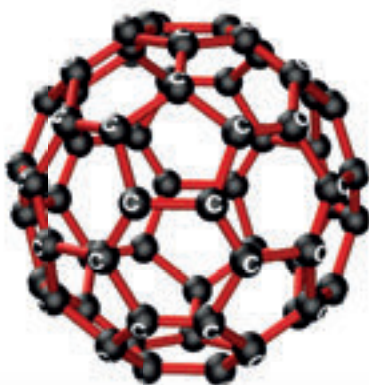
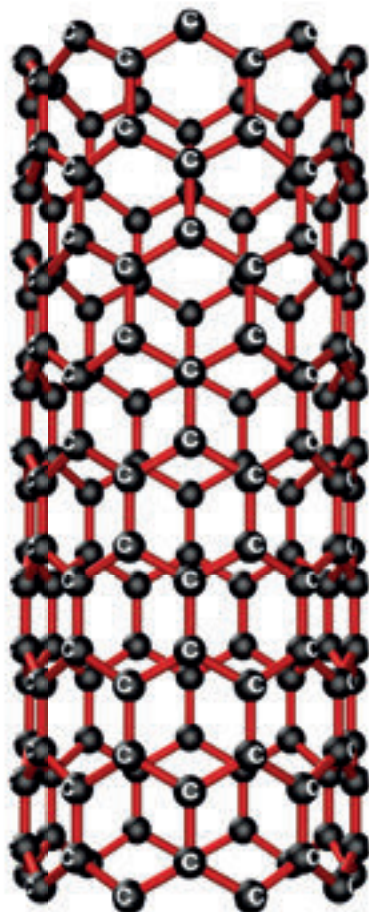


QUALITY WORKS.



LANXESS Fact Book – 6th Edition

QUALITY WORKS.

LANXESS
Energizing Chemistry

SAFE HARBOR STATEMENT

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This presentation contains certain forward-looking statements, including assumptions, opinions 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 do it accept any responsibility for the future accuracy of the opinions expressed in this presentation or the actual occurrence of the forecasted 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, none of LANXESS AG or any of its affiliated companies or any of such person's officers, directors or employees accept any liability whatsoever arising directly or indirectly from the use of this document.

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September 2017

Dear Investors and Analysts,

The LANXESS management team, the structure of our group and our product portfolio have all changed profoundly since the last edition of the LANXESS Factbook was published in 2014. Thus we are pleased to have this opportunity to provide you with an in-depth look at the current state of LANXESS in this new report.

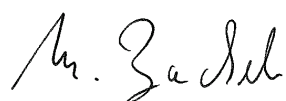
After implementing a series of critical measures necessary to stabilize and restore the company, in 2014 we made substantial progress in realigning our portfolio. This realignment was predicated on a strategy of transforming LANXESS into a company which would be less susceptible to cyclical and produce higher returns and more stable cash flows. Looking back over the past three years, we are proud of the steps we have taken. At the same time, we are well aware that our journey has only just begun.

The three major transactions we executed following our strategic review typify how the LANXESS business model will continue to evolve in the years to come. In 2016, together with Saudi Aramco, we established ARLANXEO, a joint venture company for our synthetic rubber business. By selling a stake in this business, we acquired the resources to rapidly reshape our portfolio through external growth, adding less cyclical and more specialized businesses to our group. The 2016 acquisition of Chemours' Clean & Disinfect business is a perfect example of how we intend to complement our existing activities and achieve greater economies of scale. The 2017 acquisition of Chemtura – the largest acquisition in the history of LANXESS – substantially enlarged our footprint in the profitable additives business and provided us with critical mass in the United States, which we will build on moving forward. The completion of these three transactions marked the close of the first chapter.

The second chapter of our story has just begun, and we are working to integrate Chemtura swiftly and efficiently into the LANXESS organization and realize the synergies to be derived from the acquisition. Looking ahead, we intend to make significant new improvements to the structure of our company. In the short term, our focus will shift to organic growth as we strengthen our balance sheet to enable further mergers and acquisitions. We have recently detailed several growth projects that will form an important part of our existing €400 million investment program through 2020. Most of these investments take the form of brownfield expansions that will deliver attractive returns on capital employed and improve the group's earnings. However, we will remain fully engaged in the active management of our portfolio as we seek to sustain the current rapid pace of our transformation, unlock the value inherent in our existing activities and reward our shareholders.

We are committed to continuing our work, and we are grateful for your ongoing support and trust.

Sincerely,



Matthias Zachert

Chairman of the Board of Management

INVESTMENT HIGHLIGHTS

LANXESS is one of the world's leading chemical companies, marked by its strong focus on cash generation.

STRONG FOUNDATIONS

With its global presence, its leading positions in several businesses, its diversified portfolio of technology-driven products, and its engagement in markets that benefit from sustainable growth trends, LANXESS remains a strong competitor in the chemical sector with significant upside potential.

CLEAR STRATEGY

The company's management will continue to work on implementing its clear strategy to create a more resilient, more cash generating company that is active in small to mid-sized markets, in which LANXESS will hold a clear leadership position.

FOCUS ON CASH GENERATION AND FINANCIALS

The company will continue to strengthen its ability to generate free cash flow and, as a result, to seek fresh opportunities for enhancing shareholder value.

This approach will remain based on solid investment grade financials.

ENTREPRENEURIAL AND DYNAMIC CULTURE

LANXESS' mindset and culture are agile and dynamic. Through this culture the company is able to seize opportunities in a fast changing industry.

LANXESS
- Energizing Chemistry

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1. LANXESS – Energizing Chemistry


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- Corporate Responsibility

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3. Financials

LANXESS Fact Book – Overview

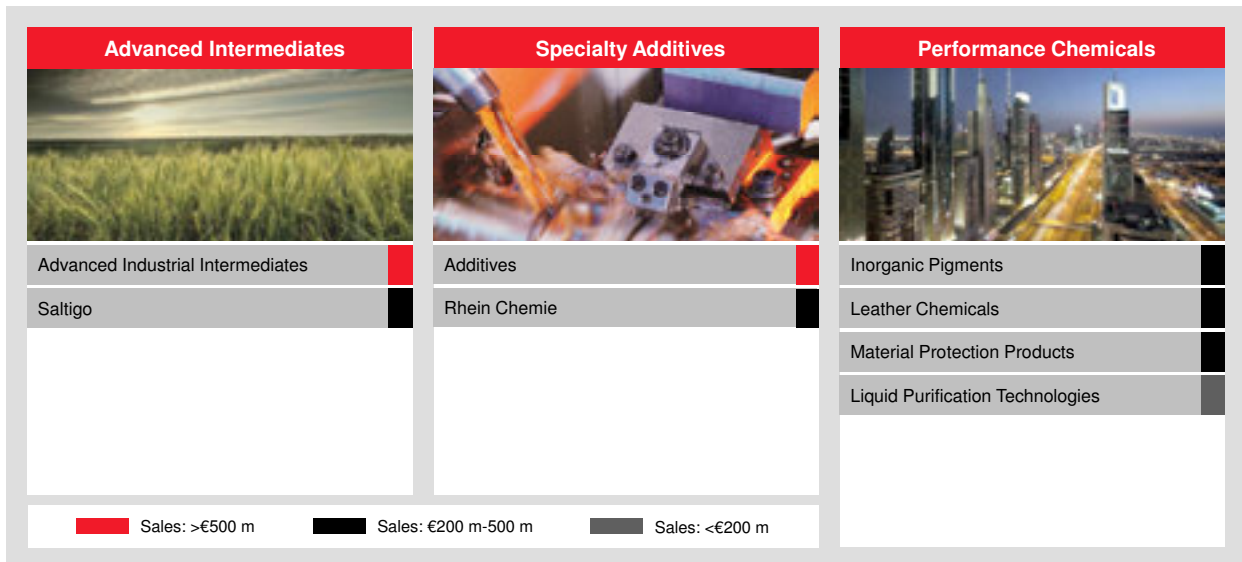
LANXESS – Energizing Chemistry

New LANXESS – a well diversified portfolio*				ARLANXEO**	
Market position	Advanced Intermediates  Europe No. 1-2	Specialty Additives  Top 3 position	Performance Chemicals  No. 1-4 in niches	Engineering Materials  Leading position	ARLANXEO** joint venture  Globally No. 1-3
	Building a global and resilient intermediates player	Creating a major global additives business	Building a specialty division	Building an integrated engineering plastics player	Leading position in production and marketing of synthetic rubber

* Reporting structure since closing of Chemtura acquisition on 21 April 2017; ** ARLANXEO to be fully consolidated till 30 March 2018; reported as discontinued operation from 1 April 2018 and reported as associate using the equity method from 1 April 2019

LANXESS Fact Book – Overview

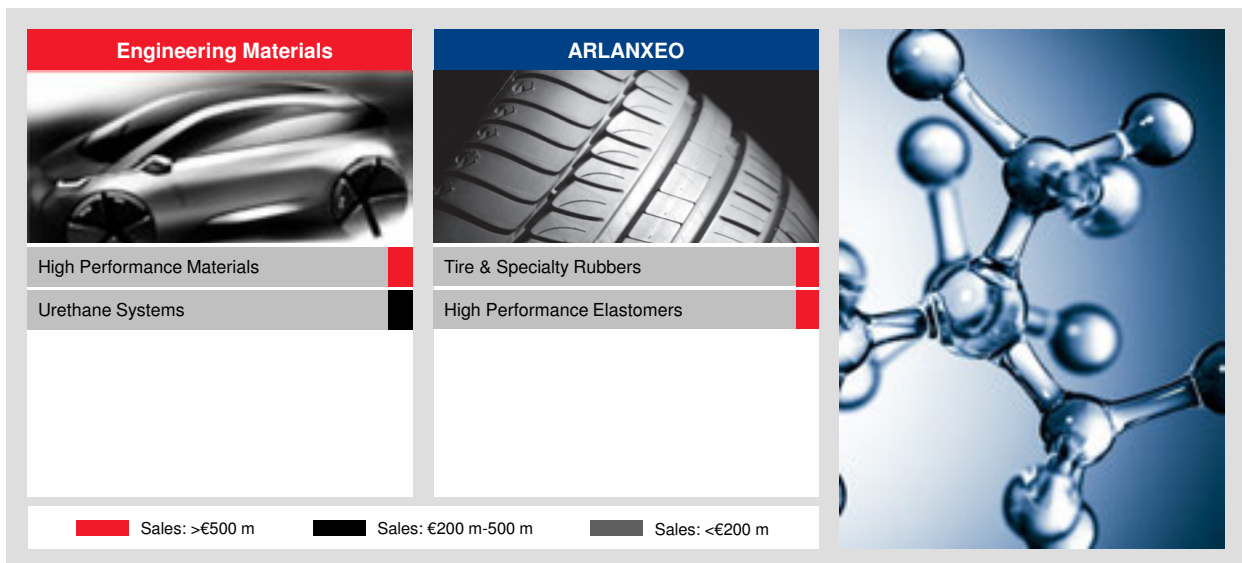
Business structure: A solid base for working towards higher profitability and less volatility



Reporting and management structure as of 21 April 2017

LANXESS Fact Book – Overview

Business structure: A solid base for working towards higher profitability and less volatility



Reporting and management structure as of 21 April 2017


LANXESS Fact Book – Overview

Organization with global responsibility – the board of management of LANXESS AG

Matthias Zachert CEO	Hubert Fink Member of the board	Michael Pontzen CFO	Rainier van Roessel Member of the board	Stephen C. Forsyth Chief Integration Officer
				
<ul style="list-style-type: none"> Corporate Communications Corporate Development dLX Executive Human Resources Legal & Compliance Business Units: <ul style="list-style-type: none"> Additives ARLANXEO 	<ul style="list-style-type: none"> Global Procurement & Logistics Production, Technology, Safety & Environment Business Units: <ul style="list-style-type: none"> Advanced Industrial Intermediates Saltigo High Performance Materials Urethane Systems 	<ul style="list-style-type: none"> Accounting Corporate Controlling Information Technology Mergers & Acquisitions Tax & Trade Compliance Treasury & Investor Relations Business Units: <ul style="list-style-type: none"> ARLANXEO 	<ul style="list-style-type: none"> Human Resources Business Units: <ul style="list-style-type: none"> Material Protection Products Inorganic Pigments Rhein Chemie Leather Chemicals Liquid Purification Technologies 	<ul style="list-style-type: none"> Responsible for integrating the Chemtura businesses Appointed as of 01 June 2017 One year fixed term Expert for industry and transformation

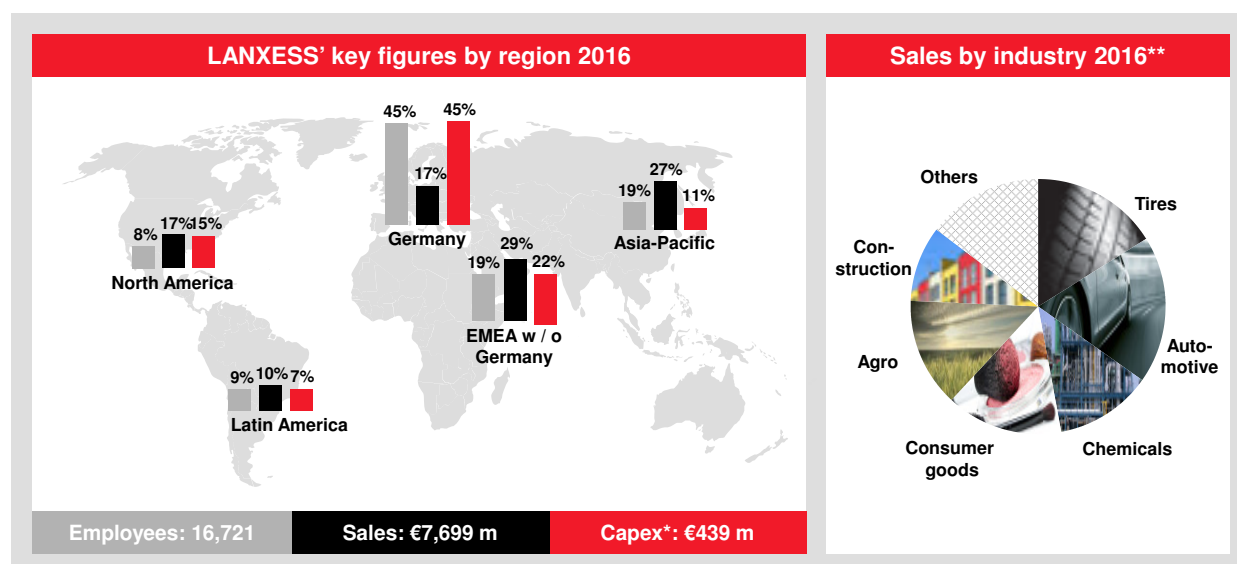
LANXESS Fact Book – Overview

HR practice close to business is key advantage for performance, cost effectiveness and sustainable growth

People performance	Diverse workforce	Employee / labor relation	Compensation and benefits
<ul style="list-style-type: none"> Integrated global talent management enhances people performance and productivity Investment in qualification, special focus on digital transformation and safety 	<ul style="list-style-type: none"> Fostering and leveraging diverse workforce for global markets and customers Smart and sustainable integration of critical talents 	<ul style="list-style-type: none"> High employee retention rates in all regions Strengthening local top management Reliable and stable labor relations in countries with strong union traditions 	<ul style="list-style-type: none"> Competitive pay and attractive local benefit schemes Rewarding performance and employees participation in the company's success 
<p>Company culture based on trust, respect, ownership, professionalism and integrity</p>			

LANXESS Fact Book – Overview

Worldwide presence serving a broad range of customers



* Net of financial lease, projects financed by customers and capitalized borrowing costs; ** Including 50% of ARLANXEO

LANXESS Fact Book – Overview

Evolving financials since 2007

[€ m]	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
EBITDA pre	719	722	465	918	1,146	1,223**	735	808	885	995
Net financial debt	460	864	794	913	1,515	1,483	1,731	1,336	1,211	269
Net financial debt / EBITDA pre	0.6x	1.2x	1.7x	1.0x	1.3x	1.2x	2.4x	1.7x	1.4x	0.3x
Gearing [%]	30	65	55	52	73	64	91	62	52	7
Underlying EPS*	3.36	3.44	1.31	4.81	6.55	6.44	1.37	1.98	1.80	2.19
Dividend [€]	1.00	0.50	0.50	0.70	0.85	1.00	0.50	0.50	0.60	0.70

LANXESS' key financials

* EPS before exceptionals, based on actual tax rate; ** 2012 restated due to IAS 19 (revised);

Net financial debt = current and non-current financial liabilities, less cash, cash equivalents and near-cash assets including time deposits; Note: Additional financial information available at: <http://lanxess.com/en/corporate/investor-relations/financials/>

LANXESS Fact Book – Overview

Agenda

1. LANXESS – Energizing Chemistry

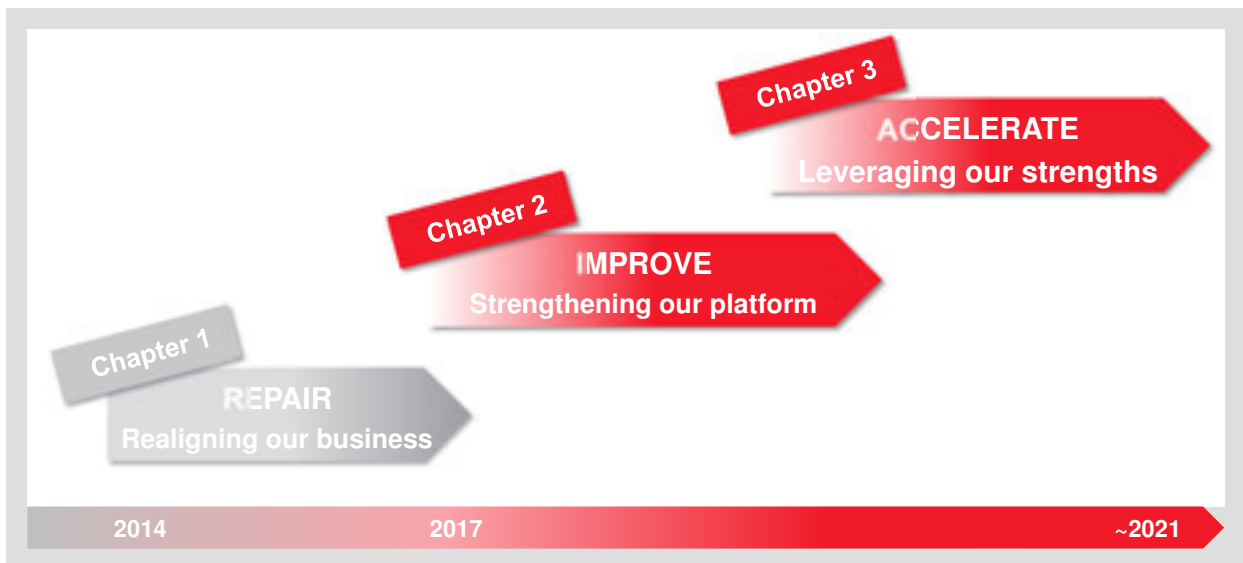
- Overview
- **Strategy**
- Corporate Responsibility

