Managing for Growth and Cash
Wacker Chemie AG, March / April 2020
WACKER: An Attractive Investment

- **Competitive Advantage:**
  Silicon-based integrated sites and operational excellence

- **Market Leading Position:**
  All segments among top 3 with leading technology and costs

- **Superior Growth Opportunities:**
  Innovation, sustainability and emerging markets

- **Transforming Growth:**
  High cash generation funds Chemicals growth and shareholder returns
WACKER: At a Glance

Facts & Numbers

€783m
EBITDA in 2019

€4,928m
Sales in 2019

15.9%
EBITDA margin in 2019

4 Business Segments

24 Production Sites

14,650 Employees

23 Technical centers
WACKER: Well Positioned for Future Growth

POLYSILICON
No. 1 in merchant market

SILICONES
No. 2

POLYMERS
No. 1

BIOSOLUTIONS
Leading in niches

Sales FY 2019
€4.9bn

OTHERS
Target: Extend Leverage Phase with Investment Focus on Chemicals

CapEx vs. Depreciation expense WACKER Group w/o Siltronic (€m)

Leverage Phase:
- Group CapEx < Depreciation
- Clear investment focus on Chemicals
Target: Continue to Grow Above Chemical Production

Development of Sales (€bn) – Chemicals divisions and POLYSILICON

CAGR +6%

POLYSILICON CHEMICALS +6% CAGR
Target: Focus on Sustainability

Raw materials
Biomass-Balance Certified by TÜV
- Product launches based on renewable raw materials

BELSIL® eco
VINNECO®

Production
WACKER Global Energy & Climate Targets
- Specific energy consumption
  - 2007: 100%
  - 2018: 73%
  - 2030: -50%

- Specific CO₂-emissions
  - 2012: 100%
  - 2018: 88%
  - 2030: -33%

Products
Examples
- Polysilicon for photovoltaics
- NEXIVA® for paint formulations without biocides
- Antifoam compounds for resource-efficient hand washing
Target: Sustain Attractive Margins Throughout the Cycle

Development of Group Earnings (€m) (as reported)

- **Cash Conversion**
  - 1) Gross Cash Flow / EBITDA (excluding Siltronic)
  - 2) including Siltronic

**Profitability of Chemicals:**
- well above the 16% target margin

<table>
<thead>
<tr>
<th>Year</th>
<th>CHEMICALS EBITDA margin</th>
<th>POLYSILICON</th>
<th>OTHERS (incl. Siltronic)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>531</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>659</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>688</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>788</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>704</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1) Gross Cash Flow / EBITDA (excluding Siltronic); 2) including Siltronic
### Target: Generate Cash

#### Dividend (€) and Net Debt (€m)

<table>
<thead>
<tr>
<th>Year</th>
<th>Regular dividend</th>
<th>Bonus</th>
<th>Net debt</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>2.00</td>
<td></td>
<td>-1,074</td>
</tr>
<tr>
<td>2016</td>
<td>2.00</td>
<td></td>
<td>-993</td>
</tr>
<tr>
<td>2017</td>
<td></td>
<td>2.50</td>
<td>-454</td>
</tr>
<tr>
<td>2018</td>
<td></td>
<td></td>
<td>-610</td>
</tr>
<tr>
<td>2019</td>
<td></td>
<td></td>
<td>-714</td>
</tr>
</tbody>
</table>

#### Dividend Yield

- 2015: 2.2%
- 2016: 2.6%
- 2017: 4.0%
- 2018: 2.1%
- 2019: 0.7%

#### Targets:

- **Leverage**: 0.5-1.0x EBITDA
- **Dividend**: 50% of Net income

### Leveraging

<table>
<thead>
<tr>
<th>Year</th>
<th>Regular dividend</th>
<th>Bonus</th>
<th>Net debt</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>1.02</td>
<td></td>
<td>-1,074</td>
</tr>
<tr>
<td>2016</td>
<td>1.04</td>
<td></td>
<td>-993</td>
</tr>
<tr>
<td>2017</td>
<td></td>
<td>0.45</td>
<td>-454</td>
</tr>
<tr>
<td>2018</td>
<td></td>
<td></td>
<td>-610</td>
</tr>
<tr>
<td>2019</td>
<td></td>
<td></td>
<td>-714</td>
</tr>
</tbody>
</table>

