



**EC** | **FORTISCHEM**  
MEMBER OF **ENERGO**CHEMICA

2013



A fast learning holding

*„PERFORMANCE - COOPERATION -  
PLEASURE“*

# BASIC DATA

<b>Company name</b>	ENERGOCHEMICA ,SE
<b>Legal form</b>	European company, Societas Europaea SE
<b>Headquarter</b>	Praha 4, Nusle, Hvezdova 1716/2b, Zip Code 140 00, Czech Republic <a href="http://www.energochemica.eu">www.energochemica.eu</a>
<b>Capital</b>	150 mil. EUR
<b>Ordinary shares</b>	1 500 000
<b>Sales 2011</b>	230 mil. EUR
<b>Employees</b>	1 950
<b>Vision</b>	Chemical and energy holding which can become one of the leaders in the area of chlorine chemistry in CEE

# HISTORY

- December 2011** Establishment of the company in Prague
- June 2012** Energochemica enters the Prague Stock Exchange
- August 2012** Acquisition of Slovak companies
- August 2012** Establishment of subsidiary ENERGOCHEMICA TRADING, a.s.

# BUSINESS FOCUS

- **Chemistry**

Mainly Cl<sub>2</sub> based, also a wider range of inorganic, organic , petrochemistry products and products based on polymers

- **Power industry**

Production of heat and power to supply own units + sales of surplus

- **Building industry**

Further develop business in area of pipeline systems, facade lining, window frames, thermal insulation, energy-saving construction, etc

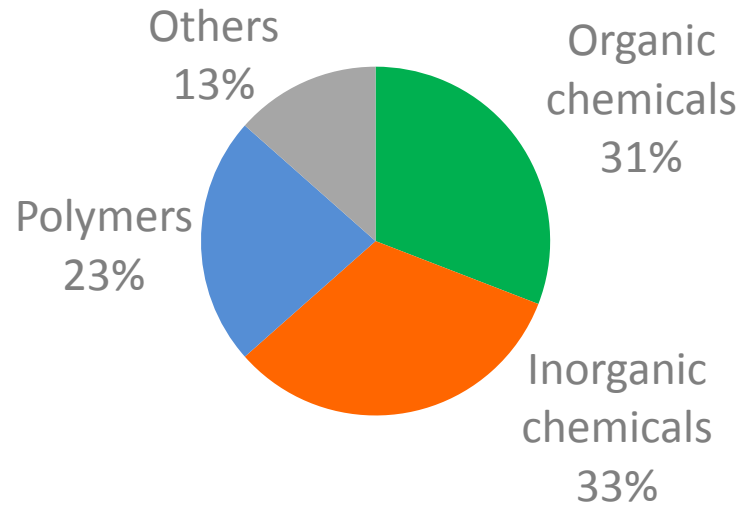
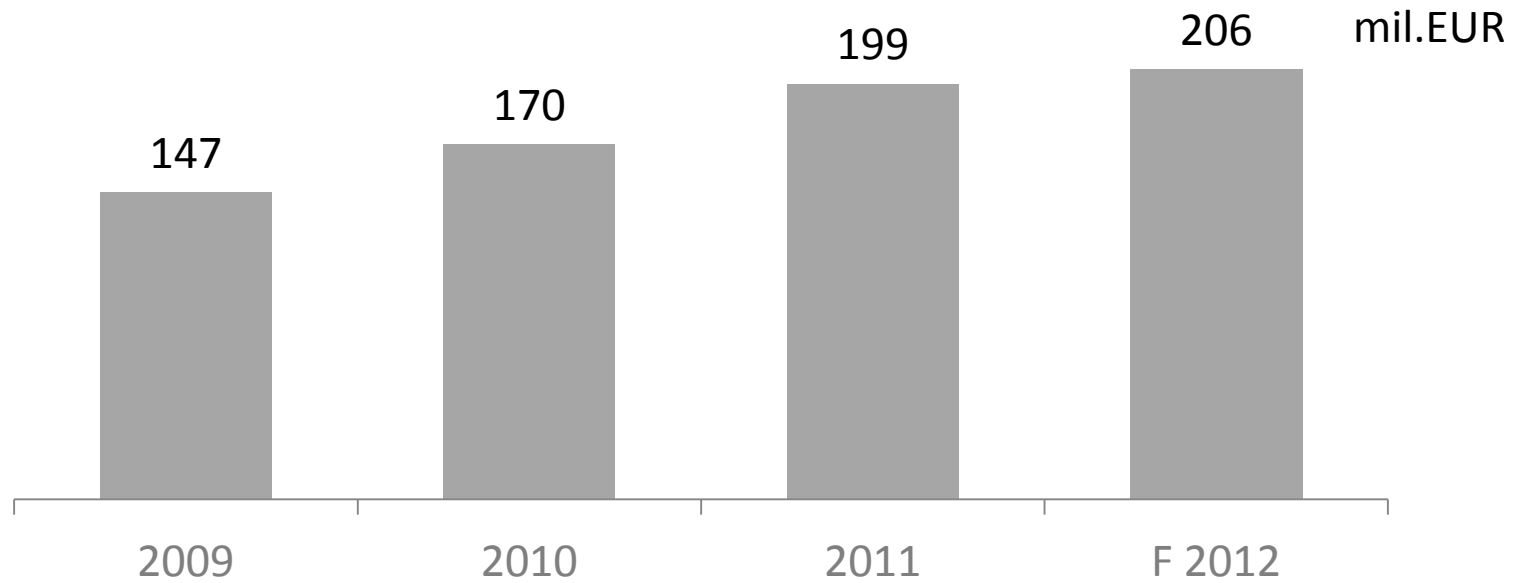
- **Automotive industry**

