

AEON

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The POLYPLASTIC Group has announced its new acquisition: in August 2013, Radius Systems, part of the POLYPLASTIC Group, acquired AEON Group Holdings Ltd., a leading valve manufacturer. In their press release, Radius Systems stated that the POLYPLASTIC Group had no hesitation in supporting the acquisition which complements their core pipes and fittings production business with associated products, services and technologies.

AEON

The AEON Group was founded in Great Britain in 1996. Its head office has control over finance and logistics, and conducts general management, engineering, research and development. Main production is based in Poland, with additional warehousing, sales offices and service centres in Dubai (UAE).

The company is among the top ten leading European developers, manufacturers and suppliers of valves to the oil and gas, water and fire protection sectors. The product

range includes various types of gate valves, butterfly valves, return valves, connection fittings, clamps and others.

Gate valves for water and gas pipelines are AEON's trademark. They're the culmination of 17 years of research, innovation and cooperation with leading specialists in the gas and water industry, including famous companies like British Gas and Thames Water. A number of technical solutions and design characteristics of AEON's gate valves are patented, e.g. the integrated wedge with double seal. These solutions give AEON gate

valves unique operating characteristics. A double seal ensures 100% isolation in any flow direction while the plastic guides at the gate reduce friction. This allows horizontal or vertical installation without any increase of torque. The lower part of the wedge is specially shaped to create a turbulent zone beneath it during closure; the flush effect prevents sedimentation of the coarse fraction contained in the operating fluid. The unique design of the top part of the wedge also allows for easy replacement of the gland seal.

AEON products are manufactured in compliance with all relevant international standards (including ISO 9001, ISO 14001 и BSI Kitemark), EN 13774 cat. 4 DVGW, GIS V7 and all Russian standards and GOSTs.

The quality of AEON products is approved by certificates and test protocols as well as by its application all over the world. AEON valves are used at La Fenice Opera House (Venice, Italy), one of the largest pumping stations in Sharjah (UAE), Regents Park Road in London, and Veolia Water facilities in over 50 countries and more.

Who's set to gain? Radius ...

Radius Systems Limited is a leading manufacturer of plastic pipeline systems in Great Britain and Ireland. The company has an 80% share in the gas industry, and a 30% share in the water supply industry and its customers include some of the largest British gas and water suppliers such as National Grid, SSE, Northern Gas Networks Wales and West Utilities, United Utilities, etc.

AEON gate valves are among the very few certified by market giant, British Gas, therefore acquisition of AEON is a logical move. Adding AEON valves to the product range gives the

company an opportunity to provide complete, effective solutions to the gas pipeline construction industry.

...POLYPLASTIC...

POLYPLASTIC shareholders have supported the deal knowing that it will strengthen its British subsidiary in the local market. AEON valves are well known in Russia and are sold by several trade companies in different regions of the country. The products are certified by Rostekhnadzor for use in the gas supply industry. This significantly eases the planned sales expansion. Moreover, the group's pipe trade divisions appreciate the increasing demand for a new valve range for the gas industry. The TALIS Group will remain a strategic partner of the POLYPLASTIC Group.

...AEON

The AEON Group intends to increase sales 3–4 times within the next 3 years through substantial expansion into existing markets in Britain, Russia, Poland, Eastern Europe and the Middle East. It will also introduce the product in France, Germany, CIS, Northern Africa and Asia. Derek Watson, General Director of AEON Group is convinced that the merger of POLYPLASTIC and AEON will give effective access to wider and diversified markets, which will be more attractive to existing customers.

There is plenty of potential for synergy. This is a good all-round deal, particularly for Russian customers who will get the opportunity to choose components for their projects from the world's leading manufacturers.

