



### LANXESS – Q2 2024 Roadshow

Actions to improve cost structures pay off

Matthias Zachert, CEO

Oliver Stratmann, CFO

### Safe harbor statement



The information included in this presentation is being provided for informational purposes only and does not constitute an offer to sell, or a solicitation of an offer to purchase, securities of LANXESS AG. No public market exists for the securities of LANXESS AG in the United States.

This presentation contains certain forward-looking statements, including assumptions, opinions, expectations and views of the company or cited from third party sources. Various known and unknown risks, uncertainties and other factors could cause the actual results, financial position, development or performance of LANXESS AG to differ materially from the estimations expressed or implied herein. LANXESS AG does not guarantee that the assumptions underlying such forward-looking statements are free from errors, nor does it accept any responsibility for the future accuracy of the opinions expressed in this presentation or the actual occurrence of the forecast developments. No representation or warranty (expressed or implied) is made as to, and no reliance should be placed on, any information, estimates, targets and opinions contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein, and accordingly, no representative of LANXESS AG or any of its affiliated companies or any of such person's officers, directors or employees accepts any liability whatsoever arising directly or indirectly from the use of this document.

### Agenda

- 1 Building a stronger sustainable portfolio
- We are taking action: FORWARD! and cash flow
- Financial and business details Q2 2024



# LANXESS built a portfolio with three strong pillars – laying the strategic foundation for future growth



#### Portfolio transformation achieved in a timely and focused manner



Setup for operational success

- Leading among the top 3 globally in growing niche markets
- Balanced portfolio without dependency on single industry
- Focus on path to a solid balance sheet and high cash flow; harvesting from new portfolio
- Strong platform to grow in the US & Asia



Leading ESG position with goals embedded in management incentive and financing



# LANXESS is operationally well positioned to participate in demand recovery



#### **Current levers to deliver**

- Lean cost base: Restructuring program leading to €150 m annual savings by 2025
- Geared to benefit from recovery, utilization in 2023 at 58 % only
- Currently minimal growth CAPEX required to participate in demand recovery

#### **Excellent financing backbone**

- No covenants and ample liquidity
- Fixed Ø interest rate of 1.0 % on outstanding bonds;
   No maturity until May 2025, already pre-financed
- Focus on deleveraging

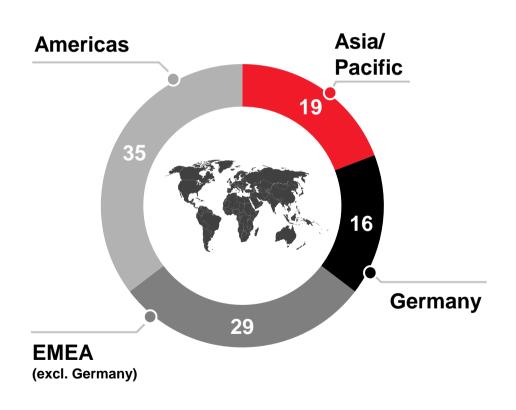


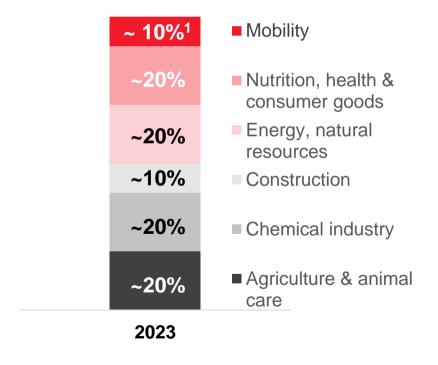
EBITDA pre expected to grow by 10 – 20 % in 2024 (incl. BU URE)

### LANXESS' portfolio is balanced across regions and end-markets

#### FY 2023 sales by region [%]

#### FY 2023 sales end-market exposure





# Our product portfolio is aligned with our sustainability strategy



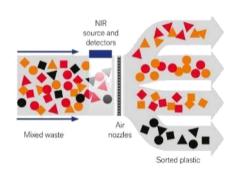
#### **Available: Sustainable products (BU F&F)**

Customers have the choice: F&F offering majority of its portfolio in two alternatives - regular and sustainable



#### Available: Enabling recycling (BU IPG)

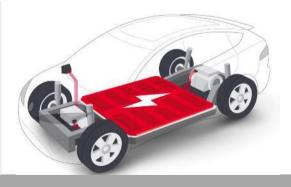
BAYFERROX® 303 T makes black plastic detectable by recycling machines (usually not possible)



LEWATIT® adsorber enable direct air capture of CO<sub>2</sub>



Immersion cooling fluids enable fastcharging of electric vehicle batteries by removing excess heat



**New market: Direct air capture (BU LPT)** 

New product: Battery technology (BU LAB)

### Leading ESG rating providers honor our performance





2<sup>nd</sup> highest category for 3<sup>rd</sup> time Convincing climate strategy and efforts to reduce water use





Prime status since 2020 Top 10%



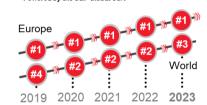


In total, 7 times on Climate A list (among top 2%), 5<sup>th</sup> time in a row 2<sup>nd</sup> time A- rating for water disclosure









Top 10% in DJSI World (13<sup>th</sup> year)

DJSI Europe (7<sup>th</sup> year)

Sustainability Yearbook member

#### We are rewarded for our efforts on sustainability that go beyond the must-haves





Moody's ANALYTICS





### Agenda

- 1 Building a stronger sustainable portfolio
- We are taking action: FORWARD! and cash flow
- Financial and business details Q2 2024



### FORWARD! program on track

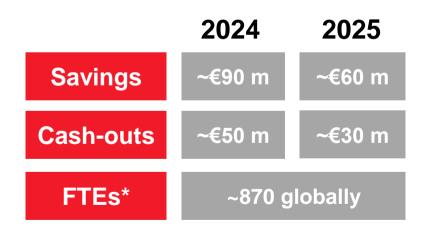


#### Savings of FORWARD! program have been confirmed and are in execution

#### **Progress**

- Majority of contracts for FTE reduction signed
- Measure implementation according to plan
- Savings realization fully on track



