



LANXESS – Citi Basic Materials Conference 2021

Successfully managing cost inflation

Safe harbor statement



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Agenda

1 Strategic update

2 Financial and business details Q3 2021

3 Back-up



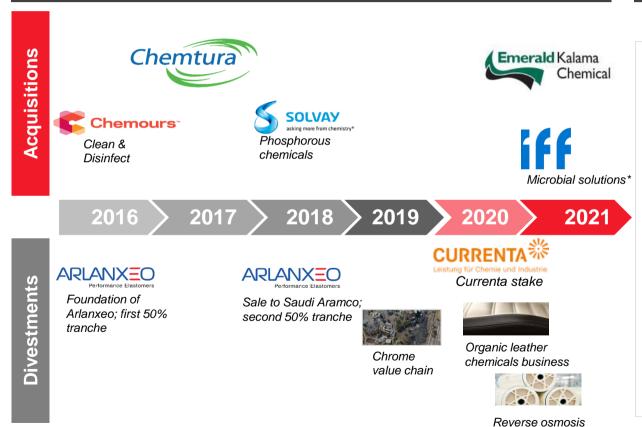
LANXESS: Strong transformation via active portfolio management

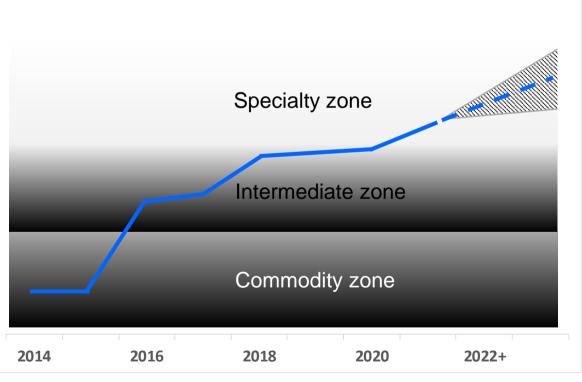
membrane business



Track record of successful M&A transactions (selc.)

Increasing true specialty nature of portfolio





= LXS product portfolio

Strong portfolio of attractive businesses



Advanced Intermediates

- Advanced Industrial Intermediates
- Inorganic Pigments

Specialty Additives

- Lubricant Additives Business
- Polymer Additives
- Rhein Chemie

Consumer Protection



- Flavors & Fragrances
- Liquid Purification Technologies
- Material Protection Products
- Saltigo

Engineering Materials



- High Performance Materials
- Urethane Systems

- Among top 3 players
- Cost, technology and process leadership

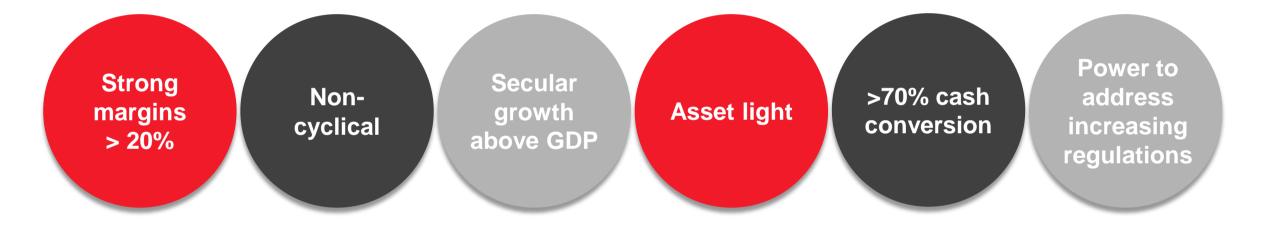
- Among top 3 players
- Small volume, high impact
- Integrated value chains

- # 1-3 positions
- Attractive secular growth
- Strong margins
- Asset light & high cash conversion

- Among the market leaders, esp. in Europe
- Integrated value chain
- Benefitting from e-mobility

Consumer Protection shows all characteristics of a high multiple business





F&F – products for highly attractive, growing consumer markets





Fragrances

Preservatives



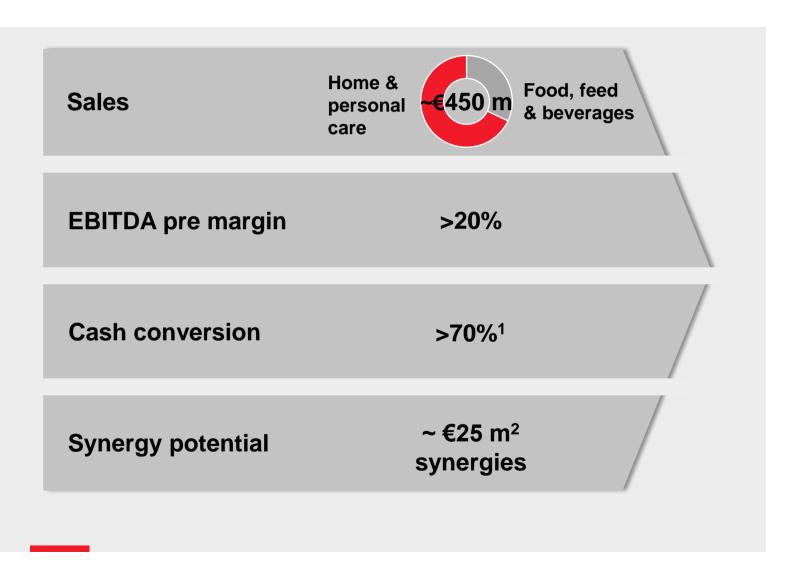
Growth drivers

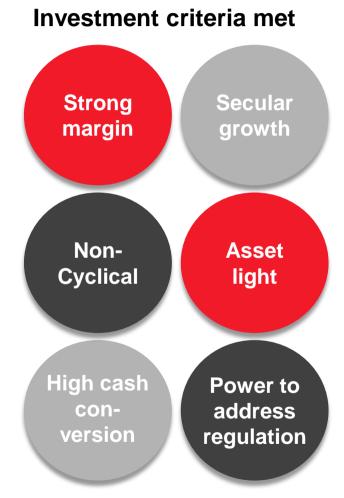
- Increasing demand for care products
- Growing demand for healthy, non-alcoholic and sugar free products
- Innovative products with low toxicity profile
- Luxury products

Secular growth well above GDP

BU F&F Financials: Reflecting specialty character

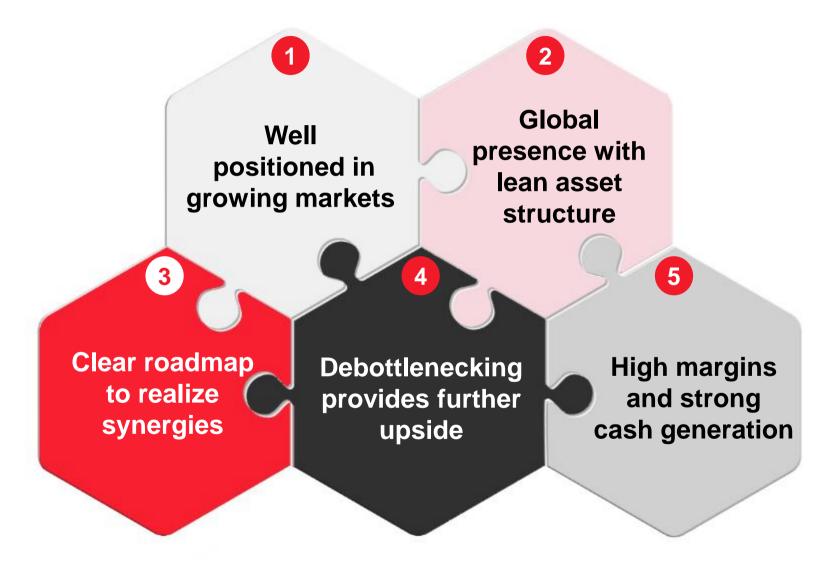






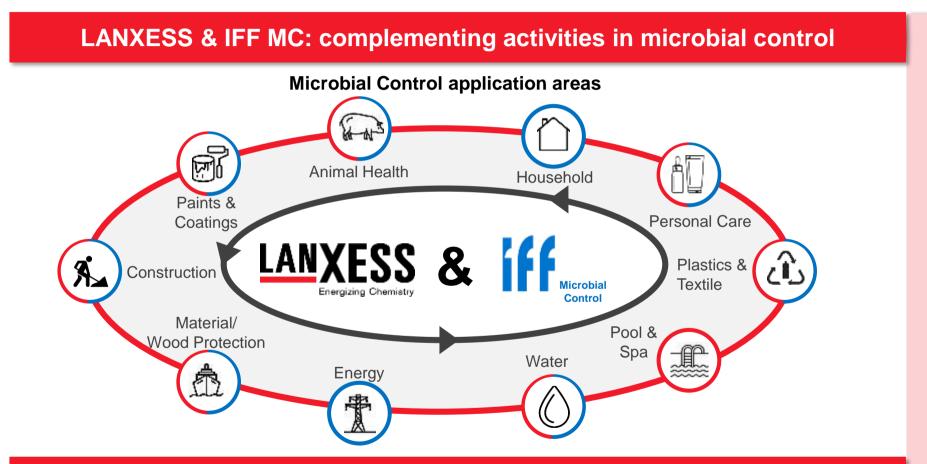
F&F's strong set-up is boosting Consumer Protection segment