Use the potential of the growing segment - direct and indirect supplies of a portfolio of products



V4

# TOTAL SALES OF CHEMICALS

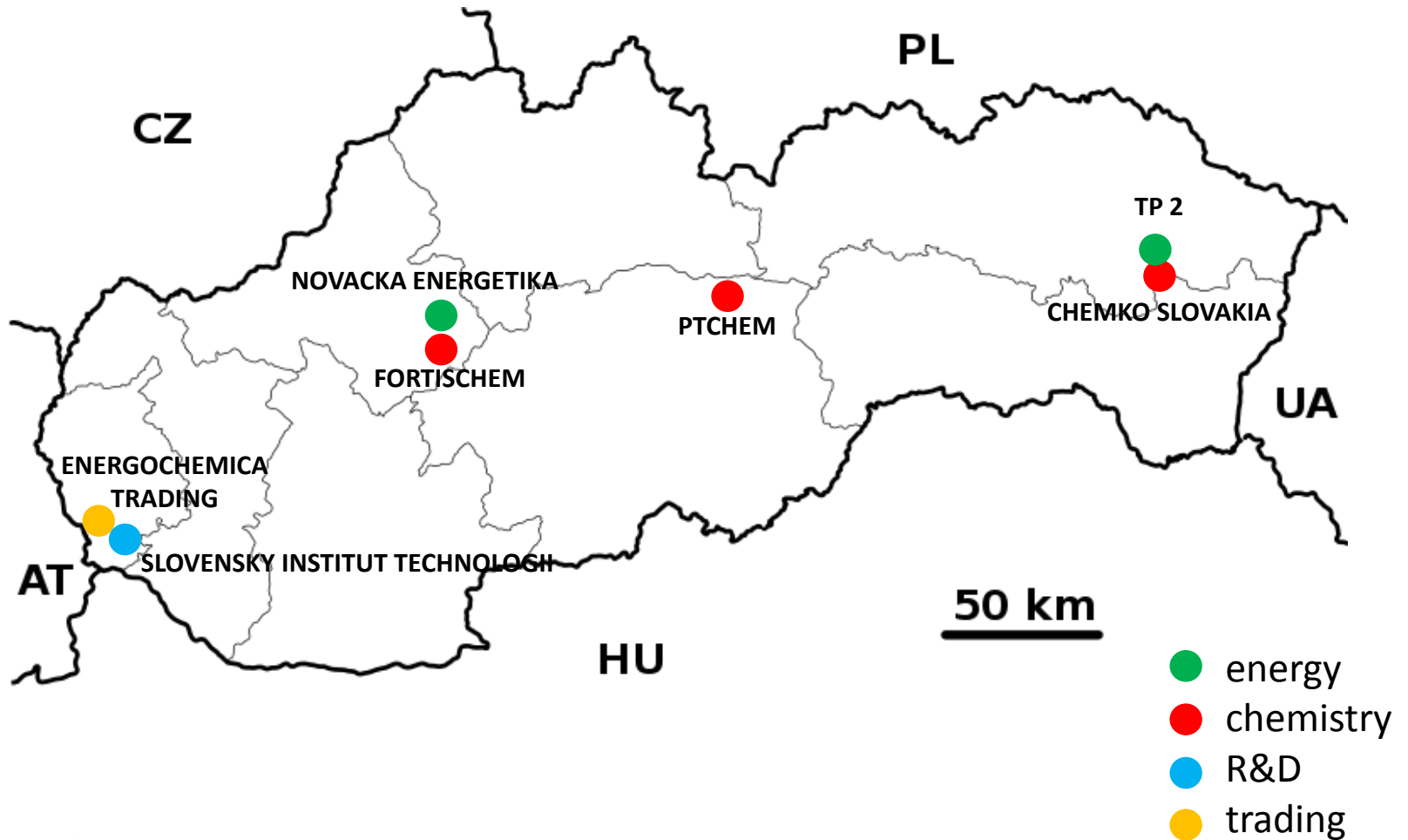




A subsidiary set up by Energochemica SE, as the sole shareholder, located in Slovakia and primarily engaged in retail trade, wholesale, consulting and brokering services



# SUBSIDIARIES



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## **ENERGOCHEMICA TRADING, a.s.**

Strategy  
Development  
Sales and purchase  
Investment  
Finance  
Property  
Human resources  
IT

