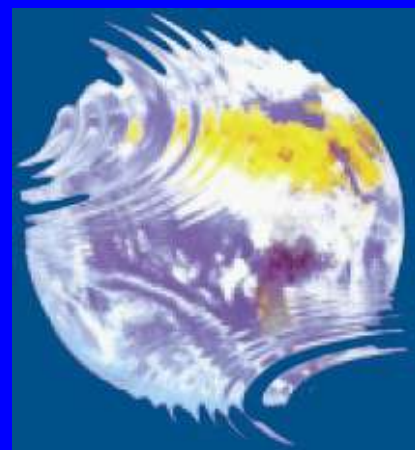




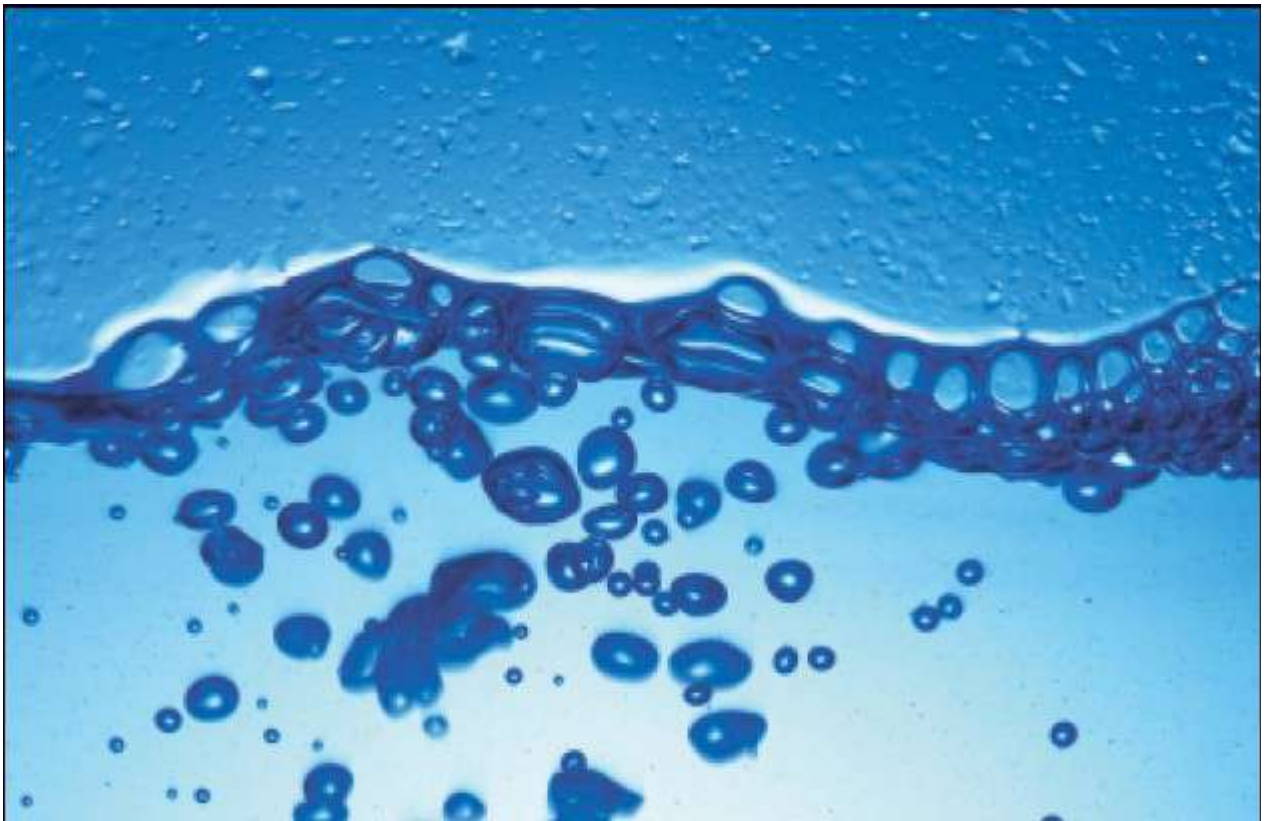
SNF

***Manufacturer
of flocculants
and coagulants***



SNF FLOERGER®

“The World and Water”



SNF is the world's largest manufacturer of organic coagulants and flocculants for water treatment.



