



Covestro Site Visit

Exane BNP Paribas
Chemicals German Tour

Dormagen – September 7, 2016

Forward-looking statements



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Covestro key investment highlights

Global leader in high-tech material solutions

- 1 Leading and defensible global industry positions**
based on focused portfolio
- 2 Favorable industry dynamics**
with robust above GDP growth prospects in a diverse range of end-markets
- 3 Positioned to deliver volume growth**
through well-invested, large-scale asset base with competitive cost position
- 4 Portfolio including high-value CAS business**
with attractive and historically resilient margin profile
- 5 Attractive cash flow growth outlook**
underpinned by disciplined cost management

Headed by experienced management with full commitment to value creation

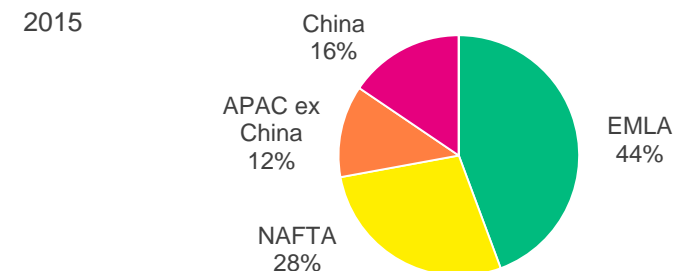
Covestro at a glance



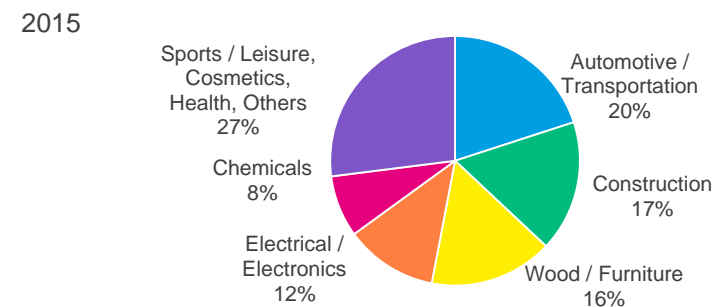
Inventor and leader in high-tech material solutions driven by global trends

- Leading global polymer producer in polyurethanes and its derivatives as well as polycarbonates
- Proven track record of process and product innovation, customer proximity as well as market-driven solutions
- State-of-the-art asset base with leading process technology and total production capacity of 4,800kt^(a) distributed across 8 world-scale production facilities in three main regions
- Backward-integration into chlorine, propylene oxide and other feedstock, aimed at sourcing critical raw materials internally with no or limited merchant market sales
- Headquartered in Leverkusen, Germany, with 15,750 employees^(c) globally

Sales split by geography(b)



