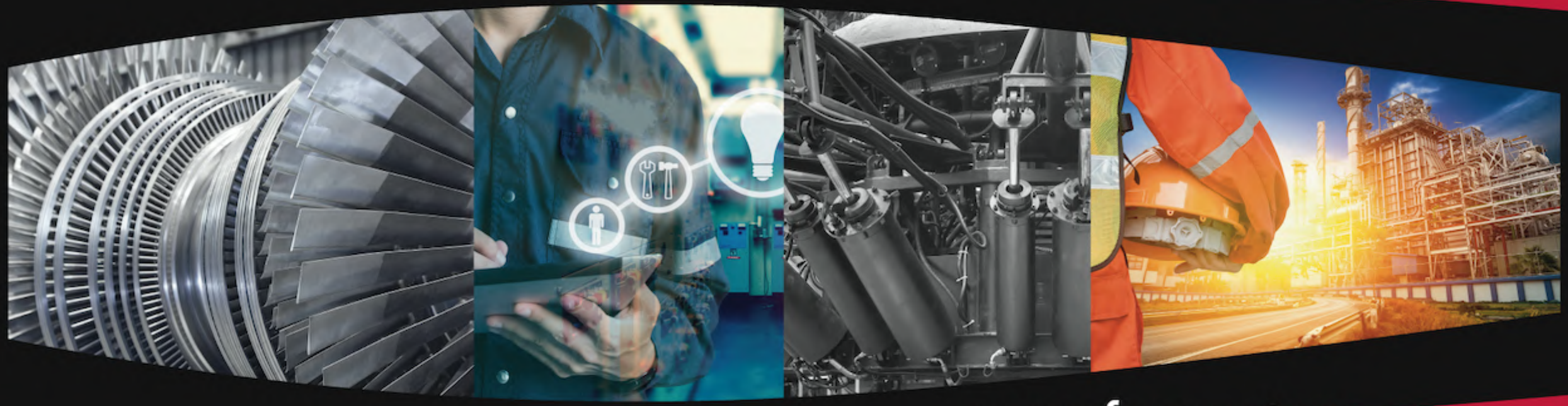
FPES FLUID POWER ENGINEERING SOLUTIONS

POCHE ENGINEERING



People&Partnerships

www.fpes.net.au

OUR VISION

To strategically partner our customers, providing engineered products & system solutions, delivering ongoing value

WHO ARE WE?

