



PPG INDUSTRIES  
SOUTHERN AND EASTERN AFRICA REGIONAL PROFILE



**PPG Industries**

Bringing innovation to the surface.™



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# PPG INDUSTRIES REPRESENTATION



## AT A GLANCE

### PPG: BRINGING INNOVATION TO THE SURFACE.™

PPG Industries' vision is to continue to be the world's leading coatings and speciality materials company. Through leadership in innovation, sustainability and colour, PPG helps customers in industrial, transportation, consumer products, construction markets and aftermarkets to enhance more surfaces in more ways than any other company does.

Founded in 1883, PPG (Pittsburgh Plate Glass Co.) has its global headquarters in Pittsburgh, operates in nearly 70 countries around the world, and had net sales of US \$15,1 billion in 2013.

## BUSINESS SEGMENTS

### PERFORMANCE COATINGS

- Aerospace
- Architectural coatings (Americas and Asia Pacific)
- Architectural coatings – EMEA (Europe, Middle East and Africa)
- Automotive refinish
- Protective and marine coatings

### INDUSTRIAL COATINGS

- Automotive OEM coatings
- Industrial coatings
- Packaging
- Speciality coatings and materials

### PPG KEY FACTS

- Operates in nearly 70 countries
- More than 150 manufacturing locations
- Employs nearly 42 000 employees worldwide

### GLASS

- Fiberglass
- Flat glass

## CORPORATE SUSTAINABILITY

PPG's values are reflected in our actions, as they are the guiding principles that shape our behaviours and commitments to our stakeholders. Sustainability has been an underlying principle for us since PPG's founding in 1883, and our steadfast focus on being a sustainable business has resulted in improved performance across key economic, environmental and social metrics.

We have grown and thrived by making sound business decisions with our stakeholders in mind. We have increased energy efficiency; improved our employees' safety, health and well-being; and strengthened our pipeline of sustainable new products.

### SUSTAINABLE PRODUCTS

PPG's focus on reducing environmental impact includes helping its customers improve their environmental performance. The company has long been committed to developing sustainable coating technologies, such as waterborne liquid, chromate-free powder, low-VOC and high-solid formulations. In 2010, PPG launched EcoLogical Solutions from PPG® on a global scale to put the spotlight on products with beneficial energy, environmental and social attributes. PPG believes that the less energy customers use and the more sustainable their inputs are, the more efficiently they can conserve natural resources and contribute to the reduction of environmental impact. In 2012, sales of PPG's sustainable products amounted to US \$3,05 billion – approximately 20,2 % of total company sales. PPG's goal is to achieve 30 % of its yearly sales from sustainable products by 2020.

### COMMUNITY INVOLVEMENT

PPG Industries seeks to reflect company interests and values by supporting various initiatives around the world that enhance the quality of life in the communities where its employees and their families live and work.

## SEA REGION: OVERVIEW

At the end of 2013, PPG formally created the PPG Southern and Eastern African (SEA) Region organization. The driving force behind this move is to bundle the individual strengths of our coatings businesses and to be able to service our customers in a more holistic fashion. With nearly 550 employees we are dedicated to the success of our customers in Southern and Eastern Africa by providing and servicing value added coatings that cover most surfaces. Our newly formed SEA Region organization allows us to be close to our local markets while tapping into the resources and knowledge of the world's largest paint and coatings company. The PPG SEA Region is committed to 'bringing innovation to the surface'.



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# PPG ARCHITECTURAL COATINGS

## PROMINENT PAINTS

From our inception in 1981, Prominent Paints has grown into a leading architectural brand in the South African market. Our head office and manufacturing plant is situated in Alrode, Johannesburg, and employs more than 400 people. This modern manufacturing plant enjoys full integration and synergy with PPG's research and development infrastructure and benefits from the more than US \$505 million that is spent annually on research and development.

