

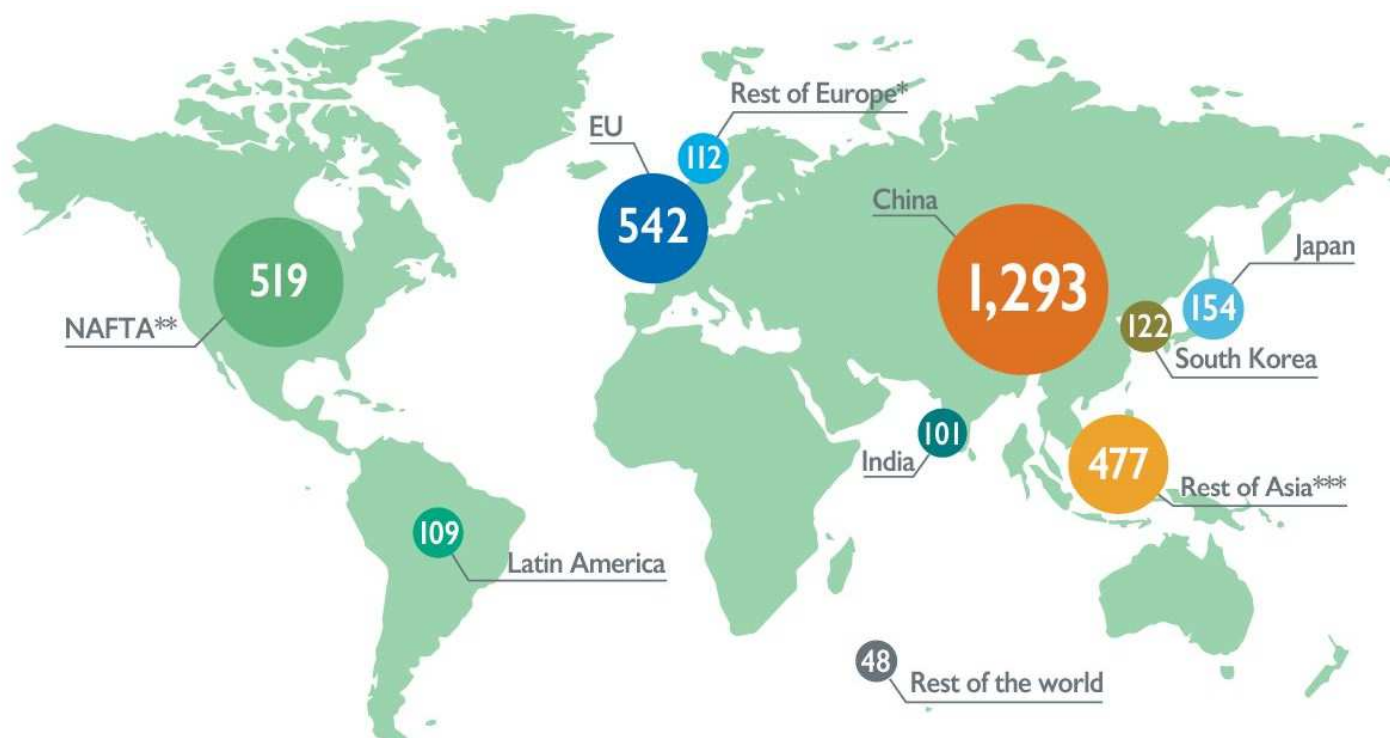
Chemical Distribution in Italy

*Marco Coldani
AssICC President*

Milan, 25th June 2019

World chemical sales (€ 3,5 billion)

Europe is the 2nd largest chemicals producer in the world



Source: Cefic Chemdata International 2018

* Rest of Europe covers Switzerland, Norway, Turkey, Russia and Ukraine

** North American Free Trade Agreement

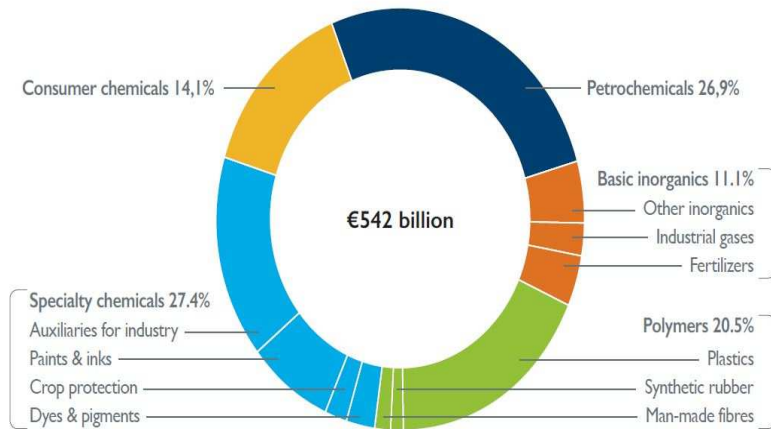
*** Asia excluding China, India, Japan and South Korea

