



# Korvest and how to be successful at manufacturing in Australia

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Managing Director  
Korvest Ltd

 ~250



**\$A**

 **ASX KOV (1970)**

	FY 2013	FY 2012	FY 2011
Sales	\$61.72m	\$72.32m	\$67.38m
EBIT	\$5.34m	\$8.59m	\$6.02m
Earnings per Share	44c	71.6c	48.9c
Dividend per Share	56c	53c	26c



# Divisions of Korvest

**EzyStrut**



**INDAX**



**korvest galvanisers**



# Divisions of Korvest





# Korvest's Values

## Safety

Our company focus on safety covers staff, customers and products. We believe that a safe workplace is no accident.

## Relationships

We work hard to provide customers of all sizes from a diverse range of industries with value, reliability and quality.

## Wealth

We continually strive to improve our efficiency, reliability, and capability as a commitment to wealth for the company and shareholders.





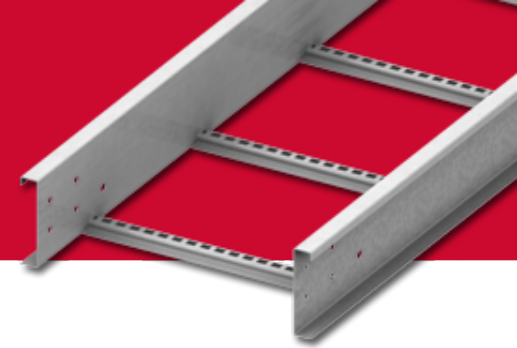




The image shows a dense array of industrial piping and conduits. A prominent feature is a thick red horizontal pipe in the foreground. Above it, numerous grey, yellow, blue, and orange pipes and bundles of conduits are arranged in a structured, grid-like pattern. The background is a solid, bright red wall. The 'EzyStrut' logo is centered in the image, rendered in a bold, white, sans-serif font. The overall scene suggests a high-tech or industrial environment where organized infrastructure is key.

