

CONICA Group Presentation



# CONICA AG: SCHAFFHAUSEN, SWITZERLAND

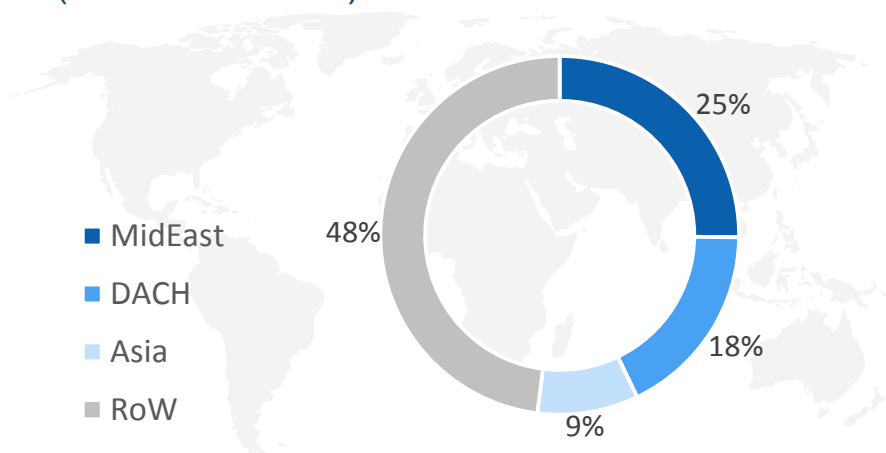
MEDIUM-SIZED COMPANY - GLOBAL CUSTOMER BASE - SHAREHOLDER WITH LONG-TERM HORIZON

## KEY DATA

Established:	1977	Turnover:	CHF 70 million p.a.
Acquisition:	2013 (Serafin Group)	EBIT margin:	9%
Headquarters:	Schaffhausen, CH	Headcount:	approx. 180
Subsidiaries:	UK, USA, China	Production:	approx. 42 000 tonnes



## SALES MARKETS as of May 2015 (% total turnover)



## SHAREHOLDER (since 2013)



- 150-year **tradition**
- Goal: continuous asset development, or **“buy and build”**
- Active **support** for **growth trajectory**
- Full **equity financing**
- Group turnover: approx. **EUR 410 million**

# CORE BUSINESS: SPORTS- AND FUNCTIONAL FLOORING

*B2B VOLUME BUSINESS FOR COST OPTIMISATION*

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## Sports Flooring

- Tracks, sports and multi-purpose halls, tennis courts, playgrounds
- Synthetic systems based on polyurethane
- Global market leader in synthetic track systems, tracks at Diamond League meetings and European Championships
- UK subsidiary leader in European playground business



## Functional Flooring

- Public buildings, industrial floors, private residential properties, waterproofing, parking, water-permeable surfaces
- Synthetic systems based on polyurethane, polyurea and epoxy resin
- Development and production for SKW, Degussa and BASF since 1980, extensive knowledge transfer from the sports business



