

Evonik appointed as new distributor for Waxes in Southern Asia, Middle East and North Africa 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 Southern Asian, Middle East and North African countries. 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 now be enlarged, starting from January 2015 onwards.

"Evonik has a long established presence and track record in selling Shell's GTL Hardwaxes in Europe", explains Dr. Dietmar Wewers, Senior Vice President of Evonik's Coating & Adhesive Resins Business Line. "We feel assured that this track record, a proven technical knowledge and a dedicated sales team in the region were the foundation of the decision from Shell to mandate us with the distribution services in this emerging region".

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 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

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benefits specifically from its innovative prowess and integrated technology platforms.

Evonik is active in over 100 countries around the world. In fiscal 2013 more than 33,500 employees generated sales of around €12.7 billion and an operating profit (adjusted EBITDA) of about €2.0 billion.

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