



Grace in Vietnam



Grace is a global specialty chemicals and materials company noted for experienced people, technological leadership, global reach and strong customer relationships. Among many other things, Grace ensures the integrity of many major buildings and bridges, enhances the performance of petroleum products and preserves the safety of food. Grace conducts its businesses and operates its facilities in a safe, healthy and environmentally sound manner and in compliance with community, state and federal regulations.

Facilities in Vietnam

W. R. Grace markets and sells fluid catalytic cracking (FCC) catalysts and additives, construction chemicals and building materials, packaging sealants and coatings, and silica products in Vietnam. It started doing business in Vietnam in 2004 with the establishment of a representative office in Ho Chi Minh City, which was then involved in the marketing and sale of Darex[®] sealants and coatings for the food and beverage packaging industry. In 2008, the representative office expanded its scope to include the promotion of silica products for coatings and print media, and other consumer and industrial applications.

Through W. R. Grace Singapore, Grace supplies FCC catalysts and additives to Vietnam's refining industry. These materials are used to convert low value oil feedstock into high value gasoline, fuels and other petrochemical intermediaries. PetroVietnam's Binh Son Oil Refinery Co., Ltd. located in Quang Ngai province, was started up successfully with Grace FCC catalyst. Renowned for world-leading technical support that helps refineries maximize profitability, Grace entered into a multi-year supply agreement with the Binh Son Oil Refinery.

In 2007, W. R. Grace Vietnam Co. Ltd. was founded with the operation of a manufacturing facility in Ho Chi Minh City. The facility manufactures cement and concrete additives for the construction industry. In addition, it houses an office and a quality and technical service laboratory.

W. R. Grace Vietnam opened its second manufacturing facility in Hai Duong province in 2010. This facility manufactures cement and concrete additives catering more specifically for customers in northern and central Vietnam. There is also a quality control and technical service laboratory at this facility.

In addition, Grace's manufacturing facilities and technical service centers throughout Asia Pacific export to Vietnam and support customers in the country. For construction customers, in particular, Grace markets and sells waterproofing products in Vietnam through W. R. Grace Singapore Pte. Ltd. Also in Singapore is an Asia Pacific Technical Service Center (opened in 1998 and overseen by Grace Construction Products, an operating segment of W. R. Grace & Co.) that conducts chemical and physical testing for cement and concrete additives, and concrete and concrete admixtures. Employees there customize formulations using raw materials from all over Asia Pacific to develop products that meet varying requirements of cement and concrete customers. The Center works with Grace's global Research and Development Center in Cambridge, Massachusetts, USA, and the Asia Pacific Research and Development Center in Beijing, China, to support construction customers in the region, including those in Vietnam.

Since the first Grace Asia Pacific facility was set up in Australia in 1936, Grace Construction Products Asia now operates in 13 locations and 21 manufacturing and sales facilities in the region. Over the years, Grace's construction products have been used in the building of several important structures in the region. In Vietnam, Grace products were used in Sunrise City residential and commercial development, Tan Son Nhat International Airport apron and Ho Chi Minh City Expressway in Ho Chi Minh City, and in Lang Hoa Lac Tunnel and Namtrungyen Urban Zone in Hanoi. Other Grace projects include the Petronas Twin Towers in Kuala Lumpur, Malaysia, the Sydney Opera House in Australia, and the Hangzhou Bay Bridge in China, just to name a few.



Corporate Headquarters
W. R. Grace & Co.-Conn.
Columbia, Maryland, USA

Founded
1854

2009 Net Sales
\$2.8 billion worldwide

Employees
Worldwide: 5,910
Asia Pacific: 275; Vietnam: 16

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Sustainability

Grace has publicly committed to reduce the energy intensity of our operations by 20% per pound of production by 2017 based on 2007 levels. This energy intensity goal is one component of our broader sustainability strategy. Starting in 2010, we will report progress toward our sustainability goal annually.

Products and Materials

Grace products and materials include:

Catalysts used in the refining of gasoline and other fuels; in the manufacture of plastic intermediates; in the pollution control of industrial and automotive emissions; and, in a number of chemical industry processes.

Silica products used in industrial applications to control surface gloss in wood finishes, industrial coatings and coil-coated metals; by the food and pharmaceutical industries as anti-caking agents; by the dentifrice industry as thickeners and polishing agents; and, as carriers for catalysts.

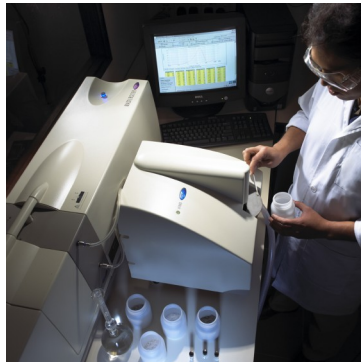
Absorbents used as desiccants in moisture-protected packaging, insulating glass windows and refrigerant systems; and, in the petrochemical and refining industries for drying and purifying gases and liquids.

Packaging sealants and coatings used in metal cans, glass / plastic bottles and jars. The products are sold primarily to container manufacturers and ensure a hermetic seal between the lid and the beverage or food, helping protect from bacteria and other contaminants, extend shelf life and preserve flavor.

Chromatography products such as columns, instruments, consumables and accessories used in life and analytical sciences applications. Chromatography is used in drug discovery and purification for the pharmaceutical and biotechnology industries, environmental analysis, forensics, petrochemical analysis, food, cosmetics and vitamins processing.

Specialty construction products and chemicals used in some of the world's most demanding building sites. Grace offers concrete admixtures, cement additives, additives for masonry products and specialty building materials, including fire protection and waterproofing materials and systems.

Residential building materials used by homeowners to protect their houses and property. Grace products include specialty roofing membranes and flexible flashings for windows, doors, decks and detail areas that prevent leaks caused by ice dams and wind-driven rain. Grace deck protector provides corrosion protection and rot prevention. Collectively, the products help keep homes safe, comfortable and built to last.



Innovation

We invest for the future because innovation keeps us at the forefront of the industry:

- We invested US \$70 million in research and development in 2009. In return, more than a third of our sales came from products introduced over the previous five years.
- We conduct research in all regions.
- We regularly partner with universities and outside innovation centers .
- We hold 1,811 global active patents.

Community Stewardship

Our mantra is to **Engage—Educate—Empower**. These three words are at the root of our community stewardship programs. By bringing people together, we create stronger neighborhoods and establish a renewed sense of comradeship.

We operate a philanthropic affiliate, the Grace Foundation, that donated nearly US \$1 million in 2009 to about 200 organizations, universities, and colleges throughout North America to combat diseases, preserve landmarks, create safer neighborhoods, educate the next

Environment, Health & Safety

We operate our facilities in a safe, healthy environmentally-sound manner, and in compliance with local community and government regulations, and are continuing to reduce the impact of our facilities and products on the global environment.

We extend the American Chemistry Council's Responsible Care[®] program to our locations worldwide, including Vietnam, in the areas of employee health and safety, community awareness and emergency response, distribution, process safety and pollution prevention.



Enriching Lives, *Everywhere*.[®]