

The Wacker logo consists of the word "WACKER" in a bold, black, sans-serif font, enclosed within a white rectangular box with a thin black border. The background of the slide is orange with white wavy lines.

**WACKER**

# WACKER CHEMIE AG 2013 ANNUAL SHAREHOLDERS' MEETING

May 8, 2013

CREATING TOMORROW'S SOLUTIONS

# SALES AND EARNINGS BELOW PRIOR YEAR DUE TO LOWER POLYSILICON PRICES

<b>€million</b>	<b>2012</b>	<b>2011</b>	<b>Change</b>
<b>Sales</b>	<b>4,635</b>	<b>4,910</b>	<b>- 6%</b>
<b>EBITDA</b>	<b>787</b>	<b>1,104</b>	<b>- 29%</b>
<b>EBIT</b>	<b>258</b>	<b>603</b>	<b>- 57%</b>
<b>Net income for the year</b>	<b>107</b>	<b>356</b>	<b>- 70%</b>
<b>Earnings per share in €</b>	<b>2.27</b>	<b>7.10</b>	<b>- 68%</b>

# DIVIDEND: PROPOSAL IN LINE WITH ESTABLISHED DIVIDEND POLICY

- Dividend of €0.60 to be paid out for fiscal 2012
- Distribution ratio is 26 percent
- Dividend payout of €29.8 million

# SOLAR MARKET: WACKER MAINTAINS CLEAR POSITION ON ANTI-DUMPING PROCEEDINGS

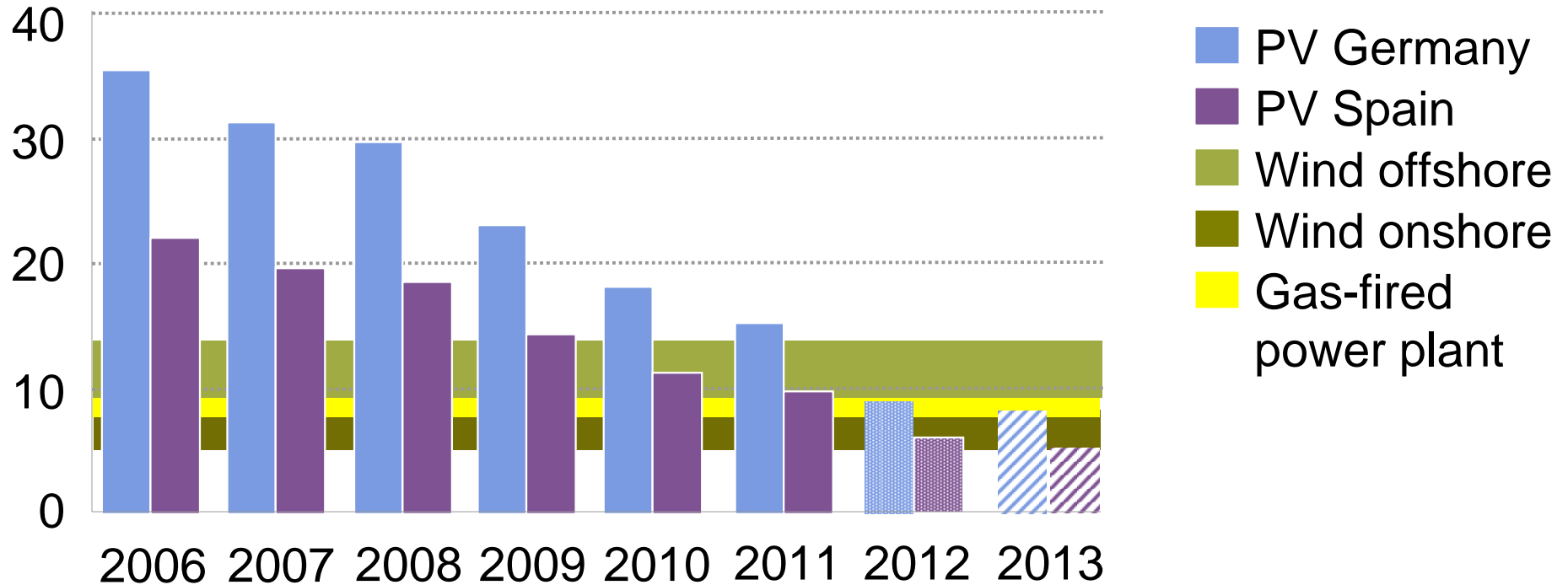
- Punitive tariffs hold back solar-sector growth, raising the cost of switching to renewable energy sources
- WACKER is strongly in favor of free trade and rejects restrictions
- Differences of opinion must be settled at the negotiating table



