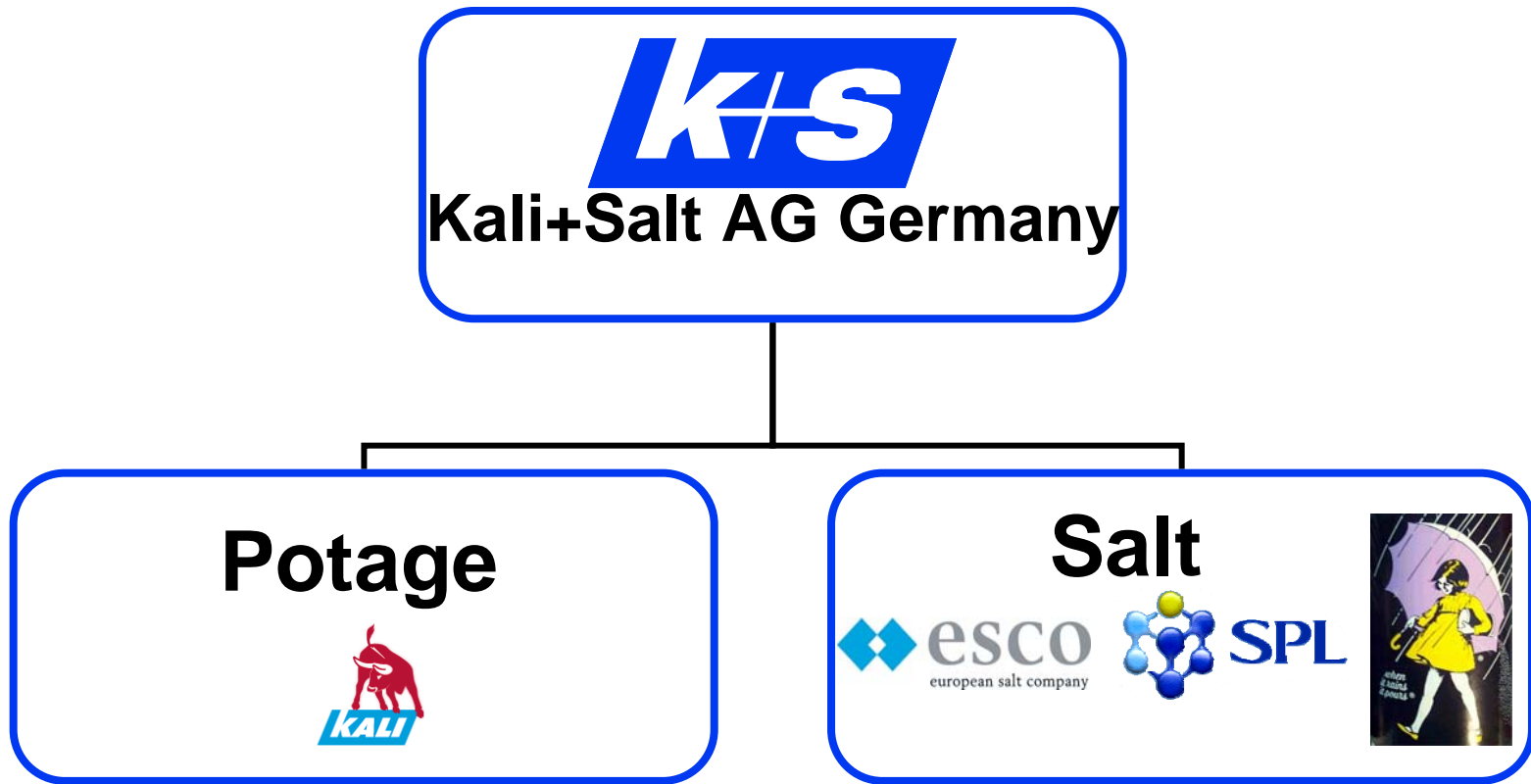


esco - Frisia Zout B.V.