1 TEAM

2 COMPANIES

X BRANDS

FPES FLUID POWER ENGINEERING SOLUTIONS

POCHE ENGINEERING

SUPAVAC

WOODWARD Business Partner

FPES POWERHOUSE

UAS UNITED AIR SPECIALISTS

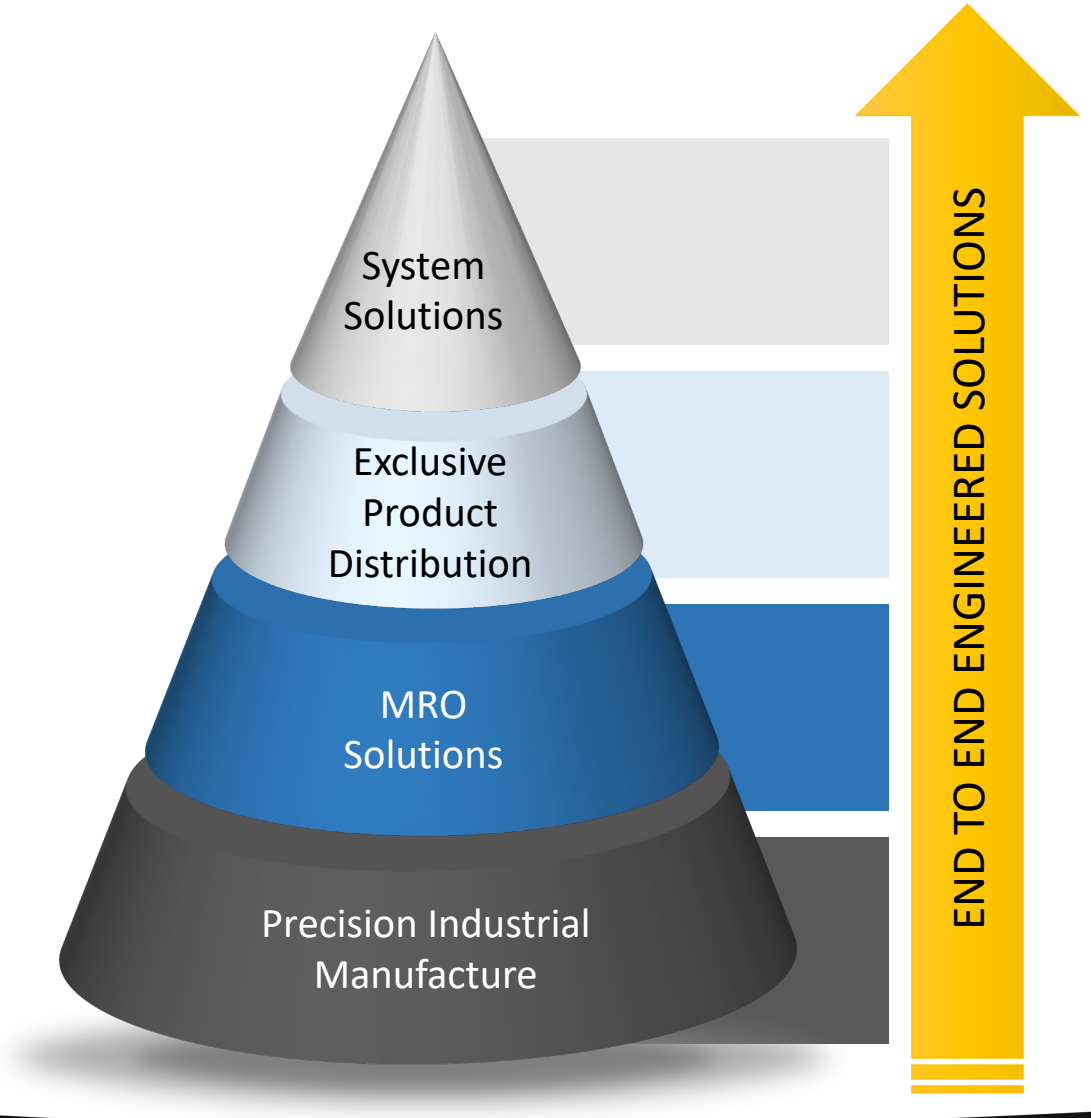
LINAK

Parker PREMIER DISTRIBUTOR

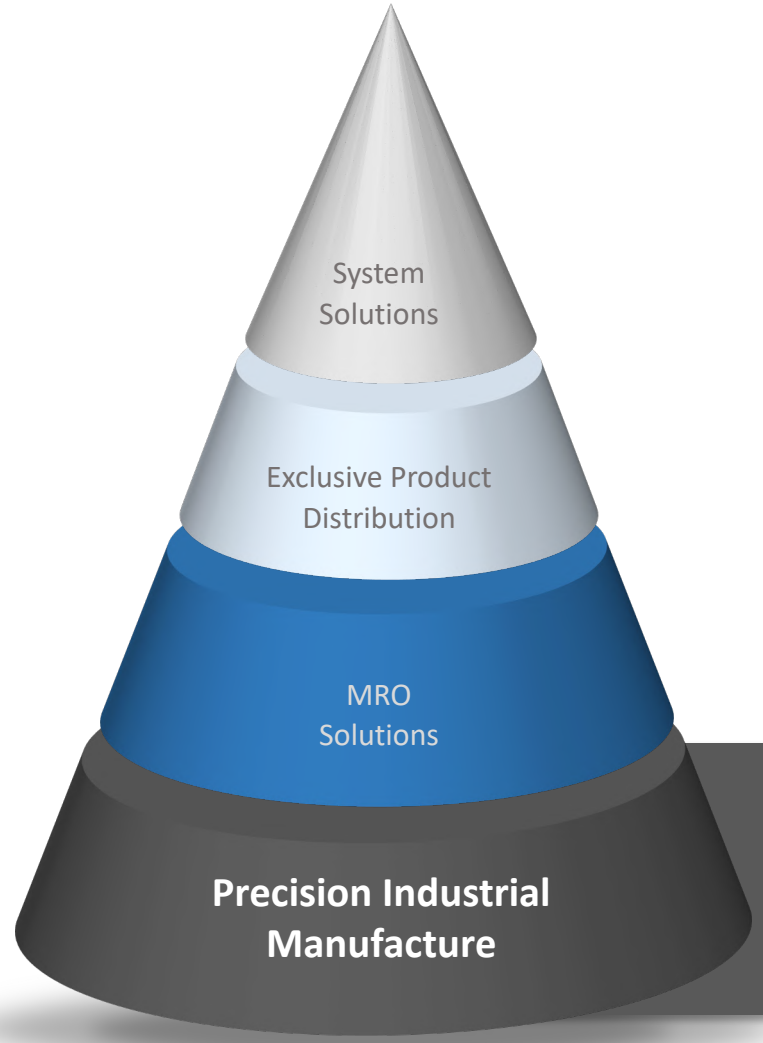
Nidec CONTROL TECHNIQUES

PM CONTROL

VERTICALLY INTEGRATED SOLUTION



VERTICALLY INTEGRATED SOLUTION



