

WACKER

CREATING TOMORROW'S SOLUTIONS

MIDDLE EAST & AFRICA

**BUILDING YOUR FUTURE –
TOGETHER**

MAKING TOMORROW BETTER
THAN TODAY – A GOAL THAT HAS
PUT US IN A LEADING POSITION



100 YEARS OF ENHANCING THE FUTURE



A Global Company from Bavaria

WACKER was founded in 1914 by Dr. Alexander Wacker. Today, it is a global company with over 13,500 employees that operates in Europe, Asia and North and South America. It is headquartered in Munich (Bavaria, Germany).

Pioneers of Polymer and Silicon Chemistry

We have been writing chemical history for over a century. In the first 50 years, our company developed into a pioneer of large-scale acetylene chemistry and a trailblazer in the plastics industry. Over the next 50 years, we were the first in Europe to tap the potential of silicon chemistry. Now, we are leaders in plastics made of vinyl polymers and silicones, in hyperpure silicon for the solar industry and in biotech solutions. You can find our products in all areas of life – in smartphones and solar cells, cars and aircraft, mortars and paints, cupcakes and lipstick.

German Engineering

A passion for outstanding innovations already played a key role for our company founder. Today, we still want to enter uncharted territory in terms of technology – in partnership with you. To achieve this, we place very high demands on ingenuity, engineering expertise and quality around the world.



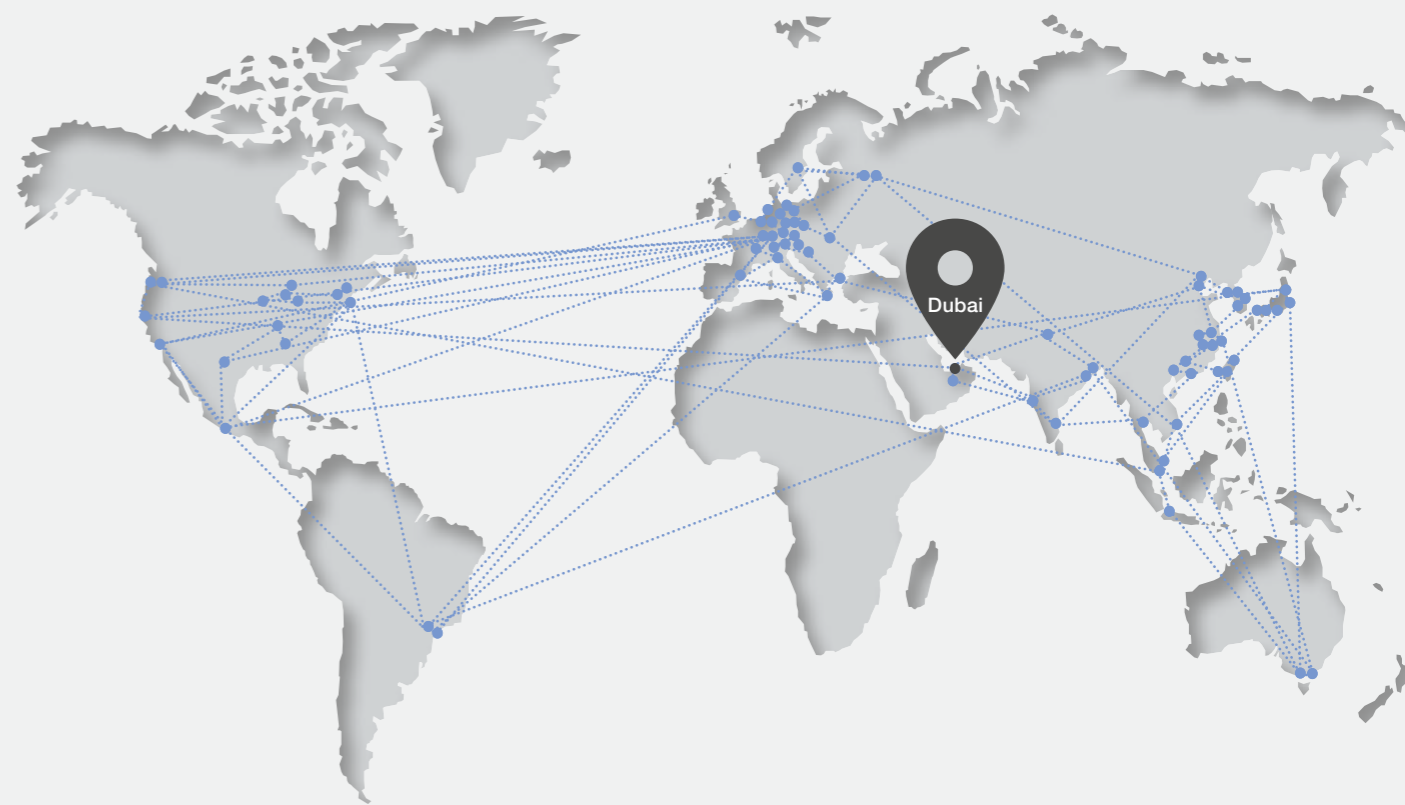
1903 – A Visionary Sets His Work in Motion

