



Securing profitable growth in more challenging times

Roadshow presentation

Securing profitable growth in more challenging times



Covestro key investment highlights

1

Above GDP volume growth

driven by innovation and sustainability trends, also embodied by non-financial targets

2

Leading and defensible global industry positions

as innovation and cost leader

3

More than half of sales generated by resilient businesses

supporting value-creating base earnings

4

Management focus on driving efficiency

with streamlined structures to better adapt to market needs, focus on cost discipline and new incentive targets

5

Use of cash focused on shareholder value

with commitment to progressive dividend policy and focused capex for best value-creation

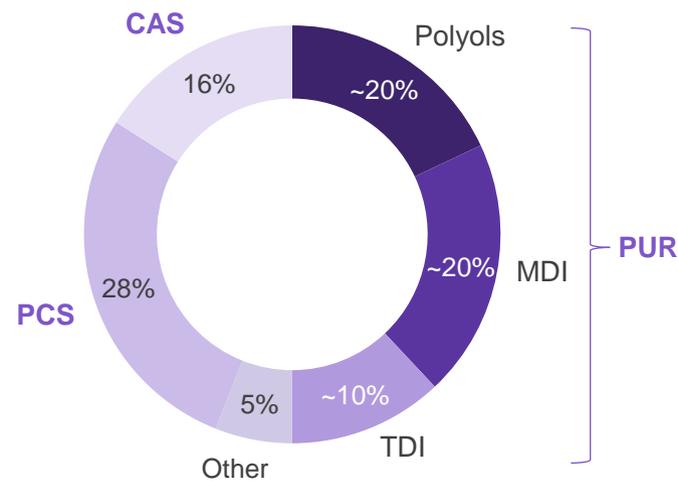
Global leader in high-tech material solutions

Covestro at a glance



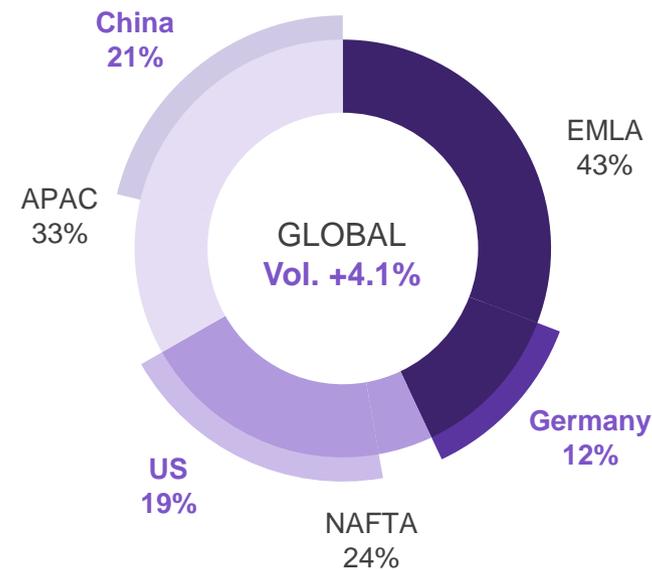
Sales split by segments

% of 2018 Group sales



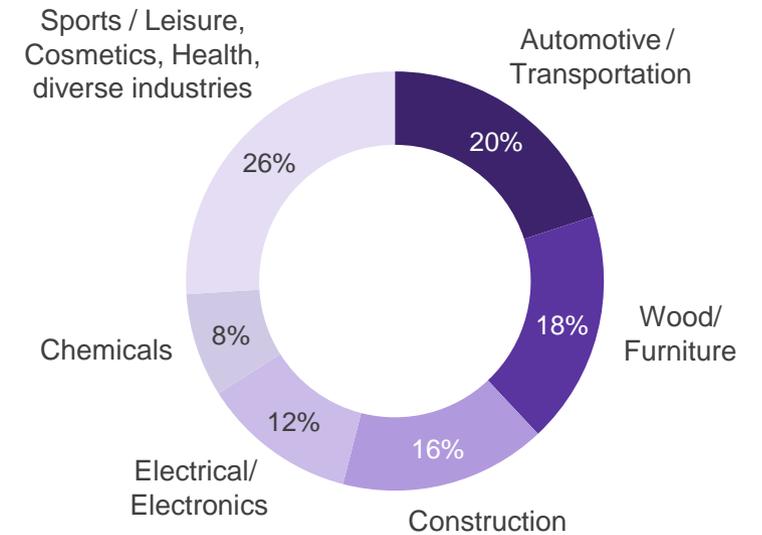
Sales split by regions

% of 2018 Group sales
Core volume growth in %, CAGR 2015-2018



Sales split by end-markets

% of 2018 Group sales



€14.6bn Sales

Driven by innovation and sustainability trends

~5 million tons

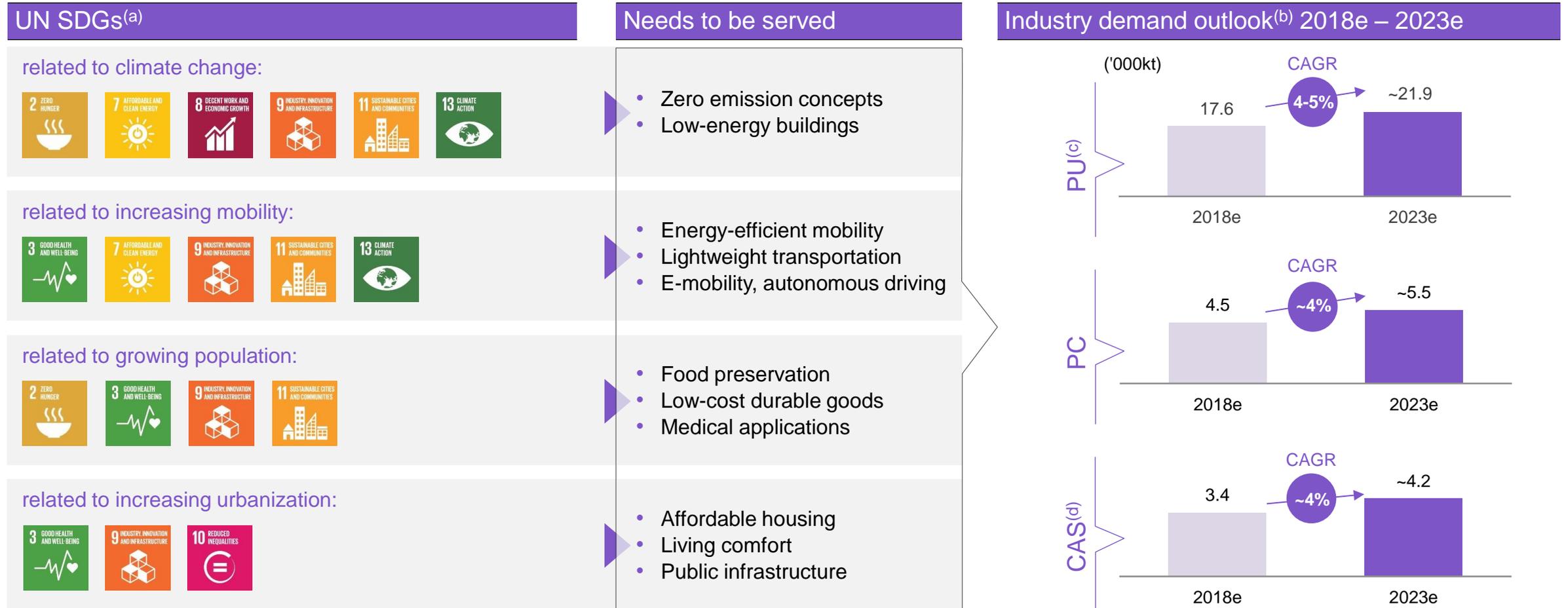
PUR and PCS nameplate capacity

Employees ~16,800 FTEs

Headquarters in Leverkusen, Germany

Industries grow above global GDP

Structural growth drivers



(a) Most impacted goals out of 17 Sustainable Development Goals, set by the United Nations’ “2030 Agenda for Sustainable Development”
 (b) Assumes global GDP CAGR 2018–2023e of 2-3% as per Covestro estimates; (c) Comprises MDI, TDI and polyether polyols
 (d) Shows PU raw materials industry demand in coatings, adhesives and sealants (excl. architectural/textile coatings and solvent-borne polyacrylates); additionally TPU, elastomers and PC/TPU films

Non-financial ambition supports growth strategy

Covestro non-financial targets 2025



1 Our R&D project portfolio is aligned with UN Sustainable Development Goals



2 100% of suppliers compliant with our sustainability requirements



3 Reduce specific greenhouse gas emissions by 50% by 2025



4 Ten million people in underserved markets benefit from our business solutions



5 Getting the most out of carbon



Product innovation as long-term growth driver

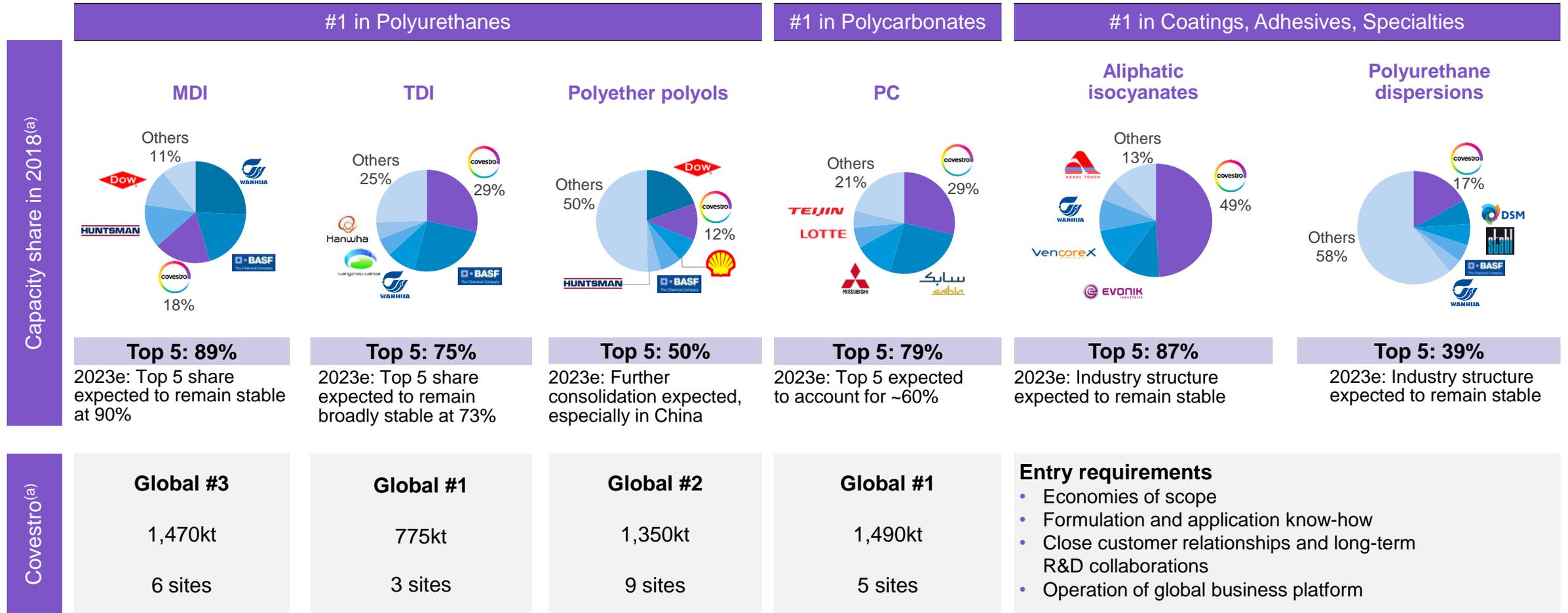


Addressing ever-changing customer needs for new material solutions

Need	Overall market	Relevant market	Covestro solutions
More durable and economical wind power plants 	Energy consumption CAGR: ~3%	Offshore wind energy CAGR: ~19%	Novel materials for wind power plants: PU resins for rotor blades, PU-based coatings, elastomers for sea cables
Energy- and cost-efficient buildings 	Construction CAGR: ~2%	Polyurethane insulation CAGR: ~5%	Raw materials for PU foam (rigid and in spray form) enabling highly efficient insulation
Reduction of high energy consumption of lighting 	Luminaire CAGR: ~3%	Luminaire LED CAGR: ~12%	Polycarbonates in LED lenses, light guides, heat sinks
Eco-friendly produced furniture 	Coating ind. furniture CAGR: ~3%	Water-based ind. furniture CAGR: ~5%	New bio-based hardener for water-based wood coatings
Sustainable and functional fashion 	Textile coating CAGR: ~6%	Relevant textile coating CAGR: ~11%	Waterborne, solvent-free materials for functionalized textiles in diverse applications
More and better cooling devices 	Refrigerators CAGR: ~3%	Refrigeration insulation foam CAGR: ~8%	Raw materials for particularly effective insulating foams: 40% smaller pores allow up to 10% better insulation
Reduced weight and increased comfort 	Global car production CAGR: ~3%	Relevant car applications CAGR: ~5%	Attractive alternatives to conventional materials: polymers to replace glass and metal

