PLAINTIFF'S
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Hoechst

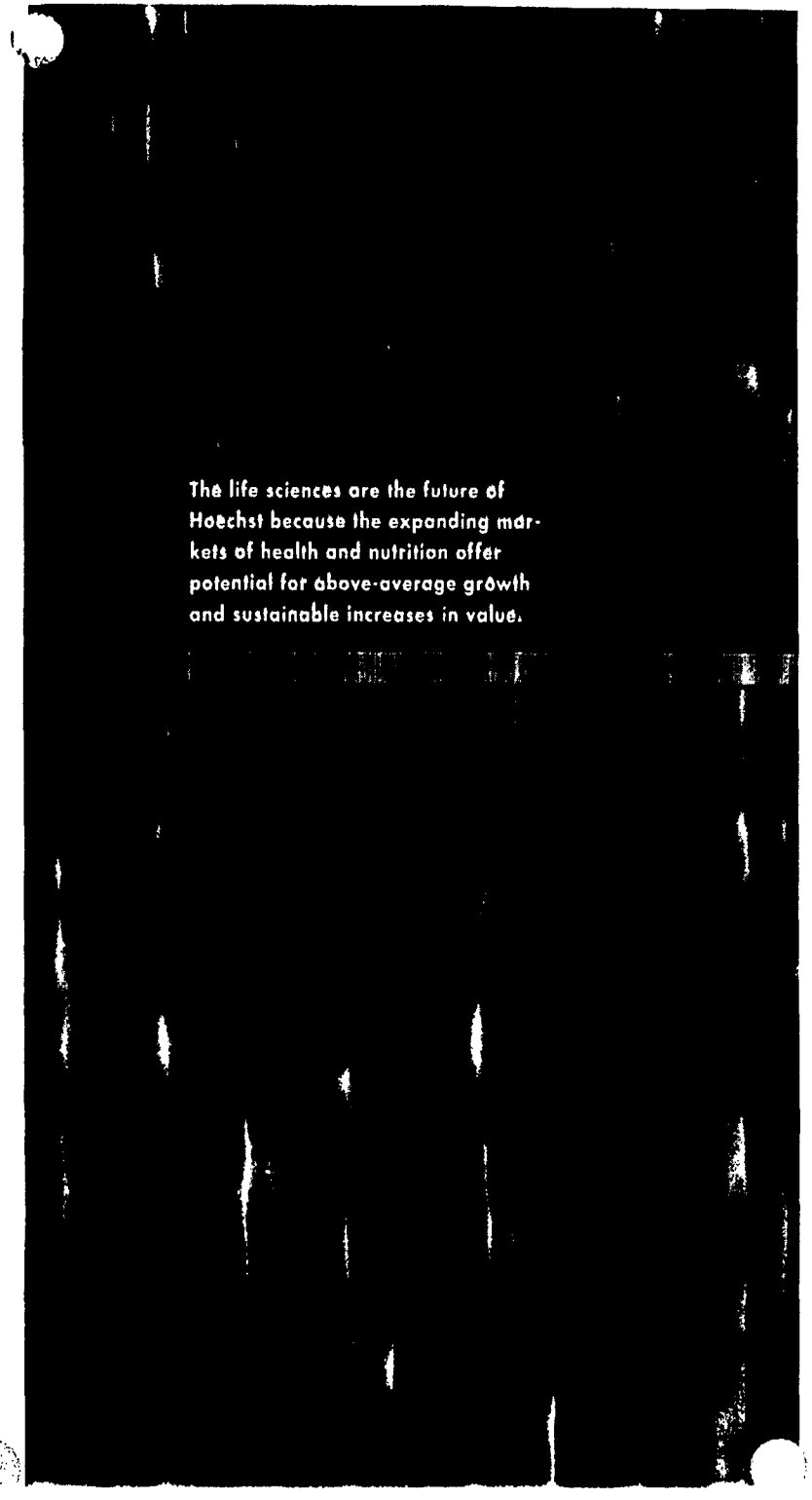
1999



FACTS & CONTACTS

Hoechst Aktiengesellschaft
Corporate Communications
D-65926 Frankfurt am Main

Hoechst



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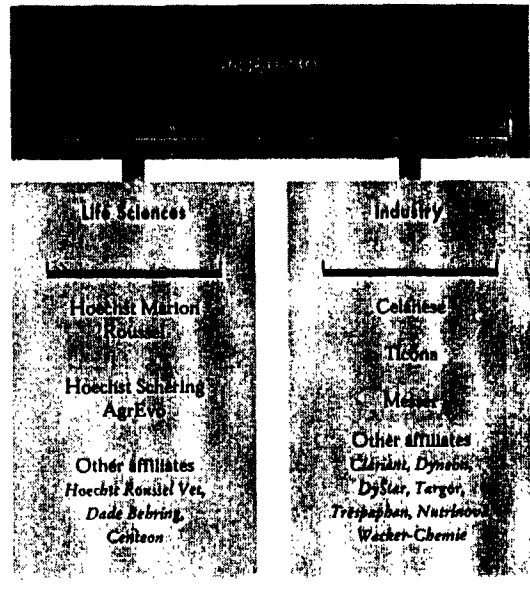
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Publications

Hoechst Aktiengesellschaft

Hoechst is a group of international companies operating in the life sciences and industry. In 1998, the companies consolidated in the Hoehcst Group had sales of around DM 43.7 billion and employed nearly 100 000 people. The transformationof Hoechst into a holding company in 1997 consisting of independent operating companies is being accompanied by a shift in focus to the life sciences. As a holding company, Hoechst AG shapes the strategic development and future direction of the group.

By joining forces with Rhône-Poulenc, Hoechst plans to form one of the world's leading life science companies.



Responsibilities of the Board of Management

Juergen Dormann
Chairman of the Board of Management,
Corporate Executive Development,
Corporate Communications

Ernst Schadow
Director of Personnel;
Messer Group
Safety and environment

Klaus-Juergen Schmieder
Chief Financial Officer

Claudio Sonder
Celanese and Ticona,
Herberts

Horst Waesche
Hoechst Marion Roussel
Hoechst Schering AgrEvo
Hoechst Roussel Vet

Hoechst Group

Amounts in DM million	1998	[euro][1]	1997	[euro][1]
Sales	43704	[22346]	52100	[26638]
Operating profit	3171	[1621]	3653	[1868]
Pretax profit	3103	[1587]	3157	[1614]
Profit after taxes on income	1895	[969]	1343	[687]
Total dividend payment	1088	[556]	1047	[535]
