Evonik.
Power to create.

Company presentation

March 2015
<table>
<thead>
<tr>
<th></th>
<th>Table of contents</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1. Evonik at a glance</td>
</tr>
<tr>
<td>2</td>
<td>Group strategy</td>
</tr>
<tr>
<td>3</td>
<td>Financials Q4 / FY 2014</td>
</tr>
<tr>
<td>4</td>
<td>Appendix</td>
</tr>
</tbody>
</table>
One of the world leaders in specialty chemicals

1.9 billion € adj. EBITDA achieved in 2014

80% of sales from #1-3 market positions

>13 billion € total market capitalization

~33,000 employees in more than 100 countries

>4% average volume growth (CAGR) since 2009¹

~500 R&D projects driving innovation

¹ Excluding Carbon Black, Real Estate and lithium-ion business
Three specialty chemicals segments

Sales | Adj. EBITDA | Margin | ROCE
--- | --- | --- | ---
€12,917 bn | €1,867 bn | 14.5% | 12.3%

**Nutrition & Care**
Products for applications in the consumer goods, animal nutrition and healthcare sectors

- Sales: €4,076 m
- Adj. EBITDA: €847 m
- Margin: 20.8%

**Resource Efficiency**
Environment-friendly and energy-efficient system solutions

- Sales: €4,040 m
- Adj. EBITDA: €836 m
- Margin: 20.7%

**Performance Materials**
Polymer materials and intermediates mainly for the rubber and plastics industries

- Sales: €3,827 m
- Adj. EBITDA: €325 m
- Margin: 8.5%

**Services**

- Sales: €895 m
- Adj. EBITDA: €180 m

**Corporate / Other**

- Sales: €79 m
- Adj. EBITDA: -€317 m

Specialty chemicals segments’ financials for FY 2014 restated to reflect new segment structure from Jan 1st, 2015

March 2015 | Evonik company presentation | Evonik at a glance
Balanced and diversified portfolio

End market split

- Agriculture
- Renewable energies
- Paper and printing
- Paints and coatings
- Metal and oil products
- Electrical and electronics
- Pharmaceuticals
- Other industries
- Plastics and rubber
- Construction

Consumer goods and personal care products
Food and animal feed
Automotive and mechanical engineering

No dependency on single end markets; no end market exposure >20%

Sales by region

- Other 2%
- Asia-Pacific 19%
- Central and South America 6%
- North America 18%
- Other European Countries 33%
- Germany 22%

Strong European heritage, focus on expansion into growth regions

---

1 Based on specialty chemicals segments’ 2014 sales
2 Consolidated Group sales 2014
Committed to create value

**Strengthening of market leadership**
- by allocation of resources according to high growth opportunities
- by development of tailor-made and innovative solutions together with customers

**Strategic and financial discipline**
- Proven track record of active portfolio management
- Solid balance sheet and disciplined use of funds

**Clear commitment**
- to deliver sustainable growth
- to increase profitability

Value creation for our shareholders
# Table of contents

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Evonik at a glance</td>
</tr>
<tr>
<td>2</td>
<td><strong>Group strategy</strong></td>
</tr>
<tr>
<td>3</td>
<td>Financials Q4 / FY 2014</td>
</tr>
<tr>
<td>4</td>
<td>Appendix</td>
</tr>
</tbody>
</table>
New corporate structure
Enabling differentiated management of segments

Strategic Management Holding

- Three specialty chemicals segments as separate legal entities
- Differentiated management of businesses tailored to specific needs
- Higher degree of entrepreneurial freedom

Nutrition & Care
Resource Efficiency
Performance Materials

Growth
Investments
Innovation
M&A

March 2015 | Evonik company presentation | Group Strategy
Levers for sustainable growth
Combining internal and external growth

**Investments**
- Focused investments into high-growth end markets and regions
- Disciplined and flexible approach in execution
- Recently finished projects according with increasing earnings contribution

**Innovation**
- “Power to create” as part of Evonik’s DNA
- “Leading innovation” initiative with ambition to generate best-in-class ideas for future products and solutions
- Strong market and customer orientation for tailor-made solutions

**M&A**
- Acquisitions as additional route for value creation
- Sharpening of specialty chemicals portfolio
- Proven track record of portfolio optimization
- Disciplined use of funds
Investments
Major projects finished in 2014, more underway

Plants currently under construction

- **Fumed silica & silanes platform**
  - Capex: ~€100 m
  - Start up: 2017

- **Expansion C4 chain**
  - Capex: >€250 m
  - Start up: 2015

- **Oleochemicals plant**
  - Capex: >€50 m
  - Start up: Q2 2015

- **New silica plant**
  - Capex: ~€50 m
  - Start up: 2016

Recently finished investment projects

- **H₂O₂ for HPPO plant**
  - Capex: >130 m
  - Start up: Q2 2014

- **Oleochemicals plant**
  - Capex: >€50 m
  - Start up: Q1 2014

- **Isophorone chain**
  - Capex: >€100 m
  - Start up: Q2 2014

- **Methionine plant**
  - Capex: >€500 m
  - Start up: Q4 2014

---

1 Basic engineering

March 2015 | Evonik company presentation | Group Strategy
Investments
Capex returning to sustainable level after 2016

Capex spending (in € m)

<table>
<thead>
<tr>
<th>Year</th>
<th>Total capex</th>
<th>Growth capex</th>
<th>D&amp;A</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>960</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>1,140</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>1,123</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>800-900</td>
<td>~800</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>800-900</td>
<td>~800</td>
<td></td>
</tr>
</tbody>
</table>

Growth capex by segment and region

1 After 2016

March 2015 | Evonik company presentation | Group Strategy
Innovation
Strong market and customer orientation

Technology / Products

Transformational innovation (Creavis)
- Centralized, mid-to-long-term R&D

Core and adjacent business innovation
- Decentralized, shorter-term R&D in operating segments
- Cross business, e.g. in industry teams
- Very close to customers (often joint R&D efforts)

R&D expenses 2014 (vs. 2013)

~10%
~90%

€413 m (+5%)\(^1\)

