



# LANXESS – Q2 2016 results

## Business strength of New LANXESS becomes evident

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Energizing Chemistry

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## Agenda

- Executive summary Q2 2016 and outlook
- Business and financial details Q2/H1 2016
- Back-up

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## Strong operational performance

### Business Update

- ⊕ ARLANXEO started on April 1, 2016
- ⊕ First acquisition to close soon
- ⊕ Strong performance of New LANXESS:  
Higher volumes, improved mix and accelerated savings
- ⊖ Persistently competitive market situation in rubbers
- ⊖ Operational issues: Supplier's force majeure (SGP) and prolonged shut down in CR rubber

### Operational strength



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## Financial performance driven by New LANXESS

### Financial update

- Net sales decreased mainly due to raw material pass-through
- EBITDA pre growth of 9%
- Strong margin and operational cash flow improvement
- Significant deleveraging post ARLANXEO closing
- €200 m funding of German pension assets

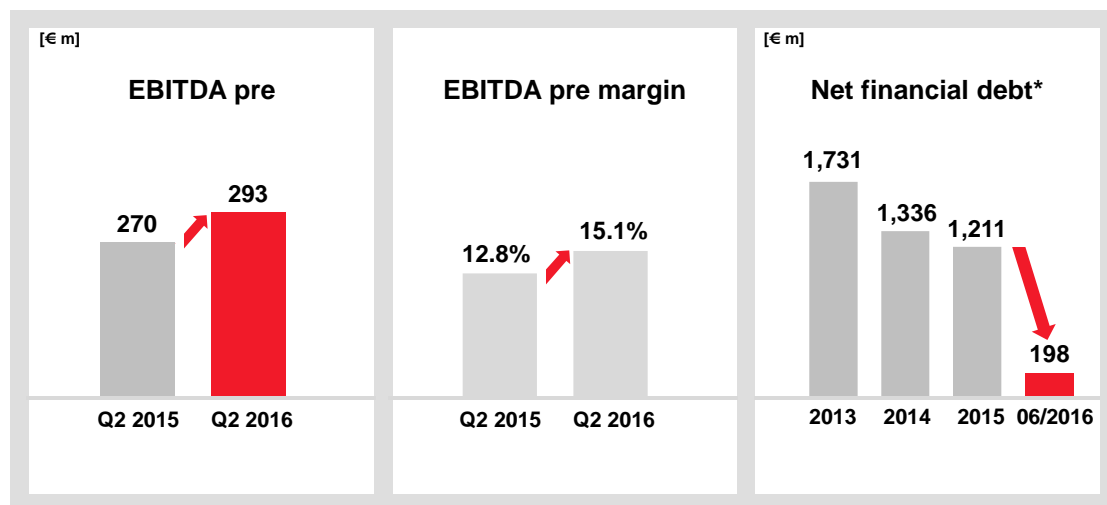
Solid base for future growth



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## Key performance metrics significantly improved

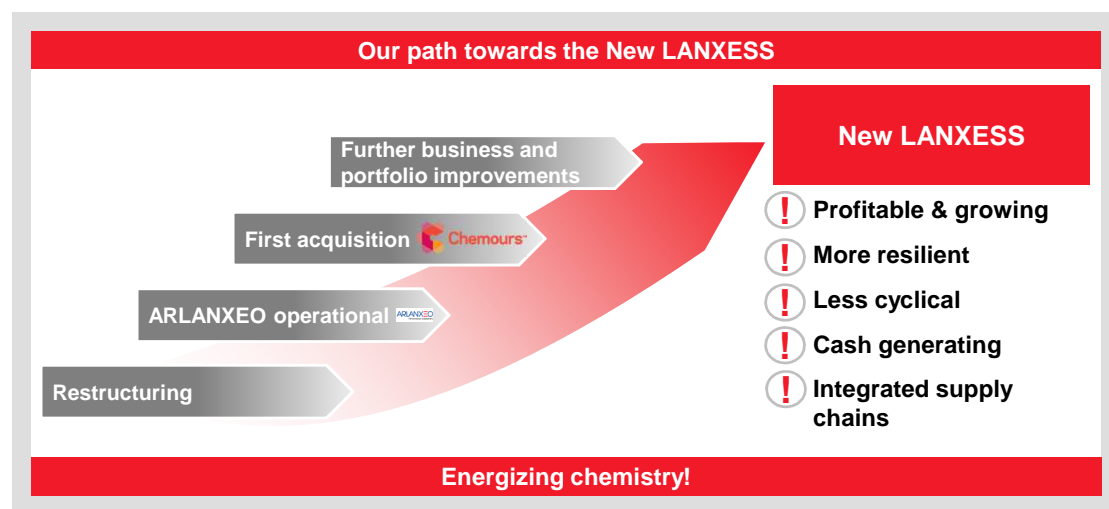


\* Net financial debt after deduction of current financial assets

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## Building a more resilient New LANXESS



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## Q2 2016 financial overview: Higher profitability and significant net debt reduction

[€ m]	Q2 2015	Q2 2016	yoy in %
Sales	2,105	1,943	-7.7%
EBITDA pre	270	293	8.5%
margin	12.8%	15.1%	
EPS	0.95*	0.82	-13.8%
EPS pre**	0.73	0.83	13.7%
Capex	73	73	0.0%
[€ m]	31.12.2015	31.03.2016	30.06.2016
Net financial debt***	1,211	1,216	198
Net working capital	1,526	1,719	1,761
ROCE	8.4%	8.9%	7.7%

