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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 Management Report and the glossary in the Annual Financial Report. This report is also available online on the website of the Lenzing Group www.lenzing.com in the section “Investors”.

Highlights FY 2015

- Strong operational performance
  - Group revenue up 6.0% to EUR 1,977 mn
  - EBITDA grows by +20.7% to EUR 290.1 mn
  - ROCE at 8.0%

- Successful strategic portfolio realignment
  - Sale of Dolan GmbH and European Carbon Fiber GmbH
  - Sale of three units of Lenzing Technik

- New strategy Score TEN – focus on value growth

- Proposal to the Annual General Meeting to double the dividend to EUR 2.00 per share
Highlights Q4/2015

- Revenue +2.3% to EUR 518.0 mn (Q4/2014 EUR 506.5 mn)
  - Lenzing’s specialties showed price resilience and the demand remained strong
  - Strong viscose market prices but fast drop towards end of the quarter as per forecast

- Positive earnings development
  - EBITDA of EUR 79.5 mn (Q4/2014: EUR 80.5 mn including substantial positive one-offs)
  - EBIT at EUR 39.1 mn (Q4/2014: EUR -47.6 mn due to much higher impairment charges)

- Special items
  - Impairment of Chinese subsidiary of EUR -7.9 mn
  - Tax credits at subsidiary Biocel Paskov
New fiber nomenclatur

### Fibers on the world market

<table>
<thead>
<tr>
<th>Protein-based</th>
<th>Cellulose-based</th>
<th>From synthetic polymers</th>
<th>From anorganic substances</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wool</td>
<td>Cotton and bast fibers</td>
<td>Polyester</td>
<td>Carbon</td>
</tr>
<tr>
<td>Silk</td>
<td>Cotton Flax</td>
<td>Polyamide</td>
<td>Ceramics</td>
</tr>
<tr>
<td>Angora</td>
<td>Hemp Jute etc.</td>
<td>Polypropylene</td>
<td>Glass</td>
</tr>
<tr>
<td>Cashmere</td>
<td></td>
<td>Polyeurethane (Elastan)</td>
<td>Metal</td>
</tr>
<tr>
<td>Casein</td>
<td></td>
<td>Acrylic</td>
<td></td>
</tr>
<tr>
<td>Collagen</td>
<td></td>
<td>Polytetrafluoroethylene</td>
<td></td>
</tr>
<tr>
<td>Ardein</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Zein etc.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Wood-based</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Fiber market 2015

Fiber production

Cotton inventories and China’s share

Staple fiber prices - Development in China

VSF\(^2\) price trend and inventory of China

1) Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulosics
2) Viscose staple fibers

Sources: CCFG, CIRFS, Cotton Outlook, Fiber Economics Bureau, ICAC, National Statistics, The Fiber Year, Lenzing estimates. Percentage increases based on exact figures
Lenzing 2015: Increasing brand recognition – innovation and trust

- Lenzing’s products and brands are in high demand in the search for innovation, sustainability and comfort

- >400 million brand impression at retail, all-time record and up from ~340 mio in 2014
  - Lingerie and Homewear
  - Hygiene
  - Cosmetic and Ladies Outerwear

- Over 400 brand partnerships, up from 294 in 2014

- Lenzing is „All Time Index Member“ of sustainability index VÖNIX (launch in 2005)
Financials 2015 – Revenue (EUR mn)

- Total Group revenue:
  - 2011: 2,140.0
  - 2012: 2,090.4
  - 2013: 1,908.9
  - 2014: 1,864.2
  - 2015: 1,976.8

  - Total Group revenue:
    - Q4/2014: 506.5
    - Q1/2015: 474.6
    - Q2/2015: 480.9
    - Q3/2015: 503.4
    - Q4/2015: 518.0

- Revenue growth:
  - 2014: +6.0%
  - 2015: +2.3%

- Business segment revenue:
  - Specialty fibers
  - Standard fibers
  - Other business areas

- Revenue distribution:
  - 2014:
    - Specialty fibers: 19.0%
    - Standard fibers: 35.0%
    - Other business areas: 46.0%
  - 2015:
    - Specialty fibers: 12.5%
    - Standard fibers: 47.0%
    - Other business areas: 40.5%
Financials 2015 – Earnings (EUR mn)

EBITDA margin

22.4% 16.9% 11.8% 12.9% 14.7%

EBIT margin

17.0% 11.1% 4.5% 1.2% 7.6%

EPS (EUR)

9.88 6.61 1.89 -0.51 4.63
Financials 2015 – Key figures (EUR mn)

1,048
44.8%
2011
Adjusted equity
2.50
0.00
2011
2012
2013
2014
2015

1,153
43.8%
2012
Adjusted equity ratio
2.00
0.50
2011
2012
2013
2014
2015

1,110
45.5%
2013

1,066
44.9%
2014

1,226
50.6%
2015

653
500
875
529
801
505
730
450
683
355

2011
2012
2013
2014
2015

interest bearing financial debt
liquid assets
net financial debt

1,193
1,409
1,605
1,602
1,588

23.0%
13.7%
3.7%
-0.1%
8.0%

2011
2012
2013
2014
2015

Average capital employed
ROCE (%)

2011
2012
2013
2014
2015

2.50
3.9%
2.00
2.9%
1.75
4.2%
1.00
2.9%

2011
2012
2013
2014
2015

Dividend
Dividend yield (%)

1) Proposal to AGM on April 20, 2016
2) Dividend yield based on last share price of the year
Financials 2015 – Cash flow (EUR mn)

Positive free cash flow development y-o-y influenced by
- Higher revenue
- Lower investments (CAPEX EUR 70.9 mn)
- Special dividend

Free cash flow adj.

