

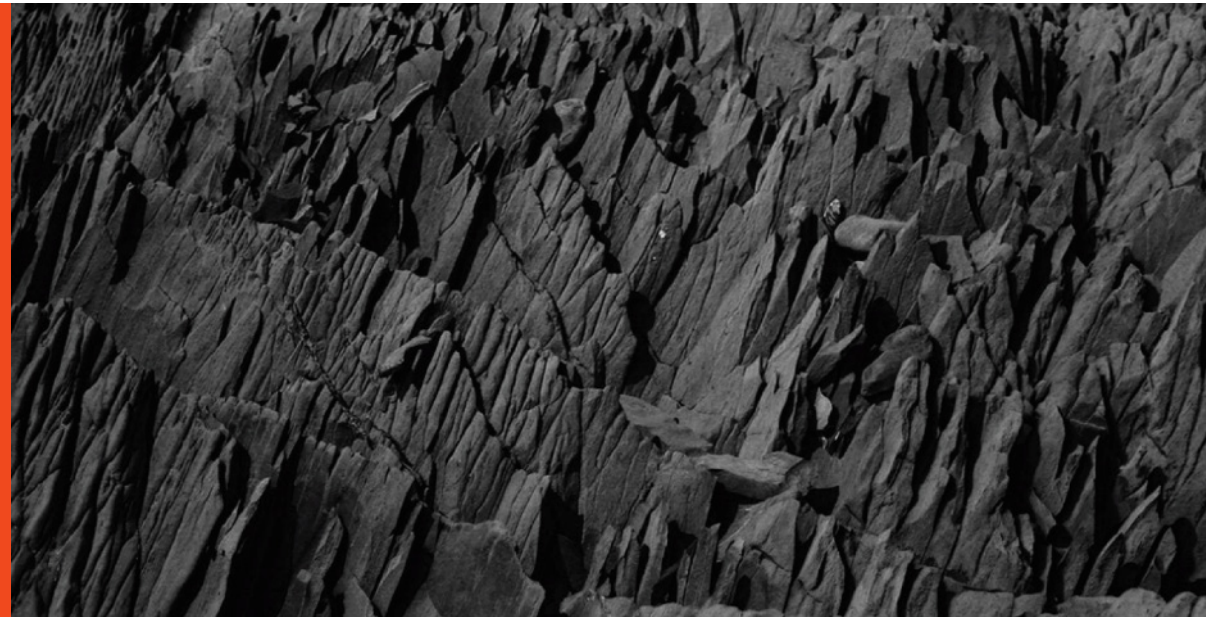


Chemicals trading made easy

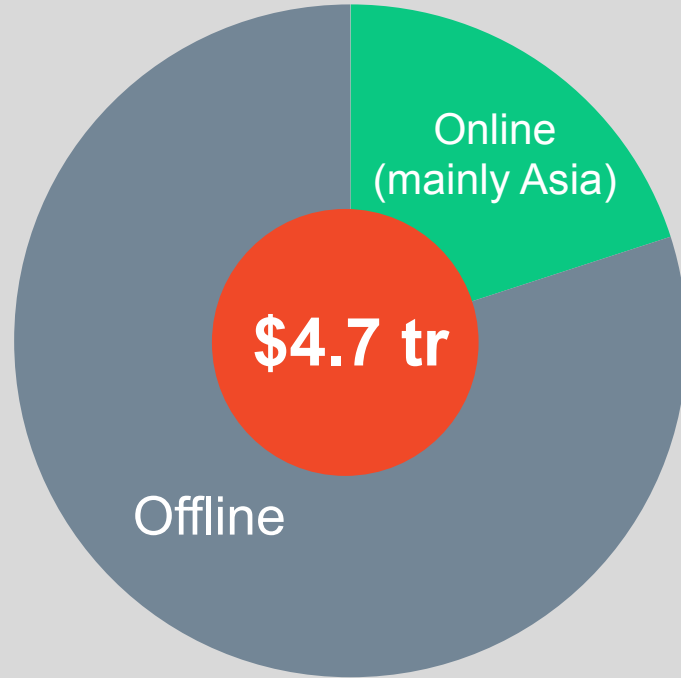
CheMondis

Sebastian Brenner
Managing Director
15 November 2019

CheMondis is a stand-alone company, neither run, governed nor represented by LANXESS



