

# LANXESS – Q2 2015 results

## Another quarter of progress

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Energizing Chemistry

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## Executive summary: A good quarter overall

### Improved business performance

- EBITDA pre improvement of 13%
- Higher volumes, savings and positive currency effects drive EBITDA pre increase
- All three segments contribute to EBITDA pre increase, with Performance Chemicals showing the strongest improvement



### Stronger fundamentals

- Realignment program showing good progress and focus on operational excellence
- Capex reduction supports cash flow and adds to stable net debt
- Both rating agencies confirmed investment-grade rating with stable outlook\*



\* S&P: BBB- (stable outlook), Moody's: Baa3 (stable outlook)

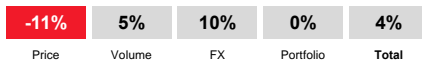
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## Q2 2015: Higher volumes drive earnings

### Sales and EBITDA pre Q2 2015

Sales variances yoy **€2,105 m (€2,019 m)**



- Sales up with higher volumes, while favorable currency effects mitigate lower prices
- Strong volume increase in Performance Polymers and Advanced Intermediates

EBITDA pre **€270 m (€239 m)**



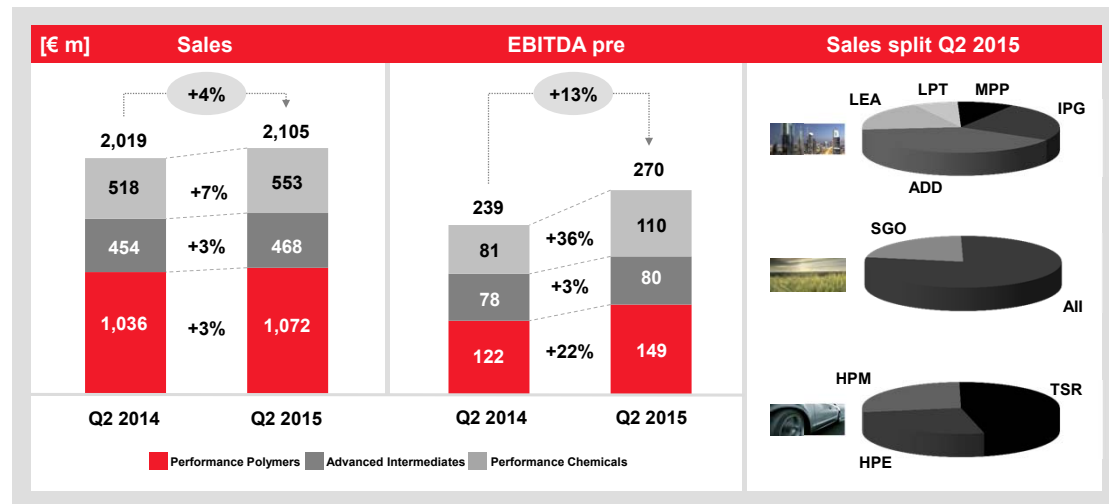
- Volume increase clearly contributes to higher EBITDA
- Overall good management of input costs and selling prices
- "Other" includes savings and currency tailwinds, mitigated by idle costs and hedging

Higher sales and improved EBITDA pre

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## Q2 2015: Top and bottom line growth in all segments



Total group sales and EBITDA pre figures include reconciliation  
Restatement of 2014 due to reorganization that shifted accelerators and antioxidants businesses from Performance Chemicals to Advanced Intermediates

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## Q2 2015 financial overview: A strong quarter

| [€ m]                             | Q2 2014      | Q2 2015      | yoy in % |
|-----------------------------------|--------------|--------------|----------|
| <b>Sales</b>                      | 2,019        | 2,105        | 4.3%     |
| <b>EBITDA pre except. margin</b>  | 239<br>11.8% | 270<br>12.8% | 13.0%    |
| <b>EPS<sup>1</sup></b>            | 0.63         | 0.95         | 50.8%    |
| EPS pre <sup>1/2</sup>            | 0.79         | 0.73         | -7.6%    |
| <b>Capex</b>                      | 154          | 73           | -52.6%   |
| <b>Free Cash Flow<sup>3</sup></b> | 24           | 46           | 91.7%    |
| [€ m]                             | 31.12.2014   | 30.06.2015   | Δ %      |
| <b>Net financial debt</b>         | 1,336        | 1,376        | 3.0%     |
| <b>Net working capital</b>        | 1,600        | 1,765        | 10.3%    |
| <b>ROCE</b>                       | 7.9%         | 8.4%         |          |
| <b>Employees</b>                  | 16,584       | 16,349       | -1.4%    |

- EBITDA pre and margin improve mainly due to higher volumes and savings
- Capex lower after completion of intensive investment cycle
- Net financial debt stable
- Net working capital increase driven by higher receivables (higher sales in Jun vs. Dec) and currency effects

<sup>1</sup> Different number of shares: Q2 2014 ~88 m vs. Q2 2015 ~92 m

<sup>2</sup> Net of exceptionals, using the local tax rate applicable where the expenses were incurred

<sup>3</sup> Operating cash flow minus capex

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## Q2 2015: All three segments contribute to strong EBITDA improvement