\(^1\) R&D expenses 2014 (vs. 2013)
Process innovation: Bio-based PA12

- Development of new, bio-based process for the synthesis of the Polyamide 12 (PA12) monomer amino lauric acid
- Based on palm kernel oil
- Development initiated at Creavis, R&D then taken up by Business Line High Performance Polymers
- Pilot plant up and running in Slovenska Lupca since 2013

Product innovation: Material for metal-oxide semiconductors

- Additives for new inorganic metal-oxide semiconductors heighten image resolution and lower production costs of ultra-HD televisions
- Replacement of traditional amorphous silicon
- Customer trial runs already underway
- Idea generated by Creavis, before being advanced to market readiness by a cross-functional team of Resource Efficiency together with potential key customers from the display industry
Proven history of efficiency improvements
Improving cost position since 2009


On Track
Operational excellence (e.g. production processes), Procurement
€500 m

On Track 2.0
Operational excellence (e.g. production processes), Procurement
Measures with savings potential >€400 m already in implementation
€500 m by end of 2016

Administration Excellence
Streamlining of administrative functions worldwide
Savings of ~€40 m already realized at year-end 2014
€230 m by end of 2016
Aspiration level: Adj. EBITDA of >€3 bn and an attractive premium on cost of capital
<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Evonik at a glance</td>
</tr>
<tr>
<td>2</td>
<td>Group strategy</td>
</tr>
<tr>
<td>3</td>
<td><strong>Financials Q4 / FY 2014</strong></td>
</tr>
<tr>
<td>4</td>
<td>Appendix</td>
</tr>
</tbody>
</table>
Highlights FY 2014
Constant progress and new strategic alignment

- Announcement of new corporate structure
- Start-up of several new production sites:
  - Crosslinkers, Shanghai
  - Active Oxygens, Jilin
  - Methionine, Singapore
- Sale of remaining STEAG stake
- Outlook accomplished
Financial highlights FY 2014
Outlook achieved; returning to earnings growth

**Sales** of €12,917 m slightly above prior year (+2%); good volume development; pricing strengthening towards year-end

**Outlook accomplished: adj. EBITDA** of €1,867 m; Q4 shows first yoy adj. EBITDA growth since 2011

Stable **dividend** of €1.00 per share for FY 2014 proposed (FY 2013: € 1.00)

**Outlook 2015:** slightly higher sales and adj. EBITDA, additional upside potential from FX
**Investment projects**
Successful start-up of major plants

- **World-scale methionine plant in Singapore**
  - Global production setup: Europe, US and now Asia
  - Finished in time and on budget
  - Largest single chemicals investment in the history of Evonik

- **New isophorone chain in Shanghai**
  - Regional diversification with five fully integrated isophorone chains in Europe, US and now Asia
  - Serve growing Asian customer base with locally manufactured products

- **H₂O₂ plant in Jilin**
  - Fence-to-fence setup
  - Environmentally-friendly and energy efficient process to produce propylene oxide using hydrogen peroxide
Administration Excellence
Implementation of measures well underway

Implementation of Admin Excellence measures

- Measures with savings potential of €230 m implemented by 2016

First results already visible

- Savings of €40 m realized in FY 2014
- Admin expenses reduced by 5% in FY 2014
Financial highlights Q4 2014
yoy earnings increase despite inventory revaluations

Sales increased by 4% to €3,226 m; strong pricing and supportive FX

Adj. EBITDA of €442 m; clearly above last year despite ~€30 m inventory revaluations

Adj. EPS of 0.38 €; supported by positive one-off effects in interest result and lower adj. tax rate

Strong operational cash-flow led to qoq almost stable net cash position of €400 m
Financial highlights Q4 2014
Strong adj. EBITDA and margin improvement

Sales (in € m)

<table>
<thead>
<tr>
<th></th>
<th>Q4 14</th>
<th>Q4 13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volume</td>
<td>-1%</td>
<td>-1%</td>
</tr>
<tr>
<td>Price</td>
<td>+3%</td>
<td>+3%</td>
</tr>
<tr>
<td>FX</td>
<td>+2%</td>
<td>+2%</td>
</tr>
</tbody>
</table>

Adj. EBITDA (in € m) / margin

<table>
<thead>
<tr>
<th></th>
<th>Q4 14</th>
<th>Q4 13</th>
</tr>
</thead>
<tbody>
<tr>
<td>in %</td>
<td>12.1</td>
<td>13.7</td>
</tr>
</tbody>
</table>

Adj. EPS (in €)

<table>
<thead>
<tr>
<th></th>
<th>Q4 14</th>
<th>Q4 13</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0.38</td>
<td>0.24</td>
</tr>
</tbody>
</table>

Net financial position (in € m)

<table>
<thead>
<tr>
<th></th>
<th>Q3 14</th>
<th>Q4 14</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>416</td>
<td>400</td>
</tr>
</tbody>
</table>
Consumer, Health & Nutrition
Positive price trend towards year-end

Sales (in € m)

<table>
<thead>
<tr>
<th></th>
<th>Q4 13</th>
<th>Q1 14</th>
<th>Q2 14</th>
<th>Q3 14</th>
<th>Q4 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 13</td>
<td>4,171</td>
<td>1,137</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FY 14</td>
<td>4,152</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Q4 14 vs. Q4 13

<table>
<thead>
<tr>
<th></th>
<th>Volume</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 13</td>
<td>-2%</td>
<td>+8%</td>
</tr>
<tr>
<td>Q4 14</td>
<td>+7%</td>
<td></td>
</tr>
</tbody>
</table>

Adj. EBITDA (in € m) / margin (in %)

<table>
<thead>
<tr>
<th></th>
<th>Q4 13</th>
<th>Q1 14</th>
<th>Q2 14</th>
<th>Q3 14</th>
<th>Q4 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 13</td>
<td>272</td>
<td>209</td>
<td>188</td>
<td>187</td>
<td>199</td>
</tr>
<tr>
<td>FY 14</td>
<td>857</td>
<td>22.1</td>
<td>20.6</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

in %

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 13</td>
<td>18.8</td>
<td>19.1</td>
</tr>
<tr>
<td>Q1 14</td>
<td>18.7</td>
<td>18.7</td>
</tr>
<tr>
<td>Q2 14</td>
<td>20.2</td>
<td>20.2</td>
</tr>
<tr>
<td>Q3 14</td>
<td>23.9</td>
<td>23.9</td>
</tr>
<tr>
<td>Q4 14</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Resource Efficiency
Margin expansion for 5th consecutive year

