



LANXESS – Q4 2023 Roadshow

Continued progress in debt reduction and cash delivery

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Agenda

- 1 Executive summary FY & Q4 2023 and outlook
- We are taking action: FORWARD! and cash flow
- 3 Building a stronger sustainable portfolio
- 4 Financial and business details Q4 2023



Strategically, LANXESS made progress in a tough year



Key strategic objectives accomplished

- Successful go-live of Envalior JV
- Consumer Protection with comparably stable results despite suppliers' outages
- Program FORWARD! initiated,
 ~€50 m temporary savings generated
- Urethane Systems divestment process started

2023 challenges

- Customers' destocking in all end industries
- Low underlying demand in all industries except aviation
- Force majeures of key raw material suppliers in Consumer Protection (BU F&F)
- Significant Net Working Capital reduction burdens profitability

We managed to achieve strategic milestones amidst a most challenging environment

Financially, a very challenging year BUT with strong cash generation and massive debt reduction





Free Cash Flow

Due to active working capital management

€526 m

Net financial debt

Reduction from €3.8 bn to €2.5 bn

-35%

NWC / sales

Reduction from ~25% to ~21%

-4%pts

Ending a multi crisis year

LANXESS Group: Continued progress in debt reduction and cash delivery; EBITDA pre however burdened



Ending a multicrisis year

[€ m]	Q4/2022	Q4/2023	Δ	FY 2022	FY 2023	Δ
Sales	1,973	1,436	-27%	8,088	6,714	-17%
EBITDA pre	175	97	-45%	930	512	-45%
Margin	8.9%	6.8%		11.5%	7.6%	
Capex	158	132	-16%	407	326	-20%

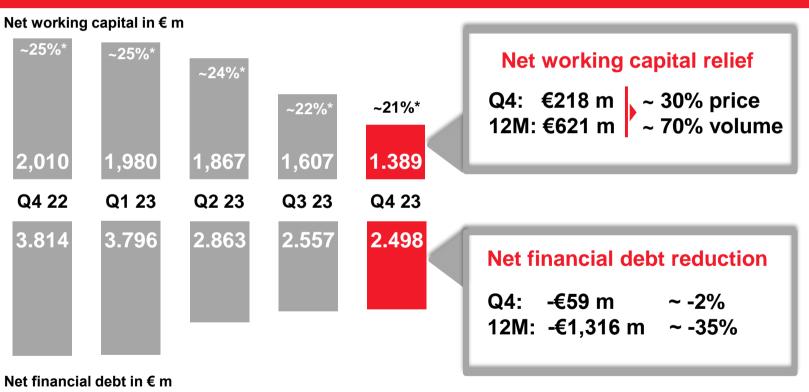


- Lower sales in all segments driven by lower volumes and prices as input cost deflation was passed on
- Q4 weaker in all segments amid overall sluggish demand, additionally driven by destocking for agrochemicals
- EBITDA pre and margin reflect demand environment, own inventory measures and suppliers' outages in Consumer Protection

Continuous net financial debt reduction in line with strong working capital improvement







- Further reduction of net financial debt
- Lower net working capital as lever for cash generation
- Strong free cash flow of €92 m in Q4 and €526 m YTD

Deleveraging remains focus for 2024

^{*} Net working capital to sales ratio

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

Dividend policy: We have the clear target to always pay a dividend



New dividend policy introduced

We aim to pay a stable or increased dividend each year

For each year's proposal, we will take certain factors, such as the economic situation and our financial leverage, into consideration

We will, however, always pay a dividend



Due to our focus on deleveraging, the dividend proposal to the AGM for FY 2023 is €0.10*

FY 2024 EBITDA pre: Expected moderately above crisis result of 2023



Consumer Protection



- Results expected at previous year's level
- Burden from suppliers' outages to be relieved
- Agro destocking will reach its peak in 2024

Specialty Additives



- Results expected to slightly to moderately exceed prior year's level
- Construction remains weak, improvement expected earliest in H2
- Q1 still compares against strong prior year

Advanced Intermediates



- Results expected significantly above previous year
- Massive customer destocking not expected to be repeated, except agro







Trough of earnings seems to have been reached

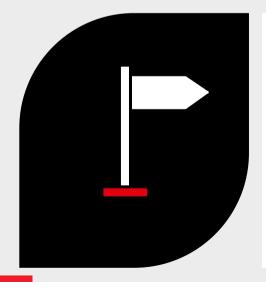
FY 2024 guidance: Moderate improvement expected





Our view on economic environment

- Still challenging demand environment expected at least for H1 2024
- Burden from agro destocking continues



LANXESS outlook

- FY 2024 EBITDA pre guidance: Moderately above crisis result of 2023 but still significantly below normal levels
- Balancing profitability and inventory control
- Moderate volume improvement expected from Q2 onwards but Q1 EBITDA pre to remain on Q4 2023 level (up to €100 m)

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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

