

Leading Fiber Innovation

Lenzing Investor Presentation – Full year results 2015
March 23, 2016

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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

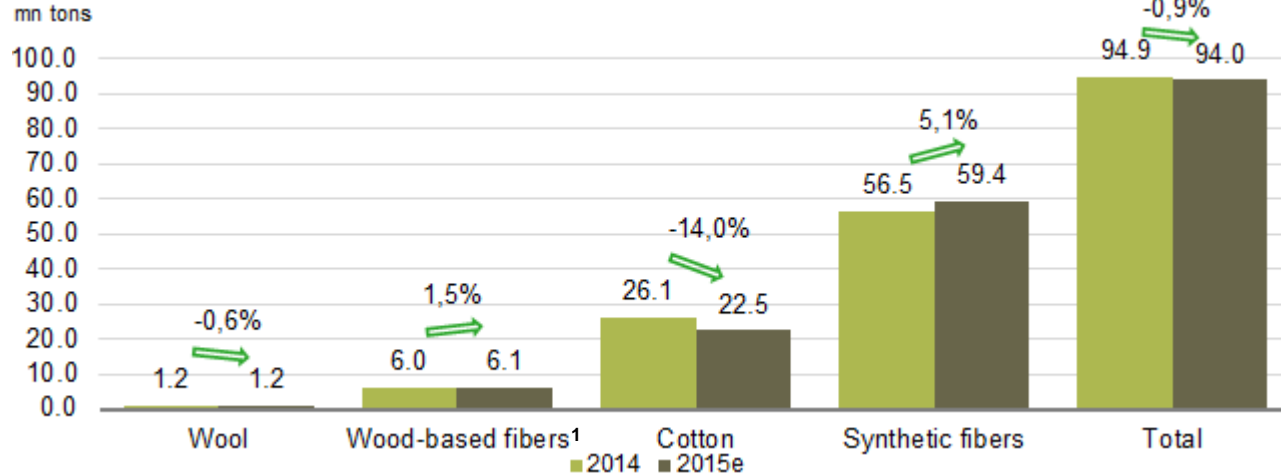
New fiber nomenclatur

Fibers on the world market

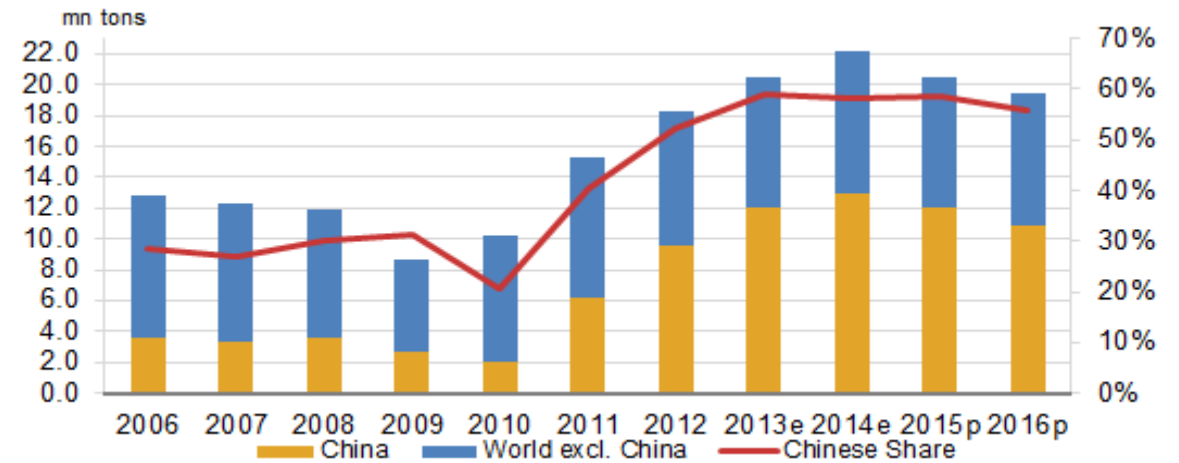
Fibers				
Protein-based	Cellulose-based		From synthetic polymers	From anorganic substances
Wool Silk Angora Cashmere Casein Collagen Ardein Zein etc.	Cotton and bast fibers	Wood-based	Polyester Polyamide Polypropylene Polyurethane (Elastan) Acrylic Polytetrafluor-ethylene	Carbon Ceramics Glass Metal
	Cotton Flax Hemp Jute etc.	Viscose Modal Lyocell Cupro Acetate etc.		

Fiber market 2015

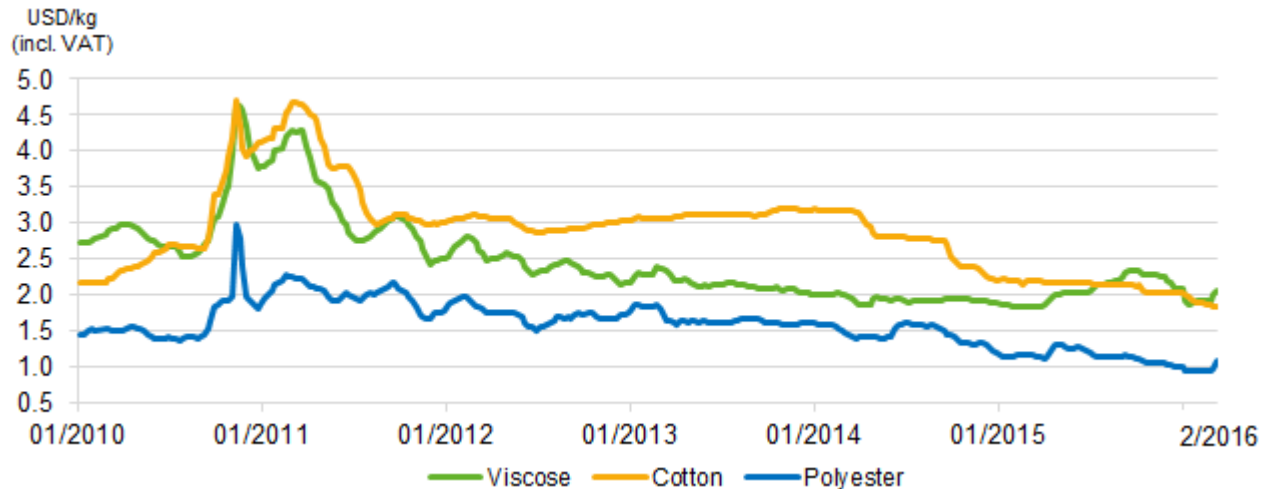
Fiber production



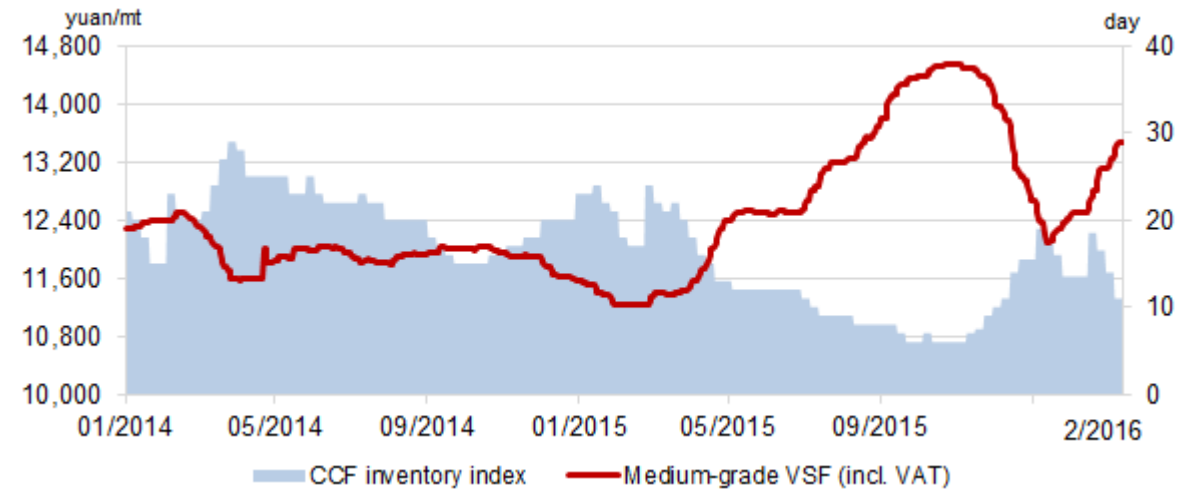
Cotton inventories and China's share



Staple fiber prices - Development in China



VSF² price trend and inventory of China



1) Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulotics

2) Viscose staple fibers

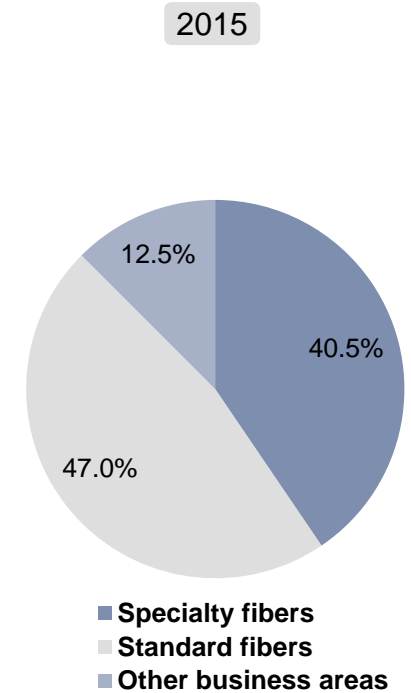
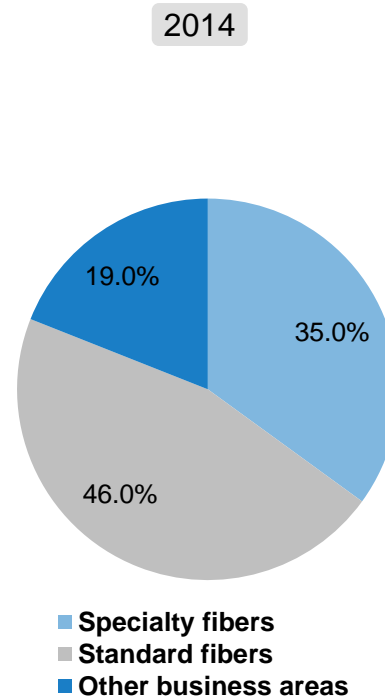
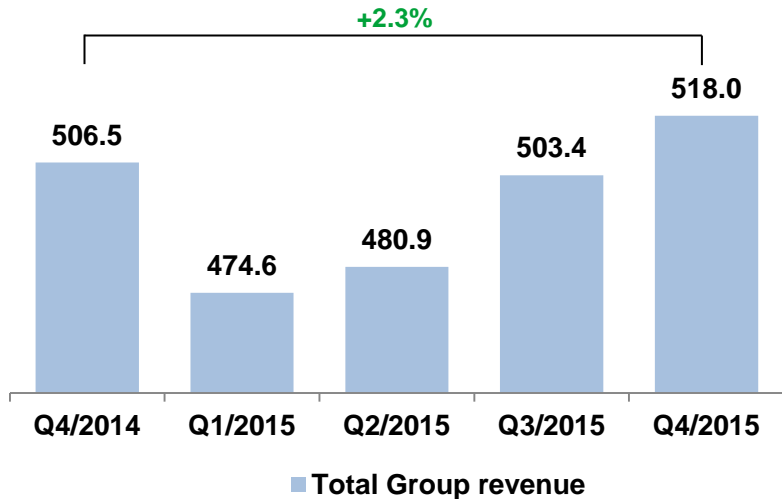
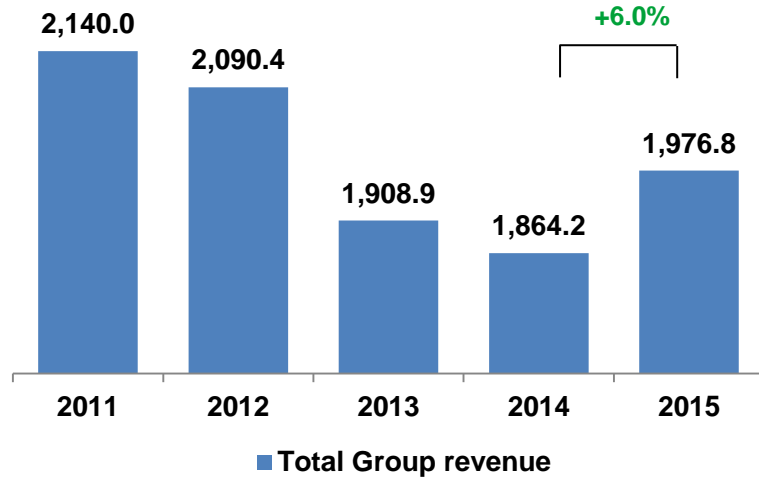
Sources: CCFG, CIRFS, Cotton Outlook, Fiber Economics Bureau, ICAC, National Statistics, The Fiber Year, Lenzing estimates. Percentage increases based on exact figures

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)



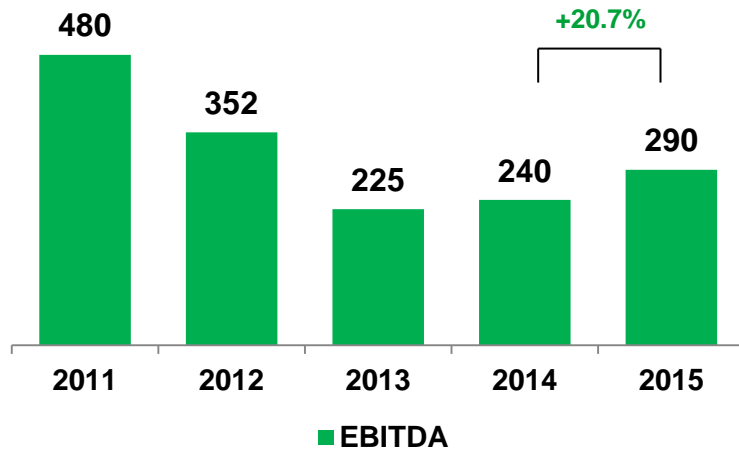
Financials 2015 – Revenue (EUR mn)



