

Evonik.
Power to create.

Company presentation

February 2015



EVONIK
INDUSTRIES

Table of contents



| | |
|---|-----------------------|
| 1 | Group strategy |
| 2 | Financials Q3 2014 |
| 3 | Appendix |

Evonik is committed to deliver sustainable profitable growth in specialty chemicals



Our businesses are aligned towards:

Allocation of resources according to **global megatrends** and **high growth opportunities**

Strengthening of **leading market** positions by development of **tailor-made and innovative solutions** together with clients

Strategic and financial discipline:

Proven track record in **portfolio optimization**

Solid balance sheet and **disciplined use of funds**

Clear Commitment:

to deliver sustainable growth

to increase profitability

Value generation
for our shareholders

Global chemicals industry expected to continue to outgrow global GDP, but ...

Growth

Demand growth mainly in emerging countries leading to further shift of markets towards Asia

Product life cycles becoming shorter with an increasing commoditization of product portfolios

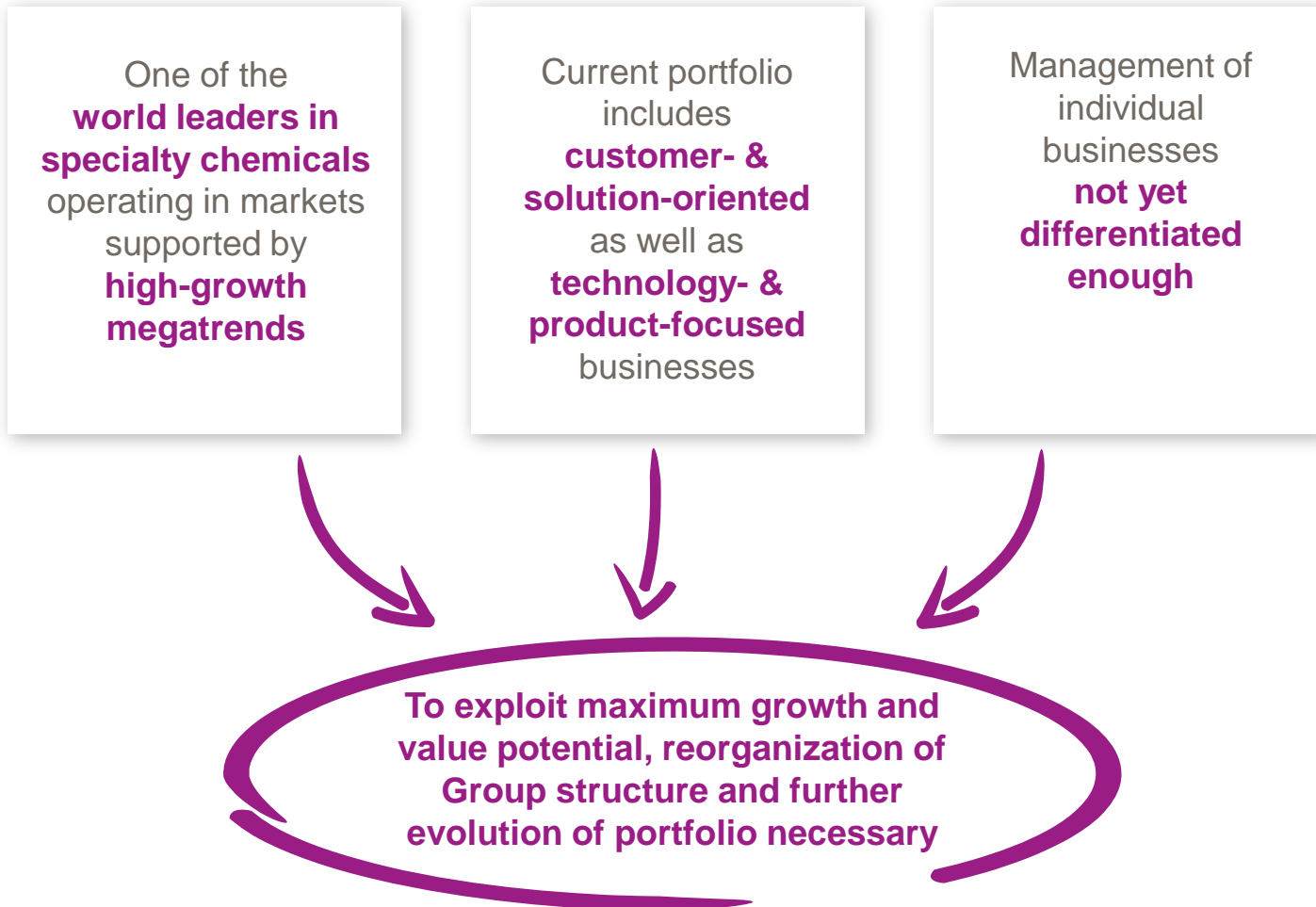
Changing competitive structures due to Asian competition

Competitive- ness

Partly higher raw material and operating costs in Europe compared to other regions (USA, Middle East)

High investment needs are no longer a barrier to entry

Reassessment of Evonik's position and portfolio: More differentiated management needed



Differentiated management tailored to specific needs of individual businesses

Consumer, Health & Nutrition

Resource Efficiency

Leading in customized, individual and innovation-driven solutions



- Markets with high margins, GDP+ growth rates and strong barriers to entry
- Joint R&D with customers and innovative solutions are of high importance

- Focus on above-average profitable growth
- High returns on invested capital
- Concentrate growth capex on these areas and expansion with selective acquisitions

Specialty Materials

Leading in product-driven activities



- More product-driven, energy and raw material-intensive businesses
- Characterized by integrated technology platforms, efficient processes and high market penetration
- Further efficiency and effectiveness enhancements
- High cash returns
- Investments and, where appropriate, alliances to secure good market positions

Levers for sustainable value creation

Innovation

- **Differentiated focus** of innovation activities according to specific business needs
- **Strong market & customer orientation** as basis for successful R&D

Organic growth

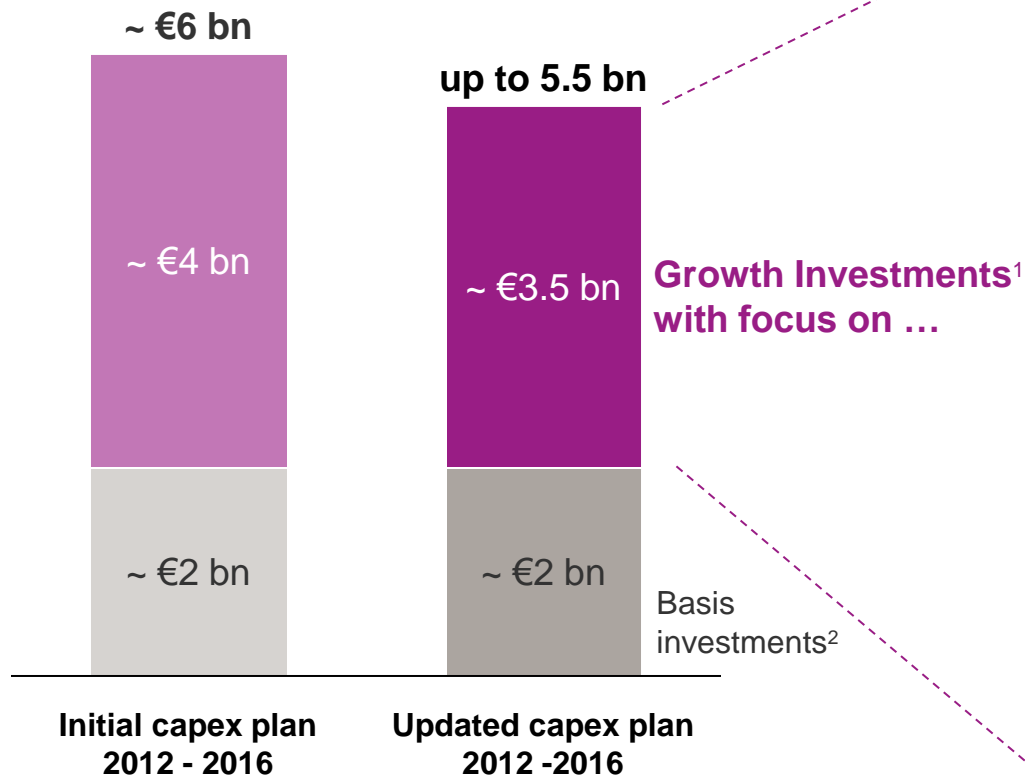
- **Ramp-up** of investment projects according to plan
- Taking advantage of **flexibility** in investment program

External growth

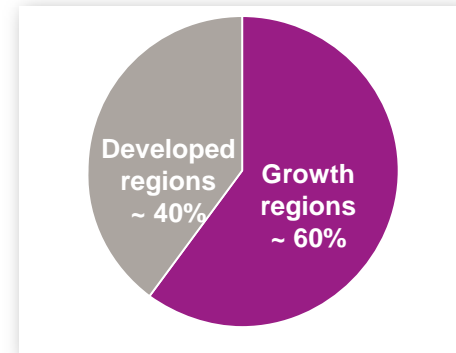
- **Acquisitions** as an additional route for value creation

Investments addressing growth opportunities, disciplined and flexible approach in execution

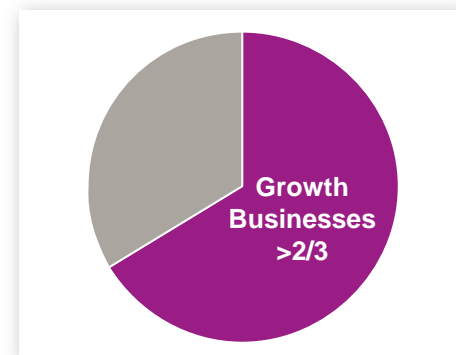
Investment program 2012 – 2016



... Growth Regions³



... Growth Businesses⁴



¹ Growth investments defined as investments above €2.5 m into growth projects.

² Includes investments below €2.5 m and maintenance and regulatory compliance investments

³ Growth regions defined as Asia and rest of the world, developed regions defined as Europe and North America.

⁴ According to Portfolio classification

Acquisitions as additional route for value creation



- Acquisitions as **additional growth route** to create value:
 - **Accelerated entrance** into adjacent markets and businesses
 - Enable **growth in asset-light businesses**
 - Strengthening of **resilience** against market or product cycles
 - Value enhancement via **synergies**
- Further **growth and sharpening of specialty chemicals portfolio** in Consumer, Health & Nutrition / Resource Efficiency
- Potential driver for subsequent **portfolio adjustments**
- **Strong financial profile** offers flexibility for external growth

Aspiration level: Adj. EBITDA of >€3 bn
and an attractive premium on cost of capital

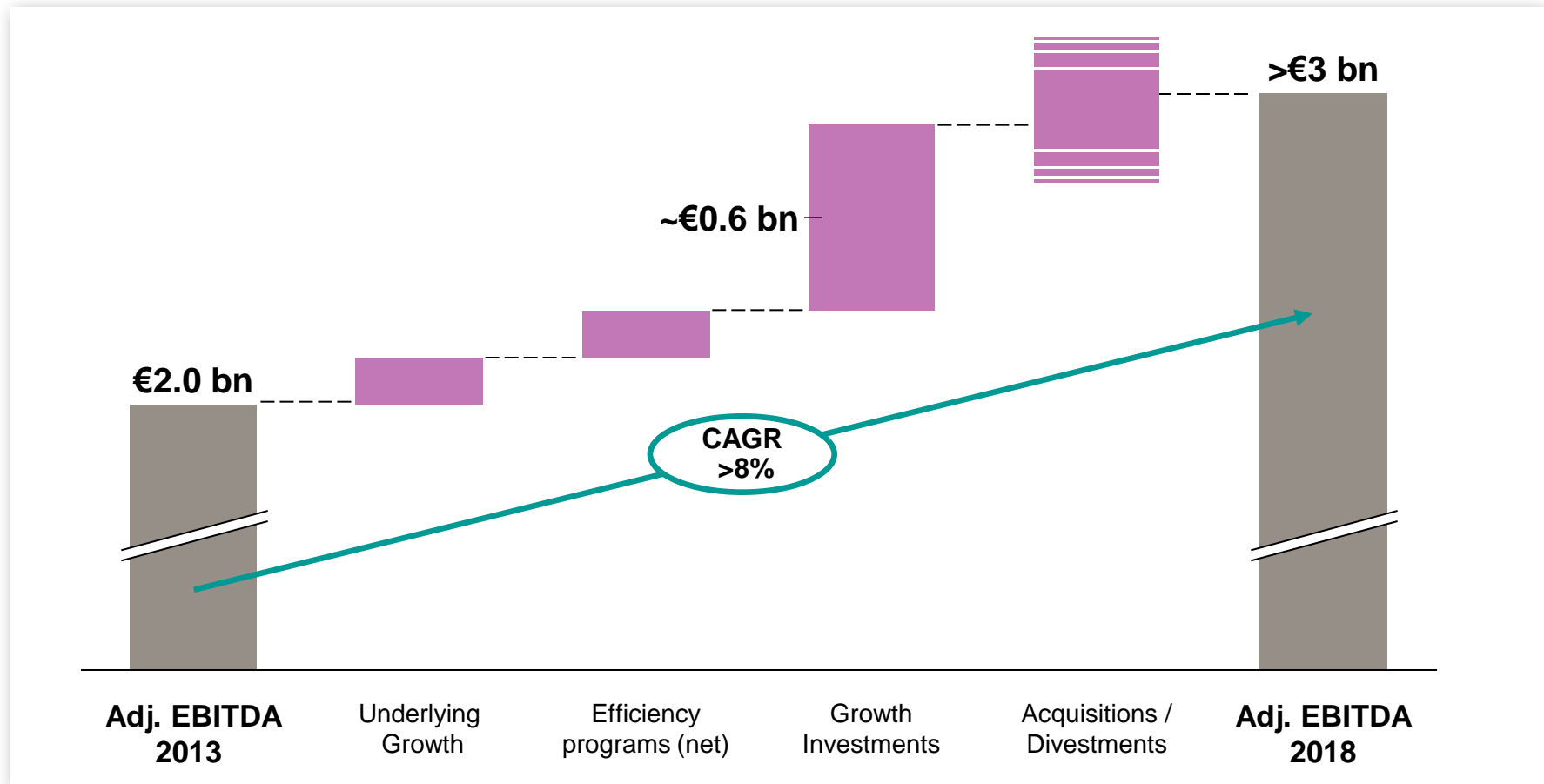


Table of contents



| | |
|----------|---------------------------|
| 1 | Group strategy |
| 2 | Financials Q3 2014 |
| 3 | Appendix |

Highlights Q3 2014

Earnings improvement gaining momentum



Sales of €3,243 m slightly exceed prior year level (+1%);
volume growth (+2%) continuing, prices approaching break-even level (-1%)

Adj. EBITDA of €501 m again with sequential improvement (Q1: €457 m; Q2: €467 m)
Consumer, Health & Nutrition and Specialty Materials with better earnings qoq;
Resource Efficiency continuing on high profitability levels

STEAG proceeds of €569 m received in Q3, leading to **net cash position** again
Increase in pension provisions (+€539 m) due to further lowered discount rate

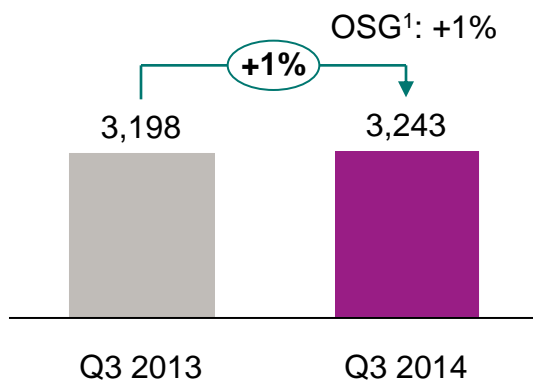
Outlook for 2014 confirmed:
Adj. EBITDA in the lower rather than upper part of €1.8 - 2.1 bn range

