



**BUSINESS
SOLUTIONS
YOU CAN
TRUST**

Expect... **AVR**

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HISTORY AND BACKGROUND

AVK GROUP

In 1941, Aage Valdemar Kjær established AVK as a local machine shop which carried out a number of tasks in the local community. Subsequently, the main task of the business became the production of compressors for refrigeration and refrigerating plants, with customers from all over Denmark!

The guiding principles were quality, customer relations and continuity. He knew that the products were in order, and therefore he was able to offer an extensive product guarantee. These were important

values, which I brought along when I took over his machine shop in 1970. Then the development and production of valves began. We must deliver products that we know are in order, and quality, continuity and close customer relations must always be the guiding principles of our business.

These values have made AVK grow from a local firm with 5 employees to a group with more than 3,800 employees and representation in more than 80 countries. This global network permits close cooperation with our customers and end users, ensuring a high level of service and customer satisfaction.

However, this is not all. We want to build an even stronger brand, and as a consequence we want to become the preferred choice of our customers. This is the best way for us to follow so that AVK ensures its continuity in the years ahead.

The main activities of the AVK Group are development, production and marketing of valves, hydrants and accessories for the supply of water and gas, wastewater treatment and fire protection. Furthermore, AVK produces and sells products for production and process systems worldwide.

Our new brand concept will help us reach an even higher level. We must expect more from ourselves and deliver products and services that live up to our customers' expectations. This is why I expect that every single one of our 3,800+ employees will do their utmost to live up to these goals. The guiding principles and the connections back in time must form the basis of our principles in the time ahead. To choose AVK is the right choice.

To find out more about the AVK Group visit:
www.avkvalves.com



Niels Aage Kjaer
Owner and CEO

HISTORY AND BACKGROUND

GLOBAL PRESENCE



EUROPE

AVK Holding A/S
AVK International A/S
AVK Tooling A/S
Flonidan DC A/S
Q-Transportmateriel A/S
AVK GUMMI A/S
JCH ApS
Vatech 2000 ApS
AVK Plast A/S
AVK Mittelmann Armaturen GmbH
Orbinox Deutschland
G+W GmbH
TEC artec GmbH
AVK Norge AS
AVK Sverige AB
INDVA Sverige AB
AVK Finland Oy
AVK Belgium NV
InterApp Armaturen Holding AG
InterApp Ges.m.b.H.
AVK International A/S - Representative Office the Baltic States
AVK International A/S - Representative Office the Balkans
AVK International A/S - representative office Azerbaidjan
AVK International A/S - Representative Office Romania
AVK Plastics BV
AVK Nederland BV
Wouter Witzel EuroValve B.V.
World Valve B.V.
AVK Armadan Sp. z o.o.
AVK Polska Sp. z o.o.

AVK Components Sp. z o.o.
AVK VOD-KA a.s.
AVK France S.A.S.
AVK Haut Marnaise S.A.S.
OrbiFrance
InterApp Italiana S.r.l.
AVK Válvulas S.A.
InterApp Valcom S.A.
Orbinox Valves International
Orbinox S.A.
Orbinox Comercial
Glenfield Valves Ltd.
AVK UK Ltd. - Northhampton
AVK UK Ltd. - Chesterfield
Bryan Donkin Valves Ltd.
Aqua-Gas Manufacturing Ltd.
Invicta Valves Limited
AVK Syddal Ltd.
Orbinox U.K.
Damper Technology Limited
CYL Knife Valves S.L.
AVK Maghreb - Representative Office

AMERICA

American AVK Co. - Nevada
American AVK Co. - South Carolina
Orbe Valves
AVK Overseas
AVK Válvulas do Brasil Ltda.
Orbinox Brasil

CANADA

Orbe Canada

AFRICA

AVK Valves Southern Africa (Pty.) Ltd. - Pretoria
AVK Valves Southern Africa (Pty.) Ltd. - Cape Town

AUSTRALIA

AVK Australia Holding Pty Ltd
AVK Valves Pty Ltd
AVK Wang Pty Ltd
AVK Currumbin Pty Ltd
AVK Flow Control Pty Ltd
Complete Tapping Service

MIDDLE EAST

Saudi Valves Manufacturing Co. Ltd.
AVK Gulf JLT

ASIA

AVK Valves Manufacturing Malaysia Sdn. Bhd.
AVK Vietnam Co. Ltd.
AVK Valves (Shanghai) Co. Ltd.
Shanghai Water AVK Valves Co. Ltd.
I.C. Valves (Nanjing) Co., Ltd.
AVK Valves (Anhui) Co., Ltd.
AVK Sealing Technology (Kunshan) Co. Ltd.
AVK Syntec (Anhui) Co. Ltd.
Orbinox Ningbo
AVK Valves Company Hong Kong Ltd.
InterApp Singapore Pte. Ltd.
AVK Philippines Inc.
Shimizu Kogyo Co., Ltd. - Shiga
Shimizu Kogyo Co., Ltd. - Tokyo
AVK Valves Korea Co., Ltd.
AVK Valves India Pvt. Ltd.
Orbinox India Private Limited
Orbinox South East Asia Ptd

HISTORY AND BACKGROUND

AVK IN AUSTRALIA

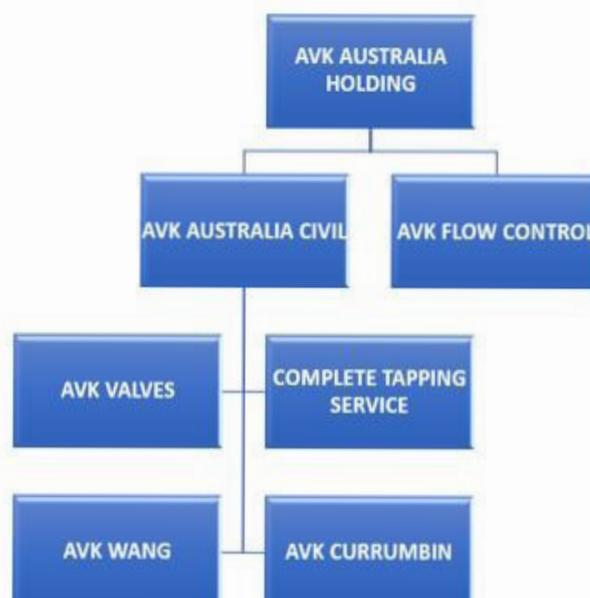
Today, the AVK Australia Group is headquartered in Adelaide and is comprised of 5 operating companies; AVK Valves, AVK Wang, AVK Currumbin, AVK Flow Control and Complete Tapping Service.

