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   ▪ Flooring
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ORGANIZATION
SIKA AT A GLANCE

- Global specialty chemicals company
- Supplying construction markets and the manufacturing industry
- Headquarters in Baar, Switzerland
- Founded in 1910
- Sales of CHF 4,829 million (2012)
- Over 15,000 employees
- Subsidiaries in 80 countries
WHO WE ARE

- Striving for global and local leadership in clearly defined target markets
- Innovative solutions
  - that boost efficiency, durability and esthetic appeal of
  - buildings, infrastructure facilities, installations and vehicles
  - throughout production and use
- Substantial contribution to sustainable development
VALUES

Courage for innovation  Strength to persist  Pleasure of working together

These values were coined by Romuald Burkard who represented the third generation of Sika’s founder family Winkler. These values have been in use for more than 30 years and accompany us every day.
SIKA MILESTONES

1910 Foundation by Kaspar Winkler and invention of Sika
1920s Waterproofing of Gotthard railway tunnel
1930s Expansion in Europe and Latin America
1962 PVC and liquid applied membranes
1968 Going public at SIX Swiss Exchange
1968 Launch of first Sikaflex® products
1969 First vegetated green roofs
1980s Bonding solutions for automotive industry
1983 Introduction of Industry Division
1998 Launch of Sika® ViscoCrete®
2009 Introduction of Sika ComfortFloor®
2010 100th anniversary
2011 i-Cure® (new polyurethane curing technology for sealants and adhesives)
2012 Listing in the Swiss Leader Index (SLI)
2013 Launch of SikaHyflex® (Building Envelope)
WORLDWIDE PRESENCE

- EMEA, Asia/Pacific, North America, Latin America
- Subsidiaries in 80 countries on five continents
- More than 150 plants worldwide
- More than 15,000 employees
GROUP MANAGEMENT

- Management divided by regions and target markets
- Flat hierarchy
TARGET MARKETS
TARGET MARKETS

Concrete  
Waterproofing  
Roofing  
Flooring  
Sealing & Bonding  
Refurbishment  
Industry
CONCRETE
CONCRETE OVERVIEW

- Admixtures and additives for use in concrete, cement and mortar production
- Enhancement of specific properties of the fresh and hardened material, such as
  - Workability (placing, time, compaction, etc.)
  - Setting (retardation, strength, demoulding, etc.)
  - Durability (service life, safety, etc.)
- Rising demand for admixtures and additives, due to
  - Increased performance (durability) requirements placed on concrete, cement and mortar
  - Growing use of alternative materials (sustainability) in concrete, cement and mortar production
CONCRETE
MAIN APPLICATIONS

- Ready mix concrete
- Infrastructure
- Precast elements
- Dry mortar

- Cement
- Gypsum
CONCRETE
OUR MOST IMPORTANT BRANDS

- Sika® ViscoCrete®
- Sika® ViscoFlow®
- SikaPlast®
- Sikament®
- SikaRapid®
- Sika® Control
- Sika® WT
- Sika® Sigunit®
- SikaTard®
- Sika® Aliva®
- SikaGrind®
- Sika® Plastiment®
- Sika® Plastocrete®
- Sika® FerroGard®
- Sika-Aer®

- SikaPump®
- SikaPaver®
- Sika® Retardan®
- Sika® Stabilizer
- Sika® Separol®
- Sika® Antisol®
WATERPROOFING
WATERPROOFING
OVERVIEW

- Full range of technologies used for structural waterproofing
- Key market segments:
  - Basements
  - Tunnels
  - Water-retaining structures
  - Bridge Decks
  - Other types of civil infrastructure
- More stringent durability requirements
- High priority of product quality
- Rising demand for sustainable, easy-to-use solutions
WATERPROOFING
MAIN APPLICATIONS

- High flexible membrane systems
- Liquid applied membranes
- Waterproofing admixtures
- Joint sealing

- Waterproofing mortars
- Injection grouts
- Coatings
WATERPROOFING
OUR MOST IMPORTANT BRANDS

- Sikaplan®
- SikaProof®
- Sikalastic®
- Sikalite®
- Sika® Igolflex®
- Sika® Injection
- Sika® Waterbar
- Sikadur-Combiflex®
- SikaSwell®
- SikaFuko®
- SikaTop®
- Greenstreak®
- Tricosal®
ROOFING
ROOFING
OVERVIEW