| Performance Polymers   |            |          |           |       | Advanced Intermediates   |            |          |           |       | Performance Chemicals   |            |          |           |       |
|--|------------|----------|-----------|-------|--|------------|----------|-----------|-------|---|------------|----------|-----------|-------|
| Price  | Volume     | Currency | Portfolio | Total | Price  | Volume     | Currency | Portfolio | Total | Price   | Volume     | Currency | Portfolio | Total |
| -17%   | +9%        | +12%     | 0%        | +3%   | -9%  | +7%        | +6%      | 0%        | +3%   | 0%  | -3%        | +10%     | 0%        | +7%   |
| <ul style="list-style-type: none"> <li>Lower prices driven mainly by raw material prices in all BUs</li> <li>Higher volumes across all BUs from a low base; BU HPM seeing continued good compound business</li> <li>EBITDA increase driven by high volumes and supported by favorable currency effects, but idle costs mitigate</li> </ul> |            |          |           |       | <ul style="list-style-type: none"> <li>Prices in BU All affected by lower raw material prices; higher volumes at both BUs</li> <li>EBITDA slightly higher, supported by higher volumes and positive currency effects; unplanned maintenance activity led to higher idle costs</li> <li>Favorable Q1 '15 raw material effects reversed in Q2 '15</li> </ul> |            |          |           |       | <ul style="list-style-type: none"> <li>Selling prices stable, while raw material prices are lower</li> <li>Lower volumes mainly attributable to BUs MPP and LEA</li> <li>The two flagship businesses (BUs IPG and ADD) with strongest performance</li> <li>Overall profitability driven by lower raw material prices, favorable currency effects and savings</li> </ul> |            |          |           |       |
| [€ m]  |            | Q2'14    | Q2'15     |       | [€ m]  |            | Q2'14    | Q2'15     |       | [€ m]   |            | Q2'14    | Q2'15     |       |
| ↑  | Sales      | 1,036    | 1,072     |       | ↑  | Sales      | 454      | 468       |       | ↑   | Sales      | 518      | 553       |       |
|  | EBITDA pre | 122      | 149       |       |  | EBITDA pre | 78       | 80        |       |   | EBITDA pre | 81       | 110       |       |
|  | Margin     | 12%      | 14%       |       |  | Margin     | 17%      | 17%       |       |   | Margin     | 16%      | 20%       |       |

Restatement of 2014 due to reorganization that shifted accelerators and antioxidants businesses from Performance Chemicals to Advanced Intermediates

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## Despite weaker macro indicators, LANXESS raises FY guidance as self-help measures support

### Customer industries and macroeconomic expectations for 2015

- Tire production growing slower than in 2014: less growth in Asia/Pacific and declining production in Latin America
- Automobile sector marked by slowing dynamics, driven by lower growth expectations for production in China
- Agrochemical demand to grow slower than in 2014
- Construction industry to grow less in 2015 than in 2014; Latin America, in particular Brazil, weaker, while North America now expected to be somewhat stronger
- US dollar to remain strong

### LANXESS FY guidance 2015 raised

- FY 2015 EBITDA pre now expected between €840-880 m\* based on a strong H1 2015

Working hard to accelerate self-help measures



\* Based on an exchange rate of 1.10 USD/EUR and on the absence of raw material driven inventory devaluations

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## Agenda

- Executive summary
- **Business and financial details Q2 2015**
- Backup

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## Q2 2015: Overall, marked by good volumes and supportive currency effects

| Q2 yoy sales variances   |             | Price     | Volume     | Currency  | Portf.    | Total |
|--|-------------|-----------|------------|-----------|-----------|-------|
|  Perf. Polymers     | -17%        | 9%        | 12%        | 0%        | 3%        |       |
|  Adv. Intermediates | -9%         | 7%        | 6%         | 0%        | 3%        |       |
|  Perf. Chemicals    | 0%          | -3%       | 10%        | 0%        | 7%        |       |
| <b>LANXESS</b>   | <b>-11%</b> | <b>5%</b> | <b>10%</b> | <b>0%</b> | <b>4%</b> |       |

- Sales up with higher volumes, while favorable currency effects mitigate lower prices
- Strong volume increase in Performance Polymers and Advanced Intermediates

### Q2 yoy EBITDA pre bridge [€ m]

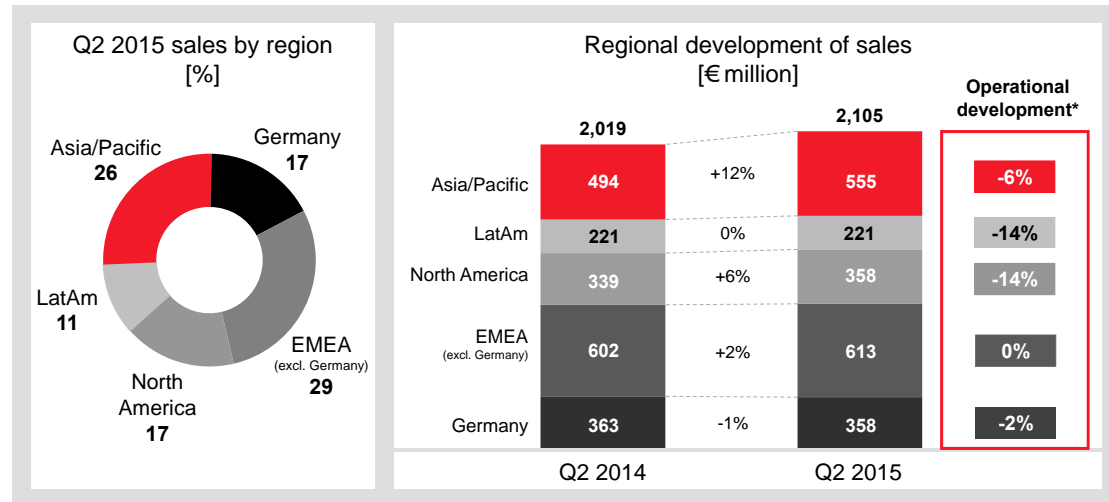


- Volume increase clearly contributes to higher EBITDA
- Overall good management of input costs and selling prices
- "Other" includes savings and positive FX effects, mitigated by idle costs and hedging

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## Q2 2015: Increased sales in almost all regions driven by currency effects and higher volumes