AVK Australia is a member of the AVK global Group, a highly respected and leading manufacturer of quality valves and fittings for the global water, gas, sewage and fire protection industries and is responsible for the group's activities in the Australasian region, comprising Australia, New Zealand and the Southern Pacific Islands.

Established in Adelaide in 1998, AVK is the leading Australian manufacturer of valves for the general civil and water industry markets with the majority of its production program based in Australia. AVK also offer complete package solutions through consultation and investigation into all industrial markets and

under pressure tapping services throughout the Australasian region. The group has operations across Australia including a Ductile Iron foundry based in Queensland for the production of fittings and flanged pipes, a fabrication facility in country Victoria for couplings, repair clamps and tapping saddles as well as a manufacturing facility for valves and hydrants in South Australia.

Operating company websites:
www.avkcivil.com.au
www.avkflowcontrol.com.au
www.completetapping.com.au



AVK Australia Group
Organisational Chart

HISTORY AND BACKGROUND

AVK AUSTRALIA CIVIL

As part of the AVK Group, we pride ourselves on being one of the world's leading international water industry manufacturers for quality valves and fittings, incorporating AVK Valves, AVK Wang and AVK Currumbin.

A quality endorsed brand, we specialise in the manufacture of a high quality range of valves, hydrants, couplings, repair clamps, tapping saddles, pipe fittings, accessories and specialty products and are a proven supplier to the Australian civil market for water infrastructure pipelines, water treatment, sewage processing, fire protection, dams & reservoirs, marine sectors and gas distribution.

Our products are manufactured at our quality, certified manufacturing facilities across Australia with operations in South Australia for valves and hydrants, Victoria for couplings, repair clamps and tapping saddles and Queensland for Ductile Iron fittings

and flanged pipes, each complying with Australian Standards and are sold to various regions across Australia, New Zealand and the Southern Pacific Islands.

AVK Australia Civil believe that it is crucial for continued development to stay close to their customers who provide them with essential market and product feedback. When you choose AVK, expect quality, expect service, expect savings and expect solutions!



HISTORY AND BACKGROUND

AVK VALVES

AVK Valves was established in 1998 in Adelaide, South Australia and over the years have built a reputation on being one of the world's leading international valve manufacturers.

A quality endorsed company, AVK Valves specialise in the manufacture of a high quality range of valves, hydrants and accessories and is a proven supplier to markets such as water infrastructure pipelines, water treatment, sewage processing, fire protection, dams & reservoirs, marine sectors and gas distribution.

AVK Valves quality approved products are manufactured at their high-tech plant in Wingfield, South Australia, each complying with Australian Standards, delivering the highest level of reliability, safety and durability.

The AVK Valves range includes, gate valves, knife gate valves, butterfly valves, hydrants, air release valves, check valves, service connection valves, accessories and specialty products.

AVK Valves is certified according to ISO 9001 in respect of quality management, ISO 14001 in respect of environmental management and ISO 4801 in respect of the Australian standard for occupational health and safety.



HISTORY AND BACKGROUND

AVK WANG

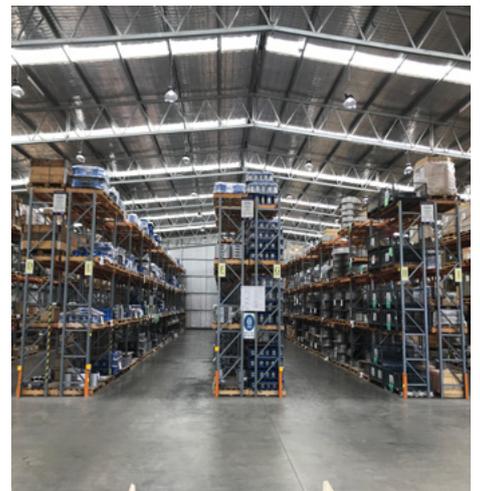
Based in the large regional town of Wangaratta, in Northeast Victoria, AVK Wang is focused on providing the best repair and maintenance products consisting of couplings, repair clamps, tapping saddles and specialty products for pipelines in Australia and New Zealand.

AVK Wang are proud of the reputation that their products have earned in the Australian market, however they know that when it comes to repair and maintenance the best product is only part of the solution. That is why AVK Wang are focused on meeting the customers need by ensuring all products match the application and are available when they are needed.

AVK Wang are committed to delivering products that are designed in Australia, made by Australians for Australian conditions. With their unique design and production teams being based in Wangaratta, AVK Wang are able to quickly respond to customer

needs without delays due to language differences or importing controls.

Their already established local facility also means they can customise products to suit a specific customer's application, through selection of material, physical design, shape, product verification and testing.



HISTORY AND BACKGROUND

AVK CURRUMBIN

AVK Currumbin is a manufacturing facility based in Currumbin Waters on the Gold Coast. The facility manufactures valves, fittings, flanged pipes and street-ware.

The foundry has been operating since 1960 and specialises in the process of making Ductile Iron Castings predominantly for the civil water market but has the capability to mould custom ferrous castings up to 3,000kg.

With over 100 employees, AVK Currumbin has the ability to provide a full service package to its customers including technical support, inspections & testing, packaging and logistics as well as staging of large scale projects.

AVK Currumbin is certified according to ISO 9001 in respect of quality management, ISO 14001 in respect of environmental management and AS 4801 in respect of the Australian standard for occupational health and safety.

Their range of products have certification marks to AS/NZS 2280:2014 for fittings, valves and flanged pipe, and AS 2638.1 & 2 for gate valves.



