

Supply Chain Optimization for Maximum Customer Satisfaction.

Outsourcing Supply Chain Benefits and Future Trends

Saleh F. Al-Nazha
President, Tasnee Petrochemicals Complex



Supply Chain Optimization for Maximum Customer Satisfaction.

Contents

- Tasnee at a Glance
- Outsourcing of Supply Chain Elements
 - Current Trend in the Supply Chain

Supply Chain Optimization for Maximum Customer Satisfaction.

TASNEE Key Statistics

Established	:	1985
Turn Over	:	2.7 Billion US\$
Paid up Capital	:	1.228 Million US\$
No. of Personnel	:	6,000
No. of Subsidiaries	:	15

TASNEE at a Glance

Petrochemicals	Chemicals	Diversified	Metal	Services
<ul style="list-style-type: none">• Polypropylene• HDPE• LDPE	<ul style="list-style-type: none">• Titanium Dioxide• Chlorine and Derivatives	<ul style="list-style-type: none">• Automotive Batteries• Carton Packaging• Polycarbonate and Acrylic sheets	<ul style="list-style-type: none">• Lead• Metal Products<ul style="list-style-type: none">▪ Steel wires▪ Casting▪ Truck axles▪ Fasteners	<ul style="list-style-type: none">• Products distribution• Waste Management• Quality Services Inspection• Technical Center

TASNEE at a Glance

TASNEE Group of Companies – Middle East



National Titanium Dioxide Company (Cristal)



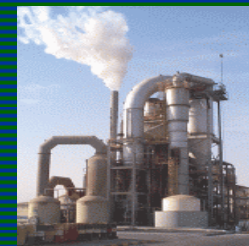
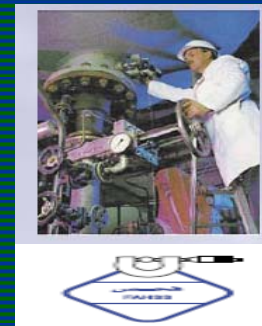
RASSAS



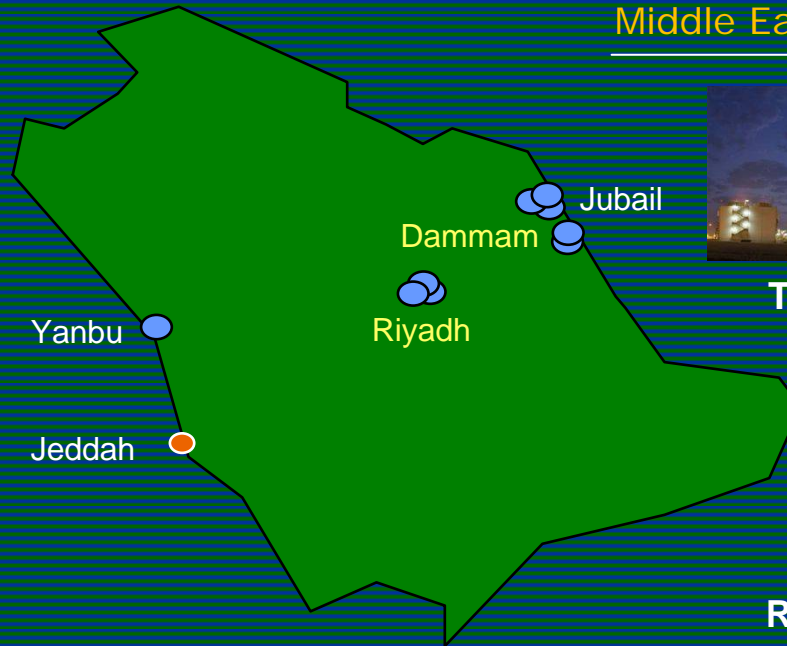
BATTERIES



MAADANIEAH



BEEAH



TASNEE PETROCHEMICALS



ROWAD

TASNEE at a Glance

TASNEE Group of Companies -
Offshore



Cristal owns 100% of subsidiaries companies in each of the following:

- Cristal Inorganic Chemicals Ltd
(Cayman Island)
- Cristal Australia PYT Ltd
- Cristal USA

TASNEE at a Glance

TASNEE Group of Companies -
Offshore

Cristal Global Presence

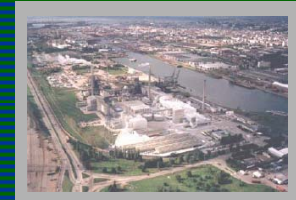
Ashtabula 1&2



Stallingborough



Thann



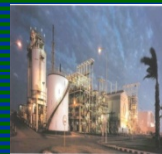
Hawkins Point



Salvador (Bahia)



