

IKO: YOUR EXPERT PARTNER IN ROOFING EXCELLENCE





CONTENTS

03	A warm welcome to IKO
04	Everything you need under 'one roof'
05	Enduring focus on ESG and core values
06	The key role of IKO business development managers
08	System selection, made simple
09	Reliable and robust roofing solutions
10	Single-ply systems
13	Cold applied liquid systems
14	Reinforced bituminous membrane
16	Mastic asphalt
18	Hot melt roofing systems
20	Sustainable roofing systems
23	Why go with IKO?
24	The IKO experience - what to expect
26	Protecting what matters
28	Commitment to continuous improvement
29	Enhancing our environmental efforts
31	Get on board with IKO

A WARM WELCOME TO IKO THE UK SPECIALISTS IN ROOFING SOLUTIONS

With a legacy of over 140 years in manufacturing excellence, IKO is proud to be the market leader in roofing, waterproofing and insulation solutions. Our fast-growing car park range and highways maintenance products underscore our commitment to quality and innovation.

This hard-earned reputation is built on a foundation of high-quality products, exemplary customer service, continuous investment and improvement and a deep-rooted commitment to driving positive change.

From clients and architects to main contractors and facility management companies, we work closely with our diverse customer base to understand their unique needs and address their complex challenges. For our key account customers with large-scale or numerous projects, we go one step further by providing access to a team of dedicated business development managers. Their role is to provide an enhanced level of support, ensuring that every project is executed with precision and prestige to, ultimately, give you peace of mind.

This brochure has been designed to offer prospective key account customers further insight into what IKO has to offer as a supply partner and why you can trust us to go above and beyond when it comes to delivering on your vision.





EVERYTHING YOU NEED UNDER ONE 'ROOF'

IKO is a family-owned organisation recognised as a pioneer within the built infrastructure industry. As a holistic, full-service supplier, IKO is perfectly positioned to meet all your roofing project needs, from start to finish, helping you minimise risk and maximise efficiency.

With strategically-located manufacturing plants around the UK and a nationwide network of building contractors and distributors, we can provide key account customers with a reliable, responsible and responsive service.

As a priority customer, your business development manager will act as a single point of contact, guaranteeing a smooth project experience, where your expectations are not just met but exceeded. In collaboration with the wider IKO team, they help to co-ordinate specification advice, technical drawings, wind uplift and thermal calculations, installation monitoring, site visits and post-project support, such as maintenance and comprehensive guarantees – a full value service that is all free of charge.



ENDURING FOCUS ON ESG AND CORE VALUES

At IKO, we put our family values, sustainability, expertise and premium performance at the heart of our business. Our friendly, dedicated team is committed to providing a service you can depend on and we aim to operate with integrity and honesty. We go to great lengths to remain agile to meet the evolving market demands and over the course of a century we have forged long-standing relationships and valuable partnerships in the sectors we work with.

We strive to always offer exemplary customer service and work in close collaboration with our partners and customers to fulfil their goals, whether that is optimising performance or prioritising sustainability. Ultimately, we are united in our pledge to protect what matters most to our people and the planet and to successfully drive sustainable change.



SHARING KNOWLEDGE

helps us find ways to improve our business for the benefit of all.



INTEGRITY

defines how we do what we say.



THINKING

frames our decision-making to help secure a brighter future.



PERFORMANCE

ensures that we will never stop trying to improve ourselves.



HUMILITY

creates honest, open, and respectful relationships among



AGILITY

est, combined with spectful knowledge, helps s among us deliver sound decisions quickly

Vision of preservation and prestige

We've invested heavily in reducing the environmental impact of our manufacturing processes. As part of our commitment to making ongoing improvements to ways of working, manufacturing technologies and initiatives to reduce, reuse and recycle materials, we've made huge strides across our sites.

All of our sites now run on renewable electricity and we make every effort to divert as much waste as possible away from landfill. Where possible, we source our raw materials locally and because our manufacturing is UK based, CO₂ emissions from transportation sites and distribution depots is lower than many international manufacturers. In fact, a traceability study revealed our localised production processes incurs average mileage of 263 miles – a fraction of the distance it would take to procure products from Europe or further afield.





THE KEY ROLE OF IKO BUSINESS DEVELOPMENT MANAGERS

Our business development managers are pivotal to the successful delivery of key account projects. They engage with customers from the initial consultation right through to the final sign-off, ensuring ongoing collaboration and support. By leveraging their comprehensive knowledge of all IKO products, our experts ensure that each roofing solution is bespoke and perfectly suited to the client's needs.