Unless specified, chemical industry excludes pharmaceuticals

Unless specified, EU refers to EU 28

EU chemical sales (€ 542 billion)

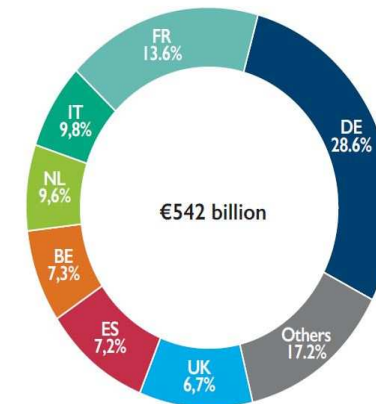
Petrochemicals and specialty chemicals account for half of EU chemical sales



Source: Cefic Chemdata International 2018

Unless specified, chemical industry excludes pharmaceuticals
Unless specified, EU refers to EU 28

More than 80% of EU chemical sales generated in seven EU Member States



Source: Cefic Chemdata International 2018

Unless specified, chemical industry excludes pharmaceuticals
Unless specified, EU refers to EU 28

AssICC THE ONLY NATIONAL ASSOCIATION REPRESENTING THE ITALIAN
DISTRIBUTORS FOR CHEMICALS

OVER 230 COMPANIES ASSOCIATED
75% OF ITALIAN CHEMICALS DISTRIBUTORS
70% OF THE ITALIAN CHEMICAL DISTRIBUTION TURNOVER
OVER 7500 EMPLOYEES



DISTRIBUTORS, TRADERS



**MANUFACTURERS
WITH/WITHOUT LOCAL
PRODUCTION**



LOGISTIC COMPANIES

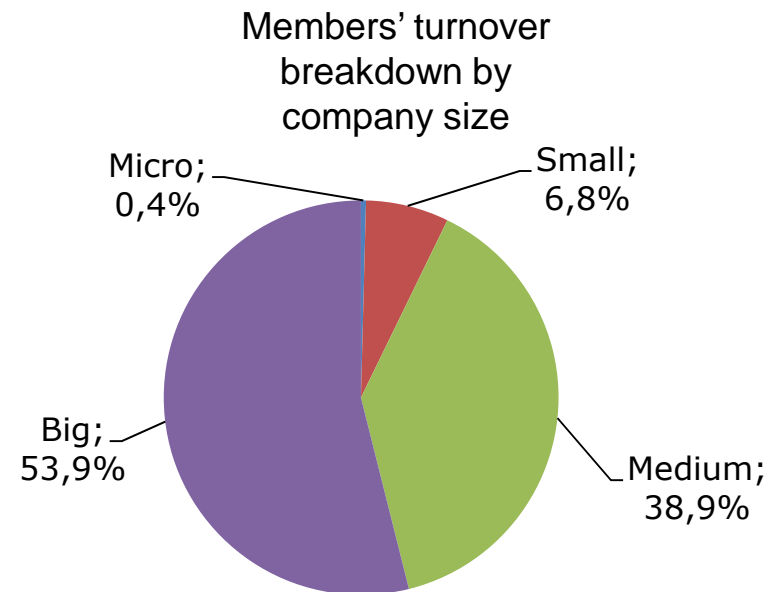
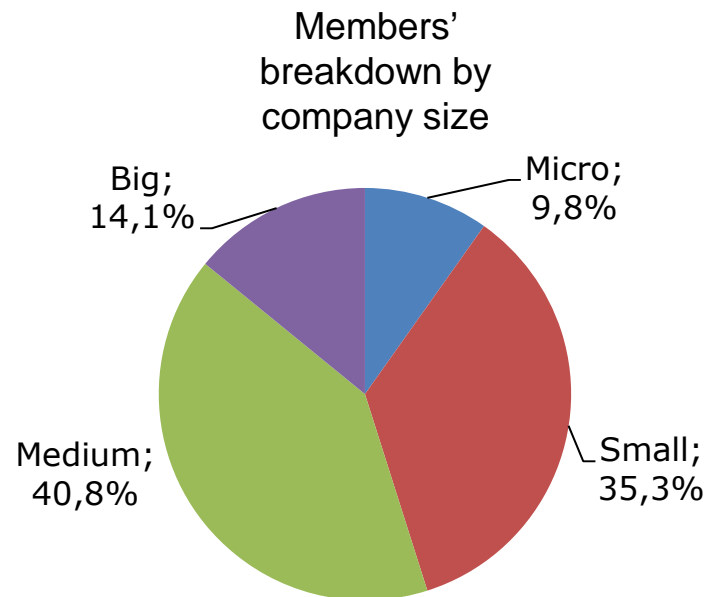


