

WACKER Virtual CMD Series: BIOSOLUTIONS and R&D

Wacker Chemie AG, June 24, 2021

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Agenda for Today

Agenda

10:00 - 11:00 AM CEST

R&D / BIOSOLUTIONS

Our Speakers



Christian Hartel CEO



Tobias Ohler CFO



Susanne Leonhartsberger President BIOSOLUTIONS



Christoph Kowitz Head of R&D

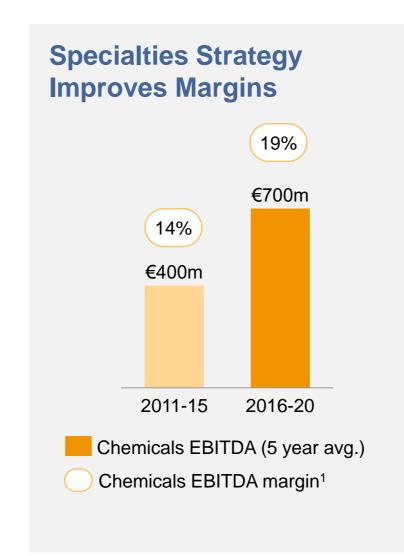
WACKER: Virtual CMD Series Roadmap

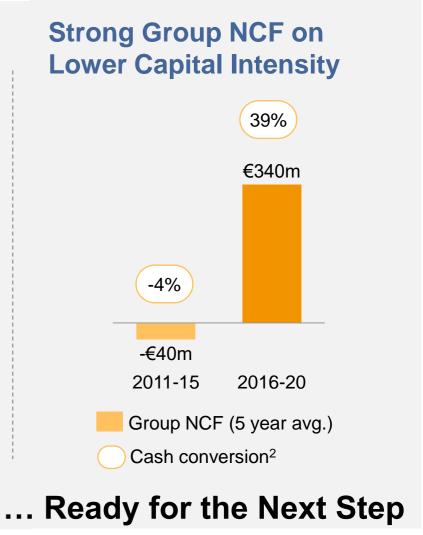
June 2020 WACKER Strategy Update - Delivering on our 5 Targets Dec 2020 SILICONES & POLYMERS - Specialties Growth & Performance Based Substitution **Today** BIOSOLUTIONS and R&D - Accelerated Growth with Cutting-Edge Technologies Q4 2021 ESG & POLYSILICON - Leading CO₂ Abatement Technologies Q1 2022 WACKER Strategy Update - Entering a New Phase with New Group Targets & Ambitions

Solid Track Record on Achieving Our 5 Targets...

5 Targets

- CapEx Extend Leverage
 Phase
- Grow Above Chemical
 Production
- Focus Strongly on
 Sustainability
- Sustain Attractive Margins
 Over the Cycle
- 5. Generate Cash





1) Chemicals = SILICONES, POLYMERS and BIOSOLUTIONS 2) Cash conversion = Net cash flow / Group EBITDA



Trading Update For Q2 2021 WACKER Expects Sales of ~€1.5bn with an EBITDA of €300-350m

SILICONES

- Strong demand for specialties across diversified industries
- Continued specialties growth supported by mid- and downstream investments

BIOSOLUTIONS

 BioPharma continues strong, but significant ramp and integration costs in Q2 following Amsterdam expansion & acquisition of pDNA specialist in the US

POLYMERS

- Continued demand growth in DPP¹ and adhesives
- Price increases and surcharges to address unprecedented rise in raw material costs

POLYSILICON

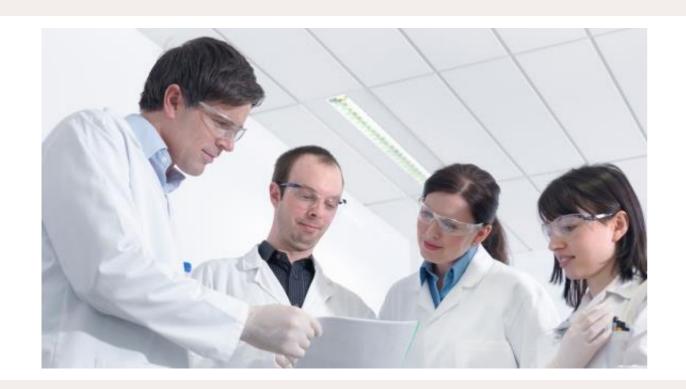
- Strong solar volumes, lean inventory levels and increasingly higher prices
- Strong demand from semiconductors