Financials 2015 – Earnings (EUR mn)

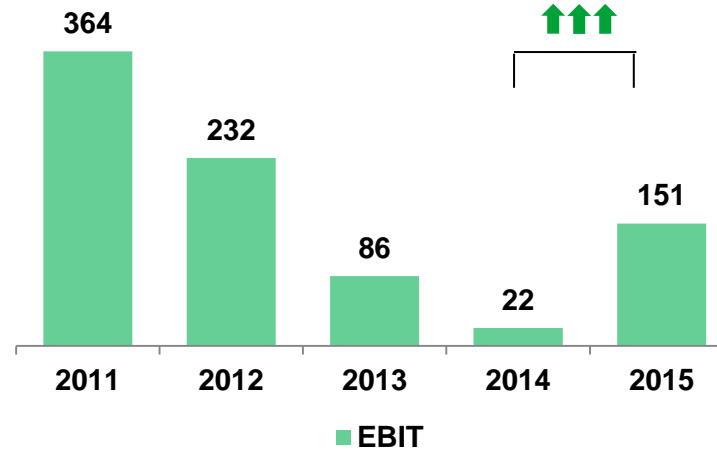
EBITDA margin

22.4% 16.9% 11.8% 12.9% 14.7%



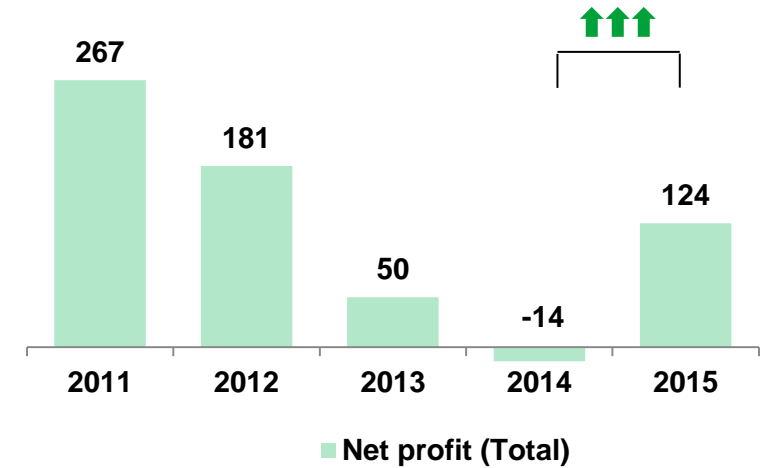
EBIT margin

17.0% 11.1% 4.5% 1.2% 7.6%

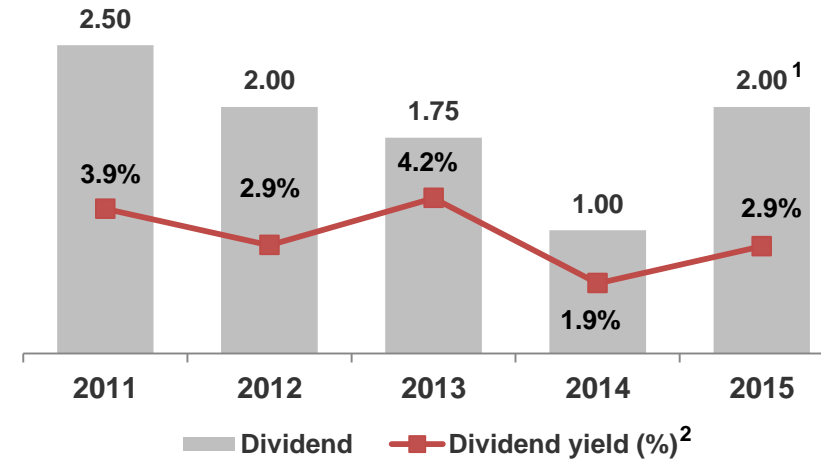
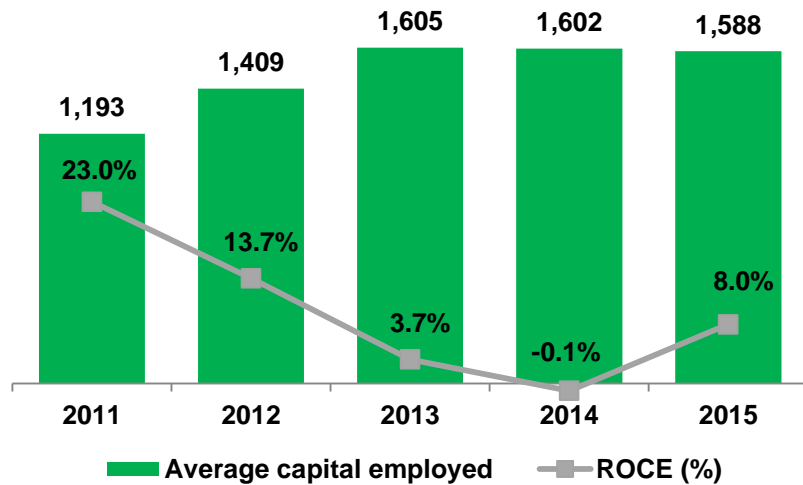
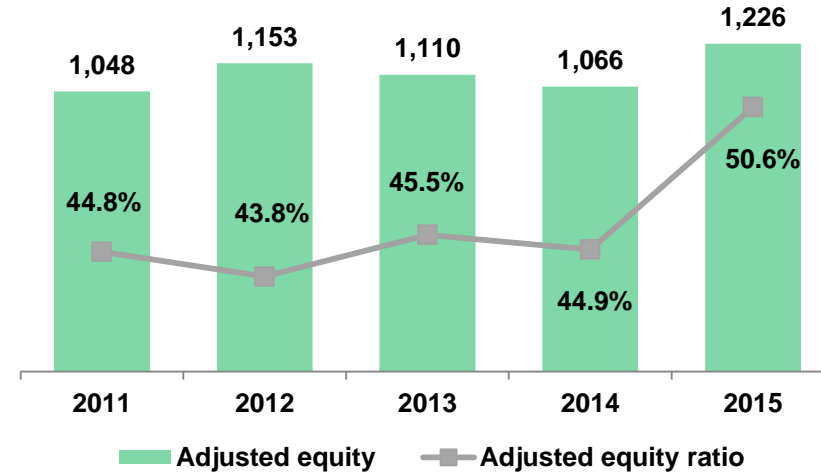
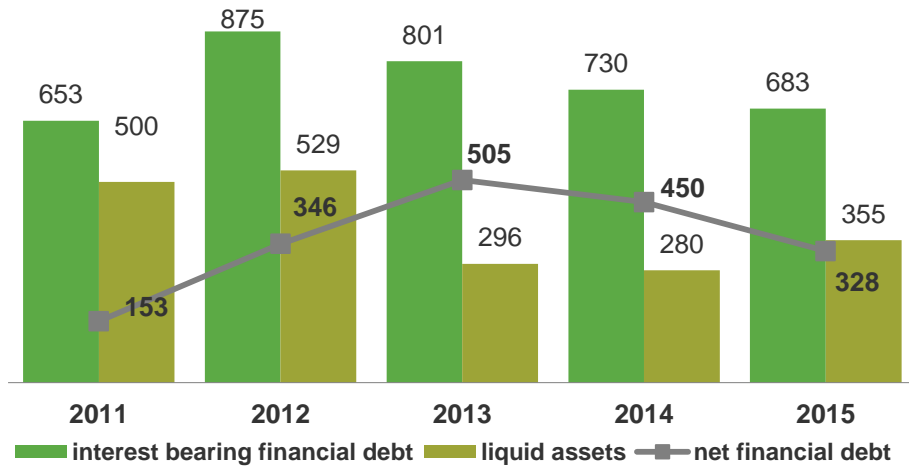


EPS (EUR)

9.88 6.61 1.89 -0.51 4.63



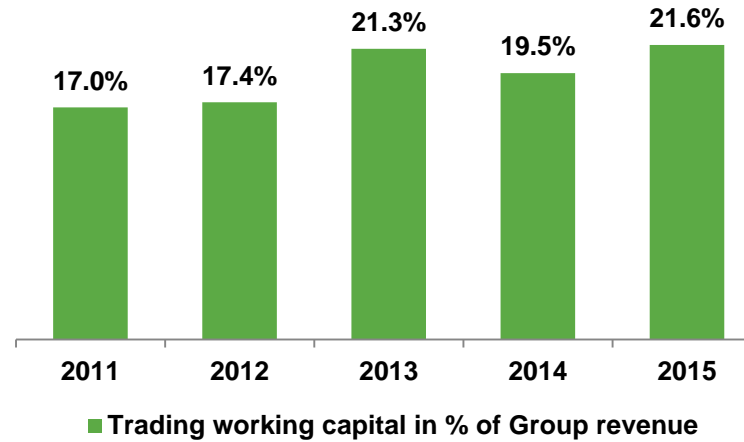
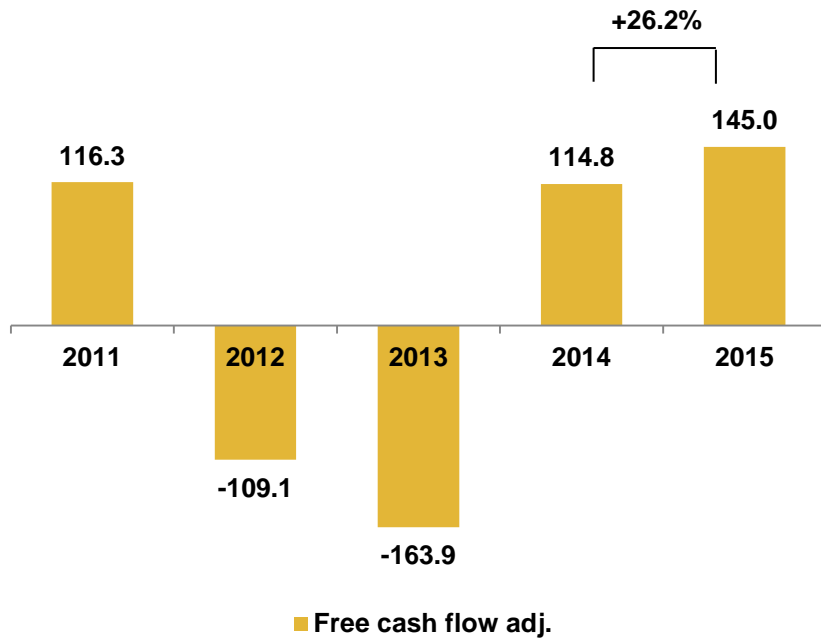
Financials 2015 – Key figures (EUR mn)



1) Proposal to AGM on April 20, 2016
 2) Dividend yield based on last share price of the year

Financials 2015 – Cash flow (EUR mn)

EUR mn

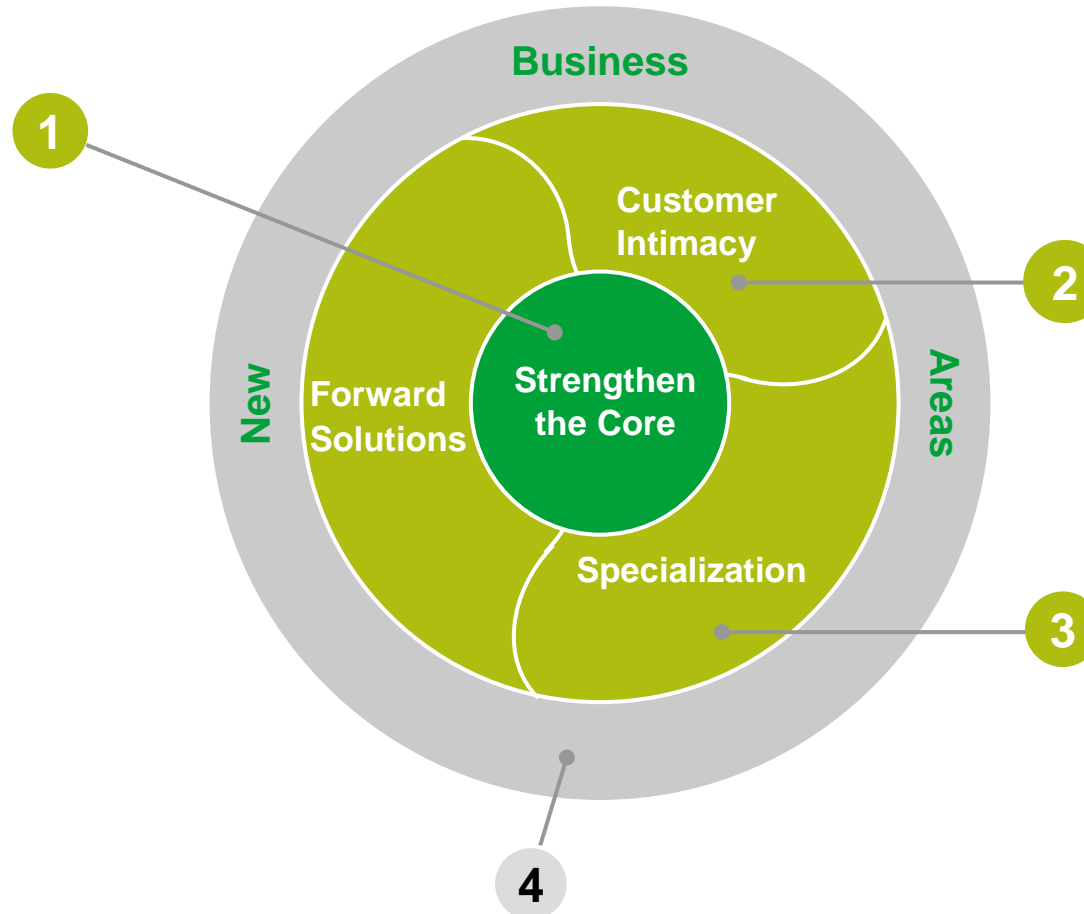


Positive free cash flow development y-o-y influenced by

- Higher revenue
- Lower investments (CAPEX EUR 70.9 mn)
- Special dividend

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



- Implement new organization with focus on regional decision making
- Establish regional application and customer innovation centers

