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KOMPAN®



ANNUAL REVIEW 2015



OUR HOUSE

More than just for fun

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Our unique playground equipment has been enriching children's play for nearly half a century. Why? Because at KOMPAN, we know that a well-designed playground can be both beautiful, fun, and designed to promote child development. Playgrounds can thereby, in an attractive way, significantly improve children's health, learning, and social interaction. In fact, play is nothing short of fundamental to a better life.

We believe that every child's future depends on play driven experiences that help them grow and develop safely, and challenge them to explore the world.

In addition to playgrounds, KOMPAN today is also an innovation leader in outdoor sport and fitness where we apply our experience and insight into making exercise attractive.

Recently, KOMPAN has also developed an indoor furniture and equipment range, based on a beautiful design with a new creative flexible furniture solution.



DISCLAIMER

For the sake of clarity and user friendliness, KOMPAN has published this Annual Review with highlights from the calendar year 2015.

The annual report for KOMPAN Holding A/S for the financial year 2015, pursuant to section 149 of the Danish Financial Statements Act, is available at The Danish Business Authority.

2015 HIGHLIGHTS

In 2015, KOMPAN continued the multi-year strategy of substantial increased investments in product innovation and in expanding our sales and distribution network. As a consequence, the number of employees increased from approx. 800 to approx. 900 and the Group achieved a record level of revenue and order intake. Earnings were, as expected, negatively impacted by the above strategic investments. Growth is expected to continue in 2016.

OPERATIONAL HIGHLIGHTS

- ✦ KOMPAN introduced a new fitness training concept, designed to activate communities. The new holistic and innovative training approach consists of 3 layers:
 - 1) Aesthetic and cleverly designed next generation fitness products suitable for all ages and abilities,
 - 2) integrated digital training support and
 - 3) an onsite trainer program.
- ✦ KOMPAN went indoor with focus on quality, design, and a new flexible furnishing concept, based around specially designed indoor solutions, which support children's well-being and motivate them to play and learn. The new award winning concept has been very well received in the markets.
- ✦ A new ORGANIC Robinia design was launched - inspired by the organic shapes of nature itself and with all the uniqueness of the winding Robinia tree which has a high content of naturally occurring preservatives, so it does not need to be treated with chemicals for rot, etc. To ensure the best quality throughout the manufacturing process, KOMPAN has built a new world class factory in Brno, the Czech Republic focusing only on the production of ORGANIC Robinia, where we employ quality carpenters and other craftsmen and women.

- ✦ In May 2015, KOMPAN Commercial Systems (Belgium) merged with L&Bee (Poland and Belgium), both servicing restaurants and other retail customers. The merger brought together the best of two worlds: a high-performance production site in Poland, and an advanced design studio and customer service department in Liege (Belgium). The combined business furthermore has a highly experienced sales team supported by a dense global network of service teams.

FINANCIAL HIGHLIGHTS

- ✦ Revenue grew by 5% to DKK 1,419m, a new record.
- ✦ The multiyear strategy of increased investment in our sales and distribution network as well as increased investment in our product development continued, leading to a significant increase in the cost base. EBITA before special items therefore decreased, as expected, from DKK 190m to DKK 127m.
- ✦ Cash flow from operating activities was stable and amounted to DKK 129m.

2016 OUTLOOK

- ✦ KOMPAN will continue the multiyear strategy of increased investment in our product development and investment in our sales and distribution network. KOMPAN expects topline to continue to grow in 2016 and earnings to be slightly higher than 2015, still impacted by the increased level of investments.



ROBINIA - BEE SPRINGER
Brno, Czech Republic

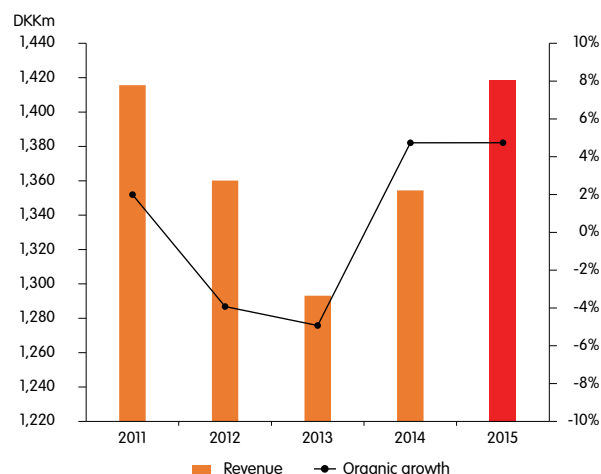
KEY FIGURES AND FINANCIAL RATIOS FOR THE GROUP

DKK million	2011	2012	2013	2014	2015
Income statement					
Revenue	1,415.7	1,360.1	1,293.1	1,354.4	1,418.6
EBITA ¹⁾	172.1	127.2	162.6	189.5	126.5
Profit for the year	101.4	50.2	87.8	82.0	33.0
Normalised profit for the year ²⁾	119.5	77.9	113.3	104.5	56.9
Balance sheet items					
Total assets	1,358.4	1,315.1	1,381.3	1,885.7	1,932.3
Equity	622.9	672.2	735.7	454.5	515.3
Financial ratios					
EBITA ¹⁾ margin	12.2%	9.3%	12.6%	14.0%	8.9%
Normalised return on equity	20.7%	12.0%	16.1%	17.6%	11.7%
Average number of employees	839	802	748	780	892

1) EBITA is presented before restructuring costs, etc. and other operating income.

2) Calculated as normalised profit for the year adjusted for foreign currency adjustments, amortisation of acquired intangible assets, restructuring costs, etc., and other operating income.

Revenue and Annual Growth



EBITA and Margin ¹⁾





MOMENTS SCHOOL AGE - MEGA DECK
Barcelona, Spain

KOMPAN LAUNCHES NEW AND INNOVATIVE ORGANIC ROBINIA

Increased customer demand for natural playground solutions makes KOMPAN build a new factory, dedicated to ORGANIC Robinia

Over the past few years, KOMPAN has seen growing demand and interest in its Robinia products. In response and because only the best is good enough for our customers and users, we have built our new factory exclusively dedicated to products made of Robinia wood.

Our new ORGANIC Robinia designs are inspired by the organic shapes of nature itself and all the uniqueness of the winding Robinia tree. By taking a holistic approach to create the play area, we stimulate children's interest in nature and introduce an understanding of nature into their lives.

KOMPAN Robinia play equipment is the embodiment of our passion for superiority - design, environmental consciousness, quality, and safety.

The new facilities secure that we meet both our own and our customers' high standards. We select the finest Robinia wood and use only the most durable heart wood in our production. And we make sure to live up to the highest safety standards globally.

Having enriched children's play for more than 45 years, we know that real play value matters. Based on knowledge from our KOMPAN Play Institute we make sure children get the most out of their time on our playgrounds, by incorporating age appropriate play and child development into our designs and solutions. All our products bear the fruits of intensive scientific research and knowledge of child development anchored in the internationally recognised KOMPAN Play Institute. What is more and also unique is that our solutions are tested and thoroughly reviewed by age relevant teams of children before they are approved for manufacturing.

The KOMPAN ORGANIC Robinia range can be ordered in FSC™-certified wood. Its aim is to preserve forests through the promotion of responsible forestry. KOMPAN ORGANIC Robinia solutions are available both as untreated wood, brown pigmented (transparent) or with painted parts. The paint we use is an environmental friendly water based acrylic paint that meets European Standard EN71-3 as well as the American CPSIA requirements.



AESTHETIC AND PROUD
CRAFTSMANSHIP

KOMPAN®



**UNTREATED
ROBINIA WOOD**



**TRANSPARENT BROWN
PIGMENTED ROBINIA**



**COLOR PAINTED
ROBINIA WOOD**



NEW TRAINING CONCEPT DESIGNED TO ACTIVATE COMMUNITIES



KOMPAN has a vision to get an inactive world moving. Through product and concept development, KOMPAN has incorporated what is needed to overcome physical activity barriers, resulting in an intelligent 3 layer training solution

Based on customer and user insights, a deep understanding of global health issues, fitness trends and knowledge from our professionals working with training and physical activity at the KOMPAN Fitness Institute, KOMPAN has developed a new holistic and innovative training approach, consisting of 3 layers:

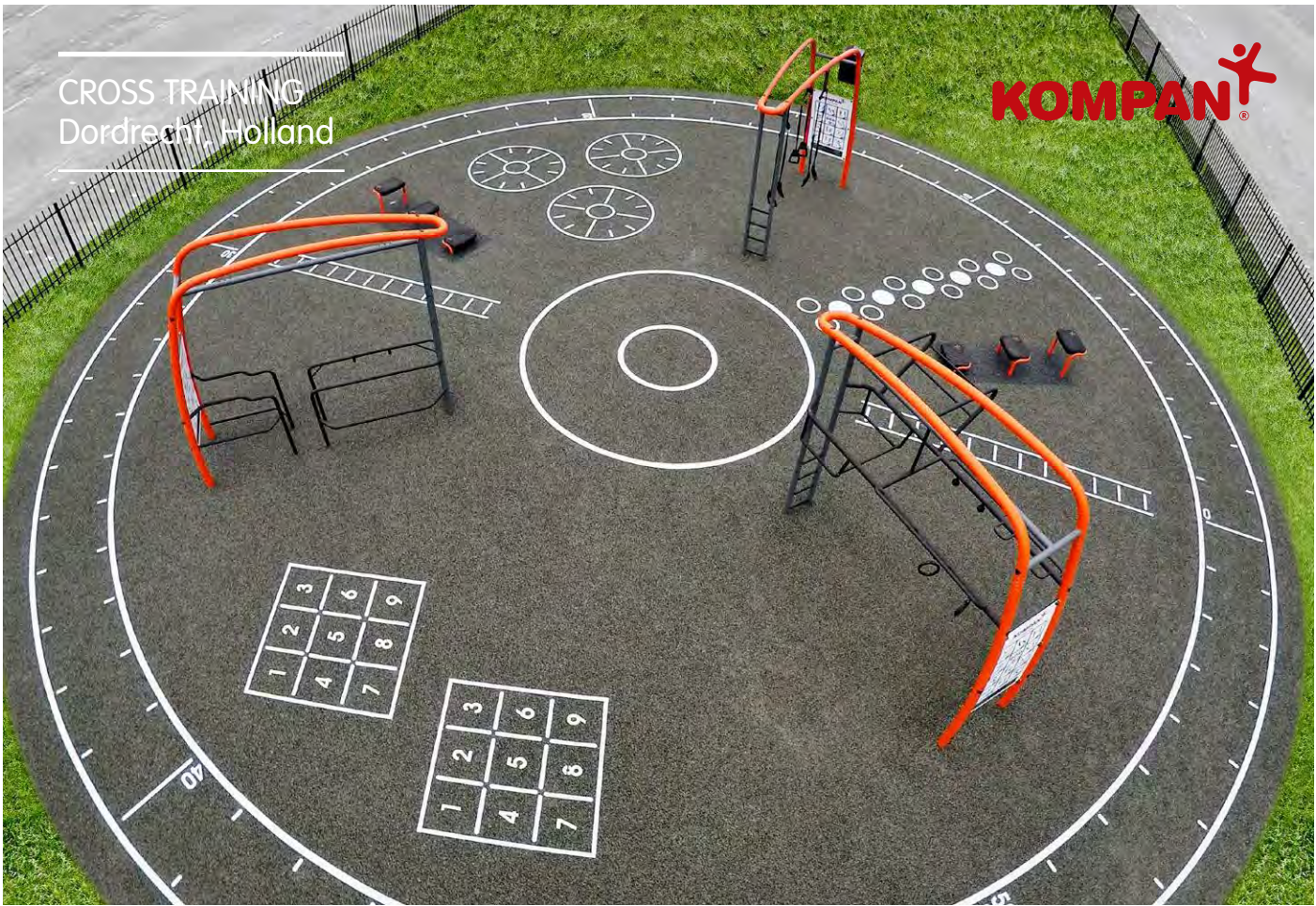
- 1) Aesthetic and cleverly designed next generation fitness products and solutions, suitable for all ages and abilities
- 2) Integrated digital training support
- 3) Onsite trainer program

The modular and inclusive training solutions are perfect for everyone no matter their fitness level, if the training is performed individually or in a group, with or without guidance.

With the new KOMPAN fitness app the concept provides a location specific training manual, complete with easy instructions, training programs, and nutrition plans to enhance training effects and keep up motivation.

Adding an onsite trainer takes the solution to the next level. The trainer increases the opportunity to encourage less physically active citizens, keeping them motivated and encouraged to be more physically active.







KOMPAN HAS MOVED INDOORS

With a full range of design furniture and equipment for learning and play

KOMPAN has been supplying playgrounds for children all over the world for nearly half a century. Now we are taking a big step and going indoors with a new furnishing concept. The concept is based on our tradition of beautiful design and solutions that support children's well-being and motivate them to learn and play.

FLEXIBLE FURNITURE IS THE FUTURE

The time children spend in the nursery and kindergarten is one of their most important learning periods. Leading experts agree on this. And, at a time when we constantly acquire new knowledge of children's well-being and development, there is no doubt that flexible furnishings and products that are easy to change and adapt to new situations are very important.

At KOMPAN, we have much experience of creating beautifully designed, yet challenging and dynamic settings, because these stimulate children to use their bodies, play, work together and learn new things. In developing the product range, we have utilised our long tradition of working closely together with researchers and carers.





KOMPAN

NEW AWARD WINNING AND PATENT PENDING INDOOR CONCEPT - KOMPAN FLEX SYSTEM

OFFERS ENDLESS POSSIBILITIES BY COMBINING VARIOUS MODULES

The FLEX system has been developed to reinforce various skills in children. The flexible modular design means that modules and accessories can change functions in the course of a day. Children and adults can create dynamic environments for themselves, stimulating creativity and imagination and increasing the motivation to build new, exciting, and challenging activity zones.



red dot award 2016
winner



JANUS 2016
DE L'ESPACE DE VIE



AGE APPROPRIATE PLAY – TESTED AND APPROVED BY SCHOOL-AGE CHILDREN

Children's motivation to play is at the heart of KOMPAN's play designs. This is the prerequisite for their physical, social-emotional, cognitive, and creative development

MOMENTS SCHOOL-AGE

To make sure that the play and activity solutions are fun and have physical as well as social holding power the KOMPAN MOMENTS school age designs are tested by children and evaluated by them, their teachers and the KOMPAN Play Institute during the development process.

The decrease in physical fitness and motor skill proficiency impacts children's social capabilities as well as learning capabilities negatively, research shows.

This is why the motivation of active play for school-age children is more important than ever. Apart from being fun, play helps children develop fundamental physical, social, and learning skills.

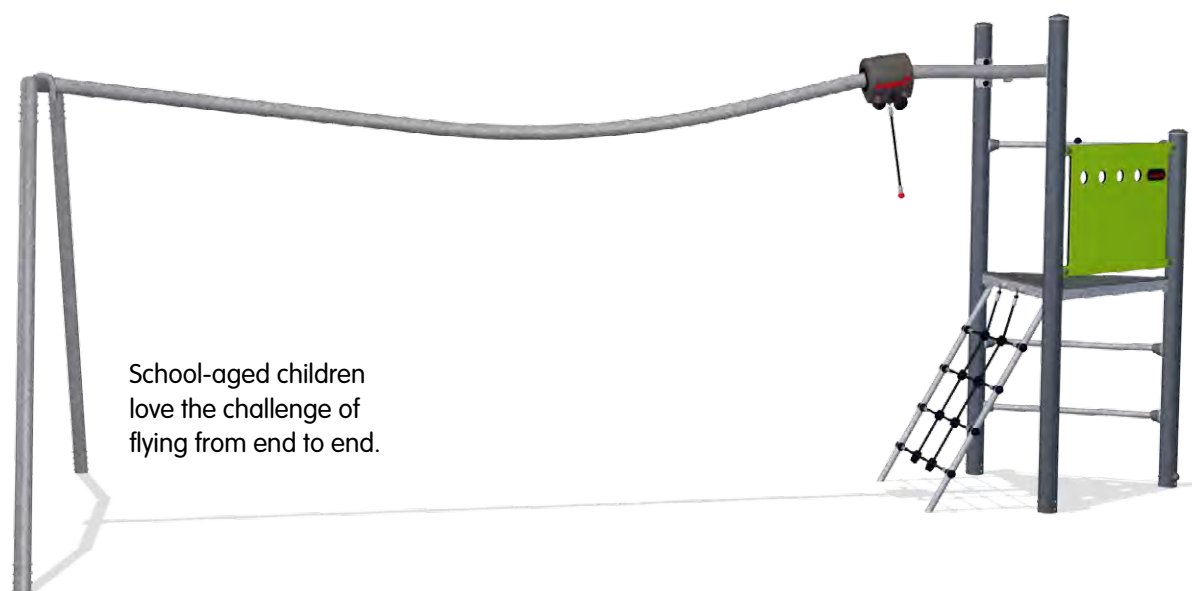
KOMPAN's new school age assortment is designed to provide age appropriate play for school-age children. Numerous physical activities and play panels are created in close cooperation with the KOMPAN Play Institute, verified by user group interaction and incorporated in the new play structures.

The assortment contains a number of products in different sizes including challenging Mega Deck play structures. Some new products are also predesigned to provide accessibility for disabled children so they may participate in play with others on the playground.

All standard products are available in three different color lines, two different post materials, three types of roofs, several slide options, and all possible types of anchoring. Play activities can be selected to match individual preferences. For urban settings, we have designed a special vandalism proof material combination.

NEW ACTIVITIES AND ADD ON FEATURES

KOMPAN's focus is always to create a challenging and an attractive playground with holding power that ensures children revisit the site frequently. KOMPAN's new School-Age range is good news for a frequently inactive age group.

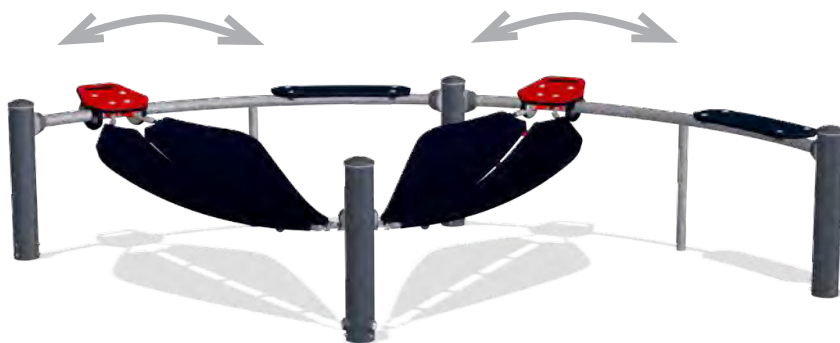


School-aged children
love the challenge of
flying from end to end.



INTEGRATED SHADING

KOMPAN has designed an integrated shading solution that enlarges the covered area considerably. Integrated shades are available for the large square floor size and the Mega Deck platform. The shades are made of polyester and tensioned by adjustable brackets. The polyester shades are quite robust and it is only necessary to take them down if there is heavy wind.



MOVABLE HAMMOCKS

Large two piece moulded PUR hammock that can be moved from side to side by the users.

A fun and changeable meeting and hang out place.

NEW PLAY PANELS FOR YOUNGER SCHOOL-AGE CHILDREN



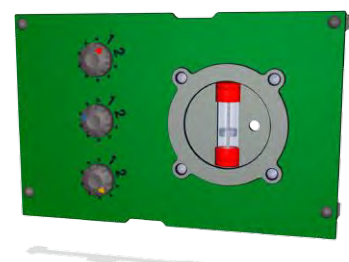
SLIDE-A-PUZZLE

New domino pattern that ensures hours of focused play.



RANDOMIZER

360° turnable bowl with number dices.



SCORE BOARD + TIME TRACKER

Three turnable score bottoms from 1-10 and time tracker ~ 2 min.

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

In 2015, KOMPAN continued implementation of our business ethics policy, including the anti-bribery policy in connection with our global expansion. Furthermore, KOMPAN maintained and strengthened our industry leading environmental profile.