SERVICES

AssICC - Members turnover: € 4,9 billion

Small and medium-sized enterprises (SMEs) according to EU Recommendation 2003/361

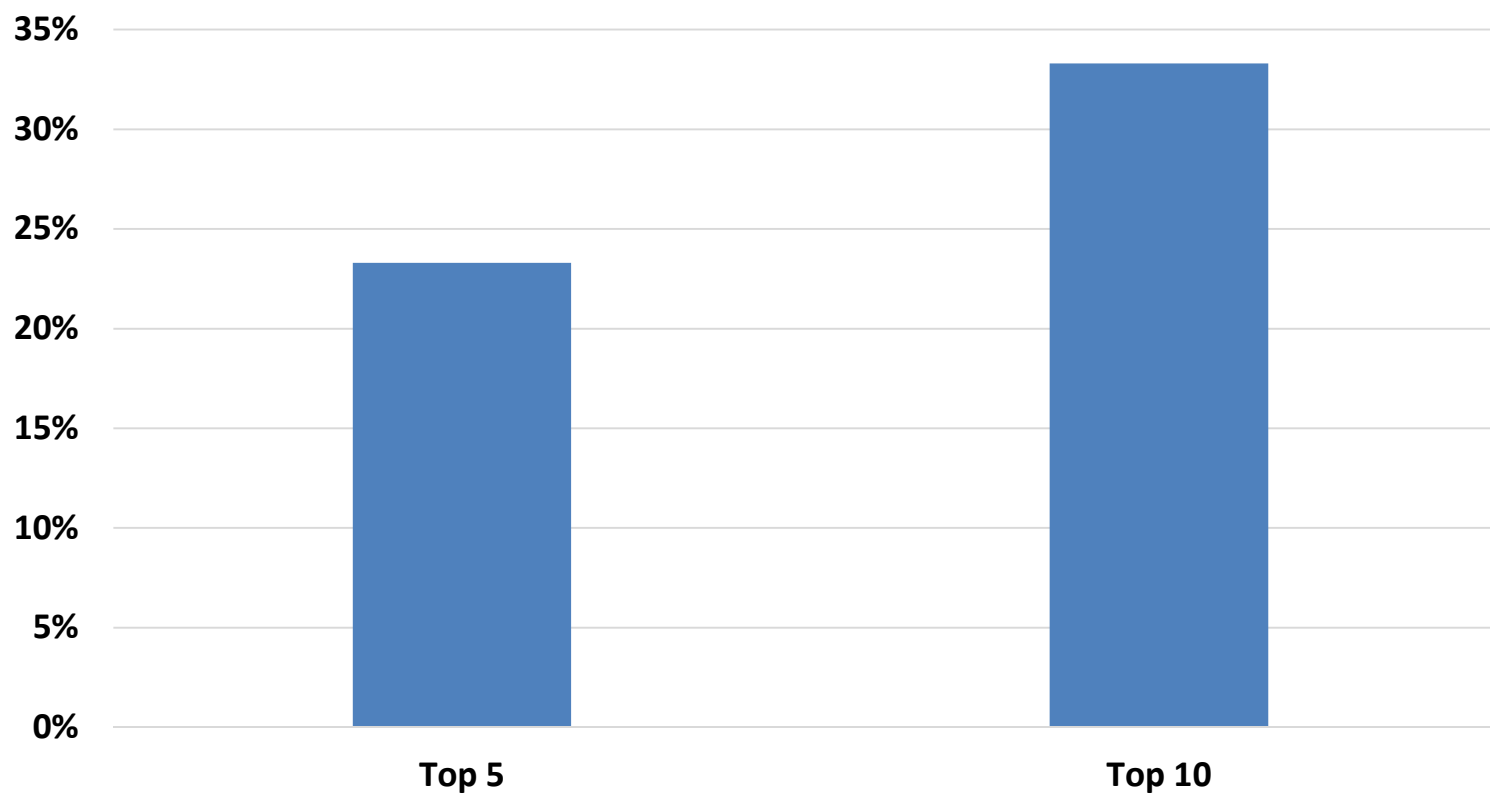
Company size	Company turnover
Micro	< 2 million
Small	2 - 10 million
Medium	10 - 50 million
Big	≥50 million



