



*Innovation isn't just what we do.  
It's who we are.*<sup>TM</sup>

## ENERGY SAVINGS WITH CHEMICAL TREATMENT: “PAVING THE WAY TO DECARBONIZATION”

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June 21, 2024

Dusti Thani Pattaya, Thailand



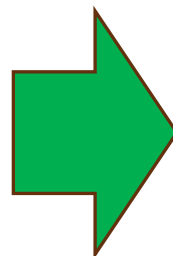
# AGENDA

- Chemical Treatment Program Role in Energy Saving and Other Major Benefits
- Dorf Ketal's Key Differentiators
- Case studies
- Final Remarks

# CHEMICAL TREATMENT PROGRAM ROLE IN ENERGY SAVING

What is your main objective when you evaluate treatment program for next contract?

- Treatment cost reduction
- Obtain better technical service
- Reduce TCO (Energy saving and other costs)
- Increase plant run-length and reliability



Some facts for your consideration:

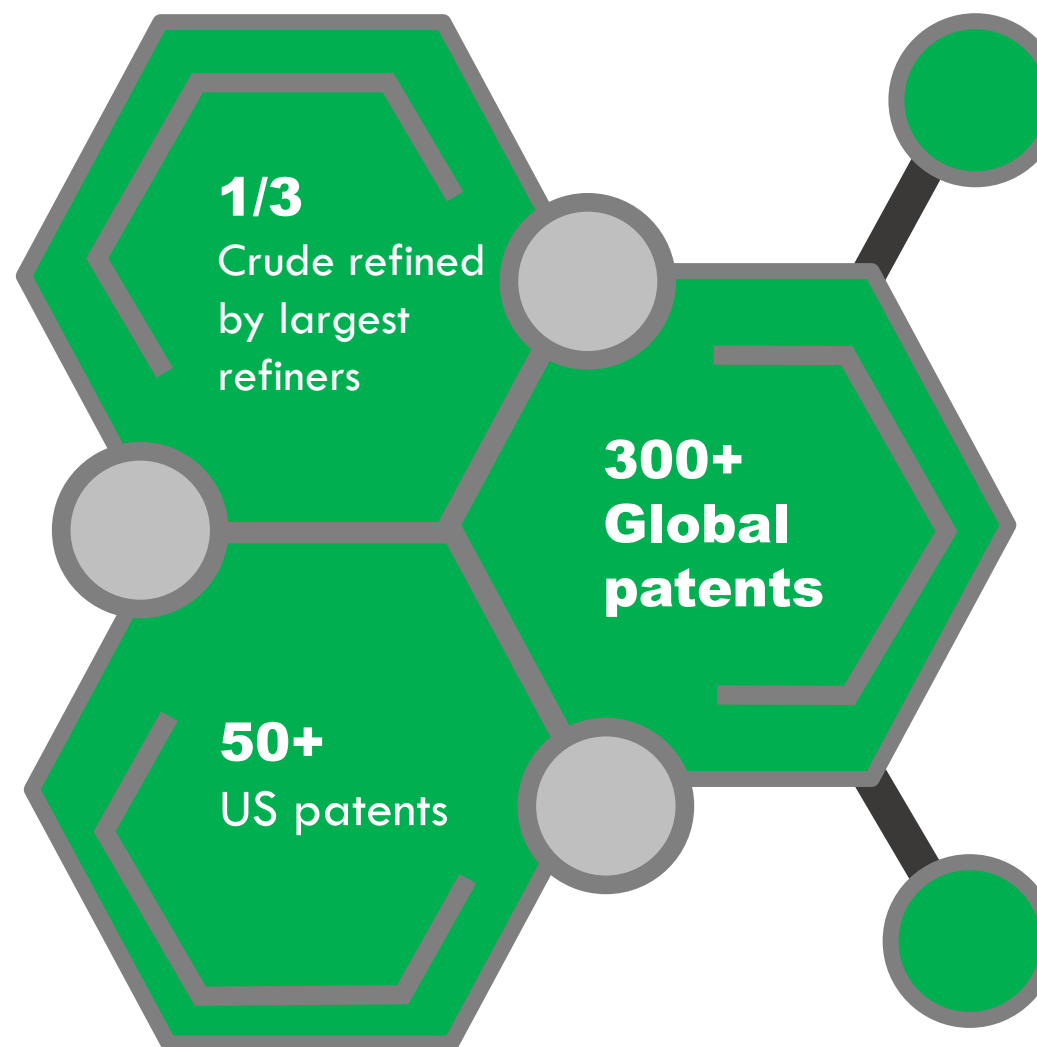
- Treatment cost is usually <math><1\%</math> of TCO and RM
- Our 32 years experience will not let you down 😊
- Benefits to TCO is up to 3 times of treatment cost
- Reduce opportunity lost, down time, maintenance cost and incident risk (Up to Millions USD)

