

March 15, 2022

ANNUAL PRESS CONFERENCE FOR 2021

Wacker Chemie AG

Dr. Christian Hartel
President & CEO



AFTER PRIOR-YEAR RECESSION, THE GLOBAL ECONOMY EXPANDED SIGNIFICANTLY IN 2021

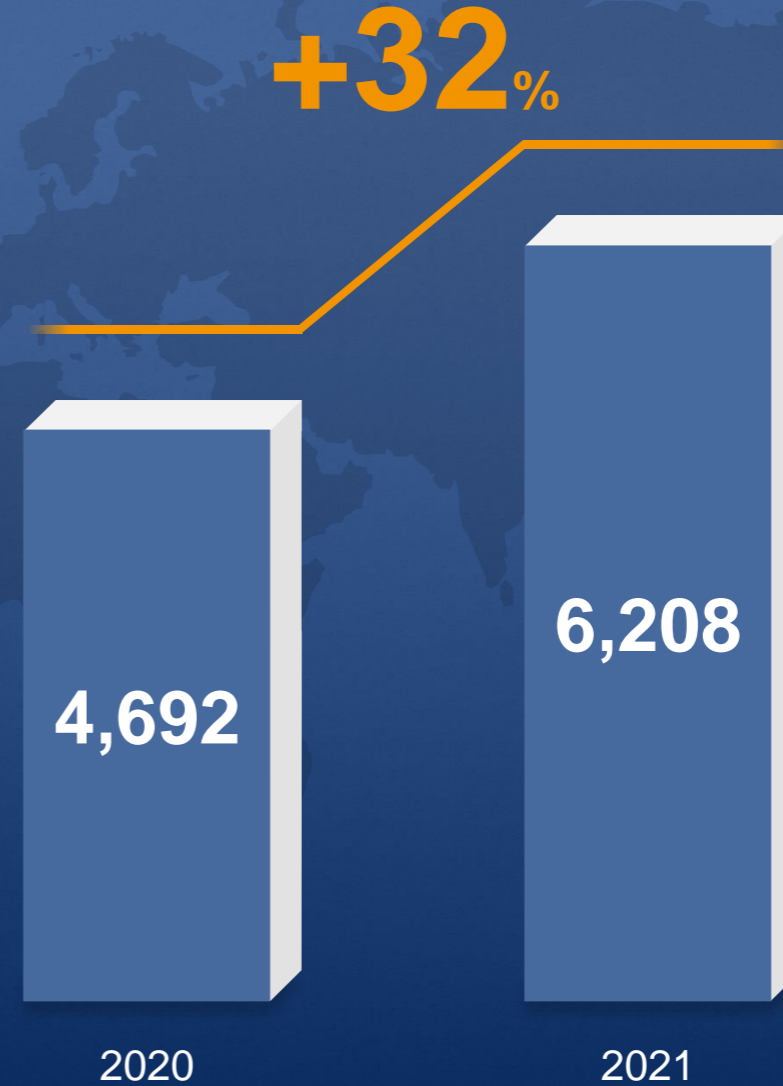
Global real-GDP trend
by region – year-over-year
change (%)



GROUP SALES UP BY 32 PERCENT IN 2021 DUE TO HIGHER PRICES AND VOLUMES

Group sales

(€ million)



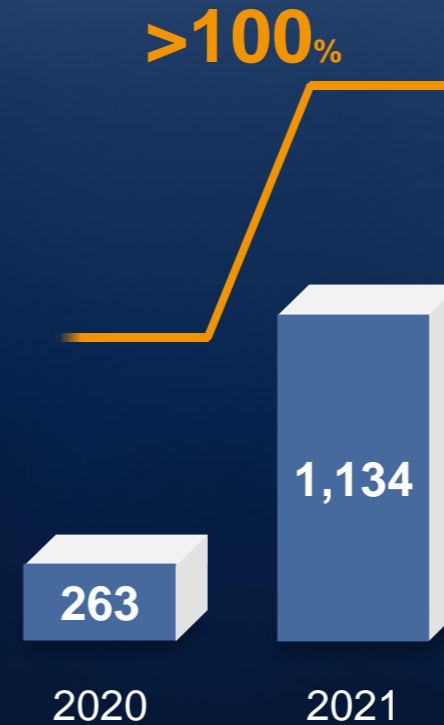
EBITDA MORE THAN DOUBLED DESPITE SHARPLY HIGHER RAW-MATERIAL PRICES

(€ million)

