



LANXESS - CMD

Prepared for stormy times and ready to deliver!

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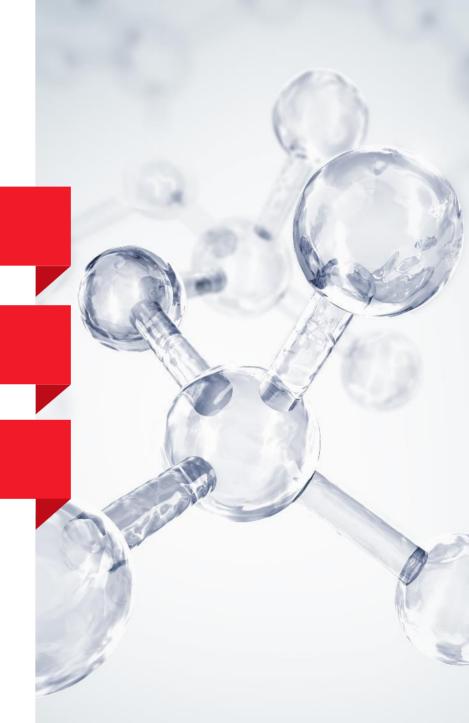
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Today's program

1 Presentations by CEO and CFO

2 Deep dive into Flavors & Fragrances

3 Q&A







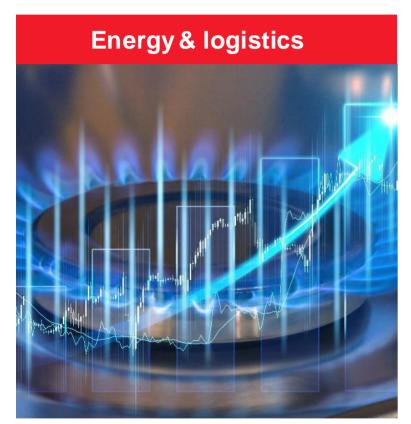
LANXESS - CMD

Prepared for stormy times and ready to deliver!

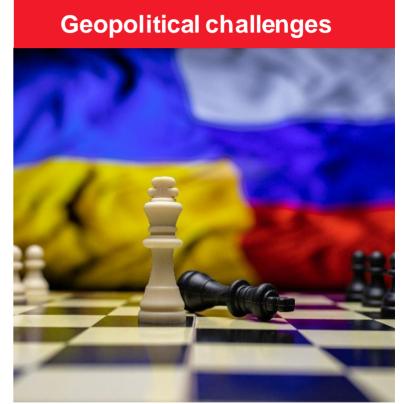
Matthias Zachert, CEO Michael Pontzen, CFO November 10, 2022

The world is changing dramatically...









LANXESS is prepared for a challenging environment



Challenges require actions

- Substantial liquidity established: ~€1.8 bn undrawn credit facilities, no financial covenants
- Cost control measures in place:
 - Limit operational expenses
 - Levers to reduce personnel expenses identified
- Contingency plan in place to manage a potential gas shortage in Germany
- Ongoing pass-through of price increases



Agenda

1 Portfolio: What we achieved & path forward

2 Managing our weak spots

3 Performing in Sustainability



Our portfolio transformation has been successful: Recent divestments support strategic goals



Currenta stake

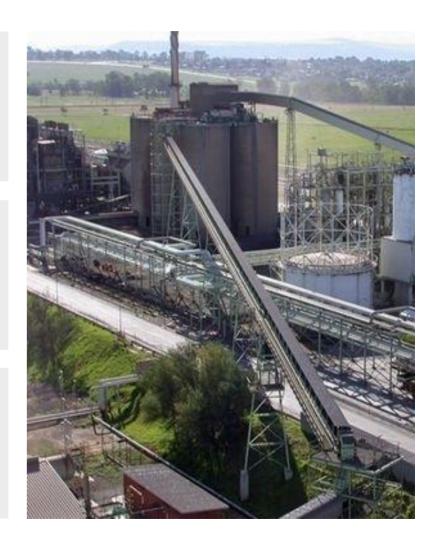
- Monetizing hidden reserves
- Cash inflow strengthened financial position

Leather business

- Exit from unattractive business
- Reducing automotive exposure

Organometallics (Tin / Gallium based) Membranes

- Rigorously addressing under-performing businesses across our portfolio
- Shifting all resources to focus areas



Targeted acquisitions in Consumer Protection boost specialty character of LANXESS portfolio









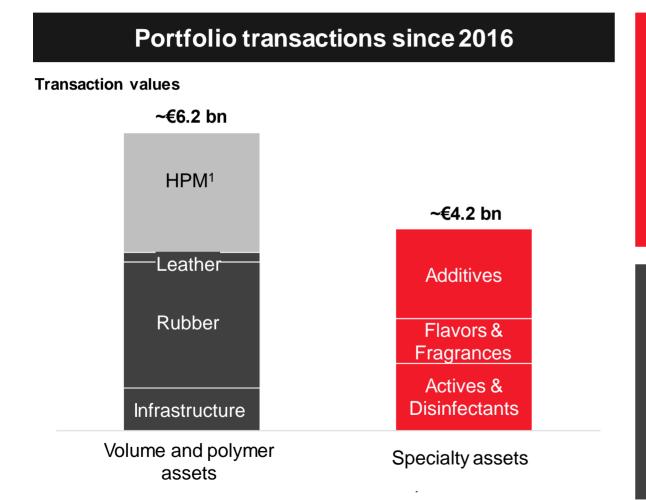


- Secular growth
- High profitability
- Asset light & strong cash conversion
- Complementary to existing business (thus, high synergies)
- CO₂ light



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

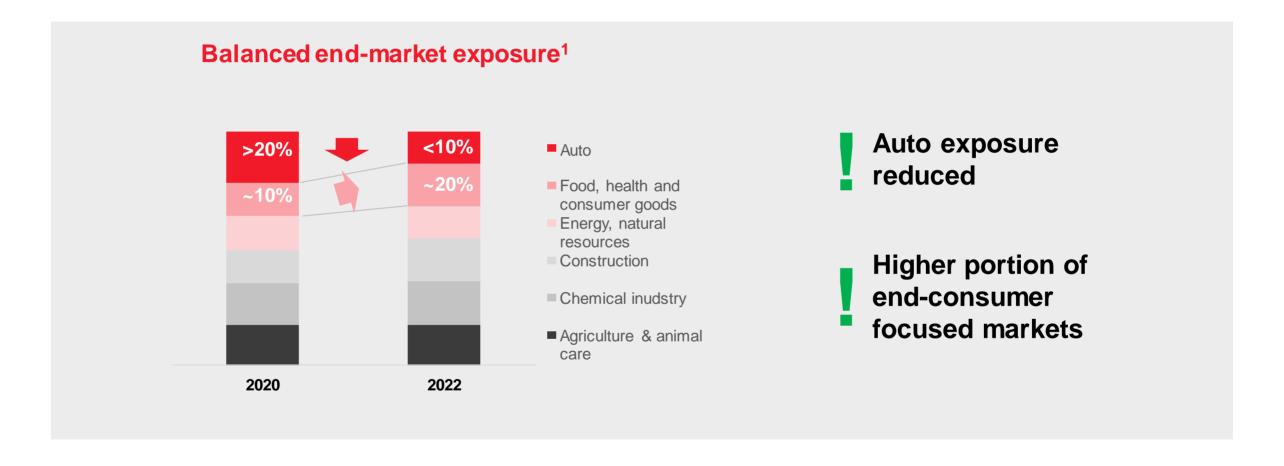
Portfolio transformation increased US footprint...