Certified System™
Quality
ISO 9001
SAI GLOBAL

- Product Design & Development
- Mining, transport, Industrial
- CNC Machining, Induction hardening & fabrication
- SUPAVAC – Global Patents & Trademarks - ATEX Cert.
- ISO9001 – LEAN manufacturing

VERTICALLY INTEGRATED SOLUTION

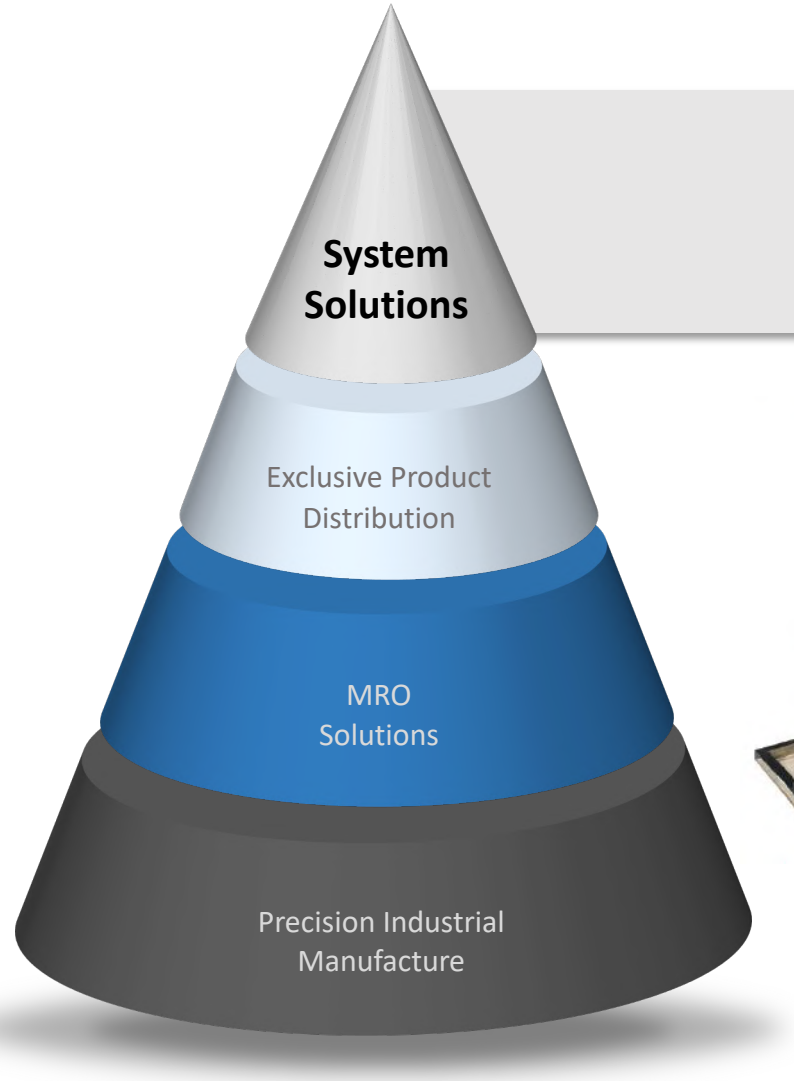
- Woodward – AISF
- GT – DLE Skids
- Governors