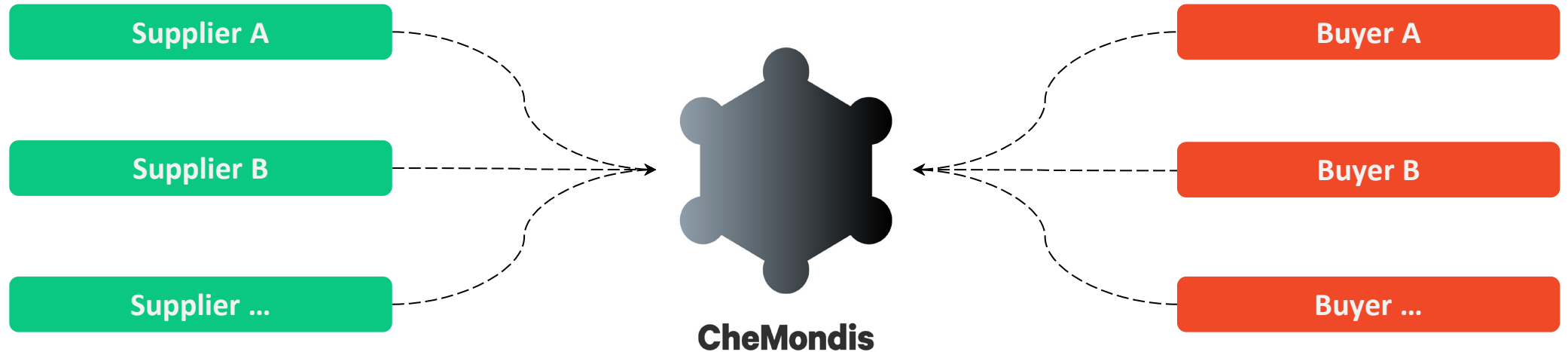
In 2019, the Chemicals market is still largely offline



▶ Chemicals is a \$4.7 tr global B2B industry, 80% is offline

▶ This is reality in buying and selling Chemicals

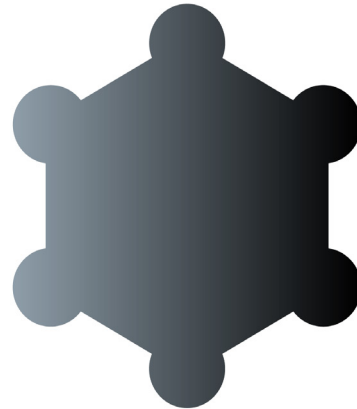
CheMondis is an open marketplace to connect professional suppliers and buyers of chemical products



How we started CheMondis

CheMondis was launched
only one year ago

Start-up setting,
completely independent
from LANXESS group
structures

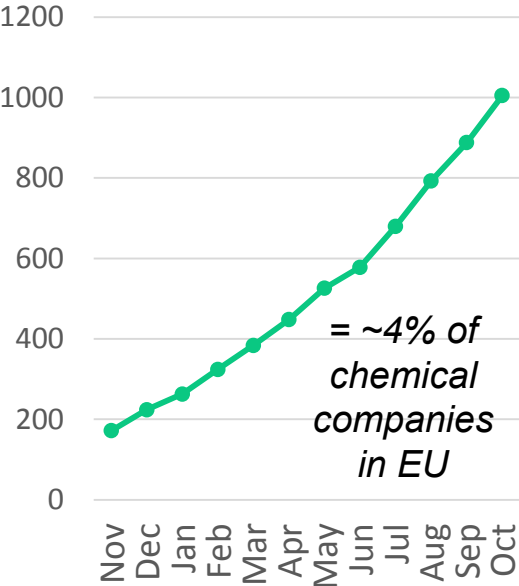


CheMondis

Already accomplished
a lot...