Yanbu



Kemerton



TASNEE at a Glance

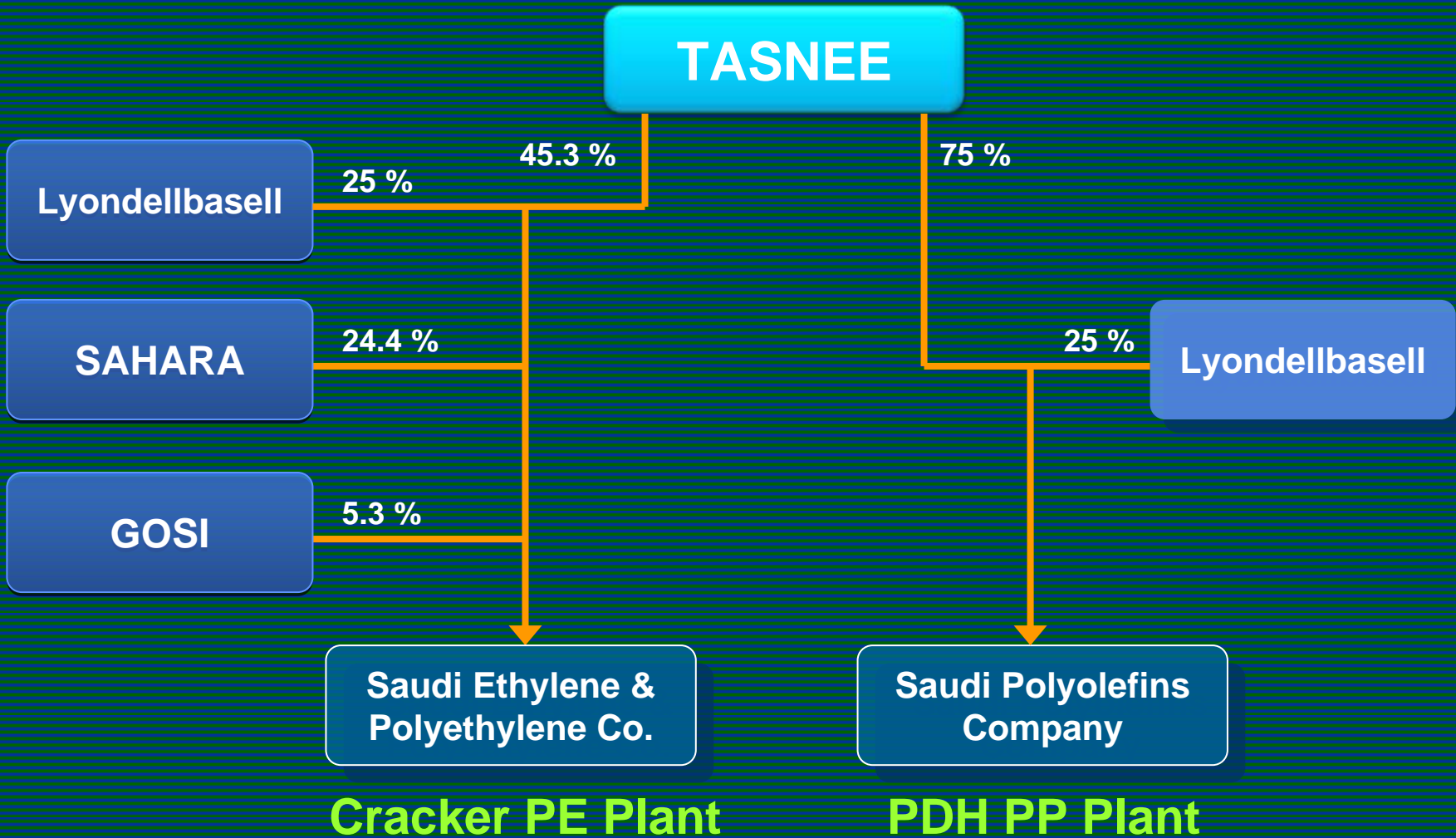
- TASNEE is located in Jubail Industrial City, the site of the largest Petrochemical Complex in the World
- TASNEE Petrochemical Complex is voted by Team One Consulting Co. and Al-Eqtisadiyah Newspaper for the **Best Saudi Company in KSA for the year 2008 to Work for** and have been ranked as:
 - ◆ First best Saudi Company in KSA in year 2008 in the Petrochemical Sector.
 - ◆ No. 2 Petrochemical producer in Saudi Arabia.