Financial highlights Q3 2014

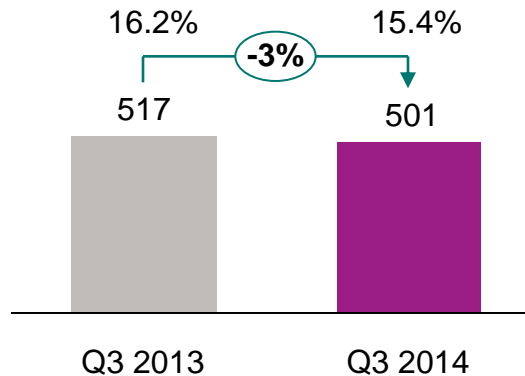
Adj. EPS above prior year level



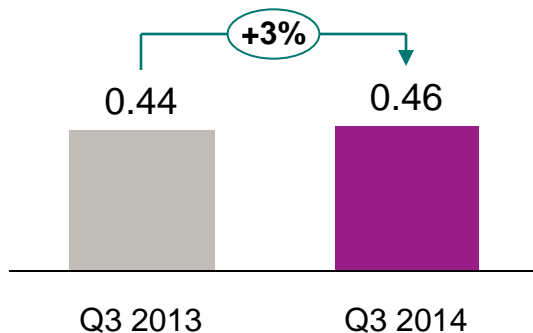
Sales (in € m)



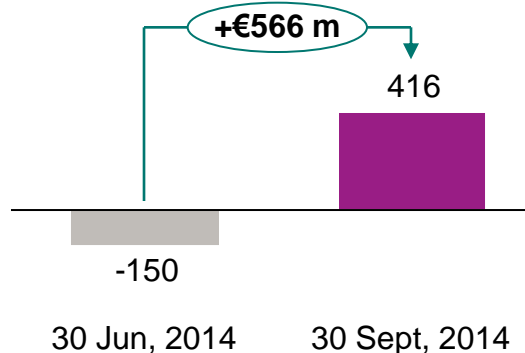
Adj. EBITDA (in € m) / margin



Adj. EPS (in €)



Net financial position (in € m)



- yoy reported (+1%) and organic (+1%) sales growth
- Solid volume growth (+2%) despite maintenance and higher base in H2 2013
- Steadily improving price trend (Q4: -6%; Q1: -4%; Q2: -2%; Q3: -1%)
- No more negative FX effects (+/-0%)
- Adj. EPS at €0.46 above PY level mainly due to lower adj. tax rate of 26%
- Net cash position from positive operating cash flow (€312 m) and proceeds from sale of 49% STEAG stake

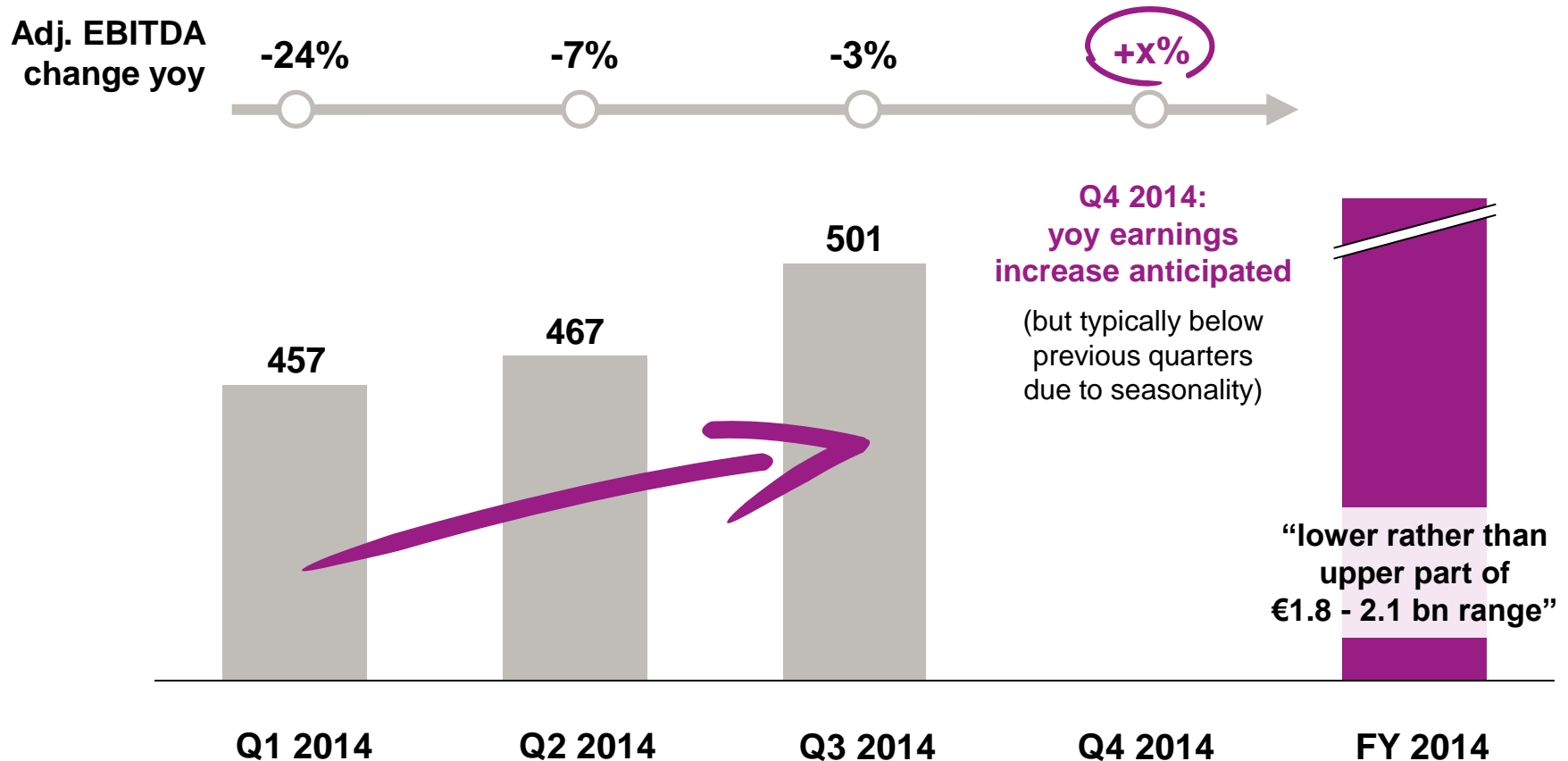
Prior year figures restated for STEAG deconsolidation and IFRS 11 changes

¹ OSG = Organic sales growth (volume + price development)

Outlook for 2014 confirmed

On track to meet lower part of range

Adj. EBITDA development 2014 by quarter (in € m)



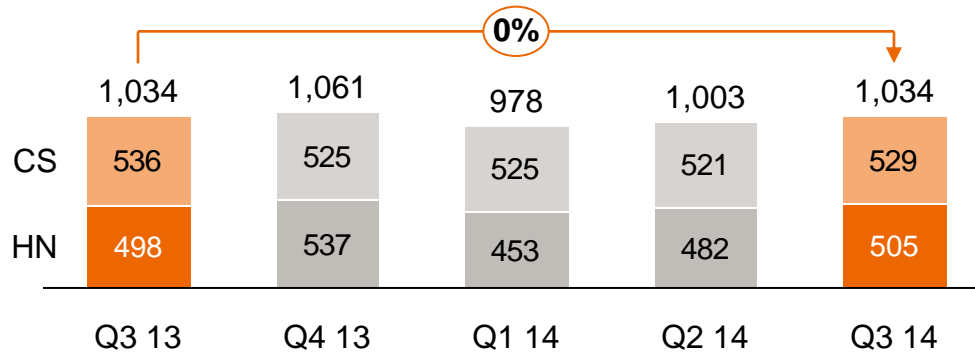
Prior quarters restated for STEAG deconsolidation and IFRS 11 changes

Consumer, Health & Nutrition

Earnings almost on prior year level

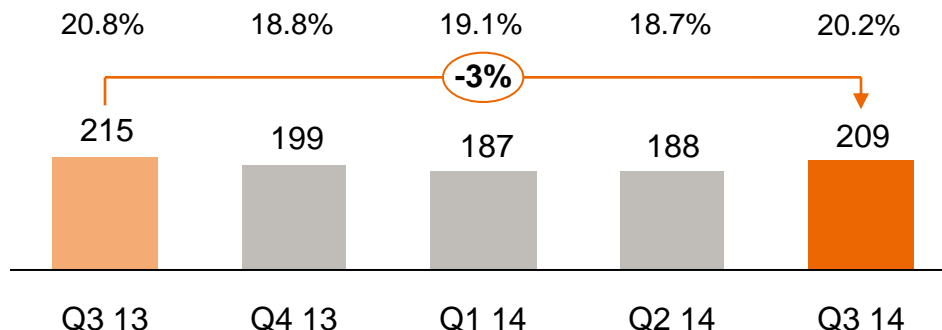


Sales (in € m)



| | | | | |
|-------|------------|-----------|--------|-------------|
| Q3 14 | Volume +1% | Price -2% | FX +1% | Other +/-0% |
|-------|------------|-----------|--------|-------------|

Adj. EBITDA (in € m) / margin



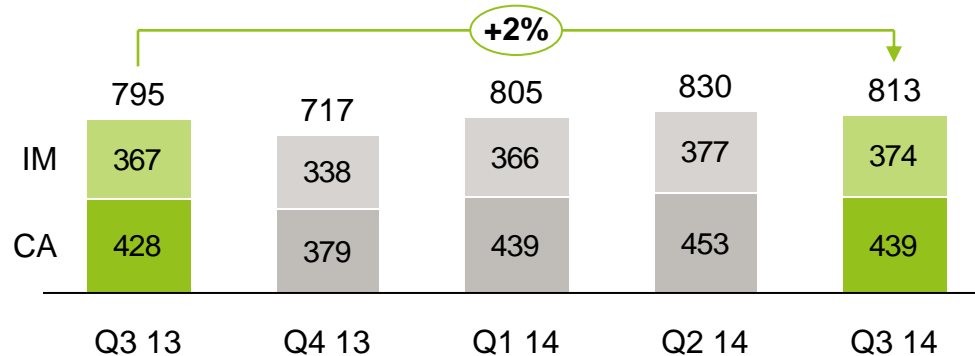
- Sales sequentially improved due to good volume and price development in amino acids
- Consumer Specialties' earnings lower yoy due to reduced volumes in Baby Care and ramp-up costs in Personal Care
- Health & Nutrition with yoy and qoq earnings improvement
- Methionine with expected strong performance: tight supply and healthy demand leading to steadily increasing prices throughout the quarter at maximum utilization rates
- Improving supply/demand and slow but steady price recovery in Lysine

Resource Efficiency

Continued high profitability

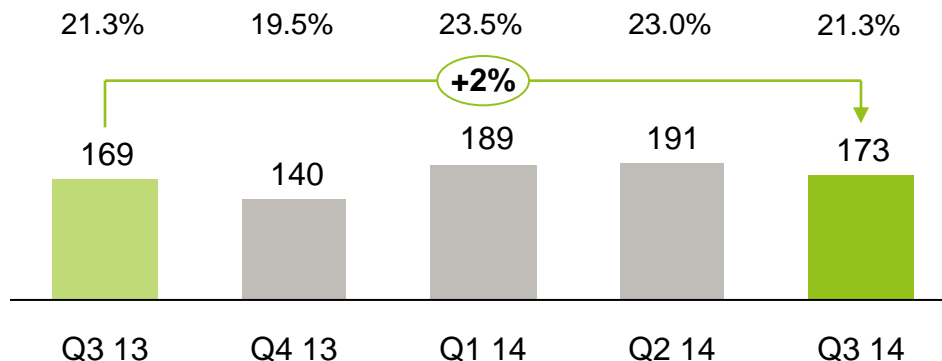


Sales (in € m)



| | | | | |
|-------|------------|-------------|----------|-------------|
| Q3 14 | Volume +2% | Price +/-0% | FX +/-0% | Other +/-0% |
|-------|------------|-------------|----------|-------------|

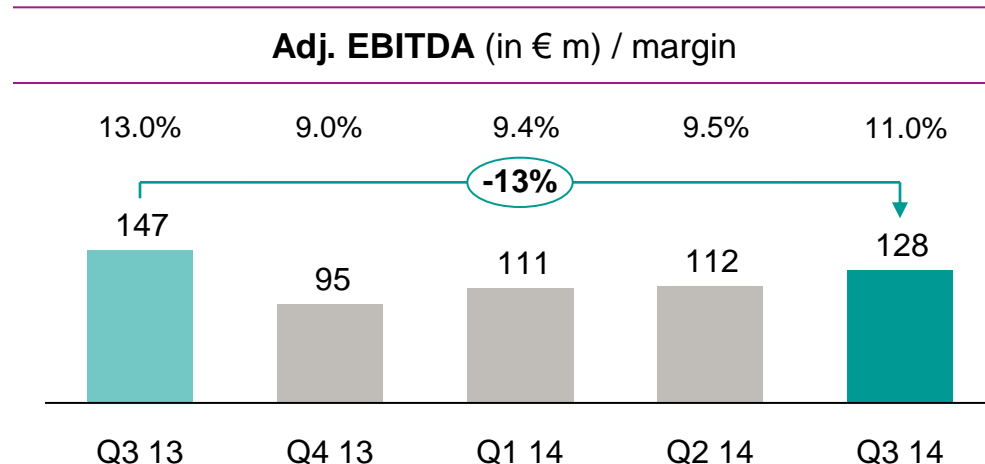
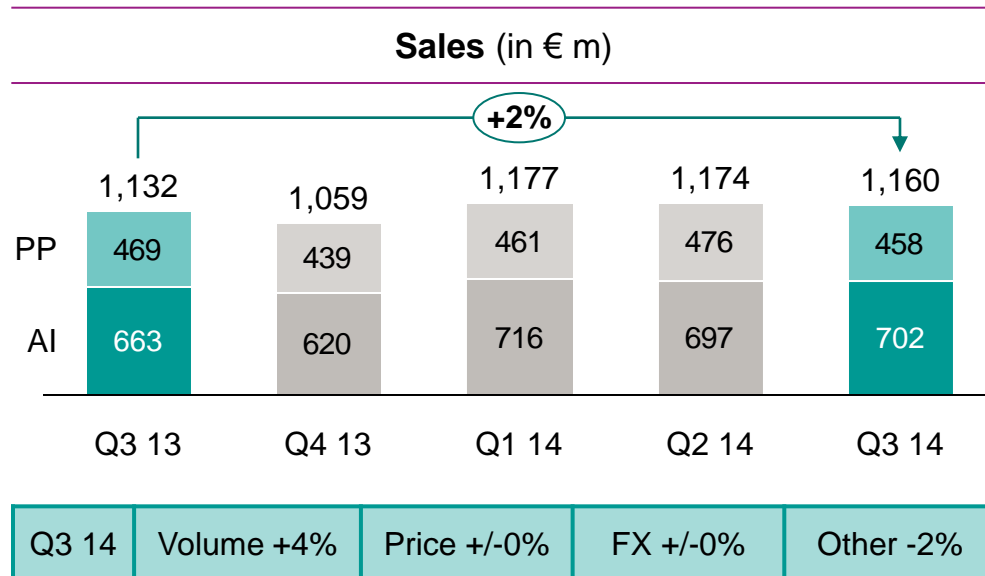
Adj. EBITDA (in € m) / margin



