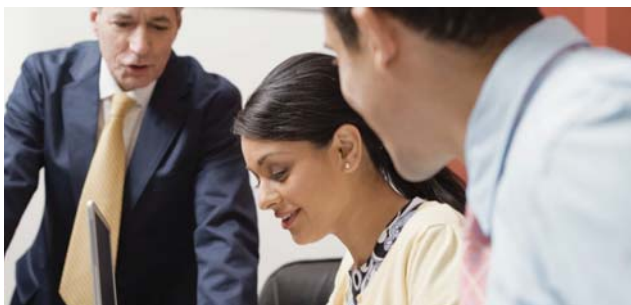


# Distinct capabilities

## Depths and range of customer relationships



**Long-standing strategic relationships** with top accounts

**Diverse client portfolio** across multinationals, regional, local customers and private labels

## Global reach



**3,300 employees** dedicated to R&D, sales and marketing

**40%** of these employees are based in the developing markets

**Supply chain** and **creative centres** operate close to our customers' end markets and service our customers locally

**Diversity** in our teams

## Unmatched resources to service our clients



**CHF 336 million** spend in R&D in 2010

**Largest commercial organisation** allowing us to operate a dedicated customer servicing model

## Broadest product offering



**More in-depth** customer relationship

**Cross leveraging** of product knowledge