

# Corporate Profile



## HB LABORATORIES SDN BHD

is a growing oilfield and water treatment chemical company offering cutting-edge specialty chemical technology, innovative solutions and integrated industrial processes management to its customers in the oil and gas industry in Malaysia. HB Laboratories' core businesses comprise of local chemical products development, manufacturing, marketing, distribution and provision of technical support and services in relation to chemical applications and its performance monitoring to our customers.

HB Laboratories was incorporated in September 2007. Since then, HB Laboratories has built a solid reputation within Malaysia, South East Asia and Middle East's oil and gas industry for its technically proven local chemical formulations, top-notch technical services and abilities to deliver reliable global knowledge-based solutions that continuously help our customers to identify, prevent and solve chemical related issues ranging from exploration, production and water treatment.

With the intention to stamp our presence in Malaysia's oil and gas industry, HB Laboratories successfully obtained a PETRONAS license under the chemical manufacturer category for selected production and well services chemical standardized work categories in December 2009. In recognizing HB Laboratories' localization efforts, PETRONAS further awarded the Restricted Category Bumiputera status for the provision and supply of corrosion inhibitor, scale inhibitor and deoiler in April 2011.

HB Laboratories has been an ISO 9001:2008 Quality Management System certified company since May 2010 and this recognition demonstrated that our operations have been independently audited and met internationally accepted standards and requirements. HB Laboratories aims to use this international requirement as a guideline and measure for continually improving our products and services. We are currently pursuing Health, Safety and Environment certifications, with the adaptation of ISO 14001 and OHSAS 18001 management systems as our continual improvement to business excellence.

The ultimate aim for HB Laboratories is to grow from a local chemical company to becoming regional and global oil and gas service provider. HB Laboratories is constantly moving forward and will continue to pursue new boundaries in this highly competitive oilfield, process and water treatment chemical market, with our primary focus aligned to delivering the highest value to our customers.



# Vision & Mission

## Our Vision

Our vision is to be the lead specialty chemical solutions provider that is recognized locally and respected globally in the oil and gas industry.

## Our Mission

Our mission is to be customer and market-focused, through provision of economical viable customized specialty products and offering of technology-based solutions to our customers.

# Distinctive Competitive Edge

## Our Distinct Flair

In the selection of production chemicals, usually products are being evaluated via field trials, laboratory testing, or basing on history of application in similar processes. The selection of best product remains as primary selection criteria whilst other supporting functions such as product availability, delivery, HS&E functions and provision of technical support are all equally important as well. At HB Laboratories, our value proposition is organizing ourselves in focusing into each of the above area which will deliver distinctive competitive advantage to our customers:

- ✚ Attentive and dedicated local sales and technical services team that continuously collaborating with our customers to ensure our innovative efforts are reflective of our customers' needs and to deliver bespoke solutions to address our customers' toughest technical challenges.
- ✚ Advanced chemical inventory management and excellent local distribution structure that ensure our customers receive continuity of supply of our high quality products in a safe and timely manner.
- ✚ Deployment of on-site experts to our customers' locations for specific chemical performance monitoring, troubleshooting, and provide fast respond with corrective actions to our customers.
- ✚ Accessibility to world-class technologies, technical experts and facilities locally, regionally and globally from our collaborative partners to provide superior service solutions to our customers.



# Corporate Philosophy

## Our Philosophy

HB Laboratories' corporate philosophy is to devote our local talents and leading-edge technology to identify and develop superior products and value-added innovative solutions that answer industry's toughest technical challenges in an eco-friendly way.

## Our Values

The manner in which we operate and conduct our business every day is in accordance with our core values, which we termed it as 'S.P.E.C.I.A.L'. HB Laboratories S.P.E.C.I.A.L core values are embedded in our culture and become our guiding principles in every decision we make.

### Safety

We are committed to operate with the highest levels of safety, security, health and environmental standards, targeting zero injuries, illnesses, spills and lost time accidents.

