

 **dura·line**

Only 1% of things have been connected. Billions of new devices, connections and people will come online in the next few years.








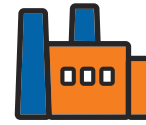
New infrastructure is being built for the expanding digital economy and smart cities.

Conduit Infrastructure enables  
**SMART DIGITAL SOLUTIONS**



Orbia is a purpose-driven company tackling complex challenges across the globe. Our businesses serve customers in the name of advancing human life. We focus on food growth, water management, infrastructure development, data access, and health advancement with a portfolio of brands operating in 41 countries.

-  State-of-the-art water management solutions
-  Increasing the world's connectivity
-  Helping farmers grow more food with less water
-  Advancing access to healthcare through life-supporting products
-  Creating new possibilities to make living and working easier and better



**19**  
**R&D**  
**FACILITIES**



**\$41M**  
**R&D**  
**INVESTMENT**



**250**  
**SCIENTISTS,**  
**ENGINEERS &**  
**AGRONOMISTS**

Dura-Line is playing a large part in Orbia's effort.

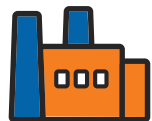
Industry, Innovation  
and Infrastructure



Sustainable Cities  
and Communities



# KEY FIGURES



**21**  
**PRODUCTION  
PLANTS**

US 11, Canada 2, Europe 3 (Czech Republic, France, Poland)  
AMEA 5 (India (3), Oman, South Africa)



**3**  
**R&D  
CENTERS**

Goa, India – Tennessee, USA – Tlumacov, Czech Republic



**2**  
**TRAINING  
ACADEMIES**

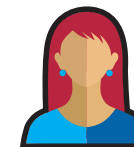
Serrières, France – Goa, India

**5**  
**TEST  
FACILITIES**



Texas, USA – Tennessee, USA – Gravenhurst, Canada –  
Serrières, France – Goa, India

**1875**  
**EMPLOYEES  
WORLDWIDE**



All employees across 4 continents

**430M**  
**METERS OF  
CONDUIT**



Produced in 2018



Dura-Line's global reach and strong relationships help position us as the leading supplier in the HDPE world market.







**Company founded**

**1971**

Middlesboro, KY

**Silicore®**

**1986**



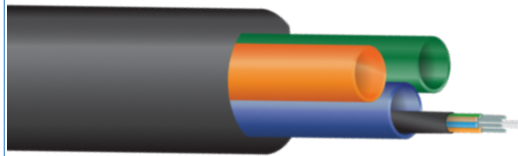
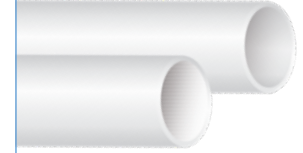
**Locatable MicroDucts**