Cash flow from operating activities	4628	[2366]	3478	[1778]
Balance sheet total	55899	[28581]	60905	[31140]
Stockholders' equity	19179	[9806]	19109	[9770]
Equity ratio	34%		31%	
Return on equity after tax[2]	11.3%		9.5%	
Capital expenditure on property, plant and equipment	3246	[1660]	3413	[1745]
Investments in participating interests	706	[361]	6062	[3099]
Depreciation	2072	[1059]	2546	[1302]
Research and development costs	3820	[1953]	3990	[2040]
Number of employees[3]	97000		118000	

Figures per Hoechst share

Amounts in DM	1998		1997	
Hoechst AG dividend per share	1.50[4]	[0.77]	1.50	[0.77]
Tax credit	0.64	[0.33]	0.64	[0.33]
Earnings per share (IAS)	3.22	[1.65]	2.28	[1.17]
Earnings per share (DVFA/SG)	2.70	[1.38]	3.10	[1.59]
Year-end market capitalization (DM bn)	40.51	[20.71]	36.63	[18.73]

[1] *Translated at the official DM-euro exchange rate of DM 1.95583*
[2] *Average of the equity at the beginning of the year and at year end used as the basis for the calculation*
[3] *On Dec. 31*
[4] *Proposed dividend*

Your contacts at Hoechst

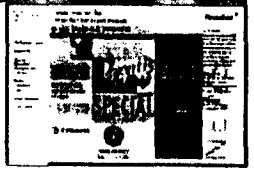
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Hoechst Marion Roussel

The Pharmaceutical Company of Hoechst

Hoechst Marion Roussel, the pharmaceutical company of Hoechst, discovers and develops novel therapies based on scientific innovations in fields such as genetic engineering and biotechnology and aims to bring those therapies to the global marketplace in the form of branded prescription drugs.

In 1998, Hoechst Marion Roussel achieved sales of approx. DM 13.7 billion, operating profit of DM 1 481 million and had 38 109 employees. Research and development costs amounted to over DM 2.5 billion, which is equivalent to 18% of sales.