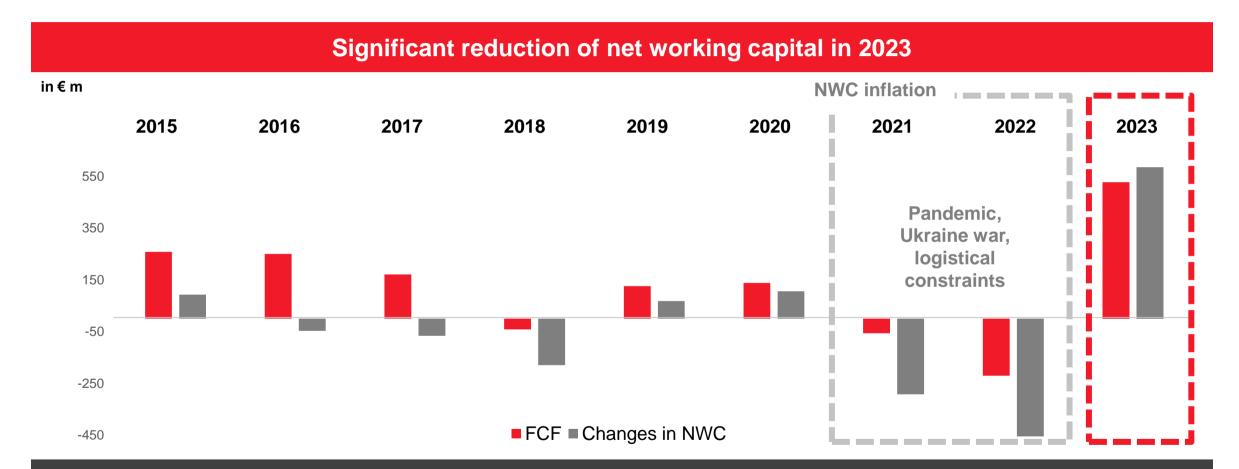




Sustainable improvement of our cost base

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



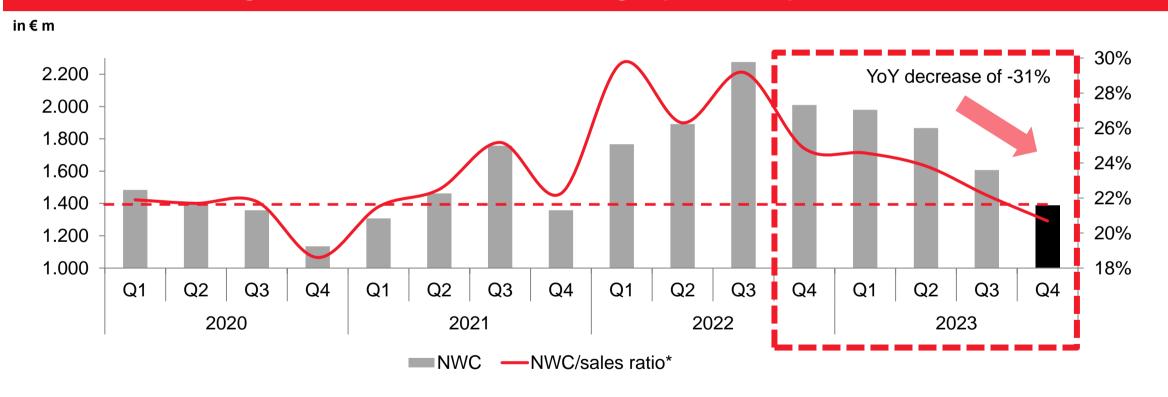


Improved business set-up as solid base for future free cash flow

Continuous net working capital reduction leads to NWC/sales ratio of 21%



Significant reduction of net working capital since peak in Q3 2022

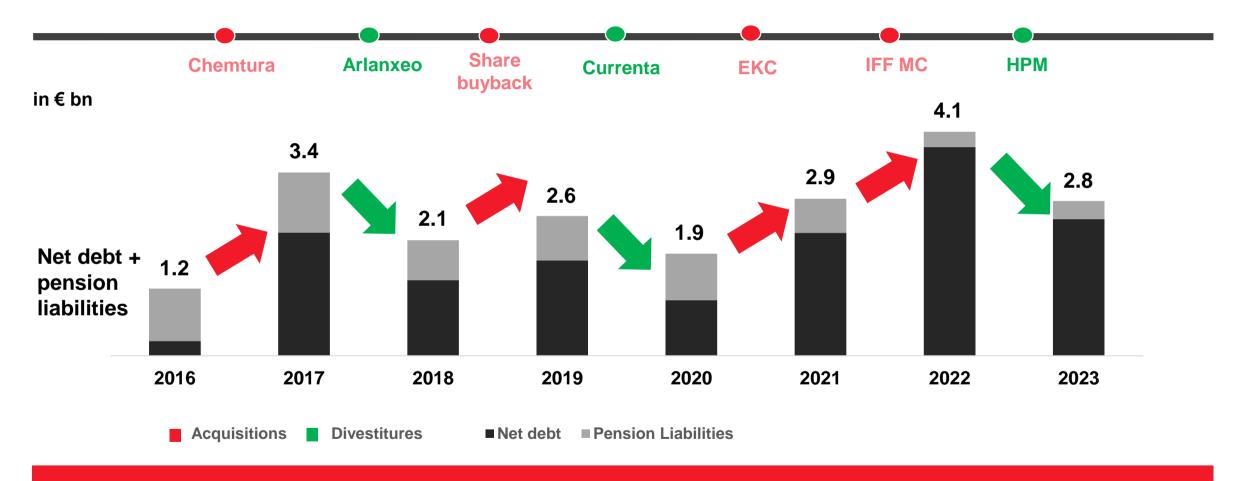


Lower net working capital as lever for cash generation

^{*} Net working capital to sales ratio

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





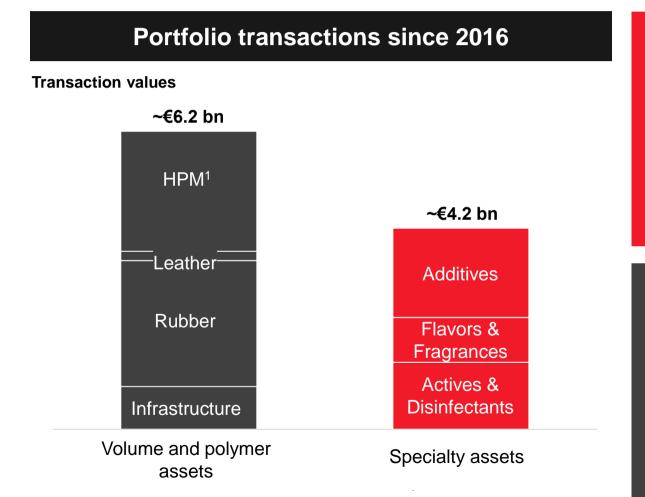
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LANXESS portfolio transformed towards a true specialty chemicals player





