



# Asset Health

South Staffordshire Plc's Asset Health division provides a range of bespoke asset inspection and condition analysis, water loss management solutions, network monitoring system installations, and specialist repair and maintenance activities to regulated utilities, environmental customers, local authorities and industrial customers with critical infrastructure.

Essentially, the division assists asset owners and their supply chains in optimally managing their key infrastructure to keep normal life moving for the communities they serve.

The division currently comprises of two specialist businesses that are recognised as specialists in their respective sectors.





# Advanced Engineering Solutions (AES)

Established in 1995, AES has a long history of providing critical infrastructure inspection and maintenance to support our gas and water networks.

Based in the Northeast of England, AES supports clients with asset health, integrity assessments, statutory inspections and pipeline management through the deployment of a wide range of bespoke patented technologies.

## Hydrosave

Established in 1994, Hydrosave is an operational consultant and specialist contractor within the water sector, providing expertise in water loss management, network monitoring and asset integrity services.

Agile enough to adjust to clients needs, services range from hundreds of employees deployed on large scale leakage frameworks delivered over many years, to ad-hoc projects for a few weeks to trial a new sensor. The business has offices in the Northeast and East Midlands as well regional depots in Scotland, London and the Northwest which serve its utility-based frameworks and projects across the UK and Ireland via integrated customer delivery models.

With an excellent track record for long-term customer retention, targeted growth is focused in areas with a high technical barrier to entry, where the use of technology and specialist expertise is required to provide targeted and improved asset health understanding for sustainable long term investment decisions.

# Year in Review

AES had a strong year, continuing to grow and increase margin sustainably across its customer base. Within the water sector, AES has continued to support asset owners with a toolkit of forensic non-destructive testing (NDT) and pipeline analysis using patented in-house SmartCAT® technology to measure internal and external corrosion. Within the gas sector, AES has continued its core operation of NDT testing and specialised asset maintenance; bolstered by the creation of new assets for gas network operators at the in-house workshop in the North East of England. This is an exciting new field of work for AES, working collaboratively with asset owners to design, manufacture and install new critical assets for their networks.

Hydrosave also had a strong year, delivering growth and diversification of its workstreams as it seeks to utilise its trading with most water and sewerage companies in England and Wales into new technology and asset health, delivering new strategic partnerships with technology providers to continue to be a trusted and innovative supply chain partner for customers. It is particularly pleasing to report that despite this diversification, the business continued to deliver strongly for existing large leakage framework customers throughout the year to ensure retention of its long terms customer base.



# Looking to the future

There is a great deal to be excited about when it comes to looking to the future for the asset health division.

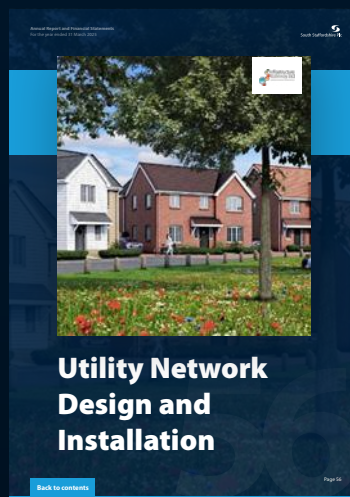
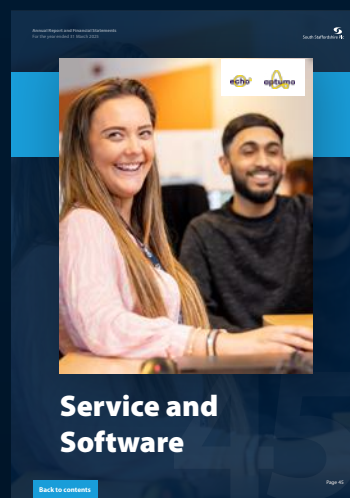
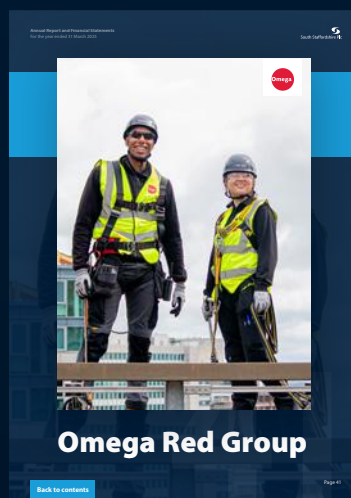
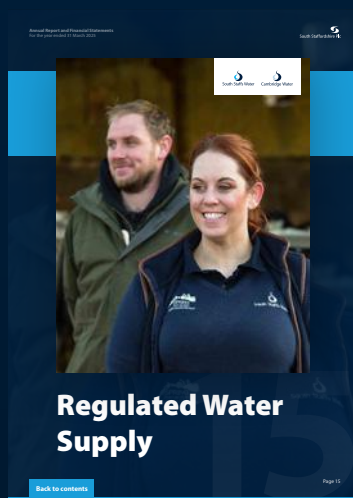
AES and Hydrosave are positioned well to continue to support clients with efficient field delivery and broader asset health demonstration. The gas and water sector regulators and asset owners are fully committed to the demonstration of robust asset health in their future direction and business plans, which allows Hydrosave and AES to leverage their vast experience even further into the gas and water sectors.

Innovation will always be a significant part of business operation. The existing and developing partnerships with technology partners around the world will allow AES and Hydrosave to continue to assist clients in moving their sectors forward as we move into the future investment periods for their businesses.



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South Staffordshire Plc

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