



Evonik.
Power to create.

Morgan Stanley Asia Trip 2014
Singapore, 22 September 2014



EVONIK
INDUSTRIES

Agenda



Singapore, 22 September 2014 (begin: 8:30 a.m.)

Evonik overview
Presentation

Christoph Rump
Investor Relations Manager

Evonik in South East Asia, Australia & New Zealand
Presentation and Q&A

Peter Meinshausen
Regional President SEAANZ

Oil Additives Asia Pacific
Presentation and Q&A

Tan Wei Kiat
VP, Managing Director Oil Additives Asia Pacific

Animal Nutrition Asia South
Lab visit, presentation and Q&A

Nicholas Guthier
Vice President Health & Nutrition Asia South

One of the world leaders in specialty chemicals



Sales: €12.708 bn

Adj. EBITDA: €2,019 m

Margin: 15.9%

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	€786 m
Adj. EBITDA	€181 m

Corporate/ Other

Sales	€177 m
Adj. EBITDA	- €291 m

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

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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



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Evonik in South East Asia, Australia & New Zealand (SEAANZ)

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Peter Meinshausen
Regional President SEAANZ



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Evonik footprint in SEAANZ

2

Outlook

Evonik with good operational infrastructure coverage in SEANZ



SEANZ at a glance

All 3 chemicals segments present

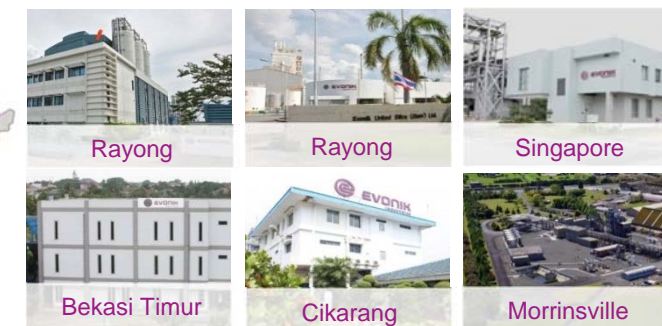
800 Employees

6 Production sites

2 Representative Offices

7 Innovation / Technical Service Centers

Sales Asia-Pacific (incl. SEANZ) in 2013: ~18% of Group



Evonik's business in SEANZ is reasonably well balanced



Growth driving industries



Construction



Coatings



Automotive



Nutrition



Personal care

Evonik portfolio matches the growth drivers in the region, for example

DL-METHIONINE

Amino Acids as essential nutrients in animal feed



SIPERNAT

Precipitated silica for battery separators, Pigments, Food Industry



Betaine

Care Specialties for Cosmetics Industry



Oil Additives

Lubricant Additives for improved viscosity



AEROSIL

Fumed Silica for silicone rubber compounds



PLEXIGLAS

PMMA for noise barriers, design



H₂O₂

Hydrogen Peroxide for Paper & Pulp, Textile and Mining Industry

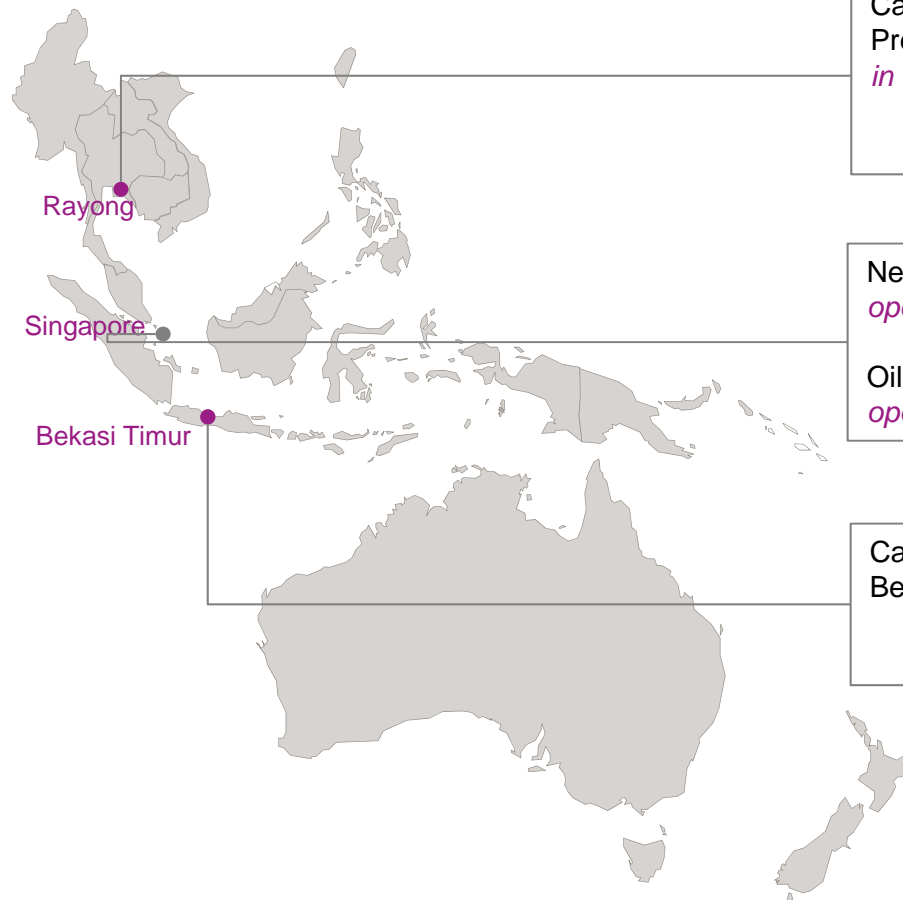


EUDRAGIT

Poly(meth)acrylates for pharmaceutical applications



Regional growth is supported by constant flow of investments and projects, ...