TO ASSERT :

Specific manufacturing :

- Organic coagulants
- Organic flocculants
- Superabsorbants

Specialized personnel :

3 650 employees throughout the world :

- 2 500 in production
- 150 people in research and development
- 150 people in engineering

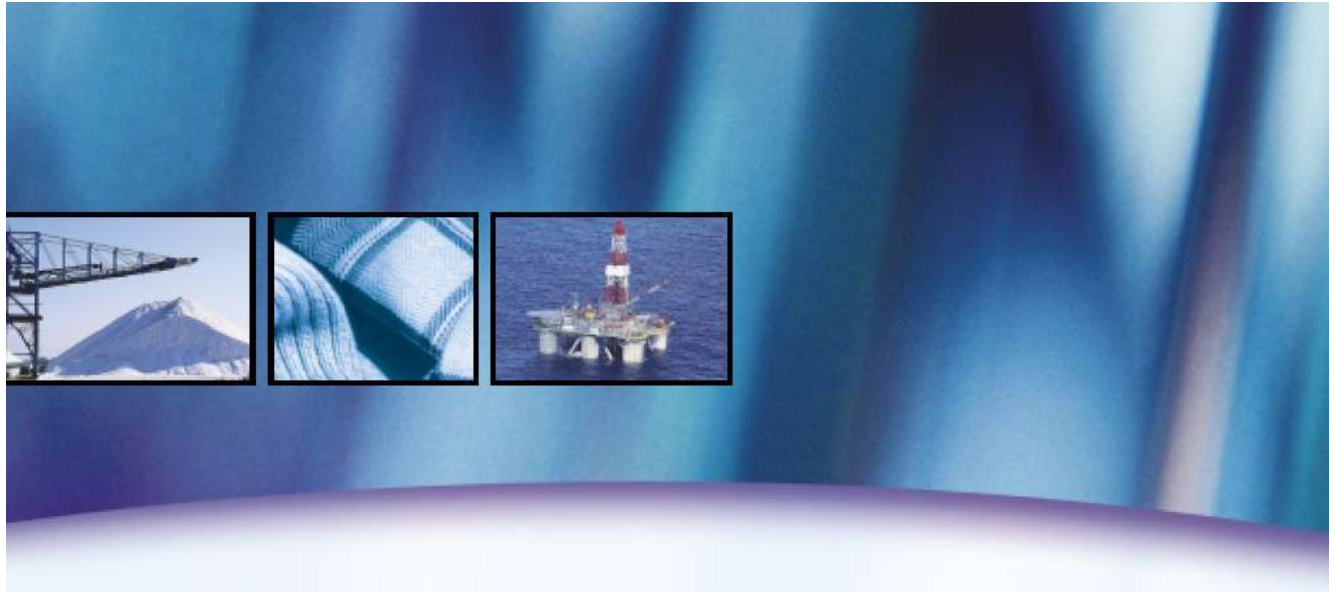
Widely spread investments :

- 22 manufacturing sites
- 60 subsidiaries and sales affiliates
- a network of more than 1000 distributors and partners
- 2 manufacturing sites in project
- 3 equipment manufacture and sales affiliates (**FLOQUIP**)

A strong presence in the market place :

- 1.8 billion euros (2.2 billion dollars) in sales
- 43% of the world's market share
- more than 30,000 direct customers
- the products are applied by more than 300,000 final users worldwide
- sales in 130 countries

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TO ANTICIPATE :

- ✓ Concentrate on the core business
- ✓ Supply worldwide
- ✓ Maintain a high quality of products and services
- ✓ Reinvest to maintain growth

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Quality / Environnement / Safety