Global leader across its entire portfolio

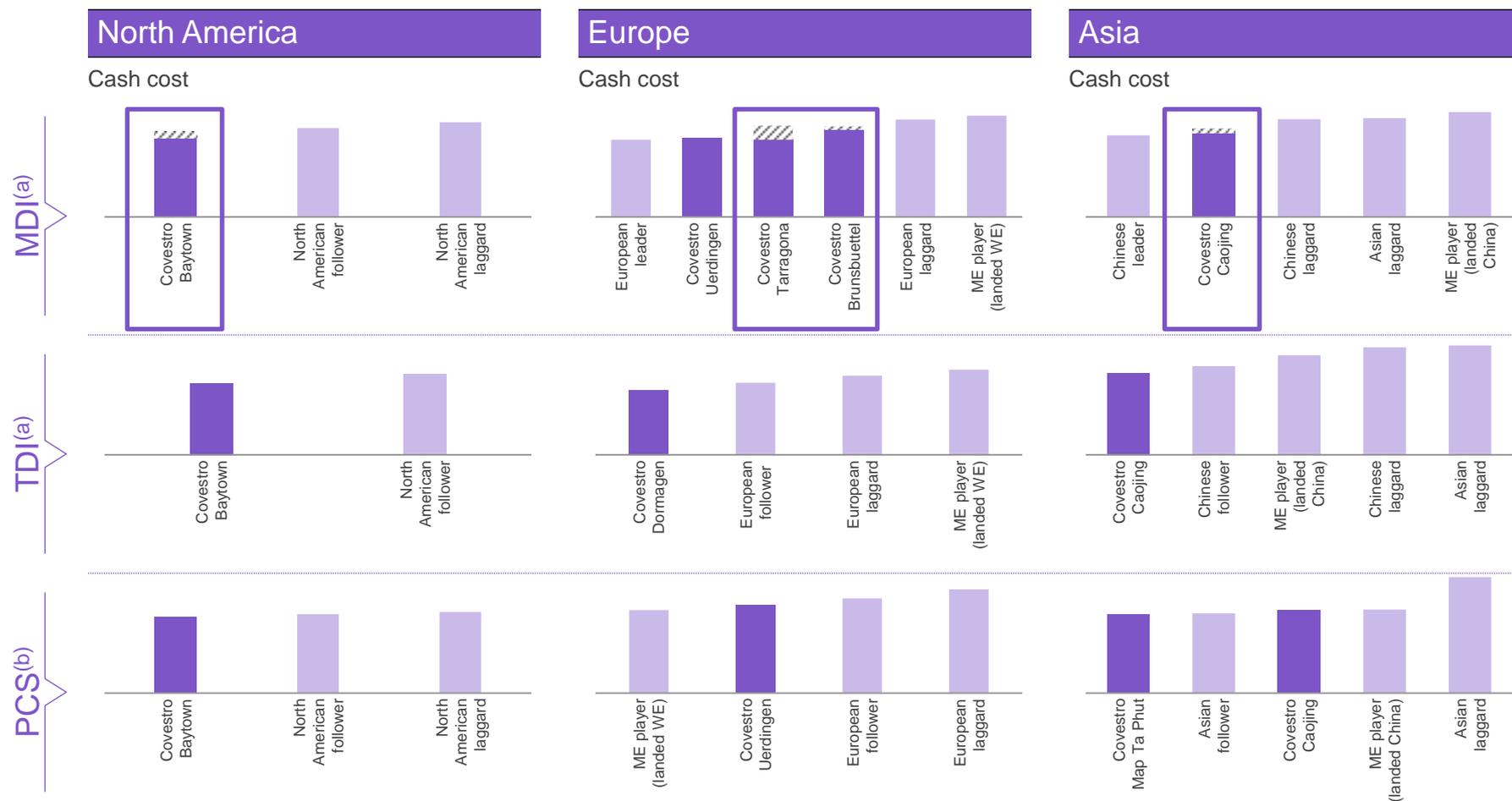
Production capacities and world-wide industry positions



Leading cost positions across business segments and regions



Cash cost positions



Highlights

- Covestro is one of the low-cost producers in MDI
- Capex for ongoing MDI expansion projects lead to significant cash cost improvements
- MDI industry with relatively flat cost curves reflected by cash cost advantage of ~20% between the best and the average of 5 least competitive plants
- Covestro is the global cost leader in TDI and PCS
- Covestro cash cost advantage of ~50% in TDI and ~30% in PCS compared to the average of 5 least competitive plants

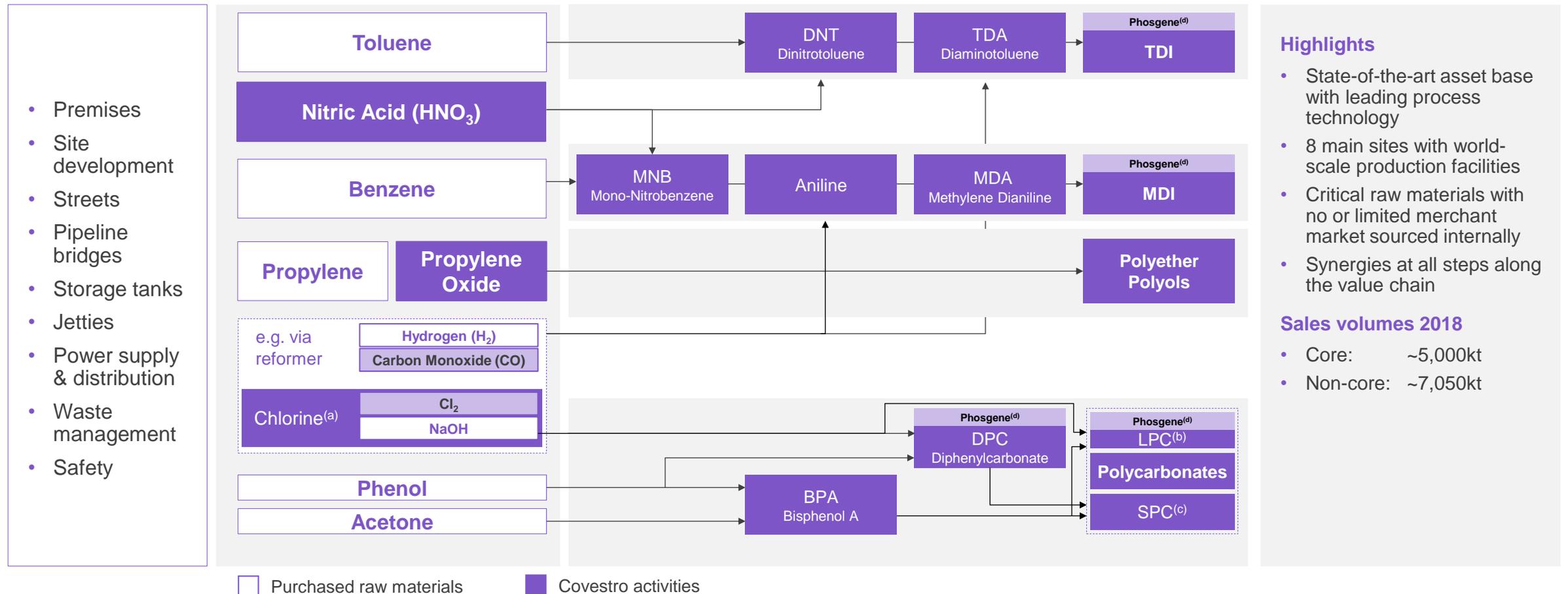
/// Cash cost improvements based on investment projects

Synergies in scale, process technology and chemical know-how



One chemical backbone across all segments

► Infrastructure ► Raw Materials ► Core Units / Technology ► Final product



Highlights

- State-of-the-art asset base with leading process technology
- 8 main sites with world-scale production facilities
- Critical raw materials with no or limited merchant market sourced internally
- Synergies at all steps along the value chain

Sales volumes 2018

- Core: ~5,000kt
- Non-core: ~7,050kt

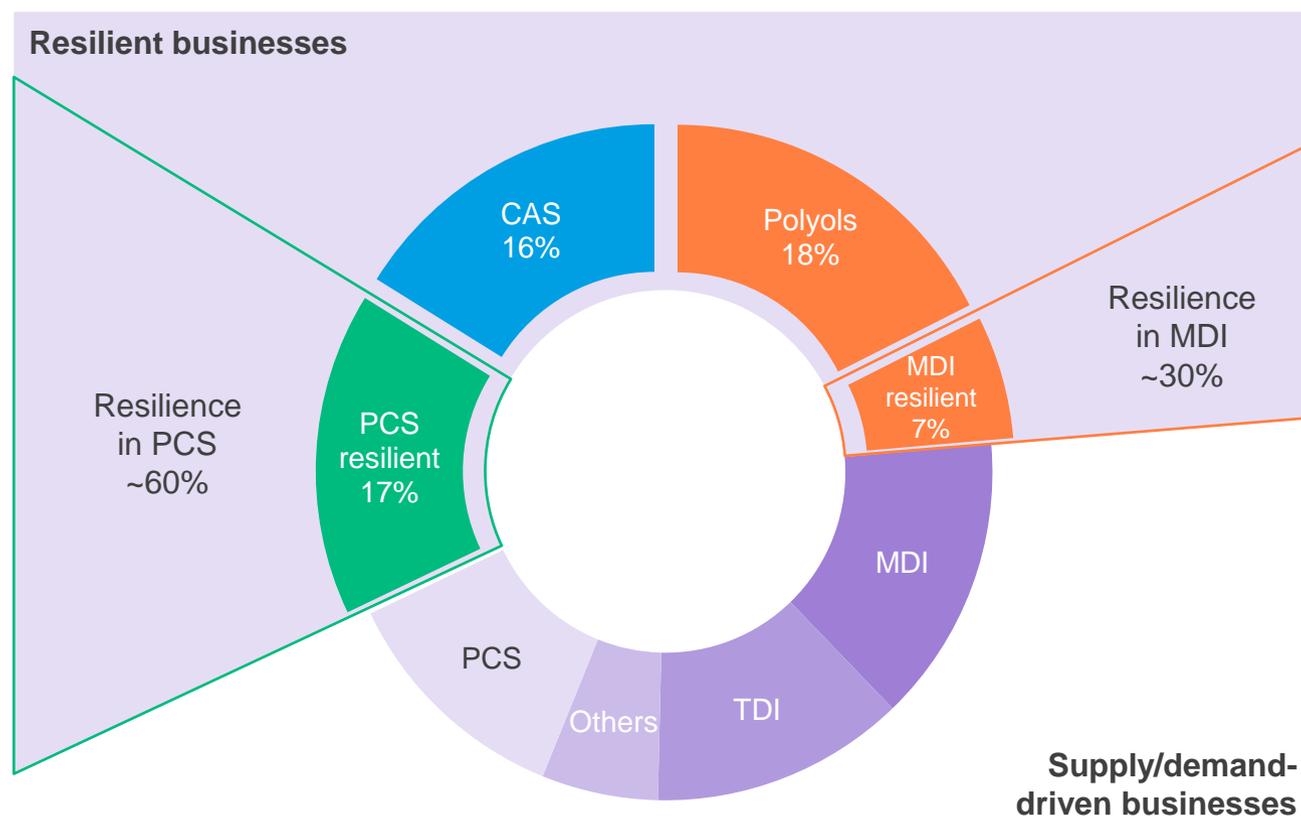
Over half of sales generated with resilient businesses