1) DPP = Dispersible Polymer Powders





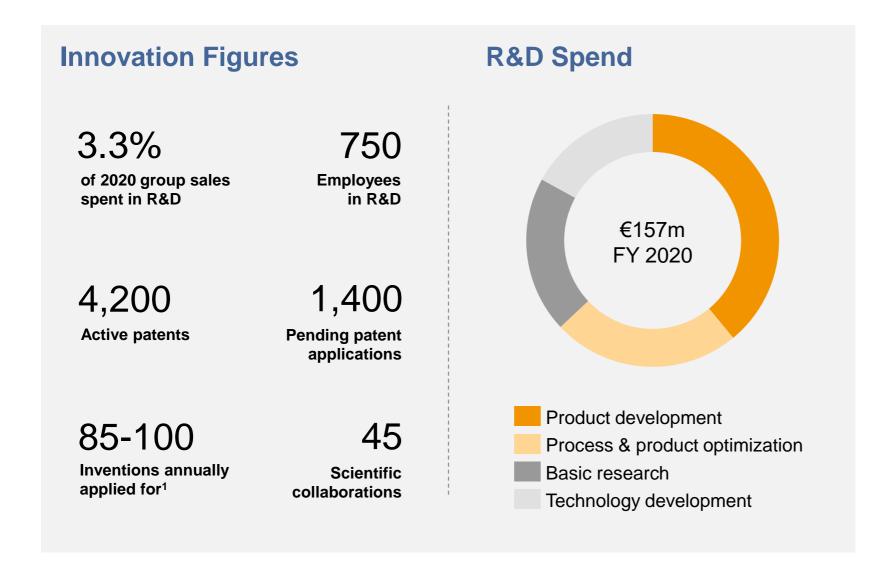






_WACKER R&D Christoph Kowitz

Innovation is Key to WACKER's Business Strategy



Strong Market Presence & Technology Development in the Regions

- Globally: 23 Technical Centers and R&D Centers
- Germany: Consortium for Electrochemical Industry
- India: Consumer Care & Textiles
- Korea: Center of Electronics Excellence
- Shanghai: Competence Center for Cement & Concrete
- US: Silicones R&D Center

1) Over the last 5 years



Innovation Focused Across Three Pillars Driving Growth & Sustainability

Applications

 New applications with existing technologies



Optical Bonding

Products

New products for existing & new markets

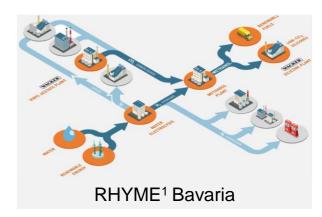


Si Anode Battery



Processes

New processes to increase yields
 & lower emissions





1) RHYME = Renewable Hydrogen and Methanol



Applications Advanced Adhesives Drives Strong Market Growth

Silane-Modified Polymers with Excellent Performance & Substitution Drive

Performance

Excellent adhesion & elasticity for nearly all material combinations

Environment

Unique α-technology enables tin-, plasticizer-, and isocyanate-free systems



GENIOSIL® XB

Fast-Growing Market

\$2.8bn SMP market¹ with >12% CAGR

Each Product Generation

Increases number of addressable markets





1) SMP = Silane Modified Polymer; Source: LP Information Market, Study, April 2020, Global Hybrid Adhesive & Sealant Market Growth 2020 – 2025

Applications Best-in-Class LUMISIL® OCR for Optical Bonding Based on 2K Silicones

Market leader in UV-Curable Optical Clear Resins (OCRs) Through New Standard

Attractive Growth Opportunity

Consumer electronics, autonomous driving, smart buildings

Processability Benchmark

Cross-linkable thermally or with UV light, tailored curing behavior and pot life

Superior Performance

High clarity & no yellowing, best environmental stability

Expanding Applications

Provide solutions for next generation technologies



LUMISIL® UV



IT & Mobile Displays



Large Displays



Products Silicon Containing Materials for Anodes in Lithium-ion Batteries

Materials¹ Currently Being Tested by Cell Manufacturers

Some approaches to incl. silicon in lithium-ion battery anode	Silicon surface area	Availability Producibility Scalability	Potential cycle life	Potential cell expansion
as µm particles from special grades with tailored surfaces	Smaller	More straight forward	Shorter	Larger
in nano-scale embedded in carbon matrix, e.g. from pyrolysis of polymer precursor	Larger	More Complex	Longer	Smaller