- Hydraulic cylinder, pump, valves, powerpacks
- Strategic MRO Agreements; SANDVIK, ALCOA, Wartsila, SHELL, CHEVRON

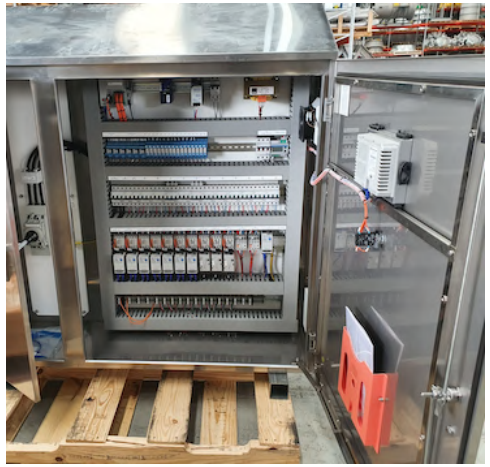
VERTICALLY INTEGRATED SOLUTION

- SUPAVAC – Global distribution
- UAS – Commercial & Industrial Air Filtration Solutions, Smoghog
- Linak – Electrical Linear Actuation
- Control Techniques – Intelligent Motor Drives
- Parker -P1 Piston Pumps, Sterling Valves

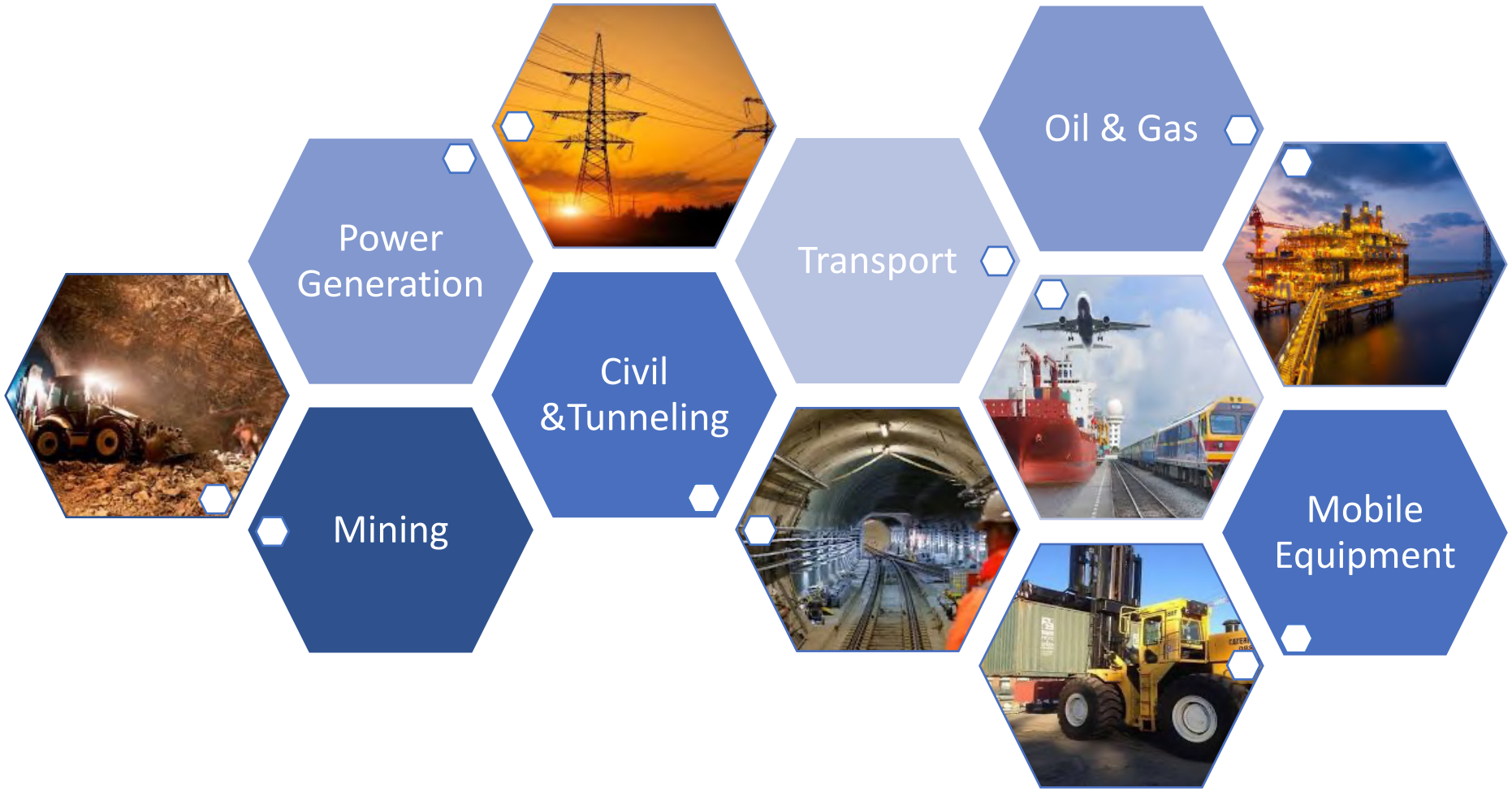
VERTICALLY INTEGRATED SOLUTION



- Mechatronics
- Mining Ventilation & Control cabinets
- IOT – Smart Valve
- Fluid Power Modernisation
- Waste Application, OneSteel



KEY INDUSTRY SECTORS



GROWTH

4 Year strategic transformation from hydraulic repair focus to 360º turnkey engineering & vertically integrated solutions provider to industry

Feb 2016
Acquired Fluid Power Engineering Solutions P/L
Est. 1997
Hydraulic Repairs

Aug 2016
Acquired Excel Hydraulics
Est. 1989
Premier Parker Distributor
Hydraulic Systems & Service

