Vuosi 2015 on ovella!
Kuljetusketjun tulevaisuudennäkymät
Juhlatalo Mekani 17.9.2013

Sisältö:
- Sachtleben (Group/Pori)
- Toimintaympäristö
- Kulurakenteesta
Sachtleben - Snapshot

Global leader in specialty TiO$_2$ (sulfate process) and specialty functional additives (Zinc sulfide / Barium sulfate) for high value applications

Three independent production sites

Diversified customer base including industry leaders across range of end markets

Solid History & Bright Future


- Foundation of "Lithopone- und Permanentweißfabrik Schöningen AG"
- Titanium dioxide production starts in Duisburg
- Titanium dioxide production starts in Pori, Finland as "Vuorikemia" and later "Kemira Pigments Oy"
- Rockwood sole shareholder
- Acquisition of Krefeld TiO2-plant
- Joint Venture of Rockwood and Kemira
- Rockwood Holdings Inc. becomes shareholder
- Zinc- and bariumsulfate-production starts in Duisburg
- Titanium dioxide production starts in Krefeld-Uerdingen, Germany

Great Solutions with Small Particles
TiO$_2$ and functional additives drive business and innovation around the globe

- **Day-to-Day Product**
  Lipstick, sun cream, clothing as well as your new smartphone: Innumerable day-to-day products contain TiO$_2$.

- **Innovation**
  TiO$_2$ has triggered innovations like self-cleaning surfaces, anti-fogging systems, antibacterial surfaces, more effective solar cells and photo catalytic water and air purification.

- **Environmental protection**
  TiO$_2$ and functional additives help to protect the environment by making materials more long-living and dirt resistant. They also contribute to CO$_2$-free energy generation.

**Markets TiO2 & FAD**
- Inks (TiO2); Plastics (TiO2, FAD); Coatings (TiO2, FAD)
- Cosmetics (TiO2); Food (TiO2); Pharma (TiO2)
- Catalysts (TiO2); Films (TiO2, FAD); Paper (TiO2, FAD)
- Man-made fibers (TiO2); Chromatography (FAD)

**Markets: Environmental**
- Waste Water Treatment, Cement, Fertilizers, Animal Feed, etc.
Sachtleben - Preferred Partner in High Quality Markets

- Undisputed leader in sulfate process
- History as Industry pioneer, technology leader in fibers
- Best environmental practice (recycling, zero waste)

Secure supply, efficient supply chain – growing with our customers’ needs
- 3 production sites
- Flexibility

#1 in various specialty segments with anatase, rutile and functional additives

- Leading R&D activity
- Excellent HPV catalyst platform
- Broad range of innovative environmental products

Great Solutions with Small Particles
Sachtleben - Serving 2 000+ Customers Around The Globe

% of sales
Trust - Serving 2 000+ Customers Around The Globe

Sales Offices

Production Sites

Duisburg

Krefeld

Pori

Helsinki

New York

20%

55%

5%

20%

Shanghai

Great Solutions with Small Particles
Three Sites - One Goal: Best Quality & Secure Supply

Sachtleben Pigments Oy - Pori, Finland

Sachtleben Pigment GmbH - Krefeld, Germany

Sachtleben Chemie GmbH - Duisburg, Germany

Krefeld-Ürdingen (Germany)
550 employees
107,000 tons / year TiO$_2$

Duisburg (Germany)
1150 employees
100,000 tons / year TiO$_2$
100,000 tons / year BaSO$_4$/ZnS

Pori (Finland)
550 employees
130,000 tons / year TiO$_2$
Great Solutions with Small Particles
Sachtleben Pigments – Supply Chain: Main Raw Materials

All transit times are indicative
- In times of “slow steaming” at ocean carriers the transit times can be longer.

Number of weeks in transit:
- 1
- 2
- 3
- 4
- 5
- 6

Great Solutions with Small Particles
Sachtleben Pigments Oy – Market Segments

- Specialty
  - PHARMA
  - COSMETIC
  - FOOD
  - “Mass Market”
  - CATA
  - LYST
- Specialty
  - COATINGS
  - PAPER
- Specialty
  - PACKAGING
  - INKS
  - PLASTICS
Sachtleben Pigments – Supply Chain: Finished Goods

All transit times are indicative
> In times of “slow steaming” at ocean carriers the transit times can be longer.

Number of weeks in transit
Cost structure considerations

LOGISTICS:

- Logistics costs per revenue:
  - Total +/- 8% of revenue
  - Approx. 75% coming from outbound logistics

ENVIRONMENT:

- Sachtleben Pigments Oy has invested into environment since late 1980’s.
  - Emission control
  - Water treatment
  - Energy efficiency
  - Landscaping
  - These do not yield any additional TiO2-volumes.

- Public statement of **Sulphur directive**:
  - “…cost increase abt 30…50 % in freight costs…”
  - If true, it means abt + 50..80 €/t TiO2 increase to unit sales price to compensate the cost increase
  - 96% of Sachtleben Pigments Oy’s total volume is exported.
Conclusions

- ...prerequisites for operations, not limitations....
- ...competition is tight....
  - Globally
  - Internally (3 sites)
- ...being a responsible citizen/company....
- ...competitive, smooth, flexible logistics is must....
- ‘opportunity’: to have again domestic ore source (Kälviä-project by Core Resources)

.....THANKS FOR LISTENING...