Silicon seems to be the "Only Game in Town" to increase the capacity of the anode

Feedback from OEMs and Cell Manufacturers Sets Development Path

- ▶ Higher energy density than status quo
- Cycle life shows encouraging developments
- Added benefit of fast charging under investigation
- WACKER & Nexeon offer different product classes to potential customers
- These product classes are broadly covered by patent applications in important jurisdictions

1) Developed by WACKER & Nexeon



Products First-Ever Silicone Sealants & Dispersible Polymer Powders Based on Renewables

ELASTOSIL® eco Silicone





- Silicone sealant produced via mass balance approach
- Methanol feedstock: sugar beets, straw and grass



VINNECO® Polymer Powder

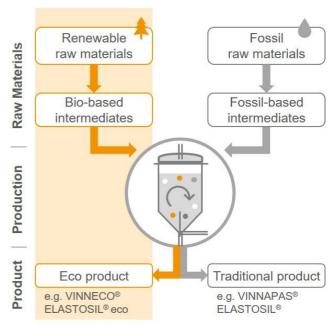




- Suitable for dry-mix mortars for ETICS¹ or waterproofing membranes
- Bio-acetic acid feedstock: wood / hemicellulose



Mass Balance Approach

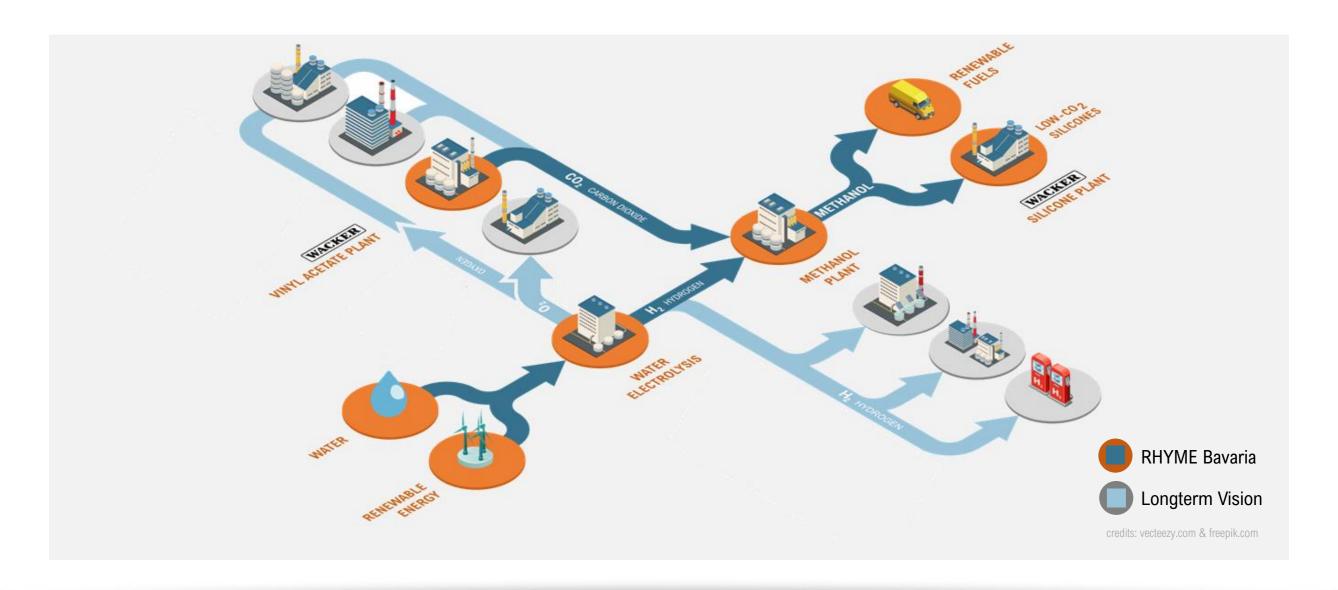


- Performance & processing identical to traditional product
- Progressive increase of renewable raw materials used

