

JohnsonDiversey takes aim at Ecolab's Pro Cleaning arena

\$1.6 bn has been invested by Johnson Wax Professional to acquire DiverseyLever from Unilever. To be known as JohnsonDiversey the combined company will have sales of \$2.6 bn and a 13% share of the \$20 bn/y institutional and industrial cleaning market in the US. The market leader is Ecolab with a 17% share. Ecolab and Johnson Wax Professional are also competitors in the \$3 bn/y janitorial market in the US. Johnson Wax is to partly fund its acquisition of Diversey Lever with \$500 M of high-yield bonds. JohnsonDiversey will have twice the debt level of Ecolab.

Chemical Week, 15 May 2002, 164 (20), 31

Henkel 2001: Capital expenditures

A discussion of Henkel KGaA's capital investments in fiscal 2001. The majority of the expenditures in property, plant and equipment involved the creation and expansion of production capacities. The projects undertaken included the upgrade of a technology centre in Detroit, US, and the installation of production facilities for dishwasher detergents in Foetz, Luxembourg. Projects representing an investment outlay of €300 M in property, plant and equipment are planned for fiscal 2002. Current projects include the building of research and development facilities and also the construction of a new cosmetics research building in Duesseldorf. The Henkel Technologies business sector, which accounts for a good third of the planned investments, is due to commission a technology centre in Yokohama, Japan, in 2002. Expenditure on research and development at the Henkel Group rose; in fiscal 2001 was €343 M (+7% on fiscal 2000). Its share of sales amounted to 2.6%. Henkel spent €136 M on application-related advice and consultancy for its customers. On average 4000 employees were engaged in research, development and application engineering world-wide. Excluding Cognis and Henkel-Ecolab, Henkel's investment in research and development amounted to €255 M (+9%, and 2.7% of sales).

The amount spent on customer advisory services totalled €82 M. The average number of employees engaged in research and development was around 3000. In order to underpin the success of the company in the long term, R&D activities are aligned to a dual strategy: Henkel conducts innovative research in order to expand existing product portfolios. For dishwashing machines Henkel has developed enzymes that show clear performance advantages in relation to stubborn stains. Further highly promising R&D projects are already at an advanced stage of completion. Henkel is developing new fields of business. To this end henkel has established research companies hand-in-hand with universities and professorial faculties. The company also actively seeking opportunities to participate in young start-up companies offering potentially important technologies for the markets of the future. Interesting examples include Phenion of Frankfurt/Main, Germany, active in molecular cell physiology, SusTech in Darmstadt, Germany, for nanotechnology, and Vermicon of Munich and also Natural Implant of Lyons, France, in the biotechnological sector. Through this dual strategy Henkel can ensure that it gains access to key technologies while securing the ongoing viability of our existing activities. Further information is available on the web page <http://www.innovation.henkel.com>.

Henkel Annual Report 2001, 14 Feb 2002, 17-18 (Henkel KGaA, D-40191 Duesseldorf, Germany, <http://www.henkel.com>)

Unilever sells DiverseyLever

Unilever has completed the sale of Hindustan Lever Ltd's industrial cleaning division DiverseyLever to Johnson Wax Professional which will bring in €1725 M. €1128 M of the deal is in cash and the rest is in the form of debt coverage and one third of the capital of the merged undertaking which will be renamed JohnsonDiversey. The divestment is part of Unilever's strategy of achieving sustainable growth of 5-6%/y and operational margins of 16% by 2004.

Het Financieele Dagblad, 6 May 2002, (Website: <http://www.fd.nl/>) (in Dutch) & Business Line, 9 May 2002, 9 (128), 4

Unilever Review 2001: Financial highlights [2 figures]

For fiscal 2001, Unilever plc has reported sales of €52,206 M (€48,066 M in fiscal 2000), operating profit of €5258 M (€3359 M), operating margin of 13.9% (12%), and EPS of €0.27 (€0.16). Pie charts show: % turnover by region (Europe, North America, Africa, the Middle East & Turkey, Asia Pacific, and Latin America) and total profit by region. For fiscal 2001, the home & personal care division of Unilever plc has reported sales of €23.6 bn (+3% on fiscal 2000) and operating profit of €2.9 bn (+91%). There is a detailed business review focussing on the company's leading brands around the world.

Unilever Annual Review 2001 and Summary Financial Statement, 6 Mar 2002, 10-11 (Unilever plc, PO Box 68, Unilever House, Blackfriars, London, EC4P 4BQ, UK, Tel: +44-20-7822-5252, Fax: +44-20-7822-5951, <http://www.unilever.com>)

Unilever 2001: Operating review – highlights

A listing of the disposals made by Unilever plc in fiscal 2001. No significant acquisitions were made during 2001. On 20 Nov 2001, the company announced an agreement to sell its Diverseylever institutional and industrial cleaning business to Johnson Wax Professional. The total value of the transaction to Unilever is \$1.6 bn (€1.75 bn). Unilever will retain a one-third holding in the combined business. Cash proceeds of the sale are expected to amount to \$1 bn (€1.1 bn). Sales for the year to 31 Dec 2001, excluding sales of the consumer brands which Johnson Wax Professional will distribute for Unilever under a separate sales agency agreement, were approximately \$1.5 bn (€1.7 bn).

Unilever Annual Report and Accounts 2001, 6 Mar 2002, 12-13 (Unilever plc, PO Box 68, Unilever House, Blackfriars, London, EC4P 4BQ, UK, Tel: +44-20-7822-5252, Fax: +44-20-7822-5951, (Website: <http://www.unilever.com>)

Unilever 2001: Operating review by category – home care and professional cleaning

For fiscal 2001, the home care and professional cleaning segment of Unilever plc has reported sales of