Trading working capital in % of Group revenue

- 2011: 17.0%
- 2012: 17.4%
- 2013: 21.3%
- 2014: 19.5%
- 2015: 21.6%
Outlook 2016: Implement and decide

- Decision on how to strengthen pulp and co-products position
- Deliver EUR 50 mn EBITDA by 2017 with commercial and operational excellence program
- Finalize restructuring technical units

1. Implement new organization with focus on regional decision making
2. Establish regional application and customer innovation centers
3. Decision on expansion program to secure #1 lyocell and modal leadership position
4. Select two new emerging business areas
Outlook 2016: Further substantial improvement

- Global fiber market to remain volatile
  - High cotton stock and cheap polyester fibers increase inter-fiber price competition
  - Lenzing’s relevant market segment “wood-based cellulose fibers” implies a more positive development than the global fiber market. Cellulose fiber demand continues to be strong and the supply-demand ratio is favorable

- Under the assumption of unchanged positive fiber market conditions and FX relations Lenzing expects a further substantial earnings improvement in 2016

1) Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulosics
2015 –
Financial information
## FY 2015: Consolidated Group P&L

<table>
<thead>
<tr>
<th>(EUR mn)</th>
<th>2015</th>
<th>2014</th>
<th>Change y-o-y (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>1,976.8</td>
<td>1,864.2</td>
<td>6.0</td>
</tr>
<tr>
<td>Change in inventories of finished goods and work in progress</td>
<td>(7.3)</td>
<td>(2.6)</td>
<td>184.9</td>
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<tr>
<td>Work performed by the Group and capitalized</td>
<td>29.2</td>
<td>34.6</td>
<td>(15.6)</td>
</tr>
<tr>
<td>Other operating income</td>
<td>45.7</td>
<td>48.5</td>
<td>(5.8)</td>
</tr>
<tr>
<td>Cost of material and purchased services</td>
<td>(1,218.3)</td>
<td>(1,199.2)</td>
<td>1.6</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>(300.2)</td>
<td>(292.0)</td>
<td>2.8</td>
</tr>
<tr>
<td>Other operating expenses</td>
<td>(235.9)</td>
<td>(213.5)</td>
<td>10.6</td>
</tr>
<tr>
<td><strong>EBITDA/Margin</strong></td>
<td>290.1/14.7%</td>
<td>240.3/12.9%</td>
<td>20.7</td>
</tr>
<tr>
<td>Depreciation &amp; Amortization</td>
<td>(142.2)</td>
<td>(221.5)</td>
<td>(35.8)</td>
</tr>
<tr>
<td>Income from the release of investment grants</td>
<td>3.2</td>
<td>3.2</td>
<td>2.1</td>
</tr>
<tr>
<td><strong>EBIT/Margin</strong></td>
<td>151.1/7.6%</td>
<td>21.9/1.2%</td>
<td>589.1</td>
</tr>
<tr>
<td>Financial result</td>
<td>(3.5)</td>
<td>(23.4)</td>
<td>(84.9)</td>
</tr>
<tr>
<td>Allocation of profit or loss to puttable non-controlling interests</td>
<td>1.5</td>
<td>8.8</td>
<td>(82.6)</td>
</tr>
<tr>
<td><strong>EBT/Margin</strong></td>
<td>149.1/7.5%</td>
<td>7.3/0.4%</td>
<td>1,940.9</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>(25.1)</td>
<td>(21.5)</td>
<td>16.8</td>
</tr>
<tr>
<td>Tax rate (%)</td>
<td>16.8</td>
<td>293.8%</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net income/Margin</strong></td>
<td>124.0/6.3%</td>
<td>(14.2)/(0.8%)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net income after minorities/Margin</strong></td>
<td>122.9/6.2%</td>
<td>(13.5)/(0.7%)</td>
<td>-</td>
</tr>
<tr>
<td><strong>EPS (in EUR)</strong></td>
<td>4.63</td>
<td>(0.51)</td>
<td>-</td>
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## FY 2015: Consolidated Group P&L – Quarters