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## Q2 2015: EBITDA and profitability improvement

| [€ m]                          | Q2 2014            | Q2 2015            | yoy in %     |   |
|--------------------------------|--------------------|--------------------|--------------|---|
| Sales                          | 2,019 (100%)       | 2,105 (100%)       | 4%           | <ul style="list-style-type: none"> <li>Increased sales as higher volumes and positive currency effects overcompensate lower prices</li> <li>Cost of sales showed a disproportionately smaller increase to sales mainly due to currency effects</li> <li>Overhead costs reflect savings from realignment; but selling was impacted by higher freight and currency effects</li> <li>EBIT with exceptional income (~€40 m) from asset sales<sup>2</sup></li> </ul> |
| Cost of sales                  | -1,579 (78%)       | -1,620 (77%)       | -3%          |   |
| Selling                        | -188 (9%)          | -200 (10%)         | -6%          |   |
| G&A                            | -71 (4%)           | -68 (3%)           | 4%           |   |
| R&D                            | -40 (2%)           | -34 (2%)           | 15%          |   |
| <b>EBIT</b>                    | <b>122 (6%)</b>    | <b>177 (8%)</b>    | <b>45%</b>   |   |
| <b>Net Income</b>              | <b>55 (3%)</b>     | <b>87 (4%)</b>     | <b>58%</b>   |   |
| <b>EPS</b>                     | <b>0.63</b>        | <b>0.95</b>        | <b>51%</b>   |   |
| EPS pre <sup>1</sup>           | 0.79               | 0.73               | -8%          |   |
| EBITDA                         | 221 (11%)          | 296 (14%)          | 34%          |   |
| thereof exceptionals           | -18 (1%)           | 26 (-1%)           | <-100%       |   |
| <b>EBITDA pre exceptionals</b> | <b>239 (11.8%)</b> | <b>270 (12.8%)</b> | <b>13.0%</b> |   |

**Decent earnings improvement**

<sup>1</sup> Net of exceptional items, using the local tax rate applicable where the expenses were incurred

<sup>2</sup> Relates to sale of assets (BU TSR) and spare infrastructure (BU HPM)

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## Performance Polymers: Good volume development, but challenges remain

| [€ m]                   | Q2 2014 | Q2 2015 | Δ      | H1 2014 | H1 2015 | Δ      |
|-------------------------|---------|---------|--------|---------|---------|--------|
| Sales                   | 1,036   | 1,072   | 3.5%   | 2,099   | 2,087   | -0.6%  |
| EBIT                    | 68      | 127*    | 86.8%  | 120     | 145*    | 20.8%  |
| Depr. / Amort.          | 51      | 67      | 31.4%  | 107     | 134     | 25.2%  |
| EBITDA pre exceptionals | 122     | 149     | 22.1%  | 239     | 271     | 13.4%  |
| Margin                  | 11.8%   | 13.9%   |        | 11.4%   | 13.0%   |        |
| Capex                   | 112     | 30      | -73.2% | 188     | 54      | -71.3% |

| Q2 comments  |  |  |  | Q2 sales bridge yoy [€ m]    |  |  |  |
|--|--|--|--|------------------------------|--|--|--|
| <ul style="list-style-type: none"> <li>Lower prices driven mainly by raw material prices in all BUs</li> <li>Higher volumes across all BUs from a low base; BU HPM seeing continued good compound business</li> <li>EBITDA increase driven by high volumes and supported by favorable currency effects, but idle costs mitigate</li> <li>D&amp;A and capex development reflect completion of new plants in Asia (EPDM and Nd-PBR)</li> </ul> |  |  |  | <p>(approximate numbers)</p> |  |  |  |

\* Includes sale of assets (BU TSR) and spare infrastructure (BU HPM); -€40 m

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## Advanced Intermediates: Good performance at high levels

| [€ m]                   | Q2 2014 | Q2 2015 | Δ      | H1 2014 | H1 2015 | Δ      |
|-------------------------|---------|---------|--------|---------|---------|--------|
| Sales                   | 454     | 468     | 3.1%   | 927     | 946     | 2.0%   |
| EBIT                    | 54      | 51      | -5.6%  | 99      | 121     | 22.2%  |
| Depr. / Amort.          | 23      | 27      | 17.4%  | 46      | 50      | 8.7%   |
| EBITDA pre exceptionals | 78      | 80      | 2.6%   | 150     | 172     | 14.7%  |
| Margin                  | 17.2%   | 17.1%   |        | 16.2%   | 18.2%   |        |
| Capex                   | 20      | 18      | -10.0% | 40      | 28      | -30.0% |

| Q2 comments   |  |  |  | Q2 sales bridge yoy [€ m]    |  |  |  |
|---|--|--|--|------------------------------|--|--|--|
| <ul style="list-style-type: none"> <li>Prices in BU All affected by lower raw material prices (e.g., benzene and toluene)</li> <li>Higher volumes in BU All in nearly all end markets; BU SGO strong in agro custom manufacturing</li> <li>D&amp;A higher with one-time write-offs (non-exceptional)</li> <li>EBITDA slightly higher, supported by higher volumes and positive currency effects; unplanned maintenance activity led to higher idle costs</li> <li>Favorable Q1 '15 raw material effects reversed in Q2 '15</li> </ul> |  |  |  | <p>(approximate numbers)</p> |  |  |  |

Restatement of 2014 due to reorganization that shifted accelerators and antioxidants businesses from Performance Chemicals to Advanced Intermediates

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## Performance Chemicals: Structurally improving

| [€ m]                          | Q2 2014    | Q2 2015    | Δ            | H1 2014      | H1 2015      | Δ            |
|--------------------------------|------------|------------|--------------|--------------|--------------|--------------|
| <b>Sales</b>                   | <b>518</b> | <b>553</b> | <b>6.8%</b>  | <b>1,014</b> | <b>1,086</b> | <b>7.1%</b>  |
| EBIT                           | 57         | 83         | 45.6%        | 98           | 147          | 50.0%        |
| Depr. / Amort.                 | 21         | 21         | 0.0%         | 41           | 42           | 2.4%         |
| <b>EBITDA pre exceptionals</b> | <b>81</b>  | <b>110</b> | <b>35.8%</b> | <b>149</b>   | <b>197</b>   | <b>32.2%</b> |
| Margin                         | 15.6%      | 19.9%      |              | 14.7%        | 18.1%        |              |
| <b>Capex</b>                   | <b>18</b>  | <b>24</b>  | <b>33.3%</b> | <b>27</b>    | <b>41</b>    | <b>51.9%</b> |

**Q2 comments**

- Selling prices stable, while raw material prices are below previous year's level
- Lower volumes mainly attributable to BU MPP (biocides in Asia) and BU LEA (chrome chemicals in China)
- The two flagship businesses (BUs IPG and ADD) with strongest performance
- Overall profitability driven by lower raw material prices, favorable currency effects and savings
- Higher capex levels in BU IPG (new pigment plant in China)

