

# **LANXESS – Q1 2019 Conference Presentation**

Stable performance despite weakening economy

**Investor Relations** 

#### Safe harbor statement



The information included in this presentation is being provided for informational purposes only and does not constitute an offer to sell, or a solicitation of an offer to purchase, securities of LANXESS AG. No public market exists for the securities of LANXESS AG in the United States.

This presentation contains certain forward-looking statements, including assumptions, opinions, expectations and views of the company or cited from third party sources. Various known and unknown risks, uncertainties and other factors could cause the actual results, financial position, development or performance of LANXESS AG to differ materially from the estimations expressed or implied herein. LANXESS AG does not guarantee that the assumptions underlying such forward-looking statements are free from errors nor does it accept any responsibility for the future accuracy of the opinions expressed in this presentation or the actual occurrence of the forecast developments. No representation or warranty (expressed or implied) is made as to, and no reliance should be placed on, any information, estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein, and accordingly, no representative of LANXESS AG or any of its affiliated companies or any of such person's officers, directors or employees accept any liability whatsoever arising directly or indirectly from the use of this document.

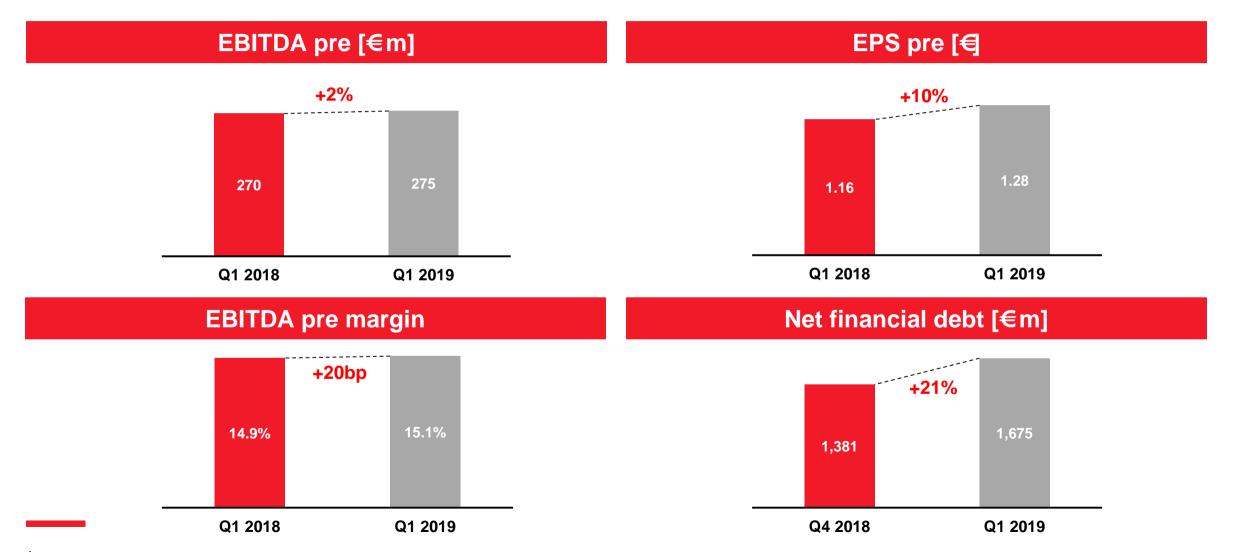
# **Agenda**



- 1 Resilient in challenging times
- 2 Q1 a solid start to 2019
- 3 Back-up

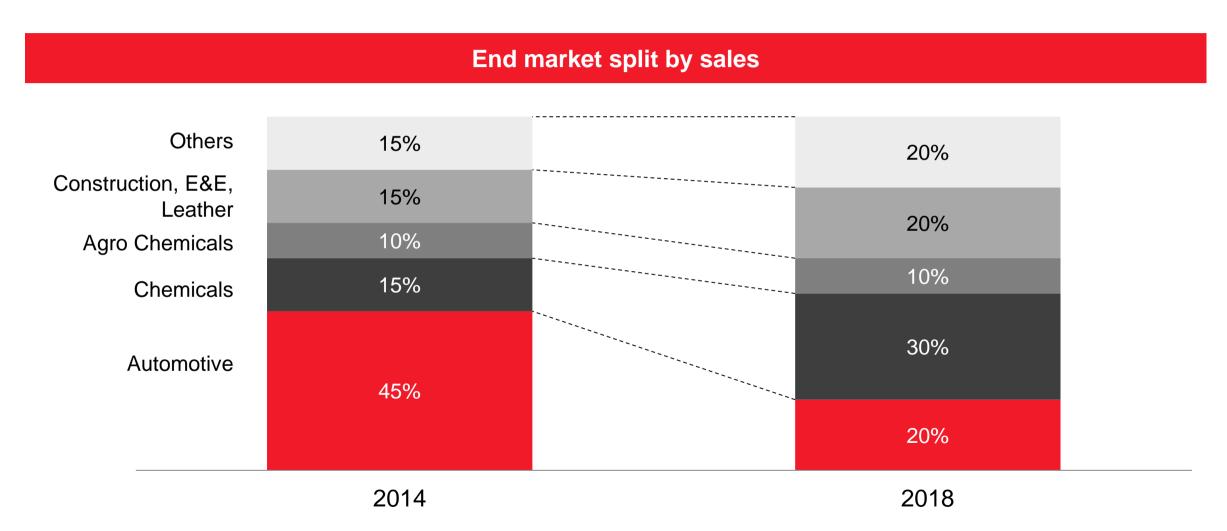
#### Q1 2019: Resilience proven again





# More diversified and resilient end market exposure and...

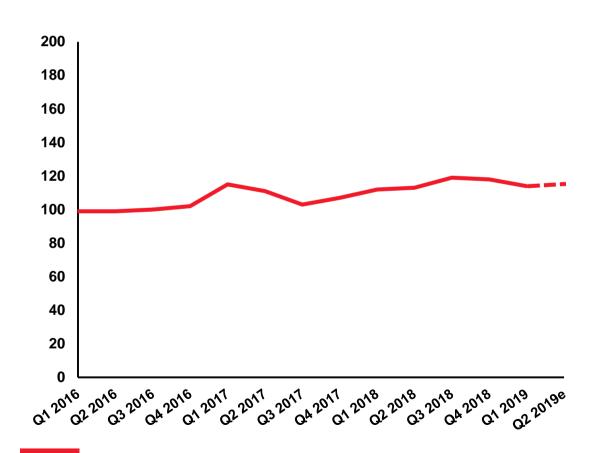




# ...substantially reduced dependency on volatile raw materials



#### LANXESS global raw materials index\*



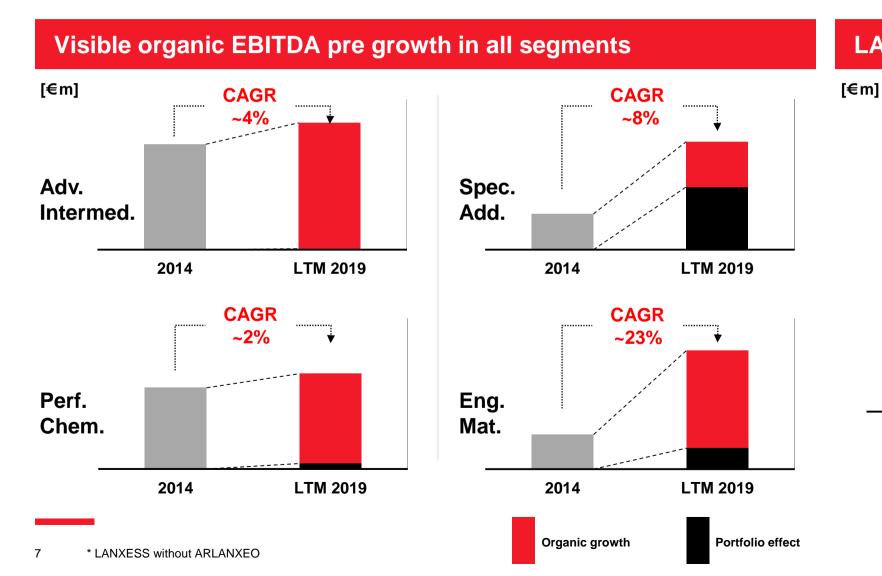
#### **Total raw material expenses (2018)**



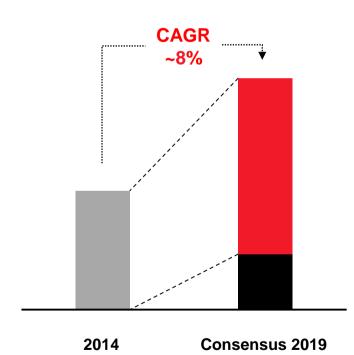
LANXESS no longer dependent on few raw materials

## LANXESS with track record of organic growth...





#### LANXESS EBITDA pre\*

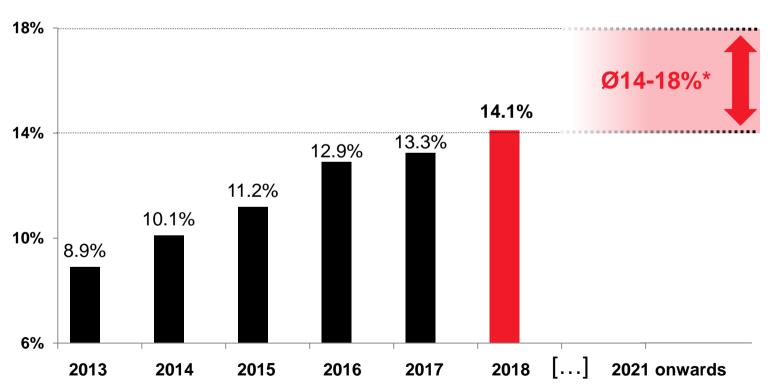


## ...and EBITDA-margin in targeted corridor



#### **Trajectory to mid-term target**

#### [EBITDA pre margin]





# Sustainability as core element of our strategy Corporate Responsibility – Material topics and goals\*



LANXESS: Leading, stable, sustainable and profitable

Resilient sourcing



Safe and sustainable sites



Climate protection and energy efficiency



Motivated employees and performing teams



Businessdriven innovation



Sustainable product portfolio



Valuing customer relations



**Good Corporate Governance** 



Permanently increase the proportion of evaluated suppliers



Reduction of occupational accidents by >50% by 2025



-25% Energy consumption and emissions until 2025\*\*



