

April 2<sup>nd</sup>, 2007

## THE CHEMICAL WHOLESALE TRADE IN FIGURES – 2006

### A. THE CHEMICAL WHOLESALE TRADE

#### I. Number of Chemical wholesalers, undertakings and jobs

	<i>Companies</i>	<i>inventory-holding undertaking</i>
<i>inventory holding distribution</i> <sup>1)</sup>	56	111
<i>companies in import/export and speciality traders</i> <sup>2)</sup>	100	195
<hr/>		
<i>total:</i>	<i>156</i> <sup>3)</sup>	<i>306</i>

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

<sup>2)</sup> *Includes commission agents and dealers who mainly deal in chemicals.*

<sup>3)</sup> *According to the membership information given by the Verband Chemiehandel and the Hamburger Drogen- und Chemikalienverein - total: 136; 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:** 6.831 (+ 2,1 % vs 2005)

**of which:**

*inventory holding distribution:* 4.773 (+ 1,8 %)

*import/export and speciality traders:* 2.058 (+ 2,7 %)

## II. Turnover

*total turnover* : 10.928 (+ 11,3 %)  
(in million € without value added tax)

**of which:**

• *inventory holding distribution* : 3.560 (+ 9,7 %)

• *import/export and speciality trade* : 7.368 (+ 12,1 %)

**of which:**

• *inland* : 3.898 (+ 11,0 %)

• *subsidiaries abroad* : 3.470 (+ 13,4 %)

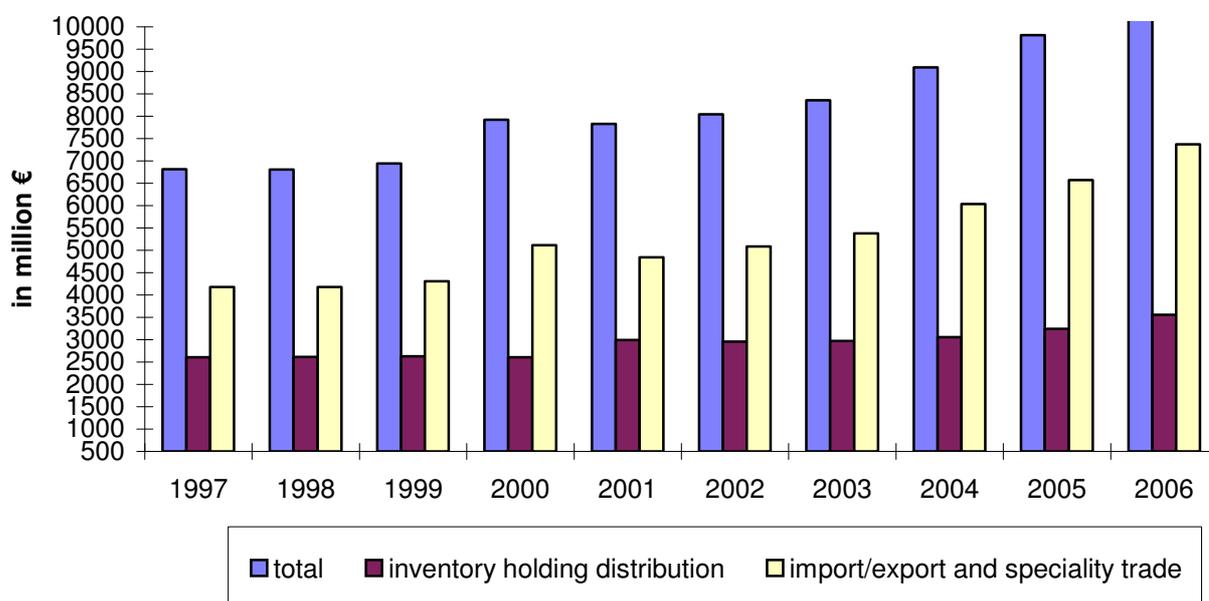
inland turnover (7.458 Mio.€) is apportioned to

• *direct shipment* : 35,5 % (2005: 38,2 %)

• *export to •• EU-Countries* : 11,7 % (2005: 12,2 %)

•• *third countries:* 6,4 % (2005: 6,7 %)

### development of turnover 1997 to 2006



## III. Procurement

### Purchase value of goods

*total import* : 37,0 % (2005 : 35,1 %)