Oct 2016
Relocated to new Headquarters

2017
Appointed Linak Distributor for NSW
Dedicated Electrical Engineer

May 2017
Acquired Poche Engineering P/L
Est. 1930
Precision Manufacturing & Fabrication
Vertical Integration

April 2018
Expansion into WA
BDM Mgr, Projects
Power, SmartValve

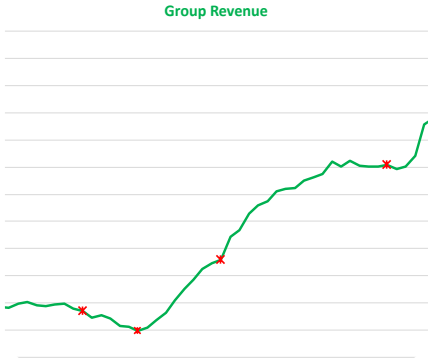
Oct 2018
Acquired Global Brand SUPAVAC Air Operated Vacuum Pumps,
Relocated Mfr to Poche

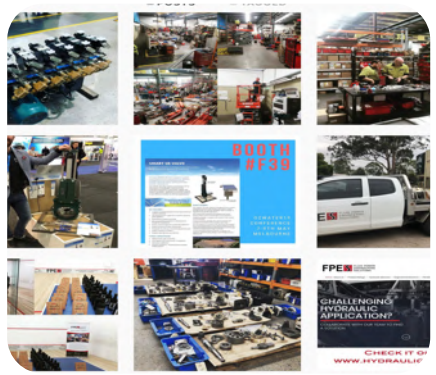
Oct 2019
Appointed Woodward Business Partner – AISF
Acquired Governor Business
Specialist Team & Service

Dec 2019
Investment in Mechatronics
NIDEC / Control Techniques

Jan 2020
Acquired United Air Specialists
Air Filtration
Equipment & Solutions

STRATEGIC DRIVERS + BUSINESS SYSTEMS





Quality
ISO 9001
SAI GLOB

Strategy Deployment

- Layered Strategic Plans
- Cascading Bowling Chart Planning & Metrics

People & Partnerships

- Senior Mgt Int'l experience
- Business Unit Focus
- Training & Development
- Strategic Alliances