- Sika is a number one supplier of single-ply roofing systems
- Technology leader in flexible PVC/FPO membranes and liquid applied membranes
- Provider of total roofing system solution including accessories
- Offers system warranty with proven durability and wind up lift calculation
- Offering ecologically friendly, energy-saving solutions with less CO₂ emissions through sustainable roofing systems (examples: solar roofs, cool roofs, green roofs)
- Expertise in re-roofing of old roofs (examples: bituminous roofs, metal roofs, concrete deck)
- Offers possibilities to combine PVC/FPO membranes and liquid applied membranes (LAM) in detailing works
ROOFING
MAIN APPLICATIONS

Exposed roofs mechanically fixed or adhered

Liquid applied membranes (sprayed or hand applied)

Gravel ballasted roofs

Utility roof decks

Green roofs systems

Cool roofs with high reflective coating

Solar roofs

Special roof design (example: Decor)
ROOFING
OUR MOST IMPORTANT BRANDS

- Sarnafil®
- Sikaplan®
- Sika® Trocal
- Sikalastic®
- Sarnabar®
- Sarnacol®
- Sarnafast®
- Sarnamatic®
- Sarnametal
- Sarnaplast®
- Sarnatape®
- Sarnatherm®
- Sarnavap®
- Sarnavert®
- Sika BituSeal®
- Sikacoat®
- SikaRoof®
- SikaFill®
- Sikatherm®
- Decothane® (UK)
- Evercoat (Japan)
FLOORING
FLOORING OVERVIEW

- Sika is recognized as global number one flooring brand
- High-quality systems based on various technologies, such as epoxy, polyurethane and resin/cement hybrids
- Business covers industrial, public, commercial and residential buildings with different protection and other specific floor requirements /standards
- Technology leader in sustainability with regards to improved indoor air quality, low VOC, floor regeneration and wherever possible renewable raw materials
FLOORING
MAIN APPLICATIONS

Car park floors

Production, process, logistic and storage facilities

Cleanroom floors

Floor areas with electrostatic discharge protection

Fire / corrosion protection for steel structures

Commercial, public and residential floors

Walls and ceilings

Tank linings and water treatment facilities
FLOORING
OUR MOST IMPORTANT BRANDS

- Sika® EpoCem®
- Sika® Level
- Sika-ComfortFloor®
- Sikafloor®
- Sikafloor® HyCem®
- Sikafloor® PurCem®
- Sikafloor®-Decorative
- Sika® Cor
- Sika® Permacor®
- Sika® Pyroplast
- Sika® Unitherm®
- Sikagard®
- Sikalastic®
SEALING & BONDING
SEALING & BONDING
OVERVIEW

- Top-class elastic sealing and bonding solutions to meet all job site needs

- Growing demand due to:
  - Focus on energy-efficient building envelopes
    - Seal joints in facades, roofs and around windows
  - Ever greater variety of materials used in construction
    - Bond elastically different materials instead of mechanical fastening
  - Increasing urbanization and more high-rise projects
    - Provide long lasting sealing solutions, especially for high-rise buildings
  - Growing significance of low emitting materials for good indoor air quality
    - Develop sealants and adhesive with minimal emissions
SEALING & BONDING
MAIN APPLICATIONS

Building envelope
Civil engineering and floor joints
Wood floor bonding
Interior finishing

Universal bonding
SEALING & BONDING
OUR MOST IMPORTANT BRANDS

- Sikaflex®
- SikaBond®
- Sika MaxTack®
- Sika® AcouBond®
- Sika® MultiSeal
- Sanisil®
- Sikacryl®
- Sika® Firesil
- SikaHyflex®
- SikaMembran®
- Sikasil®
- Sika Boom®
REFURBISHMENT
REFURBISHMENT
OVERVIEW

- Durable concrete protection, repair and strengthening solutions based on:
  - constant innovation
  - high quality standards, numerous product tests, international approvals
  - long-term experience and proven track records all over the world
- Sika offers mutually compatible products and systems to meet any customer requirements
- Sika provides customer advice and support based on in-depth know how and long-term experience
- Rising quality requirements, higher economical and ecological standards are placed on products and services
- Increasing demand due to rising volume of infrastructure rehabilitation projects in the transport, water management and energy sectors
- Global customers expect uniform standards worldwide
REFURBISHMENT
MAIN APPLICATIONS

Concrete repair
Concrete protection
Structural adhesive
Structural strengthening

Hydrophobic impregnation
Grouting
Anchoring
Tile adhesive & grout
REFURBISHMENT
OUR MOST IMPORTANT BRANDS

