

DON'T COMPROMISE



AWK INDUSTRIES
PVT. LTD



AWK Industries (Pvt) Ltd
Consultation with a vision

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1. ABOUT AWK INDUSTRIES

1.1. Company Details

Legal Name: AWK Industries (Pvt) Ltd

Registration Number: PV 125648

Shareholders: Privately Owned

Company Addresses

Registered Office: 17/4C Fathima Road, Makola North, Makola, Sri Lanka.

Workshop Address: 391 Amagathuwa, Kelaniya, Sri Lanka.

Phone: 0114423604, 072638882.

1.2 Business Description

AWK Industries (Pvt) Ltd is a technical professional services company. The Company provides a range of technical, professional and construction and mechanical services to industrial, commercial and governmental clients. The Company's services include Project Services; Process, Scientific, and Systems Consulting Services; Construction Services, and Operations and Maintenance Services.

It operates five lines of business (LOBs):

Electronics and Automation
Power
Manufacturing
Marine & Offshore
Medical Equipment Engineering

STAY FOCUSED INNOVATE

Our solutions are consistent with the goals of our clients. We research, develop, and present multiple options if appropriate and help to select the best solution. A partner of the firm manages each project. A qualified team of professionals assists them maintaining the highest standard of customer service. Our clients are assured they are dealing with a decision maker who is keenly aware of the importance of success on each and every project no matter the size.

AWK Industries (Pvt) Ltd also offers multidisciplinary TEAMWORK with accredited MEP professionals on staff.

As project managers AWK Industries is able to work out complete control of each project down to small details. All sensitive imperative data are processed in-house. Administration is computerized for project management, reporting, drawing, and accounting. Extensive experience avoids costly delays.

Customer services are elaborated by a dedication to customer care throughout the Company. Whatever the project being considered, our approach has always been to deliver quality services each time, on time.



1.3 COMPANY STRATEGY

➤ Purpose

To be a leader in the engineering industry by providing enhanced services, relationship and profitability.

➤ Vision

With our team of dedicated people, we are able to provide to our customers a comprehensive range of services in one place, deliver high-quality products, superior personalized services and support, set up competitive advantages to our customer satisfaction.

➤ Mission Statement

We are focused on delivering high-quality comprehensive projects, simplify your work and free up your time and resources. We are enthusiastic to implement new relevant technological innovations, constantly improve the effectiveness of our work and use safer and more responsive methods in ship repairs and other engineering works.

➤ Core Values

- We believe in treating our customers with respect and faith
- We grow through creativity, invention and innovation.
- We integrate honesty, integrity and business ethics into all aspects of our business functioning.

➤ Goals

- Regional expansion in the field of engineering and management and developing a strong base of key customers.
- Increase the assets and investments of the company to support the development of services.
- To build good reputation in the field of engineering and management and become a key player in the industry.



2 MANAGEMENT

Ms. Anna W. Karunatileke (Managing Director)

Ms. A.W. Karunatileke is the driving force behind the company, a visionary dreaming to create a venerable business of excellence, she is the inspiration to all for the company's management and operations. As a qualified marine engineer with experience of new building operations at dockyards, her keen business acumen helped her to chart early success to venture into business with the establishment of AWK Industries (Pvt) Ltd.

Mr. Lalaka Kasun Gonagala (Technical Director)

Mr L.K. Gonagala a highly experienced and established marine engineer with solid technical knowledge is the anchor of the business. His passion in the subject drives the company in search of both excellence in quality and is the touchstone for company business practices and value segment.

