Diversified.
Leading. Innovative.
Contents

1 The CPH Group

2 Business divisions

3 Organization
The CPH Group At a glance

- CPH is a diversified international industrial group which is domiciled in Switzerland and was founded in 1818.

<table>
<thead>
<tr>
<th>Business divisions</th>
<th>Chemistry, Paper, Packaging</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production sites</td>
<td>CH/GER/USA/BR/CN/BIH</td>
</tr>
<tr>
<td>Personnel</td>
<td>1’019</td>
</tr>
<tr>
<td>Net sales (2017)</td>
<td>CHF 469.8 million</td>
</tr>
<tr>
<td>Balance sheet total (2017)</td>
<td>CHF 697.6 million</td>
</tr>
<tr>
<td>Equity ratio (2017)</td>
<td>57%</td>
</tr>
</tbody>
</table>

- Listed on the SIX Swiss Exchange since 2001; its founding families are still anchor shareholders
1818  The Schnorf brothers begin producing sulphuric acid, iron sulphate and copper sulphate in Uetikon.

1881  The Schnorf family acquire a shareholding in the Perlen paper factory, which was established in 1873.

1889  Gebrüder Schnorf becomes the Chemische Fabrik Uetikon AG company.

1962  A plant for the manufacture of plastic coatings is established in Perlen.

1971  CPH Chemie + Papier Holding AG is founded as the group’s holding company.

1979  Zeochem is created as a joint venture with UCI in Louisville, USA (and is acquired in full in 1997).

2007  PVC film manufacturer ac-Folien of Müllheim, Germany is acquired.

2012  CPH co-establishes the new Renergia waste incineration facility for Central Switzerland, in Perlen.

2014  Perlen Packaging expands to China with the construction of a new coatings production plant.

2015  The Chemistry Division acquires molecular sieve manufacturer ALSIO of China.

2017  The Paper Division acquires the recovered paper operations of the Utzenstorf paper factory.

2017  Manufacturing starts at the new production site of the Chemistry Division in Bosnia-Herzegovina.
The CPH Group Highlights 2017

**February**
Weir refurbishment project in Perlen to obtain new local hydro power licence.

**March**
First ground broken for Zeochem's new Zvornik production plant

**April**
Work begins on providing utilities for the Chemistry Division’s former Fullerfeld site in Canton Aargau.

**May**
Perlen waste incinerator converted into a biomass power plant.

**June**
Fertilizer production in Uetikon ceases after 137 years.

**June**
CU Deutero + Agro AG and Chemie Uetikon AG are merged into Zeochem AG
The CPH Group Highlights 2017

July
Waste paper recycling of Papierfabrik Utzenstorf to be taken over from 1 January 2018.

August
Zeochem USA expands its production capacities for molecular sieves for oxygen purification purposes.

September
The new BLISTair single-dose disposable powder inhaler wins three innovation awards.

October
Zeochem takes over the business activities of Armar AG to strengthen its deuterated products segment.

November
The new production plant in Zvornik (Bosnia-Herzegovina) commences operations.

December
Chemistry and Packaging standardize their member companies’ names to “Zeochem” and “Perlen Packaging”
The CPH Group Markets and locations

2017 sales by region
- 78% Europe
- 12% The Americas
- 9% Asia
- 1% Rest of the world

2017 sales by division
- 16% Chemistry
- 56% Paper
- 28% Packaging
## The CPH Group Strategy

<table>
<thead>
<tr>
<th>Goals</th>
<th>1</th>
<th>2</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A balanced sales breakdown among business divisions</strong></td>
<td><strong>A higher share of sales from outside Europe</strong></td>
<td><strong>Less dependency on the Swiss franc in currency terms</strong></td>
<td></td>
</tr>
</tbody>
</table>

### Actions

<table>
<thead>
<tr>
<th>1</th>
<th>2</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expand Chemistry and Packaging Divisions to counterbalance the Paper Division</td>
<td>Expand business outside Europe and in the emerging economies</td>
<td>Expand production capacities outside Switzerland</td>
</tr>
</tbody>
</table>

### Diagrams

- **Chemistry and Packaging’s contribution to total sales**
  - 2013: 36%, 2017: 44%
- **Proportion of total sales generated outside Europe**
  - 2013: 16%, 2017: 22%
- **Proportion of total costs incurred in Swiss francs**
  - 2013: 70%, 2017: 36%
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**Chemistry**

- **Net sales 2017**: CHF 75.5 million
- **Production**: CH/USA/CN/BIH
- **Personnel**: 302

**Positioning**: world’s No.3 producer of molecular sieves for industrial applications

**Strategy**: Differentiation

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**Paper**

- **Net sales 2017**: CHF 264.2 million
- **Production**: CH
- **Personnel**: 345

**Positioning**: Switzerland's No.1 producer of publication paper and biggest recovered paper recycler

**Strategy**: Cost leadership

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**Packaging**

- **Net sales 2017**: CHF 130.2 million
- **Production**: CH/G/USA/CN
- **Personnel**: 363

