

Evonik. Power to create.

Q1 2013 Earnings Conference Call

Klaus Engel, Chief Executive Officer
Wolfgang Colberg, Chief Financial Officer

May 8th, 2013



EVONIK
INDUSTRIES

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Highlights Q1 2013

Successful public listing of Evonik shares



Stock exchange listing

- Further 2.3% of shares successfully placed in advance of the listing, resulting in 14.5% free float¹
- Trading commenced on April 25th, 2013 in the Prime Standard of Frankfurt stock exchange and in Luxembourg

Real Estate divestment

- Clear route to divest majority of real estate activities in 2013
- Step plan leading to an Evonik stake in Vivawest of ~8%
- Full divestment of remaining stake in the mid term

Financials & Outlook

- Ongoing challenging economic environment
- Slight organic sales decline of -2% (€3,263 m)
- Adj. EBITDA -10% against strong comparables (€589 m)
- Outlook for FY 2013 confirmed



Prior year figures restated for IAS 19 and Real Estate (disc. op.)

¹ Including full exercise of greenshoe

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2	Evonik 2016 – Growth. Efficiency. Values.
3	Financial performance Q1 2013

Evonik: Investment highlights

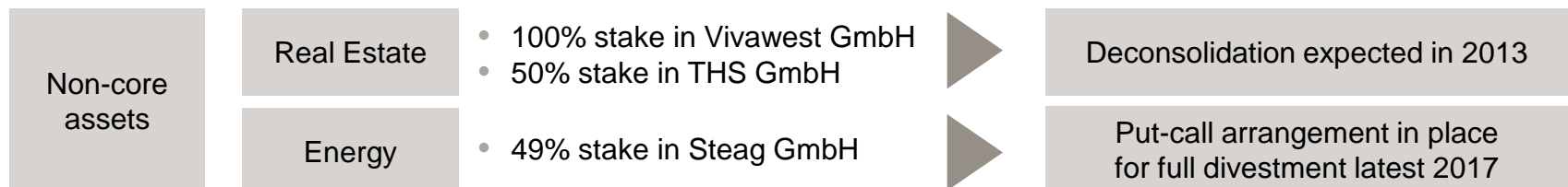
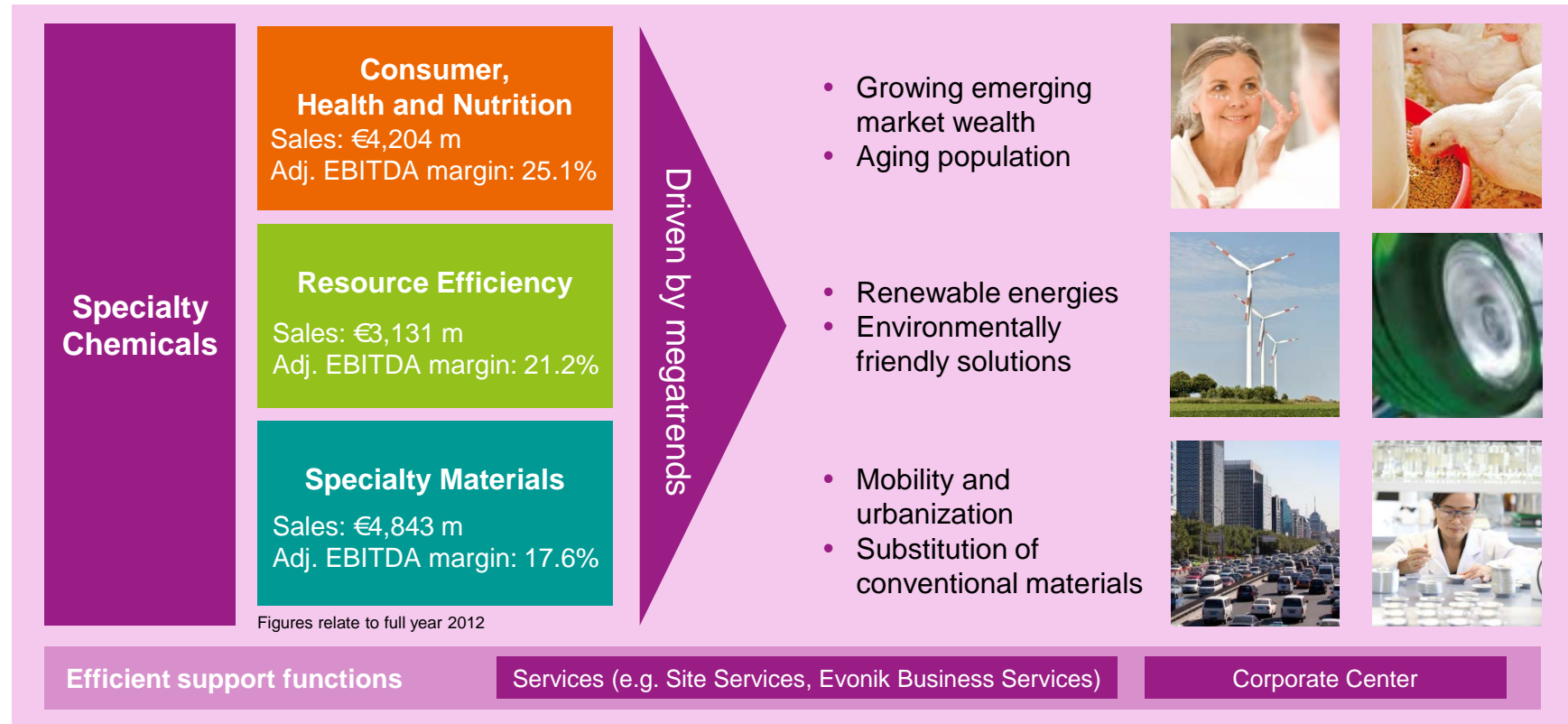
A leading global specialty chemicals company



- 1 Favourable megatrends support growth across all segments
- 2 Well-balanced portfolio in respect to products, end markets and regions with leading market positions
- 3 High barriers to entry: close and long-term customer relationships, market-oriented innovation and integrated technology platforms
- 4 Proven track record of active portfolio management and value creation

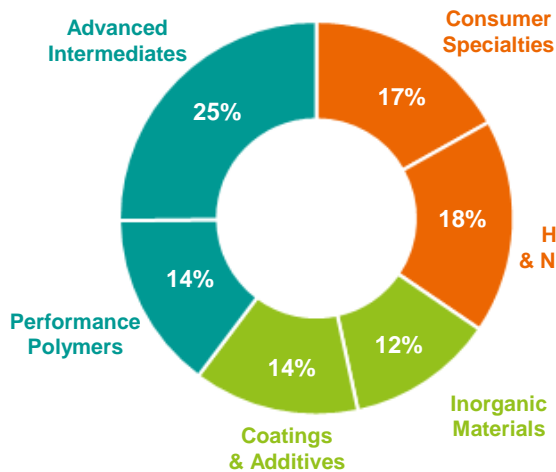
Three specialty chemicals segments

Focused on global megatrends

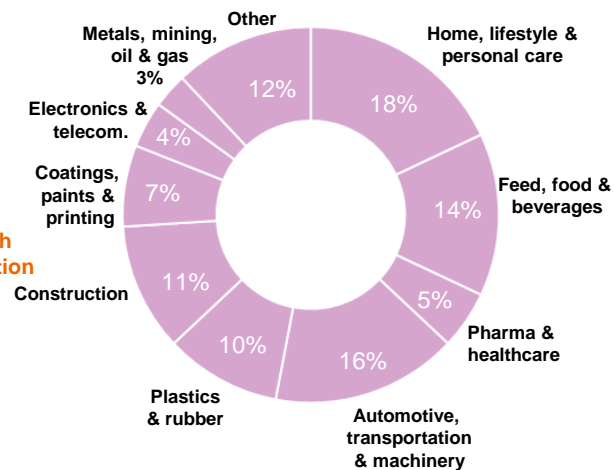


A well-balanced specialty chemicals portfolio across activities, end markets and regions

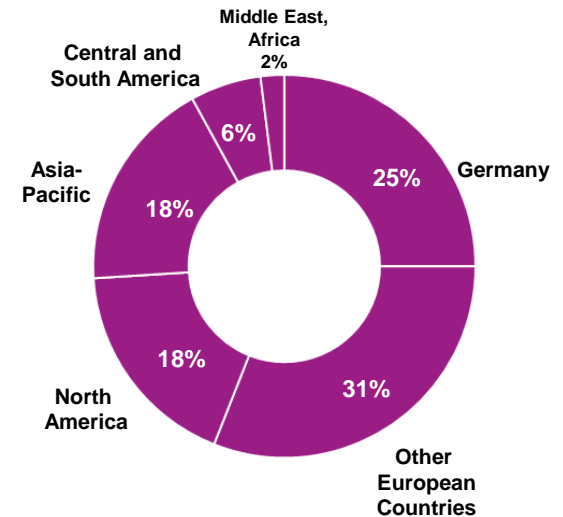
Sales by Business Units¹



End market split²



Sales by region³



¹ 2012; not including Services, Real Estate and Corporate/Other

² Based on specialty chemicals segments' 2012 sales to end markets as per Evonik's internal management system