Sales (in € m)

<table>
<thead>
<tr>
<th></th>
<th>Q4 13</th>
<th>Q1 14</th>
<th>Q2 14</th>
<th>Q3 14</th>
<th>Q4 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 13</td>
<td>717</td>
<td>805</td>
<td>830</td>
<td>813</td>
<td>774</td>
</tr>
<tr>
<td>FY 14</td>
<td>3,084</td>
<td>3,222</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Q4 14 vs. Q4 13

Volume +4% ➙ Price 0% ➙
FX +2% ➙ Other +2% ➙

Adj. EBITDA (in € m) / margin (in %)

<table>
<thead>
<tr>
<th></th>
<th>Q4 13</th>
<th>Q1 14</th>
<th>Q2 14</th>
<th>Q3 14</th>
<th>Q4 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 13</td>
<td>140</td>
<td>189</td>
<td>191</td>
<td>173</td>
<td>150</td>
</tr>
<tr>
<td>FY 14</td>
<td>655</td>
<td>703</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

in %

<table>
<thead>
<tr>
<th></th>
<th>Q4 13</th>
<th>Q1 14</th>
<th>Q2 14</th>
<th>Q3 14</th>
<th>Q4 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 13</td>
<td>19.5</td>
<td>23.5</td>
<td>23.0</td>
<td>21.3</td>
<td>19.4</td>
</tr>
<tr>
<td>FY 14</td>
<td>21.2</td>
<td>21.8</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Specialty Materials
Solid operational performance in Q4 mitigated by inventory revaluations

Sales (in € m)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Sales (€ m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 13</td>
<td>1,059</td>
</tr>
<tr>
<td>Q1 14</td>
<td>1,177</td>
</tr>
<tr>
<td>Q2 14</td>
<td>1,174</td>
</tr>
<tr>
<td>Q3 14</td>
<td>1,160</td>
</tr>
<tr>
<td>Q4 14</td>
<td>1,059</td>
</tr>
<tr>
<td>FY 13</td>
<td>4,490</td>
</tr>
<tr>
<td>FY 14</td>
<td>4,569</td>
</tr>
</tbody>
</table>

Q4 14 vs. Q4 13

- Volume: -3%
- Price: +1%
- FX: +2%
- Other: 0%

Adj. EBITDA (in € m) / margin (in %)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Adj. EBITDA (€ m)</th>
<th>Margin (in %)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 13</td>
<td>95</td>
<td>9.0</td>
</tr>
<tr>
<td>Q1 14</td>
<td>111</td>
<td>9.4</td>
</tr>
<tr>
<td>Q2 14</td>
<td>112</td>
<td>9.5</td>
</tr>
<tr>
<td>Q3 14</td>
<td>128</td>
<td>11.0</td>
</tr>
<tr>
<td>Q4 14</td>
<td>92</td>
<td>8.7</td>
</tr>
<tr>
<td>FY 13</td>
<td>552</td>
<td>12.3</td>
</tr>
<tr>
<td>FY 14</td>
<td>444</td>
<td>9.7</td>
</tr>
</tbody>
</table>
### Specialty Chemicals segments
New segment structure from January 2015

#### Segments until end of FY 2014

- Consumer, Health & Nutrition
- Resource Efficiency
- Specialty Materials

- Q4 / FY 2014 reported with old segment names and structure for the last time

#### Segments from January 2015 onwards

- Nutrition & Care
- Resource Efficiency
- Performance Materials

- Two Segments renamed; all 2014 segment figures to be restated
- Leaner organisation (Business Unit level cancelled)
- Minor shifts on Business Line level:
  - Active Oxygens and High Performance Polymers shifted to Resource Efficiency
  - CyPlus Technologies now part of Performance Materials
Net financial position
Strong operating cash flow generation

Development of net financial position (in € m)

Net cash position as of 30 Sep, 2014
+444
-338
Net cash position as of 31 Dec, 2014
400

CF from operating activities (cont. op.)
CF from investing activities (cont. op.)
CTA contribution
Other

1 Total leverage defined as (net financial debt + unfunded pensions obligations) / adj. EBITDA LTM
2 Cash outflow for investment in intangible assets, PP&E and shareholdings, not incl. cash in- and outflows related to divestments and securities

March 2015 | Evonik company presentation | Financials Q4 / FY 2014
Outlook for 2015
Strong pillars as basis for growth in 2015

Slightly higher sales and adjusted EBITDA

Vast majority of businesses contributing to earnings growth
Operational performance

Increasing contribution from Admin Excellence and OnTrack 2.0
Efficiency measures

Further ramping up of new capacities in all segments
Growth investments

- Additional upside potential for sales and adj. EBITDA from FX
- Effects from lower raw material prices should largely balance out on Group level
### Additional indications for 2015

<table>
<thead>
<tr>
<th>Indicator</th>
<th>2014</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR/USD sensitivity¹:</td>
<td>+/-1 USD cent = +/- ~€5 m adj. EBITDA (FY basis)</td>
<td></td>
</tr>
<tr>
<td>Adj. EBITDA Services²:</td>
<td></td>
<td>Slightly below prior year (2014: €180 m) due to positive one-off effects in 2014 and pension service cost effect</td>
</tr>
<tr>
<td>Adj. EBITDA Corporate/Other**:</td>
<td></td>
<td>On prior year level (2014: -€317 m) due to strict cost control compensating for factor cost increases</td>
</tr>
<tr>
<td>Adj. D&amp;A:</td>
<td>~€700 m</td>
<td>(2014: €629 m)</td>
</tr>
<tr>
<td>Adj. net interest result:</td>
<td></td>
<td>Stable in 2015 (2014: -€192 m); 2014 benefitted from positive one-off effects in Q4 (~€30 m), positive trend from new bonds and CTA contribution to continue</td>
</tr>
<tr>
<td>Adj. tax rate:</td>
<td>~29%</td>
<td>(2014: 28.2%)</td>
</tr>
<tr>
<td>Capex:</td>
<td>Up to €1.1 bn</td>
<td>in 2015 (2014: €1.1 bn)</td>
</tr>
<tr>
<td>Net financial position:</td>
<td>Net debt position</td>
<td>end of 2015 (2014: €400 m net cash)</td>
</tr>
</tbody>
</table>