Hoechst Marion Roussel Sales

in DM m



Hoechst Marion Roussel Key Figures

in DM m

	1998	1997
Sales	13737	13972
Operating profit	1481	1652
Operating margin (%)	10.8	11.8
Capital expenditures	1097	830
R&D costs	2510	2377
Employees (Dec. 31)	38109	40670

Priority Projects in Development

Compound	Indication	Status
Cariporide *(HOE 642)*	Acute coronary syndrome	Phase IIb/IIIa data under evaluation
Insulin glargine *(HOE 901)*	Diabetes	Phase III completed*
Refludan® *(lepirudin HBW 023)*	Unstable angina pectoris	Phase III completed*
Trimegestone *(RU 27987)*	Osteoporosis, hormone replacement therapy,	
	Tablet:	Phase III
	Patch:	Phase II
M100907	Schizophrenia	Phase III
Ketolide *(HMR 3647)*	Respiratory tract infections	Phase III
GA-EPO *(HMR 4396) (gene-activated erythropoetin)*	Anemia, U.S.:	Phase III
	Europe:	Phase II
HMR 4006 *(inhalable insulin)*	Diabetes	Phase III
Flavopiridol *(HMR 1275)*	Cancer	Phase I/II
HMR 1883/1098	Sudden cardiac death	Phase I/II

**pre-submission*

Major approvals and launches in 1998

Allegra-D® to treat seasonal allergic rhinitis (USA, February); **Arava®** *(leflunomide)* to treat rheumatoid arthritis (USA, October); **Actonel®** *(risedronate)* to treat Paget's disease, (USA, October) co-marketing agreement with Procter & Gamble of the U.S.; **Priftin®** *(rifapentin)* for the treatment of tuberculosis (USA, October) Further approvals: **Targocid®**, **Insuman®**

The 10 top-selling drugs of HMR in 1998

	Indication	Sales *in DM m*	Share *in %*
Cardizem®	Hypertension/Angina Pectoris	1433	10.4
Allegra®/ Telfast®	Seasonal allergic rhinitis	853	6.2
Delix®	Hypertension/Myocardial infarction	710	5.2
Trental®	Vascular disorders	467	3.4
Claforan®	Infections	452	3.3
Lasix®	Edemas/Cardiac insufficiency	444	3.2
Rulid®	Infections	422	3.1
Novalgin®	Pain/fever	387	2.8
Daonil®	Diabetes (Type II)	325	2.4
Insulins	Diabetes (Type I and II)	308	2.2
1 – 10		**5801**	**42.2**
Sales by Hoechst Marion Roussel		**13737**	**100.0**

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AgrEvo

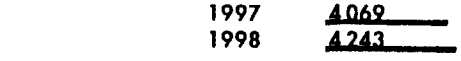
Hoechst Schering AgrEvo
Crop protection and crop production

AgrEvo, a joint venture between Hoechst and Schering, is a leading international supplier active in crop protection, crop production, seeds and environmental health. With its innovations, AgrEvo helps ensure good harvest yields and makes important contributions to environmental health and safety in agriculture.

In 1998, AgrEvo had sales of around DM 4.2 billion, operating profit of DM 353 million, and 8658 employees.
Hoechst AG: 60%

Hoechst Schering AgrEvo Sales

in DM m



Hoechst Schering AgrEvo Key Figures

in DM m

	1998	1997
Sales	4243	4069
Operating profit	353	314
Operating margin (%)	8.3	7.7
Capital expenditures	185	267
R&D costs	495	511
Employees (Dec. 31)	8658	8550

Breakdown of sales by indication area

	1998 *in DM m*	*in %*
Herbicides	1761	42
Insecticides	908	21
Fungicides	682	16
Environmental health	389	9
Crop improvement / seeds	238	6
Other	265	6
AgrEvo Total	4243	100

The top-ten products in 1998

Trade name	Indication area	Active ingredient
Puma*, Excel*	Herbicide	Fenoxaprop-ethyl
Betanal*	Herbicide	PMP/DMP/Etho
Basta*	Herbicide	Glufosinate
Illoxan*	Herbicide	Diclofop-methyl
Liberty*	Herbicide	Glufosinate
Decis*	Insecticide	Deltamethrin
Thiodan*	Insecticide	Endosulfane
Dropp*	Defoliant*	Thidiazurone
Sportak*	Fungicide	Prochloraz
Previcur*, Tattoo*	Fungicide	Propamocarb

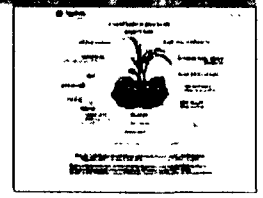
** Used to treat cotton*

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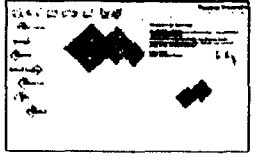
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Hoechst Roussel Vet

Animal health

Hoechst Roussel Vet aims to further strengthen its position among the leading international suppliers in the animal health market. The company develops, manufactures and supplies innovative products designed to keep farm and companion animals healthy. The portfolio, which includes bioengineered products, ranges from antiparasitics, vaccines, antiinfectives to feed additives.

