

ImproChem Capabilities Profile



ImproChem

AECI® | Water & Process



ImproChem

Water, Energy & Air Solutions



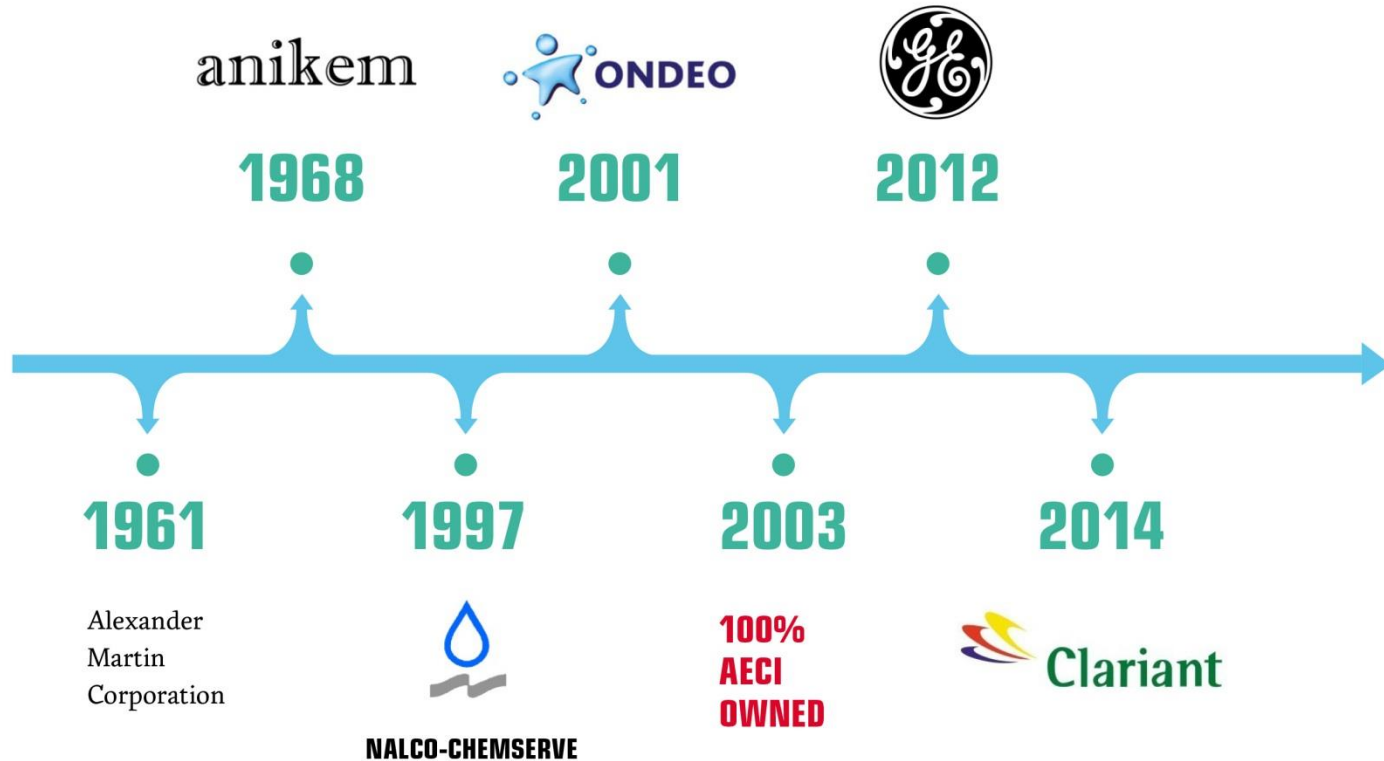
Company Profile



ImproChem

Water, Energy & Air Solutions

Our Legacy





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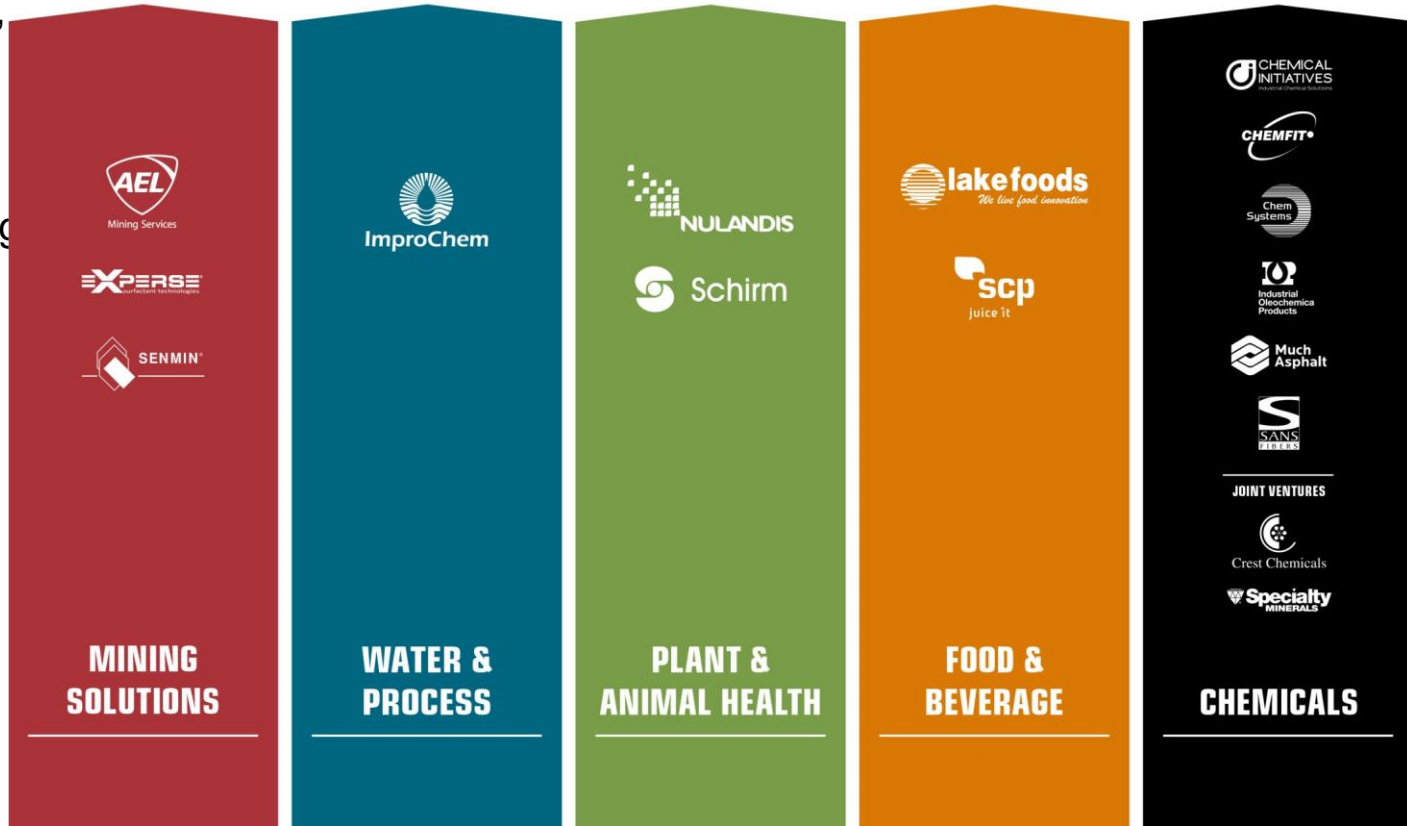
Water, Energy & Air Solutions

Ownership

ImproChem is a wholly owned subsidiary of **AECI**, a South African domiciled explosives and speciality chemicals company (being one of 17 companies)

More about AECI:

- ❑ 6 450 employees
- ❑ Domiciled in SA; JSE-listed
- ❑ Focused regional growth strategy
- ❑ Revenue: R18,5bn (2017)