## **CHEMISTRY**

### **FORTISCHEM, a.s.**

Caustic soda, chlorine, hydrochloric acid, sodium hypochlorite, calcium carbide, PVC, profiles, polyacetal, polyether polyols, ethylene chlorohydrin, chlorinated paraffins, chloroethoxy methane, propanolamine

### **Chemko, a.s. Slovakia**

Pentaerytritol, phenolic resins, calcium formate, oil-based liquid with refining additives, light stabilizers at the base piperidine

### **PTCHEM, s.r.o.**

Organic chemicals, linear alkylbenzene sulfonic acid

## **ENERGY**

### **Novacka Energetika, a.s.**

### **TP 2, s.r.o. Strazske**

Production and distribution of energy, maintenance services, steam-gas cycle

## **R&D**

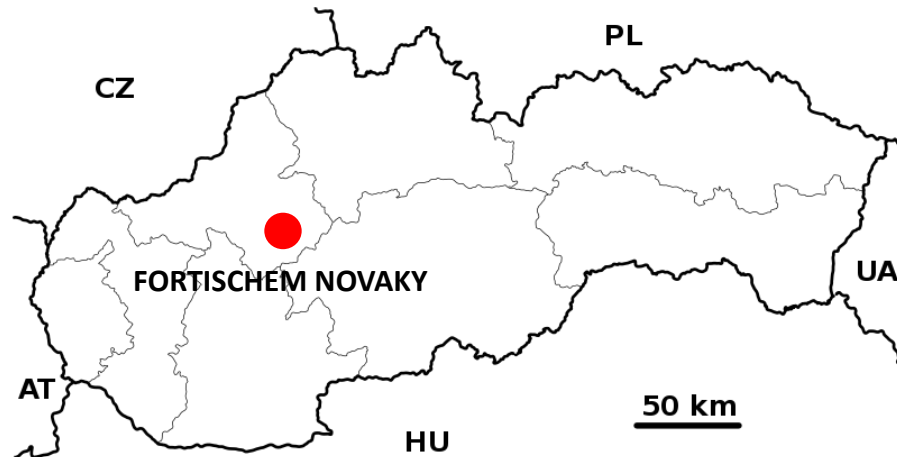
### **Slovensky Institut Technologii, a.s.**