Sales split by end-market



**Covestro
key financials**

**Sales
2015 €12.1bn**



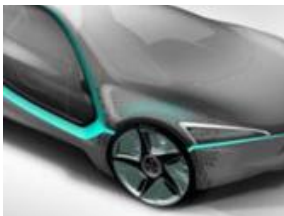



**Adj. EBITDA
2015 €1.6bn**

**Adj. EBITDA margin
2015 13.6%**

Covestro business units



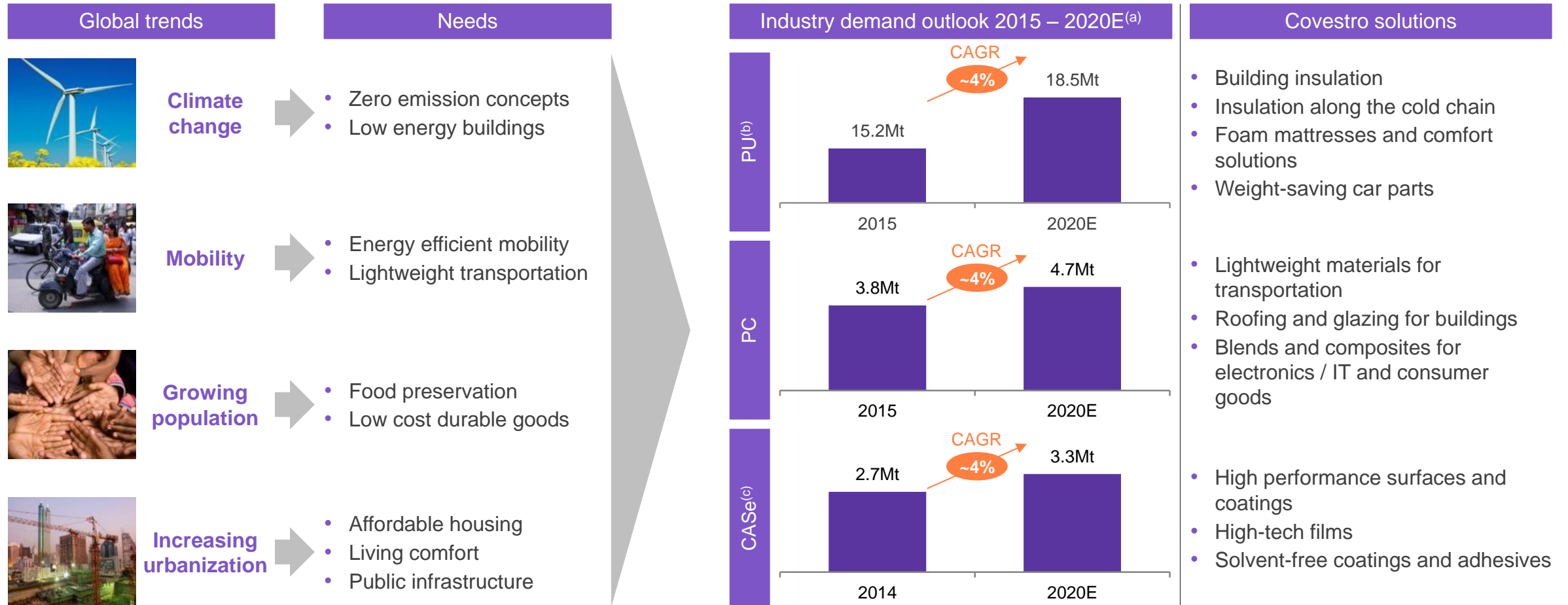
Three industry-leading, structurally attractive business units

Business Units	Polyurethanes (PUR)	Polycarbonates (PCS)	Coatings, Adhesives, Specialties (CAS)
Global Position^(a)	Global #1 (3,470kt) <ul style="list-style-type: none"> MDI: #2 (1,420kt) TDI: #2 (720kt) Polyether polyols: #2 (1,330kt) 	Joint Global #1 (1,280kt) <ul style="list-style-type: none"> EMEA: #2 (540kt) NAFTA: #2 (230kt) APAC: #2 (510kt) 	Global #1: <ul style="list-style-type: none"> Aliphatic isocyanate derivatives Aromatic isocyanate derivatives Polyurethane dispersions
Sales 2015	€6.1bn or 50% of Covestro	€3.2bn or 26% of Covestro	€2.1bn or 17% of Covestro
Adj. EBITDA Margin 2015	10.2%	17.7%	23.5%
Key Applications	<p>Rigid foam:</p> <ul style="list-style-type: none"> Building insulation Cold chain Automotive parts <p>Flexible foam:</p> <ul style="list-style-type: none"> Furniture Bedding/mattresses  	<ul style="list-style-type: none"> Automotive parts IT and electrical equipment, electronics Construction (windows, roof structure) Consumer products, medical and other applications  	<ul style="list-style-type: none"> Surface coatings Adhesives and sealants Elastomers Specialty films  

Exposure to fundamental macro trends



Above GDP industry growth supported by global trends



Notes: (a) Assumes global GDP CAGR 2015 – 2020E of ~3%
 (b) Comprises MDI, TDI and polyether polyols
 (c) Shows PU raw materials industry demand in coatings, adhesives and sealants
 Source: Company information. CAsE market: Orr & Boss 2014 & Covestro internal estimates with annual growth of 4% for 2015