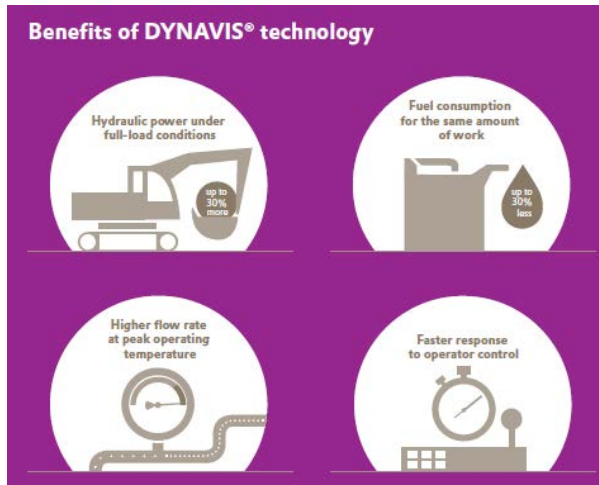
³ Consolidated Group sales 2012 (incl. Real Estate)

Close customer relationships

Example: Oil Additives

Oil Additives

- Viscosity modifiers (formulation components, base fluids, tailored products) improve friction, wear and flow performance of hydraulic fluids and other oil-based products
- Focused on the global growth megatrend resource efficiency by delivering solutions to customers that help to save energy, e.g. DYNAVIS® reduces fuel consumption by up to 30%



Delivering products tailored to customers' needs

- Close customer collaboration for innovative products and joint developments
- Long-standing relationships and active co-operations in many projects with globally operating lubricant blenders, e.g. TOTAL, and OEM's like the Chinese construction equipment manufacturer SANY
- High value-added solutions for customers
- Dedicated key account and service teams for superior technical services



High barriers to entry

Example: Methionine

Cost efficiency

- All Evonik plants are world scale
- High process yields and optimized, integrated operations
- Continuous process improvements



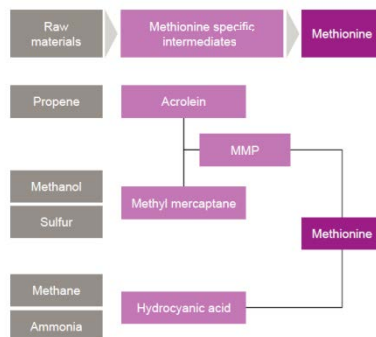
Global production set up

- Production sites in Mobile (US), Antwerp and Wesseling (EU)
- Singapore plant under construction to complete global footprint
- Global supply chain with quick response times



Process technology

- Backward integration into key intermediates and raw materials
- Long-standing experience and excellent know-how to handle complex production set-up



Value added services

- Superior product in terms of biological value and ease of handling
- Global sales force with direct customer access and excellent market intelligence
- Extensive feed analysis and formulation support



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Program “Evonik 2016”

Focus on growth, efficiency and values



Growth

- Organic sales growth considerably above GDP
- Focus on Asia & other emerging markets
- Ambitious investment program (€6 bn 2012-2016)
- External growth through bolt-on acquisitions
- Innovation initiatives addressing future markets

Efficiency

- Efficiency program “On Track 2.0” launched
- Continued shift to high-margin applications
- Cost leadership and proprietary production technologies
- Launch of PROVE program: Process and Value Excellence

Values

- Mindset for growth
- Performance culture and diversity
- Customer focus
- Value-based management and incentivization

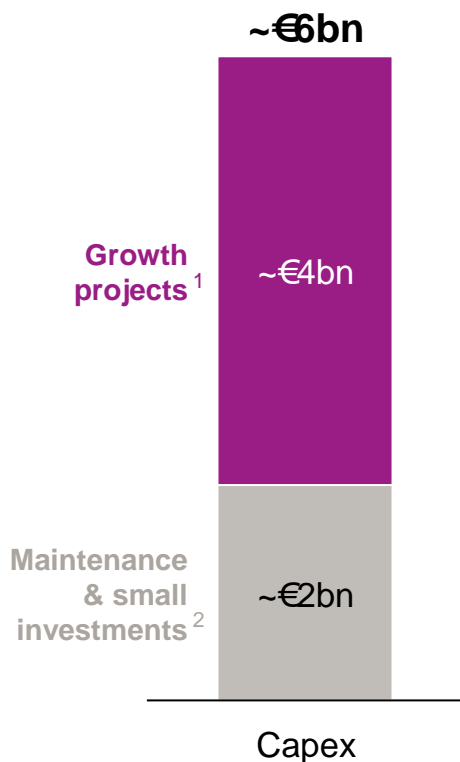


Evonik 2016: “Growth”

Ambitious investment program



Intended ~€6 bn investment program (2012-2016)



¹ Growth investments defined as investments above €2.5 m into growth projects

² Small investments defined as investments below €2.5 m focused on growth or efficiency improvements (also includes maintenance and regulatory compliance investments)

Major projects

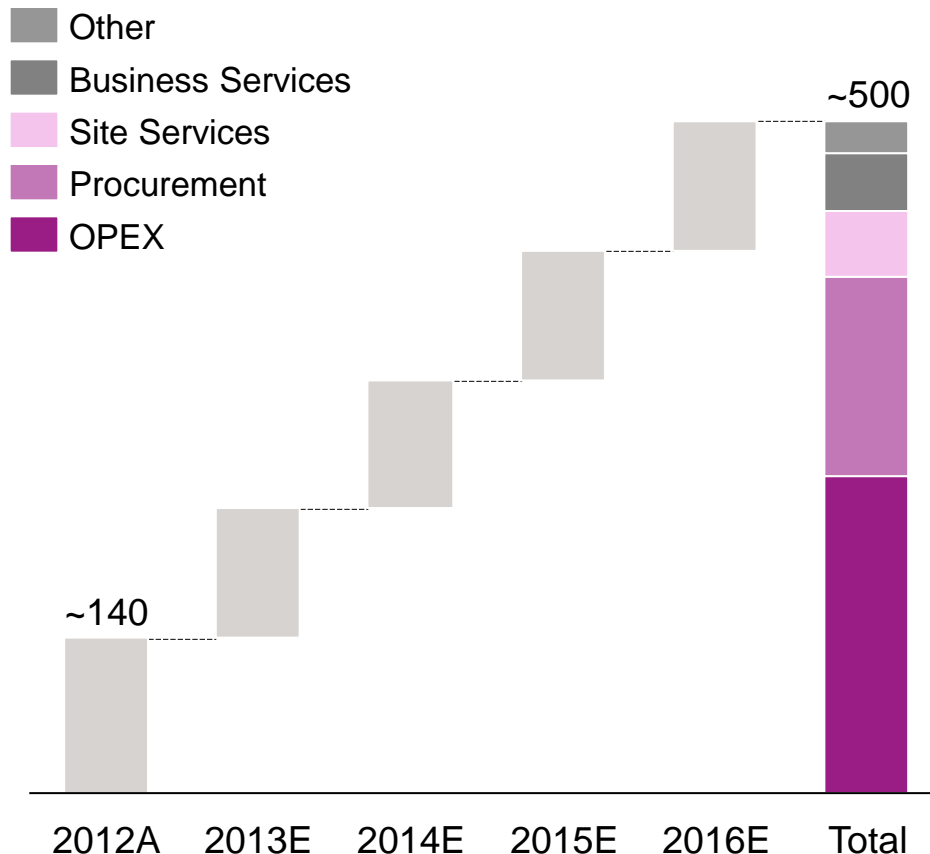
Segment	Product area	Location	Capex	Expected start-up
Consumer, Health & Nutrition	Amino acids: DL-methionine	Singapore	>€500 m	H2 2014
Consumer, Health & Nutrition	Personal & home care ingredients	China and Brazil		2013 / 2014
Consumer, Health & Nutrition	Amino acids: L-lysine	Brazil and Russia	>€100 m	2014 / 2015
Resource Efficiency	Silica	Globally		until end of 2014
Resource Efficiency	Isophorone and isophorone diamine	China	>€100 m	Q1 2014
Specialty Materials	C ₄ chain	Germany and Belgium	>€250 m	2015
Specialty Materials	H ₂ O ₂ for HPPO	China	>€130 m	end 2013 or 2014

Evonik 2016: „Efficiency“

On Track 2.0 initiated



Expected savings (in € million)



- Successful launch of On Track 2.0 as a program for continuous efficiency improvement
- Target: sustained annual savings of about €500 million from year-end 2016
- Cost savings of approximately €140 million achieved in 2012
- Specific measures already defined for about 50 percent of target savings volume

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Financials highlights Q1 2013