The Prominent Paints brand has been built on strong partnerships with dynamic retailers and an ever-growing complement of trade contractors and painters. Through the exceptional service delivery that stems from the internal drive and passion of our people, Prominent Paints has not only become a trusted brand in the market, it has also been acknowledged as one of the preferred architectural brands in South Africa.

## NATIONAL DISTRIBUTION

From the national warehouse in Alrode, our products are distributed through regional warehouses and Paint Centres throughout South Africa, servicing a national network of over 300 retailers of Prominent Paints' products.

## EXPORT BUSINESS DEVELOPMENT

PPG Architectural has developed various business partnerships with many leading retailers in Southern and Eastern African countries, including:

- Botswana (PPG-owned)
- Lesotho
- Swaziland
- South Africa
- Zambia
- Zimbabwe
- DRC
- Mozambique
- Malawi
- Namibia

## BRAND PORTFOLIO

PPG Architectural has developed a strong portfolio of leading brands which includes the main architectural brand – Prominent Paints – as well as Primalex, Neutron, Evolve and Sherwood. PPG Architectural offers a wide range of coatings, including performance coatings, speciality products, wood coatings, waterproofing and light industrial coatings, and market leading products like Neuklad, the unique product that offers superior flexibility in extreme weather conditions.

## CUSTOMER SEGMENTS

PPG Architectural offers an extensive range of product solutions for various customer segments, including:

- DIY consumers
- Professional painting contractors
- Retailers
- Property managers and developers
- Architects and specifiers
- The industrial, mining and engineering industry
- Hotels and the hospitality industry
- Corporate accounts
- The agricultural industry

## QUALITY AND WARRANTIES

PPG Architectural offers product solutions for the trade and consumer market and has an extensive range of SABS approved products; all manufactured according to strict SABS ISO 9001 quality standards. Our product ranges are easy to identify and are positioned to address consumers' specific needs.

PPG Architectural offers technical and specification services and can provide large project warranties for specific periods, subject to the correct specification conditions. This means clients are backed by the world's leading coating company, which provides peace of mind for important projects.

## TECHNICAL SERVICES AND TRAINING

PPG Architectural offers a state-of-the-art training facility at its head office in Alrode, where comprehensive theoretical and practical courses are offered to retailers, painters and decorators. The continuous development of new and dynamic training modules that make use of the latest technology is part of our commitment to improve the knowledge base of the coatings industry, and it provides a competitive edge for all of our distributors and users.

Our technical and training services team offers on-site technical consultation, problem-solving support services, specifications and site evaluations, including substrate and paint film analysis, while our customer care line – 0861 PROMINENT – provides speedy, professional service to the painting professional and DIY consumer.

## CARE FOR THE ENVIRONMENT

Prominent Paints is committed to manufacturing and marketing paint products that are lead-free, adhere to international best practices and recognise and promote the drive towards environmental sustainability. In other words, our products are kinder by design, kinder to the environment and kinder to your health.

Our engineers, researchers and scientists share a profound understanding of environmental issues. They work to design and manufacture products that:

- Help customers and consumers reduce their environmental footprint;
- Improve energy efficiency; and
- Reduce the environmental impact of our operations.

Our philosophy of "Ecological Solutions" aims to significantly reduce the environmental and social impact of our products when compared to others. In keeping with this philosophy, Prominent Paints undertakes to develop and offer products that constantly raise and exceed the standard in this regard.



LJ PRIMALEX



PPG Architectural Coatings



**PPG ARCHITECTURAL COATINGS**  
is represented in South Africa,  
Botswana, Namibia, Lesotho,  
Swaziland, Mozambique,  
Zimbabwe, Zambia,  
Malawi, DRC



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**PPG AUTOMOTIVE OEM**  
is represented in South Africa



**PPG Automotive  
OEM Coatings**



## PPG AUTOMOTIVE OEM COATINGS BRINGING INNOVATION TO THE SURFACE.™

Since the beginning, PPG Automotive Coatings has been focused on delivering innovative solutions. The first to introduce many coatings products to the automotive market place, including cathodic electrocoat, powder clearcoat, compact paint systems, factory applied spray-in bedliners and more, PPG remains at the forefront of innovation.