20% women in management by 2020



Keeping customer loyalty at a high level

<sup>\*</sup> Selection from all goals shown \*\* Specific emissions, base year 2015

### Improving portfolio of businesses



#### **Organic growth**

- Several projects of manageable size underway
- Attractive, return-improving project ROCE (~20%)

#### **Portfolio management**

- Acquisitions executed at reasonable prices strengthen portfolio and add resilience
- Divestments prove diligent approach to portfolio management





#### Continuous enhancement of business set-up



#### Restructuring

- Site closures where restructuring is necessary
- Continuous evaluation of businesses



#### **Synergies**

- Realization of Chemtura synergies ahead of plan
- Sales synergies not included, providing further cushion in softening environment



#### **Solid foundation for the LANXESS platform**

## Self-help measures in place to achieve goals



#### Self-help measures

- Debottlenecking and brownfield growth capex (ROCE of ~20%)
- Implementation of remaining €30 m synergies from Chemtura until 2020
- Saltigo improvement
- Take Organometallics' margin to industry level (~15%)
- Further portfolio alignment

## On track to reach financial goals for 2021 **EBITDA** pre 14-18% margin (group, Ø through the cycle) Cash con->60% version\* **EBITDA** pre margin volatility

# **Agenda**



- 1 Resilient in challenging times
- 2 Q1 a solid start to 2019
- 3 Back-up

# Q1 2019: EBITDA pre robust despite economic headwinds



#### **Highlights**

- EBITDA pre (€275 m) 2% above strong previous year
- EBITDA pre margin increase to 15.1%
- €111 m\* of €200 m share buy-back program already executed
- Three out of four segments with improved performance



#### **Challenges**

- Volume decline due to softer end markets (e.g. automotive industry) and termination of low margin contracts and site closures (ADD)
- Further increase of freight and energy prices



### Q1 2019: Again evidence of resilience



[€m]	Q1 2018 <sup>1</sup>	Q1 2019	yoy in %
Sales	1,816	1,822	0%
EBITDA pre	270	275	2%
margin	14.9%	15.1%	
EPS	0.89	0.93	4%
EPS pre 2	1.16	1.28	10%
Capex	60	72	20%

[€m]	31.12.2018	31.03.2019	Δ %
Net financial debt <sup>3</sup>	1,381	1,675	21%
Net working capital	1,455	1,636	12%

- Stable sales: positive pricing and FX effect offset by lower volumes
- EBITDA pre and margin reflect successful pricing and favorable FX, partly offset by lower volumes and higher energy and freight costs
- Share buy-back supports EPS increase
- Higher capex resulting from investments in debottleneckings
- Net debt impacted by ongoing share buy-back (~€111 m)<sup>4</sup> and IFRS 16 effect (~€130 m)
- Seasonally higher working capital

<sup>1 2018</sup> applies to continuing operations

<sup>4</sup> Status 31 March 2019

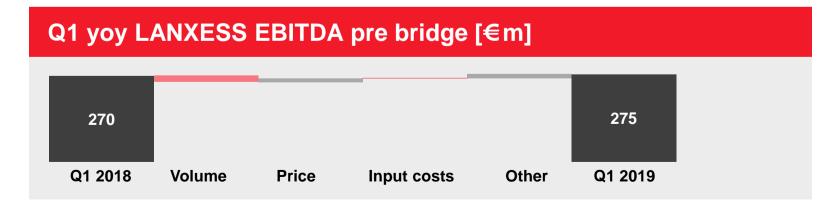
<sup>2</sup> Net of exceptionals and amortization of intangible assets as well as attributable tax effects

