

The Western European Paints Industry 1998

© IAL CONSULTANTS DECEMBER 1998

109 Uxbridge Road, Ealing, London W5 5TL
Tel: +44 181 810 0919 Fax: +44 181 566 4931
E-mail: ial@brg.co.uk
Web site: www.brg.co.uk

All rights reserved. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form, or by any means, electronic, mechanical, photocopying, recording or otherwise without the prior permission of the copyright owner.

NOTE

The information given in this report has been compiled from published sources and interpreted from fieldwork based on informed opinions. While every care has been taken in the preparation of the report, there may have been some errors in the information obtained. Although it is impossible to verify every single detail by cross checking, we believe the general picture we have provided is reasonably accurate and comprehensive.

Many IAL reports contain an overview of selected company financial information and capabilities based on published sources where available. Although the companies represented are believed to be the major suppliers, the profiles are meant to be indicative rather than definitive.

It is fundamental to the philosophy of IAL Consultants to constantly seek to extend and improve our service to clients. In pursuit of these aims we shall be pleased to consider all requests for regular or periodic updating of all, or any part, of the information contained in this report, or for extensions in coverage in terms of product areas, market sectors and/or geographic regions.

We are, of course, always happy to discuss with any subscriber the possibility of undertaking further work, whether arising out of this report or in different business areas.

MORE INFORMATION ON IAL CONSULTANTS

At the end of this report you will find a copy of our corporate brochure and a list of our latest published reports. Should you require more information, on either our published reports or our private client services, please contact us at the address given.

Full details on all IAL Consultants published reports (including full tables of contents and tables of tables) and ad-hoc research services can be found on our website:

www.brg.co.uk

CONTENTS

| | |
|--|------------|
| 1. INTRODUCTION | 1 |
| 1.1 METHODOLOGY | 1 |
| 2. SUMMARY | 3 |
| 2.1 DEFINITION | 3 |
| 2.2 PAINT PRODUCTION IN WESTERN EUROPE | 4 |
| 2.3 IMPORTS OF PAINTS IN WESTERN EUROPE | 6 |
| 2.4 EXPORTS OF PAINTS FROM WESTERN EUROPE..... | 8 |
| 2.5 MARKET SIZE FOR PAINTS IN WESTERN EUROPE..... | 10 |
| 3. MARKETS SECTION | 14 |
| 3.1 AUSTRIA | 14 |
| 3.2 BELGIUM AND LUXEMBOURG | 21 |
| 3.3 DENMARK..... | 29 |
| 3.4 FINLAND | 37 |
| 3.5 FRANCE | 45 |
| 3.6 GERMANY..... | 53 |
| 3.7 GREECE | 61 |
| 3.8 IRELAND | 69 |
| 3.9 ITALY | 77 |
| 3.10 THE NETHERLANDS | 85 |
| 3.11 NORWAY | 93 |
| 3.12 PORTUGAL | 101 |
| 3.13 SPAIN | 109 |
| 3.14 SWEDEN | 117 |
| 3.15 SWITZERLAND | 125 |
| 3.16 UNITED KINGDOM..... | 133 |
| 4. MANUFACTURERS SECTION | 141 |
| 4.1 SUMMARY | 141 |
| 4.2 THE MAJOR MARKET SECTORS | 143 |
| 4.2.1 <i>Decorative</i> | 143 |
| 4.2.2 <i>Protective</i> | 143 |
| 4.2.3 <i>Automotive</i> | 143 |
| 4.2.4 <i>Industrial</i> | 143 |
| 5. COMPANY PROFILES | 145 |
| 5.1 AKZO NOBEL | 145 |
| 5.1.1 <i>Address</i> | 145 |
| 5.1.2 <i>Summary of Operations</i> | 145 |
| 5.1.3 <i>Subsidiaries and Sites</i> | 145 |
| 5.1.4 <i>Company Activity</i> | 146 |
| 5.1.5 <i>Sales Breakdown</i> | 147 |
| 5.1.6 <i>Employees</i> | 148 |
| 5.1.7 <i>Acquisitions, Divestitures & Joint Ventures</i> | 148 |
| 5.1.8 <i>Product Range</i> | 148 |
| 5.2 BASF..... | 150 |
| 5.2.1 <i>Address</i> | 150 |
| 5.2.2 <i>Summary of Operations</i> | 150 |
| 5.2.3 <i>Subsidiaries and Sites</i> | 150 |
| 5.2.4 <i>Company Activity</i> | 151 |
| 5.2.5 <i>Sales Breakdown</i> | 152 |