3 COMPANY CORE PERSONNEL

- HVAC Engineers
- Boiler Service engineers
- Generator Service engineers
- Electrical Engineers
- Civil Engineers
- Plumber/Fitters
- Contract Managers
- Office Administration and accounts
- 24 Call out facility



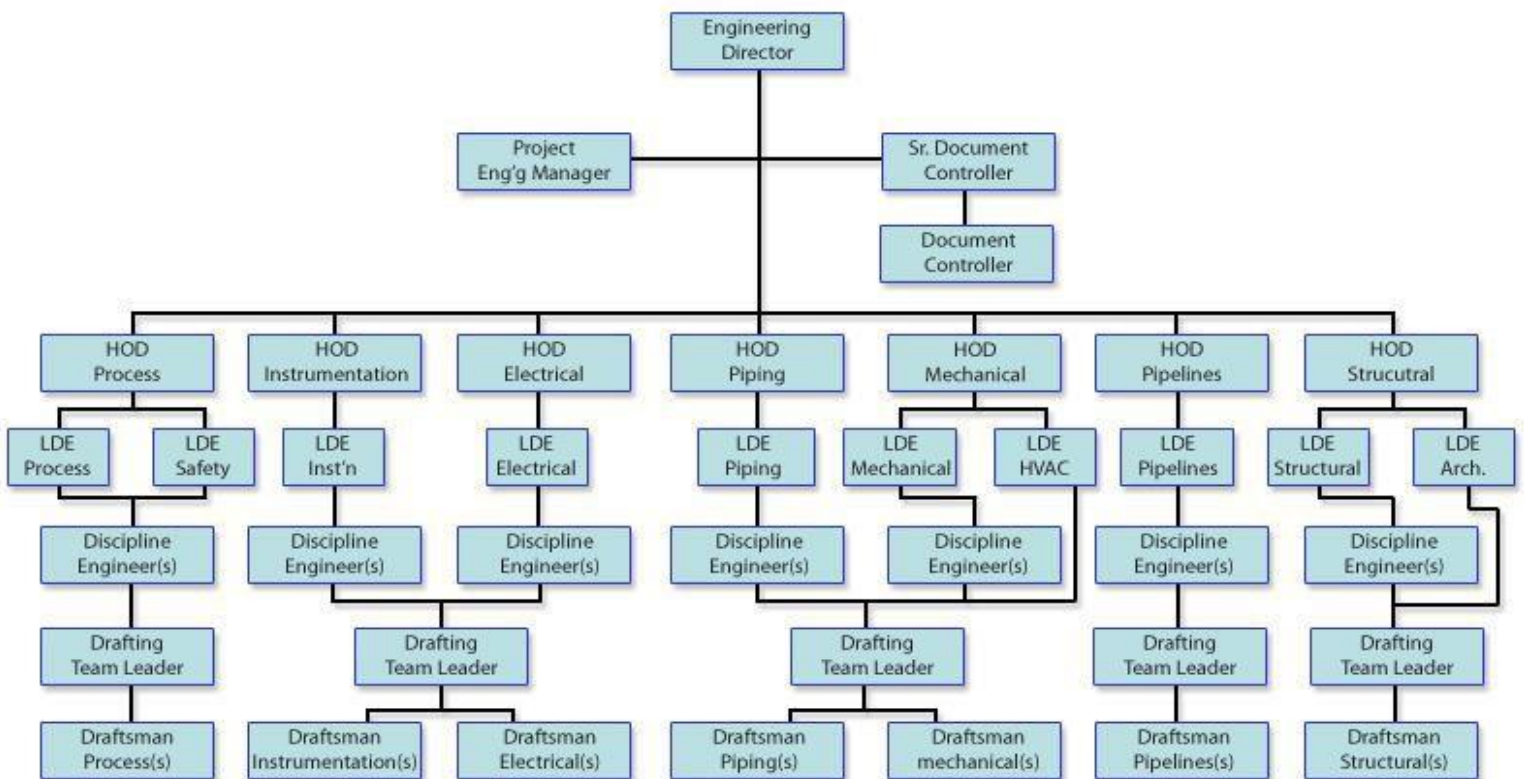
3.1 Support Personnel

Fleet of service support vehicles on the road with:

- Refrigeration Engineers
- Plumbers/Fitters



3.2 Hierarchy Chart; Engineering Department Chart



4. SCOPE OF WORK

AWK Industries (Pvt) Ltd seeks to bring its significant experience and lessons learnt in challenging environments to the fore when working with clients. The company's well engineered and technically superior designed equipment, together with a sound financial position and a focused management team translate into AWK Industries (Pvt) Ltd being able to deliver on time and within budget.