# Q1 2019: Positive price and FX mitigated by lower volumes



Q1 yoy sales variances	Price	Volume	FX	Portfolio	Total
Advanced Intermediates	0%	+1%	+2%	0%	+4%
Specialty Additives	+1%	-9%	+5%	+1%	-3%
Performance Chemicals	0%	0%	+4%	0%	+3%
Engineering Materials	+1%	-6%	+3%	0%	-3%
LANXESS	+1%	-4%	+3%	0%	0%

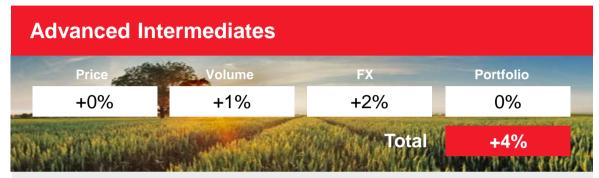
Stable sales:
 Price increase and positive FX
 effect offset by lower volumes in
 BUs with auto exposure



- EBITDA pre increases as lower volumes are offset by positive FX and pricing effects
- "Other" include IFRS 16 and FX effects

# Q1 2019: Advanced Intermediates very strong; Specialty Additives again with improved margins





- Solid volume growth with improved product mix in BU All and in BU SGO despite still weak agro market
- Considerably improved EBITDA pre and margin versus already high previous-year level due to recovering BU SGO and strong performance in BU AII

Specialty Additives					
Price	Volume	FX	Portfolio		
+1%	-9%	+5%	+1%		
		Total	-3%		

- Sales decline driven by lower volumes
- Volume drop due to termination of margin-dilutive tolling agreements, closure of sites and lower auto demand (especially BU RCH)
- Portfolio reflects Solvay's U.S. phosphorus additives
- Rising EBITDA pre and margin driven by pricing, FX and synergies

[€m]	Q1'18	Q1'19
Sales	565	586
EBITDA pre	102	114
Margin	18.1%	19.5%

[€m]	Q1'18	Q1'19
Sales	500	485
EBITDA pre	81	83
Margin	16.2%	17.1%

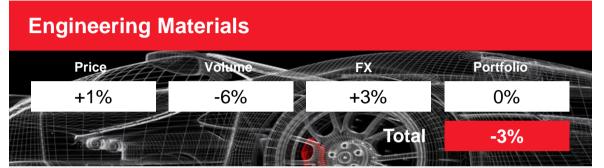
# Q1 2019: Performance Chemicals stabilizing, Engineering Materials softer due to lower auto demand





- Higher sales driven by positive currency effects
- Price increases in BU MPP and BU LPT offset by slightly lower prices in BU IPG and BU LEA
- Improved volumes in all BUs but LEA due to strikes
- EBITDA pre and margin reflect good performance of BUs MPP and LPT and positive FX

[€m]	Q1'18	Q1'19
Sales	336	347
EBITDA pre	52	54
Margin	15.5%	15.6%



- Sales decline resulting from lower volumes, mitigated by USD tailwind and pricing
- Lower volumes mainly in BU HPM due to weaker auto demand
- EBITDA pre burdened by volumes despite favorable pricing and FX
- Margin remains on good level despite end market weakness

[€m]	Q1'18	Q1'19
Sales	392	382
EBITDA pre	73	65
Margin	18.6%	17.0%

## Q1 2019: Solid performance on high comparable base



[€m]	Q1 2018 <sup>1</sup>		Q1 2019		yoy in %
Sales	1,816	(100%)	1,822	(100%)	0%
Cost of sales	-1,342	(-74%)	-1,351	(-74%)	-1%
Selling	-199	(-11%)	-216	(-12%)	-9%
G&A	-77	(-4%)	-66	(-4%)	14%
R&D	-30	(-2%)	-28	(-2%)	7%
EBIT	154	(8%)	139	(8%)	-10%
Net Income	81	(4%)	84	(5%)	4%
EPS pre <sup>2</sup>	1.16		1.28		10%
EBITDA thereof exceptionals	255 -15	(14%) (-1%)	253 -22	(14%) (-1%)	-1% 47%
EBITDA pre exceptionals	270	(14.9%)	275	(15.1%)	2%

- Increase in selling expenses driven by higher freight costs
- Reduced G&A costs due to lower provisions for var. compensation and lower costs of the former Chemtura businesses
- Improved net income driven by better financial result and tax rate
- Increased EPS pre also reflects share buy-back
- Higher exceptionals due to M&A projects, adjustment of production network and digitalization

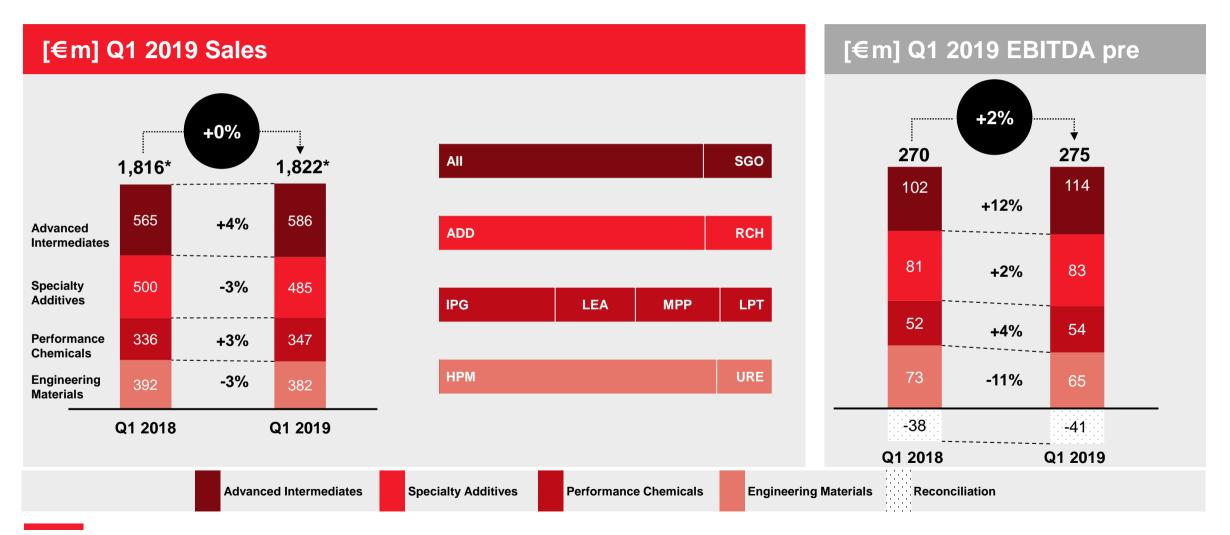
#### Figures reflect higher resilience

<sup>1) 2018</sup> applies to continuing operations

<sup>2)</sup> Net of exceptionals and amortization of intangible assets as well as attributable tax effects

