



POLYESCO
PETROCHEMICAL TRADING



EXECUTIVE COMMITMENT

Our Commitment to you

At **Polyesco General Trading LLC**, we are eager to strengthen our relationship with OQ and are excited to submit a proposal that aligns closely with your strategic goals and the specific needs of your Organization. Our offer is designed to forge a genuine partnership leveraging our global, industry-leading expertise to assess and manage your operations effectively. We aim to provide a comprehensive program that supports your objectives.

We take pride in our approach, which integrates seamlessly with the needs of our clients, their responsibilities, and their objectives. Our firm is composed of numerous specialized teams and subject matter experts distributed across our network of top-tier partnerships.

To ensure the optimal integration of our resources with those of our specialist consultant partners, we have appointed Jamal Al Ramahi as your Project Director. Under his leadership, our team will strive to deeply understand not only your risk and insurance needs but also your corporate culture, ensuring that our collaboration enhances your business approach.

We are dedicated to prioritizing our clients at every step and would be privileged to support OQ. As we proceed with the current process, I am hopeful for a successful collaboration that could evolve into a lasting partnership. Our team is prepared to begin immediately, confident in our proven, unique, and leading capabilities to fulfill the commitments we have made to you.

We extend my best wishes for your success in this initiative and look forward to the possibility of working together.

EXECUTIVE SUMMARY

We would like to thank OQ for the request for information. Our submission demonstrates the value that we can provide to you.

Our team is committed to aligning our core values with OQ's strategic objectives as part of our partnership. We acknowledge OQ's ambitious business strategy, which emphasizes optimizing value. These efforts are directed towards achieving a more sustainable and economical market and implementing innovative techniques.

Our role will focus on supporting OQ's operational pillars, particularly enhancing safety management, fostering a strong safety culture, and facilitating the development of local expertise.

**Build
Partnership**

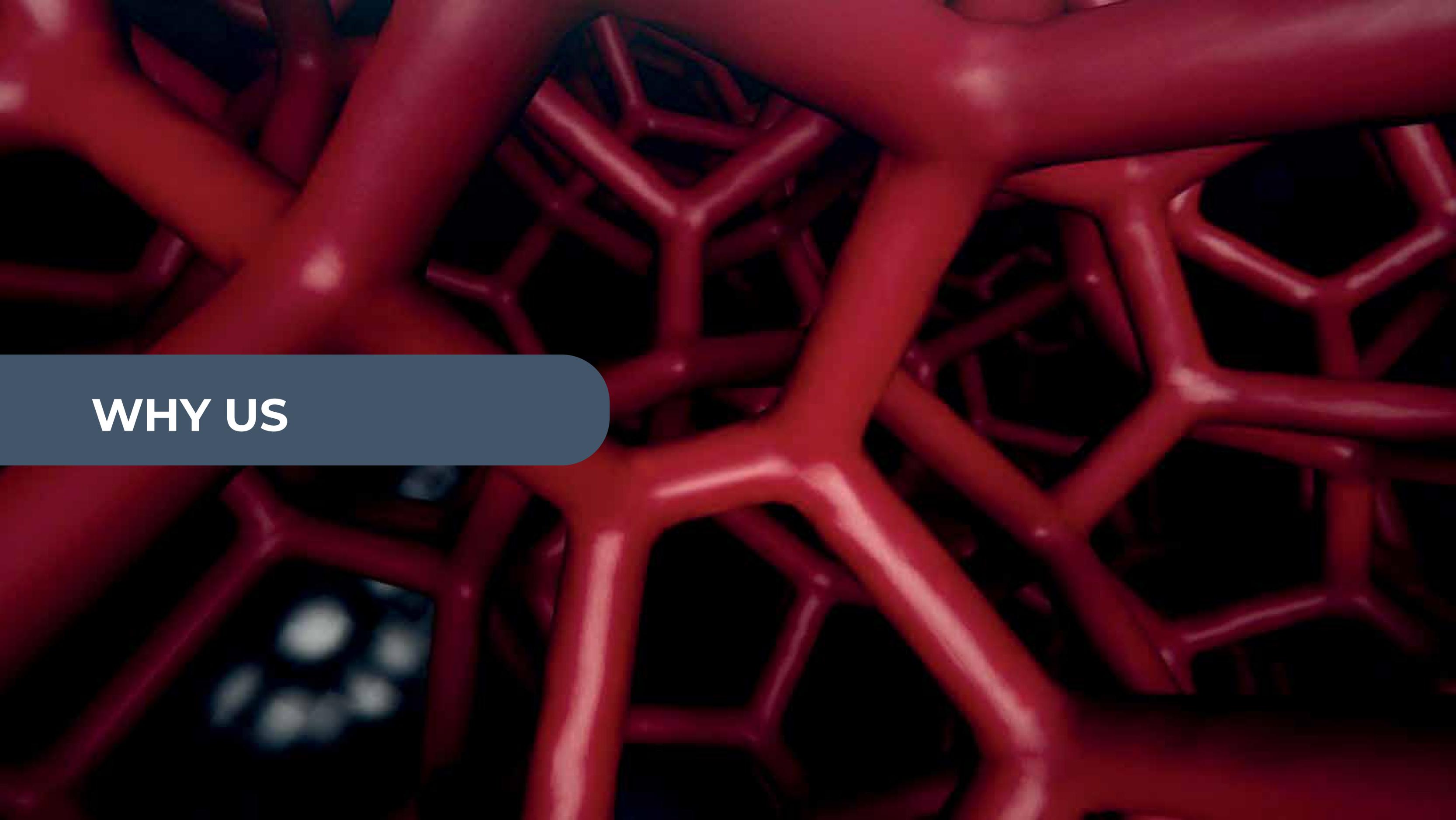
**Value
Add**

**Provide Expert
advice and insight**

**Innovative
ideas**

**Integrated Services
for consistency**

**Performanc
and result.**



WHY US

WHY US

- Regional UAE HQ (**SELL TO** → **SHIP TO**) make us unique and optimal in mitigating all risks.
- **Risk mitigation** is very dynamic in the regional market.
- **Strong, nimble sales & marketing team** with full understanding of Borouge, OQ, and PIS culture when it comes to customer services, technical marketing, and after-sales support.
- Successfully built up **regional distribution in Iraq, Syria, Egypt, and MENA.**
- **CREDIT RISK:** We managed all operations with **ZERO doubtful debt.**
- Being an Egyptian company with 45 years of experience (The practical risks the supply chain risk and monetary risk).
- Our team is **market-focused.**
- Focused on the **value proposition** that give the optimal return per Ton/Margin and premium
- **Sustainability** of our customers and converters .
- Our distribution centers are **strategically located** close to major producers.
- Most of the sales team have experience with **Borouge, OQ and Basell products**, including additives, compounding, W&C, and medical plastics.
- **Highly knowledgeable** in PP/PE/PVC technologies.
- Since our inception of the relationship with OQ on 22/06/2021, we have expanded and grown the Egypt market from **2.5km to 8.5km in Four Months.**

ABOUT US



Polyesco Petrochemicals Trading Ltd. is an incorporated joint venture between

1. United Internaional Trade Company
2. Emirates Specialized Contracting and Oilfield Services
3. Al Matin Group/Transamissa

POLYESCO/UNITED seeks to leverage from the partner's unique strengths ranging from economies of scale to increasing penetration in their respective markets.

