

A photograph of two people from behind, embracing on a grassy hill. The person on the left has curly hair and is wearing a mustard-colored sweater, pointing towards the horizon. The person on the right is wearing a red knit hat and a grey patterned sweater. In the background, there is a large body of water reflecting the sunset, with mountains in the distance under a soft, golden sky.

Innovative by nature

Lenzing Investor Presentation

FY Results 2018
March 14, 2019

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- Certain figures in this presentation have been rounded in accordance with commercial principles and practice. Such figures that have been rounded in various tables may not necessarily add up to the exact total given in the respective table.
- Definition and further details on the calculation of financial key indicators can be derived from the Half-Year Report and the Annual Report. These reports are also available online on the website of the Lenzing Group www.lenzing.com in the section "Investors".

Financial highlights FY 2018

Lenzing with solid results in a demanding market environment

- Group revenue at EUR 2,176 bn (EUR 2,259 bn in FY 2017)
- Specialties progressing well
 - Specialty prices decoupled from standard viscose prices
 - Specialty ratio already at 45.5 %
- EBITDA at EUR 382 mn (EUR 502.5 mn in FY 2017)
- Net income negatively impacted by one-offs
- ROCE at 10.3 %

Strong balance sheet

- Adjusted equity ratio at 59 %
- Net financial debt at EUR 219.4 mn; Net financial debt/EBITDA at 0.6

Proposal to keep dividend at EUR 3.00 per share and special dividend at EUR 2.00 per share¹

Thomas Obendrauf and Robert van de Kerkhof reappointed as CFO and CCO

1) Proposal to the Annual General Meeting on April 17, 2019

Strategic highlights: sCore TEN further progressing

Strengthen the Core

- Pulp expansion in progress
- Strategic 450 kt greenfield DWP mill project in Brazil announced
- Ongoing transformation of Nanjing site to specialty hub
 - Acquisition of remaining 30 % share of Chinese operation
- Investment of appr. EUR 100 mn into sustainable production technologies until 2022

Specialization

- EUR 42.8 mn R&D¹ investments in 2018
- Further increase of specialty ratio to 45.5 %
- Successful 25 kt lyocell ramp-up in Heiligenkreuz, Austria
- Lyocell project in Mobile temporarily mothballed
- Sustainable innovations LENZING™ ECOVERO™ and REFIBRA™ Technology gaining momentum



Strategic highlights: sCore TEN further progressing

Customer intimacy

- Successful launch of new brand architecture
- Opening of a new application and innovation center in Indonesia

Forward solutions

- TENCEL™ Luxe investment in 2nd pilot line
- LENZING™ Web Technology; application for 25 patents
- Austrian State Prize for smart packaging (cooperation)



Target achievement ahead of plan

	2014 (baseline)	2020 Targets	2018
EBITDA	EUR 240.3 mn	10 % p.a. ¹	12 % ¹ ✓
ROCE	-0,1 %	≥10 %	10.3 % ✓
Net financial debt/EBITDA	1.9	<2.5	0.6 ✓



Disciplined implementation of sCore TEN strategy

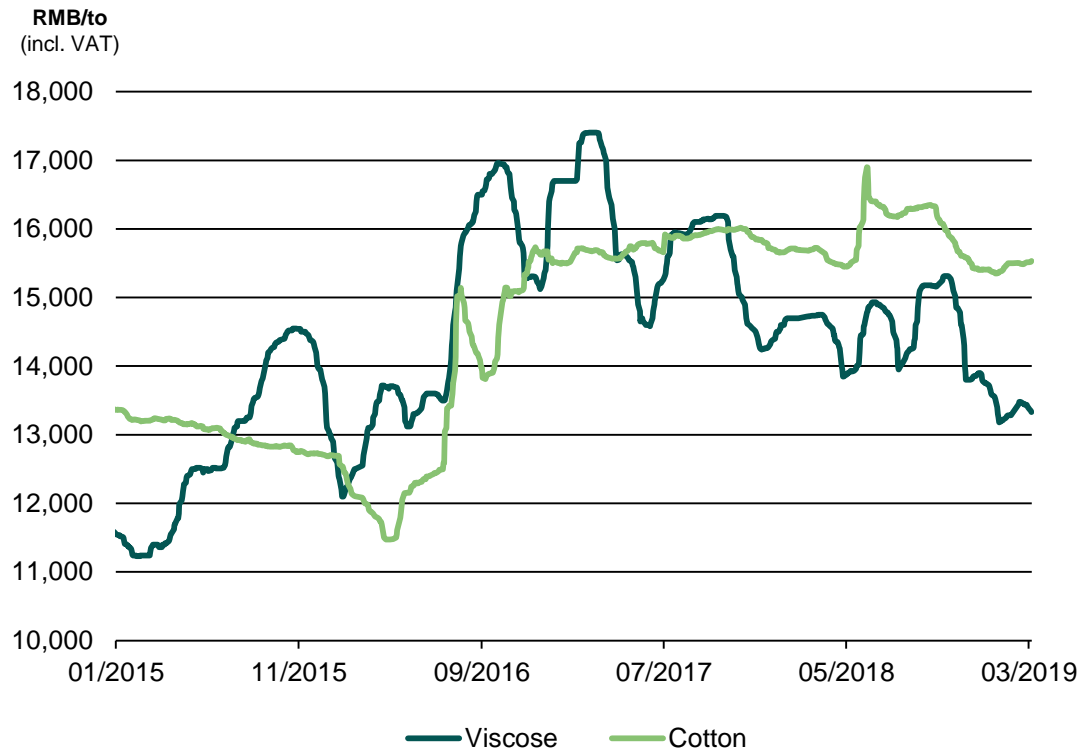
1) Average over the planning cycle, CAGR

2018

Fiber Market

Interfiber price development

Staple fiber prices in RMB/to – Development in China¹



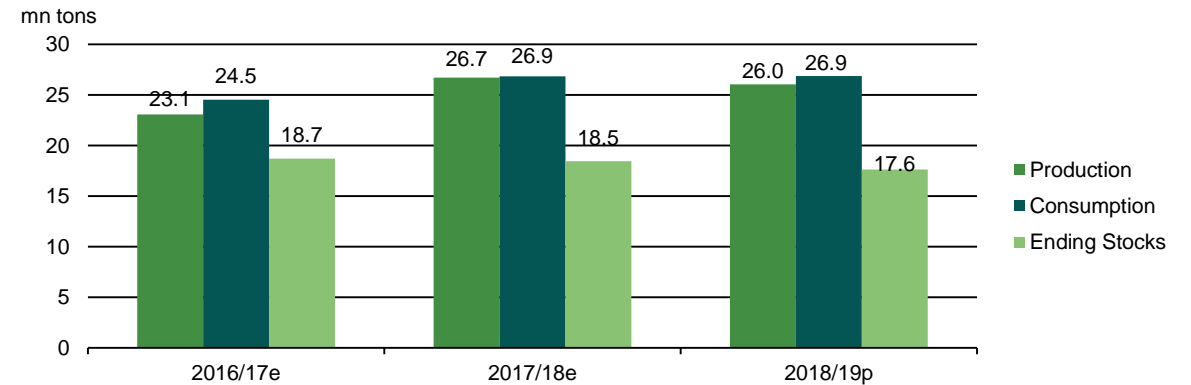
1) Price development until March 5th, 2019

Sources: China Cotton Association, China Chemical & Fiber Economic Information Network, China Chemical Fiber Group

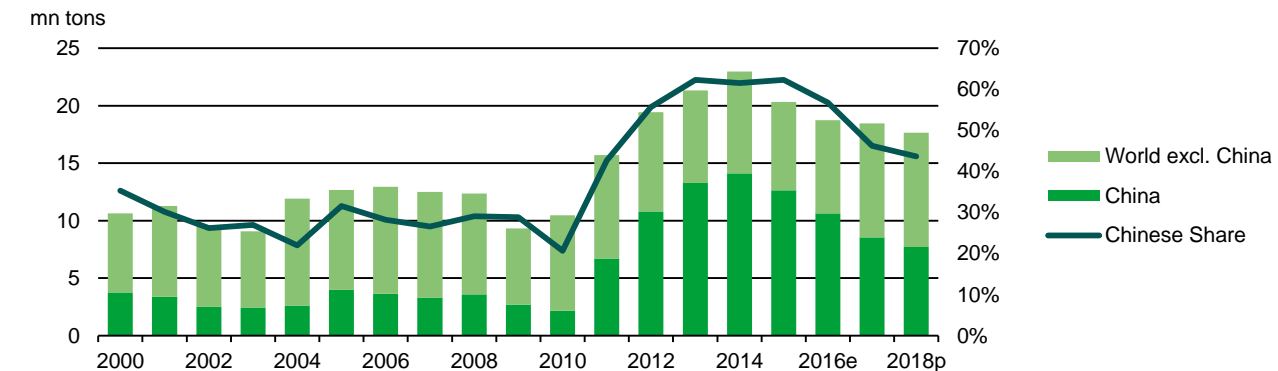
Cotton market

- In 2018 average Cotlook A-Index at 91.4 US cents/lbs (9.5 % higher y-o-y)
- Lower Cotlook A-Index price projection at 87 US cents/lbs due to trade uncertainties and concerns for economic growth
- Consumption to stay on high level
- Further decline in production
- Reduction in stocks – mainly in China

Cotton market



Cotton stocks and China's share



Sources: Cotton Outlook, ICAC March 1, 2019
percentage-changes based on exact figures

Chinese viscose staple fiber market

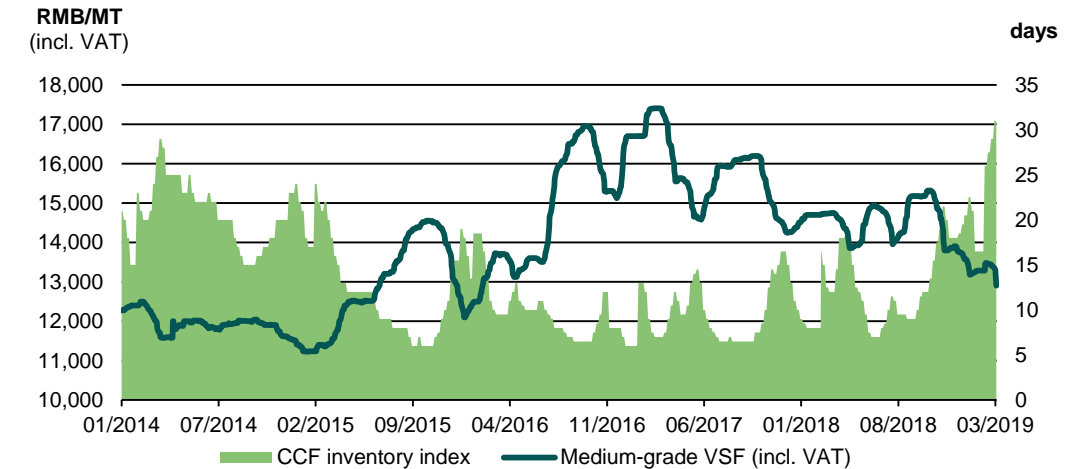
- VSF average price 2018 at 14.525 RMB/to (-8 % y-o-y)
 - Year-end price at 13.600 RMB/ton
- Year-end VSF inventory at 20 days
- Average utilization rate at appr. 83 % (lower y-o-y)
 - Environmental protection maintenance
 - Total output increased due to capacity expansion
- Dissolving wood pulp price stable y-o-y (at 920 to 940 USD/ton)
- Caustic soda prices in Europe remained on a high level but softened in Asia in H2/2018

1) Viscose staple fibers, price development until March 1st, 2019

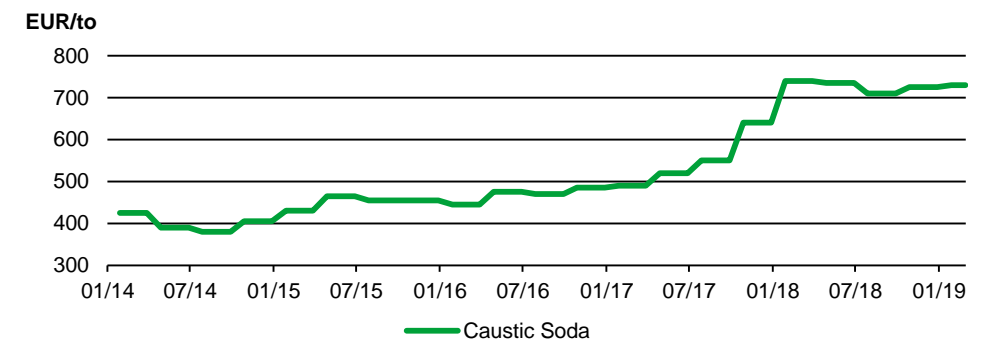
2) Caustic Soda, price development until February, 2019

Sources: China Chemical Fiber Group, IHS Markit

VSF¹ price trend and inventory of China

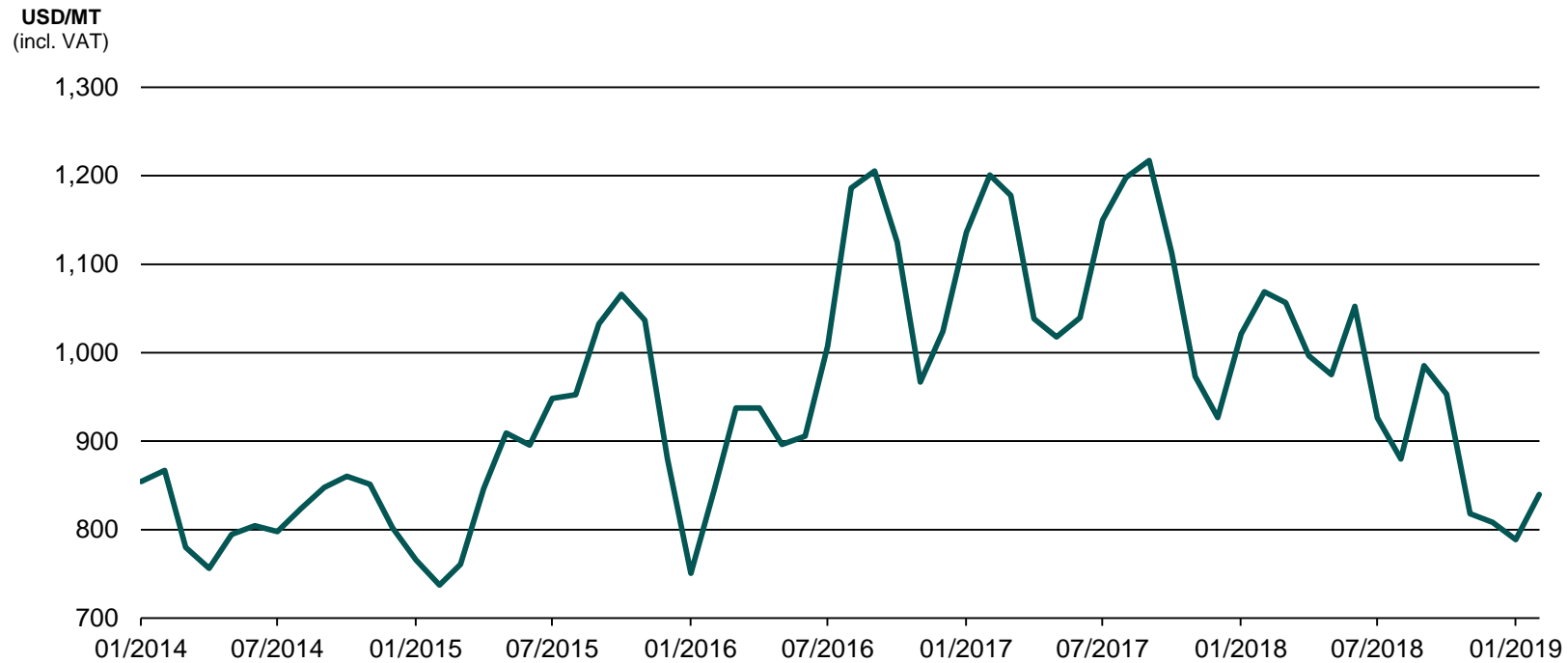


IHS index² (Caustic soda, IHS Europe low)



The viscose conversion margin over pulp is close to historic lows

Conversion Margin VSF China (2014-2019)¹



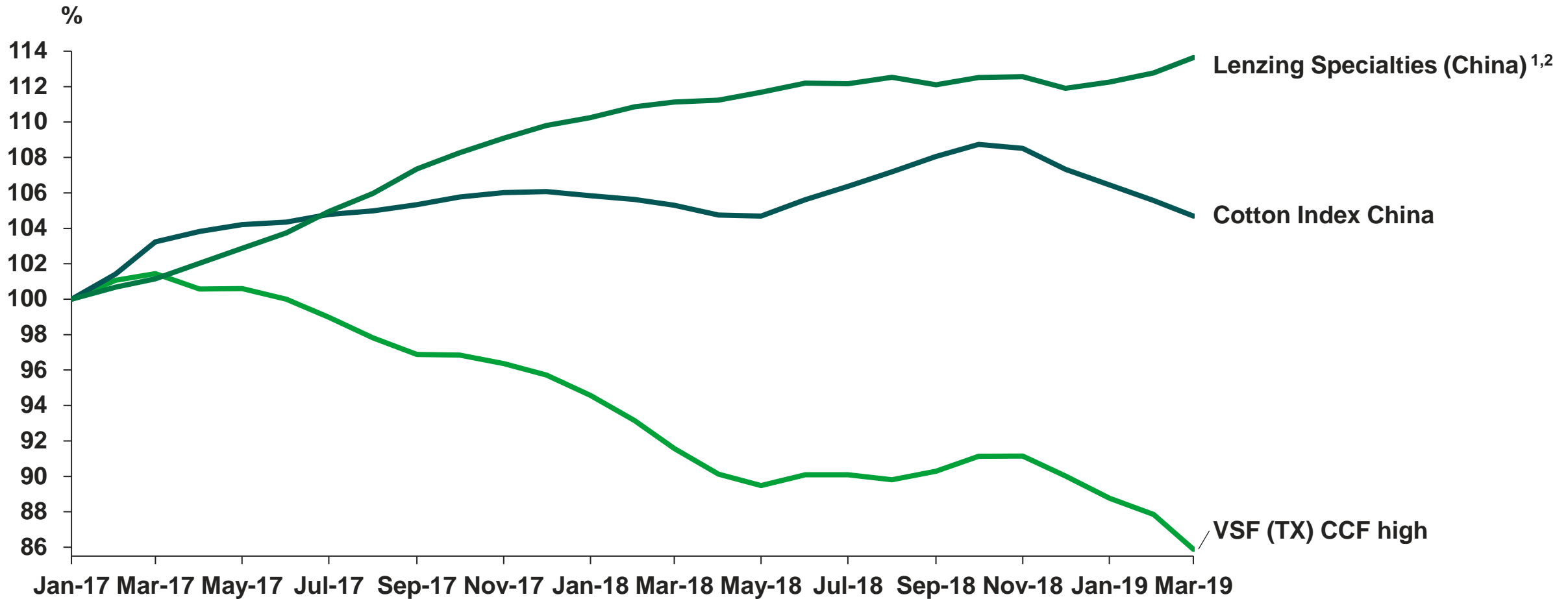
1) Conversion Margin = VSF - Imported Hardwood DWP

Source: CCFG

2018

Lenzing

Specialty fiber performance increases resilience



1) 6M average in % from 01/2017 excluding FX-Effect

2) Lenzing's specialties: LENZING™ Lyocell, LENZING™ Modal, LENZING™ Specialty Viscose

New brand architecture well established

Lenzing

Innovative by nature

Launch of
www.tencel.com
www.veocel.com
www.lenzingindustrial.com

For Textile
B2C Specialties

For Nonwovens
B2C Specialties

For Industrial & Textile
Core

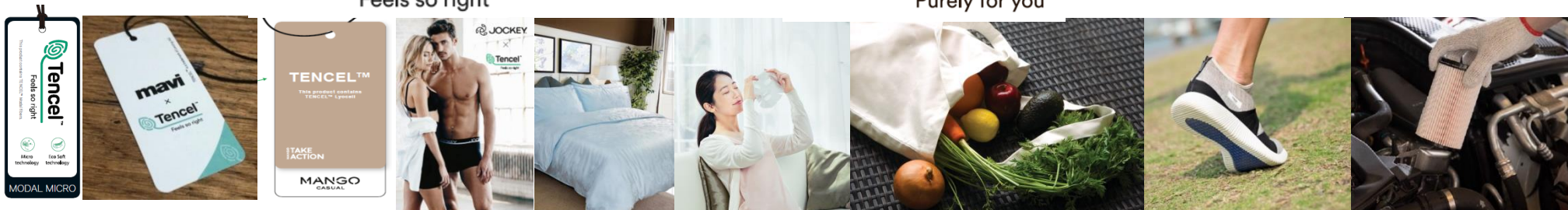
 **Tencel™**

Feels so right

 **Veocel™**

Purely for you

LENZING™



Measurable improvement across key indicators

3 core product brands

Instead of 134 trademarks

#1 sustainable brand

Lenzing ingredient brand leader in sustainability in textile, nonwoven and industrial