Moderate start into the year, outlook confirmed



- ➔ In a still challenging economic environment, sales of €3,263 m organically only slightly below strong prior-year quarter (-2%)
- ➔ Volumes stable at Group level; prices also stable across majority of businesses, while declining for some important products
- ➔ Adjusted EBITDA of €589 m (-10.2%) and Adjusted EPS of €0.63 (-7.3%) below strong prior year level with partly very high price levels
- ➔ Adjusted EBITDA margin of 18.1% still on attractive level
- ➔ Net financial debt of €1.1 bn remains moderate
- ➔ Outlook for FY 2013 confirmed

Income statement (1/2)

Sales organically only slightly below prior year



in € million	Q1 2012	Q1 2013	Δ in %
Sales	3,407	3,263	-4.2
Income before financial result and income taxes	428	396	
Results from investments recognized at equity	12	13	
Other financial income	0	6	
EBIT	440	415	-5.9
Adjustments	69	30	
Adj. EBIT	509	445	-12.6
Adj. depreciation and amortization	147	144	
Adj. EBITDA	656	589	-10.2
Adjusted EBITDA margin	19.3%	18.1%	-1.2pp

- Real Estate as discontinued operations as of Q1 2013 (prior year restated)
- **Sales -4.2%, thereof:**
 - Volumes: 0%; Prices: -2%
 - FX: 0%; Other (incl. M&A): -2%
- **Adjustments:**
 - 2013: mainly put-call arrangement STEAG and IAS 19 adjustments
 - 2012: mainly impairments in Resource Efficiency segment (PV industry)
- Accounting effects related to FX hedging with negative earnings impact (in Corporate/Other segment)

Income statement (2/2)

Lower net interest expense and income taxes

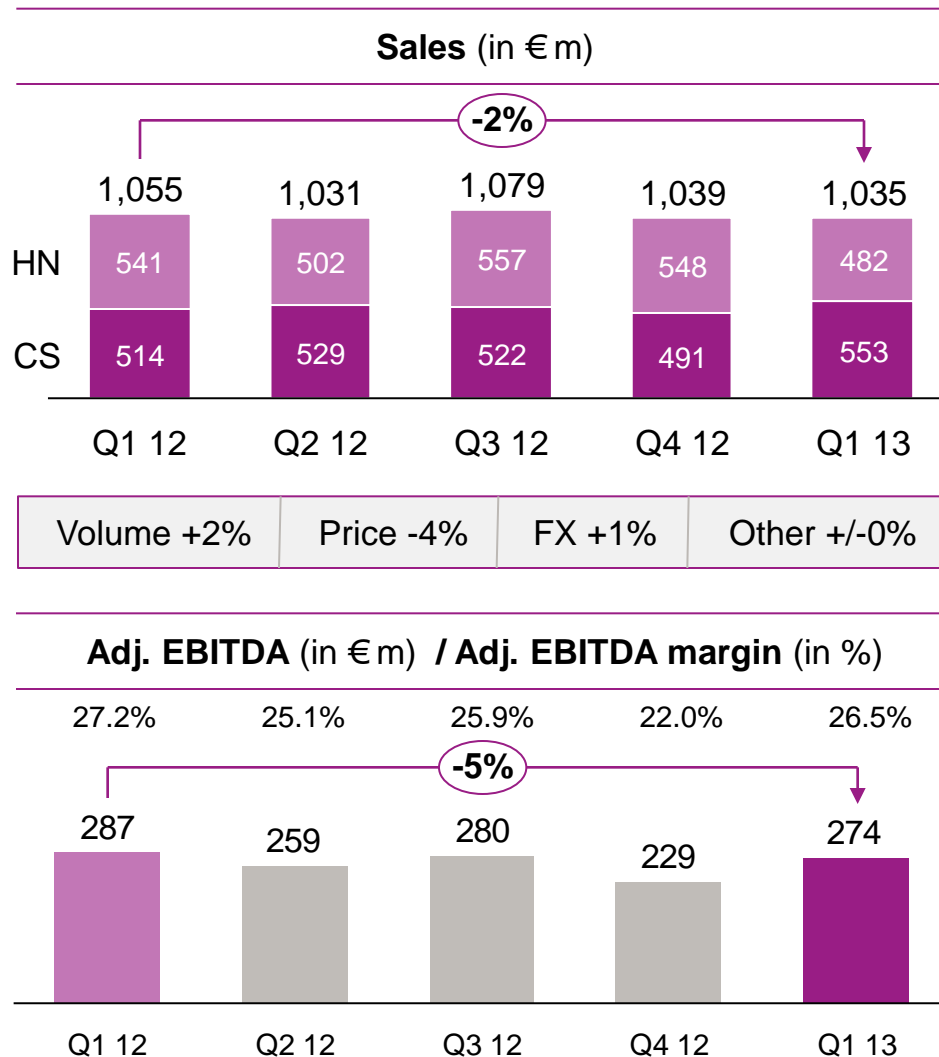


in € million	Q1 2012	Q1 2013	Δ in %
Adj. EBIT	509	445	-12.6
Net interest expense	-80	-66	
Adj. income before income taxes	429	379	
Adj. income tax	-115	-88	
Adj. income after taxes	314	291	
Non-controlling interests (adj.)	3	3	
Adj. net income	317	294	-7.3
Adj. earnings per share	0.68	0.63	-7.3

- **Net interest expense:**
 - Decrease driven by lower interest rates for pensions and higher income as a result of the transfers made to the CTA
- **Adjusted tax rate:**
 - Low adj. tax rate of 23.2% due to taxes relating to other periods

Consumer, Health & Nutrition

Demand for superabsorbents on high level



- Strong sales performance of Consumer Specialties, driven by higher volumes and stable prices
- Baby Care with strong performance, benefitting from additional volume demand in the market; raw material price increases not yet fully passed on during Q1 2013
- Good demand and growth perspective for oil field chemicals
- In Health & Nutrition selling prices of feed amino acids Lysine and Methionine lower in comparison to the exceptional levels of Q1 2012
- Methionine volumes also impacted by current food quality crisis in China; market development in other regions remained robust

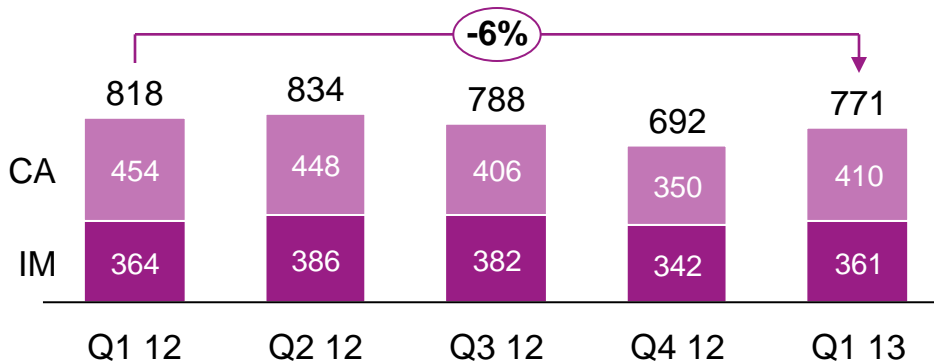
Prior year figures restated for IAS 19

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Resource Efficiency

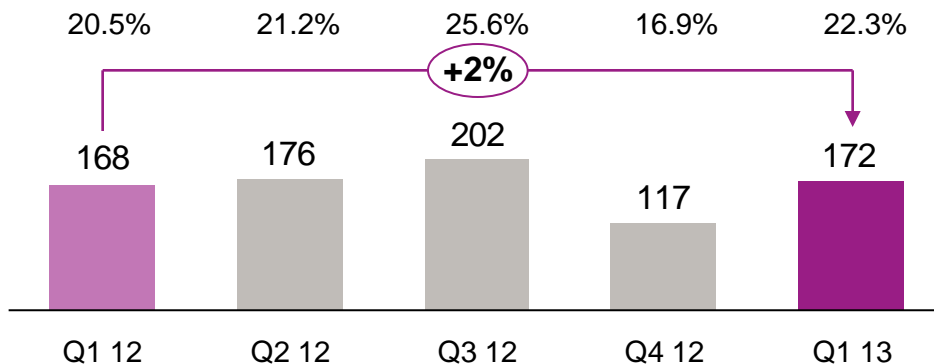
Good demand for Silica and Oil Additives

Sales (in € m)



Volume -1%	Price +/-0%	FX +/-0%	Other -4%
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Adj. EBITDA (in € m) / Adj. EBITDA margin (in %)



