

The Wacker logo consists of the word "WACKER" in a bold, black, sans-serif font, enclosed within a thin black rectangular border. The background of the slide is a grayscale image of a glass hourglass, with the top bulb on the right and the bottom bulb on the left, showing the flow of sand from top to bottom.

**WACKER**

CREATING TOMORROW'S SOLUTIONS

## **Preliminary Release FY 2016e – Additional Information**

Investor Relations, February 1<sup>st</sup> 2017

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# WACKER FY 2016e Preliminary Results

In €m	FY 2016e	2015	% YoY
<b>Sales</b>	5,400	5,296	+2
<b>EBITDA</b>	1,100	1,049	+5
<b>EBITDA excl. special income</b>	1,080	911	+19
<b>EBIT</b>	365	473	-23
<b>Group net income</b>	190	242	-21
<b>CapEx</b>	430	834	-48
<b>Depreciation</b>	735	575	+28
<b>Net cash flow</b>	400	23	>100

# WACKER FY 2016e

## Volume Growth and Cost Performance Drive Earnings

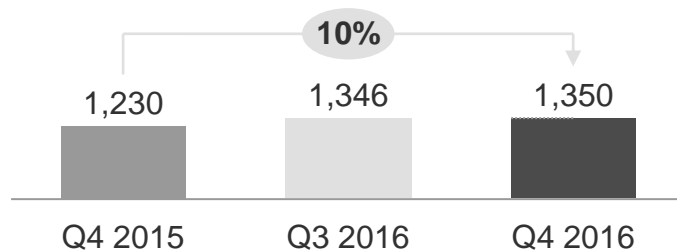
### Highlights FY 2016e

- ▶ **Sales** +2% to €5.4bn following strong volume growth but some price deflation
- ▶ Price pressure in all segments
- ▶ **EBITDA excluding special effects** 19% above prior year, **reported EBITDA** 5% higher
- ▶ **Depreciation** increased to €735m (2015: €575m) as Tennessee site completed
- ▶ **EBIT** at €365m (2015: €473m), 23% below 2015 following an increase in depreciation
- ▶ **Group net income** at €190m (2015: €242m); tax rate improved to ~30% (2015: 41%)
- ▶ Reduced **CapEx** of €430m (2015: €834m); increased **Net cash flow**: €400m (2015: €23m)
- ▶ **Net financial debt** below prior year level at €990m (2015: €1.07bn)
- ▶ **Prepayment levels** decline to €270m (2015: €453m)

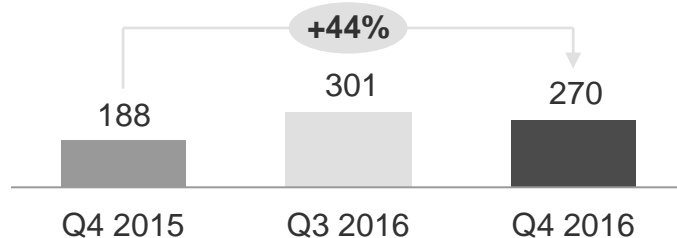
# WACKER in Q4

## Volume Gains in All Segments

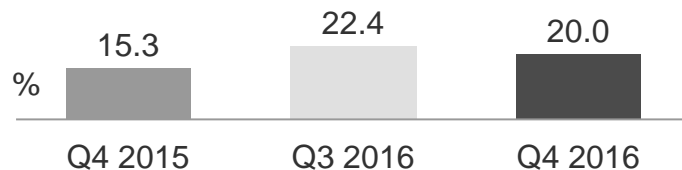
### Sales (€m)



### EBITDA (€m)



### EBITDA margin



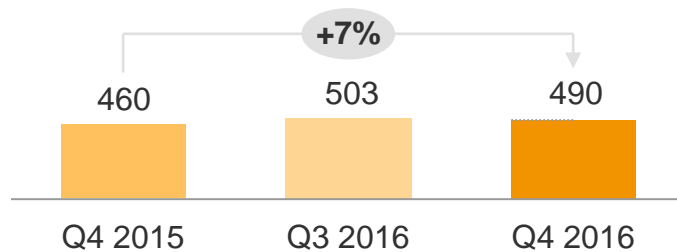
### Highlights Q4

- ▶ Highest Q4 sales on record
- ▶ Volume gains yoy in all segments
- ▶ Lower prices yoy in all segments
- ▶ Results driven by cost performance, high utilization and product mix
- ▶ Positive FX effect yoy (USD, YEN) from weaker Euro