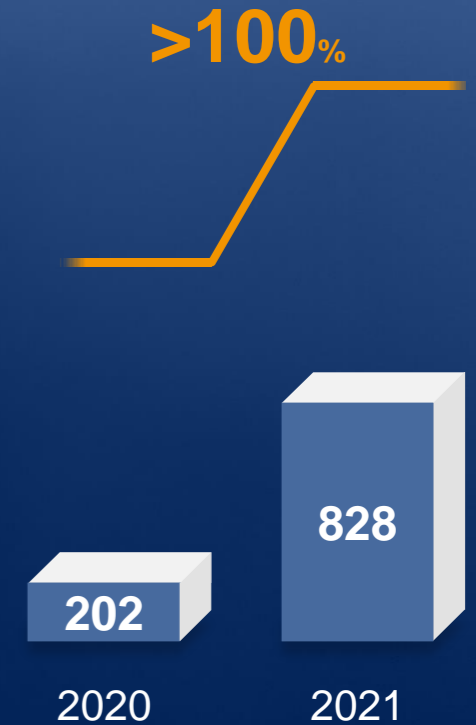
EBITDA



EBIT



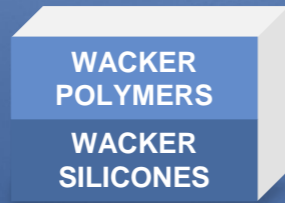
Net income for the year



CHEMICAL DIVISIONS POST SIGNIFICANT SALES GROWTH

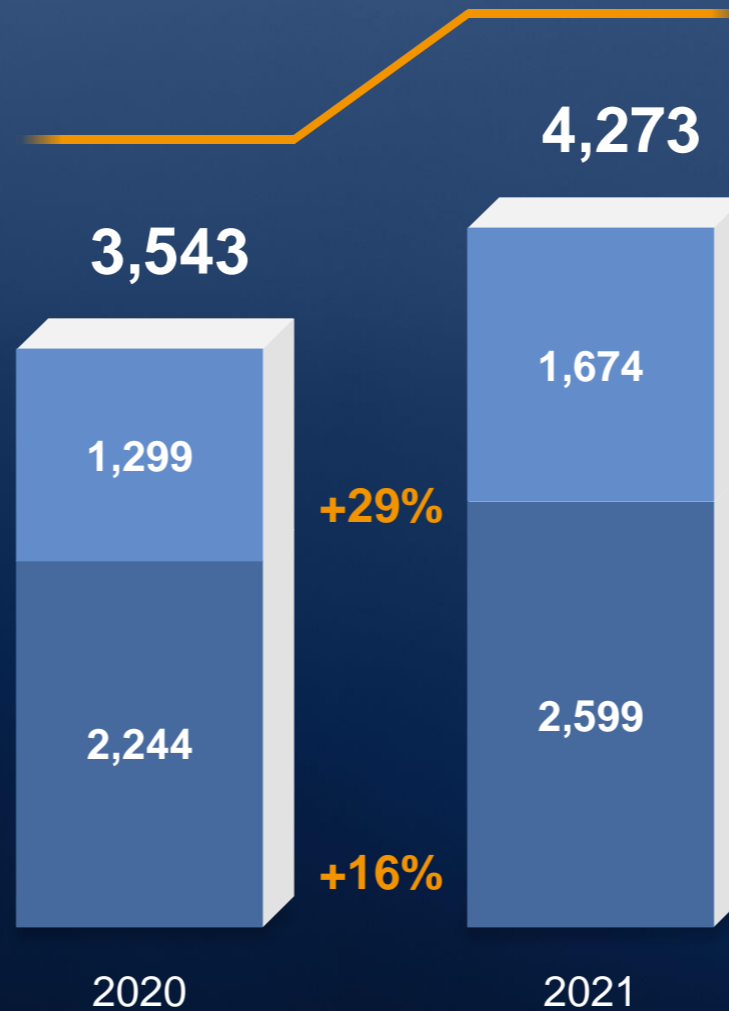
Combined EBITDA higher YoY

(€ million)



