LEAD THE WAY!

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Dear Friends,

The festive season has already started and let me take this opportunity to wish each of you and your family a very happy festive season ahead. Please be safe and enjoy the spirit of festivals with your family and friends.

While talking about business, I am proud to say that we as Sika team have been doing a very good job in terms of overall growth over previous years. The challenge on profitability side in a difficult macro-economic situation still remains with rising raw material prices, volatile crude oil price, foreign currency situation and the on-going trade war impacting the global economy in an uncertain way. However, we are determined to fight this out and ensure our profitability targets will be achieved through "disciplined execution". The focus should be on "Profitable Growth" and it’s a journey we have started since 2015 and we are progressing positively. Thank you for your support and contributions.

As we will be reading through this edition of Sika Spirit with the theme of "Lead the Way", you will find new initiatives and developments in the areas of digital marketing, retail branding, CSR activities as well as our on-going improvements in our manufacturing, R&D and Technical Services set up. As we approach the business end of the year with final quarter to go, the focus will be fully on business to ensure we finish the year strongly.

I hope you would find this edition of Sika Spirit informative and engaging.

Arijit Basu
Managing Director
Sika India Pvt Ltd
Sika International News

Nine Month Result 2018: Sika achieves record sales and profit

- Sales growth of 14.1% in local currency (15.0% in CHF) to CHF 5,322.7 million
- Growth in all regions
- Operating profit (EBIT) up 9.0% (excluding one-off costs incurred in connection with the resolution of the dispute with Saint-Gobain, EBIT would have risen by 12.4%)
- Double-digit increase in net profit of 10.5%
- Consistent implementation of growth strategy with establishment of a further national subsidiary, the opening of six new factories, and completion of three acquisitions
- Outlook 2018: Confirmation of sales target of more than CHF 7 billion - double-digit growth in both EBIT and net profit

Sika expands its presence in the United Arab Emirates with new factory in Dubai

Sika is developing its operations in the United Arab Emirates (UAE) with the opening of a new factory in Dubai. An existing production facility for concrete admixtures has been relocated to the new site and expanded. A state-of-the-art mortar facility and a reactor for producing polymers have been installed and will constitute the basis for the production of high-performance concrete admixtures. Furthermore, the new facility will play a strategic role as a sales and distribution center for the region.
Sika expands capacities in Russia

Sika opens a new production plant for concrete admixtures near Yekaterinburg, Russia. In the area around the plant, there are five cities with populations of over one million and attractive construction markets. Large parts of the Volga region and Siberia can also be supplied from the new site.

Sika commissions two new plants in Kazakhstan

Sika is expanding its presence in Kazakhstan and strengthening its position in two of the country's growth regions. To reinforce existing production operations in Almaty in the southeast of the country, Sika is simultaneously commissioning two further concrete admixture production plants, one in the capital Astana and the other in Atyrau in the west.
Sika India News

Exhibitions & Events

**SikaCeram® Adhesive Range launch in Bharuch**

Sika India continues to enhance their strength in the Indian Market with the launch of new SikaCeram® Adhesive Range for Tile & Stone Application. 60+ distributors had an opportunity to witness the Live Product Demo by Sika India Expert Technical team.

"Bitumen Expertise Demonstration" & "Applicator Club Launch" held in Jaipur
Sika India was recently part of C3 6th Edition held at The Lalit, Mumbai. The topic in the conference was "Effective use of Construction Chemicals for Enduring Structures".
Contractors' Meet at Hotel Mirador Andheri

Corporate Social Responsibility

Empowering People in Need

Sika India shows its solidarity to the cause and reinforces its commitment towards building a better tomorrow for all stakeholders & society at the large. Prem Sadan, Madh Island is a branch of the Society of the Helpers of Mary, Andheri (W), Mumbai. Its mission is to ‘Reaching out to the powerless and the voiceless, especially women and children, and empowering them.’
Women Empowerment

Sika India uplifts the significance of Women Empowerment and the important changes it can bring about in the society. Sika India supported Anita Pal who is an inspiration to many women, the strong & passionate one, who recently won a Gold medal in “2018 International Multi-Cultural Taekwondo Hanmadang Championship” at South Korea.

Retail Branding

[Images of retail branding]
Activities at Jhagadia Factory

Plantation Drive

Independence Day Celebration

New look of our Building
Finishing & Refurbishment Lab at Jhagadia
HR Initiative

Training program

The program "Delivering Effective Presentation" designed by the Sika Business School was held on 8th - 9th Aug'18 at Head Office. During these two days session, the facilitator, Mr Gopa Kumar imparted specific tools to plan, structure and deliver impactful, high-quality and functional presentations. Employees from team Flooring, Construction, Technical, HR Admin, Concrete & Concrete Technical were also part of this program.

Upcoming Exhibition

ET ACETECH EXHIBITION 2018
Sika hereby invite you to visit us!!

Stall No: D-6A | Hall No: 1

17th - 18th November, 2018
10.00am to 6.00pm
Bombay Exhibition Centre, Goregaon (E), Mumbai - 400063
Editor's Note

Dear Friends,

This is our latest issue of Sika Spirit 2018 with the theme - Lead The Way. Hope you would enjoy reading it.

This Edition shall give you a glimpse of Key highlights of Events, Product Launches, New Retail Branding, Digital Activities & Revamp of our Building Finishing & Refurbishment Lab.

Would also like to announce the launch of "Sika India Marketing" community on 1st November 2018, where we will have all marketing related topics under one platform. Our goal is to make it as simple as possible, so you can spend less time searching! We hope this helps, and if there are comments or suggestions, please reach out.

Don't forget to visit us at ET ACETECH EXHIBITION 2018. This is one of the biggest exhibition we are participating with an exclusive thematic stall.

Happy Reading & Enjoy the festive season.

Best Regards,
Jeeten Jadhav
Deputy Marketing Manager
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