



#### LANXESS – Q1 2024 Roadshow

Trend turns positive – measures take grip and the industry softly improves

Matthias Zachert, CEO

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#### Safe harbor statement



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#### Agenda

- 1 Building a stronger sustainable portfolio
- We are taking action: FORWARD! and cash flow
- 3 Financial and business details Q1 2024

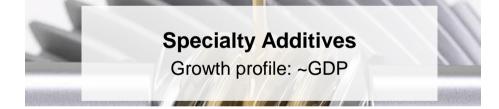


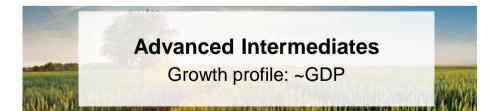
## LANXESS built a portfolio with three strong pillars – laying the strategic foundation for future growth



#### Portfolio transformation achieved in a timely and focused manner

Consumer Protection
Growth profile: GDP+





Setup for operational success

- Leading among the top 3 globally in growing niche markets
- Balanced portfolio without dependency on single industry
- Focus on path to a solid balance sheet and high cash flow; harvesting from new portfolio
- Strong platform to grow in the US & Asia



Leading ESG position with goals embedded in management incentive and financing



## LANXESS is operationally well positioned to participate in demand recovery



#### **Current levers to deliver**

- Lean cost base: Restructuring program leading to €150 m annual savings by 2025
- Geared to benefit from recovery, utilization in 2023 at 58 % only
- Currently no growth CAPEX required to participate in demand recovery

#### **Excellent financing backbone**

- No covenants and ample liquidity
- Fixed Ø interest rate of 1.0 % on outstanding bonds;
   No maturity until May 2025, already pre-financed
- Deleveraging organically and via divestitures (remaining polymer business)

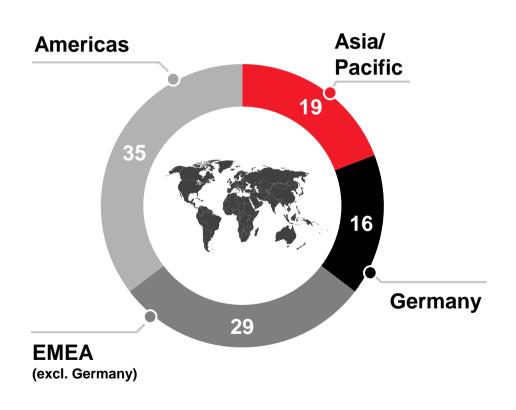


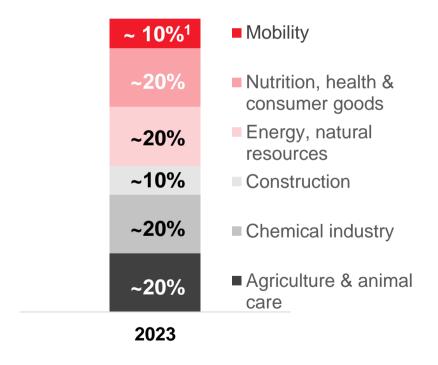
EBITDA pre expected to grow by 10 – 20 % in 2024 (incl. BU URE)

## LANXESS' portfolio is balanced across regions and end-markets

#### FY 2023 sales by region [%]

#### FY 2023 sales end-market exposure





## Our product portfolio is aligned with our sustainability strategy



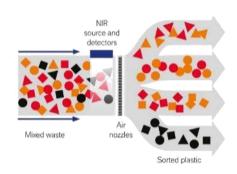
#### **Available: Sustainable products (BU F&F)**

Customers have the choice: F&F offering majority of its portfolio in two alternatives - regular and sustainable



#### Available: Enabling recycling (BU IPG)

BAYFERROX® 303 T makes black plastic detectable by recycling machines (usually not possible)

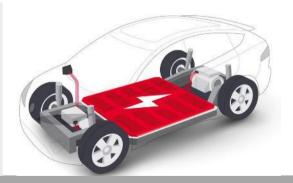


LEWATIT® adsorber enable direct air capture of CO<sub>2</sub>



**New market: Direct air capture (BU LPT)** 

Immersion cooling fluids enable fastcharging of electric vehicle batteries by removing excess heat



**New product: Battery technology (BU LAB)** 

#### Leading ESG rating providers honor our performance





2<sup>nd</sup> highest category for 3<sup>rd</sup> time Convincing climate strategy and efforts to reduce water use





Prime status since 2020 Top 10%





Rating

recently



In total, 7 times on Climate A list (among top 2%), 5th time in a row 2<sup>nd</sup> time A- rating for water disclosure







Top 10% in DJSI World (13th year) DJSI Europe (7th year) Sustainability Yearbook member

#### We are rewarded for our efforts on sustainability that go beyond the must-haves











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#### FORWARD! program on track

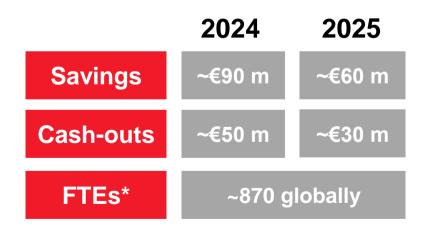


#### Savings of FORWARD! program have been confirmed and are in execution

#### **Progress**

- Majority of contracts for FTE reduction signed
- Measure implementation according to plan
- Savings realization fully on track

