



# OQ Chemicals

COMPANY PRESENTATION

January 9, 2024





## OQ Chemicals in short

**1.3** million tonnes  
of production capacity

Annual revenue of  
**1.4** billion euros

**70** products  
shipped to every continent

**6** production sites

**1,400**  
employees globally

Owned by **OQ**

**OQ Chemicals is a worldwide leader in the production and sale of Oxo Intermediates and Oxo Performance Chemicals.**

Our products are used in various industry segments such as paints and coatings, lubricants and functional fluids, personal care, flexible packaging, and many more besides.

OQ Chemicals employs 1,400 people worldwide, working at our production sites, offices and remotely.

OQ Chemicals is part of OQ, an integrated energy company with roots in Oman.



# Managing Directors

## Dr. Oliver Borgmeier



CEO Dr. Oliver Borgmeier has been with the company for more than 15 years and has extensive experience in the fields of operations, strategy and business management.

Dr. Oliver Borgmeier holds a Ph.D. in chemistry from RWTH Aachen University, Germany, and has worked for various multinational companies in the chemical industry.

## Silvia Wepler

CFO Silvia Wepler has over 20 years of management experience in finance, controlling, and digitalization in various industries.

Silvia Wepler holds a Business Administration degree from the Baden-Wuerttemberg Cooperative State University and has broad industry background. She possesses extensive knowledge of operational management throughout all phases of a company.







# Leadership Team



**Dr. Christoph Balzarek**  
Corporate Development &  
Innovation



**Özge Hagen**  
Human Resources



**Jason Haverland**  
Global Sales



**Kyle Hendrix**  
Global Marketing



**Hans-Peter Imkamp**  
Legal



**Lars-Eric Johansson**  
Industrial Relations



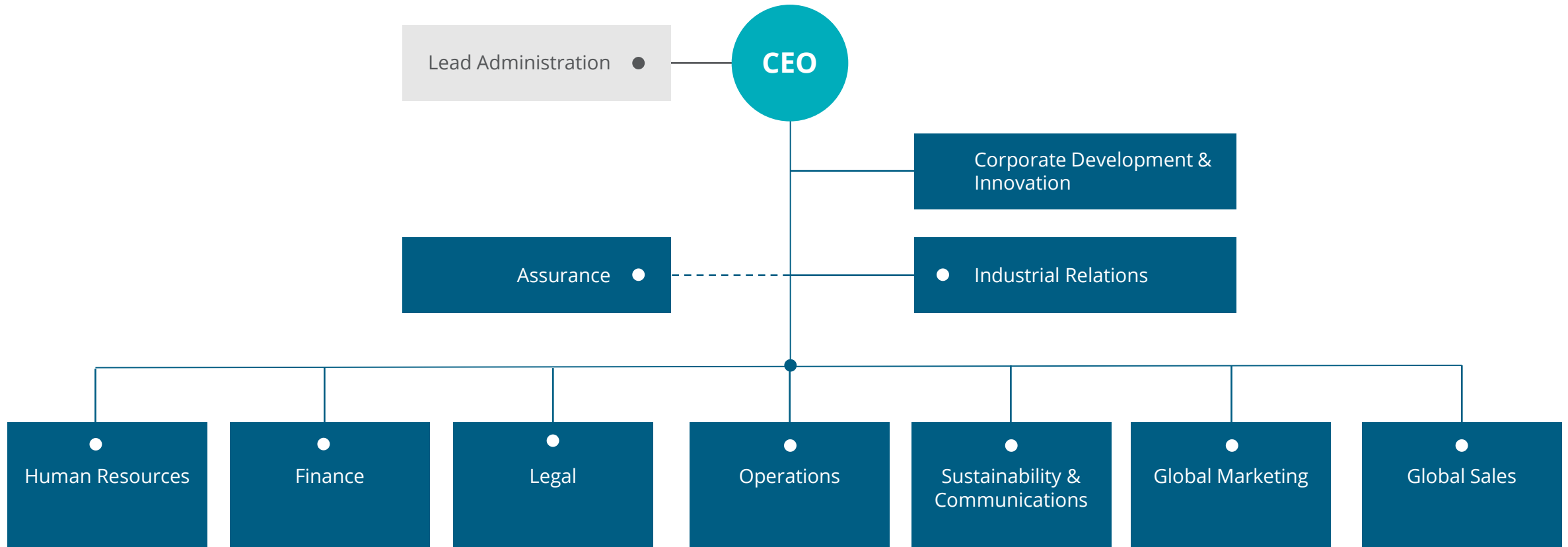
**Dr. Albrecht Schwerin**  
Chief Operating Officer