SOCIAL RESPONSIBILITY

KOMPAN's core business is based on a key principle in the UN's Convention on the Rights of the Child: children have the right to play. Corporate social responsibility has been an integral part of KOMPAN's business since inception, and the Group has always addressed the needs of children based on a strong belief that responsibility and profitability can go hand in hand.

As part of daily business, KOMPAN strives to always comply with relevant legislation and the UN Global Compact principles. As part of the efforts to adhere to the principles of the UN Global Compact, KOMPAN has introduced anti-corruption measures, clearly emphasising that the Group does not accept any kind of undue payment in any business transaction. In 2015, KOMPAN continued the implementation of our business ethics policy including the anti-bribery policy, which covers bribery, facilitation payments, gifts and entertainment, as well as political and charity contributions for the growing KOMPAN Group.



ENVIRONMENTAL FOCUS

As a manufacturer of outdoor playground and fitness equipment, KOMPAN has an integrated approach to environmental considerations. KOMPAN maintained and strengthened its environmental profile by continuing the efforts to produce sustainable products with a long lifespan and low maintenance requirements, minimise resource waste and reduce environmental hazards. The majority of production is based on recycled raw materials, and KOMPAN's production materials include FSC™-certified wood and recyclable aluminium and steel. In the years to come, KOMPAN will focus even more on how we can minimize the waste of resources and reduce environmental hazards.



ECOCORE™

- Core produced from 100% recycled material
- Recyclable after use
- Supported by our lifetime warranty

The Group's respective production plants are certified and controlled to ensure the highest standards in terms of quality, environment and working environment, as well as compliance with requirements concerning active substances in accessible components. To supplement KOMPAN's own control systems, third-party testing is carried out.

For further information about KOMPAN's CSR activities, please see the 2015 Global Compact communications on progress report available at: www.KompanGroup.com/corporate-responsibility/

OWNERSHIP

Since June 2014, KOMPAN has been owned by a group of dedicated long-term investors. Together with the Dyvig family, Christian Dyvig, chairman of the board, owns 59% of the shares, KIRK KAPITAL A/S owns 25% of the shares while the remaining 16% of the shares are owned by the Executive Board and 61 other executives in KOMPAN.

INVESTORS	SHAREHOLDING
Christian Dyvig and family	59%
KIRK KAPITAL A/S	25%
Executive Board and other executives in KOMPAN (64 shareholders)	16%

At 31 December 2015

The ownership is united by a clearly defined vision to sustain KOMPAN's growth by expanding the boundaries of intelligent play, fitness, and learning, by continuously developing and launching new beautifully designed innovative products.

BOARD AND MANAGEMENT

The Board of Directors consists of representatives of the two largest shareholders: Christian Dyvig, Mia Dyvig and Casper Kirk Johansen as well as two employee representatives: Jeanette Fich Jespersen and Mads Dreyer.

The Executive Board consists of Chief Executive Officer Connie Astrup-Larsen, Chief Supply Chain Officer Jesper Egelykke Jensen, and Chief Financial Officer Peter Elkjær-Larsen.

CHAIRMAN:



Christian Dyvig

EXECUTIVE BOARD:



Connie Astrup-Larsen
CEO
Appointed 2008



Jesper Egelykke Jensen
CSCO
Employed 1998



Peter Elkjær-Larsen
CFO
Employed 2014



DOUBLE MEGA DECK
Barcelona, Spain

INCOME STATEMENT

1 January to 31 December 2015

DKK million

INCOME STATEMENT	Note	2015	2014
Revenue		1,418.6	1,354.4
Production costs, development costs and distribution cost	1, 2	-1,224.9	-1,109.6
Administrative expenses	1, 2	-67.2	-55.3
Operating profit before amortisation and restructuring costs, etc.		126.5	189.5
Amortisation of acquired trademarks	2	-21.1	-15.7
Restructuring costs, etc.	1, 3	-13.9	-17.9
Operating profit		91.5	155.9
Financial income		14.4	12.4
Financial expenses		-55.7	-54.0
Profit before tax		50.2	114.3
Tax on profit for the year	4	-17.2	-32.3
Profit for the year		33.0	82.0

BALANCE SHEET

At 31 December 2015

DKK million

ASSETS	Note	2015	2014
Non-current assets			
Intangible assets			
Goodwill		1,123.9	1,064.4
Design and concepts		93.2	111.9
Acquired trademarks		74.7	73.2
Licences, right of utilisation and IT software		16.1	13.7
Development projects		34.9	24.7
Total intangible assets		1,342.8	1,287.9
Property, plant and equipment			
Land and buildings		57.5	51.0
Plant and machinery		35.5	28.4
Total property, plant and equipment		93.0	79.4
Other non-current assets			
Other receivables		3.2	1.1
Total other non-current assets		3.2	1.1
Total non-current assets		1,439.0	1,368.4
Current assets			
Inventories		85.8	78.9
Trade receivables		280.9	295.8
Receivable associated company		5.4	0
Other receivables and prepayments		40.6	14.9
Cash at bank and in hand		80.6	127.7
Total current assets		493.3	517.3
TOTAL ASSETS		1,932.3	1,885.7

BALANCE SHEET

At 31 December 2015

DKK million

EQUITY AND LIABILITIES	Note	2015	2014
Equity			
Share capital		43.8	43.8
Translation reserve		28.9	-0.7
Retained earnings		442.6	411.4
Total equity		515.3	454.5
Liabilities			
Non-current liabilities			
Pensions and similar obligations		1.9	1.6
Deferred tax	4	57.4	53.7
Provisions		13.1	14.0
Bank loans		897.5	960.4
Other payables		61.6	6.2
Total non-current liabilities		1,031.5	1,035.9
Current liabilities			
Provisions		4.0	4.4
Bank loans and overdrafts		125.9	153.6
Prepayments from customers		23.5	16.0
Trade payables		159.1	129.6
Corporation tax		1.6	6.3
Other payables		71.4	85.4
Total current liabilities		385.5	395.3
Total liabilities		1,417.0	1,431.2
TOTAL EQUITY AND LIABILITIES		1,932.3	1,885.7

CASH FLOW STATEMENT

1 January to 31 December 2015

DKK million

	Note	2015	2014
Operating profit		91.5	160.5
Adjustment of non-cash operating items, etc.:			
Depreciation, amortisation and impairment losses		42.7	35.6
Other non-cash operating items, net		4.8	-3.3
Changes in provisions		-1.1	-3.9
Changes in working capital		30.2	-20.3
Cash flows from operating activities before tax		168.1	168.6
Corporation tax paid		-38.8	-40.7
Cash flows from operating activities		129.3	127.9
Acquisition of intangible assets		-24.1	-14.5
Disposal of intangible fixed assets		0.0	0.0
Acquisition of property, plant and equipment		-15.2	-9.6
Acquisition of subsidiaries and activities		-0.8	0.0
Disposal of property, plant and equipment		1.4	2.2
Repayment of other non-current assets		-2.1	0.2
Cash flows from investing activities		-40.8	-21.7
External financing:			
Changes in bank loans and overdrafts (short term)		-27.7	153.0
Changes in non-current liabilities		-62.9	593.3
Net interest paid, etc		-45.0	-41.6
Shareholders:			
Capital increase / decrease, net		0	-851.3
Cash flows from financing activities		-135.6	-146.6
Cash flows for the year		-47.1	-40.4
Cash and cash equivalents at 1 January		127.7	168.7
Foreign exch. adjustments of cash and cash equival		0.0	-0.6
Cash and cash equivalents at 31 December		80.6	127.7

The cash flow statement cannot be derived solely on the basis of the published accounting records.



CROSS SYSTEM
Dordrecht, Holland

SUMMARY OF NOTES TO THE FINANCIAL STATEMENTS

NOTE

- 1 Staff costs
- 2 Depreciation, amortisation and impairment losses
- 3 Restructuring costs, etc.
- 4 Tax on profit for the year & deferred tax
- 5 Contingent liabilities, guarantees and other financial liabilities

	2015	2014
1. STAFF COSTS		
Wages and salaries	323.5	308.1
Defined contribution plans	21.6	12.2
Defined benefit plans	0.4	0.4
Other social security costs	42.9	40.5
Transferred to development projects	-7.0	-4.6
	381.4	356.6
Average number of employees	892	780
2. DEPRECIATION, AMORTISATION AND IMPAIRMENT LOSSES		
Intangible assets	32.4	23.4
Property, plant and equipment	10.8	12.2
Gain/loss on the disposal of non-current assets	-0.5	0.2
	42.7	35.8
Recognised in the income statement as follows:		
Production costs, development costs and distribution costs	12.4	11.0
Administrative expenses	9.2	9.1
Amortisation of acquired trademarks	21.1	15.7
	42.7	35.8
3. RESTRUCTURING COSTS, ETC.		
Relocation of production, restructuring of business and severance pay to released employees in connection herewith	11.0	4.0
Adjustment of conditional acquisition price payable in respect of previous years' acquisitions	0.7	1.0
Transaction costs relating from business combinations	2.2	12.9
	13.9	17.9

4. TAX ON PROFIT FOR THE YEAR & DEFERRED TAX

TAX ON PROFIT FOR THE YEAR

Specified as follows:

	2015	2014
Tax on profit for the year	15.2	39.7
Adjustment of deferred tax	4.0	-7.8
Effect of change in tax rate	0.2	-0.1
Adjustment of current tax in respect of previous years	-2.2	0.5
	17.2	32.3

Effective tax rate before non-taxable transaction costs	34.2%	25.4%
Effective tax rate	31.5%	28.3%

DEFERRED TAX

Deferred tax at 1 January	53.7	22.4
Deferred tax in connection with purchase price allocation	0.0	39.3
Foreign exchange adjustment	0.4	-0.1
Adjustments for the year, profit & loss and equity	3.5	-7.8
Effect of change in tax rate	-0.2	-0.1
Deferred tax at 31 December	57.4	53.7

Deferred tax is specified in main items as follows:

Intangible assets	46.2	45.5
Property, plant and equipment	-1.6	-2.0
Receivables	-0.2	-4.3
Inventories	-2.2	-0.2
Provisions	16.8	16.7
Other liabilities	4.6	4.5
Tax losses	-6.2	-6.5
	57.4	53.7

Deferred tax assets not recognised in the statement of financial position:

Tax value, tax losses	40.4	27.1
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The value is not recognised in the statement of financial position, as the utilisation thereof is subject to a significant degree of uncertainty. There are no deferred tax liabilities that have not been recognised in the financial statements.

5. CONTINGENT LIABILITIES, GUARANTEES AND OTHER FINANCIAL LIABILITIES

DKK 195 million has been provided as collateral secured upon land and buildings with a carrying amount of DKK 43.8 million and DKK 7.4 million in receivables and other assets with a carrying amount of DKK 7.6 million.

In addition, third-party guarantees have been provided by the Group's companies in the amount of DKK 15.2 million.

KOMPAN Holding A/S and its subsidiaries are parties to a few pending lawsuits. The outcome of these cases is not expected to materially effect the financial position of the Group, neither individually nor in the aggregate.

ADDRESSES

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more financial information**

Use your QR scanner or download
a free application to your mobile:

<http://reader.kaywa.com>



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KOMPAN®



ANNUAL REVIEW 2016



OUR STORY

More than just fun

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Every year 150 million people play and exercise at a KOMPAN playground or sportsground. Our unique concept of playing, learning and engaging communities to be physically active are the cornerstone of our philosophy.

For the last four decades, we have played a dominant role and co-created solutions with architects, city leaders, educators, housing associations and the leisure industry. We are present in more than 40 countries and the 1,100 people at KOMPAN are committed to innovate engaging,

fun and uniquely designed play and exercise solutions that make people at all ages and abilities want to play, learn and connect.

We continue to claim the position as the world's leading brand in playground and sportsground solutions.



DISCLAIMER

For the sake of clarity and user friendliness, KOMPAN has published this Annual Review with highlights from the calendar year 2016.

The annual report for KOMPAN Holding A/S for the financial year 2016, pursuant to section 149 of the Danish Financial Statements Act, is available at The Danish Business Authority.

2016 HIGHLIGHTS

In 2016, KOMPAN continued the multi-year strategy of substantial investments in product innovation and in expanding our sales and distribution network. The Group achieved a record level of revenue and order intake and increased the number of average full time employees by 15% to now more than 1,000 employees. Earnings are still impacted by the substantial expansion, and KOMPAN expects to continue its above growth in 2017.

OPERATIONAL HIGHLIGHTS

- ✦ KOMPAN introduced the Mini series of play structures that are age-appropriate for toddlers and pre-schoolers, that afford maximum play value and that have an inclusive design. The Mini assortment is a result of collaboration between designers, researchers and safety specialists and is an example of our market-leading innovation and design.
- ✦ KOMPAN continues the innovative organic Robinia journey launching new amazing Castles and Ships, taking our portfolio of ORGANIC ROBINIA to a new level.
- ✦ KOMPAN Sport & Fitness added Street Workout providing new and relevant training solutions for all ages. Our vision with getting an inactive world moving has not changed – and launching our Street Workout states that we will continue.
- ✦ KOMPAN launched SIMPLY Play - a new design with fun activities for the midmarket. SIMPLY Play covers basic individual structures and larger play structures. Sometimes all you need is a playground that children will just enjoy. KOMPAN's extensive knowledge within play is used to make SIMPLY Play a flexible and solid choice which is unbeatable value for money.

- ✦ In October, KOMPAN acquired the service company Repcon B.V. including its subsidiary Repcon GmbH. The acquisition allows us to take a step closer to our customers providing full service solutions.

FINANCIAL HIGHLIGHTS

- ✦ Revenue grew by 6.0% to a new record of DKK 1.504m.
- ✦ EBITA before special items increased from DKK 127m to DKK 137m. Earnings were, as expected, still impacted by investments in product development and investments in our sales and distribution network.
- ✦ Cash flow from operations was stable and amounted to DKK 125.9m.

2017 OUTLOOK

- ✦ KOMPAN will continue the multi-year strategy of increased investments in product innovation and investments in our sales and distribution network. KOMPAN expects topline growth to continue in 2017 and earnings to increase, although still impacted by the level of investments.

ORGANIC ROBINIA
Givskud, Denmark

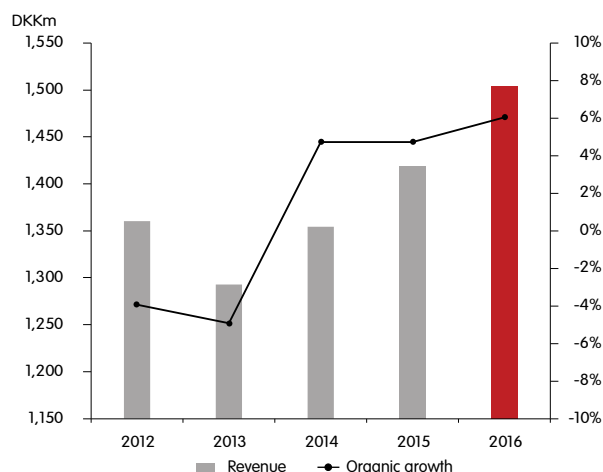
KEY FIGURES AND FINANCIAL RATIOS FOR THE GROUP

DKK million	2012	2013	2014	2015	2016
Income statement					
Revenue	1,360.1	1,293.1	1,354.4	1,418.6	1,504.4
EBITA ¹⁾	127.2	162.6	189.5	126.5	137.4
Profit for the year	50.2	87.8	82.0	33.0	57.9
Normalised profit for the year ²⁾	77.9	113.2	104.5	56.9	69.8
Balance sheet items					
Total assets	1,315.1	1,381.3	1,885.7	1,932.3	1,942.9
Equity	672.2	735.7	454.5	515.3	636.9
Financial ratios					
EBITA ¹⁾ margin	9.3%	12.6%	14.0%	8.9%	9.1%
Normalised return on equity	12.0%	16.1%	17.6%	11.7%	12.1%
Average number of employees	802	748	780	892	1,026

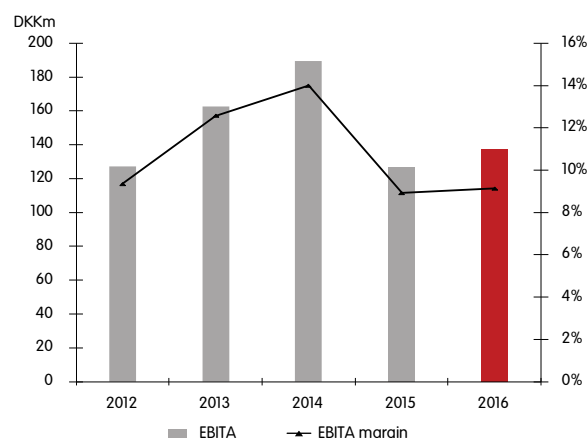
1) EBITA is presented before restructuring costs, etc. and other operating income.

2) Calculated as normalised profit for the year adjusted for foreign currency adjustments, amortisation of acquired intangible assets, restructuring costs, etc., and other operating income.

Revenue and Annual Growth



EBITA and Margin ¹⁾



COROCORD
Beuron, Germany

KOMPAN 

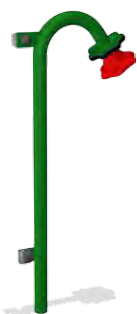


MOMENTS MINI

At KOMPAN, the process of designing new playground equipment is a long journey characterised by innovation, research and testing and the Mini assortment is an example of our market-leading innovation and design.



Through this process, designs are refined and fine-tuned until they offer children maximum play and developmental value. The new MOMENTS Mini line is a perfect example of this working process. From start to finish, KOMPAN's designers, researchers and safety specialists collaborated to create a series of play structures that are age-appropriate for toddlers and pre-schoolers, that afford maximum play value and have an inclusive design.





MAXIMUM PLAY VALUE FOR 1-6 YEAR-OLDS

Children develop at an extraordinary rate during the first years of life, and play is an essential part of this process. When children are born, their brains weigh only 25% of their adult weight. During the first years of life, the brain grows quickly and undergoes a “wiring” process. The development of motor skills, sensory skills, thinking skills – even empathy – are dependent on how well the brain develops in early childhood. Play is the motor of development.

The KOMPAN Play Institute documented the developmental value of the MOMENTS Mini line in a study that compared toddler and preschoolers’ play on a Mini play structure to play on a grassy field. Three main findings emerged from the research:

1. The play structure promoted more dramatic play – a more complex form of play
2. The play structure facilitated higher and more complex language use during play
3. Lesser developed children benefited highly from playing on the structure

Thus, the MOMENTS Mini line offers the opportunity to invest in children’s futures with world-class playground equipment that provides maximum play value.

A PERFECT SOLUTION FOR DEVELOPING TODDLER AND PRESCHOOL CHILDREN

Completely customizable & market leading quality, MOMENTS Mini brings customisation to a new level. The customer is able to choose between a number of options including slides, play panels, post material and more – getting the play structure that perfectly fits the user’s needs.





KOMPAN CONTINUES THE INNOVATIVE ORGANIC ROBINIA JOURNEY

Launching new amazing castles and ships our portfolio of ORGANIC Robinia is taken to a new level.

Our new ORGANIC Robinia designs are inspired by the organic shapes of nature itself and all the uniqueness of the winding Robinia tree. By taking a holistic approach to create the play area, we stimulate children's interest in nature and introduce an understanding of nature into their lives. KOMPAN Robinia play equipment is the embodiment of our passion for superiority - design, environmental consciousness, quality and safety.

CONCEPT & DESIGN IDEA

Design scope was to create visually impressive and beautiful castles made from natural organic materials, that have not been treated with chemicals. Importantly for KOMPAN, the castles are also designed with play value in focus, so that the castles support age appropriate activities and development. This in order to secure that children of all ages stay engaged and fully utilise the many features within the castles for long periods of time, beyond simply being taken in by the initial wow effect.

From the outside, the castle looks massive with lots of access points. The backside is open and transparent to see the play taking place. From the first upper level, there are numerous exits down or more ways to continue the climb to the higher levels. The tall towers are interconnected by fully closed net bridges or curved 180° steel tube meshes. The reward for making it to the enlarged top princess chamber is a spectacular view and the opportunity to take a fantastic ride down the enormous multiple curved tubular slide.

The Robinia castles will give any park a regal touch: the castles are architecture for the play princes and princesses – and possibly even some kings and queens. With their scale, the Robinia Castles allow for a wide range of ages playing together and inviting the whole family for a royal play day.

