

March 14, 2023

ANNUAL PRESS CONFERENCE FOR 2022

Wacker Chemie AG

Dr. Christian Hartel
President & CEO



WE HAVE AN ATTRACTIVE PRODUCT PORTFOLIO



BIOPHARMACEUTICALS



RENEWABLE ENERGY



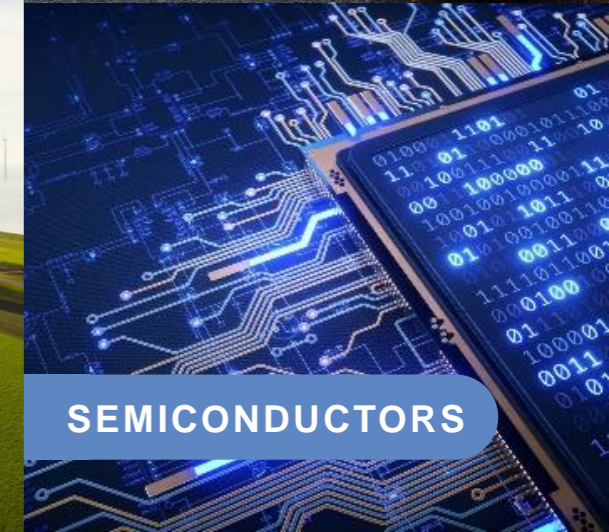
SUSTAINABLE CONSTRUCTION



ELECTROMOBILITY



WHOLESOME NUTRITION



SEMICONDUCTORS

WE ARE WELL-PLACED GLOBALLY

€ million

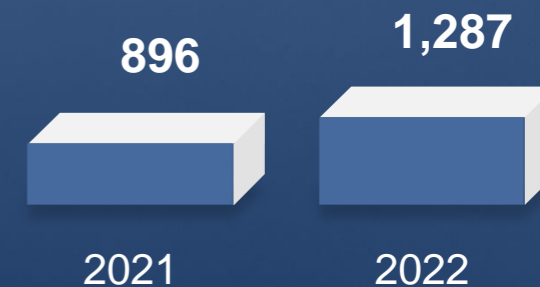
Europe

+19%



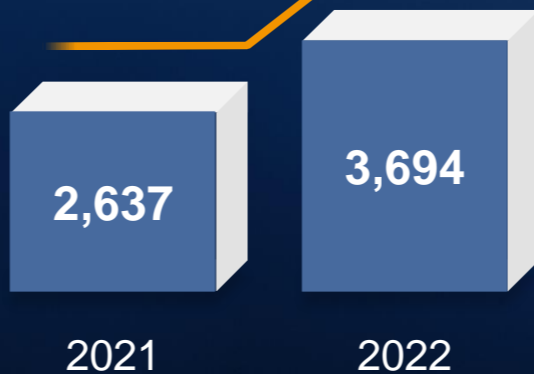
The Americas

+44%



Asia

+40%



Other

+31%

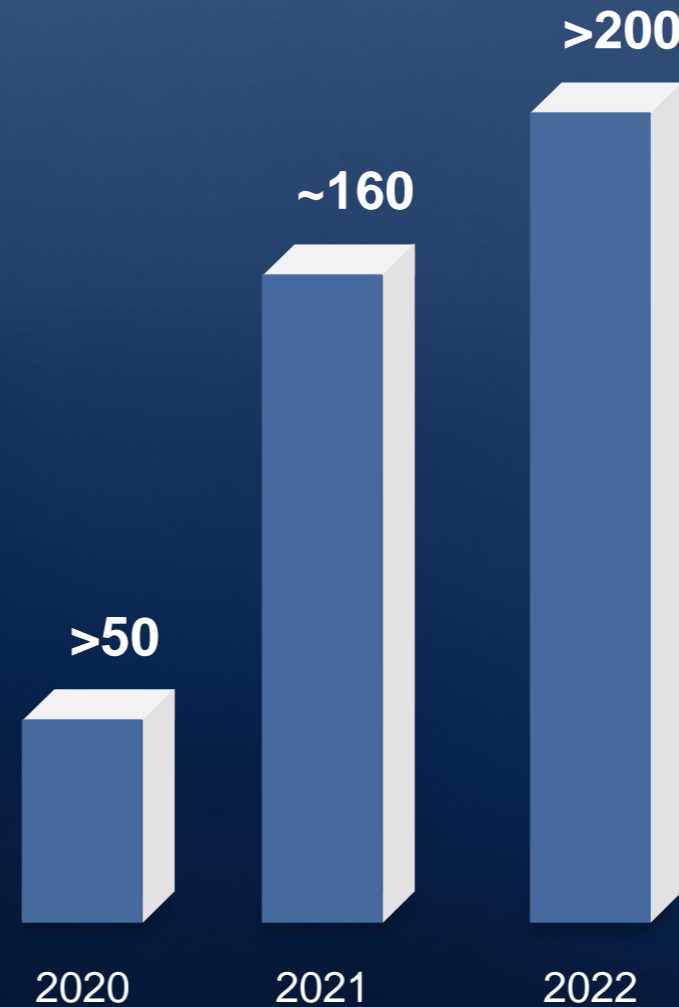


WE HAVE FURTHER ENHANCED OUR OPERATIONAL EXCELLENCE

Savings in 2022 of
over €200 million

€ million

Cost savings



Goals

Strengthening our