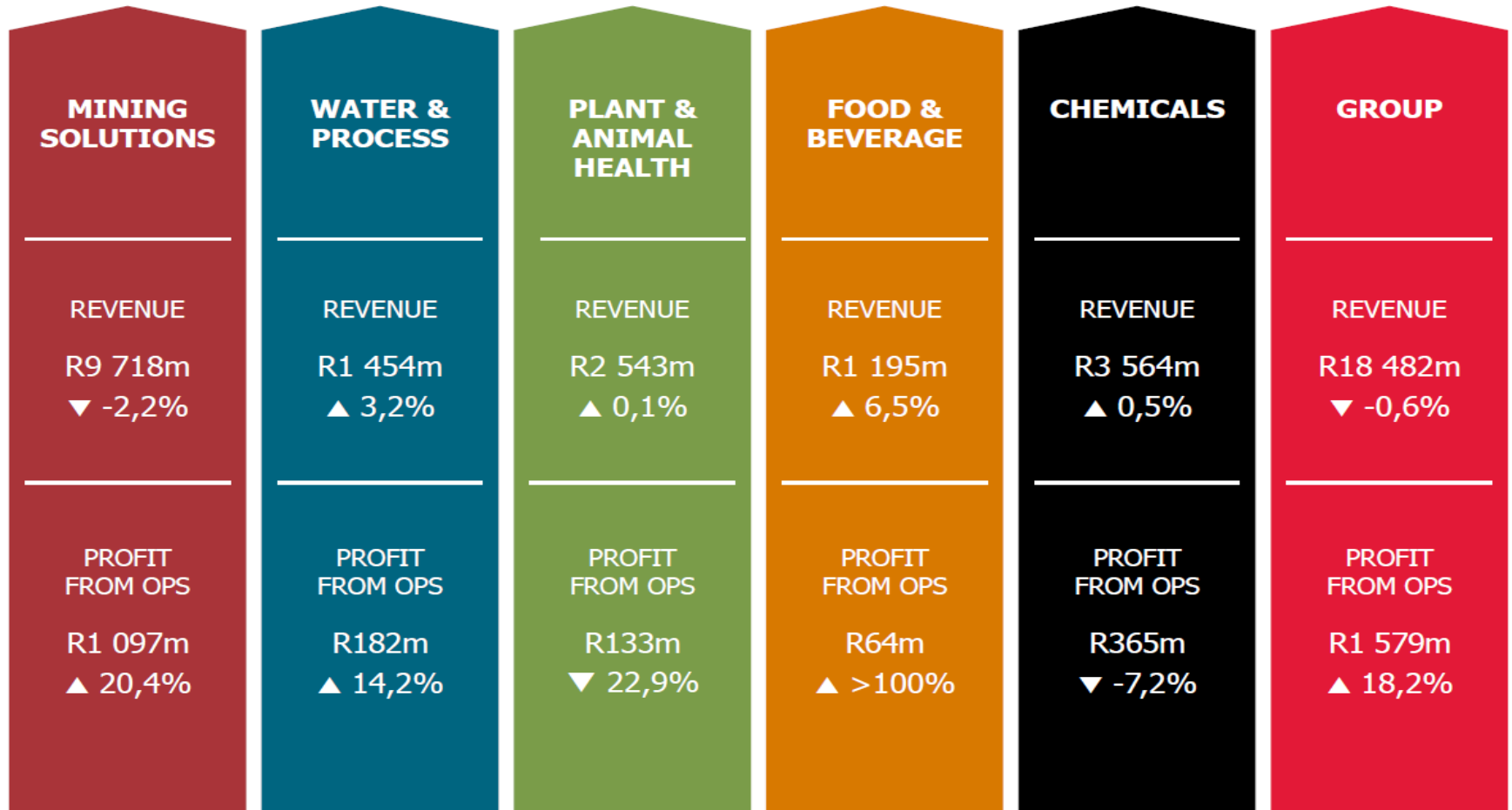


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Revenue by Strategic Pillar 2017





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ImproChem 2017 Performance

VOLUME ▲ 9,4%

REVENUE R1 454m
▲ 3,2%

PROFIT
FROM OPS R182m
▲ 14,2%

MARGIN 12,5%
'16: 11,3%

TRADE WC 20,4%
'16: 17,5%

- > Local demand curtailed by manufacturing environment and drought
- > Good progress in Africa, especially in Public Water
- > Exports now 30% of revenue (20% in '16)





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1st Acquisition

39

ACQUISITION SCHIRM

AECI[®]
good chemistry

- > Contract manufacturer of agrochemicals and fine chemicals; European and US footprint
 - » 4 sites in Germany, 1 in US
- > Largest provider of external agrochemical formulation services in Europe
- > Purchase price = €128,4m
- > Closed 30 January '18
- > Standalone entity in Plant & Animal Health pillar



AECI[®]
good chemistry

Water



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2nd Acquisition

40

**ACQUISITION
MUCH ASPHALT**

AECI[®]
good chemistry

- > SA's leading manufacturer and supplier of hot and cold mix asphalt products; manufacturer, supplier and applicator of bituminous road binders, emulsions, primes, pre-coats, modified binders
- > Definitive agreements signed on 27 October '17
 - » 100% of issued share capital
- > SA regulatory approvals awaited
- > To be included in the Chemicals Pillar



AECI[®]
good chemistry

Water



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Manufacturing Facilities

Welkom, Free State:

- Powder product plant
- Warehouse & distribution
- Capacity: 6,000 Tons/a
- Products for mine water treatment



Chloorkop, JHB:

- Distribution Hub
- Compliance: ISO 9000; ISO 14000; OSHAS 18000
- Equipment engineering (fabrication) unit