2. Business Segments

3. Financials

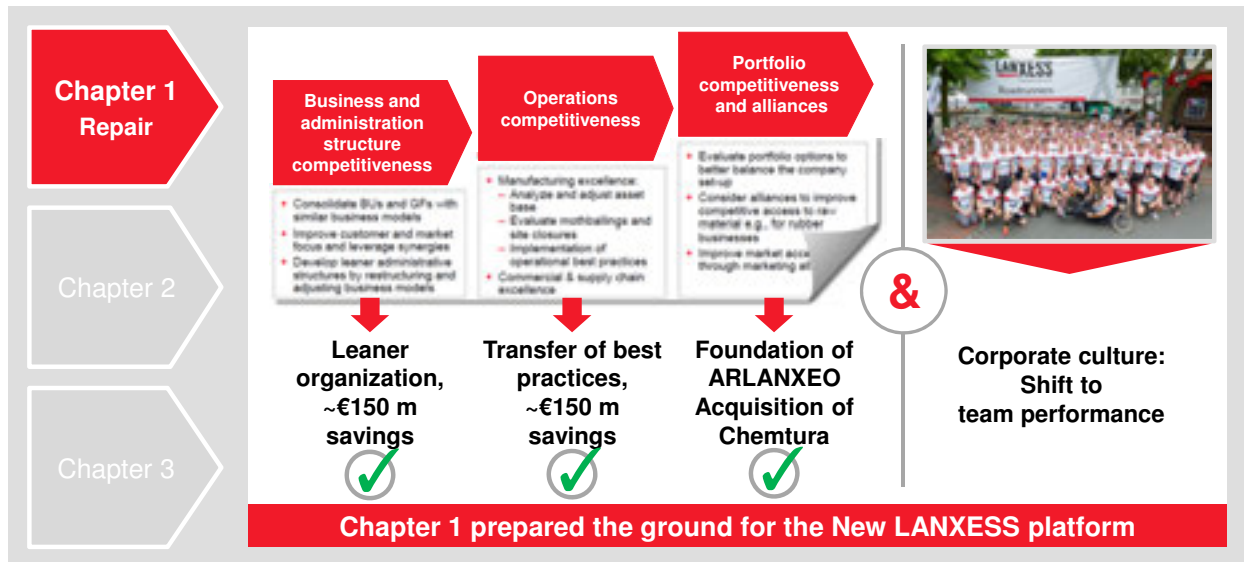
LANXESS Fact Book – Strategy

Our journey: Shaping New LANXESS – a story in three chapters



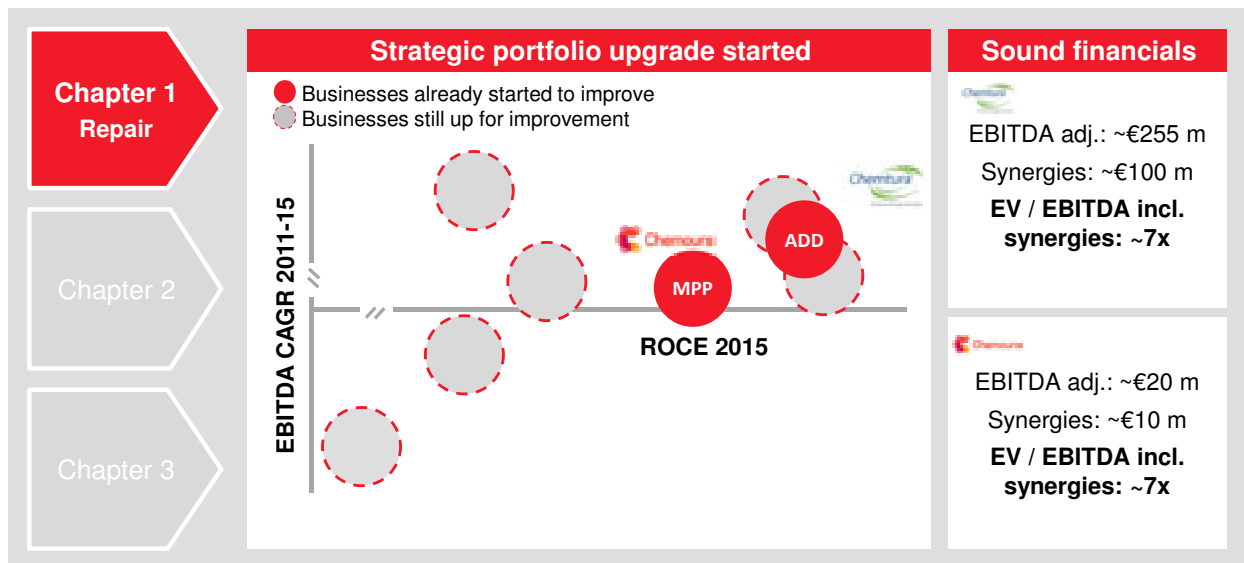
LANXESS Fact Book – Strategy

Recap Chapter 1: Rebuilding a competitive platform



LANXESS Fact Book – Strategy

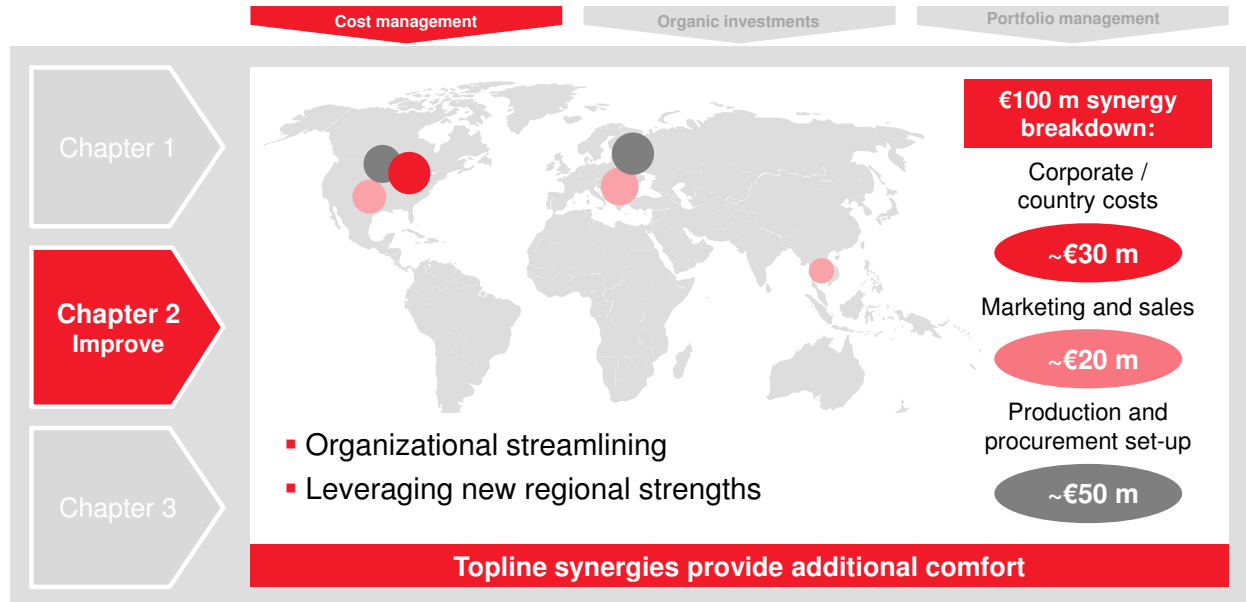
Some value accretive portfolio modifications already addressed



Chemtura sales and EBITDA adjusted are based on FY 2016; USD / EUR 1.10

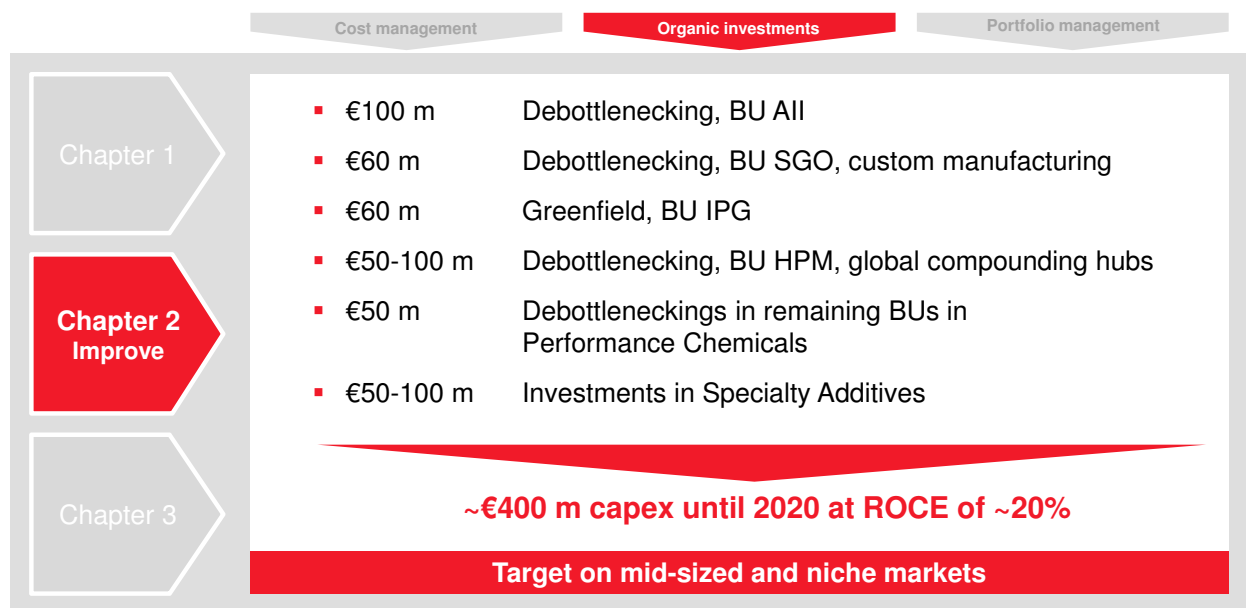
LANXESS Fact Book – Strategy

Chemtura integration: €100 m of synergies by 2020



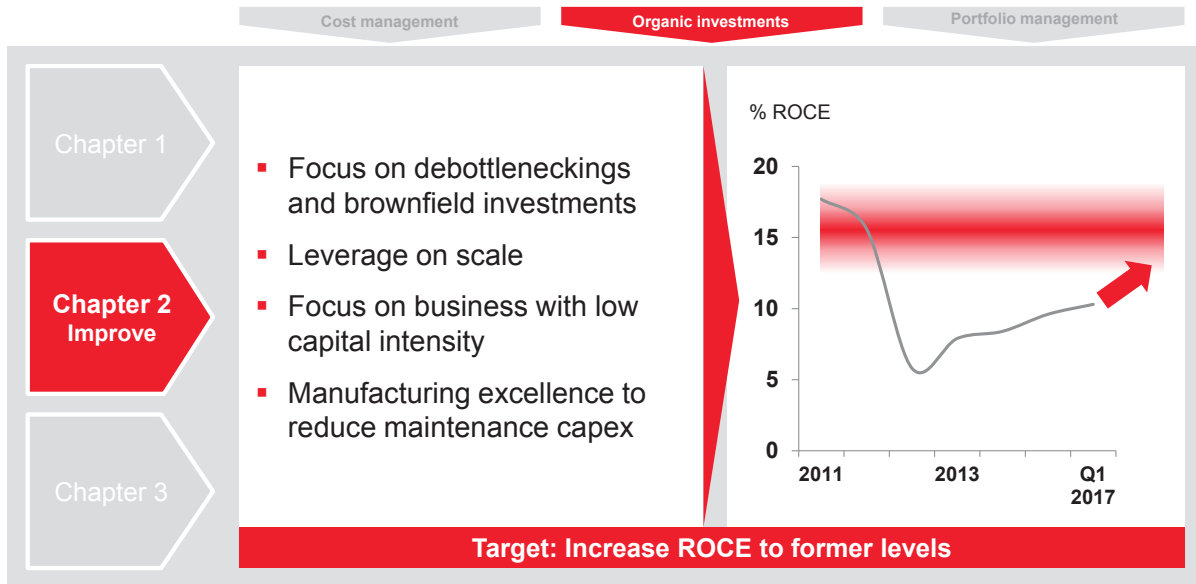
LANXESS Fact Book – Strategy

Attractive organic growth projects



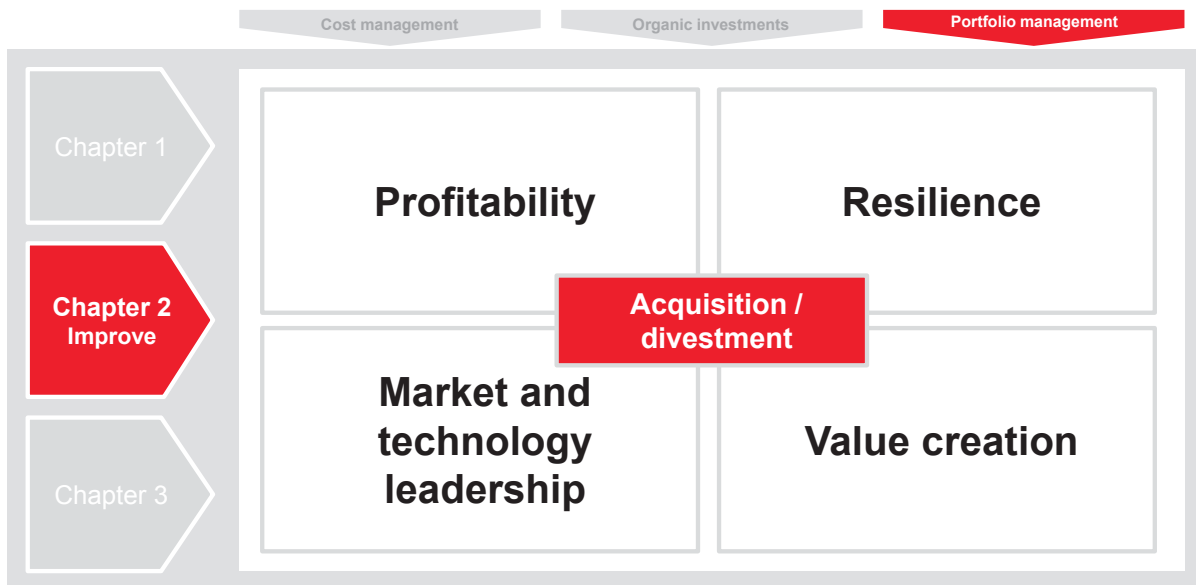
LANXESS Fact Book – Strategy

Organic investments will improve company ROCE



LANXESS Fact Book – Strategy

Portfolio optimizing with clear criteria





LANXESS Fact Book – Strategy

Chapter 3: More balanced and stronger platform along three key dimensions

Chapter 1	Regional platform 	Industrial platform 	Market positions 
Chapter 2	Balancing the ground for further growth <ul style="list-style-type: none"> Regionally balanced platform with no pronounced dependencies Diversified industrial platform mitigates impact from any individual industry's volatility Market positions in every business at least among leading players to keep or improve profitability level 		
Chapter 3 Accelerate	Solid growth	Chapter 3 will establish an even stronger platform	

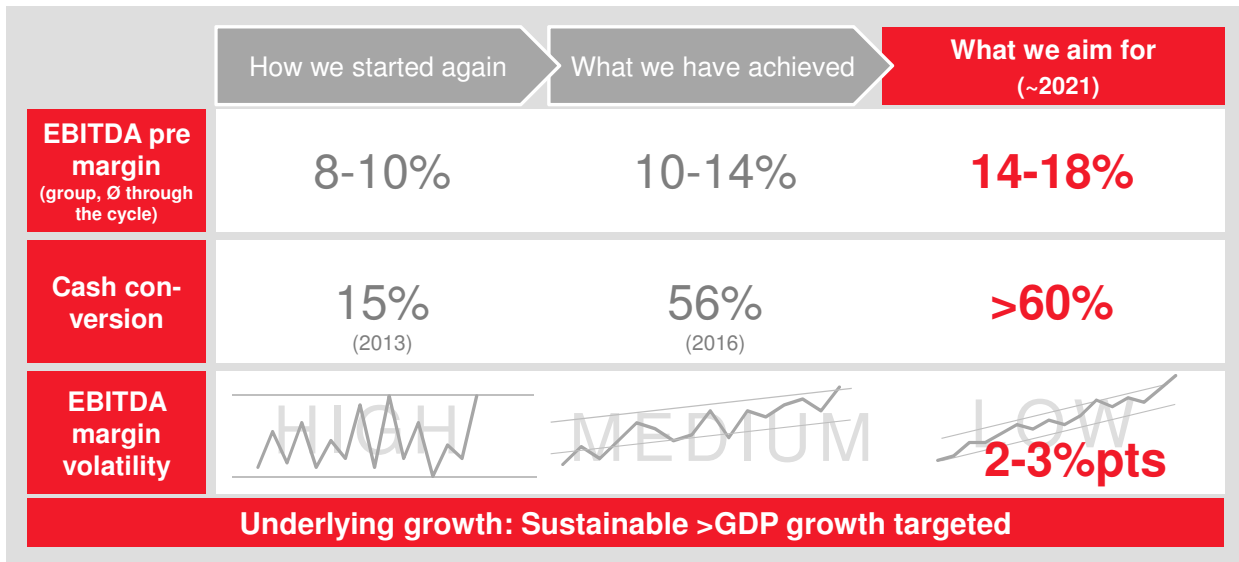
LANXESS Fact Book – Strategy

Vulnerability to single trends will be minimized

Chapter 1	Peak to trough EBITDA margin volatility not to exceed 2-3%pts Illustrative: Margin volatility 		<ul style="list-style-type: none"> Former dependency on few cyclical businesses Lack of cushioning interference of cyclical swings
Chapter 2			<ul style="list-style-type: none"> Improved balance of portfolio, regions and industries Cyclicality scaled back
Chapter 3 Accelerate	Use of entire toolbox to improve resilience		

LANXESS Fact Book – Strategy

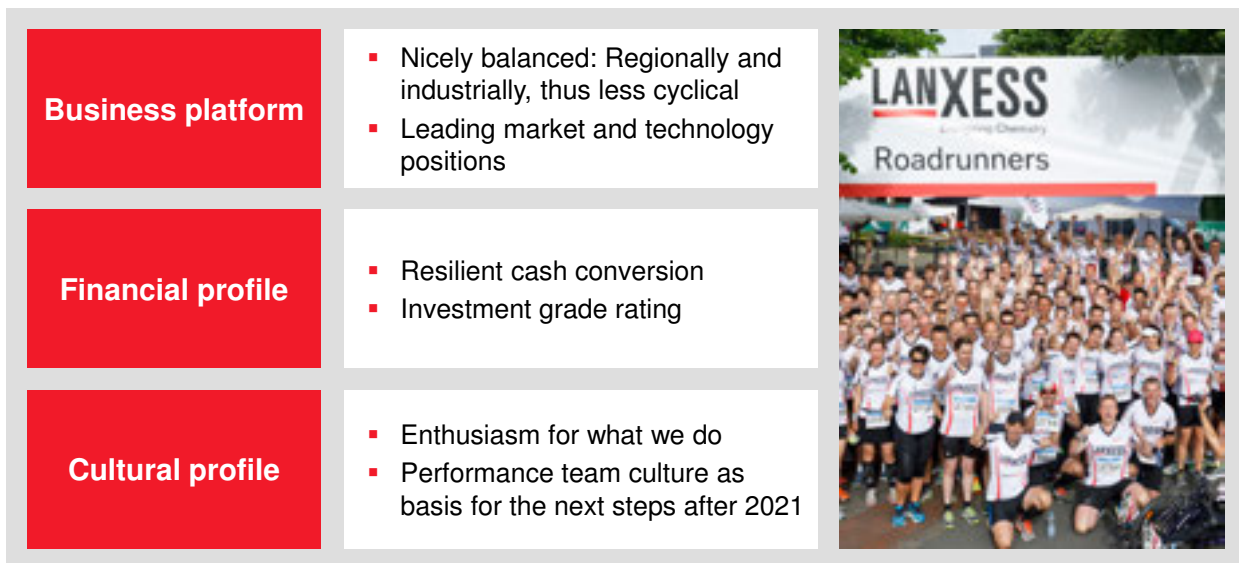
Chapter 3: Ambitious financial goals – substantially higher margins with significantly lower volatility



Cash conversion: (EBITDA pre – capex) / EBITDA pre

LANXESS Fact Book – Strategy

The destination of our journey: A company with convincing characteristics



LANXESS Fact Book – Strategy

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1. LANXESS – Energizing Chemistry

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- **Corporate Responsibility**

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LANXESS Fact Book – Corporate Responsibility

Corporate Responsibility as integrated part of LANXESS' strategy

Corporate Responsibility is a prerequisite to create lasting value. Given this awareness, sustainable thinking is a key success factor that is at the heart of LANXESS' corporate culture. For us this involves knowing and evaluating the impact of our actions – whether positive or negative – and maintaining a dialogue with our stakeholders that enables us to balance the demands of economy, ecology and society

QUALITY SUSTAINS.

