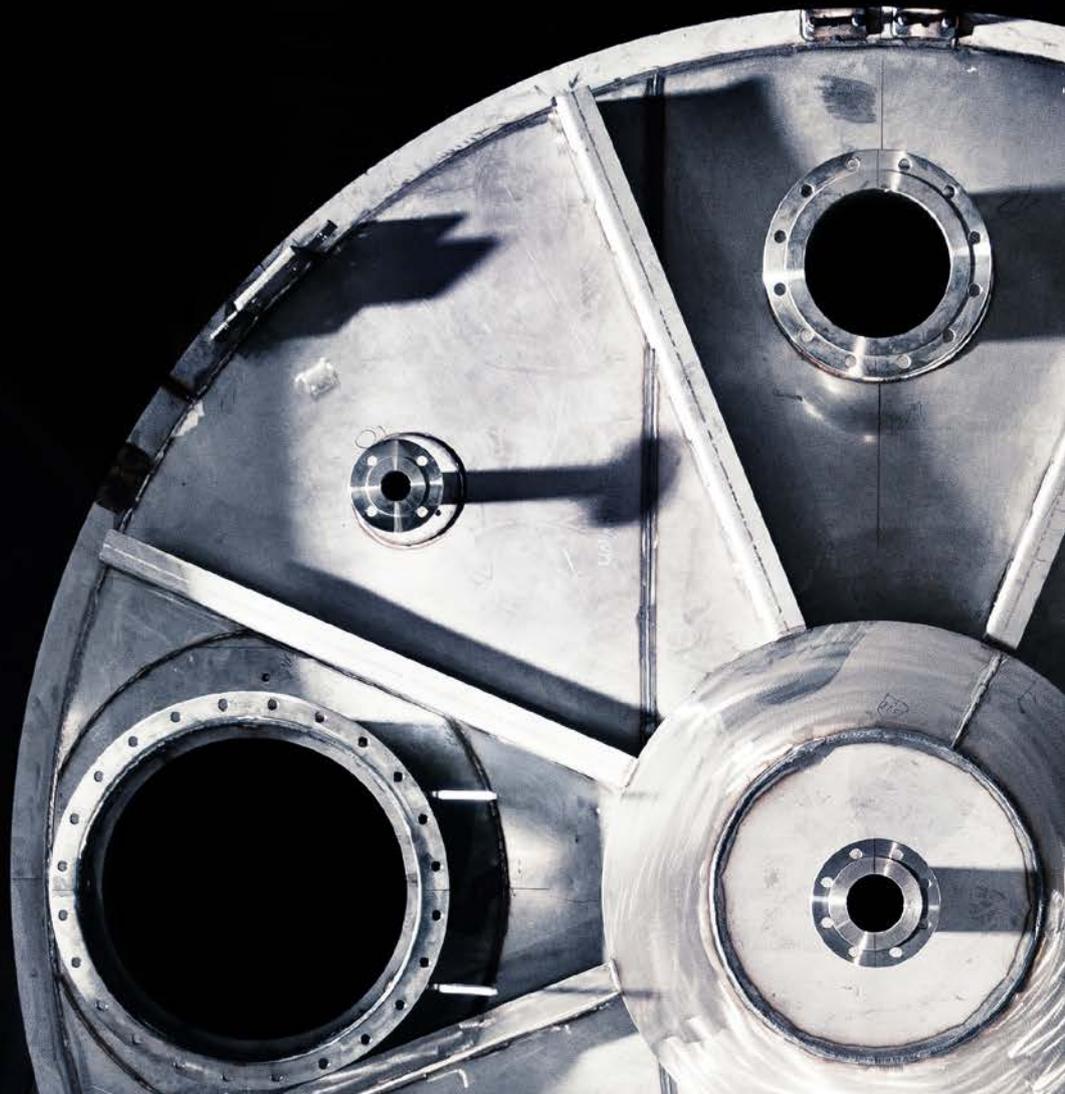


quality
meets
passion

K industries Report

passion





**quality
meets
passion**

Success comes from working together.

**“The real secret of success is
enthusiasm.”**

Walter Percy Chrysler

Dedicated to all partners and friends
of the K industries Group.









Dear business partners,

When I decided to become an entrepreneur in 1986, I had no idea what an adventurous journey I was about to embark on. Some of my companions from back then are still with the company.

