



**WACKER**

# PERFORMANCE AND RELIABILITY

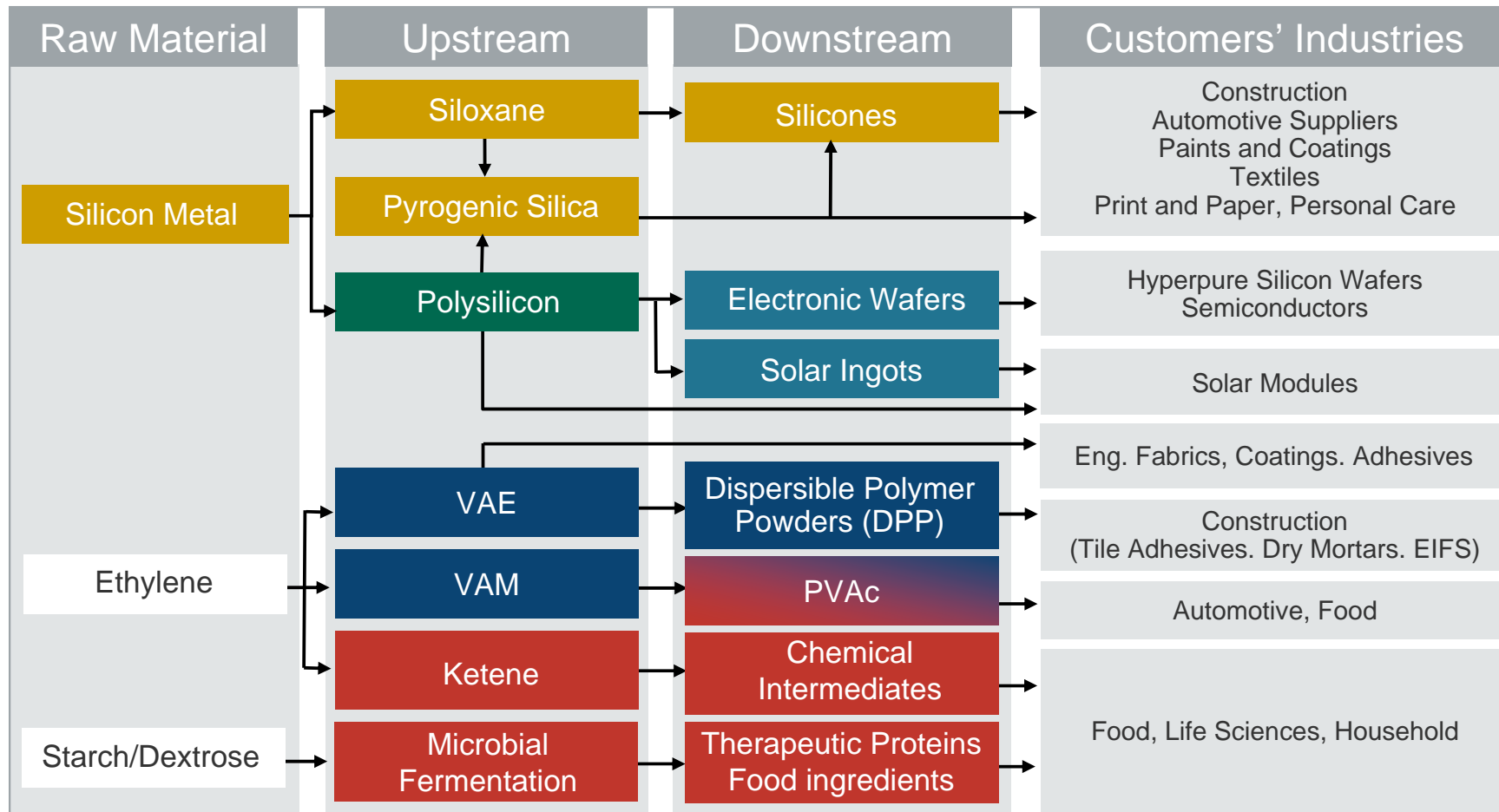
Investor Relations  
September/October 2010

CREATING TOMORROW'S SOLUTIONS

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# WACKER: HIGHLY INTEGRATED OPERATIONS BASED ON THREE KEY RAW MATERIALS



VAM = Vinyl acetate monomer, VAE = Vinyl acetate ethylene, PVAc = Polyvinyl acetate, EIFS = Exterior insulation and finish system

# OUR BUSINESS PORTFOLIO – A FOUNDATION FOR GROWTH

## Siltronic

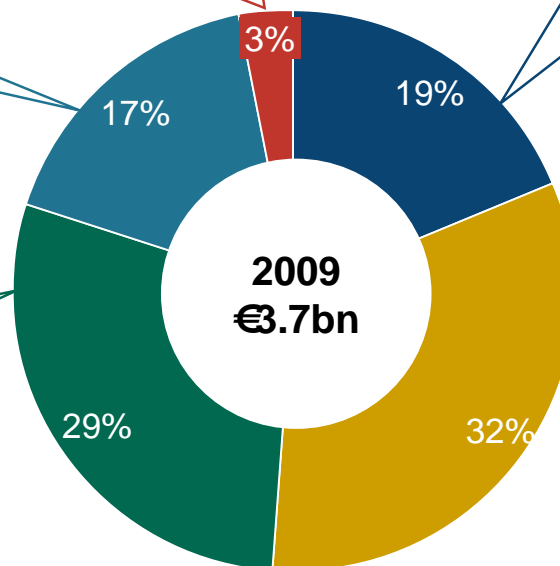
- Strong No. 3
- Technology leader
- Balanced base of customers

## BIOSOLUTIONS

- High potential for future development

## POLYMERS

- No. 1 in dispersible polymer powders
- No. 1 in VAE dispersions
- Global footprint



2009  
€3.7bn

## POLYSILICON

- Cost and quality leader
- Strong No. 2 in capacity
- Impeccable growth record

## SILICONES

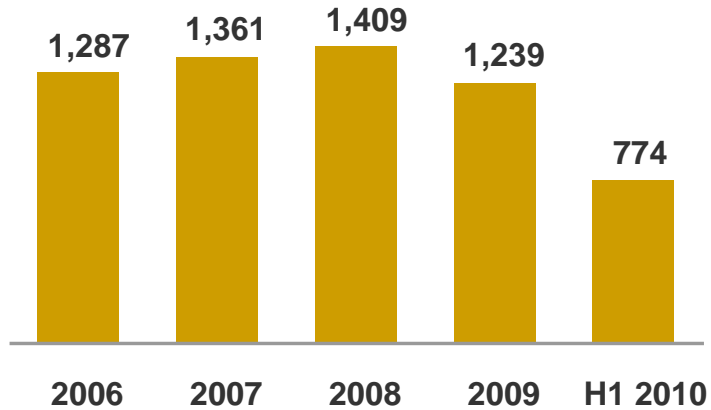
- Strong No. 3
- Commodity base & specialty strength
- High focus on China / Asia