LANXESS Fact Book – Corporate Responsibility

Clear structural basis set



LANXESS Fact Book – Corporate Responsibility

Responsibilities anchored at board level

Supervisory Board			
Matthias Zachert CEO	Michael Pontzen CFO	Rainier van Roessel Board	Hubert Fink Board
Compliance organization	Corporate Risk Committee	CR* Committee	HSEQ** Committee
Group Compliance Officer and local Compliance Officers	Senior executives under the direction of Michael Pontzen	Representatives from BUs and GFs, with Rainier van Roessel	Senior executives under the direction of Hubert Fink
<ul style="list-style-type: none"> Ensuring the observance of corporate compliance regulations Preventing misconduct Pursuing compliance 	<ul style="list-style-type: none"> Review and monitoring of overall risk profile Analyses material risks and opportunities incl. sustainability topics 	<ul style="list-style-type: none"> Interdisciplinary competence center, advising the board of management on matters relating to sustainability 	<ul style="list-style-type: none"> Defining the global HSEQ** guidelines, strategies and programs Setting and monitoring the HSEQ** goals
Continuous development of the sustainability strategy as part of the Corporate Strategy			

* Corporate Responsibility; ** Health, Safety, Environment and Quality

LANXESS Fact Book – Corporate Responsibility

Sustainability forms the basis of our entrepreneurial activities

Economic sustainability	Social sustainability	Environmental sustainability
<p>Sustainability is license to operate</p> <ul style="list-style-type: none"> Efficient use of resources form the basis of growth Customer satisfaction as a measure of success Continuous investments to keep our asset base competitive Entire product portfolio analyzed based on sustainability criteria 	<p>Social goals and initiatives</p> <ul style="list-style-type: none"> Fostering talents and diverse workforce Provide fair working conditions and fair remuneration Xact global work safety program - our vision: "zero incidents" Sound business ethics 	<p>Climate / environmental objectives</p> <ul style="list-style-type: none"> Sustainable sites – continuous safety, climate and water risk assessment - our vision: "zero incidents" Reduce specific energy consumption and specific CO₂e emissions by 25%* by 2025** Reduce VOC emissions by 25%* by 2025

targeted, measured, sustainable

* Base year 2015; ** Scope 1+2

LANXESS Fact Book – Corporate Responsibility

Climate protection: Consequent emissions reduction

Greenhouse gas emissions (scope 1) relative to volumes sold tCO₂e / t of product

Year	tCO ₂ e / t of product
2007	0.55
2008	0.40
2009	0.32
2010	0.30
2011	0.30
2012	0.29
2013	0.29
2014	0.29
2015	0.25
2016	0.26
2017	...
2018	...
2019	...
2020	...
2021	...
2022	...
2023	...
2024	...
2025	0.19

Emission targets



Group-wide reduction targets:

- Reduction target for 2015 achieved*
- Reduction target in specific CO₂e emissions (scope 1+2) of 25% by 2025
- Use of biomass, cogeneration and nitrous oxide reduction as key success factors

* Reduction of specific greenhouse gas emissions (scope 1) by 10% per reporting segment (achieved)



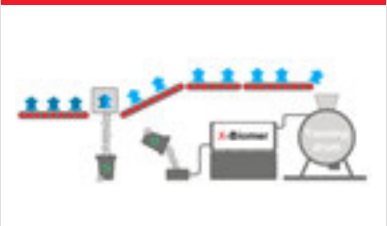
LANXESS Fact Book – Corporate Responsibility

LANXESS products enable sustainable solutions in key areas of application

Quality you can drink	Lightweight solutions	Protection against diseases
		
<p>With its Lewabrane® membrane elements and Lewatit® ion exchange resins, the Liquid Purification Technologies Business Unit offers a high-performance solution for ensuring a reliable supply of drinking and purified water</p>	<p>High-performance plastics from LANXESS, such as Durethan®, Pocan® and Tepex®, can replace many of the metal parts in cars to help reduce weight and fuel consumption, without compromising on vehicle safety</p>	<p>Saltidin® is an active ingredient proprietary to LANXESS subsidiary Saltigo. It is used in insect repellents and lowers the risk of contracting malaria, dengue fever, Zika virus, borreliosis or encephalitis</p>

LANXESS Fact Book – Corporate Responsibility

LANXESS keeps innovating to meet present and future sustainability demands

ULP membranes	Components for e-scooters	Circular leather production
		
<p>LANXESS' new ultra-low pressure (ULP) membranes have the ability to remove trace elements originating for instance from drugs, chemicals, cosmetic products and crop protection agents almost entirely even at low operating pressures</p>	<p>Pocan AF 4110 enables light housing components for bike and scooter batteries and combines low warpage with excellent mechanical properties – only one example of the wide-ranging product portfolio for electric mobility</p>	<p>With the X-Biomer INSITU technology, retanning agents can be produced from by-products on site in the tannery. This means less chemical use, less logistics costs, less waste and less CO₂ emissions</p>

LANXESS Fact Book – Corporate Responsibility

Participation in initiatives and ratings

Initiatives and ratings					
					
Signatory to the U.N. Global Compact	Climate A List sector leader „Energy & Materials“	Member of FTSE4Good	9001 & 14001: Global matrix certificate	Signatory of the Responsible Care® Global Charter	Member of the Dow Jones Sustainability Index (World)
		<p>Joint initiative of international chemical companies for sustainable supply chains in the chemicals industry</p> <ul style="list-style-type: none"> ▪ Improving sustainability and transparency throughout the supply chain ▪ Monitoring compliance with the “Supplier Code of Conduct” ▪ Sustainability assessment and joint audits 			

Business Segments

- Advanced Intermediates

Agenda

1. LANXESS – Energizing Chemistry

2. Business Segments

- **Advanced Intermediates**
- Specialty Additives
- Performance Chemicals
- Engineering Materials
- ARLANXEO

3. Financials

LANXESS Fact Book – Advanced Intermediates

The Advanced Intermediates segment comprises our businesses in intermediates and fine chemicals

Advanced Industrial Intermediates



- One of the world's leading manufacturers of high-quality industrial intermediates such as benzene- and toluene-derivatives, amines, polyols and inorganics
- Competitiveness through an integrated production network – the worlds largest aromatics “Verbund”

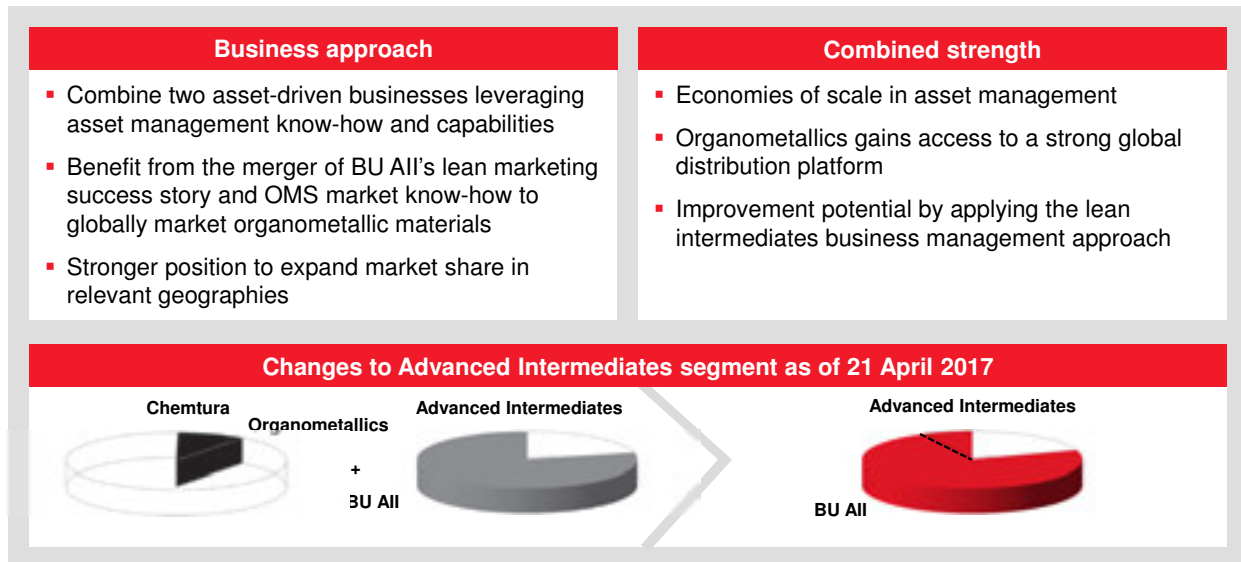
Saltigo



- A leading supplier in the custom synthesis market, providing state-of-the-art technologies and services especially to the agrochemicals and specialty chemicals industries
- Growth driven by strong foothold in agrochemical industry

LANXESS Fact Book – Advanced Intermediates

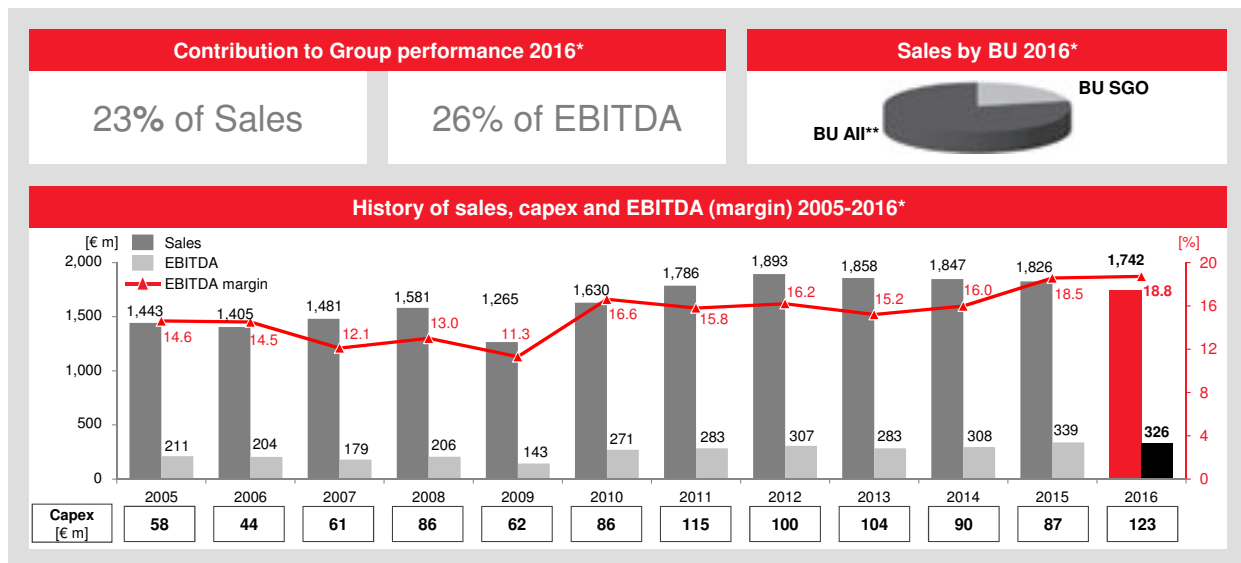
Integration of Chemtura's Organometallics business into BU All



Sales split based on FY 2016

LANXESS Fact Book – Advanced Intermediates

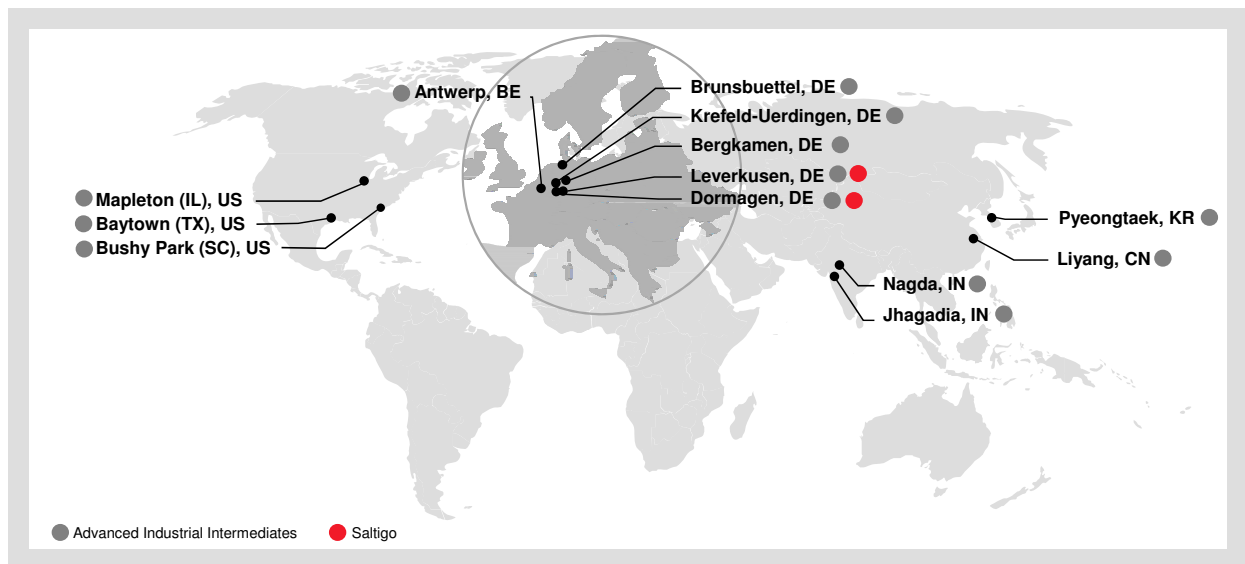
Advanced Intermediates: Financials demonstrate business' resilience



All references to EBITDA are pre exceptional; * Operating segments; pro forma restatements with new BU structure; ** As of 21 April 2016 the Organometallics of Chemtura was integrated into BU All

LANXESS Fact Book – Advanced Intermediates

Advanced Intermediates with a global manufacturing base and a strong European core



LANXESS Fact Book – Advanced Intermediates

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1. LANXESS – Energizing Chemistry
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- Advanced Intermediates
Advanced Industrial Intermediates
Saltigo
- Specialty Additives
- Performance Chemicals
- Engineering Materials
- ARLANXEO
3. Financials






LANXESS Fact Book – Advanced Intermediates: Advanced Industrial Intermediates

Advanced Industrial Intermediates: Global reach with an efficient asset base

Overview																	
<p>Key facts</p> <ul style="list-style-type: none"> Offers a broad range of chemical intermediates with applications in agrochemicals, resins and coatings, high-tech plastics, flavors and fragrances, plasticizers, solvents, rubber and other industries Organized in five Business Lines <p>Production sites</p> <ul style="list-style-type: none"> Belgium: Antwerp China: Liyang Germany: Bergkamen, Brunsbuettel, Dormagen, Krefeld-Uerdingen, Leverkusen India: Jhagadia, Nagda South Korea: Pyeongtaek USA: Baytown, Bushy Park, Mapleton 	<p>Sales by end use 2016</p> <table border="1"> <tr> <td>Automobile</td> <td>21%</td> </tr> <tr> <td>Agro</td> <td>18%</td> </tr> <tr> <td>Chemicals</td> <td>18%</td> </tr> <tr> <td>Tires</td> <td>14%</td> </tr> <tr> <td>Construction and others</td> <td>29%</td> </tr> </table> <p>Sales by region 2016</p> <table border="1"> <tr> <td>Asia-Pacific</td> <td>21%</td> </tr> <tr> <td>EMEA</td> <td>58%</td> </tr> <tr> <td>Americas</td> <td>21%</td> </tr> </table>	Automobile	21%	Agro	18%	Chemicals	18%	Tires	14%	Construction and others	29%	Asia-Pacific	21%	EMEA	58%	Americas	21%
Automobile	21%																
Agro	18%																
Chemicals	18%																
Tires	14%																
Construction and others	29%																
Asia-Pacific	21%																
EMEA	58%																
Americas	21%																

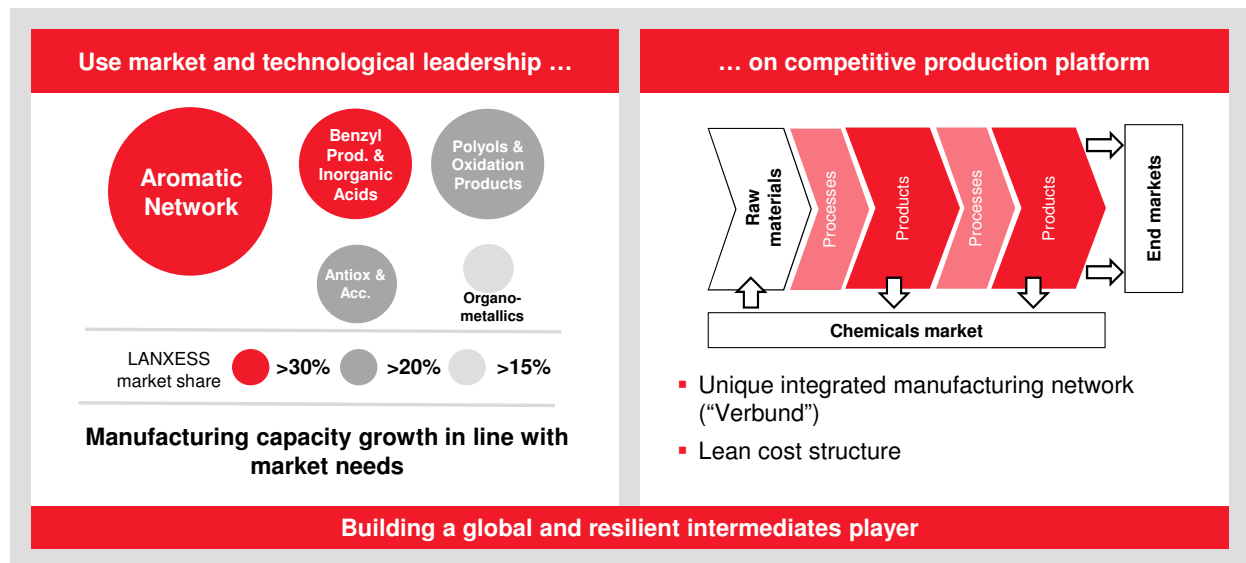
LANXESS Fact Book – Advanced Intermediates: Advanced Industrial Intermediates

Providing chemical intermediates for a wide range of applications

	Aromatic Network	Benzyl Products and Inorganic Acids	Polyols and Oxidation Products	Antioxidants and Accelerators	Organometallics
Main intermediates	<ul style="list-style-type: none"> Chlorobenzenes Chlorotoluenes Cresols, d / l-Menthol Nitrotoluenes Toluidines Monoisocyanates 	<ul style="list-style-type: none"> Amines Benzylchlorides Benzylalcohol Benzaldehyde Hydrofluoric acid Hydrazine hydrate 	<ul style="list-style-type: none"> Hexanediol Trimethylolpropane Adipic acid Maleic anhydride Phthalic anhydride Calcium formate 	<ul style="list-style-type: none"> Phenylendiamines Quinolines Thiazoles Sulfenamides Mercaptobenzimidazoles Peptizer 	<ul style="list-style-type: none"> Aluminiumalkyl co-catalyst components Aluminoxane activators Silane stereomodifiers Dialkyl zinc and magnesium Butyl and octyltin products High-purity precursors
Key applications	<ul style="list-style-type: none"> Agrochemicals Flavors and fragrances High-tech plastics Chemicals 	<ul style="list-style-type: none"> Agrochemicals Advanced polymers Solvents Flavors and fragrances 	<ul style="list-style-type: none"> Polyester resins Coatings Plasticizers Building material additives 	<ul style="list-style-type: none"> Tires Technical rubber goods Consumer goods Fuel additives 	<ul style="list-style-type: none"> Polyolefins, elastomers, linear alpha olefins Glass coating Electronics Fine chemicals 

LANXESS Fact Book – Advanced Intermediates: Advanced Industrial Intermediates

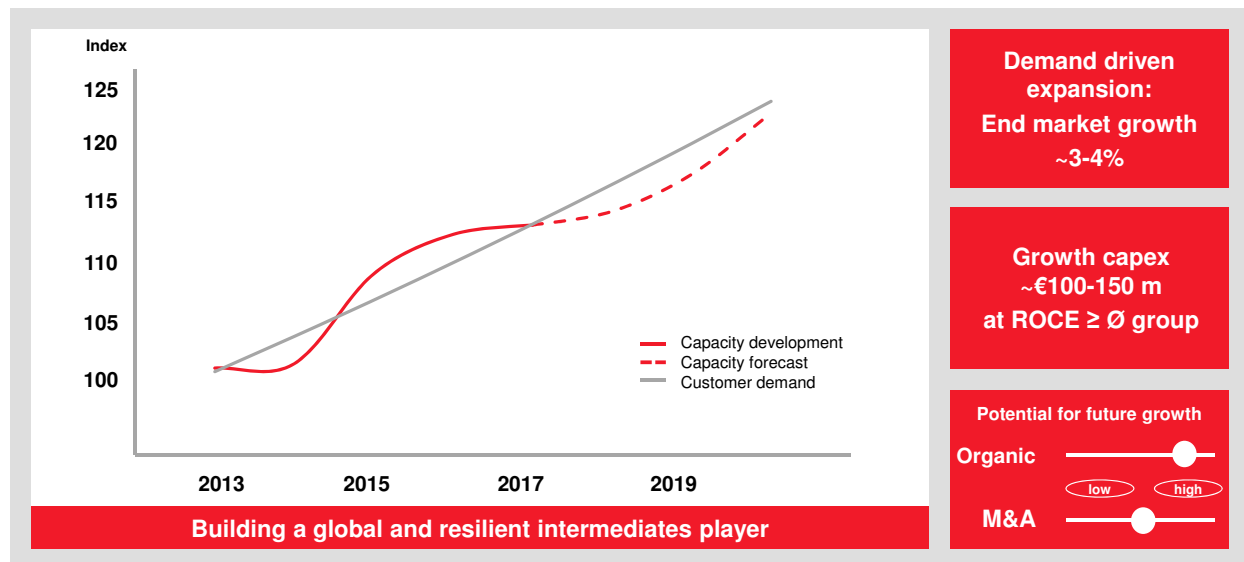
Advanced Industrial Intermediates: Efficient, resilient, expandable



Bubble sizes represents sales

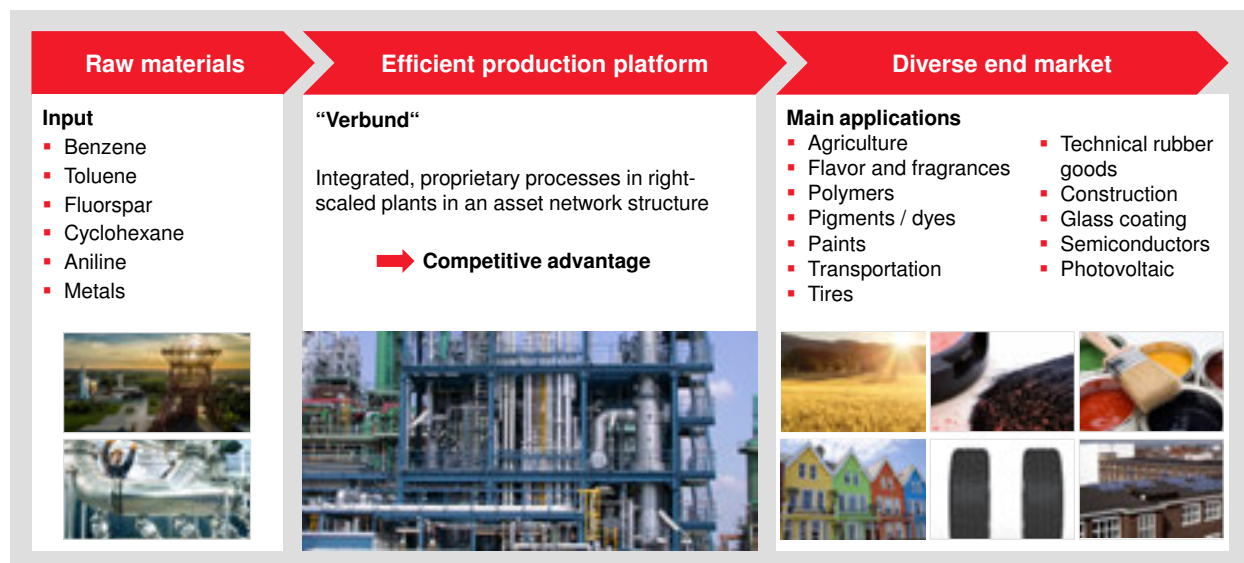
LANXESS Fact Book – Advanced Intermediates: Advanced Industrial Intermediates

