Evonik. Power to create.

Company presentation





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19.1%

adj. EBITDA margin in first nine month of 2015

~33,000

employees in more than 100 countries

~2,000

marketing and sales experts globally

>4%

average volume growth (CAGR) since 2009¹

of sales from #1-3 market positions

~500

R&D projects driving innovation

¹ Excluding Carbon Black and Real Estate

Three specialty chemicals segments





Sales €12,917 m Adj. EBITDA €1,882 m Margin

ROCE

14.6%

12.5%



Nutrition & Care

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

 Sales
 €4,075 m

 Adj. EBITDA
 €847 m

 Margin
 20.8%

Resource Efficiency

Environment-friendly and energy-efficient system solutions

 Sales
 €4,040 m

 Adj. EBITDA
 €836 m

 Margin
 20.7%



Performance Materials

Polymer materials and intermediates mainly for the rubber and plastics industries

 Sales
 €3,827 m

 Adj. EBITDA
 €325 m

 Margin
 8.5%

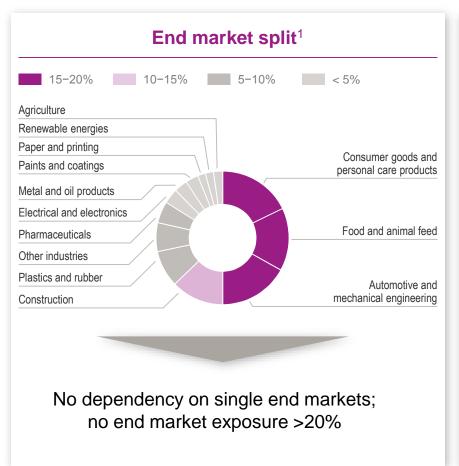
Services

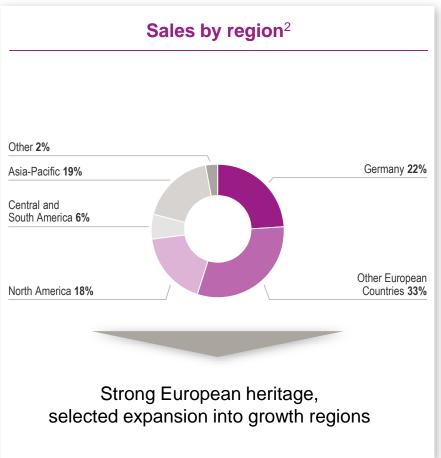
Sales Adj. EBITDA €906 m €151 m Corporate / Other

Sales Adj. EBITDA €69 m - €277 m



Balanced and diversified portfolio





¹ Based on specialty chemicals segments' 2014 sales

² Consolidated Group sales 2014

Committed to create value



Strengthening of market leadership

by allocation of resources according to high growth opportunities

by development of tailor-made and innovative solutions together with customers

Strategic and financial discipline

Proven track record of active portfolio management

Solid balance sheet and disciplined use of funds

Clear commitment

to deliver sustainable growth

to increase profitability

Value creation for our shareholders



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New corporate structure Enabling differentiated management of segments





Levers for sustainable growth Combining internal and external growth



Investments



- Focused investments into high-growth end markets and regions
- Disciplined and flexible approach in execution
- Recently finished projects according with increasing earnings contribution

Innovation



- "Power to create" as part of Evonik's DNA
- "Leading innovation" initiative with ambition to generate best-in-class ideas for future products and solutions
- Strong market and customer orientation for tailor-made solutions

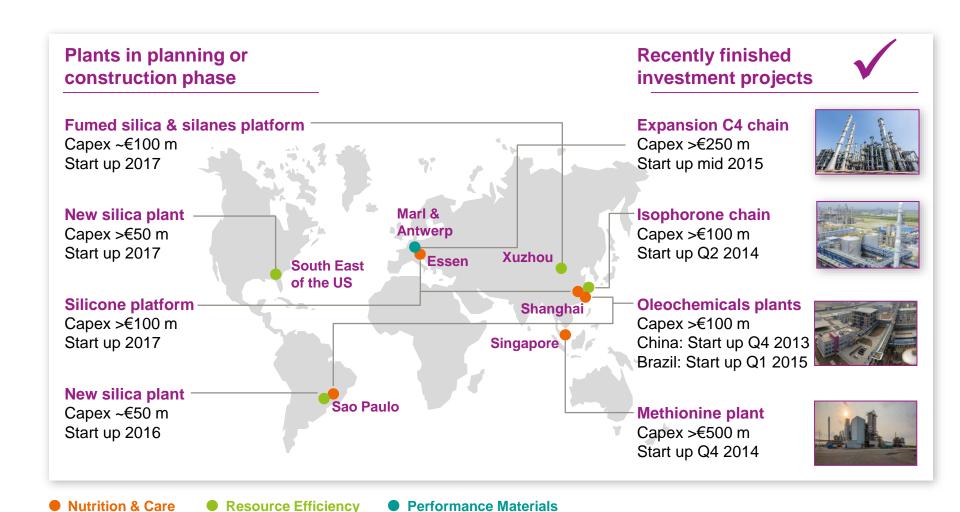
M&A



- Acquisitions as additional route for value creation
- Sharpening of specialty chemicals portfolio
- Proven track record of portfolio optimization
- Disciplined use of funds