Understanding your goals

Our business development managers enter into detailed discussions with you to thoroughly understand what you aim to achieve and capture the specific requirements and objectives of your roofing project.

Surveying existing structures

For refurbishment projects, business development managers can arrange for detailed surveys of existing structures to be carried out. This step is crucial for assessing current conditions and identifying any challenges that may need to be addressed with the new roofing solution.

Preparing accurate reports and specifications

Based on the initial assessment, the managers prepare detailed and accurate reports and specifications. These documents are essential for planning and executing the project effectively, ensuring that all aspects are considered and accounted for.

Competitive pricing and tendering

IKO's business development managers ensure that product pricing is competitive, providing value without compromising on quality. They co-ordinate the specification process to secure the best possible terms and service for the client.

Extensive product supply network

With access to IKO's extensive product supply network, business development managers work closely with logistics to guarantee timely and efficient delivery of materials and avoid delays in the project timeline.

Installation monitoring

During the installation phase, the managers, assisted by the wider IKO team, closely monitor the progress to ensure compliance with the specifications and standards. This insight is critical for maintaining the integrity and performance of the roofing solution.

Handover and warranty

The final stages involve a comprehensive handover process and the provision of a warranty. This guarantees that you have full support even after the project's completion, ensuring long-term satisfaction and reliability.

Specification systems specialists

In a word, IKO business development managers are an essential cog in the specification machine. Their detailed understanding of systems and services, high level of operational oversight, combined with a structured approach to project management, ensures that delivery of key account roofing projects are as simple, seamless and speedy as possible.



SYSTEM SELECTION, MADE SIMPLE

By working closely with our clients, we share their problems and priorities, enabling us to plan a pathway to the right roofing solution. Our Roofing System Selector is testament to this collaborative approach. This easy-to-use product selection tool allows clients to download all supporting documents with minimal hassle. It's designed to understand your requirements from your perspective, so that we can ensure that the solutions we provide are tailored to the exact parameters of your project. This results in better quality and better-performing roofing systems, delivered on budget and on time, every time.

Key features of the Roofing System Selector include:

Minimal hassle

The tool simplifies the selection process, providing easy access to all necessary documents and key information.

Adaptability

The service acts as a springboard for matching your unique project requirements, ensuring 100% satisfaction.

Educational workshops

We offer workshops to help you and your team learn how to use the Roofing System Selector effectively. To arrange a session, contact Laura Griffin at laura.griffin@iko.com.

Scan this QR code or click here to get started, today.





RELIABLE AND ROBUSTROOFING SOLUTIONS

All IKO systems and components are meticulously designed and manufactured for true compatibility. This guarantees a perfectly integrated roofing system, reducing risks and providing a reliable solution that is guaranteed to last.

As the only UK roofing manufacturer to provide a full spectrum of flat roof systems, we offer options including cold applied liquids, hot melt, mastic asphalt, single ply (polymeric) and reinforced bituminous membranes. Additionally, we provide solutions for podium roofs and pitched roofing.

Here, we provide you with a brief overview of our system offering and our business development managers are on hand to support and guide you in choosing the right one for your roofing project.

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SINGLE-PLY SYSTEMS:

LIGHTWEIGHT AND LONG-LASTING

As the only UK manufacturer of single ply membranes, we offer a complete range of single ply roofing systems and complementary components to deliver high-performance, long-lasting solutions. Sitting under the IKO sinlge ply umbrella, IKO's range of single ply systems provide durable and dependable roof waterproofing with a service life of up to 40 years. They are ideal for large flat roof projects such as factories, distribution hubs, multiuse buildings and warehouses and are suitable for both new builds and refurbishments. As a lightweight waterproofing solution our single-ply systems provide specifiers with greater design flexibility and offer fast, clean, flame free and easy installation.

Key benefits:

- ✓ Exceptional mechanical performance
- ✓ Long service life
- ✓ High UV resistance
- ✓ Sleek finish
- ✓ No hot works
- Secure seam welding quality

✔ Proven track record

For more information about IKO's single ply systems and the benefits they can bring to your project, visit our website.





