

The logo for sCoreTEN, featuring the word 'sCoreTEN' in a sans-serif font. The 'o' in 'Core' is replaced by a green icon of two hands shaking. The background of the slide is a photograph of a basketball player in a white jersey with 'TENCEL' on the back, holding a green basketball high in the air against a clear blue sky. A basketball hoop and backboard are visible on the right side of the image.

sCoreTEN

Leading Fiber Innovation

Lenzing Presentation
1. Finanzmarkttag, May 6, 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".

Lenzing – Market leader in wood-based cellulosic fibers

Our mission:

“Lenzing is a performance materials company that turns CO₂ and sunlight into highly functional, emotional and aesthetic products across the globe”



Lenzing at a glance

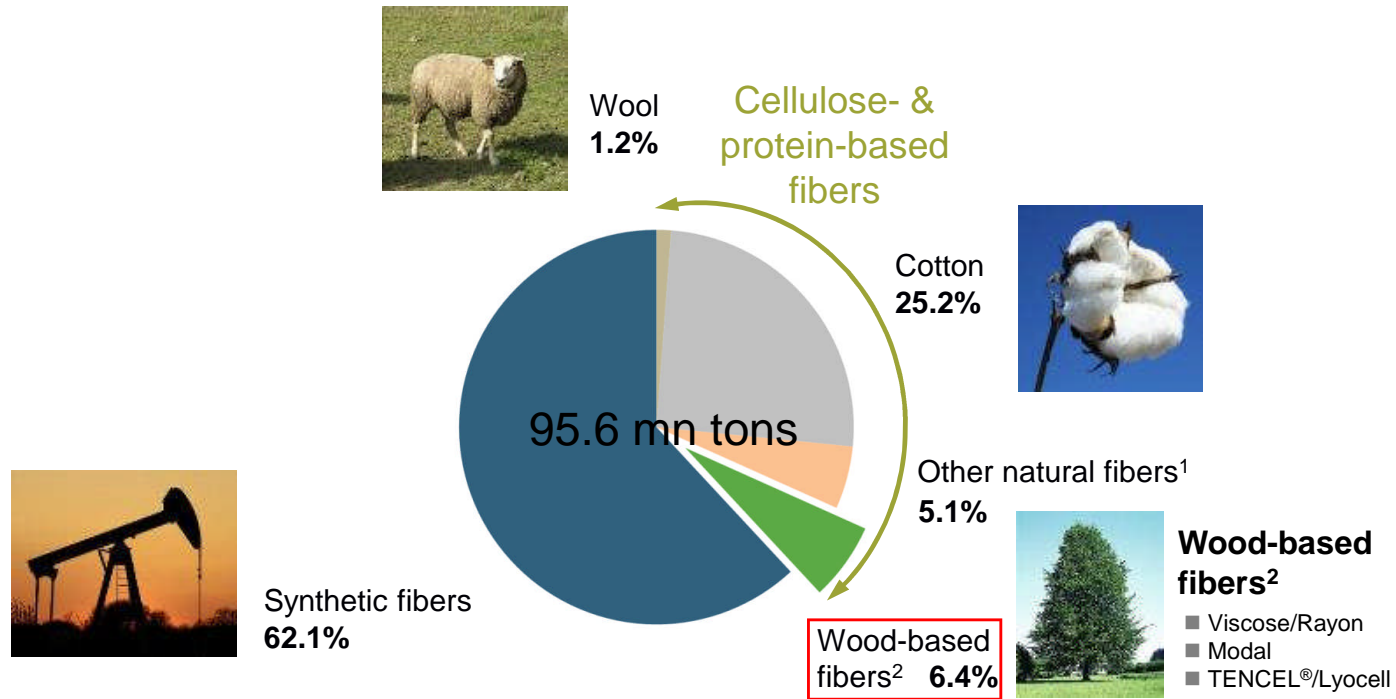
- 78 years of experience in producing wood-based fibers
 - Lenzing viscose[®], Lenzing Modal[®], TENCEL[®]
- Strong global footprint with 6 production sites
 - Lenzing (headquarters) (A), Heiligenkreuz (A), Grimsby (UK), Mobile (USA), Nanjing (CN), Purwarkarta (IDN)
- Strong product and innovation pipeline, 1.250 patent applications and patents¹ in 57 countries focusing on lyocell technology (TENCEL[®])
- Strong performance in 2015
 - Revenue +6.0% to EUR 1.9 bn
 - EBITDA +20.7% to EUR 290 mn, EBITDA margin 14.7%
- Dividend pay-out ratio up to 50% of net income
- Listed in ATX, share price as at April 22: EUR 68.84

1 As at December 2015



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 - market leader in all three fiber generations