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

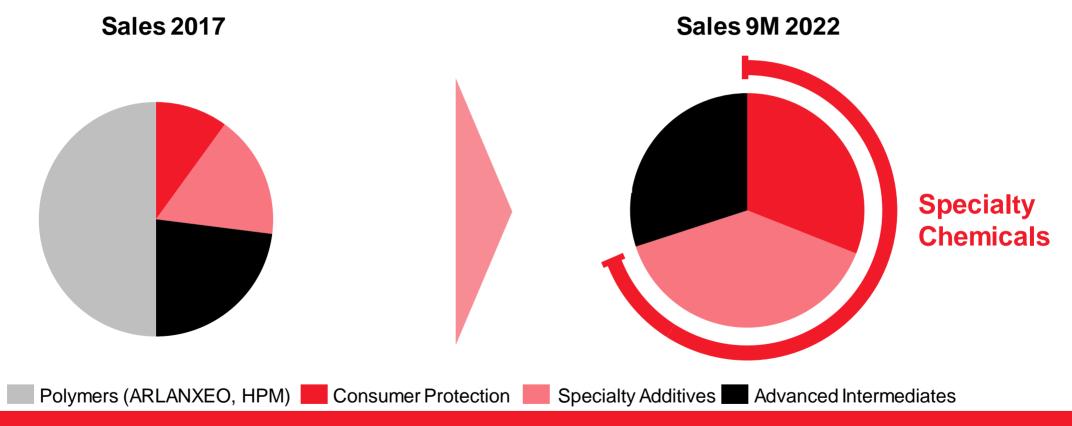




Specialty character substantially increased – portfolio transformation concluded (for the time being)



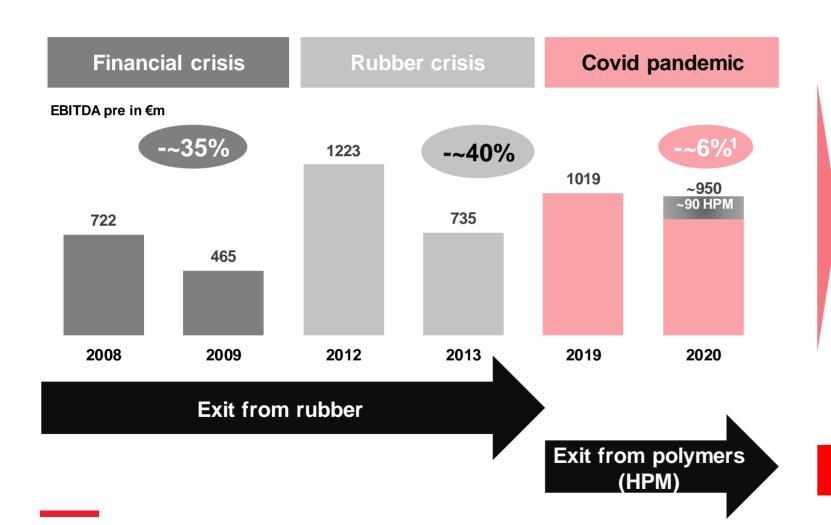




Specialty character improved - portfolio now mainly based on specialty chemical value chains

Portfolio transformation has strengthened our resilience – prepared for the next challenges





Balanced endmarket splits



2. Reduced automotive exposure



3. Better positioned for challenges ahead



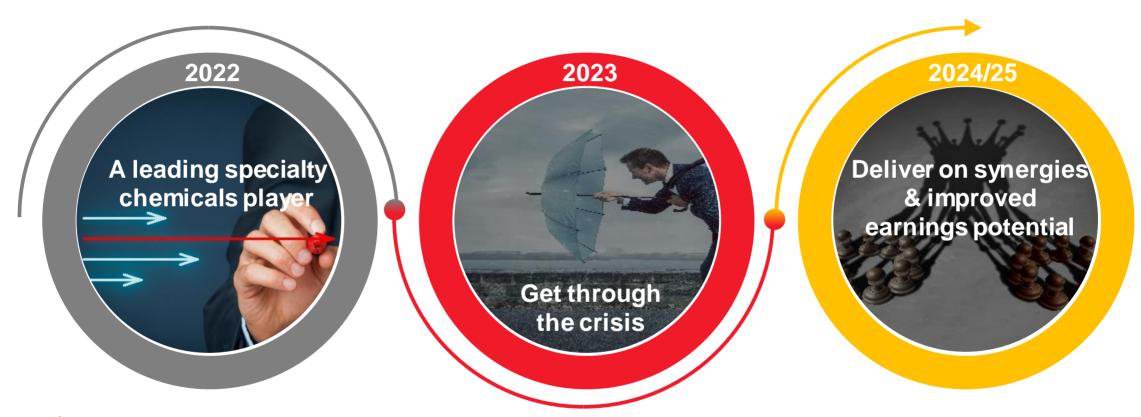
Improving geographical footprint



Resilient, non-cyclical business

Now the imperatives are the following for LANXESS!



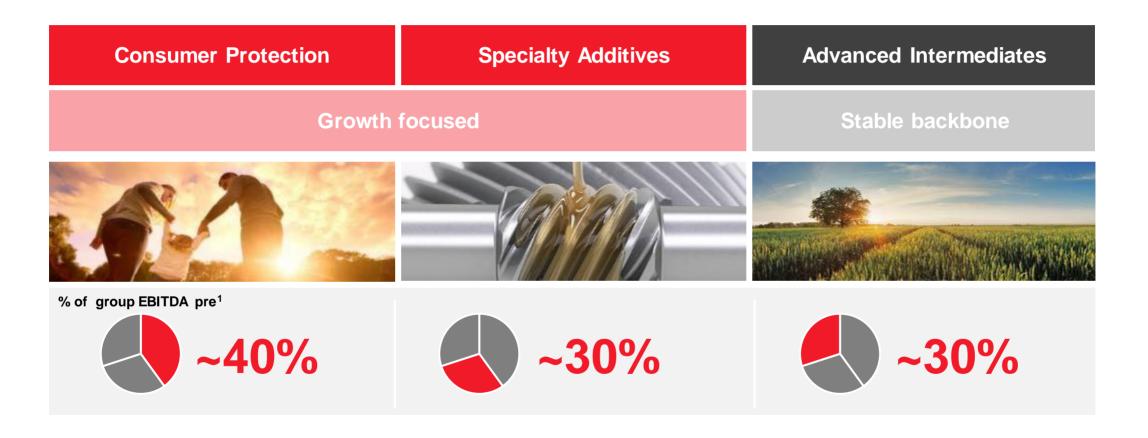


- ✓ Portfolio adjustment
- Major transformation steps accomplished
- More resilient than before
- Market, technology, and operational leadership

 Reap benefits of strong positions and unique capabilities of LANXESS businesses

Portfolio framework: Two growth-focused platforms – financed by a stable backbone





Complexity reduced; Consumer Protection will stand for ~40% of EBITDA pre

Updated order of segments underlines new focus



Consumer Protection



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

Specialty Additives



- Polymer Additives
- Lubricant Additives
- Rhein Chemie

Advanced Intermediates



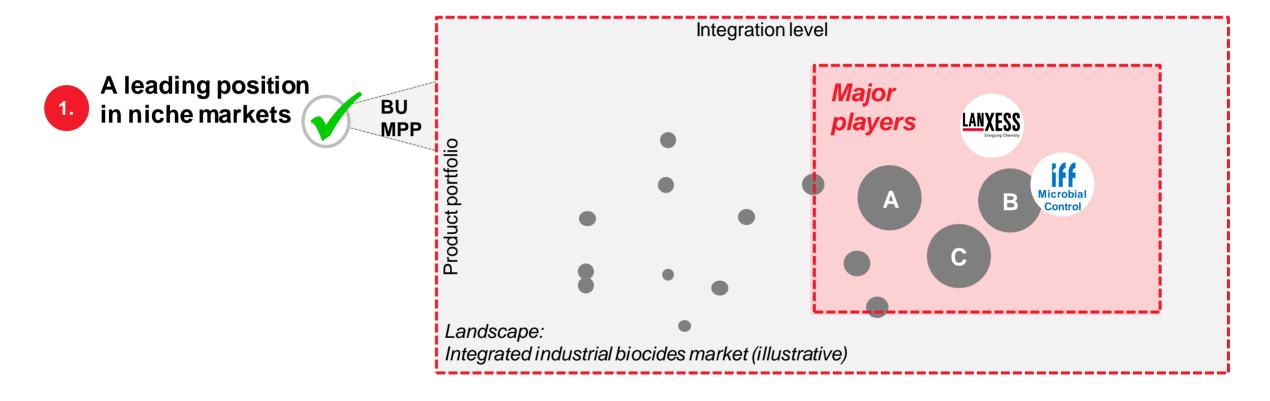
- Advanced Industrial Intermediates
- Inorganic Pigments

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All businesses in Consumer Protection are champions in their field





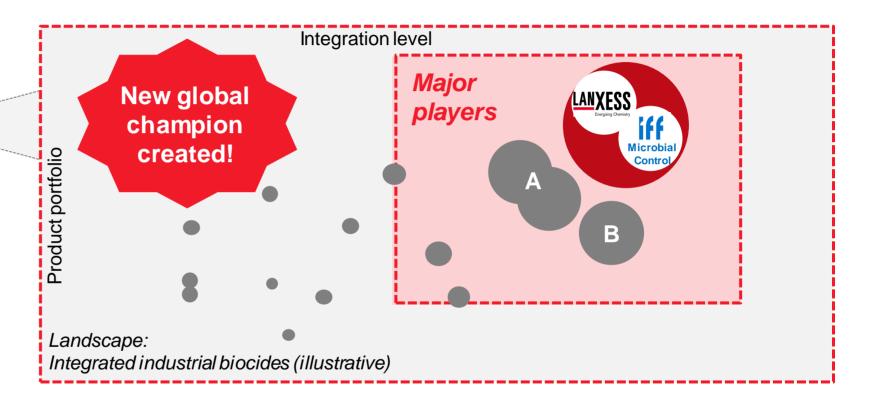
LANXESS actively transformed microbial control market

