



Getting to Know H.M. Royal

We're Solutions People



- ◆ A trusted distributor of specialty chemicals since 1920
- ◆ Supplies high-quality specialty chemicals and raw materials
- ◆ Specializes in materials for CASE products:

Coatings

Adhesives

Sealants

Elastomers



- ◆ Strong relationships with leading global chemical manufacturers and raw material suppliers
- ◆ Delivers compounding materials and ingredients—when you need them
- ◆ Competitive pricing in the exact quantities you need

HM Royal Scorecard

99%

**Customer
Satisfaction**

98.7%

**On-Time
Delivery**

99.6%

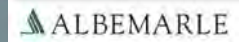
**Error-Free
Orders**



National Reach and Local Service



Global Sourcing – A Sampling of our Brands

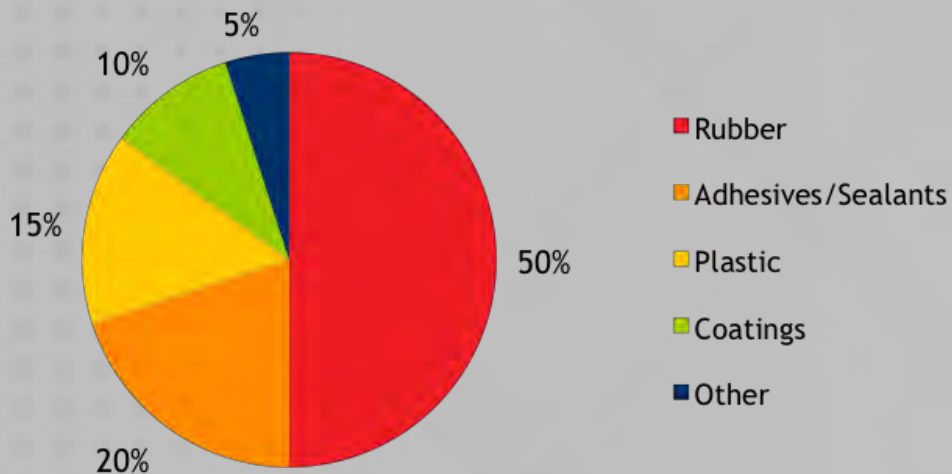


A Sampling of Products

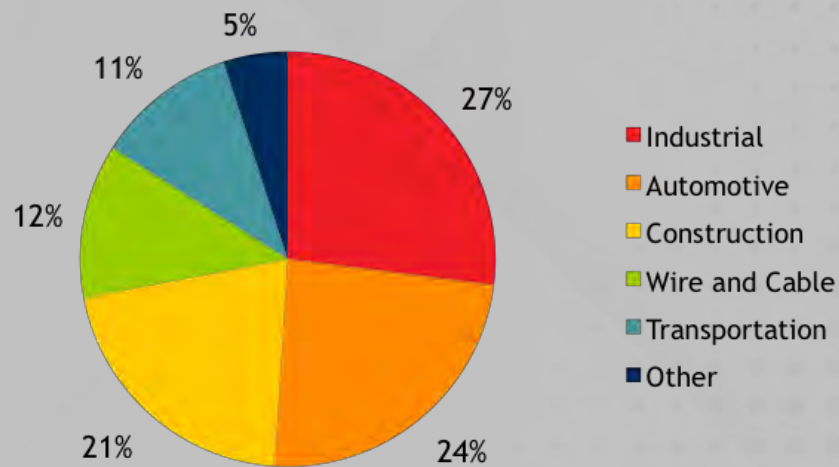
- ◆ Rubber Polymers
- ◆ Resins and Diluents
- ◆ Curing Agents
- ◆ Processing Aids & Plasticizers
- ◆ RTSB (rubber to substrate bonding) Adhesives
- ◆ Flame Retardants
- ◆ Films & Wrapping Tapes
- ◆ Performance Additives
- ◆ Functional Fillers & Reinforcements
- ◆ Rheology Modifiers

Markets We Serve

Compounding Industries



End Use Markets



H.M. Royal Management



JOSEPH ROYAL
PRESIDENT



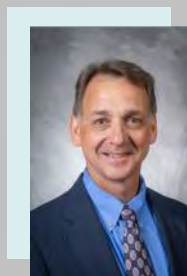
HENRY W. ROYAL
Director of Sales



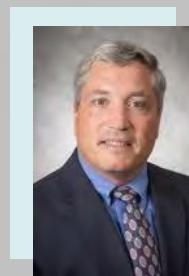
TIM WEAVER
Director of Finance



JAMIE BELL
Director of Operations



JEFF DVORAK
VP/GM, H.M. Royal, CA



HARDY ROYAL
Marketing Manager

Customer Service

- ◆ Fifteen highly trained sales professionals
- ◆ Highly educated
 - **College degrees: 100%**
 - **Technical degrees: 35%**
 - **Graduate degrees: 30%**
- ◆ All are H.M. Royal employees—not independent contractors



Customer Service



10-year
average tenure



Dedicated support
for order
management and
customer needs



Proactive follow-up
from order placement
to delivery



National Reach and Local Service



Sales Professional



Home Office, Customer Service,
Warehousing and Distribution



Warehousing and Distribution

- Northeast
- Southeast
- Central
- West

How We Think



Personal interaction
is essential



Everyone in the
company is in sales



Open collaborative
team approach



Our customers
are personal
contacts



Create customer
value, solve problems
and earn trust



Serve our principles
by driving profitable
sales growth





Why H.M. Royal

- ◆ Global sourcing. National scale. Local expertise.
- ◆ Deep industry expertise with a collaborative, solutions-driven approach
- ◆ Simplifying complex supply chains
- ◆ Technical specialists ready to support your application needs



Thank You!

Contact us today!

Visit hmroyal.com or call 800-257-9452