

Business Update

July 2021

INTRODUCTION

It is encouraging to see some of the COVID restrictions starting to be lifted, which is allowing more freedom for everybody. It is noticeable to see holidays being taken and an upbeat in the general mood around the Company.

Our Business is also encouraged by large customer opportunities, particularly in the Far East and Middle East. Sales continue to work tirelessly to bring in the orders needed to re-grow our turnover to pre-Covid levels and fill our factory capacity.

In line with our confidence levels we are now recruiting again. Our employees are our best advertisement to work at Oliver's – please tell your family and friends about our vacancies!

During May Oliver's added a fourth Company to its portfolio – Oliver Hydcovalves Ltd. This 'green' company has been set-up to pursue our interests in supplying valves into the hydrogen and carbon capture markets.

Our new team of Nick Howard, Tony Goodwin and Rob Porter are taking the responsibility to move this Company forward with new product designs to meet the requirements for hydrogen and carbon capture applications, which is part of worldwide efforts on climate change and most significantly to have zero emissions by 2050.

The government has announced there will be changes to COVID restrictions from 19th July 2021. After 16-months of obscure conditions there seems to be light at the end of the tunnel for some form of return to normality.

Our internal health practices have generally held us all in good stead during the COVID pandemic. It is the company's intention to maintain these practices for the next few months as we await further advancement in the vaccination programme for all ages and to witness the benefits of lifting the restrictions. If all goes well we will, in turn, remove any restrictions.

I thank everybody in advance for their support in this matter as we continue to attempt to protect everybody's health.

Colm Kane, Managing Director

CONGRATULATIONS



25 years
Paul Winters

Congratulations and thank you to the following employees for their loyal service who will be reaching milestones in their career with Oliver Valves during this quarter.

20 years

Tony Roberts

15 years

Donna Golden
Jamie Barker
Carol Aston
Matt Wei

10 years

Stephen Aherne	Tony Smith
Terry Bloomfield	Chris Brookes
Li Li Cheng	S Nirmal Kumar

BIG WIN ON THE KASAWARI PROJECT

Oliver Valves Asia Pacific Team have been working on a local Malaysian project called Kasawari since the beginning of our financial year involving the full spectrum of resources, including our R&D engineers, as our MESD DVT qualified DBB valves (-29degC to 340degC) were used for this project.

Following up on every lead and opportunity, we are proud to have secured initially the Wellhead Platform, the Host tie in and the Central Processing Platform.

On top of that we have also won several process packages and hence this project used almost every type of valve in our product range. Please see the packages won below:-

- Gas Metering Skid
- Condensate Metering Skid
- Seawater Filtration Skid
- Flare System Skid
- Chemical Injection Skid
- Waste Heat Recovery Skid
- Flare System Skid
- Produced Water Skid
- Seawater Filtration Skid



The total value to date for this project is more than £1million and we still expect more to come in the coming weeks. We thank all the team involved in making this opportunity into a great success story.

Our IT CAN BE DONE approach wins the day again!

TEAMWORK

Last week the Oliver Valvetek Account Management team received an urgent call for assistance by a major customer. A valve had been accidentally damaged during final system Integrity testing and the subsea module was due to be despatched for subsea deployment. To complicate the matter, the valve could not be removed from the subsea module due to a number of special processes and tests already applied to the valve.

The team at Oliver Valvetek, never afraid of a challenge and this was to be a big one, had to rectify the valve whilst still in the module and using rectification processes never undertaken before. To further affect the challenge, COVID restrictions meant this all had to be done remotely and TEK personnel were not allowed onto site.

Oliver Valvetek Subsea Engineering, Quality and Technical expertise called on every part of the business, not only devised a solution to perform the work, but also within 48 hours had provided parts and full working process to the customer. Key technical staff at Oliver Valvetek were also on hand to follow the whole of the rectification process from start to finish via live video link.

The work was successfully completed including full re-testing and demonstrating our business approach and business owners' motto "IT CAN BE DONE". The clients schedule was maintained, which could have cost hundreds of thousands of £'s if not successful.

A big Well done to the whole of the TEK Team involved and a fantastic achievement of again demonstrating Oliver Valvetek can do attitude with a 100% commitment to Customer Service and Support.

A NEW PRODUCT LINE FOR TWINSAFE

R&D have completed the qualification for a 3" x 2-1/4" class 2500 floating ball Compact Valve with swivel flanges. The design is favoured by a many operators in Asia particularly offshore Thailand and Vietnam due to its ease of installation and compact nature. The recent qualification was performed at a temperature range of 0 deg C to +85 deg C.



KASAWARI QUALIFICATION

R&D have completed a Petronas PAT qualification and design verification in accordance with PTS:12:32:07 for the Kasawari Project. High temperature testing up to 340 deg C was carried out on a 14mm metal seated floating ball valve and an IS&Y extended bonnet needle valve. Both 600 and 1500 pressure classes were tested at a temperature range of -29 to + 340 deg C with non-operable tests performed at -50 deg C. The qualification was third party witnessed together with full synoptic tables, third party design verification and fire testing. The project, split over a number of platforms and applications amounted to over £1million.

