

**BRENNTAG**

The logo graphic consists of two horizontal bars. The top bar is red with a gradient from dark red on the left to light red on the right. The bottom bar is dark blue with a gradient from dark blue on the left to white on the right. The bars are positioned such that they appear to be overlapping or connected at the right end.

• **SAFETY FIRST STRATEGY**

Continuous improvement of safety performance




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Global strategy for health, safety and the environment

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Personalization of safety

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Tactical campaigns e.g.: Mis-loads

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Safety culture and behavior

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Management of contractors

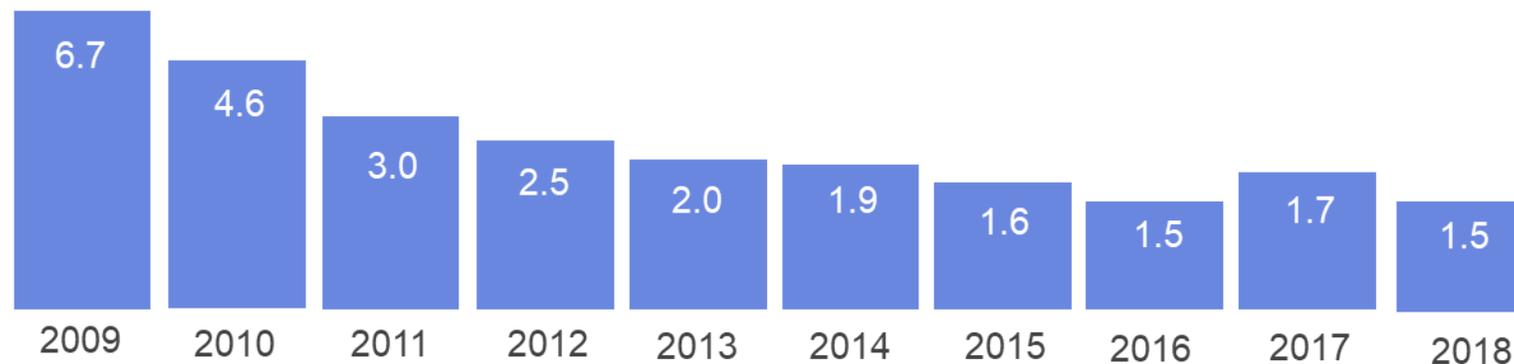
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Safety leadership training

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**Development LTIR\* Brenntag Group**

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\* Lost Time Injury Rate as number of accidents with ≥ 1 lost work day per 1 million worked hours