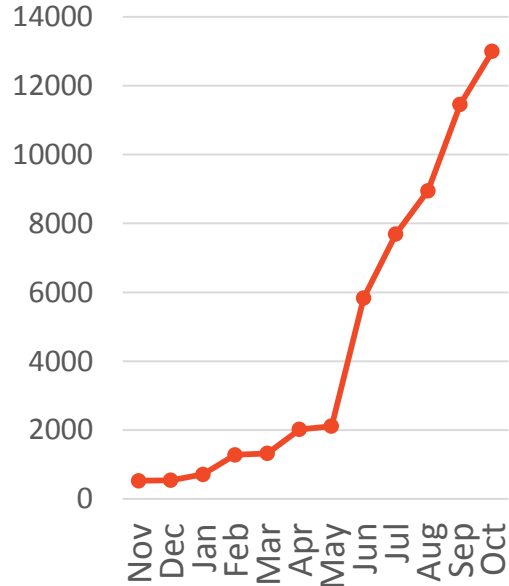
CheMondis is gaining traction month by month

of companies signed up



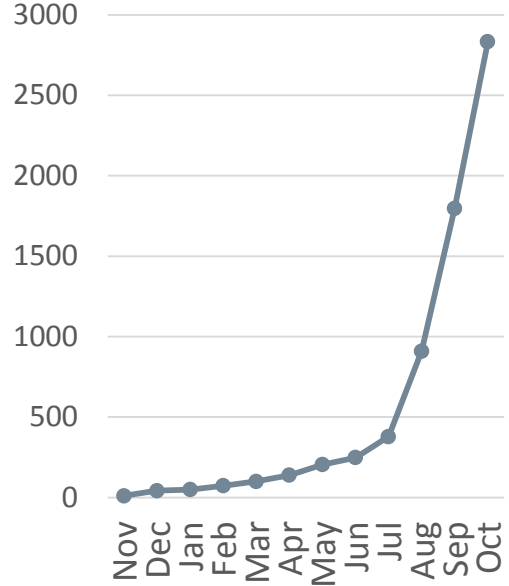
● # of companies registered
(buyers / sellers): cumulative

of active products



● # of available unique products

of transactions



● # of transactions
(avg. €55k per quote/ order): cumulative

Fact #1
>1,000 companies active (65% buyer, 35% supplier)

Fact #2
13,000+ products for use in >15 different

Fact #3
~€150 m transaction value (cumulated, YTD '19)

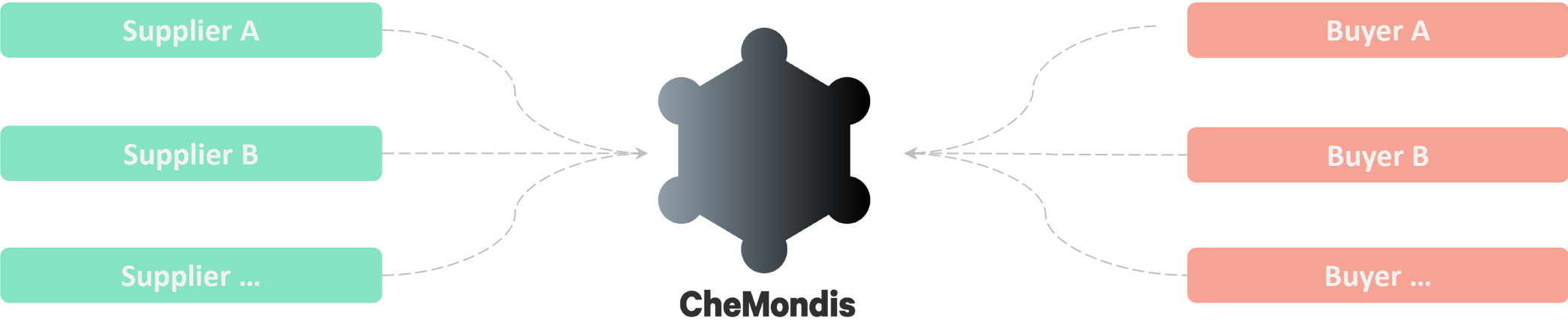
Using CheMondis is as easy as B2C online shopping