Capacity expansion in
Precipitated Silica
in Q1 2014



New Methionine plant
opening in Q4 2014

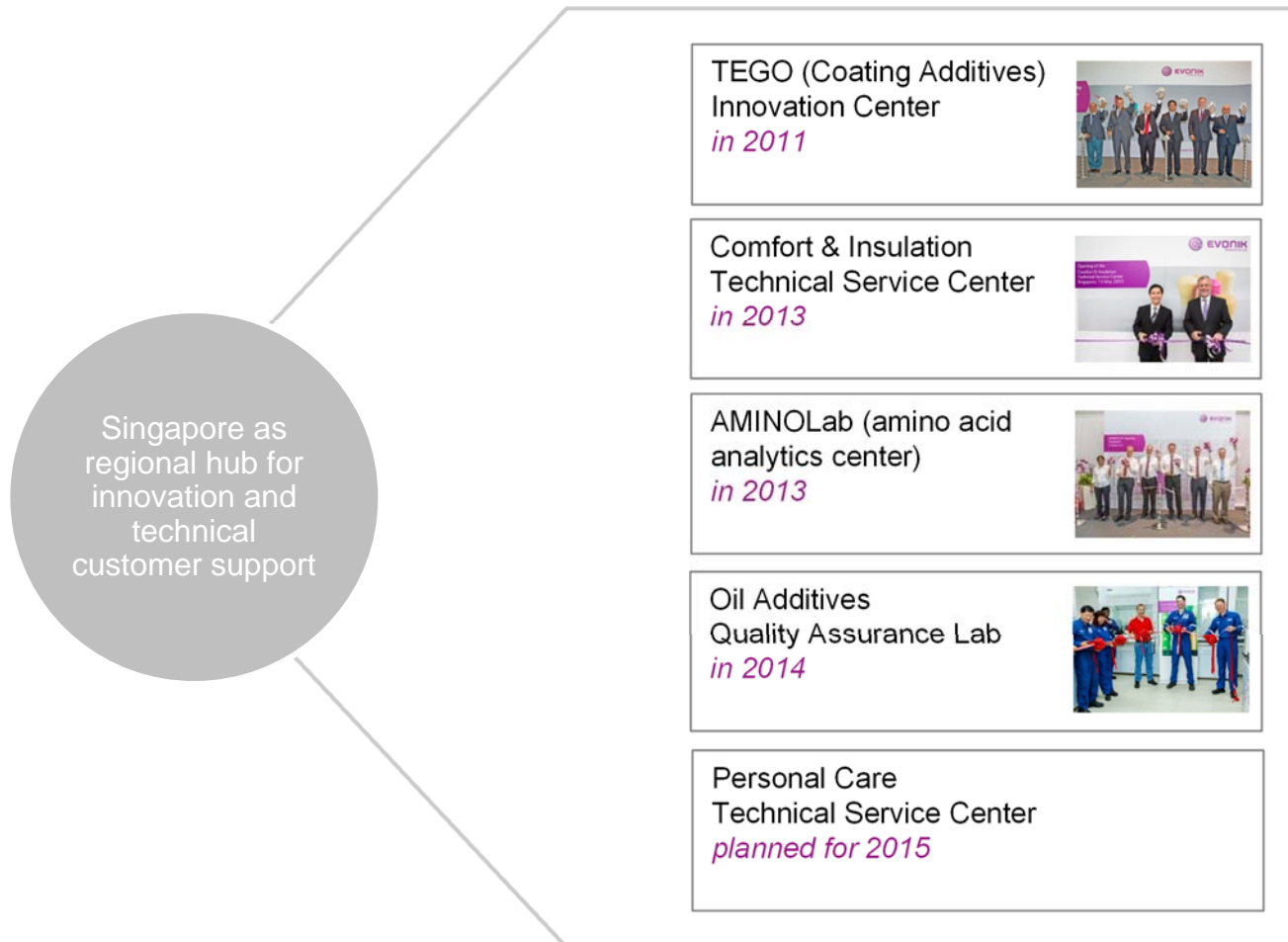


Oil Additives expansion
opening in 2015

Capacity increase
Betaine (BU CS) *in 2013*



... a stronger focus on innovation and technical service centers which create added value and support for regional customers,...



...as well as a Regional Development team driving the market development



Activities Regional Development

Business
Development

- ❑ What existing Evonik products can be placed in Emerging markets?
- ❑ How do we need to modify product properties and/or business model to be successful?

Innovation
Management

- ❑ How can we take impulses from Emerging Markets to further develop our technology platforms?

Marketing &
Sales
Excellence

- ❑ How can we bring best-practice to regional sales team?



Agenda



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Evonik footprint in SEAANZ

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Outlook

Growing the SEANZ Region sustainably



move local – move fast – move deep

Increase Market Proximity

- Local production with global safety standards
- Local sales, marketing and tech service, innovation

Increase Visibility

- Branding
- Participation in regional exhibitions and conferences

Local Empowermen t

- Recruit and retain best local talents
- Drive performance culture



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Animal Nutrition Asia South

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Nicholas Guthier
Vice President Health & Nutrition Asia South



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Positioning within Evonik

Amino acids form the core
of the Health & Nutrition Business Unit



Segment

Consumer, Health & Nutrition
Sales: €4,207 m
Adj. EBITDA / margin: €910 m / 21.6%