In 1998, Hoechst Roussel Vet had approx. 2 360 employees, sales of DM 878 million and posted an operating profit of DM 118 million.



Hoechst Roussel Vet Sales

in DM m

1997	901
1998	878

Hoechst Roussel Vet Key Figures

in DM m

	1998	1997
Sales	878	901
Operating profit	118	124
Operating margin (%)	13.4	13.8
Capital expenditures	64	81
R & D costs	89	72
Employees (Dec. 31)	2363	2090

Top 10 products

	Indication	Species
Panacur® *(fenbendazole)*	Endoparasitic	Various
Revalor®, Finaplix® *(tenbolone)*	Productivity enhancer	Cattle
Sacox®, Salocin® *(salinomycin)*	Coccidiostat, Feed additive	Poultry Swine
Flavomycin® *(flavophospholipol)*	Feed additive	Various
Butox® *(deltamethrin)*	Ectoparasitic	Various
Taktic®, Topline®, Ectodex® *(Amitraz)*	Ectoparasitic	Various
Regumate® *(altrenogest)*	Productivity enhancer	Swine
Heptavac P® *(clostridien/ Pasteurella vaccine)*	Bacterial infections	Sheep
Ivotan® *(Ivermectin)*	Endectoparasitic	Cattle
FMD Vaccines	Foot and Mouth Disease	Cattle

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Celanese

Basic chemicals and acetate products

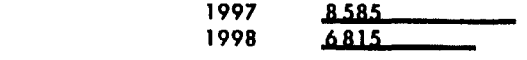
Celanese manufactures and supplies commodity chemicals and acetate products for further industrial processing. Celanese has leading-edge technologies and world-scale plants. The company is the world's largest supplier of acetic acid and vinyl acetate monomer and is a leading producer of other commodity chemicals.

In 1998, Celanese had sales of approx. DM 6.8 billion, operating profit of DM 494 million and a workforce of 10693. Return on sales was 7.2 %.



Celanese Sales

in DM m



Celanese Key Figures

in DM m

	1998	1997
Sales	6815	8585
Operating profit	494	816
Operating margin (%)	7.2	9.5
Capital expenditures	431	498
R&D costs	105	68
Employees (Dec. 31)	10693	12214

The top-ten products in 1998

Product	Application
Vinyl acetate	polyvinyl acetate, polyvinyl alcohol, ethylene vinyl acetate and others
Acetic acid	chemical syntheses; vinyl acetate, chlorinated acetic acids, esters, salts and their derivatives
Acetic anhydride	Acetylating agent, Cellulose acetate, dyes, pharmaceuticals; synth. caffeine, baking aid; sequestering agent
n-Butyl acrylate	acrylates; organic syntheses
2-Ethylhexanol	For the manufacture of softeners Solvent for oils and resins
Ethyl acetate	Solvent for paints; extraction agent; as an essence for perfumes in perfume manufacture
Acrylic acid	Monomer for the manufacture of polymers, organic syntheses
n-Butanol	Solvent manufacture of esters and xanthates
Butyl acetate	Solvent; isocyanate component in two-pack lacquers
Ethyl acrylate	acrylate synthetic resins organic syntheses

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Ticona

Technical polymers

Ticona is a leading global supplier of technical polymers for diverse and sophisticated applications. In polyacetal, which is used in the automotive and electrical/electronics industries, Ticona holds strong market positions in Europe, North America and Asia.

In 1998, Ticona had sales of over DM 1.4 billion, operating profit of DM 132 million and an 9% return on sales. Ticona had a workforce of 2450 and invested DM 46 million in R&D last year.