The screenshot displays the CheMondis website interface. At the top, there is a search bar with the placeholder text "Enter CAS No., Product Name, Formula" and a "Search" button. To the right of the search bar are "Register" and "Login" buttons. On the left side, there is a navigation menu with "Home" and "INDUSTRIES" sections. The "INDUSTRIES" section lists various categories with checkboxes, and a "Show More" link. Below this is the "PRODUCT GROUPS" section with a list of categories. The main content area features a product card for "Propylene Glycol". The card includes a chemical structure diagram, the product name, CAS number (57-55-6), EC number (200-338-0), molecular formula (C3H8O2), and molar weight (76.100 g/mol). It also lists synonyms and industries where the product is used. Below the product card is a table with columns for "PRODUCT NAME", "DELIVERY FORM", and "SUPPLIER".

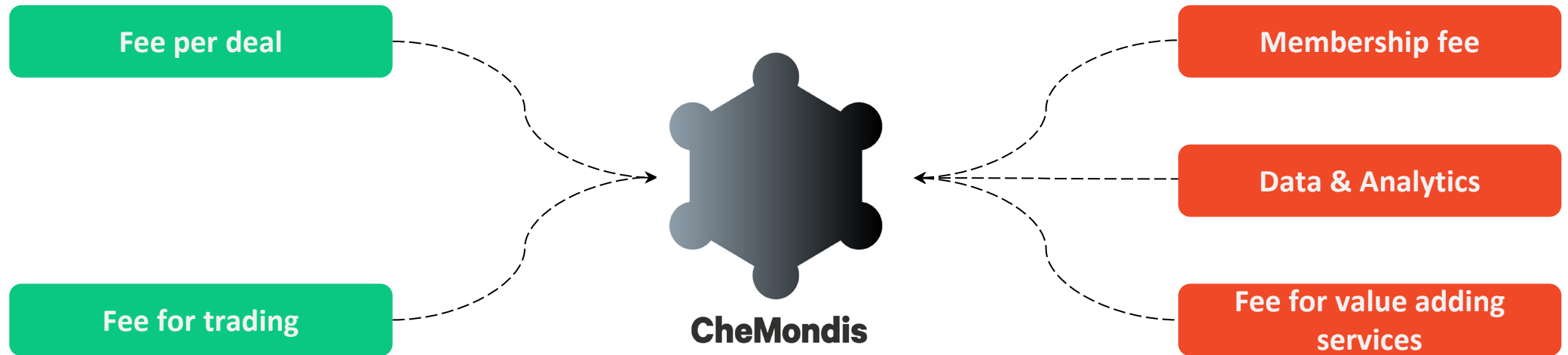
PRODUCT NAME	DELIVERY FORM	SUPPLIER
→ Bianova® Propylene Glycol 1,2 EP / USP		Azelis Deutschland Kosmetik GmbH Details >
→ Cooltrans Plus CTL		VVoChem B.V. Details >
→ Cooltrans Plus CTP		VVoChem B.V. Details >
→ Glicole Propilenico 99,7% USP/EP	Liquid	ML LAB SRL Details >
→ Mono Propylene Glycol	Liquid	International Solvent Solutions BV Details >
→ Mono Propylene Glycol (MPG)	Liquid	Preparados Quimicos De Navarra S.L. Details >

- Professional buyers' behavior is shifting towards online channels
- CheMondis customer experience comparable to well known B2C platforms
- All steps of the transaction take place on CheMondis platform

