Annual Press Conference on Fiscal 2016

Embargoed until: March 2, 2017, 7.00 a.m.

March 2, 2017; Ute Wolf, CFO

Good operating performance in FY 2016

Sales

€12.7 bn €

Good volume growth (+3%) across all three chemical segments

Adj. EBITDA

€2,165 m

Earnings growth in 17 out of 22 business lines achieved

Adj. EBITDA margin of 17.0% stands out in the chemicals sector

ROCE

14.0%

Return on capital employed clearly above the cost of capital

Adj. earnings per share

1.99 €

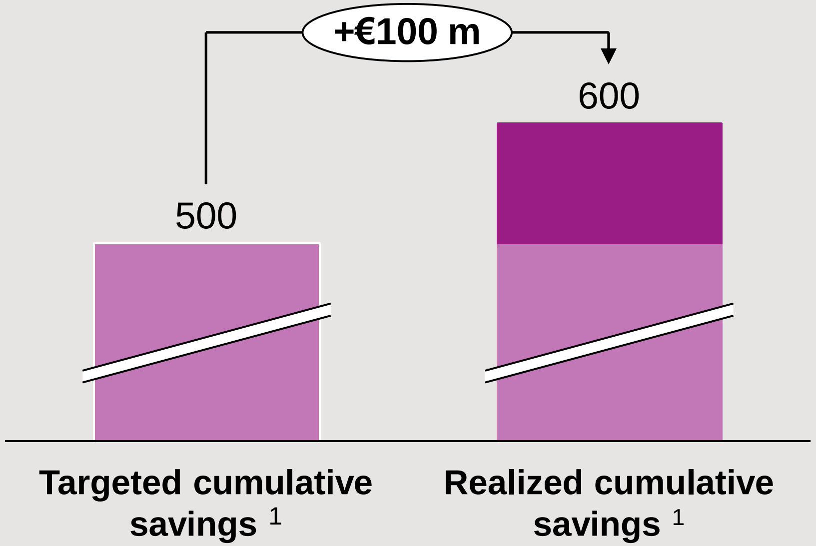
Solid earnings level as a basis for a reliable dividend policy

Delivering on financial targets

	Actual FY 2016		Initial guidance
Adj. EBITDA	€2,165 m	✓	“between €2.0 and €2.2 bn”
ROCE	14.0%	✓	“above cost of capital” (10.5%)
Capex	€ 960 m	✓	“around 2015 level” (€0.9 bn)
Free Cash Flow	€810 m	✓	“clearly positive”

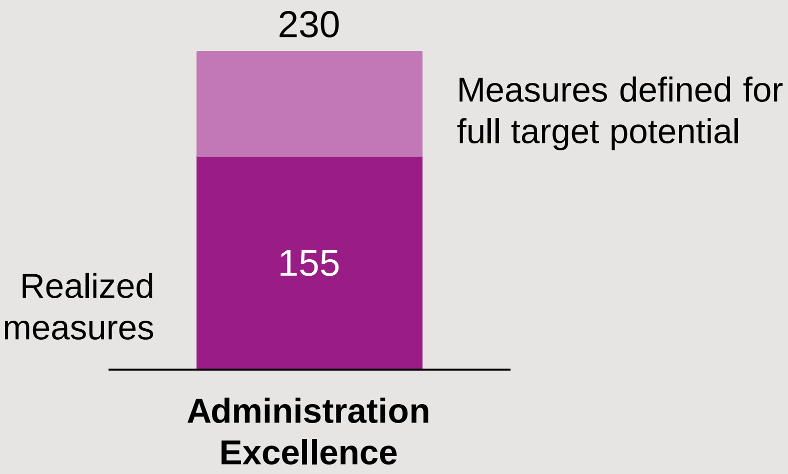
Successful implementation of efficiency enhancement programs

On Track 2.0
(Savings potential in € m)



- **Targets clearly overfulfilled,** measures with savings potential of **over €600 m** approved for implementation

Administration Excellence
(Savings potential in € m)