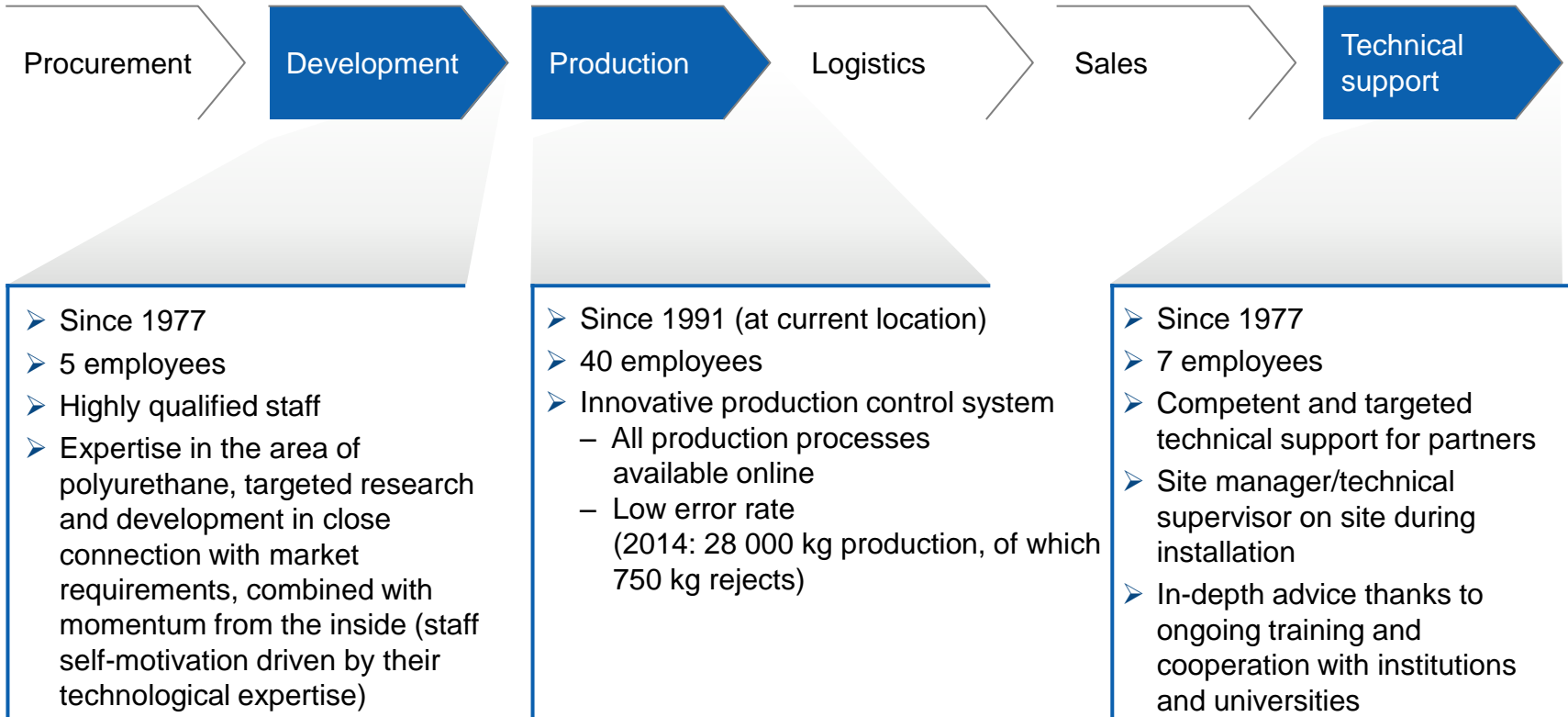
## B2B


- Various applications in industry
- Primarily prepolymers
- Long-standing experience in component manufacture, optimum and highly specialised production conditions at the Schaffhausen location
- Expertise in the area of recycled granules at the Newark (UK) location



