



## WACKER – Cash, Growth and Sustainability

Wacker Chemie AG, November / December 2020

# Disclaimer

The information contained in this presentation is for background purposes only and is subject to amendment, revision and updating. Certain statements and information contained in this presentation may relate to future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties. In addition to statements which are forward-looking by reason of context, including without limitation, statements referring to risk limitations, operational profitability, financial strength, performance targets, profitable growth opportunities, and risk adequate pricing, other words such as "may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, or continue", "potential, future, or further", and similar expressions identify forward-looking statements. By their nature, forward-looking statements involve a number of risks, uncertainties and assumptions which could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These include, among other factors, changing business or other market conditions and the prospects for growth anticipated by the Company's management. These and other factors could adversely affect the outcome and financial effects of the plans and events described herein. Statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. The Company does not undertake any obligation to update or revise any statements contained in this presentation, whether as a result of new information, future events or otherwise. In particular, you should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation.



# 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

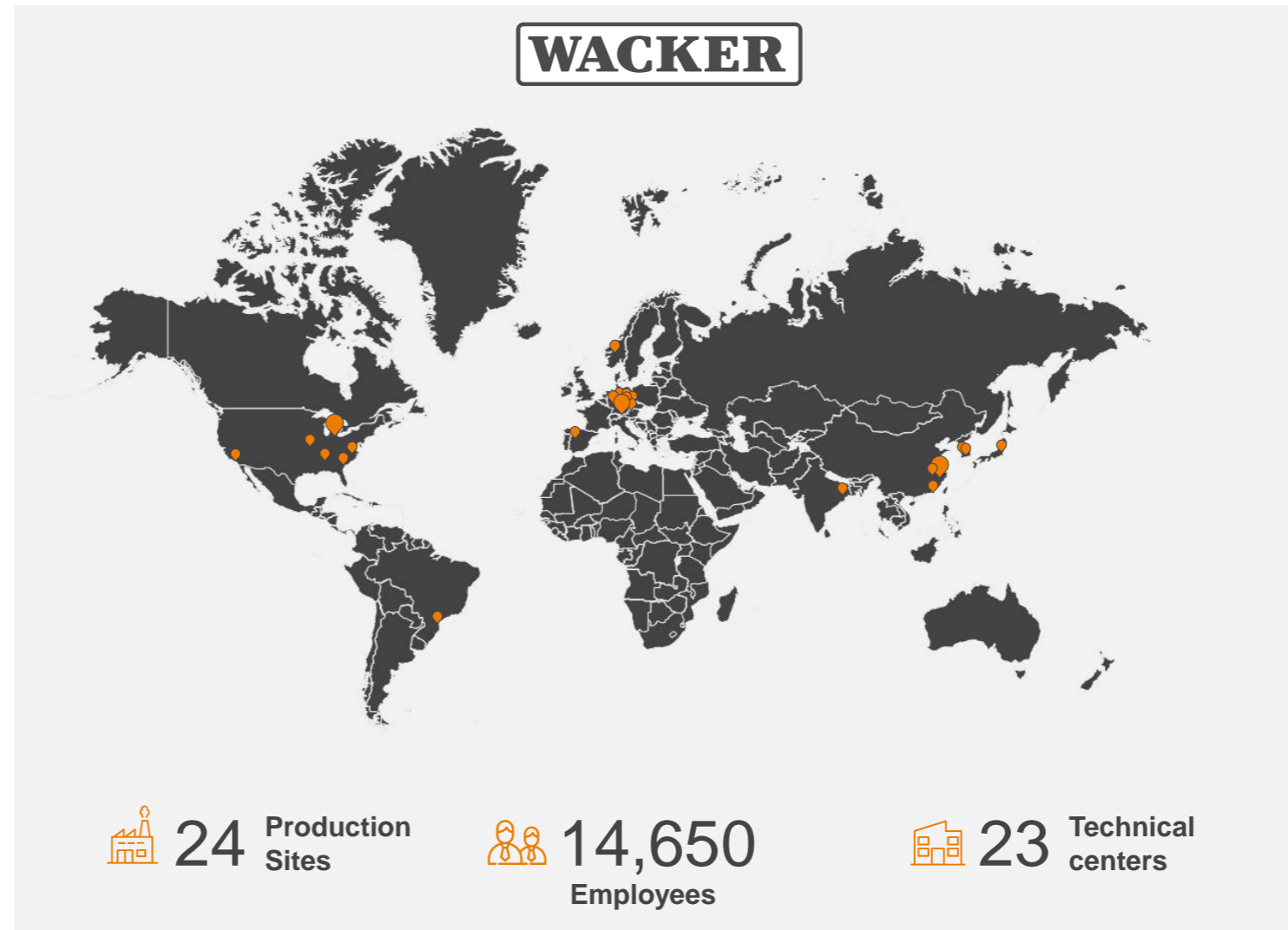
## Facts & Numbers

**€783m**  
EBITDA in 2019

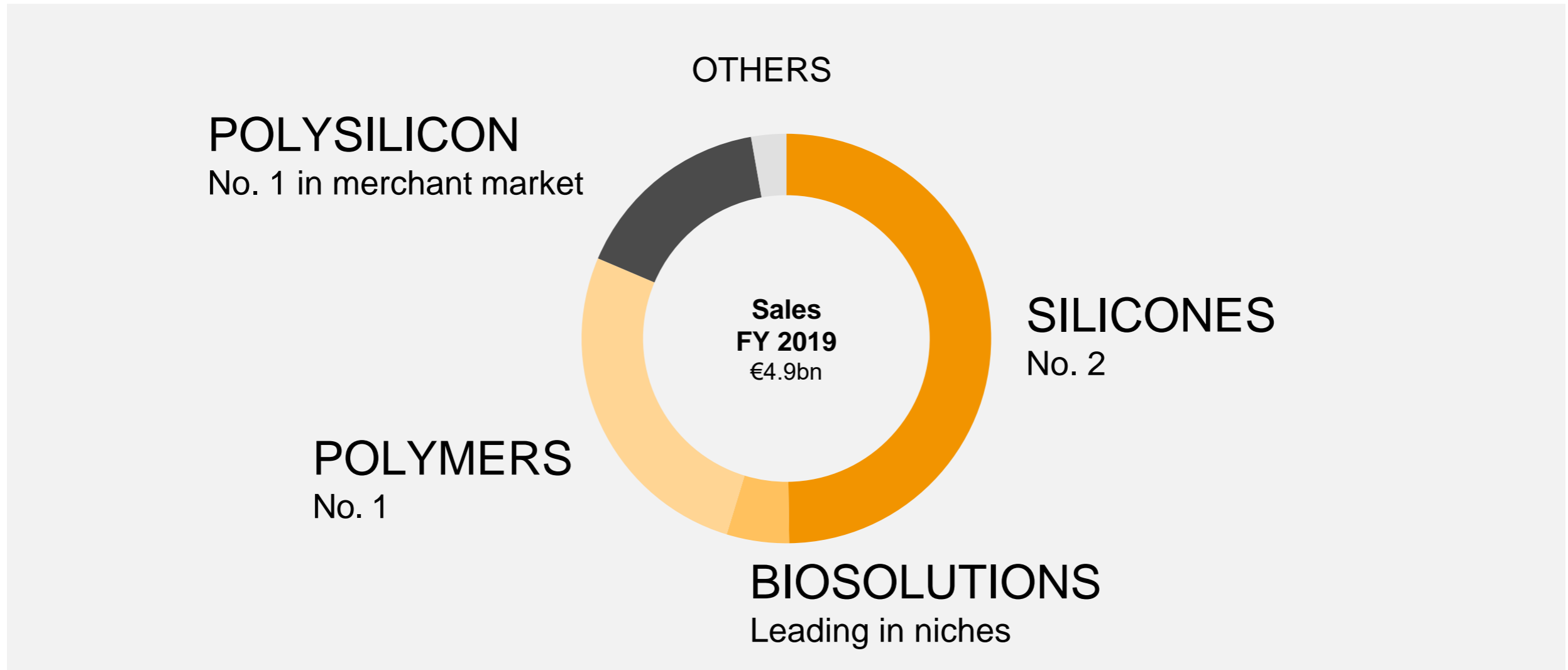
**€4,928m**  
Sales in 2019

**15.9%**  
EBITDA margin  
in 2019

**4** Business  
Segments



# WACKER: An Overview



# Progress on our 5 Targets

## Our Targets



1	CapEx – Extend Leverage Phase	✓
2	Grow Above Chemical Production	✓
3	Focus on Sustainability	✓
4	Sustain Attractive Margins Over the Cycle	✓
5	Generate Cash	✓

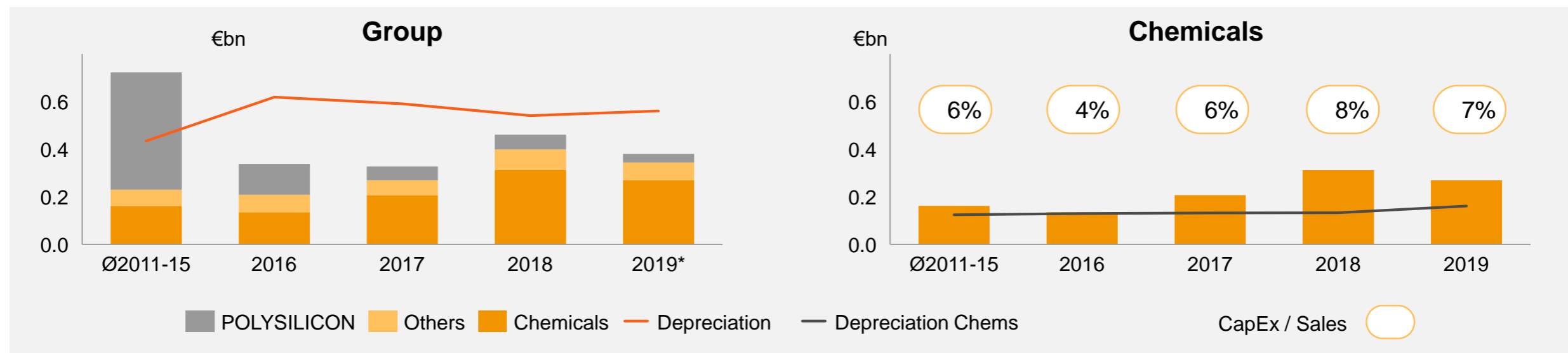
## Progress Since CMD in 2017



Capitalizing on growth opportunities in Chemicals while maintaining Group CapEx < Depreciation
Specialties and demand for applications in smart construction drives sales above chemical production
Continuous efficiency gains lower corporate footprint while expanding sustainable product solutions
Mix improvement and excellent cost performance maintains margin well over 16% EBITDA target
Strong cash generation funds investments and dividends while maintaining a strong balance sheet

# CapEx – Extend Leverage Phase

## Group CapEx Below Depreciation while Enabling Growth in Chemicals



## Pivot to More and Smaller Projects to Support Customers Downstream

### Europe

- ▶ Silicones Burghausen: '18/20
- ▶ **Silicon-Metal-Norway: '19**
- ▶ Biopharma Amsterdam: '18
- ▶ Fermentation León: '18
- ▶ VAE Burghausen: '17

### Asia

- ▶ VAE/DPP Ulsan: '19/20
- ▶ Silicone surfactants Amtala: '18
- ▶ Silicone elastom. Zhangjiagang: '18
- ▶ Silicone elastom. Jincheon: '18
- ▶ VAE Nanjing: '18

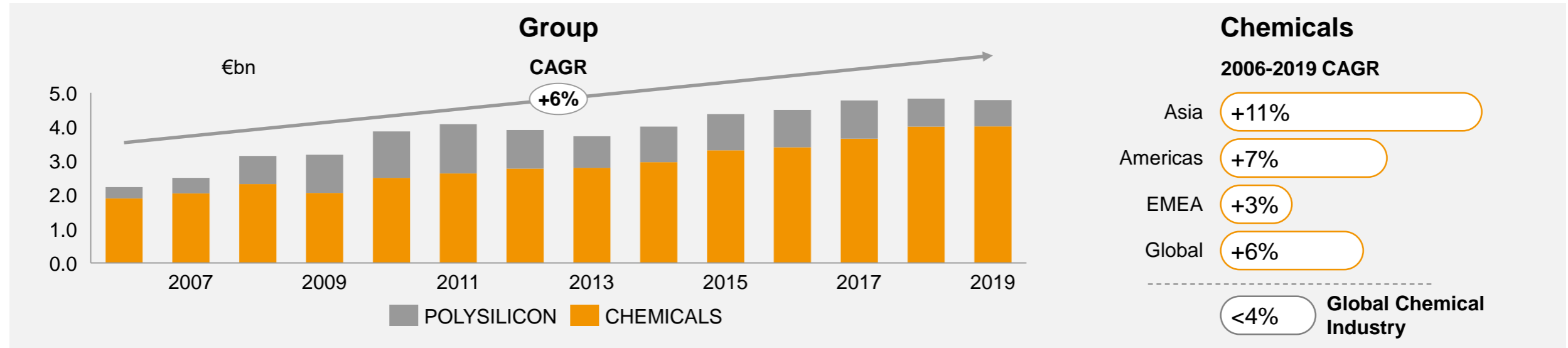
### Americas

- ▶ **HDK®-Tennessee: '19**
- ▶ Silicone emulsions Adrian: '18
- ▶ Silicone emulsions Jandira: '17