+41 % more certifications

Increase in fabric certification in the new E-branding system (launched Feb. 2018)

+67 % more licences

Increase in license application in the new E-branding system

95 mn branded textile products

+18 % - strong increase in visibility

421 k website traffic

Website traffic on www.tencel.com

6.9 bn media impressions

Total PR impressions on TENCEL™, LENZING™, LENZING™ ECOVERO™

25 % brand awareness

Aided awareness of TENCEL™ in apparel and home textiles

Comparison Feb. to Dec. 2018 vs. 2017

Sustainability: a key business and innovation driver

Partnering for change

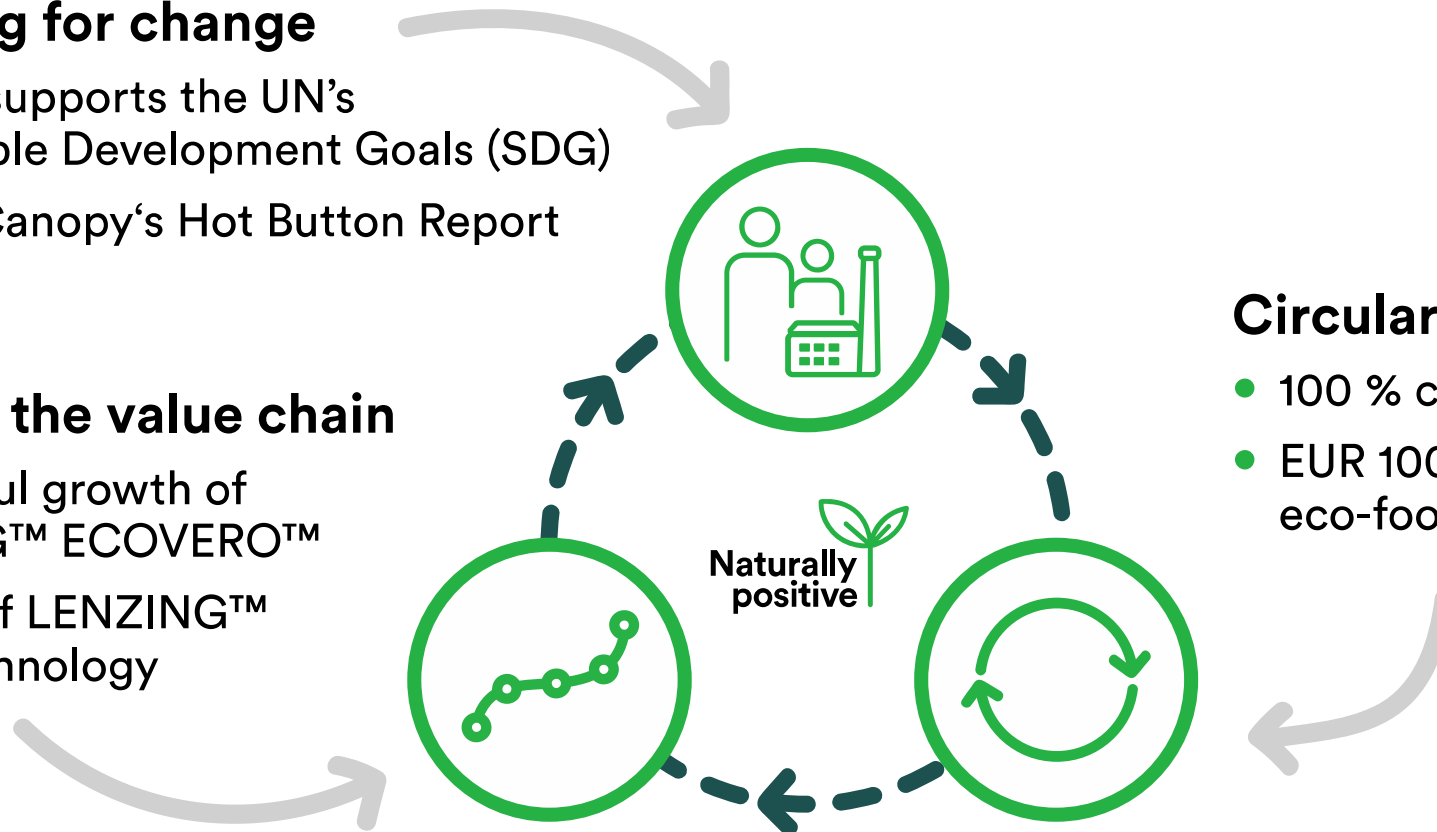
- Lenzing supports the UN's Sustainable Development Goals (SDG)
- No. 1 in Canopy's Hot Button Report

Greening the value chain

- Successful growth of LENZING™ ECOVERO™
- Launch of LENZING™ Web Technology

Circularity

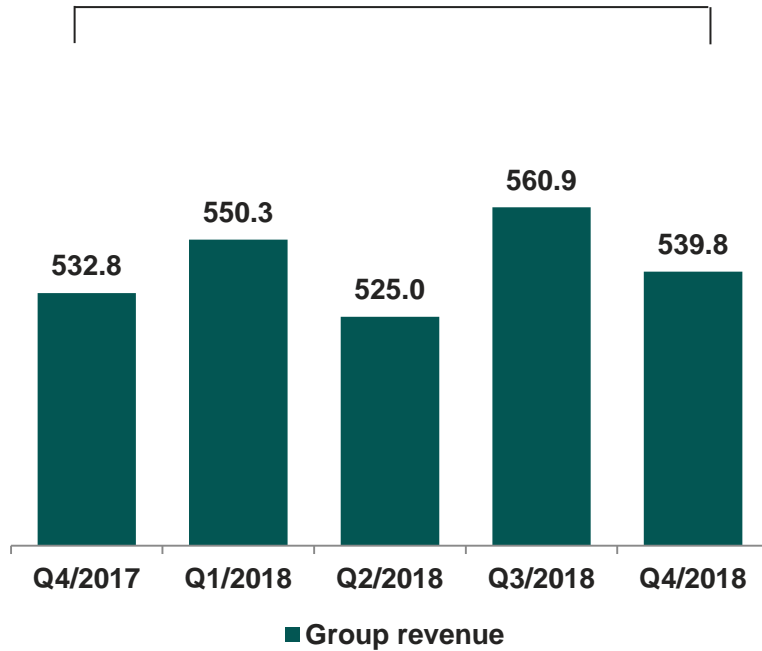
- 100 % circular business model
- EUR 100 mn investment in eco-footprint improvements



Financials – Revenue

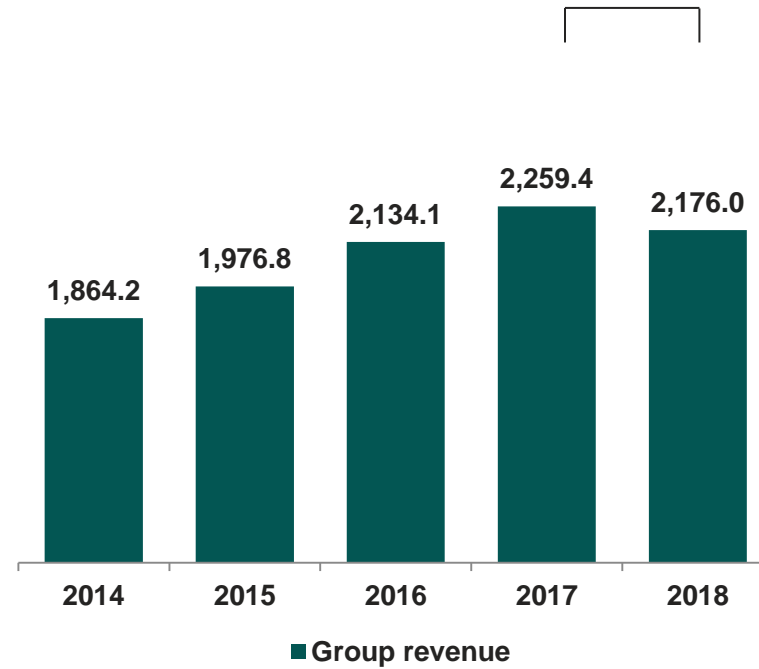
EUR mn

+1.3 %

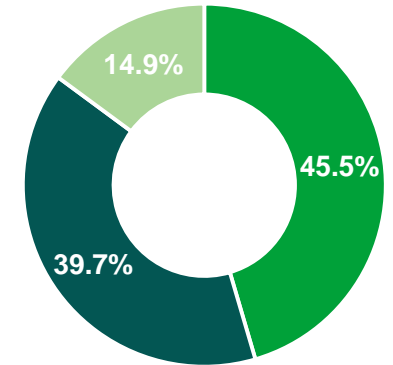


EUR mn

(3.7) %



Share of specialty fibers in 2018



- Specialty fibers 1
- Standard fibers
- Other business areas

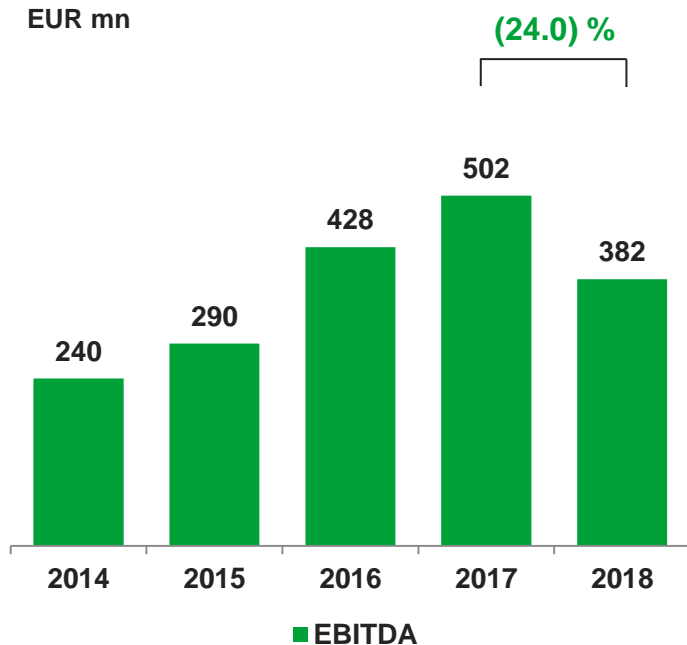
1) LENZING™ Lyocell, LENZING™ Modal, LENZING™ Specialty Viscose

Financials 2018 – Earnings

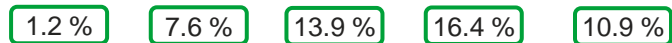
EBITDA margin



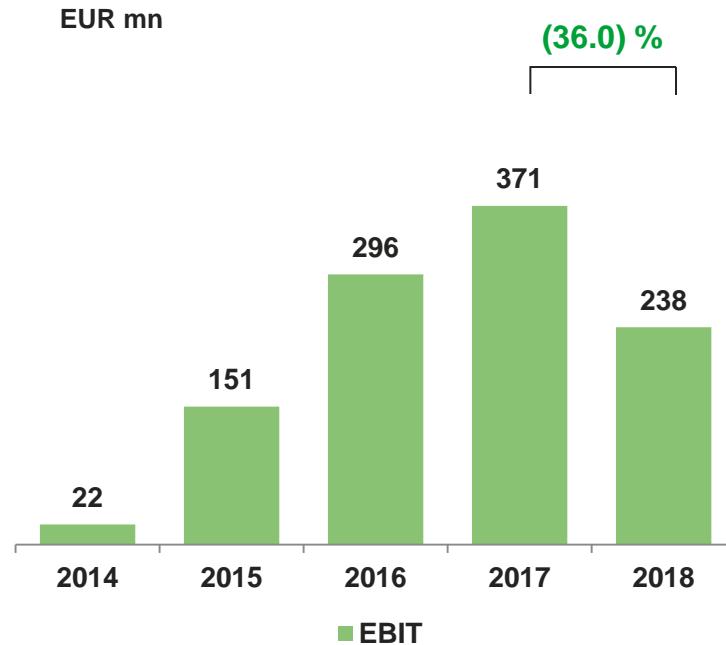
EUR mn



EBIT margin



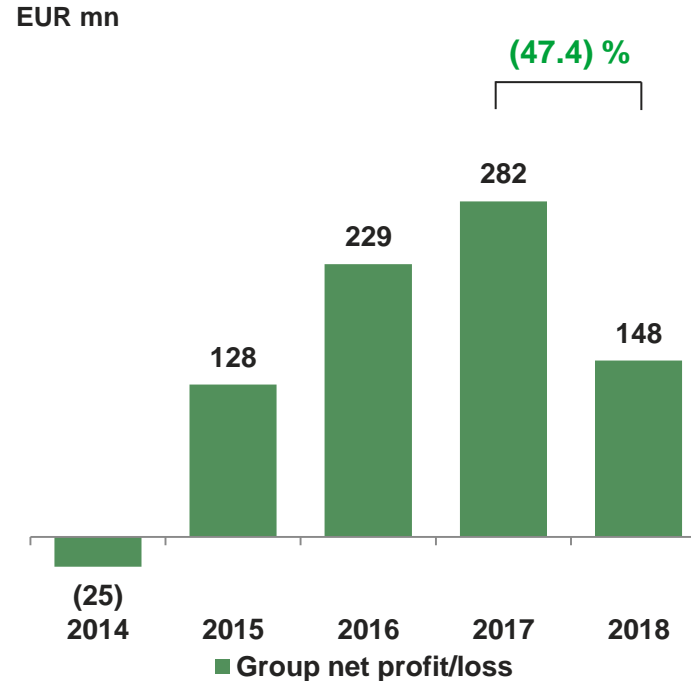
EUR mn



EPS^{1,2} (EUR)



EUR mn



1) Error correction in accordance with IAS 8 (see Consolidated Financial Statements 2016 of the Lenzing Group)

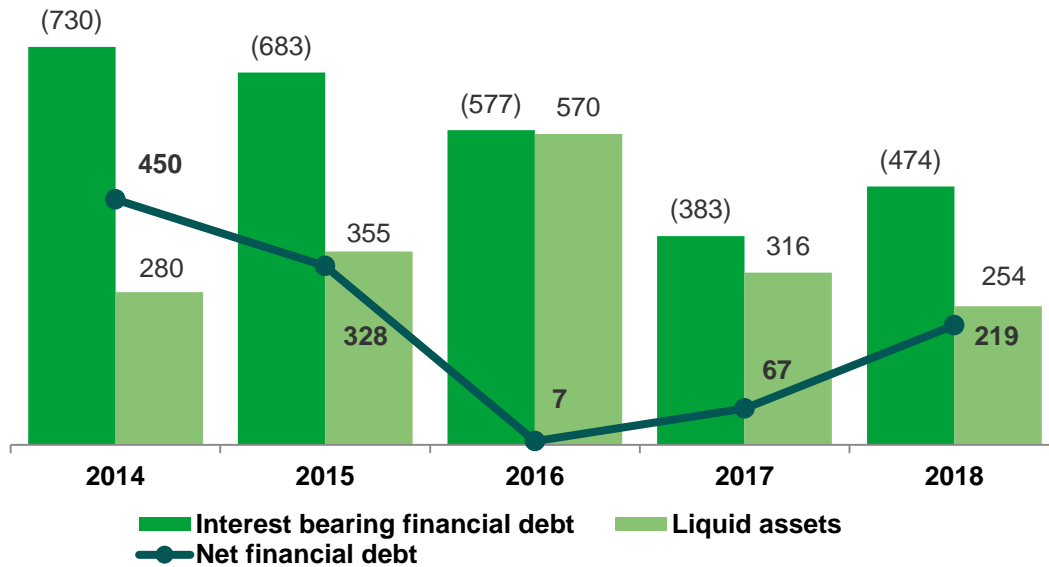
2) Attributable to Lenzing AG shareholders

Net income 2018 impacted by one-offs

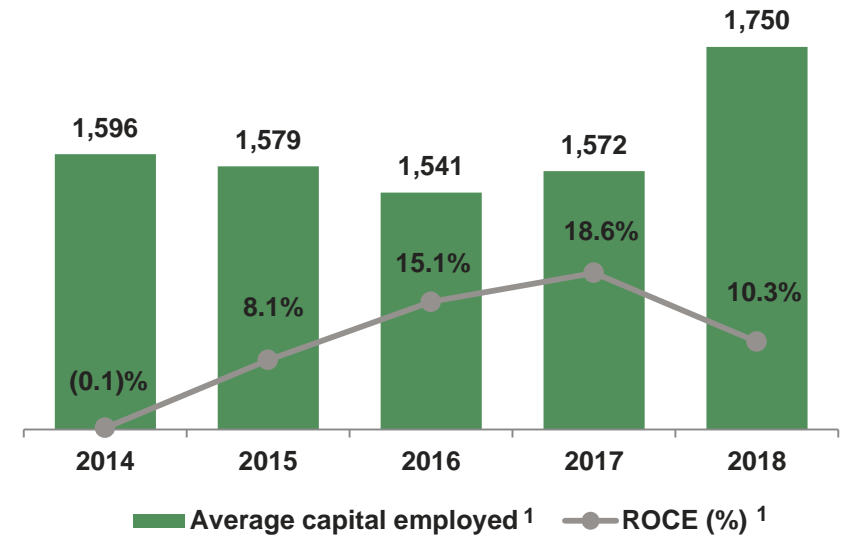
	(EUR mn)
Impairment of assets under construction	-8.6
Impairment on financial assets	-9.1
Effect out of acquisition of remaining 30 % shares in Chinese operation	-21.4
Tax effect one-offs	+3.6

Financials – Key figures (1/2)

EUR mn



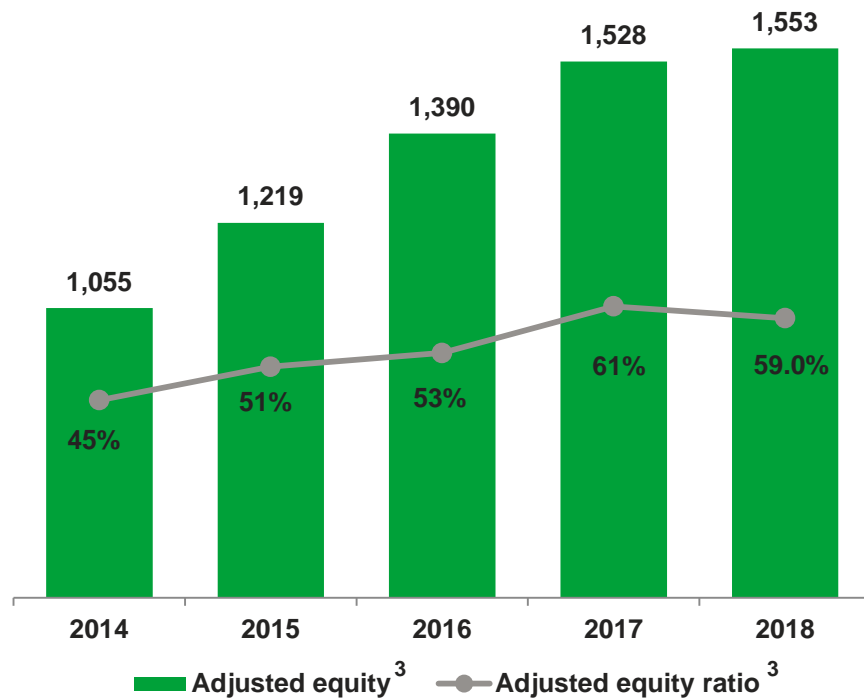
EUR mn



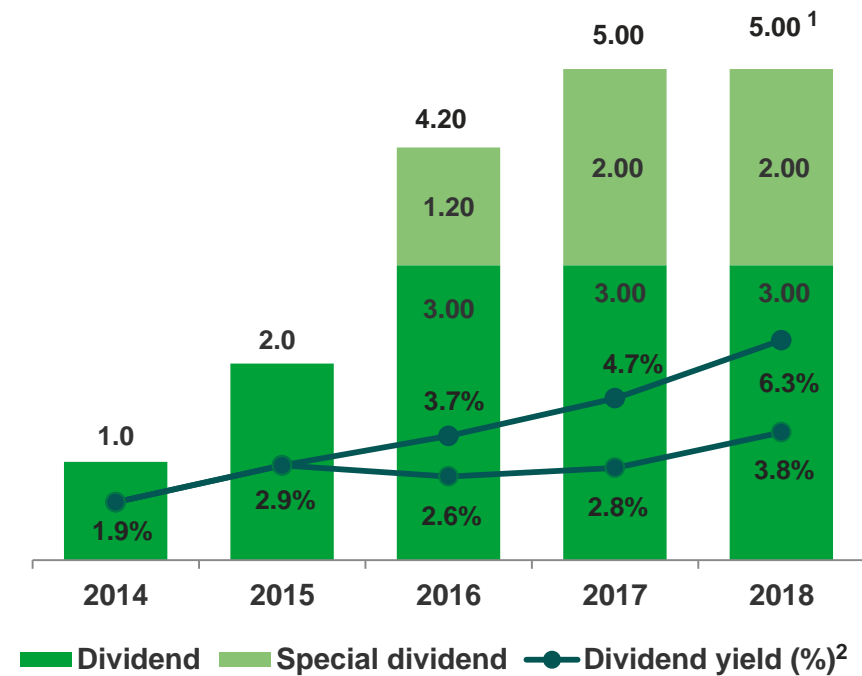
1) Error correction in accordance with IAS 8 (see Consolidated Financial Statements 2016 of the Lenzing Group)