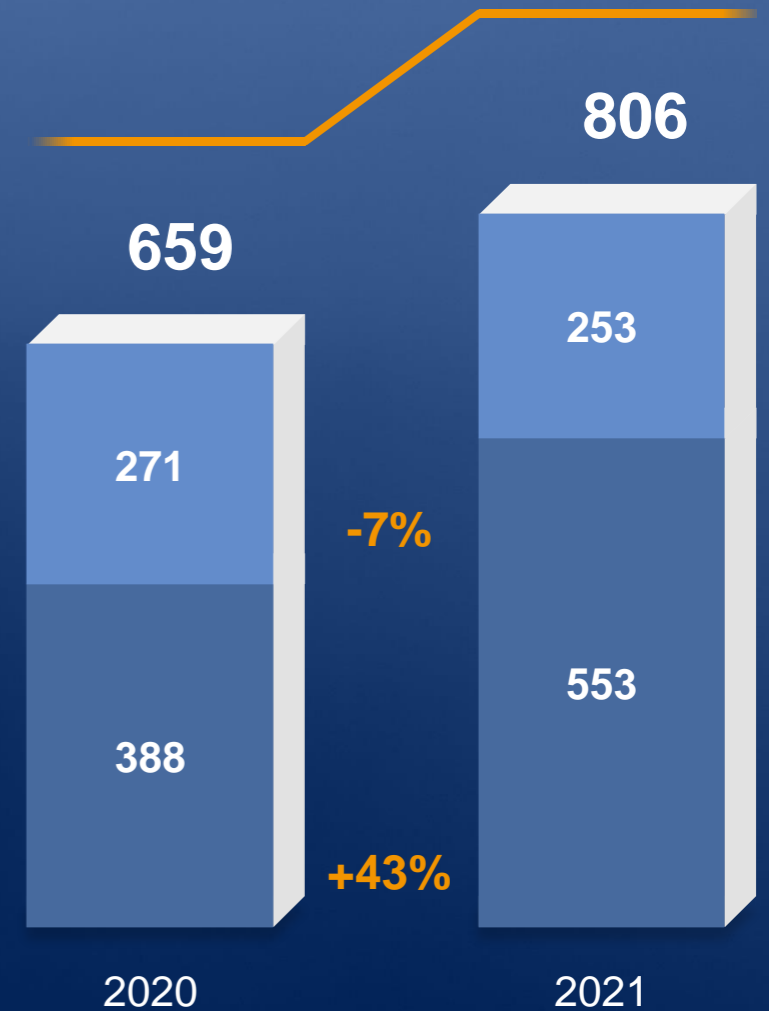
Sales

+21%



EBITDA

+22%



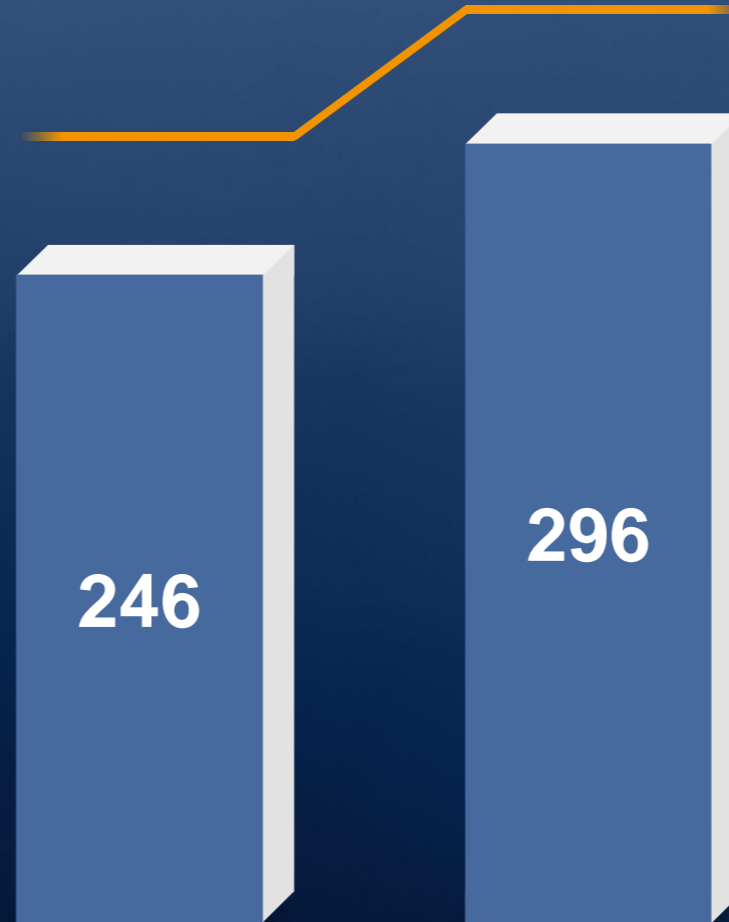
WACKER BIOSOLUTIONS

boosts sales and generates
slightly higher earnings YoY

(€ million)

