

# Evonik. Power to create.

## Company presentation

September 2015



**EVONIK**  
INDUSTRIES

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2	Group strategy
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One of the world leaders in specialty chemicals



1.9

billion € adj. EBITDA  
achieved in 2014

80%

of sales from  
#1-3 market positions

>15

billion €  
total market capitalization

~33,000

employees in more  
than 100 countries

>4%

average volume growth  
(CAGR) since 2009<sup>1</sup>

~500

R&D projects driving  
innovation

<sup>1</sup> Excluding Carbon Black and Real Estate

# Three specialty chemicals segments



**Sales**  
€12,917 m

**Adj. EBITDA**  
€1,882 m

**Margin**  
14.6%

**ROCE**  
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

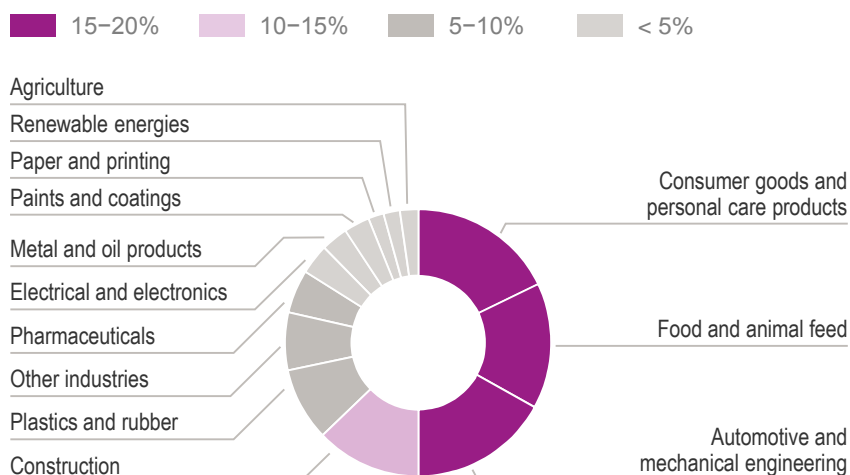
## Corporate / Other

**Sales**  
**Adj. EBITDA**

€69 m  
- €277 m

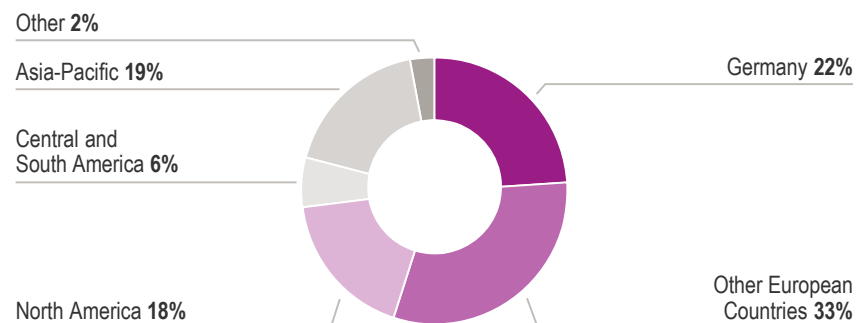
# Balanced and diversified portfolio

## End market split<sup>1</sup>



No dependency on single end markets;  
no end market exposure >20%

## Sales by region<sup>2</sup>

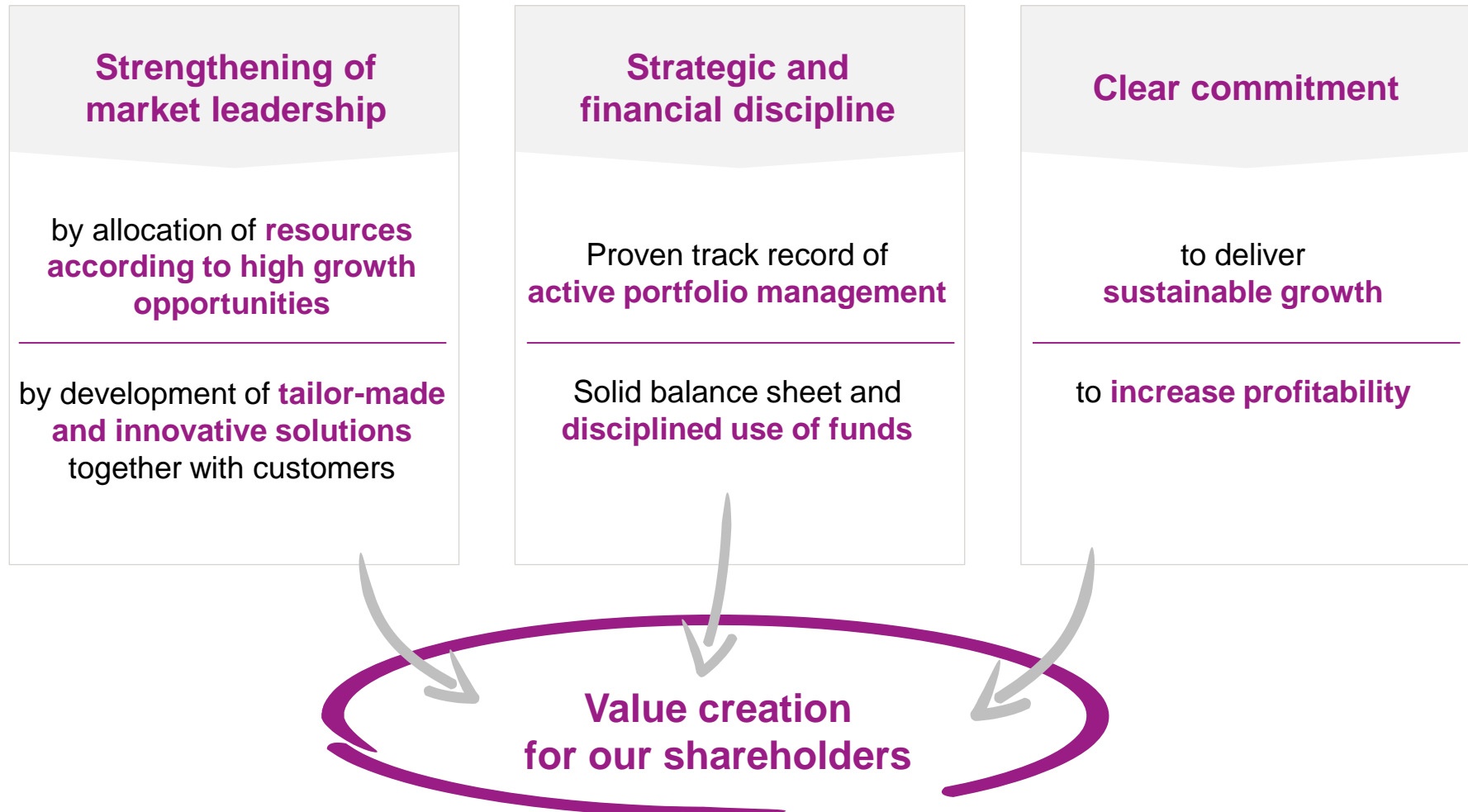


Strong European heritage,  
focus on expansion into growth regions

<sup>1</sup> Based on specialty chemicals segments' 2014 sales

<sup>2</sup> Consolidated Group sales 2014

# Committed to create value



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# New corporate structure

## Enabling differentiated management of segments



### Strategic Management Holding

- Three specialty chemicals segments **as separate legal entities**
- **Differentiated management of businesses** tailored to specific needs
- **Higher degree of entrepreneurial freedom**

