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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](http://www.lenzing.com) in the section “Investors”.

www.lenzing.com
At a glance

Q1-2020 financial results
- Revenue of EUR 466mn (EUR 560mn in Q1-2019)
  - Reflecting weak VSF price and softer textile demand
- EBITDA of EUR 69.6mn (EUR 92mn in Q1-2019)
  - Solid performance in very challenging environment
- Net result of EUR 17.7mn (EUR 42.8mn in Q1-2019)

Key developments
- Strong start to the year, but since February affected by Covid-19
- Focus on measures to protect our people, partners and ensure business continuity
- Global pandemic and enforced shutdowns weigh on textile fiber demand, but trigger higher demand for nonwoven fibers used in hygiene applications
- Expansion projects remain on track

2020 guidance remains suspended
- Limited visibility due to Covid-19 pandemic
  - Textile fiber demand recovery depending on duration of lockdown and exit strategies in consumer economies
  - Nonwoven fibers benefit from increased hygiene awareness, offering attractive growth opportunities

Focus areas
- Lenzing sets up JV to produce safety masks
- Strengthen cost position & operational excellence
- Fully committed to expansion projects

AGM rescheduled for 18 June 2020
- Proposal to not distribute a dividend for 2019

Extension of management board
- Christian Skilich to join on 1 June 2020

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1) Original dividend proposal of EUR1.0 per share for 2019
Protecting our people and business partners
- Home office rolled out globally, except for activities that require on-site presence.
- No business travel and face-to-face meetings
- Optional garden leave for risk group and psychological assistance for employees
- Temperature checks at gates and hygiene guidance for all employees and suppliers
- Purchasing and provision of hygiene and protective materials (i.e. masks, gloves)

Measures taken to ensure business continuity
- Higher inventory levels for critical raw materials and products to mitigate potential supply chain disruptions
- Close interaction and cooperation with up- and downstream value chain partners to enhance visibility and facilitate production flexibility
- Stringent cost management
- Flexible working hours and hiring freeze
- High liquidity position secured

Non-exhaustive lists
Covid-19: lockdowns weigh globally on textile retail sales

- Physical store sales account for the majority of retail sales (74% of US apparel sales in 2019\(^1\)), with recent government lockdowns triggering unprecedented declines.

- E-commerce/online retail experiences healthy growth rates, but still lacks the scale (26% in 2019\(^1\)) to fully offset the physical sales decline.

Source: Euromonitor, Apparel & Footwear Sales by Distribution Channel

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\(^1\) Euromonitor, Apparel & Footwear Sales by Distribution Channel
Covid-19: textile demand recovery difficult to forecast

Google search volumes for TENCEL™

Google search volumes for “Clothing & Apparel”

Apparel retail sales forecast by region till Jan 2021 (% YOY)

- A recovery in textile and apparel markets depends largely on lockdown exit strategies in consumer economies.
- Relevant online search activity and volumes already point to a looming recovery.
- Analysts forecast Asia-Pacific to be first, returning to pre-Covid levels in Q3-2020.

Source: Morgan Stanley estimates, APAC could be back to pre-Covid levels by July

Source: Google Trends; 100 = peak popularity
Covid-19: Surging demand for hygiene and care products

- The pandemic induced panic buying of non-discretionary goods, including hygiene and personal care products, which triggered higher demand for nonwoven fibers.
- Downstream, some nonwoven producers adjusted their production capacities to contribute with face masks and other medical goods to the prevention of Covid-19.

Source: Nielsen; HPC = Household & Personal Care
Covid-19: Lenzing enters JV to produce safety masks

At a glance:

- **Joint Venture**: Hygiene Austria LP GmbH
  Lenzing (50.1%) and Palmers (49.9%)
- **Rationale**: Contribution to combat Covid-19 pandemic by ensuring long-term supply of high-quality critical goods
- **Scope**: Production and distribution of high-quality, certified hygiene & safety equipment in Austria and Europe through hygiene competence center in Austria
- **Main products include**:
  - Mouth-nose protective masks (MNS)
  - Surgical protective masks (EN14683)
- **Production capacity**:
  - Currently: 12mn units per month
  - Planned: 25mn units per month
Market update
Commodity prices remain under severe pressure

**Viscose, cotton, polyester and pulp prices are around all time lows**

- **Viscose**: Price remains challenging; -30% YOY to ~CNY9,000/ton
- **Nonwoven viscose** performs better, with prices at ~CNY11,000/ton
- **Operating rates in the VSF industry** stabilized around ~66%
- **High VSF inventory** with 45 days at fiber level (5y avg. 14 days)

