

March 17th, 2006

THE CHEMICAL WHOLESALE TRADE IN FIGURES – 2005

A. THE CHEMICAL WHOLESALE TRADE

I. Number of Chemical wholesalers, undertakings and jobs

	Companies	inventory-holding undertaking
inventory holding distribution ¹⁾	58	116
companies in import/export and speciality traders ²⁾	102	194
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total:	160 ³⁾	310

¹⁾ Stocks are held in the company's own or rented store as distinct from intermediate storage with shipping agents and storage companies.

²⁾ Includes commission agents and dealers who mainly deal in chemicals.

³⁾ According to the membership information given by the Verband Chemiehandel and the Hamburger Drogen- und Chemikalienverein - total: 140; the undertaking independent of the association were estimated at 20. The total number excludes the distribution companies owned by the chemical industry.

Total number of jobs:	6.693	(- 0,1 % vs 2004)
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of which:

inventory holding distribution:	4.689	(- 0,6 %)
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import/export and speciality traders:	2.004	(+ 1,2 %)
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II. Turnover

total turnover : 9.817 (+ 8,0 %)
(in million € without value added tax)

of which:

• *inventory holding distribution* : 3.245 (+ 6,2 %)

• *import/export and speciality trade* : 6.572 (+ 8,9 %)

of which:

• *inland* : 3.512 (+ 5,7 %)

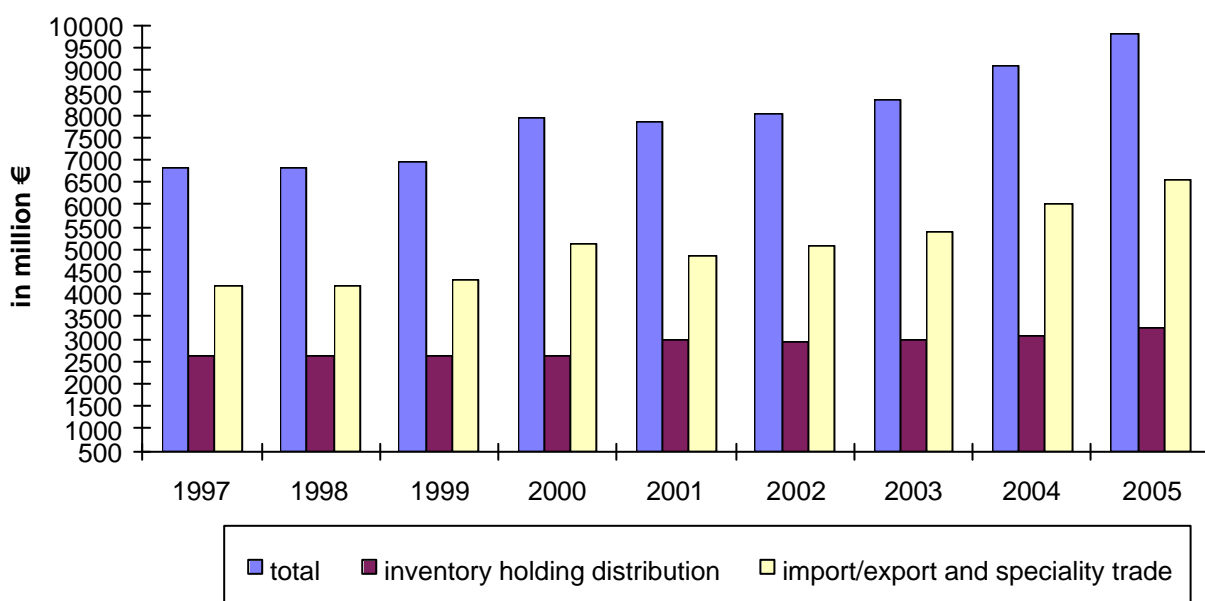
• *subsidiaries abroad* : 3.060 (+ 12,8 %)

inland turnover (6.757 Mio.€) is apportioned to

• *direct shipment* : 38,2 % (2004: 34,7 %)