InvestmentsMajor projects finished in 2014, more underway

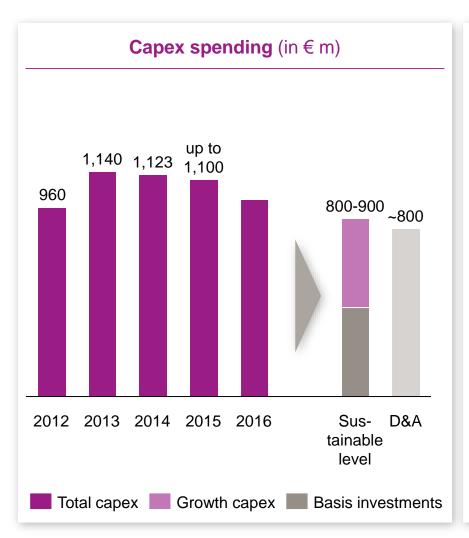


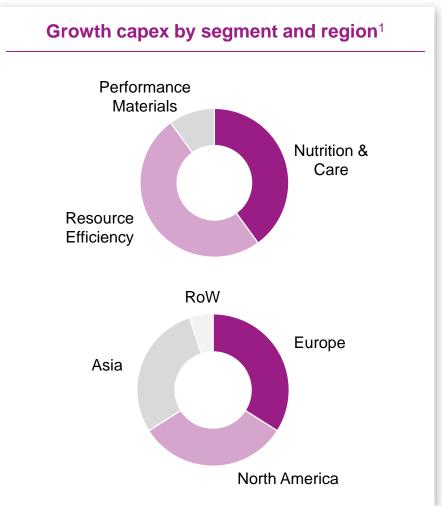


Investments

Capex returning to sustainable level after 2016



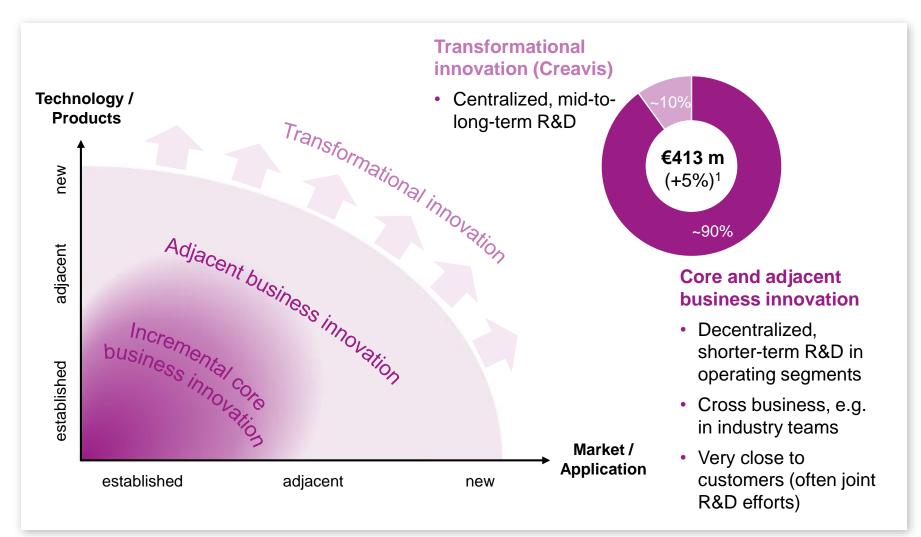




¹ After 2016

Innovation Strong market and customer orientation





¹ R&D expenses 2014 (vs. 2013)

Innovation Constant process and product innovation



Semi-conductors for high-resolution screens





- Inorganic metal-oxide semi-conductors replacing traditional amorphous silicon
- Enabling higher image resolution of ultra-HD televisions
- Significant production process simplification
- After successful customer trials in early 2015, product rollout together with strategic partners starting now

Algae-based omega-3 fatty acids





- Joint development agreement for algae-based omega-3 fatty acid products for animal nutrition with DSM
- Currently, more fish is used as feed than the final aquacultured fish production delivers
 → Need for a more sustainable route to fish farming
- Solution are amino acids to reduce the fishmeal content in fish diets and a source of highly unsaturated algal omega-3 product to reduce fish oil content in diets

Proven history of efficiency improvements Improving cost position since 2009



2009 2010 2011 2012 2013 2014 2015 2016 Operational excellence (e.g. production processes), Procurement €500 m On Track Measures with Operational excellence €500 m savings potential (e.g. production processes), >€400 m already in by end of 2016 **Procurement** implementation On Track 2.0 Streamlining of Savings of ~€40 m €230 m administrative functions already realized at by end of 2016 worldwide year-end 2014 **Administration**

Excellence

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



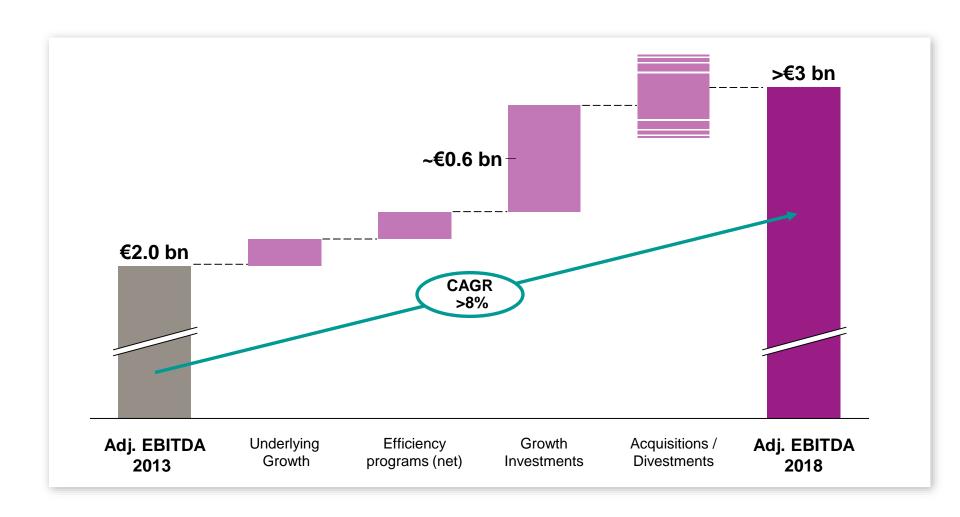




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Highlights Q3 2015 Evonik delivers third strong quarter in a row



Strong operational performance

Strong business performance continued into H2

Adj. EBITDA of €653 m clearly above prior year (+31%), year-on-year earnings growth in all three chemical segments

Outlook confirmed: adj. EBITDA of around €2.4 bn expected for FY 2015

Consistent execution of strategy

New world-scale methionine complex in Singapore planned for 2019 to meet strong demand for sustainable animal nutrition