1) based on average weighted share price; 2) Dividend proposal
SILICONES
Regional Growth, Product Mix, Cost Discipline Drive Earnings

Market characteristics
- Historic growth rates above GDP
- High entry barriers (capital and technology)
- Serving diversified end markets through broad market penetration and wide customer base
- Innovation broadens scope of applications

SILICONES

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA (€m)</th>
<th>EBITDA Margin</th>
<th>CapEx (€m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>82</td>
<td>14%</td>
<td>276</td>
</tr>
<tr>
<td>2016</td>
<td>89</td>
<td>18%</td>
<td>361</td>
</tr>
<tr>
<td>2017</td>
<td>143</td>
<td>20%</td>
<td>445</td>
</tr>
<tr>
<td>2018</td>
<td>223</td>
<td>25%</td>
<td>617</td>
</tr>
<tr>
<td>2019</td>
<td>194</td>
<td>20%</td>
<td>479</td>
</tr>
</tbody>
</table>
Silicones Enable CO₂ Savings in Numerous Applications

Positive CO₂ balance

<table>
<thead>
<tr>
<th>Product</th>
<th>CO₂ balance (kg CO₂e/kg)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Silicon metal production</td>
<td>-50</td>
</tr>
<tr>
<td>Silicone production</td>
<td>-40</td>
</tr>
<tr>
<td>AVG GHG benefits of using silicone products</td>
<td>-30</td>
</tr>
<tr>
<td>Net abatement</td>
<td>-20</td>
</tr>
<tr>
<td>Benefit ratio</td>
<td>9:1</td>
</tr>
</tbody>
</table>

A net CO₂ benefit

Examples

- **Marine & Protective Coatings**: Prevent fouling of the ship’s body, which leads to fuel saving.
- **Adhesion Promoter for Coatings**: Reduced raw material consumption, less solvents necessary.
- **Rubber in Motor Construction**: Fuel savings, fuel efficient engines run at higher temperatures.

Source: Silicon Chemistry Carbon Balance, Global Silicone Council
SILICONES
Setting the Standard for Non Post-Cure Liquid Silicone Rubber

A new industry benchmark for LSR

- New ELASTOSIL® LR 5040 meets increasing requirements regarding volatiles and productivity
- Especially designed for sensitive applications e.g. food, baby care or medical applications

Very low volatile content

- Very low content of volatiles, migratables and extractables
- Excellent mechanical properties in the non post-cured state
- Full set of certificates & fulfilling other standards

Simplified production for customers

- Fulfills regulatory requirements without costly thermal treatment (post-curing)
- Increased productivity & lower energy costs
- Supports fully automated production processes

Injection Molding
Post-Curing
Assembling
Packaging

Clean room area

LSR = Liquid Silicone Rubber
SILICONES
Fumed Silica HDK® Enables Innovative Insulation Solutions

WACKER solution: Vacuum insulation panels (VIPs) filled with HDK®

- Excellent insulator
- Improved fire safety
- Extremely robust
- Long-term stable
- Re-usable core
- Light weight

Traditional insulation (e.g. PU, PS, fiberglass, mineral wool)

- Flammable and / or
- Voluminous

Non-Flammable
Space Saving

© Wacker Chemie AG
March / April 2020
POLYMERS
Generating Cash with Low Capital Intensity, Regional Growth

Market characteristics

- Diverse market and customer base
- Historic growth above GDP
- Moderate capital entry barriers and high technology barriers
- Innovation and in-depth formulating expertise broaden scope of applications
VAE fundamentals

- Vinyl acetate
- Ethylene

With ethylene functioning as internal plasticizer, VAE dispersions are waterborne and free of additional solvents.