<table>
<thead>
<tr>
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<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>474.6</td>
<td>480.9</td>
<td>503.4</td>
<td>518.0</td>
<td>2.9</td>
<td>506.5</td>
<td>2.3</td>
</tr>
<tr>
<td>Change in inventories of finished goods and work in progress</td>
<td>(4.2)</td>
<td>(1.9)</td>
<td>(9.8)</td>
<td>8.6</td>
<td>-</td>
<td>(16.8)</td>
<td>-</td>
</tr>
<tr>
<td>Work performed by the Group and capitalized</td>
<td>5.9</td>
<td>7.1</td>
<td>7.7</td>
<td>8.6</td>
<td>12.0</td>
<td>5.1</td>
<td>69.2</td>
</tr>
<tr>
<td>Other operating income</td>
<td>20.5</td>
<td>15.2</td>
<td>2.3</td>
<td>7.8</td>
<td>238.4</td>
<td>16.7</td>
<td>(53.2)</td>
</tr>
<tr>
<td>Cost of material and purchased services</td>
<td>(307.2)</td>
<td>(293.1)</td>
<td>(292.7)</td>
<td>(325.2)</td>
<td>11.1</td>
<td>(302.5)</td>
<td>7.5</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>(76.3)</td>
<td>(75.0)</td>
<td>(72.6)</td>
<td>(76.2)</td>
<td>5.0</td>
<td>(66.2)</td>
<td>15.2</td>
</tr>
<tr>
<td>Other operating expenses</td>
<td>(53.5)</td>
<td>(66.3)</td>
<td>(54.1)</td>
<td>(61.9)</td>
<td>14.4</td>
<td>(62.3)</td>
<td>(0.6)</td>
</tr>
<tr>
<td><strong>EBITDA/Margin</strong></td>
<td>59.6/12.6%</td>
<td>66.9/13.9%</td>
<td>84.1/16.7%</td>
<td>79.5/15.4%</td>
<td>(5.4)</td>
<td>80.5/15.9%</td>
<td>(1.2)</td>
</tr>
<tr>
<td>Depreciation &amp; Amortization</td>
<td>(33.3)</td>
<td>(34.1)</td>
<td>(33.3)</td>
<td>(41.5)</td>
<td>24.6</td>
<td>(129.1)</td>
<td>(67.8)</td>
</tr>
<tr>
<td>Income from the release of investment grants</td>
<td>0.7</td>
<td>0.7</td>
<td>0.7</td>
<td>1.1</td>
<td>51.5</td>
<td>1.1</td>
<td>1.3</td>
</tr>
<tr>
<td><strong>EBIT/Margin</strong></td>
<td>27.0/5.7%</td>
<td>33.5/7.0%</td>
<td>51.5/10.2%</td>
<td>39.1/7.6%</td>
<td>(24.1)</td>
<td>(47.6)/(9.4%)</td>
<td>-</td>
</tr>
<tr>
<td>Financial result</td>
<td>(3.1)</td>
<td>10.0</td>
<td>(6.3)</td>
<td>(4.1)</td>
<td>(35.5)</td>
<td>(7.2)</td>
<td>(43.0)</td>
</tr>
<tr>
<td>Allocation of profit or loss to puttable non-controlling interests</td>
<td>1.0</td>
<td>(0.1)</td>
<td>(0.9)</td>
<td>1.5</td>
<td>-</td>
<td>5.9</td>
<td>(74.6)</td>
</tr>
<tr>
<td><strong>EBT/Margin</strong></td>
<td>24.8/5.2%</td>
<td>43.4/9.0%</td>
<td>44.3/8.8%</td>
<td>36.5/7.1%</td>
<td>(17.5)</td>
<td>(48.8)/(9.6%)</td>
<td>-</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>(8.2)</td>
<td>(8.5)</td>
<td>(11.4)</td>
<td>3.0</td>
<td>-</td>
<td>(9.6)</td>
<td>-</td>
</tr>
<tr>
<td>Tax rate (%)</td>
<td>33.0</td>
<td>19.6</td>
<td>25.8</td>
<td>(8.3)</td>
<td>-</td>
<td>(19.7)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net income/Margin</strong></td>
<td>16.6/3.5%</td>
<td>35.0/7.3%</td>
<td>32.9/6.5%</td>
<td>39.6/7.6%</td>
<td>20.4</td>
<td>(58.5)/(11.5%)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net income after minorities/Margin</strong></td>
<td>17.5/3.7%</td>
<td>35.3/7.3%</td>
<td>32.6/6.5%</td>
<td>37.4/7.2%</td>
<td>13.9</td>
<td>(58.0)/(11.5%)</td>
<td>-</td>
</tr>
<tr>
<td><strong>EPS (in EUR)</strong></td>
<td>0.66</td>
<td>1.33</td>
<td>1.24</td>
<td>1.41</td>
<td>13.9</td>
<td>(2.18)</td>
<td>-</td>
</tr>
</tbody>
</table>
## FY 2015: Topline breakdown

### Breakdown of Fibers segment revenue

<table>
<thead>
<tr>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Textile fibers (%)</td>
<td>67.1</td>
<td>69.3</td>
<td>70.1</td>
<td>71.6</td>
<td>1.5</td>
<td>69.9</td>
<td>1.7</td>
<td>69.6</td>
<td>68.4</td>
</tr>
<tr>
<td>Nonwoven fibers (%)</td>
<td>32.9</td>
<td>30.7</td>
<td>29.9</td>
<td>28.4</td>
<td>(1.5)</td>
<td>30.1</td>
<td>(1.7)</td>
<td>30.4</td>
<td>31.6</td>
</tr>
<tr>
<td>Fibers only</td>
<td>401.6</td>
<td>429.9</td>
<td>446.7</td>
<td>452.2</td>
<td>1.2</td>
<td>409.1</td>
<td>10.5</td>
<td>1,730.4</td>
<td>1,504.2</td>
</tr>
<tr>
<td>Others¹</td>
<td>43.9</td>
<td>42.3</td>
<td>53.2</td>
<td>64.8</td>
<td>21.9</td>
<td>69.5</td>
<td>(6.7)</td>
<td>204.2</td>
<td>259.8</td>
</tr>
<tr>
<td>Total segment Fibers</td>
<td>445.5</td>
<td>472.2</td>
<td>499.9</td>
<td>517.0</td>
<td>3.4</td>
<td>478.6</td>
<td>8.0</td>
<td>1,934.6</td>
<td>1,764.0</td>
</tr>
<tr>
<td>Total segment Lenzing Technik</td>
<td>21.8</td>
<td>21.0</td>
<td>15.1</td>
<td>12.7</td>
<td>(15.9)</td>
<td>22.4</td>
<td>(43.1)</td>
<td>70.6</td>
<td>90.8</td>
</tr>
<tr>
<td>Others and consolidation²</td>
<td>7.3</td>
<td>(12.3)</td>
<td>(11.6)</td>
<td>(11.7)</td>
<td>0.9</td>
<td>5.5</td>
<td>-</td>
<td>(28.4)</td>
<td>9.4</td>
</tr>
<tr>
<td>Total Group revenue</td>
<td>474.6</td>
<td>480.9</td>
<td>503.4</td>
<td>518.0</td>
<td>2.9</td>
<td>506.5</td>
<td>2.3</td>
<td>1,976.8</td>
<td>1,864.2</td>
</tr>
</tbody>
</table>