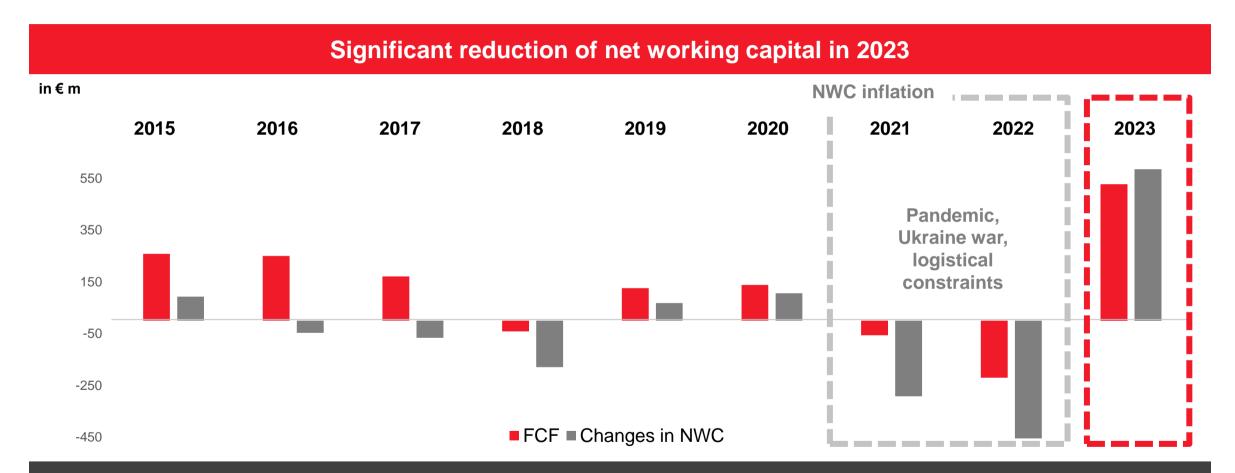




Sustainable improvement of our cost base

## Strong recovery of free cash flow driven by strict working capital management and steering of capex



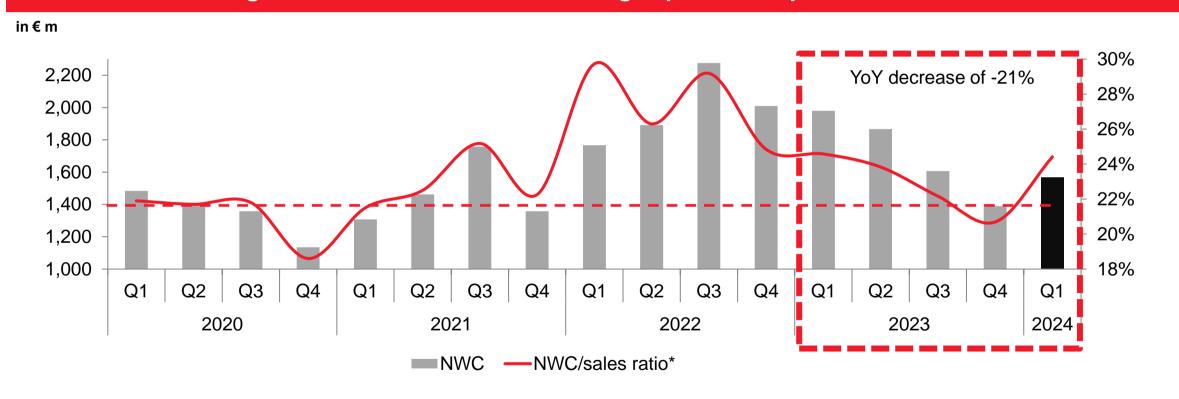


Improved business set-up as solid base for future free cash flow

## Continuous net working capital reduction – Q1 build up in line with usually seasonal development



#### Significant reduction of net working capital since peak in Q3 2022



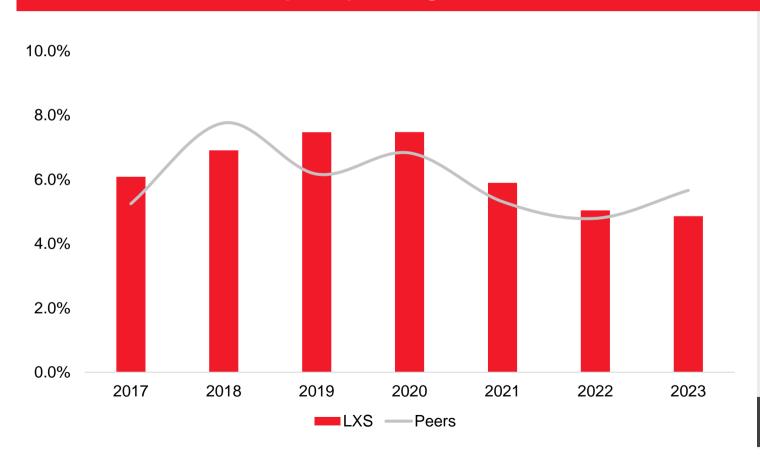
#### Lower net working capital as lever for cash generation

<sup>\*</sup> Net working capital to sales ratio

## LANXESS' structural capex requirements have been reduced in the last years



#### LANXESS capex spendings in relation to sales is on average above those of peers

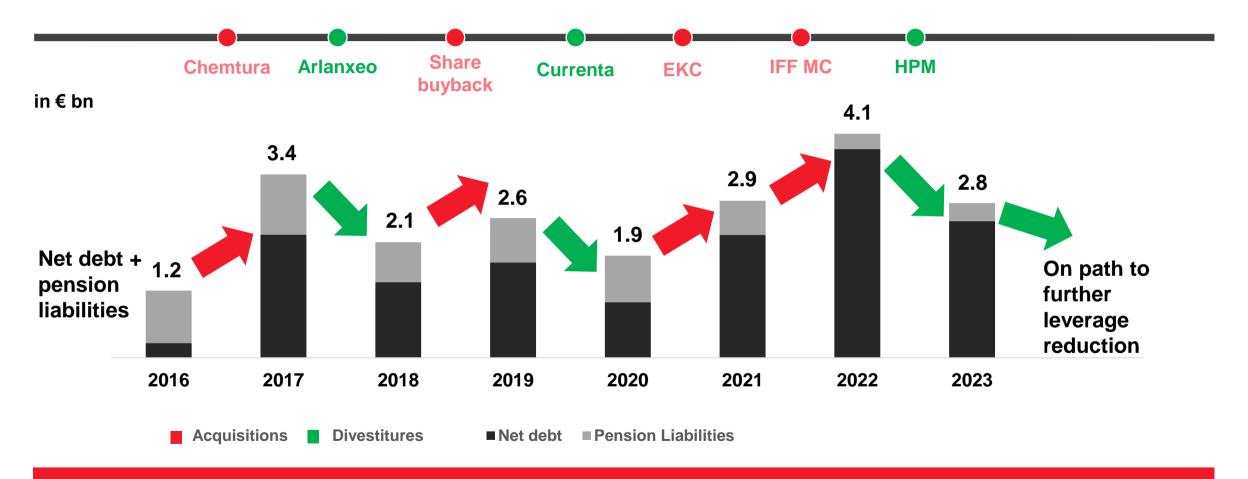


- LANXESS can reduce capex to market level due to less capex intensive asset base
- In current situation and due to low utilization, no need for growth capex
- In 2023, LANXESS capex ratio below those of peers due to low sales volume

Current platform with excellent set-up

## We have a proven track record of de-leveraging after acquisitions





#### Rating agencies support our de-leveraging plan

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## Q1 performance sequentially improved but still below Q1 2023 – bottom reached



