

## Well positioned and ready for the challenges in 2019

The global markets are increasingly dynamic and are undergoing major changes and upheavals. The **increasing demand of the pharma industry for highly sensitive drugs** such as biologics and biosimilars predominantly require an ever-higher cleanliness in production such as cleanroom manufacturing – especially with a view on the existing regulatory framework. The automotive industry is switching to **sustainable mobility concepts** and is looking for **sophisticated, environmentally friendly technologies**. For well-positioned companies such as Datwyler, these changes offer attractive opportunities. In 2018, we have again undertaken many efforts to meet the challenges in the markets while accelerating profitable growth and leveraging on our innovation potential:

- With Parco and Bins we **acquired two strong companies** that will open and improve access to several strategically attractive new industries and close a key geographical gap in our automotive market segment.
- This year's opening of our **state-of-the-art health care plant with First Line standard** in Middletown, Delaware, strengthened our position in the US, the world's largest pharmaceutical market.
- Our **health care production facility in Pune** has been expanded incorporating the latest First Line manufacturing standard. An additional area of 24,000 m<sup>2</sup> is available for future growth.
- The **new production capacities** in the health care sector will enable us to increase our global volume and thus accelerate our profitable growth.
- We are **continuously advancing our elastomer components** to meet the ever-increasing demands of the automotive industry, meeting current trends and switching to sustainable mobility concepts.
- Our components for SCR systems in diesel vehicles enable the automotive industry to meet **increasingly tighter environmental regulations**. The SCR technology is the most effective and reliable process for exhaust after treatment which is essential to reduce nitrogen oxide emissions.
- In addition, we introduced a **new production concept** known as “**Lean and Clean**”: High-quality automotive components are for the first time produced in clean rooms and thereby further increase competitiveness, particularly in terms of electromobility.

The current developments and trends indicate in which directions our future is heading. In the health care segment, we will focus on the highest manufacturing standard: First Line. In the automotive area, we want to partner with the automotive industry to further advance electromobility. Overall, we have invested in **innovation**, built and expanded plants with the **latest production technologies**, and entered **new markets**. Thereby we are not only meeting the challenges of the industry, but also making our mark on it. Datwyler is strongly positioned to exploit the new opportunities in the markets for profitable growth.