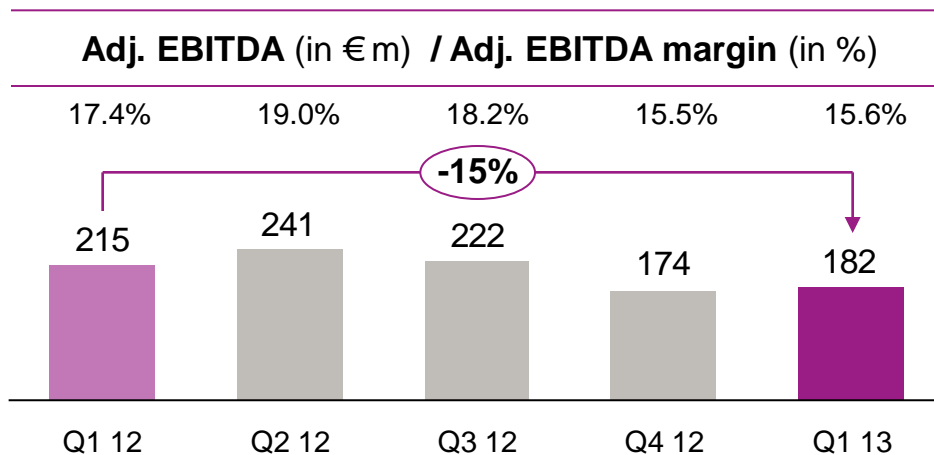
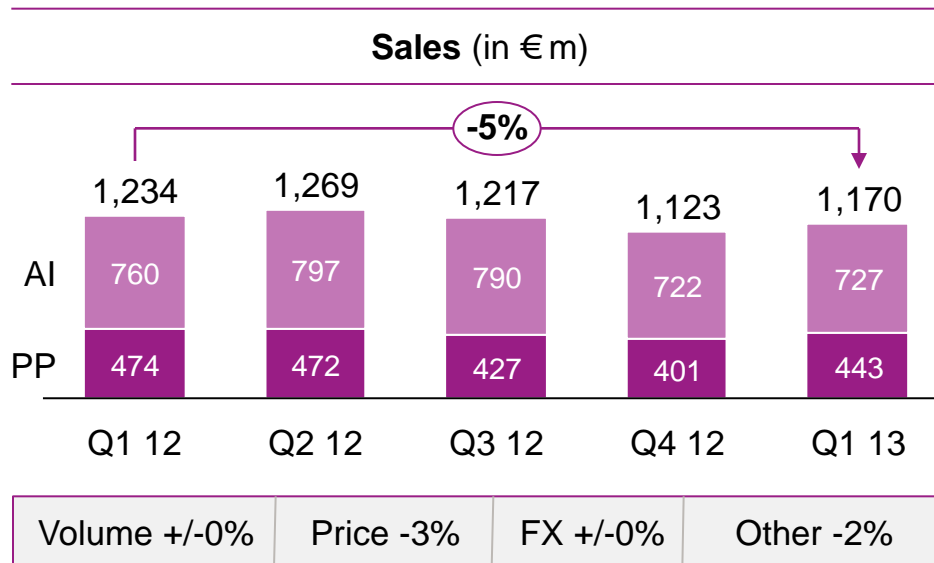
- Sales decrease mainly explained by divestment of Colorants business
- Inorganic Materials with good performance, increasing volumes and stable prices
- Silica with good demand on prior year level, esp. for fumed silica and precipitated silica in Asia
- Reduced fixed cost base after restructuring of photovoltaic business in Advanced Silanes
- Coatings & Additives with stable prices, but slightly declining volumes, mainly in construction- and coating-related businesses
- Oil Additives with continued strong performance

Prior year figures restated for IAS 19

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Specialty Materials

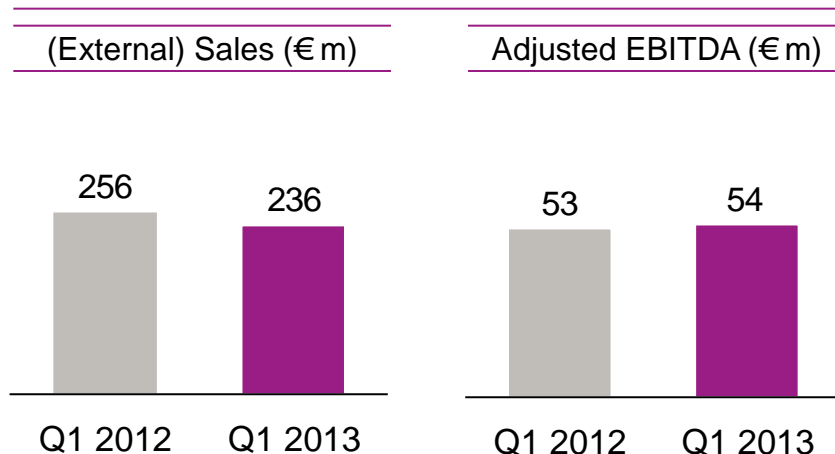
Stable volumes, partly weaker prices



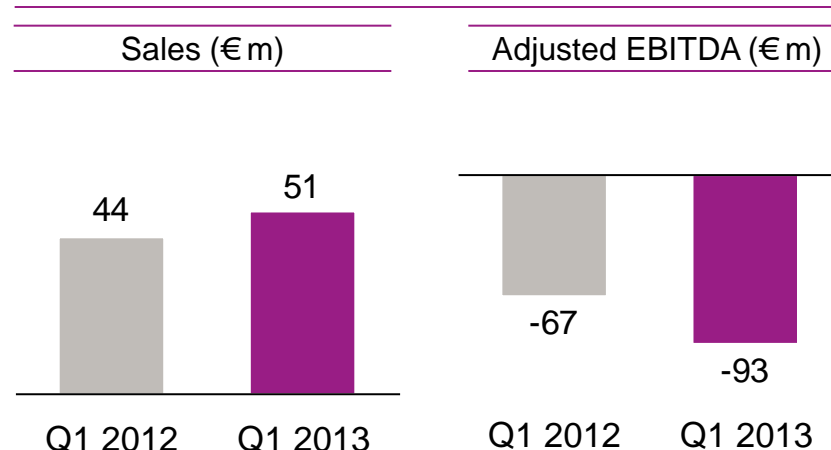
- Specialty Materials' sales impacted by a smaller divestment (cyanuric chloride business in China) and the ramp up of the CDT plant in Marl as well as lower pricing for some products
- CDT plant back in operation, product pipeline currently being filled
- MMA and PMMA facing softer demand, esp. in Asia and Southern Europe, and high raw material prices
- Volume growth in C4 products, good demand mainly for MTBE
- Lower prices for butadiene, remaining below the very high levels of Q1 2012

Services and Corporate / Other

Services



Corporate / Other / Consolidation



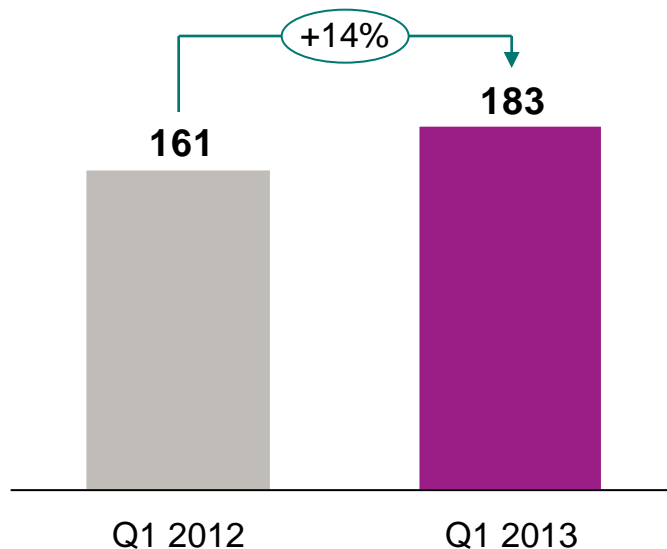
- External sales declined by -8%, mainly due to permanent plant shut down of an external customer of Site Services at the chemical site in Marl (Germany)

- Adj. EBITDA (yoy) negatively impacted by accounting effects from FX hedging

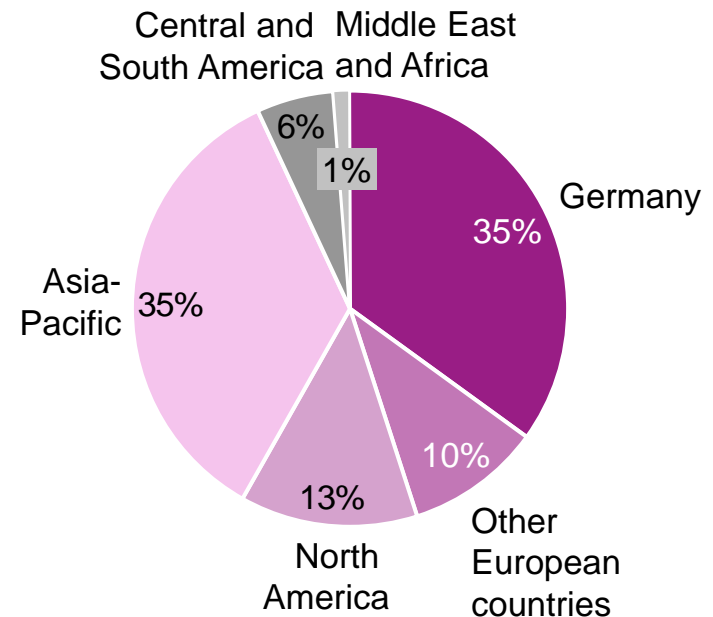
~€6 bn capex program underway

Capex increased by 14% in Q1 2013

Capex (in € million)