Today, PPG Automotive Coatings offers a complete line of coating products to automotive manufacturers worldwide. PPG Industries knows automotive colour and combines its extensive knowledge of coatings and special effects technologies with analysis of industry trends, to aid automakers around the world in enhancing the image and identity of their vehicle brands.

The PPG Global Design and Colour Marketing Team researches cultural, social and lifestyle trends to create cutting-edge colour palettes and special effects that meet automakers' goals for brand identity, durability, workability and cost-effectiveness. Year after year, the team is dedicated to providing the latest colours and technologies to help automakers achieve their marketing and sales objectives.

Innovative solutions are the primary focus at PPG. Products like PPG's Enviro-Prime® Lead-free Electrocoat contribute to increased vehicle lifespan without environmental concerns. Topcoat products like the EnviroBase® waterborne basecoat give green products a tough new image at a highly competitive price, with clearly superior performance advantages. Ceramiclear® Clearcoat has set a new standard for combined resistance to scratches, mars and acid etch, and is the first clear coat to use nanoparticle technology. The proof lies in the many awards these products have received, from the prestigious Automotive News PACE award and the R&D 100 Award to the Market Engineering and Design award, to name just a few.

PPG has been on the forefront of automotive coating innovation since its beginnings in 1924. Whether the issue is corrosion protection, environmental application concerns or vehicle finish performance improvements, PPG Automotive Coatings has been on the forefront of developing solutions for it.

Today's automotive manufacturer and consumer are increasingly more sophisticated about the issue of fit and finish in their vehicles. PPG's ability to meet those ever-increasing requirements is a hallmark of our workforce's commitment to delivering innovative solutions.



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### PPG AUTOMOTIVE REFINISH CHOOSE PPG INDUSTRIES AS YOUR PREFERRED REFINISH PAINT SUPPLIER

The Automotive/OEM division is one of PPG's oldest units, established in the early days of the automotive industry in 1924. The Refinish Coatings Operation soon followed in 1926. Regardless of the application, you can expect PPG to meet or exceed the most demanding requirements for gloss, durability, and ease of use.

Indeed, today, two out of every three cars benefit from PPG technology and know-how, making PPG Industries the motor manufacturer's first choice. Bringing OEM expertise to the refinish market enables PPG to stay one step ahead, ensuring that customers consistently achieve high quality repairs coupled with enhanced productivity and profitable growth.

### LEADING WITH INNOVATION AND A GREENER ENVIRONMENT

PPG has seen the environmental handwriting on the wall, even before it was written. Waterborne technologies were developed for the market, meeting legislative demands whilst maximising productivity and profitability. Both the PPG ENVIROBASE® High Performance and NEXA AUTOCOLOR® AQUABASE® Plus ranges are available in South Africa.

Solvent-based systems remain part of the refinish offer to cater for the value market and customers who do not yet have to adhere to OEM legislation. Through research, development and innovation, PPG Industries was also able to introduce the first environmentally friendly primer technology to the refinish industry: a primer incorporating recycled PET plastic flakes as raw material.

PPG Automotive Refinish's waterborne solutions are leading the way for a cleaner environment while meeting the demands of bodyshops.