Chemicals = BIOSOLUTIONS + SILICONES + POLYMERS \*Depreciation excl. POLYSILICON impairment; **BOLD** = Upstream & midstream

# Grow Above Chemical Production

## Doubling Sales in Chemicals since IPO



## Main Drivers for Chemicals Growth

### Regional Growth

- ▶ Emerging markets catch-up
- ▶ Transformation to advanced technologies and higher building standards

### Innovation

- ▶ WACKER holds ~4,100 active patents and ~1,800 pending patent applications
- ▶ Annually, the Group applies for 90-100 inventions

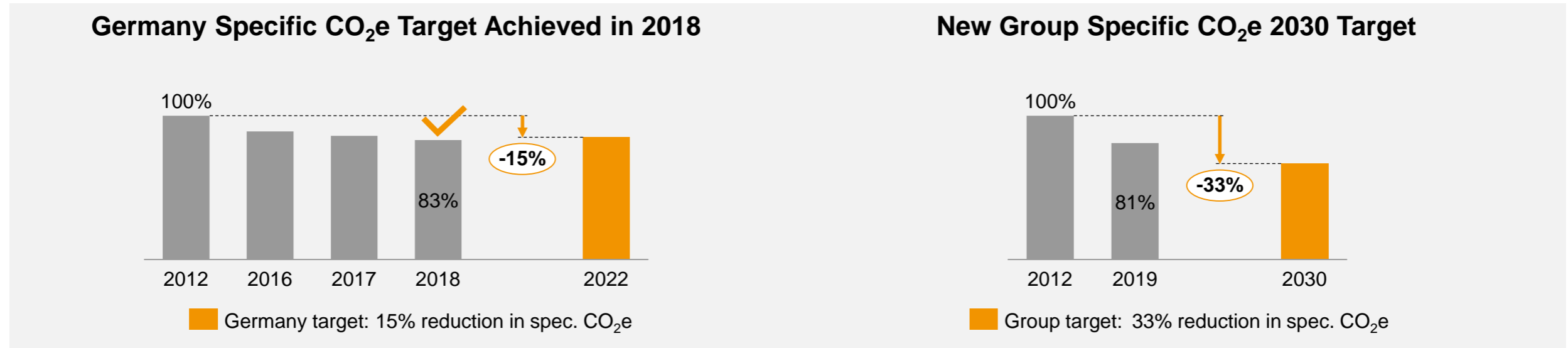
### Substitution

- ▶ Customized high value add solutions for our customers
- ▶ High performance materials
- ▶ Smart construction
- ▶ Lower raw material consumption



# Focus Even More on Sustainability

## Germany CO<sub>2</sub>e Target Achieved, New Ambitious Group Targets for 2030



## Driving Improvements Across our Value Chain

### Value Up

- ▶ Increase the share of products with neutral or positive sustainability contribution to 90% by 2030

### Footprint Down

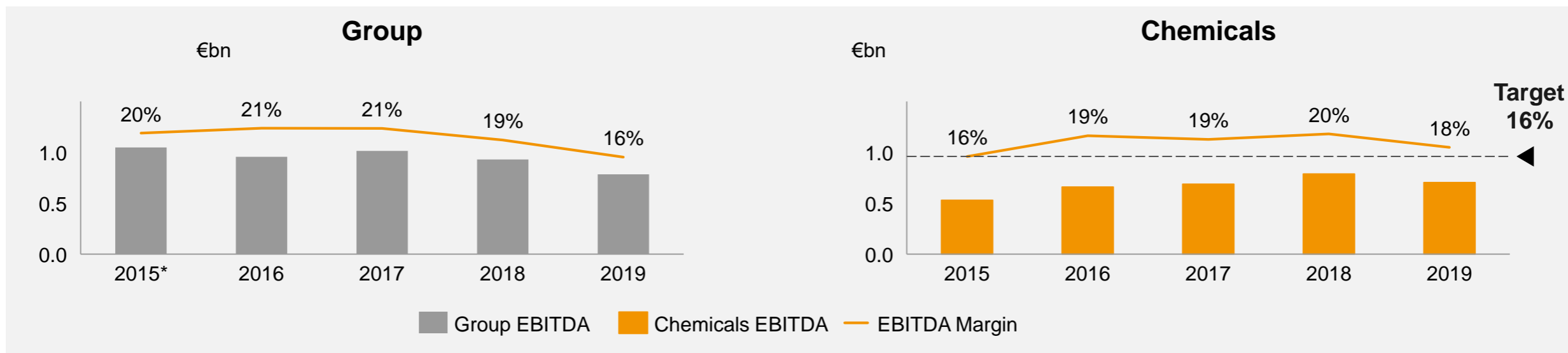
- ▶ Reduce specific energy consumption by 50% by 2030
- ▶ Reduce specific CO<sub>2</sub>e by 33% by 2030

### Collaboration Beyond

- ▶ 90% of our key suppliers with a positive sustainability contribution by 2030

# Sustain Attractive Margins Throughout the Cycle

## Profitability of Chemicals Well Above Target EBITDA-Margin



## Strong Performance in Chemicals, Overcapacities in POLYSILICON

### Group

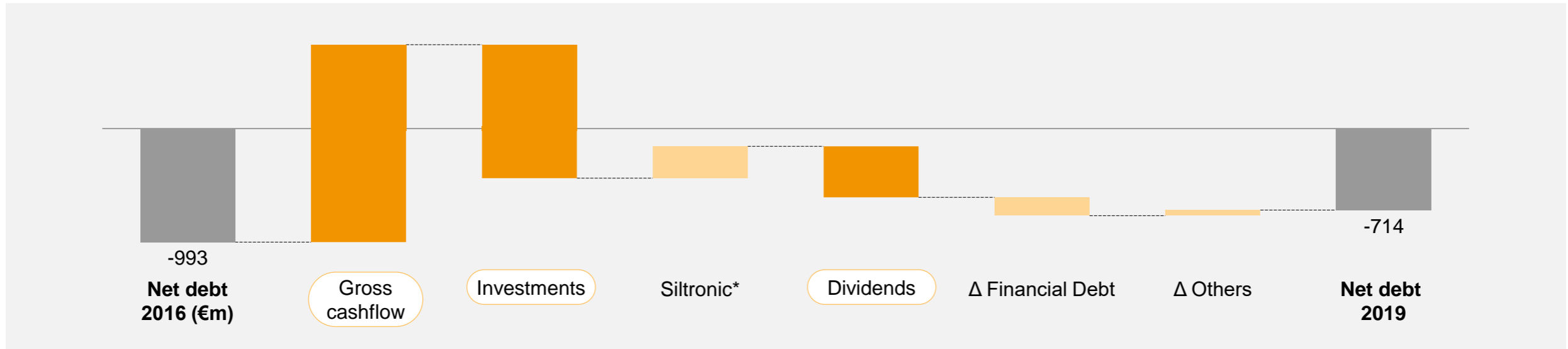
- ▶ High plant utilisation and excellent cost performance in Chemicals
- ▶ Good progress on cost roadmap, but overcapacities remain in POLYSILICON
- ▶ Siltronic deconsolidation in 2017 and lower at-equity income

### Chemicals

- ▶ SILICONES with improved product mix
- ▶ POLYMERS with rising demand for smart construction
- ▶ BIOSOLUTIONS with rapidly growing biopharma business

\*Siltronic fully consolidated, from 2016 onwards at-equity

## Cash Generation Funds Growth and Dividends while Maintaining Low Net Debt



## Strong Cash Generation Through Specialty Focus, Budgeting and Cost Discipline

### Drivers to Gross Cashflow

- ▶ Strong cash generation in Chemicals
- ▶ Strict working capital management
- ▶ Insurance and pension top-up effects

### Drivers to Net Debt

- ▶ Targeted investments upstream & downstream
- ▶ Dividend payout since end of 2016: €447m
- ▶ IFRS 16 effects in 2019

\*Cash flow effects from deconsolidation of Siltronic in 2017

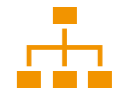
# “Shape the Future” Efficiency Program to Increase Competitiveness and Profitability

## Broad Scope of Program

by 2022

<b>Reorganization of business and central divisions</b>	<ul style="list-style-type: none"><li>▶ Positioning business divisions even stronger for profitable growth</li><li>▶ Lean central departments, with required scope of services</li></ul>
<b>Savings in indirect and non-operational functions</b>	<ul style="list-style-type: none"><li>▶ Save €250m in annual costs</li><li>▶ Reducing material costs and in-house services</li><li>▶ FTE reduction of &gt;1,000; Focus on Germany</li></ul>
<b>Reduction of indirect costs</b>	<ul style="list-style-type: none"><li>▶ All areas with external costs affected</li><li>▶ Critically examine demand and purchasing behavior, simplify processes and compare needs and requirements</li></ul>

Lean organization



Efficient processes



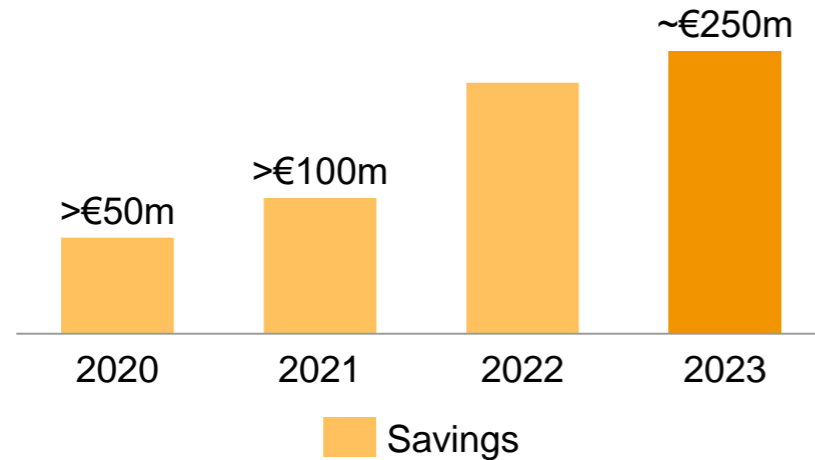
Cost Discipline



# “Shape the Future”

## More than €50m in Savings in 2020 and Rising to >€100m in 2021

### Full Cost Savings Starting Year-end 2022



### Contribution by Category



### Savings From Personnel Costs

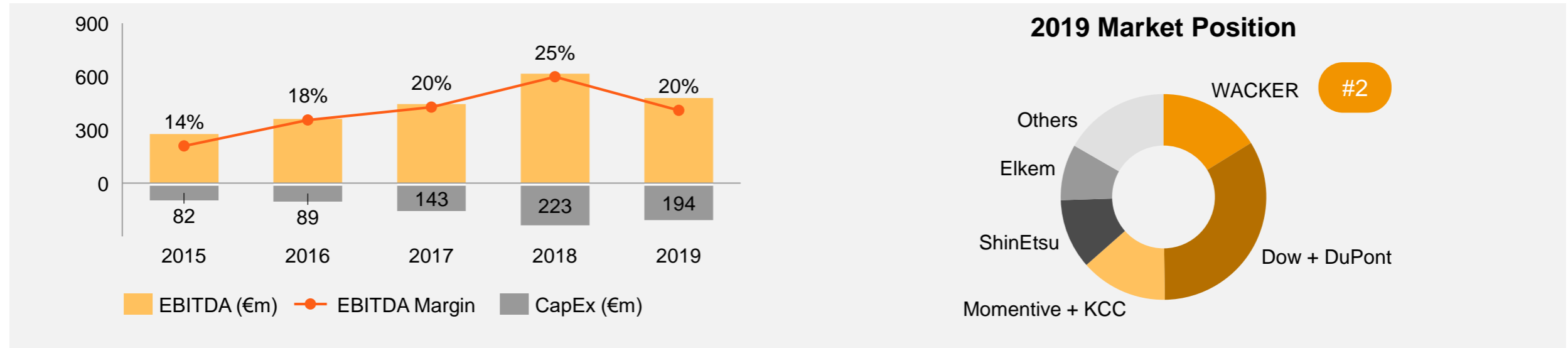
- ▶ Reduction of ~1,200 FTEs globally
- ▶ More than 80% of targeted reductions in Germany
- ▶ Framework agreements signed with employee representatives
- ▶ First personnel savings expected in 2021
- ▶ Mid-double-digit provision expected in Q4 2020
- ▶ Additional costs expected in 2021-22 as project develops

### Savings From Indirect Spend

- ▶ More than 1,000 measures identified
- ▶ Implementation underway and on track
- ▶ >€50m savings expected in 2020, increasing to >€100m in 2021

# SILICONES at a Glance

## Full Portfolio Supplier with Focus on Specialties



## Drivers for SILICONES

### Growth

- ▶ Versatile chemistry with excellent performance and strong substitution drive
- ▶ Reduced cyclicality through broad market and customer diversification

### Performance

- ▶ Intensive knowledge / best practice sharing between regional competence centers
- ▶ Investment focus on specialties
- ▶ Focus on cost and efficiency

