### MAKING A DIFFERENCE



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### **EXPECT...** AVK

### IN EVERY PART OF THE WORLD THERE IS A NEED FOR USING THE AVAILABLE RESOURCES IN THE MOST REWARDING WAY

Providing local people and businesses with technologically advanced solutions that may increase the quality of life and contribute to the growth of local economies are benefits of the products that the AVK Group offers to the global market. Clean water, safe and efficient handling of wastewater and gas, and protection against fires. These are some of the benefits that we invite the world to profit from when using AVK products.

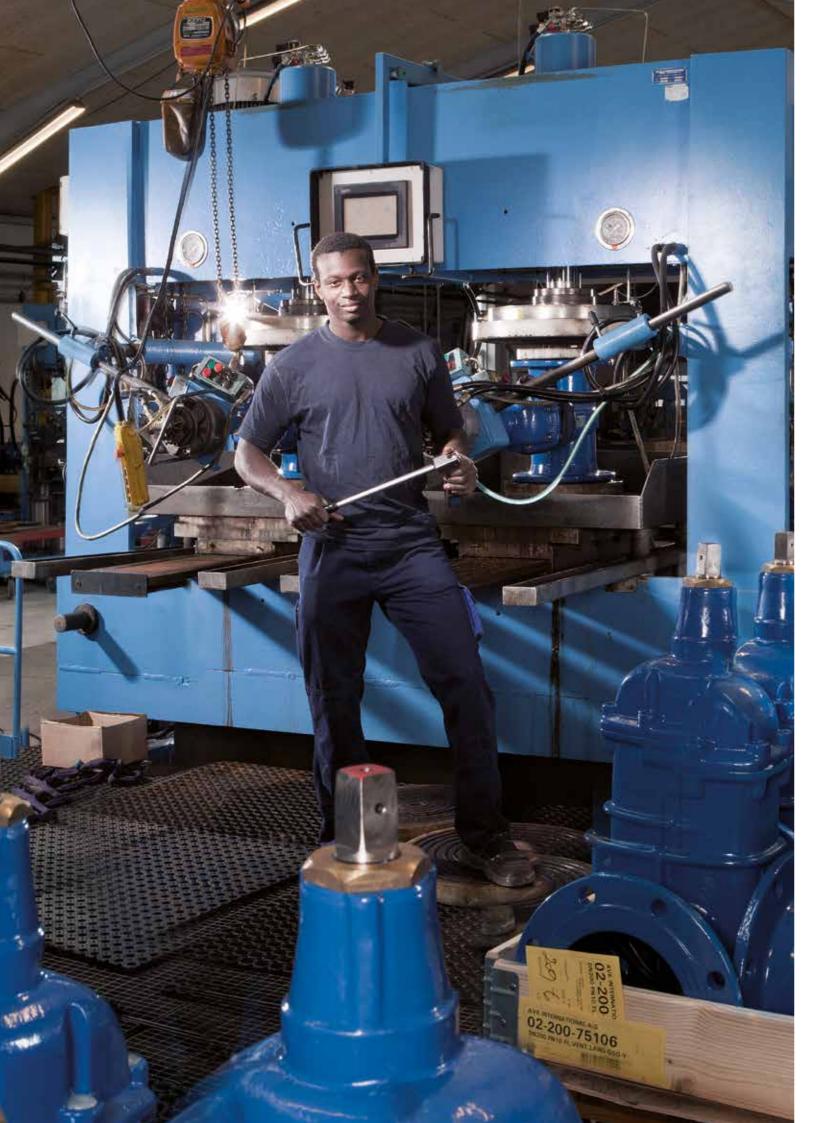
Providing unique and high quality product solutions to satisfy a growing market

demand is our way of making a difference in numerous business segments that have a direct impact on how modern people live today. It also has a considerable impact on how we will leave the environment and our planet for future generations.

The AVK Group's core business is in the water, gas, wastewater and fire protection segments, but the Group also designs and manufactures industrial valves for power generation, shipbuilding, pulp and paper and oil industries. We only enter business

segments where we believe in our ability to make a difference by developing and supplying products that will contribute to further strengthening our market leadership on a global scale. The AVK Group profits from years of manufacturing experience combined with an in-depth commercial knowledge of market needs around the world. The group consists of a number of international companies that think globally, but act with individualised designs and solutions in order to make local footprints.





# OUR MISSION IS TO BECOME OUR CUSTOMERS' PREFERRED PROVIDER OF VALVES, HYDRANTS, FITTINGS 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:

#### **QUALITY**

Quality guarantees customers that the solution works, last and lives up to or exceed standards and requirements from the markets and avoid unforeseen additional costs. We continuously improve our skills and knowledge, and work and cooperate professionally and focused.

#### **INNOVATION**

Change is the keyword for business today. Therefore, it is crucial that customers choose an innovative supplier who ensures that they can easily adapt to future market demands.

#### **RELIABILITY**

Reliability is becoming increasingly important in an uncertain business world. With one reliable supplier the customers can measure performance and make changes to constantly improve their business.

#### **SUSTAINABILITY**

Sustainable development is essential for society and business to thrive and grow. Pursuing a sustainability strategy can lead to sustainable business, new business opportunities and significant cost savings for our customers.

#### **CUSTOMER SERVICE**

Customer satisfaction does not only derive from our products, but from the service we offer to our customers as well. Customer service reflects the professional way a company handles the needs, queries and requests of its customers.



## WHY QUALITY MATTERS

THOUGH MOST OF OUR
PRODUCTS ARE HIDDEN
FROM SIGHT, THEY PLAY
AN IMPORTANT ROLE IN
MANAGING THE MOST
PRECIOUS OF ALL EARTH'S
RESOURCES - FRESH WATER

Tomorrow or 50 years from now, our solutions have to perform flawlessly and effortlessly every time!