**Positioning**: world’s No.3 producer of coated barrier films for the pharmaceuticals industry

**Strategy**: Differentiation
### Chemistry Production plants

<table>
<thead>
<tr>
<th>Location</th>
<th>Country</th>
<th>Personnel</th>
<th>Capacities</th>
<th>Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Louisville</td>
<td>USA</td>
<td>77</td>
<td>6,300 tonnes</td>
<td>Molecular sieves</td>
</tr>
<tr>
<td>Zvornik</td>
<td>Bosnia-Herzegovina</td>
<td>39</td>
<td>3,000 tonnes</td>
<td>Molecular sieves, Chromatography gels, Special zeolites</td>
</tr>
<tr>
<td>Rüti</td>
<td>Switzerland</td>
<td>30</td>
<td></td>
<td>High performance gels, Deuterated products</td>
</tr>
<tr>
<td>Lianyungang</td>
<td>China</td>
<td>124</td>
<td>19,000 tonnes</td>
<td>Standard molecular sieves</td>
</tr>
</tbody>
</table>
Chemistry Products and applications

- Chemistry
- Industry
- Energy
- Molecular sieves
- Deuterated products
- Spectroscopy
- OLED
- Industrial gases
- Chromatography gels
- Nutraceuticals
- Pharmaceuticals
- Medical oxygen
- Natural gas
- Ethanol
- Industrial drying
- Pharmaceuticals
- Industrial gases
- Energy
- Odour adsorption

- Deuterated products
- Spectroscopy
- OLED
- Industrial gases
- Chromatography gels
- Nutraceuticals
- Pharmaceuticals
- Medical oxygen
- Natural gas
- Ethanol
### Paper Production plants

<table>
<thead>
<tr>
<th>Location</th>
<th>Country</th>
<th>Personnel</th>
<th>Capacities (tonnes)</th>
<th>Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Utzenstorf</td>
<td>Switzerland</td>
<td>7</td>
<td>30,000</td>
<td>Waste paper sorting</td>
</tr>
<tr>
<td>Perlen</td>
<td>Switzerland</td>
<td>345</td>
<td>560,000</td>
<td>Newsprint LWC</td>
</tr>
</tbody>
</table>
Paper The quality spectrum of graphical papers

- **Wood-free papers**
  - Coated wood-free
  - Uncoated wood-free
  - MWC
  - Improved LWC
  - LWC Standard

- **Wood-containing papers**
  - SC
  - Improved newsprint
  - Standard newsprint

Perlen's product line

**Quality**

**Price / Value added**
Paper Products and applications

PM7 Newsprint
PM4 Magazine paper (LWC)
Newspapers
Magazines
## Packaging Production plants

<table>
<thead>
<tr>
<th>Location</th>
<th>Country</th>
<th>Personnel</th>
<th>Capacities</th>
<th>Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Whippany</td>
<td>USA</td>
<td>15</td>
<td>4,000 tonnes</td>
<td>Customizing</td>
</tr>
<tr>
<td>Müllheim</td>
<td>Germany</td>
<td>154</td>
<td>33,000 tonnes</td>
<td>PVC monofilms</td>
</tr>
<tr>
<td>Perlen</td>
<td>Switzerland</td>
<td>151</td>
<td>18,000 tonnes</td>
<td>PVdC films</td>
</tr>
<tr>
<td>Suzhou</td>
<td>China</td>
<td>43</td>
<td>13,000 tonnes</td>
<td>PVdC films</td>
</tr>
<tr>
<td>Anapolis</td>
<td>Brazil</td>
<td>12</td>
<td>4,000 tonnes</td>
<td>Customizing</td>
</tr>
</tbody>
</table>
Packaging Products and applications

- High barrier
- Standard
- Secondary packagings
- Antiseptics
- Counterfeit protection
- Ultra-barrier
- Coated PVdC films
- PVC monofilms
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CPH The Board of Directors

Peter Schaub
Chairman

Tim Talaat
Deputy Chairman

Dr. Mauro Gabella
Chair of the Personnel & Compensation Committee

Kaspar W. Kelterborn
Chair of the Finance & Auditing Committee

Manuel Werder

Christian Wipf
CPH Group Executive Management

CEO
Dr. Peter Schildknecht

CFO
Richard Unterhuber

Chemistry Division
Dr. Alois Waldburg-Zeil

Paper Division
Klemens Gottstein

Packaging Division
Wolfgang Grimm
## CPH Securities information and shareholder structure

as of 31 December 2017

<table>
<thead>
<tr>
<th></th>
<th>Share</th>
<th>Bond</th>
</tr>
</thead>
<tbody>
<tr>
<td>Securities number</td>
<td>162 471</td>
<td>24 761 122</td>
</tr>
<tr>
<td>ISIN</td>
<td>CH0001624714</td>
<td>CH0247611228</td>
</tr>
<tr>
<td>Reuters</td>
<td>CPH.S</td>
<td></td>
</tr>
<tr>
<td>SIX Swiss Exchange</td>
<td>CPHN</td>
<td>CPH14</td>
</tr>
<tr>
<td>Price in CHF</td>
<td>53.55</td>
<td>102.55</td>
</tr>
<tr>
<td>Market capitalization in CHF million</td>
<td>240</td>
<td></td>
</tr>
</tbody>
</table>

### Shareholder structure

<table>
<thead>
<tr>
<th>Shareholder</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>UVB Industrieholding AG</td>
<td>49.9%</td>
</tr>
<tr>
<td>Public shareholders</td>
<td>30.6%</td>
</tr>
<tr>
<td>Schnorf-Schmid Ella</td>
<td>7.2%</td>
</tr>
<tr>
<td>J. Safra Sarasin Investmentfonds AG</td>
<td>5.0%</td>
</tr>
<tr>
<td>BOD, GEM and Related Parties</td>
<td>1.7%</td>
</tr>
<tr>
<td>Dispo</td>
<td>5.6%</td>
</tr>
</tbody>
</table>