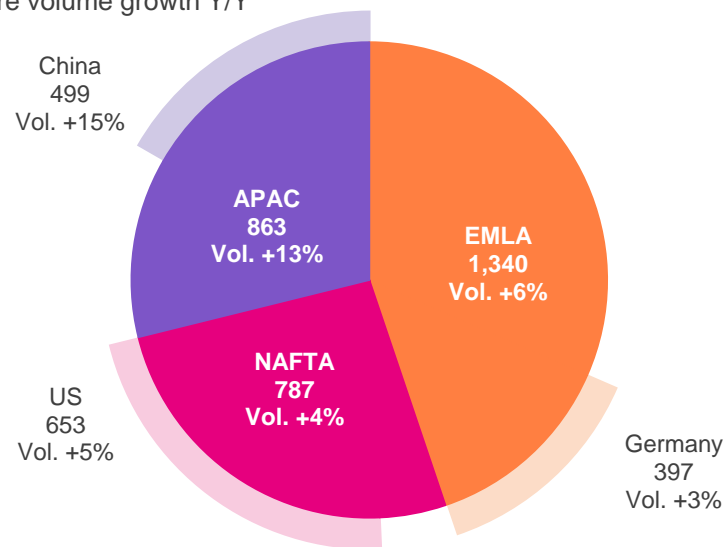
Q2 2016 and 6M 2016 – Sales per Region



Above-GDP volume growth in all regions

Solid growth in Q2 2016

in € million / Core volume growth Y/Y

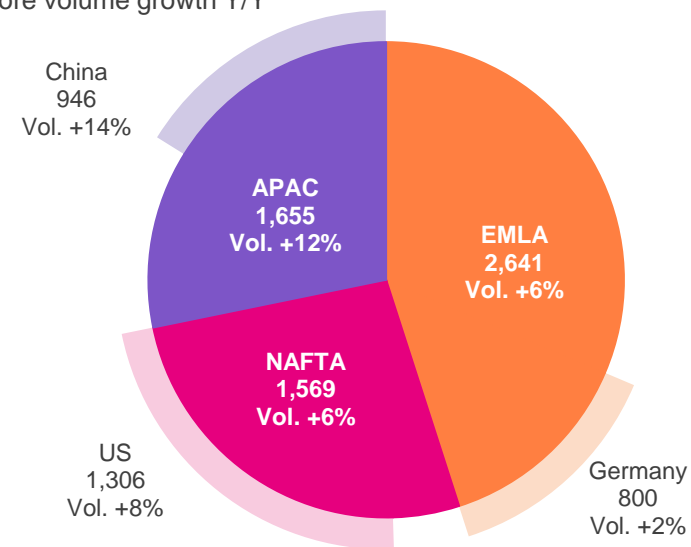


Q2 2016 Highlights

- Strong core volume growth of 7.7% Y/Y
- APAC and China with double-digit growth
- Growth accelerated in Germany
- US and NAFTA with slower sequential growth due to high comparison basis