#### Nutrition & Care

#### Resource Efficiency

#### Performance Materials



Investments



Innovation



M&A





# 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

# Investments

Major projects finished in 2014, more underway

## Plants currently under construction

### Fumed silica & silanes platform

Capex ~€100 m  
Start up 2017

### New silica plant

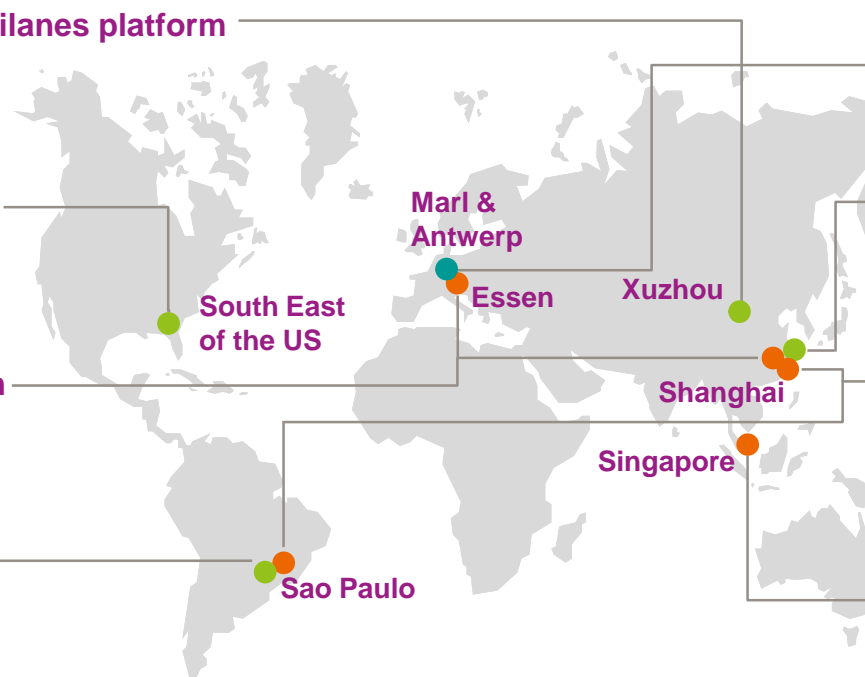
Capex >€50 m  
Start up 2017

### Silicone platform

Capex >€100 m  
Start up 2017

### New silica plant

Capex ~€50 m  
Start up 2016



## Recently finished investment projects



### Expansion C4 chain

Capex >250 m  
Start up mid 2015



### Isophorone chain

Capex >€100 m  
Start up Q2 2014



### Oleochemicals plants

Capex >€100 m  
China: Start up Q1 2014  
Brazil: Start up Q1 2015



### Methionine plant

Capex >€500 m  
Start up Q4 2014

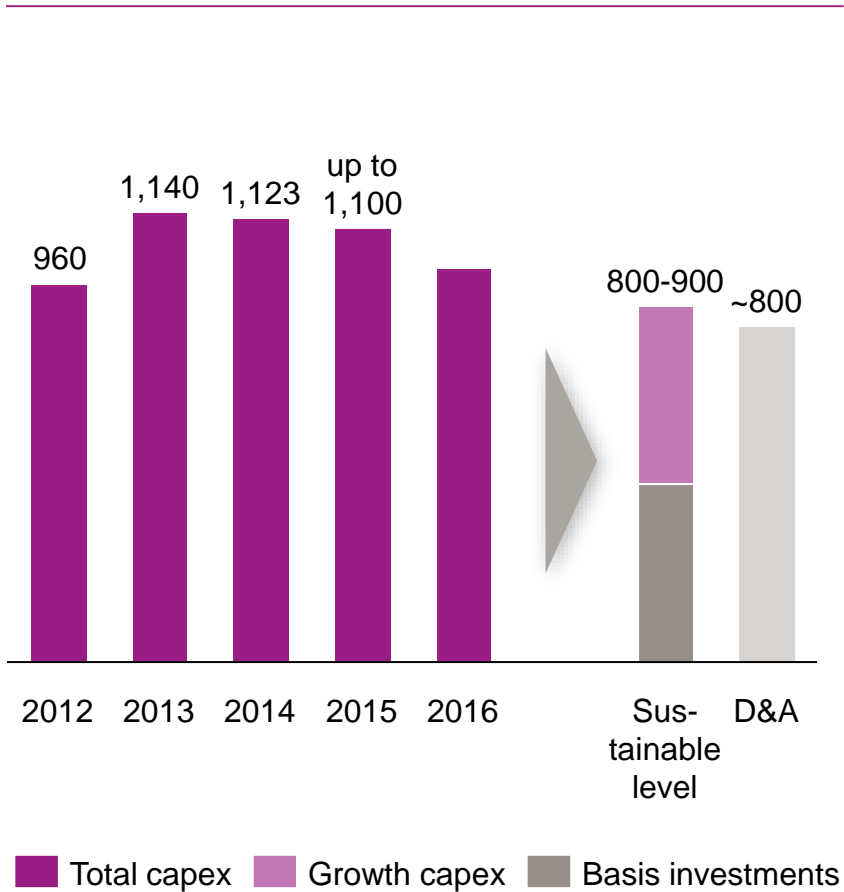


● Nutrition & Care    ● Resource Efficiency    ● Performance Materials

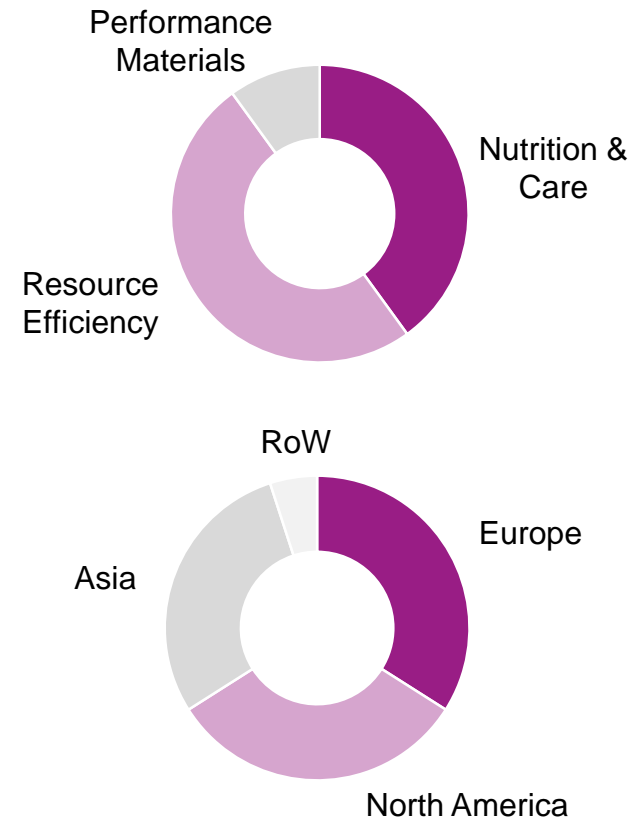
# Investments

## Capex returning to sustainable level after 2016

Capex spending (in € m)



Growth capex by segment and region<sup>1</sup>



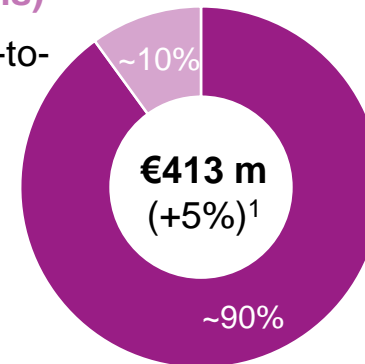
<sup>1</sup> After 2016

# Innovation

Strong market and customer orientation

## Transformational innovation (Creavis)

- Centralized, mid-to-long-term R&D

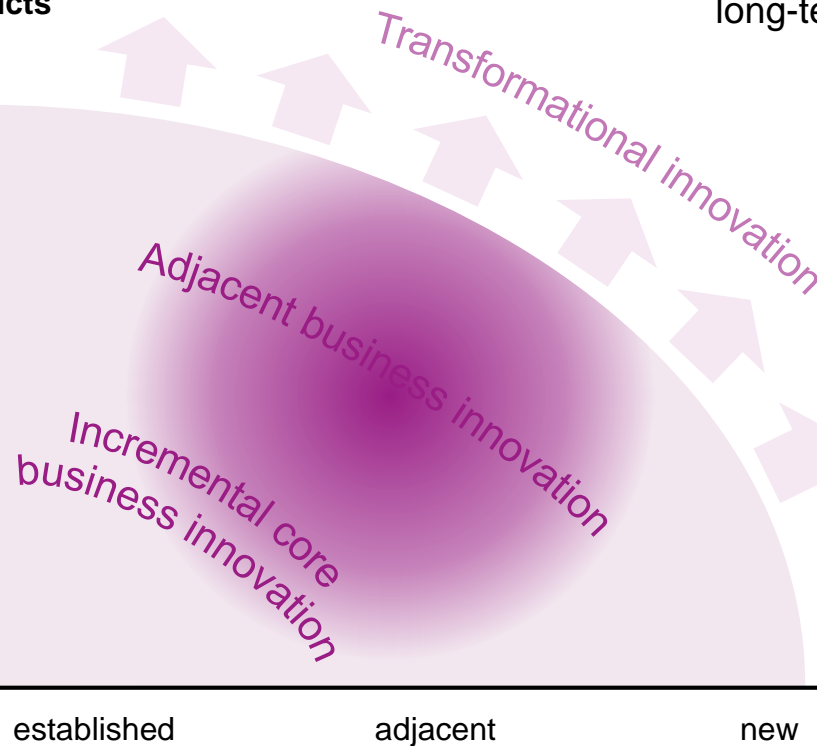


## Core and adjacent business innovation

- Decentralized, shorter-term R&D in operating segments
- Cross business, e.g. in industry teams
- Very close to customers (often joint R&D efforts)

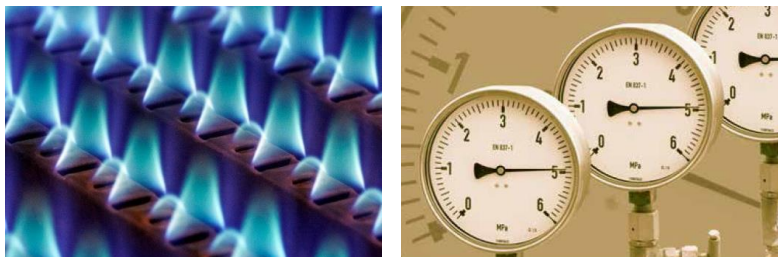
Technology /  
Products

new  
adjacent  
established



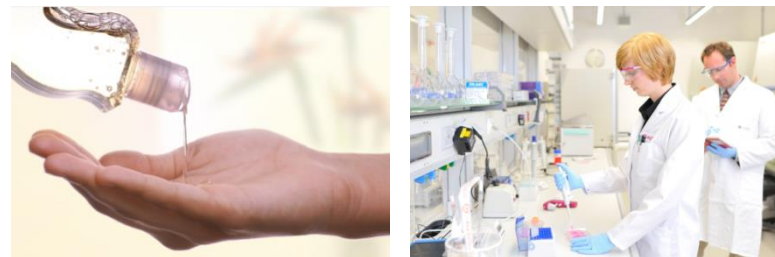
<sup>1</sup> R&D expenses 2014 (vs. 2013)

