

BUILDING COMMON GROUND

ion International







We are MAX FRANK

- International group in the construction supply industry
- Development, production and supply of high-quality components
- 700 employees worldwide
- 17 subsidiaries worldwide
- 6 production sites

Contents

| Designing the living spaces of the future 4 - 5 |
|---|
| Improving building culture6 - 7 |
| Bringing the new into the world8 - 9 |
| Individual variety |
| Conducting open dialogue |
| Success based on values14 - 15 |
| Grown expertise – the MAX FRANK Group16 - 17 |
| MAY FRANK – at a glanco 18 - 10 |



DESIGNING THE LIVING SPACES OF THE FUTURE

Buildings have shaped the face of our world since the beginning of time. As a consequence of the big social upheavals of our time, well-conceived and constructed buildings determine the quality of our working and living environments today more than ever before. They make them safe, interesting and worth living in.

The international construction industry is facing enormous challenges due to this change: how can one create affordable living space and organise the cohabitation of generations and cultures in an increasingly urbanised and globalised future? How can one design new infrastructures for a mobile society, modern energy landscapes and large, community-fostering buildings? And last but not least: how can one build with ecological responsibility for future generations?

All of these topics influence the quality of the built future and necessitate intensive dialogue and the cooperation of planners, manufacturers and achievers, politicians, clients and legislators – both globally and locally.





IMPROVING BUILDING CULTURE

We support our customer's through every building phase with a technically sophisticated and intensive intermeshing of industrial production, high-quality products and multifaceted services.





In this context MAX FRANK has developed into an integrated building technology supplier – individual project solutions are in demand internationally and can be found in the most diverse types of structure, such as high-rise buildings, bridges, tunnels or infrastructures. Added value is generated for our partners through know-how that has grown over the course of half a century, the large number of proven products for concrete and reinforced concrete construction and the technological bandwidth of our business units – spacers, formwork technology, reinforcement technology, sealing technology and building acoustics. It creates components with new functions or greater economy of the work processes on site.

Apart from our own innovative products, new construction methods or optimised process sequences, this endeavour is supported by our work on committees and in associations as well as our cooperation with universities and research institutes. At the same time we consider the life cycle of the structures, from the project development and planning through to the fitting out and commissioning. In this way we make a sustainable contribution to the design of the living environments of the future.





BRINGING THE NEW INTO THE WORLD

Inspiring ideas are rarely born in isolated silos. Most conducive is an open atmosphere that allows for different opinions, because only courage to make a change allows one to break free from patterns and helps to simply the complex – one of our main concerns.

At MAX FRANK we focus on structures. Firstly on structures that have grown out of more than 50 years' of experience and the technological bandwidth of five business units. They form the solid base for research and development. Secondly on young, flexible structures that are permeable like a membrane. They promote networked thinking and acting beyond areas of application. Know-how and development are constantly in flux in this mobile atmosphere and excellence makes space for itself. Nevertheless, all the threads converge in a controlled manner: from development and technical support in the construction project through to site-specific custom solutions and a clear view in the international standards jungle.

This atmosphere gives rise to ideas for process optimisations that enable greater cost-effectiveness as well as state-of-the-art technologies, e.g. Sorp 10[®], an integrated sound absorber for thermally activated ceilings. Our constructive tenacity constantly shows us new ways of making everything in construction simpler, safer, faster or more sustainable.















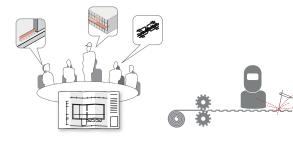


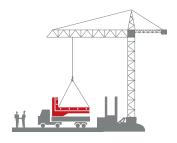
INDIVIDUAL VARIETY

Products from MAX FRANK are technically sophisticated, requiring intensive explanation and advice – but above all they are versatile in use. Our service is versatile and precisely for that reason very personal.

The large number of proven products and the technological bandwidth of the business units enable us to develop customer-specific solutions together with planners, construction companies or building owners and to plan structures that are sustainable, safe, tight and quiet.

With our services we provide support from the planning phase through to and beyond the completion and, together with our partners, we create individual, comprehensive and cost-effective project solutions.







