



ONE COMPANY.
ENDLESS
POSSIBILITIES.

EBDQUIM Presentation – IMCD Brasil



Profile

IMCD is a market leader in the sales, marketing and distribution of speciality chemicals and food ingredients.

Highlights:

- Market-focused technical and sales team
- Formulatory expert and solutions provider
- Comprehensive and complementary product portfolio
- Multi-territory distribution management in EMEA, Asia-Pacific and Americas
- Headquartered in Rotterdam, The Netherlands



Facts and figures (2018)



€ 3,020* Revenue (in € mln)

43,000 Customers

37,000 Quality products

*Including full year acquisition effect
& commission sales



6 Continents

> 45 Countries

2,799 Professionals



8 Business groups

45 Market-focused
laboratories

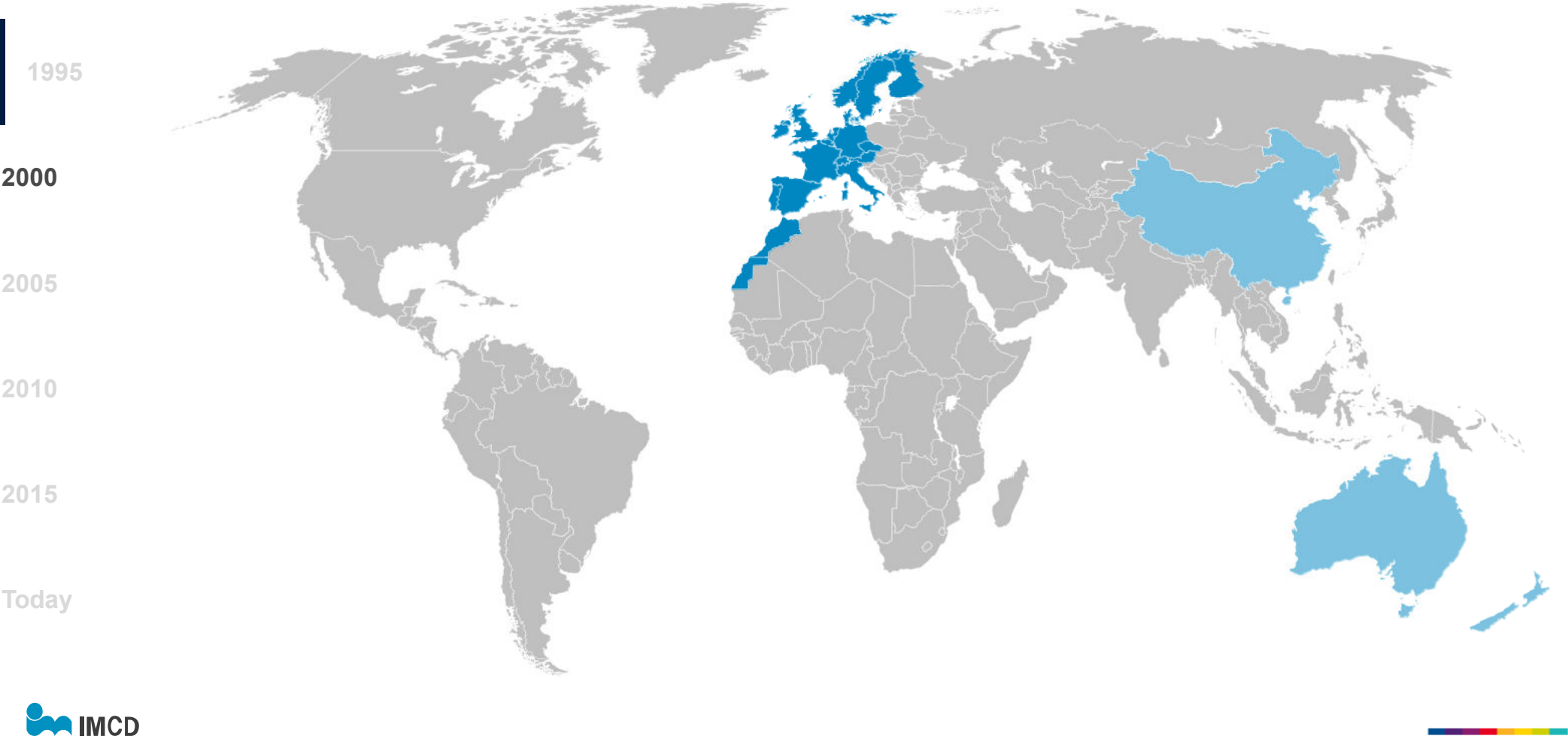
94 Warehouses



Global Presence



Global Presence



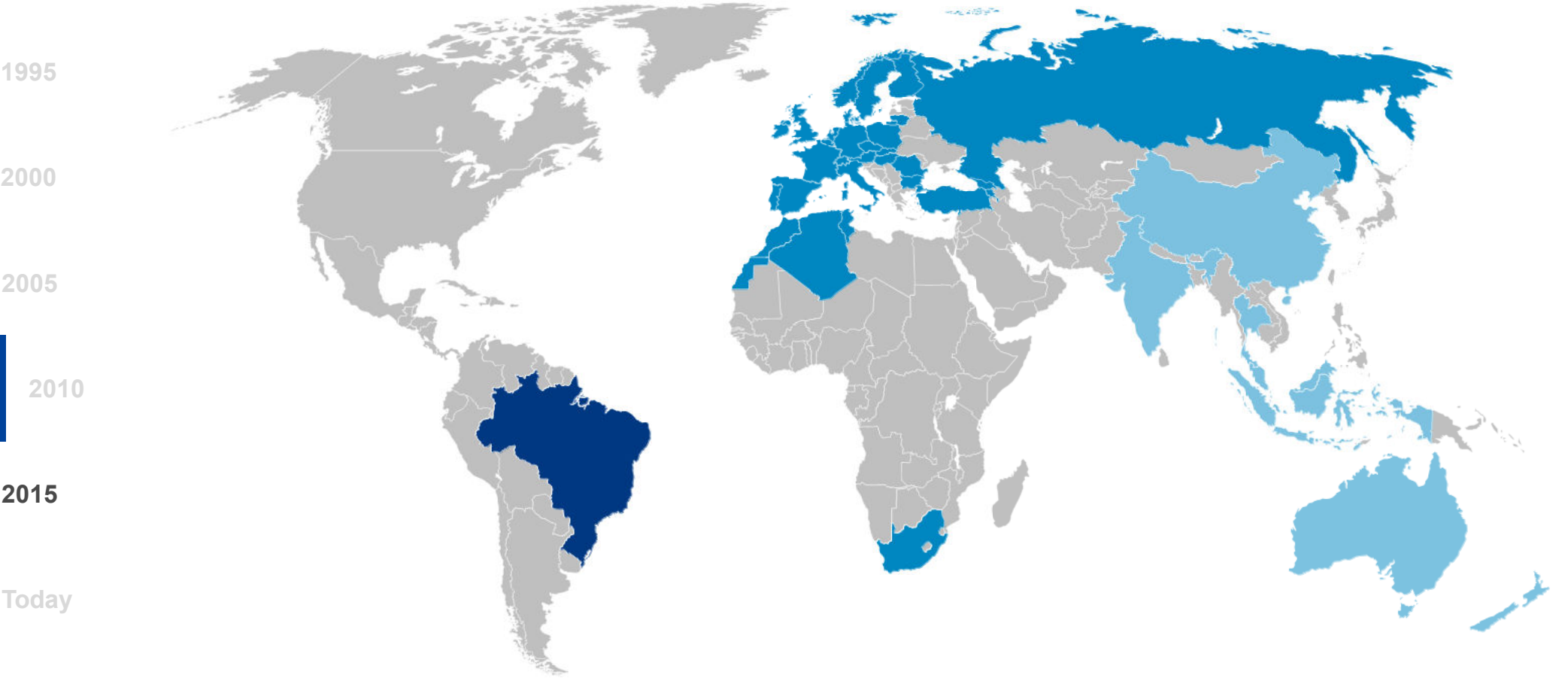
Global Presence



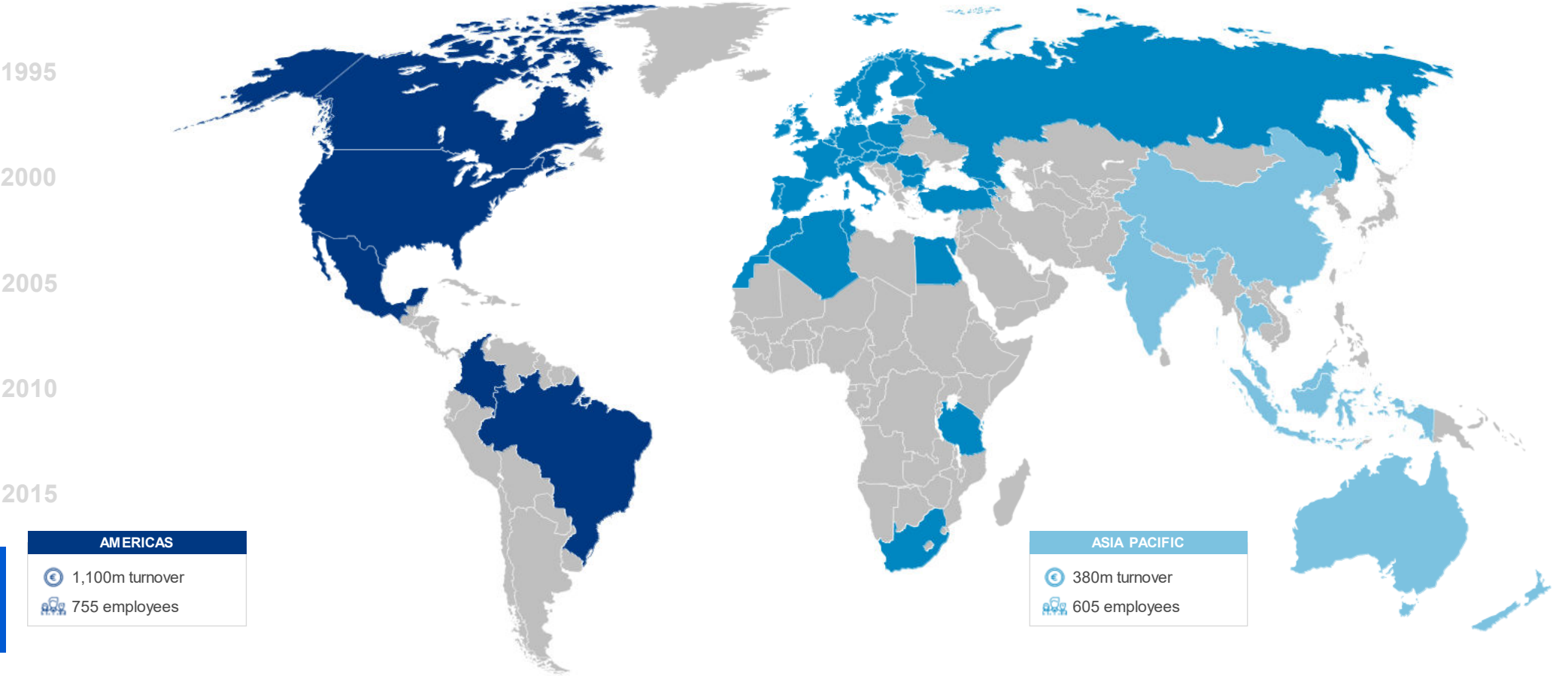
Global Presence



Global Presence










Global Presence

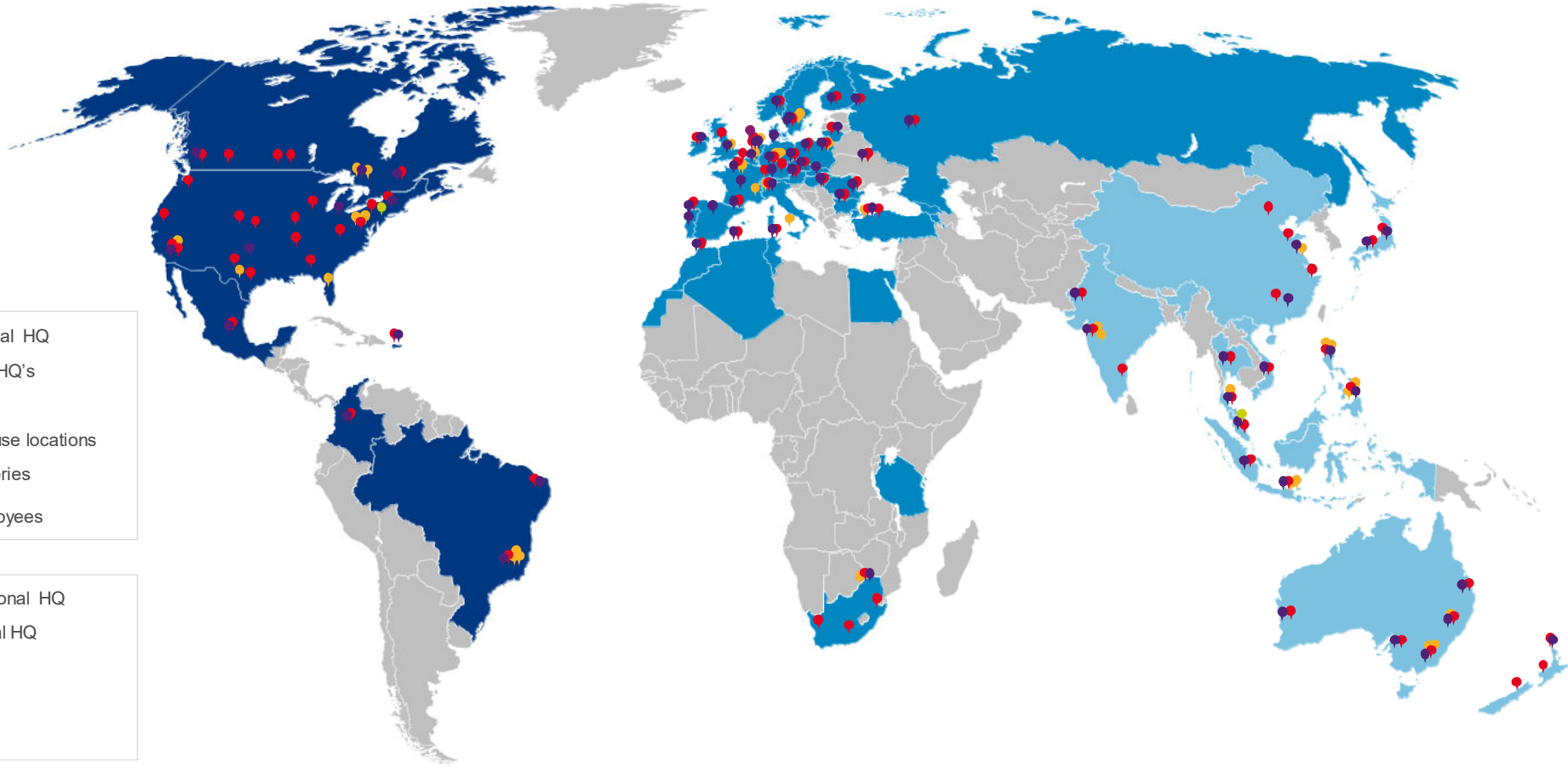


Global Presence

Key Figures

-  1 International HQ
-  2 Regional HQ's
-  74 Offices
-  94 Warehouse locations
-  45 Laboratories
-  2,799 Employees

-  IMCD International HQ
-  IMCD Regional HQ
-  IMCD offices
-  Warehouses
-  Laboratories



IMCD Business Groups

							