Acquired businesses:

High profitability and cash generation

Asset light

Less cyclical

Divested businesses:

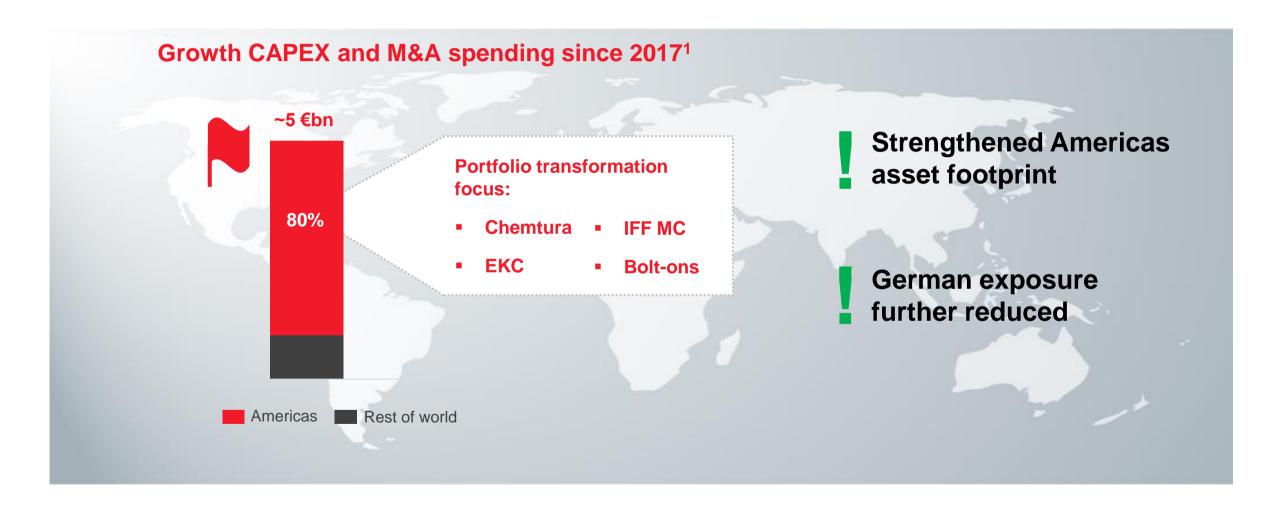
Lower profitability

Asset intensive

More cyclical

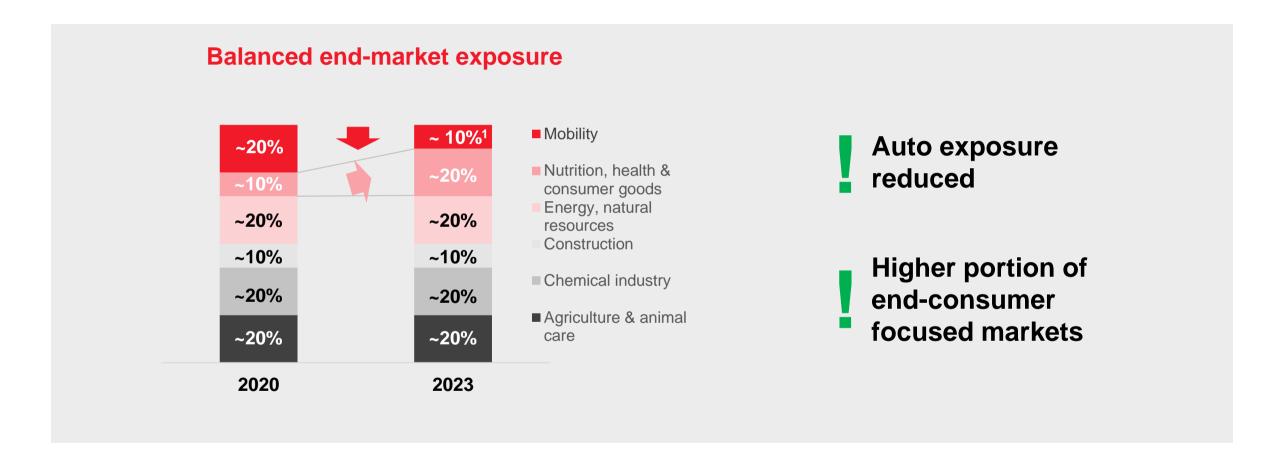
Portfolio transformation increased US footprint...





