LANXESS – Q1 2010 Roadshow

Strong demand meets flexible and adjusted cost structure

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Agenda

- Strategy recap
- LANXESS – positioned to benefit from global growth trends
  - Mobility and labeling
  - CO_2 reduction and clean water
- Business and financial review Q1 2010
- Outlook

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LANXESS – A leading specialty chemicals company based on three powerful segments

LANXESS – Energizing Chemistry

Performance Polymers

Globally No. 1-3

- Global technology leader in synthetic rubber and polyamide
- Supporting trends:
  - Mobility, growing population in Asia
  - High Performance Tires
  - Vehicle weight reduction
  - Tire-labeling, replacement pick-up

Advanced Intermediates

Europe No. 1-2

- Leading suppliers of custom synthesis and basic chemicals (agrochem-related)
- Supporting trends:
  - Increasing crop demand based on growing world population
  - Need of farmers to raise yields
  - Industry consolidation

Performance Chemicals

No. 1-4 in niches

- Application-orientated specialty chemicals
- Strong brands and technology leader
- Supporting trends:
  - Scarcity of purified water
  - Rising middle class in APAC
  - Ongoing market consolidation

Competitiveness across the portfolio

* pre exceptionals

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Consistent delivery of our strategy

Acquisition

- Acquisition of Gwalior/India – a strategic fit in a growing market
- Acquisition of Jiangsu Polyols Chem. Co/China
- Purchase of Petroflex/Brazil, strengthening worldwide presence in synthetic rubbers with Latin American activities
- Purchase of chrome chemicals activities of Dow Chemical in South Africa
- Purchase of iron oxides pigment facilities from Jinzhuo Chemicals/China

Portfolio optimization

- Individual businesses given new perspectives by divestment to investors. Eight non-core businesses/affiliates divested with ~€1.5 bn sales

Targeted restructuring

- Challenge09-12, €360 m savings until 2012
- Four restructuring packages successfully implemented
- Cost reduction of approx. €165 m achieved until 2008e (€205m annually from 2009**)

Performance improvement

- "Price-before-volume" strategy implemented
- Working capital management remains tight

* pre exceptionals ** adjusted for impact of Lustran Polymers exit

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Excluding acquisitions, headcount reduced by ~1,000 employees versus FY 2008

Headcount development since 2003

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Portfolio management has continuously strengthened the company - €1.5 bn of sales divested

Divested
Acquired

	Date	Leadership Position	Cyclicality	Profitability Expectation
Fibers	2005	Weak	High	Low
Paper	2005	Moderate	Moderate	Medium
Textile Processing Chem.	2006	Weak	Moderate	Medium
Lustran Polymers	2007	Good	High	Low
CISA	2006	Good	Low	High
Petroflex	2007	Good	Low	High
Jinzhuo Chemicals (IPG)	2008	Good	Moderate	High
Gwalior Chemicals (BAC)	2009	Good	Low	High
Jiangsu Polyols (BAC)	2009	Good	Low	High

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LANXESS – Improvement trend of financials, based on strategy implementation

In € m	2003	2004	2005	2006	2007	2008	2009
EBITDA*	311	447	581	675	719	722	**465**
Net financial debt	1,429	1,135	680	511	460	864	**794**
Net fin. debt / EBITDA*	4.6x	2.5x	1.2x	0.8x	0.6x	1.2x	**1.7x**
Gearing	128%	101%	54%	36%	30%	65%	**55%**
Underlying EPS**	-2.23	0.65	1.19	2.69	3.36	3.44	**1.31**

pro forma data only

Ready for the recovery

* pre exceptionals ** EPS pre exceptionals, based on actual taxrate
2008 data adjusted for change in pension accounting

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Powershift to BRIC – business activity substantially improving

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Mobility trend remains intact - global vehicle park continues to grow

Global light vehicle park shows sustained growth trend

Increasing vehicle park:

- Global growth expected around 3%
- APAC with highest growth rates (approx. 5-7%)
- Americas and EMEA with lower growth rates of around 2%

Secured demand for tires

Source: J.D. Power 2009 Q3

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Planned capacity expansions of selected tire producers- companies focus on BRIC markets

BRIDGESTONE

- Increase capacity in Thailand
  ~€75 m investment/ ~2.0 m tires/year
- Increase capacity in China
  ~€67 m investment/ ~1.3 m tires/year

MICHELIN

- New plants in China and India
  ~€1.300 m investment
- New plant in Brazil
  €300 m investment
- Increase capacity in, Russia
  2 million tires/year

HANKOOK

- New plant in Hungary:
  €230 m investment/ 10 m tires/year

CHENG SHIN TIRE

- New plant in Taiwan
  ~€250 m investment
  ~5.5 m tires/year

Continental

- New plant in China
  €185 m investment
  ~4 m tires/year

PIRELLI

- New plant in Russia
  ~€250 m investment
  ~4.2 m tires/year

YOKOHAMA

- New plant in China
  ~€52 m investment
  ~2.1 m tires/year

TOYO TIRES

- New plant in China
  ~€72 m investment
  ~2 m tires/year

Source: Companies website, licensing to others

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New EU tire legislation will increase transparency of tire performance and thus reinforce high performance tire trend

Labeling regulations

- EU: as of November 2012, new tires will be labeled for
  - fuel efficiency
  - wet grip
  - noise performance
- Labeling classes from “A” to “G” will influence consumer behavior
- Japan: leading tire producers with voluntary commitment for labeling in 2010
- South Korea with voluntary labeling program in 2011
- U.S.: legislative initiatives

Tire producers preparing for new requirements

Nd-PBR gaining importance in PBR sales

Source: Press release European Parliament

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Strengthening our global butyl rubber business with a world scale production facility in Singapore

Facts & Figures

- Location: Singapore, Jurong Island
- Most competitive BTR site
- Ideal infrastructure/ raw material supply secured
- ~200 employees
- Start of production: Q1 2013
- Capacity: up to 100 kt/a

- Capex: up to €400 million
- Attractive tax regime
- Enhancing BTR‘s natural hedge against FX fluctuations

Distribution of cash outflows

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Optimization of PBR's world production network

LANXESS to expand global capacities of Nd-PBR

- Debottlenecking of ~50 kt Nd-PBR in Cabo, Dormagen and Orange
- LANXESS flexible production set up in Pt. Jérôme enables a possible increase of SSBR
- Upgrade to LANXESS technology in Cabo

- Capacities to come on stream between Q1 2011 and Q1 2012
- Project capex: ~€20 m only
- Attractive payback time of investment < 5 years
- Expected Nd-PBR growth* ~10%

* global annual growth

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Strengthening our TRP rubber business with a brand new production facility in China

Facts and figures

- Location: Nantong, China
- Partnership: 50:50 joint venture with TSRC
- Highly cost-efficient plant, start of production H1 2012
- ~100 employees
- Capacity: 30 kt/a initial capacity
- Serving Chinese NBR market with double-digit growth

Main applications

- Hoses
- Seals
- Belts

NBR rubber market overview of Greater China

Treatment in LXS' accounts

- At equity consolidation
- Capex: ~ €36 m joint investment (LXS: ~ €18 m), equally split between 2010 and 2011

Source: LANXESS estimates; * nameplate capacity

BU SCP's new technology reduces weight and improves performance of modern cars

Durethan offers new design opportunities combined with reduced fuel consumption

- New components used in Citroen Picasso based on Durethan with exceptional structural performance in tandem with significantly reduced weight
- New Audi A8 spare wheel well uses Durethan hybrid structure which carries up to 70 kg but weighs only 9 kg
- Durethan / aluminum well with new structural functionality
- A8 front end made of Durethan with aluminum inserts and composite sheet

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Investing in mega trend “clean water” ensures long-term growth for ION