POLYESCO/UNITED management team has a combined experience of 124 years in Polymers Distribution and Trading, Equipment Supply, Additives Supply and Trading.

POLYESCO/UNITED also offers reliable after sales technical support and supply chain management.





MANAGEMENT TEAM

FOUAD HASSIB

PROFESSIONAL HISTORY

1. Owner, Managing Director | United International Trade Company (UIT)
2. Partner | Egypt Emirates Brokerage company now HD for Securities
3. Owner, Chairman of Board and CEO | FH for Commercial Agencies. (FHA)

UIT and FHA is specialized in trading and agencies for all the requirements for plastic industry

- Borouge Pte Ltd Abu Dhabi, Agent / Distributor for 20 years in Egypt until Sept 2020
- Engel Austria GmbH(injection molding machines) since 1983.
- Engel machinery (Changzhou)Co. Ltd (Wintec)
- Rapid – Sweden (granulators)since 1986
- Movacolvor Netherlands (dosing unit)
- Campetella Robotic center (robots) Italy
- Polytech (additives)France
- Ampacet (additives) UAE
- Viappiani (IML) Italy



MANAGEMENT TEAM

JAMAL AL RAMAHI

PROFESSIONAL HISTORY

- Director of Down Stream | ESCO
- DCEO/ CFO | Borouge Pte & Abu Dhabi Polymers (Borouge)
- Sr. Business Controller | Supreme Petroleum Council (SPC)
- Owner & MD | Emirates Conversion Industries Investments (SENAAT)
- ADNOC/Supreme Petroleum Council Controllers
- Secretary of Borouge Pte Board, and Borouge (ADPC) board.
- Board Member & Executive Director | Five IQ Ltd.
- Executive VP & Finance Director | Abu Dhabi Ports Company (ADPC) | (KIZAD)
- Hydrogenous Emirates | Managing Partners
- Sage private wealth | Executive Director (US)



MANAGEMENT TEAM

FARIZ AKHWAN

PROFESSIONAL HISTORY

- Owner, CEO | Al Matin Group
- Owner, CEO | Al Matin International For Plastic Industries Saudi Arabia
- Owner, CEO | Al Ikhlas For Plastic Industries Egypt

Al Matin Group for Trade and Industry is a private international leading company established in 1976 and has grown into group of companies for manufacturing and marketing different plastic packaging products in Syria, KSA, Egypt, Lebanon, & Algeria. The group's headcount exceeds 1200 employees in addition to its other trading divisions & offices.

Al Matin Group's focus is first on exporting their own products, and secondly on importing the needed raw materials and production lines for the plastic manufacturing industry of the region. Our current suppliers for PE & PP polymers, additives, and stabilizers are from Europe, Saudi Arabia, U.A.E, and Kuwait.



MANAGEMENT TEAM

KARIM ATTIYAH

PROFESSIONAL HISTORY

- Partner, CEO | Emirates Specialized Group L.L.C.
- Wholesale of military equipment and trading;
- Procurement and logistics support services;
- Disposition and waste management solutions;
- Onshore and offshore oil and gas fields and facilities services;
- Natural gas and oil well equipment installation and maintenance services;
- Oil and gas production facilities operation and maintenance services;
- Technical maintenance of factories and oil installations in the U.A.E.

Karim's management function includes overall management of the operating verticals, identifying new opportunities, strategic planning, developing appropriate partnership and legal structures, building business plans, structuring investment capital, and securing contracts