- Lower sales on raw material price pass-through
- EBITDA and margin increased mainly on higher volumes, improved utilization/streamlined idle costs and positive FX effects
- EPS pre growth despite non-controlling interests allocated to Saudi Aramco
- Net debt significantly reduced after receipt of ~€1.2 bn
- ROCE technically lower due to balance sheet extension

\* incl. net exceptional income of €24 m

\*\* net of exceptionals, using the local tax rate applicable where the expenses were incurred

\*\*\* after deduction of current financial assets

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## Q2 2016: New LANXESS segments with strong performance

Advanced Intermediates					Performance Chemicals					High Performance Materials					ARLANXEO				
Price	Volume	Currency	Total		Price	Volume	Currency	Total		Price	Volume	Currency	Total		Price	Volume	Currency	Total	
-6%	+2%	-1%	<b>-5%</b>		-3%	+3%	-1%	<b>-2%</b>		-9%	+4%	-1%	<b>-6%</b>		-10%	-2%	-2%	<b>-14%</b>	
<ul style="list-style-type: none"> <li>Raw material pass-through led to lower prices</li> <li>Positive volume development driven by various end markets, compensating for softer agro business</li> </ul>					<ul style="list-style-type: none"> <li>Reduced prices driven by lower raws</li> <li>Higher volumes in almost all BUs drove EBITDA</li> <li>Favorable development of emerging markets' FX supported EBITDA</li> </ul>					<ul style="list-style-type: none"> <li>Strong volume growth improved EBITDA and margin</li> <li>Better product mix paying off: Shift towards compounds away from intermediates</li> </ul>					<ul style="list-style-type: none"> <li>Negative price / input cost effect due to market price pressure in butyl rubber and EPDM</li> <li>Improved product mix in rubber for tires, but overall lower volumes due to a supplier's force majeure</li> </ul>				
[€ m]		Q2'15	Q2'16		[€ m]		Q2'15	Q2'16		[€ m]		Q2'15	Q2'16		[€ m]		Q2'15	Q2'16	
Sales		468	<b>443</b>		Sales		553	<b>543</b>		Sales		292	<b>275</b>		Sales		780	<b>670</b>	
EBITDA pre		80	<b>88</b>		EBITDA pre		110	<b>114</b>		EBITDA pre		33	<b>45</b>		EBITDA pre		116	<b>95</b>	
Margin		17%	<b>20%</b>		Margin		20%	<b>21%</b>		Margin		11%	<b>16%</b>		Margin		15%	<b>14%</b>	

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## Guidance raised: Strong operational performance for New LANXESS in H2 and accelerated savings

New LANXESS			ARLANXEO
<p><b>Advanced Intermediates</b></p> <ul style="list-style-type: none"> <li>Highly diversified mix of customer industries</li> <li>Demand of agro chemical industry to remain soft</li> </ul>	<p><b>Performance Chemicals</b></p> <ul style="list-style-type: none"> <li>Two flagship businesses (IPG and ADD) to benefit from new capacities and newly established business platforms</li> <li>Improved business mix</li> </ul>	<p><b>High Performance Materials</b></p> <ul style="list-style-type: none"> <li>Engineering plastics with strong projected development</li> <li>Growth to be driven by various engineering plastic applications</li> </ul>	<ul style="list-style-type: none"> <li>Margin pressure expected to increase in the second half of the year, largely resulting from additional rubber capacities entering the market</li> </ul>
H2 2016 above prior year			H2 2016 below prior year
Updated: FY 2016 EBITDA pre now expected to be between €930 – 970 m			

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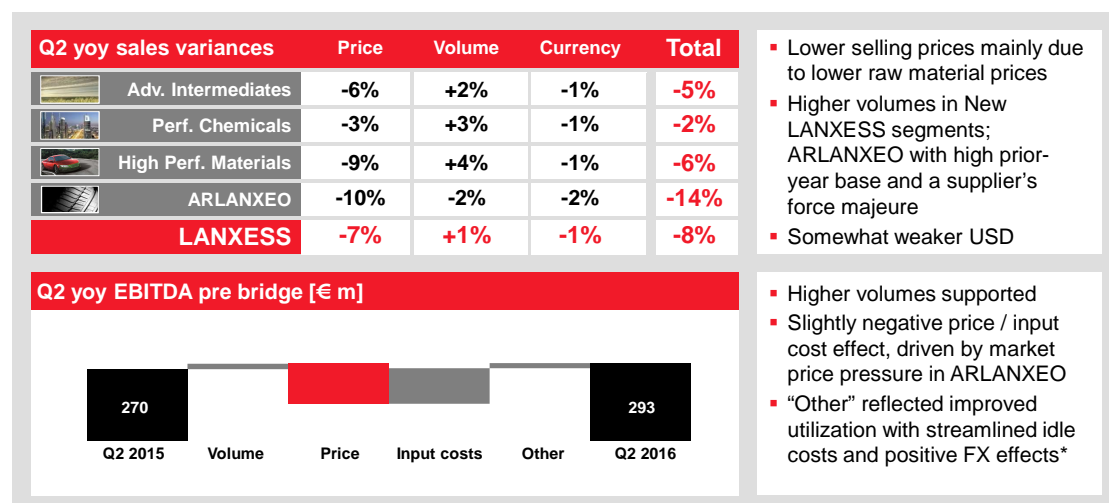
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## Q2 2016: Higher volumes and better utilization drive earnings

