



**LANXESS**  
Energizing Chemistry

# First rays of hope

Q1 2024 telephone press conference

May 8, 2024

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## **Trough reached - slight upward trend**

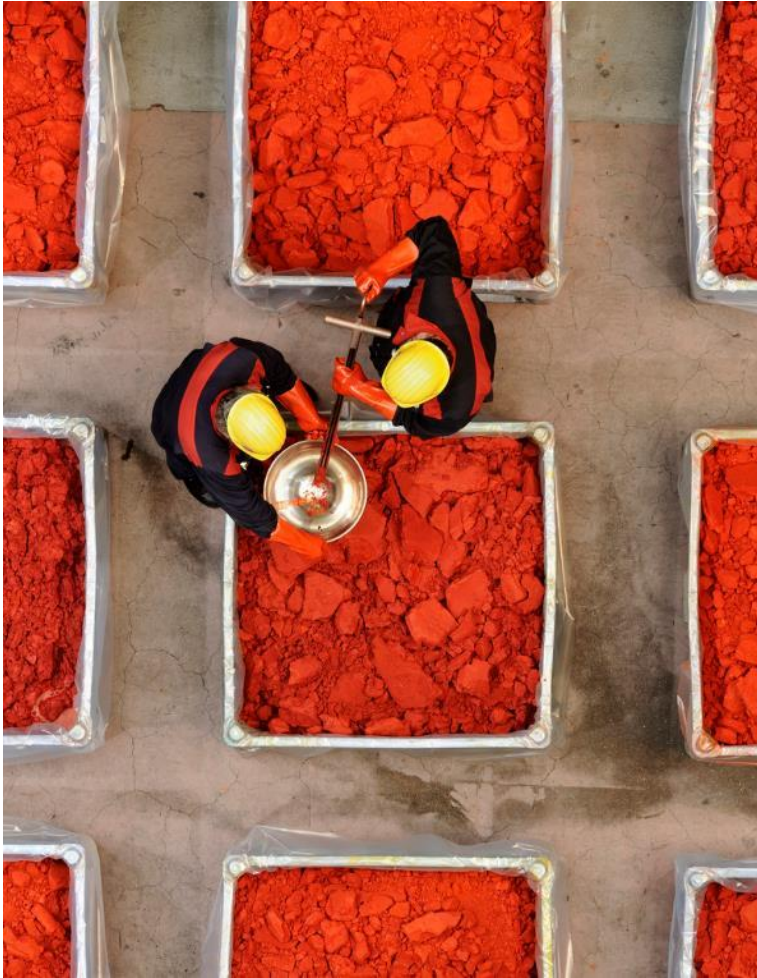
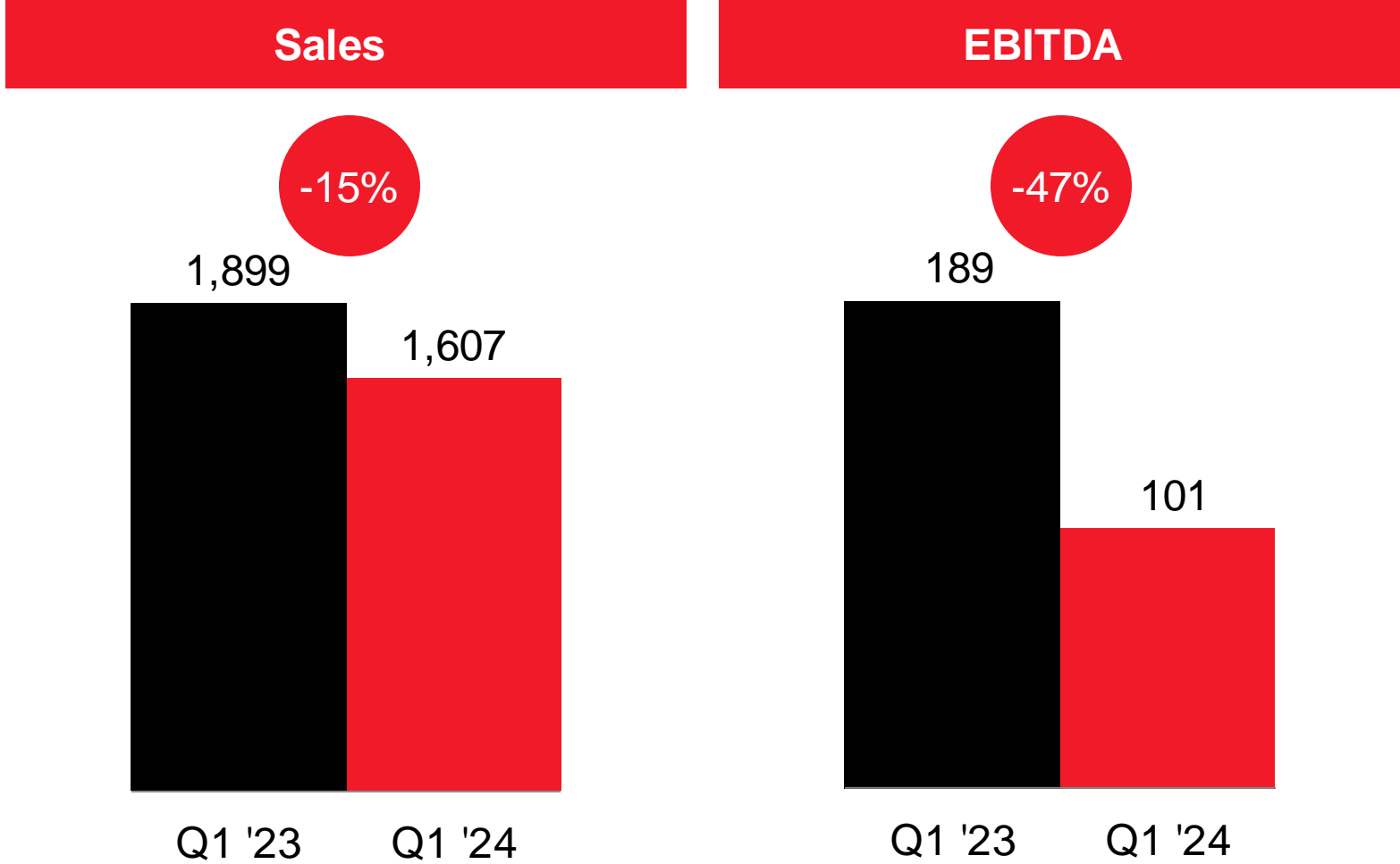
**Sales and earnings increase compared to Q4 2023**

