

## Fast Flow Wins the Distinguished Awards at BEI



We received a great news last month – Fast Flow won the Distinguished Awards at the Built Environment Industry (BEI) Asia Awards 2015/16. The pinnacle of the BEI Asia Awards, the Distinguished Award is conferred to well-established enterprises who have achieved commendable success in the Built Environment Industry.

Continuing a rich heritage in delivering the best rainwater solution, Fast Flow has won two prestigious awards from BEI. The company took home its first BEI Awards (Top Regional) trophy in 2013. Recognising the achievements of leading enterprises across Singapore's Built Environment Industry, the awards are proof of Fast Flow's commitment to provide high-quality, reliable systems and products that the clients can use with confidence.

Fast Flow is honoured to join the ranks of other BEI Award winners which includes Sun Singapore Systems Pte. Ltd, Cementaid (S.E.A) Pte Ltd, S.A.Y. Brothers Building System Pte Ltd, ZPT Technology Pte Ltd and Rico Engineering Works Pte Ltd. Receiving this coveted award is a great recognition for our team, and it simply would not have been possible without the support of our clients.

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## Interview with Colin Thoms, CEO and founder of Fast Flow



### Get to know the man behind Fast Flow's aggressive growth

In February 1996, Colin Thoms began his role as a developer of Fast Flow business when he co-founded the company with Mr Yap Kern Ling. Since then Fast Flow has grown from a single office in Singapore to a Headquarters with three subsidiaries located in Singapore, Malaysia and Thailand, and distributor offices in Indonesia, China and Turkey.

As part of a major re-structuring of the group in 2009 Colin took on the role of CEO of Fast Flow Ltd group.

This week, Fast Flow Connect had the pleasure of sitting down with Colin Bruce Thoms to explore his vision for Fast Flow, and how he plans to keep the fire burning in the coming years. Below is the transcript of the interview with Colin.

**Fast Flow Connect:** What are your key business philosophies?

**Colin:** As the CEO of Fast Flow, my main philosophy is Integrity, because what we deliver to our clients must be done with honesty and purposefulness. This is underpinned by one of our Core Values which is Trust & Integrity.

**Fast Flow Connect:** What goals have you set your sights on for 2016?

**Colin:** I have set ambitious goals for Fast Flow in terms of expansion into various international markets. This represents significant growth opportunities for us. We are currently re-entering the Australian market and strengthening our position in Indonesia, Philippines and Turkey. We are also setting our sights on other markets such as India, Myanmar, Vietnam, Hong Kong and Japan. After several years of planning we are now well placed to be successful.

This drive into Distribution is only possible because we have key people in business development. We have three of the top rainwater specialist people in their field in the world working for us in Distribution, all bringing a rich diversity of ideas and solutions. So basically, we have the biggest opportunity ever to develop this year. When we achieve the first few steps of the new journey successfully, then I think this is a major result. That is not to overshadow what is happening in our subsidiaries. The subsidiaries have been around for a long time. They are also growing and maturing. However, the distribution has to be the single biggest company's initiative and development that we are doing for 2016 and beyond.

## Did You Know?

Since 1996, Fast Flow has provided unique rainwater solutions for more than 30,000,000 square metres of roof area across Asia Pacific.

The company has the ability to exceed all drainage requirements while providing a host of benefits to even the most complex buildings.

Fast Flow has proven to be able to deliver solutions deemed impossible by other market participants.

Fast Flow is the first company that has developed a complete pipe system specifically designed to suit the pressures and forces which evolve during intense rainfall activity.

Fast Flow is the first company to pioneer and implement a system using true pressurised flow for rainwater systems.

Fast Flow's range of rainwater outlets and other rainwater proprietary goods is the most diverse and comprehensive among our competitors.

**Fast Flow Connect:** What challenges do you expect to encounter in 2016? How are you preparing for them?

**Colin:** The challenges are fiscal management in subsidiaries such as managing the working capital within the very fast growing business for Malaysia and Thailand. There is a general downturn in the market here in Singapore and all construction companies are facing the same challenges. Therefore we need to adapt ourselves to suit this current reality. We see the present condition as an opportunity and we will continue to strive to do better than our competitors. In fact we are increasing the productivity in Singapore whilst managing the retention of our workforce by readjusting the mix of work carried out by direct or indirect labour. Our action plan will be positive and will have a minimum impact on our workforce.

**Fast Flow Connect:** What makes you passionate about your role in the company?

**Colin:** Success is a great motivator in itself but when passion is the driver and passion is rewarded by this success it enhances the good feel factor. Our business is actually a very tough business. Without passion, I believe our staff would be diminished. My passion for this business continues to grow each year because the gap we create between Fast Flow and our competitors in terms of developing the technology, developing the way this business can be done is widening. My passion as well as my role is to push Fast Flow to be the world leader in its field. Who wouldn't be passionate about that?

