





Facts & Figures

ALTANA – Bundled Expertise in Specialty Chemicals

ALTANA develops and produces high-quality innovative products in the specialty chemicals business. The ALTANA Group, with headquarters in Wesel/Germany, is a genuine “global player” with 85 % of its sales generated by international activities. The ALTANA Group has four divisions: BYK Additives & Instruments, ECKART Effect Pigments, ELANTAS Electrical Insulation, and ACTEGA Coatings & Sealants. All of these divisions occupy a leading position in their target markets with respect to quality, product solution expertise, innovation and service.



 Additives & Instruments	 Effect Pigments	 Electrical Insulation	 Coatings & Sealants
Paint additives	Coatings	Primary insulation	Converting specialties
Plastics additives	Graphic arts	Secondary insulation	Graphic arts
Industrial applications	Cosmetics and personal care	Electronic and engineering materials	
Measuring and testing instruments	Plastics industry		
	Functional applications		

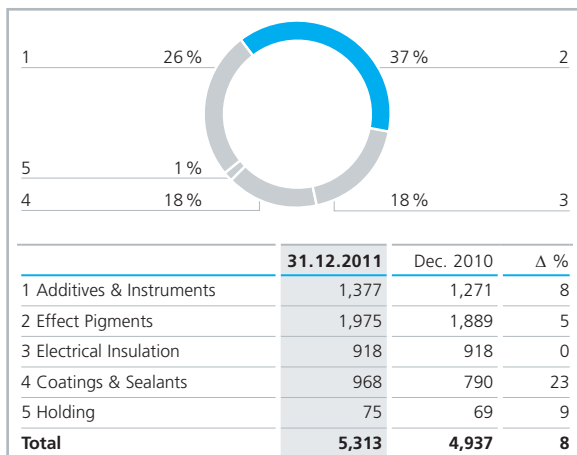
Innovation and Service Orientation

ALTANA offers innovative, environmentally compatible solutions with the matching specialty products for coating manufactures, paint and plastic processors, the printing and cosmetic industries, and the electrical and electronic industry. The product range includes additives, special coatings and adhesives, printing inks, effect pigments, sealants and compounds, impregnating resins & varnishes, and testing and measuring instruments.

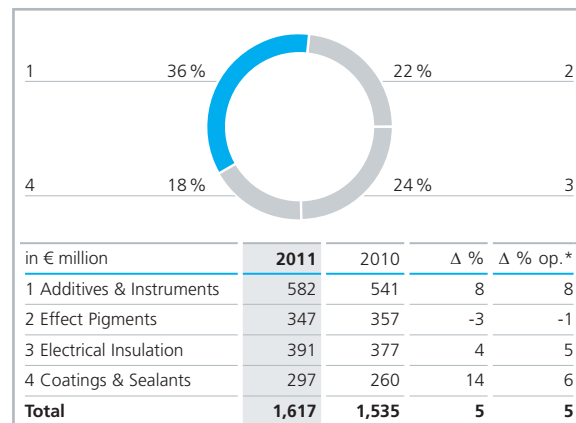
Global Presence

At present, the ALTANA Group has 42 production facilities and 48 service and research laboratories worldwide. Throughout the Group about 5,300 people (December 2011) work to ensure the success of ALTANA worldwide. In 2011 ALTANA achieved sales of about 1.6 billion euros. Its impressive earning power and high growth rate make ALTANA one of the most successful and innovative chemical groups worldwide.