BUSINESS METHODOLOGY

EXPECT...AVK

OUR **MISSION** IS TO BECOME THE CUSTOMERS PREFERRED PROVIDER OF **VALVES AND ACCESSORIES**.

As a global leader it is our obligation to keep pushing the boundaries of what the market can expect. In our business there are **five** cornerstones that must be in place in order to meet customer expectations:

- #1 QUALITY**
- #2 INNOVATION**
- #3 RELIABILITY**
- #4 SUSTAINABILITY**
- #5 CUSTOMER SERVICE**

But we need to go further than that. We need to further strengthen our competitive position by exceeding our customers' needs and expectations.

"Expect... AVK" not only refers to our quality, reliability, innovation, sustainability and customer service.

It means that our customers should rightfully expect us to exceed market standards and become the preferred business partner among our industry.

"Expect... AVK" means to relentlessly strive for increased customer benefits.



BUSINESS METHODOLOGY

WHAT MAKES US DIFFERENT

WE COMBINE THE **PRODUCT PORTFOLIO** AND **COST EFFICIENCY** OF A **GLOBAL LEADER** WITH THE **ADAPTATION** OF A **LOCAL TEAM**.

Our customers expect a partner who can combine the product portfolio and cost efficiency of a global leader with the flexibility and adaptation of a local team. Our customers expect us to apply our global know-how to offer tailor-made solutions that match specifications of their local markets and industries.

Within its industry, AVK is the global leader with a strong presence around the world. Being a global player in all these local markets, we offer a full-line portfolio of valves, hydrants, fittings and accessories that meet a multitude of international and local standards and expertise.

Our geographical presence and product range may be global, but our focus is local. We stay close to our customers throughout the entire process. The proximity allows us to better understand our customers' needs and tailor our solutions to fit them

At AVK we do not want to differ for the sake of being different. We want to differ by our products and service excellence.

THERE ARE **THREE** UNIQUE **SELLING PROPOSITIONS** TO **"EXPECT... AVK"**:

- #1 AVK in Every Step**
- #2 Fill-line Partner**
- #3 A Global Leader**

Each unique selling proposition reflects the benefits we offer to our customers, which make AVK special. Together, these unique selling propositions form the basis on which we differentiate ourselves from the competition and underline what we can promise to our customers.



BUSINESS METHODOLOGY

#1 AVK IN EVERY STEP

AVK DESIGNS, MANUFACTURES, MARKETS AND SERVICES ITS CUSTOMERS GLOBALLY AND LOCALLY.

At AVK we want to differentiate ourselves from other suppliers by maintaining a much broader relationship with our customers. We do not just sell products. We manufacture them at our own plants. We have our own research, development, rubber factory, production and coating facilities. We service customers locally. This enables us to stay closer than others throughout the customers' selection and implementation of our products.

CUSTOMER BENEFIT:

By having full control over the whole process, we can offer our customers quality at every step that results in reliable, maintenance-free products.



BUSINESS METHODOLOGY

#2 FULL-LINE PARTNER

AVK IS A FULL-LINE PARTNER, GIVING ITS CUSTOMERS A SINGLE ENTRY POINT INTO “ONE WORLD OF PRODUCTS”.

At AVK we differentiate ourselves from the competition by offering a much broader portfolio of products and solutions to our customers. Our customers are not just buying products from us, they are buying our expertise to identify the best solution that fits their unique needs.

CUSTOMER BENEFIT:

We offer our customers the freedom to choose the solution that best suits their needs.



BUSINESS METHODOLOGY

#3 A GLOBAL LEADER

AVK IS GLOBAL IN SCALE WHEN IT COMES TO MANUFACTURING AND DESIGN.

AVK offers you a reliable partnership with a global leader dedicated to manufacturing valves, hydrants, fittings and accessories with specific expertise and high quality products at competitive prices.

Customer benefit:

Our specific range and focus enable us to deliver value-for-money and competitive solutions to our customers.



BUSINESS METHODOLOGY

CUSTOMER PROMISES

OUR UNIQUE SELLING PROPOSITIONS ENABLE US TO GIVE
EIGHT IMPORTANT PROMISES TO OUR CUSTOMERS:

01

EXPECT SOLUTIONS, NOT JUST PRODUCTS

It takes dedicated expertise to choose the right solution so that our customers get the highest quality at the best price.

02

EXPECT GLOBAL LEADERSHIP AND LOCAL COMMITMENT

Customers expect a partner who can combine the product portfolio and cost efficiency of a global leader with the flexibility and adaptation of a local partner.

03

EXPECT QUALITY IN EVERY STEP

Quality is essential! When it comes to valves, hydrants, fittings and accessories our customers expect long-lasting solutions.

04

EXPECT PROMPT RESPONSE

From the customer's perspective, our valves and fittings form partial, yet vital, parts of complex installations. Therefore, our deliveries have to be punctual and our response to our customers' queries and requests timely, accurate and supportive.

05

EXPECT LASTING INNOVATIONS

To stand out from the competition, it is essential that we keep offering our customers innovative solutions that can withstand the challenges of the hardest environmental conditions.

06

EXPECT TOTAL SAVINGS

For many of our customers, it is important that we optimize our solutions to maximize their total savings.

07

EXPECT A LONG-TERM PARTNERSHIP

We build on and invest in long-term partnerships, because for us, our customers are much more valuable than any single transaction.

08

EXPECT IT TO BE EFFECTIVE AND EASY

Our customers need a business partner who is easy to do business with!

EXPECT...AVK
MAKING A DIFFERENCE

MARKET EXPECTATIONS
QUALITY
INNOVATION
RELIABILITY
SUSTAINABILITY
CUSTOMER SERVICE

BUSINESS METHODOLOGY

OUR VALUES

IT IS AVK AUSTRALIA CIVIL VISION:

- in the Australian, New Zealand and Pacific Island markets to be the leading quality manufacturer, supplier and partner within valves, hydrants, couplings, repair clamps, tapping saddles, fittings, accessories and specialty products for water supply, wastewater treatment, gas distribution and fire protection.
- that development and growth are achieved in consideration of people and the environment.

