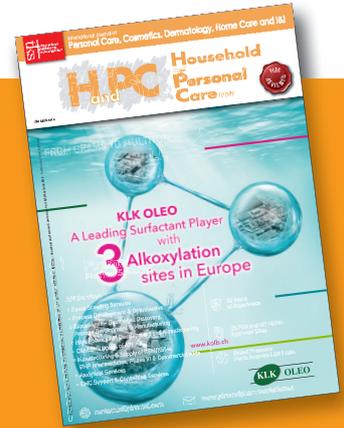


KLK Kolb and cleaning: committed to sustainable innovation



Excellence in Oleochemicals

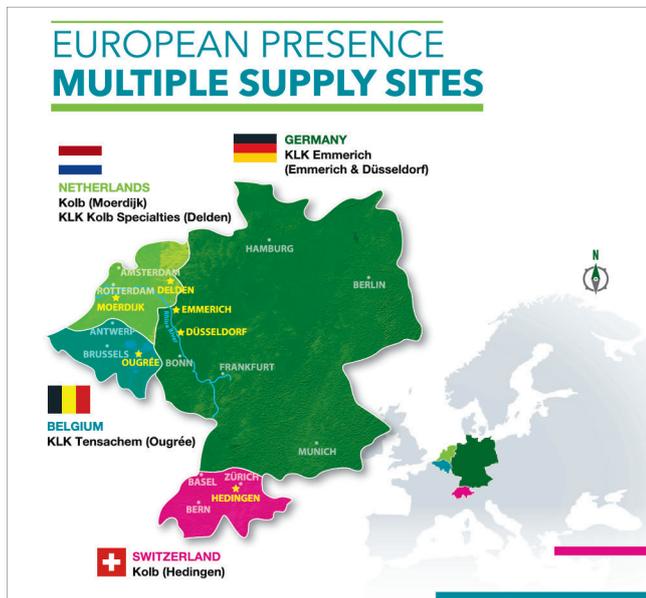
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KLK OLEO is one of the largest producers of oleochemicals worldwide. It is part of Kuala Lumpur Kepong Berhad -"KLK". **KLK Kolb** is in the KLK OLEO Group a major supplier of ingredients for the detergent and cleaning sector. In order to get a better insight, H&PC Today asked a few questions to **Dr. Anja Vonderhagen, Executive Business Director KLK Kolb**.

ANJA CAN YOU GIVE US A QUICK PICTURE OF THE COMPANY?

Kolb, founded in 1964, is part of the **KLK family since 2007**. KLK is really committed to the business in Europe and we are growing strongly. Looking at the European Map, you can see how important our presence is.



KLK Kolb is headquartered in **Hedingen, Switzerland** and has three **production plants in Hedingen (CH), Moerdijk (NL) and Delden (NL)**. KLK Kolb is one of the leading suppliers of nonionic, anionic and cationic surfactants in the European surfactant business and beyond. By ongoing strategical acquisitions, last in 2018 with Elementis Specialties, we claim to be one of the most important players in the business worldwide.

WHAT IS THE MOST IMPORTANT COMMITMENT ACCORDING TO YOUR POINT OF VIEW?

I would like to introduce a key concept which is a compass in our company: our **innovation**. In our vision, it is not only a technical development of new products or processes. We have to understand the dynamics of the market and respond to urgent customer requests quickly. In case a customer has an urgent need for a product or a solution for a supply shortage we say: "let's work this out" and off we go. We evaluate various raw material sources and product variations to meet the customer needs. We feel totally committed to our customer's issue and get the necessary people involved to find solutions for him. And being KLK Kolb, an integrated and sustainable supplier we can do it. Our customers can count on us.



Dr. Anja Vonderhagen,
Executive Business Director KLK Kolb

SUSTAINABILITY: WHAT'S YOUR VISION?

Sustainability for sure is the global responsibility of any action in our business. This concept has evolved rapidly over the past years. Today it is a must, a pillar, the backbone of every activity. Talking about sustainability, we have a wide portfolio of natural based surfactants with raw materials supplied by KLK; "from Fruitlet to Product". The KLK Group believes in growing its business in a sustainable and responsible manner.

In addition to that we also offer surfactants based on synthetic raw materials where the market requires a special performance or an alternative supply chain. We offer solutions to our customers based on a variety of raw materials and technologies. This is our strength.

AND THIS CONFIRMS THAT SUSTAINABILITY IS NOT ONLY REFERRED TO GREEN AND NATURAL....

