Q3

LANXESS – Q3 2014 results

A solid quarter supported by first savings

Matthias Zachert, CEO
Bernhard Duettmann, CFO

LANXESS
Energizing Chemistry

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Agenda

- **Executive summary Q3 2014 and outlook**
- Business and financial details Q3 2014

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Key developments Q3 2014

+	▪ Volumes and EBITDA in Advanced Intermediates and Performance Chemicals improve ▪ EBITDA supported by corporate cost reductions	**EBITDA improvement across the Group**
-	▪ Lower selling price levels yoy in Performance Polymers ▪ Reduced volumes in Polymers against a high base; no market improvement visible yet	**Polymers remain challenging**
!	▪ Realignment program well on track ▪ Implementation of realignment program underway ▪ ~€150 m annual savings phasing in from 2015 through 2016	**"Let's LANXESS again" in progress**

All references to EBITDA are pre exceptionals

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Stable topline but improved bottom line from cost savings

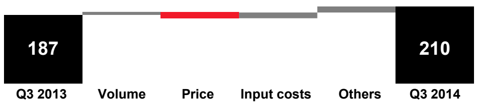
Sales and EBITDA pre Q3 2014

Sales variances **€2,040 m (€2,050 m)**

Price	Volume	FX	Portfolio	Total
-1%	+1%	0%	0%	0%

- Stable sales as higher volumes compensate lower prices
- Strengthening US Dollar not yet with positive impact on sales (USD/EUR unchanged yoy)

EBITDA pre **€210 m (€187 m)**



- Change in selling prices roughly in line with change in input costs at Group level
- “Other” driven by lower idle costs and first savings achieved by “Let’s LANXESS again” (non-personnel)

- Mixed regional development with increased sales in Asia/Pacific (+8%), but weaker performance in Latin America (-12%)

Q3 2014 financial overview: Improved earnings mainly due to cost savings

[€ m]	Q3 2013	Q3 2014	yoy in %
Sales	**2,050**	**2,040**	**-0.5%**
EBITDA pre except.	**187**	**210**	**12.3%**
margin	9.1%	10.3%	
EPS	**0.13**	**0.38**	**>100%**
EPS pre*	0.34	0.59	73.5%
Capex	**146**	**112**	**-23.3%**
Free Cash Flow	**232**	**89**	**-61.6%**
[€ m]	**31.12.2013**	**30.09.2014**	**Δ %**
Net financial debt	**1,731**	**1,445**	**-16.5%**
Net working capital	**1,679**	**1,994**	**18.8%**
ROCE	**5.8%**	**7.7%**	
Employees	**17,343**	**16,717**	**-3.6%**

- Sales stable with slightly higher volumes offsetting slightly lower prices
- Visible first cost reductions support earnings increase
- Net financial debt improved after capital increase (Q2’14)
- Free cash flow lower due to strong base in Q3 2013 (inventory reduction)
- Net working capital increase due to higher inventories in preparation for Q4 maintenance

* Net of exceptionals, using the local tax rate applicable where the expenses were incurred

Q3 2014 yoy: All three segments add to bottom-line improvement

Performance Polymers

Price	Volume	Currency	Portfolio	Total
-2%	-2%	0%	-1%	**-4%**

- Lower prices at segment level due to continued weak environment; only BU PBR mitigates this effect with higher selling prices yoy (butadiene)
- Volumes slightly down compared to a strong quarter in the previous year
- Despite better utilization, earnings dampened by market price pressure

[€ m]	Q3'13	Q3'14
Sales	1,092	1,045
EBITDA pre	84	93
Margin	8%	9%

Advanced Intermediates

Price	Volume	Currency	Portfolio	Total
-1%	+6%	0%	0%	**+5%**

- Lower prices driven by lower input costs (e.g., toluene)
- Strong agro performance in Q3: higher volumes driven by BU SGO's custom manufacturing
- EBITDA pre increases with higher volumes and respective lower idle costs

[€ m]	Q3'13	Q3'14
Sales	403	424
EBITDA pre	71	74
Margin	18%	17%

Performance Chemicals

Price	Volume	Currency	Portfolio	Total
+1%	+2%	0%	0%	**+3%**

- Slight price increases at segment level
- Stronger volumes again in BU IPG (mainly resulting from construction in Europe) and BU LEA
- EBITDA pre rises due to higher prices and volumes

[€ m]	Q3'13	Q3'14
Sales	546	561
EBITDA pre	72	76
Margin	13%	14%

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Business environment remains challenging – restructuring efforts provide first EBITDA support in 2014

