

FACTS AND FIGURES 2011

Financial Year 2010



Experience, Technology, Innovation

FRIATEC - The materials specialist

FRIATEC AG is one of the leading suppliers of products made of non-corrosive and wear-resistant materials, developing innovative solutions for the global market in dialogue with its customers.

Innovations for more than 145 years

The company was founded in 1863 in Mannheim as a brickyard and succeeded in developing its first trail-blazing innovation, chemical stoneware, in 1888. Numerous new developments have followed. The company started in the middle of the past century, processing plastics and combining modern and traditional materials in its production of chemical equipment. The following years were characterised by the expansion of its core business and opening up of more and more new business segments. As Deutsche Steinzeug and later as Friedrichsfeld GmbH, the company, which has been operating under the name FRIATEC AG since 1993, continuously developed to become a diversified company on global scale.

Development of business activities

The economic upswing revived the construction sector as well as the infrastructure and industrial markets which are so crucial to FRIATEC. The price-adjusted Gross Domestic Product (GDP) increased by 3.6% – a growth rate not recorded ever since the country's reunification in 1989. In the period under review, sales rose by EUR 7.2 million

(+4,7%) to a total of EUR 161.5 million. The measures specifically initiated to reduce costs proved to be successful, as well: the operating result (EBIT) increased by 34.3% to EUR 15.1 million. FRIATEC's export sales volume evolved more favourably than its domestic markets. Consequently, the end-2010 export share almost reached its pre-crisis level of 50%. The company succeeded in generating an operative cashflow of EUR 20.0 million.

New Products 2011

The latest addition to the FRIATEC product range is the FRIALEN XL large pipe technology, a product and service range for an optimum and fast joining of large-diameter HD-PE pipelines in dimensions d 250 up to d 1200 mm.

Highlight is the innovative conical ring coupler allowing for faster, easier and safer joining from d 1000 mm and greater.

Division Rheinhütte Pumpen supplies 17.5-metre-long, high-temperature-resistant submersible pumps for solar thermal power plants. Each of these plants is equipped with a "TES system" (thermal energy storage system), which

allows the operating authority to generate energy even after sunset. In this interesting market, a promising new area involving solar thermal power plants is developing, since projections for this type of generation of energy are extremely positive.

Number of employees

The company's staff of average 1,057 in the financial year 2010. In this period, a total of 15 trainees started in Mannheim and Wiesbaden as bachelors, industrial managers, industrial mechanics, mechatronic engineers or industrial ceramists.

A most favourable fact is that both in 2010 and 2009 FRIATEC extended job offers to all of its trainees after completion of their training.

Investments

In 2010, investments amounted to EUR 4.5 million. The major part of the investments was spent on process optimisation and production. Further investments were effected in the modernisation of IT infrastructures.

The expenses for research and development amounted to EUR 5.5 million.

Facts and Figures

Development of business activities 2010

Partner of a powerful community

Since 2003, FRIATEC AG has been a member of the ALIAXIS group of companies with headquarters in Brussels, Belgium. ALIAXIS is the worldwide largest producer of plastic pipe systems for the construction sector, the industry and utilities.

The ALIAXIS group of companies, whose member companies are represented in 43 countries worldwide, realised a turnover of EUR 2.123 billion in the financial year 2010. In the period under review, the Group employed an average number of 14,600 employees.

One element of the strategy of the ALIAXIS management is the active creation of synergies between the individual companies of the group.

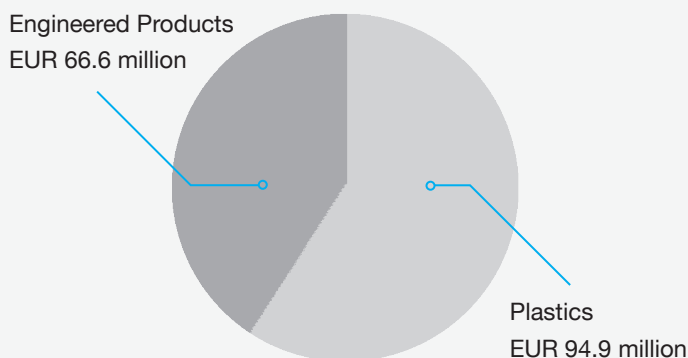
Among these are:

- Joint product development programmes
- Product exchange among various companies
- Know-how transfer for the comprehensive optimisation of business processes
- Development of joint purchase cooperations

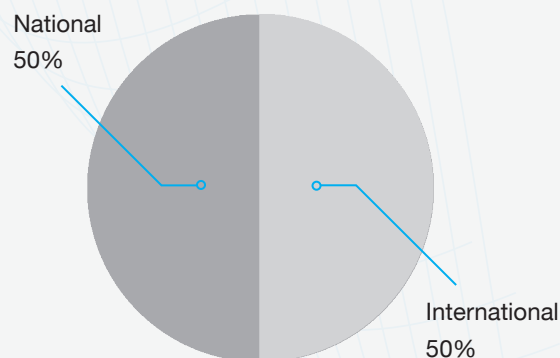
FRIATEC Aktiengesellschaft Balance sheet as per 31 December 2010

Assets	EUR	Equity and Liabilities	EUR
A. Fixed assets	30,499,011.83	A. Equity	110,234,110.63
B. Current assets	111,303,564.14	B. Accruals	20,419,592.43
C. Prepaid expenses	330,800.78	C. Liabilities	11,475,083.69
		D. Deferred income	4,590.00
	142,133,376.75		142,133,376.75

Turnover by business unit



Export share



ALIAxis group of companies

FRIATEC AG

Business Unit Plastics

Technical Plastics Division

Building Services Division

Business Unit Engineered Products

Ceramics Division

Pumps Division

MANNHEIM LOCATION

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an *Aliaxis* company