

WACKER ACADEMY

WACKER

WACKER ACADEMY LEARN, DISCUSS, CONNECT, MEET

3rd GERMAN – ARAB EDUCATION & VOCATIONAL TRAINING FORUM, 7th October 2011

Hassan Bouhadi & Mohamed Sanaobar

CREATING TOMORROW'S SOLUTIONS

CONTENTS



- **WACKER CHEMIE AG**
- WACKER ACADEMY CONCEPT & PROGRAM
- AUTHORITY MANAGEMENT - EXAMPLES
- DUBAI TECHNICAL CENTRE

OVER 90 YEARS OF GLOBAL EXPERTISE AND SUSTAINABLE SUCCESS



Wacker Chemie AG






- Founded in 1914 by Dr. Alexander Wacker
- Headquartered in Munich

WACKER Group (2010)

- Sales: €4.75 billion
- EBITDA: €1.2 million
- R&D: €165 million
- Investments: €695 million
- Employees: 16,314

TECH-BASED HIGH VALUE ADDED

WACKER Contribution Examples

Enhancing the properties of almost any surface	Enabling fundamental changes in industrial processes	Improving the attributes of even the most mundane materials	Creating and supplying the raw material for a whole new industry	Enabling the technological development of the most pervasive industry
e.g. in SILICONES	e.g. in POLYMERS	e.g. in BIOSOLUTIONS	e.g. in POLYSILICON	e.g. in SILTRONIC
Insulators for Power Grids	Dispersible powder as ingredient to dry mortar	Cysteine in food and food supplements	Polysilicon for photovoltaics	Silicon wafers
				
Energy	Construction	Food	Photovoltaics	Chip industry

FOCUSING ON INNOVATION FOR CUSTOMER BENEFIT

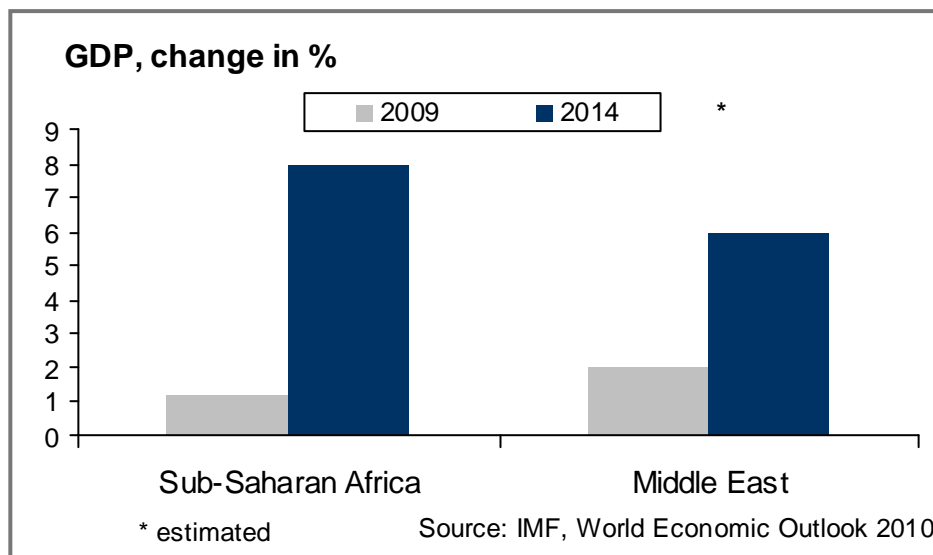
WACKER is an R&D-driven Company

- WACKER spends some 4% of sales on R&D
- Over the past five years, the Group has applied for patents for around 140 inventions.
- Patents granted in total: approx. 4,510



THE MIDDLE EAST PRESENTS ATTRACTIVE GROWTH PERSPECTIVES

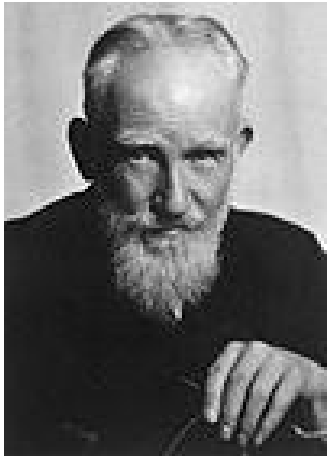
A region of rising importance – globally and for WACKER



With its know-how and technologies, WACKER is able to make many substantial contributions to the further expansion of the fast developing key industries in the Middle East and Africa

CONTENTS

- WACKER CHEMIE AG
- **WACKER ACADEMY CONCEPT & PROGRAM**
- AUTHORITY MANAGEMENT - EXAMPLES
- DUBAI TECHNICAL CENTRE



“The disadvantage of intelligence is that we are continuously forced to learn something new.”

