







**Segmentation** 

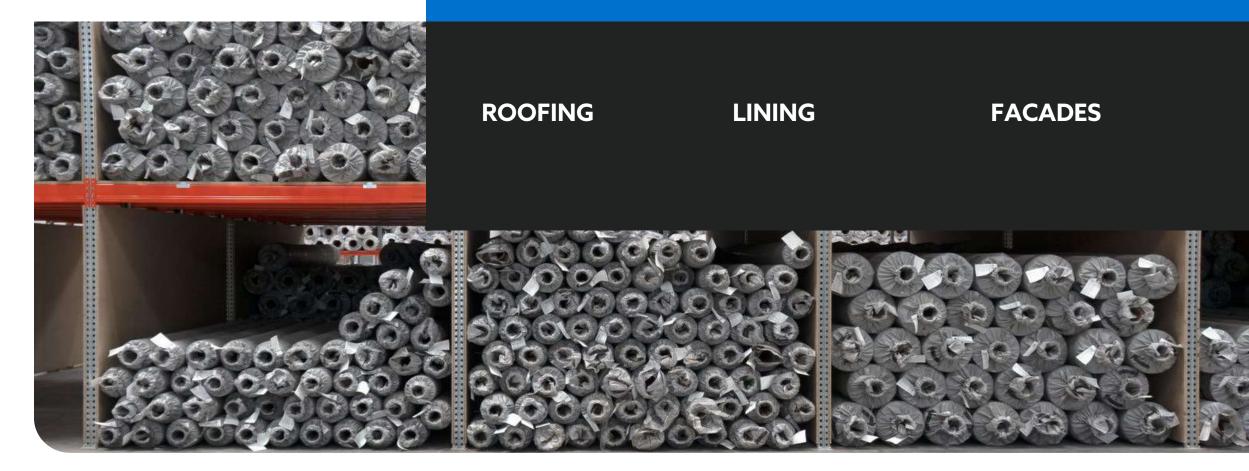


Marketing



### **INTRODUCTION**

Following Soprema's acquisition of Rollgum, we are proceeding with a rebranding and repositioning of the brand according to market segments it targets.