- **Project evaluation through:**
 - Scoping studies
 - Pre-feasibility studies
 - Bankable feasibility studies
- **Design**
 - Metallurgical process development and specialised process engineering for metallurgical plants
- **Construction**
 - Construction and commissioning of plants and associated infrastructure
- **Project management**
 - Total project execution



4.1. Work Undertaken

AWK Industries (Pvt) Ltd, the company undertakes all maintenance duties for facilities and organizations.

➤ MECHANICAL ENGINEERING WORKS

- Maintenance service contracts for:
 1. Pumps
 2. Valves
 3. Generators
 4. Air-conditioners

- Fabrication of Air ducts, Piping systems, marine plants: oily water separator, Incinerators, sewage plants



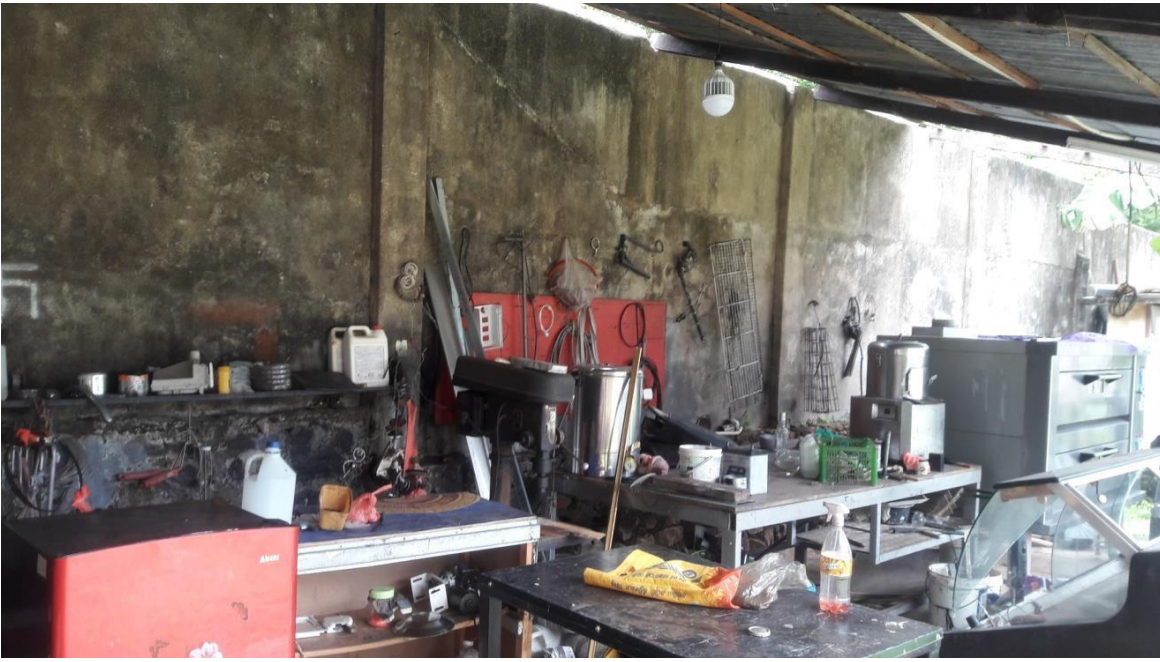
5. Financial Considerations

The company expects to reach the desired profits in the first year and does not anticipate serious cash flow problems. We believe that the average profitability per month for the first 3 years will be sufficient. Most of the company's liabilities come from management investment. For phase 1 - 35% at project phase start, 30% at 2 weeks from start, 35% at delivery of service (We give our valued patronage a period of three months for credit basis for the last 35%)

6. INFRASTRUCTURE

We have a fully-equipped workshop in Siyabalape.





50 perches workshop in Siyapalabe



Our offices in workshop premises

7. Additional Information

Email Addresses:

For any inquiries: info@awk-ind.com

Ms. A.W. Karunatileke: anna@awk-ind.com

Mr. L.K. Gonagala: lalaka@awk-ind.com

Tatiana Goloshapova (IT Director): taniag@awk-ind.com