### People

We understand that our employees are our greatest asset. We recognize that our success is driven by the commitment, capability, energy, diversity and collaborative effort of our employees.

### Excellence

We relentlessly pursue excellence in everything we do, and we strive for continuous improvement of all our business processes, products and services.

### Customer-Focused

We are committed to develop close relationships with our customers by understanding their needs and we are dedicated to deliver value-added services through our innovative solutions to satisfy our customers' needs anytime, anywhere.

### Integrity

We operate in an honest, trustworthy and ethical way. We build trust in our relationships and all business dealings through our actions that are consistent with our core values.

### Accountability





We hold ourselves accountable for all our actions that influence our customers, partners, communities, employees and the environment by honoring our commitments and striving for the best.

### Learning

We progressively provide training and career development to our employees as we believe continuous learning is the way to ensure every employee and the company achieving its full potential.

## Our Business Principles

HB Laboratories applies and follows these five business principles to realize our values.

-  We care for the health and safety of our employees and aim to protect our assets and the environment.
-  We accentuate the importance of integrity and trustworthiness in everything that we do.
-  We respect our shareholders, customers and employees in ensuring the growth of long-standing relationships with all stakeholders.
-  We anticipate and address future changes, respond with innovation from within, and pursue continuous improvement.



- ✚ We continue to develop and bring out the best in our people by providing endless learning opportunities.

## HB Laboratories' Resources

To move forward together with the oil and gas industry, HB Laboratories cannot do without their important resources, namely – **Technology, People** and **Facilities**.

### TECHNOLOGY - Our Way to Move Forward

In a world that revolves around technological excellence, HB Laboratories has placed strong emphasis on research, developing and acquiring new and cost-effective technologies that can assist our customers to operate at the leading-edge of their existing capabilities. HB Laboratories is working on conducting researches via collaboration with local universities, global chemical suppliers and our customers in order to jointly develop technology for specific applications to answer future's oilfield chemical challenges.



### PEOPLE - Our Valuable Driver of Success



HB Laboratories' valuable assets and strengths are not merely in the technology that we can provide but also in our people. Each employee has their own talents and strengths, which combine to create a diverse and resilient workforce within HB Laboratories. At HB Laboratories, we consider our workforce as small but our close-knit community ensures seamless lines of effective communications throughout the company. This encourages close cooperation within the organization, greater understanding amongst employees, synergy of various innovative ideas, and eventually leading to superior quality customer services.

### FACILITIES – Our Future Growth Area

To create a strong presence in the industry, technology and people must be supplemented with state-of-the-art facilities. For HB Laboratories, we have established a 7,800 ft<sup>2</sup> manufacturing facility, warehouses and a technical product development laboratory in Puchong, Selangor. All these facilities are outfitted with prototype production and testing equipment and have become an integral part of HB Laboratories' operations. By having our own production and technical resources, HB Laboratories manage to deliver reliable solutions that eventually, develop into products and services to meet our customers' needs and market opportunities.



Apart from our own facilities, HB Laboratories also has a worldwide network of technical collaboration partners and these global connections have ensured that there is real transfer of