1) Includes sales of sodium sulfate and black liquor, external sales of pulp, wood and energy and hedging
2) From Q2/2015 without Dolan GmbH and European Carbon Fiber GmbH
Financials 2015 – Earnings per quarter (EUR mn)

<table>
<thead>
<tr>
<th>EBITDA margin</th>
<th>EBIT margin</th>
<th>EPS (EUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>15.9% 12.6% 13.9% 16.7% 15.4%</td>
<td>-9.4% 5.7% 7.0% 10.2% 7.6%</td>
<td>2.18 0.66 1.33 1.24 1.41</td>
</tr>
</tbody>
</table>

1) Q4/2014: EBITDA impacted by positive one-offs amounting to EUR 20.5 mn
**FY 2015: OPEX as of total sales**

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total sales</td>
<td>474.6</td>
<td>480.9</td>
<td>503.4</td>
<td>518.0</td>
<td>2.9</td>
<td>506.5</td>
<td>2.3</td>
<td>1,976.8</td>
<td>1,864.2</td>
<td>6.0</td>
</tr>
<tr>
<td>Total OPEX¹</td>
<td>(437.1)</td>
<td>(434.4)</td>
<td>(419.5)</td>
<td>(463.4)</td>
<td>10.5</td>
<td>(431.0)</td>
<td>7.5</td>
<td>(1,754.4)</td>
<td>(1,704.5)</td>
<td>2.9</td>
</tr>
<tr>
<td>Total cost of material and purchased services</td>
<td>(307.2)</td>
<td>(293.1)</td>
<td>(292.7)</td>
<td>(325.2)</td>
<td>11.1</td>
<td>(302.5)</td>
<td>7.5</td>
<td>(1,218.3)</td>
<td>(1,199.2)</td>
<td>1.6</td>
</tr>
<tr>
<td>as % of total sales</td>
<td>64.7</td>
<td>61.0</td>
<td>58.1</td>
<td>62.8</td>
<td>-</td>
<td>59.7</td>
<td>-</td>
<td>61.6</td>
<td>64.3</td>
<td>-</td>
</tr>
<tr>
<td>Total personnel expenses</td>
<td>(76.3)</td>
<td>(75.0)</td>
<td>(72.6)</td>
<td>(76.2)</td>
<td>5.0</td>
<td>(66.2)</td>
<td>15.2</td>
<td>(300.2)</td>
<td>(292.0)</td>
<td>2.8</td>
</tr>
<tr>
<td>as % of total sales</td>
<td>16.1</td>
<td>15.6</td>
<td>14.4</td>
<td>14.7</td>
<td>-</td>
<td>13.1</td>
<td>-</td>
<td>15.2</td>
<td>15.7</td>
<td>-</td>
</tr>
<tr>
<td>Total other operating expenses</td>
<td>(53.5)</td>
<td>(66.3)</td>
<td>(54.1)</td>
<td>(61.9)</td>
<td>14.4</td>
<td>(62.3)</td>
<td>(0.6)</td>
<td>(235.9)</td>
<td>(213.3)</td>
<td>10.6</td>
</tr>
<tr>
<td>as % of total sales</td>
<td>11.3</td>
<td>13.8</td>
<td>10.8</td>
<td>12.0</td>
<td>-</td>
<td>12.3</td>
<td>-</td>
<td>11.9</td>
<td>11.4</td>
<td>-</td>
</tr>
</tbody>
</table>

1) Includes cost of material and purchased services, personnel expenses and other operating expenses
## FY 2015: Solid balance sheet
as of Dec. 31, 2015

### Total Assets

<table>
<thead>
<tr>
<th>Component</th>
<th>31 Dec. 2015</th>
<th>31 Dec. 2014</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets</td>
<td>2,421.8</td>
<td>2,375.1</td>
<td>2.0</td>
</tr>
<tr>
<td>Liquid assets</td>
<td>355.3</td>
<td>280.3</td>
<td>26.8</td>
</tr>
<tr>
<td>thereof cash and cash equivalents</td>
<td>347.3</td>
<td>271.8</td>
<td>27.8</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>1,215.1</td>
<td>1,329.4</td>
<td>(8.6)</td>
</tr>
<tr>
<td>thereof financial liabilities</td>
<td>683.2</td>
<td>729.8</td>
<td>(6.4)</td>
</tr>
<tr>
<td>Adjusted equity</td>
<td>1,226.4</td>
<td>1,066.1</td>
<td>15.0</td>
</tr>
<tr>
<td>Adjusted equity ratio (%)</td>
<td>50.6</td>
<td>44.9</td>
<td>-</td>
</tr>
<tr>
<td>Net gearing (%)</td>
<td>26.7</td>
<td>42.2</td>
<td>-</td>
</tr>
<tr>
<td>Net financial debt</td>
<td>327.9</td>
<td>449.5</td>
<td>(27.0)</td>
</tr>
<tr>
<td>Net financial debt/EBITDA</td>
<td>1.1</td>
<td>1.9</td>
<td>-</td>
</tr>
<tr>
<td>ROCE</td>
<td>8.0%</td>
<td>(0.1%)</td>
<td>-</td>
</tr>
</tbody>
</table>