PLAY INSTITUTE INSIGHT



AGE APPROPRIATE PLAY

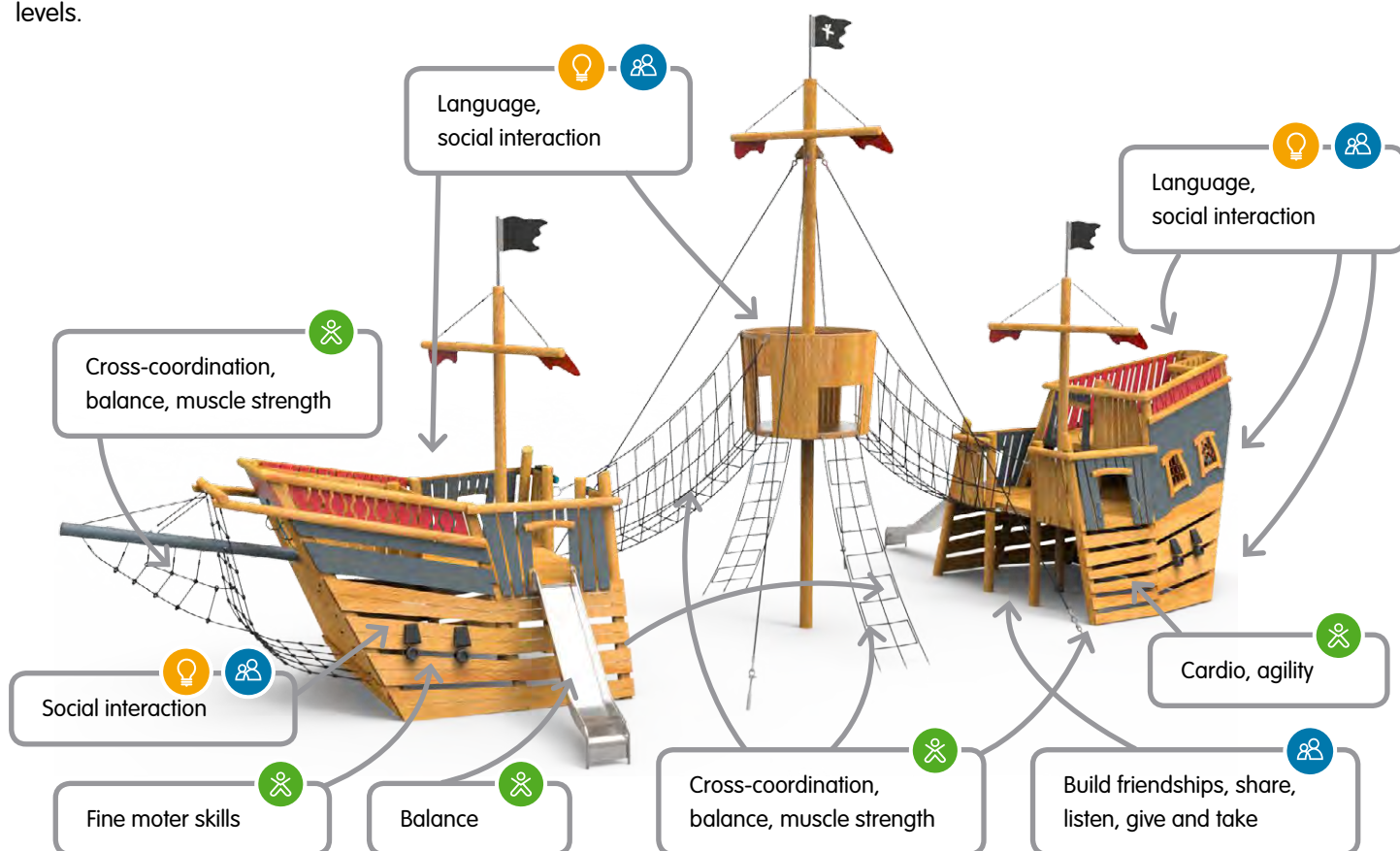
The Castle concept is designed for children from 4 up to 15 years.





THE KOMPAN ARMADA

The fleet is designed to give the children sense of wonder while playing with and within the ship. The rooms below the decks have multiple access and exits, which boost the play experience. The new ships are designed with age appropriate challenging activities that support all competences of play. The ships can be designed with build-in sand play features and/or balancing extensions out from the ship core. The ships can also be designed as inclusive with access to the upper deck levels.



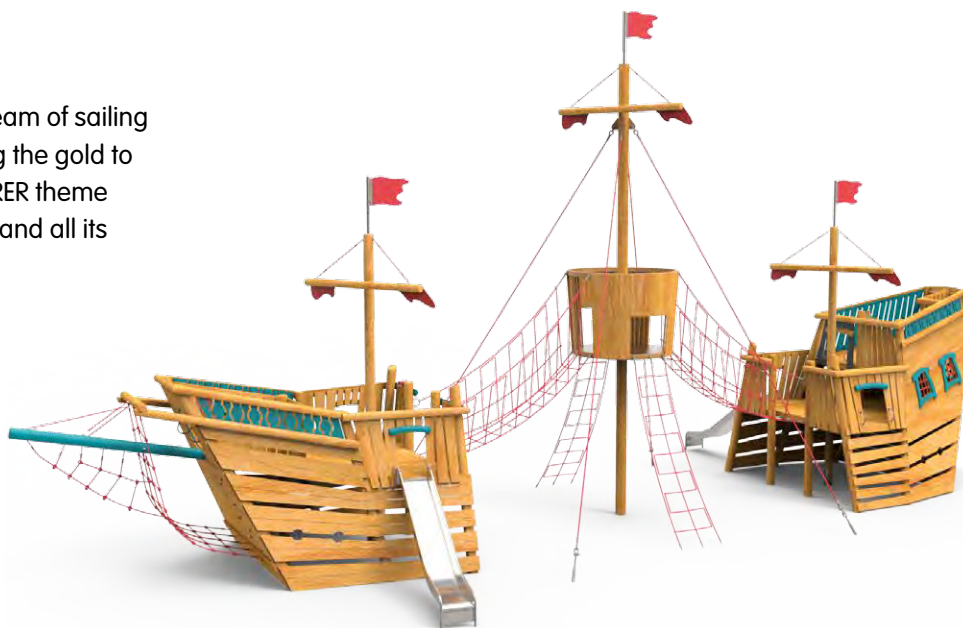


In front of the ship – climbing challenge



Inside the ship – small benches and tables

The PIRATE theme is about the dream of sailing out to treasure islands and finding the gold to live happily ever after. The EXPLORER theme enables the kids to see the world and all its beauty.



The Robinia ships make a fleet of unbeatable imaginative play motivators. From the small chalup boat to the huge schooner, these ships were crafted for play sailors with an imagination to take them anywhere.

THE COROCORD DOME ASSORTMENT GETS A NEW FAMILY MEMBER – OCEAN DOME

Dive freely into a new adventure world. An underwater world formed by rope structures in deep ocean blue and colourful membranes. Discover this world like a fish and pass the existing coral reefs, seaweed and starfish on your way to the surface and towards the horizon on top of the wave. Various imaginative stories and adventures are waiting to be explored by playing in and on the Ocean Dome. Let your imagination run wild!

The framed 3D net construction offers compact bouncy climbing for many users balancing and working their way to the top and down, around and through the meshwork of the net. Balancing trains the vestibular system and improves the sense of balance and motor stability of the child. Children can play for hours climbing or hang out in this thematic net structure. Climbing develops cross-body coordination, hand/eye coordination, agility and spatial awareness, and provides the children with leveled play challenges. The vertical climb takes you to the curly climber, and the rubber mats offer a bouncy, trampoline like break on the way up or down.

Products installed in foreshore areas are subject to constant extreme corrosive atmosphere. Ocean Dome is therefore also available in a blue painted version, special designed for installation in foreshore areas.





"The system can be used by anyone. This includes children, the disabled and the elderly. It is simple, straightforward, and is freely available. At the same time, it is located in an area where many people do not traditionally work out. So the whole idea is to try to get more people to exercise." **Carl Christian Ebbesen, Mayor of Culture and Leisure in Copenhagen**

KOMPAN SPORT & FITNESS NOW ADDS STREET WORKOUT

– providing new and relevant training solutions for all ages. Our vision to get an inactive world moving has not changed – and launching our Street Workout is another step in this development.

STREET WORKOUT

A physical activity that symbolises freedom of movement and encourages socialising. It is a combination of athletics, calisthenics and other sports, and is mostly performed in public spaces. The assortment is of course available as individual products, but we have also developed total solutions based on insight and knowledge from our KOMPAN Sport & Fitness institute.

FUNCTIONAL TRAINING

Functional training originates from physiotherapy and is based on the philosophy, that the human body is built to move. That is why functional training is designed to improve natural movement patterns, that you already do or may need in your daily life - like running, lifting or jumping. The training usually takes place outdoors and is based on the classic exercises, which include squats and is done with or without paraphernalia as kettlebells, ropes and medicine balls.

FUNKTIONAL TRAINING app

- KOMPAN Outdoor Fitness Concept is functional and beneficial training for all – beginners to advanced – men and women.
- The characteristic is an iconic and beautiful design using only high-end materials ensuring popular fitness stations, made from long life materials.
- KOMPAN Fitness App. for smartphones, which guides, inspires and motivates, has been developed to also cover our new Street Workout.
- Find exercise for a specific site in the App with map function.



LET'S GO TO THE PLAYGROUND... The key feature for the older children is the dramatic climbing challenge up to 5m high. The playground motivates activities that train the physical, social and cognitive development of the users. The space is inclusive, challenging and fun for everyone. It supports social interaction and communication. Robust equipment, easily maintained with a fantastic price point.

SIMPLY PLAY

New design with fun activities for the midmarket - combine the products to suit you.

SIMPLY Play covers basic individual structures and larger play structures. Sometimes all you need is a playground, that children will just enjoy. KOMPAN's extensive knowledge within play is used to make SIMPLY Play a flexible and solid choice.

The products are suitable for both younger and older children. All structures can be customised to match individual preferences. The combination of colour is predefined in classic, nature and modern. EcoTech roofs can be added or removed on all towers. Slide colours are predefined for the colour lines. All panels are made of recycled EcoCore™ HDPE.



Classic



Modern



Nature





WHEN I GROW UP! The play structure and swing assist in developing motor skills that lay the fundamentals for learning. The police car encourages role play and storytelling. Play value covers the physical, social-emotional and cognitive areas. An inclusive space with varied play opportunities for all children.

ECOTECH ROOF DESIGN

New design with fun activities for the midmarket - combine the products to suit you.

SIMPLY Play roofs are based on revised technology in roto-moulding and recycled EcoCore™ raw materials, that are 100% recyclable also after use. The uniquely designed curved geometry, reinforced by visual shapes and a scratch-resistant grained texture, results in high strength and durable roofs.

- ✓ Visual impressive design
- ✓ Durable all-weather material
- ✓ Scratch resistant texture
- ✓ Low maintenance
- ✓ One piece



EcoTech Roof
100% recyclable

SIMPLY Play material

All products within SIMPLY Play are material optimised with simple, durable technical solutions that are easy to assemble and install. To provide best value prices, we pre-package the products at our production facility for efficient shipment.

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

In 2016, KOMPAN continued implementation of our business ethics policy, including the anti-bribery policy in connection with our global expansion. Furthermore, KOMPAN maintained and strengthened our industry leading environmental profile.

SOCIAL RESPONSIBILITY

KOMPAN's core business is based on a key principle in the UN's Convention on the Rights of the Child: children have the right to play. Corporate social responsibility has been an integral part of KOMPAN's business since inception, and the Group has always addressed the needs of children based on a strong belief that responsibility and profitability can go hand in hand.

As part of daily business, KOMPAN strives to always comply with relevant legislation and the UN Global Compact principles. As part of the efforts to adhere to the principles of the UN Global Compact, KOMPAN has introduced anti-corruption measures, clearly emphasising that the Group does not accept any kind of undue payment in any business transaction. In 2016, KOMPAN continued the implementation of our business ethics policy including the anti-bribery policy, which covers bribery, facilitation payments, gifts and entertainment, as well as political and charity contributions for the growing KOMPAN Group.



ENVIRONMENTAL FOCUS

As a manufacturer of outdoor playground and fitness equipment, KOMPAN has an integrated approach to environmental considerations. KOMPAN maintained and strengthened the environmental profile by continuing the efforts to produce sustainable products with a long lifespan and low maintenance requirements, minimise resource waste and reduce environmental hazards. The majority of production is based on recycled raw materials, and KOMPAN's production materials include FSC™-certified wood and recyclable aluminium and steel. In the years to come, KOMPAN will focus even more on how we can minimise the waste of resources and reduce environmental hazards.



ECOCORE™

- Core produced from 100% recycled material
- Recyclable after use
- Supported by our lifetime warranty

The Group's respective production plants are certified and controlled to ensure the highest standards in terms of quality, environment and working environment, as well as compliance with requirements concerning active substances in accessible components. To supplement KOMPAN's own control systems, third-party testing is carried out.

For further information about KOMPAN's CSR activities, please see the 2016 Global Compact communications on progress report available at: www.KompanGroup.com/corporate-responsibility/

OWNERSHIP

Since June 2014, KOMPAN has been owned by a group of dedicated long-term investors. Together with the Dyvig family, Christian Dyvig, chairman of the board, owns 59% of the shares, KIRK KAPITAL A/S owns 25% of the shares while the remaining 16% of the shares are owned by the Executive Board and 61 other executives in KOMPAN.

INVESTORS	SHAREHOLDING
Christian Dyvig and family	59%
KIRK KAPITAL A/S	25%
Executive Board and other executives in KOMPAN (64 shareholders)	16%

At 31 December 2016

The ownership is united by a clearly defined vision to sustain KOMPAN's growth by expanding the boundaries of intelligent play, fitness and learning, by continuously developing and launching new engaging, fun and unique solutions.

BOARD AND MANAGEMENT

The Board of Directors consists of representatives of the two largest shareholders: Christian Dyvig, Mia Dyvig and Casper Kirk Johansen as well as two employee representatives: Jeanette Fich Jespersen and Otto Mertz.

The Executive Board consists of Chief Executive Officer Connie Astrup-Larsen, Chief Supply Chain Officer Jesper Egelykke Jensen, Chief Financial Officer Peter Elkjær-Larsen, and Chief Marketing Officer Rene Tristan Lydixsen.

CHAIRMAN:



Christian Dyvig

EXECUTIVE BOARD:



Connie Astrup-Larsen
CEO
Appointed 2008



Jesper Egelykke Jensen
CSCO
Employed 1998



Peter Elkjær-Larsen
CFO
Employed 2014



Rene Tristan Lydixsen
CMO
Employed 2017

CONSOLIDATED FINANCIAL STATEMENTS 2016

MOMENTS MINI
Brno, Czech Republic



INCOME STATEMENT

1 January to 31 December 2016

DKK million

INCOME STATEMENT	Note	2016	2015
Revenue		1,504.4	1,418.6
Production costs, development costs and distribution cost	1, 2	-1,298.1	-1,224.9
Administrative expenses	1, 2	-68.8	-67.2
Operating profit before amortisation and restructuring costs, etc.		137.5	126.5
Amortisation of acquired trademarks	2	-20.9	-21.1
Restructuring costs, etc.	1, 3	-7.0	-13.9
Operating profit		109.6	91.5
Financial income		17.5	14.4
Financial expenses		-47.3	-55.7
Profit before tax		79.8	50.2
Tax on profit for the year	4	-21.9	-17.2
Profit for the year		57.9	33.0

BALANCE SHEET

At 31 December 2016

DKK million

ASSETS	Note	2016	2015
Non-current assets			
Intangible assets			
Goodwill		1,128.8	1,123.9
Design and concepts		71.3	93.2
Acquired trademarks		74.0	74.7
Licences, right of utilisation and IT software		21.9	16.1
Development projects		44.6	34.9
Total intangible assets		1,340.6	1,342.8
Property, plant and equipment			
Land and buildings		65.4	57.5
Plant and machinery		36.9	35.5
Total property, plant and equipment		102.3	93.0
Other non-current assets			
Other receivables		1.3	3.2
Total other non-current assets		1.3	3.2
Total non-current assets		1,444.2	1,439.0
Current assets			
Inventories		91.2	85.8
Trade receivables		306.4	280.9
Receivable associated company		5.2	5.4
Other receivables and prepayments		60.8	40.6
Cash at bank and in hand		35.1	80.6
Total current assets		498.7	493.3
TOTAL ASSETS		1,942.9	1,932.3

BALANCE SHEET

At 31 December 2016

DKK million

EQUITY AND LIABILITIES	Note	2016	2015
Equity			
Share capital		51.8	43.8
Translation reserve		12.9	28.9
Retained earnings		572.2	442.6
Total equity		636.9	515.3
Liabilities			
Non-current liabilities			
Pensions and similar obligations		2.2	1.9
Deferred tax, net	4	68.6	57.4
Provisions		13.9	13.1
Bank loans		758.3	897.5
Other payables		62.6	61.6
Total non-current liabilities		905.6	1,031.5
Current liabilities			
Provisions		3.8	4.0
Bank loans and overdrafts		104.0	125.9
Prepayments from customers		31.2	23.5
Trade payables		171.6	159.1
Corporation tax		3.3	1.6
Other payables		86.5	71.4
Total current liabilities		400.4	385.5
Total liabilities		1,298.0	1,417.0
TOTAL EQUITY AND LIABILITIES		1,942.9	1,932.3

CASH FLOW STATEMENT

1 January to 31 December 2016

DKK million

	Note	2016	2015
Operating profit		109.6	91.5
Adjustment of non-cash operating items, etc.:			
Depreciation, amortisation and impairment losses		44.2	42.7
Other non-cash operating items, net		0.0	4.8
Changes in provisions		0.9	-1.1
Changes in working capital		-20.0	30.2
Cash flows from operating activities before tax		134.7	168.1
Corporation tax paid		-8.8	-38.8
Cash flows from operating activities		125.9	129.3
Acquisition of intangible assets		-25.9	-24.1
Acquisition of property, plant and equipment		-22.4	-15.2
Acquisition of subsidiaries and activities		-7.4	-0.8
Disposal of property, plant and equipment		1.0	1.4
Repayment of other non-current assets		1.9	-2.1
Cash flows from investing activities		-52.8	-40.8
External financing:			
Changes in bank loans and overdrafts (short term)		-21.9	-27.7
Changes in non-current liabilities		-133.4	-62.9
Net interest paid, etc		-43.3	-45.0
Shareholders:			
Capital increase / decrease, net		80.0	0
Cash flows from financing activities		-118.6	-135.6
Cash flows for the year		-45.5	-47.1
Cash and cash equivalents at 1 January		80.6	127.7
Foreign exch. adjustments of cash and cash equivalent		0.0	0.0
Cash and cash equivalents at 31 December		35.1	80.6

The cash flow statement cannot be derived solely on the basis of the published accounting records.