Home Car and I&I	Pharmaceuticals	Personal Care	Coatings & Construction	Food & Nutrition	Lubricants & Fuels	Synthesis	Advanced Materials

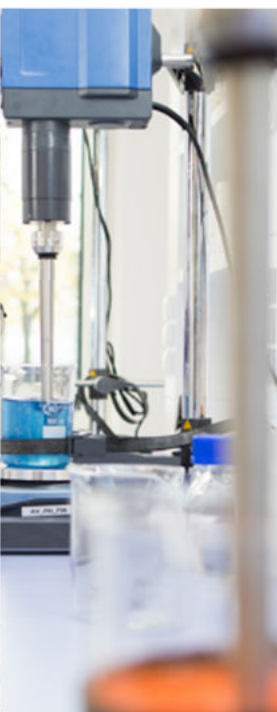
IMCD Business Groups

AUTOMATIC TRANSITION

DO NOT DELETE



Home Car
and I&I



Pharmaceuticals



Personal Care



Coatings &
Construction



Food &
Nutrition




Lubricants
& Fuels



Synthesis



Advanced
Materials



CHALLENGES IN CHEMICAL DISTRIBUTION

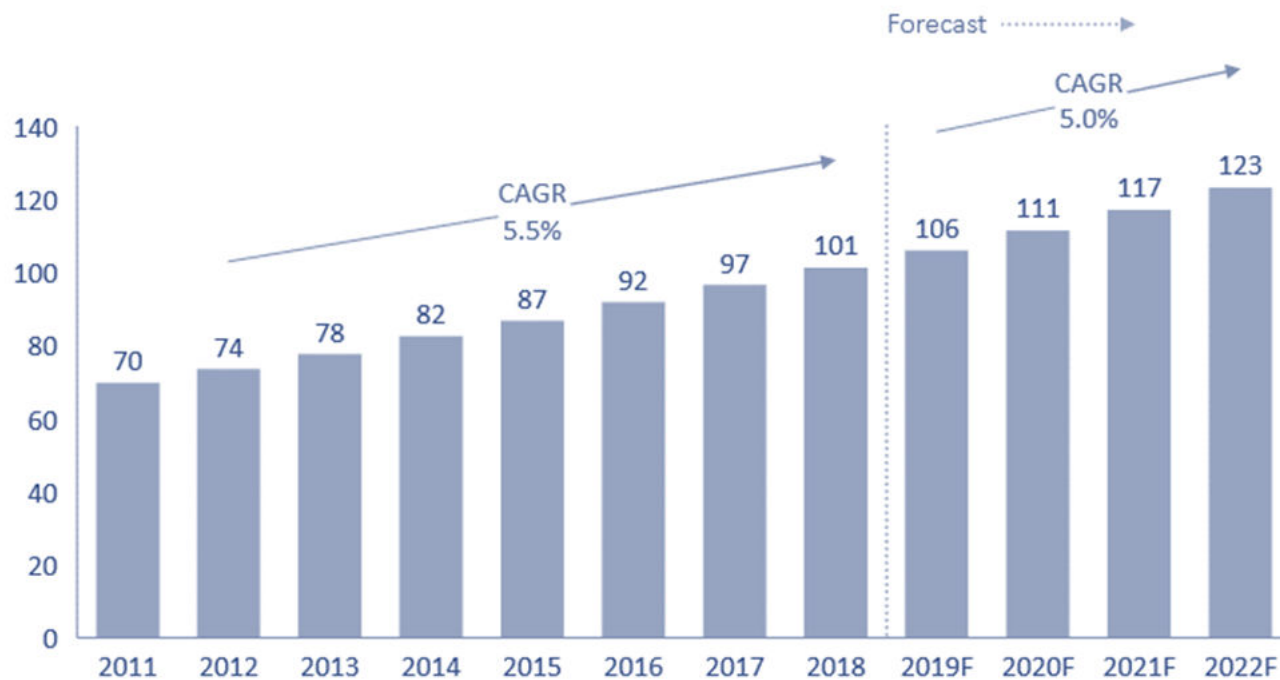
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Steady and Continuous Growth of Distribution Market

Specialty chemical distribution with strong growth of ~5% p.a.