**Competing fibers**

- **Cotton**: Prices dropped to USc63/lbs (Cotton A Index). The Stock-to-use ratio is expected to reach an all-time high.
- **Polyester**: In April, prices temporarily increased by ~20% due to strong nonwoven demand to CNY6,350/ton, now at ~CNY5,400/ton

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**Viscose**

1) **Standard viscose staple fibers**, price development until Apr 16th, 2020
2) Conversion margin = VSF – imported hardwood dissolving pulp (DWP)
3) DWP is key input material; 1 ton of fiber (VSF, modal, lyocell) requires ~1 ton of DWP

Source: China Chemical Fiber Group, CCA, CCFEI
Specialty fiber prices remain comparatively resilient

1) In China; 6M average in % from 01/2017 converted at constant FX rates
2) Lenzing’s specialties: Lenzing™ Lyocell, Lenzing™ Modal, Lenzing™ Specialty Viscose

Lenzing Specialties

(Include Lenzing specialty viscose which is priced on "VSF plus" basis)
Financials
P&L – Revenue

Group revenue by type
Q1/2020

- Specialty fibers: 16%
- Standard fibers: 23%
- Other business areas: 61%

Fiber revenue by application
Q1/2020

- Textile fibers: 29%
- Nonwoven fibers: 33%

1) Lenzing™ Lyocell, Lenzing™ Modal, Lenzing™ Specialty Viscose,
### Q1/2020: Quarterly earnings development

#### EBITDA margin

<table>
<thead>
<tr>
<th></th>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>16.4 %</td>
<td>16.9 %</td>
<td>16.2 %</td>
<td>12.3 %</td>
<td>14.9 %</td>
</tr>
</tbody>
</table>

#### EBIT margin

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>9.7 %</td>
<td>9.7 %</td>
<td>9.0 %</td>
<td>1.8 %</td>
<td>6.5 %</td>
</tr>
</tbody>
</table>

#### EPS¹ (EUR)

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>EUR mn</td>
<td>1.65</td>
<td>1.32</td>
<td>1.45</td>
<td>0.21</td>
<td>0.84</td>
</tr>
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</table>

#### EUR mn

<table>
<thead>
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<th></th>
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</thead>
<tbody>
<tr>
<td>Group</td>
<td>92.0</td>
<td>89.2</td>
<td>85.7</td>
<td>60.0</td>
<td>69.6</td>
</tr>
<tr>
<td>net</td>
<td>(24.3)%</td>
<td>(44.2)%</td>
<td>(44.2)%</td>
<td>(58.6)%</td>
<td>(58.6)%</td>
</tr>
</tbody>
</table>

1) Attributable to Lenzing AG shareholders

---

Q1/2019: 92.0 EUR mn
Q2/2019: 89.2 EUR mn
Q3/2019: 85.7 EUR mn
Q4/2019: 60.0 EUR mn
Q1/2020: 69.6 EUR mn

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Q1/2019: 54.4 EUR mn
Q2/2019: 51.2 EUR mn
Q3/2019: 47.9 EUR mn
Q4/2019: 8.8 EUR mn
Q1/2020: 30.4 EUR mn

---

Q1/2019: 42.8 EUR mn
Q2/2019: 34.0 EUR mn
Q3/2019: 36.1 EUR mn
Q4/2019: 2.0 EUR mn
Q1/2020: 17.7 EUR mn

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Q1/2019: 1.65 EUR
Q2/2019: 1.32 EUR
Q3/2019: 1.45 EUR
Q4/2019: 0.21 EUR
Q1/2020: 0.84 EUR

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www.lenzing.com

06/05/2020 - 14

Innovative by nature
Quarterly cash flow and working capital development

**Gross cash flow (EUR mn)**
- Q1/2019: 83.7
- Q2/2019: 73.6
- Q3/2019: 78.9
- Q4/2019: 73.6
- Q1/2020: 38.8

**Operating cash flow (EUR mn)**
- Q1/2019: 28.0
- Q2/2019: 50.1
- Q3/2019: 47.2
- Q4/2019: 51.5
- Q1/2020: 31.9

**Free cash flow adj. (EUR mn)**
- Q1/2019: 0.8
- Q2/2019: (17.4)
- Q3/2019: (10.7)
- Q4/2019: (106.7)

**Trading working capital (EUR mn)**
- Q1/2019: 441
- Q2/2019: 439
- Q3/2019: 474
- Q4/2019: 404
- Q1/2020: 453

**Trading working capital in % of annualized Group revenue**
- Q1/2019: 19.7%
- Q2/2019: 20.8%
- Q3/2019: 22.4%
- Q4/2019: 20.7%
- Q1/2020: 24.3%
Balance sheet metrics