George Bernard Shaw, July 26, 1856 - November 2, 1950

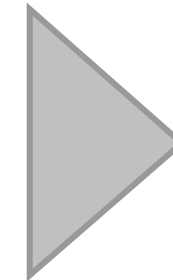
Irish playwright, author and Nobel Prize laureate

INSPIRED BY COMMON CHALLENGES AND NEEDS

CHALLENGES

On the one hand, we deal with:

- A more complex environment
- Quick personnel changes
- New sites with new requirements
- Changing products and market conditions
- Many questions vs. time restrictions
- A globalized world with many diverse requirements
- Intercultural issues



NEEDS

- Fast-paced, accurate training
- Target group-oriented offerings
- Solid partner for training and business

WACKER ACADEMY: BECAUSE COMPETENCE COUNTS



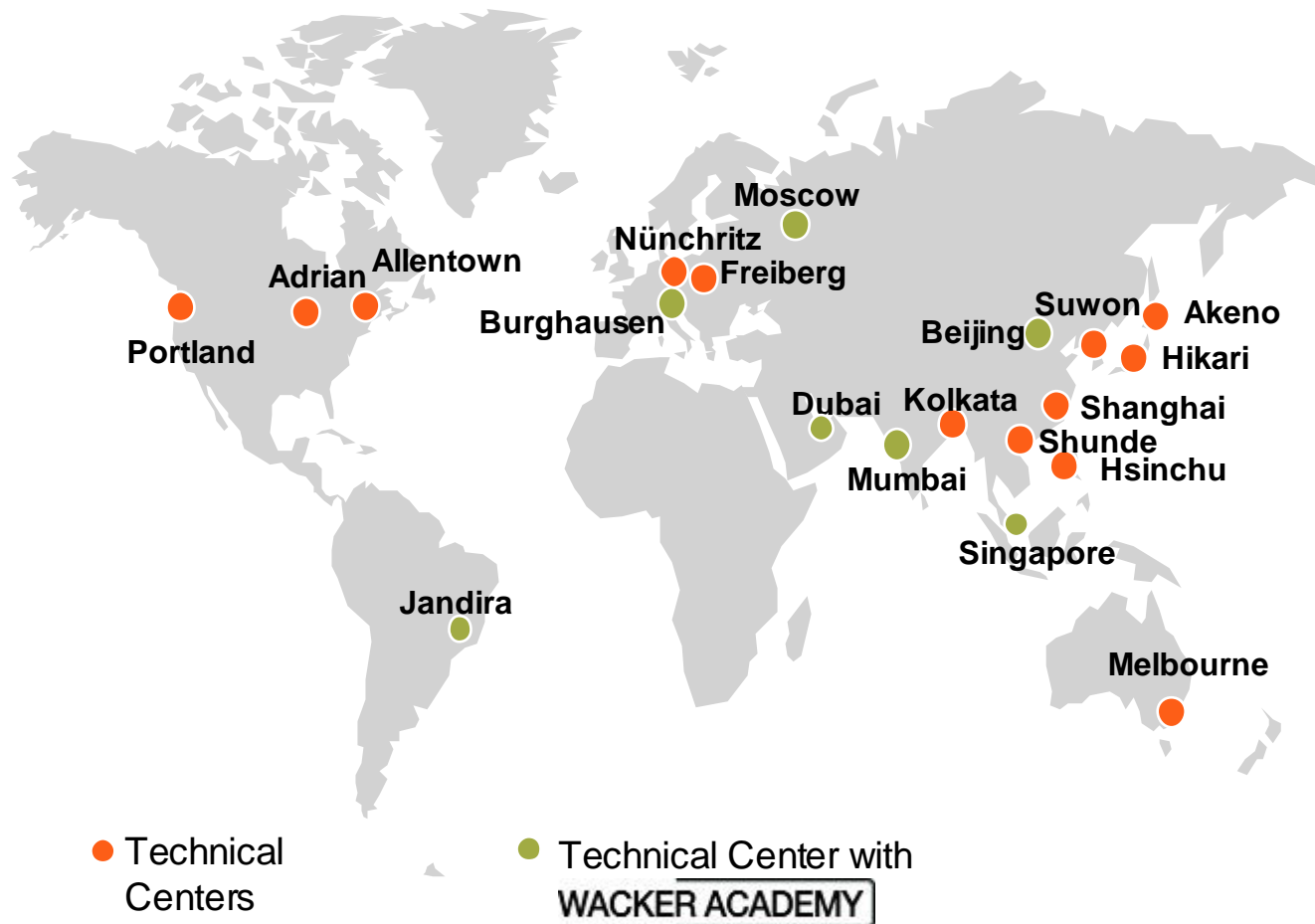
- Are you new in your job and need in-depth, fundamental training?
- Do you need more advanced info to fulfill your duties?
- Are you interested in background information on chemistry?