Active market transformation created a strong global position in 'Microbial Control'



top 3 players in the biocide business

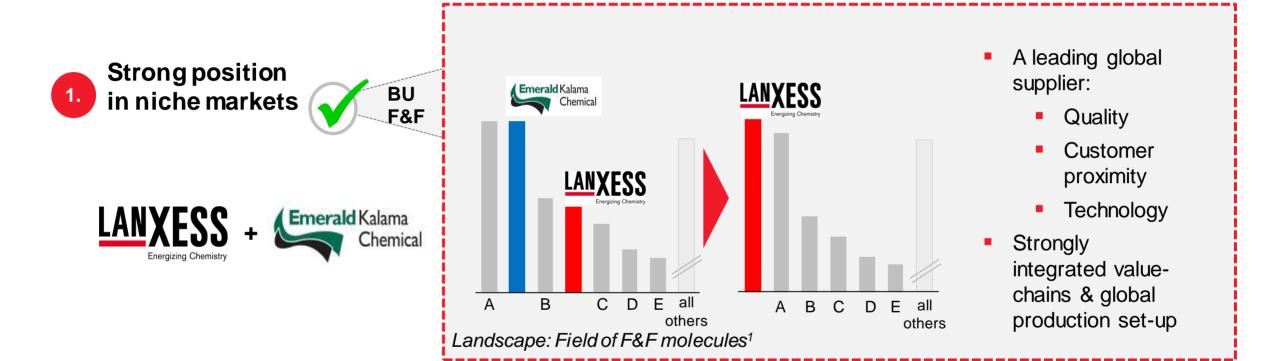
Active market transformation reduced number of big players



LANXESS formed top player in transformed market with strong underlying growth

LANXESS created a new global champion in Flavors & Fragrances





LANXESS created a strong player in the field of Flavors & Fragrances

LANXESS with global reach in Flavors & Fragrances





LANXESS expanded on existing position in attractive F&F market

Acquired businesses: Focus on integration and stability for the foreseeable future









- Closed August 2021
- Earnings development in line with expectations



in progress

Reaching full potential of envisaged earnings level in 2024-25

- Management team and corporate culture established
- Business undermanaged in the past
- Catch-up on price increases underway

Consumer Protection businesses well positioned to exploit strong growth trends in their markets



2. Strong secular growth driven by underlying trends



~5% oavg.

Market growth in Consumer Protection end markets



Stricter Regulations & Sustainability



Strong growth in Home & Personal care



Population growth & urbanization



Water quality & scarcity



Higher health awareness



Consumer preference for "milder" solutions

Consumer Protection well placed to deliver – even in difficult environment



	Strong position	Product technology intensity	Profit potential 2023
Material Protection Products	Among Top 3	High	Growth
Flavors & Fragrances	Among Top 3	High	Stability to growth
Saltigo	Among Top 3 in agro custom synthesis	High	Growth
Liquid Purification Technologies	Among Top 3	High	Stable

Specialty Additives: Driving segment to full potential



Consumer Protection



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

Specialty Additives



- Polymer Additives
- Lubricant Additives
- Rhein Chemie

Advanced Intermediates



- Advanced Industrial Intermediates
- Inorganic Pigments

2

Specialty Additives: Leading positions, strong US asset base and major trends driving GDP growth



Flame retardants: Chinese local LANXESS players Strong position in BU niche markets **Albemarle** Flame retardants market (simplified) LANXESS LANXESS Chemtura Non-auto lubricant additives Strong asset base **Main plants** outside Europe in US

- Major players account for the largest part of the business
- Western players better positioned to cope with high regulatory standards
- Market transformation driven by Chemtura acquisition
- LANXESS with one of the broadest product portfolios
- Strong in non-auto lubricants additives
- Backward integration into one of few Bromine sources globally – Arkansas site: 2nd highest concentration and well positioned in industry cost curve
- Lubricants: majority of plants also in US

¹ Simplified, approximate figures based on Kline Global Lubricant Additives, LANXESS own research

Specialty Additives to exploit strong positions and show stable development in potential recession



	Strong position	Product technology intensity	Profit potential 2023
Polymer Additives	Among Top 3	High	Below very high level
Lubricant Additives	Among Top 3	High	Stability to growth
RheinChemie	Among Top 3	Medium	Stability

Advanced Intermediates as stable backbone



Consumer Protection



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

Specialty Additives



- Polymer Additives
- Lubricant Additives
- Rhein Chemie

Advanced Intermediates

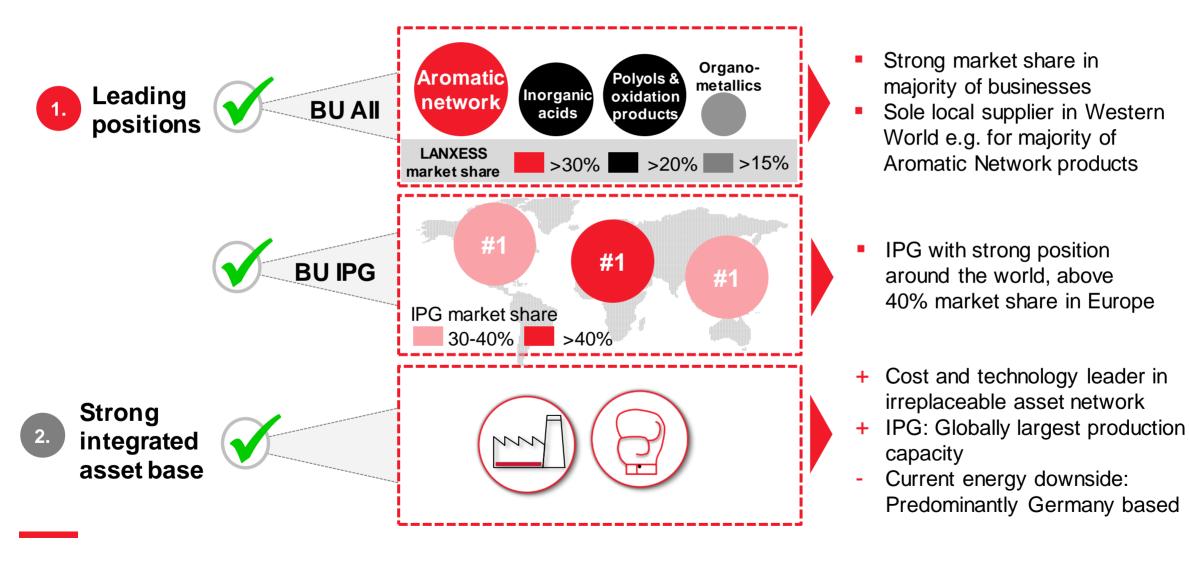


- Advanced Industrial Intermediates
- Inorganic Pigments

3

Advanced Intermediates: Strong market positions and process technology as strong base for LANXESS growth





Advanced Intermediates well positioned but energy situation in Germany will likely weigh on 2023 results



	Strong position	Product technology intensity	Profit potential 2023
Adv. Industrial Intermediates	Leading in Western World	High in process technology	Below
Inorganic Pigments	# 1 globally	High in process technology	Below

Our businesses have higher profitability potential in a normal business environment



Path to profitability recovery and underlying expansion

Consumer Protection

- Contribution from specialty business EKC and IFF MC
- Total synergy generation of up to €55 m

>20%
EBITDA pre margin potential

Specialty Additives

- Growth in specialty niches supports margin increase
- Product and portfolio pruning
- Further support from easing logistics

up to 20%

EBITDA pre margin potential

Advanced Intermediates

- Completed debottlenecking measures allow for substantial utilization increase when demand returns
- No additional growth CAPEX needed

16-18%

EBITDA pre margin potential

Underlying profitability expected to grow significantly – support from easing of inflation

Portfolio framework well balanced and positioned for the future



	Consumer Protection	Specialty Additives	Advanced Intermediates
Portfolio role	Growth	Growth	Stability
Growth profile	GDP+	~GDP	~GDP
Way forward	Organic growth, synergies & innovation	Organic growth & innovation	Operational excellence & efficiencies
Growth capex relevance	✓	✓	Projects already implemented / on-stream
Market position	Strong	Strong	Strong

LANXESS is ready to deliver!





Portfolio sharpened, champions established: Ready to deliver!



