



**LANXESS**  
Energizing Chemistry

# A strong quarter

Q3 2021 Telephone press conference

November 4, 2021

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## Strong quarter despite cost pressure

Significant increase in earnings and sales

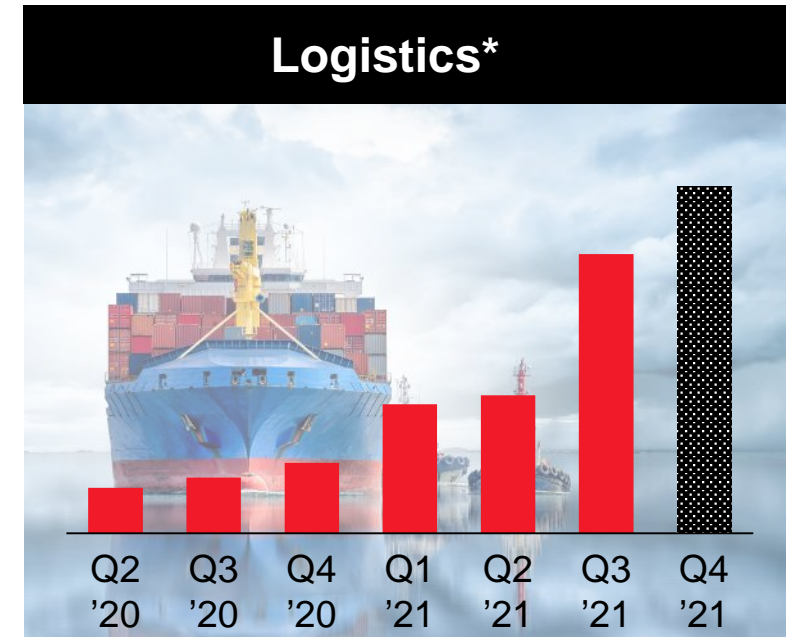
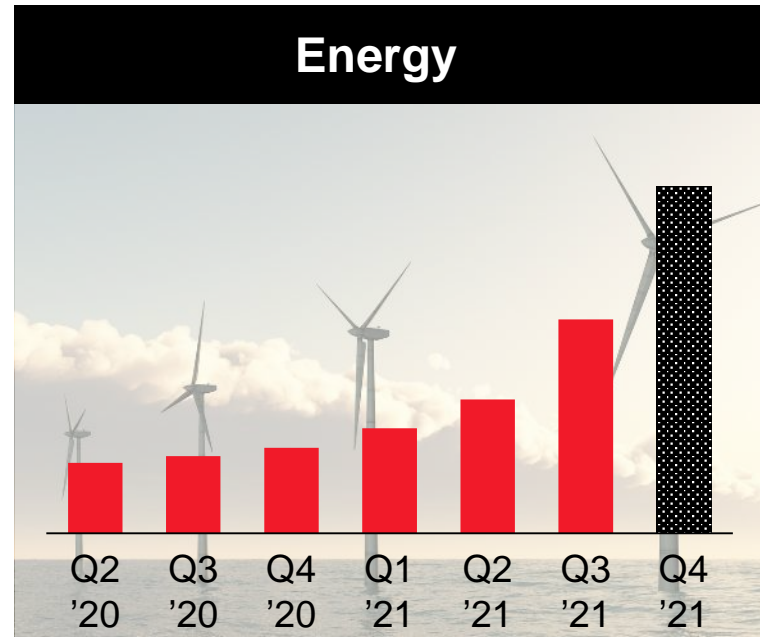
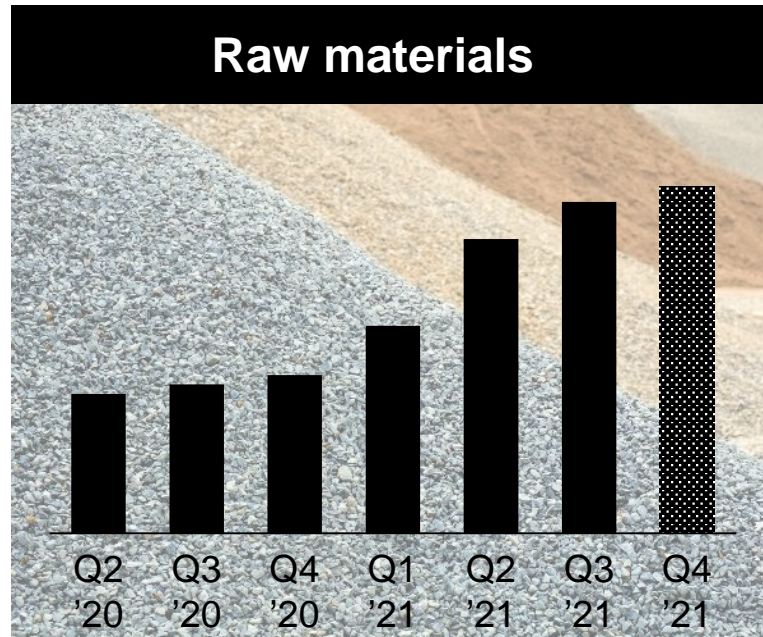
Higher raw material prices successfully passed on