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

Source: Lenzing data, CCFG, CCFEI

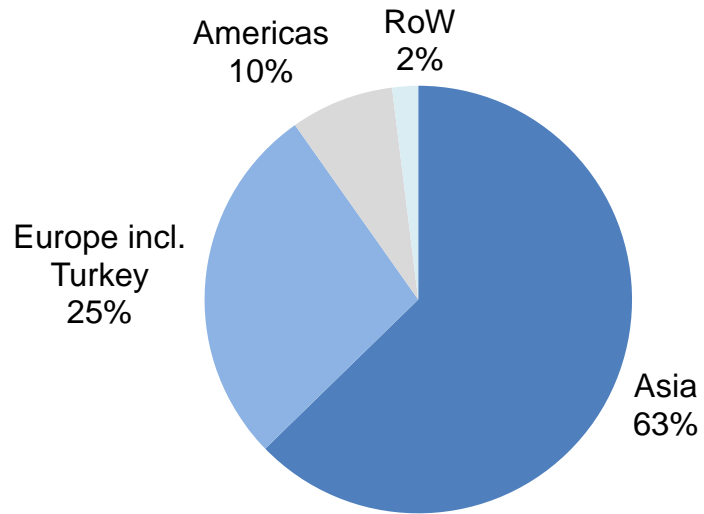
TENCEL®, Lenzing Modal® and Lenzing Viscose® are registered trademarks of the Lenzing Group

LEADING FIBER INNOVATION

Lenzing is the global leader in cellulose fibers

Balanced exposure to matured and emerging markets

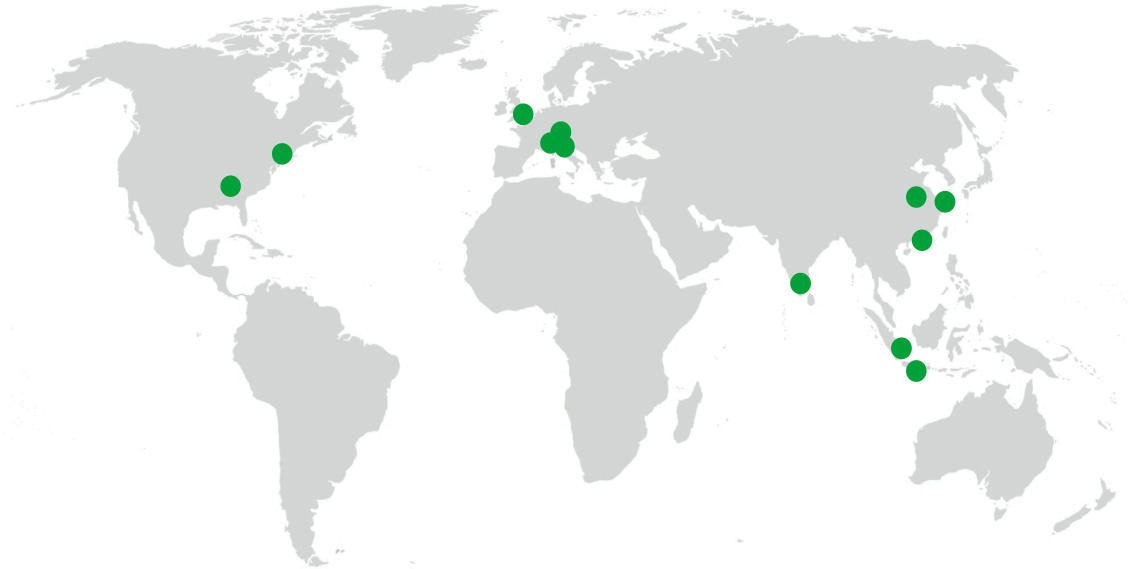
Fiber revenue by region



Source: Lenzing data 2015

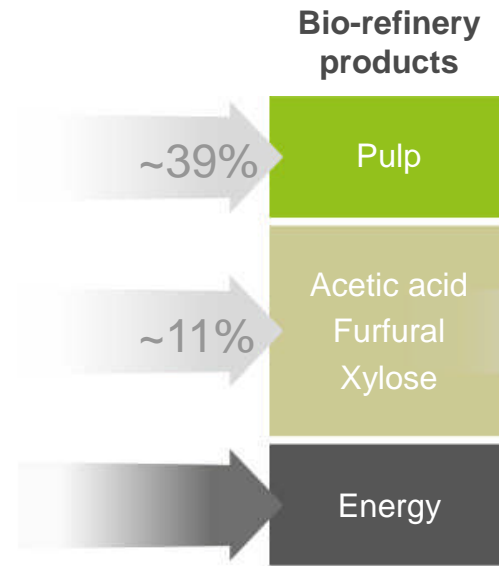
Global network of production sites and sales offices

2015 footprint



Lenzing's basic material is wood - pulp mills are bio-refineries

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



Customers & Products



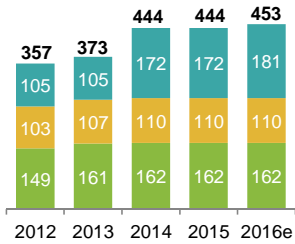
International Furan Chemicals B.V.
Rotterdam Airportplein 7, 3046 AP Rotterdam, The Netherlands

etc.