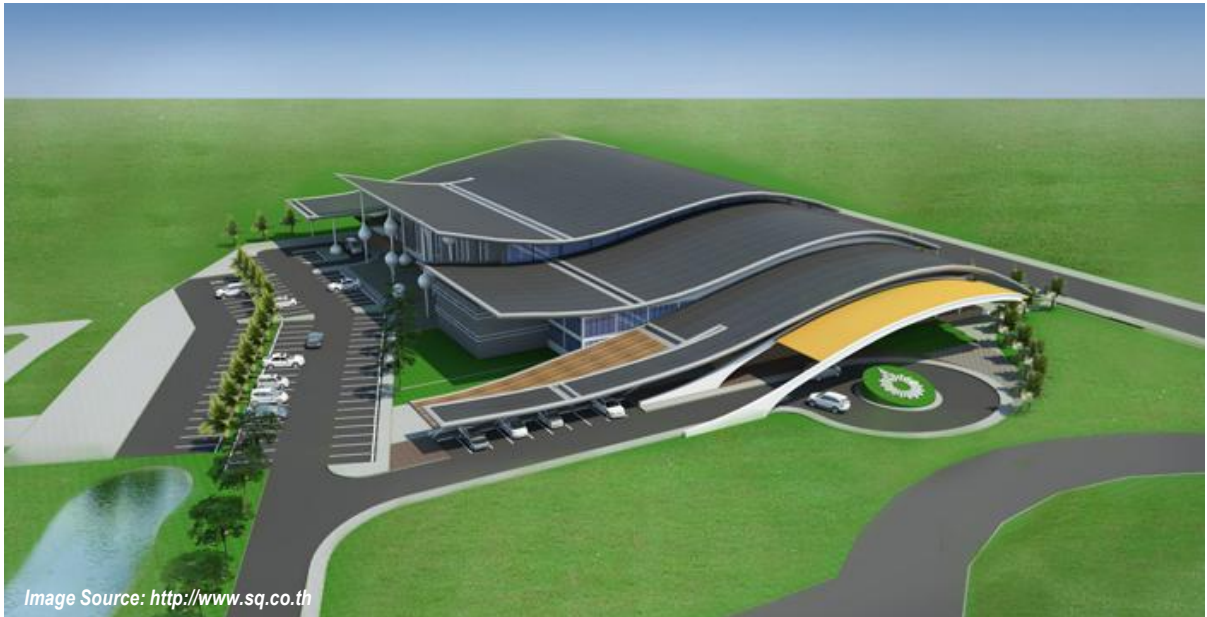
**Fast Flow Connect:** Do you have any project right now that you could share with us?

**Colin:** The most important thing is actually rolling out the Distribution model of our core business. That is already a big project that will last for years.

**Fast Flow Connect:** How do you plan to make your mark in this industry?

**Colin:** Fast Flow is a small company, but it is a big hitter. There is a major opportunity to become a key player in Asia Pacific region. We have some very large competitors who are much more global than us, but we have the bigger potential in the long term. So it is only a time issue before our mark in the world stage is felt.

## Rebuilding Rangsit University



Fast Flow Thailand (FFT) team started work on Rangsit University's Multi-purpose Building in March 2014. The project is a part of the larger Rangsit University redevelopment. The redevelopment comprises six new buildings and Fast Flow's systems are installed in the three of these buildings. They are the Multi-purpose Building, Music Hall and Education Building.

The roof design concept of Rangsit University's Multi-purpose Building came from the wave of the water; 'Wave of Wisdom'. After experiencing the worst floods in half a century (Thailand's 2011 Flood Crisis), the main priority was to create a rainwater management system that fits the requirements for whole building design. Fast Flow continues its service as an innovative and reliable provider of siphonic system at the key buildings of Asia. The company designed and calculated the layout of pipe vents to maintain neutral air pressure in the drains if the water starts to rise up on the ground. This was done to ensure the smooth flow of the rainwater from the roof top to the discharge area. And due to the sophisticated building's interior and roof slope, Fast Flow's pipes are hidden inside the building to provide visual enhancement and combined into a single stack, resulting in cost savings in materials and reducing associated groundwork.

Rangsit University's Multi-purpose Building was FFT's first project with Utmost Tech Co., Ltd; the main contractor. It utilises 11 Primo™ and 4 Piccolo™ rainwater outlets to drain a total roof area of 8,917 square metres. The project was successfully completed by Fast Flow Thailand in October 2015.

## Fast Flow Introduces the Complete Set of psVent® Series

### An anti backflow junction for pressurised rainwater system

Another new product development by Fast Flow, **psVent® Double Inlet** just recently launched to complete the Fast Flow's Anti Back Flow Junction series. The Fast Flow's patented product is a unique invention designed for the purpose of eliminating the risk of water spouting or overflowing from balcony outlets which are linked to rainwater downpipes. Its unique design eliminated the unpredictability of pressure fluctuations in gravity rainwater downpipes (rwdps) which lead to failures.

Designed based on the principle of pressurised system, the psVent® provides significant higher drainage capacity as compared to normal gravity system rwdps.

### The psVent® Series



### Suitability

Replacing conventional rain water downpipes with side branches to balcony, planter, terraces, internal lift lobby, staircases, AHU, roofs, etc

### Nominal Design Capacity

20 l/s

### Material Specifications

Fast Flow upvc (LEAD-FREE)

## Fast Flow Group Q2/2016 Project Highlights

### Fast Flow Singapore

#### Newly Secured Projects



Project name: City Gate at Beach road  
Catchment area: 6,500 square meters



Project name: NUHS - Centre for Oral Health  
Catchment area: 7,350 square meters

### Fast Flow China

#### Newly Secured Projects

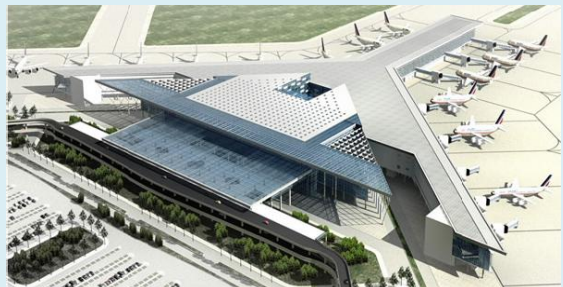


Project name: Jiahui International Hospital  
Catchment area: 14,000 square meters

#### Recently Completed Projects



Project name: Hefei (Lenovo) R&D base  
Catchment area: 13,000 square meters



Project name: Benazir Bhutto International Airport  
Roof Area: 10,346 square meters



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