**Dr. Ina Werxhausen**  
Sustainability &  
Corporate Communications

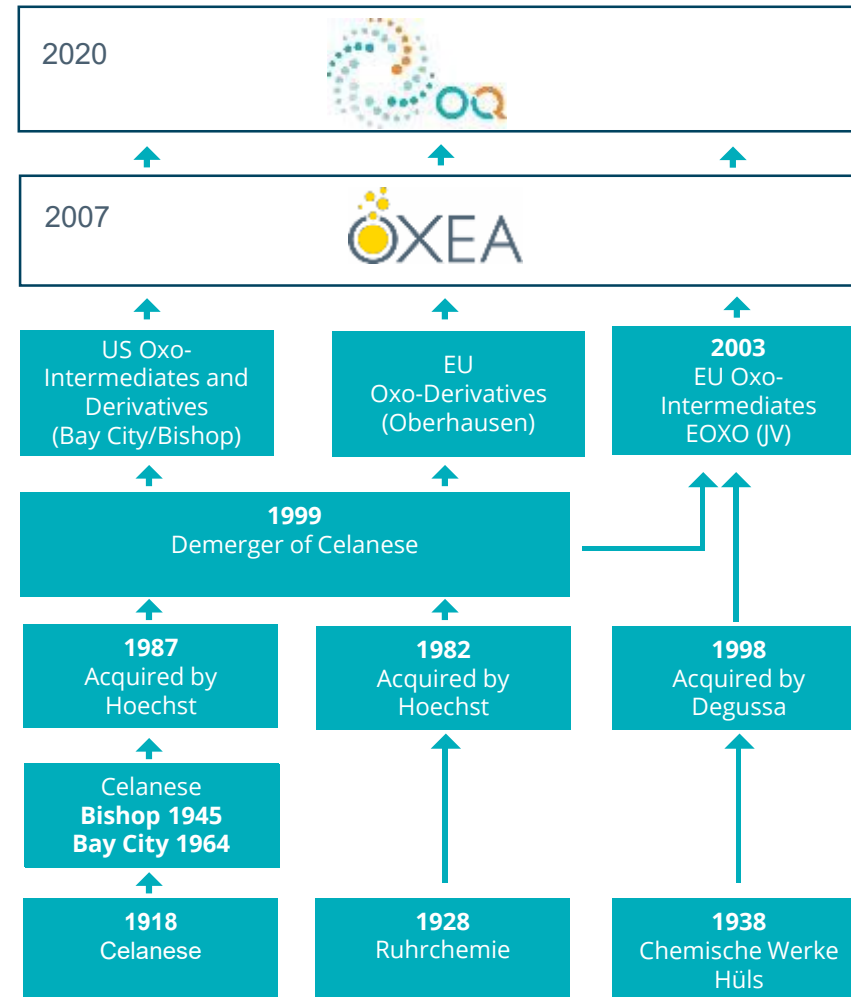


# OQ Chemicals Organizational Chart





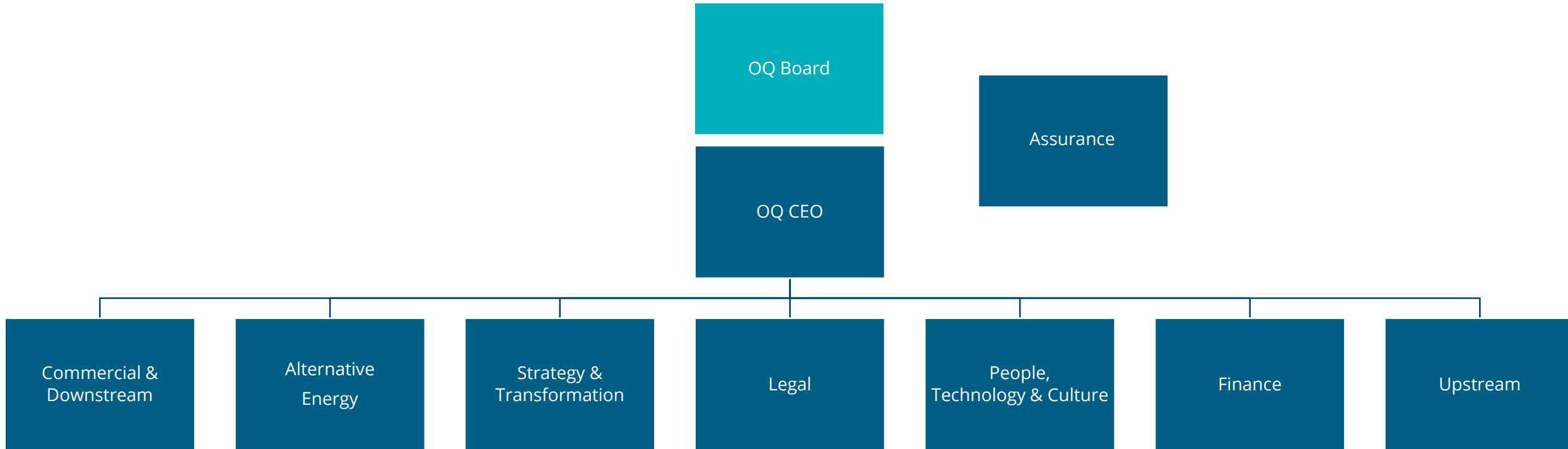
# OQ Chemicals History





# OQ-Group

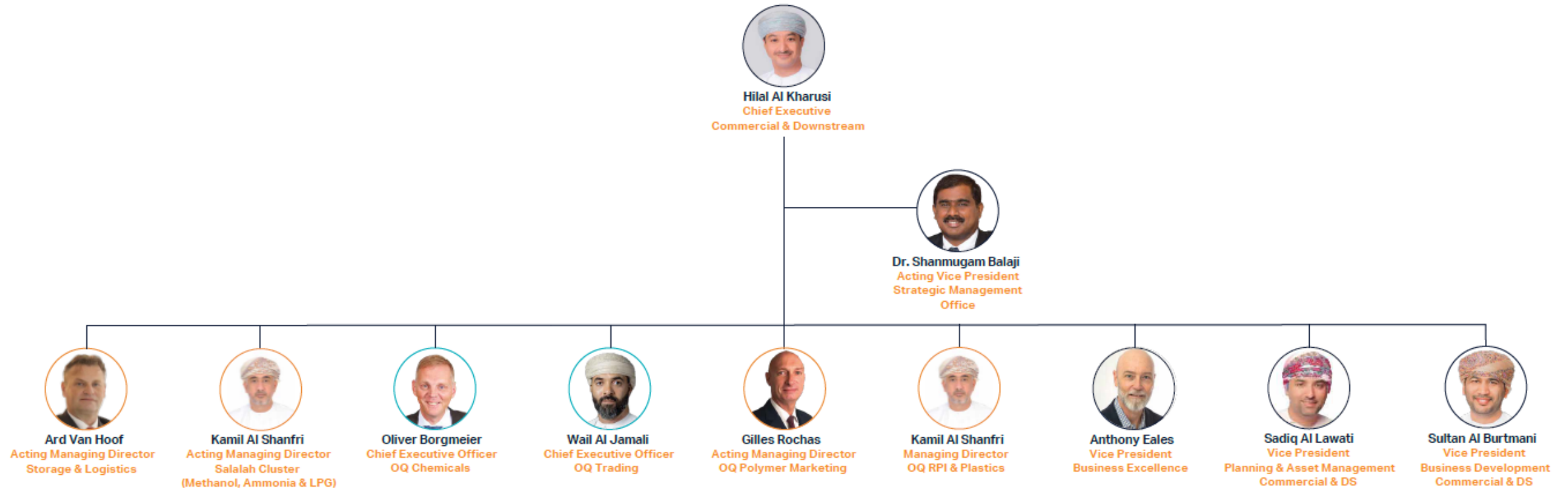
## Simplified structure representation





# OQ-Group

## Commercial & Downstream







# OQ Chemicals footprint

## Production sites and offices across the globe



### Production sites

**Bishop**  
approx. 45 employees

**Bay City**  
approx. 180 employees

**Amsterdam**  
approx. 25 employees

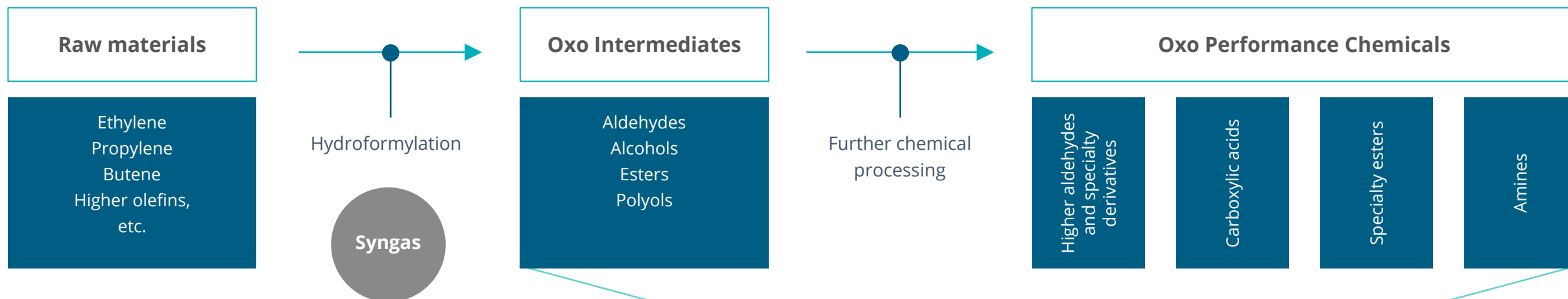
**Oberhausen**  
approx. 800 employees

**Marl**  
approx. 70 employees

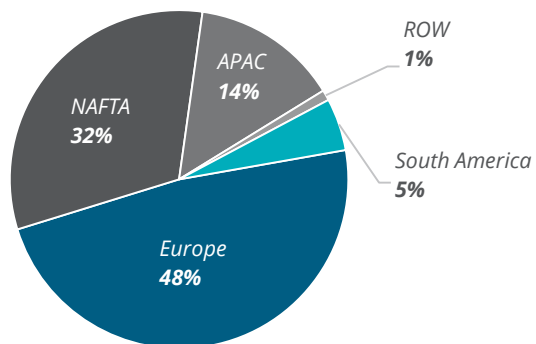
**Nanjing**  
approx. 50 employees



# OQ Chemicals Value Chain



Sales by regions



OQ Chemicals products can be found in many everyday items





# OQ Chemicals

## World Market Leader

- OQ Chemicals is an **industry leader** in products like Propanol, 2-Ethylhexanol, Butanol, Butyl Acetate and 1,3 Butylene Glycol.
- OQ Chemicals is the **market leader in synthetic fatty acids** in the C3 to C9 acid range.
- We have **strong market positions** in Europe and the USA.
- We increase **capacities to strengthen our market position** and to facilitate our customers' growth.
- Our **1,000+ customers across different industries** guarantee our business stability and robustness.





