



KEM ONE



YOUR VINYL PARTNER



Alain de Krassny
President

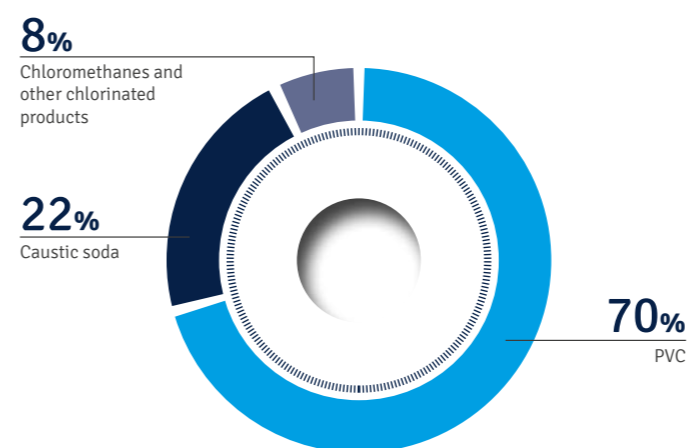
"Those who seek their dream must prepare for change."
We have just experienced this change at KEM ONE, following a difficult period from which we emerged richer with a new management team. Today, building on our recognized expertise in Europe in chlorochemicals and vinyl products, we are making a fresh start determined to optimize our industrial tool and to adapt it to our customers' needs.

Our goals? Remain a key player in our sector, keep innovating in partnership with our customers as we have always done, offer high quality products and above all, remain competitive. We are committed to provide all our customers with an impeccable service by basing our actions on KEM ONE's four strong values: **Ethics, transparency, social partnership and collective commitment**. Values shared by all the company's personnel. This will, which is shared by every KEM ONE team, to offer our customers innovative and global solutions has only one purpose: Meet their satisfaction.

KEM ONE, facts and figures

A leader integrated in the vinyl sector

2013 Sales: 900 M€



8 industrial sites

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**1 200 employees
in Europe**

Our brands:

LACOVYL

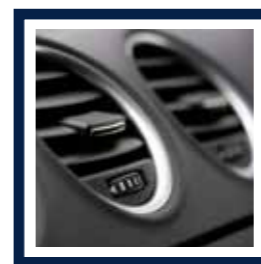
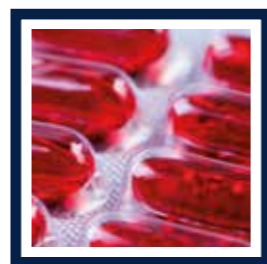
LUCALOR

A wide product range:

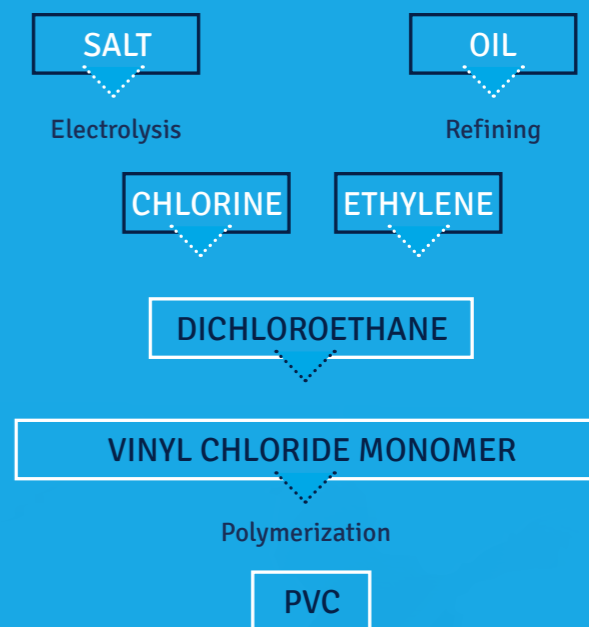
- Vinyl chloride monomer (VCM): 870 000 tons/year
- PVC (polyvinylchloride): 870 000 tons/year
- Caustic soda: 730 000 tons/year
- Chlorine: 660 000 tons/year
- Chloromethanes: 130 000 tons/year
- Emulsion PVC: 115 000 tons/year
- Ferric chloride: 30 000 tons/year
- Bleach: 25 000 tons/year
- Hydrogen: 18 000 tons/year
- Hydrochloric acid: 10 000 tons/year
- C PVC: 9 000 tons/year

A key player in Europe

As a specialist in the extraction of salt, the production of chlorine and its derivatives, of soda and polyvinylchloride (PVC), KEM ONE operates on eight sites in France and in Spain.