When they do, it means that fewer leaks and breaches occur, it is easy to close off and repair a network, if problems occur. This means thousands and thousands spared on maintanance, lost water etc.

High quality, functional and operational valves are the backbone in any water distribution system.

Saving on quality can ultimately come a very high price. The costs and trouble caused by bad quality proceed the investment at any time.

At AVK, we are also dedicated to sharing our knowledge, and expanding our reach by cooperating with other key players in water management - and in that way contributing to UN's sixth Sustainable Development goals - Ensuring access to water and sanitation for all.



UN Sustainable
Development Goal no. 6

## **ENSURE ACCESS TO WATER AND SANITATION FOR ALL**

Access to water, sanitation and hygiene is a human right, yet billions are still faced with daily challenges accessing even the most basic of services.

Around 1.8 billion people globally use a source of drinking water that is fecally contaminated. Some 2.4 billion people lack access to basic sanitation services, such as toilets or latrines. Water scarcity affects more than 40 per cent of the global population and is projected to rise. More than 80 per cent of wastewater resulting from human activities is discharged into rivers or sea without any treatment, leading to pollution.

## INNOVATION FOR ADAPTABILITY AND PROGRESS

THROUGH CONSTANT
INNOVATION AND
ADAPTATION, WE STRIVE
TO DEVELOPE INNOVATIVE
SOLUTIONS THAT
CONTRIBUTE TO LONGTERM
SUSTAINABILITY IN CITIES
WORLDWIDE.

Cities are hubs for ideas, commerce, culture, science, productivity, social development and much more. At their best, cities have enabled people to advance socially and economically.

However, many challenges exist to maintaining cities in a way that continues to create jobs and prosperity while not straining land and resources. Common urban challenges include congestion, lack of funds to provide basic services, a shortage of adequate housing and declining infrastructure.

The challenges cities face can be overcome in ways that allow them to continue to thrive and grow, while improving resource use and reducing pollution and poverty. The future we want includes cities of opportunities for all, with access to basic services, energy, housing, transportation and more.



UN Sustainable
Development Goal no. 11

## MAKE CITIES INCLUSIVE, SAFE, RESILIENT AND SUSTAINABLE

95% of urban expansion in the next decades will take place in developing countries

Half of humanity -3.5 billion people - live in cities today, and this number will continue to grow.

Because the future will be urban for a majority of people, the solutions to some of the greatest issues facing humans – poverty, climate change, healthcare, education – must be found in city life.



THE AVK GROUP OF COMPANIES THE AVK GROUP OF COMPANIES



## RELIABILITY KNOWING WHAT WORKS!

GIVEN THE NATURE OF THE BUSINESS SEGMENTS THAT THE AVK GROUP 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.

The AVK Group 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 CO<sub>2</sub>. 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.

## SUSTAINABILITY TOMORROW MATTERS AS MUCH AS TODAY

TO US, SUSTAINABILITY MEANS UNDERTAKING INITIATIVES
TO PROMOTE GREATER ENVIRONMENTAL RESPONSIBILITY
AND ENCOURAGE THE DEVELOPMENT AND DIFFUSION OF
ENVIRONMENTALLY FRIENDLY TECHNOLOGIES, SUCH AS THOSE
WHICH REDUCE WATER WASTE.

For AVK sustainability and sound economics go hand-in-hand. By reducing water waste you not only save money, you actively help reduce electricity consumption and protect one of our most valuable resources. Our high-quality solutions minimize environmental impacts caused by excavation, repair or replacement. This ensures that your business is based on a sustainable foundation living up to the requirements of social responsibility and environmental conscience.

#### Sustainable management of natural resources

In every part of the world there is a need for using the available resources in the most efficient manner. Pure drinking water free from harmful bacteria as well as safe and efficient wastewater treatment are some of the benefits we invite you to profit from when using AVK products.

#### Lasting solutions.

Sustainability is about creating a sustainable business. Our solutions reduce water loss, electricity consumption and CO2 emissions in production facilities all over the world, and are financially tenable.

#### Optimization for better results.

Today our innovative solutions significantly reduce water wastage simply because we have put a lot of effort into optimizing every design detail. Innovation is a central part of a modern business, and we are dedicated to finding new ways to reduce water waste and optimize your business.

#### Recognition of the united nations global compact principles

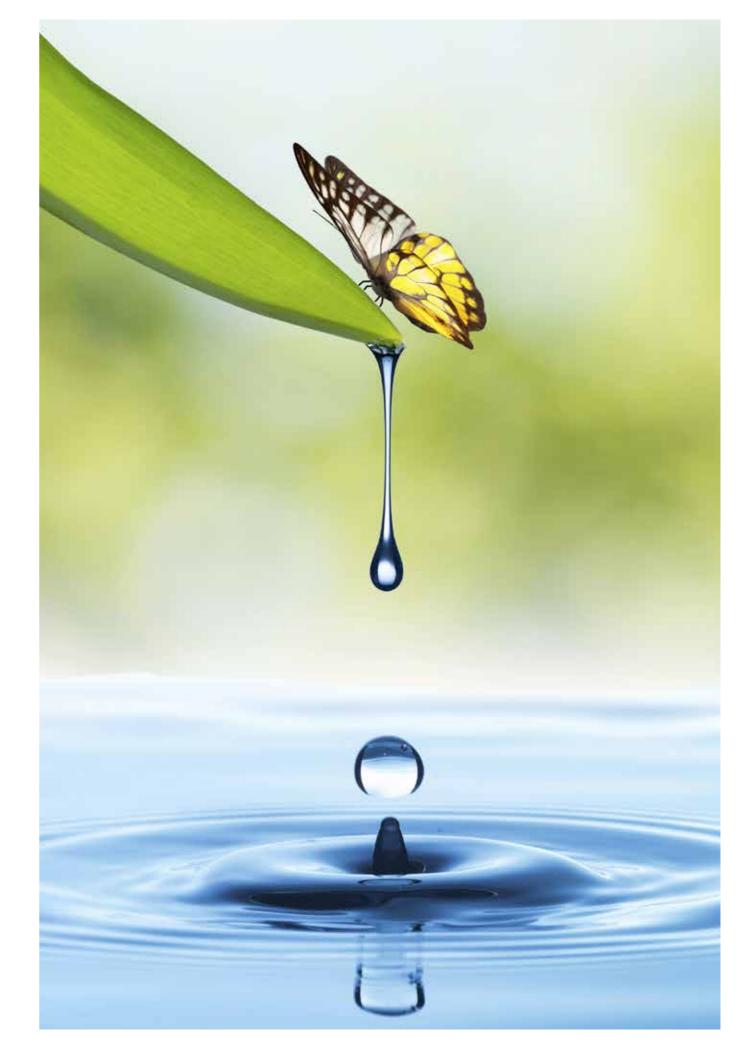
The AVK Group realises that a global presence demands high ethical standards. Throughout our organisation and in all our actions we therefore recognise the principles laid out in the United Nations Global Compact document.