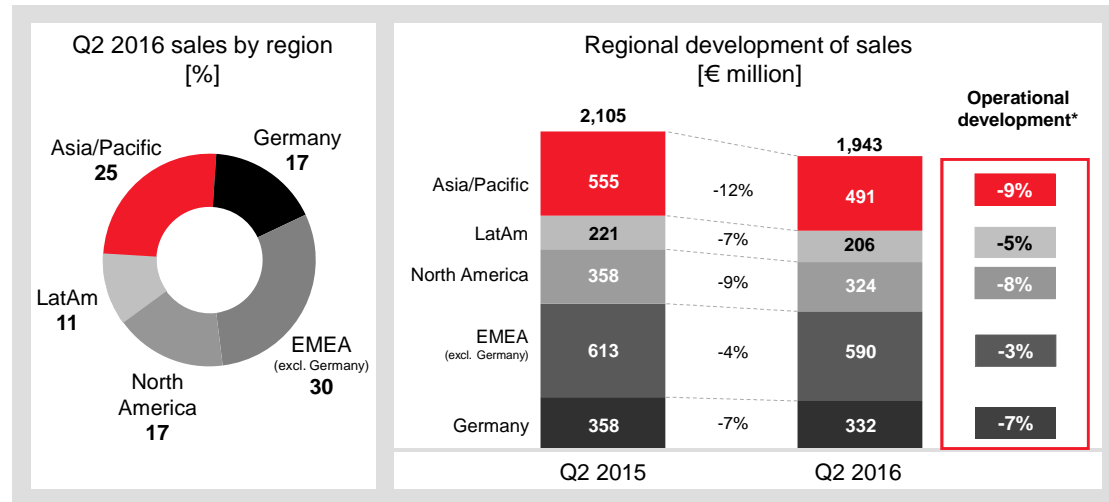


\* Lower hedging expenses and favorable emerging markets' currencies

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## Q2 2016: Raw material price pass-through impacted sales in all regions



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## Q2 2016: On track to deliver full year improvement

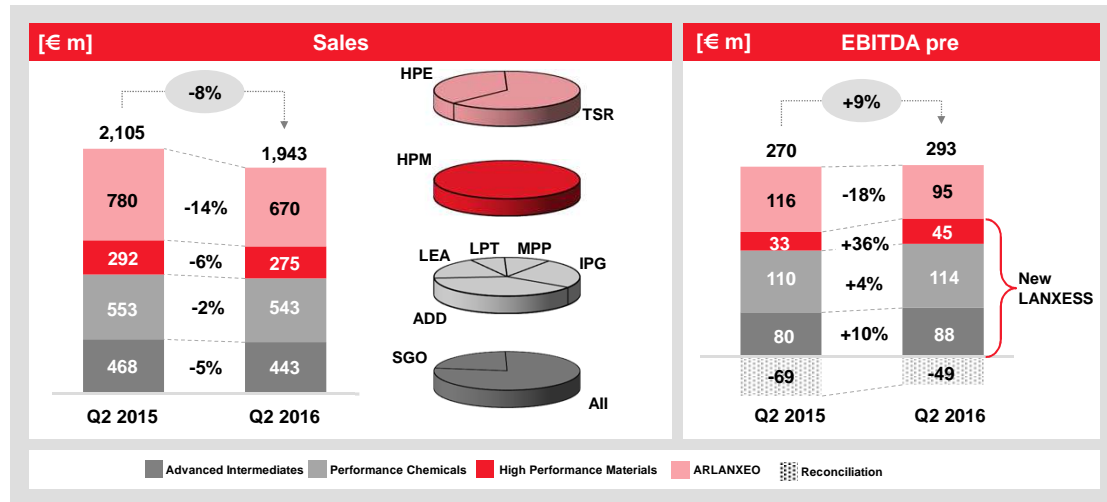
[€ m]	Q2 2015	Q2 2016	yoy in %	
Sales	2,105 (100%)	1,943 (100%)	-8%	<ul style="list-style-type: none"> <li>Lower sales mainly due to the pass-through of lower raw material costs</li> <li>Cost of sales decrease disproportionately to sales: less idle costs and positive currency effects</li> <li>G&amp;A increase reflects mainly ARLANXEO dissynergies</li> <li>Non-controlling interests reflect 50% of ARLANXEO's income allocated to Saudi Aramco</li> <li>EPS pre up, despite income allocation to non-contr. interests</li> </ul>
Cost of sales	-1,620 (77%)	-1,466 (76%)	10%	
Selling	-200 (10%)	-191 (10%)	5%	
G&A	-68 (3%)	-73 (4%)	-7%	
R&D	-34 (2%)	-32 (2%)	6%	
<b>EBIT</b>	<b>177 (8%)</b>	<b>176 (9%)</b>	<b>-1%</b>	
Non-controlling interests	0	8 (0%)	>100%	
<b>Net Income</b>	<b>87 (4%)</b>	<b>75 (4%)</b>	<b>-14%</b>	
<b>EPS pre</b>	<b>0.73</b>	<b>0.83</b>	<b>14%</b>	
EBITDA	296 (14%)	291 (15%)	-2%	
thereof exceptionals	26 (-1%)	-2 (0%)	>-100%	
<b>EBITDA pre exceptionals</b>	<b>270 (12.8%)</b>	<b>293 (15.1%)</b>	<b>9%</b>	

**A quarter of strong profitability**

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## Q2 2016: EBITDA improvement in New LANXESS' segments