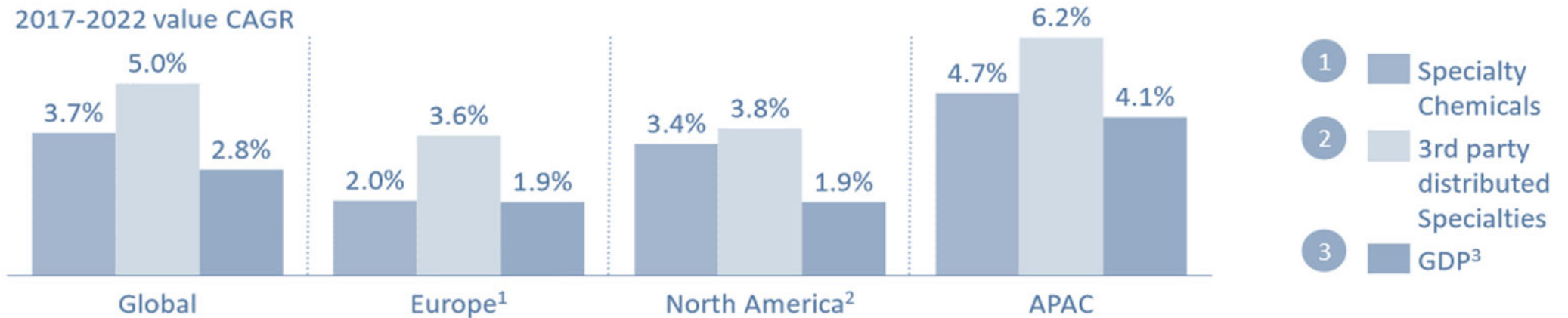
Global specialty chemicals distribution in B€^{1,2}



- Global growth of the specialty chemical distribution market has been steady at 5-6% p.a., without any significant fluctuations
- Historically strong growth expected to continue at slightly reduced pace of ~5% p.a. driven by increasing market maturity in Europe and NAM
- Specialty chemical distribution market grew with a premium of +1.3% p.a. over underlying specialty chemicals market

* FECC survey

Distribution Market Growth Per Region

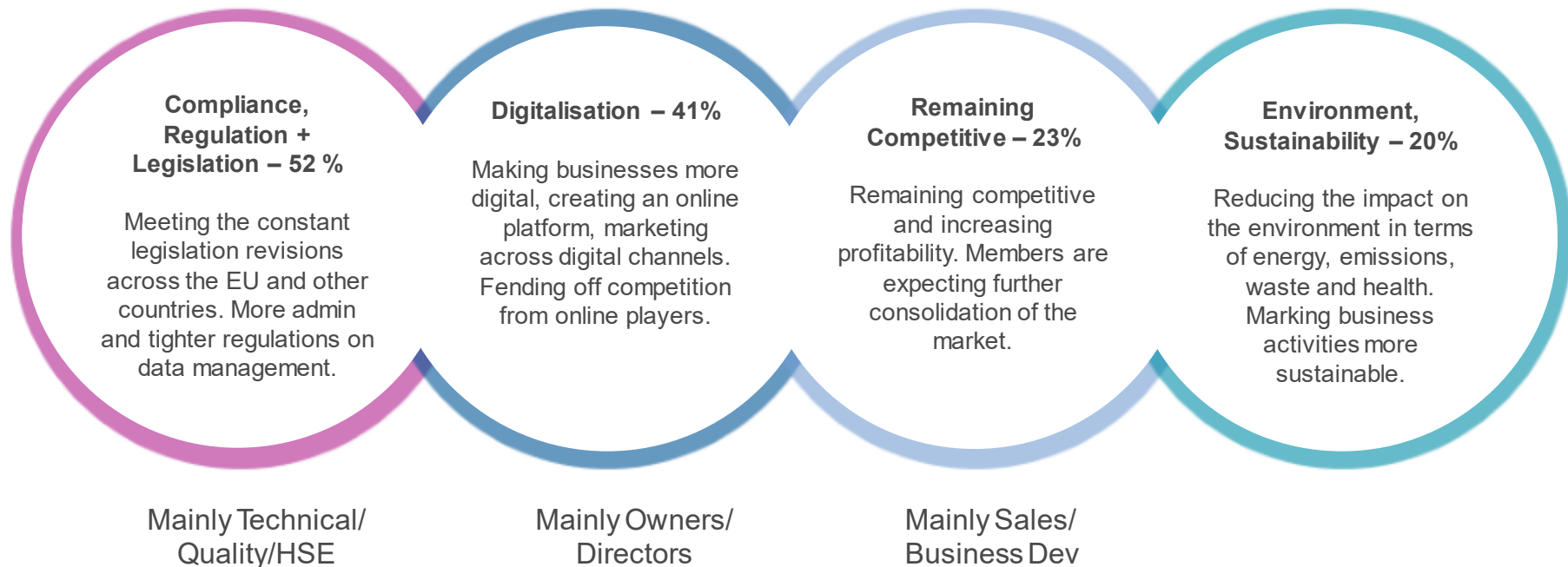


* FECC survey

Industry challenges – FECC Members Survey

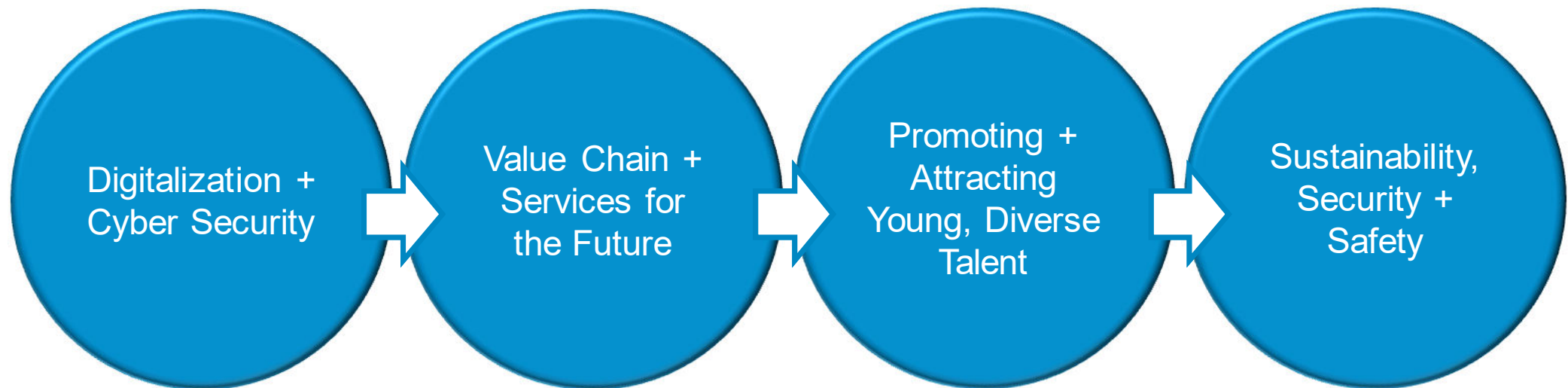
Biggest Future Challenges Facing the Industry

