



COMPANY

PROFILE



FLO-TEK[®]
Flow better with us

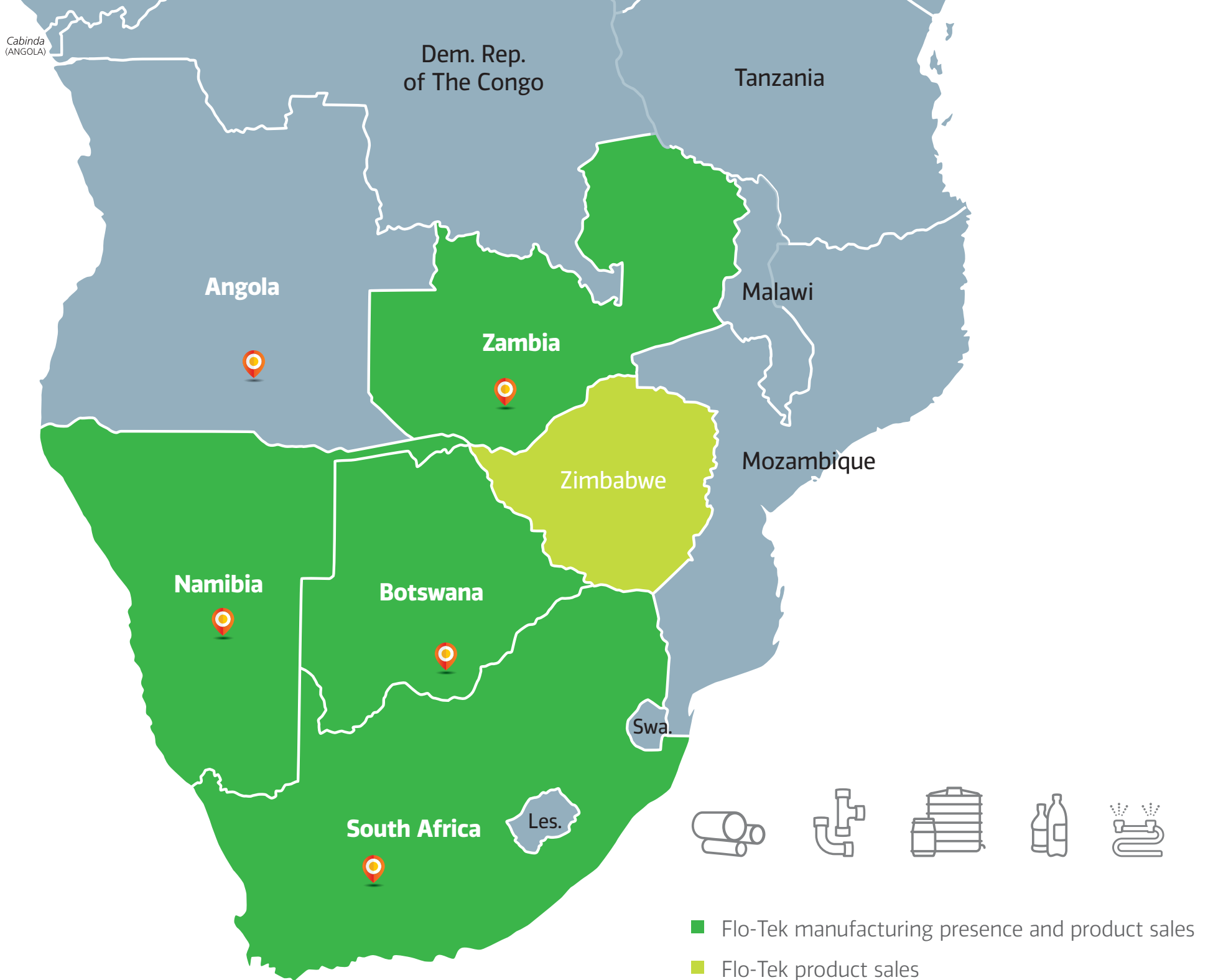
**We're passionate
about water & sanitation
management solutions,
designed for Africa
to exceed global
standards...**

That's why we are Flo-Tek



SABS
ISO 9001

SAPPMA
SOUTHERN AFRICAN PLASTIC PIPE MANUFACTURERS ASSOCIATION



Flo-Tek is a large African manufacturer with a strong regional presence, and a vision to lead in the development of Africa through world class, high quality packaging, water management, and sanitation solutions.