#### **Demand improving**





### Implementation of cost savings

As planned



### **Urethanes divestment process**

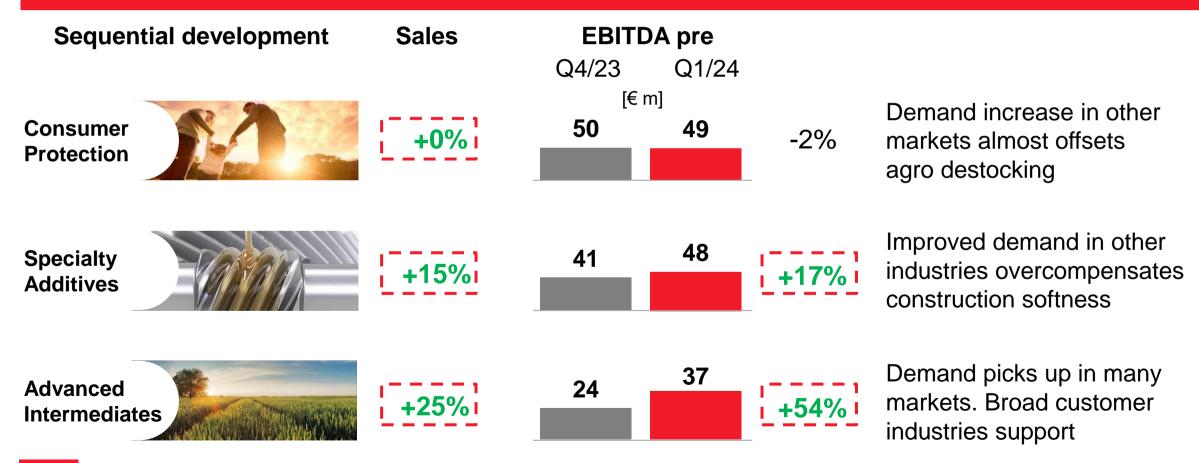
Well on track



## First signs of volume improvements visible, however agro destocking weighs on Consumer Protection



Sales increase 12% sequentially, driven by 13% higher volumes and only slight price declines



## LANXESS Group: Q1 EBITDA bottoming out, operational improvement visible



## Volume increase in Advanced Intermediates

	2023		2024		
[€ m]	Q1	Q4	Q1	Δ ΥΟΥ	
Sales	1,899	1,436	1,607	-15%	
EBITDA pre	189	97	101	-47%	
Margin	10.0%	6.8%	6.3%		
Capex	59	132	39	-34%	





- Lower sales prices driven by pass through of input costs
- While volumes picked up sequentially, yoy comparison reflects still stronger Q1 of previous year
- EBITDA pre and margin declined on basis of lower prices and volumes; ramp up of structural savings does not yet outweigh reduction of temporary savings

## Ample liquidity of more than €2 bn available amidst ongoing debt reduction



#### **Solid financing framework**

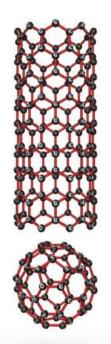
No maturities until May 2025 – already prefinanced!

No financial covenants

ø interest rate of financial liabilities at ~1.0%

#### **Actions taken:**

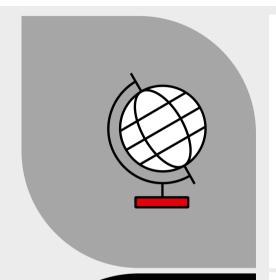
Program FORWARD!, dividend reduction & divestment of BU Urethanes already initiated to decrease debt



#### Track record in reducing leverage after acquisitions

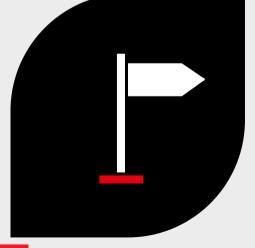
## FY 2024 guidance: EBITDA pre expected to increase by 10-20%





#### Our view on economic environment

- Demand has stabilized and is starting to pick up
- Burden from agro customers' destocking continues



#### LANXESS outlook

- FY guidance: EBITDA pre expected to grow by 10-20% (incl. BU URE)
- EBITDA pre expected to sequentially increase in Q2 and Q3, with normal seasonality in Q4
- Continued focus on cash generation
  - Balanced working capital approach
  - Strong capex discipline



#### Consumer Protection: EBITDA stable sequentially



# Agro-destocking is sequentially offset by pick-up in other markets

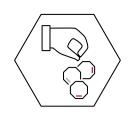
	2023		2024	
[€ m]	Q1 Q4		Q1	Δ ΥοΥ
Sales	647	508	509	-21%
EBITDA pre	94 50		49	-48%
Margin	14.5%	9.8%	9.6%	
Capex	17	34	12	-29%



- Price Volume FX Portfolio
  -5% -16% -1% 0%

  Total -21%

  Q1 Sales vs. PY
- YoY volume decline in all BUs, mainly in BU SGO due to intensified agro destocking and F&F still limited by steam supply outage
- Massive agro-destocking is sequentially offset by pick-up in other markets
- EBITDA pre and margin decline based on lower volumes, especially for agro end market



## **Specialty Additives: Moderate pick-up sequentially**



# Sequentially improving despite construction weakness

	2023		2024	_	
[€ m]	Q1 Q4		Q1	Δ ΥοΥ	
Sales	664	492	566	-15%	
EBITDA pre	98 41		48	-51%	
Margin	14.8%	8.3%	8.5%		
Capex	23	45	14	-39%	



- Lower prices in all BUs, mainly due to pass through and market weakness
- Slightly lower volumes reflect continued weakness in construction
- Sequentially all BUs with increasing sales
- EBITDA pre and margin compared against still relatively strong previous year especially for flame retardants

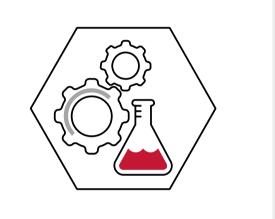


## Advanced Intermediates: Meaningful sequential volume improvement



## Volumes increase also year-over-year

	20	2023			
[€ m]	Q1	Q4	Q1	Δ ΥοΥ	
Sales	516	372	465	-10%	
EBITDA pre	44	24	37	-16%	
Margin	8.5%	6.5%	8.0%		
Capex	16	29	11	-31%	



- Price Volume FX Portfolio
  -14% +5% 0% 0%

  Total -10%
  Q1 Sales vs. PY
- Sales decline due to price pass through clauses as input costs normalize
- Volumes have turned positive, additionally supported by customers' re-stocking for BU Inorganic Pigments
- EBITDA pre and margin remain unsatisfactory but start to improve