...and led to a more balanced end-market exposure

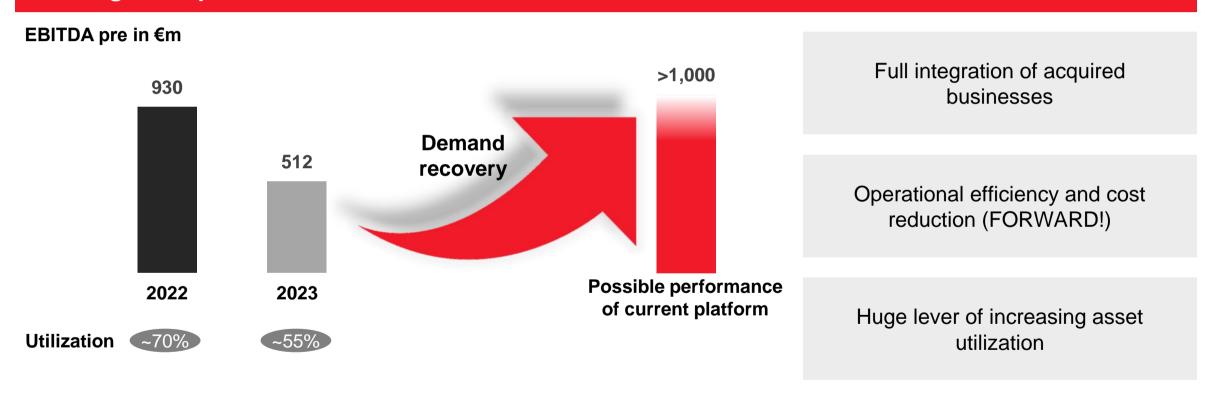




Portfolio with EBITDA potential of >€1 bn



Earnings with potential to double in normalized environment



As no major structural elements have changed, EBITDA improvement expected with demand recovery

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 Industrial Intermediates
- Inorganic Pigments

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

Our product portfolio is aligned with our sustainability strategy



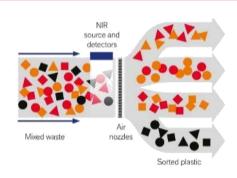
Available: Sustainable products (BU F&F)

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)

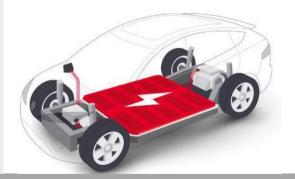


LEWATIT® adsorber enable direct air capture of CO₂



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



Rating

recently

updated



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





Prime status since 2020 Top 10%





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







2019 2020 2021 2022 2023

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









LANXESS plans to supply Standard Lithium with lithium-rich brine

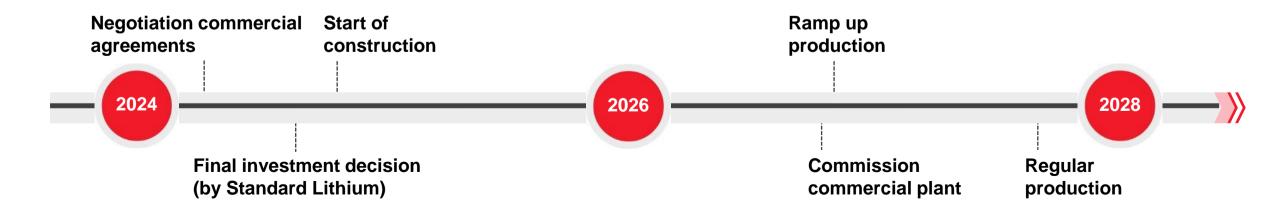


Enhancing profitability

- 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



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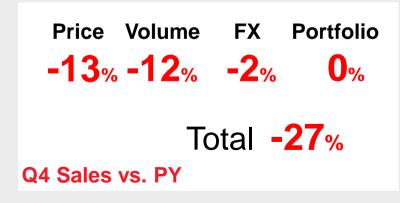


LANXESS Group: Continued progress in debt reduction and cash delivery; EBITDA pre however burdened



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Consumer Protection: Managed to keep prices on stable level

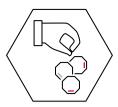


Suppliers' outages and destocking burden

[€ m]	Q4/2022	Q4/2023	Δ	FY 2022	FY 2023	Δ
Sales	640	508	-21%	2,366	2,340	-1%
EBITDA pre	77	50	-35%	363	310	-15%
Margin	12.0%	9.8%		15.3%	13.2%	
Capex	43	34	-21%	129	87	-33%



- Sales decline driven by starting agro destocking and interrupted supply availability (BU F&F); Chlorine force majeure lifted end of Q4
- EBITDA pre and margin affected by weaker demand as well as own inventory reduction measures; Botlek steam supply outage impacted EBITDA pre by ~€10 m



Specialty Additives: Comparison to very strong previous year



Strong contribution to Group's inventory reduction

[€ m]	Q4/2022	Q4/2023	Δ	FY 2022	FY 2023	Δ
Sales	684	492	-28%	2,970	2,325	-22%
EBITDA pre	88	41	-53%	479	209	-56%
Margin	12.9%	8.3%		16.1%	9.0%	
Capex	54	45	-17%	125	122	-2%



- Sales continued to decline particularly driven by market weakness for construction and E&E
- Price decline in all BUs, most significantly in RheinChemie and Polymer Additives compared to high price level in prior year
- EBITDA pre and margin burdened by weaker demand and lower prices in addition to inventory reduction measures

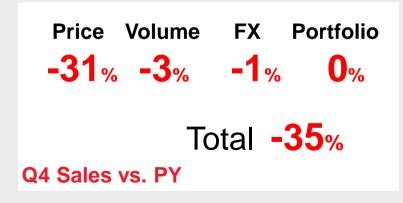


Advanced Intermediates: Demand weakness and significant price reduction burden result



Demand stabilizing on low levels, except for agro

[€ m]	Q4/2022	Q4/2023	Δ	FY 2022	FY 2023	Δ
Sales	571	372	-35%	2,413	1,775	-26%
EBITDA pre	65	24	-63%	291	121	-58%
Margin	11.4%	6.5%		12.1%	6.8%	
Capex	35	29	-17%	95	80	-16%