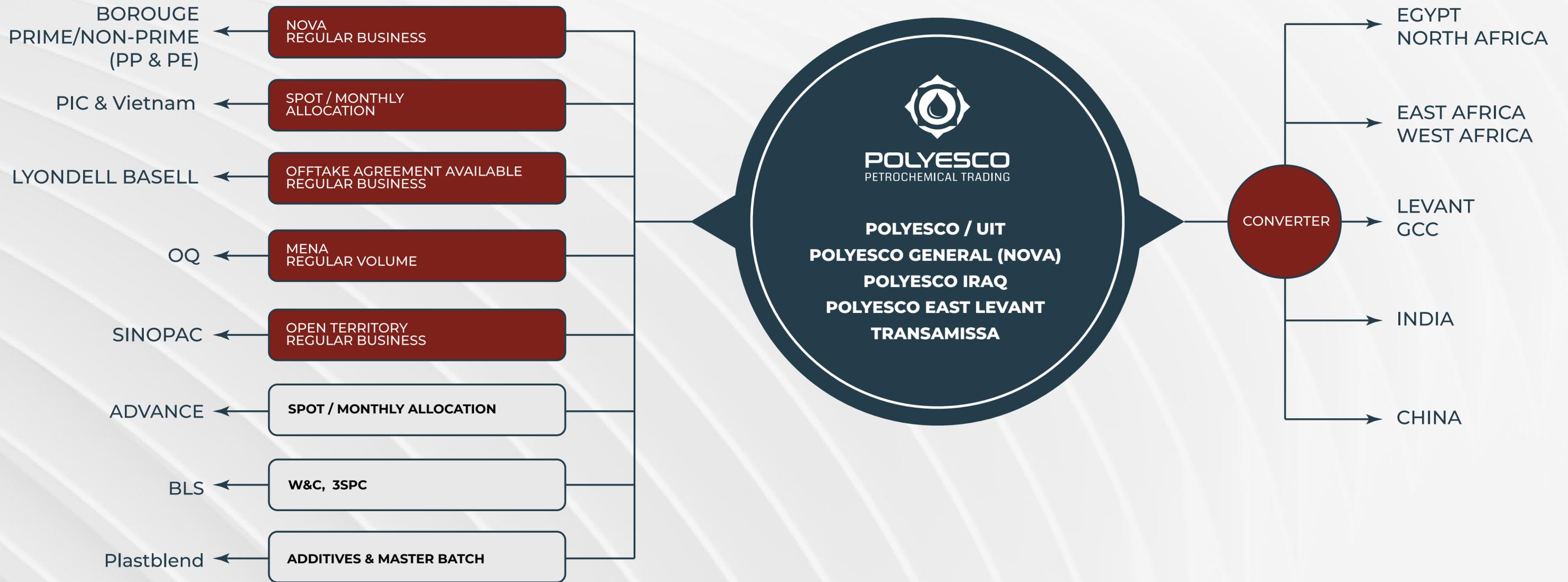
MANAGEMENT TEAM

PHILIPPE DROUT

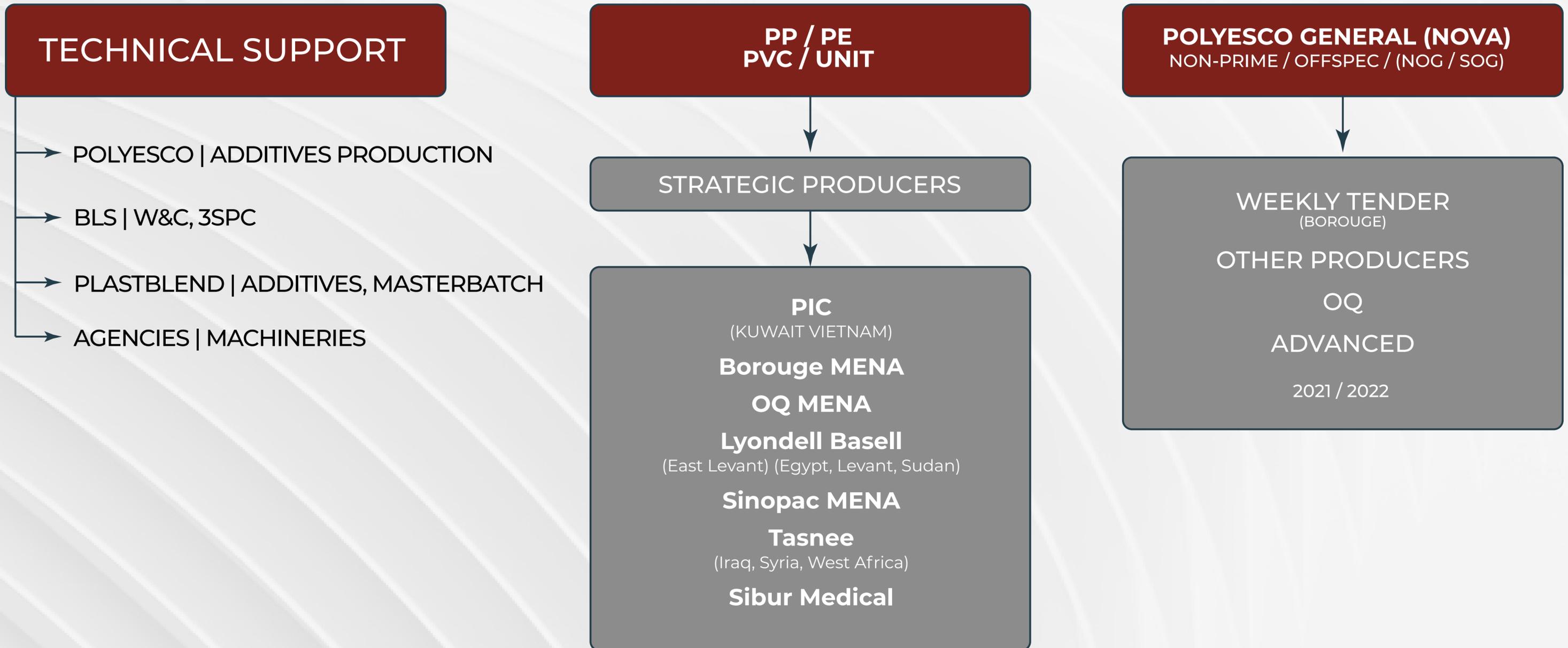
PROFESSIONAL HISTORY

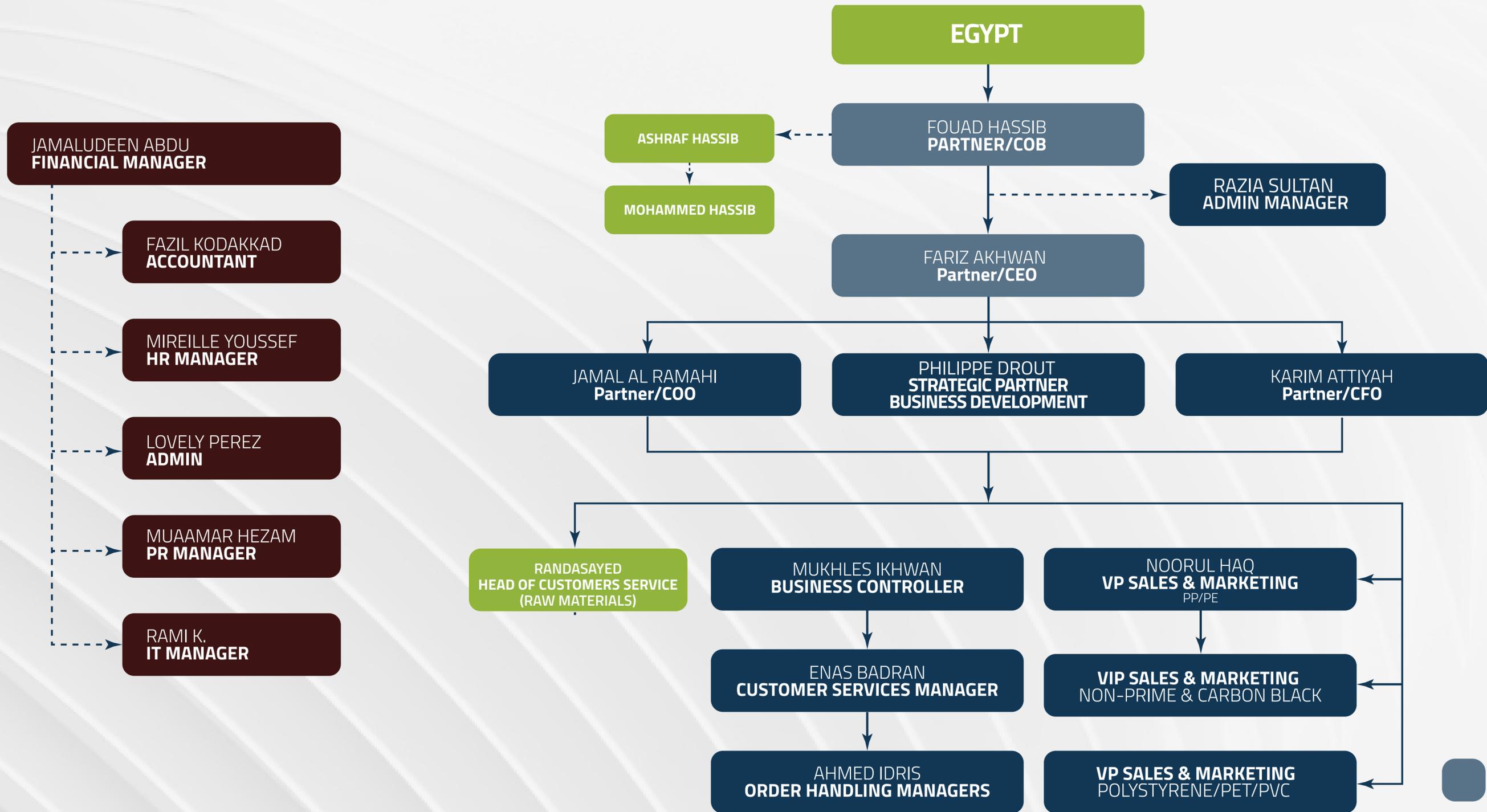
- **Strategic Partner in Asphalt Solutions Building Materials L.L.C. (ASBM)**, supplying elastomer modifiers for the road construction industry and the trading of other raw materials for construction (pipe, wire & cable, ...).
- **Owner of PHSD Consulting & Trading SARL (PHSD)**, providing project advices and technical solutions to the plastics sector with focus on wire & cable, masterbatches and compounds.
- **Owner of DPLAST SARL**, a trading company of raw materials and compounding machinery for plastics
- **Partner of JM POLYMERS SA**, a producer of fillers and additives masterbatches and compounds
- Owner & MD | F2DP Industries - Production of additives masterbatches
- CEO | Emirates Conversion Industries Investments (SENAAT) - Carbon black masterbatch production project
- Procurement and Commercial Director | Polytechs S.A. – Producer of one-packs, compounds and masterbatches