## Q1 EBITDA pre below prior year due to agro destocking and weak construction business



P&L [€ m]*	Q1/2023		Q1/2024		yoy
Sales	1,899	(100%)	1,607	(100%)	-15%
Cost of sales	-1,463	(-77%)	-1,327	(-83%)	9%
Selling	-276	(-15%)	-223	(-14%)	19%
G&A	-71	(-4%)	-68	(-4%)	4%
R&D	-27	(-1%)	-28	(-2%)	-4%
Financial result	-21		-62		>-100%
Net Income	-44		-98		>-100%
Adjust. EPS (cont.) [€]	0.63		-0.09		>-100%
EBITDA	171	(9%)	83	(5%)	-51%
thereof except.	18	(1%)	18	(1%)	0%
EBITDA pre except.	189	(10%)	101	(6.3%)	-47%

- Sales decline primarily due to pass through of lower raw material and energy prices
- Reduced selling expenses reflect lower volumes and logistic costs
- Improved G&A costs include FORWARD! savings
- Financial result contains effect from Envalior's at-equity contribution which has been included since 1st April 2023

<sup>\*</sup> All figures from continuing operations only – except net income

## Free cash flow held back by operating result and volume driven increase in receivables



Cash flow [€ m]*	Q1/2023	Q1/2024	Δ
Profit before tax	13	-119	-132
Depreciation & amortization	137	140	3
Result from investments accounted for using the equity method	-1	46	47
Financial Result	24	11	-13
Income taxes	-10	-1	9
Changes in other assets & liab.	0	41	41
Changes in working capital	8	-166	-174
Operating cash flow	171	-48	-219
Capex	-59	-39	20
Free cash flow	112	-87	-199

- Profit before tax decreased due to weaker operational performance and non-cash effect from Envalior's atequity contribution
- Changes in other assets and liabilities amongst others driven by built-up of personnel provisions
- Increase in working capital mainly results from typical seasonal increase in receivables driven by higher sales at the end of the quarter
- Capex significantly reduced

<sup>\*</sup> Applies to continuing operations; Free cash flow = Operating cash flow minus Capex

#### **Continued solid equity ratio**



Balance sheet [€ m]	31.12.2023	31.03.2024
Total assets	9,688	9,711
Equity	4,530	4,561
Equity ratio	47%	47%
Net financial debt <sup>1</sup>	2,498	2,609
Pension provisions	498	462
Net working capital	1,389	1,568
DSI (in days) <sup>2</sup>	85	76
DSO (in days) <sup>3</sup>	38	46
Net working capital / sales <sup>4</sup>	21	24

- Stable total assets and equity
- Slight increase in net financial debt reflects operating result and working capital increase
- Working capital to sales ratio impacted by typical seasonal higher sales and respective receivables at the end of the quarter
- Decline in pension provisions in line with slight increase in interest rate

<sup>&</sup>lt;sup>1</sup> Deducting cash, cash equivalents, near cash assets

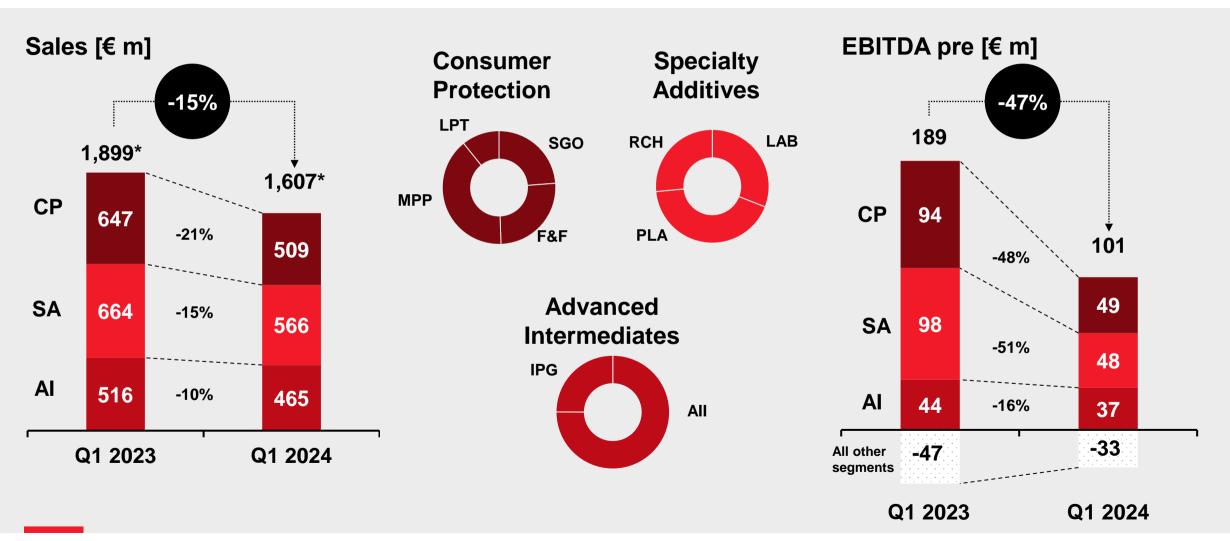
<sup>&</sup>lt;sup>2</sup> Days sales of inventory calculated from quarterly sales

<sup>&</sup>lt;sup>3</sup> Days of sales outstanding calculated from quarterly sales

