

A vision for the future of water on our planet

2017 | 12

FUTURE WATER

Amiblu[®]
Sustainable Water Solutions



MERGING STRENGTHS
FOR CUSTOMER BENEFITS
ISTT AWARD WINNER
DELIVERING CUSTOMER
SUCCESS

FUTURE WATER

Message from our CEO



Nick Crofts, CEO Amiblu Group

It is hard to believe that it has been 3 months since we launched Amiblu.

We have already seen many changes. From the pain of parting with former colleagues and friends as we have closed facilities and merged our business to the delight of bringing together former adversaries. Together we are already taking the fight to traditional and obsolete pipe systems. Now as one team we are building our future. The Why of Amiblu is "Sustainable Water Solutions". This is the real need our customers have. Installations that are competitive, fast to install and engineered for over 100 years of lifetime. Systems that save energy and reduce maintenance costs. Sustainability and innovation are at the heart of government and investor policy.

When we launched Amiblu we talked about 3 pillars to our success:



SUSTAINABLE WATER SOLUTIONS

The essence of Hobas and Flowtite products supported by Amiblu technology.



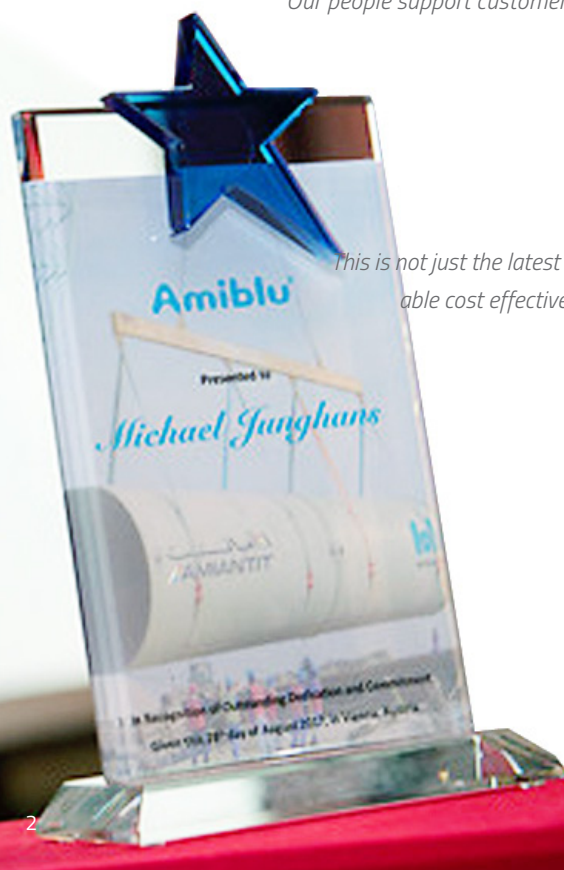
CUSTOMER FOCUS

Customers choose suppliers that make them more successful, it's a basic rule of business. Our people support customers from design through to operation, building customer success.



INNOVATION

This is not just the latest impact resistant or abrasion resistant pipe, or the most reliable cost effective coupling. It is the "can do" philosophy of our people.



On our website and with regular email releases we are launching "Future Water" as the news and mouthpiece of our company. I hope you enjoy the first copy!

Thanks for your huge support and energy as we move into 2018, a year of growth and opportunity for Amiblu and you, our customers.

Nick

And the ISTT Award for rehabilitation goes to...

SUSTAINABLE
WATER SOLUTIONS



Our NC solutions are the most sustainable option for rehabilitation.

Quick to install and guaranteeing integrity they are a permanent solution and winning share against the uncertainties of "cured in place" pipe repairs. On September 26th, at the ISTT conference in Medellin, Colombia, the company SADE was presented with the Rehabilitation Project Award for their work on a sewer system upgrade and replacement project in the French city of Toulon. The four-year project entails the reconstruction of 6.4 km sewer channels with large-diameter Hobas NC profiles. The channel leads to the seaside wastewater treatment plant and outfall at the Cap Sicié collector. The project will be completed in early 2018.

Congratulations



Marc Sadok, Sales Manager Amiblu France
Representative of Sade America Latina
Arlex T. Rodriguez, Executive Director CISTT



Customers already benefiting from combined Hobas Flowtite solutions

Time is money and fast reliable installations make a huge difference to our customers.