1) ETICS: External Thermal Insulation Composite Systems



Process RHYME Bavaria – Renewable Hydrogen and Methanol Bavaria



Process Proprietary ESETEC® *E. coli* Platform for Best-in-Class Rec. Protein Production

WACKER ESETEC® E. coli Strains Platform for Diverse Biopharmaceuticals & Nutraceuticals

Ever-Broadening Applications

Proteins like enzymes, hormones; carbohydrates; amino acids

Focus on Yield & Easy Processing

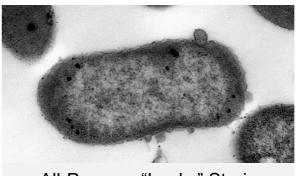
Balancing cell stability, level of expression, folding fidelity, secretion

Fast-Growing Market

Double-digit growth in dynamic pharma market segments

Proprietary ESETEC® Strains

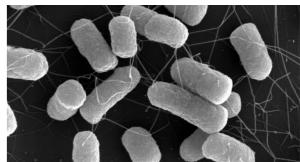
Improvement & evolution for over a decade with broad IP protection



All-Purpose "Leaky" Strain



Focus on Cell Stability



"Controlled Release"



Focus on Secretion









_WACKER BIOSOLUTIONS Susanne Leonhartsberger

BIOSOLUTIONS at a Glance

Accelerated Growth in BioPharma & BioIngredients





BioPharma:

- GMP contract manufacturing of biologics, vaccines, live microbials, mRNA, pDNA
- Efficient & cost saving microbial technologies

BioIngredients:

- Nutraceuticals, Cysteine, Cyclodextrins
- Fermentation technologies with high purity& free of animal products

Focus on Efficiency & Cash in Life Science Chemicals





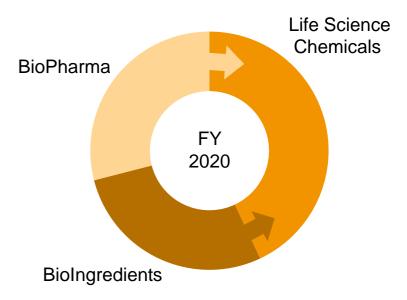
Gum:

Food-grade polyvinyl acetate for gum base

Advanced Intermediates:

 Acetylacetone, organosilanes & fine chemicals

BIOSOLUTIONS Sales



Leveraging technologies for biotechnology-based growth

Ambition: €1bn Sales in BIOSOLUTIONS

Strategy



- Expand BioPharma capacities to support strong growth
- Establish WACKER as a leading mRNA & pDNA CDMO¹
- Grow BioIngredients product portfolio
- Innovation and M&A to accelerate growth
- Generate cash in Life Science Chemicals



1) CDMO= Contract Development and Manufacturing Organization

WACKER's BioIngredients and Nutraceuticals Business

Fermentation-Based Solutions for a Wide Range of Applications to Meet Growing Consumer Trends

Healthy Living Trends

Renewable Raw Materials





Antioxidants

Anti-inflammatory

Fermentation Technologies

Broad Range of Applications



Higher Bioavailability



Optimizing Taste

BioIngredients WACKER is a Leading Supplier of L-Cysteine from Renewable Raw Materials

Broad Range of Applications





- Flavors: savory flavors
- Food: dough softening
- ▶ Supplement: infant nutrition
- Personal care: hair treatment & perms
- Pharma: cough medicine, protein refolding & cell culture media

Sustainable Process





- Fermentation process based on renewable raw materials
- ▶ 96% less HCl consumption¹ than traditional process
- Highest purity

