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5.8% increase in sales thanks to strong global positioning

- **Sales up 5.8% to CHF 4.82 billion**
- **10.7% growth in emerging markets**
- **Emerging markets account for 37% of sales**

In 2012, Sika lifted sales by 5.8% to CHF 4.82 billion. This was largely attributable to Sika's strong global presence, which enabled the company to offset fall-offs in demand in European markets. 10.7% growth was achieved in the emerging markets.

Sika increased sales by 5.8% to CHF 4.82 billion in 2012. In local currencies, Sika posted 5.3% growth in sales. This figure includes an acquisition effect of 3.5%. The currency effect was 0.5%.

At 17.0% in local currencies, the highest growth was generated in the Region Latin America. This growth was driven by continual investments and the expansion of production capacity in the entire region. In North America, Sika improved sales by 9.0% in local currencies on the back of heavy demand for refurbishment projects. In Asia/Pacific, Sika reported growth of 6.8% in local currencies, benefiting from a substantial expansion in sales in Southeast Asia, stable order books in Japan and a marked recovery in China in the second half of the year. The Region IMEA (India, Middle East, Africa) saw a 7.7% increase in local currencies.

In Europe, the debt problem and euro crisis had a negative impact, resulting in a downwards volume trend in most European markets. The Region Europe North recorded negative growth of -4.0%, while the Region Europe South witnessed growth of 1.0%. Adjusting for the positive acquisition effect gives decreasing growth of -7.0% here.

The expansion strategy pursued in the emerging markets led to renewed high growth. The proportion of sales generated by Sika in the emerging markets is now at 37% (2011: 36%).

In local currencies, sales of products for the building and construction industry were up by 4.2% in the 2012 business year, with an acquisition effect of 3.4%. Sales of products for industrial manufacturing increased 9.4% in local currencies, including an acquisition effect of 3.5%.



Sika AG Corporate Profile

Sika AG, located in Baar, Switzerland, is a globally active specialty chemicals company. Sika supplies the building and construction industry as well as manufacturing industries (automotive, bus, truck, rail, alternative energies, building components). Sika is a leader in processing materials used in sealing, bonding, damping, reinforcing and protecting load-bearing structures. Sika's product lines feature high-quality concrete admixtures, specialty mortars, sealants and adhesives, damping and reinforcing materials, structural strengthening systems, industrial flooring as well as roofing and waterproofing systems. Worldwide local presence in 76 countries and some 15,000 employees link customers directly to Sika and guarantee the success of all partners. Sika generated annual sales of CHF 4.82 billion in 2012. Visit our website at www.sika.com.