#### International standard for environmental management (ISO 14001)

AVK complies with the internationally accepted ISO 14001 standard, which provides a foundation for eco-management in companies. We work hard to fulfil local environmental standards and minimise our environmental impacts, both in terms of production processes and materials.

#### We expect more from ourselves

The AVK Group has set stringent requirements to its production companies regarding energy and water consumption. We are aware of the importance of reducing electricity consumption as this contributes to the CO2 emission problem. We also know that pure water is a scarce resource and, consequently, oblige our companies to make a great effort to reduce their use.





## CUSTOMER SERVICE A NO-PROBLEM POLICY

OUR CUSTOMERS EXPECT A PARTNER WHO CAN COMBINE THE PRODUCT PORTFOLIO AND COST EFFICIENCY OF A GLOBAL LEADER WITH THE FLEXIBILITY AND ADAPTION OF A LOCAL TEAM

To brand and sell AVK's comprehensive product assortment, the AVK Group is present in more than 85 countries worldwide. Sales and distribution are handled by AVK sales companies, representative offices, agents and distributors. This wide sales network enables us to offer not only products of high quality, but also a good service and relevant information to our end users located around the world.

Our local presence is our reliable source of information about changes and requirements from the various markets. The AVK marketing departments provide AVK's sales force with all necessary sales tools and product documentation, such as data sheets, catalogues, brochures, installation and maintenance instructions, and outline drawings.

Our website, www.avkvalves.com also features a pool of valuable and updated information about AVK developments within the company, the product assortment, the sales network and much, much more. We encourage you to frequently pay a visit to our website for news and updates.

To ensure that both the sales force and our customers are fully updated on AVK's

product programme we offer product seminars and guided tours at AVK's factories as well as assistance at exhibitions. A number of showbuses are touring the markets wherever needed as an "exhibition on wheels" with personal guidance and demonstration of specific products.

In 2010, AVK International A/S inaugurated a show lab where our customers, employees and stakeholders have the opportunity to learn how to install and use our products in a realistic system.





## THE AVK CORE BUSINESS SEGMENTS

## AVK IS DIVIDED INTO THREE MAIN BUSINESS SEGMENTS, AVK WATER, AVK INDUSTRIAL AND AVK ADVANCED MANUFACTURING.

These segments are built upon companies that possess product and manufacturing competences which are used in many different business segments throughout the world. To comply with the needs of our customers, we act as an international manufacturer — designing, producing and selling our own products.





#### **AVK WATER**





**AVK** INDUSTRIAL





AVK ADVANCED MANUFACTURING



## **AVK WATER**



AVK IS ONE OF THE LEADING VALVE MANUFACTURERS FOR WATER, GAS AND WASTEWATER INDUSTRIES AS WELL AS FIRE PROTECTION WORLDWIDE.

OUR PRODUCT PROGRAMME COMPRISES A LARGE RANGE OF VALVES, HYDRANTS, PIPE FITTINGS AND ACCESSORIES, EACH COMPLYING WITH THE HIGHEST STANDARDS OF SAFETY AND DURABILITY.