<sup>4)</sup> Last twelve months sales

## Q1 2024: Demand weakness and destocking burden all segments, CP hit by suppliers' force majeures

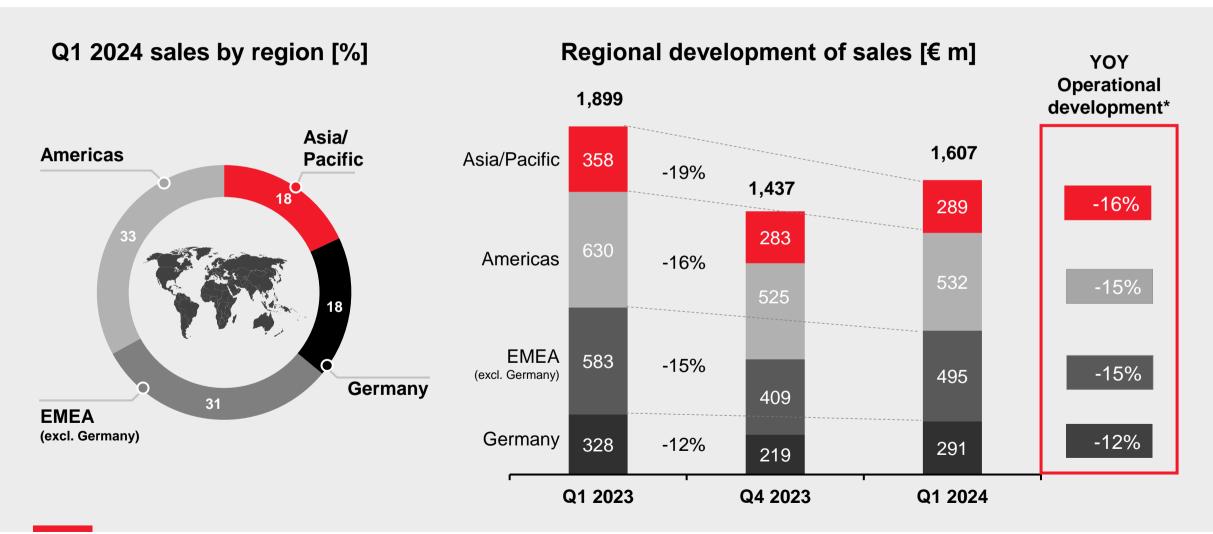




<sup>\*</sup> Total group sales including all other segments

#### Q1 2024: All regions impacted by sales decline



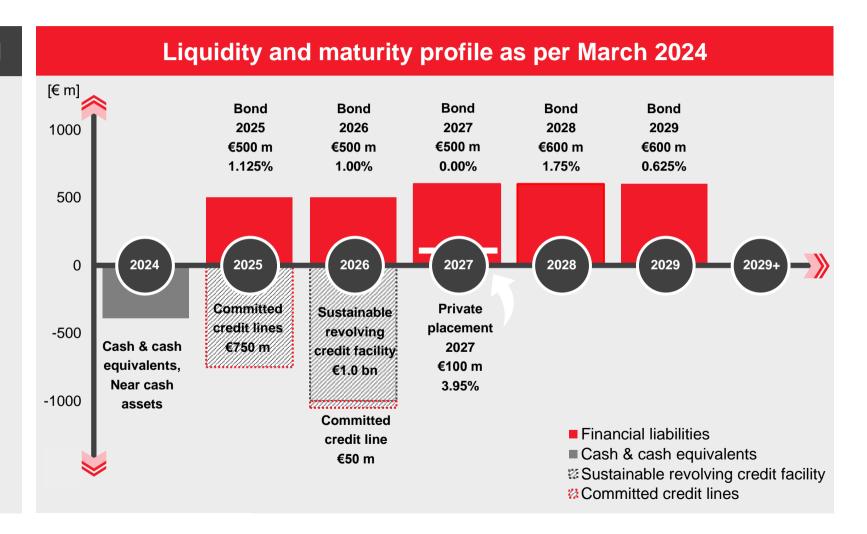


## LANXESS maturity profile without refinancing need in 2024 and pre-financed 2025 maturity



#### Long-term financing secured

- Diversified financing sources
- Average interest rate of financial liabilities ~1.0%\*
- All group financing executed without financial covenants
- Next maturity in 2025



#### Q1 exceptional items (EBIT) on PY level



[€ m]	Q1 2023		Q1 :	2024
	Excep.	thereof D&A	Excep.	thereof D&A
Strategic realignment and restructuring (incl. FORWARD!)	-1	0	-5	0
M&A, digitalization and others	-12	-1	-8	-1
Strategic IT projects	-6	0	-6	0
Total	-19	-1	-19	-1

## Appendix



#### **Housekeeping items 2024\***



Capex

~€350 m

Operational D&A

All other segments

Underlying tax rate

Exceptionals

FX sensitivity

~€550 m (thereof ~€150 m of intangible amortization effects)

~-€130 m EBITDA pre

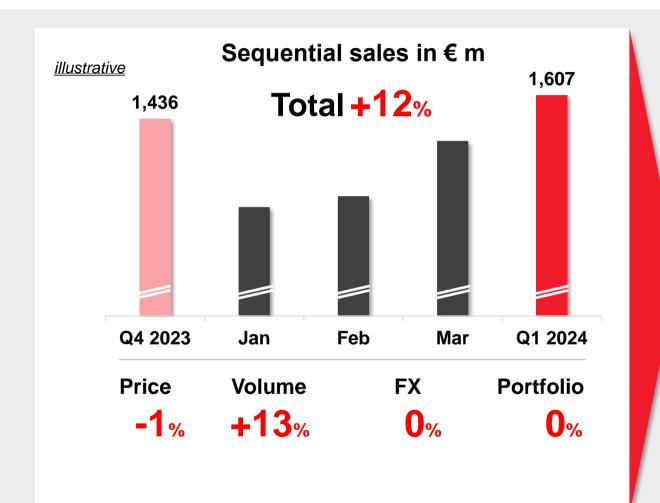
~26%- 27%

~€60 m

One cent change of USD/EUR resulting in ~€3 m EBITDA pre impact after hedging

## First signs of volume improvements visible, however uncertainty remains high





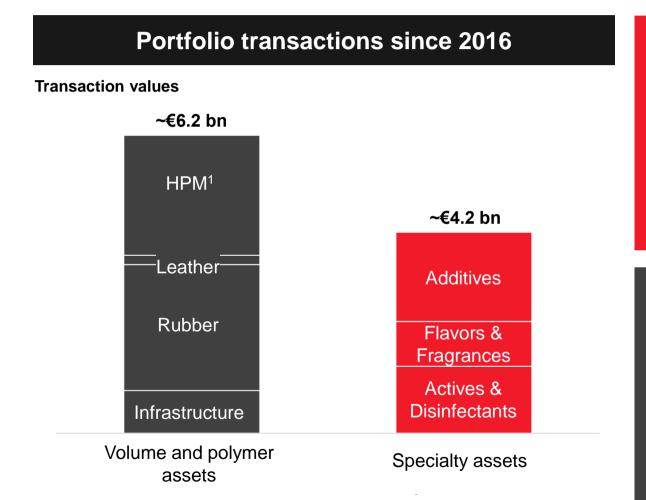
#### Q1 in a nutshell:

- Broad volume pick-up sequentially, prices rather stable leading to nice sales increase; resulting in higher receivables at end of quarter
- Agro customers' de-stocking burdens
- Fading temp-savings offset ramp-up of structural FORWARD! Savings



## LANXESS portfolio transformed towards a true specialty chemicals player





#### **Acquired businesses:**

High profitability and cash generation

**Asset light** 

**Less cyclical** 

#### **Divested businesses:**

Lower profitability

**Asset intensive** 

More cyclical

#### Strong portfolio of attractive businesses



#### **Consumer Protection**



- Material Protection Products
- Flavors & Fragrances
- Saltigo
- Liquid Purification Technologies
- Among top 3 players
- High profitability
- Asset light and high cash conversion