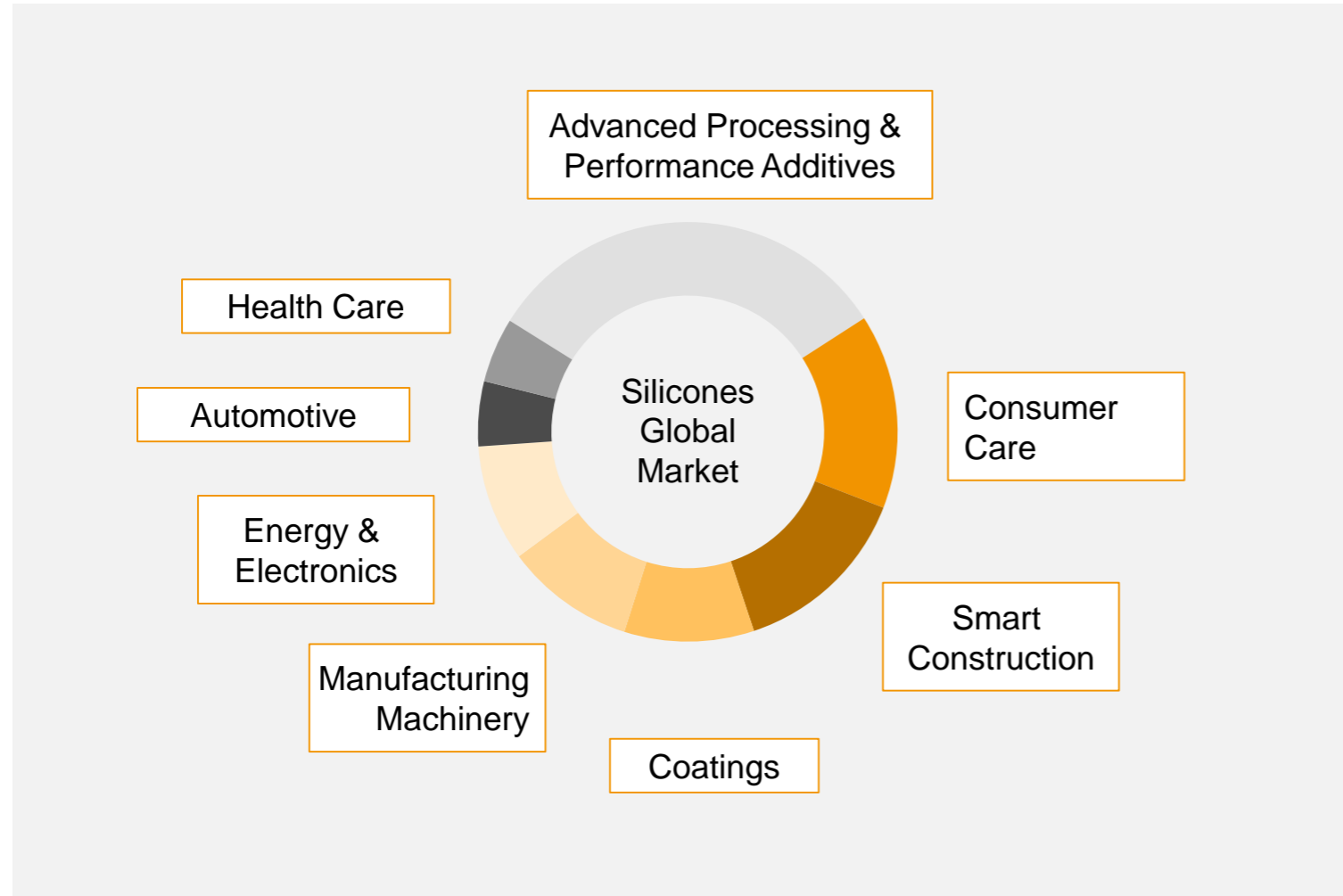
### Sustainability

- ▶ Silicones enable CO<sub>2</sub> savings\* in numerous applications
- ▶ Renewable raw material solutions

\*Source: Silicon Chemistry Carbon Balance, Global Silicone Council

# SILICONES Serve Diversified End Markets

## Broad Market Penetration and a Wide Customer Base



## Market Drivers

- ▶ Automotive ↔ E-Mobility
- ▶ Health Care ↔ Ageing Population
- ▶ Construction ↔ Urbanization
- ▶ Electronics ↔ Communication
- ▶ Consumer Care ↔ Living Comfort

## Short-term COVID-19 impact

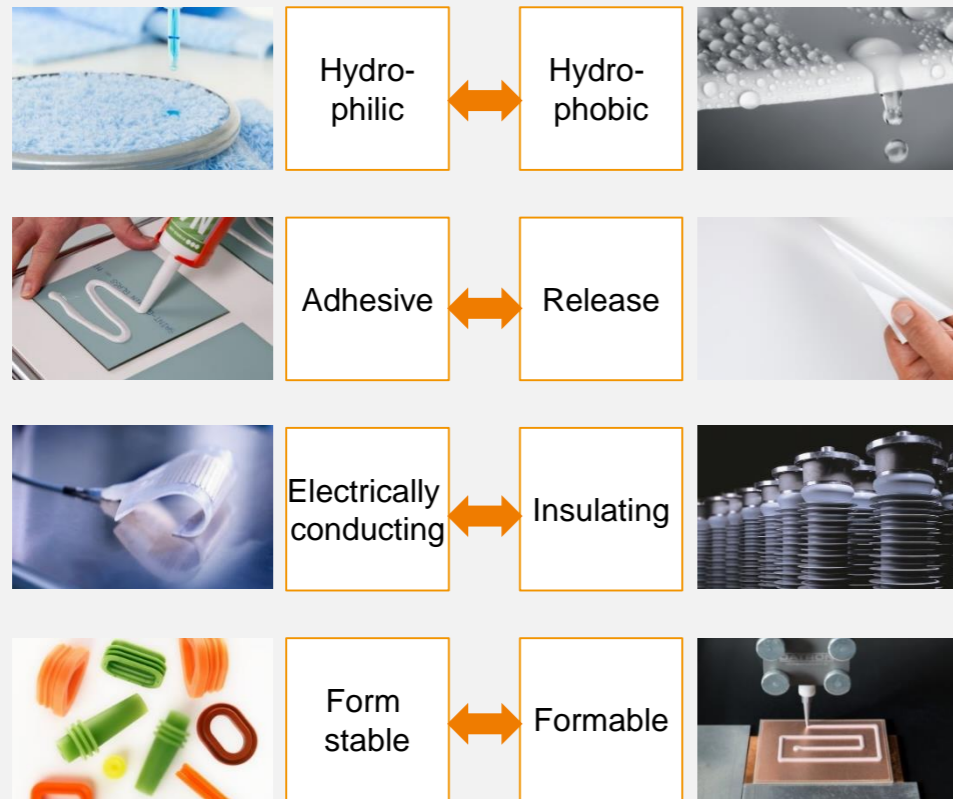
- ▶ **Significant:** Automotive, Energy, Textile & Plastic Additives
- ▶ **Moderate:** Construction
- ▶ **Positive:** Health Care, Pulp & Industrial Defoamer, Labeling

Industry Split; Source: Freedonia

# SILICONES

## Silicones – A Basis for Unlimited Applications

### Broad Spectrum of Adjustable Properties



### Customized Products with Unique Properties

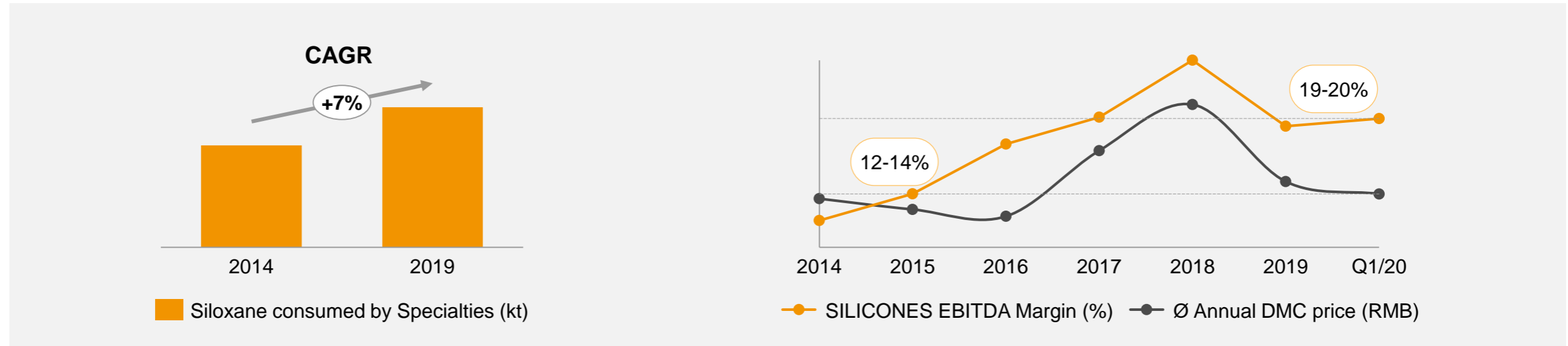




# SILICONES

## Improved Product Mix Enabled by Specialties Strategy

### Growing Specialties Supports Earnings Stability



### Success Factors for Specialization Drive

#### Mix Improvements

- ▶ Significant specialty volume growth
- ▶ Sufficient Sx volume to support specialties growth without upstream investments

#### Success Factors

- ▶ Localization of service and downstream production close to our customers
- ▶ Preferred development partner

#### Operational Excellence

- ▶ Continuous cost improvements
- ▶ Benchmark cost Sx feedstock
- ▶ Integrated supply chain to handle complex global material flow

Source Chinese DMC Price: SAGSI & Luxi

# SILICONES

## Full Portfolio Provider with Focus on Specialties

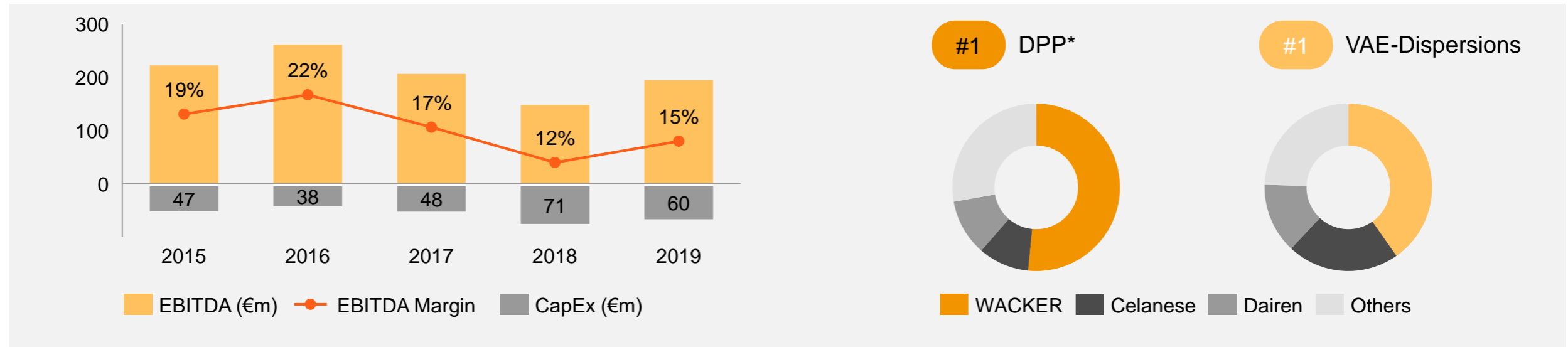
### Strategic Focus and Roadmap

<b>Value Creation</b>	<ul style="list-style-type: none"><li>▶ Focus on downstream projects to support our customers' specialty applications</li><li>▶ Lower capital intensity with higher return on capital</li></ul>
<b>Innovation</b>	<ul style="list-style-type: none"><li>▶ Extend our global competence network and grow local markets</li><li>▶ Preferred innovation partner of our customers</li></ul>
<b>Operational Excellence</b>	<ul style="list-style-type: none"><li>▶ Benchmark costs with continuous improvements</li></ul>



# POLYMERS at a Glance

## Leading Market Positions & Generating Attractive Earnings on Low Capital Intensity



## Drivers for POLYMERS

### Growth

- ▶ Intact growth drivers in key markets and broad scope of applications
- ▶ Diverse market & customer base
- ▶ Growth partner of our customers

### Customer Focus

- ▶ Global presence with tandem production sites (DPP + VAE) and 16 technical centers
- ▶ Innovation and in-depth formulating expertise