**Rising volumes in numerous industries**

**Cost reduction and sale of Urethane Systems on track**

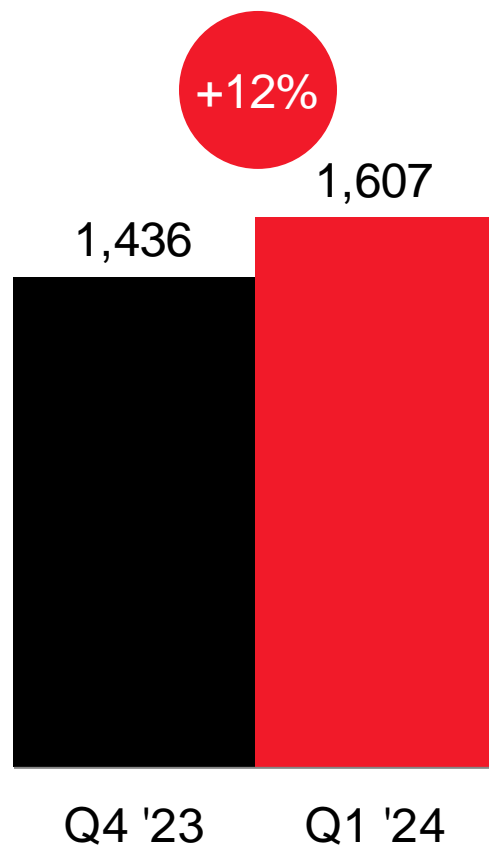
**Guidance for full year specified**

# Expected weak start to the year compared to strong prior-year quarter ...

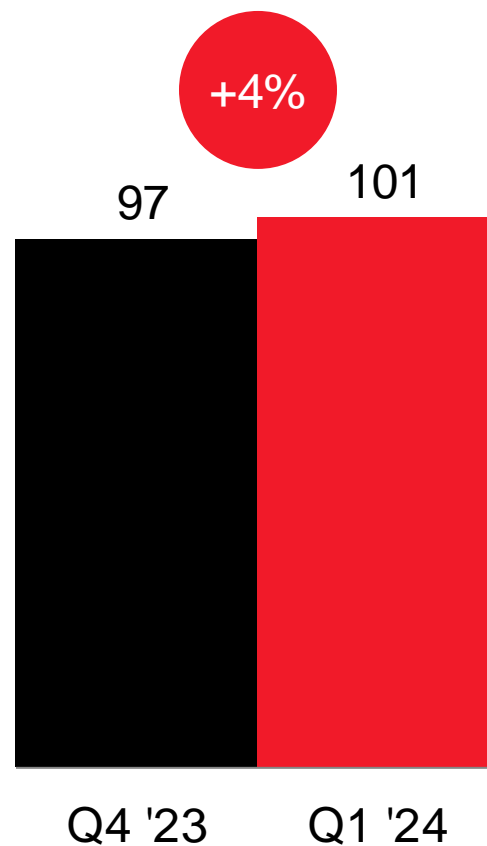


# ... but current trend is positive: volume growth compared to Q4 2023

Sales (seq.)