Financials – Key figures (2/2)

EUR mn



EUR

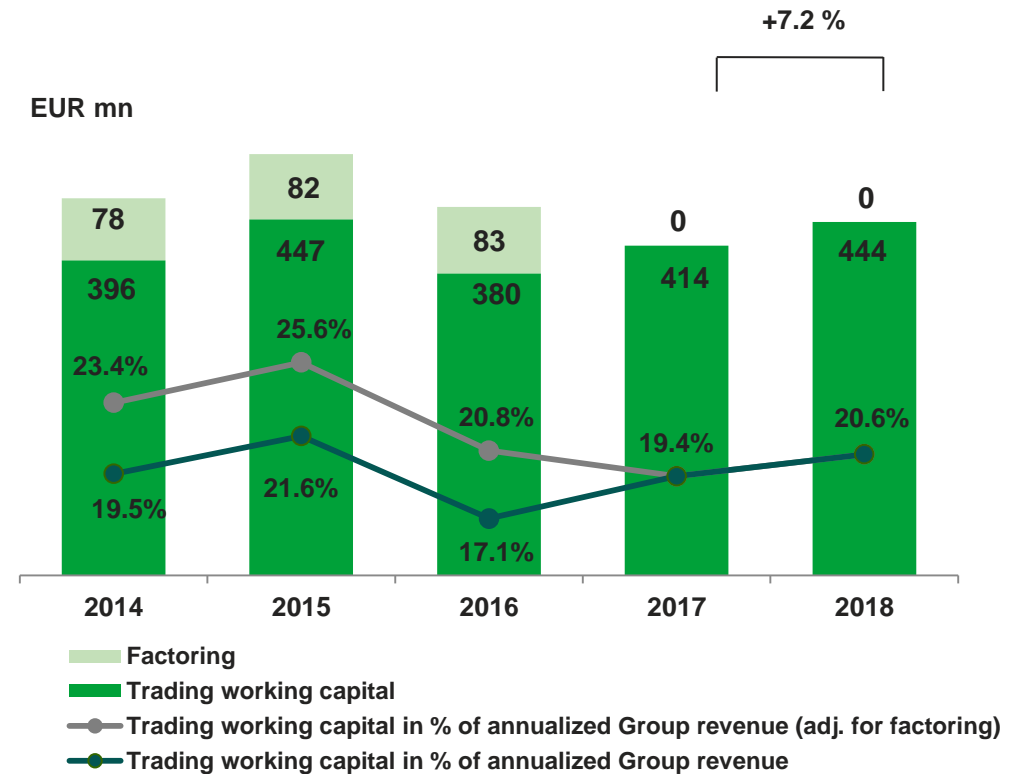
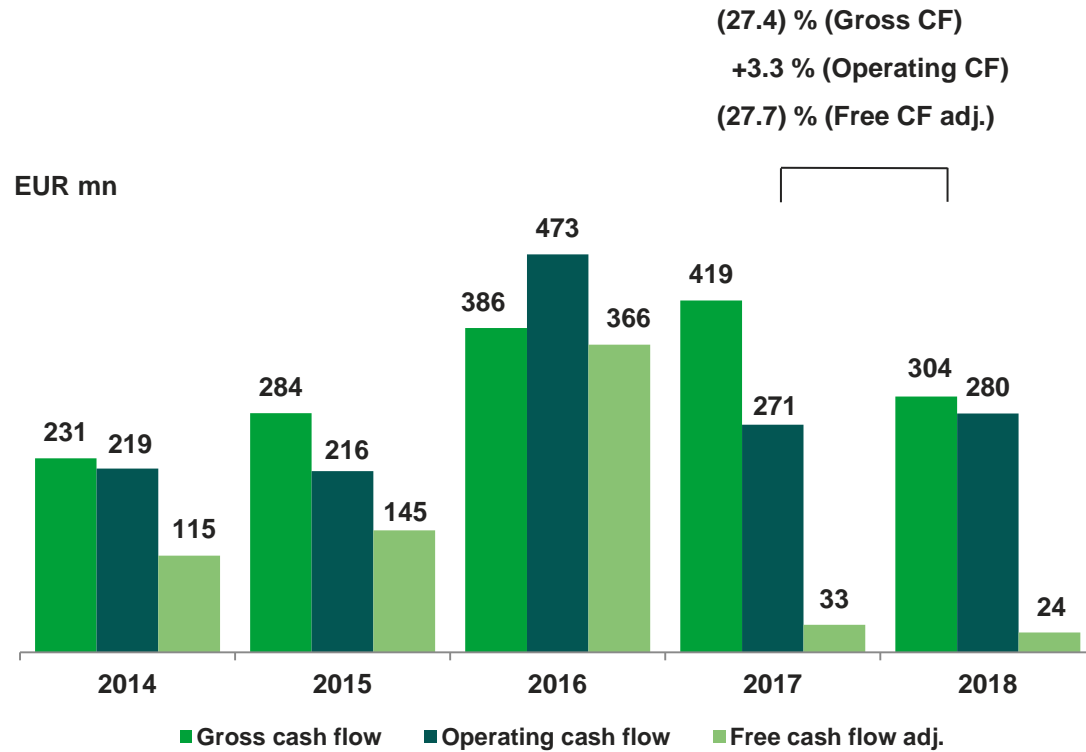


1) Proposal to AGM on April 17, 2019

2) Dividend yield based on last share price of the year

3) Error correction in accordance with IAS 8 (see Consolidated Financial Statements 2016 of the Lenzing Group)

Cash flow development and trading working capital



Outlook



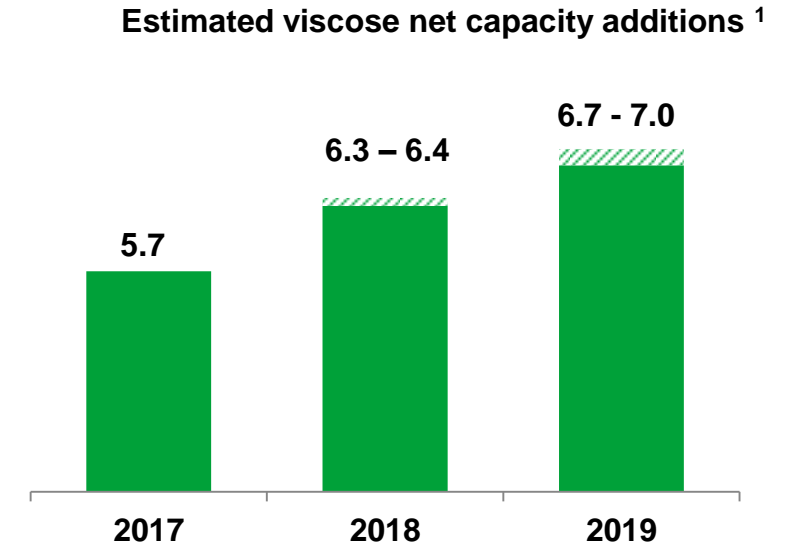
Strategy execution 2019: Stay the course

- **Two major decisions to be taken**
 - 450 kt greenfield DWP mill project in Brazil appr. in H2
 - Thailand lyocell project appr. in H2
- **Spezialisation**
 - Finalize second TENCEL™ Luxe pilot line
 - Expansion of LENZING™ ECOVERO™ production in China
- **Target of appr. 50 % specialties' share of revenue by 2020 confirmed**



Business challenges 2019

- Economic uncertainty
- Further viscose net capacity additions to come on stream¹
- Standard viscose prices to stay volatile and lower than in 2018
- Caustic soda prices in Europe remain so far on higher level than ROW
- FX rate fluctuations



1) Source: Official data from various sources and Lenzing estimates

Outlook 2019 – Fiber market and Lenzing Group

The International Monetary Fund expects a slowdown of global economic growth to 3.5 percent in 2019, mainly driven by increasing protectionist tendencies and growing geopolitical tensions. The currency environment in the regions relevant to Lenzing will remain volatile.

Demand on the global fiber markets is still positive. According to preliminary calculations, cotton inventory levels should decline slightly again in 2019. Over the past months, the polyester market recovered from slower growth at the beginning of the reporting year. The price levels for cotton and polyester are expected to remain stable.

Capacity expansions for standard viscose should remain at a similar level as in the 2018 financial year. Despite strong demand, this will result in growing oversupply, which will cause even higher pressure on prices. The Lenzing Group expects the positive development of its specialty fiber business to continue.

Caustic soda prices in Asia have already declined significantly over the past months; however, there are no signs of such a development in Europe yet. Overall, Lenzing does not expect any significant changes for key raw materials that would be relevant to earnings.

Based on the current exchange rates, the Lenzing Group expects its results for 2019 to reach a similar level as in 2018 despite a much tighter market environment for standard viscose.

These developments reassure the Lenzing Group in its chosen corporate strategy sCore TEN. Lenzing is very well positioned in this market environment and will continue its consistent focus on growth with specialty fibers.

FY 2018

Financial information

FY 2018: Consolidated Group P&L

(EUR mn)	2018	2017	Change y-o-y (%)
Revenue	2,176.0	2,259.4	(3.7)
Change in inventories of finished goods and work in progress	36.4	16.8	116.8
Own work capitalized	55.7	46.1	20.8
Other operating income	57.2	49.9	14.5
Cost of material and purchased services	(1,297.3)	(1,258.0)	3.1
Personnel expenses	(374.5)	(349.4)	7.2
Other operating expenses	(271.5)	(262.4)	3.5
EBITDA/Margin	382.0/17.6%	502.5/22.2%	(24.0)
Depreciation & amortization	(147.2)	(134.6)	9.4
Income from the release of investment grants	2.8	3.1	(7.3)
EBIT/Margin	237.6/10.9%	371.0/16.4%	(36.0)
Financial result	(16.0)	(7.3)	120.3
Allocation of profit or loss to and measurement of puttable non-controlling interests	(22.4)	(6.3)	255.7
EBT/Margin	199.1/9.2%	357.4/15.8%	(44.3)
Income tax expense	(50.9)	(75.7)	(32.7)
Tax rate (%)	25.6	21.2	-
Net profit/Margin	148.2/6.8%	281.7/12.5%	(47.4)
Net profit attributable to shareholders of Lenzing AG/Margin	149.0/6.8%	278.0/12.3%	(46.4)
EPS (in EUR)	5.61	10.47	(46.4)

FY 2018: Consolidated Group P&L – Quarters

(EUR mn)	Q1/2018	Q2/2018	Q3/2018	Q4/2018	Change Q4/Q3 (%)	Q4/2017	Change Q4/Q4 (%)
Revenue	550.3	525.0	560.9	539.8	(3.8)	532.8	1.3
Change in inventories of finished goods and work in progress	(15.0)	17.8	1.9	31.6	-	20.3	56.0
Own work capitalized	15.1	13.0	11.6	15.8	36.2	13.7	15.9
Other operating income	12.8	16.7	11.7	16.0	36.6	11.3	41.2
Cost of material and purchased services	(308.6)	(317.6)	(331.3)	(339.9)	2.6	(321.3)	5.8
Personnel expenses	(91.0)	(95.0)	(96.4)	(92.1)	(4.5)	(86.3)	6.7
Other operating expenses	(62.1)	(66.8)	(62.7)	(79.9)	27.4	(65.1)	22.7
EBITDA/Margin	101.6/18.5%	93.2/17.7%	95.8/17.1%	91.4/16.9%	(4.6)	105.3/19.8%	(13.2)
Depreciation & amortization	(33.4)	(34.0)	(34.9)	(44.9)	28.9	(33.8)	32.9
Income from the release of investment grants	0.7	0.7	0.7	0.8	25.4	1.1	(22.8)
EBIT/Margin	68.9/12.5%	59.8/11.4%	61.6/11.0%	47.3/8.8%	(23.2)	72.6/13.6%	(34.8)
Financial result	(3.8)	(4.2)	(3.7)	(4.3)	17.3	2.0	-
Allocation of profit or loss to puttable non-controlling interests	(0.3)	0.4	(0.8)	(21.7)	-	(0.5)	-
EBT/Margin	64.9/11.8%	56.0/10.7%	57.0/10.2%	21.2/3.9%	(62.8)	74.1/13.9%	(71.3)
Income tax expense	(14.8)	(14.8)	(14.5)	(6.8)	(52.7)	(11.7)	(41.4)
Tax rate (%)	22.9	26.4	25.4	32.2	-	15.8	-
Net profit/Margin	50.0/9.1%	41.2/7.9%	42.5/7.6%	14.4/2.7%	(66.2)	62.4/11.7%	(76.9)
Net profit attributable to shareholders of Lenzing AG/Margin	50.1/9.1%	41.2/7.9%	42.9/7.6%	14.7/2.7%	(65.6)	62.3/11.7%	(76.3)
EPS (in EUR)	1.89	1.55	1.62	0.56	(65.6)	2.35	(76.3)

FY 2018: Topline breakdown

(EUR mn)	Q1/2018	Q2/2018	Q3/2018	Q4/2018	Change Q4/Q3 (%)	Q4/2017	Change Q4/Q4 (%)	2018	2017	Change y-o-y (%)
Breakdown of Fibers segment revenue										
Textile fibers (%)	70.4	70.3	71.6	70.9	(0.9)	69.0	2.7	70.8	70.0	1.1
Nonwoven fibers (%)	29.6	29.7	28.4	29.1	2.4	31.0	(6.0)	29.2	30.0	(2.7)
Fibers only	456.9	458.5	471.2	460.1	(2.4)	468.6	(1.8)	1,846.7	1,958.7	(5.7)
Other ¹	90.6	65.0	88.5	77.6	(12.3)	62.0	25.2	321.7	292.5	10.0
Total segment Fibers	547.6	523.4	559.7	537.7	(3.9)	530.6	1.3	2,168.4	2,251.2	(3.7)
Total segment Lenzing Technik	13.7	10.9	9.0	8.7	(3.0)	10.9	(19.9)	42.4	42.3	0.2
Other and consolidation	(10.9)	(9.3)	(7.8)	(6.7)	(14.9)	(8.7)	(23.7)	(34.8)	(34.1)	2.0
Total Group revenue	550.3	525.0	560.9	539.8	(3.8)	532.8	1.3	2,176.0	2,259.4	(3.7)

1) Includes sales of sodium sulfate and black liquor, external sales of pulp, wood and energy

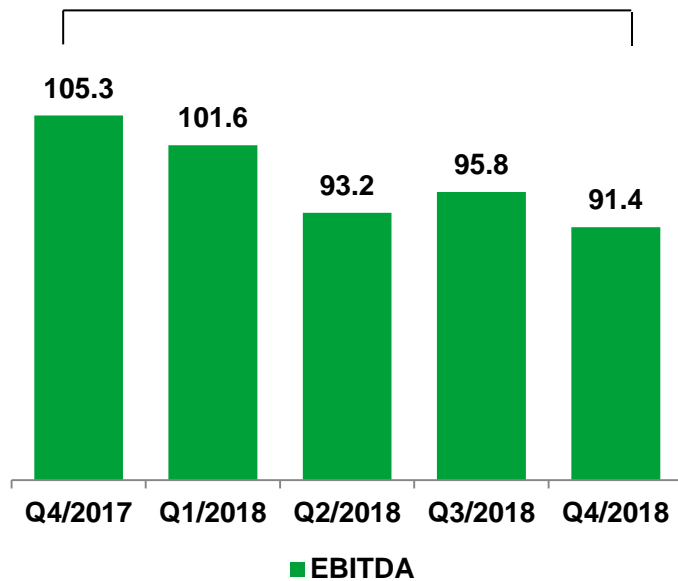
Financials 2018 – Earnings per quarter

EBITDA margin

19.8 % 18.5 % 17.7 % 17.1 % 16.9 %

EUR mn

(13.2)%

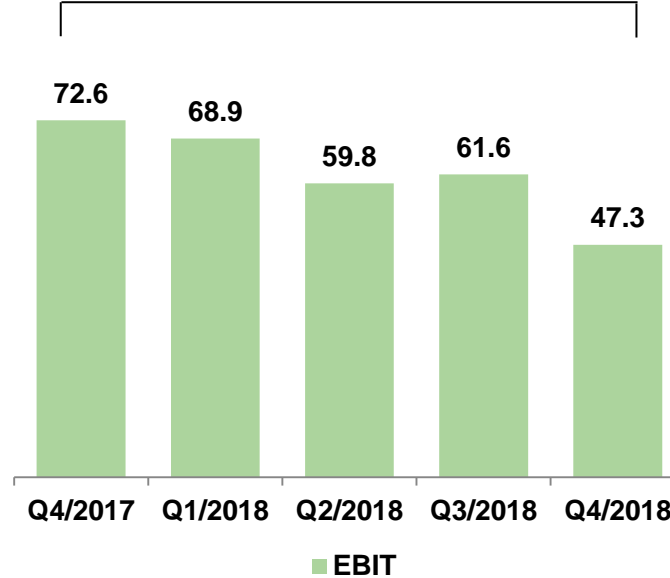


EBIT margin

13.6 % 12.5 % 11.4 % 11.0 % 8.8 %

EUR mn

(34.8)%

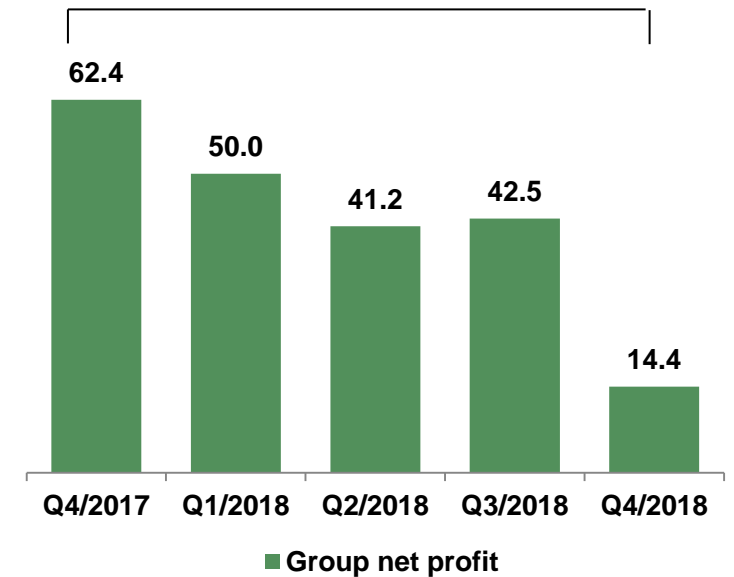


EPS¹ (EUR)