From salt electrolysis to PVC production: an entirely integrated sector



A strong foothold in Southern Europe

In the Rhône-Alpes region, KEM ONE operates two PVC production sites at:

- ☐ Balan (Ain)
- ☐ Saint-Fons (Rhône)

A regional presence completed by two research and development laboratories at Saint-Fons and Pierre-Bénite along with a third at Saint-Auban.

In the Provence-Alpes-Côte d'Azur region and in Spain, KEM ONE owns chlorochemical and PVC production facilities along with a site dedicated to salt extraction:

- ☐ Berre (Bouches-du-Rhône)
- ☐ Fos-sur-Mer (Bouches-du-Rhône)
- ☐ Hernani (Spain)
- ☐ Lavera (Bouches-du-Rhône)
- ☐ Saint-Auban (Alpes de Haute-Provence)
- ☐ Vauvert (Gard)



“ Every day, our sales teams embody this commitment value, dear to us, in order to listen to our customers' needs. Hence, at each step on our sector, researchers and operators join their expertise and strive to offer them a personalized answer. ”

Frédéric Chalmin
Managing Director



KEM ONE sites



- ☐ Salt extraction
- ☐ Chlorochemicals
- ☐ PVC
- ☐ Head Office

A committed company

KEM ONE is a successful and innovative company at its customers' service. As a responsible industrial player, it is lastingly integrated on the territories where its plants are located. For this reason, KEM ONE places safety, health and environmental protection at the head of its concerns.



An HSE policy applied and respected by all our employees

□ Safety always in mind

Safety is one of prerequisite in our business. Hence, on our all sites Hygiene, safety and environment services (HSE) manage the implementation of our safety policy and carry out prevention actions, trainings or safety improvements on a daily basis. Our industrial sites regularly carry out campaigns to inform local residents and take part in consultations with elected representatives, industrials, employees, local residents and State bodies.

“ Our requirements in terms of safety are based on a prevention policy focusing on two priorities: Guarantee the integrity and health of the employees, and control the risks related to industrial plants, in order to safeguard residents and environment near to our sites. ”

Claude Chavanne
Safety Environment and Industrial Director



"We consider safety of persons and environmental protection prerequisite in our business."
Extract from the Health safety environment charter.



□ Environmental protection: Beyond our legal obligations

Based on very accurate procedures, our plants identify their activity's most significant impacts: water discharge, atmospheric or noise emissions, wastes, natural resources and energy consumption...

Following these detailed analysis, our plants set themselves each year priority improvements and check the progress on a regular basis in order to set new targets.

Waste water treatment plant - Balan site



□ Social partnership: listening and dialog as watchwords

Being a basic value inside the company, its aim is to maintain constructive, open and transparent relations with staff representatives and unions.

In order to keep them informed on the company's situation, its projects and performance, meetings at all levels are regularly held.

“ Social partnership cannot be decreed, it is built day by day, step by step. That is why we are concerned with maintaining simple, direct and transparent relations with all our employees and their representatives during meetings or proximity exchange times. ”

Stéphane Décout
Human resources and communication Director

Innovation for your development

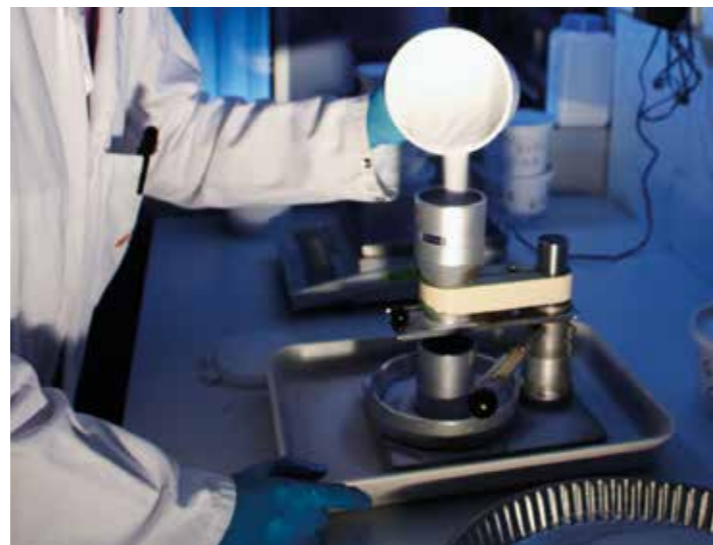
Improve existing products or processes, develop custom-made, innovative vinyl solutions in partnership with our customers... KEM ONE Research and development service creates growth and performance for our customers.