## OQ Chemicals – What we offer

**We are the worldwide partner of choice for high-quality Oxo Intermediates and Oxo Performance Chemicals:**

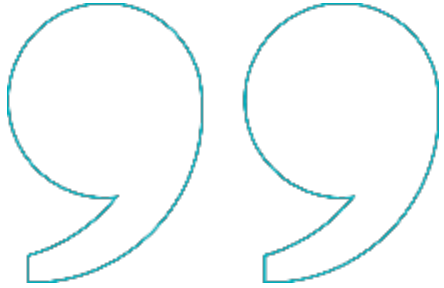
- Safe processes and products are our top priority.
- We offer the most comprehensive portfolio of oxo chemicals on the market.
- Our products are geared towards our customers' markets.
- We keep a close eye on key drivers and trends in our markets – including sustainability.
- We are experts in our field with a focus on oxo chemicals.
- We operate dedicated and multi-purpose units at our sites, with a high grade of flexibility.
- We invest in capacities and infrastructure.



**Our full  
focus is  
on oxo  
chemicals**



# OQ Chemicals strategic direction



*“We are committed to sustainability and constant improvement at OQ Chemicals – the way we act today is crucial for determining long-term prospects.”*

*Dr. Oliver Borgmeier*



## Our key strategic pillars are:

1

**Strengthening our  
Oxo Intermediates  
business**

**We are the supplier of choice  
for Oxo Intermediates**

2

**Growing our Oxo  
Performance  
Chemicals business**

**We drive and facilitate our  
customers' growth**

3

**Driving functional  
excellence**

**We strive for excellence in  
everything we do**



## Our key strategic pillars are:

1

### Strengthening our Oxo Intermediates business

**We are the supplier of choice for Oxo Intermediates**

- We strive for added value downstream and help our customers to develop their markets – relationships based on mutual trust are key to us
- We offer ISCC Plus-certified products as alternatives to our fossil-based portfolio – and will expand this continually
- We concentrate on process optimization (digitization and automation)

2

### Growing our Oxo Performance chemicals business

**We drive and facilitate our customers' growth**

- We invest in production capacities
- We strive to develop markets together with our customers
- We keep a close eye on technologies that present an addition to our current product portfolio
- We offer ISCC Plus-certified products as alternatives to our fossil-based portfolio – and will expand this continually

3

### Driving functional excellence

**We strive for excellence in everything we do**

- We identify opportunities and risks for our business
- We define targets and measures for growing our business successfully
- Functional excellence is relevant for all areas at OQ Chemicals – we make this tangible and provide our employees with the tools they need to be successful



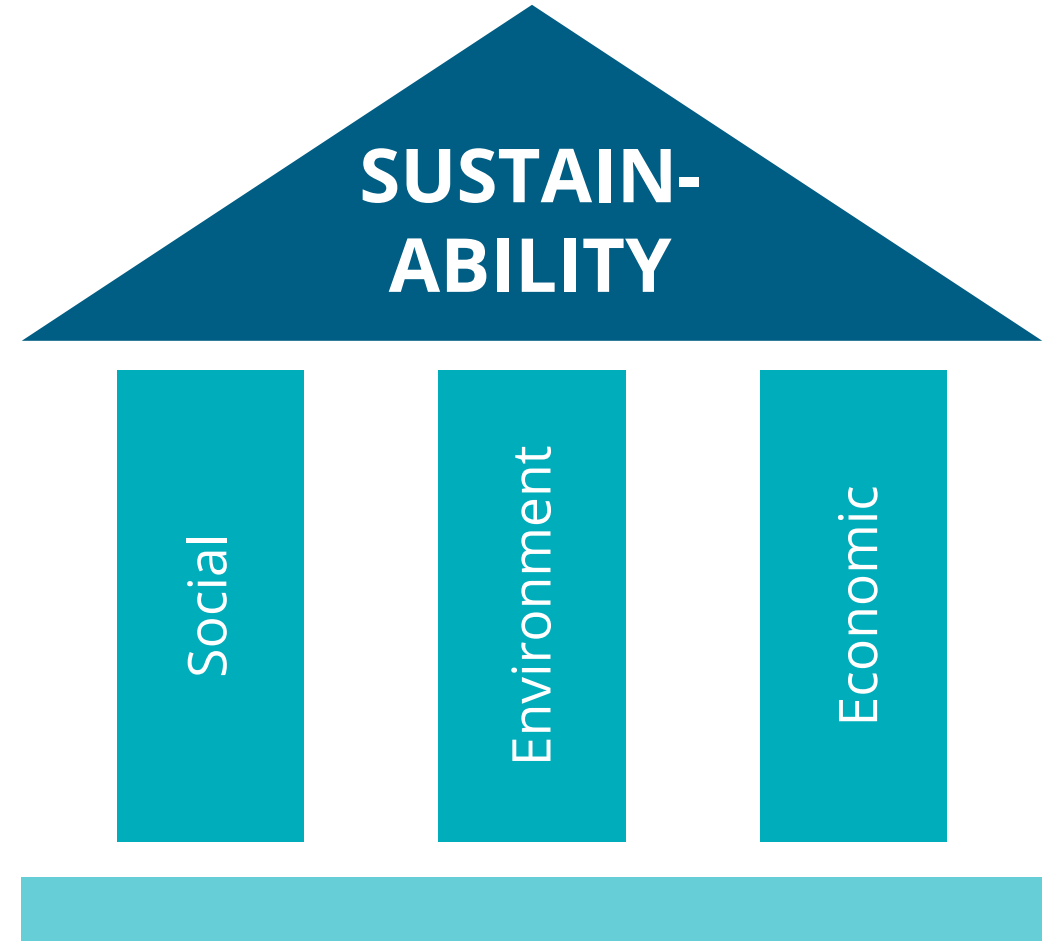


# Sustainability @ OQ Chemicals



*“At OQ Chemicals, we see sustainability as something for which our company as a whole is responsible – this is because our actions today determine the long-term prospects of the company. The three pillars of sustainability form the basis for our holistic and strategic approach to drive our company toward greater sustainability and success.”*

*Dr. Oliver Borgmeier*





# Sustainability @ OQ Chemicals

Sustainability is an integral part of OQ Chemicals' company strategy and determines our business success. Sustainability is not just a program for us – it is a commitment. We believe in sustainability.

We set ourselves goals and implement related measures to fulfill the expectations of our stakeholders while aiming to reduce our environmental footprint.

Key sustainability topics in the next few years will be the reduction of GHG emissions and the development of a sustainable value chain.





# reduce-Program

## reduce >>>

### OQ Chemicals' way to climate neutrality

OQ Chemicals is to achieve climate neutrality by mid-century while continuously minimizing our environmental impact.

reduce is the program to pursue this target and to bundle all related actions.