#### **Specialty Additives**



- Polymer Additives
- Lubricant Additives Business
- Rhein Chemie

- Among top 3 players
- Small volume, high impact
- Integrated value chains

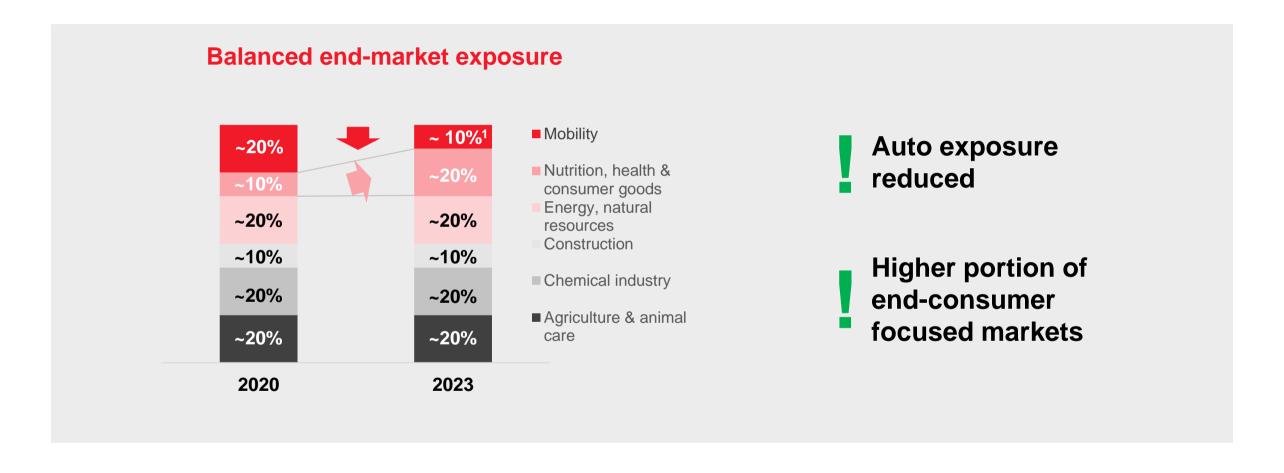
## Advanced Intermediates

- Advanced Industrial Intermediates
- Inorganic Pigments

- Among top 3 players
- Technology and process driven
- Market leader in Western hemisphere

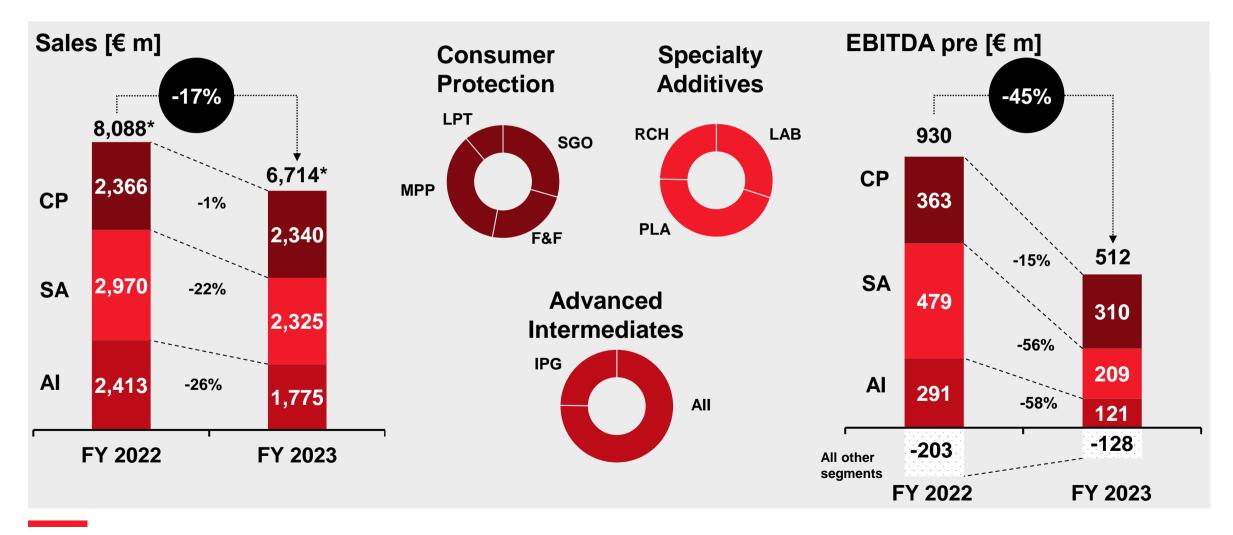
#### A more balanced end-market exposure





