



## Facts & Figures

Total sales > €2.2 billion

Including 6% annual investment in R&D

Around 30 acquisitions in the last 10 years

Approximately 6,200 employees worldwide

4 divisions with independent brands

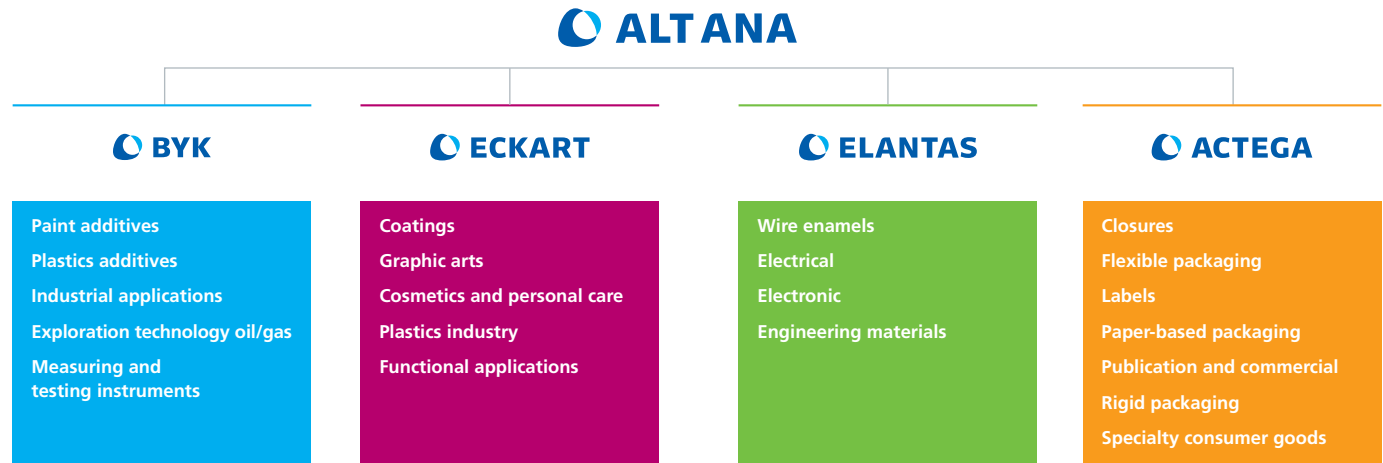
1 firmly anchored corporate culture

## ALTANA – Global Leader in True Specialty Chemicals

ALTANA is a global leader in specialty chemicals. We offer innovative, environmentally compatible solutions for coating manufacturers, paint and plastics processors, the printing and packaging industries, the cosmetics sector, and the electrical and electronics industry. The product range includes additives, special coatings and adhesives, effect pigments, sealants and compounds, impregnating resins and varnishes, and testing and measuring instruments. The ALTANA Group has four divisions: BYK, ECKART, ELANTAS, and ACTEGA. All of these divisions occupy a leading position in their target markets with respect to quality, product solution expertise, innovation and service.



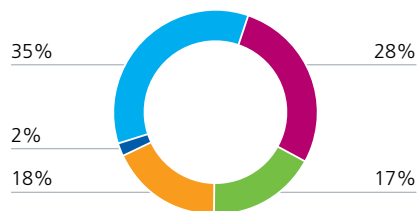
# ALTANA's Corporate Structure



An important prerequisite for our success is the decentralized structure of the ALTANA Group with its four divisions and independent brands: BYK, ECKART, ELANTAS, and ACTEGA.

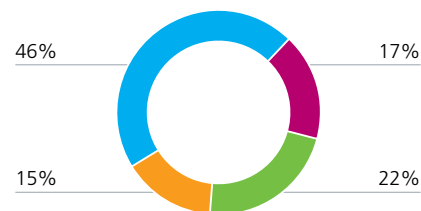
Headquartered in Wesel, Germany, the ALTANA Group has 52 production facilities and 60 service and research laboratories worldwide. Throughout the Group about 6,200 people work to ensure the international success of ALTANA. In 2017, ALTANA achieved sales of more than 2.2 billion euros. About 6 percent of sales are invested in research and development every year. ALTANA is one of the most successful and innovative chemical groups worldwide.