Product portfolio overview

Sales by segments

% of 2018 Group sales



Highlights

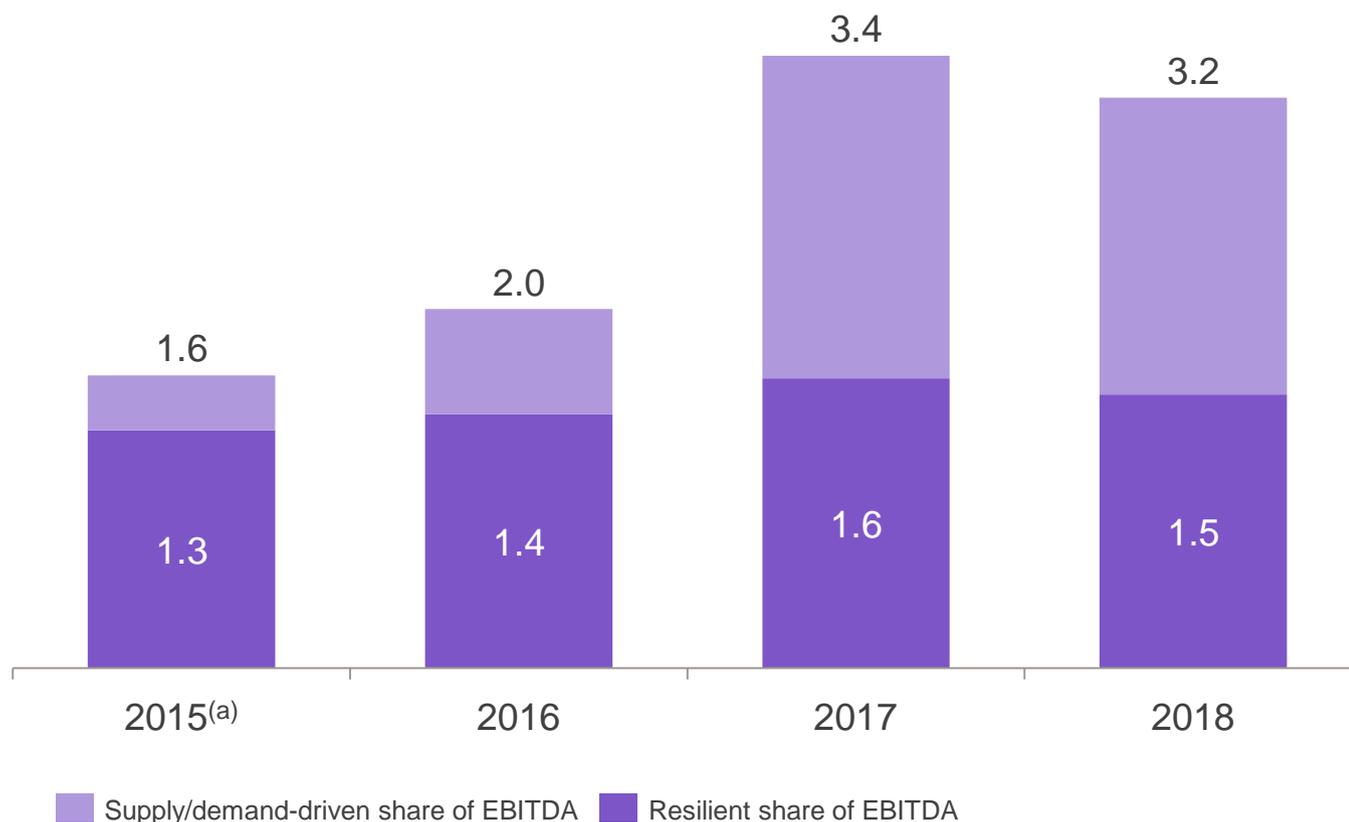
- **CAS** business is resilient in sales and earnings due to characteristics of niche ingredient chemicals
- Resilient portion of **PCS** business is driven by high-end industry applications e.g. automotive, electrical, healthcare
- **Polyols** business is resilient in sales and earnings as demonstrated over the last decade
- Resilient portion of **MDI** business consists of special grades for downstream products that require formulation know-how and customer interaction along the value chain

Resilient businesses generate EBITDA of €1.3 – 1.6bn



Resilient vs. supply/demand-driven share of EBITDA

in € billion



Highlights

- Resilient businesses^(b) supports value-creating base earnings
- EBITDA generation between ~€1.3bn and ~€1.6bn per year under normal economic conditions
- EBITDA from the resilient part of business portfolio sufficient to cover the Covestro cost of capital
- In 2015-2017, increase of earnings in resilient share driven by higher proportion of differentiated PCS and higher margin in differentiated MDI
- In 2018, slight decrease of earnings in resilient share driven by Polyols and CAS
- In peak years 2017-2018, supply/demand-driven businesses increased share of EBITDA disproportionately

Stable margins driven by differentiated product portfolio



CAS at a glance

2,700+

Products based primarily on 6 monomers

5,000+

Customers in 10+ high-end industries

3.3%

Core volume CAGR in 2015-2018^(a)

€2.4bn

Sales 2018

€203m

FOCF 2018



Ingredients for **surface coatings**



Ingredients for **adhesives and sealants**



Ingredients for **specialties**

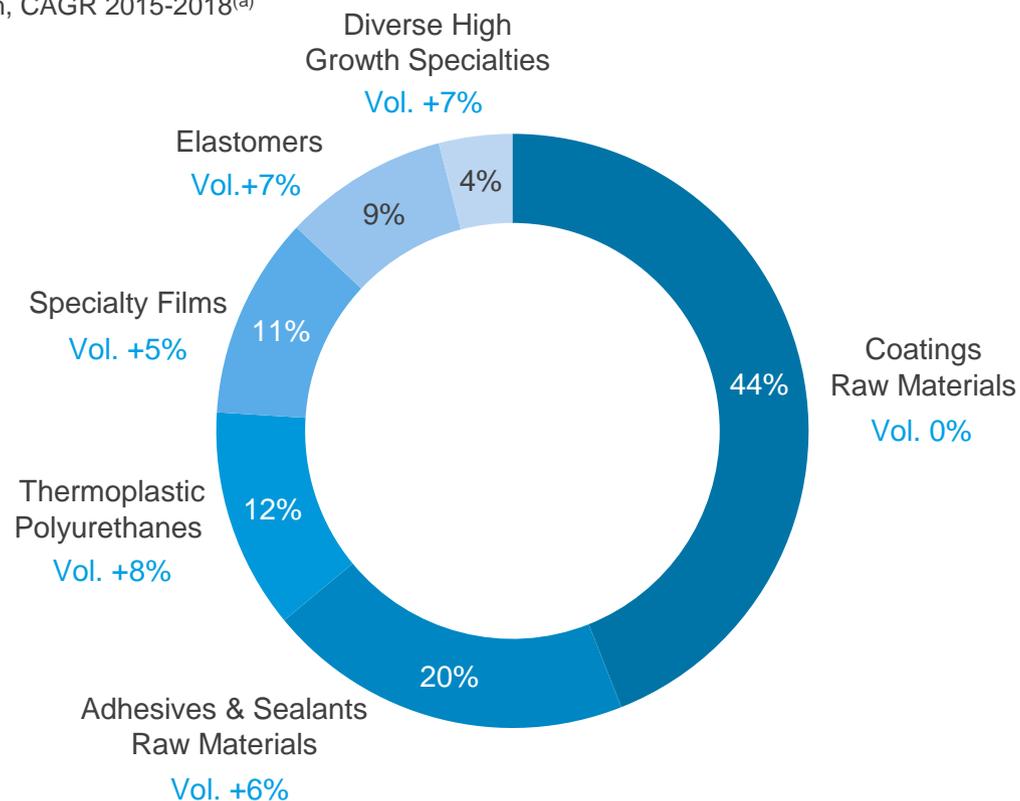
CAS demonstrated solid underlying growth of 3.3% p.a.



High Growth Specialties businesses

CAS sales split by businesses

Covestro sales share FY 2018, rounded
Core volume growth, CAGR 2015-2018^(a)



Highlights

- Adjusted core volume growth of 3.3% CAGR in 2015-2018^(a)
- Growth driven by all businesses except coatings raw materials
- High Growth Specialties businesses generate 36% of sales: Thermoplastic Polyurethanes (TPU), Specialty Films and Elastomers
- Coatings raw materials businesses burdened by weak end markets like marine, oil and gas as well as refinishing

Strategic focus on increasing resilience

PCS at a glance



1,000

PC grades for
broadest offering



Mobility

e.g. exterior

#1

Producer globally and
inventor of PC^(a)



Electronics

e.g. robot housing

6.1%

Core volume
CAGR in 2015-2018



Consumer electronics

e.g. adapter

€4.1bn

Sales
2018



Electrical

e.g. LED street
lamp

€468m

FOCF
2018



Healthcare

e.g. drug delivery

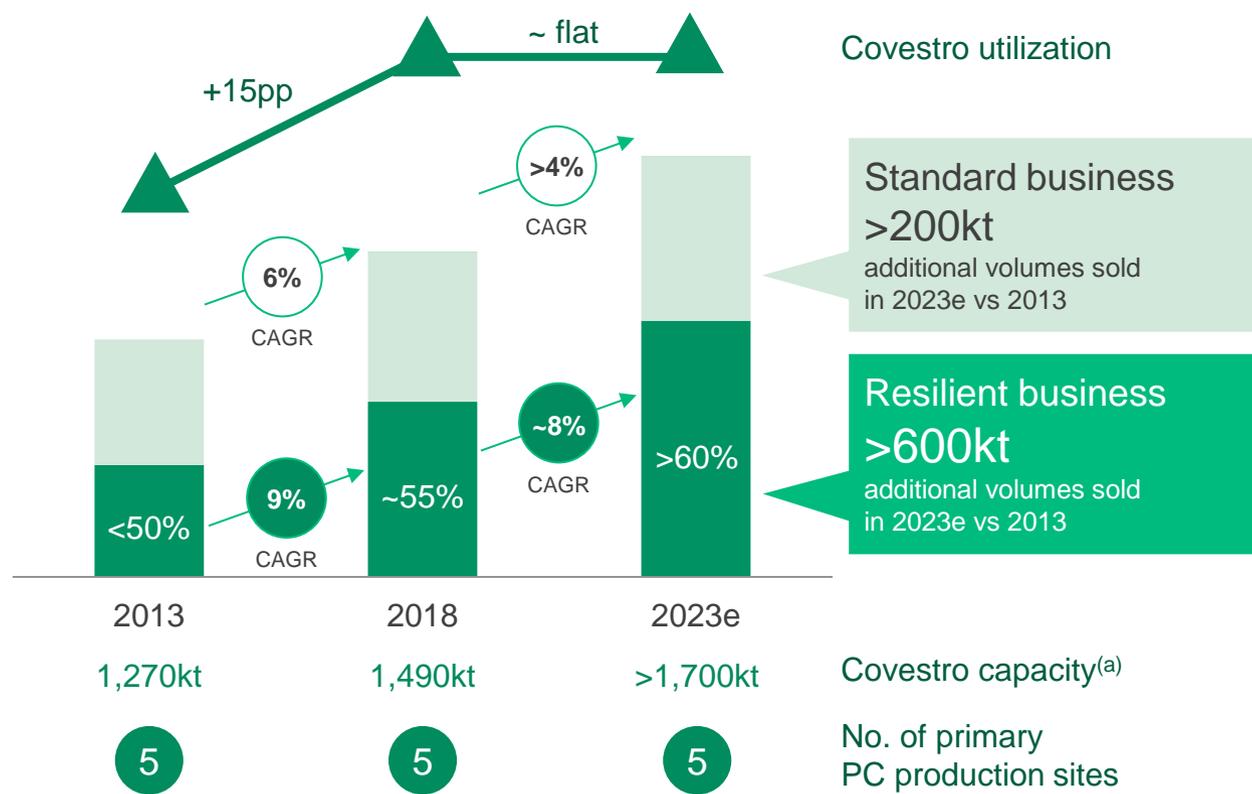
Growing share of resilient business to 65% long term

