

# OXO Segment



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

Kędzierzyn-Koźle, Poland, June 2019

GRUPA  
AZOTY



Grupa Azoty S.A.

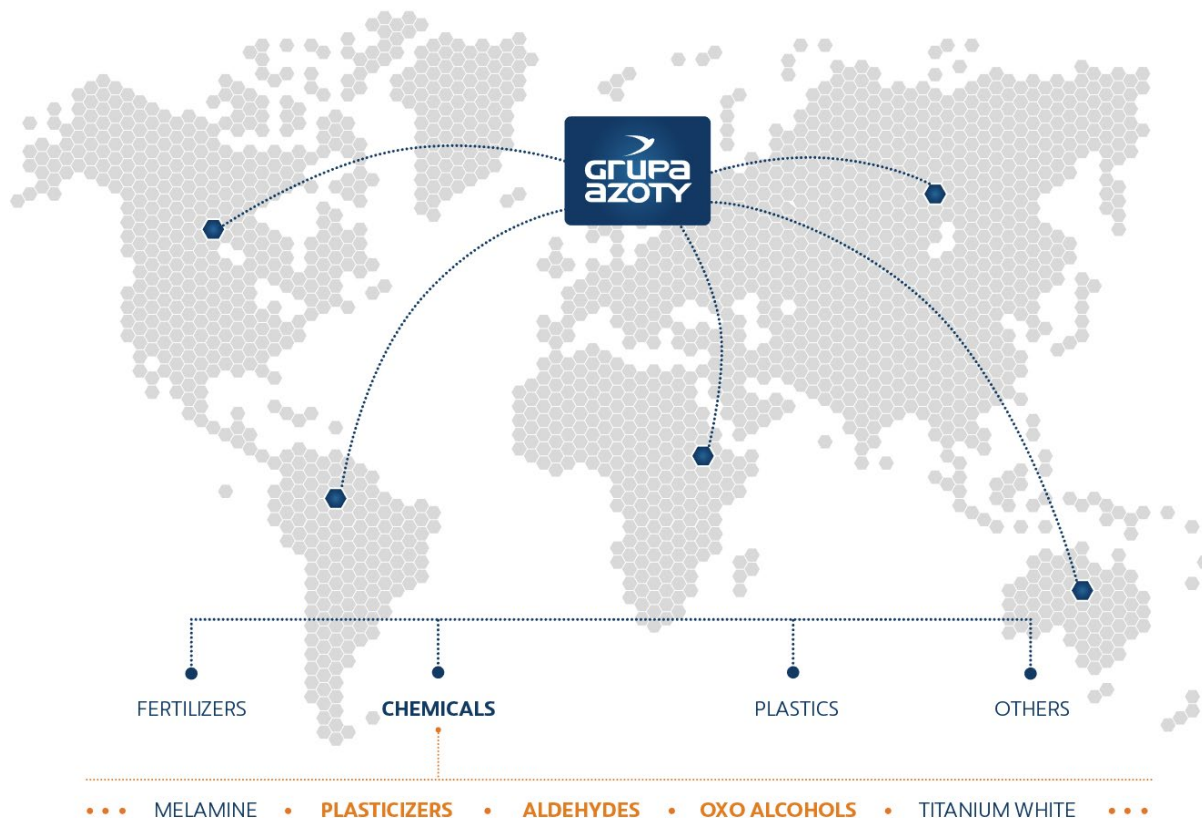
**ZAK**  
QUALITY

PLASTICIZERS  
SINCE 1954

OXO ALCOHOLS  
SINCE 1986

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# We are a part of Grupa Azoty