***The BEST treatment program is NOT the cheapest one but provides maximum value in Reliability and TCO. Our treatment program role is to achieve those values.***

# DORF KETAL'S KEY DIFFERENTIATORS

*Invention of new chemistries to solve the most difficult and mission critical challenges*

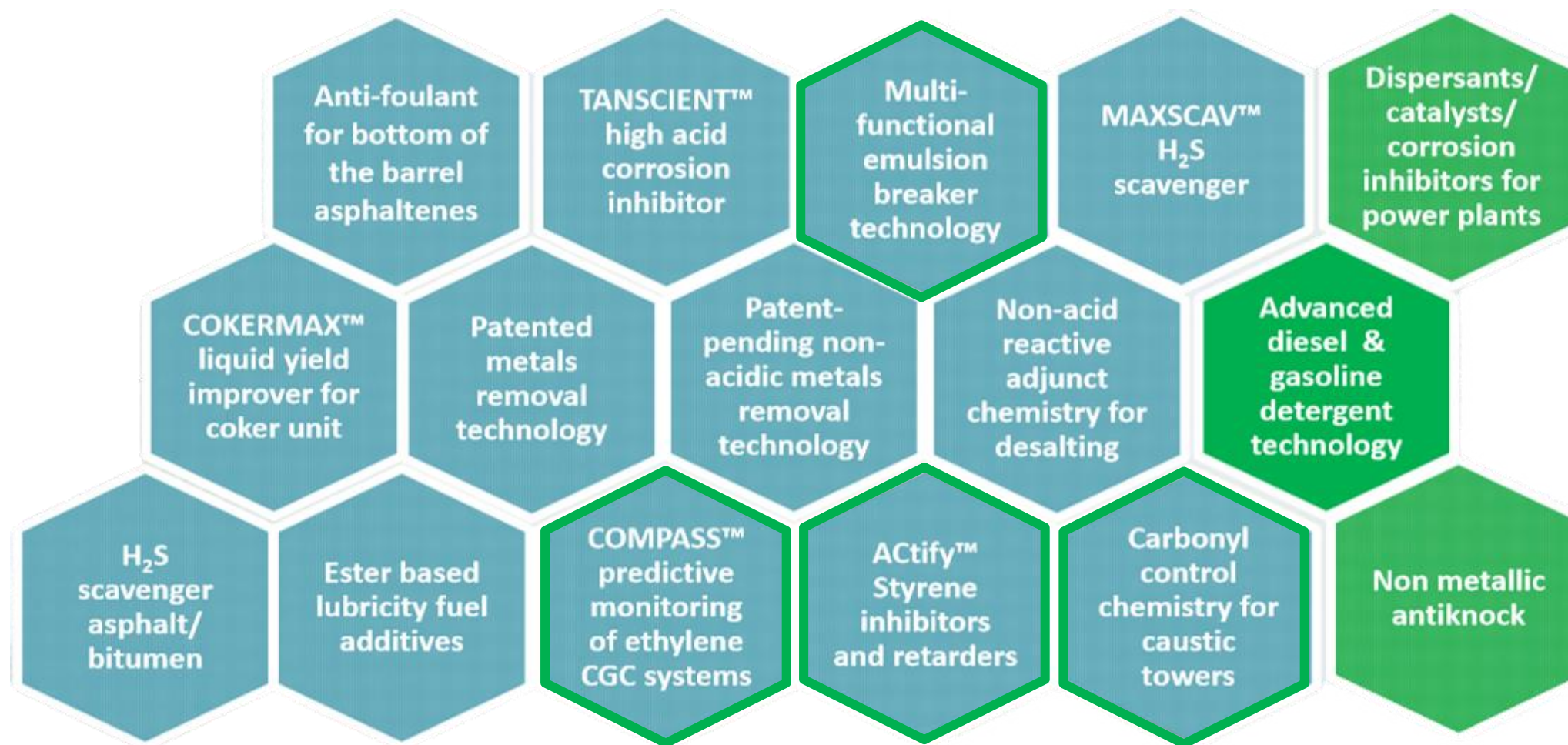
*Dorf Ketal's differentiation grows as the complexity of the challenge increases*



**30% market share** in  
Petrochemical market  
in SEA

**21% CAGR growth**  
rate and  
**>30% of Vitality**  
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# DORF KETAL'S KEY DIFFERENTIATORS



# CASE STUDIES

# FINAL REMARKS

- Benefit value from plant reliability and flexibility to run various feed are high as compare to total TCO, especially in situation of market down-turn
- Dorf Ketal treatment program contributes to our clients' success to improve reliability, energy saving and reduce carbon emission.
- Dorf Ketal works collaboratively with our clients to deliver value benefits which is much more than treatment cost. We work as your solution provider rather than a supplier.
- Dorf Ketal will keep developing our innovation on chemistry and technical service to support our clients and the industry to gain energy saving and paving the way to decarbonization.

# THANK YOU

For more information please  
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