PCS product portfolio



Development of resilient portion of PCS volumes

Covestro sales volumes in kt



Covestro highlights

Product portfolio improvement

- Goal to increase resilient portion of PC volumes to 65% long term
- Capacity growth and increasing share of resilient business result in significantly higher volumes in differentiated, high-requirement applications
- Structural improvement of average contribution margin

Higher asset utilization

- Volume leverage through significant improvement of capacity utilization by ~15 percentage points
- Significantly higher output from unchanged number of primary production sites

Almost half of sales in resilient businesses



PUR at a glance

1,000

Polyols grades for differentiation



Cold chain
e.g. refrigerator

#1

Producer globally and inventor of PU^(a)



Construction
e.g. metal panel

3.8%

Core volume CAGR in 2015-2018^(b)



Cost leadership
e.g. process technology

€7.4bn

Sales 2018



Comfort
e.g. furniture upholstery

€1.0bn

FOCF 2018



Automotive
e.g. instrument panel



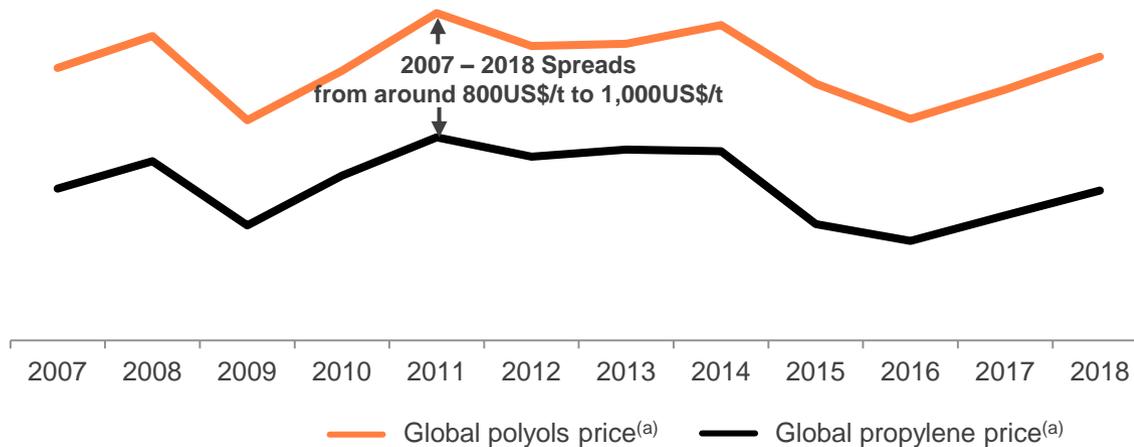
Sustainability
e.g. CO₂-based polyether polyols

Polyols and resilient MDI business make up almost half of sales



PUR resilient business

Polyether polyols demonstrate inherently stable margins



- Resilient industry margins over the last decade reflective of overall Covestro polyether polyols profitability
- Single capacity addition with little influence on global supply and demand dynamics
- Spreads not materially impacted by high volatility of propylene prices
- Propylene oxide supply and demand dynamics create local pricing opportunities in the short term

Resilient portion of MDI business^(b)

Joint sales of polyols and MDI

e.g. CASE^(c), automotive, construction, appliance

Specialty or downstream products

e.g. selected MDI grades (pre-polymers, blends, monomeric)

Formulations as market access requirement

e.g. automotive, appliances

Strong interaction with customers along value chain

joint projects for e.g. window frames, wind mills

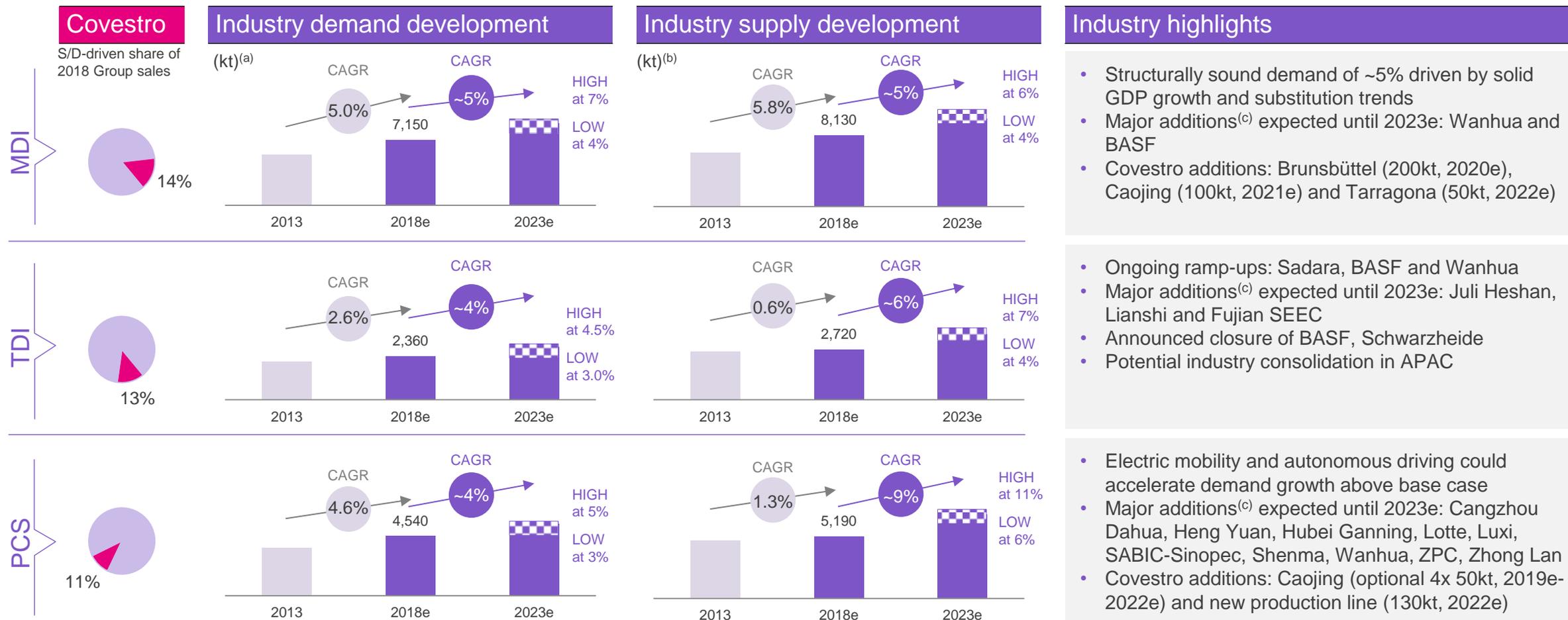
Large-scale innovation

- Focus on three large-scale innovation hubs in Pittsburgh, Leverkusen and Shanghai
 - Formulation know-how and tailor-made systems
 - Full scope of application development
 - Cost-efficient business structures
- Centralized systems hubs in Europe and North America benefit from economies of scale and cost-efficient feed from world-scale MDI and polyether polyols assets
- Systems business in ME and APAC handled by local system houses