WACKER ACADEMY – THE FAST TRACK FROM GENERAL KNOWLEDGE TO EXPERT INFORMATION



- A unique training center in our sector
- First-hand industry expertise
- Impetus for new business potential
- Dialog with experienced specialists and networking with peers
- Customized training; also on your premises
- Our expertise offers you:
 - Shorter development periods
 - Product reliability
 - Ideas for innovations

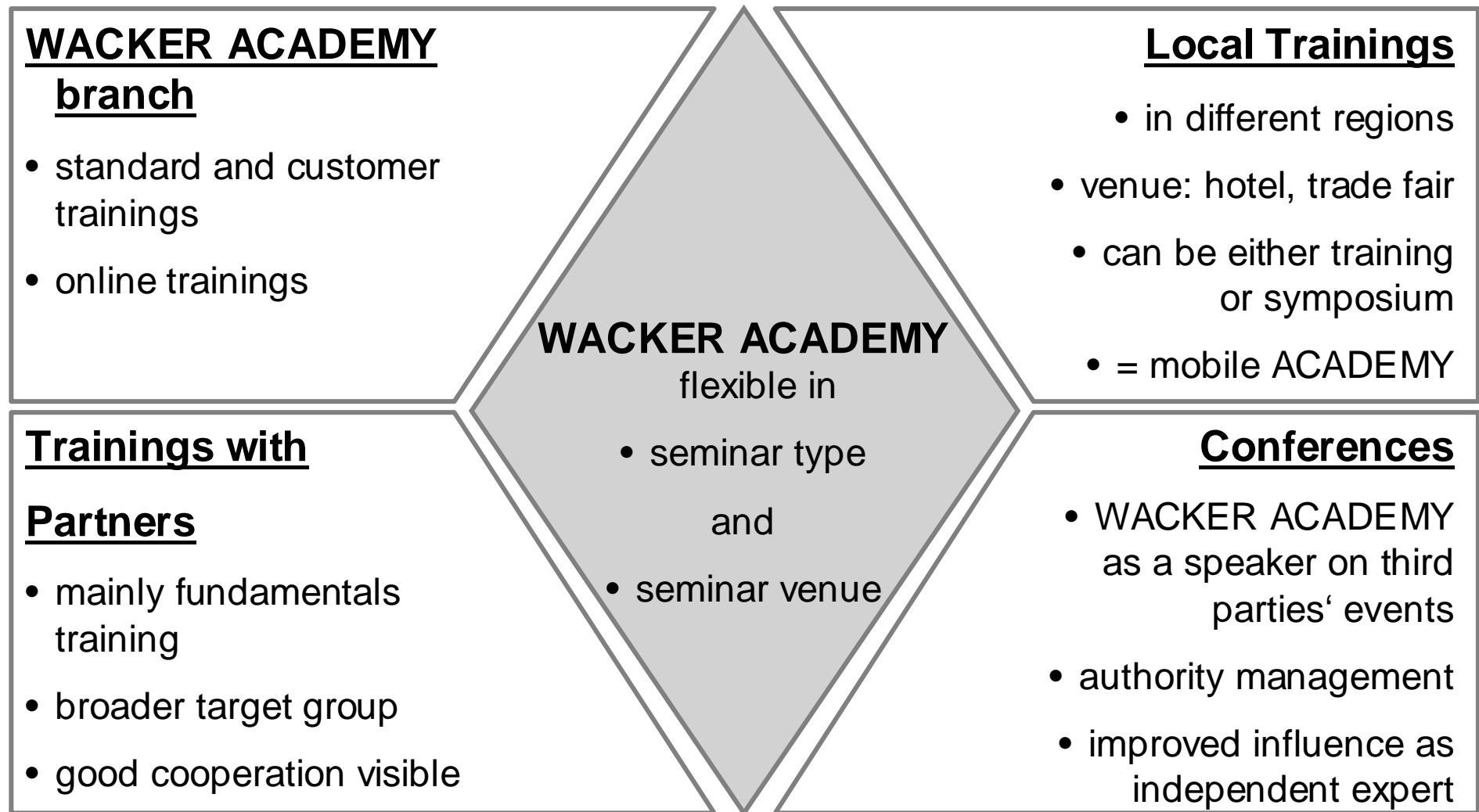
TECHNICAL AND WACKER ACADEMY CENTERS: GLOBALLY PRESENT AND CLOSE TO CUSTOMERS



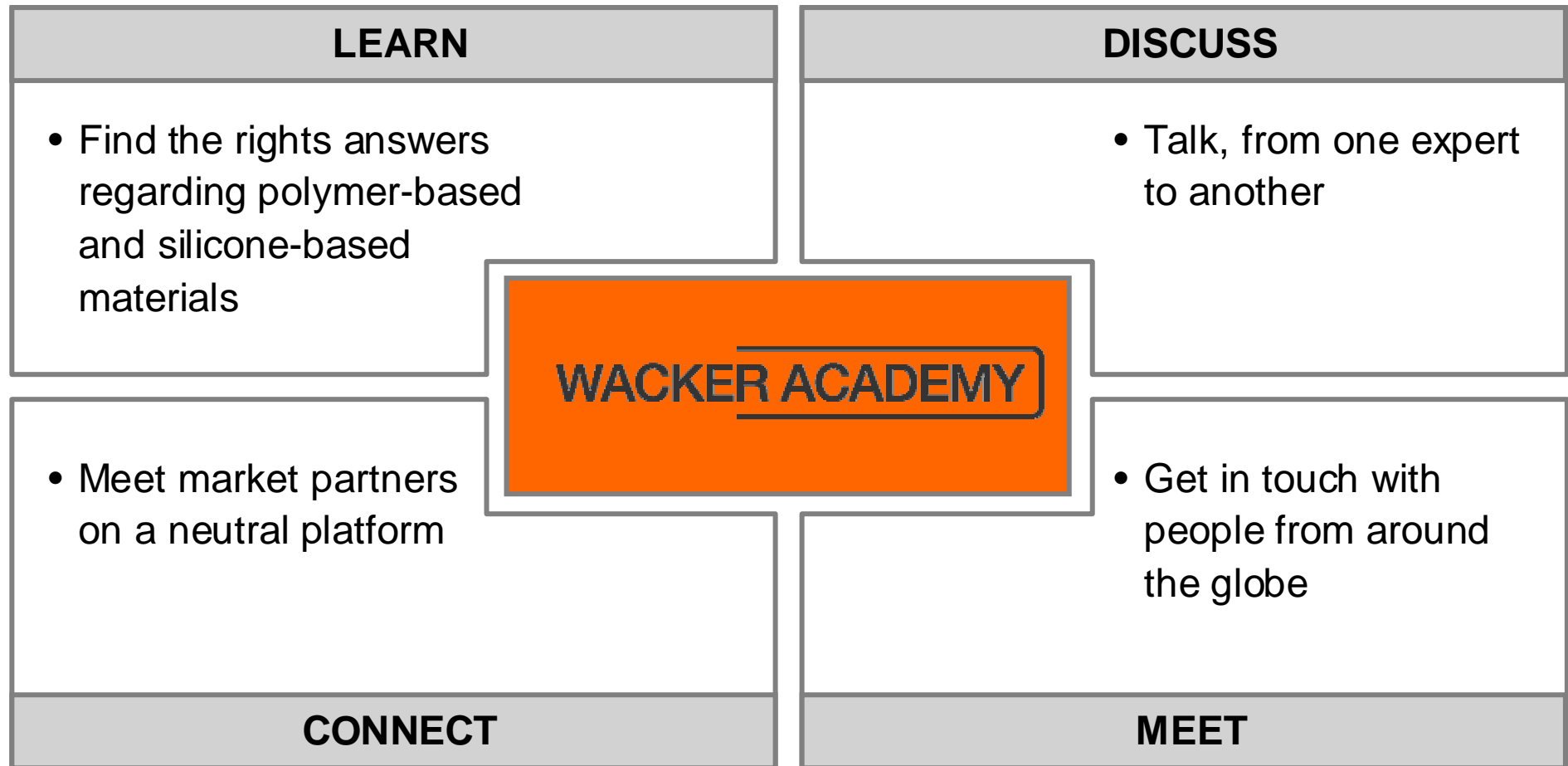
- Global coverage via worldwide network
- Local support for our customers
- Ideal platform for advanced training and industry-specific networking
- Promotion of innovations and know-how transfer