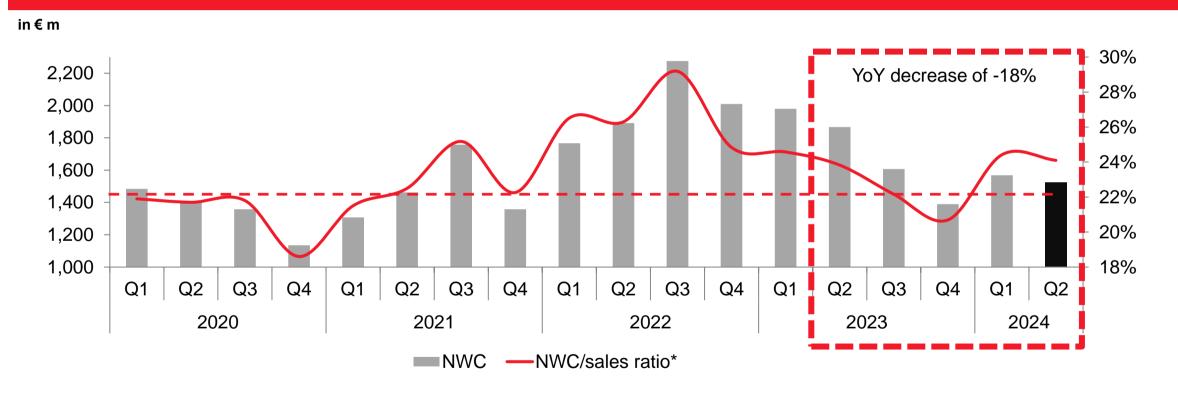


Sustainable improvement of our cost base

# Continuous net working capital reduction – balancing profitability and inventory control



#### Significant reduction of net working capital since peak in Q3 2022



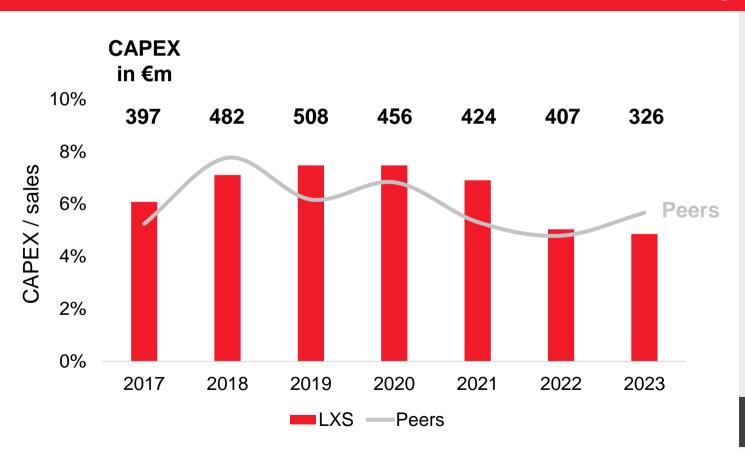
#### Lower net working capital as lever for cash generation

<sup>\*</sup> Net working capital to sales ratio

# LANXESS' CAPEX requirements have been structurally reduced in the last years



#### LANXESS CAPEX / sales ratio has been aligned with peer level

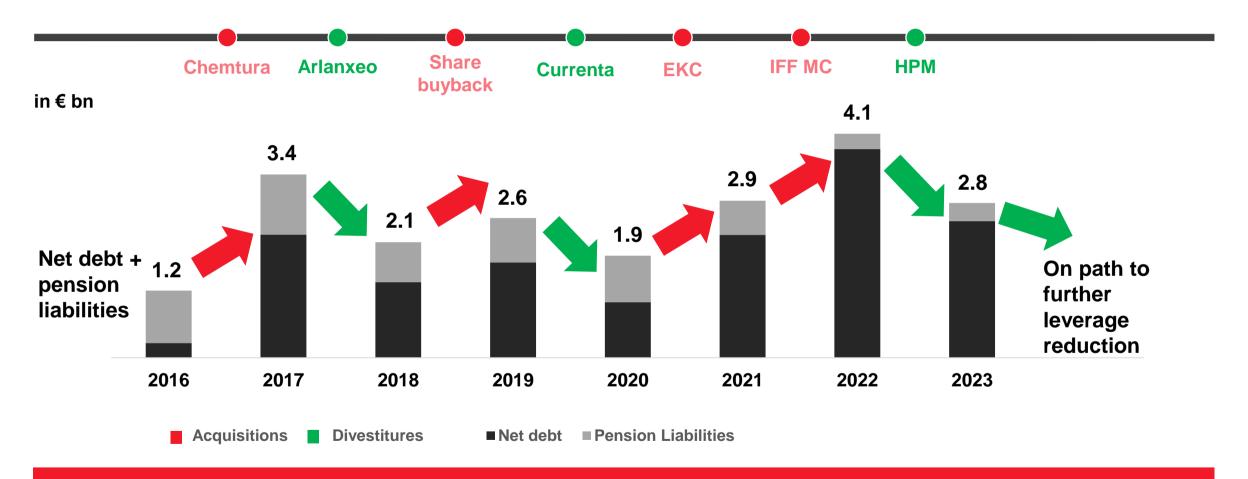


- LANXESS can reduce CAPEX / sales ratio to peer level due to less capex intensive asset base
- In current situation and due to low utilization, only minimal growth capex required
- **→**CAPEX Guidance for 2024: ~€330 m

Current platform with excellent set-up

### We have a proven track record of de-leveraging after acquisitions





#### Rating agencies support our de-leveraging plan

### Agenda

- 1 Building a stronger sustainable portfolio
- We are taking action: FORWARD! and cash flow
- 3 Financial and business details Q2 2024