¹ Including transaction effects (after hedging) and translation effects; before secondary/market effects
² Before reorganization of Group structure
<table>
<thead>
<tr>
<th></th>
<th>Financial policy and pensions</th>
</tr>
</thead>
<tbody>
<tr>
<td>B</td>
<td>Company history and ownership structure</td>
</tr>
<tr>
<td>C</td>
<td>Specialty chemicals segments</td>
</tr>
<tr>
<td>D</td>
<td>Upcoming IR events and contact</td>
</tr>
</tbody>
</table>
Financial policy
Evonik as reliable partner for investors & banks

Evonik aims to remain a reliable partner for both its investors and banks

1 Total leverage defined as (net financial debt + unfunded pension obligations) / adj. EBITDA LTM
2 Defined benefit obligations
Balanced maturity profile
No major maturities until 2020

Maturity profile (in € m)

- Maturity of syndicated RCF extended by one year to 2017/19 (€875 m each)
- Repayment of €750 m 7% bond (2009/14) in October 2014
- Issuance of new €750 m 1% bond in January 2015 (8yrs to 2023)
- Achieved lowest ever 8-year spread and coupon for a BBB (+/-/flat) rated corporate issuer
- No major maturities until 2020
Rating history
Positioned in upper range of BBB

Rating development

- S&P's rating BBB+ with stable outlook since May 2012
- Moody’s rating Baa2 with positive outlook since March 2014
- Impressive rating dynamic thanks to focus on specialty chemicals and clear financial policy
- Maintaining a solid, long-term investment grade rating is an integral part of our financial policy
Pension funding overview as of Dec 31, 2014

- Pension funding gap increased during 2014 due to lower discount rate (year-end 2014: 2.5% vs year-end 2013: 3.75%)
- Pensions very long-term, patient debt with no funding obligations in Germany
- Funding ratio remains on solid level above 60%
- Further cash contribution of €200 m intended in Q4 2015 (ends cash contribution plan of €1.6 bn from 2012-2015)
### Pensions
#### Breakdown of P&L and cash flow effects

<table>
<thead>
<tr>
<th><strong>P&amp;L</strong></th>
<th><strong>Cash flow</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>in € m</strong></td>
<td><strong>P&amp;L item / KPI</strong></td>
</tr>
<tr>
<td>Current service costs</td>
<td>Adj. EBITDA</td>
</tr>
<tr>
<td>Interest costs</td>
<td>Net interest expense</td>
</tr>
<tr>
<td>Exp. return on plan assets</td>
<td>Net interest expense</td>
</tr>
<tr>
<td>Other</td>
<td>Adj. EBITDA</td>
</tr>
<tr>
<td><strong>Total pension expense</strong></td>
<td></td>
</tr>
</tbody>
</table>

| **in € m** | **2013** | **2014** | **Annual report** |
| Benefits paid | -401 | -404 | p. 220 |
| Benefits paid from plan assets | +168 | +163 | p. 221 |
| Contribution to plan assets (excl. CTA) | -126 | -135 | p. 221 |
| Payments under defined contribution plans | -134 | -144 | p. 223 |
| **Total cash out for pensions (excl. CTA)** | -493 | -520 | |
Sensitivity analysis$: Increase (decrease) in discount rate by 100 bp in year x

**Impact in year x**
- **Personnel costs:** no impact
- **Finance costs:** no impact
- **Cash flow:** no impact
- **Balance sheet:** decrease (increase) of pension provision by €1.5 bn (+€2.0 bn) against equity and deferred tax liabilities (assets)

**Impact in year x+1**
- **Personnel costs:** decrease (increase) due to lower (higher) service costs
- **Finance costs:** increase (decrease) due to higher (lower) pension interest
- **Cash flow:** no impact
- **Balance sheet:** no impact

$\text{Excluding any effects from potential actuarial changes}$
Pensions
Increase in pension obligations due to lowered discount rate throughout 2014

Net debt development (in € m)

- Majority of debt consists of long-dated pension obligations; average life of DBO exceeds 15 years
- Increase in pension provisions in 2014 by €0.6 bn due to lower discount rate (from 3.75% to 2.50%)
- Total Leverage remains comfortably below targeted 2.5x

<table>
<thead>
<tr>
<th>Year</th>
<th>Q1 2014</th>
<th>Q2 2014</th>
<th>Q3 2014</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>3.78</td>
<td>3.75</td>
<td>3.25</td>
<td>3.78</td>
</tr>
<tr>
<td>2013</td>
<td>3.84</td>
<td>3.75</td>
<td>3.25</td>
<td>3.75</td>
</tr>
<tr>
<td>2014</td>
<td>2.65</td>
<td>2.75</td>
<td>2.50</td>
<td>2.50</td>
</tr>
</tbody>
</table>

1 Total leverage defined as (net financial debt + unfunded pensions obligations) / adj. EBITDA LTM
2 Calculated annually

March 2015 | Evonik company presentation | Appendix
Dividend policy
Reliability and attractive returns

Dividend history (in €)

<table>
<thead>
<tr>
<th>Year</th>
<th>Payout ratio (in % of adj. EPS)</th>
<th>43%</th>
<th>34%</th>
<th>37%</th>
<th>58%</th>
<th>63%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>0.60</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>0.69</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>0.86</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>0.91</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>0.92</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>1.00</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014 (proposal)</td>
<td>1.00</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Two components of Evonik’s dividend policy:

1) Overarching target of **dividend continuity**

2) additionally, targeted payout ratio: ~40% of adjusted net income

- Compelling track record with regards to dividend policy and shareholder returns (already pre-listing)
- Dividend proposal for 2014 of 1.00 €; stable dividend despite lower adj. net income
Strong financial track record