WACKER ACADEMY

A MIX OF TRAINING VENUES AND TRAINING STYLE



WACKER ACADEMY – INSPIRED BY YOU!

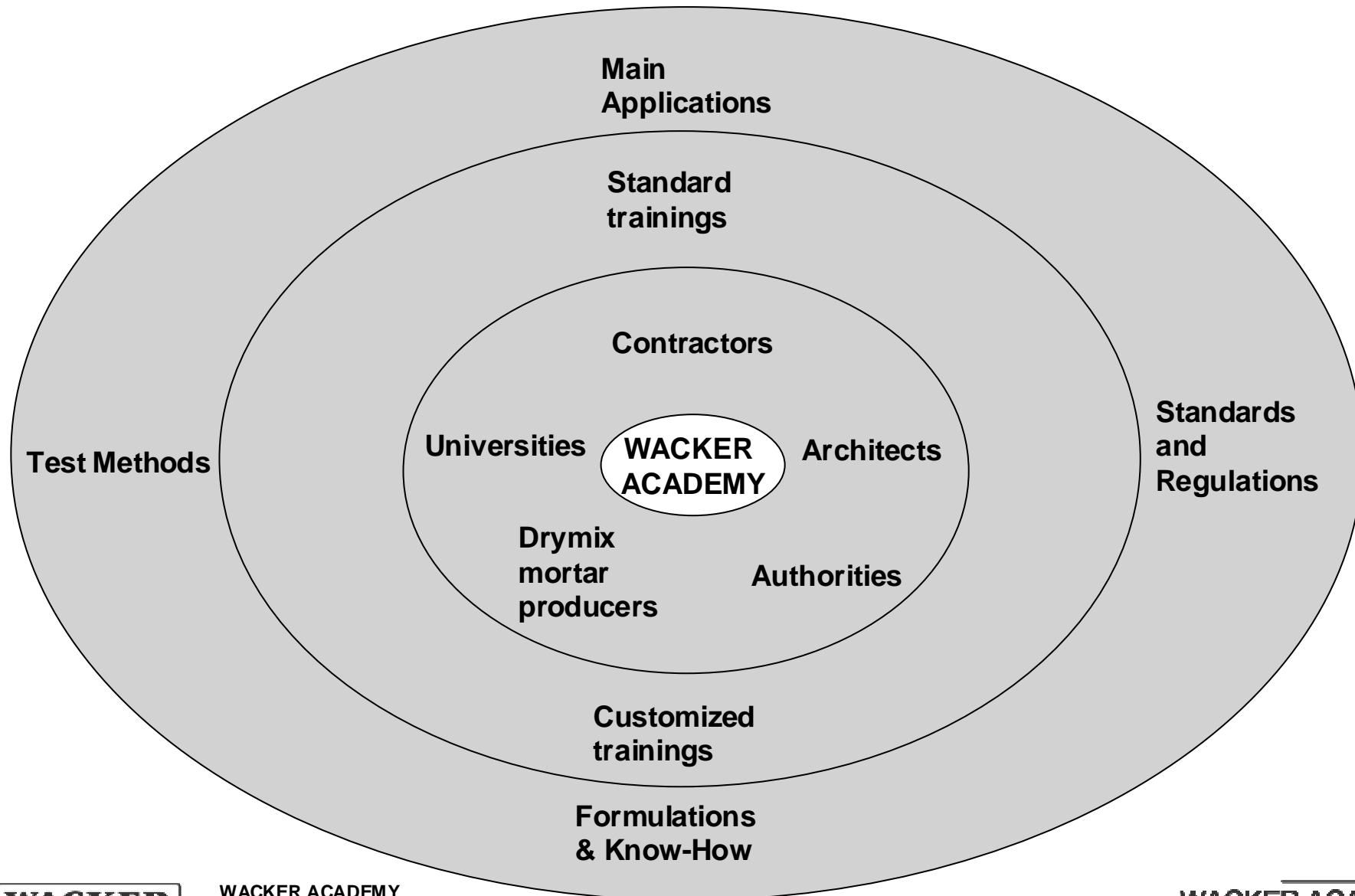


A BROAD FRAMEWORK FOR EXCHANGING EXPERTISE GAINED OVER THE LAST 100 YEARS

Benefit from:

- WACKER's global presence and research intensive efforts.
- Seminar program's tailored to local needs and regional differences of the target groups.
- Choice between standard seminars or tailor-made seminars that meets specific needs.
- Trainings held by in-house experts but also industry specialists.
- State of the art facilities at TC Dubai with ISO 17025 accreditation.

SEMINAR PROGRAM: DEFINED SESSIONS BASED ON DIFFERENT TARGET GROUPS



SEMINAR PROGRAM: CLOSE TO APPLICATIONS OF THE TARGET INDUSTRY

WATERPROOFING SYSTEMS

Which waterproofing system
will benefit your applications?
1-day intensive seminar

Aims

You will gain a sound overview of the different waterproofing systems, of requirements and standards, test procedures and practical applications and the commercial benefits of the different systems.

Target Group

Architects, specification engineers,
civil engineers

Contents

- Market-oriented information about cementitious waterproofing systems and their usage
- Definition of sealing slurries
- Information about the latest regulations and standards
- Overview of different systems
- Test procedures and practical application

Instructors

Mohammed Sanaobar

Requirements

No requirements needed

Dates

Upon request (English or Arabic)

Duration

1 day

Location

WACKER ACADEMY,
Dubai/UAE

Fees

USD 600

Number of Participants

4 – 50

SELF-LEVELING FLOORING COMPOUNDS

How to formulate the perfect
self-leveling flooring compound.
2-day practical seminar

Aims

