



# ***REACH***

## ***Step by step...***

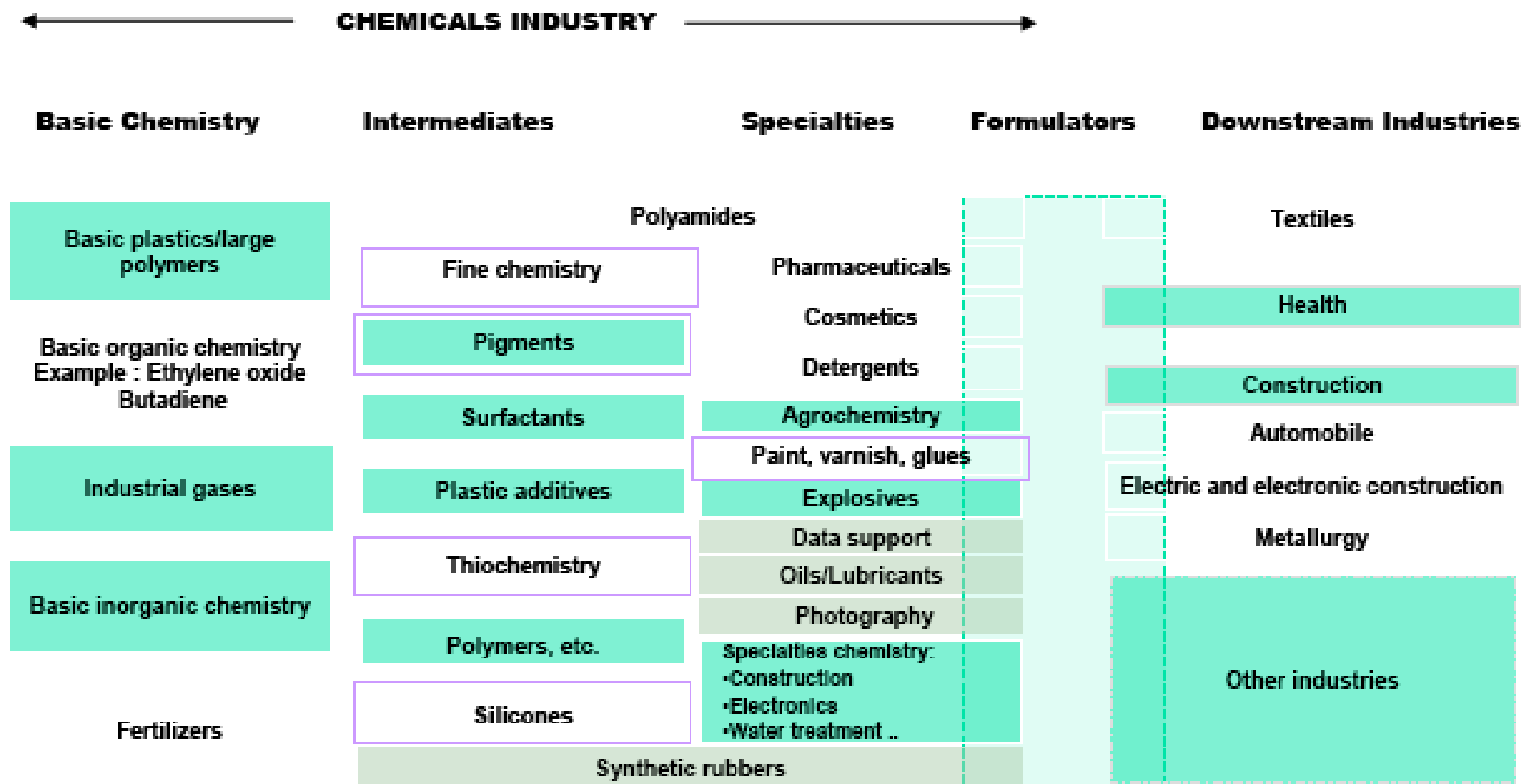


# REACH: Key Points

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- European **regulation** = immediate application
- You are handling chemical products ...  
...REACH is your concern !
- Fast implementation as from 2008
- ... Only 6 months for Pre-registration !

# Chemical Industry is concerned...



# Downstream players also concerned

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- Importing chemicals from non EC countries
  - The user registers himself if no EC representation for the supplier
  
- Buying from EC suppliers
  - The user must ensure his supplier has registered
  - The user has to inform the supplier on applications
  
- Extreme or peculiar scenarios
  - Non-EC suppliers stop delivering their EC clients
  - Uncontrolled supplier price increases
  - ...