customer focus by
enhancing our
regional presence

Making WACKER
leaner, faster and
more flexible

Achieving substantial
savings in personnel
and non-personnel
costs



BURGHAUSEN

Potting of electronics with
liquid silicone rubber





NANJING

VAE dispersions
production plant





MUNICH

Biotechnology Research
Center at Corporate R&D



NUMBER OF EMPLOYEES

up by 9 percent in 2022

As of December 31

Employees



GLOBAL ECONOMIC GROWTH SLOWED SIGNIFICANTLY IN 2022

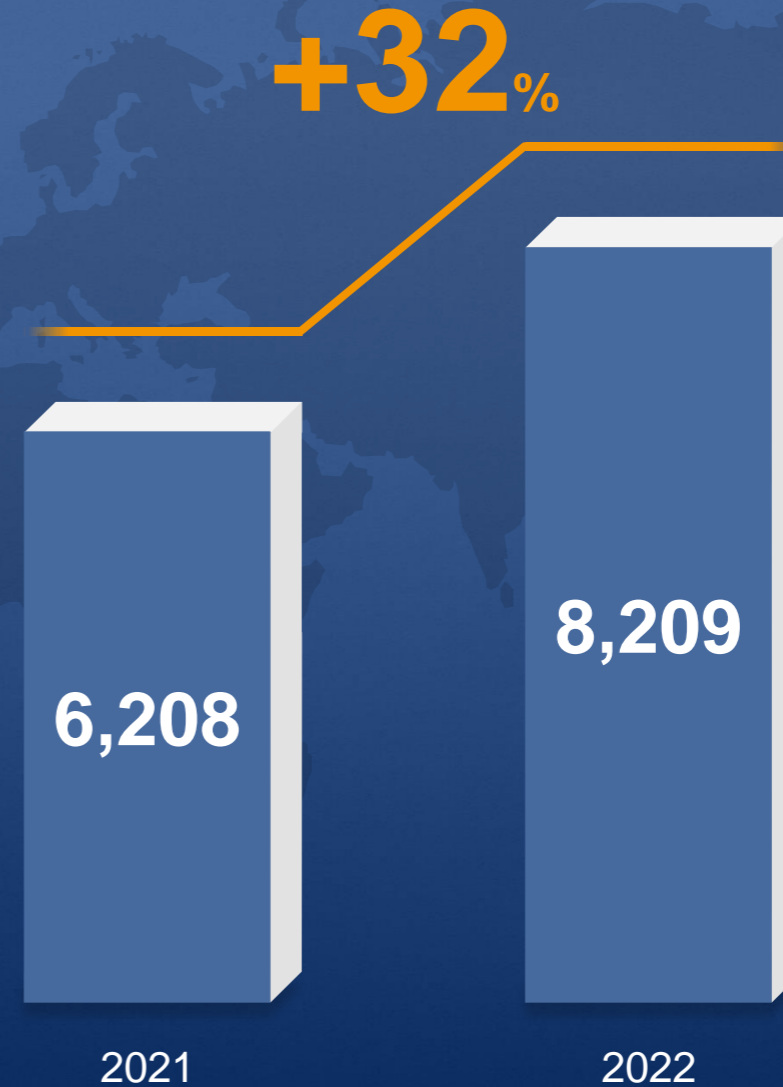
Global real-GDP trend by region – year-over-year change (%)



GROUP SALES UP BY 32 PERCENT IN 2022 DUE TO HIGHER SELLING PRICES

Group sales

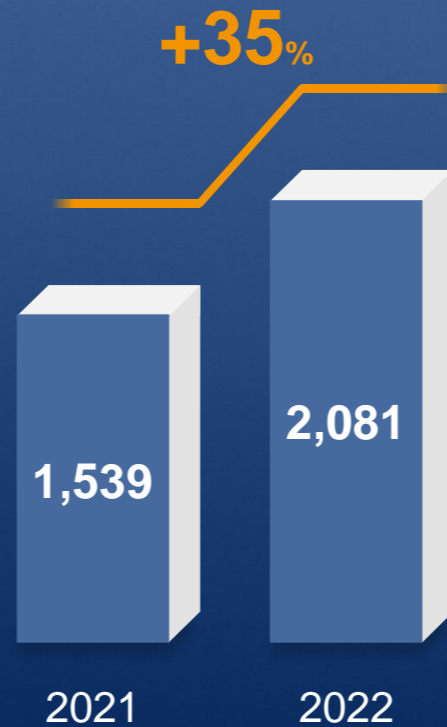
(€ million)



