

WACKER

Executive Board's Report on Fiscal 2017

Dr. Rudolf Staudigl, President & CEO

Sales Grow to €4.9 Billion in 2017

in € million	2016*	2017	Change
Sales	4,634	4,924	6%
EBITDA	956	1,014	6%
Net income for the year (continuing operations)	178	250	40%
Net cash flow (continuing operations)	361	358	-1%
Net financial debt	993	454	-54%

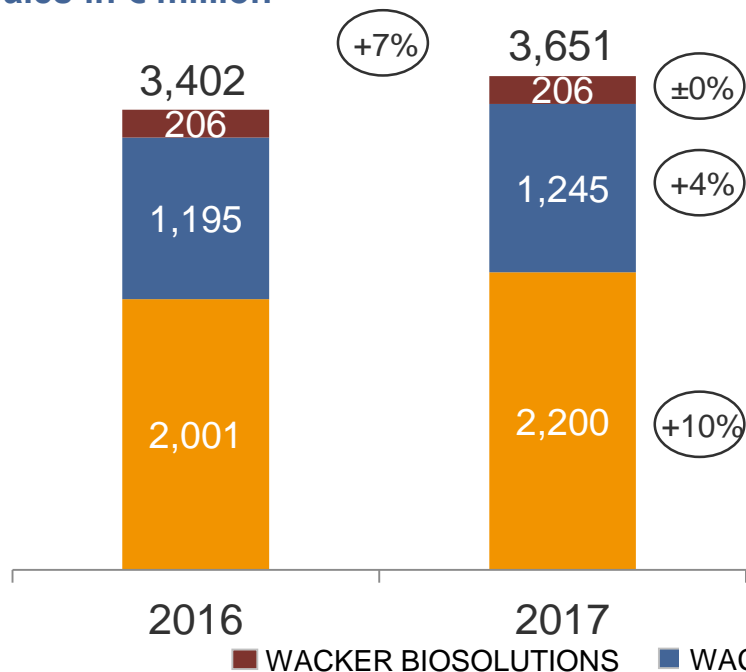
* Adjusted in accordance with IFRS 5

WACKER Distributes Highest-Ever Dividend

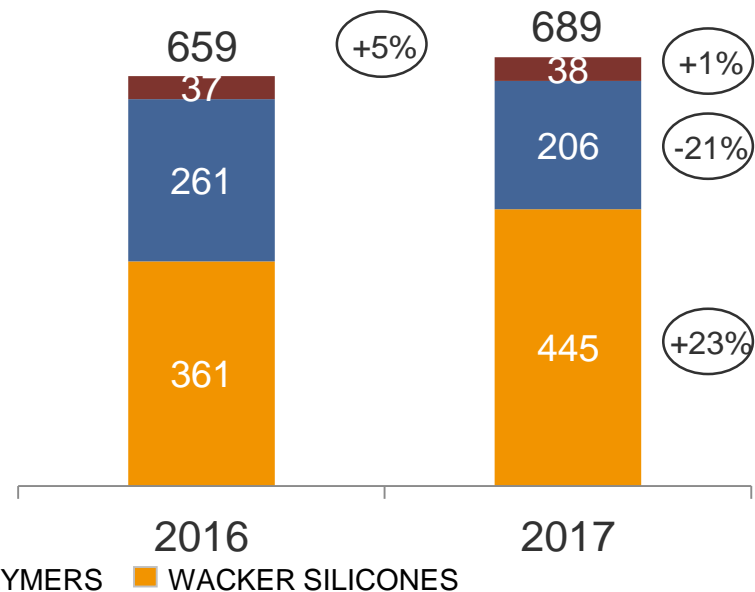
- ▶ Dividend distribution of €2.50 per share and an additional €2.00 per share
- ▶ Corresponds to a total payout of €4.50 per share