Regulation and digitalisation are the key challenge facing the chemical distribution industry



Other Challenges: meeting customer needs / demands 13%, health + safety 11%, attracting employees (young talent + drivers) 3%

Future Industry Challenges in Line with IMCD Focus





DIGITAL STRATEGY

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IMCD Business Model – Growth + Connectivity



Digital Foundation Empowering Traditional Value Drivers

PEOPLE

> 2000 Sales people
Local knowledge
Market dedicated teams

FORMULATION EXPERTISE

> 40 application labs
Cross fertilization
Complementary portfolio

SUPPLY CHAIN

Asset light model
Scalable network
Tailored solutions

REGULATORY & QUALITY

Local compliance
Document management
Questionnaires

FULLY INTEGRATED DIGITAL PLATFORM

CRM

- Unified sales process
- Connected data
- Continuous improvement
- Aligned Sales & Marketing teams

DIGITAL MARKETING

- Lead generation
- 1:1 automated & personalised campaigns
- Targeting and segmentation
- Actionable insights

MyIMCD

- Customer portal 24/7
- Two click (re)ordering
- Online support & documentation
- Formulation advice

INTEGRATION PLATFORM

- Data exchange suppliers
- Data exchange customers
- Connection with third parties
- Tracking & tracing

ANALYTICS, INTELLIGENCE, & AI

- Customer intelligence
- Prediction & AI
- Data driven decisions
- Market knowledge

Information Security – A Day-to-Day Business within IMCD



IMCD has a registration on the main Dutch Stock Exchange (AEX) and falls under supervision of the Authority for the Financial Market (AFM). A mature governance of IT and information security is therefore a boundary condition.



The digitalization of IM CD “opens” its environment more to the internet and therefore is more sensitive for cyber threats. Cyber and Information Security are therefore an absolute must for IM CD to do business



GDPR and similar legislation in other countries outside the EU require IMCD to treat privacy sensitive information with care globally



External financial auditor, Deloitte requires IMCD to “show” control over critical IT matters



Ransomware, phishing, CEO-fraud, etc. are global threats on a daily basis. Information Security is therefore no longer a “nice-to-have” but an absolute “must-have”.



IMCD Information Security
A day-to-day business

FUTURE VALUE CHAIN

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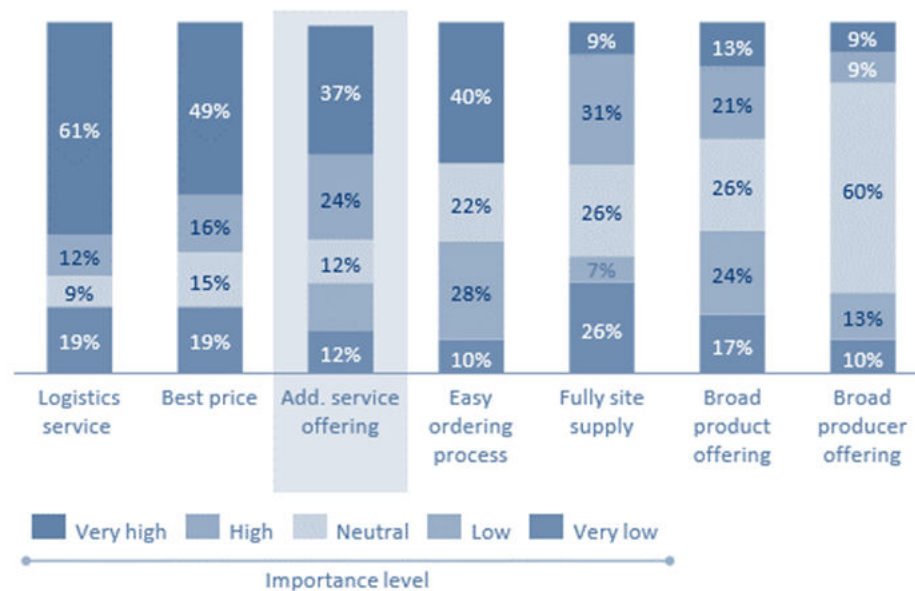
VALUE CHAIN



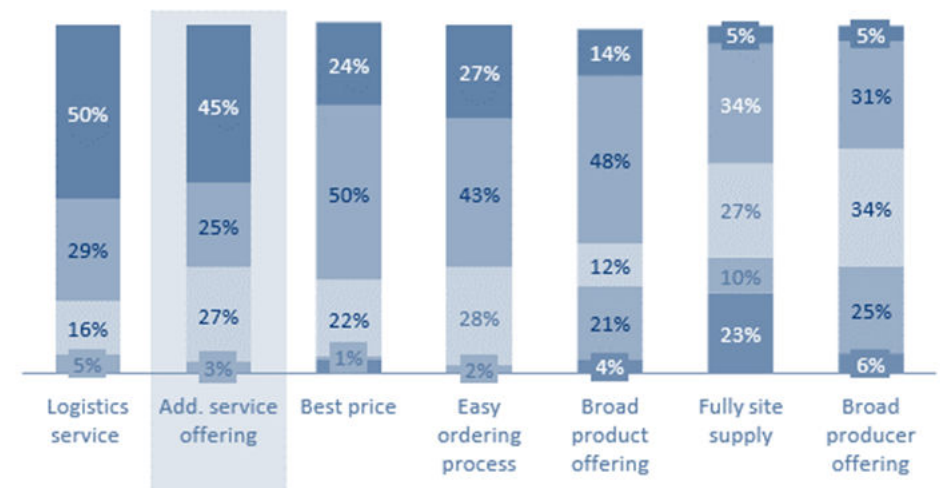
Whats the Industry Saying

For commodity and specialty customers, value added services are top selection criteria when choosing a distributor