Fascinated by the illuminating gas acetylene, Dr. Alexander Wacker founded his “Consortium für elektrochemische Industrie” laboratory in 1903.

From then on, around a dozen chemists carried out research there with groundbreaking results. Together, they invented processes for manufacturing peroxides for bleaching, hydrogen for airships and silicon for incandescent mantles.

The breakthrough came in 1914 when acetic acid was produced from acetaldehyde. Acetic acid is the starting material for polyvinyl acetate, a base compound for all subsequent polymer binders from WACKER – known around the world today as VINNAPAS®.

WACKER is an international chemical company with over 23 production sites and 100 subsidiaries and regional offices worldwide.



WACKER Worldwide

Australia	India	P. R. China	Sweden	United Kingdom
Bangladesh	Indonesia	Poland	Taiwan	USA
Brazil	Italy	Russia	Thailand	Vietnam
Colombia	Malaysia	Singapore	Turkey	
Czech Republic	Netherlands	South Korea	Ukraine	
Germany	Norway	Spain	United Arab Emirates	

VINNAPAS® is a registered trademark of Wacker Chemie AG.

TRUSTED BY KEY INDUSTRIES IN THE MIDDLE EAST AND AFRICA

Companies in the Middle East and Africa value WACKER as a competent solution provider. Many of these are from the construction sector.

A commercial building in Cape Town is exposed to different weathering effects than a skyscraper in Abu Dhabi. The demands on construction materials differ correspondingly. Our experts in Dubai are familiar with the various conditions in the Middle East and Africa and know what components produce the formulations that are best for the region. It is not just the construction industry that relies on our solution expertise, however. We are also valued highly in the life sciences, adhesives, energy, electronics and textiles sectors.

“We really appreciate WACKER transferring its knowledge and techniques to many of our staff.”

Ali Ahmed Elian,
Engineering Materials Department,
Dubai Central Laboratory,
Government of Dubai



Construction



Life sciences:
health care,
food and
cosmetics

Adhesives



Energy and electronics



Textiles



Industries supplied in the
Middle East and Africa

WHAT IS THE NEXT BIG THING IN YOUR INDUSTRY?

Your products need to keep pace with the times if you want to win over customers. But what trend should your company pursue? By working together, we can pinpoint what suits you best.

We Are Your Innovation Partners

With WACKER, you have a research-intensive company at your side. At our laboratories around the world, we pursue new developments in silicone and polymer chemistry. We are experienced in creating products that have the potential to be a market success. Regard WACKER as an innovation partner who develops new products together with you and strengthens your competitive position.

“It’s very important for our staff to be trained by WACKER to help us to develop the latest products needed by the market, and to do so at economical prices.”

Mohamed Yousef Rady, Managing Director
Ras Al Khaimah Adhesive & Waterproof Materials
Factory RAKAM LLC

Beyond the Formulation

Successful new products focus on the entire supply chain. This starts with the formulation. What components fit together? In what mixing ratio? And at what cost? Our experts at the Dubai technical center are familiar with regional raw materials and can develop formulations that are ideal for your market. In doing so, they take account of your production methods, local high-quality raw materials and national standards. Your employees can profit from knowledge transfer at the local WACKER ACADEMY training center, where they will find out everything about preparing the new formulation, how it is processed, its application fields and marketing.

“WACKER’s experts provide us with the latest technical updates and credible testing facilities for adhesive applications. Their recommendations help us to enhance formulas and achieve better results.”

Sanabel Khalil, Marketing Manager
Combo Roof & Ceresit Systems (Arab Emirates)
ROOF CARE CO LLC
A Division of Henkel Polybit Group



WACKER laboratory in Dubai: installation foam is injected into a test profile to test the post-swelling properties.