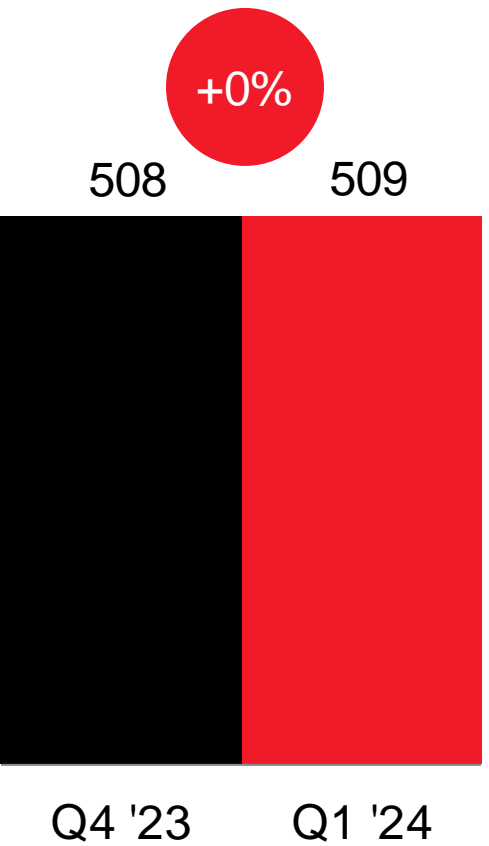


EBITDA (seq.)