### Improved Q2 results despite soft markets – structural measures start to become visible









### **Free Cash Flow**

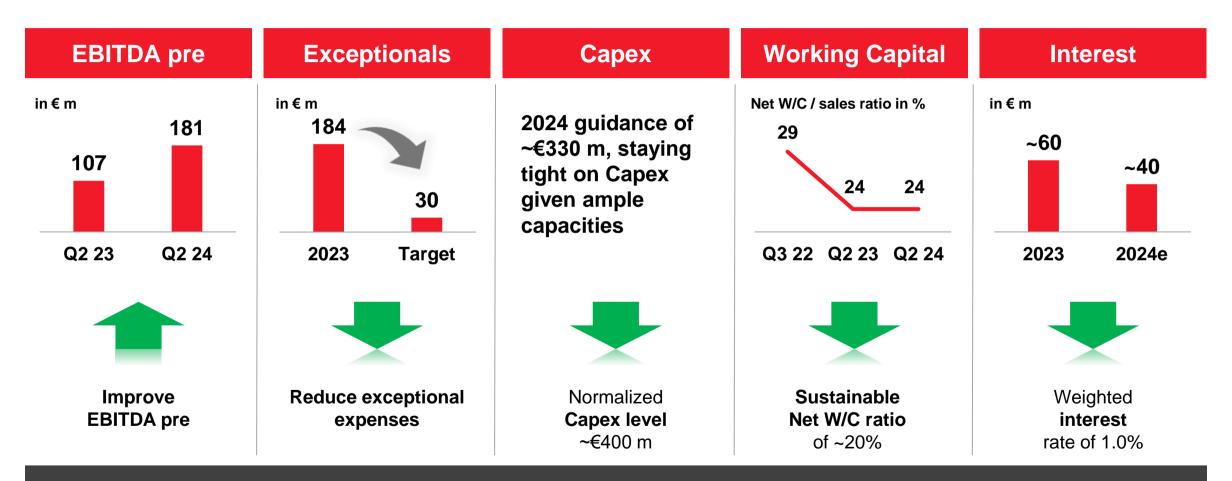
+€83 m

Supported by ongoing tight working capital management

Ongoing focus on cash generation and net debt reduction

### Cashflow improvements as announced



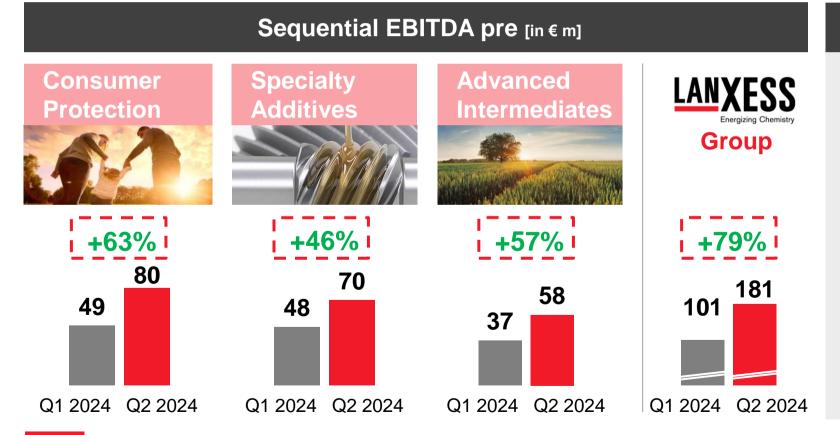


Free cash flow of €83 m in Q2 2024

# Sequentially, profitability improving in all segments based mainly on self-help measures



Sales increase 4% sequentially, driven by 5% higher volumes and only slight price declines



#### **Drivers for EBITDA pre growth**

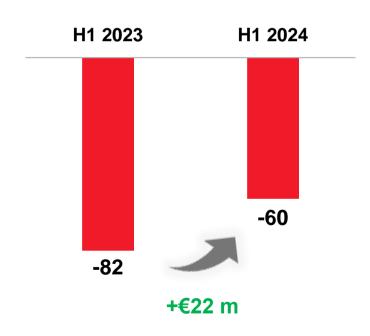
- > Sales volume increase
- Higher plant utilization operational leverage
- Seasonally normal inventory increase in preparation of maintenance shut-downs in H2
- Ramp-up of savings from FORWARD! program

## "All other Segments": Structural overhead cost savings and prospering BU URE



#### "All other Segments" reflects savings and BU URE performance

#### EBITDA pre [in € m]



#### **Positive development of BU Urethane Systems**



- ➤ EBITDA pre strongly growing at margins ~20%
- Attractive project pipeline drives EBITDA pre growth in 2024 and beyond
- ➤ **Triggering event**: EU Directive decided in March this year, enforcing "Low-Free" Prepolymers in which URE is excellently positioned

#### Overhead cost savings yield results



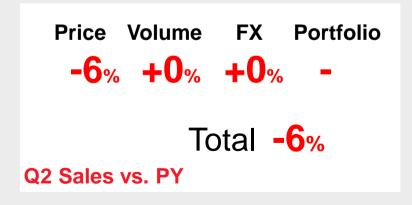
Cost savings driven by FORWARD! program

### LANXESS Group: Operational improvement with substantial EBITDA pre increase



# Significantly lower cost base drives results

[€ m]	Q2/2023	Q2/2024	Δ	H1 2023	H1 2024	Δ
Sales	1,778	1,678	-6%	3,677	3,285	-11%
EBITDA pre	107	181	69%	296	282	-5%
Margin	6.0%	10.8%		8.1%	8.6%	
Capex	67	62	-7%	126	101	-20%



- Reduced prices reflect mainly pass through of lower raw material, energy and freight costs
- Increased sales volumes in most BUs are offset by ongoing very weak agro chemicals demand
- EBITDA pre and margin increase due to improved utilization due to absence of own inventory destocking, supported by savings from FORWARD! program

### FY 2024 EBITDA pre guidance confirmed despite absence of broad demand recovery



#### **Consumer Protection**



- Results at best on previous year's level
- Impact from supplier's outage on NL site assumed to continue until end 24
- Agro weakness expected to persist in 2024

#### **Specialty Additives**



- Results expected to slightly to moderately exceed prior year's level
- Positive development in several industries overcompensates weak construction demand
- Improved utilization & cost savings

#### **Advanced Intermediates**



- Results expected significantly above previous year
- Massive customer and own inventory destocking not expected to be repeated, except agro
- Significantly better cost base due to FORWARD! and higher utilization



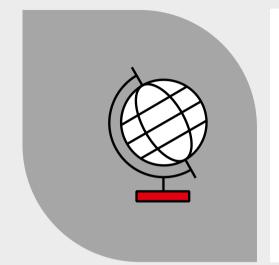




Trough of earnings seems to have been reached

# FY 2024 guidance confirmed: EBITDA pre expected to increase by 10-20%





#### Our view on economic environment

- Currently, no consistent and continuous demand recovery visible
- Ongoing uncertainty, intensified by the crises in the Ukraine and Near / Middle East
- Demand in agro and construction industry remains weak



#### LANXESS outlook

- FY guidance: EBITDA pre expected to grow by 10-20% (incl. BU URE)
- Q3 EBITDA pre expected to be close to or up to the level of the second quarter
- Normal seasonality in Q4

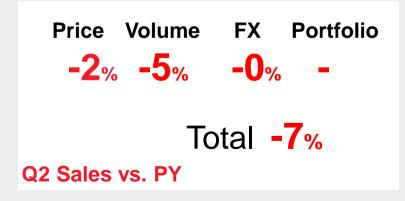


# Consumer Protection: Generally improving demand offsets agro weakness

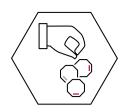


# Nearly stable EBITDA pre

[€ m]	Q2/2023	Q2/2024	Δ	H1 2023	H1 2024	Δ
Sales	604	561	-7%	1,251	1,070	-14%
EBITDA pre	82	80	-2%	176	129	-27%
Margin	13.6%	14.3%		14.1%	12.1%	
Capex	19	17	-11%	36	29	-19%



- Volume increase in all BUs, except for Saltigo due to expected agro weakness; BU F&F still impacted by steam supply outage
- Lower sales prices driven by pass-through of lower input costs
- EBITDA pre and margin development on previous year's level as cost savings and improved utilization mitigate impact from agro destocking

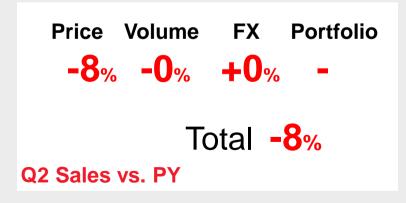


### Specialty Additives: Significant performance improvement



# Emerging out of the trough

[€ m]	Q2/2023	Q2/2024	Δ	H1 2023	H1 2024	Δ
Sales	620	568	-8%	1,284	1,134	-12%
EBITDA pre	37	70	89%	135	118	-13%
Margin	6.0%	12.3%		10.5%	10.4%	
Capex	25	24	-4%	48	38	-21%