WORKOUT SYSTEMS
OBSTACLE COURSE
Gassel, Holland

SUMMARY OF NOTES TO THE FINANCIAL STATEMENTS

NOTE

- 1 Staff costs
- 2 Depreciation, amortisation and impairment losses
- 3 Restructuring costs, etc.
- 4 Tax on profit for the year & deferred tax
- 5 Contingent liabilities, guarantees and other financial liabilities

	2016	2015
1. STAFF COSTS		
Wages and salaries	370.2	323.5
Defined contribution plans	15.8	15.9
Defined benefit plans	0.3	0.4
Other social security costs	56.8	49.1
Transferred to development projects	-6.8	-7.0
	436.3	381.4
Average number of employees	1,026	892
2. DEPRECIATION, AMORTISATION AND IMPAIRMENT LOSSES		
Intangible assets	31.4	32.7
Property, plant and equipment	13.5	10.8
Gain/loss on the disposal of non-current assets	-0.7	-0.8
	44.2	42.7
Recognised in the income statement as follows:		
Production costs, development costs and distribution costs	14.6	12.4
Administrative expenses	8.7	9.2
Amortisation of acquired trademarks	20.9	21.1
	44.2	42.7
3. RESTRUCTURING COSTS, ETC.		
Relocation of production, restructuring of business and severance pay to released employees in connection herewith	6.7	11.0
Adjustment of conditional acquisition price payable in respect of previous years' acquisitions	0.0	0.7
Transaction costs relating from business combinations	0.3	2.2
	7.0	13.9

4. TAX ON PROFIT FOR THE YEAR & DEFERRED TAX

TAX ON PROFIT FOR THE YEAR

Specified as follows:

	2016	2015
Tax on profit for the year	8.9	15.3
Adjustment of deferred tax	11.8	4.0
Effect of change in tax rate	0.0	0.1
Adjustment of current tax in respect of previous years	1.2	-2.2
	21.9	17.2

Effective tax rate before non-taxable transaction costs	27.4%	34.2%
Effective tax rate	27.6%	31.5%

DEFERRED TAX

Deferred tax at 1 January	57.4	53.7
Deferred tax in connection with purchase price allocation	0.0	0.0
Foreign exchange adjustment	-0.5	0.4
Adjustments for the year, profit & loss and equity	11.7	3.5
Effect of change in tax rate	0.0	-0.2
Deferred tax at 31 December	68.6	57.4

Deferred tax is specified in main items as follows:

Intangible assets	48.4	46.2
Property, plant and equipment	5.9	-1.6
Receivables	-0.9	-0.2
Inventories	-1.4	-2.2
Provisions	21.5	16.8
Other liabilities	0.7	4.6
Tax losses	-5.6	-6.2
	68.6	57.4

Deferred tax assets not recognised in the statement of financial position:

Tax value, tax losses	41.6	41.1
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The value is not recognised in the statement of financial position, as the utilisation thereof is subject to a significant degree of uncertainty. There are no deferred tax liabilities that have not been recognised in the financial statements.

5. CONTINGENT LIABILITIES, GUARANTEES AND OTHER FINANCIAL LIABILITIES

DKK 18.3 million has been provided as collateral secured upon land and buildings with a carrying amount of DKK 46.2 million and DKK 7.4 million in receivables and other assets with a carrying amount of DKK 7.4 million.

In addition, third-party guarantees have been provided by the Group's companies in the amount of DKK 15.3 million.

KOMPAN Holding A/S and its subsidiaries are parties to a few pending lawsuits. The outcome of these cases is not expected to materially effect the financial position of the Group, neither individually nor in the aggregate.

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Use your QR scanner or download
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A young boy with blonde hair is climbing a black rope net on a wooden playground structure. He is wearing a grey t-shirt, a blue and white striped cardigan, blue jeans, and green sneakers. He is looking up and to the right. The background shows other wooden play equipment and a blue sky with white clouds. A woman with blonde hair is visible in the bottom right corner, looking towards the boy.

KOMPAN®
Let's play

**ANNUAL REVIEW
2017**

OUR PURPOSE

Much more than fun

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Play is instinctively human. When we are children, play is how we have fun, learn, socialise, and are physically active. As we get older, it's really the same - play is key to a long and happy life. Through our inventions, we have set new global standards for ways to play, seeking to create the world's best playground and sport & fitness solutions.

We do this because we have a passion to create healthier and happier communities by inspiring people across the world to play more. We do it the KOMPAN way, where product development is based on thorough research, extensive user involvement, and close collaboration with experts through the KOMPAN Play Institute and KOMPAN Sport & Fitness Institute. We then tailor the right solutions to the specific user and customer requirements. This creates products that motivate people of all ages and abilities

to play more, be more physically active, and learn and socialise more - while always having fun.

We never compromise on safety and our choice of the highest quality materials creates extremely durable solutions that stand the test of time and weather. We are also conscious that our designs should be beautiful - both in their own right and as a contribution to their architectural and natural surroundings.

Today, digital technologies change the way we live our lives. This includes why, how, and where we play and are physically active as individuals, families, and communities. We take responsibility for driving this change, as we have historically - to continuously lead the industry and reinvent play for everyone's benefit.

Let's play!



DISCLAIMER

For the sake of clarity and user friendliness, KOMPAN has published this Annual Review with highlights from the calendar year 2017.

The annual report for KOMPAN Holding A/S for the financial year 2017, pursuant to section 149 of the Danish Financial Statements Act, is available at The Danish Business Authority.

2017 HIGHLIGHTS

In 2017, KOMPAN continued the multi-year strategy of substantial investments in product innovation and in expanding our sales and distribution network, that started in 2015. The Group delivered a record level of revenue and grew by 11 percent. Earnings are still impacted by the substantial expansion, and KOMPAN expects to continue the investments and growth in 2018.

OPERATIONAL HIGHLIGHTS

- ✦ KOMPAN introduced Cube Towers pushing forward with design innovation and provoking unbeatable imaginative play. Climbing is traditionally a favorite activity amongst children, and this new design honours that.
- ✦ KOMPAN presented new pirate ships and castles built on a rock solid structure, maintenance free and made from recycled and recyclable materials. KOMPAN castles and ships are equipped with a host of adventurous activities, that can accommodate every site and age range and provide countless hours of fairy tales and adventures.
- ✦ KOMPAN Sport & Fitness added the Obstacle Course, that takes us back to our roots with natural movement for increased health and happiness. Launching our Obstacle Course confirms our vision of getting an inactive world moving.
- ✦ KOMPAN continues to expand our portfolio of Organic Robinia hard wood equipment with the uniqueness of our classic and modern playgrounds.
- ✦ KOMPAN successfully consolidated the production in Sweden into the main production facility in the Czech Republic.

FINANCIAL HIGHLIGHTS

- ✦ Revenue grew by 11.0% to a new record of DKK 1,670m.
- ✦ EBITDA excluding items affecting comparability increased from DKK 161m to DKK 178m. Earnings were still impacted by investments in product development and investments in our sales and distribution network, as expected.
- ✦ Cash flow from operations grew and increased from DKK 126m to DKK 158m. The increase in cash flow was driven by higher earnings and net working capital improvements.

2018 OUTLOOK

- ✦ KOMPAN will continue the multi-year strategy of increased investments in product innovation and investments in our sales and distribution network. KOMPAN expects topline growth to continue in 2018 and earnings to increase, although still impacted by the high level of investments.

KEY FIGURES AND FINANCIAL RATIOS FOR THE GROUP

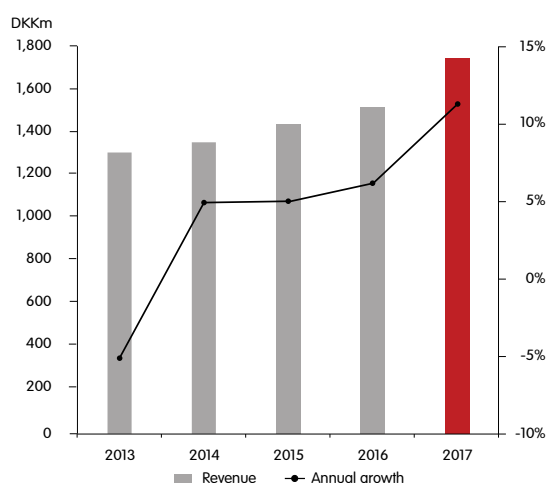
DKK million	2013	2014	2015	2016	2017
Income statement					
Revenue	1,293.1	1,354.4	1,418.6	1,504.4	1,670.2
EBITDA¹⁾	185.0	209.6	148.1	160.8	177.5
Normalised profit for the year²⁾	113.2	104.5	56.9	67.4	81.5
Restructuring costs etc. ³⁾	-9.2	-17.9	-13.9	-7.0	-38.6
Profit for the year	87.8	82.0	33.0	57.9	24.3
Balance sheet items					
Total assets	1,381.3	1,885.7	1,939.2	1,949.8	1,904.0
Equity	735.7	454.5	515.3	636.9	630.9
Financial ratios					
EBITDA ¹⁾ margin	14.3%	15.5%	10.4%	10.7%	10.6%
Normalised return on equity	16.1%	17.6%	11.7%	11.7%	12.9%
Average number of employees	748	780	892	1,026	1,140

1) EBITDA is presented before restructuring costs, etc. and other operating income.

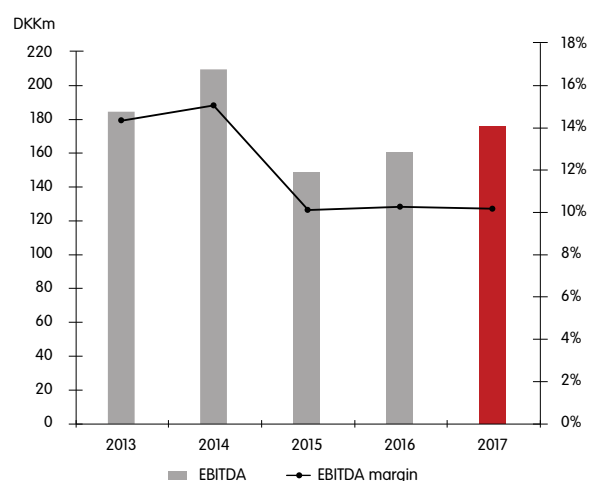
2) Calculated as normalised profit for the year adjusted for foreign currency adjustments, amortisation of acquired intangible assets, restructuring costs, etc., and other operating income.

3) Restructuring costs etc. relates to items which by their nature are not considered part of ordinary activities, such as costs associated with relocation of production units, restructuring of businesses, transaction costs associated with acquisitions of businesses etc.

Revenue and Annual Growth



EBITDA¹⁾ and Margin



ROBINIA SHIPS AND CASTLES

The organic Robinia ships make a fleet of unbeatable imaginative play motivators. From the yoal to the huge schooner, these ships were crafted for play sailors with an imagination to take them anywhere.



KOMPAN reinvents nature play with market leading play capacity.

KOMPAN has focused on getting play back to nature with the launch of Organic Robinia hard wood equipment. In doing so, we have brought the uniqueness of our classic and modern playgrounds into these designs.

The KOMPAN Organic Robinia designs thus provide market leading Stay and Develop factors, where users improve their language skills and logical thinking. Our challenging track ride, for instance, develops muscle strength and collaborative interpersonal skills with lots of fun. In addition, our Organic Robinia design has built-in unique sensory play - take the desk and crane, for example.

Our design sets new standards for the use of Robinia, as it is modular, providing endless ways of combining towers, slides and swings, to mention just a few options. This gives us a cost-effective way of tailoring solutions to our customers.

The environmentally friendly Robinia wood has a high content of naturally occurring preservatives. That is why it does not need to be treated with chemicals for rot, while having an extreme resistance to splintering, humidity damage, and water penetration.



PLAY INSTITUTE INSIGHT

The organic Robinia castle concept is designed for children from 4 all the way up to 15 years with age appropriate play across all ages.



PHYSICAL

Joy of movement: motor skills, muscle, cardio, and bone density



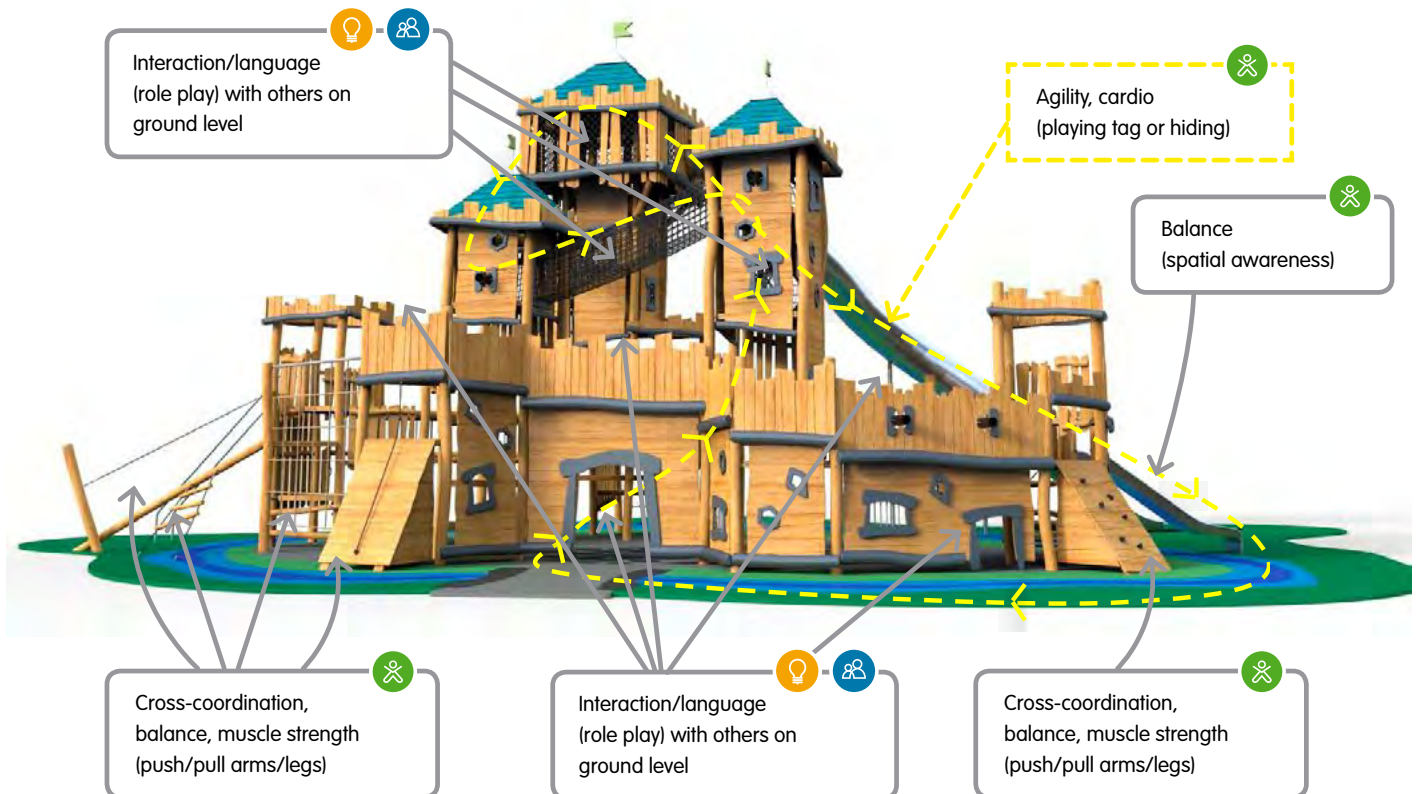
COGNITIVE

Joy of learning: curiosity, understanding of causal relationships, and knowledge of the world



SOCIAL/EMOTIONAL

Joy of being together: teamwork, tolerance, and sense of belonging



MOMENTS™ MINI

At KOMPAN, the process of designing new playground equipment is a long journey characterised by innovation, research and testing. The Mini assortment is an example of our market leading innovation and design. A perfect solution for developing toddler and preschool children.



In addition to age-appropriate size and scaling, the Mini portfolio also features a number of new play-based learning panels. The panels support a number of skills and competences such as fine and gross motor skills, cross-coordination, abstract thinking and emotional development.



MOMENTS™ COMBINATION SYSTEM

Our newly designed combination system offers a large variety of play activities and material option to fulfil individual requirements in any playground setting, which we specifically configure together with each customer.



Classic red/blue/yellow



Nature green & grey



Urban lime green & grey



Stainless steel slide



Plastic slides (PE)



Pine wood posts



Steel posts, powder coated
(Mega Deck - Steel posts only)



Surface & in-ground
steel anchoring



NEW PIRATE SHIPS AND CASTLES

Daredevils and pirates take notice!

"If ye playground be in dire need of an overhaul and barnacles have settled on your springers, look no further than these amazing new ships from KOMPAN." Built on a rock solid structure equipped with a host of adventurous activities both topside and below deck, you will find all you need for children to create their own high seas adventures right here.

Below deck and accessible to the generally younger audience, you will find numerous activities built around the Stay and Develop factors, that allow children to pass time while confined to the brig – or searching for treasure below the surface of the sea or in the cargo hold.

Above deck, your little brigands can swing from the deck with all the rush and excitement provided by our track-ride or have them scale the ropes to take our exhilarating more than 6 meter long steel slide.

With all the stuff to explore and try, the stories can go far and wide across the seven seas! Expect your little pirates to try all their parlaying skills when negotiating, to stay for just a few more minutes. And who knows, even all you landlubber grown-ups could end up being carried away by the high tide of seafaring adventure and fun. There is no reason for

you not to get into the action.

Built from recycled and recyclable materials, that are durable and maintenance free, expect your seafaring adventures to be safe and reliable – and for the ships to look great for years to come.



Ready the turrets! Man the ramparts!

"A KOMPAN castle is no cause for distress – be you damsel or otherwise!" Get ready for action and adventures fit for Queens and Kings! Packed with fun on all levels, stories, nooks and crannies! Explore the dungeons, prison cells, and caves below – or swing from the ramparts to defend your castle from the dragon.

Climb the giant spider web in the cavern below the massive keep, or sign up for guard duty as you patrol the ramparts keeping an eye out for Robin Hood and his band of merry-men. In the cellars you will find loads of activities built around our Stay and Develop concept – redesigned and configured to support all sorts of role playing action and fun.

From the ramparts you can swoop across the moat using anything from a slide to our super fun track ride. And just as important, we have a whole complement of nets and climbing activities ready for you to scale the castle walls as you sneak into the castle to meet the wizard and steal away his formula for gold!

From the smallest gatehouse to the largest keep, KOMPAN castles can accommodate every site and age range and provide countless hours of fairy tales and adventures – all while you can rest assured, that the maintenance free products, made from recycled and recyclable materials, keeps your KOMPAN castle safe, reliable, and as good as new for years to come.



INNOVATIVE DYNAMIC CAROUSELS

KOMPAN carousels add innovation to the joy of spinning.



The universal design of KOMPAN carousels attracts even teenage users and provides inclusive play opportunities for children with disabilities. Apart from being great fun, the spinners help children practice and improve their sense of balance while building their muscle strength and bone density. It's great exercise, and supports children in navigating the world securely with improved physical literacy and resilience. KOMPAN Play Institute interviews with older children state, that spinning until they get dizzy is one of their favorite play activities.



TIPI CAROUSEL

- Inclusive spinning for all users and play positions: standing, sitting, and lying
- Benefits social play, allowing room for many, of all ages and abilities
- Benefits physical literacy and health training motor skills, muscles, cardio, and bone density
- Life lasting quality: lifetime sealed bearing construction



TWIN RING SKY CAROUSEL

- Invites a wide user range, with two gripping heights and step support
- Designed to benefit upper body muscle strength, motor skills, cardio, and bone density
- Benefits social play, allowing room for many
- Life lasting quality: lifetime sealed bearing construction



NEW SAFER PORTAL SWINGS

Unlimited flexibility and modularity.

Thrill is a main motivator of physical play, and swings are truly thrilling. Learning to swing takes practice, but once learned, brings children hours of joy. Additionally, it will train the vestibular system for coordination and sense of balance. These fundamental motor skills are crucial for children to develop in order to move around and manage the world around them.

Portal swings are a modern update on a traditional favourite, constructed from galvanised steel. The swings are available in three heights: 2.0m for preschool, 2.5m and 3.0m for school age playgrounds. This highly modular system makes it possible to offer multi-bay swings with as many additional bays as you wish. Each section can be equipped with standard, toddler, cradle, or bird's nest seats. Anti-wrap suspensions are available for both standard and cradle seats.