Building Innovation
Together
by Cyril Cisinski

Managing director
of WACKER Chemicals
Middle East & Africa

Why do you think WACKER is rather good at innovating?

When it comes to innovations, we need great ideas. But where do they come from? Great ideas are created when specialists discuss unresolved challenges. And that is precisely one of our strengths. To find the right answers, we provide our customers with a global network of technical centers and WACKER ACADEMY training centers. If you look at our local facility in Dubai, that’s a very dynamic platform for industry professionals. Our customers interact face-to-face with our experts and their peers while working in state of the art laboratories. This close collaboration helps a lot to develop new solutions – which often go far beyond the product.

In what way?

A new formulation is only truly good if it harmonizes with the customer’s machines. For us, this means taking the production processes into account right from the start. What’s more, we ensure that the new formulation complies with national standards, high-quality raw materials

and local climatic conditions. While keeping this all in mind, we test the products in accordance with certified procedures. For some product innovations, we even set up pilot plants to test the new formulation under real-life conditions if requested by the customer.

What role does the technical competence center in Dubai play here?

It is pivotal to all our activities. It is where new products are developed and existing ones are adapted for local markets. This often yields ideas for other regions, too. Our customers in the Middle East and Africa can profit from the wealth of experience available through the WACKER global scientific community.



www.wacker.com/mea

SUSTAINABLE SOLUTIONS TO GROW YOUR BUSINESS

More and more people are giving thought to the products that they use. How was the T-shirt produced? Is the paint for the children's bedroom harmless? Is our house energy-efficient? There are a lot of questions to which you can give new, sustainable answers in the form of our products.

Sustainability is an important building block in our business strategy. After all, sustainable products safeguard the future. These are products for applications that have an extended service life, contribute to a healthy lifestyle or protect our climate. Many of our sustainable solutions have already become an indispensable feature of everyday life – such as binders for eco-friendly paints or hyperpure polysilicon for solar modules.

Using Raw Materials More Efficiently

The careful use of resources is deeply rooted in our company culture. Over the decades, we have developed highly integrated material loops. They work on the principle of by products from one production step serving as starting materials for another product. At our Burghausen and Nünchritz sites, we already recycle 95 percent of hydrogen chloride, for example.



Sustainable Solutions Pay Off

The close relationship between economic and ecological aspects is illustrated by how we handle water resources. In some regions of the world, 40 percent of water is lost due to defective sewers and reservoirs. With polymer-modified waterproofing membranes from WACKER, sewers can be reliably sealed again. This is more economical than installing a completely new system. Plus, the precious resource ends up where it is needed: where the people are.