- Decision on expansion program to secure #1 lyocell and modal leadership position

- 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"¹ 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 cellulose

2015 – Financial information



FY 2015: Consolidated Group P&L

(EUR mn)	2015	2014	Change y-o-y (%)
Revenue	1.976,8	1,864.2	6.0
Change in inventories of finished goods and work in progress	(7.3)	(2.6)	184.9
Work performed by the Group and capitalized	29.2	34.6	(15.6)
Other operating income	45.7	48.5	(5.8)
Cost of material and purchased services	(1.218,3)	(1,199.2)	1.6
Personnel expenses	(300.2)	(292.0)	2.8
Other operating expenses	(235.9)	(213.3)	10.6
EBITDA/Margin	290.1/14.7%	240.3/12.9%	20.7
Depreciation & Amortization	(142.2)	(221.5)	(35.8)
Income from the release of investment grants	3.2	3.2	2.1
EBIT/Margin	151.1/7.6%	21.9/1.2%	589.1
Financial result	(3.5)	(23.4)	(84.9)
Allocation of profit or loss to puttable non-controlling interests	1.5	8.8	(82.6)
EBT/Margin	149.1/7.5%	7.3/0.4%	1,940.9
Income tax expense	(25.1)	(21.5)	16.8
Tax rate (%)	16.8	293.8%	-
Net income/Margin	124.0/6.3%	(14.2)/(0.8%)	-
Net income after minorities/Margin	122.9/6.2%	(13.5)/(0.7%)	-
EPS (in EUR)	4.63	(0.51)	-

FY 2015: Consolidated Group P&L – Quarters

(EUR mn)	Q1/2015	Q2/2015	Q3/2015	Q4/2015	Change Q4/Q3 (%)	Q4/2014	Change y-o-y (%)
Revenue	474.6	480.9	503.4	518.0	2.9	506.5	2.3
Change in inventories of finished goods and work in progress	(4.2)	(1.9)	(9.8)	8.6	-	(16.8)	-
Work performed by the Group and capitalized	5.9	7.1	7.7	8.6	12.0	5.1	69.2
Other operating income	20.5	15.2	2.3	7.8	238.4	16.7	(53.2)
Cost of material and purchased services	(307.2)	(293.1)	(292.7)	(325.2)	11.1	(302.5)	7.5
Personnel expenses	(76.3)	(75.0)	(72.6)	(76.2)	5.0	(66.2)	15.2
Other operating expenses	(53.5)	(66.3)	(54.1)	(61.9)	14.4	(62.3)	(0.6)
EBITDA/Margin	59.6/12.6%	66.9/13.9%	84.1/16.7%	79.5/15.4%	(5.4)	80.5/15.9%	(1.2)
Depreciation & Amortization	(33.3)	(34.1)	(33.3)	(41.5)	24.6	(129.1)	(67.8)
Income from the release of investment grants	0.7	0.7	0.7	1.1	51.5	1.1	1.3
EBIT/Margin	27.0/5.7%	33.5/7.0%	51.5/10.2%	39.1/7.6%	(24.1)	(47.6)/(9.4%)	-
Financial result	(3.1)	10.0	(6.3)	(4.1)	(35.5)	(7.2)	(43.0)
Allocation of profit or loss to puttable non-controlling interests	1.0	(0.1)	(0.9)	1.5	-	5.9	(74.6)
EBT/Margin	24.8/5.2%	43.4/9.0%	44.3/8.8%	36.5/7.1%	(17.5)	(48.8)/(9.6%)	-
Income tax expense	(8.2)	(8.5)	(11.4)	3.0	-	(9.6)	-
Tax rate (%)	33.0	19.6	25.8	(8.3)	-	(19.7)	-
Net income/Margin	16.6/3.5%	35.0/7.3%	32.9/6.5%	39.6/7.6%	20.4	(58.5)/(11.5%)	-
Net income after minorities/Margin	17.5/3.7%	35.3/7.3%	32.8/6.5%	37.4/7.2%	13.9	(58.0)/(11.5%)	-
EPS (in EUR)	0.66	1.33	1.24	1.41	13.9	(2.18)	-

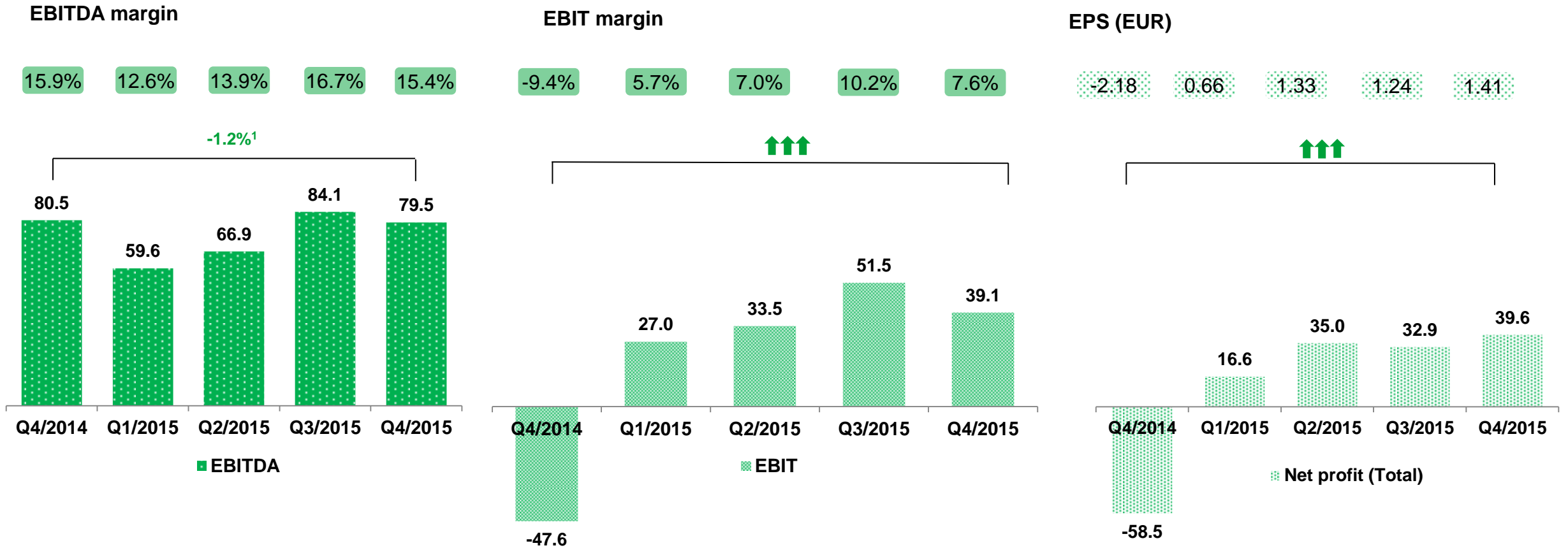
FY 2015: Topline breakdown

(EUR mn)	Q1/2015	Q2/2015	Q3/2015	Q4/2015	Change Q4/Q3 (%)	Q4/2014	Change y-o-y (%)	2015	2014	Change y-o-y (%)
Breakdown of Fibers segment revenue										
Textile fibers (%)	67.1	69.3	70.1	71.6	1.5	69.9	1.7	69.6	68.4	1.2
Nonwoven fibers (%)	32.9	30.7	29.9	28.4	(1.5)	30.1	(1.7)	30.4	31.6	(1.2)
Fibers only	401.6	429.9	446.7	452.2	1.2	409.1	10.5	1,730.4	1,504.2	15.0
Others ¹	43.9	42.3	53.2	64.8	21.9	69.5	(6.7)	204.2	259.8	(21.4)
Total segment Fibers	445.5	472.2	499.9	517.0	3.4	478.6	8.0	1,934.6	1,764.0	9.7
Total segment Lenzing Technik	21.8	21.0	15.1	12.7	(15.9)	22.4	(43.1)	70.6	90.8	(22.2)
Others and consolidation²	7.3	(12.3)	(11.6)	(11.7)	0.9	5.5	-	(28.4)	9.4	-
Total Group revenue	474.6	480.9	503.4	518.0	2.9	506.5	2.3	1,976.8	1,864.2	6.0

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)



1) Q4/2014: EBITDA impacted by positive one-offs amounting to EUR 20.5 mn

FY 2015: OPEX as of total sales

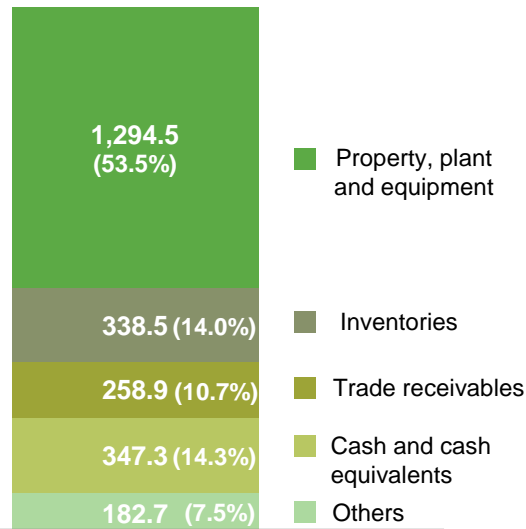
(EUR mn)	Q1/2015	Q2/2015	Q3/2015	Q4/2015	Change Q4/Q3 (%)	Q4/2014	Change y-o-y (%)	2015	2014	Change y-o-y (%)
Total sales	474.6	480.9	503.4	518.0	2.9	506.5	2.3	1,976.8	1,864.2	6.0
Total OPEX¹	(437.1)	(434.4)	(419.5)	(463.4)	10.5	(431.0)	7.5	(1,754.4)	(1,704.5)	2.9
Total cost of material and purchased services	(307.2)	(293.1)	(292.7)	(325.2)	11.1	(302.5)	7.5	(1,218.3)	(1,199.2)	1.6
as % of total sales	64.7	61.0	58.1	62.8	-	59.7	-	61.6	64.3	-
Total personnel expenses	(76.3)	(75.0)	(72.6)	(76.2)	5.0	(66.2)	15.2	(300.2)	(292.0)	2.8
as % of total sales	16.1	15.6	14.4	14.7	-	13.1	-	15.2	15.7	-
Total other operating expenses	(53.5)	(66.3)	(54.1)	(61.9)	14.4	(62.3)	(0.6)	(235.9)	(213.3)	10.6
as % of total sales	11.3	13.8	10.8	12.0	-	12.3	-	11.9	11.4	-

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

FY 2015: Solid balance sheet

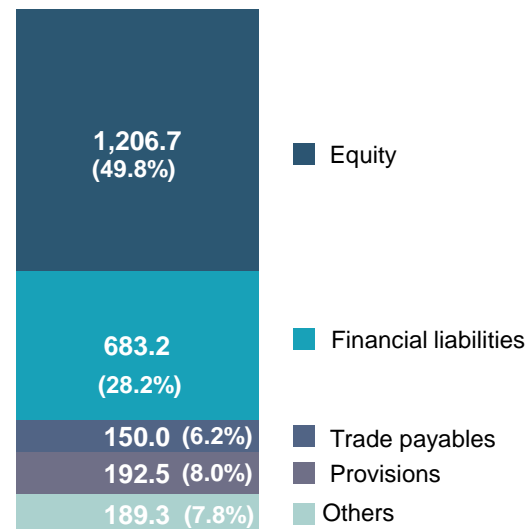
as of Dec. 31, 2015

Σ 2,421.8 EUR mn



Assets

Σ 2,421.8 EUR mn



Liabilities

According to IFRS (EUR mn)	31 Dec. 2015	31 Dec. 2014	Change in %
Total assets	2,421.8	2,375.1	2.0
Liquid assets¹	355.3	280.3	26.8
thereof cash and cash equivalents	347.3	271.8	27.8
Total liabilities	1,215.1	1,329.4	(8.6)
thereof financial liabilities	683.2	729.8	(6.4)
Adjusted equity²	1,226.4	1,066.1	15.0
Adjusted equity ratio (%)	50.6	44.9	-
Net gearing (%)	26.7	42.2	-
Net financial debt	327.9	449.5	(27.0)
Net financial debt/EBITDA	1.1	1.9	-
ROCE	8.0%	(0.1%)	-

According to IFRS (EUR mn)	31 Dec. 2015	31. Dec 2014	Change in %
Total liquidity cushion	546.2	478.8	14.1
thereof liquid assets¹	355.3	280.3	26.8
thereof unused credit facilities	190.9	198.5	(3.8)