- Resource Efficiency again with increased sales and earnings yoy due to ongoing volume trend and high plant utilization
- Lower earnings qoq mainly caused by planned maintenance shutdown at German Crosslinkers production plant
- Solid volume growth continuing despite seasonal summer dip
- Silica with ongoing strong performance across most applications, e.g. tires, silicone, adhesives & sealants
- After strong start into the year, demand from construction and coating industries stabilized on high level

Specialty Materials

Slow recovery visible



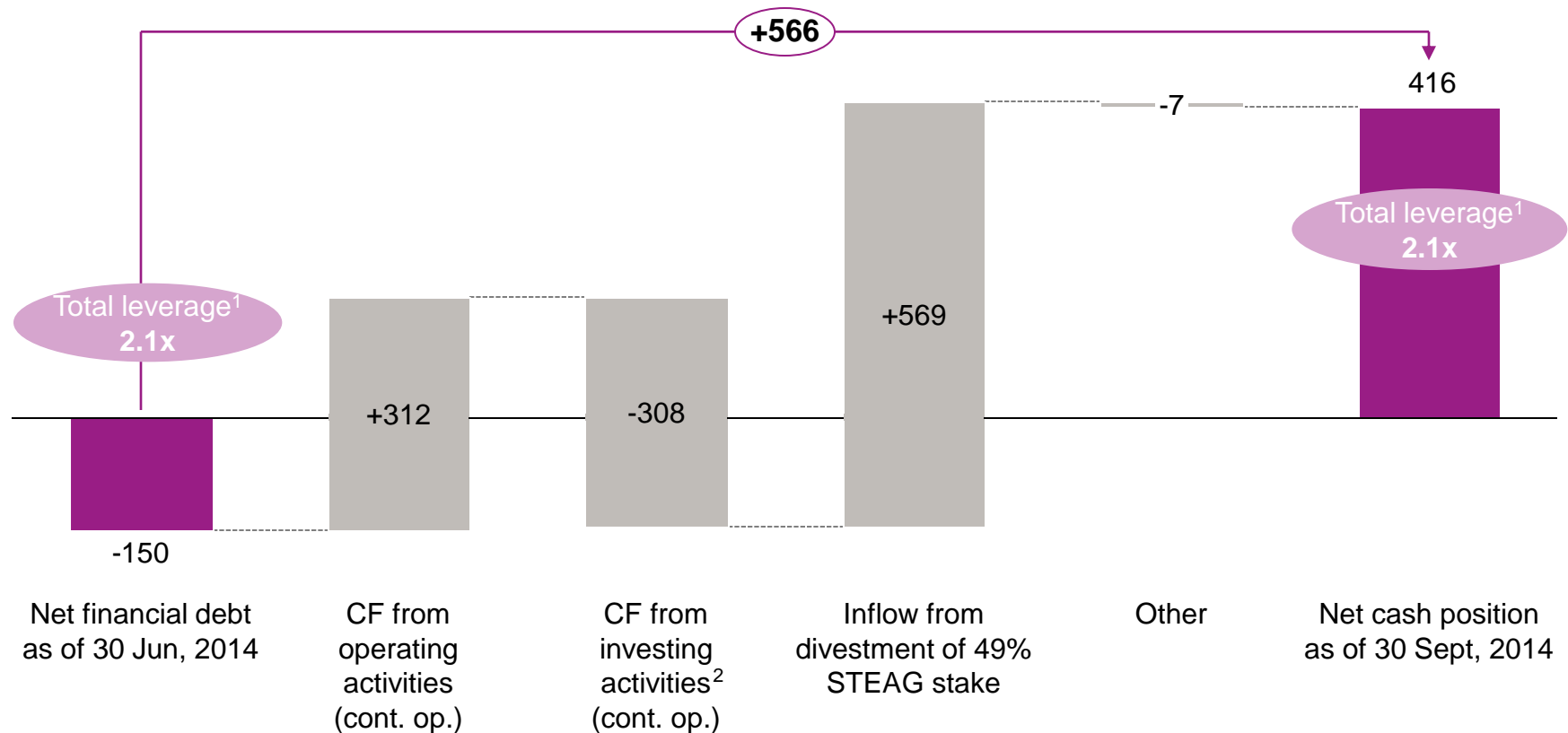
- Sales slightly above prior year; margin recovering qoq
- Good volume development supported by new HPPO and alkoxide plants; prices reaching last years' level
- Stable development qoq for methacrylates, pronounced summer dip compensated by tighter supply in Europe and Asia
- C4 products with sequentially higher margin, helped by lower raw material costs (Naphtha)
- Active Oxygens: Positive earnings contribution from new HPPO plant in China

Net financial position

Positive operating cash flow and STEAG proceeds



Development of net financial position (in € m)



¹ Total leverage defined as (net financial debt + unfunded pension obligations) / adj. EBITDA LTM

² Cash outflow for investments in intangible assets, property, plant and equipment and shareholdings, not including cash in- and outflows related to divestments and securities

Outlook for Evonik in 2014

Economic environment

- Given weaker economic development observed to date, lower global growth assumed also in 2014 as a whole
- Stepwise recovery in global economy is increasingly stalling
- Structural challenges in emerging markets and uncertainty from ongoing political disputes and military conflicts are increasingly holding back growth expectations

Outlook

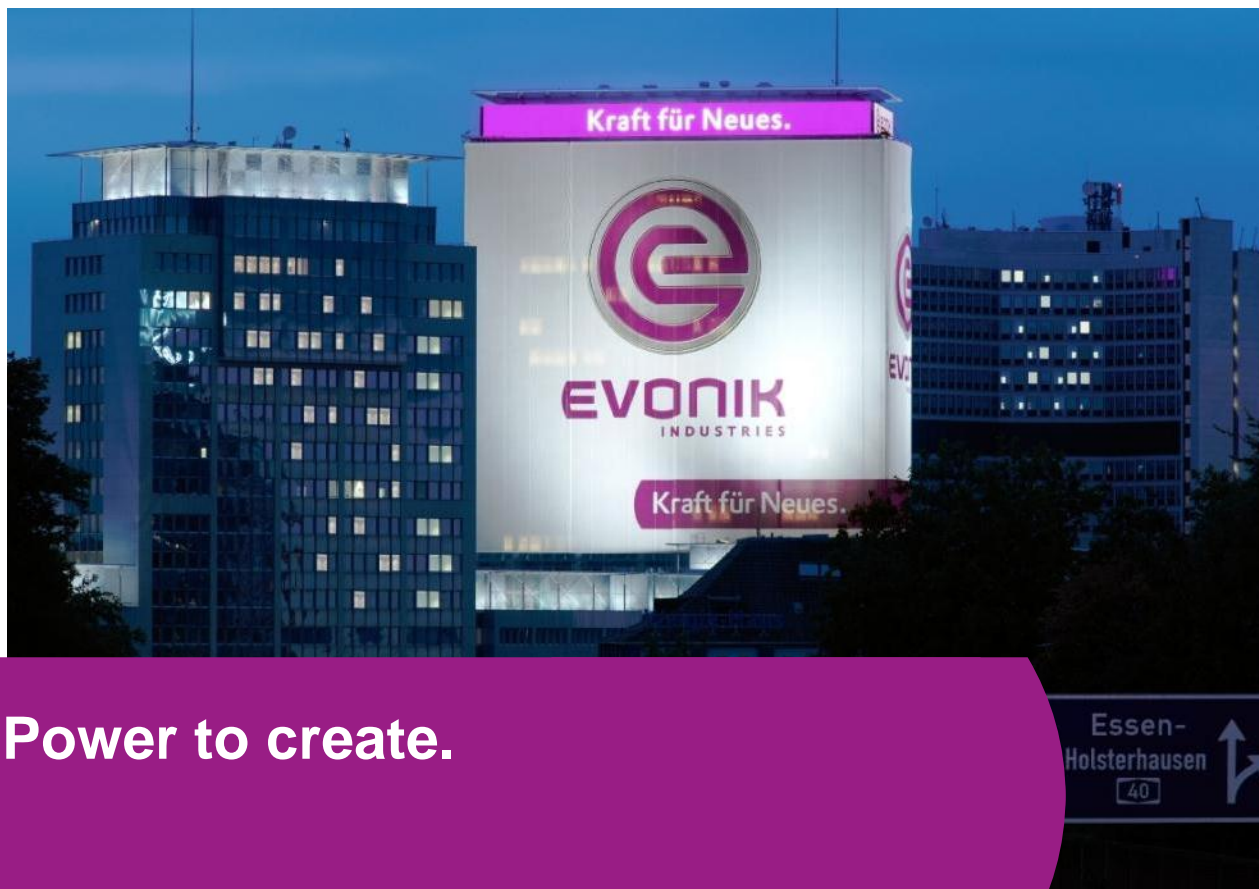
- **Sales: slightly higher** than in previous year (2013: €12.7 bn)
- **Adj. EBITDA: lower rather than upper part of €1.8 bn to €2.1 bn range** (2013: €2.0 bn)
- **Volumes** should continue to grow in the remainder of the year
- Stabilization of **prices** expected to continue, clearly positive price trends visible in some businesses; but price trends in Specialty Materials remained below original expectations
- First positive effects of **Administration Excellence** program
- Downside factors could result from **ramp-up expenses** for growth investments and **negative currency effects**



EVONIK
INDUSTRIES

| | |
|----------|---|
| A | Evonik at a glance & investment highlights |
| B | Capex & financial policy |
| C | Company history & ownership structure |
| D | Specialty Chemicals segments |
| E | Upcoming IR events and contact |

Evonik at a glance



Power to create.

Sales 2013

€13 billion

adj. EBITDA 2013

€2 billion

Sales from leading
market positions

80%

Innovation driven by

~ 500

R&D projects

One of the world leaders in specialty chemicals



Sales: €12.708 bn

Adj. EBITDA: €1,995 m

Margin: 15.7%

ROCE: 14.5%



Consumer, Health & Nutrition

Products for applications in the consumer goods, animal nutrition and healthcare sectors.

.....

| | |
|--------------------|----------|
| Sales | €4,171 m |
| Adj. EBITDA | €922 m |
| Margin | 22.1% |



Resource Efficiency

Environment-friendly and energy-efficient system solutions.

.....

| | |
|--------------------|----------|
| Sales | €3,084 m |
| Adj. EBITDA | €655 m |
| Margin | 21.2% |



Specialty Materials

Polymer materials and intermediates mainly for the rubber and plastics industries.

.....

| | |
|--------------------|----------|
| Sales | €4,490 m |
| Adj. EBITDA | €552 m |
| Margin | 12.3% |

Services

| | |
|--------------------|--------|
| Sales | €885 m |
| Adj. EBITDA | €183 m |

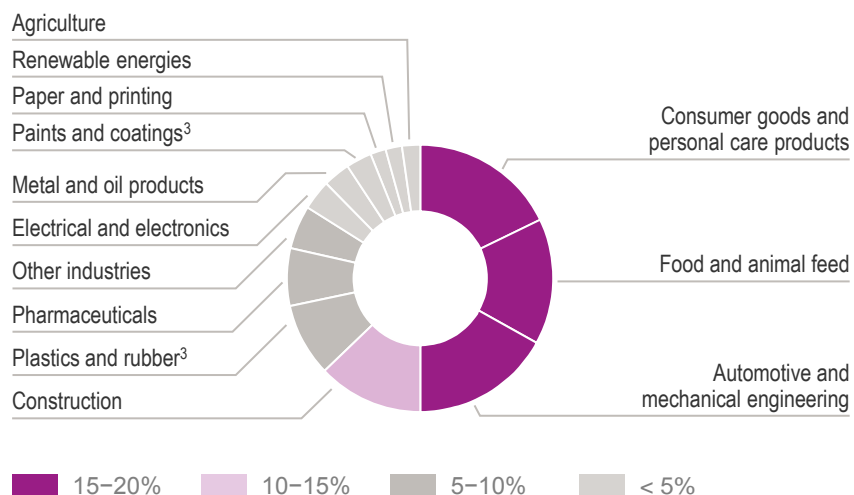
Corporate/ Other

| | |
|--------------------|----------|
| Sales | €78 m |
| Adj. EBITDA | - €317 m |

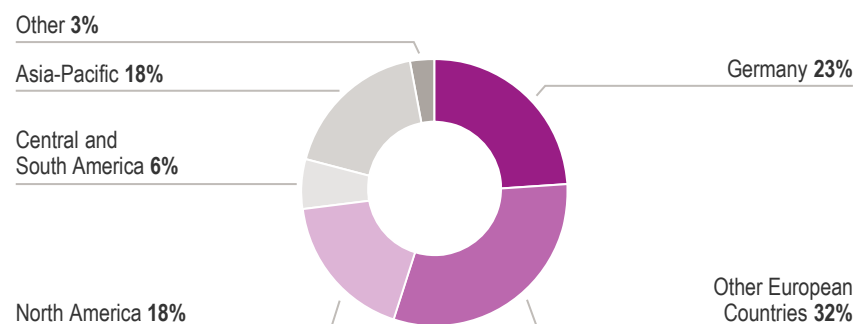
All data as of fiscal year 2013 (restated due to IFRS 11 changes)

Balanced and diversified portfolio

End market split¹



Sales by region²



High degree of stability due to well diversified portfolio across various end markets and regions

¹ Based on Specialty Chemicals segments' 2013 sales

² Consolidated Group sales 2013 (restated for IFRS 11 changes), continued operations

³ Where not directly assigned to other end-consumer industries

Investment highlights

Our businesses are aligned towards:



Allocation of resources according to global megatrends and high growth opportunities



Strengthening of leading market positions by development of tailor-made and innovative solutions together with clients

Strategic and financial discipline:



Proven track record in portfolio optimization



Solid balance sheet and disciplined use of funds

Clear Commitment:



to deliver sustainable growth



to increase profitability

**Value generation
for our shareholders**

Allocation of resources



According to global megatrends and high growth opportunities (selected examples)



Methionine (Consumer, Health & Nutrition)

Methionine is an essential amino acid for animal nutrition.



- The use of DL-Methionine can **reduce feed costs by up to 25%**
- 100kt methionine **saves 2,300 kt of CO₂ emissions**

Silica (Resource Efficiency)

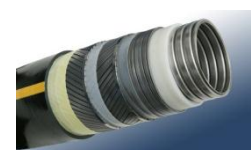
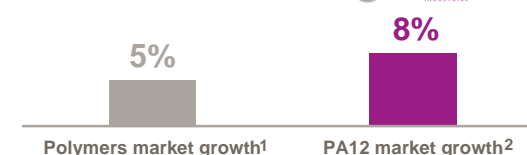
Silica acts, amongst others, as reinforcement and improves the dynamic properties of rubber.



- **Lower rolling resistance** and improved wet grip
- **~7.5% less fuel consumption** and 18 meter shorter stopping distance with category A (green) tire

Polyamide12 (Specialty Materials)

PA 12 is a high-performance polymer with innovative properties, making it an attractive alternative to metal.



