



### Sales Development 9 months 2002 - Price/Volume/Currency

	Plastic Additives	Coating Effects	Water Paper	Textile Effects	Home and Personal care	Total
<b>Sales 9 2001</b>	<b>1'417</b>	<b>1'502</b>	<b>1'123</b>	<b>1'300</b>	<b>322</b>	<b>5'664</b>
<b>Sales 9 2002</b>	<b>1'386</b>	<b>1'473</b>	<b>1'068</b>	<b>1'183</b>	<b>300</b>	<b>5'410</b>
<b>Change</b>	<b>-2.0%</b>	<b>-2.0%</b>	<b>-5.0%</b>	<b>-9.0%</b>	<b>-7.0%</b>	<b>-4.0%</b>
<b>Due to</b>						
Currency effect	-6%	-6%	-6%	-6%	-7%	-6%
Volume-mix	8%	5%	4%	1%	1%	4%
Price change	-4%	-3%	-3%	-4%	-1%	-3%
Acquisitions / divestments	0%	2%	0%	0%	0%	1%