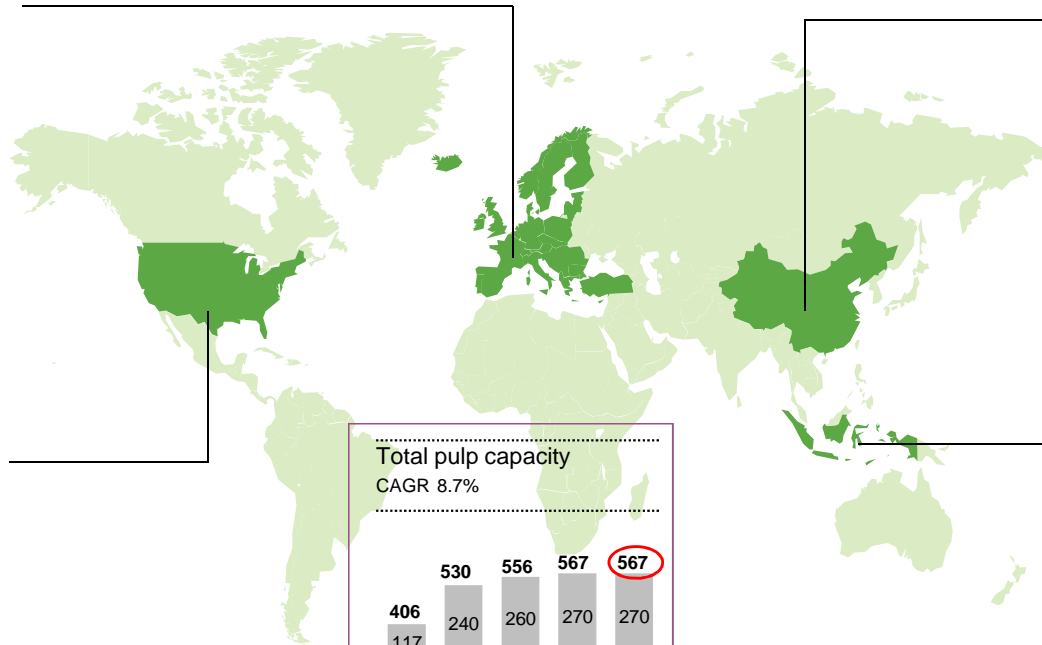
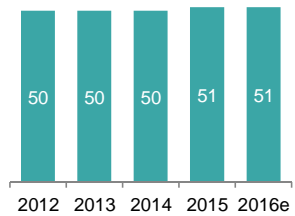


Capacity 2016¹: A global footprint

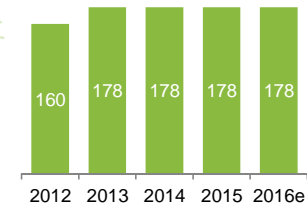
Europe²
CAGR 6.1%



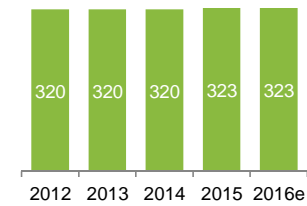
USA
CAGR 0.5%



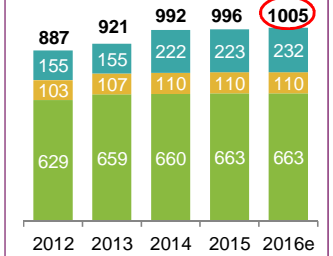
China
CAGR 2.7%



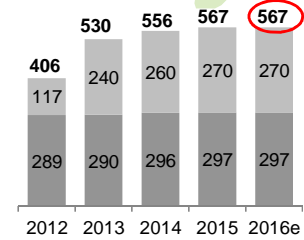
Indonesia
CAGR 0.2%



Total capacity at year end
CAGR 3.2%



Total pulp capacity
CAGR 8.7%



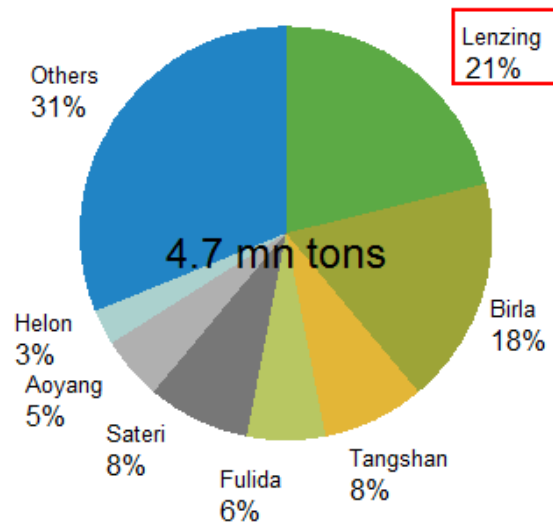
Lenzing (A) dissolving pulp capacity
 Paskov (CZ) dissolving pulp capacity