*import by inventory keeping distributors* : 21,4 % (2005 : 19,8 %)

*import by import/export and speciality traders* : 73,9 % (2005 : 72,0 %)

## **B. INVENTORY HOLDING DISTRIBUTORS BUSINESS**

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

<i>partnership and private companies</i>	42	<i>of which</i>	
		• <i>with branches</i>	13
		• <i>tied to a group</i>	3
<i>shareholding companies</i>	14	<i>of which</i>	
		• <i>with branches</i>	7
		• <i>tied to a group</i>	5

#### ***Turnover classes***

<i>turnover per annum up to</i>	<i>2,5 Mio €</i>	5
	<i>2,5 - 5 Mio €</i>	12
	<i>5 - 12,5 Mio €</i>	10
	<i>12,5 - 25 Mio €</i>	15
	<i>25 - 50 Mio €</i>	8
	<i>over 50 Mio €</i>	6

### **II. Turnover in terms of quantity (in tons) <sup>4)</sup>**

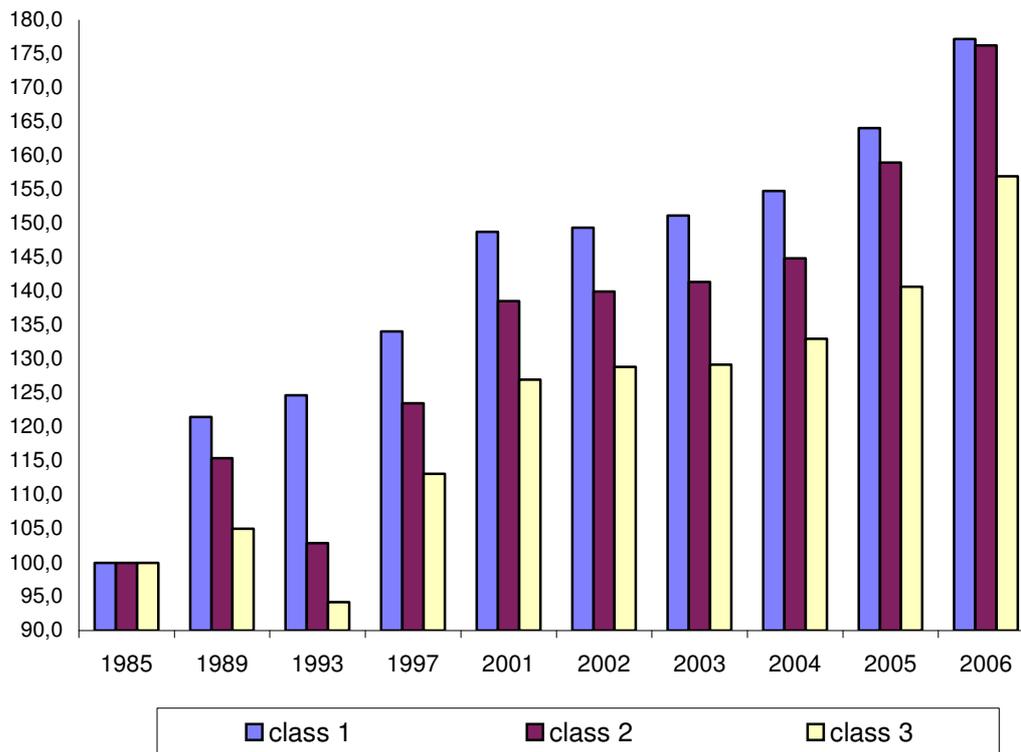
<i>acids and alkalis (solid and liquid)</i>	3.849.000	(+ 4,9 % vs 2005)
<i>solvents</i>	909.000	(+ 3,8 %)
<i>solid products</i>	918.000	(+ 5,4 %)
<i>specialities</i>	424.000	(+ 6,0 %)
<hr/> <i>total quantity</i>	<hr/> 6.100.000	<hr/> (+ 4,8 %)

<sup>4)</sup> including direct shipments transacted by inventory keeping distributors.