Innovation & Engineering

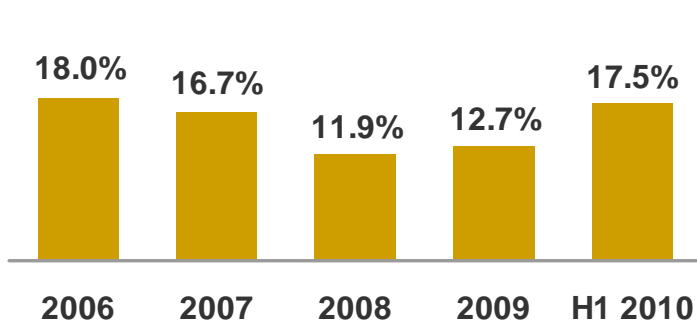
# SILICONES: UNIQUE PROPERTIES SUPPORT GLOBAL MEGATRENDS IN CONSUMER PRODUCTS

## SILICONES Performance

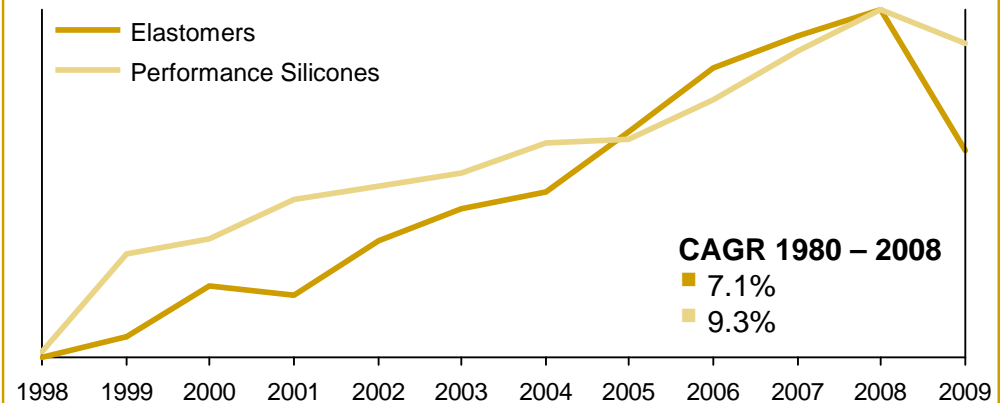
### Sales in €m



### EBITDA Margin



## Solid growth history of SILICONES



## Tailoring of customized solutions



Health & Wellness

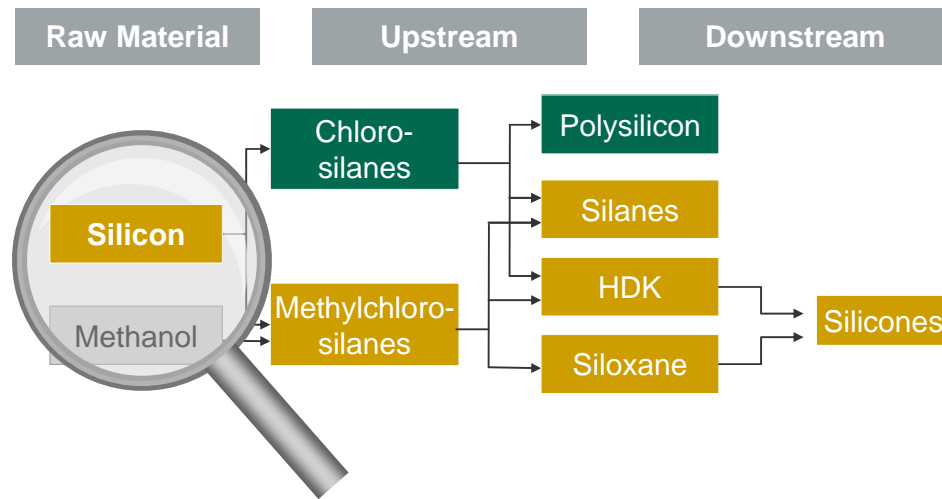


Mobility/Fuel Efficiency

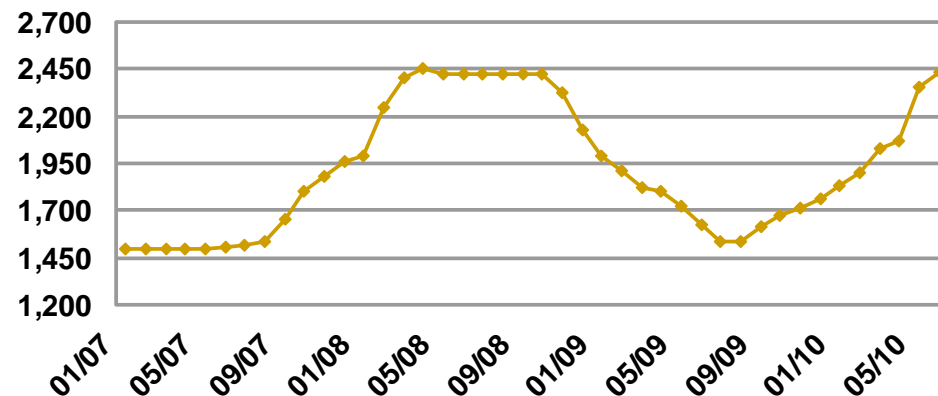


Construction

# ...FURTHER STRENGTHENED BY RAW MATERIAL INTEGRATION FOR SILICONES



Price Development Silicon Metal in € per ton\*



## Site acquisition Holla Metall from Fesil A/S

### Deal coordinates

- Site acquisition for \$~80m (asset deal)
- Closing and cash outflow expected in Q3/2010

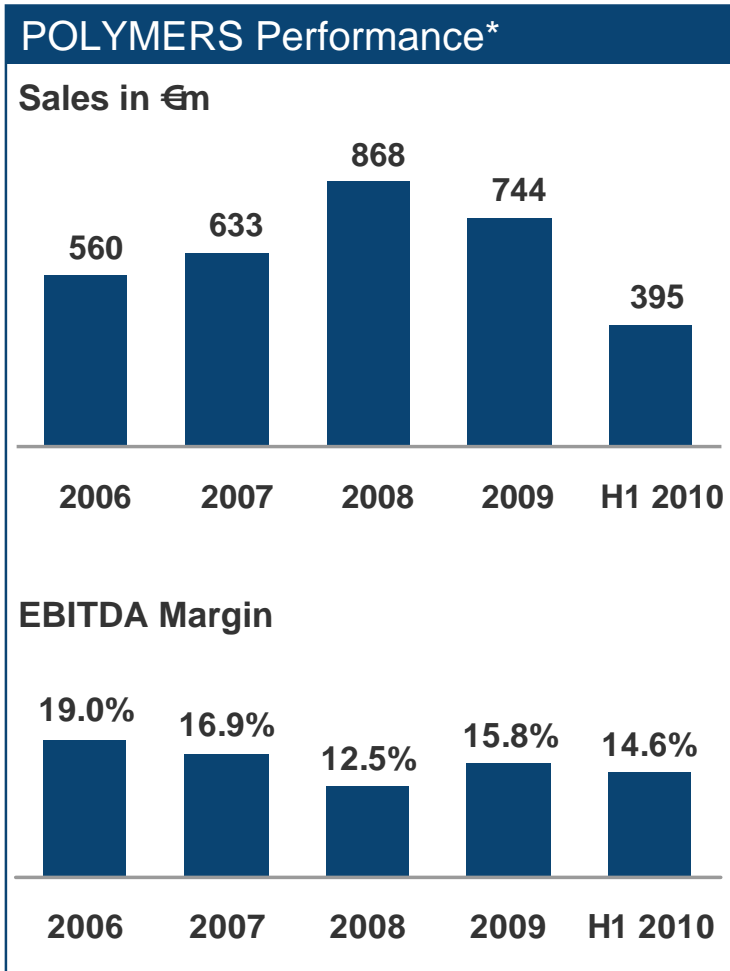
### Rationale

- Backward integration as part of our long-term procurement strategy for silicon metal
- Covers about 1/3 of Wacker Chemie current needs
- Benefits: long-term supply and cost stability



\*Source: CRU Spot Price Silicon Metal Europe free delivered

# POLYMERS: MARKET LEADER IN VAE BASED BINDERS FOR DIVERSE APPLICATIONS



# EXTERIOR INSULATION AND FINISH SYSTEMS REDUCE ENERGY LOSS IN BUILDINGS

## Global Trend: Saving Energy

- Increasing heating costs
- Lack of energy
- Climate change → insulation against heat also necessary
- VINNAPAS® polymer powders: essential component of adhesive mortars

## Heat Loss



## Potential for CO<sub>2</sub> Savings

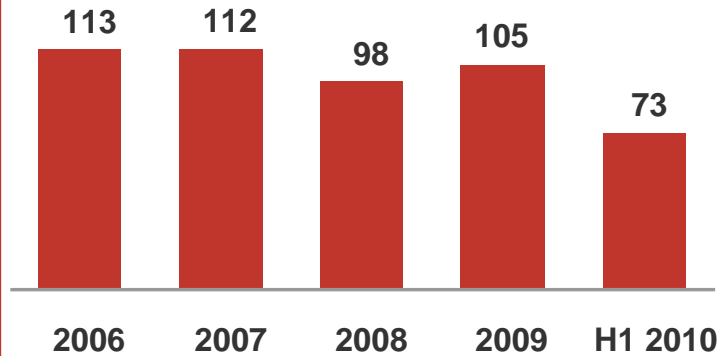
- Germany: only 10 million of 34 million building units are insulated properly
- Thermal insulation of the remaining 24 million building units:
  - ↓ Heating energy by 60%
  - ↓ 80 million metric tons CO<sub>2</sub>

Sources: Market study "Quo Vadis EIFS 2007 – 2012," WACKER  
Heat image: Sto AG

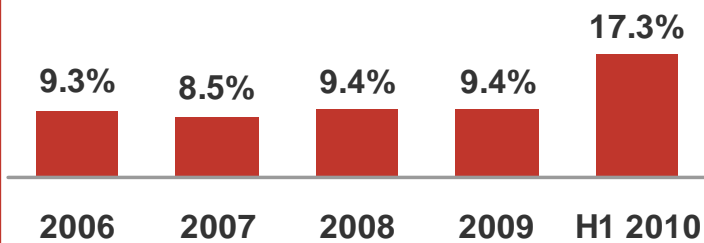
# BIOSOLUTIONS: INGREDIENTS AND SOLUTION PROVIDER FOR THE FOOD AND PHARMA MARKET