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

(EUR mn)	Q1/2015	Q2/2015	Q3/2015	Q4/2015	Change Q4/Q3 (%)	Q4/2014	Change y-o-y (%)	2015	2014	Change y-o-y (%)
Gross CF (before taxes and interest)	57.8	94.8 ¹	87.0	82.2	(5.6)	95.8	(14.2)	321.8	253.3	27.1
Taxes and interest	5.4	(11.5)	(21.5)	(9.7)	(54.9)	(4.6)	110.2	(37.4)	(22.5)	66.3
Gross CF (after taxes and interest)	63.2	83.2	65.5	72.5	10.6	91.2	(20.5)	284.5	230.8	23.2
Change in total working capital ²	(25.6)	(21.2)	19.7	(41.9)	-	(31.5)	32.9	(68.9)	(12.0)	474.4
Operating cash flow	37.6	62.1	85.3	30.6	(64.1)	59.7	(48.7)	215.6	218.8	(1.5)
Investment cash flow ³	(11.7)	(1.9)	(17.8)	(25.1)	40.7	(18.7)	34.3	(56.5)	(102.8)	(45.0)
Free cash flow unadj.	26.0	60.1	67.4	5.5	(91.8)	41.0	(86.5)	159.0	116.0	37.1
Net inflow from sale of subsidiary	0.0	(13.8)	(0.4)	0.8	-	0.0	-	(13.4)	0.0	-
Acquisition of other financial assets	0.7	1.1	0.3	2.9	-	1.8	58.0	4.9	2.3	114.0
Proceeds/repayments of other financial assets	(0.2)	(0.2)	(0.2)	(5.0)	-	(2.5)	97.4	(5.6)	(3.5)	61.6
Free cash flow adj.	26.5	47.2	67.2	4.1	(93.9)	40.3	(89.8)	145.0	114.8	26.2

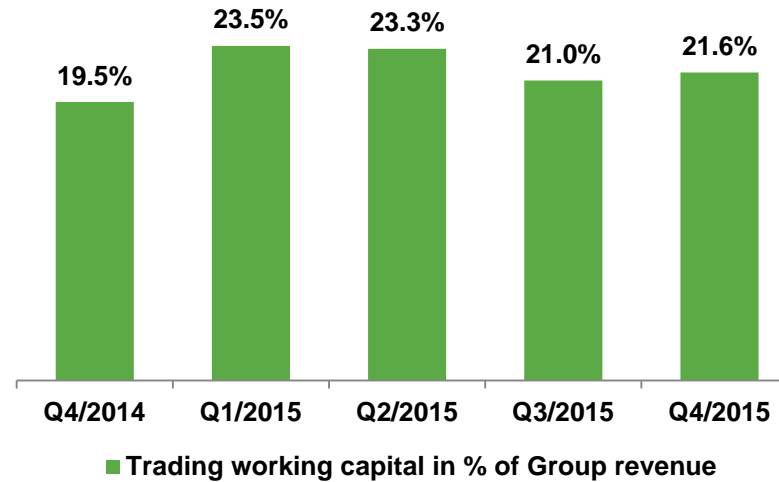
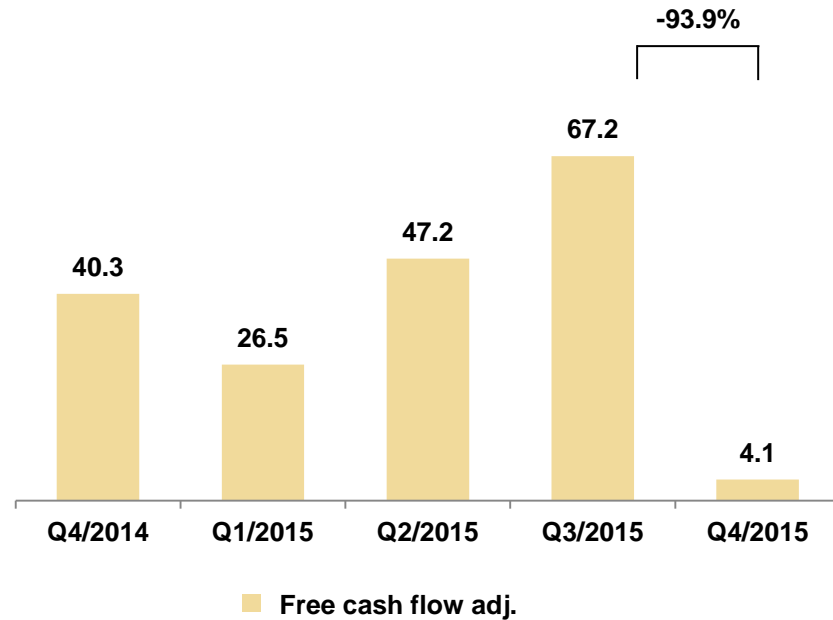
1) Positive contribution from one-off cash in from investment accounted for using the equity method

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)

EUR mn



Negative Q4 development due to

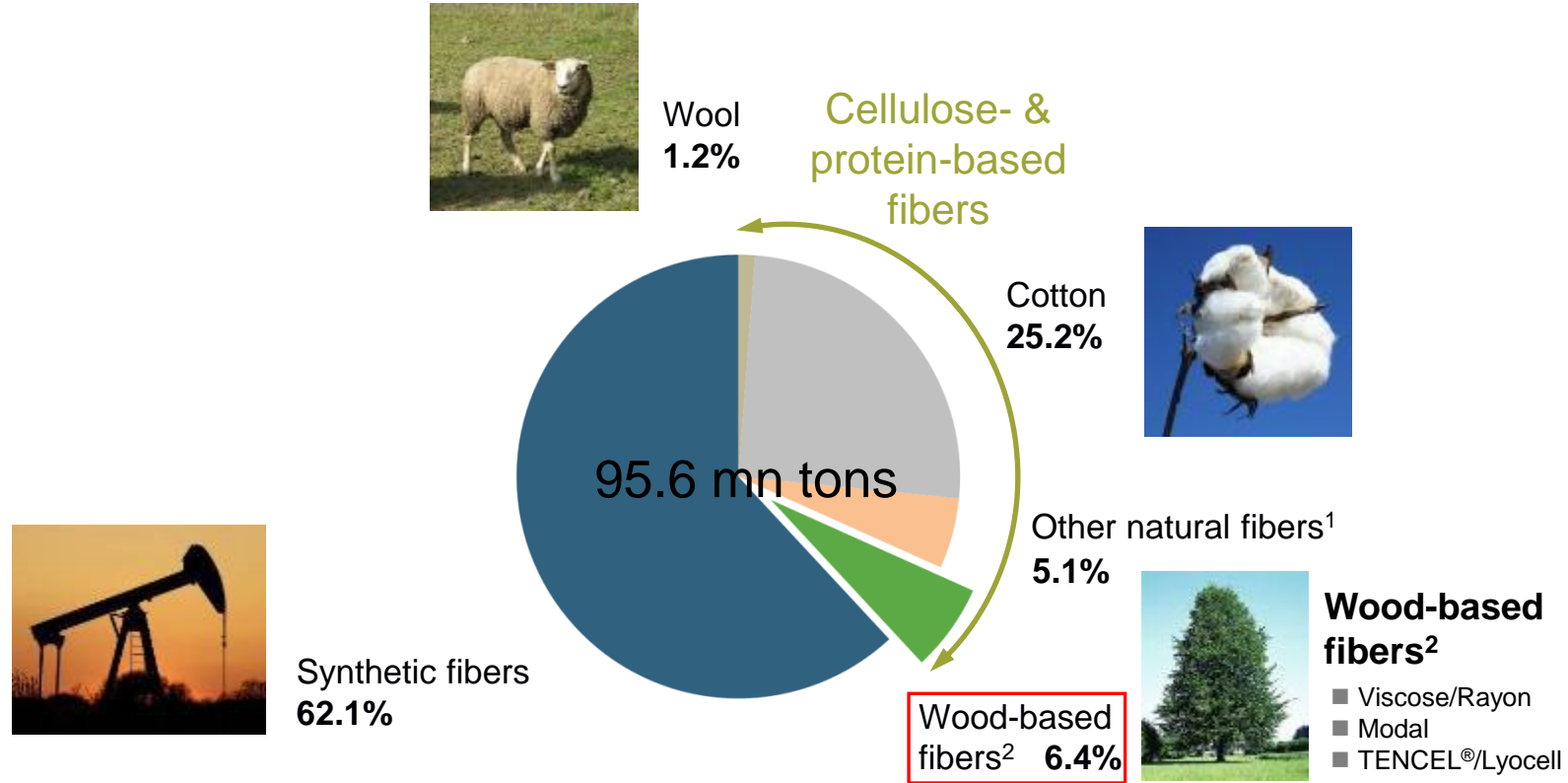
- Longer payment terms for receivables
- Shorter payment terms for liabilities

Appendix – Equity story



Global fiber market at a glance

2015e consumption numbers



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

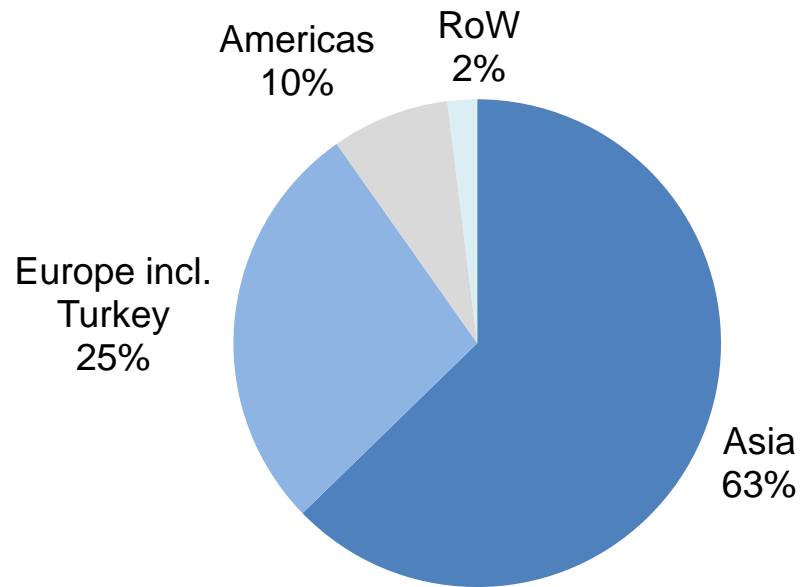
2) Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulose

Source: CIRFS, The Fiber Year, The Fiber Organon, Lenzing estimates

Lenzing is the global leader in cellulose fibers...

Balanced exposure to matured and emerging markets

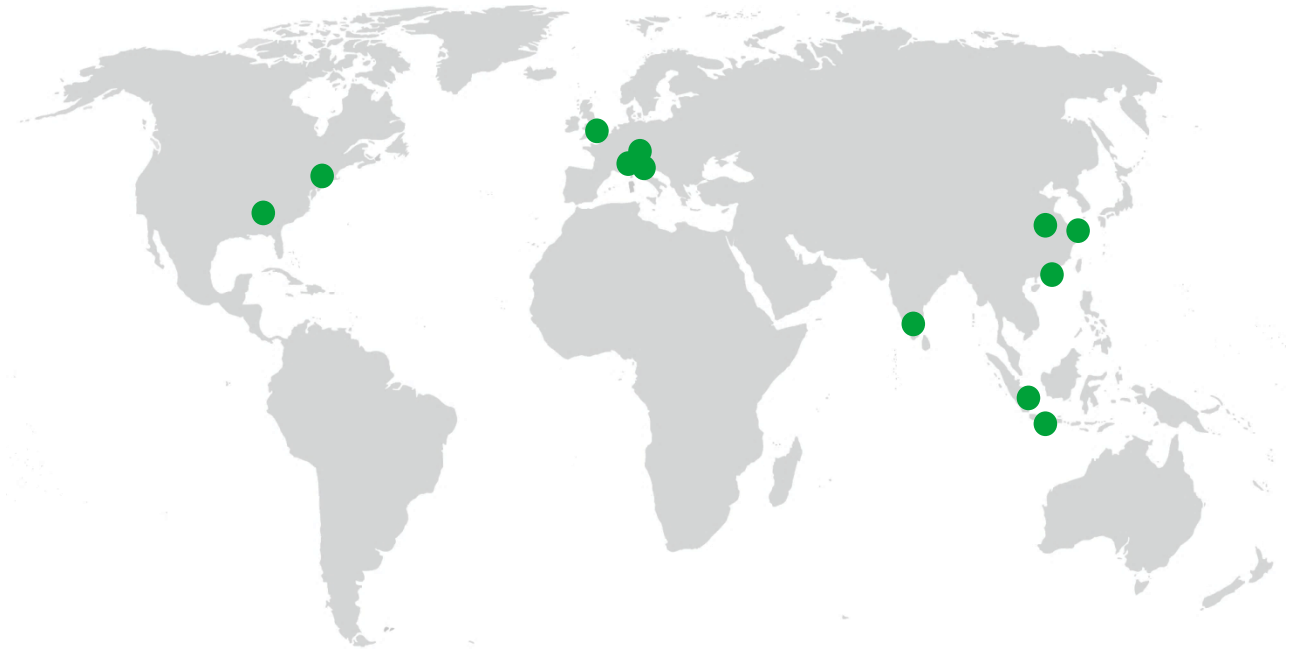
Fiber revenue by region








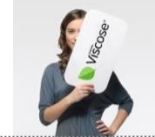
Source: Lenzing data 2015

Global network of production sites and sales offices

2015 footprint



...enjoys market leadership in all three fiber generations...