“

WE
HAVE
A

proud history,

which began in the small town of Lobatse...

”



Flo-Tek is a leading manufacturer and supplier of Pipes, Tanks, Fittings, and Irrigation products, established in 1998.

The company commenced its manufacturing operations in the town of Lobatse Botswana.

The company has a wide range of specialised products that serves the following industries: civil and infrastructure, mining and industrial and agriculture. Flo-Tek is committed to production of high quality products demonstrated by its accreditation and certification of ISO 9001-2015; South African Bureau of Standards (SABS), Botswana Bureau of Standards (BOBS) and Southern African Plastic Pipe Manufacturers Association (SAPPMA), as well as other products accreditation from the aforementioned institutions; all these organisations govern the standards and quality of products that Flo-Tek is manufacturing, which is a guarantee of the reliability of our products as we are constantly monitored by these bodies.



Flo-Tek employs over 800 people across its SADC operations, with 700 in Botswana, 50 in Zambia & Namibia and 200 in South Africa.



Over Flo-Tek's 25 years of existence the company has achieved tremendous growth with the support from both the local and international markets; as the company currently boasts of participation in almost all SADC countries with manufacturing operations in Botswana, South Africa and Angola.

In Botswana Flo-Tek employs over 700 citizens at Lobatse and Ramotswa plants, Francistown, Phakalane & Gaborone Sales offices with a total production of over 18 000 tonnes of polymer annually and over 35 000 tonnes annually as a group. Flo-Tek is the largest manufacturer of plastic pipes in the region, with 70% of the products manufactured in Botswana exported to SADC countries. The company produces the following products:

- PVC pipes and fittings
- UPVC pipes and fittings
- CPVC pipes and fittings
- HDPE pipes and fittings
- Roto Moulding products

Flo-Tek has branch network in almost all SADC countries: South Africa, Botswana, Namibia, Zambia; Within South Africa we have regional branch networks: Klerksdorp, Port Elizabeth, Nelspruit, Dundee, Johannesburg and East London. Flo-Tek have distributors in Zimbabwe and Mozambique with plans to establish a Flo-Tek branches in the near future.

Flo-Tek believes in the strength of innovation driven by reliability and sustainability for our customers; the company has positioned itself as an innovative plastic manufacturing company. We have entered into various partnerships with leading technology providers to manufacture their innovative products for the Southern African market which services over 200 million people.

