

MEDIA INFORMATION

Third-quarter report 2013 (January - September 2013)

EMS Group:

- **Positive development of net sales and result**
- **World economy remains favourable**

I. Course of business January - September 2013

With its companies consolidated in the EMS-CHEMIE HOLDING AG and with global activities in the business areas of **High Performance Polymers** and **Specialty Chemicals**, the EMS Group increased **net sales** in the first nine months of 2013 by +7.0% compared to the previous year. In the main area of **High Performance Polymers** net sales rose by +10.1% compared to the previous year.

As expected, sales markets worldwide developed in very different ways. While in the third quarter of the year industrial production in Europe suffered a further decrease, Asian and American markets overall developed in a positive way.

EMS increased its net sales in all regions of the world. Overall, **net sales** amounted to CHF 1,441 million (1,346), representing an increase of +7.0% compared to the previous year. In local currencies growth was +8.3%, with the same scope of consolidation* +3.6%. Business in the main area of High Performance Polymers showed a growth of +10.1% (in local currencies +11.6%, with the same scope of consolidation* +6.0%). Successfully realised new specialty business more than compensated for the market-related sales drop in Europe. Numerous new polymer applications for structural parts were realised. The global automotive supplier EFTEC further expanded its market position.

For the coming months, EMS is expecting the economic situation to remain favourable. In Europe the downturn may gradually reach the bottom. Growth in Asia and North America may become slower.

EMS is optimistic about its own course of business and expects **net sales** for **2013** to close slightly above those of the previous year with a slightly over-proportional increase in **operating income (EBIT)**.

II. Development of net sales January - September 2013

In million CHF	2013 (Jan - Sep)	%-dev. prev. Year	2012 (Jan - Sep)
High Performance Polymers			
Net sales	1,240	+10.1%	1,126
- In local currencies		+11.6%	
- With the same scope of consolidation *)		+6.0%	
Specialty chemicals			
Net sales	201	-8.6%	220
- In local currencies		-8.4%	
EMS Group			
Net sales	1,441	+7.0%	1,346
- In local currencies		+8.3%	
- With the same scope of consolidation *)		+3.6%	

*) In the business unit EMS-EFTEC, business in Central and Eastern Europe has been fully consolidated since April 1, 2013 (previously consolidated according to the equity method).

III. Comments on the individual business areas

In the main area of **High Performance Polymers** it was possible to further expand business with specialty products and to strengthen worldwide market positions. Numerous new and innovative applications were technically realised, in particular in the automotive industry and the telecommunication sector (smartphones and tablets). In order to satisfy increasing customer demand, EMS invested in further production capacity, established additional new plants in Asia and took complete control of the EFTEC business in Central and Eastern Europe.

The secondary business area **Specialty Chemicals**, mainly active in Europe, was hit by the weak economic situation in this region and showed a drop in both net sales and result. Thanks to concentration on strategic, innovative new business and cost discipline, it was still possible to maintain the result margin at a high level.

IV. Outlook

EMS is expecting the economic situation to remain favourable for the next months. In Europe the downturn may gradually reach the bottom. Growth in Asia and North America may become slower. In addition, the great influence of the central banks and governments on the course of the international markets holds a risk of instability.

EMS will continue consistently to exploit globally existing market potential. The successful strategy of concentration on specialty products in the area of High Performance Polymers will be pushed ahead.

The growth programme announced at the beginning of February 2013, with sales and application development significantly strengthened by additional human resources worldwide, has been initiated successfully and will be carried on in 2014.

In order to satisfy increasing customer demand, additional production capacity will start operations during the last quarter of 2013 and the first half-year of 2014.

EMS expects total **net sales** for **2013** to close slightly above those of the previous year with a slightly over-proportional increase in **operating income (EBIT)**.

V. Schedule

EMS reports quarterly on net sales and publishes half-year and final-year reports on net sales and income.

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| - Media conference / Annual results 2013 | February 7, 2014 |
| - First-quarter report 2014 | April 2014 |
| - Media conference / Half-year report 2014 | July 11, 2014 |
| - Annual General Meeting 2014 | August 9, 2014 |
| - Third-quarter report 2014 | October 2014 |

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