IT IS AVK AUSTRALIA CIVIL MISSION:

- to develop, produce and sell valves and accessories to the segments water, wastewater, gas and fire protection and thereby create growth and a profitable yield. The quality of our services and products must be so high that the customers prefer us as their supplier and partner.
- to retain and attract highly qualified employees who share AVK's values and view of humanity and to create the necessary conditions to ensure that all employees thrive, feel challenged and grow to the benefit of the individual and the company.

OUR VALUES:

“Expect...AVK” means that we strive to give promises to our customers about delivering solutions, quality in every step, local commitment, lasting innovations, prompt response, total savings, a long-term partnership – and to be easy and effective to do business with! We act in accordance with the following values to deliver those promises:

Innovation:

We must ensure continuous development of our product program, production methods, marketing and cooperation with our partners - and last but not least - we need to develop our employees and promote a culture where they see the opportunities and contribute with the ideas.

Quality:

We must continuously improve our skills and knowledge, and work and cooperate professionally and focused.

Respect:

We must treat one another and our partners with respect, and we must show respect for cultural backgrounds without compromising on Danish legislation and the norms and values in the Danish society. Our personal communication and behaviour must reflect the way we would like to be treated by others.

Cost-conscious:

We must all consider the company's funds and property as a resource to be optimized. The operational costs should be reduced as much as possible in order to make room for investment in people, machines, products and buildings. Value for money!



COMPANY OVERVIEW

PRODUCT CATEGORIES

AVK AUSTRALIA CIVIL PRODUCTS ARE CHARACTERIZED BY A HIGH, CONSISTENT QUALITY, COMPETITIVE PRICES AND DURABILITY IN LINE WITH MARKET REQUIREMENTS.

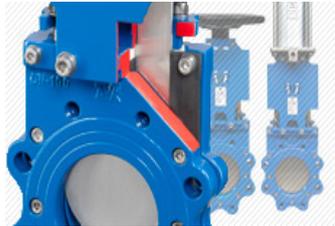
This calls for strict quality control of the production processes from beginning to end and therefore AVK has been certified according to ISO 9001. When it comes to quality at AVK, nothing is left to chance.

Our range includes, gate valves, knife gate valves, butterfly valves, hydrants, air release valves, check valves, service connection valves, couplings and adaptors, repair clamps, tapping saddles, fittings, accessories and specialty products.

For a comprehensive list of the products AVK manufactures and supplies, please visit our website - www.avkcivil.com.au



GATE VALVES



KNIFE GATE VALVES



BUTTERFLY VALVES



HYDRANTS



AIR RELEASE VALVES



CHECK VALVES



SERVICE CONNECTION VALVES



COUPLINGS & ADAPTORS



REPAIR CLAMPS



TAPPING SADDLES



FITTINGS



ACCESSORIES & SPECIALTY PRODUCTS

COMPANY OVERVIEW

MARKET SEGMENTS

THROUGH OUR **MANUFACTURING CAPABILITIES** AND **SUPPLY NETWORK**, AVK IS ABLE TO PROVIDE ITS MARKETS WITH A BROAD RANGE OF PRODUCTS COVERING **FOUR** MAIN SEGMENTS.



**WATER
SUPPLY**



**WASTEWATER
TREATMENT**



**GAS
SUPPLY**



**FIRE
PROTECTION**

Product Category	Segments
Gate Valves	
Knife Gate Valves	
Butterfly Valves	
Hydrants	
Air Release Valves	
Check Valves	
Service Connection Valves	
Couplings & Adaptors	
Repair Clamps	
Tapping Saddles	
Fittings	
Accessories & Specialty Products	

COMPANY OVERVIEW

AUSTRALIAN

MANUFACTURING

AVK IS FIRMLY COMMITTED TO MANUFACTURING IN AUSTRALIA TO MEET AUSTRALIAN STANDARDS AND CONDITIONS, TYPICALLY A 50 YEAR DESIGN LIFE FOR BURIED SERVICE APPLICATIONS.

There is an ever increasing demand for even higher quality and innovation. Many years of experience and use of state-of-the-art technology for machining, coating, assembling, testing, and handling have resulted in top quality and innovative products that comply with the most common national and international standards as well as national approvals.

Australian standards are some of the most rigorous in the world in terms of preparation & coating to ensure protection against corrosion & abrasion; and design to ensure field serviceability and lowest possible lifecycle cost.

All AVK products are manufactured at our quality, certified manufacturing facilities across Australia and are coated using Fusion Bonded Epoxy (FBE) in accordance with AS 4158. The coating powder used in the process has StandardsMark approval to AS 4158 issued by SAI Global and the coating process is audited regularly by SAI as a requirement of product StandardsMark license and ISO 9000 certification.

All AVK products undergo a number of tests during the design phase of a product. Australian standards refer to these tests as Type Tests. The purpose is to ensure that the product will meet the required performance and design criteria. They include

strength tests, operational and endurance testing.

Before any component is issued into the store ready to be used in an assembly the batch is subject to dimensional and visual inspections. In the case of castings and copper alloy components, a material certificate confirming the material chemical analysis is required prior to release. All coated components are tested for a minimum coating thickness (microns) and tested for holidays.

INSPECTION



SURFACE PREPARATION



FBE COATING



ASSEMBLY



TESTING



COMPANY OVERVIEW

INDUSTRY ASSOCIATION

MEMBERSHIPS

AVK IS A MEMBER OF THE FOLLOWING ASSOCIATIONS:



The Australian Water Association (AWA) is the national peak water organisation, delivering information, expertise and collaboration for sustainable water management. AWA works to deliver programs, information, services and events that connect and communicate with members and enrich their engagement with the association and the water sector as a whole. The Association is committed to building Australia's water capabilities to maintain its position as a world leader in water management.



The Civil Contractors Federation (South Australian Branch) has 550 company members who in turn employ up to 20,000 South Australians. Members are involved in a variety of projects and activities (from small to very large) including the development and maintenance of civil or "horizontal" infrastructure such as roads, bridges, sewer, water and drainage pipelines, dams, wharves, commercial and housing land development. Members are also involved in the preparatory works for mining and other resource developments.