Sales (in € m)

<table>
<thead>
<tr>
<th>Year</th>
<th>Carbon Black/Real Estate</th>
<th>Adj. net income (in € m)</th>
<th>Adj. EBITDA (in € m) / margin¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>10,518 (9,267)</td>
<td>360</td>
<td>16.1% (1.374)</td>
</tr>
<tr>
<td>2010</td>
<td>13,300 (11,701)</td>
<td>935</td>
<td>18.3% (2.022)</td>
</tr>
<tr>
<td>2011</td>
<td>14,540 (13,316)</td>
<td>1,256 (1,076)</td>
<td>19.0% (2,439)</td>
</tr>
<tr>
<td>2012</td>
<td>13,365 (13,165)</td>
<td>1,076 (806)</td>
<td>18.5% (2,467)</td>
</tr>
<tr>
<td>2013</td>
<td>12,708</td>
<td>806</td>
<td>15.7% (1,995)</td>
</tr>
<tr>
<td>2014</td>
<td>12,917</td>
<td>740</td>
<td>14.5% (1,867)</td>
</tr>
</tbody>
</table>

¹ Excluding Carbon Black

March 2015 | Evonik company presentation | Appendix
**Raw material split**

### Total procurement volume (in € m)

- Logistics & packaging
- Energy (incl. natural gas)
- Machinery & equipment
- Raw material spend

**~€9.1 bn**

### Oil price link of raw material spend (examples)

#### Direct oil price link

- CC4 (Performance Intermediates)
- Propylene (Baby Care, Animal Nutrition)

**~€5.5 bn**

#### Indirect oil price link

- Acrylic acid (Baby Care)
- Acetone (Coatings & Additives, Acrylic Monomers)
- Methanol (Acrylic Monomers, Performance Intermediates)

#### No oil price link

- Sodium silicate (Silica)
- Sugar (Animal Nutrition)
- Fatty acids (Personal Care)

---

1 Raw material spend ~60% of total procurement volume

March 2015 | Evonik company presentation | Appendix
# Table of contents

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>Financial policy and pensions</td>
</tr>
<tr>
<td>B</td>
<td><strong>Company history and ownership structure</strong></td>
</tr>
<tr>
<td>C</td>
<td>Specialty chemicals segments</td>
</tr>
<tr>
<td>D</td>
<td>Upcoming IR events and contact</td>
</tr>
</tbody>
</table>
Company history
More than 150 years of experience in chemicals

2003-2006
RAG Holding

2007
Evonik Industries
- Chemicals
- Real Estate
- Energy

2008
Evonik Industries
- Chemicals
- Real Estate
- Energy

Since 2006
Active portfolio management focusing on specialty chemicals (divestment of construction and water chemicals, Carbon Black etc.)

2013
Evonik Industries
Specialty Chemicals

2013
Real Estate
Vivawest

2011/2014
Energy
STEAG

2007
RAG takes over Degussa

RAG is split into a black and a white part

CVC acquires a 25.01% stake in Evonik

Evonik is focusing on Specialty Chemicals
Ownership structure

- **RAG-Stiftung**: Obligation to finance the perpetual liabilities arising from the cessation of hard-coal mining in Germany; intention to retain a strategic shareholding of **at least 25.1% in the long term**

- **CVC**: Private equity firm with major stake in Evonik since 2008 (originally 25%)

Presence on capital markets

- Trading since April 25, 2013 in the Prime Standard of Frankfurt Stock Exchange
- 14.2% of shares successfully placed in advance of the listing (7.1% by RAG-Stiftung and CVC each)
- CVC sold a 3.9% stake on March 4, 2015
- Member of the German MDAX since September 2013

---

Avg. trading volume:

> 5 million € per day

(≈ 200k shares)
### Management compensation (as of 2014)

**Value creation focus anchored in management incentivization system at Board level**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fixed salary</strong></td>
<td>• To be paid in cash for each financial year on a monthly basis</td>
</tr>
<tr>
<td>(c.30%)</td>
<td></td>
</tr>
<tr>
<td><strong>Bonus</strong></td>
<td>• To be paid out in cash annually</td>
</tr>
<tr>
<td>(c.33%)</td>
<td>• Pay-out calculated on the basis of the achievement of certain, primarily value creation focused KPIs (e.g. ROCE, adj. net income, adj. EBITDA) and accident performance</td>
</tr>
<tr>
<td></td>
<td>• Factor of between 0.8 and 1.2 to take into account the achievement of further individual targets</td>
</tr>
<tr>
<td></td>
<td>• Bonus capped at 200% of initial target</td>
</tr>
<tr>
<td><strong>Long term incentive plan</strong></td>
<td>• Granted LTI target amount is calculated in virtual shares (4-year lock-up)</td>
</tr>
<tr>
<td>(c.37%)</td>
<td>• Value of LTI to mirror the development of Evonik’s share price (incl. dividends)</td>
</tr>
<tr>
<td></td>
<td>• Amount payable is determined by two performance elements:</td>
</tr>
<tr>
<td></td>
<td>• Absolute performance: Real price of the Evonik share</td>
</tr>
<tr>
<td></td>
<td>• Relative performance against external index benchmark (MSCI Chemicals)</td>
</tr>
<tr>
<td></td>
<td>• Bonus capped at 300% of initial amount</td>
</tr>
<tr>
<td></td>
<td>• To be paid out in cash after lock-up period</td>
</tr>
<tr>
<td></td>
<td>Table of contents</td>
</tr>
<tr>
<td>---</td>
<td>--------------------------------------------------------</td>
</tr>
<tr>
<td>A</td>
<td>Financial policy and pensions</td>
</tr>
<tr>
<td>B</td>
<td>Company history and ownership structure</td>
</tr>
<tr>
<td>C</td>
<td><strong>Specialty chemicals segments</strong></td>
</tr>
<tr>
<td>D</td>
<td>Upcoming IR events and contact</td>
</tr>
</tbody>
</table>
Specialty Chemicals segments Overview as of year-end 2014