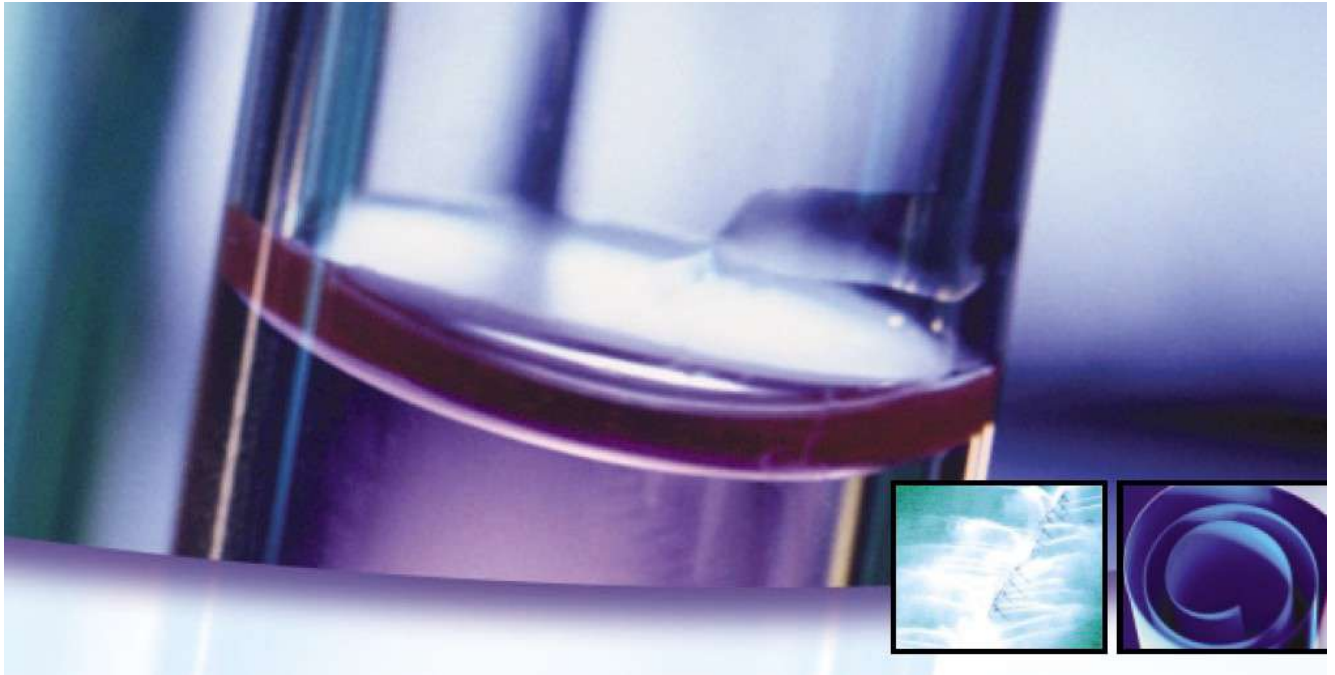
- ISO 9001-2000 Quality Assurance
- ISO 14001 Environnement
- SMS Safety Management System
- “Engagement de progrès”
- Responsible Care

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Regulatory presence

- L'Union des Industries Chimiques(UIC)
- The Polyelectrolyte Producers Group (PPG)
- The Acrylamide Monomer Producers Association (EDANA)
- The American Chemistry Council (ACC)
- The North American Polyelectrolyte Producers Association (NAPPA)
- The Cosmetic, Topiletry and Fragrance Association (CTFA)
- The Institute for Polyacrylate Absorbents (IPA)

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TO GROW :

A growing market :

- An average growth exceeding 10% pa over the past 5 years
- A growth backed by investments corresponding to 8% of the annual turnover
- New affiliates and production sites in Asia, Australia, South America and South Africa
- A specialized range that is continually expanding
- Downstream development in all product applications
- Continuously improved integration of raw-material production with new manufacturing plants and processes

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New processes :

Acrylamide

- Enzymatically produced acrylamide patented in France in 1974 and developed in Japan.
- 240 000 tonnes capacity i.e. more than half of the world capacity.

Cationic “QUAT” monomers

- 90 000 tonnes capacity i.e. more than half of the world capacity.