Supply/demand-driven businesses point towards mixed picture



Historical industry development and outlook

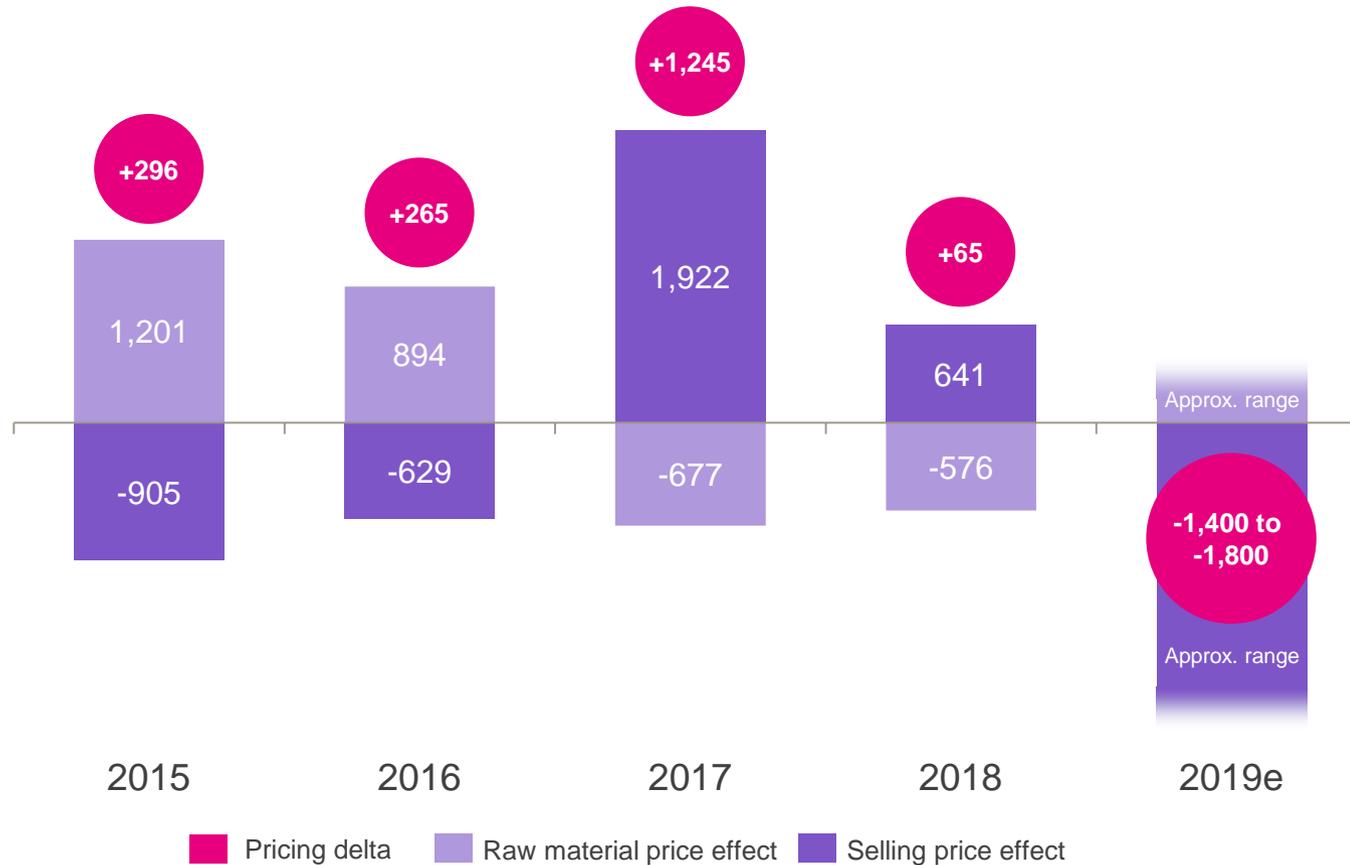


2019 EBITDA development driven by pricing delta



Pricing delta development in EBITDA bridge

in € million



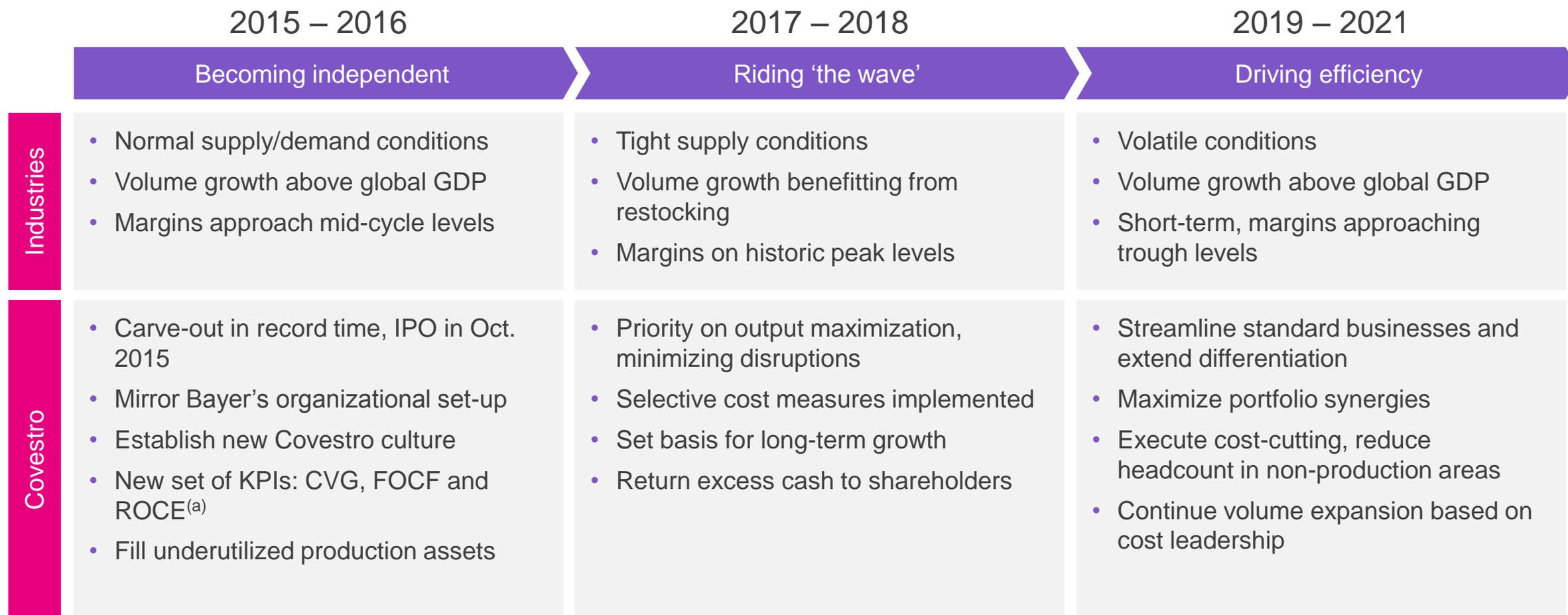
Highlights

- Pricing delta calculated by adding selling and raw material price effects on earnings
- Raw material price movements are usually passed through directly to customers via selling price adjustments
- Pricing delta is driven by industry utilization rates, thus mainly impacting Covestro's supply/demand-driven share of EBITDA
- Spike in 2017 due to limited supply additions, followed by significant capacity ramp-up as of mid-2018
- Anticipated negative pricing delta in 2019e leads to expected below mid-cycle margins

Right strategy and thorough execution in different stages



Different stages since IPO



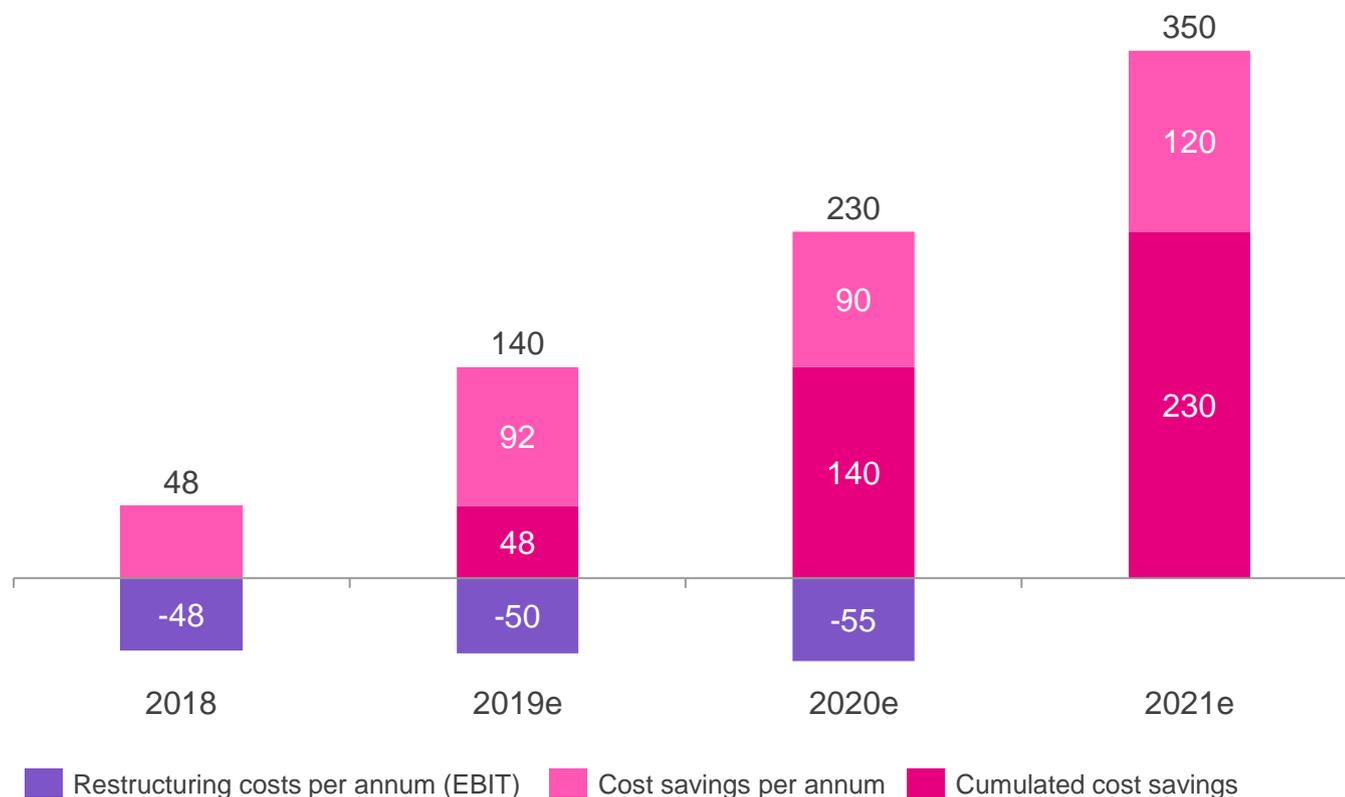
Execute cost-cutting, reduce headcount in non-production areas



Expected cumulated savings and restructuring costs

Progress on “Perspective” program

Approximations, in € million



Highlights

- Cumulated savings of around €350m planned until end of 2021e
- 2018 slightly ahead of plan (+€8m) and expected acceleration in 2019 (+€30m)
- Reduction of ~900 FTEs globally in non-production areas, to be carried out by way of socially acceptable solutions
- Functional areas: E2E supply chain and manufacturing; procurement; commercial and general & administration
- Driving efficiency by adapting business unit and corporate level structure to market needs: streamline standard businesses, extend differentiation and maximize portfolio synergies
- Expected increase of FTEs in production areas

Entire organization aligned for performance

Full STI annual target achievement requires EBITDA above €2bn

Uniform bonus system

- Full alignment of all employees (including board) along the same KPIs
- Criteria with full focus on performance and shareholder value creation
- 100% payout, as percentage of annual base salary, linked to hierarchy level
- Total payout at Group level for 0%, 100% and 250% achievement is €0m, ~€180m and ~€450m, respectively
- Fixed hurdle rates for 2019-21 reflect KPI values in mid-cycle conditions, based on historical review and expected future development

Three equally weighted Group metrics

- Targets for 100% achievement:

Core Volume Growth +4.0%



FOCF €800m



ROCE above WACC^(a) 8pp



- For each metric, payout can range from 0% to 300%
- Max. payout capped at 250%

Transparent ambition

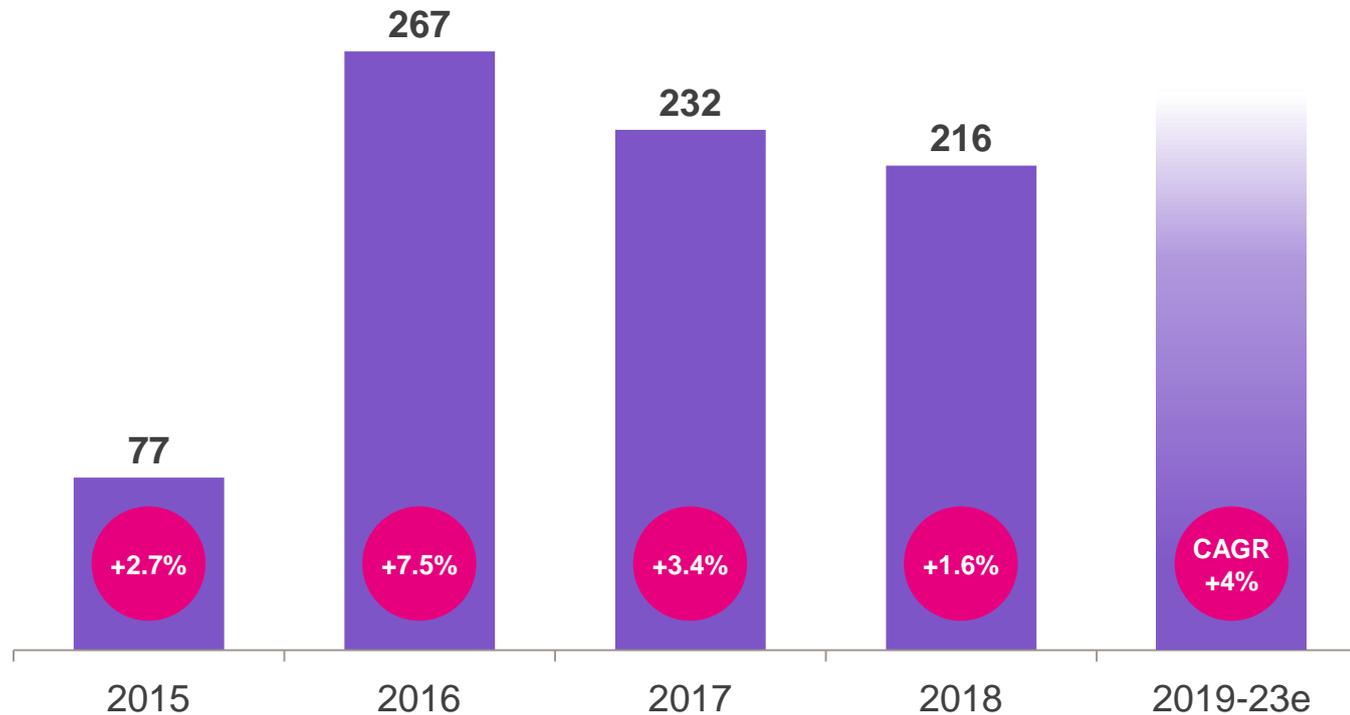
- Future core volume growth goal of 4% requires growth capex
- 100% target achievement for ROCE and FOCF implies mid-cycle EBITDA above €2bn for 2019-21