VAE dispersions and DPP tandem

<table>
<thead>
<tr>
<th>Region</th>
<th>VAE disp.</th>
<th>DPP</th>
<th># of tech centers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>✓</td>
<td>+</td>
<td>16</td>
</tr>
<tr>
<td>Americas</td>
<td>✓</td>
<td>✓</td>
<td>5</td>
</tr>
<tr>
<td>Asia</td>
<td>✓</td>
<td>✓</td>
<td>7</td>
</tr>
<tr>
<td>EMEA</td>
<td>✓</td>
<td>✓</td>
<td>4</td>
</tr>
</tbody>
</table>

- A unique setup of production sites for VAE dispersions and DPP in Americas, Europe and Asia.
POLYMERS
Saving CO$_2$ by Transforming Thick- to Thin Bed Mortars

Ceramic tile adhesives (CTA)

<table>
<thead>
<tr>
<th>Thick bed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reference technology: Thick bed CTA</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Thin bed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thin bed CTA with WACKER Dispersible Polymer Powders</td>
</tr>
</tbody>
</table>

Emissions along the entire value chain

- Reference technology: Thick bed CTA
- Thin bed CTA with WACKER Dispersible Polymer Powders

Avoided emissions\(^1\): 12 million mt

Material Savings

- up to 80% less sand and cement

Increased Labor Productivity

\(^1\) using the amount of Dispersible Polymer Powder produced in 2017, Source: Transparency, WACKER Estimate
New product opportunity for paint industry

- **Biocide-Free**
  Simply add water prior to application – no need to add biocides to avoid spoilage

- **Low Weight**
  Avoids plastic usage for paint buckets

- **Preparation on demand and at precise dosage**

- **Ease of Storage**
  At challenging climate conditions
POLYMERS
Innovative Solutions for Water-Proofing Membranes

Broad range of VINNAPAS® products

Key benefits

- Highly flexible membrane
- Good crack bridging
- Ease of application
- No slump, reliable workability
- No tackiness to trowel
- Can be used for drinking water applications

Market potential

Polymer Binder Waterproofing Membrane Market

*SBL= Styrene Butadiene Latex
BIOSOLUTIONS
Focusing on Fast-Growing Markets

Market position

- Strong technology and IP position in manufacturing of biopharmaceuticals
- Specialty products for attractive food & life science markets
- Leading market position in cyclodextrins, vegetarian cysteine, gumbase resin and selected fine chemicals
- Unique manufacturing processes based on renewable raw materials
BIOSOLUTIONS
Establishing an Innovative Biopharmaceuticals Business

Biopharmaceuticals Sales growth (€m)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019e</th>
</tr>
</thead>
<tbody>
<tr>
<td>CAGR</td>
<td>+25%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

“The Microbial CDMO\(^1\)”

ESETEC\(^\circledR\) (\textit{E.coli} secretion technology)

- up to 5x lower costs
- >10x higher output\(^2\)

- Client system (mammalian)
- ESETEC\(^\circledR\) 2.0
- ESETEC\(^\circledR\) 0.2

- Unique manufacturing technology, exceptionally high quality and flexibility across 3 microbial manufacturing sites
- Filling capacities at newly acquired facility in Amsterdam

\(^1\) CDMO = Contract Development and Manufacturing Organization
\(^2\) Example: Medimmune Project
BIOSOLUTIONS
Platform Technology Allowing Superior Bioavailability

Renewable resources

Solvent free process

Unique complexation technology

Clinically proven

CAVACURMIN®:
Antioxidant and reduces inflammation

Enables pipeline extensions

Delivers market needs:
- Supports healthy living
  - Bone & Joint Health
  - Healthy Aging
  - Sport Nutrition
  - Antioxidant Power

Relative absorption

~ 40x higher bioavailability

Pure turmeric extract

A

B

Competitor Products

CAVACURMIN®
POLYSILICON
Subdued Price Outlook Leads to Asset Impairment

Market characteristics

- Global PV solar markets exhibit strong growth
- Fierce price competition amid overcapacity
- State-subsidized competitors in China
- Technology differentiation drives conversion efficiency multi → mono

Asset impairment

- Subdued price outlook for solar-grade polysilicon triggers ~€760m asset impairment in 2019

1) Operating Margin: (EBITDA - Special income - Pre operational costs - Ramp costs)/Sales 2) excl. insurance compensation of €112.5m from 2017 incident in Charleston
POLYSILICON
Focus on Mix Improvement and Cost Reductions

Polysilicon market segmentation

- Semi
- Mono n-Type
- Mono PERC
- Mono Standard
- Multi PERC
- Multi Standard

Bulk Purity
Surface Purity
Process Stability
WACKER Share

Aggressive cost reduction targets

Cash costs (Index = 100)

- Continuous cost reduction at all sites
- Reducing energy consumption
- Optimizing raw materials mix and resource efficiency
- Improving labor productivity etc.