### Specialty amines for gas scrubbing



- Pretreatment of raw gases is inevitable to transform raw natural gases into usable clean gases
- New specialty amines act as scrubbing agents removing acid gas components far more effectively than established amines
- Noticeable increase in performance, output and service life of plants
- Evonik in talks with other large oil & gas companies in SEA, MENA and South America

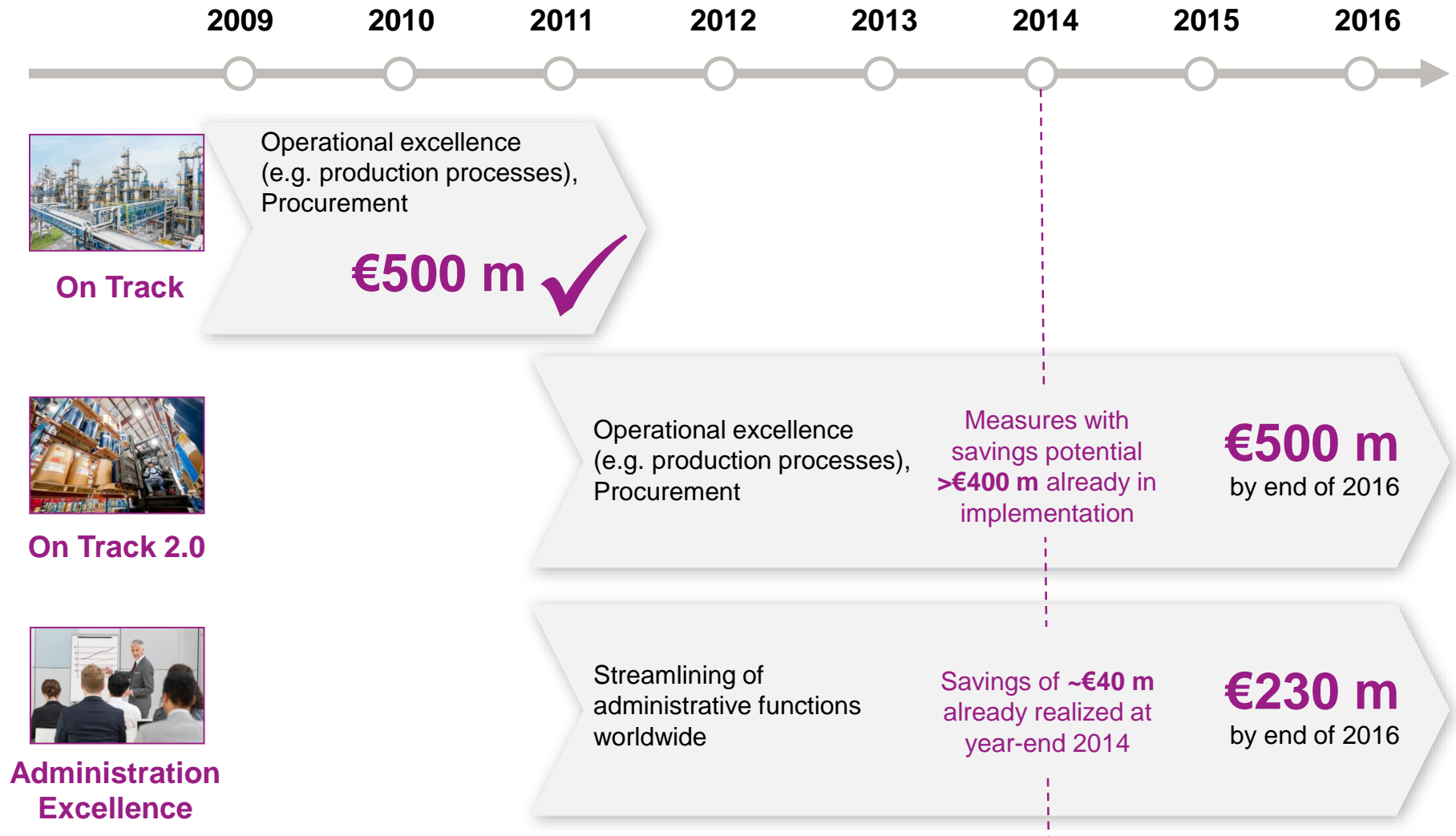
### Silica in personal care products



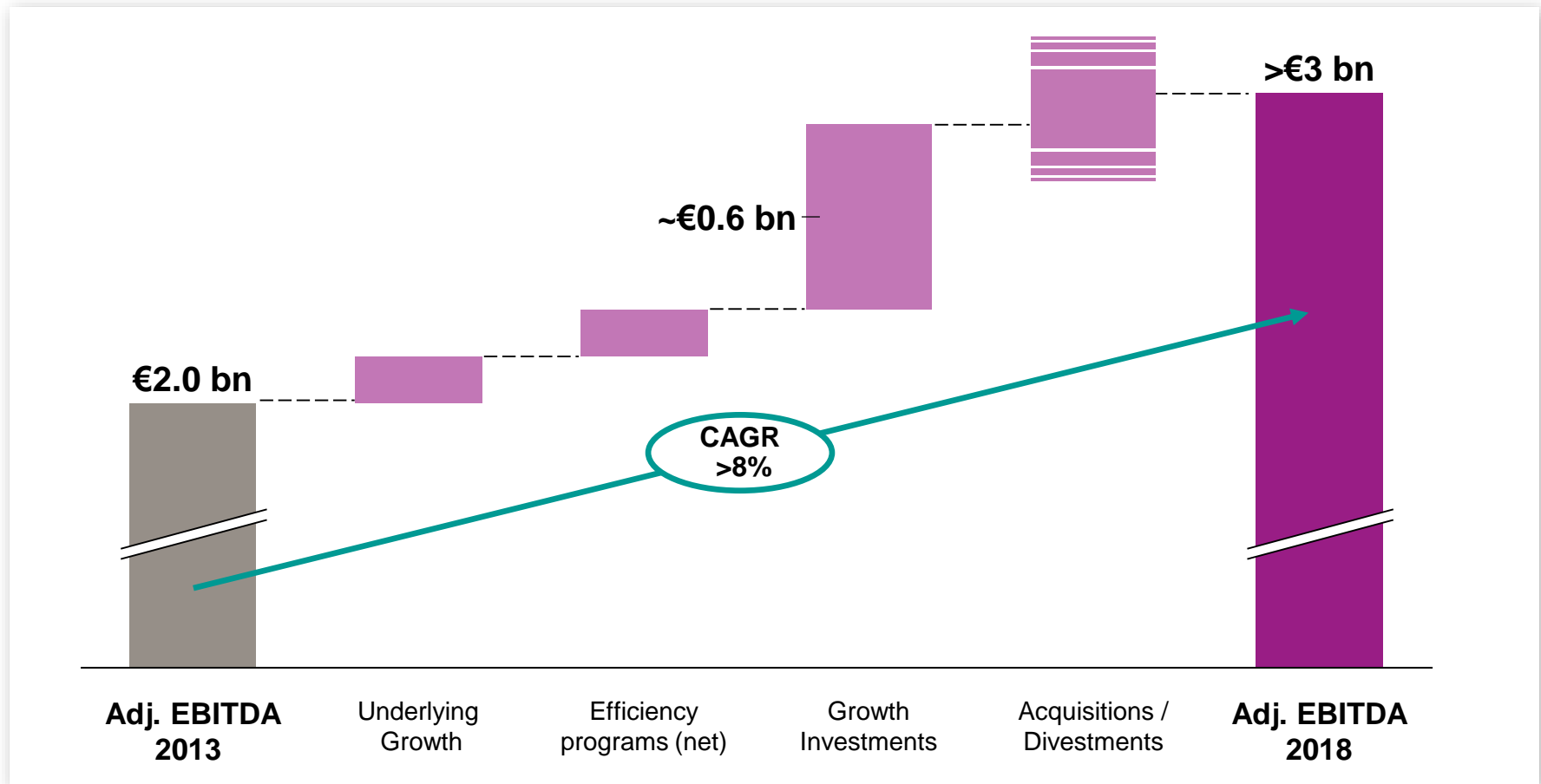
- Silica as environmentally friendly alternative for microplastics (PE/PP) in exfoliants in personal care products; in line with trend to natural skin care and environmental friendly products
- High-purity silica delivering abrasion effect (e.g. in shower gels and peelings) plus absorbing liquid active ingredients or scents
- Major international personal care companies have already started to switch to silica

# Proven history of efficiency improvements

## Improving cost position since 2009



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



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# Highlights Q2 2015

Another strong quarter; outlook raised



## Accelerating operational performance

**Adj. EBITDA of €661 m** outperformed strong Q1 level with all three chemical segments delivering sequentially higher earnings