**Q2 sales bridge yoy [€ m]**



|           | 0%  | -3% | 10% | 0%  |
|-----------|-----|-----|-----|-----|
| Q2 2014   | 518 |     |     |     |
| Price     |     |     |     |     |
| Volume    |     |     |     |     |
| Currency  |     |     |     |     |
| Portfolio |     |     |     |     |
| Q2 2015   |     |     |     | 553 |

(approximate numbers)

Restatement of 2014 due to reorganization that shifted accelerators and antioxidants businesses from Performance Chemicals to Advanced Intermediates

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## Q2 2015: Cash flow impacted by restructuring

| [€ m]   | Q2 2014     | Q2 2015     |
|---|-------------|-------------|
| <b>Profit before tax</b>                        | <b>94</b>   | <b>144</b>  |
| Depreciation & amortization                     | 99          | 119         |
| Gain from sale of assets                        | 0           | -42         |
| Result from investments (using equity method)   | -4          | 0           |
| Financial (gains) losses                        | 13          | 17          |
| Cash tax payments/refunds                       | 9           | -18         |
| Changes in other assets and liabilities         | 9           | -98         |
| <b>Operating cash flow before changes in WC</b> | <b>220</b>  | <b>122</b>  |
| Changes in working capital                      | -42         | -3          |
| <b>Operating cash flow</b>                      | <b>178</b>  | <b>119</b>  |
| <b>Investing cash flow</b>                      | <b>-293</b> | <b>-151</b> |
| thereof capex                                   | -154        | -73         |
| <b>Financing cash flow</b>                      | <b>11</b>   | <b>-105</b> |

**Free cash flow becoming stronger**

- D&A higher with increased asset base (new plants in Asia)
- Gain from sale of assets relates to exceptional income being re-classified to investing cash flow
- Changes in other assets and liabilities include e.g.\* cash-outs for realignment (use of accrual)
- Capex significantly lower after completing growth projects for synthetic rubber in Asia
- Financing cash flow in Q2'14 includes funds from capital increase

\* Amongst others cash-out for realignment, variable compensation and effects from hedging of intercompany financing

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## Balance sheet remains solid and stable

| [€ m]                                  | Dec 2014     | Jun 2015     |
|--|--------------|--------------|
| Total assets                           | 7,250        | 7,422        |
| Equity                                 | 2,161        | 2,288        |
| <b>Equity ratio</b>                    | <b>30%</b>   | <b>31%</b>   |
| <b>Net financial debt</b>              | <b>1,336</b> | <b>1,376</b> |
| Near cash, cash & cash equivalents     | 518          | 432          |
| Pension provisions                     | 1,290        | 1,292        |
| <b>ROCE<sup>1</sup></b>                | <b>7.9%</b>  | <b>8.4%</b>  |
| Net working capital                    | 1,600        | 1,765        |
| Net working capital/sales <sup>1</sup> | 20%          | 22%          |
| DIO (in days) <sup>2</sup>             | 79           | 78           |
| DSO (in days) <sup>3</sup>             | 48           | 51           |

- Equity and respective ratio increase with improved net income and relief from pension provisions
- Pension provisions at year-end-level but lower than in Q1 2015 due to an increase in discount rates (mainly Germany)
- Rise in net working capital driven by higher receivables (higher sales in Jun vs. Dec) and currency effects

<sup>1</sup> Based on last twelve months for EBIT pre or sales

<sup>2</sup> Days of inventory outstanding calculated from quarterly COGS

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

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## Agenda

- Executive summary
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# Appendix

## Housekeeping items

### Additional financial expectations

- Capex 2015: max. €450 m
- Capex 2016: €400-450 m
- D&A 2015: ~€420-440 m
- Exceptional items 2015: ~€95 m from "Let's LANXESS again" (Phase I and first measures from Phase II)
- Reconciliation 2015: underlying expenses of ~€160 m EBITDA, but additional hedging expenses of ~€125 m in 2015\*
- Annual tax rate: - >30% in 2015  
- mid-term, after realignment: ~22-25%
- Currency impact: 1 Cent change of USD/EUR yoy equals ~€9 m EBITDA impact (before hedging)
- Hedging expenses 2015 ~€125 m\*



\* Based on an exchange rate of 1.10 USD/EUR

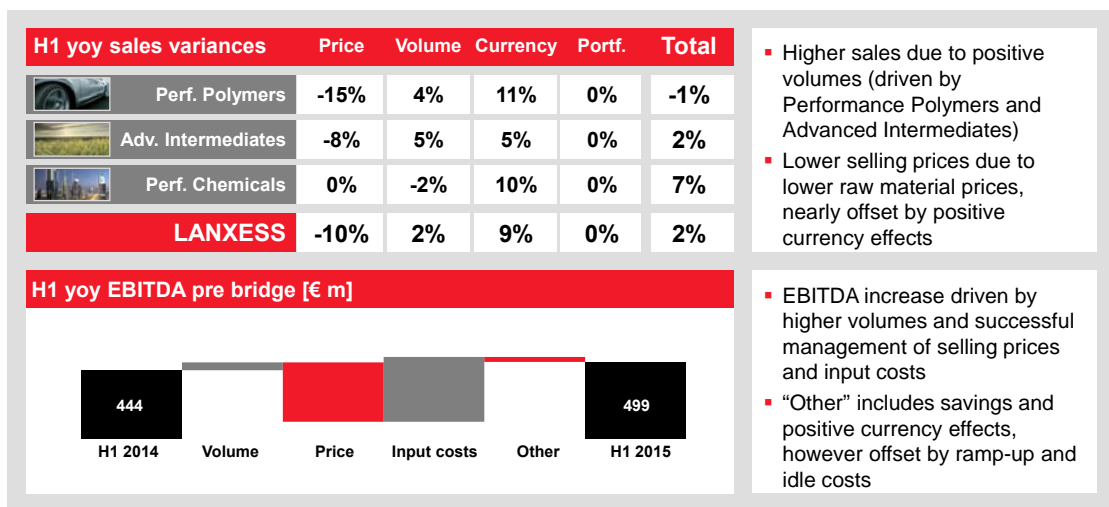
## LANXESS has a broad customer portfolio