Free of Animal Products





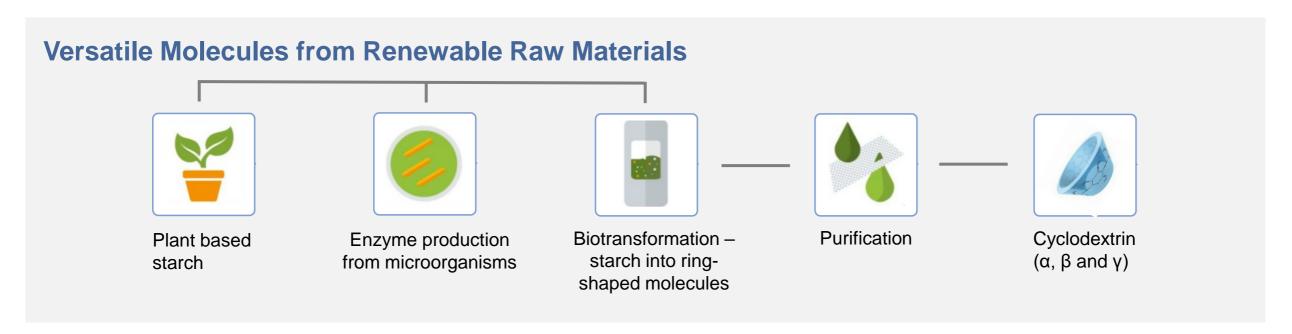


- Vegetarian & vegan
- Kosher & halal
- No allergen labeling required
- Non-GMO

1) HCl = Hydrochloric acid; Source: WACKER Estimate



BioIngredients WACKER is a Leading Supplier of Cyclodextrins Across Many Applications



We Address Consumer Trends by Providing Innovative Solutions

Cyclodextrin Capabilities

- World scale production set-up
- Sole producer of three types of cyclodextrins: 6 glucose units (α), 7 glucose units (β) or 8 glucose units (γ)

Benefits & Effects

- Stabilization: whipping and emulsifying
- Solubilization: improved bioavailability
- Controlled release: protect and carry
- Masking: taste masking

Applications

- Food, dietary supplements
- Pharma, excipients
- Personal care, pet care
- Household and industry



BioIngredients Megatrends Driving Activities for Portfolio Expansion & Innovation

Expanding BioIngredients Portfolio Through Innovation & Emerging Applications

End Markets	Market ¹	Trends & WACKER Solutions
Nutraceuticals	7% p.a. ~€500bn	 Healthy living & heart health trend LDL-cholesterol reduction, enhanced muscle recovery
Functional food & Ingredients	6% p.a. ~€80bn	 Vegan & white label trend Meat analogues, flavor masking & natural ingredients
Dietary supplements	8% p.a. ~€130bn	 Aging population trend Increase bioavailability & improve dispersibility

Sources: 1) Market growth and market size: Statista & WACKER Estimates



BioPharma WACKER is a Leading Microbial CDMO

Cutting-Edge Technologies with a Proven Track Record in a Fast-Growing Market

Fast-Growing Market

Outsourcing on the Rise



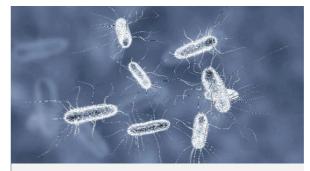
Secretion Technology



Refolding Technology

Strong Track Record

Cutting-Edge Technologies

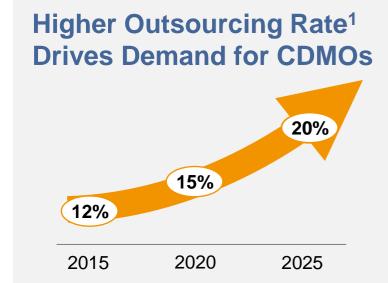


Live Microbial Products



mRNA and pDNA

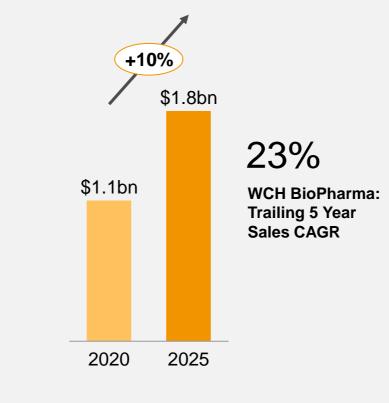
BioPharma Drivers for WACKER CDMO Business



Outsourcing is a tool for Big Pharma and Biotech alike to:

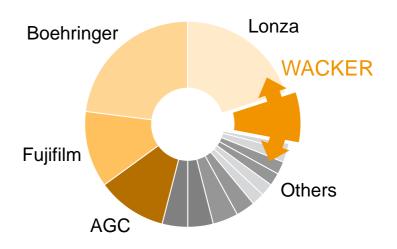
- Leverage advanced production technologies with high expertise
- Reduced risk & operational expenses

Microbial CDMO Market²



 WACKER is committed to meet the industry's growing needs

#5 in a Fragmented Market



- Committed to grow faster than the market by capitalizing on organic & inorganic opportunities
- Leverage our innovative technology, flexibility and global set-up