Solid growth in 6M 2016

in € million / Core volume growth Y/Y



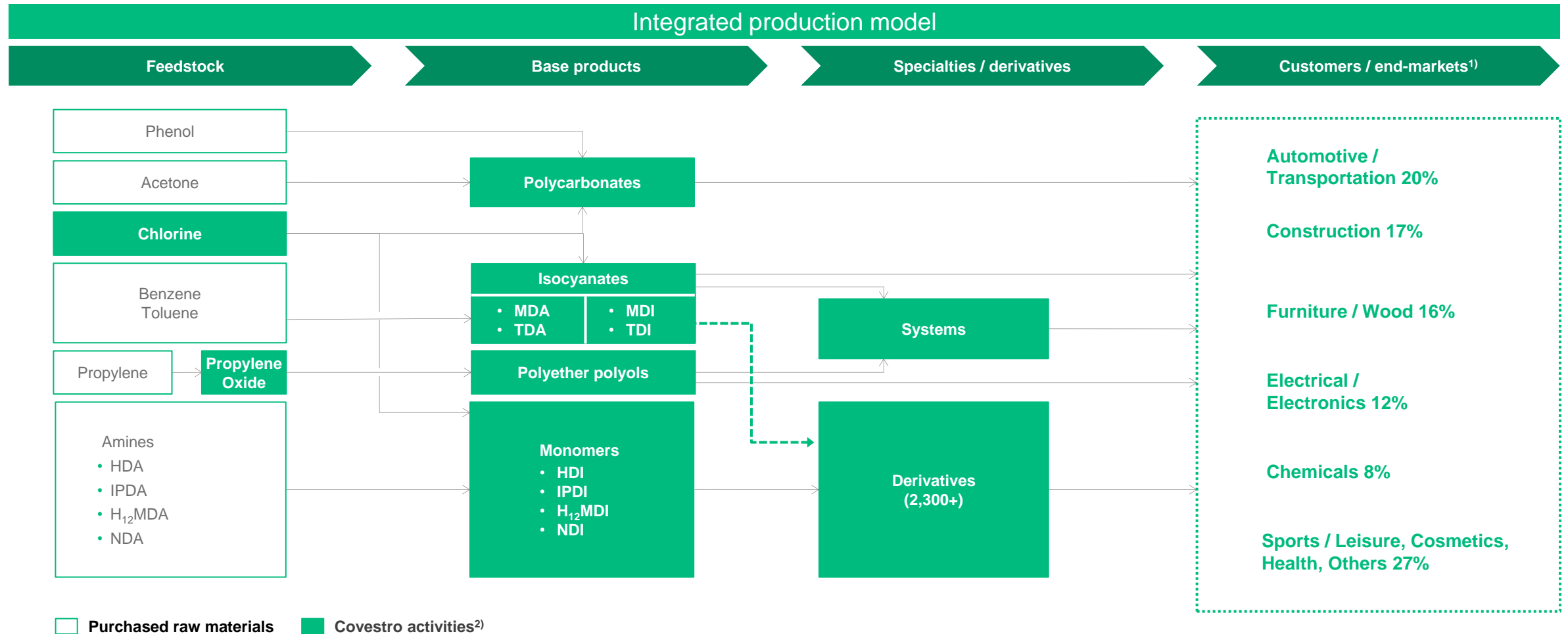
6M 2016 Highlights

- Strong core volume growth of 8.1% Y/Y
- China remains a high growth market with 14% Y/Y
- Significant core volume growth in the US with 8% Y/Y
- Solid growth in EMLA

