Flexible solutions for your business
Grupa Azoty, Poland’s largest chemical group and a significant chemical industry player in the EU offering a diversified product portfolio – from mineral fertilizers and engineering plastics through OXO products to melamine.

- **Main production sites**: 4
- **Companies in the capital group**: 60
- **Employees**: approximately 15,000

**EU mineral fertilizers producer**
- **No. 2**
- **2019 financial results**: 2,491 mln € revenue

**EU PA6 producer**
- **No. 3**
- **314 mln € EBITDA**

**EU plasticizers producer**
- **No. 4**
- **90 mln € Net Profit**

**EU OXO alcohols producer**
- **No. 5**

*2019 financial results, 1€ = 4.5389 PLN*
Grupa Azoty
Core Business

36%

49%

Rest of Europe

North America

South America

Africa

Asia

Poland

European Union

3%

4%

3%

1%

4%

3%

Grupa Azoty
Oxoplast®
About us
Portfolio
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Production
Logistics
Auxiliary services
Sales representatives
Revenue share
Grupa Azoty
Our locations
## Grupa Azoty
### Business Segments Details

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<th>Business Segments</th>
<th>Fertilizers</th>
<th>Chemicals</th>
<th>Plastics</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grupa Azoty S.A. (parent company, capital group)</td>
<td>AN, CAN, ASN, AS</td>
<td></td>
<td>PA6, POM, Compounds, Caprolactam</td>
<td>logistics, R&amp;D, electricity and heat, laboratory services, designing and engineering services, mining, harbors</td>
</tr>
<tr>
<td>Grupa Azoty ZAK S.A. (capital group)</td>
<td>AN, CAN, UAN, CAN+S, urea</td>
<td>OXO alcohols, Plasticizers, Aldehydes</td>
<td>Caprolactam</td>
<td>logistics, R&amp;D, electricity and heat, laboratory services, designing and engineering services, harbors</td>
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<tr>
<td>Grupa Azoty Puławy (capital group)</td>
<td>AN, UAN, urea, NPK, AS</td>
<td>Melamine</td>
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<td>logistics, R&amp;D, electricity and heat, laboratory services, designing and engineering services, harbors</td>
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<tr>
<td>Grupa Azoty Police (capital group)</td>
<td>NPK, NP, NS, urea</td>
<td>Titanium Dioxide</td>
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<td>logistics, R&amp;D, electricity and heat, laboratory services, designing and engineering services, mining, harbors</td>
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<tr>
<td>Grupa Azoty ATT Polymers</td>
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<td></td>
<td>PA6, Compounds</td>
<td></td>
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<tr>
<td>Compo Expert</td>
<td>Specialty fertilizers, biostimulants</td>
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<td></td>
<td>R&amp;D</td>
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<td>Grupa Azoty Koltar</td>
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<td></td>
<td>logistics</td>
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<td>Grupa Azoty Siarkopol</td>
<td></td>
<td>Sulphur based products</td>
<td></td>
<td>mining</td>
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<tr>
<td>Grupa Azoty Polskie Konsorcjum Chemiczne</td>
<td></td>
<td></td>
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<td>designing and engineering services, repairs, maintenance, chemical rescue</td>
</tr>
</tbody>
</table>
Core business by revenue

Agro / Fertilizers

- **46%**
  - Grupa Azoty
  - AN, CAN, NPK, AS, ASN, UAN, urea, ammonia, specialty fertilizers, biostimulants

- **14%**
  - Compo Expert

Chemicals

- **23%**
  - Melamine, urea technical grade, pigments, OXO alcohols, plasticizers, aldehydes

Plastics

- **13%**
  - Polyamide, caprolactam, compounds

Energy

- **2%**
  - Electricity and heat

Others

- **2%**
  - Laboratory services, catalysts, others

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**About**

**Oxoplast**

**About us**

**Portfolio**

**Capacities**

**Markets**

**Logistics**

**Client Support**

**Contact**

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Grupa Azoty o nas 4
Flexible solutions for your business
Segment Oxoplast®

flexible opportunities

Grupy Azoty ZAK S.A. is a part of Grupa Azoty. Oxoplast® is a Business Unit of Grupa Azoty ZAK S.A. focused on OXO alcohols, plasticizers and aldehydes.
We respond to customers’ needs and challenges of a changing world with our specialty products.
Innovation has permanently entered our DNA. We believe that the future lies in better understanding of our partners’ needs and working together to create the best solutions.
We develop our products according to sustainable development principles and **environmental care.** This is our goal.
We are proud of Oxoplast® heritage. We have been producing plasticizers continuously since 1954, and OXO alcohols since 1986. ZAK Quality is our trademark - quality recognized all over the world!
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 added factor in our industry regardless of economic situation.

