

SABIC in Europe as of January 1<sup>st</sup> 2004



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## SABIC in Europe fully integrated

At the moment we are only two months away from the fully integrated SABIC in Europe organization, which will be effective as of January 1<sup>st</sup> 2004. We would like to share the specifics of this integration with you. Of course, all good things will be maintained. For instance, you can continue to count on our local customer support. Your present account manager will remain your personal contact. The best practices of both organizations will be combined to serve you even better. However, some practical changes will be made.

### What will change?

- sales office names
- bank accounts
- VAT numbers
- trademark and grade code
- packaging

The changes of the SABIC sales office in your region have been specified in the accompanying letter. Other changes have been addressed in this brochure.

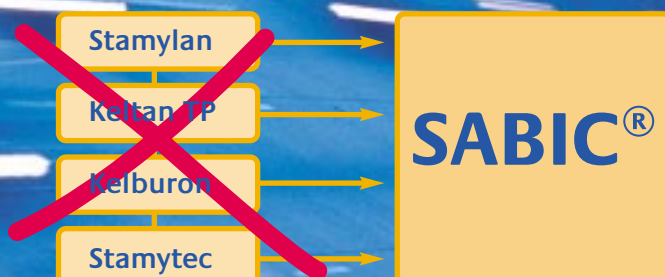
### Trademark alignment

January 1<sup>st</sup> 2004 marks the end of a period in which our products carried a variety of different brand names. From that date onward all the products in our integrated assortment will be marketed under the SABIC<sup>®</sup> trademark.

A wide product portfolio will be maintained. For a very limited number of

grades we will have property changes and some grades will be phased out. Of course, we will assist you wherever necessary to find a suitable alternative. For easy reference a grade card is enclosed with this brochure. On this card you will find all old and new grade codes listed. Additionally, in December we will provide you with all relevant

product data to make the trademark alignment as convenient as possible for you. After December 31<sup>st</sup> 2003 it will not be possible to order materials under the old grade codes. We kindly ask you to inform your customers about these changes whenever necessary.



