



QUALITY WORKS.

The new LANXESS

Profitable, stable and on a growth course

Matthias Zachert, CEO LANXESS AG
LANXESS Annual Stockholders' Meeting, May 26, 2017

LANXESS
Energizing Chemistry

ARLANXEO: New global player for rubber launched



Cooperation between world leader in rubber and world leader in oil

Backward integration of raw materials ensured

Proceeds of €1.2 billion to further develop LANXESS

ARLANXEO intends to participate in market consolidation

Chemours: Key step in the growth course



Annual EBITDA contribution to gradually increase to €30 million by 2020

Market with a high margin and good growth prospects

Significant share of sales in the growth region North America

Integration into the Material Protection Products business unit

Chemtura: On track to become a global champion in additives



Additives – a new cornerstone of the LANXESS Group

Leading competitive position

EBITDA pre margin above average

Stable market growth

The “new” LANXESS

Clear strategic focus

- Growth in mid-sized markets
- Balanced, less cyclical portfolio

Strong foundation

- Leading market positions and technologies
- Dynamic team with entrepreneurial spirit

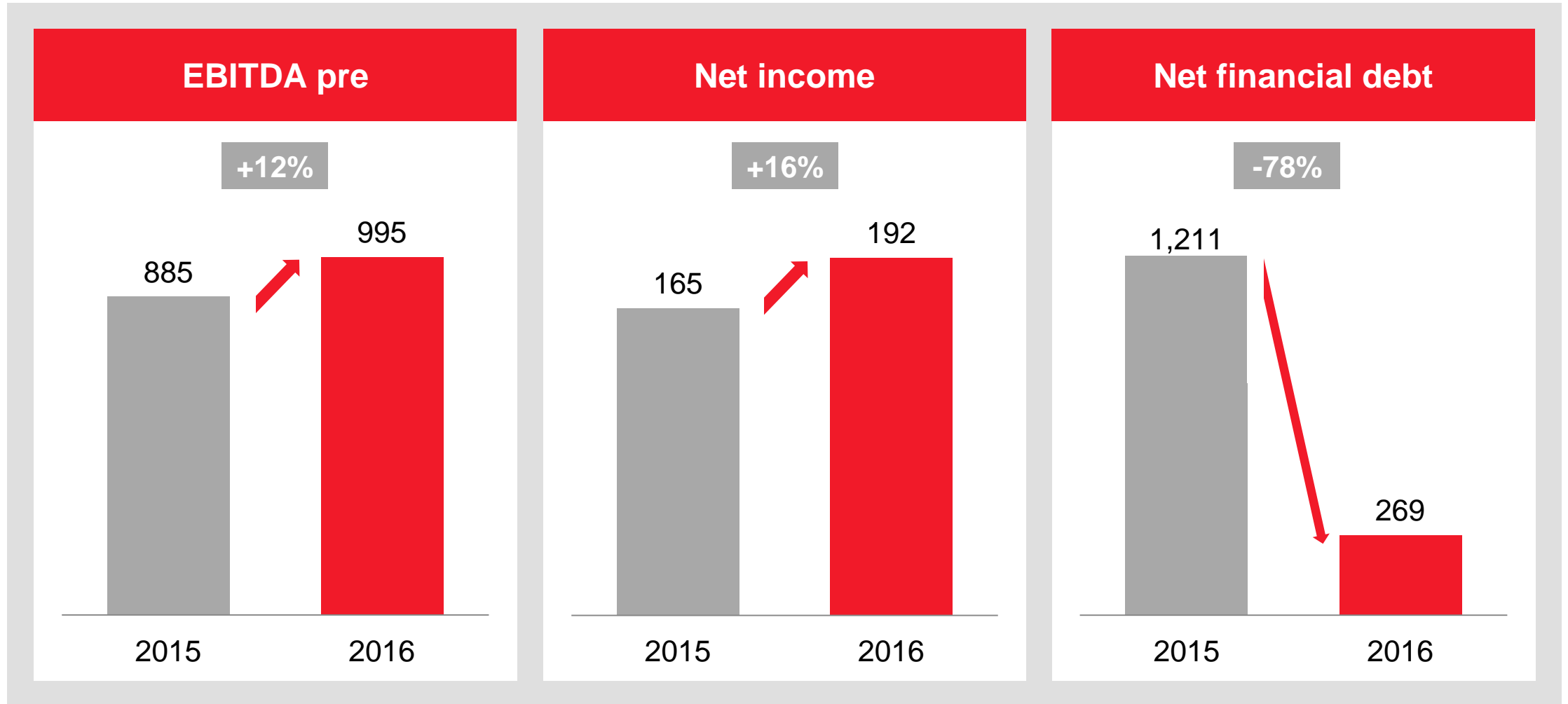
The right quality

- High-quality products, processes, businesses and employees

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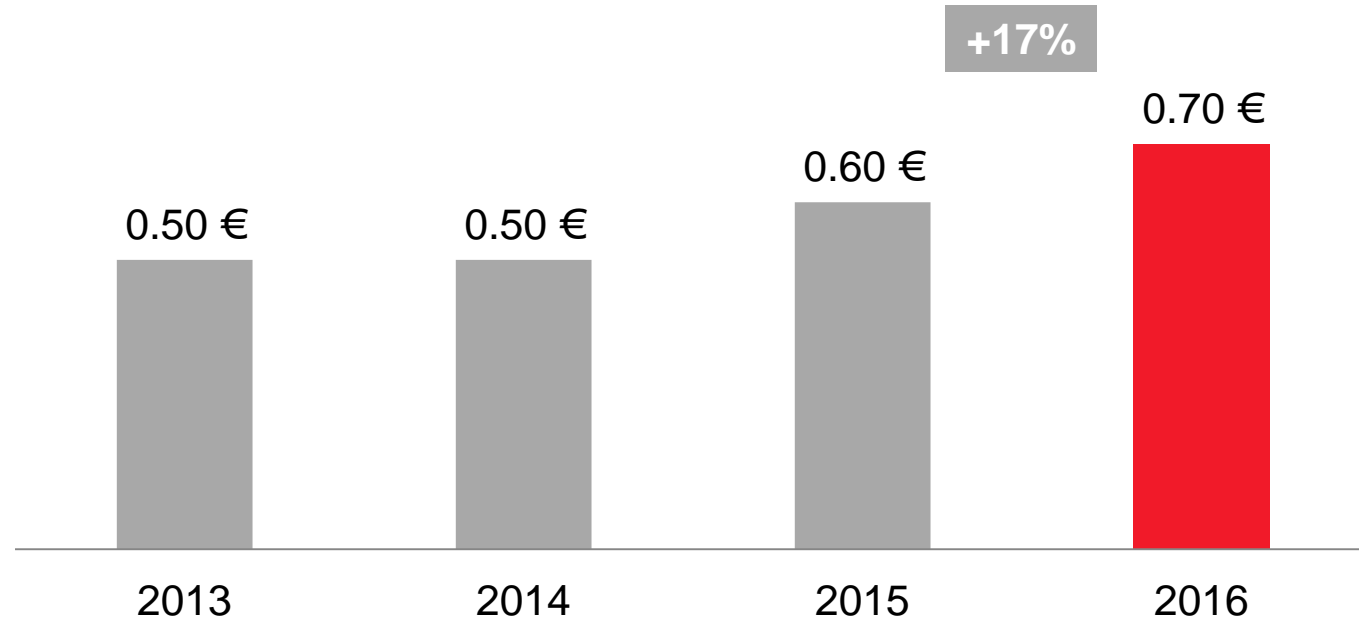