**EzyStrut**





**Ravensworth Coal  
Mine NSW**



**Pt Stanvac  
Desalination Plant SA**



**Fiona Stanley  
Hospital WA**



**Sydney Energy  
Tunnel NSW**

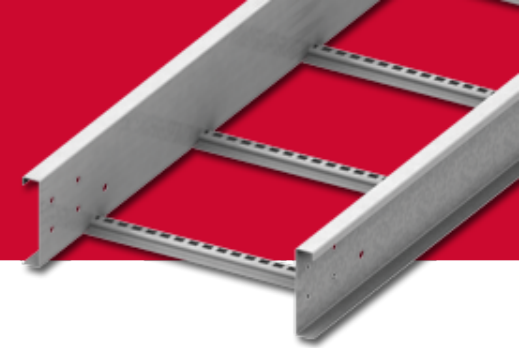


**Adelaide Airport  
Recent Upgrade SA**



**Darwin Liquefied  
Natural Gas Project NT**





**EPCMs**

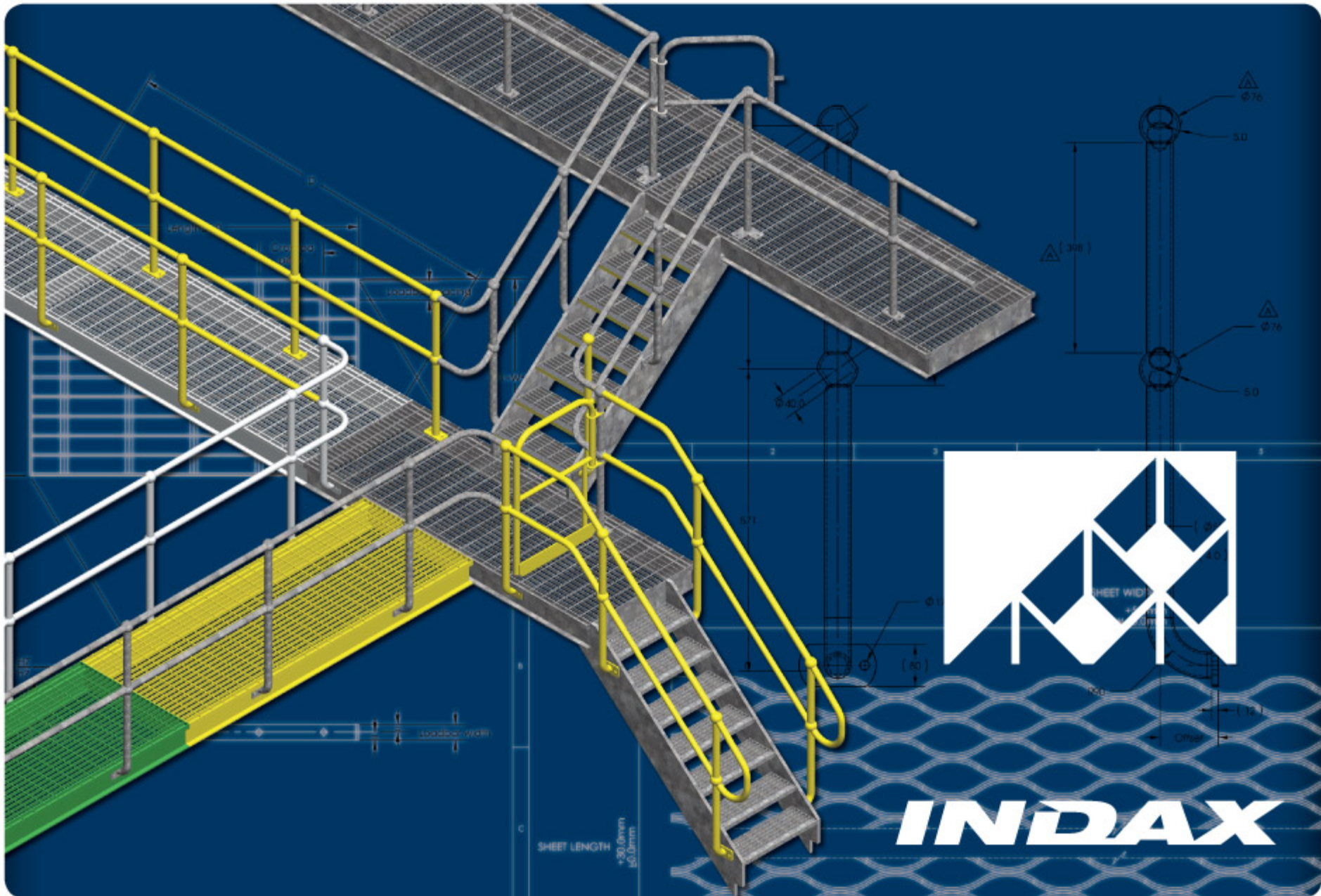


**Wholesalers**



**Trades  
Direct**





SHEET LENGTH  
+30.0mm  
±0.0mm



**INDAX**





**INDAX**



## Recent Projects Include

- Stadiums
- Hospitals
- Airports
- Shopping centres
- Wind towers
- Grain silos, wineries
- Commercial buildings







# Galvanising

***korvest galvanisers***







***korvest galvanisers***

## Hot Dip Galvanising



## Centrifuge Galvanising



**BODDINGTON MINE W.A. - AUSTRALIA**



**PASCUA LAMA MINE - CHILE**



## Developments for 2014

- Form an alliance with OEM SUPPLIERS to increase sales opportunities world wide (as preferred supplier for Safety Access Systems)
- Become more competitive through innovation and product improvement
- Introduce innovative safety access systems that evolve with OEM machines
- Diversify the PS product range to service more industrial segments