High volume leverage continuously contributes to EBITDA



Volume growth contribution to EBITDA

in € million,
Core Volume Growth in %



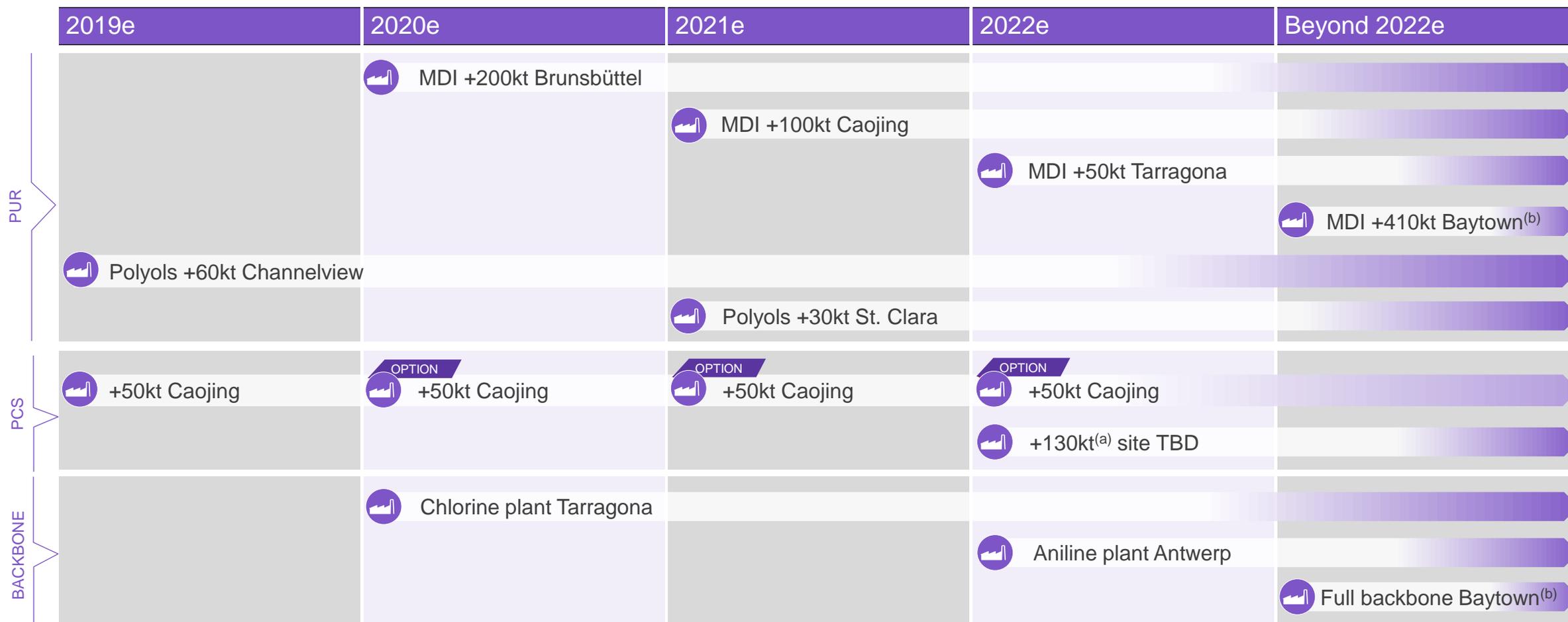
Highlights

- Track record of growth above global GDP at ~4% Core Volume Growth 2015-18 CAGR, with corresponding average volume leverage of 46%
- Striving to grow in line with industry based on leading production cost position
- Running capacity expansion program allows for planned volume growth of ~4% CAGR 2019-23e
- 100% target achievement in short-term incentive (STI) program based on 4% Core Volume Growth per annum

Growth through debottlenecking projects and world-scale plant



Covestro planned capacity additions

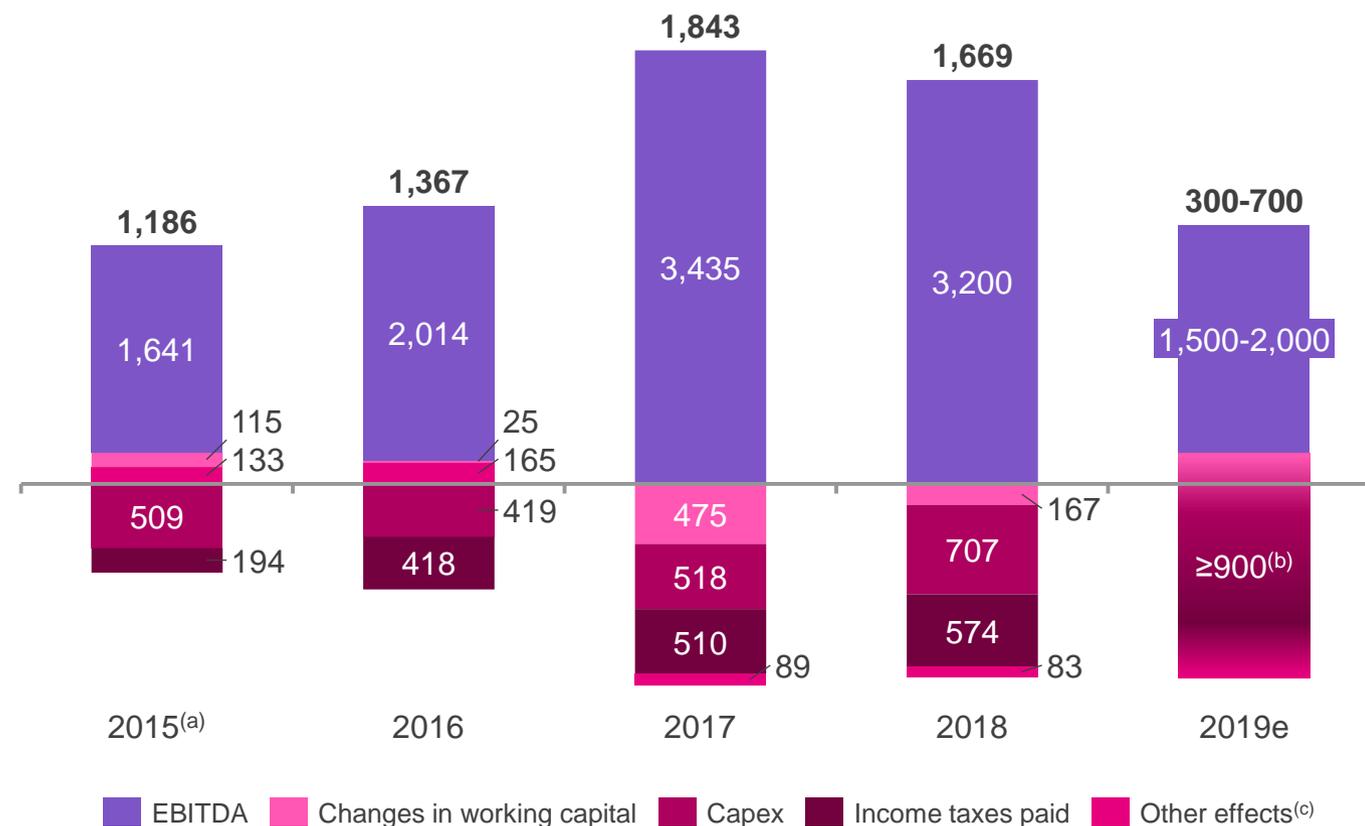


2019 cash flow burdened by bonus and tax payments



Historical FOCF development and 2019 guidance

in € million



Highlights 2018

- Solid EBITDA to FOCF conversion rate at 52%
- Working capital to sales ratio slightly up at 16.2% in 2018 vs. 15.4% in 2017, within the targeted range of 15–17%

Guidance 2019

- FOCF to EBITDA conversion rate down to around 20-35%
- Capex^(b) of €≥900m up Y/Y with focus on growth investments
- Cash outflow for 2018 bonus provisions
- Cash tax rate expected above P&L tax rate due to phasing of tax payments

Use of cash with focus on value creation



Clear set of priorities

Commitment

Dividend policy



- Progressive policy: increase or keep at least stable
- For FY 2018, dividend payment of €2.40 per share:
 - increase of 9% Y/Y
 - payout amount of €438m

Focus

Capex



- Covestro's industry and cost leadership make growth investment the most value-creating use of cash
- Growth capex focuses mainly on CAS, MDI and PCS
- Maintenance capex to secure safe, reliable and efficient operations

Opportunities

Portfolio



- Disciplined and focused approach
- Acquisitions with focus on high margin and differentiated business areas
- Ongoing portfolio optimization including evaluation of potential disposals

Return to shareholders



- Return excess cash to shareholders
- New authorization for share buy-back program for up to 10% of share capital available for the next 5 years

Decision based on highest value creation



Financial highlights

Q1 2019

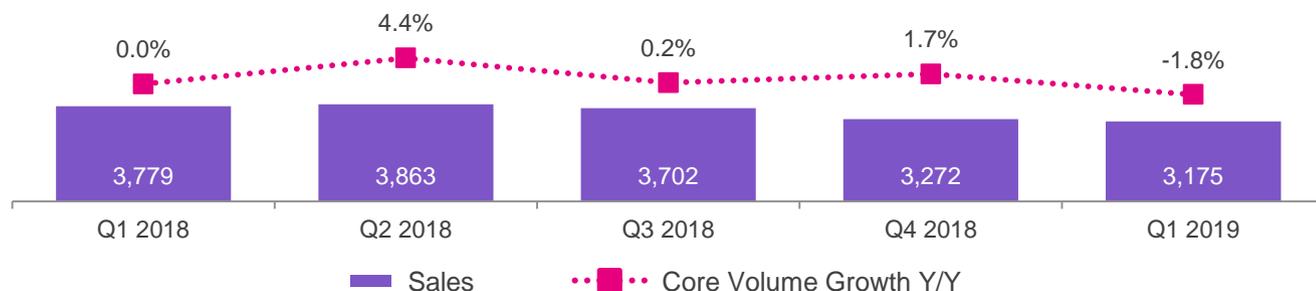
Significant pricing pressure continues

Group results - Q1 2019 Highlights



Sales and Core Volume Growth

in € million / changes Y/Y

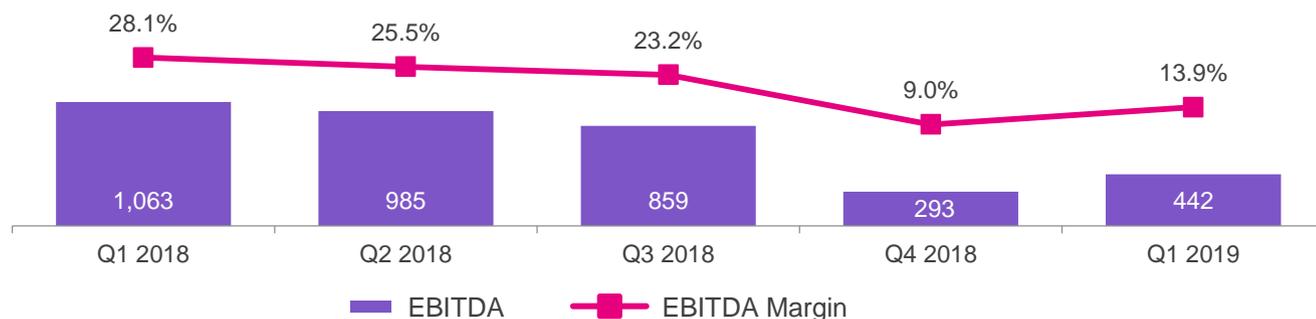


Highlights

- Core Volume Growth of -1.8% as expected due to continued destocking and planned maintenance shutdown
- Positive Core Volume Growth in MDI and TDI, declining volumes in polyether polyols and PCS
- Sales decreased by -16.0% Y/Y, driven by price (-18.3%)