• *export to* · · *EU-Countries* : 12,2 % (2004: 11,7 %)
· · *third countries:* 6,7 % (2004: 5,8%)

development of turnover 1997 to 2005



III. Procurement

Purchase value of goods

total import : 35,1 % (2004 : 34,6 %)

import by inventory keeping distributors : 19,8 % (2004 : 20,4 %)

import by import/export and speciality traders : 72,0 % (2004 : 70,2 %)

B. INVENTORY HOLDING DISTRIBUTORS BUSINESS

I. Company structure and turnover size of the inventory holding distributors (members of Verband Chemiehandel)

partnership and
private companies

43 of which

- with branches 14
- tied to a group 3

shareholding companies

15 of which

- with branches 8
- tied to a group 5

Turnover classes

turnover per annum up to	2,5 Mio €	6
2,5 -	5 Mio €	13
5 -	12,5 Mio €	8
12,5 -	25 Mio €	16
25 -	50 Mio €	9
over	50 Mio €	6

II. Turnover in terms of quantity (in tons) ⁴⁾

acids and alkalis (solid and liquid)	3.670.000	(± 0 % vs 2004)
solvents	876.000	(+ 0,5 %)
solid products	871.000	(+ 2,5 %)
others	400.000	(+ 8,5 %)

total quantity	5.817.000	(+ 1,0 %)
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⁴⁾ including direct shipments transacted by inventory keeping distributors.

Development of total quantity	
1997	5.189.000
1998	5.267.000
1999	5.432.000
2000	5.632.000
2001	5.598.000
2002	5.656.000
2003	5.735.000
2004	5.761.000
2005	5.817.000

III. Development of turnover in the inventory keeping chemical distribution, classified in accordance with size of undertaking

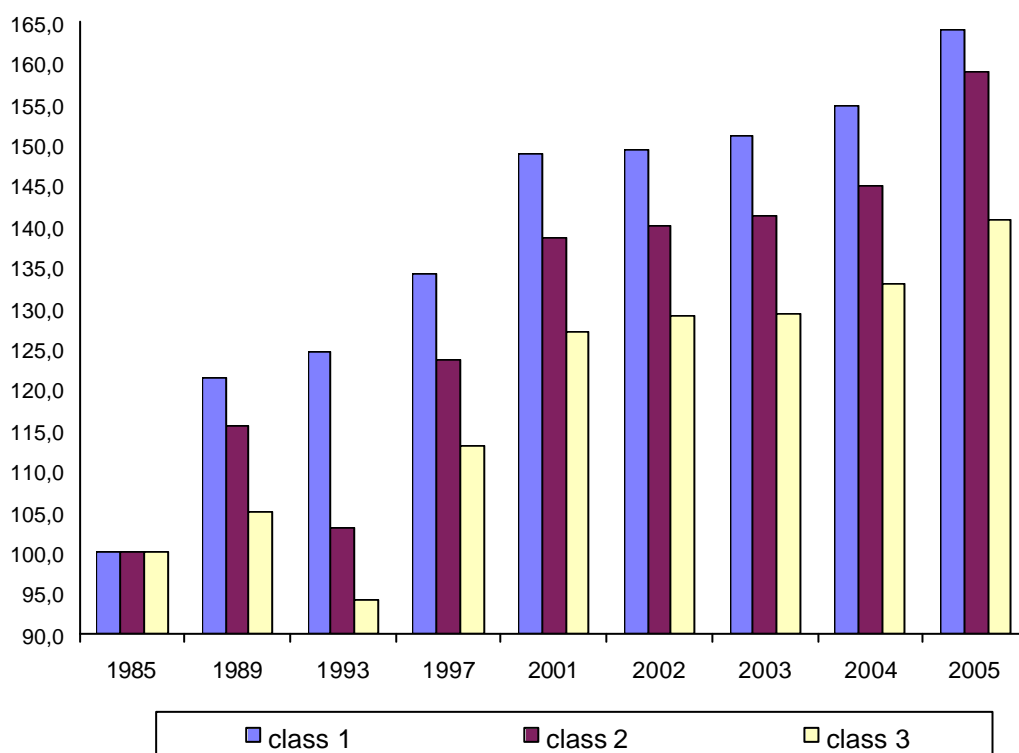
	1985	1989	1993	1997	2001	2002	2003	2004	2005
<i>class 1: turnover 1985 up to 5 Mio €</i>	100	121,5	124,7	134,1	148,8	149,4	151,2	154,8	164,1
<i>class 2: turnover 1985 5-25 Mio €</i>	100	115,4	102,9	123,5	138,6	140,0	141,4	144,9	159,0
<i>class 3: turnover 1985 over 25 Mio. €</i>	100	105,0	94,2	113,1	127,0	128,9	129,2	133,0	140,7