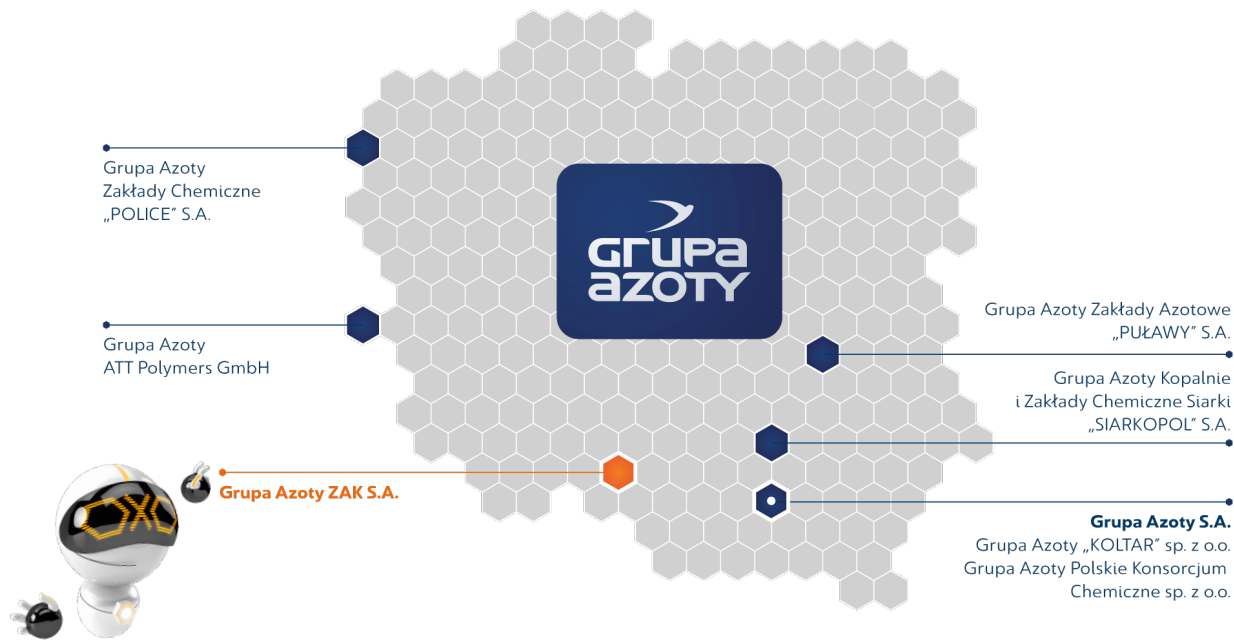


Grupa Azoty S.A.



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# Grupa Azoty's main facilities

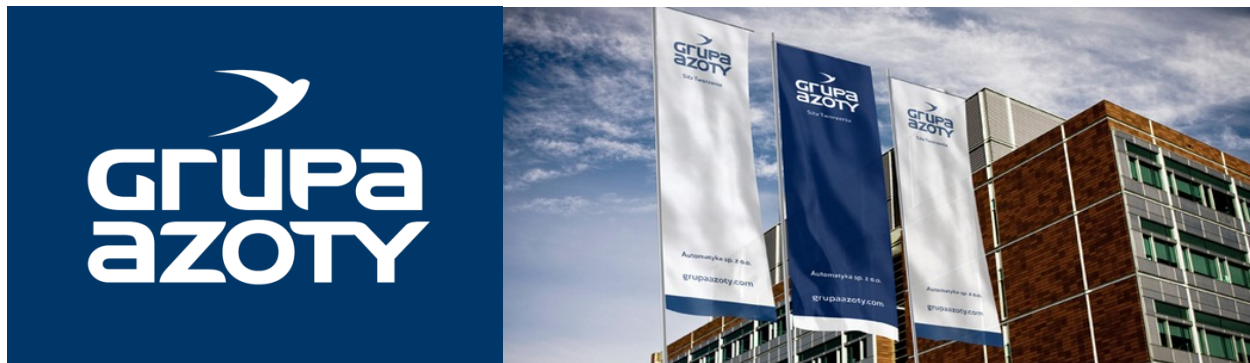




## Grupa Azoty S.A. at a glance



Oxoplast.com



- 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
- Growth in scale through M&A activity
- Stable financial position
- Experienced management team
- Listed on Warsaw Stock Exchange since 2008
- Continued presence in the Respect Index
- Presence in the MSCI Indices