Acquisition of hydrogen peroxide plant in the Netherlands to complement our European asset footprint



Financial highlights Q3 2015Adj. EBITDA margin climbing to 19.4%



Sales increased by 4% to €3,365 m supported by positive price development, volumes impacted by planned maintenance shutdowns

Adj. EBITDA of €653 m in line with the previous quarters' high levels

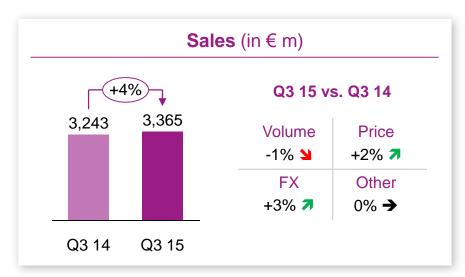
Adj. EBITDA margin of 19.4% stands out within the chemicals sector

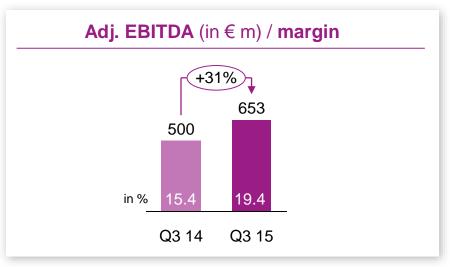
Strong operating cash flow generation of €717 m (prior year: €312 m); net cash position increased to €963 m

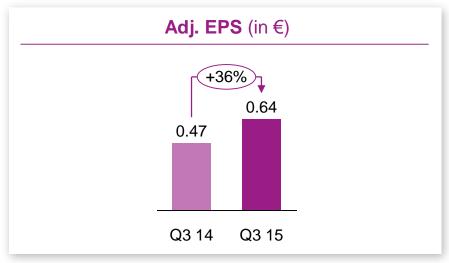
Financial highlights Q3 2015

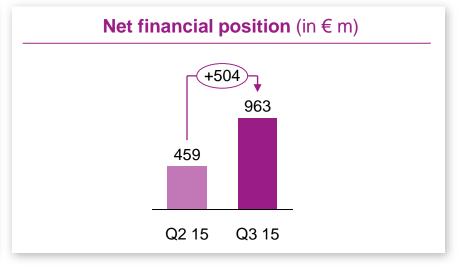
Positive price development; volumes impacted by planned maintenance shutdowns





