**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, Toiletry 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
46 000 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

<table>
<thead>
<tr>
<th>Polyacrylamides</th>
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- Anionic powders, beads, emulsions, liquids
- Cationic powders, beads, emulsions, liquids, dispersions
- Non ionic powders, beads, emulsions, liquids
- Ampholytic powders, emulsions, dispersions, solutions
- Hydrophobic emulsions
- Structured polymers

<table>
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<tr>
<th>Superabsorbants</th>
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- Polyacrylate powders
- Polyacrylamide powders, emulsions

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<th>Polyamines</th>
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- Linear liquids
- Structured liquids

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<th>PolyDADMAC</th>
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- Low molecular weight liquids
- High molecular weight liquids, beads

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<th>Dicyandiamides Resins</th>
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- High molecular weight solutions

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<th>Monomers</th>
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</table>
- Acrylamide
- N-Methylolacrylamide
- Methylene bis acrylamide
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 Ciment

TO USE

Polyacrylamides
- 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
- Diapers, FLOSORB
- Water Retention, AQUASORB

Polyamines
- Drinking Water Production, FLOQUAT
- Coagulants, FLOQUAT

PolyDAMAC
- Drinking Water Production, FLOQUAT
- Conditioners, FLOCARE

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

New Applications
- 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
The information in this brochure is provided in good faith. To our knowledge it reflects the truth.