You will gain practical insights in the formulation and testing of different types of self-leveling flooring compounds.

Target Group

Technical managers and
R&D managers

Contents

- Practical work with SLC (formulations and tests)
- Market-oriented information about dispersible polymer powders and their benefits in flooring compounds
- Definition of flooring compounds
- Main differences per system
- Standards and regulations
- Information about the latest test methods

Instructors

Mohammed Sanaobar

Requirements

Basic knowledge of chemistry

Dates

Upon request (English or Arabic)

Duration

2 days

Location

WACKER ACADEMY,
Dubai/UAE

Fees

USD 600

Number of Participants

4 – 50

WACKER ACADEMY PROGRAM: START UP WITH FOCUS ON THE CONSTRUCTION INDUSTRY

Construction Industry



- Fundamentals of Polymer Binders
- Ceramic Tile Adhesives and Tile Grouts
- Cut Costs with EIFS
- Waterproofing systems
- Perfect Floor Surfaces
- Silicones for concrete protection

→ You can find the current program, listed by sector, at www.wacker.com/wacker-academy

CONTENTS

- WACKER CHEMIE AG
- WACKER ACADEMY CONCEPT & PROGRAM
- **AUTHORITY MANAGEMENT - EXAMPLES**
- DUBAI TECHNICAL CENTER

AUTHORITY MANAGEMENT

DUBAI MUNICIPALITY – CENTRAL LABORATORY JUNE 2011



WACKER

WACKER ACADEMY
3rd GERMAN _ ARAB EDUCATIONAL & VOCATIONAL TRAINING FORUM
CONSTRUCTION POLYMERS, 7th October, 2011, Slide 19

WACKER ACADEMY

AUTHORITY MANAGEMENT

AUS JOINT SEMINARS - FEBRUARY 2011



- Several seminars were held jointly with American University of Sharjah (AUS)
- Seminar was organized by the Engineering Society in UAE & AUS.
- Focused on Repair Mortar Applications and issued a technical paper jointly.
- The audience were mainly academic professors & civil engineers from the constructions industry.

