

Ciba



Q3 2007

Ciba reports continued progress over nine months

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Q3'07 Supplemental Information for Conference Call
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Results Q3 2007⁽¹⁾

MCHF	Q3 2007	Q3 2006	Δ% CHF l.c.		Incl. restructuring ⁽³⁾		
					Q3 2007	Q3 2006	Δ% CHF
Sales	1 638	1 569	+ 4	+ 3			
Operating income (EBIT)	150	154	- 2		122	138	- 11
as % of sales	9.2	9.8			7.5	8.8	
Income (cont. ops.)	70	93	- 25		51	82	- 39
as % of sales	4.3	6.0			3.1	5.2	
EPS⁽²⁾ (cont. ops.)	1.05	1.42	- 26				

Sales: +4% in CHF; EBIT impacted by raw mat. costs

- (1) continuing operations
- (2) basic and diluted, in CHF
- (3) restructuring, impairment and other charges



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Segment sales Q3 2007

MCHF	Q3'07 CHF	$\Delta\%$ ⁽¹⁾ CHF	$\Delta\%$ ⁽¹⁾ l.c.	Curr.	Vol.	Price
Plastic Additives	541	+6	+5	+1%	+8%	-3%
Coating Effects	460	+2	0	+2%	+2%	-2%
Water & Paper T.	637	+5	+2	+3%	+3%	-1%
Group ⁽²⁾	1 638	+4	+3	+1%	+5%	-2%

Strong growth in PA and WPT

(1) compared to Q3 2006
(2) Sales in MCHF, continuing operations



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Segment EBIT⁽¹⁾ Q3 2007

MCHF	2007	2006	$\Delta\%$
Plastic Additives as % of sales	82 15.4	79 15.5	+ 6
Coating Effects as % of sales	57 12.4	69 15.3	- 17
Water & Paper Treatment as % of sales	34 5.4	24 4.0	+ 43
Corporate	-23	-18	
Group as % of sales	150 9.2	154 9.8	- 2

Improved EBIT in WPT and PA, CE below last year

(1) continuing operations, excluding restructuring, impairment and other charges



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Forward-Looking Statements

Forward-looking statements and information contained in this Report are qualified in their entirety as there are certain important factors that could cause results to differ materially from those anticipated. Certain such forward-looking statements can be identified by the use of forward-looking terminology such as “believe”, “expect”, “may”, “are expected to”, “will”, “will continue”, “should”, “would be”, “seek” or “anticipate” or similar expressions or the negative thereof or other variations thereof or comparable terminology, or by discussions of strategy, plans or intentions. Such statements reflect the current views and estimates of the Company with respect to market conditions and future events and are subject to certain risks, uncertainties and assumptions. Investors are cautioned that all forward-looking statements involve risks and uncertainty. In addition to the factors discussed above, among the factors that could cause actual results to differ materially are the following: the timing and strength of new product offerings, pricing strategies of competitors, introduction of competing products by other companies, lack of acceptance of new products and services by the Company’s targeted customers, changes in the Company’s business strategy, the Company’s ability to continue to receive adequate raw materials from its suppliers on acceptable terms, or at all, and to continue to obtain sufficient financing to meet its liquidity needs, and changes in the political, social and regulatory framework in which the Company operates or in economic or technological trends or conditions, including currency fluctuations, inflation and consumer confidence, on a global, regional or national basis and various other factors. Furthermore, the Company does not assume any obligation to update these forward-looking statements.

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Non-U.S. GAAP Measures

The presentation today includes the display of some company financial indicators that do not directly conform to United States Generally Accepted Accounting Principles (“U.S. GAAP”). Management is of the opinion that these financial indicators are an important measure of comparative operating performance and financial stability of the businesses of the Company, and provide investors with additional insight into the ongoing operations of the business. However, these supplementary financial indicators should be considered in addition to, and not as a substitute for U.S. GAAP measures of operating performance and financial stability. Furthermore, these financial indicators may not be consistent with similar measures provided by other companies.

Information regarding the reconciliation between the U.S. GAAP and non-U.S. GAAP measures are available, with today’s presentation, on the Investor Relations section of our website at <http://www.cibasc.com> and definitions are provided in the “Glossary of Financial Terms” in the Financial Review of the Annual Report.

Q3'07 Performance: Sales & EBIT per segment

Sales

%Change Q3'06	Total in CHF	Vol./			DA ⁽⁴⁾	
		Curr.	Mix	Price	Q3'07	Q3'06
Plastic Additives	6%	1%	8%	-3%	27	24
Coating Effects ⁽¹⁾	2%	2%	2%	-2%	30	26
Water & Paper T.	5%	3%	3%	-1%	39	37
Corporate					- 6	2
Group ⁽¹⁾	4%	1%	5%	-2%	90	89

EBIT⁽²⁾

	EBIT Q3'07	EBIT Q3'06	EBIT Margin ⁽³⁾	EBIT Margin ⁽³⁾
	MCHF	MCHF	Q3'07	Q3'06
Plastic Additives	82	79	15.4	15.5
Coating Effects ⁽¹⁾	57	69	12.4	15.3
Water & Paper T.	34	24	5.4	4.0
Corporate	(23)	(18)		
Group ⁽¹⁾	150	154	9.2	9.8

(1) continuing operations

(2) EBIT before restructuring, impairment and other charges

(3) in % of sales, before restructuring, impairment and other charges

(4) Depreciation and Amortization in MCHF



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9m'07 Performance: Sales & EBIT per segment

Sales

%Change 9m'06	Total in CHF	Vol./			DA ⁽⁴⁾	
		Curr.	Mix	Price	9m'07	9m'06
Plastic Additives	2%	0%	4%	-2%	72	74
Coating Effects ⁽¹⁾	1%	0%	2%	-1%	82	79
Water & Paper T.	5%	3%	2%	0%	111	112
Corporate					1	4
Group ⁽¹⁾	3%	1%	3%	-1%	266	269

EBIT⁽²⁾

	EBIT 9m'07	EBIT 9m'06	EBIT Margin ⁽³⁾	EBIT Margin ⁽³⁾
	MCHF	MCHF	9m'07	9m'06
Plastic Additives	243	232	15.0	14.7
Coating Effects ⁽¹⁾	182	192	13.0	13.9
Water & Paper T.	80	59	4.2	3.2
Corporate	(82)	(69)		
Group ⁽¹⁾	423	414	8.6	8.6

(1) continuing operations

(2) EBIT before restructuring, impairment and other charges

(3) in % of sales, before restructuring, impairment and other charges

(4) Depreciation and Amortization in MCHF



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