Record year 2011

- Consolidated sales up 21% to EUR 2.1 bn
- EBITDA increase of 45% to EUR 480 mn / EBITDA margin at 22.4%
- EBIT rise of 57% to EUR 364 mn / EBIT margin at 17.0%
- Net financial debt reduced by almost half to EUR 159 mn
- Dividend recommendation: EUR 2.50/share
Market environment

- Cotton prices as the benchmark for the entire textile fiber industry reached a sustainably high level

Development of cotton price

Cotton A-Index – in USD/kg

*) This corresponds to 74 cents per pound, the customary price quoted in cotton trading

Source: Cotton Outlook
Market environment
Market growth drives industry expansion

MMCF¹ production (mn tons)

- Lenzing’s growth in line with the market
- Chinese competitors were running at roughly 60% capacity utilization in a record year for Lenzing
- Quality leadership ensures full capacity utilization for Lenzing, even in the light of volatile market conditions

Source: CCFE; February 9, 2012; Lenzing estimate
1) MMCF: man-made cellulose fiber
2) VSF: viscose staple fiber
Lenzing growth strategy supported by the cellulose gap

- Demand for cellulose fibers exceeds supply on a medium-to long-term basis
  - cellulose gap

- Lenzing profits from this market development as the global market leader for man-made cellulose fibers

- By 2015: Expansion of Lenzing fiber production capacities to about 1.2 mn tons p.a. (End of 2011: 770,000 tons)
Fiber Market 2011

- Record global fiber production: +4.1% to 79.1 mn tons
- Cotton: +6.7% to 26.8 mn tons
  - No substantial increase from peak levels in 2006 and 2007
  - Cotton production can no longer be raised to the same extent
- Chemical fibers: +2.9% to 51.2 mn tons
- Above-average growth of 6.1% for viscose staple fibers to 3.3 mn tons

The viscose staple fiber segment of relevance to Lenzing expanded by 6.1% or more dynamically than the overall fiber market.
## Clear targets and framework
### 2011 - 2015

<table>
<thead>
<tr>
<th>Growth</th>
<th>Innovation</th>
<th>Financial framework</th>
</tr>
</thead>
<tbody>
<tr>
<td>Double-digit topline CAGR</td>
<td>Spend industry-leading approx. 1.5% of sales on R&amp;D</td>
<td>Net debt/EBITDA not above 2.5x</td>
</tr>
<tr>
<td>Invest EUR 1.6 bn</td>
<td>&gt;33% of total MMC fibers TENCEL® and Lenzing Modal® (incl. Lenzing FR®)</td>
<td>ROCE not below 12%</td>
</tr>
<tr>
<td>Expand fiber capacity to approx. 1.2 million tons</td>
<td>Leading Fiber Innovation</td>
<td>Equity always above 35%</td>
</tr>
<tr>
<td>Grow pulp production up to 800,000 metric tons</td>
<td></td>
<td>--------------------------------------------------------------------------------------</td>
</tr>
</tbody>
</table>
Segment Fibers
Specialty fibers drive sales growth

Sales by segment 2011 (%)
- 90.0% fibers
- 8.0% Plastics
- 1.9% Engineering
- 0.1% others

Total 2011: EUR 2,140 mn

Sales by fiber type (EUR mn)
- TENCEL®
- +29%
- Lenzing Modal
- +38%
- Lenzing Viscose
- +18%

2010
- 227.5
- 867.0

2011
- 293.9
- 1,020.4

Sales by Business Units* (EUR mn)
- Pulp, energy, others
- +16%
- Nonwoven fibers
- +18%
- Textile fibers
- +24%

2010
- 1,596.4
- 308.4
- 355.5
- 932.5

2011
- 1,939.5
- 358.4
- 421.1
- 1,160.0

* within Segment Fibers
Average Lenzing fiber selling prices

Average price per kg

External sales (EUR mn)

Sales volume (kt)²

ASP (EUR/kg)

ASP growth

1) excluding sales of co-products and external sales of pulp, wood and energy

2) sales volume and not production volume
Relative pricing
Exceptionally high premiums for specialty fibers in 2011

- Modal: margins over viscose higher than the usual 40-50% range and TENCEL® textile – unlike in the past – settling significantly higher than the usual range of a 20-30% premium

### Textile Fibers

<table>
<thead>
<tr>
<th></th>
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<th></th>
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<tbody>
<tr>
<td>Lenzing Viscose®</td>
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<tr>
<td>Lenzing Modal® (incl. FR)</td>
<td>144</td>
<td>134</td>
<td>144</td>
<td>171</td>
<td>169</td>
<td>154</td>
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<tr>
<td>TENCEL®</td>
<td>118</td>
<td>109</td>
<td>124</td>
<td>155</td>
<td>161</td>
<td>136</td>
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</table>

### Nonwoven Fibers

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Lenzing Viscose®</td>
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<td>100</td>
</tr>
<tr>
<td>TENCEL®</td>
<td>117</td>
<td>107</td>
<td>112</td>
<td>125</td>
<td>121</td>
<td>116</td>
</tr>
</tbody>
</table>
Innovations in 2011