EBITDA and Margin

in € million / margin in percent



Highlights

- Compared to prior year, EBITDA declined Y/Y due to pronounced negative pricing delta
- Sequentially, EBITDA margin increased Q/Q to 13.9% vs. 9.0%, mainly due to lower cost

Polyurethanes – earnings below mid-cycle

PUR segment results – Q1 2019 Highlights



Sales and Core Volume Growth

in € million / changes Y/Y

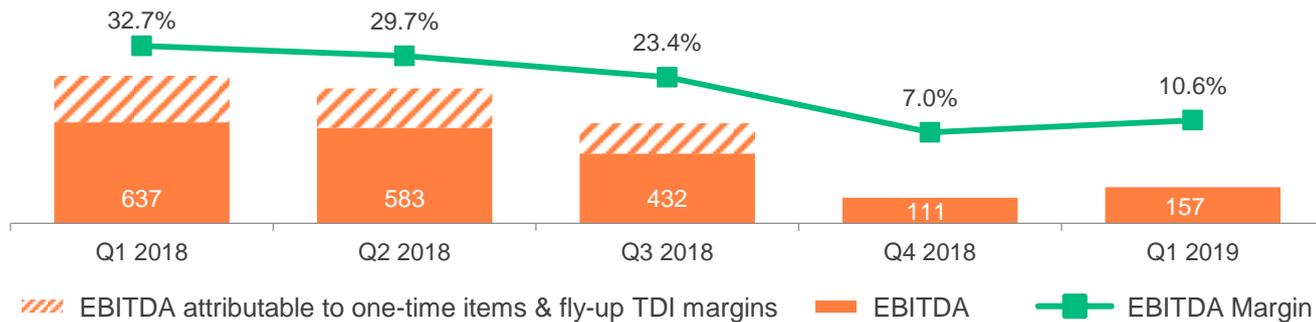


Highlights

- Stable core volumes of -0.2% Y/Y, with positive contributions from MDI and TDI, negatively impacted by polyether polyols
- Sales decreased by -24.3% Y/Y, driven by price (-29.4%)
- Positive volume effect in sales development (+3.0%) due to product mix effects

EBITDA and Margin

in € million / margin in percent



Highlights

- Compared to prior year, EBITDA declined Y/Y due to pronounced negative pricing delta
- Sequentially, EBITDA margin increased Q/Q to 10.6% vs. 7.0%, mainly due to lower cost

Polycarbonates – impacted by automotive

PCS segment results – Q1 2019 Highlights



Sales and Core Volume Growth

in € million / changes Y/Y



Highlights

- Negative Core Volume Growth of -6.3% Y/Y due to demand drop in automotive, accounting for around 1/3 of sales, and continued destocking
- Sales decreased by -16.7% Y/Y driven by price (-12.8%) and volume (-2.9%)
- Additional negative portfolio effect Y/Y (-3.6%)

EBITDA and Margin

in € million / margin in percent



Highlights

- Compared to prior year, EBITDA declined Y/Y due to pronounced negative pricing delta and lower volumes
- Sequentially, EBITDA margin increased Q/Q to 18.0% vs. 14.4%, mainly due to lower cost

Coatings, Adhesives, Specialties – strong earnings



CAS segment results – Q1 2019 Highlights

Sales and Core Volume Growth

in € million / changes Y/Y

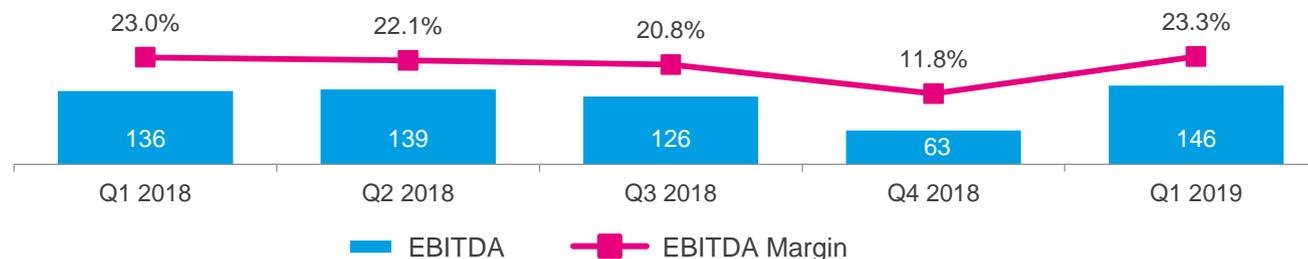


Highlights

- Stable core volumes of -0.1% Y/Y, despite weak coatings industry, accounting for close to 1/2 of sales
- Sales increased by +5.9% Y/Y driven by price (+1.7%) and volume (+1.1%)
- Additional positive FX impact Y/Y (+3.1%)

EBITDA and Margin

in € million / margin in percent



Highlights

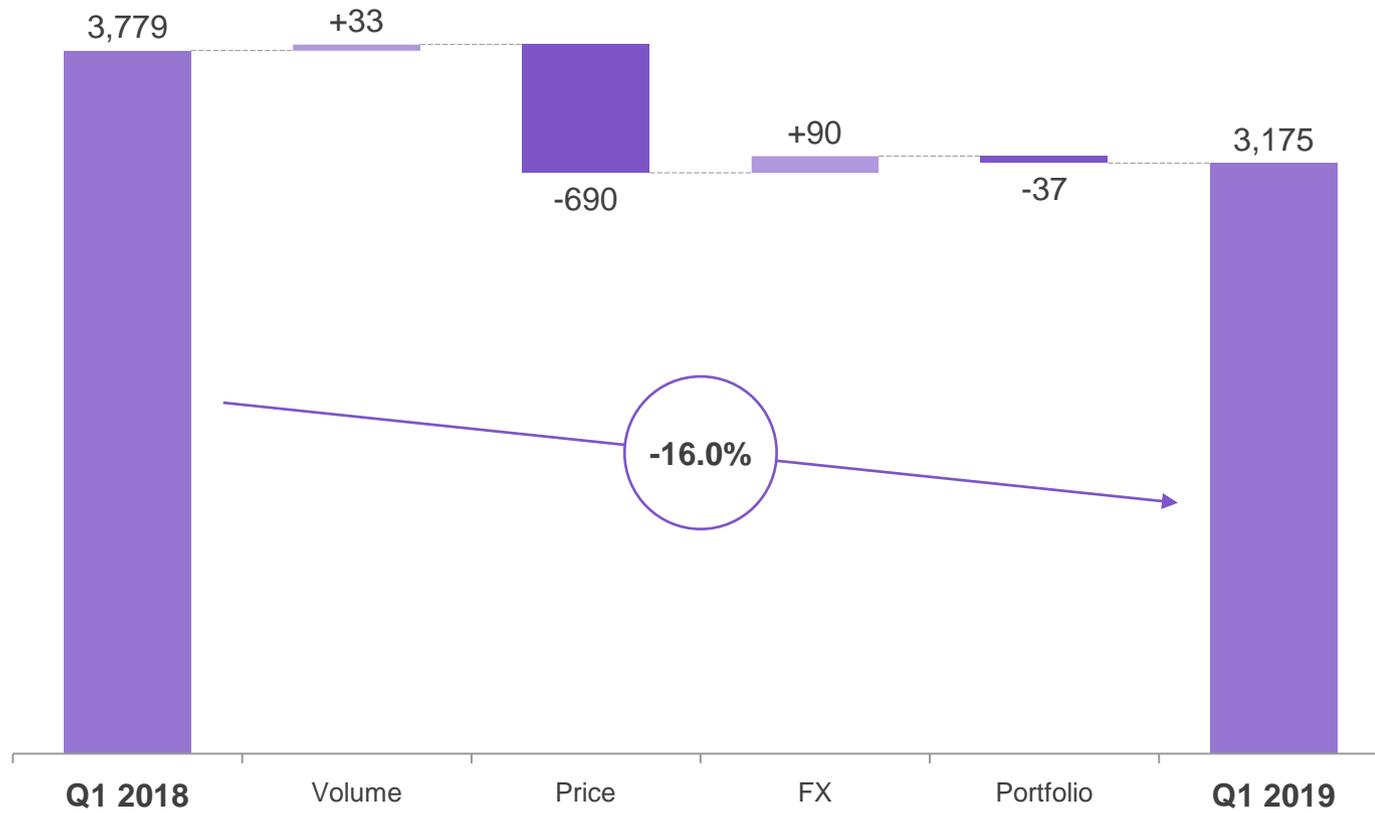
- Compared to prior year, EBITDA increased Y/Y by 7.4% driven by volumes and positive pricing delta
- Sequentially, EBITDA margin increased Q/Q to 23.3% vs. 11.8%, mainly due to lower cost

Negative price effects decrease sales despite stable volumes



Q1 2019 – Sales bridge

in € million



Highlights

Stable volumes

- Sales volume expansion (in €) by +0.9% Y/Y
- Sales volume expansion above core volume growth mainly due to product mix effects

Negative pricing

- Lower selling prices negatively impacted sales by -18.3% Y/Y, driven by PUR and PCS
- Positive pricing development in CAS

Positive FX

- FX benefited sales by +2.4% Y/Y mainly due to stronger USD and CNY

Portfolio impact

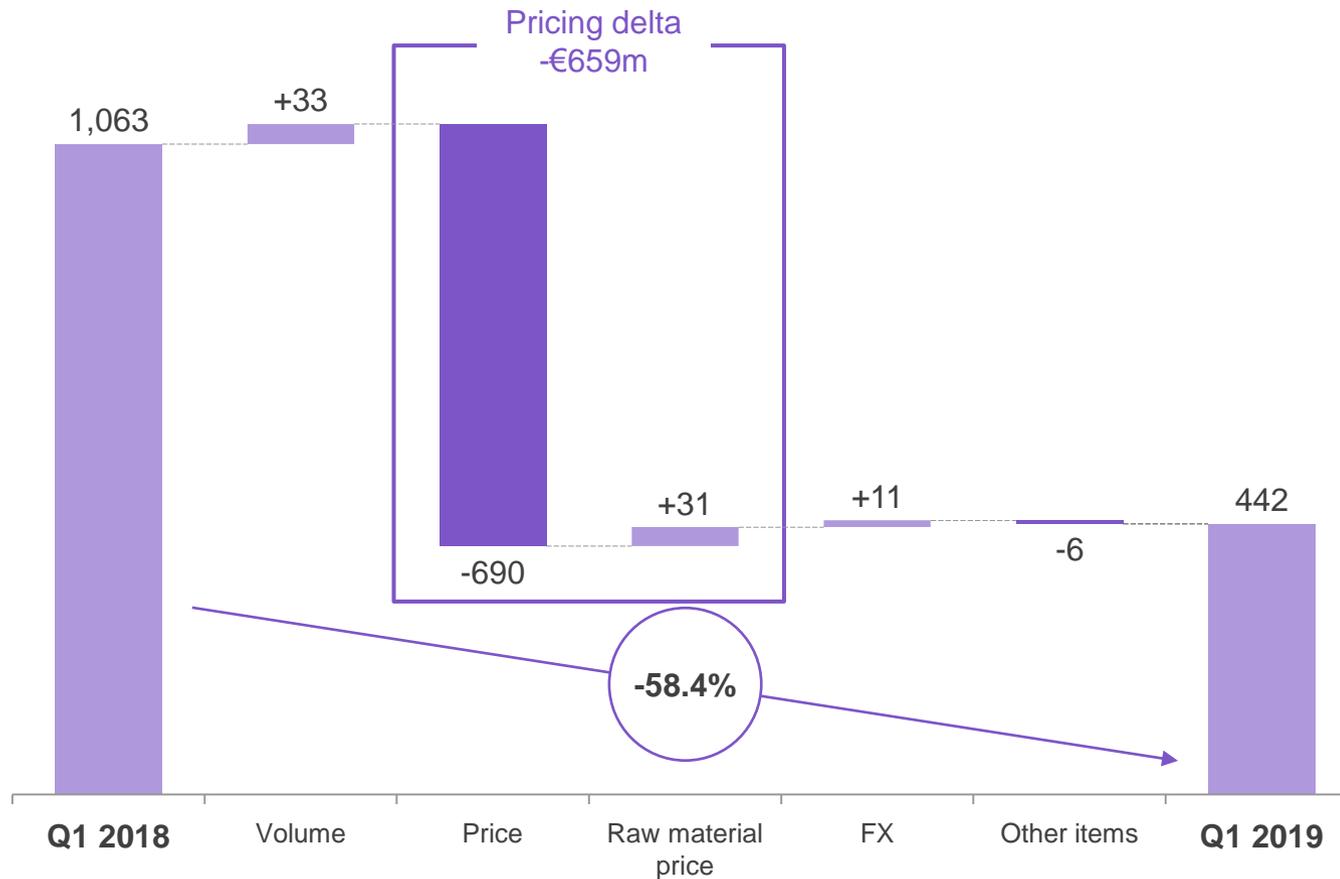
- Sales reduced by -1.0% Y/Y due to disposal of US polycarbonates sheets as of 1st August 2018

