



Univar, stronger than ever

Going beyond chemical distribution



We are Univar

Univar Europe, Middle East and Africa has been providing chemicals and related services to customers for a long time.

Univar EMEA is ONE organization, powered by local teams of commercial and technical experts. We are a leading company specializing in the sales, marketing, application and safe, efficient handling of a wide range of chemicals and ingredients for everyday use.

We create value for our customers and suppliers by complementing producers' sales and marketing teams and by providing reach, expertise in application development, excellence in regulatory standards and outstanding customer service to help our partners grow their business.

Our history dates back to 1924 when George Van Waters and Nat Rogers opened a small firm

in Seattle, USA, that sold paint raw materials, caustic soda, soda ash and a few other products.

For more than 85 years, Univar has responded to a steadily growing customer base by adding strategically located warehouses and quality products, using state-of-the-art technology to ease ordering and deliveries, and providing experienced, dedicated people who are trained in the latest technologies and product applications to meet every requirement of the customer.

Today, Univar is stronger than ever. In 2008, the company generated sales of \$2.4 billion in Europe and \$9.4 billion worldwide, compared to \$2.6 billion

and \$8.1 billion the previous year. We achieved EBITDA (earnings before interest, taxes, depreciation and amortization) of \$70 million in Europe and \$452 million globally.

Univar has over 170 facilities in North America, Europe, the Middle East, Africa and Asia. In the EMEA region, we service over 50,000 customers with industrial and specialty chemicals. We operate 56 distribution centres in 20 countries and employ approximately 2,300 people ready to serve customers with industry-leading capabilities.

We serve all major industries & markets

If you use commodity chemicals, specialty ingredients or both, then it is very likely that Univar already serves your industry with expert technical assistance and high-quality products.

We provide products and services for:

- Adhesives, caulks & sealants
- Biofuels
- Chemical compounding
- Chemical manufacturing
- Electronics
- Food & nutrition
- Forest products
- Hazardous & non-hazardous disposal services
- Household & industrial
- Lubrication & metalworking
- Oil & gas processing & refining
- Paint, coatings & inks
- Personal care & cosmetics
- Pharmaceutical & nutraceutical
- Rubber & plastics
- Structural pest control
- Water & wastewater treatment



We offer the industry's largest product line

Through long-standing relationships with the world's premier chemical producers, Univar Europe, Middle East and Africa offers every conceivable chemical for use in a wide range of industries and markets. Whether high-volume commodity chemicals or limited-use specialty ingredients, we can deliver the product, quantity, packaging and services you need.

We help grow your business with our expertise

As a specialist in the sales and marketing of a wide range of chemicals and ingredients, Univar creates value for its business partners throughout the EMEA region. Our teams of technical, regulatory and market experts and specialist laboratories provide true value for our customers by developing new applications and formulations that can enhance their business, both in terms of product development and operational efficiency. Our suppliers benefit from an enlarged customer base as we complement and enhance their sales and marketing activities.



We are unrivaled in distribution

The timely delivery of products to more than 50,000 customers is impossible without a large, efficient distribution network. Univar Europe, Middle East and Africa has an expansive, technologically-advanced distribution infrastructure comprised of over 56 distribution locations in 20 countries across the region. In other words, our high quality products reach our customers wherever they are located, whenever they want them and in the manner they prefer.

We handle accounts of all sizes

From small, one-time orders to large corporate accounts, Univar Europe, Middle East and Africa has tens of thousands of active customers with varying needs. We diligently serve them all. For those customers with multiple plants and centralized purchasing, we offer special capabilities such as a dedicated account manager (single point of contact), cost-reduction strategies, logistics and inventory management solutions and more.

We focus on health, safety & the environment

Univar Europe, Middle East and Africa has been a pioneer in these important areas for a long time. In 2006 we took our commitment to sustainability a step further, with the launch of **U+**, a goal-based combined management system that requires each Univar site to continually improve their Safety, Health, Environmental and Quality management (SHEQ) performance. **U+** sets a new benchmark for safety and environmental standards in the chemical distribution sector, going far beyond the legal requirements.

The people of Univar

Univar Europe, Middle East and Africa has approximately 2,300 people committed to meeting every customer requirement.

They include field and inside sales professionals, customer service personnel, truck drivers, warehouse personnel, market and product managers, environmental/regulatory managers, chemists and logistics professionals. They're always ready to anticipate and fulfill your needs, solve problems and help create value for your business.



We have special services and capabilities

In addition to the industry's broadest product range and distribution network, Univar offers a full complement of value-added services and capabilities to help fulfill every requirement.

Offering:

- *Application development expertise*
- *Corporate accounts program*
- *Custom blending*
- *Electronic data interchange*
- *Environmental & regulatory expertise*
- *Fee-for-service warehousing*
- *Formulation assistance*
- *International sourcing*
- *Lot tracking and segregation*
- *REACH advice*
- *6 specialized laboratories for coatings (x2), detergents, shampoo, food (x2) and personal care*
- *Tank telemetry*
- *Third-party logistics*
- *Vendor consolidation*
- *Vendor-managed inventory*
- *Web-based order placement via www.ChemPoint.com*



Learn more about Univar Europe, Middle East and Africa

To find out more about us and our broad range of products and services, visit:

www.univareurope.com