## Employees by Division



	Dec. 2017	Dec. 2016	Δ %
BYK	2,200	2,055	7
ECKART	1,716	1,748	-2
ELANTAS	1,061	976	9
ACTEGA	1,094	1,081	1
ALTANA Holding	115	107	7
<b>Total</b>	<b>6,186</b>	<b>5,967</b>	<b>4</b>

## Sales by Division



in € million	2017	2016	Δ %	Δ % op.*
BYK	1,030	909	13	9
ECKART	385	362	6	7
ELANTAS	489	452	8	7
ACTEGA	343	352	-3	0
<b>Total</b>	<b>2,247</b>	<b>2,075</b>	<b>8</b>	<b>7</b>

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

# What We Stand for

We convince our customers through added value and create competitive advantages for them through our work. We want to enable our customers to always be one step ahead of their competitors. Regardless of which division, this is what you can expect of us:

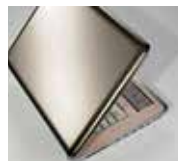
- We provide innovative solutions based on integrated chemical, formulation and application expertise that make products of daily life better and more sustainable.
- Our solutions open up growth or savings potential for our customers and can change entire markets.
- As a result, we create value for our customers, employees, shareholder, and society as a whole.



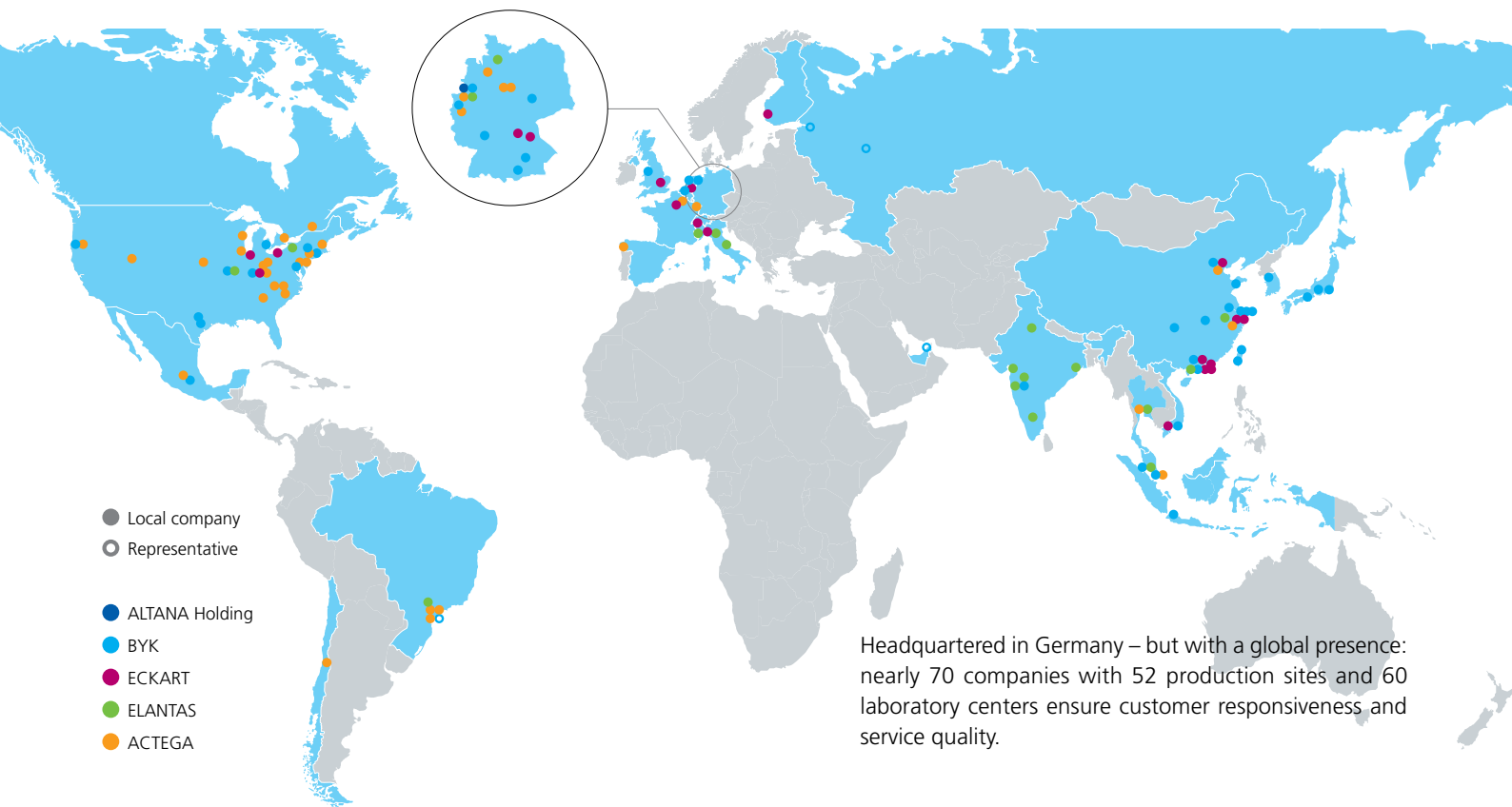
# ALTANA's Areas of Activity: Intelligent Solutions That Can Change Entire Markets