- **Lenzing Modal® Edelweiss technology**
  - Lenzing Modal® (already carbon neutral) became even more eco-friendly
  - Makes the fiber even purer and more natural

- **TENCEL®C**
  - Features oceanic micro particles
  - Opens up a new dimension in skin care
  - Cell-renewing effects, moisturizing, skin protection
Segments
Plastics Products & Engineering
Segment Plastics Products

- Satisfactory development
- Very good volume demand, new record shipment volumes
- High raw material prices and impairment losses burden results

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (EUR mn)</td>
<td>170.6</td>
<td>143.1</td>
<td>+19</td>
</tr>
<tr>
<td>Segment EBITDA (EUR mn)</td>
<td>16.5</td>
<td>13.8</td>
<td>+20</td>
</tr>
<tr>
<td>Segment EBITDA margin (%)</td>
<td>9.7</td>
<td>9.6</td>
<td>-</td>
</tr>
</tbody>
</table>
**Segment Engineering**

- Lenzing more optimal use of exploited the positive mood in the capital goods market
- Lenzing Technik profited from the high level of investment activity of the Lenzing Group and growing demand from external customers
- Very good capacity utilization in all business areas

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
<th>Änderung in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (EUR mn)</td>
<td>107.0</td>
<td>96.4</td>
<td>+11</td>
</tr>
<tr>
<td>Segment EBITDA (EUR mn)</td>
<td>9.0</td>
<td>9.0</td>
<td>-</td>
</tr>
<tr>
<td>Segment EBITDA margin (%)</td>
<td>8.4</td>
<td>9.3</td>
<td>-</td>
</tr>
</tbody>
</table>
Group Results 2011
Double-digit growth profile
Lenzing has managed growth successfully in the past years

- Double-digit growth p.a. over last 11 years

Fiber production (1,000's metric tons)

Total external sales (EUR mn)

EBITDA (EUR mn)

EBIT (EUR mn)

1) 2000 based on US GAAP; 2011 based on IFRS
EBITDA: Quarterly developments
EBITDA on Q1 level as announcement

EBITDA\(^1\)
(EUR mn)

1) 2009 figures unadjusted for discontinuing operations
### Record results in 2011

- Sales threshold of EUR 2 bn surpassed for the first time
- Record margin

<table>
<thead>
<tr>
<th>IFRS</th>
<th>2011 (EUR mn)</th>
<th>2010 (EUR mn)</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>2,140.0</td>
<td>1,766.3</td>
<td>+21.2</td>
</tr>
<tr>
<td>EBITDA</td>
<td>480.3</td>
<td>330.6</td>
<td>+45.3</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>22.4</td>
<td>18.7</td>
<td>-</td>
</tr>
<tr>
<td>EBIT</td>
<td>364.0</td>
<td>231.9</td>
<td>+56.9</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>17.0</td>
<td>13.1</td>
<td>-</td>
</tr>
</tbody>
</table>
Strong balance sheet as basis for further growth

Very good earnings development in the Group and capital increase lead to equity of more than EUR 1.0 bn\(^1\) and a very low net financial debt

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets</td>
<td>2,340.5</td>
<td>1,963.4</td>
<td>+19.2</td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>1,091.7</td>
<td>1,002.8</td>
<td>+8.9</td>
</tr>
<tr>
<td>Adjusted equity(^1)</td>
<td>1,048.1</td>
<td>758.8</td>
<td>+38.1</td>
</tr>
<tr>
<td>Adjusted equity ratio</td>
<td>44.8</td>
<td>38.6</td>
<td>-</td>
</tr>
<tr>
<td>Net financial debt</td>
<td>159.1</td>
<td>307.2</td>
<td>-48.2</td>
</tr>
<tr>
<td>Net gearing</td>
<td>15.2</td>
<td>40.5</td>
<td>-</td>
</tr>
</tbody>
</table>

\(^1\) incl. government subsidies less prop. deferred taxes
Liquidity insulation against volatility of financial markets
Cutting net debt to half with growing business

Net financial debt 2008-2011\(^1\)
(EUR mn)

- Strong OFCF helped reduce net debt to **EUR 159 mn**
- Total liquidity cushion of **EUR 745 mn** consisting of
  - EUR 494 mn cash, plus
  - EUR 251 mn of unused credit lines
- Net debt to EBITDA: **0.33 times** at historical low

1) as of 31 December
Capital expenditure 2011/2012

- **Slightly lower capital expenditure in 2011**
  - shift of invoicing into 2012

- **Projects completed in 2011:**
  - Second expansion stage and debottlenecking at Lenzing Nanjing Fibers, China (capacity doubled to 140,000 tons p.a.)
  - Capacity expansion for Modal fibers at Lenzing site (approx. +50% to 100,000 tons p.a.)
  - Debottlenecking at Heiligenkreuz site (capacity 60,000 tons p.a.)

- **Projects 2012:**
  - New TENCEL® plant in Austria
  - India, greenfield
Q1/2012 expected to be the weakest quarter due to macro-economic market environment with expected improvement in 2nd half (reverse mirror image of 2011)

- Average sales price in Q1/2012 expected around EUR 2.00/kg
- Q1/2012 EBITDA expected between EUR 90 – 95 mn
- Specialties' premium expected to smooth to “natural” ranges
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