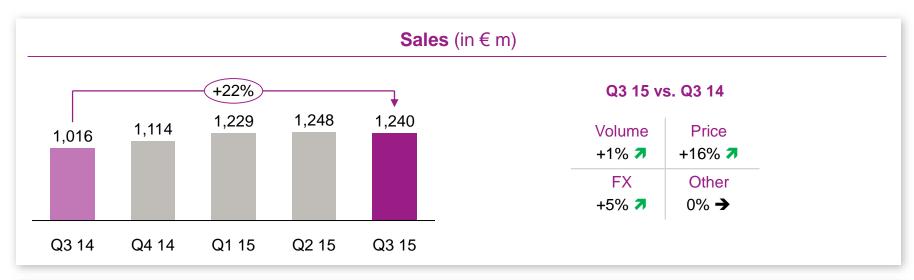


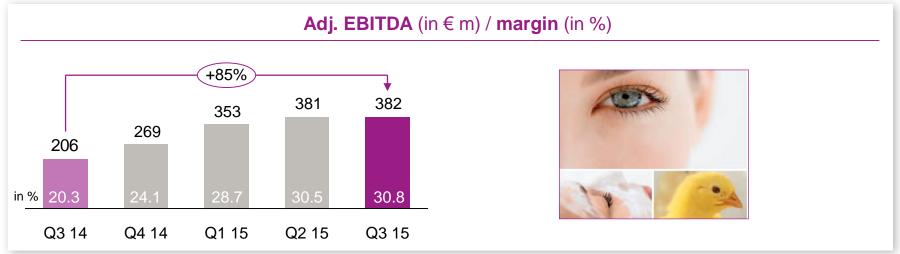




Nutrition & Care Another excellent quarter for Animal Nutrition

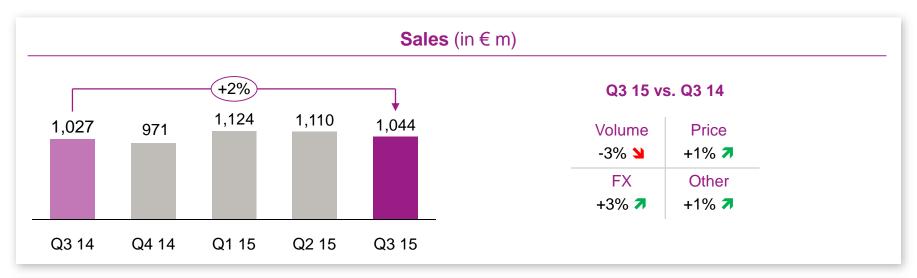


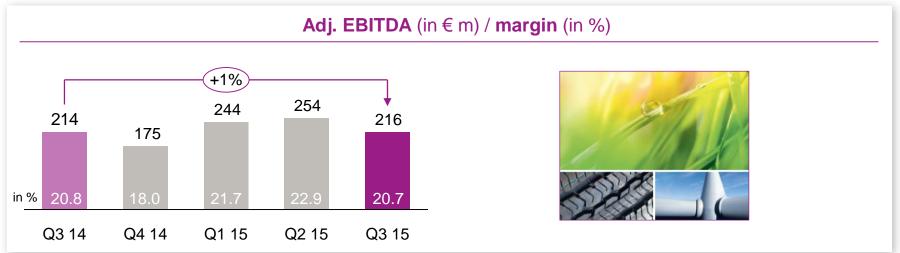




Resource Efficiency Sales and earnings up yoy despite maintenance

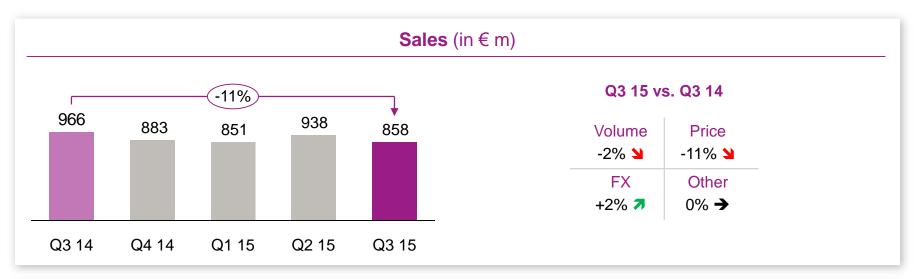


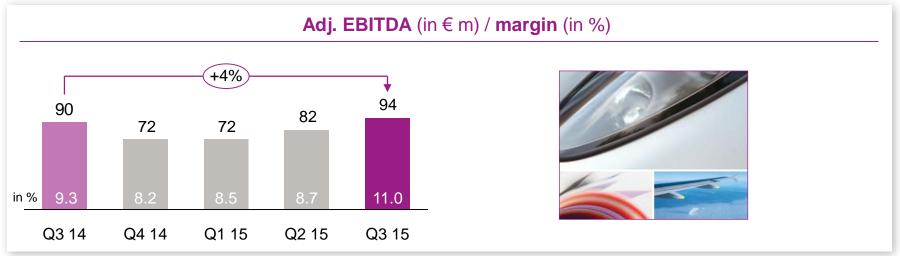




Performance Materials Temporary margin improvement in C4 business

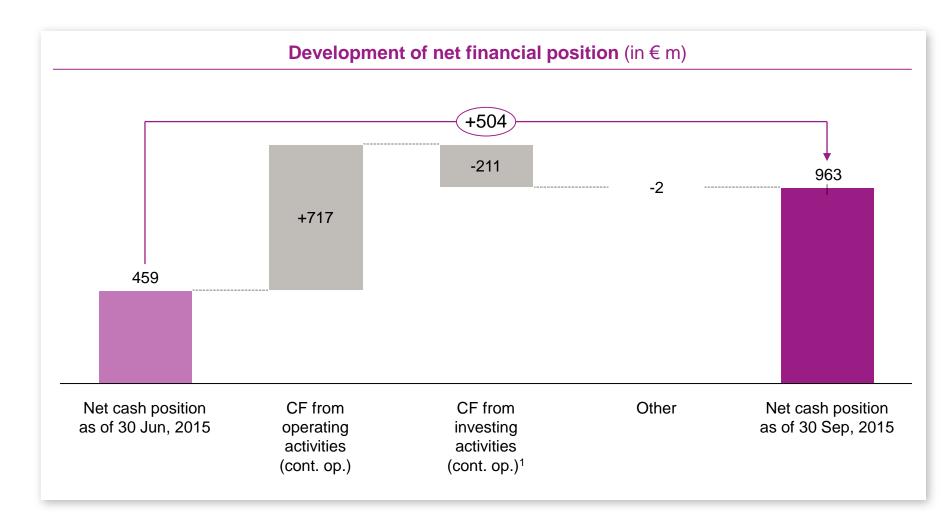






Cash flow development Strong operating cash flow generation





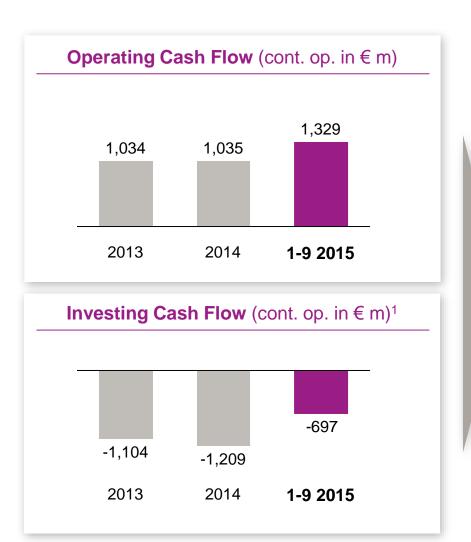
¹ Cash outflow for investment in intangible assets, PP&E and shareholdings, not including cash in- and outflows related to divestments and securities

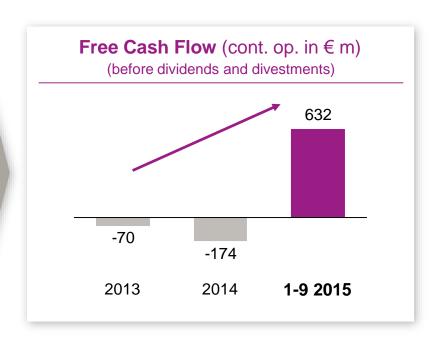
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Cash flow development OCF significantly above prior year already after nine months; FCF turning positive







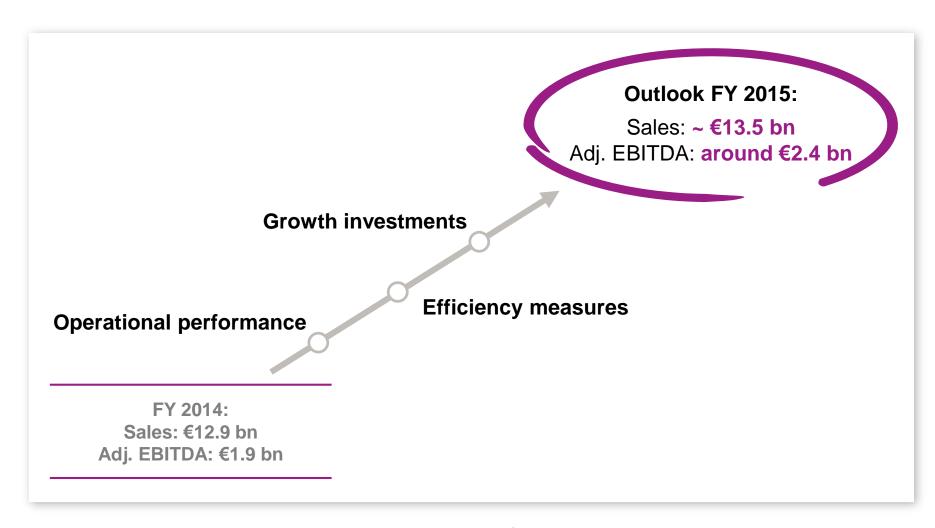
¹ Cash outflow for investment in intangible assets, PP&E and shareholdings, not including cash in- and outflows related to divestments and securities