Capex by regions Q1 2013 (in %)



- Investments in Asia-Pacific up by approximately +130% due to major progress with the projects in methionine (Singapore), isophorone (Shanghai) and H₂O₂ for HPPO (Jilin, China)
- Capex expected to increase progressively during 2013 to €1.5 bn for full year

Cash flow statement

Only temporary NWC build-up



in € million	Q1 2012	Q1 2013
Income before financial result and income taxes	428	396
Depreciation and amortization	217	144
Δ Net working capital	-226	-312
Outflows from income taxes	-79	-81
Other	24	45
Cash flow from operating activities	364	192
Cash flow from investing activities , thereof:	-233	147
Cash outflows for investment in intangible assets, pp&e and shareholdings	-167	-221
Cash inflows/outflows relating to securities, deposits and loans	-67	362
Cash flow from financing activities , thereof:	15	-503
Dividend payments	-	-429

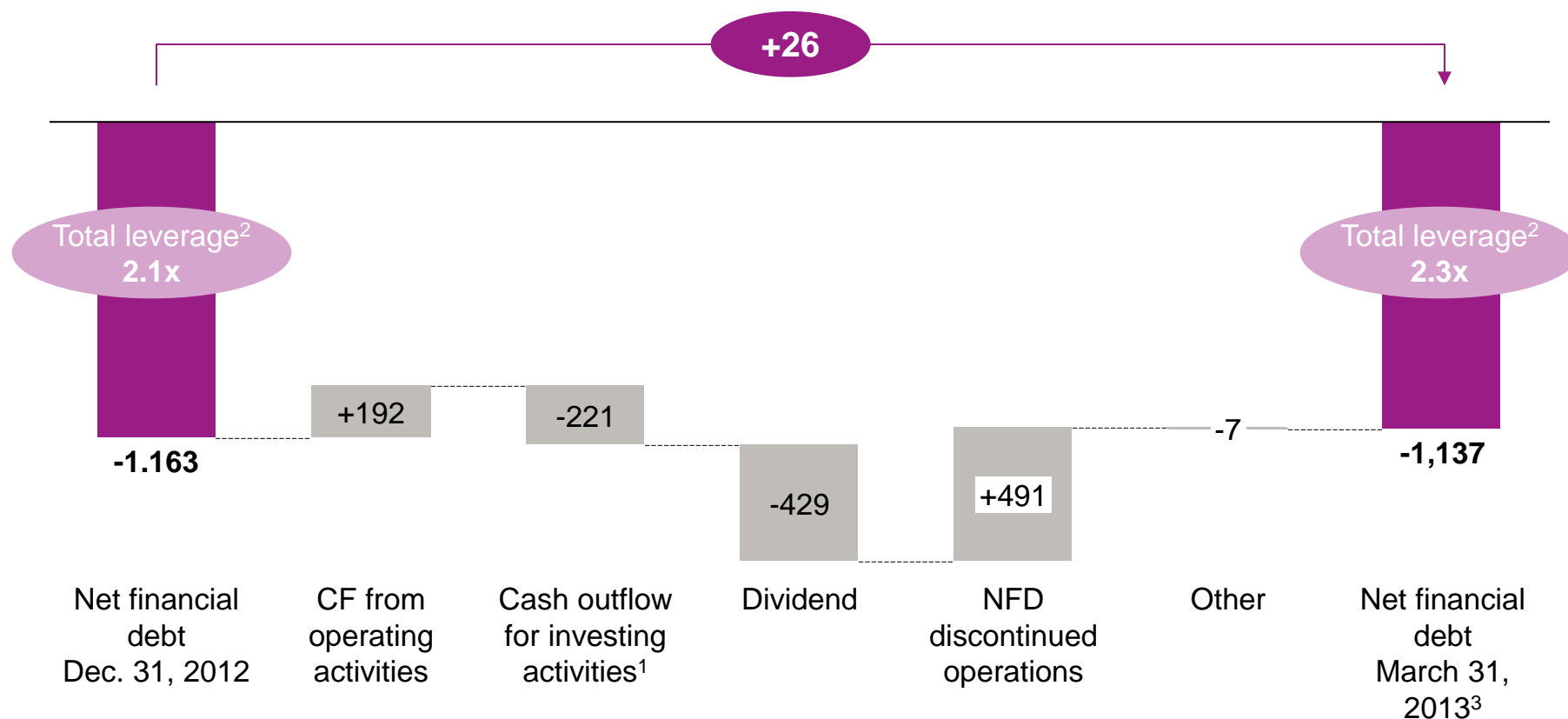
- D&A in Q1 2012 impacted by impairments in Resource Efficiency (PV industry)
- Cash outflow for NWC partly related to preparatory inventory buildup for upcoming plant revisions in Q2 2013
- Positive **cash flow from investing activities**
 - due to sale of securities
 - despite of increasing cash outflows for investment

Net financial debt

Effect from dividend payment offset by discontinued Real Estate net financial debt



Development of net financial debt (in € million)



¹ Cash outflow for investment in intangible assets, property, plant and equipment and shareholdings

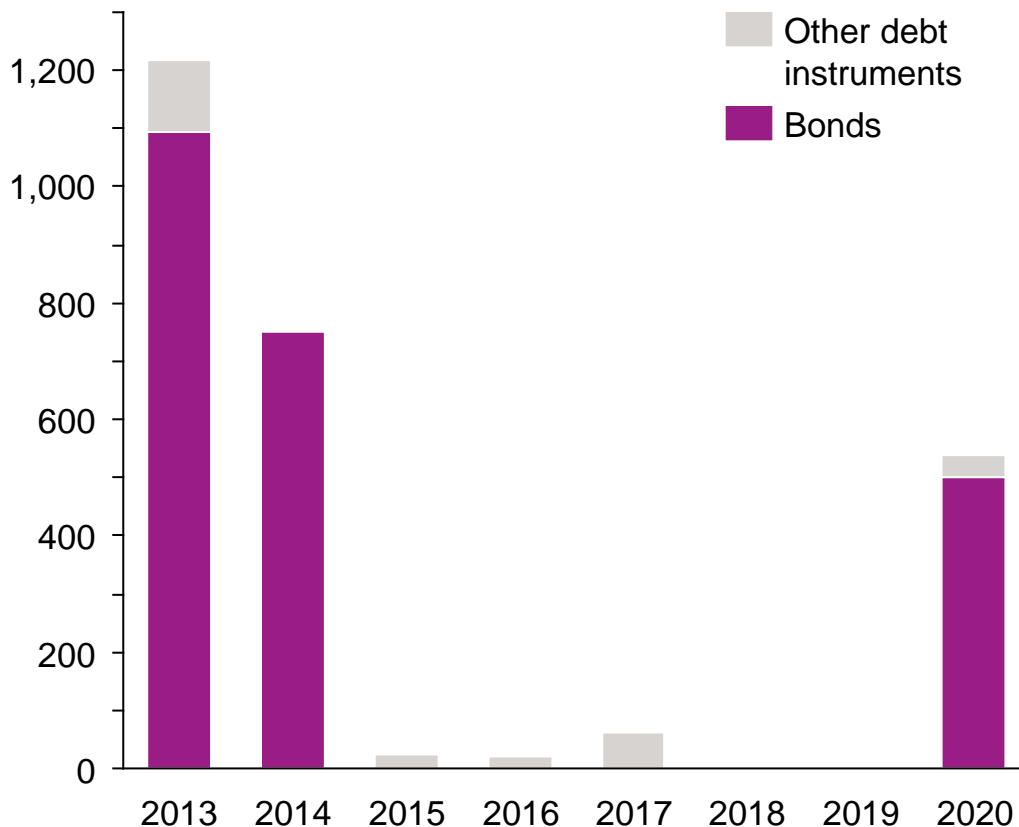
² Total leverage defined as (Net Financial Debt + Funded Status) / Adjusted EBITDA LTM

³ Excluding Real Estate (as discontinued operations as of March 11, 2013)

Substantial improvement in maturity profile

New €500 m bond with 7 year tenor

Debt maturity profile as of March 31, 2012 (in € million)¹



- New €500 m bond with a tenor of 7 years and a coupon of 1.875% issued on April 8th, 2013
- 7 year tenor leads to improvement of the average life of financial debt
- Proceeds to partly refinance €1,093 m Evonik Degussa GmbH bond due in December
- Undrawn credit facilities of €1.7 bn
- Moody's rating upgrade in March 2013 to Baa2 with a positive outlook