Combining MPP+IFF MC enables complete service across all common microbial control application areas





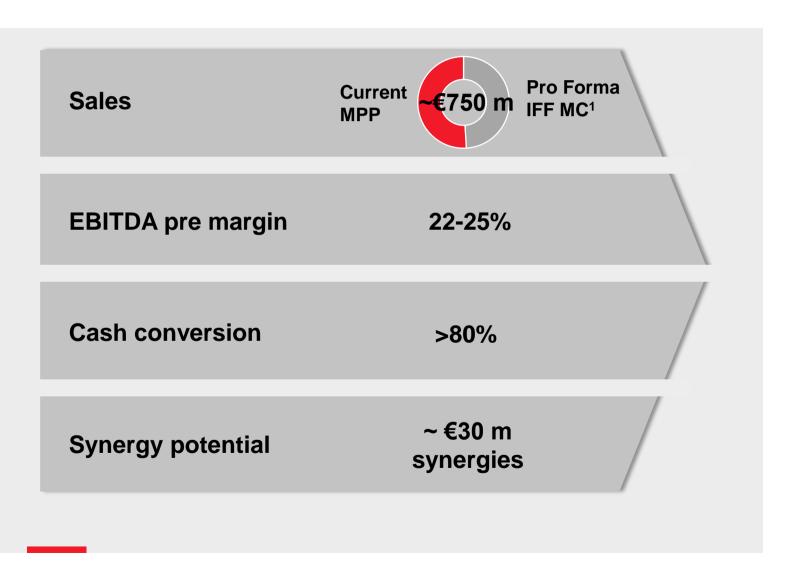
Growth drivers

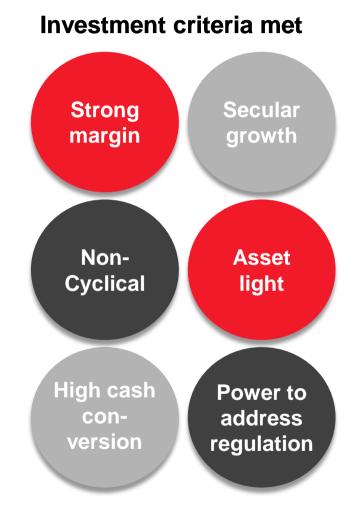
- Global virus outbreaks
 & trend to use less
 antibiotics
- Growing population and water scarcity
- Urbanization in emerging countries
- Infrastructure measures boost global construction demand

Secular growth well above GDP

Financials: Enhancing MPP's strong financial profile

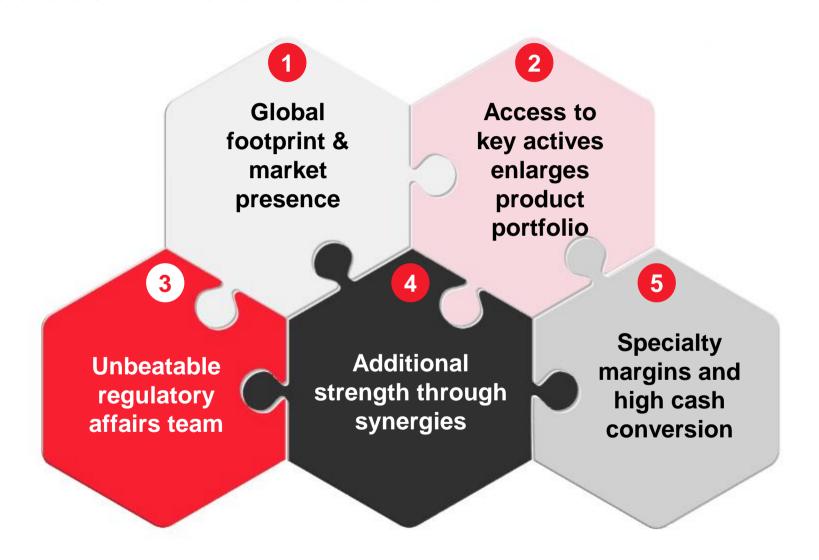






Combining MPP+IFF MC creates unique global position in biocides & microbial control







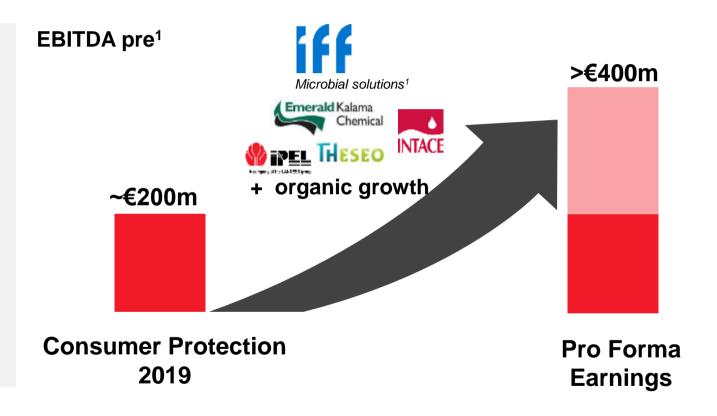




Consumer Protection earnings to double



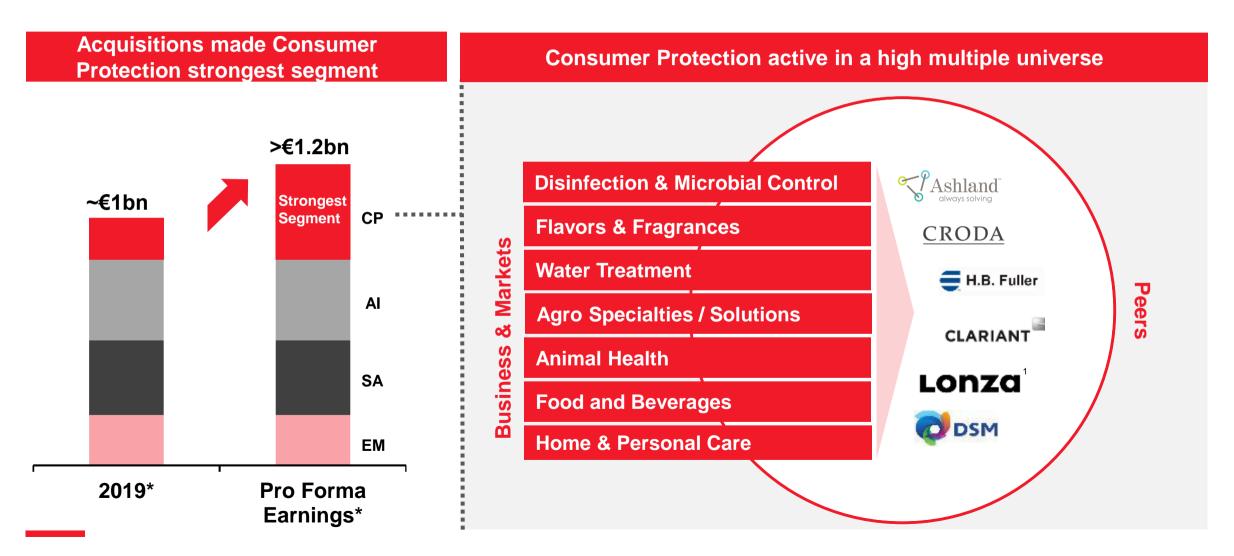




Growing margins & resilience as Consumer Protection exposure broadens

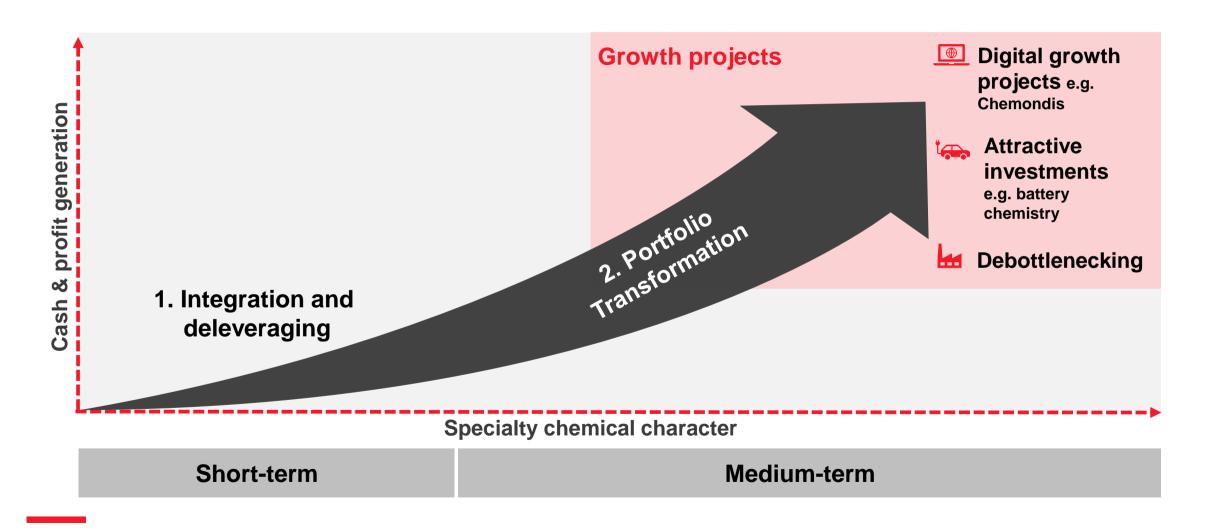
High-quality businesses strengthen LANXESS and change the face of the company