#### Our goal is clear:



less emissions\* by 2025

less emissions\* by 2030

by mid-century

\*against the 2017 baseline

#### 6 scopes of work:

##### Operations

(e.g. CO<sub>2</sub>, energy, waste avoidance, efficiency, water)



##### Commercial

(e.g. commercial strategy, partnerships investments, products)



##### Breakthrough

(e.g. innovation strategy and processes, pilot projects)



##### Procurement & Supply chain

(e.g. procurement strategy/criteria, supplier evaluation, supply chain strategy, CTS, logistic flows)



##### Finance & Funding

(e.g. Finance processes; business case criteria, post implementation review)



##### Measurements & KPI's

(e.g. KPI development, roll out, collecting & reporting)





# Sustainability performance

## Supported frameworks and strategic governance



OQ Chemicals is a listed member of Responsible Care® - a global, voluntary initiative of the chemical industry.



100 percent of all OQ Chemicals sites have **ISO 9001** (quality management) and **ISO 14001** certifications. All our sites in Europe and our site in Nanjing are certified according to **ISO 45001**.



**UN Sustainable Development Goals**, the **United Nations Global Compact** and the **Global Reporting Initiative** serve as strategic guidelines for the managerial approach of OQ Chemicals Sustainability Management.



OQ Chemicals is a member of various industry organizations including the CEFIC (*Conseil Européen des Fédérations de l'Industrie Chimique*), VCI (*Verband der Chemischen Industrie*), **REACH** consortia and **TCC** (Texas Chemical Council).



# Sustainability performance

## Activities and highlights



We published our yearly Sustainability Report in July 2023 in accordance with **GRI, Core Option**.



Our sites in Monheim, Oberhausen and Marl were certified in accordance with **ISCC PLUS** standards.



OQ Chemicals holds **Gold status** on the EcoVadis platform – one of the world's largest providers of business sustainability ratings.



Our German locations were evaluated and subsequently certified as Top Employer 2023 by the Top Employers Institute.



Our Oberhausen site was successfully audited in accordance with TfS (Together for Sustainability) requirements.



# Sustainable Development Goals and how we play our part

At OQ Chemicals, we have identified four SDGs to which we actively contribute to:

**Quality education:** OQ Chemicals invests in the training and education of its employees throughout the company. OQ Chemicals is one of the most important employers in Oberhausen and offers vocational training for young people in industry-related and administrative occupations.

4 QUALITY  
EDUCATION



8 DECENT WORK AND  
ECONOMIC GROWTH



**Decent work and economic growth:** The management structure of the company is set for economic success and sustainable growth based on defined procedures and processes. We adhere to a Company Code of Conduct that rejects all forms of discrimination, child labor or forced labor.

**Responsible consumption and production:** At OQ Chemicals, we implement safe and efficient processes. As the founder of the oxo synthesis, we are experts in our processes. Our goal is to maximize output whilst minimizing input. All our products are labeled and supplied with the correct documents to guarantee safe handling by the recipient.

12 RESPONSIBLE  
CONSUMPTION  
AND PRODUCTION



13 CLIMATE  
ACTION



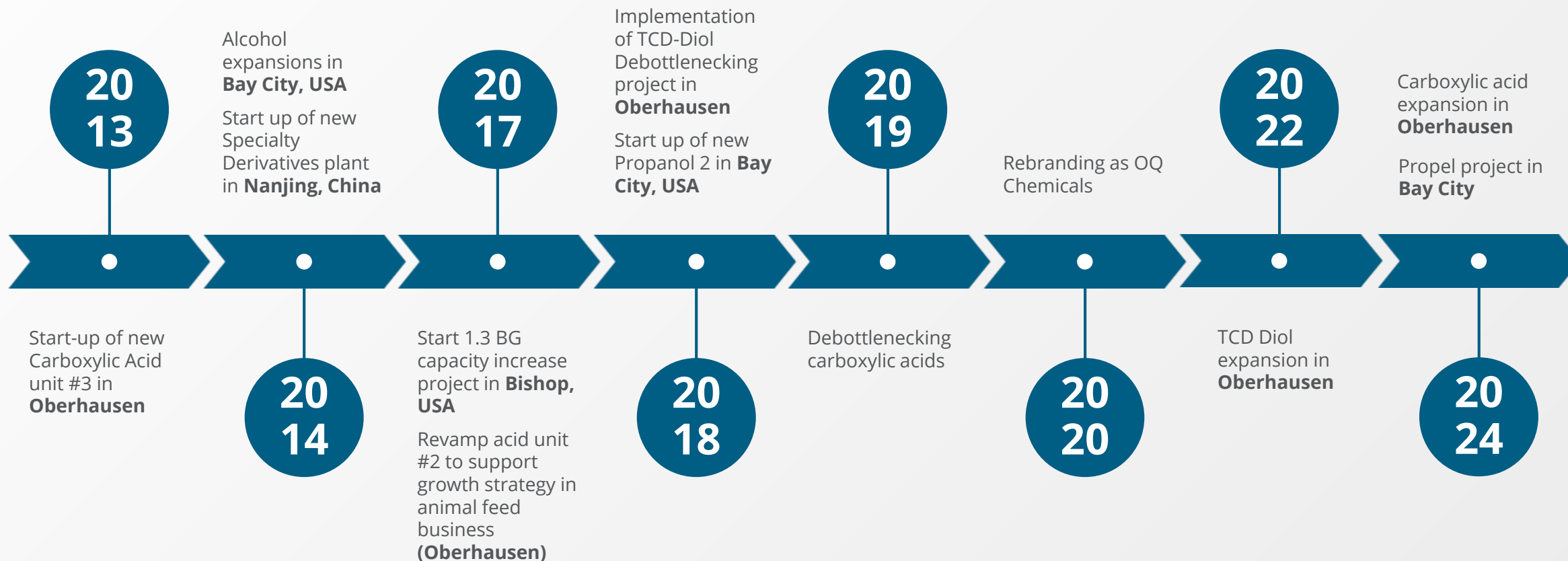
**Climate action:** As a manufacturer of chemicals, we acknowledge our responsibility to and impact on the environment. We continuously work to improve our energy balance and CO<sub>2</sub> emissions worldwide and have set ourselves short-term, mid-term and long-term goals.





# Strategic highlights

## Continuing investments to remain a market leader





# Diversified product portfolio

## Applicable in a wide range of end uses

### Oxo Intermediates

#### Aldehydes

**Applications:**  
Lacquers, polymer additives,  
flotation reagents,  
flavors and fragrances

#### Alcohols

**Applications:**  
Surface coatings,  
lacquers and paints, polymer  
additives, lubricants, solvents,  
disinfectants, printing inks

#### Esters

**Applications:**  
Chemical intermediates,  
cosmetics, paints and coatings,  
printing inks, pharmaceuticals,  
solvents, plasticizers

### Oxo Performance Chemicals

#### Higher aldehydes

**Applications:**  
Chemical intermediates,  
flavors and fragrances

#### Polyols

**Applications:**  
High solids coatings, powder  
coatings, cosmetics, lubricants,  
polymer additives

#### Carboxylic acids

**Applications:**  
Lubricants, siccatives, flavors and  
fragrances, polymer stabilizers,  
feed additives, corrosion inhibitors

#### Amines

**Applications:**  
Agrochemicals, rubber chemicals,  
polymer additives, pharmaceuticals,  
surfactants, dye intermediates,  
specialty chemicals, corrosion  
inhibitors