▶ PLANNING

▶ PRODUCTION

▶ BUILDING SITE •



OUR STRENGTHS

A wide range of products, highquality product combinations, project solutions, intermeshing of planning, production and sales



CUSTOMER BENEFITS

Saving of costs and time, solution from a single reliable source



THE COMMON APPROACH

Sustainable and safe reinforced concrete structures



CONDUCTING OPEN DIALOGUE

It is very often the case that people and groups with different interests, knowledge, ideas, business practices and cultural backgrounds are involved in building projects. The trick is to bring these representatives to the table and to establish the most open possible, goal-oriented dialogue.

This requires the skill to tolerate sometimes difficult constellations, to carefully co-ordinate them and to conduct the dialogue with circumspection and assertiveness. Most conducive is an open atmosphere that allows for different opinions, because only courage to make a change allows one to break free from patterns and helps to simply the complex – one of our main concerns.

Through its pronounced sense of value and its trustworthy integrity, MAX FRANK knows how to bridge chasms and to win over the different parties for a common agenda. This brokering competence is written permanently in the company's DNA. We are assisted in this by our ability to listen attentively and ask the right questions, because good questions open up those involved in the construction to productive thinking processes and discussions beyond hardened fronts and prejudice. Questions that penetrate to the core of the task and help to gain new insights and stake off more and more common terrain.



BUILDING COMMON GROUND





SUCCESS BASED ON VALUES

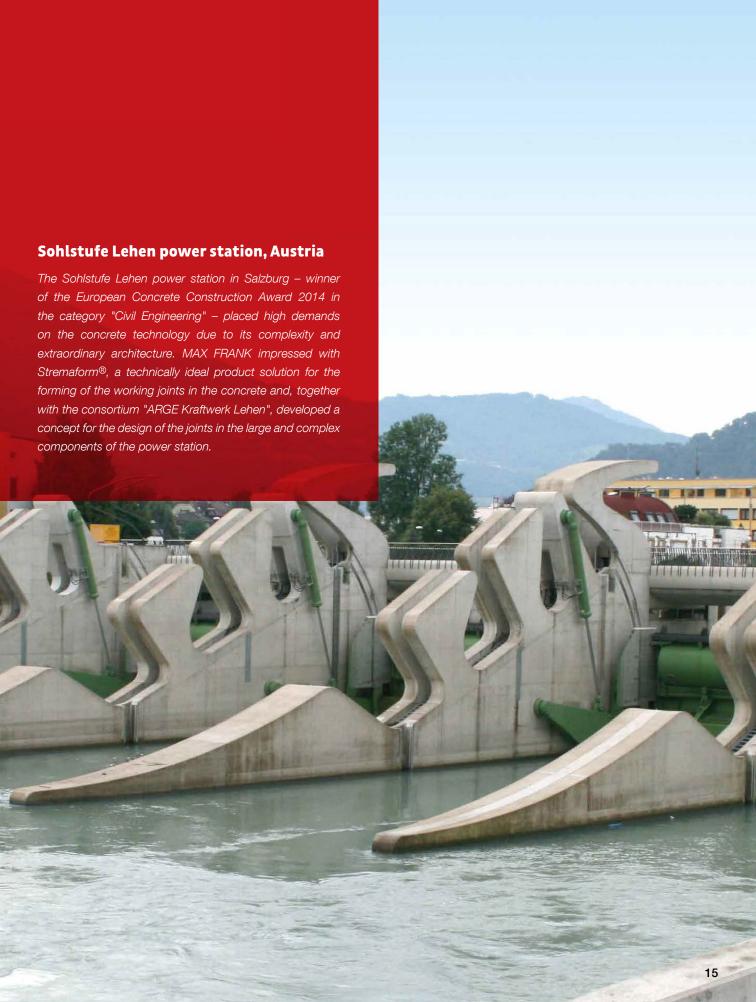
It all started with a friendship between the inventive technical tinkerer Heribert Hiendl and Max Frank senior, the charismatic businessman. In 1962, in a former horse stable in Leiblfing, Lower Bavaria, they founded a small "garage company", which they led together as a fast-growing supplier to the construction industry until 2001.





Their friendship, characterised by trust, tolerance and honesty, laid the cornerstone for the special culture of solidarity that distinguishes the MAX FRANK company and is the basis for its success. Then and now, the company is regarded as a family in which appreciation is shown and fair dealings are practised – with employees and with partners, customers and competitors alike. This respect means that employees are involved in decisions and all processes along the entire value added chain are co-ordinated with customers, suppliers and partners. Trusting involvement and transparency practised in this way are not ends in themselves. They are what makes it possible at all for MAX FRANK to develop the most advanced technical solutions and to realise modern large-scale construction projects.