### Total Liabilities

<table>
<thead>
<tr>
<th>Component</th>
<th>31 Dec. 2015</th>
<th>31 Dec. 2014</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total liquidity cushion</td>
<td>546.2</td>
<td>478.8</td>
<td>14.1</td>
</tr>
<tr>
<td>thereof liquid assets</td>
<td>355.3</td>
<td>280.3</td>
<td>26.8</td>
</tr>
<tr>
<td>thereof unused credit facilities</td>
<td>190.9</td>
<td>198.5</td>
<td>(3.8)</td>
</tr>
</tbody>
</table>

1) Including cash and cash equivalents, liquid securities and liquid bills of exchange
2) Including government grants less proportionate deferred taxes on government grants
### FY 2015: Cash flow

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross CF (before taxes and interest)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>57.8</td>
<td>94.8¹</td>
<td>87.0</td>
<td>82.2</td>
<td>(5.6)</td>
<td>95.8</td>
<td>(14.2)</td>
<td>321.8</td>
<td>253.3</td>
<td>27.1</td>
</tr>
<tr>
<td><strong>Taxes and interest</strong></td>
<td>5.4</td>
<td>(11.5)</td>
<td>(21.5)</td>
<td>(9.7)</td>
<td>(54.9)</td>
<td>(4.6)</td>
<td>110.2</td>
<td>(37.4)</td>
<td>(22.5)</td>
<td>66.3</td>
</tr>
<tr>
<td><strong>Gross CF (after taxes and interest)</strong></td>
<td>63.2</td>
<td>83.2</td>
<td>65.5</td>
<td>72.5</td>
<td>10.6</td>
<td>91.2</td>
<td>(20.5)</td>
<td>284.5</td>
<td>230.8</td>
<td>23.2</td>
</tr>
<tr>
<td><strong>Change in total working capital</strong></td>
<td>(25.6)</td>
<td>(21.2)</td>
<td>19.7</td>
<td>(41.9)</td>
<td></td>
<td>(31.5)</td>
<td>32.9</td>
<td>(68.9)</td>
<td>(12.0)</td>
<td>474.4</td>
</tr>
<tr>
<td><strong>Operating cash flow</strong></td>
<td>37.6</td>
<td>62.1</td>
<td>85.3</td>
<td>30.6</td>
<td>(64.1)</td>
<td>59.7</td>
<td>(48.7)</td>
<td>215.6</td>
<td>218.8</td>
<td>(1.5)</td>
</tr>
<tr>
<td><strong>Investment cash flow</strong></td>
<td>(11.7)</td>
<td>(1.9)</td>
<td>(17.8)</td>
<td>(25.1)</td>
<td>40.7</td>
<td>(18.7)</td>
<td>34.3</td>
<td>(56.5)</td>
<td>(102.8)</td>
<td>(45.0)</td>
</tr>
<tr>
<td><strong>Free cash flow unadj.</strong></td>
<td>26.0</td>
<td>60.1</td>
<td>67.4</td>
<td>5.5</td>
<td>(91.8)</td>
<td>41.0</td>
<td>(86.5)</td>
<td>159.0</td>
<td>116.0</td>
<td>37.1</td>
</tr>
<tr>
<td><strong>Net inflow from sale of subsidiary</strong></td>
<td>0.0</td>
<td>(13.8)</td>
<td>(0.4)</td>
<td>0.8</td>
<td></td>
<td>0.0</td>
<td></td>
<td>(13.4)</td>
<td>0.0</td>
<td>-</td>
</tr>
<tr>
<td><strong>Acquisition of other financial assets</strong></td>
<td>0.7</td>
<td>1.1</td>
<td>0.3</td>
<td>2.9</td>
<td></td>
<td>1.8</td>
<td>58.0</td>
<td>4.9</td>
<td>2.3</td>
<td>114.0</td>
</tr>
<tr>
<td><strong>Proceeds/repayments of other financial assets</strong></td>
<td>(0.2)</td>
<td>(0.2)</td>
<td>(0.2)</td>
<td>(5.0)</td>
<td></td>
<td>(2.5)</td>
<td>97.4</td>
<td>(5.6)</td>
<td>(3.5)</td>
<td>61.6</td>
</tr>
<tr>
<td><strong>Free cash flow adj.</strong></td>
<td>26.5</td>
<td>47.2</td>
<td>67.2</td>
<td>4.1</td>
<td>(93.9)</td>
<td>40.3</td>
<td>(89.8)</td>
<td>145.0</td>
<td>114.8</td>
<td>26.2</td>
</tr>
</tbody>
</table>

1) Positive contribution from one-off cash in from investment accounted for using the equity method
2) Including trade and other working capital
3) Including investment in financial assets and proceeds from disposal
Financials 2015 – Free cash flow and trading working capital per quarter (EUR mn)

<table>
<thead>
<tr>
<th>Period</th>
<th>Free Cash Flow Adj.</th>
<th>Trading Working Capital in % of Group Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4/2014</td>
<td>40.3</td>
<td>19.5%</td>
</tr>
<tr>
<td>Q1/2015</td>
<td>26.5</td>
<td>23.5%</td>
</tr>
<tr>
<td>Q2/2015</td>
<td>47.2</td>
<td>23.3%</td>
</tr>
<tr>
<td>Q3/2015</td>
<td>67.2</td>
<td>21.0%</td>
</tr>
<tr>
<td>Q4/2015</td>
<td>4.1</td>
<td>21.6%</td>
</tr>
</tbody>
</table>

Negative Q4 development due to:
- Longer payment terms for receivables
- Shorter payment terms for liabilities
Appendix – Equity story
Global fiber market at a glance
2015e consumption numbers