Consumer Protection strengthened with further acquisition

New sustainable supply chains and products



# Current environment: Unprecedented cost inflation

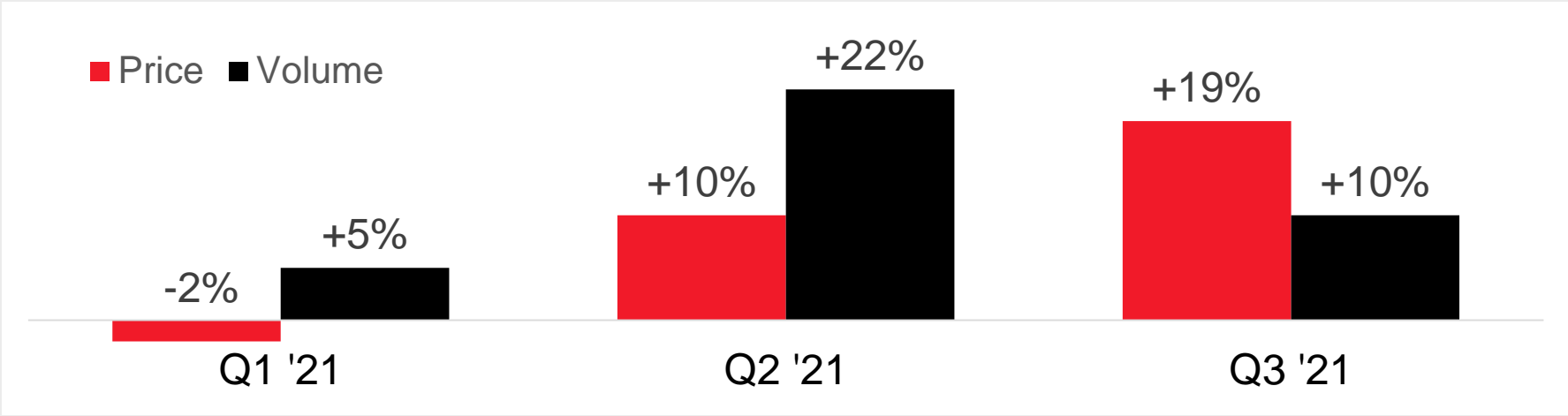


**Energy and logistics related price increases ongoing**  
**Increased raw material prices successfully passed-on**

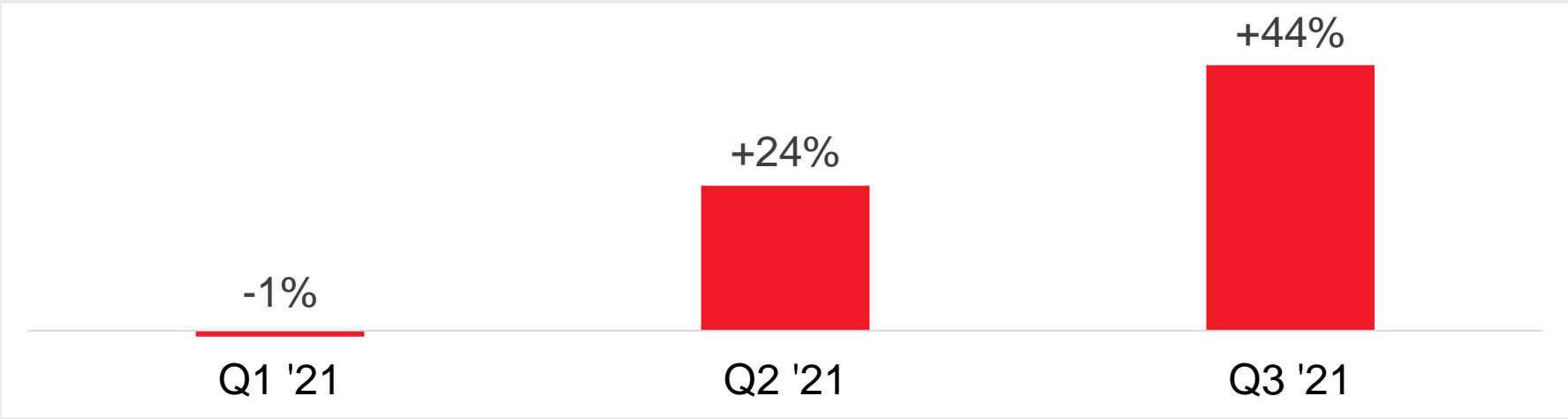
# Significant increase in earnings thanks to strong demand and pricing power



