



**LANXESS AG**

**Annual Stockholders' Meeting 2011**

**Axel C. Heitmann**

**Chairman of the Board of Management**

Cologne, May 18, 2011

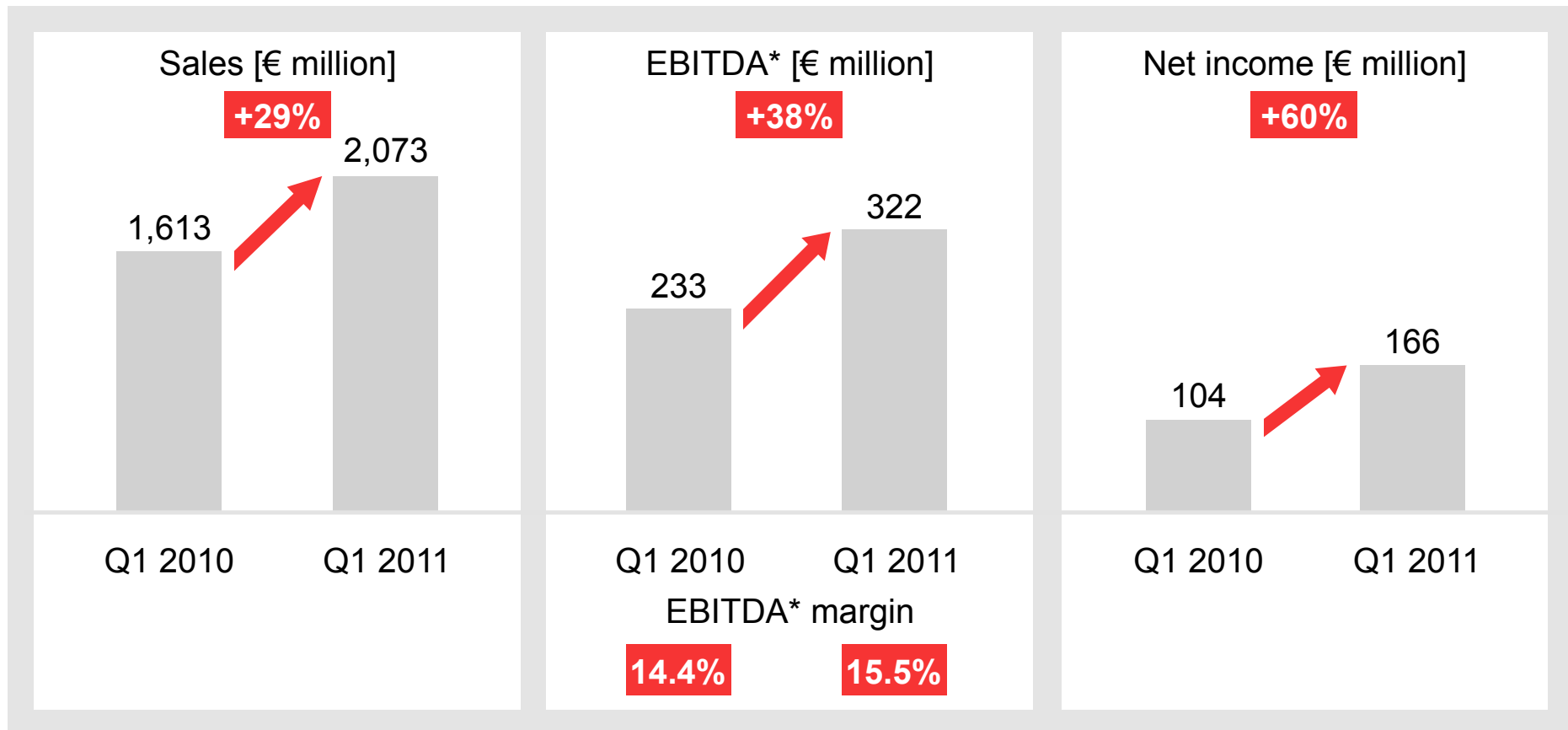
## 2011 – LANXESS Year of High-Tech Plastics

A futuristic concept car with a sleek, aerodynamic design is shown in profile, parked on a rooftop or elevated platform. The car is illuminated with a warm, golden glow. In the background, a city skyline is visible at night, with several tall buildings lit up. The overall scene is set against a dark, clear sky.