Information Systems

- Comprehensive ERP System
- Customised 'Jobs' & Mft Modules
- Detailed GM Mgt by business unit

Marketing & BDM

- CRM MGT
- Active Online – Social Media, Web
- Distributor Network
- Business Unit BDMs
- Brand Equity

Operational Excellence

- IS9001 Quality Control
- Lean Mfr
- Integrated Mfr Capabilities
- Global Patents
- Product Design

STRATEGIC DRIVERS + BUSINESS SYSTEMS

GROUP STRATEGY FY 19/20

	Implement WW 2 x AISF	Restructure external hydraulics for WW integration	Onboard MK, MB & JF to NSW	Repay Poche loan	Complete Flangecast acquisition	Zero Harm	Innovation - SV40, Smart Valve, DLE overhaul	Proactive sales focus & online profile	FPES Revenue to $7.5M (annualised)	FPES ROI break even	Poche Revenue to $6.5M (Annualised)	Poche ROs >10%	Geoff	Kyle	Kev	George	DDG	John
PEOPLE Promote collaborative team culture, develop our people	X	X	X					X		X		X	P	P	S	S	S	S
IMPROVE Identify & implement continuous business improvement	X	X	X					X		X		X	P	P	S	S	S	S
GROWTH Key focus on current & new business development	X		X		X		X	X	X	X	X	X	P	P	S	S	P	P
CUSTOMERS Develop customer retention initiatives	X		X						X	X	X	X	P	P	S	S	P	P
FINANCE Manage financial controls & support future investment	X	X		X	X			X		X		X	P	S	P	S	S	S
SAFETY Develop & maintain safety initiatives						X							P	P	S	S	S	S

Align group for strategic market focussed growth

Achieve revenue growth to $13.0M (Annualised)

- 1st choice partner through operational excellence, premium quality solutions
- Realise synergies across brands & solutions through teamwork and agility
- Employer of choice - through security & opportunity