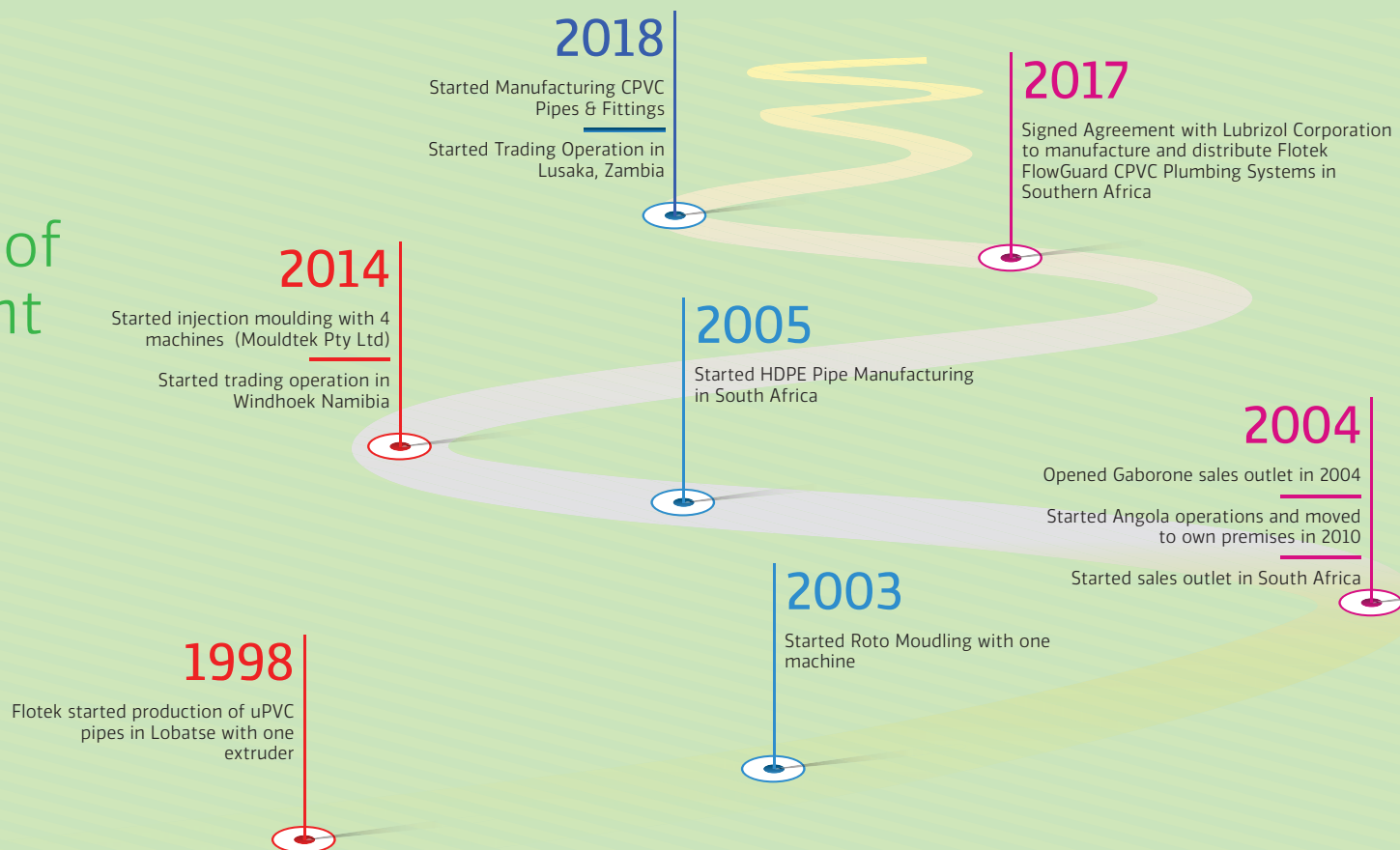


Flo-Tek's ground breaking innovative products are CPVC, which is an innovative plumbing solution with properties to carry both hot and cold water. We have entered into a license agreement with Lubrizol Corporation (a Berkshire Hathaway company owned by Warren Buffet) to manufacture CPVC plastic pipes in Botswana for the 15 SADC countries. As part of the company's technology expansion program, with the signed license agreement for the 15 SADC countries we intend to transform the face of plumbing in the region with the CPVC innovative plumbing solution. The technology has been launched and accredited by BOBS in Botswana and will soon be launched in South Africa followed by other SADC countries. Additionally Flo-Tek has also established a relationship with a German technology provider for the manufacturing of plastic manholes, underground sewage tanks and other special roto moulded products.

Flo-Tek innovations



Flo-Tek timeline of significant events



Flo-Tek's evolving strategy for regional expansion and sustainable growth

The company exports 70% of production in South Africa into the mining industry, in the SADC region



Flo-Tek started operations in South Africa in 2005 as a trading office; in 2007 we started production of HDPE pipes up to 250mm diameter with 2 lines. We are currently producing 1000 tonnes a month of HDPE pipes up to diameter of 1000mm; with 70% of production going into the mining industry and 30% for civil and irrigation sectors.