Advanced Industrial Intermediates: A clear growth roadmap



LANXESS Fact Book – Advanced Intermediates: Advanced Industrial Intermediates

BU All: Competitive advantage based on efficient production platform with integrated processes



LANXESS Fact Book – Advanced Intermediates: Advanced Industrial Intermediates

BU All expands production capacities – brownfield expansion of existing manufacturing platform

Debottlenecking secures growth in line with end market		
Capacity expansion till 2020	Growing end markets	Investment facts
<ul style="list-style-type: none"> ▪ Trimethylolpropane Polyester, coatings, construction ▪ Hexanediol Polyester, coatings, resin ▪ Menthols Flavours and fragrances ▪ Special amines Coatings ▪ MEA (2-methyl-6-ethylaniline) Crop protection ▪ Rubber chemicals 	<ul style="list-style-type: none"> ▪ Automotive ▪ Furniture ▪ Construction ▪ Pharmaceutical products ▪ Agrochemicals (crop protection) 	<ul style="list-style-type: none"> ▪ Additional capex of €100 m for organic growth ▪ Debottleneckings with very attractive ROCE ▪ Investment predominantly in Germany in existing "Verbund" structure ▪ Completion until 2020

LANXESS Fact Book – Advanced Intermediates: Advanced Industrial Intermediates

New Business Line Organometallics: Axion® – essential components for a variety of applications

Characteristics	<ul style="list-style-type: none"> ▪ Axion technology is used in a variety of industries: <ul style="list-style-type: none"> – Catalyst systems for olefin oligomerization and polymerization – Tin precursors for glass coatings – Electronic and photovoltaic applications 	
Benefits	<ul style="list-style-type: none"> ▪ Co-catalysts for a activation of olefin polymerization catalyst systems, saving time, costs and determining the polymer quality ▪ Dedicated precursors for photovoltaic and electronic applications ▪ Glass coating precursors provide superior mechanical stability and scratch resistance to glass 	
Main brand		

LANXESS Fact Book – Advanced Intermediates: Advanced Industrial Intermediates

Global megatrends drive the growth of LANXESS' high-quality intermediates

Market development	Market environment												
<p>New normal</p> <ul style="list-style-type: none"> ▪ Growth based on robust sustainable trends across diversified markets ▪ Chinese competition changing – more environmentally sustainable at higher costs ▪ Competitive position is strengthening through capacity growth <p>Demand growth* (CAGR 2017-2021)</p> <table border="0"> <tr> <td>▪ Global:</td> <td>~3-4%</td> <td></td> <td></td> </tr> <tr> <td>– Asia-Pacific:</td> <td>~4%</td> <td>– North America:</td> <td>~3%</td> </tr> <tr> <td>– EMEA:</td> <td>~2%</td> <td>– Latin America:</td> <td>~3%</td> </tr> </table>	▪ Global:	~3-4%			– Asia-Pacific:	~4%	– North America:	~3%	– EMEA:	~2%	– Latin America:	~3%	<p>Supporting sustainable growth trends</p> <ul style="list-style-type: none"> ▪ Feeding a growing population with additional needs: Population growth, urbanization globally and increasing standard of living in emerging countries drives demand for chemical intermediates ▪ Mobility and urbanization megatrends: All five Business Lines deliver key inputs for high-tech plastics, rubber manufacturing and coatings and resins ▪ Resource efficiency and regulatory environmental programs drive demand for chemical intermediates from sustainable manufacturing sources
▪ Global:	~3-4%												
– Asia-Pacific:	~4%	– North America:	~3%										
– EMEA:	~2%	– Latin America:	~3%										

* Source: Global Insight and LMC automotive; BU All specific end use

LANXESS Fact Book – Advanced Intermediates: Advanced Industrial Intermediates

Agenda

1. LANXESS – Energizing Chemistry

2. Business Segments

- **Advanced Intermediates**
Advanced Industrial Intermediates
Saltigo
- Specialty Additives
- Performance Chemicals
- Engineering Materials
- ARLANXEO

3. Financials

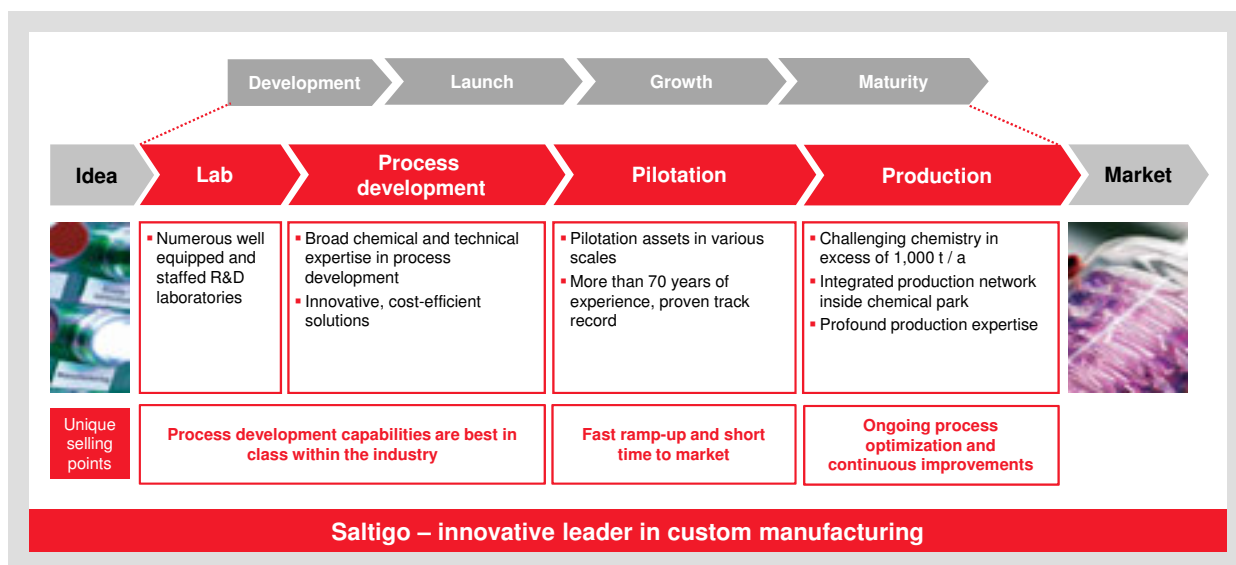
LANXESS Fact Book – Advanced Intermediates: Saltigo

Saltigo: A leading supplier for custom manufacturing and fine chemical intermediates

Overview							
<p>Key facts</p> <ul style="list-style-type: none"> ▪ A leading supplier for the global chemical market focusing on: <ul style="list-style-type: none"> – Custom manufacturing for agrochemicals, fine chemicals and pharmaceuticals – Fine chemical intermediates for all chemical industries <p>Production sites</p> <ul style="list-style-type: none"> ▪ Germany: Dormagen, Leverkusen 	<p>Sales by end use 2016</p> <table border="1"> <tr> <td>Agro</td> <td>70%</td> </tr> <tr> <td>Pharma</td> <td>15%</td> </tr> <tr> <td>Fine Chemicals</td> <td>15%</td> </tr> </table>	Agro	70%	Pharma	15%	Fine Chemicals	15%
Agro	70%						
Pharma	15%						
Fine Chemicals	15%						
	<p>Sales by region 2016</p> <table border="1"> <tr> <td>Asia-Pacific</td> <td>3%</td> </tr> <tr> <td>EMEA</td> <td>80%</td> </tr> <tr> <td>Americas</td> <td>17%</td> </tr> </table>	Asia-Pacific	3%	EMEA	80%	Americas	17%
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Americas	17%						

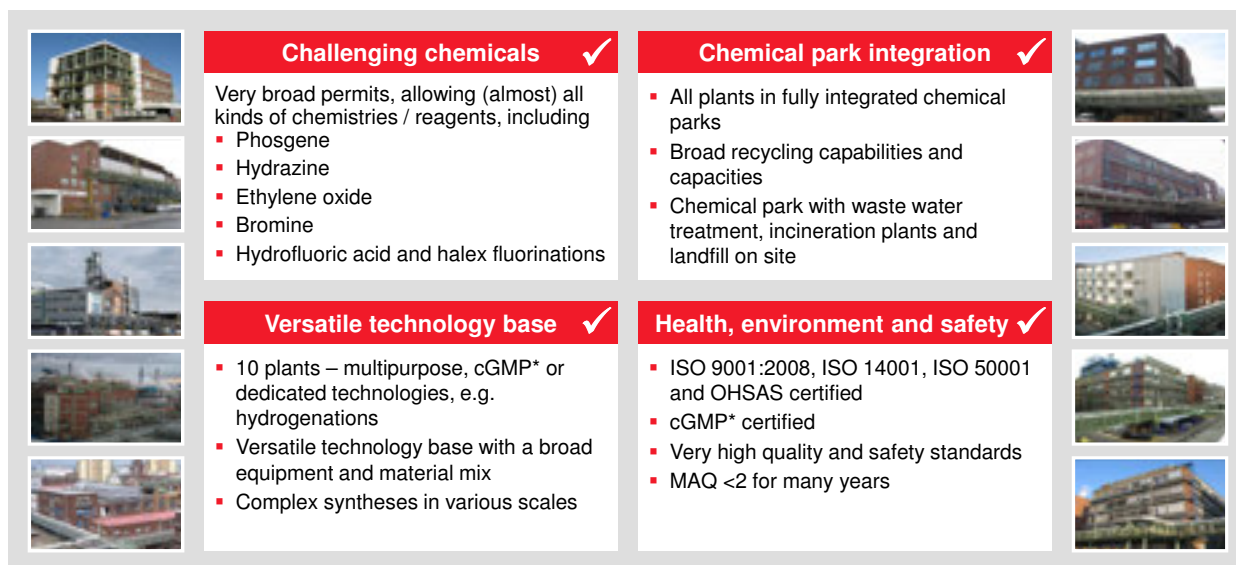
LANXESS Fact Book – Advanced Intermediates: Saltigo

Saltigo with thorough service offerings, supporting customer needs during the whole project lifecycle



LANXESS Fact Book – Advanced Intermediates: Saltigo

Saltigo's broad technology base and its integrated production platform are key assets



* cGMP = current Good Manufacturing Practice

LANXESS Fact Book – Advanced Intermediates: Saltigo

Agrochemicals: Saltigo is growing faster than the market and is expanding its capacities

CAGR – BU SGO vs. market 2011-2016



- BU SGO is well connected to all agro majors
- BU SGO's agro segment is growing faster than the agrochemicals end market for many years
- Sound portfolio of innovative and well developing agro blockbusters are driving growth

Capacity expansion



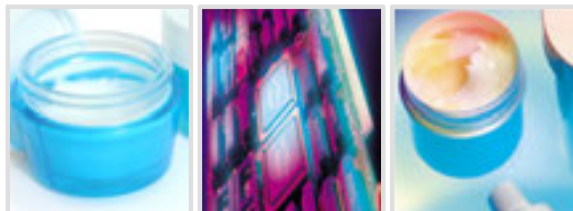
- Capacity expansion for further growth – BU SGO is investing ~€60 m in 2016 / 2017
- Highly efficient, high throughput units with low manufacturing costs
- Positive customer reaction and the major share of the additional capacity is already under contract

* Agrochemicals market, source: Philipps Mc Dougall, 2016 numbers are preliminary

LANXESS Fact Book – Advanced Intermediates: Saltigo

Fine chemical intermediates: Saltigo's segment serves a variety of chemical industries

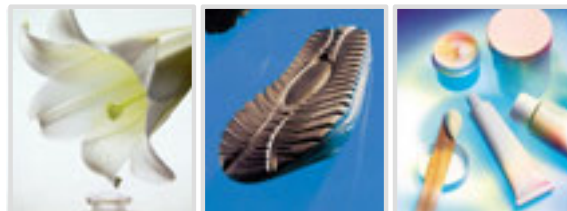
Portfolio



BU SGO offers a selected portfolio of fine chemical intermediates, e.g.:

- Phosgene derivatives
- Triazole and triazole derivatives
- Ligands for homogeneous catalysis

Applications



BU SGO's fine chemical intermediates serve a variety of end use applications, e.g.:

- Special adhesives, e.g. footwear industry
- Lubricants for industrial use
- Oils and waxes for industrial / cosmetic applications
- Flavors and fragrances
- Plastic additives, e.g. for PVC and PET

LANXESS Fact Book – Advanced Intermediates: Saltigo

Saltidin®: The ideal active ingredient for insect repellents



LANXESS Fact Book – Advanced Intermediates: Saltigo

Business Segments - Specialty Additives

Agenda

1. LANXESS – Energizing Chemistry

2. Business Segments

- Advanced Intermediates
- **Specialty Additives**
- Performance Chemicals
- Engineering Materials
- ARLANXEO

3. Financials

LANXESS Fact Book – Specialty Additives

Specialty Additives: World class player in several highly attractive additives niches

BU Additives



- The Additives Business Unit comprises a broad portfolio of:
 - Phosphorus and brominated flame retardants
 - Lubricant products
 - Plastics and bromine performance products

Rhein Chemie




- The portfolio of Rhein Chemie consists of:
 - Customized active ingredient compounds
 - Processing aids for the rubber, plastics and colorants industries
 - Specialty chemicals

LANXESS Fact Book – Specialty Additives

LANXESS acquired Chemtura – building a major, global additives player


Combination of two powerful partners



A global, specialty chemical company

- Sales ~€1.5 bn
- EBITDA pre ~€256 m*
- ~2,500 employees
- 20 sites in 11 countries

Well established in lubricant additives and flame retardants



LANXESS

Business Unit ADD in Performance Chemicals

- Sales ~€850 m
- Employees: ~1,600
- Globally operating in 20 production sites

Global player with tailor-made solutions and clear customer focus

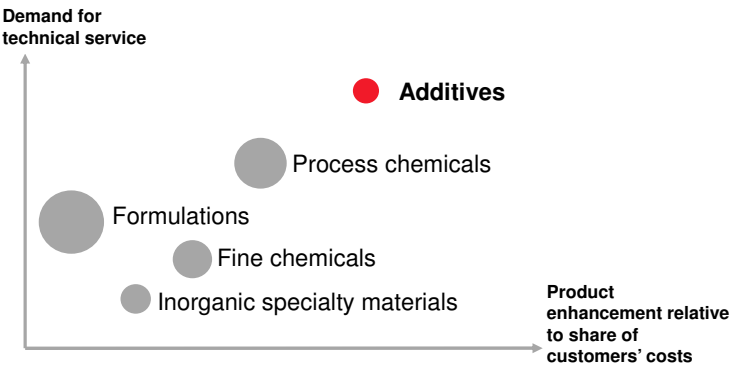
* FY 2016

LANXESS Fact Book – Specialty Additives

Additives are one of the most attractive market segments in the chemical space

Additives are high value added high service products

Demand for technical service






Product enhancement relative to share of customers' costs

Increasing performance requirements drive growth above GDP

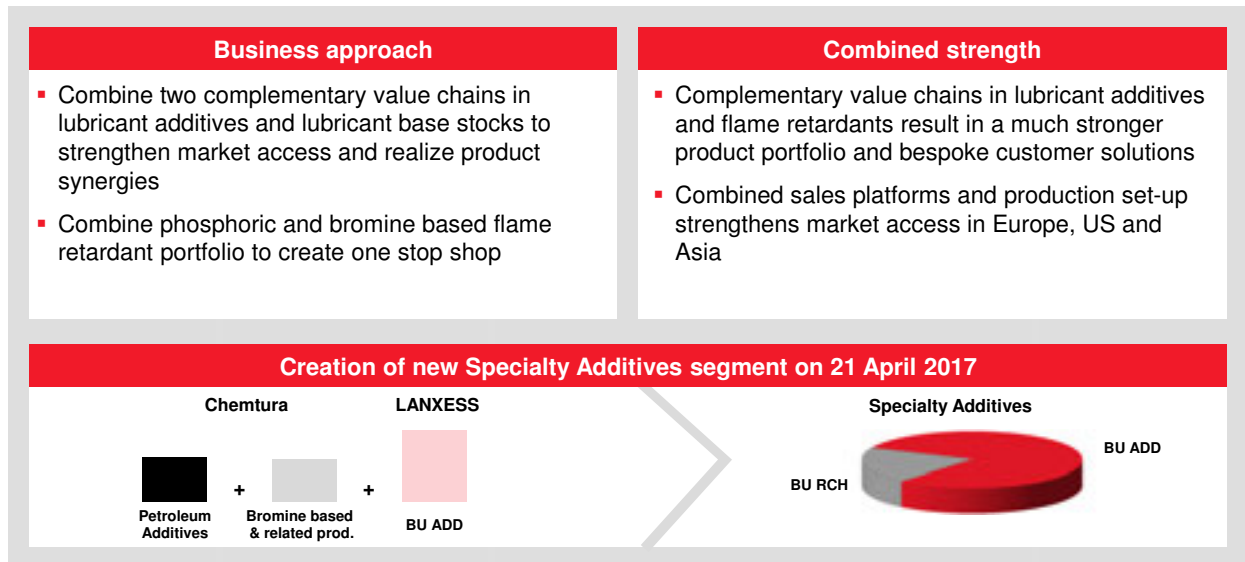
Attractive characteristics of additives business

- Small part of customers' total costs
- Desired result is key for customer
- Knowledge and technical service intensive
- Low capital-intensity

LANXESS Fact Book – Specialty Additives

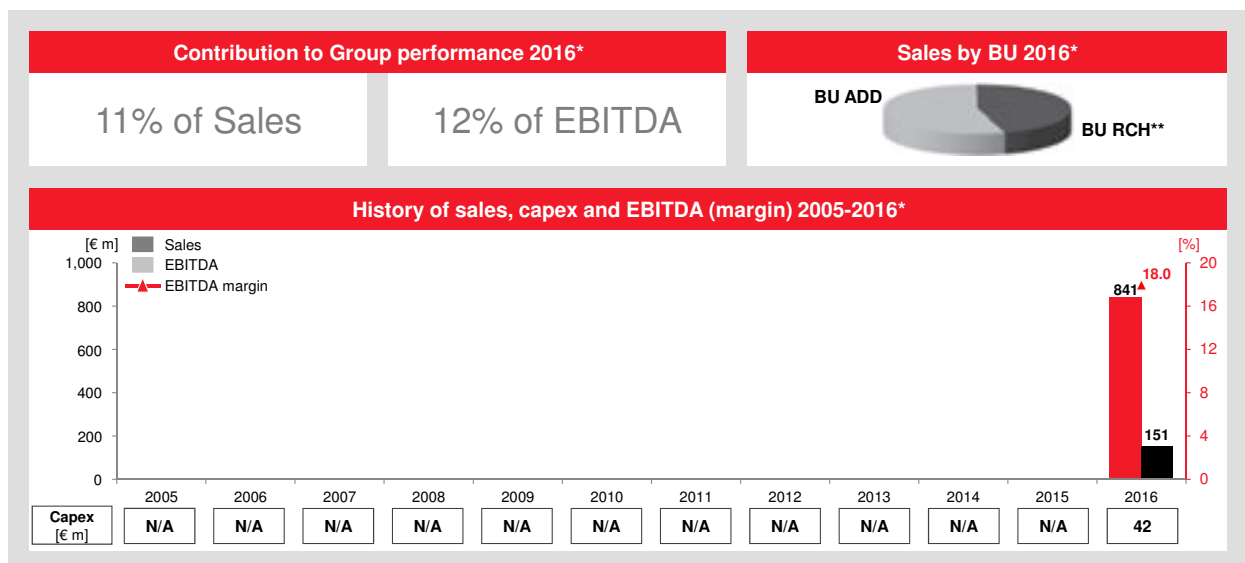
Combination of Chemtura and LANXESS Additives business creates a strong global and diversified additives platform



Sales split based on FY 2016

LANXESS Fact Book – Specialty Additives

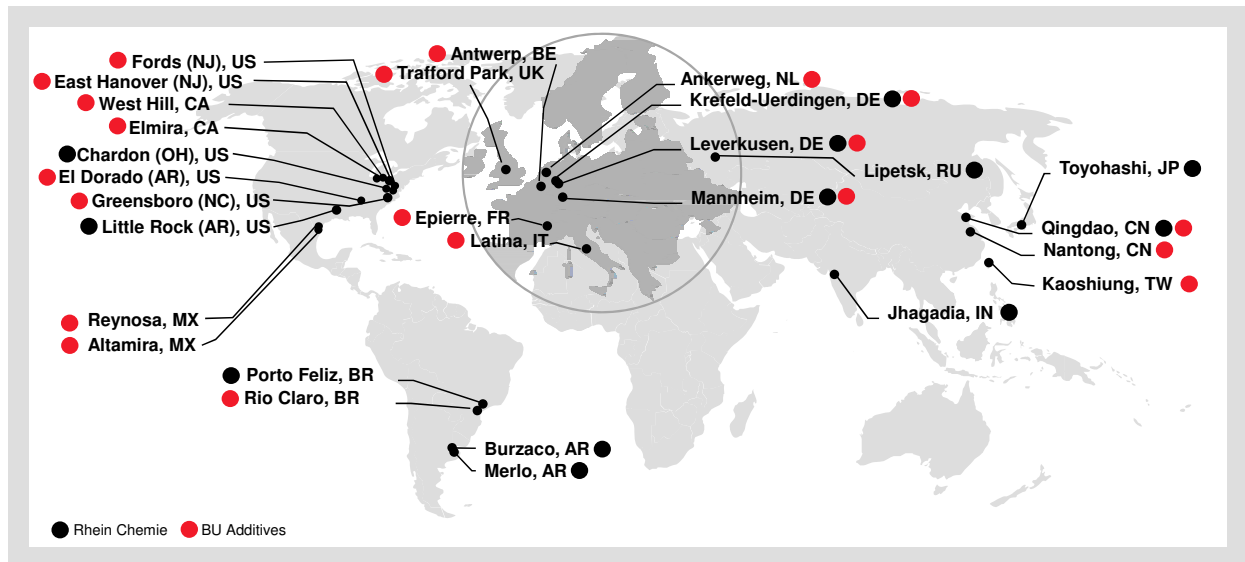
Specialty Additives offers a higher than average profitability



