



**Headquarters**  
**Wacker Chemie AG**  
**Hanns-Seidel-Platz 4**  
**81737 Munich, Germany**  
**Tel. +49 89 6279-0**  
**Fax +49 89 6279-1770**  
**<http://www.wacker.com>**

## **A History of Success**

WACKER is a globally active chemical company, pushing ahead with technical innovations and the development of new products for the world's key industries. Spanning the globe with four business divisions, we currently operate 23 production sites worldwide. WACKER is represented by subsidiaries and sales offices in 31 countries in the Americas, Asia, Australia and Europe. WACKER is organized as a group of independently operating units in four business divisions based on the resources Ethene and Silicium. Our portfolio includes over 3,200 products supplied in over 100 countries. WACKER products are found in countless everyday items, ranging from cosmetic powders to solar cells. Silicon is our Main Starting Material, Most of our products are based on inorganic starting materials. Silicon-based products account for about 70 percent WACKER sales, and products that are primarily of ethylene-related for 30 percent. Our customers come from virtually every major industry, including base chemicals, electrical engineering and electronics, the solar, textile and food sectors, consumer goods, medical technology and biotech. As a manufacturer of silicones and polymers, WACKER has a particularly strong presence in the construction and automotive sectors. WACKER is one of the world's largest manufacturers of polycrystalline silicon for the solar industry. Technical Competence Centers support Sales- and Marketing Activities. WACKER operates all over the world. Our sales strategy is centered around expanding our presence in growth markets. In total, WACKER has 50 sales offices in 32 countries. Our sales organization is supplemented not only by a network of technical competence centers, where customers learn about WACKER's product portfolio, but also by the WACKER ACADEMY, where we offer technical training programs about our products and their application fields. We opened two new technical competence centers in 2017: a new research and development center for silicones

**WACKER's Vision and results:** intend to be a world leader and profitable technology driver in its core areas, offering innovative chemical products energy-saving solutions and sees chances in a balance between economic, environmental and social factors in everything we do. WACKER is optimistic that 2018 will also be a good year in all divisions and regions. The best chances for further growth in 2018 is seen in the chemical divisions and expected at the Silicones division with a mid-single-digit percentage increase in sales this year, combined with substantial growth in EBITDA. Expected sales to increase are not only in Asia, but also in Europe and the Americas. The recipe for success is: excellent quality and extremely low production costs. This is a course we will stay on. The company generated in worldwide 23 production sites and over 100 sales offices with 13.811 employees (as of Dec. 2017) a turnover of € 4,924.2 billion according IFRS and EBITDA of +6% in 2017. Net income was 884.8 in 2017. Dividend proposal: € 2,50 per share and extra € 2,00 per share.

## **WACKER's Goals:**

- Expanding our production capacities with capital expenditures below depreciation.
- Generating above-average growth compared with the chemical industry.
- Focusing even more strongly on sustainability.
- Achieving attractive margins throughout the economic cycle.
- Increasing our cash inflow from operating activities.

## **Managing Board:**

Dr. Rudolf Staudigl (President & CEO), Dr. Christian Hartel, Dr. Tobias Ohler, Auguste Willems

## **Supervisory Board:**

Dr. Peter-Alexander Wacker (Chairman)  
(see respective biographies)