Our transformation journey continues with concrete growth projects



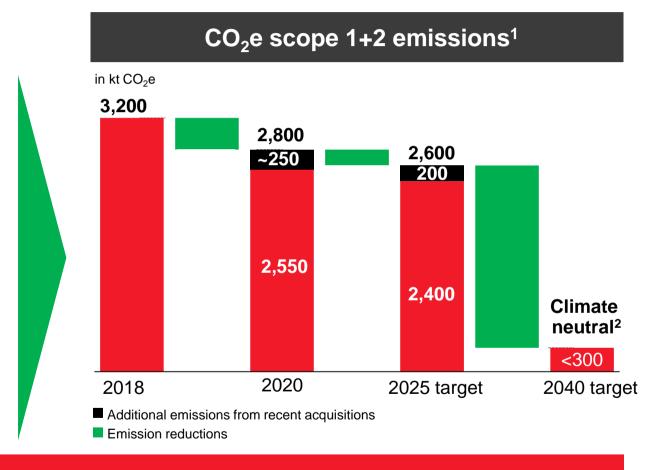


Recent acquisitions support our climate neutral target by 2040 – adjusting medium term step



New business meets sustainability criteria

- EKC's and IFF's locations will be upgraded to LANXESS' standards in order to meet our emission reduction targets
- 2025 target slightly adjusted to reflect additional carbon reduction effort
- Climate neutral target by 2040 confirmed



We are on track to achieving our climate neutral target by 2040

¹ Emissions based on Scope 1 + Scope 2, numbers rounded, in thousand metric tons of CO₂ equivalents | ² Climate neutral: Less than 300,000 tons of CO₂ equivalents per year. These will be reduced through compensation measures.

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Strong EBITDA pre improvement based on successful raw material price pass-through



EBITDA pre growth (YoY)

<u>Q1</u> -1%

<u>Q2</u> +24% <u>Q3</u> +44%

Operational sales development (YoY)

<u>Q1</u>

Price:

Volume:

-2%

+5%

<u>Q2</u>

+10%

+22%

<u>Q3</u>

+19%

+10%



Various burdens

- Logistic constrains and higher freight costs
- Reduced waste management capacity (incident at Currenta in Leverkusen)
- Further energy costs inflation
- Shutdowns in China due to electricity rationing



Q3 2021: Increased results in all segments, EKC contribution included for the first time



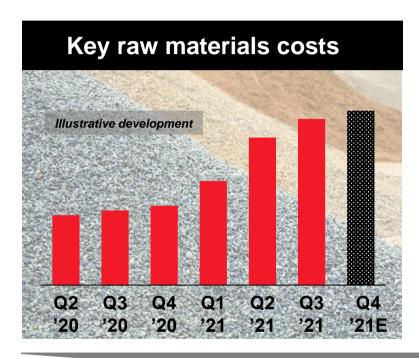
Highlights

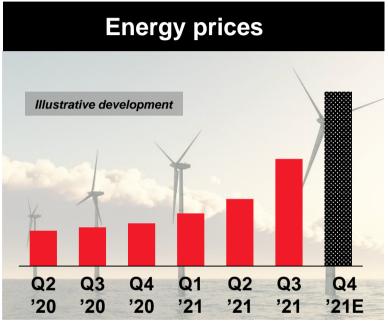
- Portfolio:
 - Acquisition of IFF Microbial Control business announced
 - Emerald Kalama Chemical (EKC) consolidated as of August
- Earnings of all segments above PY, strong increase in Specialty Additives and Engineering Materials
- Operating cash flow impacted by inflated working capital
- Placement of €500 m benchmark bond with a zero coupon

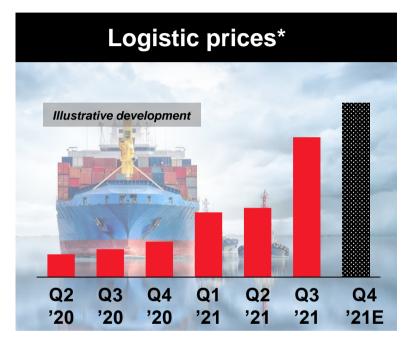


Unprecedented increase in input costs addressed by proactive pricing campaigns









Raw material prices successfully passed on

Further energy / logistic related price increases are ongoing

Full cash flow transparency: Operational strength of cash flow overshadowed by temporary effects



[€m]	Q3 2021	9M 2021	
Operating CF	105	128	
W/C outflow	200	511	Primarily price driven, ease expected in 2022
IT Projects/SAP upgrade	~5	~15	Will ease in 2023
Digitalization/Chemondis	~5	~15	Will ease in 2022
Restructuring	~10	~15	Will ease in 2022
M&A/Integration Buy-side Sell-side	~25 ~20 ~5	~50 ~40 ~10	Will go down significantly in 2022 ¹ Depending on projects
Incremental others Energy, logistics, etc. Unplanned outages	~50	~85	Pass-on of cost burdens in 2022 Burden for incidents is temporary
Underlying operating CF	~400	~820	

LANXESS top priority: Focus on cash generation in 2022 and beyond!

¹ Integration OTCs as announced with signing documents

LANXESS stays on course for a more sustainable environment



Sustainalytics ESG risk rating update

- LANXESS now part of Top 25% in Chemicals industry
- Improvements in particular in area of water management and GHG emission scope and reporting



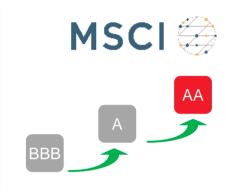
Green cyclohexane supplied to LANXESS

- bp and LANXESS join forces on renewable raw materials for engineering materials production
- Sustainably produced cyclohexane supplied to LANXESS production site in Antwerp starting in the fourth quarter of 2021
- High-performance materials are the solution for many sustainable products, for example in various e-mobility applications



Leading ESG rating providers honor our performance

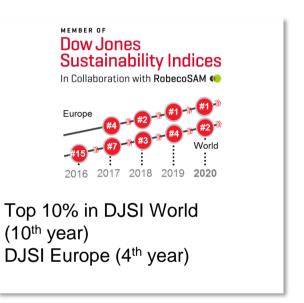




Convincing climate strategy
Ongoing improvement: Water
Stress & Chemical Safety







LANXESS' performance is also recognized by further ESG indices and rating providers



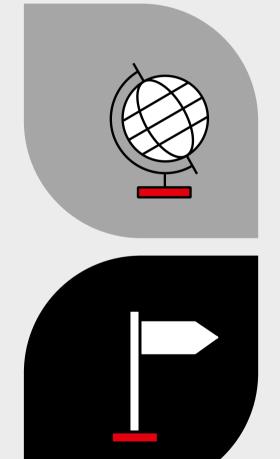






LANXESS guidance specified





Current view on economy

 Strong demand in most end industries, improvements in aviation and oil & gas expected

LANXESS outlook

- FY 2021 EBITDA pre expected €1,000 1,050 m, however, at lower end of corridor due to
 - Logistic constrains and higher freight costs
 - Reduced waste management capacity (incident at Currenta in Leverkusen)
 - Further energy costs inflation
 - Shutdowns in China due to electricity rationing

LANXESS Group: Strong earnings held back by soaring energy costs



Ongoing strong demand in inflationary environment

[€ m]*	Q3/2020	Q3/2021	Δ	9M 2020	9M 2021	Δ
Sales	1,461	1,951	34%	4,601	5,475	19%
EBITDA pre	193	278	44%	662	797	20%
Margin	13.2%	14.2%		14.4%	14.6%	
CAPEX	102	109	7%	264	271	3%



- Significant sales rise due to price increases and higher volumes
- All segments contribute earnings above PY level, particularly Specialty Additives and Engineering Materials
- EBITDA pre significantly above previous year level driven by successful price pass-on and ongoing volume growth
- Soaring energy and logistic costs prevent stronger development