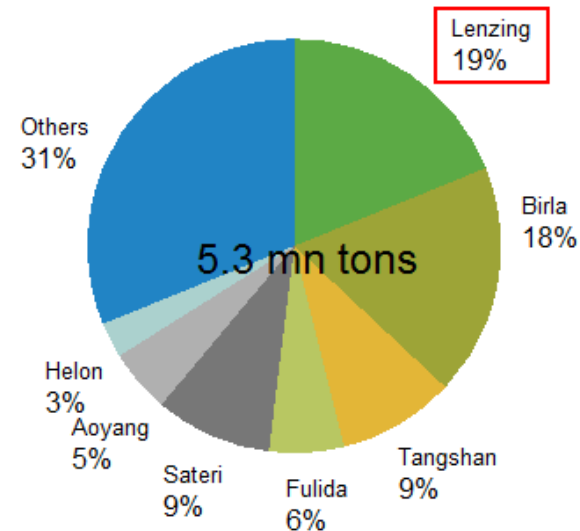
1) Figures are shown in k metric tons; CAGR 2012-2016e
2) Includes Lenzing (A), Heiligenkreuz (A) and Grimsby (UK)

Lenzing 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



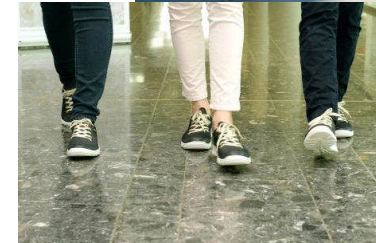
Source: CIRFS, FEB, Trade statistics, Company estimates

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

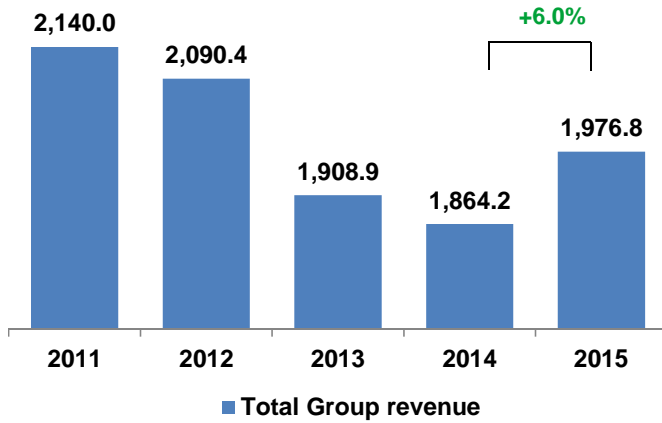
2) Based on latest available company information from company websites and annual/interim reports

Lenzing 2015: Increasing brand recognition – innovation and trust

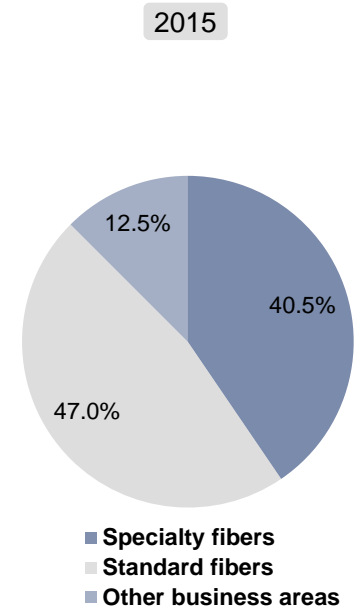
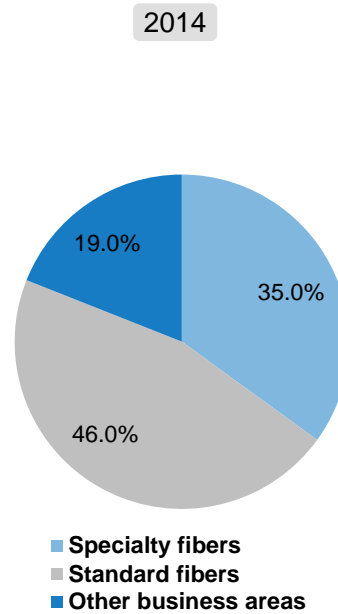
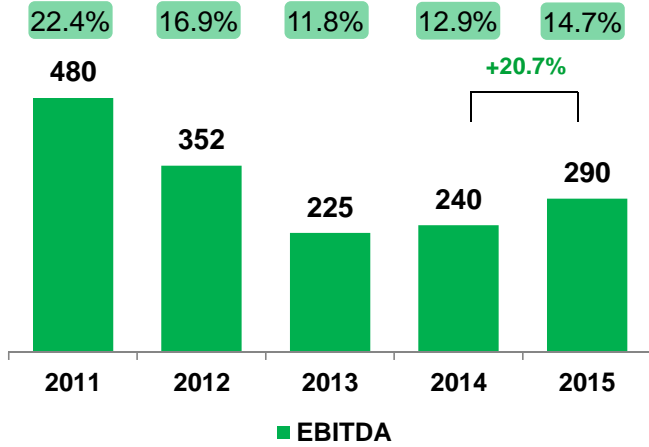
- Lenzing's products and brands are in high demand in the search for innovation, sustainability and comfort
- >400 million brand impression at retail, all-time record and up from ~340 mio in 2014
 - Lingerie and Homewear
 - Hygiene
 - Cosmetic and Ladies Outerwear
- Over 400 brand partnerships, up from 294 in 2014
- Lenzing is „All Time Index Member“ of sustainability index VÖNIX (launch in 2005)