Main Italian Chemical Distribution Companies



Turnover of TOP 5 and TOP 10 AssICC members

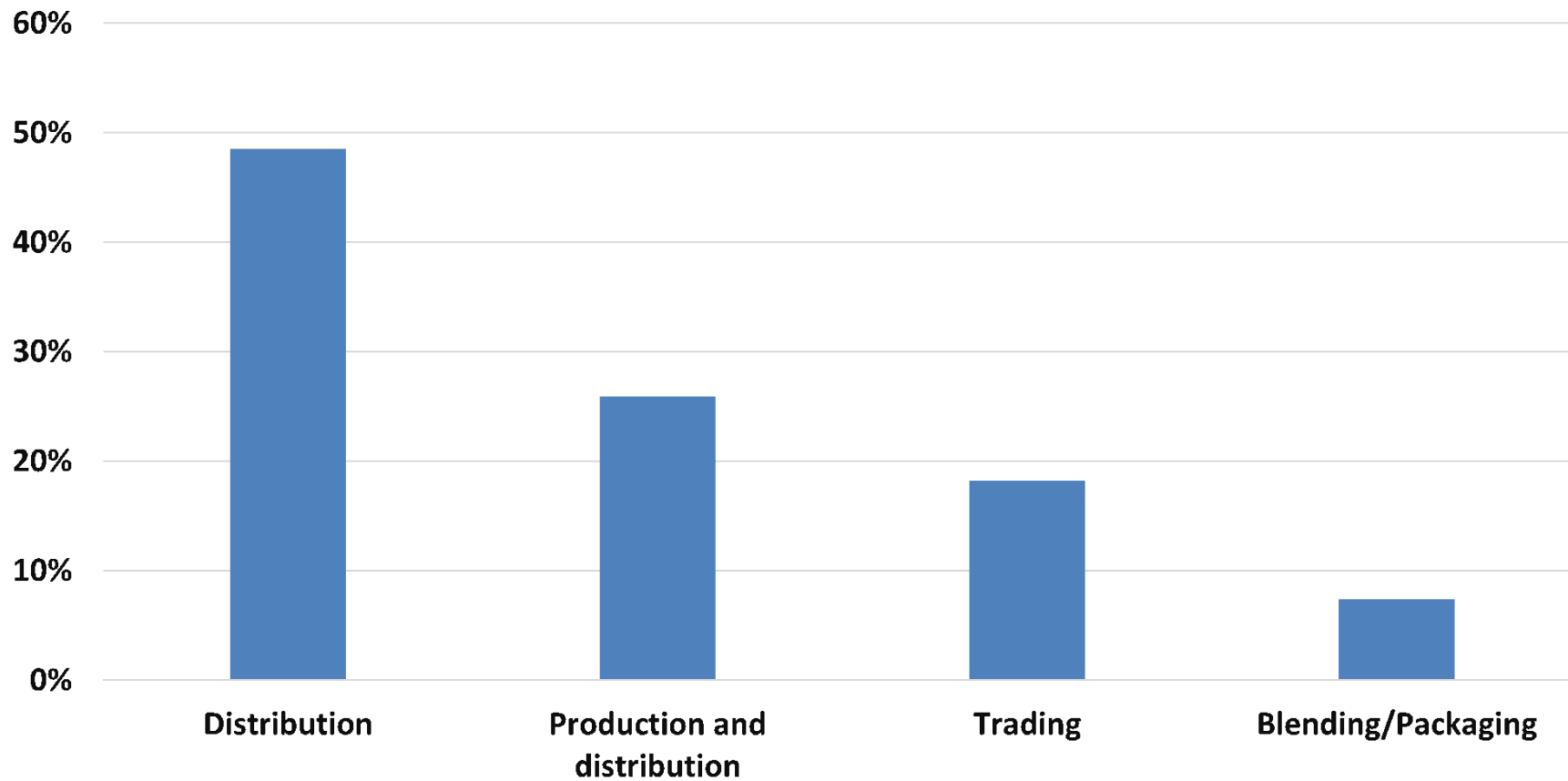


Source: TradeLab - AssICC

AssICC members by core business