- Product Manager | Borealis Belgium N.V. – Propylene Monomer
- Marketing Manager Asia Pacific | Borealis Singapore Pte Ltd – Wire & Cable
- Technical Service Manager | BP Chemicals Suisse S.A. , Borealis Belgium N.V. – Wire & Cable
- R&D Manager | ATOCHEM (now TOTAL) , BP Chemicals Suisse S.A. – Pipe, Wire & Cable, EVA

OUR BUSINESS MODEL



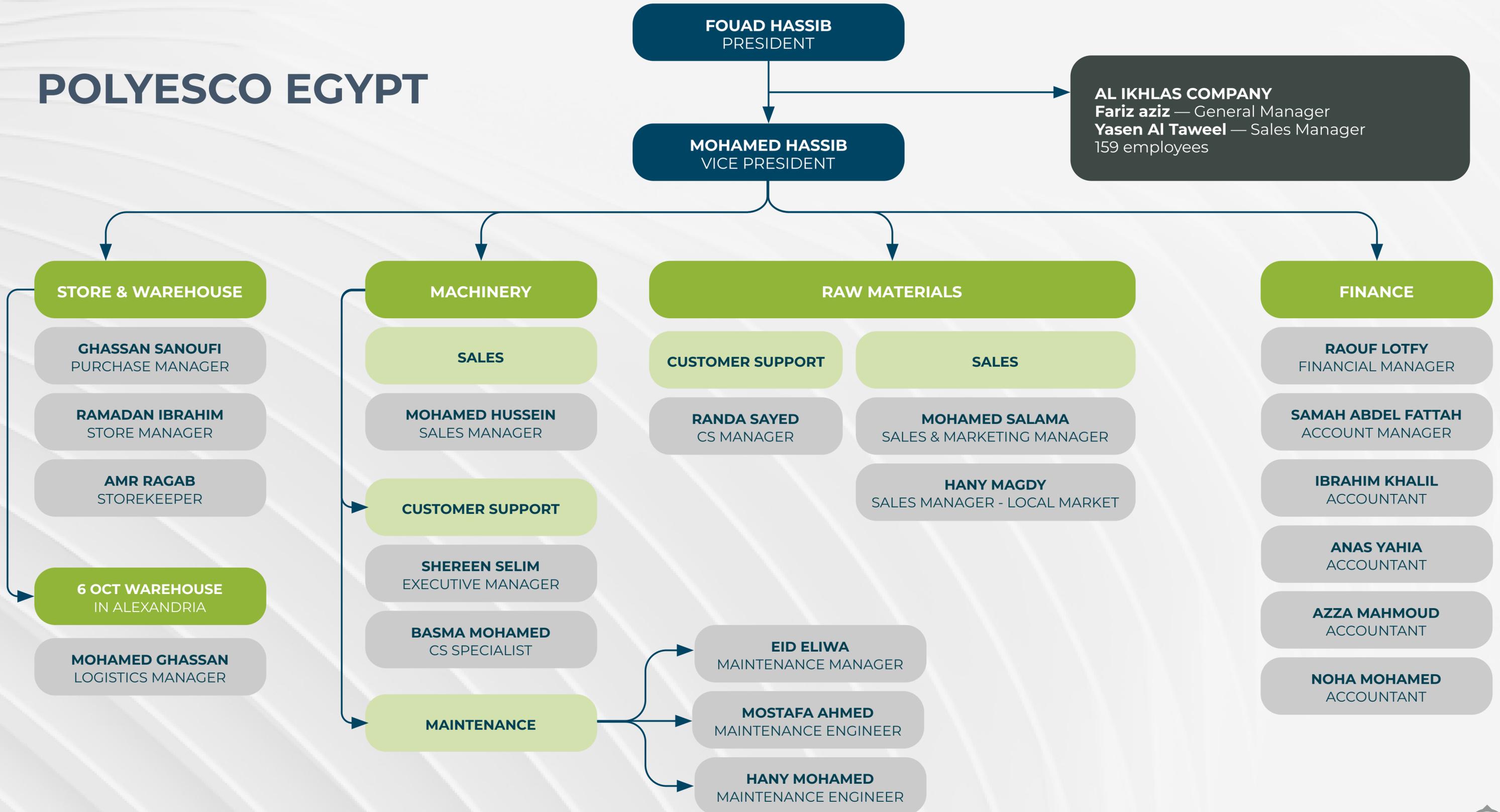
OUR BUSINESS MODEL






 NON-RESIDENTS
IN UAE

POLYESCO EGYPT



“ Marketing & Sales must create the future and deliver today. ”





The Path Forward

Implementation of Sales & Marketing Network organization

- ▷ Value Proposition.
- ▷ Sales Excellence Action Plan.
- ▷ Segmentation Strategy dedicated to the sale & Distribution of OQ products.
- ▷ Set up customer competence centres and shorten time-to-market with respect on time delivery.
- ▷ Supply and technical support will be integrated with OQ strategies.
- ▷ Improve Product Cost Positions & competitiveness.
- ▷ Mitigate risk (credit, supply chain, reputation).
- ▷ Quick access to our warehouse for the distribution of OQ products.



