

# Discover OXO Segment



[Oxoplast.com](http://Oxoplast.com)



Grupa Azoty

# We are a part of Grupa Azoty

## Grupa Azoty Police

- Multicomponent fertilizers (NPK, NP)
- Nitrogen fertilizers (Urea)
- Nitrogen fertilizers with sulphur (AS)
- Titanium Oxide

## Grupa Azoty ATT Polymers

- Construction Plastics (PA6)

## Grupa Azoty ZAK S.A.

- Nitrogen fertilizers (AN, CAN, UAN, Urea)
- Nitrogen fertilizers with sulphur (CAN+S)
- OXO alcohols
- Plasticizers
- Aldehydes

## Zakłady Azotowe Chorzów S.A.

- Multicomponent fertilizers (NPK)
- Stearin

## NAVITRANS sp. z o.o.

- Logistics

## Bałtycka Baza Masowa sp. z o.o.

- Logistics

## GZNF Fosfory

- Multicomponent fertilizers

## Grupa Azoty Puławy

- Nitrogen fertilizers (AN, UAN, Urea)
- Melamine
- Caprolactam

## Kopalnie i Zakłady Chemiczne

### Siarki „Siarkopol” S.A.

- Sulphur based products

## Grupa Azoty S.A.

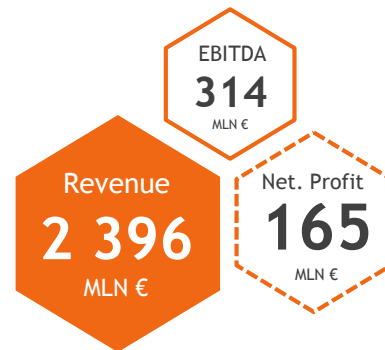
- Construction plastics (PA6, POM, compounds)
- Caprolactam
- Nitrogen fertilizers (AN, CAN)
- Nitrogen fertilizers with sulphur (ASN, AS)



## Grupa Azoty at a glance



- One of major European chemical producer
- No 1 in fertilizers, polyamide, OXO products, melamine, titanium white in Poland
- No 2 in mineral fertilizers in the EU
- No 3 in compound fertilizers in the EU
- Growth in scale through M&A activity
- Balanced geographical presence
- Stable financial position
- Experienced management team
- Listed on Warsaw Stock Exchange since 2008
- Continued presence in the Respect Index
- Presence in the MSCI Indices



## Grupa Azoty core business (revenue)



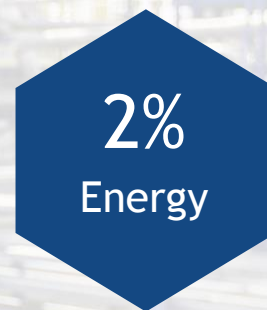
Fertilizers, ammonia  
mining: sulphur,  
phosphate rock



Polyamida  
Caprolactam



Plasticizers, OXO alcohols,  
aldehydes, melamine, urea  
technical grade, pigments



Electricity  
and heat



Laboratory services,  
catalysts, others



Grupa Azoty  
ZAK S.A.  
at a glance

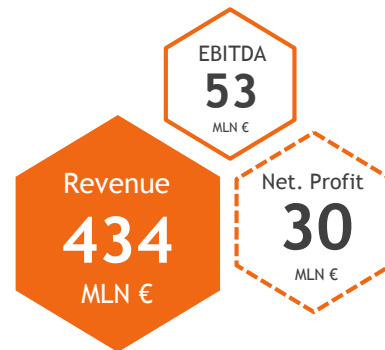
  
**GRUPA  
AZOTY**

Grupa Azoty ZAK S.A.



Grupa Azoty ZAK S.A. - 67 years of tradition, experience and an established position on the market. The Company's products are geared towards the following sectors of the economy: agriculture, the construction industry, chemical processing, and the plastics industry

- 1948 - Establishment of the Company
- 1992 - The Company becomes wholly owned by the State Treasury
- 2005 - Transfer of 80 % of Company shares to Nafta Polska SA
- 2010 - Azoty Tarnów Capital Group set up
- 2011 - Change of the Company's name to: Grupa Azoty ZAK S.A.