A common chemical backbone across all segments

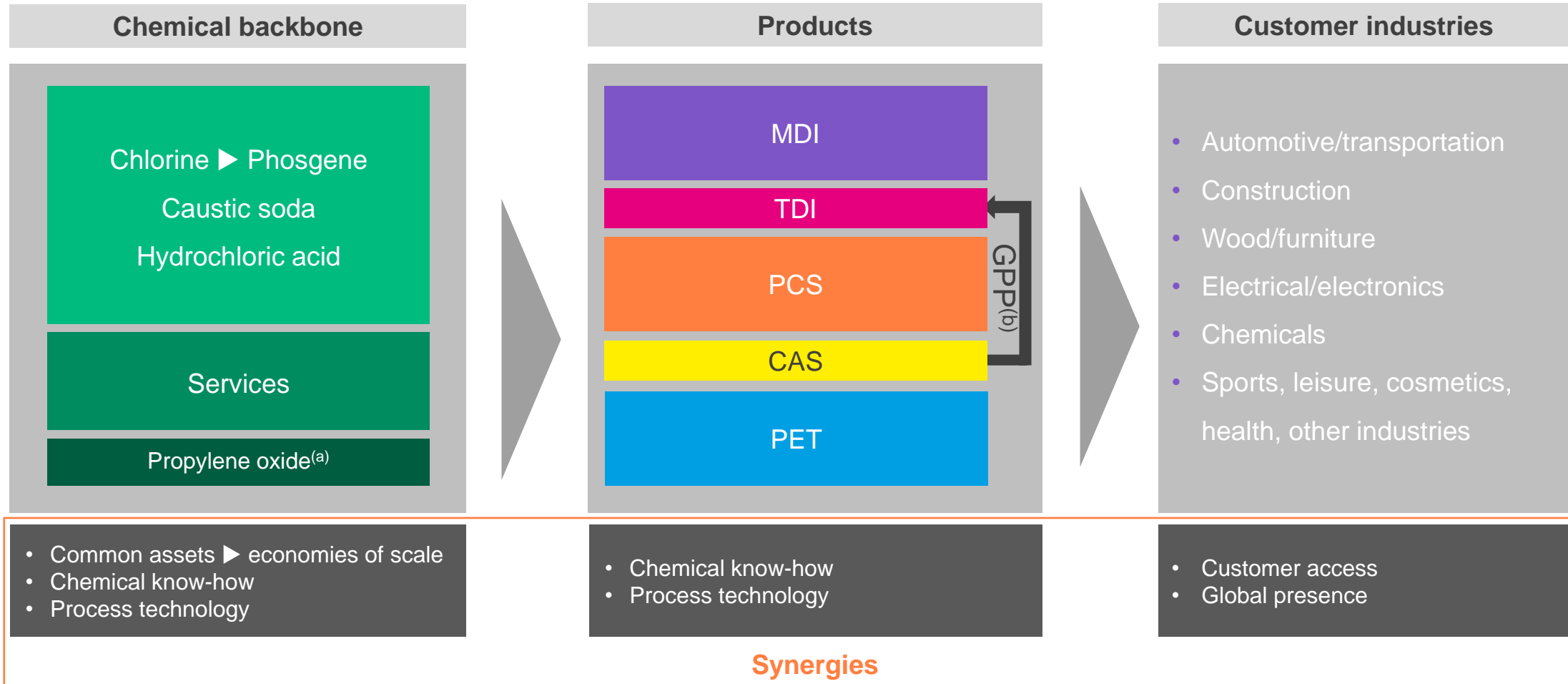


Significant synergies in scale, process technology and chemical know-how



A common chemical backbone across all segments

Significant synergies in scale, process technology and chemical know-how

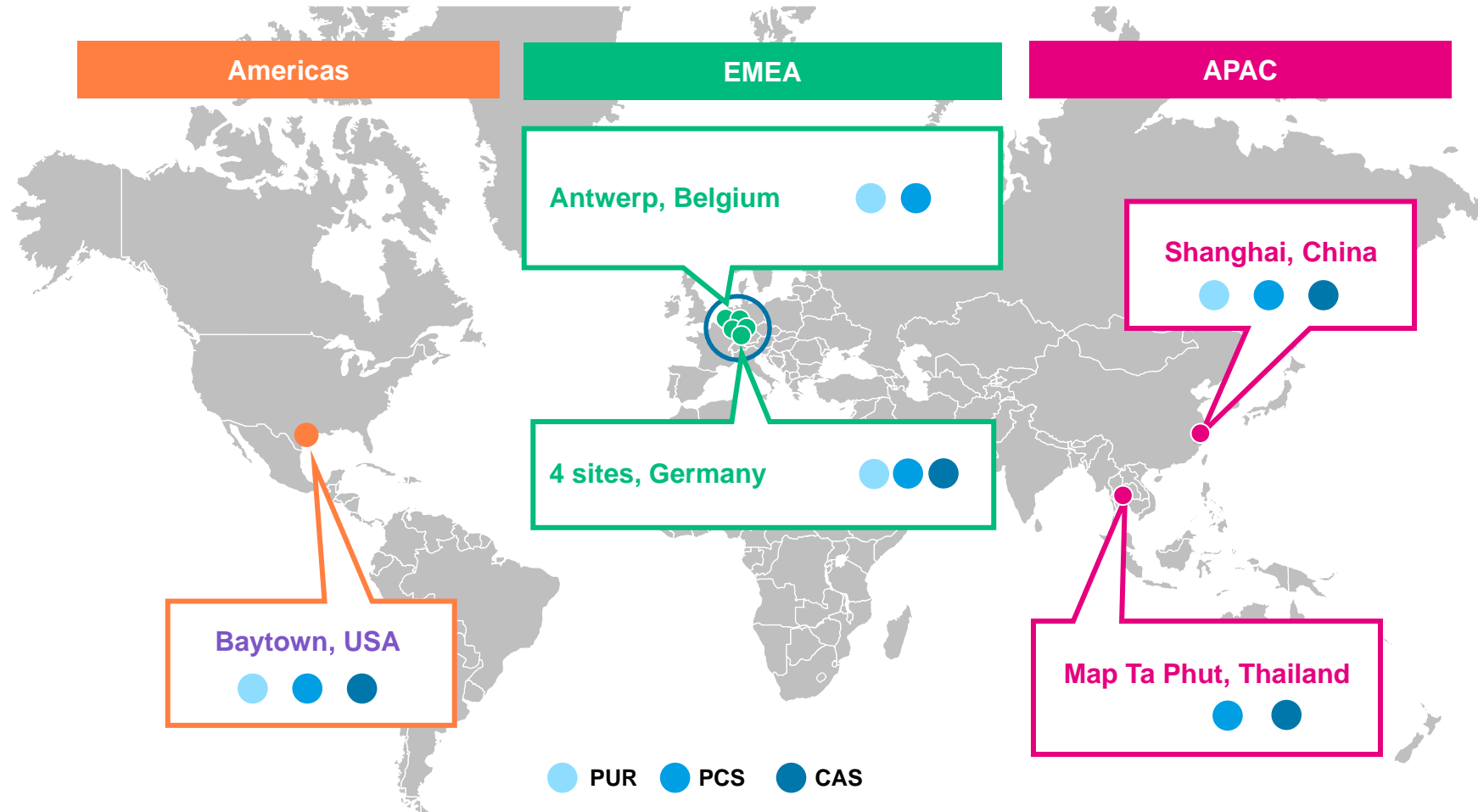


A common chemical backbone across all segments



Significant synergies in scale, process technology and chemical know-how

Covestro operates 8 interlinked world-scale sites in all key regions



Covestro NRW sites



Covestro in the Federal State North Rhine-Westphalia (NRW)



Highlights



NRW share of Covestro's global production capacities (2015)
~30%

Production by segments:
PUR: DOR, UER
PCS: UER
CAS: LEV, DOR

NRW sites produced finished products worth (2015)
~€3.5bn

Source: Google Map

Site Leverkusen





At a glance

- Covestro Corporate Headquarters
- Various CAS production plants
- Chlorine capacity: 390kt
- Research labs and technical centers for PUR, PCS and CAS
- ~3,550 employees Covestro (converted to full-time equivalents)

Site Leverkusen

Construction of a multipurpose plant for coating raw materials



Rising demand for high-performance polyurethane coatings

- Total investment: EUR 35 million
- Production of isocyanates HDI and IPDI efficient and flexible in line with customer demand
- Commissioned in January 2014



Uerdingen site





At a glance

- History: silks and satins
- Polycarbonates capacity: 300kt
- Isocyanates (MDI) capacity: 200kt
- Chlorine capacity: 260kt
- ~ 1,000 employees Covestro (converted to full-time equivalents)