CheMondis is constantly expanding its feature set, working 100% customer centric



Various ways to monetize trading on CheMondis



**CheMondis developed a MVP within 3 months to
begin the process of learning as soon as possible...**

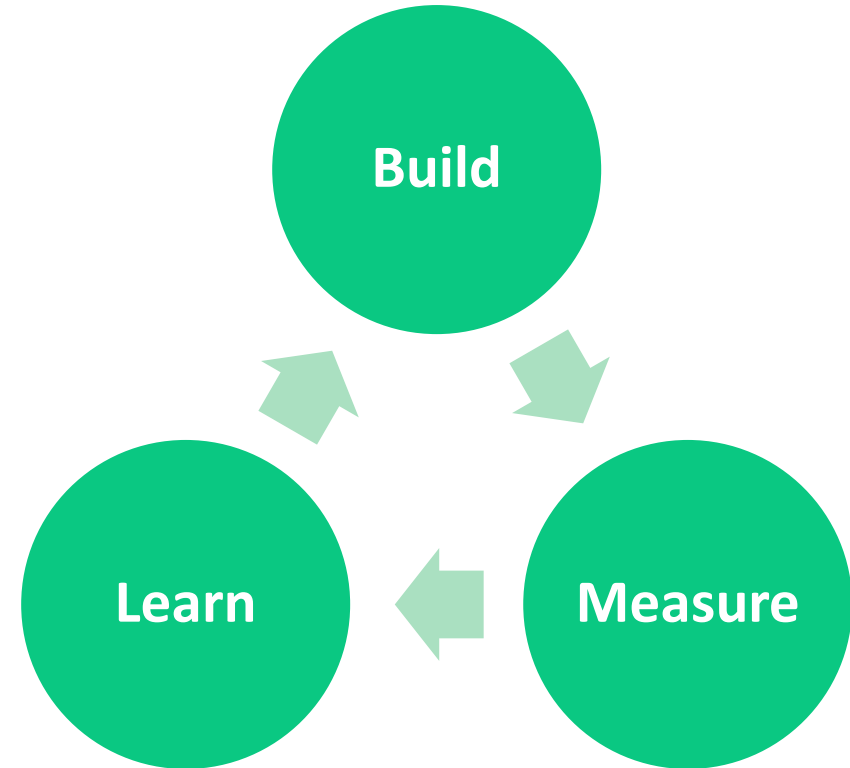


= minimum viable product (MVP)



= advanced product

Our Objective: Fast execution and continuous learning





Home

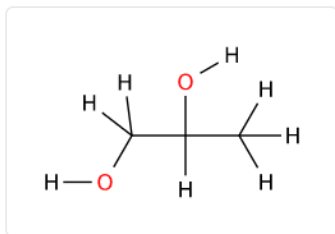
INDUSTRIES

- Additive Manufacturing (AM)
- Adhesives & Sealants
- Agriculture
- Ceramics & Glass
- Chemical Manufacturing
- Cleaning Products
- Construction
- Cosmetics & Personal Care

Show More

PRODUCT GROUPS

- > Acids & Lyes
- > Additives
- > Agrochemicals
- > Bio-based Materials
- > Fillers
- > Flavors & Fragrances
- > High Performance Materials
- > Intermediates
- > Monomers & Polymers
- > Oleochemicals
- > Packaging
- > Pigments & Dyes
- > Purification Agents
- > Ready-to-Use
- > Resins
- > Solids
- > Solvents
- > Surfactants



