



15 SEPTEMBER

**GLOBAL
CHEMICAL
LEASING
AWARD**

**20
21**

PROGRAMME

CASE STUDIES | INNOVATIONS | RESEARCH | WOMEN-LED INITIATIVES | START-UPS

www.chemicalleasing.com

BACKGROUND. NEW BUSINESS LOGIC.

The migration to a service-based economy is leading to a fundamental shift in manufacturing industries toward business models in which the service component of products is becoming dominant based on the value they provide to customers.

- The main interest of chemical users is not to buy and possess chemicals products. They are interested in the best solutions for their process or application. Therefore, chemical users are paying attention on the utility of chemicals, and are attracted by services that support their businesses. This strict **service orientation** leads to a new logic that **puts the utility provided by a chemical into the centre of the buying process**.
- Following this shift, chemicals suppliers need to change a way of doing business and offer sophisticated solutions that will support their customers' chemical operations and profitability.
- **Performance based business model** (also called “performance-based contracting”) responds to this demand: **the customer pays for the utility of the product and not for its quantity or volume**. The model is based on aligning customer and supplier incentives.
- **Chemical Leasing** is a performance-based business model applied to chemicals operations. This model is a perfect example of a business solution for sustainable chemical management.

Performance based business models related to chemicals can be called and branded in companies differently, not just as Chemical Leasing even if being identical or similar to this model.

SHIFT OF THE PARADIGM



- Economic success no longer depends on the volume of chemicals sold, but on the service that the chemicals render, their performance.
- **For example:** A producer of automotive parts needs solvents to clean them. The company pays the chemical supplier for the function performed by the chemical, that is, the cleaned metal parts.



GLOBAL AWARD. CELEBRATING THE JOINT SUCCESS.

In 2010, to enhance the visibility of Chemical Leasing and to encourage companies around the world to apply the business model, UNIDO and its partners launched the first Global Chemical Leasing Award.

The success of the first award triggered the organisation of consecutive awards, in 2012, 2014 and 2018.

This year the jury received **92 applications** from **20 countries**. The ceremony will acknowledge best practices, innovative approaches and ideas related to Chemical Leasing that reduce **environmental impact, boost profits and create social benefits**.

The winners will be announced in the following categories:

Three main categories:

- Case studies (for companies that apply Chemical Leasing)
- Innovation (innovative technical solutions)
- Research

Special awards:

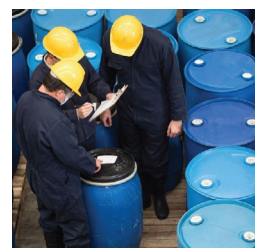
- Women-led initiatives
- Start-ups

In addition, a **special jury recognition** “Chemical Leasing Frontrunners” will be given to companies that demonstrate the long-standing commitment to Chemical Leasing.

The format of the ceremony 2021: the ceremony will be organized in a hybrid format - with online features and live streaming to the global audience. [Registration.](#)

Target audience: The award will bring together entrepreneurs and industrial managers, representatives of NGOs and industry associations, policymakers and academia.

Organizers: The Award 2021 is **jointly organized** by UNIDO, the Austrian Federal Ministry for Climate Action, Environment, Energy, Mobility, Innovation and Technology, the German Federal Ministry for the Environment, Nature Conservation and Nuclear Safety, the German Environment Agency, the Swiss Federal Office for the Environment and the European Association of Chemical Distributors.



DRAFT PROGRAMME. 15 SEPTEMBER 2021 - WOLKE 19.

Time (CET)	Short description
15:00 - 15:20	<p><i>Start of the live-streaming</i></p> <p>Round table with several award jury members <i>Sharing experiences and insights</i></p>
15:20 - 15:30	<p><i>The music pause</i></p>
15:30 - 16:45	<p>The Global Chemical Leasing Award Ceremony</p> <ul style="list-style-type: none"> • With high-level representatives of UNIDO, donors, FECC and ambassadors to the UN in Vienna • Announcement of winners in different categories, including special awards. Special recognitions and acknowledgements. <p><i>Digital features:</i> Connection with winners virtually. Live chat will be available for online participants of the ceremony.</p> <p><i>End of the live-streaming</i></p>

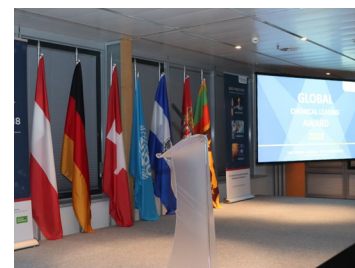
MODERATORS



THOMAS JAKL
Deputy Director-General, the Federal Ministry of Climate Action, Environment, Energy, Mobility, Innovation and Technology, Austria



MARI LANG
TV, Radio and Event Moderator, ORF Journalist, Austria



FINALISTS OF THE AWARD 2021.

The finalists in the **three main categories** (case studies, innovation and research) as well and in the **special award categories** (women-led initiatives and start-ups):

The nominations (in alphabetical order)

Council for Scientific and Industrial Research, South Africa

Dünger LLC, Ukraine

Ecolab, Croatia

Equator Bottlers Ltd, Kenya

Finlays Tea Estates, Sri Lanka

Fumajet SA, Brazil

Hollu Systemhygiene GmbH, Austria

Nils Decker, Germany

Novo Hotel & Suites, El Salvador

Plava Laguna, Croatia

Polikem SAS, Colombia

Sinomine Specialty Fluids, the United Kingdom

Smart Chemistry - SMACH, Ecuador

NOTE: Not including special jury acknowledgements and recognitions (e.g. “Chemical Leasing frontrunners”). They will be announced during the award ceremony.



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



Federal Ministry
Republic of Austria
Climate Action, Environment,
Energy, Mobility,
Innovation and Technology

Umwelt
Bundesamt



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Confederation

Federal Office for the Environment FOEN



Federal Ministry
for the Environment, Nature Conservation
and Nuclear Safety

Fecc
EUROPEAN ASSOCIATION OF
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