Financials 2015 – Revenue and EBITDA (EUR mn)



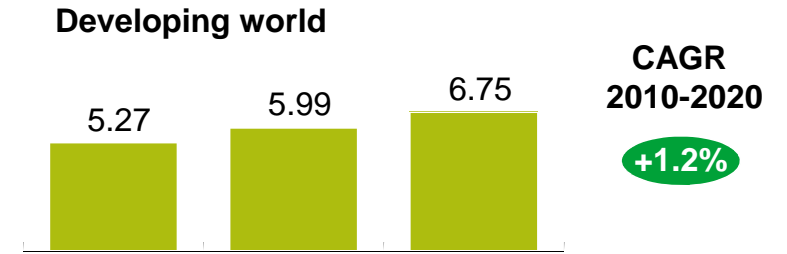
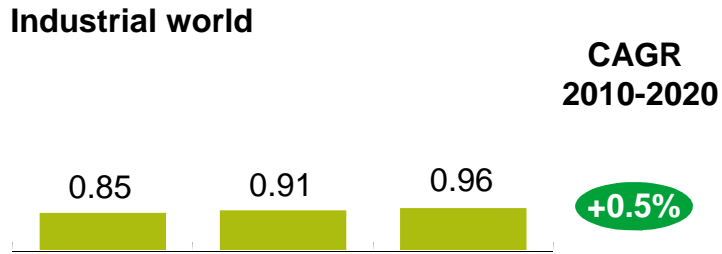
EBITDA margin



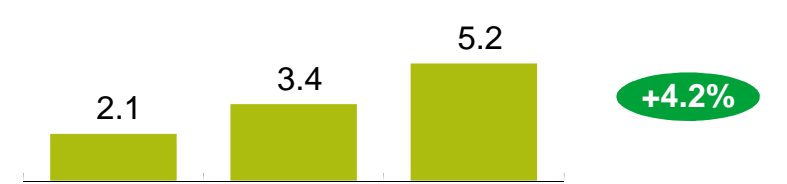
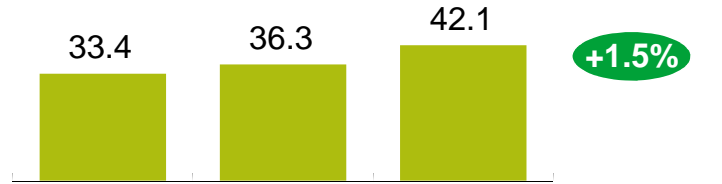
Outlook: Megatrends support fiber demand growth

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

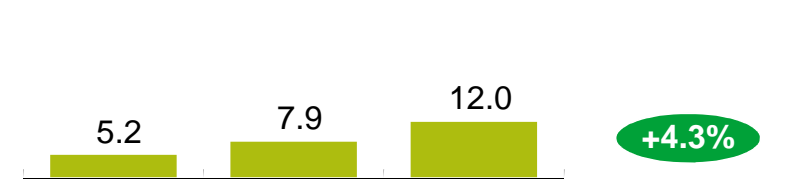
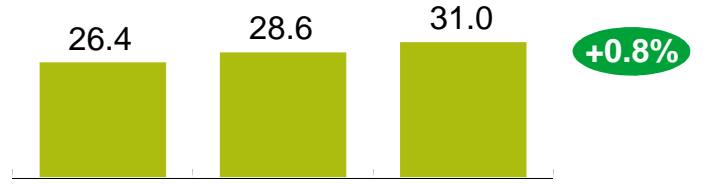
Population
in bn



