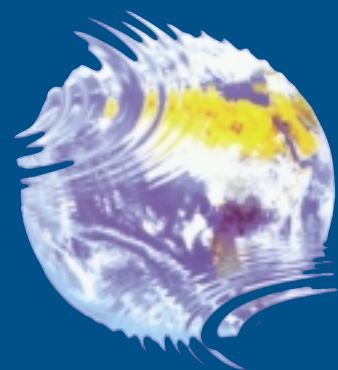


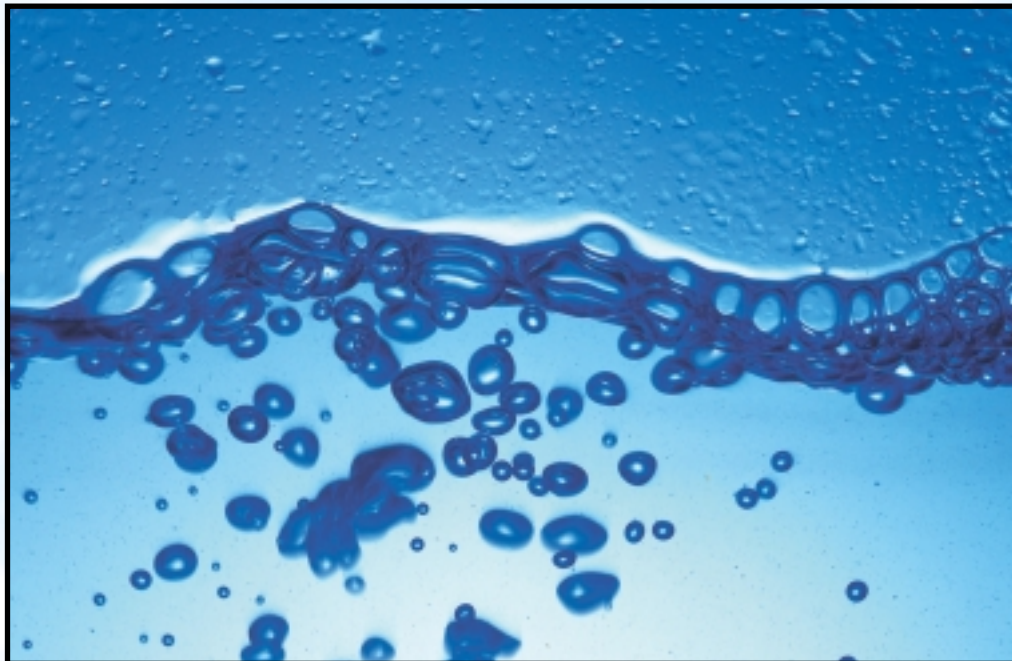


*SNF
Manufacturer
of flocculants
and coagulants*



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 :

- 1700 people in the world. 1000 in production
- 50 people in research and development
- 30 people in engineering

■ Widely spread investments :

- 19 manufacturing sites
- 34 sales affiliates
- 2 manufacturing sites in project
- 3 equipment manufacture and sales affiliates (Floquip)

■ A strong presence in the market place :

- 610 million euros in sales
- 35% of the world's market share
- 140 000 end-users
- Sales in 130 countries



■ TO ANTICIPATE

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

■ Quality / Environnement / Safety

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

■ 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)



■ 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

■ New processes

Acrylamide

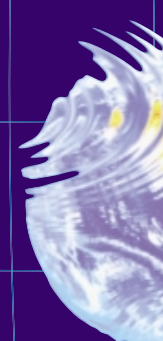
Enzymatically produced acrylamide patented in France in 1974 and developed in Japan.
140 000 tonnes capacity i.e. more than half of the world capacity.

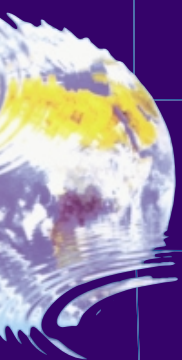
Cationic “QUAT” monomers

48 000 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 200 000 tonnes per annum, SNF is now the largest manufacturer of water soluble polymers in the world.





■ 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

*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*

■ Superabsorbants

- Hygiene
- Agriculture

*Diapers, FLOSORB
Water Retention, AQUASORB*

■ Polyamines

- Water Treatment
- Latex

*Drinking Water Production, FLOQUAT
Coagulants, FLOQUAT*

■ PolyDAMAC

- Water Treatment
- Cosmetics

*Drinking Water Production, FLOQUAT
Conditioners, FLOCARE*

■ Dicyandiamides Resins

- Water Treatment
- Paper
- Textile

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

■ New Applications

- Leather
- Plaster and Cement

*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 50 research chemists
- 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