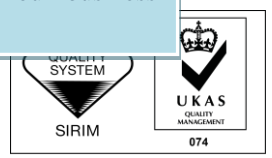
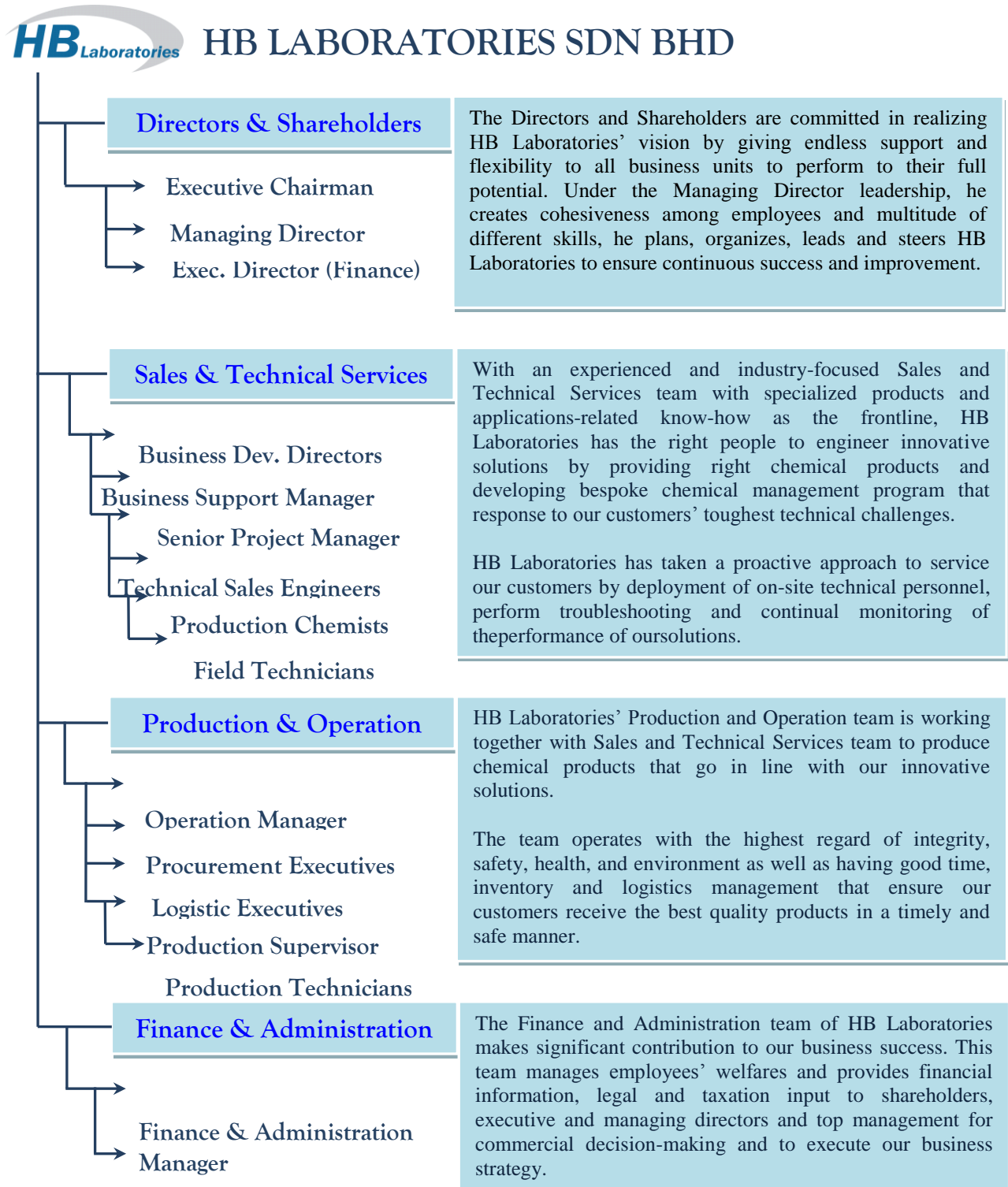




technologies and competencies to our workforce as well as opportunity for HB Laboratories to expand its growth and geographical presence.

## Company Organization

HB Laboratories is a private company that comprises of three business units – **Sales and Technical Services**, **Production and Operations**, and **Finance and Administration** to handle the requirements of our customers in the oilfield, water treatment and chemical process industries.