Growing demand trend for clean water

- Population growth in Asia
- Increasing urbanization
- Rising energy consumption

Purification of available water is mandatory to satisfy future demand

New plant in Germany

- €30 m investment in new ION facility in Bitterfeld
- Pioneering of new membrane filtration technology
- Creation of 200 jobs
- First products to be launched in course of 2011

New plant in India

- €30 m investment in new ION plant in Jaghadia
- Construction well on schedule, completion in 2010
- 250 workers employed by LANXESS on site
- Most modern plant of its kind in Asia

Strong commitment to strategic water treatment business

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Strong pick up in business activity

Q1 yoy sales variances	Price	Volume	Currency	Portf.	Total
Performance Polymers	17%	74%	-7%	0%	85%
Advanced Intermediates	0%	20%	-2%	7%	24%
Performance Chemicals	-5%	42%	-2%	0%	35%
LANXESS	6%	50%	-4%	2%	53%

- Strong pick up in volumes in tandem with prices
- Prices increase in line with increasing input costs
- Significant volume rebound due to low comparables

Q1 yoy EBITDA bridge [€ m]

- “Price before volume” strategy successful as higher prices offset higher input costs
- Others contains mainly negative currency effects

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Strong demand meets a flexible and adjusted cost structure

[€ m]	Q1 2009		Q1 2010		yoy in %
Sales	**1,054**	**(100%)**	**1,613**	**(100%)**	**53%**
Cost of sales	-857	(81%)	-1,219	(76%)	42%
Selling	-114	(11%)	-142	(9%)	25%
G&A	-60	(6%)	-60	(4%)	0%
R&D	-24	(2%)	-24	(2%)	0%
EBIT	**-1**	**(0%)**	**164**	**(10%)**	**n/a**
Net Income	**-14**	**(1%)**	**104**	**(6%)**	**n/a**
EPS	**-0.17**		**1.25**		**n/a**
EBITDA	62	(6%)	230	(14%)	n/a
thereof exceptionals	-4	(0%)	-3	(0%)	-25%
EBITDA pre exceptionals	**66**	**(6%)**	**233**	**(14%)**	**n/a**

- Significant sales increase as positive volume (+50%), price (+6%) and portfolio (+2%) effects are somewhat mitigated by negative currency development (-4%)
- Relative operational cost base reduced, absolute increase due to higher business activity, e.g. freight costs
- Strong EBITDA pre due to strong demand situation and flexible and adjusted cost structure

Solid start of 2010

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Q1 2010 – Performance Polymers strong driver for sales and EBITDA increase

- Higher sales in all segments with Performance Polymers leading the improvement
- Sales in Performance Polymers are fueled by strong demand from Asia and Brazil (mobility trend)

- EBITDA pre at very strong level based on strong demand situation
- Margins solid – increasing capacity utilization and flexible and adjusted cost structure

* pre exceptionals

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Performance Polymers: substantial business rebound

[€ m]	Q1 2009	Q4 2009	Q1 2010
Sales	**448**	**725**	**828**
EBIT	-24	79	108
Depr. / Amort.	32	38	35
EBITDA	8	117	143
EBITDA pre exceptionals	**8**	**114**	**144**
Margin	1.8%	15.7%	17.4%
Capex	**28**	**52**	**19**

- Sales rebound yoy due to stronger volumes & prices in all BUs
- Improvement in all regions, ongoing strong demand for rubber (replacement and restocking)
- BTR running at full capacity
- PBR with good momentum especially from Asia and Brazil
- SCP, TRP benefit from positive development of OEM markets
- Price increases offset risen input costs (mainly Butadiene)
- EBITDA and margin further improved, solid demand leads to increased capacity utilization rates, lower idle costs

Sales by BU

Sales bridge year on year [€ m]

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Advanced Intermediates: segment provides stability