- Exceptionally high **heat stability, mechanical stability and rigidity**
- **Cost savings potential of ~30%** compared to use of steel pipes

¹ Market growth p.a. 2012-2020 as per Frost & Sullivan (2013)

² Market growth p.a. 2012-2020 as per company estimate; ³ CAGR (2012-2020) as per Notch (2013) and Frost & Sullivan (2013)

Strengthen leading market positions



Development of tailor made and innovative solutions together with clients



Superabsorbents (Consumer, Health & Nutrition)



market position in Superabsorbents, a powder polymer which can absorb up to 500 times its weight in liquid

Key customers

Key supplier **and strategic partner** of all large global players e.g.:



Kimberly-Clark



Joint R&D achievements

Ultrathin and fluffless **underwear-like diapers** (up to 80% thinner over the last two decades)



Next steps:

odour control, colour stability

Oil Additives (Resource Efficiency)



global supplier of viscosity modifiers for high performance lubricant and fuel additive in automotive and industrial lubricant market

Key customers

Long-standing relationships and **active co-operations** with globally operating lubricant formulators and OEMs e.g.:



Joint R&D achievements

High quality, **multi-grade hydraulic fluids** allowing for improved equipment productivity, improved fuel efficiency and reduced emissions

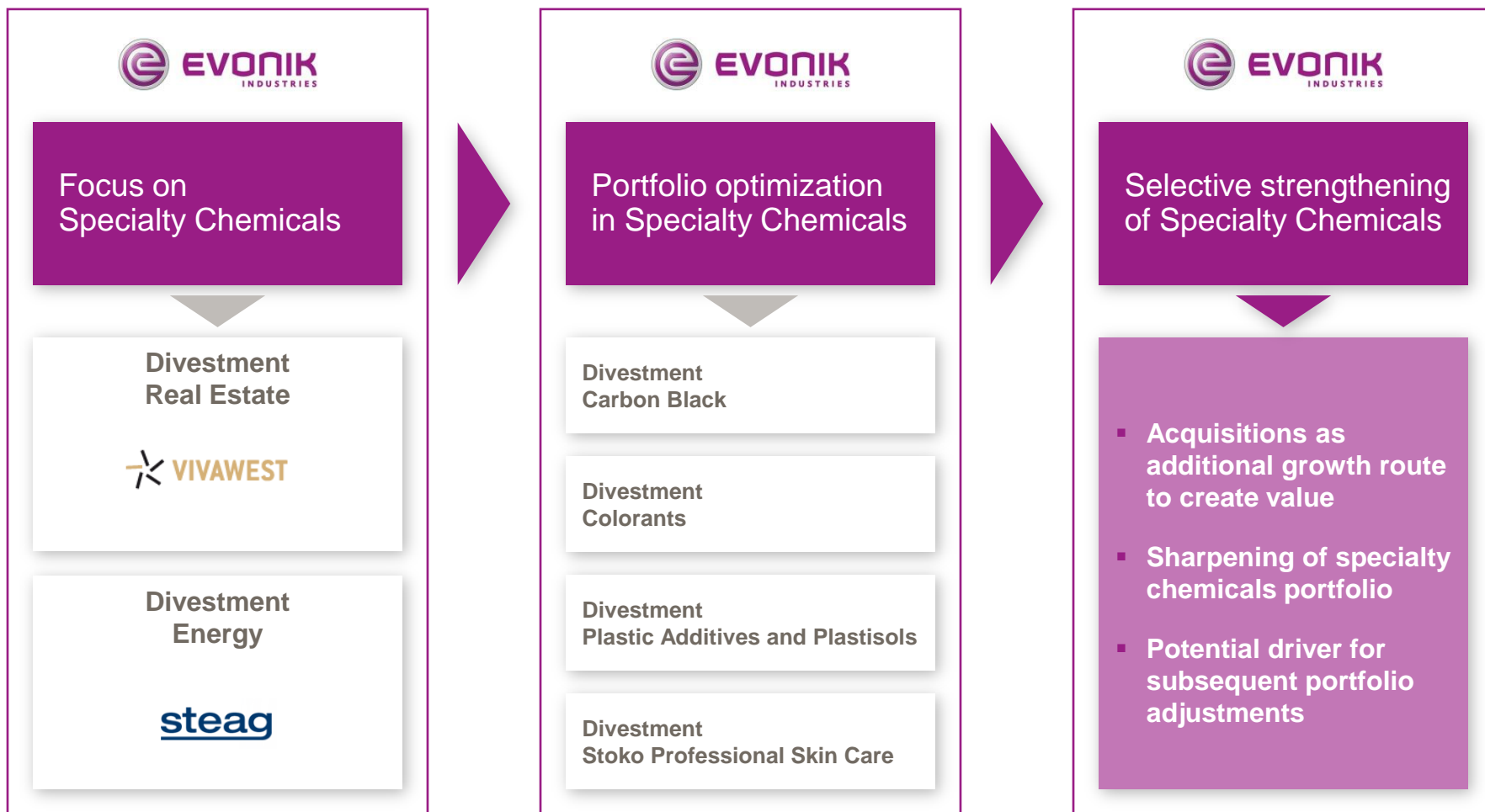


Next steps:

Lubricant components for **wind turbine gear boxes**



Proven track record in portfolio optimization





Solid balance sheet and disciplined use of funds



Sound financial profile

- Solid investment grade rating (leverage as of Q3 2014: 2.1x vs. target of < 2.5x)¹
- Solid funding of pension obligations
- Refinancing of upcoming maturities at attractive conditions

Internal growth: Investment program

- Focus on specialty chemicals businesses with above-average returns
- Several major projects finished or close to completion
- Structured planning and approval process

External growth: Selective acquisitions

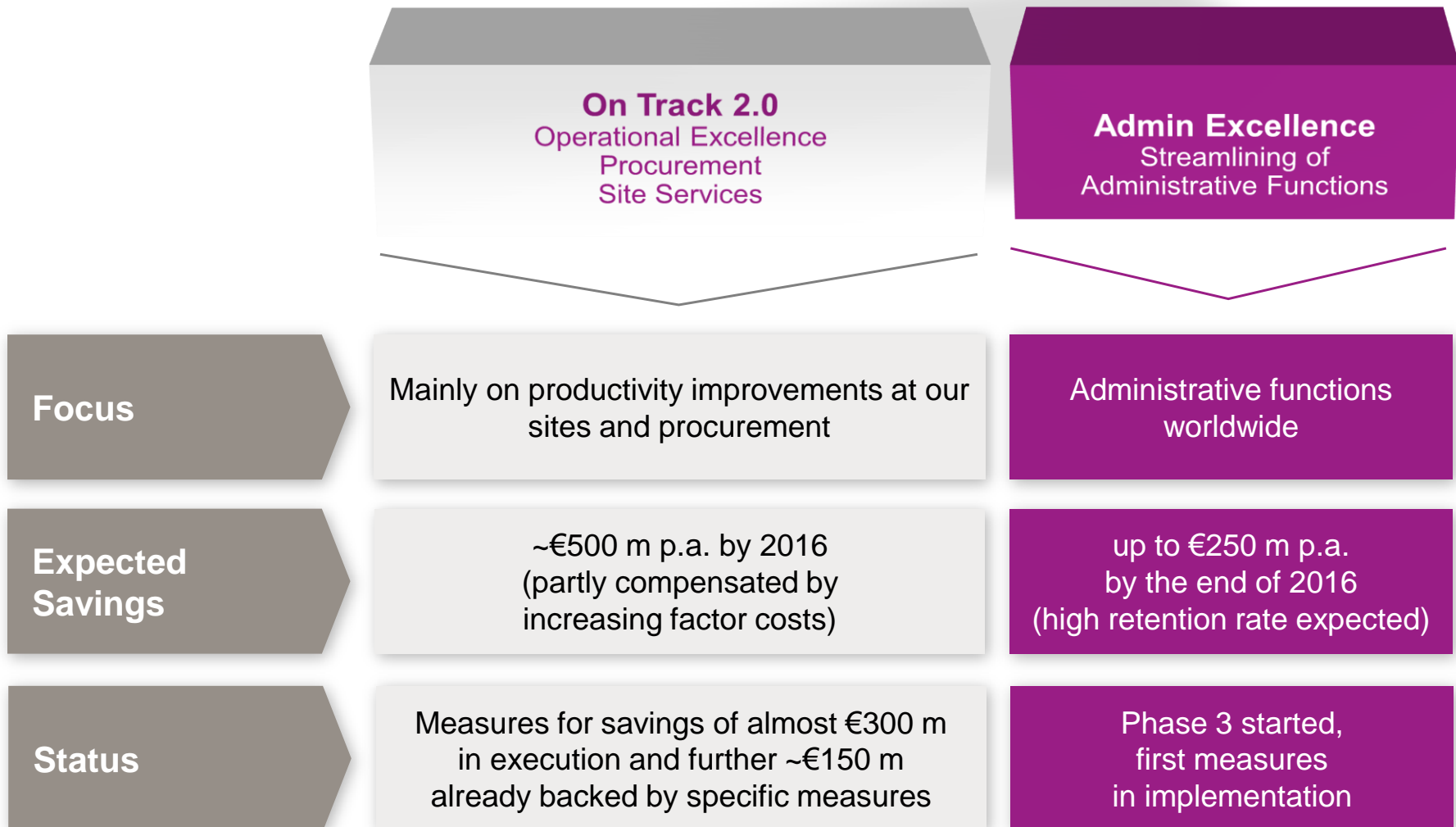
- Acquisitions as additional growth route to create value
- Sharpening of specialty chemicals portfolio
- Key criteria: clear strategic fit and value creation

Dividend: Attractive shareholder returns

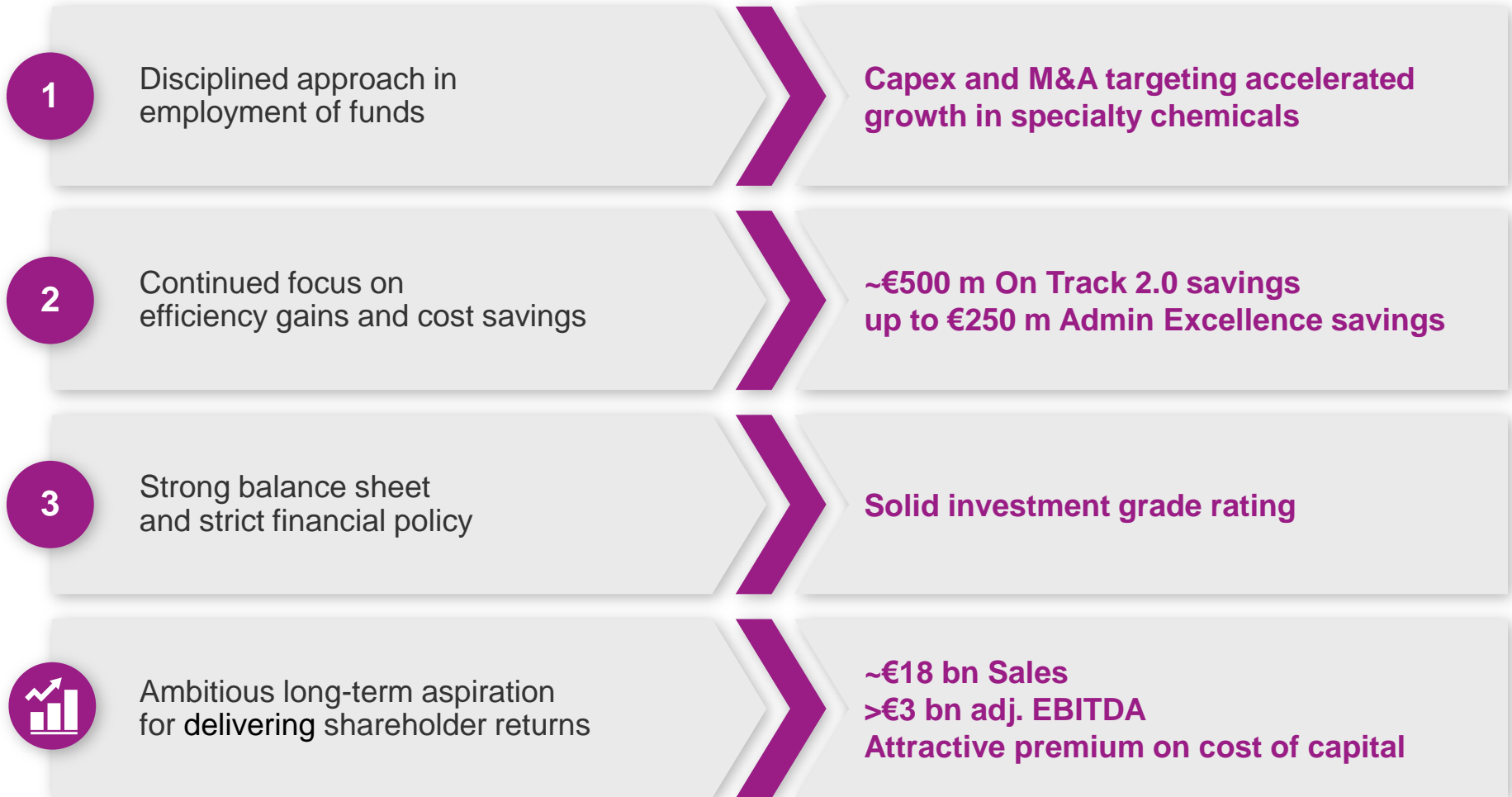
- Reliable track record of dividend distribution (CAGR 08-13: 11%)
- Dividend target ratio: ~40% of adjusted net income
- Dividend stability

¹ Total leverage defined as (net financial debt + unfunded pension obligations) / adj. EBITDA LTM

Efficiency programs well underway















Clear commitment to deliver sustainable profitable growth







| | |
|----------|--|
| A | Evonik at a glance & investment highlights |
| B | Capex & financial policy |
| C | Company history & ownership structure |
| D | Specialty Chemicals segments |
| E | Upcoming IR events and contact |

Several major investment projects finished or close to completion

| Segment | Product area | Location | Capex budget | Capex spent ¹ | Start-up (actual/expected) |
|------------------------------|--|--|--------------|---|---|
| Consumer, Health & Nutrition | Methionine | Singapore  | >€500 m |  | Q4 2014 |
| | Personal & home care ingredients | China Brazil  | >€100 m |  | Q1 2014 Q1 2015 |
| Resource Efficiency | Precipitated silica | Global master plan  | ~€100 m |  | Q1 2013 (Taiwan) Q1 2014 (Thailand) Q3 2014 (USA) |
| | Isophorone/ Isophorone diamine | China  | >€100 m |  | Q2 2014 |
| Specialty Materials | H ₂ O ₂ for HPPO | China  | >€130 m |  | Q2 2014 |
| | C4 Chain | Germany & Belgium  | >€250 m |  | 2015 |