# COST OF SOLAR POWER IS ON PAR WITH WIND POWER AND GAS

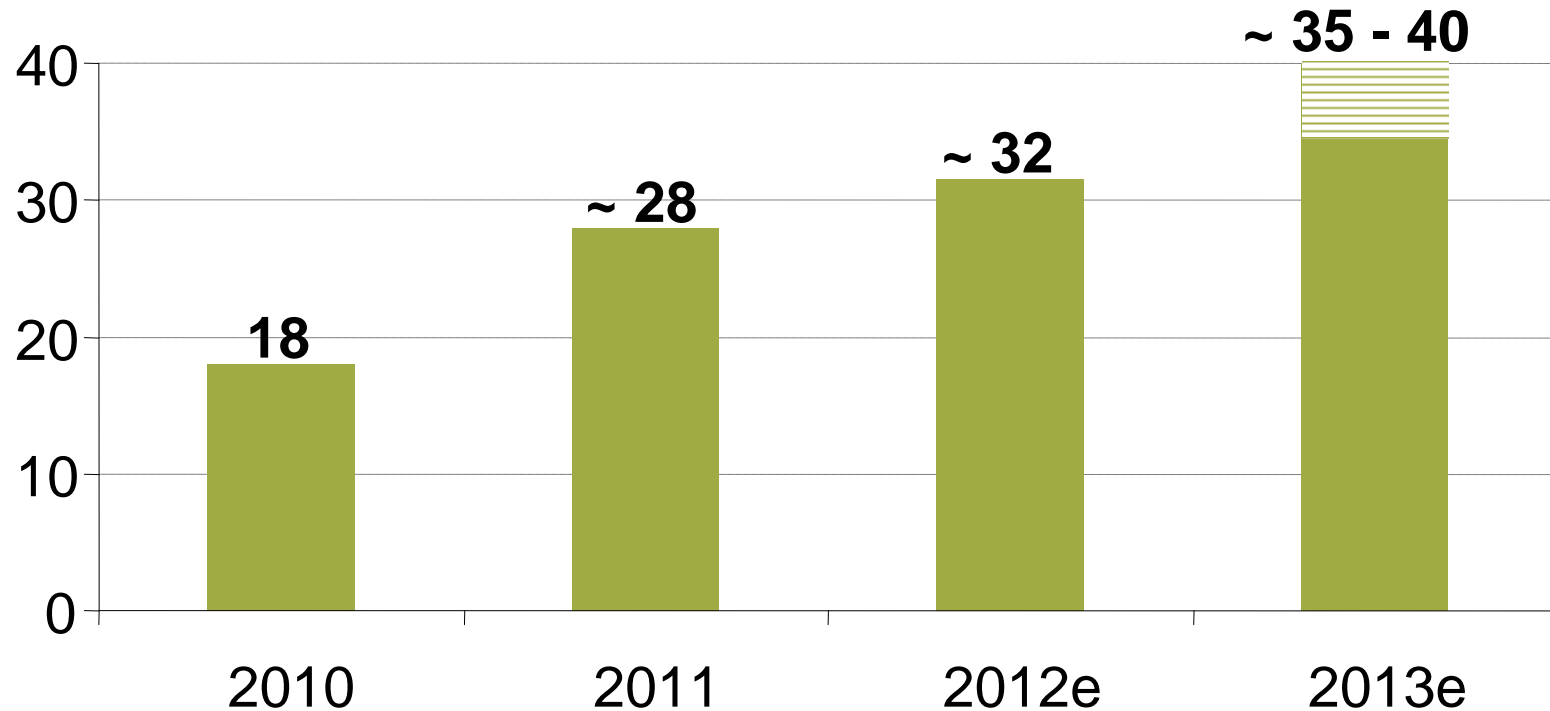
## Levelized Cost of Electricity in (Euro) Cents / Kilowatt Hour

(Germany, ground-mounted systems, operating time of 30 years)



