Financial overview

- Stable core volumes of 1,267kt (+0.2% Y/Y) with APAC +3.5% Y/Y, NAFTA +2.1% Y/Y and EMLA -4.0% Y/Y
- Sales increased by +4.8% to €3,702m; Volume +3.0% Y/Y; Price +3.1% Y/Y, FX -0.6% Y/Y and Portfolio -0.7%
- Stable EBITDA of €859m (-0.3% Y/Y) driven by strong volumes (+67m), negative pricing delta (-27), stable FX (+2m), higher costs (-81m) and positive one-time item (+36m)
- EBIT increased by +0.3% Y/Y to €707m with stable D&A of -152m
- Financial result improved Y/Y to -25m mainly due to lower interest expenses
- Income tax rate of 27.1% (9M 2018: 25.9%), above previous year but inline with full-year guidance
- EPS increased by +6.6%, from €2.43 to €2.59 (Q3 2017 based on 202.5m shares, Q3 2018 based on 191.2m shares acc. to IFRS)
- FOCF decreased by -12.2% Y/Y to €578m mainly due to increased capex
- Total net debt (incl. pension provisions) reduced by €356m to €1,655m (30.06.2018: €2,011m)
- Net financial debt decreased by €315m to €391m (30.06.2018: €706m) despite cash outflow of €304m for share buyback

Polyurethanes

- Core volumes (in kt) decreased by -2.0% Y/Y, constrained by product availability in MDI and Polyols
- EBITDA decreased by -21.5% Y/Y to €432m due to negative pricing delta and outage-related expenses

Polycarbonates

- Core volumes (in kt) increased by +2.6% Y/Y, driven by APAC and EMLA
- EBITDA increased by +49.3% Y/Y to €315m, driven by positive pricing delta and volume leverage
- One-time item of €36m: book gain from disposal of US sheets business

Coatings, Adhesives, Specialties

- Core volumes (in kt) increased by +7.2% Y/Y, with all regions contributing
- EBITDA stable at €126m (+0.8% Y/Y)

Macro Expectations 2018

- We assume an average exchange rate of EUR/USD of around 1.20
- We assume a similar macroeconomic environment as in 2017, despite increasingly challenging economic conditions

Guidance 2018

- We expect core volume growth in the low- to mid-single-digit percentage range
- We anticipate FOCF above €2bn (2017: €1,843m)
- We expect ROCE around previous year’s level (2017: 33.4%)

Additional financial expectations for 2018

- EBITDA FY 2018: above previous year’s level (€3,435m)
- Capex: €650-700m
- D&A: €620-640m
- Financial results: €-100 to -120m
- Group income tax rate: 25-27%
### Q1 2017
- **Sales (€ million):** 3,586
- **PUR:** 1,821
- **PCS:** 954
- **CAS:** 637
- **Others / Consolidation:** 174
- **EBITDA:** 846
- **PUR:** 468
- **PCS:** 232
- **CAS:** 160
- **Others / Consolidation:** -14
- **DA:** -158
- **EBIT:** 688
- **PUR:** 383
- **PCS:** 184
- **CAS:** 136
- **Others / Consolidation:** -15
- **Net income:** 466
- **EPS in acc. to IAS 33:** 2.31
- **Core volumes Y/Y:** 8.9%
- **Sales Y/Y:** 24.7%
- **Volume Y/Y:** 9.9%
- **EBITDA Y/Y:** 66.5%

### Q2 2017
- **Sales (€ million):** 4,956
- **PUR:** 1,275
- **PCS:** 911
- **CAS:** 604
- **Others / Consolidation:** 165
- **EBITDA:** 862
- **PUR:** 549
- **PCS:** 197
- **CAS:** 121
- **Others / Consolidation:** -19
- **EBIT:** 705
- **PUR:** 454
- **PCS:** 152
- **CAS:** 101
- **Others / Consolidation:** -20
- **Net income:** 484
- **EPS in acc. to IAS 33:** 2.39
- **Core volumes Y/Y:** 6.3%
- **Sales Y/Y:** 35.2%
- **Volume Y/Y:** 6.6%
- **EBITDA Y/Y:** 57.5%

### Q3 2017
- **Sales (€ million):** 5,765
- **PUR:** 1,686
- **PCS:** 933
- **CAS:** 557
- **Others / Consolidation:** 171
- **EBITDA:** 879
- **PUR:** 550
- **PCS:** 167
- **CAS:** 103
- **Others / Consolidation:** -25
- **EBIT:** 728
- **PUR:** 460
- **PCS:** 169
- **CAS:** 56
- **Others / Consolidation:** -26
- **Net income:** 556
- **EPS in acc. to IAS 33:** 2.43
- **Core volumes Y/Y:** 14.7%
- **Sales Y/Y:** 21.4%
- **Volume Y/Y:** 3.7%
- **EBITDA Y/Y:** 37.6%

### Q4 2017
- **Sales (€ million):** 7,386
- **PUR:** 1,258
- **PCS:** 920
- **CAS:** 529
- **Others / Consolidation:** 178
- **EBITDA:** 895
- **PUR:** 519
- **PCS:** 168
- **CAS:** 56
- **Others / Consolidation:** -24
- **EBIT:** 728
- **PUR:** 456
- **PCS:** 167
- **CAS:** 56
- **Others / Consolidation:** -26
- **Net income:** 566
- **EPS in acc. to IAS 33:** 2.80
- **Core volumes Y/Y:** 10.8%
- **Sales Y/Y:** 22.7%
- **Volume Y/Y:** 3.3%
- **EBITDA Y/Y:** 42.9%

### FY 2017
- **Sales (€ million):** 14,138
- **PUR:** 3,194
- **PCS:** 3,532
- **CAS:** 2,372
- **Others / Consolidation:** 582
- **EBITDA:** 1,183
- **PUR:** 688
- **PCS:** 604
- **CAS:** 578
- **Others / Consolidation:** -28
- **EBIT:** 1,306
- **PUR:** 644
- **PCS:** 345
- **CAS:** 345
- **Others / Consolidation:** -49
- **Net income:** 644
- **EPS in acc. to IAS 33:** 3.07
- **Core volumes Y/Y:** 11.3%
- **Sales Y/Y:** 15.9%
- **Volume Y/Y:** 1.5%
- **EBITDA Y/Y:** 30.3%

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1 All figures for 2017 have been adjusted to reflect the reclassification of the specialty elastomers business from the Polurethanes segment to the Coatings, Adhesives, Specialties segment as of January 1, 2018.
2 Reference values as of 2017 recalculated effective March 31, 2018, based on the definition of core business.

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