**Consumer, Health & Nutrition**
- Sales: €4,152 m
- Adj. EBITDA: €857 m
  - Personal Care (~20%)
  - Household Care (~15%)
  - Comfort & Insulation (~10%)
  - Interface & Performance (~10%)
  - Baby Care (~45%)
  - Animal Nutrition (~75%)
  - Health Care (~20%)
  - CyPlus Technologies (~5%)

**Resource Efficiency**
- Sales: €3,222 m
- Adj. EBITDA: €703 m
  - Silica (~65%)
  - Crosslinkers (~30%)
  - Silanes (~25%)
  - Catalysts (~10%)
  - Coating Additives (~10%)
  - Coating & Adhesive Resins (~30%)
  - Oil Additives (~30%)

**Specialty Materials**
- Sales: €4,569 m
- Adj. EBITDA: €444 m
  - Acrylic Monomers (~35%)
  - Acrylic Polymers (~40%)
  - High Performance Polymers (~25%)
  - Performance Intermediates (~70%)
  - Active Oxygens (~10%)
  - Functional Solutions (~10%)
  - Agrochemicals & Polymer Additives (~10%)

**Inorganic Materials**
- Sales: €1,485 m
- Adj. EBITDA: €647 m
  - Coating Additives (~10%)
  - Silanes (~25%)
  - Catalysts (~10%)

**Coatings & Additives**
- Sales: €1,737 m
- Adj. EBITDA: €503 m
  - Crosslinkers (~30%)
  - Coating Additives (~10%)
  - Coating & Adhesive Resins (~30%)
  - Oil Additives (~30%)

Data as of fiscal year-end 2014
## Consumer, Health & Nutrition

### BU Consumer Specialties

<table>
<thead>
<tr>
<th>Applications</th>
<th>Personal Care</th>
<th>Household Care</th>
<th>Comfort &amp; Insulation</th>
<th>Interface &amp; Perform.</th>
<th>Baby Care</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personal care</td>
<td>Personal care</td>
<td>Laundry care</td>
<td>Furniture / appliances</td>
<td>Packaging / tapes</td>
<td>Baby care</td>
</tr>
<tr>
<td>Occupational skin care</td>
<td>Occupational skin care</td>
<td>Home care</td>
<td>Construction</td>
<td>Agrochemicals</td>
<td>Female care</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Car care</td>
<td>Automotive</td>
<td>Plastic additives</td>
<td>Adult care</td>
</tr>
<tr>
<td>Key products</td>
<td>Actives, emulsifiers,</td>
<td>Fabric conditioners</td>
<td>Foam stabilizers</td>
<td>Release coatings</td>
<td></td>
</tr>
<tr>
<td></td>
<td>conditioners</td>
<td></td>
<td>Catalysts</td>
<td>Super spreading</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Skin cleansers</td>
<td></td>
<td>Release agents</td>
<td>additives</td>
<td></td>
</tr>
<tr>
<td>Sales split 2014</td>
<td>~20%</td>
<td>~15%</td>
<td>~10%</td>
<td>~10%</td>
<td>~45%</td>
</tr>
<tr>
<td>Market position¹</td>
<td># 4 in cosmetic</td>
<td># 1 in fabric softeners</td>
<td># 1 in polyurethane</td>
<td># 1-2 in release</td>
<td></td>
</tr>
<tr>
<td></td>
<td>ingredients</td>
<td></td>
<td>foam additives</td>
<td>coatings</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td># 1-2 in superabsorbents</td>
<td></td>
</tr>
<tr>
<td>Main competitors</td>
<td>Croda</td>
<td>AkzoNobel</td>
<td>Air Products</td>
<td>Clariant</td>
<td>BASF</td>
</tr>
<tr>
<td></td>
<td>BASF / Cognis</td>
<td>BASF / Cognis</td>
<td>Dymatic</td>
<td>Dow Corning</td>
<td>Nippon Shokubai</td>
</tr>
<tr>
<td></td>
<td>Ashland / ISP</td>
<td>Solvay / Rhodia</td>
<td>Momentive</td>
<td>Momentive</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stepan</td>
<td></td>
<td>Wacker</td>
<td></td>
</tr>
</tbody>
</table>

¹ Company estimates for relevant markets based on multiple research reports
² Defined as Top 1-3 positions; as per company estimates, based on multiple research reports
## Consumer, Health & Nutrition
### BU Health & Nutrition

<table>
<thead>
<tr>
<th></th>
<th>Methionine</th>
<th>Bioproducts</th>
<th>Health Care</th>
<th>CyPlus Technologies</th>
</tr>
</thead>
</table>
| **Applications** | • Animal nutrition, mainly poultry and swine | • Animal nutrition, poultry and swine | • Active pharmaceutical ingredients and functional pharmaceutical excipients:  
  • drug delivery systems  
  • functional drug coatings | • Fine chemicals  
  • Precious metals mining |
| **Key products** | • Methionine | • Lysine  
  • Threonine  
  • Tryptophan | • Active pharma ingredients  
  • Pharma grade amino acids  
  • Pharmaceutical coatings | • Sodium cyanide  
  • Potassium cyanide |
| **Sales split 2014** | ~60% | ~15% | ~20% | ~5% |
| **Market position** | # 1 in DL-Methionine | # 3 in L-Threonine and L-Tryptophan | # 2 in drug-delivery systems | n.a. |
| **Main competitors** | • Chem China / Adisseo  
  • Novus  
  • Sumitomo Chemicals  
  • Unisplendour | • Ajinomoto  
  • Archer Daniels Midland  
  • Cheil Jedang  
  • Global BioChem | • Colorcon  
  • Dow Cellulosics  
  • DSM  
  • Kyowa Hakko  
  • Lonza | • AGR  
  • DuPont  
  • Orica |

1. Company estimates for relevant markets based on multiple research reports
2. Defined as Top 1-3 positions; as per company estimates, based on multiple research reports

---

March 2015 | Evonik company presentation | Appendix
## Resource Efficiency
### BU Inorganic Materials