| | |
|--|-----|
| 5.2.6 Employees | 152 |
| 5.2.7 Acquisitions, Divestitures and Joint Ventures..... | 152 |
| 5.2.8 Product Range..... | 153 |
| 5.3 BECKER..... | 154 |
| 5.3.1 Address..... | 154 |
| 5.3.2 Summary of Operations..... | 154 |
| 5.3.3 Subsidiaries & Sites..... | 154 |
| 5.3.4 Company Activity | 155 |
| 5.3.5 Employees | 158 |
| 5.3.6 Acquisitions, Divestitures and Joint Ventures..... | 158 |
| 5.4 COURTAULDS | 159 |
| 5.4.1 Address..... | 159 |
| 5.4.2 Summary of Operations..... | 159 |
| 5.4.3 Subsidiaries & Sites..... | 159 |
| 5.4.4 Company Activity | 160 |
| 5.4.5 Sales Breakdown..... | 161 |
| 5.4.6 Employees | 161 |
| 5.4.7 Acquisitions, Divestitures & Joint Ventures..... | 161 |
| 5.4.8 Main Product Ranges..... | 161 |
| 5.5 HEMPEL..... | 163 |
| 5.5.1 Address..... | 163 |
| 5.5.2 Summary of Operations..... | 163 |
| 5.5.3 Subsidiaries & Sites..... | 163 |
| 5.5.4 Company Activity | 164 |
| 5.5.5 Employees | 165 |
| 5.5.6 Acquisitions, Divestitures and Joint Ventures..... | 165 |
| 5.6 HERBERTS | 166 |
| 5.6.1 Address..... | 166 |
| 5.6.2 Summary of Operations..... | 166 |
| 5.6.3 Subsidiaries & Sites..... | 166 |
| 5.6.4 Company Activity | 167 |
| 5.6.5 Sales Breakdown..... | 168 |
| 5.6.6 Employees | 168 |
| 5.6.7 Acquisitions, Divestitures & Joint Ventures..... | 169 |
| 5.6.8 Product Range..... | 169 |
| 5.7 ICI | 171 |
| 5.7.1 Address..... | 171 |
| 5.7.2 Summary of Operations..... | 171 |
| 5.7.3 Subsidiaries & Sites..... | 171 |
| 5.7.4 Company Activity | 172 |
| 5.7.5 Sales Breakdown..... | 173 |
| 5.7.6 Employees | 174 |
| 5.7.7 Acquisitions & Joint Ventures..... | 174 |
| 5.7.8 Product Range..... | 175 |
| 5.8 JOTUN | 176 |
| 5.8.1 Address..... | 176 |
| 5.8.2 Summary of Operations..... | 176 |
| 5.8.3 Subsidiaries & Sites..... | 176 |
| 5.8.4 Company Activity | 177 |
| 5.8.5 Sales Breakdown..... | 178 |
| 5.8.6 Employees | 178 |
| 5.8.7 Acquisitions, Divestitures and Joint Ventures..... | 179 |
| 5.8.8 Product Range..... | 179 |
| 5.9 KALON..... | 180 |
| 5.9.1 Address..... | 180 |
| 5.9.2 Summary of Operations..... | 180 |
| 5.9.3 Subsidiaries & Sites..... | 180 |
| 5.9.4 Company Activity | 181 |
| 5.9.5 Sales Breakdown..... | 182 |