Macro expectations 2014

- Tire industry growth higher than 2013 but below expectations; signs of customers destocking seen for Q4 2014
- Automotive industry offers slower growth than anticipated (especially in Latin America, Russia and India)
- Agrochemicals demand expected to remain robust in 2014; 2015 will continue the growth trend, but with slower growth rates than 2014
- Construction industry to grow more slowly than expected mainly against backdrop of developments in North America and Europe
- US dollar expected to remain strong in Q4 2014; political uncertainties remain a risk

LANXESS expectations FY 2014 – confirmed

- Confirmation of FY 2014 EBITDA pre guidance at €780-820 m (initial savings of ~€20 m from "Let's LANXESS again" mitigate some burdens for Q4)

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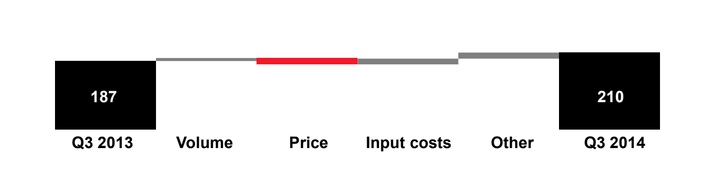
Q3 2014: Sales remain stable – EBITDA increase mainly due to cost savings

Q3 yoy sales variances	Price	Volume	Currency	Portf.	Total
Perf. Polymers	-2%	-2%	0%	-1%	-4%
Adv. Intermediates	-1%	6%	0%	0%	5%
Perf. Chemicals	1%	2%	0%	0%	3%
LANXESS	-1%	1%	0%	0%	0%

- Stable sales as higher volumes compensate for lower prices; no impact from currency
- Advanced Intermediates generates strong volumes in agro custom-manufacturing (BU SGO)

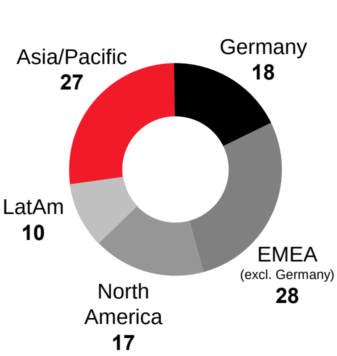
Q3 yoy EBITDA pre bridge [€ m]



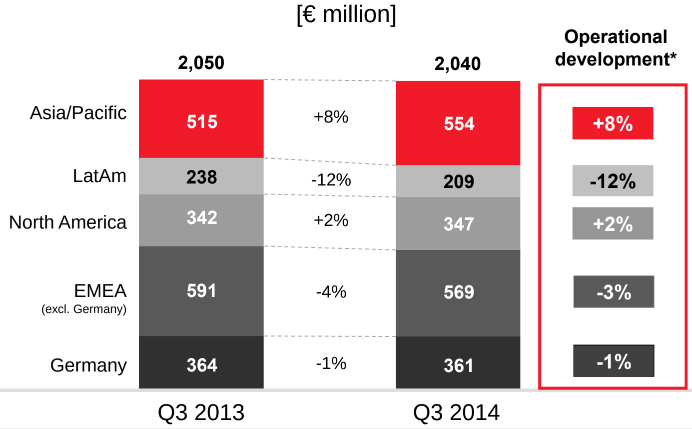
- Change in selling prices roughly in line with change in input costs at Group level
- “Other” driven by lower idle costs and first savings achieved by “Let’s LANXESS again” (non-personnel)

Q3 2014: Mixed development across the regions – Latin America burdened by lower volumes in standard rubbers

Q3 2014 sales by region
[%]



Regional development of sales
[€ million]



* Currency and portfolio adjusted

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Q3 2014: Earnings improvement driven by cost savings

[€ m]	Q3 2013		Q3 2014		yoy in %
Sales	2,050	(100%)	2,040	(100%)	0%
Cost of sales	-1,662	(81%)	-1,639	(80%)	1%
Selling	-186	(9%)	-186	(9%)	0%
G&A	-76	(4%)	-62	(3%)	18%
R&D	-43	(2%)	-39	(2%)	9%
EBIT	**52**	**(3%)**	**83**	**(4%)**	**60%**
Net Income	**11**	**(1%)**	**35**	**(2%)**	**>100%**
EPS	**0.13**		**0.38**		**>100%**
EPS pre[1]	0.34		0.59		73%
EBITDA	166	(8%)	183	(9%)	10%
thereof exceptionals	-21	(1%)	-27	(0%)	29%
EBITDA pre exceptionals	**187**	**(9.1%)**	**210**	**(10.3%)**	**12%**