**Outlook raised:** sales of around €13.5 bn and adj. EBITDA of around €2.4 bn expected for FY 2015

## Consistent execution of strategy

**New production site for precipitated silica** in the US focusing on green-tire applications (completion 2017)



**Expanding innovation capabilities**



**Completion of Vivawest divestment:** remaining 10.3% stake sold to RAG AG for around €400 m



# Financial highlights Q2 2015

All three chemical segments with higher earnings qoq



**Sales** increased by 8% to €3,519 m thanks to continued solid volume growth on high levels and pricing turning positive

**Adj. EBITDA** of €661m clearly above prior year (+40%) and even above strong Q1 level; all three chemical segments delivering sequentially higher earnings

**Adj. EPS** of €0.66 (+70%) supported by improved adj. net financial result

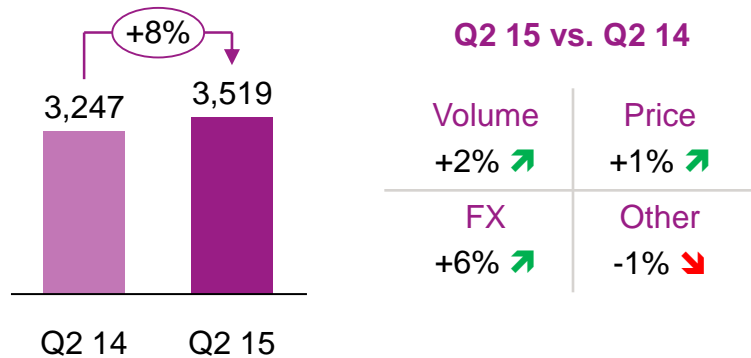
Strong **operating cash flow** generation of €167 m (prior year: -€19 m); significant decline in pension provisions by -€1.4 bn (vs. Q1 2015)

# Financial highlights Q2 2015

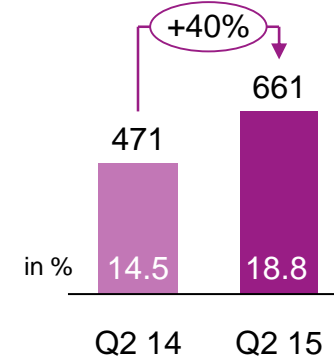
Net cash position almost stable  
after dividend payment



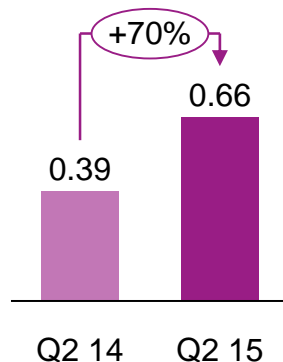
## Sales (in € m)



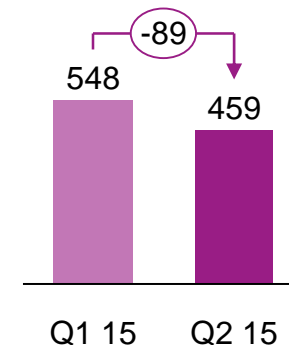
## Adj. EBITDA (in € m) / margin



## Adj. EPS (in €)



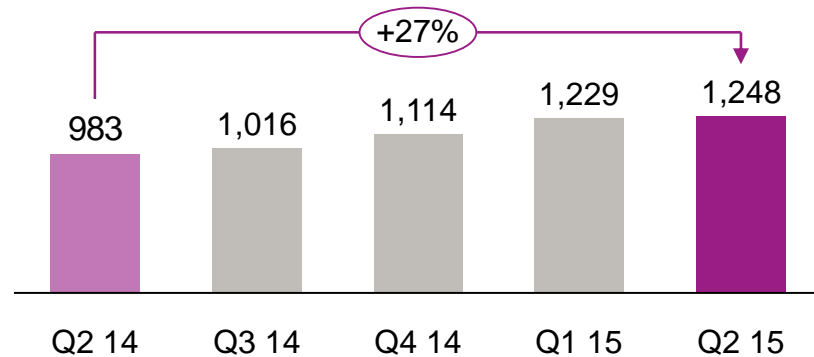
## Net financial position (in € m)



# Nutrition & Care

## Strength in Animal Nutrition continuing

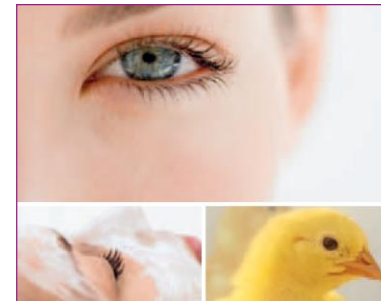
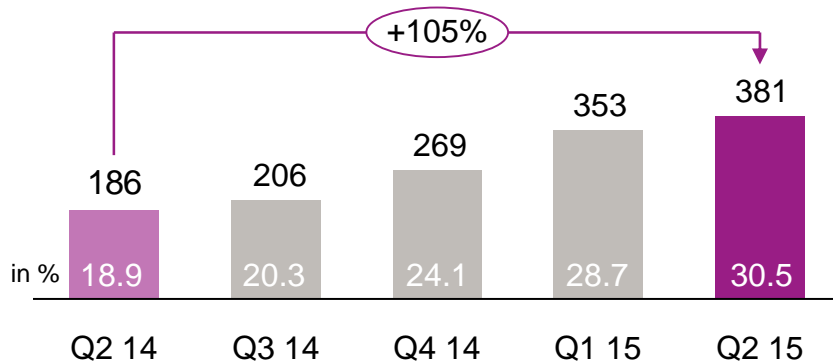
Sales (in € m)



Q2 15 vs. Q2 14

Volume	Price
0% →	+18% ↗
FX	Other
+10% ↗	-1% ↘

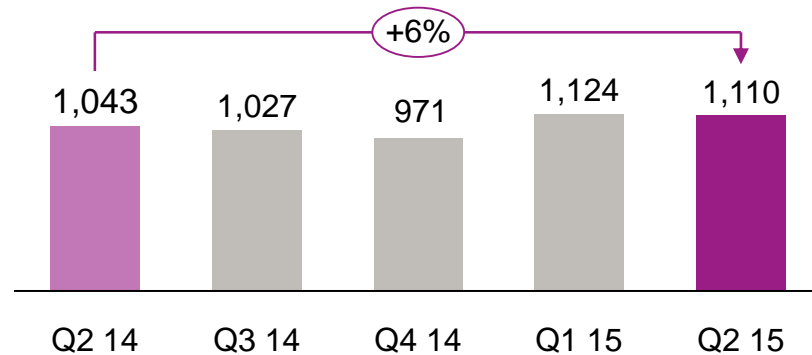
Adj. EBITDA (in € m) / margin (in %)







# Resource Efficiency

## Strong volume growth and high margin

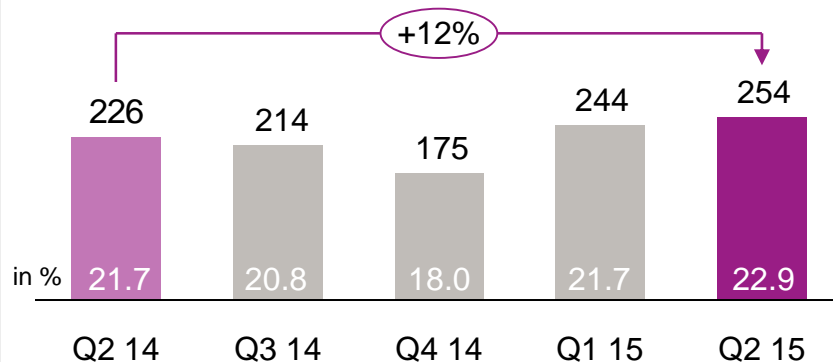
Sales (in € m)



Q2 15 vs. Q2 14

Volume	Price
+4% 	0% 
FX	Other
+5% 	-2% 

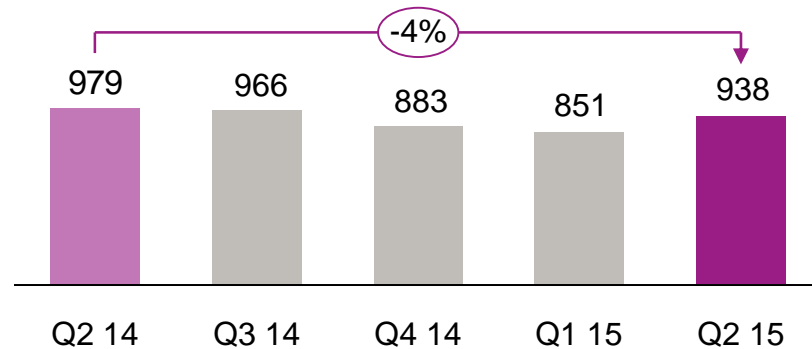
Adj. EBITDA (in € m) / margin (in %)