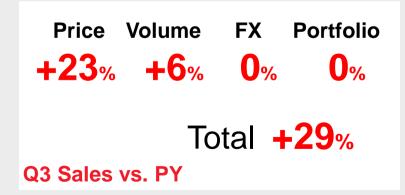


Advanced Intermediates: Strong pricing and continuous increase in volumes



Higher raw material prices successfully passed-on

[€ m]*	Q3/2020	Q3/2021	Δ	9M 2020	9M 2021	Δ
Sales	414	533	29%	1,327	1,527	15%
EBITDA pre	71	84	18%	256	257	0%
Margin	17.1%	15.8%		19.3%	16.8%	
CAPEX	28	31	11%	79	83	5%



- Sales boost driven by significantly higher prices as a consequence of increased raw material costs and improved volumes in both BUs
- Al is most energy-intensive segment at LXS. Therefore, EBITDA pre and especially margin are impacted by soaring energy costs
- EBITDA pre development supported by raw-material price passthrough and higher volumes, while increased logistic costs additionally burden

^{*} New reporting structure as of Q1 2021: Business Line "Antioxidants and Accelerators" (AXX) shift from BU AII to BU RCH (segment "Specialty Additives"); 2020 figures restated



Specialty Additives: Best quarterly EBITDA in history



Strong volume and Price recovery in all business units

[€ m]*	Q3/2020	Q3/2021	Δ	9M 2020	9M 2021	Δ
Sales	466	605	30%	1,482	1,690	14%
EBITDA pre	59	102	73%	210	265	26%
Margin	12.7%	16.9%		14.2%	15.7%	
CAPEX	29	30	3%	69	70	1%



- Sales increase driven by improved prices and rising volumes across all BUs
- Demand driven by strong development especially in construction, transportation and industrial end markets, aviation and oil & gas recovering
- Significant EBITDA pre and margin improvement despite increased logistic costs and constraints

^{*} New reporting structure as of Q1 2021: Business Line "Antioxidants and Accelerators" (AXX) shift from BU AII to BU RCH (segment "Specialty Additives"); 2020 figures restated



Consumer Protection: Contribution from BU F&F partly offset by production issues in BU SGO



New business unit F&F consolidated for the first time

[€ m]	Q3/2020	Q3/2021	Δ	9M 2020	9M 2021	Δ
Sales	278	353	27%	858	957	12%
EBITDA pre	59	60	2%	194	194	0%
Margin	21.2%	17.0%		22.6%	20.3%	
CAPEX	15	22	47%	37	48	30%



- Sales increase mainly driven by BU F&F as expected
- Impact in BU Saltigo by unplanned shutdown and high energy costs nearly offsets EBITDA contribution from new BU F&F; EBITDA margin burdened accordingly
- Continuously good performance in BU MPP and BU LPT



Engineering Materials: Another strong quarter



Successful pricing

[€ m]	Q3/2020	Q3/2021	Δ	9M 2020	9M 2021	Δ
Sales	285	436	53%	876	1,237	41%
EBITDA pre	33	62	88%	110	189	72%
Margin	11.6%	14.2%		12.6%	15.3%	
CAPEX	19	12	-37%	39	34	-13%



- Sales increase based on continued strong demand from auto industry and raw material price pass-through
- Volumes and prices significantly increased in both BUs
- EBITDA pre and margin rise on improved volumes and higher prices, despite higher energy and logistic costs

P&L Q3: Visible improvement in earnings quality



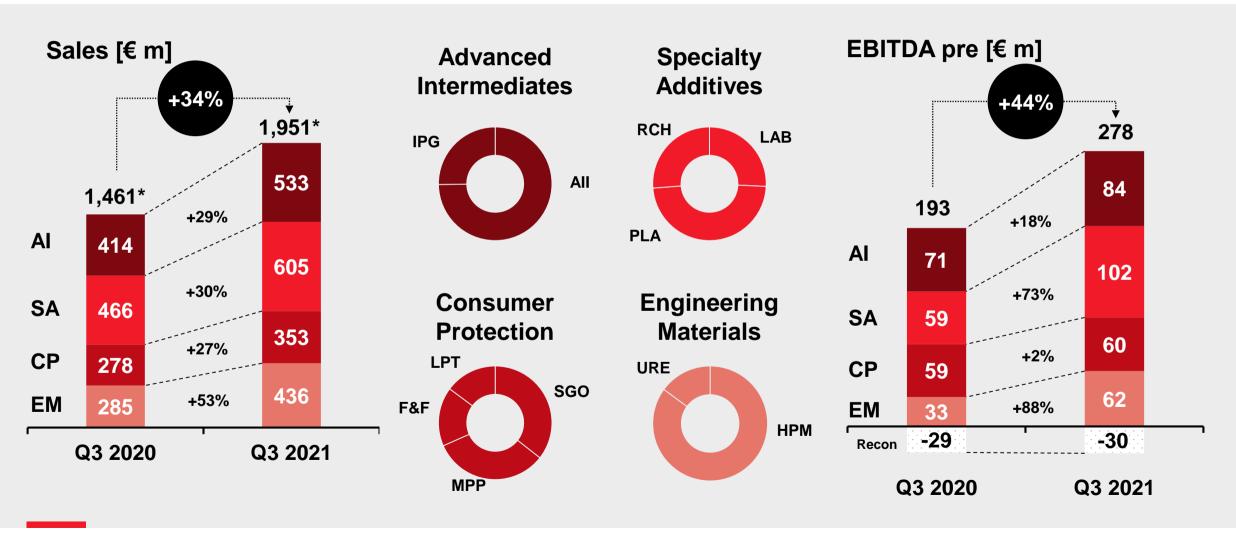
[€ m]	Q3/2020		Q3/2021		yoy in %
Sales	1,461	(100%)	1,951	(100%)	34%
Cost of sales	-1,111	(-76%)	-1,469	(-75%)	32%
Selling	-184	(-13%)	-241	(-12%)	31%
G&A	-57	(-4%)	-70	(-4%)	23%
R&D	-26	(-2%)	-31	(-2%)	19%
EBIT	53	(4%)	104	(5%)	96%
Net Income	26	(2%)	74	(4%)	>100%
EPS pre*	0.66		1.41		>100%
EBITDA	170	(12%)	237	(12%)	39%
thereof except.	-23	(-2%)	-41	(-2%)	78%
EBITDA pre except.	193	(13.2%)	278	(14.2%)	44%

- Successful cost management in inflationary environment
- Higher G&A reflect portfolio effect (acquisitions and leather divestment) and gradual phase- out of Corona measures
- Strong earnings due to high demand but held back by higher energy and logistic costs

^{*} From continuing operations

Q3 2021: All segments improved

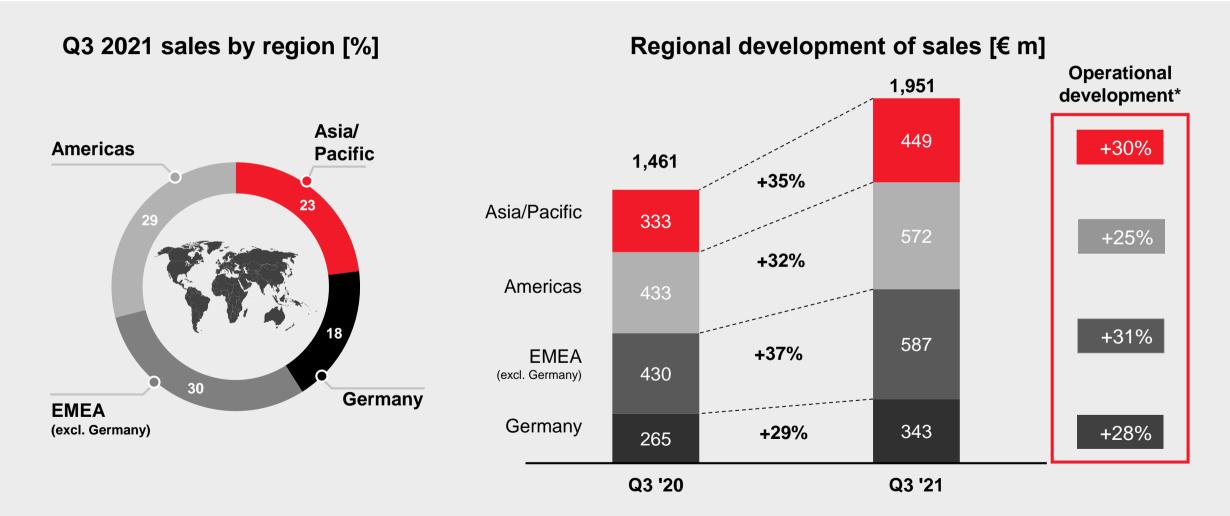




^{*} Total group sales including reconciliation

Q3 2021: Significant operational improvement in all areas





^{*} Currency and portfolio adjusted

Operating cash flow impacted by increased working capital



[€ m]	Q3/2020	Q3/2021	Δ
Operating cash flow*	167	105	-62
thereof changes in working capital	27	-200	-227
Investing cash flow*	-74	-656	-582
thereof capex	-102	-109	-7
thereof payments for acquisitions / proceeds from divestments	6	-878	-884

