

Asiatic Fire System Pte Ltd

NEWSLETTER



**A Subsidiary of
Asiatic Group (Holdings) Limited**

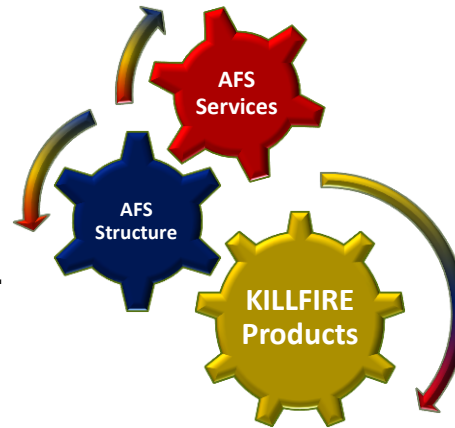
April to September
AFS Publication 2016 1st Edition



Background:

This is the first publication of the AFS NEWSLETTER Edition.
The purpose of this NEWSLETTER is to update:

- events or activities,
- new products or services,
- any other appointments



Overview: Year 2016 Changes

New Structure, Products and Services to Serve the Customers

In preparation for the next decades

- Since 1st April 2016, AFS has made changes to the Management Team in preparation for the new decade.
- This restructuring is necessary for the AFS developments so that the company is geared for the markets where bigger and more demanding challenges which are evolving year to year. This is being summarized into our Vision & Mission statements as follows:

Vision - A company geared with comprehensive solutions ready for increasing challenges in the Fire Fighting Industry.

Mission - A company capable of providing:

- i. design, manufacture & supply of quality Fire Fighting products,
- ii. latest, sustainable & innovative Fire Fighting technologies & knowledge,
- iii. committed team passionate and delicate in highest level of customer-centered services.



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1. New Management Team includes:

- a. Accounts & Human Resources,
 - b. Sales - Development of new markets
 - c. Marketing - Development of New Products
- to transform the company into a internationally ready company.

a. Accounts & Human Resources

For the last few years, business environment has constantly been changing and it is important for AFS to look into the overall financial area. This is to enable the company to better prepare and plan for the company on the financial aspect in order to anticipate/react to the situation from the market. we are Services orientated company, AFS takes it seriously that the employees' skills and competence for the job must be in place in order to able and ready to provide better services to the customers. The welfare and benefits of the employees are also being look into and currently working out a handbook for all employees.

b. Sales & Marketing

Sales strategies and businesses models to take the company into the next decade in the evolving environment. Upgrading of the customer services level to customers and increasing the market sector coverage. Improving the sales and developing overseas market - both land and marine businesses.

With the aid of advance internet technologies making mass dissemination of the latest products and services information.





2. "KILLFIRE" Branded - New Products

With the increased in safety and standards requirements, AFS has invested into the following:

a. Products for Land Applications

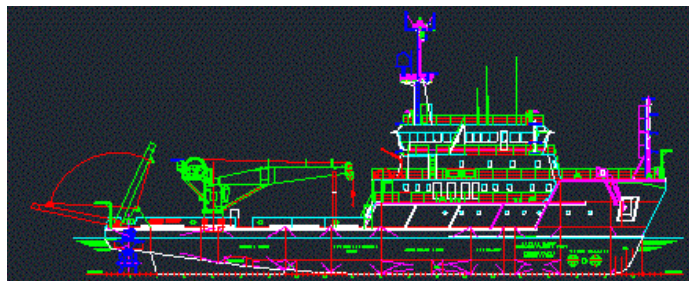
1. PRV Valves - TUV-SUD and in process BSI approval
2. UL Listed Hoses
3. UL Listed Nozzles
4. UL Listed Valves
5. LPCB - Hose Reel
6. Fire Extinguishers - Clean Agent
7. DAKEN Products

b. Products - Marine Applications

1. Fire Extinguishers (Complete Range) - MED Approvals

c. Pending Approvals

1. Fire Extinguishers - UL Approvals
2. Hoses - CCS Approvals
3. Hoses - MED Approvals
4. Valves – Type Approval
5. American Products



This list goes on as we are continuously evaluating what other new requirements that are suitable for the industry.