**Water Industry
Alliance**

The Water Industry Alliance (WIA) is a globally recognised hub of water expertise and research in South Australia, which drives growth for its members and the State economy. Formed in 1998, the Water Industry Alliance (WIA) is a cluster of 150 water-related organisations focused on sharing South Australia's water expertise with the world and growing the South Australian water industry through networking, collaboration and business development opportunities.



WIOA is an Incorporated Association and invites Membership from any persons responsible for carrying out the whole, or part operation and maintenance of any facet of the Water Industry. Members may be derived from the Private or Public Sector. The WIOA has a comprehensive Constitution with the key objectives being: promoting standards of education and training to ensure efficiency and competency of members, preservation of clean waterways and protection of public health and the environment and the accumulation and distribution of information on all aspects of the Water Industry.

COMPANY OVERVIEW

AVK BRANDS

OVER ITS YEARS OF OPERATION IN THE INDUSTRY, **AVK HAS ACQUIRED THE FOLLOWING NATIONALLY AND INTERNATIONALLY RECOGNISED BRANDS THAT ARE PART OF THE AVK GROUP AND CONTRIBUTE TO OUR PRODUCT PACKAGE.**

Glenfield Dams, reservoirs & hydro solutions

Glenfield Valves Ltd have been part of the successful AVK group for many years. As part of AVK, Glenfield Valves pride themselves in being one of the leading valve manufacturers of large bore valves for the water industry for waterworks, transmission lines, dams and reservoirs. Glenfield Valves was established back in 1852 and as such is one of the most experienced valve manufacturers in the world. Their portfolio comprises a large and comprehensive range of gate valves, butterfly valves, check and recoil valves as well as a proven and reliable range of submerged discharge valves and free discharge valves for the dams and reservoir industries.

WOUTER WITZEL VALVE TECHNOLOGY

Since 1966, the Dutch company Wouter Witzel has been an international leader in the field of power and energy for many years. They develop and produce a wide range of high quality industrial butterfly valves and accessories. The products are used in pipelines as shut-off valves, control valves and non-return valves. Wouter Witzel main goal is to provide customers with solutions that fit both their needs and their budgets. In order to achieve this they take a lot of effort to know the different worlds in which customers operate. The Wouter Witzel products meet the most stringent international quality requirements and are extremely durable.

WV World-Valve

World-Valve has been an international household name in reliable butterfly valves for over 50 years. As a worldwide provider of high quality solutions and services, they aim to stand out by adding tangible value to our products. Being true to this mission enables World-Valve to meet and, in most cases, exceed all of its customers' expectations. Driven by a partnership philosophy, World Valve have a strong desire to establish and maintain long term relationships with customers all over the world. This ambition is firmly supported by being part of the industry leader AVK Group.

VCW

VCW valves, located in Sorocaba - SP, is a company specialized in retention flows active in Basic Sanitation markets, water treatment and effluent among others. Today VCW is among the leading companies in the Brazilian market and is qualified in major sanitation companies in Brazil, which only proves their quality, technical and managerial capacity in the supply of their products. VCW takes into account the quality of products, linked to good price for the customer. Their product line includes Valve Retention Lock Quick, Double retention flap, retention for sewage, Ball Valves, Valve Male, Butterfly Valve Concentric and Bi-eccentric drive with manual, pneumatic and electrical and accessories.

cyt

Founded in 1990, CYL Knife Valves is today a well known company with 25 years of experience designing, manufacturing and selling knife gate valves. Thanks to a global network of agents and distributors, CYL products are present in over 50 countries. Due to their commitment to continuously improving on technology and competence development combined with a highly enthusiastic, qualified and experienced team, CYL has the ability to produce the widest range of innovative solutions tailored to customer's specific valve and application requirements.



Orbinox are present in more than 70 countries worldwide with over 45 years of experience designing, manufacturing and distributing knife gate valves, penstocks, dampers and valves for hydraulic works. Orbinox are highly qualified and experienced staff available to offer the most comprehensive solutions to our customers needs. Their Quality Assurance System covers all steps (from design to after sales service) in accordance with ISO 9001.



Premier Valves (Pty) Ltd is a privately owned company that has grown over a period of more than 50 years to become one of the largest manufacturers and suppliers of valves for the water industry in Southern Africa. Premier's 22,000 sqm factory premises just outside Johannesburg, in Alrode, Gauteng obtained its ISO 9001 Accreditation in 1996, and is particularly well known for both the manufacture and repair of large bore valves of up to DN3000.



AVK GUMMI manufactures high performance rubber components for demanding applications within food, drinking water, health care and technical applications. Rubber production started back in 1955, and today the production is carried out with modern, high-tech machinery. In 2001 AVK GUMMI commissioned one of the world's most advanced, fully automatic rubber mixing plants. AVK GUMMI is renowned as one of the markets competent team players with a particular focus on complete solutions, reducing production and installation costs and optimising the design and function of customer products.

COMPANY OVERVIEW

GLOBAL FINANCIAL

CAPABILITY

The AVK Group is divided into three main business divisions: AVK Water, AVK Industrial Valves and AVK Advanced Manufacturing. These divisions are built upon more than 100 operational companies within the Group, designing, producing and selling our own products into a range of business segments.

Development of key financial figures

The net sales of DKK 4,7 billion was well above last year with a growth rate of 26%, which was supported by the acquisition of Fusion Group in the UK and the two Australian production companies of Wang and Currumbin contributing 10% of the growth in sales. The organic growth was still an impressive 15% achieved across the 3 business units and with a positive development in most markets.

AVK Water realised a strong growth of more than 25%. Even if more positive market conditions supported the growth, most was achieved by

strengthening the position of AVK in both the mature markets of Europe, North America and Australia, as well as in emerging markets as India, South Africa and South East Asia.

The sales of AVK Industrial Valves re-bounced strongly after a weak year with a growth rate above 30% broadly based among the industrial companies as InterApp, Orbinox, Wouter Witzel and especially Flonidan, gained a strong position in the market for smart gas meters, especially in the Netherlands and the UK.