	Market Position	Competitive Intensity	
	# 1	Low	
	# 1	Medium	
	# 2	High	

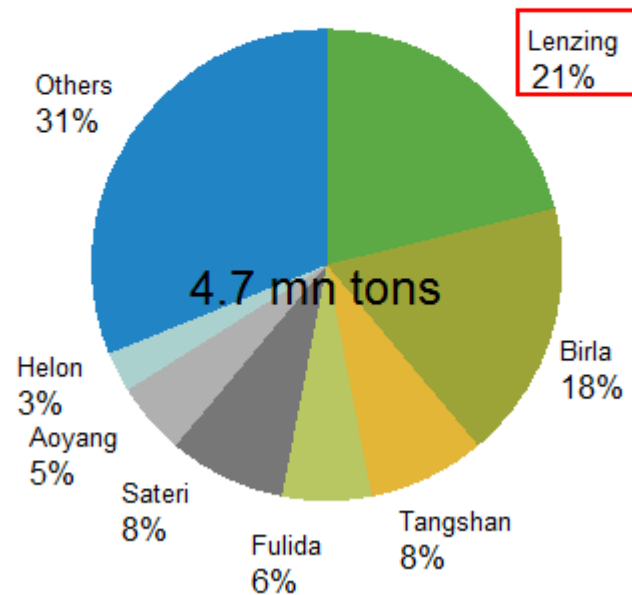
The fiber production is fully secured by robust dissolving wood pulp supply (> 50% own pulp production with true biorefineries and long-term contracts)



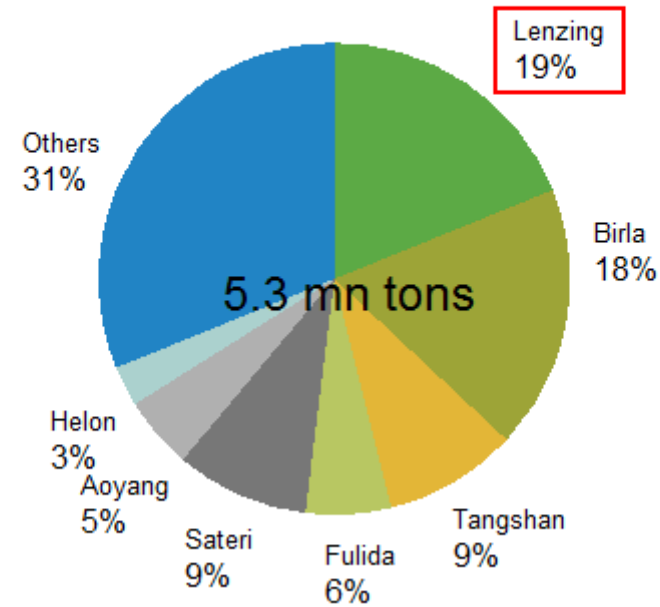
Source: Lenzing data, CCFG, CCFEI

... is the only player with European roots in the viscose staple fibers market¹ (2015e)

Lenzing with 21% share of production



Lenzing with 19% share of capacities²



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

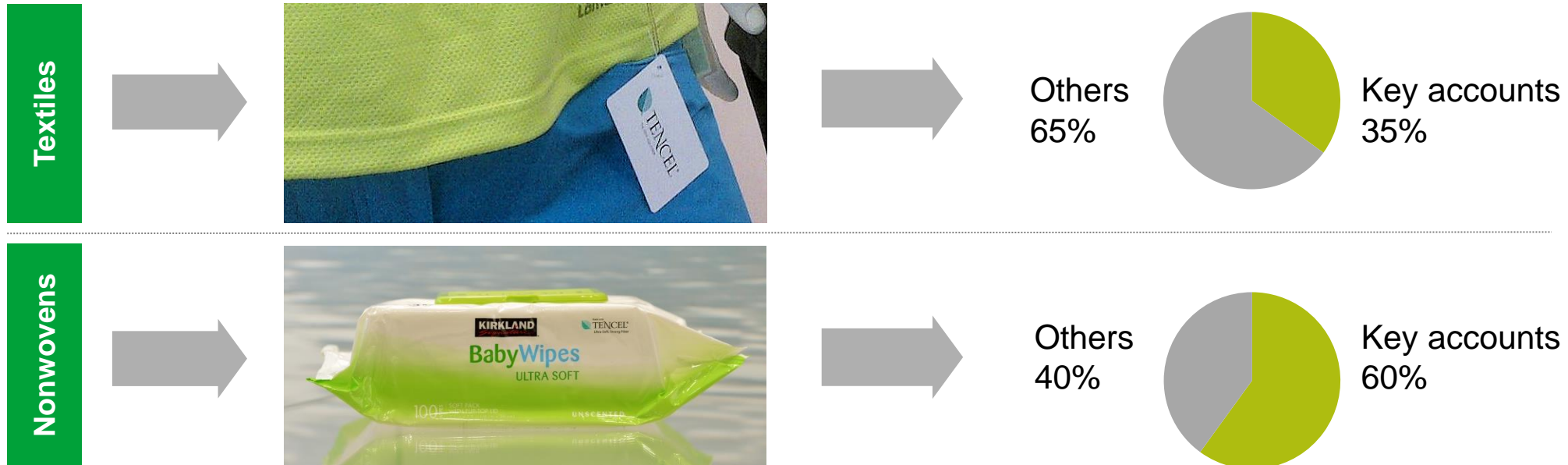
...is innovation leader in lyocell with TENCEL®...

- 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



...and is THE trusted long-term partner for global consumer brands

Global consumer brands trust Lenzing as long-term partner due to our quality leadership and deep technical expertise, resulting in several “co-branding” initiatives



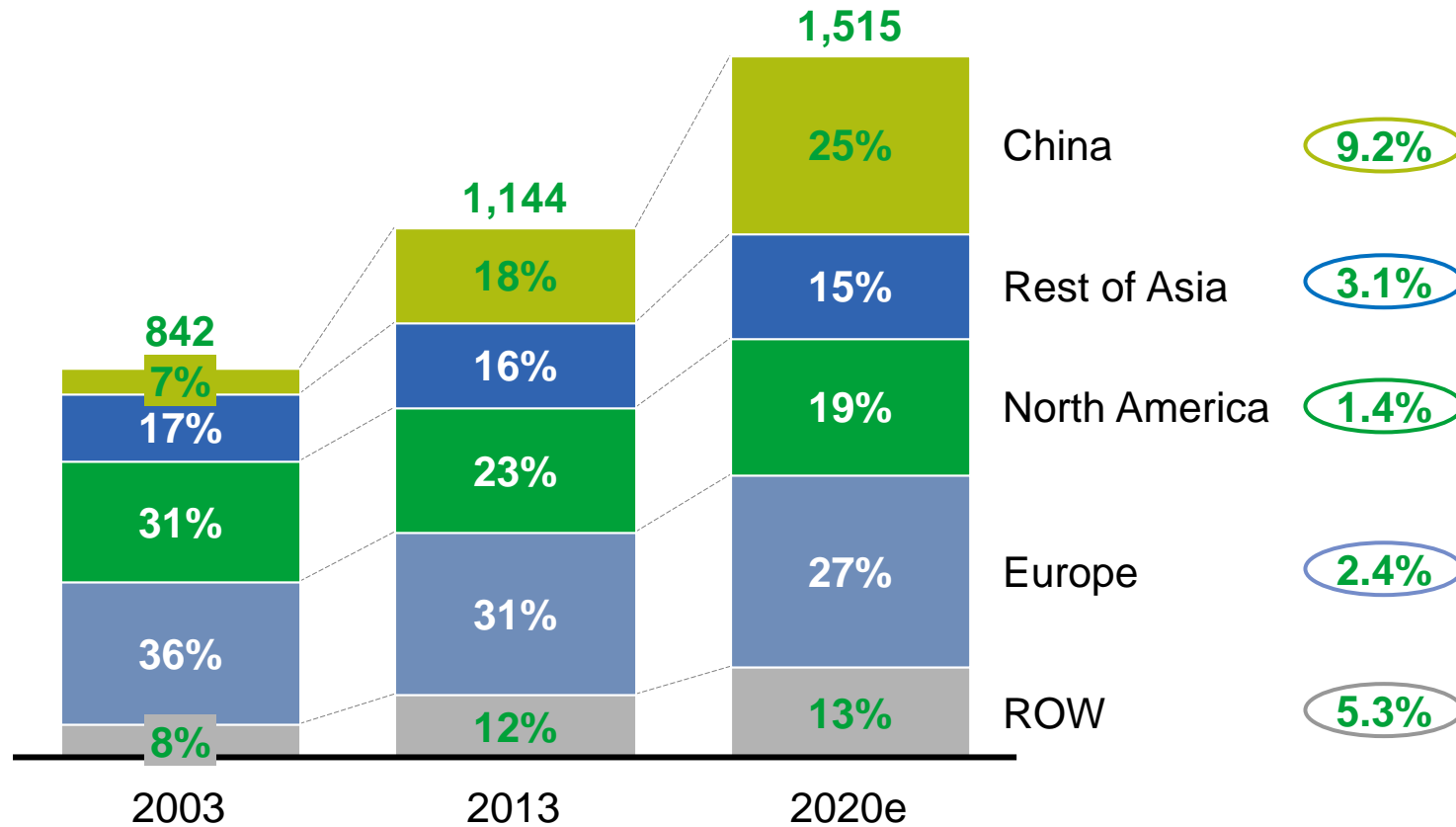
Source: Lenzing data

China remains the growth engine in global textiles

Global textile demand by value (2003-2020)

EUR bn

CAGR
(2013-2020e)

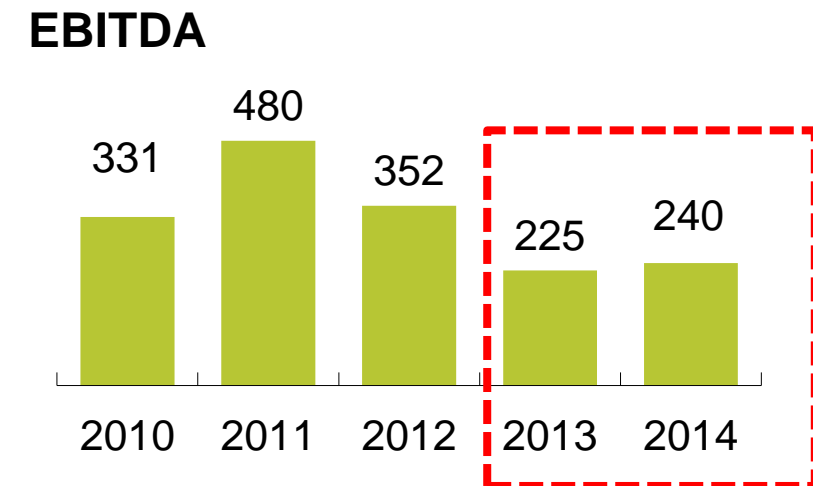
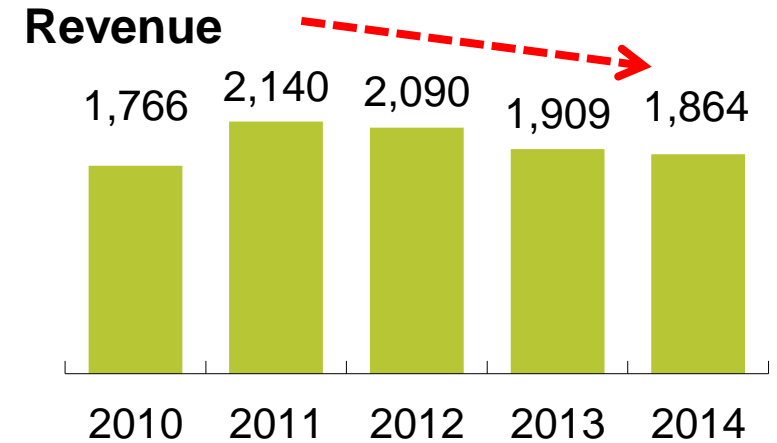