**PROGRESS ENERGIZED BY** **LANXESS**  
Empowering Chemistry

As a global leader in specialty chemicals the research of innovative materials is in our genes. With our high-tech plastics we develop intelligent solutions that are making vehicles increasingly lighter and safer. For the mobility of tomorrow. [www.lanxess.com](http://www.lanxess.com)

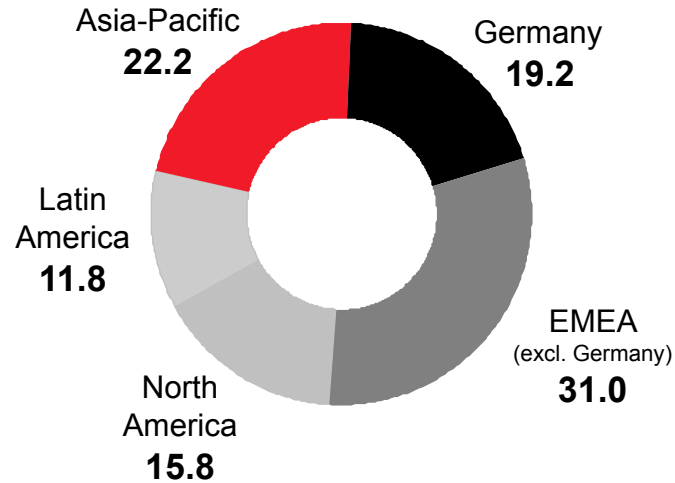
## Q1 2011: Sound strategy enables excellent start to 2011



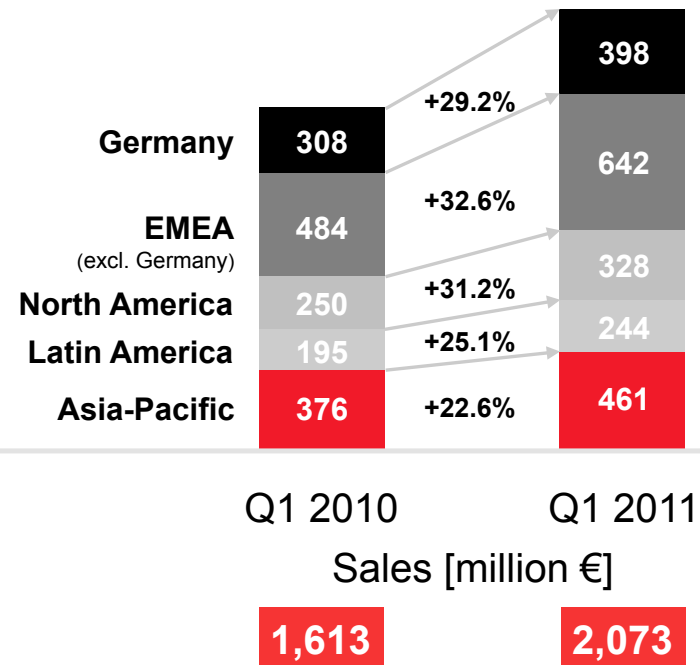
\* pre exceptionals

# Q1 2011: Strong growth in home market

Sales by region Q1 2011 [%]



Change in sales by region [€ million]



# LANXESS sets course for further growth

- Organic growth
- External growth:  
Screening potential acquisitions that would add between €500 million and one billion in sales
- Sound financial base:  
Euro benchmark bond successfully placed
- Targeted investment:  
Record capital expenditures of €550 - 600 million in 2011