- Sikadur®
- Sika® CarboDur®
- SikaWrap®
- Sika MonoTop®
- SikaCeram®
- Sika AnchorFix®
- Sika Mix&Go®
- Sika® FerroGard®
- Sikagard®
- SikaGrout®
- SikaQuick®
- SikaRep®
- SikaTop®
INDUSTRY OVERVIEW

- Lightweight solutions for weight reduction, improved fuel consumption and reduced CO₂ emissions
- Automotive aftermarket products follow the highest safety standards and are OEM approved
- Customized solutions for commercial vehicle manufacturers as well as shipbuilding industries
- Development partner and supplier for assembly and manufacture of sandwich panels, structural glazing, solar panels, windmill rotor blades and white goods
- Total system solutions and sustainable products that save time, cost and outperform health and safety standards
- Technologies that ensure best match between customer needs and solutions
INDUSTRY
MAIN APPLICATIONS

Automotive
OEM and OES
(Original Equipment
Manufacturer and Supplier)

Automotive aftermarket

Commercial vehicle industry

Tooling & composites

Facade and fenestration manufacture

Appliances and industrial components

Sandwich panel

Renewable energies
INDUSTRY
OUR MOST IMPORTANT BRANDS

- Sikaflex®
- SikaTack®
- SikaForce®
- Sikasil®
- SikaLastomer®
- SikaFast®
- SikaPower®
- SikaSeal®
- SikaMelt®
- SikaSense®
- SikaTherm®
- SikaBaffle®
- SikaDamp®
- SikaReinforcer®
- Sikafloor®
- SikaGard®
- Sikadur®
- Sika® Permacor®
- Biresin®
- SikaBlock
- SikaGlaze®
- SikaMembran®
WE ARE THE RIGHT PARTNER
WE ARE THE RIGHT PARTNER

- Innovative, high-performance solutions
- Sustainable and cost-efficient products and systems
- Proven quality (ISO 9001)
- Environmental responsibility (DIN EN ISO 14001)
- System solutions from roof to floor and from site to shelf
- Solutions for every climate, for any need and all kinds of applications
- Innovation leader for construction and refurbishment projects
- R&D aligned to target markets
THE SIKA BRAND
ONE PROMISE, ONE EXPERIENCE
DEFINED BY THE IDEA BEHIND OUR BRAND

Building Trust
ONE PROMISE, ONE EXPERIENCE
DEFINED BY THE IDEA BEHIND OUR BRAND

"Building" is our core competence, our métier. And that of our clients.

The continuous form of the verb is special: it expresses persistence and solidity. It describes an ongoing process.

"Building" brings all our core competences together in a single word.

The English word "building" is not only phonetically but also semantically related to the German "bilden". Both mean to structure, to shape, to design.

Building describes what we actively do, the purposeful process of construction and growth, which is never completed.

Building Trust
ONE PROMISE, ONE EXPERIENCE
DEFINED BY THE IDEA BEHIND OUR BRAND

Trust is the result of the quality of our work. The result of innovative strength and persistence.

"Trust is the core of our positioning."
"Trust is the foundation of our industry." "Trust is what counts in our industry, trust is a dealmaker."

Building Trust

Trust always takes two. Two human beings. It is the foundation for our partnership in every respect.

Trust is not a state. It is an active process that requires constant supervision.

There is such a thing as trust in objects. It arises from experience with them. Trust in our products and solutions is thus our most significant advantage.
SIKA – ONE STRONG BRAND FOR B2B AND B2C
OUR ENGAGEMENT
OUR ENGAGEMENT FOR SOCIETY AND ENVIRONMENT

- Ecological projects
- Social responsibility
- Sports and cultural initiatives

Major projects
- Romuald Burkard Foundation
- Global Nature Fund – Living Lakes
MEMBERSHIPS AND ASSOCIATIONS 1/2

Vinyl Foundation

Sustainable development program of the European PVC industry.

World Business Council for Sustainable Development

CEO-led, global association dealing exclusively with business and sustainable development.

Responsible Care

Chemical industry’s global voluntary initiative to improve health, safety and environmental performance.

United Nations Global Compact

Strategic policy initiative to align operations and strategies with universally accepted principles in the areas of human rights, labor, environment and anti-corruption.
MEMBERSHIPS AND ASSOCIATIONS

U.S. Green Building Council (USGBC)
Non-profit organization for a prosperous and sustainable future through cost-efficient and energy-saving green buildings.

United Nations Environment Program (UNEP)
Engagement in the Sustainable Buildings and Climate Initiative (SBCI) of the United Nations Environment Program (UNEP).