**2008**



**LSZH conduit**

**2018**



**Innerduct**

**1981**



**FuturePath®**

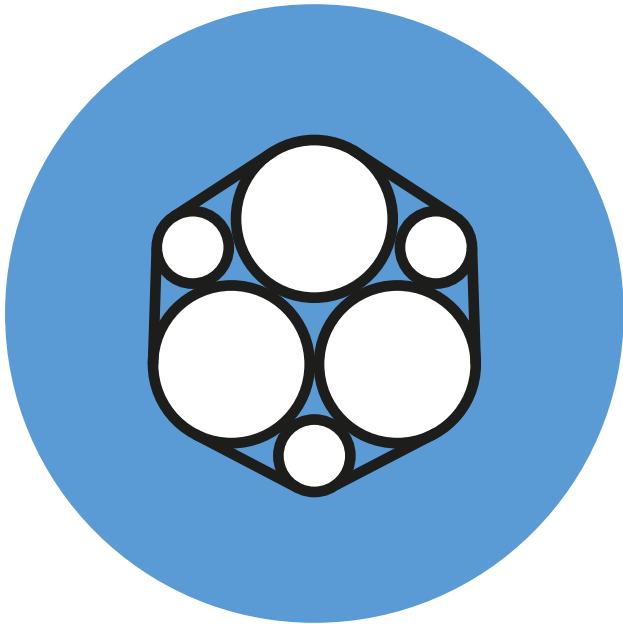
**2005**

**SUPER  
SILICORE**

**SuperSilicore®**

**2014**

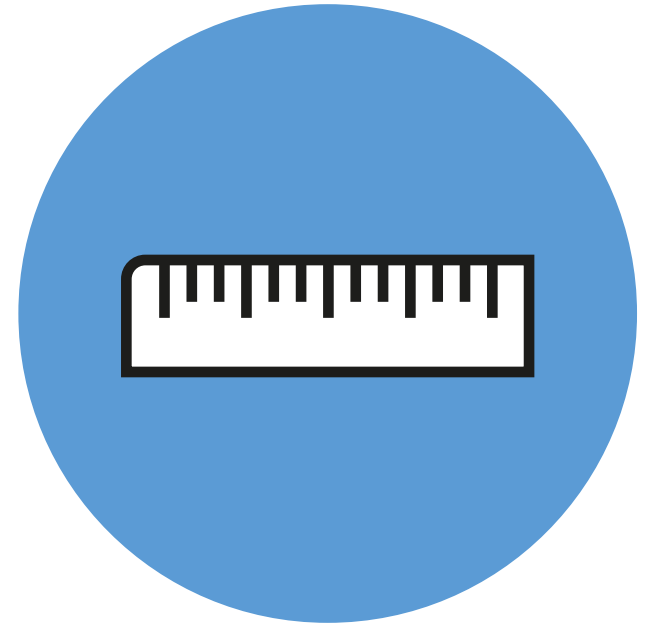
# Building relationship



Custom products



In person training  
& support



Setting a standard  
with customers

verizon<sup>v</sup>

bharti

*Telefonica*

COMMSCOPE<sup>®</sup>



## DIVERSIFIED CUSTOMER BASE



amazon



- Average length of relationship for top 10 customers is over 15 years
- Over 2,200 customers worldwide across a broad range of end-markets and regions
- Size and global footprint are significant competitive advantages over smaller, regional players
- Dura-Line is highly embedded with its customers and offers customized solutions
- Competitors are generally unable to provide similar end-to-end solutions

# Global Relationships





**dura·line**

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**30%** of total network  
project cost