# Performance Materials

## Slowly recovering from low levels

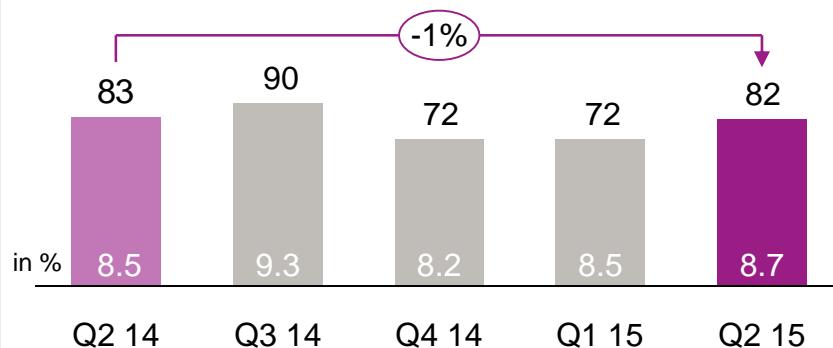
Sales (in € m)



Q2 15 vs. Q2 14

Volume	Price
+4% 	-13% 
FX	Other
+5% 	0% 

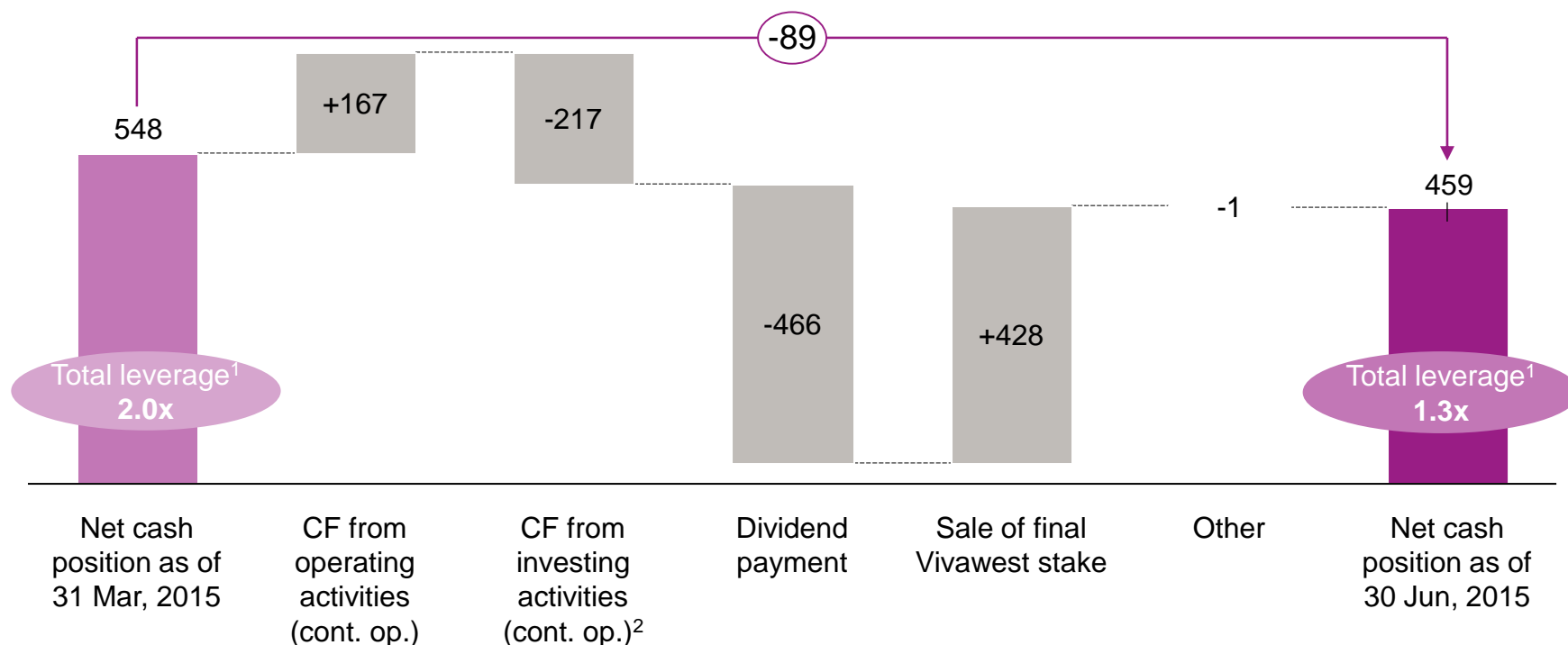
Adj. EBITDA (in € m) / margin (in %)



# Net financial position

Total leverage declined due to lower pension deficit

Development of net financial position (in € m)



<sup>1</sup> Total leverage defined as (net financial debt + unfunded pensions obligations) / adj. EBITDA LTM

<sup>2</sup> Cash outflow for investment in intangible assets, PP&E and shareholdings, not including cash in- and outflows related to divestments and securities

# Financial Year 2015

Outlook raised  
on the back of strong earnings momentum



## Outlook FY 2015:

Sales: ~ **€13.5 bn**

Adj. EBITDA: **around €2.4 bn**

FY 2014:  
Sales: €12.9 bn; Adj. EBITDA: €1,882 m

**Growth investments**

**Efficiency measures**

**Operational performance**

**Outlook as of Q1 2015:**

**Slightly higher sales**

**Adj. EBITDA: at least €2.2 bn**

Positive FX impact on sales and adj. EBITDA included in outlook (assumption: US\$1.13)

Effects from lower raw material prices should largely balance out on Group level



## Additional indications for 2015

- EUR/USD sensitivity<sup>1</sup>                      +/-1 USD cent = -/+ ~€5 m adj. EBITDA (FY basis)
- Adj. EBITDA Services                      **Slightly below 2014** (*previously: “stable”; 2014: €151 m*)
- Adj. EBITDA Corporate/Other  
negative than in                      **More negative than -€300 m** (*previously: “slightly more 2014”; 2014: -€277 m*)
- Adj. D&A                                      ~ **-€700 m** (*unchanged; 2014: -€626 m*)
- Adj. net financial result<sup>2</sup>                      **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 €500 m** (*previously: “net cash position end of 2015”; 2014: €400 m net cash*)

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

<sup>2</sup> Guidance for “Adj. net financial result” (new definition incl. “Adj. interest income/expense” and “Other financial income/expense”)



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# Financial policy

Evonik as reliable partner for investors & banks



## Financial Policy

**Total  
Leverage  
Ratio  $\leq 2.5x^1$**

**Robust  
funding level  
of DBO<sup>2</sup>**

**Solid  
investment  
grade rating**

**Evonik aims to remain a reliable partner for both its investors and banks**

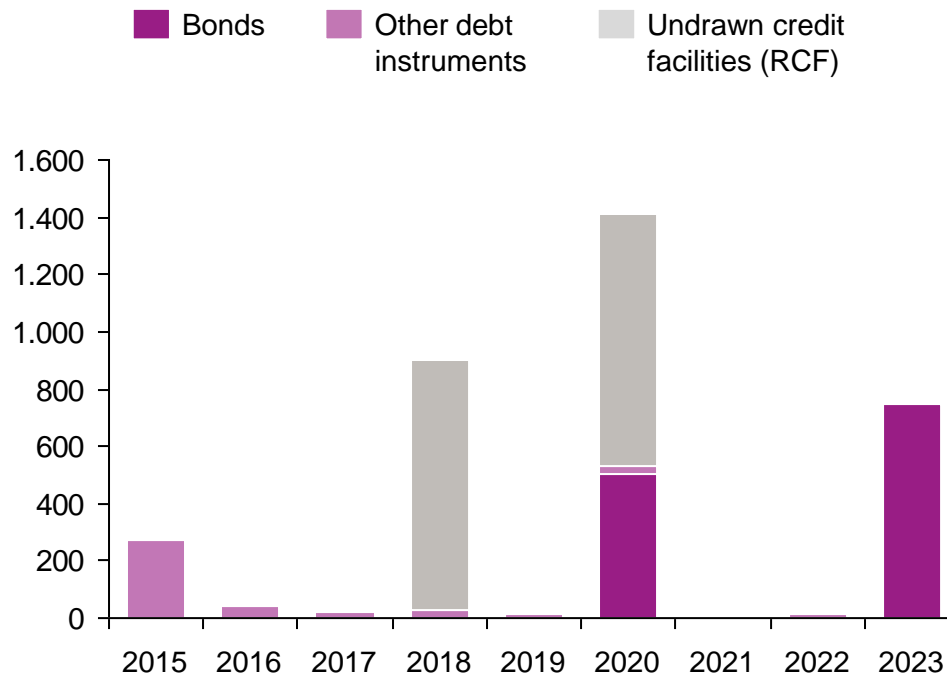
<sup>1</sup> Total leverage defined as (net financial debt + unfunded pension obligations) / adj. EBITDA LTM

<sup>2</sup> Defined benefit obligations

# Balanced maturity profile

## No major maturities until 2020

Maturity profile (in € m)