### A PERFECT COLOUR, EVERY TIME

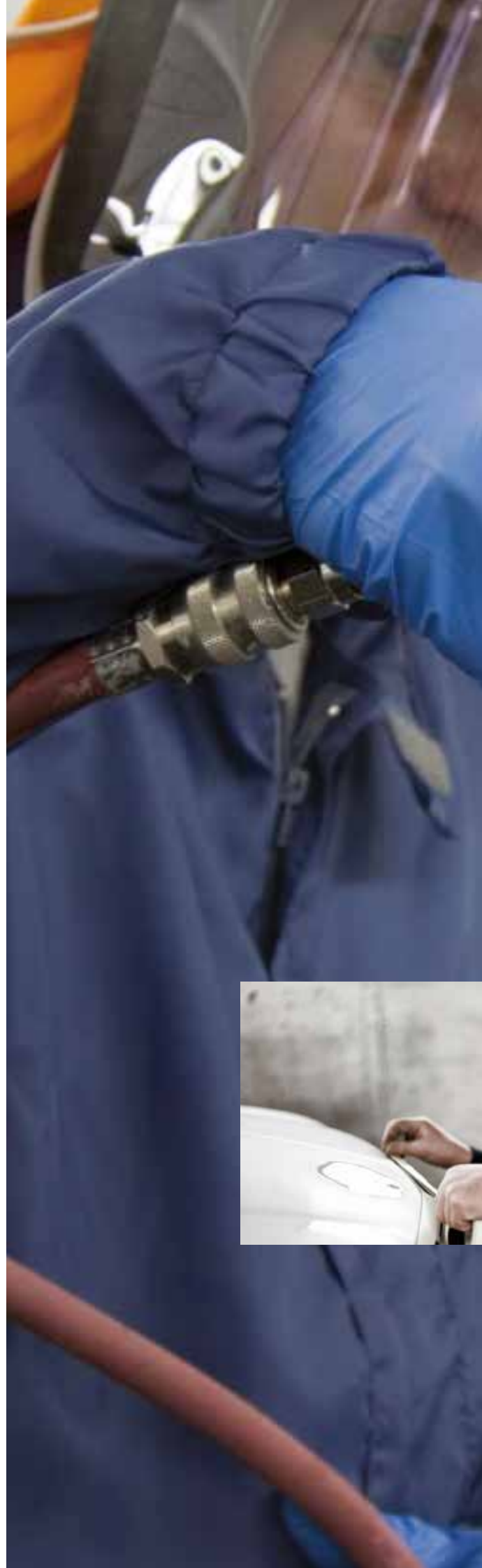
In the paint and coatings business, accurate colour matches are in high demand. As the global leader – with colour experts on four continents – PPG Industries manages a worldwide colour database of more than one million formulae that are annually updated with over 10 000 colour matches. Add to that PPG Industries' latest colour matching information technology and software, and you are assured of having the right tools to get the right colour, every time. The new COLORMOBILE® software application, designed for smartphones and tablets, allows quick and easy mobile retrieval of the most up-to-date PPG Industries colour information. Professionals in the panel beating industry who use PPG Refinish and Nexa Autocolor brands have free permanent access to the latest prime, variant and special field formulae.

The Refinish division also caters for the Commercial Transport and Light Industrial Coatings (CT/LIC) markets. The SELEMIX® range was developed for this market – offering both solvent and waterborne products. The *Selemix* system is a high-quality, multi-mix system suitable for the painting and surface protection needs of industrial manufacturers, handcraft businesses and a range of other commercial undertakings.

*The PPG logo, Nexa Autocolor, Envirobase, Aquabase, Selemix are registered trademarks and Bringing innovation to the surface are trademarks of PPG Industries Ohio, Inc.*



## PPG Automotive Refinish





**PPG AUTOMOTIVE REFINISH**  
is represented in South Africa and  
Namibia



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**PPG INDUSTRIAL COATINGS**  
is represented in South Africa



PPG Industrial Coatings



## PPG INDUSTRIAL COATINGS

Over the years, PPG Industrial Coatings has earned a reputation as a leader in the marketplace for innovative, high-performance products, world-class service and colour expertise. PPG continues to build this reputation of excellence today, working with the world's top designers and manufacturers to ensure their projects fall nothing short of exceptional. With an unparalleled range of products for every industrial market, PPG guarantees substrates will receive exceptional protection that exceeds goals in style, sustainability and budget.