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Outlook for 2015 confirmed Adj. EBITDA of around €2.4 bn expected









Additional indications for 2015

•	EUR/USD sensitivity	y ¹ +/-1 USD cent = -/+ ~€5 m adj. EBITDA (FY bas	sis)
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Adj. EBITDA Services
 Slightly below 2014 (unchanged; 2014: €151 m)

Adj. EBITDA Corporate/Other
 More negative than -€300 m (unchanged; 2014: -€277 m)

Adj. D&A
 ~ -€700 m (unchanged; 2014: -€626 m)

Adj. net financial result² Slight improvement (unchanged; 2014: -€209 m)

Adj. tax rate ~29% (unchanged; 2014: 28.3%)

Capex **Up to €1.1 bn** in 2015 (*unchanged*; 2014: €1.1 bn)

Net financial position

Net cash position of more than €800 m, including €200 m contribution to CTA in Q4 (previously: "net cash position of more than €500 m": 2014: €400 m net cash)

¹ Including transaction effects (after hedging) and translation effects; before secondary / market effects

² Guidance for "Adj. net financial result" (incl. "Adj. interest income/expense" and "Other financial income/expense")







Α	Financial policy and pensions
В	Company history and ownership structure
С	Specialty chemicals segments
D	Upcoming IR events and contact

Financial policy Solid investment grade rating



Financial policy

Maintaining a

solid investment grade rating

Goal: Evonik as a longterm reliable partner of bond investors and banks



Financing structure

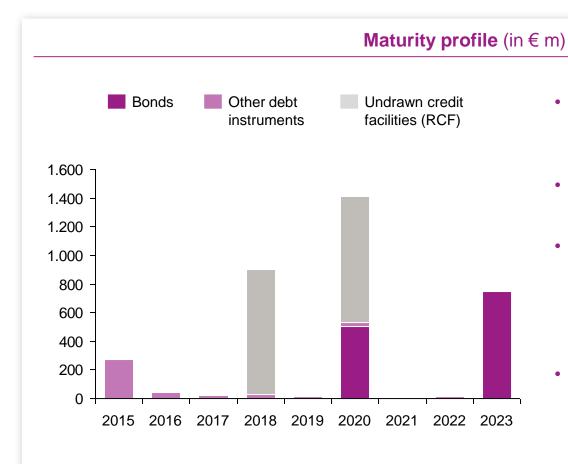
- Equity ratio 42%
- Net financial position of €963 m
- Balanced debt maturity profile

Strong balance sheet and financing structure



Balanced maturity profile No major maturities until 2020

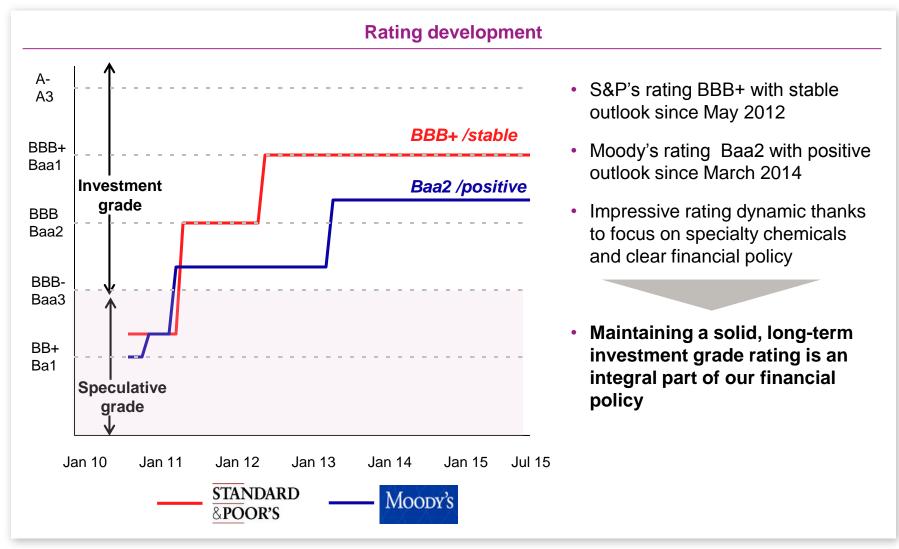




- Maturity of syndicated revolving credit facility (RCF) extended by one year to 2018/20 (€875 m each)
- Repayment of €750 m 7% bond (2009/14) in October 2014
- Issuance of new €750 m 1% bond in January 2015 (8yrs to 2023); achieved lowest ever 8-year spread and coupon for a BBB (+/-/flat) rated corporate issuer
- No major maturities until 2020

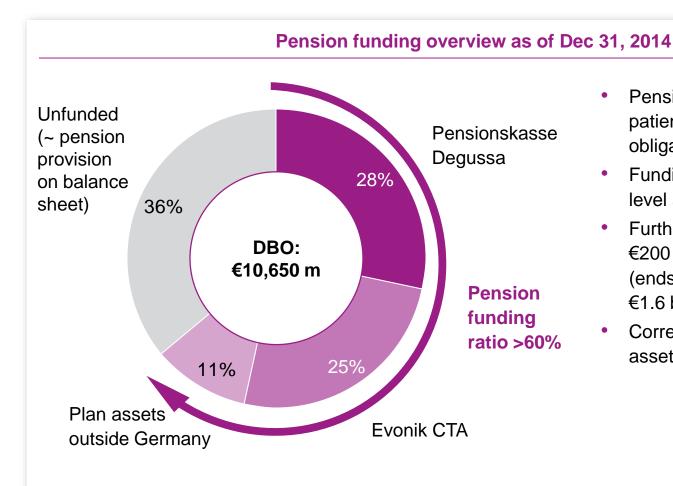
Rating history Positioned in upper range of BBB