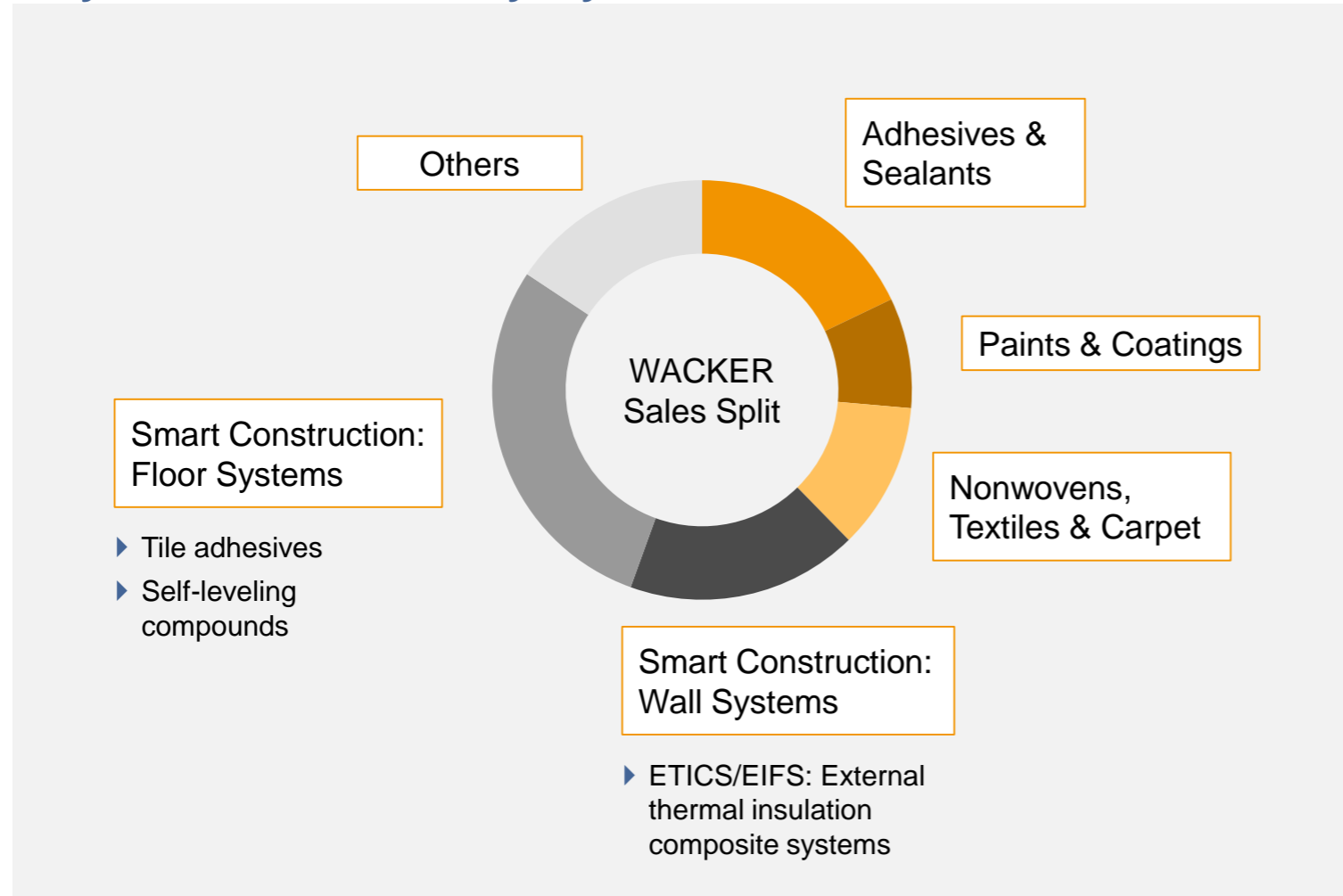
### Sustainability

- ▶ Enable CO<sub>2</sub> savings with smart construction
- ▶ Renewable raw materials solutions

\*DPP = Dispersible Polymer Powder

# POLYMERS Create Value in a Wide Variety of Applications

## Polymer Binders in Everyday Life



## Market Drivers

- ▶ DPP ↔ Smart and sustainable construction, urbanization and renovation
- ▶ Dispersions ↔ Growth from key VAE performance benefits

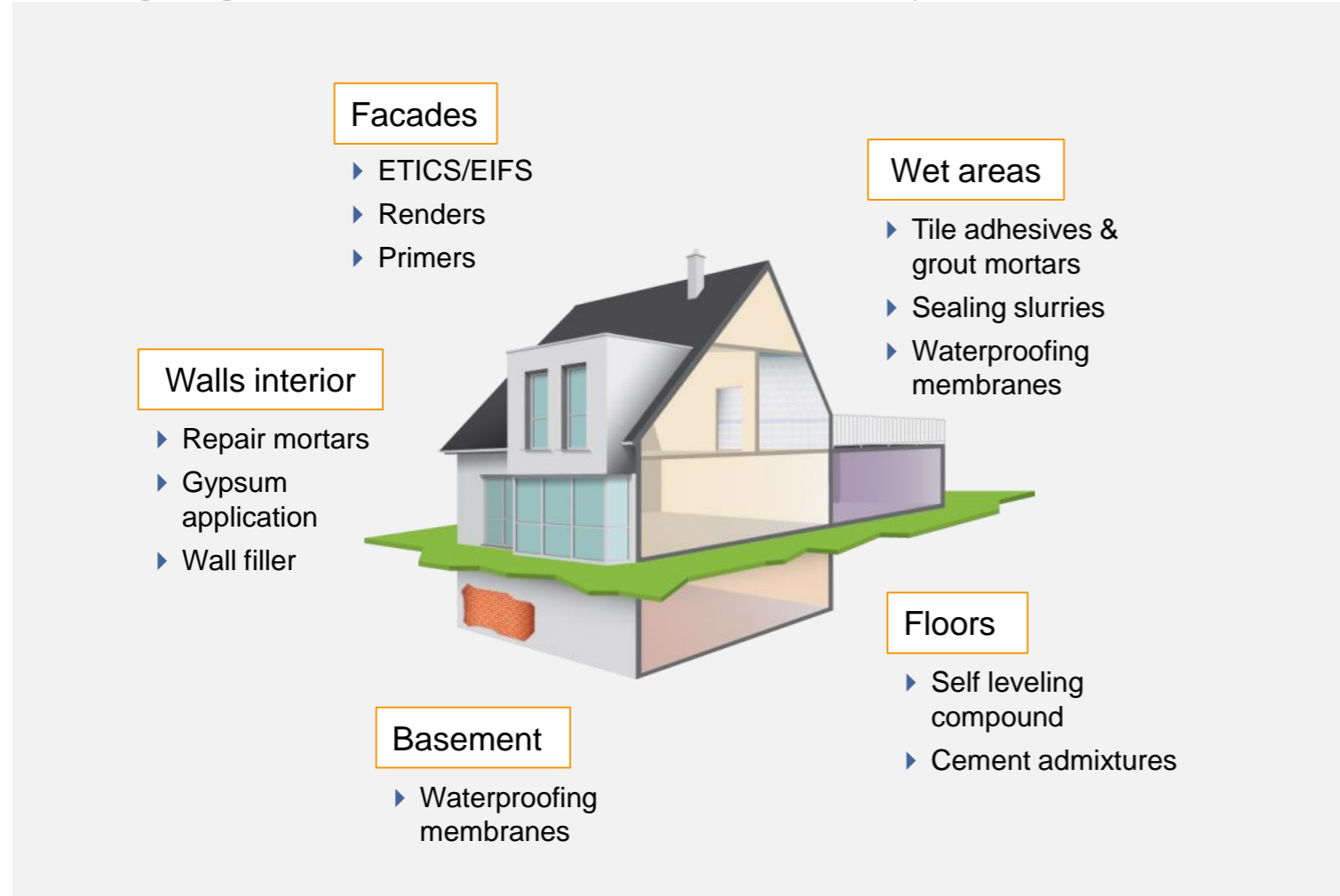
## Short-term COVID-19 impact

- ▶ **Significant:** Durable consumer goods, tabletop nonwoven
- ▶ **Moderate:** Construction
- ▶ **Positive:** Renovation, Packaging and hygiene applications
- ▶ Clear recovery signs in China and countries where economies reopening

# POLYMERS

## Dispersible Polymer Powders Enable Smart Construction

### Adding High Value to Mortar and Concrete Systems in Construction



### Transformation Drivers

- ▶ Applicator (labor) productivity & material savings
- ▶ Higher building standards
- ▶ New building materials
- ▶ Demanding substrates & methods
- ▶ Sustainability

# POLYMERS

## VAE Dispersions with Performance Advantages

### Adhesives



- ▶ Balance Cohesion / Adhesion
  - ▶ Machinability
- vs. C3 Chemistry**

### Carpet



- ▶ Very Low Odor / Very Low Emission
  - ▶ Low Flammability
- vs. C4 Chemistry**

### Non-Woven



- ▶ Adhesion to cellulose fibers
  - ▶ Absorbency (Hydrophilic)
- vs. C3 Chemistry**

### Paints

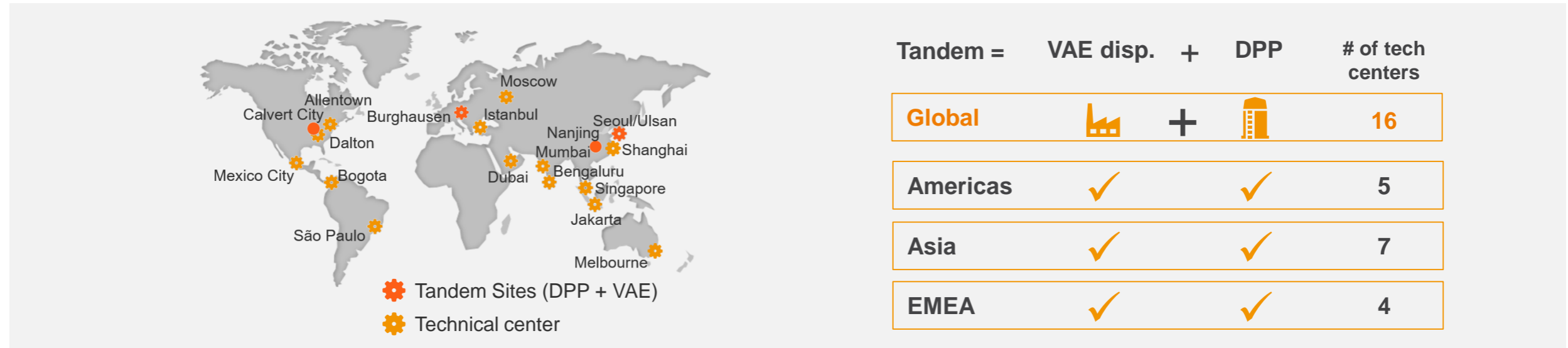


- ▶ Excellent Scrub Resistance
  - ▶ Very Low Odor / Very Low VOC
- vs. C3 Chemistry**

# POLYMERS

## Tandem Sites and Tech Centers Enhance Global Reach

### Serving Customers in All Key Markets



### Addressing Individual Regional Market Requirements

#### Emerging

- ▶ Higher building standards
- ▶ Technology transformation
- ▶ Increased demand for housing

#### Developing

- ▶ Material savings & labor productivity
- ▶ Local technical support for local markets
- ▶ Value chain education

#### Developed

- ▶ Advanced technical product requirements
- ▶ Value based replacement
- ▶ Sustainable products

# POLYMERS

## Sustainable Binder Solutions

### Strategic Focus and Roadmap

#### Customer Focus

- ▶ Global presence with production and technical centers
- ▶ Continuously expanding our production footprint to enable customer's growth potential



#### Substitution by Innovation

- ▶ Value based substitution
- ▶ Transformation towards higher building standards



#### Sustainability

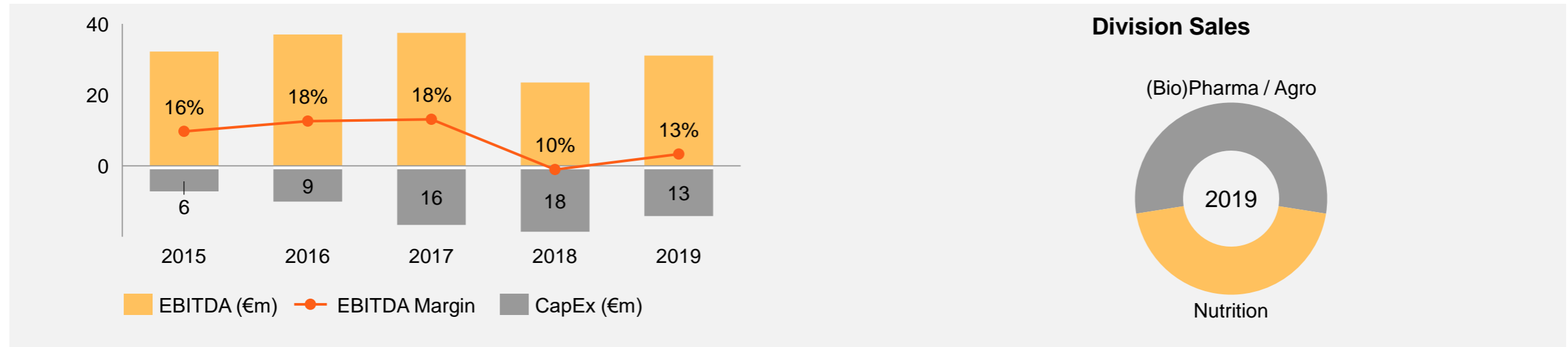
- ▶ New product releases based on renewable raw materials
- ▶ CO<sub>2</sub> savings with smart construction demonstrated





# BIOSOLUTIONS at a Glance

## BIOSOLUTIONS Transitioning to a High Growth Biopharma Business



## Drivers for Fast Growing Biopharma

### Unique Technology Platforms

- ▶ “The Microbial CDMO\*” with proprietary technologies
- ▶ Cutting-edge technologies and strong scientific background
- ▶ 3 EMA / FDA approved sites

### Strong Track Record

- ▶ Customer focus and global track record: pre-clinical to market supply
- ▶ 200 projects successfully completed
- ▶ More than 1,100 GMP batches released

### Growing Biopharma

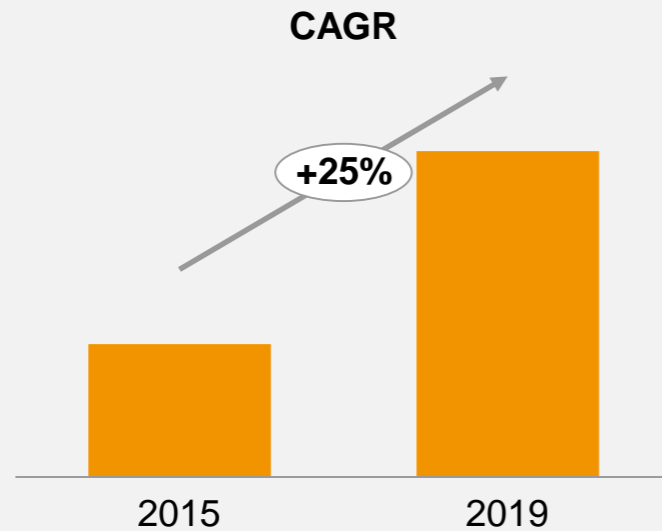
- ▶ Successful integration of Amsterdam business and increasing utilization
- ▶ Committing CapEx to meet growing Biopharma demand