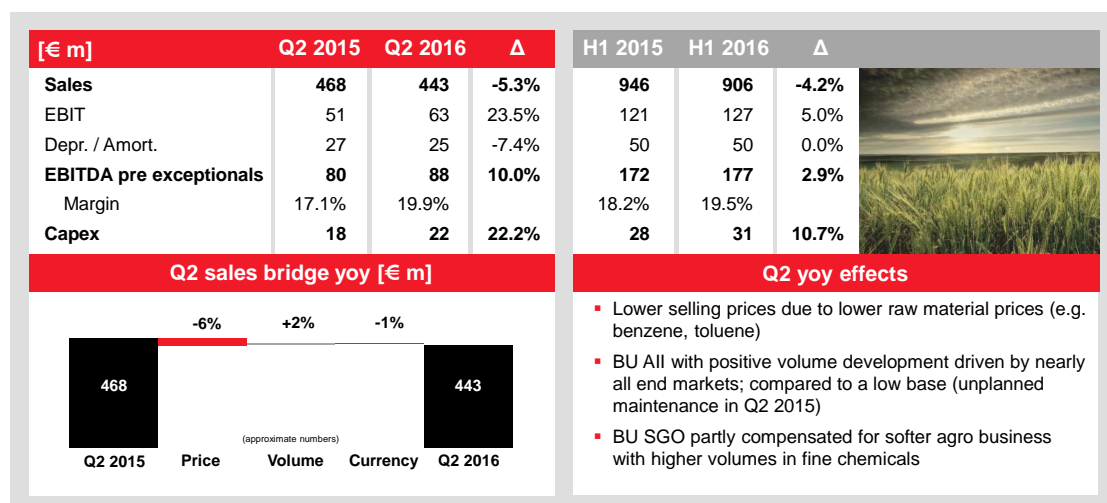


Total group sales including reconciliation

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## Advanced Intermediates: A resilient and profitable business



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## Performance Chemicals: Volume and product mix improvements

[€ m]	Q2 2015	Q2 2016	Δ	H1 2015	H1 2016	Δ
Sales	553	543	-1.8%	1,086	1,076	-0.9%
EBIT	83	91	9.6%	147	167	13.6%
Depr. / Amort.	21	23	9.5%	42	45	7.1%
EBITDA pre exceptionals	110	114	3.6%	197	212	7.6%
Margin	19.9%	21.0%		18.1%	19.7%	
Capex	24	22	-8.3%	41	38	-7.3%

Q2 sales bridge yoy [€ m]		Q2 yoy effects	
Q2 2015	553	Q2 2016	543
Price	-3%	Volume	+3%
Currency	-1%		

- Lower selling prices driven by lower raw material costs
- Higher volumes in almost all BUs drove EBITDA increase: Visibly higher volumes in biocides for beverages, leather chemicals and products for water purification
- Favorable development of emerging markets' currencies supported EBITDA

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## High Performance Materials: Strategic shift towards compounds yields results

[€ m]	Q2 2015	Q2 2016	Δ	H1 2015	H1 2016	Δ
Sales	292	275	-5.8%	584	548	-6.2%
EBIT	41*	34	-17.1%	55*	61	10.9%
Depr. / Amort.	13	11	-15.4%	23	22	-4.3%
EBITDA pre exceptionals	33	45	36.4%	58	83	43.1%
Margin	11.3%	16.4%		9.9%	15.1%	
Capex	7	4	-42.9%	11	9	-18.2%

Q2 sales bridge yoy [€ m]		Q2 yoy effects	
Q2 2015	292	Q2 2016	275
Price	-9%	Volume	+4%
Currency	-1%		

- Lower selling price level reflects lower input prices throughout the value chain
- Higher volumes in compounds improved profit and margin
- Strong backward integration at high utilization rates supported EBITDA and margins
- A better product mix pays off with continued good demand for compounds in almost all regions


\* Includes exceptional income from disposal of spare infrastructure

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## ARLANXEO: Acting well in a challenging environment

[€ m]	Q2 2015	Q2 2016	Δ	H1 2015	H1 2016	Δ
Sales	780	670	-14.1%	1,503	1,310	-12.8%
EBIT	86*	41	-52.3%	90*	98	8.9%
Depr. / Amort.	54	54	0.0%	111	110	-0.9%
EBITDA pre exceptionals	116	95	-18.1%	213	208	-2.3%
Margin	14.9%	14.2%		14.2%	15.9%	
Capex	23	24	4.3%	43	40	-7.0%

Q2 sales bridge yoy [€ m]				
Q2 2015	Price	Volume	Currency	Q2 2016
780	-10%	-2%	-2%	670

(approximate numbers)

Q2 yoy effects	
▪	Negative price / input cost effect due to market price pressure in butyl rubber and EPDM
▪	Improved product mix in rubber for tires supported margins
▪	Emerging markets' currencies benefited EBITDA
▪	Lower volumes overall, mainly due to a supplier's force majeure (SGP) in BU TSR and prolonged CR shutdown

\* Includes exceptional income from sale of assets

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## Q2 2016: Strong cash conversion

[€ m]	Q2 2015	Q2 2016
Profit before tax	144	147
Depreciation & amortization	119	115
Gain from sale of assets	-42	0
Financial (gains) losses	17	16
Cash tax payments/refunds	-18	-19
Changes in other assets and liabilities	-98	-72
<b>Operating cash flow before changes in WC</b>	<b>122</b>	<b>187</b>
Changes in working capital	-3	-7
<b>Operating cash flow</b>	<b>119</b>	<b>180</b>
Investing cash flow	-151	-981
Thereof capex	-73	-73
Thereof cash inflows from/cash outflows for financial assets	-121	-711
Thereof CTA* funding	0	-200
Financing cash flow	-105	1,115

- Changes in other assets and liabilities driven by cash-outs for restructuring and variable compensation
- Cash-in for 50% ARLANXEO share reflected in:
  - Investing cash flow: reflects ~€710 m investment into current financial assets
  - Financing cash flow: includes €1.2 bn cash-in from Saudi Aramco
- €200 m funding for German pension assets (CTA) included in investing cash flow