## BIOSOLUTIONS Performance

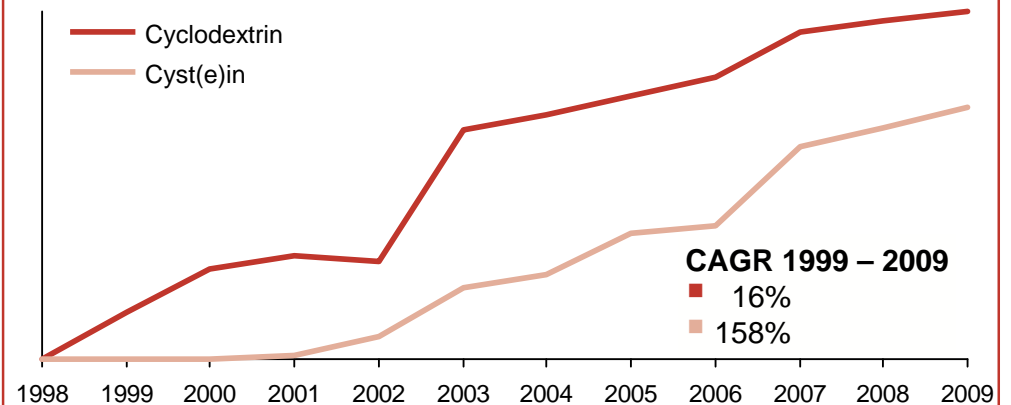
Sales in €m



EBITDA Margin



## Solutions for Nutrition and Pharma



Attractive specialty markets



Nutrition



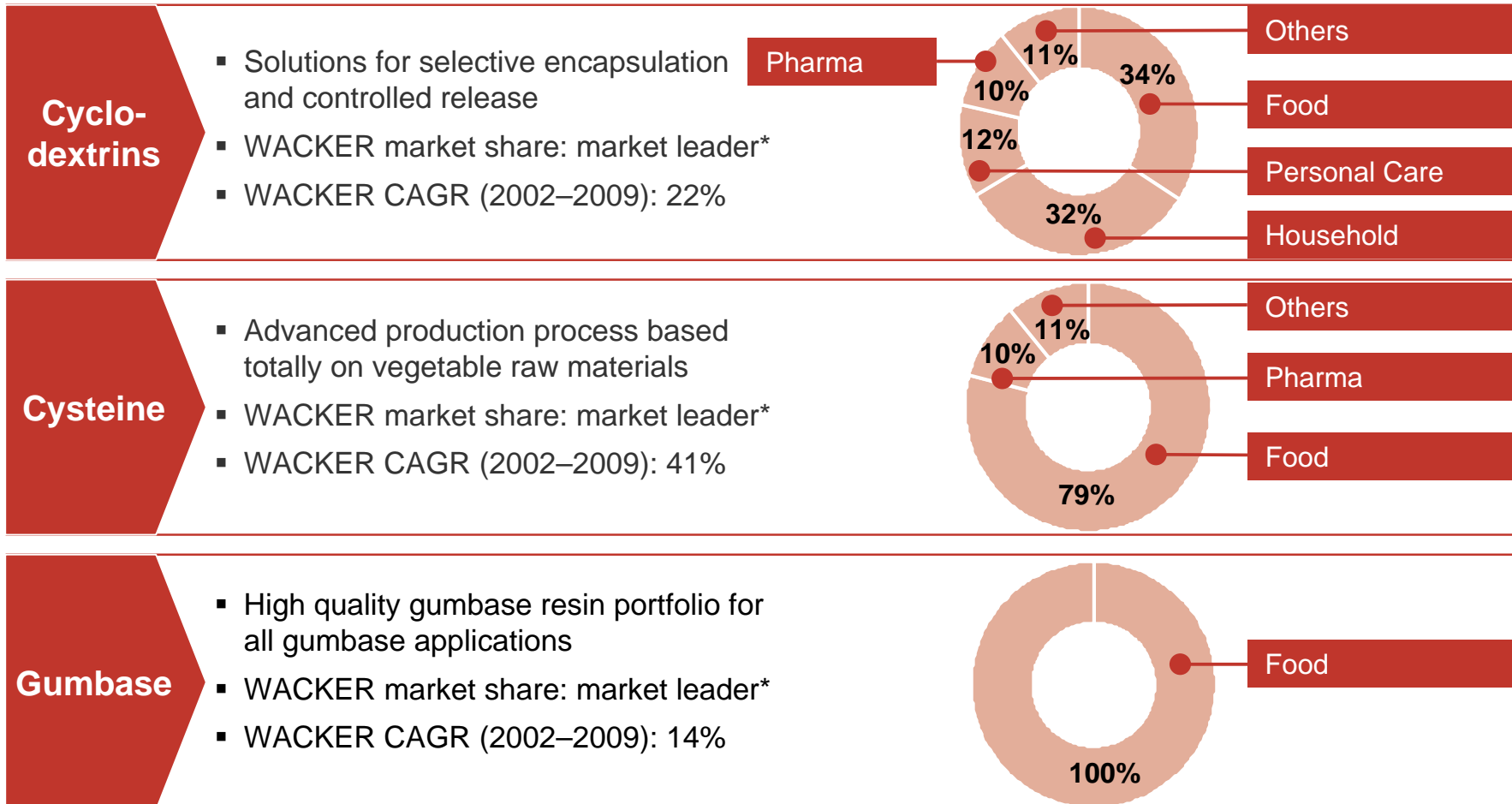
Chewing Gum



Pharma

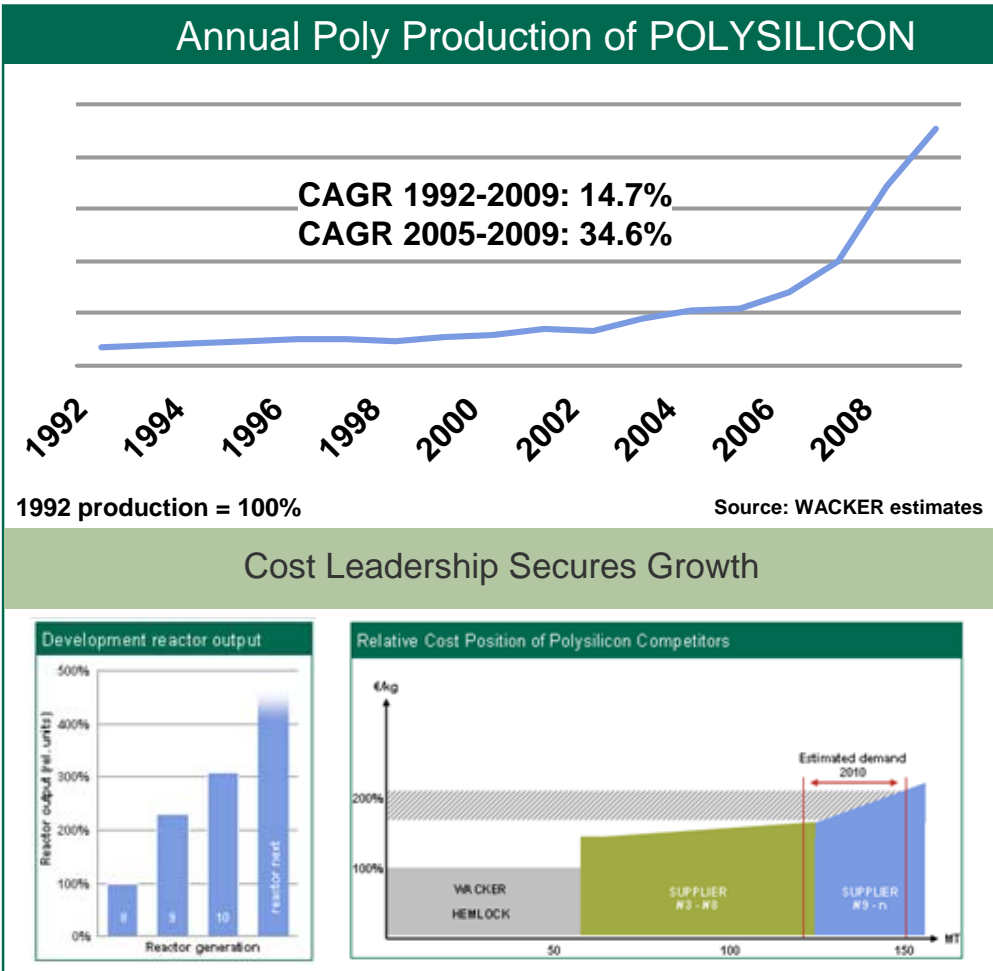
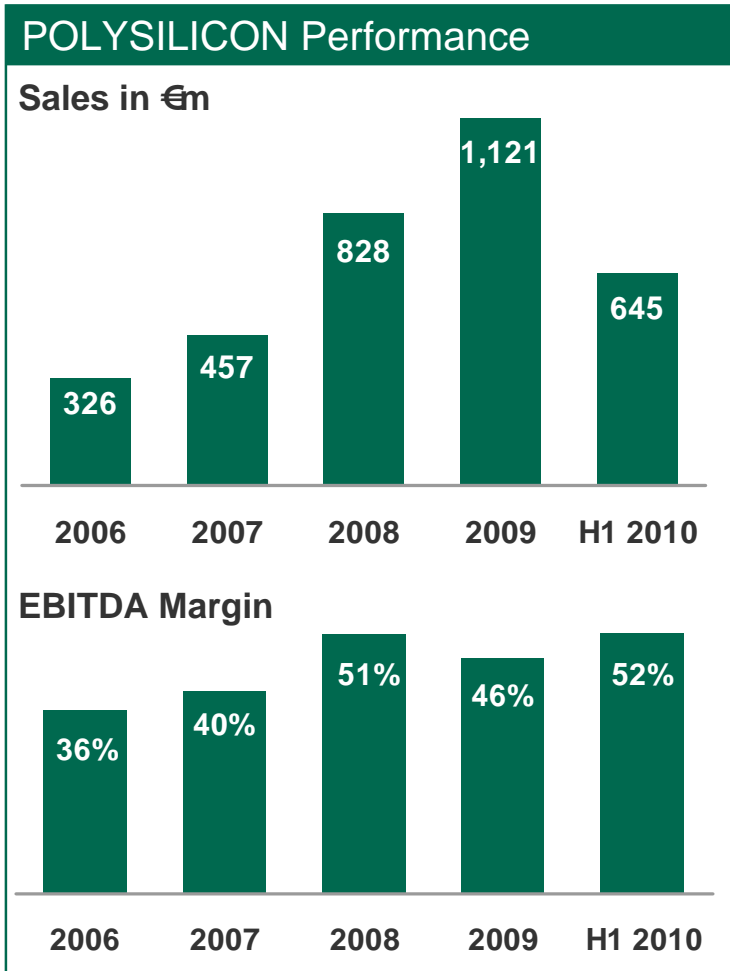
# LEADING POSITIONS IN ATTRACTIVE SPECIALTY MARKETS