Carbon Disclosure Project
Independent not-for-profit organization holding the largest database of primary corporate climate change information in the world.

And many other local memberships and associations.
HIGHLIGHTS 2012

- Sales growth of 5.8% to CHF 4,829 million
- 10.7% sales growth in emerging markets
- Rise in net profit by 31% to CHF 281 million
- High level of operating free cash flow at CHF 303 million
- Successful integration of eight acquisitions 2011 and three acquisitions 2012
- Investments in the emerging markets in new factories in Asia, Latin America and Eastern Europe
- Launch of SikaHyflex® (2013)
- New acquisitions in sealing and bonding, waterproofing membranes and concrete technologies (2013)
SALES GROWTH BY REGIONS

<table>
<thead>
<tr>
<th>Region</th>
<th>2011</th>
<th>2012</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>617.4</td>
<td>705.7</td>
<td>+ 9.0%</td>
</tr>
<tr>
<td>Latin America</td>
<td>507.3</td>
<td>586.3</td>
<td>+ 17.0%</td>
</tr>
<tr>
<td>EMEA</td>
<td>2339.7</td>
<td>2275.4</td>
<td>- 1.1%</td>
</tr>
<tr>
<td>Asia/Pacific</td>
<td>837.0</td>
<td>931.3</td>
<td>+ 6.6%</td>
</tr>
</tbody>
</table>

(Growth in local currencies, in million CHF)

2011  2012

Construction: 20% 37%
Industry: 80% 63%
Mature markets: 20% 37%
Emerging markets: 80% 63%
SALES AND CASH FLOW DEVELOPMENT

(in million CHF)

- Sales
- Cash Flow

2002
- Sales: 109
- Cash Flow: 2,122

2012
- Sales: 4,829
- Cash Flow: 303
1. **Market penetration**  
   - From roof to floor (cross-selling)  
   - From new-build to refurbishment (life-cycle)  
   - Push and pull market channels (branding)

2. **Global technology leadership**  
   - Innovations in technology and sustainability  
   - In all seven target markets

3. **From mature to emerging markets**  
   - Emerging Markets with strong structural growth  
   - 37% of sales in emerging markets  
   - Build-up of supply chains and technical competence

4. **Leading role in market consolidation (acquisitions)**
RESEARCH & DEVELOPMENT
R&D KEY FIGURES 2012

- Total expenditure of CHF 172.9 million (3.6% of sales)
- Worldwide around 1,200 employees in R&D (including quality assurance and technical services)
- Approximately 550 employees in Central R&D functions, located in 22 technology and support centers in 16 countries
  - Europe (France, Germany, Italy, Spain, Switzerland, UK)
  - Asia (China, India, Japan, Malaysia)
  - Middle East (Turkey)
  - North and South America (USA, Canada, Chile, Brazil, Colombia)
- 246 employees in Switzerland (Sika Technology AG) in Sarnen, Widen and Zurich
- 73 priority patent filings and 85 invention disclosures in 2012
CENTRAL AND LOCAL R&D

Central R&D
- Long-term research programs
- Product platform development
- Analytics and testing services
- IPR services
- R&D management

Regional/Local R&D
- Adaptation of products, solutions and applications to local needs
- Local expertise and vicinity to the markets
- Central R&D providing technology transfer, support for product roll-out and training for local chemists
CENTRAL R&D STRUCTURE

- One Research unit for all technologies / applications
- Six Development units for the target markets
  - Concrete
  - Refurbishment
  - Flooring and Coating
  - Roofing, Waterproofing
  - Sealing & Bonding (Construction / Industry)
  - Automotive
- Executing technology and product development projects according to technology roadmaps, following Sika’s stage gate process (PCP)
- Sika Technology finances all central R&D activities and owns intellectual property rights worldwide
RESEARCH FOCUS

- **Sustainability (material/energy efficiency):**
  - Admixtures for CO$_2$-reduced concrete
  - Lightweight construction
  - Lower energy application
  - Use of renewables and recyclables
  - Repair and disassembly solutions
  - Performance and durability for longer service life

- **Faster and safer use:**
  - Self-adhering roofing membranes
  - More selective chemical reactions (crosslinking, catalysis)
  - EHS-improved building blocks
  - Lower emission products
  - Intelligent packaging

- **Cost reduction:**
  - Alternative raw material sources
  - Reliable lifetime prediction methods
  - Methods and lab tools for faster development
THANK YOU FOR YOUR ATTENTION