\* CTA: Contractual Trust Arrangement

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## Balance sheet strengthened – Closing of ARLANXEO reflected in some KPIs

[€ m]	Dec 2015	Jun 2016
Total assets	7,219	8,300
Equity (incl. non-controlling interest)	2,323	3,435
<b>Equity ratio</b>	<b>32%</b>	<b>41%</b>
<b>Net financial debt</b> (after deduction of current financial assets)	<b>1,211</b>	<b>198</b>
Near cash, cash & cash equivalents	466	652
Pension provisions	1,215	1,424
<b>ROCE<sup>1</sup></b>	<b>8.4%</b>	<b>7.7%</b>
Net working capital	1,526	1,761
DSI (in days) <sup>2</sup>	67	62
DSO (in days) <sup>3</sup>	48	52

- Total assets significantly up with €1.2 bn cash-in for 50% ARLANXEO share and respective increase in equity for non-controlling interest<sup>4</sup>
- LANXESS now with net financial debt close to zero
- Pension provision increased due to reduced discount rates (mainly Germany; now 1.75%), partly offset by €200 m pension funding
- Technically negative impact on ROCE due to balance sheet extension

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

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

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

<sup>4</sup> On April 1, 2016, LANXESS placed 50% of its rubber business in a joint venture with Saudi Aramco, receiving in return –€1.2 bn in cash

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## Balance sheet rock solid

[€ m]	Dec'15	Jun'16	Dec'15	Jun'16	
<b>Non-current assets</b>	<b>4,180</b>	<b>4,205</b>	<b>Stockholders' equity</b>	<b>2,323</b>	<b>3,435</b>
Intangible assets	300	297	attrib. to non-contr. interests	13	1,117
Property, plant & equipment	3,447	3,345	<b>Non-current liabilities</b>	<b>2,936</b>	<b>3,132</b>
Equity investments	0	0	Pension & post empl. provis.	1,215	1,424
Other investments	12	16	Other provisions	271	258
Other financial assets	21	20	Other financial liabilities	1,258	1,258
Deferred taxes	361	485	Tax liabilities	19	21
Other non-current assets	39	42	Other liabilities	127	107
			Deferred taxes	46	64
<b>Current assets</b>	<b>3,039</b>	<b>4,095</b>	<b>Current liabilities</b>	<b>1,960</b>	<b>1,733</b>
Inventories	1,349	1,332	Other provisions	411	408
Trade accounts receivable	956	1,112	Other financial liabilities	443	323
Other current financial assets	4	713	Trade accounts payable	779	683
Other current assets	264	286	Tax liabilities	85	118
Near cash assets	100	2	Other liabilities	242	201
Cash and cash equivalents	366	650			
<b>Total assets</b>	<b>7,219</b>	<b>8,300</b>	<b>Total equity &amp; liabilities</b>	<b>7,219</b>	<b>8,300</b>

- €1.2 bn cash received from Saudi Aramco for 50% in ARLANXEO JV, allocated to pension funding, current financial assets as well as cash and cash equivalents
- Equity increased respectively with non-controlling interest of Saudi Aramco in ARLANXEO JV

## H1 2016 financial overview: Strong performance improvement driven by New LANXESS businesses

[€ m]	H1 2015	H1 2016	yoy in %
Sales	4,143	3,863	-6.8%
EBITDA pre	499	555	11.2%
margin	12.0%	14.4%	
EPS	1.19	1.40	17.4%
EPS pre <sup>1</sup>	1.39	1.50	7.9%
Capex	129	122	-5.4%
[€ m]	31.12.2015	31.03.2016	30.06.2016
Net financial debt <sup>3</sup>	1,211	1,216	198
Net working capital	1,526	1,719	1,761
ROCE	8.4%	8.9%	7.7%

- Lower sales mainly due to raw material cost pass-through; slightly higher volumes partly compensate
- EBITDA increased on higher volumes, streamlined costs and positive FX
- EPS increase driven by business improvement
- Net financial debt significantly reduced after ARLANXEO closing<sup>2</sup>
- ROCE technically lower due to balance sheet extension

<sup>1</sup> Net of exceptionals, using the local tax rate applicable where the expenses were incurred  
<sup>2</sup> On April 1, 2016, LANXESS placed 50% of its rubber business in a joint venture with Saudi Aramco, receiving in return -€1.2 bn in cash

<sup>3</sup> after deduction of current financial assets

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## H1 2016: Good volume development despite external headwinds

H1 yoy sales variances	Price	Volume	Currency	Total
Adv. Intermediates	-7%	+3%	0%	-4%
Perf. Chemicals	-2%	+2%	-1%	-1%
High Perf. Materials	-8%	+2%	-1%	-6%
ARLANXEO	-12%	-1%	0%	-13%
<b>LANXESS</b>	<b>-8%</b>	<b>+1%</b>	<b>0%</b>	<b>-7%</b>

- All segments reflect lower raw material costs in selling prices
- Good volume growth across New LANXESS segments
- ARLANXEO with slightly lower volumes due to production disruptions (supplier's force majeure)