In the Austrian city of Ybbs, a 500 m³ potable water tank has been installed in just 8 hours! The tank is built of Hobas CC-GRP pipes DN 2555 / SN 5000 and consists of three water chambers and a valve chamber.



Using Amiblu pipe saves pumping costs, vital for irrigation.

In Spain's Valencia, a 1625 m long irrigation pipeline is currently being built with 13-meter long Flowtite pipes DN 1400-1800, SN 5000, PN 1. The project will be completed end of 2017. 13-meter pipes reduce installation time and minimise project costs.

Hydropower penstocks often use GRP pipe technology as it offers the highest energy offtake possible. And what's more, this is sustainable as the pipes do not corrode or support slime build up.

In Chile, 50 km southeast of the city of Santiago, the 531 MW Alto Maipo hydro-electrical power plant complex is currently being built – featuring 1600 m Hobas GRP Pipes DN 3000 and 3270.





CUSTOMER
FOCUS

Amiblu®
Sustainable Water Solutions

Delivering customer success with a new CRM



We selected a CRM system with which we can store multiple formats of information alongside a customer project. This allows engineering, customer service and supply chain to support our account managers

to deliver success. The system, designed with Suproffice, has been rolled out by Boyan Yordanov to all sales and service teams. It will be fully operation by the close of 2017.

Our new identity

Amiblu is a combination of Ami as "friendly, customer centric" and Blue, the colour of sustainability and the circular economy. Our new website and corporate brochures are available online. Over 2018 we will continue to develop our story and reach out to our customers with sustainable water solutions.

Sharing best practice



After years of working in parallel to develop the GRP pipe market, the sales teams of Hobas and Amiantit finally came together to share how best to promote Amiblu technology. They are united by a desire to replace obsolete materials that are failing prematurely giving poor value to tax payers and private

investors. During the last two months, intensive workshops under the guidance of Thomas Simoner and Victor Cid explored how we can best offer our sustainable water solutions for our customers.



One operation to deliver excellence



Maik Altendorf, COO Amiblu Group

Within Hobas, the team had established a one-factory concept in which the production plants were integrated and planned as one. This offers multiple points of supply and ensures we offer customers the shortest lead-time. Merging with Amiantit allows to expand this

concept but at the same time we had to address an excess of capacity. Sadly as we reviewed the most cost effective and responsive service model it became clear we will not continue with the plant in Wietersdorf. We have been able to relocate many of the key personnel and assets

from this site whilst offering maximum support to those friends and colleagues who leave us. Production will conclude in early 2018 transferring to other sites offering full customer continuity. Amiblu is extremely grateful to the personnel involved in this difficult transition.

Just after we merged we experienced a fire in the central power supply of the Polish centrifugal casting (CC) factory affecting the machines' switch cabinets. This provided an early test of the one-factory concept. The local team successfully restarted the fittings construction within 2 days and all pipe orders were relocated to a German factory within 24 hours.

This demonstrates the advantage of the scale of Amiblu. We were able to ensure that no customer schedules were undermined and offer complete service continuity. This was a huge endorsement of the skill in our operations team.

This merger is also about growth. We are building a new fittings workshop in Poland investing over €3M in buildings and equipment. Completion is planned for June 2018. Before merger Amiantit had a sub-scale CC line operating in Gdąnsk. By relocating production into larger CC-GRP plants we have freed up space allowing further expansion of rehabilitation NC (non-circular) technology adding a 3rd machine to the site whilst boosting output.

There are many projects running to improve integration. We are rolling out SAP to all Amiantit plants integrating supply chains. A companywide MRP system is supporting our procurement teams ensuring robust just-in-time raw materials and services.





WORLD-CLASS
INNOVATION

Amiblu[®]
Sustainable Water Solutions

Amiblu Technology

We have combined technology teams and are moving the R&D headquarters to Norway where we have the largest technology centre for GRP pipe technology in the world. Here we develop next generation technologies

and services. Sharing secrets from the worlds of Flowtite and Hobas is unlocking new potential in terms of hybrid product or process improvement. 2018 will be an exciting year for Amiblu and our customers as we establish GRP pipe solutions as the leading choice for sustainability.



Amiblu is a 50:50 joint venture whose goal is to develop and deliver fully sustainable water solutions. Amiblu combines Amiantit Europe and its Flowtite Technology, and Hobas Europe, part of WIE Wietesdorfer Holding, and is the specialist in drinking water, irrigation, waste water, hydropower and industry.