Today it fills me with pride and gratitude to present our company report to you. It serves as the K industries Group calling card and reflects our philosophy, but it is also an invitation for you to work with K industries to tackle and overcome the projects of the future. Our uncompromising commitment to quality and adherence to delivery dates is matched by our strong identification with our customers and their projects.

As a family-owned, medium-sized industrial company, we can respond extremely flexibly to the requirements of our customers. Since the publication of the last Ki Report in 2017, K industries - Service&Technologies GmbH, based in Linz, has been added to our Group. In cooperation with our sister companies (K industries at our headquarters in St. Andrä, as well as Ki - ALTHAMMER and Ki - Steel&Engineering) we offer an all-round service: engineering, production, assembly and industrial customer service.

Everyone in the K industries team is looking forward to continuing on our journey together with you.

Franz Kreuzer
Managing Partner





FRANZ KREUZER

K industries GmbH Managing Partner

“Maintain healthy growth”

What three words should customers think of when they hear about K industries?

Franz Kreuzer: Reliability, quality and trust. Our job is to develop solutions that always have our customers’ interests at heart. There’s no better feeling than when you go beyond what your customers expect.

What matters in your customer relationships?

Communicating openly and honestly with each other! In particular, when problems arise, it’s important to highlight them quickly and work together to resolve them.

K industries currently comprises four companies, the most recent addition being K industries - Service&Technologies based in Linz. A logical step?

Yes, logical and thoroughly prepared. While working together with them on a project, we got to know and appreciate the people who work there. Upper Austria is an important region economically, and we couldn’t serve it from our base in Carinthia. Ki-S&T strengthens the Group, and we believe that we have very promising market opportunities in the assembly sector and in project management.

Where will K industries be in 2025? And in 2030?

Our stated aim is to ensure that we are sustainably consolidated within the organisation and continue to grow healthily in the market. We are currently able to handle orders worth 75 million euros per year for our customers, and we want to increase this to 100 million euros. All key positions in the company are filled with excellent people, and we have a very good supplier network, so that objective should be achievable.

By 2030 we will have handed over the reins to the next generation. I can say this with confidence, as the next generation is already sitting at the top table today.

Our biggest customers will continue to need high-quality suppliers such as K industries for their projects, so I’m optimistic.

And if you look even further into the future?

I believe that the Corona crisis will cause a rethink and an investment boom in the long term. Environmental issues will become as relevant as they should always have been, and this will also be reflected in the investments companies make.

K industries will face bigger challenges than ever before, such as the question of pilot series and customised solutions for our customers.

Will family businesses remain the backbone of the economy?

I’m sure of it. They provide an indispensable service, create jobs and make an enormous contribution to the national economy, and thus to the public good. The state should do everything it can to sustain and support family businesses; after all, in contrast to family-run companies, larger corporations are experts at finding the islands which allow them to pay the lowest possible taxes.

A tireless ambassador



MARTIN KREUZER

Partner,
COO K industries GmbH

What is your role within the K industries Group?

Martin Kreuzer: I am an active market researcher. A tireless ambassador for K industries, who, based on references and projects, makes clear the importance and benefits of K industries for customers. As a co-partner, I'm probably even more committed to sales, because it's my own family business.

But I also see myself as a partner people can rely on when it comes to project management.

“One trump card I have is that my career has involved a bit of everything.”

You are both an entrepreneur and a manager – where do you think your specific skills lie?

That's for others to judge, really, but I think one trump card I have is that my career has involved a bit of everything. That gives you a good grounding. Integrity is very important to me in my dealings with my partners, and I hope that people think of me as a pleasant man to do business with. All in all, I feel that I'm representa-

tive of a modern management generation, someone who single-mindedly pursues the path to success – to the mutual interest of my business partners.

What sets K industries apart?

I picture K industries as a powerful speedboat that can react flexibly and quickly to new developments. We have flat hierarchies without large and cumbersome structures, and that means we can make decisions quickly. Another advantage is the sense of mutual loyalty between management and staff that has developed over many years.



PHILIPP KREUZER

Partner,
HSQE Manager, COO K industries - ALTHAMMER GmbH

Germans are cut from the same cloth. But people can always learn from each other: a more structured approach from our German colleagues, and a less buttoned-up and more creative response to problems from our Austrian colleagues. The bottom line is that the paths we take lead to a common goal, and at the Ki Group's locations in Austria and Germany that's what we do.

“Our customers rightly demand top quality.”

Ki - ALTHAMMER in Heidenheim manufactures carriers used for transporting spent fuel rods from nuclear power plants. Do you feel a particular sense of responsibility there?

