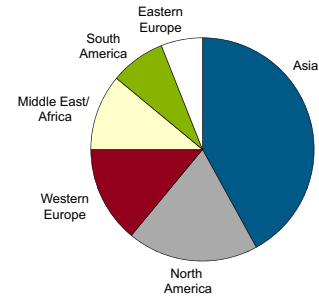


# Global Wax Industry 2010: Market Analysis and Opportunities

## Fact Sheet

### The Market

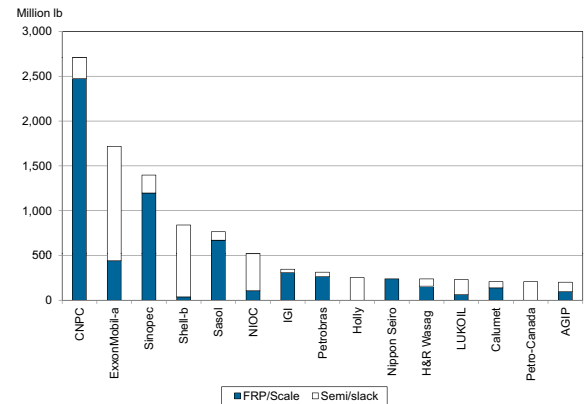
Global wax supply in 2010 is estimated at 9,590 million lb and consists of mineral, synthetic, vegetable, and animal waxes. Synthetic and vegetable waxes represent the fastest-growing products in the current market environment. Asia dominates the wax supply due to the combination of China's petroleum waxes, F-T waxes from Malaysia, natural palm waxes from Malaysia and Indonesia, and PE waxes from Japan, Korea, India, and Thailand.



Total: 9.6 Billion lb

### Companies

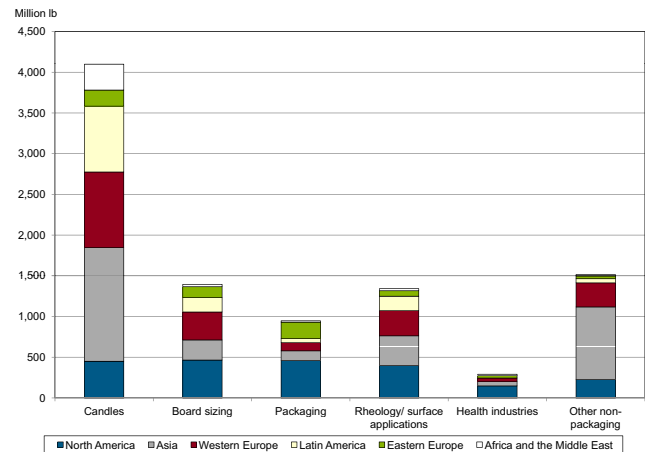
Companies manufacture petroleum waxes at 77 crude oil refineries in 33 countries worldwide. CNPC and Sinopec lead the world with total wax capacity at 4,106 million lb per year. The real story is in finished wax, where CNPC/Sinopec capacity at more than 3,600 million lb is more than half the finished wax capacity on a global basis.



a- Includes IOL and Tonen.  
b- Includes Sapref, CPC and Pillila.

### End-use Industries

Non-packaging applications account for 90% of demand, and packaging accounts for 10%. Candles account for about 43% of the global wax demand. Board sizing accounts for 15% and is the second largest application segment. Rheology/surface applications and health industries account for 14% and 3% of the global demand, respectively, and are among the fastest growing segments of the industry.



### Outlook

Overall global wax supply is projected to grow from 9,590 million lb in 2010 to 11,006 million lb by 2020, at an average annual growth rate of 1.4%. Aggregate demand is growing at the rate of 2.3% per year across the forecast period 2010-2020, with the current global demand of 9,590 million lbs expected to grow to about 12,033 million lbs by 2020. Supply of petroleum wax will be flat, with declines in some regions offsetting growth in others. Despite the growth in supply of synthetic and natural waxes, the growth in overall supply will not be enough to meet the increase in demand.

