

STRATEGY

Objective

Creating long-term value for our shareholders by achieving sustainable profitable growth in our key strategic markets

Strategy

HMS Group operates and targets the further strengthening of its position in three key markets that have encouraging outlooks and positive fundamentals —industrial pumps, oil and gas equipment and compressors. We intend to benefit from anticipated growing demand for our core equipment in the oil and gas, water utilities and power generation industries. Through the effective supply of standard and customised products and integrated solutions, HMS aims to achieve the status of preferred partner for its clients.

The Group seeks to deliver sustainable organic growth supplemented by selective acquisitions. The successful integration of acquired assets will allow HMS Group to capture synergistic opportunities and realise expected benefits. While continuing to improve operational performance, the Group will seek to develop new customer-oriented value-added products and services.

Four pillars of our strategy

Collaboration

We work closely with our customers and suppliers across all business segments. These partnerships allow us to better understand our existing markets and meet current and anticipate future needs of our clients.

Innovation

We develop new products and technologies to provide our clients with competitive engineering solutions. Our commitment to innovation promotes our market leadership and enables us to enter adjacent markets.

Operational excellence

We constantly seek to improve the equipment we manufacture and solutions we offer, as well as developing our sales and marketing effectiveness. A commitment to self-improvement leads to higher margins and returns.

Corporate responsibility

We strictly comply with safety standards, follow a code of ethics in respect to all stakeholders and target a lowering of the environmental impact of our operations.