TO BE LOCAL :

- ✓ *The high rate of investment policy continuously sustained by **SNF** since the beginning has paid off.*
- ✓ *The **SNF** group now has a strong and stable industrial presence on three continents.*
- ✓ *With a polyacrylamide production capacity exceeding 240 000 tonnes per annum, **SNF** is now the largest manufacturer of water soluble polymers in the world.*

SNF AMERICAS, NORTH & SOUTH

12 PRODUCTION SITES

- EMERILLON (Trois Rivières, CANADA)
- SECODYNE, Dolton Plant (Dolton, SUA)
- POLYPURE, Long View Plant (Logview, SUA)
- POLYPURE, Los Angeles Plant (Los Angeles, SUA)
- PEARL RIVER POLYMERS (Pearl River, SUA)
- POLYPURE, Bay Point Plant (Pittsburg, SUA)
- POLYCHEMIE (Port Bienville, SUA)
- CHEMTALL (Riceboro, SUA)
- NCF (Riceboro, SUA)
- FLOCRYL (Riceboro, SUA)
- TAYLOR CHEMICAL (Taylor, SUA)
- AXCHEM (Wayne, SUA)

6 SALES AFFILIATES

- SNF DO BRASIL LTDA (Guarulhos, BRAZILIA)
- SNF CANADA (Toronto, CANADA)
- SNF INC (Riceboro, SUA)
- POLYDINE (Riceboro, SUA)
- SNF FLOERGER DE MEXICO (Mexico, MEXIC)
- SNF DE VENEZUELA CA (Maracaibo, VENEZUELA)

SNF SOUTH AFRICA

1 SALES OFFICE

- SNF SOUTH AFRICA (Durban, AFRICA DE SUD)

SNF EUROPE

2 PRODUCTION SITES

- SNF SA (Andrezieux, FRANTA)
- SNF SA (St. Avold, FRANTA)

1 PROJECT

- BALTREAGENT ZAO (Tosno, RUSIA)

16 SALES AFFILIATES

- SNF BULGARIA EOOD (Sofia, BULGARIA)
- SNF FINLAND (Helsinki, FINLANDA)
- SNF SA (Andrezieux, FRANTA)
- SNF HONGRIE KFT (Tatabanya, UNGARIA)
- SNF ACQUEITALIA SPA (Varedo, ITALIA)
- SNF NORDIC AS (Kolbotn, NORVEGIA)
- KORONA JV SP ZOO (Varsovia, POLONIA)
- SNF AMBIENTAGUA (Santo-Tirso, PORTUGALIA)
- SNF (UK) LTD (Castleford, MAREA BRITANIE)
- SNF MOSCOU (000 SNF SA) (Moscova, RUSIA)
- SOKOFLOK SLOVAKIA SRO (Presov, SLOVACIA)
- SNF NORDIC SWEDEN (Svaneholm, SUECIA)
- FLONEX AG (Sisscach, ELVETIA)
- SOKOFLOK SRO (Skolov, CEHIA)
- SNF FLOERGER TURKEY (Istanbul, TURCIA)
- FLOCHEM INDUSTRIES (Bucuresti, ROMANIA)

SNF ASIA PACIFIC

5 PRODUCTIONS SITES

- SNF CHINA FLOCCULANT CO LTD (Taixing, CHINA)
- EYANG CHEMICAL CO LTD (Ulsan, COREEA DE SUD)
- SNF (INDIA) PVT LTD (Hyderabad, INDIA)
- PT SNF FLORINDO (Pencatama, INDONEZIA)
- SNF (AUSTRALIE) PTY LTD (Lara, AUSTRALIA)

