

Media Release

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Borealis and Biesterfeld cooperate on Brazilian market

Borealis, a leading provider of innovative solutions in the fields of polyolefins and base chemicals, and Biesterfeld Plastic GmbH, a leading distributor in the European plastic and rubber industry, announce a cooperation agreement for joint efforts in Brazil. As of January 2016, the two companies will work together to increase market penetration in Brazil for innovative polypropylene (PP) compound products produced by Borealis Brasil S.A. The Borealis Brasil sales and development team will be supported by the established Biesterfeld distribution network.

The alliance aims to develop new market opportunities in PP compounds for all industry sectors by more efficiently serving current customers, and by acquiring new ones. All customers will benefit from the innovative products and applications in the Borealis Brasil S.A. portfolio and the excellent distribution capabilities offered by Biesterfeld Simko Distribuição Ltda.

“We are very pleased to have Biesterfeld Simko Distribuição Ltda. as our Brazilian distribution partner for PP compound resins,” says Jost E. Laumeyer, Commercial Director Borealis South America. “Investing in this partnership with Biesterfeld clearly underlines our commitment to the region. We look forward to working this market together with Biesterfeld and developing innovative new PP solutions with our customers in Brazil.”

“The partnership with Borealis gives us an excellent opportunity to expand our portfolio with additional products. We look forward to a fruitful cooperation,” adds Dietmar Zinkand, Biesterfeld Business Manager Engineering Polymers. “We have a far-reaching experience and many years of knowledge for innovative polypropylene compound products – especially in the automotive industry.”

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Borealis is a leading provider of innovative solutions in the fields of polyolefins, base chemicals and fertilizers. With headquarters in Vienna, Austria, Borealis currently employs around 6,500 and operates in over 120 countries. It generated EUR 8.3 billion in sales revenue in 2014. The International Petroleum Investment Company (IPIC) of Abu Dhabi owns 64% of the company, with the remaining 36% owned by OMV, an integrated, international

oil and gas company. Borealis provides services and products to customers around the world in collaboration with Borouge, a joint venture with the Abu Dhabi National Oil Company (ADNOC).

Building on its proprietary Borstar® and Borlink™ technologies and 50 years of experience in polyolefins, Borealis and Borouge support key industries including infrastructure, automotive and advanced packaging.

The Borouge 3 plant expansion in Abu Dhabi will be fully operational in 2015. Borouge 3 will deliver an additional 2.5 million tonnes of capacity when fully ramped up, bringing the total Borouge capacity to 4.5 million tonnes. Borealis and Borouge will then have approximately 8 million tonnes of polyolefin capacity.

Borealis offers a wide range of base chemicals, including melamine, phenol, acetone, ethylene, propylene, butadiene and pygas, servicing a wide range of industries. Together with Borouge the two companies will produce approximately 6 million tonnes of Base Chemicals in 2015.

Borealis also creates real value for the agricultural industry with a large portfolio of fertilizers and technical nitrogen products. The company distributes approximately 5 million tonnes per year.

Borealis and Borouge aim to proactively benefit society by taking on real societal challenges and offering real solutions. Both companies are committed to the principles of Responsible Care®, an initiative to improve safety performance within the chemical industry, and contribute to solve the world's water and sanitation challenges through product innovation and their Water for the World™ programme

www.borealisgroup.com

www.borouge.com

www.waterfortheworld.net

Borstar is a registered trademark of the Borealis Group.

Borlink and Water for the World are trademarks of the Borealis Group.

Biesterfeld Simko Distribuição Ltda. is a 50/50 Joint Venture of Biesterfeld Plastic GmbH, a leading European plastic & rubber distributor with its headquarter in Germany, and Simbras Ltda., a Brazilian subsidiary of the Latin American plastic and rubber distributor Simko S.A. The headquarter of Biesterfeld Simko Distribuição Ltda. is in Sao Paulo and a local Sales office in Florianópolis, Santa Catarina. The portfolio of the company includes engineering polymers, elastomers, high performance rubber as well as styrene copolymers for the Brazilian market.