Our customers rightly demand top quality. The highest levels of precision are of course a basic requirement, and this is especially true for our carriers: there's no margin for error when you're working with 1/100 mm measurements. And the same also applies to the documentation – better to get it checked and verified three times too often than once too few!

It makes me proud that what we do helps make Germany a safer place.

What are your strengths?

I've always been a structured person who has in-depth technical knowledge and understanding. I also take my role as HSQE Manager for the entire Group very seriously. It's very important to me to understand what matters for a particular product, so I also expect my team to think independently, take responsibility for their actions and think decisions through before making them.

As a co-partner I'm known as “the critic”, the person who never stops asking questions. Ultimately, however, the decisions we make must be talked through in advance and command the support of all partners.

“Making Germany a safer place”

You've spent many years working for K industries in Germany, and you're currently responsible for K industries - ALTHAMMER in Heidenheim – how do you compare Austria and Germany?

Philipp Kreuzer: I think Austrians and



JOACHIM KREUZER

Partner,
Head of Legal Department

You worked as a commercial lawyer, but then you decided to join the family-owned company K industries. Why?

Joachim Kreuzer: I think my experience as a lawyer in court is extremely valuable and in no way a disadvantage in what I do now. My main aim is to avoid lawsuits! There are costs for both sides, and even if you win you still usually have to pay the preliminary costs.

“All three of us know where our strengths lie. No-one interferes with each other.”

And I have a second source of income: my wife and I produce juices, cider and brandies on our farm and market them ourselves. I wouldn't want to be without either of my professional activities.

Two different worlds – but are there similarities?

Discipline and self-organisation are important in both, as is attention to detail. Respectful and friendly dealings with customers and business partners matter too. And I enjoy being able to work independently.

As a co-partner, how do you view the development of K industries?

The main thing for me is all the companies within the Group are following the same operating guidelines – they have all internalised the K industries DNA.

This represents a fantastic achievement by my two brothers, who work extremely hard. All three of us know where our strengths lie. No-one interferes with each other, and that guarantees we can work together as effectively as possible, without any sense of competition or jealousy.

What our customers say

One of our key priorities is to make sure our customers are satisfied. Developing the right solutions together with our customers is one of the best things about what we do.

We selected some long-standing customers and asked them for their views on K industries.





DR. JENS SCHRÖDER

Executive board member
GNS Gesellschaft für Nuklear-Service, Essen



We have been working very successfully with K industries in Heidenheim for a decade now. Our CASTOR® containers have to meet extremely high safety standards, and K industries is a reliable and high-quality supplier of one of the most important components: the carriers, which are up to five metres long and consist of several hundred individual parts. In August 2019 we accepted our 100th carrier, a sign of just how successful our partnership has been.





WALTER SCHIEGL

Production / Technology Manager,
EGGER Group, St. Johann in Tirol



We trust K industries because our co-operation has stood the test of time – we have always been happy and have never been disappointed.

Challenging plant construction projects in Romania, in the UK and most recently in the USA were hugely enjoyable to work on. Our team enjoys talking to K industries staff and appreciates their commitment and expertise. A successful partnership is one where you can rely on each other and all parties involved are happy at the end of a project.





Generations of paper



Palm

Palm is a famous name in the world of paper: aware of its traditions yet forward-thinking, willing to invest yet sustainable, it is the largest family-owned German paper manufacturer.

Palm and paper belong together.

Once upon a time, the Kocherburg fortress stood in the Unterkochen district of Aalen, on the edge of the Swabian Alps. Today the most prominent man-made feature of the idyllic Kochertal valley is the main Palm production facility, where businessman Adolf Palm started his entrepreneurial career with a factory that used water power to make iron products for use in agriculture. However, he quickly switched to paper production: remarkably, he used secondary fibres, residues from the textile industry, as raw material. This laid the foundation stone for the Palm empire, and the company has remained true to the

idea of recycling to this day.

A state-of-the-art paper mill is currently being built on the historic company site, costing at least 500 million euros.

K industries was charged with manufacturing and installing a total of around 70 containers, installing the new PM5 machine (including ancillary works such as ventilation, steam and condensate piping in the PM building) and providing the connecting piping for the new power plant.