## Product Characteristics and Applications



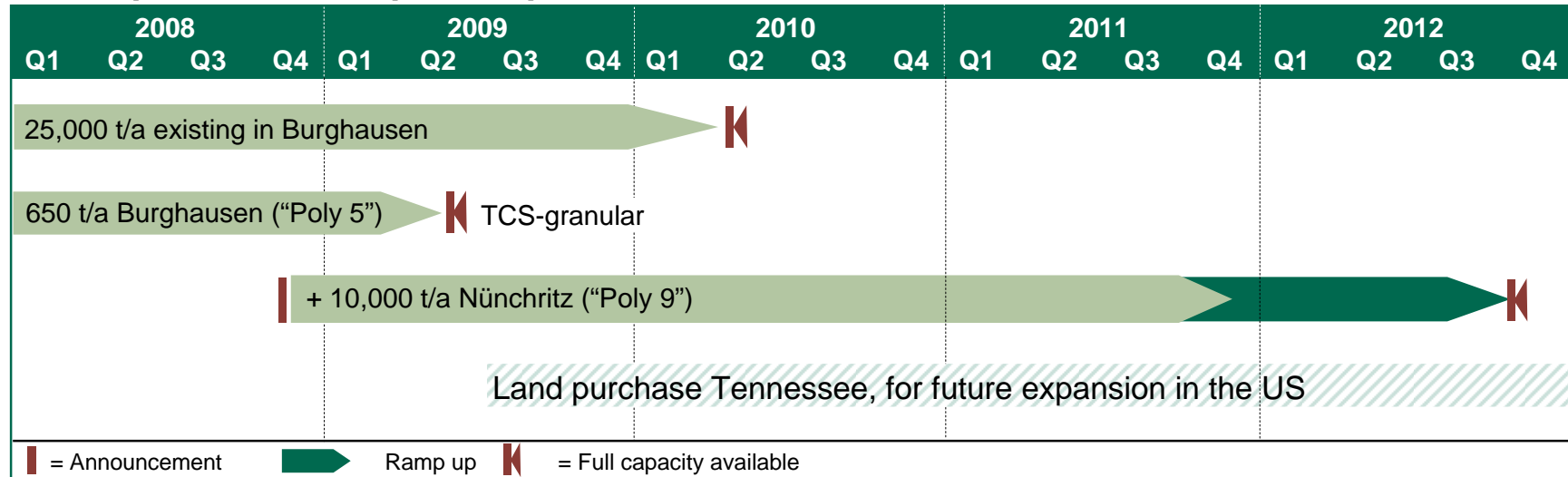
\*Source: WACKER estimates

# POLYSILICON: A RELIABLE PARTNER FOR GROWTH



# 2010 PRODUCTION FORECAST MORE THAN 24KT – LIFTING MORE PRODUCTIVITY POTENTIAL

## Development of nameplate capacities



### Burghausen: Fully ramped



May 2010  
Polysilicon production site

### Nünchritz: Construction progress "Poly 9"



May 2010  
Distillation



May 2010  
Deposition reactor hall

# NÜNCHRITZ PLANT: GOOD PROGRESS ON POLY 9 – PROJECT ON TRACK

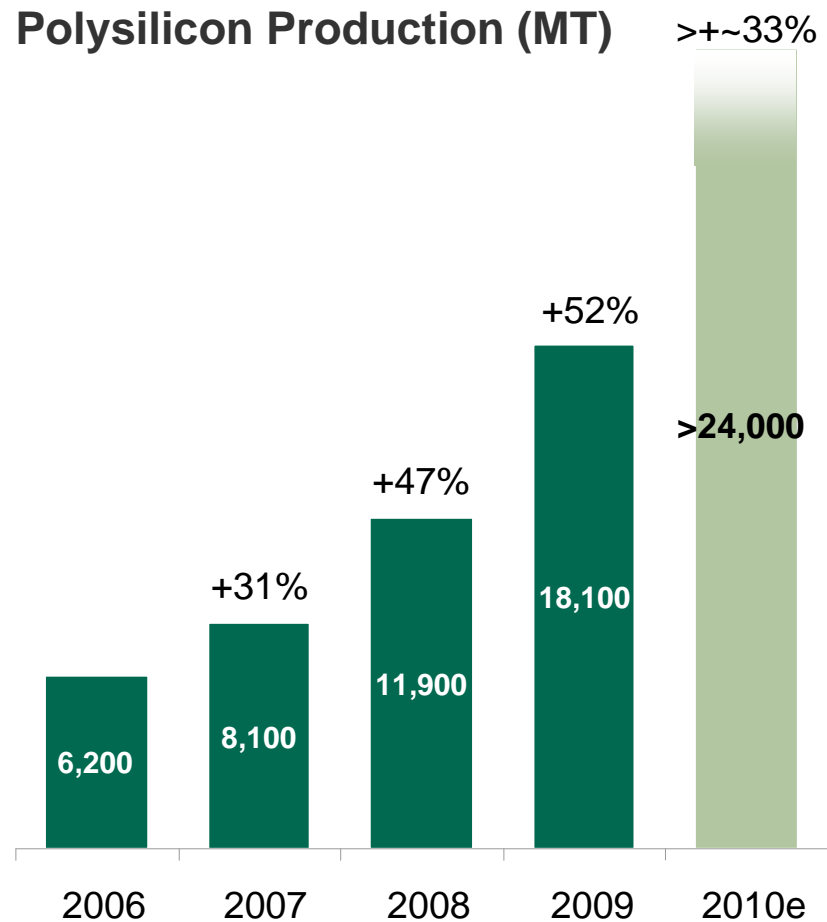
October 2008



June 2010



# WACKER POLYSILICON – STRONG OUTPUT INCREASE, TARGET 29,000 MT



**Existing capacity: ~25,000 MT**

- Poly 5 Fully ramped
- Poly 7 Fully ramped
- Poly 8 Fully ramped

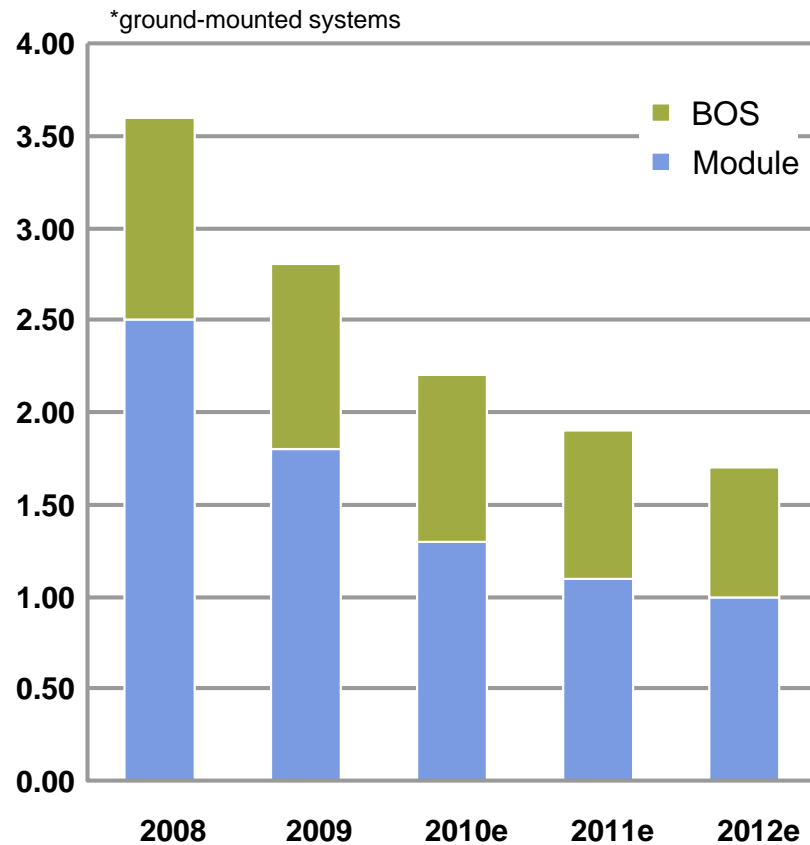
**Ongoing expansion: +10,000 MT**

- Poly 9 Well on track

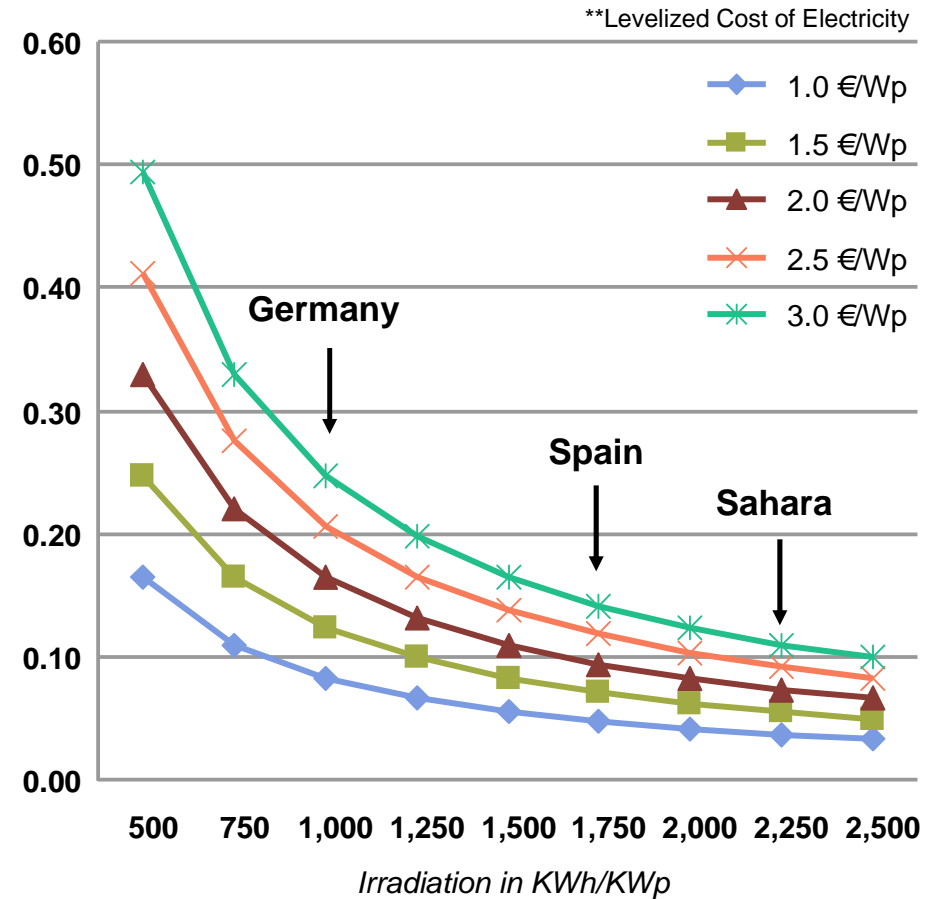
**Nameplate capacity (2012e): ~35,000 MT**