- **OUR CORE VALUES**

The foundation of our business



**Safety First**



**Leadership & Accountability**



**Employee Involvement & Ownership**



**Commitment to Excellence**



**Integrity & Responsibility**



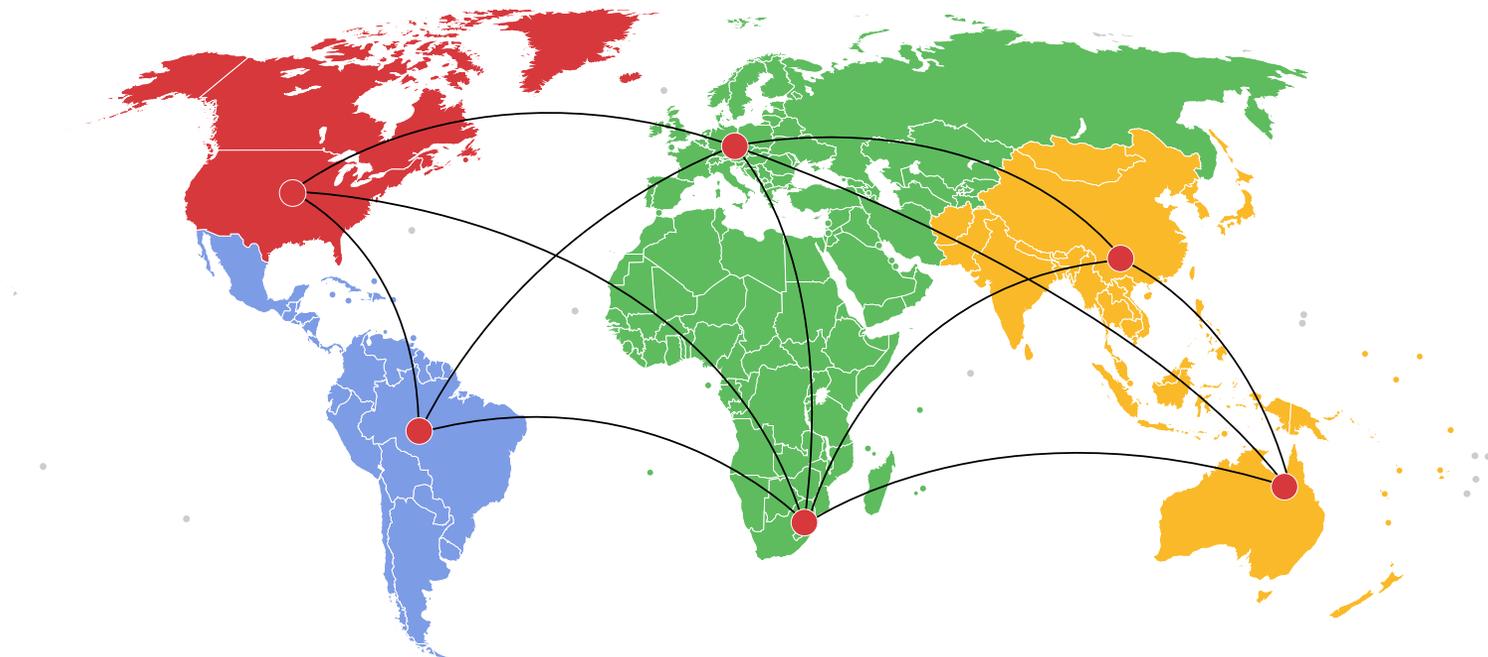
**Value Creation for Partners**

# ConnectingChemistry

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It expresses our ultimate promise to connect our customers and suppliers in a winning partnership – globally and locally.

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- **BRENNTAG IN SHORT**

## The global market leader in chemical distribution

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Brenntag provides customers with business-to-business distribution solutions and value-added services

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Brenntag effectively links chemical manufacturers and chemical users

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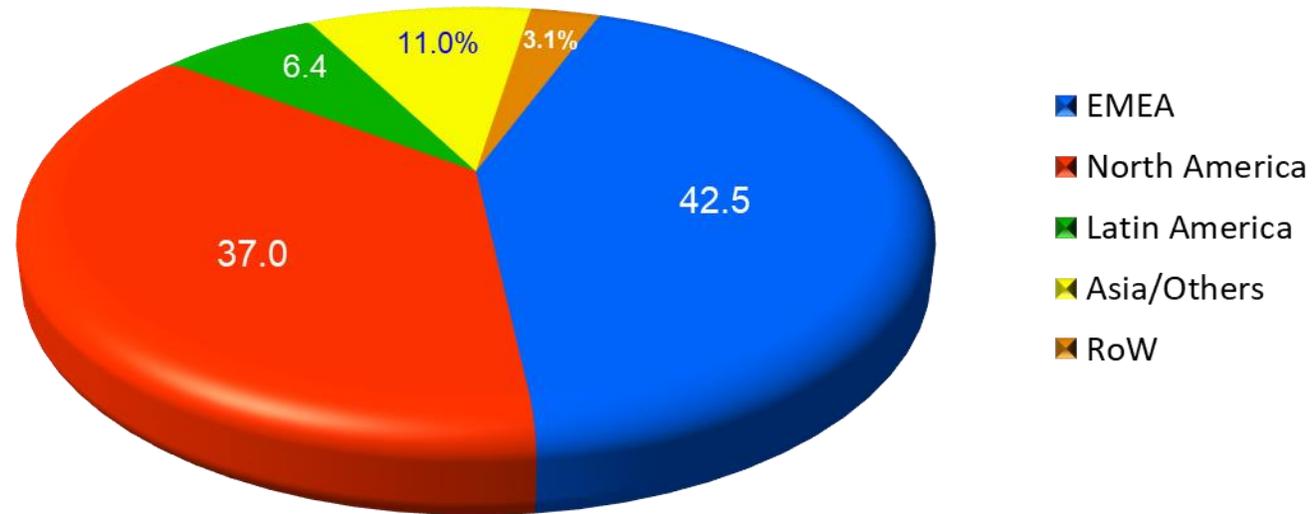
Brenntag offers one-stop-shop solutions to customers globally