- Sales almost unchanged as higher volumes (+1%) offset lower prices (-1%)
- Overhead and R&D cost reductions reflect initial savings from realignment and ongoing cost discipline
- Earnings improve due to lower COGS (lower D&A and idle costs) and positive impact of reduced corporate expenses
- Increase in EPS reflects cost discipline

Earnings have increased nicely – but the business environment continues to be challenging

[1] Net of exceptionals, using the local tax rate applicable where the expenses were incurred

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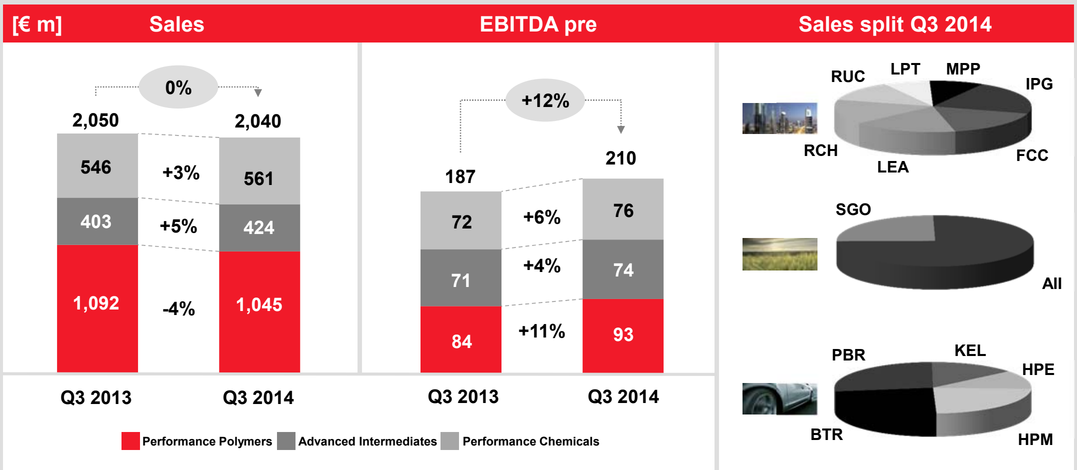
Q3 2014: EBITDA improvement in every segment



Total group sales and EBITDA pre figures include reconciliation

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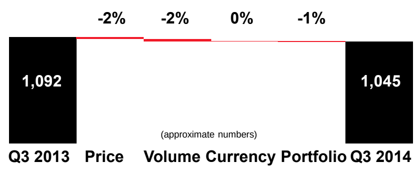
Performance Polymers: Business environment and performance remain subdued

[€ m]	Q3 2013	Q3 2014	Δ	9M 2013	9M 2014	Δ
Sales	**1,092**	**1,045**	**-4.3%**	**3,404**	**3,144**	**-7.6%**
EBIT	13	36	>100%	94	156	66.0%
Depr. / Amort.	63	52	-17.5%	188	159	-15.4%
EBITDA pre exceptionals	**84**	**93**	**10.7%**	**290**	**332**	**14.5%**
Margin	7.7%	8.9%		8.5%	10.6%	
Capex	**86**	**83**	**-3.5%**	**229**	**271**	**18.3%**

Q3 comments

- Lower prices at segment level due to continued weak environment, only BU PBR mitigates with higher selling prices yoy (raw-material related, butadiene)
- Volumes compare unfavourably to prior year's strong base; BU HPM burdened by maintenance shutdowns in caprolactam
- EBITDA held back by lower market prices of synthetic rubbers, despite better utilization and absence of inventory devaluation (~€10 m in Q3 2013)

Q3 sales bridge yoy [€ m]



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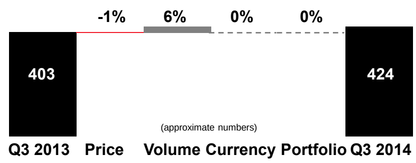
Advanced Intermediates: Continued good performance

[€ m]	Q3 2013	Q3 2014	Δ	9M 2013	9M 2014	Δ
Sales	**403**	**424**	**5.2%**	**1,229**	**1,246**	**1.4%**
EBIT	51	52	2.0%	164	151	-7.9%
Depr. / Amort.	20	22	10.0%	56	66	17.9%
EBITDA pre exceptionals	**71**	**74**	**4.2%**	**216**	**219**	**1.4%**
Margin	17.6%	17.5%		17.6%	17.6%	
Capex	**28**	**15**	**-46.4%**	**70**	**54**	**-22.9%**