**EBITDA\* 2011 expected to exceed €1 billion**

**GOFOR 1.4**

\* pre exceptionals

## 2010: LANXESS well on course for strong growth after the crisis



### Organic growth

- Groundbreaking for ultra-modern butyl rubber facility in Singapore

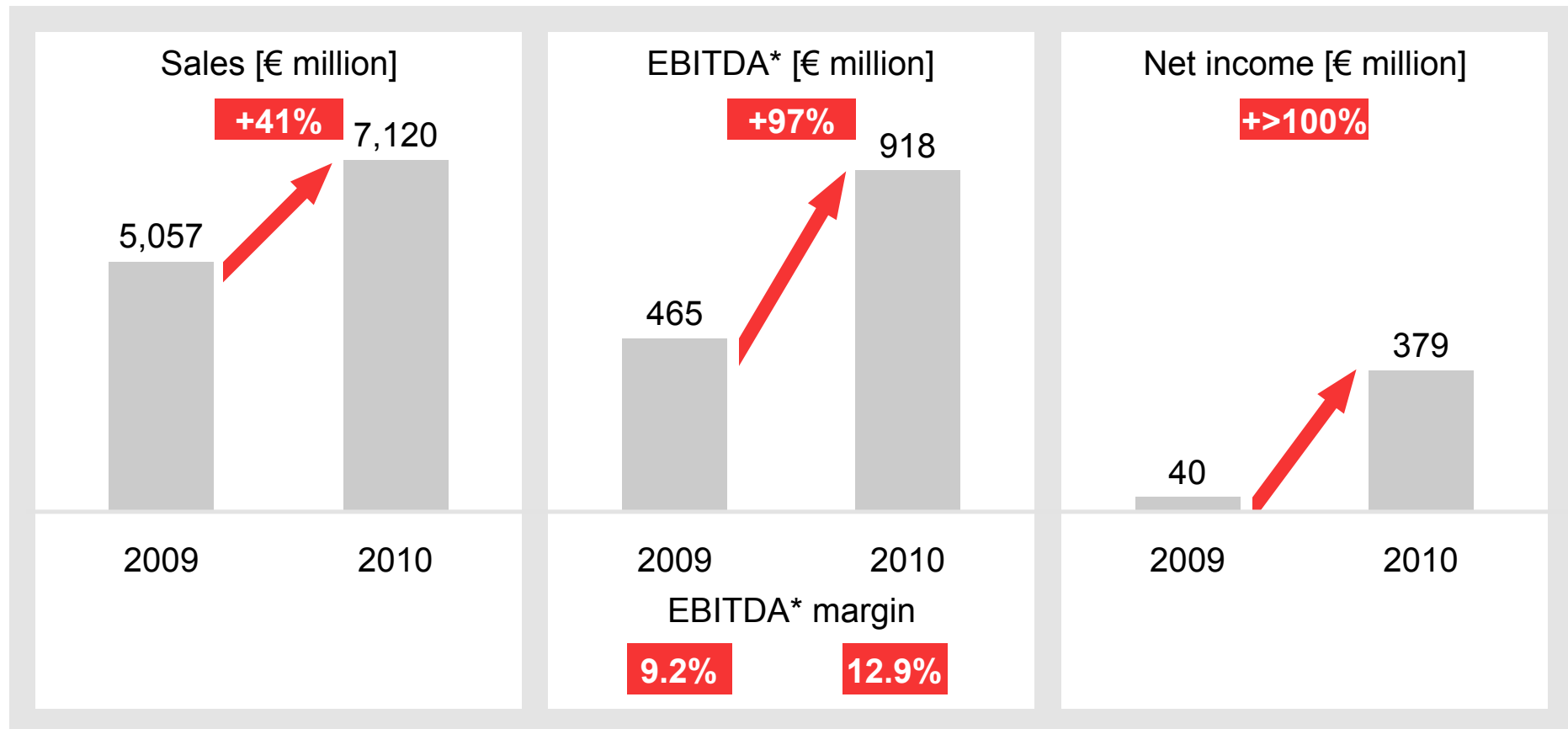
### External growth

- Acquisition of the EPDM business of DSM, Netherlands



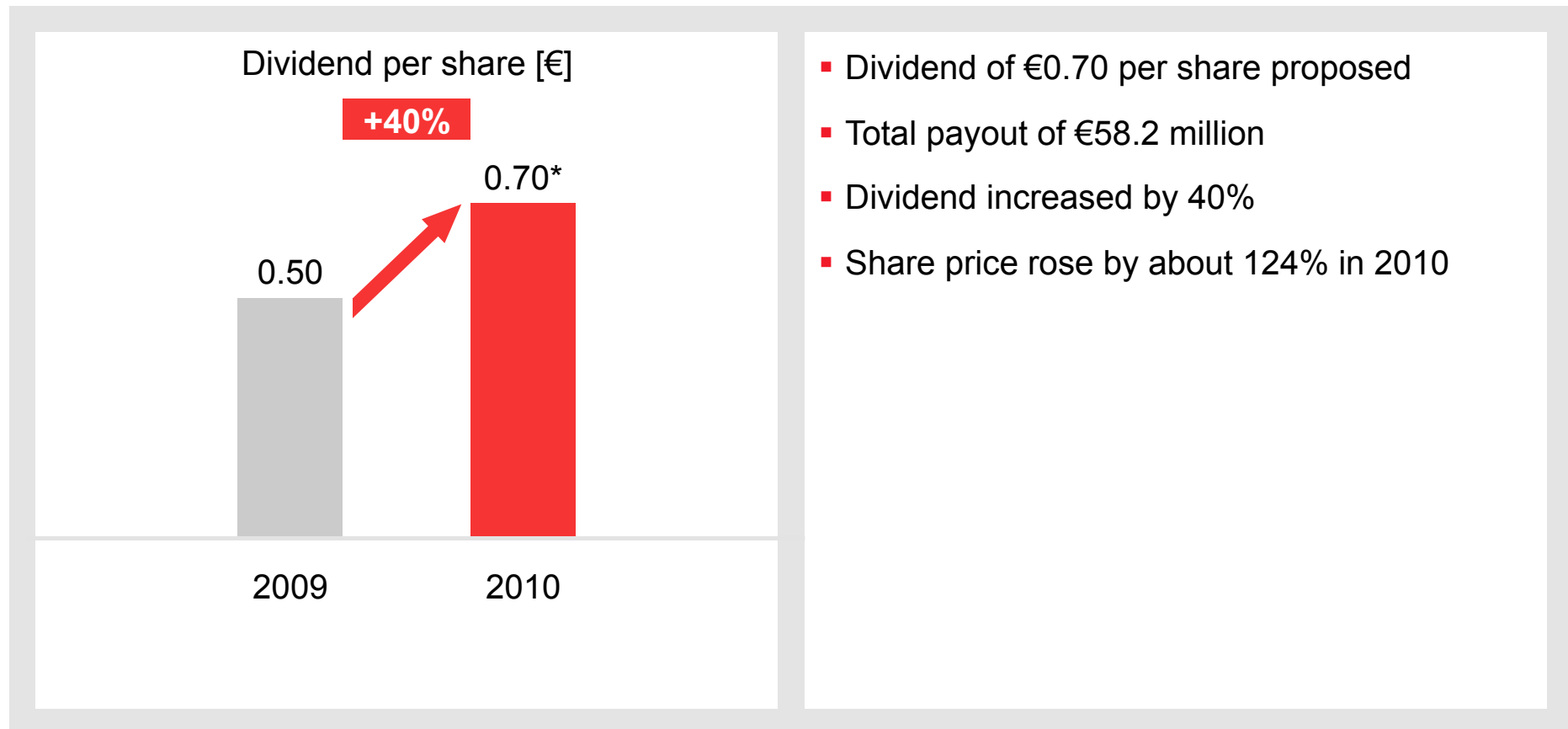
**LANXESS**

## 2010: LANXESS well on course for strong growth after the crisis



\* pre exceptionals

## Success in 2010 allows dividend increase



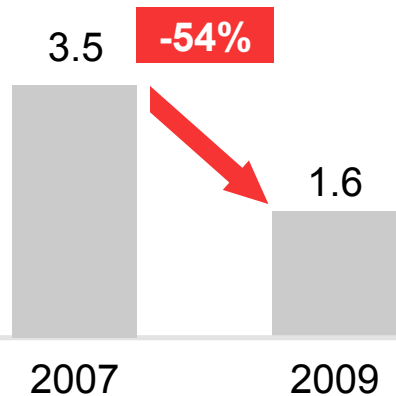
\* proposal to the Annual Stockholders' Meeting



# Continuous investment in sustainable growth



Direct emissions  
CO<sub>2</sub> equivalent [million tpa\*]



- Clean, reliable energy supply at competitive terms and conditions are essential for further growth
- LANXESS working to steadily increase energy and resource efficiency
  - €80 million invested in environmentally friendly energy generation in 2010
  - Four new, high-efficiency heat and power co-generation plants brought on stream 2010, two of which use biowaste and are CO<sub>2</sub>-neutral
  - Energy management system to be introduced by 2012
    - 10% reduction in specific energy consumption per segment by 2015 (base year 2010)

\* tons per annum

# Positive business trend expected in 2011

## Performance Polymers



- Good demand momentum from tires and high-tech plastics expected to continue in 2011, but at lower growth rates

