



Corporate Access: The Issuer's Perspective

Joerg Hoffmann, CFA, Senior Vice President, Investor Relations, Wacker Chemie AG
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Your Day Starts with WACKER...



Broad Product Portfolio – Solutions for Key Global Industries

WACKER offers solutions and innovations for a broad range of sectors:



Automotive
& Transport



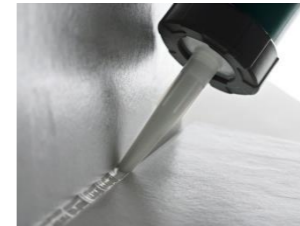
Construction



Energy, Electrics
& Electronics



Coatings &
Paints



Adhesives
& Sealants



Consumer Care



Elastomers
& Plastics



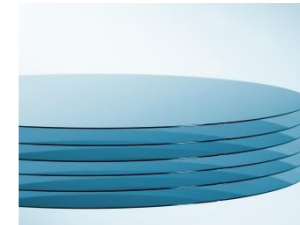
Paper, Films
& NIP



Renewable
Energies



Textile, Leather
& Nonwovens



Semiconductors



Pharma



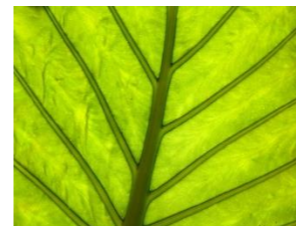
Food



Healthcare



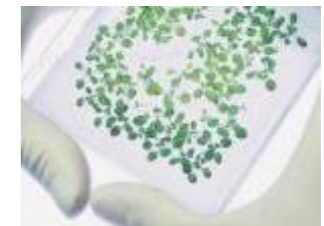
Composites



Agro



Chemical
Industry



Industrial
Biotechnology

WACKER: Well Positioned for Future Growth



Investor Relations at WACKER



Resources

- ▶ Staff of 3 plus assistant with various backgrounds: Sales & Controlling, Purchasing, Sellside analyst
- ▶ Management commitment

Target

- ▶ Maintain liquidity in the stock (WCH free float is ~30% of shares issued)
- ▶ Reduce volatility
- ▶ Support adequate valuation

▶ **Need to see investors with a range of different investment styles**

WACKER Corporate Access Program – Overview

▶ Non Deal Roadshows (NDR)

Location	London	Frankfurt	NY/Boston	Paris	Toronto	Singapore
Frequency	≥2x 50% no broker	≥2x no broker	≥2x	2x	1x	1x

▶ Conferences:

Attending selected conferences annually, at C-level or Business Heads

▶ Additional NDR locations:

Zurich / Geneva, Edinburgh, Dublin, Milano, Scandinavia, Vienna, Warsaw, Madrid, West Coast US, Australia

▶ Capital Market Days:

Every 2 years: Alternating between London and main WACKER production site

▶ Investor visits / Reverse Roadshows:

Meetings at WACKER Headquarter in Munich, at our main R&D site or Burghausen production site