Q3 comments

- Prices decrease marginally, reflecting changes in input costs (e.g., toluene)
- Volumes increase, driven by BU SGO enjoying solid demand in custom manufacturing for agro customers
- Good utilization leads to strong and stable EBITDA and margin
- Lower capex due to timing of projects in BU SGO and completion of cresol expansion in BU AII

Q3 sales bridge yoy [€ m]



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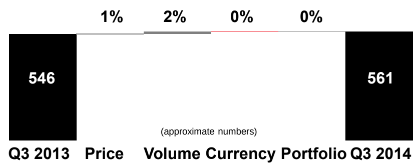
Performance Chemicals: A solid quarter of a well diversified segment

[€ m]	Q3 2013	Q3 2014	Δ	9M 2013	9M 2014	Δ
Sales	**546**	**561**	**2.7%**	**1,627**	**1,680**	**3.3%**
EBIT	51	51	0.0%	86	149	73.3%
Depr. / Amort.	21	21	0.0%	70	64	-8.6%
EBITDA pre exceptionals	**72**	**76**	**5.6%**	**190**	**230**	**21.1%**
Margin	13.2%	13.5%		11.7%	13.7%	
Capex	**24**	**8**	**-66.7%**	**77**	**36**	**-53.2%**

Q3 comments

- Price changes vary across BUs; some price increase seen in accelerators business (BU RUC)
- Volume increase driven by BU IPG (strong demand in construction, esp. Europe) and BU LEA (leather chemicals and chrome ore)
- EBITDA rises on higher prices and volumes
- Capex sharply down from previous year due to timing and project completions at various BUs (e.g., BUs RCH and LPT)

Q3 sales bridge yoy [€ m]



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Balance sheet strengthened – working capital expected to come down by year-end

[€ m]	Dec 2013	Sep 2014
Total assets	6,811	7,360
Equity	1,900	2,364
Equity ratio	**28%**	**32%**
Net financial debt	1,731	1,445
Net financial debt/EBITDA pre[1]	**2.36**	**1.74**
Near cash, cash & cash equivalents	533	516
Pension provisions	943	1,142
ROCE[1]	**5.8%**	**7.7%**
Net working capital	1,679	1,994
Net working capital/sales[1]	**20%**	**25%**
DSI (in days)[2]	58	67
DSO (in days)[2]	48	51

- Equity ratio improved after capital increase in May 2014
- Net financial debt reduced with proceeds from capital increase
- Pension provisions rise due to reduced interest rates mainly in Germany
- Net working capital increases driven by higher inventories mainly in H1 (preparation for Q4-loaded maintenance) and adverse currency effects

[1] Based on last twelve months for EBIT pre, EBITDA pre or sales
[2] Days of sales in inventories / Days of sales outstanding calculated on quarterly sales

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Q3 2014: Positive free cash flow

[€ m]	Q3 2013	Q3 2014
Profit before tax	**20**	**55**
Depreciation & amortization	114	100
Gain from sale of assets	0	0
Result from investments (using equity method)	0	-1
Financial (gains) losses	29	15
Cash tax payments/refunds	3	-36
Changes in other assets and liabilities	38	79
Operating cash flow before changes in WC	**204**	**212**
Changes in working capital	174	-11
Operating cash flow	**378**	**201**
Investing cash flow	**-215**	**-81**
thereof capex	-146	-112
Financing cash flow	**-62**	**-147**

- Profit before tax increased on better earnings
- D&A reduction reflects impairment at year-end 2013
- Changes in other assets and liabilities reflect provision building for personnel
- Minor changes in working capital in Q3 ‘14 compare to cash inflow in Q3 ‘13 mainly due to sharp decline of raw material prices and inventory reduction
- Capex expected to be heavily Q4-weighted