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2. "KILLFIRE" Branded - New Products

d. Product development roadmap

AFS Product Development

"KILLFIRE" Brand

| S/No. | Products | Model | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sept | Oct | Nov | Dec |
|---------------------------|---|-------------------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|
| UL Listed Products | | | | | | | | | | | | | | |
| 1 | Hose | | | | | | | | | | | | | |
| a. | 1.5" x 30M | KFH-1530-UL | | | | | ✓ | ✓ | | | | | | |
| b. | 2.5" x 30M | KFH-1530-UL | | | | | ✓ | ✓ | | | | | | |
| 2 | Valves | | | | | | | | | | | | | |
| a. | 1.5" Type | KNZ-38JS-UL | | | | | | ✓ | ✓ | | | | | |
| b. | 2.5" Type | KNZ-65JS-UL | | | | | | ✓ | ✓ | | | | | |
| 3 | Nozzles | | | | | | | | | | | | | |
| a. | 1.5" Spray Type | KV247-38A-UL | | | | | | ✓ | ✓ | | | | | |
| b. | 2.5" Spray Type | KV247-65A-UL | | | | | | ✓ | ✓ | | | | | |
| 4 | Fire Extinguishers | Total 4 Types | | | | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| 5 | Hose Reel | COREELS-1185-2024 | | | | | | ✓ | ✓ | | | | | |
| European Standards | | | | | | | | | | | | | | |
| 1 | Hose Reel | KHS-1E-C-LPCB | | | | | | ✓ | | ✓ | ✓ | | | |
| 2 | Pressure Reduction Valve - New Design | | | | | | | | | | | | | |
| a. | TUV-SUD PRV Valve | KRV-098S-(P) | | | | | ✓ | | | ✓ | ✓ | | | |
| b. | Pending BSI Approval | KRV-098S-(P) | | | | | | | ✓ | ✓ | ✓ | ✓ | | |
| 3 | Breeching Valves - New Design | Total 2 Types | | | | | | | | ✓ | ✓ | ✓ | | |
| 4 | MED Certified Fire Extinguishers | Total 19 Types | | | | | | ✓ | ✓ | ✓ | ✓ | ✓ | | |
| 5 | MED Certified Hoses | Total 2 Types | | | | | | ✓ | ✓ | ✓ | ✓ | ✓ | | |
| 6 | Clean Agent Fire Extinguishers | KFE-4EN, KFE-8EN | | | | | | | ✓ | ✓ | ✓ | | | |
| Distrbutionship/Stockists | | | | | | | | | | | | | | |
| 9 | Distributor - Tyco, ANSUL, CHEMGUARD | | | | | | ✓ | ✓ | | | | | | |
| 10 | Stockist/Distributor - DAKEN | | | | | | ✓ | ✓ | ✓ | | | | | |
| CCS Approved Hose | | | | | | | | | | | | | | |
| 11 | Hoses 1.5", 2.0", 2.5" Pending KILLFIRE | KFH-15-CCS | | | | | | | | | ✓ | ✓ | ✓ | ✓ |
| | | KFH-20-CCS | | | | | | | | | ✓ | ✓ | ✓ | ✓ |
| | | KFH-25-CCS | | | | | | | | | ✓ | ✓ | ✓ | ✓ |

Legend
 ✓ Testing in Progress ✓ Approval Received ✓ Stock Available

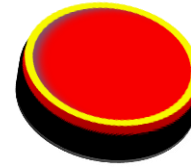


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**Work in
Progress**



2. "KILLFIRE" Branded - Work in Progress

e. Product development



**"KILLFIRE" PRODUCTS
UNDERGOING TESTS**

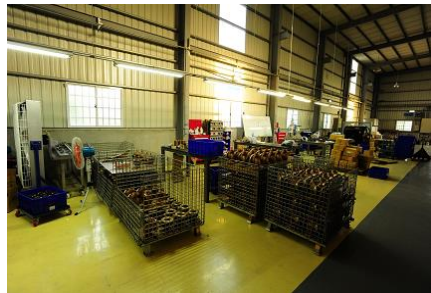


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3. Production Facilities



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3. New Appointment

a. **TYCO** - AFS as authorized distributor

From 1st March 2016, AFS has been appointed by TYCO FIRE PROTECTION to be the distributor for the following brands:

- TYCO Products
- SABO Products
- MACRON Products

Customers can send in their enquiries and we will be there to offer the products accordingly. Please do not hesitate to contact us on the abovementioned products.

b. **DAKEN** - AFS as the Italian Fire Fighting Products Partner

In support for GREEN, AFS has been in discussion with DAKEN, Italy for a range of products. These products are made of **Polypropylene** - a recyclable material which is environment friendly and of high quality with an affordable price. The products will be marketed through AFS for the Asian market in both land and marine applications. More details of the products will be announced.