- Lower prices based on input costs development in all business units
- Stable volumes: slight demand improvement in other markets offsets construction industry weakness
- Significant EBITDA pre and margin improvement based on higher utilization due to the absence of own intended inventory reduction and contribution from FORWARD! savings program



### Advanced Intermediates: Substantial earnings rebound



### Positive volume trend continues

[€ m]	Q2/2023	Q2/2024	Δ	H1 2023	H1 2024	Δ
Sales	484	478	-1%	1,000	943	-6%
EBITDA pre	23	58	>100%	67	95	42%
Margin	4.8%	12.1%		6.7%	10.1%	
Capex	17	18	6%	33	29	-12%



- Both BUs with increased sales volumes. Prices decline with raw material and energy costs
- EBITDA pre and margin with strong improvement based on higher utilization of plants and savings from FORWARD! program
- As expected: substantial earnings improvement after a very weak base 2023

### P&L Q2: Earnings improvement due to better utilization and reduced cost structures



P&L [€ m]	Q2/2023		Q2/2024		yoy
Sales	1,778	(100%)	1,678	(100%)	-6%
Cost of sales	-1,467	(-83%)	-1,314	(-78%)	10%
Selling	-240	(-13%)	-230	(-14%)	4%
G&A	-71	(-4%)	-63	(-4%)	11%
R&D	-25	(-1%)	-27	(-2%)	-8%
Financial result	-101		-40		60%
Net Income	1,208		-16		>-100%
Adjust. EPS (cont.) [€]	-0.19		0.60		>100%
EBITDA	81	(5%)	169	(10%)	>100%
thereof except.	26	(1%)	12	(1%)	-54%
EBITDA pre except.	107	(6.0%)	181	(10.8%)	69%

- Lower sales mainly due to pass through of lower raw material, energy and freight costs
- Savings from FORWARD! program led to improved Cost of Sales, Selling and G&A costs
- Better financial result includes operational improvement at Envalior (at equity)
- Net income in previous year contains book gain from HPM disposal
- EBITDA pre and margin increase due to better utilization and cost savings

### Improved free cash flow in a continued difficult environment



Cash flow [€ m]*	Q2/2023	Q2/2024
Profit before tax	-157	-12
Depreciation & amortization	137	141
Result from investments accounted for using the equity method	78	27
Income taxes	-22	-16
Changes in other assets & liab.	-98	-43
Changes in working capital	115	44
Others	14	4
Operating cash flow	67	145
Capex	-67	-62
Free cash flow	0	83

- Improvement in profit before tax due to increased operating result and better financial result which includes operational improvement at Envalior (at equity)
- Changes in other assets and liabilities reflects changes in provisions and bonus payout in 2023
- Working capital sequentially improved
- Capex remains on tightly managed level

<sup>\*</sup> Applies to continuing operations; Free cash flow = Operating cash flow minus Capex

### **Continued strong equity ratio**



Balance sheet [€ m]	31.12.2023	31.03.2024	30.06.2024
Total assets	9,665	9,688	9,689
Equity	4,507	4,538	4,563
Equity ratio	47%	47%	47%
Net financial debt <sup>1</sup>	2,498	2,609	2,547
Pension provisions	498	462	433
Net working capital	1,389	1,568	1,524
DSI (in days) <sup>2</sup>	85	76	75
DSI (in days) <sup>2</sup> DSO (in days) <sup>3</sup>	85 38	76 46	75 42

- Net financial debt sequentially reduced due to operating result and reduced working capital
- Lower pension provisions resulting from moderately higher interest rates in Germany
- Net working capital decrease and further improved DSI and reduced DSO

<sup>&</sup>lt;sup>1</sup> Deducting cash, cash equivalents, near cash assets

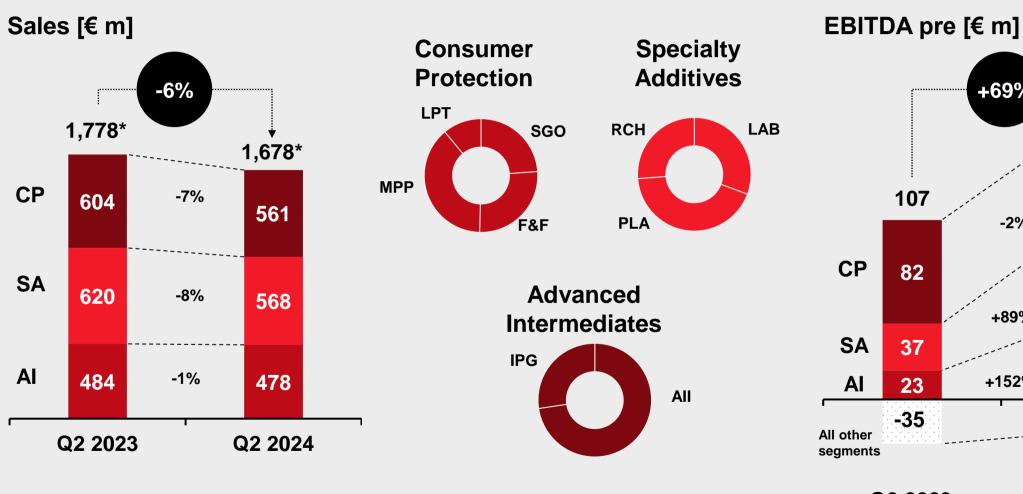
<sup>&</sup>lt;sup>2</sup> Days sales of inventory calculated from quarterly sales

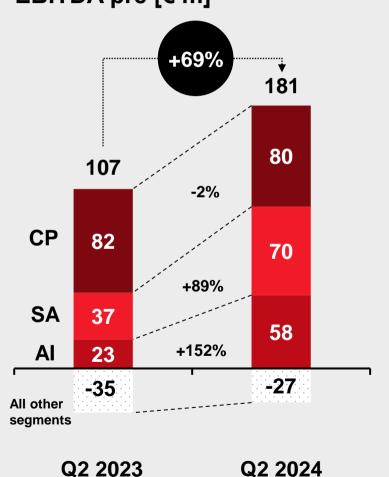
<sup>&</sup>lt;sup>3</sup> Days of sales outstanding calculated from quarterly sales