EARNINGS GROW SIGNIFICANTLY DESPITE SHARP RISE IN ENERGY COSTS

€ million

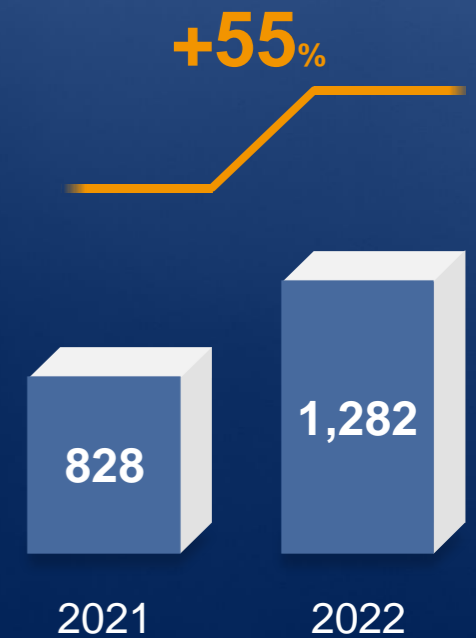
EBITDA



EBIT



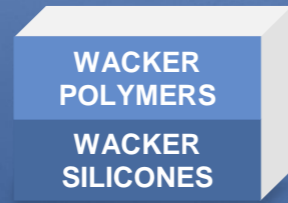
Net income for the year



CHEMICAL DIVISIONS POST SIGNIFICANT GROWTH

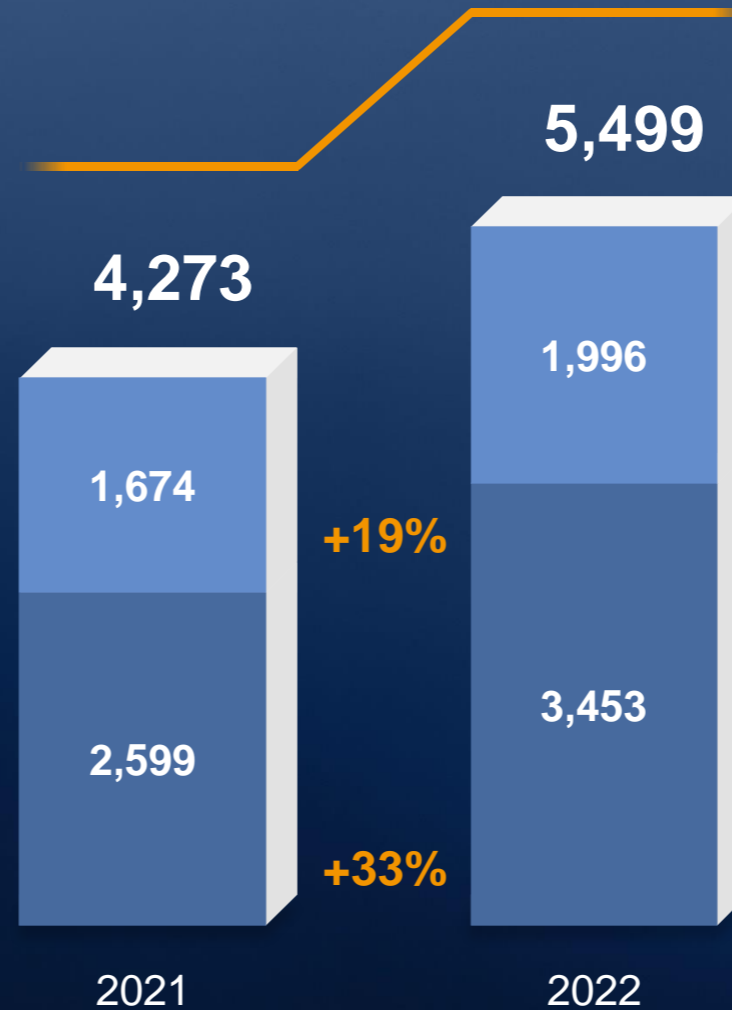
in sales and earnings

(€ million)