Sales

+20%

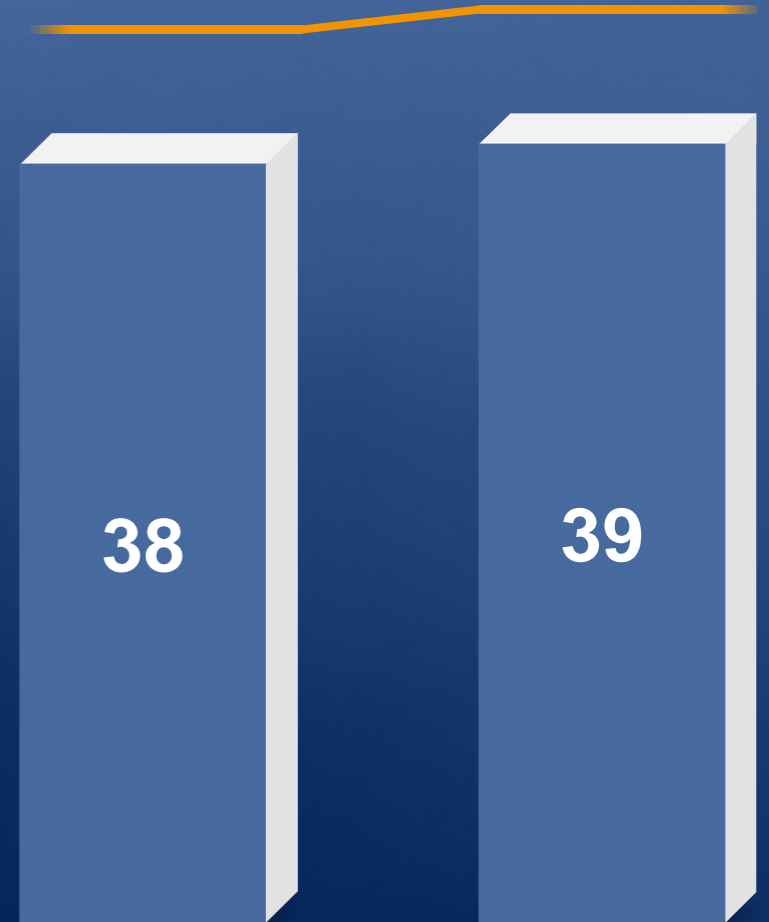


2020

2021

EBITDA

+2%



2020

2021

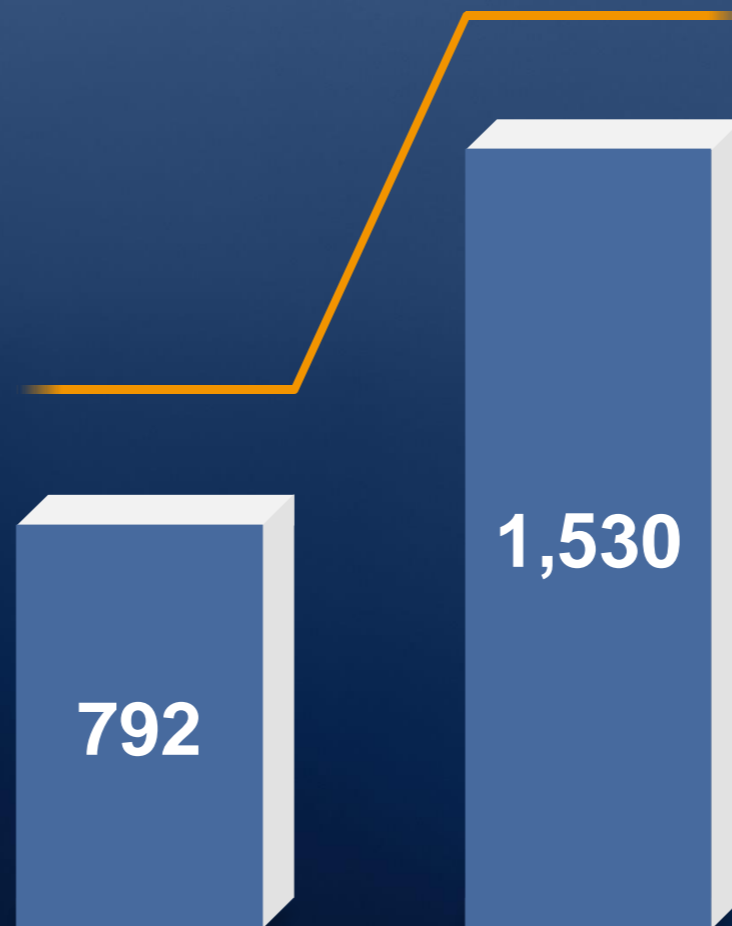
WACKER POLYSILICON

Surge in sales and earnings

(€ million)

Sales

+93%

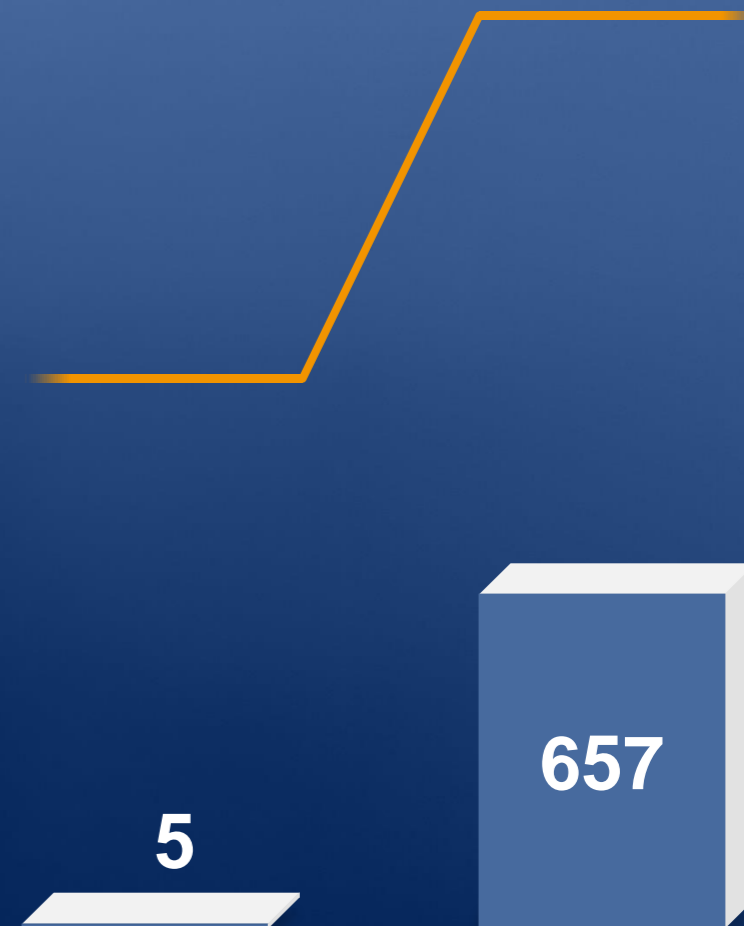


2020

2021

EBITDA

>100%



2020

2021

NET CASH FLOW 9 PERCENT HIGHER, NET FINANCIAL ASSETS OF €547 MILLION

(€ million)