Source: WACKER

1) without Tennessee
POLYSILICON
High Quality Polysilicon Required for Mono Growth Trend

Solar PV LCOE

- Solar is lowest cost and most scalable form of energy production
- Market shifts from subsidy driven to competitive pricing

Module output

- Mono (p-type PERC) modules have ~5% more power output
- New technologies (mono n-type HJT) improve output further

Market share

- Shift to highest efficiency modules continues
- WACKER material required for high-end mono applications

Source: LCOE Analysis, v.13, Lazard

*HJT = Heterojunction technology; Source: ITRPV Roadmap, 10th edition, Mar. 2019
POLYSILICON
Polysilicon is the Key Enabler for Saving CO₂ Through PV

Installed power generation capacity 2000-2040

Polysilicon for photovoltaics (PV)
- PV is the fastest growing source of new power generation globally
- Through the use of polysilicon for PV significant CO₂ emissions can be avoided compared to coal

Emissions along the entire value chain

Generating energy based on national grid mixes
Solution with WACKER solar-poly for photovoltaics
Avoided emissions¹
466 million mt

¹) over a life span of 30 years with the amount of solar-poly sold in 2017

Source: IEA Energy Outlook November 2019, Stated Policies Scenario
## POLYSILICON
### PV Growth Expectation for 2020

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>1.5</td>
<td>1.8</td>
<td>3.0</td>
<td>4.0</td>
<td>3.5 – 4.5</td>
</tr>
<tr>
<td>Spain</td>
<td>0.1</td>
<td>0.1</td>
<td>0.4</td>
<td>4.7</td>
<td>3.5 – 4.5</td>
</tr>
<tr>
<td>Europe other</td>
<td>4.8</td>
<td>4.9</td>
<td>8.1</td>
<td>12.0 – 14.0</td>
<td>14.0 – 17.0</td>
</tr>
<tr>
<td><strong>Europe total</strong></td>
<td><strong>6.4</strong></td>
<td><strong>6.8</strong></td>
<td><strong>11.5</strong></td>
<td><strong>20.7 – 22.7</strong></td>
<td><strong>21.0 – 26.0</strong></td>
</tr>
<tr>
<td>Australia</td>
<td>0.8</td>
<td>1.3</td>
<td>3.8</td>
<td>4.5 – 5.5</td>
<td>4.0 – 6.0</td>
</tr>
<tr>
<td>China*</td>
<td>32.5</td>
<td>52.8</td>
<td>44.3</td>
<td>30.2</td>
<td>35.0 – 40.0</td>
</tr>
<tr>
<td>India</td>
<td>4.3</td>
<td>9.6</td>
<td>8.5</td>
<td>8.5 – 10.0</td>
<td>11.0 – 14.0</td>
</tr>
<tr>
<td>Japan</td>
<td>8.4</td>
<td>7.4</td>
<td>7.0</td>
<td>7.0 – 8.0</td>
<td>7.0 – 8.0</td>
</tr>
<tr>
<td>USA</td>
<td>14.8</td>
<td>10.6</td>
<td>10.6</td>
<td>12.0 – 14.0</td>
<td>15.0 – 19.0</td>
</tr>
<tr>
<td>Rest of Americas</td>
<td>3.0</td>
<td>3.4</td>
<td>6.0</td>
<td>7.0 – 8.0</td>
<td>8.0 – 10.0</td>
</tr>
<tr>
<td>Rest of World</td>
<td>7.7</td>
<td>8.1</td>
<td>13.3</td>
<td>25.0 – 27.0</td>
<td>29.0 – 37.0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>78 GW</strong></td>
<td><strong>100 GW</strong></td>
<td><strong>105 GW</strong></td>
<td><strong>115 – 125 GW</strong></td>
<td><strong>135 – 155 GW</strong></td>
</tr>
</tbody>
</table>