**XSTRATA MINE – SOUTH AFRICA**



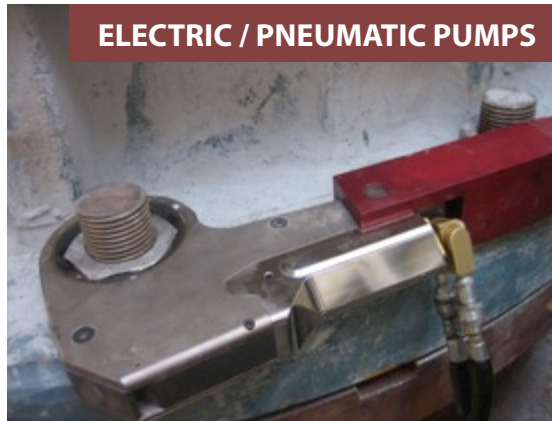




HYDRAULIC TORQUE TOOLS



ELECTRIC / PNEUMATIC PUMPS



HYDRAULIC TENSIONING TOOLS



**TITAN TECHNOLOGIES**  
services all industries  
with superior bolting  
solutions.



**Onsite  
Engineering  
Department**



**Specials/MTO  
Capability**



**Diverse & Agile  
Manufacturing  
Capabilities**



**8 Warehouses**



**Computerised  
Production**



**Local Supply  
Chain &  
Manufacturing**



**Vast  
Material  
Capability**



# Manufacturing in Australia

## Consumables

Food

Clothing

Specials

Prototypes

## Building Products

Steel

Concrete