[€ m]	Q1 2009	Q4 2009	Q1 2010
Sales	**258**	**277**	**320**
EBIT	35	11	31
Depr. / Amort.	11	13	13
EBITDA	46	24	44
EBITDA pre exceptionals	**46**	**30**	**44**
Margin	17.8%	10.8%	13.8%
Capex*	**9**	**30**	**5**

- Volumes increase on normal seasonal demand pattern
- Softening in agro due to higher customer inventories (BAC, SGO). Non-agro end industries overcompensate (BAC), albeit with lower margin contribution
- Saltigo pharma business decreasing
- Positive long-term trend for agrochemicals remains intact
- Gwalior with pleasant performance in Q1
- EBITDA pre on previous year's solid level

Sales by BU

Sales bridge year on year [€ m]

* net of projects financed by customers

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Performance Chemicals: strong specialty chemicals portfolio

[€ m]	Q1 2009	Q4 2009	Q1 2010
Sales	**338**	**382**	**455**
EBIT	21	4	62
Depr. / Amort.	17	22	16
EBITDA	38	26	78
EBITDA pre exceptionals	**39**	**32**	**78**
Margin	11.5%	8.4%	17.1%
Capex	**13**	**29**	**14**

- Sales rebound in all BUs due to solid volume improvement
- RCH and RUC benefit from recovery of OEM markets
- Lower selling prices offset by reduced input costs with phosphor (FCC) and related lower selling prices for chromium ore (LEA) being the main drivers
- BUs IPG and RCH strongest absolute contributors to EBITDA increase
- ION with expansion project well on track
- Substantial improvement of EBITDA pre year on year

Sales by BU

Sales bridge year on year [€ m]

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LANXESS is well positioned and confident for 2010

Current macro view

- Global markets have further stabilized, growth momentum in emerging markets (especially Asia) while other regions slowly improve
- Overall business momentum is anticipated to improve, however macroeconomic setbacks cannot be ruled out

LANXESS in 2010

- LANXESS well positioned with its flexible setup and BRIC footprint
- LANXESS is well positioned for 2010, based on sound fundamentals, strong entrepreneurial culture, flexible cost structure and underlying beneficial trends
- LANXESS with very good start into 2010

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LANXESS with confidence for 2010

LANXESS expects 2010 well ahead of 2009

EBITDA pre FY 2010 is expected to be between €650-700 m assuming a continued positive macroeconomic development

Additional financial information for 2010

- Capex : ~€400-430 m
- Hedging 2010 : ~40% at 1.35-1.40 USD / EUR
  2011 : ~25% at 1.35-1.40 USD / EUR
- Exceptionals : ~€20 m P&L expenses / one time costs
- Cash outs : ~€40 m for restructuring
- Q2 expected to be peak cash-out quarter
  - Proposed dividend payout of ~€41 m
  - Annual interest payment for respective bonds
  - Payment for annual performance bonus

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Energizing Chemistry

Appendix

Portfolio management allows for regrouping of LANXESS businesses along chemical segmentation

Performance Polymers

- Butyl Rubber
- Performance Butadiene Rubbers
- Technical Rubber Products
- Semi-Crystalline Products

Advanced Intermediates

- Basic Chemicals
- Saltigo

Performance Chemicals

- Material Protection Products
- Inorganic Pigments
- Functional Chemicals
- Leather
- RheinChemie
- Rubber Chemicals
- Ion Exchange Resins

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

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LANXESS has a broad customer portfolio with varying demand patterns

LANXESS sales distribution by industry, 2009

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Platform for future success

Q1 2010

Business	**Strong volume rebound in emerging markets**
	Flexible and adjusted cost structure very supportive
Investments	▪ **BTR, new world scale plant (Singapore)** ▪ **PBR, additional Nd capacity through debottlenecking (US, Brazil, Germany)** ▪ **BAC, new Formaldhyde plant (Germany)** ▪ **ION, new plant for membrane technology (Germany)** ▪ **ION, new plant (India)** ▪ **RUC, opening new plant (India)**
Financials	**€233 m EBITDA pre based on strong demand and good cost structure**
	Strong quarter with net income of €104 m and EPS of €1.25