Account Executives

# Product Range & Service Package

## Drilling Fluid Additives Chemicals

PRODUCT LINE	CHEMISTRY	PRODUCTS OFFERING
Weighting Agent	<ul style="list-style-type: none"> <li>- Barite (API 13A)</li> <li>- Hematite (API 13A)</li> <li>- High Density Marble</li> </ul>	<b>HB-BAR</b> <b>HB-HEM H</b> <b>HB-CARB</b>
Viscosifier	<ul style="list-style-type: none"> <li>- Bentonite (API 13A-4)</li> <li>- Wyoming Bentonite (API 13A-5)</li> <li>- Bentonite (API 13A-6)</li> <li>- Polyanionic Cellulose, High Viscosity</li> <li>- Pure Xanthan Gum</li> <li>- Pure Xanthan Gum, with Dispersant</li> <li>- CMC, High Viscosity</li> <li>- HEC, Liquid and Powder</li> <li>- Attapulgate Clay</li> <li>- Guar Gum Viscosifier</li> <li>- Proprietary Blend for Boring</li> </ul>	<b>HB-BEN 134</b> <b>HB-BEN 135</b> <b>HB-BEN 136</b> <b>HB-PAC R</b> <b>HB-XAN</b> <b>HB-XAN D</b> <b>HB-CEL HV</b> <b>HB-CEL HEC</b> <b>HB-SALT-GEL</b> <b>HB-GUAR-GEL</b> <b>HB-BORE</b>
Loss Circulation Material	<ul style="list-style-type: none"> <li>- Walnut Shells (F,M,C)</li> <li>- Mica Flakes (F,M,C)</li> <li>- Mixture of Cellulosic Material (F,M,C)</li> <li>- Fine Ground Hull</li> <li>- Calcium Carbonate (XF,F,M,C,XC)</li> </ul>	<b>HB-PLUG N</b> <b>HB-PLUG M</b> <b>HB-KWIK-PLUG</b> <b>HB-SEAL XF</b> <b>HB-CARB-SEAL</b>
Fluid Loss Control Additive	<ul style="list-style-type: none"> <li>- Polyanionic Cellulose, Low Viscosity</li> <li>- Polyanionic Cellulose, High Viscosity</li> <li>- CMC, Low Viscosity</li> <li>- CMC, High Viscosity</li> <li>- Non Fermenting Starch (API 13A)</li> <li>- Modified Starch, High Temperature</li> </ul>	<b>HB-PAC SL</b> <b>HB-PAC R</b> <b>HB-CEL LV</b> <b>HB-CEL-HV</b> <b>HB-LOSE</b> <b>HB-LOSE HT</b>
Gas Scavengers	<ul style="list-style-type: none"> <li>- Zinc Carbonate</li> <li>- Triazine Liquid</li> <li>- Oxygen Scavenger, Liquid and Powder</li> <li>- Ironite Sponge</li> </ul>	<b>HB-SCAV ZC</b> <b>HB-SCAV L</b> <b>HB-SCAV OX</b> <b>HB-SPONGE</b>
Shale Stabilizers	<ul style="list-style-type: none"> <li>- Partially Hydrolyzed Polyacrylamide</li> <li>- Partially Hydrolyzed Polyacrylamide, Liquid</li> <li>- Sodium Sulfonate Asphalt</li> </ul>	<b>HB-GEL 100</b> <b>HB-GEL 35</b>  <b>HB-TROL HT</b>
Lubricant & Specialty Additives	<ul style="list-style-type: none"> <li>- Lubricant</li> <li>- Mud Conditioner</li> <li>- Pipe-freeing Agents (Un-weighted Mud)</li> <li>- Pipe-freeing Agents (Weighted Mud)</li> <li>- Sodium Silicate</li> </ul>	<b>HB-DRILLSLIDE</b> <b>HB-DRILLGENT</b> <b>HB-STUCK</b>  <b>HB-SPOT</b> <b>HB-DRILL-SIL</b>
Foam & Defoam	<ul style="list-style-type: none"> <li>- Liquid Defoamer</li> <li>- Aluminium Stearate</li> </ul>	<b>HB-DRILL-DEFOAM L</b> <b>HB-DRILL-DEFOAM</b>