### H1 yoy EBITDA pre bridge [€ m]



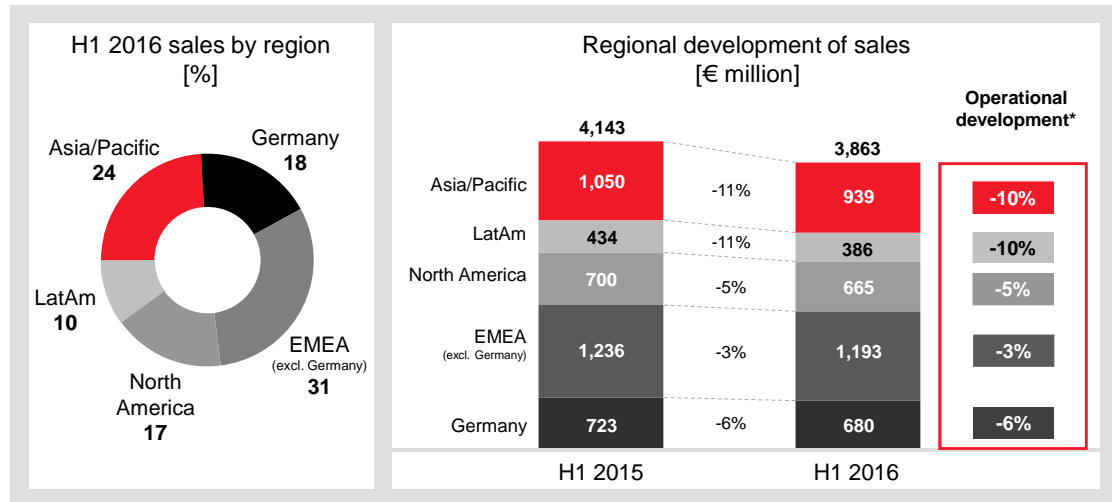
- Higher volumes drove EBITDA
- Negative price / input costs due to market price pressure in synthetic rubber
- "Other" reflected the absence of ramp-up costs in prior year, less idle costs and positive FX effects\*

\* Lower hedging expenses and favorable emerging markets' currencies

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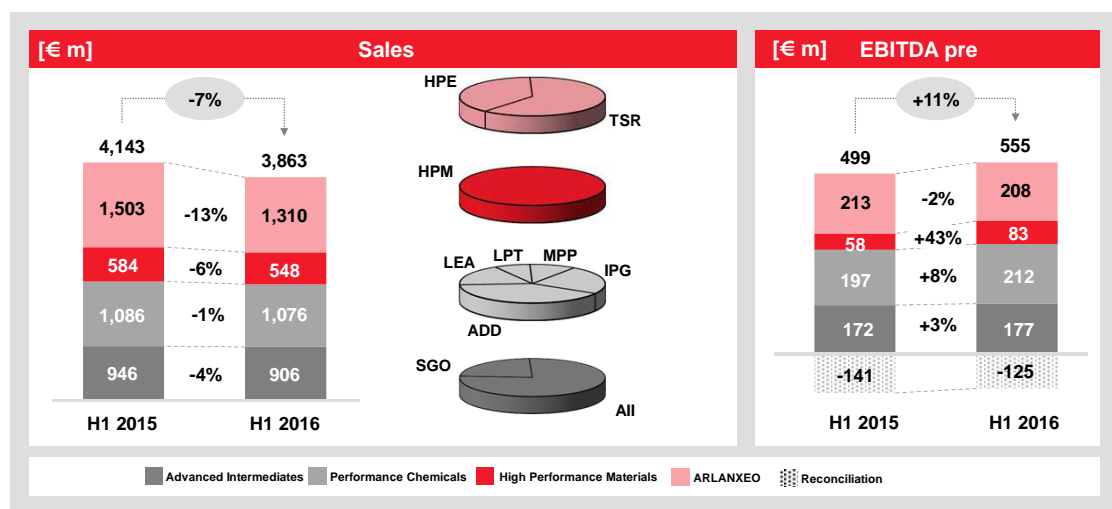
## H1 2016: Lower selling prices due to raw material price pass-through impacted all regions



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## H1 2016: Strong EBITDA development



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## H1 2016: Visible earnings improvement

[€ m]	H1 2015	H1 2016	yoy in %
Sales	4,143 (100%)	3,863 (100%)	-7%
Cost of sales	-3,215 (78%)	-2,925 (76%)	9%
Selling	-383 (9%)	-385 (10%)	-1%
G&A	-132 (3%)	-145 (4%)	-10%
R&D	-66 (2%)	-62 (2%)	6%
<b>EBIT</b>	<b>240 (6%)</b>	<b>307 (8%)</b>	<b>28%</b>
Non-controlling interests	-1 (0)	8 (0%)	>100%
<b>Net Income</b>	<b>109 (3%)</b>	<b>128 (3%)</b>	<b>17%</b>
<b>EPS pre</b>	<b>1.39</b>	<b>1.50</b>	<b>8%</b>
EBITDA	474 (11%)	542 (14%)	14%
thereof exceptionals	-25 (1%)	-13 (0%)	48%
<b>EBITDA pre exceptionals</b>	<b>499 (12.0%)</b>	<b>555 (14.4%)</b>	<b>11%</b>

**Improved profitability**

- Cost of sales decreased disproportionately to sales due to lower idle costs, absence of ramp-up cost (~€25 m in Q1'15) and favourable FX effects
- G&A influenced amongst other by dissynergies from ARLANXEO
- Net income and EPS pre with visible business performance driven increase, despite deduction of non-controlling interests

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## H1 2016: Delivering strong cash flow conversion

[€ m]	H1 2015	H1 2016
<b>Profit before tax</b>	<b>178</b>	<b>241</b>
Depreciation & amortization	234	235
Gain from sale of assets	-42	0
Financial (gains) losses	32	33
Cash tax payments/refunds	-23	-61
Changes in other assets and liabilities	-104	5
<b>Operating cash flow before changes in WC</b>	<b>275</b>	<b>453</b>
Changes in working capital	123	225
<b>Operating cash flow</b>	<b>152</b>	<b>228</b>
<b>Investing cash flow</b>	<b>-212</b>	<b>-925</b>
Thereof capex	-129	-122
Thereof cash inflows from/cash outflows for financial assets	-128	-611
Thereof CTA* funding	0	-200
<b>Financing cash flow</b>	<b>-157</b>	<b>978</b>