GDP growth
in real USDk/capita



Textile consumption
in kg/capita



2000 2010 2020

2000 2010 2020

Source: IHS, ICAC, Lenzing data

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



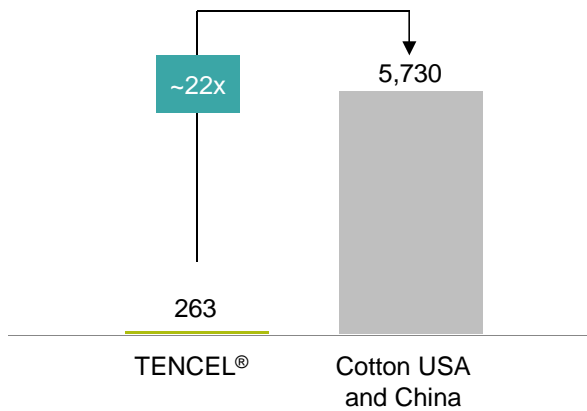
Oil is a finite resource causing negative externalities

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

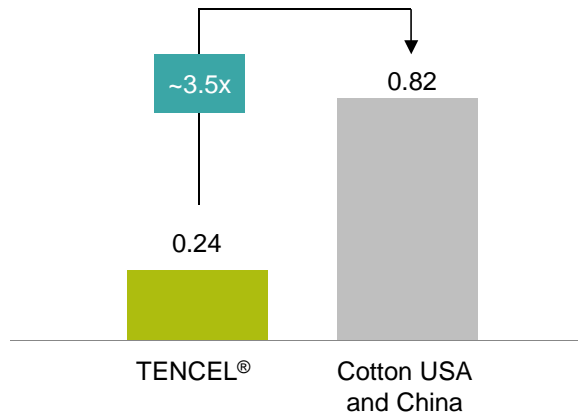


TENCEL® is THE innovative fiber platform to address the sustainability challenge of the industry

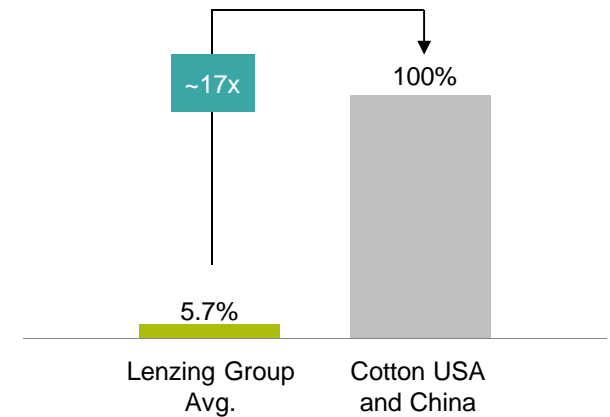
Water consumption m³ per metric ton of fiber



Required acreage Hectares per metric ton and year



Environmental impact of production Relative to cotton

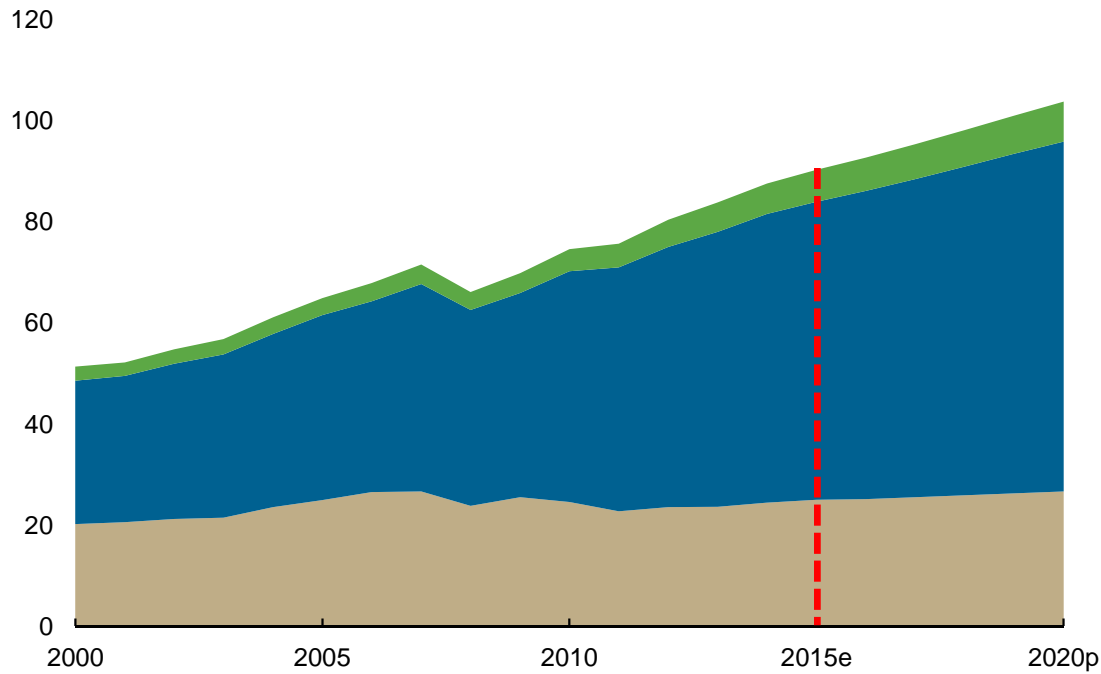


Source: "Life Cycle Assessment of man-made Cellulose fibers"; Li Shen, Martin Patel; 2007