¹ As of September 2014

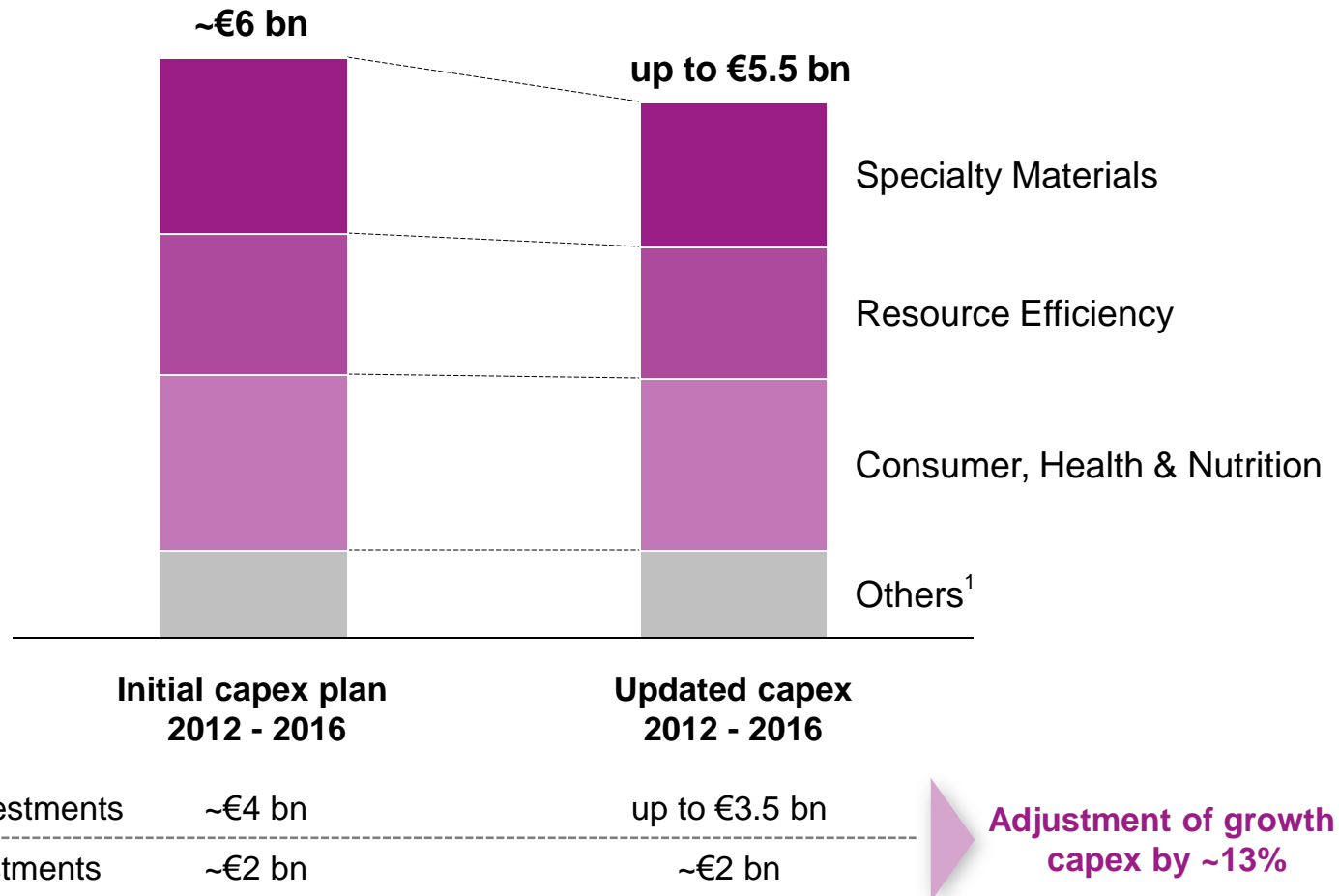
Selected projects planned for 2015 & 2016

| Segment | Product area | Location | Capex budget | Capex spent ¹ | Start-up (expected) | Status |
|------------------------------|---|--|--------------|---|---------------------|-------------------|
| Consumer, Health & Nutrition | Methionine: Mepron® (for dairy cows) | USA/ Belgium | <50 m |  | 2015 | approved |
| | AQUAVI® Met-Met (for aquaculture) |  | | | | |
| Resource Efficiency | Precipitated silica | Global master plan | ~€100 m |  | 2016 (Brazil) | approved |
| | Fumed Silica and Silanes | China | ~€100 m |  | 2016 | LOI for JV signed |

Further projects currently being planned, but not yet approved

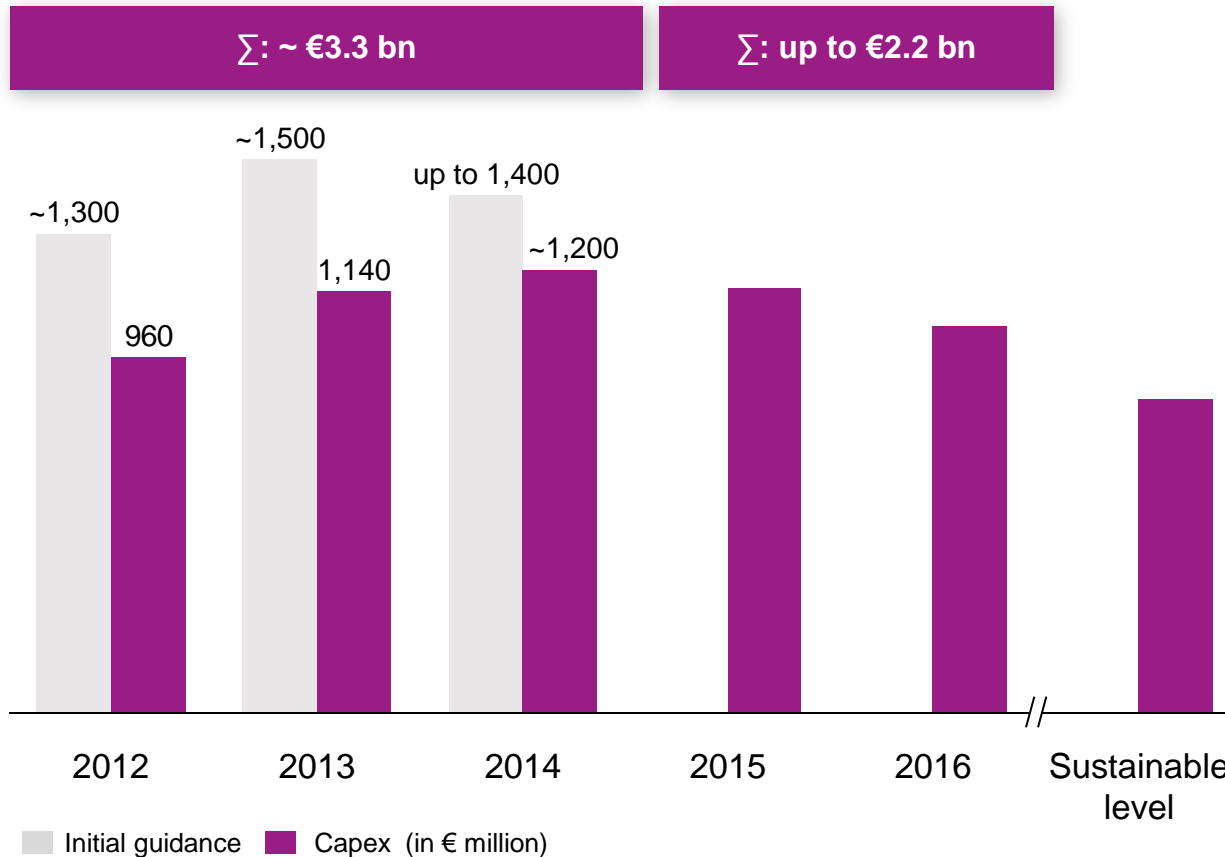
¹ As of September 2014

Taking advantage of flexibility in capex program



¹ Others: Services and Corporate / Others

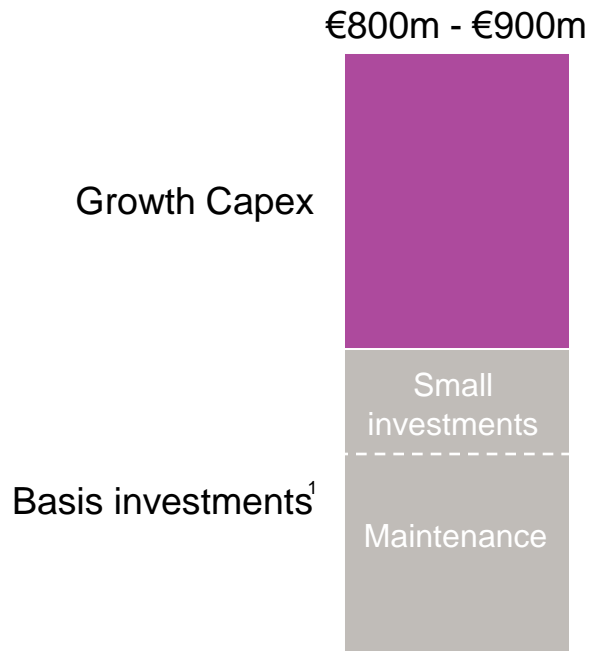
Distribution of capex spending 2012 -2016



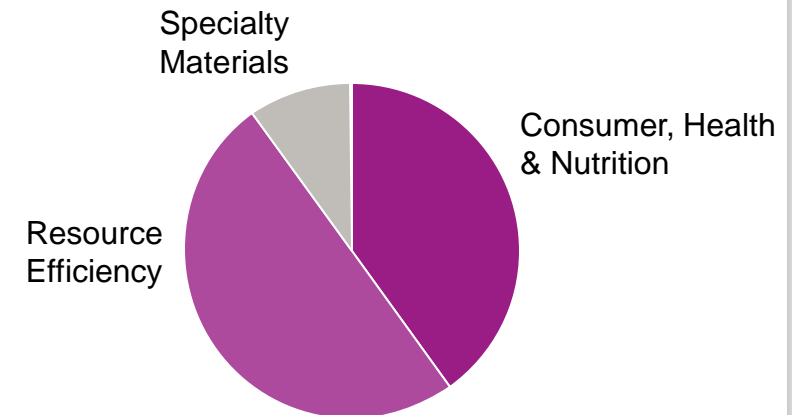
- ~€3.3 bn capex will be spent end of 2014
- Target amount for 2015 and 2016: up to €2.2 bn
- Return to sustainable annual capex level of €800 m - €900 m p.a. after 2016 (at current portfolio setup)
 - Thereof ~€450 m basis investments¹
- Corresponding D&A of ~€800 m

Return to sustainable capex after 2016

Sustainable annual capex level



Growth capex by segment



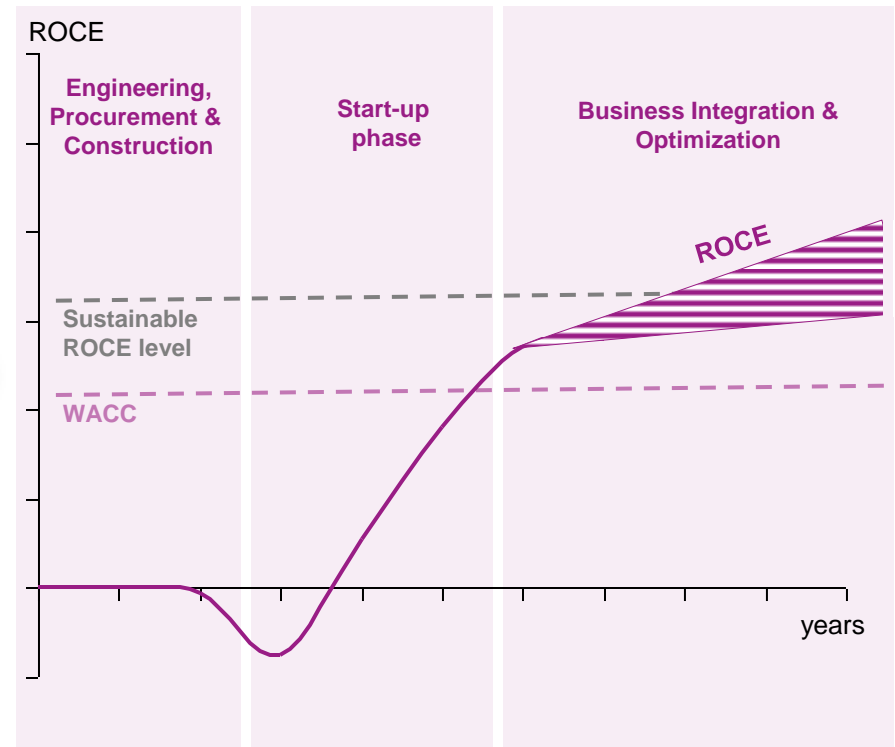
Growth capex mainly allocated to high-margin specialty chemicals businesses

¹ Basis investments defined as small investments (below €2.5 m focused on growth or efficiency improvements) and maintenance capex (maintenance and regulatory compliance investments)

Diligent investment evaluation to secure premium returns

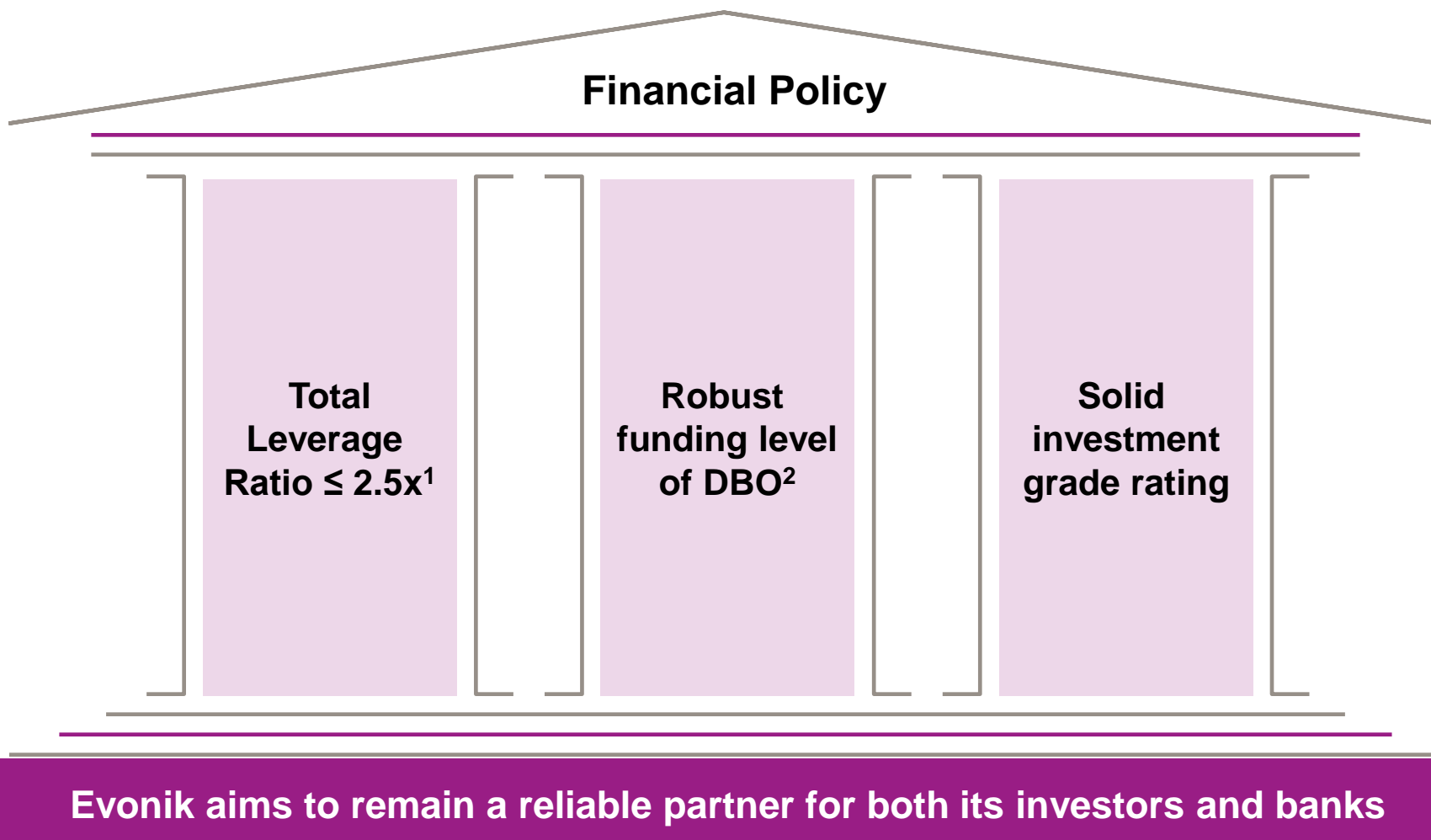
Strategic and economic assessment

- Strategic assessment considering competitive position, market attractiveness and regional focus
- Economic assessment using DCF-based investment evaluation
- Strict internal hurdle rates and “competition” for scarce resources