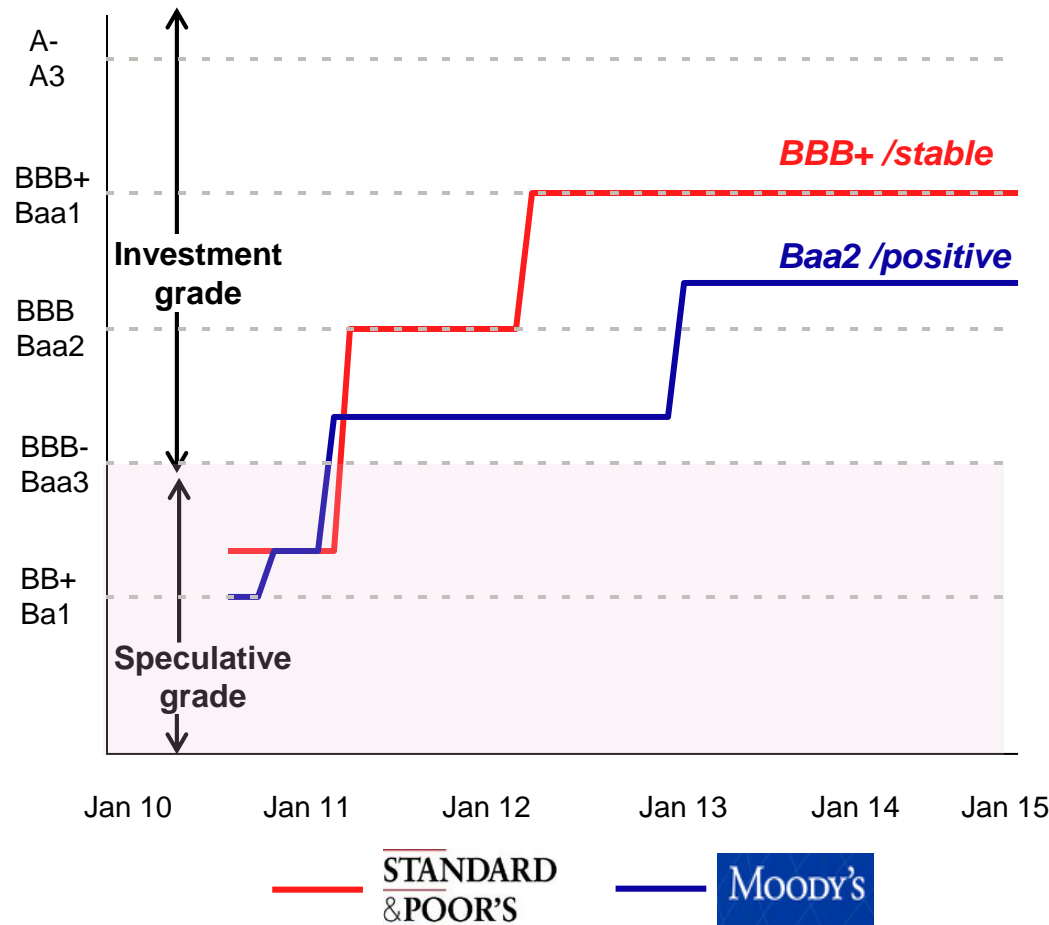
- Maturity of syndicated revolving credit facility (RCF) extended by one year to 2018/20 (€875 m each)
- Repayment of €750 m 7% bond (2009/14) in October 2014
- Issuance of new €750 m 1% bond in January 2015 (8yrs to 2023); achieved lowest ever 8-year spread and coupon for a BBB (+/-/flat) rated corporate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

# Rating history

Positioned in upper range of BBB



## Rating development

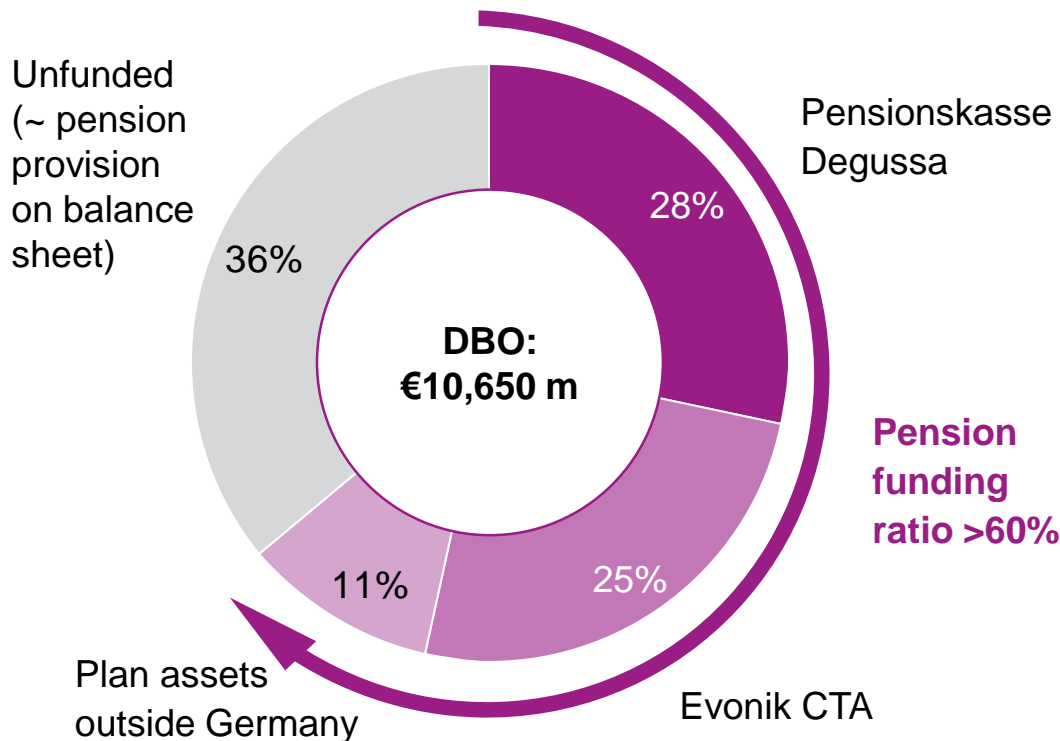


- S&P's rating BBB+ with stable outlook since May 2012
- Moody's rating Baa2 with positive outlook since March 2014
- Impressive rating dynamic thanks to focus on specialty chemicals and clear financial policy
- Maintaining a solid, long-term investment grade rating is an integral part of our financial policy

# Pensions

## Pension obligations well financed

### Pension funding overview as of Dec 31, 2014



- Pensions very long-term, patient debt with no funding obligations in Germany
- Pension funding gap increased during 2014 due to lower discount rate (year-end 2014: 2.5% vs year-end 2013: 3.75%)
- 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 2012-2015)
- Corresponding deferred tax assets of about €1 bn

# Pensions

## Breakdown 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 defined benefit plans	-401	-404	p. 220
Benefits paid from plan assets		+168	+163	p. 221
Contribution to plan assets (excl. CTA)		-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 analysis<sup>1</sup>:**  
**Increase (decrease) in**  
**discount rate**  
**by 100 bp in year x**

## Impact 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)

## Impact in year x+1

- **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

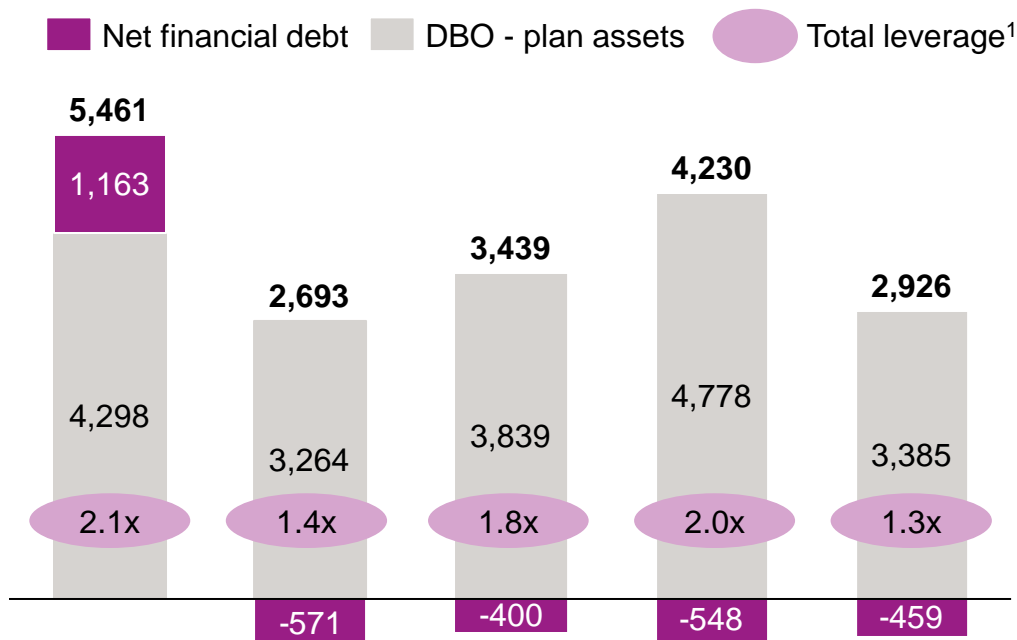
<sup>1</sup> Excluding any effects from potential actuarial changes

# Pensions

Decrease in pension obligations due to increased discount rate in Q2 2015



## Net debt development (in € m)



- Majority of debt consists of long-dated pension obligations; average life of DBO exceeds 15 years
- Decrease of unfunded pension obligations in Q2 by about €1.4 bn due to higher discount rate (from 1.75% to 2.75%)
- Total leverage remains comfortably below targeted ceiling of 2.5x