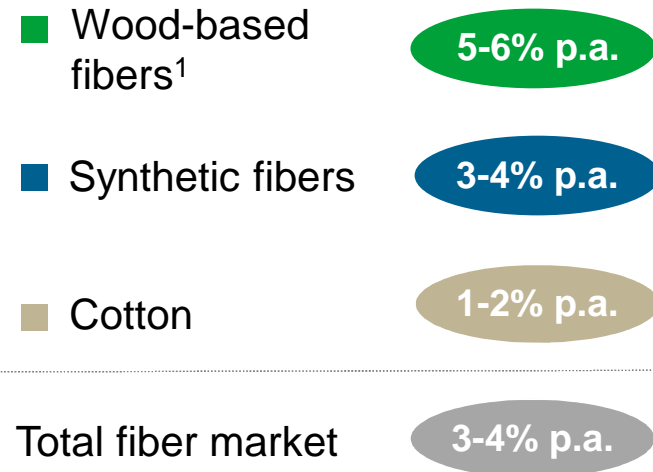
Wood-based fibers¹ outgrow market

Expected growth of global fiber demand until 2020

Million metric tons²



CAGR
(2015e – 2020p)

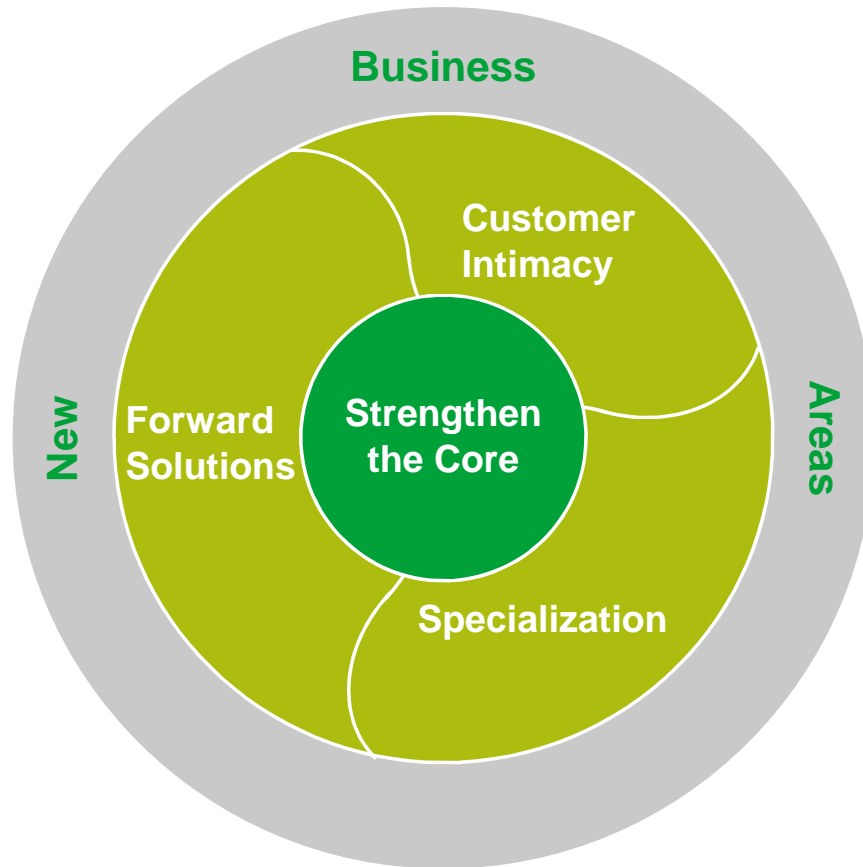


1) Wood-based and cotton linter-based cellulose fibers, previously named man-made cellulosics (viscose, modal and lyocell only – excluding acetate, tow and filament)

2) Without wool and other natural fibers

Source: ICAC, CIRFS, Fiber Economics Bureau, National Statistics, The Fiber Year, Lenzing data