# DECLINING SYSTEM PRICES WILL BRING DOWN TOTAL COST OF PV ELECTRICITY

## PV System Price Development\* (€/Wp) and corresponding LCOE\*\* (€/kWh)

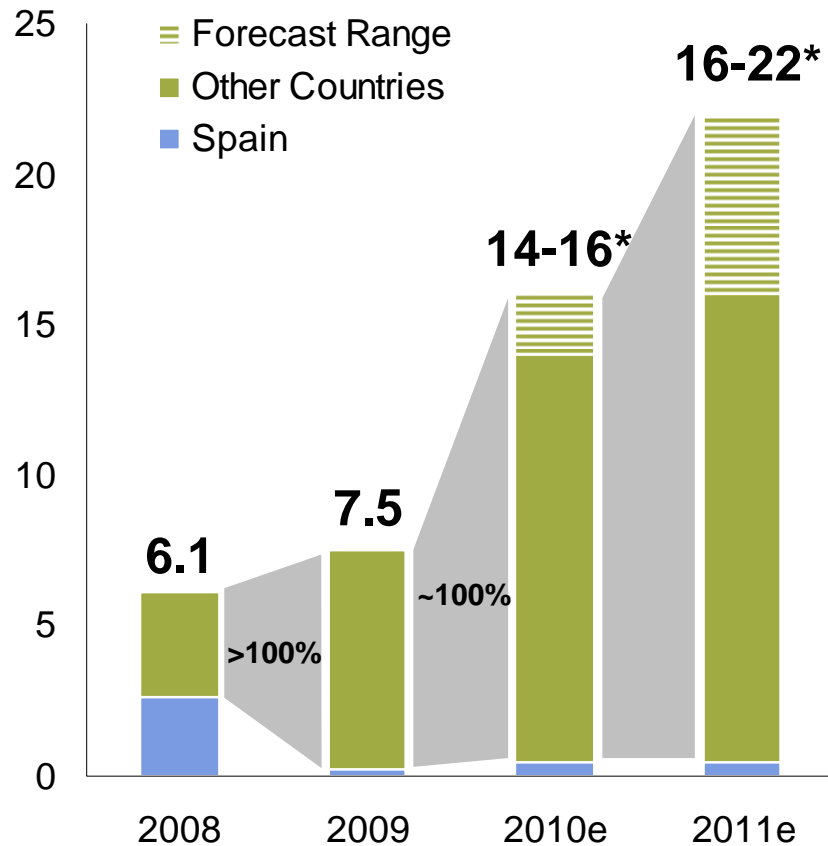


Sources: LBBW 02/2009, industry announcements, WACKER estimates



# 2009: MARKET OUTSIDE OF SPAIN GROWS MORE THAN 100%; FURTHER STRONG GROWTH EXPECTED IN 2010 AND 2011

## Photovoltaic-Volume (GW)



\*WACKER estimate, based on published reports

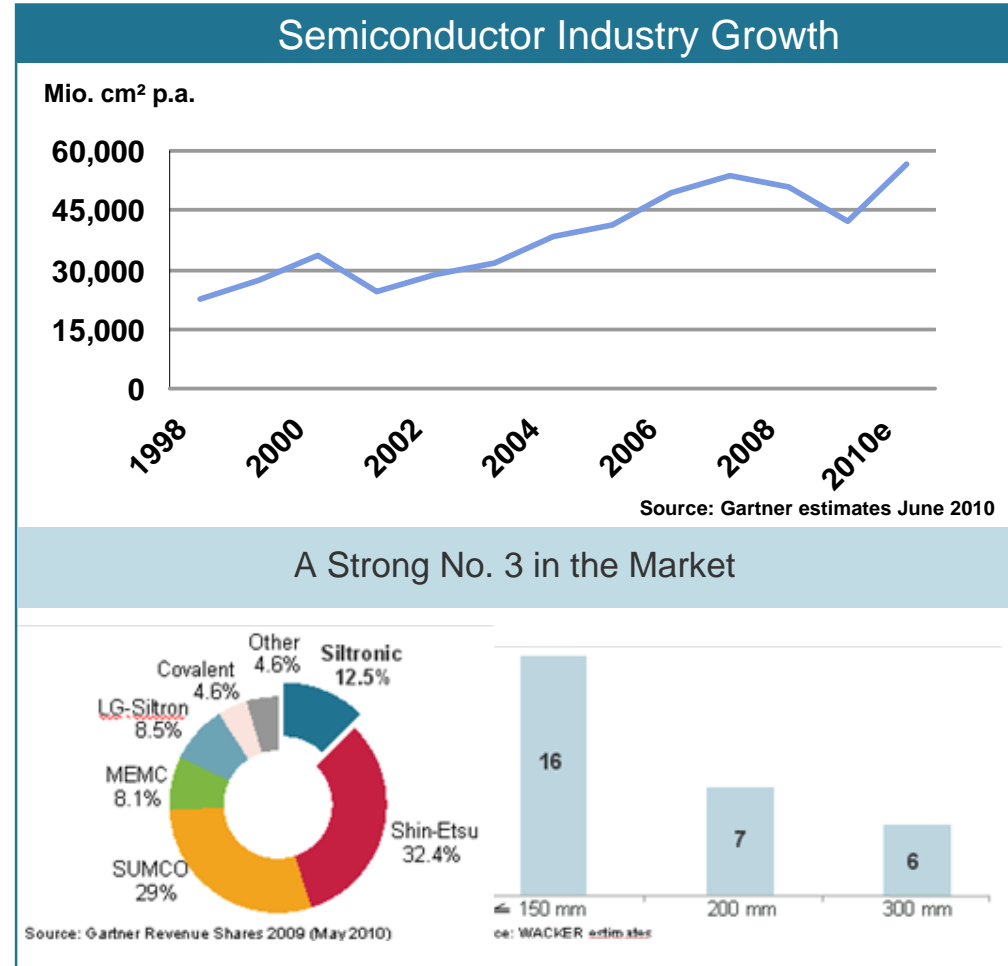
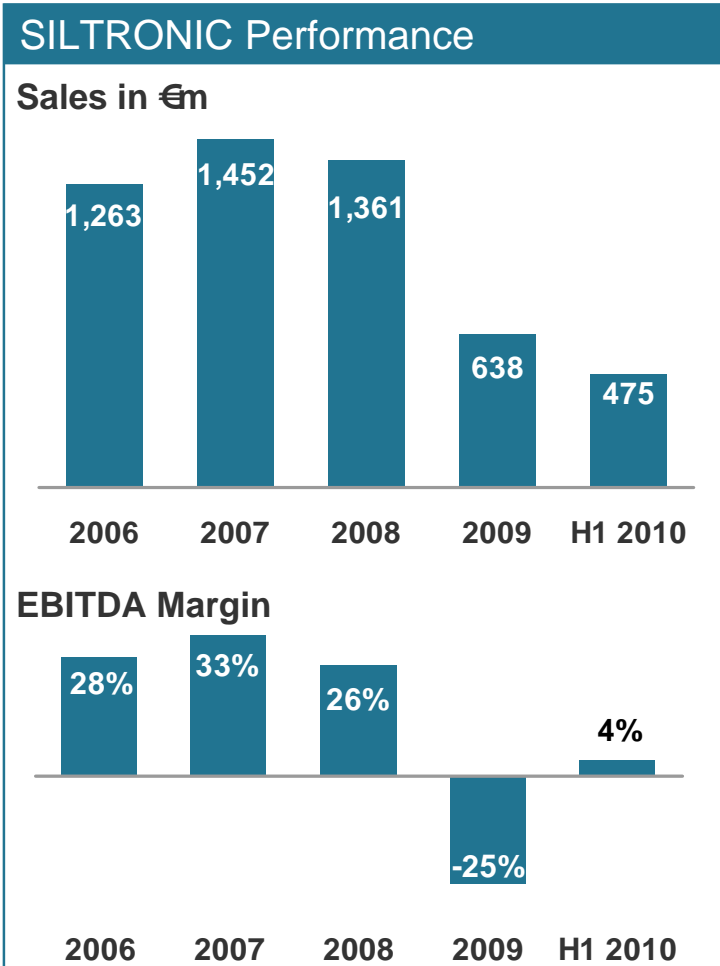
## Market Dynamics

- Despite unfavorable market environment (financial crisis, collapse in Spain) strong overall growth in 2009
- Top PV players report growing shipments and high capacity utilizations in H1/2010
- Strong guidance for full year 2010 and increasingly tightening supply situation

2010

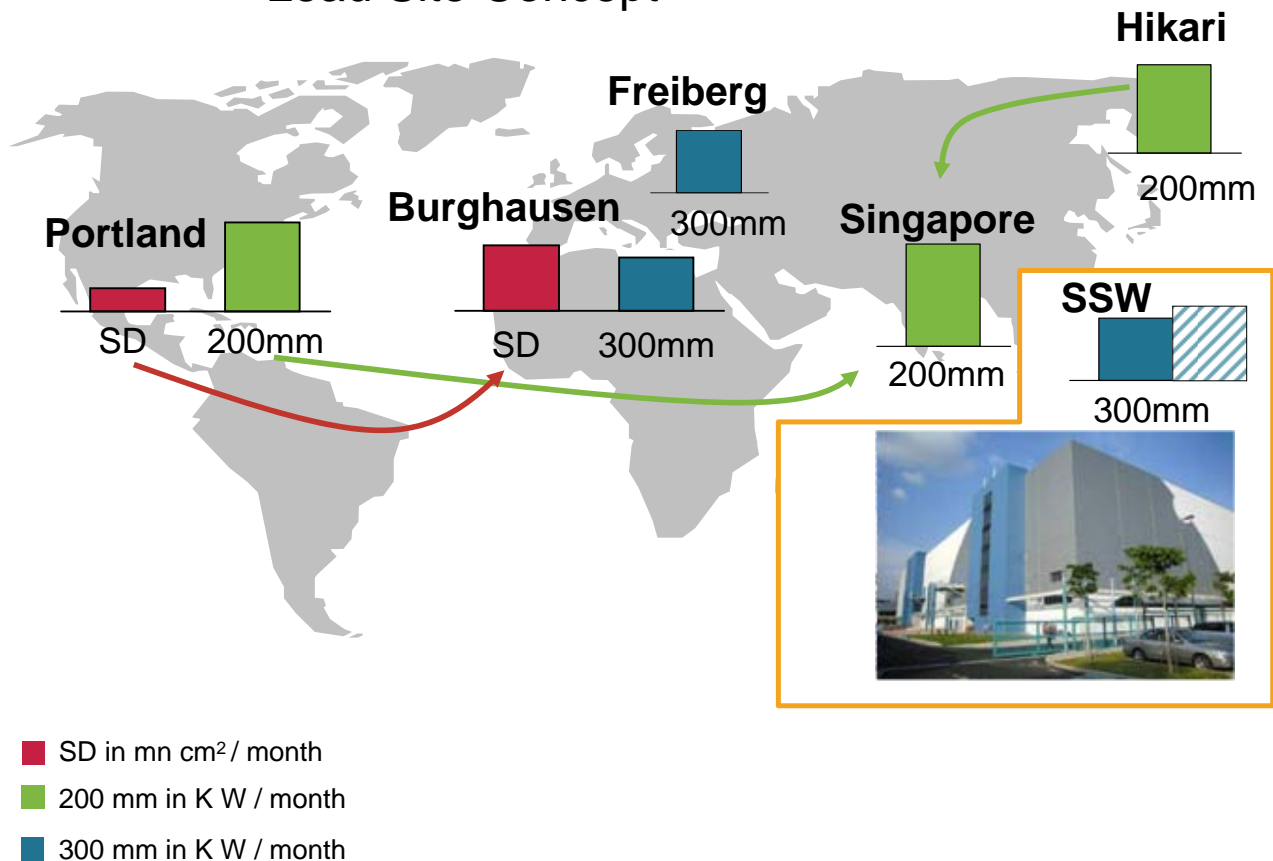
- Recovery of global economy supportive
- Grid parity within reach in many markets
- Regulatory programs in many countries