Research and development, education activities



A key member of Energochemica in the company's effort to fulfil its vision

# BASIC DATA



Employees	1 356
Total sales (F 2013)	196 mio. €
Certified	ISO 9001, ISO 14001, OHSAS 18001

Vision: Count to the leading Slovak chemical companies as to the efficiency, sustainable growth and environmental balance

# HISTORY OF FORTISCHEM

- 1940** Start of operations: Production of NaOH, Cl<sub>2</sub>, NaOCl, H<sub>2</sub>
- 1953** Production of VC, PVC, Glycols, Chloroparaffin
- 1954** Production of Calcium carbide
- 1992** PVC processing - products for the construction industry
- 2012 August** NCHZ company acquired by Energochemica and renamed to Fortischem



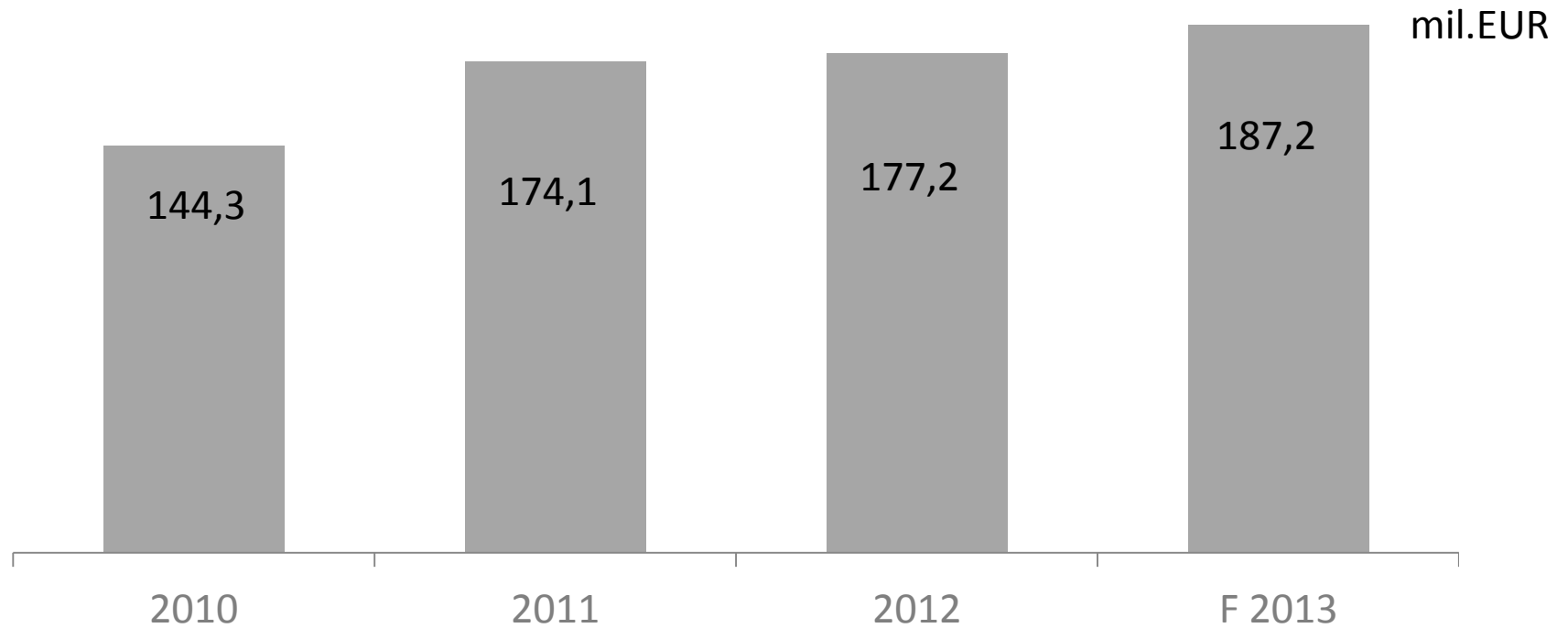
18. Pohľad z južnej strany na závod po jeho dokončení v roku 1940