Press Visit
Climate Change & the Netherlands
25-11-09



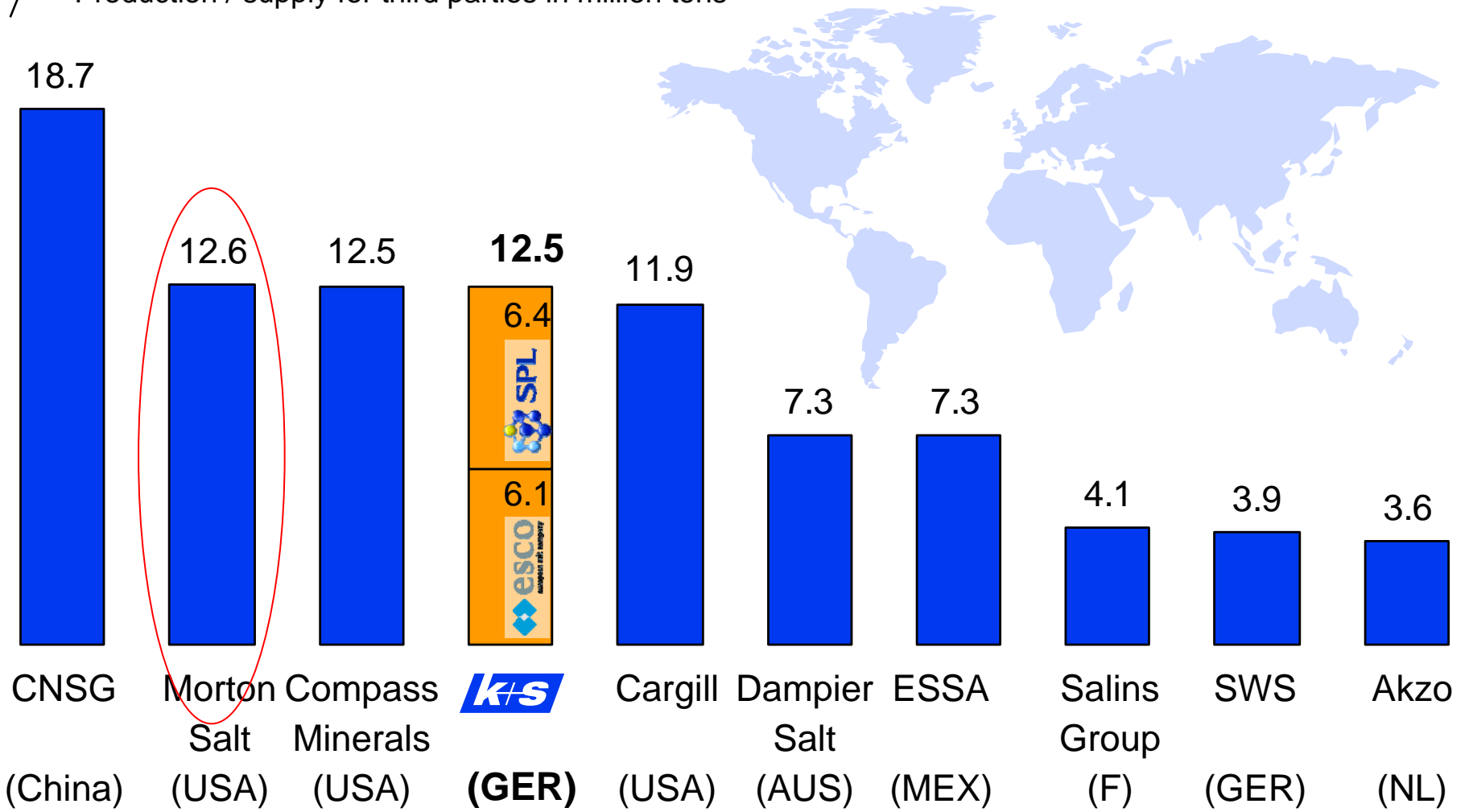
** K+S former affiliate of BASF, still 10 % of stocks held by BASF