Chemical Divisions: Sales and Earnings Growth

Sales in € million



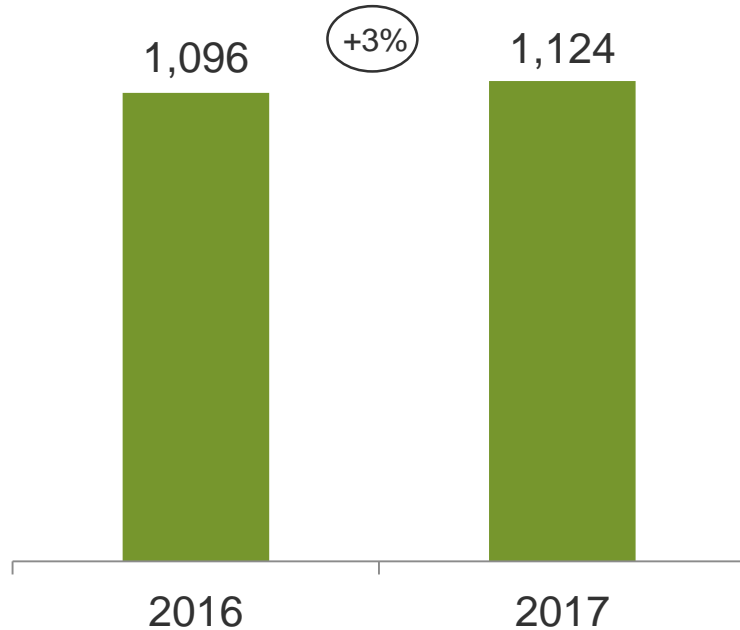
EBITDA in € million



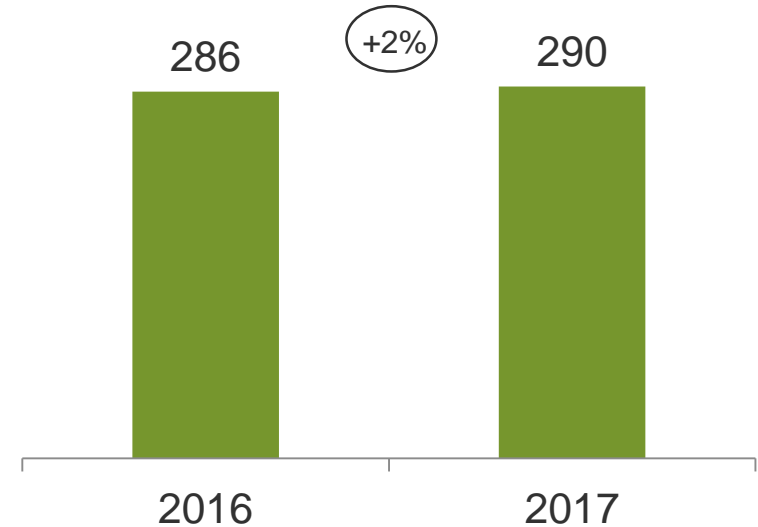
Sales figures are total sales, including internal sales

WACKER POLYSILICON: Sales and EBITDA Up

Sales in € million



EBITDA in € million



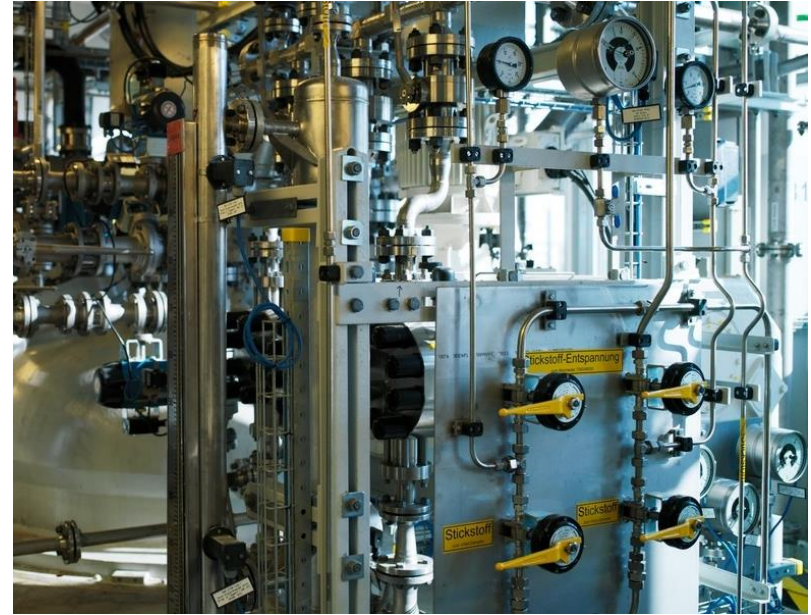
Sales figures are total sales, including internal sales

WACKER Expands Downstream Capacities

Production Plant for Specialty Silicones at Jincheon (South Korea)

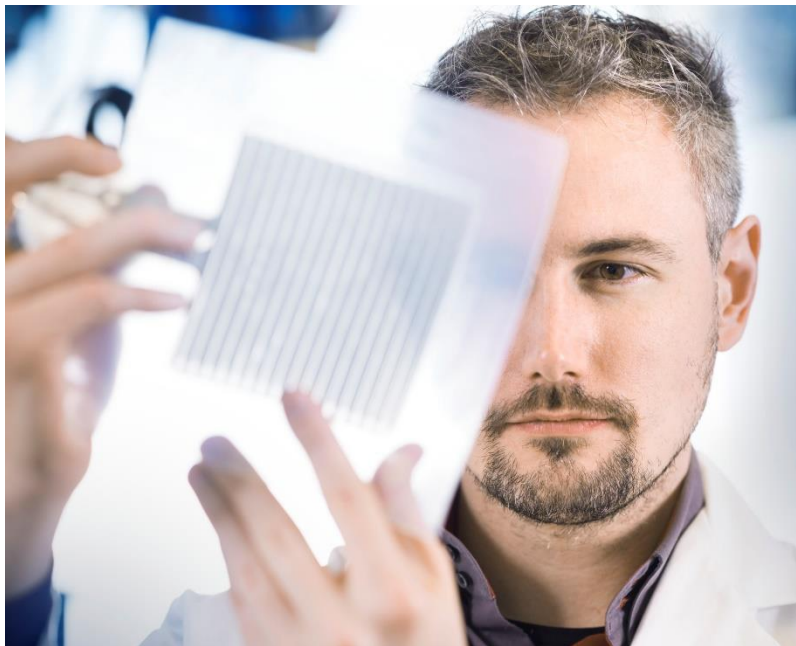


Reactor for Producing Dispersions in Burghausen (Germany)



Innovation Shapes the Future

Plasma Patch Made of Silicone



WACKER Researchers in Ann Arbor (USA)



Cornerstone of Our Success: Our Employees

Vocational Training



Plant Engineer



WACKER Presses Ahead with Digital Transformation



WACKER Is on Course in 2018

€ million	Q1 2017	Q4 2017	Q1 2018
Sales	1,219	1,176	1,218
EBITDA	229	233	255
EBITDA margin (%)	18.8	19.9	20.9
Income from continuing operations	31	54	79
Net cash flow from continuing operations	53	6	168

WACKER Expects Additional Growth in 2018

Outlook for 2018

	2017	Outlook for 2018
Sales (€ million)	4,924	Low-single-digit percentage increase
EBITDA (€ million)	1,014	Mid-single-digit percentage increase
Net income for the year (continuing operations, € million)	250	Substantially above the prior-year level
Net cash flow (€ million)	358	Clearly positive, substantially below last year's figure
Net financial debt (€ million)	454	At the prior-year level

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