# Grupa Azoty ZAK S.A. core business (revenue)



AN, CAN, UAN,  
urea, other



Plasticizers,  
OXO alcohols,  
aldehydes



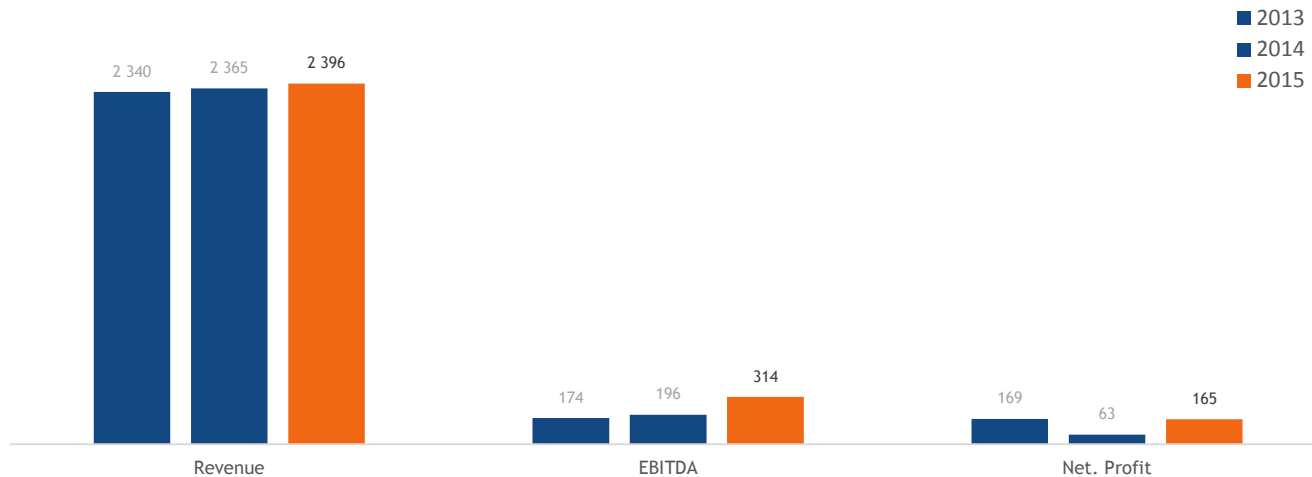
Laboratory  
Services,  
others



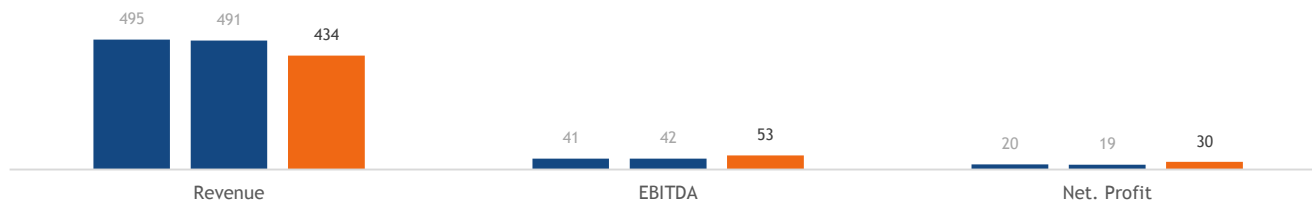


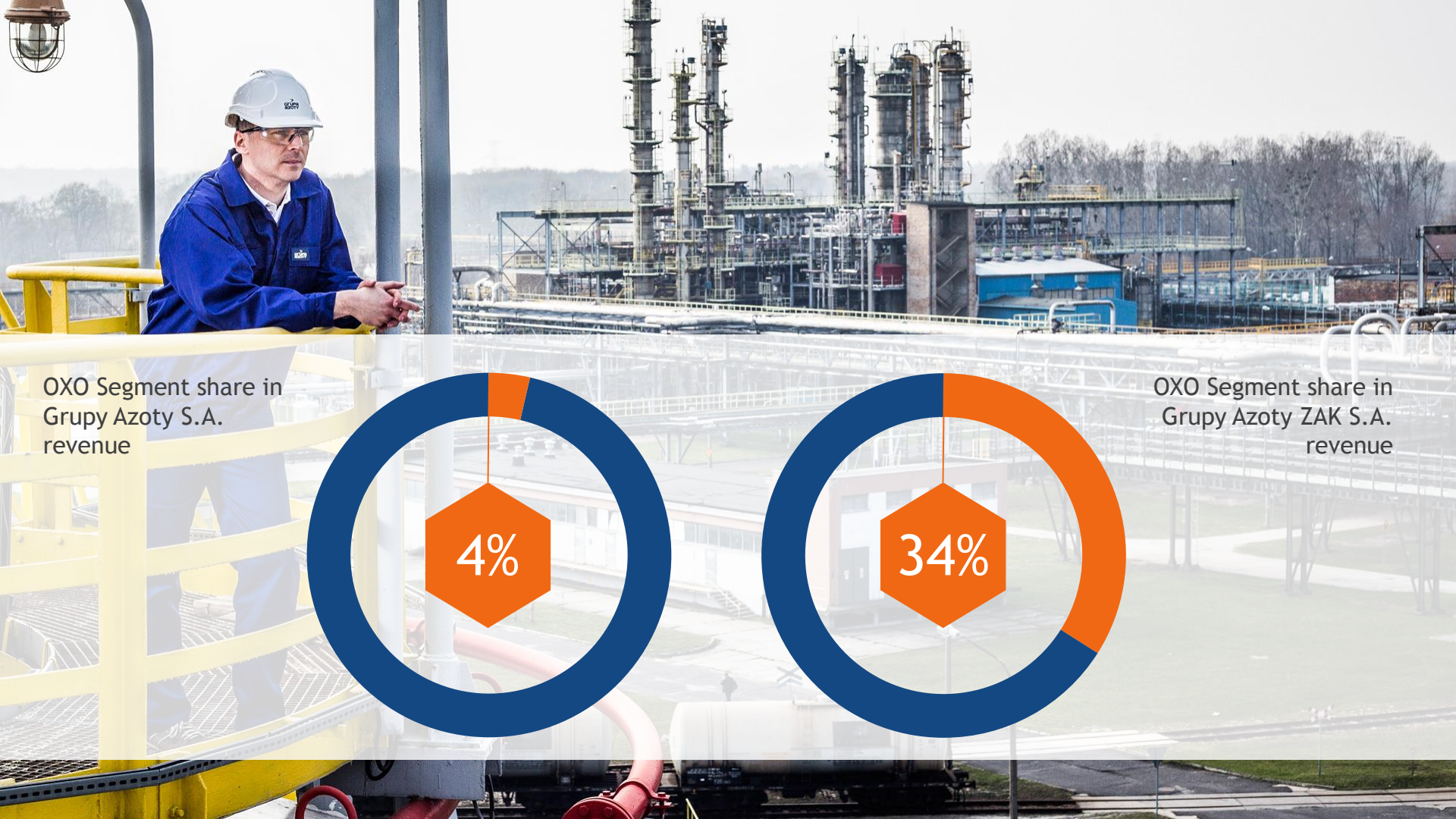
## Financial results

### Grupa Azoty S.A. Consolidated financial results [MLN €]

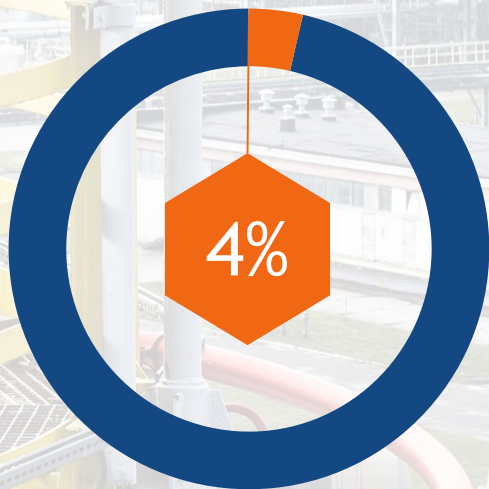


### Grupa Azoty ZAK S.A. Consolidated financial results [MLN €]

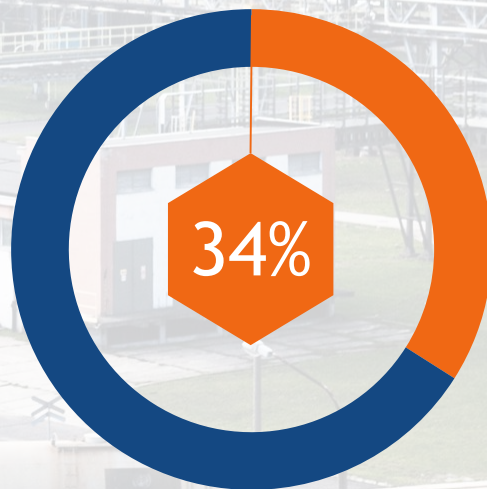




OXO Segment share in  
Grupy Azoty S.A.  
revenue



OXO Segment share in  
Grupy Azoty ZAK S.A.  
revenue





# Discover **OXO** Segment

Discover the technology of tomorrow  