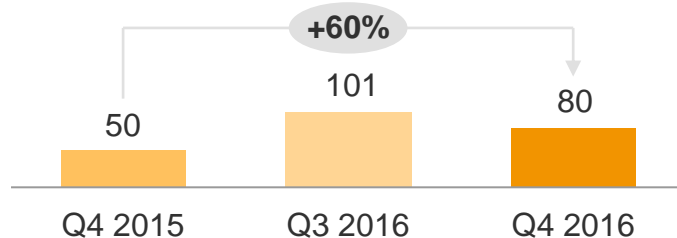
# SILICONES in Q4

## Strong Demand and High Plant Loading

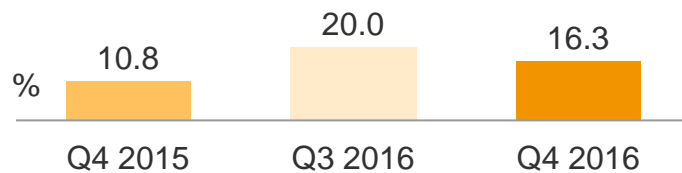
### Sales (€m)



### EBITDA (€m)



### EBITDA margin



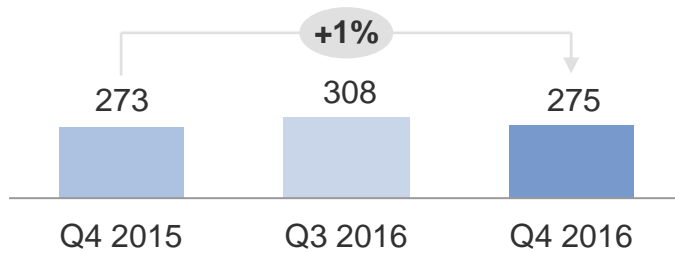
### Highlights Q4

- ▶ Strong demand for silicone products in all regions
- ▶ EBITDA benefitted from high plant loading, cost performance and product mix

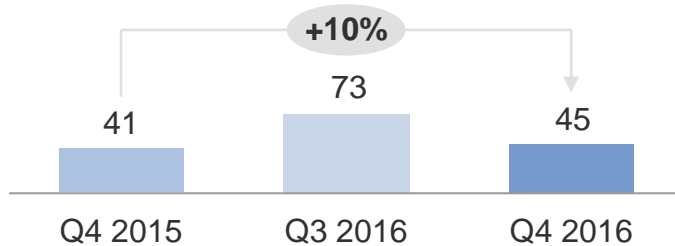
# POLYMERS in Q4

## Usual Seasonality

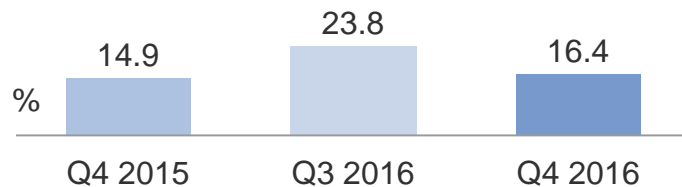
### Sales (€m)



### EBITDA (€m)



### EBITDA margin



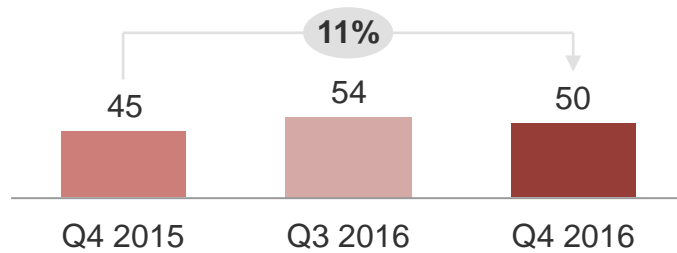
### Highlights Q4

- ▶ Sales stable yoy
- ▶ Continued strong performance in dispersions, seasonality in powder products
- ▶ EBITDA +10% above previous year, following good volumes and good cost performance

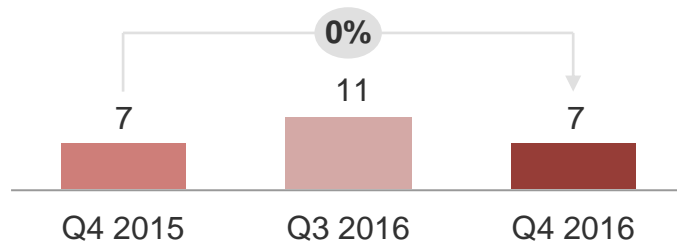
# BIOSOLUTIONS in Q4

## Good Seasonal Performance

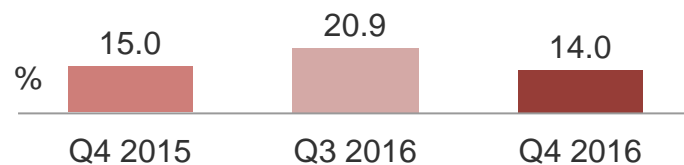
### Sales (€m)