... for commodities¹



... for specialties²



What is Needed

Stepping up service offering becoming more critical

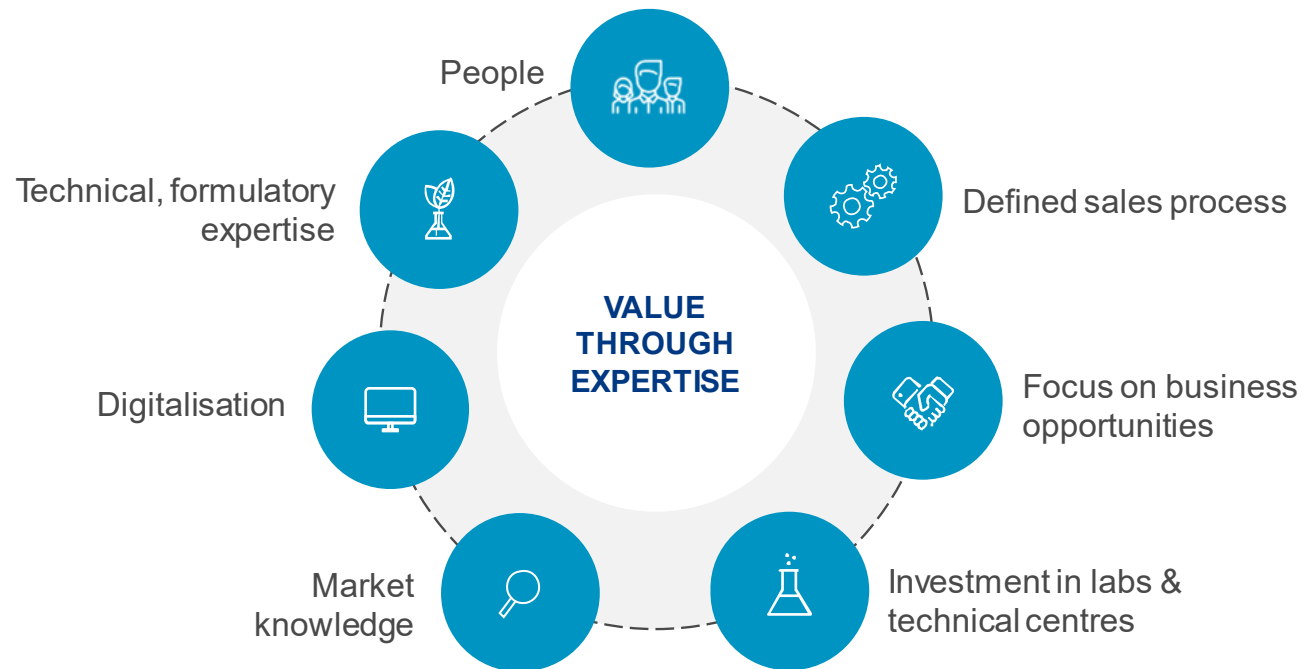
Asset Based Services Remain Relevant

Formulation
Mixing/Blending
Advantaged Storage Locations
Testing Labs

Asset Based Services Remain Relevant

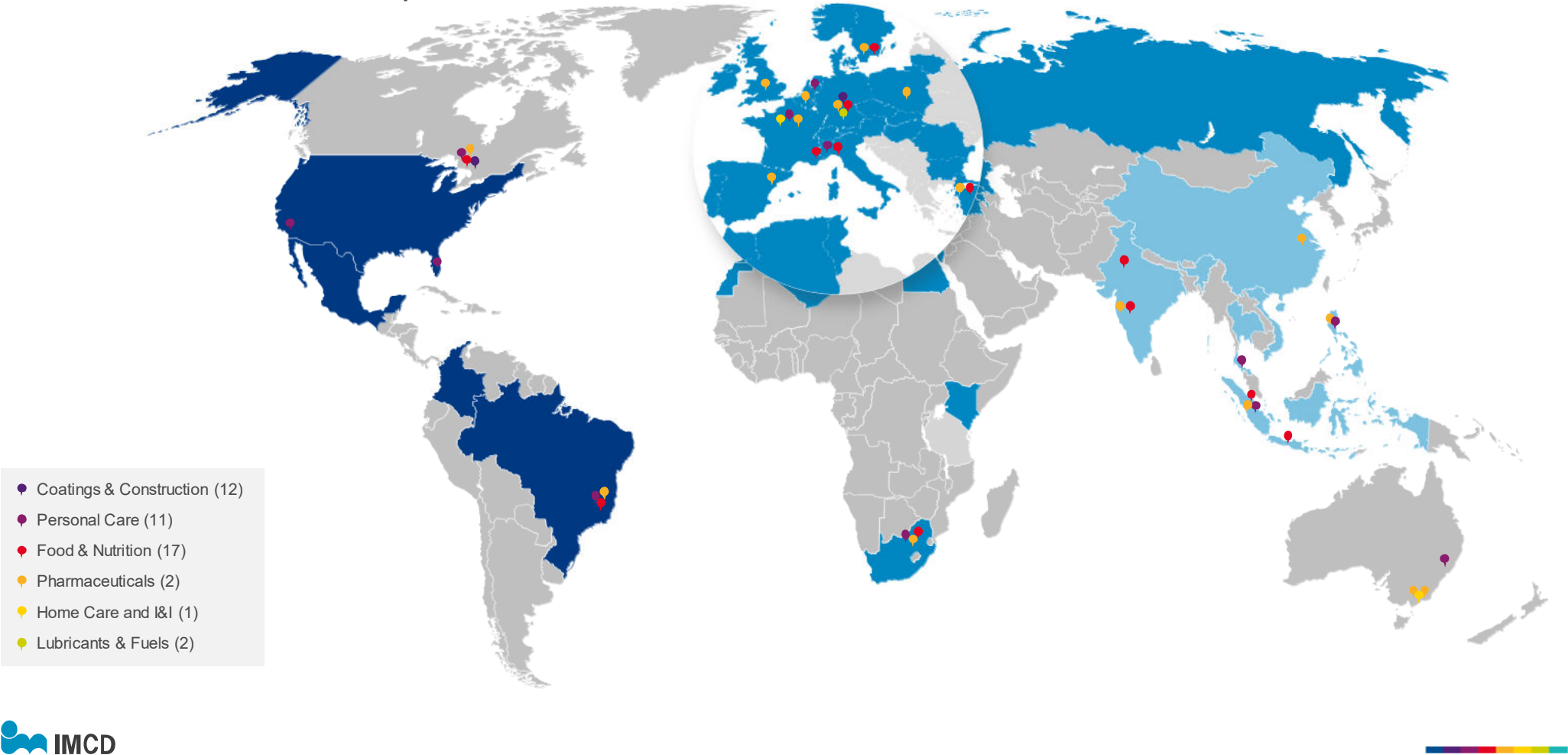
Joint development of recipes + formulations with customers	Support of customers in sustainability and circular economy
Supporting customers in regulatory affairs	Quality and ease of data connectivity (no touch [re-]orders)
Providing high quality marketing information to key principals	Data-driven product security (know your customer)