# Proven stability of portfolio – EBITDA pre decline in Engineering Materials offset by other segments

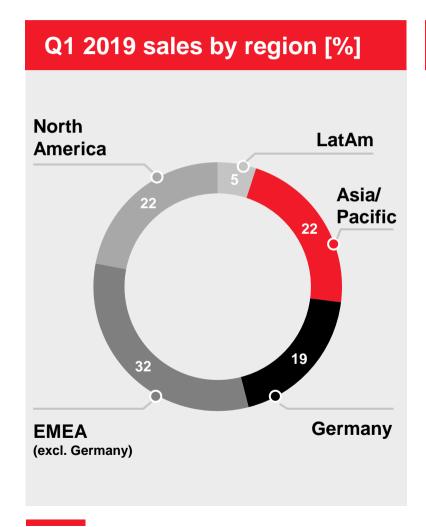


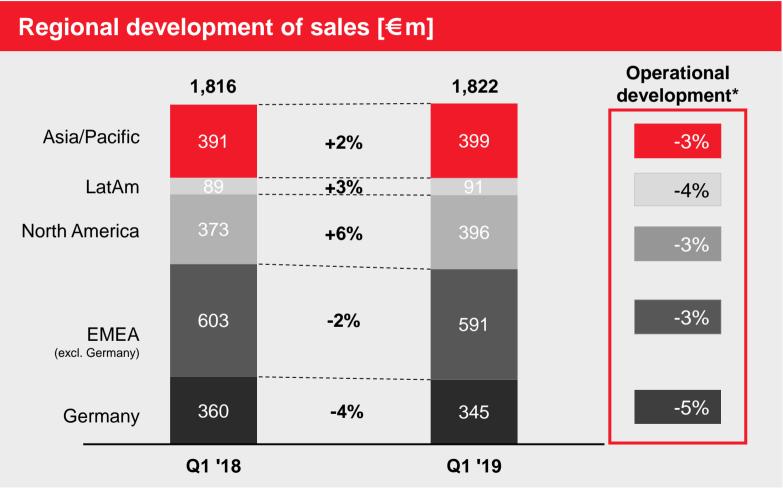


<sup>\*</sup> Total group sales including reconciliation

# Q1 2019: FX driven sales growth in Americas and Asia offset by decline in EMEA and Germany







## Cash flow Q1 2019: Stable operating cash flow



[€m]	Q1 2018 <sup>1</sup>	Q1 2019
Profit before tax	120	118
Depreciation & amortization	101	114
Financial (gain) losses	17	15
Income taxes paid	-31	-39
Changes in other assets and liabilities	27	-14
Operating cash flow before changes in WC	234	194
Changes in working capital	-206	-162
Operating cash flow	28	32
Investing cash flow	-113	-239
Thereof capex	-60	-72
Financing cash flow	11	-157

- Higher depreciation due to IFRS
   16 effect
- Changes in other assets and liabilities driven by lower provisions for variable compensation and utilization of provisions, e.g. restructuring
- Changes in working capital reflects normal seasonal pattern
- Investing cash flow comprises investment of liquidity after ARLANXEO divestment
- Capex increase driven by debottlenecking investment program
- Share buy-back reflected in financing CF

#### **Balance Sheet: Solid!**



[€m]	31.12.2018	31.03.2019
Total assets	8,687	8,837
Equity (incl. non-controlling interest)	2,773	2,813
Equity ratio	32%	32%
Net financial debt  (including cash and near cash assets)	1,381	1,675
Near cash, cash & cash equivalents	797	434
Pension provisions	1,083	1,110
Net working capital	1,455	1,636
DSI (in days) <sup>1</sup>	69	69
DSO (in days) <sup>2</sup>	46	48

- Stable total assets and equity ratio
- Net debt impacted by ongoing share buy-back (€111 m)³and IFRS 16 effect (~€130 m)
- Cash proceeds from sale of 50% share in ARLANXEO partly included in treasury financial assets
- Higher pension provisions due to declining underlying interest rate in Germany
- Seasonal increase in net working capital

<sup>1</sup> Days of sales in inventory calculated from quarterly sales

<sup>2</sup> Days of sales outstanding calculated from quarterly sales

<sup>3</sup> Status 31 March 2019

### Stable and solid balance sheet



[€m]	Dec 2018	Mar 2019		Dec 2018	Mar 2019
Non-current assets	4,786	4,977	Stockholders' equity	2,773	2,813
Intangible assets	1,764	1,786	attrib. to non-contr. interests	-7	-8
Property, plant & equipment	2,577	2,717	Non-current liabilities	4,395	4,546
Equity investments	0	0	Pension & post empl. provis.	1,083	1,110
Other investments	2	2	Other provisions	337	351
Other financial assets	25	25	Other financial liabilities	2,686	2,783
Tax receivables	14	14	Tax liabilities	117	129
Other non-current assets	404	433	Other liabilities	83	79
Current assets	3,901	3,860	Deferred taxes	89	94
Inventories	1,347	1,386	Current liabilities	1,519	1,478
Trade account receivables	903	975	Other provisions	465	479
Other current financial assets	598	789	Other financial liabilities	59	78
Other current assets	256	276	Trade accounts payable	795	725
Near cash assets	0	0	Tax liabilities	44	48
Cash and cash equivalents	797	434	Other liabilities	156	148
Total assets	8,687	8,837	Total equity & liabilities	8,687	8,837

IFRS 16 effect of ~€130 m impacts PP&E and other financial liabilities

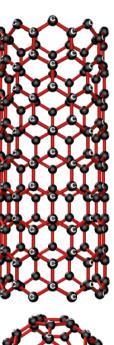
# FY 2019 EBITDA pre guidance between €1,000 m and €1,050 m

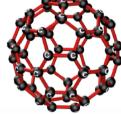


# **Current view** on economy

- General trading environment softer, but not deteriorating
- Auto: Expected to remain weak, especially in Asia
- Agro: Recovery not yet visible
- China: No impulse from governmental stimuli yet

LANXESS FY 2019 FY 2019 EBITDA pre expected between €1,000 m and €1,050 m





## **Agenda**



- 1 Resilient in challenging times
- 2 Q1 a solid start to 2019
- 3 Back-up

#### Housekeeping items



#### **LANXESS** financial expectations

• Capex 2019: ~€500 m

Operational D&A 2019: ~€450 m

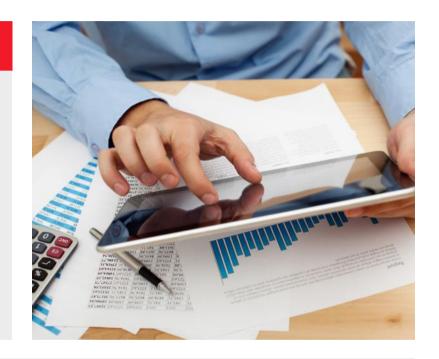
• Reconciliation 2019: ~€150 m - €160 m including remnant costs