Ticona Sales

in DM m

1997	1452
1998	1467

Ticona Key Figures

in DM m

	1998	1997
Sales	1467	1452
Operating profit	132	160
Operating margin (%)	9.0	11.0
Capital expenditures	130	110
R & D costs	46	54
Employees (Dec. 31)	2450	2356

The top-selling products in 1998

Product	Application
Hostaform®, Celcon®, Duracon®	Vehicle manufacture; Mechanical and precision engineering; measuring equipment construction; electrical engineering, applicance manufacture and cooling technology, office and communications technology; sports and recreation equipment; sanitary applications
Celanex®	Automotive engineering, electronics/electrical industries; mechanical and precision engineering; appliances and other household appliances; sports and recreation equipment, lighting technology
Vandar®	Same as for Celanex
Celanese Nylon®	Automotive engineering; electronics industry, mechanical engineering; sports and recreation equipment; structural and civil engineering
Impet®	Automotive engineering; electronics industry, mechanical and precision engineering; appliance manufacture; other household appliances; sports and recreation equipment
Vectra®	Electrical engineering, electronics; parts for fiber optics; medical equipment; automotive and mechanical engineering; aerospace technology
Fortron®	Electronics and electrical engineering; automotive manufacture; mechanical and precision engineering; lamps and lighting industry
Ceramer®	Abrasion modifier for fluoropolymers; improving the metallization properties of polymers
Other products:	Hostalen GUR®, Topas®, Celstran®, Compel®, Fiberad®, Riteflex®

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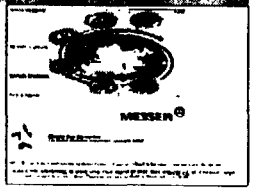
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MESSER

Industrial gases

Messer is one of the world's leading producers of industrial gases and is a specialist for selected cutting and welding technologies. The construction of air separation plants and the use of industrial gases in food technology, medicine, electronics, and environmental protection are further growth areas.

In 1998, Messer had sales of DM 3.3 billion, operating profit of DM 400 million and a return on sales of 11.9%. Messer had 11 289 employees.
(Hoechst AG: 66.7%)



Messer Sales
in DM m

1997	2806
1998	3372

Messer Key Figures
in DM m

	1998	1997
Sales	3372	2806
Operating profit	400	370
Operating margin (%)	11.9	13.2
Capital expenditures	924	490
R & D costs	55	53
Employees (Dec. 31)	11289	8282

Industrial gases and their application possibilities

Oxygen Elimination of odorous substances and pollutants in exhaust gases, treatment of waste and drinking water, breathing gas, oxidizing agent in gas welding, improving output in combustion and melting, oxidation of acetaldehyde to acetic acid, flame polishing of pressed glass, active gas in the packaging of meat.
Nitrogen Inerting: Fighting smouldering fires in silos, inerting of pipelines and tanks, preventing undesired reactions in the chemical and pharmaceutical industries, soil freezing in the construction industry, freezing and cooling of foods, inert gas for packaging and storing, cold therapy for the treatment of rheumatism, cryogenic wind tunnels, solvent recovery.
Argon Protective gas for melting and founding, protective gases for welding and plasma cutting, filling gas for incandescent lamps, laser gas, carrier and purging gas in gas chromatography, filling gas for sun collectors, plasma etching of semiconductor components, protective gas for the production of semiconductor crystals.
Hydrogen Vehicle fuel, purification of waste water, fuel for rocket engines, argon hydrogen mixture as carrier gas for spectrometry, production of glass fibers, cooling gas for generators in power plants, hydrogenation of fatty acids in the food industry, ammonia and methanol synthesis.

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[1] consolidated
[2] non-consolidated
[3] Hoechst shareholding 100%; Voting rights 50%
[4] Hoechst shareholding 45%
[5] 100% subsidiary of Clariant AG
[6] Armour shareholding 100%; Hoechst voting rights 50%

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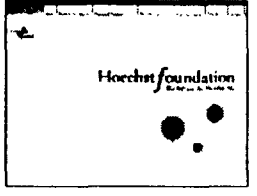
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* A unit of InfraServ GmbH & Co Höchst KG.

Hoechst foundation
Die Stiftung der Hoechst AG

The Hoechst Foundation promotes projects at the interface to culture, science, business and society. To qualify for promotion, the projects must have an international, interdisciplinary and future-oriented focus.

The aim of the Foundation is to identify the people who will shape tomorrow and to enable them to contribute to sustainable development through their activities in science, politics and society.



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135 Years of Hoechst

1998 Key progress is made with the far-reaching realignment into a life sciences group and the withdrawal from the industrial chemical businesses: In December Hoechst and Rhône-Poulenc S.A. announce the planned merger of their life sciences businesses into a company to be called Aventis. Apart from this announcement, a number of industrial chemical activities and affiliates are sold in 1998. In May, the European textile polyester businesss is sold along with the Trevira trademark to a member of the Multikarsa Group. The interests in three polyester film joint ventures are acquired by the previous partner, Mitsubishi Chemical. In December, a U.S.-Mexican consortium acquires the substantial portion of the international polyester business. DuPont agrees in October to acquire the Group coatings company Herberts. The synthetic resins company Vianova Resins is sold to Deutsche Morgan Grenfell Capital, the private equity arm of Deutsche Bank. In July, the high-density polyethylene business is sold to Elenac, a joint venture between BASF and Shell.