\*CDMO = Contract Development and Manufacturing Organization

# BIOSOLUTIONS

## Serving a Fast Growing Biopharmaceuticals Business

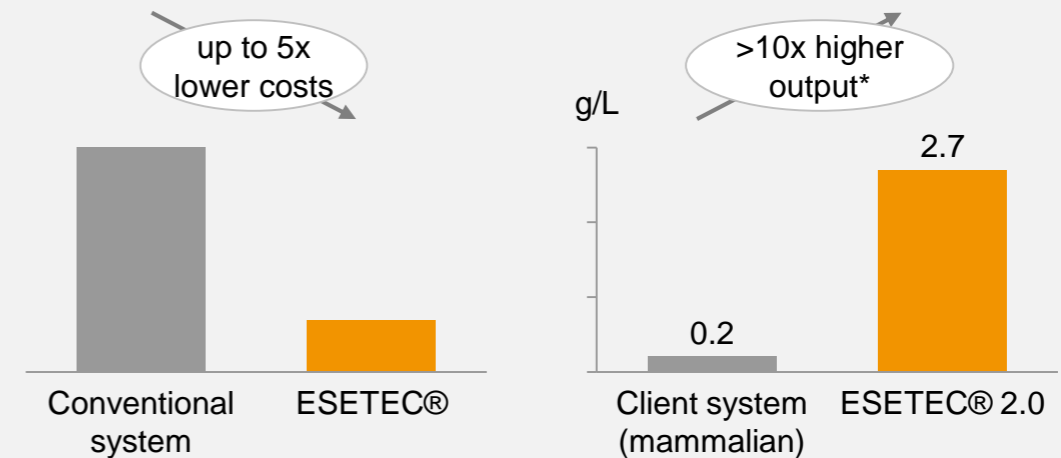
### Biopharmaceuticals Sales growth (€m)



- ▶ Filling capacities at newly acquired facility in Amsterdam
- ▶ Dynamically growing number of projects in pipeline

### “The Microbial CDMO”

#### ESETEC® (*E.coli* secretion technology)



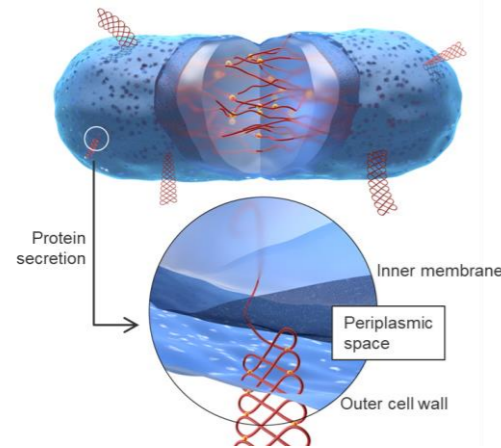
- ▶ ESETEC® reduces the number of process steps, significantly increases yields, and reduces production costs

\*Example: Medimmune Project

# BIOSOLUTIONS

## Set up for Growth with a Differentiating CDMO Toolbox

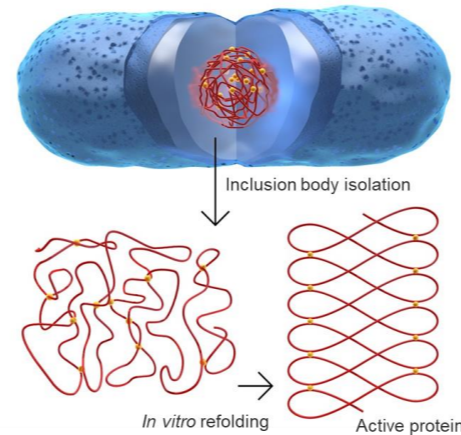
### Secretion Technology



#### ESETEC®

- ▶ Correctly folded proteins are transferred across the cell membrane into the culture broth
- ▶ Unique manufacturing technology, with exceptionally high quality and flexibility

### Refolding Technology



#### FOLDTEC®

- ▶ After cell disruption, aggregated proteins are converted to their active conformation
- ▶ Optimized for high productivity and quality

### Live Microbial Products



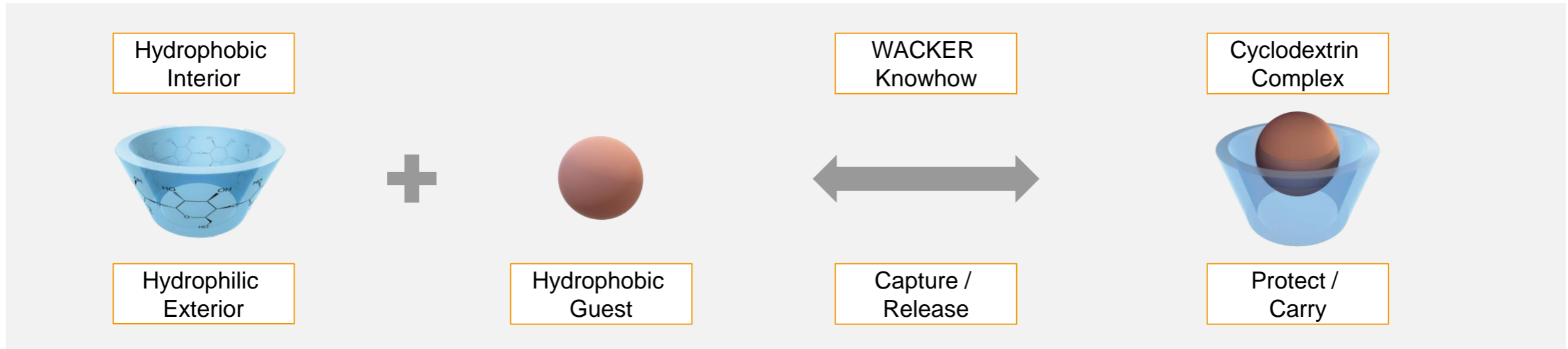
#### LIBATEC®

- ▶ Live microorganisms (bacteria or yeast) with therapeutic or preventive effects
- ▶ Development of scalable and fully closed mono-septic production processes

# BIOSOLUTIONS

## Cyclodextrins Enable Technologies to Combat COVID-19

### Cyclodextrins Protect and Carry Active Ingredients



### Anti-Viral Properties



- ▶ Functional treatment of textiles with cyclodextrins
- ▶ Cyclodextrins capture lipids on the surface of viruses, like SARS-CoV-2

### Improved Bioavailability



- ▶ Cyclodextrins increase solubility of active ingredient
- ▶ Carrier to deliver the active ingredient in anti-viral drugs

# BIOSOLUTIONS

## Leveraging Technology for Biotechnology-Based Growth

### Strategic Focus and Roadmap

#### Unique Technology Platforms

- ▶ Develop fast growing biotechnology businesses
- ▶ Cutting-edge technologies and strong scientific background



#### Customer Focus

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



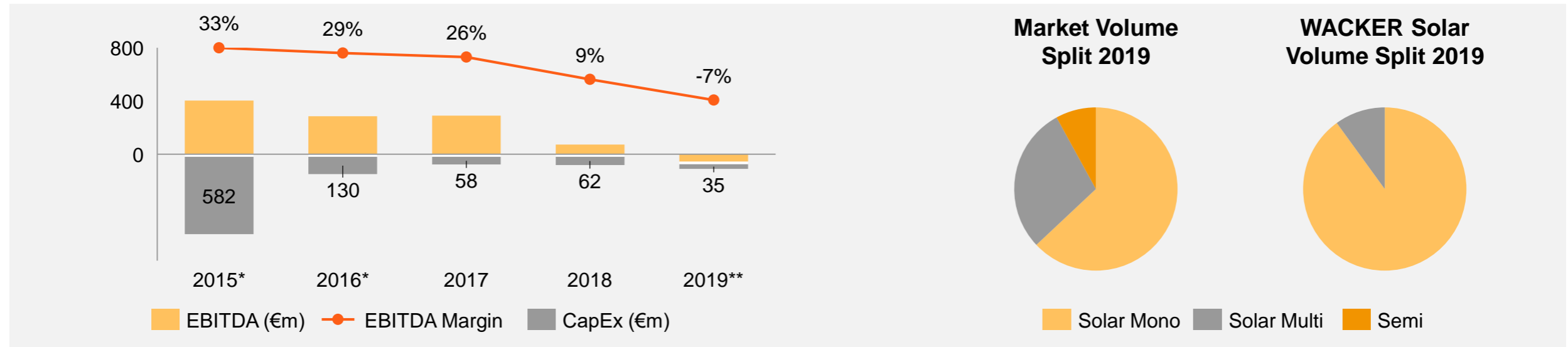
#### Commitment to Growth

- ▶ Continuous investments in innovation and growth
- ▶ Aligning organization towards strategic growth areas



# POLYSILICON at a Glance

## Market and Quality Leader in Semiconductor and High Performance Solar Polysilicon



## Drivers for POLYSILICON

### Mix Shift Towards Semi

- ▶ Leader in quality, quantity and cost
- ▶ Benchmark in process stability
- ▶ Recognized industry partner
- ▶ Supporting market growth from plants in Europe and US

### High Quality Applications in PV

- ▶ Fast market conversion to mono
- ▶ Fierce price competition amid overcapacity
- ▶ 4x lower CO<sub>2</sub> footprint in production compared to Chinese competitors

### Cost Roadmap

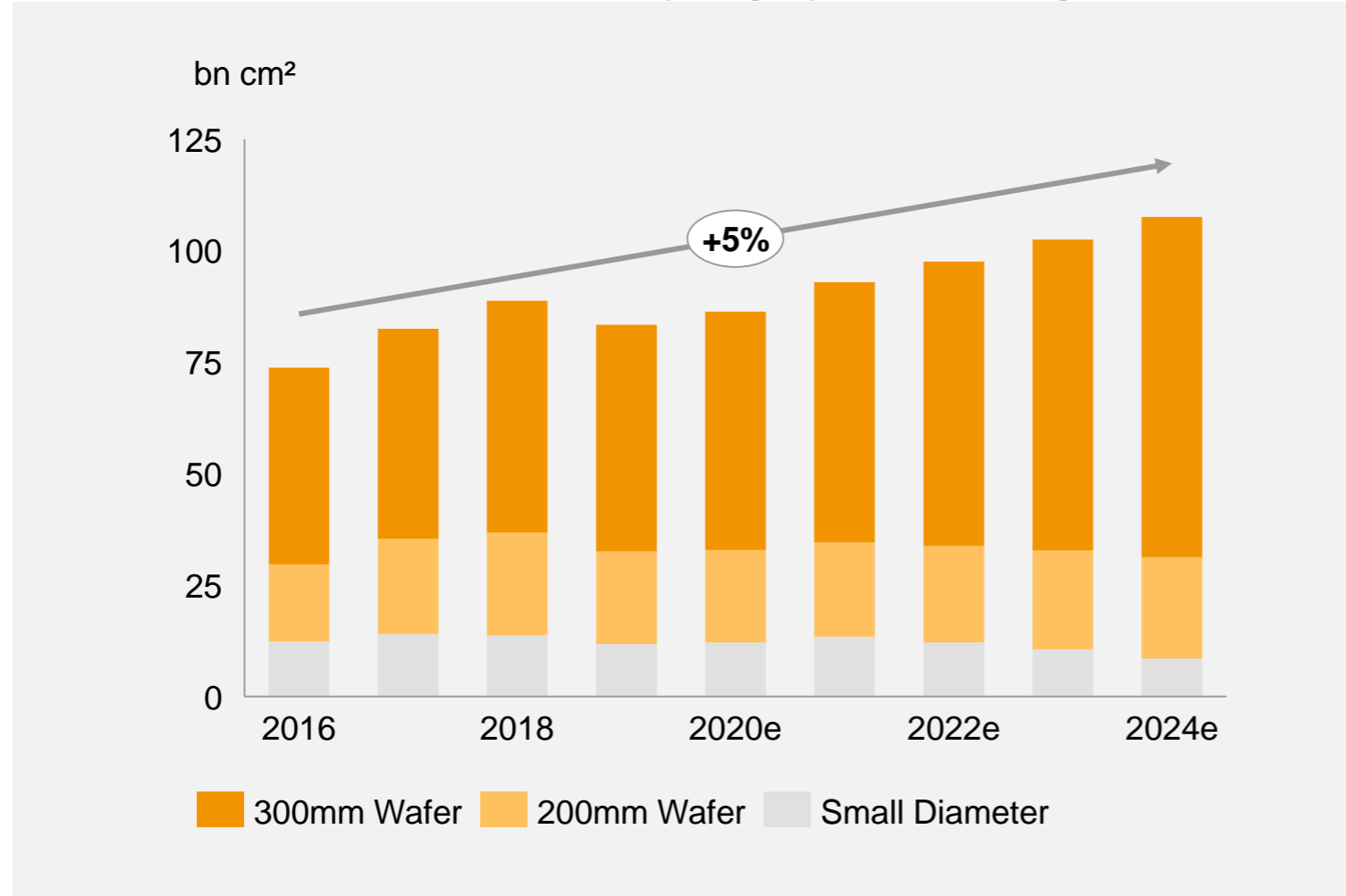
- ▶ Continuous cost reduction
- ▶ Reducing energy consumption
- ▶ Optimizing resource efficiency
- ▶ Improving labor productivity