# CORE COMPETENCIES, DIRECT VALUE ADDED

QUALITY & INNOVATION ARE ENSURED BY DEVELOPMENT, PRODUCTION AND TECHNICAL SUPPORT



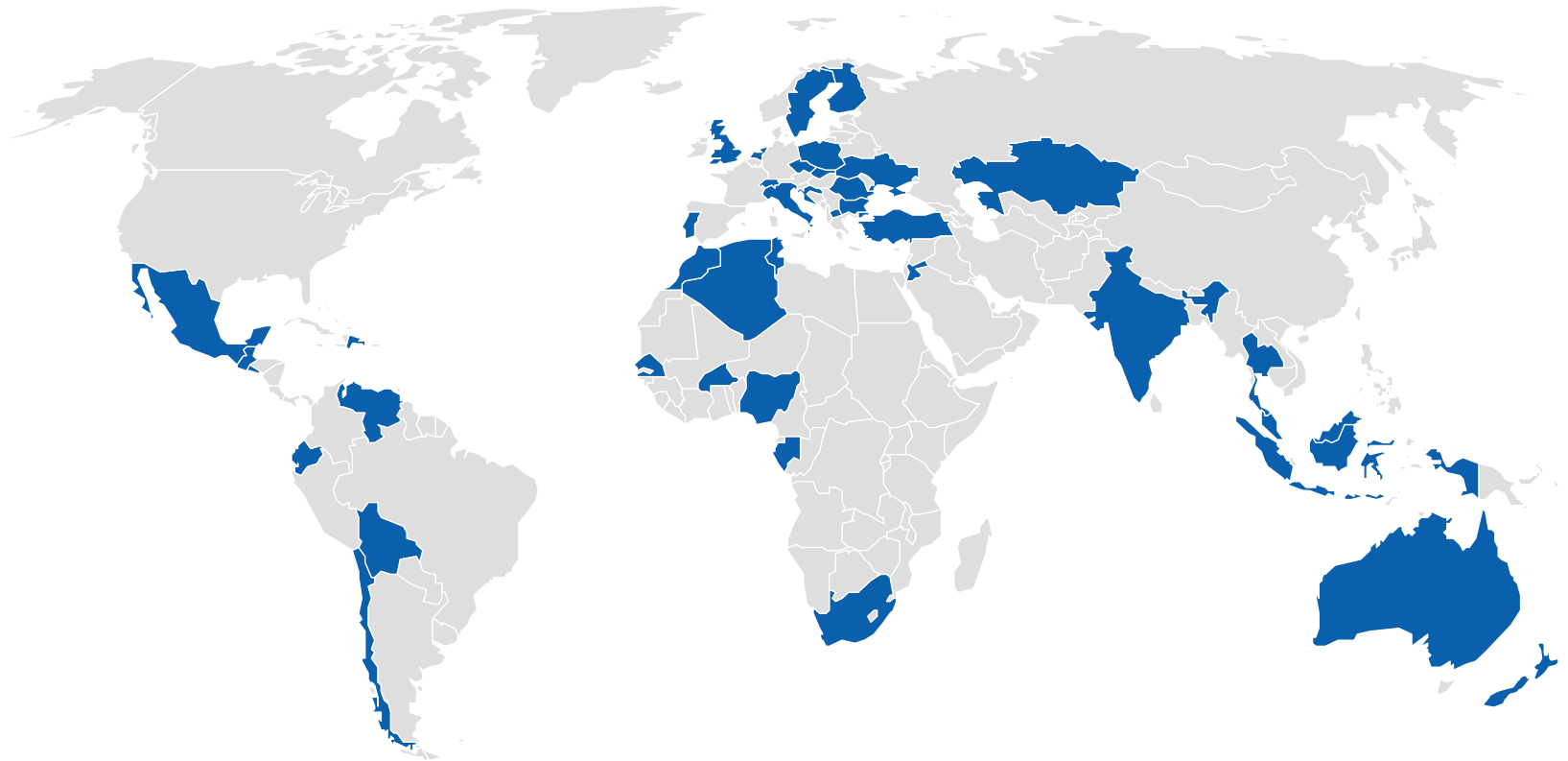
 Core competency

# GLOBAL FOOTPRINT

*WORLD MARKET LEADER FOR HIGH-END TRACK SYSTEMS*

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■ IAAF Class 1 References (23) / IAAF Class 2 References (96)



# CONICA AG

## PRODUCTPORTFOLIO: SPORTS FLOORING

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# SPORTS FLOORING: SEGMENTS

TECHNICAL EXPERTISE IS APPLIED BOTH, IN- AND OUTDOOR

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## Running Track

- Full depth PU, Sandwich and Spraycoat systems
- Global market leader in synthetic track systems, new peak-performance system for European Championships 2014(CONIPUR V-max)



## Sports/ Multipurpose Hall

- Systems with varying levels of elasticity
- Seamless installation, high fire classification, wide range of colours



## Playground

- Multi-layered systems using rubber and EPDM granules
- Fall safety, wide range of colours, UV-resistance, easy to clean



## Tennis

- Double-layer clay court system for competitive and recreational sports
- Playable all year round, optimum playing conditions, no irrigation necessary indoors



# SPORTS FLOORING: REFERENCE PROJECTS

FROM WORLD RANKING SPORTS VENUES TO CHILDREN'S PLAYGROUND NEXT DOOR

Stadium Letzigrund,  
Zurich / Switzerland



BBC Arena,  
Schaffhausen / Switzerland



Legoland,  
Günzburg / Germany



Porsche Tennis Grand Prix,  
Stuttgart / Germany



ETH,  
Zurich / Switzerland



Stade Louis II,  
Monte Carlo / Monaco



Atatürk Olympic Stadium,  
Istanbul / Turkey



Olympic Stadium,  
Kiev / Ukraine



Fed Cup Tie Switzerland -  
Belgium, Bern / Switzerland





# SPORTS FLOORING: CERTIFICATION OF TRACKS

WORLD CLASS CERTIFICATIONS OF MAJOR INTERNATIONAL ORGANISATIONS

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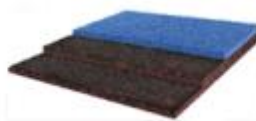


