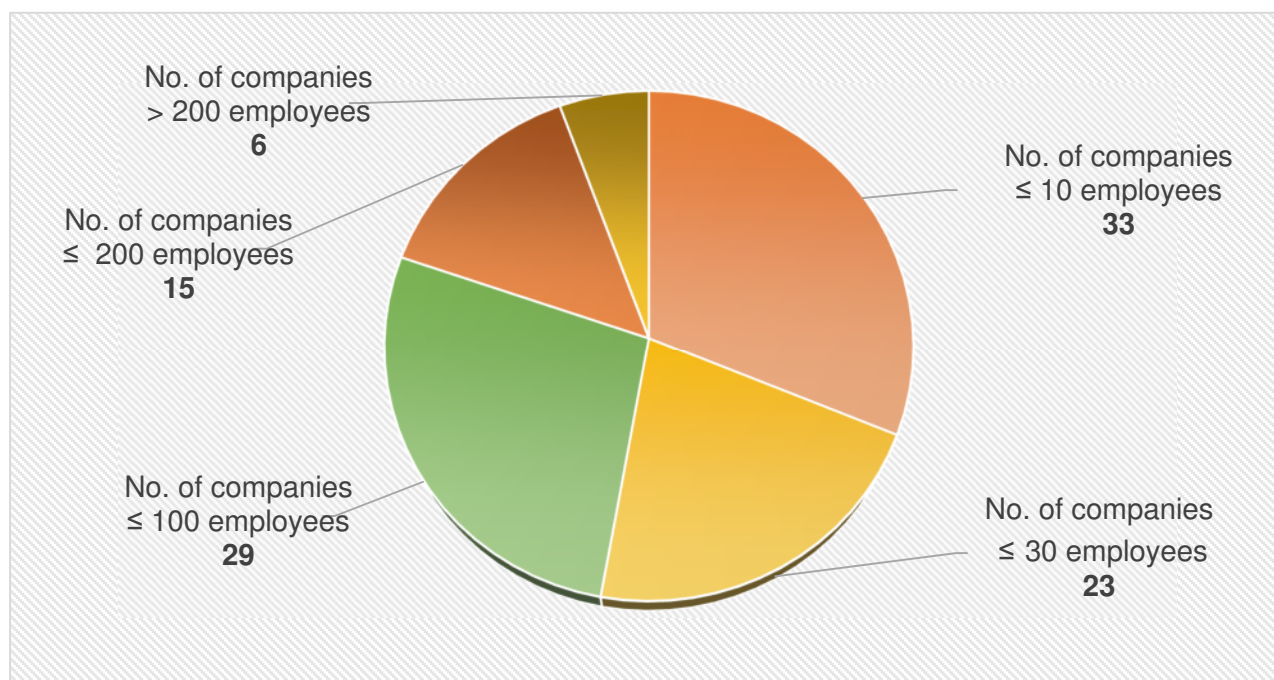


March 2019

THE CHEMICAL WHOLESALE TRADE IN FIGURES - 2018

A. The chemical wholesale trade

I. Company structure of Verband Chemiehandel's members



The Association of Chemical Distributors represents stockholding, import/export and speciality Distributors. The Members structure is composed of mainly small and medium sized companies with less than 30 employees.

