

BALMORAL GROUP

Acting locally
Competing globally



BALMORAL

18

Awards for innovation,
performance and
customer satisfaction

6

Scottish Offshore
Achievement Awards

3

Queen's Awards for
International Trade

Balmoral Group Holdings

Balmoral Comtec

Balmoral Tanks

Balmoral Park

**Blaze Manufacturing
Solutions**

Balmoral

Balmoral Advanced Composites

Balmoral Subsea Test Centre

Balmoral Offshore Inc (Houston)

Balmoral Offshore Industria
de Plasticos Ltda

Cylindrical steel tanks

Epoxy coated steel tanks

Glass fused to steel tanks

GRP sectional tanks

Water industry services



Established in 1980 by chairman and managing director, Sir James S Milne CBE, Balmoral Group is an independent company comprising several operating divisions.

The Group has earned a global reputation for its innovative approach and sector-leading product solutions that help its clients be more competitive and win more business.

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| Balmoral Comtec

This highly specialised operation provides concept development, design, development, manufacturing and testing of polymer-based product solutions to numerous sectors including oil and gas, renewable energy and defence.

balmoraloffshore.com



Complementing the company's purpose-built production facilities and subsea test centre, the highly experienced R&D, technical, engineering, commercial and HSE departments all play their part in delivering successful global projects on time and on budget.

Providing added value from concept development through detailed design, manufacturing and testing, the team at Balmoral helps its clients achieve their full project potential safely and cost-effectively.

Recognised as an innovator in its field, Balmoral Comtec delivers an expansive range of solutions based on its comprehensive experience of advanced composite materials, surface and subsurface buoyancy systems, subsea protection and thermal insulation products.



| Balmoral Tanks

Balmoral Tanks is a globally renowned design and manufacturing company providing turnkey services spanning civils groundwork, tank design, manufacture, installation, commissioning and technical after sales services.

balmoraltanks.com



Producing what is believed to be the most comprehensive range of liquid storage solutions from a single source, civil engineering, firefighting, potable/non-potable water, anaerobic digestion, wastewater, desalination and drainage are key sectors for the company.

A purpose-built factory in South Yorkshire was commissioned in 2018 and complemented by the addition of a £10m glass fused to steel tank (GFS) production line which began operations in 2021.

In South Wales, the company operates a specialised design and manufacturing facility that manufactures hot press GRP and cylindrical steel tanks for the global water storage and fire-fighting sectors.

Through its subsidiary, Water Environment Treatment Limited, Balmoral Tanks provides water quality testing and treatment services.



| Balmoral Park

Balmoral Park is the company's property development and management arm. Covering some 18 acres Balmoral Business Park in Aberdeen is home to three auto dealerships; Audi, Mini and Nissan, and features a 40,500sqft high-specification office pavilion.

balmoralbusinesspark.com



Housed in the pavilion is the @BalmoralHUB, home to executive office space, meeting rooms and co-working facilities for up to 50 businesses.

Administered by Elevator, a social enterprise dedicated to supporting entrepreneurs, business leaders and employees, its state-of-the-art design and layout actively promotes innovation and a collaborative culture.

Balmoral Park is located just 3m south of Aberdeen city centre and adjacent to the Aberdeen Western Peripheral Route (AWPR) giving excellent access to the harbour, airport and all points north, south and west of the city.



Blaze Manufacturing Solutions

Established in 2006, Blaze provides fire safety protection, detection and loss prevention solutions for harsh and challenging environments in the oil & gas, renewable energy, mining, commercial and industrial sectors.

blazeman.co.uk



This involves everything from front-end definition of concepts, detailed design, supply and installation and the commissioning and maintenance of active fire extinguishing systems and fire alarm systems on a global basis.

The company's integrated fire safety solutions improve plant safety and business performance and, for clients with established infrastructure, Blaze provides service and maintenance, retrofit design services and installation.

To maintain and strengthen its sector-leading position Blaze continues to invest heavily in research and development of innovative safety equipment.



Core values

Each Balmoral business unit is run by defined management and operations teams that are wholly responsible for their unit's profit and loss activity. All personnel are committed to the company's core values and its philosophy of continuous improvement.

Customer focus

Leading and working together as a team to deliver high quality products on time at the best possible price with no surprises.

Respect

Treating clients, colleagues and suppliers as we wish to be treated ourselves; with respect and decency.

Integrity

Reliability, flexibility, honesty, openness and fairness. Supporting clients, colleagues and suppliers at all times with a focus on the common end goal.

Accountability

Being proactive in setting and achieving objectives. Taking responsibility in one's role and enhancing the company reputation at all times.

Innovation

A commitment to the company's philosophy of innovation, continuous improvement and clear communication, internally and externally.

Motivation

Maintaining a focus on aligning efforts and energy to achieve common goals, ie, successful projects. Constantly seeking to add value.