\*Operating EBITDA Margin \*\*EBITDA excl. insurance compensation of €112.5m from 2017 incident in Charleston

# POLYSILICON

## High Quality Polysilicon Required for Growing Semi Segments

### Growth of Semi Market Driven by Highly Demanding 300mm Wafers



### WACKER is Clear #1 in Semiconductor Polysilicon

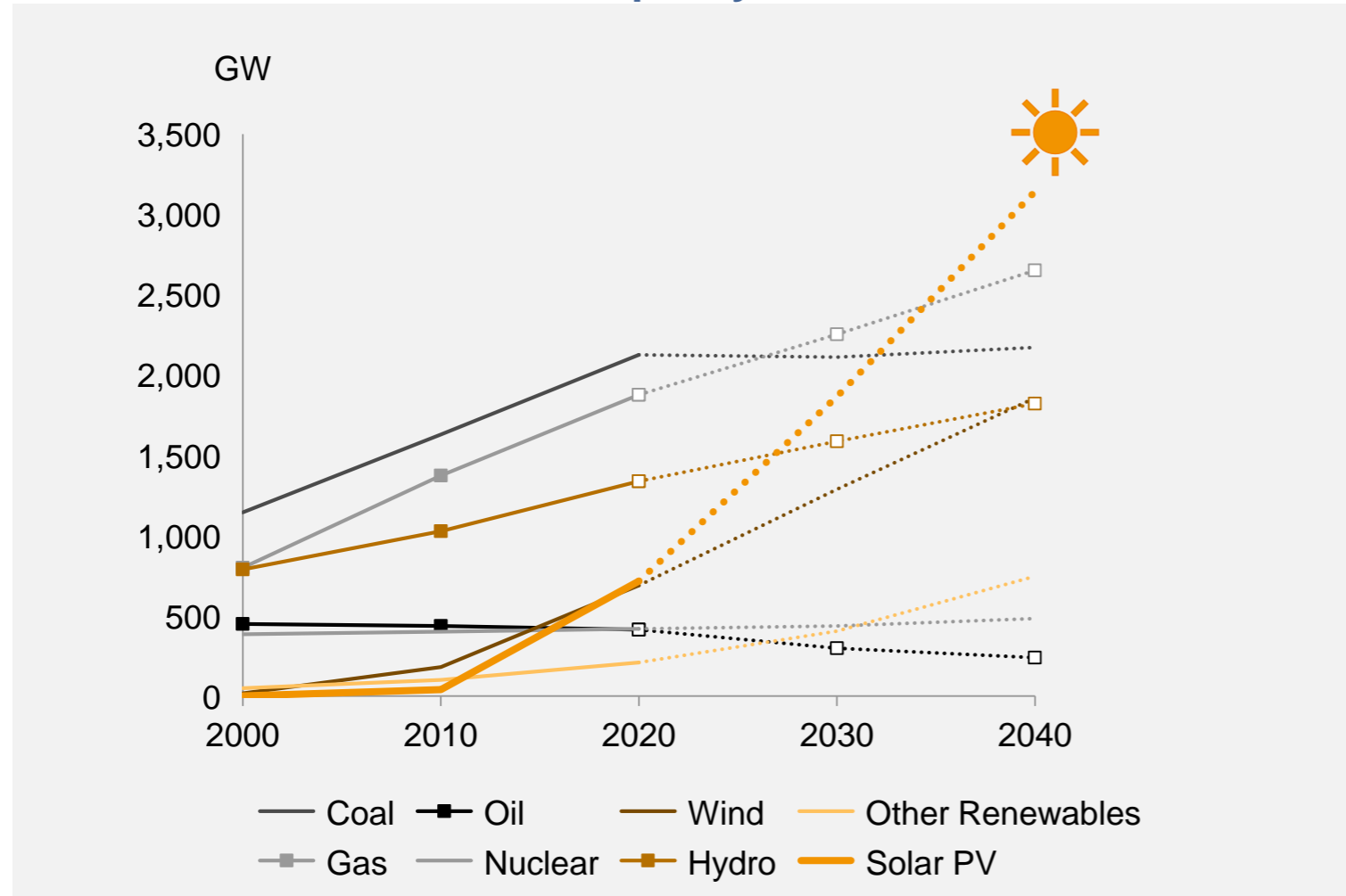
- ▶ Consolidation ongoing in semi grade polysilicon market with 3 major suppliers left
- ▶ WACKER leading in quality, quantity and cost
- ▶ Only producer offering the full portfolio from clean handled to FZ
- ▶ WACKER is highly dedicated to semiconductor customers

Source: SEMI and WACKER Estimates

# POLYSILICON

## Low Cost CO<sub>2</sub>-free Power with Polysilicon for Photovoltaics

### Installed Power Generation Capacity 2000-2040



### Market Drivers

- ▶ PV is the fastest growing source of new power generation globally
- ▶ Annual PV installations represent ~35% of total yearly global power capacity additions
- ▶ Market shifts from subsidy driven to competitive pricing
- ▶ WACKER polysilicon enables highest efficiency PV systems with benchmark LCOE

Source: IEA Energy Outlook November 2019, Stated Policies Scenario



# POLYSILICON

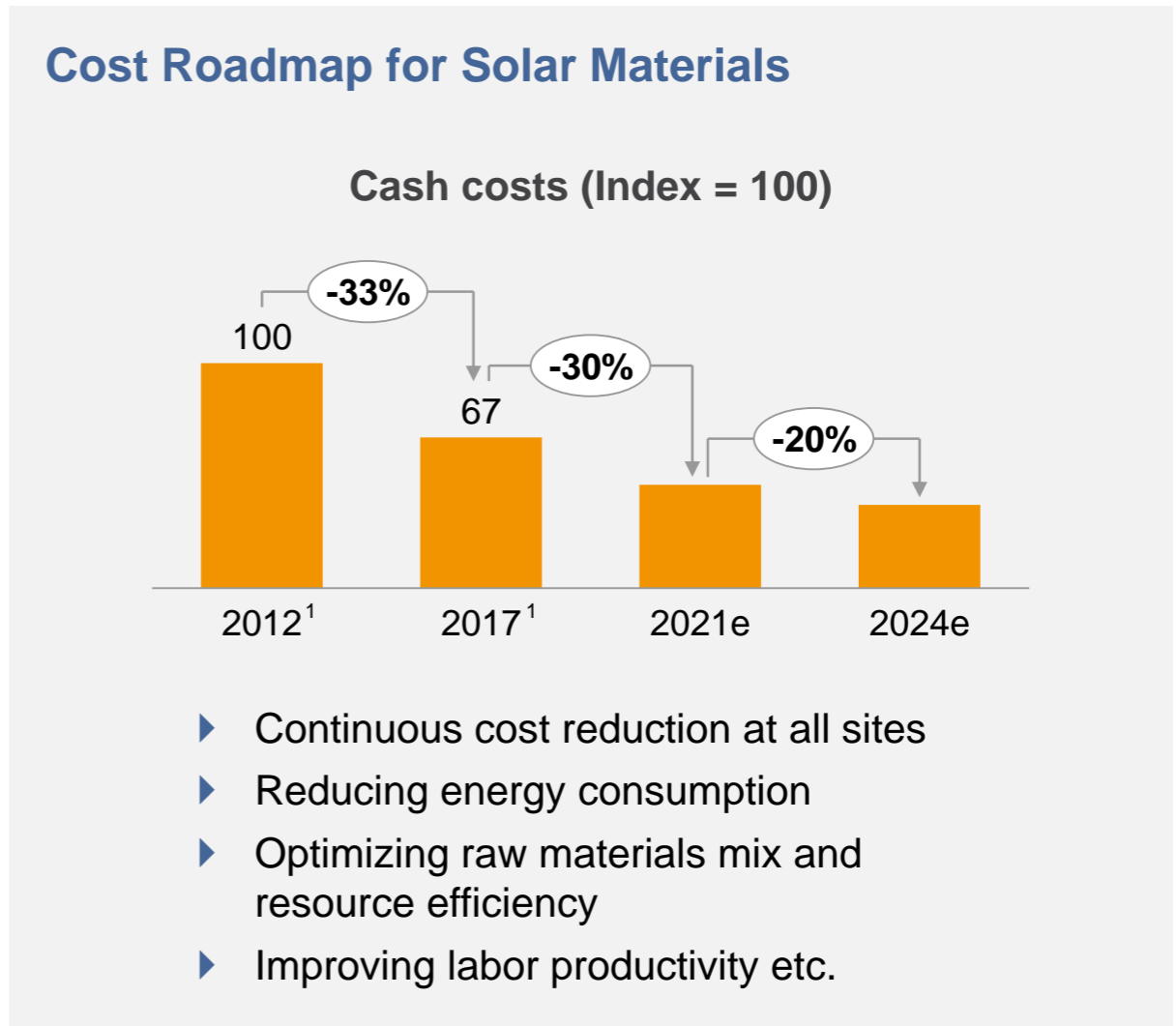
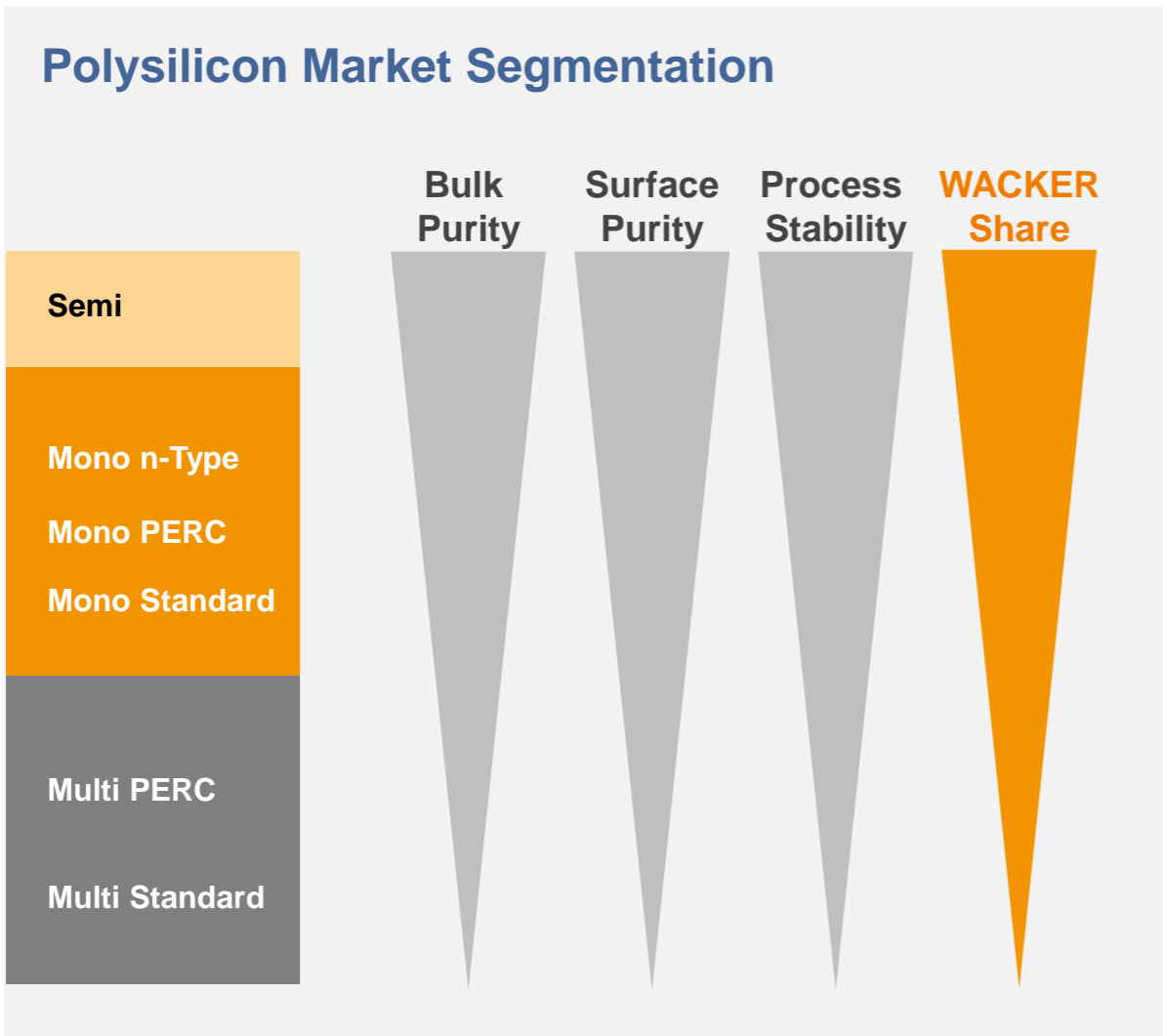
## Strong Rebound of Global PV Markets in 2021 Expected