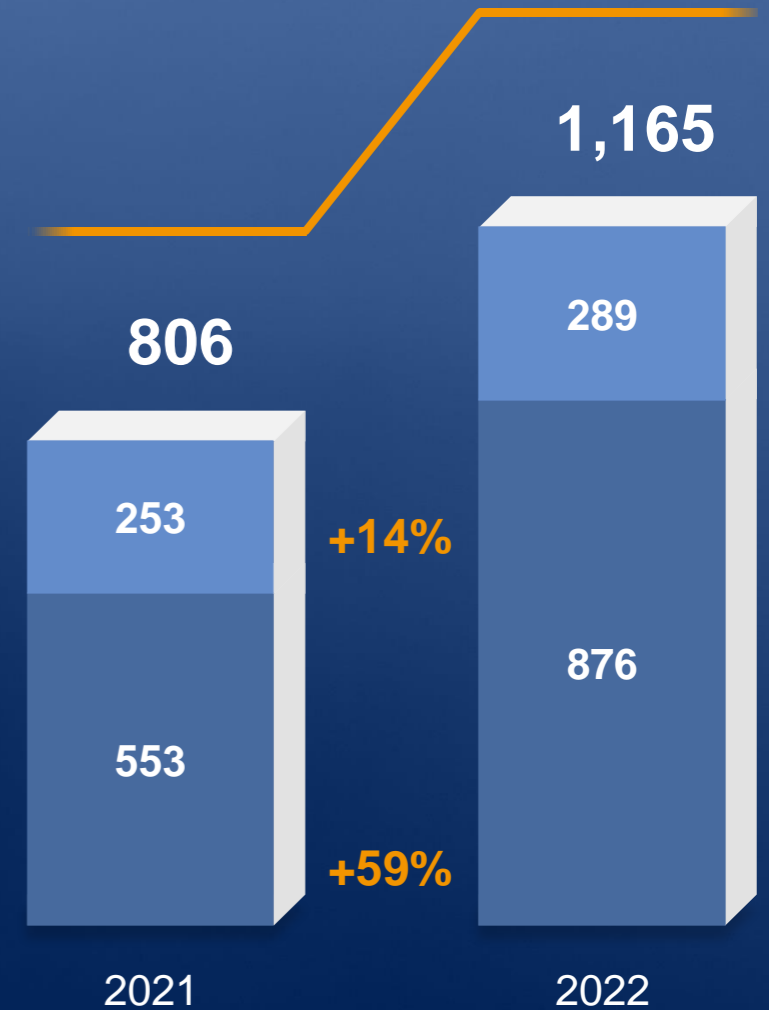
Sales

+29%



EBITDA

+45%



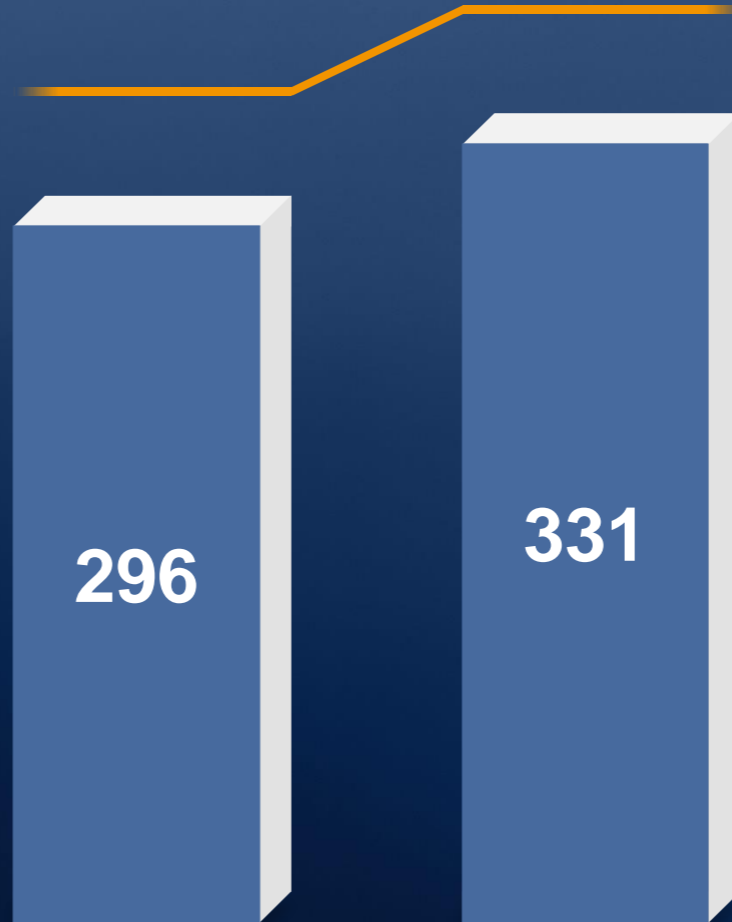
WACKER BIOSOLUTIONS

increases sales. EBITDA below prior year, due in part to upfront costs for capacity expansion