**R&D and Quality
at the heart of our approach**

□ A total quality approach

Everyone works, at KEM ONE, with the greatest respect of quality. All our sites are certified ISO 9001 (2008 edition) and guarantee our customers consistent and reproducible quality productions. Thus, each site is committed to a continuous improvement program based on progress plans, accurate targets and concrete actions. Results are evaluated on a regular basis. In this respect, our control laboratories play an essential part: beyond raw material and product analysis, they help, along with our manufacturing centers, optimize our processes and products.



□ Three research laboratories

“ Our "Synthesis and pilot plant" laboratory's task is the development of new grades of paste and suspension PVC. Our two plastic application laboratories are in charge of promoting KEM ONE products on the market, but more specifically to make sure our products meet our customers' needs. ”

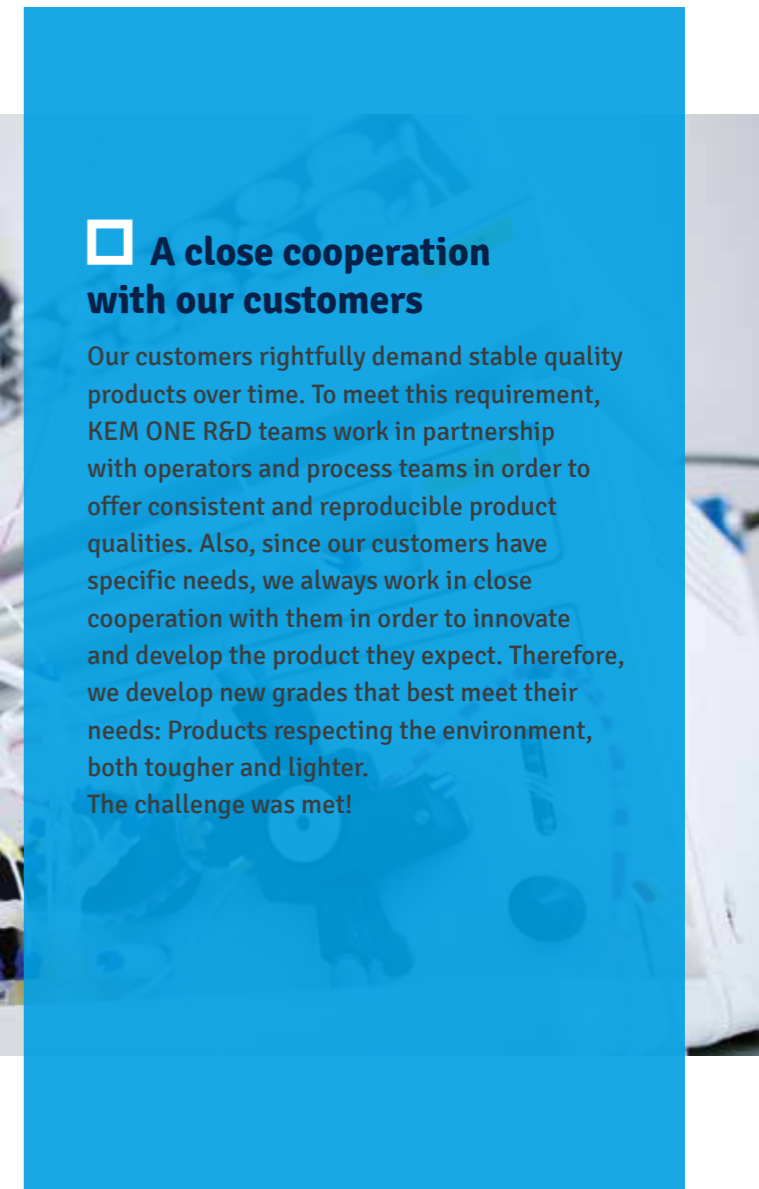
Patrick Morel
Innovation and application development Director



4 —
Since June 2013,
KEM ONE's R&D service
has developed and industrialized
4 new resins.

**□ A close cooperation
with our customers**

Our customers rightfully demand stable quality products over time. To meet this requirement, KEM ONE R&D teams work in partnership with operators and process teams in order to offer consistent and reproducible product qualities. Also, since our customers have specific needs, we always work in close cooperation with them in order to innovate and develop the product they expect. Therefore, we develop new grades that best meet their needs: Products respecting the environment, both tougher and lighter. The challenge was met!