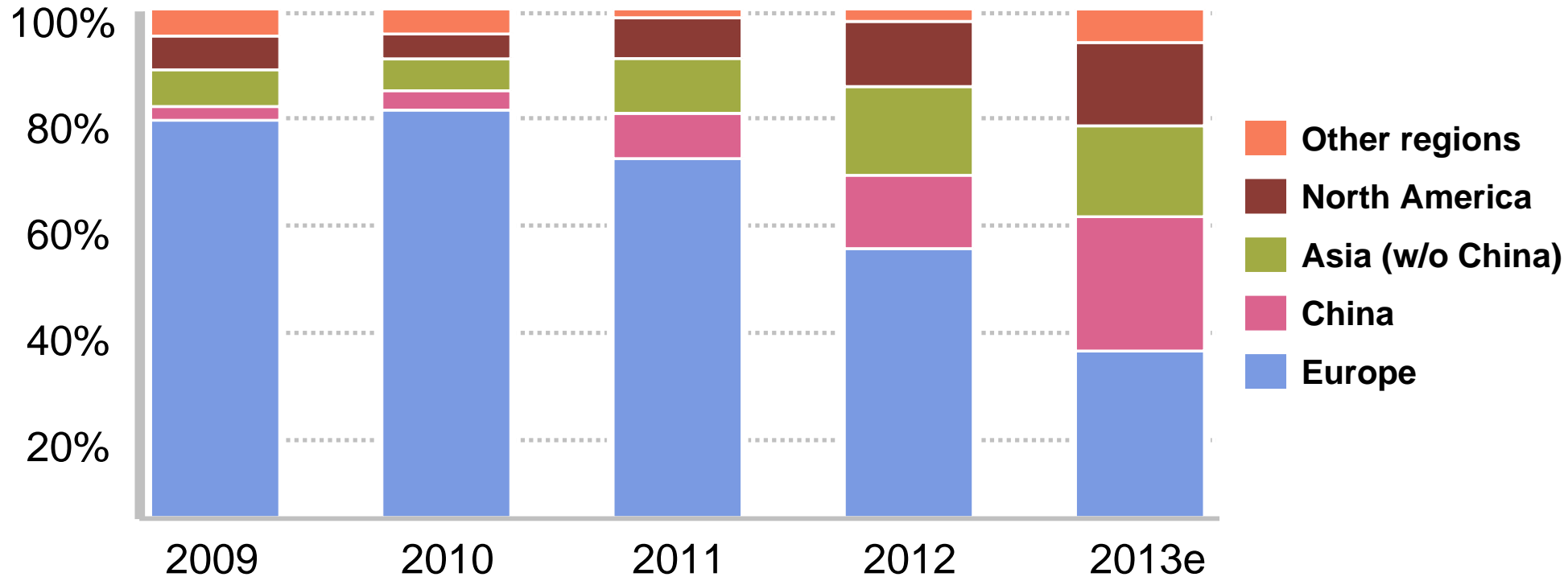
# WORLDWIDE PHOTOVOLTAIC MARKET CONTINUES TO GROW

Installation of New PV Capacity Worldwide (in Gigawatts)