GREEN BUILDING CONFERENCE IN ABU DHABI FEBRUARY 2008



- Two Seminars were organized by the Sesame Consultant & American University of Dubai

- Introduced EIFS applications



- 350 participants and they were mainly consultants, contractors & real estate developers

AUTHORITY MANAGEMENT

ARABIAN CONSTRUCTION SUMMIT IN CAIRO

APRIL 2008



- Organized by Arab Union for Cement and Building Materials
- Introduction to EIFS application along with an article in Arabic language
- 50 participants and they were mainly construction chemical producers from all over the Middle East region.

AUTHORITY MANAGEMENT NATIONAL ENERGY INSTITUTE IN SYRIA



- Road show with seminars to introduce External Insulation and Finishing System (EIFS)
- Main partners the
 - National Energy and Research Centre (NERC) – Ministry of Energy
 - General Company for Engineering Studies and Contracting (GCEC)
- Contributed to the Syrian Building Code focusing on the Insulation of Buildings

INITIATED THE FIRST EIFS BUILDING IN SYRIA MAY 2011 –



AUTHORITY MANAGEMENT EIFS SEMINAR IN JORDAN IN CO-ORDINATION WITH ROYAL SCIENTIFIC SOCIETY – MAY 2008




- Seminar jointly organised with our customer CCC

- Presented EIFS & Decorative Plasters



- 250 Engineers & Consultants

CONTENTS

- WACKER CHEMIE AG
 - WACKER ACADEMY CONCEPT & PROGRAM
 - AUTHORITY MANAGEMENT
- 
 - **DUBAI TECHNICAL CENTER**

DUBAI TECHNICAL CENTRE

A UNIQUE SET UP



Technical Centre in Dubai is unique in the Middle East & Africa region:

- Total lab area of 750 m² with weathering station
- The Lab is ISO 17025 certified by ILAC & UKAS, i.e. accredited lab reports can be granted to strategic customers
- Part of the WACKER ACADEMY training and competence centre
- Equipped with state of the art equipments such as the hydrostatic pressure machine, UTM

DUBAI TECHNICAL CENTRE SERVICES & ACTIVITIES



- Research & Development
 - New Applications
 - Studying Future Market Trends
- Authority Management
 - Support Development of Local Standards
 - Support local bodies & associations e.g. MEDMA
- WACKER ACADEMY
 - Training, Seminars & Workshops
- Product Testing & Development
 - Ensure Compliance with Local and Int'l Standards
 - Customised Product Solutions

WACKER ACADEMY – INSPIRED BY YOU!



BACK UP

OUR SOLUTIONS TO SUPPORT YOUR PRACTICAL WORK WITH ALL MORTARS



Accredited Tests as per ISO 17025:

- Particle size distribution (EN 1015-1)
- Density of fresh mortar (EN 1015-6)

Additional tests:

- Compressive strength of mortar (EN 1015-11)
- Consistency and plasticity of fresh mortar (EN 1015-3)
- Air content of fresh mortar (EN 1015-7)
- Density of mortar (cured) (EN 1015-10)
- Flexural strength of mortar (EN 1015-1)
- Determination of water impermeability (DIN 1048-5)
- Water retention of fresh mortar (DIN 18555-7)

OUR SOLUTIONS TO SUPPORT YOUR PRACTICAL WORK WITH TILE ADHESIVES AND TILE GROUTS



Accredited Tests as per ISO 17025:

- Tensile adhesion strength (EN 14891)
- Deformability (EN 12002)
- Slip resistance (EN 12706)
- Open time (EN 1308)
- Compressive & Flexural Strength (EN 1346)
- Abrasion resistance (EN 12808-2)



OUR SOLUTIONS TO SUPPORT YOUR PRACTICAL WORK WITH SELF LEVELING COMPOUNDS



Accredited Tests as per ISO 17025:

- Screed materials (EN 13813)
- Flow test (EN 1348)

