

# Univar Facts

<b>Established</b>	1924																
<b>Net Sales 2015</b>	\$9 billion																
<b>Employees</b>	8,900 worldwide																
<b>Locations</b>	More than 700 distribution facilities throughout North America, Western Europe, the Asia-Pacific region, and Latin America, with additional sales offices located in Eastern Europe, the Middle East, and Africa.																
<b>Major Industries Served</b>	<table border="0"> <tr> <td>› Agriculture</td> <td>› Household and Industrial Cleaning</td> </tr> <tr> <td>› Chemical Compounding</td> <td>› Oil and Gas</td> </tr> <tr> <td>› Chemical Manufacturing</td> <td>› Pulp and Paper</td> </tr> <tr> <td>› Coatings and Adhesives</td> <td>› Personal Care</td> </tr> <tr> <td>› Construction</td> <td>› Pharmaceutical Ingredients</td> </tr> <tr> <td>› Electronics</td> <td>› Rubber and Composites</td> </tr> <tr> <td>› Environmental Sciences</td> <td>› Utilities</td> </tr> <tr> <td>› Food Ingredients</td> <td>› Water Treatment</td> </tr> </table>	› Agriculture	› Household and Industrial Cleaning	› Chemical Compounding	› Oil and Gas	› Chemical Manufacturing	› Pulp and Paper	› Coatings and Adhesives	› Personal Care	› Construction	› Pharmaceutical Ingredients	› Electronics	› Rubber and Composites	› Environmental Sciences	› Utilities	› Food Ingredients	› Water Treatment
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<b>Services and Capabilities</b>	<ul style="list-style-type: none"> <li>› Application and development expertise</li> <li>› Bulk tank storage monitoring</li> <li>› ChemCare<sup>SM</sup> waste management</li> <li>› Corporate accounts program</li> <li>› Custom blending</li> <li>› Direct to wellsite delivery</li> <li>› Document control</li> <li>› E-commerce</li> <li>› Environmental and regulatory expertise</li> <li>› Fee-for-service warehousing</li> <li>› MiniBulk<sup>SM</sup></li> <li>› Mobile unit delivery for oil and gas</li> <li>› Outsourced sales and marketing for specialty chemical producers</li> <li>› Private-label packaging</li> <li>› REACH advice</li> <li>› Specialized laboratories for coatings, detergents, shampoo, food, and personal care</li> <li>› Transloading</li> <li>› Vendor-managed inventory</li> </ul>																

## Univar Facts (continued)

### Management Team

- › Stephen D. Newlin, Chairman, President and Chief Executive Officer
- › Carl J. Lukach, EVP, Chief Financial Officer
- › Stephen N. Landsman, EVP, General Counsel
- › Kerri A. Howard, VP Treasurer
- › Dr. Manian Ramesh, EVP Business Development
- › David Jukes, President, USA
- › Mike Hildebrand, President, Canada, Agriculture and Environmental Sciences
- › Nick Powell, President, EMEA
- › Eric Foster, Chief Information Officer
- › Lynn Burgener, VP Corporate Taxation
- › Dianna G. Spracino, VP, Global human Resources
- › Marco A. Quirino, President, Latin America
- › Jennifer A. McIntyre, VP, USA Supply Chain and Transportation

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### Profile

Univar operates one of the most extensive chemical distribution networks in the world, servicing an international customer base in both established and emerging markets. Univar sources from more than 8,800 producers worldwide and serves more than 133,000 customers with a full portfolio of specialty products and ingredients, basic chemicals, and value-added services. Univar is Chemistry Delivered<sup>SM</sup>.