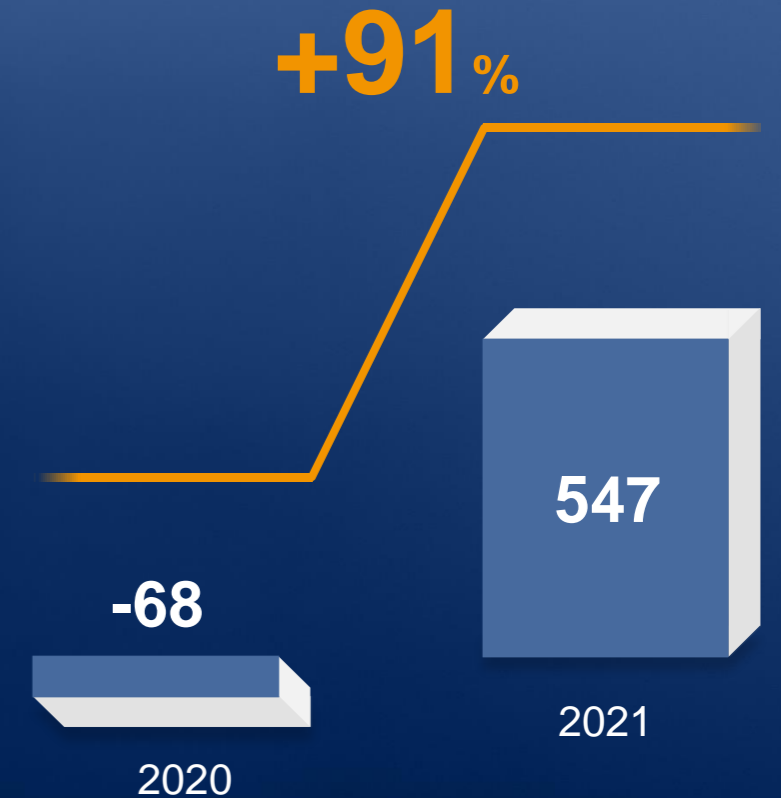
Capital expenditures

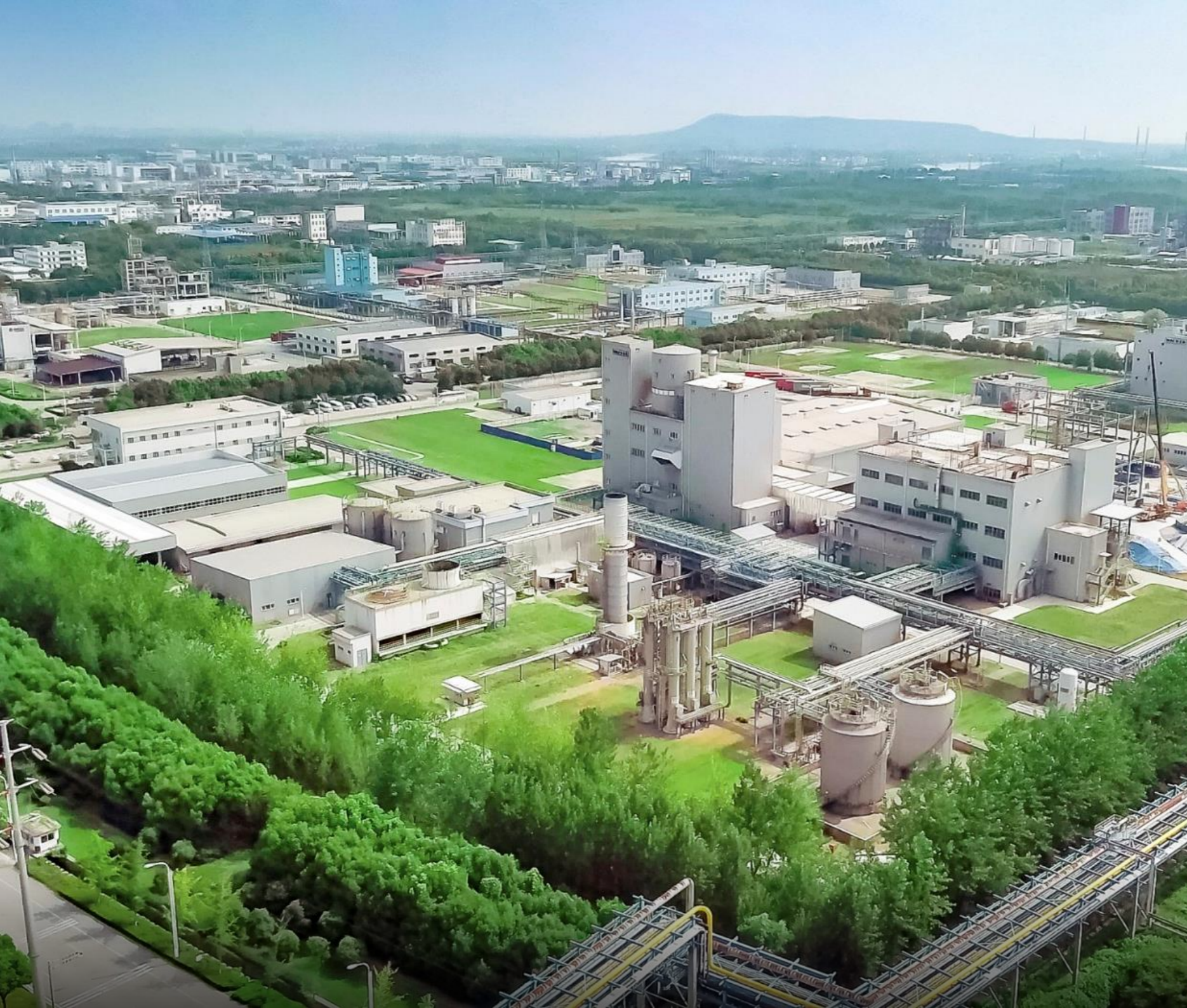


Net cash flow



Net financial assets





Nanjing

Plant for dispersions
and dispersible
polymer powders





Amsterdam

Fermenter for biologics production



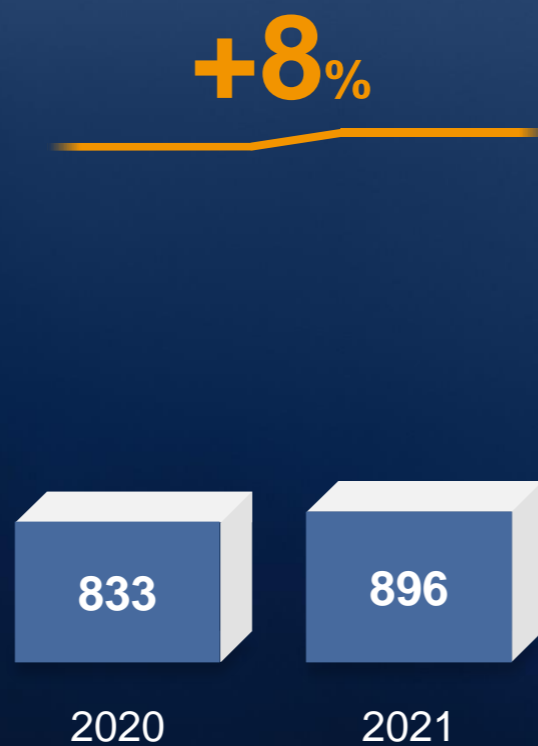
SUBSTANTIAL SALES GROWTH IN ALL REGIONS

(€ million)