■ 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

■ 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

- Licence
- Production Site
- Plant in Project
- Sales affiliate

SNF AMERICAS, NORTH AND SOUTH

● Twelve production sites

- . EMERILLON (Trois Rivières, CANADA)
- . SECODYNE, Dolton Plant (Dolton, USA)
- . POLYPURE, Long View Plant (Longview, USA)
- . POLYPURE, Los Angeles Plant (Los Angeles, USA)
- . PEARL RIVER POLYMERS, (Pearl River, USA)
- . POLYPURE, Bay Point Plant (Pittsburg, USA)

- . POLYCHEMIE (Port Bienville, USA)
- . CHEMTALL (Riceboro, USA)
- . NCF (Riceboro, USA)
- . FLOCRYL (Riceboro, USA)
- . TAYLOR CHEMICAL (Taylor, USA)
- . AXCHEM (Wayne, USA)

● Six sales affiliates

- . SNF DO BRASIL LTDA (Guarulho, BRASIL)
- . SNF CANADA (Toronto, CANADA)
- . SNF INC (Riceboro, USA)
- . POLYDYNE (Riceboro, USA)
- . SNF FLOERGER DE MEXICO (Mexico, MEXICO)
- . SNF DE VENEZUELA CA (Maracaibo, VENEZUELA)

SNF SOUTH AFRICA

● One sales office

- . SNF SOUTH AFRICA (Durban, SOUTH AFRICA)

SNF EUROPE

● Two production sites

- . SNF SA (Andrézieux, FRANCE)
- . SNF SA (St-Avold, FRANCE)

● One project

- . BALTREAGENT ZAO (Tosno, RUSSIA)

● Fifteen sales affiliates

- . SNF BULGARIA EOOD (Sofia, BULGARIA)
- . SNF FINLAND (Helsinki, FINLAND)
- . SNF SA (Andrézieux, FRANCE)
- . SNF HONGRIE KFT (Tatabanya, HUNGARY)
- . SNF ACQUE ITALIA SPA (Varedo, ITALY)
- . SNF NORDIC AS (Kolbotn, NORWAY)
- . KORONA JV SP ZOO (Warsaw, POLAND)
- . SNF AMBIENTAGUA (Santo-Tirso, PORTUGAL)
- . SNF (UK) LTD (Castleford, UK)
- . SNF MOSCOU (000 SNF SA) (Moscow, RUSSIA)
- . SOKOFLOK SLOVAKIA SRO (Presov, SLOVAKIA)
- . SNF NORDIC SWEDEN (Svaneholm, SWEDEN)
- . FLONEX AG (Sissach, SWITZERLAND)
- . SOKOFLOK SRO (Sokolov, CZECH)
- . SNF FLOERGER TURKEY (Istanbul, TURKEY)

Svaneholm
Helsinki
TOSNO
Moscow
Warsaw
Presov
Tatabanya
Sofia
Varedo
Istanbul

● DAQING

SNF ASIA PACIFIC

● Five production sites

- . SNF (CHINA) FLOCCULANT CO LTD (Taixing, CHINA)
- . EYANG CHEMICAL CO LTD (Ulsan, SOUTH KOREA)
- . SNF (INDIA) PVT LTD (Hyderabad, INDIA)
- . PT SNF FLORINDO (Pencatama, INDONESIA)
- . SNF (AUSTRALIE) PTY LTD, (Lara, AUSTRALIA)

● One project

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

● One licence

- . DPAB (Daqing, CHINA)

● Twelve sales affiliates

- . BZF, Beijing Office (Beijing, CHINA)
- . BZF, Guangzhou Office (Guangzhou, CHINA)
- . BZF, Shanghai Office (Shanghai, CHINA)
- . EYANG CHEMICAL CO LTD (Seoul, SOUTH KOREA)
- . SNF (INDIA) PVT LTD (Hyderabad, INDIA)
- . PT SNF FLORINDO (Jakarta, INDONESIA)
- . SNF JAPAN PTE LTD (Tokyo, JAPAN)
- . SNF PHILIPPINES (Muntinlupa City, PHILIPPINES)
- . FLOERGER SEA PTE LTD (Singapore, SINGAPORE)
- . KF- SNF CO LTD (Taipei, TAIWAN)
- . SNF THAILAND (Bangkok, THAILAND)
- . SNF (AUSTRALIA) PTY LTD (Lara, AUSTRALIA)

HYDERABAD

VIZAG

Bangkok

PENCATAMA

Jakarta

Singapore

Guang Zhou

TAIXING
Shanghai

ULSAN

Beijing

Seoul

Tokyo

Taipei

Manilla

Lara



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SNF FLOERGER
ZAC de Milieux
42163 Andrézieux Cedex - FRANCE
Tel: + 33 (0)4 77 36 86 00
Fax: + 33 (0)4 77 36 86 96
floerger@snf.fr



GUTENBERG ON LINE REGIONS - Tél. 04 77 42 35 00 / 12 - 2002