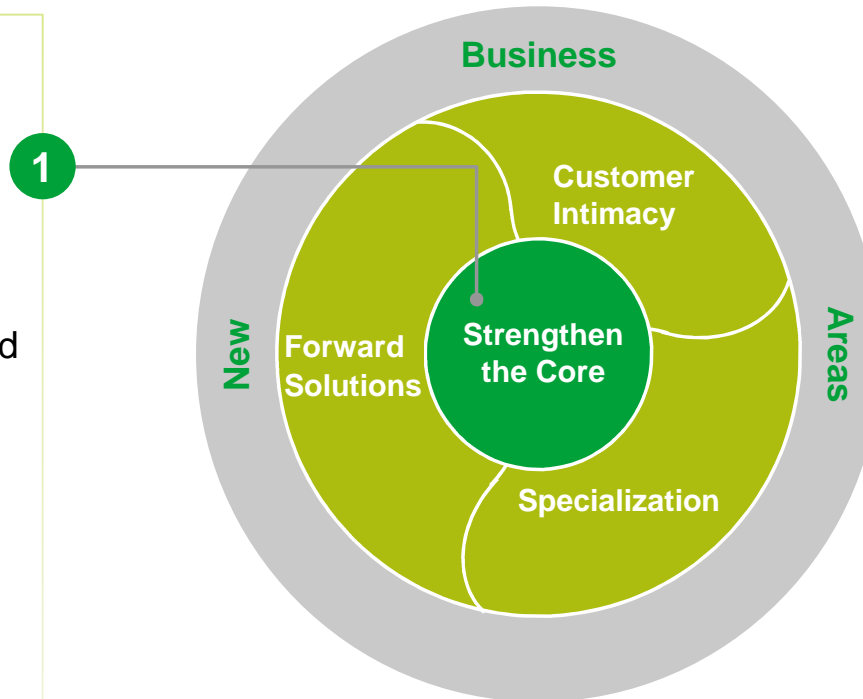
The new strategy – driving value growth



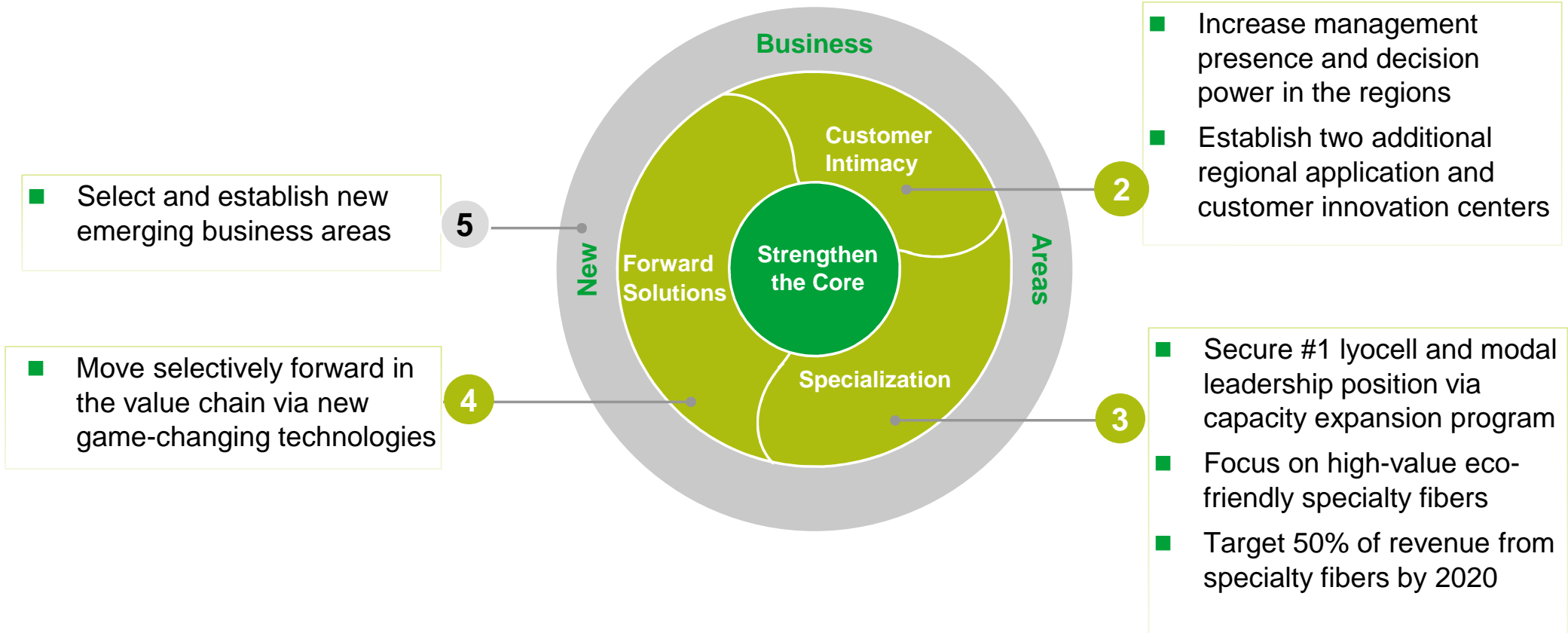
sC  reTEN

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

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

Contacts and financial calendar

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- 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