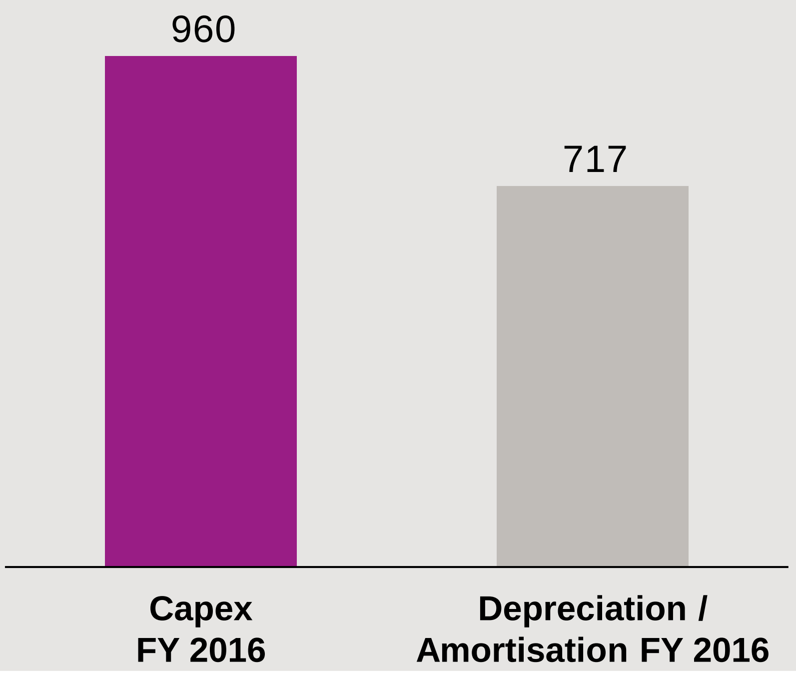


- Further efficiency improvements in production and administration will be driven forward through the established continuous improvements process

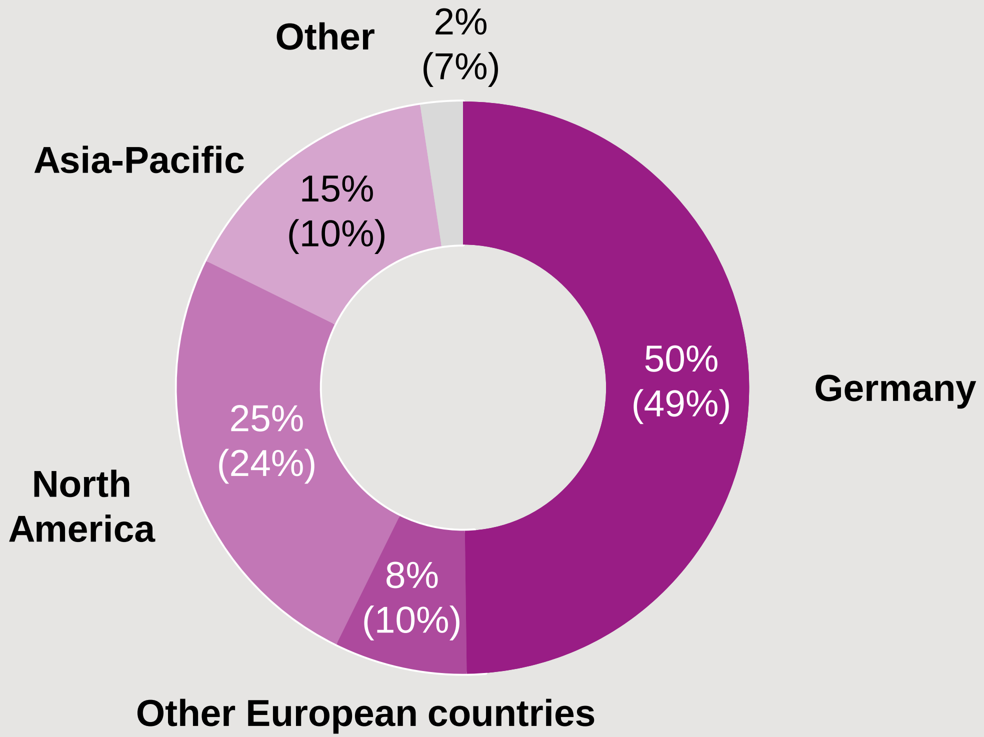
[1] Annual savings potential between 2012 and 2016 in € m

Capex clearly above depreciation, High investments in German sites continued

Capital expenditures (in € million)



Regional capex split 2016 (2015)