#### Specialty esters

**Applications:**  
Plasticizers, lubricants,  
coalescing agents

#### Higher alcohols

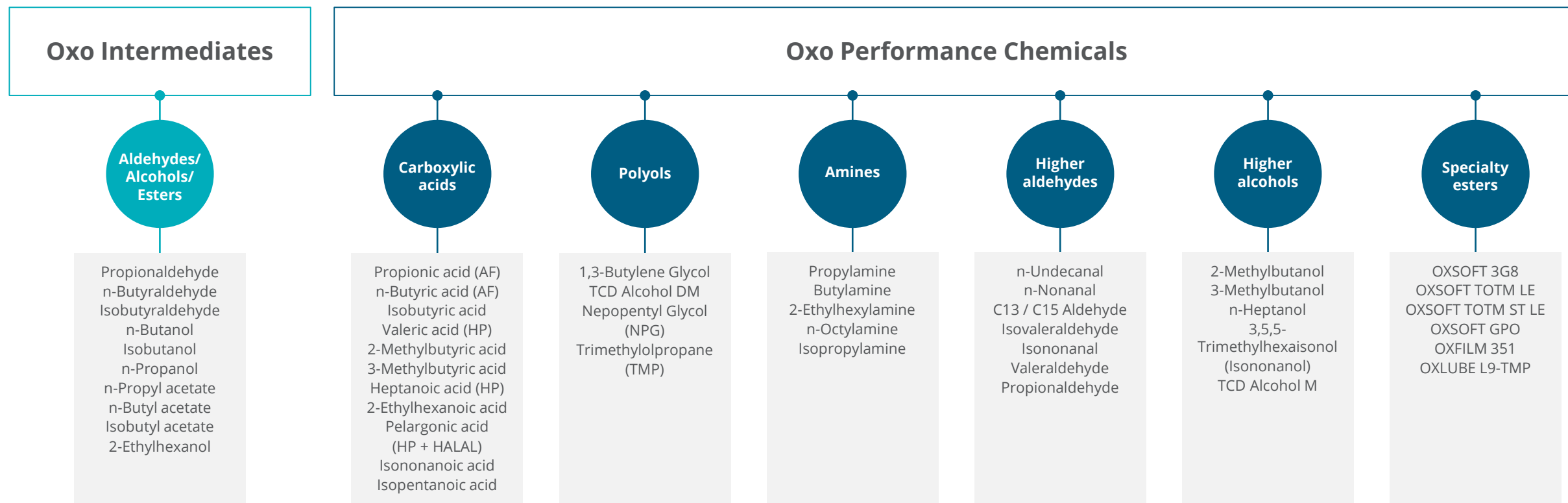
**Applications:**  
Plasticizers, lubricants,  
flavors and fragrances, surfactants



# Diversified product portfolio

## Applicable in a wide range of end uses

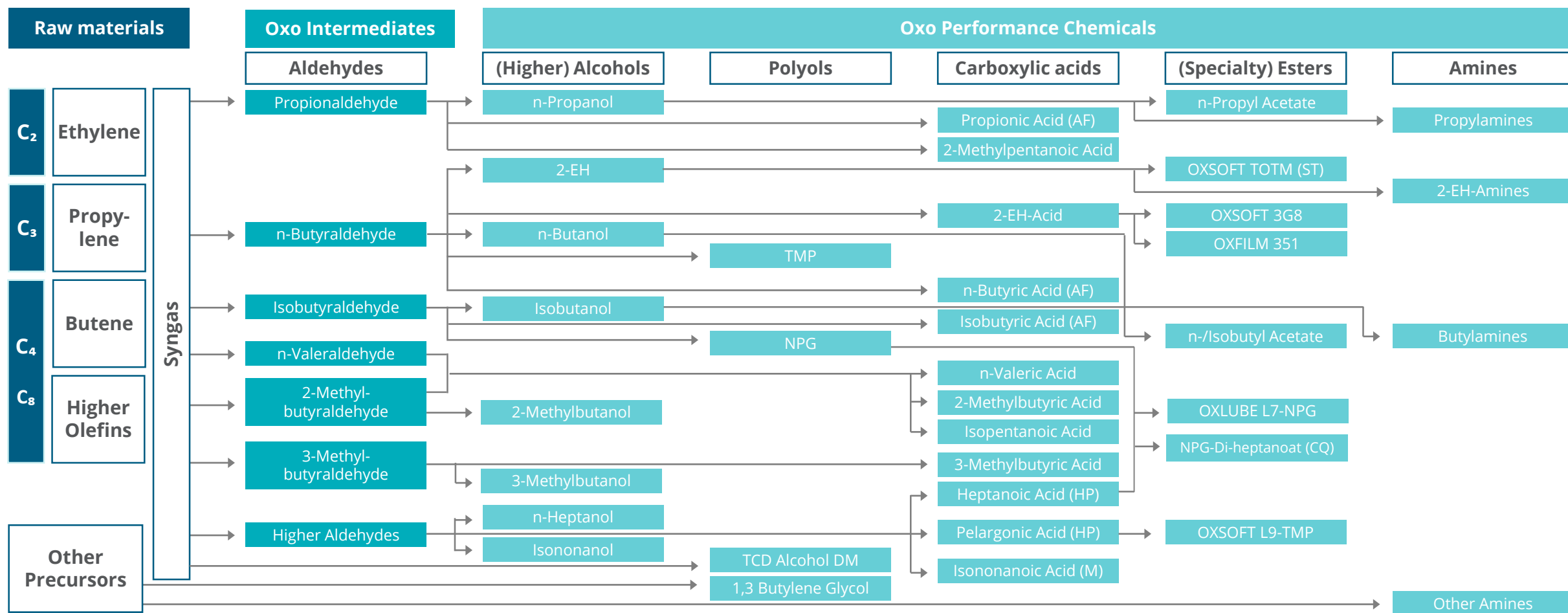
The product range of OQ Chemicals comprises more than 70 chemicals, which are subsequently processed by the industry. This diagram provides an overview of our general product portfolio (excluding customized products).