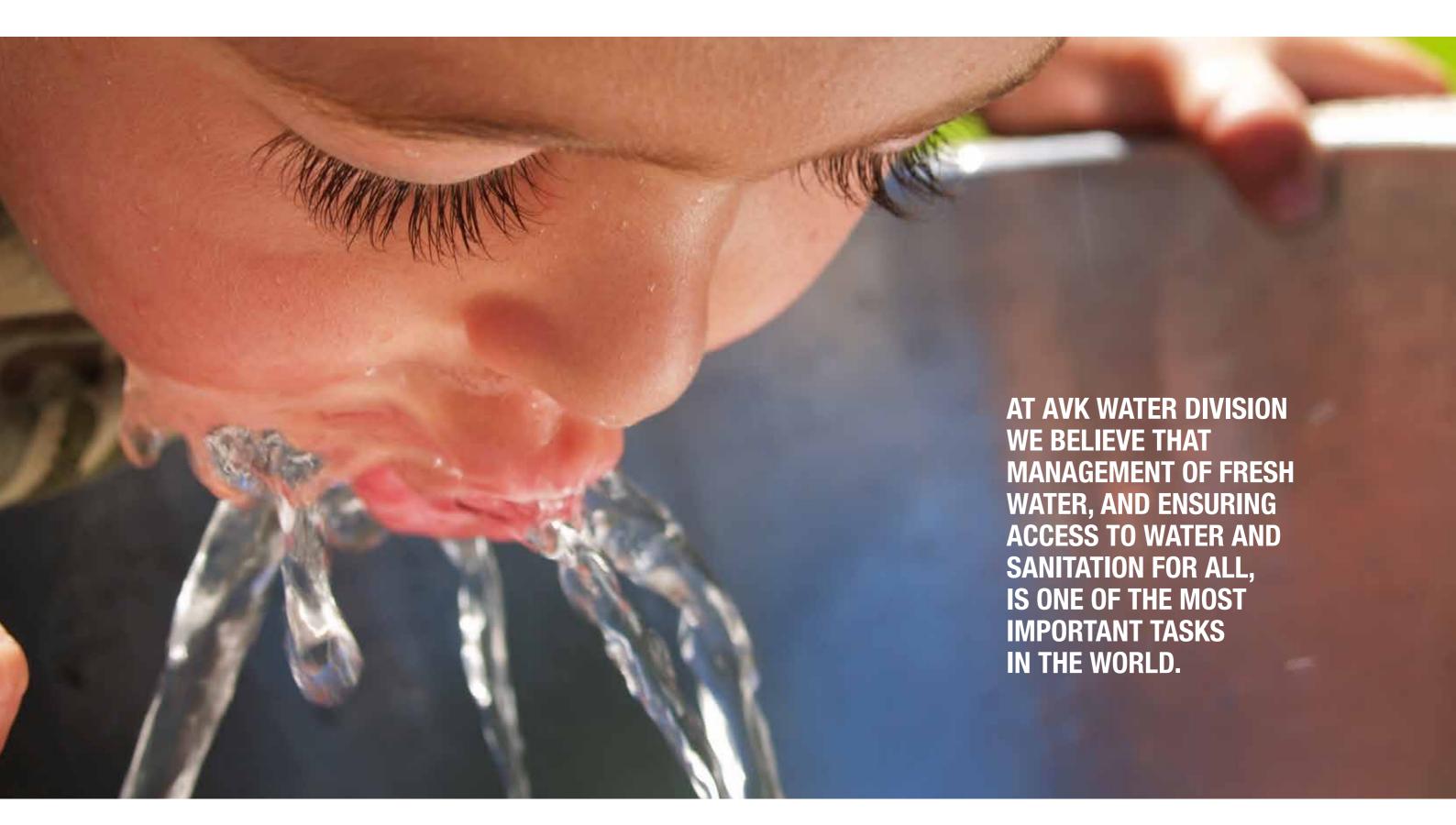








## **AVK WATER**



## **AVK WATER GROUP MANAGEMENT**



Sæderup Nielsen

-> Finance
-> Quality
-> Legal
-> IT
-> Logistics
-> Purchase
-> Manufacturing

Web solutions

Branding

**CORPORATE SUPPORT** 

Lars

GROUP PRODUCT COMMITTEE

Karsten

Søren Kjær Gert Borrits

R&D

SALES REGIONS

Continental Europe Central America and Caribbean

UK and Ireland South America

North America Arab world

Australia and New Zealand Southern Africa

China Northern Africa

South East Asia

**GROUP PRODUCTION** Denmark Malaysia Poland Germany France The Netherlands Spain China Japan USA Switzerland Saudi Arabia India Australia Canada



### **AVK WATER**



PRODUCT RANGE FOR WATER SUPPLY

AVK is known as a manufacturer of high quality products supplying a wide product range for water supply and water treatment throughout the world

AVK products have a long life due to high quality of design, construction, manufacture, and materials. AVK focuses on product quality and reliability. AVK's product programme for water comprises a large range of valves, pipe fittings, and accessories for all known pipe materials.

AVK produces according to all common national and international standards such as ISO, CEN, DIN, NF, BS, GB, AWWA, JWWA, SABS, AS, and GOST.

AVK produces a wide range of house connection valves of various materials such as ductile iron, navy brass, and polyoxymethylen (POM) and a wide range of butterfly valves in double eccentric, centric, vulcanized and loose liner design.

In addition to this, we produce a variety of pipe fittings, tapping saddles, couplings and adaptors, stem extensions, and street covers.



PRODUCT RANGE FOR GAS SUPPLY

Gas is an important energy source for heating, cooking, and production. The demand for safety in the gas distribution network is high.

AVK has a long experience in producing valves for the gas distribution network, and AVK's products comply with the gas companies' high demands for safety, reliable operation, and long service life.

The AVK product range for gas includes gate valves of ductile iron and steel, service isolation ball valves of PE 100, flow limitors, and fittings.

AVK also produces a range of house connection valves and safety devices

as well as a range of couplings and adaptors approved by all major testing institutes. In addition to this, Bryan Donkin Valves Ltd. is well-known for the product programme of valves ranging from small ball valves to large diameter parallel slide gate valves, and Flonidan DC A/S is a well-known producer of M & R stations and remote control units in the natural gas distribution system. TEC Artec produces gate slide valves up to PN 100 DN 400 and ball valves up to PN 420 DN 500.



## PRODUCT RANGE FOR WASTEWATER TREATMENT

Wastewater is a natural by-product in modern societies. Wastewater from households, industry, and production causes waste and pollution and is thus a threat to our environment unless we handle and clean it properly.

Wastewater is an aggressive medium requiring a high degree of corrosion protection of products.

AVK offers a wide range of products for the handling and treatment of wastewater including valves mounted with pneumatic or electric actuators as well as position indicator.





Resilient seated gate valves from DN 40 up to and including DN 800, and metal seated gate valves, knife gate valves, butterfly valves up to and including DN 2000. Moreover, AVK produces non-return valves in the form of ball or swing check valves with a number of accessories.

The product package for wastewater treatment is completed with a range of air valves, penstocks, stop logs and pipe fittings like dismantling joints and concrete wall crossing sheaths.



PRODUCT RANGE FOR FIRE PROTECTION

Fire protection installations are essential in societies aiming to protect people, environment, and buildings from uncontrollable fires. Fire fighters must react fast and be efficient in dangerous situations which calls for a reliable water supply and fire equipment.