LANXESS significantly improved across various dimensions



Years to come: Harvesting synergies and delivering on improved earnings and margin potential



Additional value opportunities



Engineering plastics Joint Venture is a powerful additional value driver





HPM is a strong business

- + Among top 5 players globally
- + Reliability through backward integration
- + Strong technology position in PA6, PBT and Tepex
- + Customer proximity via global compounding network
- High auto exposure
- Most volatile business in portfolio

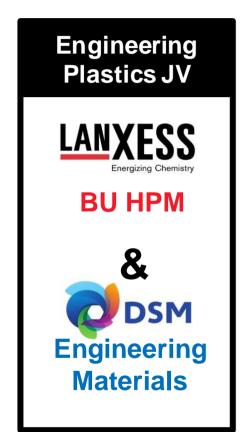


Rationale for Engineering plastics JV

- + Very complementary regional set-up
- + Very complementary industry exposure
- + Strengthening technology and sustainability position
- + Highly synergistic

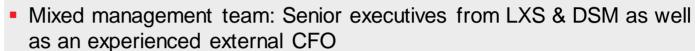
Closing and carve-out process fully on track





Management appointed







Shareholders' Committee to represent all parties to the transaction

Carve-out & antitrust process

- HPM carve-out completion by year end, DSM business already carved out
- Financing guaranteed by Western global banks
- Large number of merger clearances already received (e.g. US, Chinese and Brazilian authorities)

Value generation

- First cash-in of at least €1.1bn in H1 2023 will support LXS deleveraging
- Synergy realization is major value driver
- LANXESS to hold 35-40% in global player



Focus on cash-in and deleveraging while driving synergies and value upside!

Additional value drivers: Strategic projects making progress



H1 2023 H2 2023

Lithium project

- ✓ Pilot plant with sufficient purity levels in operation since 12/2020
- Additional optimization ongoing
- FEED¹ study underway, results expected H1 2023, investment decision to follow afterwards

Electrolyte project

- Formulation in Saltigo plant initiated
- Project teams in joint discussion
- China lockdowns slow progress

CheMondis

- Platform grows exponentially
- Monetization products launched
- In case of successful monetization CheMondis will open for external shareholders end of 2023 / beginning of 2024

All projects with good progress: Potential additional upside for LANXESS



No M&A planned in the foreseeable future: Focus on addressing and managing our weak spots!

Agenda

1 Portfolio: What we achieved & path forward

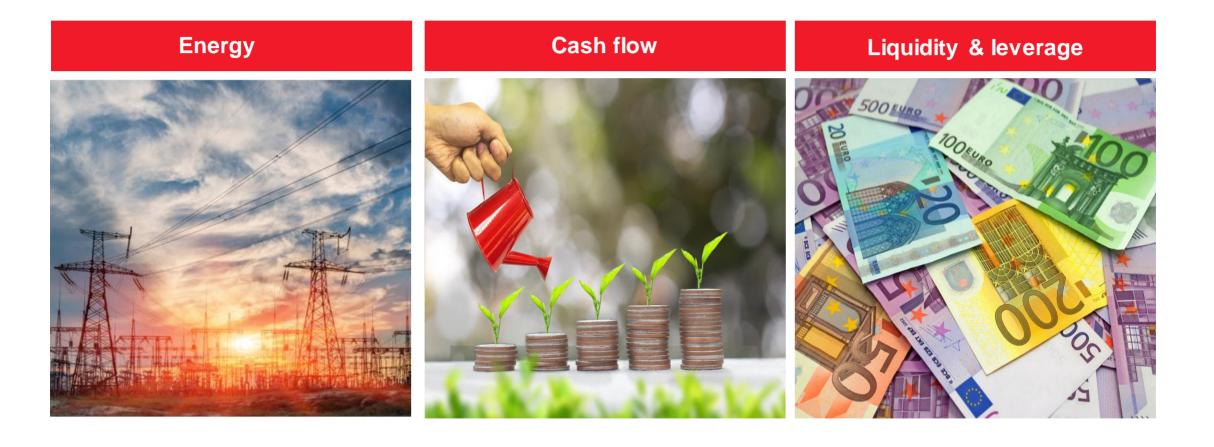
2 Managing our weak spots

3 Performing in Sustainability



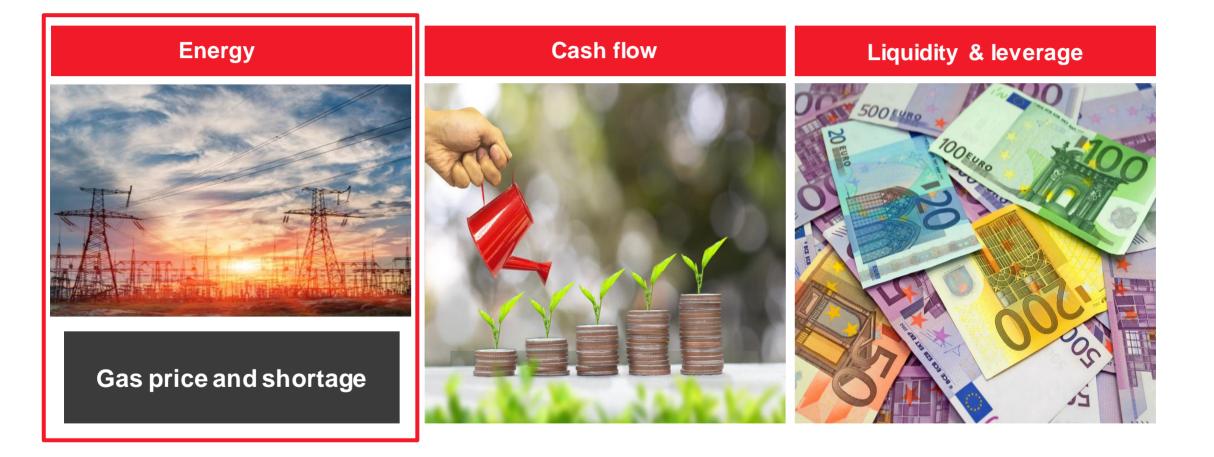
We are managing our weak spots – LANXESS prepared for "high wind sailing"





We are managing our key areas of concern – Energy situation in Germany addressed

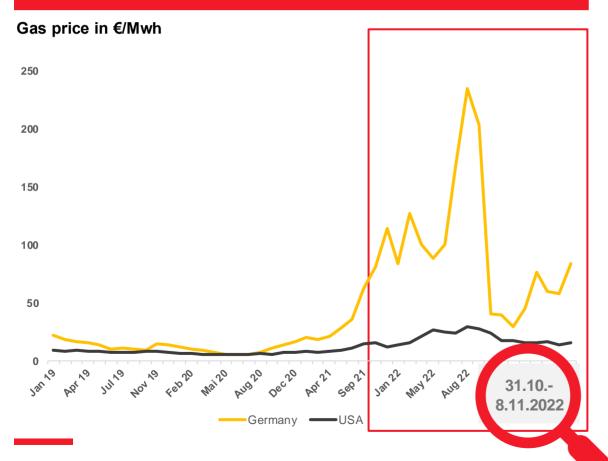




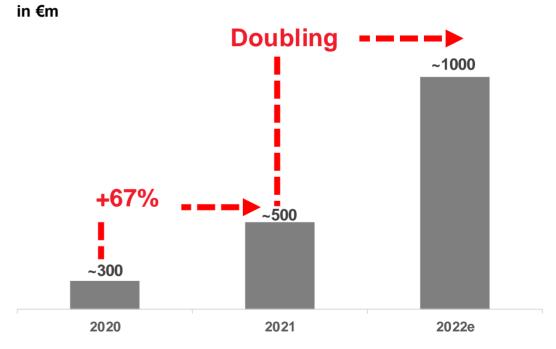
Escalation of gas price primarily affecting our German assets



Germany with highest energy costs

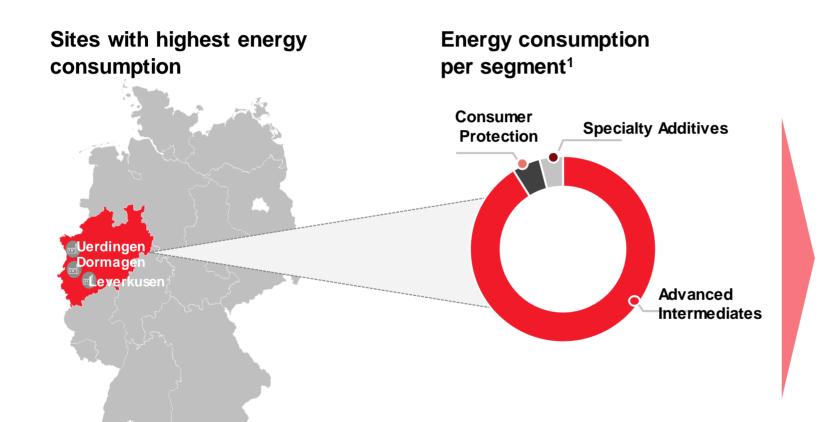


Our energy costs are skyrocketing



Advanced Intermediates (BU All and IPG) consume the vast majority of energy in Germany