■ Tax rate: Around 30%

Exceptionals 2019: €30 m - €60 m based on current initiatives

• FX sensitivity: one cent change of USD/EUR resulting in

~€7 m EBITDA pre impact before hedging

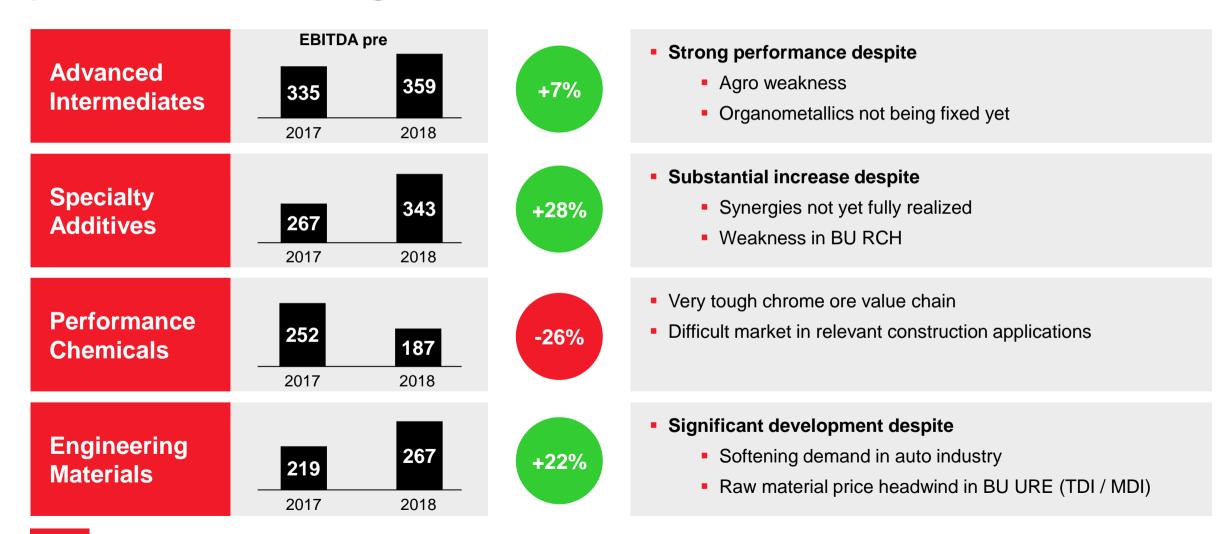


#### IFRS 16 effects 2019:

- Reclassification of ~€35 m from operating result to depreciation and interest expense (low single-digit € millions)
   leading to EBITDA pre improvement
- Rise in fair value of leasing liabilities by ~€130 m burdening net debt

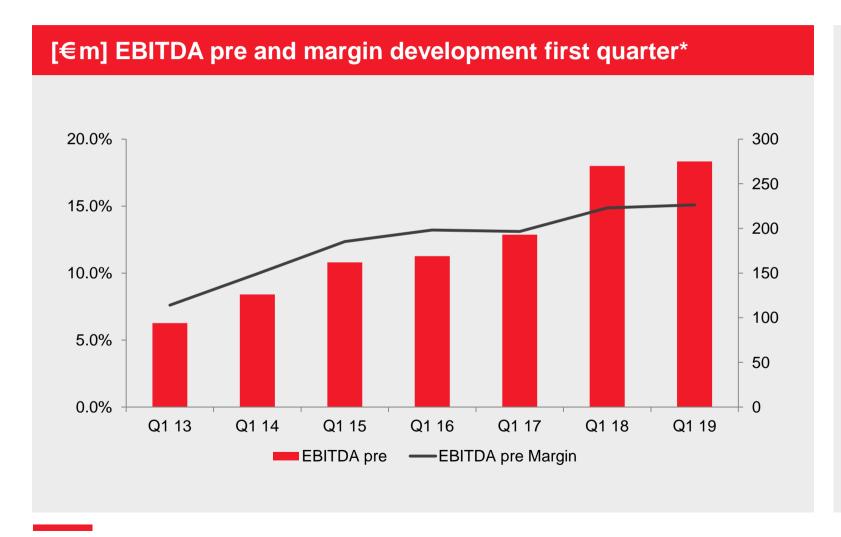
# FY 2018: Improved results in three segments drive performance in tougher environment





### **EBITDA** pre and margin continuously improve



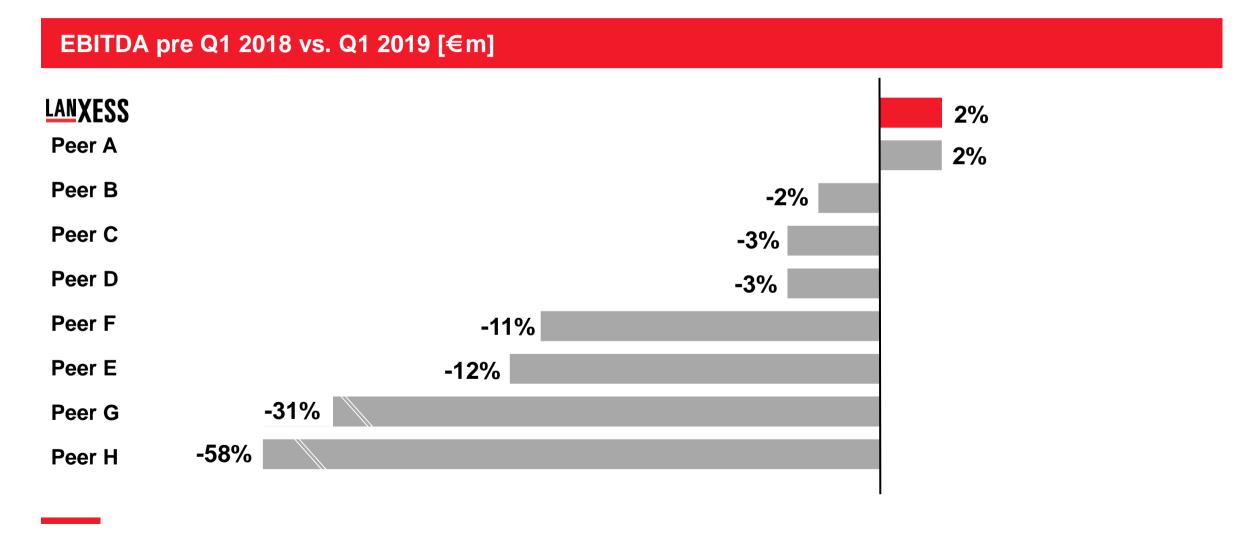


- Q1 EBITDA pre and margin continue to grow
- Improvement even in more challenging environment reflects increasing resilience of LANXESS' business setup
- Q1 2017 margin development held back by lagging raw material price pass-through
- Significant increase in Q1 2018 due to acquisition of Chemtura and synergies

<sup>\*</sup> LANXESS without ARLANXEO, figures 2013 – 2016 indicative / unaudited

# LANXESS EBITDA pre increases versus strong prior year despite challenging environment



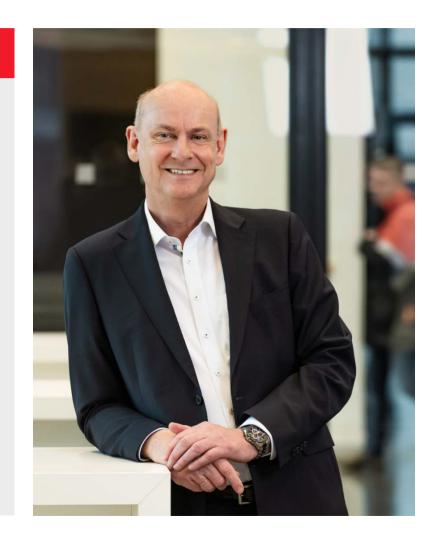


## New Board member responsible for additives business



#### **Anno Borkowsky**

- Responsibility for all businesses in the Specialty Additives segment
- New position underpins importance of additives business at LANXESS
- Start on June 1, 2019
- Roughly 30 years of experience in the chemical industry
  - Since 1990: working at Bayer / LANXESS
  - 2004-2017: Head of RheinChemie (additives) business unit
  - 2017-2019 Head of Additives business unit



