



PETROLVALVES GROUP
enabling your energy flow



Not only product innovation, but also business innovation. At ADIPEC - Abu Dhabi Petroleum Exhibition next 15-18 November PetrolValves will present the business strategy it is developing with concern to its Regionalization Program. Aiming at implementing a full customer proximity, the Program is focused on serving customers better and faster, besides supporting and developing the local communities and Country's capabilities, and is taking shape starting with Kazakhstan and Saudi Arabia but will develop over time to countries that are strategic to PetrolValves.

In particular, PetrolValves Group, already present in Kazakhstan since 2017, is planning to establish by the first half of 2022 a new top-class Flow Control Technology and Service Center in Kazakhstan, through the Joint Venture PV Kazakhstan. The Company will dispose of a 5.000 sqm facility in Aksai, currently under construction, to support its customers in terms of technology transfer, local supply chain networking and local national development, strengthening thus the relationship with strategic markets in the area, such as Kazakhstan itself, Russia and the Commonwealth of Independent States. Moreover, the Joint Venture will enhance the Group's

firm, decades-long presence in the Country, where it executed major supply contracts with all operators and has installed more than 50.000 valves in the last 20 years.

PetrolValves Regionalization Program is focused on supporting and developing local clients and local community in Saudi Arabia too, where the scope of the presence will firstly focus on valve assembly, testing, painting and packing shop for all customers' needs. Moreover, PetrolValves plans to add additional services capabilities, such as spare parts manufacturing, valve refurbishment and upgrade, and field services through a Service Shop in Dammam, where the plant is currently undergoing renovation. In Saudi Arabia PetrolValves is already serving clients such as Saudi Aramco, McDermott, Larsen & Toubro and work on Saipem/Snam projects. The Country represent a truly crucial market full of opportunities related to integrated services on machine, control and ant surges, rotating/compression and site services.

After all, PetrolValves is well known worldwide as a reliable partner with strong reputation, values, and management experience, that understands the local cultures. In accordance with the adopted proactive regional strategy, PetrolValves is providing each market with the main innovations it is going to present at the ADIPEC - Abu Dhabi Petroleum Exhibition: BRAVA, a breakthrough valve characterised by weight reduction, shorter delivery times, easy assembly and on site installation, service asset lifecycle improvement and regional touch for speed and execution; and VALVE NEW LIFE, a successfully business model developed to refurbish and upgrade Customer existing valve that allow to reduce CAPEX investment up to 40%.

PetrolValves has been able to regionalize its trailblazing technologies in key markets and will furtherly develop its Localization Program to countries that are strategic to the Group, assuring a customer proximity and contributing to the development of the capabilities of target countries, responding in this way to the nations' government development plans. This process fits in well with the Group's general localisation strategy, which takes place both through direct presence (as in the case of the regional sales offices in Houston, Texas and Stavanger, Norway), and more generally through its services network across the whole globe.

Visit PetrolValves Group in-person at ADIPEC in Hall 2, stand #2350 and learn more browsing the website www.petrolvalves.com