NEW BIRDS NEST ROPE SEATS

- Improved seat comfort with new rope connectors
- Reinforced seat and swing ropes
- Red, black, or sand coloured cords in seat



NEW BIRDS NEST SHELL SEATS

- Safe, weight reduced seat
- Second to none user comfort
- Integrated handles and drain openings
- Grey, green, dark blue, or lime green colour options



COROCORD CUBE TOWERS

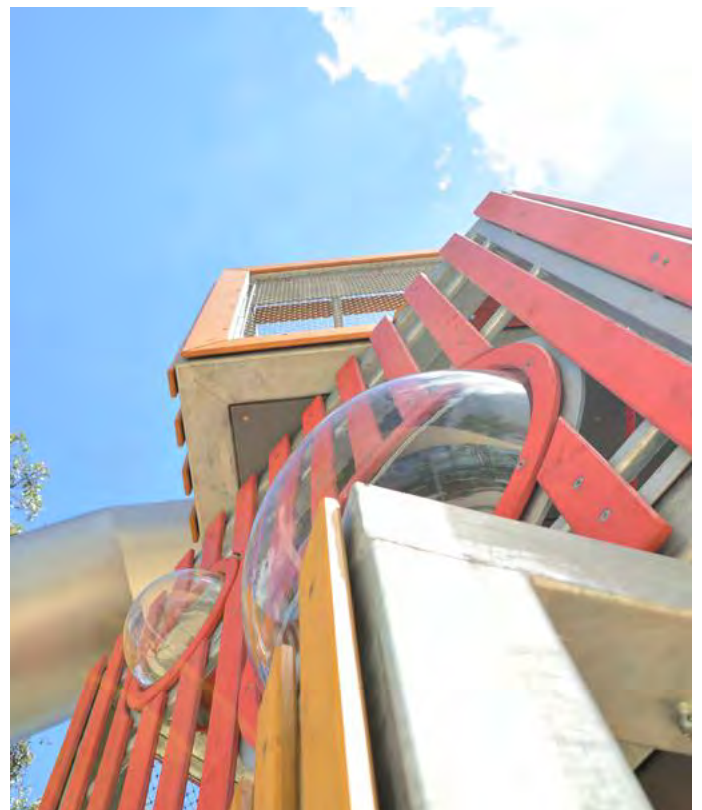


The Corocord Cube Tower stands 6.9m high. The three cubes design features each level rotated around a central axis to create protruding play corners and various view sheds. Climbing is traditionally a favorite activity for children and this design honors that, whilst continuing to push forward with design innovation, provoking unbeatable imaginative play.

Within each of the three cubes, an exciting invitation to climb, explore and socialize awaits all. The ultimate goal being to reach the top.

The Cube Tower design truly makes for one exhilarating viewing platform over the community, allowing the children to generate a sense of ownership and belonging. Corocord designs for the teens and grown-ups too - this means you! You are never too old to play, climb up, and help your child spot their landmarks.

Other features include two slide options from different heights, giving children a chance to grow their confidence over time, double swings, and shade protection.



COROCORD CUBES IN AUSTRALIA

We taylormake our cube structures together with our customers. The Australians have led the way in creativity.



OBSTACLE COURSES

We used to run, walk, jump, crawl and climb as a natural activity. In the past it was incorporated in everyday activities, but modern life has changed and much of our time is now spent in front of a screen and makes us static. Obstacle courses take us back to our roots with natural movement for increased health and happiness.



The new modern obstacle course is designed to have fun for people of all ages and abilities. It challenges and develops both mental and physical strength. Scalable difficulty levels make it work for young and old, strong and unfit. One course, one objective, many routes to get there.



The fun element is the motivation, that gets people starting over and over again. Apart from pure sport, playful exercise is rare, but obstacle courses create that element.

Do it together, do it with your children and teach them, that an active lifestyle is a fun lifestyle. In fact, once you introduce them to the courses, the bonus will be for you to keep up!



EASY ACCESS

High structures for upper body exercises are easily accessible for users of all heights. Access pods make it easy to get up and reach the exercise structure.



DYNAMIC EXERCISE WITH MULTIPLE DIFFICULTY LEVELS

Obstacles are designed for people of all ages and abilities. Each obstacle has both an easy and hard exercise, so anyone can be challenged.



DURABLE STEEL DESIGN GUARANTEED

The galvanised and powder coated steel construction requires no maintenance and we provide KOMPAN lifetime warranty. The solid structure has made it possible to create new dynamic and challenging obstacles and still maintain a high level of safety.

NEW MULTISPORT

In 2018, KOMPAN introduces a flexible system with high play value for fun sport.

The dream starts in the local park. Practice makes perfect, and maybe someone from your community becomes the next famous ball player.

Ball sports have fascinated many people throughout time, and it still does. Some people follow a sport, and many are also active themselves. With the right area and surrounding, people can have fun and imagine playing at Wembley or Madison Square Garden.

Based on the latest sports development and safety standards, KOMPAN Multisport is designed to make dedicated room for popular sports such as football, basketball, hockey, volleyball, tennis, badminton, and handball, even when very little space is available.

CONFIGURE YOUR CUSTOM DESIGN

Stand out or blend in with your unique multisport design. The design is based on a flexible system, that fits into any environment and purpose.

The system is supported by a configurator, that quickly configures size, style, play value, choice of materials, and accessibility. In summary, design your own dream stadium.



CROSS SYSTEM
StuyTown, NYC

KOMPAN
Let's play



ENVIRONMENTAL, SOCIAL, AND GOVERNANCE

In 2017, KOMPAN continued implementation of our business ethics policy, including the anti-bribery policy in connection with our global expansion. Furthermore, KOMPAN maintained and strengthened our industry leading environmental profile.

SOCIAL RESPONSIBILITY

KOMPAN's core business is based on a key principle in the UN's Convention on the Rights of the Child: children have the right to play. Corporate social responsibility has been an integral part of KOMPAN's business since inception, and the Group has always addressed the needs of children based on a strong belief that responsibility and profitability can go hand in hand.

As part of daily business, KOMPAN strives to always comply with relevant legislation and the UN Global Compact principles. As part of the efforts to adhere to the principles of the UN Global Compact, KOMPAN has introduced anti-corruption measures, clearly emphasising, that the Group does not accept any kind of undue payment in any business transaction. In 2017, KOMPAN continued the implementation of our business ethics policy including the anti-bribery policy, which covers bribery, facilitation payments, gifts and entertainment, as well as political and charity contributions for the growing KOMPAN Group.



ENVIRONMENTAL FOCUS

As a manufacturer of outdoor playground and sport & fitness solutions, KOMPAN has an integrated approach to environmental considerations. KOMPAN maintained and strengthened the environmental profile by continuing the efforts to produce sustainable products with a long lifespan and low maintenance requirements, minimise resource waste and reduce environmental hazards. The majority of production is based on recycled raw materials, and KOMPAN's production materials include FSC™ certified wood, and recyclable aluminium and steel. In the years to come, KOMPAN will focus even more on how we can minimise the waste of resources and reduce environmental hazards.



ECOCORE™

- Core produced from 100% recycled material
- Recyclable after use
- Supported by our lifetime warranty

The Group's respective production facilities are certified and controlled to ensure the highest standards in terms of quality, environment, and working environment, as well as compliance with requirements concerning active substances in accessible components. To supplement KOMPAN's own control systems, third-party testing is carried out.

For further information about KOMPAN's CSR activities, please see the 2017 Global Compact communications on progress report available at:
<https://www.kompan.com/corporate-responsibility>

OWNERSHIP

Since June 2014, KOMPAN has been owned by a group of dedicated long-term investors. Together with the Dyvig family, Christian Dyvig, chairman of the board, owns 60% of the shares, and KIRK KAPITAL A/S owns 25%, while the remaining 15% of the shares are owned by the Executive Board and 58 other executives in KOMPAN.

The ownership is united by a clearly defined vision to sustain KOMPAN's growth by expanding the boundaries of intelligent play, fitness and learning, by continuously developing and launching new engaging, fun, and unique solutions. KOMPAN's owners are dedicated to being the world's leading social infrastructure company, making society better through commercial play and fitness.

BOARD AND MANAGEMENT

The Board of Directors consists of representatives of the two largest shareholders: Christian Dyvig, Mia Dyvig and Casper Kirk Johansen as well as two employee representatives: Jeanette Fich Jespersen and Otto Mertz.

The Executive Board consists of Chief Executive Officer Connie Astrup-Larsen, Chief Supply Chain Officer Jesper Egelykke Jensen, and Chief Financial Officer Peter Elkjær-Larsen.

CHAIRMAN:



Christian Dyvig

INVESTORS

SHAREHOLDING

Christian Dyvig and family	60%
KIRK KAPITAL A/S	25%
Executive Board and other executives in KOMPAN (61 shareholders)	15%

At 31 December 2017

EXECUTIVE BOARD:



Connie Astrup-Larsen
CEO
Appointed 2008



Peter Elkjær-Larsen
CFO
Employed 2014



Jesper Egelykke Jensen
CSCO
Employed 1998

MOMENTS MINI
Brno, Czech Republic



INCOME STATEMENT



1 January to 31 December 2017

DKK million

INCOME STATEMENT	Note	2017	2016
Revenue		1,670.2	1,504.4
Production costs, development costs and distribution cost	1	-1,439.8	-1,283.5
Administrative expenses	1	-52.9	-60.1
EBITDA		177.5	160.8
Depreciation of fixed assets	2	-34.3	-23.3
Amortisation of acquired trademarks	2	-20.3	-20.9
Restructuring costs, etc.	1, 3	-38.6	-7.0
Operating profit		84.3	109.6
Financial income		13.1	17.5
Financial expenses		-60.4	-47.3
Profit before tax		37.0	79.8
Tax on profit for the year	4	-12.7	-21.9
Profit for the year		24.3	57.9

BALANCE SHEET

At 31 December 2017

DKK million

ASSETS	Note	2017	2016
Non-current assets			
Intangible assets			
Goodwill		1,101.3	1,128.8
Design and concepts		48.7	71.3
Acquired trademarks		72.1	74.0
Licences, right of utilisation and IT software		28.7	21.9
Development projects		52.8	44.6
Total intangible assets		1,303.6	1,340.6
Property, plant and equipment			
Land and buildings		77.4	65.4
Plant and machinery		43.7	36.9
Total property, plant and equipment		121.1	102.3
Other non-current assets			
Deferred tax, asset		6.7	6.9
Other receivables		0.7	1.3
Total other non-current assets		7.4	8.2
Total non-current assets		1,432.1	1451.1
Current assets			
Inventories		112.4	91.2
Trade receivables		293.7	306.4
Receivable associated company		0.0	5.2
Other receivables and prepayments		31.4	60.8
Cash at bank and in hand		34.4	35.1
Total current assets		471.9	498.7
TOTAL ASSETS		1,904.0	1,949.8

BALANCE SHEET



At 31 December 2017

DKK million

EQUITY AND LIABILITIES	Note	2017	2016
Equity			
Share capital		51.8	51.8
Translation reserve		0.0	12.9
Retained earnings		579.1	572.2
Total equity		630.9	636.9
Liabilities			
Non-current liabilities			
Pensions and similar obligations		2.6	2.2
Deferred tax, net	4	57.8	75.5
Provisions		14.4	13.9
Bank loans		702.6	758.3
Other payables		62.7	62.6
Total non-current liabilities		840.1	912.5
Current liabilities			
Provisions		7.6	3.8
Bank loans and overdrafts		100.4	104.0
Prepayments from customers		51.1	31.2
Trade payables		180.6	171.6
Corporation tax		6.6	3.3
Other payables		86.7	86.5
Total current liabilities		433.0	400.4
Total liabilities		1,273.1	1,306.0
TOTAL EQUITY AND LIABILITIES		1,904.0	1,949.8

CASH FLOW STATEMENT

1 January to 31 December 2017

DKK million

	Note	2017	2016
Operating profit		84.3	109.6
Adjustment of non-cash operating items, etc.:			
Depreciation, amortisation and impairment losses		54.7	44.2
Other non-cash operating items, net		0.0	0.0
Changes in provisions		4.7	0.9
Changes in working capital		35.7	-20.0
Cash flows from operating activities before tax		179.4	134.7
Corporation tax paid		-21.7	-8.8
Cash flows from operating activities		157.7	125.9
Acquisition of intangible assets		-27.3	-25.9
Acquisition of property, plant and equipment		-22.5	-22.4
Acquisition of subsidiaries and activities		-8.2	-7.4
Disposal of property, plant and equipment		3.1	1.0
Repayment of other non-current assets		0.6	1.9
Cash flows from investing activities		-54.3	-52.8
External financing:			
Changes in bank loans and overdrafts (short term)		-59.1	-21.9
Changes in non-current liabilities		0.0	-133.4
Net interest paid, etc		-43.3	-43.3
Shareholders:			
Loan to Parent company		-1.7	0.0
Capital increase / decrease, net		0.0	80.0
Cash flows from financing activities		-104.1	-118.6
Cash flows for the year		-0.7	-45.5
Cash and cash equivalents at 1 January		35.1	80.6
Foreign exch. adjustments of cash and cash equival		0.0	0.0
Cash and cash equivalents at 31 December		34.4	35.1

The cash flow statement cannot be derived solely on the basis of the published accounting records.

SUMMARY OF NOTES TO THE FINANCIAL STATEMENTS

NOTE

- 1 Staff costs
- 2 Depreciation, amortisation and impairment losses
- 3 Restructuring costs, etc.
- 4 Tax on profit for the year & deferred tax
- 5 Contingent liabilities, guarantees and other financial liabilities

	2017	2016
1. STAFF COSTS		
Wages and salaries	416.9	370.2
Defined contribution plans	18.6	15.8
Defined benefit plans	0.4	0.3
Other social security costs	63.0	56.8
Transferred to development projects	-6.9	-6.8
	492.0	436.3
Average number of employees	1,134	1,026
2. DEPRECIATION, AMORTISATION AND IMPAIRMENT LOSSES		
Intangible assets	32.6	31.4
Property, plant and equipment	16.2	13.5
Gain/loss on the disposal of non-current assets	5.8	-0.7
	54.6	44.2
Recognised in the income statement as follows:		
Depreciation of fixed assets	34.3	23.3
Amortisation of acquired trademarks	20.3	20.9
	54.6	44.2
RESTRUCTURING COSTS, ETC.		
3. Relocation of production, restructuring of business and severance pay to released employees in connection herewith		
Closing / transitions / rebuilding of sales, production units and HQ real estate	9.7	6.7
Ex gratia payment for a third party supplier	28.4	-
Reversed write-downs during the year	10.1	-
Transaction costs relating from business combinations	-10.0	-
	0.4	0.3
	38.6	7.0

4. TAX ON PROFIT FOR THE YEAR & DEFERRED TAX

TAX ON PROFIT FOR THE YEAR

Specified as follows:

	2017	2016
Tax on profit for the year	28.6	8.9
Adjustment of deferred tax	-17.6	11.8
Effect of change in tax rate	0.1	0.0
Adjustment of current tax in respect of previous years	1.6	1.2
	12.7	21.9
Effective tax rate before non-taxable transaction costs	33.8%	27.4%
Effective tax rate	33.8%	27.6%

DEFERRED TAX

Deferred tax at 1 January	68.6	57.4
Deferred tax in connection with purchase price allocation	0.0	0.0
Foreign exchange adjustment	0.2	-0.5
Adjustments for the year, profit & loss and equity	-17.6	11.7
Effect of change in tax rate	-0.1	0.0
Deferred tax at 31 December	51.1	68.6

Deferred tax is specified in main items as follows:

Intangible assets	42.8	48.4
Property, plant and equipment	-2.4	5.9
Receivables	1.2	-0.9
Inventories	-1.1	-1.4
Provisions	0.9	1.5
Other liabilities	0.8	0.7
Foreign tax credit	19.0	20.0
Tax losses	-10.1	-5.6
	51.1	68.6

Deferred tax assets not recognised in the statement of financial position:

Tax value, tax losses	24.8	41.6
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The value is not recognised in the statement of financial position, as the utilisation thereof is subject to a significant degree of uncertainty. There are no deferred tax liabilities that have not been recognised in the financial statements.

5. CONTINGENT LIABILITIES, GUARANTEES AND OTHER FINANCIAL LIABILITIES

DKK 18.3 million has been provided as collateral secured upon land and buildings with a carrying amount of DKK 57.7 million and DKK 7.4 million in receivables and other assets with a carrying amount of DKK 7.4 million.

In addition, third-party guarantees have been provided by the Group's companies in the amount of DKK 6.8 million.

KOMPAN Holding A/S and its subsidiaries are parties to a few pending lawsuits. The outcome of these cases is not expected to materially effect the financial position of the Group, neither individually nor in the aggregate.

ADDRESSES

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KOMPAN CHINA

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**Visit KOMPAN's website for
more financial information**

Use your QR scanner or download
a free application to your mobile:

<http://reader.kaywa.com>



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CVR. no. 35 66 39 08

Cooperative Marketing: Describe ways in which this business can collaborate with AEPA Member Agencies in marketing the bid. Submit a marketing plan, titled Exhibit B – Marketing Plan, that would entail at a minimum, the following with their response: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain in full color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct or, indirect marketing activities promoting the AEPA awarded contract, and how the contract award will be displayed/linked on the Bidder's website.

Click or tap here to enter text.

When this framework agreement is completed, Kompan will announce the partnership via our website and social media channels, as well as purchase advertising in 1-2 emails in 2019 and participate in the Product Expo. We will also create collateral that our sales reps can co-brand with the AEPA logo for in person conversations.

Kompan Website: <https://www.kompan.us/play>

WARRANTY 2019

KOMPAN's rigorous testing standards ensure long-lasting and durable components and materials, enabling us to provide an excellent warranty package.

Lifetime* Warranty

- Galvanized structural parts:
 - Steel poles
 - Cross beams
 - Floor frames
 - Top brackets
- Stainless steel hardware
- EcoCore™ and other HDPE panels

10 Year Warranty

- HPL floors and panels
- Galvanized and aluminum metal parts with painted top layer
- Other galvanized metal parts
- Other stainless steel parts
- Corocord rope
- "S" clamps of stainless steel
- Solid plastic parts
- Engineered timber and Robinia wood

5 Year Warranty

- Resin coated plywood plates
- Other painted metal parts
- Springs and ball bearing assemblies
- Other rope and net constructions
- Concrete elements

2 Year Warranty

- Movable plastic and metal parts
- EPDM rubber membranes material
- Electronic components



1. Warranty coverage

This warranty applies to KOMPAN's products for the time periods described for each product type above and with the limitations described in this warranty. The warranty period applies from the date of purchase by the first customer. This warranty covers only defects in materials. KOMPAN's liability under this warranty is limited to repair or replacement of defective products, without charge, at KOMPAN's discretion. Defective electronic components will be delivered and changed by a KOMPAN ICON Professional installer free of charge

2. Limited warranty coverage of labor

In cases where KOMPAN invoices for installation, the labor warranty with respect to failure due to installation defects is limited to 1 year commencing on the date of completed installation.

3. Warranty applies only if products have been properly installed and maintained

The warranty only applies if KOMPAN's products have been installed according to the instructions provided by KOMPAN, and maintained correctly according to the KOMPAN Maintenance Manual. The warranty for ICON electrical components is dependent on those products being installed by an ICON trained and approved installer.

4. No coverage for accidents, wear, tear, cosmetic issues, misuse or vandalism

This warranty does not cover any damage caused by accident, improper care, negligence, and normal wear and tear, surface corrosion on metal parts, discolored surfaces and other cosmetic issues or failures due to misuse or vandalism. Natural changes in wood over time are considered cosmetic issues and are not covered.

5. Products installed near water

Products installed in direct contact with chlorinated water or saltwater (Waterparks), or products installed with occasional contact with such water or installed so close to the shore that they are subjected to salt spray are not covered by the KOMPAN warranty for any defects caused by corrosion.

Products installed in coastal areas, within 200 meters of the shore, will only be covered by the warranty for half the period of the standard product warranty in relation to defects caused by corrosion. KOMPAN's lifetime warranty if applicable is limited to a 10 year warranty in relation to such products.

** KOMPAN's LIFETIME warranty is in effect for the lifetime of the product until the product is uninstalled and/or taken out of use.*

In addition, KOMPAN's general terms & delivery conditions apply and supplement this warranty.

