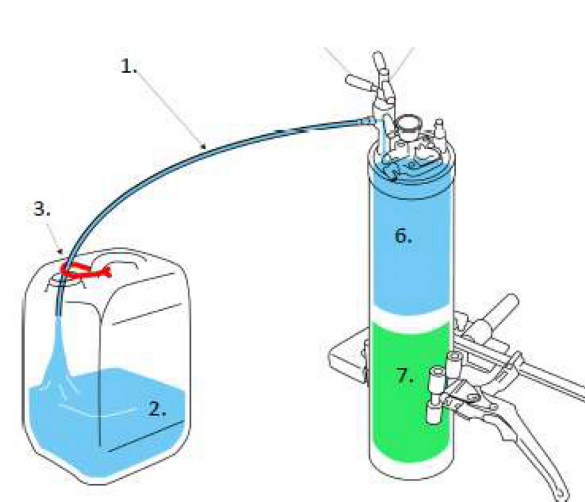
- Annual inspection manual & checklist —> Version 3 (both)
- 5-year service manual & checklist —> Version 4 and 3 respectively
- 10 year service manual & checklist —> Version 2 and 3 respectively
- Installation manual—> Version 3
 - Inst Certificate—> Version 5
 - (All risk assessments 8040 are unchanged)
 - NOTE upcoming interactive html risk assessment solution
 - OEM installation manual—> Version 2 (Only EN, ES, TR and ZH coming up)



Hose for Emptying Tool

The regular way to empty a piston accumulator has been through the pump, but when converting to Eco 1, the old liquid shouldn't flow through the pump and contaminate it. The new 1800-25, hose for emptying tool, helps solve this problem.

The hose works with both the current emptying tool 1800-10 and the old 1800-11.



Refill and Vacuum Tool for Detector Bottle and Detector Tube

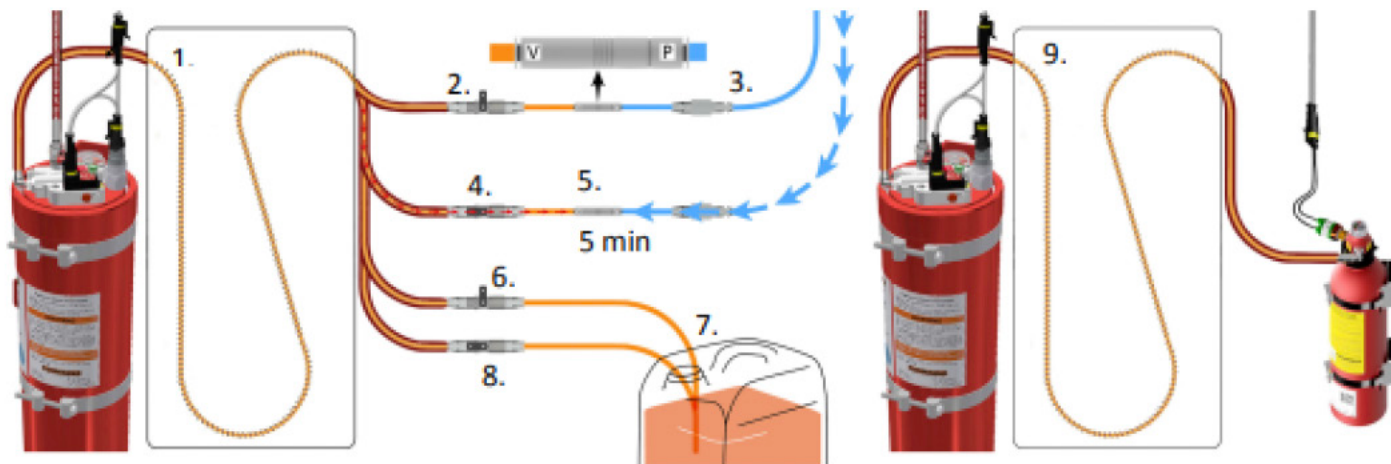
The current procedure for pre-filling the detector tube can be slow going, particularly when there are many end plugs. It is also easy to spill the detector liquid.

There is now a new, optional procedure where you can use vacuum suction when pre-filling the detector tube. The installation manual has been updated, and the parts necessary for the procedure have been added to the kit with part number 1970.

The 1970 kit is now a general vacuum kit that is used for refilling detector bottles and pre-filling the detector tube.