Value Added Growth

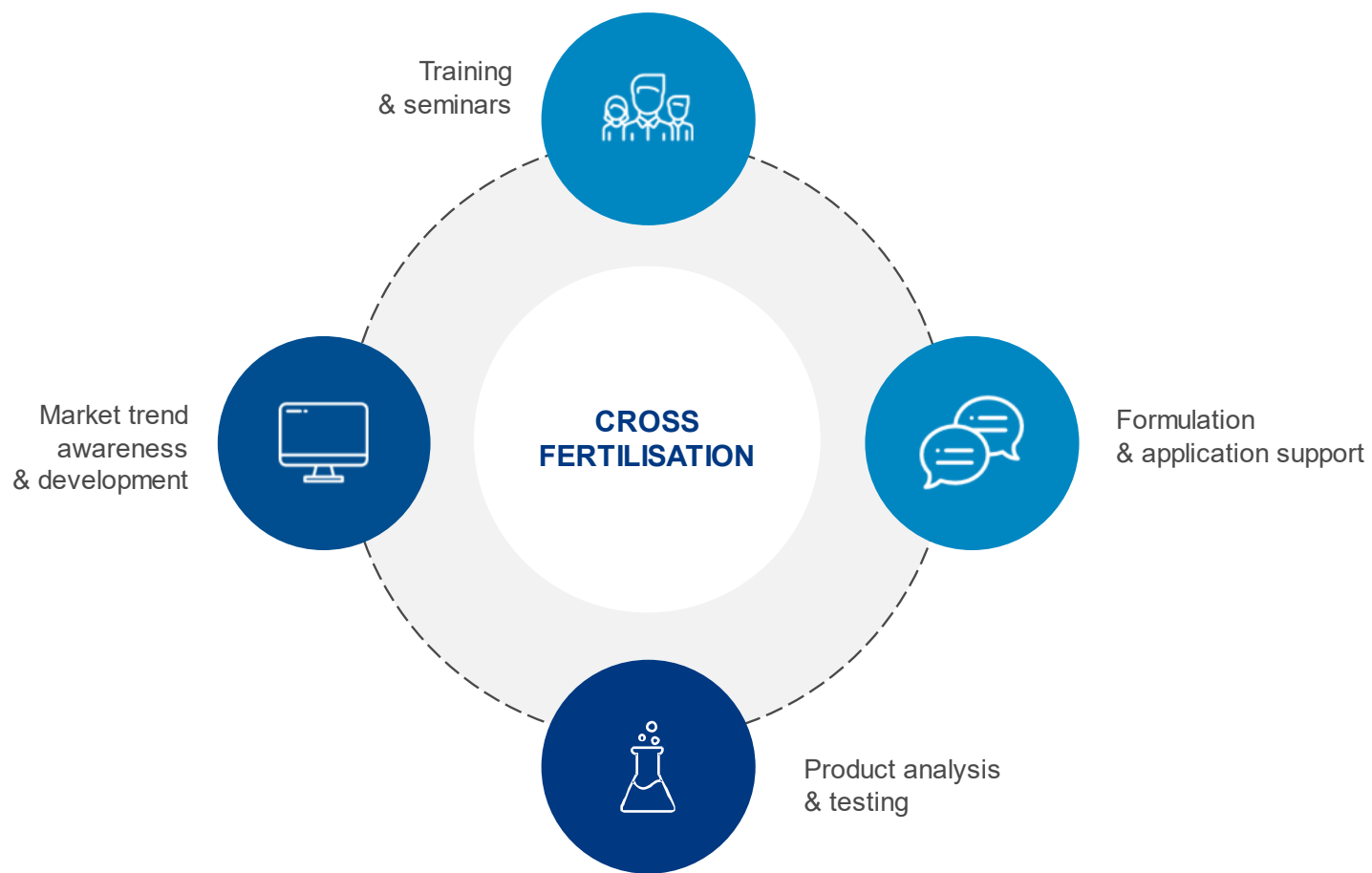


Technical Expertise

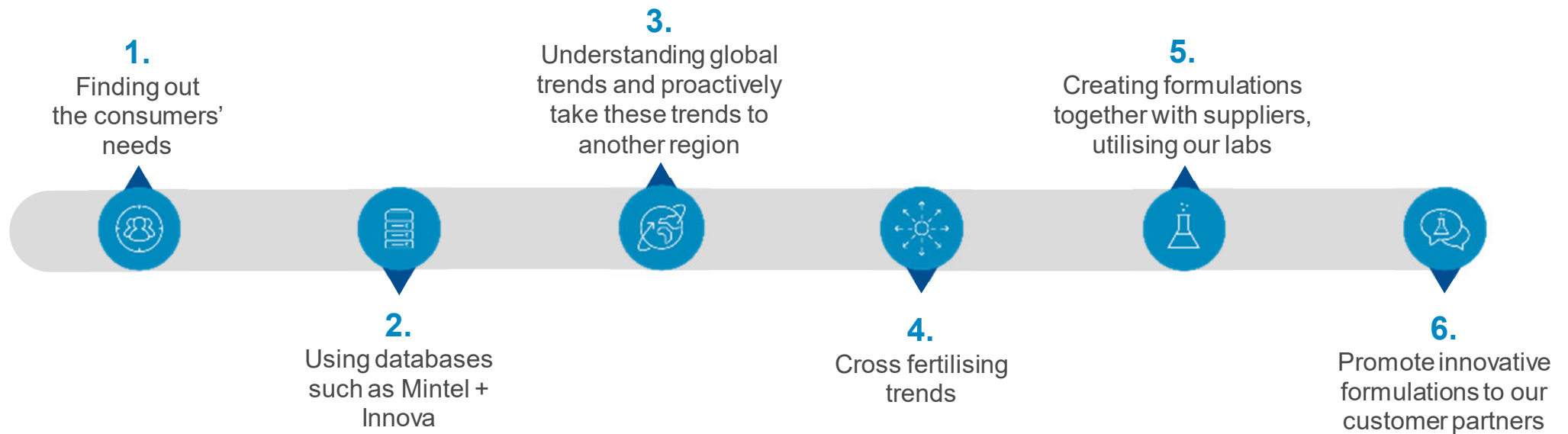
45 centres of technical expertise



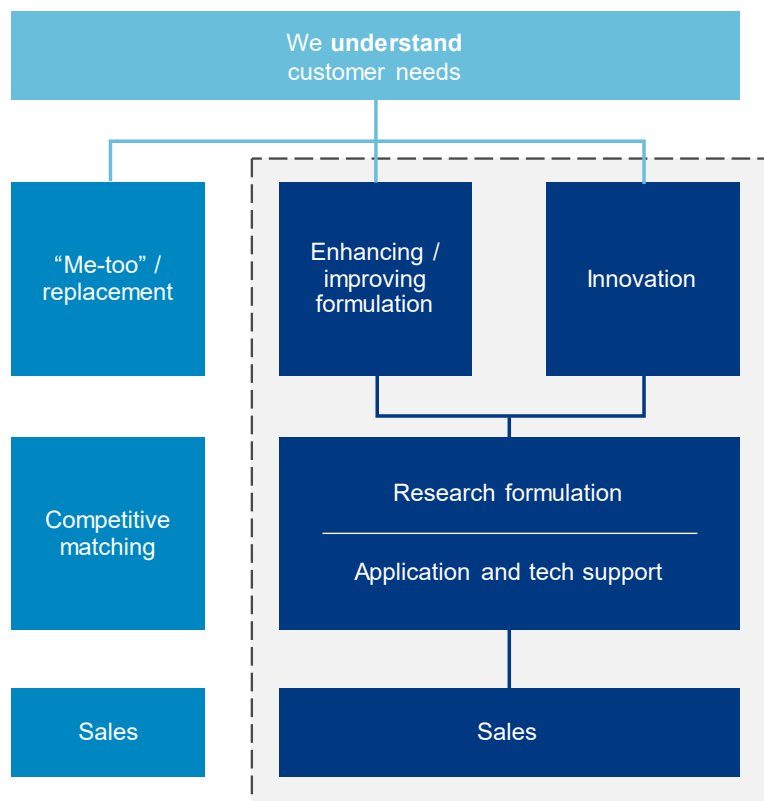
Technical Expertise



Market Trends Awareness and Development



Differentiation



IMCD differentiation

- Technical and formulation support
- Existing 'problem' formulations
- New, innovative products

Long term customer relationships



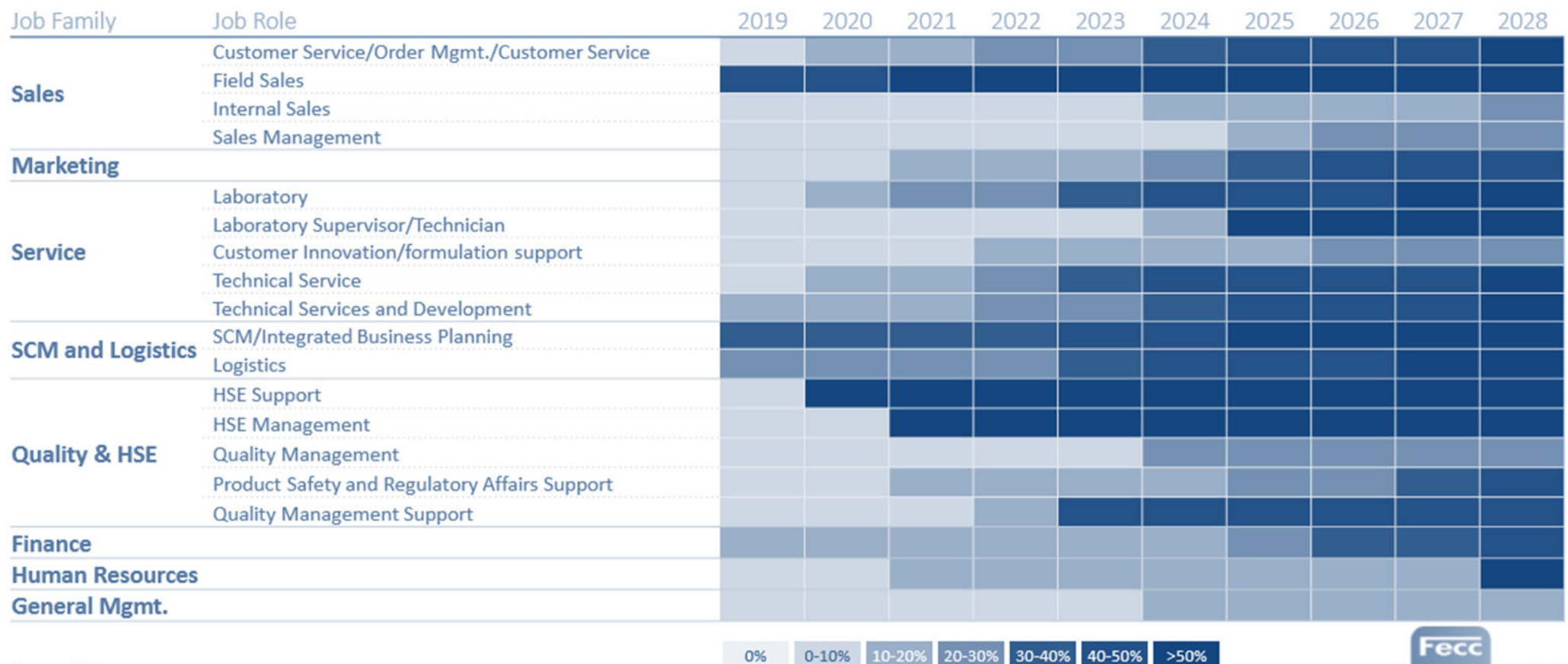
CHALLENGE HR: ATTRACTING YOUNG, DIVERSE TALENTS

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Workforce Shortfall

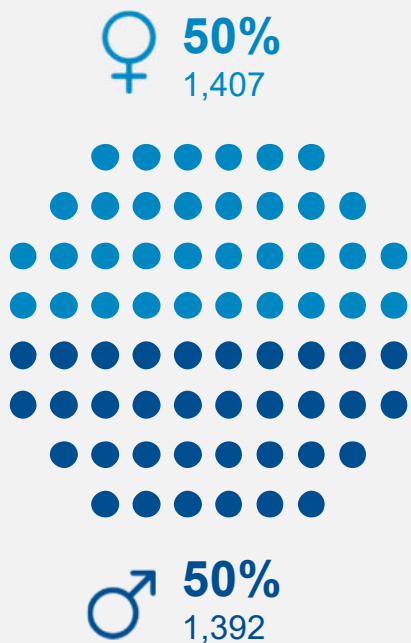
Real world workforce heat map of a chemical company by function



IMCD Workforce

Key Figures 2019

Diversity ratio



60% **Type of function**
Commercial/Technical

21% **Educational level**
Master or higher (600)

43% **Bachelor**
or equivalent (1,195)

36% **Other** (1,004)





SUSTAINABILITY

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IMCD Sustainable Solutions



IMCD's Sustainability



Our Goals

- Reduce our operational carbon and water footprint per operating EBITDA by 15% in 2024 compared to 2019
- To become THE Go-To distributor for sustainable products



What have we achieved so far

- Ecovadis Silver status
- Internal materiality investigation
- Defined SDG goals and main themes



In practice; Sustainability Solutions

- IMCD is executing a commercial sustainability program called IMCD sustainable solutions

Sustainability themes



OUR AMBITION IS
TO EXCEED YOUR
EXPECTATIONS.

We deliver what we promise

www.imcdgroup.com

Find us on:



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