| | |
|---|------------|
| 5.9.6 Employees | 183 |
| 5.9.7 Acquisitions, Divestitures and Joint Ventures..... | 183 |
| 5.9.8 Product Range..... | 183 |
| 5.10 PPG | 184 |
| 5.10.1 Address..... | 184 |
| 5.10.2 Summary of Operations..... | 184 |
| 5.10.3 Company Activity | 185 |
| 5.10.4 Sales Breakdown | 186 |
| 5.10.5 Employees | 186 |
| 5.10.6 Acquisitions and Joint Ventures..... | 187 |
| 5.10.7 Product Range..... | 187 |
| 5.11 SIGMA..... | 188 |
| 5.11.1 Address..... | 188 |
| 5.11.2 Summary of Operations..... | 188 |
| 5.11.3 Subsidiaries & Sites..... | 188 |
| 5.11.4 Company Activity | 189 |
| 5.11.5 Sales Breakdown | 190 |
| 5.11.6 Employees | 190 |
| 5.11.7 Acquisitions, Divestitures and Joint Ventures..... | 190 |
| 5.11.8 Product Range..... | 190 |
| 5.12 TIKKURILA | 191 |
| 5.12.1 Address..... | 191 |
| 5.12.2 Summary of Operations..... | 191 |
| 5.12.3 Subsidiaries & Sites..... | 191 |
| 5.12.4 Company Activity | 191 |
| 5.12.5 Employees | 192 |
| 5.12.6 Acquisitions, Divestitures and Joint Ventures..... | 193 |
| 5.12.7 Product Range..... | 193 |
| 6. DIRECTORY | 194 |
| 6.1 AUSTRIA | 194 |
| 6.2 BELGIUM | 197 |
| 6.3 DENMARK..... | 201 |
| 6.4 FINLAND | 205 |
| 6.5 FRANCE | 206 |
| 6.6 GERMANY..... | 227 |
| 6.7 GREECE | 247 |
| 6.8 IRELAND | 248 |
| 6.9 ITALY | 249 |
| 6.10 LUXEMBOURG..... | 260 |
| 6.11 THE NETHERLANDS | 261 |
| 6.12 NORWAY | 269 |
| 6.13 PORTUGAL | 272 |
| 6.14 SPAIN | 280 |
| 6.15 SWEDEN | 291 |
| 6.16 SWITZERLAND | 295 |
| 6.17 UNITED KINGDOM..... | 302 |
| 7. APPENDICES | 320 |
| 7.1 APPENDIX 1 | 320 |
| 7.2 APPENDIX 2 | 321 |