### EBITDA (€m)



### EBITDA margin



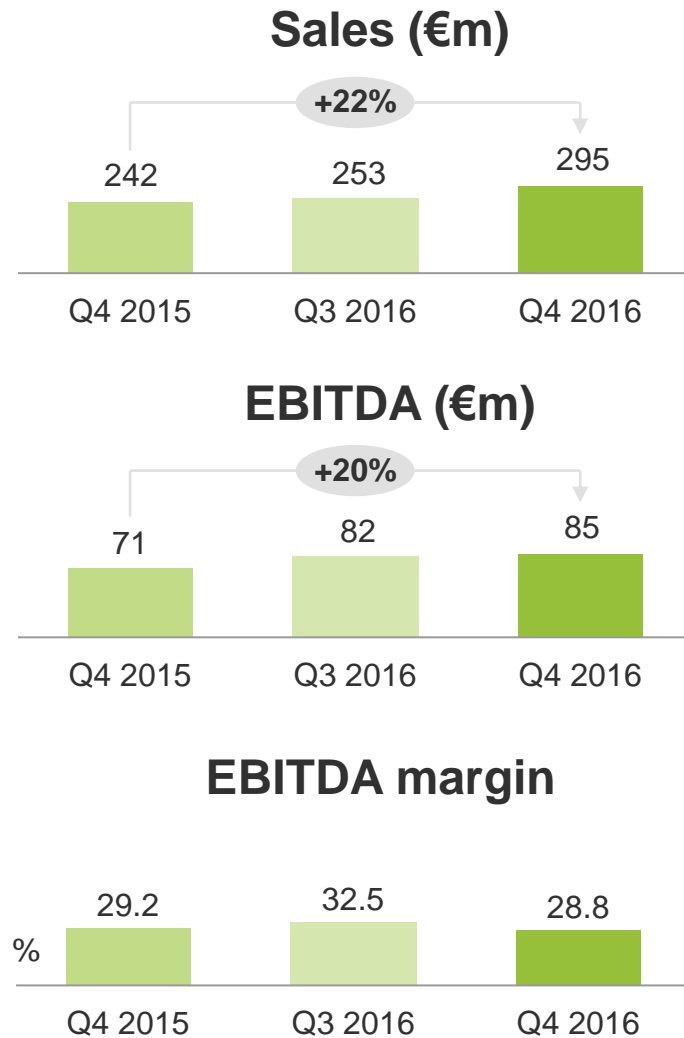
### Highlights Q4

- ▶ Sales growth +11% yoy
- ▶ Higher volumes driven by nutrition products and gum base