Timber

## Machinery

Cars

Cabling

Electronics

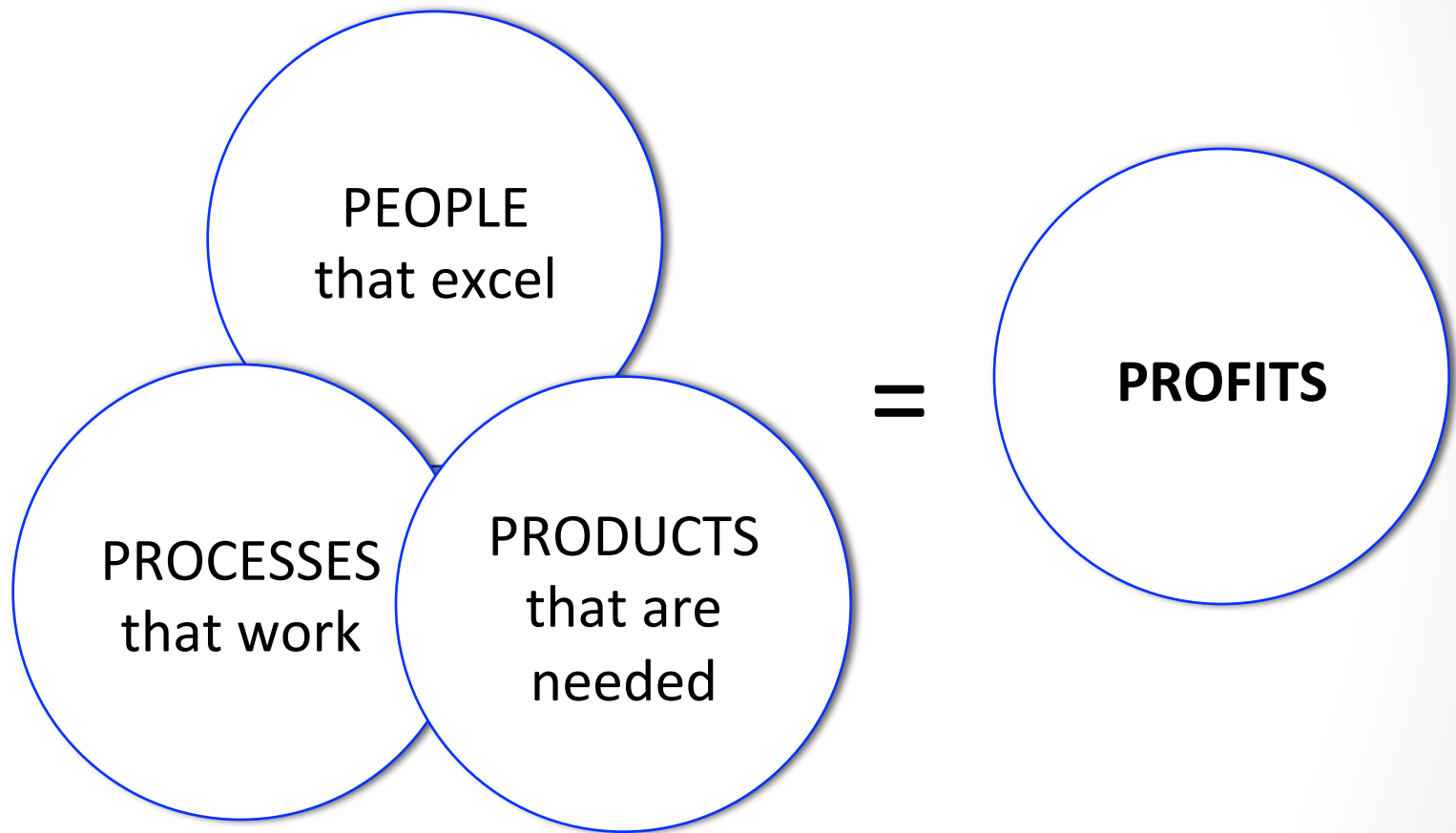
& Components

More \$ Effective in Australia

More \$ Effective Overseas



# Ingredients for a sustainable profitable business:



**What does the customer expect?**

**Or**

**Why does a customer use Korvest rather  
than a competitor?**



# Korvest's offering to the customer

## Galvanising

Short lead-time = 2.5 days

## Indax

Made to order, short-lead-time = 10 days

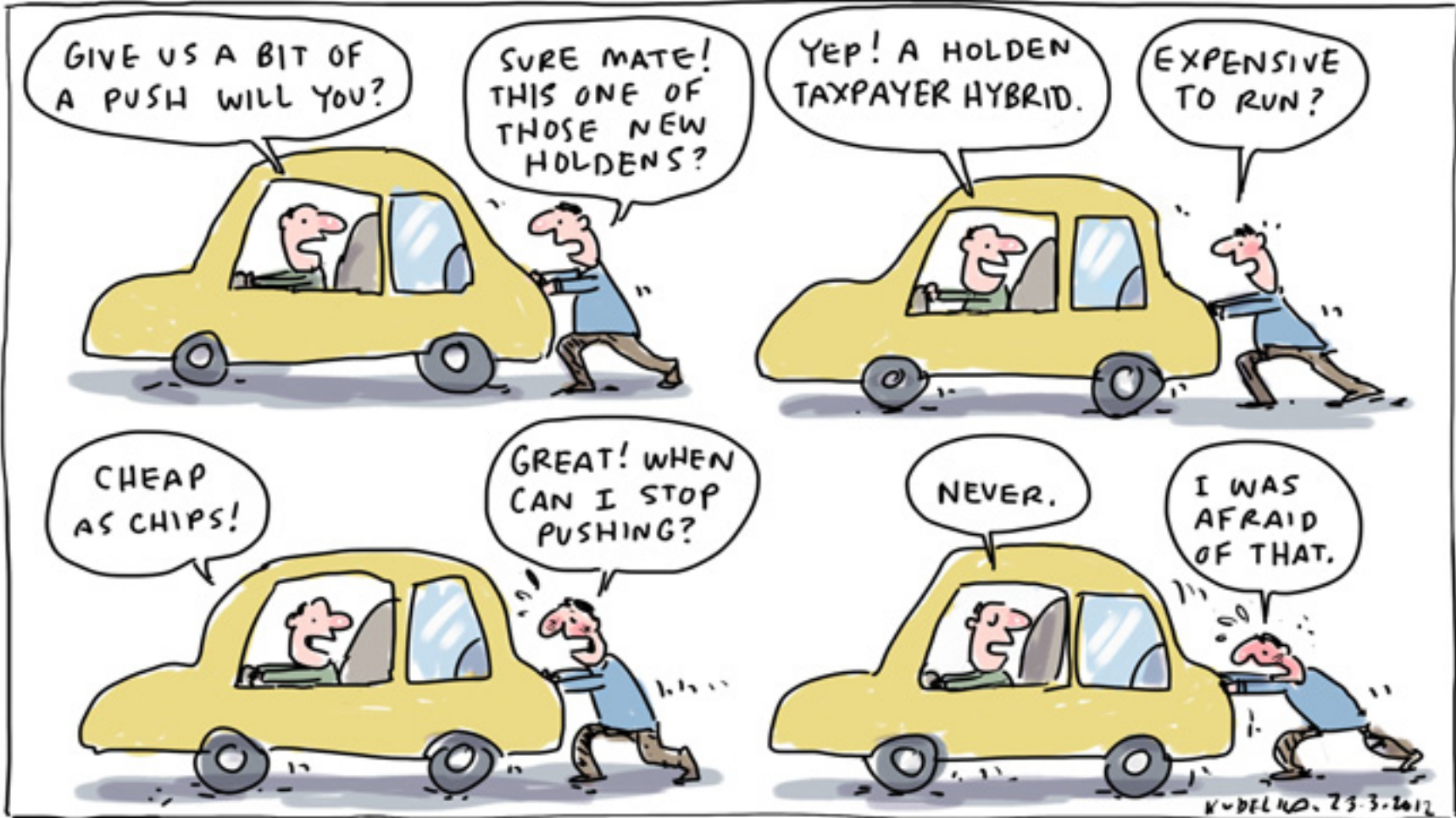
## EzyStrut

Next day standard products

Specials made to order, lead-time 10 days

All – Quality; Value; Service