Different return levels depending on project layout (e.g. greenfield or debottlenecking)

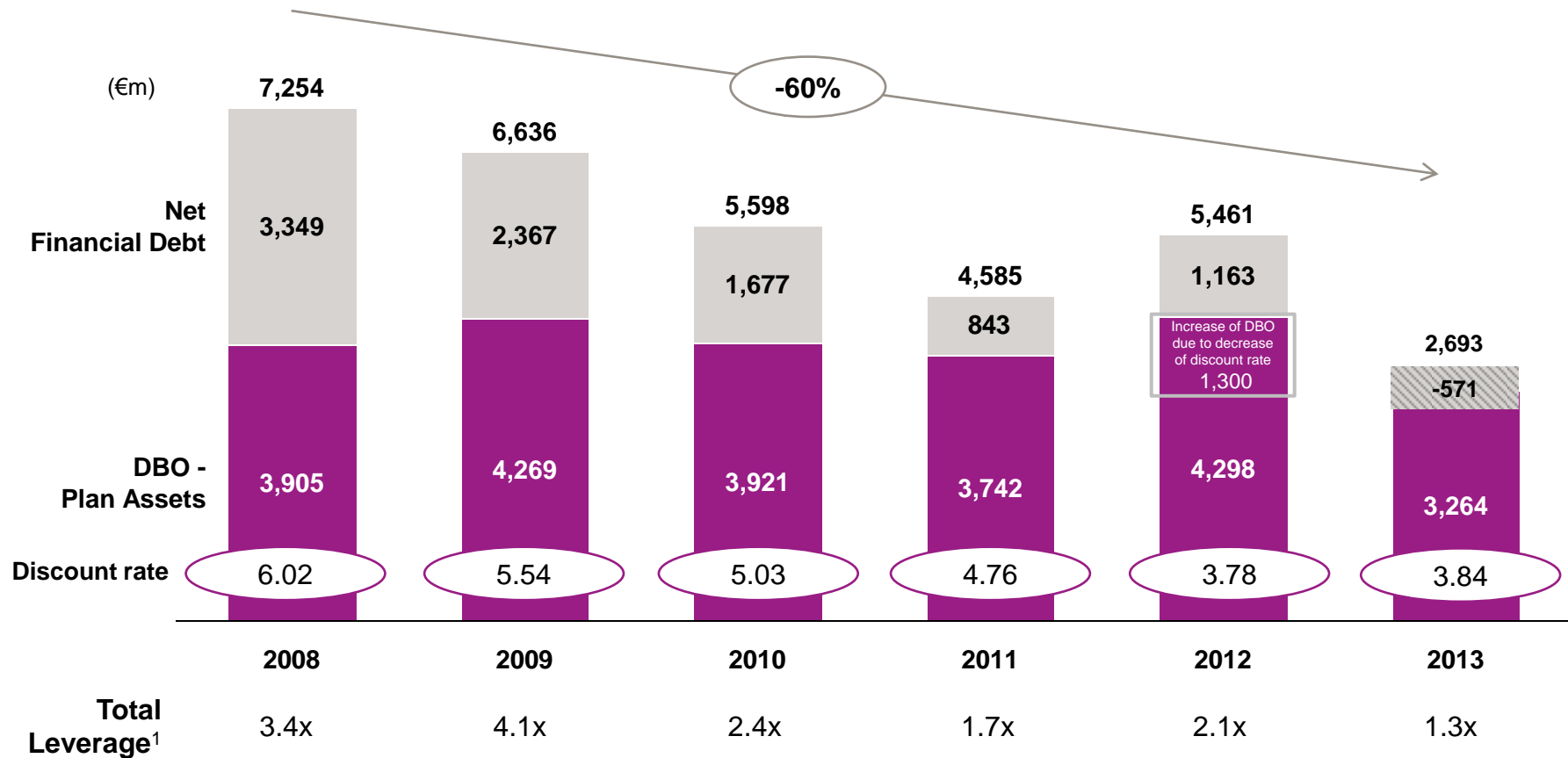
Financial policy: Evonik as reliable partner for investors & banks



¹ Total leverage defined as (net financial debt + unfunded pension obligations) / adj. EBITDA

² Defined benefit obligations

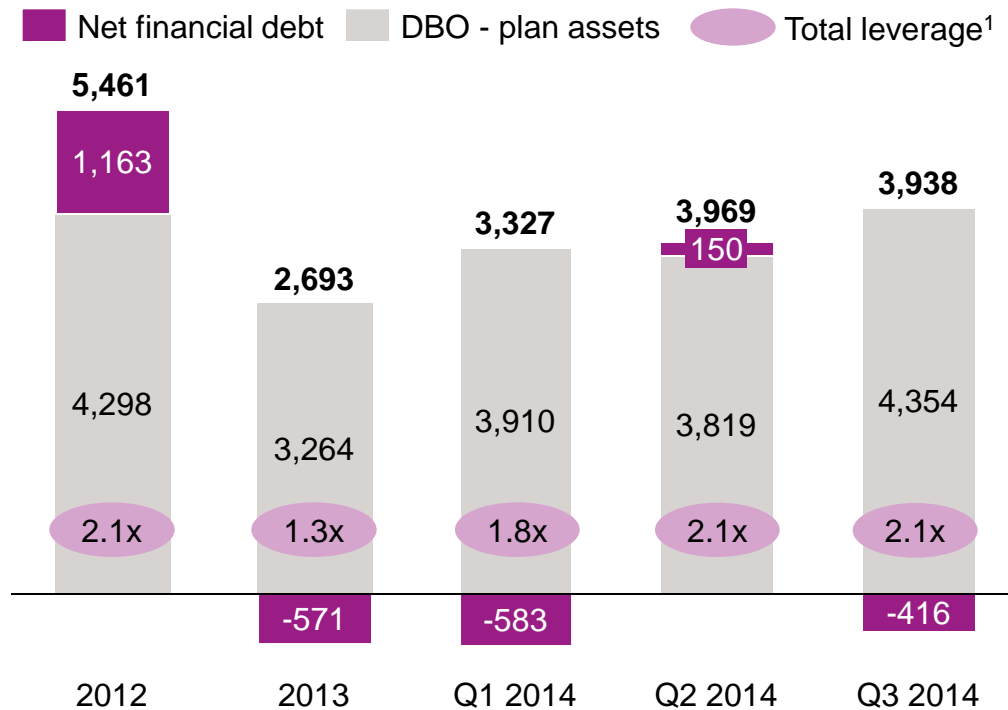
Further significant deleveraging through Real Estate divestment



¹ Total leverage defined as (net financial debt + unfunded pension obligations) / adj. EBITDA LTM

Increase in pension obligations due to lowered discount rate

Net debt development (in m €)



- Majority of debt consists of long-dated pension obligations; average life of DBO exceeds 15 years
- Further increase in pension provisions in Q3 by €0.5 bn due to lower discount rate (from 3.25% to 2.75%)
- Effect offset against equity without impact on cash or earnings
- Total Leverage remains comfortably below targeted 2.5x ceiling

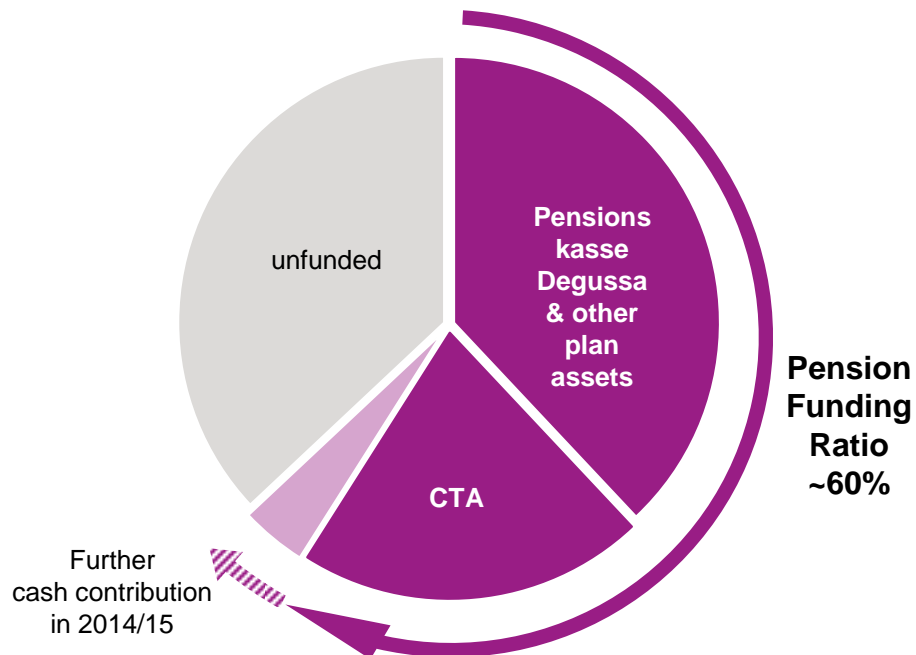
| | | | | | |
|------|------|------|------|------|-----------------------------------|
| 3.78 | 3.84 | | | | Global discount rate ² |
| 3.75 | 3.75 | 3.25 | 3.25 | 2.75 | Discount rate for Germany |

¹ Total Leverage = (Net Financial Debt + (DBO-Plan Assets)) / Adjusted LTM EBITDA

² Calculated annually

Pension obligations well financed

Pension overview as of September 30, 2014 (in € m)



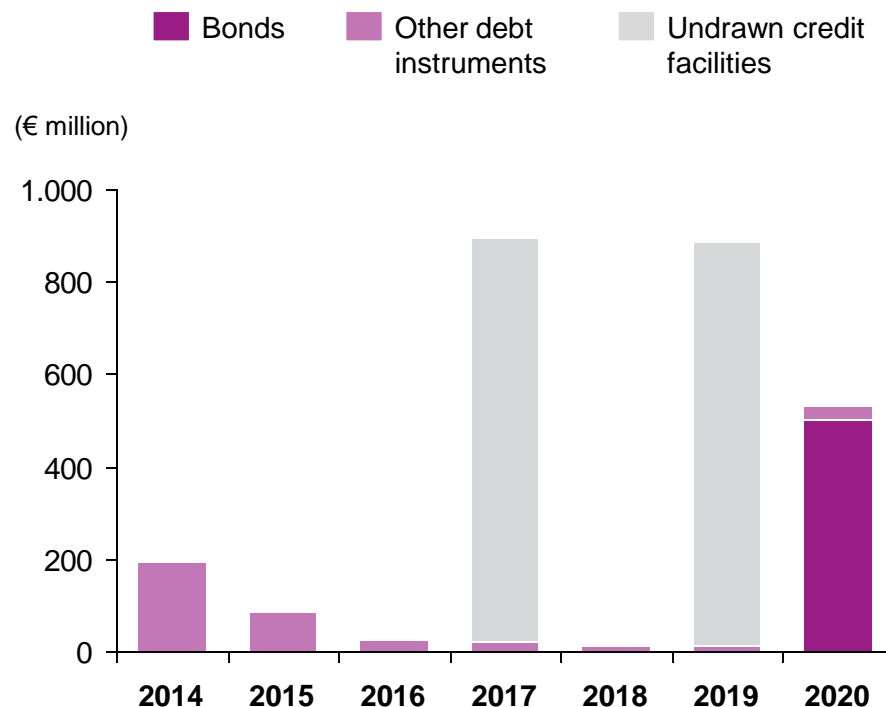
- Pension funding gap increased during 2014 due to lower discount rate (Q3 2014: 2.75%; FY13: 3.75% for Germany)
- Funding ratio remains on a solid level of ~60%
- Further cash contributions of €200 m intended in 2014/15 each

| in € m | 2012 | 2013 | Q3 2014 |
|----------------------------------|-------|-------|---------|
| Pension Funding Gap ¹ | 4,298 | 3,264 | 4,354 |

¹ DBO – plan assets

Balanced maturity profile

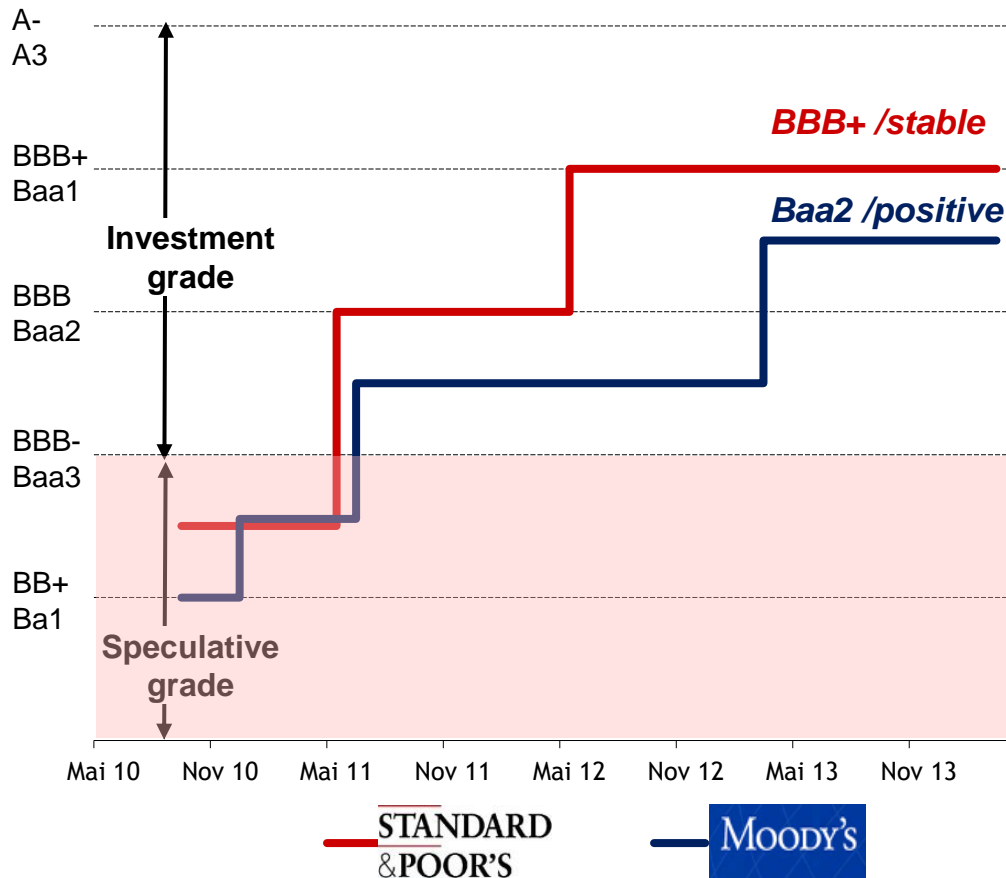
Maturity profile



- Unchanged policy to fund long-term debt through Capital Markets:
 - €3 bn debt issuance program in place
 - Additional flexibility from STEAG proceeds (€569 m)
- Undrawn syndicated revolving credit facilities as backup