Pensions Pension obligations well financed





- Pensions very long-term, patient debt with no funding obligations in Germany
- Funding ratio remains on solid level above 60%
- Further cash contribution of €200 m intended in Q4 2015 (ends cash contribution plan of €1.6 bn from 2010-2015)
- Corresponding deferred tax assets of about €1 bn

PensionsBreakdown of P&L and cash flow effects



P&L

in € m	P&L item / KPI	2013	2014	Annual report
Current service costs	Adj. EBITDA	-178	-172	p. 223
Interest costs	Net interest expense	-330	-341	p. 220
Exp. return on plan assets	Net interest expense	+195	+224	p. 221
Other	Adj. EBITDA	-50	-38	p. 223
Total pension expense		-363	-327	

Cash flow

in € m		2013	2014	Annual report
Benefits paid	From	-401	-404	p. 220
Benefits paid from plan assets	defined benefit	+168	+163	p. 221
Contribution to plan assets (excl. CTA)	plans	-126	-135	p. 221
Payments under defined contribution plans	-134	-144	p. 223	
Total cash out for pensions (excl. CTA)	-493	-520		

Pensions

Discount rate changes with significant effects on balance sheet and P&L



Sensitivity analysis¹:

Increase (decrease) in discount rate by 100 bp in year x



Personnel costs: no impact

Finance costs: no impact

• Cash flow: no impact

Balance sheet: decrease (increase)
 of pension provision by -€1.5 bn
 (+€2.0 bn) against equity and
 deferred tax liabilities (assets)

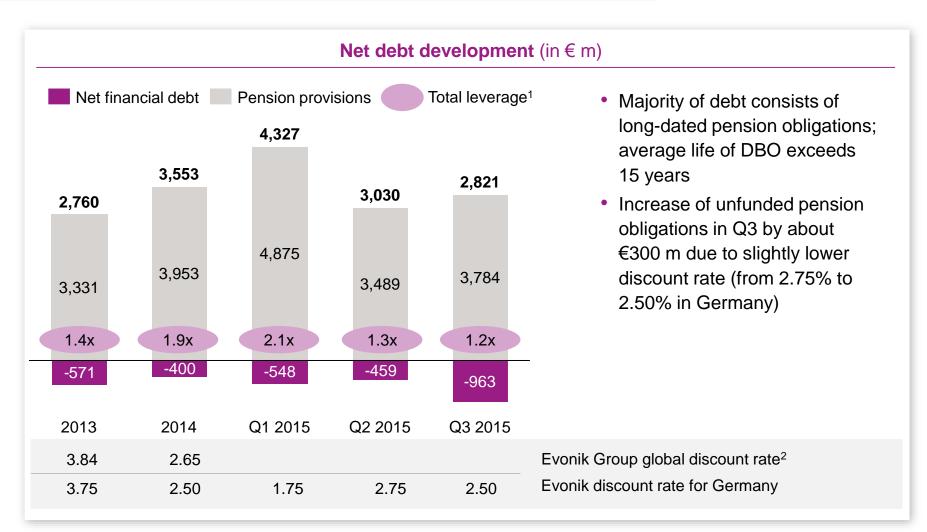


- Personnel costs: decrease (increase) due to lower (higher) service costs
- Finance costs: increase (decrease) due to higher (lower) pension interest
- Cash flow: no impact
- Balance sheet: no impact

¹ Excluding any effects from potential actuarial changes December 2015 | Evonik company presentation | Appendix

Net debt development Increase in pension obligations in Q3 due to slightly lower discount rate



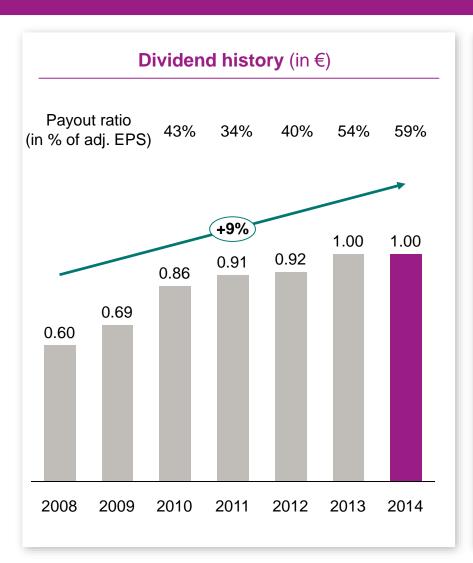


¹ Total leverage defined as (net financial debt + pension provisions) / adj. EBITDA LTM

² Calculated annually

Dividend policyReliability and attractive returns





Dividend policy

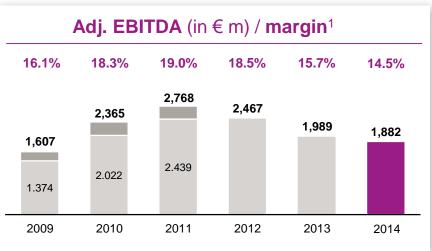
Two components of Evonik's dividend policy:

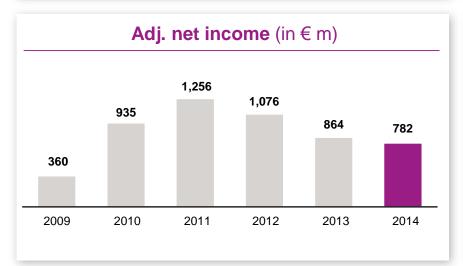
- Overarching target of dividend continuity
- 2) additionally, targeted payout ratio:~40% of adjusted net income
- Compelling track record with regards to dividend policy and shareholder returns (already pre-listing)
- Dividend for 2014 of 1.00 €; stable dividend despite lower adj. net income