<sup>4)</sup> Last twelve months sales

### Q2 2024: Input price-driven lower sales; stronger EBITDA pre in Al und SA due to savings and better utilization



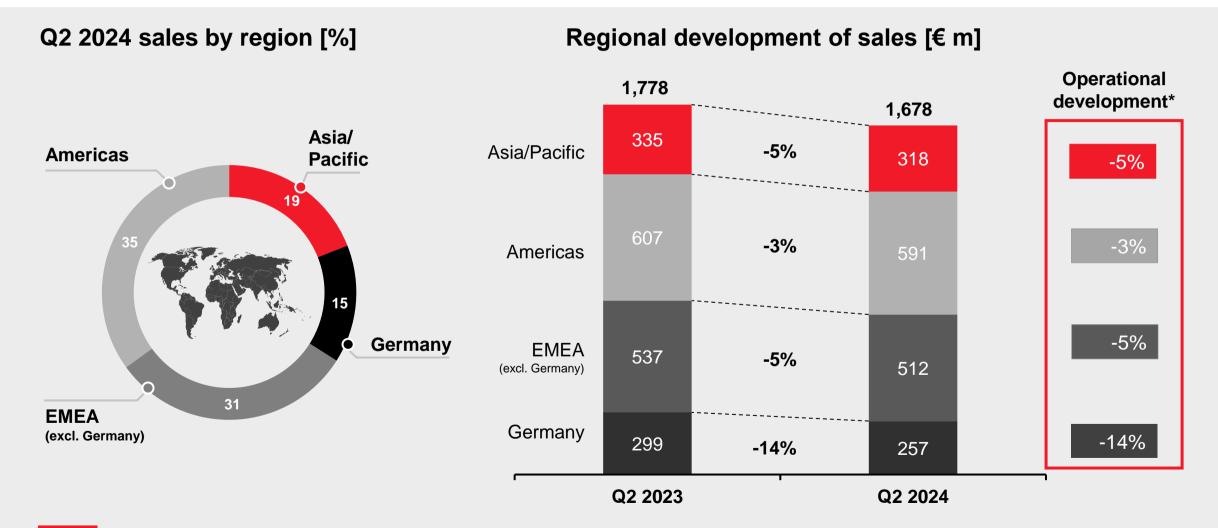




<sup>\*</sup> Total group sales including all other segments

# Q2 2024: Price-driven sales decline in all regions, share of sales declines in Germany





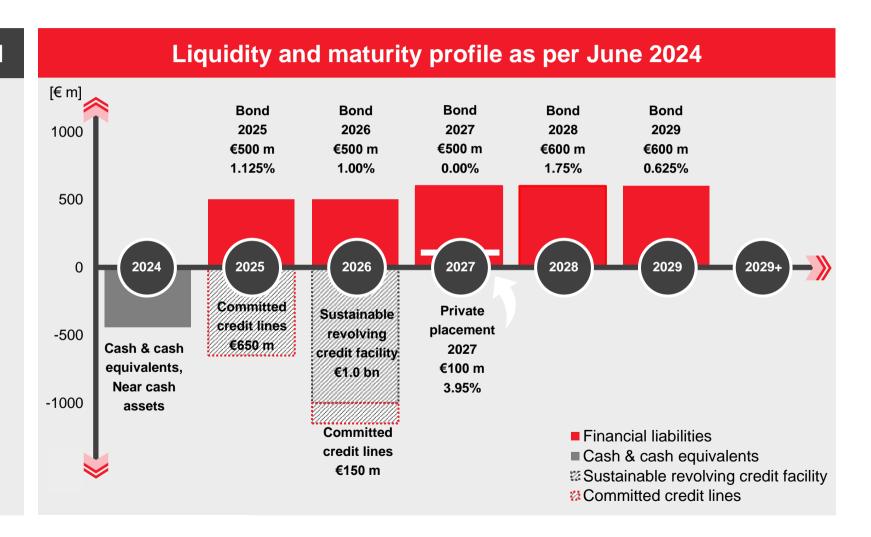
<sup>\*</sup> Currency and portfolio adjusted

# LANXESS maturity profile without refinancing need in 2024 and pre-financed 2025 maturity



#### Long-term financing secured

- Diversified financing sources
- Average interest rate of financial liabilities ~1.0%\*
- All group financing executed without financial covenants
- Next maturity in 2025



# Q2 2024 exceptional items (on EBIT) have decreased year-over-year



[€ m]	Q2 2023		Q2 2024		H1 2023		H1 2024	
	Excep.	thereof D&A	Excep.	thereof D&A	Excep.	thereof D&A	Excep.	thereof D&A
Strategic realignment and restructuring (incl. FORWARD!)	-3	0	0	-1	-4	0	-5	-1
Strategic IT projects	-10	0	-6	0	-16	0	-11	0
M&A, digitalization and others	-14	-1	-8	-1	-26	-2	-17	-2
Total	-27	-1	-14	-2	-46	-2	-33	-3

# Appendix



### Housekeeping items 2024\*



Capex

Operational D&A

All other segments

Exceptionals

FX sensitivity

~€330 m [previously ~€350 m]

~€550 m (thereof ~€150 m of intangible amortization effects)

~-€130 m EBITDA pre

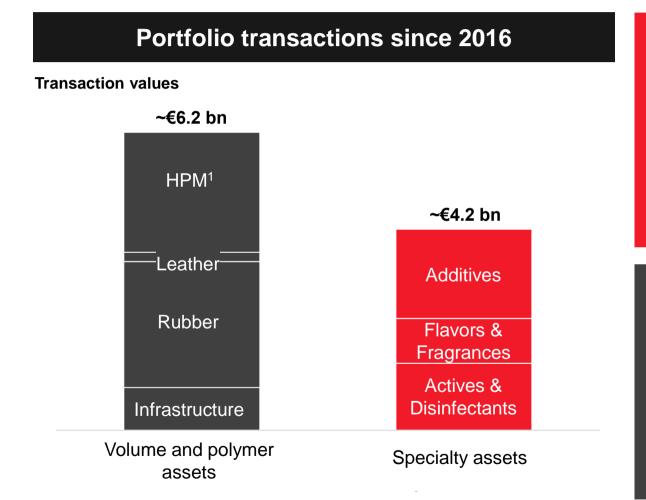
~€60 m

One cent change of USD/EUR resulting in ~€3 m EBITDA pre impact after hedging

<sup>\*</sup> Including BU Urethane Systems

# LANXESS portfolio transformed towards a true specialty chemicals player





### **Acquired businesses:**

High profitability and cash generation

**Asset light** 

**Less cyclical** 

### **Divested businesses:**

Lower profitability

**Asset intensive** 

More cyclical

### Strong portfolio of attractive businesses



#### **Consumer Protection**



- Material Protection Products
- Flavors & Fragrances
- Saltigo
- Liquid Purification Technologies
- Among top 3 players
- High profitability
- Asset light and high cash conversion

### **Specialty Additives**



- Polymer Additives
- Lubricant Additives Business
- Rhein Chemie

- Among top 3 players
- Small volume, high impact
- Integrated value chains



- Advanced Industrial Intermediates
- Inorganic Pigments

- Among top 3 players
- Technology and process driven
- Market leader in Western hemisphere