# SILTRONIC: MANAGING A VOLATILE GROWTH MARKET



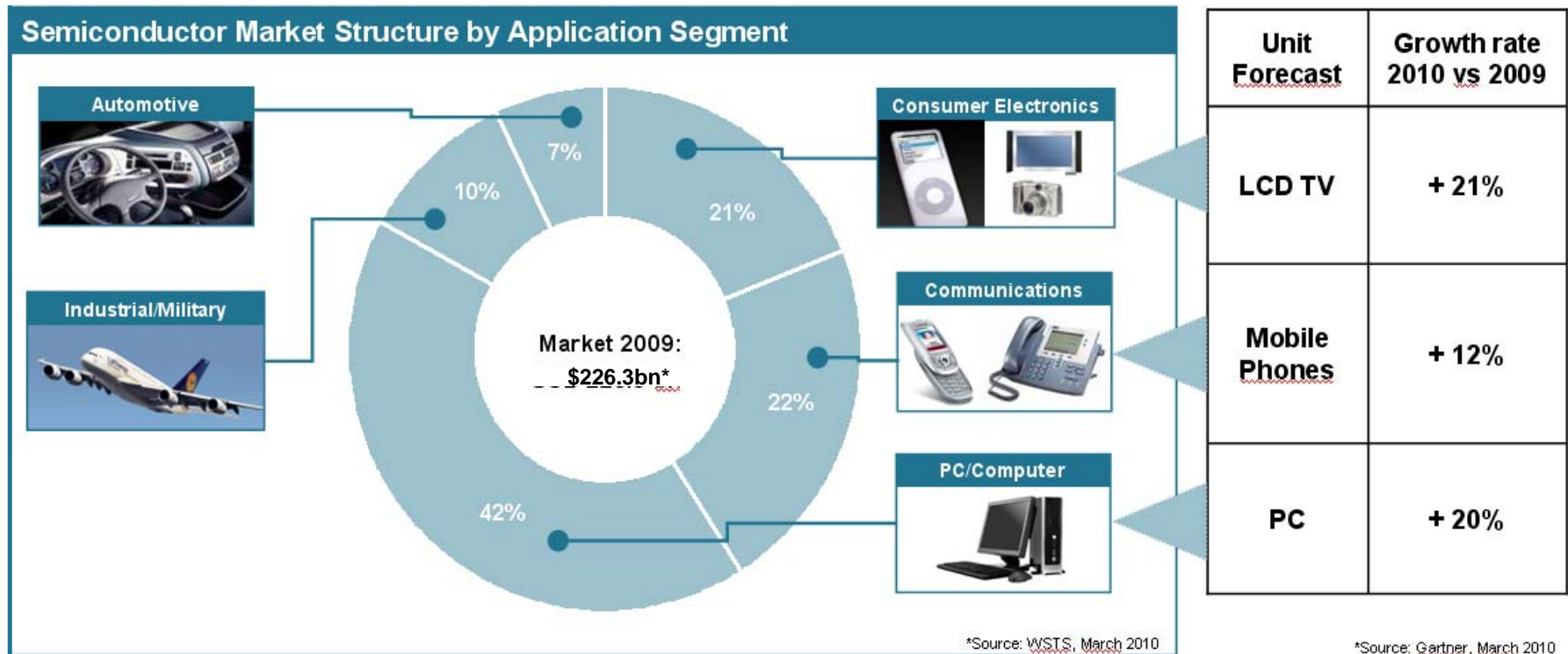
# SILTRONIC IS PREPARED TO GROW WITH THE MARKET

## Lead Site Concept



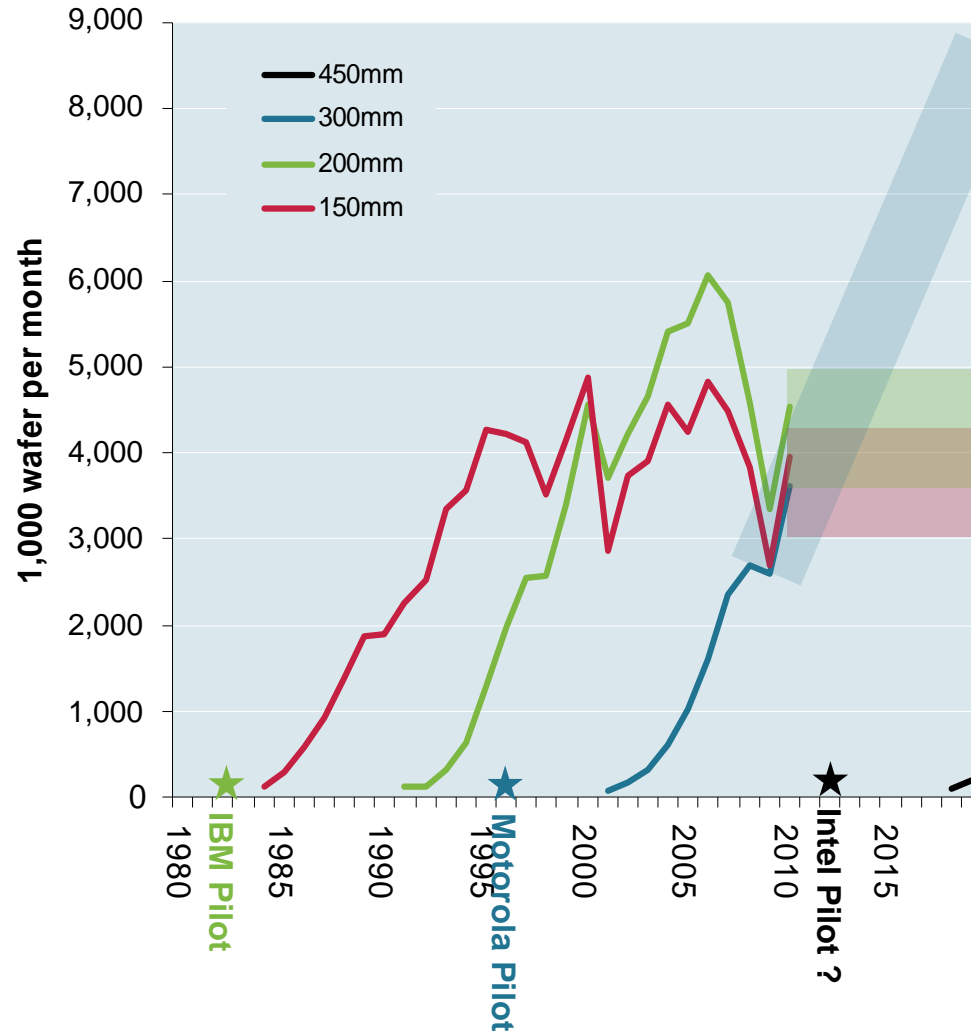
- SD line Freiberg was closed in December 09
- Double qualifications for SD Burghausen and 200 mm Singapore are ongoing
- Siltronic-Samsung-Wafer (SSW):
  - A 50:50 joint venture with Samsung
  - Siltronic with option on majority

