



WE
ARE
SIKA

BUILDING TRUST





SIKA AG-UTOKYO-ETH SYMPOSIUM

PRESENTED BY: ROD BENSON, GLOBAL PROJECT SUPPORT

BUILDING TRUST



SIKA

BEYOND THE EXPECTED

- What we do
- What makes us successful
- Acquisitions / Closing MBCC
- Our Markets
- Digitalization and Automation
- Values and Principles
- Innovation
- Projects

WHAT WE DO

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SIKA AT A GLANCE

33,000	EMPLOYEES
103	COUNTRIES
400+	FACTORIES WORLDWIDE
5	NEW/EXPANDED FACTORIES IN 2022
104	NEW PATENTS IN 2022
2+ ¹	ACQUISITION IN 2022
10.49 BN	NET SALES IN 2022 (IN CHF)

Sika is a specialty chemicals company with a leading position in the development and production of systems and products for sealing, bonding, damping, reinforcing, and protecting in the building sector and motor vehicle industry.

SUCCESS FACTORS

COURAGE FOR INNOVATION

Sika's long history of innovation has led to unparalleled success in becoming a recognized global technology leader. The company nurtures and develops an international network of scientists, partners, suppliers, and customers. We provide intelligent solutions using the most advanced technologies, service, and unique expertise.



104

NEW PATENTS WERE
FILED IN 2022

21

GLOBAL TECHNOLOGY
CENTERS WORLDWIDE

168

INVENTION DISCLOSURES
REGISTERED IN 2022

GLOBAL COOPERATION

Sika has a worldwide network of 21 Global Technology Centers which take the lead in long-term research programs and the development of new innovative solutions. To meet local markets' specific needs and requirements, new products and systems are also developed across the 19 Regional and 64 Local Technology Centers.

SUCCESSFUL CLOSING OF MBCC ACQUISITION ON MAY 2

MBCC IS COMPLEMENTARY IN MANY WAYS

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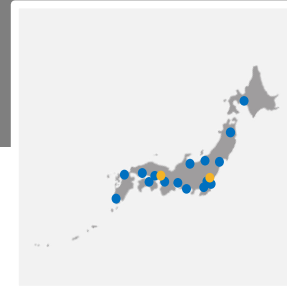
MBCC GROUP



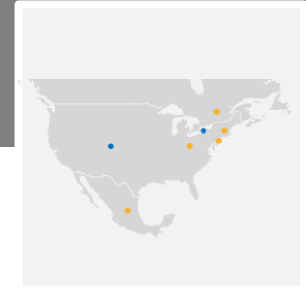
Solutions



Channel



Geography



Supply Chain

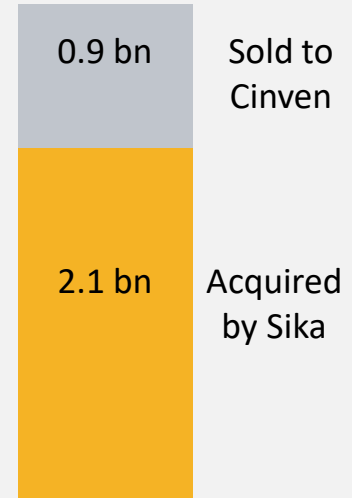
SUCCESSFUL CLOSING OF MBCC ACQUISITION

SIKA TO REACH SALES IN EXCESS OF CHF 12 BILLION IN 2023

- Sika acquires MBCC business generating CHF 2.1 billion net sales in 2022
- Annual synergies expected in the range of CHF 160 – 180 million by 2026
- Integration process well prepared and to start on May 2
- The combined innovation power of Sika and MBCC will accelerate the sustainable transformation of the whole construction industry
- Sika set to reach sales in excess of CHF 12 billion in 2023



From MBCC Group, CHF 2.1 billion* to be integrated in Sika



*Based on FY 2022 figures

OUR MARKETS

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FOCUS ON ATTRACTIVE MARKETS: CROSS-SELLING, LIFE-CYCLE MANAGEMENT, ONE STRONG BRAND

Concrete



Waterproofing



Roofing



Building Finishing



Flooring & Coating



Sealing & Bonding



Engineered Refurbishment



Industry



DEVELOPING MARKETS

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SUCCESS FACTORS

DIGITALIZATION AND AUTOMATION

By moving software and technology out of offices and onto job sites, our industry has greater potential to add value and complete construction projects on-time and on-budget.