All references to EBITDA are pre exceptional; * Operating segments; pro forma restatements with new BU structure; ** As of 21 April 2017 Chemtura's additives business was consolidated

LANXESS Fact Book – Specialty Additives

Well-established presence in all regions and in close proximity to end customers



LANXESS Fact Book – Specialty Additives

Agenda

1. LANXESS – Energizing Chemistry

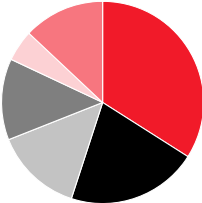
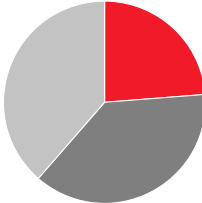
2. Business Segments

- Advanced Intermediates
- **Specialty Additives Additives**
Rhein Chemie
- Performance Chemicals
- Engineering Materials
- ARLANXEO

3. Financials

LANXESS Fact Book – Specialty Additives: Additives

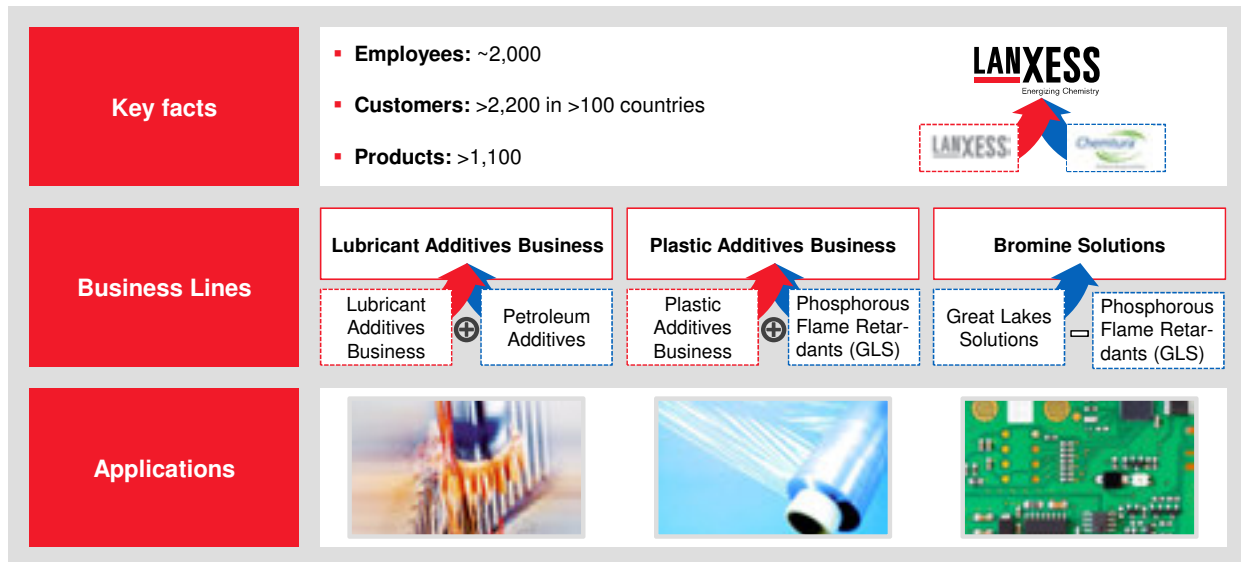
BU Additives is a major player in the attractive field of additives

Overview																			
<p>Key facts</p> <p>The Business Unit Additives comprises three Business Lines: Lubricant Additives, Plastic Additives and Bromine Solutions. It offers a broad portfolio of lubricant additives, brominated as well as phosphorus based products and produces at 20 production sites</p> <p>Production sites</p> <ul style="list-style-type: none"> ▪ BE: Antwerp ▪ BR: Rio Claro ▪ CA: W. Hill, Elmira ▪ CN: Qingdao, Nantong ▪ DE: Krefeld-Uerdingen Leverkusen, Mannheim ▪ FR: Epierre ▪ IT: Latina ▪ MX: Altamira, Reynosa ▪ NL: Ankerweg ▪ TW: Kaoshiung ▪ UK: Trafford Park ▪ US: East Hanover, El Dorado, Fords, Greensboro 	<p>Sales by end use 2016*</p>  <table border="1"> <tr><td>Ind. manufacturing</td><td>34%</td></tr> <tr><td>Transport</td><td>21%</td></tr> <tr><td>E&E</td><td>14%</td></tr> <tr><td>Construction</td><td>13%</td></tr> <tr><td>Energy</td><td>5%</td></tr> <tr><td>Others</td><td>13%</td></tr> </table> <p>Sales by region 2016*</p>  <table border="1"> <tr><td>Asia-Pacific</td><td>24%</td></tr> <tr><td>EMEA</td><td>37%</td></tr> <tr><td>Americas</td><td>39%</td></tr> </table>	Ind. manufacturing	34%	Transport	21%	E&E	14%	Construction	13%	Energy	5%	Others	13%	Asia-Pacific	24%	EMEA	37%	Americas	39%
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* 2016 pro forma including acquired Chemtura businesses

LANXESS Fact Book – Specialty Additives: Additives

BU Additives combines three leading global additives businesses under one roof



LANXESS Fact Book – Specialty Additives: Additives

BU Additives offers a strong platform to profit from growth in various end markets

	Lubricant Additives (~40%)*	Plastic Additives (~30%)*	Bromine Solutions (~30%)*
	An integrated lubricant product portfolio	A wide range of plastic additives and phosphorous based products	An integrated bromine player
Product portfolio	<ul style="list-style-type: none"> ▪ Basestocks and greases ▪ Additives (detergents, inhibitors) ▪ Additive packages ▪ Finished fluids 	<ul style="list-style-type: none"> ▪ Plasticizers ▪ Flame retardants ▪ Other plastic additives ▪ Specialties and intermediates 	<ul style="list-style-type: none"> ▪ Brominated flame retardants ▪ Fumigants ▪ Clear brine fluids ▪ Elemental bromine and fine chemicals
End markets	<ul style="list-style-type: none"> ▪ Aviation ▪ Refrigeration ▪ Industrial ▪ Automotive ▪ Metal working 	<ul style="list-style-type: none"> ▪ Construction ▪ Automotive ▪ General plastics ▪ Agrochemicals ▪ Water treatment 	<ul style="list-style-type: none"> ▪ Electronics ▪ Construction ▪ Automotive ▪ Chemicals and pharmaceuticals ▪ Oil and gas
Brands	Additin®, Calcinate™, Durad®, Naugalube®, Reolube®, Synton®, Royco®	Mesamol®, Adimol®, Ultramol®, Mersolat®, Disflamol®, Levagard®, Stabaxol®, Reofos®, Bayhibit®, Baypure®, Baysolvex®, Kronitex®,	Firemaster®, Geobrom®, Meth-O-Gas®, Terr-O-Gas®, Emerald Innovation®
Application examples			

* Revenue share based on FY 2016 including Chemtura

LANXESS Fact Book – Specialty Additives: Additives

Lubricant Additives Business: Unique integrated portfolio for lubricants

Overview				
<ul style="list-style-type: none"> ▪ Employees: ~820 worldwide ▪ Production sites: 14 ▪ Products: ~660 different products: <ul style="list-style-type: none"> - Basestocks - Additives - Additive packages - Greases - Finished fluids ▪ Customers: >800 worldwide 	<p style="text-align: center;">High-quality products for high-performance applications</p>			

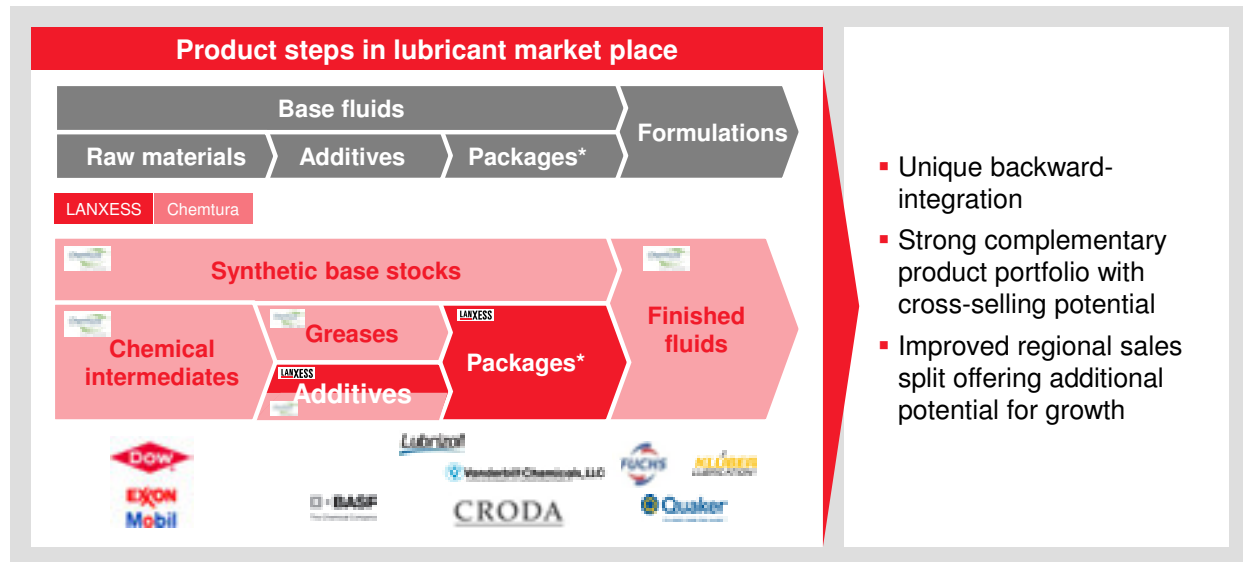
LANXESS Fact Book – Specialty Additives: Additives

High-quality Lubricant Additives products benefit from environmental awareness and regulation

<p style="text-align: center;">Wind turbines</p> <ul style="list-style-type: none"> ▪ Synton® high-viscosity polyalphaolefins (PAO) are used in gear oils for wind turbines, and in industrial and automotive applications ➔ Green energy ➔ Longer product life 	<p style="text-align: center;">Automotive emissions</p> <ul style="list-style-type: none"> ▪ Naugalube® antioxidants prolong lubricant life and help reduce automotive emissions ▪ Naugalube® friction modifiers help reduce friction and fuel consumption in automobiles ➔ Benefits from stricter Corporate Average Fuel Economy (CAFE) standards in the US ➔ Benefits from stricter EU regulations on low CO₂ emissions 	<p style="text-align: center;">Detergents</p> <ul style="list-style-type: none"> ▪ Lobase®, Hybase® detergents with low reactivity, corrosion protection and extreme pressure (EP) performance ➔ Enables lubricants that protect engines operating on varying quality fuels
<p style="text-align: center;">Emissions and fuel economy</p> <ul style="list-style-type: none"> ▪ Additin® new organic friction modifier delivers significantly enhanced friction reduction, performance retention and anti-wear protection ➔ Improved fuel economy ➔ Benefits from stricter emission regulations 	<p style="text-align: center;">Reduced equipment wear</p> <ul style="list-style-type: none"> ▪ Elevance Aria™ WTP 40 ester-functionalized high-viscosity base stock ➔ Enhanced performance ➔ Reduced equipment wear in transportation and industrial applications 	<p style="text-align: center;">Sustainable refrigerants</p> <ul style="list-style-type: none"> ▪ Hatcol® and Everest® help to phase out ozone depleting refrigerants ➔ Stricter regulation drives replacement of existing chlorofluorocarbon (CFC) and (HCFC) refrigerants with more sustainable hydrofluorocarbon (HFC)

LANXESS Fact Book – Specialty Additives: Additives

Unique integrated value chain in lubricants and lubricant additives



* Technical term for formulations / mixtures of different additive components

LANXESS Fact Book – Specialty Additives: Additives

Plastic Additives: Eco-friendly plasticizers and phosphorus-based flame retardants

Overview

- Employees:** ~360 worldwide
- Production sites:** 6
- Products:** ~300 different products:
 - Flame retardants
 - Plasticizers
 - Other plastic additives
 - Specialties and intermediates
- Customers:** >1,200 worldwide

Our high-quality plastic additives improve processability and enhance the product properties for our customers

LANXESS Fact Book – Specialty Additives: Additives

Plastic additives are an indispensable part of modern life

Flame retardants	Safe for toys and food contact	Giving plastics longer life
<ul style="list-style-type: none"> Fire safety requirements: 1) Prevent fire 2) Generate as little smoke as possible and delay the fire from spreading 	<ul style="list-style-type: none"> Plasticizer solutions that are safe in human contact or food 	<ul style="list-style-type: none"> Products made from plastics and polyurethane wear extremely fast on contact with water or acids
<p>→ LANXESS products offer highly-efficient fire protection paired with other advantages like easy processability or high elasticity</p>	<p>→ We offer plasticizing solutions for a broad range of specialty applications, e.g.:</p> <ul style="list-style-type: none"> Toys Products in contact with aqueous based foodstuffs Human contact, e.g. gloves, swimming floats, film for water beds Sealants and casting compounds for the construction sector 	<p>→ LANXESS' stabilizers extend the lifespan of products by up to three fold. Only this prolonged service life allows the use of these materials in critical applications</p>
<p>Disflamoll®, Reofos®, Levagard®, Uniplex</p>	<p>Mesamoll® II is suitable for a large number of demanding applications</p>	<p>Stabaxol® works effectively against hydrolysis in a wide range of polymers</p>

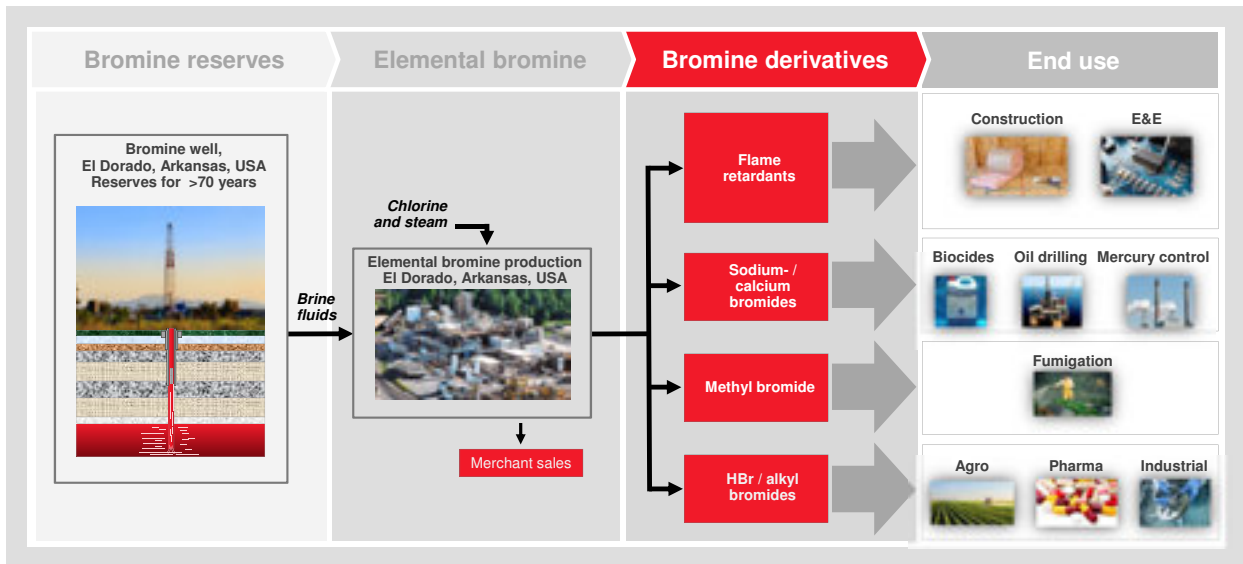
LANXESS Fact Book – Specialty Additives: Additives

Bromine Solutions Business: A bromine player with strong backward-integration

Overview	
<ul style="list-style-type: none"> Employees: ~470 worldwide Production sites: 2 Products: ~70 different products: <ul style="list-style-type: none"> Flame retardants Clear brine fluids Fumigants Catalysts Customers: >250 worldwide 	
<p>Bromine Solutions Business is an integrated player offering a wide range of bromine-based products</p>	

LANXESS Fact Book – Specialty Additives: Additives

Bromine Solutions – extracting value from bromine by pursuing the whole value chain



■ Products sold by LANXESS

LANXESS Fact Book – Specialty Additives: Additives

Agenda

1. LANXESS – Energizing Chemistry

2. Business Segments

- Advanced Intermediates
- **Specialty Additives**
Additives
Rhein Chemie
- Performance Chemicals
- Engineering Materials
- ARLANXEO

3. Financials

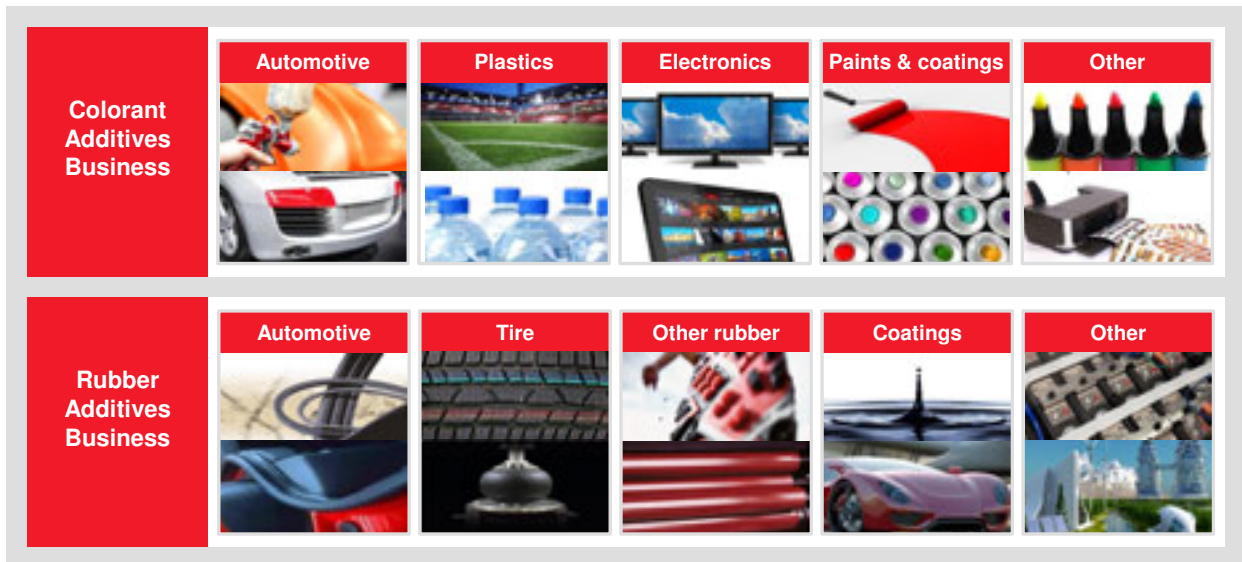
LANXESS Fact Book – Specialty Additives: Rhein Chemie

Rhein Chemie offers customized solutions for the rubber, plastic and paint industries

Overview																			
<p>Key facts</p> <ul style="list-style-type: none"> ▪ Solution provider for additives in rubber, plastics, construction and colorants applications <p>Production sites</p> <ul style="list-style-type: none"> ▪ Argentina: Burzaco, Merlo ▪ Brazil: Porto Feliz ▪ China: Qingdao ▪ Germany: Krefeld-Uerdingen, Leverkusen, Mannheim ▪ India: Jhagadia ▪ Japan: Toyohashi ▪ Russia: Lipetsk ▪ USA: Chardon, Little Rock 	<p>Sales by end use 2016</p> <table border="1"> <tr><td>Automotive</td><td>30%</td></tr> <tr><td>Tires</td><td>29%</td></tr> <tr><td>Plastics</td><td>6%</td></tr> <tr><td>Chemistry</td><td>4%</td></tr> <tr><td>Electronics</td><td>3%</td></tr> <tr><td>Others</td><td>28%</td></tr> </table> <p>Sales by region 2016</p> <table border="1"> <tr><td>Asia-Pacific</td><td>33%</td></tr> <tr><td>EMEA</td><td>42%</td></tr> <tr><td>Americas</td><td>25%</td></tr> </table>	Automotive	30%	Tires	29%	Plastics	6%	Chemistry	4%	Electronics	3%	Others	28%	Asia-Pacific	33%	EMEA	42%	Americas	25%
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LANXESS Fact Book – Specialty Additives: Rhein Chemie