# What is the outlook for Manufacturing in Australia?



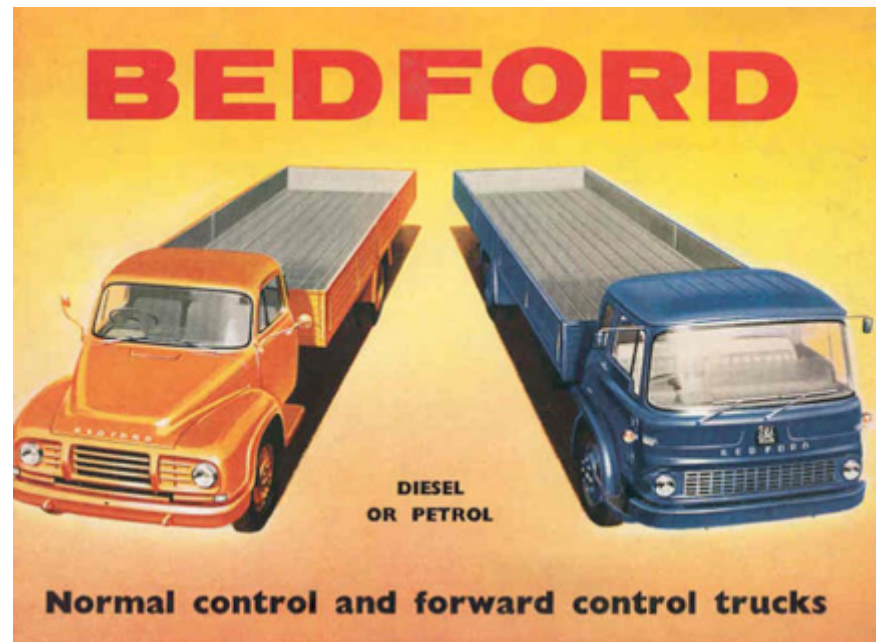


# Manufacturing Around the World

## History and Current Challenges



- Famous for 'Industry Firsts'
- Designs not refined, no innovation
- Did not service the customer
- Did not protect IP



# Manufacturing Around the World

## History and Current Challenges



- Kept IP
- Supplied processes
- Reinvested in processes to keep internal costs under control

**GRUNDIG SIEMENS**





# Manufacturing Around the World

## History and Current Challenges



- Refined technologies and products and made them cheaper
- Offered all inclusive packages
- Quality!