1997 The specialty chemicals business is combined with Clariant AG of Switzerland. In exchange, Hoechst receives a 45 percent interest in the expanded company. In May, the Annual Meeting approves the realignment of the Group. As a holding company, Hoechst AG no longer runs any operating businesses as of July 1. The Group companies are independently responsible for shaping and running their respective businesses worldwide. The acquisition of the outstanding minority interest in Roussel Uclaf leads to the formation of the wholly owned Group company Hoechst Marion Roussel AG. In September, Hoechst shares are listed on the New York Stock Exchange, bringing the total number of exchanges on which Hoechst shares are traded to 17.

1996 By acquiring Plant Genetic Systems (PGS), AgrEvo strengthens its position in the promising plant biotechnology market. At the same time, various industrial chemicals businesses are transferred to separate legal entities or sold.

1995 The acquisition of U.S. drug company Marion Merrell Dow considerably expands the company's activities in the core pharmaceutical sector.

1994 Restructuring in accordance with the "Transition '94" concept.

1987 Formation of Hoechst Celanese Corporation in the U.S. following the acquisition of the Celanese Corporation and its merger with the American Hoechst Corporation.

1974 Following the introduction of a new corporate structure, the restructuring of the Group is concluded and the company renamed "Hoechst Aktiengesellschaft".

1968 Start of cooperation with Roussel Uclaf S.A., Paris, leading to Hoechst's acquisition of a majority shareholding in this French pharmaceutical company.

1965 The first industrial scale biological treatment plant for industrial wastewater was constructed at the Höchst site.

1955 Soon after its reformation, the company started to re-establish its worldwide sales organization which would be complemented by a growing number of local production sites.

1951 Following the break-up of I.G. Farbenindustrie AG and U.S. administration, the company was re-formed as "Farbwerke Hoechst AG vorm. Meister Lucius & Brüning". The post-war reconstruction years saw the switch from coal to crude oil and the start of the mass production of synthetic fibres, plastics and films. Traditional fields such as dyes, pharmaceuticals and crop protection also undergo enormous expansion.

1925-1945 Along with other large German companies, Farbwerke in Höchst became part of I.G. Farbenindustrie AG.

1902-1915 Establishment of important production sites. At the turn of the century subsidiaries were set up in Moscow, Paris and Manchester.

1901 The first Nobel Prize for medicine was awarded to Emil von Behring for his work in the field of serotherapy and marked the start of Hoechst's great era as the "world's pharmacy". Robert Koch and Paul Ehrlich, who worked closely with Hoechst Pharma, received the Nobel Prize shortly thereafter.

1892 Tuberculocidin, a tuberculosis diagnostic, is Hoechst's first immunological drug. It provided the impetus for establishing a serobacteriological department.

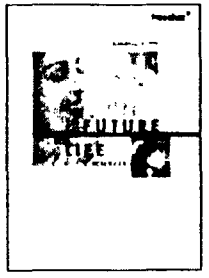
1883 The industrial synthesis of the antipyretic and pain-reliever antipyrine saw the start of pharmaceutical production. Having already started to manufacture chemical precursors and intermediates, the company's commencement of pharmaceutical production marked the dye factory's transformation into a multifaceted chemical company.

1880 By becoming a joint stock company, "Farbwerke vorm. Meister Lucius & Brüning" obtained a modern legal form and listed its shares on the Frankfurt stock exchange in 1888.

1863 Carl F. W. Meister, Eugen N. Lucius and Ludwig A. Müller set up a factory in Höchst am Main to manufacture coal tar dyes. The chemist Adolf Brüning, who became a co-partner in 1865, five workers and a clerk formed the company's first workforce. Hoechst's first product was fuchsine, a purple-red dye, earning the young company the nickname of the "Red Factory" among its neighbors. Based on hard coal products, a wide range of dyes were developed and sold throughout the world.

Hoechst Publications

Annual Report
The Annual Report of the Hoechst Group is available in German, English, and French.



FUTURE
The Hoechst magazine reports on news from the worlds of science, technology, culture and medicine in English and German.



The "Taschenbuch Wirtschaftspresse 1998/99", a collection of useful addresses for journalists, is published by Hoechst.
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