- Operating cash flow impacted by
 - Significant increase in inventories due to volume rise and inflated raw material prices
 - Higher receivables driven by increased sales
- Investing cash flow:
 - Net amount in 2021 includes purchase price for Emerald Kalama Chemical and divestment proceeds from chrome mine and organic leather business

^{*} Applies to continuing operations

Strong balance sheet



[€ m]	31.12.2020	30.09.2021
Total assets	8,880	9,570
Equity	2,999	3,602
Equity ratio	34%	38%
Net financial debt ¹	1,012	2,243
Cash, cash equiv., short term money market inv.	1,794	600
Pension provisions	1,205	903
Net working capital	1,134	1,757
DSI (in days) ²	64	69
DSO (in days) ³	45	50

- Increase in total assets results from increase in working capital and EKC acquisition (closed in Aug)
- Higher equity reflects positive net income and OCI effects (pensions, FX)
- Increase in net financial debt driven by payment of purchase price for EKC
- Lower pension provisions due to interest rate increase and good asset performance
- Strong increase in working capital due to higher inventories driven by inflated raw material prices and portfolio effect (EKC) as well as higher receivables based on improved sales

¹ Including cash, cash equivalents, short-term money market investments

² Days sales of inventory calculated from quarterly sales

³ Days of sales outstanding calculated from quarterly sales

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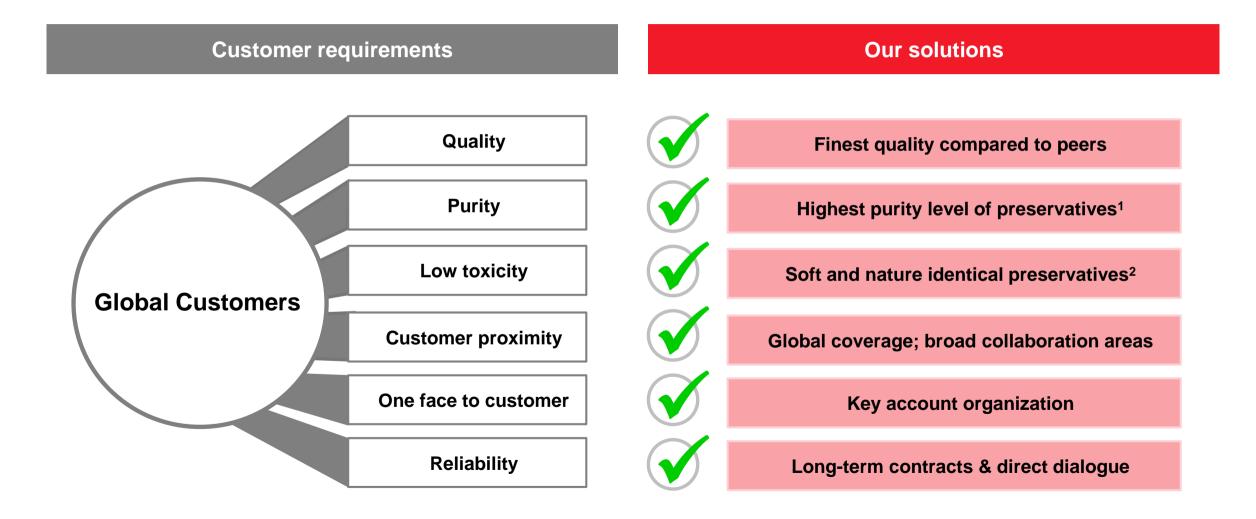
3 Back-up





Markets & Sales: Well positioned to offer best in class solutions for our customers



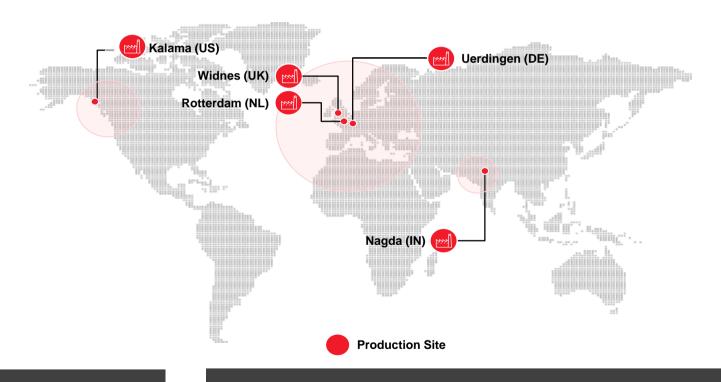


Production & Technology: Lean production network across the world



Global footprint and technological advantage in benzoates

- Leading technology platform guaranteeing highest quality and purity standards
- Sole benzoate producer in NORAM
- Strong global R&D set-up driving innovation and adapting to changing market conditions



5 production sites

~730 FTEs

Integration status: Clear roadmap to realize synergies



Integration areas	What we achieved so far	Roadmap			
Management and SG&A structure	Joint management team from day one Performance culture being formed	Completed			
Operations	5 world scale plantsEKC sites being upgraded to LANXESS standard	2024			
Financials	Synergy roadmap on trackFirst synergy generation within 12 monthsGrowth potential verified	2024			
Total synergies of €25 m from EKC, mainly driven by F&F					

Upside potential: Benzoate debottlenecking provides additional upside for growth



Rationale

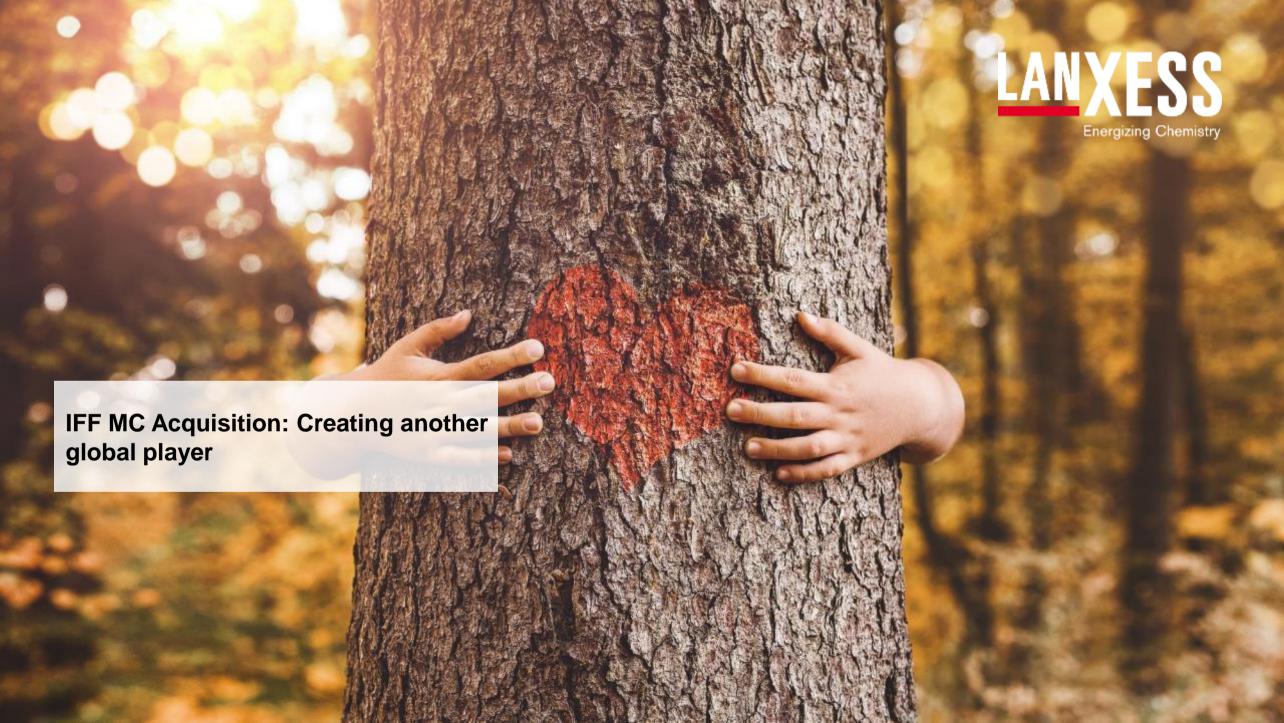
Benzoates
recommended as
preferred option for
home & personal care
applications¹

Scarcity of high purity benzoates globally

Debottlenecking opportunities in the US and Netherlands

Gradual CAPEX spending to create maximum shareholder value

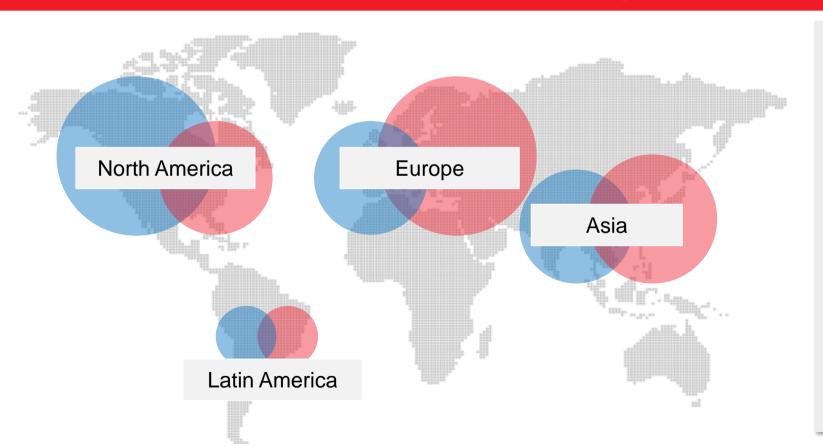
We focus on strengthening our profitability with moderate investment need



Market presence: Leveraging regional strengths in forming a global player



Complementary regional set-up



- Global presence now reaching new level
- Global asset structure
- Application centers in all regions
- Regulatory support in all regions

Production & technology: Leveraging key actives & formulation capacities enlarges product portfolio



Active ingredients¹

Oxone - KMPS

OPP, CMK

Azoles, TBZ

...