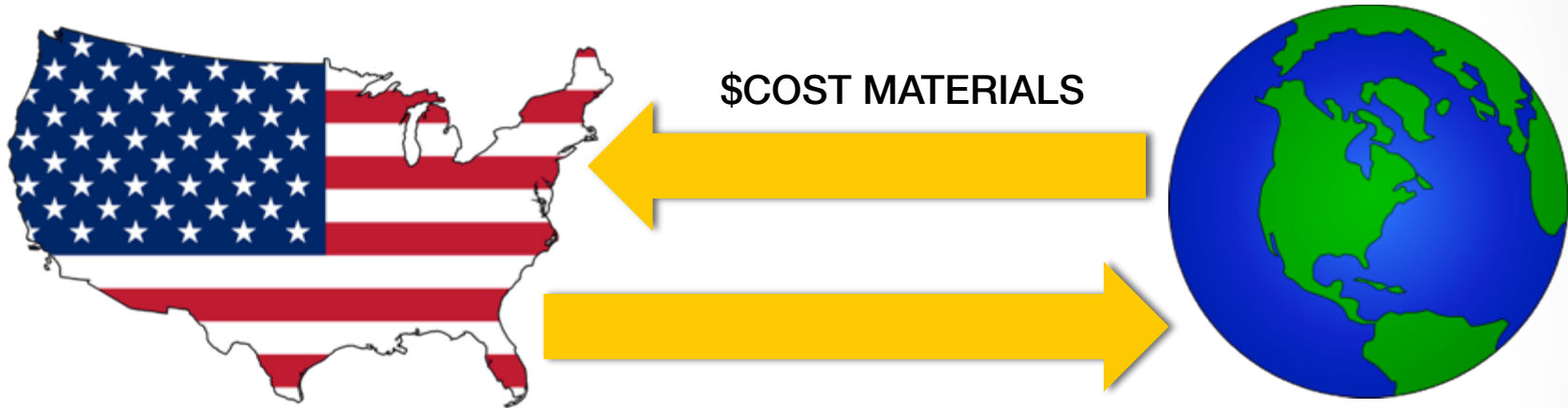
N360M Sunroof



1968.06.21

# Manufacturing Around the World

## History and Current Challenges



- High labour costs
- Inefficient manufacturing processes
- Refusal to adapt or upgrade 'iconic' products



# Manufacturing in Australia

The future:



- ◆ Costs \$
- ◆ Lead-time
- ◆ Quality
- ◆ One-off, bespoke
- ◆ Flexible



# How does Korvest justify manufacturing in Australia?

## Current Challenges



**\$ Cost**



**What is the customer's value on Lead Time?**

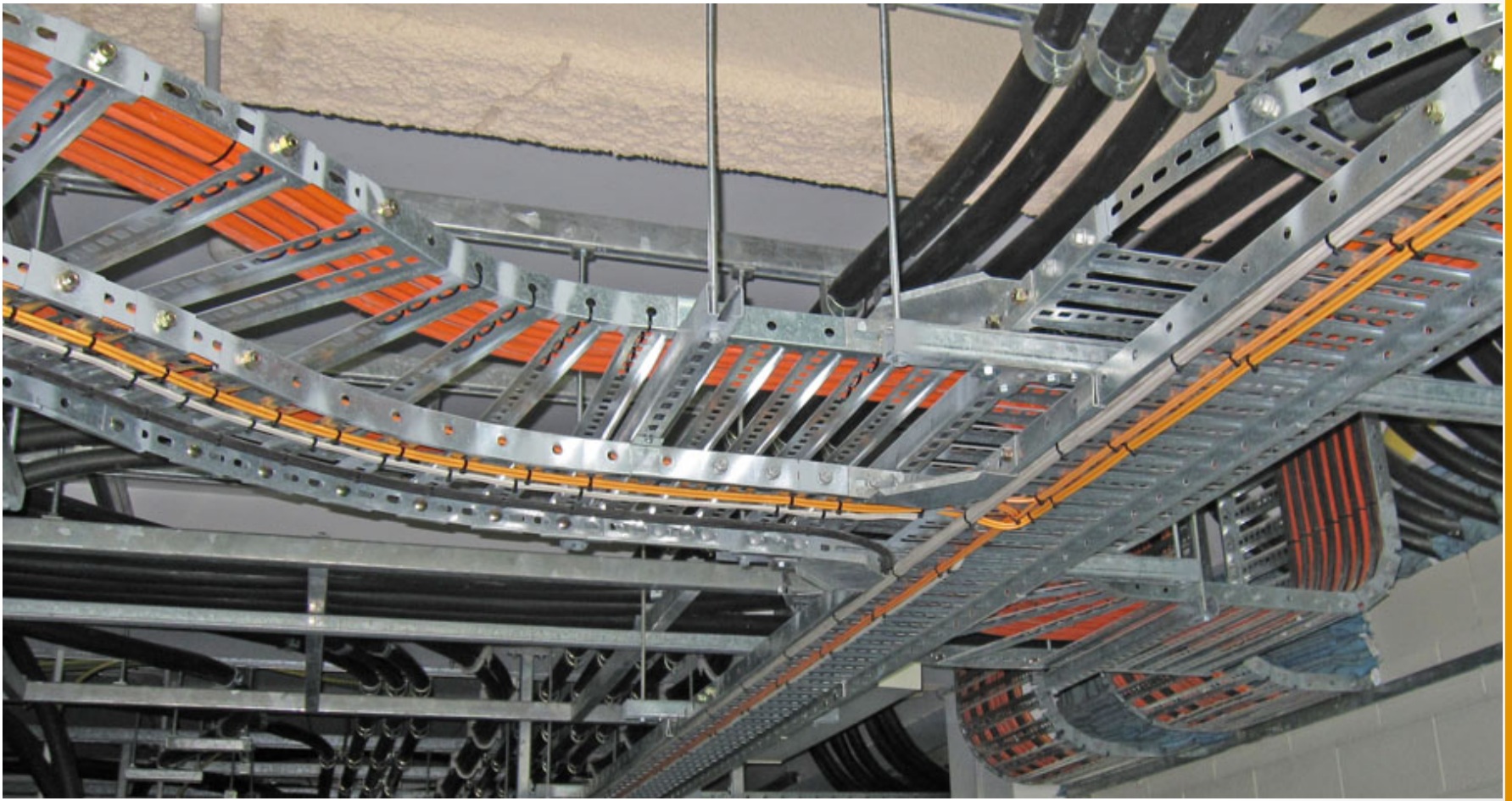


**\$ Cost**



# Korvest manufacturing in Australia

Commodity products produced with minimum effort





# Korvest manufacturing in Australia

Commodity products produced with minimum effort  
**Robotic Folding**





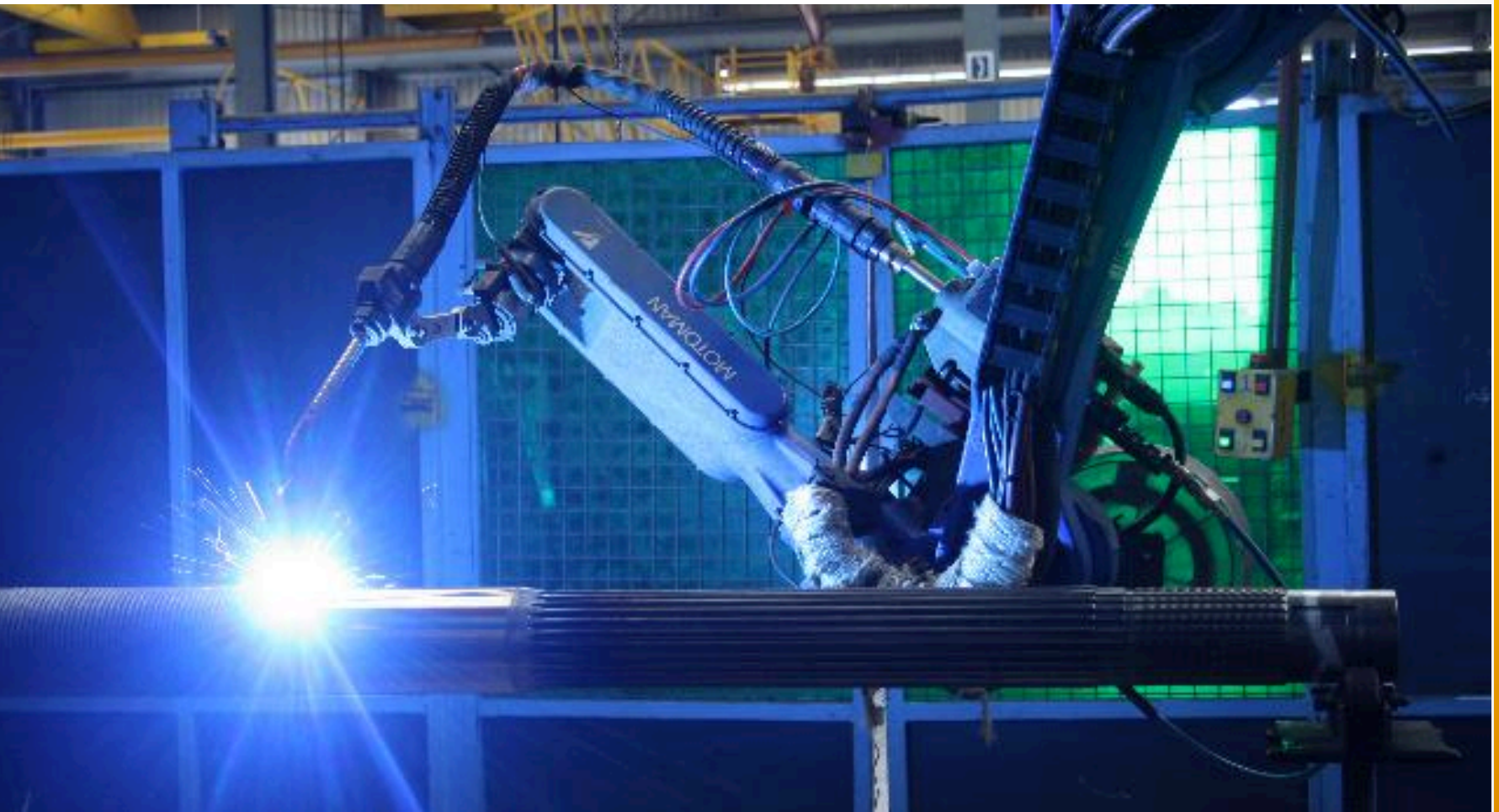
# Korvest manufacturing in Australia

Commodity products produced with minimum effort  
**Robotic Folding**



# Korvest manufacturing in Australia

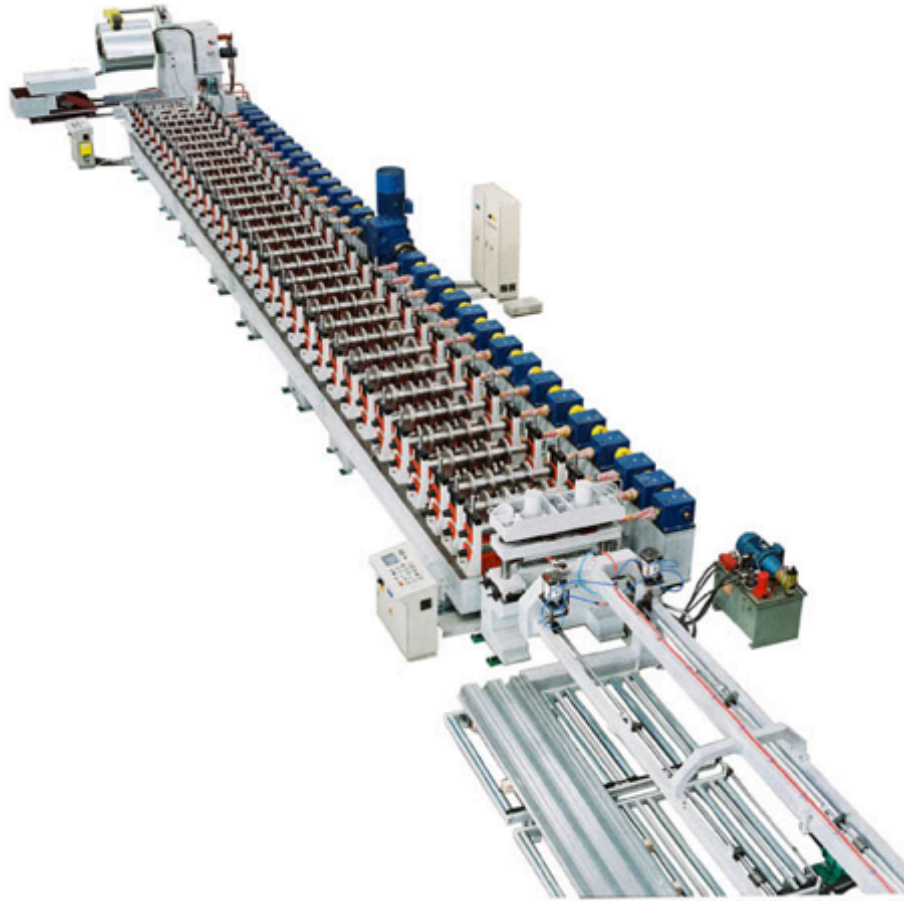
Commodity products produced with minimum effort  
**Robotic Welding**



# Korvest manufacturing in Australia

Commodity products produced with minimum effort

## Rollforming





# Korvest manufacturing in Australia

Specials need a flexible workforce





# Korvest manufacturing in Australia

Vertically integrated galvanising/finishing





# Korvest manufacturing in Australia

## Flexible logistics





**Is there a future for manufacturing in  
Australia?**

Is there a future for manufacturing in Australia?





**Korvest** Ltd

We deliver on our promise

Alexander Kachellek  
Managing Director  
Korvest Ltd

[www.korvest.com.au](http://www.korvest.com.au)