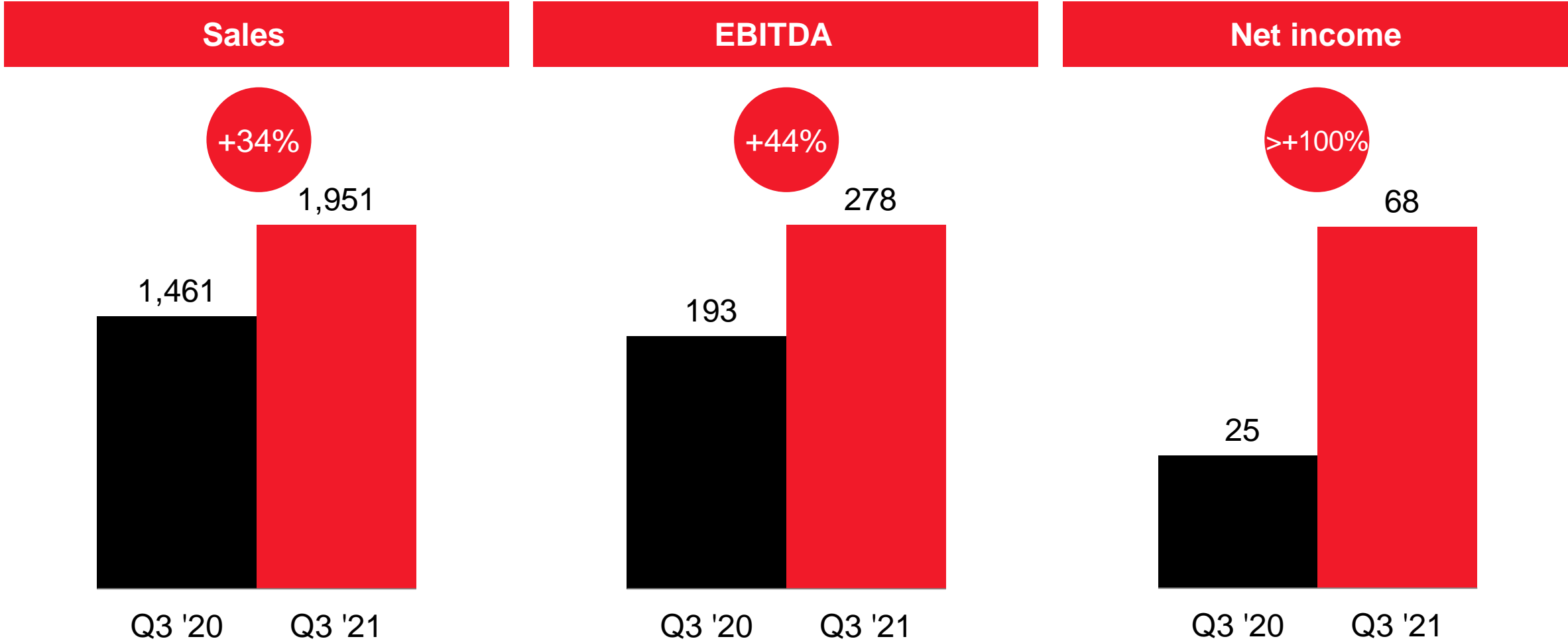
**Sales  
(YoY)**



**EBITDA  
(YoY)**

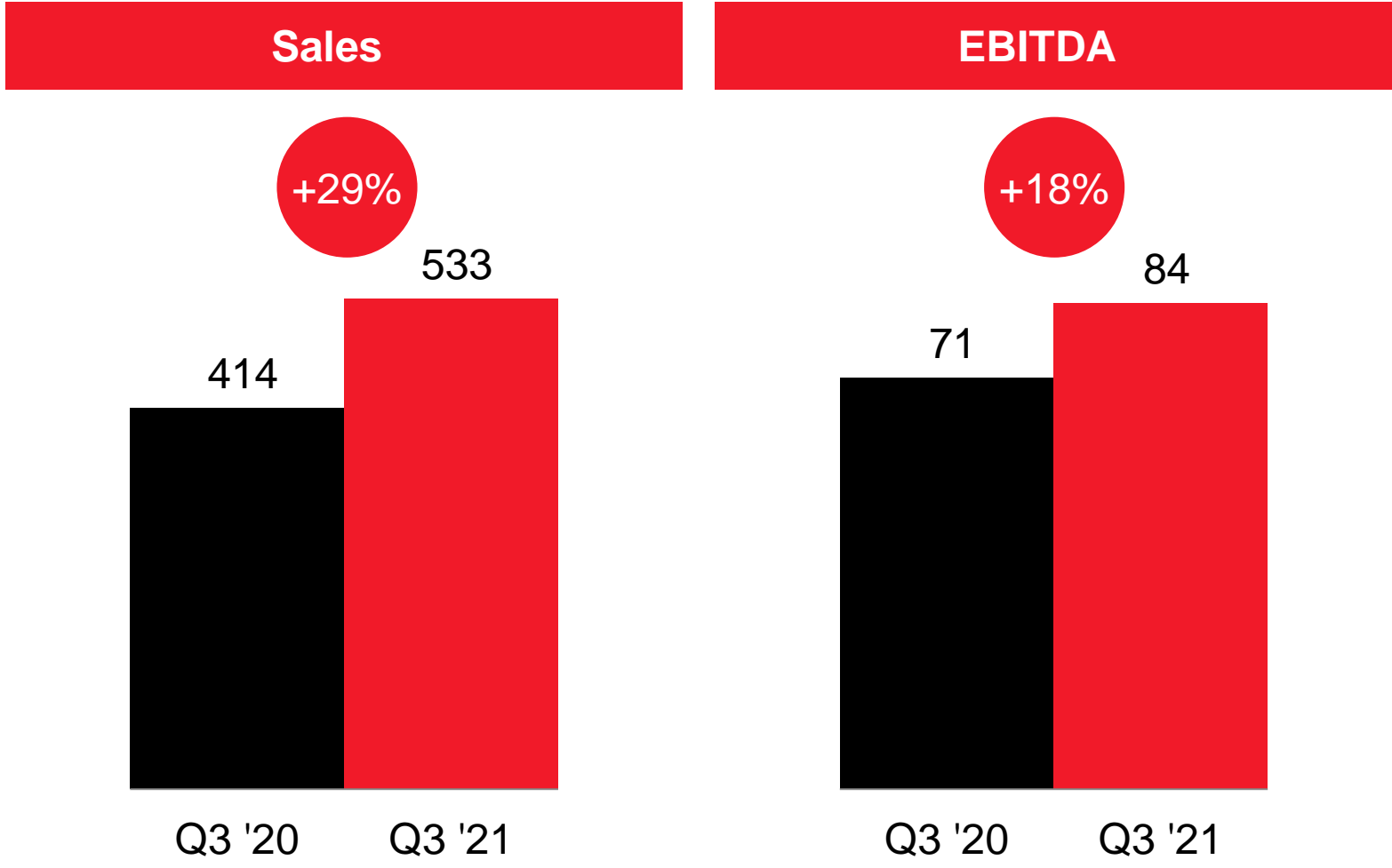


# Strong quarter in a challenging environment

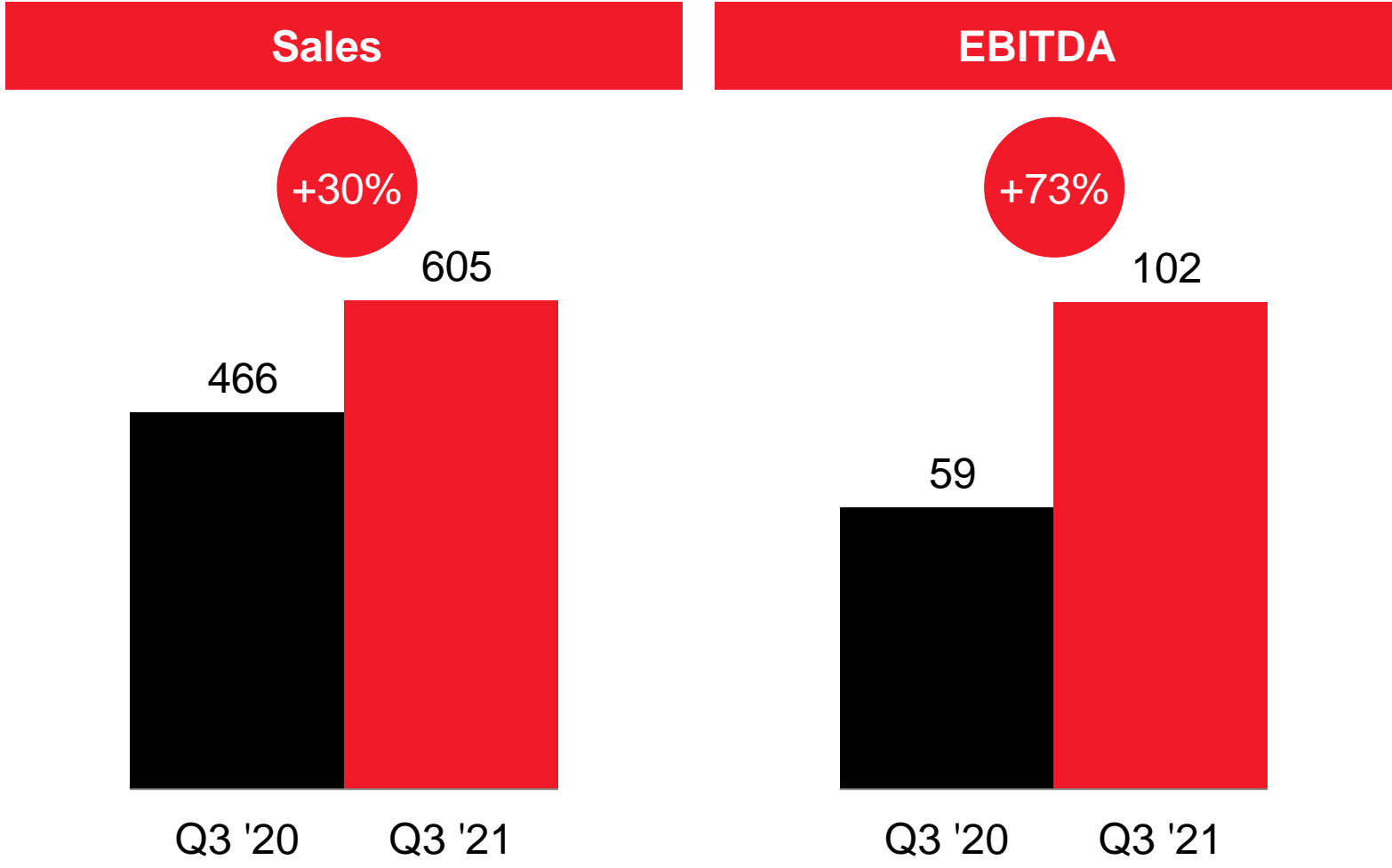


6 All figures in EUR million  
All EBITDA figures are pre exceptionals  
Net income from continuing operations