2018 financial results, 1€ = 4,2341 PLN





## Grupa Azoty core business (revenue)

49%

Fertilizers

AN, CAN, NPK, AS,  
ASN, RSM, urea,  
amonia

16%

Plastics

Polyamid,  
caprolactam

31%

Chemicals

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

2%

Energy

Electricity  
and heat

2%

Others

Laboratory services,  
catalysts, others

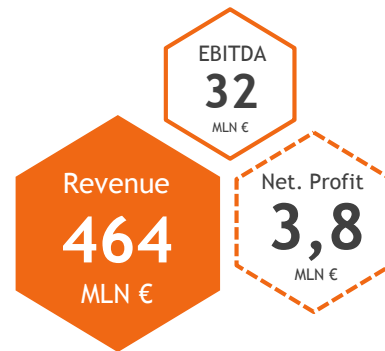


Grupa Azoty  
ZAK S.A  
at a glance

  
**GRUPA  
azoty**



Grupa Azoty ZAK S.A. is a manufacturer of nitrogen fertilizers with exceptional seeding parameters, oxo alcohols and plasticizers, including the first Polish non-phthalate plasticizer. Products from Kędzierzyn, such as ZAKsan®, Salmag®, RSM®, Oxoviflex® and NOXY® are used in many sectors of the economy: agriculture, construction, chemical processing, plastics and automotive industry. The company has its own heat and power plant, inland port and provides specialist laboratory services. It is the owner and main sponsor of the ZAKSA Kędzierzyn-Koźle volleyball club.





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



AN, CAN, UAN,  
urea, other



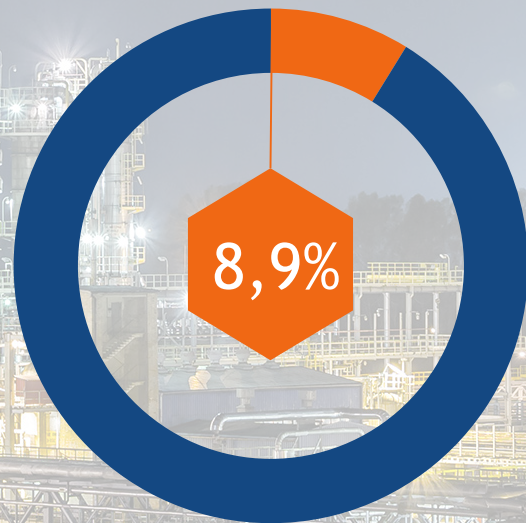
Plasticizers,  
OXO alcohols,  
aldehydes