For the Advanced Manufacturing companies, sales of the past year grew almost 10% supported by a positive development in especially AVK Gummi and the Plastics Group.

The operating profit amounted to DKK 364,4 million, a 70% increase from the profit of 2015/16. The operating margin improved to 7,6% from 5,6% supported by the increase in sales and the continuous effort to optimise operations including the roll out of lean tools. Lean is presently being rolled out in 8 operational companies with the aim to improve delivery service, reduce stock levels, speed up product development and lower operational costs.

The investment level in the year was kept at a lower level than previous years as the aim was to achieve better capacity utilisation and improve cash flow,

but plans are in place to further expand the Groups production capacity to support the expected growth in the coming years.

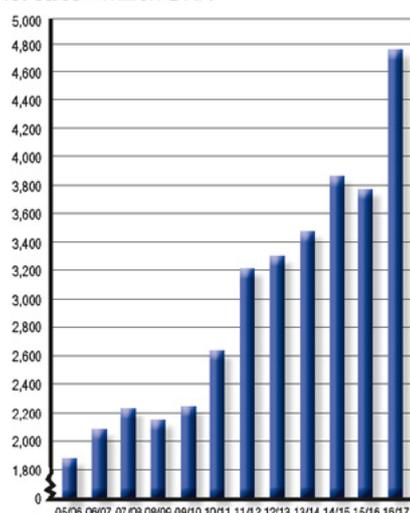
Expected Group developments

We expect a positive development in sales also for the coming year. The positive market conditions are expected to continue, which along with the latest acquisitions and the expansion of the Groups market position and product range will secure a growth rate close to or above the long-term objective of 10% annually.

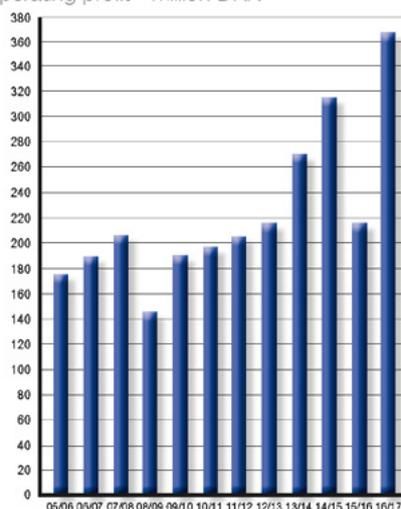
The Group's presence in the growing markets in Asia, Latin America and Africa will be continuously expanded. There is a large need for infrastructure investments within the areas of water and wastewater, but also in the more mature markets infrastructure investments are required to reduce non-revenue water. Digital tools and smart products that allow for better management and control of the water supply will play a growing role in the product and service offer of AVK.

We will continue investing in the improvement and expansion of our product range, production capacity, supply chain and digital tools to support both sales and operations. The acquisition of companies will also in the future contribute to further development of the Group.

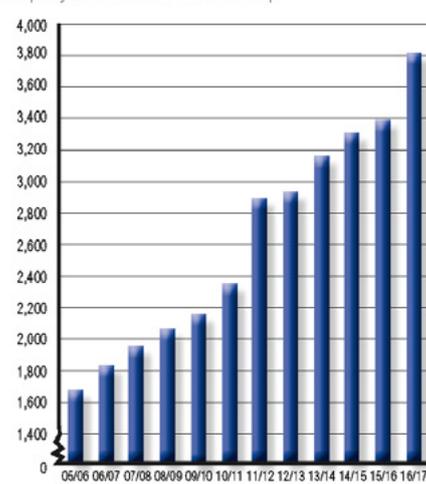
Net sales - million DKK



Operating profit - million DKK



Employees in the AVK Group



CORPORATE SOCIAL RESPONSIBILITY

GIVEN THE NATURE OF THE BUSINESS SEGMENTS THAT AVK OPERATES IN, WE HAVE THE POSSIBILITY AND THE OBLIGATION TO CONTRIBUTE TO THE PRESERVATION OF THE ENVIRONMENT.

Both within the water, gas, wastewater handling, and industrial segments, numerous measures may be taken to act responsibly towards the resources of nature. AVK recognises the dangers of creating a negative environmental impact when developing and exploiting business opportunities on a global scale. As a result, we are committed to constantly working on reducing this impact to a minimum by improving actions and effects that may deteriorate the resources of the earth.

We strive at developing products that are energy saving once they are in use in water installations. All the objectives, which have been set by the AVK Group to actively ensure protection of the environment, reflect that the members of the AVK Group are responsible companies with a sound and respectful attitude towards the environment.

We are aware of the importance of reducing the electricity consumption, as it adds to the emission of CO₂. We are also aware of the fact that clean water is a scarce resource. Therefore, the AVK group has outlined a number of very strict objectives for our production companies as far as electricity and water consumption are concerned. Consequently, all of our companies put high efforts in reducing

the consumption, wherever they can and even get a direct saving as a side benefit.

Every AVK employee is motivated to identify areas of improvement in the way we do business to the benefit of the environment. We do not only focus on activities and processes in our manufacturing companies, we also focus on the behaviour and business model of our suppliers. The AVK Group has agreed to a number of standards that suppliers need to comply with in order to be a certified supplier of the AVK Group.