The ALTANA Group develops and produces a variety of products in the specialty chemicals sector which we use in everyday life without even knowing that ALTANA is involved. We provide the decisive plus for the business of our customers. Our coatings and sealants, paint and plastics additives, insulating materials, as well as our metallic and pearlescent pigments significantly improve our customers' end products and can change entire markets.

Additives from BYK, for example, allow replacement of solvents in paints and coatings with water. ACTEGA develops products such as PVC- and plasticizer-free sealing compounds for can lids. Insulating materials from ELANTAS are used in electric motors, digital cameras, and wind turbines, etc. They help ensure that product engineers can develop increasingly smaller and more efficient electronic devices, thus saving materials and energy. ECKART pigments provide metallic effects for cars. The division's pigments are also used in nail polishes and eye shadows.



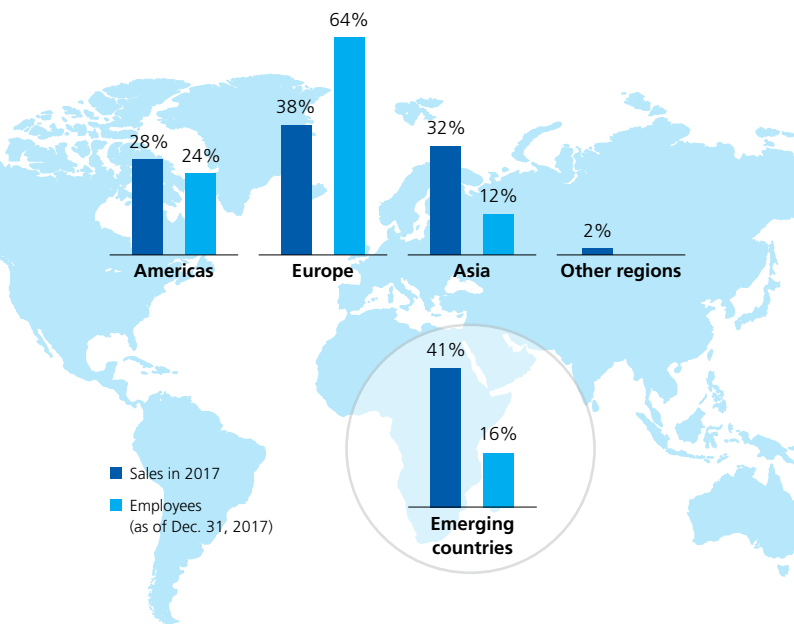
# ALTANA Is Present All Over the World: Global Network – Local Presence



Headquartered in Germany – but with a global presence: nearly 70 companies with 52 production sites and 60 laboratory centers ensure customer responsiveness and service quality.

## Balanced Geographic Profile

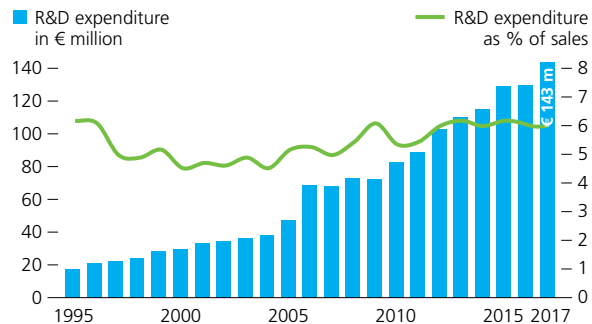
ALTANA employees and sales are evenly distributed among three different regions of the world. Today, 40% of our sales are generated in emerging markets.



## Our Investment in the Future

In order to provide added value to our customers, we make above-average investments in research and development:

- Approximately 6% of our annual sales flow into activities related to research and development.
- The expenses have nearly doubled within the past 10 years.
- One employee in six is employed in research and development.





