



## PRESS RELEASE

### Univar steps up business in the Middle East and Africa

**Brussels, Belgium – 1<sup>st</sup> December 2009** – Univar, a leading global company specialising in the sales, marketing, application and safe, efficient handling of a wide range of chemicals and ingredients, is set to expand its business in the Middle East and Africa. With the opening shortly of the company's new facility in Dubai's Jebel Ali Free Zone (pending final formalities), Univar aims at better serving existing and potential customers and suppliers in this dynamic growth region.

Univar has been operating in the Middle East and Africa for 20 years in the oil & gas, personal care, coatings and food industries. The company is now investing to further develop its commercial and product support activities for suppliers and customers operating in the region. The team based in Dubai, led by Nick Powell, who has a wealth of regional chemical and ingredients experience, will employ local experts who can offer valued services to both European and global suppliers and partners by offering a true regional sales channel.

*"The chemical and ingredients industry is somewhat fragmented in the Middle East and Africa, with many smaller companies only serving certain market segments and small geographies. Univar will be a perfect partner for those operating in the region, offering localised services while retaining the advantage of a global network, broad product portfolio, teams of dedicated industry and product specialists as well as specialised product application laboratories. We intend to operate across the whole of the Middle East and Africa and, where appropriate, will open additional sales offices and warehouses within the region. Univar operates as one company, offering the same quality services and products across the region as we do in the rest of the world and at all times we shall locally leverage our global strength,"* said Nick Powell, General Manager, Middle East & Africa, Univar.

Historically, business in the Middle East and Africa region has been carried out via Univar's export teams in Europe and North America. In order to offer a local solution to customers, Univar set up a permanent office in Dubai. *"The Middle East and Africa region presents a wealth of opportunities. Despite the current economic crisis, we see that business is expanding and companies continue to grow. Thanks to our dedicated Middle East & Africa office we will be able*



*to further strengthen our capabilities and contribute to the growth of our overall business,”*  
explains John van Osch, President EMEA, Univar.

Univar will showcase its broad product range, innovative services and its application development expertise at Gulf Petrochemicals and Chemicals Association Forum from 8<sup>th</sup>-10<sup>th</sup> December 2009 in Dubai.

Operating from 56 distribution locations in 20 countries across Europe, Univar's 2,400 local employees serve more than 50,000 European customers in a diverse range of industries including coatings, food, personal care, pharma and other major sectors.

To learn more about Univar Europe, please visit: [www.univareurope.com](http://www.univareurope.com)

To learn more about Univar Middle East & Africa visit [www.univar.ae](http://www.univar.ae) or email: [MEA@UnivarEurope.com](mailto:MEA@UnivarEurope.com)

#### **About Univar**

Univar is one of the world's leading independent distributors of industrial and specialty chemicals and related services. Univar provides its customer base, made up of 250,000 customers, with a full portfolio of products. Univar operates a network of approximately 170 distribution centres throughout North America, Europe and China. In 2008, Univar reported sales of \$9.4 billion. For more information, visit: [www.univarcorp.com](http://www.univarcorp.com)

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