Country	2016	2017	2018	2019	2020	2021e
Germany	1.5	1.8	3.0	4.0	4.0 – 5.0	4.0 – 5.0
Spain	0.1	0.1	0.4	4.7	3.5 – 4.5	4.0 – 5.0
Europe other	4.8	4.9	8.1	13.0	11.0 – 13.0	14.0 – 18.0
<b>Europe total</b>	<b>6.4</b>	<b>6.8</b>	<b>11.5</b>	<b>21.7</b>	<b>18.5 – 22.5</b>	<b>22.0 – 28.0</b>
Australia	0.8	1.3	3.8	5.0	4.0 – 5.0	4.0 – 6.0
China*	32.5	52.8	44.3	30.2	30.0 – 35.0	40.0 – 50.0
India	4.3	9.6	8.5	7.3	5.0 – 7.0	9.0 – 11.0
Japan	8.4	7.4	7.0	7.5	6.0 – 7.0	6.0 – 7.0
USA	14.8	10.6	10.6	13.3	16.0 – 19.0	18.0 – 22.0
Rest of Americas	3.0	3.4	6.0	7.5	6.5 – 7.5	8.0 – 10.0
Rest of World	7.7	8.1	13.3	26.0	24.0 – 27.0	33.0 – 36.0
<b>Total</b>	<b>78 GW</b>	<b>100 GW</b>	<b>105 GW</b>	<b>120 GW</b>	<b>110 – 130 GW</b>	<b>140 – 170 GW</b>

Sources: SPE, IHS, industry announcements, WACKER estimates; \*China official data adjusted for installed/not connected capacity

# POLYSILICON

## Benchmark Quality and Aggressive Cost Reductions



<sup>1)</sup> without Tennessee

# POLYSILICON

## Targeting High Performance Products at Low Costs

### Strategic Focus and Roadmap

#### Operational Excellence

- ▶ Continuous cost reductions at all sites
- ▶ Sustainable production with low CO<sub>2</sub> footprint



#### Serving High-End Markets

- ▶ Focus on semiconductors and high performance solar
- ▶ Cost and quality leader in high quality polysilicon



#### Fully Invested

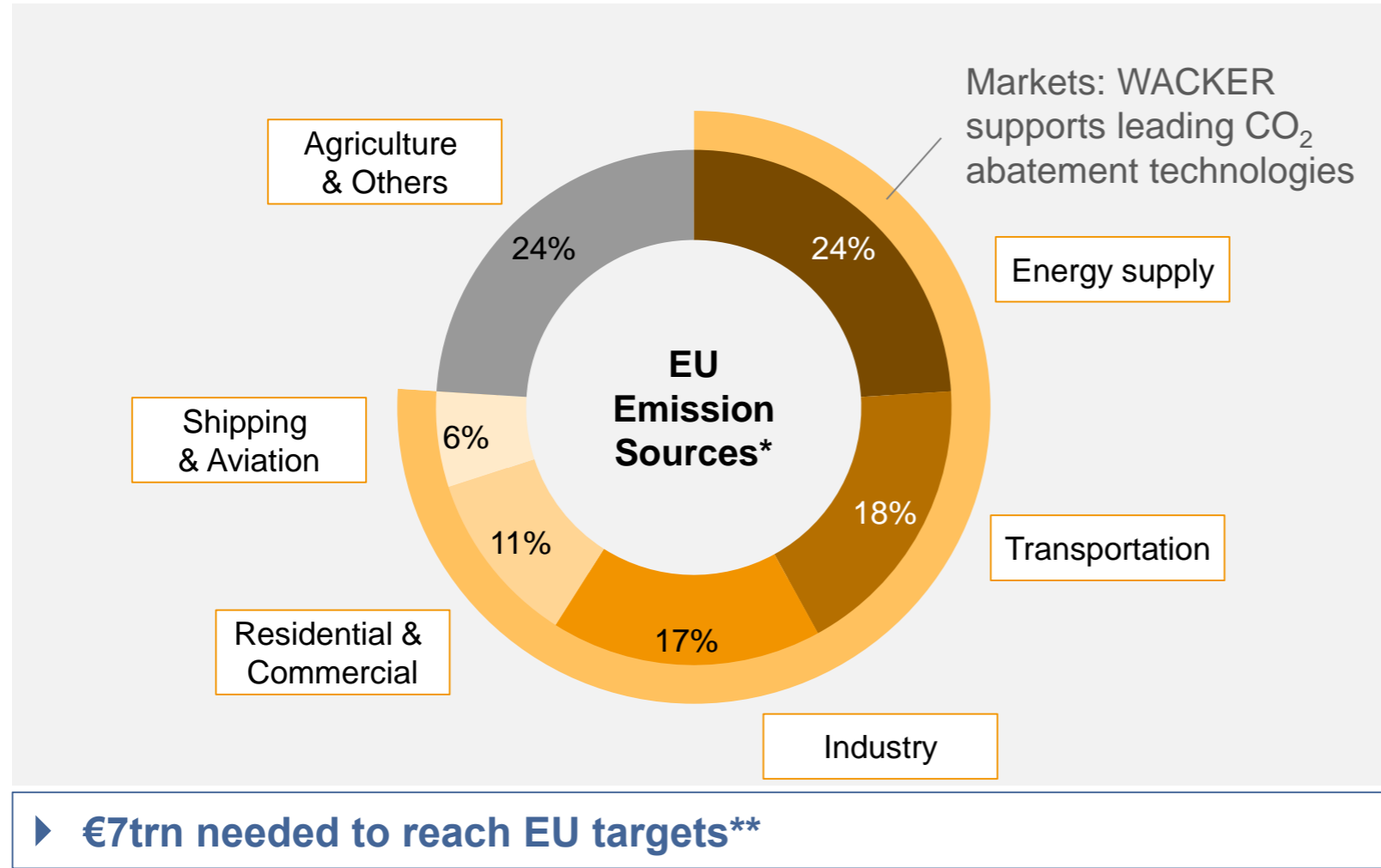
- ▶ Leveraging our assets
- ▶ Semiconductor grade polysilicon in Europe and US



# EU Green Deal Targets Climate-Neutrality by 2050

## Catalyst for CO<sub>2</sub> Abatement Technologies Enabled by WACKER

### EU Emission Sources and WACKER Solutions



### WACKER Enables CO<sub>2</sub> Saving Technologies

- ▶ Energy supply ↔ Polysilicon for PV solar, silicones insulators for grids
- ▶ Industry ↔ Silicones for advanced processing aids, defoamers
- ▶ Transportation ↔ Silicones enable EV's and fuel-efficient motors
- ▶ Residential & Commercial ↔ Polymer binders in external thermal insulation panels, weather resistant coatings
- ▶ Shipping & Aviation ↔ Silicone de-foaling coatings and thermal insulation in aerospace

\* Eurostat 2017 \*\* Source: Goldman Sachs (2020) The EU Green Deal

# Appendix:

## FY 2019 and Q3 2020 Results – P&L

In €m	FY 2019	FY 2018	% YoY	Q3 2020	Q3 2019	% YoY
Sales	4,928	4,979	-1	1,183	1,268	-7
EBITDA	783 <sup>1</sup>	930	-16	191	273	-30
EBITDA margin	15.9%	18.7%	-	16.1%	21.5%	-
EBIT	-536	390	n.a.	91	137	-34
EBIT margin	-10.9%	7.8%	-	7.7%	10.8%	-
Net income for the period	-630	260	n.a.	68	86	-22
EPS in €	-12.94	4.95	n.a.	1.30	1.67	-22
Capital expenditures	380	461	-18	45	88	-48
Depreciation / amortization	1,320	540	>100	100	136	-26
Net cash flow	184	86 <sup>2</sup>	>100	296	176	68

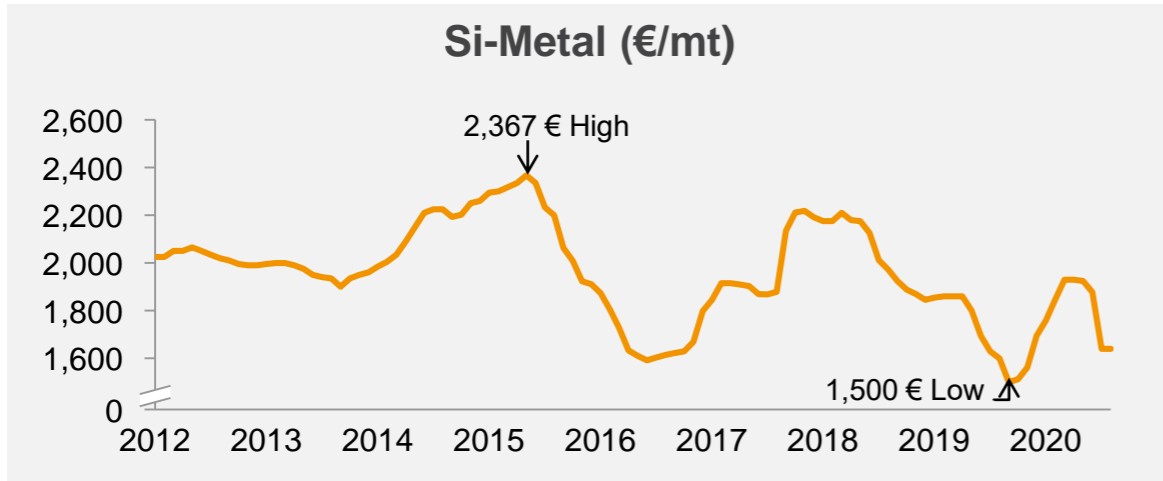
<sup>1)</sup> incl. insurance compensation of €112.5m from 2017 incident in Charleston

# Appendix:

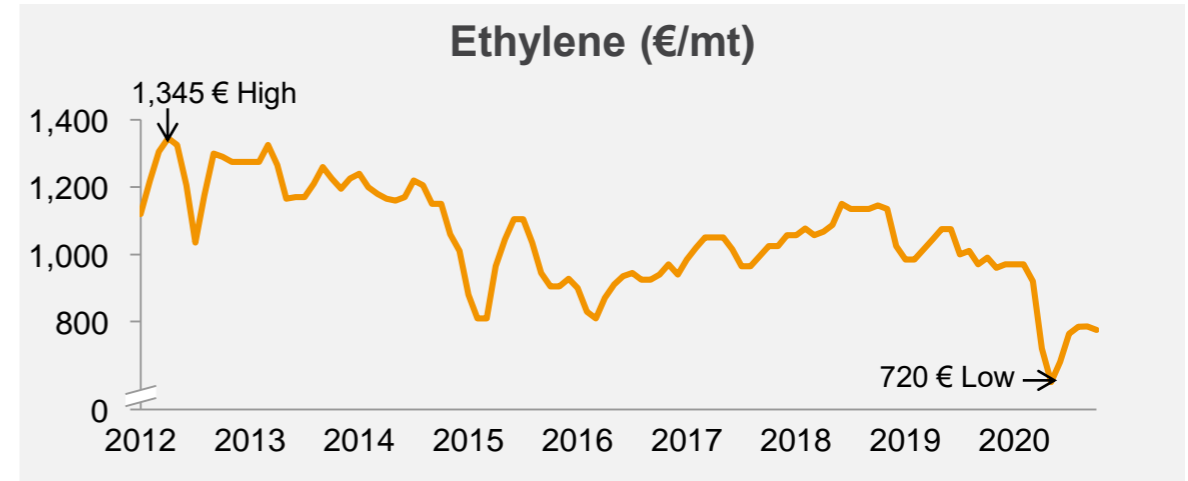
## FY 2019 and Q3 2020 Results – Breakdown by Business

In €m / %	FY 2019			FY 2018			Q3 2020			Q3 2019		
	SALES	EBITDA	EBITDA MARGIN	SALES	EBITDA	EBITDA MARGIN	SALES	EBITDA	EBITDA MARGIN	SALES	EBITDA	EBITDA MARGIN
<b>Chemicals</b>	4,011	704	17.5%	4,009	788	19.7%	945	184	19.4%	1,029	183	17.8%
SILICONES	2,453	479	19.5%	2,500	617	24.7%	548	91	16.5%	633	127	20.1%
POLYMERS	1,315	194	14.8%	1,282	148	11.5%	340	85	25.0%	335	49	14.5%
BIOSOLUTIONS	243	31	12.8%	227	24	10.4%	57	8	14.0%	61	7	12.0%
POLYSILICON	780	57	7.3%	824	72	8.8%	211	8	3.7%	206	85	41.2%
Others	158	22	14.2%	171	71	41.4%	29	-1	-2.7%	37	4	10.5%
Consolidation	-21	0	-1.4%	-24	-1	-	-3	0	-	-5	1	-
<b>WACKER Group</b>	<b>4,928</b>	<b>783</b>	<b>15.9%</b>	<b>4,979</b>	<b>930</b>	<b>18.7%</b>	<b>1,183</b>	<b>191</b>	<b>16.1%</b>	<b>1,268</b>	<b>273</b>	<b>21.5%</b>

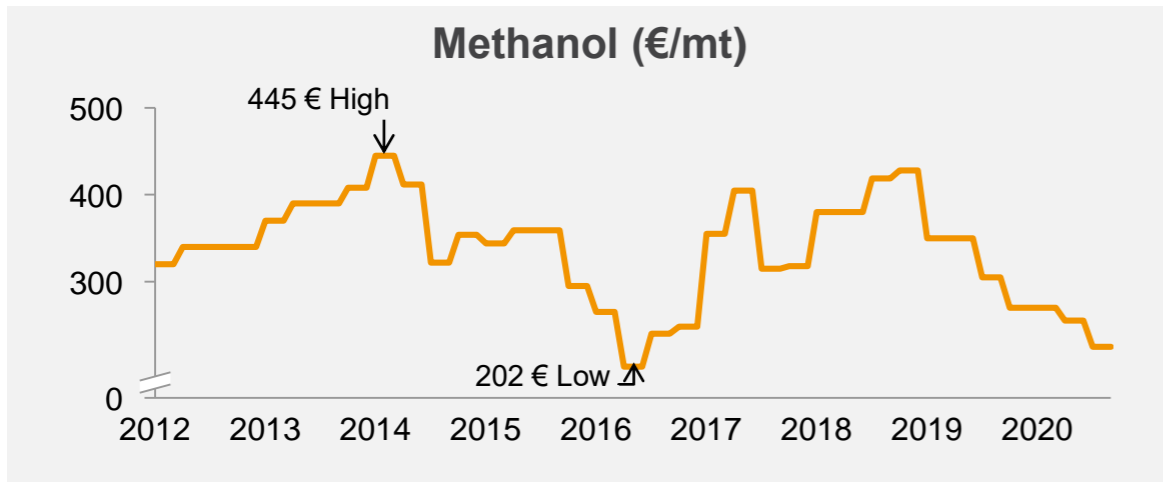
# Appendix: Raw Material Prices with Volatile Development