Q1 earnings with pronounced negative pricing delta



Q1 2019 – EBITDA bridge

in € million



Highlights

Positive volume leverage

- Mainly driven by product mix effects

Pronounced decline in contribution margin

- Negative pricing delta in PUR and PCS mainly resulting from higher competitive pressure

Other items

- Lower bonus provisions
- Positive impact from accounting change (IFRS 16)
- Negative impact from higher maintenance costs and capex-related expenses

Positive Q/Q development

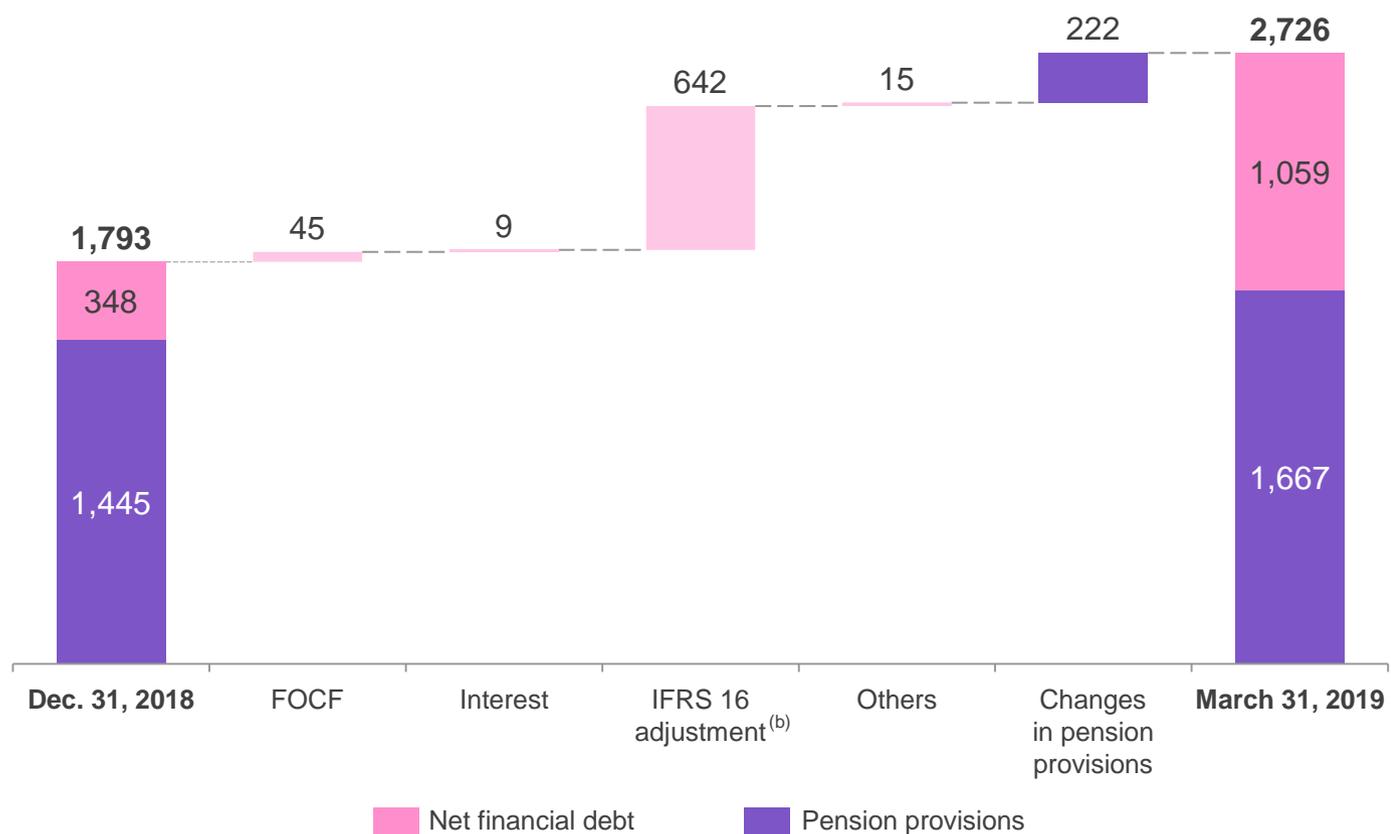
- Mainly driven by cost reductions
- Positive volume leverage counterbalanced by negative pricing delta

IFRS 16 adoption leads to significant increase of net debt

March 31th 2019 – Total net debt



in € million



Highlights

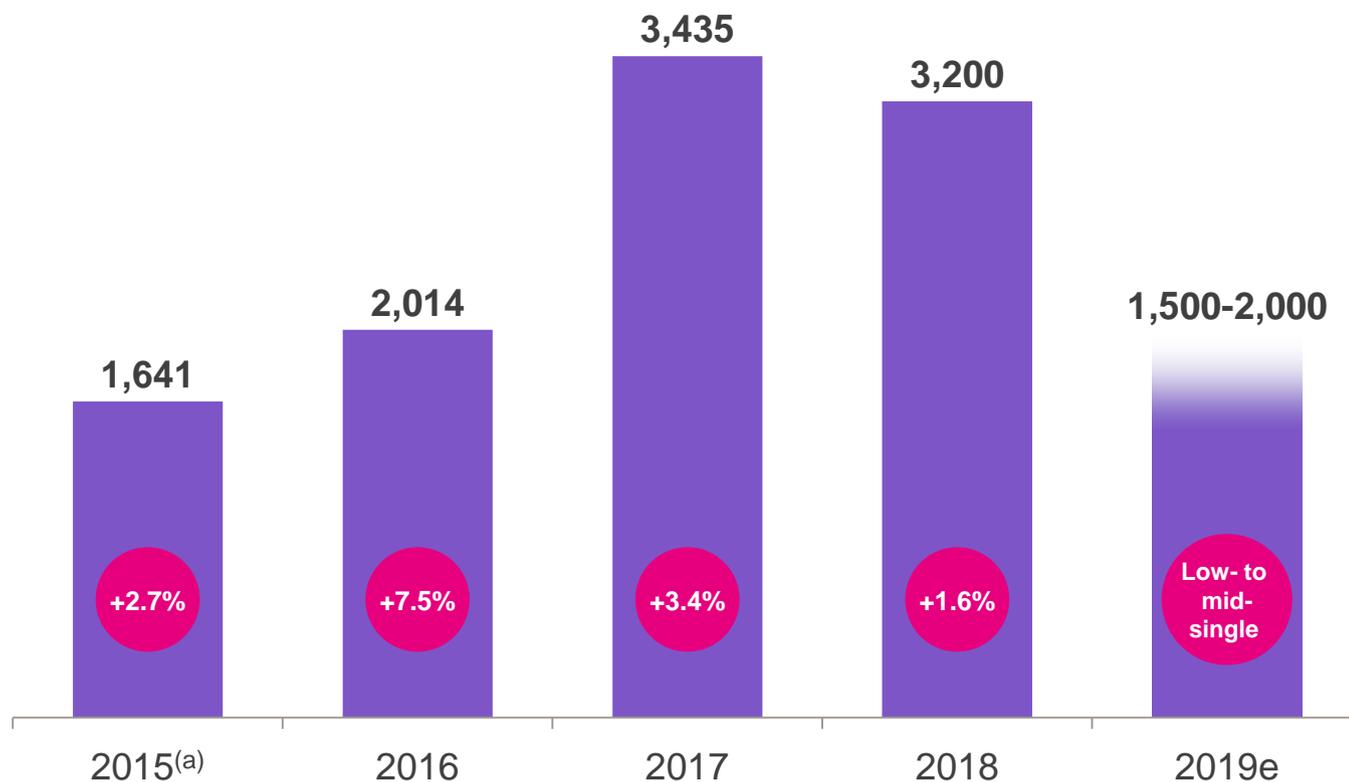
- Application of IFRS 16 increased net financial debt by €642m^(b)
- Pension provisions increased by €222m mainly resulting from lower discount rates in Germany
- Total net debt to EBITDA ratio^(a) of 1.1x end of Q1 2019 vs. 0.6x end of 2018

Below mid-cycle earnings in challenging economic environment



Historical EBITDA development and FY 2019 guidance

in € million,
Core Volume Growth in %



Underlying assumptions

Low-end scenario

- Further price decline compared to January 2019 especially in TDI
- Low end of CVG^(b) range due to lower GDP growth and/or unplanned production constraints
- Unfavorable FX impact^(c)

High-end scenario

- Price increases compared to January 2019 especially in MDI
- Solid demand across all industries, however upside to CVG^(b) limited due to constrained available capacity
- Favorable FX impact^(c)

FY guidance confirmed in a challenging environment

FY 2019 guidance as per April 29th, 2019



	FY 2018	Guidance FY 2019
Core Volume Growth	+1.6%	Low- to mid-single-digit percentage increase Y/Y
FOCF	€1,669m	€300 – 700m
ROCE	29.5%	8% – 13%
Additional financial expectations	FY 2018	Guidance FY 2019
EBITDA FY	€3,200m	€1,500 – 2,000m
EBITDA Q2	€985m	Around Q1 2019 level
D&A	€620m	~€750m (previously: ~€700m)
Financial result	€-104m	€-100 to -120m
P&L (effective) tax rate	26.1%	24 - 26%
Capex^(a)	€707m	≥€900m

Upcoming IR events



Find more information on investor.covestro.com

Reporting dates

- | | |
|---------------------|---------------------------------|
| • July 24, 2019 | Half-Year Financial Report 2019 |
| • October 28, 2019 | Q3 2019 Interim Statement |
| • February 19, 2020 | Annual Report 2019 |

Sellside dinner event

- | | |
|---------------|--|
| • May 7, 2019 | Sellside Round Table with CEO, Frankfurt |
|---------------|--|

Broker conferences

- | | |
|--------------------|--|
| • May 10, 2019 | JP Morgan Investor Forum, Amsterdam |
| • May 22, 2019 | Berenberg Conference USA, Tarrytown |
| • May 22, 2019 | Morgan Stanley ChemTech Day, London |
| • June 4, 2019 | Commerzbank, mBank Chemical Event, Warsaw |
| • June 5 – 6, 2019 | Deutsche Bank, dbAccess, German, Swiss & Austrian Conference, Berlin |
| • June 6 – 7, 2019 | Barclays Select Conference, Sonoma |



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