1) Incl. bast, flax, hemp, jute, silk and allied fibers
2) Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulosics
Source: CIRFS, The Fiber Year, The Fiber Organon, Lenzing estimates

- Synthetic fibers: 62.1%
- Cellulose- & protein-based fibers: 25.2%
- Other natural fibers: 5.1%
- Wood-based fibers: 6.4%
- Cotton: 25.2%

95.6 mn tons
Lenzing is the global leader in cellulose fibers…

Balanced exposure to matured and emerging markets

Fiber revenue by region

- Asia: 63%
- Europe incl. Turkey: 25%
- Americas: 10%
- RoW: 2%

Source: Lenzing data 2015

Global network of production sites and sales offices

2015 footprint
…enjoys market leadership in all three fiber generations…

<table>
<thead>
<tr>
<th>Market Position</th>
<th>Competitive Intensity</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TENCEL®</strong></td>
<td># 1</td>
</tr>
<tr>
<td><strong>Modal®</strong></td>
<td># 1</td>
</tr>
<tr>
<td><strong>Viscose®</strong></td>
<td># 2</td>
</tr>
<tr>
<td></td>
<td>Low</td>
</tr>
<tr>
<td></td>
<td>Medium</td>
</tr>
<tr>
<td></td>
<td>High</td>
</tr>
</tbody>
</table>

Source: Lenzing data, CCFG, CCFEI

The fiber production is fully secured by robust dissolving wood pulp supply (> 50% own pulp production with true biorefineries and long-term contracts)

TENCEL®, Lenzing Modal® and Lenzing Viscose® are registered trademarks of the Lenzing Group
… is the only player with European roots in the viscose staple fibers market¹ (2015e)

**Lenzing with 21% share of production**

- Others: 31%
- Helon: 3%
- Aoyang: 5%
- Sateri: 8%
- Fulida: 6%
- Tangshan: 8%
- Lenzing: 21%
- Bila: 18%

4.7 mn tons

**Lenzing with 19% share of capacities²**

- Others: 31%
- Helon: 3%
- Aoyang: 5%
- Sateri: 9%
- Fulida: 6%
- Tangshan: 9%
- Bila: 18%
- Lenzing: 19%

5.3 mn tons

Source: CIRFS, FEB, Trade statistics, Company estimates

1) Viscose Stable Fibers (including Modal and TENCEL®), excluding viscose filaments, acetate tow, cigarette filters

2) Based on latest available company information from company websites and annual/interim reports
…is innovation leader in lyocell with TENCEL®…

- TENCEL® fiber: Outstanding functionality and highly eco-friendly
- Lenzing has strong global footprint and cost leadership
- Excellent in shaping and creating lyocell market through
  - Branding: TENCEL®
  - Application development and downstream partnerships
  - Pioneering the technology and successful scale-up
- Very strong pipeline of product and process innovation
Global consumer brands trust Lenzing as long-term partner due to our quality leadership and deep technical expertise, resulting in several “co-branding” initiatives.

Source: Lenzing data
China remains the growth engine in global textiles

Global textile demand by value (2003-2020)

Source: ICAC World Textile Demand, Euromonitor, Lenzing data
Lenzing went through a difficult period in the recent past - But several issues are already solved

- Portfolio optimization
  - Divestiture of Lenzing Plastics
  - Divestiture of Dolan GmbH and European Carbon Fiber GmbH
  - First wave of restructuring Lenzing Technik

- excelLENZ program
  - Annualized improvement of EUR 160 mn by 2016

- Successful first wave of growing specialties
  - Many new grades launched
  - New 67 kt TENCEL® jumbo plant is fully sold out
The new strategy – driving value growth

- Strengthen the Core
- Forward Solutions
- Specialization
- Customer Intimacy
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
- Strengthen our co-products business
- Grow viscose position via strategic partnerships
- Finalize restructuring technical units
Customer Intimacy, Specialization, Forward Solutions and New Business Areas

- Increase management presence and decision power in the regions
- Establish two additional regional application and customer innovation centers
- Secure #1 lyocell and modal leadership position via capacity expansion program
- Focus on high-value eco-friendly specialty fibers
- Target 50% of revenue from specialty fibers by 2020

Select and establish new emerging business areas
Move selectively forward in the value chain via new game-changing technologies
2020 financial targets

- **EBITDA growth of 10% p.a.** (vs. 2014 base)
- **ROCE** $\geq 10\%$
- **Net financial debt/EBITDA** $<2.5$
Capacity 2016\(^1\): A global footprint

**Europe**
- CAGR 6.1%

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Capacity (k metric tons)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>357</td>
</tr>
<tr>
<td>2013</td>
<td>373</td>
</tr>
<tr>
<td>2014</td>
<td>444</td>
</tr>
<tr>
<td>2015</td>
<td>453</td>
</tr>
<tr>
<td>2016e</td>
<td>160</td>
</tr>
</tbody>
</table>

**USA**
- CAGR 0.5%

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Capacity (k metric tons)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>50</td>
</tr>
<tr>
<td>2013</td>
<td>50</td>
</tr>
<tr>
<td>2014</td>
<td>50</td>
</tr>
<tr>
<td>2015</td>
<td>50</td>
</tr>
<tr>
<td>2016e</td>
<td>50</td>
</tr>
</tbody>
</table>

**China**
- CAGR 2.7%

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Capacity (k metric tons)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>160</td>
</tr>
<tr>
<td>2013</td>
<td>178</td>
</tr>
<tr>
<td>2014</td>
<td>178</td>
</tr>
<tr>
<td>2015</td>
<td>178</td>
</tr>
<tr>
<td>2016e</td>
<td>178</td>
</tr>
</tbody>
</table>

**Indonesia**
- CAGR 0.2%

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Capacity (k metric tons)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>320</td>
</tr>
<tr>
<td>2013</td>
<td>320</td>
</tr>
<tr>
<td>2014</td>
<td>320</td>
</tr>
<tr>
<td>2015</td>
<td>323</td>
</tr>
<tr>
<td>2016e</td>
<td>323</td>
</tr>
</tbody>
</table>

**Total pulp capacity**
- CAGR 8.7%

- Lenzing (A)
- Paskov (CZ)

1) Figures are shown in k metric tons; CAGR 2012-2016e
2) Includes Lenzing (A), Heiligenkreuz (A) and Grimsby (UK)
Lenzing’s pulp mills are bio-refineries

Lenzing and Biocel Paskov achieve 100% wood utilization by generating pulp, bio-based chemicals and energy.