# CONSUMER ORIENTED PRODUCTS (MOBILE PHONES, PC'S AND CONSUMER ELECTRONICS) DRIVE SEMI GROWTH



Sources: WSTS March 2010

# ALL GROWTH WITH 300 MM, WHILE SD & 200 MM TO REMAIN FLAT



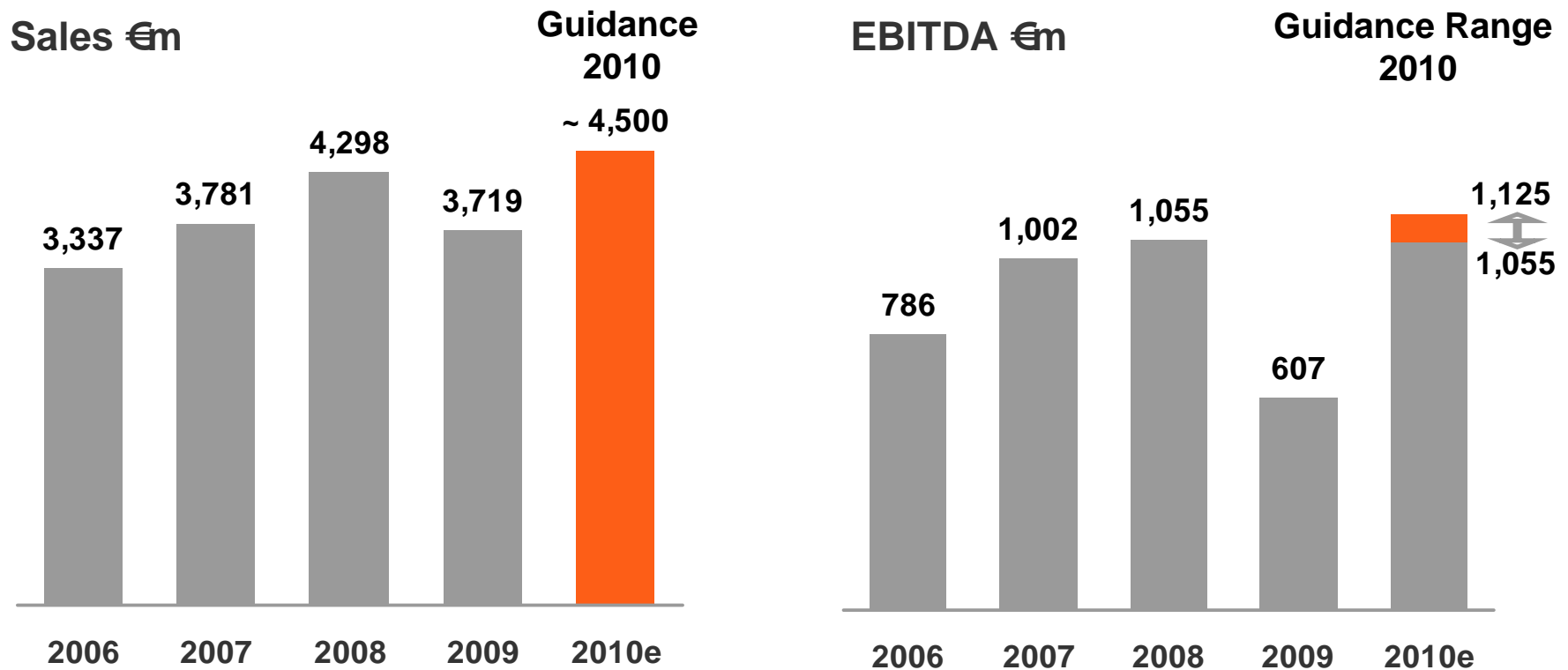
- Total growth rate: slightly lower average rate but still in upper single digits
- All growth based upon 300 mm - 47bn USD semi capex translate into additional 300 mm demand:
  - 2011: +500 kW/m
  - 2012: +600 kW/m
  - 2013: +650 kW/m
- No 450 mm pilot tools developed yet

Source: WACKER estimates, industry sources

# WACKER: STRONG GROWTH IN VOLUMES IN ALL SEGMENTS → HIGHEST QUARTERLY SALES EVER

<b>WACKER</b> €m	Q2 2010	Q2 2009	Change in %
<b>Sales</b>	<b>1,202.0</b>	<b>925.5</b>	<b>29.9</b>
<b>EBITDA</b>	308.6	170.1	81.4
<i>EBITDA margin</i>	25.7%	18.4%	39.7
<b>EBIT</b>	204.7	-53.7	<i>n.a.</i>
<i>EBIT margin</i>	17.0%	-5.8%	<i>n.a.</i>
<b>Result for the period</b>	135.4	-74.5	<i>n.a.</i>
<b>EPS in €</b>	2.71	-1.47	<i>n.a.</i>

# Q2 2010: GUIDANCE UPDATE FOLLOWING A STRONG QUARTER



**Guidance 2010:** EBITDA better than 2008. H2 could reach H1 EBITDA

**Assumptions:**

- Stable macroeconomic environment
- FX rates remain at current levels

# WACKER'S STRATEGIC FOCUS IS CLEARLY SET

## Market Penetration



- Enhance regional competencies
- Channels to market
- Strong customer support

## Operational Excellence



- Structural changes when necessary
- Productivity focus and process excellence
- Global site network

## Innovation



- Megatrends drive innovation focus
- Differentiation lever
- New materials and applications beyond existing core

## Sustainability



- Balance economic, environmental and social factors
- Integral part of production and processes

# WACKER: ISSUER, CONTACT AND ADDITIONAL INFORMATION

## ISSUER AND CONTACT

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## FINANCIAL CALENDER

Nov. 4, 2010

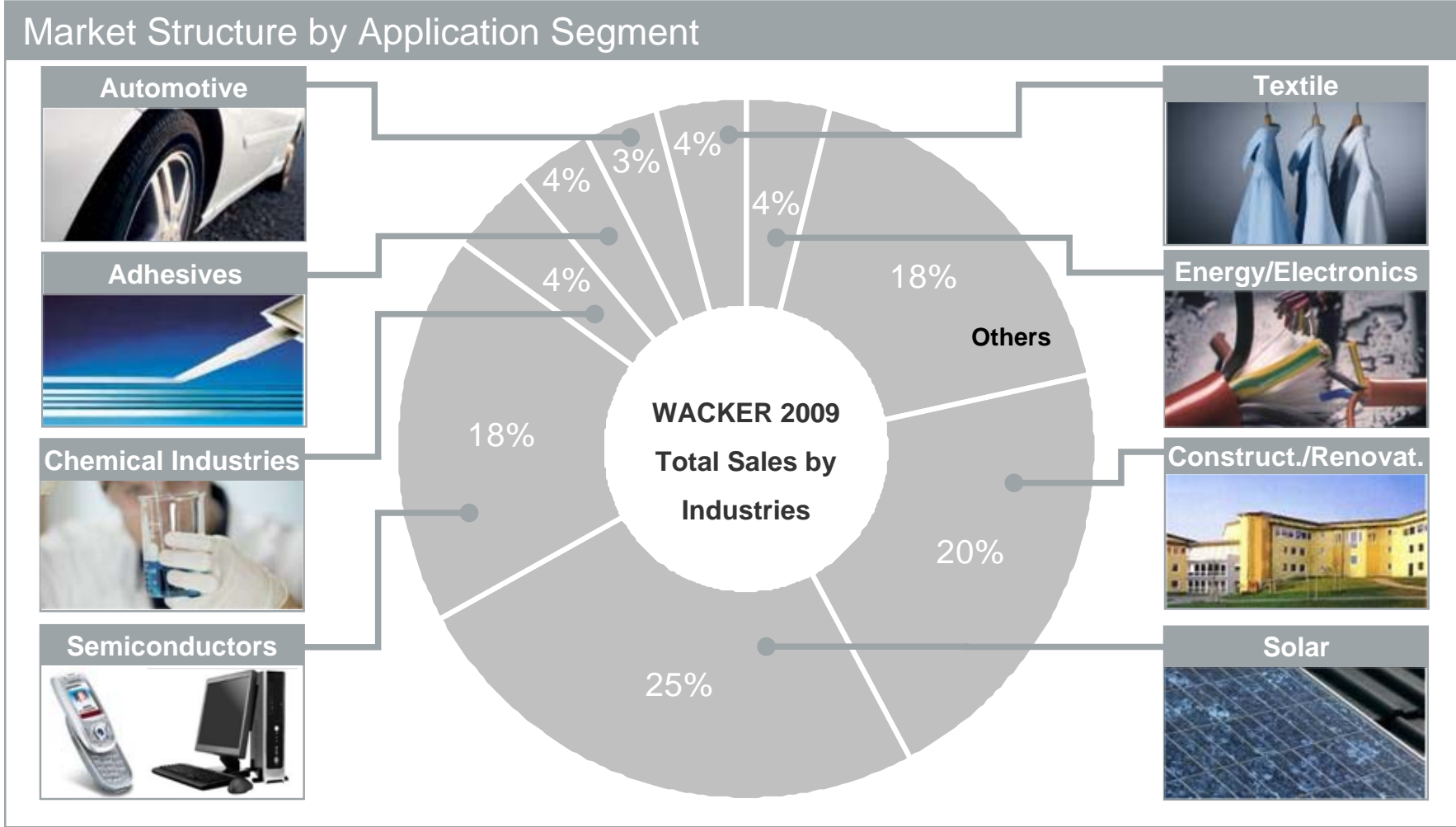
3<sup>rd</sup> Quarter 2010

## ADDITIONAL INFORMATION

<b>ISIN:</b>	DE000WCH8881
<b>WKN:</b>	WCH888
<b>Deutsche Börse:</b>	WCH
<b>Ticker Bloomberg:</b>	CHM/WCH.GR
<b>Ticker Reuters:</b>	CHE/WCHG.DE
<b>Listing:</b>	Frankfurt Stock Exchange Prime Standard

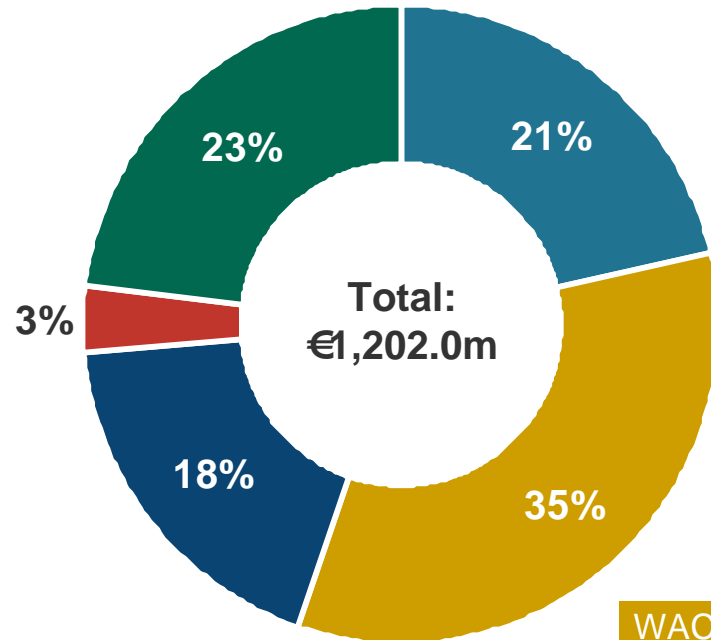


# DIVERSIFIED END MARKET PORTFOLIO

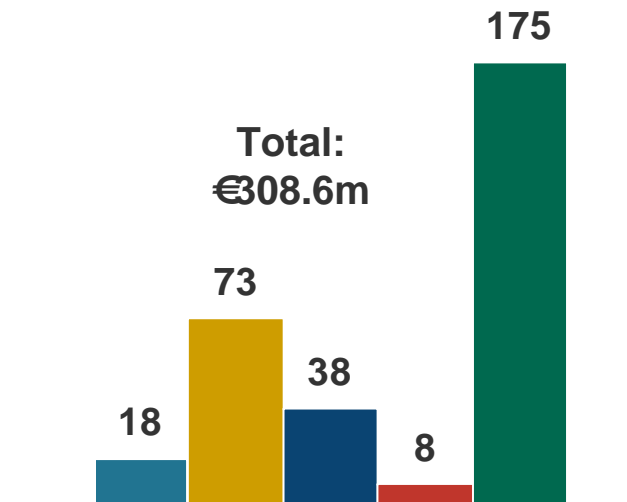


# SILICONES AND POLYSILICON WITH BIGGEST SALES CONTRIBUTION

Q2 2010 Sales (€m)\*



Q2 2010 EBITDA (€m)