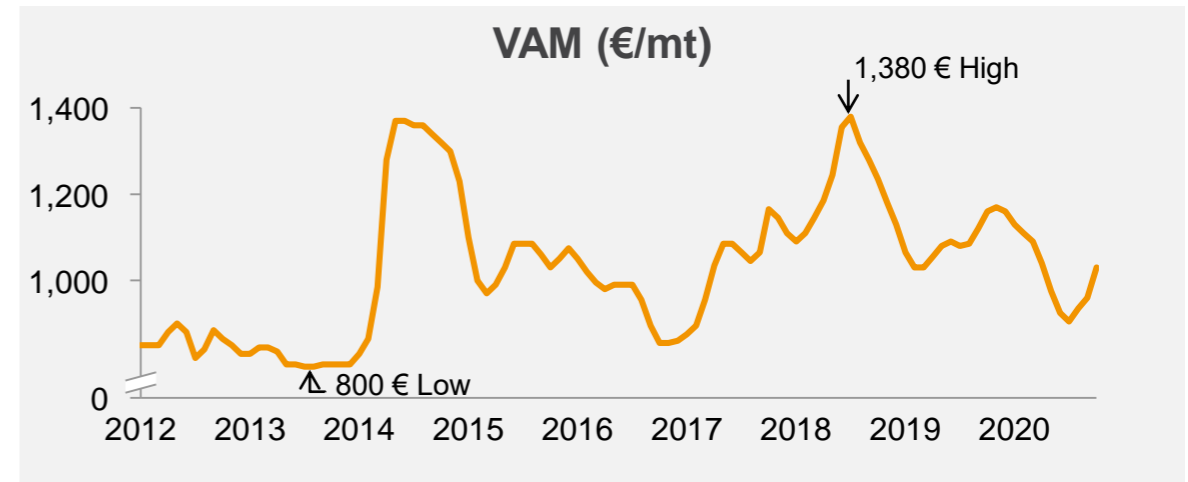
Source: CRU, Si-Metal Spot FD Europe



Source: ICIS, EN Contract FD NWE



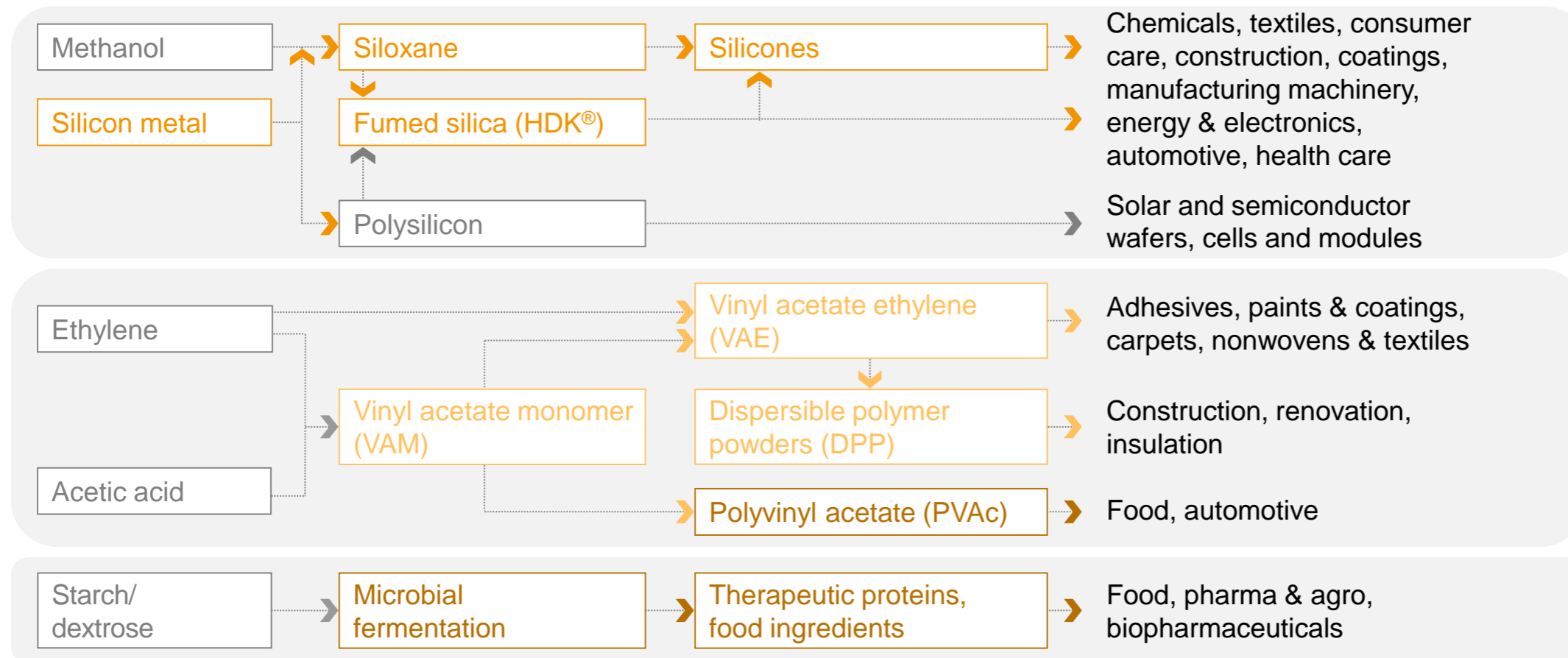
Source: ICIS, MeOH Contract, FOB RDM



Source: ICIS, VAM Contract FD NWE

# Appendix: Highly-Integrated Operations Based on Five Key Raw Materials

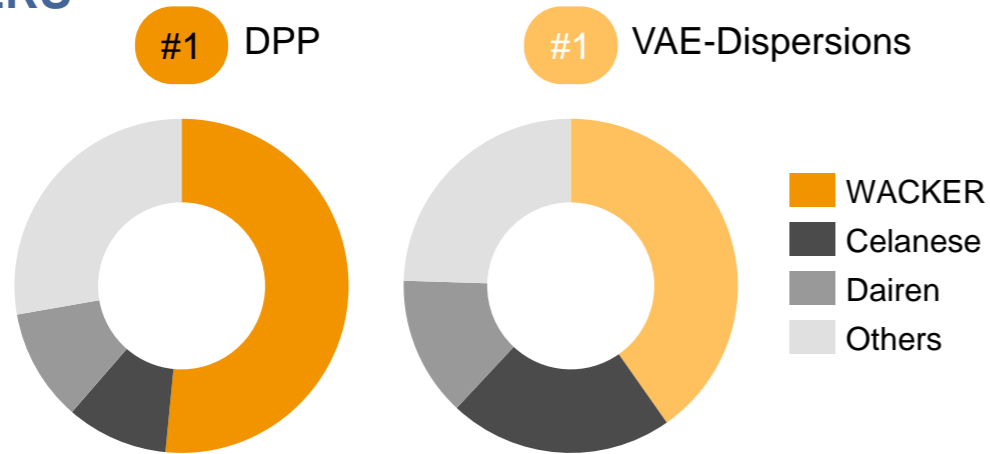
## Raw material      Upstream      Downstream      Customers' industries



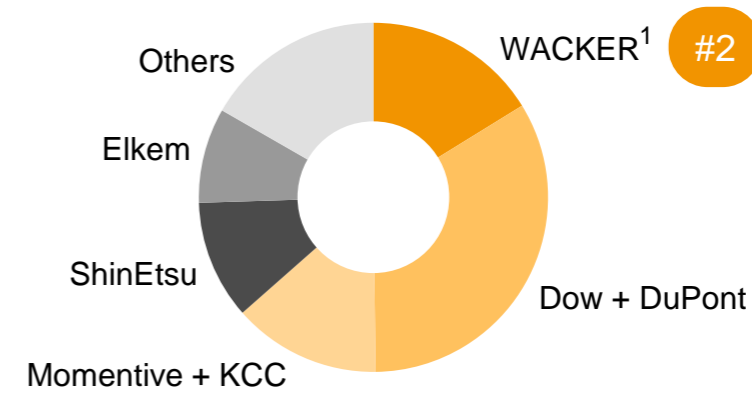


# Appendix: Market Leading Positions

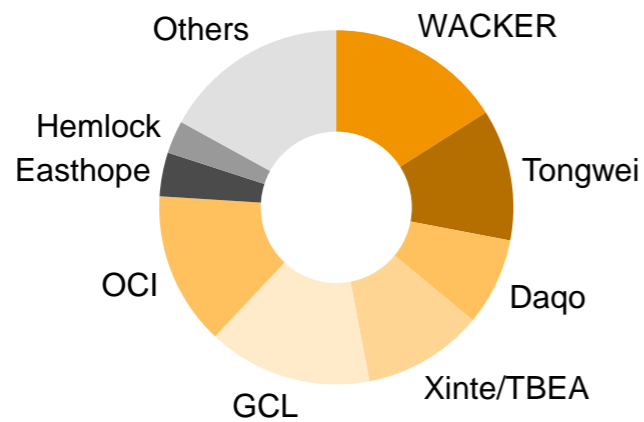
## POLYMERS



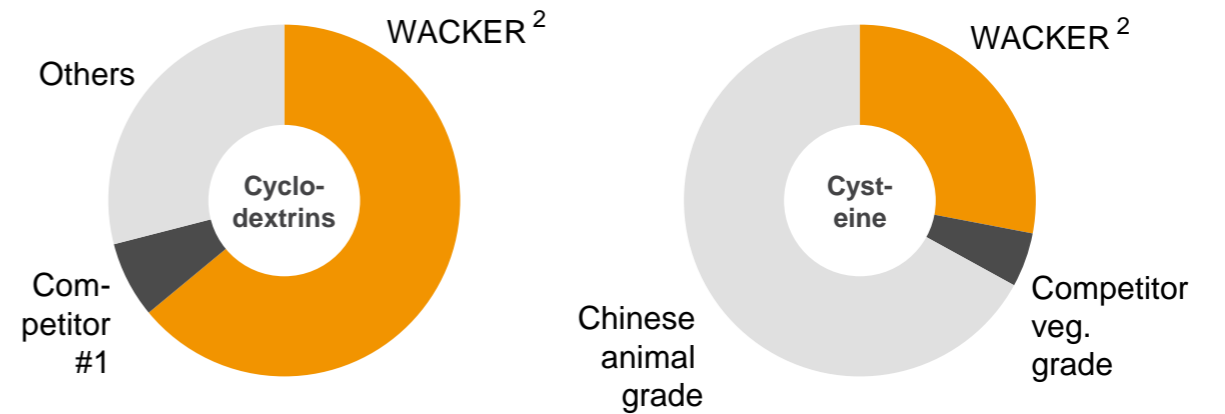
## SILICONES



## POLYSILICON



## BIOSOLUTIONS



<sup>1)</sup> WACKER JV participations fully consolidated <sup>2)</sup> Food only; Source: Industry Announcements; WACKER; Year: 2019

# WACKER: Issuer, Contact and Additional Information

## Issuer and Contact

### INVESTOR RELATIONS CONTACTS

**Joerg Hoffmann, CFA**

Tel. +49 89 6279 1633 | joerg.hoffmann@wacker.com

**Monika Stadler**

Tel. +49 89 6279 2769 | monika.stadler.IR@wacker.com

**Scott McCollister**

Tel. +49 89 6279 1560 | scott.mccollister@wacker.com

**Wacker Chemie AG**

Hanns-Seidel-Platz 4, D-81737 Munich

investor.relations@wacker.com

## Additional Information



<b>ISIN</b>	DE000WCH8881
<b>WKN</b>	WCH888
<b>Deutsche Börse</b>	WCH

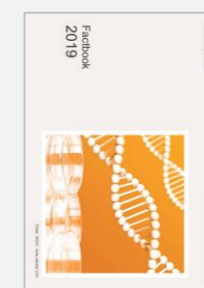
## Financial Calendar

<b>12/17/20</b>	Virtual CMD Series: SILICONES & POLYMERS
<b>03/16/21</b>	FY 2020 Results
<b>04/29/21</b>	Q1 Results 2021
<b>05/12/21</b>	Annual Shareholders' Meeting
<b>07/29/21</b>	Q2 Results 2021
<b>10/28/21</b>	Q3 Results 2021

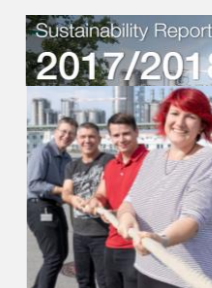
## Publications



CUSTOMER  
MAGAZINE



FACTBOOK



SUSTAINABILITY  
REPORT



SQUARE  
APP