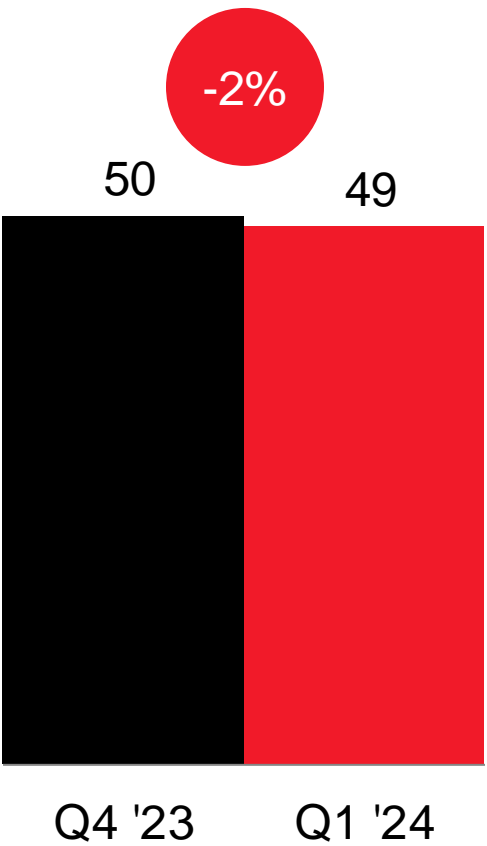


# Consumer Protection: destocking in the agro market compensated by recovery in other markets

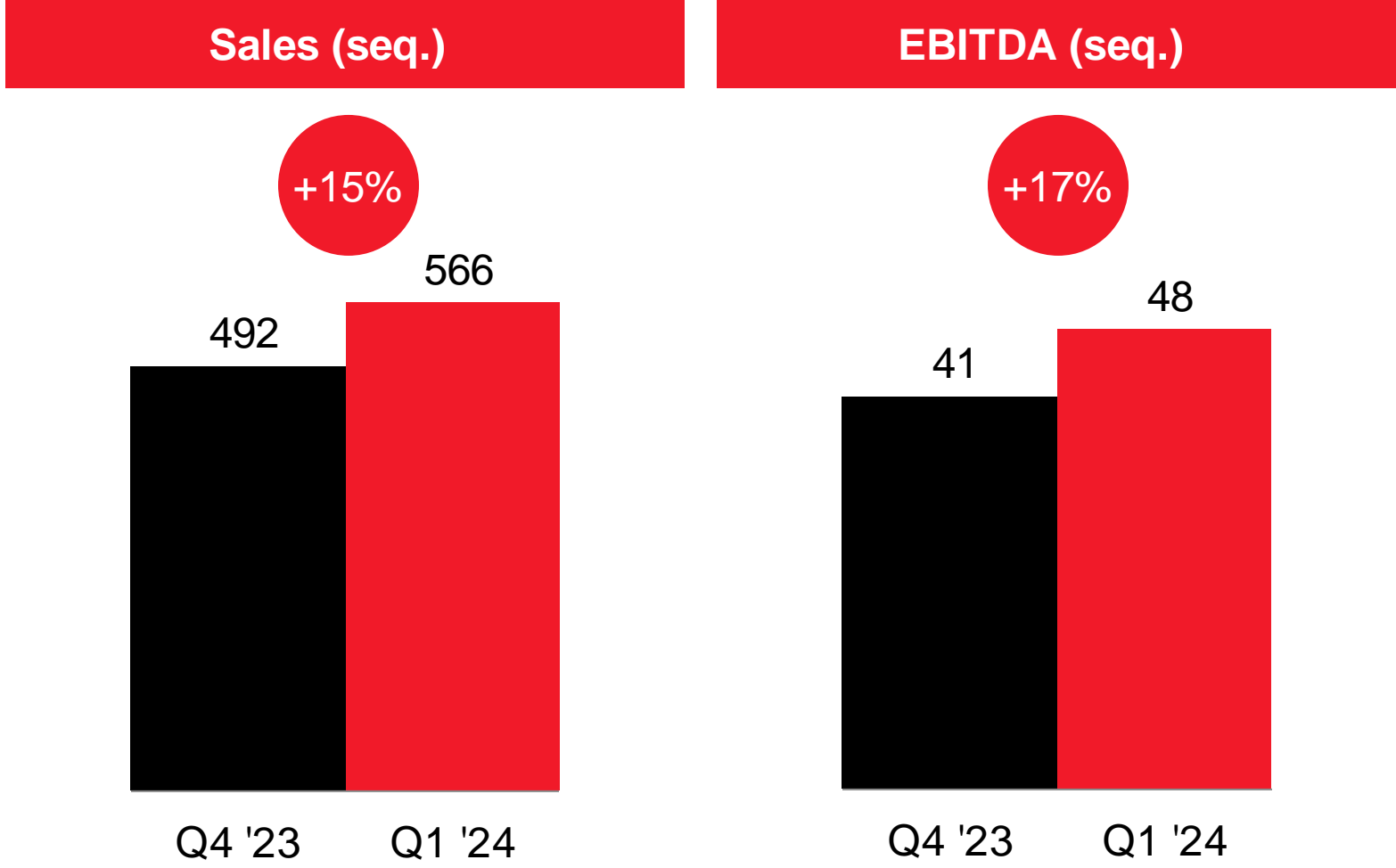
## Sales (seq.)