Business Unit Salt

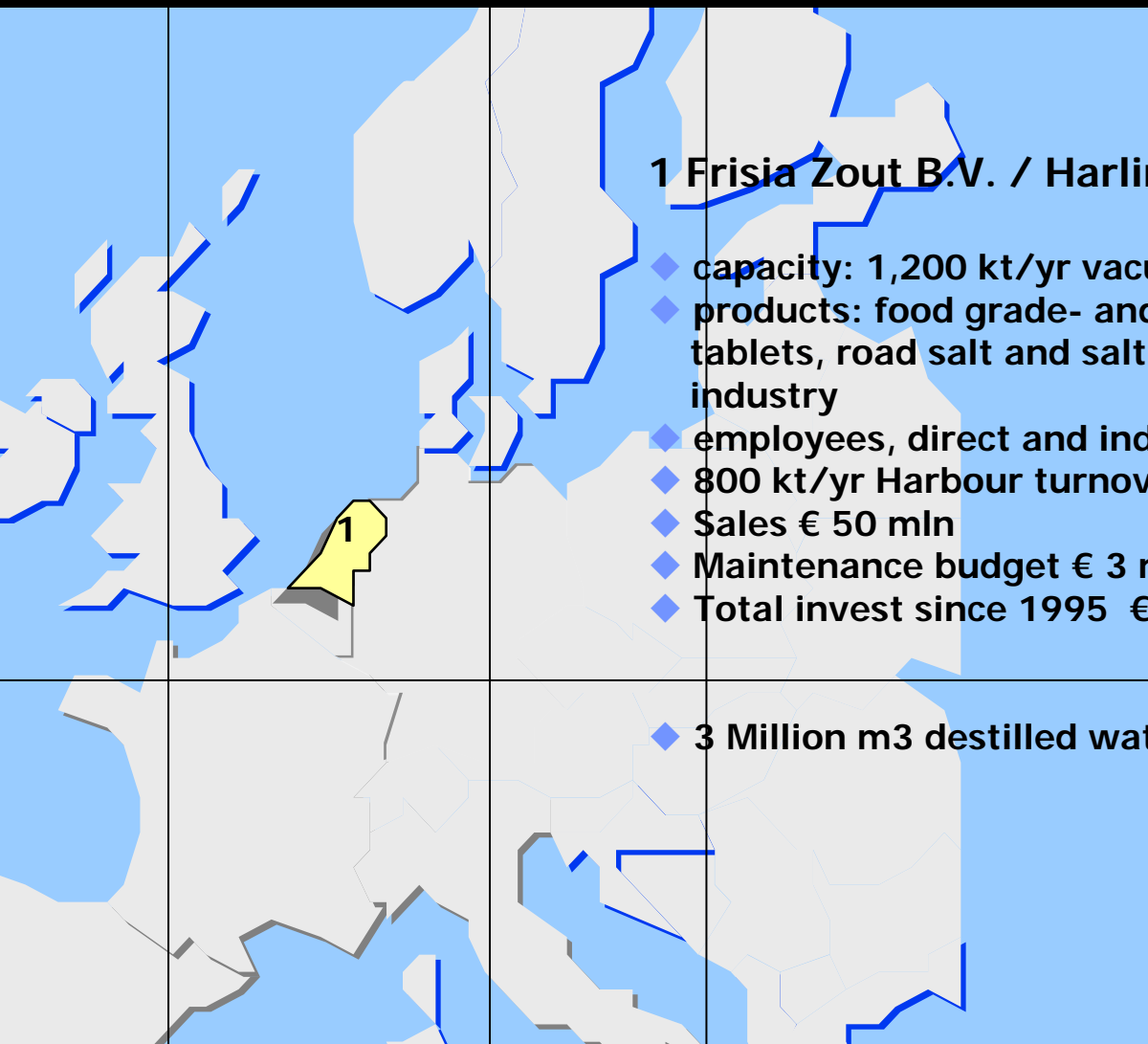
Main Salt Supplier Worldwide



Production / supply for third parties in million tons



basis: 2005 (partly estimated)