<i>Development of total quantity</i>	
<i>1998</i>	<i>5.267.000</i>
<i>1999</i>	<i>5.432.000</i>
<i>2000</i>	<i>5.632.000</i>
<i>2001</i>	<i>5.598.000</i>
<i>2002</i>	<i>5.656.000</i>
<i>2003</i>	<i>5.735.000</i>
<i>2004</i>	<i>5.761.000</i>
<i>2005</i>	<i>5.817.000</i>
<i>2006</i>	<i>6.100.000</i>

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

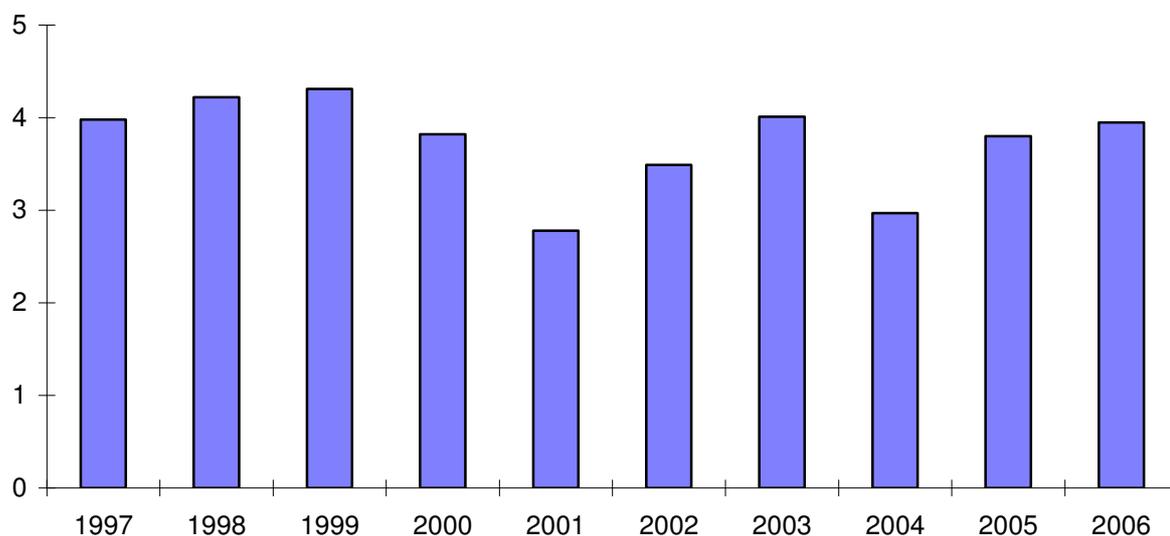
	1985	1989	1993	1997	2001	2002	2003	2004	2005	2006
<i>class 1: turnover 1985 up to 5 Mio €</i>	100	121,5	124,7	134,1	148,8	149,4	151,2	154,8	164,1	177,2
<i>class 2: turnover 1985 5-25 Mio €</i>	100	115,4	102,9	123,5	138,6	140,0	141,4	144,9	159,0	176,3
<i>class 3: turnover 1985 over 25 Mio. €</i>	100	105,0	94,2	113,1	127,0	128,9	129,2	133,0	140,7	157,0
	<i>changes 2006 versus 2005</i>					<i>class 1: + 8,0 %</i>				
						<i>class 2: + 10,9 %</i>				
						<i>class 3: + 11,6 %</i>				



#### IV. Investments structure

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

2006: 3,95 (2005: 3,80) - this results in an investment volume of 140 Mio € in 2006.



#### Investments (incl. leasing) by assets

warehouse buildings	13,7 %
other buildings	11,4 %
technical storage facilities (automation, computerised facilities etc)	26,0 %
truck facilities	24,2 %
investment due to environmental reasons	12,8 %
others	11,9%

#### Purpose of investment<sup>5)</sup>

replacement/updating	74,1 %
expansion	19,5 %
rationalisation	18,0 %
environmental reasons	23,4 %

<sup>5)</sup> double counting possible

Form of financing of investments

<i>profit and write-offs</i>	69,1 %
<i>increase of capital</i>	7,0 %
<i>restructuring of financial assets</i>	3,3 %
<i>loans</i>	20,6 %

*Planned investments for 2007 are 94 % of the 2006 actual.*

V. Storage and transport capacities

<i>stores for solids</i>	413.700 m <sup>2</sup> (+ 0,7 % vs. 2005)
<i>stores for solvents (tanks and packagings)</i>	191.300 m <sup>3</sup> (+ 0,5 %)
<i>stores for acids, alkalis and other liquids, (tanks and packagings)</i>	152.100 m <sup>3</sup> (+ 1,1 %)
<i>transport vehicles</i>	857 (+ 3,3 %)