Higher earnings and lower capex provide support in Q3

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Appendix

Housekeeping items for consideration

Additional financial expectations

▪ Capex 2014:	around previous year's level (2013: €624 m)
▪ Capex 2015:	€500-550 m
▪ Capex 2016:	€400-450 m
▪ D&A 2014:	~€400-420 m
▪ Inventory devaluation:	potentially necessary in Q4 2014, given decreasing butadiene price development
▪ Exceptional items 2014:	up to ~€80 m Q4 2014 up to ~€150* m FY 2014
▪ Reconciliation 2014:	~-€170 m EBITDA pre incl. ~€20 m savings from "Let's LANXESS again" already
▪ Ramp-up cost EPDM China:	~€10 m in Q4 2014 and Q1 2015 each
▪ Ramp-up cost Nd-PBR Singapore:	~€15 m in Q1 2015
▪ Annual tax rate:	- >30% in 2014 - mid-term: ~22-25%
▪ Hedging 2014:	~50% at 1.25 -1.40 USD/EUR
▪ Hedging 2015:	~35% at 1.25 -1.40 USD/EUR

Thereof up to ~€100 m for "Let's LANXESS again"

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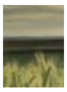
New business set-up creates more efficient and effective market approach

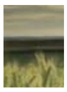
Performance Polymers
- Butyl Rubber
- Performance Butadiene Rubbers
- Keltan Elastomers
- High Performance Elastomers
- High Performance Materials



Advanced Intermediates
- Advanced Industrial Intermediates
- Saltigo

Performance Chemicals
- Material Protection Products
- Inorganic Pigments
- Functional Chemicals
- Leather
- Rhein Chemie
- Rubber Chemicals
- Liquid Purification Technologies

Performance Polymers
- Tire & Specialty Rubbers
- High Performance Elastomers
- High Performance Materials



Advanced Intermediates
- Advanced Industrial Intermediates
- Saltigo

Performance Chemicals
- Material Protection Products
- Inorganic Pigments
- Rhein Chemie Additives
- Leather
- Liquid Purification Technologies

Reporting structure as of January 1st 2015

Sales: > €500 m | Sales: €200 m – 500 m | Sales: < €200 m

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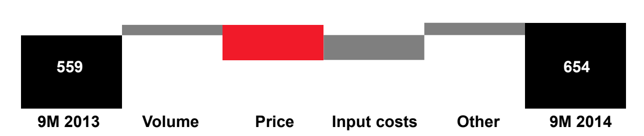
9M 2014: Improved earnings from volume increase and absence of one-time burdens in 2013

9M yoy sales variances	Price	Volume	Currency	Portf.	Total
Perf. Polymers	-7%	2%	-2%	0%	-8%
Adv. Intermediates	-3%	5%	-1%	0%	1%
Perf. Chemicals	0%	5%	-2%	0%	3%
LANXESS	-4%	3%	-2%	0%	-3%

- Lower sales as positive volumes do not compensate lower prices and currency headwinds
- Positive volumes across all segments

9M yoy EBITDA pre bridge [€ m]



- Price decline exceeds relief from raw-material cost; market price pressure
- Higher volumes, respectively lower idle costs and absence of one-time burdens support EBITDA

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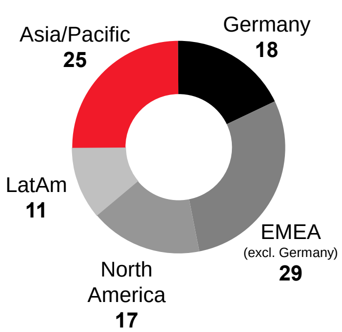
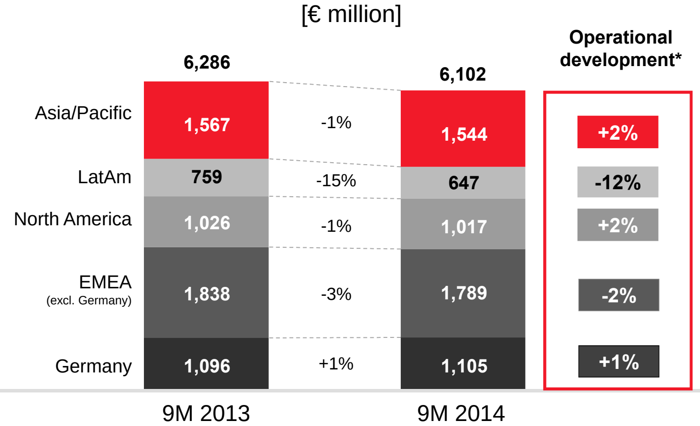
9M 2014: Weaker sales in Latin America due to weakness in standard rubbers

9M 2014 sales by region [%]



Regional development of sales [€ million]