Since the ground-breaking ceremony in June 2019, construction of the new paper mill at Palm's headquarters in the Neukochen district of Aalen has progressed rapidly. The new paper machine (PM5) produces corrugated raw paper for sustainable packaging, and the mill features the latest technology: a new power station uses combined heat and power generation to supply steam and electricity, the new sewage treatment plant returns clean waste water to the digester, and only recycled fibres are used to produce the paper.



PALM FACTS AND FIGURES

Founded in 1872

33 locations in Europe

(production facilities for newsprint, corrugated raw paper, corrugated cardboard packaging, waste paper recycling)

4,000 employees

Turnover 1.6 billion euros





“That trust is simply there”

Dr. Wolfgang Palm is the fourth generation of his family to manage the family business. He talks about his dream team, K industries, trust and the time he met the Queen.

Dr. Palm, in an interview you said “Having millions in the bank doesn’t make you happy”. What makes you happy?

Wolfgang Palm: There are different aspects to consider. In your personal life, it’s when you have a loving family to support you – thankfully, I do.

Within the company itself, we have a management team that works closely together on the

“Off the top of my head, I could only name perhaps three newspapers in Germany that aren’t printed on our paper.”

basis of honesty, openness and directness. I have great people around me, a real dream team who I love working with to take the company forward. Happiness is being able to say, in retrospect, that it was worth it.

How would you summarise your business philosophy in a nutshell, so that it fits into a WhatsApp message?

What matters most is that we serve our customers and become a partner they can rely on. The same applies to our employees. We have a duty to treat them decently and offer them secure jobs and a guaranteed income, so that they can feed their families.

You belong to the very exclusive group of people who have met and spoken to Queen Elizabeth. Was that a special moment for you?

Yes, of course it was an extraordinary moment in my life! We were lucky: Sandringham, where she spends her Christmas holidays, is only a 15-minute drive away from our factory in Kings Lynn. She wasn’t able to come to the inauguration, but she visited us afterwards. She asked me some technical questions and then surprised everyone in front of the paper machine by asking: “So boys, tell me: where does the paper process start with the 98 percent water?” Everybody’s jaw dropped. She was incredibly sweet, she talked to our employees, and Prince Philip made his usual jokes.

You joined the company in 1982, and today Palm has 4,000 employees and a turnover of 1.6 billion euros. In your wildest dreams, did you ever

think this level of success would be possible?

No, not at all. Before that I worked at a company that had a turnover of 400 million with eight operating sites. That was a huge

place for me compared to our little company. I didn't think I was up to running a 400-million business.

But I soon realised something: if the company was to survive as an independent family business – and that's our stated aim – it had to be large enough to allow an investment in a new paper machine without putting the entire company at risk.

The first paper machine I built together with my father in 1983 cost 25 million euros. Machines like that now cost 500 million euros!

Plus, as a company with a significant market share, you simply have better opportunities. There may be a certain charm in being a niche manufacturer, but as a big player, you're taken more seriously and can cultivate an even deeper relationship with your customers.

Could you name two or three newspapers that are printed on Palm paper?

Our customers don't really like being mentioned by name, so I'm sure you'll understand that I'm not going to name any particular newspapers. But put it this way: off the top of my head, I could only name perhaps three newspapers in Germany that aren't printed on our paper. So it's safe to assume that all the major newspapers are produced using our paper.

How do you see the future of newspapers in an increasingly digital world?

We have invested heavily in newspaper presses over the past few decades, in the expectation that newspapers have a long-term future, and we will continue to make these investments. We believe in newspapers, and at the end of the day we want to be a company that reliably supplies customers with newsprint. I'm confident that po-

litically independent printed newspapers, alongside other media, will continue to play a key role in conveying information to the public.

Austria is still a blank area on the Palm map. Do you want to change that?

Austria would of course be an interesting production location for us. I've already made two or three attempts to establish operations there, unfortunately without success. If you want to take over something that already exists, you're reliant on the other party being willing to sell – and the conditions have to be right for both parties. But it's still something we're looking at.

“For me, a signed contract is a document that belongs in the cupboard and ideally never needs to be taken out again.”

Palm was and remains an important customer too: 500 million euros are currently being invested in the new PM5 at your Neukochen headquarters alone. Are there criteria you use to decide who to award contracts to?

At the top of the list is trust in the supplier. Will they give us the quality we need? And just as importantly, will they deliver on time?

We also ask ourselves: will the supplier think and act in the interests of the project, or will they constantly send us notices of obstruction? That's no use to us, of course, but it's something we've experienced. And as you'd expect, ultimately price is a major factor too – though in almost all cases an agreement can be reached, provided the trust is there. We prefer to work with medium-sized, ideally owner-managed companies. If there's an issue, you sit down together to work out a solution by talking things through and treating each other as equals. As long as you act sensibly and with decency, you won't go far wrong.