Rating positioned in upper range of BBB

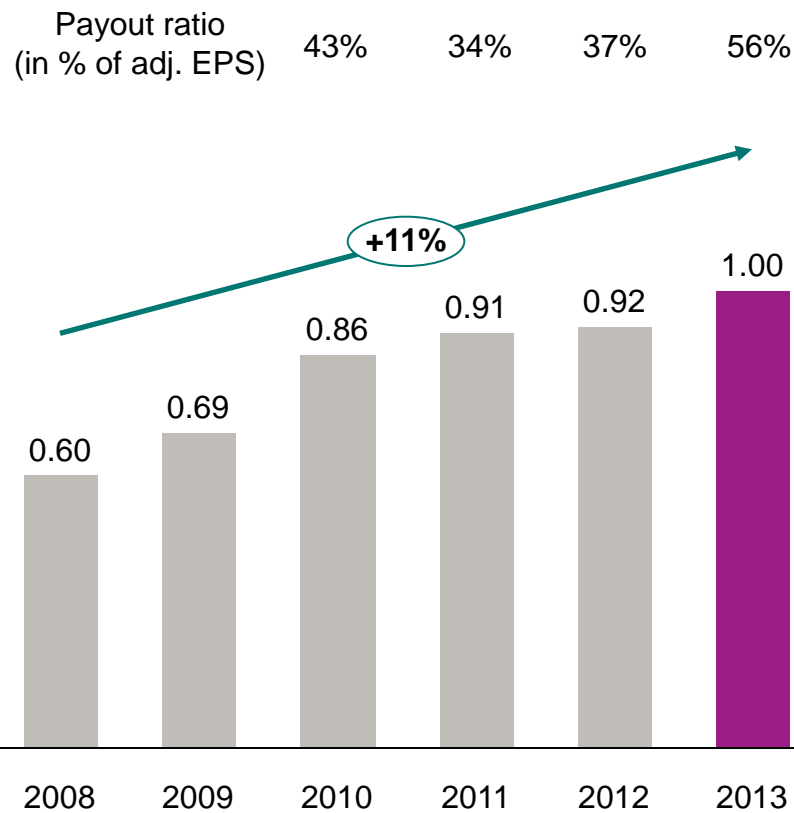
Rating development



- Rating upgrade by Moody's to Baa2 with positive outlook in March 2013 – confirmed in March 2014
- S&P's rating BBB+ with stable outlook since May 2012 – confirmed in June 2014
- Impressive rating dynamic thanks to focus on specialty chemicals and clear financial policy
- Maintaining a solid investment grade rating is an integral part of our financial policy

Reliable dividend policy and attractive returns

Dividend history (in €)



Dividend policy

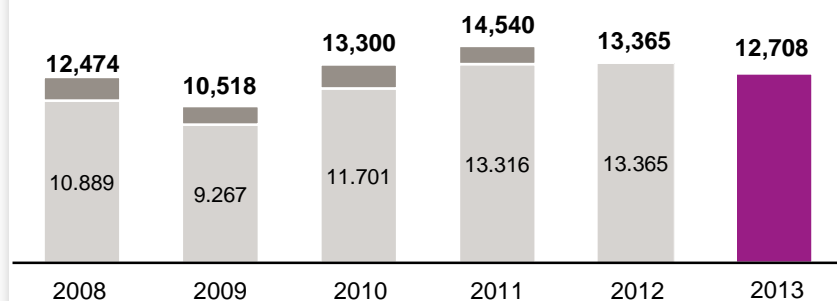
Two components of Evonik's dividend policy:

- 1) Overarching target of **dividend continuity**
 - 2) additionally, targeted payout ratio:
~40% of adjusted net income
- Compelling track record with regards to dividend policy and shareholder returns (also pre-listing)
 - Dividend payment for 2013 of 1.00 € supported by significant cash inflows from Real Estate divestment

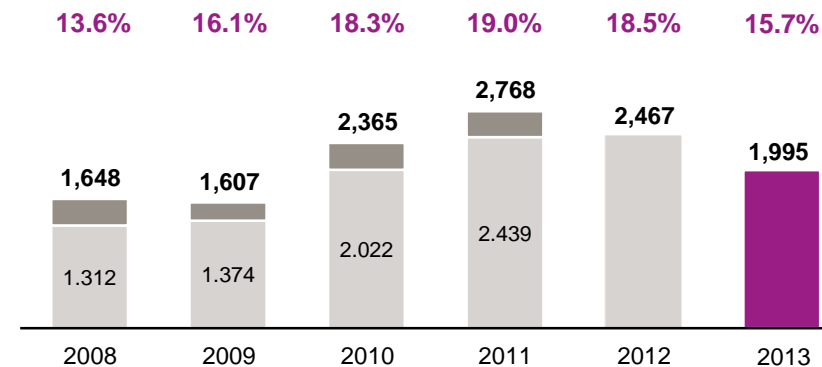
Strong financial track record

Sales (€m)

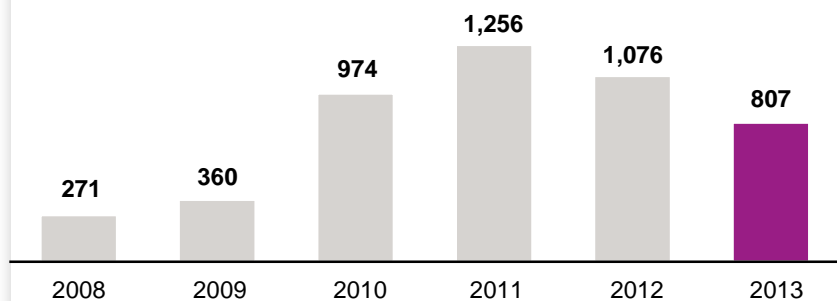
Carbon Black/Real Estate



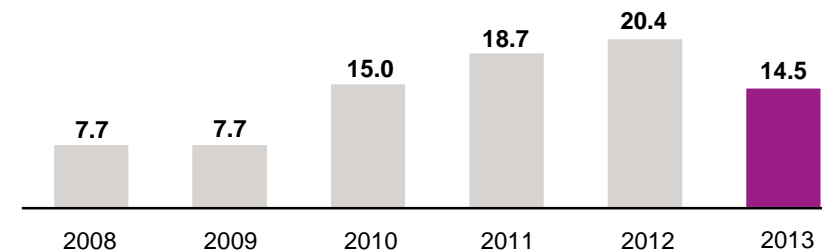
Adj. EBITDA (€m) and margin¹ (%)



Adj. net income (€m)



ROCE(%)



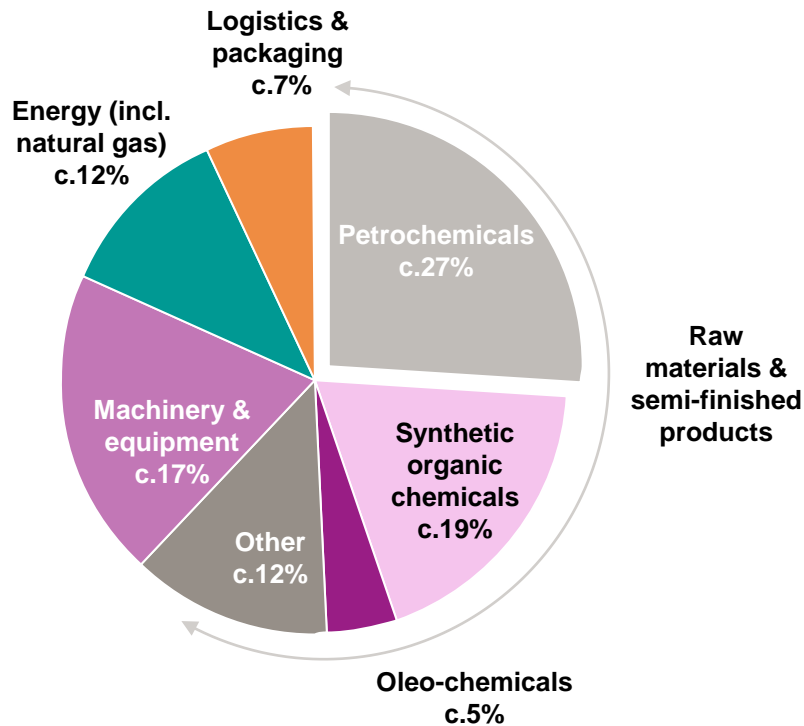
Note: 2013 restated due to IFRS 11; all figures without Steag.

¹ Excluding Carbon Black

Raw material split

Supply split by product group (2013)

Total procurement volume: ~ €8.7 bn



Raw materials & semi-finished products

- **Petrochemical feedstock**
~ 25 percent of total procurement volume
(particularly steam cracker products and their derivatives)
- **Top 5 raw materials:**
(only external sourcing, which means without acrylic acid)
 - **Crack C4** e.g. for Butadiene, MTBE and Butene-1
 - **Propene** e.g. for Methionine
 - **Acetone** e.g. for Methacrylate and Crosslinkers
 - **Methanol** e.g. for Methionine and MTBE

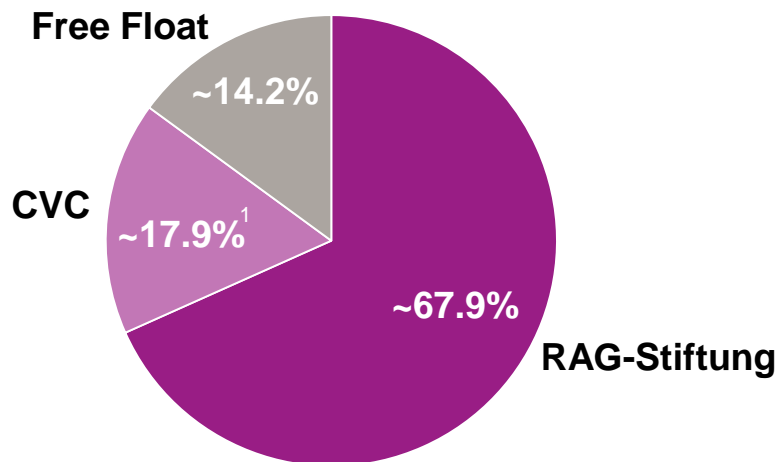
| | |
|----------|--|
| A | Evonik at a glance & investment highlights |
| B | Capex & financial policy |
| C | Company history & ownership structure |
| D | Specialty Chemicals segments |
| E | Upcoming IR events and contact |

More than 150 years of experience in the chemicals industry



Ownership structure

- **RAG-Stiftung:** Obligation to finance the perpetual liabilities arising from the cessation of hard-coal mining in Germany; intention to retain a strategic shareholding of **at least 25.1% in the long term**
- **CVC:** Private equity firm with major stake in Evonik since 2008



¹ Shares held by Gabriel Acquisitions GmbH, an indirect subsidiary of funds advised by CVC

Presence on capital markets

- Trading since April 25, 2013 in the Prime Standard of Frankfurt Stock Exchange
- 14.2% of shares successfully placed in advance of the listing (7.1% by RAG-Stiftung and CVC each)
- Member of the German MDAX since September 2013

Avg. trading volume:
> 5 million € per day
(~ 182 k shares)

Management compensation (as of 2014)

Value creation focus anchored in management incentivization system at Board level

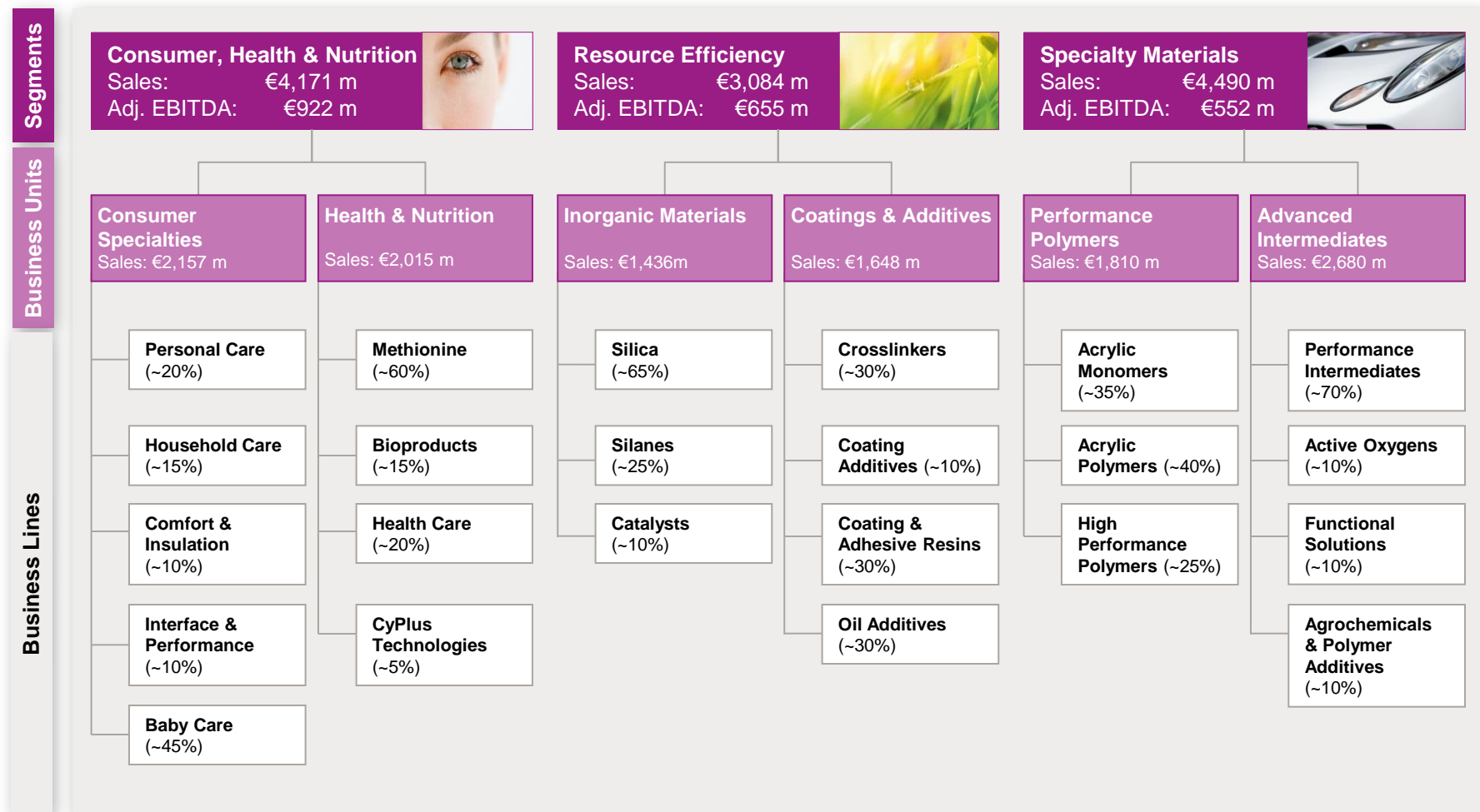


| | |
|--|---|
| Fixed salary (c.30%) | <ul style="list-style-type: none">• To be paid in cash for each financial year on a monthly basis |
| Bonus (c.33%) | <ul style="list-style-type: none">• To be paid out in cash annually• Pay-out calculated on the basis of the achievement of certain, primarily value creation focused KPIs (e.g. ROCE, adj. net income, adj. EBITDA)• Factor of between 0.8 and 1.2 to take into account the achievement of further individual targets• Bonus capped at 200% of initial target |
| Long term incentive plan (c.37%) | <ul style="list-style-type: none">• Granted LTI target amount is calculated in virtual shares (4-year lock-up)• Value of LTI to mirror the development of Evonik's share price (incl. dividends)• Amount payable is determined by two performance elements:• Absolute performance: Real price of the Evonik share• Relative performance against to external index benchmark (MSCI Chemicals)• Bonus capped at 300% of initial amount• To be paid out in cash after lock-up period |

| | |
|----------|--|
| A | Evonik at a glance & investment highlights |
| B | Capex & financial policy |
| C | Company history & ownership structure |
| D | Specialty Chemicals segments |
| E | Upcoming IR events and contact |