# Advanced Intermediates: Higher volumes, higher prices – but also higher energy and freight costs

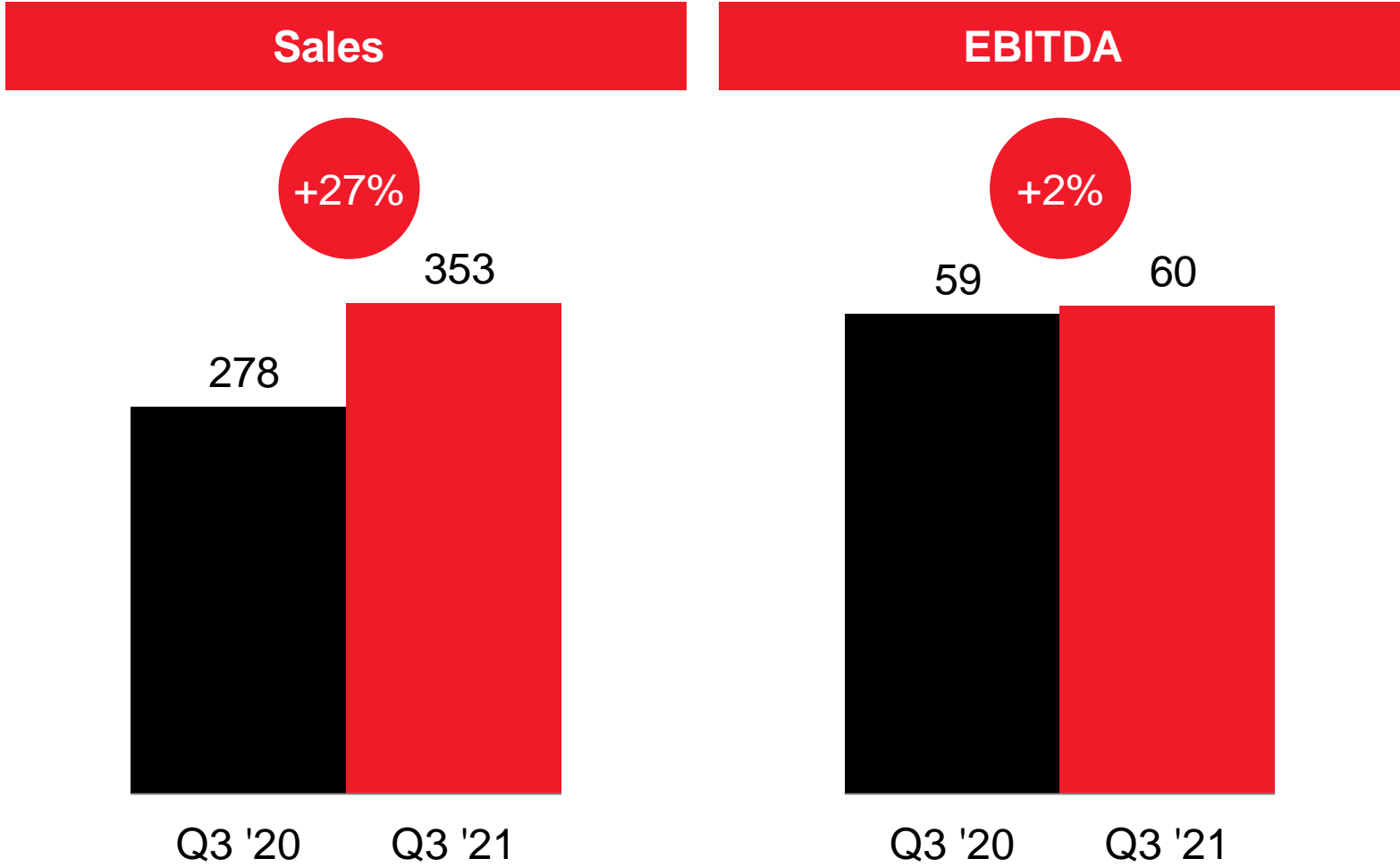


# Specialty Additives: Best quarterly result in history





# Consumer Protection: Strong start of new Flavors & Fragrances business offset by Saltigo shutdown



# Acquisition of IFF Microbial Control: A leading provider of microbial control products

## Highly attractive business

- High margins (>20%)
- Asset light: operating with a broad partner network
- Complementary portfolio and formulation capacities
- Expected EBITDA synergies: USD 35 million

## Key figures

- Sales: USD 450 million, EBITDA: USD 100 million\*
- Enterprise value: USD 1.3 billion
- ~270 employees, 2 sites
- Closing of the transaction expected in Q2 2022