WACKER 2017 Corporate Access Program

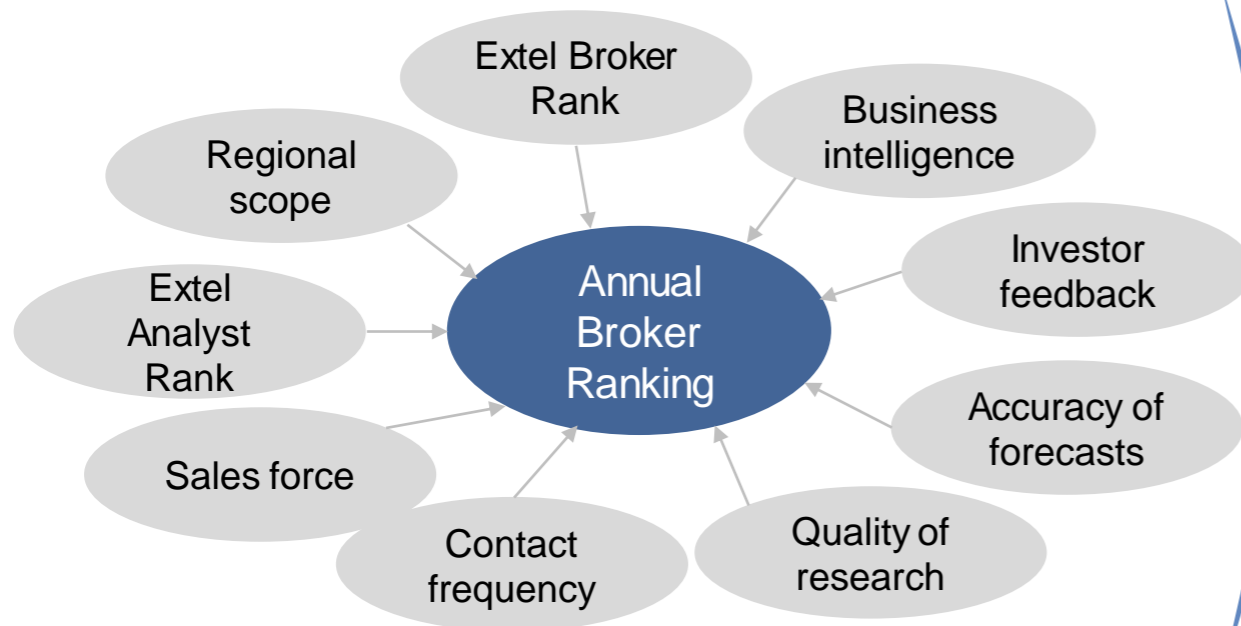
Financial Diary Archive 2017	
Jan 05 - Jan 06, 17	ODDO Forum, Lyon
Jan 09 - Jan 11, 17	Commerzbank German Investment Seminar 2017, New York
Jan 17 - Jan 18, 17	Kepler Cheuvreux / Unicredit - 16th German Corporate Conference, Frankfurt/Main
Feb 02 - Feb 03, 17	Roadshow London
Feb 07, 17	HSBC Sustainability Conference SRI/Cleantech, Frankfurt/Main
Mar 14, 17	FY Results 2016 / Annual Press Conference
Mar 29, 17	Roadshow Chicago
Mar 29, 17	Bankhaus Lampe Deutschlandkonferenz, Baden-Baden
Mar 30, 17	Mainfirst Corporate Conference, Copenhagen
Mar 30 - Mar 31, 17	Roadshow New York, Boston
Apr 05, 17	Roadshow Benelux
Apr 05, 17	Roadshow Edinburgh
Apr 27, 17	Interim Report on the 1st Quarter of 2017
May 03, 17	Roadshow London
May 19, 17	Annual Shareholders' Meeting
May 24, 17	Roadshow Madrid
Jun 01, 17	Roadshow Paris
Jun 20, 17	Credit Suisse Global Chemicals and Agriculture Conference, London
Jun 21 - Jun 22, 17	German, Swiss and Austrian Conference, Deutsche Bank, Berlin
Aug 08, 17	Roadshow Singapore
Aug 10 - Aug 11, 17	Roadshow Sydney, Melbourne
Aug 29, 17	Commerzbank Sector Conference, Frankfurt
Sep 05, 17	Bankhaus Lampe - German Technology Seminar, Zürich
Sep 19 - Sep 20, 17	Goldman/Berenberg - German Corporate Conference, Munich
Sep 21, 17	Baader Investment Conference, Munich
Sep 22, 17	Macquarie - 10th Annual Alternative Energy Conference, London
Oct 04, 17	Capital Market Day London
Oct 09 - Oct 11, 17	Roadshow San Francisco, Los Angeles
Oct 26, 17	Interim Report on the 3rd Quarter of 2017
Oct 27, 17	Roadshow Frankfurt/Main
Nov 07, 17	Baird – Global Industrial Conference, Chicago
Nov 15 - Nov 17, 17	Morgan Stanley – 16th Annual Asia Pacific Summit, Singapore
Nov 21 - Nov 22, 17	Roadshow Copenhagen / Warsaw
Nov 23, 17	Kepler Cheuvreux One-Stop-Shop Conference, Dublin
Nov 24, 17	Roadshow Zurich
Nov 27 - Nov 28, 17	Deutsches Eigenkapitalforum, Frankfurt am Main
Nov 29 - Dec 01, 17	Roadshow New York / Boston
Dec 05, 17	HSBC Zurich Investors Conference
Dec 05, 17	BofAML European Chemicals Conference, London
Dec 06, 17	Berenberg – European Corporate Conference, London
Dec 14, 17	Kepler Cheuvreux One-Stop-Shop Conference, Milan