CASE STUDY IKO ARMOURPLAN IN ACTION

COCOA WORKS, YORK

The Cocoa Works York project is a refurbishment of the former Rowntree's and Nestlé factory building in York, originally built in the 1890s. The neglected six-floor building was being restored to its former glory, providing 279 luxury apartments. As well as retaining the historic integrity of the building, the iconic redevelopment needed to have sustainability at its heart, so any materials used would have to fit with these objectives.

Challenges

Given the age of the building and its dilapidated state, health and safety was a key challenge. This was compounded by the scale and height of the building. It was imperative that robust risk assessment and close H&S monitoring was carried out for the duration of the project. The number one priority was that interaction with the aged material or structure did not pose a risk to operatives and that they could deliver the project on time but, most importantly, in a safe manner.

Innovative approach

IKO Armourplan P and IKO enertherm were specifically chosen to provide a robust membrane, without adding too much stress to the existing structure. Importantly, IKO Armourplan P provided an aesthetically pleasing finish, upholding the historic design of the Cocoa Works, without compromising performance.

Every element was thoughtfully considered, to help future-proof this iconic building. Using the mechanically fixed IKO Armourplan system with a cut to falls insulation scheme, for example, was crucial to provide the correct drainage and reduce the risk of further maintenance further down the line. The completed Cocoa Works York project was named winner of the Best Refurbishment Project 2023 Award at the 2024 Single Ply Roofing Association (SPRA) Awards.





COLD APPLIED LIQUID SYSTEMS: EFFICIENT AND EFFECTIVE

IKO metatech is an ideal waterproofing solution for roofing projects that need a quick and long-lasting installation, as well as challenging roof structures and repairs in tight areas. The rapid curing material is applied as 'wet-on-wet', enabling the waterproofing layer to be installed simply and swiftly, reducing contractors and installers' time on-site and any associated costs. They are particularly suited to 'live' projects, where the building needs to occupied during works.

Key benefits:

- ✓ Seamless monolithic membrane
- ✓ Cold application, no hot works
- ✓ Ideal for complex details and limited access applications
- Adheres to most substrates, including concrete, timber, metal and plastics
- ✔ Choice of colours and aesthetic finishes
- ✔ Highly versatile, suitable for a range of specialist applications, such as balconies and ponds

For more information on the IKO flexia range, check out our website.

REINFORCED BITUMINOUS MEMBRANE:

PROVEN, EFFICIENT AND SAFE

IKO reinforced bituminous membrane systems have a proven track record for durability and safe, easy installation. The popular systems provide straightforward, fast application and are suited to a variety of roof types. From the longevity, strength and stability of the IKO ULTRA range to the ecological properties of the IKO Carrara system, these solutions offer a variety of benefits for diverse roof applications.

Key benefits:

- ✓ Only installed by an IKO approved contractor.
- ✓ IKO ULTRA Life 30 System has BBA Certification (15/5238) durability with a service life of more than 35 years.
- ✓ Classified BROOF (t4) in accordance with BS EN 13501-5: 2005 fire classification. Enables unrestricted use within Part B4 of the Approved Documents of the Building Regulations (tested under ENV1187).
- Exceptional mechanical strength and dimensional stability.
- Optimum SBS polymer content for unrivalled flexibility and workability.
- Choice of installation methods, including a completely flame-free adhered installation option.
- Comprehensive guarantees available covering materials, workmanship, and design of up to 30 years.

For more information and to see the full range of reinforced bituminous membrane systems that IKO offers, click here.



CASE STUDY IKO ULTRA IN ACTION

DORSET HOUSE, BOURNEMOUTH UNIVERSITY, POOLE

As part of its commitment to sustainability, Bournemouth University undertook a major refurbishment of Dorset House on its Talbot campus. The project aimed to enhance the entrance area and make better use of space while incorporating low or zero-carbon technologies. It included an upgrade of the building's flat roofing system and installation of a new 80kWp solar PV system.

Challenges

The project presented several challenges, including the need to ensure the roof area was suitable for the solar PV installation and strict project deadlines. The team's recent experience with the nearby Poole House provided valuable insights and strategies that could be applied to ensure a seamless refurbishment process. Ensuring compliance with health and safety, quality, technical and workmanship standards required by IKO added further complexity to the project.

Innovative approach

The installation involved a standard hybrid built-up roofing (BUR) system, using both self-adhesive and torch-on membranes suitable for the substrates of the project. Choosing products with a 25-year guarantee was important, as the PV panels would need to provide reliable power output over the system's lifespan. Regular progress reviews took place to confirm compliance with IKO technical specifications and guarantee requirements.