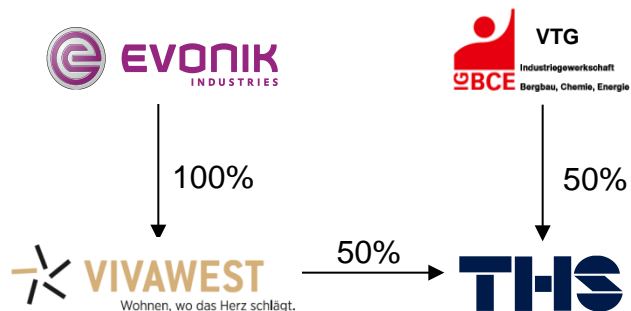
¹ Continuing operations; including a €500 m 7-year bond issued on April 8th, 2013

Real Estate divestment (1/2)

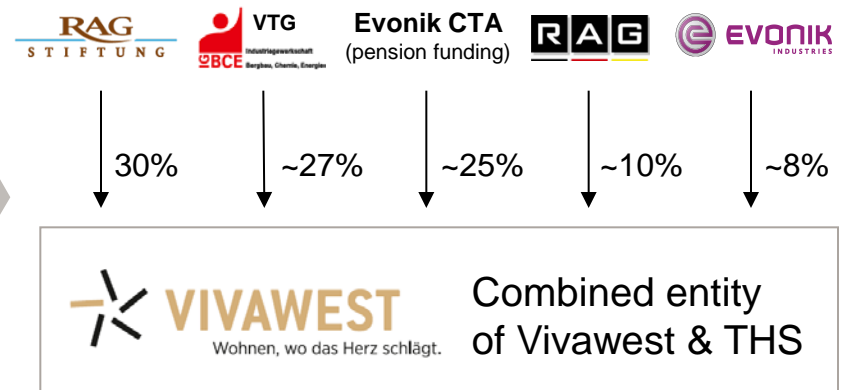
Evonik to remain with only ~8% stake in combined entity of Vivawest and THS



Current Structure



Target Structure Sep. 30, 2013



Note: Transaction dependent on completion of due diligence, approval of purchasers' statutory bodies and merger control

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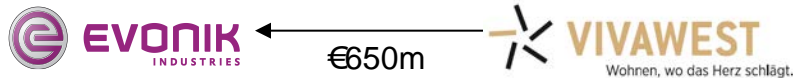
Real Estate divestment (2/2)

Step plan as route to exit

Three major divestment steps

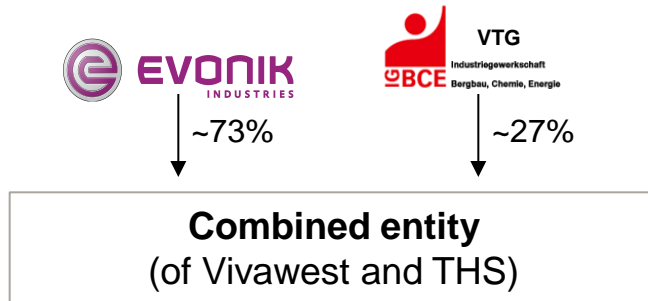
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Adjustment of capital structure



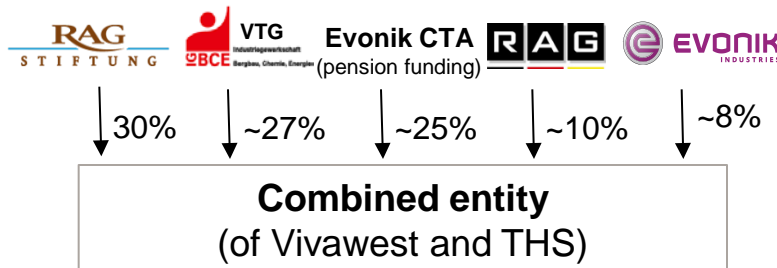
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Combination of Vivawest and THS



3

Disposal of majority



Impact

- Vivawest distributes €650 m from capital reserves and fair value step-ups to Evonik
- Alignment of Vivawest's capital structure to market standards
- Combination of Vivawest and THS
- Fair market value of 100% of the combined entity: ~€3 bn
- Cash inflow of ~€900 m from RAG-Stiftung and ~€300 m from RAG AG
- CTA funding of ~€750 m
- Deconsolidation (incl. ~€500 m of NFD and ~€100 m of DBO)
- Total effect on indebtedness: -€3.2 bn (vs. year-end 2012)

Outlook for 2013

Outlook confirmed, but uncertainties about global economy persist



Outlook for Evonik in 2013 (continuing operations¹)

Economic environment

- Global economic conditions to remain very challenging
- Economy expected to pick up perceptibly in the second half of the year
- Still considerable uncertainty, especially in connection with the sovereign debt crisis in Europe and the economic development of China

Outlook

- Economic upturn anticipated in the second half of the year
- Higher sales in 2013 anticipated, while operating results should be in line with the very good level achieved in 2012
- New production capacities and higher selling prices in key product areas to have a positive impact

¹ Outlook based on continuing operations, i.e. excl. real estate activities in 2012 and 2013



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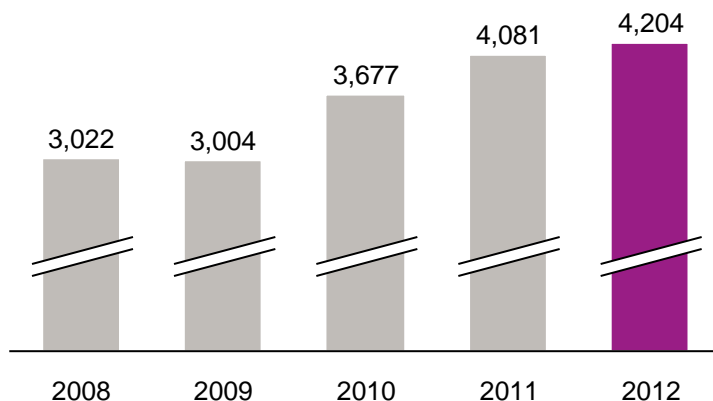
Consumer, Health & Nutrition

Segment overview

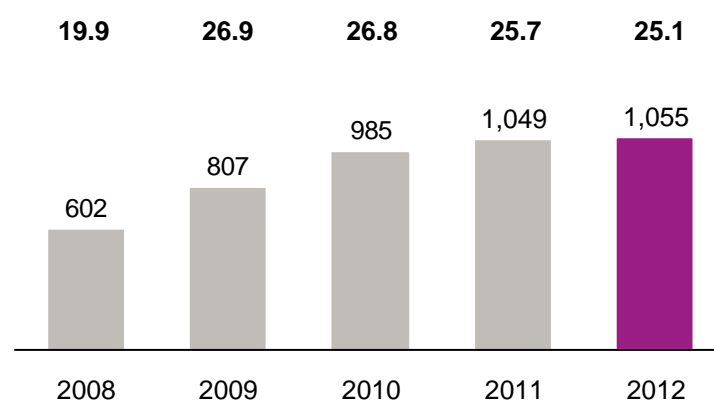


Key financials (€m)

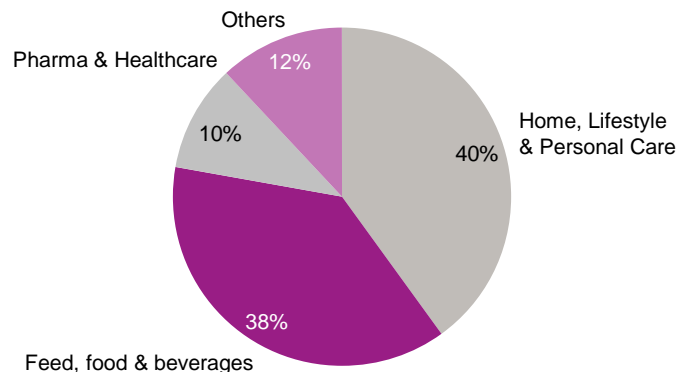
Sales



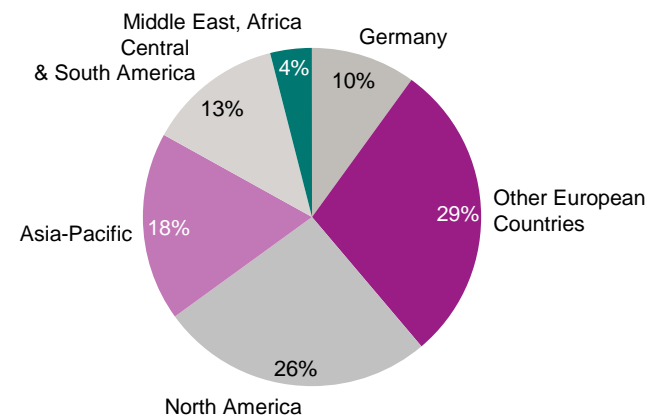
Adj. EBITDA and margin (%)



Sales split by Evonik's end markets (2012)¹



Sales split by region (2012)



¹ Company estimates on the basis of information on Evonik's customers and the further use of Evonik's products by its customers
Adjusted EBITDA 2012 restated for IAS 19 effects

