Presentation of Omsk Carbon Group
Omsk Carbon Group – is the largest carbon black producer in Russia and CIS countries, which offers the widest range from tire to special brands.
1944 - Launching of Omsk carbon black plant on 27<sup>th</sup> of April (with capacity 10 KT).
1973 - Omsk plant capacity reaches 50 KT.
1990 - Omsk plant is producing 180 KT.
1991 - First export contract for shipment N220 to Japan.
2005 - Purchasing of Volgograd carbon black plant.
2012 - Establishing of Sales & Distribution centers in Romania and Germany; establishing of R&D centre of carbon materials (with Russian Academy of Science)
2014 - Establishing of Sales & Distribution centers in Turkey, Canada and USA; starting of construction of the new carbon black plant in Mogilev, Belorussia
Company structure

Head Quarter
(Omsk, Russia)
Managing of the Group

Omsk plant
Capacity – 260,000 ton per year
Production lines – 12
Assortment – 32 grades

Volgograd plant
Capacity – 140,000 ton per year
Production lines – 7
Assortment – 7 grades

R&D centre of carbon materials
(Omsk, Russia)
Research and development of new materials and production technologies

Omsk Carbon Germany GmbH
(Waltrop, Germany)
Sales & Distribution in Western Europe
Warehousing and reloading to bulk-trucks

Carbon Black Srl
(Galati, Romania)
Sales & Distribution in Balkan region
Warehousing and reloading to bulk-trucks

Omsk Carbon Istanbul Dis Tic Ltd Sti
(Istanbul, Turkey)
Sales & Distribution in Turkey
Warehousing and logistics

USA
(Charleston, South Carolina)
Sales & Distribution in USA
Warehousing and reloading to bulk-trucks in 1Q 2015

Canada
(Prescott, Ontario)
Distribution in Canada
Warehousing and reloading to bulk-trucks
Omsk Carbon Group is developing distribution channels in order to satisfy growing demands of the customer and strengthen its competitiveness.
Position on the market

Omsk Carbon Group has created a recognizable and high-value brand in the world market

Production share
- World: 3%

Sales on market
- Europe: 11%
- Russian: 35%

Sales structure
- Export: 69%

Annual turnover
- ≈ 300 mln. Euro (2014f)
Start up of Grades:

1992: P226, P245, P324, P514


2010: N121, N772, UM76

2011-2014: N115, high-purity, conductive, pigment and specialty tire grades OMCARB™-series
Our products

Omsk Carbon Group

Specialty carbon black grades
- PIGMENT LINE
  - HIGH-PURITY LINE FOR MRG
- CONDUCTIVE LINE
- SPECIALTY TIRE LINE

Commodity grades according to ASTM D1765-10
- TREAD LINE
- CARCASS LINE
  - N539, N550, N650, N660, N762, N772, N774, N787

In 2012 Omsk Carbon Group launched its specialty carbon black line under their trademark OMCARB™
Further increase of production & sales volumes:

- Volgograd plant – up to 200Kt in 2017
- New project – Mogilev (Belorussia) plant – up to 60Kt in 1Q’16, up to 120Kt in 2017.
Long term competitive advantages

1. Unique feedstock position
   - Availability of high-quality feedstock from Russia and CIS countries
   - Widest range of feedstock types
   - Long-term contracts with major suppliers

2. Strong R&D in collaboration with Institute of Hydrocarbon Processing, Siberian Branch of the Russian Academy of Sciences
   - Efficient technology of production resulting high yield
   - Constant improvement of quality
   - Cost-saving technologies
   - Development of new products

3. Enlarging of single-plant output

4. Motivated and dynamic team
   - Efficient customer service, work on costs improvement, development of new projects

5. Business dedicated to customer
   - Customer is our biggest value
   - Our business is personalized
   - We value long-term relationships. 70% of our contacts are long-term and formula based
STRATEGIC AIM of the company:

to be the world class leader in carbon based materials

STRATEGIES of Omsk Carbon Group till 2017:

1. Production capacity expansion from 270kt in 2010 to 585kt till 2017.

2. Further development of own distribution in Europe, North America, Latin America, Asia.

3. Expansion of assortment range with specialty blacks for tires, MRG and plastics.
## Production capacity 2012 – 2017, in kt.

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</thead>
<tbody>
<tr>
<td>Omsk plant</td>
<td>245</td>
<td>250</td>
<td>260</td>
<td>265</td>
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<td>265</td>
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<tr>
<td>Volgograd plant</td>
<td>100</td>
<td>100</td>
<td>140</td>
<td>180</td>
<td>200</td>
<td>240</td>
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<tr>
<td>Mogilev plant (Belorussia)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>60</td>
<td>120</td>
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<tr>
<td><strong>Total</strong></td>
<td>345</td>
<td>350</td>
<td>400</td>
<td>445</td>
<td>525</td>
<td>585</td>
</tr>
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**VOLGOGRAD plant:**
- new tread production unit 40 Kt. launched in 1Q 2014
- new carcass production unit 40 Kt. will be launched in 2015

**OMSK plant:**
- new specialty black line launched in 2014

**BELORUSSIA plant**
- start operations in 1Q 2016

**Omsk Carbon Group guarantees stable supply chain and secure agreed volumes on long term basis**
Thank you for your attention!

For more information, please, visit our web-site:

www.omskcarbongroup.com