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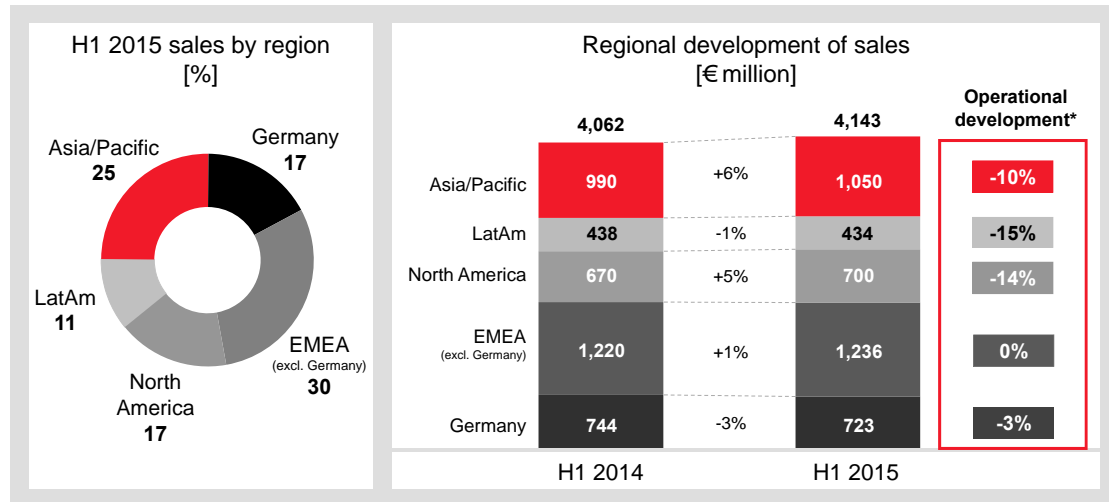
## H1 2015: Solid operational performance



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## H1 2015: All regions affected by lower selling prices due to lower raw material prices – EMEA with visibly higher volumes

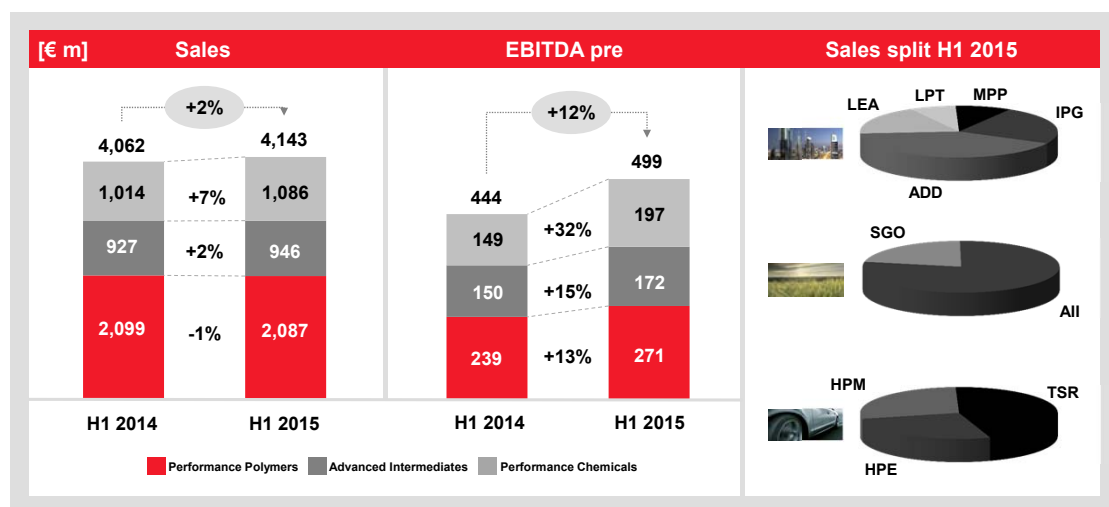


\* Currency and portfolio adjusted

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## H1 2015: Improvement in sales and visible increase in EBITDA



Total group sales and EBITDA pre figures include reconciliation  
Restatement of 2014 due to re-organization of accelerators and antioxidants business from Performance Chemicals to Advanced Intermediates

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## H1 2015 financial overview: A strong first half 2015

| [€ m]                             | H1 2014             | H1 2015             | yoy in %        |
|-----------------------------------|---------------------|---------------------|-----------------|
| <b>Sales</b>                      | <b>4,062</b>        | <b>4,143</b>        | <b>2.0%</b>     |
| <b>EBITDA pre except. margin</b>  | <b>444</b><br>10.9% | <b>499</b><br>12.0% | <b>12.4%</b>    |
| <b>EPS</b>                        | <b>0.93</b>         | <b>1.19</b>         | <b>28.0%</b>    |
| EPS pre <sup>1</sup>              | 1.32                | 1.39                | 5.3%            |
| <b>Capex</b>                      | <b>262</b>          | <b>129</b>          | <b>-50.8%</b>   |
| <b>Free Cash Flow<sup>2</sup></b> | <b>-75</b>          | <b>23</b>           | <b>&gt;100%</b> |
| [€ m]                             | 31.12.2014          | 30.06.2015          | Δ %             |
| <b>Net financial debt</b>         | <b>1,336</b>        | <b>1,376</b>        | <b>3.0%</b>     |
| <b>Net working capital</b>        | <b>1,600</b>        | <b>1,765</b>        | <b>10.3%</b>    |
| <b>ROCE</b>                       | <b>7.9%</b>         | <b>8.4%</b>         |                 |
| <b>Employees</b>                  | <b>16,584</b>       | <b>16,349</b>       | <b>-1.4%</b>    |

- Higher sales with higher volumes and positive currency effects are off-set by lower prices
- EBITDA improves with higher volumes, successful management of raw material prices as well as savings
- Capex lower after completion of intensive investment cycle
- Net financial debt stable while net working capital higher due to rise in receivables

<sup>1</sup> Net of exceptionals, using the local tax rate applicable where the expenses were incurred  
<sup>2</sup> Operating cash flow minus capex