Business
Units

Consumer Specialties
Sales: €2,056 m

Health & Nutrition
Sales: €2,014 m

Business
Lines

Baby Care



Personal Care



Household Care



Comfort & Insulation



Interface & Performance



**Nutrition – Amino acids
for efficient animal nutrition
(~75% of BU sales)**



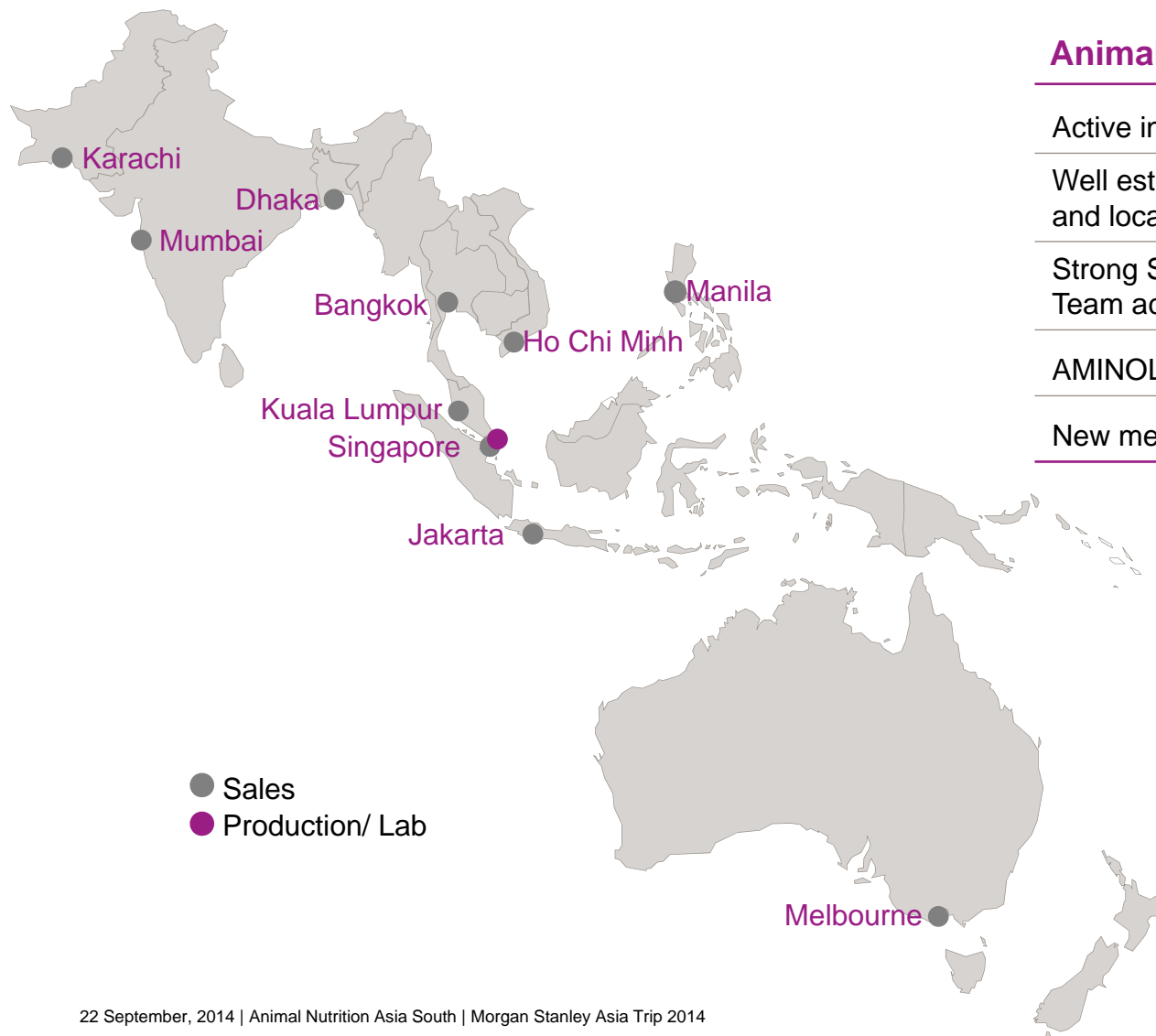
**Health Care – preferred
strategic partner for pharma
solutions**



CyPlus Technologies



Animal Nutrition Asia South's set up covers the area from Pakistan to New Zealand