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Q1 2010 financials: back to more normal profitability

[€ m]	Q1 2009	Q4 2009	Q1 2010	yoy in %
Sales	**1,054**	**1,392**	**1,613**	**53.0%**
EBITDA pre except. margin	**66** 6.3%	**144** 10.3%	**233** 14.4%	**>100%**
Net Income	**-14**	**14**	**104**	**n/a**
Capex*	**52**	**114**	**39**	**-25.0%**
[€ m]	**31.12.2008**	**31.12.2009**	**31.03.2010**	**% vs. YE**
Net Financial Debt	**864**	**794**	**851**	**7.2%**
Net Working Capital	**1,289**	**1,096**	**1,343**	**22.5%**
Employees	**14,797**	**14,338**	**14,292**	**-0.3%**

- Strong increase in sales, driven by strong volumes in the context of improving demand
- EBITDA and margin: improved demand and higher capacity utilization, reduced idle costs
- Strong net income
- Net financial debt increased due to working capital financing
- Higher working capital due to business activity, turnaround preparation, level of selling prices and FX effect

Good start of the year on flexible and adjusted cost structure

* net of projects financed by customers and finance lease

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Tidy balance sheet

[€ m]	Dec 31, 2009	Mar 31, 2010
Non-current Assets	**2,382**	**2,436**
Intangible assets	196	202
Property, plant & equipment	1,809	1,850
Equity investments	26	30
Other investments	1	1
Other financial assets	79	76
Deferred taxes	163	172
Other non-current assets	108	105
Current Assets	**2,686**	**2,883**
Inventories	849	949
Trade accounts receivable	733	905
Other financial assets	146	147
Other current assets	243	269
Near cash assets	402	402
Cash and cash equivalents	313	211
Total Assets	**5,068**	**5,319**

	Dec 31, 2009	Mar 31, 2010
Stockholders' Equity	**1,445**	**1,559**
thereof minority interest	13	14
Non-current Liabilities	**2,504**	**2,526**
Pension & post empl. provis.	569	604
Other provisions	307	317
Other financial liabilities	1,462	1,418
Tax liabilities	47	47
Other liabilities	81	100
Deferred taxes	38	40
Current Liabilities	**1,119**	**1,234**
Other provisions	352	395
Other financial liabilities	94	109
Trade accounts payable	486	511
Tax liabilities	52	62
Other liabilities	135	157
Total Equity & Liabilities	**5,068**	**5,319**

Near cash position invested in highly rated and liquid money market funds

- Increase in pension provisions due to lower discount rates in Germany
- Higher inventories in line with increased business activity and pricing, preparation for Q2 turnaround and currency

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No major refinancing needs until 2012

Long term financing secured

- Maturity profile extended
- No major refinancing needs until 2012
- Dependency on banks further reduced
- Ample liquidity in place to finance growth projects (i.e. Singapore plant, etc.)

Liquidity and maturity profile

Access to unconditioned liquidity is a valuable asset

[1] English: promissory notes

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Cash flow mirrors increased business activity

[€ m]	Q1 2009	Q1 2010
Profit before Tax	**-21**	**144**
Depreciation & amortization	63	66
Gain from sale of assets	-7	0
Result from equity investments	-2	-4
Financial (gains) losses	9	21
Cash tax payments / refunds	24	-18
Changes in other assets and liabilities	-57	-2
Operating Cash Flow before changes in WC	**9**	**207**
Changes in Working Capital	113	-215
Operating Cash Flow	**122**	**-8**
Investing Cash Flow	**5**	**-39**
thereof Capex	-52	-39
Financing Cash Flow	**-96**	**-57**

- Substantially improved profit before tax fuels cash flow
- Inventories increase due to raw material pricing, volumes (among others preparation for Q2 turnarounds) and currency
- Working capital should come back to usual seasonality (increase in H1 and decrease in H2)