# REACH : Key Points

Est. €/substance

- **Notification & Registration** for all substances produced or imported in quantities of 1 ton or more per year. For substances with annual volumes of more than 10 tons, the assessment of the safe handling (**chemical safety assessment**) must be documented.

>15.000 €

- **Dossier & Substance evaluation** to determine the need for possible authorisation or restriction of marketing and use.

>50.000 €

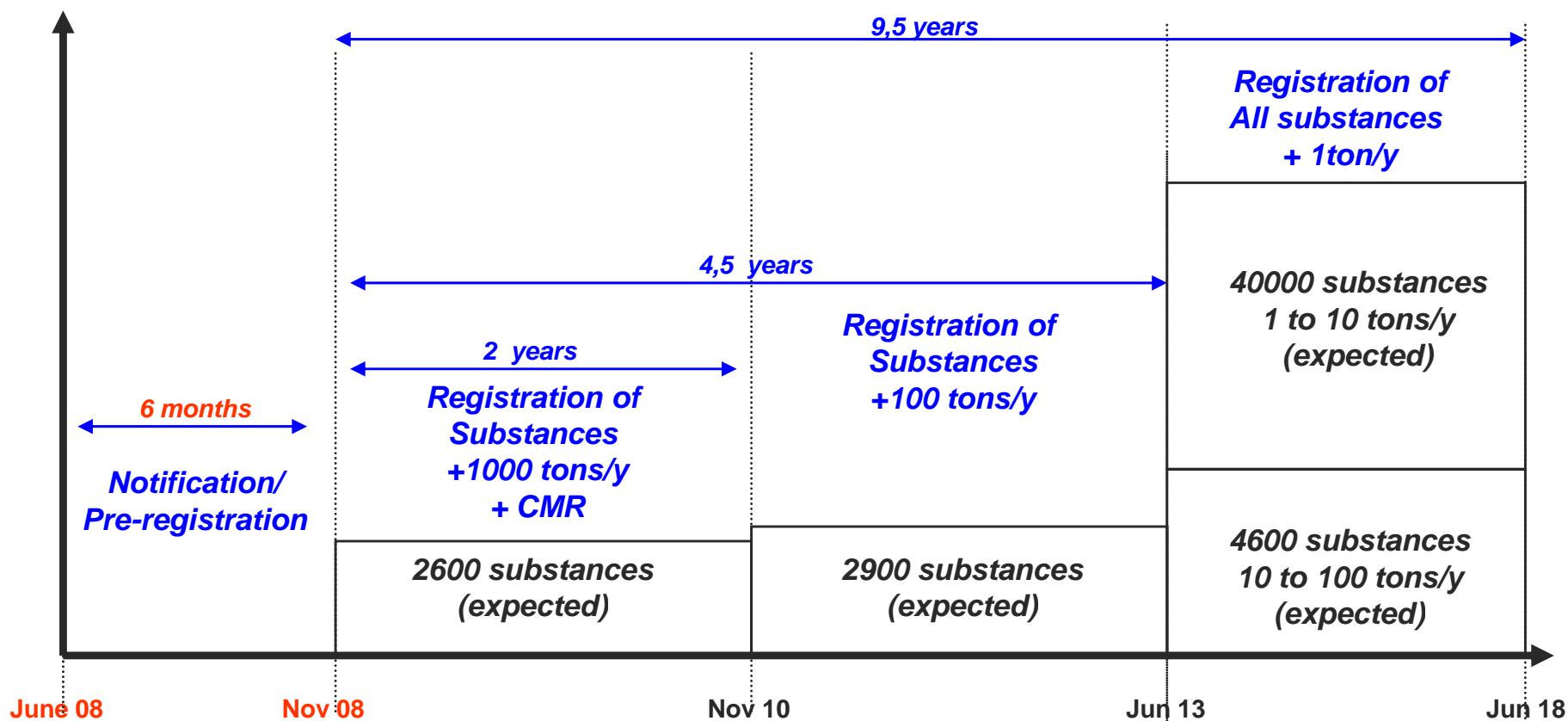
- **Authorisation** will be required for **each use of a substance** belonging to specific groups :

>1 million €

- **CMRs** category 1 and 2
- **PBTs** (persistent, bio-accumulative and toxic),
- **vPvBs** (very persistent and very bio-accumulative)
- and other substances identified as causing serious and irreversible effects on humans and the environment.