€ million

Sales

+12%

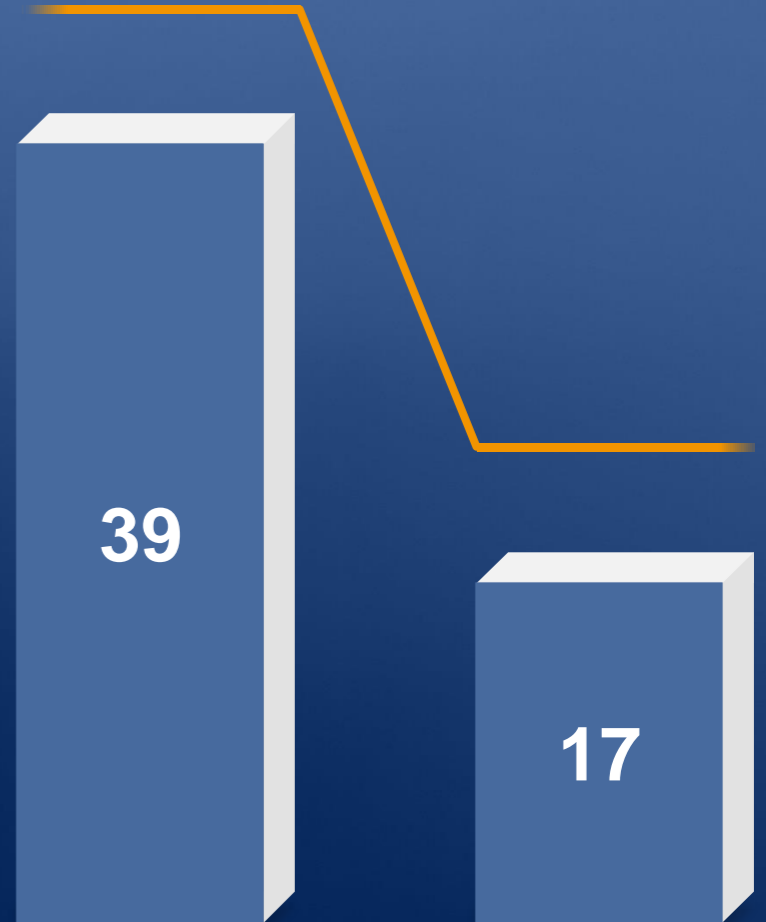


2021

2022

EBITDA

-56%



2021

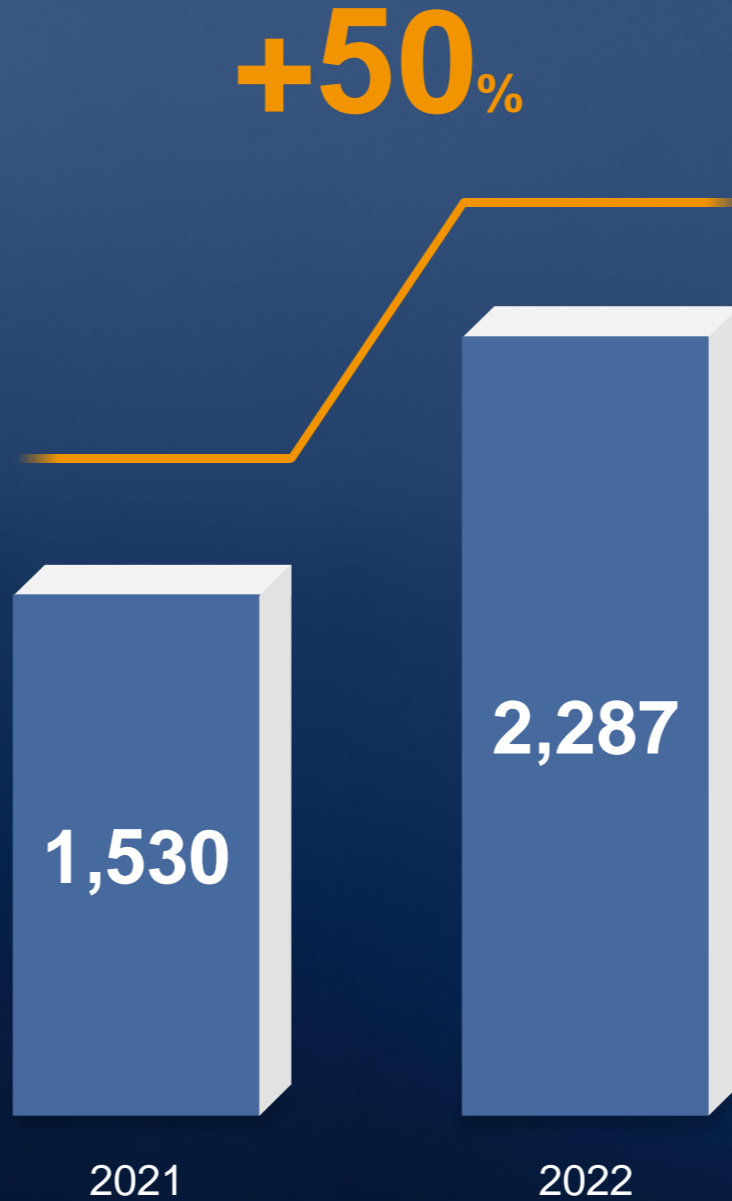
2022

WACKER POLYSILICON

reports strong sales and
EBITDA growth