Source: ICAC World Textile Demand, Euromonitor, Lenzing data

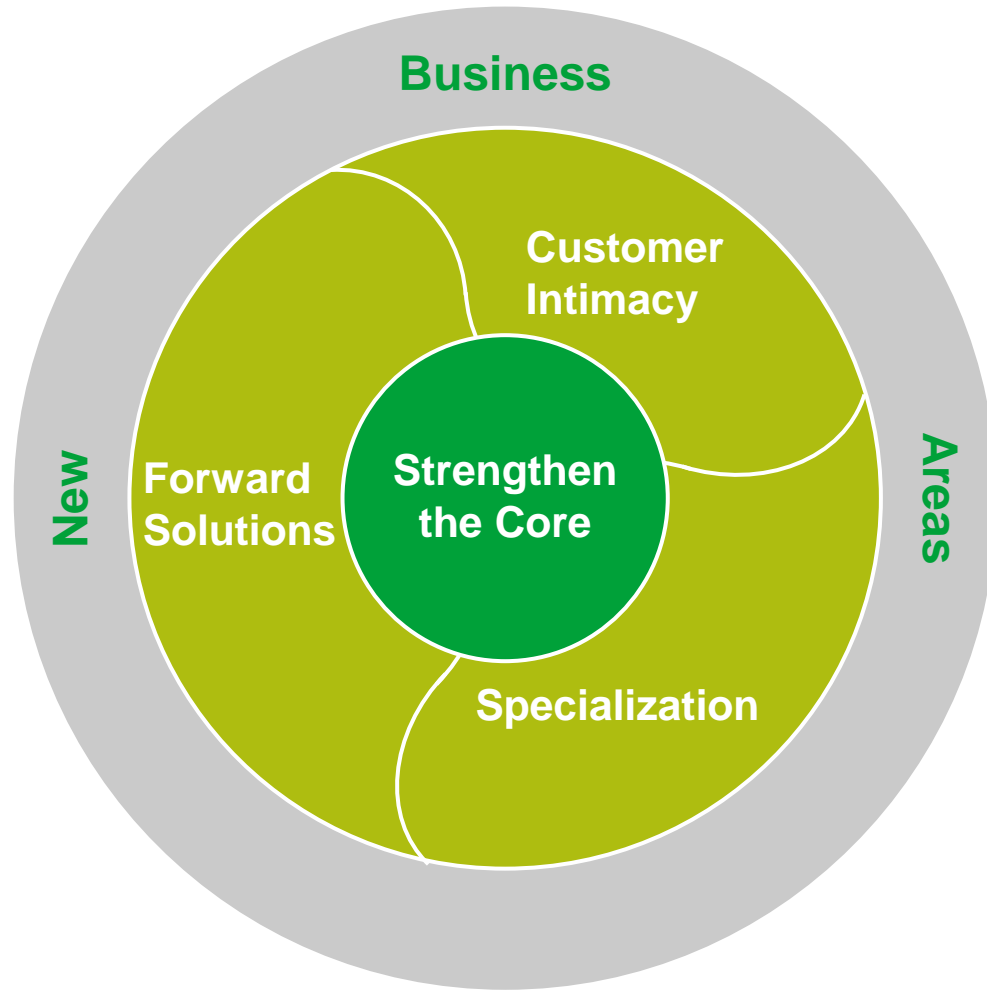


Lenzing went through a difficult period in the recent past - But several issues are already solved

- 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



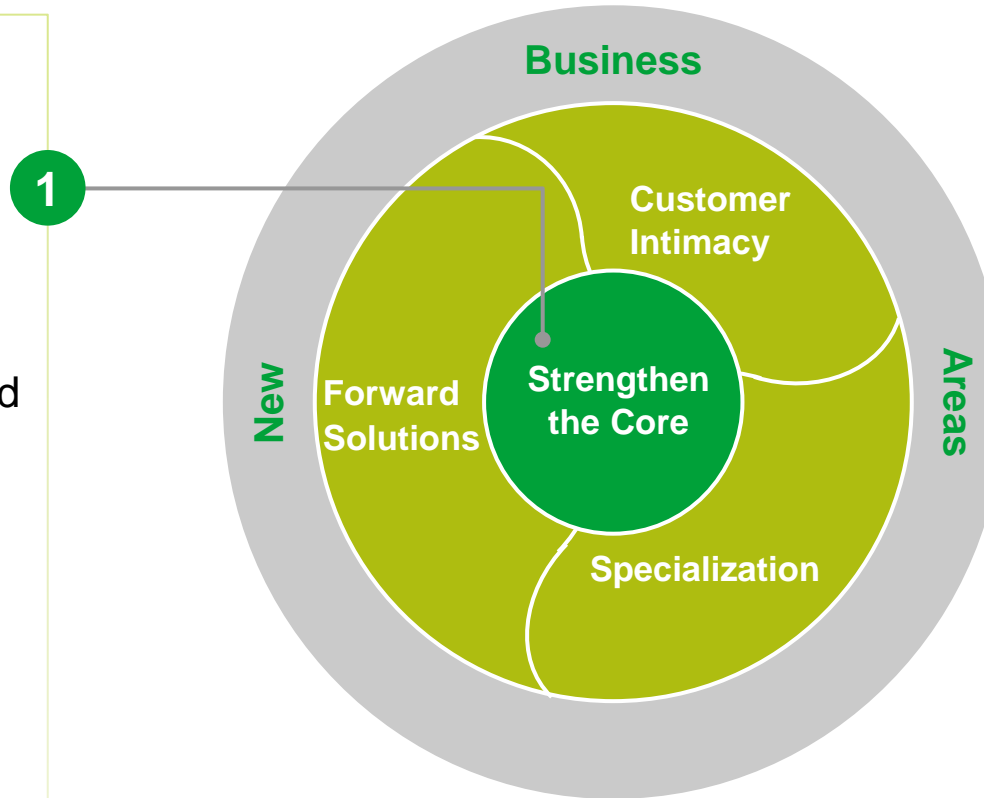
The new strategy – driving value growth



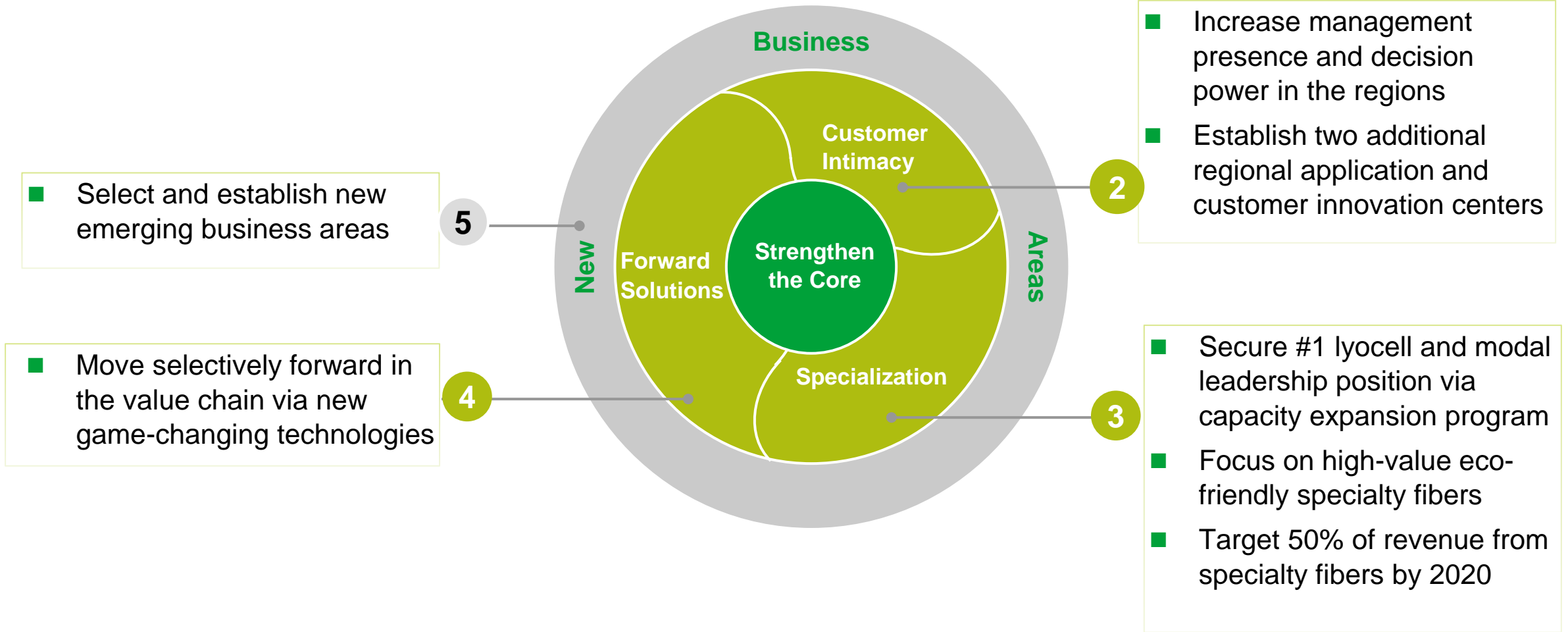
sC  reTEN

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
- Strengthen our co-products business
- Grow viscose position via strategic partnerships
- Finalize restructuring technical units



Customer Intimacy, Specialization, Forward Solutions and New Business Areas



2020 financial targets

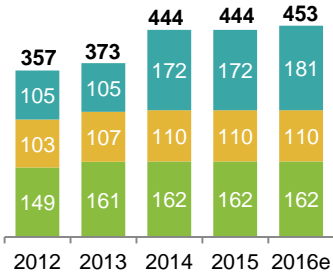
EBITDA
growth of 10% p.a.
(vs. 2014 base)

ROCE
 $\geq 10\%$

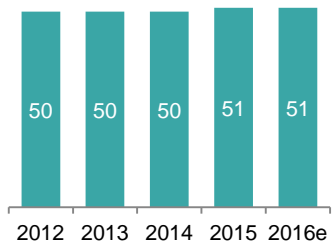
**Net financial debt/
EBITDA**
 < 2.5

Capacity 2016¹: A global footprint

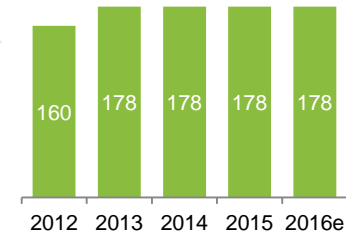
Europe²
CAGR 6.1%



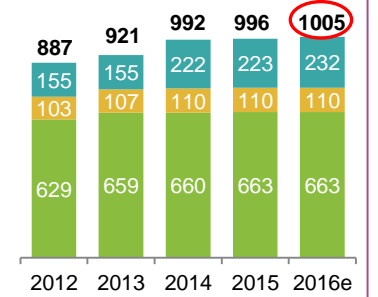
USA
CAGR 0.5%



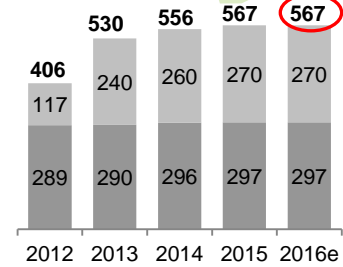
China
CAGR 2.7%



Total capacity at year end
CAGR 3.2%

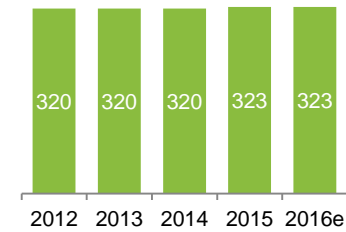


Total pulp capacity
CAGR 8.7%



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

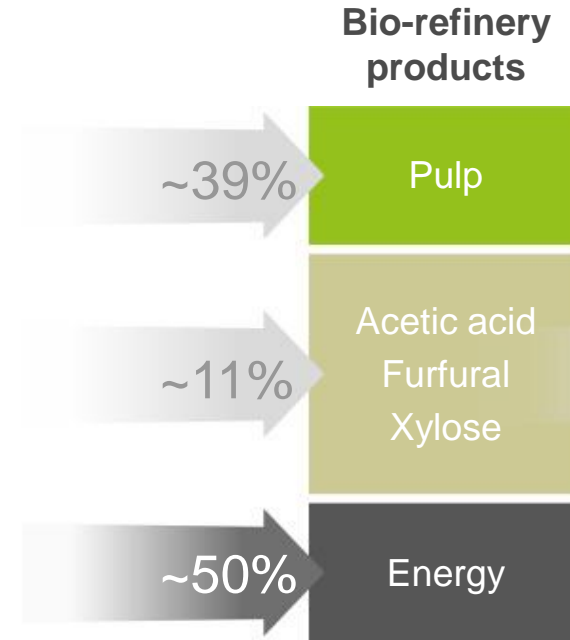
Indonesia
CAGR 0.2%



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.



Customers & Products



International
Furan
Chemicals B.V.

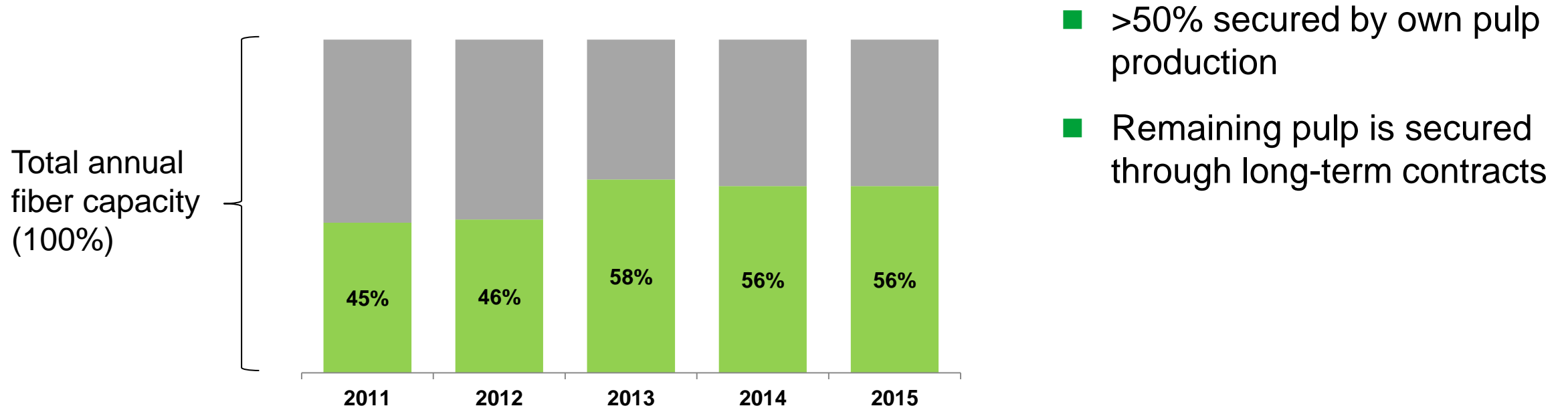
Rotterdam Airportplein 7, 3045 AP Rotterdam
The Netherlands

etc.