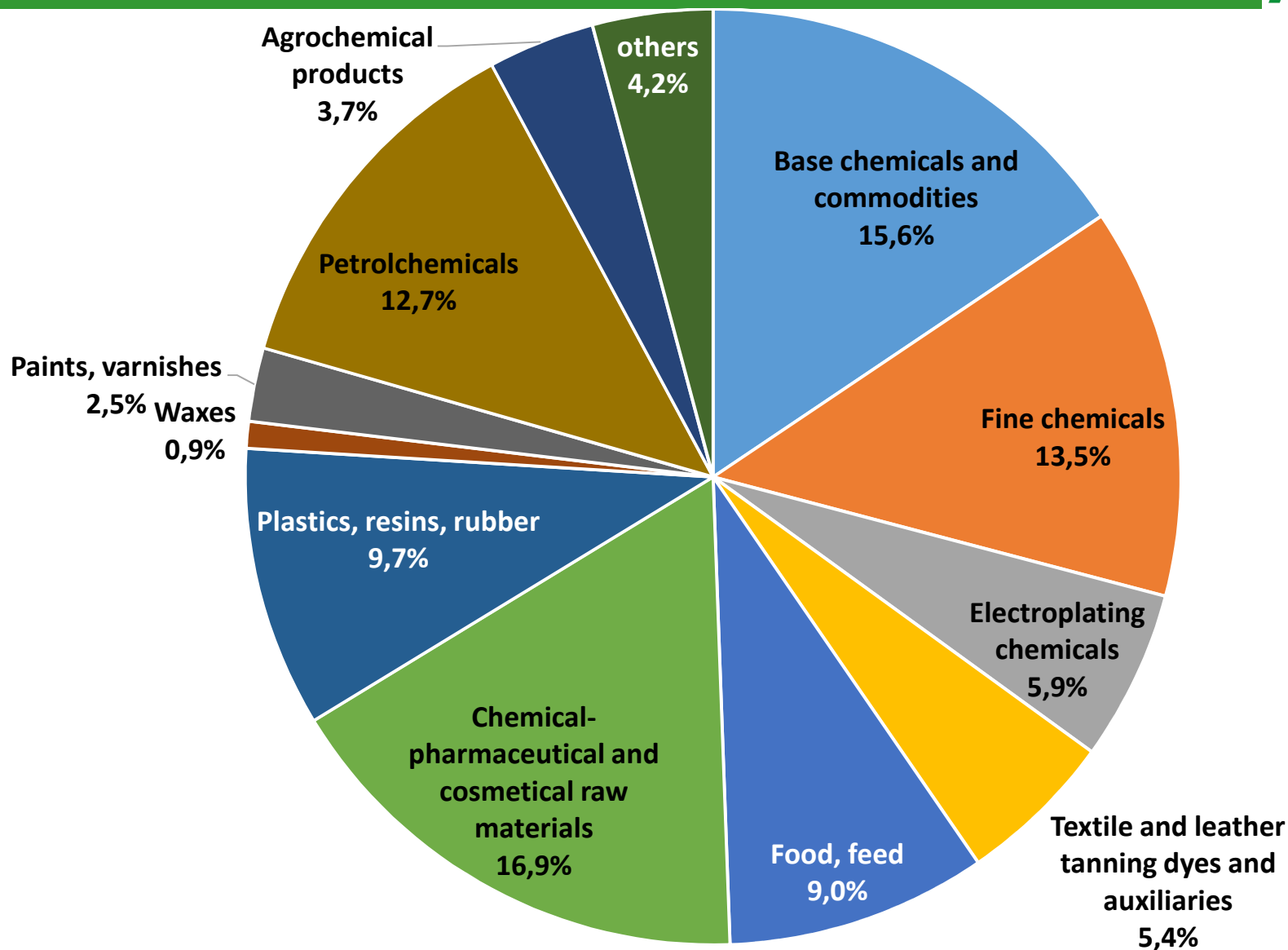


AssICC Members by core business



Source: TradeLab

AssICC Members per product category



Source: TradeLab



ASSOCIAZIONE
ITALIANA
COMMERCIO
CHIMICO

Thank you for your attention