2.35 1.89 1.55 1.62 0.56

EUR mn

(76.9)%



1) Attributable to Lenzing AG shareholders

FY 2018: OPEX as of total sales

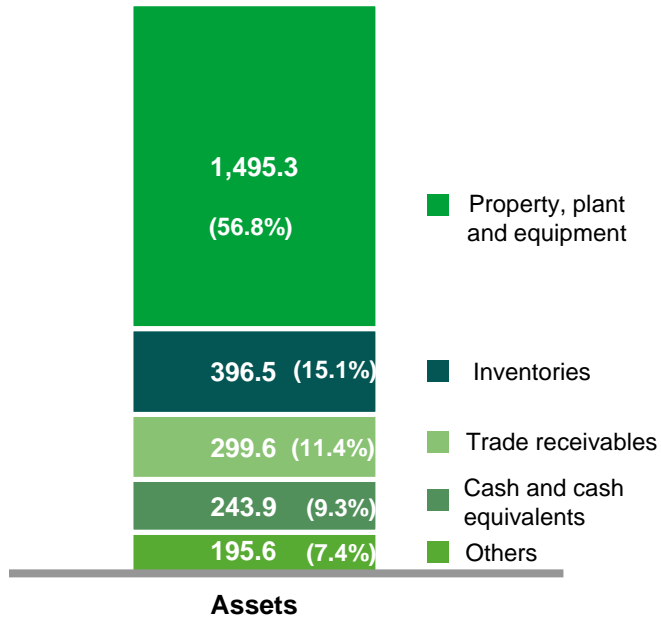
(EUR mn)	Q1/2018	Q2/2018	Q3/2018	Q4/2018	Change Q4/Q3 (%)	Q4/2017	Change Q4/Q4 (%)	2018	2017	Change y-o-y (%)
Total sales	550.3	525.0	560.9	539.8	(3.8)	532.8	1.3	2,176.0	2,259.4	(3.7)
Total OPEX¹	(461.6)	(479.4)	(490.4)	(511.8)	4.4	(472.7)	8.3	(1,943.2)	(1,869.7)	3.9
Total cost of material and purchased services	(308.6)	(317.6)	(331.3)	(339.9)	2.6	(321.3)	5.8	(1,297.3)	(1,258.0)	3.1
as % of total sales	56.1	60.5	59.1	63.0	-	60.3	-	59.6	55.7	-
Total personnel expenses	(91.0)	(95.0)	(96.4)	(92.1)	(4.5)	(86.3)	6.7	(374.5)	(349.4)	7.2
as % of total sales	16.5	18.1	17.2	17.1	-	16.2	-	17.2	15.5	-
Total other operating expenses	(62.1)	(66.8)	(62.7)	(79.9)	27.4	(65.1)	22.7	(271.5)	(262.4)	3.5
as % of total sales	11.3	12.7	11.2	14.8	-	12.2	-	12.5	11.6	-
Total sales	550.3	525.0	560.9	539.8	(3.8)	532.8	1.3	2,176.0	2,259.4	(3.7)
Total OPEX¹	(461.6)	(479.4)	(490.4)	(511.8)	4.4	(472.7)	8.3	(1,943.2)	(1,869.7)	3.9

1) Includes cost of material and purchased services, personnel expenses and other operating expenses

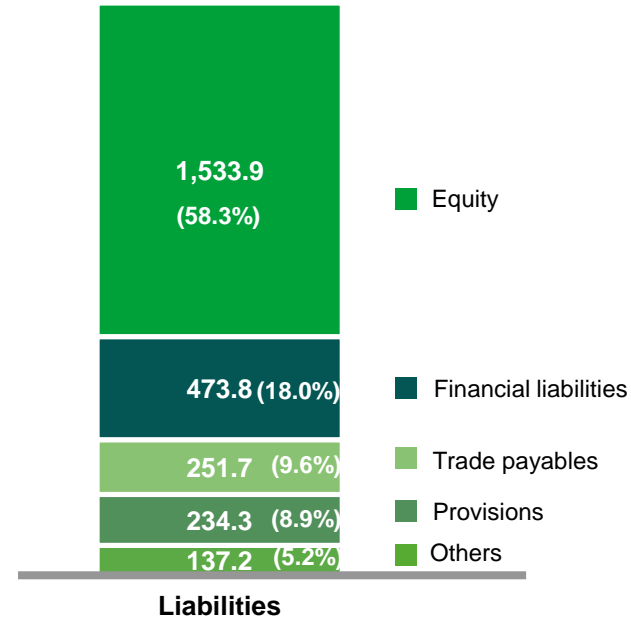
FY 2018: Solid balance sheet, strong ROCE

as at Dec. 31, 2018

Σ EUR 2,630.9 mn



Σ EUR 2,630.9 mn



According to IFRS (EUR mn)	31 Dec. 2018	31 Dec. 2017	Change in %
Total assets	2,630.9	2,497.3	5.4
Liquid assets¹	254.4	315.8	(19.4)
thereof liquid funds	243.9	306.5	(20.4)
Total liabilities	1,097.0	989.4	10.9
thereof financial liabilities	473.8	382.6	23.8
Adjusted equity²	1,553.0	1,527.7	1.7
Adjusted equity ratio (%)	59.0	61.2	-
Net gearing (%)	14.1	4.4	-
Net financial debt	219.4	66.8	228.5
Net financial debt/EBITDA	0.6	0.1	-
ROCE	10.3%	18.6%	-

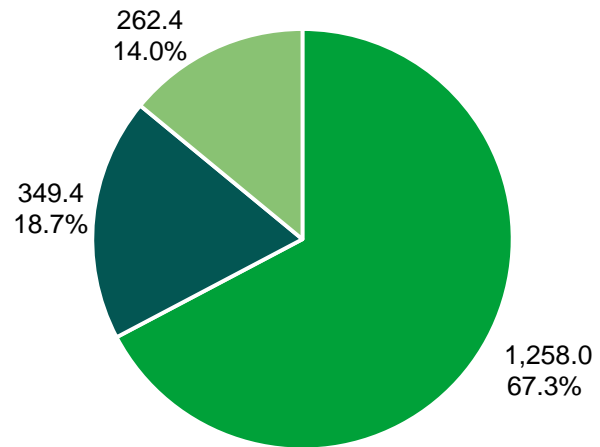
According to IFRS (EUR mn)	31 Dec. 2018	31 Dec. 2017	Change in %
Total liquidity cushion	596.0	529.6	12.5
thereof liquid assets¹	254.4	315.8	(19.4)
thereof unused credit facilities	341.6	213.8	59.8

1) Including cash and cash equivalents, liquid securities and liquid bills of exchange

2) Including government grants less proportional share of deferred taxes on government grants

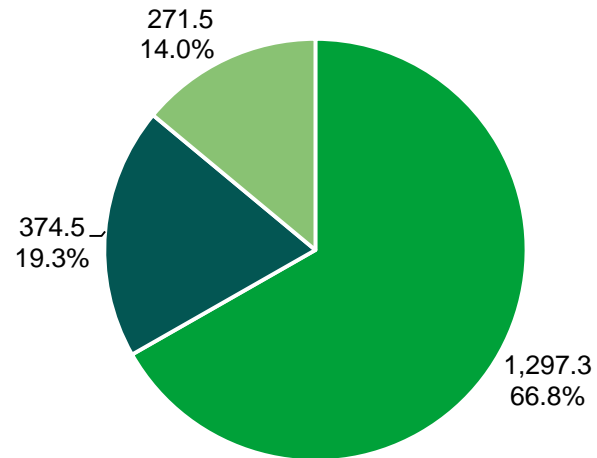
FY 2018 Total opex structure

2017 (Total Opex EUR 1,869.7 mn)



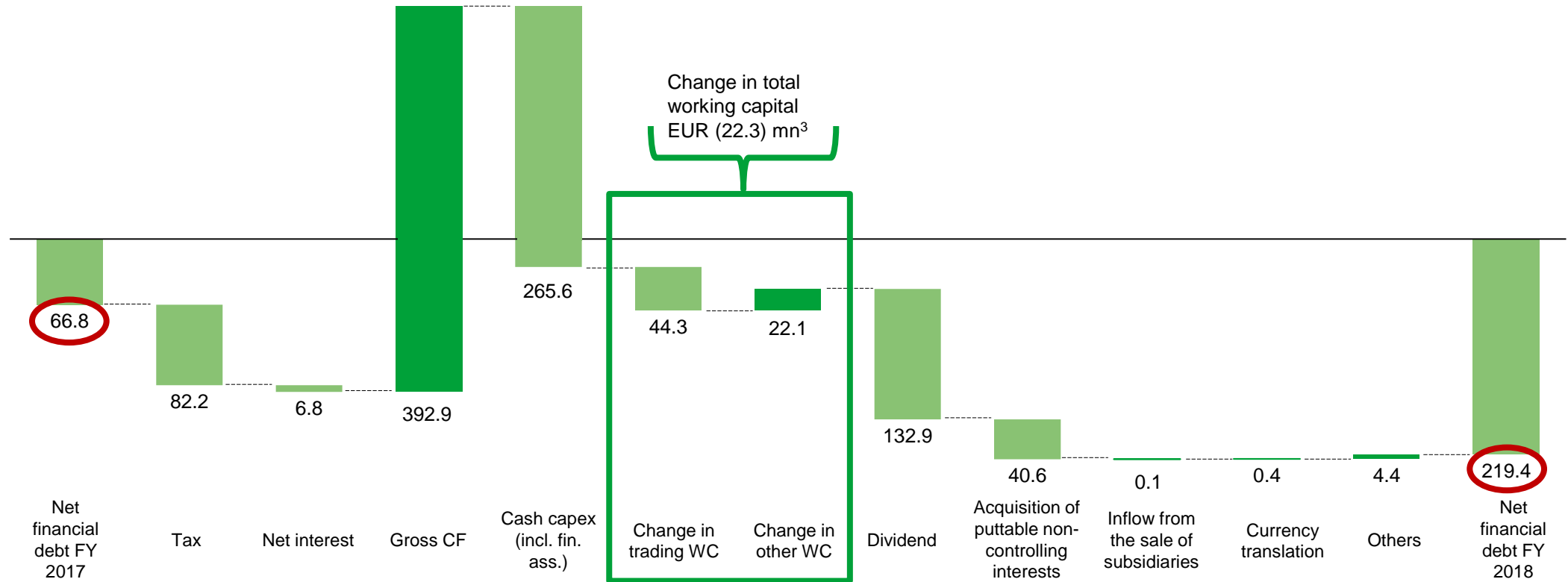
- Cost of material and purchased services
- Personnel expenses
- Other operating expenses

2018 (Total Opex EUR 1,943.2 mn)



- Cost of material and purchased services
- Personnel expenses
- Other operating expenses

FY 2018: Net debt bridge



1) Gross cash flow before taxes and interest

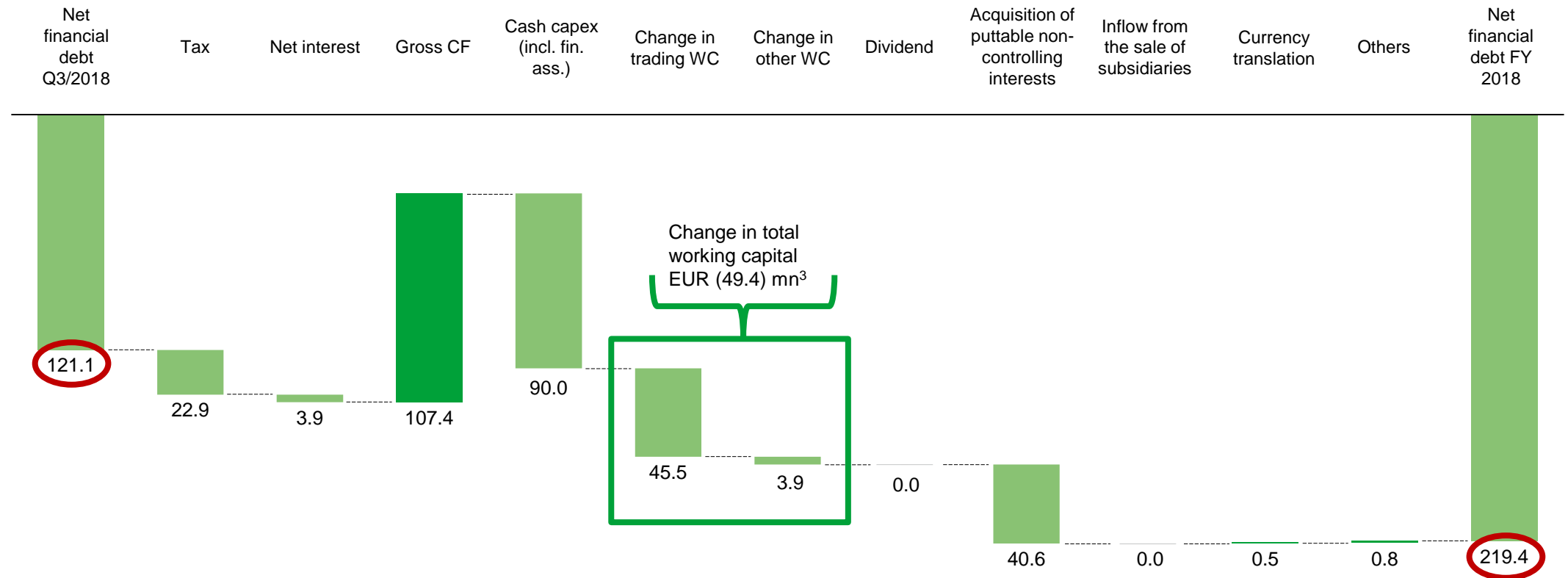
2) Including CAPEX of EUR (257.6) mn and financial assets of EUR (8.0) mn

3) Change in total working capital EUR (23.9) mn (according to cash flow statement)

Adjustment change in liquid bills of exchange EUR 1.7 mn

Change in total working capital adj. EUR (22.3) mn (according to net debt)

Q4/2018: Net debt bridge



- 1) Gross cash flow before taxes and interest
- 2) Including CAPEX of EUR (83.5) mn and financial assets of EUR (6.5) mn
- 3) Change in total working capital EUR (47.8) mn (according to cash flow statement)
 Adjustment change in liquid bills of exchange EUR (1.7) mn
 Change in total working capital adj. EUR (49.4) mn (according to net debt)

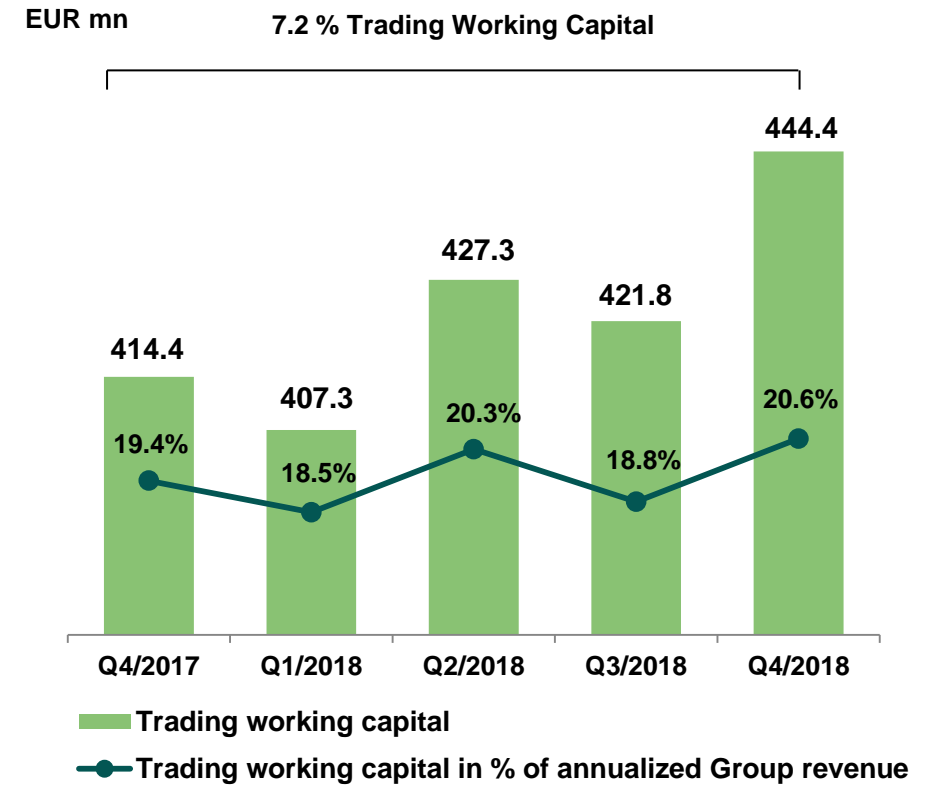
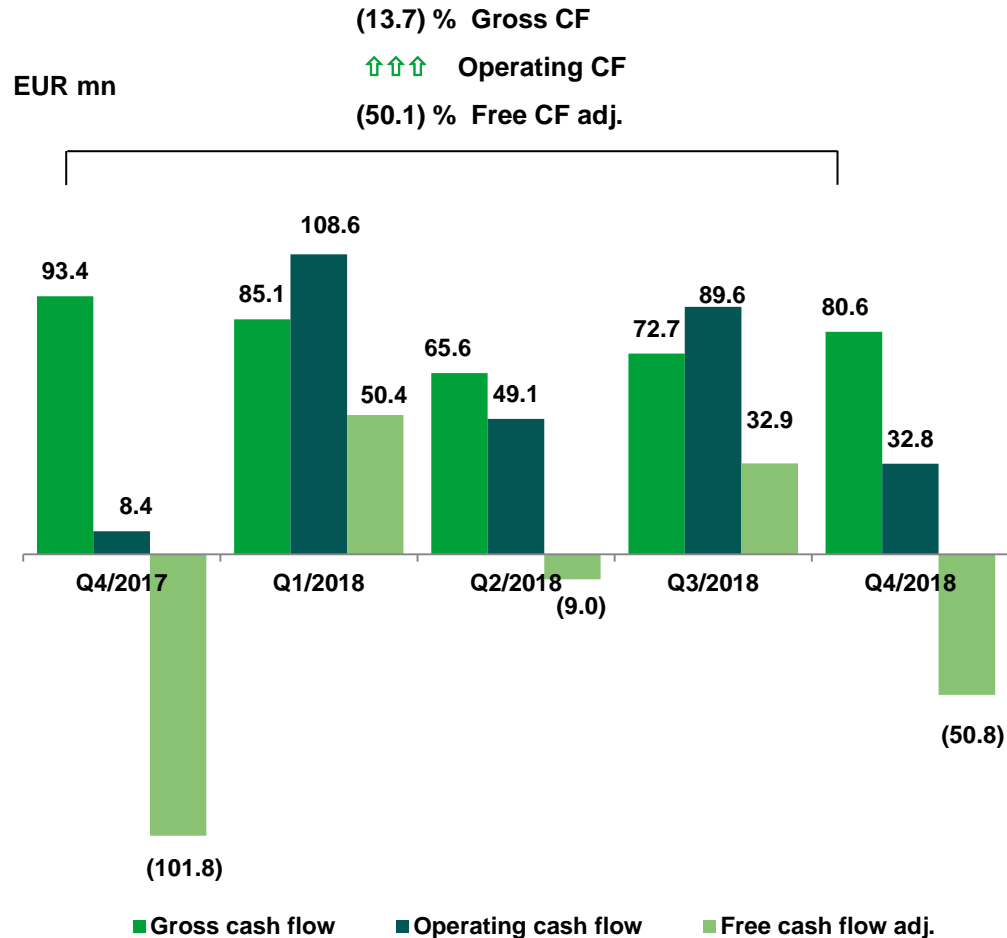
FY 2018: Cash flow by quarters

(EUR mn)	Q1/2018	Q2/2018	Q3/2018	Q4/2018	Change Q4/Q3 (%)	Q4/2017	Change Q4/Q4 (%)	2018	2017	Change y-o-y (%)
Gross cash flow (before taxes and interest)	99.1	93.3	93.2	107.4	15.3	114.8	(6.4)	392.9	511.8	(23.2)
Taxes and interest	(14.0)	(27.7)	(20.4)	(26.9)	31.5	(21.4)	25.7	(89.0)	(93.1)	(4.5)
Gross cash flow (after taxes and interest)	85.1	65.6	72.7	80.6	10.8	93.4	(13.7)	304.0	418.7	(27.4)
Change in total working capital ¹	23.5	(16.5)	16.8	(47.8)	-	(85.0)	(43.7)	(23.9)	(147.6)	(83.8)
Operating cash flow	108.6	49.1	89.6	32.8	(63.4)	8.4	-	280.0	271.1	3.3
Investment cash flow ²	(57.0)	(58.5)	(56.6)	(89.7)	58.5	(93.6)	(4.1)	(261.8)	(218.6)	19.8
Free cash flow unadj.	51.6	(9.4)	33.0	(56.9)	-	(85.2)	(33.1)	18.2	52.5	(65.3)
Net inflow from sale of subsidiary	0.0	(0.1)	0.0	0.0	-	0.0	-	(0.1)	(3.1)	(95.4)
Acquisition of other financial assets	0.6	0.7	0.2	6.5	-	5.5	18.0	8.0	6.5	22.6
Proceeds/repayments of other financial assets	(1.8)	(0.2)	(0.2)	(0.3)	55.2	(22.2)	(98.5)	(2.6)	(23.4)	(89.0)
Free cash flow adj.	50.4	(9.0)	32.9	(50.8)	-	(101.8)	(50.1)	23.5	32.6	(27.7)