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# • GLOBAL MARKET LEADER IN CHEMICAL DISTRIBUTION

- Headquarters: Essen, Germany
- Operates a global network in 73 countries with +580 locations
- +195,000 Customers Worldwide
- +10,000 Products
- +16,600 Employees



\$14.8 Billion in Global Sales - 2018

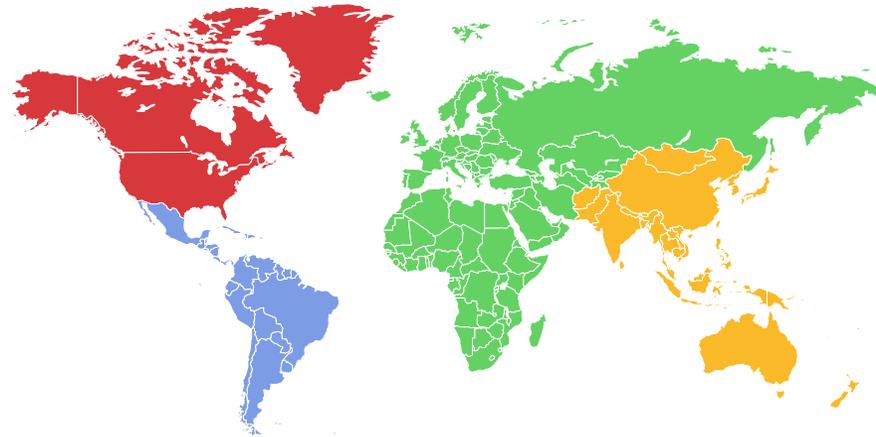
- GLOBAL MARKET LEADER IN CHEMICAL DISTRIBUTION  
Comprehensive Global Network 2018

### NORTH AMERICA

Sales:	\$5.5 Billion
Sites:	~ 200
Employees:	> 5,100

### LATIN AMERICA

Sales:	\$.95 Billion
Sites:	~ 70
Employees:	> 1,400



### EMEA

Sales:	\$6.3 Billion
Sites:	> 210
Employees:	> 6,700

### ASIA PACIFIC

Sales:	1.6 Billion
Sites:	> 80
Employees:	> 2,000

ROW: \$.5 Billion

• **NORTH AMERICAN STATISTICS**  
2018:

Statistics		Value to Customer
Annualized Sales	\$5.5 Billion	Financially stable - Extensive producer relationships thus providing security of supply
Stocking Locations	~200	JIT Capability, local Customer focus, back-up inventories, reduction of Customer inventory costs
Number of Employees	~5,100	380 trained sales professionals allows rapid access to help and support Customers
Number of Laboratories	37 Full Service	Quality dedication, developmental support and rapid technical response lower Customer's costs
Number of Customers	~40,000	Focus on details - Extensive experience with unique Customer needs
Orders per Day	~3,800	Highly efficient logistics system
SKU's	~30,000	Provide Customers with "one stop shopping" - Largest distribution offering of commercial and specialty products
Average Order Size	\$5,400 / ~10,000 Pounds	Focus on taking care of the using sites
Storage / Warehouse	~7 Million Sq. Ft. - Package ~84 Million Gallons - Liquid ~20,000 Cubic Ft. - Dry Bulk	<ul style="list-style-type: none"> <li>- Provides Customers with supply assuredness</li> <li>- Multiple locations provide supply backup</li> <li>- Extensive packaging capability</li> </ul>
Fleet	~ 1,200 Tractors ~1,750 Trailers/Tankers	<ul style="list-style-type: none"> <li>- Ability to service Customers as needed</li> <li>- Reduce common carrier issues</li> <li>- JIT Capabilities</li> </ul>



- **BRENNTAG NORTH AMERICA**

Coverage in North America

## NORTH AMERICA

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Approximately **165** distribution centers

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Greater than **4,700** employees

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**1,400** sales and marketing experts

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Approximately **34,000** customers in the region

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- **BRENNTAG SUSTAINABILITY PROGRAM**  
Driving Toward a Greener Tomorrow<sup>®</sup>

Energy & Waste  
Reduction



Supply Chain  
Efficiencies



Sustainable  
Chemistry



Innovation



Personnel  
Development



Economic  
Viability



Supplier & Customer  
Relationships



Community



Health & Safety



- **SUSTAINABILITY**

## Highlights of Brenntag's Sustainability Journey



## • SUSTAINABILITY

### Leading sustainability position through transparency

- Sustainability Report



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Annual publication of a report in line with Global Reporting Initiative (GRI) standard

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Achieved GRI B-Level, which is outstanding for the chemical distribution industry

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- EcoVadis Assessment - Brenntag



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Brenntag achieved EcoVadis Gold Status 2018

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- EcoVadis Assessment - Suppliers



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As a TfS member, Brenntag will initiate approximately 200 EcoVadis supplier assessments every year

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Assessments are an integral part of an overall sustainable procurement program

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# BRENNTAG FOCUS MARKETS



Adhesives, Coatings, Elastomers, Sealants (ACES)

Chemical Manufacturing (CPI)

Chemical Compounding (HI&I)

Cosmetics and Personal Care

Electronics

Food and Beverage

Metal Finishing

Mining

Oil and Gas

Pharmaceuticals

Pulp and Paper

Rubber

Textile

Water Treatment

## • VALUE ADDED SERVICES

- Analytical Laboratory Services
- Bar Coding
- Bulk Dry Packaging
- Bulk Liquids Packaging
- Bulk Terminal Services
- Centralized Order Entry
- Compressed Gas Packaging
- Consolidated Billing
- Custom Blending
- Custom Packaging
- EDI, ERS, EFT, E-Commerce
- Fleet & Logistics Expertise
- Formulation Assistance
- Global Supply Management
- Global Sourcing Network
- JIT Deliveries
- Kosher Packaging
- NSF Certification
- Key Accounts Program
- Product Specification Review
- Remote Tank Monitoring Systems
- Returnable Containers
- Supply Chain Management
- Third Party Procurement
- USP Packaging
- VMI

## • WHY CHOOSE BRENNTAG?

- International Scope and Strength of the World's Leading Chemical Logistics Provider
- Experienced Key Accounts Team
- Multiple Supply Sources
- Brenntag Sales and Sourcing Team
- Global Capabilities/Local Focus
- Vendor Managed Inventory
- Electronic Commerce (Functional Site, User Friendly)
- Dedicated Customer Service and Sales Representatives
- Broad Based Product Line (Liquid or Dry, Organic or Inorganic, Commodity or Specialty)
- Company Owned and Operated Fleet
- The Brenntag Approach to Detail – TST, Job 7, and Customized Performance Tracking
- Quantitative Results Reporting – Established Cost Savings Programs
- Benchmarking Specialist dedicated to Brenntag Strategic Accounts

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