### COMMITMENT TO SUSTAINABILITY

Manufacturers are looking for solutions that enhance production efficiency while remaining eco-friendly. PPG Industrial Coatings are available in environmentally friendly formulations designed to exceed global and regional environmental requirements. PPG offers industrial coatings that allow customers to reduce their hazardous air pollutant emissions and is committed to continually developing products that meet specific applications. PPG Industrial Coatings manufactures environmentally responsible products that use less energy and utilise better application processes.

### GLOBAL REACH, LOCAL EXPERTISE

No matter where products are designed and manufactured, PPG's coating experts are on hand to ensure success. Leading OEMs and applicators use PPG's global coatings platforms to ensure that their products meet the same performance requirements, no matter where the finishing process takes place. PPG Industrial Coating's reputation for being an honest, fair and reliable business partner is one of its most valuable assets. PPG consistently delivers on customer commitments and stands behind its products, making PPG the most trusted coatings supplier in the world.

### PERFORMANCE PROMISE

PPG Industrial Coatings' product managers and technical specialists work closely with OEMs and coatings applicators to ensure that our coatings not only meet all performance requirements but are also applied without any problems. PPG experts guide customers through product application, laboratory testing, operational troubleshooting and process design to maximise up-time and contribute to lower overall cost.

### TECHNOLOGY LEADERSHIP

PPG continuously develops innovative products that enhance customers' revenue streams through new aesthetics, enhanced performance properties and increased application efficiency. PPG has an integrated global team of professional colour experts, chemists and technical application experts to help manufacturers turn new coatings technologies into viable products that will integrate seamlessly into global supply chains.

### MARKET-SPECIFIC EXPERIENCE

PPG Industrial Coatings serves a wide range of industries. From protective to decorative to industrial applications, PPG's technical experts bring experience and resources to each market, providing solutions that work.

### CUTTING-EDGE PRODUCTS AND TECHNOLOGIES

With an unparalleled knowledge of industrial coatings and delivery methods, PPG guarantees the substrate will be protected – by the right product at the right price. Whatever the end-market, PPG Industrial Coatings has a product or technology that will exceed the standards of any business.



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## PPG PACKAGING COATINGS

### A GLOBAL LEADER

PPG is a leading producer of packaging coatings, with research laboratories, manufacturing facilities, commercial and technical centers strategically located in Europe, Africa, the Middle East, Australasia and the Americas.

This global presence gives our customers an important advantage – convenient access to the most comprehensive range of internal and external coatings, decorative inks, compounds and pre-treatment solutions available, for virtually every end-use:

- Beer and beverage cans and ends
- Food cans and ends
- Three-piece and aluminium aerosols
- Plastic and aluminium tubes
- Promotional tins
- Paint cans and drums
- Caps and closures
- Peelable ends.

### INNOVATIVE COATINGS FOR VIRTUALLY ALL USES

For decades, our research and development experts have created effective coating solutions for nearly every use in the beverage, food, cosmetic, personal care, pharmaceuticals, paint and chemical industries. With our new ranges of coatings and inks, we go a step further to deliver novel breakthrough technologies. This commitment to innovation, as well as our dedication to quality and high-performance products, improves value for brand owners and offers important operational advantages to manufacturers.

### COMMITMENT TO EXCEPTIONAL CUSTOMER SERVICE

Meeting the needs of our customers is our top priority. We tailor our solutions to optimize our customers' processes and specific requirements. Our products are backed by technical experts who understand every facet of the coating process so that our customers can focus on what they do best – meeting the needs of their customers.

### OUR VISION

We continually strive to be recognized by our customers as the premier supplier of innovative, value-added technologies for metal packaging and plastic tubes.

