

March 17th, 2016

THE CHEMICAL WHOLESALE TRADE IN FIGURES – 2015

A. THE CHEMICAL WHOLESALE TRADE

I. Number of Chemical wholesalers, undertakings and jobs

| | Companies | inventory-holding undertaking |
|---|-------------------|-------------------------------|
| inventory holding distribution ¹⁾ | 52 | 106 |
| companies in import/export and speciality traders ²⁾ | 102 | 202 |
| <hr/> | | |
| total: | 154 ³⁾ | 308 |

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: 134; 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: 7.289 (+ 1,8 % vs 2014)

of which:

inventory holding distribution: 5.084 (+ 2,4 %)

import/export and speciality traders: 2.205 (+ 0,5 %)

II. Turnover

total turnover: 12.845 (- 4,2 %)
(in million € without value added tax)

of which:

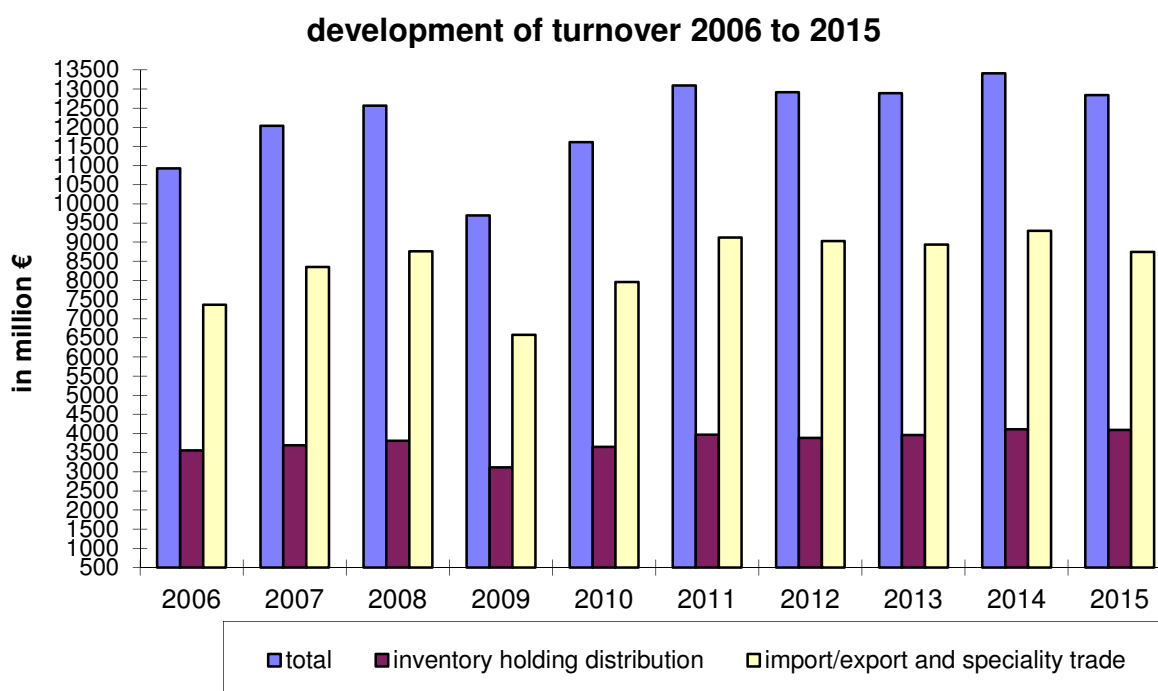
- inventory holding distribution: 4.097 (- 0,6 %)
- import/export and speciality trade: 8.748 (- 5,9 %)

of which:

- inland: 4.708 (- 6,1 %)
- subsidiaries abroad: 4.040 (- 5,7 %)

inland turnover (9.127 Mio.€) is apportioned to

- direct shipment: 35,4 % (2014: 34,0 %)
- export to •• EU-Countries: 15,2 % (2014: 15,6 %)
- third countries: 11,5 % (2014: 10,4 %)



III. Procurement

Purchase value of goods

total import : 43,0 % (2014 : 42,7 %)
import by inventory keeping distributors : 24,6 % (2014 : 25,8 %)
import by import/export and speciality traders: 74,5 % (2014 : 74,4 %)

B. INVENTORY HOLDING DISTRIBUTORS BUSINESS

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

| | | | |
|-----------------------------------|----|-------------------|----|
| partnership and private companies | 39 | of which | |
| | | • with branches | 13 |
| | | • tied to a group | 3 |
| shareholding companies | 13 | of which | |
| | | • with branches | 9 |
| | | • tied to a group | 5 |

Turnover classes

| | | | |
|--------------------|--------|------------|----|
| turnover per annum | up to | 2,5 Mio € | 4 |
| | 2,5 - | 5 Mio € | 9 |
| | 5 - | 12,5 Mio € | 14 |
| | 12,5 - | 25 Mio € | 12 |
| | 25 - | 50 Mio € | 8 |
| | over | 50 Mio € | 5 |