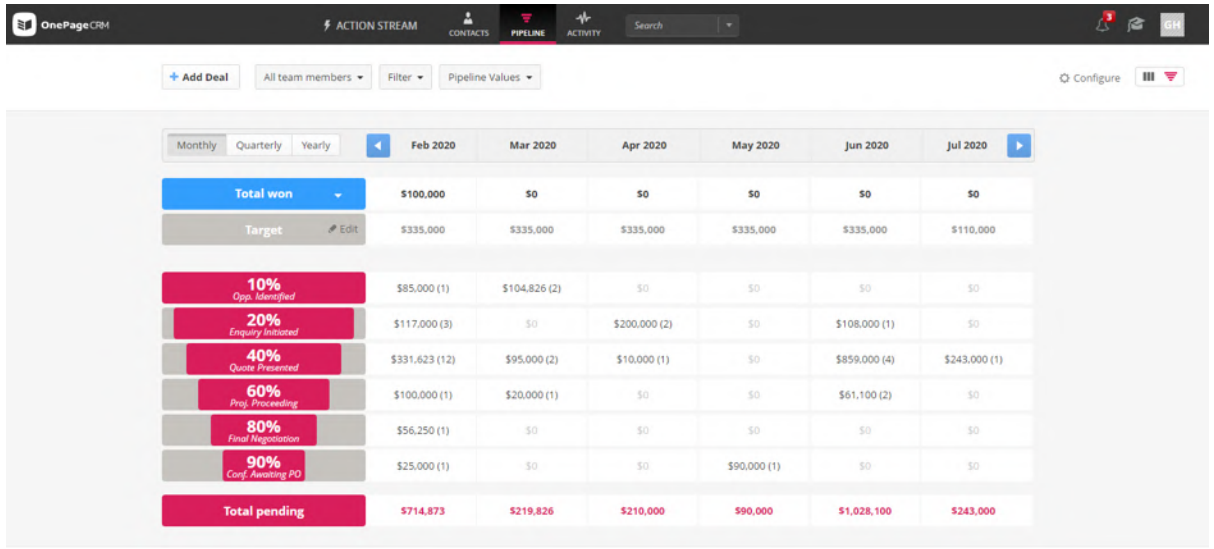
P=Primary
S=Secondary

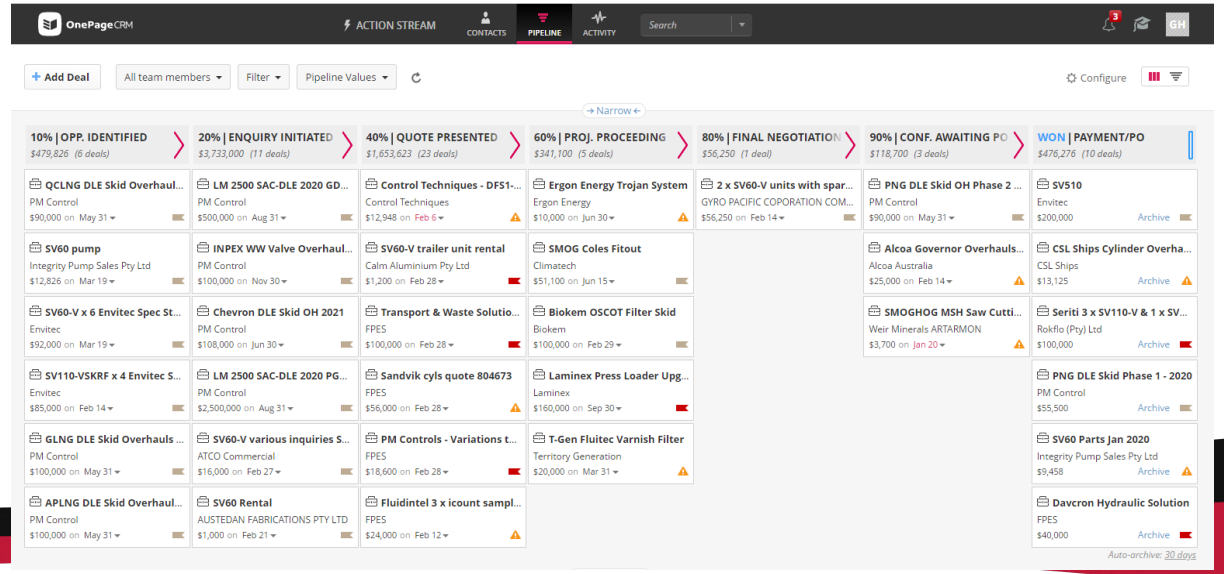
FPES FLUID POWER ENGINEERING SOLUTIONS

POCHE

Excel Hydraulics Services - Progress Chart

Measures for success	Resource	Action/Measures	June 17 Launch Point	2018	July	August	September	October	November	December	January	February	March	April	May	June
EHS Business Growth	CC, G2, BG, K1	Face to Face Time	Focus Customers	Goal	4 days visit HCS	4 days visit HCS	4 days visit HCS	4 days visit HCS	4 days visit HCS	4 days visit HCS	4 days visit HCS	4 days visit HCS	4 days visit HCS	4 days visit HCS	4 days visit HCS	4 days visit HCS
				Actual												
Sales Pipeline	CC, G2, BG, K1	Project register, FC pipeline, Quote Register	Monthly Report	Goal		Bucher	Varley	P1	L90LS							
				Actual												
Staff Development and Training	All	Ongoing	June Review	Goal	Tom - 4th Yr		Performance Plans			Skillset Matrix	6 Monthly Reviews					
				Actual												
Technical Papers, advertising, White Papers	All	Deliver "good news" and tech documents	4 per year minimum	Goal			Publish			Publish			Publish			Publish
				Actual												
Equipment Development	All	CI Register	1x Improvement off the register/ month	Goal	Ute Test Kits	Pump Stripping Stand	P1 Store Area			Pump Test Rig						
				Actual												
Job process and reporting Development	G2	Process Template/ Report Templates		Goal	Improve	Improve	Improve	Maintain	Maintain	Maintain	Review	Maintain	Maintain	Maintain	Maintain	KPI
				Actual												
Zero Warranty	All			Goal	Zero Warranty	Zero Warranty	Zero Warranty	Zero Warranty	Zero Warranty	Zero Warranty	Zero Warranty	Zero Warranty	Zero Warranty	Zero Warranty	Zero Warranty	Zero Warranty
				Actual												





People&Partnerships