AVK offers a wide range of hydrants, valves, indicator posts, and accessories for fire protection installations. AVK hydrants are designed to comply with individual market demands and needs focusing on reliable, fast, and efficient operation.

A comprehensive range of fire hydrants and gate valves are produced according to a number of national standards.



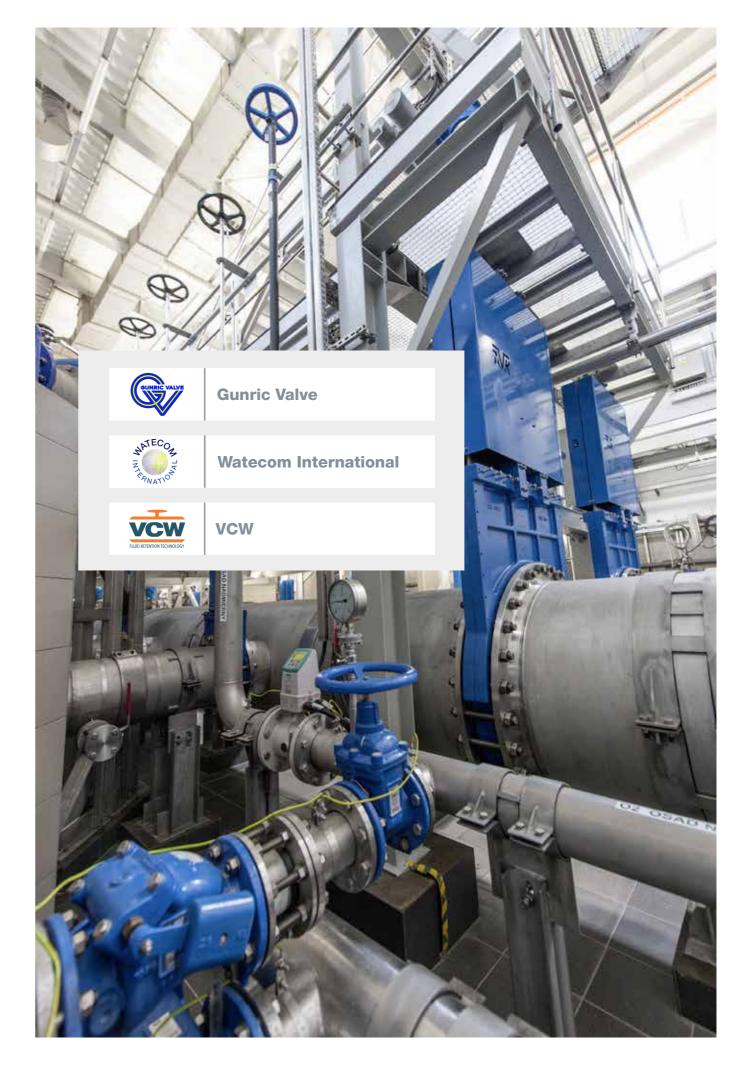
The product programme comprises underground hydrants, pillar type hydrants, nostalgic type hydrants, and irrigation and fountain hydrants.

Valves and accessories in sprinkling installations as well as in industrial processing plants are part of the fire protection product package.

## **AVK WATER COMPANIES**

THE AVK WATER COMPANIES COMPRISES OUR ORIGINAL CORE BUSINESS; VALVES FOR WATER AND GAS DISTRIBUTION, WASTE-WATER TREATMENT AND FIRE PROTECTION WORLDWIDE