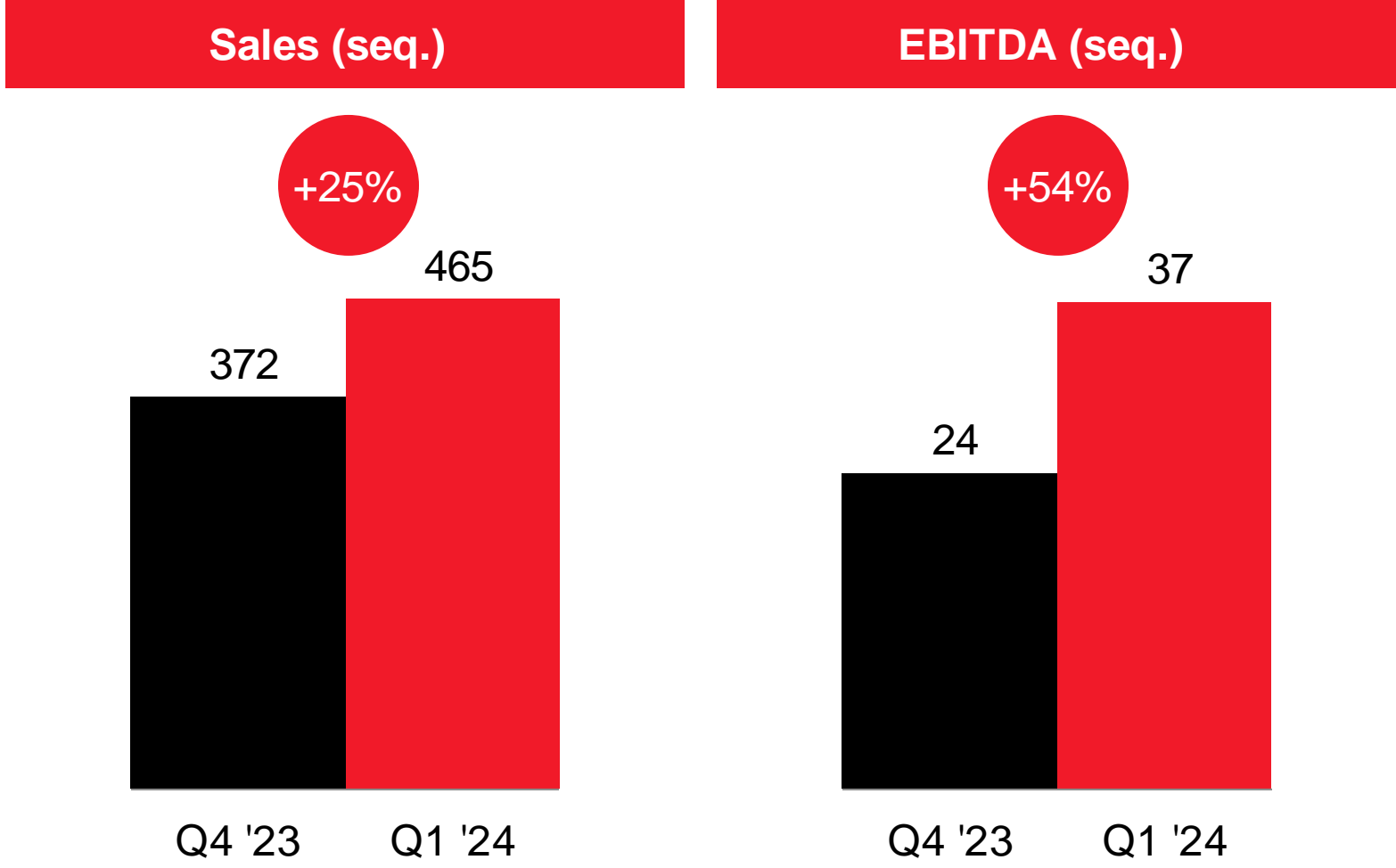
## EBITDA (seq.)



# Specialty Additives: All business units with increasing sales



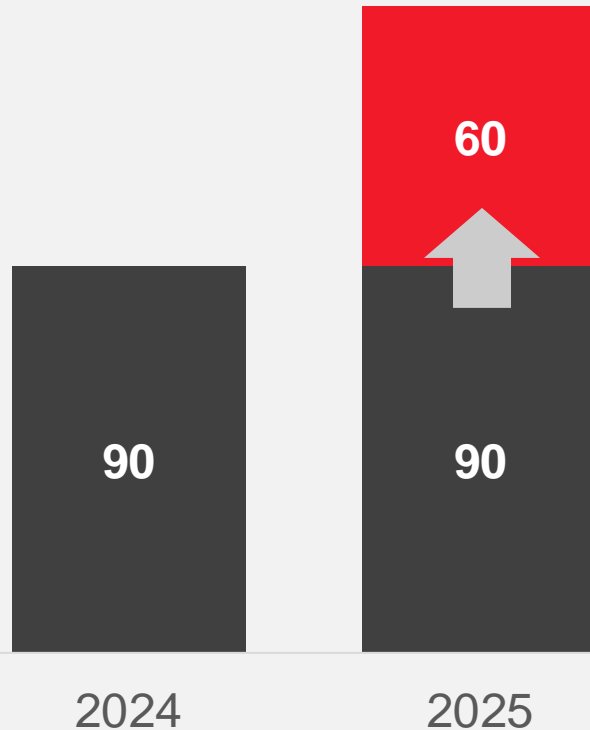
# Advanced Intermediates: Significant volume growth





# Strategic developments

## FORWARD! action plan



**First structural savings**

## Sale of Urethane Systems



Global setup with  
6 production sites



Very positive business  
development in 2024



Strong project pipeline  
for the upcoming years

**Sales process on track**



# Guidance: EBITDA expected to increase by 10 to 20 %

## Market development

- Demand is slowly picking up again
- Continued destocking among agro customers

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- Further sequential EBITDA increase in Q2 and Q3, Q4 more dampened due to normal seasonality
- Full year 2024: EBITDA growth of 10 to 20% (incl. Urethane Systems business)



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