1) Including trade and other working capital

2) Including investment in and proceeds from disposal of financial assets

Cash flow development and trading working capital

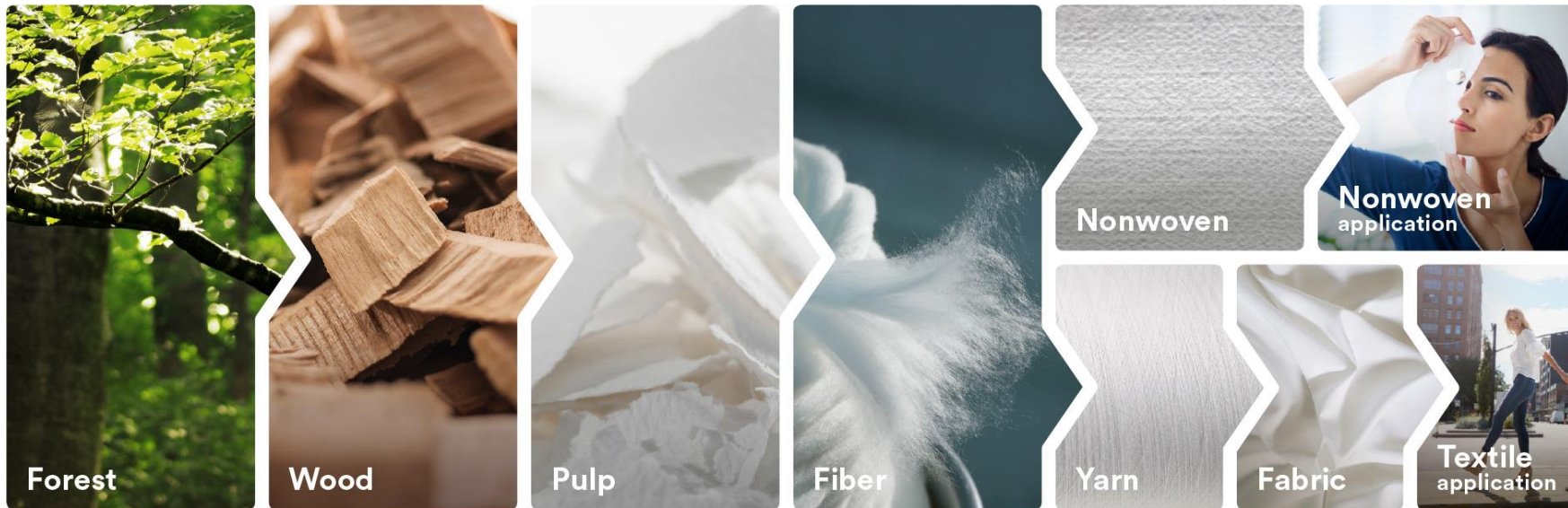
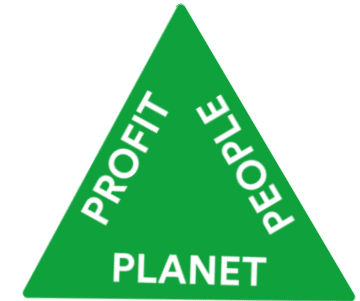


Appendix

Equity story

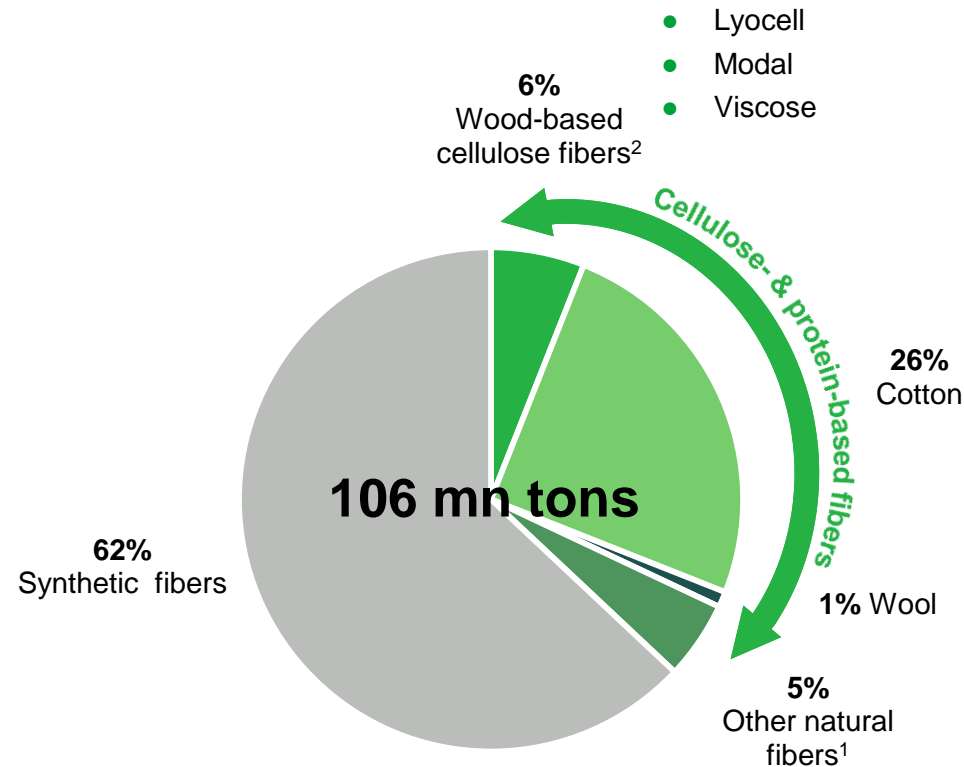
Lenzing – Our mission

“Lenzing is a performance materials company that turns CO₂ and sunlight into highly functional, emotional and aesthetic products across the globe”



Global fiber market at a glance

2018e consumption numbers



1) Incl. bast, flax, hemp, jute, silk and allied fibers

2) Wood-based and cotton linter-based cellulose fibers including Viscose, Lyocell, Modal, Acetate, Cupro, ...

Sources: CIRFS, The Fiber Year, China Chemical Fiber Group, Lenzing estimates

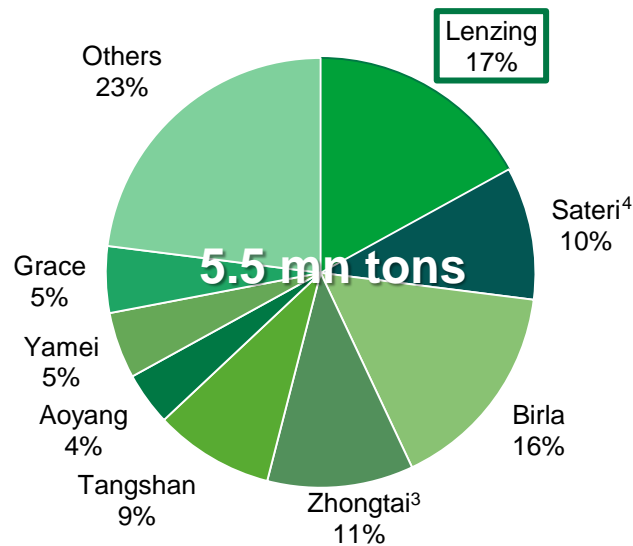
Lenzing – Market leader in all three fiber generations

Fiber Types	Market Position	Competitive Intensity
Lyocell	# 1	Low
Modal	# 1	Medium
Viscose	# 2	High

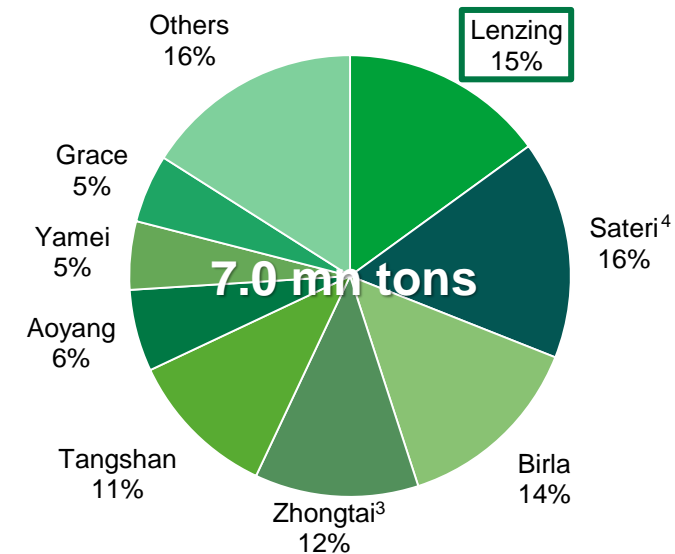
Source: China Chemical & Fiber Economic Information Network, China Chemical Fiber Group, Lenzing data

Lenzing is the only global player with European roots in the viscose staple fibers market¹ (2018e) ...

Lenzing with 17 % share of production



Lenzing with 15 % share of capacities²



1) Viscose staple fibers (including Modal and Lyocell fibers), excluding viscose filaments, acetate tow, cigarette filters

2) Based on latest available company information from company websites and annual/interim reports

3) Fulida Kuerle, Tiantai Xinjiang, Fulida Alaer, Shungquan Manasi

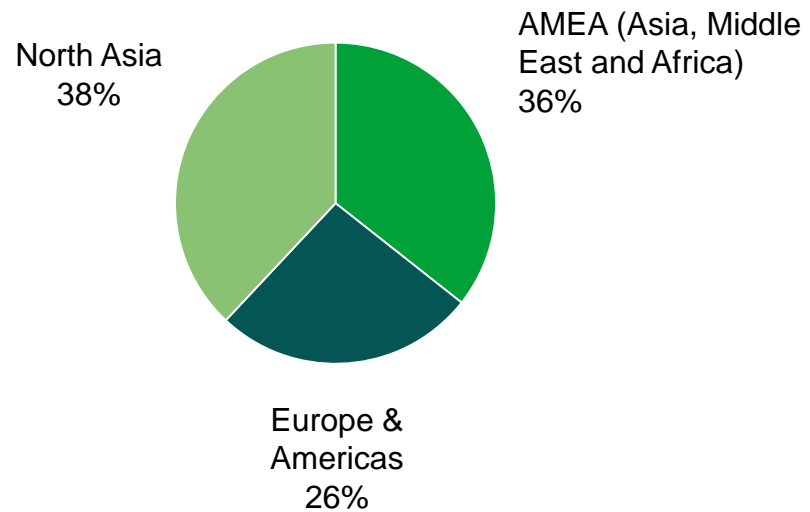
4) Sateri Fujian, Jiangxi, Jiujiang, China, Asia Pacific Rayon, Xiangsheng

Sources: CIRFS, FEB, Trade statistics, Company estimates

... and is a global leader in wood-based specialty fibers

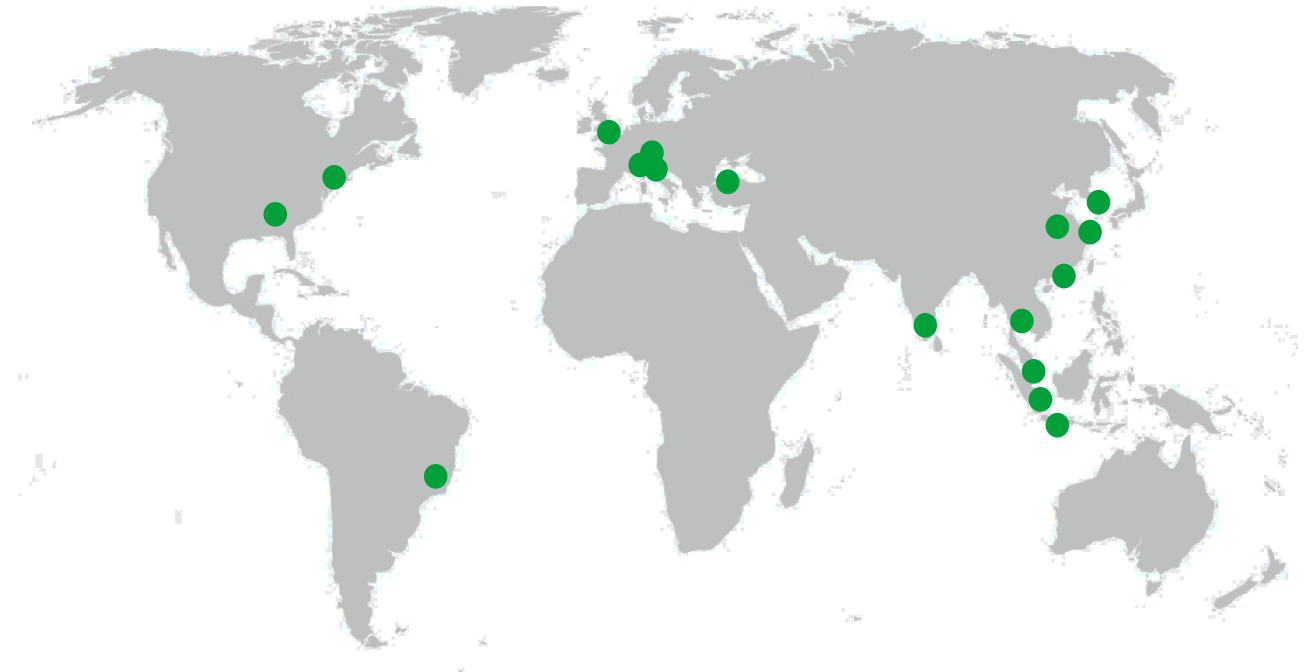
Balanced exposure to matured and emerging markets

Fiber revenue by region



Global network of production sites and sales offices

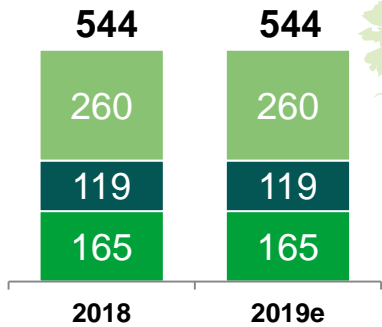
2018 footprint



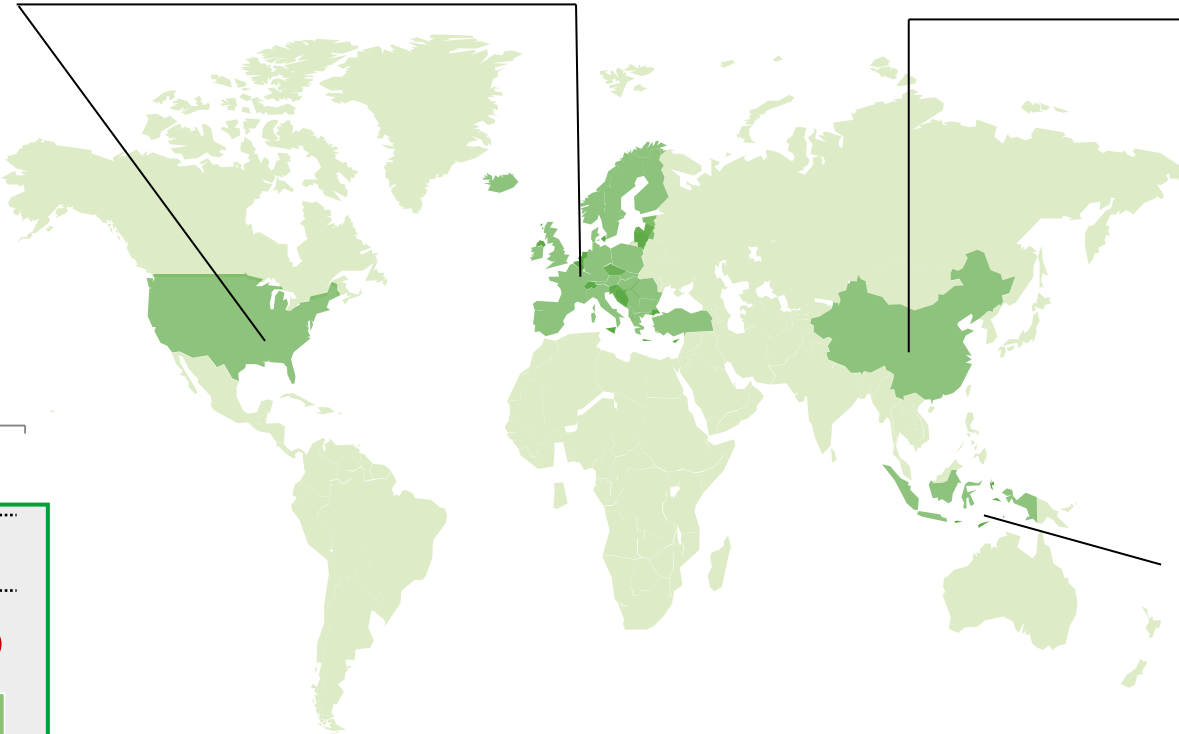
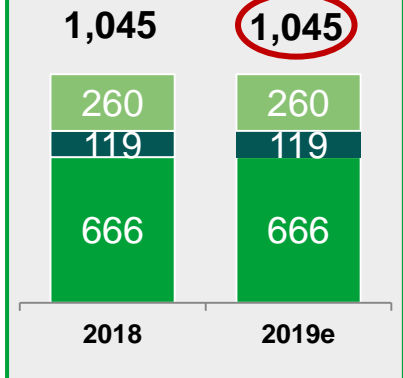
Source: Lenzing data as at December 31, 2018

Capacity 2019¹: A global footprint

Europe & Americas²

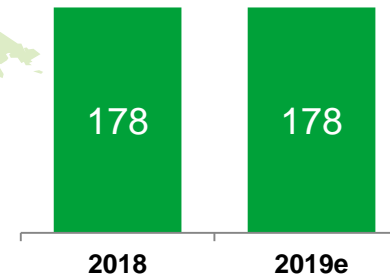


Total capacity

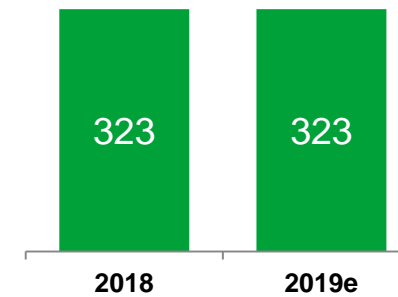


- Lyocell³
- Modal³
- Viscose³

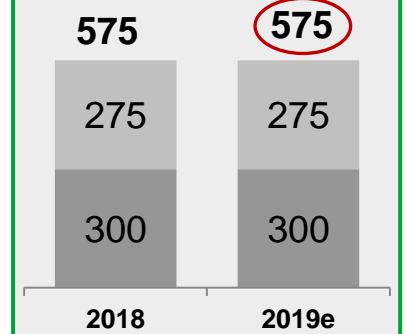
China



Indonesia



Total pulp capacity

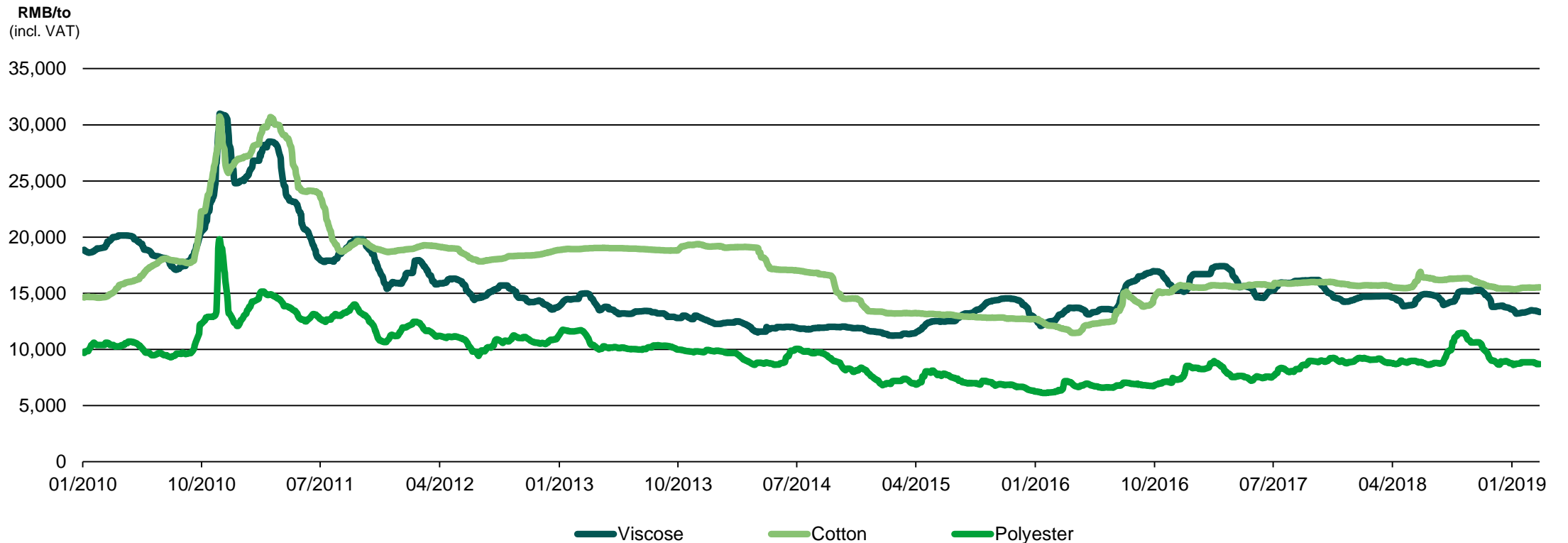


- Lenzing (A) dissolving pulp capacity
- Paskov (CZ) dissolving pulp capacity

1) Figures are shown in k metric tons, year-end name plate capacity
 2) Includes Lenzing (A), Heiligenkreuz (A), Grimsby (UK), Mobile (USA)
 3) Lenzing fiber types