A 14mm bore, lip seal design, with bolted bonnet OS&Y vent double block and bleed valve has been qualified to Shell specification 77/300 with third party witness. The qualification was performed at a temperature range between -50 and +150 deg C with fugitive emissions tightness class B achieved. Targeted at projects in the Middle East the valve complies with the most recent non-elastomer specifications and covers pressure classes from 150 to 2500.



HYDCOVALVES JOINS THE OLIVER FAMILY

The discovery that existing Oliver Valves technology had been successfully deployed by key customers into the Hydrogen and Carbon Capture markets sparked the interest of Chairman Michael Oliver. Seeking to further develop this potentially lucrative market, Oliver Hydcovalves Ltd was incorporated as the vehicle for this exciting diversification.

The UK is setting the pace as a world leader in developing a zero-carbon economy. In order to achieve this ambitious objective, many of our traditional hydrocarbon reliant industries will need to transition to green energy sources such as Hydrogen, or clean up their CO2 greenhouse gas emissions through the use of Carbon Capture and Storage (CCS) technologies. The rest of the world is following closely, driven by the 2015 Paris Agreement which set a limit on global warming to below 1.5 degrees Celsius by the mid-century.

Continual improvement through the Oliver R&D team will ensure our valves continue to meet or exceed the technical challenges presented by these emerging applications; for example, new materials which prevent the action of Hydrogen Embrittlement.



NEW FACTORY DEAL DONE!

We are pleased to report that the new units on the Novus development have now been completed, and we have exchanged contracts with the developer, adding an additional 17,000 sqft of premium factory space to the Oliver portfolio. The buildings are high specification, A-rated for thermal efficiency, and sit on what is arguably one of the regions premier commercial sites.

We took on the unit as one large space prior to the pandemic. Our plan now is to subdivide them back into three separate premises. We are seeking tenants for part of the building, and negotiating terms that will allow us to take back the space as our business quickly returns to the growth we experienced pre-Covid.

Work on the subdivision is well underway, with utilities in place, steelwork erected, and the final stages of construction of the brickwork commencing the 8th July. Signage for our new business, Oliver Hydcovalves Limited, has been ordered and will be erected on the side of the building in a prominent position at the entrance to the development. These buildings will help facilitate our future plans, and signals our intent for growth in years to come.

WELCOME ON BOARD!

My first week at Oliver Hydcovalves seemed like a whirlwind of introductions and training as I worked through the detailed induction process. However, this seems like a good opportunity to introduce myself to those I didn't meet in person.

My name is Tony Goodwin, I'm the new Business Development Manager for the recently formed Oliver Hydcovalves business. My primary role will involve finding new market and business opportunities in the hydrogen green energy and carbon capture sectors. These sectors will make up a large portion of the emerging green economy, as we strive for a more sustainable carbon neutral future.

I started my career as a junior draughtsman at a valve and process equipment manufacturing company in my home town of Macclesfield. Working my way through various departments and companies I eventually became the Managing Director of a small manufacturing business called Process Components Ltd in 2009 which I successfully ran until late 2020, leaving following its sale to a large multinational.

Following a short 'pandemic' sabbatical I began the search for the next stage in my career. I was attracted by the role at Oliver Hydcovalves because it represented the challenge of entering new and emerging markets whilst supported by a family-owned company with a long history of technical innovation and reliability. I'm hoping my wide-ranging experience and transferable skills can help to rapidly grow the Oliver Hydcovalves business; however, we will rely heavily on support from the rest of the Oliver Valves family.

Thank you for all your support so far, I look forward to working with and getting to know you all in the future.

Tony Goodwin



CYBER SECURITY AND RANSOMWARE

Hackers are increasingly trying to hack into computers around the world. Their aims are simple – encrypt valuable data, and hold it hostage until the victim pays a ransom. The hackers are targeting everyone and anyone – from big businesses right down to home users – and the techniques they are using are becoming more sophisticated and dangerous every day. IT provide a multi-layered defense against hackers, but it's everyone responsibility to help protect our company and ourselves. Top tips that YOU can do, at home and in the office are :

- 1) Always run up to date Anti Virus software.
- 2) Be extremely careful opening emails and attachments, even from people you know. If you're not expecting an email, or the email is telling you to do something urgently, be very suspicious.
- 3) Keep your software and Windows up to date – always install patches if they're available.
- 4) If you're not sure about anything, ask for help.



SPECIAL VALVES DIRECT TO CUSTOMER FROM INDIA

676 off ID type Pinned End 316 L DBB Valve, Isolating Ball Valve and Check Valve Order received from our agent in The Netherlands to supply direct to our customer in Vietnam. The order was received in April with a very short lead time and dispatched on time to the delight of our customer.



Also a 2-Piece Design DBB Valves for an India domestic order for a local Compressor manufacturer on the MERO 3 FPSO.

48 off 316 L DBB Needle Valve received in March with 8 weeks lead time to dispatch.

Achieved on-time delivery by making these Special 2-piece Design Valves ready in just less than 7 weeks in May, for the first time supply of this design to India domestic customer



All of this achieved whilst going through the pandemic with great coordination by the Oliver India team.

RECRUITMENT

Oliver are now actively recruiting for a variety of positions across all departments. Now is the time to consider a role or career change.

Internal recruitment is all about potential, not about current ability, so don't worry if you feel your skills might not be quite there.

Take a look at the noticeboards, or on our website to see our list of vacant positions

If you would like to discuss the role further, or are a little unsure, contact Sharon on 359.