# USE OF SOLAR ENERGY INCREASES IN EVER MORE COUNTRIES

## Trend of Global Photovoltaic-Market Shares



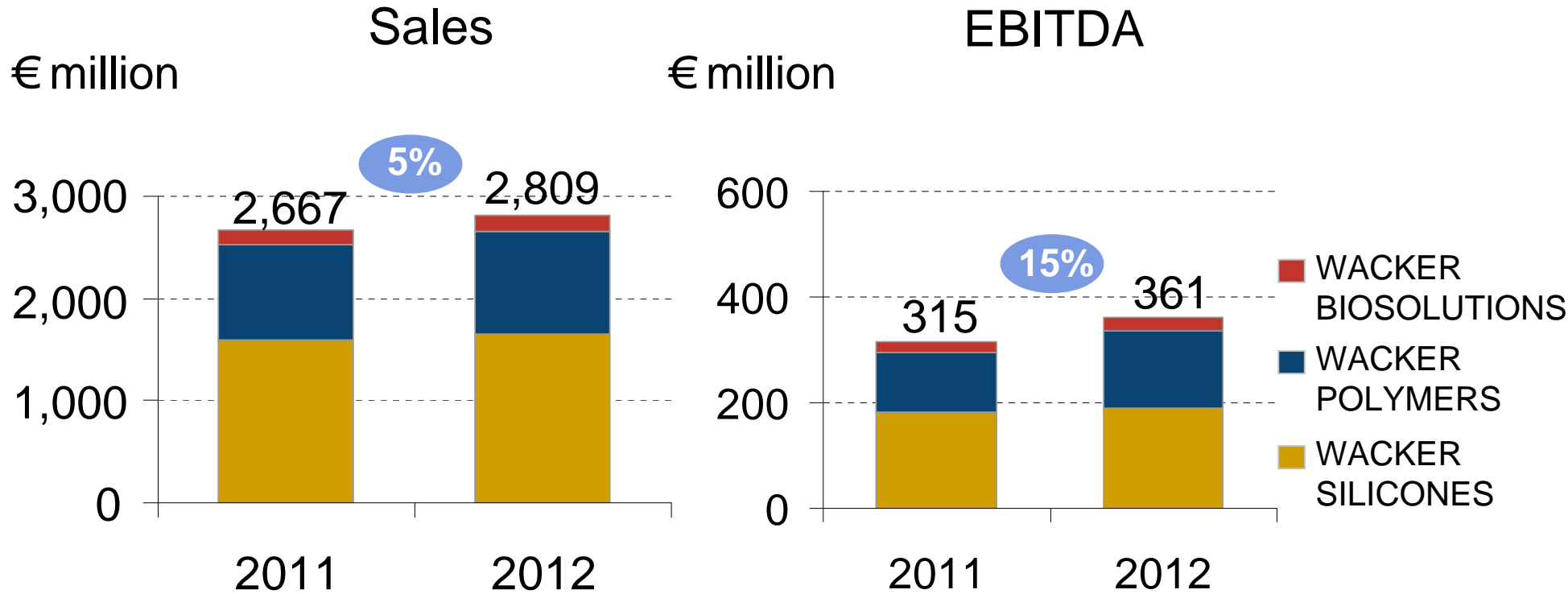
# SILTRONIC FOCUSES ON 300 MILLIMETER WAFER BUSINESS

- Production of 150 mm wafers adapted to market demand
- Hikari site in Japan closed in May 2012
- Development of 450 mm wafers discontinued
- For production of 300 mm wafers, Siltronic has reduced costs and increased productivity
- Additional capacity expansion centered on Asia



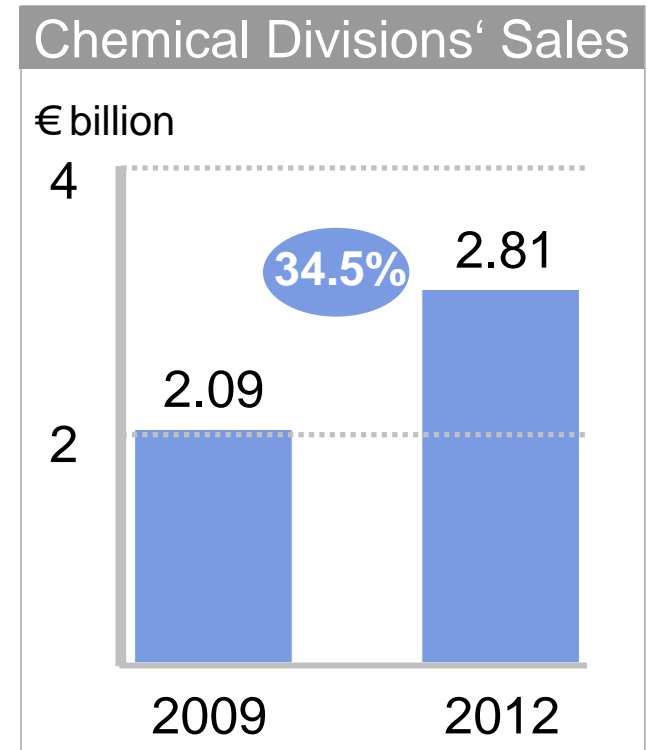


# ALL CHEMICAL DIVISIONS SEE HIGHER SALES AND EARNINGS



# SINCE 2009 WACKER INCREASED ITS CHEMICAL SALES BY ALMOST 35 PERCENT

- Over the last three years, the share of chemicals in total Group sales increased from 55 to 60 percent
- WACKER sells its products in 130 countries
- In Asia, WACKER has doubled sales in the last seven years



# NEW DISPERSION PRODUCTION CAPACITIES IN SOUTH KOREA AND CHINA



Polymer site in Nanjing



Production of dispersions  
in Ulsan (South Korea)

# VINNAPAS® DISPERSIONS AND POWDERS: A SUCCESS STORY WITH A FUTURE

## Construction



## Adhesives



## Paints / surface coatings



## Textiles and nonwovens



## Paper and carpeting



# VOCATIONAL TRAINING: ESSENTIAL FOR GOOD QUALIFICATIONS AND QUALITY



Burghausen Vocational Training Center

# Q1 MARKED BY STABLE CHEMICAL BUSINESS AND LOW POLYSILICON PRICES

<b>€million</b>	<b>Q1/13</b>	<b>Q4/12</b>	<b>Q1/12</b>
<b>Sales</b>	<b>1,076</b>	<b>1,017</b>	<b>1,194</b>
<b>EBITDA</b>	<b>165</b>	<b>134</b>	<b>213</b>
<i>EBITDA margin (%)</i>	<i>15.3</i>	<i>13.2</i>	<i>17.9</i>
<b>Net income for the period</b>	<b>5</b>	<b>- 17</b>	<b>42</b>
<b>Earnings per share (€)</b>	<b>0.08</b>	<b>- 0.18</b>	<b>0.87</b>

# EXPANSION: CAPACITY EXTENDED IN ASIA AND THE USA



Production of silicone fluids  
in Zhangjiagang (China)



Polymer site in Calvert City  
(Kentucky, USA)

# SUBSTITUTION: WACKER PRODUCTS FOR NEW APPLICATIONS AND MARKETS



Technical center for carpet applications in Dalton (USA)



Statue of Christ in Rio de Janeiro treated with silicone



# INNOVATIONS: WE COMBINE EXPERTISE IN SILICONE AND POLYMER CHEMISTRY



Production facility  
for hybrid polymers



Basic research at the  
Institute of Silicon Chemistry

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