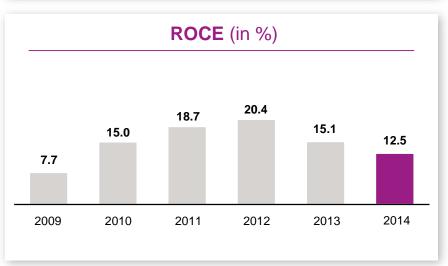


Strong financial track record





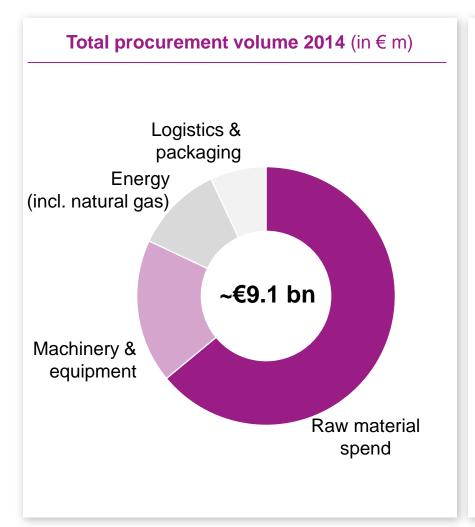




¹ Excluding Carbon Black

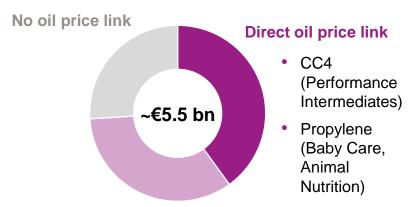






Oil price link of raw material spend¹ (examples)

- Sodium silicate (Silica)
- Sugar (Animal Nutrition)
- Fatty acids (Personal Care)



Indirect oil price link

- Acrylic acid (Baby Care)
- Acetone (Coatings & Additives, Acrylic Monomers)
- Methanol (Acrylic Monomers, Performance Intermediates

¹ Raw material spend ~60% of total procurement volume in 2014 December 2015 | Evonik company presentation | Appendix





А	Financial policy and pensions			
В	Company history and ownership structure			
С	Specialty chemicals segments			
D	Upcoming IR events and contact			

Company history More than 150 years of experience in chemicals



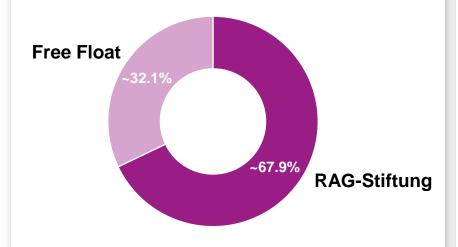


Evonik Industries AGOwnership structure & presence on capital markets



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



Presence on capital markets

- Trading since April 25, 2013 in the Prime Standard of Frankfurt Stock Exchange
- 14.2% of Evonik shares successfully placed in advance of the listing (7.1% by RAG-Stiftung and CVC¹ each)
- CVC sold additional 13.7% of shares in four tranches between March and November 2015
- CVC currently holds 4.2% of shares, which are the basis and collateral for an exchangeable bond
- Free Float market cap ~€5 billion
- Average daily trading volume > €15 million per day (>600 k shares)

¹ Shares held by Gabriel Acquisitions GmbH, an indirect subsidiary of funds advised by CVC December 2015 | Evonik company presentation | Appendix

Management compensation (as of 2014) Value creation focus anchored in management incentivization system at Board level



Fixed salary (c.30%)	To be paid in cash for each financial year on a monthly basis
Bonus (c.33%)	 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) and accident performance 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%)	 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 external index benchmark (MSCI Chemicals) Bonus capped at 300% of initial amount To be paid out in cash after lock-up period



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Specialty Chemicals segmentsNew segment structure from January 2015



Nutrition & Care		Resource Efficiency		Performance Materials	
Sales: Adj. EBITDA: Adj. EBITDA m	€4,075 m €847 m argin: 20.8%	Sales: Adj. EBITDA: Adj. EBITDA m	€4,040 m €836 m argin: 20.7%	Sales: Adj. EBITDA: Adj. EBITDA m	€3,827 m €325 m argin: 8.5%
Animal Nutrition (~35%)	Health Care (~10%)	Silica (~25%)	Coating & Adhesive Resins (~10%)	Performance Intermediates (~45%)	Agrochemicals (~5%)
Baby Care (~25%)	Comfort & Insulation (~5%)	Oil Additives (~15%)	Silanes (~10%)	Acrylic Monomers (~20%)	Functional Solutions (~5%)
Personal Care (~10%)	Interface & Performance (~5%)	Crosslinkers (~10%)	Coating Additives (~5%)	Acrylic Polymers (~20%)	CyPlus Technologies (~5%)
Household Care (~10%)		Active Oxygens (~10%)	Catalysts (~5%)		
		High Performance Polymers (~10%)			

Nutrition & Care Business Line overview (1/2)



Animal Nutrition



- Methionine
- Lysine, Threonine, Tryptophan
- Feed additives and services for animal nutrition
- # 1 in Feed Amino Acids
- · Chem China/Adisseo
- Novus
- Ajinomoto
- Cheil Jedang

Baby Care



- Superabsorbents
- Baby Care
- Female Care
- Adult Care
- # 2-3 in superabsorbents
- BASF
- Nippon Shokubai

Personal Care



- Actives
- Emulsifiers
- Conditioners
- Personal Care

- # 4 in cosmetic ingredients
- Ashland
- BASF
- Croda

Household Care



- Fabric conditioners
- Specialty surfactants
- · Laundry care
- Home care
- Car care
- # 1 in fabric softeners
- AkzoNobel
- BASF
- Solvay
- Stepan

position1

Market

products

Applications

Main

¹ Company estimates for relevant markets based on multiple research reports December 2015 | Evonik company presentation | Appendix

competitors

Nutrition & Care Business Line overview (2/2)



products

Main Applications

Market position¹

Main competitors

Health Care



- Active pharma ingredients
- · Pharma grade amino acids
- Pharmaceutical coatings
- Drug delivery systems for oral and parenteral dosage
- Tailor-made pharmaceutical syntheses
- · Pharma Amino Acids
- # 1 Functional Polymers for Controlled Release
- # 2 Exclusive Synthesis
- # 3 Pharma Amino Acids
- BASF
- DSM
- Lonza
- Ajinomoto