Sources: SPE, IHS, industry announcements, WACKER estimates; *China official data adjusted for installed/not connected capacity
### Guidance FY 2020: Excluding Coronavirus Effects

<table>
<thead>
<tr>
<th></th>
<th>FY 2019</th>
<th>Outlook 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>4,928</td>
<td>Low-single-digit % increase</td>
</tr>
<tr>
<td>EBITDA</td>
<td>783</td>
<td>Adjusted for insurance compensation in 2019</td>
</tr>
<tr>
<td>Adjusted EBITDA (excl. insurance)</td>
<td>671</td>
<td>Mid-single-digit % below prior year</td>
</tr>
<tr>
<td>EBITDA margin (%)</td>
<td>15.9%</td>
<td>Somewhat lower than last year</td>
</tr>
<tr>
<td>Net cash flow</td>
<td>184</td>
<td>Clearly positive, substantially higher than last year</td>
</tr>
<tr>
<td>CapEx</td>
<td>380</td>
<td>Around 350</td>
</tr>
<tr>
<td>Net financial debt</td>
<td>714</td>
<td>Substantially lower than last year</td>
</tr>
<tr>
<td>Net Income</td>
<td>-630</td>
<td>Substantially higher than last year</td>
</tr>
<tr>
<td>Depreciation</td>
<td>1,320</td>
<td>Around 425</td>
</tr>
<tr>
<td>ROCE (%)</td>
<td>-11.3%</td>
<td>Positive ROCE, substantially higher than last year</td>
</tr>
<tr>
<td>Tax Rate (%)</td>
<td>22.7%</td>
<td>Around 30% of taxable income</td>
</tr>
</tbody>
</table>
Guidance FY 2020
CHEMICALS and POLYSILICON at Previous Year Level

EBITDA Bridge (€m)

- Reported EBITDA 2019: 783
- Insurance compensation: -112.5
- Adjusted EBITDA 2019: 671
- Chemicals & POLYSILICON
- Others (incl. Siltronic)
- 2020 EBITDA Guidance

-4-6%

- Chemicals EBITDA in aggregate above prior year level
  - SILICONES at prior year level
  - POLYMERS somewhat higher yoy
  - BIOSOLUTIONS substantially higher yoy
- POLYSILICON adjusted EBITDA at prior year level
- “Others” lower on lower Siltronic at-equity contribution and a contingency for macroeconomic uncertainty

Guidance excludes yet to be defined restructuring costs and unquantifiable coronavirus related risks
## WACKER Segment Guidance FY 2020

<table>
<thead>
<tr>
<th>In €m</th>
<th>FY 2019</th>
<th>Outlook 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>SALES</td>
<td>EBITDA</td>
</tr>
<tr>
<td>SILICONES</td>
<td>2,453</td>
<td>479</td>
</tr>
<tr>
<td>POLYMERS</td>
<td>1,315</td>
<td>194</td>
</tr>
<tr>
<td>BIOSOLUTIONS</td>
<td>243</td>
<td>31</td>
</tr>
<tr>
<td>POLYSILICON</td>
<td>780</td>
<td>57(^1)</td>
</tr>
</tbody>
</table>

### Outlook 2020

- **SILICONES**
  - Sales growth at low-single-digits %; EBITDA at prior year level; Continued growth in specialty volumes; On average, lower prices in standards

- **POLYMERS**
  - Low-single-digit % sales growth; Volume growth in all regions; EBITDA expected to improve somewhat yoy, with a slight margin improvement

- **BIOSOLUTIONS**
  - High-single-digit % sales growth; EBITDA and EBITDA margin substantially higher than last year

- **POLYSILICON**
  - Sales with low-single-digit % increase; EBITDA at prior year level excl. insurance compensation; Higher volumes of semi and mono grade poly

\(^1\) incl. insurance compensation of €112.5m from 2017 incident in Charleston
## Appendix:
### FY 2019 and Q4 2019 Results – P&L