Two Business Lines focusing on technical solutions for attractive end markets



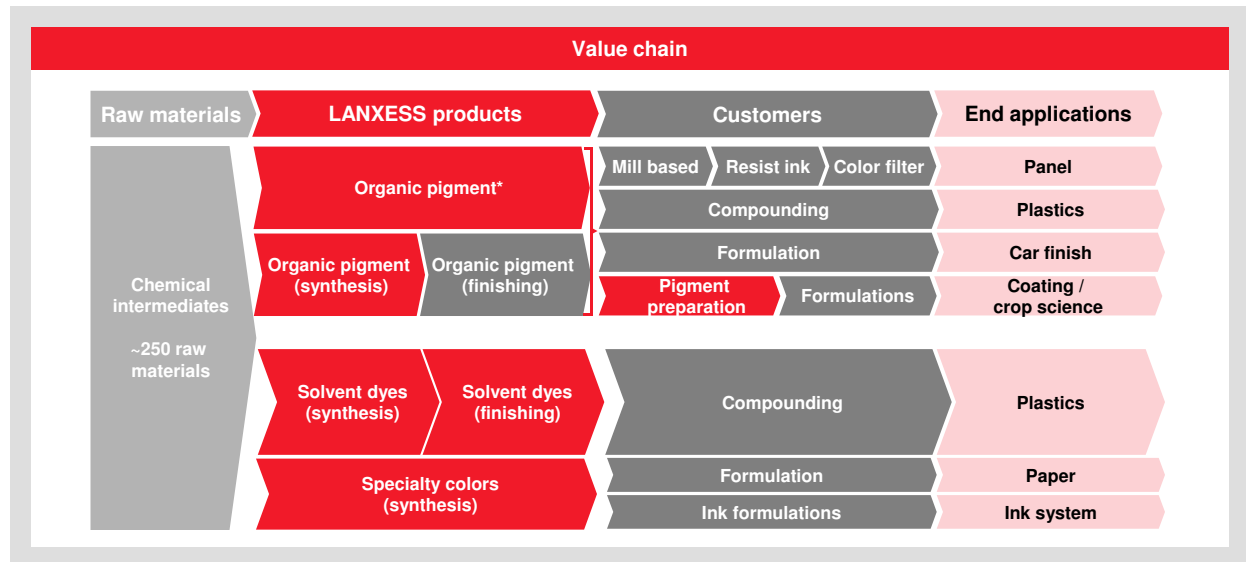
LANXESS Fact Book – Specialty Additives: Rhein Chemie

Addressing relevant additive markets with well-known branded products

Rubber Additives Business	Colorant Additives Business
<ul style="list-style-type: none"> ▪ Polymer-bound additives (Rhenogran®) ▪ High-performance bladders (Rhenoshape®) ▪ Release agents (Rhenodiv®) ▪ Tread marking paints (Rhenomark®) ▪ Processing promoters (Aktiplast®, Aflux®) ▪ Functional additives (Rhenofit®, Cohedur®) ▪ Zinc oxide (Bayoxide®, Zinkoxid aktiv®) 	<ul style="list-style-type: none"> ▪ Solvent dyes for the coloration of plastics (Macrolex®) ▪ Organic pigments for LCD color filter (Levascreen®) ▪ Pigments for automotive coating (Bayfast®) and plastics (Bayplast®) ▪ Organic (Levanyl®) and inorganic (Levanox®) pigment preparations ▪ High-quality colorants for inks (Bayscript®)

LANXESS Fact Book – Specialty Additives: Rhein Chemie

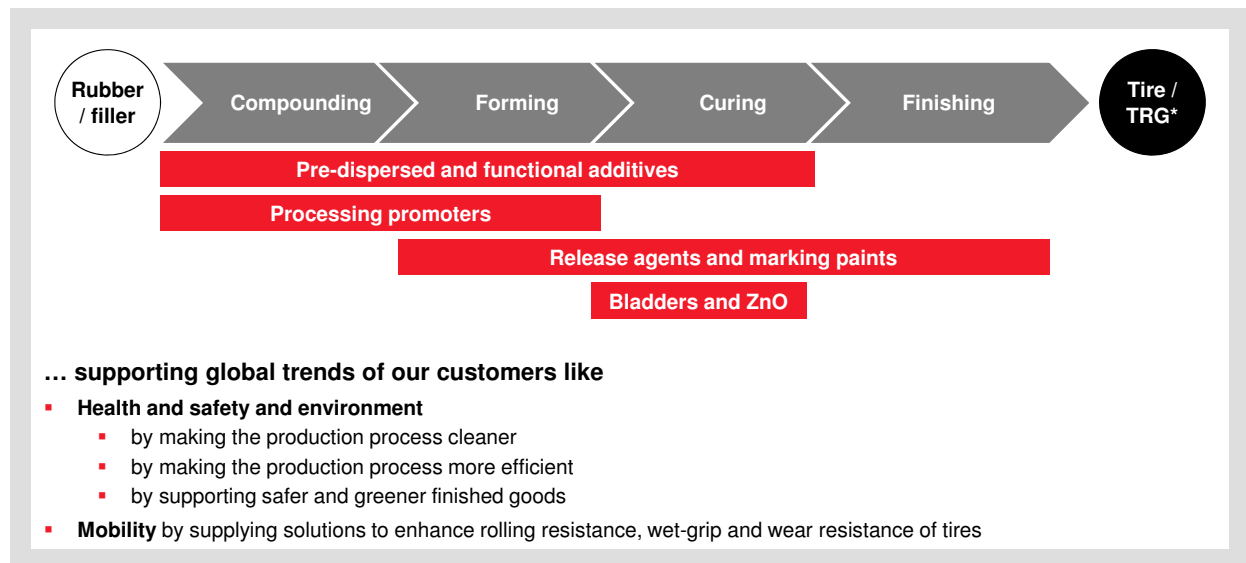
Colorant Additives Business provides solutions to a broad variety of applications and industries



* Only pigment yellow 150

LANXESS Fact Book – Specialty Additives: Rhein Chemie

Broad portfolio of rubber additives from pre-dispersed and functional additives to process aids and auxiliaries




* Technical rubber goods

LANXESS Fact Book – Specialty Additives: Rhein Chemie

Proprietary development of permanent bladder coatings completes bladder product portfolio


Release agents

- Preventing the tire from sticking to the mold or bladder during the curing process
- Enabling smooth and cost-efficient tire production process



Permanent bladder coatings

- First production in automated line in 2017
- Improve the efficiency and quality of tire vulcanization
- Enable tires to be vulcanized without the need for tire spray solutions containing silicones
- In particular used for tires with run-flat, self-sealing and noise-reducing properties



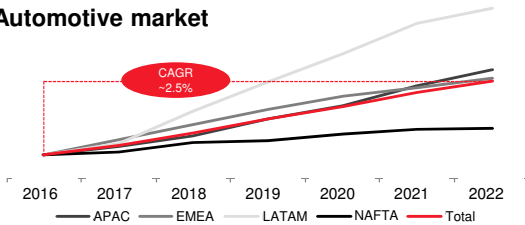
Rhein Chemie is the only global player for release agents and bladders with permanent bladder coating for tire manufacturing out of one hand

LANXESS Fact Book – Specialty Additives: Rhein Chemie

Rhein Chemie has a leading market position in its main business segments

Market development

Automotive market



Market development (CAGR 2017-2022)

Global:	~2.5%	North America:	~1%
Asia-Pacific:	~3%	Latin America:	~5%
EMEA:	~2%		

BU RCH global total demand: ~ €2.5 bn
Average demand growth of ~3% mainly driven by automotive and tire industry; some specialties with higher growth rates

Market environment

Supporting growth trends

- Rhein Chemie's growth in tires and automotive applications is driven by the megatrend mobility
- Key markets (plastics, electronics, printing inks) with continuously strong growth rates
- Tightening regulatory standards allow Rhein Chemie to benefit from its leading compliance organization and performance
- Stricter enforcement of environmental standards in developing countries (e.g. China and India) resulting in market consolidation

Main competitors

Chemtrend	MLPC / Arkema Group
Clariant	Ningbo Longxin

Source: LANXESS estimates

LANXESS Fact Book – Specialty Additives: Rhein Chemie

Business Segments

- Performance Chemicals

Agenda

1. LANXESS – Energizing Chemistry

2. Business Segments

- Advanced Intermediates
- Specialty Additives
- **Performance Chemicals**
- Engineering Materials
- ARLANXEO

3. Financials

LANXESS Fact Book – Performance Chemicals

Performance Chemicals: Production of application-focused chemicals for a wide range of industries

Inorganic Pigments



- A leading global supplier of inorganic pigments for the coloring of construction materials, coatings, plastics and for technical applications

Leather Chemicals



- Supplier with a complete range of products for leather processing (tanning agents, preservatives, finishing auxiliaries, dye products)

Material Protection Prod.



- Wide range of microbial control products for construction and paints, beverages, industrial use and wood protection

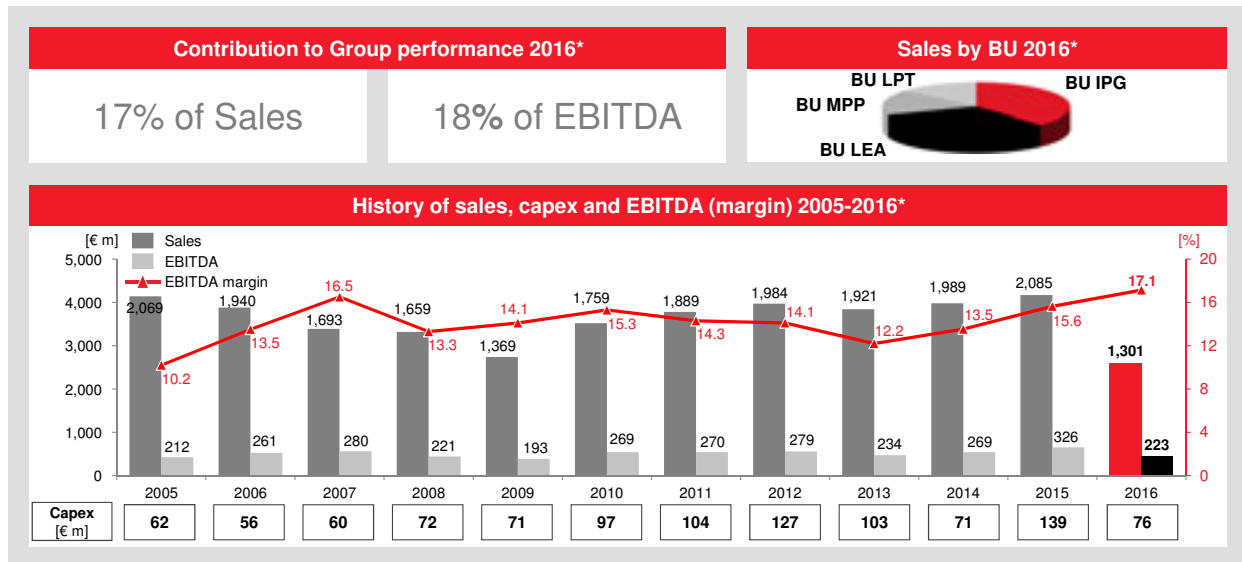
Liquid Purification Technol.



- One of the leading global producers of ion exchange resins, adsorbers, functional polymers and reverse osmosis membranes for the treatment and purification of water and other liquids

LANXESS Fact Book – Performance Chemicals

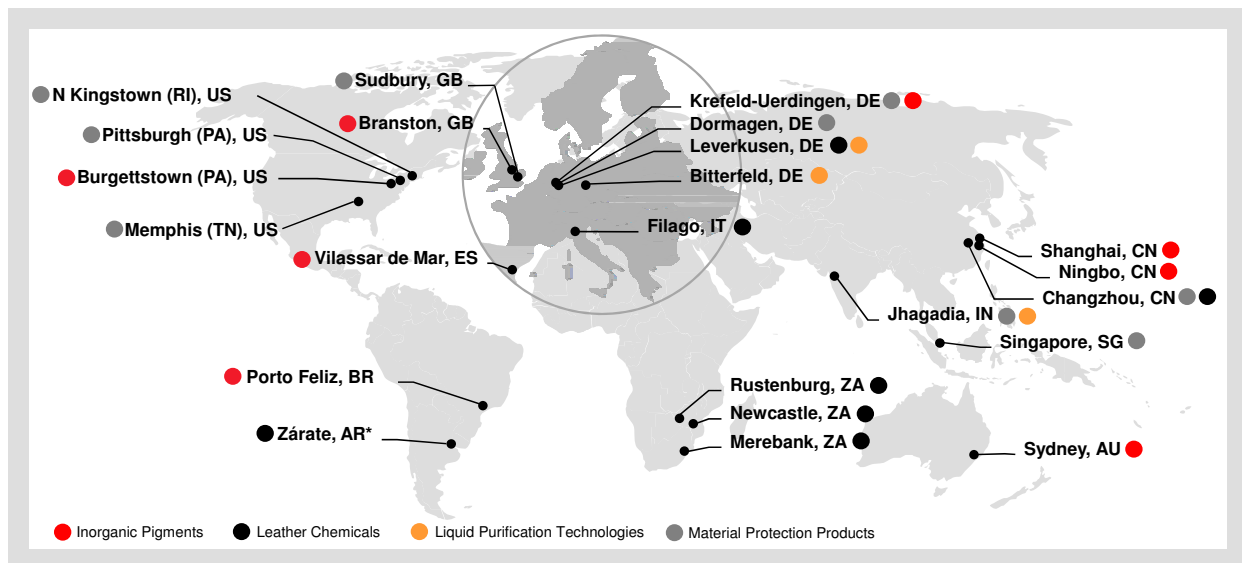
Performance Chemicals: Specialty chemicals for niche markets



All references to EBITDA are pre exceptional; * Operating segments; pro forma restatements with new BU structure for 2016. As of 21 April 2017 BU ADD left the Performance Chemicals segment to form part of the Specialty Additives segment

LANXESS Fact Book – Performance Chemicals

Performance Chemicals has a global manufacturing base



* To be closed by year end 2017

LANXESS Fact Book – Performance Chemicals

Agenda

1. LANXESS – Energizing Chemistry

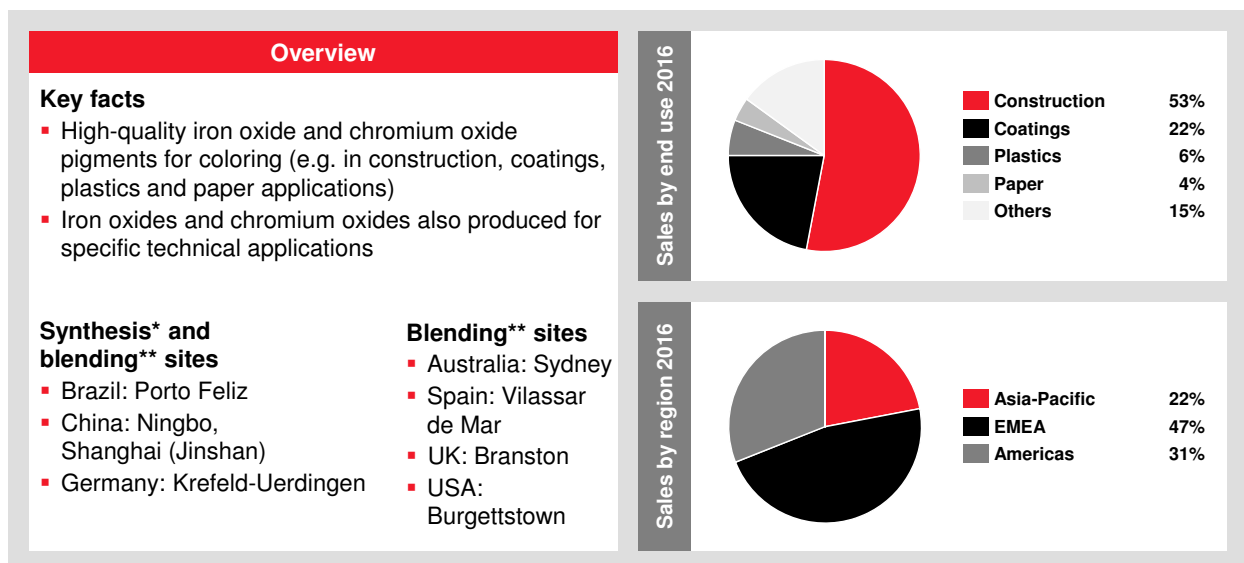
2. Business Segments

- Advanced Intermediates
- Specialty Additives
- **Performance Chemicals**
 - Inorganic Pigments
 - Leather Chemicals
 - Material Protection Products
 - Liquid Purification Technologies
- Engineering Materials
- ARLANXEO

3. Financials

LANXESS Fact Book – Performance Chemicals: Inorganic Pigments


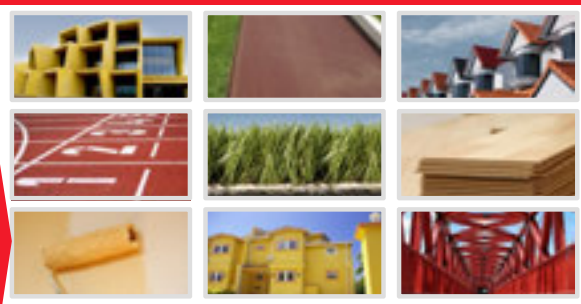
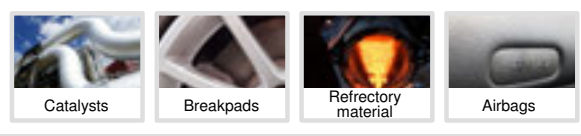
Inorganic Pigments: The global player in high-quality synthetic iron oxide pigments



* Production of raw pigments; ** Further value added by mixing and / or milling; production of special color shades

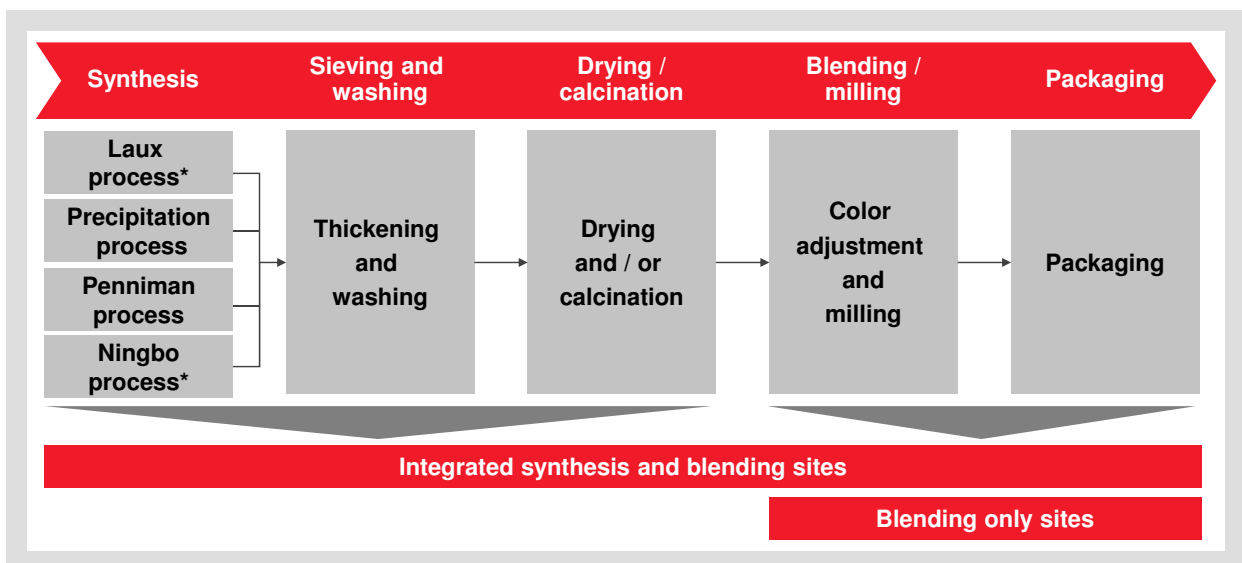
LANXESS Fact Book – Performance Chemicals: Inorganic Pigments

Best known brands for coloring and for various technical applications

Products and brands	Coloring applications
<ul style="list-style-type: none"> Iron oxide pigments (red, yellow, brown and black) Chromium oxide pigments (green) Main brands: 	
	Selected technical applications
	

LANXESS Fact Book – Performance Chemicals: Inorganic Pigments

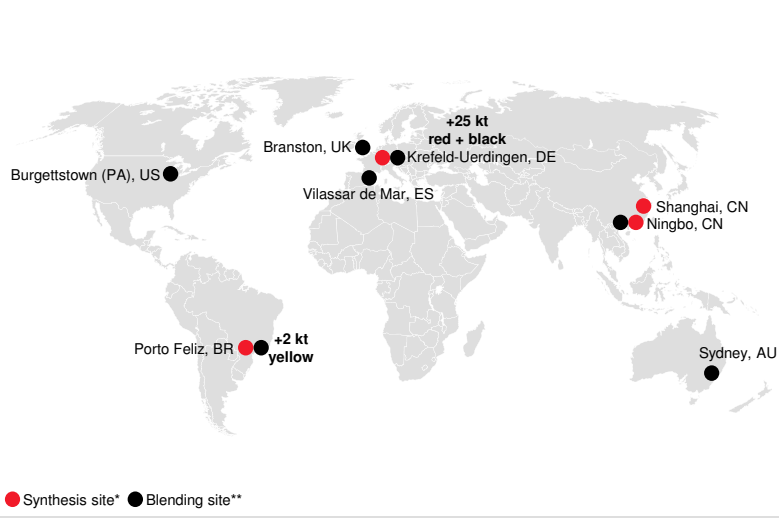
BU Inorganic Pigments covers the full value chain of iron oxide pigments production