Prefilling with vacuum:

1. Install the detector tube in the protected area and connect all ends but one to couplings.
2. Connect the final tube end to the prefill tool with ball valve.
3. Connect the blue hose to compressed air (at least 6 bar).
4. Open ball valve.
5. Wait for 5 minutes until vacuum is formed in the whole length of the detector tube.
6. Close the ball valve and disconnect the compressed air.
7. Connect tube to detector liquid container (use 0.15 dl of detector liquid per meter of tube length.)
8. Open ball valve to fill the detector tube.
9. Disconnect tool and install final coupling.



Upcoming PFAS Legislation

The European REACH regulation (EC 1907/2006) has been updated to address the use of PFAS (per- and polyfluoroalkyl substances) in firefighting foams.

According to the REACH regulation, all firefighting foam containing PFAS at concentrations above 1 mg/L will be banned from October 23rd, 2030. Fogmaker Extinguishant -35, Art.no 1831 contains 2 000 mg/L. This means it cannot be put on the market or used.

Beyond usage restrictions, the regulation introduces strict requirements for product labelling, waste management, and action plans for accidental leakage and phase-out of PFAS.

From October 23, 2026, **use of products containing PFAS above 1 mg/L must carry specific hazard markings**, and disposal must follow designated procedures to prevent environmental contamination. Following points shall be implemented:

- Collection of stocks of unused fire suppression liquid and waste containing PFAS shall be labeled with WARNING (Art.no 8100-PFAS)
- Establish an action plan where PFAS is used
 - Usage ratio and volumes shall be documented
 - Collection and waste handling shall be documented
 - Cleaning and maintenance of equipment shall be documented
 - Action plan for accidental leakage shall be documented
 - A strategic plan to replace with a fluoride free fire suppression liquid shall be documented
 - The action plan shall be reviewed annually and shall be available to authorities for 15 years

From October 23, 2026, all products containing PFAS that will be put on the market shall be labeled with WARNING (Art.no 8100-PFAS). Fogmaker will label all products with PFAS, implementation Q2 2026.

According to the REACH regulation, there is an exception for equipment that has been cleaned in accordance with the best available techniques. The concentration of PFAS shall not exceed 50 mg/L. Fogmaker has tested many different cleaning processes and the content of PFAS after transition has been measured.

To reach the below limit of PFAS in reused piston accumulators, the PA's need to be washed with water and the pump shall only be used with Eco 1.

If you have questions, don't hesitate to contact Fogmaker.





<<< Fogmaker in the news - Move-It Magaziner >>>

FIREPROOF AMBITIONS

The Middle East is not short of scale. From mega ports handling rising trade volumes to expanding airports, fast-growing bus fleets and industrial sites running around the clock, the region's appetite for heavy equipment keeps growing. But with that growth comes pressure, not only on performance and productivity, but on safety. In an operating environment shaped by extreme heat, heavy utilisation and corrosive coastal conditions, a single equipment fire can quickly turn into a multi-million-euro disruption.

That reality is becoming increasingly visible across the region's logistics and infrastructure sectors, and fire suppression specialists are taking note. At Breakbulk Middle East 2026, Fogmaker confirmed that the region is now firmly on its strategic radar, not as an emerging market to explore cautiously, but as a key industrial territory where the company wants to expand its footprint and increase direct engagement with operators and partners.

Fogmaker is not new to the Middle East. The company has been active in the region for years, with systems installed across different types of fleets. What is changing now is the level of ambition. Breakbulk Middle East, a natural meeting point for project cargo, port logistics and heavy transport decision-makers, offered Fogmaker a public stage to signal a more assertive regional push. The company is now targeting new customers and partnerships, with the clear intention to strengthen its visibility and presence in Middle East industrial circles.

The opportunities are broad. Fogmaker's systems are designed for both on-road and off-road applications, which fits well with a region where the industrial economy is powered as much by fleets of buses and airport support vehicles as it is by port machinery, construction equipment and mining operations. While Fogmaker works globally across eight segments, ranging from forestry to agricul-

ture, the Middle East focus is more specific, mirroring the sectors where industrial investment is most intense. Buses, material handling, airport ground support equipment and mining and tunnelling are expected to sit at the centre of Fogmaker's regional expansion plans.