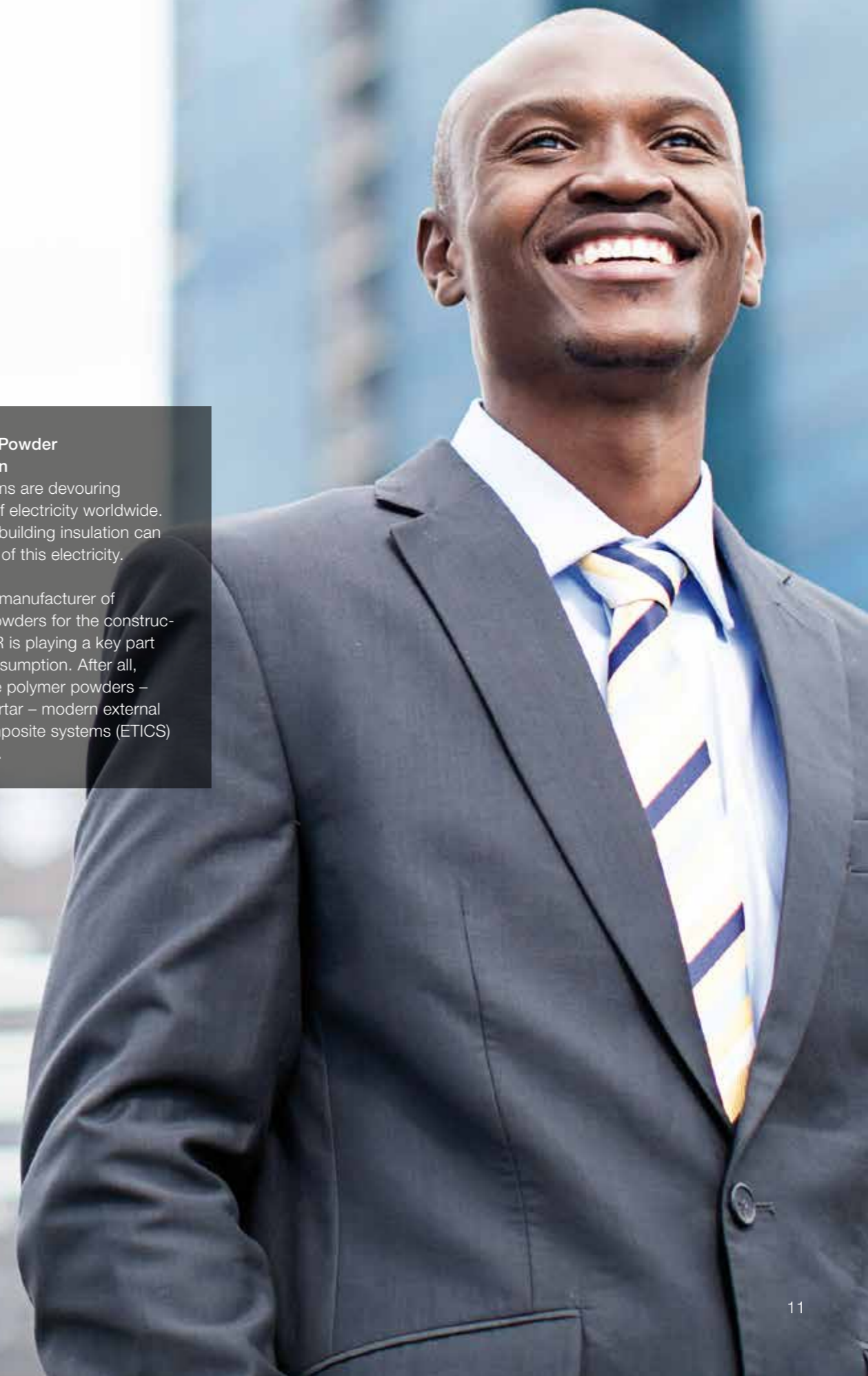


www.wacker.com/sustainabilityreport

Dispersible Polymer Powder for Climate Protection

Air-conditioning systems are devouring increasing quantities of electricity worldwide. According to experts, building insulation can save up to 40 percent of this electricity.

As the world's largest manufacturer of dispersible polymer powders for the construction industry, WACKER is playing a key part in reducing power consumption. After all, without our dispersible polymer powders – used as binders in mortar – modern external thermal insulation composite systems (ETICS) would not be possible.



WELCOME TO OUR GLOBAL COMMUNITY OF EXPERTS



3.5%
of sales invested
in R&D



5,600
active patents
worldwide



18%
of sales accounted
for by products
launched in the last
five years



1,050
R&D employees



Demonstrating hydrophobization in a lab test

With our laboratories and a network of experts, we are developing applications for tomorrow's world. In doing so, we want to shift the limits of what is possible.

Founded on Research

For over a century, the Consortium – WACKER's corporate research facility – has focused on pioneering work for the future. It was founded in 1903 and we are still carrying out fundamental scientific and technical work there. WACKER remains one of the world's most research-intensive chemical companies to this day. We invest some 3.5 percent of Group sales in R&D each year.

Applied Research That Creates Growth

In our applied research, we liaise very closely with customers. We need solutions that are not just better in terms of technology, but more economical, too. Our aim is to open up new and profitable business segments for you. We currently see these in the areas of emission-free mobility, urbanization, digitalization and the global rise in prosperity.

Pooling Innovative Strengths

It is increasingly rare that groundbreaking innovations come from individual companies – rather, they are the result of collaboration with users, universities and research initiatives.

In order to achieve results quicker, we cooperate with more than 40 research institutes worldwide. In the Middle East, these are:

- King Fahd University of Petroleum and Minerals (KFUPM)
- Royal Scientific Society of Jordan (RSS)
- Saudi Standards, Metrology and Quality Organization (SASO)
- Dubai Central Laboratory