€ million

Sales



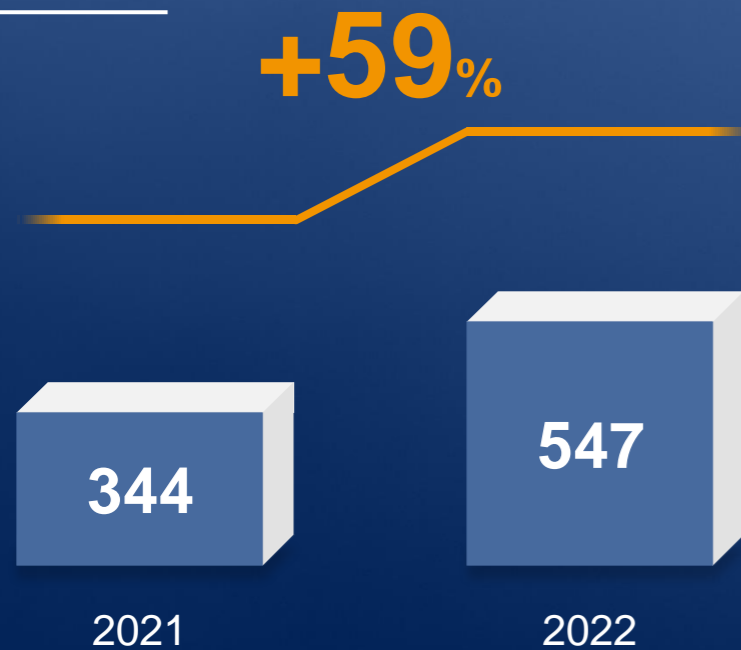
EBITDA



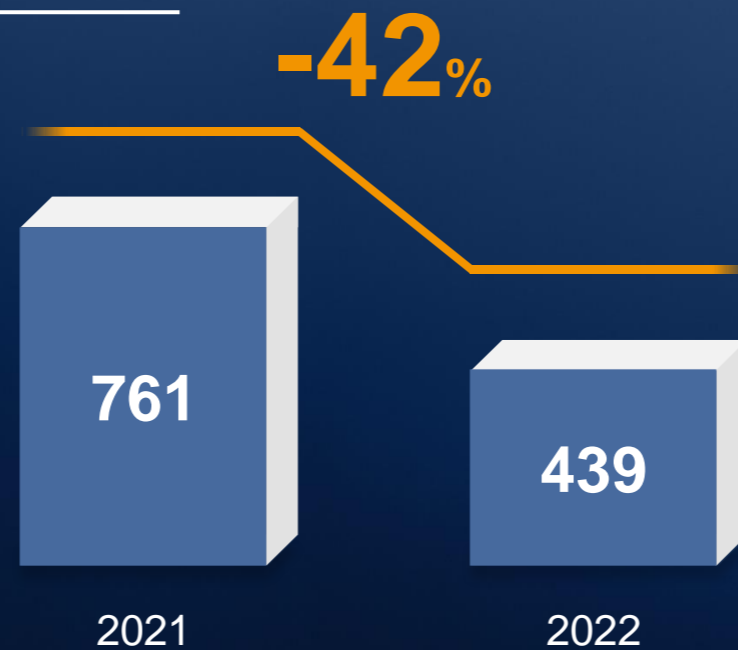
CAPITAL EXPENDITURES RISE SHARPLY, NET CASH FLOW CLEARLY POSITIVE, BUT BELOW PRIOR-YEAR LEVEL