**=**





**Dig  
once!**

# ENGINEERED CONDUIT

SILICORE®  
Conduit



HDPE  
Conduit

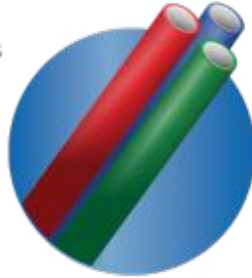


Specialty  
Conduit -  
PinPoint,  
Armored,  
Figure-8

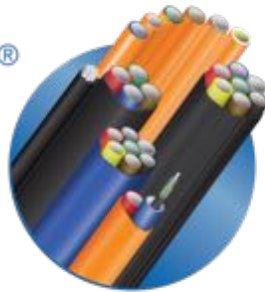


# MICRODUCT/ FUTUREPATH

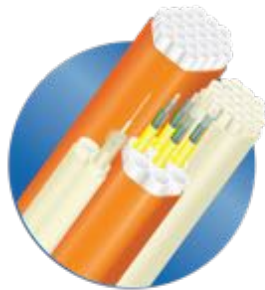
MicroDucts



FuturePath®



Enterprise



# CABLECON® CABLE-IN-CONDUIT

Power /  
Electrical  
Cable



Fiber Optic  
& MDU



Coax Cable

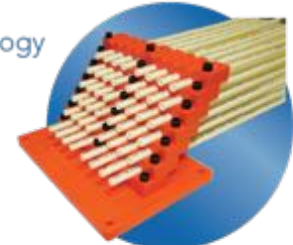


# ACCESSORIES

Standard  
Conduit



Micro  
Technology



Bull-Line™  
Pull Tape



## END MARKET APPLICATIONS

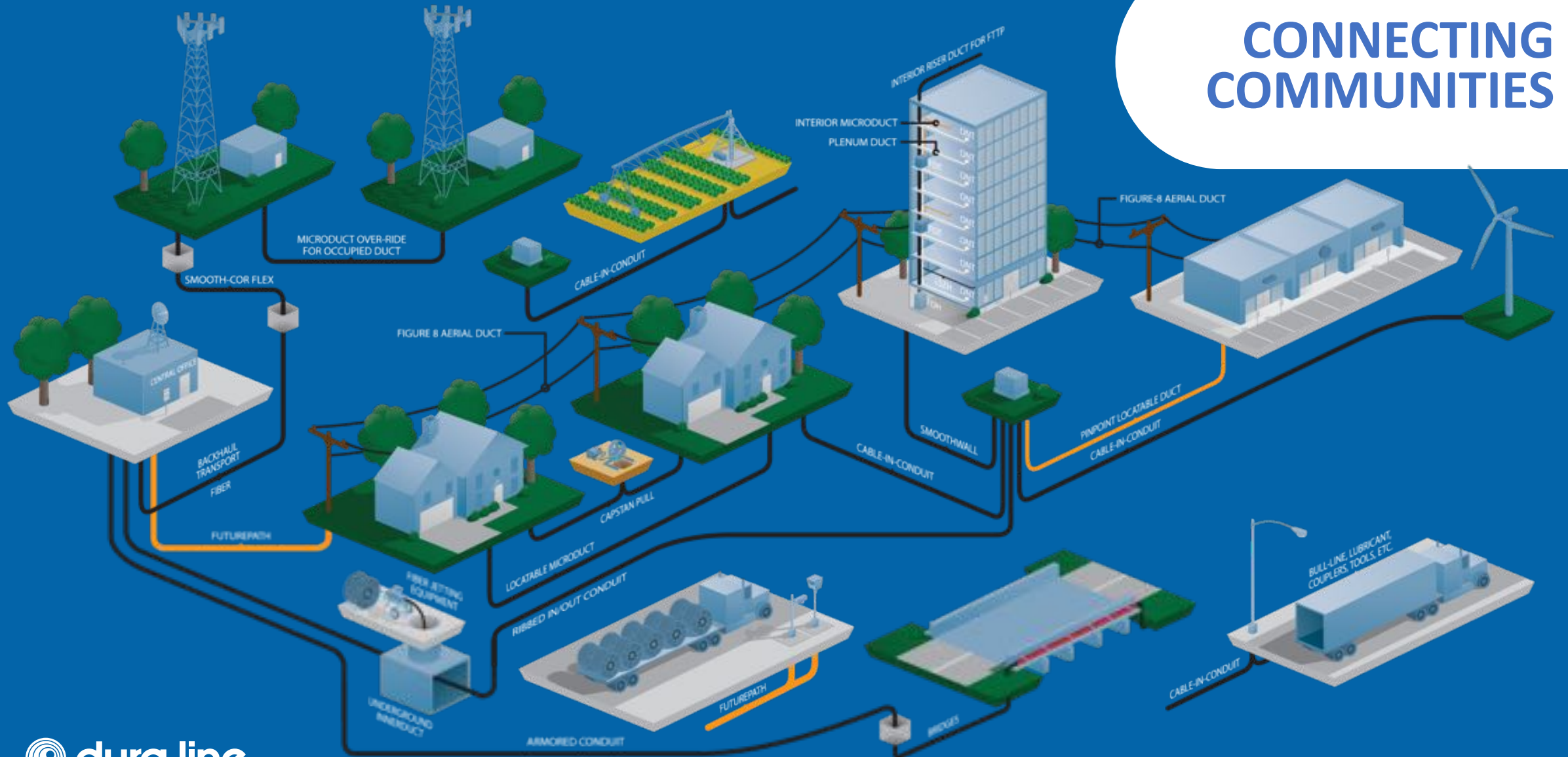
Telecom/Datacom,  
CATV, Power

Enterprise Networks,  
Telecom/Datacom, CATV,  
Alternative Energy

Electrical, CATV, Power,  
Telecom/Datacom,  
Irrigation (Power)

Telecom/Datacom,  
CATV, Power

# CONNECTING COMMUNITIES







 **dura·line**