The company exports 70% of production in South Africa into the mining industry in the SADC region with current employment of South African citizens standing at 130. The HDPE production in South Africa carries certification of the following bodies: South African National Standards (SANS 4427), SAPPMA and SATTAS.

In addition to the HDPE pipe production the company also has an in-house recycling plant, as well as fabrication and welding of fillings & spool pieces. As a value add service to our customers we are also importing and selling welding machines, flanges and specialised HDPE fittings. The South African operation also distributes some of the company's products manufactured in Botswana and Angola within South Africa.

Summary

of Flo-Tek Manufacturing Capacity and Regional Operations



- 10 PVC Extrusion Lines & 1 CPVC Extrusion Line
- 3 Roto Molding machines
- 8 Injection molding machines
- 1 extrusion line for poly ethylene compounding and pulverisation.
- PVC scrap grinding machine and pulverisers
- 10+ HDPE extrusion lines in South Africa
- 2 HDPE extrusion lines in Ramotswa
- 3 Roto Molding machines
- 2 PET preforms and 2 HDPE cap injection molding machine
- 1 SACMI Compression Moulding Machine
- 1 Paint bucket injection moulding machine.
- 1 Stretch film and 1 shrink film line
- ShadeNet Producing machine



Over 25 years and counting, we have earned a reputation for quality products, building on great customer relationships, maintaining the integrity of our business culture, and having a clear vision of where we really want to be.

Vijay Naik



solutions for
agriculture



We specialise in efficient water management solutions for agriculture

sprinkler and drip irrigation systems, and more



Flo-Tek manufactures a range of pipes for various applications in agriculture, and is an authorised distributor of irrigation equipment and accessories from major international brands



THE PRODUCT RANGE

1. UPVC Pipes
2. MPVC Pipes
3. HDPE Pipes
4. Water pumps
5. Sprinkler systems
6. Drip Irrigation





civil & infrastructure

solutions

We support the civil and infrastructure sectors with our

tried and tested range of cost effective solutions



Whether its piping clean water into large communities and homes, or removing waste water from entire neighbourhoods and cities, Flo-Tek solutions deliver a sure return on investment

1. UPVC (Sewer & Drain Pipes)
2. UPVC (Soil & Vent Pipes)
3. UPVC (Structred Wall Sewer & Drain Pipes) / Multi-Layer Foamcore
4. UPVC (High Impact Pipes)
5. UPVC Pressure Pipes
6. MPVC Pressure Pipes
7. HDPE Pipes





mining &
industrial
solutions

We develop solutions that help grow the extraction economy

extremely durable heavy duty piping and accessories



THE PRODUCT RANGE

1. UPVC Pipes (High Impact)
2. MPVC
3. HDPE Pipes

solutions for
packaging

We are prolific manufacturers of prime packaging products

for a range of specialised applications



Our flagship facility in PIV KM25, Viana delivers a versatile and extensive bouquet of solutions, serving the needs of the country and beyond



THE PRODUCT RANGE

1. Shrink film
2. Stretch film
3. Preforms
4. Pails
5. Closures
6. Multi-purpose crates





solutions for
waste-water
management

We deliver sanitation and waste -water management solutions...

manholes, inspection chambers and more



**Our manufacturing facility in
Lobatse Botswana produces**

THE PRODUCT RANGE

1. UPVC (Sewer & Drain Pipes)
2. UPVC (Soil & Vent Pipes)
3. UPVC (Structured Wall Sewer & Drain Pipes)/
4. Multi-Layer Foamcore
5. UPVC (High Impact Pipes)
6. UPVC Pressure Pipes
7. MPVC Pressure Pipes
8. HDPE Pipes



innovation
for Africa



We innovate constantly, to deliver better, cost effective solutions...

sole manufacturer of CPVC in Southern Africa



Under license from Lubrizol, Flo-Tek runs a Flo-Tek FlowGuard branded CPVC production line in Lobatse, Botswana,

THE PRODUCT RANGE

1. Shrink film
2. Stretch film
3. Preforms
4. Pails
5. Closures
6. Multi-purpose crates