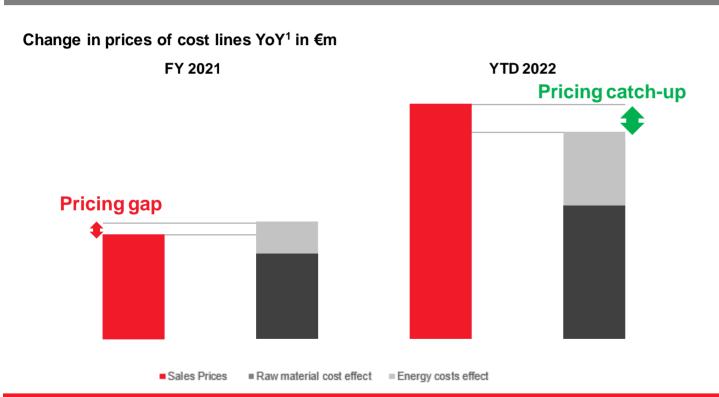
Businesses in segment Advanced Intermediates are energy intensive and have a high asset footprint in Germany

Energy costs in Consumer Protection and Specialty Additives of less relevance

Successful price pass through in 2022



2022 price increases reflect full pass on of raw & energy costs



- In 2021 raw material prices fully passed on and started to pass on energy costs
- YTD 2022 full pass through of raw and energy cost inflation; catch up of price pass on in 2021
- Q3 2022 still fully passed on at group level but shortfall in segment Advanced Intermediates
- Countermeasures for Q4 prepared

Pricing power proven in a challenging environment which, however, is getting more difficult

Environment becoming more challenging especially for segment Advanced Intermediates



Situation at BU All and BU IPG

High energy prices in Germany vs. low energy prices in China

Increasing Asian supply in Western markets

Weakening demand

Possible countermeasures



Production: Flexible adjustments possible



CAPEX and cost saving measures

Energy prices artificially high; most recent drop could indicate normalisation

A potential gas shortage in Germany could be managed



Joint taskforce with Chempark players (Currenta, Bayer, Covestro) Weekly calls and emergency plans prepared **Taskforce** Our plants are primarily supplied by Dutch and Norwegian gas **Mode of operation:** Adjusted steering of Currenta's energy Measures generation to optimize gas consumption (implemented at short notice) mitigating reduced gas Mobile steam generators: Availability of oil-based steam availability Measures at hand generators Fuel switch: Possibility to use coal boilers instead of gas boilers in the short term and renewables medium-term Rental of back-up boilers to use alternative energy sources No electricity production; gas only used for steam production Today, limited concerns about "physical" gas shortage

Cash flow is expected to improve on short-term



Energy



Cash flow



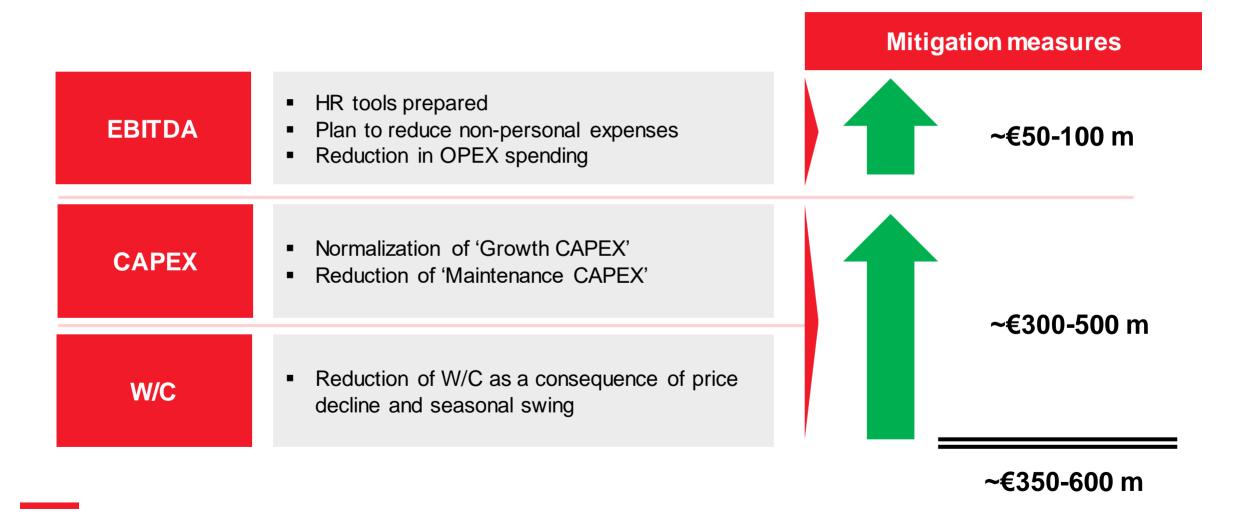
Cash generation and working capital

Liquidity & leverage



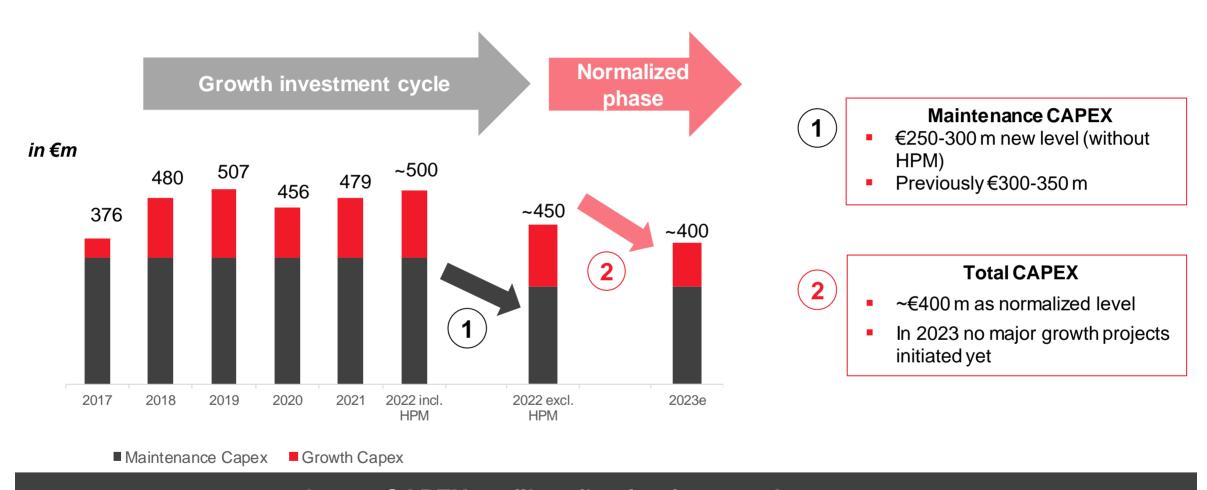
Measures to support free cash flow in the next 12 months





Lower CAPEX after completion of growth investment cycle and HPM exclusion



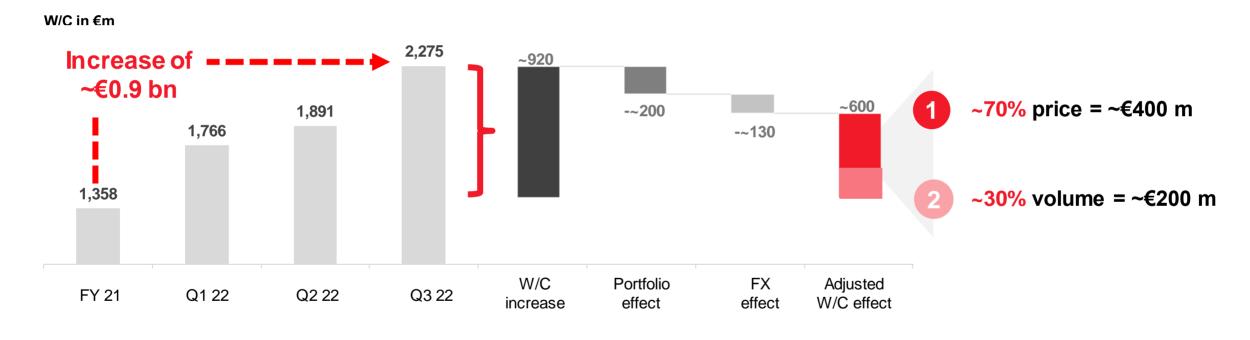


Lower CAPEX profile reflecting focus on lean assets

Working Capital outflow in 2022 mainly driven by energy and raw material price inflation



