

Sales H1 2003: Vol./Mix/Price Development

Sales

%Change <u>H1 2003*</u>	Total	Vol./			
	in CHF	Curr.	Mix	Price	M&A
Plastic Additives	-6%	-10%	+6%	-3%	1%
Coating Effects	-9%	-9%	+4%	-4%	0%
Water & Paper T.	-6%	-10%	+6%	-2%	0%
Textile Effects	-11%	-10%	+3%	-4%	0%
Home & Pers. Care	-9%	-15%	+1%	+5%	0%
Group	-8%	-10%	+5%	-3%	0%

* all %Changes in y-o-y

%Change <u>Q2'03</u>	Total	Vol./			
	in CHF	Curr.	Mix	Price	M&A
Plastic Additives	-7%	-8%	+3%	-3%	+1%
Coating Effects	-14%	-7%	-2%	-5%	0%
Water & Paper T.	-2%	-9%	+9%	-2%	0%
Textile Effects	-12%	-9%	+1%	-4%	0%
Home & Pers. Care	-10%	-13%	-1%	+4%	0%
Group	-9%	-8%	+2%	-3%	0%



Sales Q3 2003: Vol./Mix/Price Development

Sales

	%Change <u>9 months</u> Total in CHF	Vol./			
		Curr.	Mix	Price	M&A
Plastic Additives	-6%	-7%	+3%	-3%	+1%
Coating Effects	-7%	-6%	+3%	-4%	0%
Water & Paper T.	-5%	-7%	+4%	-2%	0%
Textile Effects	-10%	-8%	+1%	-3%	0%
Home & Pers. Care	-9%	-11%	0%	+2%	0%
Group	-7%	-7%	+3%	-3%	0%

	%Change <u>Q3</u> Total in CHF	Vol./			
		Curr.	Mix	Price	M&A
Plastic Additives	-6%	-2%	-2%	-2%	0%
Coating Effects	-3%	-1%	+2%	-4%	0%
Water & Paper T.	-2%	-1%	+2%	-3%	0%
Textile Effects	-7%	-2%	-3%	-2%	0%
Home & Pers. Care	-8%	-3%	-2%	-3%	0%
Group	-5%	-2%	0%	-3%	0%



Q2 Performance: Sales & EBIT per segment

Sales

%Change Q2'03	Total	Vol./			
	in CHF	Curr.	Mix	Price	M&A
Plastic Additives	-7%	-8%	+3%	-3%	+1%
Coating Effects	-14%	-7%	-2%	-5%	0%
Water & Paper T.	-2%	-9%	+9%	-2%	0%
Textile Effects	-12%	-9%	+1%	-4%	0%
Home & Pers. Care	-10%	-13%	-1%	+4%	0%
Group	-9%	-8%	+2%	-3%	0%

EBIT

EBIT	EBIT Q2 03	EBIT Q2 02	EBIT Margin	EBIT Margin
	MCHF	MCHF	Q2 03	Q2 02
Plastic Additives	44	65	9.9%	13.7%
Coating Effects	73	103	16.4%	19.8%
Water & Paper T.	27	21	7.9%	5.8%
Textile Effects	27	45	7.1%	10.7%
Home & Pers. Care	8	14	8.6%	13.8%
Corporate	-21	-24		
Group	158	224	9.2%	12.0%

Q3 Performance: EBITDA & EBIT per segment

EBITDA	EBITDA Q3 03	EBITDA Q3 02	EBITDA Margin	EBITDA Margin
	MCHF	MCHF	Q3 03	Q3 02
Plastic Additives	77	94	18.3%	21.0%
Coating Effects	102	121	22.3%	25.7%
Water & Paper T.	45	52	13.5%	15.1%
Textile Effects	31	38	9.0%	10.5%
Home & Pers. Care	16	21	17.3%	21.5%
Corporate	-21	-32		
Group	250	294	15.2%	17.0%

EBIT	EBIT Q3 03	EBIT Q3 02	EBIT Margin	EBIT Margin
	MCHF	MCHF	Q3 03	Q3 02
Plastic Additives	53	70	12.5%	15.6%
Coating Effects	77	96	17.0%	20.5%
Water & Paper T.	25	30	7.2%	8.8%
Textile Effects	16	22	4.7%	6.2%
Home & Pers. Care	9	15	10.2%	15.0%
Corporate	-23	-32		
Group	157	201	9.6%	11.6%