OUR SALES

- Our Sales and Marketing team is **highly technical with over 45 years** of marketing experience.
- All of our Sales team have **experience with OQ grades** since last 3 years.
- Our value proposition is concentrated on **medium and small converters** in Egypt.
- **We support our customers** as well as producer's direct customers with the required samples.
- Commercial value of **OQ is embedded in our Sales team.**
- Our Sales and Marketing team are **all Egyptian Nationals** supported by Polyesco Sales team from Abu Dhabi and Dubai.
- Our Sales team is **highly knowledgeable of OQ technology.**
- Our Sales team is **highly motivated, experienced, and customer-service oriented.**
- The strength of our sales team is our **proven track-record.**
- Being local, we **tailor-make the commercial transactions** to fit the converters' requirements.
- Ability to **deliver and store products of all Borouge grades.**
- **Our track record of OQ sales in Egypt tell the story.**



OUR SALES

*Robust working team
Polyesco*

**Brand Developing
& Market Position**

**Competitive
Culture Team**

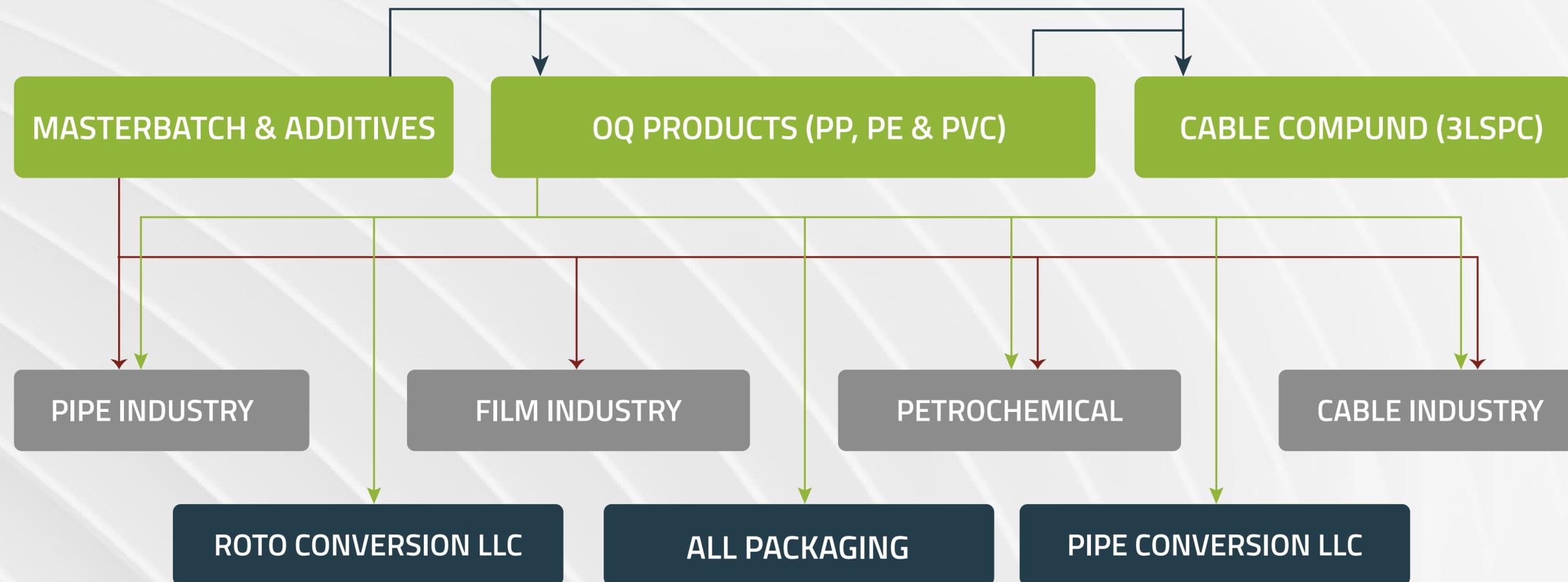
Excellence

**Supply
Chain**

**Qualities
Sustainable
Products mix
Supply**



SYNERGIES OF POLYESCO POLYMORES DISTRIBUTION





OUR SUPPLY CHAIN

OUR SUPPLY CHAIN

- » Our team is highly experienced and qualified in order handling, customer services and after sales / delivery follow-up “especially in Borouge grades”
- » We have a fleet of delivery trucks covering ALL of Egypt & East Levant
- » We have our Two warehouses in:
 1. Industrial Area, Burj Al Arab new city of Alexandria (7000m2 space)
 2. 6Th of October City 4500m2 with capacity for 4500 tons
 3. All East Levant distribution
 4. Jordon Warehousing
- » All our warehouses are highly equipped with all the necessary requirements (i.e. Forklifts, Hangers, Mechanical handling systems, etc.)
- » Fully Automated system for order handling which will be consolidated into OQ Demand & Supply scheduling system
- » Supply chain team and management: We are the first to get an agreement with a regional producer to implement the FOB concept in light of the global supply chain disruption of 2021 where Polyesco was the primary risk taker.
- » Transmar, our strategic logistics partner, is a leading container shipping company that provides reliable, sustainable and secure services to businesses across the Middle East, Red Sea, Arabian Gulf and East Coast of Africa. Previously known as IACC Shipping, Transmar is a wholly-owned subsidiary of IACC Holdings (formerly IACC Group).
- » Abu Dhabi Ports has taken ownership of the Adabiya port operation including Transmar
- » **If we are awarded, Polyesco will open offices in SOHAR**



