

# X

# LANXESS AG

## Annual Stockholders' Meeting 2014

**Matthias Zachert, Chairman of the Board of Management**

Cologne, May 22, 2014

**LANXESS**  
Energizing Chemistry

# From “unwanted child” to an established chemical player

- Quality, technology and process leadership in many products
- Strong market positions (#1-4 in the respective markets in most business units)

## Performance Polymers



Inventor of synthetic rubber with global presence across different rubber products

## Advanced Intermediates



Cost leadership in a consolidated market

## Performance Chemicals



Additives and services in niches with solid margins

# LANXESS faces major challenges



Competitive environment for rubber has changed



Major investments



Significant increase in debt



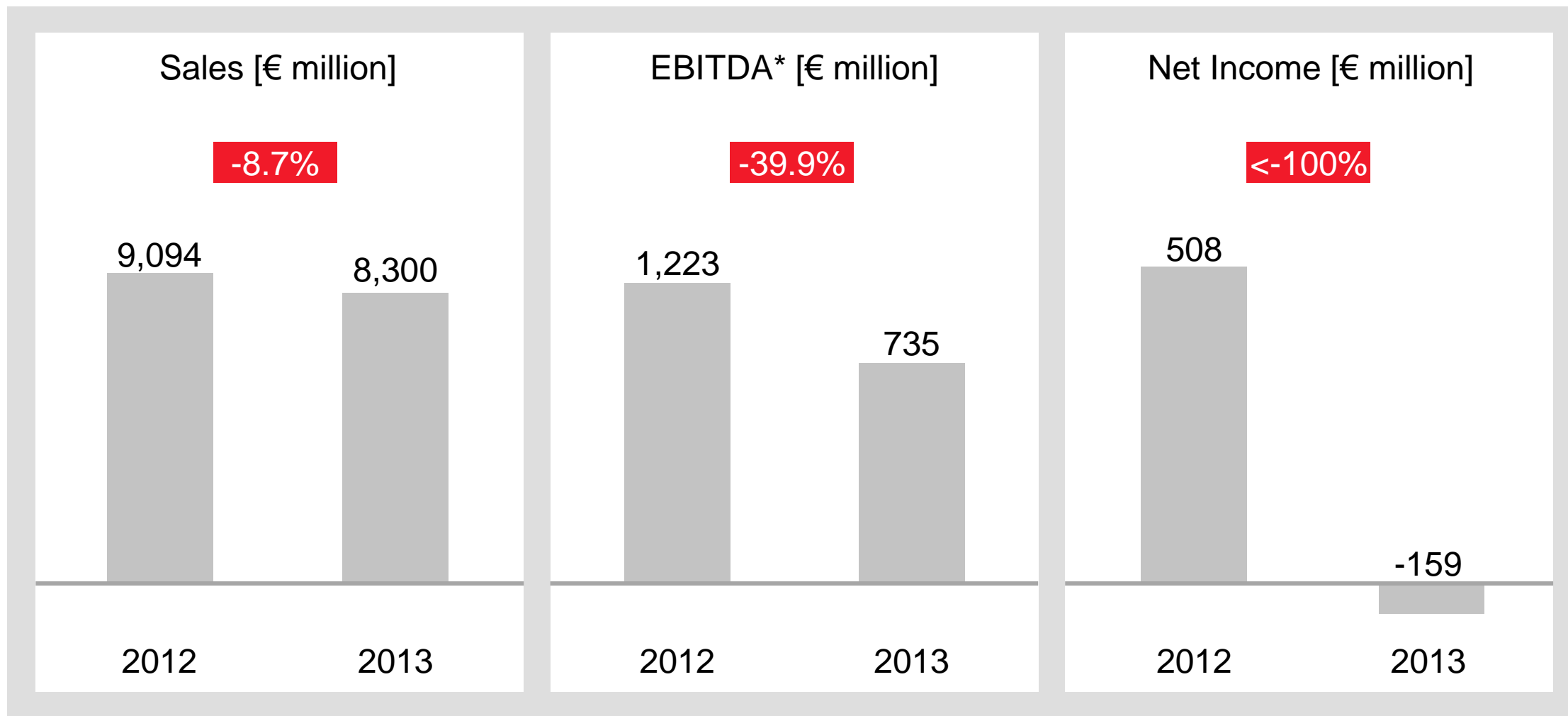
Uncompetitive cost structure



New conditions for energy and raw materials

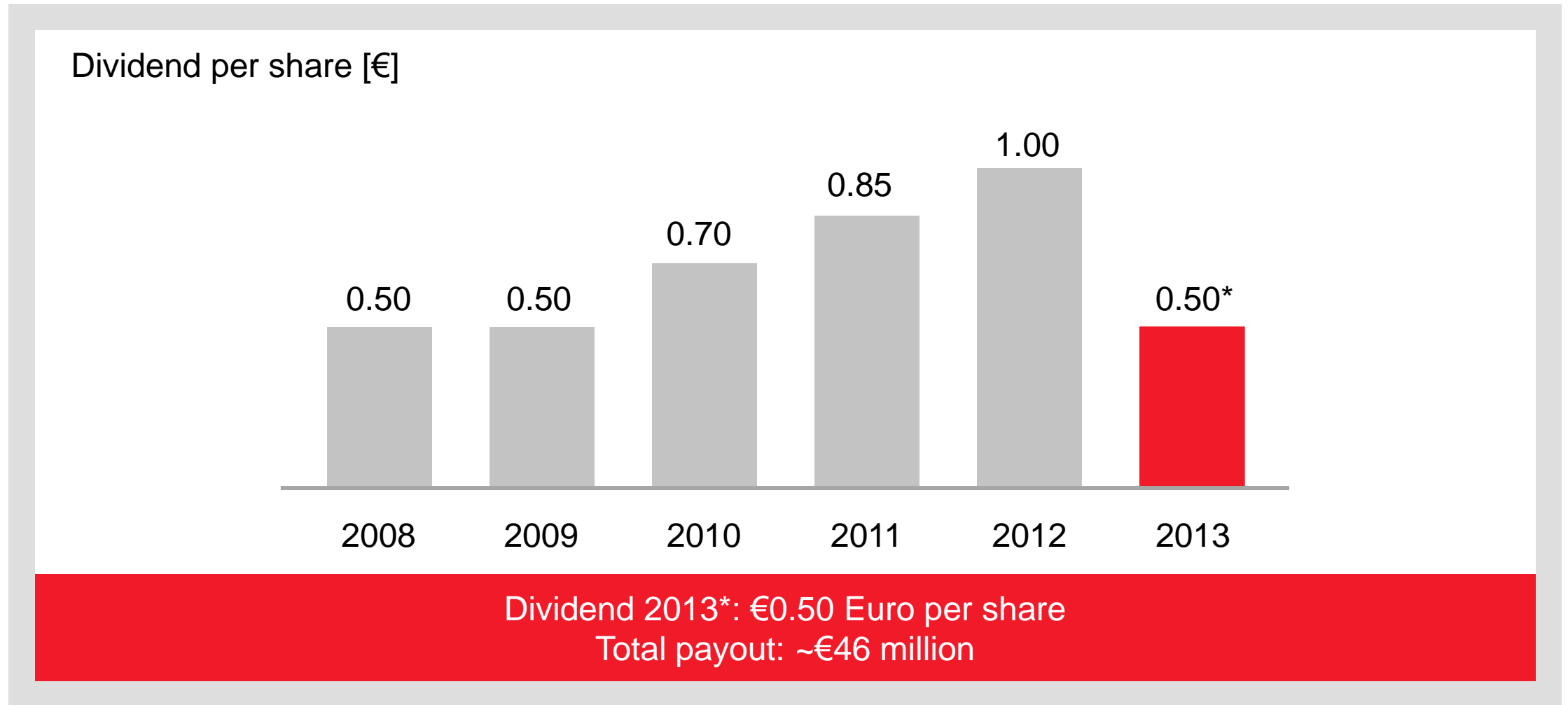


# 2013: Challenges are mirrored in the business development



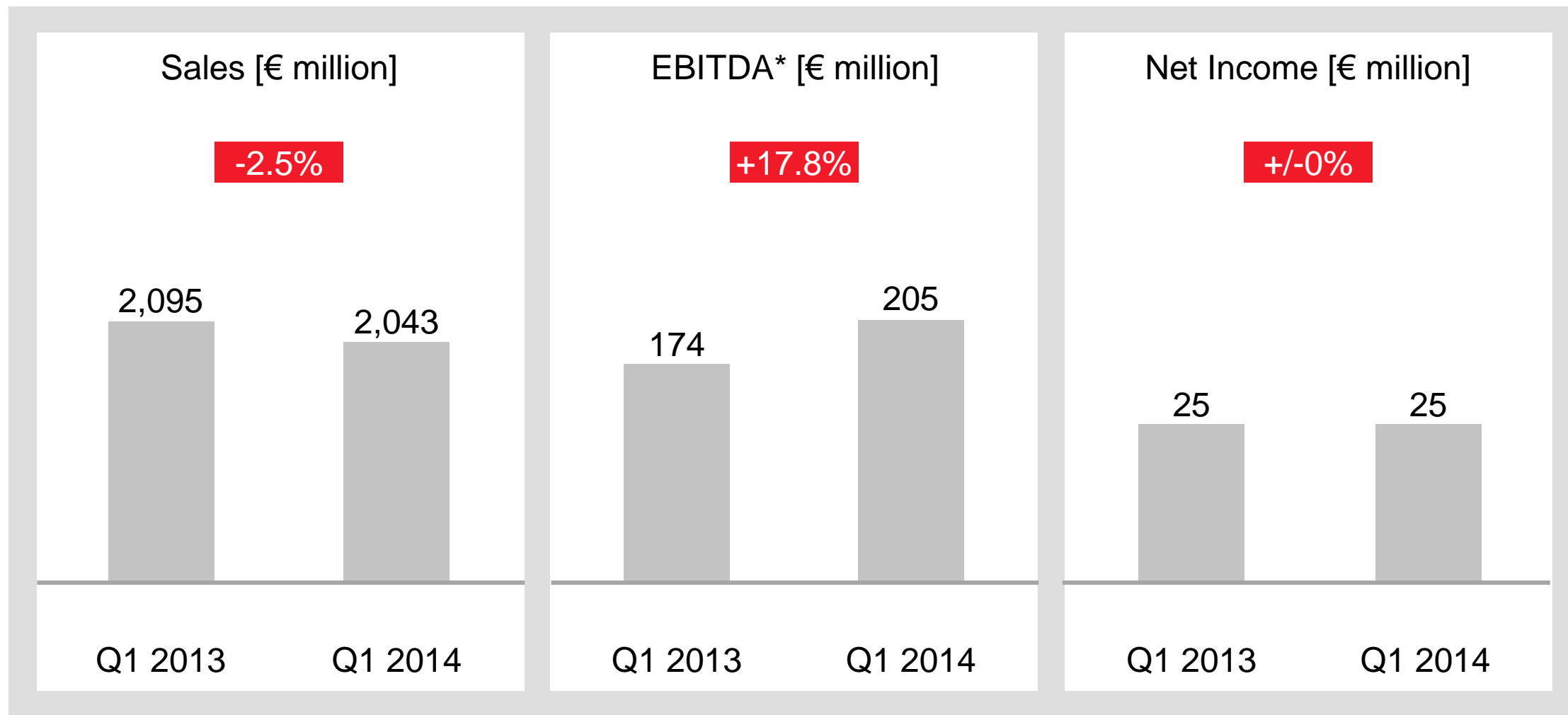
\* Pre exceptionals  
2012 figures restated.

