

ANNUAL GENERAL MEETING SGL CARBON SE **APRIL 30, 2013**

SUMMARY OF SPEECH

ROBERT KOEHLER CEO SGL CARBON SE



Annual General Meeting of SGL Carbon SE on April 30, 2013

Summary of Speech by Robert Koehler, CEO

The spoken word applies

The 2012 fiscal year

In fiscal 2012, SGL Group – The Carbon Company – celebrated its twentieth anniversary. Over the last 20 years, the Group has become one of the world's leading manufacturers of carbon and graphite based products. Continuous strategic development was and remains the foundation upon which to maintain and expand this position. Examples in the reporting year 2012 include the scheduled execution of key strategic projects such as strengthening the carbon fiber value chain through backward integration in raw material production in the Business Area Carbon Fibers & Composites (CFC) with the acquisition of the Portuguese company Fisipe, or expanding global capacities for special graphite with a focus on Germany and China in Graphite Materials & Systems (GMS). Another highlight was the relocation to the new Group headquarters in Wiesbaden at the end of August last year, which allowed us to combine all central Group functions and the operational management of the Business Areas under one roof for the first time, thereby promoting the corporate culture and cooperation. For shareholders, the resumption of dividend payments was certainly worth emphasizing. SGL Group also successfully placed a €240 million convertible bond in the capital markets and was certified as "Germany's Top Employer 2012".

Solid operational development in a difficult environment

Despite an increasingly difficult economic environment, 2012 saw solid operational performance. While the Business Areas PP and GMS performed well and within the framework of expectations, CFC was affected by write-offs caused by project delays, particularly in aerospace.

Group sales improved by approximately 11% to €1.71 billion (2011: €1.54 billion). EBIT before special effects declined slightly by 4% to €154 million (2011: €160 million). Accordingly, the return on sales (ROS) was 9.0% (prior year: 10.4%). Group net income decreased to €7.2 million (2011: €73.2 million) primarily due to non-cash write-offs of €54.2 million on Boeing B-787 orders. With an equity ratio of 41.6% and gearing at 0.43 (within the target of approximately 0.5), SGL Group's balance sheet ratios remained solid.

Segment reporting

Performance Products: Sales revenue in the Business Area PP rose by 11% in the past fiscal year to €940.7 million (2011: €845.7 million), while EBIT increased by 27% to €181.7 million (2011: €143.3 million). The final settlement of a long-term supply contract contributed significantly to these developments. The return on sales improved from 16.9% to 19.3% in 2012, partly due to this one-off effect. Overcapacities and a difficult economic

situation for aluminum put continuing price pressure on cathodes. Since end of 2012 we also face increasing competitive pressures in the graphite electrodes business. We are striving to counteract this through the consistent implementation of a “price before volume” strategy. Events to be highlighted in 2012 included the completion of the fully integrated value chain in Banting, Malaysia, with the site officially inaugurated in September.

Graphite Materials & Systems: Despite a cyclical downturn in key customer industries, sales revenue in the Business Area GMS rose by 4% to €486.2 million (2011: €468.7 million) – a new record level. With EBIT of €69.3 million (2011: €84.0 million), the Business Area generated the second highest result in its history. The return on sales decreased to 14.3% (2011: 17.9%). GMS benefited from the positive trend in the Business Units Process Technology and New Markets, while the Business Unit Graphite Specialties saw a slight decline.

Carbon Fibers & Composites: In the Business Area CFC, the focus was on strengthening the market position. Sales increased by 26% to €277 million (2011: €220 million). This figure includes the initial revenue contribution of €81 million from Fisipe, the Portuguese acrylic fiber company acquired in April 2012. Before one-off effects, EBIT of the Business Area CFC amounted to a loss of €39 million (2011: loss of €17 million). Reported earnings in the Business Area CFC were heavily affected in the reporting year by non-cash project write-offs on long-term receivables at the subsidiary Hitco. The Business Area CFC was also impacted by project delays in the wind energy sector and by plant closures at an important client. In contrast, the at-equity accounted joint ventures SGL ACF, Benteler-SGL and Brembo-SGL developed positively. Despite the persistently difficult market environment, the long-term growth prospects of CFC remain intact due to increasing material substitution.

Balance sheet structure safeguards future growth

Although it continued to invest heavily in new technologies for future growth in 2012, SGL Group has a high equity base (equity ratio: 41.6%). While net debt was reduced by €80 million in the fourth quarter of 2012 to €459.3 million, it was still above the prior-year level of €343.3 million. The main reasons for this were the acquisition of Fisipe and continued financing of the at-equity accounted investments as well as higher inventories. Gearing therefore rose accordingly from 0.33 to 0.43 but remains within our target of approximately 0.5.

In the reporting year, SGL Group added a further element to the long-term company financing structure by successfully issuing a convertible bond at a low interest rate of 2.75% p.a. The issue proceeds will be used, among others, to pay back the 2007/2013 convertible bond. Furthermore, it was used to finance the acquisition of Fisipe.

Overall, SGL Group has continued its extensive investment program in 2012 with capital expenditures of €134 million (2011: €139 million). The main investment projects for 2012 were the completion of the graphite facility in Malaysia (PP), the expansion of global capacities for iso-graphite and the construction of the graphite foil and Sigraflex production in Meitingen (GMS).

