A PARTNER in POLYMERS

At Corrie MacColl, we take a modern approach to fair and sustainable value creation in the origination and distribution of the vital material that is natural rubber. As a sustainable model corporate citizen, we are extensively invested in ecological conservation, economic growth and social development. Our rubber is grown, sourced and produced to the highest quality, matching supply and demand with as little impact as possible.

We are consciously positioned to serve today’s rubber consumer through our customer-centric merchandising model. Demand for made-to-measure rubber for use in diverse, premium and specialty applications is fulfilled by our entrenched position in key procurement and distribution markets and custom-made delivery programmes to customers.

Our products are delivered to over 1,000 customers in 350 cities through our second-to-none logistical assets, flanked by our dedicated technical advisory and support unit.

We supply Natural Latex for the annual production of:

- 3.9 Billion Balloons
- 3 Billion Balloons
- 60 Million Catheters
- 32 Million Medical Tubes
- 870,000 Mattresses

All figures above are based on Corrie MacColl’s analysis of sales and customer information and IRSG data.

We believe in a sustainable future, where our actions contribute to the well-being of the environment and the communities we work with. Our plantations drive positive change through third-party certified, all-encompassing social and environmental standards, securing rural development and ecological conservation.

Outgrower programme targeting in excess of 10,000 smallholders, preserving and improving quality of human life through secured income and food security.

25,000-hectare biodiversity reserve for ecological conservation.

Trusted partners in rubber with globally diversified, deep-seated relationships with premium suppliers, fulfilling all footprints of customer requirements.

Value commitment through extensive midstream investment in technical infrastructure and logistical assets second-to-none in the industry.

Entrenched position in key distribution markets serving a diversified range of customers with demand for made-to-measure rubber.

- 8,000 Dedicated Employees in 19 Cities
- 1,000 Customers in 350 Cities
- 20,000mT Factory Production
- 400,000mT Distribution Volume
- 9% Global Latex Market Share
- 11% Global Latex Market Share in China
- 24% USA Non-Tyre Market Share
- 196,000 Pallets Shipped

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Corrie MacColl Planted (CMP) develops and manages 110,000 hectares (ha) of rubber plantations in Malaysia and Cameroon of which almost 40,000 ha are planted. 2018’s output was 19,000 mT with a 10-year plan to reach full capacity. This will be enhanced by yield maximisation through the implementation of our highest agronomical and collection standards as well as the maturing of our trees.

CMP is a non-traditional plantation operator. We have taken a thoughtful, measured and considered approach to investing in a viable future not only for rubber, but for the environment and communities in which we operate. We recently set-up a 25,000 ha protected biodiversity reserve, as part of our drive for ecological conservation. Our endeavour to create responsible, inclusive and sustainable societies is evidenced by the establishment of an outgrower programme, directly engaging with surrounding communities. We are deeply committed to establishing a benchmark business model capable of concurrently providing rural development, ecological conservation and adequate shareholder returns.

Sustainability Council

2019 will see the formation of a Sustainability Council with members representing business and industry, community leaders, NGOs and relevant government representatives.

The role of the Council is to bring together multi-stakeholder groups throughout the entire value chain, and to monitor the Group’s sustainability standards, provide expert opinion and advise on the Group’s implementation of its Sustainable Natural Rubber Supply Chain Policy (SNRSCP) and other external party recommendations. An updated Environmental and Social Impact Assessment will be conducted in 2019, in partnership with NGOs.

Outgrower Programme

Investment has been focused on a large scale outgrower programme aimed at empowering in excess of 10,000 smallholders. Up to 27,000 ha has been selected, consisting of degraded forest, fallow land, old rubber plantations and converted crops belonging to landowners surrounding our plantations. Through direct engagement with surrounding local villagers, the programme will finance and assist the development of smallholder rubber crops. CMP will leverage its agronomical expertise by teaching plantation best practices while adding a secured source of income through a commitment to purchasing the raw material. Now in its final development stage, the programme targets the initial planting of 500 ha in 2019. Land within High Conservation Value or High Carbon Stock areas will be exempted from clearing or felling, and appropriate land deeds must be secured prior to development.

The programme brings with it many opportunities. It will enable CMP to educate and empower local communities on a large scale. The teaching of agronomical practices and guaranteed purchasing of the raw material is in line with CMP’s drive towards the long-term employment of local Cameroonian. The vision of developing latex based smallholders will increase the value of their product and therefore their income. The programme will also involve cultivation of additional crops within areas not feasible for rubber.

This will integrate a food security programme into smallholder development, encourage trade between farmers and create an opportunity for income during immaturity periods. As for CMP’s business, our fully traceable rubber currently seen only within our plantations will be extended to outgrower rubber, paving the way for similar engagement with smallholders, worldwide.