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4. Operations & Services

Through the months, we have upgraded our store in order to serve the customers in a much efficient way. Through this upgrade, we have also review the processes and the documentation to make it more effectively and increase productivity. We have moved further forward by reviewing our resources in providing more frequent deliveries and responding to last minute orders without having to increase the number of personnel's involved. By doing so, this is inline to fine tune the current operational resources and to be prepared for the more demanding challenges in the coming years. Every personnel is committed in changing and have actively taken part into making the various adjustment as they also know it is for the good of the company.





5. Our Activities

a. Continuous Training



In-house Training: Theory and Practical Classes. To ensure all our Technicians are up to date with the Testing Methods & Requirements.

b. Meetings - Management's Discussion with All Employees



AFS Breakfast Talk

with Management
2nd April 2016 @08.30am



早茶会议



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5. Our Activities

c. Event: August (Seventh Month Prayers)



d. Event: September (Mid Autumn Month & BBQ) - Employees & Families with Lucky Draws and Games

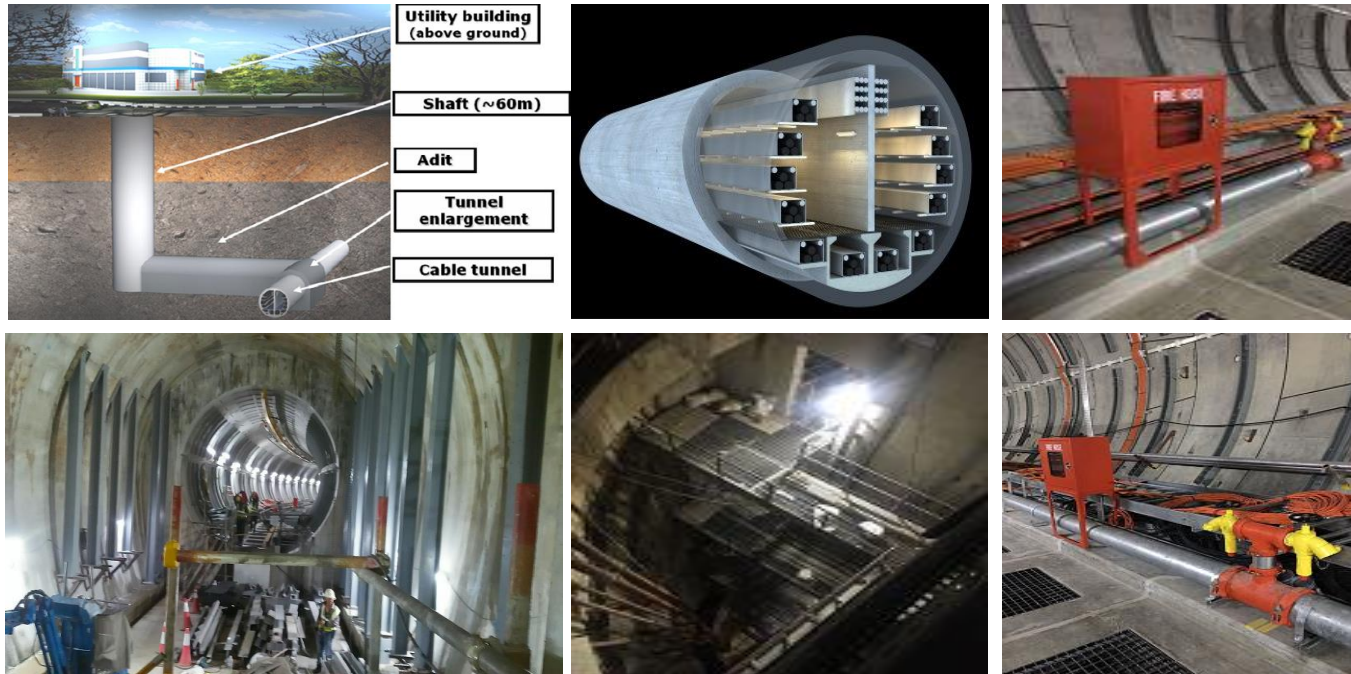


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6. Project Reference - Local Major Projects

PROJECT SITE: Singapore (Products mounted at Actual Project Site)



More Projects Updates In Next Edition.

6. Project Reference - Local Major Projects

PROJECT SITE: Singapore (Products supplied to Actual Vessel)



PROJECT SITE: Singapore (Projects that are Pending)



6. Project Reference - Ongoing Overseas Projects

PROJECT SITE: Indonesia (Products mounted at Actual Site)



PROJECT SITE: Overseas (Projects that are Pending Delivery)



More Projects Updates In Next Edition