* A LANXESS proprietary process that is very efficient

LANXESS Fact Book – Performance Chemicals: Inorganic Pigments

Sustained and targeted investments in the global production network ensures supply security for global customers



LANXESS reacts to meet the rising iron oxide demand

LANXESS is extending its global production capacities at different locations from 375,000 to approx. 400,000 tons by 2019



- Capacities for red and black pigments will be increased from ~280 kt by ~25 kt at the Krefeld-Uerdingen, Germany site
- Production volume of yellow pigments will be ramped up from ~30 kt by another 2 kt in Porto Feliz, Brazil
- The new production site in Ningbo, China, is designed for an annual capacity of 25 kt of red pigments. Production started in 2016

● Synthesis site* ● Blending site**

* Production of raw pigments; ** Further value adding by mixing and / or milling; production of special color shades

LANXESS Fact Book – Performance Chemicals: Inorganic Pigments













The Ningbo Process® technology ensures for the first time an eco-friendly production of red iron oxide pigments in China



- In Ningbo, China, LANXESS is operating the world's most modern plant for iron oxide pigments
- 25,000 metric tons of synthesis capacity for yellowish red pigments and 70,000 metric tons mixing and milling
- The unique Ningbo Process® is based on patented technology (utility patent) and sets a new benchmark for sustainable iron oxide production
- LANXESS now covers the entire spectrum of red pigments from a single source
- Furthermore, entirely new color spaces can also be produced using the Ningbo Process®




LANXESS Fact Book – Performance Chemicals: Inorganic Pigments

Sustainability: Setting new sustainability standards in iron and chromium oxide production as competitive advantage

Sustainability													
<ul style="list-style-type: none"> LANXESS is driver for continuous HSEQ improvements within the iron oxide industry globally Global sustainability approach leads to more environmentally friendly processes and products LANXESS' products are highly efficient, sustainable and do not pose harm to our health or to nature (SCS certificate for recycled content) Focus on sustainability in all production steps brings a competitive advantage 	<table border="1"> <tr> <td>Krefeld-Uerdingen, Germany</td> <td> <ul style="list-style-type: none"> Innovative waste water recycling process Processed water of recovery unit does not require further cleaning </td> <td></td> </tr> <tr> <td>Porto Feliz, Brazil</td> <td> <ul style="list-style-type: none"> CO₂ neutral production of energy by using biomass (co-generation plant) Reduction of CO₂ emissions by 44 kt annually </td> <td></td> </tr> <tr> <td>Ningbo, China</td> <td> <ul style="list-style-type: none"> Ningbo Process® with optimized waste water treatment and off-gas cleaning Characterized by its particularly high energy efficiency, the plant will meet and exceed latest environmental standards </td> <td></td> </tr> <tr> <td>Shanghai (Jinshan), China</td> <td> <ul style="list-style-type: none"> State-of-the-art waste water treatment plant Reduced emissions by improved energy utilization and water management Black plant recycling by-product of yellow production </td> <td></td> </tr> </table>	Krefeld-Uerdingen, Germany	<ul style="list-style-type: none"> Innovative waste water recycling process Processed water of recovery unit does not require further cleaning 		Porto Feliz, Brazil	<ul style="list-style-type: none"> CO₂ neutral production of energy by using biomass (co-generation plant) Reduction of CO₂ emissions by 44 kt annually 		Ningbo, China	<ul style="list-style-type: none"> Ningbo Process® with optimized waste water treatment and off-gas cleaning Characterized by its particularly high energy efficiency, the plant will meet and exceed latest environmental standards 		Shanghai (Jinshan), China	<ul style="list-style-type: none"> State-of-the-art waste water treatment plant Reduced emissions by improved energy utilization and water management Black plant recycling by-product of yellow production 	
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LANXESS Fact Book – Performance Chemicals: Inorganic Pigments

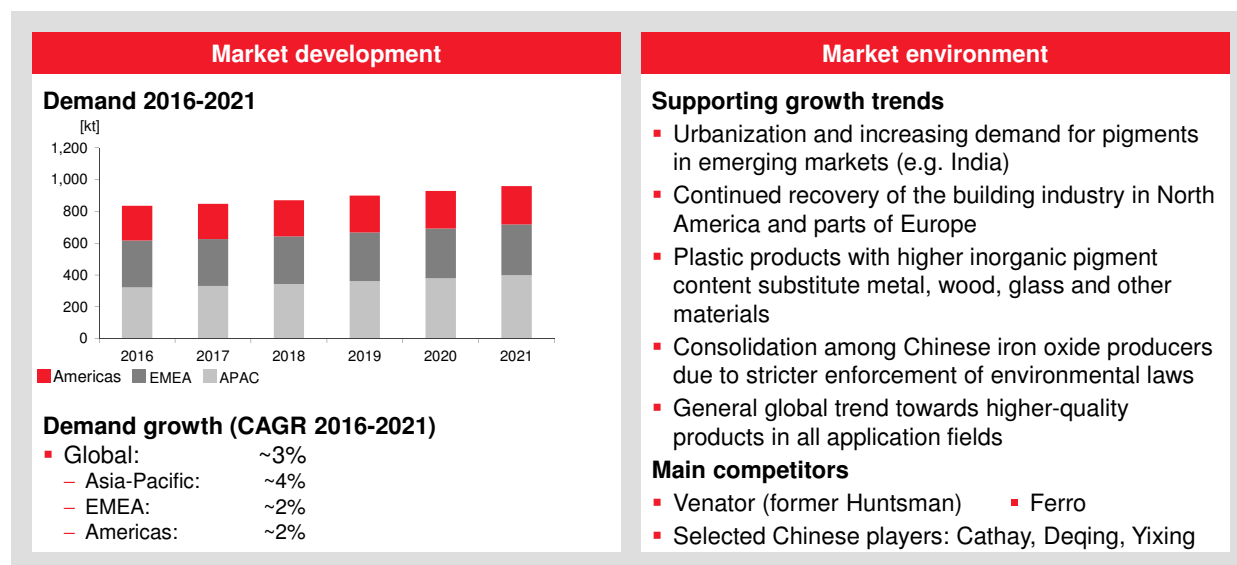
Innovative application areas for inorganic pigments and unique products are developed

3D printing	<ul style="list-style-type: none"> Different materials used for 3D printing need universally applicable pigments with high performance in terms of heat stability and dispersibility Iron oxides from LANXESS bring color to future technologies like 3D printing 	
Li-ion batteries	<ul style="list-style-type: none"> Iron oxide used as raw material for the manufacture of LiFePO₄* as cathode material for batteries in e-mobility applications 	
New red pigments	<ul style="list-style-type: none"> Extended product portfolio with unique bright, yellow-shade red pigments opening up new color spaces e.g. for paint and coatings 	

* Lithium Iron Phosphate rechargeable battery (usually just called lithium batteries)

LANXESS Fact Book – Performance Chemicals: Inorganic Pigments

Urbanization and increased sustainability awareness drive demand for LANXESS Inorganic Pigments



Source: LANXESS volume estimates

LANXESS Fact Book – Performance Chemicals: Inorganic Pigments

Agenda

1. LANXESS – Energizing Chemistry

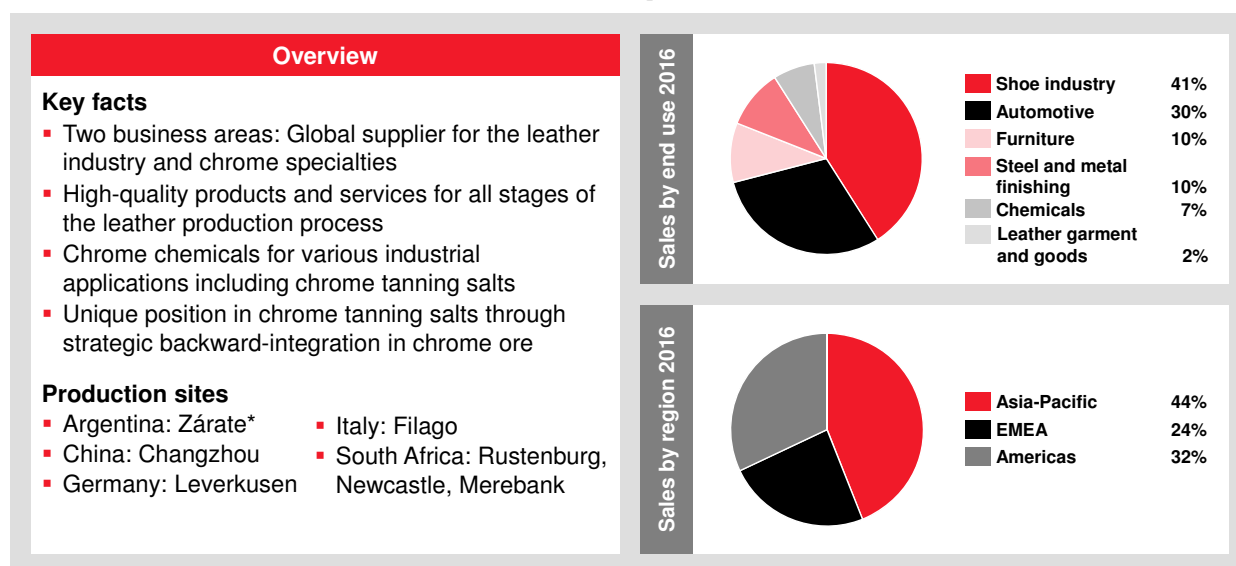
2. Business Segments

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- ARLANXEO

3. Financials

LANXESS Fact Book – Performance Chemicals: Leather Chemicals









Leather Chemicals: One of the world’s leading suppliers of leather chemicals and chrome specialties



* To be closed by year end 2017

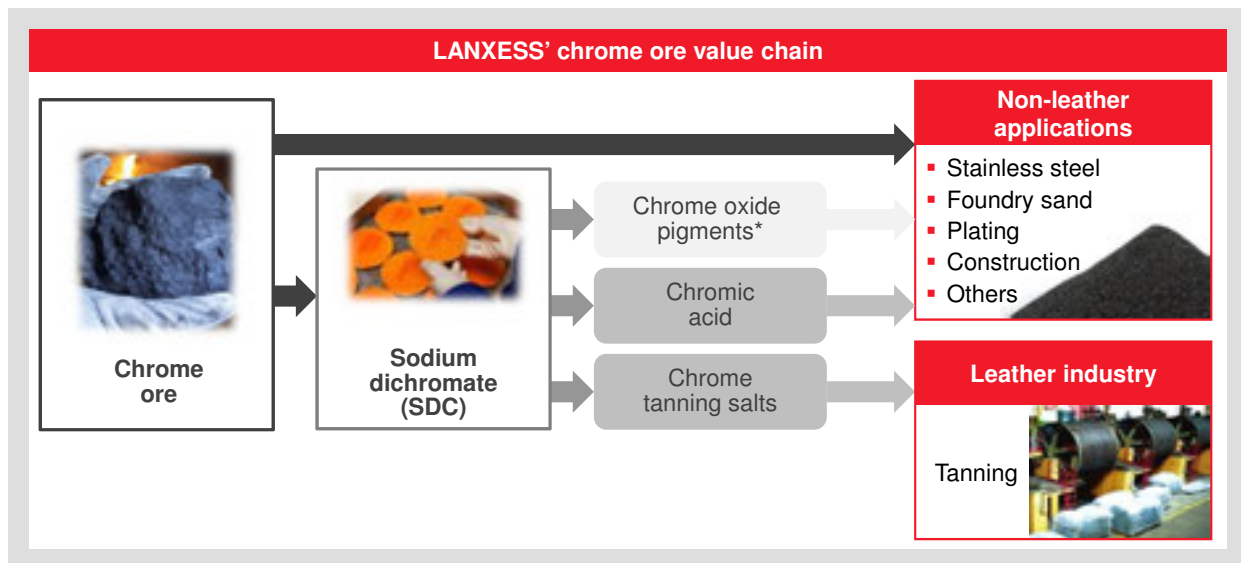
LANXESS Fact Book – Performance Chemicals: Leather Chemicals

BU Leather Chemicals offers the complete product range for leather processing and selected chrome specialties

Products and brands		Applications	
<p>Leather chemicals</p> <ul style="list-style-type: none"> Preservatives Beamhouse chemicals Chrome-free tanning products Retanning chemicals Binders Colorants Fatliquors Finishing auxiliaries Patent leather chemicals 	<p>Chrome specialties</p> <ul style="list-style-type: none"> Chrome ore Sodium dichromate Chromic acid Chrome oxide 	  	  
<p>X-Tan' X-Tanigan' Peltec' X-Zyme' X-Aquaderm' X-Chromosal'</p>		 	

LANXESS Fact Book – Performance Chemicals: Leather Chemicals

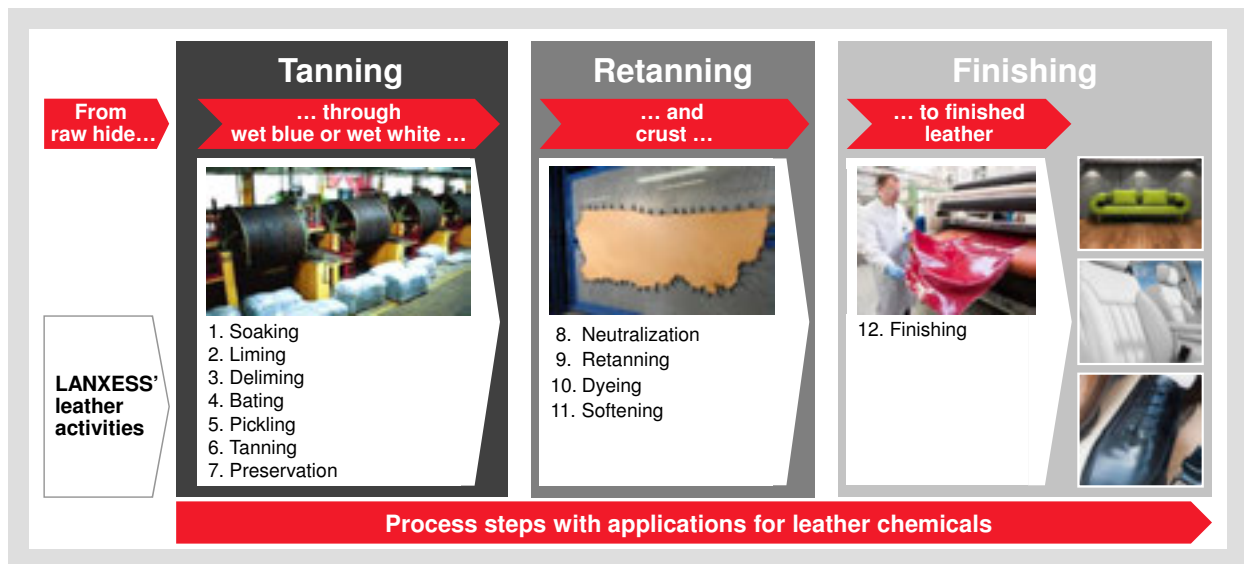
Upstream-integration into chrome ore for use in leather and non-leather applications



* Chrome oxide pigments are manufactured and distributed by BU Inorganic Pigments

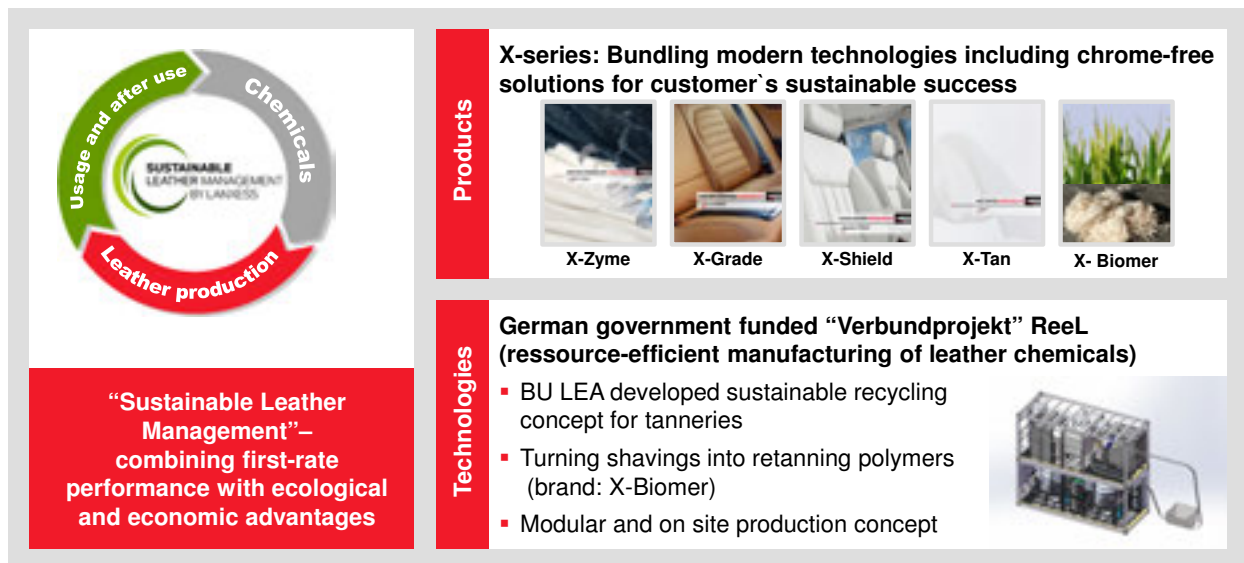
LANXESS Fact Book – Performance Chemicals: Leather Chemicals

Well-balanced portfolio of leather chemicals as one-stop shop



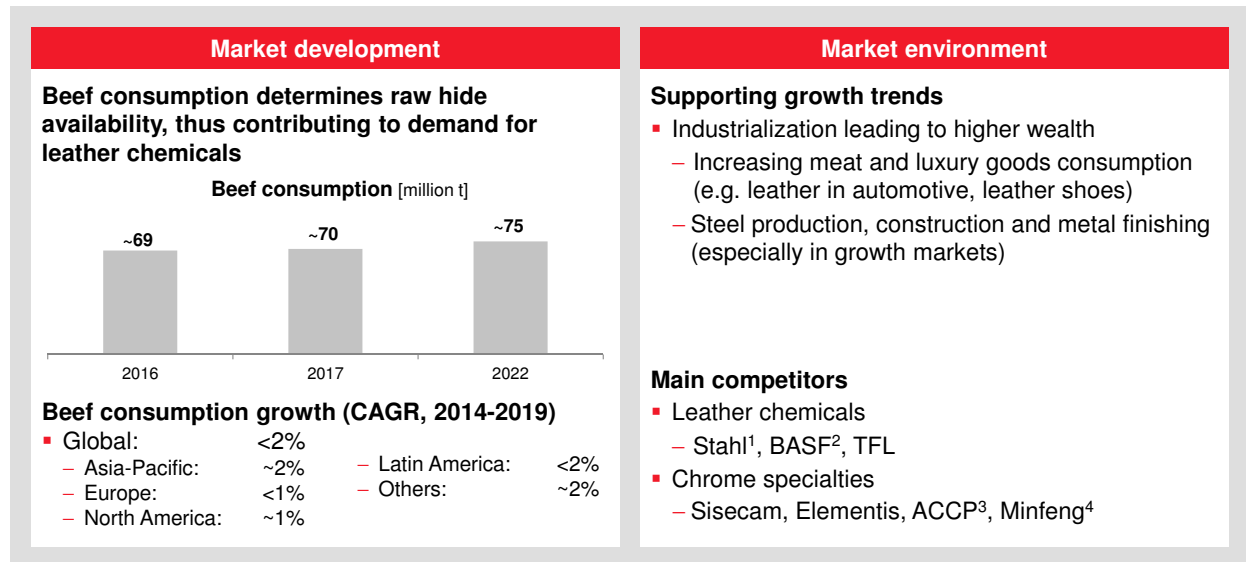
LANXESS Fact Book – Performance Chemicals: Leather Chemicals

Leadership position in sustainability and innovation competence



LANXESS Fact Book – Performance Chemicals: Leather Chemicals

Key leather markets growing in line with increasing industrialization



Source: OECD-FAO 2014; ¹ Including acquired Clariant leather chemicals business; ² Stahl to acquire BASF's leather chemicals, closure expected in Q4 2017; ³ Aktyubinsk Chrome Chemicals Plant (Kazakhstan); ⁴ Chongqing Minfeng Chemical (China)