based on years of experience.  
Meet our OXO products.  
Choose trusted solution.



СІЛУРА  
БІЗНОС

The image shows an industrial facility under a clear blue sky. On the left, a large building with a corrugated metal facade features the company name 'СІЛУРА БІЗНОС' in blue, three-dimensional letters. To the right of the building is a complex structure of metal walkways and stairs with yellow railings. In the foreground on the right, a tall, cylindrical industrial distillation column is visible, with a sun flare effect behind it.



# OXO segment

## Mission / Vision

### **Mission of OXO segment**

To deliver chemical products meeting customers needs.

### **Vision of OXO segment**

We will become leading player in our industry. Our company will be a first choice supplier for the customer. We will achieve a highest value addend factor in our industry regardless of economic situation.

### **Strategic aim**

Growth of sales and margins through market development, expanding port folio and product placement.

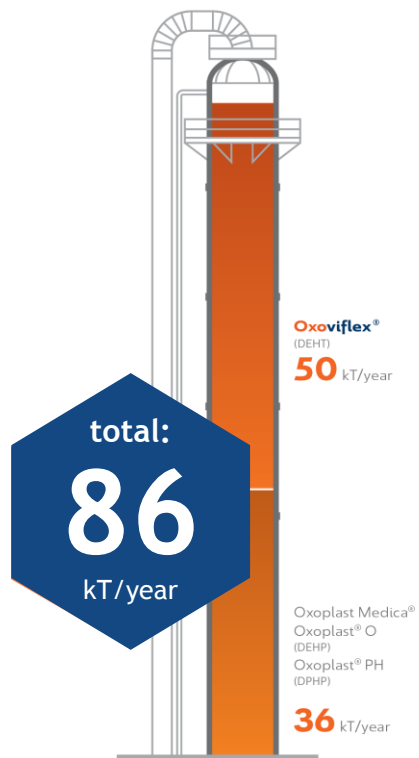
### **Activities**

To introduce new generation plasticizers. To lengthen value chains. To perfect customer services employing innovative logistics solutions. To utilize new perspective market segments and markets. To optimize production and storage costs.