## H1 2024: Good results in Q2 cannot fully offset weak first quarter



P&L [€ m]*	H1 2023		H1 2024		yoy
Sales	3,677	(100%)	3,285	(100%)	-11%
Cost of sales	-2,930	(-80%)	-2,641	(-80%)	10%
Selling	-516	(-14%)	-453	(-14%)	12%
G&A	-142	(-4%)	-131	(-4%)	8%
R&D	-52	(-1%)	-55	(-2%)	-6%
Financial result	-122	(-3%)	-102	(-3%)	-16%
Net income	1,164	(32%)	-114	(-3%)	>-100%
Adjust. EPS (cont.) [€]	0.44		0.51		16%
EBITDA	252	(7%)	252	(8%)	0%
thereof except.	-44	(-1%)	-30	(-1%)	32%
EBITDA pre	296	(8.1%)	282	(8.6%)	-5%

- Lower sales mainly due to pass through of lower raw material, energy and freight costs and lower volumes
- Savings from FORWARD! program led to improved Cost of Sales, Selling and G&A costs
- Better financial result includes operational improvement at Envalior (at equity)
- Net income in previous year contains book gain from HPM disposal
- Slightly lower EBITDA pre reflects lower volumes; margin improved

<sup>\*</sup> Figures from continuing operations only (except net income and EPS)

# H1 2024: Operating cash flow compares with high previous year which was driven by inventory sweat out



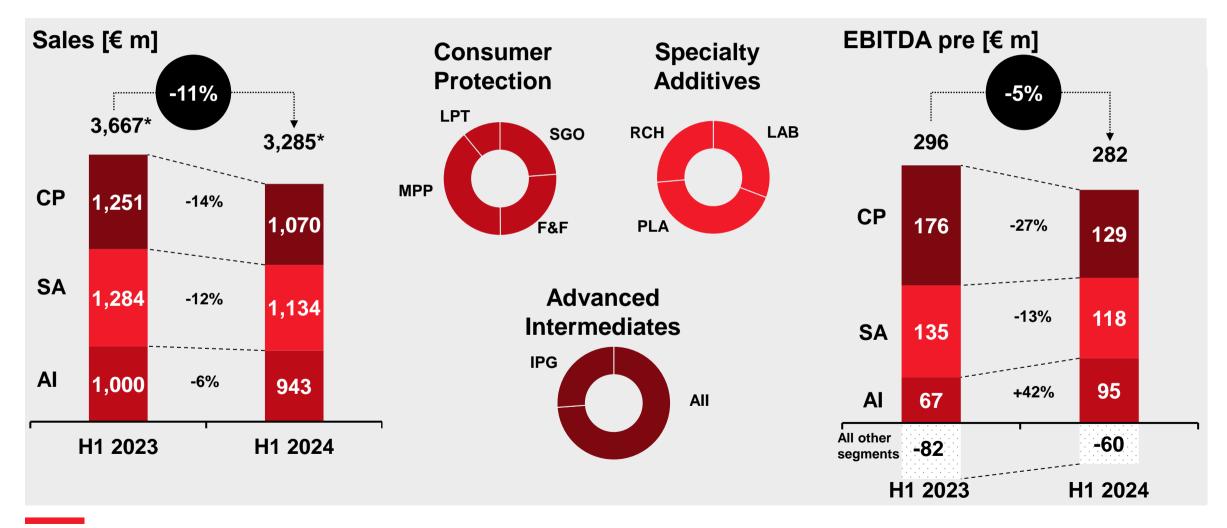
Cash flow [€ m]*	H1 2023	H1 2024
Profit before tax	-144	-131
Depreciation & amortization	274	281
Result from investments accounted for using the equity method	77	73
Income taxes	-32	-17
Changes in other assets & liab.	-98	-2
Changes in working capital	123	-122
Others	38	15
Operating cash flow	238	97
Capex	-126	-101
Free cash flow	112	-4

- Slightly better profit before tax due to better financial result
- Changes in other assets and liabilities reflect changes in provisions and bonus payout in 2023
- Change in W/C driven by
  - Significant inventory sweat out in PY
  - Increase in receivables based on higher sales
- Capex remains on tightly managed level

<sup>\*</sup> Applies to continuing operations; Free cash flow = Operating cash flow minus Capex

# H1 2024: Despite strong Q2 results are not yet on PY level, AI strong improvement already YoY

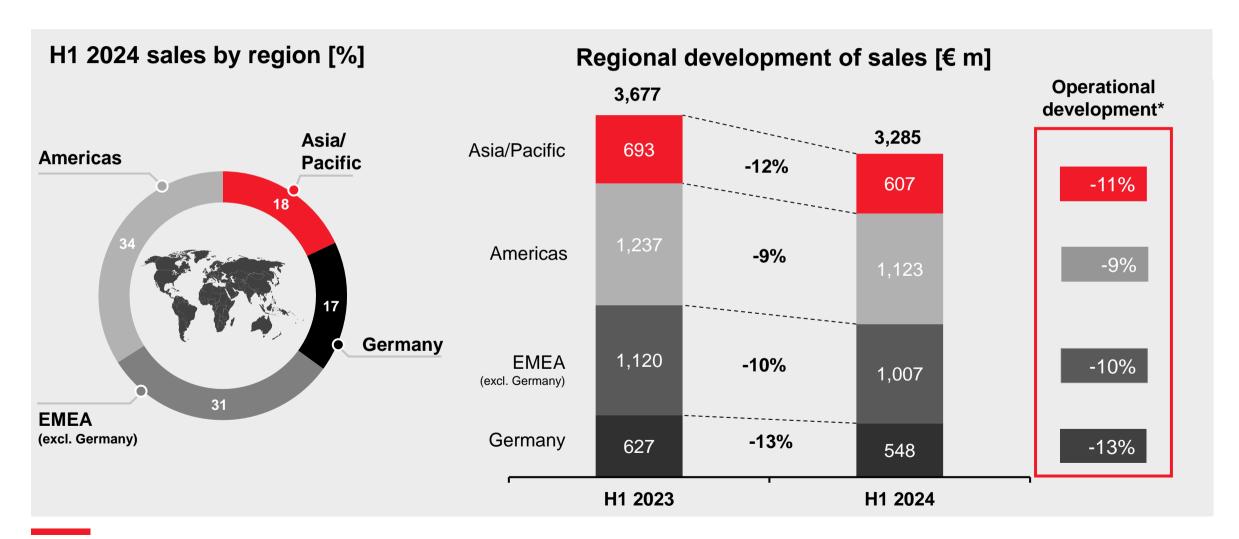




<sup>\*</sup> Total group sales including all other segments

### H1 2024: Sales decline in all regions





<sup>\*</sup> Currency and portfolio adjusted

# Throughout all crises we secured our Investment Grade Rating



	Financial crisis 2008/2009	"Rubber crisis" 2013/2014	Covid pandemic 2020/2021	Gas crisis 2022	2023/2024
Moody's	Baa2 (stable)	Baa2 (negative)	Baa2 (stable)	Baa2 (stable)	Baa3 (negative)
<b>S&amp;P Global</b> Ratings	BBB (stable)	BBB (negative)	BBB (stable)	BBB (negative)	
FitchRatings	BBB (stable)	BBB (negative)			
SCÓPE			BBB+ (stable)	BBB+ (stable)	BBB (negative)