Consumer, Health & Nutrition

Selected Business Lines

Business Lines	Major products and solutions		Key industry segments
Comfort & Insulation	   	<ul style="list-style-type: none"> Additives for manufacture of polyurethane foams for e.g. <ul style="list-style-type: none"> insulation products furniture packaging 	<ul style="list-style-type: none"> Home Construction Automotive Energy
Baby Care	 	<ul style="list-style-type: none"> Superabsorbent polymers as key components in diapers and other hygiene products 	<ul style="list-style-type: none"> Personal care
Methionine & Bioproducts	 	<ul style="list-style-type: none"> Essential amino acids for animal feed <ul style="list-style-type: none"> DL-methionine (MetAMINO®) L-lysine (Biolys®) 	<ul style="list-style-type: none"> Animal nutrition
Health Care	 	<ul style="list-style-type: none"> Active pharmaceutical ingredients and functional pharmaceutical excipients for <ul style="list-style-type: none"> drug delivery systems functional drug coatings 	<ul style="list-style-type: none"> Pharmaceuticals Medical devices

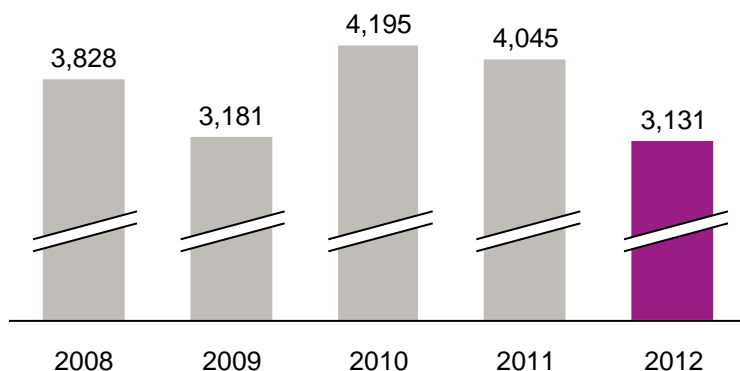
Resource Efficiency

Segment overview

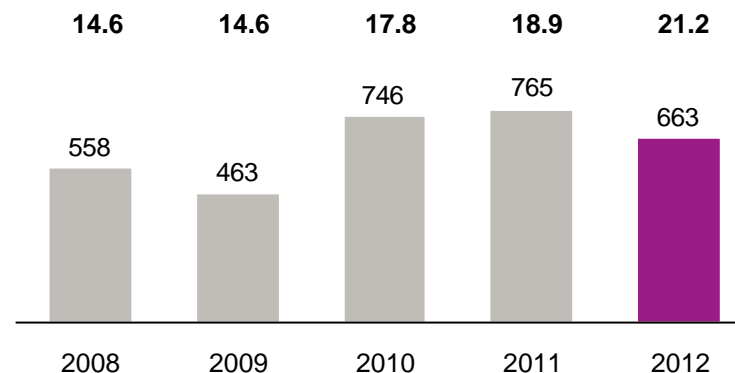


Key financials (€m)

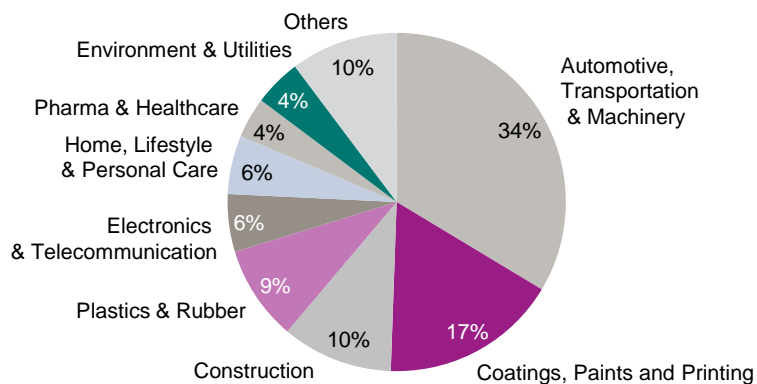
Sales



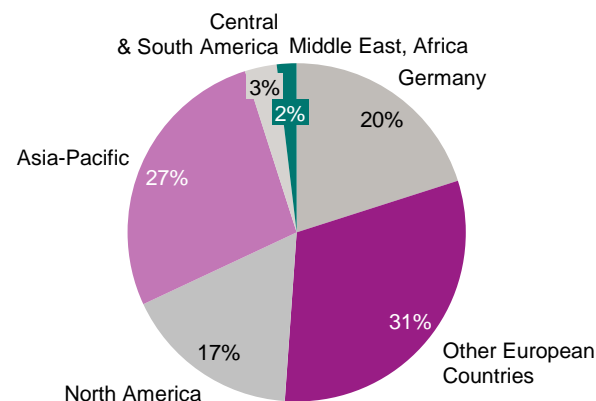
Adj. EBITDA and margin (%)



Sales split by Evonik's end markets (2012)¹




Sales split by region (2012)



¹ Company estimates on the basis of information on Evonik's customers and the further use of Evonik's products by its customers
Adjusted EBITDA 2012 restated for IAS 19 effects

Resource Efficiency

Selected Business Lines

Business Lines	Major products and applications		Key industry segments
Silica & Silanes		<ul style="list-style-type: none"> Silica & silanes <ul style="list-style-type: none"> as filler for green tires for sealant & coating solutions 	<ul style="list-style-type: none"> Automotive / Tire Coatings Plastics
		<ul style="list-style-type: none"> Silanes as basis for e.g. <ul style="list-style-type: none"> optical fibres and semiconductors LC displays 	<ul style="list-style-type: none"> Electronics Construction
Crosslinkers		<ul style="list-style-type: none"> Isophorone & derivatives for e.g. <ul style="list-style-type: none"> composites in light-weight constructions weather resistant automobile coatings industrial flooring as raw material in the synthesis of chemicals intermediates 	<ul style="list-style-type: none"> Paints & Coatings Construction Automotive Environmental
Oil Additives		<ul style="list-style-type: none"> Lubricant & fuel additives for enhanced viscosity, cold flow and durability, for e.g. <ul style="list-style-type: none"> automotive oils hydraulic fluids as crude oil flow improver 	<ul style="list-style-type: none"> Transportation & Machinery Automotive

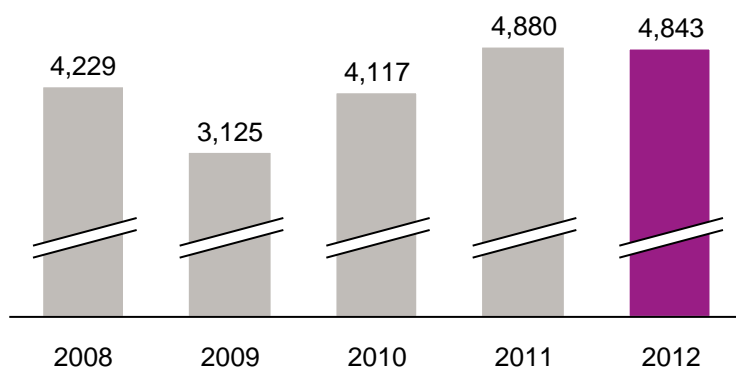
Specialty Materials

Segment overview

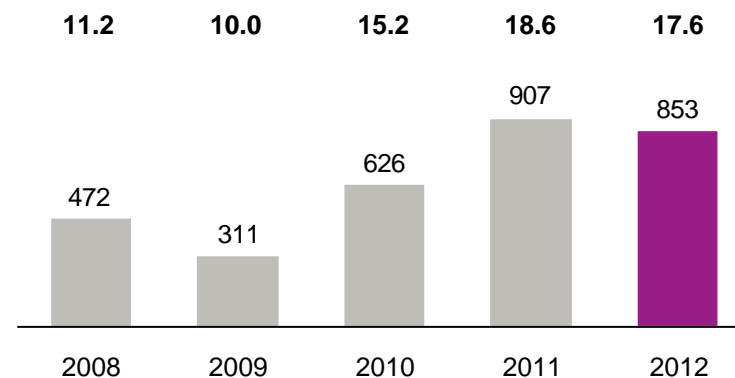


Key financials (€m)

