



Sales Development 9m 2004 - Price/Volume/Currency

	Plastic Additives	Coating Effects	Water Paper	Textile Effects	Home and Personal Care	Total
Sales 9m 2003	1'299	1'367	1'014	1'069	274	5'023
Sales 9m 2004	1'348	1'403	1'252	1'002	256	5'261
Change	49	36	238	-67	-18	238
Due to						
Currency Effect	-2%	-1%	-1%	-2%	-3%	-1%
Volume-mix	7%	7%	6%	-1%	2%	4%
Price Change	-2%	-3%	-4%	-3%	-6%	-3%
Acquisitions / divestments	1%	0%	22%	0%	0%	5%



Sales Development Q3 2004 - Price/Volume/Currency

	Plastic Additives	Coating Effects	Water Paper	Textile Effects	Home and Personal Care	Total
Sales Q3 2003	420	456	337	340	91	1'644
Sales Q3 2004	444	453	562	311	86	1'856
Change	24	-3	225	-29	-5	212
Due to						
Currency Effect	-5%	-4%	-4%	-5%	-6%	-4%
Volume-mix	12%	6%	7%	0%	3%	6%
Price Change	-2%	-3%	-3%	-4%	-3%	-3%
Acquisitions / divestments	1%	0%	67%	0%	0%	14%