### We present SOPRAGUARD



With a product segmentation based on the type of application





# Create a product segmentation Based on the type of application

### With the following objectives



#### **Tailored solutions**

Offering customized solutions according to needs



#### Sales strategy

Using different sales strategies



#### Sopraguard

Position Sopraguard as the leader in EPDM waterproofing











**Segmentation** 



Marketing



#### **ROOFING**

Sopraguard One and Sopraguard Top



ROOFING





**ROOFING** 

Sopraguard Stick



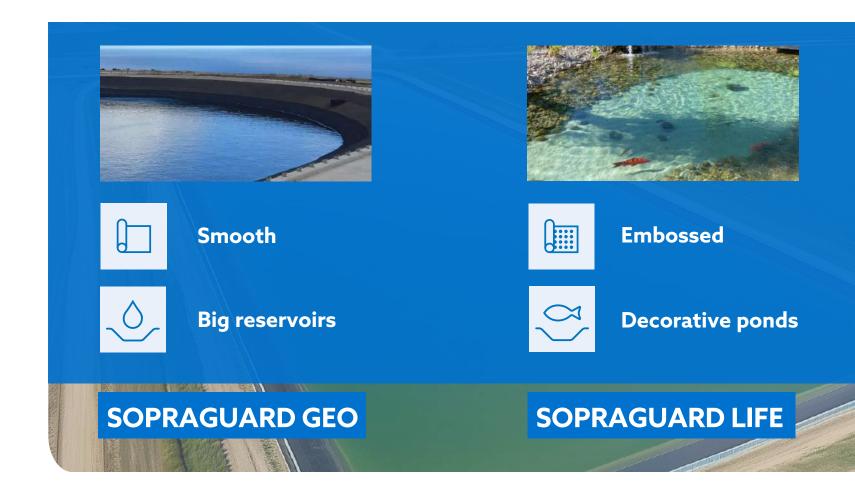




#### Lining

Sopraguard Geo and Sopraguard Life





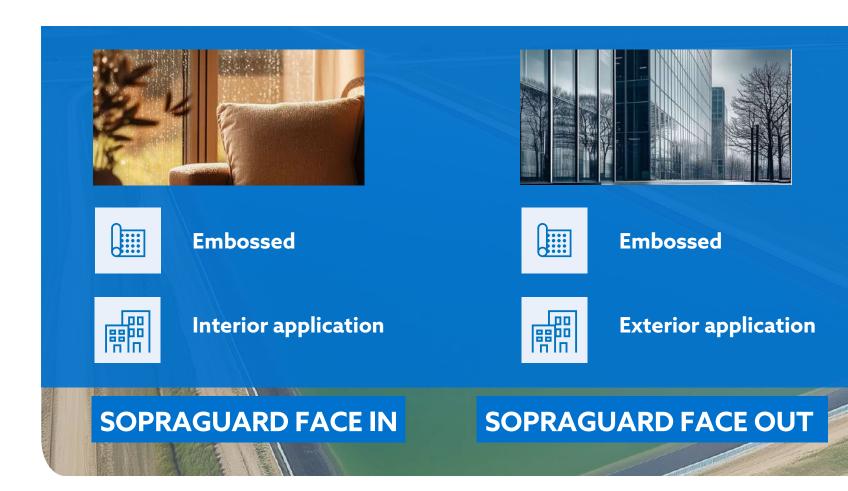


#### Facades

Sopraguard Face In and Sopraguard Face Out



**FACADES** 













**Segmentation** 



**Marketing** 



- **Sopraguard One**
- **Sopraguard Top**
- **Sopraguard Stick**
- **Sopraguard Geo**
- **Sopraguard Life**
- Sopraguard Face In
- **Sopraguard Face Out**
- **Sopraguard Primer**
- **Sopraguard Tack**
- **Sopraguard Tape**
- Sopraguard Form...