Strong operating cash flow before working capital

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Resilience shown in recession scenario

Average operating segment margin* above 10 %

- Despite unprecedented downturn, operating margins demonstrate resilience
- Early implementation of cost saving measures lowered Break-Even
- Price-before-volume strategy supports margins

* Q4 2008 to Q3 2009, ** excl. inventory devaluation

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Exceptional items incurred in Q1 2009 and Q1 2010

[€ m]	Q1 2009		Q1 2010	
	Exceptional	thereof D&A	Exceptional	thereof D&A
Performance Polymers	0	0	1	0
Advanced Intermediates	0	0	0	0
Performance Chemicals	1	0	0	0
Reconciliation	3	0	2	0
Total	**4**	**0**	**3**	**0**

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Raw material prices continue their rise in Q1 2010

Global raw materials index*

- In Q1 2009, raw materials decreased, lag-effect helped keeping selling prices stable
- Since Q3 2009, raw material prices rose, LANXESS sequentially increased selling prices
- Further raw material price increase is expected

Raw materials increase sequentially

* source: LANXESS, average 2006 = 100%

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Serving global markets with world-wide rubber manufacturing network

Butyl Rubber

- Zwijndrecht, Belgium
- Sarnia, Canada
- Singapore (planned)

Performance Butadiene Rubbers

- Port Jerome, France
- Dormagen, Germany
- Orange TX, USA

Technical Rubber Products

- La Wantzenau, France
- Dormagen, Leverkusen and Marl, Germany
- Orange TX, USA

Petroflex

- Cabo, Brazil
- Duque de Caxias, Brazil
- Triunfo, Brazil

● Production site
○ R&D centre

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Projected demand for Nd-PBR to exceed supply by 2014

Nd-PBR demand grows beyond available capacity levels

- Global growth for Nd-PBR is expected at ~10% annually driven by:
  - Global mobility trend
  - Focus on high performance tires
  - Substitution of other PBR types
- High versatility of Nd-PBR:
  - Tires
  - High Impact Polystyrene
  - Sporting Goods
  - Conveyor Belts

Customers seek long term cooperation, because capacities are expected to be short

Source: LANXESS estimates; * Real capacity = nameplate capacity with 85% utilization

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Is LANXESS a swing producer?

Tire manufacturers produce insufficient synthetic rubber for their captive use

Rubber producing capabilities of selected tire manufacturers:

Importance in LANXESS portfollio		Michelin	Goodyear	Bridgestone	Continental	Pirelli	Hankook
major	**BTR**	none	none	none	none	none	none
major	**PBR**[1]	little[2]	none	capable	none	none	none
minor	**S-SBR**	capable	capable	capable	none	none	none
major	**E-SBR**	little	capable	capable	none	none	none
major	**NBR**	none	none	none	none	none	none

LANXESS is not a swing producer

[1] Nd-PBR [2] Know how present, licensing to others

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Does natural rubber cannibalize synthetic rubber?

[1] Nd-PBR

Similar tire labelings are being proposed in several countries

Proposed tire labels

Europe

U.S.

Japan

For fuel efficient tires

For fuel efficient tires

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Abbreviations

Performance Polymers

- BTR Butyl Rubber
- PBR Performance Butadiene Rubbers
- TRP Technical Rubber Products
- SCP Semi-Crystalline Products

Advanced Intermediates

- BAC Basic Chemicals
- SGO Saltigo

Performance Chemicals

- MPP Material Protection Products
- IPG Inorganic Pigments
- FCC Functional Chemicals
- LEA Leather
- RCH Rhein Chemie
- RUC Rubber Chemicals
- ION Ion Exchange Resins

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Upcoming events 2010

Upcoming events

▪ Annual Stockholders' Meeting	May 28, 2010
▪ Q2 Results 2010	August 06, 2010
▪ Capital Markets Day	September 15/16, 2010
▪ Q3 Results 2010	November 10, 2010

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