

To serve you better

SABIC in EUROPE one powerful organization



One face • United strength • Unmatched ambition

To serve you better

SABIC in Europe - ONE powerful organization
One face - United strength - Unmatched ambition

In July 2002 the Middle East's largest petrochemicals company, SABIC, established a firm presence in Europe by acquiring DSM's petrochemical activities. The stronger presence of SABIC in Europe enables us to fully focus on our aspirations of growth, product development and customer satisfaction. We are driven by a challenging ambition: to be the strongest marketing and sales organization in the world of petrochemicals.

Since July 2002 SABIC has served its European customers via 2 channels: the SABIC channel and the Stamyln channel. 2003 is the year of joining forces. Behind the scenes everyone at SABIC in Europe has been working on the integration of the two businesses. Up until now much of this process has been invisible to you, but that is about to change. We want to inform you of the changes that will be implemented this year.

Phased approach to integration

In July 2003 we will begin integrating business management in Sittard (the Netherlands), our new European Headquarters. So although SABIC and Stamyln entities will remain to co-exist this year, both companies will already be run by an integrated management. The legal structure of SABIC and

Stamyln sales offices will change in two successive steps, as represented schematically.

You will benefit from our combined forces

In 2004 SABIC in Europe will become one integrated company with the ability to match all aspects of your needs.

Single point of reference

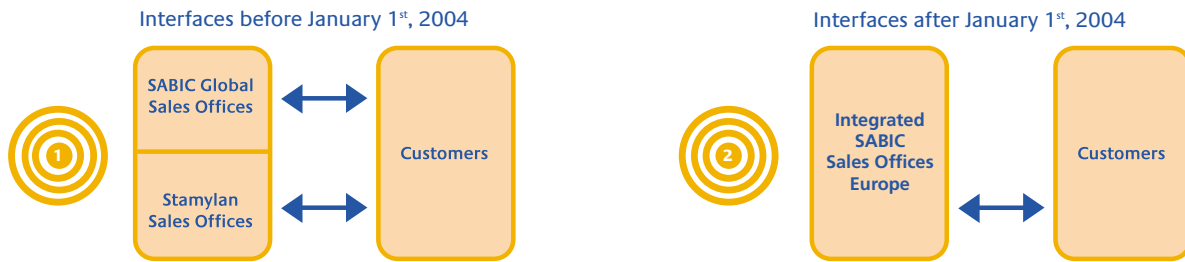
The new integrated sales offices of SABIC in Europe will be your single point of reference, with a personal account manager to meet your every demand. In most cases it will be your trusted regular business contact. Where it changes, you will be personally contacted and informed. SABIC and Stamyln will be working with two different (SAP) software systems until the end of the year, when all systems will be integrated.



SABIC in Europe

- Dedicated to serve and further grow the European market
- World scale plants employing state of the art technologies
- Best Practice Business Systems
- Integrated assortment
- Combined know-how and expertise

Legal and system integration



Sales offices today



Stamylan Sales International B.V.

- Stamylan Italia srl.
- Stamylan Deutschland GmbH & CoKG
- Stamylan Belgium N.V.
- Stamylan Espana SL
- Stamylan UK Ltd.
- Stamylan France S.A.S
- Stamylan Scandinavia A/S

SABIC Global Ltd.

- SABIC Italia Spa
- SABIC France S.A.
- SABIC Deutschland GmbH
- SABIC Marketing Iberica S.A.

Sales offices as of January 2004



SABIC Sales International B.V.

- SABIC Italia Spa
- SABIC Deutschland GmbH & CoKG
- SABIC Belgium N.V.
- SABIC Marketing Iberica S.A.
- SABIC UK Ltd.
- SABIC France S.A.S
- SABIC Nordic A/S

The advantages of the new integrated business system will be numerous, e.g. quicker response times to your needs, increased delivery reliability, reduced lead times, faster confirmations of orders and the use of easier-to-follow paperwork.

**Demand Chain Management:
you at the very centre of our business**

By integrating Demand Chain Management we are able to place customers at the centre of our business planning and decision-making processes. Our Demand Chain Management organization is deeply involved in the logistic process and ensures that product is available on time, transport is carried out safely, on time and is of a high standard. The distribution structure is being further developed in order to ensure growth of the transport volume and the smooth running of SABIC logistic services in Europe, as well as the incoming flow from the Middle East to Europe, with security of supply as the main theme.

The assortment: bigger and better

We will continue to produce a wide range of polymers and chemicals for the European market; the integrated assortment will be even larger than before. Until the end of 2003 our products will continue to be marketed under the SABIC and Stamyran brands. The grade range will be maintained as will the highest quality standards. From 2004 onward we will offer the integrated product range under one SABIC brandname only. Nomenclature of our different grades will then be harmonized. You will receive detailed information about this change in due course.

Combining knowledge and experience

The sales integration builds on the strength of our entire organization and sales force. We are two highly professional sales and business organizations combining know-how and expertise in our commitment to growth. The goal is clear. We aim to be a top player in all market segments, a cost leader and remain number one in customer satisfaction.



Profile of SABIC

SABIC is based in Riyadh, Saudi-Arabia. It was founded in 1976, when the Saudi Arabian Government decided to use the associated gas released in the production of oil as raw material for the production of chemicals, polymers and fertilizers. SABIC has two large industrial sites in Saudi Arabia (Al-Jubail and Yanbu), with sixteen world-scale production complexes. In addition, SABIC has interests in three production complexes in Bahrain. Over the last sixteen years SABIC's overall production capacity has increased considerably. In 2002 it amounted to 40,6 million tons.

SABIC employs approx. 16,000 people worldwide, of which 2,300 are in Europe. In 2002, SABIC posted sales of approx. EURO 8 billion and a net profit of approx. EURO 650 million.

SABIC in Europe

With an annual production total of 2,5 million tons of polyolefins and 3,5 million tons of chemicals and hydrocarbons, SABIC in Europe is a top 3 player. SABIC in Europe also harbours the sales organization for all SABIC products manufactured elsewhere in the world.

SABIC in Europe is headquartered in Sittard (The Netherlands) and has got highly integrated world-scale production facilities in Geleen (The Netherlands) and Gelsenkirchen (Germany), as well as sales offices in The Netherlands, The United Kingdom, France, Germany, Italy, Spain and Denmark serving all European countries.

Apart from polyethylenes and polypropylenes SABIC in Europe also produces products like benzene, acetylene and MTBE.

European Product Portfolio

Polyethylene:

- Linear Low Density Polyethylene (LLDPE)
- Low Density Polyethylene (LDPE)
- High Density Polyethylene (HDPE)

Polypropylene:

- Homopolymers
- Random copolymers
- Medium impact to super impact copolymers
- High crystallinity Polypropylene
- Polypropylene compounds
- Long glass fibre reinforced polypropylene

Polystyrene PS

Polyvinylchloride PVC

Polyethylene terephthalate PET

Melamine

Chemicals:

- Ethylene
- Propylene
- Butadiene
- Styrene
- Benzene
- HF 1800 (TX Cut)
- Cracked Distillate
- C9 Resinfeed
- Carbon Black Oil
- Acetylene
- MTBE
- Methanol
- Glycols (MEG, DEG, TEG)
- PTA