Additives	- Foaming Agents and Surfactants Blend - Foaming Agents and Surfactants Blend, Concentrated	<b>HB-DRILL-FOAM</b> <b>HB-DRILL-FOAM PLUS</b>
Well Protection	- Amine Corrosion Inhibitor - Film Forming Amine Corrosion Inhibitor - Scale Inhibitor - Biocide	<b>HB-HIB</b> <b>HB-HIB PLUS</b> <b>HB-SCAL</b> <b>HB-DRILL-CIDE</b>
Dispersants & Deflocculants	- Chrome Free Lignosulfonate - Chrome Lignosulfate - Polyacrylate Deflocculant - Sodium Acid Pyrophosphate (SAPP)	<b>HB-LIG CF</b> <b>HB-LIG</b> <b>HB-FLOC DF</b> <b>HB-DRILL-SAPP</b>
Oil based Mud Additives	- HTHP Filtration Control - Secondary Emulsifier - Primary Emulsifier - Polyamide Emulsifier - Organophilic Bentonite	<b>HB-TROL</b> <b>HB-TROL PLUS</b> <b>HB-UL</b> <b>HB-UL PLUS</b> <b>HB-GEL</b>
Well Cement Additives	- Cement, API Class 'G' - Cement Retarder - Cement Fluid Loss Additive - Cement Friction Reducer - Silica Flour, High Purity - Silica Sand (All mesh sizes)	<b>HB-WEL-CEM G</b> <b>HB-CEM-SET R</b> <b>HB-CEM-SET FL</b> <b>HB-CEM-SET FR</b> <b>HB-CEM-SIL</b> <b>HB-CEM-SIL SAND</b>
Commercial Chemicals for Drilling	- Sodium Hydroxide (pH Control) - pH Control - Hardness Control - Sodium Chloride and Potassium Chloride (All grades) - Completion Fluid, Base	<b>Caustic Soda</b> <b>Calcium Hydroxide</b> <b>Soda Ash</b> <b>Drilling Salt</b>  <b>Calcium Chloride</b> <b>Calcium Bromide</b>
Specialty Chemicals for Drilling	- Coated and Uncoated Ceramic Media	<b>Proppant</b>

## Acidizing and Fracturing Chemicals

PRODUCT LINE	CHEMISTRY	PRODUCTS OFFERING
Acid Corrosion Inhibitors	- Propargyl Alcohol - Quinoline Quat - Alkoxylated Fatty Amine	<b>HB-ACI Series</b>
Acid Gellants	- Cationic Polyacrylamide - Cationic Surfactant Blends	<b>HB-AG Series</b>
Acidizing and Fracturing Friction Reducers	- Polyacrylamide based Polymers	<b>HB-AFR Series</b> <b>HB-FFR Series</b>
Clay Control Additives	- EPI-DMA Polymer	<b>HB-CCA Series</b>
Surfactants	- Cationic Surfactants - Nonionic Surfactants - Anionic Surfactants - Micellar Surfactants	<b>HB-SURF-C</b> <b>HB-SURF-N</b> <b>HB-SURF-A</b> <b>HB-SURF-M</b>
Foaming Agents	- Cationic Foaming Agent - Nonionic Foaming Agent - Anionic Foaming Agent	<b>HB-FOAM-C</b> <b>HB-FOAM-N</b> <b>HB-FOAM-A</b>



	- Hydrocarbon Foaming Agent	<b>HB-FOAM-H</b>
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## Oilfield Production Chemicals