Animal Nutrition Asia South at a glance

Active in the region for over 20 years

Well established customer relations with global and local accounts

Strong Sales, Customer Service, Technical Sales Team across the region

AMINOLab® in Singapore

New methionine plant coming on stream in 2014

Evonik's Animal Nutrition business has a leading market position in feed amino acids



Evonik's animal nutrition business provides four essential amino acids



Amino acids are the building blocks of life



Market leader in amino acids for animal nutrition, also in Asia South

Sole supplier of first four limiting amino acids

Close customer partnerships & joint innovation

Growth projects around the globe

System solution offering with tailor-made services along customers' value chain

Animal Nutrition Asia South increases customer proximity through its services



AMINOLab®

Opened in Singapore in 2013, the AMINOLab® enables to provide the whole range of technical services by Evonik in the region.



Technical Seminars

To directly tackle customer queries by providing solutions for sustainable nutrition and sharing knowledge.



Fairs and Exhibition

Strong presence at regional fairs, events, and exhibitions to position know how and expertise across the region.



Innovation Leadership

Evonik finds new animal species / develops new applications for amino acid, e.g. today Evonik is a leading player in the aquaculture market.



New methionine plant in Singapore

Completing our global asset footprint



Key facts

- Completely backward integrated Methionine complex
- First world-scale plant for methionine in Asia
- Annual capacity of 150 kt
- ~ €500 m investment
- Construction start in Feb 2012
- Start-up in Q4/2014

Strategic rationale

- Expand on cost leadership
- Proximity to Asian growth markets



Outlook



**Best partner
for efficient
animal
nutrition in
Asia for Asia**



Global market access



Leading cost position



System solution offering



Innovation leadership



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Oil Additives Asia Pacific

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Tan Wei Kiat
Vice President, Managing Director
Evonik Oil Additives Asia Pacific