We think globally – but remain aware of where we came from. This down-to-earth attitude is the root of our credibility.





GROWN EXPERTISE – THE MAX FRANK GROUP

MAX FRANK has developed over the decades into an internationally operative group of companies. This currently includes 17 subsidiaries in Europe, North America, Asia, Australia and the Middle East. We are represented by long-standing trade partners in many more countries.

Through the interaction of regional expertise with the resources of the large international group, we can guarantee to fully support building contractors and meet the respective requirements quickly and flexibly. MAX FRANK's customers particularly value this speed of reaction.

Worldwide we have over 700 employees and support projects in more than 50 countries, from China to the Caribbean. The majority of products are still manufactured at our German production sites in Leiblfing and Pressig. It is from here that we control our international activities with the goal of increasing our competitiveness in the industry. We regard our continual growth as the result of the satisfaction of our customers. The immovable basis for this success is our pronounced value orientation. We remain aware of where we came from and of what we are convinced: That corporate policy revolves around people – and that lasting success can only grow out of respect, appreciation and trust.



MAX FRANK – AT A GLANCE

BUILDING COMMON GROUND

With know-how that has grown over half a century.

With proven, and innovative products for reinforced concrete construction.

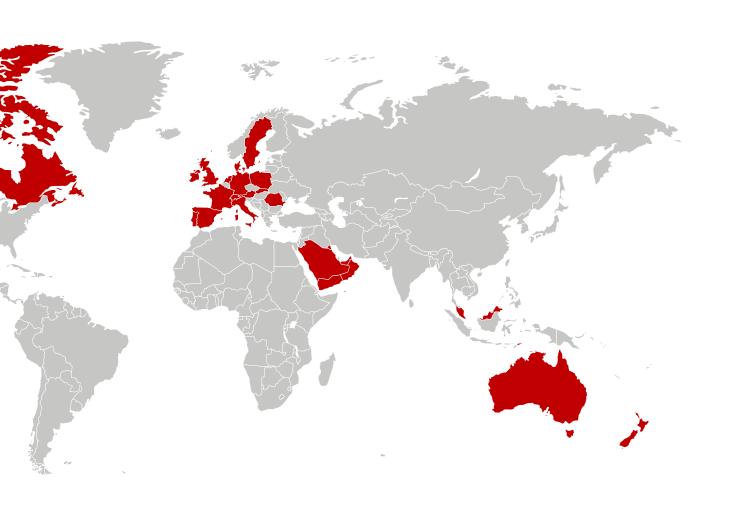
With personal service.

Together with you.



OUR BUSINESS MODEL

We support our customers through every building phase with a technically sophisticated and intensive intermeshing of industrial **production**, high-quality **products** and multifaceted **services**!





HOW WE WORK

We listen attentively and ask the right questions – questions that penetrate to the core of the task. We at **MAX FRANK** call that:"**BUILDING COMMON GROUND**".



Max Frank GmbH & Co. KG

Mitterweg 1 94339 Leiblfing Germany

Tel. +49 9427 189-0 Fax +49 9427 1588

info@maxfrank.com www.maxfrank.com

Max Frank Middle East [FZE]

M3-15, P. O. Box: 123601 Saif Zone, Sharjah United Arab Emirates

Tel. +971 6 5578197 Fax +971 6 5489830

sales@maxfrank.ae www.maxfrank.ae

Max Frank Limited

Whittle Road, Meir Stoke-on-Trent, ST3 7HF Great Britain

Tel. +44 1782 598 041 Fax +44 1782 315 056

info@maxfrank.co.uk www.maxfrank.co.uk

Max Frank AB

Sporregatan 15 21377 Malmö Sweden

Tel. +46 40-94 70 70 Fax +46 40-94 70 24

info@maxfrank.se www.maxfrank.se

Max Frank Australia Pty. Ltd.

1/42 Balaclava Street Woolloongabba QLD 4102 Australia

Tel. +61 1300 853 235 Fax +61 1300 853 256

enq@maxfrank.com.au www.maxfrank.com.au