Corrie MacColl International (CMI), our distribution, logistics and technical support unit employs over 150 people, located across 19 cities globally. Our customer focused, value-add model concentrates primarily on the non-tyre & specialty-tyre sector.

Strategically located across key markets, our distribution team is broken down into regional champions, a dedicated synthetic rubber provider and a specialised technical marketing business. This allows for a customer-centric approach in delivering our products from supplier to the doorstep of our customers. In 2018, our teams distributed a total of 400,000 mT to over 1,000 customers in more than 60 countries. Our made-to-measure rubber for use in diverse, premium and specialty applications were used by manufacturers across industries including medical, mattresses, adhesives, roofing & paving, balloons and conveyor belts, just to name a few. Our entrenched position in key markets with custom-made delivery programmes to customers, and our value commitment evidenced through extensive investment in technical infrastructure and incomparable logistical assets in the industry, makes us the global leader in specialty rubber distribution.

Our key markets are served by our regional champions Wurfbain Polymer (WB) and Alan L Grant (ALG), Europe and America respectively, for all things natural rubber, rubber chemicals and ancillary products. Our global, specialised technical marketing business, Centrotrade, assumed exclusive rights to the distribution of CMP’s business, while serving their key customers with third-party sourced rubber and latex. Momentum Technologies International (MTI) is our dedicated synthetic rubber provider, primarily focused on the American market. Together, the teams distributed 149,000 mT of latex, 219,000 mT of dry rubber and 35,000 mT of synthetic rubber globally.

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Europe and America saw large volumes of 127,000 mT and 125,000 mT respectively. Across both markets, our latex distribution saw a commanding market share, what we put down to our deep-seated relationships with premium suppliers. In Asia, the majority of rubber delivered into the non-tyre & specialty-tyre sector is purchased direct from suppliers. We delivered a total of 77,000 mT of which the majority was latex (60,000 mT) and concentrated mainly in the China and Malaysia markets. Other key destinations include Turkey, South Africa and South America, notably Brazil.

Logistics, Technical & Laboratories

In 2018, CMI accounted for over 20,000 container deliveries. Our centrally managed logistics department oversees product transfer from point of origination to customer delivery. In our target markets, we have a suite of network services to meet the diverse requirements of our clients.

Kelvin Terminals, our natural and synthetic latex storage terminal located in the Terneuzen, Netherlands, is Europe’s leading tank installation, with capacity to hold up to 6,500 mT. Our strategic positioning means just-in-time delivery to the Benelux Union in under 24 hours, and the remainder of Europe in under 72 hours.

Our American latex customers are served by three latex terminals strategically located in Baltimore (1,900 mT), Norfolk (1,200 mT) and Savannah (2,300 mT). To support our dry rubber distribution, we operate a dedicated warehouse in Richmond, Virginia with 2,600 mT capacity and a 150 mT hot room used to bring any rubber delivered during winter months, back to optimum temperature.

The last addition to our support services is Momentum Technologies Laboratories (MTL). This year, US$1 million was committed to expanding the existing synthetic rubber facility in Akron through an investment in a natural rubber and latex laboratory. With our dedicated and centralised technical advisory and support unit, the state-of-the-art facility has the capabilities to formulate, design and test rubber, provide certification of analysis as well as custom mix compounds. Being third-party accredited by A2LA allows for peace of mind and confidence for customers and stakeholders that all results are held to a higher standard and kept in complete confidence. Having the laboratory is key to supporting the full gamut of technical services for our partners.

Solar Power Project

Kelvin Terminals is currently undergoing a capacity expansion of 50% and refurbishment of the office and laboratory complex. At the same time, the terminal is taking the opportunity to dramatically reduce its carbon footprint through investment in photo-voltaic solar panels to generate its own electricity, and also in air-source heat pumps to cut its dependence on diesel as the main source of heating for both the latex storage tanks and the site office and laboratory complex.

126 solar panels are being installed on the roof of the new tank hall, with a predicted output capacity of 51,000 kWh per annum. On completion of the project in early 2019, the terminal will be capable of producing close to 100% of the electrical energy required to power all site operations. At the same time the existing diesel oil fuelled boiler, which provides heat to maintain the temperature of the latex in the terminal, will be replaced by a series of air-source heat pumps. Powered by our renewable solar energy, these will completely eliminate our dependence on fossil fuels in Terneuzen. In terms of carbon footprint, our emissions in 2019 are forecast to be reduced by 93% from 2017 and 2018 levels. As we increase our imports from certified CO₂-neutral latex sources, our next target is to be able to maintain that carbon-neutrality on delivery from our tank facilities, or even on a delivered customer basis.