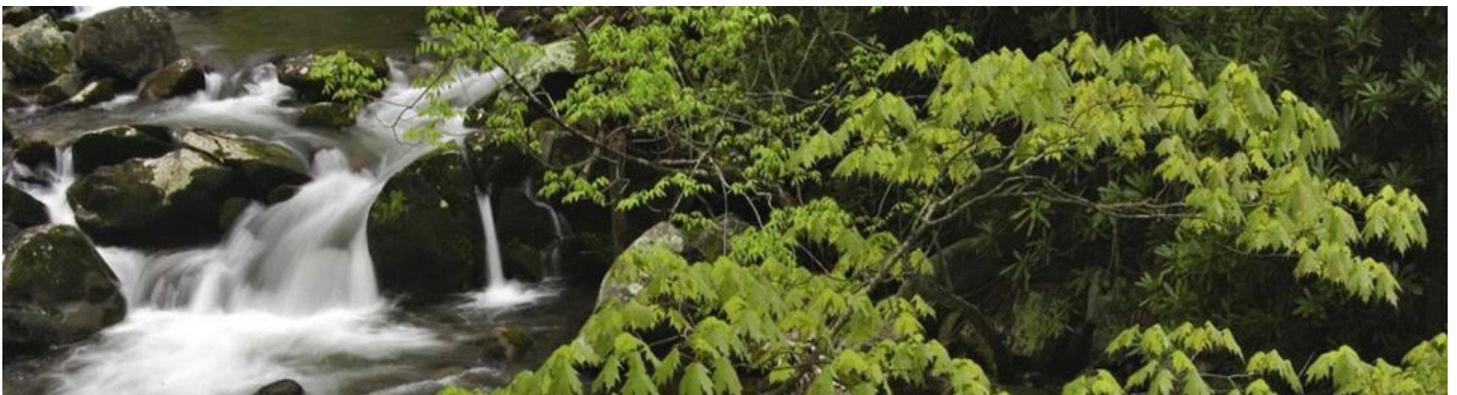
Therefore, in a world of intensified globalisation, resulting in increasing business relations between countries and cultures, it is vital for the AVK Group to achieve sustainability throughout the supply chain. We wish to assure our customers that we work with responsible partners who adhere to the same standards as we do. We seek partners with high ethical standards.

Partners who also feel a strong commitment to comply with international legislation in the field of labour. We are against the use of child labour throughout the entire supply chain, and do not accept any discrimination in respect of employment and

occupation. The AVK Group wishes to contribute to a sustainable future.

We recognise sustainability as a factor that is of vital importance to secure the future success not only of man driven businesses, but of mankind. Not only do the AVK products, in terms of the materials used and the processes carried through, show respect for the environment. The way in which we approach the market with our mindset and technologies, will be driving our efforts to preserve our planet for future generations around the world.

The products of AVK form part of infrastructures, which play an important role for the local environment all over the world. This for example, applies to the supply of pure drinking water and the draining of wastewater to treatment plants. As a natural consequence of this, AVK continues to focus on the environment in all its internal processes. Our company is certified according to ISO 14001 in respect of environmental management and AS 4801 certified in respect of the Australian standard for occupational health and safety. We have a proactive approach to business in all aspects, and this certainly involves working for a sustainable future.



MANAGEMENT SYSTEMS ISO 9001:2015

AVK OPERATES A QUALITY MANAGEMENT SYSTEM WHICH COMPLIES WITH THE REQUIREMENTS OF ISO 9001:2015 FOR THE MANUFACTURE, MARKETING AND SALE OF VALVES AND ASSOCIATED PRODUCTS.

Commitment to the policies and procedures is the foundation of quality culture responsible for achieving required standards and level of performance in every task undertaken. Efficient systems of operation and deliberate effort to continuously excel and improve, enable AVK to consistently meet customer needs and expectations while establishing long term relationships based on mutual trust and respect.

The focus on customer, through care and support, maintains provision of products and services of the highest quality.

The value of global wisdom applied to local specifications yields lasting confidence and satisfaction. Coordinated activities and uncompromised attention to detail, combined with

proven expertise and process, continue to deliver relevant, reliable and innovative solutions. Effective controls spanning design, materials, components, supplies, coatings, assembly, testing, inspection, packing, storage, dispatch, ongoing support and every step, ensure realisation of the promise to deliver what customers expect.



MANAGEMENT SYSTEMS ISO 14001:2015

AVK OPERATES AN ENVIRONMENTAL MANAGEMENT SYSTEM WHICH COMPLIES WITH THE REQUIREMENTS OF ISO 14001:2015 FOR THE PROCESSES ASSOCIATED WITH THE DEVELOPMENT, MANUFACTURE AND SUPPLY OF VALVES AND ASSOCIATED PRODUCTS.

AVK recognises its obligations to protect the environment under the Environmental Protection Act and ensure we prevent or minimise any environmental harm through our daily activities and operations. We as a company show our commitment by meeting regulations and legislative requirements by Federal, State and local government and manage environmental activities using best environmental practice.

The aim of AVK is to ensure we investigate and consider environmental aspects and impacts, new processes and plant are considered against

environmental legislation and best practice, maintain and ensure energy efficiency and our commitment to communication and training systems.

Our Environmental Management System comprises of an Environmental Policy and objectives and documentation that implement the principles identified in legislation. We currently hold certification to AS/NZS ISO 14001:2015 Environmental Management Systems. Our manufacturing facility holds a specific environmental licence with conditions and approvals pursuant to Environmental legislation.

AVK has implemented various projects to reduce electricity consumption by upgrading to LED lighting in our offices and production areas, purchasing a power factor correction unit and upgrading to energy efficient machinery.

We currently are reviewing water consumption and reviewing opportunities to reduce our water usage and for many years have had a re-use and recycling program in place. Our recycling programs extend to the community who assist with collecting our used pallets for schools, sporting clubs and other associations.



MANAGEMENT SYSTEMS

ISO 4801:2001

AVK OPERATES AN OCCUPATIONAL HEALTH & SAFETY MANAGEMENT SYSTEM WHICH COMPLIES WITH THE REQUIREMENTS OF ISO 4801:2001 FOR THE PROCESSES ASSOCIATED WITH THE DEVELOPMENT, MANUFACTURE AND SUPPLY OF VALVES AND ASSOCIATED PRODUCTS.

The most valuable asset to AVK is its employees' health, safety and welfare. AVK is dedicated to implementing best practice solutions for health and safety concerns and is committed to ensuring and exceeding compliance with current legislation. Our system incorporates legislation requirements with the WHS Act and Regulations, various Codes of Practice, Guidelines and Australian and New Zealand Standards including holding current certification to AS ISO 4801:2001 Occupational Health and Safety Management Systems.

The aim of AVK is to ensure we have a safe and encouraging work environment as outlined by our

company policies. To achieve this, AVK has a number of objectives and targets that are set to ensure ongoing improvement of workplace health and safety.