The roof refurbishment was completed within the planned schedule and budget. The upgraded Dorset House now stands as a testament to the University's dedication to future proofing its campuses and achieving its environmental goals.





MASTIC ASPHALT: THE TIMELESS SOLUTION

IKO's Permaphalt mastic asphalt systems are tried, tested and trusted by the industry. Mastic asphalt is extensively used for robust, cost-effective solutions and is a popular – and often specified – option for historical buildings due to its proven track record.

For larger projects, it can be delivered directly to the site in purpose-built hot charge transporters as a ready-to-use material. When applied in its molten state, it can be easily worked around most roof protrusions, ensuring a continuous finish. As well as roofing, the highly-versatile material can also be specified for car parks and HGV service decks.

Key benefits:

- ✓ Long-lasting and durable
- ✓ Continuous waterproofing over flat, sloped or curved surfaces
- ✓ Easily worked round pipes, roof lights and other projections
- ✓ Suitable for numerous substrates
- ✓ Traditional roofing technique for listed buildings
- ✓ Specified by National Trust and English Heritage
- ✓ In keeping with stonework of prestigious buildings
- ✓ Historic Environment Scotland Grants available
- ✓ Installed by IKO approved and MAC qualified installers only

Interested in learning more about IKO's mastic asphalt systems?

Visit our website.

HOT MELT ROOFING SYSTEMS: FLEXIBLE AND FAST-CURING

IKO hot melt roofing systems are buried applications that are suitable for a wide variety of substrates, particularly concrete. Their high tensile strength provides a tough surface and increased resistance to impact damage. The systems set immediately after installation and are highly resistant to rain, snow and frost. Due to their low temperature flexibility, work can continue in the winter months, minimising lost time during construction.

Key benefits:

- ✓ Simple system for easy specification
- ✓ Tough and resistant to impact damage
- **✔** Easily recyclable
- ✓ Excellent low temperature flexibility
- ✓ Lasts for the design time of the building
- Rapid setting
- ✓ Backed by a range of guarantees.

To learn more about IKO Permatec range, click here.





CASE STUDY IKO PERMATEC IN ACTION

BRENTWOOD FORD CENTRE, ESSEX

A 21-acre residential development was planned for the site of famous car manufacturer Ford's Brentwood-based headquarters. It was to act as a springboard for the regeneration of the wider area. Spread over two phases, 133 units were to be constructed, made up of a mixture of private and housing association apartments and houses. IKO roofing systems were installed across three apartment blocks, which ranged 4-5 stories in height.

Challenges

One key challenge involved soil vent pipes (SVPs). To prevent water penetration into the building, the pipes needed to be sealed at roof level. However, the SVPs specified were made of PVC and so sealing around them with IKO's hot melt system risked damage to the pipes. There were also challenges relating to the safe distribution of materials. As the development was a live site and subject to a phased occupation, strict risk management was imperative.

Innovative approach

IKO helped to come up with a solution to the PVC SVP issue – a metal sleeve detail. This ensured that the pipes could be sealed, without risk of heat damage from the hot melt system.

IKO provided an accurate timescale of deliveries and met all of the client's restrictions on the size and type of vehicles allowed on site, to keep project disruptions and occupational hazards to a minimum. Due diligence, quality assurance, excellent workmanship and effective communication meant that the project was delivered safely on time, within budget, and to the client's exacting standards.



SUSTAINABLE ROOFING SYSTEMS: BUILT FOR THE FUTURE

Backed by IKO's long-standing heritage and technical expertise, our IKO Elements range of sustainable roofing systems has been developed to meet the needs of the changing landscape.

With complete supply chain transparency and environmentally responsible sourcing, we're proud to offer you the right roofing solution that benefits the planet too.

Through our network of trusted sustainable roofing partners, we have the knowledge and cutting edge solutions to build bespoke sustainable roof packages that are tailored to your needs. Whether you are seeking a solar, bio-solar, green or blue option, or want advice on complying with regulations, such as energy efficiency standards and net zero targets, our turnkey service provides everything you need under one 'roof'.

Key benefits:

- Rainwater management
- ✓ Temperature control
- ✓ Noise reduction
- Improved insulation
- ✓ Long-term cost savings
- ✓ Enhancement of biodiversity net gain (BNG)

- Air purity
- ✓ Improved solar panel efficiency
- ✓ Potential increased in property value
- Erosion protection
- ✓ Improved water quality
- ✓ Improved BREAAM rating

To explore our IKO Elements range, scan this QR code or click here.