# Integrated production platform

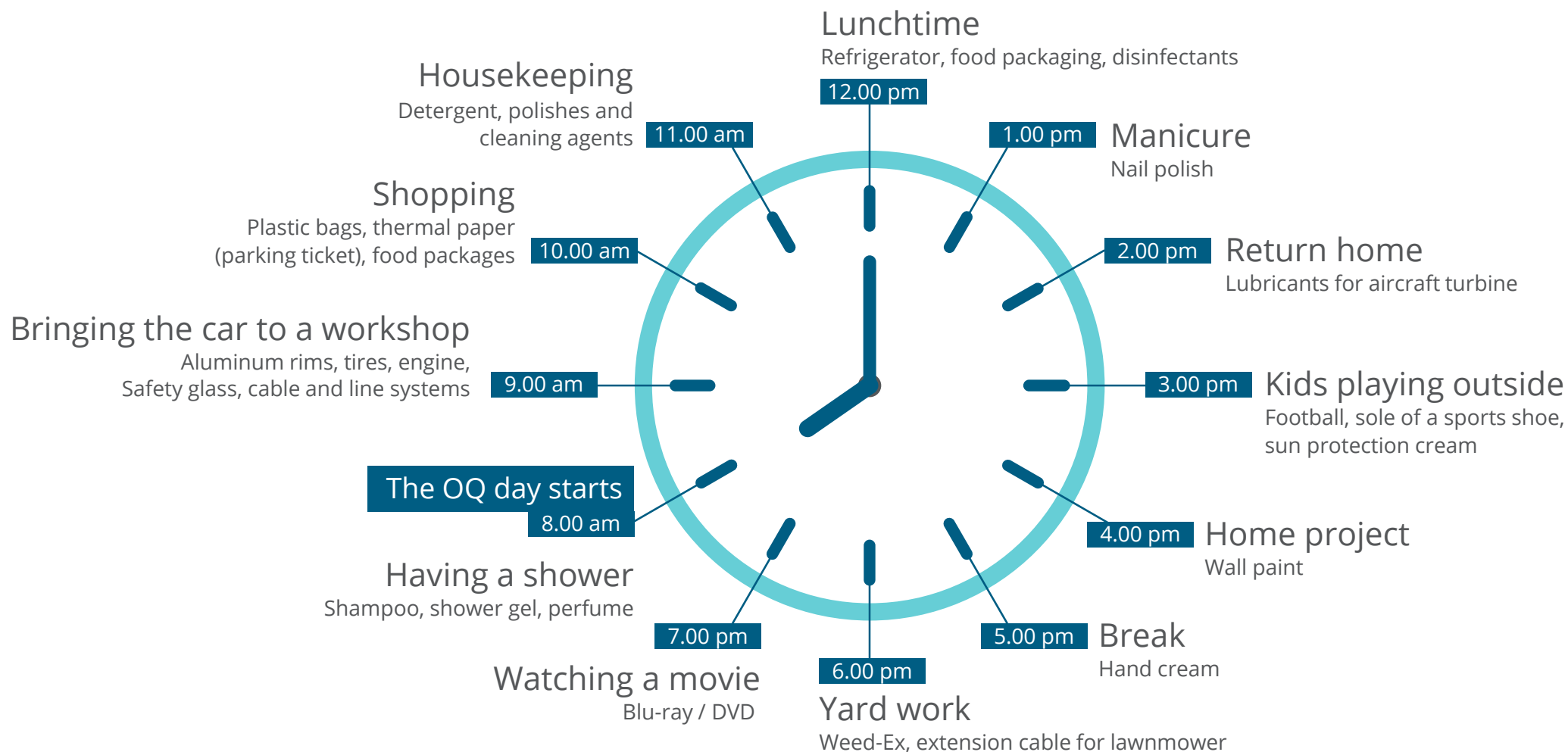
## Overview of the process behind our products





# A Day with OQ Chemicals

## We're with you every hour of the day





# OQ Chemicals in our daily lives:

## Automotive vehicles

### Outside

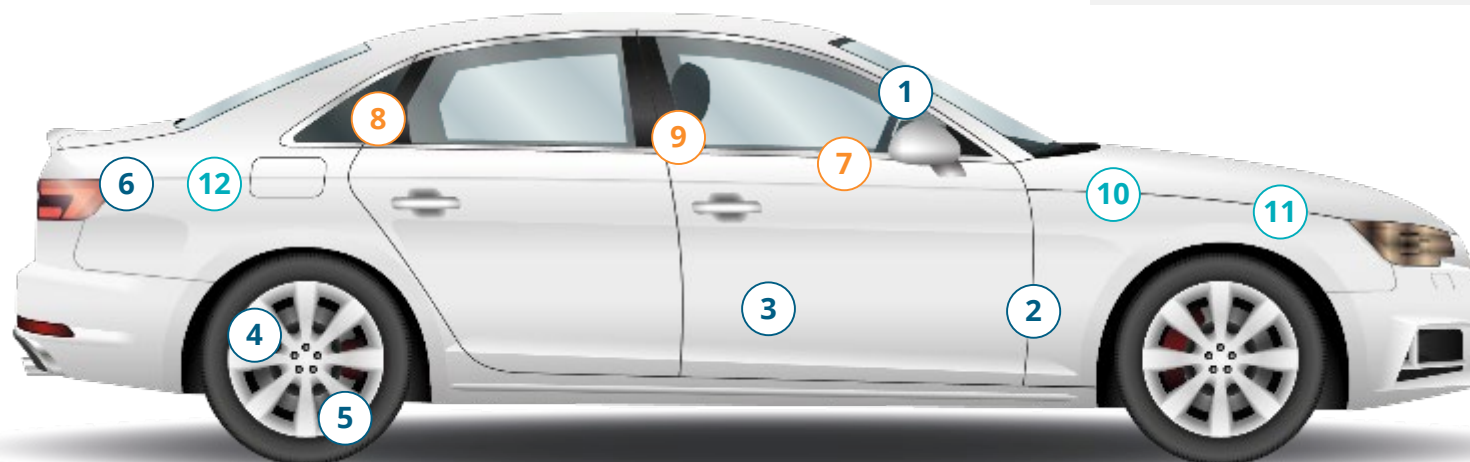
- ① Butyraldehyde, Oxsoft 3G8: **PVB safety glass liner**
- ② Butyl Acetate: **Automotive top-coat systems**
- ③ Trimethylol Propane: **UV car coatings**
- ④ Neopentyl Glycol: **Aluminum rims powder-coatings**
- ⑤ 2-Ethylhexanoic Acid, Di-n-Butylamine: **Vulcanized rubber, adhesion promoters in tires**
- ⑥ Butanol: **Acrylic water-based coatings**

### Inside of vehicle interior

- ⑦ TCD Alcohol DM: **Touchscreen displays**
- ⑧ DOTP: **Upholstery, seats, mats**
- ⑨ 2-Ethylhexanoic Acid: **PU foam for dashboards and seats**

### Engine compartment

- ⑩ Isononanoic-, 2-Ethylhexanoic Acids: **Synthetic lubricants**
- ⑪ 2-Ethylhexanoic Acid: **Coolants**
- ⑫ 2-Ethylhexanol: **Cetane improver in diesel fuel**



Average of approx. **7.5 kg** of OQ chemicals in a car





# OQ Chemicals in our daily lives:

## Modern living

### Household

- ① Valeric, Heptanoic, Isononanoic Acids: **Refrigeration system lubricants**
- ② Propanol: **Disinfectants**
- ③ Neopentyl Glycol: **Appliance coatings**
- ④ Pelargonic Acid: **Detergents**
- ⑤ 2-Ethylhexanoic, Isononanoic Acids: **PU flexible foams**
- ⑥ 2-Ethylhexylamine: **Home pest control**
- ⑦ Oxsoft TOTM: **Cables**
- ⑧ TCD Alcohol DM: **Glass fiber, Blu-ray**
- ⑨ Pelargonic Acid: **Auxiliary in food production**