## Advanced Intermediates



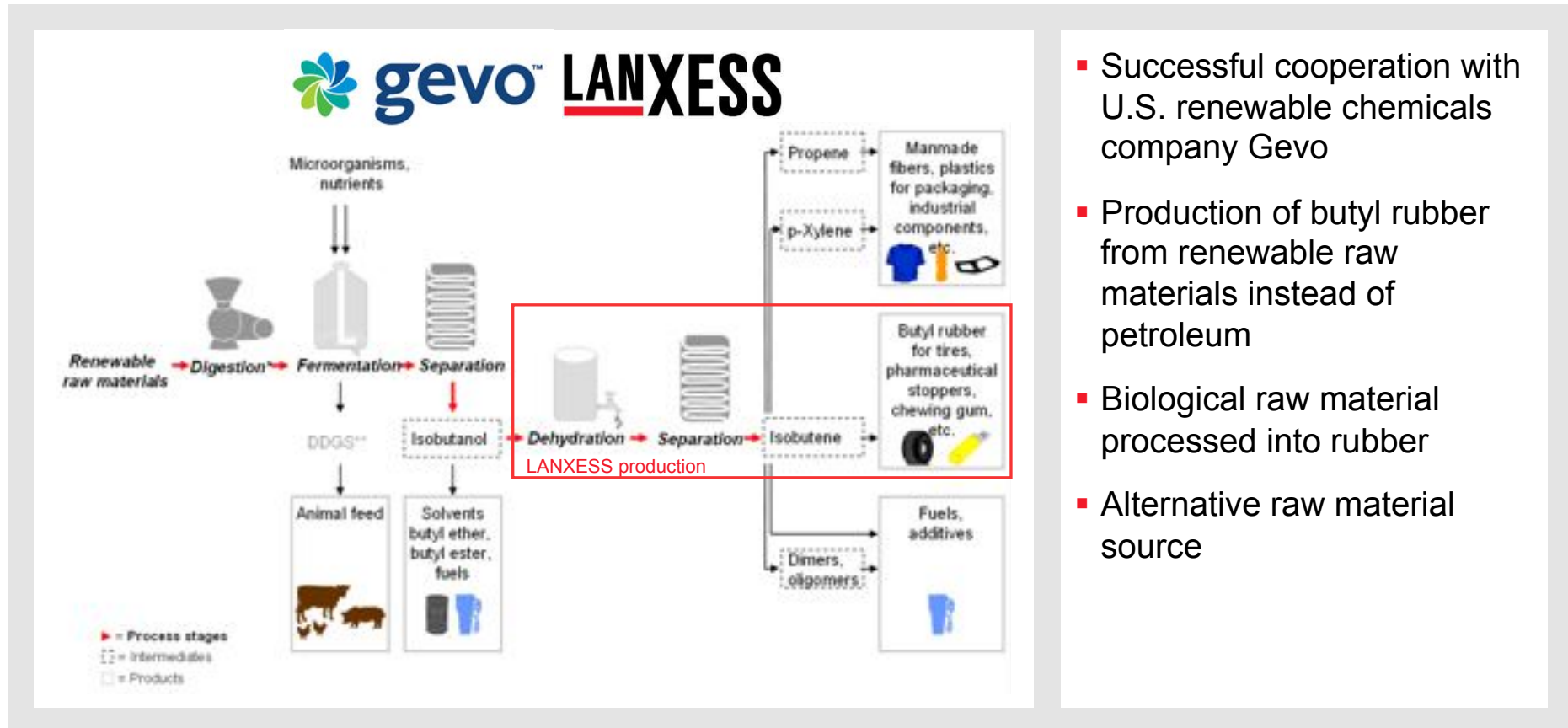
- Recovery in demand for agrochemicals expected to benefit Saltigo and Advanced Industrial Intermediates business units

## Performance Chemicals



- Construction industry gradually recovering in Europe and U.S.
- Steady growth in automotive industry

# Innovative capability of LANXESS enables “green chemistry”



- Successful cooperation with U.S. renewable chemicals company Gevo
- Production of butyl rubber from renewable raw materials instead of petroleum
- Biological raw material processed into rubber
- Alternative raw material source

\* Mechanic, chemical und enzymatic; \*\*DDGS – Distillers’ Dried Grains with Solubles