* Currency and portfolio adjusted

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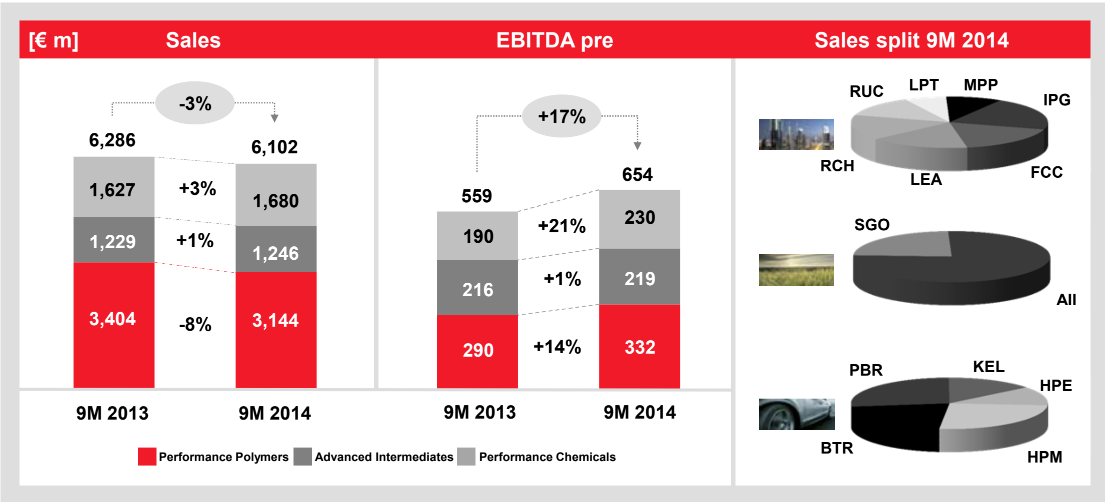
9M 2014: All segments with improved EBITDA



Total group sales and EBITDA pre figures include reconciliation

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9M 2014: Muted operational performance but visible cost reductions

[€ m]	9M 2013		9M 2014		yoy in %
Sales	6,286	(100%)	6,102	(100%)	-3%
Cost of sales	-5,098	(81%)	-4,844	(79%)	5%
Selling	-575	(9%)	-560	(9%)	3%
G&A	-230	(4%)	-207	(3%)	10%
R&D	-134	(2%)	-124	(2%)	7%
EBIT	**169**	**(3%)**	**280**	**(5%)**	**66%**
Net Income	**45**	**(1%)**	**115**	**(2%)**	**>100%**
EPS	**0.54**		**1.31**		**>100%**
EPS pre[1]	1.10		1.91		81%
EBITDA	501	(8%)	582	(10%)	16%
thereof exceptionals	-58	(1%)	-72	(1%)	24%
EBITDA pre exceptionals	**559**	**(8.9%)**	**654**	**(10.7%)**	**17%**

- Sales decrease as lower prices (-4%) are not offset by higher volumes (+3%)
- Cost of sales show a disproportionately large decline due to the absence of one-time burdens (~€50 m) and reduced idle costs on better utilization
- Overhead line items reflect first savings from realignment and high cost discipline
- EBIT, net income and EPS supported by lower interest rates and reduced D&A[2]

Cost discipline supports earnings

[1] Net of exceptionals, using the local tax rate applicable where the expenses were incurred
[2] Impairment at year-end 2013

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9M 2014: Free cash flow break-even

[€ m]	9M 2013	9M 2014
Profit before tax	**62**	**187**
Depreciation & amortization	332	302
Gain from sale of assets	-1	0
Result from investments (using equity method)	0	-6
Financial (gains) losses	82	53
Cash tax payments/refunds	-38	-17
Changes in other assets and liabilities	-70	130
Operating cash flow before changes in WC	**367**	**649**
Changes in working capital	-56	-261
Operating cash flow	**311**	**388**
Investing cash flow	**-164**	**-496**
thereof capex	-398	-374
Financing cash flow	**-161**	**-47**

- Profit before tax increased due to better business performance
- D&A decrease reflects impact of year-end 2013 impairment
- Changes in other assets and liabilities reflect pay-out for var. compensation in 2013; 2014 with provisions for personnel
- Financing cash flow comprises €500 m bond repayment and funds from capital increase
- Investing cash flow also contains investment in near cash assets