- Swing in changes in other assets and liabilities driven by effects from hedging of intercompany financing
- Cash-in for 50% ARLANXEO share reflected in:
  - Investing cash flow: includes ~€710 m investment into current financial assets
  - Financing cash flow: includes €1.2 bn cash-in from JV
- €200 m funding for German pension assets (CTA) included in investing cash flow

\* CTA: Contractual Trust Arrangement

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**Appendix**

## Housekeeping items

### Additional financial expectations

- Capex 2016: ~€450 m (thereof ~€150 m ARLANXEO)
- Operational D&A 2016: ~€460 m (thereof ~€220 m ARLANXEO)
- Reconciliation 2016: underlying expenses of ~€150 EBITDA pre
- Annual tax rate:
  - 2016: around 2015 level
  - mid-term: 30-35% (for New LANXESS)



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## LANXESS: Moving strategically into more resilient, less volatile businesses



\* ARLANXEO to be fully consolidated for the first three years

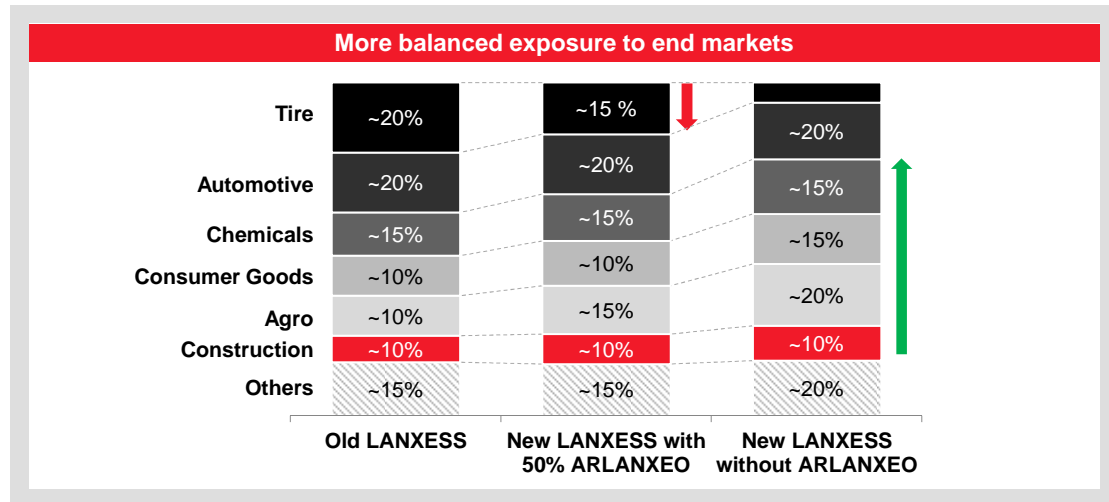
Formerly Segment Performance Polymers (until 31.3.2016)

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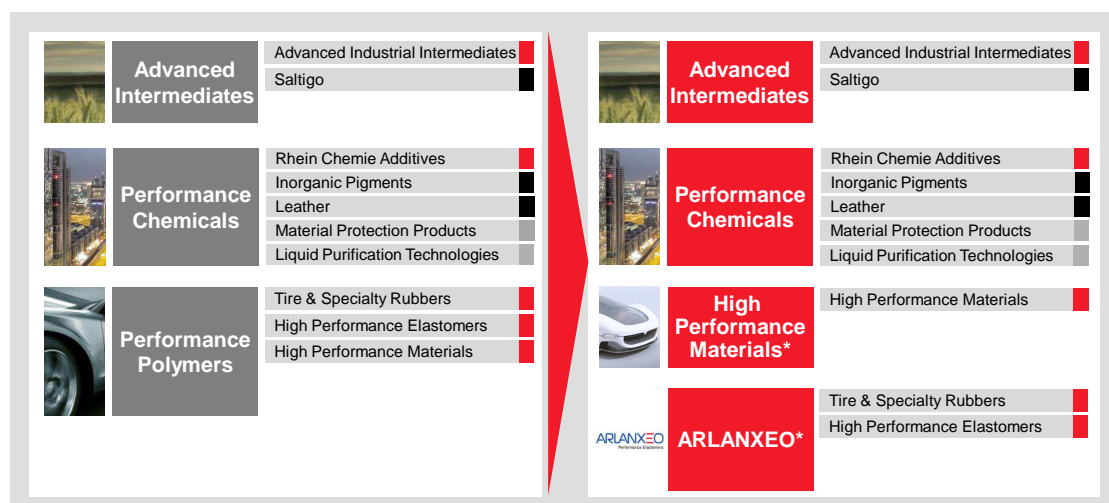
## The New LANXESS: Diversified end markets and less exposure to cyclical businesses



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## A lean business organization