€ million

Capital expenditures



Net cash flow



Net financial assets



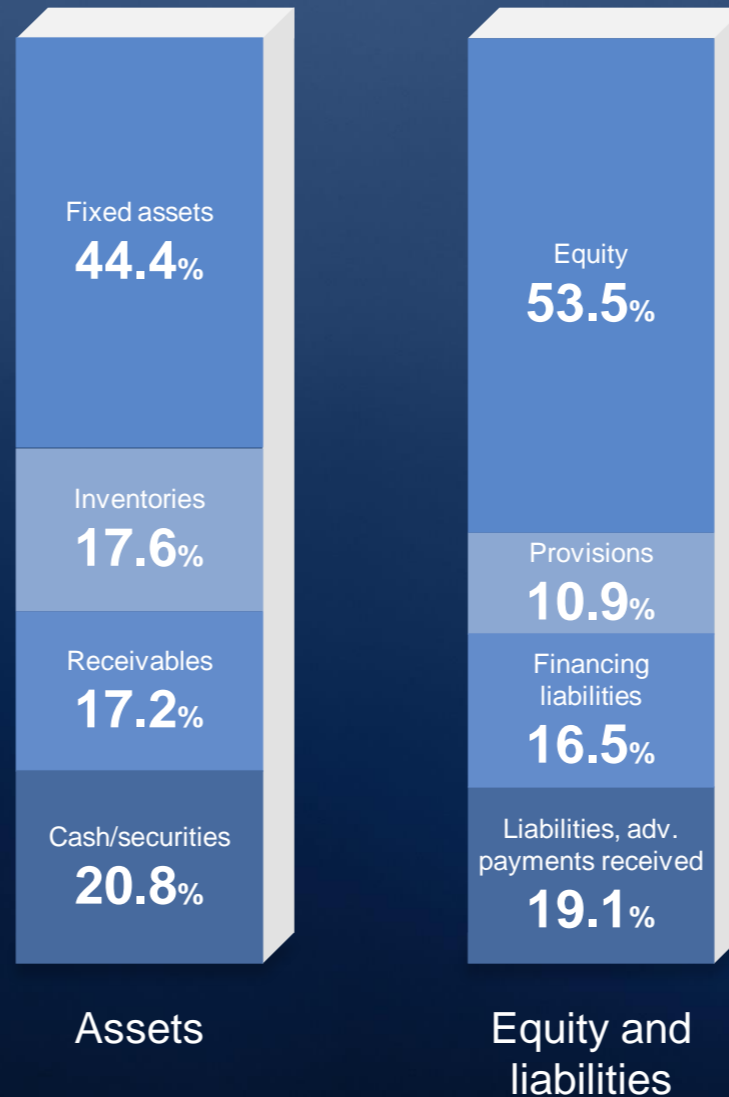
FINANCIAL POSITION

High liquidity, equity ratio up, pension provisions lower

Balance sheet total as of Dec. 31, 2022

Balance sheet total

€9.4 billion



Liquidity of €1.96 billion

Unused lines of credit of around €600 million

Provisions for pensions €1.04 billion lower

Equity ratio at over 50 percent

ECONOMIC EXPERTS ANTICIPATE SLIGHT GLOBAL GROWTH FOR 2023

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



GROUP SALES PROJECTED AT €7–7.5 BILLION, WITH EBITDA EXPECTED AT €1.1–1.4 BILLION

Outlook for 2023	Reported for 2022	Outlook for 2023
Sales (€ million)	8,209	€7,000–7,500 million
EBITDA (€ million)	2,081	€1,100–1,400 million
CapEx (€ million)	547	Around €650 million
Net cash flow (€ million)	439	Higher than cost of capital, substantially lower than last year
Group net income (€ million)	1,282	Substantially lower than last year

WACKER SILICONES

targets sales of between
€3.1–3.3 billion in 2023 and
expects an EBITDA margin
of about 15 percent

WACKER's specialty silicones are used
for multicomponent parts in vehicles and
medical engineering



Strategic focus

Adding value: strengthening
the proportion of high-margin
specialties

Innovation: tapping into new
markets and applications

Customer proximity:
expanding production
capacities in all regions

WACKER POLYMERS

expects sales of around €1.8 billion in 2023 and a slightly higher EBITDA margin than last year

Building insulation containing WACKER's dispersions reduces CO₂ emissions and lowers energy costs



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 low double-digit sales growth in 2023 and substantially higher EBITDA year over year

Fermenter for producing pharmaceutical proteins



Strategic focus

Market share: spurring growth of biotechnology business

Innovation: driving commercialization of newly developed products

Costs: enhancing productivity and efficiency along supply chains

WACKER POLYSILICON

expects sales of €1.6–1.8 billion
and EBITDA of €300–500 million

Hyperpure polysilicon: the starting
material for semiconductors and
solar cells

Strategic focus

Market share: increasing the
volumes we provide to
semiconductor-sector
customers

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

Quality: retaining our quality
leadership as a polysilicon
producer

OUR GOALS UNTIL 2030

Group sales:

> €10 billion

EBITDA margin:

Chemical divisions > 20 percent

WACKER BIOSOLUTIONS > 25 percent

WACKER POLYSILICON > 30 percent

Annual capital expenditures until 2026:

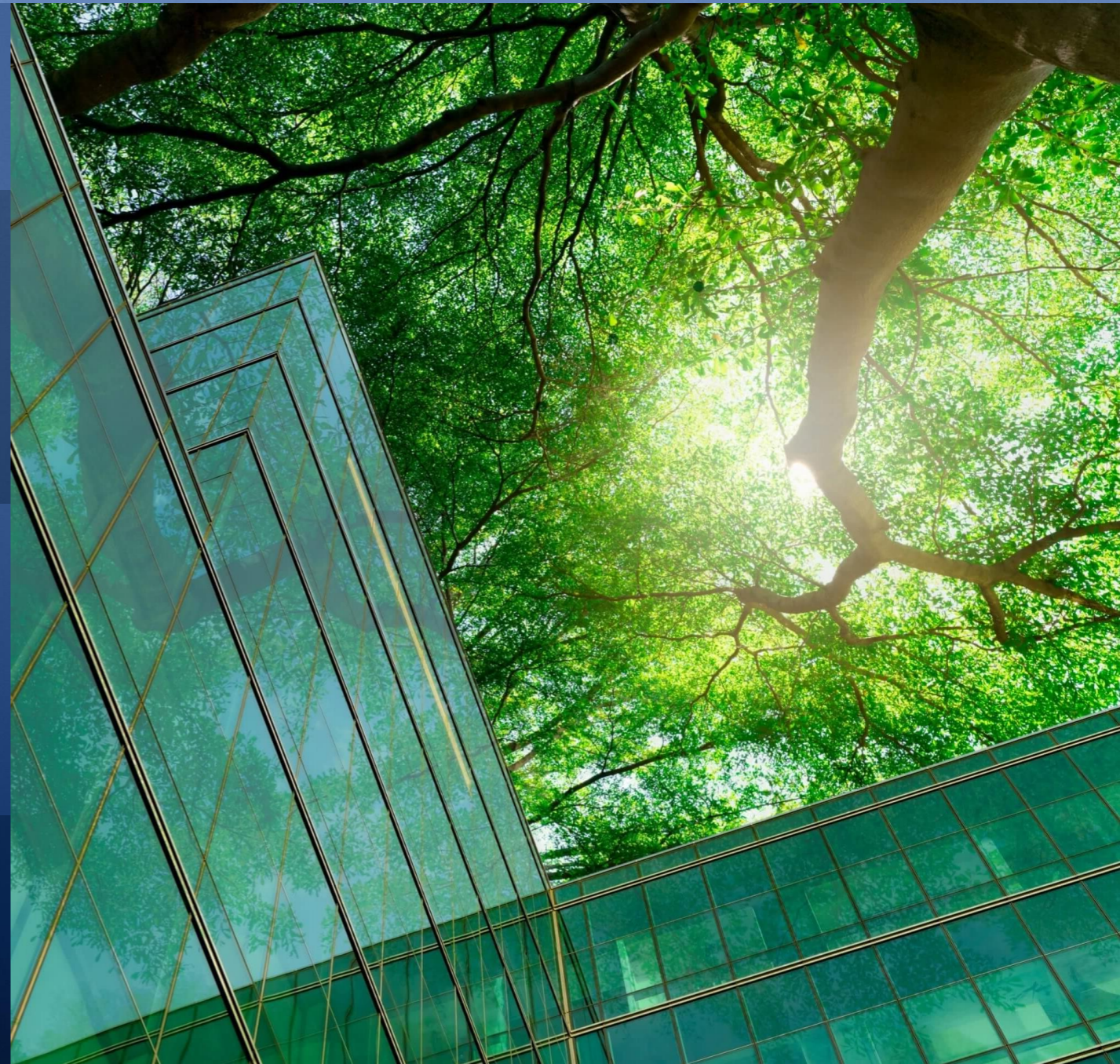
Chemical divisions > €400 million

WACKER BIOSOLUTIONS > €80 million

WACKER POLYSILICON ~ €100 million

Sustainability as a business opportunity:

Continue expanding the share of sustainable products in the portfolio



WACKER WANTS TO HALVE ITS CARBON EMISSIONS BY 2030

Sustainability has two
dimensions for WACKER

Improve our
own products
and processes



Value Up



Footprint Down



Collaboration
Beyond

Enable customers to
establish future
technologies



Enabling products /
product solutions



Supporting products
/ product solutions



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Dr. Christian Hartel
President & CEO