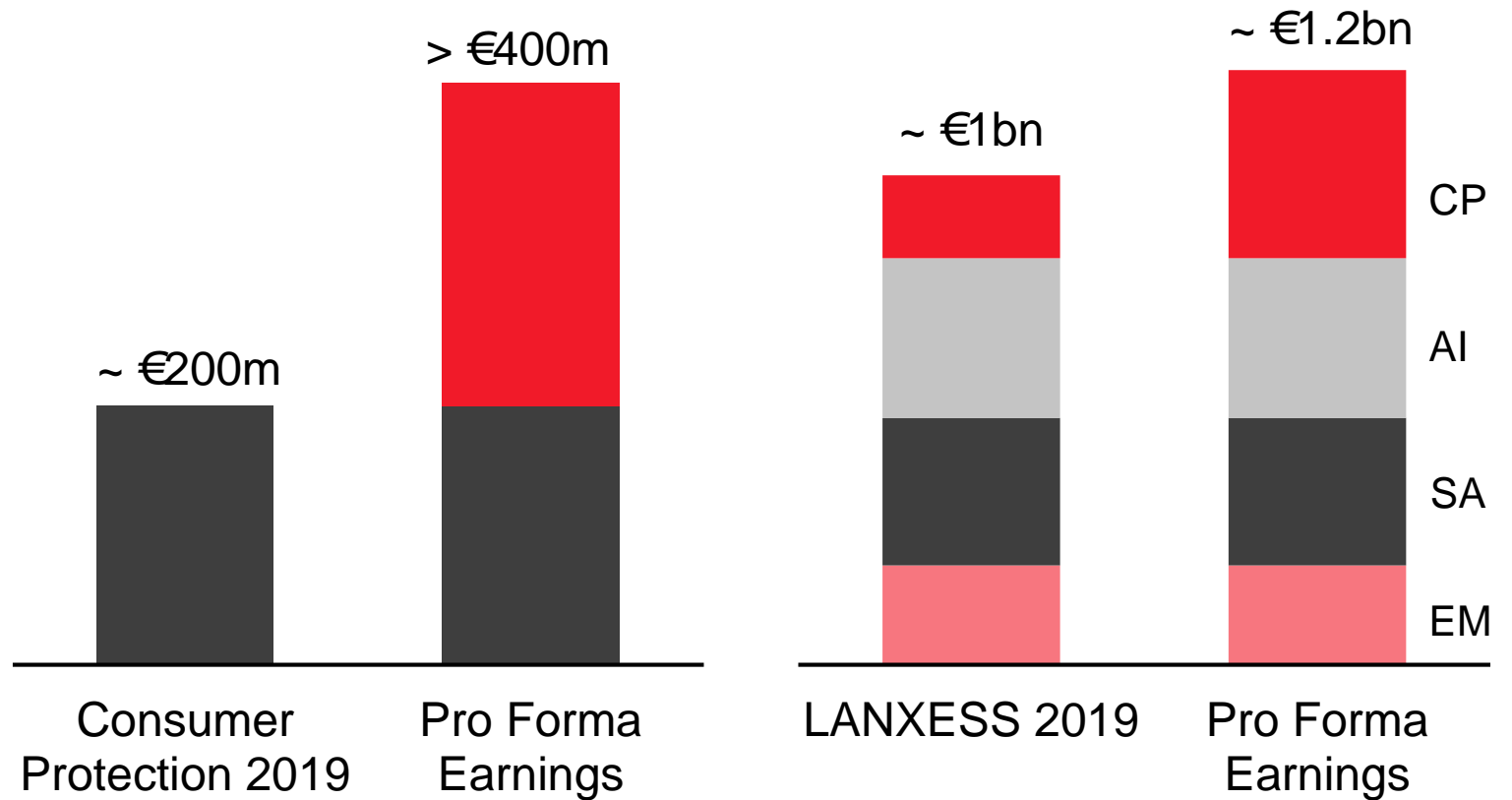


# Consumer Protection to become strongest segment

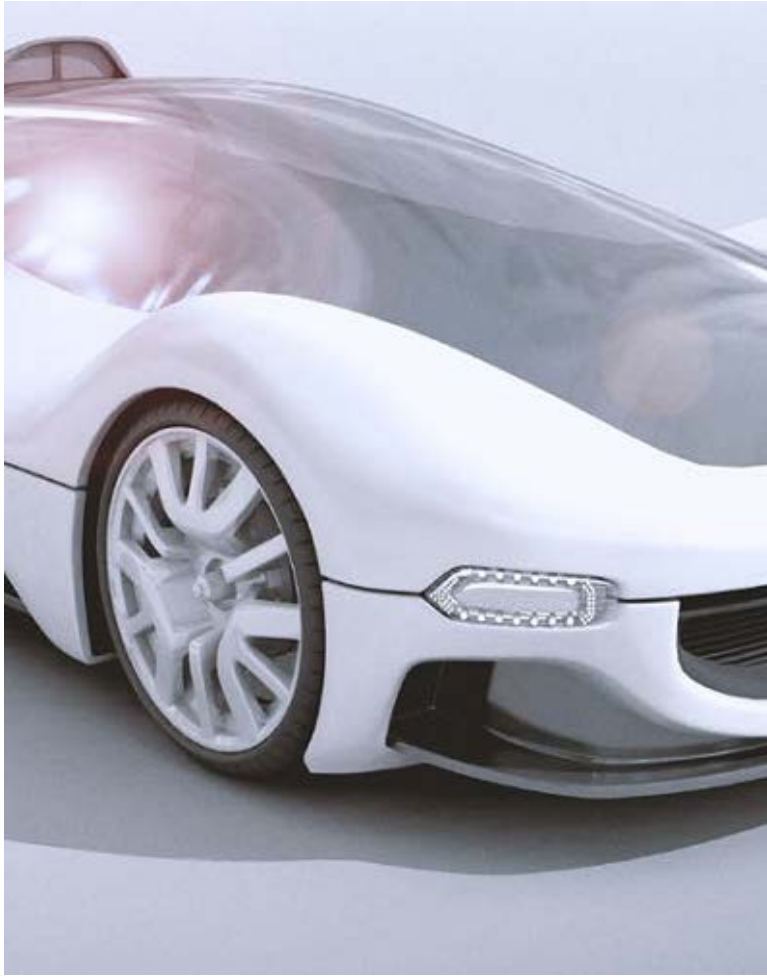
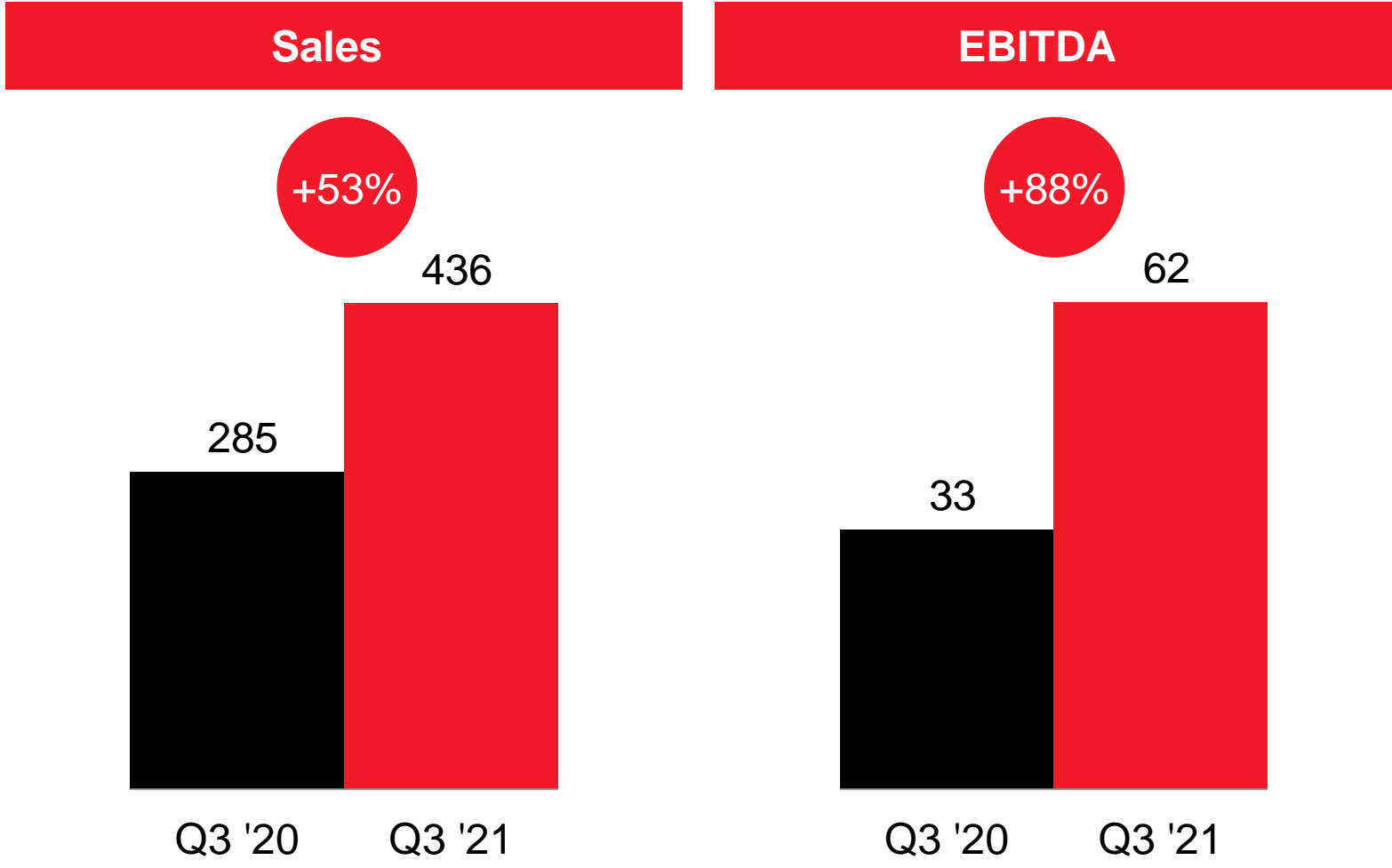
## Growth through acquisitions

## EBITDA Consumer Protection

## EBITDA Group



# Engineering Materials: Demand from automotive industry remains strong



# Alliance with bp: Sustainable raw materials

## Procurement of “green” cyclohexane

- Cyclohexane as a key raw material for the production of Durethan high-performance plastics
- Instead of crude oil: use of bio-based or bio-circular raw materials, e.g. rapeseed oil or other biomass



# New plastics for the circular economy

## Durethan Scopeblue

- Up to 92% sustainable raw materials
- Polyamide 6 from bio-based and circular raw materials
- Glass fiber from industrial glass waste
- Application in the automotive industry

## Biobased Tepex

- Composite made from 100% flax and lactic acid
- Application in automotive, electronics and sports
- Fully recyclable



# Full year guidance specified

## Market development

- Strong demand in many end industries, improvement expected in aviation and oil & gas industries
- Ongoing inflation of raw material and energy costs
- Frictions in logistic remain

## LANXESS

- EBITDA for full year 2021: lower end of range of EUR 1 billion to EUR 1.05 billion



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