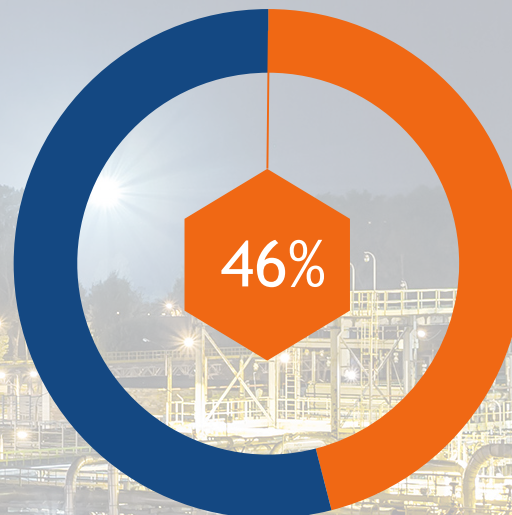
Laboratory  
services,  
others



OXO Segment share in  
Grupy Azoty S.A.  
revenue



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





## OXO Segment

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



# OXO Segment

## Product portfolio



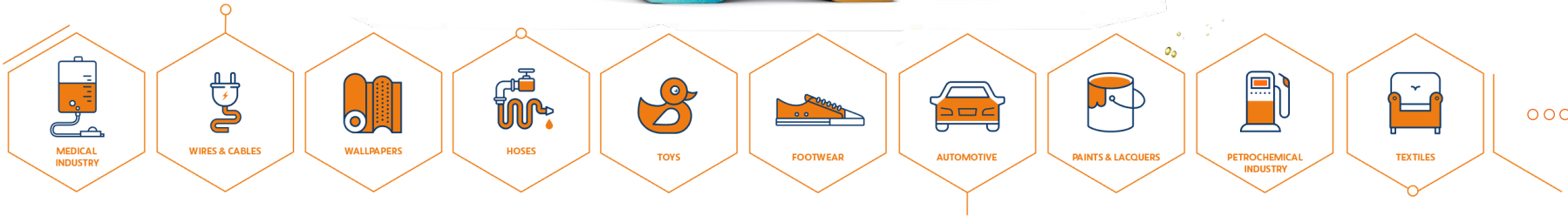


## OXO products applications

Thanks to our products everyday goods are flexible and user friendly. Guess how frequently you use them? The amount of industries they are used in is vast!



ooo



ooo





# OXO Segment

## Mission / Vision

### Mission

To deliver chemical products meeting customers needs.

### Vision

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.