Source: 1) Frost & Sullivan 2) Biopharmaceutical Contract Manufacturing 2020



BioPharma Full-Service CDMO of Biologics with Cutting-Edge Technologies



Supporting Customers with Leading Microbial Tech, Global Set-Up & Flexible Scale Production

Development

- Cutting-edge patented technologies
- ▶ Flexible and integrated solutions

Manufacturing

- Flexible scale production supporting
 Virtual Biotech to Big Pharma
- Supply from clinical to commercial
- Low COGS & high yields

Track Record

- >1,100 GMP batches released
- >200 projects successfully completed

BioPharma Leading Technologies for the Production of Biopharmaceuticals

ESETEC®

- Unique manufacturing technology, with exceptionally high quality & flexibility
- No cell disruption needed, high yields & lower COGS



LIBATEC®

- Live microorganisms with therapeutic or preventive effects
- Development of scalable & fully closed mono-septic production processes



- Manufacturing without any antibiotics and phage-free plasmid maintenance system
- Reduced COGS with efficient refolding

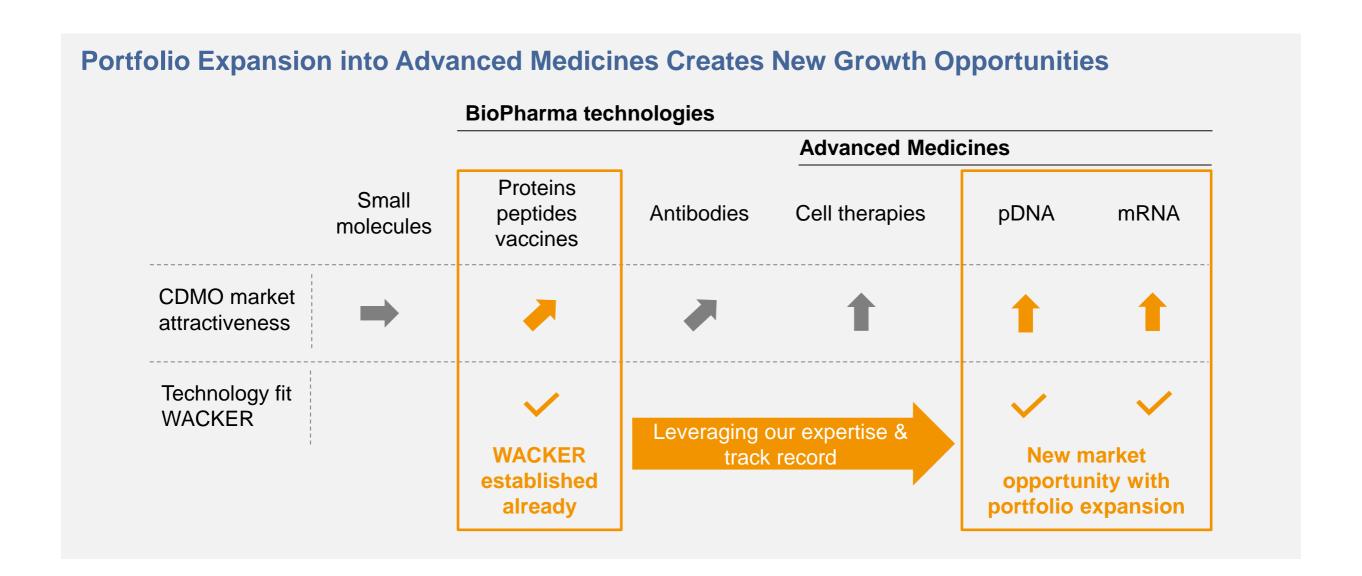


mRNA and pDNA manufacturing platforms

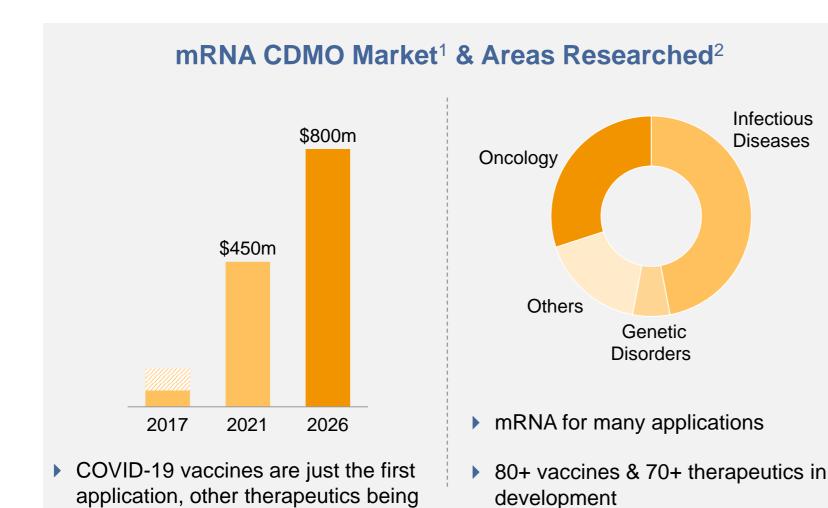
- mRNA brand new production lines, ready to meet growing demand
- Proprietary continuous lysis platform for large-scale manufacturing of pDNA



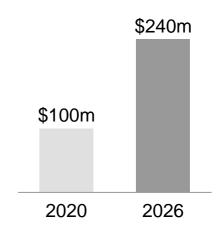
BioPharma Establish WACKER as a Leading mRNA & pDNA CDMO



BioPharma mRNA/pDNA Technologies Enable Advanced Therapies for Multiple Indications



Fast Growing pDNA CDMO Market³



- Recent acquisition provides technology & large scale full GMP manufacturing of pDNA in the US
- pDNA raw material for mRNA and for viral vector production

Source: 1) imarc Study 2020 & WACKER estimates 2) Roots mRNA Study 2020 3) Global Viral Vectors and Plasmid DNA Manufacturing Market Research Report



researched

BioPharma Creating a Leading Player with Strategic Acquisitions & Follow-On Investments

Global Set-Up with Cutting-Edge Technologies

2005	2008	2010	2014	2017	2018-21	2021