1 PROJECT

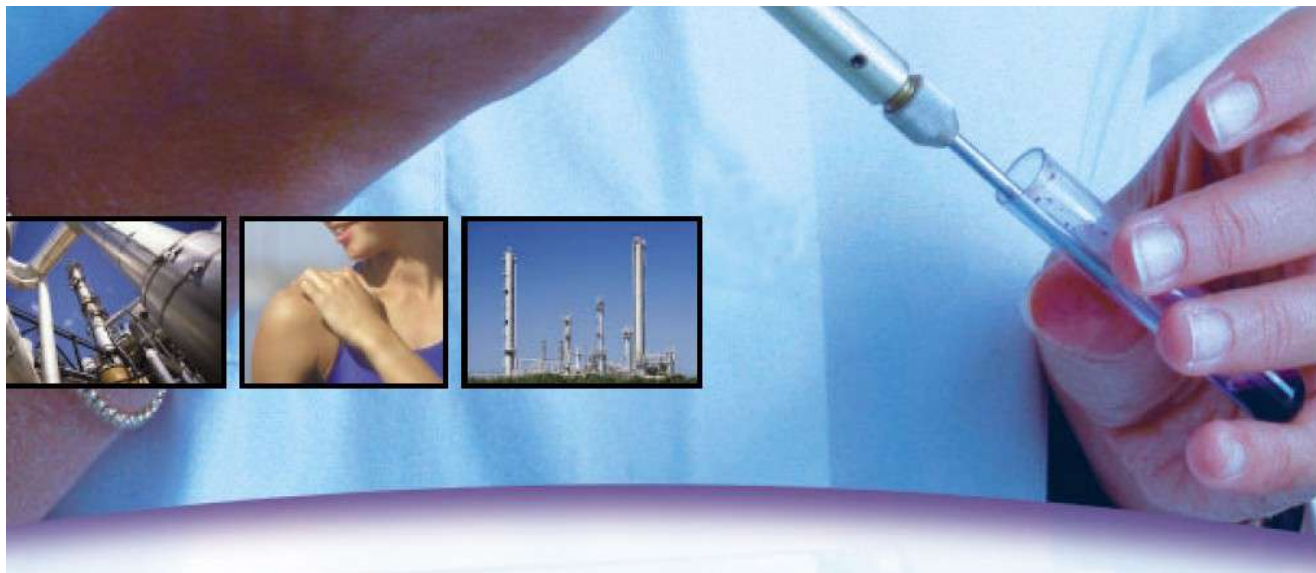
- SNF (INDIA) PVT LTD (Vizag, INDIA)

1 LICENCE

- DPAB (Daqing, CHINA)

12 SALES AFFILIATES

- BZF, Beijing Office (Beijing, CHINA)
- BZF, Guangzhou Office (Guangzhou, CHINA)
- BZF, Shanghai Office (Shanghai, CHINA)
- EYANG CHEMICAL CO LTD (Seoul, COREEA DE SUD)
- SNF (INDIA) PVT LTD (Hyderabad, INDIA)
- PT SNF FLORINDO (Jakarta, INDONEZIA)
- SNF JAPAN PTE LTD (Tokyo, JAPONIA)
- SNF PHILIPPINES (Muntinlupa, FILIPINE)
- FLOERGER SEA PTE LTD (Singapore, SINGAPORE)
- KF – SNF CO LTD (Taipei, TAIWAN)
- SNF THAILAND (Bangkok, TAILANDA)
- SNF (AUSTRALIE) PTY LTD (Lara, AUSTRALIA)



TO MANUFACTURE :

- 800 products for water treatment
- 200 products for other applications

Polyacrylamides

- Anionic *powders, beads, emulsions, liquids*
- Cationic *powders, beads, emulsions, liquids, dispersions*
- Non ionic *powders, beads, emulsions, liquids*
- Amphoteric *powders, emulsions, dispersions, solutions*
- Hydrophobic *emulsions*
- Structured polymers

Superabsorbants

- Polyacrylate *powders*
- Polyacrylamide *powders, emulsions*

Polyamines

- Linear *liquids*
- Structured *liquids*

PolyDADMAC

- Low molecular weight *liquids*
- High molecular weight *liquids, beads*

Dicyandiamides Resins

- High molecular weight *solutions*

Monomers

- Acrylamide
- N-Methylolacrylamide
- Methylene bis acrylamide



TO USE :

Polyacrylamides

- Water Treatment
- Paper
- Oil

- Mining
- Agriculture
- Textile
- Cosmetics

Superabsorbants

- Hygiene
- Agriculture

Polyamines

- Water Treatment
- Latex

PolyDAMAC

- Water Treatment
- Cosmetics

Dicyandiamides Resins

- Water Treatment
- Paper
- Textile

**

New Applications

- Leather
- Plaster and Cement

- Flocculants, **FLOPAM**
- Retention / Drainage / Dry and Wet Strength, **FLOBIND, FLORET, FLOSTRENGTH**
- EOR / Water Shut-off / Drag Reduction / Drilling Muds, **FLOPAM, FLODRILL, FLOPERM**
- Thickeners / Leachate Treatment, **FLOMIN**
- Soil Conditioners
- Thickeners / Softener Additives, **FLOPRINT, FLOSOFT**
- Conditioners / Thickeners, **FLOCARE**