Specialty Chemicals segments

Overview



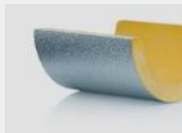




Data as of Fiscal Year End 2013; restated due to IFRS 11

Consumer, Health & Nutrition

BU Consumer Specialties



| | Personal Care | Household Care | Comfort & Insulation | Interface & Perform. | Baby Care |
|------------------------------------|--|---|--|---|--|
| |  |  |  |  |  |
| Applications | <ul style="list-style-type: none"> Personal care Occupational skin care | <ul style="list-style-type: none"> Laundry care Home care Car care | <ul style="list-style-type: none"> Furniture / appliances Construction Automotive | <ul style="list-style-type: none"> Packaging / tapes Agrochemicals Plastic additives | <ul style="list-style-type: none"> Baby care Female care Adult care |
| Key products | <ul style="list-style-type: none"> Actives, emulsifiers, conditioners Skin cleansers | <ul style="list-style-type: none"> Fabric conditioners Specialty surfactants | <ul style="list-style-type: none"> Foam stabilizers Catalysts Release agents | <ul style="list-style-type: none"> Release coatings Super spreading additives | <ul style="list-style-type: none"> Superabsorbents |
| Sales split 2013 | ~20% | ~15% | ~10% | ~10% | ~45% |
| Market position¹ | # 4 in cosmetic ingredients | # 1 in fabric softeners | # 1 in polyurethane foam additives | # 1-2 in release coatings | # 1-2 in superabsorbents |
| Main competitors | <ul style="list-style-type: none"> Croda BASF / Cognis Ashland / ISP | <ul style="list-style-type: none"> AkzoNobel BASF / Cognis Solvay / Rhodia Stepan | <ul style="list-style-type: none"> Air Products Dymatic Momentive | <ul style="list-style-type: none"> Clariant Dow Corning Momentive Wacker | <ul style="list-style-type: none"> BASF Nippon Shokubai |





¹ Company estimates for relevant markets based on multiple research reports

² Defined as Top 1-3 positions; as per Company estimates, based on multiple research reports

Consumer, Health & Nutrition

BU Health & Nutrition



| | Methionine | Bioproducts | Health Care | CyPlus Technologies |
|------------------------------------|---|---|--|--|
| |  |  |  |  |
| Applications | <ul style="list-style-type: none"> Animal nutrition, mainly poultry and swine | <ul style="list-style-type: none"> Animal nutrition, poultry and swine | <ul style="list-style-type: none"> Active pharmaceutical ingredients and functional pharmaceutical excipients: <ul style="list-style-type: none"> drug delivery systems functional drug coatings | <ul style="list-style-type: none"> Fine chemicals Precious metals mining |
| Key products | <ul style="list-style-type: none"> Methionine | <ul style="list-style-type: none"> Lysine Threonine Tryptophan | <ul style="list-style-type: none"> Active pharma ingredients Pharma grade amino acids Pharmaceutical coatings | <ul style="list-style-type: none"> Sodium cyanide Potassium cyanide |
| Sales split 2013 | ~60% | ~15% | ~20% | ~5% |
| Market position¹ | # 1 in DL-Methionine | # 3 in L-Threonine and L-Tryptophan | # 2 in drug-delivery systems | n.a. |
| Main competitors | <ul style="list-style-type: none"> Chem China / Adisseo Novus Sumitomo Chemicals Unisplendour | <ul style="list-style-type: none"> Ajinomoto Archer Daniels Midland Cheil Jedang Global BioChem | <ul style="list-style-type: none"> Colorcon Dow Cellulosics DSM Kyowa Hakko Lonza | <ul style="list-style-type: none"> AGR DuPont Orica |

¹ Company estimates for relevant markets based on multiple research reports

² Defined as Top 1-3 positions; as per Company estimates, based on multiple research reports

Resource Efficiency

BU Inorganic Materials

| | Silica | Silanes | Catalysts |
|------------------------------------|--|--|--|
| |  |  |  |
| Applications | <ul style="list-style-type: none"> • Silicone rubber • Green tires & rubber • Paints & coatings • Adhesives & sealants | <ul style="list-style-type: none"> • Optical fibres • Fumed silica • Adhesive & sealants • Building protection | <ul style="list-style-type: none"> • Catalysts for fine chemicals and polyolefins • Enabler for process innovation |
| Key products | <ul style="list-style-type: none"> • Precipitated silica • Fumed silica • Special oxides | <ul style="list-style-type: none"> • Chlorosilanes • Organofunctional silanes • Rubber silanes | <ul style="list-style-type: none"> • Precious metal catalysts • Activated base metal catalysts |
| Sales split 2013 | ~65% | ~25% | ~10% |
| Market position¹ | # 1 in precipitated silica | # 1 in chlorosilanes # 1 in organofunctional and rubber silanes | #1 for precious metal powder catalysts #2 for activated base metal catalysts |
| Main competitors | <ul style="list-style-type: none"> • Cabot • JM Huber • Solvay • Wacker | <ul style="list-style-type: none"> • OCI • Dow Corning • Momentive • Shin Etsu | <ul style="list-style-type: none"> • BASF • Clariant • Johnson Matthey • WR Grace |





¹ Company estimates for relevant markets based on multiple research reports

² Defined as Top 1-3 positions; as per Company estimates, based on multiple research reports

Resource Efficiency

BU Coatings & Additives



| | Crosslinkers | Oil Additives | Coating Additives | Coating & Adhesive Resins |
|------------------------------------|--|--|--|---|
| |  |  |  |  |
| Applications | <ul style="list-style-type: none"> Composites Coatings & paints Flooring Automotive interior | <ul style="list-style-type: none"> Auto & industrials Hydraulic systems Refinery processing Biofuels | <ul style="list-style-type: none"> Eco-friendly coatings (low VOC, water based) High solid industrial coatings | <ul style="list-style-type: none"> Hot melt Pre coated metal Protective coatings Road marking |
| Key products | <ul style="list-style-type: none"> Crosslinkers for composites, elastomers and non-solvent coatings | <ul style="list-style-type: none"> Lubricant additives (viscosity modifiers) Fuel additives | <ul style="list-style-type: none"> Additives for eco-friendly and highly solid industrial coatings | <ul style="list-style-type: none"> Functional resins Adhesive hot melts Heat sealants Polybutadiene |
| Sales split 2013 | ~30% | ~30% | ~10% | ~30% |
| Market position¹ | # 1 in isophorone chemicals | # 1 oil additives | # 1 in organically modified silicones | # 1 in polyester resins |
| Main competitors | <ul style="list-style-type: none"> Arkema BASF Bayer | <ul style="list-style-type: none"> Infineum Lubrizol NewMarket Oronite | <ul style="list-style-type: none"> Air Products Altana Dow Corning | <ul style="list-style-type: none"> Dow DSM Mitsubishi Chemical |

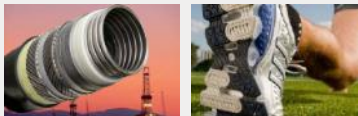


¹ Company estimates for relevant markets based on multiple research reports

² Defined as Top 1-3 positions; as per Company estimates, based on multiple research reports

Specialty Materials

BU Performance Polymers



| | High Performance Polymers | Acrylic Monomers | Acrylic Polymers |
|------------------------------------|--|---|--|
| |  |  |  |
| Applications | <ul style="list-style-type: none"> Medical Photovoltaic systems Automotive components Oil & gas pipes | <ul style="list-style-type: none"> Coatings PMMA Specialty monomer applications (e.g. disposable contact lenses) | <ul style="list-style-type: none"> LED/touch screens Photovoltaic Light-weight systems Automotive components |
| Key products | <ul style="list-style-type: none"> High performance polyamide (PA12) Polyetheretherketone (PEEK) Polyimide fibres and foams | <ul style="list-style-type: none"> Methy methacrylate (MMA) and application monomers Methacrylic acid | <ul style="list-style-type: none"> Molding compounds Acrylic sheets (Plexiglas / Acrylite) PMMA systems |
| Sales split 2013 | ~25% | ~35% | ~40% |
| Market position¹ | # 1 in polyamide 12 | # 2 in MMA | # 1-2 in PMMA |
| Main competitors | <ul style="list-style-type: none"> Arkema DuPont EMS Victrex | <ul style="list-style-type: none"> LG MMA Mitsubishi Chemicals Sumitomo | <ul style="list-style-type: none"> Arkema Mitsubishi Chemicals Sumitomo |





¹ Company estimates for relevant markets based on multiple research reports

² Defined as Top 1-3 positions; as per Company estimates, based on multiple research reports

Specialty Materials

BU Advanced Intermediates



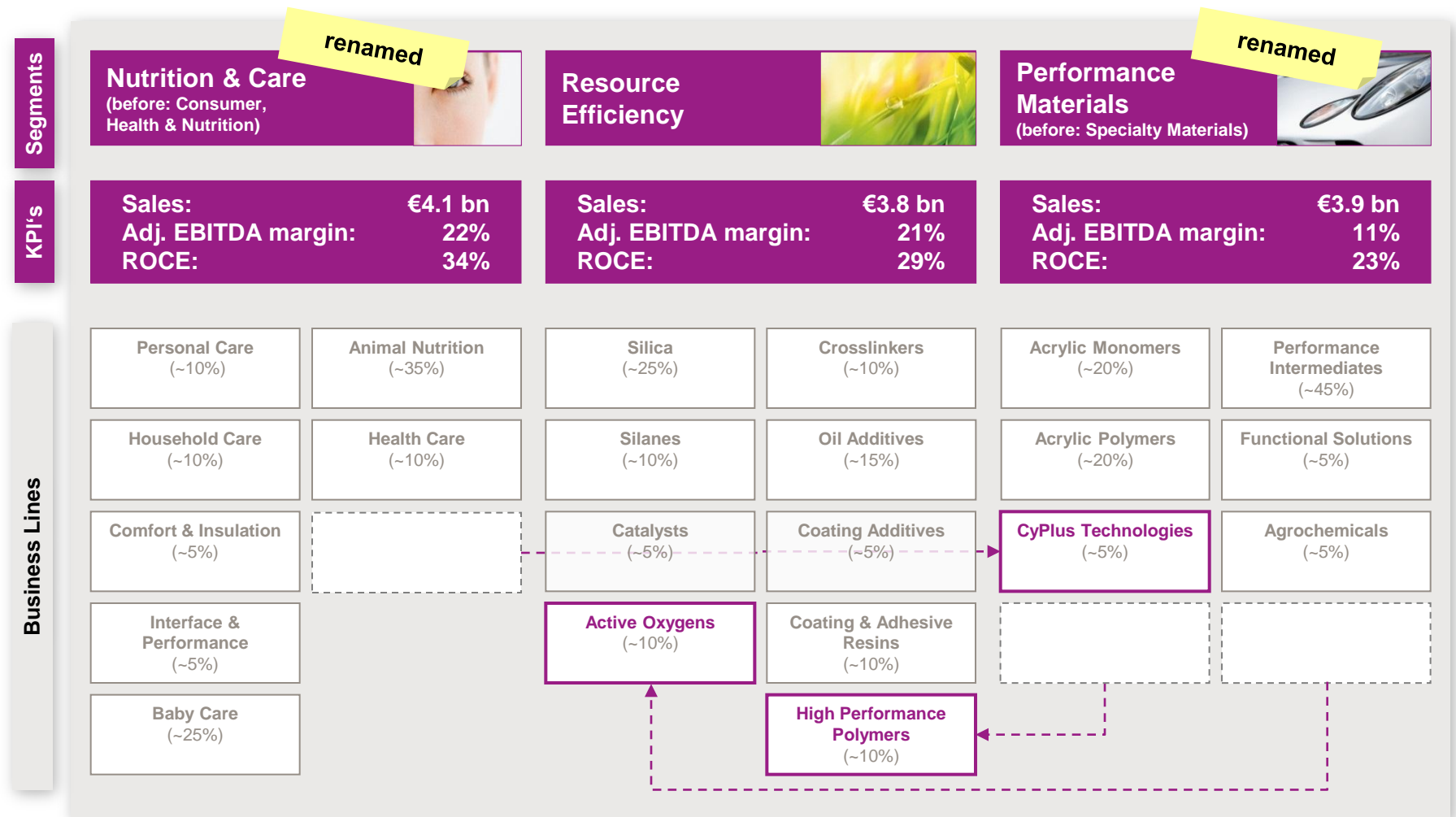
| | Performance Intermediates | Active Oxygens | Functional Solutions | Agrochemicals & Polymer Additives |
|------------------------------------|---|---|--|--|
| |  |  |  |  |
| Applications | <ul style="list-style-type: none"> Plastics Styrene-butadiene-rubber High performance polymers | <ul style="list-style-type: none"> Oxidising agent in chemical reactions Pulp & paper bleaching | <ul style="list-style-type: none"> Catalysts for biodiesel production | <ul style="list-style-type: none"> Polymer additives Optical brighteners Photovoltaic Agro chemicals |
| Key products | <ul style="list-style-type: none"> Butadiene Butene-1 MTBE Plasticisers / alcohols | <ul style="list-style-type: none"> Hydrogen peroxide | <ul style="list-style-type: none"> Alcoxides (e.g. sodium methylate) | <ul style="list-style-type: none"> Triacetoneamine Crosslinkers Precursors of glyphosates |
| Sales split 2013 | ~70% | ~10% | ~10% | ~10% |
| Market position¹ | # 1 in 1-butene | # 2 in hydrogen peroxide | # 1 in alcoholates | # 1 in cyanuric chloride |
| Main competitors | <ul style="list-style-type: none"> BASF LyondellBasell TPC | <ul style="list-style-type: none"> Arkema FMC Solvay | <ul style="list-style-type: none"> BASF DuPont | <ul style="list-style-type: none"> Lanxess Nalco Syngenta |

¹ Company estimates for relevant markets based on multiple research reports

² Defined as Top 1-3 positions; as per Company estimates, based on multiple research reports

Specialty Chemicals segments

New segment structure from January 2015



Pro-forma data as of fiscal year-end 2013 (before reallocation of corporate costs)

| | |
|----------|--|
| A | Evonik at a glance & investment highlights |
| B | Capex & financial policy |
| C | Company history & ownership structure |
| D | Specialty Chemicals segments |
| E | Upcoming IR events and contact |

Upcoming IR events

Roadshows

- 5 Mar, 2015: Frankfurt / Main
- 9-10 Mar, 2015: London

Conference participations

- 5 Feb, 2015: Bankhaus Lampe German Equity Forum, London

Next reporting dates

- 3 Mar, 2015: Q4 / FY 2014 reporting
- 6 May, 2015: Q1 2015 reporting



**Please find an updated schedule
on our IR website
("Events & Presentations")**

Evonik Investor Relations Team



Tim Lange

Head of Investor Relations

+49 201 177 3150

tim.lange@evonik.com



Janine Kanotowsky

Team Assistant

+49 201 177 3146

janine.kanotowsky@evonik.com



Hannelore Gantzer

Investor Relations Manager

+49 201 177 3678

hannelore.gantzer@evonik.com



Christoph Rump

Investor Relations Manager

+49 201 177 3149

christoph.rump@evonik.com



Kai Kirchhoff

Investor Relations Manager

+49 201 177 3145

kai.kirchhoff@evonik.com



Xin Ming Yu

Junior IR Manager

+49 201 177 3147

xinming.yu@evonik.com

Disclaimer

In so far as forecasts or expectations are expressed in this presentation or where our statements concern the future, these forecasts, expectations or statements may involve known or unknown risks and uncertainties. Actual results or developments may vary, depending on changes in the operating environment. Neither Evonik Industries AG nor its group companies assume an obligation to update the forecasts, expectations or statements contained in this release.



EVONIK
INDUSTRIES