- Sales decrease driven by significant price reduction partly based on pass-through of lower energy and raw material costs
- Volumes slightly below already weak previous year, driven by low construction demand and agro customers' destocking
- EBITDA pre and margin impacted by weaker pricing in low demand environment

Earnings down in challenging environment, utilization remains on historically low level



P&L [€ m]*	Q4/2022		Q4/2023		yoy
Sales	1,973	(100%)	1,436	(100%)	-27%
Cost of sales	-1,519	(-77%)	-1,204	(-84%)	21%
Selling	-291	(-15%)	-204	(-14%)	30%
G&A	-100	(-5%)	-64	(-4%)	36%
R&D	-26	(-1%)	-23	(-2%)	12%
Financial result	-25		-80		>-100%
Net Income	-21		-753		>-100%
Adjust. EPS (cont.) [€]	0.44		-0.30		>-100%
EBITDA	153	(8%)	-7	(0%)	>-100%
thereof except.	22	(1%)	104	(7%)	>100%
EBITDA pre except.	175	(8.9%)	97	(6.8%)	-45%

- Sales decreased due to lower prices and volumes, FX with additional negative impact
- Cost of Sales reflect declining input costs and lower volumes
- SG&A decrease due to FORWARD! savings, lower freight rates and FX
- Financial result reflects Envalior JV (burdened mainly by interest and D&A)
- Net income burdened by goodwill impairment (€406 m) and Envalior value adjustment (€227 m)
- EBITDA pre and margin still impacted by idle costs

^{*} All figures from continuing operations only (except net income)

Continued working capital measures lead to solid free cash flow in Q4 2023



Cash flow [€ m]*	Q4/2022	Q4/2023	Δ
Profit before tax	-21	-661	-640
Income from investments accounted for using the equity method	-3	29	32
Depreciation & amortization	149	574	425
Income taxes	-33	-16	17
Changes in other assets & liab.	-154	72	226
Changes in working capital	126	179	53
Others	28	47	19
Operating cash flow	92	224	132
Capex	-158	-132	26
Free cash flow	-66	92	158

- Lower profit before tax due to weak operational result, goodwill impairment and negative at equity result
- Continued active working capital management leads to significant cash inflow
- Changes in other assets and liabilities reflect mainly a positive impact from built-up of restructuring provisions; prior year was impacted by EEG payment, variable compensation and IFRS 15 effects
- Maintaining disciplined capex management amid historically low asset utilization to bolster liquidity

^{*} All figures from continuing operations only (except profit before tax)
Free cash flow = Operating cash flow minus capex

Net financial debt massively reduced



Balance sheet [€ m]	31.12.2022	31.12.2023
Total assets	11,287	9,665
Equity	4,427	4,507
Equity ratio	39%	47%
Net financial debt ¹	3,814	-35% 2,498
Pension provisions	367	498
Net working capital	2,010	1,389
DSI (in days) ²	85	85
DSO (in days) ³	39	38

- Lower total assets mainly due to debt reduction
- Higher equity reflects gain from sale of BU HPM
- Net financial debt significantly reduced by proceeds from the Envalior transaction and effective working capital measures
- Pension provisions increased due to lower interest levels and higher inflation expectation in Germany
- Significant reduction in net working capital based on strict inventory control measures

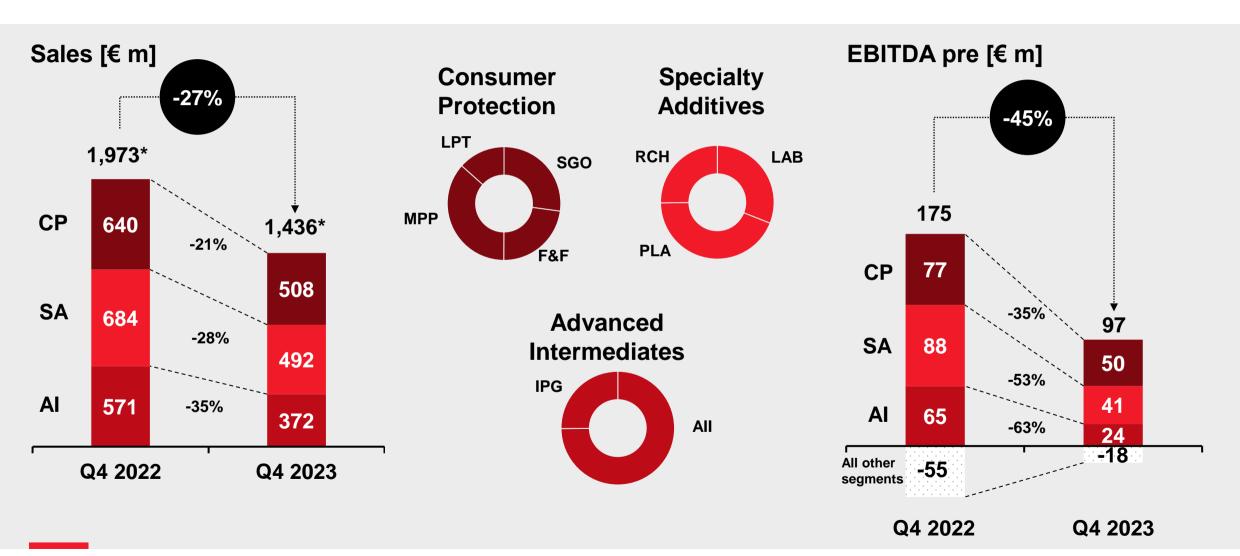
¹ Deducting cash, cash equivalents, near cash assets