We know your world

With decades of experience working with construction stakeholders, we have the requisite knowledge and detailed understanding of industry requirements to offer reliable and trustworthy advice. As active members of leading organisations, including NFRC, SPRA, LRWA and MAC, we are always up-to-date with the latest building regulations, further demonstrating our commitment to upholding the highest in industry standards.

Whether it is adhering to Construction Design Regulations, aligning with the Waste Hierarchy, meeting the Future Homes Standard 2025 or complying with Energy Efficiency Standards, our business development managers can help you navigate the regulatory landscape while delivering innovative and compliant roofing solutions

WHY GO WITH IKO?

When it comes to choosing a roofing partner, architects, supply chain managers, and other professionals in the construction industry consistently turn to IKO. Here's why IKO stands out as the roofing partner of choice:

Reliability and quality

IKO is dedicated to providing premium roofing solutions by utilising high-quality, locally-sourced materials. Our stringent quality control measures ensure that every product meets the highest standards of performance and durability, giving you peace of mind that your roofing system will endure for decades to come.

Efficiency and timeliness

At IKO, we understand that time is of the essence in any project. Our streamlined processes are designed to facilitate efficient project completion and we always strive to ensure both materials and installations are delivered on time. This commitment to timeliness helps keep your project on schedule and within budget.

Full service and expertise

Our comprehensive service offering includes technical assistance from the inception of your project through to completion — and beyond. Our experts are on hand to provide support and guidance at every stage, ensuring that you have all the information and help you need for a successful project.

Trust and transparency

Trust is a cornerstone of our business. IKO works tirelessly to reduce risk and provide financial stability for our clients. We maintain full compliance with industry standards and regulations, including adherance to the 'golden thread of information' concept, so that your project meets all necessary requirements and expectations.

Sustainability

We are committed to ensuring our supply chain is as sustainable as possible and offer a range of eco-friendly roofing options. Our sustainability practices and certifications reflect our dedication to protecting the environment and promoting green building practices.

Guarantees

A long-term commitment from you deserves an equally long-term commitment from us. IKO offers comprehensive guarantees of up to 25 years that cover both materials and installation. Our network of trained installers ensures that your roofing system is installed correctly and performs as expected, providing you with added assurance and ultimate peace of mind.

THE IKO EXPERIENCE - WHAT TO EXPECT

From initial design advice to project completion, guarantees, and aftercare, IKO's team of experts offer comprehensive support at every stage of your project. Upholding our commitment to transparency, we have outlined a detailed overview of the process, so you know what to expect at each step.



Initial consultation

The journey begins with an initial consultation, where we take the time to understand your specific requirements and project goals. This stage involves:

- Detailed discussions to gather comprehensive information about your needs.
- Assessment of your project scope, budget and timelines.
- Providing initial recommendations and insights based on our expertise.



Project planning

Once the initial consultation is complete, we move into the project planning phase. This involves:

- Developing detailed specifications that align with your project needs.
- Creating a timeline that outlines the involvement of our design, technical and contractor teams. We can recommend contractors based on the scope, needs and budget of your project.
- Coordinating with all stakeholders to ensure a collaborative approach to your roofing project.



Execution and monitoring

During the installation stage, IKO provides comprehensive support and monitoring to ensure the highest standards of quality. This phase includes:

- Overseeing the installation process with our network of trained installers.
- Ongoing quality control checks to maintain compliance with industry standards and the requirements of IKO's warranty.
- Regular progress monitoring and sign-offs at key milestones to ensure the project stays on track.



Post-project support

After the project is completed, our relationship with you doesn't end. Post-project support is a critical component of our service, involving:

- Proactive maintenance advice to help extend the lifespan of your roofing system.
- Detailed warranty information and follow-up procedures to address any future concerns and to adhere to the 'golden thread' concept of accountability and transparency.
- Continued availability for any technical assistance or support you may need.



PROTECTING WHAT MATTERS

We recognise the profound impact of climate change and with global temperatures continuing to rise, the urgency to act has never been greater. As a leader in our industry, we acknowledge our responsibility to not only mitigate our environmental footprint but to be a force for positive change in the face of the ensuing climate crisis.