SUPPLY CHAIN

BURJ ALARAB WAREHOUSE



CAIRO WAREHOUSE

SYRIA
HOMS

JORDAN



AQABA
PORT

IRAQ

ALEXANDRIA
PORT

ADABIYA
PORT

ALSOKHNA
PORT

SAFAGA
PORT

JEDDAH
PORT



SAUDI ARABIA

KHALIFA
PORT
UAE

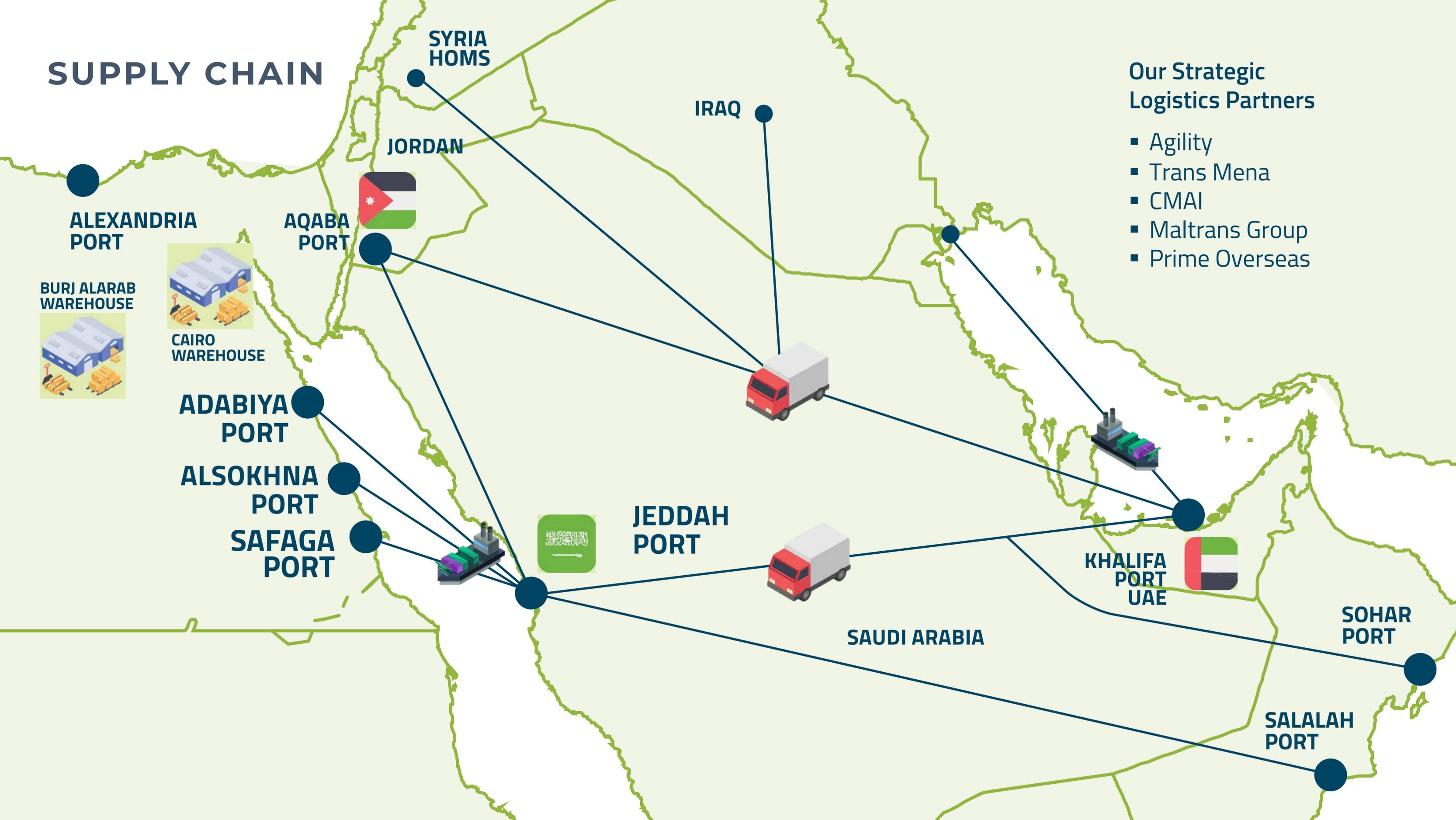


SOHAR
PORT

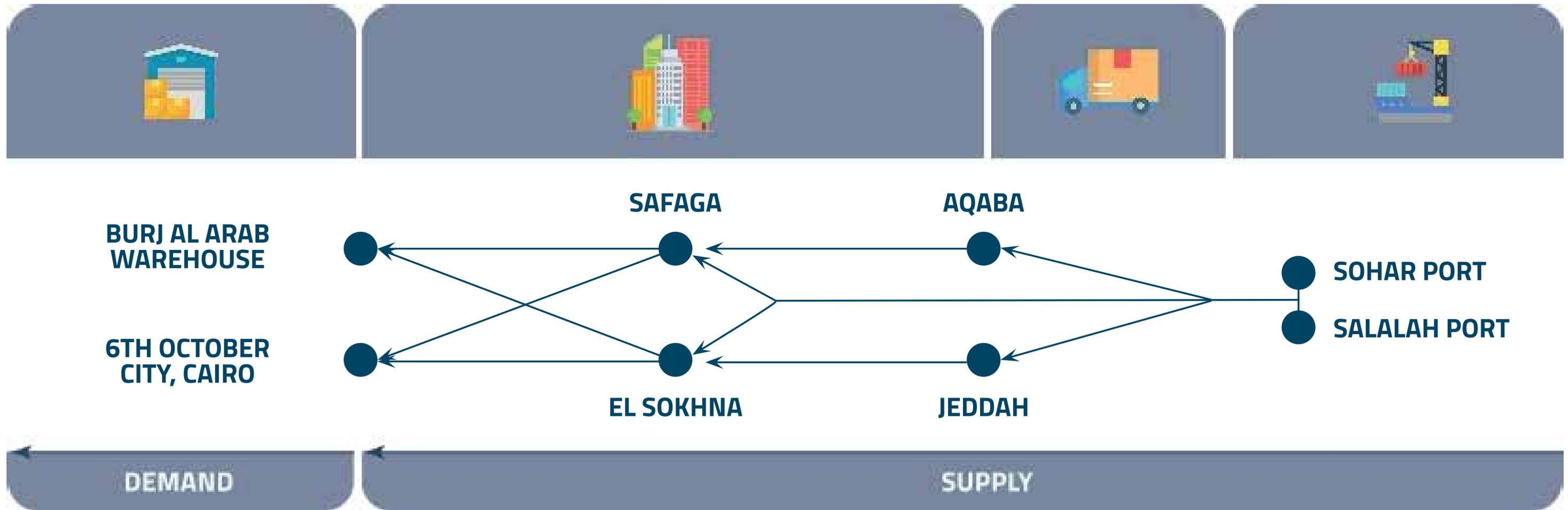
SALALAH
PORT

Our Strategic Logistics Partners

- Agility
- Trans Mena
- CMAI
- Maltrans Group
- Prime Overseas



OUR FOB/FCA CONCEPT



- We were the first to implement this concept in March 2021 from Saudi Arabia to Egypt
- We were the first with Borouge (FCA) in Nov 2022.