2012      2013      2014      Q1 2015      Q2 2015

3.78

3.84

2.65

Evonik Group global discount rate<sup>2</sup>

3.75

3.75

2.50

1.75

2.75

Evonik discount rate for Germany

<sup>1</sup> Total leverage defined as (net financial debt + unfunded pensions obligations) / adj. EBITDA LTM

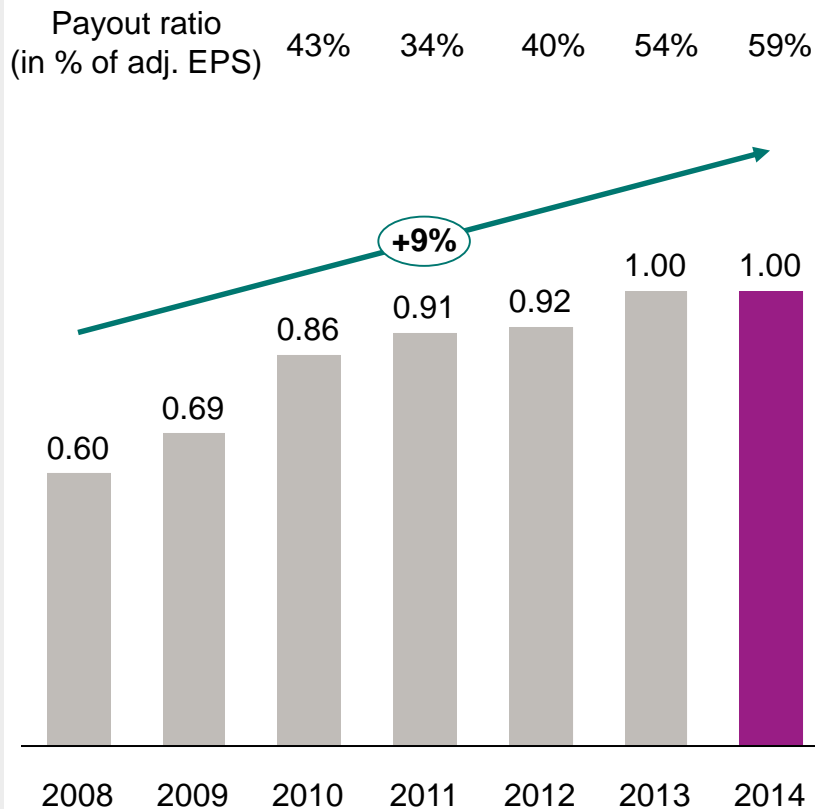
<sup>2</sup> Calculated annually

# Dividend policy

## Reliability and attractive returns



### Dividend history (in €)



### Dividend policy

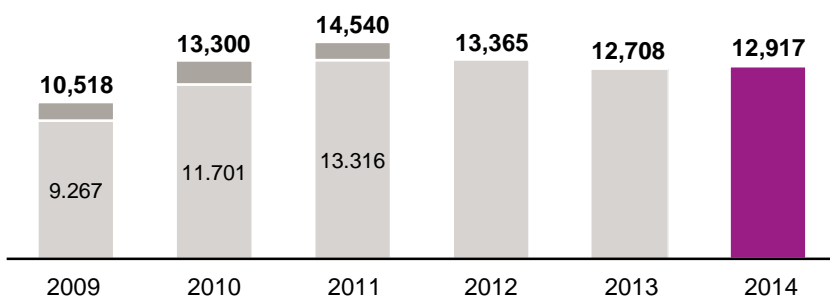
Two components of Evonik's dividend policy:

- 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 (already pre-listing)
  - Dividend for 2014 of 1.00 €; stable dividend despite lower adj. net income

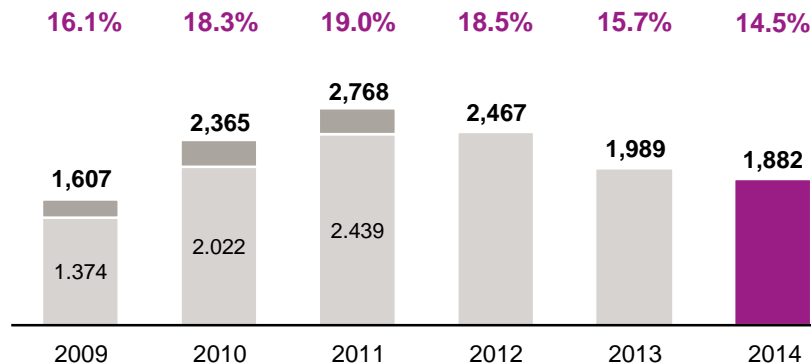
# Strong financial track record

## Sales (in € m)

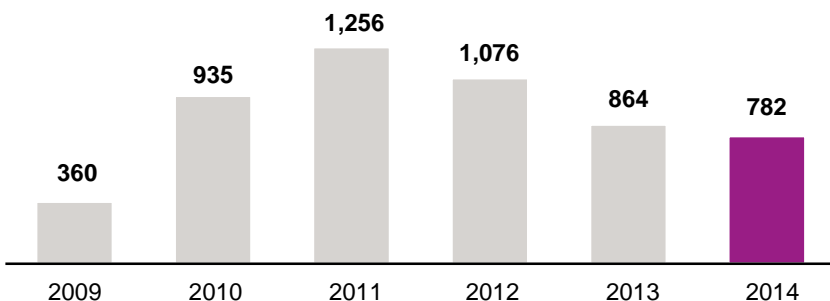
Carbon Black/Real Estate



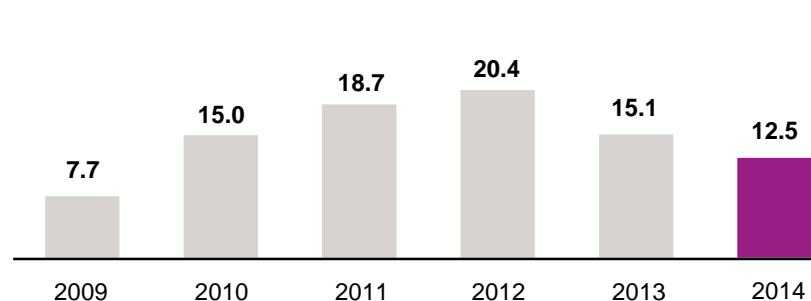
## Adj. EBITDA (in € m) / margin<sup>1</sup>



## Adj. net income (in € m)



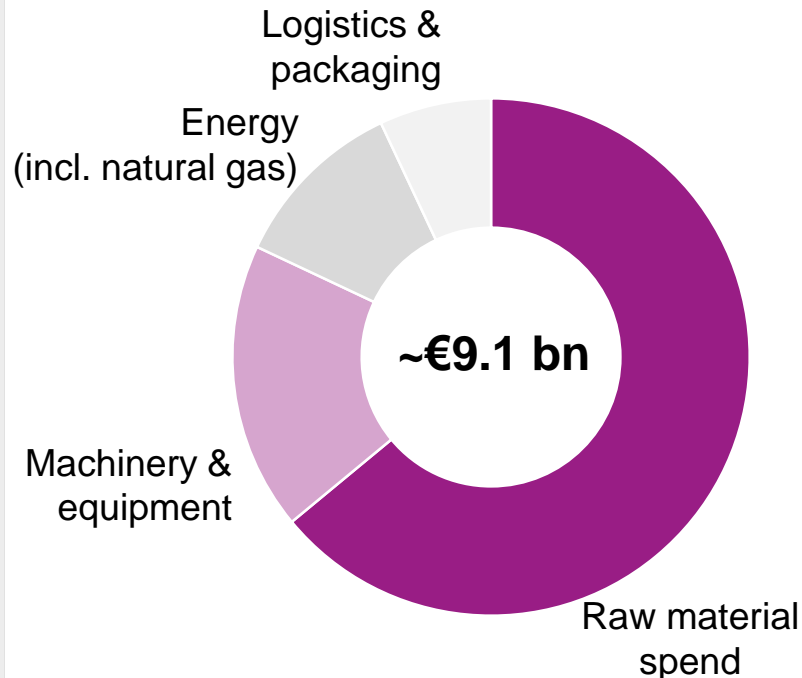
## ROCE (in %)



<sup>1</sup> Excluding Carbon Black

# Raw material split

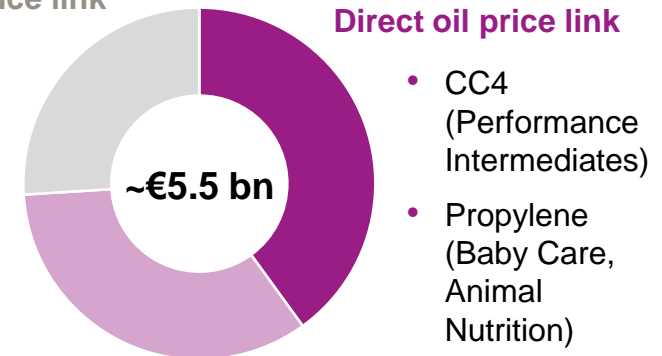
## Total procurement volume 2014 (in € m)