Site Uerdingen



Oxygen depolarized cathode (ODC) for innovative chlorine production

Facts and figures

- Over 55% of sales in the chemical industry are based on chlorine chemistry
- Electricity saved by the new process: 30–50%
- Reduction in CO₂ emissions: 10,000 tons per year

Successful technology transfer

- Installation at other Covestro chlorine production plants
- Expansion of own ODC production and global marketing to third parties
- Potential of ODC technology: if entire German chlorine production was converted to ODC, this would save approx. 1% of Germany's entire electric power requirement (equivalent to city of Cologne)



**ODC technology:
important contribution
to climate protection**



Dormagen site





At a glance

- Headquarters of NRW site management and largest NRW site by area: 24 hectares
- Isocyanates (TDI) capacity: 250kt
- Polyols capacity: 250kt
- Various CAS production plants and Specialty Films production
- Chlorine capacity: 480kt
- ~ 1,400 employees in Covestro (converted to full-time equivalents)

Polyether polyols process technology development



Cost leadership through proprietary IMPACT technology and next generation CO₂-based polyols

IMPACT catalysts for efficient polyether polyol production



- Start-up in 2003A (Dormagen)
- Covestro able to run continuous production of polyether polyols through IMPACT technology
- Highly efficient catalyst
 - 10 tonnes sufficient to produce c. 400kt of polyether polyols
 - ecological and economic benefits
- Successfully out-licensed to major polyether polyols producers