Jena: <i>ProThera a</i> cquisition	Jena : New lab & warehouse	Jena: Extension of production	Halle: Scil Proteins acquisition & extension	Halle: Construction & modification	Amsterdam: SynCo acquisition & investment in mRNA	San Diego: Acquisition of Genopis



Jena

- ▶ 350 L line
- ▶ Rec. proteins
- Cell banking
- EMA approved



Halle

- ▶ 1.500 L line
- ▶ Rec. proteins
- EMA & FDA approved



Amsterdam

- > 250 SUB¹ & 1,500 L line
- Live microbial products, proteins, vaccines, mRNA
- ▶ EMA & FDA approved



San Diego

- ▶ 500 L line
- ▶ pDNA
- QC/QA for pDNA on site
- Small scale SUB
- GMP approved

1) SUB = Single Use Bioreactor



BIOSOLUTIONS Strategic Focus & Roadmap

Accelerated Growth in BioPharma & BioIngredients

Unique Technology Platforms

- Cutting-edge technologies & strong scientific background
- Microbial technologies with exceptionally high quality, flexibility & low COGS



Customer Focus

- ▶ Strong global track record: pre-clinical to commercial manufacturing in BioPharma
- Leveraging our know-how, experience & assets to service customer



Commitment to Growth

- Continuous investments in innovation, growth and M&A
- ▶ €1bn Sales in BIOSOLUTIONS with >25% EBITDA by 2030



Q&A Session



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WACKER: Virtual CMD Series Roadmap

June 2020 WACKER Strategy Update - Delivering on our 5 Targets Dec 2020 SILICONES & POLYMERS - Specialties Growth & Performance Based Substitution **Today** BIOSOLUTIONS and R&D - Accelerated Growth with Cutting-Edge Technologies Q4 2021 ESG & POLYSILICON - Leading CO₂ Abatement Technologies Q1 2022 WACKER Strategy Update - Entering a New Phase with New Group Targets & Ambitions

WACKER: Issuer, Contact and Additional Information

Issuer and Contact

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Additional Information



ISIN DE000WCH8881 WKN WCH888

Deutsche Börse WCH

Financial Calendar

08/05/21 Q2 Results 2021

10/28/21 Q3 Results 2021

Q4 2021 Virtual CMD Series: ESG & POLYSILICON

Q1 2022 WACKER Strategy Update: New Group Targets & Ambitions

Publications