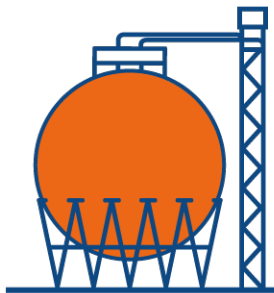
### Activities

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

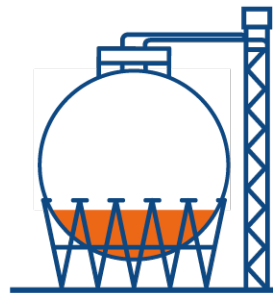
## General purpose Plasticizers



**Oxoviflex®**

**65** kT/year

## Specialty Plasticizers



**Adoflex®**  
**Oxovilen®**

**10** kT/year

TOTAL  
**75**  
kT/year

Tons of plasticizers produced since 1954



TOTAL  
**2,4**  
mln tons

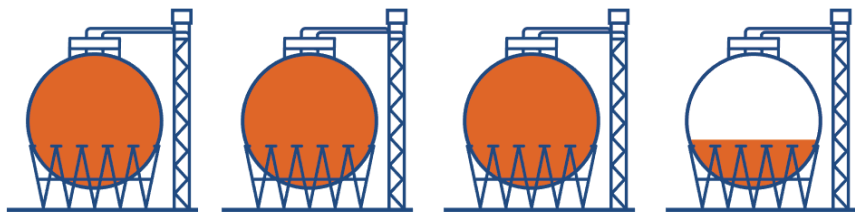




## OXO Segment main capacities

### OXO alcohols

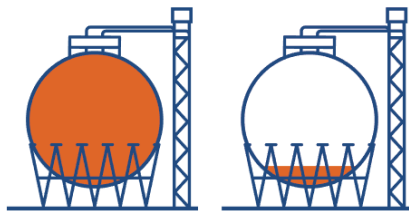
Capacities



2-Ethylhexanol

**170** kT/year

TOTAL  
**225**  
kT/year



n-Butanol  
Isobutanol  
Octyl alcohol F

**55** kT/year

Tons of OXO alcohols produced since 1986



TOTAL  
**4,74**  
mln tons





# OXO Segment

## Production proces

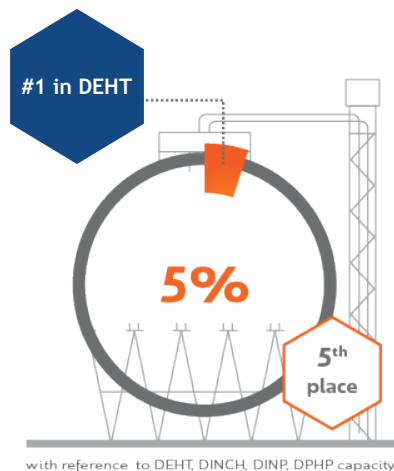




Market share in  
European Union

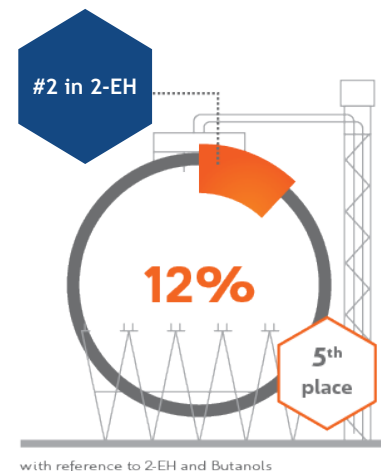


## Plasticizers



- ✓ Our experience in plasticizers dates back to **1954**
- ✓ We utilize two separate plants
- ✓ We are the largest producer of DEHT/DOTP plasticizer - Oxoviflex® in European Union
- ✓ We are expanding our products portfolio. From 2019, we are offering specialty plasticizers - **Adoflex®** and **Oxovilen®**

## OXO Alcohols



- ✓ 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



Oxoviflex®  
in response to  
growing  
requirements

General purpose  
**Plasticizers**

# Oxoviflex®



High quality standards and still growing expectations of PVC converters are reflected in OXO Segment offer. Oxoviflex® is a user friendly non-phthalate PVC plasticizer that provides high performance parameters to flexible PVC products.

Oxoviflex® can be used in food contact applications and child toys. Our product complies with the highest quality requirements of purity, including the most strict ones of the European Pharmacopoeia.

Oxoviflex® - choose innovative and trusted solution







Adoflex®  
Always where  
you need it

## Specialty Plasticizers

# Adoflex®



Adoflex® is high-quality bis(2-ethylhexyl)adipate. Due to its particularly good plasticizing properties, especially in low-temperature applications and a safe toxicological profile, it is recommended for food contact materials (in particular in the production of PVC food films).

In addition, Adoflex® is applied in the production of garden hoses, cables and coated fabrics. Depending on the application, it can be used as a main or functional plasticizer with Oxoviflex®. In addition to the processing of PVC, Adoflex® is recommended as a solvent in the cosmetics industry, plasticization of nitrocellulose, synthetic rubber and production of varnishes.





Oxovilen®  
Fast and durable

Specialty  
**Plasticizers**

**Oxovilen®**



Oxovilen® is high quality di(n-butyl)terephthalate, which features fast fusing properties, low migration and provides higher flexibility to finished products. These properties allow it to be applied in PVC flooring as a functional plasticizer with Oxoviflex®, adhesives and sealants and in the production of various inks.







### **A new research unit at Grupa Azoty ZAK S.A.**

On NOV, 26th 2018 Grupa Azoty ZAK S.A has officially launched its Application and Development Laboratory (A&D Laboratory). It will significantly strengthen the company's research and development potential. Laboratory gives us the opportunity develop production processes and chemicals in a laboratory scale, and perform advanced tests. Having so well-equipped base, we are able to offer customers products tailored to their needs.



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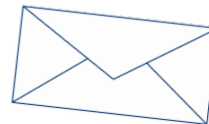


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Join us at the international trade fair Plastpoll Newsletter OXO



2017-04-21

#### Join us at the international trade fair PLASTPOL 2017

During the fair we will present the OXO Segment's offer which includes high quality OXO alcohols and plasticizers. Visit Grupa...

[Zobacz więcej »](#)

2017-03-10

#### Maintenance

During this period quantity of the oxo alcohols and the plasticizers will be limited. Please do not hesitate to contact...

[Zobacz więcej »](#)



2017-04-27

#### International conference, international challenges

During the conference Grupa Azoty ZAK S.A. presented OXO Segment's products portfolio, including high quality plasticizers (i.e. Oxoviflex®, Oxoplast...

[Zobacz więcej »](#)

2017-04-24

#### Kędzierzyn-Koźle became the capital of Polish volleyball once again!

Led by Italian coach Ferdinando De Giorgi, ZAKSA Kędzierzyn-Koźle has an outstanding season winning 30 out of 34 matches! The...

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Polecamy



Meet our OXO products. Discover OXO Segment - INFOGRAPHIC [PDF]

Thanks to our products everyday goods are flexible and user friendly. Guess how frequently you use them? The amount of industries they are used in is vast:

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Get to know us better! Download the latest OXO Segment 2017 Brochure

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# Thank you for attention