TABLE OF TABLES

| | |
|---|-----------|
| 1. INTRODUCTION | 1 |
| 1.1 METHODOLOGY..... | 1 |
| 2. SUMMARY | 3 |
| 2.1 DEFINITION..... | 3 |
| 2.2 PAINT PRODUCTION IN WESTERN EUROPE..... | 4 |
| Paints Production in Western Europe, 1994-97 (Millions of Tonnes)..... | 4 |
| Paints Production in Western Europe, 1994-97 (ECU Million)..... | 5 |
| 2.3 IMPORTS OF PAINTS IN WESTERN EUROPE..... | 6 |
| Imports of Paints in Western Europe, 1994-97 (Tonnes Million)..... | 6 |
| Imports of Paints in Western Europe, 1994-97 (ECU Million)..... | 7 |
| 2.4 EXPORTS OF PAINTS FROM WESTERN EUROPE..... | 8 |
| Exports of Paints in Western Europe, 1994-97 (Tonnes Millions)..... | 8 |
| Exports of Paints from Western Europe, 1994-97 (ECU Million)..... | 9 |
| 2.5 MARKET SIZE FOR PAINTS IN WESTERN EUROPE..... | 10 |
| Market Size for Paints in Western Europe, 1994-97 (Tonnes Thousands)..... | 10 |
| Market Size for Paints in Western Europe, 1994-97 (ECU Million)..... | 11 |
| European Paints Consumption per Capita, 1997 (Tonnes)..... | 12 |
| The World Market for Paint, by Region, 1993-97 (ECU Million)..... | 12 |
| 3. MARKETS SECTION | 14 |
| 3.1 AUSTRIA..... | 14 |
| Austria: Production of Paints, 1994-97 (Tonnes)..... | 14 |
| Austria: Production of Paints, 1994-97 (ECU Thousand)..... | 15 |
| Austria: Imports of Paints, 1994-97 (Tonnes)..... | 16 |
| Austria: Imports of Paints, 1994-97 (ECU Thousand)..... | 17 |
| Austria: Exports of Paints, 1994-97 (Tonnes)..... | 18 |
| Austria: Exports of Paints, 1994-97 (ECU Thousand)..... | 19 |
| Austria: Market Size for Paints, 1994-97 (Tonnes)..... | 20 |
| Austria: Market Size for Paints, 1994-97 (ECU Thousand)..... | 20 |
| 3.2 BELGIUM AND LUXEMBOURG..... | 21 |
| Belgium and Luxembourg: Production of Paints, 1994-97 (Tonnes)..... | 21 |
| Belgium and Luxembourg: Production of Paints, 1994-97 (ECU Thousand)..... | 23 |
| Belgium and Luxembourg: Imports of Paints, 1994-97 (Tonnes)..... | 24 |
| Belgium and Luxembourg: Imports of Paints, 1994-97 (ECU Thousand)..... | 25 |
| Belgium and Luxembourg: Exports of Paints, 1994-97 (Tonnes)..... | 26 |
| Belgium and Luxembourg: Exports of Paints, 1994-97 (ECU Thousand)..... | 27 |
| Belgium and Luxembourg: Market Size for Paints, 1994-97 (Tonnes)..... | 28 |
| Belgium and Luxembourg: Market Size for Paints, 1994-97 (ECU Thousand)..... | 28 |
| 3.3 DENMARK..... | 29 |
| Denmark: Production of Paints, 1994-97 (Tonnes)..... | 29 |
| Denmark: Production of Paints, 1994-97 (ECU Thousand)..... | 31 |
| Denmark: Imports of Paints, 1994-97 (Tonnes)..... | 32 |
| Denmark: Imports of Paints, 1994-97 (ECU Thousand)..... | 33 |
| Denmark: Exports of Paints, 1994-97 (Tonnes)..... | 34 |
| Denmark: Exports of Paints, 1994-97 (ECU Thousand)..... | 35 |
| Denmark: Market Size for Paints, 1994-97 (Tonnes)..... | 36 |
| Denmark: Market Size for Paints, 1994-97 (ECU Thousand)..... | 36 |
| 3.4 FINLAND..... | 37 |
| Finland: Production of Paints, 1994-97 (Tonnes)..... | 37 |
| Finland: Production of Paints, 1994-97 (ECU Thousand)..... | 39 |
| Finland: Imports of Paints, 1994-97 (Tonnes)..... | 40 |
| Finland: Imports of Paints, 1994-97 (ECU Thousand)..... | 41 |
| Finland: Exports of Paints, 1994-97 (Tonnes)..... | 42 |
| Finland: Exports of Paints, 1994-97 (ECU Thousand)..... | 43 |
| Finland: Market Size for Paints, 1994-97 (Tonnes)..... | 44 |
| Finland: Market Size for Paints, 1994-97 (ECU Thousand)..... | 44 |