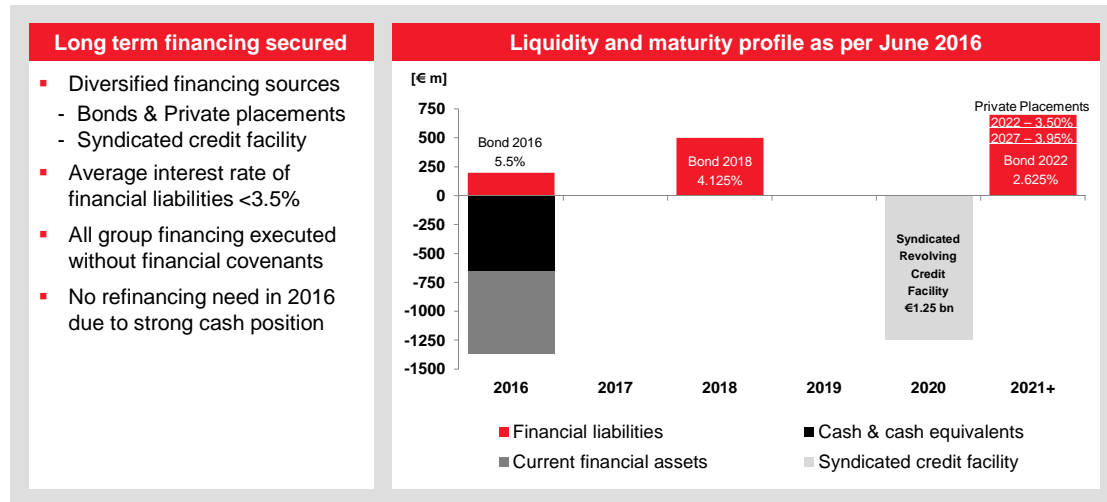
\* Future reporting structure – ARLANXEO to be fully consolidated for the first three years

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

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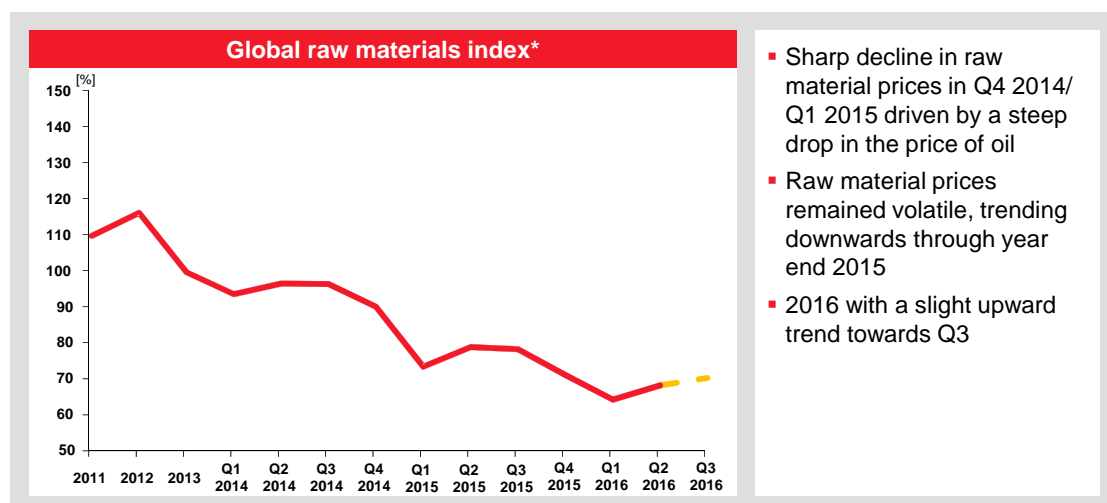
## A well managed and conservative maturity profile



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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 2015		Q2 2016		H1 2015		H1 2016	
	Excep.	Thereof D&A	Excep.	Thereof D&A	Excep.	Thereof D&A	Excep.	Thereof D&A
Advanced Intermediates	2	0	0	0	1	0	0	0
Performance Chemicals	6	0	0	0	8	0	0	0
High Performance Materials	-20	1	0	0	-19	1	0	0
ARLANXEO	-23	1	0	0	22	10	0	0
Reconciliation	11	0	2	0	24	0	13	0
<b>Total</b>	<b>-24</b>	<b>2</b>	<b>2</b>	<b>0</b>	<b>36</b>	<b>11</b>	<b>13</b>	<b>0</b>

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## Abbreviations

<p><b>ARLANXEO</b></p> <ul style="list-style-type: none"> <li>▪ TSR Tire &amp; Specialty Rubbers</li> <li>▪ HPE High Performance Elastomers</li> </ul>	<p><b>Performance Chemicals</b></p> <ul style="list-style-type: none"> <li>▪ ADD Rhein Chemie Additives</li> <li>▪ IPG Inorganic Pigments</li> <li>▪ LEA Leather</li> <li>▪ MPP Material Protection Products</li> <li>▪ LPT Liquid Purification Technologies</li> </ul>
<p><b>Advanced Intermediates</b></p> <ul style="list-style-type: none"> <li>▪ All Advanced Industrial Intermediates</li> <li>▪ SGO Saltigo</li> </ul>	<p><b>High Performance Materials</b></p> <ul style="list-style-type: none"> <li>▪ HPM High Performance Materials</li> </ul>

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## Upcoming events 2016 / 2017

Proactive capital market communication			
2016	▪ Commerzbank Sector Conference	August 30	Frankfurt
	▪ Capital Markets Event "Meeting the Management"	September 8	Cologne
	▪ Goldman Sachs 5 <sup>th</sup> German Corporate Conference	September 19-21	Munich
	▪ Baader 5 <sup>th</sup> Investment Conference	September 22	Munich
	▪ Q3 results 2016	November 10	
	▪ Morgan Stanley Global Chemical Conference	November 14	Boston
	▪ UBS European Conference 2016	November 15/16	London
	▪ Deutsche Börse Eigenkapital Forum	November 21	Frankfurt
2017	▪ FY results 2016	March 16	
	▪ Q1 results 2017	May 11	
	▪ Annual General Meeting	May 26	Cologne
	▪ Q2 results 2017	August 10	
	▪ Q3 results 2017	November 9	

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