# LANXESS maintaining consistent dividend payments



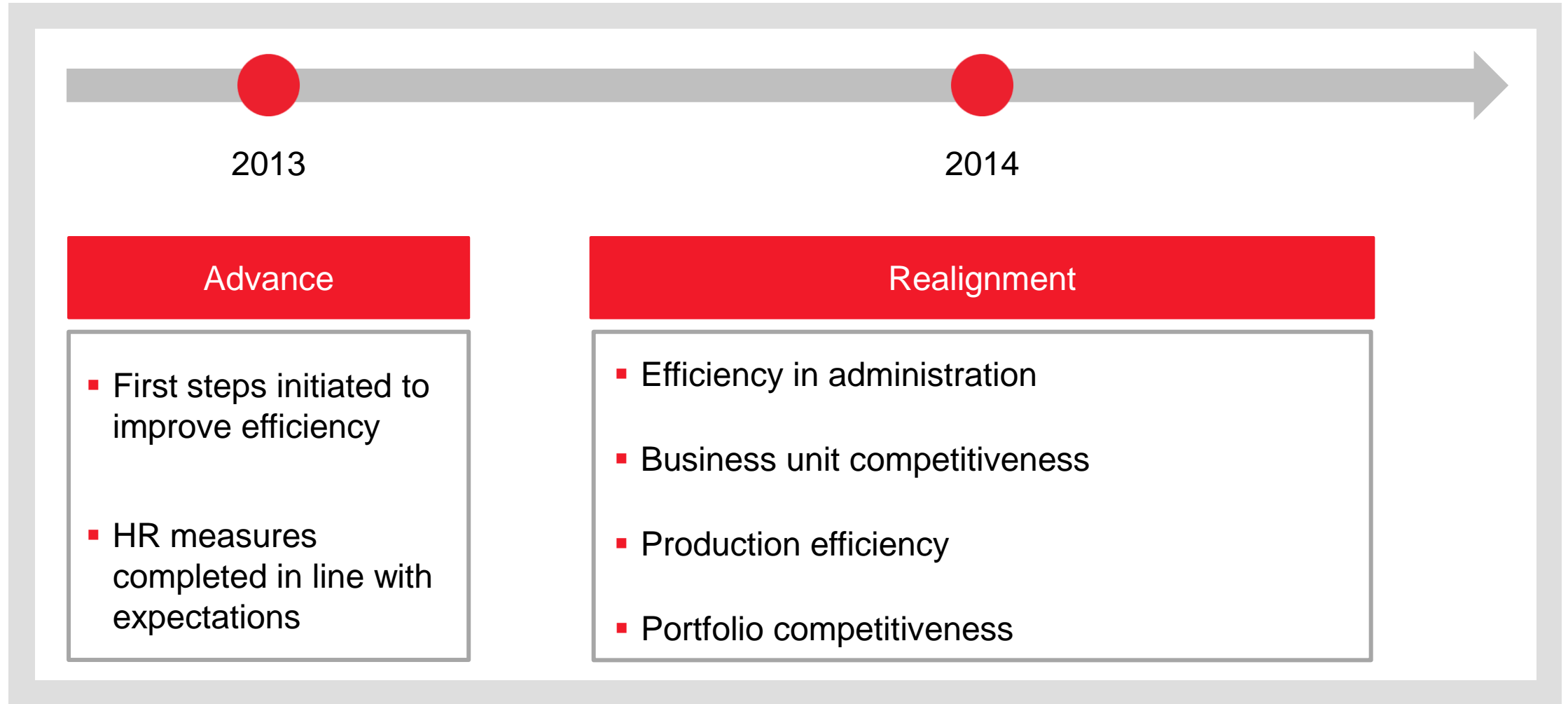
\* Proposal to the Annual Stockholders' Meeting

# Modest start to fiscal year 2014



\* Pre exceptionals

# LANXESS must become more competitive



# Capital increase successfully completed

- Placement of new shares of 10 percent of share capital
- 8,320,266 new bearer shares at a price of €52.00 per share
- Total proceeds of around €430 million.
- Total number of shares: 91,522,936 bearer shares

Strengthen the balance sheet and finance realignment





# Outlook 2014

## Business conditions

- Slight recovery of economic environment
- Persistently challenging market environment for synthetic rubber
- Ongoing favorable trend in agrochemicals business; positive impetus from construction industry

## LANXESS

- Q2 2014: EBITDA pre exceptionals between €220-240 million
- Fiscal Year 2014: EBITDA pre exceptionals in the range of €770-830 million

**Let's LANXESS again**

**LANXESS**

Energizing Chemistry