# POLYSILICON in Q4

## Demand Recovery After Mid-October

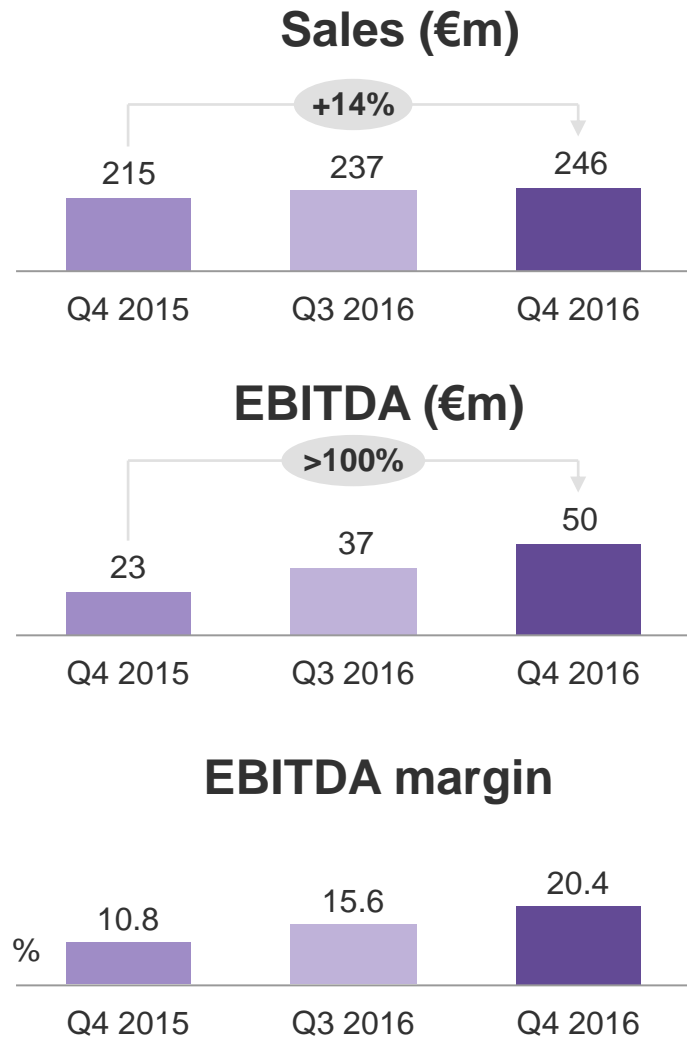


### Highlights Q4

- ▶ Volume gains yoy after market recovery in mid-October
- ▶ Q4 pricing sequentially lower than Q3, reflecting shipping times into Asia
- ▶ Q4 EBITDA +20% above previous year, includes €13m special income (Q4 2015: €28m)
- ▶ FY 2016e operational EBITDA margin ex specials/ramp at 29%

# Siltronic in Q4

## EBITDA Increased



### Highlights Q4

- ▶ Volume growth qoq
- ▶ Higher ASP in Q4 qoq due to mix and increased spot prices
- ▶ FX hedging costs lower yoy
- ▶ Cost reduction on track
- ▶ For more detail please contact Siltronic IR  
[www.siltronic.com](http://www.siltronic.com)

# Results FY 2015 / FY 2016e – Breakdown by Business

	FY 2015			9M 2016		Q4 2016e		FY 2016e		
In €m / %	SALES	EBITDA	EBITDA Margin	SALES	EBITDA	SALES	EBITDA	SALES	EBITDA	EBITDA Margin
<b>CHEMICALS</b>	<b>3,326</b>	<b>531</b>	<b>16.0%</b>	<b>2,585</b>	<b>528</b>	<b>815</b>	<b>132</b>	<b>3,400</b>	<b>657</b>	<b>19.3%</b>
<b>SILICONES</b>	<b>1,943</b>	<b>276</b>	<b>14.2%</b>	<b>1,509</b>	<b>282</b>	<b>490</b>	<b>80</b>	<b>2,000</b>	<b>360</b>	<b>18.0%</b>
<b>POLYMERS</b>	<b>1,186</b>	<b>222</b>	<b>18.7%</b>	<b>920</b>	<b>216</b>	<b>275</b>	<b>45</b>	<b>1,195</b>	<b>260</b>	<b>21.8%</b>
<b>BIOSOLUTIONS</b>	<b>197</b>	<b>32</b>	<b>16.3%</b>	<b>157</b>	<b>30</b>	<b>50</b>	<b>7</b>	<b>205</b>	<b>37</b>	<b>18.0%</b>
<b>POLYSILICON</b>	<b>1,064</b>	<b>402</b>	<b>37.8%</b>	<b>798</b>	<b>199</b>	<b>295</b>	<b>85</b>	<b>1,095</b>	<b>285</b>	<b>26.0%</b>
<b>Siltronic</b>	<b>931</b>	<b>124</b>	<b>13.3%</b>	<b>687</b>	<b>96</b>	<b>246</b>	<b>50</b>	<b>933</b>	<b>146</b>	<b>15.6%</b>
<b>Others</b>	<b>198</b>	<b>-9</b>	<b>-4.5%</b>	<b>120</b>	<b>6</b>					
<b>Consolidation</b>	<b>-222</b>	<b>1</b>	<b>-0.3%</b>	<b>-144</b>	<b>1</b>					
<b>WACKER Group</b>	<b>5,296</b>	<b>1,049</b>	<b>19.8%</b>	<b>4,047</b>	<b>830</b>	<b>1,350</b>	<b>270</b>	<b>5,400</b>	<b>1,100</b>	<b>20.4%</b>

# Special EBITDA Effects

## €13m Special Income in Q4

Special income (in €m)	2015					2016				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
POLYSILICON: Retained prepayments & damages from cancelled contracts	4.7	86.7	17.8	28.4	<b>137.6</b>	-	7.0	-	13.3	<b>20.3</b>

► Full Year 2016 Effect on EBITDA amounts to €20m (2015: €138m)

# WACKER: Issuer, Contact and Additional Information

## Issuer and Contact

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## Financial Calendar

03/14/17 – FY Results 2016 and Press Conference

04/27/17 – Q1 Results 2017

05/19/17 – Annual Shareholders' Meeting

07/28/17 – Q2 Results 2017

10/26/17 – Q3 Results 2017

## Additional Information

ISIN: DE000WCH8881

WKN: WCH888

Deutsche Börse: WCH

Ticker Bloomberg: CHM/WCH:GR

Ticker Reuters: CHE/WCHG.DE

Listing: Frankfurt Stock  
Exchange  
Prime Standard



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