# Premium products and technologies for global megatrends

**Mobility**



**Urbanization**



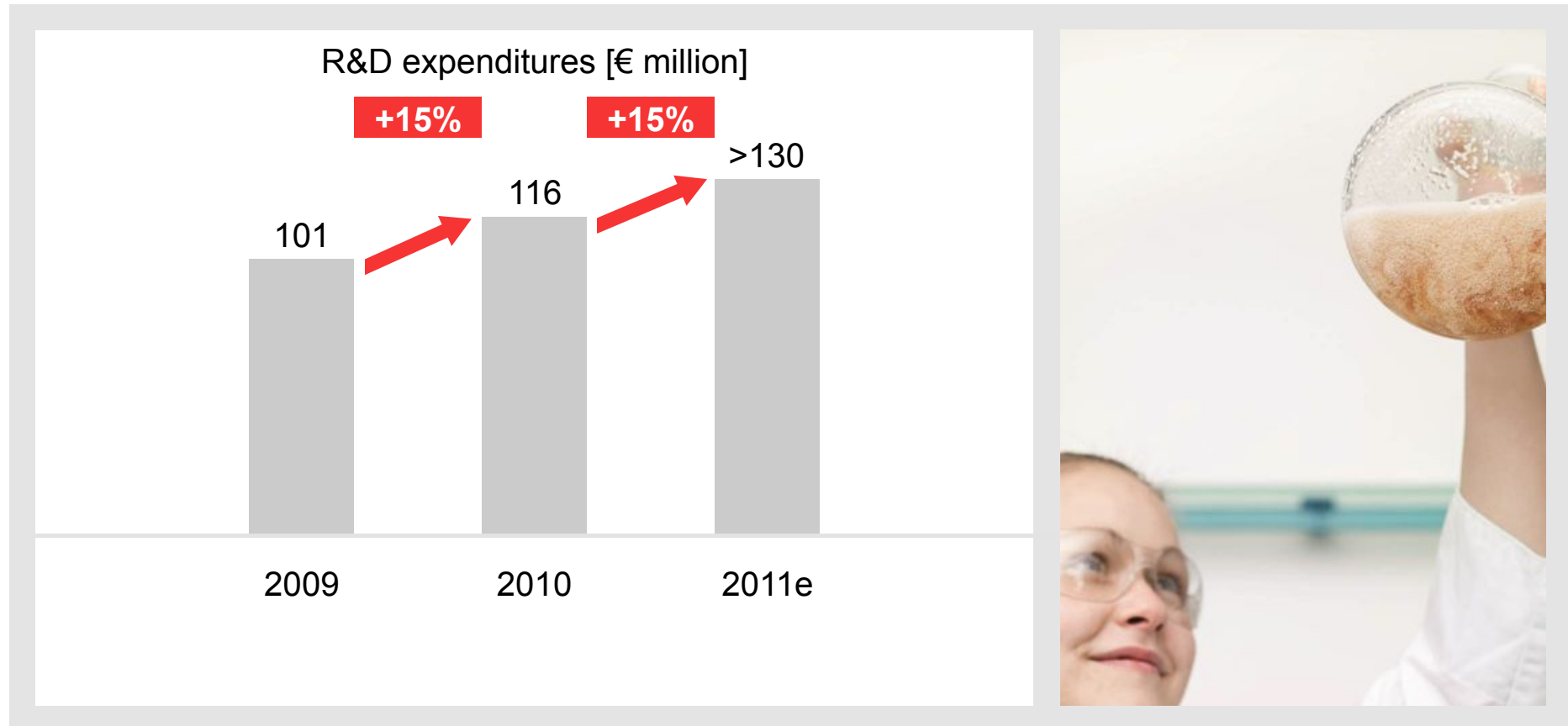
**Agriculture**



**Water**



## Research and development activities safeguard long-term success



## LANXESS education initiative promotes young people



- Education initiative in Germany: over €2.5 million to be invested in science teaching and equipment at schools near LANXESS sites
- LANXESS opens its doors to young people interested in science: practical workshops, seminars and site tours for more than 300 pupils so far
- Targeted support for motivated and talented women interested in science

# LANXESS company headquarters moving to Cologne-Deutz



- Corporate headquarters will relocate to former Lufthansa building in Cologne-Deutz
- Over 1,000 employees to move during the second half of 2013
- Sustainable building concept already confirmed by DGNB\* gold pre-certification
- Excellent infrastructure and attractive environment in a major center of science and industry

\* German Sustainable Building Council (Deutsche Gesellschaft für Nachhaltiges Bauen e.V.)

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Energizing Chemistry