PRODUCT LINE	CHEMISTRY	PRODUCTS OFFERING
Antifoam/Defoamer	<ul style="list-style-type: none"> <li>- Polydimethylsiloxane</li> <li>- Fatty alcohol alkoxyate</li> <li>- Sulfonate salts</li> <li>- EO/PO Block Copolymers</li> </ul>	<b>HB AF Series</b>
Asphaltene Dispersant & Inhibitors	<ul style="list-style-type: none"> <li>- Alkyl Aryl Sulfonic Acid</li> <li>- Alkylphenols</li> <li>- Fatty Acids Amides</li> </ul>	<b>HB AD Series</b>
Demulsifier / Emulsion Breaker	<ul style="list-style-type: none"> <li>- PolyimineAlkoxyate</li> <li>- Resin Alkoxyate</li> <li>- Amine Alkoxyate</li> <li>- PolyethyleneimineAlkoxyates, Epoxide</li> <li>- Polyesteramine</li> <li>- Modified Polyol</li> <li>- Alkylphenol Resin Oxyalkylated</li> <li>- Resin Ester</li> <li>- Esterified Phenolic Polymer</li> <li>- Naphthalene Sulfonate</li> <li>- EO/EP Block Copolymers</li> </ul>	<b>HB DE Series</b>
Deoiler/ Water Clarifier	<ul style="list-style-type: none"> <li>- EPI/DMA Polyamine</li> <li>- Polyacrylamide</li> <li>- Poly DADMAC</li> <li>- Polyimine</li> <li>- Resin Amine</li> </ul>	<b>HB WC Series</b>
Hydrate Inhibitor & Anti Agglomerates	<ul style="list-style-type: none"> <li>- Polyvinylcaprolactam Copolymer</li> <li>- Quaternary Surfactants</li> </ul>	<b>HB KHI Series</b> <b>HB AA Series</b>
Paraffin Inhibitor, Paraffin Dispersant, Pour Point Depressant	<ul style="list-style-type: none"> <li>- Alkylated Polyesteramide</li> <li>- Amine Alkyl Aryl Sulfonates</li> <li>- Naphthalene Sulfonate</li> <li>- Alkyl Aryl Sulfonic Acid</li> <li>- Aromatic Solvent</li> </ul>	<b>HB PI Series</b> <b>HB PD Series</b> <b>HB PPD Series</b>
Scale Dissolver	<ul style="list-style-type: none"> <li>- Inhibited Organic Acid based</li> <li>- Polycarboxylate</li> </ul>	<b>HB DS Series</b>
Scale Inhibitor	<ul style="list-style-type: none"> <li>- Phosphonate</li> <li>- Acrylate</li> <li>- Maleic Acid</li> <li>- Phosphate Ester</li> </ul>	<b>HB SI Series</b>
Slop Oil/Sludge Breaker	<ul style="list-style-type: none"> <li>- Nanoemulsion Proprietary Blend</li> <li>- Resin Alkoxyate</li> </ul>	<b>HB SB Series</b>

## Pipeline Preservation Chemicals

PRODUCT LINE	CHEMISTRY	PRODUCTS OFFERING
3-in-1 Hydrotest	- Blends of Fatty Amine, QAC and ABS	<b>HB HYDROSAFE 101</b>





Chemical		
Dye	- Fluorescence Dye	<b>HB FLUORESCIN DYE</b>

## Asset Integrity Chemicals

PRODUCT LINE	CHEMISTRY	PRODUCTS OFFERING
Biocide	- Glutaldehyde - THPS - Quaternary Ammonium Chloride - Proprietary Blend	<b>HB GFB Series</b> <b>HB EFB Series</b> <b>HB BIO Series</b>
Corrosion Inhibitor	- TOFA Imidazoline - Phosphate Ester - Ethoxylated Tallow Amine - Alkanolamide - Amine Oxyalkylate - AlkylpyridineQuat - Dimer/Trimer Acid	<b>HB CI Series</b> <b>HB GCI Series</b>
H <sub>2</sub> S Scavenger	- Triazine  - Glyoxal - Proprietary Blend (Non-Amine)	<b>HB HSC 500 Series</b> <b>HB HSC 1000 Series</b> <b>HB HSC 1500 Series</b> <b>HB HSC 2000 Series</b>
Oxygen Scavenger	- Catalyzed Ammonium Bisulphite - Metabisulphite and Sulphite Salts	<b>HB OSC Series</b>