Long-term interfiber price development

Staple fiber prices – Development in China¹



1) Price development until March 5th, 2019

Sources: China Cotton Association, China Chemical & Fiber Economic Information Network, China Chemical Fiber Group

Textile and Nonwovens are the two main applications

Textile



Nonwovens



Size



~90 mt



~10 mt

Regional focus



Over 90% of spinning and fabric making located in China, India and Asia-Pacific



Mainly a regional market (due to high logistic costs)

Fragmentation



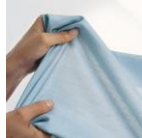
High



Low

Top 5 to 10 players hold between 60-80% share

Decision making



Brands/retailers with some influence of fabric makers



Brands and converters

Key drivers



- Ongoing trend towards lower cost fashion
- Trends towards sustainability, convenience and functionality
- Volatile demand due to fast fashion and changing trends



- Due to disposability of products high focus on cost
- Flushability and bio-degradable is an emerging differentiator
- Wood-based fibers¹ adding performance to products

End users



Markets strongly driven by end-consumers

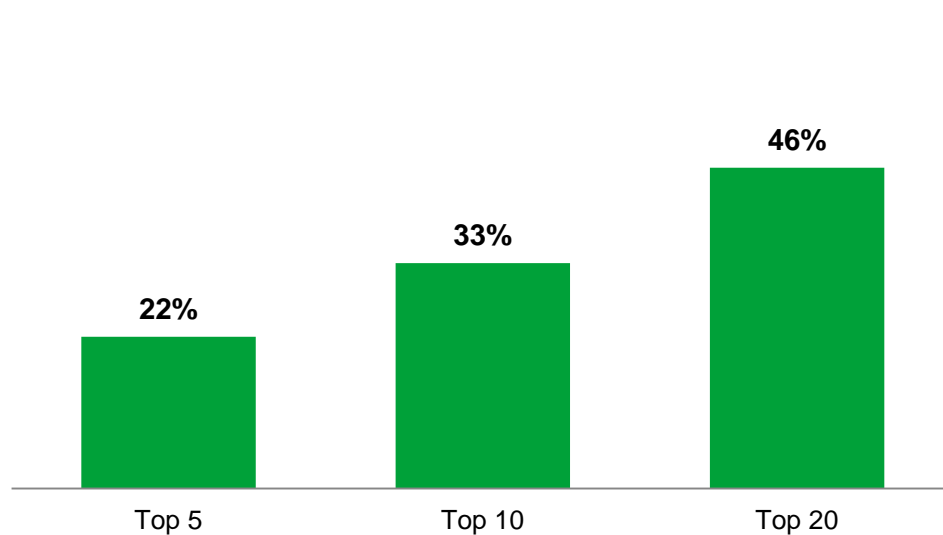


Strong focus on application of product

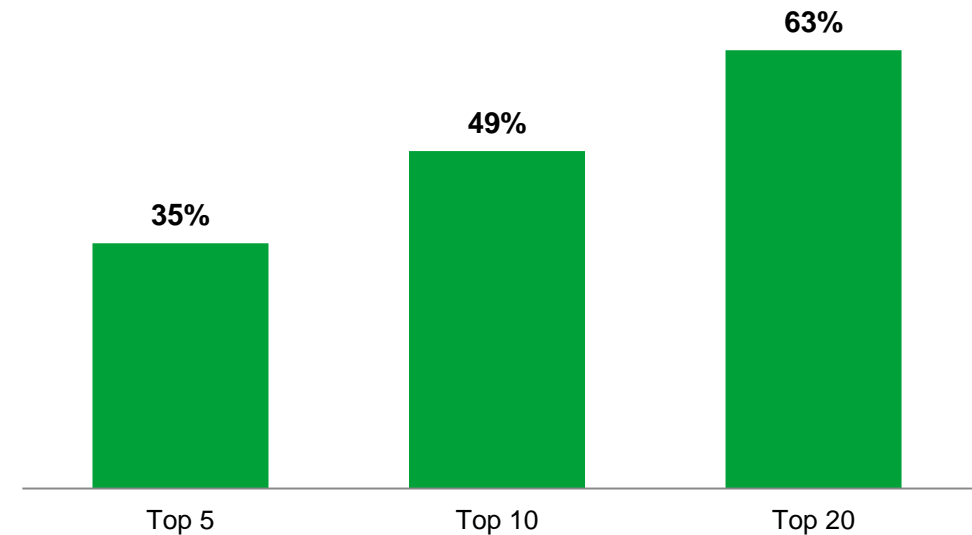
1) Wood-based and cotton linter-based cellulose fibers
Source: ICAC 2017, Smithers Apex 2015, Fiber Year 2017

Sales and marketing – Customer concentration

**Textiles – Percent of sales by customers
(2018¹)**



**Nonwovens – Percent of sales by customers
(2018¹)**



Source: Lenzing data 2018

Lenzing underpins its innovation leadership

Industry leading R&D spend (EUR 42.8¹ mn in 2018)

R&D is an essential part of the sCore TEN strategy and contributes to all five fields

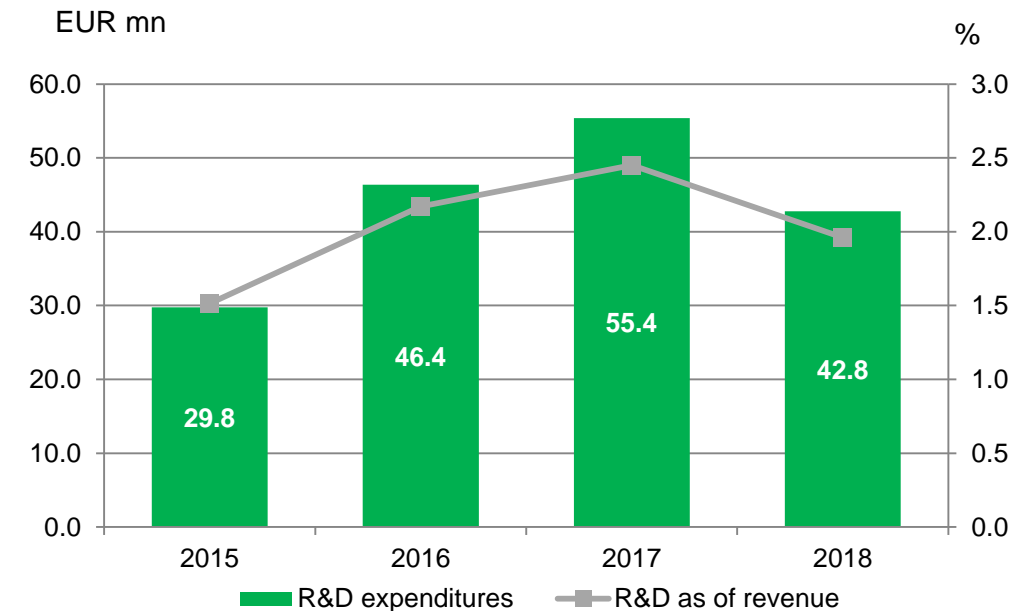
- Decision to invest appr. EUR 100 mn into sustainable production technologies until 2022

Successful launch of sustainable innovations

- Fiber process innovation (e.g. for new lyocell plants), pulp integration, biorefinery concept
- Fibers fulfilling highest environmental demands: REFIBRA™ technology and LENZING™ ECOVERO™ fibers
- TENCEL™ Luxe – second pilot plant for the novel lyocell filament for luxury fashion
- LENZING™ Web technology for nonwoven applications; application for 25 patents
- Application and Innovation Center (Hong Kong) and Lenzing Center of Excellence (Indonesia) in addition to the facilities existing in Lenzing

As of December 2018, Lenzing owned 1,324 patent applications and patents in 49 countries belonging to 242 patent families

R&D expenditures (2015-2018)¹

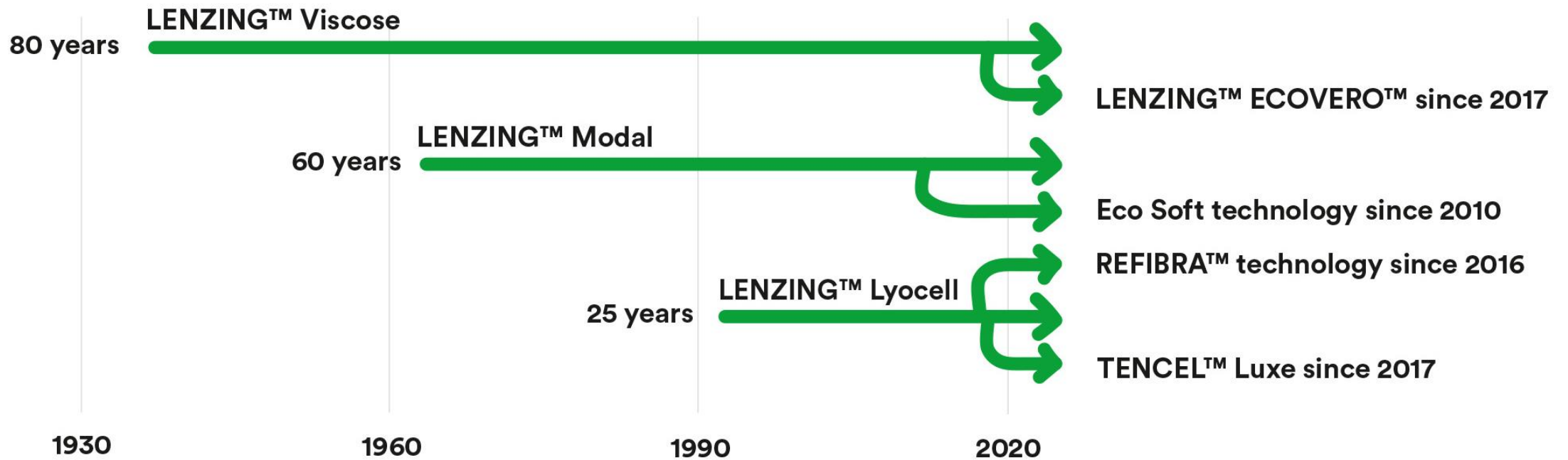


Source: Lenzing

1) As per Frascati definition

Development journey of our three fibers

Technological competence in fiber production



Successful commercialization of innovations



LENZING™ ECOVERO™ fibers

Among the top environmental standards in viscose production; proven by third parties (f. ex. Higg Index)

Innovative identification system allows transparency in the textile value chain



TENCEL™ Luxe filament

Positioning in the premium luxurious segment; excellent partner with other noble fibers (silk, cashmere, wool)

Aesthetics, performance, comfort and exquisite color vibrancy



REFIBRA™ technology

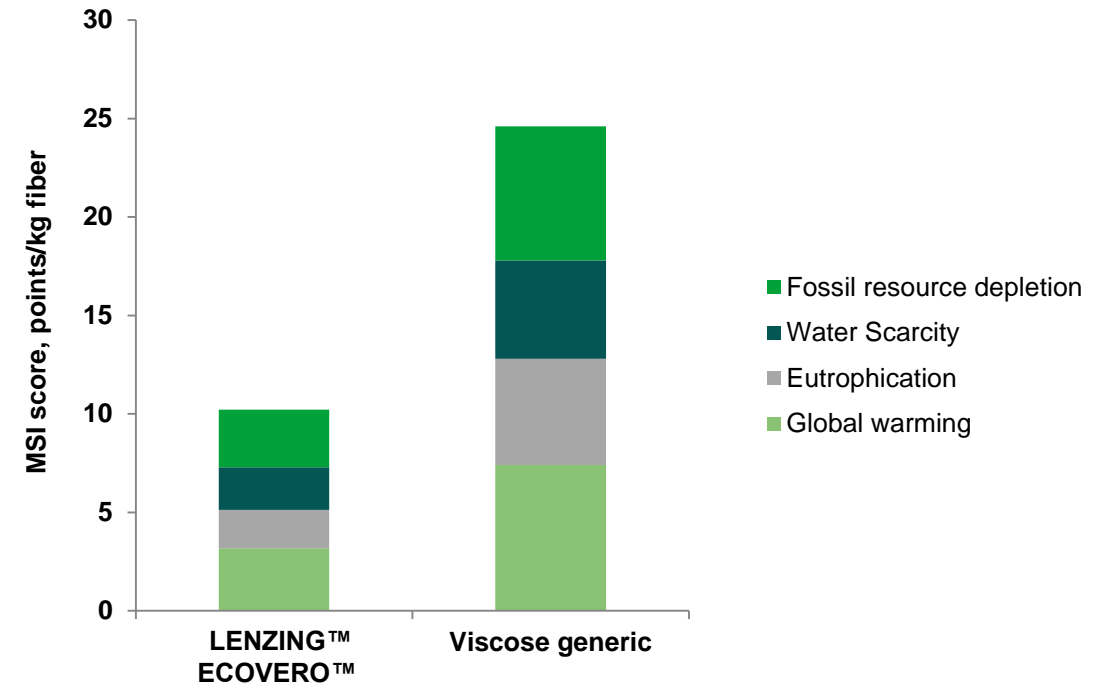
REFIBRA™ technology is Lenzing's first step to contribute to the circular economy (closed loop process).

Combination of recycled cotton scraps in addition to wood pulp to produce new virgin TENCEL™ x REFIBRA™ branded lyocell fibers

Innovation: LENZING™ ECOVERO™

The new standard in eco-responsible viscose

- LENZING™ ECOVERO™ fibers are the innovative and unique answer to the increasing demand for sustainable products along the textile value chain
- Worldwide highest environmental standards in the viscose production relying on three major pillars
 - Use of certified and controlled wood (FSC®, PEFC™)
 - Sustainable production process proven by third parties (Higg index, EU Eco label)
 - Innovative identification system allows everyone in the supply chain transparency in all processing steps (yarn, fabric, ready made garment)
- LENZING™ ECOVERO™ fibers are positioned as specialty fibers in the viscose segment



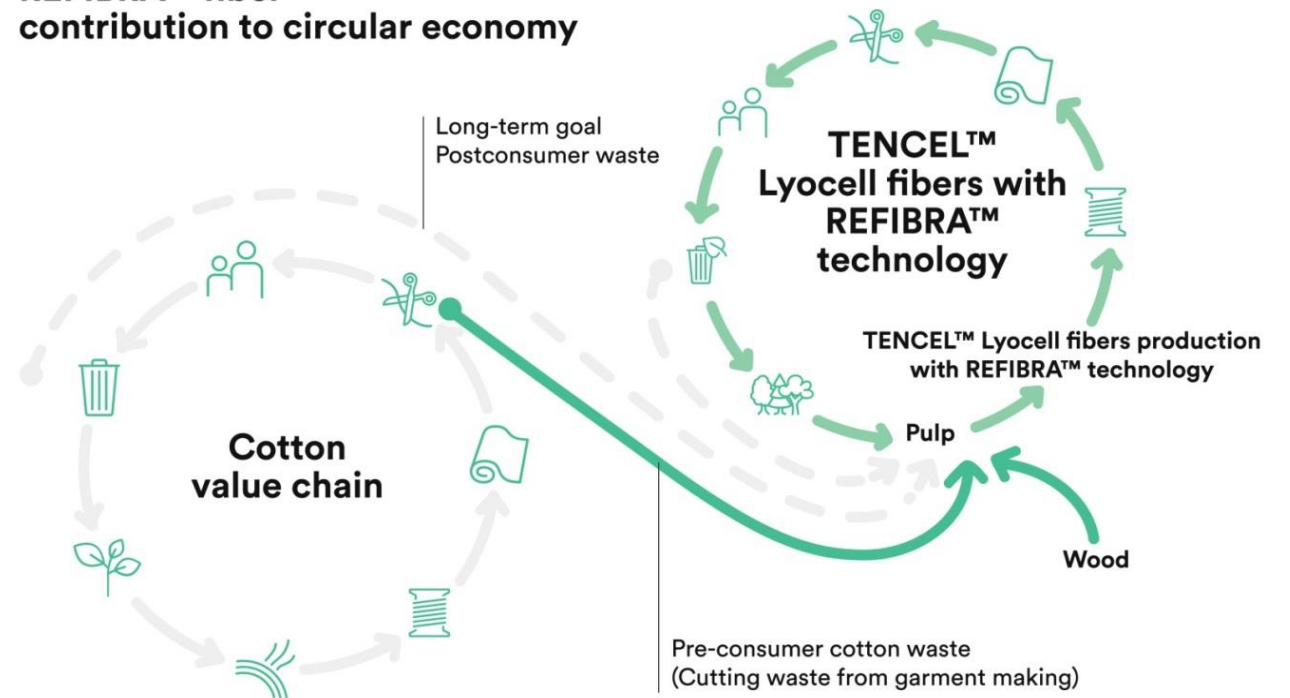
Note: "These Results were calculated using the Higg Material Sustainability Index (Higg MSI) tools provided by the Sustainable Apparel Coalition. The Higg MSI tools assess impacts of materials from cradle-to-gate for a finished material (e.g. to the point at which the materials are ready to be assembled into a product). However, this figure only shows impacts from cradle to fiber production gate. Higg MSI score of Lenzing™ ECOVERO™ was calculated based on Lenzing fibers which are already in the Higg MSI."