RISKS MITIGATION OF RISKS



LOGISTICAL & SUPPLY CHAIN

FCA/FoB - Trucking.

First action was order from ADVANCE

Dammam - Jeddah - Egypt

We have introduced this process to the regional producers to mitigate cost, the containers available and the high cost of container rentals. Including the transshipment transit lead time that was caused by Covid19

CREDIT RISK

MODEL "SELL TO  SHIP TO"

- Has the rest credit exposure in relation to the producers as Polyesco is a UAE company that acts as a risk taker from the converters and the producers, as being the sell to party/facilitator.
- Polyesco/ United Int. work in low risk transaction with almost 75% of the converters.
- Distribution in the local currency credit.

GEO POLITICAL

Our sales and marketing model is tailor made to the MENA region, focusing on Egypt has proven our ability to manage the geopolitical challenges in the region



RISKS



LOGISTICAL & SUPPLY CHAIN

RED SEA CHALLENGES

- The past three years of trucking o Jeddah/Egypt port
- Our strength in our shipping company partners
- Utilising other points than El Sokhna
- FCA model proved better solutions to the regional producer when dealing with Egypt.
- Sustainable product availability

FINANCIAL & CREDIT RISK

THE MONETARY CHALLENGES IN EGYPT

- Our “Sell to  Ship to” model has diluted
- We can discuss more in details who is required to manage the receivables
- Polyesco/United Int. are the credit risk of the convertors





SERVICES OFFERED BY

UNITED INTERNATIONAL/POLYESCO

UNITED INTERNATIONAL / POLYESCO SERVICES OFFERED

Technical Services

- Technical services to our customers is lead by our sales and marketing managers, all of them have technical background specially in the Borstar technology Borealis and
- OC / Borouge and other products and the team are lead by Mr. Philippe, Fouad Hassib. Through their vast experiences as Borealis employees and being an Agent/ Distributor for Borealis and Borouge.
- The technical services are supported by our Machinery and Equipment Unit. We provide Consultations services to all customers as part of our value propositions.

Commercial Services

- Our sales force has a high technical experience as all our sales team have 20 years' experience with Borouge products.
- Our value proposition concentrated in medium and small customer in Egypt.
- Commercial value of Borouge is imbedded in our sales team.
- Our sales/marketing team are all Egyptians supported by Polyesco Sales team from (AD/Dubai).
- The added value of our sales is altering sales and services which governate sustain commercial profitability.
- Ability and flexibility to sales and deliver one pallet up to 1000 tons.
- We support our customer with samples.
- Being local, we tailor-make commercial transactions to the small/ medium converters.
- Avility to deliver and store products for small and medium converters.





UNITED INTERNATIONAL / POLYESCO **SERVICES OFFERED**

Financing Services

- Being a local have made us strong in managing Risks and the best example that through 20 years of United International Trade Co. Agency Distribution of Borouge Borouge have never lost a Dollar.
- Our Balance sheet and Risk management including our close relationship to the convertor made us flexible to understand the needs and risks to manage the convertors credit facilities.
- Our financing strength comes by our partners in UAE and Egypt. Including 20 Risk management teams in the US/Dubai.

Logistics Services

- We have a fleet of delivery trucks covering all to Egypt.
- Two major Hub Warehouses to service our customers.
 - (1) 3 Industrial area, Burj Al Arab, new city of Alexandria. 7000m2 space.
 - (2) 6th October City 4500m2 with capacity 4500 tons. All wave houses are equipped with all necessary requirements hangers.
- Fully automated system for order handling including mechanical handling system.
- Considering the global supply chain disruption Polyesco has adapted a concept that we negotiated with procedures and that is (FOB) concepts which Polyesco takes all Risk to deliver to the customers.
- It is not about selling the products, but rather how you deliver.





UNITED INTERNATIONAL / POLYESCO

SERVICES OFFERED

Other

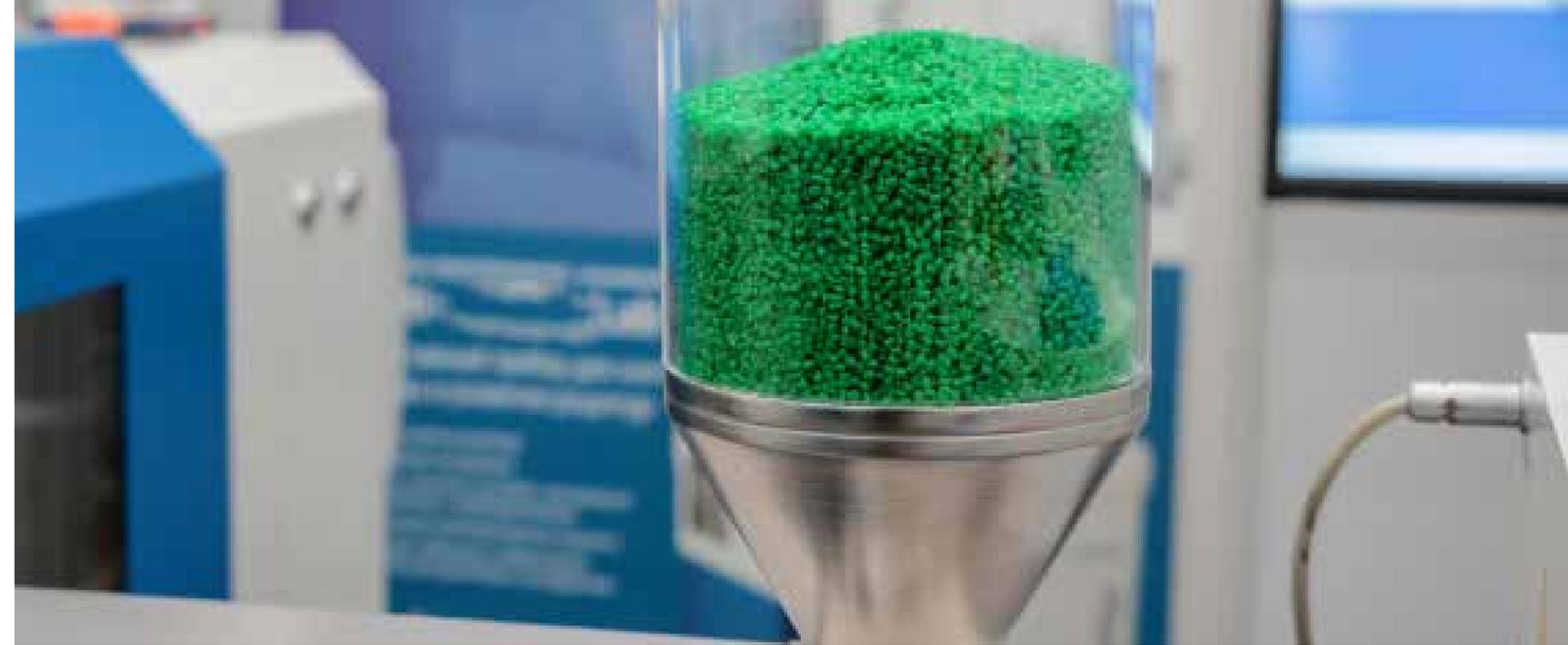
- We always concentrated in medium and small customers account because it is high risk and the complexity to service them by the procedures.
- We don't service the small and medium customers just PP/PE but we service them with machinery maintenance; product mix advices, master batch requirements, additives, safety stock, including but limited to the credit facilities that we provide.
- The 42 years Legacy which delivered a sustainable growth to us and to products we represent.
- Our one-stop-shop model made us unique In Egypt and the Region being led by Partner Hassib Group which was established in 1979.