Increase in working capital burdens

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Balance sheet

[€ m]	Dec'13	Jun'14	Sep'14
Non-current assets	**3,592**	**3,717**	**3,905**
Intangible assets	323	319	321
Property, plant & equipment	2,903	3,000	3,139
Equity investments	12	17	18
Other investments	13	13	13
Other financial assets	11	13	12
Deferred taxes	254	283	330
Other non-current assets	76	72	72
Current assets	**3,219**	**3,479**	**3,455**
Inventories	1,299	1,477	1,527
Trade accounts receivable	1,070	1,152	1,155
Other financial & current assets	317	280	257
Near cash assets	106	269	241
Cash and cash equivalents	427	301	275
Total assets	**6,811**	**7,196**	**7,360**

	Dec'13	Jun'13	Sep'14
Stockholders' equity	**1,900**	**2,324**	**2,364**
Non-current liabilities	**3,029**	**3,281**	**3,374**
Pension & post empl. provis.	943	1,083	1,142
Other provisions	258	269	277
Other financial liabilities	1,649	1,774	1,780
Tax liabilities	49	39	33
Other liabilities	101	86	115
Deferred taxes	29	30	27
Current liabilities	**1,882**	**1,591**	**1,622**
Other provisions	355	387	430
Other financial liabilities	668	316	206
Trade accounts payable	690	694	688
Tax liabilities	21	60	68
Other liabilities	148	134	230
Total equity & liabilities	**6,811**	**7,196**	**7,360**

- Inventories higher in preparation for Q4 maintenance; adverse currency effects add to increase
- Increase in trade accounts receivable against year-end 2013 as sales in Sept 2014 higher than Dec 2013
- Risen stockholder's equity reflects 10% capital increase in May 2014
- Other financial liabilities decreased after repayment of €500m bond (7.75% coupon) in April 2014

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Major projects expected to be on stream after 2014

2013 (completed)	BU BTR	Butyl (SGP), Q1 2013, new plant 100kt
	BU HPE	Chloroprene rubber (GER), H2 2013, debottlenecking +10%
	BU AII	Dichlorobenzene (GER), Q1 2013, debottlenecking +15%
	BU AII	Cresols (GER), end of 2013, debottlenecking +20%
	BU LEA	Leather chemicals (CHN), H1 2013, up to 50kt
	BU LEA	CO_2 plant (ZA), Q4 2013, new plant
2014 (completed)	BU HPM	Polyamide (Belgium), Q3 2014, new plant 90kt
	BU HPM	Compounding (BRA), Q2 2014, new plant 20kt
	BU LPT	Ion exchange resins (GER), mid 2014, debottlenecking +33%
2015 +	**BU KEL**	**EPDM (CHN), 2015, new plant 160kt**
	BU PBR	**Nd-PBR (SGP), H1 2015, new plant 140kt**
	BU IPG	Iron oxide red (CHN), Q1 2016, new plant 25kt
	BU IPG	Mixing & milling (CHN), Q1 2016, new plant 70kt
	BU HPM	Compounding (US), early 2016, debottlenecking +20kt
	BU PBR	SSBR (BRA) conversion from ESBR (110kt)*

* Expected for the label introduction in Brazil (2016); to be further evaluated

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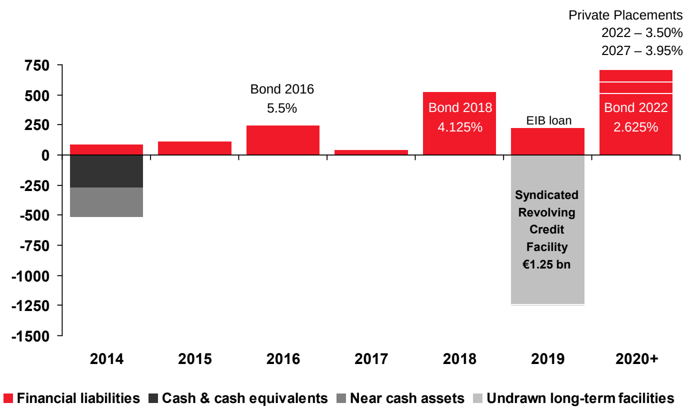
A well managed and conservative maturity profile

Long term financing secured

- Diversified financing sources
  - Bonds
  - Private placements
  - Syndicated credit facility
  - Development banks
  - Bilateral bank facilities
- Average €-funding interest rate below 4%
- All group financings without financial covenants