# Timelines

- REACH entered in force in June 2007
- Companies have **6 months** as of June 2008 to **notify all substances** ...according to the REACH nomenclature



# AgroChemical Cases

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- REACH already exists in the AgroChemical Business (pesticides) for more than 15 years: **Dir. 91/414/EEC**
- Implementation of regulations (91/414/EEC & 99/45/EC) have learned that:
  - **Notification** increases visibility on niche markets and leads to harder competition
  - **Task Force Leader** consolidates position in market place (e.g. an South Asia based company has “acquired” several active ingredients by taking the lead in taskforces)
  - Task force leader position gives possibility to **exclude competitors**
  - Lack of strategy leads to possible **threats** (several medium size companies have been excluded), like no access to data package and exclusion from market
  - Dialogue and communication with authorities is key to better position its products

# Business priorities... ...beyond Regulatory compliance

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- Minimize financial and business impacts of REACH
- Avoid exclusion threats from consortium and markets
- Identify and use levers for reinforcing own position



# Approach

1

2

3

4

Module	Build Awareness & Confidence	Analyze Portfolio	Build Business Strategy & Scenario Analysis	Complete Registration Dossiers
<b>What</b>	<ul style="list-style-type: none"> <li>■ Education on Reach</li> <li>■ High Level Impact Analysis</li> <li>■ High Level Gap Analysis</li> </ul>	<ul style="list-style-type: none"> <li>■ Data Analysis</li> <li>■ Substance classification – REACH compliant</li> <li>■ Substance/application matrix</li> <li>■ Supply Chain Mapping</li> <li>■ Data file quality check</li> </ul>	<ul style="list-style-type: none"> <li>■ Identification of vulnerable products</li> <li>■ Legal Entity Split</li> <li>■ Competition analysis</li> <li>■ Consortium tactics</li> <li>■ Alternative substance identification</li> <li>■ Supplier Rationalization</li> <li>■ Alternative sourcing</li> <li>■ Market entry/exit</li> </ul>	<ul style="list-style-type: none"> <li>■ Communication up-and down supply chain</li> <li>■ Consortium negotiation and data sharing</li> <li>■ Tox, Ecotox &amp; Environmental risks analysis</li> </ul>
<b>Expected Outcome</b>	<p>Full <b>understanding</b> of REACH and its potential impact</p> <p><b>Messages</b> for clients &amp; suppliers</p>	<p>List of substances <b>ready for notification...</b></p>	<p>A <b>registration plan</b> for each substance <b>maximising</b> the <b>business opportunity</b></p>	<p><b>Registered substances</b></p>

# ExpertReach “à la carte” services

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## ■ Recruitment services

- Industry experts, scientists, environment & health specialists, toxicologists, EC regulation experts, communication & image specialists, advocacy

## ■ Freelance experts

- More than 8.000 experts, wide sector and functional competences
- Contractual flexibility, negotiated fee rates

## ■ Solutions in project mode

- Awareness sessions
- Quantitative mapping and portfolio analysis
- Business Strategy & Scenarios
- Programs set-up and launch
- Databases update and Regulatory watch
- SDS and declarative applications and interfaces
- Sourcing and procurement process redesign
- ...

# Who is behind **ExpertReach** ?

- **ARCADIA International EEIG**
  - a multi-disciplinary international consultancy network dedicated to agro-food & feed value chains.
  - specific expertise in developing and implementing regulatory strategies for the Agro-Chemical business: 15 years experience in supporting Authorization procedures.
  
- **ExpertSelect**
  - a provider of expert resources (to be recruited or freelancers)
  - a specialist in project/program set-up and management
  - fast access to experts and chemical industry specialists, particularly in France and Benelux.
  
- **Lisam**
  - an international Group, leader in chemicals declarative IT applications and substance database management
  - an expert consulting company for REACH and GHS

# Our References

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- ***Adisseo***
- ***Air Products***
- ***Air Liquide***
- ***Albemarle***
- ***Aventis***
- ***BASF***
- ***Bayer Crop Science***
- ***BWT***
- ***Cheminova***
- ***Certis***
- ***DSM***
- ***Dow Chemical***
- ***Dow Corning***
- ***Elementis***
- ***Eurovia***
- ***Eurodye***
- ***FMC***
- ***Govi***
- ***International Specialty Products***
- ***Johnson's & Johnson***
- ***Kemira***
- ***Lhoist***
- ***L'Oréal***
- ***Gowan***
- ***Monsanto***
- ***PCAS***
- ***Résinoplast***
- ***Reboud Roche***
- ***Roulet – Jost***
- ***Solutia***
- ***Syngenta***
- ***Total***
- ***Vertellus (Usa)***

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