Your business relationship with Franz



Kreuzer / K industries goes back to 1996. How important is a personal relationship with suppliers in today's business environment – does the “handshake culture” still exist, or has it become outdated?

For me, a signed contract is a document that belongs in the cupboard and ideally never needs to be taken out again. We award all contracts with a handshake: once that's happened, the contract is considered awarded. We'll keep doing this, even I'm wrong. It's based on mutual reliability and trust.

Why do you trust K industries?

That trust is simply there. Mostly it's down to Franz Kreuzer, but I feel the same trust when I talk to Martin Kreuzer as well. There's not much else to say – that's just how it is.

Finally, when you think of K industries, are there any particular incidents that come to mind?

We once had a technical issue – a complaint about weld seams, which can happen. It was resolved straight away without any quibbles. That too builds trust. But it was a long time ago.

Thank you very much for the interview.

Combined expertise as a Group

The four sister companies of the K industries Group bring their combined expertise together. The two locations in Austria and Germany are home to top-calibre professionals, who work together to develop the best solutions for prestigious customers from various industries.

Here's what you need to know about K industries, Ki - Service&Technologies, Ki - Althammer and Ki - Steel&Engineering:



K industries

INDUSTRIAL PLANT CONSTRUCTION AND SPECIALISED INSTALLATION
ST. ANDRÄ, AUSTRIA

K industries GmbH is a family business specialising in industrial plant construction with headquarters in Carinthia, Austria. Core areas of expertise are engineering, production, installation, insulation, tank and apparatus construction, pipeline construction, welding and steel construction, assembly manufacturing, mechanical engineering and environmental engineering. The production facilities are located in St. Andrä, in the Lavanttal region of Austria.

FACTS AND FIGURES

Countries of business: Europe region, UK, USA
 250 employees

CERTIFICATIONS

- Management system certification to DIN EN ISO 9001:2015 and SCC** 2011
- Approval according to PED 2014/68/EU (AD2000 specification sheet HPO, DIN EN 13445, DIN EN 13480)
- Approval according to DIN EN ISO 1090-2 EXC3
- Approval according to DIN EN ISO 3834-2
- Approval as a specialist company according to WHG (Water Resources Act)
- Re-stamping agreement (TÜV Süd)



Ki - ALTHAMMER

CONTAINER, APPARATUS AND MECHANICAL ENGINEERING
HEIDENHEIM, GERMANY

K industries-ALTHAMMER GmbH is a family-owned company specialising in the areas of tank, apparatus and machinery construction with headquarters in Baden-Württemberg. The products manufactured include components of the highest precision for the nuclear industry as well as highly complex customised tanks and tank systems. The production facilities are located in Heidenheim, Germany.

FACTS AND FIGURES

Countries of business: Europe region, UK, USA
 120 employees

CERTIFICATIONS

- Management system certification to DIN EN ISO 9001:2015
- Approval according to PED 2014/68/EU (AD2000 specification sheet HPO)
- Approval according to DIN EN ISO 1090-2 EXC3
- Approval according to DIN EN ISO 3834-2
- Approval as a specialist company according to WHG (Water Resources Act)
- Approval according to KTA 1401 (Nuclear Safety Standards Commission)





Ki - Steel&Engineering

**INDUSTRIAL SERVICE AND ENGINEERING
FRANKENTHAL, GERMANY**

K industries – Steel&Engineering GmbH is a family business operating primarily in the industrial services sector. The company headquarters are situated in Frankenthal in the economically powerful Rhine-Neckar metropolitan region, with bases at the sites of major industrial customers. Its main activities comprise maintenance in industrial plant construction, as well as design and engineering.

FACTS AND FIGURES

Countries of business: Europe region, UK, USA
80 employees

CERTIFICATIONS

- Management system certification to DIN EN ISO 9001:2015 and SCCP 2011
- Approval according to DIN EN ISO 1090-2 EXC3
- Approval according to DIN EN ISO 3834-2
- Approval as a specialist company according to WHG (Water Resources Act)



MICHAEL EHRLER

CEO
Ki - Steel&Engineering



Ki - Service&Technologies

**INDUSTRIAL SERVICE
LINZ, AUSTRIA**

K industries - Service&Technologies GmbH has been part of the K industries Group since 2020. Ki - Service&Technologies is based in Linz, in the centre of the economically strong province of Upper Austria. The company's main services include project management and engineering, maintenance, industrial installation and provision of highly qualified personnel.