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

<table>
<thead>
<tr>
<th></th>
<th>According to IFRS (EUR mn)</th>
<th>31 March 2020</th>
<th>31 Dec. 2019</th>
<th>Change in %</th>
</tr>
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<tbody>
<tr>
<td>Total assets</td>
<td></td>
<td>3,328.0</td>
<td>3,121.1</td>
<td>6.6</td>
</tr>
<tr>
<td>Liquid assets¹</td>
<td></td>
<td>572.0</td>
<td>581.0</td>
<td>(1.5)</td>
</tr>
<tr>
<td>thereof liquid funds</td>
<td></td>
<td>563.4</td>
<td>571.5</td>
<td>(1.4)</td>
</tr>
<tr>
<td>Total liabilities</td>
<td></td>
<td>1,870</td>
<td>1,583.2</td>
<td>18.1</td>
</tr>
<tr>
<td>thereof financial liabilities</td>
<td></td>
<td>1,133.3</td>
<td>981.6</td>
<td>15.5</td>
</tr>
<tr>
<td>Adjusted equity²</td>
<td></td>
<td>1,483.3</td>
<td>1,559.3</td>
<td>(4.9)</td>
</tr>
<tr>
<td>Adjusted equity ratio (%)</td>
<td></td>
<td>44.6</td>
<td>50.0</td>
<td>-</td>
</tr>
<tr>
<td>Net gearing (%)</td>
<td></td>
<td>37.8</td>
<td>25.7</td>
<td>-</td>
</tr>
<tr>
<td>Net financial debt</td>
<td></td>
<td>561.3</td>
<td>400.6</td>
<td>40.1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>According to IFRS (EUR mn)</th>
<th>31 March 2020</th>
<th>31 Dec. 2019</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total liquidity cushion</td>
<td></td>
<td>805.4</td>
<td>847.6</td>
<td>(5.0)</td>
</tr>
<tr>
<td>thereof liquid assets¹</td>
<td></td>
<td>572.0</td>
<td>581.0</td>
<td>(1.5)</td>
</tr>
<tr>
<td>thereof unused credit facilities</td>
<td></td>
<td>233.4</td>
<td>266.6</td>
<td>(12.4)</td>
</tr>
</tbody>
</table>
Outlook
Outlook

2020 guidance remains suspended

- Currently very limited visibility due to Covid-19 pandemic
  - Recovery in textile fiber demand depending on consumer confidence and discretionary spending after shutdowns in western economies have been lifted
  - Nonwoven fibers benefit from strong demand for hygiene products
- Challenging market environment to persist
  - Textile fiber demand expected to be soft
  - Most commodity prices trade at or around historic lows
  - Specialty fiber prices are more resilient, but affected by drop in textile demand
- Clear focus on strengthening of cost position and operational excellence
- Fully committed to expansion projects in Thailand and Brazil

Annual General Meeting rescheduled for 18 June 2020
Thank You for your attention!
Appendix
Q1/2020 detailed financials
## Q1/2020: Group P&L