Employees by Division 12/2011







Sales by Division 2011



*Operating deviation, i. e. adjusted for acquisition and desinvestment as well as exchange rate effects

Our Market Position: Leading in Growing Specialty Markets

Division	World Market Growth	Global Market Position
 BYK Additives & Instruments	~ 4 %	Clear Leader
 ECKART Effect Pigments	~ 4 %	Clear Leader
 ELANTAS Electrical Insulation	~ 5 %	Clear Leader
 ACTEGA Coatings & Sealants	3-5 %	Top 2–3

What Makes Us Attractive

Strong focus on growing niche markets in specialty chemicals

- Outstanding top line growth
- 6 % organic growth p. a. on average by focusing on growth markets, innovation, regional expansion, new business development, price optimization etc.
- 4 % growth through acquisitions both bolt-on and new businesses

Highly profitable and resilient business model

Robust and attractive margin level (EBITDA margin > 18 %)

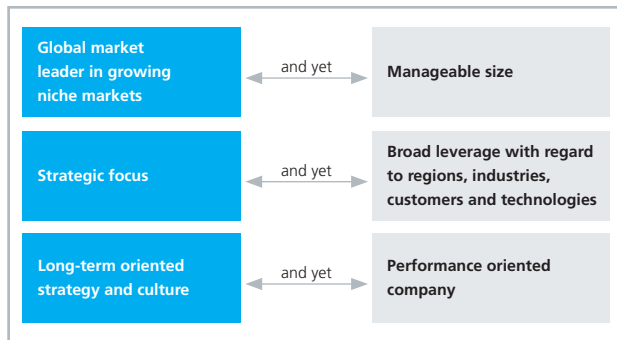
Global footprint with world leading positions

Balanced regional split, strong presence in emerging markets

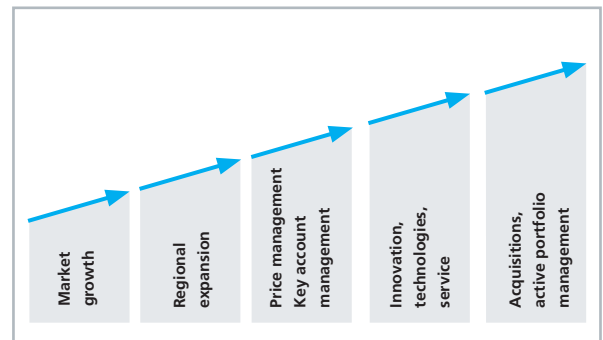
Sector-leading innovation ability

5–6 % R&D spending to feed growth and avoid commoditization

What Makes Us Strong



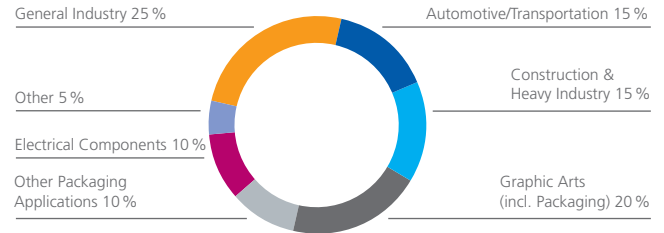
ALTANA: Key Drivers of Profitable Growth



A Broad Based Setting Secures Position and Reduces Volatility

ALTANA has only low dependency on:

- Individual clients
- Single large suppliers
- Specific products, technologies, applications or markets
- Certain sectors/industries
- Regional economic developments
- Raw materials
- Currencies



ALTANA – Specialty Chemicals in Four Divisions

BYK Additives & Instruments **Innovation, Service and Customer Focus**

BYK stands for the globally successful division Additives & Instruments of the ALTANA Group. It includes the additives of the BYK Group and the instrument business of BYK-Gardner.

Around the world, the additives of BYK ensure that coatings and plastics obtain precisely the desired properties and the correct quality. Additives are chemical substances that, used even in small quantities, improve product properties such as scratch resistance or surface gloss. Manufacturing processes are also optimized through the use of additives.

The coatings, printing inks, and plastics industries are some of the main areas of application of BYK additives. Yet in paper surface finishing, the production of adhe-

sives and sealants, as well as in construction chemistry, BYK additives also improve the product properties and production processes.

BYK's highly specialized instruments for measuring surface properties can effectively rate and quantify the quality of the color, gloss and appearance as well as the physical properties of paint, plastic and paper products, and are therefore an essential component in quality assurance.