2016: A strong year with strong figures

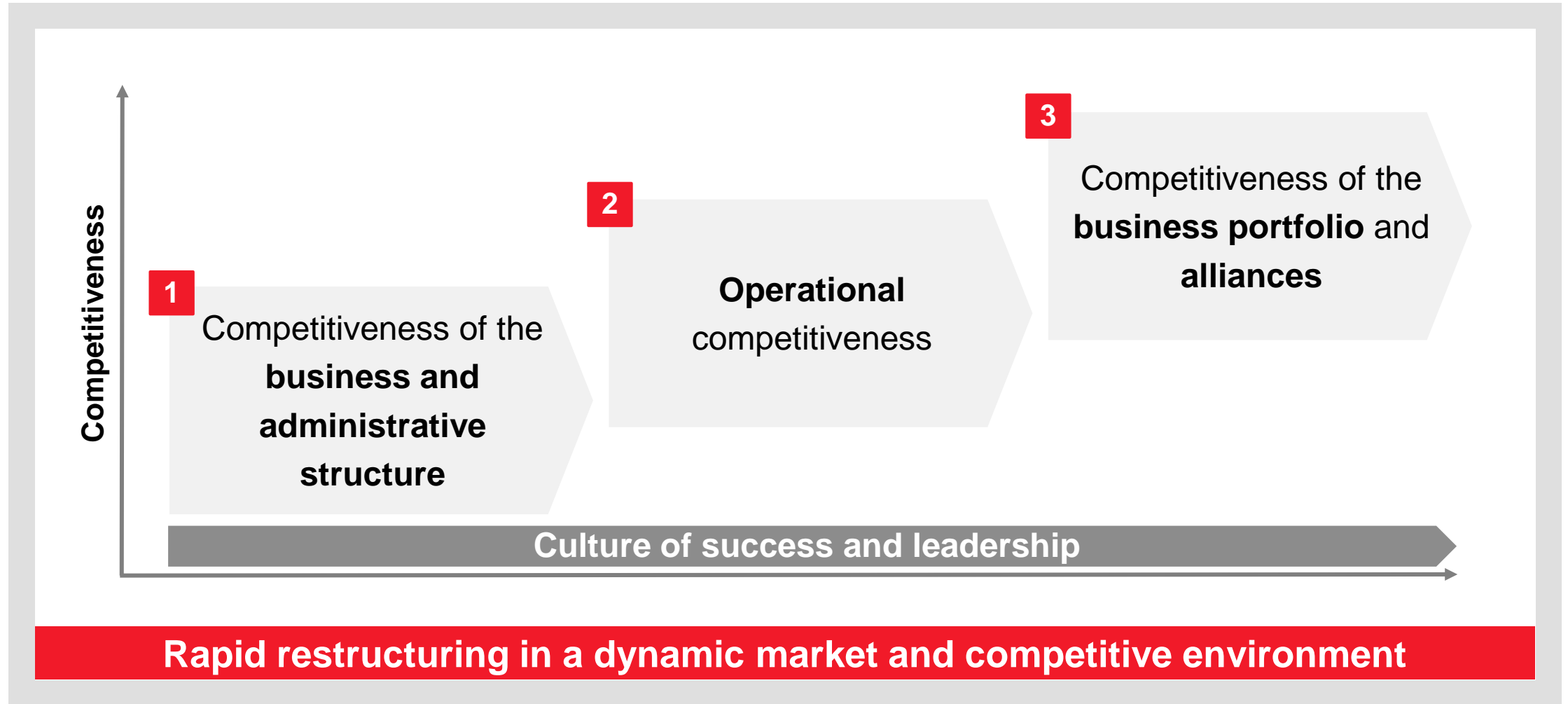


LANXESS stockholders benefit from success

Reliable dividend policy



Strategic realignment implemented



Our heart beats in NRW



- Five production sites and Group headquarters in NRW
- CapEx of €100 million, mainly at the German sites (of which €40 million each in Leverkusen and Krefeld)

