



RECONNECT

SYMPOSIUM 2022

KNOWLEDGE • OPTIMIZATION • INNOVATION

Advance services and products

Sales Advance

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Jaarbeurs, Utrecht

Agenda

- Mission
- Organization
- New and improved products and services
- Full-Service approach
- Future

Enabling the world to feed itself

Supporting fertilizer producers to maintain and improve their operations

- Providing full scope technical support
 - Broad range of inspection services
 - Stamicarbon and non-Stac technologies
 - Expanded product scope: urea, ammonia, nitric acid, emissions



Enabling the world to feed itself

Supporting fertilizer producers to maintain and improve their operations

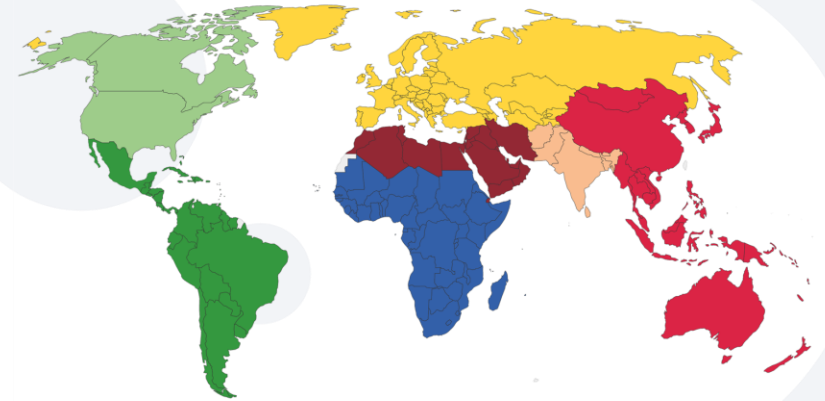
- Selling products (repair, replacement and improvement)
 - Safurex spares
 - Materials for repair
 - Replacement of small equipment
 - Replacement with optimized High-Pressure equipment
 - Optimize operations



Supporting fertilizer producers globally

Global team of almost 20 people, having their home office in the Netherlands, and locally in the respective regions

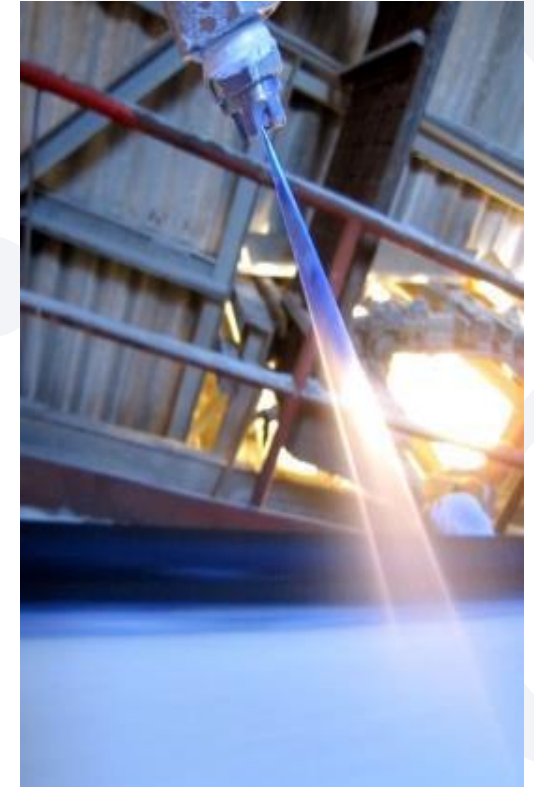
- Providing short communication lines with customers
 - 5 regional sales areas
 - Local personnel in North America, India and Indonesia to enhance local support
- Supported by proposal management team providing back-office support
- Dedicated spares team for one-to-one replacements



New and improved products and services

Successful products and services:

- Emergency repairs
- Relining activities
- Safurex piping replacements
- Emission reduction products
- Safurex Degree for ferules – already over 50.000 units sold worldwide
- Composite designs for control valves and mixing tees
- Clamp connectors
- Consumables: AdvanceCoat for prilled urea, UAS and UAN)
- Safurex spares packages for maintenance intervals



New and improved products and services



Global trends towards new products

- **Safurex High Pressure equipment**
 - Allowing extended lifetime
 - Improving economics by expanding capacity within equipment boundaries
 - Improving process conditions
 - Process guarantees
 - Capex optimized designs
- **HP equipment for non-Stamicarbon technologies**
 - Kettle type condenser, stripper, and piping replacements for Saipem plants
 - Reactor, HPCC, strippers and liquid dividers for Toyo plants
 - Reactor for Weatherly plants

New and improved products and services

Continuous development of digital portfolio

- Remote inspections, commissioning, etc. - HoloLens
- OTS Operator Training Simulator
 - Urea melt & granulation
 - Non-urea applications
- Soft NC meter
- Process Monitor
 - Optimization of urea process
 - Providing on-line access and support
 - Initiated by a Consult program
- Plant Optimizer
 - Dedicated plant optimizer
 - Final stage of digital optimization



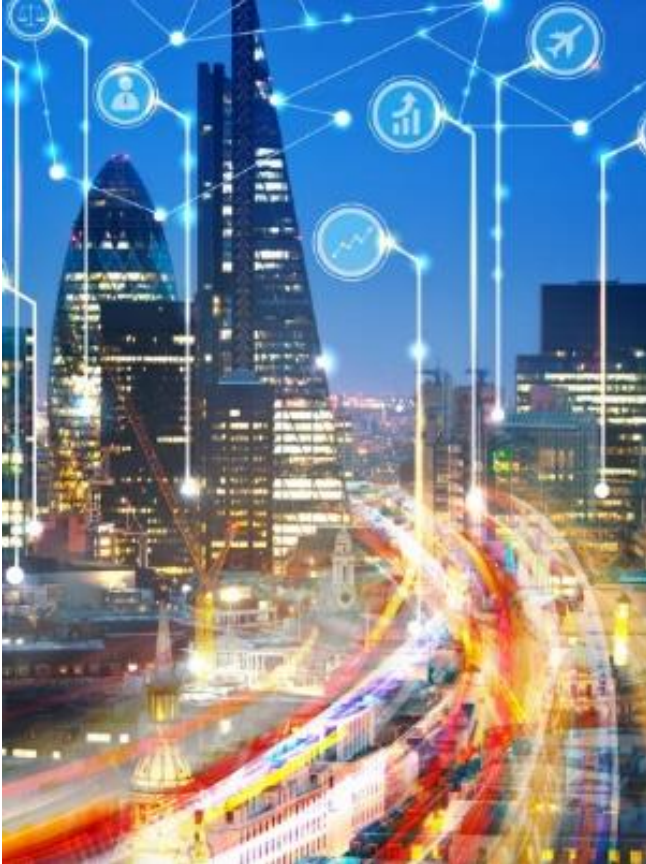
Full-service approach

Developing long term Technical Service Agreements with interested customers

- Increased availability for emergency repairs
- 24/7 availability of technical support by expert engineers
- Collaborative support to improve operational excellence
- Optimized operations provided by digital tools
- Extension of inspections with Life-Time Assessments, and trainings
- Supporting equipment replacements to maintain high utilization rates
- Provide additional services to the customer, based on multi-year contracts
- Facilitating call-offs for regular maintenance work



Advance: the future



- Supporting producers with increasing environmental pressure
 - Energy consumption
 - Emission control
- New manufacturing and inspection techniques
 - Remote inspections
 - New welding techniques for faster and higher quality for lining and piping
 - Various HP equipment improvements for lowering manufacturing costs and improving quality
 - New offerings in digital services, integrated plant monitoring systems
- Further expansion in adjacent fertilizer related fields

Thank you!