² Days sales of inventory calculated from quarterly sales

³ Days of sales outstanding calculated from quarterly sales

Q4 2023: Sales and EBITDA pre lower in all segments





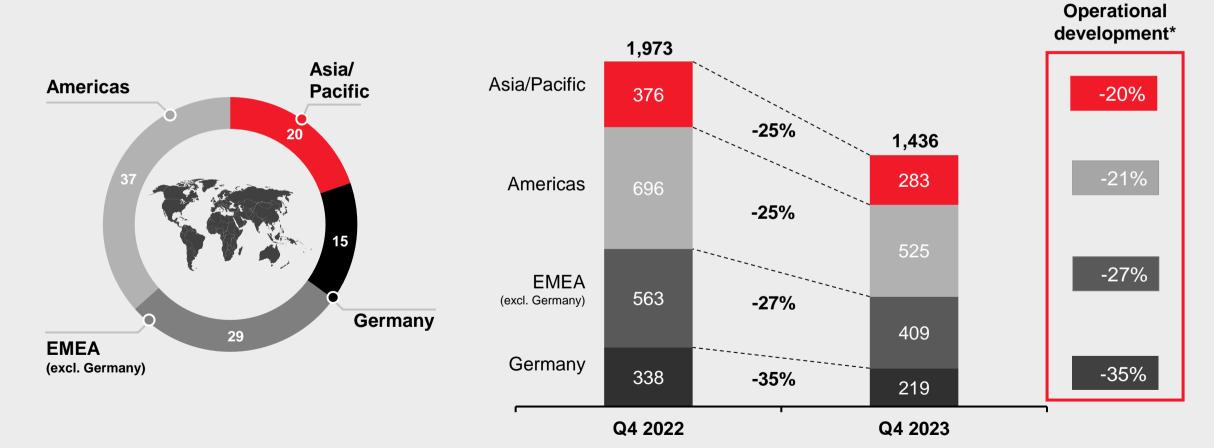
^{*} Total group sales including all other segments

Q4 2023: Weak development in all regions





Regional development of sales [€ m]

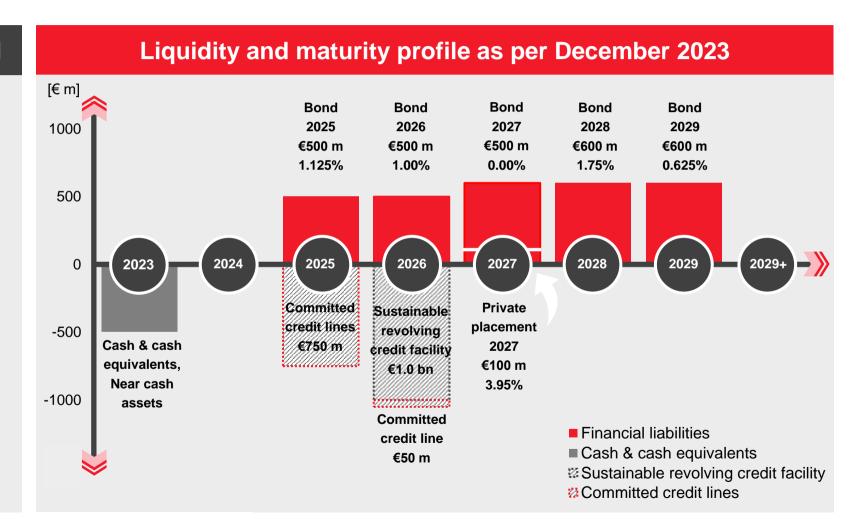


LANXESS maturity profile without refinancing need in 2024 and pre-financed 2025 maturity



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 May 2025



FY 2023 exceptional items (on EBIT) due to writedowns on goodwill and FORWARD! above PY level



[€ m]	Q4 2022		Q4 2023		FY 2022		FY 2023	
	Excep.	thereof D&A	Excep.	thereof D&A	Excep.	thereof D&A	Excep.	thereof D&A
Strategic realignment and restructuring (incl. FORWARD!)	-17	-1	-115	-15	-31	-1	-133	-20
M&A, digitalization and others	-6	-1	-9	-1	-46	-4	-52	-4
Strategic IT projects	-1	0	4	0	-32	0	-24	-1
Write-downs on goodwill	0	0	-406	-406	0	0	-406	-406
Total	-24	-2	-526	-422	-109	-5	-615	-431

Appendix



Housekeeping items 2024



Capex

~€350 m

Operational D&A

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

All other segments

~-€130 m EBITDA pre

Underlying tax rate

~26%- 27% continuing operations

Exceptionals

~€60 m

FX sensitivity

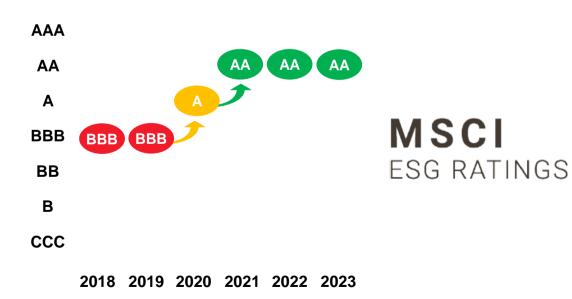
One cent change of USD/EUR resulting in **~€3 m** EBITDA pre impact after hedging