From chlorochemicals to PVC, a complete product range

Salt extraction, chlorine, caustic soda and their derivatives, PVC production... its historical experience allows KEM ONE to develop its activity on the entire vinyl sector.

Chlorochemicals: Proximity products for our daily well-being

With salt, KEM ONE makes various products: chlorine, caustic soda, hydrogen, hydrochloric acid and bleach (sodium hypochlorite). Chlorine is mainly used in PVC and chloromethane production.

Caustic soda is an intermediate product for making alumina, cellulose, paper pulp, detergent or soap for instance and for water treatment.

PVC: An endless creativity

Being a subtle blend of ethylene and salt, PVC has many advantages: Light, robust, fire resistant, entirely recyclable, plastifiable and having a remarkable long life. It is also water/rot-proof and resistant to extreme weather conditions.

PVC has inspired many designers to create garden furniture, automobile equipment, building material or even toy, making life better and more comfortable.

Caustic soda

Efficiency in every way

A capacity of 770 000 t of caustic soda makes KEM ONE the prime French producer, but also the first supplier in Southern Europe and Mediterranean countries.

Our various storage facilities and plants offer our customers a real flexibility, short supply times and highly competitive prices.

This geographical proximity contributes to our service's reliability and the supply of solutions that are suited our customer's needs.



Bleach

A quality standard

In its Lavera and Saint-Fons plants, KEM ONE produces a bleach from raw materials strictly selected for their purity. Hence, we offer our customers a low bromate content bleach, in compliance with EN 901 norm purity criteria.

By involving our sales team and all the players in the line in the "good manufacturing practices" (BPF / GMP), we guarantee our customers a product quality that can meet all their needs.



Chloromethanes

An important site on the European scale

Each year, our Lavera site produces 130 000 tons of chloromethane and its derivatives, ranking us in first place among Continental Europe's producers. Our range is composed of four main products, managed by a dedicated team in order to offer our customers a unique service along with an optimized logistic.

- ▣ **Methyl chloride:** Used for silicone manufacturing or as intermediate product for high value-added industries.
- ▣ **Methylene chloride:** An intermediate product for the pharmaceutical, industrial chemicals and fine chemistry sectors.
- ▣ **Chloroform:** Mainly used as an intermediate product for the manufacturing of fluorinated gas used in polytetrafluoroethylene (PTFE) production.
- ▣ **Carbon tetrachloride**



“ KEM ONE produces a very complete range of PVC products, including C PVC, mass and suspension PVC, emulsion PVC... Few industrials can offer their customers that many references. We take advantage of our many plants in France and in Spain whose capacity allows to satisfy customer's demand. As a reliable supplier, determined to last, we are investing in a chlorine / membrane electrolysis facility that will allow us to further meet our customer's requirements. ”

Yves Heroes
Marketing and sales Director



Suspension and mass PVC

□ A true know-how in the field of polymerization

KEM ONE's Lacovyl® resins are manufactured based on two different technologies: Mass polymerization (M-PVC) and suspension polymerization (S-PVC).

PROPERTIES

These resins are used to manufacture flexible or rigid products, transparent or not, insulating, light, robust, lasting, inert, waterproof, self-extinguishing and easy to maintain.

APPLICATIONS

Buildings (window profiles, baseboards...), packaging (rigid or flexible films...), paramedical and health (blood bag, catheter...).

KEM ONE MERITS

Consistent and reproducible products that meet our customers' needs.

C PVC

□ 40 years expertise for a unique patented process

2/3rd made of salt, these resins are post-chlorinated polymers obtained by PVC resin chlorination.

PROPERTIES

Entirely recyclable, KEM ONE's C PVC can stand temperatures higher than 100 °C or high pressures. Having an excellent chemical resistance, it is greatly inert regarding drinking water and has the best fire resistance.

APPLICATIONS

Domestic hot and cold water piping, chemical industries, chlorochemicals.

KEM ONE MERITS

A real formulation expertise that guarantees our customers to be in strict compliance with the existing norms for drinking water applications along with a consistent and reproducible quality.

Emulsion PVC

□ A permanent research of new, better grades

These specialty resins, also called E-PVC or paste PVC, are made using an emulsion or micro suspension process. Their grain size distribution is specifically adapted to plastisol manufacturing.