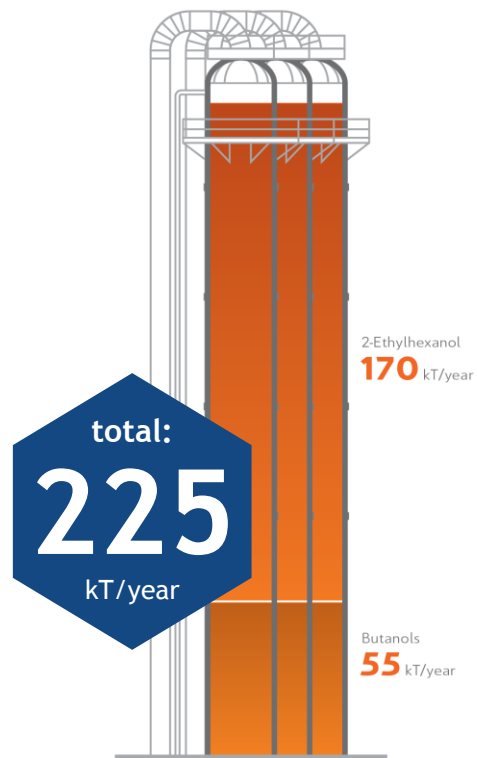


## OXO segment main capacities

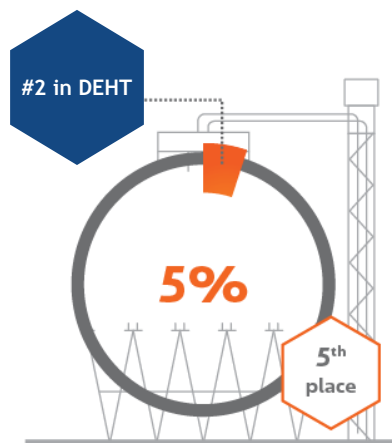
### Plasticizers



### OXO alcohols



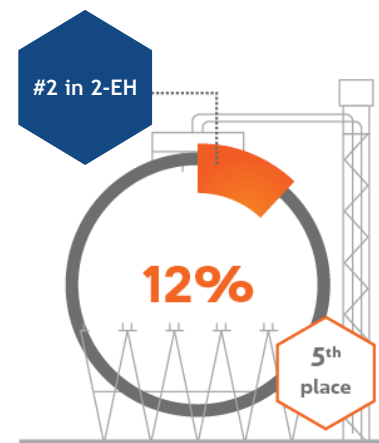
## Plasticizers



with reference to DEHT, DINCH, DINP, DPHP capacity

- Our experience in plasticizers dates back to **1954**
- We utilize two separate plants
- Our new **Oxoviflex®** plant places us within top three general purpose non-phthalate plasticizers producers in Europe
- We do not erase the past - we still offer **DEHP** - produced at our facility since **1963**
- Yet we invest in future - **specialty esters, and other OXO derivatives**

## OXO alcohols



with reference to 2-EH and Butanols

- We've been producing OXO alcohols since **1986**
- Our plant was modernised in **1998** and is one of the most modern in Europe
- Apart from OXO alcohols we supply their precursors i.e. **n-butyraldehyde & isobutyraldehyde**
- We serve customers globally

Market share in European Union

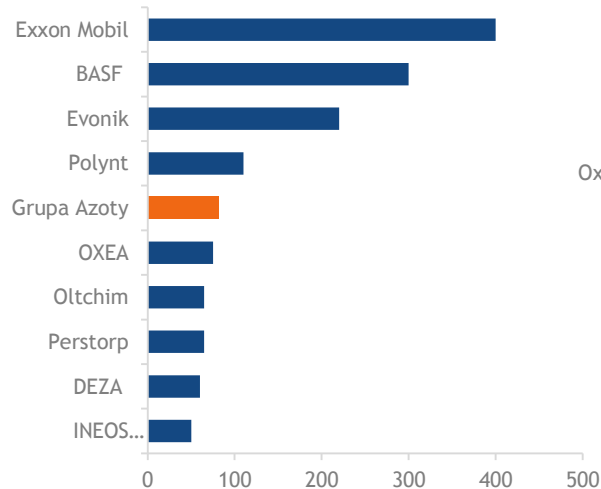
# OXO Segment Production proces



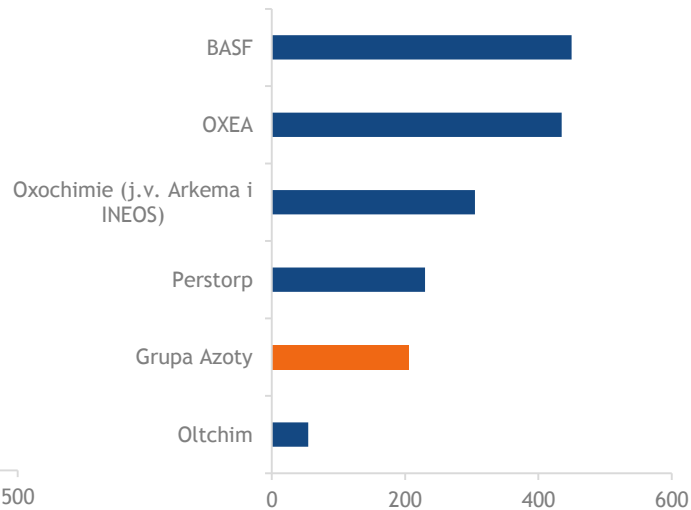


Grupa Azoty  
ZAK S.A. among  
European leaders

## Plasticizers



## OXO alcohols



Plasticizers - capacities of phthalate plasticisers and terephthalate plasticisers

Oxo alcohols - capacities of 2-EH, N-butanol, isobutanol

Source: Plasticizers Alcohols 2013 and Plasticizers (UE) 2013 - CEH

# OXO Segment Product portfolio





Oxoviflex®  
innovative  
and safe solution  
for the future

Oxoviflex® is our response to growing interest in pure non-phthalate plasticizers for PVC processing. Oxoviflex® formulation is based on our 2-EH OXO alcohol and PTA which is also used in PET bottles manufacturing.