- > Certification is a mark for highest recognition of product quality
- > In 1999 CONICA was the first company ever awarded with an IAAF certificate
- > The first three IAAF certificates ever granted belong to CONICA

# SPORTS FLOORING: TRACK

SUITABLE FOR ATHLETIC STADIUMS

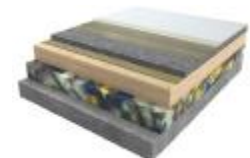
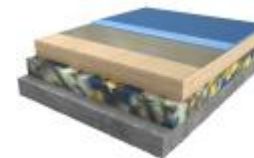
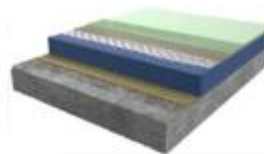
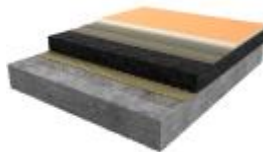
	<u>CONIPUR M</u>	<u>CONIPUR MX+</u>	<u>CONIPUR SW</u>	<u>CONIPUR SP</u>
Fields of application	High performance sports	High performance sports	Multipurpose use	School sports and multipurpose use
Technology	Triple-layer, top-performance full coloured PUR system	Triple-layer, top-performance full PUR system with a foamed polyurethane interlayer	Double-layer sandwich system	Double-layer, permeable spray coating system
Highlights	First-class system from CONICA and in use in world-famous stadiums	Increased performance due to the foamed interlayer	Optimal performance and excellent value for money	Multipurpose use



# SPORTS FLOORING: SPORTS- AND MULTIPURPOSE HALLS

## INDIVIDUAL REQUIREMENTS REGARDING ELASTICITY & FUNCTIONALITY

	<u>CONIPUR HG</u>	<u>CONIPUR KF</u>	<u>CONIPUR AE</u>	<u>CONIPUR CE</u>
Fields of application	Ballsports, gymnastics/dance, martial arts	Ballsports, gymnastics/dance	Ballsports, gymnastics/dance, wheelchair sports	Ballsports, gymnastics/dance,
Technology	Point-elastic sports flooring system	Mixed-elastic sports flooring system	Area-elastic sports flooring system with flexurally rigid surface	Combined-elastic sports flooring system
Highlights	For nearly all fields of application	High levels of force reduction and a secure footing guaranteed	High levels of force reduction compared to point-and mixed-elastic systems	Ideal combination of the benefits of point- and area-elastic systems, huge range of fields of application



# SPORTS FLOORING: PLAYGROUND

CONSISTENT FALL PROTECTION ON EVEN OR SLANT SURFACES

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	<u>CONIPUR PG</u>	<u>CONIPUR PGi</u>
Fields of application	Children's playgrounds outdoor	Children's playgrounds indoor
Technology	Two layer, permeable, fall protection	Two layer, impermeable, fall protection
Highlights	High fall protection, UV-resistance	High fall protection, perfect for indoor usage



# SPORTS FLOORING: TENNIS

*PERFECT FOR IN- AND OUTDOOR*

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## CONIPUR PRO CLAY

Fields of application

All-weather clay court system, both in- and outdoors

Technology

Two layer, permeable, weather resistant, durable

Highlights

Playable outdoors throughout the year, low maintenance costs, installation at WTA-tournament „Porsche Tennis Grand Prix“, Stuttgart, Germany



# CONICA AG

## PRODUCTPORTFOLIO: FUNCTIONAL FLOORING

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# FUNCTIONAL FLOORING: SEGMENTS

LONG-STANDING DEVELOPMENT & PRODUCTION HAVE RESULTED IN VARIOUS AREAS OF APPLICATION

## Decorative



- Public buildings and private residential properties
- Comfort, health protection, noise reduction, wide range of colours

## Industrial



- Heavy-duty industrial flooring
- High resistance, durable, easy to install

## Parking



- Car parks and parking decks
- Protection against mechanical, physical and chemical influences, non-slip safety

## Waterproofing



- Flat roofs, structural and civil engineering
- Protection against penetrating water, crack bridging, elastic, fast setting