Business Name	Contact Name	Business Address	Description	Availability by State
Alabama				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
HA Holder (Hugo Holder)	Hugo Holder	605 Meuse Way. Alpharetta, GA 30022	INSTALLER	GA, AL (Sometimes FL)
Alaska				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Arizona				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Evans Recreation	Doug Evans	P.O. Box 42607, Las Vegas, Nevada 89116	INSTALLER	WY,UT,NV,NM,MT,ID,CO,AZ
Arkansas				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
CLS Outdoor Services	Chris Loudenbeck	P.O. Box 790, Atoka, TN 38004	INSTALLER	TN,AR,MS
California				
NORTHERN CA				
Community Playgrounds	Clayton Cowperthwait & Curt Wear	200 Commercial, Vallejo, California 94589	INSTALLER	CA,OR,NV
Playgrounds Unlimited	Lionel Lopez, Rich Mcdermott & Mike Altieri	980 Memorex Dr, Santa Clara, California 95050	INSTALLER	CA
Who Built Creative dba Creative Builders	Jana Gebhardt Fenk & David Gay	P.O. Box 5207, Petaluma, California 94955	INSTALLER	CA
Recreation Service (EQ, Installs Only)	Craig Creekmore	1310 Sierra Oaks Lane, Colfax, California 95713	INSTALLER	CA
SOUTHERN CA				
Community Playgrounds	Clayton Cowperthwait & Curt Wear	200 Commercial, Vallejo, California 94589	INSTALLER	CA,OR,NV
Jayne's Brothers	Janice Christensen & Chase	704 Cayo Grande Court, Newbury Park, California 91320	INSTALLER	CA
Perpetual Parks and Playgrounds	Steve Stann	43407 Tylman Street, Temecula, California 95292	INSTALLER	CA
Zasueta Contracting Inc.	Andrew Zasueta	PO Box 866, Spring Valley, California 91976	INSTALLER	CA
NOT USED IN AWHILE BUT NOT ON HOLD EITHER				
Nor Cal Play Structures	Alan Espinoza	Office in San Jose, CA 95110	INSTALLER	CA
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE but Hasn't done CA in AWHILE
Colorado				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Evans Recreation	Doug Evans	P.O. Box 42607, Las Vegas, Nevada 89116	INSTALLER	WY,UT,NV,NM,MT,ID,CO,AZ
Playco Park Builders Inc.	Paul Gibson	155 South Garrison Street, Lakewood, Colorado 94954	INSTALLER	CO
Playgrounds of the Rockies	Brice Brantley	3295 South Fairplay St, Aurora, Colorado 80014	INSTALLER	CO,NE,UT,WY
Progressive Playgrounds	Martin Hickman	12784 N. 3rd Street, Parker, Colorado 80134	INSTALLER	CO
Connecticut				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
NorthEast Playgrounds LLC	Timothy Hickey	66 Arnold Street, Wrentham, Massachusetts 02093	INSTALLER	MA,NH,VT,ME,CT,RI,NY
Green Acres Landscape & Construction Co. Inc.	Chuck Trombly	21 Malbone Street, Lakeville, Massachusetts 02347	INSTALLER	MA,RI,CT,NH,VT,ME
Level Ground	Jerry (Thomas) Sheridan	6251 80th Street, Middle Village, New York 11379	INSTALLER	NY,NJ,MA,CT
P&J Lawn Landscaping Inc.	Taylor Ness	P.O. Box 104, Harwington, Connecticut 06791	INSTALLER	CT & MA mainly (some areas of NY,NJ&RI)
P&P Installations NO SITE WORK	Pat Votra	617 Tim Hill Rd (P.O Box 222), Marathon, New York 13803	INSTALLER	CT,MA,NY,RI
Gassner Contracting	Joseph B. Gassner	122 Markle Road, Belle Vernon, Pennsylvania 15012	INSTALLER	PA,covers NY,NJ&CT pending on budget
Dynamic Interiors	"Alex" Aleksander Maslach	127 West Passaic Ave, Rutherford, NJ 07070	INSTALLER	Sometimes CT; Mainly NJ & NY, goes to FL in Winter Only
Delaware				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Custom Park Services	William "Billy" Armstrong	8019 E. Old Jessup Road, Jessup, Maryland 20794	INSTALLER	MD,DC,DE&Considers Richmond,VA (RARELY Accepts To Quote)
Playtime Installs LLC	Shawn Geissler	501 Maplewood Ave., Mohnton, Pennsylvania 19540	INSTALLER	PA,MD,DE
Buzz Burger Inc.	Matt Dotson	500 S Whitehorse Rd, Phoenixville, Pennsylvania 19428	INSTALLER	PA, DE, RI
Florida				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
The Playground Guys Inc.	Randy Jones	5600 SE Lamay Drive, Stuart, Florida 34997	INSTALLER	FL,TX
HA Holder (Hugo Holder)	Hugo Holder	605 Meuse Way. Alpharetta, GA 30022	INSTALLER	GA, AL (Sometimes FL)
Dynamic Interiors	"Alex" Aleksander Maslach	127 West Passaic Ave, Rutherford, NJ 07070	INSTALLER	Goes to FL in Winter Only ; Mainly NJ & NY, <i>Sometimes CT</i>
Georgia				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
HA Holder (Hugo Holder)	Hugo Holder	605 Meuse Way. Alpharetta, GA 30022	INSTALLER	GA, AL (Sometimes FL)
Integrated Land Design NO EWF INSTALLS	Patrick Hand & Marty King	28 Third Avenue NE, Atlanta, GA 30317	INSTALLER	GA (Mainly Near Atlanta)
MHD Construction	Scott Moore	3630 Valley Hill Rd Northwest, Kennesaw, GA 30152	INSTALLER	GA,LA,TX,SC,NC
Hawaii				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Goto Construction Inc.	Rona Nakao	42-273 Old Kalaniana'ole Hwy, Kailua, Hawaii 96734	INSTALLER	HI
Takamine Construction	Craig Takamine	851 Leilani Street, Hilo, Hawaii 96720	INSTALLER	HI
Idaho				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Cascade Mini Excavating Inc.	Josh Haynie and Shelly Hayne	1266 Bay Loop Southwest, Tumwater, Washington 98512	INSTALLER	ID, OR, WA
Evans Recreation	Doug Evans	P.O. Box 42607, Las Vegas, Nevada 89116	INSTALLER	WY,UT,NV,NM,MT,ID,CO,AZ
R&R Construction Inc.	Mike Rogers	P.O. Box 8236, Bonney Lake, Washington 98390	INSTALLER	WA,ID
Illinois				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Recreation Contractor LLC	Bernard McGuan	587 Devonshire Ln. Wheaton, IL 60189	INSTALLER	IL
Michigan Recreational Construction Inc. (MRC)	Craig Sheffer	P.O. Box 2127, Brighton, Michigan 48116	INSTALLER	MI,IL,IN,OH
Pro Installation Plus	Ron Ewald, CPSI	60-B W. Terra Cotta Ave. #185. Crystal Lake, IL 60014	INSTALLER	IA,IL,IN,KY,WI
G&C Contracting	Geoff Krohn	16801 S. Mill Creek Rd. Noblesville, IN 46062	INSTALLER	IL & IN
Indiana				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Michigan Recreational Construction Inc. (MRC)	Craig Sheffer	P.O. Box 2127, Brighton, Michigan 48116	INSTALLER	MI,IL,IN,OH
Pro Installation Plus	Ron Ewald, CPSI	60-B W. Terra Cotta Ave. #185. Crystal Lake, IL 60014	INSTALLER	IA,IL,IN,KY,WI
Iowa				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Pro Installation Plus	Ron Ewald	60-B W. Terra Cotta Ave. #185. Crystal Lake, IL 60014	INSTALLER	IA,IL,IN,KY,WI
Kansas				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Versasport	Lee Engler & Lance Pierce	2705 N. Pepper Ridge, Wichita, Kansas 67205	INSTALLER	KS (Sometimes Bordering States)
PG Playgrounds	Eric Baggs	5615 E. Huffman Drive , Kechi, Kansas 67067	INSTALLER	KS,MO,NE,OK
Kentucky				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Probuilt	Peter Bethanis or John McDougall@7816302644	P.O. Box 991, Marshfield, Massachusetts 02050	INSTALLER	MA
Pro Installation Plus	Ron Ewald	60-B W. Terra Cotta Ave. #185. Crystal Lake, IL 60014	INSTALLER	IA,IL,IN,KY,WI

Louisiana				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Barcon Construction, LLC	Bart Pasihi, CPSI	Office in 143 El Cerrito Cir. San Antonio, Texas 78232	INSTALLER	TX, LA, OK
MHD Construction	Scott Moore	3630 Valley Hill Rd Northwest, Kennesaw, GA 30152	INSTALLER	GA,LA,TX,SC,NC

Maine				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
NorthEast Playgrounds LLC	Timothy Hickey	66 Arnold Street, Wrentham, Massachusetts 02093	INSTALLER	MA,NH,VT,ME,CT,RI,NY
Green Acres Landscape & Construction Co. Inc	Chuck Trombly	21 Malbone Street, Lakeville, Massachusetts 02347	INSTALLER	MA,RI,CT,NH,VT,ME

Maryland				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Custom Park Services	William "Billy" Armstrong	8019 E. Old Jessup Road, Jessup, Maryland 20794	INSTALLER	MD,DC,DE&Considers Richmond,VA (RARELY Accepts To Quote)
Playtime Installs LLC	Shawn Geissler	501 Maplewood Ave., Mohnton, Pennsylvania 19540	INSTALLER	PA,MD,DE
Avon Corporation	Kurt Lorenz	5621 Vine Street, Alexandria, Virginia 22310	INSTALLER	Northern VA, MD & Sometimes DC

Massachusetts				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Level Ground	Jerry (Thomas) Sheridan	6251 80th Street, Middle Village, New York 11379	INSTALLER	NY,NJ,MA,CT
NorthEast Playgrounds LLC	Timothy Hickey	66 Arnold Street, Wrentham, Massachusetts 02093	INSTALLER	MA,NH,VT,ME,CT,RI,NY
P&J Lawn Landscaping Inc.	Taylor Ness	P.O. Box 104, Harwington, Connecticut 06791	INSTALLER	CT & MA mainly (some areas of NY,NJ&RI)
P&P Installations NO SITE WORK	Pat Votra	617 Tim Hill Rd (P O Box 222), Marathon, New York 13803	INSTALLER	CT,MA,NY,RI
Green Acres Landscape & Construction Co. Inc	Chuck Trombly	21 Malbone Street, Lakeville, Massachusetts 02347	INSTALLER	MA,RI,CT,NH,VT,ME
The Playground Pros	Bill Daubert	154 N. Sheridan Road, Newmarstown, Pennsylvania 17073	INSTALLER	PA, MA (Sometimes NJ)
Probuitt	Peter Bathanis or John McDougall	PO Box 991, Marshfield MA, 02050	INSTALLER	MA
Reale Assoc. Inc.	Jody Reale	PO Box 2316, Ocean Bluff, MA 02065	INSTALLER	MA

Michigan				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Michigan Recreational Construction Inc. (MRC)	Craig Sheffer	P.O. Box 2127, Brighton, Michigan 48116	INSTALLER	MI,IL,IN,OH
Vela Construction	Jose Vela	24830 Outer Dr, Lincoln, Michigan 48146	INSTALLER	MI

Minnesota				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Midwest Playground Contractors	Bryson Pudwill	500 N. Pine St Suite 104, Chaska, Minnesota 55318	INSTALLER	MN

Mississippi				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
CLS Outdoor Services	Chris Loudenbeck	P.O. Box 790, Atoka, TN 38004	INSTALLER	TN,AR,MS

Missouri				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
PG Playgrounds	Eric Baggs	5615 E. Huffman Drive , Kechi, Kansas 67067	INSTALLER	KS,MO,NE,OK

Montana				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Evans Recreation	Doug Evans	P.O. Box 42607, Las Vegas, Nevada 89116	INSTALLER	WY,UT,NV,NM,MT,ID,CO,AZ

Nebraska				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
PG Playgrounds	Eric Baggs	5615 E. Huffman Drive , Kechi, Kansas 67067	INSTALLER	KS,MO,NE,OK
Playgrounds of the Rockies	Brice Brantley	3295 South Fairplay St, Aurora, Colorado 80014	INSTALLER	CO,NE,UT,WY

Nevada				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Community Playgrounds	Clayton Cowperthwait & Curt Wear	200 Commercial, Vallejo, California 94589	INSTALLER	CA,OR,NV
Evans Recreation	Doug Evans	P.O. Box 42607, Las Vegas, Nevada 89116	INSTALLER	WY,UT,NV,NM,MT,ID,CO,AZ

New Hampshire				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Green Acres Landscape & Construction Co. Inc	Chuck Trombly	21 Malbone Street, Lakeville, Massachusetts 02347	INSTALLER	MA,RI,CT,NH,VT,ME
NorthEast Playgrounds LLC	Timothy Hickey	66 Arnold Street, Wrentham, Massachusetts 02093	INSTALLER	MA,NH,VT,ME,CT,RI,NY

New Jersey				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Level Ground	Jerry (Thomas) Sheridan	6251 80th Street, Middle Village, New York 11379	INSTALLER	NY,NJ,MA,CT
P&J Lawn Landscaping Inc.	Taylor Ness	P.O. Box 104, Harwington, Connecticut 06791	INSTALLER	CT & MA mainly (some areas of NY,NJ&RI)
Rich Picerno Builders	Anthony Giordano Picerno	500 Hoiles Drive, Kenilworth, New Jersey 07033	INSTALLER	NJ
The Playground Pros	Bill Daubert	154 N. Sheridan Road, Newmarstown, Pennsylvania 17073	INSTALLER	PA, MA (Sometimes NJ)
Gassner Contracting	Joseph B. Gassner	122 Markle Road, Belle Vernon, Pennsylvania 15012	INSTALLER	PA,covers NY,NJ&CT pending on budget
Dynamic Interiors	"Alex" Aleksander Maslach	127 West Passaic Ave, Rutherford, NJ 07070	INSTALLER	NJ & NY; goes to FL in Winter Only , <i>CT Sometimes</i>

New Mexico				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Evans Recreation	Doug Evans	P.O. Box 42607, Las Vegas, Nevada 89116	INSTALLER	WY,UT,NV,NM,MT,ID,CO,AZ

New York				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Level Ground	Jerry (Thomas) Sheridan	6251 80th Street, Middle Village, New York 11379	INSTALLER	NY,NJ,MA,CT
NorthEast Playgrounds LLC	Timothy Hickey	66 Arnold Street, Wrentham, Massachusetts 02093	INSTALLER	MA,NH,VT,ME,CT,RI,NY
P&J Lawn Landscaping Inc.	Taylor Ness	P.O. Box 104, Harwington, Connecticut 06791	INSTALLER	CT & MA mainly (some areas of NY,NJ&RI)
JS Construction	Jim Smith	Office in NY	INSTALLER	NY & Sometimes MA & VT
Playsites & Surfaces Inc.	Mark Dekenipp	103 Brightside Ave. Central Islip, NY 11722	INSTALLER	NY & Sometimes Bordering States
P&P Installations NO SITE WORK	Pat Votra	617 Tim Hill Rd (P.O Box 222), Marathon, New York 13803	INSTALLER	CT,MA,NY,RI
Pat Corsetti Inc.	Al Corsetti	610 Fenimore Ave, Mamaroneck, New York 10543	INSTALLER	NY
UA Construction	Nick Aleynick	71 West 23rd Street, New York, New York 10010	INSTALLER	NY
Gassner Contracting	Joseph B. Gassner	122 Markle Road, Belle Vernon, Pennsylvania 15012	INSTALLER	PA,covers NY,NJ&CT pending on budget
Dynamic Interiors	"Alex" Aleksander Maslach	127 West Passaic Ave, Rutherford, NJ 07070	INSTALLER	NJ & NY; goes to FL in Winter Only , <i>CT Sometimes</i>

North Carolina				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Reese Construction	Barry Reese	3720 Lucky Dr, Apex, North Carolina 27539	INSTALLER	NC,SC,VA Backlogged till May 2019
MHD Construction	Scott Moore	3630 Valley Hill Rd Northwest, Kennesaw, GA 30152	INSTALLER	GA,LA,TX,SC,NC

North Dakota				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE

Ohio				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Michigan Recreational Construction Inc. (MRC)	Craig Sheffer	P.O. Box 2127, Brighton, Michigan 48116	INSTALLER	MI,IL,IN,OH

Oklahoma				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
PG Playgrounds	Eric Baggs	5615 E. Huffman Drive , Kechi, Kansas 67067	INSTALLER	KS,MO,NE,OK
Barcon Construction, LLC	Bart Pasini, CPSI	Office in 143 El Cerrito Cir. San Antonio, Texas 78232	INSTALLER	TX, LA, OK
Play by Design	Cheryl Summers	2929 E. 56th Pl Tulsa, OK 74105	INSTALLER	OK

Oregon				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Cascade Mini Excavating Inc.	Josh Haynie and Shelly Hayne	1266 Bay Loop Southwest, Tumwater, Washington 98512	INSTALLER	ID, OR, WA
Cascadian Landscaping	Art Meisner	21510 NW Farm Park Dr, Hillsboro, Oregon 97124	INSTALLER	OR
Community Playgrounds	Clayton Cowperthwait & Curt Wear	200 Commercial, Vallejo, California 94589	INSTALLER	CA,OR,NV
G.R. Morgan Construction	Tana Morgan or Justin Ruljancich@5038601777	10536 S.W. 25th Avenue, Portland, Oregon 97219	INSTALLER	OR
K2 Recreation Inc. (Agency/Installer)	Eric Wride	7227 N Philadelphia Ave. Ste 403. Portland, Oregon 97203	INSTALLER	OR & WA

Pennsylvania				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Buzz Burger Inc.	Matt Dotson	500 S Whitehorse Rd, Phoenixville, Pennsylvania 19428	INSTALLER	PA, DE, RI
The Playground Pros	Bill Daubert	154 N. Sheridan Road, Newmanstown, Pennsylvania 17073	INSTALLER	PA, MA (Sometimes NJ)
Gassner Contracting	Joseph B. Gassner	122 Markle Road, Belle Vernon, Pennsylvania 15012	INSTALLER	PA, covers NY, NJ & CT pending on budget
Playtime Installs LLC	Shawn Geissler	501 Maplewood Ave., Mohnton, Pennsylvania 19540	INSTALLER	PA, MD, DE

Rhode Island				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
NorthEast Playgrounds LLC	Timothy Hickey	66 Arnold Street, Wrentham, Massachusetts 02093	INSTALLER	MA, NH, VT, ME, CT, RI, NY
Buzz Burger Inc.	Matt Dotson	500 S Whitehorse Rd, Phoenixville, Pennsylvania 19428	INSTALLER	PA, DE, RI
P&J Lawn Landscaping Inc.	Taylor Ness	P.O. Box 104, Harwington, Connecticut 06791	INSTALLER	CT & MA mainly (some areas of NY, NJ & RI)
P&P Installations NO SITE WORK	Pat Votra	617 Tim Hill Rd (P.O Box 222), Marathon, New York 13803	INSTALLER	CT, MA, NY, RI
Green Acres Landscape & Construction Co. Inc.	Chuck Trombly	21 Malbone Street, Lakeville, Massachusetts 02347	INSTALLER	MA, RI, CT, NH, VT, ME
Lechmanik, Inc.	Tom Lechmanik & Patti Lechmanik	414 Birmingham Rd, West Chester, PA 19382	INSTALLER	S.E. PA & N. DE (Rarely Responds)

South Carolina				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
MHD Construction	Scott Moore	3630 Valley Hill Rd Northwest, Kennesaw, GA 30152	INSTALLER	GA, LA, TX, SC, NC
Reese Construction	Barry Reese	3720 Lucky Dr, Apex, North Carolina 27539	INSTALLER	NC, SC, VA <i>Backlogged till May 2019</i>

South Dakota				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE

Tennessee				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
CLS Outdoor Services	Chris Loudenbeck	P.O. Box 790, Atoka, TN 38004	INSTALLER	TN, AR, MS

Texas				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Paradigm Contracting	Helen Bergold	10719 Twilight Vista, Austin, Texas 78736	INSTALLER	TX - City of Austin preferred option
MHD Construction	Scott Moore	3630 Valley Hill Rd Northwest, Kennesaw, GA 30152	INSTALLER	GA, LA, TX, SC, NC
Barcon Construction, LLC	Bart Pasini, CPSI	Office in 143 El Cerrito Cir. San Antonio, Texas 78232	INSTALLER	TX, LA, OK
Adams Constructors	John Adams	7631 Allegro Dr. Houston, TX 77040	INSTALLER	TX
Shields Construction Services	Mike Jones	Office in Dallas, Texas	INSTALLER	TX