Oxoviflex® is innovative, non-phthalate PVC plasticizer which can be used also in food contact applications and child toys. [Find more about Oxoviflex® on our website.](#)

# Oxoviflex®



- ✓ Ecological profile = not classified
- ✓ No legal restrictions and limitations
- ✓ Safety





On Wednesday  
29th April, 2015 we  
have officially  
launched Oxoviflex®  
Plant

Oxoviflex™

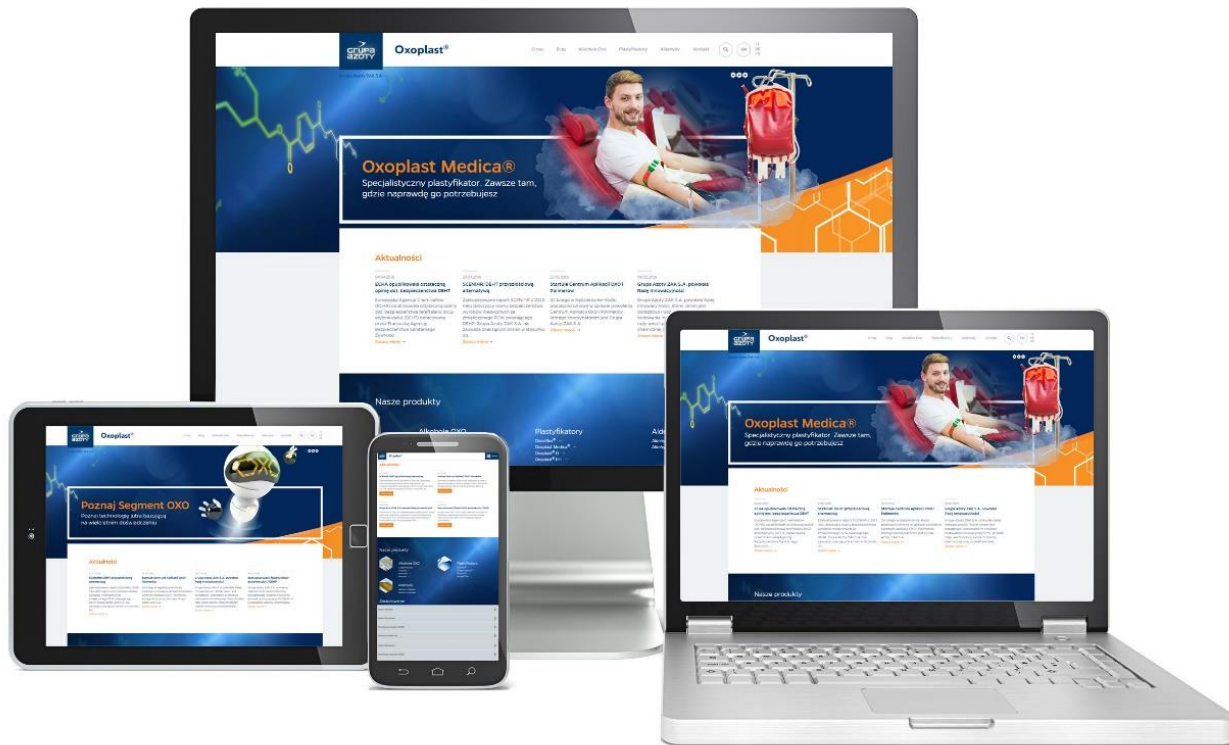
GRUPA  
AZOTY  
Grupa Azoty ZAK S.A.

30 years  
OXO  
PHTHALATE  
FREE  
ZAK  
QUALITY



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For more visit [Oxoplast.com](http://Oxoplast.com), and read our [blog](#)





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# Thank you for attention



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AZOTY**

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