FACTS AND FIGURES

Countries of business: Europe region, UK, USA
80 employees



RENÉ HUMER

CEO
Ki - Service&Technologies



PAUL HINTERREITER

CEO
Ki - Service&Technologies

Ki - ALTHAMMER GmbH
Heidenheim an der Brenz, Germany

Ki - Steel&Engineering GmbH
Frankenthal, Germany

Ki - Service&Technologies GmbH
Linz, Austria

K industries GmbH
St. Andrä im Lavanttal, Austria

Quality from a single source

We look at projects holistically and from the customer's perspective. This means we keep the end result in view throughout the entire course of the project as we work in close cooperation with the client.

Customers have one contact person. Even though the Ki Group's expertise covers a wide range of areas, it is nevertheless extremely flexible and able to make decisions and implement them very quickly.

We have a large number of specialists, allowing us to handle engineering, production and assembly, and added to this is our expertise in the industrial services sector. We aim to offer our customers an all-round service from design through to commissioning, with as few interfaces as possible.

Our job is to understand our customers' needs at all times and to implement the solution that's right for them.

CSR

Aware of our responsibility

The K industries Group feels an obligation to act sustainably and responsibly, guided by the principle of “Putting people first”. Knowledge, ideas and innovations come from people, and this makes them the value drivers of success and prosperity.

Like most other businesses, K industries regards a good work-life balance as an essential aspect of corporate responsibility.

The Group also offers tailored programmes for professional and personal development, while special prevention programmes have consolidated the general consensus that it is better to avoid mistakes in the first place than to fix them afterwards.

K industries supports events and organisations that empower people and their talents and contribute to environmental protection and sustainable business practices.

Acting ethically and with integrity is not negotiable when it comes to our environment, our society and our economic goals.

K industries condemns all forms of corruption. All our business relationships are based exclusively on objective criteria such as professional expertise and value for money.

The diversity of our expertise

Every bit as diverse as the industry sectors of our customers are the areas of expertise covered by K industries, Ki – Service&Technologies, Ki-ALTHAMMER and Ki – Steel&Engineering.

Customer orientation and quality are the measure of all things.

K industries feels a responsibility that goes beyond the mere order. That's why we view things from the customer's perspective: What does the best possible, most sustainable solution look like? To achieve that solution, we maintain a holistic perspective on the project and eliminate unnecessary interfaces. There is one contact person over the course of the entire project.

Based on our profound understanding of customer expectations, the Ki Group can supply everything from a single source: from engineering to our own products, assembly and commissioning.

The following pages provide an overview of our complete range of expertise which we are eager to demonstrate with skill and passion.



Paper and pulp industry



Wood industry

Petrochemical and chemical industry



Environmental technology



Energy industry



Food industry



Steel industry



Plastics industry



Nuclear industry





PAPER AND PULP INDUSTRY

ENGINEERING, PRODUCTION AND ASSEMBLY OF:

- Large and small tanks of various sizes and materials
- Tubular heat exchangers and pressure vessels for low pressure and high pressure (CE conformity marking in accordance with the Pressure Equipment Directive - PED)
- Flat-bottom tanks, angled-bottom tanks, storage towers

MECHANICAL ASSEMBLY OF:

- Paper machines, pulp machines, tissue machines

EQUIPMENT INSTALLATION OF:

- Pulp preparation, heat recovery systems, wood yard equipment

PLANNING, DELIVERY AND ASSEMBLY OF:

- Ermeto piping for hydraulic and lubrication equipment
- Small and large diameter pipelines





WOOD INDUSTRY

COMPLETE RELOCATION

of existing plants
(international)

ASSEMBLY OF:

- Saw mills
- Short-cycle presses
- Materials handling
- Mechanical assembly of stackers and reclaimers
- Plant assembly for cleaning and chemically processing primary materials
- Engineering & construction of glue plants
- Industrial maintenance





FOOD INDUSTRY

PRODUCTION AND ASSEMBLY OF:

- Pressure vessels (to PED and Water Resources Act (WHG) Par. 19)
- Anion and cation exchangers
- Fermentation tanks
- Filtration tanks
- Heat exchangers
- Custom skids, prefabricated in our own facilities
- Piping systems and insulation
- Industrial maintenance