2017

- ▶ **Non Deal Roadshows**
23 days
- ▶ **Conferences**
29 days
- ▶ **Capital Market Day**
in London
- ▶ **Reverse Roadshows**
20 meetings

Corporate Access: Selecting From 22 Brokers

Broker selection factors



- ▶ Use 6 Sigma C&E Matrix to rank brokers
- ▶ Annual redefinition of tier levels
- ▶ Up/downgrades depending on performance

Tier 1

- ▶ At least one roadshow annually
- ▶ Participation in conferences and reverse roadshows

Tier 2

- ▶ Participation in conferences and reverse roadshows
- ▶ IR service for B locations, depending on demand

Tier 3

- ▶ No active engagement, but participation in reverse roadshows

▶ **Support covering brokers with corporate access**

Corporate Access – Better With or Without Broker?

NDR with a broker

- ▶ Broker sets up meeting schedule
- ▶ Full service, no need to take care of logistics

Targeting

- ▶ Own proposals
- ▶ Broker suggestions

Pitfalls / Challenges

- ▶ Broker limited to own client list
- ▶ Brokers frequently with own agenda
- ▶ „Mind-The-Gap“- meetings

- ▶ **Remains standard approach: simple, convenient**
- ▶ **Broker support is helpful in discovery**

NDR without a broker

- ▶ Self organized, time-consuming
- ▶ Contact either via agent or cold-calling

Targeting

- ▶ Shareholder ID
- ▶ CRM inputs
- ▶ Analyst referrals

Pitfalls / Challenges

- ▶ Targeting is difficult
- ▶ Self-organization requires additional resources

- ▶ **Better quality meetings, but limited insight into market limits access to new investors**

Early Observations Post MiFID II Introduction



In a MiFID II World: What We Want From the BuySide

Seek direct contact, let us know when you want to see us

- ▶ Establish a functional front-end for us to contact you

Voice your meeting needs

- ▶ Is a call sufficient? Does it have to be the C-Level or would a specialist suffice?
- ▶ How often would you like to see us?

Do not neglect the brokers

- ▶ Reward good service

Give us feedback

- ▶ We prefer to hear it from you directly

Be prepared

- ▶ You should clear the basics with IR before you see C-Level

WACKER: Issuer, Contact and Additional Information

Issuer and Contact

Wacker Chemie AG
Hanns-Seidel-Platz 4
D-81737 Munich

Investor Relations contacts

Joerg Hoffmann, CFA
Tel. +49 89 6279 1633
joerg.hoffmann@wacker.com

Scott McCollister
Tel. +49 89 6279 1560
scott.mccollister@wacker.com

Monika Stadler
Tel. +49 89 6279 2769
monika.stadler.ir@wacker.com

Financial Calendar

07/26/18 – Q2 Results 2018
10/25/18 – Q3 Results 2018

Additional Information

ISIN: DE000WCH8881
WKN: WCH888
Deutsche Börse: WCH



WACKER Publications



WACKER

CREATING TOMORROW'S SOLUTIONS

Thank you for your interest.