Innovation: Lyocell fibers with REFIBRA™ technology

Contribution to circular economy

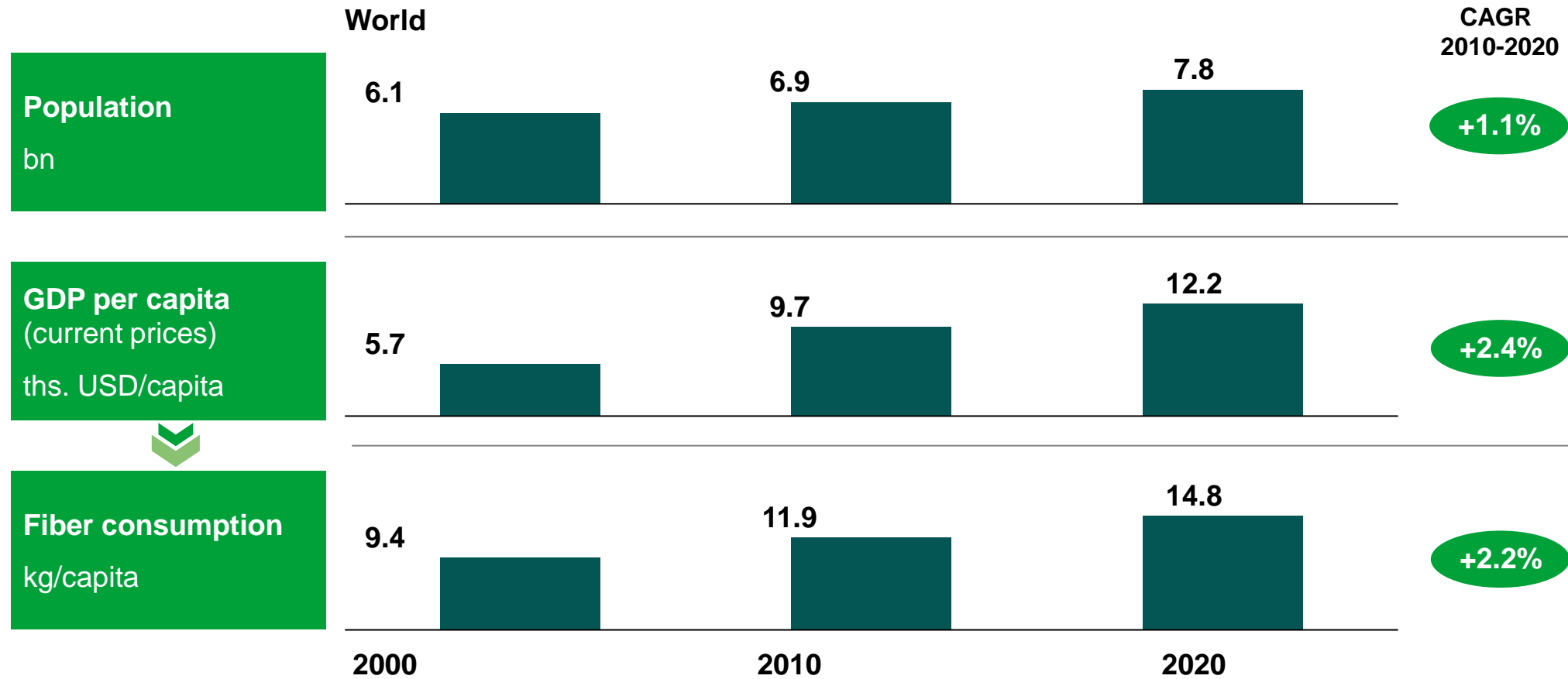
- Solves waste problems in the society and saves resources by replacement of virgin cotton fibers
- Environmentally responsible closed loop process
- High resource efficiency and low ecological impact
- Solvent-spinning process recycles process water and reuses the solvent at a rate of more than 99 %

REFIBRA™ fiber - contribution to circular economy



Looking forward: Megatrends support fiber demand growth

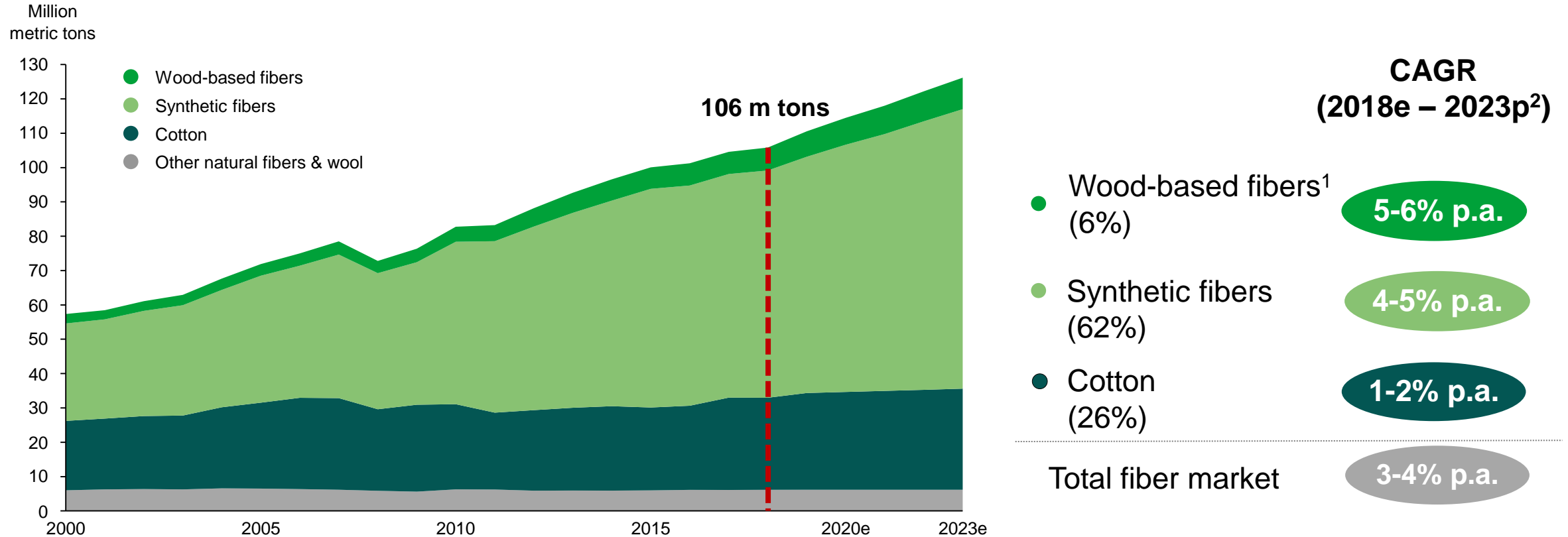
Population growth and higher purchasing power in the emerging markets drive overall fiber growth



Source: IMF 2017, World Bank, The Fiber Year 2017, Lenzing estimates

Wood-based fibers¹ outgrow market

Expected growth of global fiber demand until 2023



1) Wood-based and cotton linter-based cellulose fibers (Viscose, Modal, Lyocell and other (acetate, cupro) both staple fiber and filament)

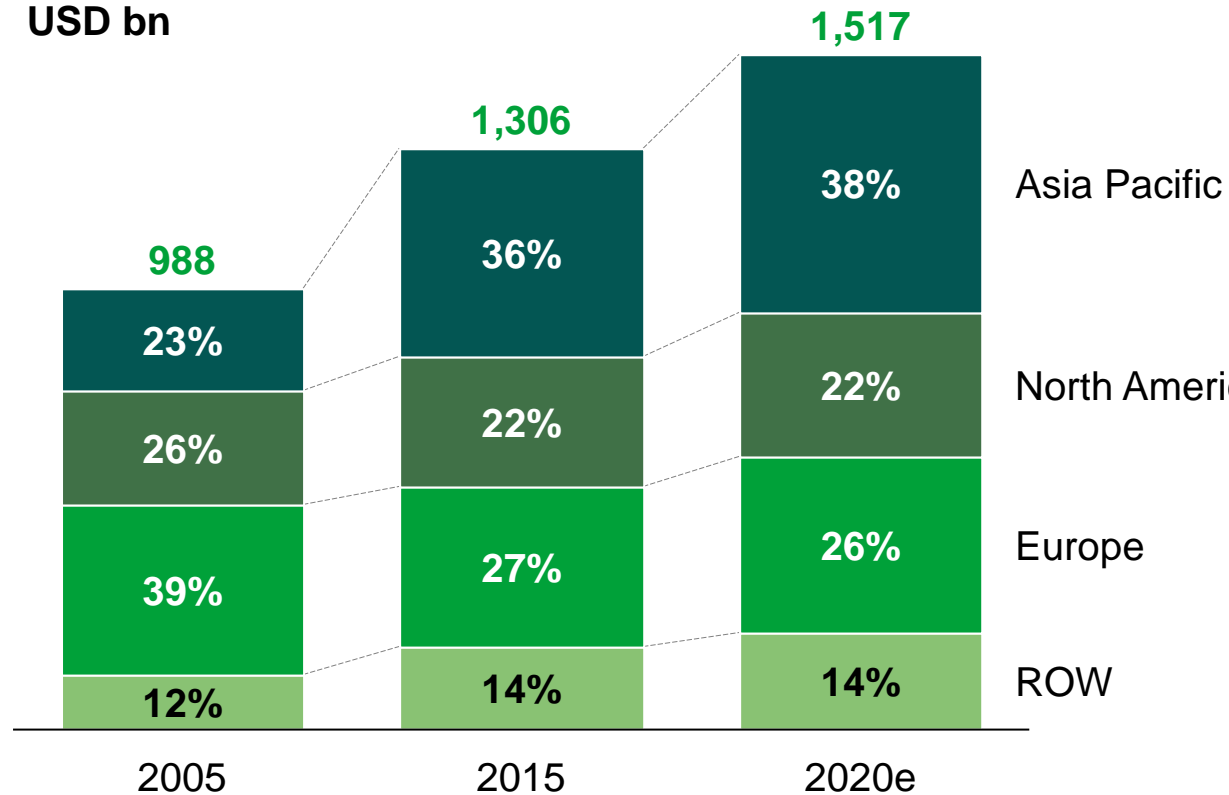
2) Projected

Sources: ICAC February 1, 2019, The Fiber Year Consulting, Lenzing data

Asia Pacific remains the growth engine in global textiles

Global apparel demand by value¹ (2005-2020)

USD bn



CAGR (2015-2020e)

Asia Pacific	4%
North America	2%
Europe	2%
ROW	3%



1) Based on current prices and historic year-on-year exchange rates

Source: Euromonitor 2018, Lenzing

www.lenzing.com

Sustainability is gaining importance

Less than 1 % of global water resources is available as fresh water for people

- But water consumption is rising due to population growth and changing consumption habits



Arable land is decreasing due to erosion and urbanization

- With a growing global population, this intensifies the competition for farm land

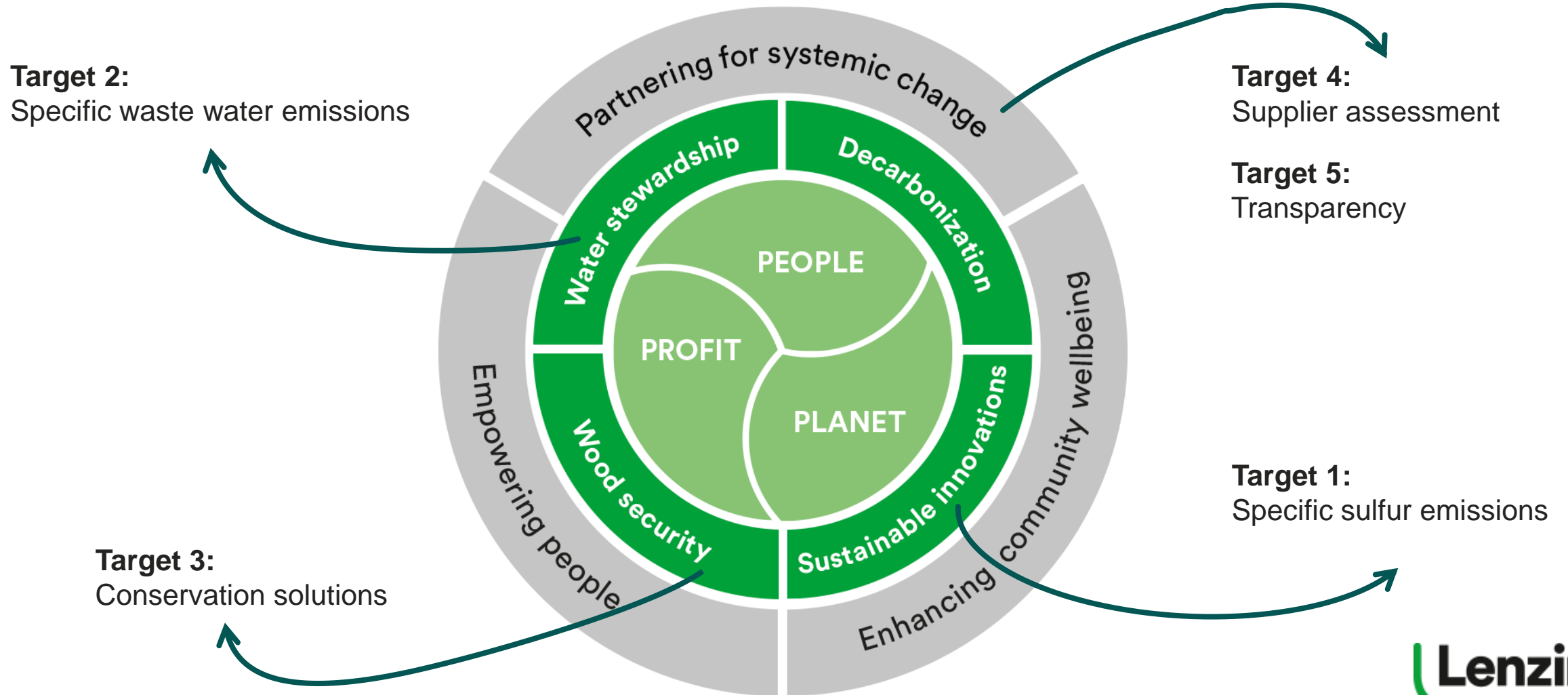


Oil is a finite resource causing negative externalities

- Sooner or later “peak oil” will be reached
- New sources can only be tapped by taking high ecological risks



Lenzing's Sustainability Strategy and targets



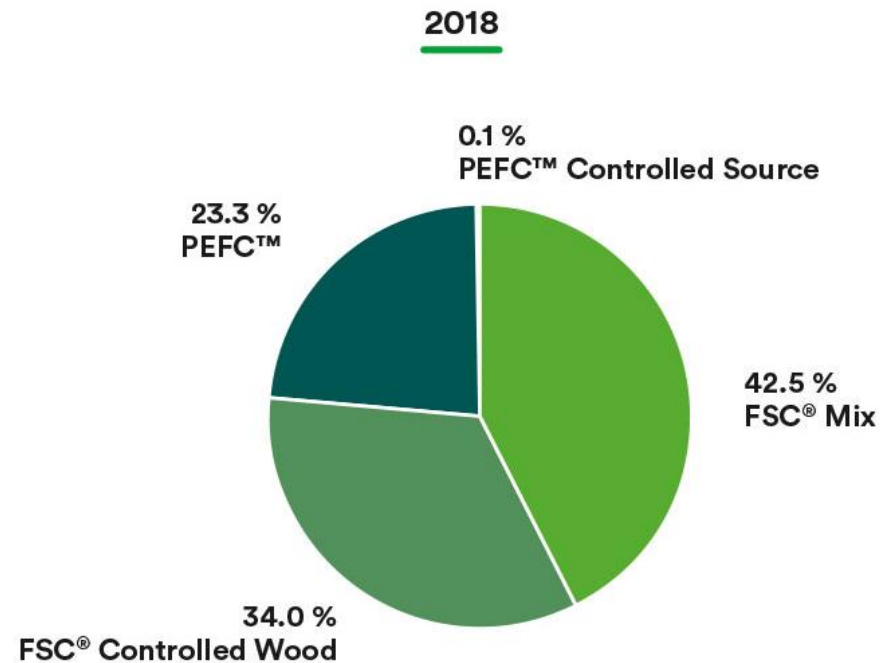
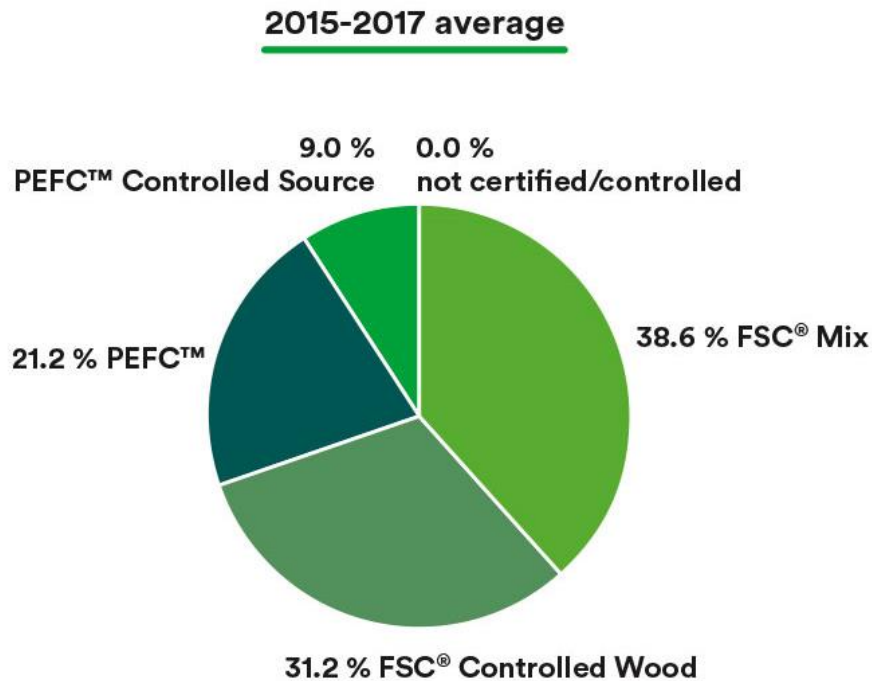
Responsible wood and pulp sourcing

- Lenzing has a strict wood and pulp sourcing policy in place
- Lenzing does not source any wood or dissolving wood pulp from ancient and endangered forests as well as high conservation value areas.
- Lenzing is committed to sourcing wood and dissolving wood pulp exclusively from non-controversial sources.
- All Lenzing production sites are FSC® (Chain of Custody) certified.
- The wood processed in Lenzing (Austria) and Paskov (Czech Republic) is procured by a team of experts who are educated and well-trained foresters with reliable long-term relationships to the suppliers.