The fire risk in these segments is hardly theoretical. In ports, for example, mobile equipment operates in continuous cycles, often under intense stress and in close proximity to valuable cargo and infrastructure. In mining and tunnelling, machinery is exposed to confined spaces and extreme mechanical wear. Airport ground support fleets work in high-frequency operational patterns where faults can be missed until they become critical. In bus fleets, the combination of passenger safety, high duty cycles and heat exposure makes fire prevention a high-stakes matter. Across all of these environments, a single incident can shut down operations, trigger extensive investigations and cause damage that extends beyond the equipment itself.



Fogmaker's technology is positioned as a response to that kind of risk. The company emphasises that its system is the most certified fire suppression solution in the world, but certification alone is not what sells systems in the Middle East. Operators want reliability in conditions where electronics can be unreliable and where climate pushes equipment far beyond mild operating thresholds. Fogmaker's answer is a purely mechanical design, meaning the system does not depend on electricity to activate. It is, as the company puts it, "always awake", a phrase that carries weight in industries where safety systems cannot afford to be offline due to a fault, a power issue or a damaged circuit.

Technically, Fogmaker also highlights its system pressure, which is higher than many alternatives, something that supports effective fire suppression. The company also points to a longer activation time compared to other solutions, an important detail in scenarios where the fire develops over a longer period or requires sustained suppression. But beyond the engineering, service capability is where many suppliers struggle to compete, especially in geographically spread markets. Fogmaker argues that its international service and support network is one of its key advantages, and that regional expansion is being built with support infrastructure in mind.

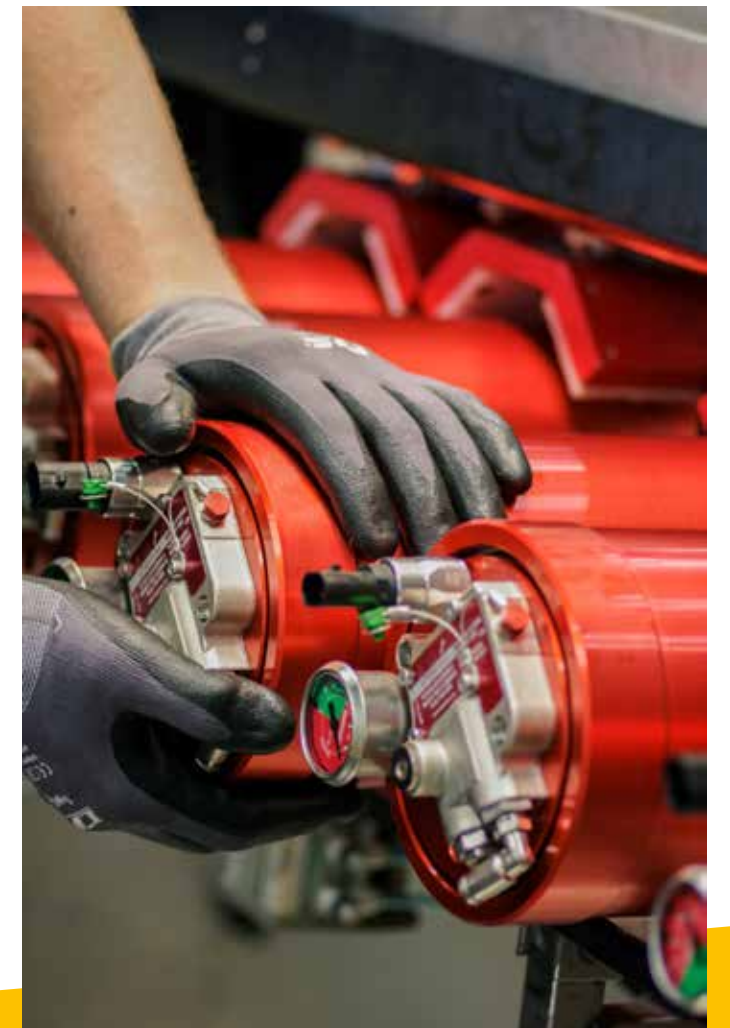
That support network matters even more in the Middle East because of the environment itself. Fire risk here is not the same as in northern Europe or temperate Asia. Heat alone changes the safety equation, accelerating wear, increasing the stress on engines and hydraulics, and raising the speed at which a fire can spread once ignition occurs. Sand and dust can penetrate compartments, build up on hot surfaces and damage components, while humidity and salt air, especially near coastal ports, introduce corrosion that can weaken equipment systems over time. Fogmaker acknowledges that these conditions have a significant impact and says every installation begins with a risk assessment designed to anticipate and reduce those threats.