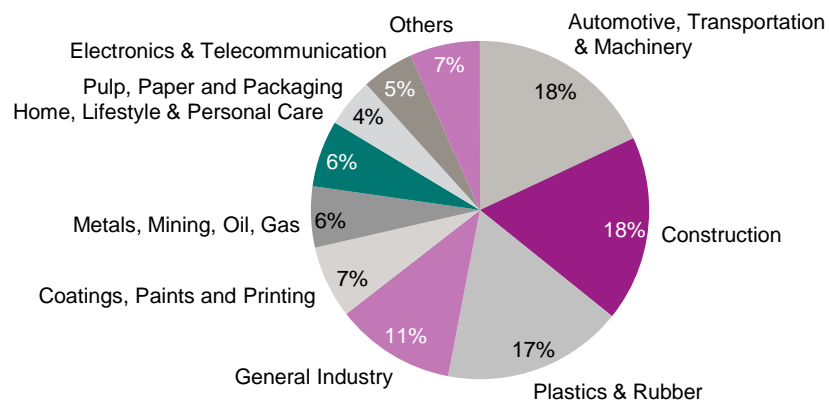
Sales



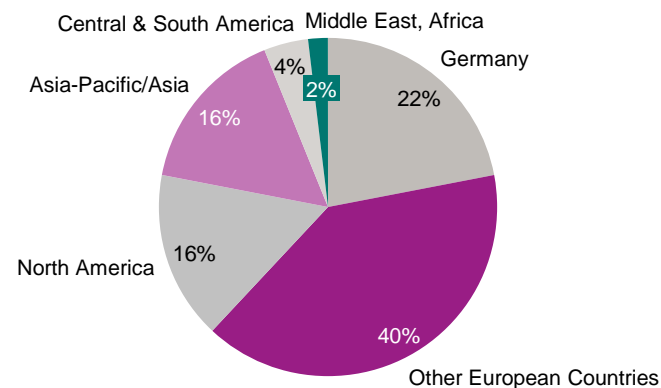
Adj. EBITDA and margin (%)



Sales split by Evonik's end markets (2012)¹













Sales split by region (2012)



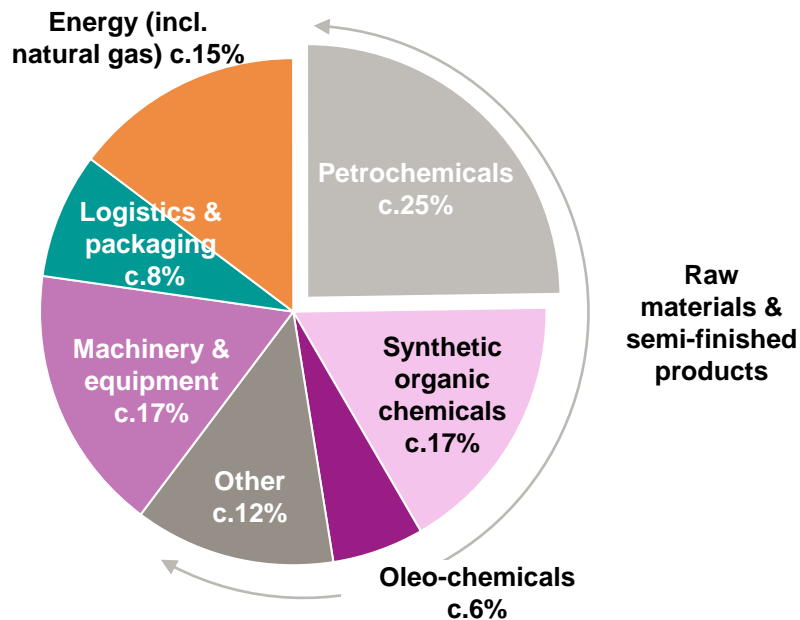
¹ Company estimates on the basis of information on Evonik's customers and the further use of Evonik's products by its customers
Adjusted EBITDA 2012 restated for IAS 19 effects

Specialty Materials

Selected Business Lines

Business Lines	Major products and applications		Key industry segments
Acrylic Monomers & Polymers	   	<ul style="list-style-type: none"> Acrylic monomers (MMA) as functional additives mainly in resins and coatings or as raw material for polymers Acrylic polymers (PMMA) as <ul style="list-style-type: none"> light-weight construction material for diverse uses or as sheets, films, composites and membranes 	<ul style="list-style-type: none"> Coatings Plastics Construction Automotive Electronics
High Performance Polymers	 	<ul style="list-style-type: none"> High performance polyamides (e.g. PA12) as resistible light-weight structural, functional and design components Polyether ether ketone (PEEK) 	<ul style="list-style-type: none"> Automotive Plastics Home Environmental
Performance Intermediates	 	<ul style="list-style-type: none"> Butadiene MTBE 1-butene as co-monomers for polyethylene Plasticisers / alcohols (INA; DINP) 	<ul style="list-style-type: none"> Plastics and rubber Automotive Construction
Active Oxygens	 	<ul style="list-style-type: none"> Hydrogen peroxide (H_2O_2) <ul style="list-style-type: none"> for bleaching and oxidising for manufacture of propylene oxide (HPPO process) 	<ul style="list-style-type: none"> Pulp & paper industry Textile industry Environmental

Supply split by product group (2012)



- Total procurement volume: ~ €9.1 bn
- Petrochemical feedstock
~ 25 percent of total procurement volume
(particularly steam cracker products and their derivatives)

Adjusted net income bridge

in €million	1st Quarter	
	2012	2013
Income before financial result and income taxes	428	396
Results from investments recognized at equity	12	13
Other financial income	0	6
EBIT	440	415
Adjustments	69	30
Adjusted EBIT	509	445
Net interest expense	-80	-66
Adjusted income before income taxes	429	379
Adjusted income taxes	-115	-88
Adjusted income after taxes	314	291
Adjusted non-controlling interests	3	3
Adjusted net income	317	294
Adjusted earnings per share	0.68	0.63

IAS 19

Balance sheet adjustments

Investments recognized at equity	1.132	-10	1.122
Deferred tax assets	329	513	842
Non-current assets	10.951	503	11.454
Total Assets	16.663	503	17.166
Reserves	6.252	-1.360	4.892
Equity attributable to shareholders of Evonik Industries AG	6.718	-1.360	5.358
Total Equity	6.829	-1.360	5.469
Provisions for pensions and other post-employment benefits	2.377	2.003	4.380
Other provisions	889	-90	799
Deferred tax liabilities	463	-50 ¹⁾	413
Non-current liabilities	5.617	1.863	7.480
Total equity and liabilities	16.663	503	17.166

¹⁾ Offset against deferred tax assets

Real Estate divestment and IAS 19 changes

Income after tax bridge



in € million	FY 2012 (reported)	Restatement IAS 19	Real Estate Disc. operations	FY 2012 (restated)
Sales	13,629	0	-239	13,390
Adjusted EBITDA	2,589	22	-201	2,410
Depreciation and amortization (adjusted)	636	0	-45	591
Adjusted EBIT	1,953	22	-156	1,819
Adjustments	16	-22	-3	-9
EBIT	1,969	0	-159	1,810
Net interest expense	-357	1	34	-322
Income before income taxes, continuing operations	1,612	1	-125	1,488
Income taxes, continuing operation	-460	0	7	-453
Income after taxes, continuing operations	1,152	1	-118	1,035
Income after taxes, discontinued operations	15	0	118	133
Income after taxes	1,167	1	0	1,168
thereof attributable to non-controlling interests	-3	0	0	-3
Shareholders of EVONIK Industries AG (net income)	1,164	1	0	1,165
Shareholders of EVONIK Industries AG (net income)	1,164			1,165
Adjustments	-16			9
Taxes on adjustments	9			2
Adjustments attributable to non-controlling interests	13			13
Income from discontinued operations	-15			-133
Adjusted net income	1,155			1,056
Adjusted earnings per share	2.48			2.27

Reconciliation of net financial debt

Reconciliation of Net Financial Debt

in €million	FY2011	FY2012	Source
Non-current financial liabilities	2.657	1.397	
Balance sheet	2.745	1.464	
Liabilities from derivatives	-88	-67	Annual Report 2012, Note 7.12
Current financial liabilities	249	1.437	
Balance sheet	402	1.483	
Liabilities from derivatives	-153	-46	Annual Report 2012, Note 7.12
Financial debt	2.906	2.834	
Cash and cash equivalents	1.409	741	
Current securities	649	928	Annual Report 2012, Note 7.5
Other current financial assets	5	2	
Financial assets	2.063	1.671	
Net financial debt	843	1.163	

Upcoming IR events

Conference participations

- May 14-15th, 2013: Deutsche Bank German, Swiss & Austria Conference, Frankfurt
- May 14th, 2013: Bayern LB Fixed Income Conference, Munich
- June 19-20th, 2013: Commerzbank German Corporate Day (Fixed Income), London
- June 27th, 2013: MainFirst Chemicals One-on-One Forum, Frankfurt

Next reporting dates

- Q2 reporting: August 1st, 2013
- Q3 reporting: November 4th, 2013

Roadshows

- June 17th, 2013: London
- June 6th/7th, 2013: Milano/Lugano

Capital market day

- Evonik Capital Market Day: September 3rd, Essen



Please find an updated schedule on our IR website (“Events & Presentations“)

Evonik Investor Relations Team Contact



Tim Lange
Head of Investor Relations

+49 201 177 3150
tim.lange@evonik.com



Petra Boden
Team Assistant

+49 201 177 3146
petra.boden@evonik.com



Hannelore Gantzer
Investor Relations Manager

+49 201 177 3678
hannelore.gantzer@evonik.com



Christoph Rump
Investor Relations Manager

+49 201 177 3149
christoph.rump@evonik.com



Natascha Chromik
Junior IR Manager

+49 201 177 3147
natascha.chromik@evonik.com



Xin Ming Yu
Junior IR Manager

+49 201 177 3153
xinming.yu@evonik.com