<table>
<thead>
<tr>
<th></th>
<th>In €m</th>
<th>FY 2019</th>
<th>FY 2018</th>
<th>% YoY</th>
<th>Q4 2019</th>
<th>Q4 2018</th>
<th>% YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales</strong></td>
<td></td>
<td>4,928</td>
<td>4,979</td>
<td>-1%</td>
<td>1,156</td>
<td>1,189</td>
<td>-3%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td></td>
<td>783&lt;sup&gt;1&lt;/sup&gt;</td>
<td>930</td>
<td>-16%</td>
<td>158</td>
<td>174</td>
<td>-9%</td>
</tr>
<tr>
<td><strong>EBITDA margin</strong></td>
<td></td>
<td>15.9%</td>
<td>18.7%</td>
<td>-</td>
<td>13.7%</td>
<td>14.6%</td>
<td>-</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td></td>
<td>-536</td>
<td>390</td>
<td>n.a.</td>
<td>-744</td>
<td>37</td>
<td>n.a.</td>
</tr>
<tr>
<td><strong>EBIT margin</strong></td>
<td></td>
<td>-10.9%</td>
<td>7.8%</td>
<td>-</td>
<td>-64.4%</td>
<td>3.1%</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net income for the period</strong></td>
<td></td>
<td>-630</td>
<td>260</td>
<td>n.a.</td>
<td>-748</td>
<td>29</td>
<td>n.a.</td>
</tr>
<tr>
<td><strong>EPS in €</strong></td>
<td></td>
<td>-12.94</td>
<td>4.95</td>
<td>n.a.</td>
<td>-15.13</td>
<td>0.53</td>
<td>n.a.</td>
</tr>
<tr>
<td><strong>Capital expenditures</strong></td>
<td></td>
<td>380</td>
<td>461</td>
<td>-18%</td>
<td>89</td>
<td>172</td>
<td>-48%</td>
</tr>
<tr>
<td><strong>Depreciation / amortization</strong></td>
<td></td>
<td>1,320</td>
<td>540</td>
<td>&gt;100%</td>
<td>902</td>
<td>137</td>
<td>&gt;100%</td>
</tr>
<tr>
<td><strong>Net cash flow</strong></td>
<td></td>
<td>184</td>
<td>86&lt;sup&gt;2&lt;/sup&gt;</td>
<td>&gt;100%</td>
<td>122</td>
<td>45</td>
<td>&gt;100%</td>
</tr>
</tbody>
</table>

<sup>1</sup> incl. insurance compensation of €112.5m from 2017 incident in Charleston  
<sup>2</sup> restated due to changed definition
## Appendix:
### FY 2019 and Q4 2019 Results – Breakdown by Business

<table>
<thead>
<tr>
<th></th>
<th>FY 2019</th>
<th></th>
<th>FY 2018</th>
<th></th>
<th>Q4 2019</th>
<th></th>
<th>Q4 2018</th>
<th></th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Sales</td>
<td>EBITDA</td>
<td>Margin</td>
<td>Sales</td>
<td>EBITDA</td>
<td>Margin</td>
<td>Sales</td>
<td>EBITDA</td>
</tr>
<tr>
<td>Chemicals</td>
<td>4,011</td>
<td>704</td>
<td>17.5%</td>
<td>4,009</td>
<td>788</td>
<td>19.7%</td>
<td>931</td>
<td>162</td>
</tr>
<tr>
<td>Silicons</td>
<td>2,453</td>
<td>479</td>
<td>19.5%</td>
<td>2,500</td>
<td>617</td>
<td>24.7%</td>
<td>565</td>
<td>104</td>
</tr>
<tr>
<td>Polymers</td>
<td>1,315</td>
<td>194</td>
<td>14.8%</td>
<td>1,282</td>
<td>148</td>
<td>11.5%</td>
<td>303</td>
<td>48</td>
</tr>
<tr>
<td>Biosolutions</td>
<td>243</td>
<td>31</td>
<td>12.8%</td>
<td>227</td>
<td>24</td>
<td>10.4%</td>
<td>63</td>
<td>11</td>
</tr>
<tr>
<td>Polysilicon</td>
<td>780</td>
<td>57</td>
<td>7.3%</td>
<td>824</td>
<td>72</td>
<td>8.8%</td>
<td>193</td>
<td>2</td>
</tr>
<tr>
<td>Others</td>
<td>158</td>
<td>22</td>
<td>14.2%</td>
<td>171</td>
<td>71</td>
<td>41.4%</td>
<td>37</td>
<td>-7</td>
</tr>
<tr>
<td>Consolidation</td>
<td>-21</td>
<td>0</td>
<td>-1.4%</td>
<td>-24</td>
<td>-1</td>
<td>-</td>
<td>-6</td>
<td>1</td>
</tr>
<tr>
<td>Wacker Group</td>
<td>4,928</td>
<td>783</td>
<td>15.9%</td>
<td>4,979</td>
<td>930</td>
<td>18.7%</td>
<td>1,156</td>
<td>158</td>
</tr>
</tbody>
</table>
Appendix: Raw Material Prices with Volatile Development