Certification status in the Lenzing Group

- Certification status of total wood input at Lenzing fiber production sites via own and purchased dissolving wood pulp
- All PEFC™ certified or controlled source is also FSC® controlled wood



Basis: dissolving wood pulp by weight
Average 2015-2017: changes less than 3 percent in shares

Highly efficient use of raw materials

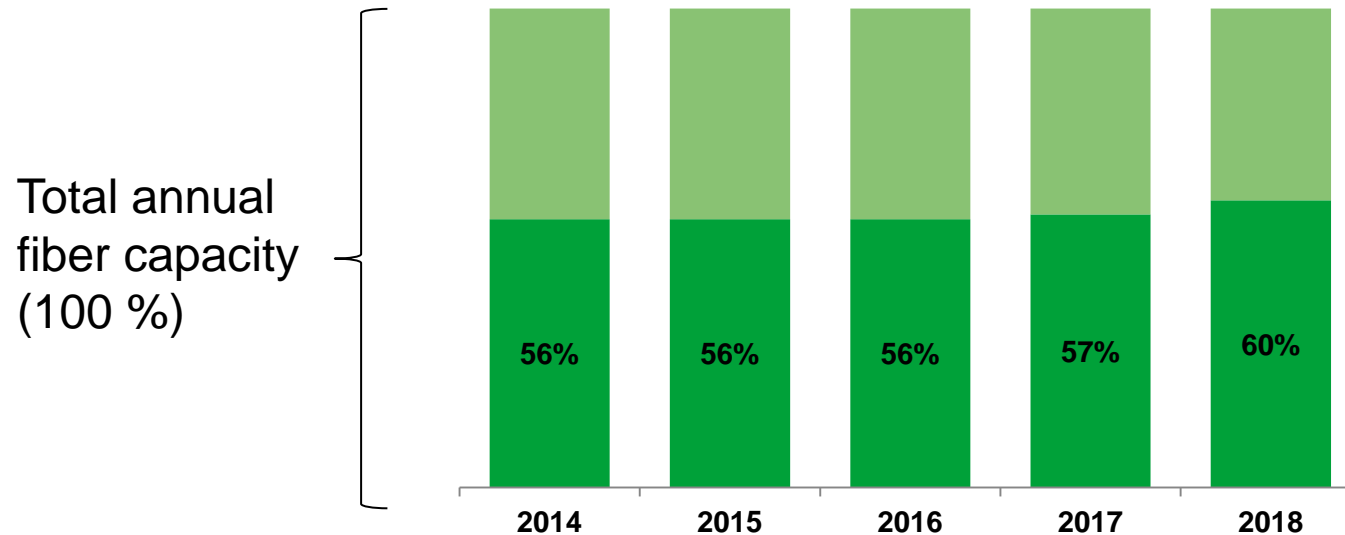
The Lenzing site is fully integrated. Dissolving wood pulp production at the Lenzing and Paskov sites achieve a wood utilization rate of about 100 % (incl. energy use)

Highly efficient use of the raw material wood in the Lenzing Group's biorefineries



Fiber production fully secured by a robust pulp supply

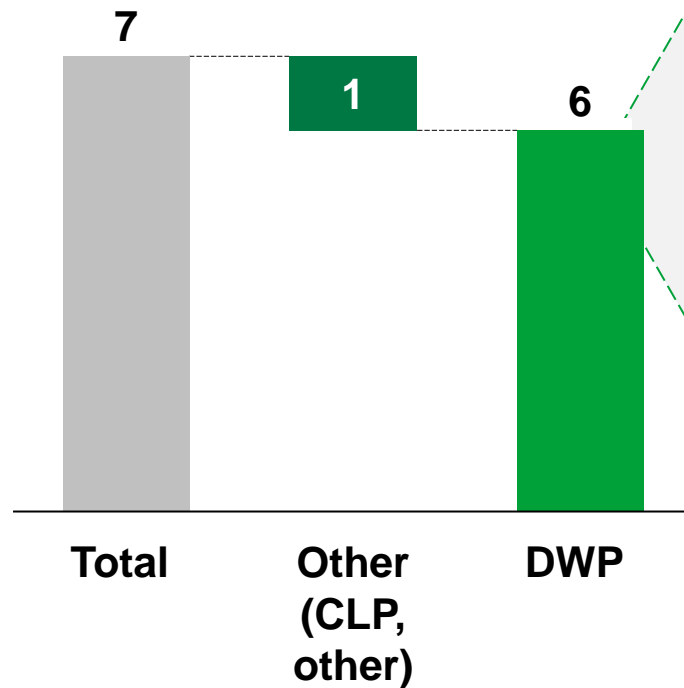
**Lenzing's level of backward integration:
Own pulp supply in percentage of annual fiber capacity**



- 60 % secured by own pulp production
- Remaining pulp is secured through long-term contracts

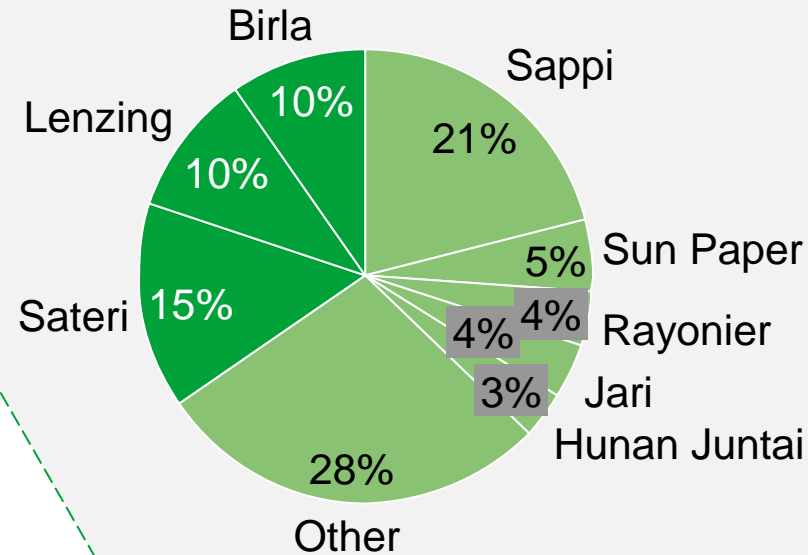
DWP market is relatively concentrated with significant link to paper pulp market

DP for WBCF supply, 2017, mt



Capacity distribution, 2017, %

Merchant
 Integrated



Forecasted capacity, mt

thereof swing capacity (PP/DWP)



Note: DWP – dissolving wood pulp, CLP – cotton linter pulp, DP – dissolving pulp, PP – paper pulp

Key facts about the DWP greenfield project

- Lenzing and Duratex S.A. to investigate a greenfield DWP plant in Brazil
 - Lenzing to hold 51 % and Duratex 49 %
 - FSC® certified wood supply
- Key facts of project under investigation
 - 450 kt/a capacity → largest single line DWP plant
 - Kraft pulp technology and eucalyptus wood
 - Operation ramp-up by 2022
 - Lenzing secures the total DWP supply of the plant
 - CAPEX of somewhat more than USD 1 bn (based on current FX rates and net of generic tax refunds) and the outcome of the basic engineering study
 - Duratex to bring the plantation as contribution in kind into the JV
 - Basic engineering and permitting process will now be started
- Final investment decision after basic engineering in 2019

Brazil – perfect for a lowest cost DWP mill worldwide

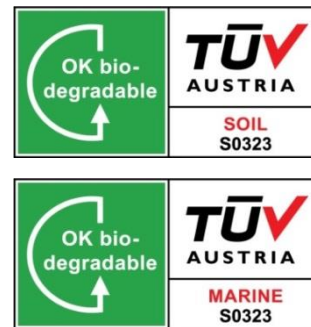
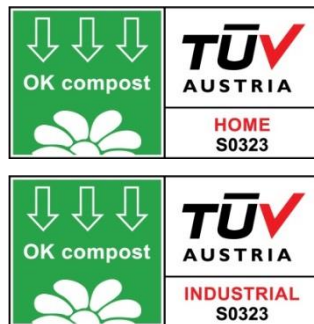
- Very favorable wood economics, strong local talent pool and excellent supplier network
- Brazil has a lot of experience in pulp projects
 - Since year 2000, ~50 % of new pulp capacity was built in Brazil
- Duratex – strong JV partner
 - Leader in sustainable forestry management
 - Experience in construction and operation of big scale industrial plants
- Plantation in the Triângulo Mineiro in the State of Minas Gerais
 - Highly competitive wood economics
 - Good inbound/outbound logistics (train to port)
 - Large single plot plantation
 - Duratex plantation certified by FSC® in 1995



Source: Lenzing team

Certificates and recognitions

- VÖNIX (Austrian Sustainability Index)
- The EU Ecolabel (European Flower)
- Responsible Care®
- OEKO-TEX® Standard 100
- European Award for the Environment (TENCEL™ fibers)
- PEFC™ (Chain of Custody)
- FSC® (Chain of Custody)
- 100 % USDA Biobased certification for Lenzing standard fibers (LENZING™ FR at 99 %)
- OK compost HOME (TÜV AUSTRIA BELGIUM)
- OK biodegradable SOIL (TÜV AUSTRIA BELGIUM)
- OK biodegradable MARINE (TÜV AUSTRIA BELGIUM)
- Food contact compliance (mainly based on European legislation / certain standard fibers)
- MEDICALLY TESTED – TESTED FOR TOXINS
- FAIRTRADE INTERNATIONAL - Textile Standard Responsible Fibres



Disclaimer – customers should note that the third party certification and use of logos only relates to the fiber, and that final products would need recertification. There is no implied right for the customer to use any of the logos described herein.

The strategy – driving value growth



sC  reTEN

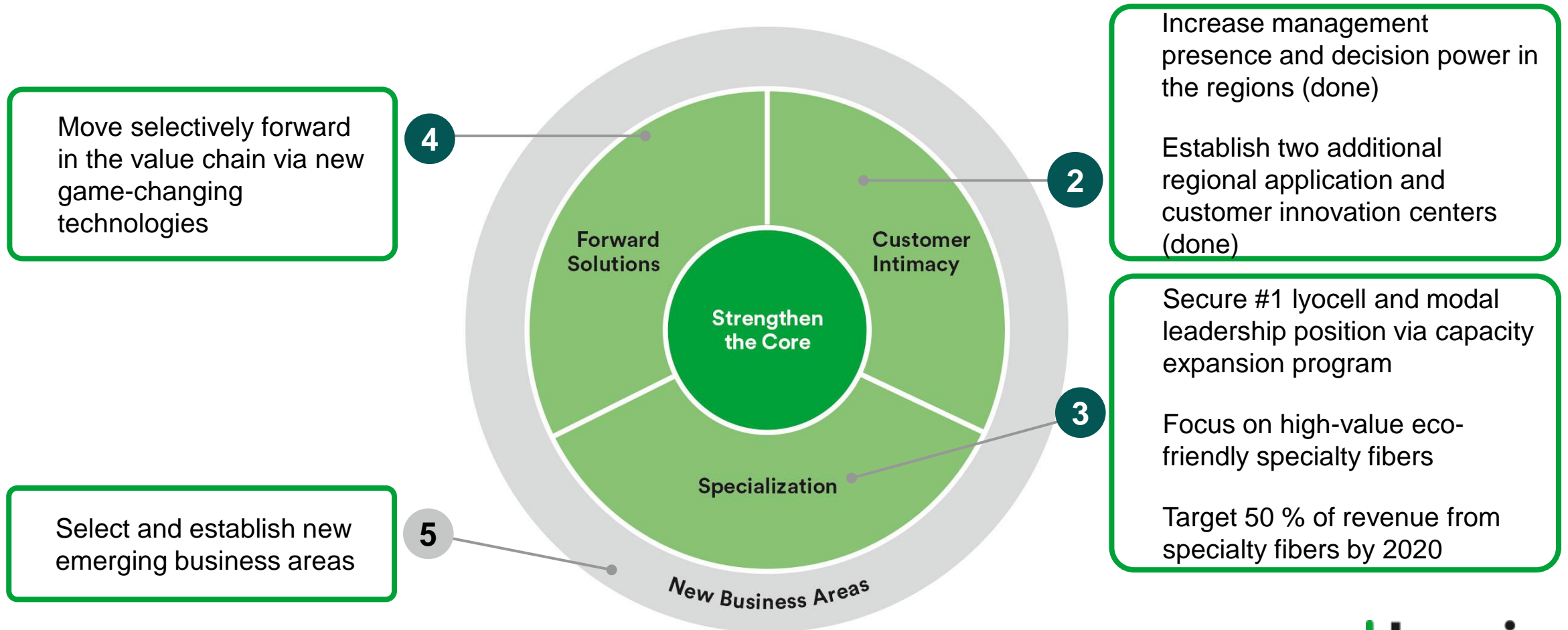
Strengthen the Core

- Further strengthen pulp position via backward integration and/or strategic co-operations
- Maintain quality leadership
- Deliver EUR 50 mn EBITDA by 2017 with commercial and operational excellence program (done)
- Strengthen our bio-refinery business
- Grow viscose position via strategic partnerships
- Finalize restructuring technical units (done)

1



Customer Intimacy, Specialization, Forward Solutions and New Business Areas



Backup



New brand architecture well established

Lenzing
Innovative by nature

Launch of
www.tencel.com
www.veocel.com
www.lenzingindustrial.com

For Textile
B2C Specialties

 **Tencel™**
Feels so right

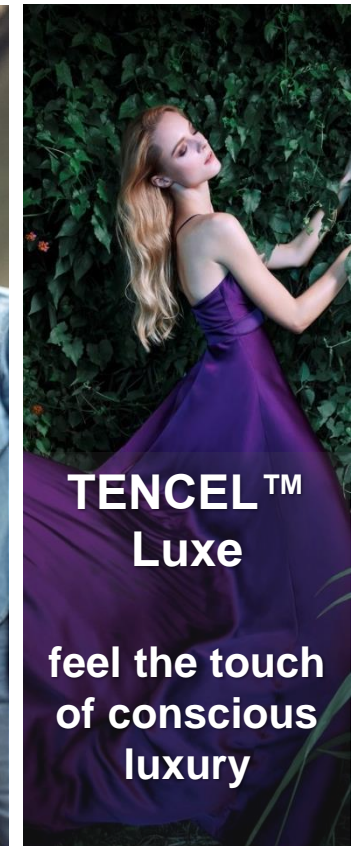
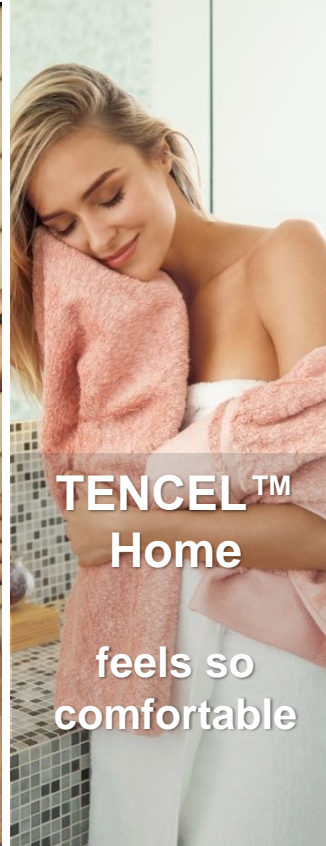
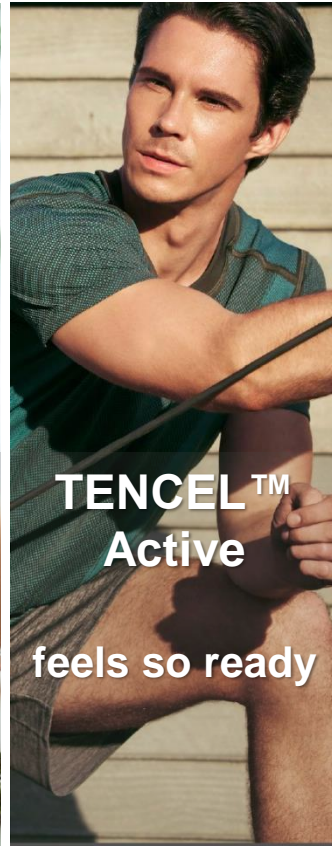
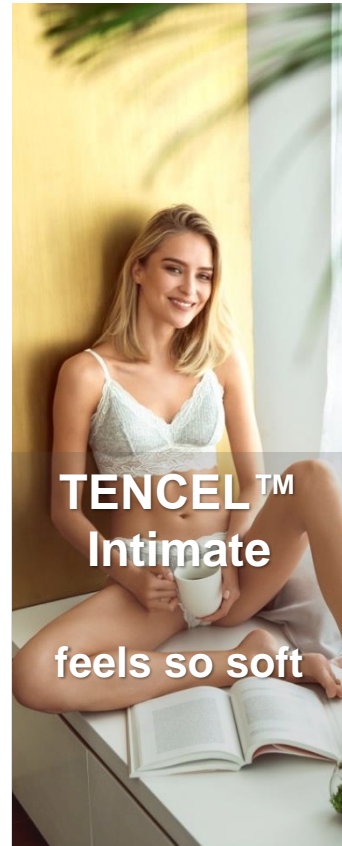
For Nonwovens
B2C Specialties

 **Veocel™**
Purely for you

For Industrial & Textile
Core

LENZING™

Successful launch of TENCEL™ in textiles



LENZING™ fibers fields of application

Textiles

Home



Luxe



Denim



Active



Intimate

A new brand for nonwovens



LENZING™ fibers fields of application

Nonwovens

Body



Beauty



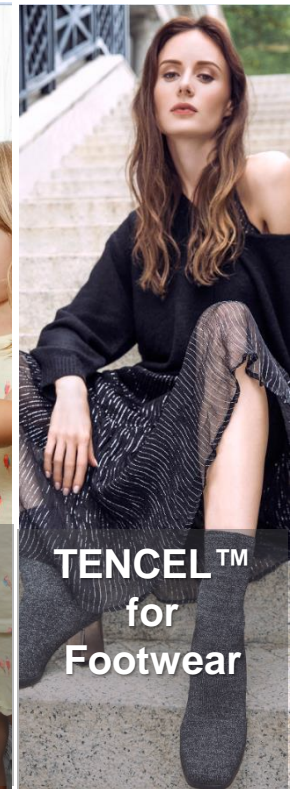
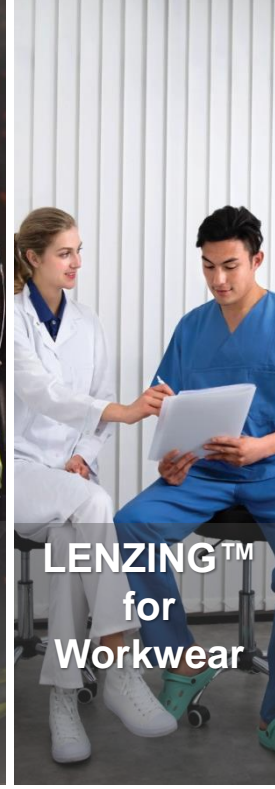
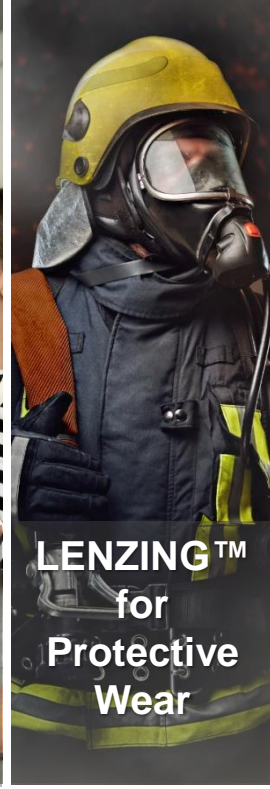
Intimate

Surface



Brand for new business areas

LENZING™



TENCEL™ for Footwear is a B2B branded offer for Industrial applications. In B2C, it is covered under TENCEL™ .

LENZING™ industrial applications

Industrials



Agriculture

Workwear



Protective Wear



Packaging



Engineered Products



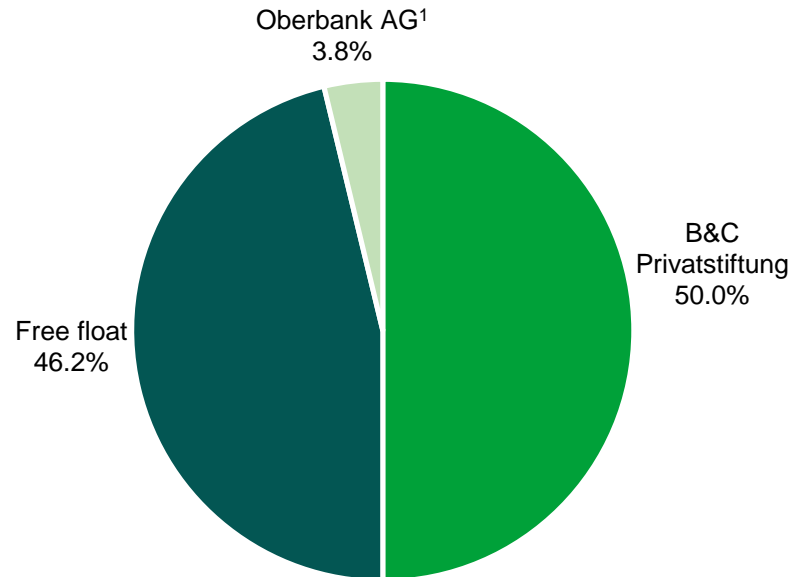
Footwear

Biorefinery Products



Co-Products

Lenzing share information



ISIN	LNZ / AT0000644505
Bloomberg	LNZ:AV
Reuters	LNZNF.PK
Indices	ATX, ATX Prime, ATX Global Players, VÖNIX Sustainability Index
Number of shares	26,550,000
Share price Dec. 31, 2018	EUR 79.45
Market capitalization Dec. 31, 2018	EUR 2,109.40 mn

Coverage as at March 13, 2019:

Baader Bank	Buy
Berenberg Bank	Hold
Deutsche Bank	Hold
Erste Group	Buy
Kepler Cheuvreux	Hold
Landesbank Baden-Württemberg	Hold
Raiffeisen Centrobank AG	Hold

Overview of B & C Privatstiftung (B & C Private Foundation)²

- B & C holds a little more than 50.00 %.
- Its purpose is the promotion of Austrian entrepreneurship.
- B & C Holding Österreich GmbH is the management holding of B & C Foundation with five representatives on Lenzing's Supervisory Board.
- As the core shareholder, B & C takes a long-term view and supports the strategy of Lenzing Group.

1) As at December 27, 2018

2) Link to B & C Privatstiftung website: <https://www.bcholding.at/en/b-c-holding>

Contacts and financial calendar

Investor Relations contact

Stephanie Kniep

Head of Investor Relations
Corporate Communications & Investor Relations

Phone: +43 7672 701 4032

Fax: +43 7672 918 4032

E-mail: s.kniep@lenzing.com

Visit our IR website

<https://www.lenzing.com/investors/>

Visit our SRI sites

<https://www.lenzing.com/en/sustainability>

<https://www.lenzing.com/en/sustainability-reports>

Financial calendar

Full year results 2018	March 14, 2019
75 th Annual General Meeting	April 17, 2019
Results 01-03/2019	May 8, 2019
Half-year results 2019	August 7, 2019
Results 01-09/2019	November 6, 2019

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