In practical terms, Fogmaker recommends adapting configurations for Middle East operators, particularly those operating in ports and coastal environments. Corrosion resistance becomes crucial, and one clear example is the use of higher-grade stainless steel components to ensure the suppression system remains durable in salt-heavy air. It is a small detail on paper, but one that can decide whether a system remains reliable over the long term.

As the company grows its ambitions in the region, it is also actively developing its partner structure. Fogmaker's strongest performing partners today are Driventic in the UAE and Defender in Turkey, but the company is in expansion mode and looking to widen the network further. Still, it stresses that this is not growth for growth's sake. The focus is on "the right partners", reflecting an industry where reputation, installation quality and long-term service capacity matter as much as product performance. In the Middle East, where operators expect rapid support and minimal downtime, a fire suppression provider without solid service coverage will struggle to win fleet-wide confidence.

Fogmaker's installed presence already suggests momentum. Even without naming confidential clients, the company confirms it is operating widely in the region, including in ports and within bus fleets, two of the most safety-sensitive operating environments in Middle East infrastructure. The company's presence at Breakbulk Middle East therefore signals not a market entry, but a scaling-up of activity in a region where demand is already real.

Behind the market expansion lies a sobering operational reality: equipment fires remain common, and in many cases preventable. Fogmaker points to TT Club findings identifying hydraulic leaks and electrical faults as the most common causes of fire in mobile port equipment today. Both are hazards closely linked to heavy-duty operations, ageing components and harsh working conditions. In the Middle East, where high temperatures and dust increase system stress, these risks can evolve rapidly. Fogmaker avoids speculation on the mistakes companies still make, but its broader message is clear and uncompromising. Fire suppression and detection should not be treated as optional extras or "nice-to-have" add-ons. They are, in the company's words, not a cost but an investment. In a region building some of the world's largest and most advanced logistics and infrastructure systems, that investment is increasingly viewed as a basic requirement for operational resilience.



Fogmaker Presentation at Bangalore International Airport

Fogmaker partner Marilingappa from Indian BM Eco recently held a presentation at an Airport Safety Event organized by Bangalore International Airport. The audience included suppliers, Airport Authority of India, Indigo Airlines, Cochin Airport Authority, and more.

Marilingappa has worked with Fogmaker since June 2022. He says, "The things I like most about working with Fogmaker are that it's a great brand, a high quality product, a unique system compared to competitors, and focuses on the environment."

About the airport event, he said, "In India, we have installed Fogmaker kits on TLD pushback tractors and Tug craft electric push back tractors, and expect export from India. We have more opportunities with other equipment installing Fogmaker kits on GSU



Mining Indaba

Strong Partnerships in African Mining Hub

In February, Fogmaker International AB joined forces with Southafrican partner IFT and a number of Swedish companies at Mining Indaba. The joint stand was arranged by Business Sweden. The shared platform created a strong presence and highlighted Sweden's commitment to innovation, sustainability, and safety.

Mining operations present some of the most demanding environments in the world. High-value machines operate under extreme conditions, often around the clock, where fire risks linked to hydraulics, fuel, and high temperatures are a constant concern and downtime can be extremely expensive. At Mining Indaba, we had many valuable conversations about the importance of reliable, automatic fire suppression systems that protect both people and critical assets.



Photo above: Dave Coates and John Russell from IFT, and Johan Bjerstedt and Mario Flores from Fogmaker International.

Photo left: Swedish Ambassador Anna Karin Eneström visited the stand and kindly posed for a photo with Mario and Johan.

Fogmaker on the Road in Southeast Asia and China

Fogmaker Key Account Manager Holger Pfriem and Fredrik Rönqvist, Manager of Fogmaker Southeast Asia, have just returned from an intensive three-week trip; one week in Malaysia followed by two weeks in China.

The purpose of the journey was to meet with existing partners, potential partners, OEMS and fleet owners, as well as to open doors with key authorities such as the Ministry of Transport (MOT) in Malaysia. Overall objective: to strengthen relationships and create new business opportunities for Fogmaker's partner network.

The trip began in Kuala Lumpur, the capital of Malaysia, and continued to Johor Bahru before returning to Kuala Lumpur for additional meetings. From there, Holger and Fredrik travelled onward to Shanghai, China, for the next stage of their visit.