- **Pulp production**
  - **Lenzing**
  - **~39% Pulp**
  - **~11% Acetic acid**
  - **~50% Energy**
  - **Xylose**
  - **Furfural**

**Bio-refinery products**

**Customers & Products**

- **DOCON**
- **SABA**
- **International Furans Chemicals B.V.**
- etc.
Fiber production fully secured by a robust pulp supply

Level of backward integration: Own pulp supply in percentage of annual fiber capacity

- >50% secured by own pulp production
- Remaining pulp is secured through long-term contracts

Total annual fiber capacity (100%)

<table>
<thead>
<tr>
<th>Year</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>45%</td>
<td>46%</td>
<td>58%</td>
<td>56%</td>
<td>56%</td>
</tr>
</tbody>
</table>
Sales and marketing
Customer concentration

Textiles – % of sales by customers
(2015 01-12¹)

Nonwoven – % of sales by customers
(2015 01-12¹)

Source: LAG

1) Due to a new clustering in 2015, the figures cannot be compared to previous years
Lenzing is the innovation leader
Industry leading R&D spend (EUR 29.8\(^1\) mn in 2015)

R&D expenses (2000-2015)

Intellectual property

- As of December 2015, Lenzing owned approx. 1,250 patent applications and patents in 57 countries belonging to 215 patent families
- All significant patents are filed and maintained in Asia, the European Union and the Americas
- The majority of the patent portfolio focuses on lyocell technology (TENCEL®)
- As of December 2015, Lenzing owned approx. 1,680 trademark applications and trademarks in 93 countries belonging to 110 trademark families

Source: LAG, as at December 31, 2015

1) Pursuant Frascati
Megatrends support fiber demand growth

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

<table>
<thead>
<tr>
<th></th>
<th>Industrial world</th>
<th></th>
<th>Developing world</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>CAGR 2010-2020</td>
<td></td>
<td>CAGR 2010-2020</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Population in bn</td>
<td>0.85</td>
<td>0.91</td>
<td>0.96</td>
<td>+0.5%</td>
<td></td>
</tr>
<tr>
<td>GDP growth in real USDk/capita</td>
<td>33.4</td>
<td>36.3</td>
<td>42.1</td>
<td>+1.5%</td>
<td></td>
</tr>
<tr>
<td>Textile consumption in kg/capita</td>
<td>26.4</td>
<td>28.6</td>
<td>31.0</td>
<td>+0.8%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>20.00</td>
<td>20.50</td>
<td>21.50</td>
<td>+1.0%</td>
<td>20.00</td>
</tr>
<tr>
<td></td>
<td>12.00</td>
<td>12.60</td>
<td>13.60</td>
<td>+0.8%</td>
<td>12.00</td>
</tr>
</tbody>
</table>

Source: IHS, ICAC, Lenzing data
The key growth drivers for fibers

<table>
<thead>
<tr>
<th>Overall fiber market growth</th>
<th>Population growth-driven</th>
<th>Growing population demanding more fabrics</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Wealth-related growth</td>
<td>Higher per-capita consumption of fibers with increasing income</td>
</tr>
<tr>
<td>Fiber mix shifts due to demand fundamentals</td>
<td>Wealth impact developing countries</td>
<td>People exit extreme poverty and can afford garments: Strong increase of low cost products</td>
</tr>
<tr>
<td></td>
<td>New fiber technologies and changed use patterns</td>
<td>Rising middle class: Higher quality and functionality of clothing</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Trend to high-tech clothing and comfort leading to more use of special polyester and wood-based fibers¹</td>
</tr>
</tbody>
</table>

¹ Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulosics (viscose, modal and lyocell only – excluding acetate, tow and filament)
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
Green footprint of wood-based fibers: Very environmentally friendly

- Renewable raw material - cellulose is nature's most important construction material and available in abundance
- More than 50% of Lenzing’s fuel consumption sourced from renewable resources
- Certified wood and pulp sources
  - 100% of Lenzing’s wood and pulp supply either certified or from controlled wood sources!
- Rate of wood utilization
- Best available manufacturing technologies
- Sustainability of fibers is confirmed by LCA, certifications and awards
- Lenzing listed in the VÖNIX Sustainability Index for the 10th straight year in 2015

1) Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulosics
2) Controlled according to the standards of wood certifiers and externally verified!
Megatrend: Sustainability
TENCEL® - a sustainable production process

- Direct solving process
- Closed-loop process
- Complete recovery of solvent
Wood-based fibers\textsuperscript{1} outgrow market