Liquidity and maturity profile as per September 2014



EIB = European Investment Bank

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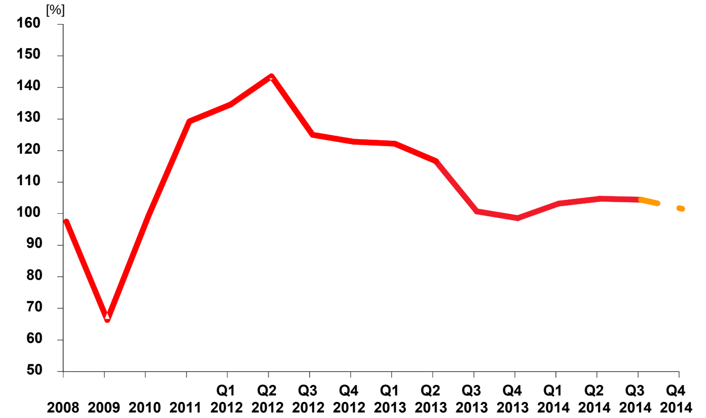
High volatility in raw material prices



- In 2012, raw material prices (mainly butadiene) started a declining trend, with an apparent bottoming-out at the end of 2013
- A slight increasing trend in raw material prices in 9M 2014
- Q4 2014 expected with again slightly decreasing raw material prices (driven by butadiene)

* Source: LANXESS, average 2010 = 100%

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Overview exceptional items Q3 and YTD

[€ m]	Q3 2013		Q3 2014		9M 2013		9M 2014	
	Excep.	Thereof D&A	Excep.	Thereof D&A	Excep.	Thereof D&A	Excep.	Thereof D&A
Performance Polymers	8	0	5	0	8	0	18	1
Advanced Intermediates	0	0	0	0	-4	0	2	0
Performance Chemicals	0	0	4	0	40	6	17	0
Reconciliation	13	0	18	0	20	0	36	0
Total	**21**	**0**	**27**	**0**	**64**	**6**	**73**	**1**

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Abbreviations

Performance Polymers	
BTR	Butyl Rubber
PBR	Performance Butadiene Rubbers
TSR	Tire & Specialty Rubbers
KEL	Keltan Elastomers
HPE	High Performance Elastomers
HPM	High Performance Materials

Advanced Intermediates	
AII	Advanced Industrial Intermediates
SGO	Saltigo

Performance Chemicals	
MPP	Material Protection Products
IPG	Inorganic Pigments
FCC	Functional Chemicals
RCH	Rhein Chemie
RUC	Rubber Chemicals
ADD	Rhein Chemie Additives
LEA	Leather
LPT	Liquid Purification Technologies

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Upcoming events 2014 / 2015

Active capital market communication		
Morgan Stanley Global Chemicals Conference	November 11	Boston
Bank of America Merrill Lynch German Corporate Days 2014	November 17/18	Singapore
MainFirst Conference	November 18	Paris
Barclays European Select Conference	November 19	Zurich
Deutsche Bank Tokyo Investor Conference	November 25/26	Tokyo
Deutsches Eigenkapitalforum	November 26	Frankfurt
Bank of America Merrill Lynch European Chemicals Conference	December 2/3	London
HSBC Luxembourg Conference	December 4	Luxembourg
Citi European Credit Conference	December 4	London
Oddo Midcap Forum	January 8/9	Lyon
Commerzbank German Investment Seminar	January 12-14	New York
FY results 2014	**March 19**	
Q1 results 2015	**May 7**	
AGM 2015	**May 13**	**Cologne**
Q2 results 2015	**August 6**	
Q3 results 2015	**November 5**	

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Contact details Investor Relations

Oliver Stratmann

Head of Investor Relations

Tel. : +49-221 8885 9611
Fax. : +49-214 30 959 49611
Mobile : +49-175 30 49611
Email : Oliver.Stratmann@lanxess.com

Verena Kehrenberg

Assistant Investor Relations

Tel. : +49-221 8885 3851
Fax. : +49-221 8885 4944
Mobile : +49-175 30 23851
Email : Verena.Kehrenberg@lanxess.com

LANXESS IR website

Tanja Satzer

Private Investors / AGM
Tel. : +49-221 8885 3801
Mobile : +49-175 30 43801
Email : Tanja.Satzer@lanxess.com

Matthias Arnold

Institutional Investors / Analysts
Tel. : +49-221 8885 1287
Mobile : +49-151 74612343
Email : Matthias.Arnold@lanxess.com

Ulrike Weihs

Institutional Investors / Analysts
Tel. : +49-221 8885 5458
Mobile : +49-175 30 50458
Email : Ulrike.Weihs@lanxess.com

Dirk Winkels

Institutional Investors / Analysts
Tel. : +49-221 8885 8007
Mobile : +49-175 30 58007
Email : Dirk.Winkels@lanxess.com