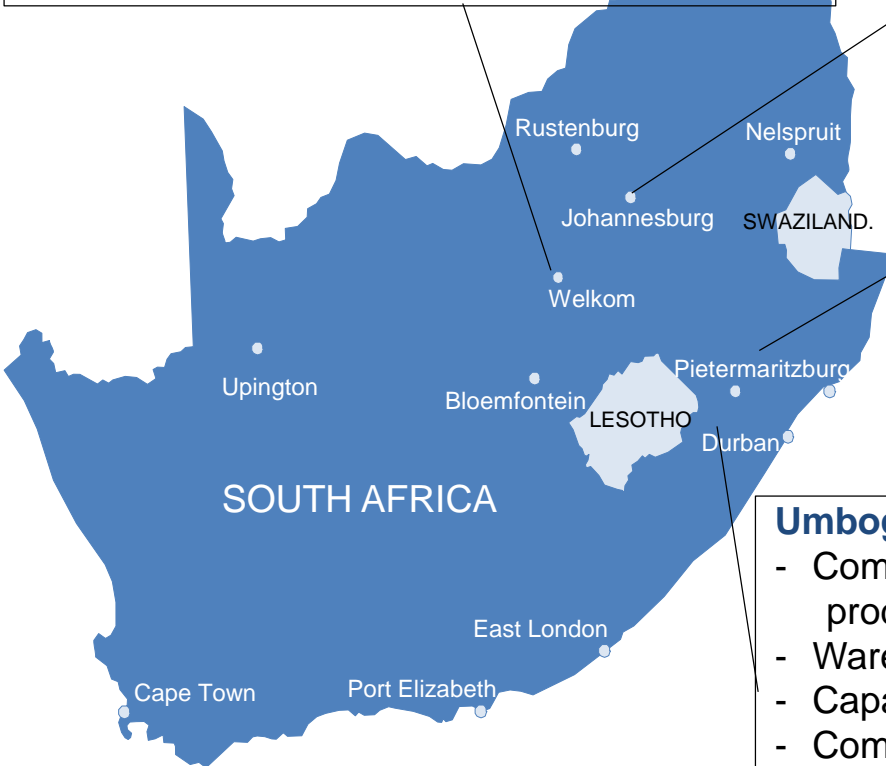
Pietermaritzburg, KZN:

- Production of DMDAAC, ACH & potable water products
- Capacity: 30,000 Tons/a finished product
- Compliance: ISO 9000; ISO 14000; OSHAS 18000; NSF



Umbogintwini, KZN:

- Complex polymer reactions product blending
- Warehouse
- Capacity: 25,000 Tons/a
- Compliance: ISO 9000; ISO 14000; OSHAS 18000; SABS 1828; SABS 1853; NSF