<table>
<thead>
<tr>
<th>(EUR mn)</th>
<th>Q1/2020</th>
<th>Q4/2019</th>
<th>Change Q1/Q4 (%)</th>
<th>Q1/2019</th>
<th>Change Q1/Q1 (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>466.3</td>
<td>487.3</td>
<td>(4.3)</td>
<td>560.0</td>
<td>(16.7)</td>
</tr>
<tr>
<td>Change in inventories of finished goods and work in progress</td>
<td>14.8</td>
<td>(3.2)</td>
<td>-</td>
<td>(5.6)</td>
<td>-</td>
</tr>
<tr>
<td>Own work capitalized</td>
<td>17.3</td>
<td>19.6</td>
<td>(11.6)</td>
<td>10.1</td>
<td>71.1</td>
</tr>
<tr>
<td>Other operating income</td>
<td>15.9</td>
<td>13.1</td>
<td>20.9</td>
<td>25.0</td>
<td>(36.5)</td>
</tr>
<tr>
<td>Gains or losses from the fair value measurement of biological assets</td>
<td>(3.3)</td>
<td>0.0</td>
<td>-</td>
<td>0.0</td>
<td>-</td>
</tr>
<tr>
<td>Cost of material and purchased services</td>
<td>(275.1)</td>
<td>(282.6)</td>
<td>(2.7)</td>
<td>(334.7)</td>
<td>(17.8)</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>(96.7)</td>
<td>(96.1)</td>
<td>0.6</td>
<td>(100.5)</td>
<td>(3.8)</td>
</tr>
<tr>
<td>Other operating expenses</td>
<td>(69.5)</td>
<td>(78.1)</td>
<td>(11.1)</td>
<td>(62.3)</td>
<td>11.6</td>
</tr>
<tr>
<td><strong>EBITDA/Margin</strong></td>
<td>69.6/14.9%</td>
<td>60.0/12.3%</td>
<td>16.0</td>
<td>92.0/16.4%</td>
<td>(24.3)</td>
</tr>
<tr>
<td>Depreciation &amp; amortization</td>
<td>(39.7)</td>
<td>(51.7)</td>
<td>(23.1)</td>
<td>(38.3)</td>
<td>3.7</td>
</tr>
<tr>
<td>Income from the release of investment grants</td>
<td>0.5</td>
<td>0.5</td>
<td>(8.2)</td>
<td>0.7</td>
<td>(30.5)</td>
</tr>
<tr>
<td><strong>EBIT/Margin</strong></td>
<td>30.4/6.5%</td>
<td>8.8/1.8%</td>
<td>243.8</td>
<td>54.4/9.7%</td>
<td>(44.2)</td>
</tr>
<tr>
<td>Financial result</td>
<td>(1.7)</td>
<td>3.1</td>
<td>-</td>
<td>(0.8)</td>
<td>-</td>
</tr>
<tr>
<td>Allocation of profit or loss to puttable non-controlling interests</td>
<td>0.0</td>
<td>0.0</td>
<td>-</td>
<td>0.0</td>
<td>-</td>
</tr>
<tr>
<td><strong>EBT/Margin</strong></td>
<td>28.6/6.1%</td>
<td>12.0/2.5%</td>
<td>139.5</td>
<td>53.6/9.6%</td>
<td>(46.5)</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>(10.9)</td>
<td>(9.9)</td>
<td>10.0</td>
<td>(10.8)</td>
<td>1.1</td>
</tr>
<tr>
<td>Tax rate (%)</td>
<td>38.1</td>
<td>83.0</td>
<td>-</td>
<td>20.2</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net profit/Margin</strong></td>
<td>17.7/3.8%</td>
<td>2.0/0.4%</td>
<td>772.8</td>
<td>42.8/7.6%</td>
<td>(58.6)</td>
</tr>
<tr>
<td>Net profit attributable to shareholders of Lenzing AG/Margin</td>
<td>22.2/4.8%</td>
<td>5.7/1.2%</td>
<td>291.1</td>
<td>43.8/7.8%</td>
<td>(49.3)</td>
</tr>
<tr>
<td><strong>EPS (in EUR)</strong></td>
<td>0.84</td>
<td>0.21</td>
<td>291.1</td>
<td>1.65</td>
<td>(49.3)</td>
</tr>
</tbody>
</table>
## Q1/2020: Topline breakdown

<table>
<thead>
<tr>
<th>(EUR mn)</th>
<th>Q1/2020</th>
<th>Q4/2019</th>
<th>Change Q1/Q4 (%)</th>
<th>Q1/2019</th>
<th>Change Q1/Q1 (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Breakdown of Fibers segment revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Textile fibers (%)</td>
<td>66.9</td>
<td>71.8</td>
<td>(6.8)</td>
<td>70.9</td>
<td>(5.6)</td>
</tr>
<tr>
<td>Nonwoven fibers (%)</td>
<td>33.1</td>
<td>28.2</td>
<td>17.4</td>
<td>29.1</td>
<td>13.7</td>
</tr>
<tr>
<td>Fibers only</td>
<td>389.5</td>
<td>416.1</td>
<td>(6.4)</td>
<td>464.1</td>
<td>(16.1)</td>
</tr>
<tr>
<td>Other (^1)</td>
<td>73.8</td>
<td>68.6</td>
<td>7.5</td>
<td>93.8</td>
<td>(21.4)</td>
</tr>
<tr>
<td><strong>Total segment Fibers</strong></td>
<td>463.3</td>
<td>484.7</td>
<td>(4.4)</td>
<td>557.9</td>
<td>(17.0)</td>
</tr>
<tr>
<td><strong>Total segment Lenzing Technik</strong></td>
<td>8.2</td>
<td>8.5</td>
<td>(3.3)</td>
<td>6.4</td>
<td>27.5</td>
</tr>
<tr>
<td>Other and consolidation</td>
<td>(5.2)</td>
<td>(5.8)</td>
<td>(11.0)</td>
<td>(4.3)</td>
<td>20.9</td>
</tr>
<tr>
<td><strong>Total Group revenue</strong></td>
<td>466.3</td>
<td>487.3</td>
<td>(4.3)</td>
<td>560.0</td>
<td>(16.7)</td>
</tr>
</tbody>
</table>