### THE HIGHEST STANDARDS

We have an unwavering commitment to work with integrity and follow the highest ethical standards in every facet of our business operations. Our commitment is guided by nine key objectives:

- Be safe
- Protect the environment
- Meet or exceed customers' expectations
- Lead in innovative, value-added technologies
- Use quality strategies to drive operational excellence
- Value diversity
- Recognize and reward performance
- Drive best-in-class environmental performance
- Positively impact the quality of life in the communities where we live, work and play

### A WORLDWIDE RESOURCE FOR THE METAL PACKAGING AND PLASTIC TUBE INDUSTRIES

PPG Packaging Coatings has grown from a successful US-based business to one of the largest and most diversified packaging coating providers in the world. Our growth has been fuelled by our commitment to meet the needs of metal packaging and plastic tube customers around the globe. To achieve this objective, we have welcomed several companies to the PPG family since 1997, including:

- Man-Gill Chemicals – Can body and coil pre-treatment
- BASF – Coatings and inks (Europe, the Americas)
- Courtaulds Packaging Coatings – Coatings (Europe, the Americas and Asia)
- Sigma Kalon – Coatings (Eastern Europe)
- Bairun – Coatings (China)

### INVESTING IN MODERN FACILITIES

Recently, strong partnerships and state-of-the-art manufacturing facilities have strengthened our global production, distribution and service capabilities. These include:

- New facilities in Alrode, South Africa and Dammam, United Arab Emirates – to better serve our African and Middle Eastern customer base.
- An expanded Joint Venture in 2012 with Asian Paints to better serve customers in India.
- Relocation from Cajamar to Sumare in South America to leverage synergies with other PPG units, decreasing response times and improving access to new technologies.



PPG Packaging Coatings



**PPG PACKAGING COATINGS**  
is represented in South Africa,  
Angola, Nigeria, Zimbabwe,  
Zambia, Kenya and Tanzania



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#### PPG PROTECTIVE & MARINE COATINGS

is represented in Algeria, Angola, Benin, Botswana, Burkina Faso, Cameroon, Congo, DRC, Egypt, Ivory Coast, Gabon, Ghana, Liberia, Libya, Mauretania, Namibia, Nigeria, Senegal, South Africa, Tanzania, Tunisia, Mozambique and Zambia



PPG Protective & Marine Coatings



## PPG PROTECTIVE & MARINE COATINGS YOUR GLOBAL, LOCAL PARTNER

### WHO WE ARE

PPG Protective & Marine Coatings (PPG) is a world leader in protective and marine coatings. We are dedicated to developing, manufacturing and supplying coatings that anticipate the demanding challenges of the global marine and protective coatings industries.

### GLOBAL REACH AND LOCAL SUPPORT

PPG excels at delivering exactly on our promises. That is why we structure our operations to give customers an exceptional support system that encompasses key operational principles:

- **Global support** – Engineering and Project Coating system design teams offer global and local services in terms of Coating system design, Guarantees and on site field technical support in most of the larger economies of South Eastern and the rest of Africa. Account managers and customer service functions are organised to serve all our customers promptly and efficiently – wherever they operate in Africa.
- **Quick and efficient deliveries** from Johannesburg based factory for South Eastern Africa, supported by a dedicated export logistics management team and a network of warehouse and distributors throughout South Eastern Africa. This is supported by 33 manufacturing facilities spread across all continents to ensure prompt and reliable alternatives and if required for global projects, local product and distribution in the rest of the world.
- The warehouse and distributor centres are resourced with our full, world renowned, **Colour Network tinting system**. This caters for tinting products to most RAL, BS and SABS colour standards required for anti-corrosion paint systems.

### DELIVERING TOTAL CUSTOMER SATISFACTION

At PPG, giving complete customer value is part of our DNA. It drives all our customer services, which are enhanced by our global support and delivery network. As an innovation-focused organisation, we constantly improve processes and delivery systems, and simplify products to increase customer productivity and reduce costs.