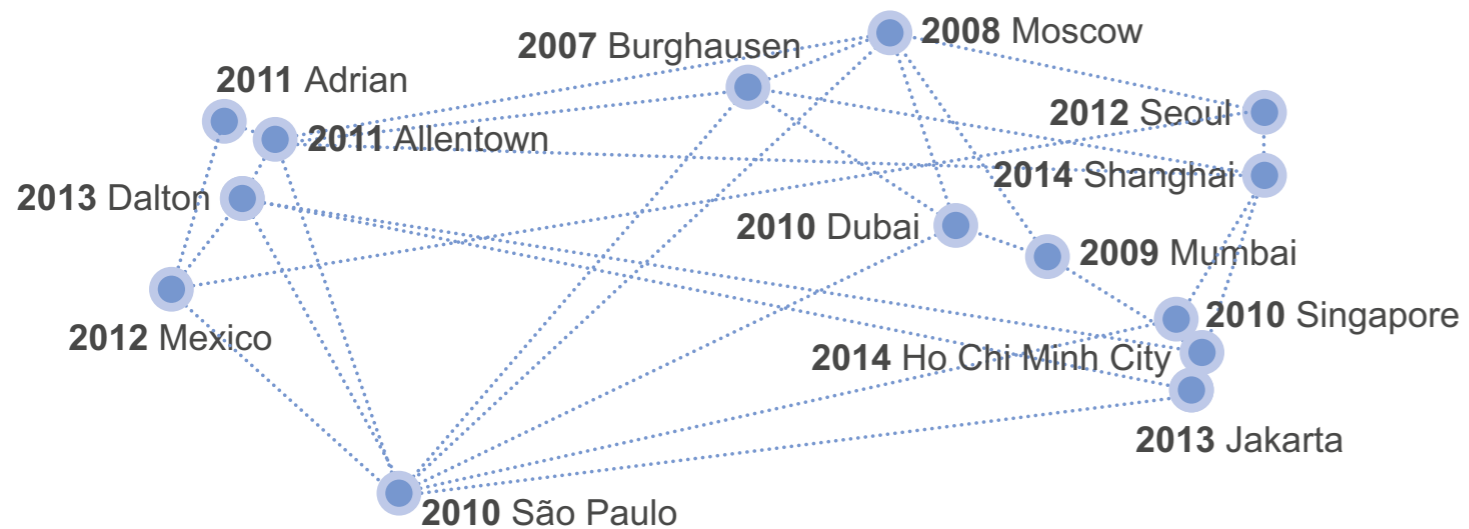
Time and again, close dialogue among experts opens up new, unexploited market opportunities for our customers.

Innovations for a Better Life

Innovations must offer people benefits. Just like external thermal insulation composite systems (ETICS) that drastically reduce energy consumption; smart LED headlamps that protect other road users from being dazzled; or tasty frosting and creams that are not based on unhealthy fats. WACKER supplies key components for all of these products.

WACKER ACADEMY. MAKE YOUR INNOVATION HAPPEN

WACKER ACADEMY offers cutting-edge expertise for your markets. You can exchange information with local experts and get to know best-in-class solutions – at 14 locations around the world, including Dubai.



At the Heart of the Markets

Where is the best place to combine the latest research findings with practical knowledge? WACKER ACADEMY – which runs 14 training centers around the world. What's so special is that every WACKER ACADEMY branch adjoins a technical competence center. Knowledge gained during a seminar in the morning can be put into practice in the lab in the afternoon.

Expert Knowledge for Your Region

All training courses focus on regional industries. Seminar focal points in Dubai include energy efficiency through the use of intelligent facades, polymeric waterproofing membranes to protect against water loss, and silicone solutions for energy transmission. What's more, we can tailor a training session to your individual needs or we can come to you. Just contact us.



YOUR GATE TO SUCCESS

WACKER ACADEMY



WACKER's Center of Excellence in Dubai – Something to Build on

The WACKER Group's activities in the Middle East date back to the 1980s and involve collaboration with various partners and distributors in the region. In 2002, Wacker Chemicals Middle East was founded in Dubai. Today, we serve customers on the Arabian Peninsula, the entire African continent, and countries to the east of the Persian Gulf.

In order to support the rapidly growing demand for highly specialized chemical raw materials in the region, we have established a technical center of excellence as a development and testing lab. Located in the Dubai Silicon Oasis technology park and spanning a plot of nearly 13,000 m², our technical center is fitted with state-of-the-art equipment. Today, this center of excellence comprises five laboratories

to support customers in the paints and coatings, construction, energy, moldmaking, carpeting and adhesives industries. In this way, we can help you develop new and tailor-made products for your markets. Alongside our WACKER ACADEMY training facility – responsible for knowledge transfer with key stakeholders – we thus bolster our technological leadership in top-quality chemical raw materials across many industry sectors.