1 Frisia Zout B.V. / Harlingen

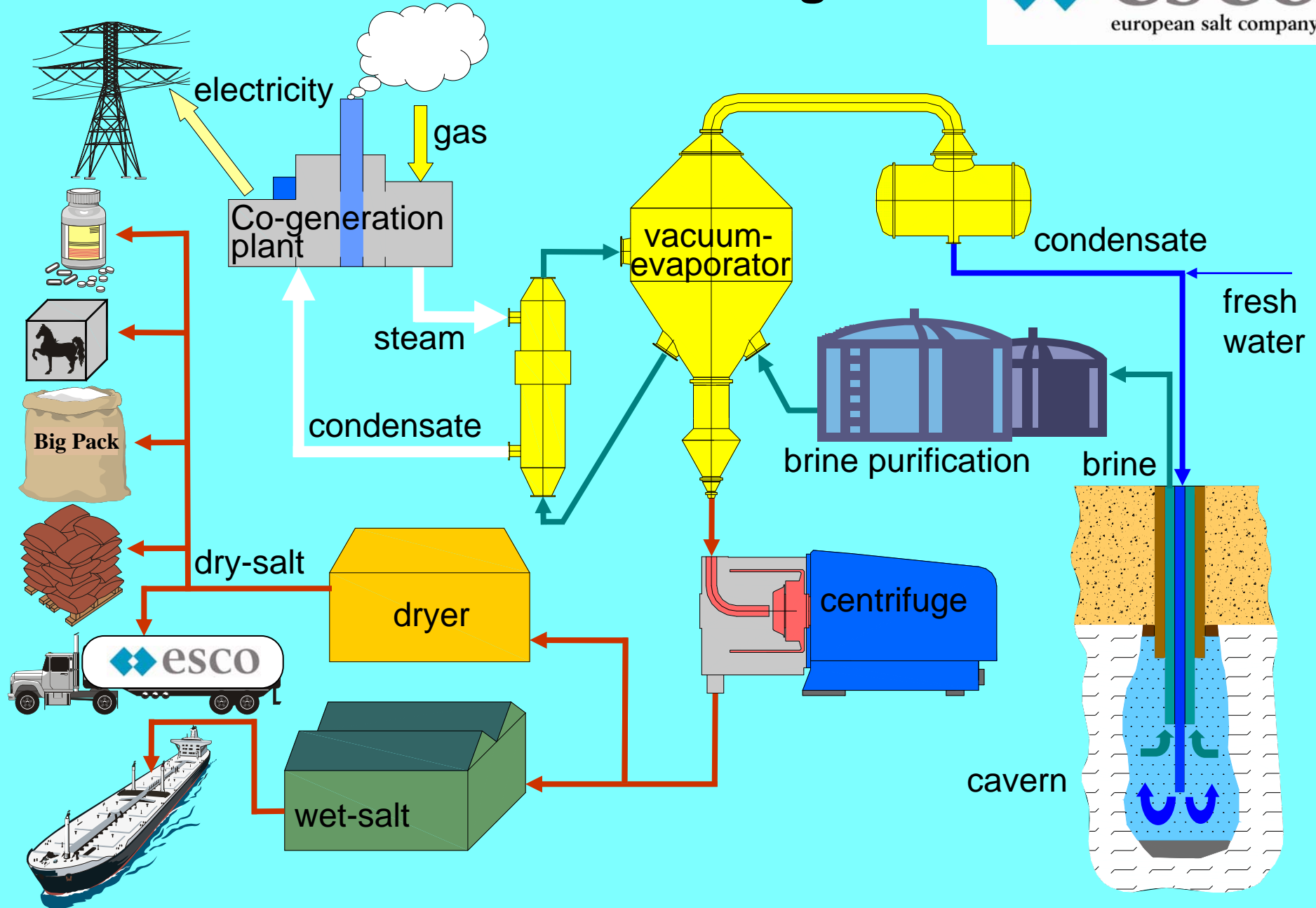
- ◆ capacity: 1,200 kt/yr vacuum salt (8000 hrs x 150 t/hr)
- ◆ products: food grade- and industrial salt, tablets, road salt and salt for the chemical industry
- ◆ employees, direct and indirect: 225
- ◆ 800 kt/yr Harbour turnover
- ◆ Sales € 50 mln
- ◆ Maintenance budget € 3 mln
- ◆ Total invest since 1995 € 155 mln