Fiber production fully secured by a robust pulp supply

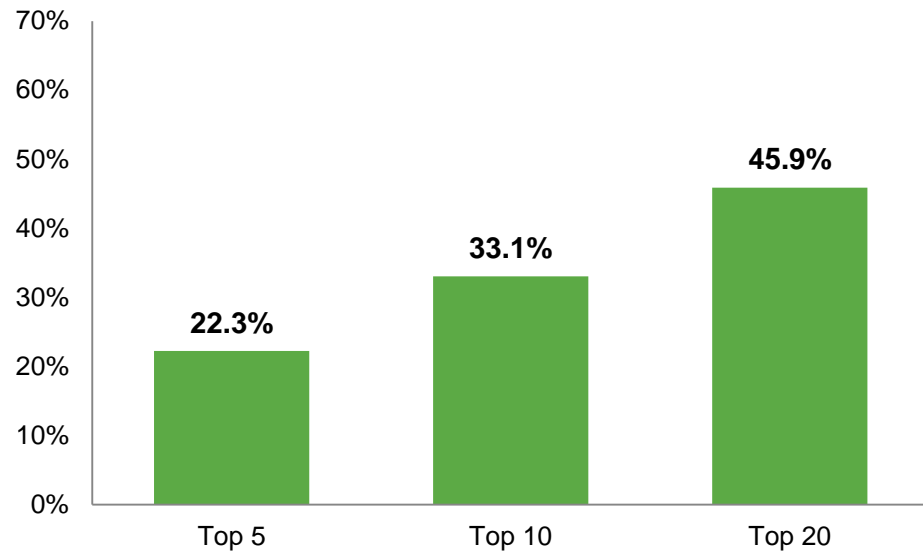
Level of backward integration: Own pulp supply in percentage of annual fiber capacity



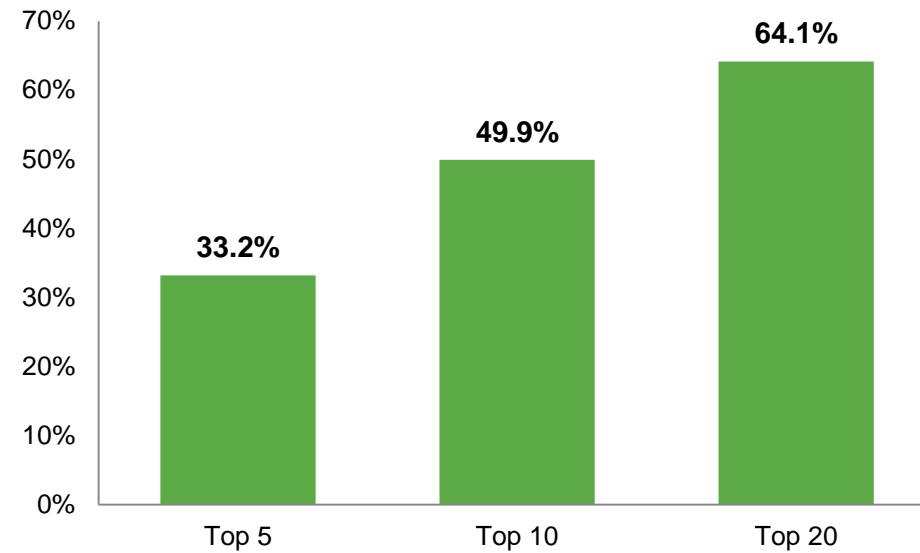
Sales and marketing

Customer concentration

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



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



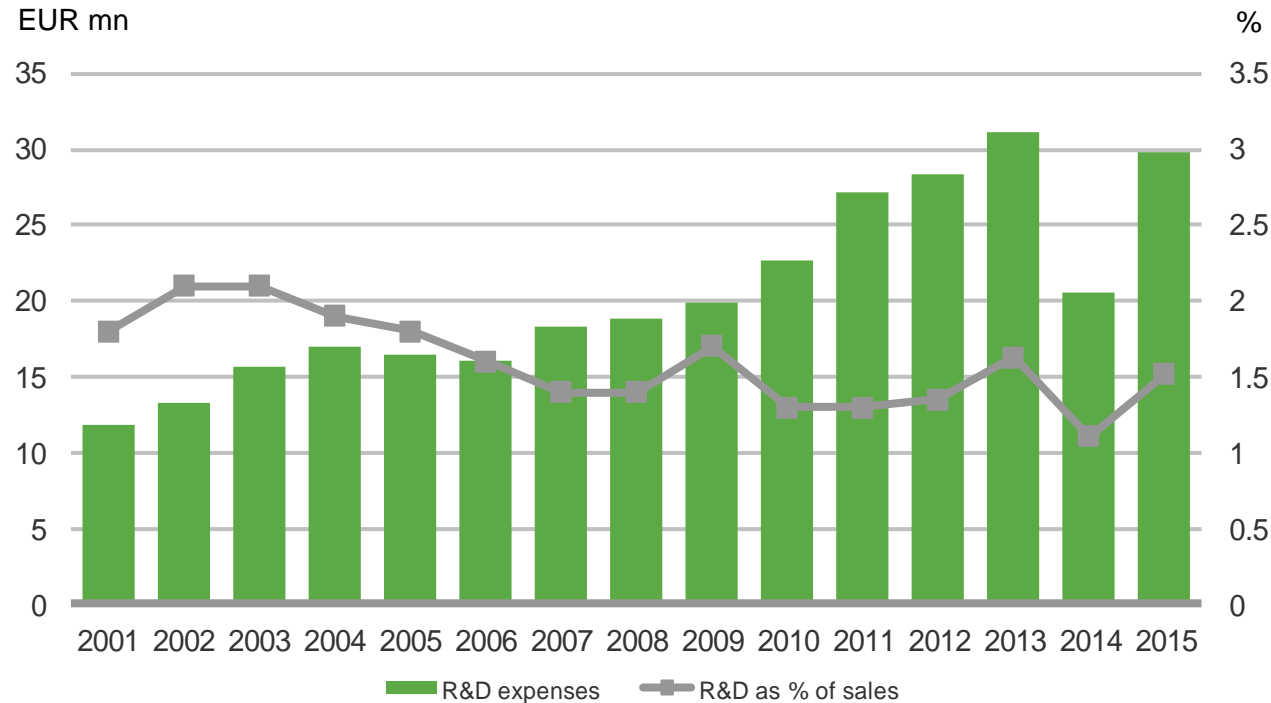
Source: LAG

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 29.8¹ mn in 2015)

R&D expenses (2000-2015)



Source: LAG, as at December 31, 2015

1) Pursuant Frascati

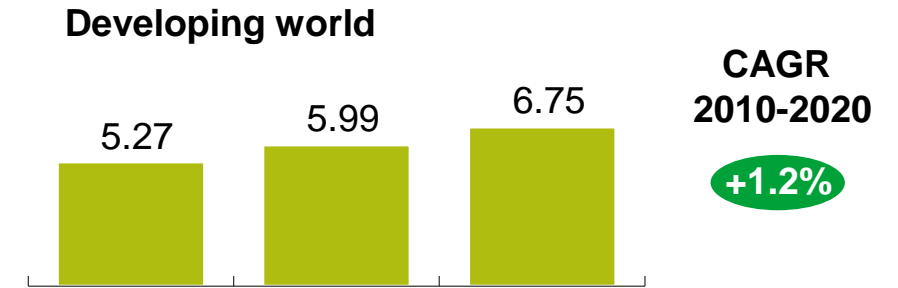
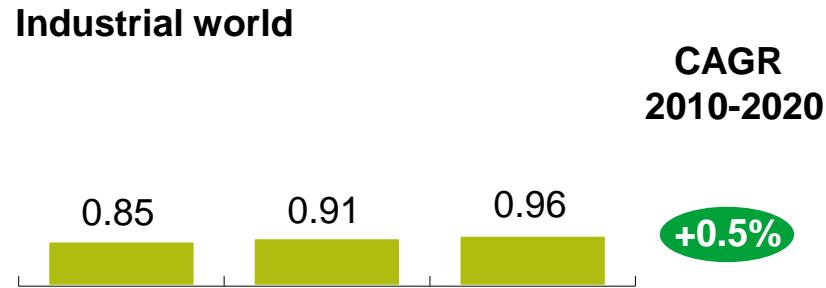
Intellectual property

- 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

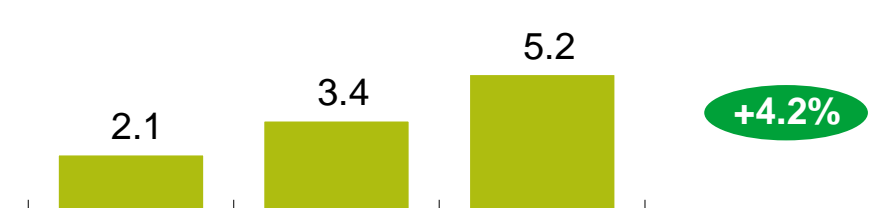
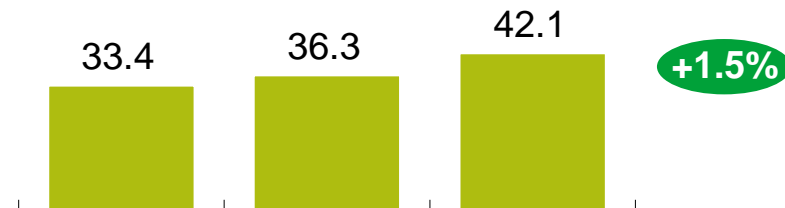
Megatrends support fiber demand growth

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

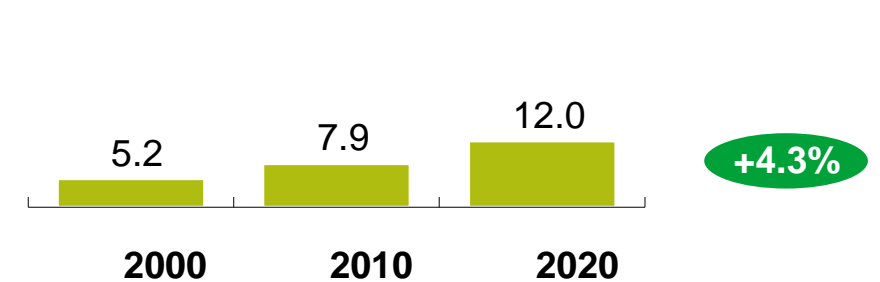
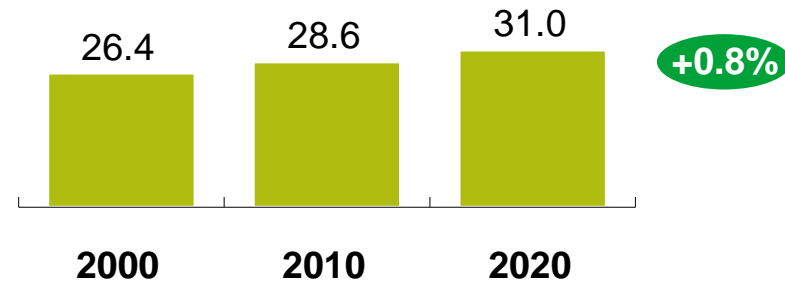
Population
in bn



GDP growth
in real USDk/capita



Textile consumption
in kg/capita



Source: IHS, ICAC, Lenzing data

The key growth drivers for fibers

Overall fiber market growth

Population growth-driven

- Growing population demanding more fabrics

Wealth-related growth

- Higher per-capita consumption of fibers with increasing income

Fiber mix shifts due to demand fundamentals

Wealth impact developing countries

- People exit extreme poverty and can afford garments: Strong increase of low cost products
- Rising middle class: Higher quality and functionality of clothing

New fiber technologies and changed use patterns

- Trend to high-tech clothing and comfort leading to more use of special polyester and wood-based fibers¹⁾

1) Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulose fibers (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

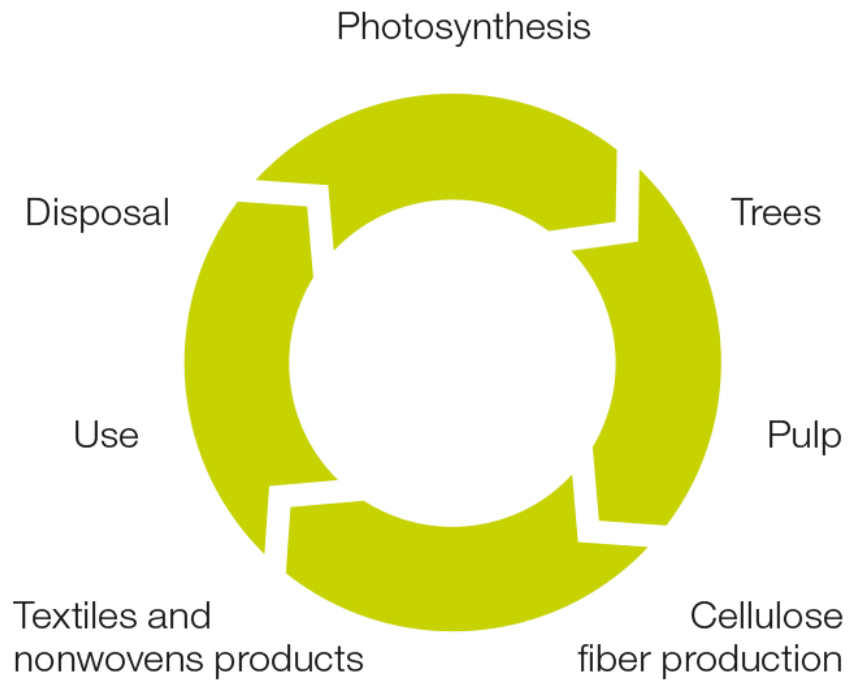


Oil is a finite resource causing negative externalities

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



Green footprint of wood-based fibers¹: 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**² 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