SABIC® HDPE  
SABIC® Vestolen A

SABIC® LDPE

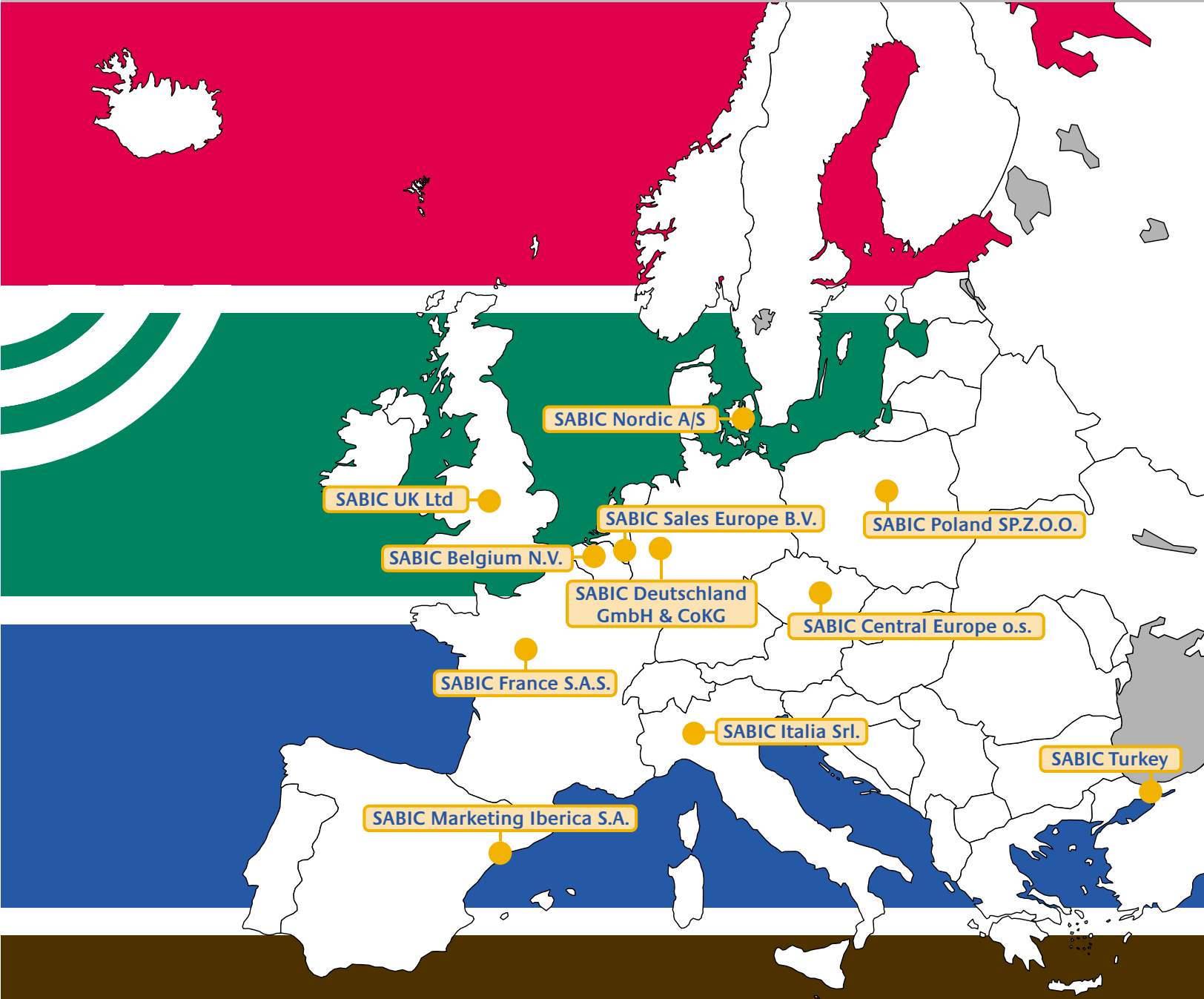
SABIC® LLDPE

SABIC® PP  
SABIC® PPcompound  
SABIC® STAMAX  
SABIC® Vestolen P



### New packaging

As of January 1<sup>st</sup> 2004 all products will be packed in SABIC bags. The result is a single standard for the SABIC organization. The packaging for Polystyrene, Polyvinylchloride, Polyester and Melamine will not change.





### Grade coding explained

- As of January 1<sup>st</sup> 2004 SABIC® will be the trademark for all our products. Brand names such as Stamydan, Keltan TP, Kelburon, Stamytec are discontinued. Only Vestolen A, Vestolen P (both for pipe applications) and STAMAX will be linked together with SABIC® to form a new brand name.
- The product name refers in general to the type of polymer.
- The third part is the grade code. SABIC possesses a unified coding standard for all businesses worldwide. Please refer to the grade card and our website [www.sabic-europe.com](http://www.sabic-europe.com) for all details.

### Contact our website

Please refer to our website [www.sabic-europe.com](http://www.sabic-europe.com) for more detailed information on the change of grade codes. Here you will find all details concerning the trademark alignment and background information on our products. Also a grade code converter will be available for download from [www.sabic-europe.com](http://www.sabic-europe.com). After downloading the converter you simply select the old grade code and the new grade code will promptly appear (and vice versa).

### Phase out of old packaging

There will be a transition period of three to six months in which old packaging is to be phased out. Until current stocks are exhausted you may receive a shipment of old bags or even a batch in which old and new bags are combined.

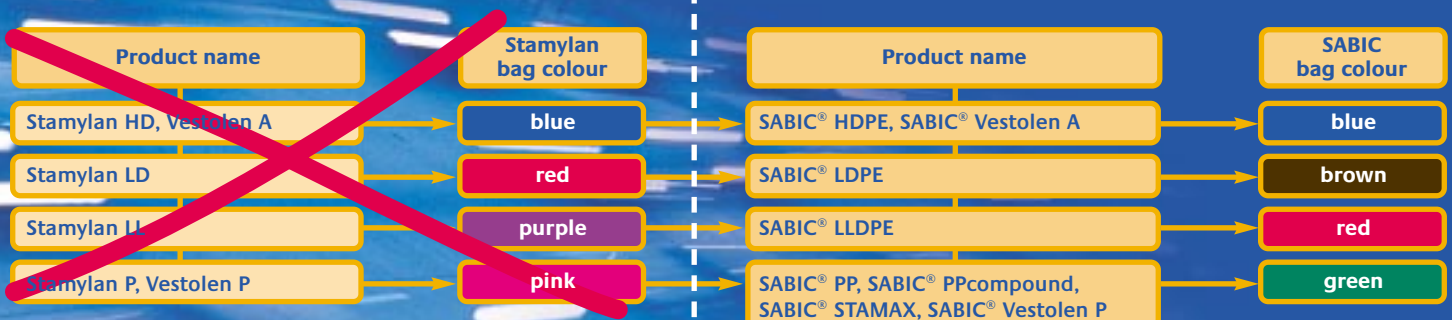
### Minor changes in documents

The European SABIC organization will use one integrated SAP system as of January 1<sup>st</sup> 2004. You will notice some changes in documents like invoices and purchase orders.

### Easy for eShop customers

Customers are telling us we have succeeded in developing what is probably the best internet shop in the market. More and more of our clients experience the great added value of eBusiness, including instant order information and real-time order status. The trademark alignment also affects the online ordering process. In the course of December you can use both old and new grade codes in our online store. We recommend our eShop customers to download the grade code converter from our website [www.sabic-europe.com](http://www.sabic-europe.com).

January 1<sup>st</sup> 2004



## Company profile

In Europe SABIC is a major polymer producer with an annual production of 6 million tons. The European SABIC business also harbours the sales organization for all SABIC products manufactured elsewhere in the world.

The European headquarter is located in Sittard (The Netherlands) and integrated world scale production facilities are based in Geleen (The Netherlands) and Gelsenkirchen (Germany). Geleen is also the hometown of a state of the art R&D center. Sales offices operate from The Netherlands, the United Kingdom, France, Germany, Italy, Spain and Denmark.

Apart from polyethylenes and polypropylenes SABIC in Europe also produces products like benzene, acetylene and MBTE. Polyethylenes and polypropylenes are used in automotive applications, dustbins, furniture, packaging, photo and imaging, pipes, sheets, textiles, wires and cables and many other applications.

The European branch forms part of SABIC, the largest Middle East petrochemicals player and the number 4 global player in polyolefins worldwide, producing almost 5 million tons of polyethylene and polypropylene per year. Apart from this SABIC is also active in chemicals, fertilizers and metals.



## SABIC sales offices in Europe

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F +33 (0) 1 4197 8269 PP Auto

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### Italy

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F +39 02 8646 5472 Polymers  
F +39 02 8646 5421 Chemicals

### Nordic

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### Turkey

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