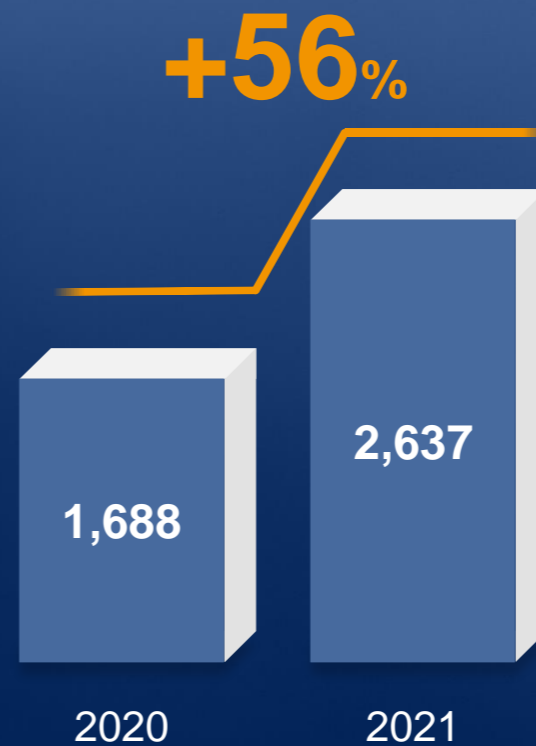
Europe



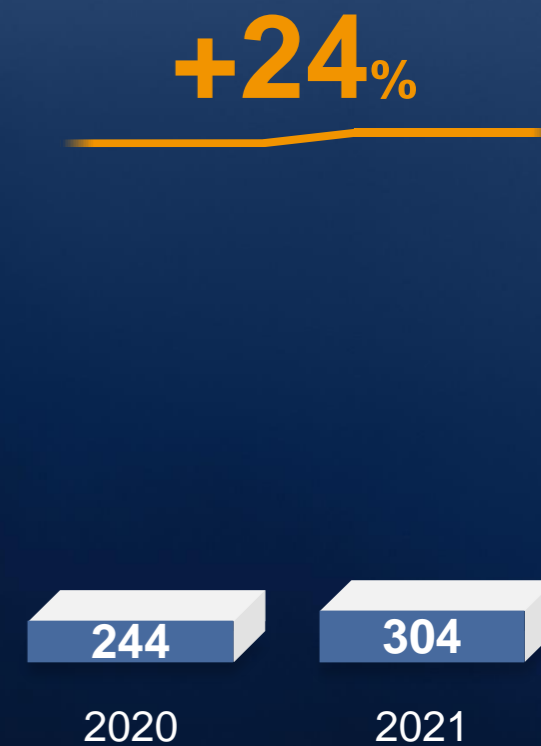
The Americas



Asia



Other regions



NUMBER OF EMPLOYEES

up by 123 in 2021

Number of employees as of December 31



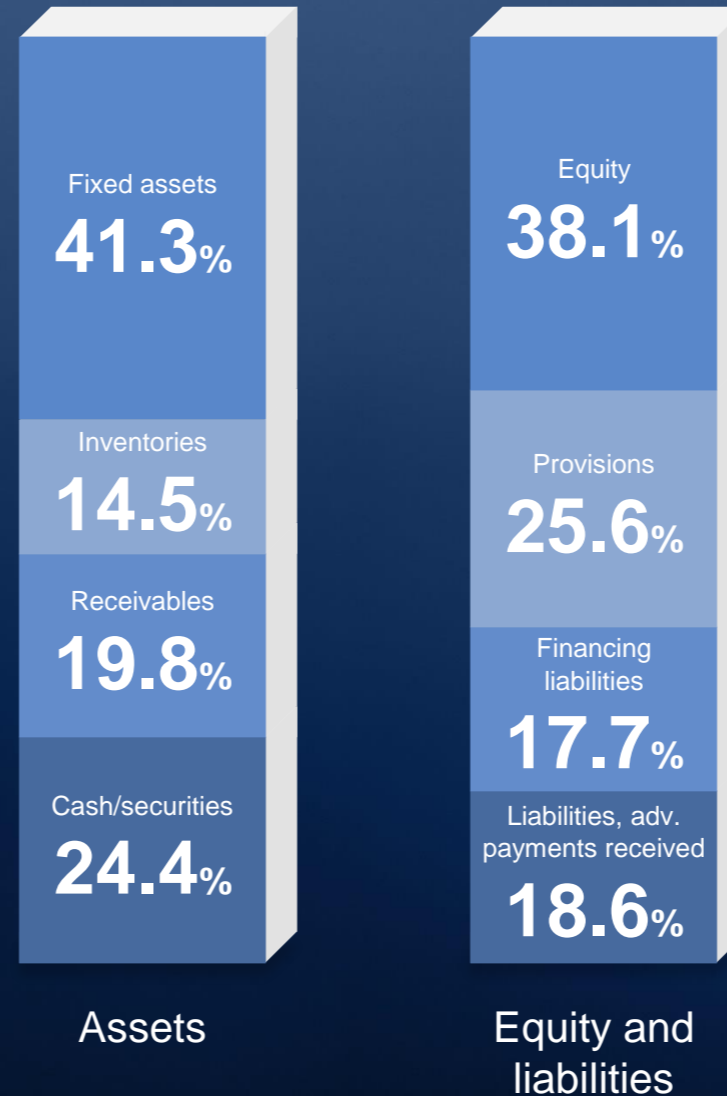
FINANCIAL POSITION

High liquidity, equity ratio up, pension provisions lower

Total assets, as of Dec. 31, 2021

Total assets

€8.13 billion



Liquidity of €1.98 billion

Unused lines of credit of over €900 million

Provisions for pensions decreased by €900 million

Equity ratio at 38 percent

ECONOMIC EXPERTS ANTICIPATE GLOBAL GROWTH FOR 2022

Worldwide GDP trend
by region – actual year-
over-year change in %



WACKER SILICONES

targets sales of €3 billion in 2022
and anticipates EBITDA margin
at prior-year level

Specialty silanes from WACKER are used
in high-performance adhesives for wind
turbine rotor blades



Strategic Focus

Portfolio: leveraging large
share of high-margin