- Diapers, **FLOSORB**
- Water Retention, **AQUASORB**

- Drinking Water Production, **FLOQUAT**
- Coagulants, **FLOQUAT**

- Drinking Water Production, **FLOQUAT**
- Conditioners, **FLOCARE**

- Coagulants / Removal of Color, **FLOQUAT**
- Coagulants / Fixing Agents, **FLOQUAT**
- Fixing agents, **FLOFIX**

- Superabsorbants for Skin Drying, **AQUASORB**

- Superplasticizers,
FLOSET



TO CREATE :

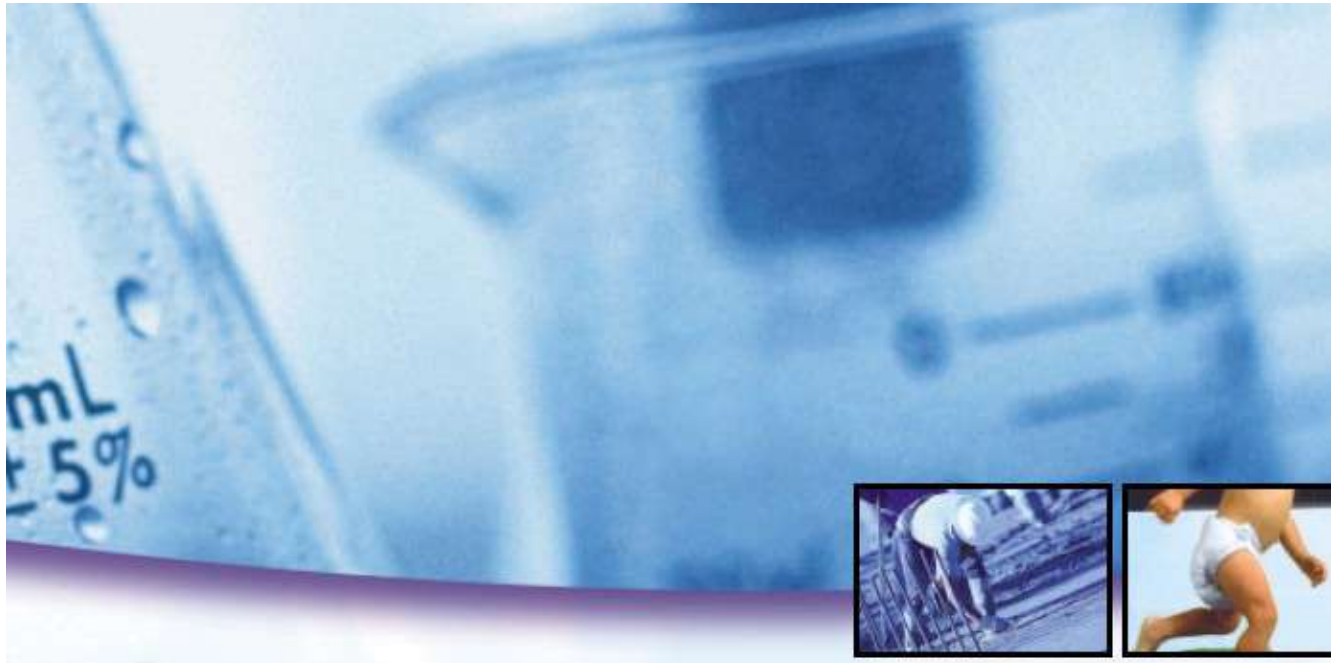
Research and Development

- A Research Centre tightly connected to production and technical assistance
- Research programs that are customer focused
- A team of 150 scientists and technicians
- More than 150 development projects annually
- A range of products and processes in constant evolution
- A diversification of the applications based on our core chemistry
- Application laboratories created around our customers businesses

SNF has a wide product range of more than 1000 references and introduces around 100 new products every year thanks to a continued investment in research and development.

Sales teams

- A technically trained sales force
- A permanent feed-back from the field
- Joint R&D programs developed with key players in the markets



TO SERVE :

Technical teams

- A technical assistance team with years of experience
- An application technical database developed in house
- Custom tailored training sessions for users, distributors and sales people
- An international network of people with varied experience

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International customer service

- A flexible customer service software developed in-house
- Follow-up of the order via Internet
- A network of production facilities across the globe

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