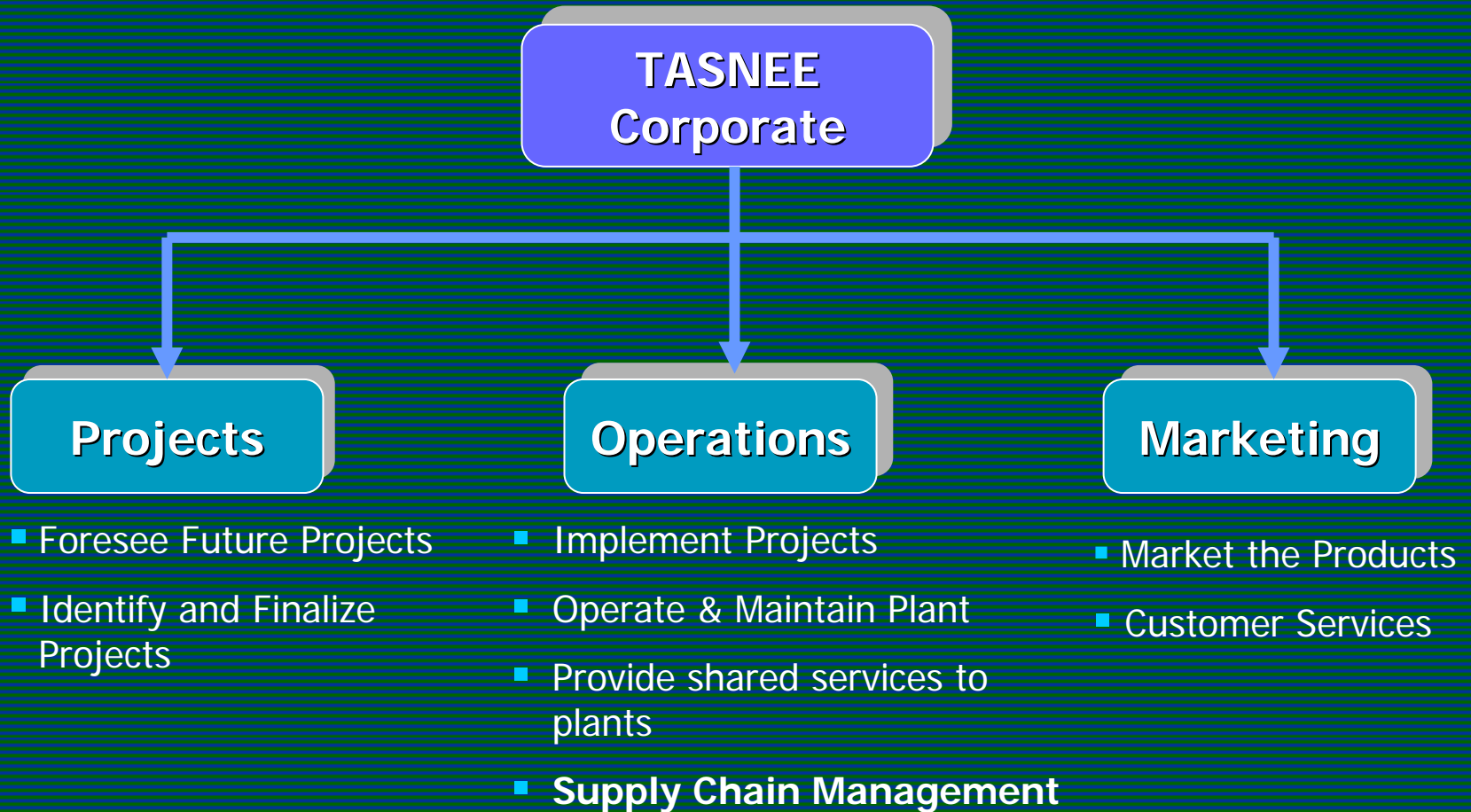
Jubail Industrial City



TASNEE at a Glance



TASNEE at a Glance



TASNEE at a Glance

CERTIFICATE



(Quality), ISO 14001

Management system as per
OHSAS 18001 : 1999

In accordance with TÜV CERT procedures, it is hereby certified that

TASNEE التمنية

Saudi Polyolefins Company (SPC)
TASNEE
P.O Box 35579, Jubail, K.S.A.

applies a management system in line with the above standard for

Production and Supply of Propylene and

Certificate Registration No. 44 116 077517
Audit Report No. 3602 4008

B. Meyer
TÜV CERT Certifications Body
at TÜV NORD CERT GmbH

This certification was conducted in accordance with the TÜV CERT
regular surveillance audits.