# PRODUCTS

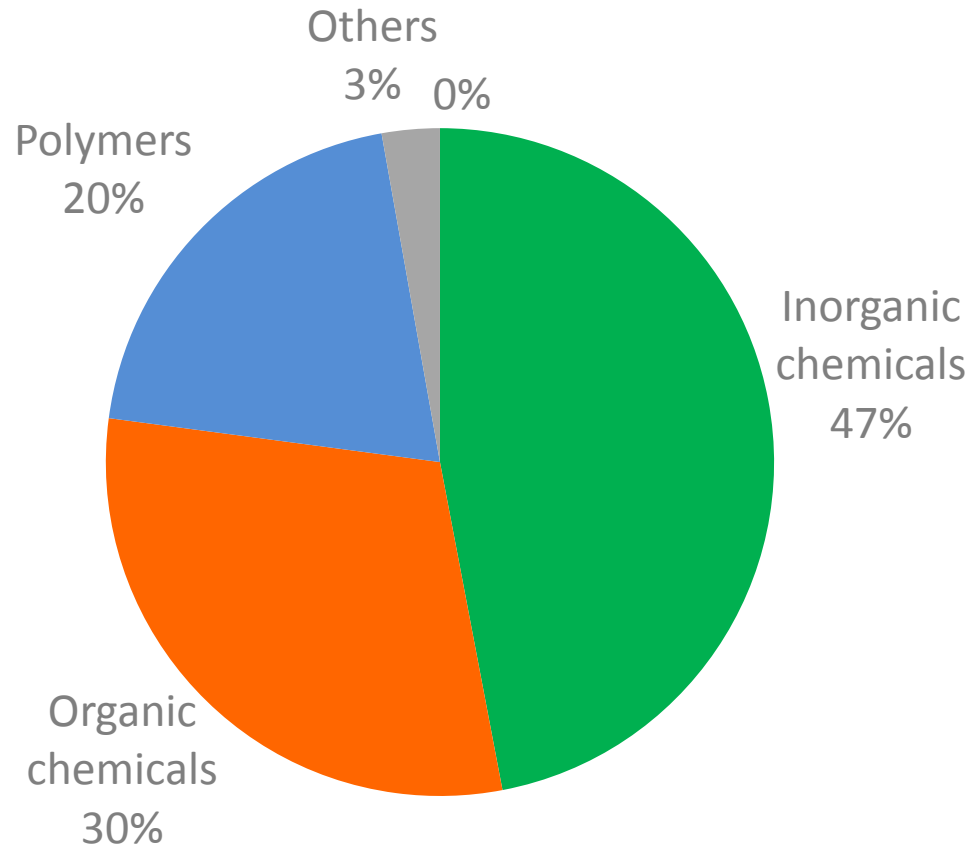
- Calcium carbide
- Caustic soda, chlorine, hydrochloric acid, sodium hypochlorite
- Polyether polyols, acetylenic alcohol, ethylene chlorohydrin, chlorinated paraffins, chloroethoxy methane, propanolamine
- E PVC, S PVC, VC/VA co-polymer
- PVC window profiles , facade lining



# TOTAL SALES IN CHEMICALS



# SALES PER PRODUCT CATEGORY





# THE ROAD TO SUCCESS

- **Continue in 're-engineering'**
  - fine tune all processes, change of employees' mindset, increase productivity
- **Compliance**
  - legislation on environment, health&safety
- **Innovation**
  - partial switch from commodities to specialities, tailor made products, food and pharmaceutical quality, new recipes in polymers, etc.
- **Upgrade of obsolete technologies**
  - high quality of products, energy efficiency
- **HR development**
  - investment in our employees, attracting young people
- **Autonomy in area of energies and some raw materials**
  - own power and heat production

THANK YOU