Talk to Our Multinational Team

At WACKER, we owe much of our global success to talented people from a variety of backgrounds. Our culture is one of openness, integrity and respect. In Dubai, we have an extremely diverse workforce. We value this diversity as a key aspect of doing business. We believe that different backgrounds and viewpoints spark innovation and help us to understand your needs better.



WACKER Middle East
and Africa
www.wacker.com/mea

Solutions Tailored to Your Markets

At the WACKER center of excellence, some 20 technical experts in silicone and polymer chemistry are at your disposal. In partnership with you, they will develop innovative applications, test them with locally used raw materials and tailor them to national standards and regulations. This not only opens up new markets for you, but also yields:

- Shorter development periods
- Improved product reliability
- Ideas for innovations

Center of Excellence in Dubai – Key Industries

- Construction chemicals
- Caulks & sealants
- Paints, coatings & adhesives
- Decorative coatings
- Carpets
- Silicone rubbers and moldmaking

Regional Experts

Many of our local experts are from the region themselves, know your markets and speak your language. This creates trust – the most important aspect of a successful partnership.

We Are Where You Need Us

If you cannot come to us, we will come to you. MyLab is our mobile laboratory, on the road for you in South Africa. We can show you the latest applications and test your products right where you are.

“Our facility is the first in the region to offer both technical support and testing services for carpet manufacturers, plus an ISO-certified silicones lab for high-quality energy and moldmaking applications.”

Cyril Cisinski,
managing director of Wacker Chemicals
Middle East and Africa



GREAT BUILDINGS PROTECTED BY WACKER PRODUCTS

All over the world, investors, planners and governments trust in construction chemicals from WACKER. See for yourself the kind of unique buildings that WACKER products have been used in.



Neuschwanstein Castle: The facade was treated with silicone resin emulsion paints based on WACKER products, ensuring that subsequent generations will be able to enjoy all of its splendor.

The Bird's Nest Stadium in Beijing: for this Olympic Games building, China relied on VINNAPAS® dispersible polymer powders as binders for the flooring compounds.



Christ the Redeemer, Rio de Janeiro: in order to reliably protect the reinforced concrete statue clad in soapstone against environmental influences, a tried-and-tested water repellent from WACKER came into play.



WHAT FUTURE ARE WE BUILDING TOGETHER?

Do you want to optimize your formulations? Develop new applications to open up promising markets? Or are you looking for more efficient processes?

Then let us tread new paths together.

We are your partner and advisor when it comes to innovative solutions in silicone and polymer chemistry. Together, we can develop tailor-made products and applications. We want to not only meet your expectations, but exceed them.

Just get in touch with us!

GET IN TOUCH

Personal dialogue is the foundation of every successful partnership. We can only offer you value-added solutions once we have fully understood your requirements. So, get in touch with us. We look forward to talking to you.



Wacker Chemicals Middle East and Africa

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Connect with Us on Social Media

Access the latest news about our products by following our Twitter feeds, watching the videos on our YouTube channel or networking with us via LinkedIn.



EXPERTISE AND SERVICE NETWORK ON FIVE CONTINENTS



• Sales offices and production sites, plus 18 technical centers, ensure you a local presence worldwide.

WACKER is one of the world's leading and most research-intensive chemical companies, with total sales of €4.6 billion. Products range from silicones, binders and polymer additives for diverse industrial sectors to bioengineered pharmaceutical actives and hyperpure silicon for semiconductor and solar applications. As a technology leader focusing on sustainability, WACKER promotes products and ideas that offer a high value-added potential to ensure that current and future generations enjoy a better quality of life based on

energy efficiency and protection of the climate and environment. Spanning the globe with 4 business divisions, we offer our customers highly-specialized products and comprehensive service via 23 production sites, 18 technical competence centers, 13 WACKER ACADEMY training centers and 48 sales offices in Europe, North and South America, and Asia – including a presence in China. With a workforce of some 13,450, we see ourselves as a reliable innovation partner that develops trailblazing solutions for,

and in collaboration with, our customers. We also help them boost their own success. Our technical centers employ local specialists who assist customers worldwide in the development of products tailored to regional demands, supporting them during every stage of their complex production processes, if required. WACKER e-solutions are online services provided via our customer portal and as integrated process solutions. Our customers and business partners thus benefit from comprehensive information and

reliable service to enable projects and orders to be handled fast, reliably and highly efficiently. Visit us anywhere, anytime around the world at: www.wacker.com



WACKER

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