changes 2005 versus 2004

class 1: + 6,0 %

class 2: + 9,7 %

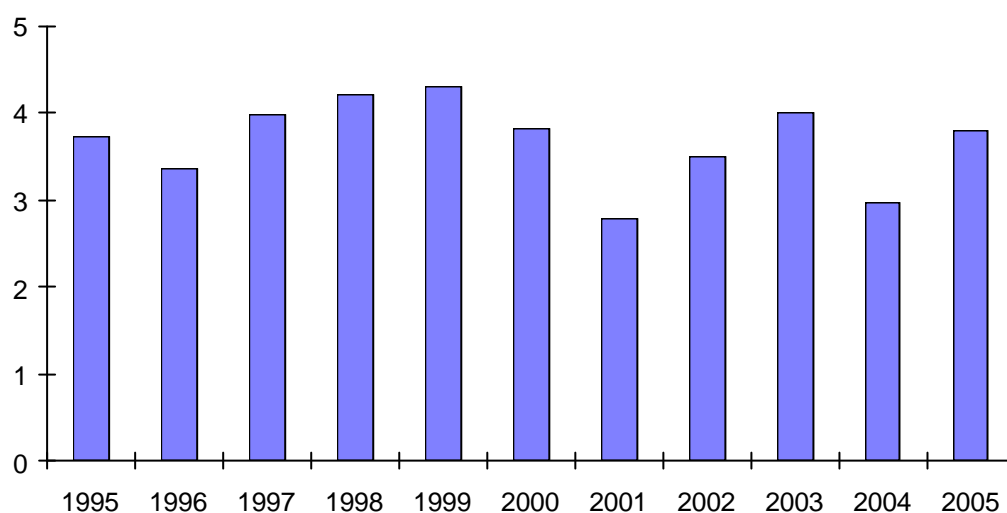
class 3: + 5,8 %



IV. Investments structure

average investment quota of the stock-holding trade (gross capital investment in % of turnover)

2005: 3,80 (2004: 2,97) - this results in an investment volume of 123 Mio € in 2005.



Investments (incl. leasing) by assets

warehouse buildings	10,5 %
other buildings	11,2 %
technical storage facilities (automation, computerised facilities etc)	29,4 %
truck facilities	23,7 %
investment due to environmental reasons	16,1 %
others	9,1 %

Purpose of investment ⁵⁾

replacement/updating	73,8 %
expansion	20,4 %
rationalisation	17,9 %
environmental reasons	25,1 %

⁵⁾ double counting possible

Form of financing of investments

<i>profit and write-offs</i>	66,5 %
<i>increase of capital</i>	7,2 %
<i>restructuring of financial assets</i>	3,7 %
<i>loans</i>	22,6 %

Planned investments for 2006 are 130 % of the 2005 actual.

V. Storage and transport capacities

<i>stores for solids</i>	410.800 m^2 (+ 0,3 % vs. 2004)
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<i>stores for solvents (tanks and packagings)</i>	187.600 m^3 (- 1,5 %)
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<i>stores for acids, alkalis and other liquids, (tanks and packagings)</i>	149.100 m^3 (- 0,9 %)
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<i>transport vehicles</i>	830 (+ 2,5 %)
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