Isothiazolinones

Glutaraldehyde

Phenoxyethanol

Formulation

Leveraging existing LANXESS formulation capacities

Broad range of products¹

Virkon™ range

Theseo TH4+

Preventol® biocides

Glutex™ range

Kathon range

Intace range

Amical

...

- Combination of different actives opens incremental formulation opportunities
- Expansion of product range fosters growth
- Insourcing of formerly purchased active ingredients





Regulatory competence: key requirement to be active in microbial control business



Regulatory expertise:



One of the world's largest team in chemical industry





Special strength in US/EPA approval processes

Registrations:



~50 active ingredient registrations ~5,000 formulation registrations





~50 active ingredient registrations > 1,500 formulation registrations

Forming the leading regulatory affairs team with strong portfolio of product registrations

- LANXESS strong global regulatory team complemented by IFF MC experts
- Transaction includes IP-rich studies and registrations



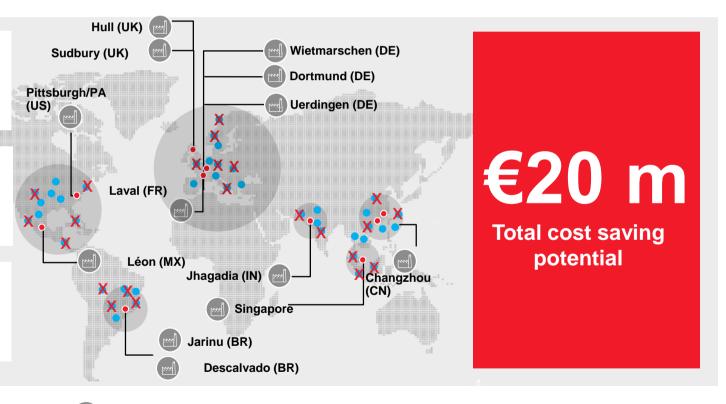
Cost synergies: realization will reveal full strength of the biocide business



Gradually insource IFF MC's formulation activities into existing LANXESS' capacities, esp. in Asia, LATAM

Increasing utilization levels of formulation sites

Minor debottlenecking measures and additional shifts to facilitate incremental capacity



Toll manufacturers (illustrative)

Top line synergies: Cross-selling opportunities will support fast synergy realization



Leverage existing regional strength and sales franchises

Complementing product offering to become one-stopshop for customers

Utilize existing actives & data portfolio to jointly develop new applications

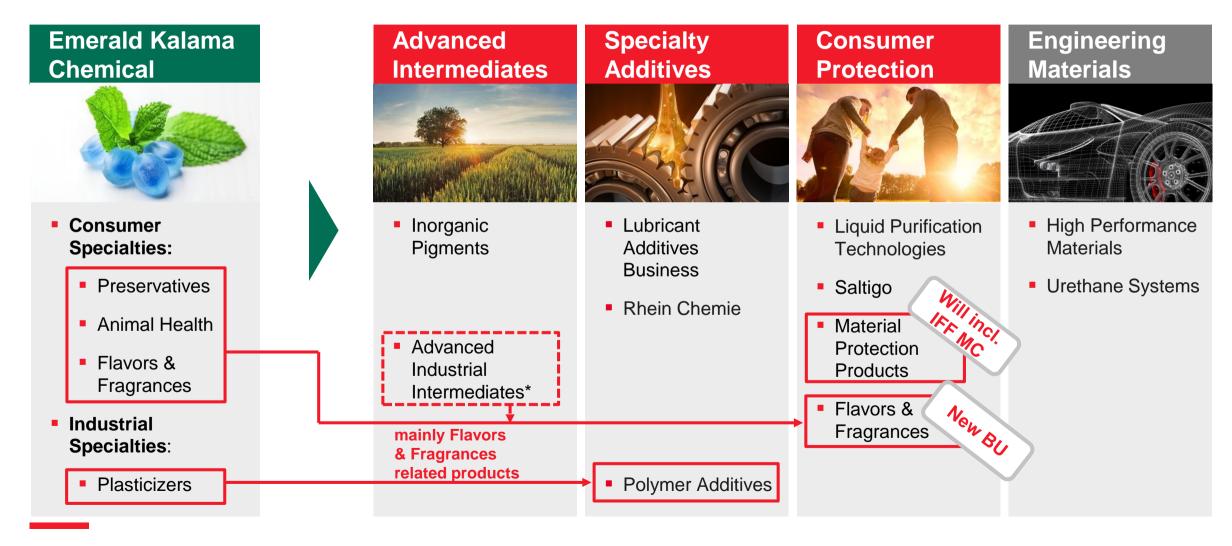
Environmental and regulatory trends drives demand for additional applications e.g. water treatment





Flavor & Fragrance products combined in new business unit within the Consumer Protection segment





IFF MC: strong financials and asset light model



Attractive financials

Approx. \$450 m normalized sales*

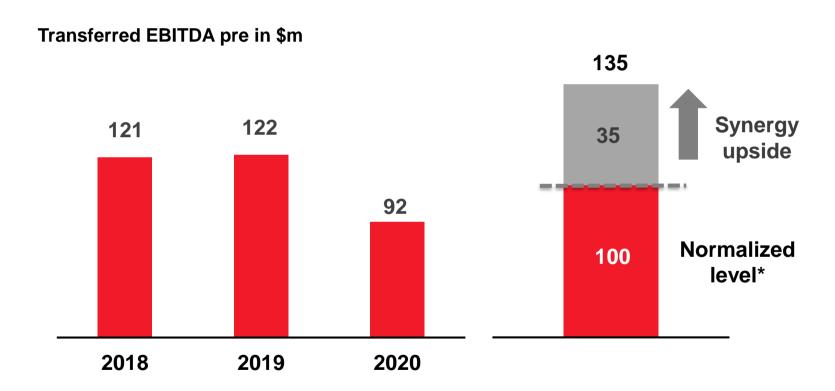
>20% EBITDA margin

\$1.3bn EV

9.6 x EBITDA incl. \$35m synergies

Cash conversion ~ 90%

Right point in time to seize optimal value



IFF MC: Targeting €30m synergies, thereof €25m by 2024





Top line synergies: ~ €10m

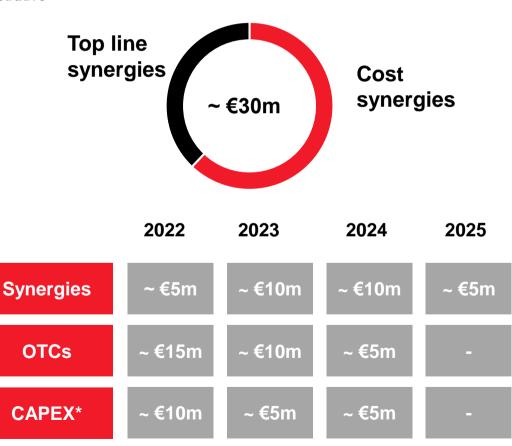
- Complementary geographies and customers
- Cross selling potential
- New applications: energy market and hygiene

Cost synergies: ~ €20m

- Streamlining of sales office infrastructure
- Optimization of supply chain and distribution model
- Sourcing synergies
- Manufacturing excellence

Substantial synergies

Illustrative



Emerald Kalama Chemical acquisition: Synergies, OTCs and Capex step in earlier than expected