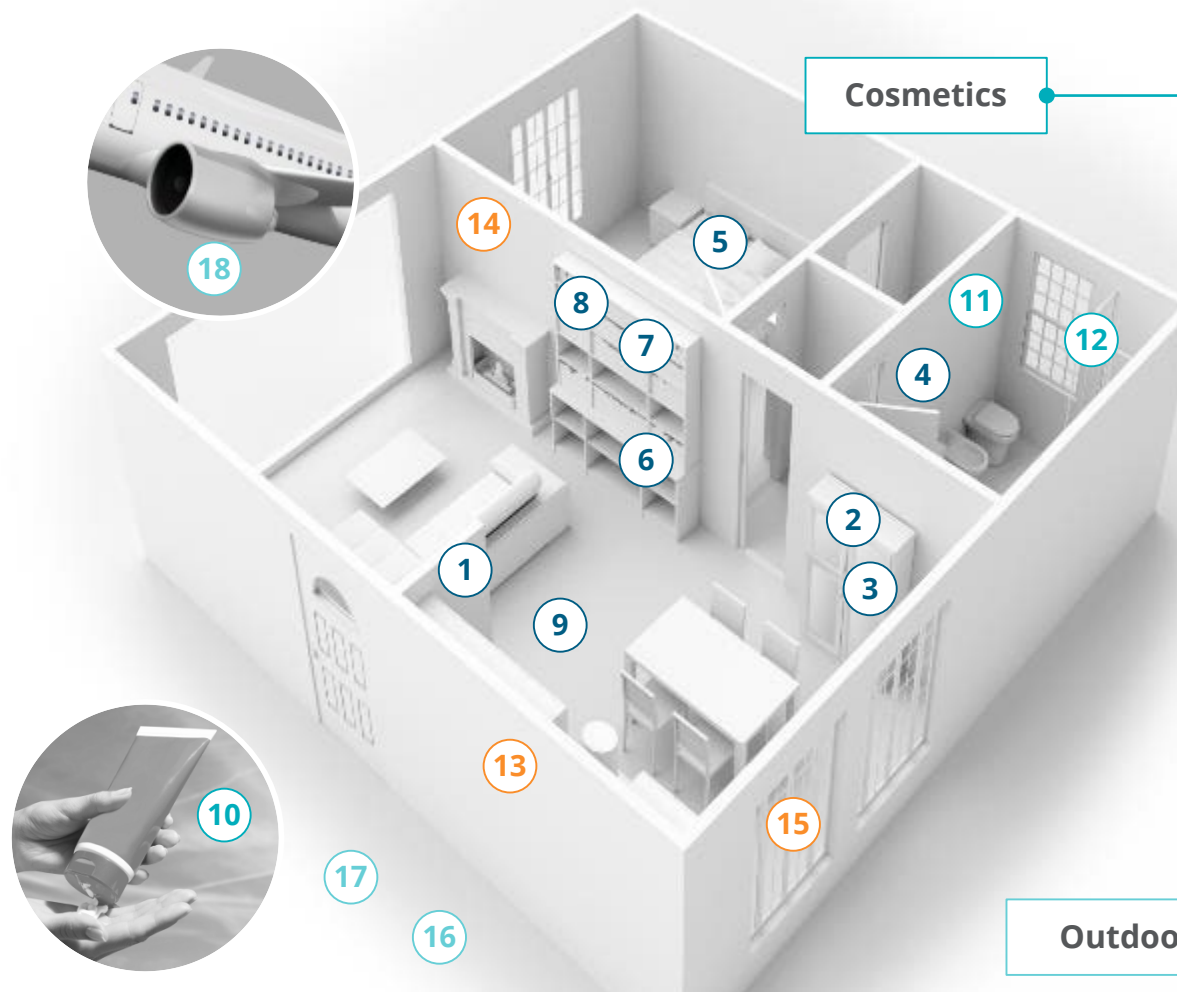
### Cosmetics

- ⑩ 2-Ethylhexanoic, Isononanoic Acids: **Sun care products**
- ⑪ 1,3-Butylene Glycol: **Skin cream**
- ⑫ Propionaldehyde, Isovaleraldehyde, Heptanol, Isononanol, Undecanal: **Perfume and fragrances**

### Buildings

- ⑬ n-Butanol: **Exterior architectural paints**
- ⑭ 2-Ethylhexanoic Acid: **Interior architectural paints**
- ⑮ 2-Ethylhexanoic, Isononanoic Acids: **PVC window frames**
- ⑯ Pelargonic Acid: **Garden Herbicides**
- ⑰ Isobutyraldehyde: **Garden fertilizers**
- ⑱ Valeric-, Isononanoic, Heptanoic Acids: **Jet turbine lubricants**

### Outdoor





## Any questions?



[www.chemicals.oq.com](http://www.chemicals.oq.com)

### OQ Chemicals GmbH

Rheinpromenade 4a  
40789 Monheim am Rhein  
**Germany**  
Tel. +49 2173 9993 0

### OQ Services GmbH / OQ Chemicals Produktion GmbH & Co.

Otto-Roelen-Str. 3  
46147 Oberhausen  
**Germany**  
Tel. +49 208 693 2001  
Fax +49 208 693 3101

### OQ Chemicals Produktion GmbH & Co. KG

Paul-Baumann-Str. 1  
45772 Marl  
**Germany**  
Tel. +49 2365 49-04  
Fax +49 2365 49-2000

### OQ Chemicals Corporation

15375 Memorial Dr.  
Houston, TX 77079  
**USA**  
Tel. +1346 378-7300

### OQ Chemicals Nederland B.V.

Amsterdam Esters Plant  
Hornweg 10  
1045 AR Amsterdam  
**The Netherlands**  
Tel. +31 20 448 9555

### OQ Chemicals Corporation

P.O. Box 1141  
Bay City, TX 77404-1141  
**USA**  
Tel. +979 241 4000  
Fax. +979 241 4279

### OQ Chemicals Bishop, LLC

P.O. Box 9  
Bishop, TX 78343  
**USA**  
Tel. +361 246-5800  
Fax. +361 246-5859

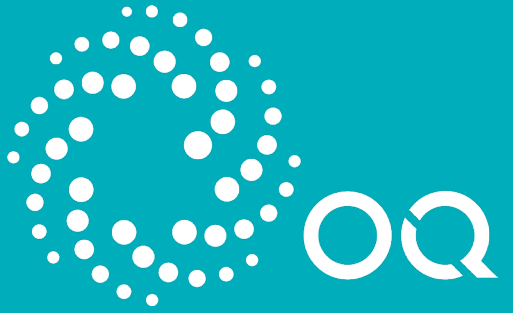
### OQ Advanced Derivatives Nanjing Ltd.

Chongfu Road 111, Nanjing  
Jiangbei New Materials High-Tech  
Park  
Nanjing. 210047  
**P.R. China**  
Tel.: + 86 25 5630-0208  
Fax.: + 86 21 5451 0682