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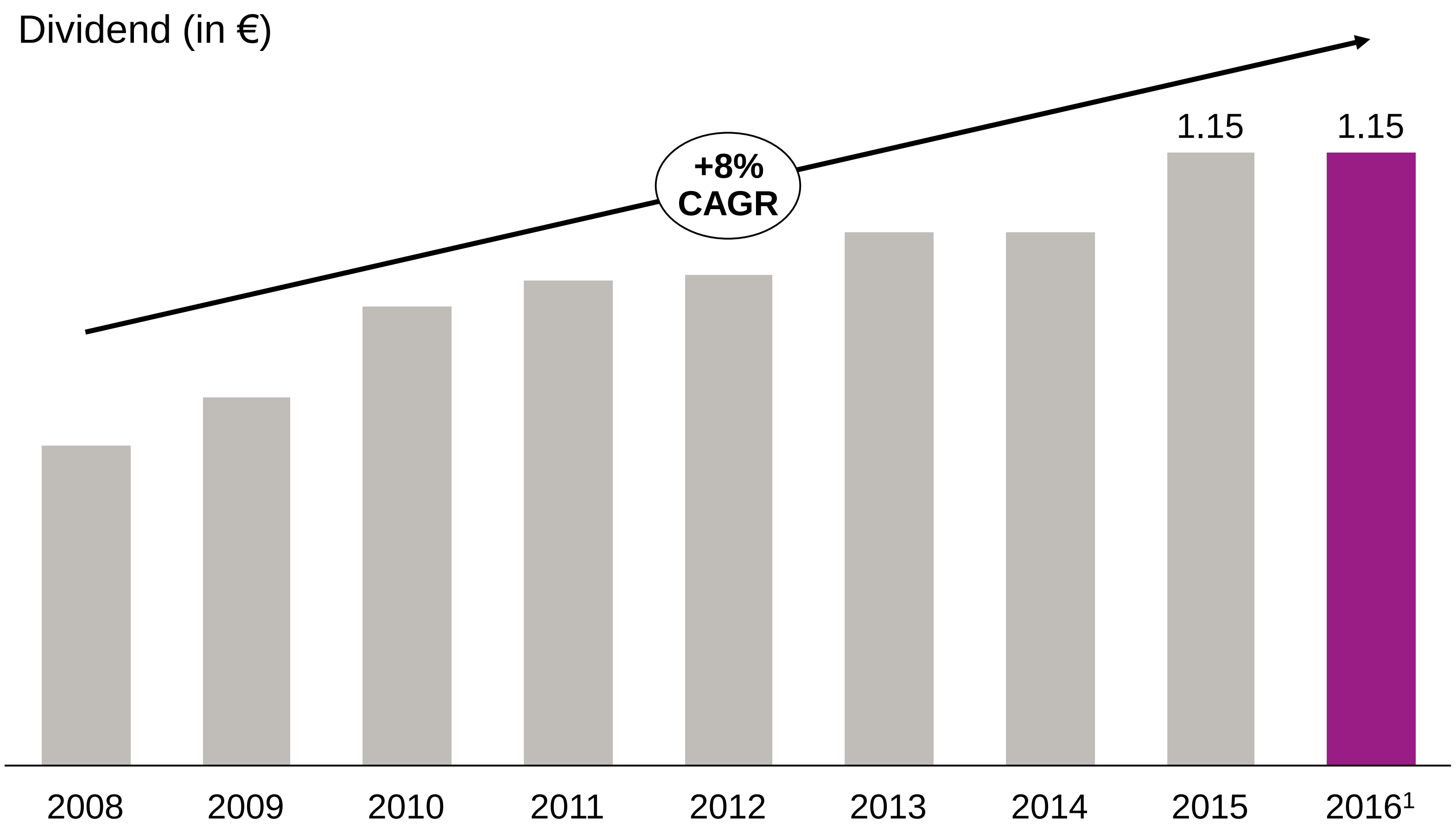
Reliable and attractive dividend policy



- **Stable dividend** despite earnings decline in 2016
- **Sustainable dividend growth** over the last years
- **Attractive dividend yield of more than 4%[2]**
- Reliable dividend policy
  - **dividend continuity**
  - Targeted payout ratio: approx. 40% of adjusted net income