Development of W/C and impact on inventories reflect inflationary environment

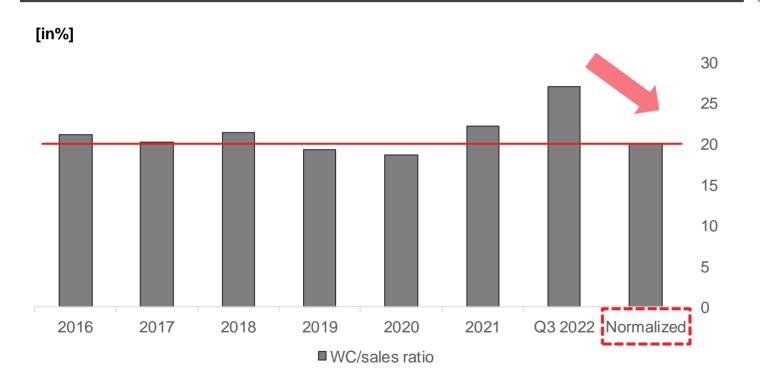


Substantial increase in working capital driven by price effects

Cash relief from working capital expected in upcoming quarters







Drivers for cash relief

Price:

- Raw material costs are expected to decline from peaks in Q3 2022
- Energy costs in Germany down from peak in Q3 2022, but still very volatile

Volume:

- Logistic constraints expected to ease in 2023
- Seasonal effect in Q4

W/C ratio to normalize at ~20% of sales

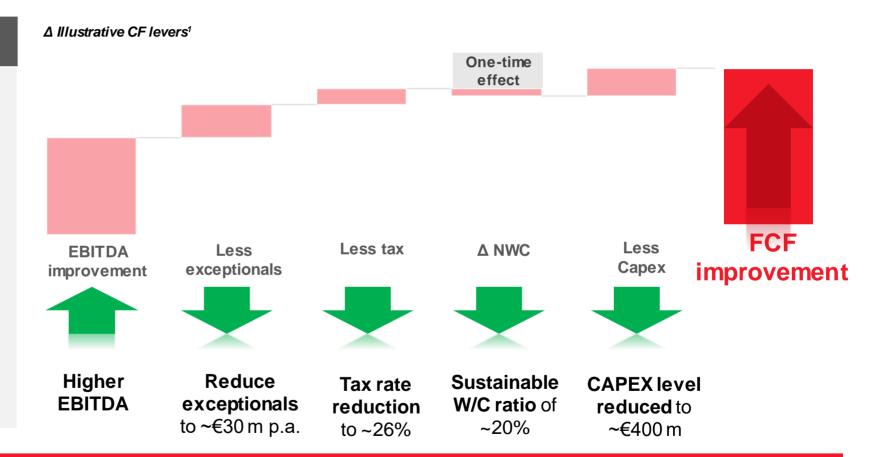
Working on additional levers to improve cash flow longer-term



FCF building blocks

EBITDA pre

- Cash for exceptionals
- Taxes
- Changes in Working Capital
- Capex
- = Free Cash Flow



Solid cash flow generation potential of LANXESS medium-term

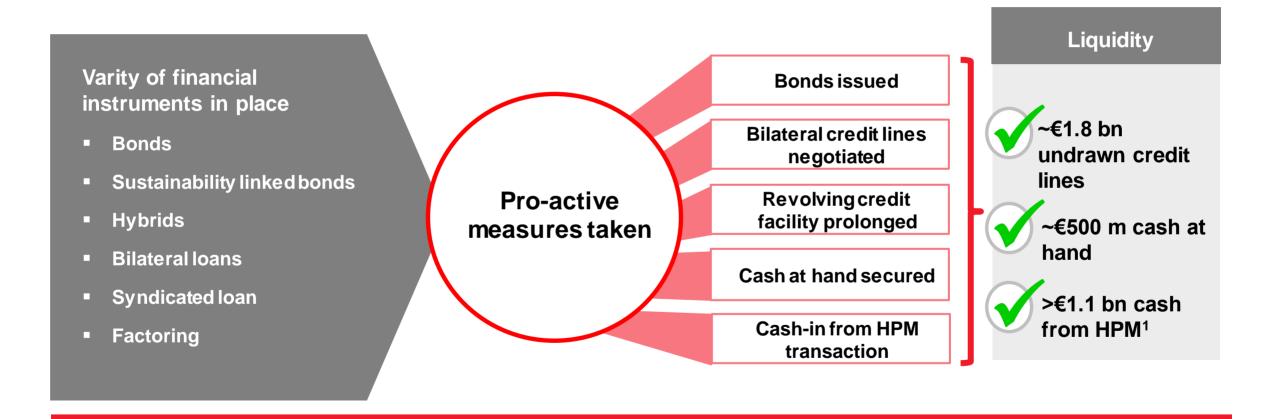
High leverage will be reduced



Energy Cash flow Liquidity & leverage High leverage temporarily

Ample liquidity secured at favorable conditions





Total liquidity of ~ €3.5bn

Throughout all crises we secured our Investment Grade Rating

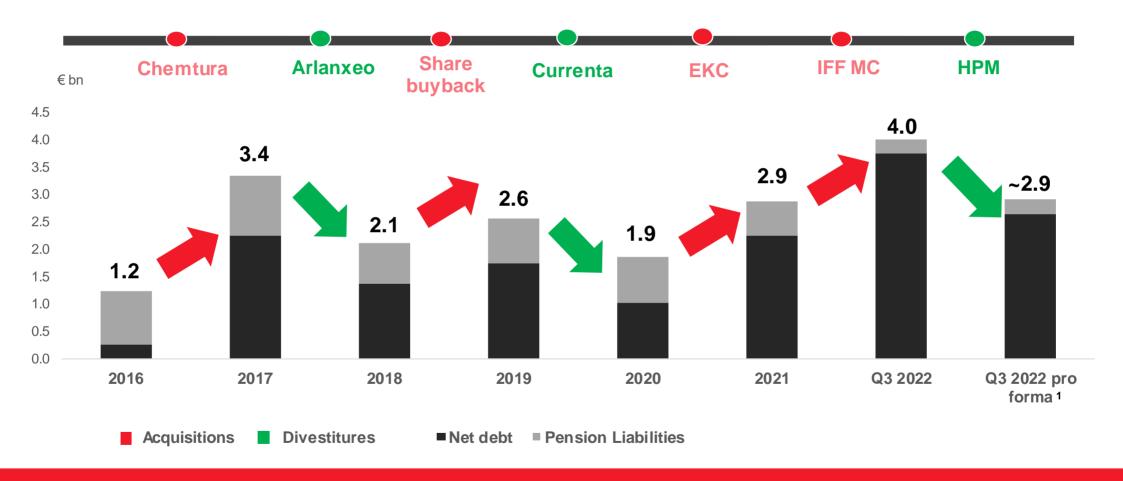


	Financial crisis 2008/2009	"Rubber crisis" 2013/2014	Covid pandemic 2020/2021	Gas crisis 2022
Moody's	Baa2 (stable)	Baa2 (negative)	Baa2 (stable)	Baa2 (stable)
S&P Global Ratings	BBB (stable)	BBB (negative)	BBB (stable)	BBB (negative)
FitchRatings	BBB (stable)	BBB (negative)		
SCÓPE			BBB+ (stable)	BBB+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

Maintaining solid investment grade rating is key

Proceeds from HPM transaction will reduce leverage significantly





Rating agencies support our de-leveraging plan and confirmed investment grade rating



Implementing measures for managing challenging environment and levers to improve cash flow

Short-term measures rolled out to deal with high energy prices

Cash flow improvement short-term and solid cash flow potential

Liquidity at hand and on track to reduce leverage ratio

Agenda

1 Portfolio: What we achieved & path forward

2 Managing our weak spots

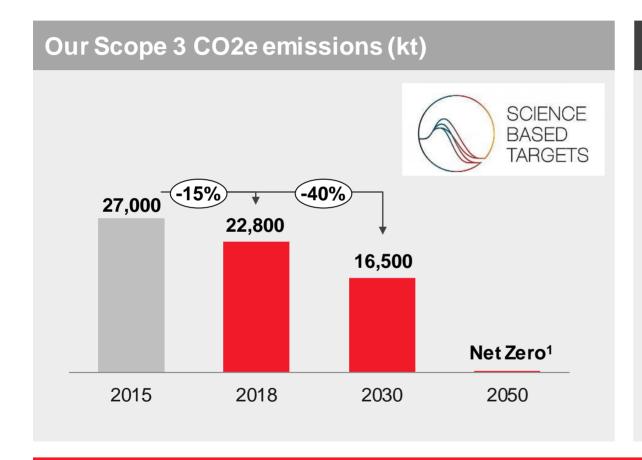
3 Performing in Sustainability



We have recently enhanced our climate strategy with our new "Net Zero Value Chain" program



NET ZERO\VALUE CHAIN



Our Road to Net Zero

Make use of sustainable raw materials

- Launch of "Net Zero Sourcing" program
- Supply agreements on renewable raw materials

Transition to green logistics

- Increase transportation asset utilization
- Optimize freight transport modes

Offer low-carbon and climate-neutral products

- Brand "Scopeblue" for low carbon / circular products
- Transparency by certified carbon footprints

We are one of few chemical companies following an overall 1.5°C pathway, validated by SBTi!