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## H1 2015: A profitable good first half in a continuing challenging environment

| [€ m]                          | H1 2014            | H1 2015            | yoy in %     |
|--------------------------------|--------------------|--------------------|--------------|
| Sales                          | 4,062 (100%)       | 4,143 (100%)       | 2%           |
| Cost of sales                  | -3,205 (79%)       | -3,215 (78%)       | 0%           |
| Selling                        | -374 (9%)          | -383 (9%)          | -2%          |
| G&A                            | -145 (4%)          | -132 (3%)          | 9%           |
| R&D                            | -85 (2%)           | -66 (2%)           | 22%          |
| <b>EBIT</b>                    | <b>197 (5%)</b>    | <b>240 (6%)</b>    | <b>22%</b>   |
| <b>Net Income</b>              | <b>80 (2%)</b>     | <b>109 (3%)</b>    | <b>36%</b>   |
| <b>EPS</b>                     | <b>0.93</b>        | <b>1.19</b>        | <b>28%</b>   |
| EPS pre <sup>1</sup>           | 1.32               | 1.39               | 5%           |
| EBITDA                         | 399 (10%)          | 474 (11%)          | 19%          |
| thereof exceptionals           | -45 (1%)           | -25 (1%)           | -44%         |
| <b>EBITDA pre exceptionals</b> | <b>444 (10.9%)</b> | <b>499 (12.0%)</b> | <b>12.4%</b> |

- Higher sales with higher volumes and positive currency effects being offset by lower prices
- Savings in all overhead line-items; selling costs impacted by higher freight costs due to higher sales volumes
- EBIT and net income supported by lower exceptional items
- EBITDA increases mainly due to higher volumes, savings and successful pass-through of raw material prices

<sup>1</sup> Net of exceptional items, using the local tax rate applicable where the expenses were incurred

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## H1 2015: Cash flow impacted by restructuring

| [€ m]   | H1 2014     | H1 2015     |  |
|---|-------------|-------------|--|
| <b>Profit before tax</b>                        | <b>132</b>  | <b>178</b>  |  |
| Depreciation & amortization                     | 202         | 234         |  |
| Gain from sale of assets                        | 0           | -42         |  |
| Result from investments (using equity method)   | -5          | 0           |  |
| Financial (gains) losses                        | 38          | 32          |  |
| Cash tax payments/refunds                       | 19          | -23         |  |
| Changes in other assets and liabilities         | 51          | -104        |  |
| <b>Operating cash flow before changes in WC</b> | <b>437</b>  | <b>275</b>  |  |
| Changes in working capital                      | -250        | -123        |  |
| <b>Operating cash flow</b>                      | <b>187</b>  | <b>152</b>  |  |
| <b>Investing cash flow</b>                      | <b>-415</b> | <b>-212</b> |  |
| thereof capex                                   | -262        | -129        |  |
| <b>Financing cash flow</b>                      | <b>100</b>  | <b>-157</b> |  |

- D&A increase reflects higher asset base (new plants in Asia)
- Changes in other assets and liabilities include e.g. \*, cash-outs for realignment (use of accrual)
- Lower capex level contributes visibly to free cash flow
- Lower build-up in working capital with inventory volumes nearly stable
- Financing cash flow in H1'14 comprises bond repayment and funds from capital increase

\* Amongst others cash-out for realignment, variable compensation and effects from hedging of intercompany financing

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## Balance sheet remains solid

| [€ m]                            | Dec'14       | Mar'15       | Jun'15       |                                       | Dec'14       | Mar'15       | Jun'15       |
|----------------------------------|--------------|--------------|--------------|---------------------------------------|--------------|--------------|--------------|
| <b>Non-current assets</b>        | <b>4,101</b> | <b>4,348</b> | <b>4,109</b> | <b>Stockholders' equity</b>           | <b>2,161</b> | <b>2,065</b> | <b>2,288</b> |
| Intangible assets                | 320          | 322          | 313          | <b>Non-current liabilities</b>        | <b>3,447</b> | <b>3,777</b> | <b>3,503</b> |
| Property, plant & equipment      | 3,333        | 3,468        | 3,359        | Pension & post empl. provis.          | 1,290        | 1,535        | 1,292        |
| Equity investments               | 0            | 0            | 0            | Other provisions                      | 275          | 295          | 297          |
| Other investments                | 13           | 13           | 13           | Other financial liabilities           | 1,698        | 1,731        | 1,719        |
| Other financial assets           | 11           | 7            | 6            | Tax liabilities                       | 25           | 27           | 26           |
| Deferred taxes                   | 380          | 501          | 381          | Other liabilities                     | 138          | 165          | 131          |
| Other non-current assets         | 44           | 37           | 37           | Deferred taxes                        | 21           | 24           | 38           |
| <b>Current assets</b>            | <b>3,149</b> | <b>3,330</b> | <b>3,313</b> | <b>Current liabilities</b>            | <b>1,642</b> | <b>1,836</b> | <b>1,631</b> |
| Inventories                      | 1,384        | 1,414        | 1,411        | Other provisions                      | 350          | 424          | 382          |
| Trade accounts receivable        | 1,015        | 1,213        | 1,183        | Other financial liabilities           | 182          | 154          | 111          |
| Other financial & current assets | 232          | 252          | 287          | Trade accounts payable                | 799          | 833          | 829          |
| Near cash assets                 | 100          | 107          | 228          | Tax liabilities                       | 44           | 51           | 53           |
| Cash and cash equivalents        | 418          | 344          | 204          | Other liabilities                     | 267          | 374          | 256          |
| <b>Total assets</b>              | <b>7,250</b> | <b>7,678</b> | <b>7,422</b> | <b>Total equity &amp; liabilities</b> | <b>7,250</b> | <b>7,678</b> | <b>7,422</b> |

- Stockholders' equity increases with positive net income and relief from pension provisions (discount rate driven) in Q2 2015
- Development of pension provisions mainly reflects volatility in discount rate in Germany; now again at level of year-end 2014 (2.75%)