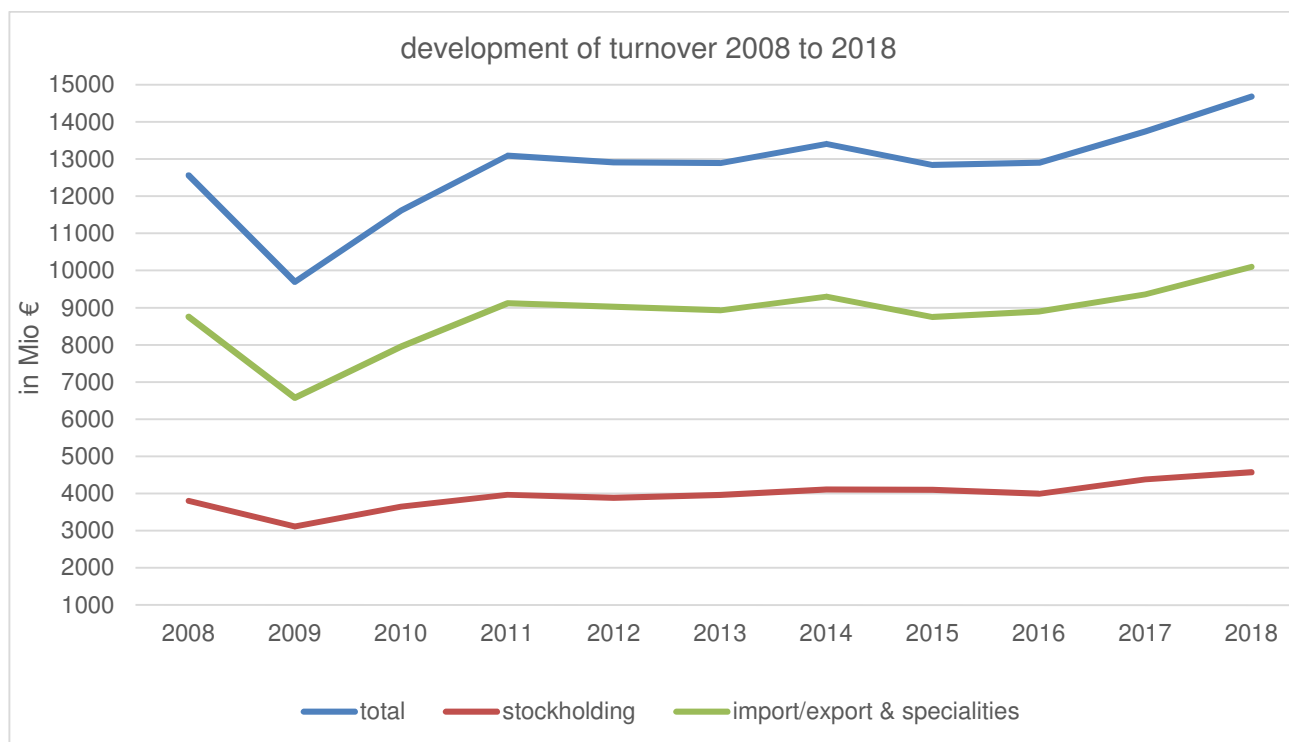
	total	changes vs. 2017 (in %)
Total number of jobs	7.808	+ 2,0
• stockholding distribution	5.482	+ 1,7
• import/export & speciality distribution	2.326	+ 2,9

II. Turnover

	turnover (in Mio. € without value added tax.)	changes vs. 2017 (in %)
Total turnover	14.680	+ 6,8
• Stockholding distribution	4.573	+ 4,3
• import/export & speciality distribu- tion	10.107	+ 8

Domestic turnover (10.050 Mio. €)

turnover	2018 (in %)	2017 (in %)
Direct shipments	35,5	34,0
Export EU	16,0	17,2
Export third countries	12,2	12,8



III. Procurement

Purchased value of goods

Import	2018 (in %)	2017 (in %)
Total import	46,1	45,0
Import by stockholding distributors	27,7	27,1
Import by import/export & speciality distribution	77,3	75,4

B. Stockholding distributors business

(members of Verband Chemiehandel)

I. Company structure and turnover size of the stockholding distributors

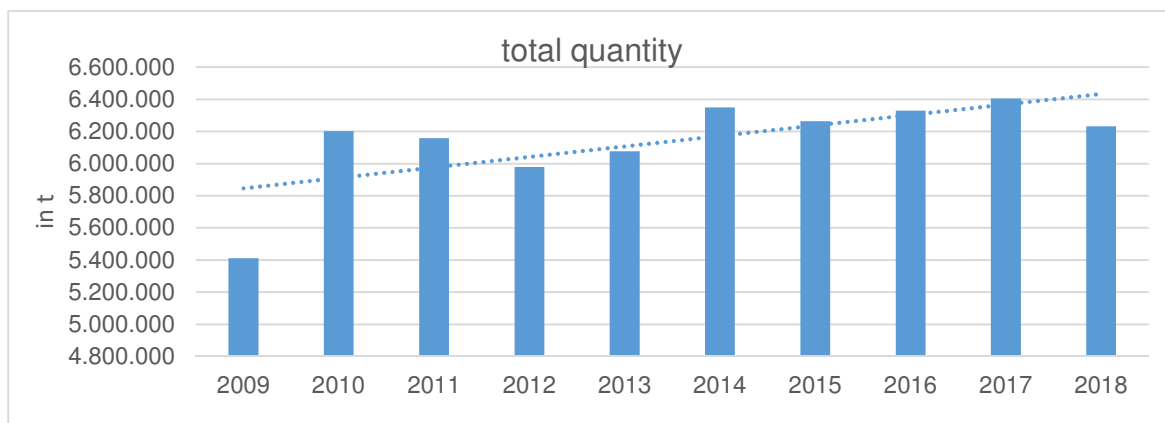
partnership and private companies	41	of which	
		• with branches	13
		• group member	3
shareholding companies	13	of which	
		• with branches	9
		• group member	5