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



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



FY 2023: Results burdened by low demand and own inventory reduction measures



P&L [€ m]*	FY 2022		FY 2023		yoy
Sales	8,088	(100%)	6,714	(100%)	-17%
Cost of sales	-6,151	(-76%)	-5,446	(-81%)	11%
Selling	-1,064	(-13%)	-933	(-14%)	12%
G&A	-319	(-4%)	-279	(-4%)	13%
R&D	-102	(-1%)	-99	(-1%)	3%
Financial result	-23	(0%)	-279	(-4%)	>-100%
Net income	250	(3%)	443	(7%)	77%
Adjust. EPS (cont.) [€]	3.72		0.13		-97%
EBITDA	826	(10%)	328	(5%)	-60%
thereof except.	-104	(-1%)	-184	(-3%)	-77%
EBITDA pre	930	(11.5%)	512	(7.6%)	-45%

- Lower sales due to low demand, customers' destocking & suppliers' outages
- Cost of sales reflect declining input costs
- Lower selling costs due to weak volumes
- Financial result reflects Envalor
 JV burdened by interest and PPA.
 Prior year with gain from settled
 interest rate hedges
- Net income contains book gain from HPM disposal (reduced due to value adjustment of €227 m in Q4), partly offset by goodwill impairment (€406 m)
- Earnings and margin down due to low utilization and idle costs

^{*} All figures from continuing operations only (except net income)

FY 2023: Strong cash generation in challenging environment due to inventory measures and lower capex



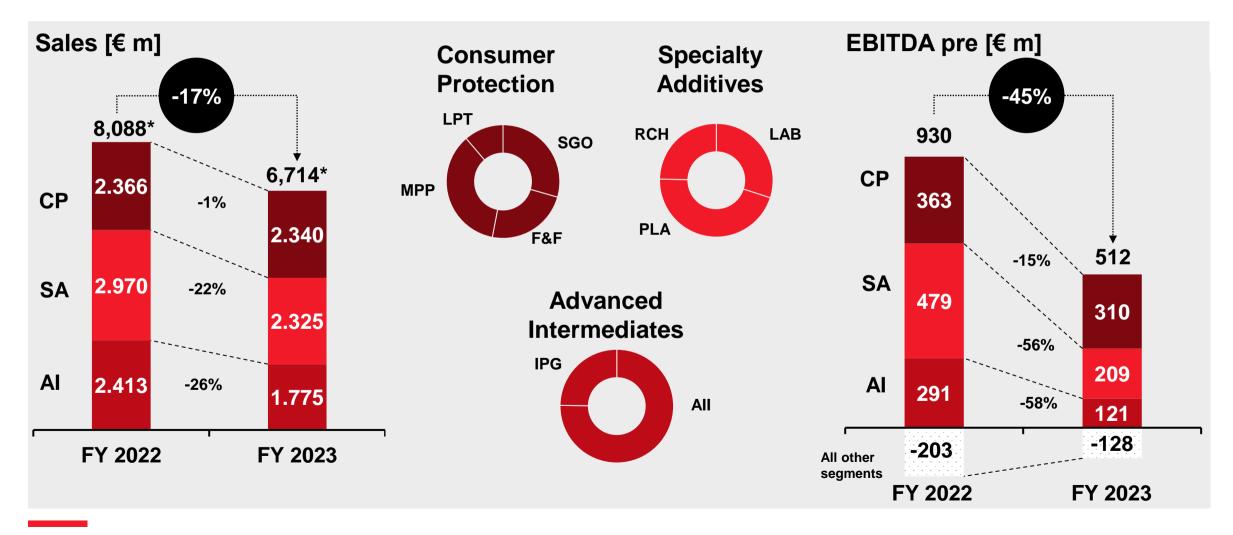
Cash Flow [€ m]*	FY 2022	FY 2023	Δ
Profit before tax	257	-947	-1.204
Income from investments accounted for using the equity method	-3	172	175
Depreciation & amortization	546	996	450
Income taxes	4	-53	-57
Changes in other assets & liab.	-160	17	177
Changes in working capital	-471	577	1.048
Others	14	90	76
Operating cash flow	187	852	665
Capex	-407	-326	81
Free Cash Flow	-220	526	746

- Lower profit before tax due to weak operational result, goodwill impairment and at equity result
- Non-cash at equity result mainly from Envalior
- Significantly improved working capital through effective inventory management
- Changes in other assets and liabilities in 2022 impacted by EEG payment, variable compensation, IFRS 15 and FX effects among others
- Capex reduced in context of cost saving measures and low utilization

^{*} All figures from continuing operations only (except profit before tax)
Free cash flow = Operating cash flow minus capex