### **AVK INDUSTRIAL**

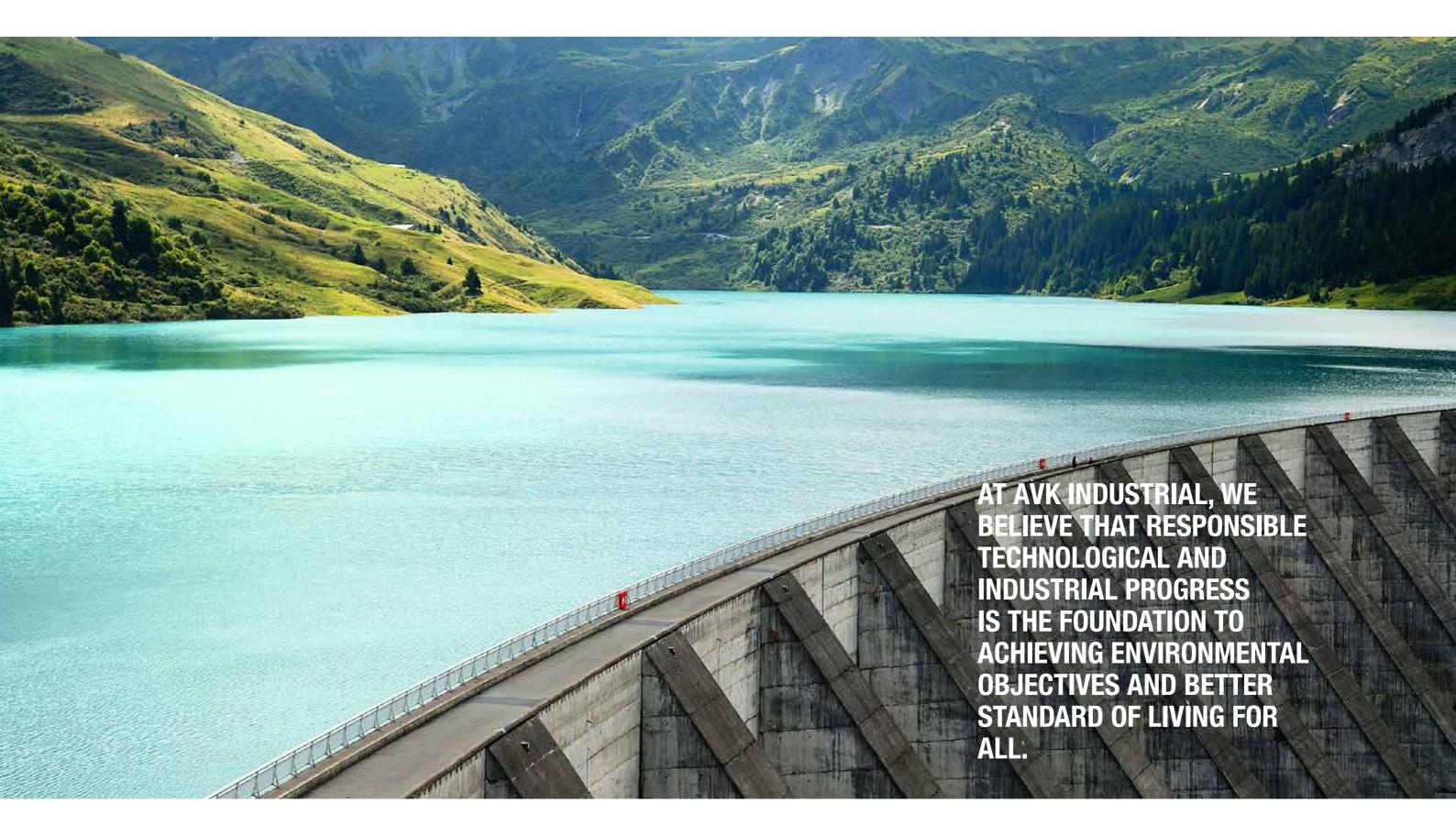


THE RECENT YEARS' ACQUISITIONS OF COMPANIES HAVE NOW FORMED THE BASIS OF A NEW AVK DIVISION — CALLED AVK INDUSTRIAL. HERE, A WIDE RANGE OF COMPETENCES HAVE BEEN UNIFIED WITH THE PURPOSE TO DELIVER MORE THAN JUST HIGH QUALITY PRODUCTS BUT TO DELIVER SOLUTIONS THAT HELP OPTIMISE OUR CUSTOMERS' BUSINESSES.

EACH OF THE COMPANIES AND THEIR RESPECTIVE PARTNERS OPERATING WITHIN THE INDUSTRIAL VALVES BUSINESS UNIT HAS MASSIVE EXPERTISE WITHIN CUSTOMIZED VALVES AND ACCESSORIES, AS WELL AS COMPLETE SOLUTIONS.

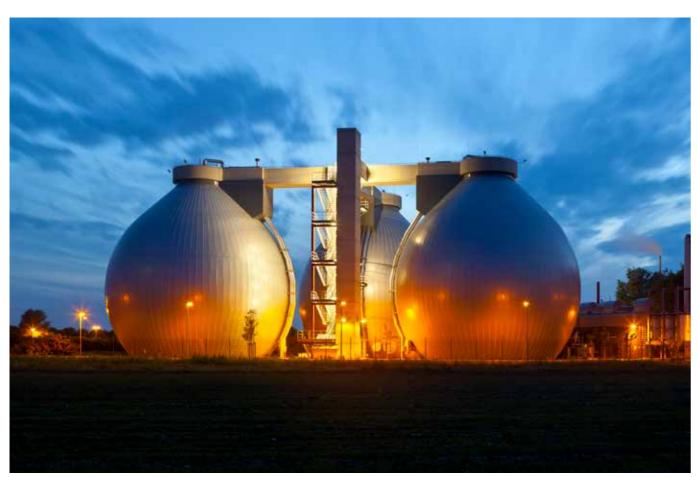


## **AVK INDUSTRIAL**



## **AVK INDUSTRIAL GROUP MANAGEMENT**







WITHOUT TECHNOLOGY
AND INNOVATION,
INDUSTRIALIZATION WILL
NOT HAPPEN, AND WITHOUT
INDUSTRIALIZATION,
DEVELOPMENT WILL NOT
HAPPEN.

At AVK Industrial, we do not sell products - but solutions that promote safety, efficiency and sustainibility.

We deliver optimal valve solutions based on application knowledge and understanding, competent local support and international coordination.

AVK products are designed to the major international standards and are sold in more than 85 countries worldwide. When dealing with the AVK Group expect quality, reliability, functionality and long lifetime in service.



UN Sustainable
Development Goal no. 9

#### BUILD RESILIENT INFRASTRUC-TURE, PROMOTE SUSTAINABLE INDUSTRIALIZATION AND FOS-TER INNOVATION

Investments in infrastructure — transport, irrigation, energy and information and communication technology — are crucial to achieving sustainable development and empowering communities in many countries. It has long been recognized that growth in productivity and incomes, and improvements in health and education outcomes require investment in infrastructure.

### **AVK INDUSTRIAL**

## THE AVK INDUSTRIAL DIVISION OFFERS COMPETENT FEEDBACK AND LONG-TERM PARTNERSHIP



#### LIFE SCIENCE

Products from the AVK group of companies comply with the most demanding requirements for applications within pharmaceuticals and biotechnology, food, and beverage as well as the cosmetics industry.



#### **PULP AND PAPER INDUSTRY**

Valves for applications within the paper, cardboard, and recycling industries.



#### WATER TREATMENT PLANTS

Covers applications such as drinking water, industrial wastewater, high purity water, demineralized water, and desalination processes including thermal process, reverse osmosis and EDR process.



#### **POWER GENERATION**

Applications include hydro power, fluegas desulphorization, cooling water, steam, waste incineration and renewable energy.



#### CHEMICAL PROCESSING

The chemical processing field covers a number of applications such as production, distribution, surface treatment, and biofuels.