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



CLIMATE \2040



Introducing a few of our key initiatives

Clean India

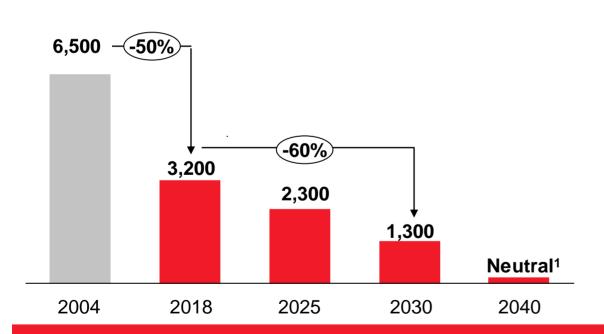
We will switch to biomass and renewable energies until 2024: Total savings of ~ 150 kt CO₂e/year

Strengthen Innovation

We pursue projects to rethink energy and CO₂ intensive processes and drive electrification

Green energy

We will fully transition to green electricity supply in the next decade

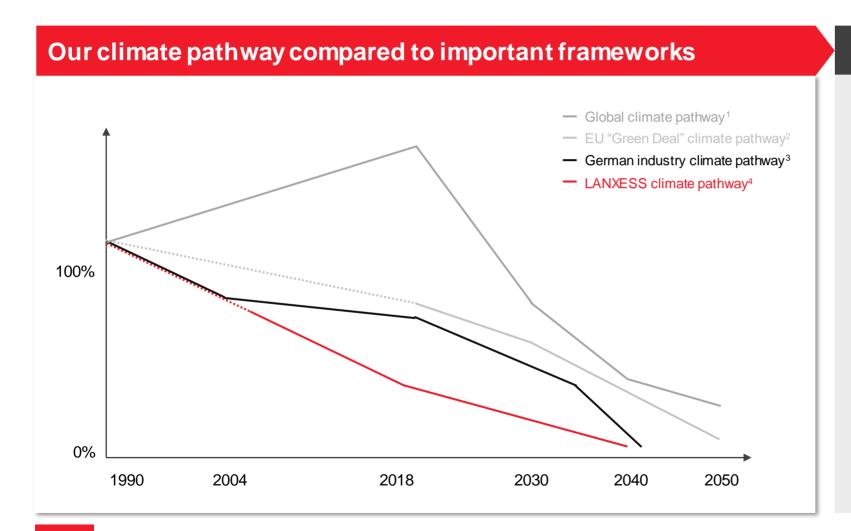


We are among top performers within the chemical industry

Leading the way in climate protection makes good business sense



CLIMATE \2040



Business Case

- Investments in state-of-the-art climate protection technologies enhance asset values
- Higher energy efficiency means reduced energy consumption
- Reduced costs of emission allowances
- LANXESS ahead of stricter regulation
- Commitment to climate protection makes LANXESS preferred partner for customers

¹Based on ClimateActionTracker 1.5°C pathway | ²Based on Green Deal of European Parliament | ³Based on AGORA "Klimaneutrales Deutschland 2045"

⁴ "LANXESS Climate Neutral 2040" pathway (scope 1+2)

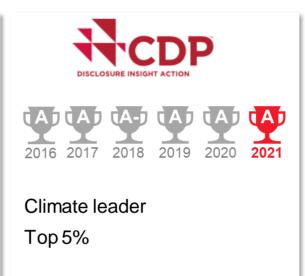
Leading ESG rating providers honor our performance

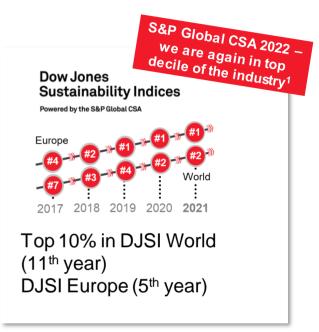




2nd highest category for 2nd time Convincing climate strategy and efforts to reduce water use







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









LANXESS is ready to deliver – also in terms of ESG!





Portfolio sharpened, champions established: Ready to deliver!



LANXESS significantly improved across various dimensions

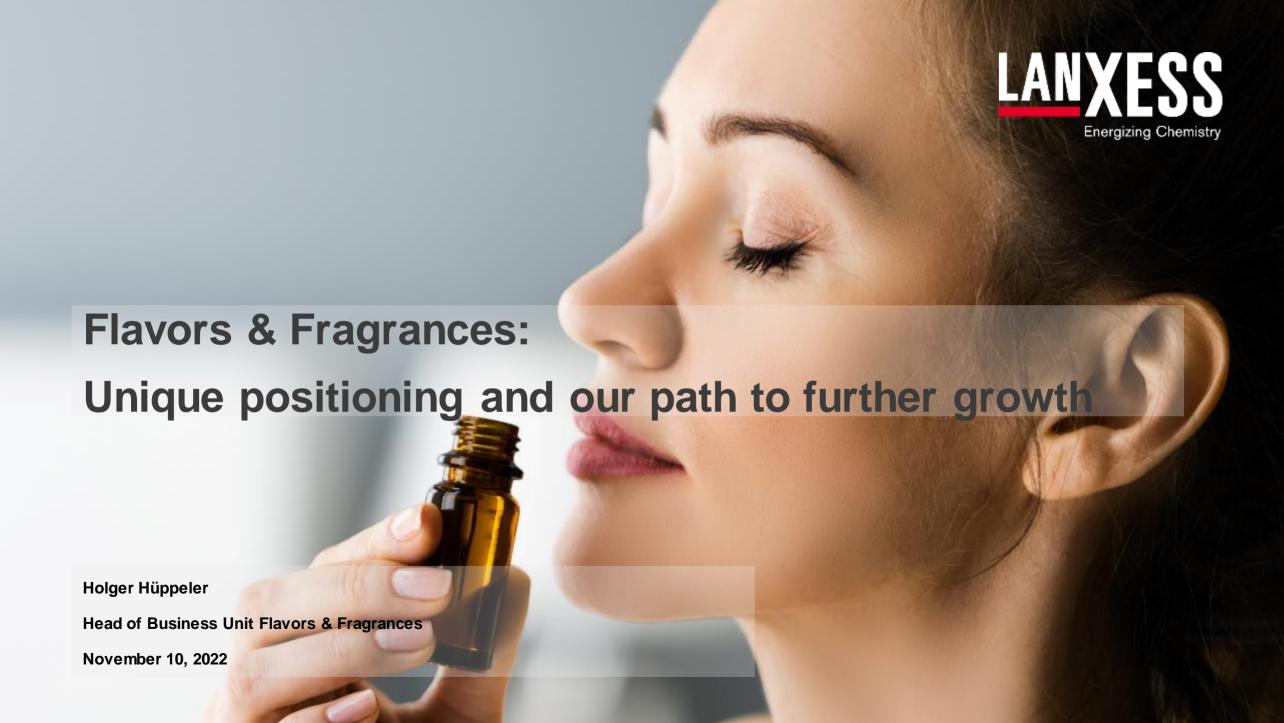


Years to come: Harvesting synergies and delivering on improved earnings and margin potential



Sustainability = our license to operate. We are proud to be among top players





Agenda

1 Exciting product portfolio

2 Specialty characteristics at a glance

3 Attractive markets: Green and nature identical

4 Clear path to future growth



Our aroma chemicals cover a broad spectrum of fragrances using the highest industry standards





Floral

C-9 Aldehyde – Rose, Flower-Wax, Aldehyde Florosol – Muguet, Lilac, Cyclamen Lilestralis® Pure – Fresh, Green, Light Amyl Cinnamic Aldehyde – Jasmine, Cocoa, Fatty Hexyl Cinnamic Aldehyde – Green, Lily, Jasmine Benzyl Acetate - Sweet floral fruity jasmin fresh