Every fourth employee at BYK works in research and development. Around 85 % of the division's sales is generated outside Germany. Major foreign markets are the neighboring European countries, the U.S. and the Far East.

ECKART Effect Pigments

Brilliant, Innovative Solutions with Metallic and Pearlescent Effect Pigments

ECKART is the leading international manufacturer of metallic and pearlescent pigments for the paints and coatings industry, the graphic arts, plastics, aerated concrete and cosmetics industries. The product range encompasses all kinds of pigments and even press-ready metallic printing inks.

This enables ECKART to offer its customers a comprehensive range of effect pigments for every demand. Particular importance is attached to personal service and expert application consulting. Its global presence enables ECKART to identify customer needs and demands at an early stage and to react quickly and flexibly. Intensive research and development activities create special products, innovative

solutions, and constant improvements in a wide variety of application areas. Our customers throughout the world particularly appreciate the high quality of our products and the professional standard of our services.

The product range includes aluminium, pearlescent and PVD pigments, metallic pigment coatings, gold-bronze, iron flakes, stainless steel flakes, and zinc pigments as well as press-ready metallic printing inks. ECKART pigments are widely used, for example, in the automotive industry to achieve metallic effects, but also for other coatings and finishes. The plastics industry uses them, among others, as dye pigments. In the manufacturing of aerated concrete these pigments serve as a propellant.

ELANTAS Electrical Insulation

Focus on the Global Electrical and Electronics Industry, Global Market Leader in Primary and Secondary Insulation

ELANTAS produces insulating materials for the electrical and electronics industry. They are found in electric motors, household appliances, cars, generators, transformers, capacitors, TV sets, wind mills, computers, lamps, circuit boards, and sensors, and help to ensure that product design engineers can construct ever-smaller and more powerful electronic devices, thus saving materials and energy.

Owing to consistent research and development, continual development of insulating materials and processes, and the fact that ELANTAS has production facilities around the world, the division has established a leading interna-

tional position for itself and is the world's leading manufacturer of wire enamels, impregnating resins and casting materials. This makes ELANTAS the preferred supplier for the electrical insulation industry and the main supplier to large international customers.

The division serves the markets through three business lines: "Primary Insulation" supplies the enameled wire industry; "Secondary Insulation" supplies applications in which the enameled wire winding is insulated and stabilized mechanically, and "Electronic & Engineering Materials" mainly supplies applications that embed or completely encapsulate electrical components.

ACTEGA Coatings & Sealants

Focus on Packaging

ACTEGA develops and produces specialty coatings, sealants, printing inks, and adhesives for rigid and flexible packaging and the graphic arts industry. These products not only deliver an attractive appearance to materials such as metal, paper, paper board or plastic, but also provide them with defined functionalities, such as high chemical resistance and physical durability.

ACTEGA regards the continuous development of sustainable and customer-oriented products, processes, and services as a particular responsibility. A global organization is ready to meet these requirements.

The division is the market leader in overprint varnishes and the technology leader in coatings for flexible packaging, which is a high-growth sector. ACTEGA products not only guarantee that the packaging will look appealing, but also provide for an extended shelf-life of

the contents. The Graphic Arts business line is the leading manufacturer of water-borne and UV-curable overprint varnishes and effect lacquers, adhesives and printing inks for the graphic arts industry for applications on paper, paper board and plastics.

ACTEGA is the world's leading supplier of sealants for closures and glass containers; it is the technology leader in the area of water-based sealing compounds for cans. These products are used to seal contact surfaces, for example between glass and metal (bottle closures) or metal and metal (can ends). The business line Converting Specialties stands as a specialist for sealing compounds used in metal and plastic packaging. Furthermore, a wide range of protective coatings and hot seal lacquers as well as primers and adhesives is used mainly in the food and the pharmaceutical industries.