NRW needs a viable industrial policy

Political framework conditions determine future competitiveness



Approval processes



Infrastructure policy



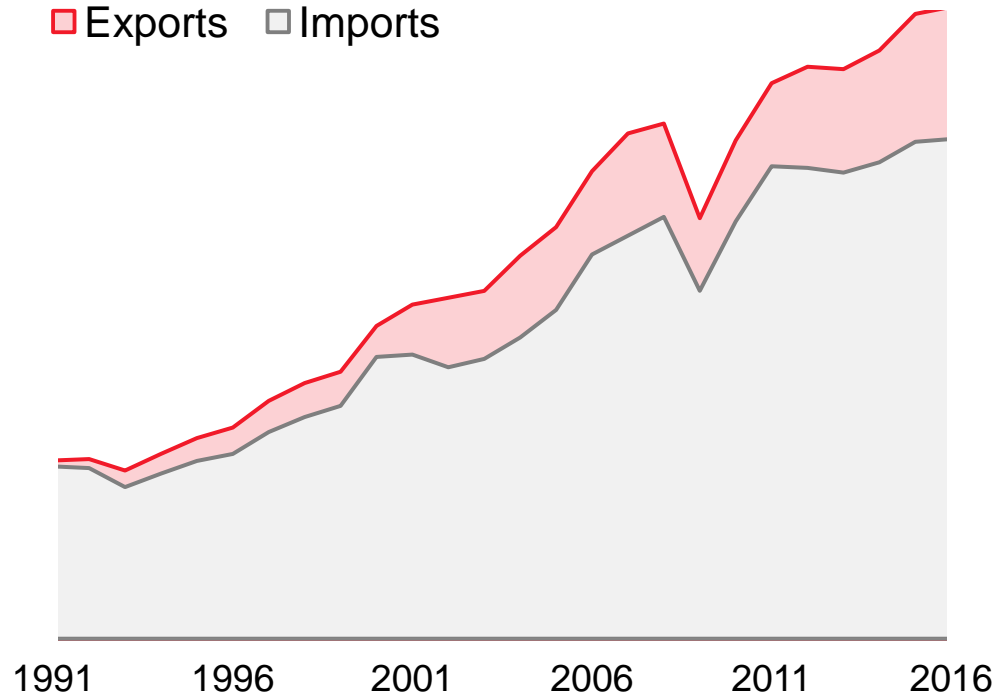
Free trade



Free trade is one of the key growth engines of the global economy

Germany benefits significantly

Exports Imports



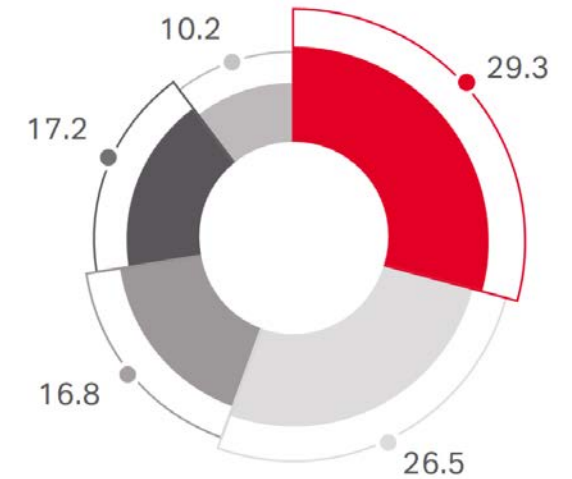
Trade surplus in 2016: €252.4 billion

Importance of free trade for LANXESS

Sales by Region

%

- EMEA excluding Germany
- Asia-Pacific
- Germany
- North America
- Latin America



Targeting the strongest year in LANXESS's history

Global economy

- Rising growth rates in Asia-Pacific
- Continued stable growth in Europe and North America
- Latin America should develop positively in 2017 (especially Brazil)



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- Dynamic business development also expected in Q2
- Full-year EBITDA pre forecast: €1,225 to €1,300 million (including Chemtura as of Q2)



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