CHEMICAL LEASING IN PRACTICE: THE BUSINESS CASE OF SAFECHEM

Steffen Saecker, Business Director SAFECHEM, UNIDO Webinar on Chemical Leasing, May 07, 2020
CUSTOMERS VALUE OUR APPLICATION KNOW-HOW

SURFACE CLEANING
- High precision cleaning of metal components
- Companies of different sizes in a wide range of demanding industries

TEXTILE CLEANING
- Premium textile cleaning of garments and other textiles
- Modern textile cleaning shops

ASPHALT ANALYTICS
- Extraction of bitumen for quality analysis
- Testing laboratories of asphalt producers and authorised independent laboratories
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WE ARE SAFECHEM

HOUSE OF CLEANING SOLUTIONS

SUSTAINABLE CLEANING SOLUTIONS

FULL SERVICE

COMPLEASE™ Chemical Leasing

CHEMAWARE™ Information Platform, Training, Advanced Lab Services, Consultancy

Waste take-back, Recycling, MAXISTAB™, MAXIBOOST™, MAXICHECK™

SAFE-TAINER™ System and Accessories, my.webservice@SAFECHEM

DOWPER™*, NEU-TRI™*, HI-TRI™*, MECTHENE™*, ISOFORM™*, DOWCLENE™*, SENSENE™

SERVICE FOR PROCESS OPTIMISATION

SYSTEM FOR RISK MANAGEMENT

CHEMICAL PRODUCT

Surface Cleaning, Textile Cleaning, Asphalt Analysis

™Trademark of SAFECHEM
™Trademark of The Dow Chemical Company
°Trademark of Blue Cube LLC
SAFECHEM IS SUSTAINABLE

THE CLOSED LOOP SOLUTION

CLOSED CLEANING MACHINE

Optimise use:
- Monitoring
- Stabilising
- Educating

Extend reuse:
- Internal distillation/recycling

SAFE-TAINER™ FOR FRESH SOLVENT
Reduce risks: safe supply

SAFE-TAINER™ FOR USED SOLVENT
Reduce risks: safe take-back

EXTERNAL RECYCLING

Trademark of SAFECHEM
SAFECHEM IS SUSTAINABLE

A NEW PARADIGM FOR MORE SUSTAINABILITY

Sales

SUSTAINABLE SOLUTIONS

CHEMICAL PRODUCT

Time

SUSTAINABILITY

Volume-oriented

Performance-oriented
<table>
<thead>
<tr>
<th></th>
<th>Solvent</th>
<th>Air Emissions</th>
<th>Waste</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Open Machine</strong></td>
<td>754 kg</td>
<td>520 kg</td>
<td>233 kg</td>
</tr>
<tr>
<td><strong>Closed Machine</strong></td>
<td>160 kg</td>
<td>10 kg</td>
<td>150 kg</td>
</tr>
<tr>
<td><strong>Closed Machine &amp; CPS</strong></td>
<td>15 kg</td>
<td>10 kg</td>
<td>5 kg</td>
</tr>
<tr>
<td><strong>COMPLEASE™</strong></td>
<td>4 kg</td>
<td>1 kg</td>
<td>3 kg</td>
</tr>
</tbody>
</table>

-99.5% decrease in solvent, air emissions, and waste per 100 kg oil removed.

Chemical Product Services in the European Union, European Commission (2006); COMPLEASE™ figures based on SAFECHEM analyses.

™Trademark of SAFECHEM
SAFECHEM IS SUSTAINABLE

FIRST PILOT PROJECT IN AUSTRIA STARTED 2005

Chemical Solution Provider

OEM

-71.7% Solvent
-76.9% Stabilizer

-66.4% Maintenance cost

-51.1% Energy

Innovative Services
### SAFECHEM IS SUSTAINABLE

**COMPLEASE™ CHEMICAL LEASING**

<table>
<thead>
<tr>
<th>BUSINESS AS USUAL</th>
<th>SUPPLIER VS BUYER</th>
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</thead>
<tbody>
<tr>
<td><strong>VOLUME &amp; PRICE</strong></td>
<td>Wants Increase</td>
</tr>
<tr>
<td></td>
<td>Wants Decrease</td>
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</tbody>
</table>

<table>
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<tr>
<th>COMPLEASE™ CHEMICAL LEASING</th>
<th>SUPPLIER WITH BUYER</th>
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<td><strong>PERFORMANCE &amp; EFFICIENCY</strong></td>
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**COMPLEASE™ Video:**
https://www.youtube.com/watch?v=Z2LwPVasgMA

*Marke von SAFECHEM*
SAFECHEM IS SUSTAINABLE

FIRST PROJECT IN SERBIA STARTED 2010

Chemical Solution Provider

Local distributor

-80% Solvent

-10% Minimum Saving

-90% Waste

FKL®

Minimum Saving

€
SAFECHEM IS SUSTAINABLE

OPPORTUNITIES AND CHALLENGES FROM SUPPLIER PERSPECTIVE

<table>
<thead>
<tr>
<th>Opportunities</th>
<th>Challenges</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Increased customer intimacy</td>
<td>• Trust vs. contract</td>
</tr>
<tr>
<td>• Intensified Product Stewardship</td>
<td>• Ownership of chemicals</td>
</tr>
<tr>
<td>• Implementation of best practices</td>
<td>• Appropriate unit of payment</td>
</tr>
<tr>
<td>• Differentiation</td>
<td>• ERP systems and monitoring</td>
</tr>
</tbody>
</table>

New paradigm requires dedicated resources to enable scale-up
“The process life cycle has become extremely reliable and efficient.”

Stephen Ingham, Aircelle Ltd, a member of the SAFRAN Group
“This is extremely pleasing, from both a financial perspective but just as importantly also from an environmental one.”

Anthony Brown,
Leonardo Helicopters
SAFECHEM IS SUSTAINABLE

RECOGNISED AS BEST PRACTICE MODEL

2010
UNIDO – Chemical Leasing, Global Award

2011
WWF – Green Game-changers

2013
BMU/BDI – Green Economy in der Praxis, Best Practice

2014
VDI ZRE – Studies about resource efficiency potentials

2015
UNEP – The Business Case For Eco-Innovation

2016
Cefic – European Responsible Care® Award

2017
VCI/Deloitte – Chemistry 4.0, Growth through Innovation