## Cleaning Chemicals

PRODUCT LINE	CHEMISTRY	PRODUCTS OFFERING
General & Biodegradable Degreaser	- Blends of Nonionic, Anionic Surfactants and Chelating Agent	<b>HB CLEAN 1011</b> <b>HB CLEAN 3001</b>
Biodegradable Rigwash	- Blends of Nonionic, Anionic Surfactants and Chelating Agent	<b>HB CLEAN 1051</b>
Biodegradable Rust Remover	- Proprietary Plant based Blend	<b>HB CLEAN 1031</b>
Wax Dispersant	- Proprietary Hydrocarbon Based Blend	<b>HB PD 9401</b>
Sludge Dispersant	- Proprietary Water Based Blend	<b>HB CLEAN 1550 Series</b>

## Water Treatment Chemicals

PRODUCT LINE	CHEMISTRY	PRODUCTS OFFERING
Boiler Treatment	- Oxygen Scavenger - Alkaline Booster - Condensate Treatment - Scale Inhibitor - Sludge Conditioner	<b>HB BWT Series</b>
Cooling Water Treatment	- Biocide - Corrosion Inhibitor - Biodispersant - Scale Dispersant	<b>HB CWT Series</b>
	- Coagulant	



Waste Water Treatment	- Flocculant - Sludge Treatment	<b>HB WWT Series</b>
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## Industrial Chemicals

PRODUCT LINE	CHEMISTRY	PRODUCTS OFFERING
<b>Chemicals for Petrochemical Plants, Power Plants, Gas Processing Plants, Refinery and General Industries.</b> <b>(Remark: Other Industrial Chemicals upon request)</b>	As per Products Offering	<b>Triethylene Glycol (TEG)</b>
		<b>Monoethylene Glycol (MEG)</b>
		<b>Methyl Diethanolamine (MDEA)</b>
		<b>Triethanolamine (TEA)</b>
		<b>Methanol</b>
		<b>Sodium Hypochlorite</b>
		<b>Perchloroethylene</b>
		<b>Sodium Metabisulphite</b>
		<b>Sodium Sulphide</b>
		<b>Sulfolane</b>
		<b>DEPA</b>
<b>Morpholine</b>		

## Experiences / Work References

Users	Work Description	Year
Upstream Service Providers (Malaysia) Upstream E&P operators (Malaysia) Upstream E&P operator (Turkmenistan) Upstream E&P operator (Oman) Downstream (Refinery & Power Plant) operators	<ul style="list-style-type: none"> <li>On-site product development</li> <li>Supply of Production Chemicals (demulsifier, water clarifier, defoamer &amp; sludge breaker)</li> <li>Supply of Asset Integrity Chemicals (corrosion inhibitor, biocide, oxygen scavenger &amp; hydrogen sulphide scavenger)</li> <li>Supply of Flow Assurance Chemicals (pour point depressant, hydrate inhibitor, scale inhibitor, paraffin dispersant &amp; descaler)</li> <li>Supply of pipeline preservation chemicals, dye &amp; degreaser</li> <li>Supply of Drilling Chemicals (drilling mud additives, fracturing chemicals, drilling additives, drilling lubricants)</li> <li>Supply of Generic Chemicals (MEG, MDEA, TEG, Sulfolane)</li> <li>Supply of Marine Chemical (biocide for marine growth control)</li> </ul>	2008 - Present

### Request for Information:

HB Laboratories sales and technical services team would like to hear from you should you require any addition information with regards to product samples or technical assistance. Please contact HB Laboratories at [info@hblab.com.my](mailto:info@hblab.com.my)