#### **OIL AND GAS**

Applications include petrochemical, gas distribution and production, coal seam gas, LNG, floating production, storage and operation, fire protection as well as cooling water.



#### MARINE

Valves and actuators from the AVK group of companies can be found in various places on board any type of ship, where ever critical applications demand maximum reliability.



#### **DAMS & RESERVOIRS**

AVK's product portfolio comprises a large and comprehensive range of gate valves, butterfly valves, check and recoil valves as well as a proven and most reliable range of submerged discharge and free discharge valves.



#### **DISTRICT COOL- AND HEATING**

We supply a wide range of valves, gears and actuators for district cooling and heating systems. These products are distinguished by robust design, corrosive resistance, minimum condensation and long, maintenance free life. Our valves can be used in all applications both within and outside the buildings.



#### MINING / SLURRY

The product range covers valves and accessories for applications such as acid and solvent extraction of metals, slurries and cooling systems.



#### **BULK HANDLING**

Equipment for the handling of a wide range of dry solids of different granulometries which involve severe working conditions of pressure, temperature, and abrasiveness.



#### **METERING**

Our range of smart meters excels in precision and usability. Meters are quickly and easily customized and adapted to various standards and specifications. Quality and safety are paramount in metering and hence never compromised.



#### AIR SEPARATION

Engineered valves used in the process of separating atmospheric air into its primary components.

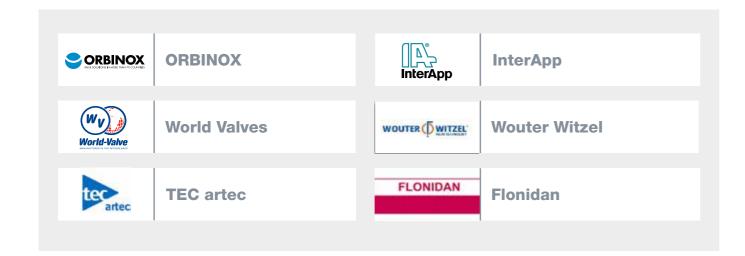


#### STEEL INDUSTRY

Engineered valves and dampers to control gases in the steel manufacturing process.

## **AVK INDUSTRIAL**

THE AVK INDUSTRIAL DIVISION COMPRISES A NUMBER OF STRONG BRANDS WITHIN PRODUCTION AND SALES OF VALVES AND ACCESSORIES FOR A BROAD ROW OF INDUSTRIAL SEGMENTS