**Strategic aim**
Growth of sales and margins through market development, expanding portfolio 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.
Aldehydes

Oxoplast®

n-Butyraldehyde
Isobutyraldehyde

- solvents
- plasticizers
- alcohols
- pharmaceuticals
- crop protection products
- fragrances
- synthetic resins
OxoAlcohols

2-Ethylhexanol
n-Butanol
Isobutanol
Octyl alcohol F

solvents
paint additives
fuel additives
plasticizers
acrylates
acetates
Oxoplast®
Plasticizers

General Purpose Plasticizers

- Oxoviflex®
  (DOTP, DEHT)

Specialty Plasticizers

- Adoflex®
  (DOA)
- Oxovilen®
  (DBT, DBTP)
Main Applications

- medical devices
- wires & cables
- wallpapers
- garden hoses
- fabrics
- cosmetics
- pvc flooring
- paints and varnishes
- toys
- footwear
- automotive
- fuel additives
- food contact materials
# Plasticizers applications

<table>
<thead>
<tr>
<th>Medical Devices</th>
<th>Wires &amp; Cables</th>
<th>Wallpapers</th>
<th>Garden Hoses</th>
<th>Fabrics</th>
<th>Paints and Varnishes</th>
<th>Toys</th>
<th>Footwear</th>
<th>Automotive</th>
<th>Cosmetics</th>
<th>PVC Flooring</th>
<th>Food Contact Materials</th>
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Production process

- **Aldehydes Plant**
  - Synthesis gas
  - Propylene
  - Hydrogen

- **OXO Alcohols Plant**
  - Terephthalic acid
  - Adipic acid

- **Plasticizers Facility**
  - Oxoviflex®
  - Oxovilen®
  - Adoflex®

- Products:
  - n-Butyraldehyde
  - Isobutyraldehyde
  - n-Butanol
  - 2-Ethylhexanol
  - Octyl alcohol F
  - Isobutanol
Capacities

O XO Alcohols

n-Butanol
Isobutanol
Octyl alcohol F

2-Ethylhexanol

55 kt/year

170 kt/year

5 million tons of OXO alcohols produced since 1986
Capacities

Plasticizers

**General Purpose Plasticizers**

*Oxoviflex*®

65 kT/year

**Specialty Plasticizers**

*Adoflex*®  *Oxovilen*®

10 kT/year

2.4 million tons of plasticizers produced since 1954
**Start of production of the first PVC plasticizers**

- **1954**: Oxoplast® O (DEHP)
- **1963**: Oxoplast® PH (DPHP)
- **1999**: Oxoplast Medica®
- **2014**: Oxoviflex® (DEHT) - start up of 50 kT/year plant
- **2018**: Oxoviflex® (DEHT) - phase out of phthalate plasticizers and increase of Oxoviflex® production capacity by an additional 15 kT/year
- **2019**: Start-up of 10 kT/year specialty plasticizers plant

**Market share in European Union**

- **Plasticizers**
  - ExxonMobil
  - BASF
  - Evonik
  - Polymir
  - Deza
  - Prestorp
  - Valtris
  - Grupa Azoty

- **Alkohole OXO**
  - **1986**: Start-up of OXO alcohols plant (2-Ethylhexanol, n-Butanol, Isobutanol)
  - **1998**: OXO plant revamp aimed at increasing its capacity up to 225 kT/year

**no. 2 in EU’s 2-EH capacity**

**no. 1 in EU’s DOTP capacity**
Geographical barriers do not exist for us, we operate globally. We provide our clients with comprehensive service and in-time deliveries. We adapt to the most demanding needs and use innovative logistics solutions.
Application and Development Laboratory

The Application and Development Laboratory has significantly strengthened our research and development potential. The laboratory provides the opportunity to simulate industrial processes in a laboratory scale, develop samples conduct advanced tests. With such advanced facilities, we are able to provide our customers with support and products tailored to their needs.
Grupa Azoty ZAK S.A. is a member of **European Plasticisers**, a Cefic (European Chemical Industry Council) sector group, the, European Plasticisers is a trade association representing chemical companies producing about 85% of the plasticisers manufactured in Europe.

Our common goal is to provide evidence-based information on plasticisers and promote their use and benefits in everyday life.

Through European Plasticisers, we are involved in **VinylPlus**, the vinyl industry’s major initiative promoting the sustainability of PVC throughout the value chain.
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Thank you for attention

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