### Maintaining solid investment grade rating is key

### Management is significantly invested and in the shoes of investors



### Overview of managers' purchases since Q3 2023 reporting (November 8, 2023)

Name	Function	Date	Ø Price	Total quantity	Total volume
Matthias Zachert	CEO	March 14 & 15, 2024 (two purchases)	24.36 €	16,505 shares	402,070.84€
Matthias Zachert	CEO	December 5, 2023	23.06 €	8,780 shares	202,425.25€
Matthias Zachert	CEO	December 4, 2023	23.10€	8,700 shares	201,000.03€
Frederique van Baarle	Board member	December 8, 2023	25.88€	3,025 shares	78,274.40 €
Hubert Fink	Board member	March 14 & 15, 2024 (two purchases)	24.49€	9,056 shares	221,803.62€
Oliver Stratmann	CFO	December 8, 2023	26.06€	2,100 shares	54,720.00€
Oliver Stratmann	CFO	November 8, 2023	23.66 €	2,000 shares	47,314.20€

### Total holdings by active members of the Board of Management exceeds required value



Name	Function	Total number of shares
Matthias Zachert	CEO	102,635
Dr. Hubert Fink	Board member	39,856
Frederique van Baarle	Board member	7,986
Oliver Stratmann	CFO	10,567

### LANXESS plans to supply Standard Lithium with lithium-rich brine

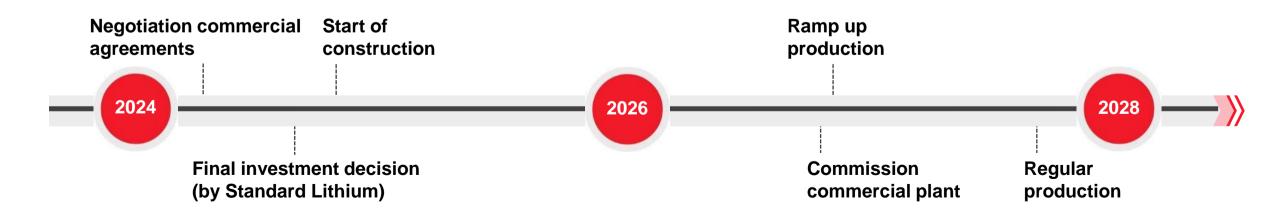


### **Enhancing profitability**

- Feasibility study of Standard Lithium confirms economic viability
- LANXESS opted for brine supply
- Long-term contract envisaged
- EBITDA contribution subject to current negotiations

### **De-risking**

- Making use of tail-brine after bromine extraction
- ✓ No investment from LANXESS needed; No associated cash out
- Margin contribution without risk



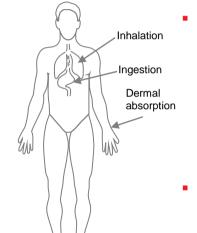
# New EU exposure limits for the use of di-isocyanates offer significant potential for Low Free prepolymers



#### New EU Directive 2024/869

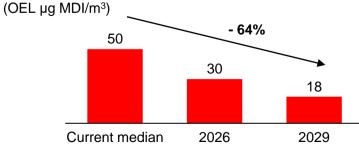
- According to estimates, in the EU approximately
   4.2 million workers are exposed to diisocyanates
- Diisocyanates are key respiratory asthmagens and can also cause allergic reactions. Occupational exposure to diisocyanates accounts for 9 % to 15 % of all asthma cases in adults of working age
- The new EU directive sets (for the first time) occupational exposure limits (OEL) for diisocyanates
- Directive signed on 13 March 2024 after adoption by EU Parliament (7 February 2024) and EU Council (26 February 2024)
- The directive requires EU member states to adjust laws, regulations, and administrative provisions in compliance with the new directive by 9 April 2026
- Final implementation until 1 January 2029

### **Impact**



- New OEL (as of 1 Jan 2029¹) of 6µg
   NCO²/m³ as the maximum concentration in the air a worker breathes during an eight-hour working day
- Short-term exposure limit (STEL) of 12µg NCO/m³ for a 15minute period

### Example: Methylendiphenylisocyanate (MDI)



#### **Potential**

- Low Free (LF) urethane prepolymers offer an immediate solution for many applications in coatings, adhesives, sealants, elastomers and one component foams (especially in consumer products)
- LANXESS is a leading manufacturer offering LF urethane prepolymers with free diisocyanate levels below 0.1% across a wide range of chemistries, including TDI, MDI, pPDI, and HDI

#### Application example: One Component Foam (OCF)

- Approx. 250 million OCF cans are produced in Europe per year (content of 750ml)<sup>3</sup>
- Currently mainly conventional MDI prepolymer systems in use that could (partly) be replaced by LF MDI systems



<sup>&</sup>lt;sup>1</sup> Transition period from 2026 to 2028: OEL of 10μg NCO/m<sup>3</sup> and STEL of 20μg NCO/m<sup>3</sup>

<sup>&</sup>lt;sup>2</sup> NCO: nitrogen, carbon, and oxygen atom of the isocyanate group

<sup>&</sup>lt;sup>3</sup> Source: ECHA (2023)

# We have defined clear targets and objectives for the sustainability areas we consider most important



CLIMATE

- Climate neutral by 2040 for Scope 1 & 2: -80% CO₂e emissions by 2030 versus 2004
- Net zero by 2050 for Scope 3: -60% CO₂e emissions by 2030 versus 2015

**WATER** 

➤ Reduction of absolute water withdrawal at water risk sites by 9% until end of 2028

**PRODUCTS** 

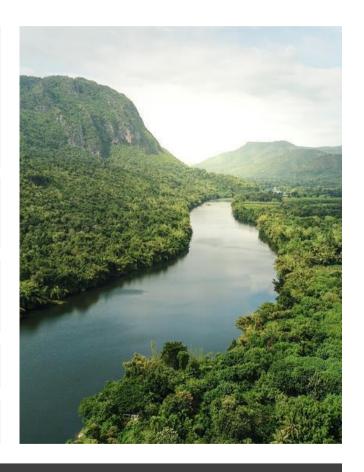
➤ Phase out of 2021/2023 roadmap products by 2026, innovate and substitute by 2030

**SAFETY** 

> Aiming for zero accidents

**DIVERSITY** 

➤ Proportion of women in management¹ at 30% in 2030



Ambition: LANXESS, a leading, resilient, and sustainable company

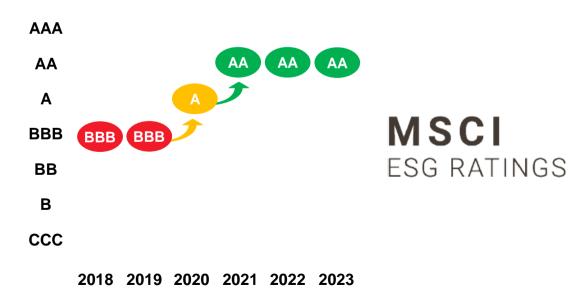
<sup>&</sup>lt;sup>1</sup> Management refers to all managerial employees below the Board of management