| | |
|---|-----|
| 3.5 FRANCE | 45 |
| France: Production of Paints, 1994-97 (Tonnes) | 45 |
| France: Production of Paints, 1994-97 (ECU Thousand) | 47 |
| France: Imports of Paints, 1994-97 (Tonnes) | 48 |
| France: Imports of Paints, 1994-97 (ECU Thousand) | 49 |
| France: Exports of Paints, 1994-97 (Tonnes) | 50 |
| France: Exports of Paints, 1994-97 (ECU Thousand) | 51 |
| France: Market Size for Paints, 1994-97 (Tonnes) | 52 |
| France: Market Size for Paints, 1994-97 (ECU Thousand) | 52 |
| 3.6 GERMANY | 53 |
| Germany: Production of Paints, 1994-97 (Tonnes) | 53 |
| Germany: Production of Paints, 1994-97 (ECU Thousand) | 55 |
| Germany: Imports of Paints, 1994-97 (Tonnes) | 56 |
| Germany: Imports of Paints, 1994-97 (ECU Thousand) | 57 |
| Germany: Exports of Paints, 1994-97 (Tonnes) | 58 |
| Germany: Exports of Paints, 1994-97 (ECU Thousand) | 59 |
| Germany: Market Size for Paints, 1994-97 (Tonnes) | 60 |
| Germany: Market Size for Paints, 1994-97 (ECU Thousand) | 60 |
| 3.7 GREECE | 61 |
| Greece: Production of Paints, 1994-97 (Tonnes) | 61 |
| Greece: Production of Paints, 1994-97 (ECU Thousand) | 63 |
| Greece: Imports of Paints, 1994-97 (Tonnes) | 64 |
| Greece: Imports of Paints, 1994-97 (ECU Thousand) | 65 |
| Greece: Exports of Paints, 1994-97 (Tonnes) | 66 |
| Greece: Exports of Paints, 1994-97 (ECU Thousand) | 67 |
| Greece: Market Size for Paints, 1994-97 (Tonnes) | 68 |
| Greece: Market Size for Paints, 1994-97 (ECU Thousand) | 68 |
| 3.8 IRELAND | 69 |
| Ireland: Production of Paints, 1994-97 (Tonnes) | 69 |
| Ireland: Production of Paints, 1994-97 (ECU Thousand) | 71 |
| Ireland: Imports of Paints, 1994-97 (Tonnes) | 72 |
| Ireland: Imports of Paints, 1994-97 (ECU Thousand) | 73 |
| Ireland: Exports of Paints, 1994-97 (Tonnes) | 74 |
| Ireland: Exports of Paints, 1994-97 (ECU Thousand) | 75 |
| Ireland: Market Size for Paints, 1994-97 (Tonnes) | 76 |
| Ireland: Market Size for Paints, 1994-97 (ECU Thousand) | 76 |
| 3.9 ITALY | 77 |
| Italy: Production of Paints, 1994-97 (Tonnes) | 77 |
| Italy: Production of Paints, 1994-97 (ECU Thousand) | 79 |
| Italy: Imports of Paints, 1994-97 (Tonnes) | 80 |
| Italy: Imports of Paints, 1994-97 (ECU Thousand) | 81 |
| Italy: Exports of Paints, 1994-97 (Tonnes) | 82 |
| Italy: Exports of Paints, 1994-97 (ECU Thousand) | 83 |
| Italy: Market Size for Paints, 1994-97 (Tonnes) | 84 |
| Italy: Market Size for Paints, 1994-97 (ECU Thousand) | 84 |
| 3.10 THE NETHERLANDS | 85 |
| The Netherlands: Production of Paints, 1994-97 (Tonnes) | 85 |
| The Netherlands: Production of Paints, 1994-97 (ECU Thousand) | 87 |
| The Netherlands: Imports of Paints, 1994-97 (Tonnes) | 88 |
| The Netherlands: Imports of Paints, 1994-97 (ECU Thousand) | 89 |
| The Netherlands: Exports of Paints, 1994-97 (Tonnes) | 90 |
| The Netherlands: Exports of Paints, 1994-97 (ECU Thousand) | 91 |
| The Netherlands: Market Size for Paints, 1994-97 (Tonnes) | 92 |
| The Netherlands: Market Size for Paints, 1994-97 (ECU Thousand) | 92 |
| 3.11 NORWAY | 93 |
| Norway: Production of Paints, 1994-97 (Tonnes) | 93 |
| Norway: Production of Paints, 1994-97 (ECU Thousand) | 95 |
| Norway: Imports of Paints, 1994-97 (Tonnes) | 96 |
| Norway: Imports of Paints, 1994-97 (ECU Thousand) | 97 |
| Norway: Exports of Paints, 1994-97 (Tonnes) | 98 |
| Norway: Exports of Paints, 1994-97 (ECU Thousand) | 99 |
| Norway: Market Size for Paints, 1994-97 (Tonnes) | 100 |
| Norway: Market Size for Paints, 1994-97 (ECU Thousand) | 100 |
| 3.12 PORTUGAL | 101 |
| Portugal: Production of Paints, 1994-97 (Tonnes) | 101 |