1) Includes sales of sodium sulfate and black liquor, external sales of dissolving wood pulp, wood and energy
Q1/2020: Cash flow development

<table>
<thead>
<tr>
<th>(EUR mn)</th>
<th>Q1/2020</th>
<th>Q4/2019</th>
<th>Change Q1/Q4 (%)</th>
<th>Q1/2019</th>
<th>Change Q1/Q1 (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross cash flow (before taxes and interest)</td>
<td>52.6</td>
<td>66.4</td>
<td>(20.8)</td>
<td>99.6</td>
<td>(47.2)</td>
</tr>
<tr>
<td>Taxes and interest</td>
<td>(13.8)</td>
<td>(14.9)</td>
<td>(7.3)</td>
<td>(15.9)</td>
<td>(13.3)</td>
</tr>
<tr>
<td>Gross cash flow (after taxes and interest)</td>
<td>38.8</td>
<td>51.5</td>
<td>(24.7)</td>
<td>83.7</td>
<td>(53.7)</td>
</tr>
<tr>
<td>Change in total working capital¹</td>
<td>(6.9)</td>
<td>22.2</td>
<td>-</td>
<td>(10.0)</td>
<td>(31.3)</td>
</tr>
<tr>
<td>Operating cash flow</td>
<td>31.9</td>
<td>73.6</td>
<td>(56.7)</td>
<td>73.6</td>
<td>(56.7)</td>
</tr>
<tr>
<td>Investment cash flow²</td>
<td>(137.9)</td>
<td>(91.3)</td>
<td>51.0</td>
<td>(42.8)</td>
<td>222.6</td>
</tr>
<tr>
<td>Free cash flow unadj.</td>
<td>(106.0)</td>
<td>(17.7)</td>
<td>499.0</td>
<td>30.9</td>
<td>-</td>
</tr>
<tr>
<td>Net inflow from sale of subsidiary</td>
<td>0.0</td>
<td>0.0</td>
<td>-</td>
<td>0.0</td>
<td>-</td>
</tr>
<tr>
<td>Acquisition of other financial assets</td>
<td>0.2</td>
<td>8.0</td>
<td>(97.5)</td>
<td>0.1</td>
<td>50.2</td>
</tr>
<tr>
<td>Proceeds/repayments of other financial assets</td>
<td>(0.9)</td>
<td>(1.0)</td>
<td>(7.5)</td>
<td>(3.1)</td>
<td>(69.9)</td>
</tr>
<tr>
<td>Free cash flow adj.</td>
<td>(106.7)</td>
<td>(10.7)</td>
<td>901.7</td>
<td>28.0</td>
<td>-</td>
</tr>
</tbody>
</table>

¹ Including trade and other working capital
² Including investment in and proceeds from disposal of financial assets
### Q1/2020: Net debt bridge

<table>
<thead>
<tr>
<th>Net Financial Debt FY 2019</th>
<th>Tax</th>
<th>Net Interest</th>
<th>Gross CF</th>
<th>Cash Capex (incl. Fin. Ass.)</th>
<th>Change in Trading WC</th>
<th>Change in other WC</th>
<th>Dividend</th>
<th>Inflow from the sale of subsidiaries</th>
<th>Currency Translation</th>
<th>IFRS 16 Leasing</th>
<th>Others</th>
<th>Net Financial Debt Q1 2020</th>
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<td>400,6</td>
<td>12,7</td>
<td>1,1</td>
<td>52,6</td>
<td>138,8</td>
<td>30,8</td>
<td>23,1</td>
<td>0.2</td>
<td>0.0</td>
<td>6.8</td>
<td>46,8</td>
<td>0.9</td>
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</table>

1) Gross cash flow before taxes and interest
2) Including CAPEX of EUR (138.6) mn and financial assets of EUR (0.2) mn
3) Change in total working capital EUR (6.9) mn (according to cash flow statement)

Adjustment change in liquid bills of exchange EUR (0.9) mn
Change in total working capital adj. EUR (7.7) mn (according to net debt)
Contact and financial calendar

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Financial calendar

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
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<tbody>
<tr>
<td>Full year results 2019</td>
<td>March 12, 2020</td>
</tr>
<tr>
<td>Results 01-03/2020</td>
<td>May 6, 2020</td>
</tr>
<tr>
<td>Half-year results 2020</td>
<td>August 5, 2020</td>
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<tr>
<td>Results 01-09/2020</td>
<td>November 4, 2020</td>
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