Carbon dioxide as raw material for polyols production

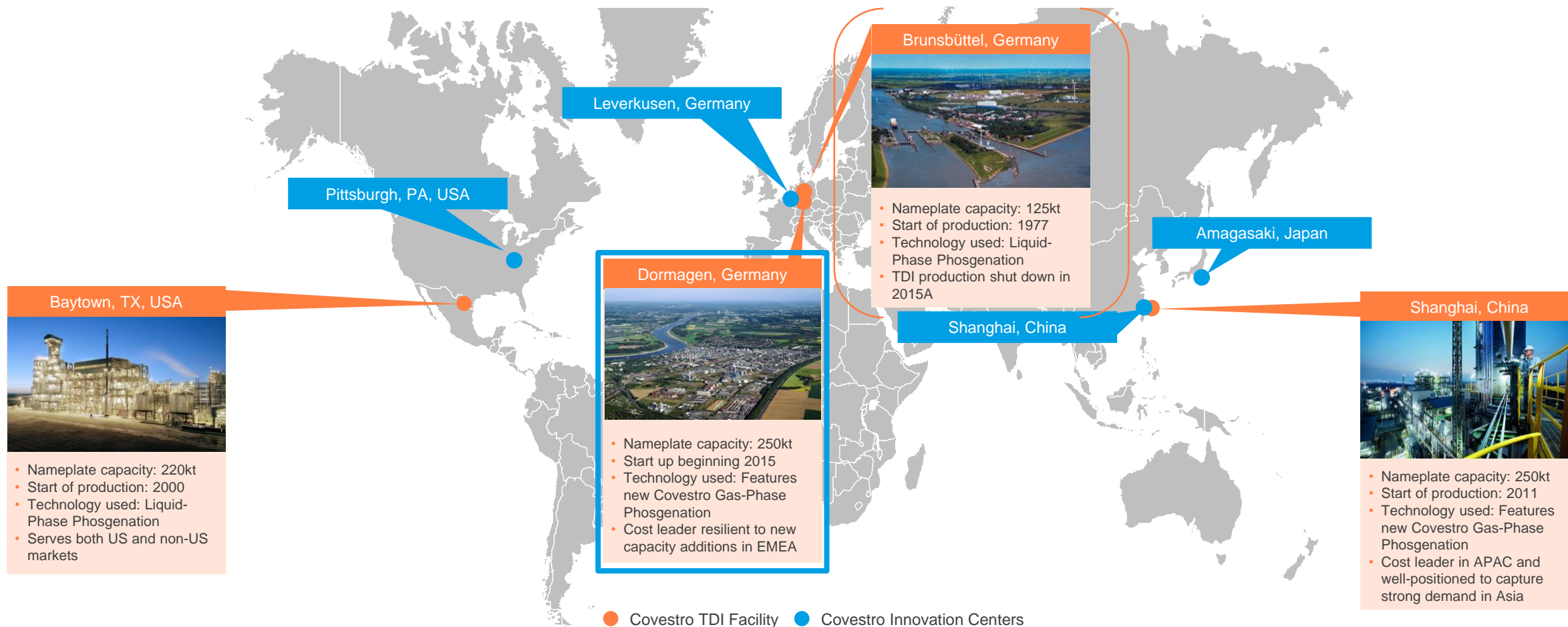


- New technology to co-polymerize CO₂
- Overcomes key industry challenges and provides superior technology in core of polyurethanes
 - reduced carbon footprint
 - replaces petrochemicals
 - improves performance of end-products
- Potential to revolutionize industry
- New polyurethane foams have been intensively tested, properties are at least as good as those of conventional materials
- New 5,000 tpa line at the Dormagen site inaugurated in 2016
- Market launch in 2016E with first end-consumer products: mattresses
- Driver of polyether polyols growth in mid-term

Global TDI operations



Ongoing European efficiency program to further enhance quality of existing world class assets

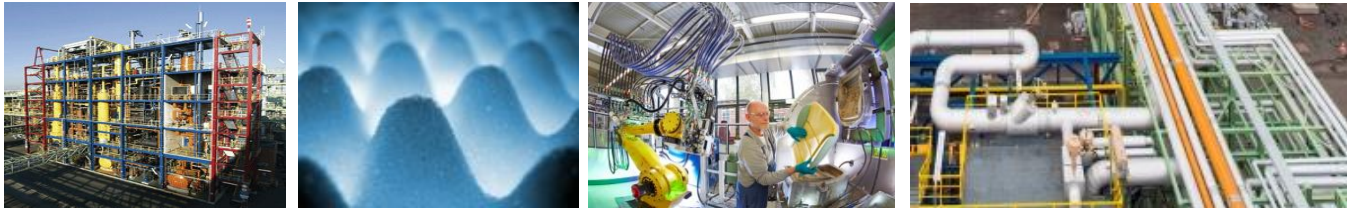


TDI process technology



Proprietary gas-phase production technology sets industry standards in efficiency and sustainability