UNITED INTERNATIONAL / POLYESCO SERVICES OFFERED

BANKING / FINANCE FACILITIES

- Being a local have made us strong in managing Risks and the best example that through 20 years of United International Trade Co. Agency Distribution of Borouge. Borouge have never lost a Dollar.
- Our Balance sheet and Risk management including our close relationship to the convertor made us flexible to understand the needs and risks to manage the convertors credit facilities.
- Our financing strength comes by our partners in UAE and Egypt. Including 20 Risk management teams in the US/Dubai.



We have financing facilities are the following:

EGYPT

- Misr Banque
- Audi Bank
- QNB
- FAB

UAE

- National Bank of Fujairah
- Bank of Sharjah
- Commercial Bank of Dubai
- FAB
- Mashreq Bank
- ADCB

INTERNATIONAL

- Brevet Capital Advisors



UNITED INTERNATIONAL / POLYESCO SERVICES OFFERED

TOOL / SOFTWARE - EGYPT / POLYESCO HQ:

- **FBX is software** for viewing 3D Models using Autodesk, this can be used in conjunction with VR Headset and Paddles to Navigate.
- **Oracle Database** (commonly referred to as Oracle DBMS or simply as Oracle) is a multi-model database management system produced and marketed by Oracle Corporation.
- **Adobe Photoshop** is a raster graphics editor developed and published by Adobe Inc, the software has become the industry standard not only in raster graphics editing, but in digital art as a whole.
- **Adobe Illustrator** is a vector graphics editor and design program developed and marketed by Adobe Inc. Originally designed for the Apple.
- **Microsoft Azure**, often referred to as Azure, is a cloud computing service operated by Microsoft for application management via Microsoftmanaged data centers.
- **SAP Ariba** spend management solutions, for all your processes end-to-end, on a single, integrated platform in the cloud.
- **Sketchfab** is a platform to publish, share, discover 3D, VR and AR content. It provides a viewer based on the WebGL and WebXR technologies that allows users to display 3D models on the web, to be viewed on any mobile browser, desktop browser or Virtual Reality headset.
- **HeliOS** own trademarked technology is a digital platform system with AI for computing data to record trend analysis in Helicopter Landing Area Lifecycle Management.



SUSTAINABILITY INITIATIVES

We actively seek out innovation opportunities by continuously investing in new technologies and processes, particularly in recycling and sustainability. We collaborate with industry leaders and research institutions to develop recycling solutions and integrate circular economy principles into our operations.

Sustainability is a core focus for us, and we implement eco-friendly practices across our supply chain, from material sourcing to end-of-life product management, ensuring that we contribute to environmental preservation while meeting customer needs.

Our USP lies in our ability to provide tailored, high-quality solutions with unmatched customer service and technical support, combined with our sustainability-focused approach, which sets us apart from competitors.



POLYESCO

ISO CERTIFICATION

CERTIFICATE OF REGISTRATION

This is to certify that the Management System of

Polyesco Chemicals Trading Ltd

Workstation No.1350, Building No.280, Taweelah, Abu Dhabi, United Arab Emirates.

has been assessed and registered by Gabriel Registrar as conforming to the requirements of :

ISO 14001:2015

Environmental Management System

The Environmental Management System is applicable to :

**Wholesale trading of Crude Plastic and Nylon.
Trading of Petrochemicals.**

[EA/NACE: 29/46.71, 46.75]



CERTIFICATE NUMBER 0702000564 INITIAL CERTIFICATION DATE 21-December-2022 CERTIFICATE VALID TILL 20-December-2025

1st Surveillance due before : 20-December-2023 | 2nd Surveillance due before : 20-December-2024

[Signature]

Authorized Representative
Gabriel Registrar
Certificate Issuing Services LLC

P.O. Box: 127273, 2nd December Street,
Dubai, United Arab Emirates.



This certificate remains valid while the holder maintains the management system in accordance with the standards above, which will be periodically audited as per the schedule mentioned above for its Validity.
Lack of fulfillment as set out in the certification agreement may render this certificate Invalid. In the issuance of this certificate, Gabriel Registrar assumes no Liability to any party other than to the client, and then only in accordance with the agreed upon certification agreement.
This certificate remains the property of Gabriel Registrar Certificate Issuing Services LLC and must be returned on request. Validity of this certificate may be confirmed at www.gabrielregistrar.com, directly through QR code by using any device with correct information or email to admin@gabrielregistrar.com



www.gabrielregistrar.com

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ISO 9001:2015

Quality Management System

The Quality Management System is applicable to :

**Wholesale trading of Crude Plastic and Nylon.
Trading of Petrochemicals.**

[EA/NACE: 29/46.71, 46.75]



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has been assessed and registered by Gabriel Registrar as conforming to the requirements of :

ISO 45001:2018

Occupational Health and Safety Management System

The Occupational Health and Safety Management System is applicable to :

**Wholesale trading of Crude Plastic and Nylon.
Trading of Petrochemicals.**

[EA/NACE: 29/46.71, 46.75]



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