## Reorganization of Specialty Additives segment



# Advanced Intermediates

- Advanced Industrial Intermediates
- Saltigo

# **Specialty Additives**



- Polymer Additives (new)
- Flame retardants / other plastics additives
- Head of BU: Karsten Job
- Lubricant Additives Business (new)
- Lubricants / lubricant additives
- Head of BU: Martin Saewe
- Rhein Chemie
- Rubber additives / colorants
- Head of BU: Philipp Junge

#### Performance Chemicals



- Material Protection Products
- Inorganic Pigments
- Leather
- Liquid Purification Technologies

# Engineering Materials

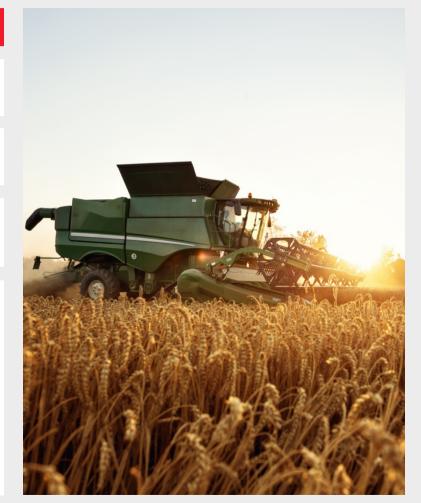


- High Performance Materials
- Urethane Systems

# Advanced Intermediates: Solid backbone with focus on organic growth



	All	SGO	
Market positions <sup>1</sup>	TOP 3	# 1	
Expected growth	~3-4%	Recovery in 2019	
Development focus	Rather organic	Organic & External	
	• Invest €100 m into debottleneckings	<ul> <li>Best prepared for agro recovery</li> </ul>	
Growth drivers	<ul> <li>Ramp up profitability of Organometallics to peer level (around 15%)</li> </ul>	<ul> <li>Expand fine chemicals business</li> </ul>	



# Specialty Additives: Leading additives platform with broad expansion opportunities



	ADD	RCH	
Market positions <sup>1</sup>	TOP 3	# 1	
Expected growth	~4%	~3%	
Development focus	Organic & External	Organic & External	
	<ul><li>Generate synergies until 2020</li></ul>	<ul> <li>Use unique global scale to penetrate market</li> </ul>	
Growth drivers	<ul><li>Leverage position in dynamic markets</li><li>Push product innovations</li></ul>	<ul><li>Leverage innovations</li><li>Streamline product portfolio</li></ul>	

(next generation FR) and synthetic base lubricants



# Performance Chemicals: Expect structural changes!



	IPG	LEA	MPP	LPT
Market positions <sup>1</sup>	# 1	TOP 2	TOP 3	TOP 3
Expected growth	~ 2%	1 - 2%	3%	4 - 10%
Development focus	Organic	Restructuring	Organic & external	Organic & External
<b>Growth drivers</b>	<ul> <li>Benefit from industry consolidation</li> <li>Further penetrate and develop North American market</li> </ul>	<ul> <li>Trimmed chrome value chain</li> <li>Potential partnerships</li> </ul>	<ul> <li>Expand and enrich regulatory organization to penetrate global markets</li> <li>Benefit from disinfection trends</li> </ul>	<ul> <li>Option to build-up production footprint (new assets) in North America or China</li> <li>Further develop high-value market applications</li> </ul>

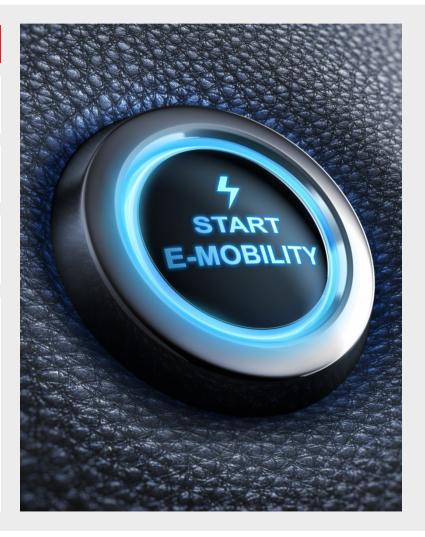
# **Engineering Materials: Leading players with clear strategy for market independent growth**



	HPM	URE	
Market positions <sup>1</sup>	# 2 Europe	# 1	
Expected growth	~5%	~3%	
Development focus	Organic	Organic & external	
	<ul><li>Lightweight trend and e-mobility</li></ul>	<ul> <li>Expand market share in Europe and Asia</li> </ul>	
Growth drivers	<ul> <li>Capital light compounding investments</li> <li>Continuous consumer product innovation in E&amp;E</li> </ul>	<ul> <li>Leverage further product innovations (esp. on low-free isocyanate products)</li> </ul>	

Benefit from automation

trends



# LANXESS delivers on organic growth – upcoming capacity expansions



Organic investment program well on track Capex				
BU AII:	Expansion of hexandiol production, Krefeld-Uerdingen (Germany)	not discl.		
	Menthol expansion, Krefeld-Uerdingen (Germany)	not discl.		
	Expansion for benzyl alcohol, Krefeld-Uerdingen (Germany)	small double-digit €m		
BU RCH:	Capacity expansion for Macrolex brand dyes, Leverkusen (Germany), available Q2 2019	~€5m		
BU LPT:	Ion exchange resigns production, Leverkusen (Germany), available mid 2019	single-digit €m		
BU IPG:	Planned capacity increase for iron oxides pigments, Krefeld- Uerdingen (Germany) and Porto Feliz (Brazil), available in 2019	not discl.		
BU HPM:	New compounding facility in Changzhou (China), available Q2 2019	~€20m		
	New compounding facility, Krefeld-Uerdingen (Germany)	mid double-digit €m		
	Capacity expansion for continuous fiber-reinforced thermoplastic composites at Bond-Laminates, Brilon (Germany), available Q3 2019	single-digit €m		
BU URE:	Additional prepolymers capacity, Porto Feliz (Brazil), available mid 2019	single-digit €m		



# Capital allocation priorities after ARL exit: Focus on deleveraging and building a superior growth platform



### Capital allocation after receipt of cash

#### **Attractive growth**

- M&A following our communicated financial matrix
- Investments into new and already announced brownfield & debottlenecking projects (until ~2021)