◆ 3 Million m3 distilled water production

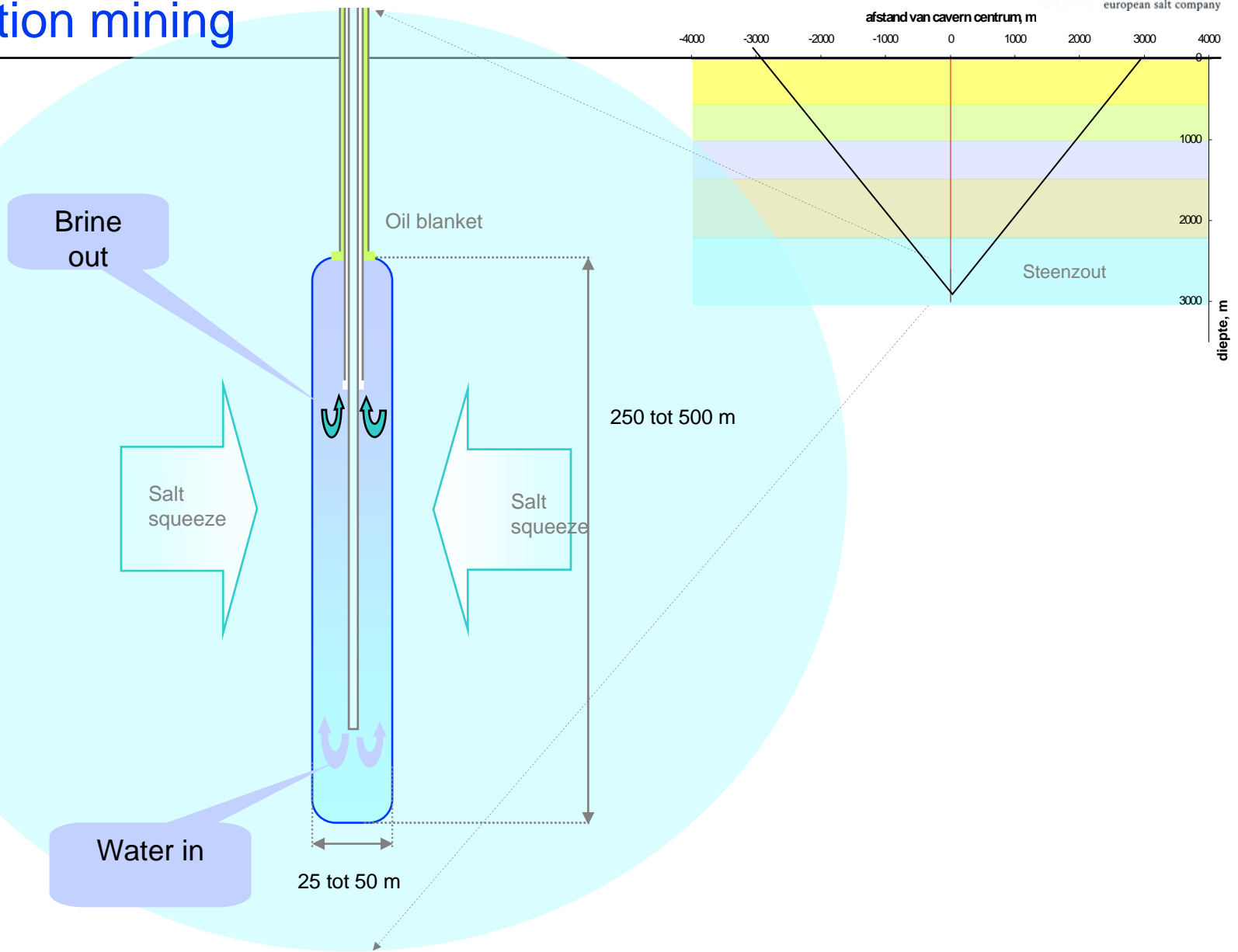
Harbour of Harlingen



Frisia Zout B.V. in Harlingen NL



Solution mining



- **Waste dumping prohibition in Germany. Expected in the Netherlands.**
- **Main target of Omrin is to reduce cost of domestic waste treatment for the citizen of Friesland.**
- **Power plant (REC) selling electricity and steam.**
- **Capacity 125 MWh, fuel is 220 kT sorted waste per year.**
- **The most efficient one of all REC's in the Netherlands (> 75 %, standard < 30 %).**
- **Frisia supplies the cogeneration plant. Also for other heat customers in the harbour area.**
- **Reduction of 140.000 ton CO2 emission (75 mln m3 natural gas).**
- **Total investment by Omrin of €152 million /Creating work for approximately 100 people.**



- **Delivery agreement for distilled water.**
- **Research delivery of:**
 - **CO2**
 - **Electricity**
 - **Heat (Geothermic heat)**



- **Input for the EIS Study regarding the location choice for greenhouses in North West Friesland, distance from the salt factory is a determining factor (pipeline infrastructure).**
- **Heat supply to Icon yachts based on Frisia waste heat.**

Co-operation with water knowledge institute TTIW Wetsus Leeuwarden in Wetsalt, member of Wetsus.



Added value:

Frisia- Salt knowledge and availability of large salt and sweetwater streams in all variations and purities.

Wetsus- acces to water and energy knowledge.

Test units are located at the site of Frisia Zout in Harlingen

- **Blue Energy, energy production from salt - sweet water interface (reverse electro dialyses “RED”)**
- **Desalination of water using wind energy.**



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Presentation available at www.frisiazout.nl