TÜV NORD CERT GmbH Langemannstrasse 20



CERTIFICATE



(Safety), ISO 9001

Management system as per
EN ISO 14001 : 2004

In accordance with TÜV CERT procedures, it is hereby certified that

TASNEE التمنية

Saudi Polyolefins Company (SPC)
TASNEE
P.O Box 35579, Jubail, K.S.A.

applies a management system in line with the above standard for the following scope

Production and Supply of Propylene and Polypropylene

Certificate Registration No. 44 104 077517
Audit Report No. 3602 4007

J. Bräutigam
TÜV CERT Certifications Body
at TÜV NORD CERT GmbH

Essen, 2008-01-14

This certification was conducted in accordance with the TÜV CERT auditing and certification process
regular surveillance audits.

TÜV NORD CERT GmbH Langemannstrasse 20 45141 Essen



CERTIFICATE



Management system as per
EN ISO 9001 : 2000

In accordance with TÜV CERT procedures, it is hereby certified that

TASNEE التمنية

Saudi Polyolefins Company (SPC)
TASNEE
P.O Box 35579, Jubail, K.S.A.

applies a management system in line with the above standard for the following scope

Production and Supply of Propylene and Polypropylene

Certificate Registration No. 44 100 077517
Audit Report No. 3602 4006

C. Bräutigam
TÜV CERT Certifications Body
at TÜV NORD CERT GmbH

Essen, 2008-01-14

This certification was conducted in accordance with the TÜV CERT auditing and certification procedures and is subject to
regular surveillance audits.

TÜV NORD CERT GmbH Langemannstrasse 20 45141 Essen www.tuev-nord-cert.com



TASNEE at a Glance

Annual Plant Production Capacity	
Polypropylene	720 KMT
Ethylene (C2)	1,000 KMT
Low Density Polyethylene (LDPE)	400 KMT
High Density Polyethylene (HDPE)	400 KMT
Propylene (EC)	285 KMT
Propylene (PDH)	450 KMT

TASNEE at a Glance

Market Presence Worldwide

Africa:
Kenya,
Tanzania
Uganda,
Ethiopia
Mozambique ,
Tunisia

Indian Sub cont:
Pakistan, India,
Sri Lanka,
Bangladesh,
Nepal

Asia Pacific:
Malaysia
Philippines
China

Middle East:
Syria,
Jordan
Lebanon,
Iran
Yemen, Iraq

GCC:
KSA, UAE,
Oman,
Qatar

Supply Chain Optimization for Maximum Customer Satisfaction.

Outsourcing of Supply Chain Elements

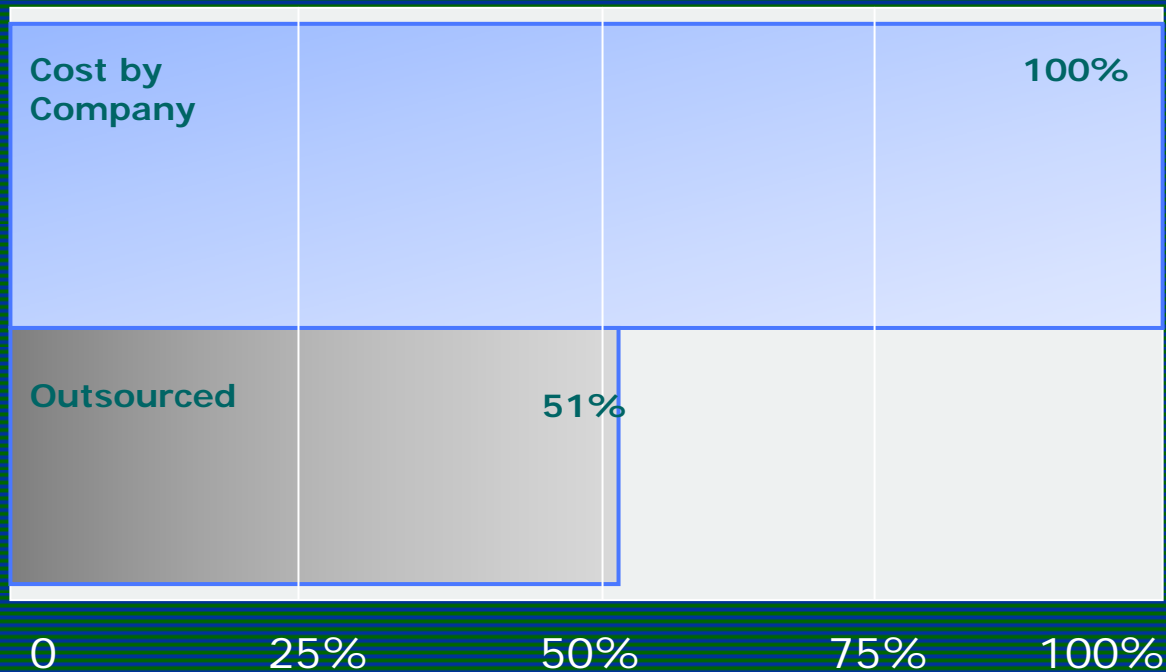
Supply Chain Optimization for Maximum Customer Satisfaction. Outsourcing Supply Chain Benefits