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Positioning within Evonik

Oil Additives form the core of the Coating & Additives Business Unit



Segment

Resource Efficiency

Sales: €3,084 m

Adj. EBITDA / margin: €656 m / 21.3%



Business Units

Coating & Additives

Sales: €1,648 m

Inorganic Materials

Sales: €1,436 m

Business Lines

Crosslinkers



Oil Additives

Sales: ~30% of BU sales



Coating & Adhesive Resins



Coating Additives



Silanes



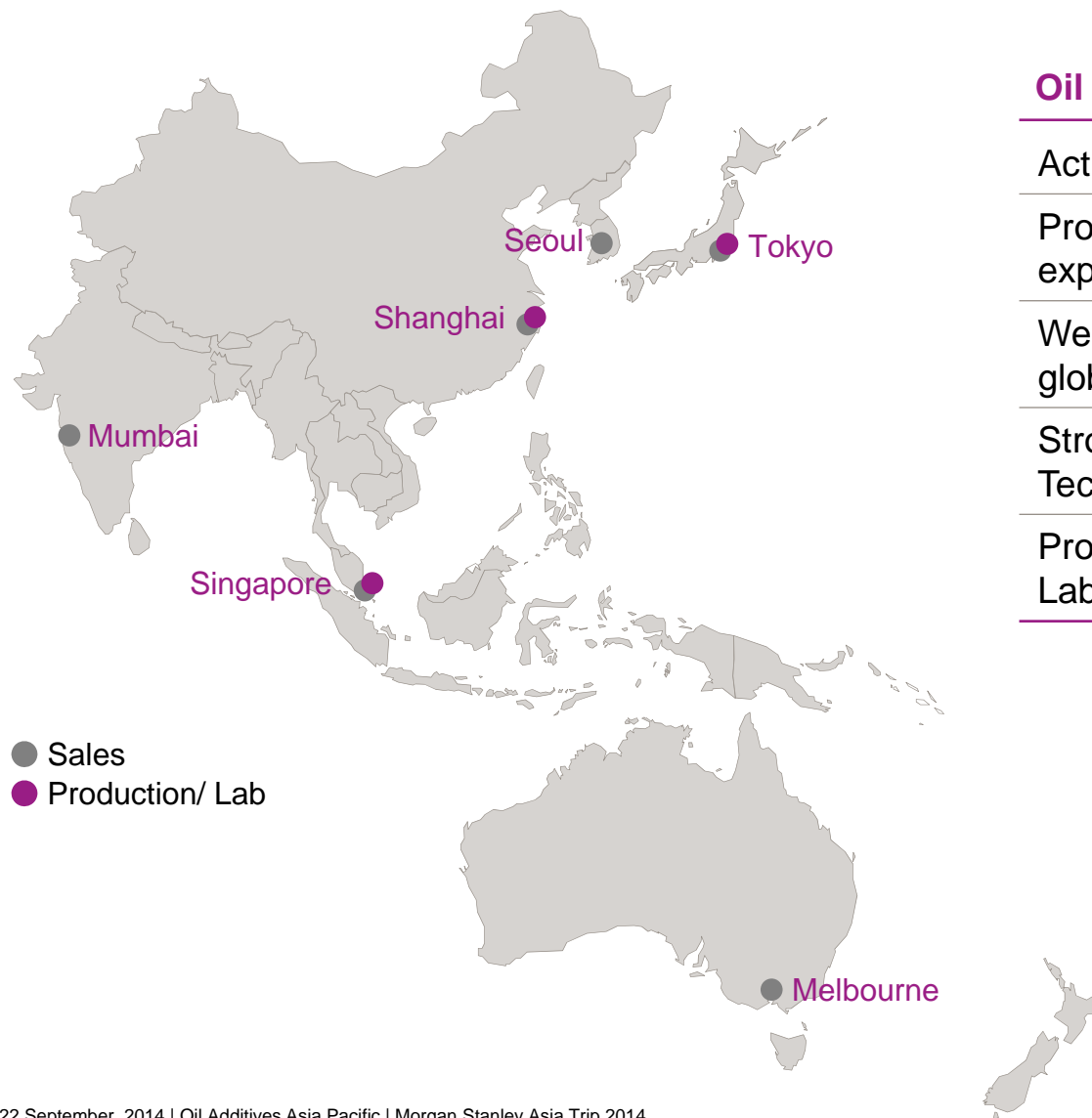
Silica



Catalysts



Oil Additives in the region covers APAC



Oil Additives at a glance

Active in the region for over 30 years

Production site in Singapore since 2008, expansion of capacity in 2015

Well established customer relations with global and local accounts

Strong Sales, Customer Service, Technical Sales Team across the region

Process Technology/Quality Assurance Lab in Singapore, Shanghai, Tokyo

Oil Additives is well positioned as the lubricant additive supplier



Product Applications

Evonik Oil Additive products can be customized to optimize performance in specific formulations and applications

- ❑ Engine oils
- ❑ Gear oils
- ❑ Transmission fluids
- ❑ Hydraulic fluids
- ❑ Biodegradable fluids
- ❑ Refinery processing
- ❑ Synthetic lubricants
- ❑ Biofuels



Highlights in 2014



Expansion of
Japan EOA Technology Center



Expansion of
Shanghai Technology Center



Opening of
Quality Assurance Lab



Strong regional
footprint and
interaction with
regional customers

A strong need for efficiency gains is expected for 2020 and beyond



Increase of efficiency

Emission
Legislation

Oil & Gas
Production

Car Manufacturing

Oil Additives contributions

High performance lubricant additives, that

- ❑ Reduce friction and wear
- ❑ Maximize energy efficiency
- ❑ Protect equipment
- ❑ Prolong lubricant life

Outlook



Increase Market Proximity

- ❑ Expansion of capacity of production site in Singapore
- ❑ Comprehensive global supply chain
- ❑ Regional technology, application labs

Branding

- ❑ Position Oil Additives as the Resource Efficiency company
- ❑ DYNAVIS

Innovation

- ❑ Innovative products
- ❑ New technology platform



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