Innovative gas-phase technology for TDI



How it works

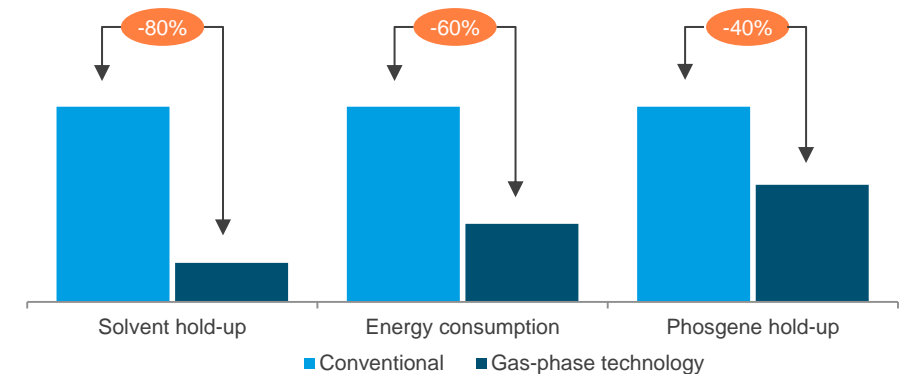
- TDA and phosgene heated
- Subsequently transferred in a gaseous form to the reactor
- Condensed to a liquid and distilled to yield purified TDI with recovered solvent and phosgene

Status

- First introduced in 2011A
- Shanghai facility first to implement gas-phase in full scale
- Applied in all Covestro facilities in regions with high energy costs (EMLA & APAC) from 2015E

Significant economic improvements^(a)

Cost indexed to 100



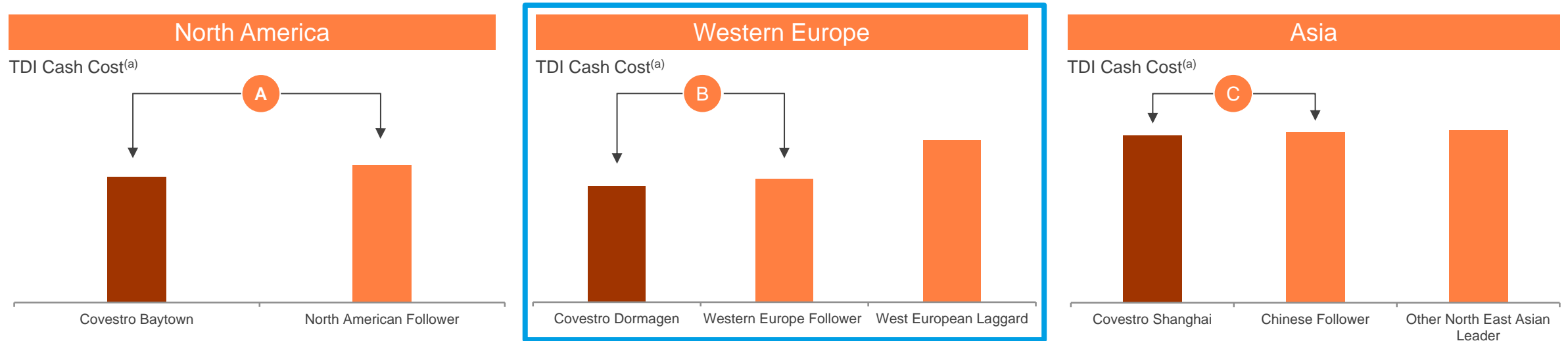
Key benefits of gas-phase technology for TDI

- ✓ Major source of competitive advantage and cost leadership position in TDI
- ✓ Lower energy consumption vs. liquid phase technology
- ✓ Shorter reaction time vs. conventional processes with significantly higher throughput

TDI regional industry cost curve



Combination of scale, integration and technology provides global cost leadership



- A** Covestro cost leadership through backward-integration
- B** Covestro advantages from superior process technology
- C** Raw material integration and process technology advantages driving superior cost position for Covestro

Dormagen site tour