By understanding the industry's constantly changing demands, and working closely with our customers, we are able to develop innovative, performance-enhancing coating solutions in all markets we serve. In addition, our products are designed to meet – and surpass – environmental, health and safety standards in the protective and marine coatings marketplace.

Experience, innovation and integrity – that is what makes PPG the ideal coatings partner.

### PPG PROTECTIVE & MARINE COATINGS IN AFRICA

PPG has a proud tradition in Africa, built on over 70 years' experience and continuous investment. In that time, we have made a considerable commitment to our customers across the continent.

PPG supports the African region with regard to all local requirements and consistently proves its ability to provide the highest quality coatings for the protective and marine coatings industries. All our global products are available in Africa, under the AMERCOAT® and SIGMA COATINGS® brands, and are unrivalled in performance and protection among asset owners, engineering firms, contractors, fabricators, yards and applicators.

Our track record and respected reputation in Africa is clear for all to see. Customers benefit from our widespread production network, proven products and processes, and a committed, skilled team. So, choose PPG and our world-class coatings to enable your business to be more productive and competitive.

PPG Industries is the business partner you can rely on – wherever you operate in Africa.



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# PPG AEROSPACE

## WHERE SMART SOLUTIONS TAKE FLIGHT®

A major player in the aerospace industry, PPG Aerospace is a leading manufacturer of transparencies, sealants, and coatings, and is recognised as a key provider of electrochromic window systems, surface solutions, packaging, and chemical management services.

We have a solid reputation for delivering new technologies and solutions to airframe manufacturers, airlines and maintenance providers in the commercial, military and general aviation industries around the world.

### GLOBAL OPERATIONS

PPG Aerospace operates worldwide – we have manufacturing sites and regional sales offices located in every region of the globe, including South Africa.

### CLEARLY SUPERIOR

PPG's Aerospace transparencies portfolio includes

- aircraft windshields
- side windows
- cabin windows
- canopies
- landing light lenses
- lightweight transparent armor
- hydrophobic coatings for windshields.

### INNOVATIVE PRODUCTS

PPG Aerospace is proud of its track record of aviation innovations. For example, the Boeing 787 features PPG's electrochromic ALTEOS® interactive window systems that dim at the touch of button, reducing cabin-cooling requirements while enhancing passenger comfort. PPG is also the only supplier in the world that can provide a structurally loaded window that does not require a heavy supporting frame – a significant cost and weight savings for OEMs.

Other innovative products in our line-up include:

- **Transparencies**  
Aircraft windshields, windscreens, canopies, windows and lenses
- **Sealants**  
Aircraft fuel tank, fuselage, windshield, conductive and specialty sealants
- **Coatings, Paint Removers and Cleaners**  
Aircraft coatings with superior resistance to corrosion, chemicals, and rain erosion
- **TSS Chemical Management**  
Chemical and fluid management, process management and logistics
- **Semco® Packaging and Application Systems**  
Innovative, clean, safe, and accurate packaging and dispensing solutions for single and multi-component adhesives, sealants, encapsulants, coatings and lubricants
- **PPG Transparent Armor and Specialty Products**  
Enhanced protection against ballistic and blast threats

### KEY FACTS

- PPG's Aerospace business's yearly growth rate is 2.5 times better than the industry average (as of 2012). PPG's Aerospace coatings are qualified to more commercial and general aviation specifications than any other supplier.
- More than one thousand types of coatings available, offering the industry's broadest product line.
- Coatings can be applied on numerous substrates including fiberglass, composites, and metallic surfaces for superior resistance to corrosion, chemicals and rain erosion.



PPG Aerospace



**PPG AEROSPACE**  
is represented in South Africa,  
Kenya, Mauritius, Namibia,  
Uganda, Tanzania, Algeria, Ethiopia,  
Egypt, Libya, Morocco and Tunisia



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## PPG Architectural Coatings

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## PPG Automotive OEM Coatings

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## PPG Automotive Refinish

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