# FY 2023: Consumer Protection reports stable sales; EBITDA pre decreased in all segments

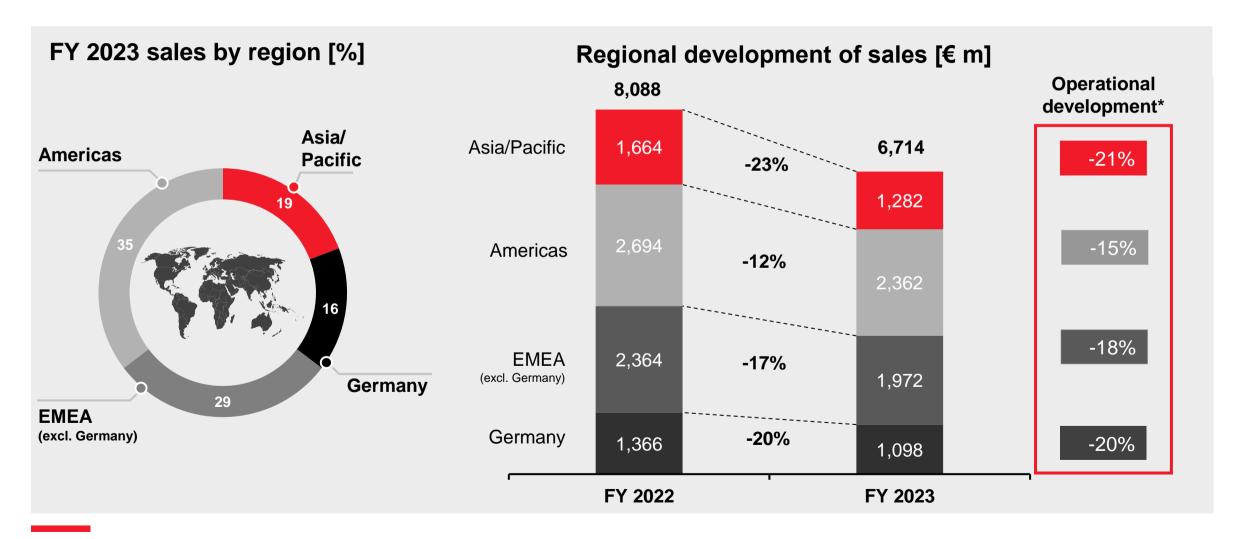




<sup>\*</sup> Total group sales including all other segments

### FY 2023: Americas with comparably lowest decrease





<sup>\*</sup> Currency and portfolio adjusted

# Throughout all crises we secured our Investment Grade Rating



	Financial crisis 2008/2009	"Rubber crisis" 2013/2014	Covid pandemic 2020/2021	Gas crisis 2022	2023/2024
Moody's	Baa2 (stable)	Baa2 (negative)	Baa2 (stable)	Baa2 (stable)	Baa3 (negative)
<b>S&amp;P Global</b> Ratings	BBB (stable)	BBB (negative)	BBB (stable)	BBB (negative)	
FitchRatings	BBB (stable)	BBB (negative)			
SCÓPE			BBB+ (stable)	BBB+ (stable)	BBB (negative)

#### Maintaining solid investment grade rating is key

### Management is significantly invested and in the shoes of investors



#### Overview of managers' purchases since Q3 2023 reporting (November 8, 2023)

Name	Function	Date	Ø Price	Total quantity	Total volume
Matthias Zachert	CEO	March 14 & 15, 2024 (two purchases)	24.36 €	16,505 shares	402,070.84€
Matthias Zachert	CEO	December 5, 2023	23.06 €	8,780 shares	202,425.25€
Matthias Zachert	CEO	December 4, 2023	23.10€	8,700 shares	201,000.03€
Frederique van Baarle	Board member	December 8, 2023	25.88€	3,025 shares	78,274.40€
Hubert Fink	Board member	March 14 & 15, 2024 (two purchases)	24.49€	9,056 shares	221,803.62€
Oliver Stratmann	CFO	December 8, 2023	26.06€	2,100 shares	54,720.00€
Oliver Stratmann	CFO	November 8, 2023	23.66 €	2,000 shares	47,314.20€

#### Total holdings by active members of the Board of Management exceeds required value



Name	Function	Total number of shares
Matthias Zachert	CEO	102,635
Dr. Hubert Fink	Board member	39,856
Frederique van Baarle	Board member	7,986
Oliver Stratmann	CFO	10,567

### LANXESS plans to supply Standard Lithium with lithium-rich brine

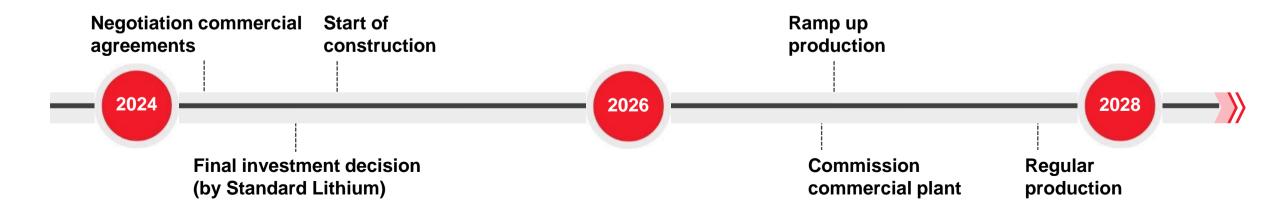


#### **Enhancing profitability**

- Feasibility study of Standard Lithium confirms economic viability
- LANXESS opted for brine supply
- Long-term contract envisaged
- EBITDA contribution subject to current negotiations

#### **De-risking**

- ✓ Making use of tail-brine after bromine extraction
- No investment from LANXESS needed;
  No associated cash out
- Margin contribution without risk



# We have defined clear targets and objectives for the sustainability areas we consider most important



CLIMATE

- Climate neutral by 2040 for Scope 1 & 2:
   -80% CO₂e emissions by 2030 versus 2004
- Net zero by 2050 for Scope 3: -60% CO₂e emissions by 2030 versus 2015

**WATER** 

➤ Reduction of absolute water withdrawal at water risk sites by 9% until end of 2028

**PRODUCTS** 

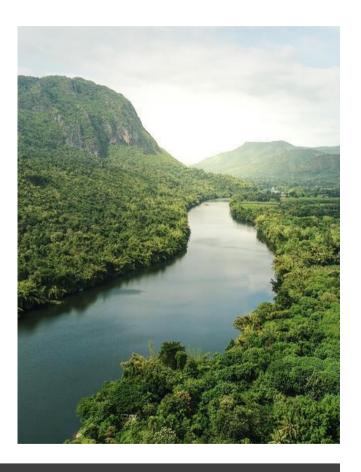
➤ Phase out of 2021/2023 roadmap products by 2026, innovate and substitute by 2030

**SAFETY** 

> Aiming for zero accidents

**DIVERSITY** 

➤ Proportion of women in management¹ at 30% in 2030



Ambition: LANXESS, a leading, resilient, and sustainable company

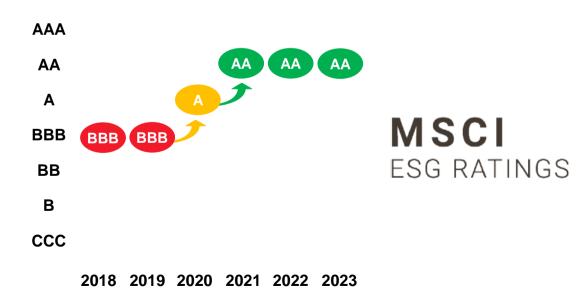
<sup>&</sup>lt;sup>1</sup> Management refers to all managerial employees below the Board of management

### LANXESS achieves leading sustainability performance



#### **MSCI ESG confirms AA rating**

- Second highest rating confirmed in third consecutive year
- Above average performance in Governance, water stress and carbon emission



#### SBTi reconfirms LANXESS climate targets



CLIMATE 2040
NET ZERO VALUE CHAIN



- SBTi again approved alignment with 1.5°C pathway for 2030 emissions targets (Scope 1 and 2) after HPM carve-out (Envalior JV formation)
- ➤ According to SBTi, also the long-term targets (up to 2050) for the entire value chain (Scope 1, 2 and 3) are in line with the 1.5°C reduction pathway