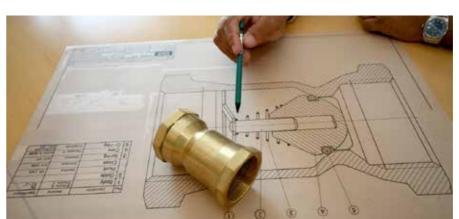














## **AVK ADVANCED MANUFACTURING**

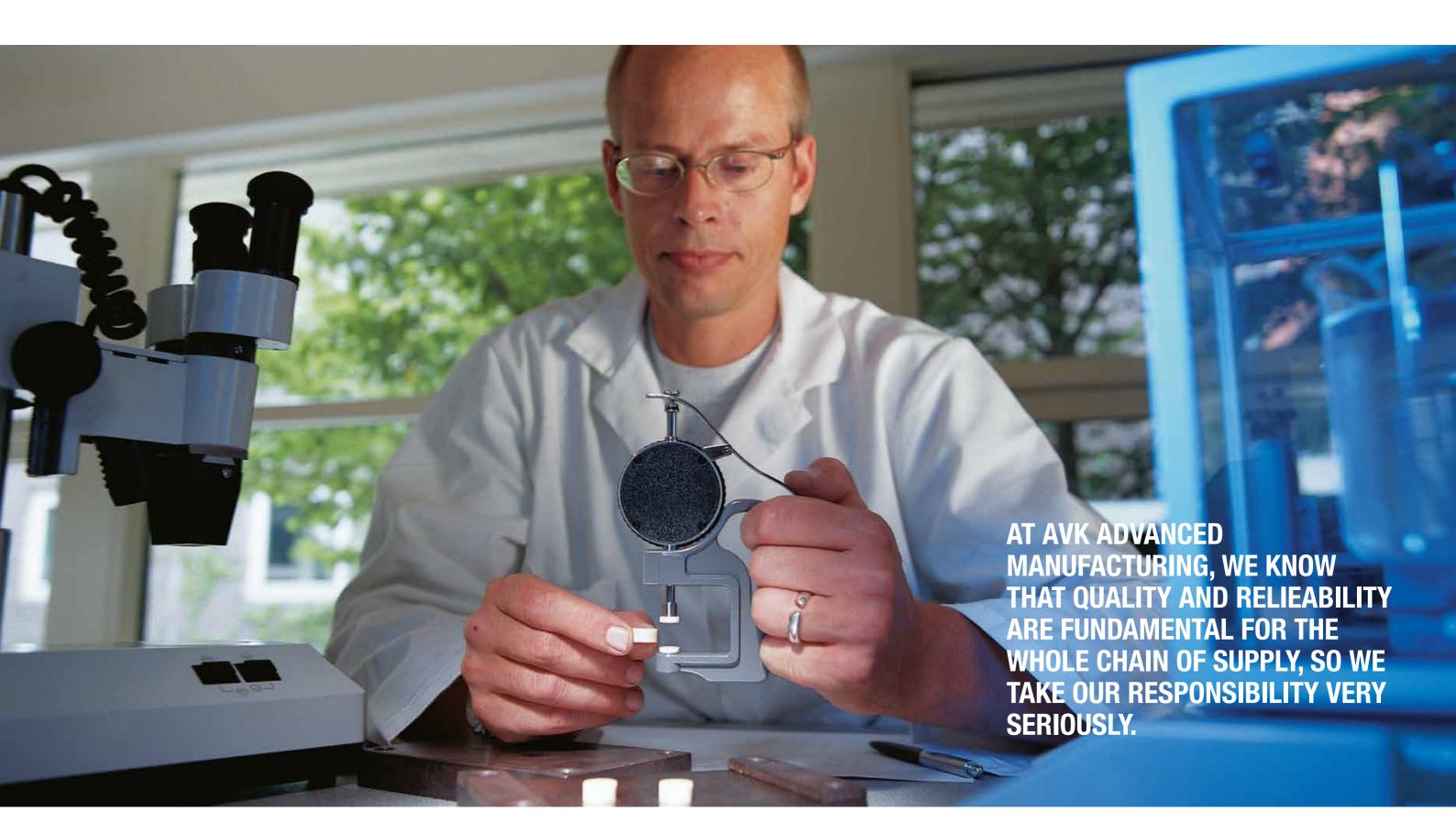


AVK IS A LEADING GLOBAL PROVIDER OF HIGH PERFORMANCE RUBBER COMPONENTS AND SOLUTIONS FOR RECOGNIZED PRODUCERS OF EQUIPMENT FOR DRINKING WATER, FOOD AND HEALTHCARE AS WELL AS INNOVATIVE SOLUTIONS FOR INDUSTRIES WITH SPECIFIC REQUIREMENTS.

AVK IS AN EXPERT IN THE FIELD OF PRODUCING HIGH-GRADE PLASTIC ITEMS MANUFACTURED BY BOTH LOW AND HIGH PRESSURE INJECTION MOULDING TECHNIQUES, AND AVK MANUFACTURES MACHINED COMPONENTS OF STEEL, CAST IRON, ALUMINIUM AND BRONZE AS WELL AS DESIGNING AND SUPPLYING MATERIALS HANDLING SYSTEMS FOR ALL AREAS OF PRODUCTION - AND FOR ALL LINES OF BUSINESS.

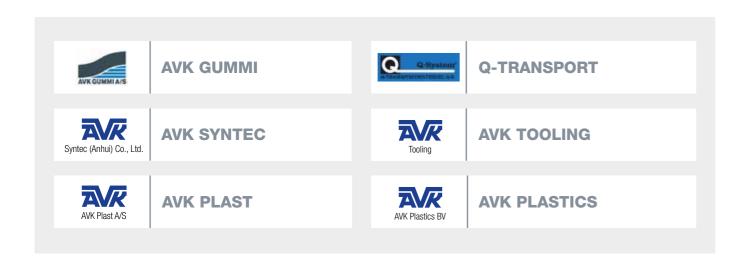


## **AVK ADVANCED MANUFACTURING**



## **AVK ADVANCED MANUFACTURING**

THE AVK ADVANCED MANUFACTURING COMPANIES ARE LEADING EXPERTS AND PRODUCERS WITHIN THEIR LINE OF BUSINESS, COMPRISING STATE-OF-THE-ART RUBBER TECHNOLOGY, PLASTIC MOULDING, INTERNAL TRANSPORT AND TOOLHOLDER EQUIPMENT



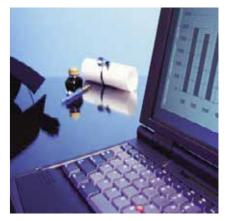










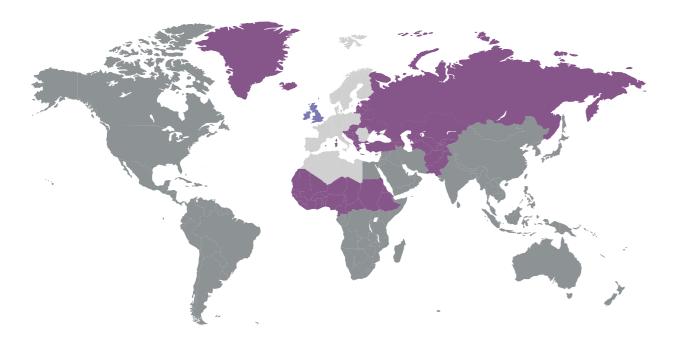








### **EUROPE**



UK and Ireland – AVK UK Ltd.

Continental Europe, Russia, Northern and Central Africa, South Eastern Europe - AVK International A/S

**AVK Sales Companies** 

#### **EUROPE**

#### AVK Holding A/S

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#### **AVK International A/S**

Bizonvej 1, Skovby DK-8464 Galten Denmark Tel: +45 87542100 Fax: +45 87542120 sales@avk dk tech@avk.dk www avkvalves eu

#### **AVK FLOW CONTROL A/S**

Karetmagervej 21 DK-7100 Veile Denmark Tel: +45 76408847 www.avkflowcontrol.com

#### AVK Tooling A/S

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#### **AVK Finland Oy**

Pvhäranta 7 D FI-33230 Tampere Finland Tel: +358 3 389 1822 toimisto@avk.dk www.avkvalves.fi

#### **AVK Belgium NV**

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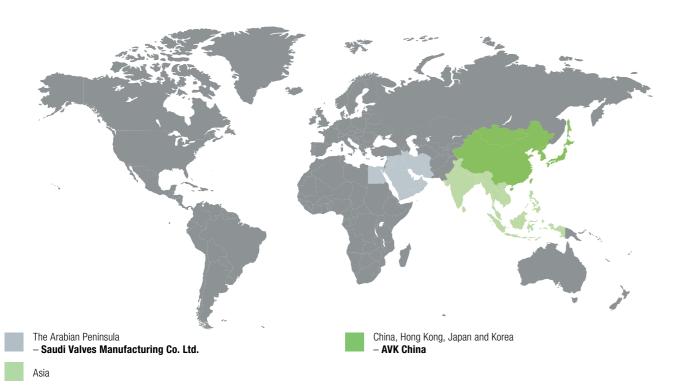
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