<table>
<thead>
<tr>
<th>Silica</th>
<th>Silanes</th>
<th>Catalysts</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1" alt="Silicone rubber" /> <img src="image2" alt="Green tires &amp; rubber" /> <img src="image3" alt="Paints &amp; coatings" /> <img src="image4" alt="Adhesives &amp; sealants" /></td>
<td><img src="image5" alt="Optical fibres" /> <img src="image6" alt="Fumed silica" /> <img src="image7" alt="Adhesive &amp; sealants" /> <img src="image8" alt="Building protection" /></td>
<td><img src="image9" alt="Catalysts for fine chemicals and polyolefins" /> <img src="image10" alt="Enabler for process innovation" /></td>
</tr>
<tr>
<td>Applications</td>
<td>Key products</td>
<td>Main competitors</td>
</tr>
<tr>
<td>- Silicone rubber</td>
<td>- Precipitated silica</td>
<td>- Cabot</td>
</tr>
<tr>
<td>- Green tires &amp; rubber</td>
<td>- Fumed silica</td>
<td>- JM Huber</td>
</tr>
<tr>
<td>- Paints &amp; coatings</td>
<td>- Special oxides</td>
<td>- Solvay</td>
</tr>
<tr>
<td>- Adhesives &amp; sealants</td>
<td>- Chlorosilanes</td>
<td>- Wacker</td>
</tr>
<tr>
<td><img src="image11" alt="Silica" /> <img src="image12" alt="Silanes" /> <img src="image13" alt="Catalysts" /></td>
<td>- Organofunctional silanes</td>
<td>- OCI</td>
</tr>
<tr>
<td><img src="image14" alt="Optical fibres" /> <img src="image15" alt="Fumed silica" /> <img src="image16" alt="Adhesive &amp; sealants" /> <img src="image17" alt="Building protection" /></td>
<td>- Rubber silanes</td>
<td>- Dow Corning</td>
</tr>
<tr>
<td><img src="image18" alt="Catalysts" /> <img src="image19" alt="Enabler for process innovation" /></td>
<td>- Precious metal catalysts</td>
<td>- Momentive</td>
</tr>
<tr>
<td>Sales split 2013</td>
<td><img src="image20" alt="Sales split 2013" /></td>
<td>- Shin Etsu</td>
</tr>
<tr>
<td>~65%</td>
<td>~25%</td>
<td>- BASF</td>
</tr>
<tr>
<td><img src="image21" alt="Sales split 2013" /></td>
<td><img src="image22" alt="Sales split 2013" /></td>
<td>- Clariant</td>
</tr>
<tr>
<td>Market position¹</td>
<td># 1 in precipitated silica</td>
<td>- Johnson Matthey</td>
</tr>
<tr>
<td># 1 in chlorosilanes</td>
<td># 1 in organofunctional and rubber silanes</td>
<td>- WR Grace</td>
</tr>
<tr>
<td>#1 for precious metal powder catalysts</td>
<td>#2 for activated base metal catalysts</td>
<td></td>
</tr>
</tbody>
</table>

¹ Company estimates for relevant markets based on multiple research reports
² Defined as Top 1-3 positions; as per company estimates, based on multiple research reports
# Resource Efficiency
## BU Coatings & Additives

<table>
<thead>
<tr>
<th>Crosslinkers</th>
<th>Oil Additives</th>
<th>Coating Additives</th>
<th>Coating &amp; Adhesive Resins</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1.png" alt="Crosslinkers" /></td>
<td><img src="image2.png" alt="Oil Additives" /></td>
<td><img src="image3.png" alt="Coating Additives" /></td>
<td><img src="image4.png" alt="Coating &amp; Adhesive Resins" /></td>
</tr>
</tbody>
</table>

### Applications
- Composites
- Coatings & paints
- Flooring
- Automotive interior
- Auto & industrials
- Hydraulic systems
- Refinery processing
- Biofuels
- Eco-friendly coatings (low VOC, water based)
- High solid industrial coatings
- Hot melt
- Pre coated metal
- Protective coatings
- Road marking

### Key products
- Crosslinkers for composites, elastomers and non-solvent coatings
- Lubricant additives (viscosity modifiers)
- Fuel additives
- Additives for eco-friendly and highly solid industrial coatings
- Functional resins
- Adhesive hot melts
- Heat sealents
- Polybutadiene

### Sales split 2014
- ~30%  
- ~30%  
- ~10%  
- ~30%

### Market position¹
- #1 in isophorone chemicals
- #1 oil additives
- #1 in organically modified silicons
- #1 in polyester resins

### Main competitors
- Arkema
- BASF
- Bayer
- Infineum
- Lubrizol
- NewMarket
- Oronite
- Air Products
- Altana
- Dow Corning
- Dow
- DSM
- Mitsubishi Chemical

---

¹ Company estimates for relevant markets based on multiple research reports
² Defined as Top 1-3 positions; as per company estimates, based on multiple research reports
## Specialty Materials
### BU Performance Polymers

<table>
<thead>
<tr>
<th>High Performance Polymers</th>
<th>Acrylic Monomers</th>
<th>Acrylic Polymers</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1.png" alt="Image" /></td>
<td><img src="image2.png" alt="Image" /></td>
<td><img src="image3.png" alt="Image" /></td>
</tr>
<tr>
<td><img src="image4.png" alt="Image" /></td>
<td><img src="image5.png" alt="Image" /></td>
<td><img src="image6.png" alt="Image" /></td>
</tr>
<tr>
<td><img src="image7.png" alt="Image" /></td>
<td><img src="image8.png" alt="Image" /></td>
<td><img src="image9.png" alt="Image" /></td>
</tr>
</tbody>
</table>

### Applications
- Medical
- Photovoltaic systems
- Automotive components
- Oil & gas pipes
- Coatings
- PMMA
- Specialty monomer applications (e.g. disposable contact lenses)
- LED/touch screens
- Photovoltaic
- Light-weight systems
- Automotive components

### Key Products
- High performance polyamide (PA12)
- Polyetheretherketone (PEEK)
- Polyimide fibres and foams
- Methy methacrylate (MMA) and application monomers
- Methacrylic acid
- Molding compounds
- Acrylic sheets (Plexiglas / Acrylite)
- PMMA systems