Comfort & Insulation



- Foam stabilizers
- Catalysts
- Release agents
- Furniture / appliances
- Construction
- Automotive
- # 1 in polyurethane foam additives
- Air Products
- Maysta
- Momentive

Interface & Performance



- Release coatings
- Super spreading additives
- Packaging / tapes
- Agrochemicals
- · Plastic additives
- # 1-2 in release coatings
- Clariant
- Dow Corning
- Momentive
- Wacker

¹ Company estimates for relevant markets based on multiple research reports

Resource Efficiency Business Line overview (1/3)



Silica



- Precipitated silica
- Fumed silica

products

Applications

position1

competitors

Main

Market

Main

- Special oxides
- Silicone rubber
- · Tires, green tires & rubber
- Paints & coatings
- Adhesives & sealants
- # 1 in silicas (precipitated, fumed, special oxides, matting agents and specialty fillers)
- Cabot
- JM Huber
- Solvay
- Wacker

Oil Additives



- Lubricant additives (viscosity modifiers)
- Fuel additives
- Auto & industrials
- Hydraulic systems
- Refinery processing
- Biofuels
- # 1 in viscosity modifiers for lubricants
- Infineum
- Lubrizol
- NewMarket (Afton)
- Oronite

Crosslinkers



- Crosslinkers for composites, elastomers and non-solvent coatings
- Composites
- Coatings & paints
- Flooring
- Automotive interior
- # 1 in isophorone chemicals
- Arkema
- BASF
- Bayer

¹ Company estimates for relevant markets based on multiple research reports

Resource Efficiency Business Line overview (2/3)



products

Main Applications

Market position¹

Main competitors

Active Oxygens



Hydrogen peroxide

- Oxidising agent in chemical reactions
- Pulp & paper bleaching
- # 2 in hydrogen peroxide
- Arkema
- Solvay

High Performance Polymers



- High perf. polyamide (PA12)
- Polyetheretherketone (PEEK)
- Membranes and Polyimide fibres
- Automotive components
- Medical
- Oil & gas pipes
- # 1 in PA12
- Arkema
- EMS
- Solvay
- Victrex

Coating & Adhesive Resins



- Functional resins
- Adhesive hot melts
- Heat sealants
- Polybutadiene
- Hot melt
- Pre coated metal.
- Protective coatings
- Road marking
- # 1 in polyester resins
- Dow
- DSM
- Mitsubishi Chemical

¹ Company estimates for relevant markets based on multiple research reports

Resource Efficiency Business Line overview (3/3)



products

Main Applications

Market s position¹

Main competitors p

Silanes



- Chlorosilanes
- Organofunctional silanes
- Rubber silanes
- Fumed silica
- Optical fibres
- Adhesive & sealants
- Building protection
- # 1 in chlorosilanes
- # 1 in organofunctional and rubber silanes
- Dow Corning
- Momentive
- Shin Etsu
- Tokuyama

Coating Additives



- Additives for eco-friendly and highly solid industrial coatings
- Eco-friendly coatings (low VOC, water based)
- High solid industrial coatings
- # 2 in high performance additives for coatings and inks
- # 1-2 in silicone resins for special applications
- Altana
- BASF
- Dow Corning

Catalysts



- Activated base metal catalysts
- Precious metal catalysts
- Catalysts for industrial & petrochemicals
- Catalysts for chemical processes
- Enabler for process efficiency / innovation
- #1 in precious metal powder catalysts
- #3 in activated base metal catalysts
- BASF
- Clariant
- Johnson Matthey
- WR Grace

¹ Company estimates for relevant markets based on multiple research reports

Performance MaterialsBusiness Line overview (1/2)



products

Main Applications

Market position¹

Main competitors

Performance Intermediates



- Butadiene
- MTBE
- Butene-1
- Plasticizers (INA&DINP)
- Plastics
- Styrene-Butadiene-Rubber
- High performance polymers
- # 1 in butene-1
- BASF
- Sabic
- LyondellBasell

Acrylic Monomers



- Methylmethacrylate (MMA) & application monomers
- Methacrylic acid
- Coatings
- PMMA
- Monomers for specialty applications
- # 2 in MMA
- LG MMA
- Mitsubishi Chemicals
- Sumitomo

Acrylic Polymers



- · Molding compounds
- Acrylic sheets (Plexiglas / Acrylite)
- PMMA systems
- LED/touch screens
- Construction
- Light-weight systems
- Automotive components
- # 1-2 in PMMA
- Arkema
- Mitsubishi Chemicals
- Sumitomo

¹ Company estimates for relevant markets based on multiple research reports December 2015 | Evonik company presentation | Appendix

Performance Materials Business Line overview (2/2)



products

Main Applications

Market position¹

Main competitors

Agrochemicals



- Triacetonamine
- Crosslinkers
- Precursors of glyphosates
- Polymer additives
- Optical brighteners
- Photovoltaic
- Agro chemicals
- n.a.
- Lanxess
- Weylchem

Functional Solutions



- Alkoxides

 (e.g. sodium methylate)
- Catalysts for biodiesel production
- # 1 in alkoxides
- BASF
- DuPont

CyPlus Technologies



- Sodium cyanide
- · Potassium cyanide
- Precious metals mining
- Fine chemicals
- n.a.
- AGR
- DuPont
- Orica

¹ Company estimates for relevant markets based on multiple research reports December 2015 | Evonik company presentation | Appendix



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А	Financial policy and pensions
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Upcoming IR events



Roadshows

- 3 December, 2015: Edinburgh
- 4 December, 2015: Dublin
- 18 December, 2015: London

Conference participations

 2 December, 2015: BoAML European Chemicals Conference, London

Next reporting dates

3 March, 2016: Q4 / FY 2015 reporting

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

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