PROPERTIES

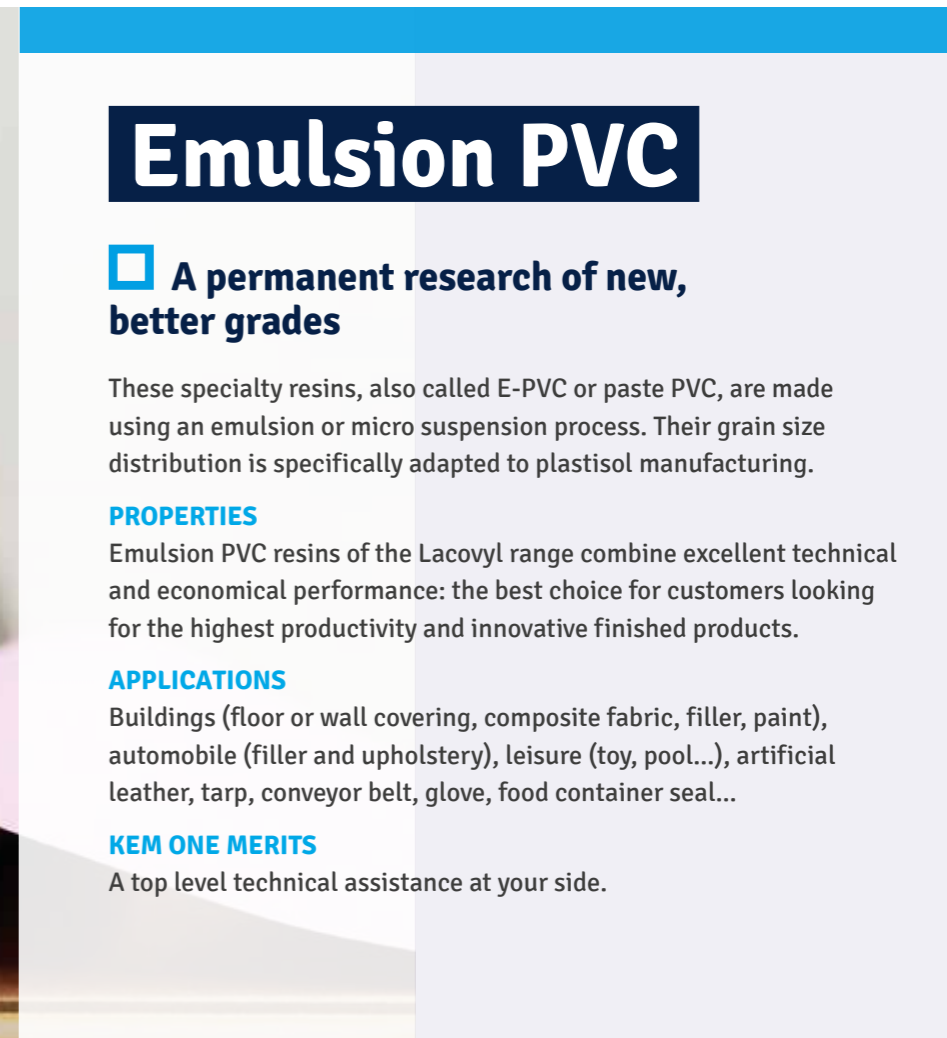
Emulsion PVC resins of the Lacovyl range combine excellent technical and economical performance: the best choice for customers looking for the highest productivity and innovative finished products.

APPLICATIONS

Buildings (floor or wall covering, composite fabric, filler, paint), automobile (filler and upholstery), leisure (toy, pool...), artificial leather, tarp, conveyor belt, glove, food container seal...

KEM ONE MERITS

A top level technical assistance at your side.



At our customer's service

With a 100 year expertise in chlorochemicals and over 70 years in vinyl products, KEM ONE has an acute knowledge of its market, its trends and the needs of its customers. Every day, our sales forces ponder on how to meet them, always striving to put forward the best logistics in order to efficiently supply our customers at the lowest cost.

Reliability

We are focused on providing consistent and reproducible grades and products so that our customers have, from a day to the other, the same product quality. That is why we work ambitiously to evaluate our grades regularly in order to provide a flawless quality all year round.

Availability

At KEM ONE, our customers' orders are processed by experts having an extensive knowledge of our product range. Listening to the customers' needs, they advise them and do their best to supply the adequate product at the right time and the lowest price.

Efficiency

KEM ONE's supply chain has demonstrated its efficiency. Thus, each customer receives its products within the defined time limits. This is also KEM ONE's service spirit!



“ At KEM ONE, we value supplying our customers with quality products within the defined time limits, whatever the means of transportation (sea, rail, road, river...). Hence, we constantly work on our transportation plan's efficiency in order to implement the best logistic means. ”

Pierre Fauvarque
Purchasing and supply chain Director

Contacts

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