- WACKER SILICONES
- WACKER POLYMERS
- WACKER BIOSOLUTIONS
- WACKER POLYSILICON
- Siltronic

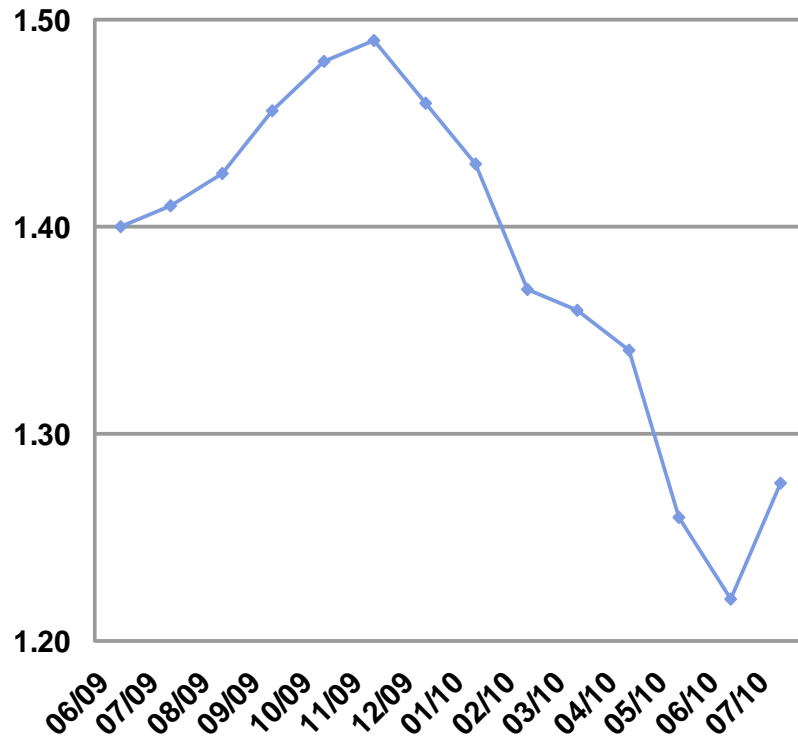
\* % based on external sales



# 1 CENT CHANGE IN USD/€ EXCHANGE RATE HAS A IMPACT OF €5M ON FY-EBITDA, UNHEDGED\*

## USD/EURO development

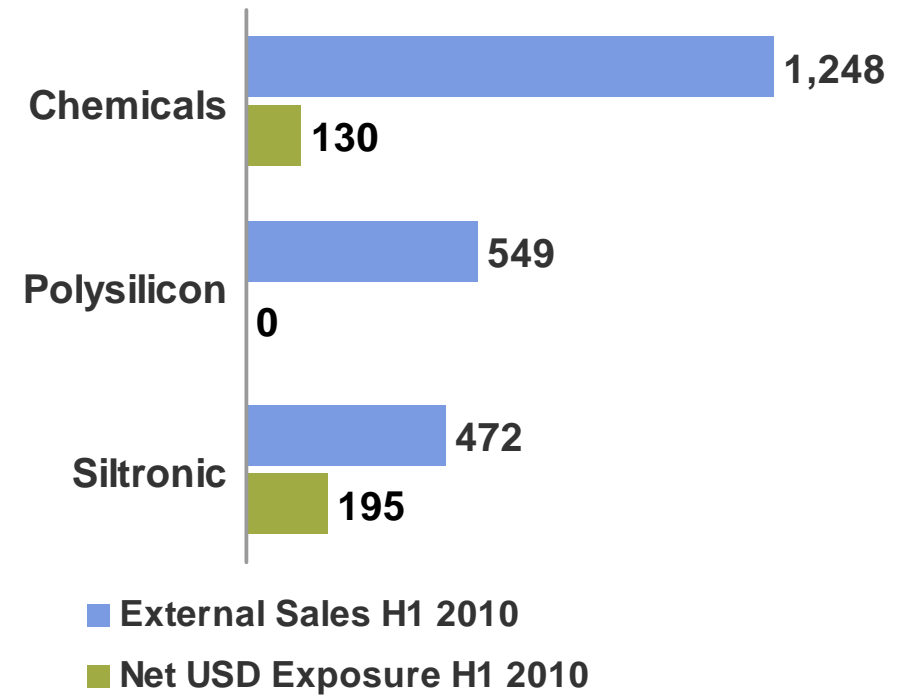
Status: 07/10



Source: Credit Suisse

## External sales and net USD exposure H1 2010 (€m)

Status: H1/10

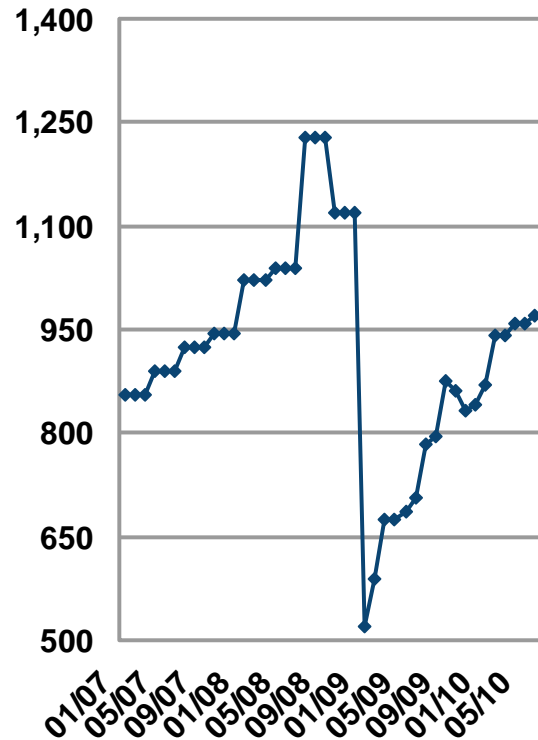


\*Standard Hedging policy = 50% of net exposure, 12 months rolling forward

# INCREASING RAW MATERIAL COSTS IN 2010 EXPECTED

Ethylene Contract (EUR/MT)

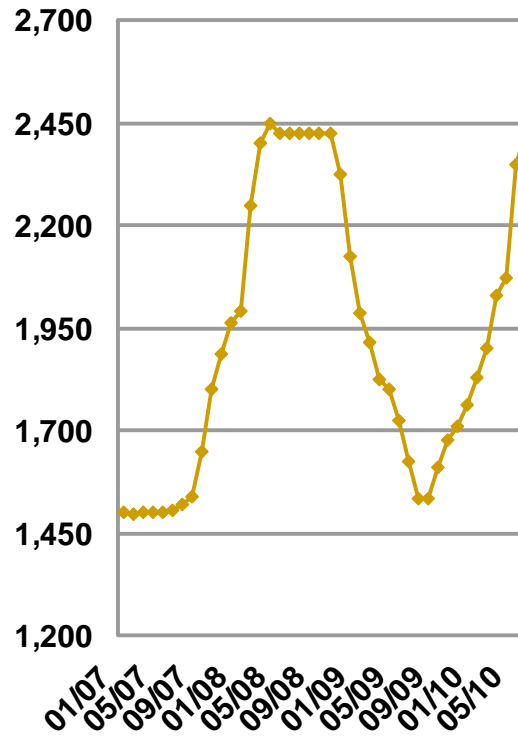
Status: 06/10



Source: ICIS, Ethylene Market Price Europe, free delivered

Si-Metal Spot (EUR/MT)

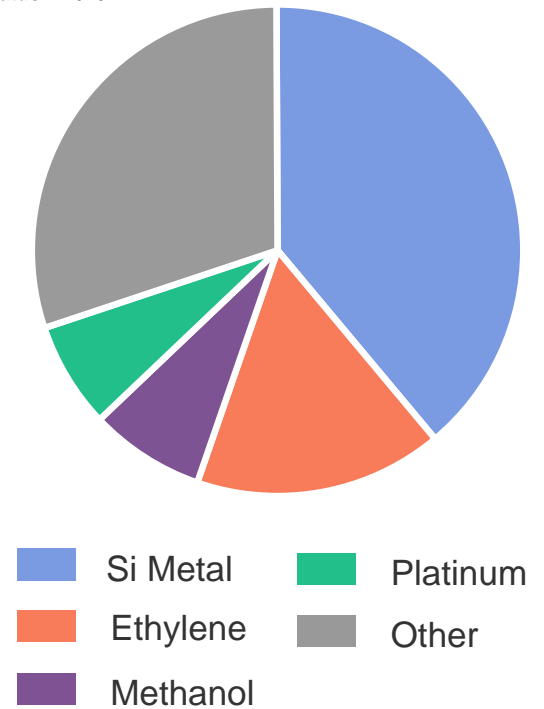
Status: 06/10



Source: CRU-Provider, Si-Metal Market Price Europe free delivered

Raw Materials (€m) Chemicals

Status: H1/10



Costs of top 4 raw materials 21% of chemicals segment sales



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