HSEQ and sustainability

Balmoral acknowledges the importance of health and safety and is committed to providing a safe and healthy working environment for its employees, subcontractors and visitors, on or off-site.



Balmoral Group is fully compliant with environmental regulations and recognised industry standards and continually seeks to adopt solutions to protect the natural world.

The company acknowledges that environmental factors form an integral part of its business responsibilities and enable the company to demonstrate an ethical, effective and sustainable approach to all operations.

It is also recognised that provision must be made to accommodate the needs of future generations. To do this, Balmoral continually evolves its processes and services, obtains optimum return on resources and is proactive and systematic in appraising environmental performance.

As a result, the company's environmental obligations are a fundamental part of its culture and the basis of the formation of the Sustainability Training and Action Group (STAG).



CSR

Honesty, integrity and transparency characterise the Balmoral way of doing business with values such as trust and loyalty being ingrained in the corporate culture. This enables the company to conduct its business to the highest ethical standards while maintaining good relationships with colleagues, customers, suppliers and the wider communities.



Balmoral is deeply committed to its community through corporate-level involvement with local schools, universities, charities and cultural events.

Balmoral chairman and managing director, James Milne, is also chairman of Aberdeen-based charity, Friends of ANCHOR, which supports the cancer care department at Aberdeen Royal Infirmary as well as funding associated research projects at the University of Aberdeen and the Robert Gordon University.

Balmoral employs six full-time personnel for the charity, covering PR, development and fundraising, as well as providing office accommodation and support ensuring that the charity bears no administration costs.



Awards

Since 1986 Balmoral has regularly received awards for international trade and achievement, innovation and customer satisfaction.



BALMORAL GROUP

- 2019** Northern Star Business Awards: Inspiration from Innovation winner
- 2018** Northern Star Business Awards: Highly Commended Business
- 2016** Northern Star Business Awards: Overall Business of the Year winner
- 2015** Scottish Business Awards: International Business of the Year
- 2015** Press & Journal Gold Awards: Innovation of the past 50 years: Winner
- 2010** SCDI Award for Outstanding International Achievement
- 2001** Scottish Offshore Achievement Awards: Innovative Technology Award
- 1998** Scottish Offshore Achievement Awards: Overall Performance Award
- 1994** Scottish Offshore Achievement Awards: Special Commendation Award
- 1991** Scottish Offshore Achievement Awards: Overall Performance Award
- 1989** Scottish Offshore Achievement Awards: Overall Performance Award
- 1986** Scottish Offshore Achievement Awards: Overall Performance Award

BALMORAL COMTEC

- 2022** Northern Star Business Awards: Inspiration from Innovation winner
- 2021** The EIC National Awards: Technology winner
- 2019** The EIC National Awards: Collaboration winner
- 2019** The EIC National Awards: Service and Solutions winner
- 2015** The Queen's Award for Enterprise: International Trade
- 2012** The Queen's Award for Enterprise: International Trade
- 2010** The Queen's Award for Enterprise: International Trade

BALMORAL TANKS

- 2019** Wales Quality Centre Awards – Journey to Excellence: Winner
- 2018** Wales Quality Centre Awards – Journey to Excellence: Best Newcomer
- 2017** Plaque of Appreciation from the Society of Fire Protection Engineers
- 2016** Wales Quality Centre Awards – Journey to Excellence: Gold
- 2014** Wales Quality Centre Awards – Innovation Award: Commended

SIR JAMES S MILNE CBE

Founder, Chairman and Managing Director

- 2022** Knight Bachelor for services to business and charity
- 2022** Honorary Vice Patron of the Braemar Royal Highland Society
- 2019** Subsea UK Outstanding Contribution Award
- 2018** Honorary Fellowship of the Royal Incorporation of Architects, Scotland
- 2016** Entrepreneurial Scotland Entrepreneur of the Year
- 2016** Press and Journal Gold Awards Hall of Fame entry
- 2015** Aberdeen and Grampian Chamber of Commerce Hall of Fame entry
- 2013** Honorary Degree, Doctor of Business Administration, Edinburgh Napier University
- 2011** Entrepreneurial Exchange Hall of Fame entry
- 2010** Ernst & Young Scottish Entrepreneur of the Year Finalist
- 2008** Degree Honoris Causa from the University of Aberdeen
- 2007** Deputy Lieutenant of Aberdeen City
- 2007** Fellow of the SCDI
- 2004** Burgess of Guild in the City of Aberdeen
- 2000** Junior Chamber Aberdeen: Grampian Industrialist of the Year
- 1999** Honorary Degree, Doctor of Business Administration, RGU Aberdeen
- 1998** The Alick Buchanan-Smith Memorial Award for Personal Achievement
- 1994** Commander of the Most Excellent Order of the British Empire (CBE)

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