Propylene Glycol

CAS: 57-55-6

Molecular Formula: C3H8O2

Molar Weight [g/mol]: 76.100

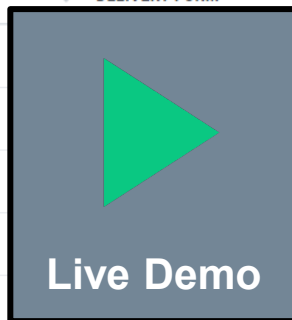
EC Number: 200-338-0

IUPAC Name: Propane-1,2-diol

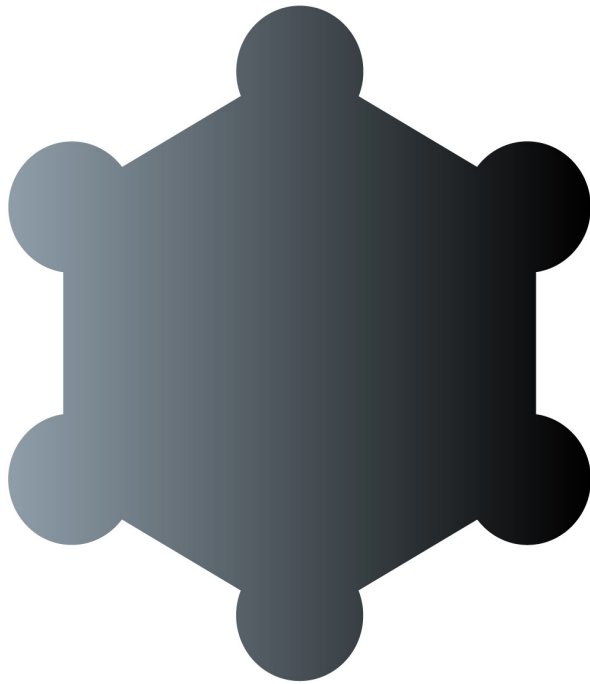
Synonyms: 1,2-dihydroxypropane; (+/-)-1,2-propanediol; 1,2-propanediol; 1,2-propylene glycol; arcoplus(r); arctic plus(r); dowfrost(tm); glycol-propylene; methyl glycol; methylglyeol; mono propylene glycol; propane-1,2-diol

Industries: Adhesives & Sealants, Agriculture, Ceramics & Glass, Chemical Manufacturing, Cleaning Products, Construction, Cosmetics & Personal Care, Food & Feed, Leather & Textiles, Lubricants, Other Industries, Packaging Materials, Paints & Coatings, Pharma & Life Science, Plastics, Pulp & Paper, Rubber, Water Treatment

PRODUCT NAME	DELIVERY FORM	SUPPLIER	
→ Blanova® Propylene Glycol 1,2 EP / USP		Azelis Deutschland Kosmetik GmbH	Details >
→ Cooltrans Plus CTL		VivoChem B.V.	Details >
→ Cooltrans Plus CTP		VivoChem B.V.	Details >
→ Glicole Propilenico 99,7% USP/EP		ML LAB SRL	Details >
→ Mono Propylene Glycol		International Solvent Solutions BV	Details >
→ Mono Propylene Glycol (MPG)	Liquid	Preparados Quimicos De Navarra S.L.	Details >
→ Mono Propylene Glycol (MPG)	Liquid	Same Chemicals BV	Details >
→ Mono Propylene Glycol (MPG)	Liquid	International Solvent Solutions BV	Details >
→ Mono Propylene Glycol Double Distilled (MPG)	Liquid	Balthemis	Details >
→ Monopropylene glycol		VivoChem B.V.	Details >



Reasons to love CheMondis



CheMondis

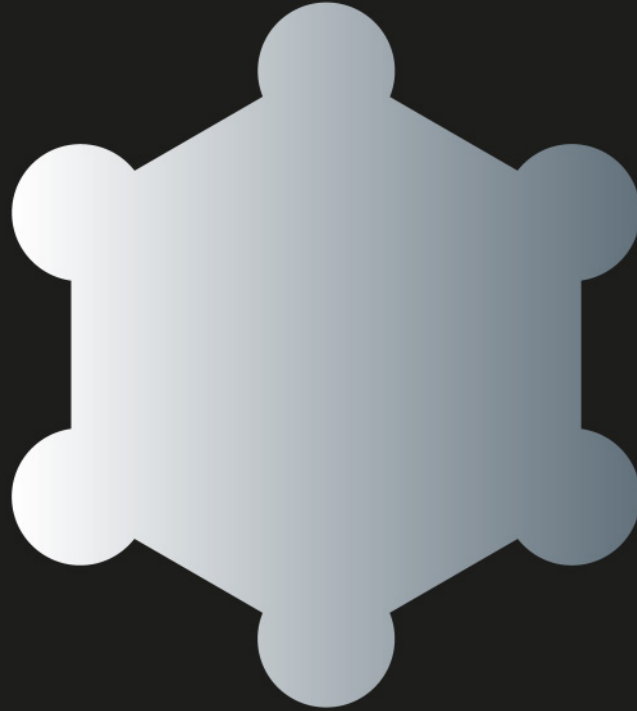
Largest and fastest growing B2B marketplace for industrial chemicals in the western world, with strong customer centric offers along the value chain

Exceptional team of skilled and dedicated experts combining chemical, digital and tech know-how

Unique setup, backed by industry know-how and capital



Thank you.



CheMondis