Chemicals trading made easy
CheMondis

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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

Already accomplished a lot...
CheMondis is gaining traction month by month

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

- 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.

### Current features:

<table>
<thead>
<tr>
<th>Feature</th>
<th>Icon</th>
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</thead>
<tbody>
<tr>
<td>Online Marketing (SEA)</td>
<td><img src="sale" alt="Icon" /></td>
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<tr>
<td>Search</td>
<td><img src="search" alt="Icon" /></td>
</tr>
<tr>
<td>Deal making</td>
<td><img src="dollars" alt="Icon" /></td>
</tr>
<tr>
<td>Agreement management</td>
<td><img src="contract" alt="Icon" /></td>
</tr>
<tr>
<td>Order EDI</td>
<td><img src="order" alt="Icon" /></td>
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<tr>
<td>Collection</td>
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</tr>
<tr>
<td>Credit Rating</td>
<td><img src="credit_rating" alt="Icon" /></td>
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<tr>
<td>Data &amp; Analytics</td>
<td><img src="analytics" alt="Icon" /></td>
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</tbody>
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### Supplier Connections

- **Supplier A**
- **Supplier B**
- **Supplier ...**

### Buyer Connections

- **Buyer A**
- **Buyer B**
- **Buyer ...**

### Future potential additional features:

**Product Roadmap:** (>100 product hypothesis)

**Logistics / Warehousing**

**Payment**

**Technical Advice**

And much more...
Various ways to monetize trading on CheMondis

- Fee per deal
- Fee for trading
- Membership fee
- Data & Analytics
- Fee for value adding services
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
Reasons to love 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.