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Company Partnership



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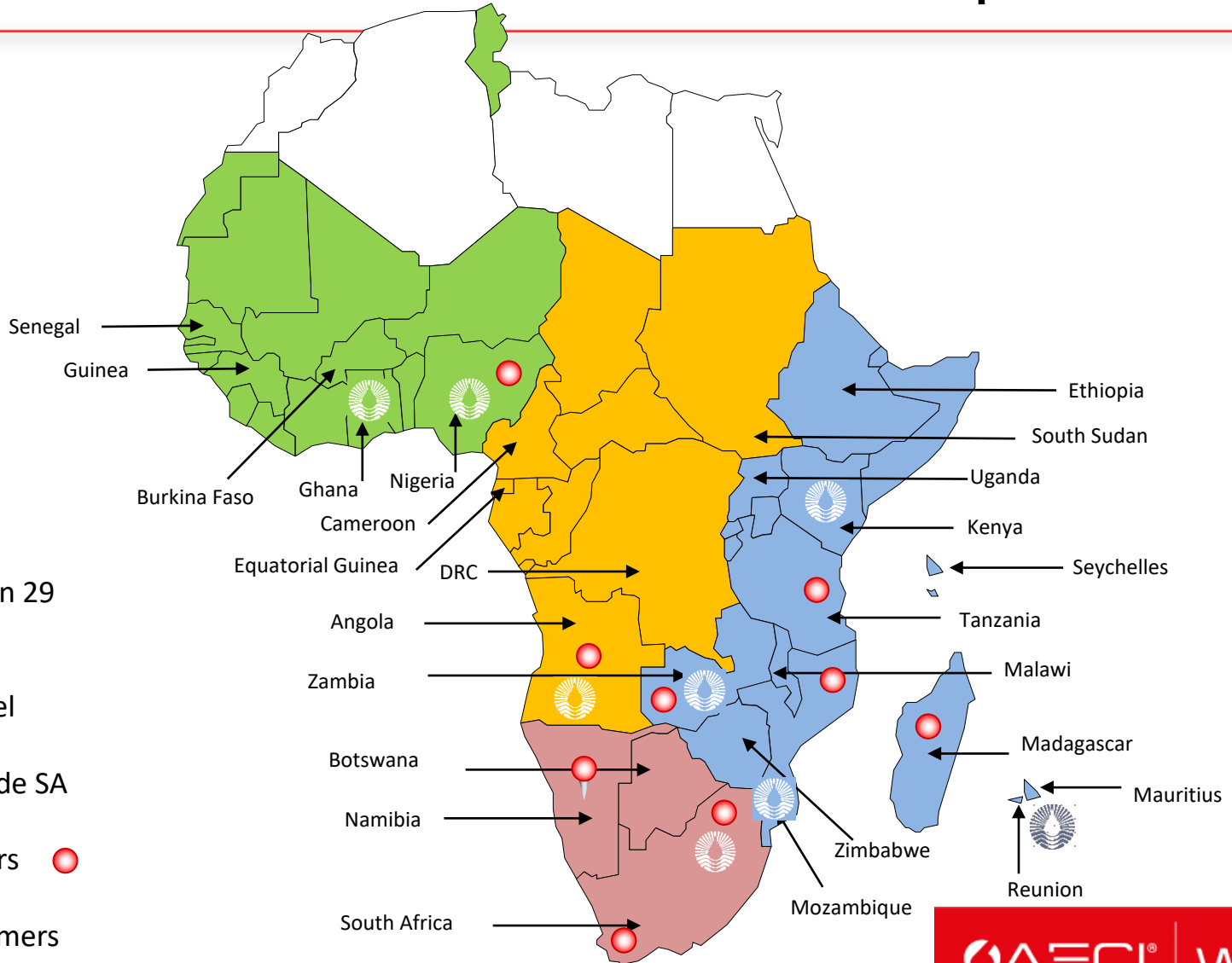
ImproChem in Rest of Africa



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Four Major Regions of Operation



- > Operational in 29 countries
- > 820 personnel
- > Incl. 74 outside SA
- > 18 distributors ●
- > 3 000+ customers

Operating territory



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Markets Served



ImproChem provides products and technical services to more than 3,000 customers across SSA. Industries served include but are not limited to:

- General Manufacturing
- Mining and Mineral Processing
- Primary Metals
- Upstream Oil & Gas E&P
- Downstream Crude Oil Refining
- CTL; GTL & Synfuels
- Chemicals & Petrochemicals

- Finished Fuels & Biofuels
- Power Generation
- Public Water Treatment
- Sugar and Ethanol
- Food & Beverage
- Pulp & Paper
- Automotive



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Engineered Solutions Offering



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Delivering Comprehensive Solutions



Desalination technologies



Municipal solutions



Industrial wastewater



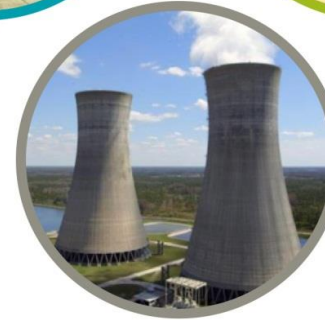
Process chemicals



Utility solutions



Zero liquid discharge



Monitoring and control solutions

Leveraging our innovation, expertise and global capabilities to solve tomorrow's water, wastewater, and process challenges for our customers



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Some Key Accounts Customers

4



RAND WATER



CITY OF CAPE TOWN
ISIXEKO SASEKAPA
STAD KAAPSTAD



MHLATHUZE
WATER • AMANZI



Johannesburg Water



Magalies Water



CITY OF
TSHWANE
IGNITING EXCELLENCE



WATER • AMANZI



bloemwater
naturalty



Amatola
Water • Amanzi



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Some Key Customers Cont'd





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Engineered Solutions To Our Clients