#### **Deleveraging**

- Funding of German pension liabilities
- New funding ratio improved to ~57%\*

#### **Share buy-back**

 Share buy-back to be executed between January and year end 2019

€400 - €X m



up to €200 m

**Use of proceeds in line with investment grade commitment** 

# Chemtura synergies realized ahead of plan



### Implementation of synergies faster than predicted



### **Key Messages**

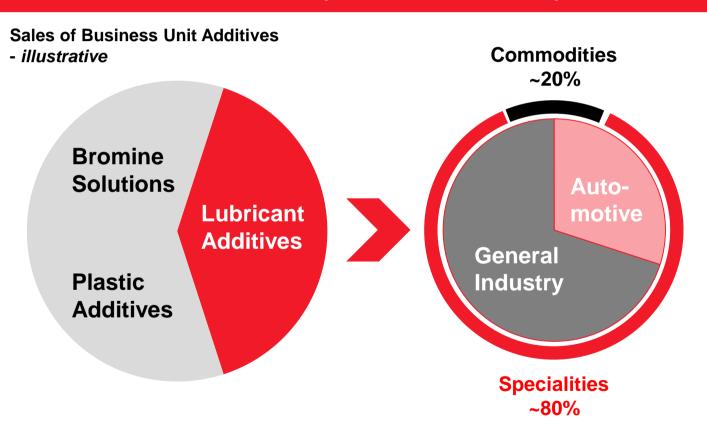
- Synergies confirmed
  - €100 m of "hard" costs
  - Earlier realization
  - Topline synergies not included
- OTCs and cash-outs confirmed
- Capex confirmed, mainly related to Manufacturing Excellence

<sup>\*</sup> Does not include ~€65 m PPA charges from inventory step-up in opening balance sheet. Transaction related charges were recognized in opening balance sheet

# Business Unit Additives with strong focus on high value-add industrial lubricant solutions



#### Well diversified and specialized lubricants portfolio



### A leading specialties player

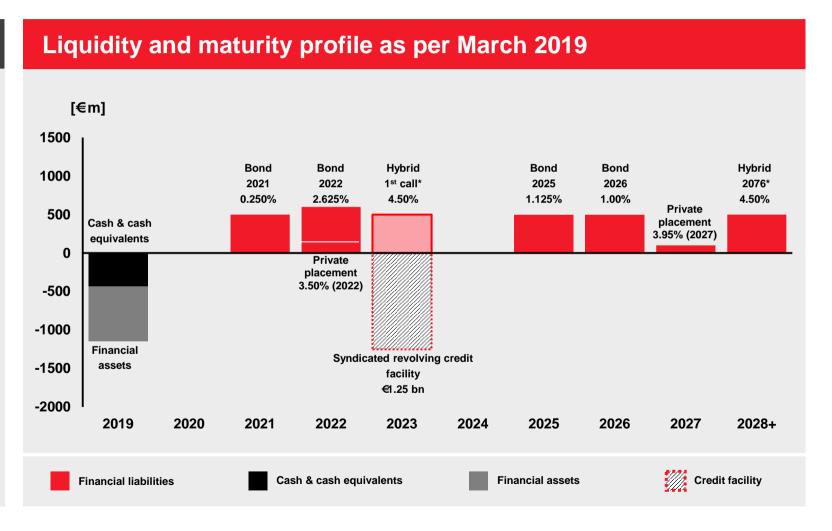
- Highly diversified end-market split with focus on industrial lubricants
- Strong expertise in high value-add specialty lubricants
- Leading positions in mid-sized and niche markets
- Automotive exposure well balanced with additives and base stocks only for high grade specialty engine oils (highest category 4 & 5)

## Maturity profile actively managed and well balanced



### Long-term financing secured

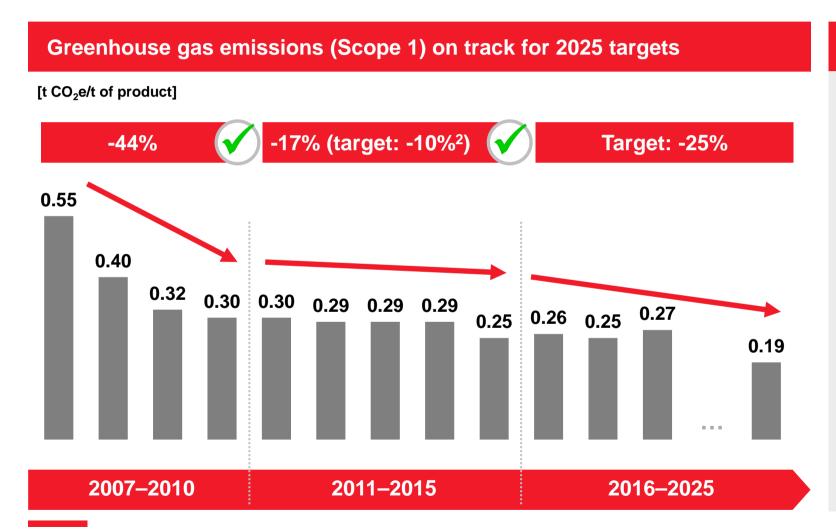
- Diversified financing sources
  - Bonds & private placements
  - Syndicated credit facility
- Average interest rate of financial liabilities ~2%
- Next bond maturity in 2021
- All group financing executed without financial covenants



<sup>\*</sup> Hybrid bond with contractual maturity date in 2076 has a first optional call date in 2023.

# Climate protection: Target of specific CO<sub>2</sub> emissions (scope 1+2)<sup>1</sup> of -25% by 2025





#### 2018 development

- ARLANXEO divestment and linked changes to portfolio led to higher specific Scope 1 emissions (generation and use in ongoing operations comparatively more energy from primary energy sources)
- Chemtura akquisition (2018 FY full contribution) with impact on scope 1 emissions whereas positive on scope 2+3
- Mitigating effect from reduced use of coal (China) and higher use of biomass (India & Brazil)

<sup>&</sup>lt;sup>1</sup> Reduction of specific CO<sub>2</sub> emission (scope 1) by 25% until 2025; reduction of specific energy consumptions (scope 2) by 25% until 2025; Reduction of volatile organic compounds (NMVOC3, scope 3) emissions by 25% until 2025; <sup>2</sup> Reduction of specific greenhouse gas emissions (scope 1) by 10% per reporting segment achieved

# Awards in ratings and indices reflect high sustainability standards



#### **Commitment and entitlement**









## Awards in ratings and indices



Member DJSI World and Europe



EcoVadis "Gold Recognition Level"



Klimascore A-

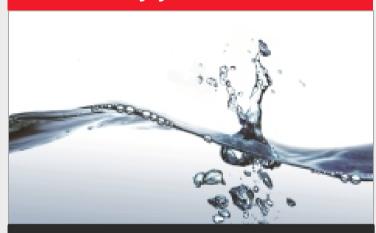


Index Member

# LANXESS products enable sustainable solutions in key areas of application



#### **Quality you can drink**



With its Lewabrane® membrane elements and Lewatit® ion exchange resins, the Liquid Purification Technologies business unit offers a high-performance solution for ensuring a reliable supply of drinking and purified water.

### **Lightweight solutions**



High-performance plastics from LANXESS, such as Durethan®, Pocan® and Tepex®, can replace many of the metal parts in cars to help reduce weight and fuel consumption, without compromising on vehicle safety.