| | |
|--|------------|
| Portugal: Production of Paints, 1994-97 (ECU Thousand)..... | 103 |
| Portugal: Imports of Paints, 1994-97 (Tonnes)..... | 104 |
| Portugal: Imports of Paints, 1994-97 (ECU Thousand)..... | 105 |
| Portugal: Exports of Paints, 1994-97 (Tonnes)..... | 106 |
| Portugal: Exports of Paints, 1994-97 (ECU Thousand)..... | 107 |
| Portugal: Market Size for Paints, 1994-97 (Tonnes)..... | 108 |
| Portugal: Market Size for Paints, 1994-97 (ECU Thousand)..... | 108 |
| 3.13 SPAIN | 109 |
| Spain: Production of Paints, 1994-97 (Tonnes)..... | 109 |
| Spain: Production of Paints, 1994-97 (ECU Thousand)..... | 111 |
| Spain: Imports of Paints, 1994-97 (Tonnes)..... | 112 |
| Spain: Imports of Paints, 1994-97 (ECU Thousand)..... | 113 |
| Spain: Exports of Paints, 1994-97 (Tonnes)..... | 114 |
| Spain: Exports of Paints, 1994-97 (ECU Thousand)..... | 115 |
| Spain: Market Size for Paints, 1994-97 (Tonnes)..... | 116 |
| Spain: Market Size for Paints, 1994-97 (ECU Thousand)..... | 116 |
| 3.14 SWEDEN | 117 |
| Sweden: Production of Paints, 1994-97 (Tonnes)..... | 117 |
| Sweden: Production of Paints, 1994-97 (ECU Thousand)..... | 119 |
| Sweden: Imports of Paints, 1994-97 (Tonnes)..... | 120 |
| Sweden: Imports of Paints, 1994-97 (ECU Thousand)..... | 121 |
| Sweden: Exports of Paints, 1994-97 (Tonnes)..... | 122 |
| Sweden: Exports of Paints, 1994-97 (ECU Thousand)..... | 123 |
| Sweden: Market Size for Paints, 1994-97 (Tonnes)..... | 124 |
| Sweden: Market Size for Paints, 1994-97 (ECU Thousand)..... | 124 |
| 3.15 SWITZERLAND | 125 |
| Switzerland: Production of Paints, 1994-97 (Tonnes)..... | 125 |
| Switzerland: Production of Paints, 1994-97 (ECU Thousand)..... | 127 |
| Switzerland: Imports of Paints, 1994-97 (Tonnes)..... | 128 |
| Switzerland: Imports of Paints, 1994-97 (ECU Thousand)..... | 129 |
| Switzerland: Exports of Paints, 1994-97 (Tonnes)..... | 130 |
| Switzerland: Exports of Paints, 1994-97 (ECU Thousand)..... | 131 |
| Switzerland: Market Size for Paints, 1994-97 (Tonnes)..... | 132 |
| Switzerland: Market Size for Paints, 1994-97 (ECU Thousand)..... | 132 |
| 3.16 UNITED KINGDOM | 133 |
| United Kingdom: Production of Paints, 1994-97 (Tonnes)..... | 133 |
| United Kingdom: Production of Paints, 1994-97 (ECU Thousand)..... | 135 |
| United Kingdom: Imports of Paints, 1994-97 (Tonnes)..... | 136 |
| United Kingdom: Imports of Paints, 1994-97 (ECU Thousand)..... | 137 |
| United Kingdom: Exports of Paints, 1994-97 (Tonnes)..... | 138 |
| United Kingdom: Exports of Paints, 1994-97 (ECU Thousand)..... | 139 |
| United Kingdom: Market Size for Paints, 1994-97 (Tonnes)..... | 140 |
| United Kingdom: Market Size for Paints, 1994-97 (ECU Thousand)..... | 140 |
| 4. MANUFACTURERS SECTION | 141 |
| 4.1 SUMMARY | 141 |
| Top 12 European Manufacturers of Paints, 1997 (ECU Million)..... | 141 |
| 4.2 THE MAJOR MARKET SECTORS | 143 |
| Paints and Coatings Market by Sector, 1998 (%)..... | 144 |
| 5. COMPANY PROFILES | 145 |
| 5.1 AKZO NOBEL | 145 |
| Akzo Nobel: Group Financial Summary, 1996-97 (ECU Million)..... | 146 |
| Akzo Nobel: Sales per Business Segment, 1996-97 (ECU Million)..... | 147 |
| Akzo Nobel: Coatings Sales by Business Segment, 1996-97 (ECU Million)..... | 147 |
| Akzo Nobel: Net Sales by Region, 1997 (%)..... | 148 |
| Akzo Nobel: Employees, 1993-97..... | 148 |
| 5.2 BASF | 150 |
| BASF Group: Financial Summary, 1996-97 (ECU Million)..... | 151 |
| BASF: Sales by Business Segment, 1996-97 (ECU Million)..... | 152 |
| BASF: Sales by Region, 1997 (ECU Million)..... | 152 |
| BASF: Number of Employees, 1993-97..... | 152 |
| 5.3 BECKER | 154 |
| Becker: Financial Summary, 1996-97 (ECU Million)..... | 155 |

