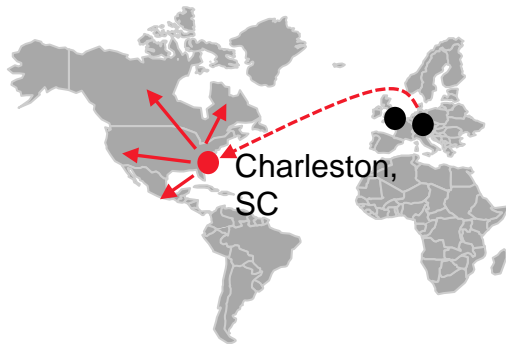


# Acquisition of US phosphorous additives business: Entering into the US market through a local asset base

## Strategic rationale

- Strengthen US phosphorus-derivatives footprint
- Building on additives market position
- High strategic fit with existing additives business



## Financial rationale

- Immediate growth at very reasonable price instead of organic investment in the U.S. or EU
- Future synergies by applying LANXESS' technology for high value additives to acquired U.S. platform
- Attractive valuation: **EBITDA Multiple <7x** before synergies

## Key figures

- Sales: ~€65m
- EV: ~€65m
- Employees: ~90



Closing expected H1 2018  
Asset deal, environmental risks remain with seller