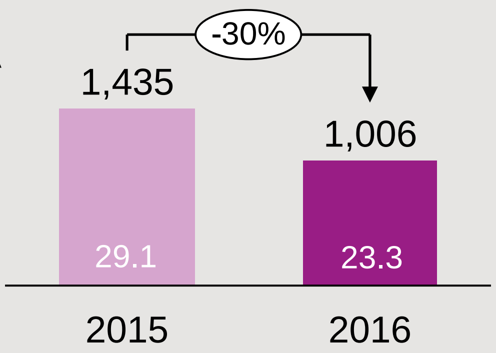
[1] Proposal
[2] Based on share price at year-end 2016

Resource Efficiency and Performance Materials with strong earnings growth

Nutrition & Care

Adj. EBITDA (in € m)

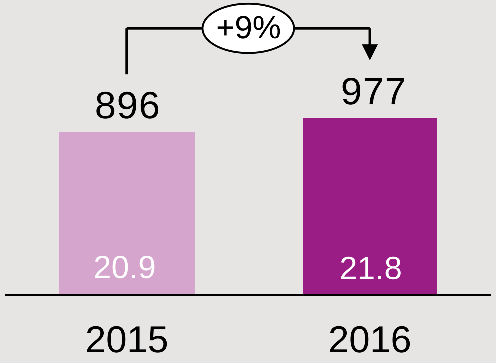
Margin (in %)



Sales

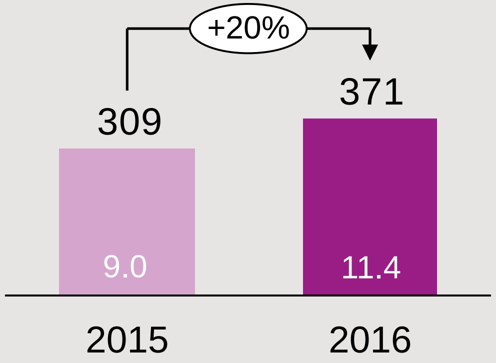
Volume	Price	FX	Other
+2%	-14%	+0%	0%

Resource Efficiency



Volume	Price	FX	Other
+4%	-2%	+1%	+2%

Performance Materials



Volume	Price	FX	Other
+4%	-10%	0%	0%

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Outlook 2017: Targeting earnings growth

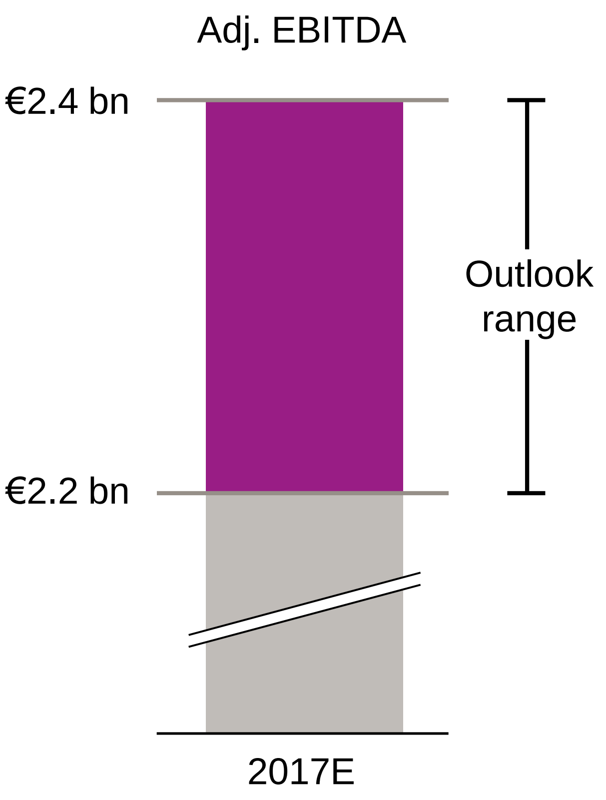
Outlook 2017

Higher sales

(2016: €12.7 bn)

Adj. EBITDA between €2.2 bn and €2.4 bn

(2016: €2.165 bn)



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Progress in 2016 as basis for further profitable growth ahead

2016:
Executing on strategy and delivering on financial targets

- Outlook achieved – financial targets accomplished
- Good operating performance with attractive volume and earnings growth across large parts of the portfolio
- Consistent execution of differentiated segment strategy
- Stringent M&A execution to further balance Evonik's portfolio and earnings profile

2017:
Set for profitable growth

- Sustained positive market environment for majority of businesses
- Continuation of positive volume growth
- More balanced earnings profile
- Successful integration of Air Products specialty additives business and synergy realization
- Innovation pipeline well filled

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