specialty products

Innovation: tapping into new
markets and applications

Costs: continuous
improvements and high
plant utilization

WACKER POLYMERS

expects sales of €2 billion
in 2022 and EBITDA margin
at prior-year level

Biocide-free powder paints enable the
amounts used to be precisely measured,
thereby reducing material consumption



Strategic Focus

Transformation: promoting
the trend toward value-added
construction materials

Substitution: replacing
conventional products in
existing applications

Innovation: developing new
products and harnessing
additional application fields

WACKER BIOSOLUTIONS

expects double-digit sales
growth in 2022 and slightly
lower EBITDA year over year

Manufacture of plasmid DNA
at the San Diego site



Strategic Focus

Portfolio: accelerated expansion
of biotechnology business

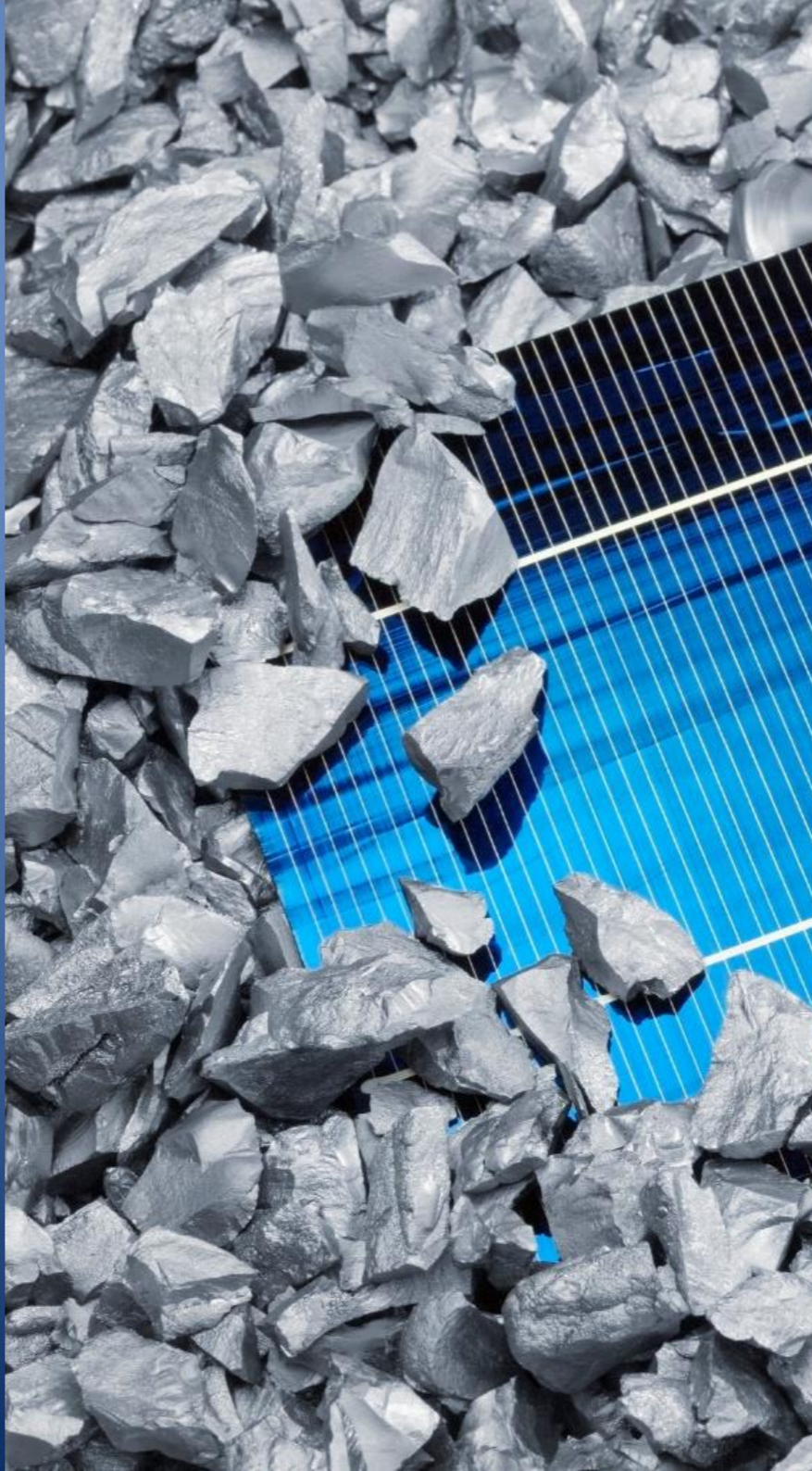
Innovation: more
commercialization of newly
developed products