At CFC, the focus was on the continued expansion of our automation technologies at Hitco in the USA and at SGL Kumpers in Germany.

Over the past few years, SGL Group has specifically invested in a broad, global presence for its carbon fiber expertise. Our own production facilities and joint ventures with partners span the entire globe, from North America via Europe to Japan. As announced at the last Annual General Meeting, the complete acquisition of the Portuguese company Fisipe was finalized in 2012. The company was integrated successfully and on schedule. By acquiring Fisipe, SGL Group has further strengthened its production base for the central raw material (precursor) for producing carbon fibers, thus taking an important step toward securing its supply of precursors for the production of carbon fibers. Carbon fiber technology is now entering its commercialization phase, which promises significant growth potential due to the multitude of new applications in various industries such as the automotive industry, mechanical engineering, wind energy, aerospace and construction – although delays are to be expected and typical of still-developing technologies. SGL Group remains the only integrated European carbon fiber manufacturer that covers the entire value chain, from precursors, to carbon fibers, right through to the finished component. We are already making successful use of this in our joint ventures with BMW, Benteler and Brembo.

Despite the adverse effect of the mentioned write-offs on the reported net profit, the Board of Management and the Supervisory Board propose, as announced, to today's Annual General Meeting to distribute an unchanged dividend of €0.20 to each dividend entitled share for fiscal 2012. The key reason for this is that we have established the basis for sustainable profitable growth and that the investment needs for completing larger projects will decline considerably in the medium term. As of 2013, we also anticipate to return to positive free cash flow (before acquisitions).

First quarter and outlook for 2013

We began fiscal year 2013 weaker than anticipated. Although sales increased by 8.5% to €414 million (Q1/2012: €382 million), primarily due to the initial consolidation of Fisipe, EBITDA was significantly lower than the first quarter of the prior year at €34 million (Q1/2012: €53 million) due to the cyclical downturn in the Business Area GMS and the continued difficult market environment at CFC. Accordingly, the return on sales declined to 3.2% (Q1/2012: 9.1%). The equity ratio of 41.5% remained at virtually the same level as at the end of 2012 (41.7%). At 0.45, gearing remains within the internal target of approximately 0.5, despite the slight rise in net debt compared with the end of 2012.

The growing uncertainties regarding the economic recovery in the further course of the year – which apply to all three Business Areas – meant that, as we announced on April 18, the forecast for fiscal year 2013 had to be reduced. We therefore anticipate only stable Group sales revenue in fiscal year 2013 compared with 2012. EBITDA is expected to be 20% – 25% lower than in 2012 (2012: €240 million before write-offs). Previously, a drop of only 10% – 15% had been forecast.

The mid-term gearing target of approximately 0.5 remains the top priority and

will continue to be the governing indicator defining our capex spending. Accordingly, our capex target for the current year has been reduced to €100 – 110 million compared to the March 2013 guidance of up to €120 million. With the planned decline in capex spending, SGL Group is able to maintain its forecast of positive free cash flow (before acquisitions) from 2013 onwards.

Medium- to long-term development

Given that the global megatrends of energy efficiency, resource conservation and material substitution are intact, SGL Group is maintaining its forecast of medium- to long-term profitable growth. In the medium term, SGL Group's traditional business in the base industries of steel, aluminum and chemicals will continue to benefit from increasing resource requirements resulting from the continued infrastructure developments in the emerging countries, particularly the BRIC states. Growth will also be driven by lightweight construction (for example in the automotive and aerospace industries), electromobility, alternative energies (solar and wind power) and air conditioning technology, which will accelerate the development of technologies and innovations primarily in the industrialized countries. Due to their unique properties, products based on carbon play an important role in material substitution, helping to reduce CO₂ emissions and thus to preserve natural resources.

In specific terms, we anticipate medium to long-term average organic sales growth of more than 10% each year and high profitability, provided that the global economy continues to develop positively. Overall Group sales should then reach the threshold of €2.5 billion. This should be augmented by an additional €500 million sales from the at-equity accounted investments.

For Group ROS relating to EBITDA, we have set ourselves a medium to long term target of 15% – 17%. As mentioned, the focus for the Group as a whole is positive free cash flow (before acquisitions), which will already be achieved in 2013. The top priority remains the medium-term gearing target of approximately 0.5, which will also be the decisive factor of our future investment strategy.

Pioneer in a new carbon age

Despite the difficult economic conditions, the agenda for 2013 includes two important flagship projects for our company. These represent a milestone in the industrial-scale use of carbon-fiber-reinforced plastics in automotive engineering and aerospace, and may herald a new carbon age led by SGL Group – The Carbon Company.

One factor to mention here is our joint venture with BMW to produce carbon fibers and fabrics based on carbon fiber. The first BMW i3 vehicles are scheduled to come onto the market at the end of this year. With its passenger cell made from CFK, this unique, innovative vehicle sets new standards in automotive lightweight construction, making environmentally friendly mobility possible. A “new carbon age” truly is dawning for the automotive industry. Fiscal year 2013 will also see the production ramp-up of the new Boeing 787 models – the “Dreamliner”, for which we are supplying key parts and components via our US subsidiary Hitco. These projects will lend additional momentum to our products in many other areas of application, too.