Spicy / Cinnamon

Cypriol – Sweet, Balsamic-Floral, Oriental Cyprinal – Warm, Cinnamon, Balsamic 3 Phenyl Propanol – Balsamic, Spicy, Honey, Lilac, Hyacinth Cinnamic Alcohol – Spicy, Honey Cinnamic Aldehyde – Cinnamon Bark, Sweet Spice, Oriental



Earthy

Osyrol® – Sandalwood, Floral Vetimoss® – Forest, Damp Wood, Vegetation



Fruity

Azuril – Powerful, Citrus, Ozone, Linen C-12 Lauric Aldehyde – Citrus, Floral, Soap C-6 Aldehyde – Citrus, Apple, Fresh, Grassy C-8 Aldehyde – Orange Peel, Aldehyde C-10 Aldehyde – Citrus, Orange Peel, Fatty Peach Lactone – Sweet, Peachy, Apricot, Creamy



Other

Benzyl Benzoate – Nearly odorless fixative in gum / confectionary Benzaldehyde – Almond. Cherry **Benzyl Alcohol** – *Fragrance fixative for chewing gum / confectionary* **Methyl Benzoate** – *Wintergreen, Camphoraceous, Phenolic*







Our benzoates are used in attractive applications



Food & Beverages

- Soft drinks
- Sauces & dressings



Example applications

Personal Care

- Hair Care
- Lotions



Home Care

- Laundry care
- Household cleaning
- Dishwashing liquids



Other

- Pharma
- Agriculture



BU F&F offers customers a unique combination of expertise and a broad product portfolio





Advanced technical and regulatory expertise

LANXESS products already matching regulators requirements enable customers to meet higher standards



Global positioning in attractive markets

BU F&F's USPs combined with attractive markets and competitiveness promise growth above GDP



Highest standards for quality, safety & reliability

Nature identical and high purity products enhance customers' production processes and increase production reliability



Broad portfolio of sustainable solutions

Complete product portfolio offering based on green raw materials and renewable production until end of 2023

BU F&F well positioned in relevant markets with attractive growth opportunities



Drivers

Global positioning¹

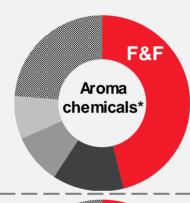
What it means for the customer

Preference for "healthy", natural ingredients

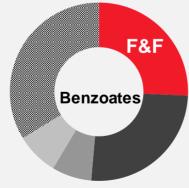
Tightening product safety and environmental regulations

Increased demand for sustainable products

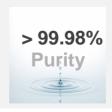
Upcoming middle class willing to pay premium for upmarket products



- Leading market positions in EMEA and Americas
- Full spectrum of aroma fragrances
- Unique plant set up with two different production routes (chlorination, oxidation)
- Global supply availability
- Lower logistics costs
- Geopolitical safety



- Sole player with capacities in EMEA and Americas
- Highest purity standards:
 e.g. 70% of all
 Benzoic acid production



- Efficiency gains and lower production costs
- Reliability of supply

BU F&F's USPs combined with attractive markets and competitiveness promise growth > GDP

BU F&F well positioned to benefit from the consumer trend of sustainable and nature identical products

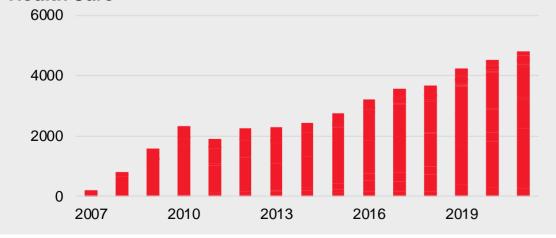


1.

Demand for green solutions

- End-consumers increasingly select Personal & Home care (PC/HC) products that align with their values for sustainability
- Our customers are therefore heading to greener solutions and transparency on sustainability

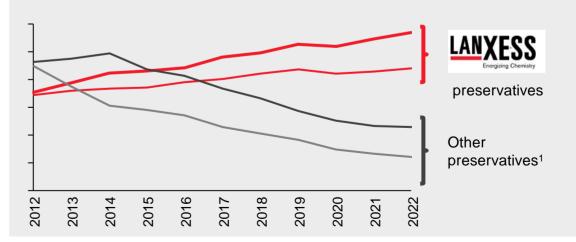
Number of green certification product launches in Personal & Health Care¹



2. Demand for nature identical solutions

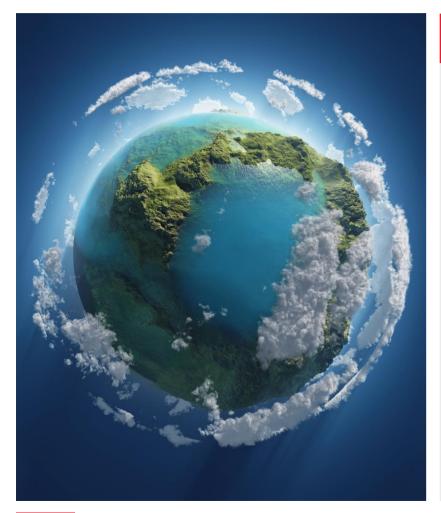
- Nature based ingredients with excellent HSE profile are in high demand
- Example: Usage of preservatives in US shows a trend towards benzoates in Rinse-off cosmetic applications
- LANXESS as key player for nature identical benzoates

Product launches in Personal Care (Rinse-on/off applications)²



BU F&F initiative to offer products with renewable ingredients and green profile until end of 2023





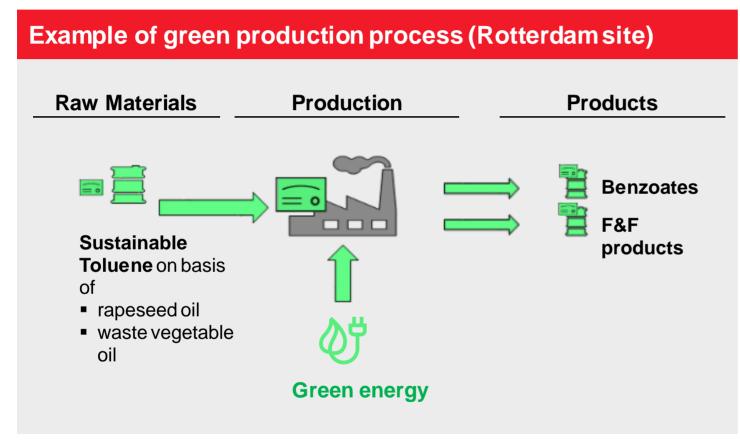


Overview

- BU F&F with clear commitment towards sustainability
- LXS BU F&F first (chemical) supplier in the world to offer nature identical renewable Benzoates & aroma chemicals solutions
- Plan to be able to offer the entire product portfolio as fossil based and based on green raw materials until end of 2023

Initiative to offer entire product portfolio with renewable ingredients and green profile until end of 2023







Offering full choice between conventional as well as certified green products across whole portfolio

Our key KPIs: Reflecting specialty character



EBITDA pre margin >20%

ESG forerunner

Cash conversion¹

>70%

Non-cyclical business

Synergies² of €25 m

Secular growth

Our path forward: Profitable growth on BU level



Phase I:

Phase II: Small debottlenecking measures catered to grow above GDP

- Integration
- Synergy generation

Debottlenecking

- Capacity expansion via debottlenecking in Kalama for benzoates to be completed
- Further capacity
 expansion via
 debottlenecking for Home
 & Personal Care markets

Volume growth

 Cross selling / broader market access

Seizing market trends

- Well positioned in growth markets of Home & Personal Care
- High potential and unique offerings for sustainable and higher regulated products

Further Upside Potential

- Product development towards new applications
- Strategic expansion of product portfolio (Aroma Chemicals)
- Innovation programs with major industry brands

2021-2022

2023 - 2026

2027 - 2028

Profitability margin expected to grow

Technical expertise of LANXESS paired with global market competences provides a platform for growth



Global production network

Global footprint with assets in Europe, Asia and North America offer customers secured supply chains

Competitive product portfolio

Complementary product portfolio that allows to provide customers a variety of solutions

Highest product quality

Highest product quality and registrations/ certifications for pharma and Food and Beverage underline product quality standards

Technical know-how

Long lasting customer relationships and global R&D team



Execute & deliver: Our priorities in the next 12 months





LANXESS Energizing Chemistry



Q&A session

If you joined via **Zoom**:

Please use the "raise your hand" button
Wait until you are called
Unmute your microphone by clicking the "unmute" button

If you joined by <u>telephone</u>:

Please press *9 to raise your hand Wait until you are called Unmute your microphone by pressing *6