

March 19th, 2008

THE CHEMICAL WHOLESALE TRADE IN FIGURES – 2007

A. THE CHEMICAL WHOLESALE TRADE

I. Number of Chemical wholesalers, undertakings and jobs

	Companies	inventory-holding undertaking
inventory holding distribution ¹⁾	59	115
companies in import/export and speciality traders ²⁾	104	199
<hr/>		
total:	163 ³⁾	314

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: 143; 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: 6.905 (+ 1,1 % vs 2006)

of which:

inventory holding distribution: 4.833 (+ 1,3 %)

import/export and speciality traders: 2.072 (+ 0,7 %)

II. Turnover

total turnover: 12.040 (+ 10,2 %)
(in million € without value added tax)

of which:

- inventory holding distribution: 3.689 (+ 5,4 %)
- import/export and speciality trade: 8.351 (+ 13,3 %)

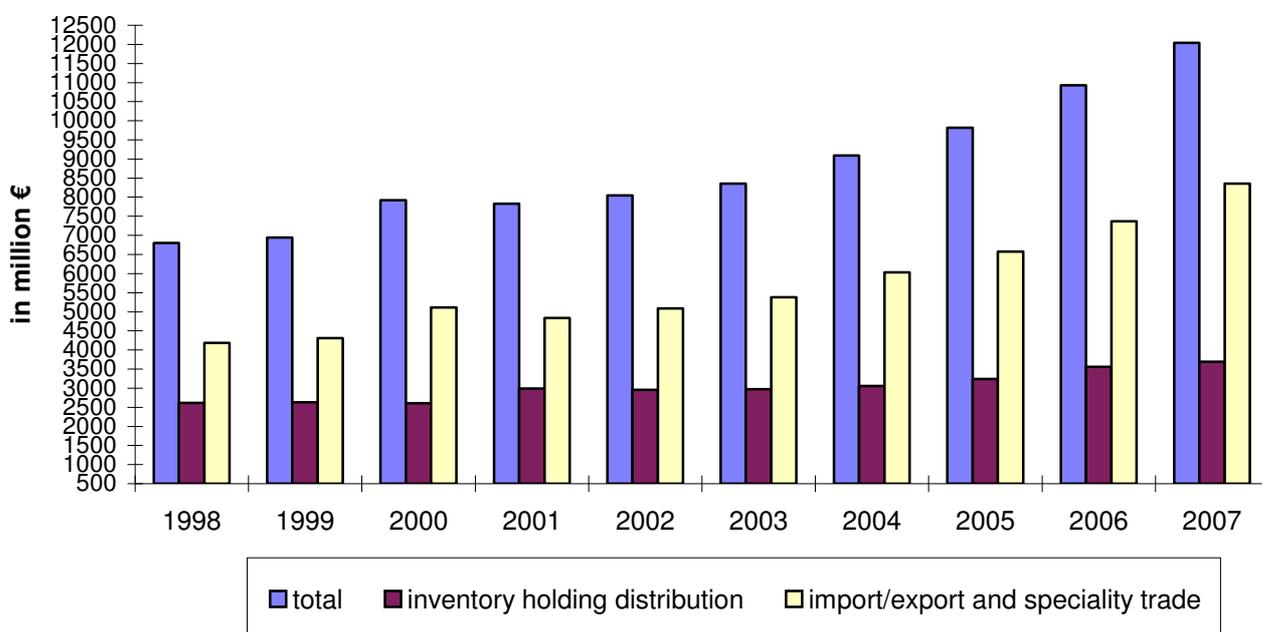
of which:

- inland: 4.381 (+ 12,4 %)
- subsidiaries abroad: 3.970 (+ 14,4 %)

inland turnover (7.458 Mio.€) is apportioned to

- direct shipment: 34,5 % (2006: 35,5 %)
- export to •• EU-Countries : 12,6 % (2006: 11,7 %)
- third countries: 7,0 % (2006: 6,4 %)

development of turnover 1998 to 2007



III. Procurement

Purchase value of goods

total import : 37,4 % (2006 : 37,0 %)
import by inventory keeping distributors : 21,8 % (2006 : 21,4 %)
import by import/export and speciality traders: 74,2 % (2006 : 73,9 %)

B. INVENTORY HOLDING DISTRIBUTORS BUSINESS

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

partnership and private companies	45	of which	
		• with branches	13
		• tied to a group	3
shareholding companies	14	of which	
		• with branches	7
		• 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 €	11
	12,5 -	25 Mio €	15
	25 -	50 Mio €	8
	over	50 Mio €	6

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

acids and alkalis (solid and liquid)	3.930.000	(+ 2,1 % vs 2006)
solvents	920.000	(+ 1,2 %)
solid products	901.000	(- 1,9 %)
specialities	442.000	(+ 4,3 %)

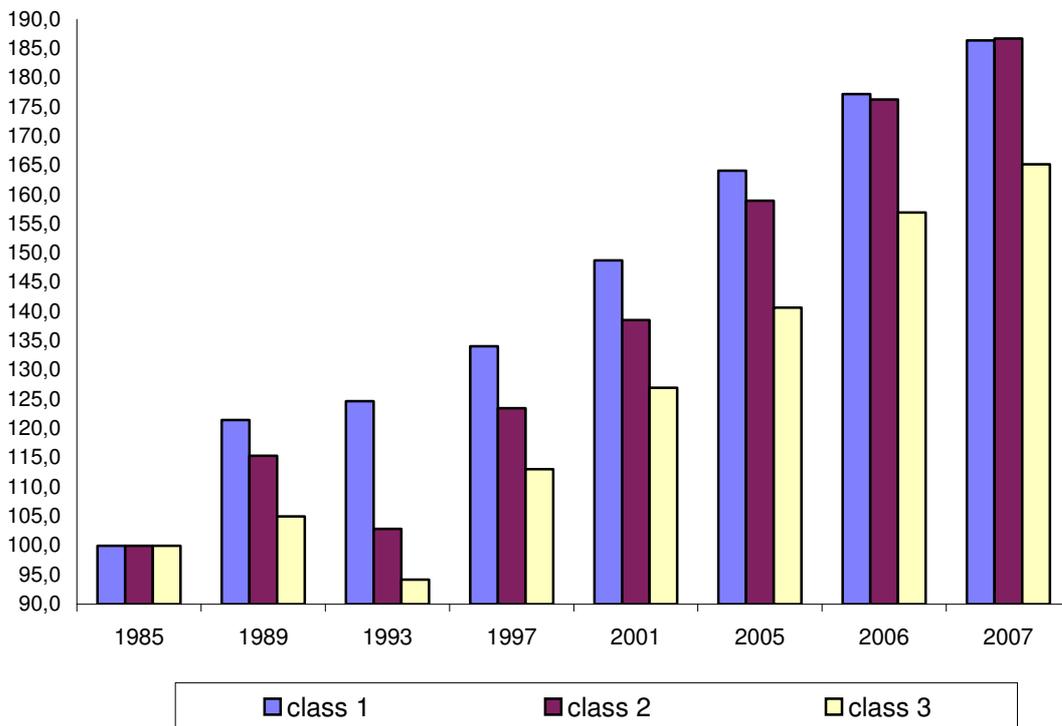
total quantity	6.193.000	(+ 1,5 %)
----------------	-----------	-----------

⁴⁾ including direct shipments transacted by inventory keeping distributors.