Expected growth of global fiber demand until 2020

Million metric tons\textsuperscript{2}

<table>
<thead>
<tr>
<th>Year</th>
<th>Wood-based fibers\textsuperscript{1}</th>
<th>Synthetic fibers</th>
<th>Cotton</th>
<th>Total fiber market</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>20\textsuperscript{1}</td>
<td>40</td>
<td>20\textsuperscript{2}</td>
<td>80\textsuperscript{2}</td>
</tr>
<tr>
<td>2005</td>
<td>40\textsuperscript{1}</td>
<td>60</td>
<td>20\textsuperscript{2}</td>
<td>120\textsuperscript{2}</td>
</tr>
<tr>
<td>2010</td>
<td>60\textsuperscript{1}</td>
<td>80</td>
<td>20\textsuperscript{2}</td>
<td>160\textsuperscript{2}</td>
</tr>
<tr>
<td>2015e</td>
<td>80\textsuperscript{1}</td>
<td>100</td>
<td>20\textsuperscript{2}</td>
<td>200\textsuperscript{2}</td>
</tr>
<tr>
<td>2020p</td>
<td>100\textsuperscript{1}</td>
<td>120</td>
<td>20\textsuperscript{2}</td>
<td>240\textsuperscript{2}</td>
</tr>
</tbody>
</table>

CAGR (2015\textsuperscript{e} – 2020\textsuperscript{p})

- Wood-based fibers\textsuperscript{1}: 5-6\% p.a.
- Synthetic fibers: 3-4\% p.a.
- Total fiber market: 3-4\% p.a.

\textsuperscript{1} Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulosics (viscose, modal and lyocell only – excluding acetate, tow and filament)
\textsuperscript{2} Without wool and other natural fibers

Source: ICAC, CIRFS, Fiber Economics Bureau, National Statistics, The Fiber Year, Lenzing data
Textile and Nonwovens are the two main applications...

<table>
<thead>
<tr>
<th>Textile</th>
<th>Nonwovens</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Size</strong></td>
<td>86 mt (~90% of fiber market)</td>
</tr>
<tr>
<td><strong>Regional focus</strong></td>
<td>Over 90% in China, India and Asia-Pacific</td>
</tr>
<tr>
<td><strong>Fragmentation</strong></td>
<td>High</td>
</tr>
<tr>
<td><strong>Decision making</strong></td>
<td>Brands/retailers with some influence of fabric makers</td>
</tr>
<tr>
<td><strong>Key drivers</strong></td>
<td>▪ Ongoing trend towards lower cost fashion</td>
</tr>
<tr>
<td></td>
<td>▪ Trends towards sustainability, convenience and functionality</td>
</tr>
<tr>
<td></td>
<td>▪ Volatile demand due to fast fashion and changing trends</td>
</tr>
<tr>
<td><strong>End users</strong></td>
<td>Markets strongly driven by end-consumers</td>
</tr>
</tbody>
</table>

1) Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulosics
…distinct trends are emerging

- **Textiles**
  - Need for sustainable supply chains across the globe
  - Fast fashion
  - Focus on functionality

- **Nonwovens**
  - Need for higher cleanliness
  - Need to improve eco-footprint of downstream products
  - High innovation headroom
Overview of B & C Privatstiftung

- 67.6% owner of Lenzing is B & C Privatstiftung (B & C Private Foundation). Its purpose is the promotion of Austrian entrepreneurship.
- B & C Industrieholding GmbH is the management holding of B & C Foundation with 3 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) Link to B &C Privatstiftung homepage: [http://www.bcprivatstiftung.at/bc-privatstiftung/die-privatstiftung/](http://www.bcprivatstiftung.at/bc-privatstiftung/die-privatstiftung/) (only in German)
Back-up
Our production sites

Lenzing AG – Austria (fiber and pulp)

Lenzing – Austria (TENCEL®)

PT. South Pacific Viscose – Indonesia (viscose)

Biocel Paskov a.s. – Czech Republic (pulp)

Grimsby – Great Britain (TENCEL®)

Heiligenkreuz – Austria (TENCEL®)

Mobile – USA (TENCEL®)

Lenzing (Nanjing) Fibers Co. Ltd. – China (viscose)
Where our fibers end up
Apparel - Ladies’ wear – close to skin

- 100% TENCEL®
- Jacket: 35% TENCEL® / 18% Ramie / 47% Organic cotton, Jumpsuit: 100% TENCEL®
- Asymmetric Hem Dress: 100% TENCEL®
- 100% TENCEL®
- 65% TENCEL® / 35% Cotton
Where our fibers end up
Home and Interiors

- 100% TENCEL®
  - bed linen
  - duvets
  - mattresses

- Lenzing Modal®
  - towels
  - bathrobes

LEADING FIBER INNOVATION
Where our fibers end up
Nonwovens

- TENCEL® wash cloth
- TENCEL® face masks
- TENCEL® hygiene articles
Where our fibers end up
New Business Development & Technical

- TENCEL® in automotive (car seats, tires, injection molding, …)
- Packing solutions with Lenzing Modal® COLOR (vegetable and fruit nets – eg. at REWE Austria and ALDI Austria – Hofer)
- Botanic Shoe with TENCEL® TENCEL® shoe complete (shoe soles, lining, upper fabric and shoe laces)
Contacts and financial calendar

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- E-Mail: s.kniep@lenzing.com

Financial calendar

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full year results</td>
<td>March 23, 2016</td>
</tr>
<tr>
<td>71st Annual General Meeting</td>
<td>April 20, 2016</td>
</tr>
<tr>
<td>Results 1st quarter</td>
<td>May 12, 2016</td>
</tr>
<tr>
<td>Half year results</td>
<td>August 24, 2016</td>
</tr>
<tr>
<td>Results 3rd quarter</td>
<td>November 16, 2016</td>
</tr>
</tbody>
</table>

- Visit our IR website
- Visit our SRI sites