Situation 10-15 years ago

- No internet access
- Desktop computers
- Long implementation times
- Limited value creation



Situation today

- Internet available
- Smart mobile devices
- Web-based technologies for higher flexibility



Future situation

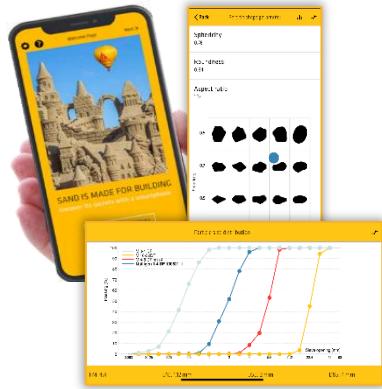
- Augmented reality/virtual
- Artificial intelligence and machine learning
- Drones and 3D scanners



DIGITAL PRODUCTS FOR OUR CUSTOMERS

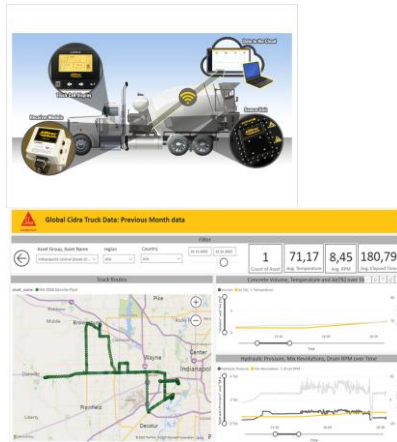
ENHANCING OUR VALUE PROPOSITION

RAW MATERIAL ANALYSIS



Analyze properties of sand using Sand Analyzer App

TRANSIT & DELIVERY



Suite of sensors measure properties of wet concrete during delivery

ROOF SENSORS



Sensors installed on roof detect water and monitor humidity and can inform about leaks

CONCRETE PROTECTION



Sensors that measure chlorides, pH, and corrosion current

INNOVATION

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RESEARCH & DEVELOPMENT

THE BACKBONE OF INNOVATIVE SOLUTIONS

- **21 Global Technology Centers**
in 10 countries:
 - 5 in Asia (CN, JP)
 - 3 in Americas (US, BR)
 - 13 in Europe
(CH, DE, UK, ES, FR, IT)
- **19 Regional Technology Centers**
 - 6 in Asia
 - 4 in Americas
 - 9 in EMEA
- **64 Local Technology Centers**



FIVE CORE TECHNOLOGIES FOR EIGHT TARGET MARKETS



Concrete Systems



Cementitious Systems



Coating Systems



Thermoplastic Systems



Adhesives Systems

INNOVATION DRIVEN BY MARKET NEEDS AND MEGATRENDS



Application

Ease-of-use
Ease-of-Application



Legislation & Commitment

Climate, Environment,
Health and Safety
Long-term performance

Product Solutions

Differentiation through
better cost/performance

- Customers benefit from performance, application, and legislative leadership
- Sustainability drives Innovation
- Megatrends shaping change and providing opportunities

SIKA IS THE RIGHT PARTNER

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SIKA – BUILDING TRUST

THE RIGHT PARTNER

- Innovative, high-performance solutions
- System solutions from roof to floor
- Solutions for every climate, all markets, and applications
- Innovation leader both for new construction and refurbishment projects
- For large projects and for distribution customers
- R&D aligned to Target Markets
- Sustainable and cost-efficient products and systems
- Proven, reliable quality
- Environmental responsibility



GLOBALY ACTIVE,
LOCALLY INTEGRATED

PROJECT REFERENCES

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EXTENSIVE CROSS-SELLING POTENTIAL IN DATA CENTERS

HIGH-PERFORMANCE SIKA SOLUTIONS FOR CRITICAL FUNCTIONS

SIKA SOLUTIONS PROTECT AND SAFEGUARD OPERATIONS AND WORKFORCE IN MISSION CRITICAL FACILITIES

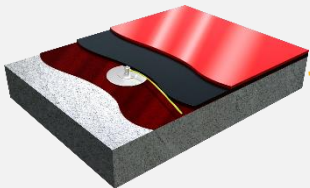
For example:

- Innovative **Sarnafil® AT FSH Self-healing Technology** provides reliable protection against roof leaks and damages
- **Sikafloor® ESD** (Electro-Static Discharge) and **Sikafloor® ECF** (Electrically Conductive Flooring) systems help safeguarding operations in data centers

SUSTAINABLE ROOF MEMBRANES



CONDUCTIVE FLOORING



PASSIVE FIRE PROTECTION



RELIABLE WATERPROOFING



KEY ACCOUNT MANAGEMENT DRIVES CROSS SELLING

FOUR DATA CENTER CAMPUS PROJECTS, USA

PROJECT DESCRIPTION

- Four data centers for Google
- Completed roofs 112,000 m²
- Additional phases planned (project timeline 2023-2028)



SIKA SOLUTIONS

Sika supply

- Sika Sarnafil PVC roof membrane 112,000 m²
- Roof membranes, insulation, accessories
- Concrete admixtures
- Waterproofing solutions



Key success factors

- Design support to key owner and key specifier
- Continued relationship with different key parties as number one supplier

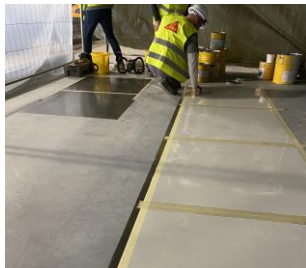


KEY ACCOUNT MANAGEMENT DRIVES CROSS SELLING

ELECTRIC VEHICLE FACTORY, HUNGARY

PROJECT DESCRIPTION

- BEV plant and battery manufacturing BMW
- 450,000 m²
- Construction ongoing



SIKA SOLUTIONS

Sika supply

- Roofing Sika Sarnafil® and accessories
- Waterproofing SikaProof® A+ membranes and waterbars
- Concrete admixtures
- Flooring Sikafloor®-264
- Mortar products Sika MonoTop®, SikaScreed®

Key success factors

- Design support to key owner and key specifier
- Continued relationship with different key parties as number one supplier

KEY ACCOUNT MANAGEMENT DRIVES CROSS SELLING

SAMSUNG SEMICONDUCTOR PLANT, USA

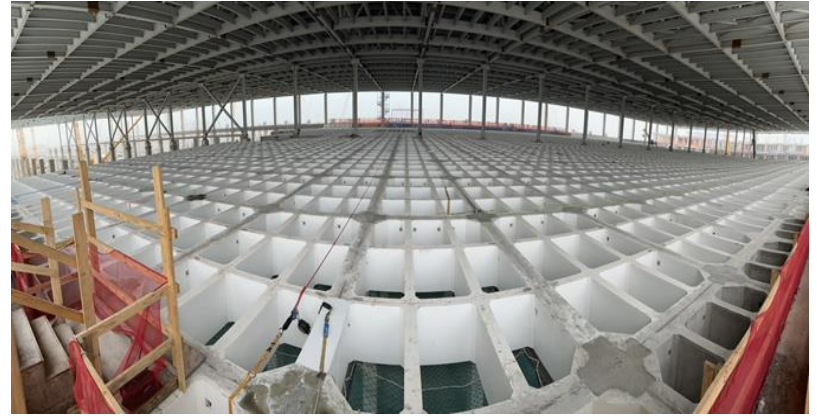
PROJECT DESCRIPTION AND SIKA SOLUTIONS

Project

- First phase near completion
- Phase two and three planned
- Three additional phases to follow
- Size: ~500,000 m²
- One of the largest construction projects in the US

Sika supply

- Concrete admixtures 73,000 m³
- Waterproofing systems 66,000 m²
- Flooring solutions 280,000 m²
- Roofing solutions single ply membranes 70,000 m²
- Roofing liquid applied membrane 112,000 m²





THANK YOU FOR YOUR ATTENTION

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