Utah				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Evans Recreation	Doug Evans	P.O. Box 42607, Las Vegas, Nevada 89116	INSTALLER	WY, UT, NV, NM, MT, ID, CO, AZ
Playgrounds of the Rockies	Brice Brantley	3295 South Fairplay St, Aurora, Colorado 80014	INSTALLER	CO, NE, UT, WY
Quality Time Recreation	Mark Brian or Brian Amberlee@8017185368	PO Box 471, Clearfield, Utah 84089	INSTALLER	UT

Vermont				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Green Acres Landscape & Construction Co. Inc.	Chuck Trombly	21 Malbone Street, Lakeville, Massachusetts 02347	INSTALLER	MA, RI, CT, NH, VT, ME
NorthEast Playgrounds LLC	Timothy Hickey	66 Arnold Street, Wrentham, Massachusetts 02093	INSTALLER	MA, NH, VT, ME, CT, RI, NY

Virginia				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Custom Park Services	William "Billy" Armstrong	8019 E. Old Jessup Road, Jessup, Maryland 20794	INSTALLER	MD, DC, DE & Considers Richmond, VA (RARELY Accepts To Quote)
Avon Corporation	Kurt Lorenz	5621 Vine Street, Alexandria, Virginia 22310	INSTALLER	Northern VA, MD & Sometimes DC
Reese Construction	Barry Reese	3720 Lucky Dr, Apex, North Carolina 27539	INSTALLER	NC, SC, VA <i>Backlogged till May 2019</i>
Dicarlo Home Improvements (Repairs/1 New S	Chris DiCarlo	9974 Blackberry Lane, Great Falls, Virginia 22066	INSTALLER	VA

Washington				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Cascade Mini Excavating Inc.	Josh Haynie and Shelly Hayne	1266 Bay Loop Southwest, Tumwater, WA 98512	INSTALLER	ID, OR, WA
R&R Construction Inc.	Mike Rogers	P.O. Box 8236, Bonney Lake, WA 98390	INSTALLER	WA, ID
K2 Recreation Inc. (Agency/Installer)	Eric Wride	7227 N Philadelphia Ave. Ste 403. Portland, Oregon 97203	INSTALLER	OR & WA

West Virginia				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE

Wisconsin				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Pro Installation Plus	Ron Ewald	60-B W. Terra Cotta Ave. #185. Crystal Lake, IL 60014	INSTALLER	IA, IL, IN, KY, WI

Wyoming				
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Office in 45 Alabama Ave, Jacksonville, FL 32218	INSTALLER	NATIONWIDE
Evans Recreation	Doug Evans	P.O. Box 42607, Las Vegas, Nevada 89116	INSTALLER	WY, UT, NV, NM, MT, ID, CO, AZ
Playgrounds of the Rockies	Brice Brantley	3295 South Fairplay St, Aurora, Colorado 80014	INSTALLER	CO, NE, UT, WY

CANADA				
Walsh Mountain Ironworks	Stu Wiskel	County Rd 26, Brighton, ON K0K 1H0, Canada	INSTALLER	CAN - Great Toronto Area (S. Ontario)
Playstruck	Aaron Haid & Steve Haid	Office in South Ontario, Canada	INSTALLER	CAN - Great Toronto Area (S. Ontario)

PIP		
DuraPlay Inc.	Jason Marko, Jennifer Cutro	Nationwide - Office in 1818 Flite Acres Rd, Wimberley, Texas 78676
TerraSafe Safety Surfacing	Jim Watts, Tim Hopkins & A	Nationwide - Office in 1301 Shiloh Rd. Ste 420, Kennesaw, GA 30144
SpectraTurf	Mark Hollowell, Adam Vance	Nationwide - Office in 555 South Promenade Ave. Ste 103. Corona, CA
Surface America	Nationwide	Williamsville, NY 14231
Reese Construction	Barry Reese	Only in NC,SC,VA - Office in 3720 Lucky Dr, Apex, North Carolina 27539
Custom Park Services	William "Billy" Armstrong	MD,DC,DE,VA,PA (RARELY Accepts To Quote) - 8019 E. Old Jessup Rd. Jessup, MA 20794
Playsites & Surfaces Inc.	Mark Dekenipp	NY & Sometimes Bordering States
Fibar Surfacing	Fran, Lauren & Debra	Nationwide - Office in Armonk, NY 10504

Turf		
DuraPlay Inc.	Jason Marko, Jennifer Cutro	Nationwide - Office in 1818 Flite Acres Rd, Wimberley, Texas 78676
TerraSafe Safety Surfacing	Jim Watts, Tim Hopkins, Am	Nationwide - Office in 1301 Shiloh Rd. Ste 420, Kennesaw, GA 30144
SpectraTurf	Mark Hollowell, Adam Vance	Nationwide - Office in 555 South Promenade Ave. Ste 103. Corona, CA
Surface America	Nationwide	Williamsville, NY 14231
Brock USA LLC	Nationwide	Boulder, CO 80301
Forever Lawn	Nationwide	Olympia, WA 98540
Precision Playgrounds	Kenya Dixon & Stacey Pyle	Nationwide - Office in 45 Alabama Ave, Jacksonville, FL 32218
Buzz Burger Inc.	Matt Dotson	Does PA & DE / Office in 500 S Whitehorse Rd, Phoenixville, PA 19428
Playsites & Surfaces Inc.	Mark Dekenipp	NY & Sometimes Bordering States

Tile		
Surface America	Nationwide	Williamsville, NY 14231
ECORE	Deb & Mike	Nationwide - Office in Lancaster, PA 17601
EMC	Nationwide	Moreno Valler, CA 92553

EWF		
Fibar Surfacing	Fran, Lauren & Debra	Nationwide - Office in Armonk, NY 10504
Dunning Playground Surfacing	Nicholas McGuffie	CT & Sometimes Bordering States

Rubber Mulch		
LTR (Liberty Tire) dba Pinnacle	Nick Sanchez	Services TX - Office in 3410 Midcourt Rd., Ste 108. Carrollton, TX 75006

Sport Court Coating/Asphalt		
Surface America	Nationwide	Williamsville, NY 14231
Ace Surfacing	Nationwide	Altmonte Springs, FL 32714
DeRosa	Nationwide	Mamaroneck, NY 10543

Shade				
USA Shade	Ana Lanier & Ashlee Acosta	Shades www.usa-shade.com/ab	Nationwide	- Office in 8505 Chancellor Row. Dallas, Texas 75247
Shade Systems Inc.	Matt Johnson & Margo Talbot	Shades	Nationwide	- Office in 4150 SW 19th St. Ocala, FL 34474
Shade America Inc.	Muller Otto	Shades	Nationwide	- Office in 102 Yacht Club Dr. St. Augustine, FL 32084
SII DBA Superior Recreational Prod	Jarrod Collins & Noelle Lahey	Shades & Park Accessories	Nationwide	- Office in 1801 E College Ave. McAlester, OK 74501
Basketball Goals & Hoops				
GoalSetter dba Escalade Sports	Gloria French or Customer Service	Basketball Goals & Hoops; Full Se	Nationwide	- Office in 817 Maxwell Ave. Evansville, IN 47711
Park Furniture				
The Park dba Highland Products Gr	Hope Marie Harms & Brandon Burres	Park Accessories & Furniture	Nationwide	- Office in 3350 NW Boca Raton Blvd. # B2, Boca Raton, FL 33431
SII DBA Superior Recreational Prod	Jarrod Collins & Noelle Lahey	Park Accessories & Furniture	Nationwide	- Office in 1801 E College Ave. McAlester, OK 74501
Borders, Ramps & Mats				
Action Play Systems LLC	Angie & Steve Mull	Borders, Ramps & APS Mats	Nationwide	- Office in 18535 Old Statesville Rd, Suite C. Cornelius, NC 28031
Dyna Cushion dba Pierceton	Tammy Burnau	Supernova Mat R20MGR612	Nationwide	- Office in 3076 S 900 E. Pierceton, IN 46562
ECORE	Deb & Mike	EC-Mats (If Out of Stock Only)	Nationwide	- Office in Lancaster, PA 17601
Accessories				
The Park dba Highland Products Gr	Hope Marie Harms & Brandon Burres	Park Accessories & Furniture	Nationwide	- Office in 3350 NW Boca Raton Blvd. # B2, Boca Raton, FL 33431
Shelter				
SII DBA Superior Recreational Prod	Brent Derbecker, Austin Armstrong & Michael Ingal	Shelter & Park Accessories	Nationwide	- Office in 150 Adamson Industrial Crt. Plant 2. Carrollton, GA 30117
Outdoor Musical Instruments				
Freemotes Harmony Park LLC	Donna Codd & Max Henry	Outdoor Musical Instruments	Nationwide	- Office in 194 Bodo Dr, Durango, CO 81303
Sculptures				
IDS - Integrated Design Solutions LL	John Thomas Ryan, Sean Monahan, Meg Burns & A	GFRC Sculptures & Boulders	Nationwide	- Office in 591 S Boulevard St. Gunnison, CO 81230
Playground Inspectors				
Playground Guardian	Freddie LaRocque & Nancy Bailey	Playground Inspections & Surfaci	Nationwide	- PO Box 240981. Charlotte, NC 28224
Certificates (COIs) & Bond Fees				
Willis Tower Watson	Connie Rhind & Aisha Davis	Certificates (COIs) & Bond Fees	Nationwide	- Multiple Offices in US & World Wide
Crane Services				
Jimmy's Crane Service	Jimmy	Crane Services	NY	- Office in 480 Falmouth Rd, West Babylon, NY 11704

--OR--

NO CONTRIBUTIONS IN THE AGGREGATE TOTAL OVER TWO HUNDRED FIFTY DOLLARS (\$250) WERE MADE to an applicable public official by me, a family member or representative.

N. McCollin

2/28/19

Signature

Date

Contracts Manager

Title (Position)

Part D - Questionnaire

AEPA IFB 019.5-B

Playground & Recreational Equipment

Instructions

Contained herein are forms and information required by AEPA during the IFB process. Please note, while some information is merely informational, some will be used during the evaluation.

To submit the required forms, follow these steps:

1. Read the documents in their entirety.
2. Bidders must use Part D – Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Annual Report, Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled “**Part D – Questionnaire – Name of Bidding Company**”.
5. Submit Part D, along with other required documents in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled “Part D – Questionnaire – Name of Bidding Company”:

[Company Information](#)

[Service Questionnaire](#)

[Exceptions](#)

[Deviations](#)

Company Information

Name of Bidding Company: Kompan inc.

Company Address: 605 W. Howard Ln Suite 101

City, State Zipcode: Austin, TX 78753

Website: www.kompan.us

Contact Person: Nick McCollin

Title: Bid & Contracts Manager

Phone: 737-402-7153

Email: nicmcc@kompan.com

Background

Note: Generally, AEPA will not accept an offer from a business that is less than five (5) years old or, which fails to demonstrate and/or establish a proven record of business. If the bidder has recently purchased an established business or, has proof of prior success in either this business or a closely related business, provide written documentation and verification in response to the questions below. AEPA reserves the right to accept or reject newly formed companies based on information provided in this response and from its own investigation of the company.

This business is a: public company X privately owned company

In what year was this business started under its present name? 1991

Under what additional, or, former name(s) has your business operated? N/A

Is this business a corporation? No X Yes. If yes, complete the following:

Date of Incorporation: 11/26/1991

State of Incorporation: Delaware

Name of President: Thomas J. Enright

Name(s) of Vice President(s): Jay Cooke

Name of Treasurer: Jesper Kristensen

Name of Secretary: Edward J. Wright

Is this business a partnership? X No Yes. If yes, complete the following:

Date of Partnership:

State Founded:

Type of Partnership, if applicable:

Name(s) of General Partner(s):

Is this business individually owned? X No Yes. If yes, complete the following:

Date of Purchase:

State Founded:

Name of Owner/Operator:

Is this business different from those identified above? X No Yes
 If yes, describe the company's format, year and state of origin and names and titles of the principles below.

Is this business women owned? X No Yes

Is this business minority owned? X No Yes

Does this business have an Affirmative Action plan/statement? X No Yes

Business Headquarter Location

Business Address 605 W Howard Ln Suite 101
 City, State Zipcode Austin, TX 78753
 Phone 1800 426 9788
 How long at this address? Moved to this headquarter location 1 year ago

Business Branch Location(s)

Branch Address NA
 City, State Zipcode NA
 Branch Address NA
 City, State Zipcode NA
 Branch Address NA
 City, State Zipcode NA
 Branch Address NA
 City, State Zipcode NA

**If more branch locations exist, insert information here or add another sheet with the above information.*

Sales History

Provide your business's annual sales for 2016, 2017, and 2018 YTD in the United States by the various public segments.

	2016	2017	2018 YTD
K-12 (public & private), Educational Service Agencies	\$14,393,177.82	\$11,308,554.43	\$14,747,158.83
Higher Education Institutions	\$1,155,643.22	\$766,417.90	\$2,097,103.07
Counties, Cities, Townships, Villages	\$15,426,091.51	\$17,818,943.83	\$23,258,750.23
States	Included in above line item	Included in above line item	Included in above line item
Other Public Sector & Non-profits	—	—	—
Private Sector	\$4,184,694.43	\$5,700,408.38	\$4,697,769.67
Total	\$35,159,606.98	\$35,594,324.54	\$44,800,781.80

Work Force

Key Contacts and Providers: Provide a list of the individuals, titles, and contact information for the individuals who will provide the following services on a national and/or local basis:

Function	Name	Title	Phone	Email
Contract Manager	Nick McCollin	Bid / Framework Manager	737-402-7153	nicmcc@kompan.com
Sales Manager	Jay Cooke	Sales Manager / VP Sales	508-243-2623	JayCoo@kompan.com
Customer & Support Manager	Nick McCollin	Bid / Framework Manager	737-402-7153	nicmcc@kompan.com
Distributors, Dealers, Installers, Sales Reps	Page Castle	Sales Rep	301 213 6433	PagCas@kompan.com
Consultants & Trainers	Page Castle	Playground Consultant	301 213 6433	PagCas@kompan.com

Technical, Maintenance & Support Services	Joe McGuan	Technical Manager	737 209 6816	JosMcg@Kompan.com
Quotes, Invoicing & Payments	Asha Rochawani/ Jennifer Hargrove	Quote Team Manager	737-209-7072	AshRoc@kompan.com
Warranty & After the Sale	Mark Moser	Post Sale / Installation Manager	800 426 9788	MarMos@kompan.com
Financial Manager	Jesper Kristensen	Finance Director	512 391 9914	jesElb@kompan.com

Sales Force: Provide total number and location of salespersons employed by your business in the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Number of Sales Reps	City	State
9	Multiple	NY, Ontario, MA, CT, NH
9	Multiple	TN, NY, PA, NJ, MD, IL
13	Multiple	NC, SC, AL, WA, VA, GA, FL
6	Multiple	CA
10	Multiple	TX, OK, MO
21 Agency Partners	Multiple	AR, PA, MI, OH, NV, MO, WA, HI, AK, OR, WA, WV, AZ, UT, MT, ID, AB, SK, NT, NB, NE, IN, BC, CO, WY, WI, SD, ND, MN, KS

Service/Support and Distribution Centers: Provide the type (service/support or distribution) and location of centers that support the United States by completing the following:

Center Type	City	State
Service Center /Shipping Hub	Austin	TX
Shipping Hub	Middletown	PA

Marketing

Key Marketing Contact(s): List the name(s), title(s) and contact information of the business's key national and regional marketing office(s). *To insert more rows, hit the tab key from the last field in the Email column.*

Name	Title	Phone	Email
Katherine Ring	Marketing Director	(512) 605-9715	KatRin@kompan.com

Marketing Activities: Describe how this business marketed its products and services to schools, nonprofit organizations and other public sector audiences in Fiscal Year 2017– 2018 (July 1 – June 30). List all conventions, conferences and other events at which this company exhibited.

Click or tap here to enter text.

Kompan Marketed its products via social media paid SEM and SEO channels, through our US website, and via multiple trade shows throughout the US

Cooperative Marketing: Describe ways in which this business can collaborate with AEPA Member Agencies in marketing the bid. Submit a marketing plan, titled Exhibit B – Marketing Plan, that would entail at a minimum, the following with their response: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain in full color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct or, indirect marketing activities promoting the AEPA awarded contract, and how the contract award will be displayed/linked on the Bidder's website.

Click or tap here to enter text.

When this framework agreement is completed, Kompan will announce the partnership via our website and social media channels, as well as purchase advertising in 1-2 emails in 2019 and participate in the Product Expo. We will also create collateral that our sales reps can co-brand with the AEPA logo for in person conversations.

Sales Training: Explain how your business will educate your salesforce staff on the AEPA contract including timing, methods, etc.

Click or tap here to enter text.

Upon contract award, Kompan will provide an email summary to our sales leaders nationwide outlining the key components of the AEPA contract. This will also be discussed on the Kompan National Sales call.

Environmental Initiatives

Describe how your products and/or services support environmental goals.

Click or tap here to enter text.

See Below

Describe the business's "green" objectives (i.e. LEED, reducing footprint, etc.).

Click or tap here to enter text.

70% of our products contain recycled materials including 30% recycled steel. However, it doesn't stop here. As innovators we have changed our widely used HDPE panels to the new EcoCore™: A highly durable, eco-friendly material, which is not only recyclable after use, but also consists of a core produced from 100% recycled material with a total recycled material content of 80% overall! All EcoCore material is supported by our lifetime warranty.

Independent Subcontractors, Distributors, Installers, etc.

If the Bidder is not the sole provider of all goods and services provided under this contract, the following must be answered:

Selection Criteria for Independent Providers: Describe the criteria and process by which the business selects, certifies and approves subcontractors, distributors, installers and other independent services.

Click or tap here to enter text.

Kompan Screens and certifies that subcontractors, installers, TPP Vendors provide IPEMA product certification, Environmental policies, CPSI Compliance Certification, Product liability insurance, and W-9s. We also background check 3 or more project references that the TPP vendor provides.

Current Subcontractors, Distributors, Installers, Etc.: Provide a list of current subcontractors, distributors, installers and other independent service providers who are contracted to perform the type of work outlined in this bid in the member agency states (listed in Part A of this IFB). Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business.

Click or tap here to enter text.

See attached Subcontractor/Vendor list titled "Amendment Z - Installer & TPP Vendor Guide Kompan"

Disclosures

Line of Credit Letter or Annual Financial Report (REQUIRED): Attach a letter from the business's chief financial institution indicating the current line of credit available to the business and evidence of financial stability for the past three calendar years (2015, 2016 and 2017). This letter should state the line of credit as a range (i.e. "credit in the low six figures" or "a credit line exceeding five figures"). If company is a publicly traded company a complete Annual Financial Report is required in place of Line of Credit Letter. Bidders may choose to send the Letter of Line of Credit and/or Annual Report by email directly to the AEPA Executive Director, George Wilson, at georgewilson.aepa@outlook.com. The Letter of Line of Credit and/or Annual Report must be received by the Executive Director before February 28, 2019 at 1:30 ET.

Legal: Does this business have actions currently filed against it? ✓ No Yes

If Yes, **AN ATTACHMENT IS REQUIRED**: List and explain current actions, such as, Federal Debarment (on US General Services Administration’s “Excluded Parties List”), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and/or payment bond for projects.