### LANXESS achieves leading sustainability performance



#### **MSCI ESG confirms AA rating**

- Second highest rating confirmed in third consecutive year
- Above average performance in Governance, water stress and carbon emission



### SBTi reconfirms LANXESS climate targets



NET ZERO VALUE CHAIN



- SBTi again approved alignment with 1.5°C pathway for 2030 emissions targets (Scope 1 and 2) after HPM carve-out (Envalior JV formation)
- ➤ According to SBTi, also the long-term targets (up to 2050) for the entire value chain (Scope 1, 2 and 3) are in line with the 1.5°C reduction pathway

Climate targets in line with 1.5°C pathway



### LANXESS as part of the chemical industry enables the transformation towards a sustainable society



### **New Mobility**



### **Renewable Energy**



### **Water Treatment**



### **Circular Economy**



Chemicals for battery production enable GHG-reduced solutions such as e-mobility

High-end materials such as lubricants support sustainable energy generation

Ion exchange resins can purify water providing drinking water and helping wastewater treatment

Recycling enables the recovery of molecules, reduces waste and makes re-use possible

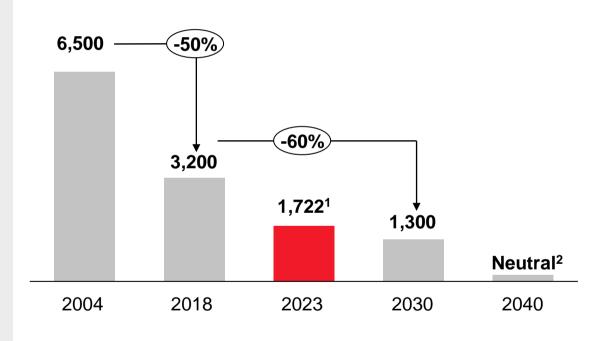
### Our projects to reduce Scope 1 and 2 emissions are on track



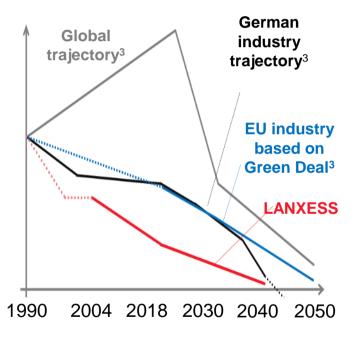
CLIMATE 2040

### Our path to climate neutrality

- 1 Realize major impact projects
- Decouple emissions & growth
- 3 Pursue technological innovations



We are ahead of EU regulation



in thousand metric tons of CO<sub>2</sub>e Scope 1 and 2 emissions

Scope 1 and 2 emissions

### We are on track to achieve target set for 2030

<sup>&</sup>lt;sup>1</sup> Only continuing operations. 2023 figure distorted by very low utilization. | <sup>2</sup> Climate neutral: Less than 220k tons of CO<sub>2</sub> equivalents (e) per year. These will be reduced through compensation measures. | <sup>3</sup> Estimation based on AGORA Energiewende

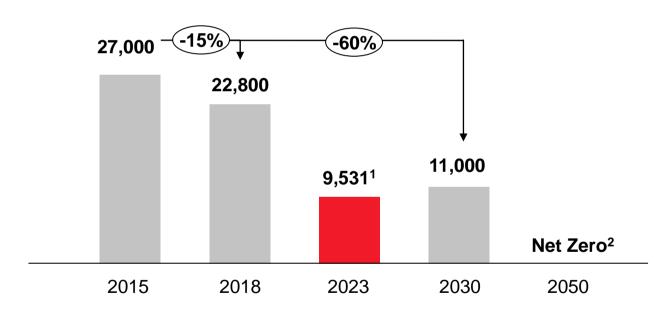
# We aim to reduce and ultimately neutralize our Scope 3 value chain emissions



**NET ZERO\VALUE CHAIN** 

### Our path to Net Zero

- 1 Use of sustainable raw materials
- 2 Transition to green logistics
- Increasingly offer low-carbon and climate-neutral products



in thousand metric tons of CO<sub>2</sub>e Scope 3 emissions

### We are on track to achieve target set for 2030

<sup>&</sup>lt;sup>1</sup> Only continuing operations. 2023 figure distorted by very low utilization.

<sup>&</sup>lt;sup>2</sup> "Net zero" will be achieved by a combination of positive and negative emissions during the life-cycle. Final 10% of emissions will be reduced by compensation measures.

# We strive for a sustainable, climate-neutral product portfolio without compromising product performance



**NET ZERO\VALUE CHAIN** 

Increasingly offer low-carbon and climate-neutral products (examples)





- First sustainable ion exchange resin used in water filter cartridges
- Resins are based on biocircular acrylonitrile resulting in a sustainable raw material share of more than 90%
- Production in compliance with certified ISCC Plus standards



- Is used in resins and polyurethane applications
- TMP Scopeblue is based on more than 50% circular Butyraldehyd as a raw material (ISCC Plus certified)
- Sustainable drop-in for existing formulations without compromising performance

### **Contact details Investor Relations**



Ulrike Rockel
Head of Treasury & Investor Relations

Tel.: +49 221 8885 5458 Fax.: +49 221 8885 4944 Mob.: +49 175 304 9611

E-Mail: ulrike.rockel@lanxess.com



André Simon
Head of Investor Relations

Tel.: +49 221 8885 3494 Fax.: +49 221 8885 4944 Mob.: +49 175 302 3494

E-Mail: andre.simon@lanxess.com



**Doreen Pickartz**Investor Relations Assistant

Tel.: +49 221 8885 9834 Fax.: +49 221 8885 4944 Mob.: +49 151 7461 4637

E-Mail: doreen.pickartz@lanxess.com



Visit the IR website



Thomas Kaiser
Institutional Investors / Analysts

Tel.: +49 221 8885 1035 Mob.: +49 151 7461 3890

E-Mail: thomas.kaiser@lanxess.com



Markus Sieben Institutional Investors / Analysts

Tel.: +49 221 8885 7344 Mob.: +49 151 7461 2913

E-Mail: markus.sieben@lanxess.com



Mirjam Reetz ESG & Retail Investors

Tel.: +49 221 8885 1272 Mob.: +49 151 7461 3158

E-Mail: mirjam.reetz@lanxess.com

### **Abbreviations**





#### **Consumer Protection**



i di

**SGO** Saltigo

**LPT** Liquid Purification Technologies



### **Specialty Additives**

**PLA** Polymer Additives

**LAB** Lubricant Additives Business

**RCH** Rhein Chemie



#### **Advanced Intermediates**

All Advanced Industrial Intermediates

**IPG** Inorganic Pigments

### **Upcoming events 2024 - Proactive capital market communication**