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

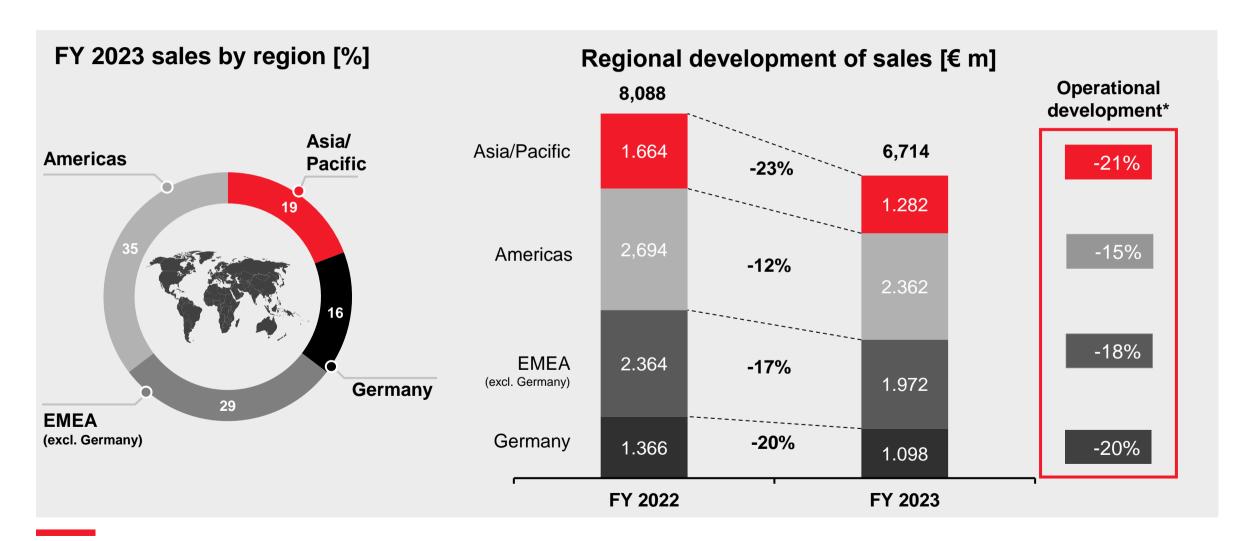




^{*} Total group sales including all other segments

FY 2023: Americas with comparably lowest decrease





^{*} Currency and portfolio adjusted

Management is significantly invested and in the shoes of investors



Overview of managers' purchases since latest quarterly reporting (November 8, 2023)

Name	Function	Date	Price	Quantity	Volume
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 €
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 shares
Matthias Zachert	CEO	86,130
Dr. Hubert Fink	Board member	30,800
Frederique van Baarle	Board member	7,986
Oliver Stratmann	CFO	10,567

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)
S&P Global 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

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

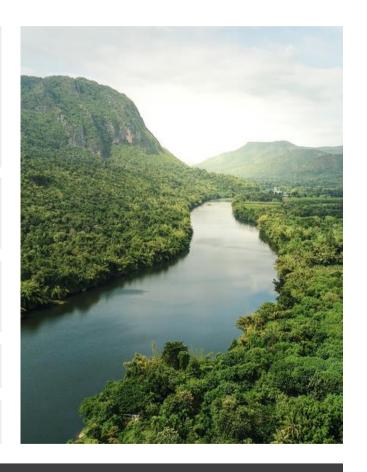
➤ Phase out of 2021/2023 roadmap products by 2026, innovate and substitute by 2030

SAFETY

➤ Aiming for zero accidents

DIVERSITY

➤ Proportion of women in management¹ at 30% in 2030



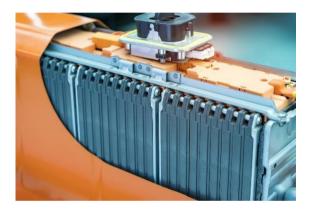
Ambition: LANXESS, a leading, resilient, and sustainable company

¹ Management refers to all managerial employees below the Board of management

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

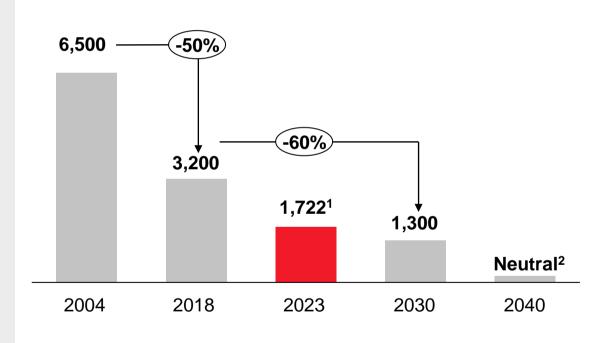
Our projects to reduce Scope 1 and 2 emissions are on track



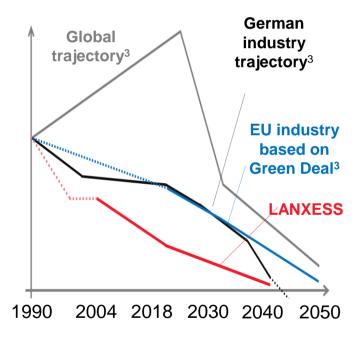
CLIMATE 2040

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 CO₂e Scope 1 and 2 emissions

Scope 1 and 2 emissions

We are on track to achieve target set for 2030

¹ Only continuing operations. 2023 figure distorted by very low utilization. | ² Climate neutral: Less than 220k tons of CO₂ equivalents (e) per year. These will be reduced through compensation measures. | ³ Estimation based on AGORA Energiewende

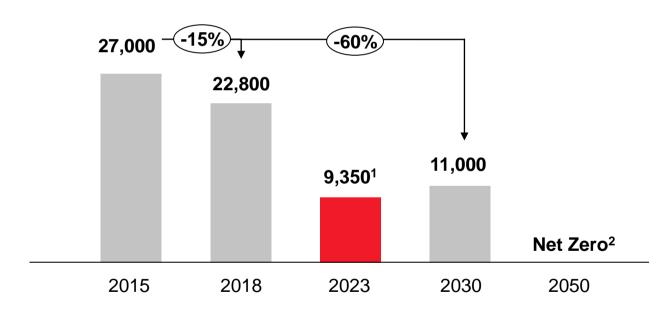
We aim to reduce and ultimately neutralize our Scope 3 value chain emissions



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 CO₂e Scope 3 emissions

We are on track to achieve target set for 2030

¹ Only continuing operations. 2023 figure distorted by very low utilization.

² "Net zero" will be achieved by a combination of positive and negative emissions during the life-cycle. Last 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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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