Phasing: Synergies, OTCs and CAPEX

Illustrative

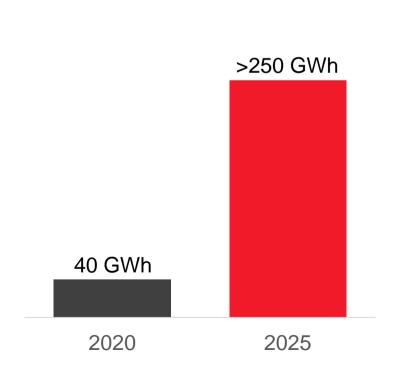


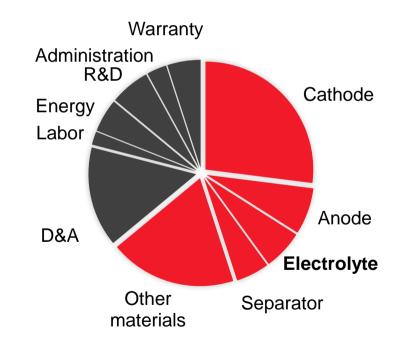
EU market for battery chemicals to grow to over EUR 10 billion by 2025



Massive growth in demand for battery cells in the EU

Chemistry accounts for 2/3 of battery cell costs

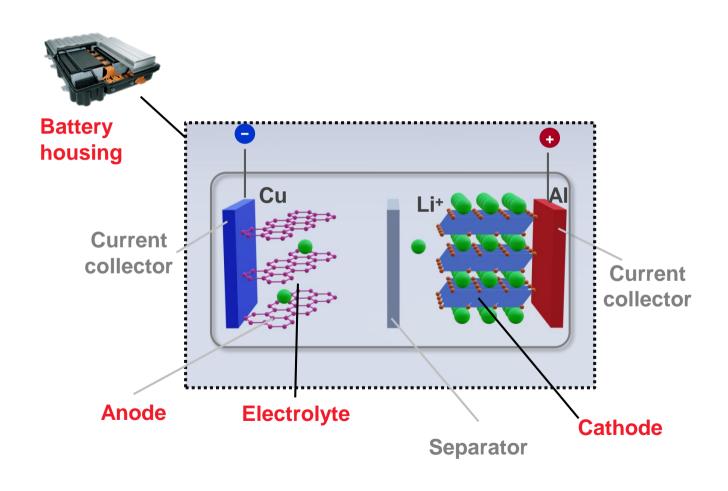






LANXESS offers key products for Li-Ion batteries





Battery housing

 PA/PBT compounds for components of the e-powertrain (BU HPM)

Electrolyte

- Key materials (Hydrofluoric acid, phosphorus chemicals) for electrolyte salt (LiPF₆) (BU AII/BU PLA)
- Flame retardants (BU PLA)

Cathode & Anode

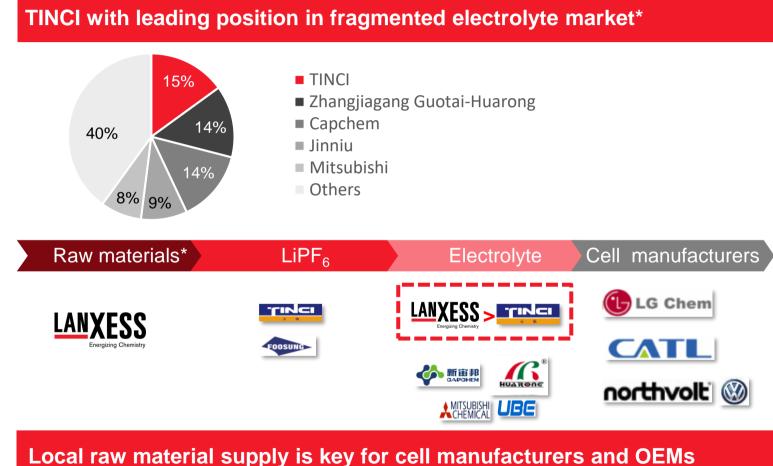
- Iron oxide as precursor for cathode active materials (BU IPG)
- Ion-exchange resins for refining battery grade cobalt, nickel and lithium (BU LPT)
- Lithium chemicals from tail-brine (BU PLA)*

LANXESS starts electrolyte production for Li-Ion batteries in cooperation with market leader TINCI



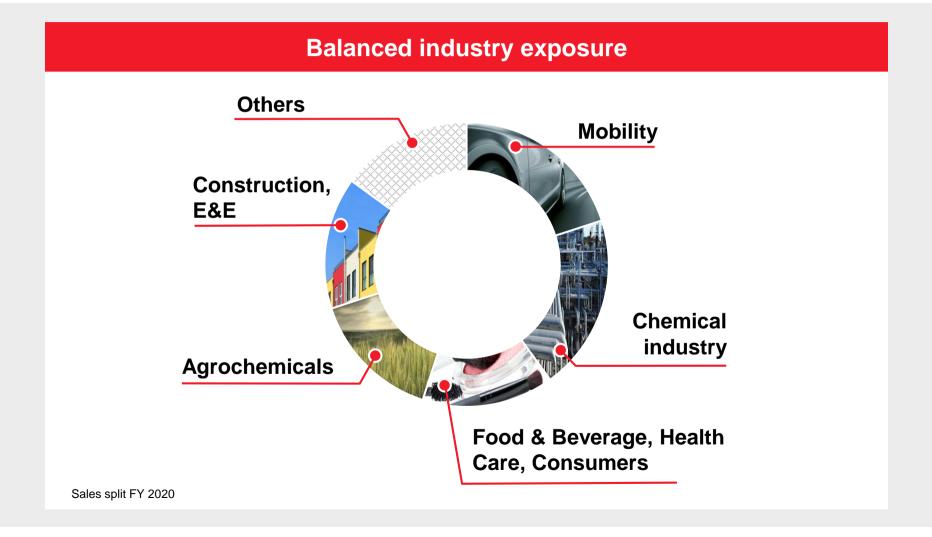
Partnership with TINCI

- TINCI (Chinese Guangzhou Tinci Materials): a leading manufacturer for battery materials and the largest electrolyte producer worldwide
- Saltigo starts electrolyte production for TINCI in its hightech plant in Leverkusen (Germany) early 2022



Proven resilient business model – platform for further growth





Housekeeping items 2021



Capex 2021

Operational D&A 2021

Reconciliation 2021

Underlying tax rate

Exceptionals 2021

FX sensitivity

~€450-500 m (incl. EKC)

~€470 m (incl. EKC)

~€150-160 m including remnant costs and re-occurring expenses

~28%

€120-150 m based on current initiatives (including ~€15m OTCs* Emerald Kalama Chemical)

One cent change of USD/EUR resulting in **~€7 m** EBITDA pre impact before hedging

Transparency on Emerald Kalama Chemical acquisition accounting treatment



	2021	Annualized ¹
D&A operational	~€8 m	~€20 m
Add. impact on D&A due to purchase price allocation	~€12 m	~€ 30 m
Goodwill	~€400 m	-
Leasing liabilities	~€ 20 m	-
Pensions	~€ <1 m	-



9M 2021: Strong earnings



[€ m]	9M 2020		9M 2021		yoy in %
Sales	4,601	(100%)	5,475	(100%)	19%
Cost of sales	-3,422	(-74%)	-4,091	(-75%)	20%
Selling	-580	(-13%)	-674	(-12%)	16%
G&A	-195	(-4%)	-213	(-4%)	9%
R&D	-80	(-2%)	-87	(-2%)	9%
EBIT	218	(5%)	327	(6%)	50%
Net Income	888	(19%)	238	(4%)	-73%
EPS pre*	2.68		3.96		48%
EBITDA	587	(13%)	699	(13%)	19%
thereof except.	-75	(-2%)	-98	(-2%)	31%
EBITDA pre except.	662	(14.4%)	797	(14.6%)	20%

- Successful cost management in inflationary environment
- Higher G&A reflect portfolio effect (acquisitions and leather divestment) and gradual phase-out of Corona measures
- Strong earnings due to high demand, but held back by higher energy and logistic costs and negative FX effect
- Net income in previous year included proceeds from CURRENTA divestment

^{*} From continuing operations

9M 2021: Operating cash flow impacted by increased working capital



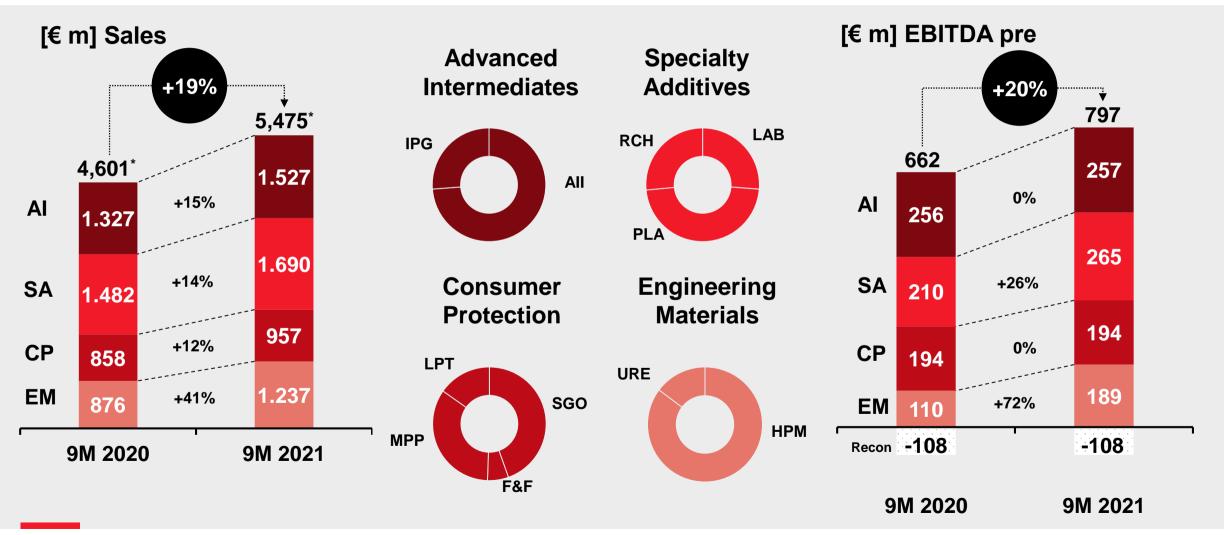
[€ m]	9M 2020	9M 2021	Δ
Operating cash flow*	332	128	-204
thereof changes in working capital	-98	-511	-413
Investing cash flow*	-61	56	117
thereof capex	-264	-271	-7
thereof payments for acquisitions / proceeds from divestments	793	-874	-1,667