Absolutely not. For sure green and renewable sources are and will be the desire of end consumers. At the same time, they don't want to compromise on price and performance. Here we strive to develop with our customers responsible,

innovative products and solutions, for example by ecologically optimised production methods with reduced resource use and emission output.

But there is more than that. In 2015 Kolb signed the United Nations global compact (UNGC) and joined the Swiss network of the UNGC.

In our "Sustainability Policy statement" we declare to continuously improve the environmental, health and safety knowledge about applied technologies, our own processes and solutions during their life cycles to mitigate any significant adverse negative effect. It is a journey respecting and improving responsibilities in the area of human rights, safety and health, environment and anti-corruption.

AND ALL THIS TAKES TO THE KLK OLEO GLOBAL OFFER

Exactly. Today the group is one of the most important players in the oleochemicals business. The geography is self-explaining. Our sources are located in the Far East, in the "green belt".

The palm oils produced at KLK are traceable to its palm oil mills, refineries and palm kernel crushing plants. Next to that

KLK OLEO established a risk-based Sustainability Sourcing Framework to ensure downstream compliance to sustainability regulations.

The integration of all the companies in our Group grants the supply of renewable raw materials, for example **ECOCERT** validated products. Also, we are deeply involved in the RSPO (Roundtable on Sustainable Palm Oil), so we can offer **RSPO Mass Balance** certified products.

WHAT ABOUT YOUR PRODUCTS PORTFOLIO IN HOME, I & I, PERSONAL CARE?

Well, our offering consists of nonionic surfactants based on natural and synthetic alcohols, nonionic surfactant specialties, anionic and cationic surfactants.

Just recently we presented our Phosphoric Esters multifunctional additives for ADW (automatic dishwashing) detergents and rinse aids. The presentations met a deep interest in the audience (SEPAWA Congress Berlin, H3i Conference Milan).

For more than 5 decades, we have been accumulating a lot of expertise: our R&D is fully committed in understanding how the products perform.

Technology is changing and consumers are demanding; for example in the mentioned ADW detergents we are confronted with requirements like: low temperatures, low foaming, improved rinsing, pre-washing treatment (as dishes are often rinsed before the washing) and reduced washing time ... In accordance with our customers we work on tailor made solutions for them. This happens every day and we've been successful. All this is a big

challenge and we tackle it with sustainable innovation. We can do it thanks to our expertise.

HOW IMPORTANT IS THE ROLE OF THE CERTIFICATIONS TODAY?

First of all we see a certification process as an opportunity to focus on our weak and strong points. We seize it to improve processes, quality, safety and our social responsibility. It is a hard work, but it is a must and, in the end, very rewarding.

In a word we could say that a strong certification policy marks the spirit of a company. And recently we've got a result which is a matter of pride to us:

Kolb in Hedingen got the authorisation by SwissMedic to produce "API" (Active Pharmaceuticals Ingredients).

We work in GMP environment and consequently we receive regular GMP inspections.

We claim this is a milestone in the history of our company!

IN CONCLUSION: WHAT IS YOUR STRATEGY FOR THE FUTURE?

We continue to be the Partner of Choice for surfactants.

Customers find their way to us for specific needs ranging from high volume products to highly specialised chemistries. At the

core of our actions are sustainability, performance, flexibility and speed. What makes the difference is the possibility to work with a reliable supply chain in key raw materials together with the heritage of a strong Research and Development marked by an established and recognized product quality. Without forgetting an additional strategic "ingredient": the spirit which links all the people of the Group. All the teams, employees, management feel part of the same body with common goals.

All this makes our company a lead player in the business worldwide.



Kolb in Mordijk



Kolb in Hedingen



KLK Kolb Specialties in Delden

KLK KOLB AND KLK - FACTS AND FIGURES:

1964 - Founding of the family company Kolb in Hedingen (Switzerland)

1993 - Commissioning of the production site in Moerdijk (Netherlands)

2007 - Acquisition by KLK (Kuala Lumpur Kepong Berhad, Malaysia)

2008-2011 - Capacity expansion with reactor 3 & 4 in Moerdijk

2016 - Kolb rebranding to KLK OLEO
First authorisation by SwissMedic to manufacture and distribute active pharmaceutical ingredients and subject to regular GMP inspections.

2018 - Acquisition of Elementis Specialties B.V. in Delden (Netherlands), renamed KLK Kolb Specialties B.V.