Our WHS Management System is part of AVK's overall Company Management System which includes organisational structure, planning activities, responsibilities, practices, and procedures and processed and resources for developing, implementing, achieving, reviewing and maintaining the WHS policy and objectives, and assists with managing and minimising WHS risks associated with the business.

AVK ensures our company procedures and processes are followed in regards to Hazard Identification and Risk Minimisation for all existing plant, equipment and operations.

We endeavour to protect our employees, contractors, customers, suppliers and the community and this is shown from our prevention of workplace injury accidents and statistics.

We as a company are committed to an active consultation process that embraces the views of our employees and strive for continuous improvement to ensure our system is continuously evolving.



MANAGEMENT SYSTEMS STANDARDSMARK CERTIFICATION

AVK MANUFACTURES VALVES, HYDRANTS, COUPLINGS, REPAIR CLAMPS, FITTINGS AND ACCESSORIES TO THE FOLLOWING STANDARDS LISTED IN THE TABLE BELOW.

All product ranges indicated are manufactured and tested under the controlled conditions and documented procedures of ISO 9001, to meet the performance requirements stipulated in the

relevant Australia/New Zealand Standards. If you would like further information on AVK Australia Civil StandardsMark licenses and certificates of conformity please visit - www.avkcivil.com.au

Australia/New Zealand Standard	Description
AS/NZS 2638.2:2011	StandardsMark License Gate valves for waterworks purposes - resilient seated
AS/NZS 2638.2:2011 AS 2638.2:2006	WaterMark Certificate of Conformity - Level 1 Gate valves for waterworks purposes - resilient seated
AS 4794:2001	StandardsMark License Non-return valves - swing check and tilting disc
AS 4794:2001	WaterMark Certificate of Conformity - Level 1 Non-return valves - swing check and tilting disc
NZS 4522:2010	StandardsMark License Underground fire hydrants
AS 3952:2002	StandardsMark License Water supply - DN80 spring hydrants valve for general purposes
AS 4795.2:2011	StandardsMark License Butterfly valves for waterworks purposes - double flanged
AS/NZS 4998:2009	StandardsMark License Bolted unrestrained mechanical couplings for waterworks purposes
AS/NZS 4793:2009	StandardsMark License Mechanical tapping bands for waterworks purposes
AS 4181:1999	StandardsMark License Stainless Steel Clamps for waterworks purposes
AS/NZS 4129:2008	StandardsMark License Fittings for polyethylene pipes for pressure applications
AS/NZS 2280:2014	StandardsMark License Ductile Iron pipes and fittings

MANAGEMENT SYSTEMS STANDARDSMARK CERTIFICATION

AVK MANUFACTURES **STANDARDSMARK** AND/OR **WATERMARK** PRODUCTS TO THE FOLLOWING AUSTRALIAN & NEW ZEALAND STANDARDS.



Australia/New Zealand Standard	StandardsMark SAI Global License	WaterMark SAI Global License
AS/NZS 2638.2 Gate valves for waterworks purposes - resilient seated	SMK02420	WMK02420
AS 4794 Non-return valves - swing check and tilting disc	SMKP20363	WMKP20363
NZS 4522 Underground fire hydrants	SMK40287	-
AS 3952 Water supply spring hydrant valve for general purposes	SMKP20156	-
AS 4795.2 Butterfly valves for waterworks purposes - double flanged	SMKP20435	-
AS/NZS 4998 Bolted unrestrained mechanical couplings for waterworks	SMK40397	-
AS/NZS 4793 Mechanical tapping bands for waterworks	SMK00278	-
AS 4181 Stainless steel clamps for waterworks	SMK1785	-
AS/NZS 4129 Fittings for polyethylene pipes for pressure applications	SMK40080	-
AS/NZS 2280 Ductile Iron pipes and fittings	SMKP20172	-

COMPANY POLICIES WORKPLACE HEALTH AND SAFETY

THE MOST VALUABLE ASSET TO AVK IS ITS EMPLOYEES WHOSE HEALTH, SAFETY AND WELFARE RANKS EQUALLY WITH ALL OTHER FINANCIAL AND OPERATIONAL CONSIDERATIONS.

In all instances, AVK will seek to implement best practice solutions for health, safety and welfare concerns and is committed to ensuring compliance with current legislation.

All employees who work at AVK have responsibilities for observing health and safety requirements and understanding that others may be affected by their actions or failure to act whilst at work. AVK has integrated as part of its Company Management System (CMS) policies and procedures to address

WHS issues and concerns ensuring a holistic approach to its management. AVK shall ensure appropriate procedures are followed in regards to hazard identification and control of risks for all existing plant, equipment and operations as well as future additions to the workplace. AVK is committed to an active consultation process that embraces both the provision of providing information to employees and the consideration of their views prior to making decisions affecting health and safety.

AVK has an ongoing commitment to education and training from initial induction training, to on the job training and supervision. AVK is committed to setting and monitoring meaningful and measurable aims and objectives. AVK will through regular review of systems as stated in the CMS, strive for continuous improvement to bring about an ongoing improvement of workplace health and safety performance with the aim of providing a safe working environment.



COMPANY POLICIES

ENVIRONMENTAL

AVK RECOGNISES ITS OBLIGATIONS TO **PROTECT** THE ENVIRONMENT BOTH **LOCALLY** AND **GLOBALLY**, FOR PRESENT AND FUTURE GENERATIONS. TO THIS AIM, **AVK** **DOCUMENT, IMPLEMENT AND MAINTAIN** THROUGH THE COMPANY MANAGEMENT SYSTEM (CMS) AND ENVIRONMENTAL MANAGEMENT SYSTEM (EMS).

The EMS shall ensure AVK commitment to:

- Meeting the regulations and legislative requirements as required by Federal, State and Local Government.
- Managing the activities over which it has control and which have an impact on the environment, using worlds best environmental practice.
- Monitoring its use of natural resources, both renewable and non-renewable and maximise the efficiency and effectiveness with which they are used, with a view to minimising any environmental impacts.
- Periodically reviewing its activities and their environmental impact with a focus on continuous and sustainable improvement and prevention of pollution.

This policy shall be made available to all interested parties.



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