IKO PLC's environmental, social, and governance (ESG) reporting underlines our ongoing commitment to championing transparency, accountability and continuous improvement. Guided by the frameworks of the Global Reporting Initiative (GRI) and the International Sustainability Standards Board (ISSB), along with the principles of the Anti-Greenwash **Charter**, our aim is to present a clear, comprehensive view of our sustainability performance.

As part of our pledge to safeguard what truly matters, we've set and are actively working towards meeting our scientifically-backed targets, aligning with climate science and the Science Based Targets (SBT) initiative. We've committed to achieving a 42% reduction in scope 1 and 2 emissions by 2030 and targeting net zero emissions with a 95% reduction in scope 1, 2, and 3 emissions by 2050.

We know that the more responsible we are, the more value we bring to you. But we are also acutely aware that driving sustainable change requires collaboration and transparency across the supply chain. That's why we work closely with suppliers and customers to understand and help fulfil their needs and goals. As well as reducing our own emissions, we aim that by 2030, 70% of IKO PLC (UK) suppliers will be aligned with SBTi and 100% of raw material suppliers will have a decarbonisation plan. What's more, as an official partner of the Supply Chain Sustainability School, we work closely with industry leaders and stakeholders to inspire and advise on more environmentallyconscious operations in the sector.



Whether it is supplying green roofing systems or lowering the embodied carbon of our sustainable waterproofing solutions, we are determined to minimise our clients' climate-related risks and help create a more sustainable space in which the sector can thrive.





COMMITMENT TO CONTINUOUS IMPROVEMENT

We strive to maintain the highest of standards by complying with and exceeding the requirements of industry-recognised and respected accreditations.



We're proud to have achieved **BES 6001 Standard** for Responsible Sourcing. By adhering to this framework, we are able to provide you with the assurance that our products are sourced with a conscientious approach to environmental protection, social equity, and economic viability. Through rigorous assessment and continuous improvement measures required by BES 6001, we are held to a standard that promotes not just compliance but leadership in responsible sourcing across the supply chain.

Other ISO certifications include:



9001 (Quality Management) which gives you confidence that the products you use and the support services we promote meet high standard.



14001 (Environment Management), which highlights IKO's commitment to monitoring and striving to improve, where possible, its environmental impact through efficient use of resources, manufacturing processes and waste reduction.



45001 (Occupational Health) which demonstrates that you can trust you are partnering with a company that cares about, monitors and maintains excellent standards for its staff.



ENHANCING OUR ENVIRONMENTAL EFFORTS

As part of our pledge to build a more sustainable and responsible future, we are in the process of implementing **PAS 2080**, a pioneering standard that provides a framework for managing and reducing carbon in the infrastructure sector.

PAS 2080, "Carbon Management in Infrastructure," addresses the need for a consistent and transparent approach to tracking emissions reducing the carbon footprint associated with the development, construction, maintenance and disposal of infrastructure assets. It underscores the importance of considering the entire lifecycle of infrastructure projects to mitigate environmental impact effectively.

This standard will serve as a cornerstone in our efforts to combat climate change, reduce our environmental impact and promote sustainable development. Further to this, we are in the process of gaining CCPI accreditation and have secured Environment Product Declarations for all of our systems.





GET ON BOARDWITH IKO

IKO stands as a champion of UK manufacturing and our top priority is to protect your investment, ensuring it performs optimally for years to come. Our dedicated business development managers are here to make that happen - saving you valuable time, energy and resources.

We have the expertise, agility and full-service offering to meet your unique needs at every project stage, from specification to installation. Furthermore, our focus on sustainable operations means we can provide smart solutions that lower the carbon footprint of roofing projects and ensure your buildings are more energy-efficient, climateresilient and fit for the future.

Whatever the size, scope or demands of your project, you can be confident in a seamless, efficient and reliable experience, knowing that your project is in expert hands. When you choose IKO as your roofing partner, you choose excellence.

Discover how we can help your roofing projects reach new heights. Get in touch with your dedicated business development manager to schedule a consultation, today.













IKO PLC (Head Office)

Appley Lane North Appley Bridge Wigan WN6 9AB

t: 01257 255771

e: getintouch.uk@iko.com

IKO Polymeric

Coney Green Road Clay Cross Chesterfield S45 9HZ

IKO HMMA

Prospect Quarry Grangemill Matlock Derbyshire DE4 4BW

IKOGROUP.CO.UK