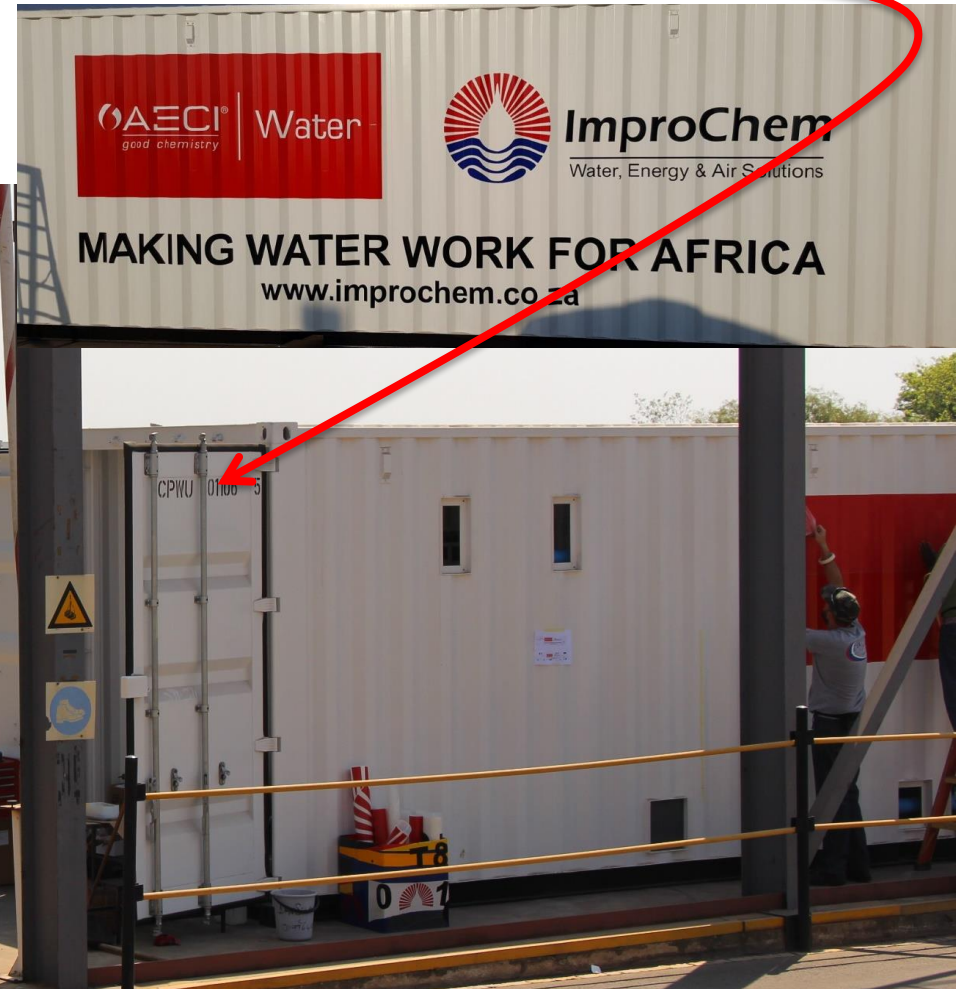


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Fabrication Work In progress.....