References

Provide contact information of your business’s five largest public agency customers:

Agency	Name	Title	Phone Number	Email
1. City of Seattle	Diane Hilmo	P.E.	(206) 615-0887	City_Standards_Engineer@Seattle.gov
2. City of San Francisco	Lito Umali	Project Manager	408-279-2277	lumali@bothmanconstruction.com
3. City of Buena Park	Wood Nosome	Project Manager	714-562-3678	wnosome@buenapark.com
4. Nassau County Schools	Jeff ery Bunch	Facilities Director	(904) 225-0573	jeff rey.bunch@nassau.k12.fl.us
5. City of San Antonio	Fred Weiner	Finance Controller	650-378-2756	fweiner@pjcc.org

Service Questionnaire

The following chart indicates which AEPA Member States intend to participate in this bid category. Respond to Yes/No and choice questions by using an (X). **Note: A Bidder must be willing and able to deliver the proposed products and/or services to 90% of the participating AEPA Member States.**

AEPA Member States	Participating in this bid category?	Has the bidding company sold products/services in these states for the past three (3) years? (Yes or No)	If awarded, which states does the bidding company propose to sell in? (Place an X where applicable)	Indicate which states the bidding company has sales reps, distributors or dealers in. (Place an X where applicable)
California	Yes	Yes	x	x
Colorado	Yes	Yes	x	x
Connecticut	Yes	Yes	x	x
Florida	Yes	Yes	x	x
Illinois	No	Yes	x	x
Indiana	Yes	Yes	x	x
Iowa	Yes	No	x	
Kansas	Yes	Yes	x	x
Kentucky	Yes	Yes	x	x
Massachusetts	Yes	Yes	x	x
Michigan	Yes	Yes	x	x
Minnesota	Yes	Yes	x	x
Missouri	Yes	Yes	x	x
Montana	Yes	Yes	x	x
Nebraska	Yes	Yes	x	x
New Jersey	No	Yes	x	x
New Mexico	Yes	Yes	x	x
North Dakota	Yes	Yes	x	x
Ohio	Yes	Yes	x	x
Oregon	No	Yes	x	x
Pennsylvania	Yes	Yes	x	x
Texas	Yes	Yes	x	x
Virginia	Yes	Yes	x	x
Washington	No	Yes	x	x
West Virginia	Yes	Yes	x	x
Wisconsin	Yes	Yes	x	x
Wyoming	Yes	Yes	x	x

e-Commerce: Does this business have an e-commerce website? _____ No ☒ Yes

If YES, what is the website?

www.kompan.us

Customer and Support Service: It is understood depending on the type, kind and level of products and/or services being proposed in response to this bid will impact and determine the type and level of services required and these are identified in Part B Bid Specifications of this IFB.

Does this business have online customer support options? _____ No ☒ Yes

Does this business have a toll-free customers support phone option? _____ No ☒ Yes

Does this business offer local customer and support service options? ☐ No ☒ Yes

Training: If applicable, does this business offer customer training for the products and services sold? ☐ No ☒ Yes

If YES, describe what types/kinds of training you offer, the venues where training occurs and the location(s) of your trainers, include number of staff dedicated to training and their qualifications and hours of operation.

[Click or tap here to enter text.](#)

Our sales/play consultants located remotely throughout the US can provide lunch and learn training on our products

			Annual Price updates
Pricing:			
Is your pricing methodology guaranteed for the term of the contract?	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes	
Will you offer customized price lists to participating entities as required per the pricing terms of Part A?	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes	
Will you offer hot list pricing (optional) as described in the pricing terms of Part A?	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes	
Will you offer volume price discounts as described in the pricing terms of Part A?	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes	

Competitiveness: In order for your bid to be considered, your company must offer AEPA prices that are equal to or lower than what your company offers to individual customers and/or cooperatives with equal to or lower volume.

Is the pricing that is proposed to AEPA equal to or lower than pricing offered to individual customers and/or cooperatives with equal to or lower volume? ☐ No ☒ Yes

Indicate which of the following apply and the **level of competitive range** you are offering in response to this IFB.

☒ Pricing offered to AEPA is EQUAL TO pricing offered to individual customer and/or cooperatives.
☐ Pricing is LESS THAN individual customer and/or cooperatives. Lower by _____%

Cooperative Contracts: Does your business currently have contracts with other cooperatives (local, regional, state, national)? ☐ No ☒ Yes

If YES, identify which cooperative and the respective expiration date(s).

[Click or tap here to enter text.](#)

USC, TX BuyBoard, MA State, PA Costars, CT state

If YES, and your business is awarded an AEPA contract, explain which contract your business will lead with in marketing and sales representative presentations (sales calls)?

[Click or tap here to enter text.](#)

Kompan plans to lead with the AEPA contract for educational institution customers

Administrative Fee: Which of the following best reflects how your pricing includes the individual AEPA Members' administrative fee. Mark with an "X".	
<input checked="" type="checkbox"/>	The pricing for the products and/or services are the same for each AEPA Member Agency, shipping, handling, administrative fee and other specific state costs are added to arrive at total price offered to the Individual AEPA Member Agency.
<input type="checkbox"/>	The pricing for the products and/or services is inclusive of the administrative fee and therefore the pricing is the same for all AEPA Member Agencies. Shipping, handling and other state specific costs are added to the adjusted AEPA Member Agency's price.
<input type="checkbox"/>	The pricing for the products and/or services includes ALL (shipping, handling, administrative fee, other) costs to arrive at a single price for all AEPA Member Agencies.

Product Returns: Does your business have a return policy? ☒ **No** ☐ **Yes**

If YES, describe your return policy and if you charge a restocking fee, what is it? (AEPA allows up to 15% for supplies and up to 25% for equipment).

Click or tap here to enter text.

Payment Terms: Will your business offer AEPA buyer's a quick pay discount? ☒ **No** ☐ **Yes**

If YES, what is the discount? _____ %Net

Leasing: Do your business offer leasing arrangements under this bid? ☒ **No** ☐ **Yes**

If Yes, please indicate the rate factor and other cost factors below.

If an AEPA contract is approved and awarded by the Member Agencies, as a Vendor Partner, I agree to:

Responsibilities of an AEPA Vendor Partner	Yes, indicate with an "X"	No, indicate with an "X"
1. Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have working knowledge of the AEPA contract.	X	
2. Train and educate sales staff on what the AEPA contract is: including pricing, who can order from the contract (by state), terms/conditions of the contract, and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.	X	
3. Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. The marketing plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.	X	
4. Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.	X	
5. On a quarterly basis, complete the sales and administrative fee report (see attached PDF example) and submit to each Member Agency along with the respective administrative fees to be paid. If there are no sales, the Vendor Partner is required to submit a \$0 report to the AEPA Member Agency.	X	

6. On a quarterly basis, complete the online Vendor Partner sales report for each Member Agency.	X	
7. Have ongoing communication with the Bid Oversight Chairperson, AEPA Member Agencies and the Member Agencies Participating Entities.	X	
8. Attend two (2) AEPA meetings each year (see Part A)	X	
9. Participate in national and local conference trade shows to promote the AEPA contracts including, but not limited to the Association of School Business Officials (ASBO), the National Institute of Governmental Purchasing (NIGP), and the National Association of Educational Procurement (NAEP).	X	
10. Increase sales over the term of the contract with all participating AEPA Member Agencies.	X	

Exceptions

Instructions:

1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of exceptions. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
4. Exceptions to local, state or federal laws cannot be accepted under this bid.

	No , this bidder does not have exceptions to the Terms and Conditions incorporated in Parts A and B of this IFB.
	Yes , this bidder has the following exceptions to the Terms and Conditions incorporated in Parts A and/or B of this IFB.

IFB Section and Page Number	Outline Number	Term and Condition	Exception

Deviations

Instructions:

1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of deviations. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
4. Deviations to local, state or federal laws cannot be accepted under this bid.

	No , this bidder does not have deviations (exceptions or alternates) to the specifications listed in Part B of this IFB.
X	Yes , this bidder has the following deviations to the specifications listed in Part B of this IFB.

Outline Number Part B	Specification (describe)	Details of Deviation
Part B Page 5&6	GC license	*[Exception page 5 & 6] Kompan does not hold a GC license in all states listed as part of the bid. Kompan instead, subcontracts installation labor to experienced subcontractors who hold GC licenses. Kompan has over 28 years experience project managing turnkey playground installation with this methodology
Part B 6.6	Installation	*[Exception page 6.6] Kompan addresses installation costs on a project by project basis as site conditions/ equipment will vary. These can be easily quoted at time of project planning implementation. Typical installation cost as a percentage of project equipment retail can be in the range of +- 27%- 38% prior to standard discounts that can be applied.

Uniform Guidance "EDGAR" Certification Form

2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the "Uniform Guidance" or new "EDGAR". All bidders submitting proposals must complete this EDGAR Certification form regarding the bidder's willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Bidder will certify its agreement and ability to comply, where applicable, by having the bidder's authorized representative check, initial the applicable boxes, and sign the acknowledgement at the end of this form. If a bidder fails to complete any item of this form, AEPA will consider and may list the response, as the bidders is unable to comply. A "No" response to any of the items below may influence the ability of a purchasing agency to purchase from the bidder using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding bidder default are included in AEPA's terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the bidder and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA's terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the bidder. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay bidder for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the bidder's return policy. If the participating agency has paid the bidder for goods and services provided as the date of termination, bidder shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency's purchase for cause and convenience, including the manner by which it will be effected and the basis for settlement, is in the participating agency's purchase order, ancillary agreement or construction contract agreed to by the bidder, the participating agency's provision shall control.

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Bidder agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and bidder agrees that it shall comply with such provision.

4. Davis Bacon Act

When required by Federal program legislation, bidder agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, bidder shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, bidder is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, bidder shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Bidder agrees that, for any purchase to which this requirement applies, the award of the purchase to the bidder is conditioned upon bidder's acceptance of wage determination.

Bidder further agrees that is shall also comply with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, bidder agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, bidder is required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and sub grants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, bidder agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Bidder certifies that the bidder is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the bidder if bidder is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), bidders that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, bidder agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recover, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, bidder agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, bidder agrees that the total price, including profit, charged by the bidder to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the bidders contract with AEPA.

12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, bidder agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Bidder Certification (By Item)	Bidder Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	YES	JK
2. Termination for Cause of Convenience	NO	JK
3. Equal Employment Opportunity	YES	JK
4. Davis-Bacon Act	YES	JK
5. Contract Work Hours and Safety Standards Act	YES	JK
6. Right to Inventions Made Under a Contract or Agreement	YES	JK
7. Clean Air Act and Federal Water Pollution Control Act	YES	JK
8. Debarment and Suspension	YES	JK
9. Byrd Anti-Lobbying Amendment	YES	JK
10. Procurement of Recovered Materials	YES	JK
11. Profit as a Separate Element of Price	YES	JK
12. General Compliance with Participating Agencies	YES	JK

KOMPAN, INC.
Name of Business

Jesper Kristensen
Signature of Authorized Representative

JESPER KRISTENSEN
Printed Name

2/28/19
Date

Bid Affidavit

Instructions: This form must be signed by the business's authorized representative and notarized below. If awarded, the Bidder is required to produce a copy of this document for each Member Agency with which it contracts.

1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the bidder), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other bidders, or with any official of the **Member Agency**, or any employee thereof, or any person, business or corporation under contract with the **Member Agency** whereby the bidder, in order to induce the acceptance of the foregoing bid by the **Member Agency**, has paid, or is to pay to any other bidder, or to any of the aforementioned persons, anything of value whatever, and that the bidder has not, directly nor indirectly entered into any arrangement, or agreement, with any other bidder or bidders which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
2. This is to certify that the bidder, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the bidder, nor any officer, director, partner, member or associate of the bidder, nor any of its employees directly involved in obtaining contracts with the **Member Agency**, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
4. This is to certify that the bidder, or any person on his behalf has examined and understands the terms, conditions, scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
5. This is to certify that if awarded a contract, the bidder will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, scope of work and specifications and other documents of this solicitation in the following pages of this bid.
6. This is to certify that the bidder is authorized by the manufacturer(s) to sell all proposed products on a national basis.
7. This is to certify that we have completed, reviewed, approved and have included all information that is required of these bid forms.

JESPER KRISTENSEN

Authorized Representative (Please print or type)

605 W HOWARD LN, SUITE 101

Mailing Address

FINANCE DIRECTOR

Title (Please print or type)

AUSTIN, TX, 78753

City, State, Zip

Jesper Kristensen

Signature of Authorized Representative

2/28/19

Date

Subscribed and sworn to before me this

28th

day of

February 2019

Notary Public in and for County of

TRAVIS

State of

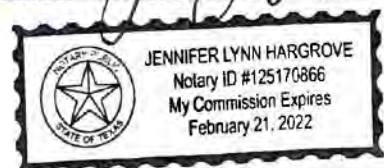
Texas

My commission expires on

2-21-22

Signature

Jennifer Lynn Hargrove



Enter Notary Stamp



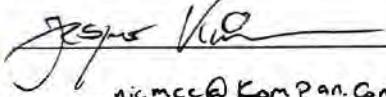
Association of Educational
PURCHASING AGENCIES

Acceptance of Bid & Contract Award

Instructions: PART I of this form is to be completed by the Bidder and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Bidder is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

PART I: BIDDER

In compliance with the Invitation for Bid (IFB), the undersigned warrants that I/we have examined all Instructions to Bidders, associated documents, and being familiar with all of the conditions of the bid, hereby offer and agree to furnish all labor, materials, supplies and equipment incurred in compliance with all terms, conditions, specifications and amendments associated with this IFB and any written exceptions to the bid. Signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services and other services on behalf of the Bidder Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	<u>KOMPAN, INC.</u>	Date	<u>2/28/19</u>
Address	<u>605 W HOWARD LN, SUITE 101</u>	City, State Zip	<u>AUSTIN, TX, 78753</u>
Contact Person	<u>Nick McGlin</u>	Title	<u>BID MANAGER</u>
Authorized Signature		Title	<u>FINANCE DIRECTOR</u>
Email	<u>nicmcc@kompan.com</u>	Phone	<u>800-426-9788</u>

PART II: AWARDING MEMBER AGENCY

Your bid response for the above identified bid is hereby accepted. As a Bidder Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Bidder Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Bidder Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2020, unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency _____

Authorized Representative _____

Awarded this	day of	Contract Number
Contract to commence		
(Member Agency to select)		Or May 1, 2019



Bid instructions: Bidder may choose to bid on one lot, several lots, or all lots. Bidder must complete the required form for each lot they choose to bid.

Please note Form F.4 A and B are required for all products that will be installed by vendor.

Tabs for Line Item Pricing and Catalog Bid

F.1	Base Catalog Bid Pricing	
F.1	Playground Category Discounts-Lot 1	Required if bidding on this lot
F.1	Water Park Category Discounts Lot 2	Required if bidding on this lot
F.1	Skate Park Structures Category Discounts-Lot 3	Required if bidding on this lot
F.1	Shade and Shelter Category Discounts-Lot 4	Required if bidding on this lot
	Base Bid Pricing	Line items not inclusive of all catalog items
F.2A	Lot 1 Playground Equipment Items	Required if bidding on this lot
F.2.A	Lot 2 Water Park Equipment Items	Required if bidding on this lot
F.2A	Lot 3 Skate Park Items	Required if bidding on this lot
F.2A	Lot 4 Shade, Shelter structures, restroom,	Required if bidding on this lot
F.3	Services	Optional
F.4A	State Price Multiplier	Required for Installation Services
F.4B	Construction Rates	Required for Installation Services
F.5	Volume Discounts	OPTIONAL

BID BOND

Bond No: Bid Bond

CONTRACTOR:

(Name, legal status and address)

KOMPAN, Inc.
605 W Howard Ln Ste 101
Austin, TX 78753

SURETY:

(Name, legal status and principal place of business)

Hartford Fire Insurance Company
The Hartford - Bond Claim Department
One Hartford Plaza, T-4
Hartford, CT 06155

OWNER:

(Name, legal status and address)

AEPA
2111 Pontiac Lake Road
Waterford, MI 58328

BOND AMOUNT: \$100,000

One Hundred Thousand Dollars and 00/100

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

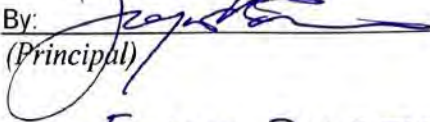
When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

The Company executing this bond vouches that this document conforms to the American Institute of Architects Document A310, 2010 edition

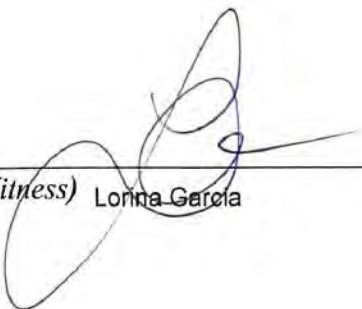
Signed and sealed this 21st day of February, 2019.


KOMPAN, Inc,


(Witness)

By: 
(Principal) (Seal)
FINANCE DIRECTOR
(Title)

Hartford Fire Insurance Company


(Witness) Lonna Garcia

By: 
(Surety) (Seal)
Joshua Sanford, Attorney-in-Fact
(Title)



POWER OF ATTORNEY

Direct Inquiries/Claims to:

THE HARTFORD

Bond T-12

One Hartford Plaza

Hartford, Connecticut 06155

Bond.Claims@thehartford.com

call: 888-266-3488 or fax: 860-757-5835)

Agency Code: SurePath

KNOW ALL PERSONS BY THESE PRESENTS THAT:

- ☒ Hartford Fire Insurance Company, a corporation duly organized under the laws of the State of Connecticut
☐ Hartford Casualty Insurance Company, a corporation duly organized under the laws of the State of Indiana
☐ Hartford Accident and Indemnity Company, a corporation duly organized under the laws of the State of Connecticut
☐ Hartford Underwriters Insurance Company, a corporation duly organized under the laws of the State of Connecticut
☐ Twin City Fire Insurance Company, a corporation duly organized under the laws of the State of Indiana
☐ Hartford Insurance Company of Illinois, a corporation duly organized under the laws of the State of Illinois
☐ Hartford Insurance Company of the Midwest, a corporation duly organized under the laws of the State of Indiana
☐ Hartford Insurance Company of the Southeast, a corporation duly organized under the laws of the State of Florida

having their home office in Hartford, Connecticut (hereinafter collectively referred to as the "Companies") do hereby make, constitute and appoint

Joshua Sanford of Seattle, WA

their true and lawful Attorney-in-Fact, to sign its name as surety(ies) only as delineated above by ☒, and to execute, seal and acknowledge the following bond, undertaking, contract or written instrument:

Bond No. Bid Bond on behalf of KOMPAN, Inc,
AEPA

as Oblige in the amount of See Bond Form

on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

In Witness Whereof, and as authorized by a Resolution of the Board of Directors of the Companies on May 6, 2015 the Companies have caused these presents to be signed by its Senior Vice President and its corporate seals to be hereto affixed, duly attested by its Assistant Secretary. Further, pursuant to Resolution of the Board of Directors of the Companies, the Companies hereby unambiguously affirm that they are and will be bound by any mechanically applied signatures applied to this Power of Attorney.



John Gray

John Gray, Assistant Secretary

M. Ross Fisher

M. Ross Fisher, Senior Vice President

STATE OF CONNECTICUT

ss. Hartford

COUNTY OF HARTFORD

On this 11th day of January, 2016, before me personally came M. Ross Fisher, to me known, who being by me duly sworn, did depose and say: that he resides in the County of Hartford, State of Connecticut; that he is the Senior Vice President of the Companies, the corporations described in and which executed the above instrument; that he knows the seals of the said corporations; that the seals affixed to the said instrument are such corporate seals; that they were so affixed by authority of the Boards of Directors of said corporations and that he signed his name thereto by like authority.



Kathleen T. Maynard

Kathleen T. Maynard
Notary Public

My Commission Expires July 31, 2021

CERTIFICATE

I, the undersigned, Assistant Vice President of the Companies, DO HEREBY CERTIFY that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which is still in full force effective as of February 21, 2019
Signed and sealed at the City of Hartford.



Kevin Heckman

Kevin Heckman, Assistant Vice President

Association of Educational Purchasing Agencies
Tabulation Report IFB #019.5-B - Playground &
Recreational Equipment
Vendor: KOMPAN, Inc.

General Comments: All required forms are uploaded and attached in General Attachments. If there are any questions please let us know.

General Attachments: AEPA 019.5-B Playground - Recreational Equipment - Part F Pricing Schedule.xlsx
aepa bid bond.pdf
Exhibit A - Annual Reports - Kompan.pdf
Exhibit B Marketing Plan Kompan Playgrounds.pdf
Exhibit C - Warranties - Kompan.pdf
Exhibit Z - Installer - TPP Vendor Guide Packet Kompan.pdf
Kompan Group Finance Annual Review 2015.pdf
Kompan Group Finance Annual Review 2016.pdf
Kompan Group Finance Annual Review 2017.pdf
Part C - State Specific Forms - Kompan.pdf
Part D Questionnaire - Kompan Playgrounds.pdf
Part E - Signature Forms - Kompan.pdf