### Sales split 2014
- ~25%
- ~35%
- ~40%

### Market position\(^1\)
- # 1 in polyamide 12
- # 2 in MMA
- # 1-2 in PMMA

### Main competitors
- Arkema
- DuPont
- EMS
- Victrex
- LG MMA
- Mitsubishi Chemicals
- Sumitomo
- Arkema
- Mitsubishi Chemicals
- Sumitomo

---

\(^1\) Company estimates for relevant markets based on multiple research reports

\(^2\) Defined as Top 1-3 positions; as per company estimates, based on multiple research reports

March 2015 | Evonik company presentation | Appendix
## Specialty Materials
### BU Advanced Intermediates

<table>
<thead>
<tr>
<th></th>
<th>Performance Intermediates</th>
<th>Active Oxygens</th>
<th>Functional Solutions</th>
<th>Agrochemicals &amp; Polymer Additives</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Applications</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Butadiene</td>
<td>Oxidising agent in chemical reactions</td>
<td>Catalysts for biodiesel production</td>
<td>Polymer additives</td>
</tr>
<tr>
<td></td>
<td>Butene-1</td>
<td>Pulp &amp; paper bleaching</td>
<td></td>
<td>Optical brighteners</td>
</tr>
<tr>
<td></td>
<td>MTBE</td>
<td></td>
<td></td>
<td>Photovoltaic</td>
</tr>
<tr>
<td></td>
<td>Plasticisers / alcohols</td>
<td></td>
<td></td>
<td>Agro chemicals</td>
</tr>
<tr>
<td><strong>Key products</strong></td>
<td>Butadiene</td>
<td>Hydrogen peroxide</td>
<td>Alcoxides (e.g. sodium methylate)</td>
<td>Triacetonamine</td>
</tr>
<tr>
<td></td>
<td>Butene-1</td>
<td></td>
<td></td>
<td>Crosslinkers</td>
</tr>
<tr>
<td></td>
<td>MTBE</td>
<td></td>
<td></td>
<td>Precursors of glyphosates</td>
</tr>
<tr>
<td></td>
<td>Plasticisers / alcohols</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Sales split 2014</strong></td>
<td>~70%</td>
<td>~10%</td>
<td>~10%</td>
<td>~10%</td>
</tr>
<tr>
<td><strong>Market position</strong></td>
<td># 1 in 1-butene</td>
<td># 2 in hydrogen peroxide</td>
<td># 1 in alcohohates</td>
<td># 1 in cyanuric chloride</td>
</tr>
<tr>
<td></td>
<td>BASF</td>
<td>Arkema</td>
<td>BASF</td>
<td>Lanxess</td>
</tr>
<tr>
<td></td>
<td>LyondellBasell</td>
<td>FMC</td>
<td>DuPont</td>
<td>Nalco</td>
</tr>
<tr>
<td></td>
<td>TPC</td>
<td>Solvay</td>
<td></td>
<td>Syngenta</td>
</tr>
<tr>
<td><strong>Main competitors</strong></td>
<td>BASF</td>
<td>Arkema</td>
<td>BASF</td>
<td>LANXESS</td>
</tr>
<tr>
<td></td>
<td>LyondellBasell</td>
<td>FMC</td>
<td>DuPont</td>
<td>NALCO</td>
</tr>
<tr>
<td></td>
<td>TPC</td>
<td>Solvay</td>
<td></td>
<td>SYNGENTA</td>
</tr>
</tbody>
</table>

---

1. Company estimates for relevant markets based on multiple research reports
2. Defined as Top 1-3 positions; as per company estimates, based on multiple research reports
Specialty Chemicals segments
New segment structure from January 2015

<table>
<thead>
<tr>
<th>Business Lines</th>
<th>Sales: €bn</th>
<th>Adj. EBITDA margin:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nutrition &amp; Care (before: Consumer, Health &amp; Nutrition)</td>
<td>€4.1 bn</td>
<td>21%</td>
</tr>
<tr>
<td>Personal Care (~10%)</td>
<td>Animal Nutrition (~35%)</td>
<td>Silica (~25%)</td>
</tr>
<tr>
<td>Household Care (~10%)</td>
<td>Health Care (~10%)</td>
<td>Silanes (~10%)</td>
</tr>
<tr>
<td>Comfort &amp; Insulation (~5%)</td>
<td>Interface &amp; Performance (~5%)</td>
<td>Catalysts (~5%)</td>
</tr>
<tr>
<td>Baby Care (~25%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Resource Efficiency</td>
<td>€4.0 bn</td>
<td>21%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Performance Materials (before: Specialty Materials)</td>
<td>€3.8 bn</td>
<td>9%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acrylic Monomers (~20%)</td>
<td>Performance Intermediates (~45%)</td>
<td>Acrylic Polymers (~20%)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CyPlus Technologies (~5%)</td>
<td>Agrochemicals (~5%)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Financials for FY 2014, restated to reflect new segment structure from Jan 1st, 2015

March 2015 | Evonik company presentation | Appendix
# Table of contents

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>Financial policy and pensions</td>
</tr>
<tr>
<td>B</td>
<td>Company history and ownership structure</td>
</tr>
<tr>
<td>C</td>
<td>Specialty chemicals segments</td>
</tr>
<tr>
<td>D</td>
<td><strong>Upcoming IR events and contact</strong></td>
</tr>
</tbody>
</table>
## Upcoming IR events

### Roadshows
- 5 Mar, 2015: Frankfurt / Main
- 9-10 Mar, 2015: London

### Conference participations
- 18 Jun, 2015: Deutsche Bank German, Swiss & Austrian Conference, Berlin

### Next reporting dates
- 6 May, 2015: Q1 2015 reporting
- 4 Aug, 2015: Q2 2015 reporting
- 4 Nov, 2015: Q3 2015 reporting

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

In so far as forecasts or expectations are expressed in this presentation or where our statements concern the future, these forecasts, expectations or statements may involve known or unknown risks and uncertainties. Actual results or developments may vary, depending on changes in the operating environment. Neither Evonik Industries AG nor its group companies assume an obligation to update the forecasts, expectations or statements contained in this release.
Diese Markierung nach erfolgreicher Anwendung dieser Master löschen.