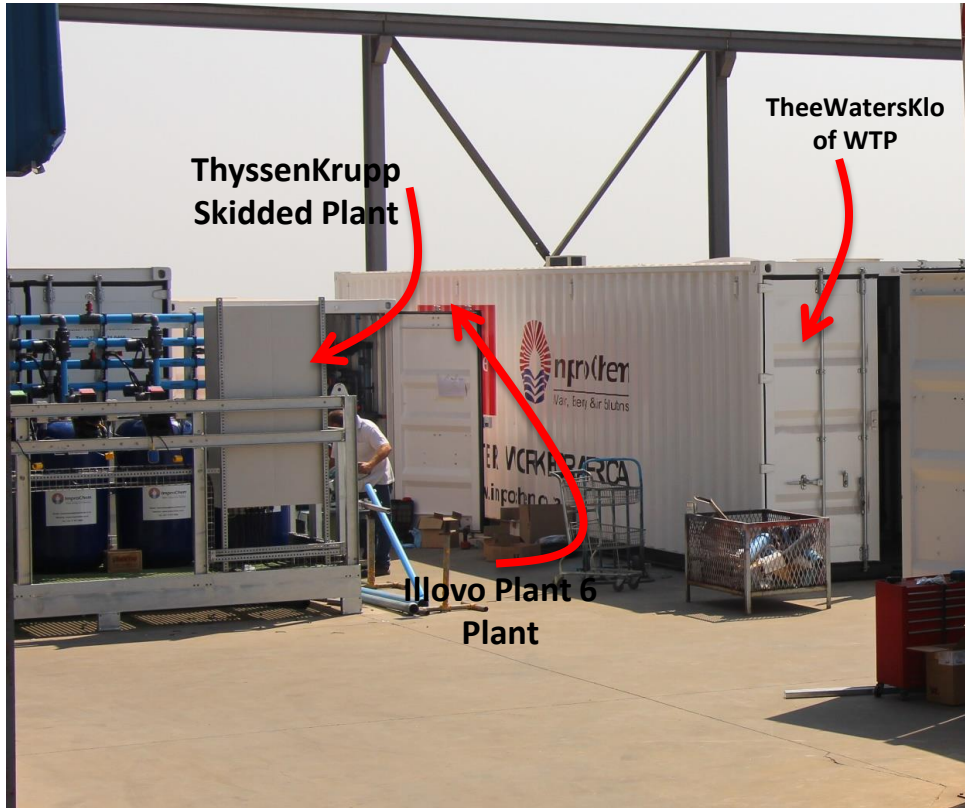
EThekweni Water Treatment Plant



ThyssenKrupp Skidded Plant

TheeWatersKlo of WTP

Illovo Plant 6 Plant





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Chevron Refinery Grey WTP





ImproChemAnglo Platinum: Dishaba Mine

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**Vale Moatize
Mine Village WTP
Mozambique**





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ThyssenKrupp Plant RAMM....Factory Tested ready to Go.....





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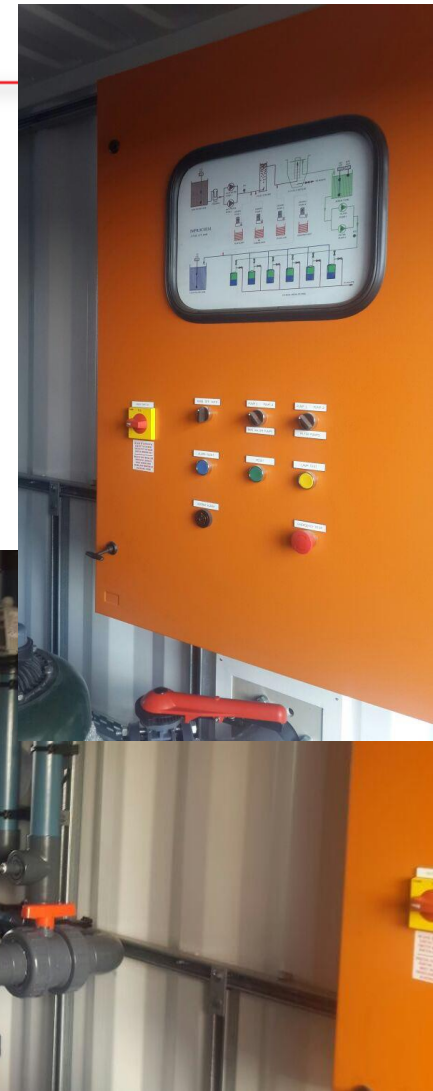
Water, Energy & Air Solutions

Illovo 5 Plant & 6 Ready To



**Illovo
5 Plant**

**Illovo
6 Plant**





Other Engineered Solutions

Design, build, operate and maintain water treatment plants for:

- 💧 Industrial water treatment
- 💧 Potable water treatment
- 💧 Wastewater re-use and recycle

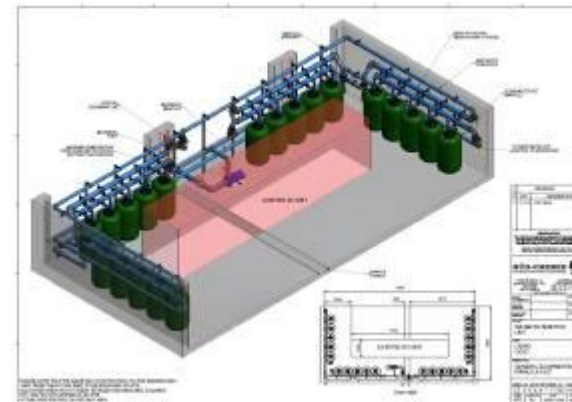
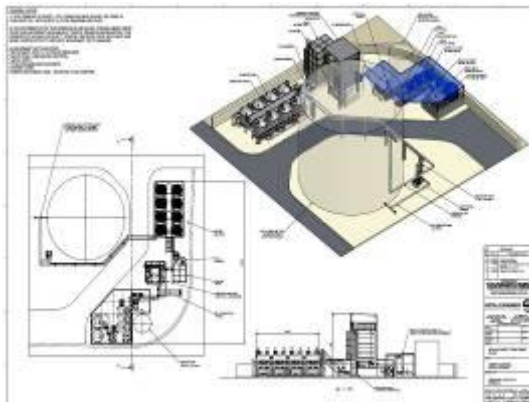
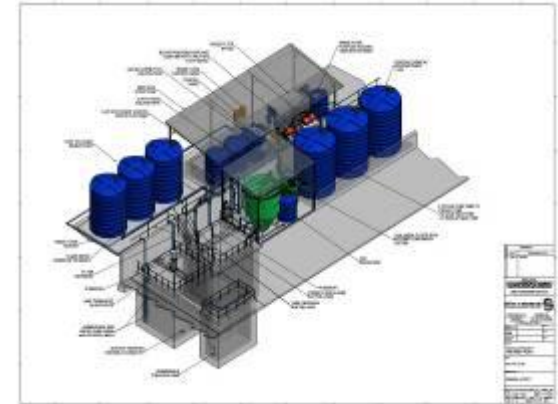
Integrated water treatment plant design and project management, from concept to commissioning and life cycle management