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## Mechanism of currency and hedging effects

| Impact of a strong US dollar in 2015 vs. 2014 |   |   |                   |
|---|---|---|-------------------|
| P&L line item                                 | Effect yoy  | Remarks   | Booked in:        |
| Sales   | Strong USD favorable  | Rule of thumb:<br>(currency sensitivity of<br>-€9 m EBITDA impact /<br>1 cent change in<br>USD/EUR) | Business segments |
| COGS  | Strong USD unfavorable  |   | Business segments |
| Other operating income/expenses               | Hedging for realized planned exposure at historical, unfavorable rates<br>(3-year rolling hedging approach) |   | Reconciliation    |
| Financial result                              | Net of booked receivables and payables and respective hedging   | no material net impact  |                   |

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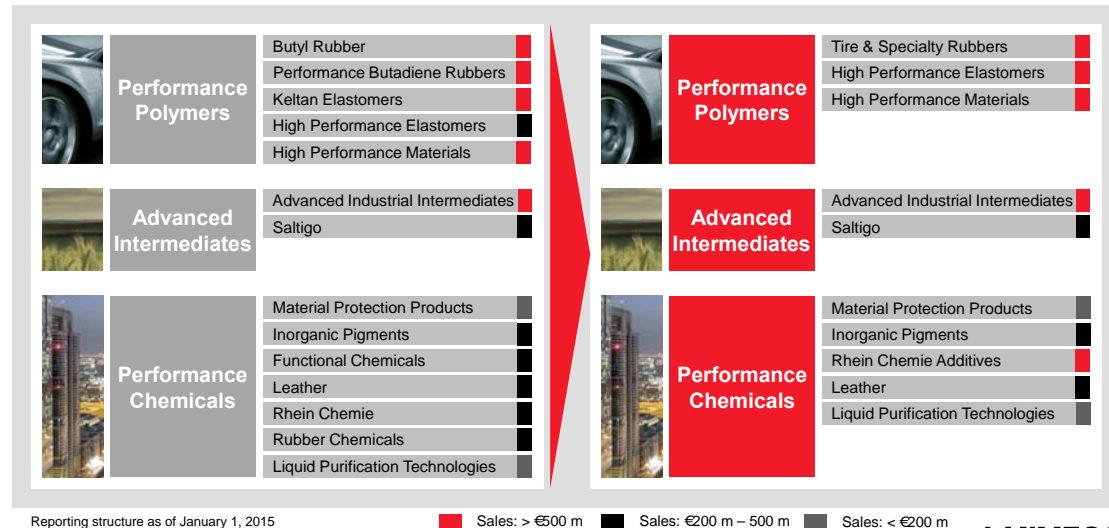
## “Let’s LANXESS again” progresses faster than anticipated

| Faster headcount reduction, with some P&L expenses brought forward |      |      |      |        |
|--|------|------|------|--------|
| <u>updated</u>   | 2014 | 2015 | 2016 | Total  |
| Headcount reduction  | ~425 | ~475 | ~100 | ~1,000 |
| [€ m] Cash out   | ~20  | ~110 | ~20  | ~150   |
| [€ m] P&L expense (OTC)  | ~110 | ~40  | ~0   | ~150   |
| [€ m] Cost reduction   | ~20  | ~100 | ~30  | ~150   |

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## New business arrangements enable more efficient and effective market approach



Reporting structure as of January 1, 2015

■ Sales: > €500 m ■ Sales: €200 m – 500 m ■ Sales: < €200 m

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## Major projects completed

|                             |  |  |
|-----------------------------|--|--|
| <b>2013<br/>(completed)</b> | <p>BU TSR Butyl (SGP), Q1 2013, new plant 100kt</p> <p>BU HPE Chloroprene rubber (GER), H2 2013, debottlenecking +10%</p> <p>BU AII Dichlorobenzene (GER), Q1 2013, debottlenecking +15%</p> <p>BU AII Cresols (GER), end of 2013, debottlenecking +20%</p> <p>BU LEA Leather chemicals (CHN), H1 2013, up to 50kt</p> <p>BU LEA CO<sub>2</sub> plant (ZA), Q4 2013, new plant</p> |  |
| <b>2014<br/>(completed)</b> | <p>BU HPM Polyamide (Belgium), Q3 2014, new plant 90kt</p> <p>BU HPM Compounding (BRA), Q2 2014, new plant 20kt</p> <p>BU LPT Ion exchange resins (GER), mid 2014, debottlenecking +33%</p>  |  |
| <b>2015<br/>(completed)</b> | <p>BU HPE EPDM (CHN), 2015, new plant 160kt</p> <p>BU TSR Nd-PBR (SGP), H1 2015, new plant 140kt</p>   |  |
| <b>2015 +</b>               | <p>BU IPG Iron oxide red (CHN), Q1 2016, new plant 25kt</p> <p>BU IPG Mixing &amp; milling (CHN), Q1 2016, new plant 70kt</p> <p>BU HPM Compounding (US), early 2016, debottlenecking +20kt</p> <p>BU TSR SSBR (BRA) conversion from ESBR (110kt)*</p>   |  |

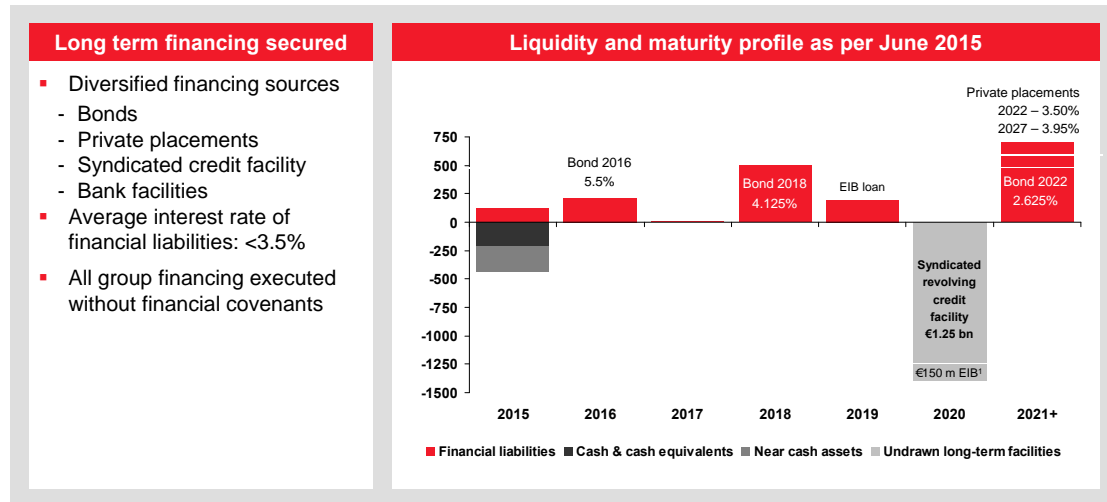
\* Expected for the tire label introduction in Brazil (2016); to be further evaluated