Development of total quantity	
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
2006	6.100.000
2007	6.193.000

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

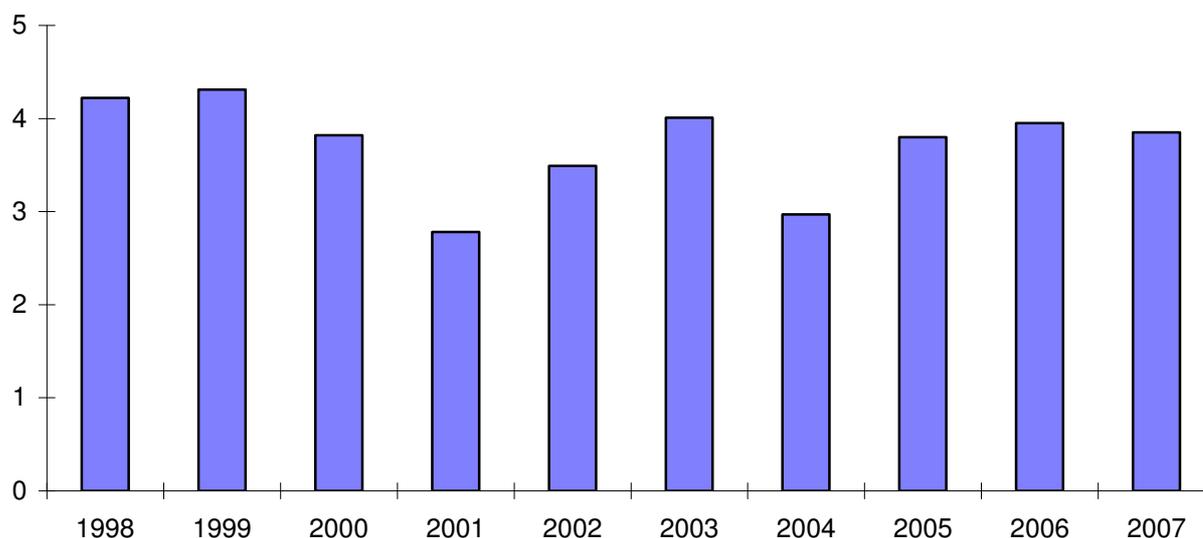
	1985	1989	1993	1997	2001	2005	2006	2007	
<i>class 1: turnover 1985 up to 5 Mio €</i>	100	121,5	124,7	134,1	148,8	164,1	177,2	186,4	
<i>class 2: turnover 1985 5-25 Mio €</i>	100	115,4	102,9	123,5	138,6	159,0	176,3	186,7	
<i>class 3: turnover 1985 over 25 Mio. €</i>	100	105,0	94,2	113,1	127,0	140,7	157,0	165,2	
		<i>changes 2007 versus 2006</i>		class 1: + 5,2 %		class 2: + 5,9 %		class 3: + 5,2 %	



IV. Investments structure

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

2007: 3,85 (2006: 3,95) - this results in an investment volume of 142 Mio € in 2007.



Investments (incl. leasing) by assets

warehouse buildings	16,9 %
other buildings	9,8 %
technical storage facilities (automation, computerised facilities etc)	28,1 %
truck facilities	25,0 %
investment due to environmental reasons	10,8 %
others	9,4 %

Purpose of investment⁵⁾

replacement/updating	78,3 %
expansion	15,7 %
rationalisation	15,9 %
environmental reasons	20,1 %

⁵⁾ double counting possible

Form of financing of investments

<i>profit and write-offs</i>	65,4 %
<i>increase of capital</i>	6,5 %
<i>restructuring of financial assets</i>	4,1 %
<i>loans</i>	24,0 %

Planned investments for 2008 are 105 % of the 2007 actual.

V. Storage and transport capacities

<i>stores for solids</i>	414.500 m ² (+ 0,2 % vs. 2006)
<i>stores for solvents (tanks and packagings)</i>	192.100 m ³ (+ 0,4 %)
<i>stores for acids, alkalis and other liquids, (tanks and packagings)</i>	151.600 m ³ (- 0,3 %)
<i>transport vehicles</i>	852 (- 0,5 %)