Southeast Asia - and Asia in general, with China in particular - is currently in a ramp-up phase for Fogmaker. We see strong potential in the region and are actively working to put all the pieces of the puzzle together, shaping the strategy that will further strengthen FMI's footprint and market share in the years ahead.

FMI, particularly Holger and Fredrik, would like to extend a sincere thank you to our excellent partner Eagle Will for their unwavering support and hospitality throughout the China leg of the tour. Without Karl, Michael and Harry at Eagle Will, this trip would have been far more complicated.



Due to confidentiality and ongoing discussions that have not yet been finalized, we are unable to share detailed information about the companies and organizations we met. However, we can share that the team met with 18 different parties during the trip, and had many fruitful discussions that bode well for the future.

One highlight we can share is the time spent together with our China partner, Eagle Will, who accompanied Holger and Fredrik for a significant part of their journey.



New Faces at Fogmaker

Cecilia Rosholm

My name is Cecilia Rosholm, and I have recently joined Fogmaker as EHS Manager – a brand-new role within the company. My mission is to work with Environment, Health, and Safety, areas that I find both important and exciting for the future.

I have a solid background in the industry, with a master in Business administration and over 20 years of experience mainly in purchasing, master planning, and logistics. I've had the privilege of working for companies such as AB Volvo and Getinge AB, which gave me broad experience in processes and supply chain management. Over the past 1.5 years, I have studied HSEQ (Health, Safety, Environment & Quality) because I am passionate about these topics and see them as essential for sustainable development.

I am truly grateful and humbled by the warm welcome I have received at Fogmaker. It feels inspiring to be part of such a great company, and I look forward to contributing to our efforts in safety and sustainability. I believe that together we can make a real difference – for the people, business and for the environment.

I'm excited about the journey ahead, together with all of you!



Johan Söderström

Q: How long have you been working at Fogmaker, and what's your role?

A: I started right after the new year. I am a Key Account Manager at Fogmaker Nordic, and mainly take care of customers in the south of Sweden.

Q: Can you tell us a little about your background?

A: Most recently, I spent eight years in sales for a company called Swedol. Prior to that, I worked at a fire protection company for 15 years. I did everything from sales to installations and service, and we worked with all sorts of fire protection, including vehicles. Further back, I worked at a hardware store.

Q: What do you like the most about the job?

A: Meeting the customers, meeting their requirements and solving their problems. I also enjoy meeting new people and learning about Fogmaker as a company.

Q: Do you do something fun in your spare time that you would like to share?

A: Summertime, I enjoy playing golf. In winter, I like to ski. I also spend a lot of time on the water with my boat. These are fun things to do that the whole family can enjoy.



Mattias Kareld

Hi everyone,

My name is Mattias Kareld and I am the new Global Training Manager here at Fogmaker since the end of February.

My area of responsibility will mainly be focused on delivering training on the Fogmaker system all over the Fogmaker world. I will also look into how we can develop our training offer to make it as efficient as possible.

I have spent most of my work-life within the field of learning and training. For many years I worked at IKEA as a learning designer, delivering different types of training solutions to co-workers around the globe. I have thorough experience both in facilitating classroom trainings as well as designing e-learning solutions.

Before starting my journey here at Fogmaker, I worked for many years as a teacher in Swedish and English at Middle School and High School here in Sweden.

Right now I am on my own learning journey, getting to know all the ins and outs of the Fogmaker system, which is super interesting and fun. I am really impressed by all the colleagues I have met so far and their positive attitude and willingness to share their knowledge with me.

In my spare time I like to attend concerts and shows. In the summertime I like to spend my time on the golf course and in the wintertime I love to go skiing.



New Forestry Video

The Segment Video for Forestry is done and available in the marketing portal - marketingportal.fogmaker.com

As always, the video can easily be subtitled for more languages.

During 2026, we will also have the finalized video for Airport GSE and a new system animation.



In the forestry industry, warm and dry conditions

Easter and Summer Hours

Daylight and warmth are returning to the north, and we here at Fogmaker are delighted with the change of seasons. We will take some time off and be closed for Easter, April 3 - 6.

When summer comes, we will be open but have limited capacity from July 20 through August 7.

Please plan accordingly.

Happy Easter, Happy Spring!

FOGMAKER

I N T E R N A T I O N A L A B