

Herrliberg, April 7, 2017

## MEDIA INFORMATION

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### First-quarter report 2017 (January - March 2017)

#### EMS Group:

- **Pleasing course of business with specialties**
- **Raw material shortages lead to price increases**

#### Course of business January - March 2017

The EMS Group, with its companies combined in the EMS-CHEMIE HOLDING AG, is globally active in the business areas **High Performance Polymers** and **Specialty Chemicals**. In the first three months of 2017, **net sales** increased by 5.8% compared to previous year to reach CHF 533 million (503).

As expected, overall economic development in the main markets China, Europe and NAFTA slowed compared to the last quarter. Growth of worldwide automotive manufacturing was halved down to 2.3%.

EMS was able to realize new business in all regions. With innovative products and new applications, it was possible to further expand business and strengthen market positions. Particularly pleasing net sales growth was achieved in Asia. Supply shortages are causing raw material prices to increase strongly and steadily and make customer sales price increases unavoidable.

## Development of net sales January - March 2017

In million CHF	2017	%-dev. prev. year	2016
<b>High Performance Polymers</b>			
Net sales	467	+6.6%	438
- Volume growth		+6.1%	
- Currency effect		-1.5%	
<b>Specialty Chemicals</b>			
Net sales	66	+0.8%	65
- Volume growth		+0.9%	
- Currency effect		-1.2%	
<b>EMS Group</b>			
<b>Net sales</b>	<b>533</b>	<b>+5.8%</b>	<b>503</b>
- <b>Volume growth</b>		<b>+5.4%</b>	
- <b>Currency effect</b>		<b>-1.5%</b>	

In the main area of **High Performance Polymers**, EMS was able to successfully continue growth with speciality products. Pleasing development was shown in all regions and customer markets. New business was generated with solutions providing customers with improved performance as well as cost savings and weight reduction. Sales volumes were increased correspondingly by 6.1%.

The secondary business area **Specialty Chemicals** developed as expected. As in the main area of High Performance Polymers, this area also showed a slightly negative currency effect.

## General Motors names EMS again "Global Supplier of the Year"



Award Ceremony in Orlando (USA),  
March 31, 2017:

From left to right:

- Chris Naegeli, Executive Director Thermal Systems/Raw Materials (General Motors)
- Magdalena Martullo, CEO / Vice-Chairman of the Board (EMS-CHEMIE HOLDING AG)
- Kristen M. Siemen, Executive Director Global Function Leader (General Motors)
- Christian Morf, Vice Director Sales/Marketing (EMS-GRIVORY)

On March 31, 2017 EMS-CHEMIE was named "Global Supplier of the Year" by General Motors (GM) for the seventh time in succession. Magdalena Martullo, CEO and Vice-Chairman of the Board of Directors, received the award personally in Orlando (USA). A special award in a special year as GM – one of the leading automotive manufacturers in the world – celebrates the 25-year-anniversary of the award celebrations. EMS-CHEMIE received this award as long-standing development partner for very innovative solutions using high-performance polymers. The "Global Supplier of the Year" award is highly esteemed within the automotive industry. Based on this, EMS will drive forward the mutual development work already in progress worldwide and go for new projects.

### Outlook

For 2017, EMS is expecting the slow worldwide growth to continue. The continuously increasing raw material prices will not relax in the next months. Together with a beginning general inflationary trend, worldwide economic growth may be further slowed. In addition, political instability may cause turbulence in the markets, possibly resulting in fluctuating demand with shortages or surpluses.

EMS is confident with regard to development of its own business. The successful strategy of growth with speciality products in the field of high-performance polymers will be continued.

Innovative products and solutions will be quickly launched onto global markets and market positions further strengthened. EMS will reply to higher raw material prices with sales price increases and meet possible market instabilities with flexibility.

For 2017, EMS continues to expect net sales and net operating income (EBIT) slightly above the previous year.

## 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 / Half-year report 2017 | July 14, 2017   |
| - Annual General Meeting 2017              | August 12, 2017 |
| - Third-quarter report 2017                | October 2017    |
| - Media conference / Annual Results 2017   | February 2018   |
| - First-quarter report 2018                | April 2018      |

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