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## A well managed and conservative maturity profile

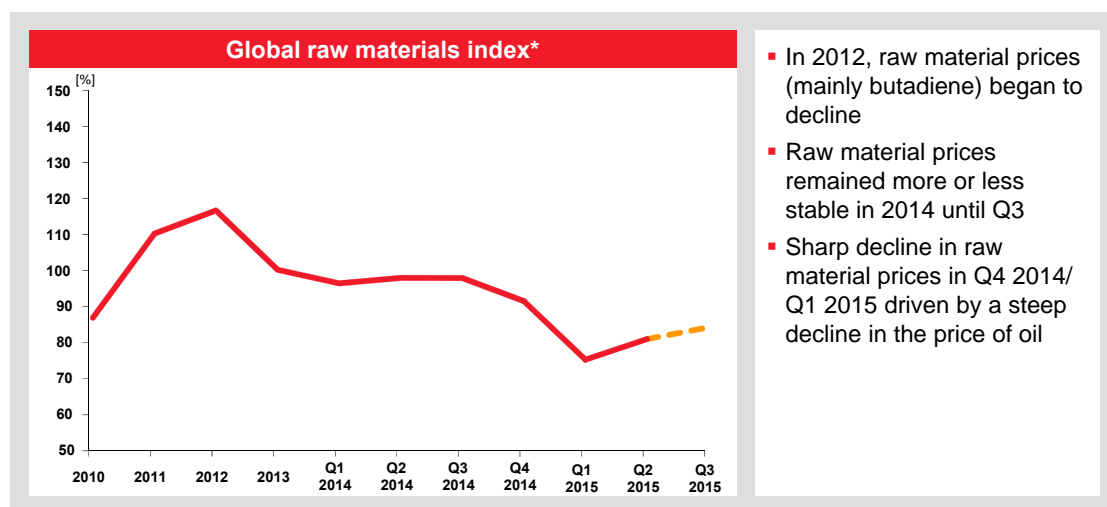


EIB = European Investment Bank  
<sup>1</sup> Final maturity of EIB facility in case of utilization earliest in 2020; EIB facility currently undrawn

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## High volatility in raw material prices



\* Source: LANXESS, average 2013 = 100%

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## Overview exceptional items Q2 and YTD

| [€ m]                  | Q2 2014   |             | Q2 2015    |             | H1 2014   |             | H1 2015   |             |
|------------------------|-----------|-------------|------------|-------------|-----------|-------------|-----------|-------------|
|                        | Excep.    | Thereof D&A | Excep.     | Thereof D&A | Excep.    | Thereof D&A | Excep.    | Thereof D&A |
| Performance Polymers   | 4         | 1           | -43        | 2           | 13        | 1           | 3         | 11          |
| Advanced Intermediates | 1         | 0           | 2          | 0           | 5         | 0           | 1         | 0           |
| Performance Chemicals  | 3         | 0           | 6          | 0           | 10        | 0           | 8         | 0           |
| Reconciliation         | 11        | 0           | 11         | 0           | 18        | 0           | 24        | 0           |
| <b>Total</b>           | <b>19</b> | <b>1</b>    | <b>-24</b> | <b>2</b>    | <b>46</b> | <b>1</b>    | <b>36</b> | <b>11</b>   |

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## Abbreviations

| Performance Polymers   |                                   | Performance Chemicals |                                  |
|------------------------|-----------------------------------|-----------------------|----------------------------------|
| ▪ TSR                  | Tire & Specialty Rubbers          | ▪ MPP                 | Material Protection Products     |
| ▪ HPE                  | High Performance Elastomers       | ▪ IPG                 | Inorganic Pigments               |
| ▪ HPM                  | High Performance Materials        | ▪ ADD                 | Rhein Chemie Additives           |
|                        |                                   | ▪ LEA                 | Leather                          |
|                        |                                   | ▪ LPT                 | Liquid Purification Technologies |
| Advanced Intermediates |                                   |                       |                                  |
| ▪ All                  | Advanced Industrial Intermediates |                       |                                  |
| ▪ SGO                  | Saltigo                           |                       |                                  |

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## Upcoming events 2015

### Active capital market communication

- |   |  |
|---|--|
| <ul style="list-style-type: none"> <li>▪ <b>Q2 results 2015</b></li> <li>▪ Jefferies Global Industrials Conference</li> <li>▪ Berenberg &amp; Goldman Sachs German Corporate Conference</li> <li>▪ Baader Investment Conference</li> <li>▪ Berenberg Specialty Chemicals &amp; Food Ingredients Conference 2015</li> <li>▪ <b>Q3 results 2015</b></li> <li>▪ <b>Capital Markets Day</b></li> <li>▪ Morgan Stanley Global Chemicals Conference</li> <li>▪ Bank of America Merrill Lynch German Corporate Days 2015</li> <li>▪ Morgan Stanley Asia Pacific Summit</li> <li>▪ Deutsche Bank dbAccess European Large Caps</li> <li>▪ Bank of America Merrill Lynch</li> </ul> | <p><b>August 6</b></p> <p>August 11/12      New York</p> <p>September 21-23      Munich</p> <p>September 24      Munich</p> <p>September 30      London</p> <p><b>November 5</b></p> <p><b>November 5/6</b>      <b>Cologne</b></p> <p>November 10      Boston</p> <p>November 17      Singapore</p> <p>November 18      Singapore</p> <p>November 24      Tokyo</p> <p>December 1      London</p> |
|---|--|

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