Si-Metal (€/mt)

Source: CRU, Si-Metal Spot FD Europe

Ethylene (€/mt)

Source: ICIS, EN Contract FD NWE

Methanol (€/mt)

Source: ICIS, MeOH Contract, FOB RDM

VAM (€/mt)

Source: ICIS, VAM Contract FD NWE

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March / April 2020
### Appendix:
Highly-Integrated Operations Based on Five Key Raw Materials

<table>
<thead>
<tr>
<th>Raw material</th>
<th>Upstream</th>
<th>Downstream</th>
<th>Customers’ industries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Methanol</td>
<td>Siloxane</td>
<td>Silicones</td>
<td>Chemicals, textiles, consumer care, construction, coatings, manufacturing machinery, energy &amp; electronics, automotive, health care</td>
</tr>
<tr>
<td>Silicon metal</td>
<td>Fumed silica (HDK®)</td>
<td>Polysilicon</td>
<td>Solar and semiconductor wafers, cells and modules</td>
</tr>
<tr>
<td>Ethylene</td>
<td>Vinyl acetate monomer (VAM)</td>
<td>Vinyl acetate ethylene (VAE)</td>
<td>Adhesives, paints &amp; coatings, carpets, nonwovens &amp; textiles</td>
</tr>
<tr>
<td>Acetic acid</td>
<td>Polyvinyl acetate (PVAc)</td>
<td>Dispersible polymer powders (DPP)</td>
<td>Construction, renovation, insulation</td>
</tr>
<tr>
<td>Starch/ dextrose</td>
<td>Microbial fermentation</td>
<td>Therapeutic proteins, food ingredients</td>
<td>Food, pharma &amp; agro, biopharmaceuticals</td>
</tr>
</tbody>
</table>
Appendix: Market Leading Positions

**POLYMERS**
Global DPP and VAE market

- **DPP**
  - WACKER
  - Others
- **VAE disp.**
  - WACKER
  - Dairen
  - Elotex
  - Celanese

**SILICONES**

- Others
- Elkem
- Shin-Etsu
- Momentive
- Dow + DuPont

1) WACKER JV participations fully consolidated

**POLYSILICON**

- Others
- GCL
- Easthope
- Hemlock
- Yongxiang
- Daqo
- OCI
- Xinte/TBEA

**BIOSOLUTIONS**

- Others
- WACKER
- Cyclo-dextrins
- Competitor #1
- Chinese animal grade
- Competitor veg. grade

* Food only; Source: Industry Announcements; WACKER; Year: 2018
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WACKER: Issuer, Contact and Additional Information

Issuer and contact

INVESTOR RELATIONS CONTACTS

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<th>Tel.</th>
<th>Email</th>
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<tbody>
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</tr>
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<td>+49 89 6279 1560</td>
<td><a href="mailto:scott.mccollister@wacker.com">scott.mccollister@wacker.com</a></td>
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<td>Wacker Chemie AG</td>
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Additional information

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WKN

WCH888

Publications

- CUSTOMER MAGAZINE
- FACTBOOK
- SUSTAINABILITY REPORT
- SQUARE APP

Financial calendar

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<th>Event</th>
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<td>04/30/20</td>
<td>Q1 Results 2020</td>
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<tr>
<td>06/16/20</td>
<td>Capital Market Day</td>
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<tr>
<td>07/23/20</td>
<td>Q2 Results 2020</td>
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<tr>
<td>08/04/20</td>
<td>Annual Shareholders' Meeting</td>
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<tr>
<td>10/29/20</td>
<td>Q3 Results 2020</td>
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