## Oil price link of raw material spend<sup>1</sup> (examples)

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

### No oil price link



### Indirect oil price link

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

<sup>1</sup> Raw material spend ~60% of total procurement volume in 2014  
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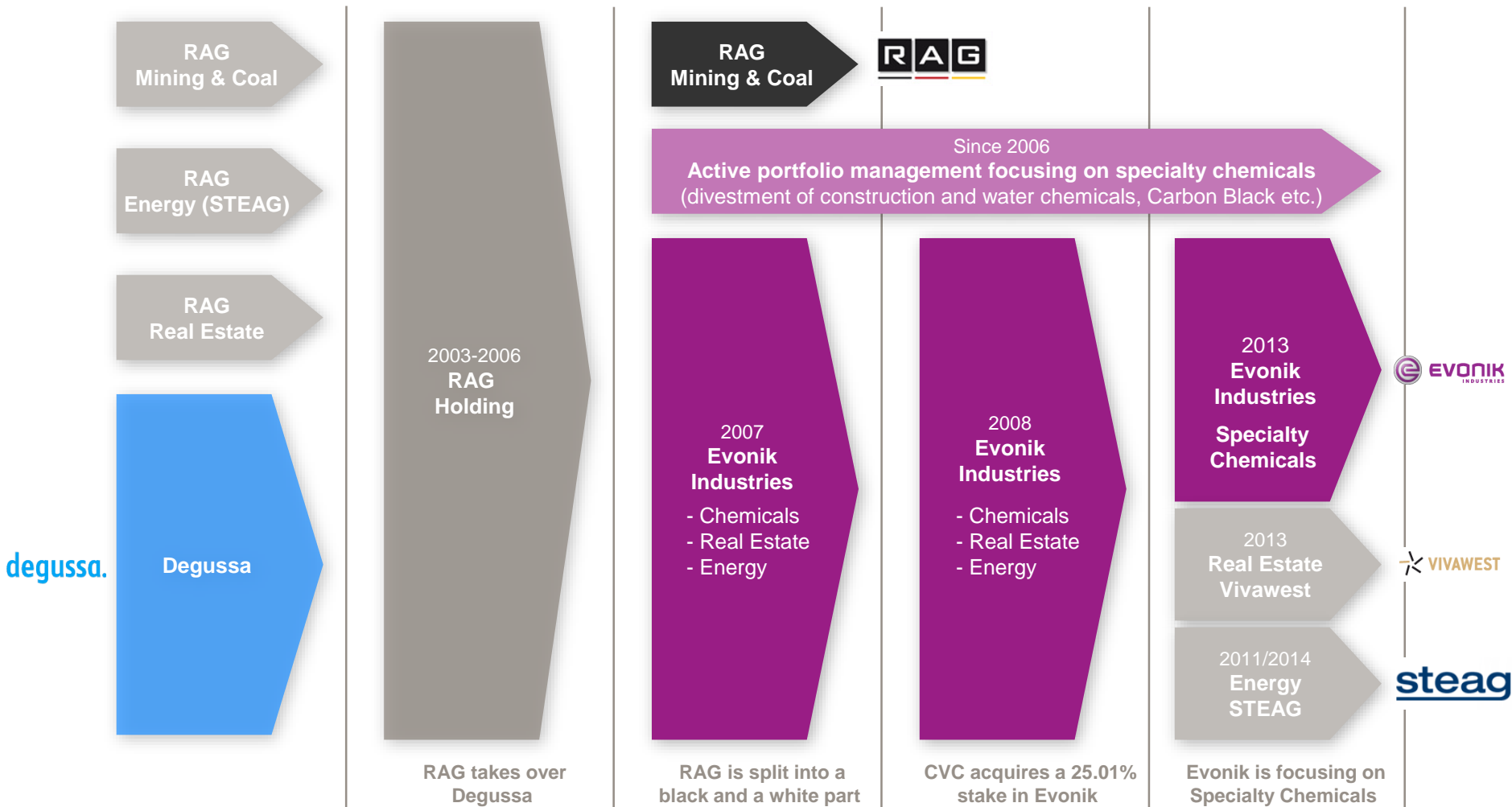
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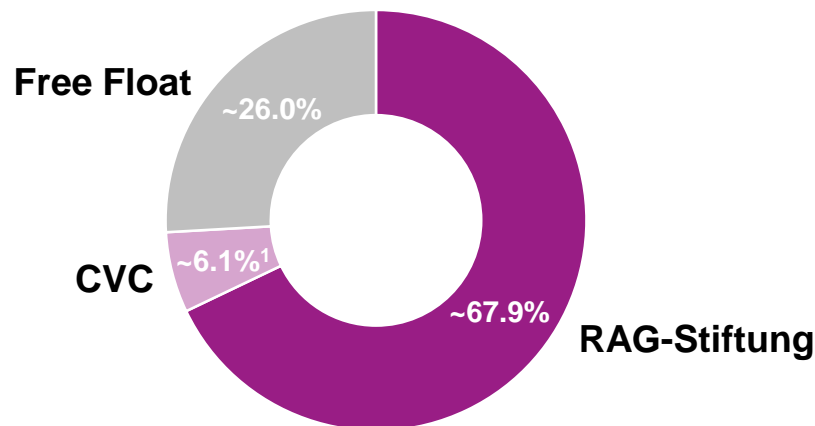
# Company history

More than 150 years of experience in chemicals



### 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 (originally 25%)



### 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)
- CVC sold 11.8% of shares in three tranches between March and July 2015
- **Free Float market cap > €4 billion**
- Average **daily trading volume > €10 million** per day (>700 k shares)

<sup>1</sup> Shares held by Gabriel Acquisitions GmbH, an indirect subsidiary of funds advised by CVC



# Management compensation (as of 2014)

Value creation focus anchored in management incentivization system at Board level



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


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# Specialty Chemicals segments

## New segment structure from January 2015

Segments	Nutrition & Care 		Resource Efficiency 		Performance Materials 	
	KPI's		KPI's		KPI's	
	Sales: €4,075 m Adj. EBITDA: €847 m Adj. EBITDA margin: 20.8%		Sales: €4,040 m Adj. EBITDA: €836 m Adj. EBITDA margin: 20.7%		Sales: €3,827 m Adj. EBITDA: €325 m Adj. EBITDA margin: 8.5%	
Business Lines	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%)			

Financials for FY 2014, restated to reflect new segment structure from Jan 1<sup>st</sup>, 2015

# Nutrition & Care

## Business Line overview (1/2)

Key products  
Main Applications  
Market position<sup>1</sup>  
Main competitors

### 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

<sup>1</sup> Company estimates for relevant markets based on multiple research reports

# Nutrition & Care

## Business Line overview (2/2)

Key products  
Main Applications  
Market position<sup>1</sup>  
Main competitors

### Health Care



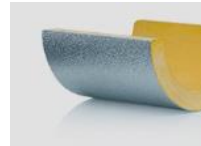
- Active pharma ingredients
- Pharma grade amino acids
- Pharmaceutical coatings

- 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

<sup>1</sup> Company estimates for relevant markets based on multiple research reports

# Resource Efficiency

## Business Line overview (1/3)

Key products  
Main Applications  
Market position<sup>1</sup>  
Main competitors

### Silica



- Precipitated silica
- Fumed silica
- 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

<sup>1</sup> Company estimates for relevant markets based on multiple research reports

# Resource Efficiency

## Business Line overview (2/3)

Key products  
Main Applications  
Market position<sup>1</sup>  
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

<sup>1</sup> Company estimates for relevant markets based on multiple research reports

# Resource Efficiency

## Business Line overview (3/3)

Key  
products

### Silanes



- Chlorosilanes
- Organofunctional silanes
- Rubber silanes

Main  
Applications

- Fumed silica
- Optical fibres
- Adhesive & sealants
- Building protection

Market  
position<sup>1</sup>

- # 1 in chlorosilanes
- # 1 in organofunctional and rubber silanes

Main  
competitors

- 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

<sup>1</sup> Company estimates for relevant markets based on multiple research reports



# Performance Materials

## Business Line overview (1/2)

Key products  
Main Applications  
Market position<sup>1</sup>  
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

<sup>1</sup> Company estimates for relevant markets based on multiple research reports

# Performance Materials

## Business Line overview (2/2)

Key products  
Main Applications  
Market position<sup>1</sup>  
Main competitors

### Agrochemicals



- Triacetoneamine
- Crosslinkers
- Precursors of glyphosates

- Polymer additives
- Optical brighteners
- Photovoltaic
- Agro chemicals

- n.a.

- Lanxess
- Weylchem

### Functional Solutions



- Alkoxides  
(e.g. sodium methyllate)

- 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

<sup>1</sup> Company estimates for relevant markets based on multiple research reports

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# Upcoming IR events

## Roadshows

- 10 September, 2015: Milan
- 6 November, 2015: London

## Conference participations

- 17 September, 2015: UBS Best of Germany Conference, New York
- 18 September, 2015: Credit Suisse Basic Materials Conference, New York
- 24 September, 2015: Baader Investment Conference, Munich
- 9 & 10 November, 2015: Morgan Stanley Global Chemicals Conference, Boston

## Next reporting dates

- 4 November, 2015: Q3 2015 reporting
- 3 March, 2016: Q4 2015 reporting

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

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