## Permeable Pavings



- Walking and driving surfaces in urban and rural areas
- Water-permeable (meets requirements for „Sustainable Urban Drainage Solutions“)

# FUNCTIONAL FLOORING: REFERENCES PROJECTS

THE INNOVATIVE TECHNOLOGY OF CONICA PRODUCTS IS APPLIED IN VARIOUS SEGMENTS

Lascentrum Welding & Cutting,  
Alblasserdam / Holland



ZHAW,  
Winterthur / Switzerland



Verein Grazer Turnerschaft,  
Graz / Austria



Sell Plastics,  
Nijkerk / Holland



ZHdK,  
Zurich / Switzerland



Baia Mare,  
Romania



Lager Magazzini Raccordat,  
Cesena / Italia



CK Industries Factory,  
Johannesburg / South Africa



Tu Plast Storehouse  
Debrecen / Hungary

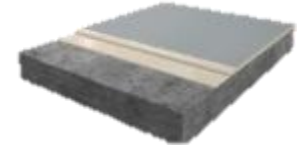
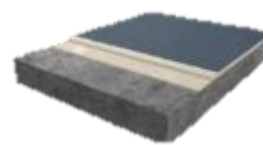
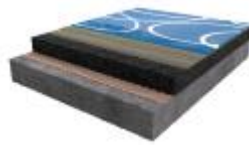
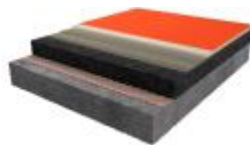




# FUNCTIONAL FLOORING: DECORATIVE AND INDUSTRIAL

INDIVIDUAL SOLUTIONS FOR INDIVIDUAL REQUIREMENTS

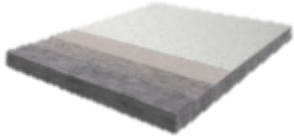

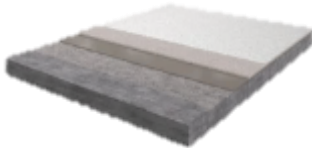
	<u>CONIPUR LPC</u>	<u>CONIPUR UPD</u>	<u>CONIPUR IES</u>	<u>CONIPUR IPS</u>
Fields of application	Residential properties, exhibition areas, offices, hospitals	Schools, hospitals, libraries, canteens	High bay warehouses, canteen kitchens, offices, business areas	Production halls, warehouses, engineering areas
Technology	Elastic, polyurethane resin based	Low-emission, elastic, polyurethane resin based	Low-emission, hard, epoxy resin based	Low-emission, hard, polyurethane resin based
Highlights	Perfect combination of optic and comfort	Robust and decorative	Extremely resistant	Resistant and durable



# FUNCTIONAL FLOORING: PARKING

RESISTANT TO PHYSICAL AND CHEMICAL INFLUENCES

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	<u>CONIPROOF PE</u>	<u>CONIPROOF PP sl</u>	<u>CONIPROOF PP dl</u>
Fields of application	Car parks, intermediate decks, drive-up ramps	Car parks, intermediate decks	Intermediate decks, exposed top-floor parking decks
Technology	3-layered, hard, epoxy resin based	3-layered, crack-bridging, polyurethane resin based	4-layered, crack-bridging, polyurethane resin based
Highlights	Abrasion-resistant, anti-slip	High surface protection	High safety
			

# FUNCTIONAL FLOORING: WATERPROOFING

## PROTECTION AGAINST PENETRATING MOISTURE

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	<u>CONIPROOF SP</u>	<u>CONIPROOF SU</u>
Fields of application	Flat or sloping roofs, bridges	Wastewater structures, tunnels
Technology	Two-component, solvent-free, elastic polyurethane spray coating, very fast hardening	Two-component, solvent-free, elastic polyurea spray coating, very fast hardening
Highlights	Can also be used on walls, ceilings and concrete upstands	Suitable for heavy-duty floors



# FUNCTIONAL FLOORING: PERMEABLE PAVINGS

*DURABLE, SLIP RESISTANT AND PERMEABLE*

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## CONIPAVE RA

Fields of application

Footpaths, bicycle paths and roads, playground walkways, graveyard pathways, tree surrounds

Technology

Water-permeable surfacing system using a blend of naturally decorative aggregates and recycled granules

Highlights

Environmentally friendly, sustainable, low maintenance