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

| | | |
|--------------------------------------|-----------|-------------------|
| acids and alkalis (solid and liquid) | 4.042.000 | (- 2,0 % vs 2014) |
| solvents | 858.000 | (- 3,6 %) |
| solid products | 827.000 | (+ 1,8 %) |
| specialities | 536.000 | (+ 2,2 %) |
| <hr/> | | |
| total quantity | 6.263.000 | (- 1,4 %) |

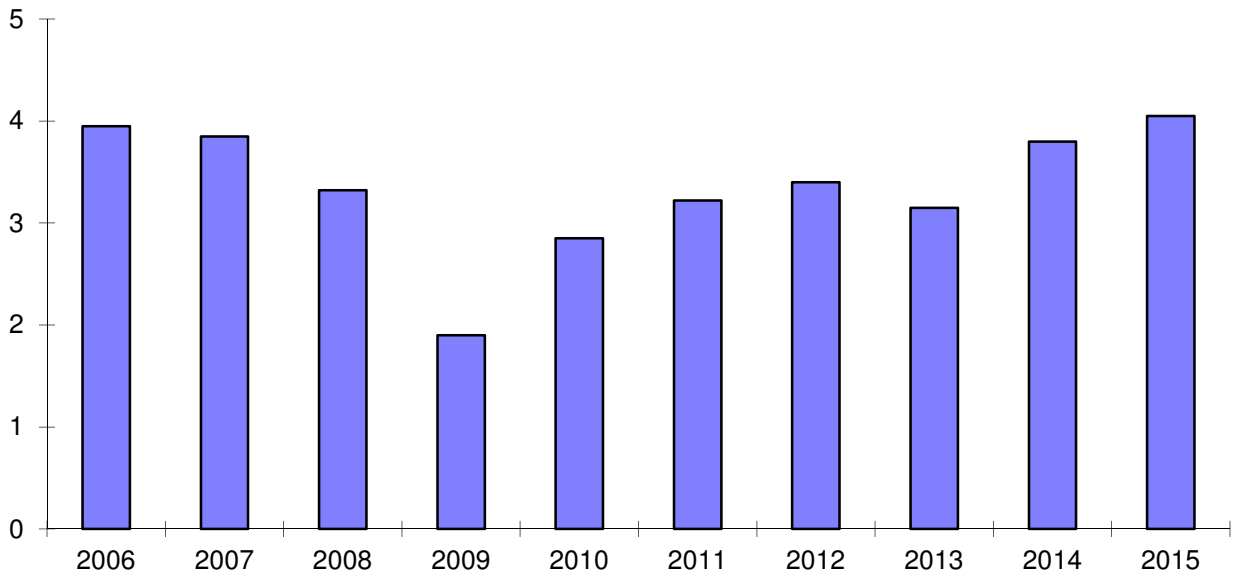
6) including direct shipments transacted by inventory keeping distributors.

| Development of total quantity | |
|-------------------------------|-----------|
| 2006 | 6.100.000 |
| 2007 | 6.193.000 |
| 2008 | 6.212.000 |
| 2009 | 5.411.000 |
| 2010 | 6.202.000 |
| 2011 | 6.159.000 |
| 2012 | 5.980.000 |
| 2013 | 6.077.000 |
| 2014 | 6.350.000 |
| 2015 | 6.263.000 |

IV. Investments structure

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

2015: 4,05 (2014: 3,80) - this results in an investment volume of 166 Mio € in 2015.



Investments (incl. leasing) by assets

| | |
|---|--------|
| warehouse buildings | 7,2 % |
| other buildings | 6,0 % |
| technical storage facilities (automation, computerised facilities etc) | 21,4 % |
| truck facilities | 30,8 % |
| investment due to environmental reasons | 13,6 % |
| others | 21,0 % |

Purpose of investment⁵⁾

| | |
|-----------------------|--------|
| replacement/updating | 75,8 % |
| expansion | 16,3 % |
| rationalisation | 16,4 % |
| environmental reasons | 22,1 % |

⁵⁾ double counting possible

Form of financing of investments

| | |
|--|--------|
| <i>profit and write-offs</i> | 67,4 % |
| <i>increase of capital</i> | 6,7 % |
| <i>restructuring of financial assets</i> | 4,0 % |
| <i>loans</i> | 21,9 % |

Planned investments for 2016 are 112 % of the 2015 actual.

V. Storage and transport capacities

| | |
|--|--|
| <i>stores for solids</i> | 410.900 m ² (± 0 % vs. 2014) |
| <i>stores for solvents (tanks and packagings)</i> | 192.900 m ³ (- 0,3 %) |
| <i>stores for acids, alkalis and other liquids, (tanks and packagings)</i> | 150.500 m ³ (+ 0,4 %) |
| <i>transport vehicles</i> | 811 (+ 1,1 %) |