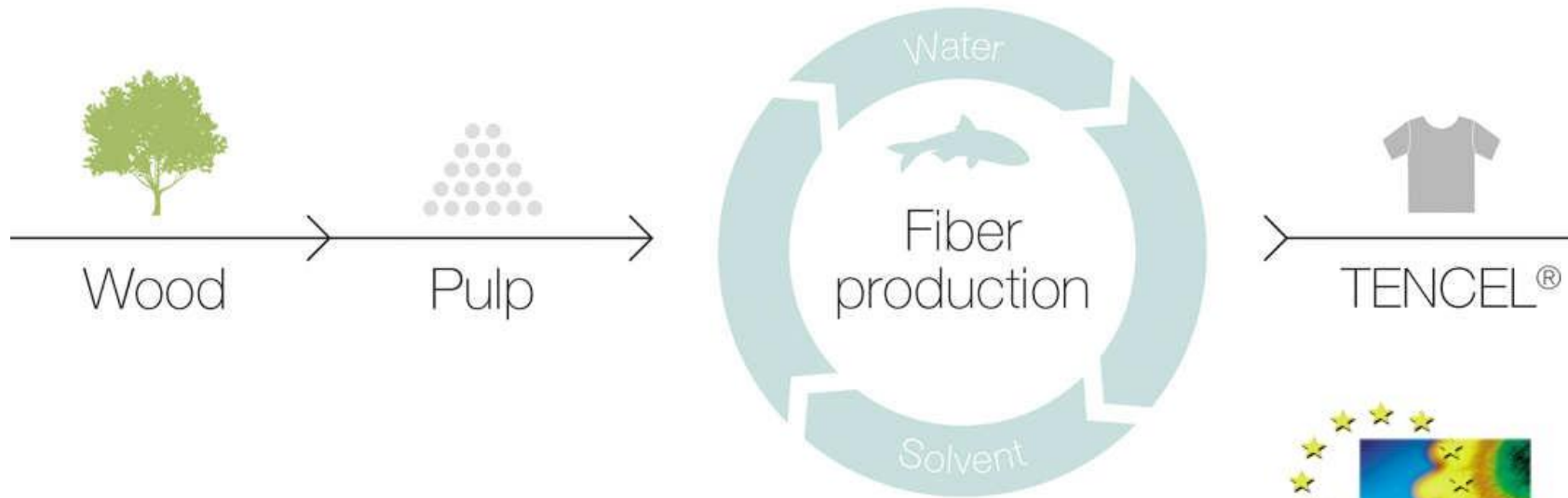


1) Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulose fibers

2) Controlled according to the standards of wood certifiers and externally verified!

Megatrend: Sustainability

TENCEL® - a sustainable production process



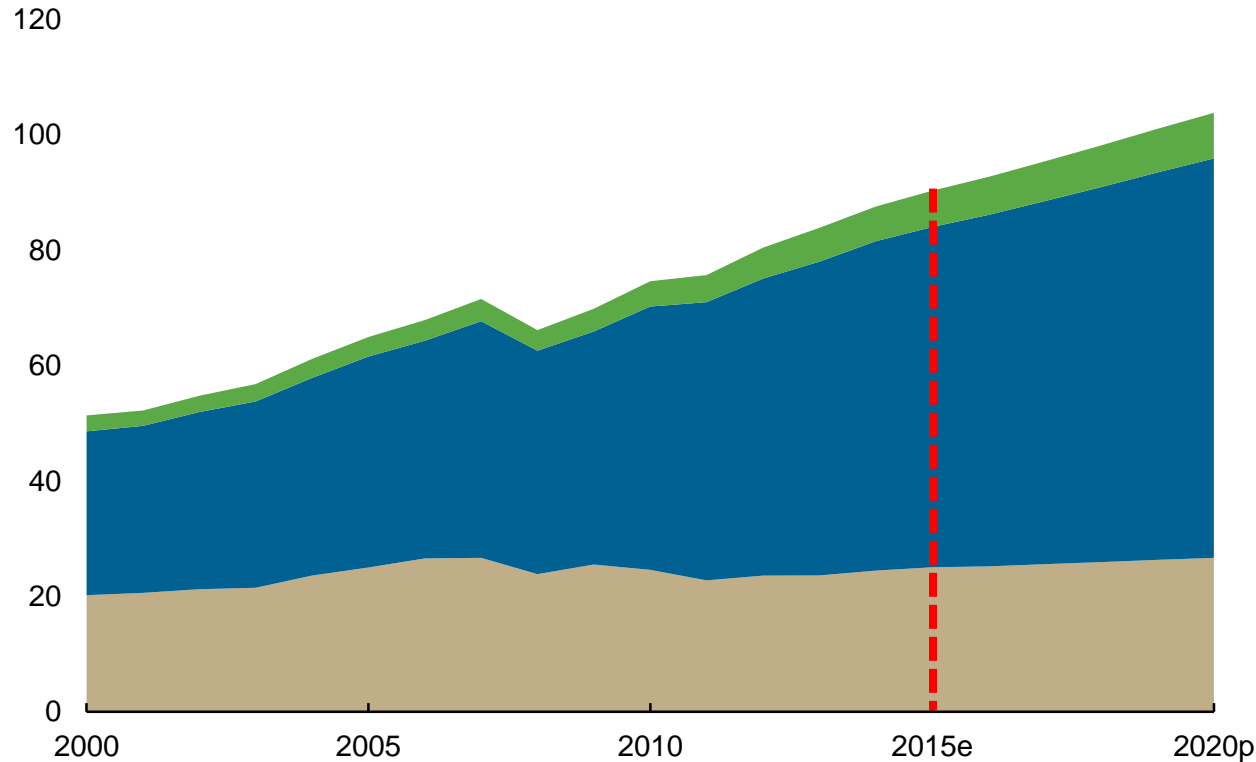
- Direct solving process
- Closed-loop process
- Complete recovery of solvent



Wood-based fibers¹ outgrow market

Expected growth of global fiber demand until 2020

Million metric tons²



**CAGR
(2015e – 2020p)**

■ Wood-based fibers ¹	5-6% p.a.
■ Synthetic fibers	3-4% p.a.
■ Cotton	1-2% p.a.
<hr/>	
Total fiber market	3-4% p.a.

1) Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulose (viscose, modal and lyocell only – excluding acetate, tow and filament)

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...

Textile



Size



86 mt (~90% of fiber market)

Regional focus



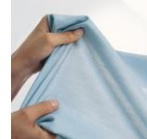
Over 90% in China, India and Asia-Pacific

Fragmentation



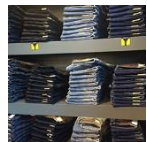
High

Decision making



Brands/retailers with some influence of fabric makers

Key drivers



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

End users



Markets strongly driven by **end-consumers**

Nonwovens



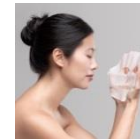
8 mt (~10% of fiber market)



Mainly a **regional market** (due to high logistic costs)



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



Brands and converters



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



Strong focus on **application of product**

1) Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulose

...distinct trends are emerging

■ Textiles

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

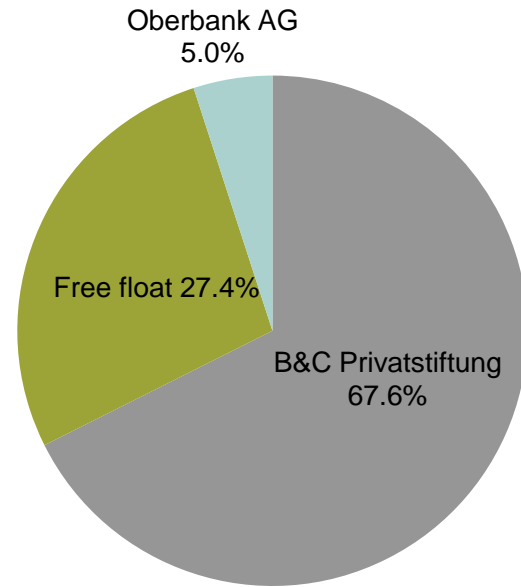


■ Nonwovens

- Need for higher cleanliness
- Need to improve eco-footprint of downstream products
- High innovation headroom



Lenzing share information



Overview of B & C Privatstiftung¹

- 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.

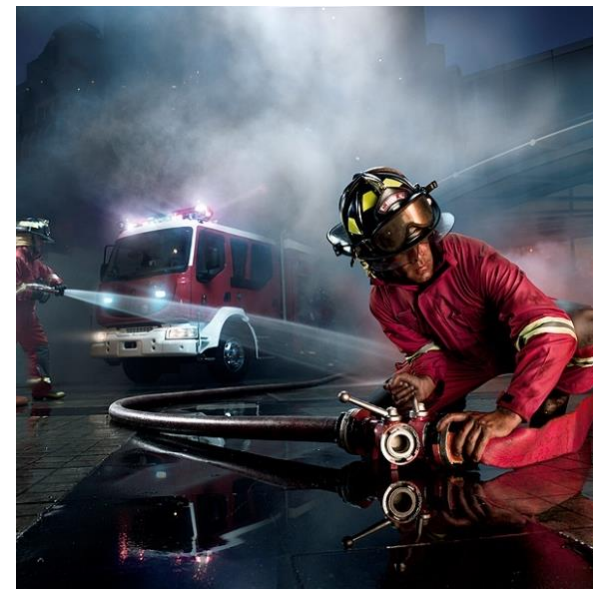
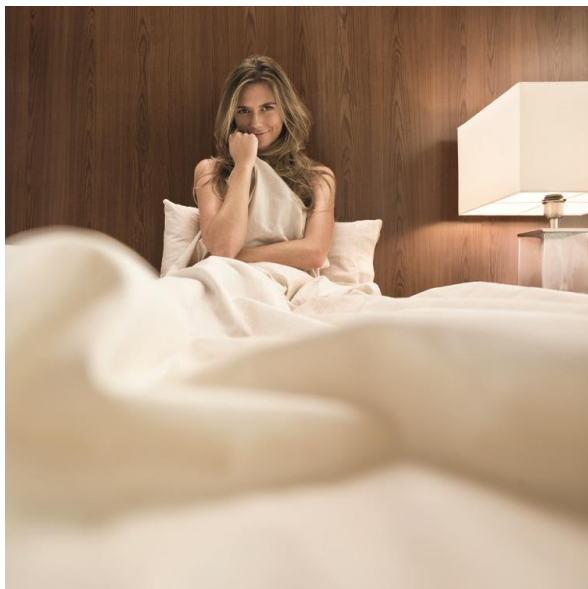
1) Link to B & C Privatstiftung homepage: <http://www.bcprivatstiftung.at/bc-privatstiftung/die-privatstiftung/> (only in German)

ISIN	LNZ / AT0000644505
Bloomberg	LNZ:AV
Reuters	LNZNF.PK
Indices	ATX Prime, ATX Global Players, VÖNIX Sustainability Index
Number of shares	26,550,000 mn
Share price December 30, 2015	69.55 EUR
Market capitalization December 30, 2015	1,846.6 mn

Coverage as of March 22, 2016:

Baader Bank	Buy
Berenberg Bank	Hold
Citi Group	Neutral
Deutsche Bank	Hold
Erste Group	Accumulate
Kepler Cheuvreux	Buy
Raiffeisen Centrobank AG	Hold

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®



H&M

- Jacket: 35% TENCEL® / 18% Ramie / 47% Organic cotton, Jumpsuit: 100% TENCEL®



- Asymmetric Hem Dress
- 100% TENCEL®



ZARA

- 100% TENCEL®



ESPRIT

- 65% TENCEL® / 35% Cotton



DIESEL

Where our fibers end up

Home and Interiors

- 100% TENCEL®
bedlinen
duvets
mattresses



Erlebe wieder richtig gut schlafen – mit unserer Bettdecke Cool Moments!

Egal ob die Nacht kalt oder heiß und – mit unseren Mikrokapseln Cool Moments sind Sie bestens versorgt!

Blauere Schlaf über längere Duschzeiten – mit den Micro-Kapseln Cool Star!



SleepCOOL
... beschert Ihnen einen gestandenen SONNEN!

Schlafkomfort der Extraklasse
Entspannen, zur Ruhe kommen, Kopf schütteln, regenerieren... Sleepcool ist für Anspruchsvolle für einen erholsamen Schlaf. Wir bieten eine kleine, aber erweiterbare Auswahl an leistungsstarken Funktionsprodukten für Ihre Bettwaren, die sich Ihrem Wärmebedürfnis anpassen. Ganz individuell. Ganz einfach.

Unter Ziel: Sie schwitzen weniger und schlafen besser.
Holen auch Sie sich den neuen Klimakomfort ins Bett!

- Lenzing Modal®
towels
bathrobes
....



Color of the Year 2014
PANTONE®
Radiant Orchid
16-3224

Trendfarben 2014
Trend Colours 2014

Quattro Collection

fransohn frother

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

Investor Relations contact

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 - Fax: +43 7672 918 4032
 - E-Mail: s.kniep@lenzing.com
- Visit our IR website
<http://www.lenzing.com/en/investors/financial-publicationsad-hoc.html>
- Visit our SRI sites
<http://www.lenzing.com/en/responsibility/our-approach.html>
<http://www.lenzing.com/en/press/publications/sustainability-reports.html>

Financial calendar

Full year results	March 23, 2016
71 st Annual General Meeting	April 20, 2016
Results 1 st quarter	May 12, 2016
Half year results	August 24, 2016
Results 3 rd quarter	November 16, 2016