Costs: enhancing productivity
and efficiency along supply
chains

WACKER POLYSILICON

expects sales of €1.6 billion
and EBITDA between
€330 million and €500 million

Hyperpure polysilicon:
the starting material for
semiconductors and solar cells



Strategic Focus

Market share: increasing
our volumes provided
to semiconductor-sector
customers

Costs: further reducing energy
and raw-material use and
cutting production costs

Quality: retaining our quality
leadership as a polysilicon
producer

GROUP SALES EXPECTED TO GROW FURTHER IN 2022, EBITDA TO RANGE BETWEEN €1.2 BILLION AND €1.5 BILLION

Outlook for 2022

Reported for 2021

Outlook for 2022

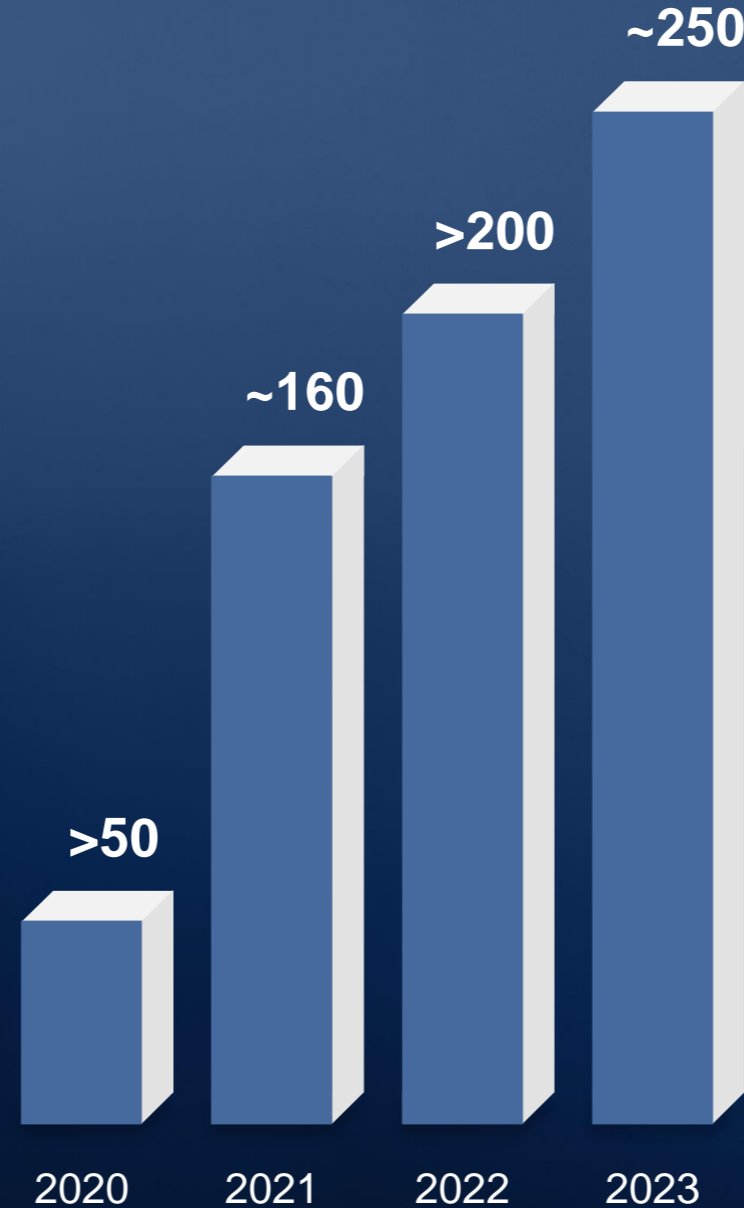
Sales (€ million)	6,208	Around €7,000 million
EBITDA (€ million)	1,539	€1,200–1,500 million
EBITDA margin (%)	24.8	Substantially lower than last year
Capital expenditures (€ million)	344	€550–600 million
Depreciation/amortization (€ million)	404	Around €400 million
Net cash flow (€ million)	761	Clearly positive, substantially lower than last year
Net financial assets (€ million)	547	Positive net financial assets
Group net income (€ million)	828	Substantially lower than last year

SHAPE THE FUTURE PROGRAM

Savings in 2021 of around €160 million

(€ million)

Cost savings



Goals

Strengthening our focus on customers by enhancing our regional presence

Making WACKER leaner, faster and more flexible

Achieving substantial savings in personnel and non-personnel costs

WACKER WANTS TO BE CLIMATE NEUTRAL BY 2045

Sustainability has two
dimensions for WACKER

Improve our
own products
and processes



Value Up



Footprint Down



Collaboration
Beyond

Enable customers
to establish future
technologies



Enable products /
product solutions



Support products /
product solutions



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President & CEO

