



### Sales Development FY 2004 - Price/Volume/Currency

	Plastic Additives	Coating Effects	Water Paper	Textile Effects	Total
<b>Sales FY 2003</b>	<b>1'822</b>	<b>1'807</b>	<b>1'616</b>	<b>1'401</b>	<b>6'646</b>
<b>Sales FY 2004</b>	<b>1'895</b>	<b>1'818</b>	<b>2'014</b>	<b>1'300</b>	<b>7'027</b>
<b>Change</b>	<b>73</b>	<b>11</b>	<b>398</b>	<b>-101</b>	<b>381</b>
<b>Due to</b>					
Currency Effect	-3%	-2%	-2%	-2%	-2%
Volume-mix	8%	6%	6%	-2%	5%
Price Change	-2%	-3%	-4%	-3%	-3%
Acquisitions / divestments	1%	0%	25%	0%	6%



## Sales Development Q4 2004 - Price/Volume/Currency

	Plastic Additives	Coating Effects	Water Paper	Textile Effects	Total
<b>Sales Q4 2003</b>	<b>453</b>	<b>440</b>	<b>397</b>	<b>333</b>	<b>1'623</b>
<b>Sales Q4 2004</b>	<b>471</b>	<b>415</b>	<b>582</b>	<b>298</b>	<b>1'766</b>
<b>Change</b>	<b>18</b>	<b>-25</b>	<b>185</b>	<b>-35</b>	<b>143</b>
<b>Due to</b>					
Currency Effect	-5%	-5%	-6%	-4%	-5%
Volume-mix	9%	2%	10%	-3%	5%
Price Change	-1%	-3%	-2%	-3%	-2%
Acquisitions / divestments	1%	0%	45%	0%	11%

## Impact of the HPC Growth and Core business lines on PA and WPT

PA	2003		2004	
	Segment External	HP Growth	Segment External	HP Growth
Sales (mn CHF)	1822	99	1895	111
EBITDA* (mn CHF)	265	-7	319	-1
<i>EBITDA* / Sales (%)</i>	<i>14.6%</i>	<i>-7.1%</i>	<i>16.8%</i>	<i>-1.1%</i>
EBIT* (mn CHF)	165	-13	224	-7
<i>EBIT* / Sales (%)</i>	<i>9.1%</i>	<i>-13.0%</i>	<i>11.9%</i>	<i>-5.9%</i>

WPT	2003		2004	
	Segment External	HP Core	Segment External	HP Core
Sales (mn CHF)	1616	268	2014	237
EBITDA* (mn CHF)	233	65	257	51
<i>EBITDA* / Sales (%)</i>	<i>14.4%</i>	<i>24.2%</i>	<i>12.7%</i>	<i>21.4%</i>
EBIT* (mn CHF)	130	45	126	37
<i>EBIT* / Sales (%)</i>	<i>8.1%</i>	<i>16.8%</i>	<i>6.3%</i>	<i>15.8%</i>

\* before restructuring