PETROCHEMICAL AND CHEMICAL INDUSTRY

ENGINEERING, PRODUCTION AND ASSEMBLY OF:

- Heat exchangers (finned tubes, glass tubes, ...)
- Large and small tanks
- Pressure pipes
- Reaction columns
- Evaporator columns
- Double jacket tanks
- Cooling coil tanks
- Storage tanks according to WHG
- Reactors
- Industrial maintenance





STEEL INDUSTRY

PARTIAL PRODUCTION AND ASSEMBLY:

- Construction of lime kilns
- Piping of continuous casting plants
- Equipment assembly for continuous casting plants
- Delivery and assembly of steel structures
- Steel mill components
- Dedusting components
- Blast furnace gas expansion turbines





ENVIRONMENTAL TECHNOLOGY

PARTIAL PRODUCTION AND ASSEMBLY OF SEWAGE TREATMENT PLANT COMPONENTS:

- Basins
- Tanks
- Digestion towers
- Inclined clarifiers and circular driers
- Piping systems
- Electrostatic precipitators, bag filters, flue gas ducts
- Equipment installation
- Thermal and catalytic post-combustion systems



PRODUCTION AND ASSEMBLY OF:

- Specific tanks
(e.g. for salt water treatment)



ENERGY INDUSTRY

- Equipment installation
- Handling of fittings

PRODUCTION AND ASSEMBLY OF:

- Tank piping (high and low-pressure systems)
- Steam pressure reduction stations
- Compressed air tanks
- Insulation
- Heat tracing (steam and electrical)
- Fitting management

ASSEMBLY OF:

- Cleaning equipment and waste gas flues
- Steel structures
- Recooling plants





NUCLEAR INDUSTRY

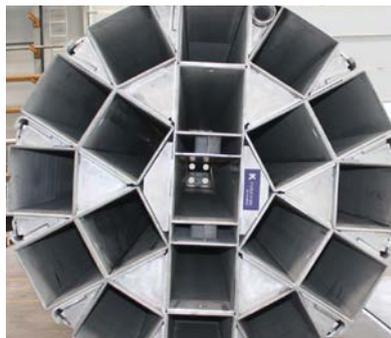
SPECIALISED MECHANICAL ENGINEERING

PRODUCTION OF:

- Components with the highest precision for safe transportation and for intermediate storage of spent fuel
- Closing elements, spacer plates and additional spare parts

Intensive, joint development efforts preceded the start of production. All services performed comply with

the requirements of the Federal Institute for Materials Research and Testing (BAM) as well as the rules of the Nuclear Safety Standards Commission (KTA).



PLASTICS INDUSTRY

RESEARCH & DEVELOPMENT

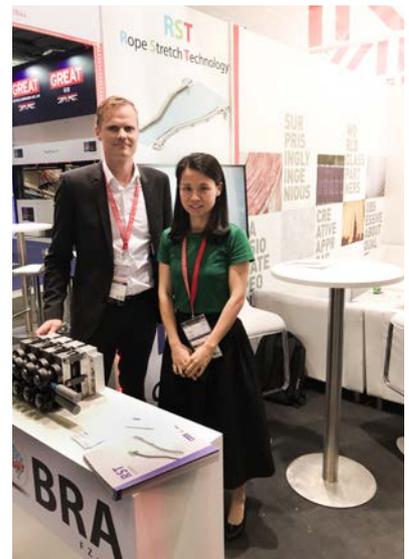
An innovation from K industries is setting new standards in the production of biaxially stretched plastic film. Rope Stretch Technology was invented and developed by Dr. Wolfgang Pinegger, in close cooperation with K industries. Pinegger's company GloBra FZ LLC holds the corresponding patents, and as project partner K industries has the exclusive global manufacturing licence. The Vienna University of Technology also made a major contribution to its development.



ROPE STRETCH TECHNOLOGY

Rope Stretch Technology, RST for short, opens up a whole new world of possibilities when it comes to manufacturing biaxially stretched plastic film. Unlike previous conventional chain track systems, the film is clamped by two ropes in the corresponding machine area and stretched. This new system significantly accelerates production, considerably improves energy efficiency, reduces maintenance and servicing costs and increases the service life of the machines.

Launched at ArabPlast in January 2019 in Dubai, RST continues to generate great interest in the industry.