Engineered Solutions

- Complete in-house range of equipment on a supply-only or an EPC (Engineer, Procure and Construct) basis, including:
 - pre-treatment and post-treatment plant
 - chemical storage and preparation
 - chemical dosing and control systems
 - packaged systems
 - mobile water treatment units



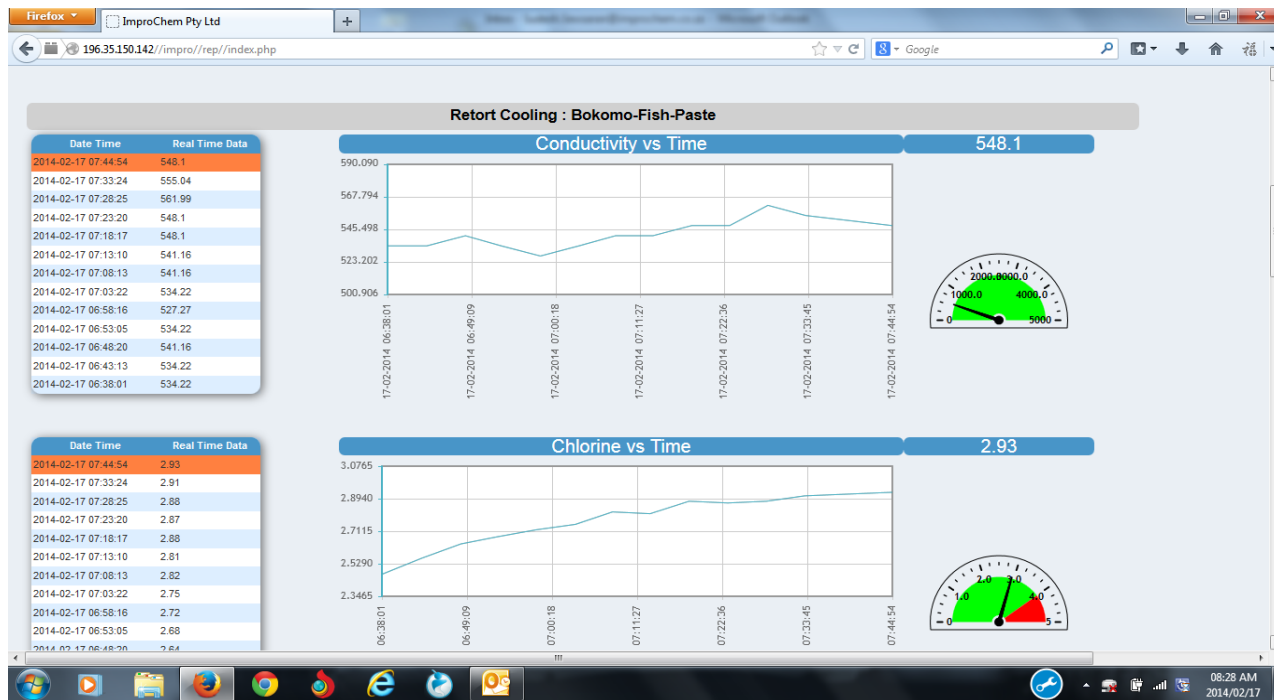


ImproChem Monitoring & Control Solutions

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Remote monitoring & diagnostics of key parameters for applications





Western Cape Support

THEWATERSKLOOF

- Boreholes sunk
- Water quality laboratory work completed
- Containerised treatment plant - clarification, filtration, disinfection
- 12000 litres/hour – meeting needs of 2 000 people/day





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MAKING WATER WORK FOR AFRICA



Public Water



Upstream Oil & Gas



Refining



Chemical Processing



Mining



Industrial



Food & Beverage



Engineered Solutions

Thank You