#### **Protection against diseases**



Saltidin® is an insect repellent proprietary to LANXESS subsidiary Saltigo. It is used in insect repellents and lowers the risk of contracting malaria, dengue fever, Zika virus, borreliosis or encephalitis.

# ...and LANXESS keeps innovating to meet present and future sustainability demands



#### **ULP** membranes



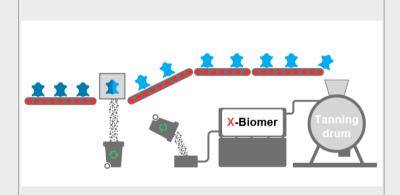
LANXESS' new ultra-low pressure (ULP) membranes have the ability to remove trace elements originating for instance from drugs, chemicals, cosmetic products and crop protection agents almost entirely even at low operating pressures.

#### **Components for e-scooters**



Pocan AF 4110 enables light housing components for bike and scooter batteries and combines low warpage with excellent mechanical properties – only one example of the wide-ranging product portfolio for electric mobility.

### **Circular leather production**



With the X-Biomer INSITU technology, retanning agents can be produced from by-products on site in the tannery. This means less chemical use, less logistics costs, less waste and less  $CO_2$  emissions.

# Adding value to business and society – various concepts to asses and measure our impacts



#### **Societal Added Value**

Sustainability profile and societal impacts of our products

The quantified impact of our gate-to-gate business operations on society

Our contribution to the Agenda 2030 goals to overcome society challenges



**Product Portfolio Assessment** 



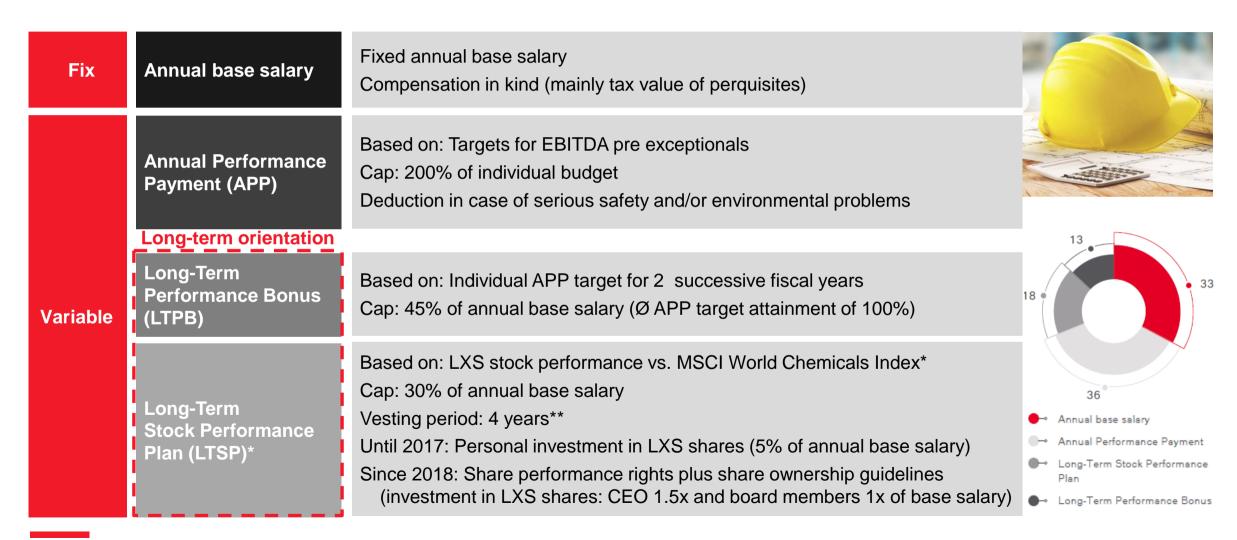
**Impact Valuation Concept** 



Sustainable Development Goals Analysis

# **Management compensation**





<sup>\*</sup>LTSP 2014–2017; Dow Jones STOXX 600 Chemicals<sup>SM</sup> serves as a reference index for the LTSP 2010–2013

<sup>\*\*</sup> Five year vesting period applies to LTSP 2010–2013

# Slightly higher exceptional items (on EBIT) due to plant closure in Jinshan and projects



[€m]	Q1 2018		Q1 2019	
	Excep.	Thereof D&A	Excep.	Thereof D&A
Advanced Intermediates	0	0	0	0
Specialty Additives	0	0	1	0
Performance Chemicals	1	0	4	0
Engineering Materials	0	0	0	0
Reconciliation	14	0	17	0
Total	15	0	22	0



# Upcoming events 2019 / 2020



Proactive capital market communication					
mBank Chemicals Day	June 4	Warsaw			
<ul> <li>dbAccess Berlin Conference</li> </ul>	June 5/6	Berlin			
<ul> <li>Exane BNP Paribas 21st CEO Conference</li> </ul>	June 11/12	Paris			
J.P. Morgan Cazenove European Materials Conference	June 12	London			
Morgan Stanley Cannon Ball Run	June 25	Cologne			
<ul> <li>Q2 2019 results</li> </ul>	August 2				
<ul> <li>Goldman Sachs &amp; Berenberg German Corporate Conference</li> </ul>	September 23-25	Munich			
<ul> <li>Q3 2019 results</li> </ul>	November 13				
Meeting the Management	November 15	Cologne			
<ul> <li>Annual Stockholders' Meeting 2020</li> </ul>	May 13	Cologne			

## **Contact details Investor Relations**





Oliver Stratmann Head of Treasury & Investor Relations

Tel.: +49-221 8885 9611 Fax.: +49-221 8885 5400 Mobile: +49-175 30 49611

Email: Oliver.Stratmann@lanxess.com



André Simon
Head of Investor Relations

Tel.: +49-221 8885 3494 Mobile: +49-175 30 23494 Email: Andre.Simon@lanxess.com



Laura Stankowski

Assistant to André Simon Tel.: +49-221 8885 3262 Fax.: +49-221 8885 4944

Email: Laura.Stankowski@lanxess.com



Katharina Forster
Institutional Investors / Analysts / AGM

Tel.: +49-221 8885 1035 Mobile: +49-151 7461 2789

Email: Katharina.Forster@lanxess.com



Eva Frerker
Institutional Investors / Analysts

Tel.: +49-221 8885 5249 Mobile: +49 151 74612789 Email: Eva.Frerker@lanxess.com



Janna Günther
Private Investors / AGM

Tel.: +49-221 8885 1989 Mobile: +49 151 7461 2615

Email: Janna.Guenther@lanxess.com



Jens Ussler Institutional Investors / Analysts

Tel.: +49-221 8885 7344 Mobile: +49 151 74612913 Email: Jens.Ussler@lanxess.com



## **Abbreviations**



#### **Advanced Intermediates**

All Advanced Industrial Intermediates

• SGO Saltigo

#### **Performance Chemicals**

• **IPG** Inorganic Pigments

• LEA Leather

MPP Material Protection Products

• LPT Liquid Purification Technologies

### **Specialty Additives**

LAB Lubricant Additives Business

PLA Polymer Additives

• RCH Rhein Chemie

### **Engineering Materials**

• **HPM** High Performance Materials

URE Urethane Systems