**The plant construction business has an international flavour.
With the team from K industries and the associated companies, we conduct projects on all continents.**



**The K industries Group
At work on
all continents**

13133

24408

Materials

14

**Knowledgeable and experienced
over the entire spectrum**

S235JR

CH 714690 KQ2-64

VQ 32



What can be conceived can be done.



K industries, Ki-ALTHAMMER, Ki - Steel&Engineering and Ki - Service&Technologies process a wide range of different materials with great passion and in-depth expertise.

The various materials processed include:

- **CARBON STEELS**
(with qualities of S235 to 10CrMo9-10, X10CrMoVNb9-1, ...)
- **HIGH-ALLOYED CHROME-NICKEL STEELS**
(from 1.4301 to 1.4571)
- **LEAN DUPLEX up to SUPER DUPLEX**
- **NICKEL-BASED ALLOYS (Hastelloy, ...)**
- **TITANIUM**
- **COPPER and NICKEL ALLOYS**
- **ALUMINIUM**

... and every imaginable material combination beyond these, all produced from a single source!



**‘Can’t be done’
doesn’t exist!**



I always knew we would find a solution.

A dialogue between two
colleagues at K industries

Mission statement – Our values





01 Continuity

We plan our future on the foundation of a successful family enterprise.

- We emphasise long-term stability as well as sustainability and are building on the next generation in the family.
- We value our independence and exercise prudent leadership.
- We have the courage to undertake change and shape our future.

02 Competence

We place our customers at the focus of our actions to create custom overall solutions.

- We are a reliable partner and deliver innovative services from a single source.
- We offer complex industrial solutions based on international project experience.
- We guarantee deadline, cost and quality reliability.

03 Communication

We support, challenge and develop our employees.

- We work with our staff in an atmosphere of dialog and mutual respect.
- We invest in the continuing training of our employees and in the improvement of the entire organisation.
- We attend to the occupational safety of our staff through comprehensive preventive measures.

04 Consistency

We strive for outstanding and sustainable economic success.

- We continue to expand our market share and strengthen globalisation.
- We create a competitive advantage in the market through rapid action and the refinement of our know-how.
- We take responsibility for the success of our customers.

Careers at K industries

Qualified and motivated employees are the key to successful projects. So we at K consistently promote our employees' personal development and make sure they have the right work/life balance. Successfully overcoming the tasks and challenges we face for the benefit of our customers requires individualised concepts, creative approaches for solutions and project-oriented work practices.

Newcomers and old hands, lateral thinkers and go-getters, apprentices and experts are warmly welcome at K industries.





Apprentice, foreman, team leader, manager

Robin Mack's impressive career path is an example of how far you can go at K industries.

Born in 1989, Robin Mack is a team leader and shop foreman at K industries-ALTHAMMER in Heidenheim, where he coordinates the production of carriers. A lot depends on him: he is responsible for overseeing the entire production process, staff deployment and machine utilisation.

Straight away emphasises his management philosophy that "You can only be successful as part of a team". Constant dialogue with colleagues is important, he believes, as is an atmosphere that encourages independent work.

Despite only being in his early thirties, Robin (who says he has "always been keen on metal") is already something of an institution in Althammer: as a boy he was fascinated by its huge tanks and machines, and it was there that

he started his apprenticeship as a tank and apparatus builder in 2007, which he passed in 2011 with flying colours. Three-year training courses to become a Metal Industrial Foreman and a Technical Business Manager followed over the next few years.

Robin explains his guiding principle: "For me, successful entrepreneurs have always been role models. If you want to develop further, you have to get out of your comfort zone." So it's no surprise that he started a course in "Digital Corporate Governance" at the Danube University Krems in 2019. K industries promotes and supports training courses like this, as it strengthens the company as a whole.

What advice does Robin have for new colleagues joining K industries? "The most important thing is to show high levels of initiative and the will to make things even better!"

In these strange times

At first it all seemed so far away, but when the virus became a pandemic in the first quarter of 2020, we all entered uncharted territory. All sorts of questions suddenly needed answering. How do we protect employees? Will the supply chains continue to function? Can we continue working and under what circumstances? Will the construction sites from Germany to the USA have to close? It was like driving along a road through thick fog. But we at the Ki Group adjusted very quickly to these unprecedented circumstances and have made the best of it.

It was further proof that true character shines through in a crisis. As a team, K industries has showed incredible resilience during these strange times. Heroic stories have been written about the strength of character and optimism we have shown.

These strange times have brought us even closer together and have made us stronger than ever before. Whatever the new normal is, we'll handle it.