| | |
|--|------------|
| Becker: Sales per Business Segment, 1997 (ECU Million) | 156 |
| Becker: Sales per Business Segment, 1995-97 (ECU Million) | 156 |
| Becker: Sales per Region, 1996-97 (ECU Million) | 157 |
| Becker: Employees per Country, 1996-97 | 158 |
| 5.4 COURTAULDS | 159 |
| Courtaulds Group: Financial Summary, 1997-98* (ECU Million) | 160 |
| Courtaulds: Sales by Business Segment, 1996-97 (ECU Million) | 161 |
| Courtaulds: Employees per Business Segment, 1996-97 | 161 |
| 5.5 HEMPEL | 163 |
| Hempel: Financial Summary, 1994-97 (ECU Million) | 164 |
| Hempel: Employees, 1993-97 | 165 |
| 5.6 HERBERTS | 166 |
| Herberts: Financial Summary, 1996-97 (ECU Million) | 167 |
| Herberts: Sales per Business Segment, 1996-97 (ECU Million) | 168 |
| Herberts: Employees by Country, 1996-97 | 168 |
| 5.7 ICI | 171 |
| ICI Group: Financial Summary, 1996-97 (ECU Million) | 172 |
| ICI Group: Sales per Business Segment, 1995-97 (ECU Million) | 173 |
| ICI Paints: Sales by Region, 1997 (%) | 173 |
| ICI Group: Employees per Business Segment, 1995-97 | 174 |
| 5.8 JOTUN | 176 |
| Jotun: Financial Summary, 1996-97 (ECU Million) | 177 |
| Jotun: Sales per Business Segment, 1997 (ECU Million) | 178 |
| Jotun: Employees, 1993-97* | 178 |
| Jotun: Employees per Business Segment, 1997* | 178 |
| 5.9 KALON | 180 |
| Kalon: Financial Summary, 1996-97 (ECU Million) | 181 |
| Kalon: Sales per Business Segment, 1996-97 (ECU Million) | 182 |
| Kalon: Sales per Region, 1996-97 (ECU Million) | 182 |
| Kalon: Employees, 1994-97 | 183 |
| 5.10 PPG | 184 |
| PPG: Financial Summary, 1996-97 (ECU Million) | 185 |
| PPG: Sales per Business Segment, 1996-97 (ECU Million) | 186 |
| PPG: Sales per Region, 1996-97 (ECU Million) | 186 |
| PPG: Employees, 1996-97 | 186 |
| 5.11 SIGMA | 188 |
| Sigma: Financial Summary, 1996-97 (ECU Million) | 189 |
| Sigma: Sales per Business Segment, 1997 (ECU Million) | 190 |
| Sigma: Employees, 1995-97 | 190 |
| 5.12 TIKKURILA | 191 |
| Kemira: Sales per Business Segment, 1996-97 (ECU Million) | 192 |
| Tikkurila: Financial Summary, 1994-97 (ECU Million) | 192 |
| Tikkurila: Sales per Region, 1997 (%) | 192 |
| Tikkurila: Employees, 1993-97 | 192 |
| 6. DIRECTORY | 194 |
| 6.1 AUSTRIA | 194 |
| 6.2 BELGIUM | 197 |
| 6.3 DENMARK | 201 |
| 6.4 FINLAND | 205 |
| 6.5 FRANCE | 206 |
| 6.6 GERMANY | 227 |
| 6.7 GREECE | 247 |
| 6.8 IRELAND | 248 |
| 6.9 ITALY | 249 |
| 6.10 LUXEMBOURG | 260 |
| 6.11 THE NETHERLANDS | 261 |
| 6.12 NORWAY | 269 |
| 6.13 PORTUGAL | 272 |
| 6.14 SPAIN | 280 |
| 6.15 SWEDEN | 291 |
| 6.16 SWITZERLAND | 295 |
| 6.17 UNITED KINGDOM | 302 |

| | |
|---|------------|
| 7. APPENDICES | 320 |
| 7.1 APPENDIX 1 | 320 |
| Exchange Rates used within this report (National Currency to ECU) | 320 |
| 7.2 APPENDIX 2 | 321 |
| Europe: General Country Information | 321 |
| Europe: General Country Information (continued) | 322 |