- Operating cash flow burdened by
 - Significant increase in inventories due to volume rise and inflated raw material prices
 - Higher receivables driven by increased sales
- Investing cash flow:
 - Net amount in 2021 includes purchase price for EKC, Theseo and Intace and divestments of organic leather, membrane business and chrome mine
 - PY year investing cash flow reflected divestment of CURRENTA stake and chrome business

^{*} Applies to continuing operations

9M 2021: Strong recovery especially in Specialty Additives and Engineering Materials

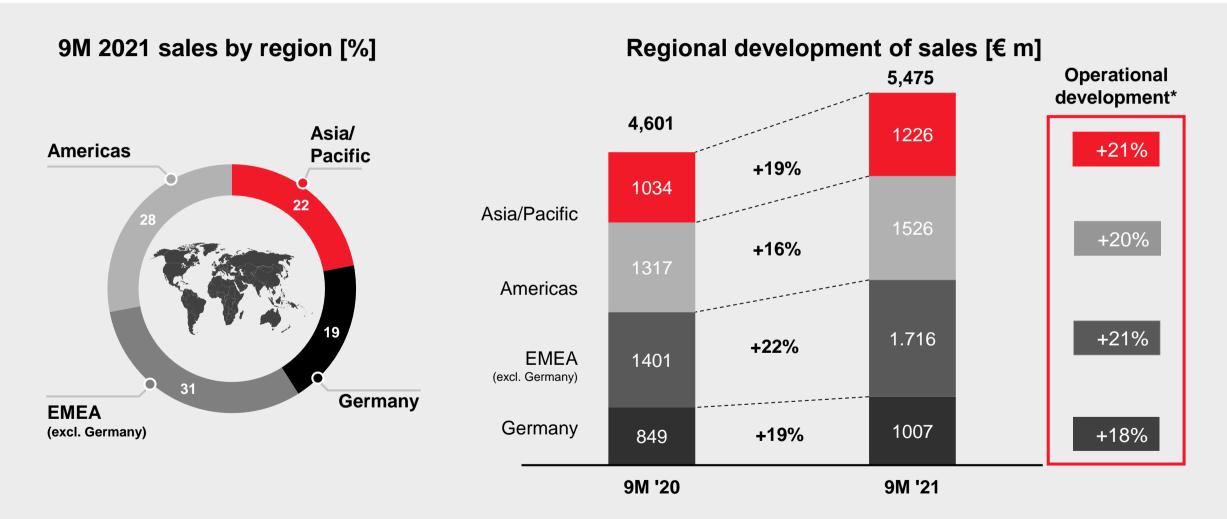




^{*} Total group sales including reconciliation

9M 2021: Strong operational development in all regions





^{*} Currency and portfolio adjusted

Exceptional items (on EBIT) above previous year level mainly due to increased M&A costs



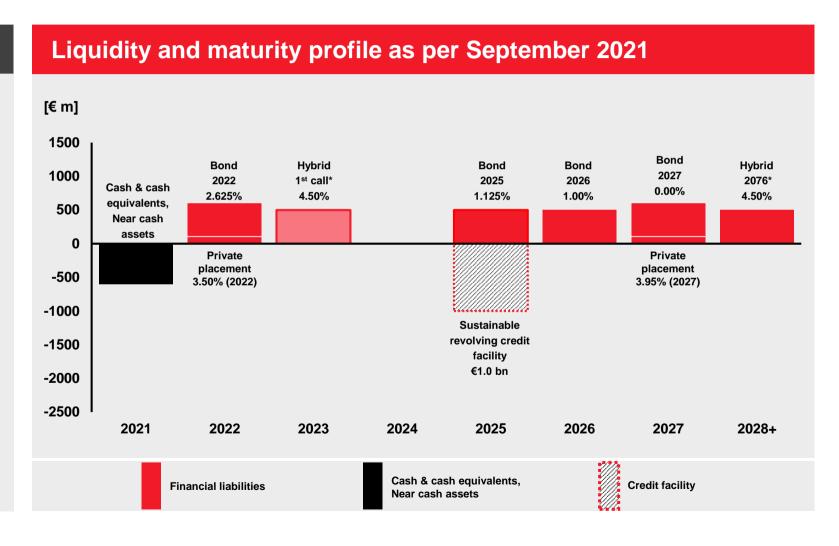
[€ m]	Q3/	2020	Q3/	2021	9M	2020	9M	2021	
	Excep.	Thereof D&A	Excep.	Thereof D&A	Excep.	Thereof D&A	Ехсер.	Thereof D&A	Comments
Strategic Realignment & Restructuring	8	0	10	0	49	18	17	1	incl. adjustment of production network
M&A, Digitalization (incl. Chemondis) and Others	10	0	27	1	27	1	66	2	incl. CUR, organic leather, membrane, chrome mine divestments, Emerald Kalama, IFF MC, Theseo, Intace acquistions
Strategic IT projects	5	0	5	0	18	0	18	0	incl. SAP Hana Project
Total	23	0	42	1	94	19	101	3	

LANXESS maturity profile actively managed and well balanced



Long-term financing secured

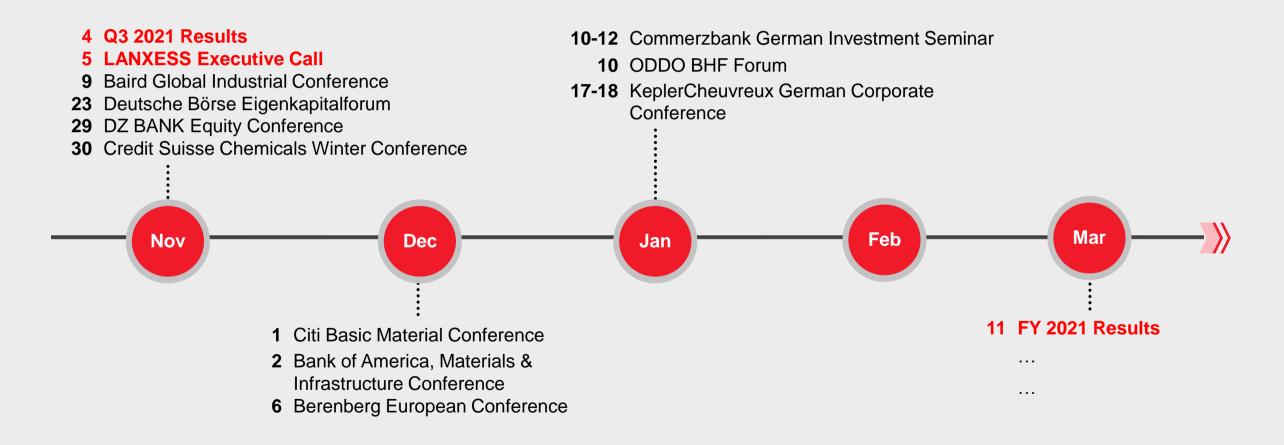
- Diversified financing sources
 - Bonds & private placements
 - Undrawn sustainable revolving credit facility
- Average interest rate of financial liabilities ~2%
- Maturities in 2022:
 - Private placement in April
 - Bond in November
- All group financing executed without financial covenants



^{*} Hybrid Bond with contractual maturity date in 2076 has a first optional call date in 2023

Upcoming events 2021/2022 - Proactive capital market communication





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Abbreviations





Advanced Intermediates

All Advanced Industrial Intermediates

IPG Inorganic Pigments



Consumer Protection

F&F Flavors & Fragrances

LPT Liquid Purification Technologies

MPP Material Protection Products

SGO Saltigo



Specialty Additives

LAB Lubricant Additives Business

PLA Polymer Additives

RCH Rhein Chemie



Engineering Materials

HPM High Performance Materials

URE Urethane Systems

LANXESS Energizing Chemistry