In today's competitive environment:

- We capitalize on our experience, capabilities and adopt innovative ideas to develop our supply chain.
- Design our logistic facilities not limiting to plant production output but can easily expand to future plants;
- Capitalizes on the use of third party services providers for outsourcing of different functions that allow us to focus on the core operations;
- Tasnee has introduced a holistic concept of supply chain management.
 - The SCM Department manages the following functions:
 - Logistics
 - Procurements & Contracts
 - Information Technology

Outsourcing Opportunities & Cost Benefits

- Tasnee On-Site Product Handling (Bagging Operations)

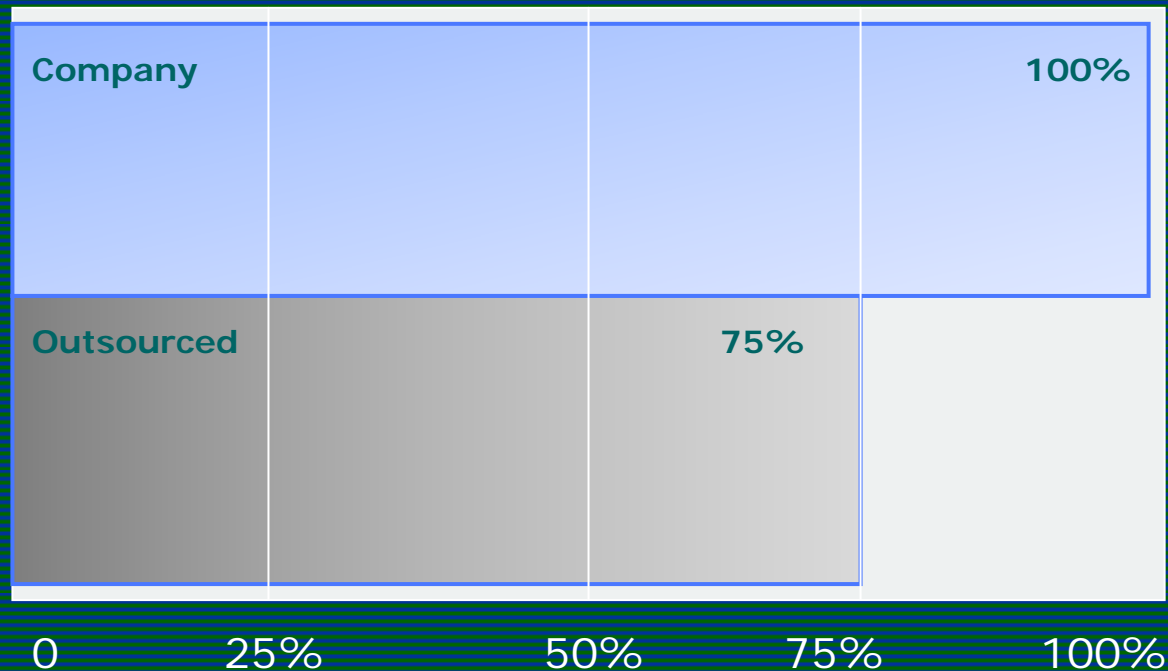


Reduced cost by 49% between own manpower/mobile equipment compared to outsource services (on-site logistics operations)

Outsourcing Opportunities & Cost Benefits

- Tasnee Off-Site Product Handling & Distribution

% Cost per Ton Comparison



Reduced cost by 25% between owning warehouse and outsourcing offsite distribution facilities

Supply Chain Optimization for Maximum Customer Satisfaction.

Current Trend in the Supply Chain

Supply Chain Optimization for Maximum Customer Satisfaction.

Trend of Supply Chain

- Expanded outsourcing of logistic activities.
- Increase demand of 3rd Party Service Providers
- Use of IT Technology as process enabler
- Reliance to On-Line Tracking of Shipments
- Automating Product Handling & Loading
- Continuous development and strengthening of Supply Chain strategy

Supply Chain Optimization for Maximum Customer Satisfaction.

How does SCM strategy translate into customers satisfaction:

- Product Quality
- Delivery Reliability
- After Sales Services
- Enhanced partnership with Customers
- Settlement of customers complaints
- Complete supply chain visibility from sales orders to delivery orders

Thank You

www.tasnee.com