**SOPRAGUARD** 

#### **SAMPLES**





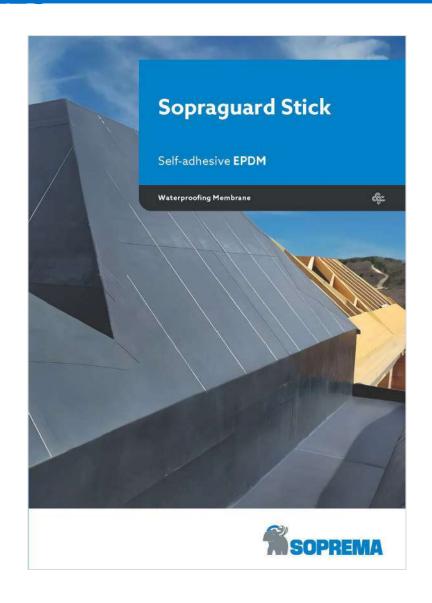






#### **SAMPLES**

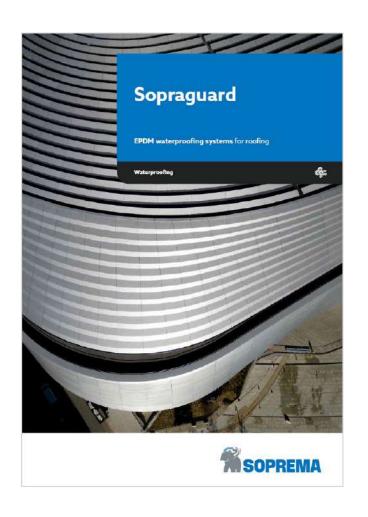


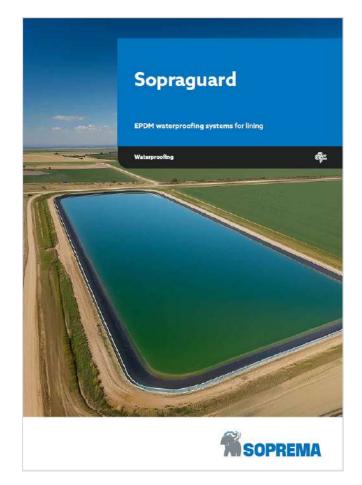


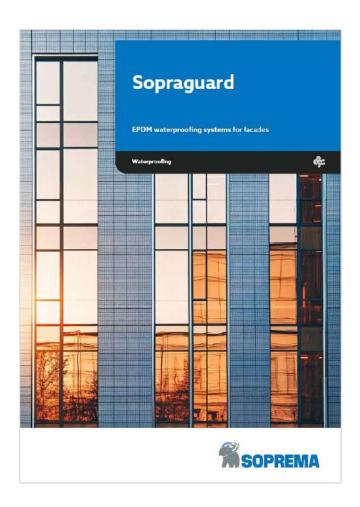


#### **BROCHURES**



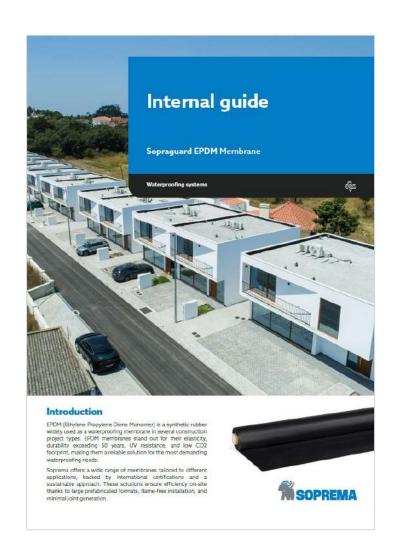






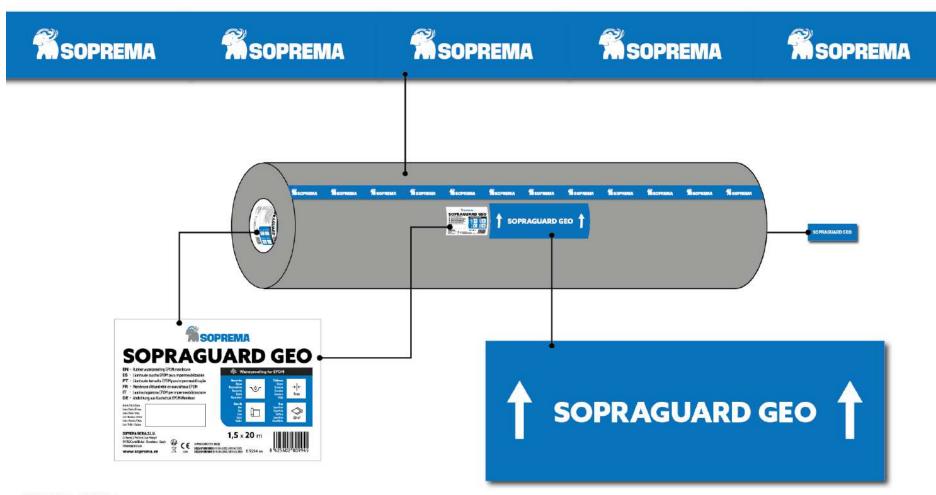
### **INTERNAL GUIDE**





#### **PACKAGING**





**WIDE PANELS** 

### **PACKAGING**





#### **LABELS**



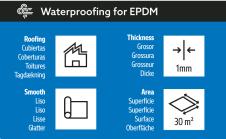


# **SOPRAGUARD ONE**

- **EN** Rubber waterproofing EPDM membrane
- ES · Lámina de caucho EPDM para impermeabilización
- PT · Lâmina de borracha EPDM para impermeabilização
- FR · Membrane d'étanchéité en caoutchouc EPDM
- **DK** · Abdichtung aus Kautschuk EPDM-Membran

Batch / Roll / Date Lote / Rollo / Fecha Lote / Rolo / Data Lot / Rouleau / Date Los / Rolle / Datum





#### SOPREMA IBERIA, S.L.U.

C/ Ferro, 7, Pol. Ind. Can Pelegrí 08755 Castellbisbal - Barcelona · Spain info@soprema.es

www.soprema.es



CE

SOPRAGUARD ONE 100 22

2022/C/100/R00 EN 13956:2012; EN13967:2012 2022/B/100/R00 EN 13361:2004: EN13362:2005

E7057a9

**1,5** x **20** m

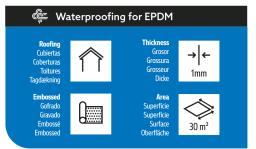


# SOPREMA

# **SOPRAGUARD TOP**

- **EN** · Rubber waterproofing EPDM membrane
- ES · Lámina de caucho EPDM para impermeabilización
- PT · Lâmina de borracha EPDM para impermeabilização
- FR · Membrane d'étanchéité en caoutchouc EPDM
- **DK** · Abdichtung aus Kautschuk EPDM-Membran

Batch / Roll / Date Lote / Rollo / Fecha Lote / Rolo / Data Lot / Rouleau / Date Los / Rolle / Datum



#### SOPREMA IBERIA, S.L.U.

C/ Ferro, 7, Pol. Ind. Can Pelegrí 08755 Castellbisbal - Barcelona · Spain info@soprema.es

www.soprema.es



 $\epsilon$ 

**1,5** x **20** m

SOPRAGUARD TOP 100 22 2022/C/100/ROO EN 13956:2012; EN13967:2012 2022/R/100/ROO EN 13341-2004 EN13342-2005

E7057a

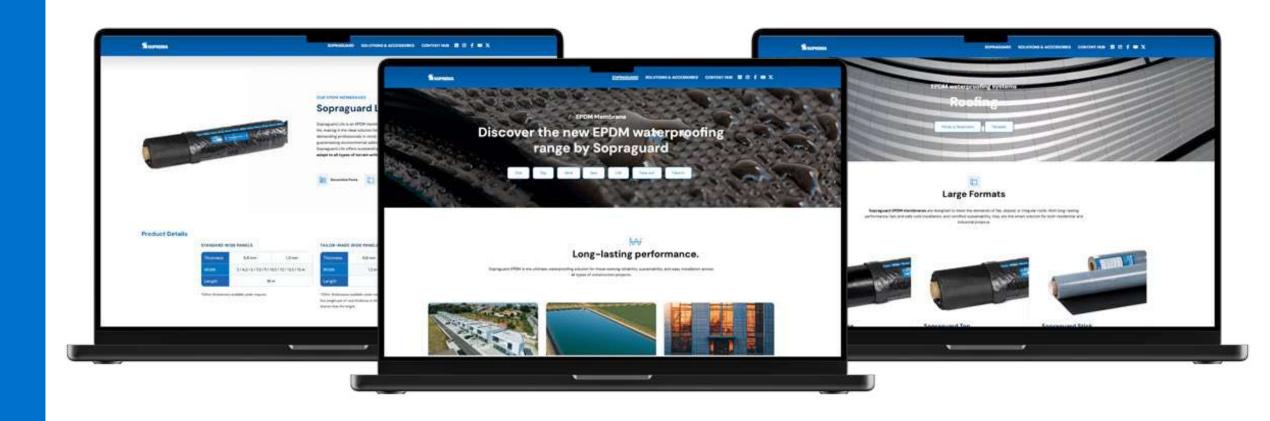






### **Microsite**





#### **Home**