**Thank you ...**



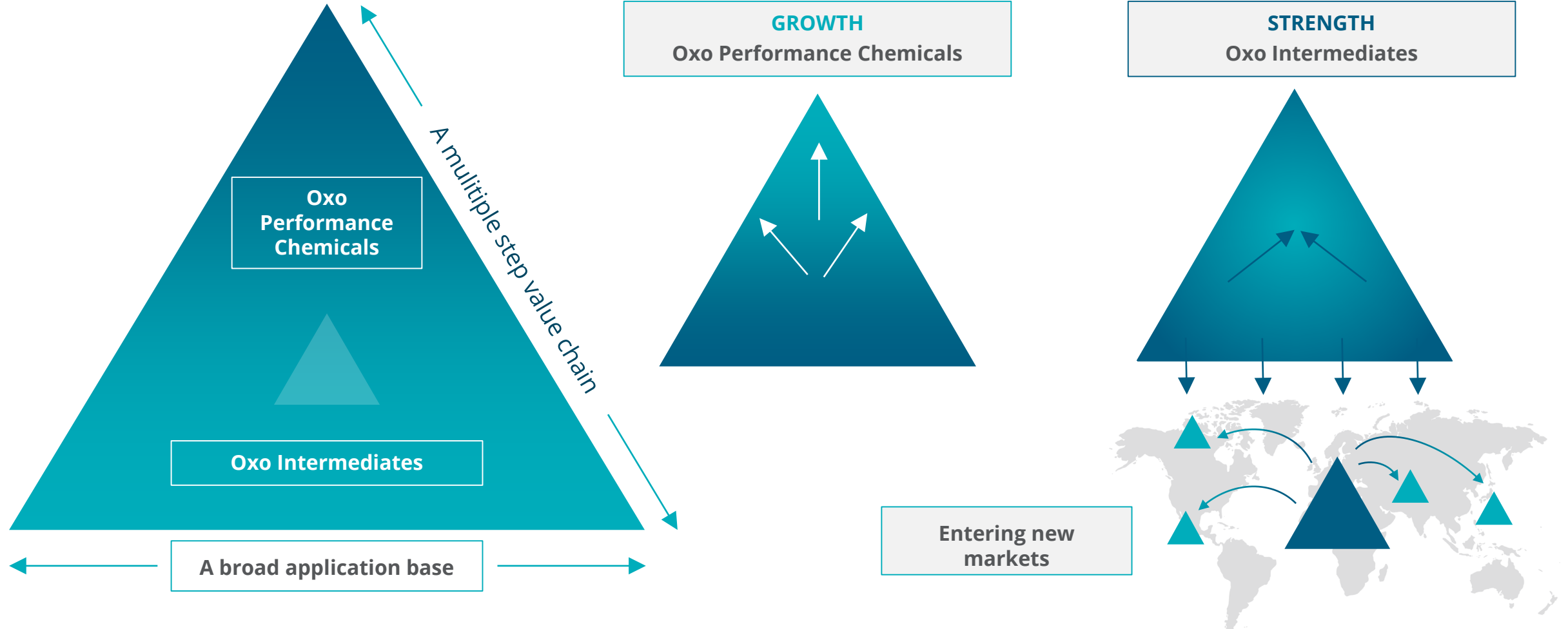


**Backup**





# OQ Chemicals strategy for growth





# Sustainability

## Our strategic baseline

OQ Chemicals' strategic approach to sustainability is based on our materiality analysis. The materiality analysis defines how projects and campaigns are prioritized – with the focus always on the stakeholders. Compliance is a given.

### Materiality Analysis: Most important topics for OQ Chemicals

|                 |  |   |
|-----------------|--|---|
| Environment     | Safety, environmental compliance, climate and energy, water    | <b>We reduce our environmental footprint.</b> We want to become climate-neutral by the mid-21st century. We are on the way to significantly reducing our energy consumption, waste and water footprint. The project designed to lead us to this goal is called “reduce”.                      |
| Employee issues | Fair working conditions, development and training              | <b>We see our employees as our most important resource.</b> We believe in the value of our employees, the diversity and experience they bring to OQ Chemicals. An open and encouraging working environment is key to us. Our people management aims to attract and retain the talent we need. |
| Value chain     | Sustainability in the supply chain                             | <b>We source in a sustainable manner.</b> We screen and select our suppliers based on environmental, social and relevant sustainability criteria. Our goal is to have 100 percent coverage of all raw material suppliers and service providers.   |
| Business ethics | Company ethics   | <b>We follow high ethical principles.</b> Adherence to legal requirements is mandatory for OQ Chemicals employees. Our ethical principles are documented and trained based on our Code of Conduct, which sets the standard for conducting business in a responsible and fair manner.          |
| Sector-specific | Product safety and stewardship, customer relations, megatrends | <b>We have our eyes on (mega) trends.</b> Relationships based on mutual trust along our value chain are key to us. Safe and compliant products and processes are a given and are continuously evaluated and improved to determine risks and opportunities.                                    |





# Sustainability

## Our strategic baseline

OQ Chemicals' strategic approach to sustainability is based on our materiality analysis. The materiality analysis defines how projects and campaigns are prioritized – with the focus always on the stakeholders. Compliance is a given.

**Materiality analysis:** Most important topics for OQ Chemicals

|                 |  |
|-----------------|--|
| Environment     | We reduce our environmental footprint.               |
| Employee issues | We see our employees as our most important resource. |
| Value chain     | We source in a sustainable manner.                   |
| Business ethics | We follow high ethical principles.                   |
| Sector-specific | We have our eyes on (mega) trends.                   |



# Sustainability performance

## Supported frameworks and strategic governance



### Responsible Care®

OQ Chemicals is a listed member of Responsible Care®, a global, voluntary initiative launched by the chemical industry. Its member companies commit to continuously improving their environmental, safety and social performance above and beyond regulatory requirements.

OQ Chemicals was presented with a Responsible Care® award for its safety campaign (i=Safety).



### Sustainable Development Goals

UN SDGs (Sustainable Development Goals), the **United Nations Global Compact** (UN GC) and the GRI (**Global Reporting Initiative**) serve as strategic guidelines for the managerial approach of OQ Chemicals Sustainability Management.

OQ Chemicals uses an authorized global IMS (**Integrated Management System**) that puts policies and strategic guidelines in the context of the organization as well as facilitating excellent performance in line with regulatory standards, ISO norms and relevant frameworks.



# Sustainability performance

## Supported frameworks and strategic governance



### International Organization for Standardization

100 percent of all OQ Chemicals sites are certified in accordance with **ISO 9001** (quality management) and **ISO 14001** (environmental management). Our site in China obtained **ISO 45001** (occupational health and safety) certification in 2020. 100 percent of the European sites will be certified in accordance with ISO 45001 in Q1/2022.

100 percent of all European sites of OQ Chemicals are certified in accordance with **ISO 50001** (energy management).



### Conseil Européen des Fédérations de l'Industrie Chimique

OQ Chemicals is a member of various industry organizations including the CEFIC (*Conseil Européen des Fédérations de l'Industrie Chimique*), VCI (*Verband der Chemischen Industrie*), **REACH** consortia and **TCC** (Texas Chemical Council).

OQ Chemicals plays an active role in subgroups with a view to developing the sustainable transition roadmap of the chemical industry.



# Sustainability performance

## Activities and highlights 2021



### Sustainability Report

We published our yearly Sustainability Report in July 2023, in accordance with **GRI**:

Core Option covers the governance structure of our company and our environmental, social and economic performance.



### EcoVadis

OQ Chemicals holds **Gold status** on the EcoVadis platform. EcoVadis is one of the world's largest providers of business sustainability ratings. OQ Chemicals is one of the top five percent companies in its class.



### Tfs

Our Oberhausen site was successfully audited based on TfS (Together for Sustainability) requirements, covering the categories of environment, health and safety, labor and human rights, and governance. OQ Chemicals achieved an excellent score of 96 percent. Together for Sustainability (TfS) is a joint initiative of chemical companies. Founded in 2011, it has implemented a global program for assessing, auditing and improving sustainability practices within the supply chain of the chemical industry.



# Sustainability performance

## Activities and highlights



### ISCC PLUS

Our sites in Monheim, Oberhausen and Marl were certified according to **ISCC PLUS** standards. ISCC (International Sustainability & Carbon Certification) is a sustainability certification system covering the entire supply chain and all kinds of bio-based feedstocks and renewables.

ISCC PLUS certification provides traceability along the supply chain and verifies that companies meet environmental and social standards.



### Top Employer 2023

Our German locations were evaluated and subsequently certified as a Top Employer 2023 by the Top Employers Institute, an independent, globally recognized institute for certifying companies and their people practices.