# Our Market Position: Leading in Growing Specialty Markets

	World market growth	Global market position
 <b>BYK</b>	~4%	leading
 <b>ECKART</b>	~3%	leading
 <b>ELANTAS</b>	~4%	leading
 <b>ACTEGA</b>	~2%	Top 1–3

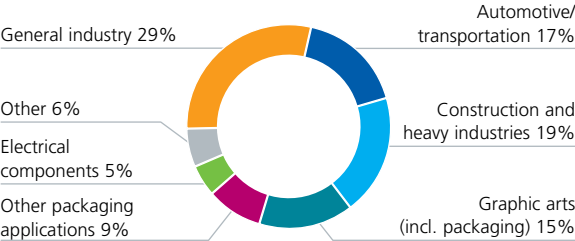
Due to the interplay between the different components of success, all four divisions of the ALTANA Group hold leading positions in their respective specialty markets.

# A Solid Basis for Healthy Growth

ALTANA benefits from a solid positioning for healthy and sustainable growth as well as from a diversified focus. ALTANA is not dependent on

- dominant large customers/large suppliers
- specific markets, products, technologies or applications
- specific sectors of business and industry
- regional economic developments
- raw materials/currency fluctuations

Sales by end-user industries



# Our Strategic Focus: 6 Points for Sustainable, Profitable Growth

- 1 Close cooperation with customers through highly specialized products and services
- 2 Innovation driver in growing specialty markets
- 3 Global market leadership positions
- 4 Profitable growth under our own steam and through acquisitions
- 5 Focus on sustainability: a combination of ecology, economy and social responsibility
- 6 Highly qualified employees and a corporate culture that fosters innovative strength



## ALTANA: Global Leader in Pure Specialty Chemicals

With four independent divisions and employees and locations all over the world ALTANA is



**leading** in growing specialty markets



**flexible and agile** – ready to respond quickly to new requirements



**focused** on highly innovative solutions with significant benefits for customers



**broadly based** – in terms of geography, technology and market strategy



**systematically focused** on sustainable, profitable growth



**characterized by a corporate culture** that is based on fairness and a sense of partnership

## Specialty Chemicals Know-How Bundled in Four Divisions

### BYK

#### Innovation, Service, and Customer Orientation

The globally successful BYK division encompasses the additives of the BYK Group and the instruments business of BYK-Gardner.

Around the world, the additives of BYK ensure that coatings and plastics obtain the best properties and the right quality. In addition, numerous other industrial applications benefit from the outstanding functional mechanism of BYK additives. Additives are chemical substances that, even when added in small quantities, enhance product properties such as scratch resistance or surface gloss. Manufacturing processes are also optimized through the use of additives.

The coatings, inks and plastics industries are among the main consumers of BYK additives. Yet with exploration technology of oil/gas, the manufacture of care products, the production of adhesives and sealants, and construction chemistry, too, BYK additives improve the product characteristics and production processes.



With testing and measuring instruments from BYK experts effectively evaluate the quality of color, gloss and appearance as well as the physical properties of paint, plastic and paper products. The BYK-Gardner products are an important part of quality control.

Every fifth employee at BYK works in research & development. Approximately 88% of the division's sales is generated outside Germany.



## **ECKART**

### **Brilliant, Innovative Solutions with Metallic and Pearlescent Effect Pigments**

ECKART is a global leader 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, special 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

### Focus on the Global Electrical and Electronics Industry, Global Market Leader in Electrical Insulating Materials

ELANTAS produces insulating materials for the electrical and electronics industry. They are found in electric motors, household appliances, cars, generators, transformers, capacitors, digital cameras, 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 international 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 covers the markets through its business lines. The "Wire Enamels" business line offers solutions for various insulation requirements of the coated wire

industry. The mechanical stabilization and secondary insulation of coated wire developments and the potting of electrical components are the focus of the business line "Electrical". For the embedding, encapsulating or coating of electronic components, products of the "Electronic" business line are used.

[www.elantas.com](http://www.elantas.com)



## ACTEGA

### Focus on Packaging

ACTEGA develops and produces specialty coatings, inks, adhesives and sealing compounds with a focus on the packaging and printing industry and synthetic compounds for the medical 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 with seven market segments is ready to meet customer requirements.

ACTEGA products not only guarantee that the packaging will look appealing, but also provide for an extended shelf-life of the contents. ACTEGA holds a leading position in manufacturing water-borne and UV-curable overprint varnishes and effect lacquers. The division also produces adhesives and printing inks 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). ACTEGA 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.