turnover size classes

turnover per annum in Mio. €	companies
up to 2,5	4
2,5 - 5	9
5 – 12,5	13
12,5 - 25	14
25 - 50	9
over 50	5

II. Total quantity (in tons)

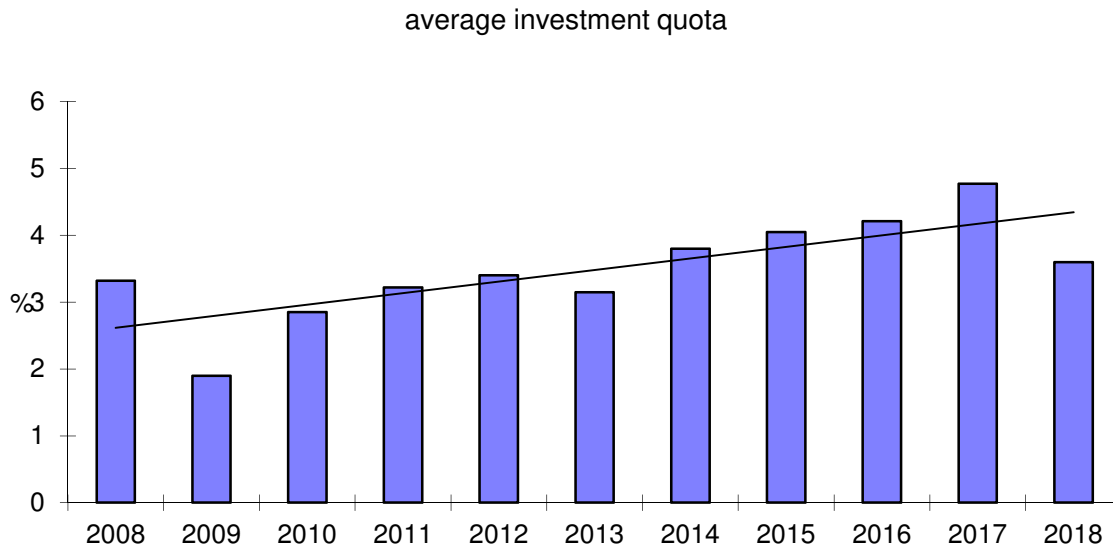
	quantity (in tons)	changes vs. 2017 (in %)
Total quantity	6.232.000	- 2,7
• acids and alkalis	3.947.000	- 3,5
• solvents	862.000	- 4,7
• solids	762.000	- 2,6
• specialities	623.000	- 1,1



IV. Investments structure

Average investment quota stockholding distributors (gross capital investment in % of turnover)

2018: 3,6 (2017: 4,7) – this results in an investment volume of 165 Mio. € in 2018.



Investments (incl. leasing) by assets

assets	in %
warehouse buildings	36
other buildings	30
technical storage facilities (automation, computerised facilities etc.)	24
truck facilities	21
investment due to environmental reasons	5
others	53

Purpose of investment (double counting possible)

Purpose of investment	in %
replacement/updating	63
expansion	44
rationalisation	7
environmental reasons	28

Form of financing of investments

form of financing	in %
profit and write-offs	84
increase of capital	10
Restructuring of financial assets	10
loans	13

Planned investments for 2019 are 185% of the 2018 actual.

V. Storage and transport capacities

Storage and vehicles	volume	changes (%) vs. 2017
Storage		
- for solids	398.126 m ²	- 3,8
- for solvents (tanks and packaging)	193.400 m ³	+/- 0
- acids, alkalis, others (tanks & packaging)	145.015 m ³	- 3,8
Vehicles	807	- 2,4