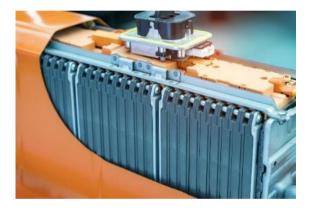
Climate targets in line with 1.5°C pathway



## LANXESS as part of the chemical industry enables the transformation towards a sustainable society



#### **New Mobility**



#### **Renewable Energy**



#### **Water Treatment**



#### **Circular Economy**



Chemicals for battery production enable GHG-reduced solutions such as e-mobility

High-end materials such as lubricants support sustainable energy generation

Ion exchange resins can purify water providing drinking water and helping wastewater treatment

Recycling enables the recovery of molecules, reduces waste and makes re-use possible

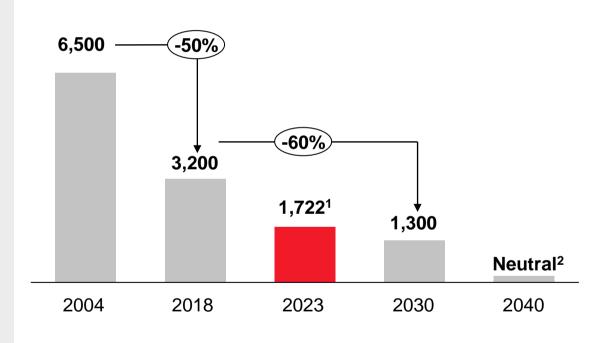
### Our projects to reduce Scope 1 and 2 emissions are on track



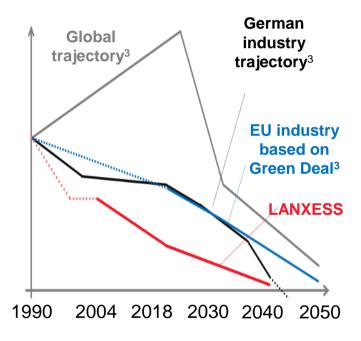
#### CLIMATE 2040

#### Our path to climate neutrality

- 1 Realize major impact projects
- Decouple emissions & growth
- 3 Pursue technological innovations



#### We are ahead of EU regulation



in thousand metric tons of CO<sub>2</sub>e Scope 1 and 2 emissions

Scope 1 and 2 emissions

#### We are on track to achieve target set for 2030

<sup>&</sup>lt;sup>1</sup> Only continuing operations. 2023 figure distorted by very low utilization. | <sup>2</sup> Climate neutral: Less than 220k tons of CO<sub>2</sub> equivalents (e) per year. These will be reduced through compensation measures. | <sup>3</sup> Estimation based on AGORA Energiewende

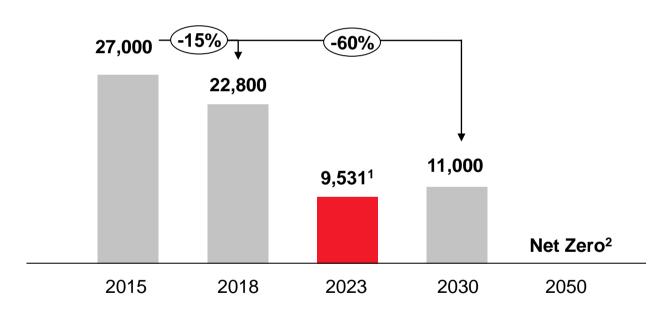
# We aim to reduce and ultimately neutralize our Scope 3 value chain emissions



**NET ZERO\VALUE CHAIN** 

#### Our path to Net Zero

- 1 Use of sustainable raw materials
- 2 Transition to green logistics
- Increasingly offer low-carbon and climate-neutral products



in thousand metric tons of CO<sub>2</sub>e Scope 3 emissions

#### We are on track to achieve target set for 2030

<sup>&</sup>lt;sup>1</sup> Only continuing operations. 2023 figure distorted by very low utilization.

<sup>&</sup>lt;sup>2</sup> "Net zero" will be achieved by a combination of positive and negative emissions during the life-cycle. Final 10% of emissions will be reduced by compensation measures.

# We strive for a sustainable, climate-neutral product portfolio without compromising product performance



**NET ZERO\VALUE CHAIN** 

Increasingly offer low-carbon and climate-neutral products (examples)





- First sustainable ion exchange resin used in water filter cartridges
- Resins are based on biocircular acrylonitrile resulting in a sustainable raw material share of more than 90%
- Production in compliance with certified ISCC Plus standards



- Is used in resins and polyurethane applications
- TMP Scopeblue is based on more than 50% circular Butyraldehyd as a raw material (ISCC Plus certified)
- Sustainable drop-in for existing formulations without compromising performance

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Visit the IR website



#### **Abbreviations**





#### **Consumer Protection**

**MPP** Material Protection Products

**F&F** Flavors & Fragrances

**SGO** Saltigo

**LPT** Liquid Purification Technologies



#### **Specialty Additives**

**PLA** Polymer Additives

**LAB** Lubricant Additives Business

**RCH** Rhein Chemie



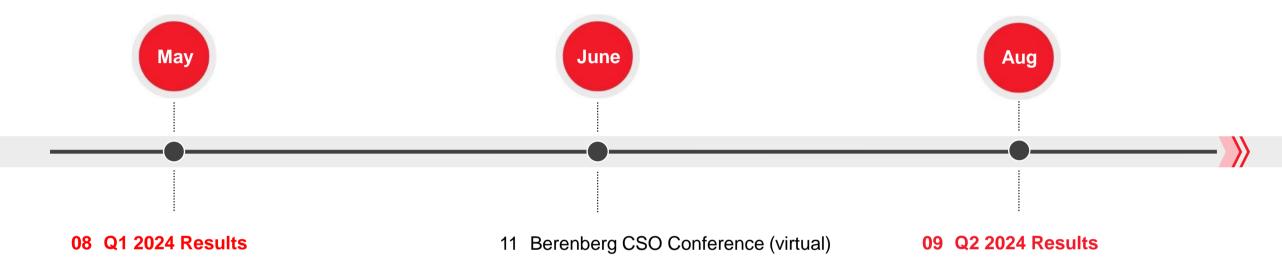
#### **Advanced Intermediates**

All Advanced Industrial Intermediates

**IPG** Inorganic Pigments

### **Upcoming events 2024 - Proactive capital market communication**





- 15 Citi's European Chemicals Conference (virtual) 25 Morgan Stanley Cannon Ball Run Field Trip Cologne
- 16 UBS Pan European Conference London
- 24 Annual Stockholders' Meeting
- 29 SocGen Flagship Conference Nice