

Evonik appointed as new distributor of Waxes for the South America Region by Shell MDS (Malaysia)

Evonik Industries has been appointed by Shell MDS (Malaysia) as the new distribution partner for Gas-to-Liquid Hardwaxes (GTL Hardwaxes) for the South American region. Based on a very successful distribution partnership in Europe since 1996, in which Evonik consequently increased the sales of Shell's GTL Hardwaxes sold under the brand "Shell GTL Sarawax", the distribution territory for Evonik will be enlarged, starting from April 1st 2015 onwards. It is the second mandate of Shell to Evonik for GTL Hardwaxes after its announcement for the Southern Asia region earlier this year.

The decision of Shell to mandate Evonik as the new distribution partner for the growing South America region was based on their existing infrastructure with local warehouses as well as a dedicated sales force and customer service in the region. "The expansion of our distribution partnership with Shell reconfirms our understanding as an experienced solution provider for our customers in the adhesives & sealants industry", says Dr. Dietmar Wewers, Senior Vice President of Evonik's Coating & Adhesive Resins Business Line. "Besides offering technical knowledge and a broad product portfolio for Adhesives & Sealants, Shell particularly valued our customer intimacy as well as the access to the growing markets for waxes in South America."

As a distributor of Shell GTL Sarawax as well as manufacturer of modified GTL waxes sold globally under the brand VESTOWAX® for many years Evonik has a long lasting technical experience and excellent market know how on waxes and its very broad range of applications, e.g. as additive in hot melt adhesives or in plastic processing like PVC lubricants.

Evonik offers a broad product portfolio for the Adhesive & Sealants Industry with its products of polyesters, amorphous poly-alpha-olefins, waxes, polybutadienes and polyacrylates.

Shell MDS (Malaysia) is the owner and operator of the Shell Middle Distillate Synthesis (SMDS) plant in Bintulu, Sarawak. The SMDS plant is the first of its kind in the world and is the culmination of

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over 30 years research into the utilisation of alternative raw materials for the production of fuels and specialty chemicals.

Company information

Evonik, the creative industrial group from Germany, is one of the world leaders in specialty chemicals. Profitable growth and a sustained increase in the value of the company form the heart of Evonik's corporate strategy. Its activities focus on the key megatrends health, nutrition, resource efficiency and globalization. Evonik benefits specifically from its innovative prowess and integrated technology platforms.

Evonik is active in over 100 countries around the world. In fiscal 2014 more than 33,000 employees generated sales of around €12.9 billion and an operating profit (adjusted EBITDA) of about €1.9 billion.

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