LANXESS Fact Book – Performance Chemicals: Leather Chemicals

Agenda

1. LANXESS – Energizing Chemistry

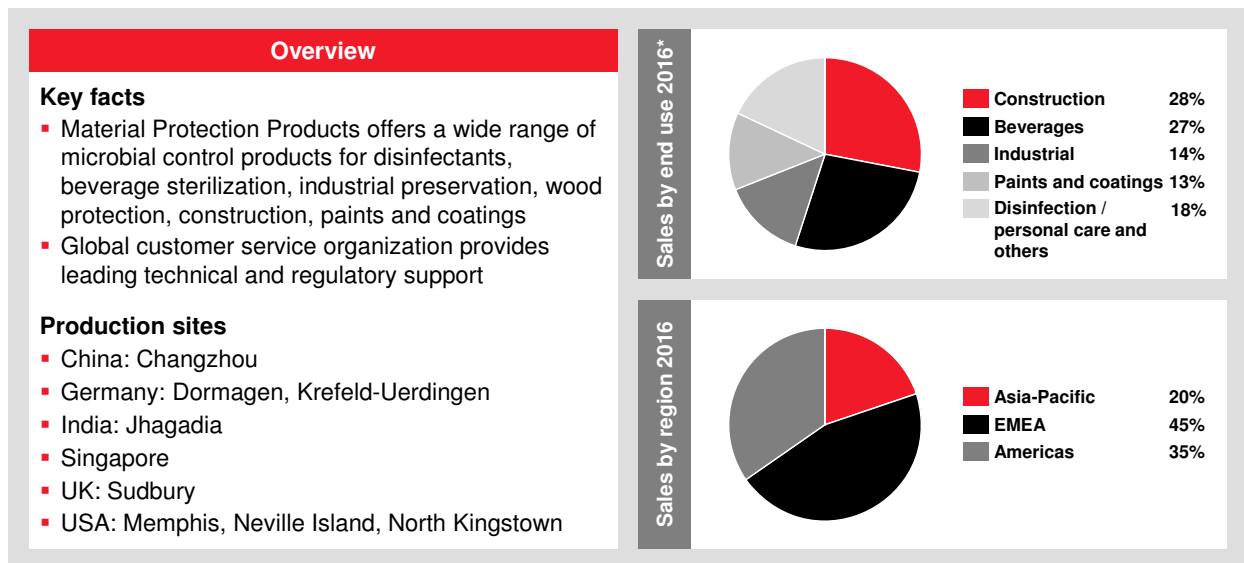
2. Business Segments

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3. Financials

LANXESS Fact Book – Performance Chemicals: Material Protection Products

Material Protection Products: Customized solutions to preserve a variety of materials



* Contains former Chemours' Clean & Disinfect business as of September 2016

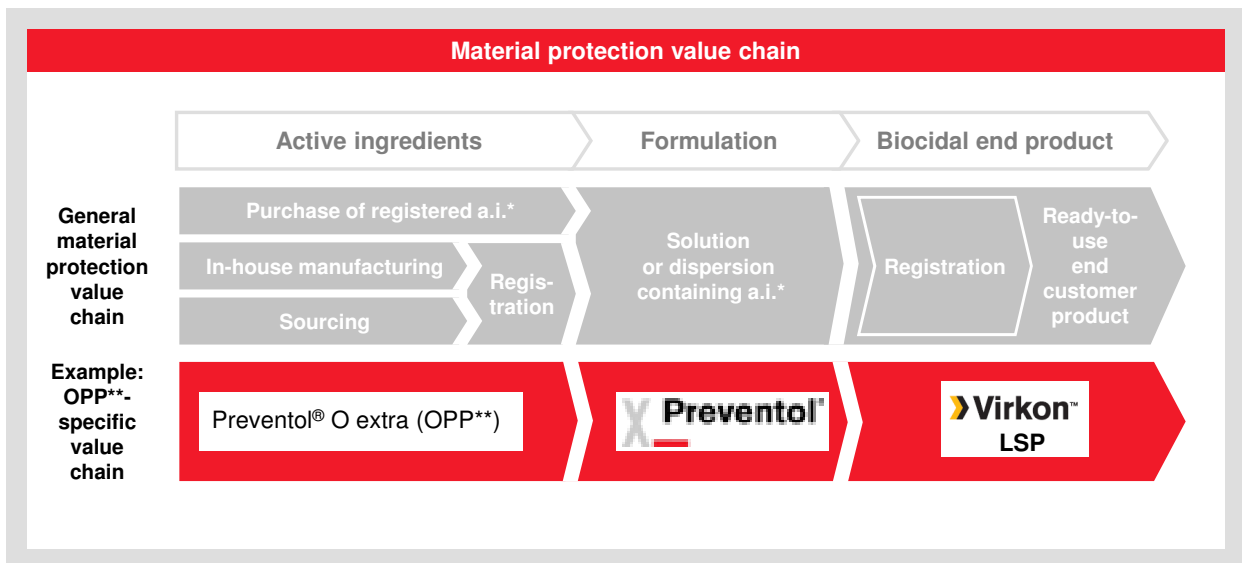
LANXESS Fact Book – Performance Chemicals: Material Protection Products

Material Protection Products offers products and solutions for a broad range of applications



LANXESS Fact Book – Performance Chemicals: Material Protection Products

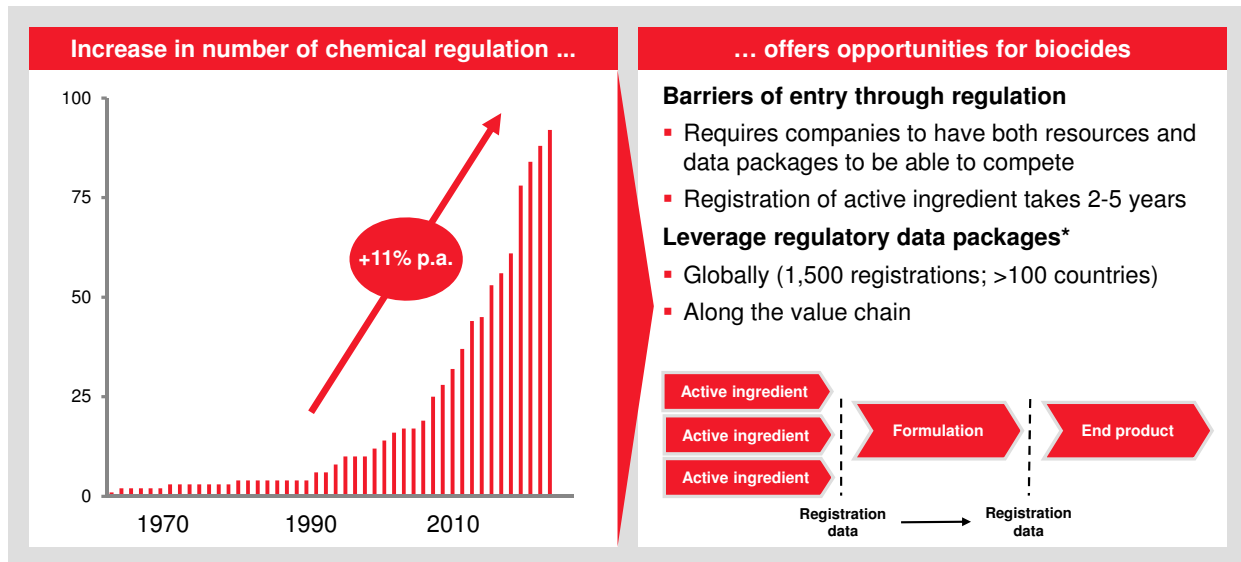
A leading producer of active ingredients and formulations for the protection of materials



* a.i. = active ingredient; ** OPP = o-phenylphenol

LANXESS Fact Book – Performance Chemicals: Material Protection Products

Increase in chemical regulation as key differentiator for LANXESS' biocides business



* Initial registration costs accrue for each active ingredient but data can be re-used in other jurisdiction and downstream. Registration includes import licences, listings in national inventories, etc.

LANXESS Fact Book – Performance Chemicals: Material Protection Products

A perfect fit: Acquisition of highly attractive biocide and customer solution business

Chemours' Clean & Disinfect business

Virkon™

- Globally leading in powder veterinary disinfectant
- Target market ~€500 m

Oxone™

- Globally #1 in the oxidizing agent monopersulfate
- Key ingredient for Virkon™ and sales in adjacent industries (e.g. pool and spa)

Chlorine dioxide business for industrial water treatment

Animal health

Pool and spa

Human health

Electronics

Price ~€200 m*	Sales ~€100 m*	EBITDA ~€20 m*	Employees ~170	Production 3 sites
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Significant expansion of high-margin biocide business with attractive growth rates (3-6%)

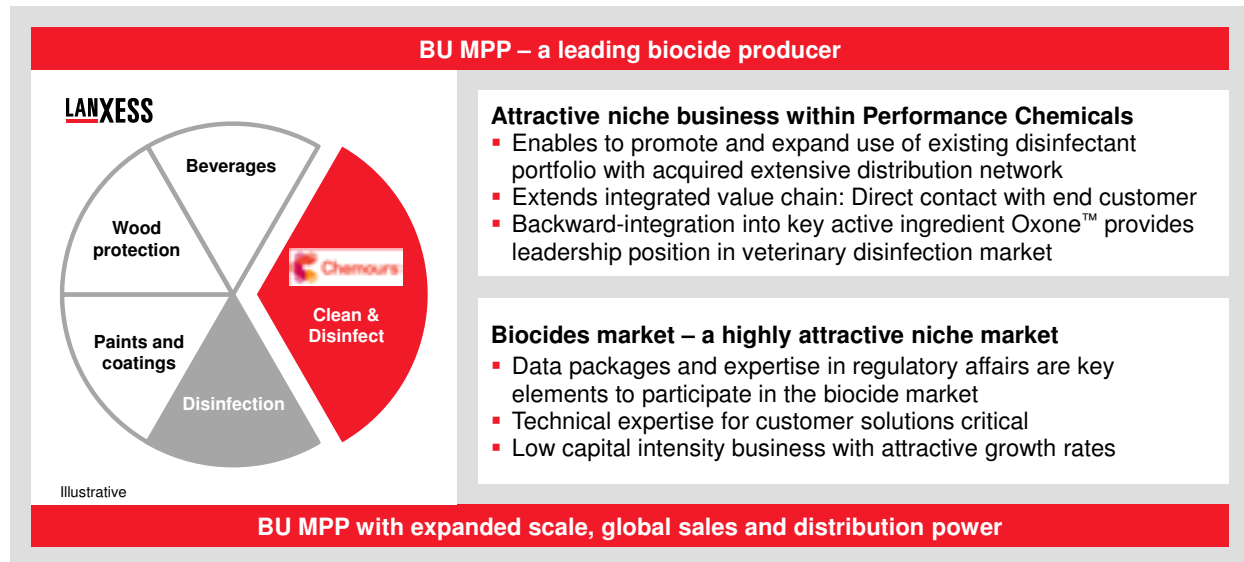
Market access into attractive niche veterinary disinfection market with potential of top-line synergies

Chemours' business is the only backward-integrated player

* Financials FY 2015 pro forma pre exceptionals; FX: 1.10 USD / EUR

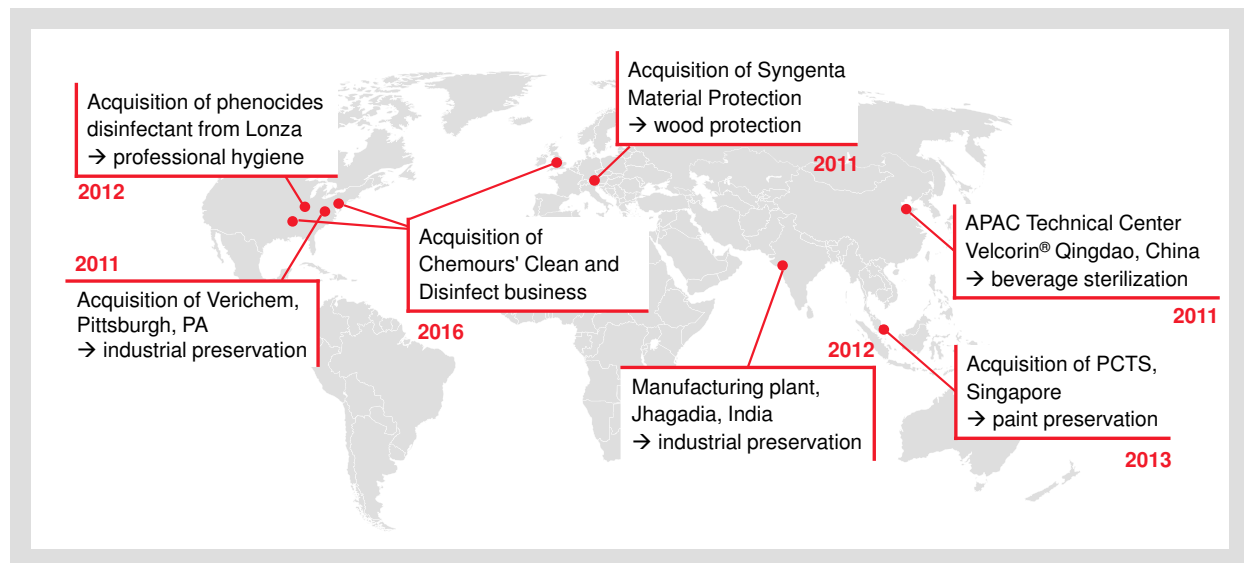
LANXESS Fact Book – Performance Chemicals: Material Protection Products

BU MPP is a leading player in a highly attractive niche market and end customer access



LANXESS Fact Book – Performance Chemicals: Material Protection Products

Continued focus on growth at Material Protection Products: A combination of organic and external growth



LANXESS Fact Book – Performance Chemicals: Material Protection Products

Material Protection Products: Benefiting from increasing demand and positive market trends

Market development	Market environment
<p>Total global demand, 2017e</p> <ul style="list-style-type: none"> ▪ Disinfection and personal care ~€2.2 bn ▪ Microbial control ~€2.6 bn <p>Demand growth (CAGR 2016-2020)</p> <ul style="list-style-type: none"> ▪ Global: ~3% <ul style="list-style-type: none"> – Asia-Pacific: ~4% – Germany: ~3% – EMEA (w / o Germany): ~2% – North America: ~2% – Latin America: ~3% 	<p>Supporting growth trends</p> <ul style="list-style-type: none"> ▪ Trend towards healthier and functional beverages fosters growth of Velcorin® ▪ Increasing meat consumption and minimized antibiotics usage drive demand for veterinary hygiene ▪ Urbanization in emerging countries drives growth in construction sector <p>Main competitors</p> <ul style="list-style-type: none"> ▪ BASF ▪ DOW ▪ Lonza ▪ Thor ▪ Troy

Source: HIS Market Report 2017

LANXESS Fact Book – Performance Chemicals: Material Protection Products

Agenda

1. LANXESS – Energizing Chemistry

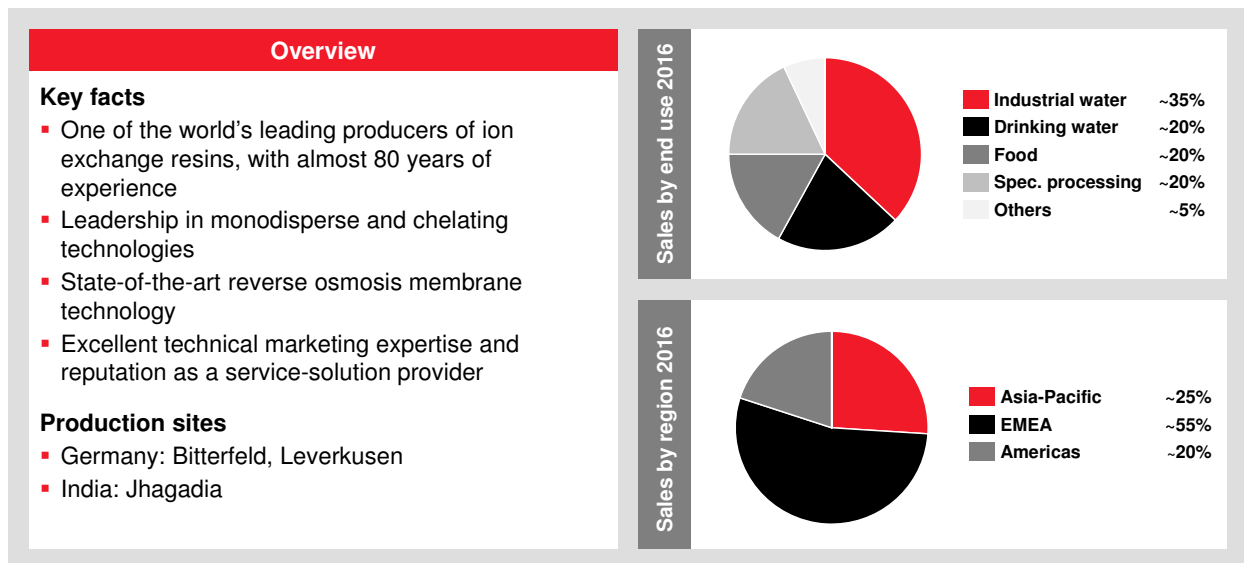
2. Business Segments

- Advanced Intermediates
- Specialty Additives
- **Performance Chemicals**
 - Inorganic Pigments
 - Leather Chemicals
 - Material Protection Products
 - Liquid Purification Technologies**
- Engineering Materials
- ARLANXEO

3. Financials

LANXESS Fact Book – Performance Chemicals: Liquid Purification Technologies

Liquid Purification Technologies: A leading global solution provider for liquid treatment



LANXESS Fact Book – Performance Chemicals: Liquid Purification Technologies

Comprehensive product portfolio provides advanced solutions for treatment of liquids

Products and brands	Applications
<p>X Lewatit® Ion exchange resins, adsorbers and functional polymers</p> <p>X Lewabrane® Reverse osmosis membrane elements</p> <p>X Bayoxide® Granular iron oxide adsorbers for water treatment</p> <p>LewaPlus® Engineering design platform for both ion exchange and reverse osmosis equipment dimensioning</p>	

LANXESS Fact Book – Performance Chemicals: Liquid Purification Technologies

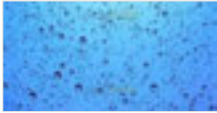

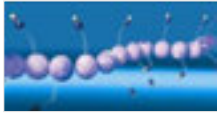



Tailor-made solutions for over 500 applications in key industries

Water treatment	Food and beverages	Mining
<ul style="list-style-type: none"> ▪ Desalination of brackish water and seawater to produce drinking water ▪ Cartridges for water softening ▪ Drinking and groundwater remediation, removal of contaminants ▪ Removal of heavy metals and organic contaminants from water and gas to allow reuse / recycling 	<ul style="list-style-type: none"> ▪ Beverages (soft drinks, juices, beer): Softening, desalination, debittering ▪ Sugar and sweeteners: Decolorization, demineralization, final cleaning, inversion, chromatography ▪ Industrial food processing 	<ul style="list-style-type: none"> ▪ Recovering base metals, rare earths and precious metals ▪ Processing metal concentrates: E.g. purification of electrolytes ▪ Acid processing ▪ Treatment of mining wastewater: E.g. removing heavy metal traces
Power generation	Chemistry and petrochemistry	Electronics & microelectronics
<ul style="list-style-type: none"> ▪ Fossil fuel and nuclear power plants: <ul style="list-style-type: none"> – Demineralization of boiler feed water – Condensate polishing – Water treatment in cooling ponds – Wastewater treatment 	<ul style="list-style-type: none"> ▪ Catalysis for industrial products, e.g. BPA*, MTBE** ▪ Chloralkali electrolysis (brine processing) ▪ Process stream treatment & recycling ▪ Purifying organic chemicals e.g. using adsorbers ▪ CO₂ / COS capture 	<ul style="list-style-type: none"> ▪ Treating ultrapure water to manufacture: <ul style="list-style-type: none"> – Semiconductors – LCD screens – Solar cells – LED components

* Bisphenol AM; ** Methyl-tert-butylether

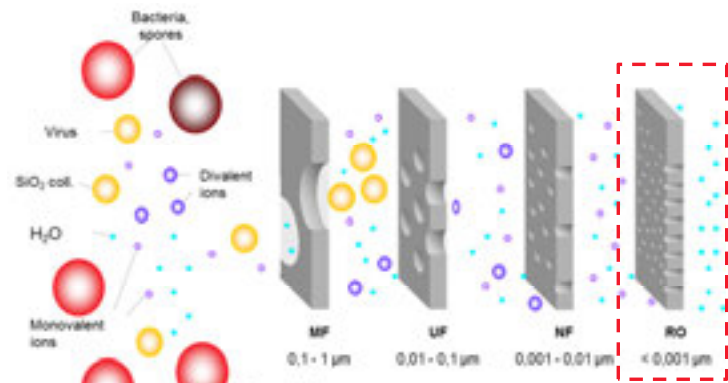
LANXESS Fact Book – Performance Chemicals: Liquid Purification Technologies


Ion exchange resins: Production process is conducive to a variety of applications

Production process			Product properties
			<ul style="list-style-type: none"> High technical and application know-how needed to produce premium products Ion exchange resins can be cleaned and regenerated for many applications
<p align="center">Different functional groups for different applications (example)</p>			
<p>Bead</p>  <p>Chelating functional group</p> $\text{---CH}_2\text{-N} \begin{cases} / \text{CH}_2\text{-CO}_2\text{Na} \\ \backslash \text{CH}_2\text{-CO}_2\text{Na} \end{cases}$	<p>Bead</p>  <p>Catalysis functional group</p> $\text{---SO}_3\text{H}$	<p>Bead</p>  <p>Softening functional group</p> $\text{---CO}_2\text{H}$	

LANXESS Fact Book – Performance Chemicals: Liquid Purification Technologies





Reverse osmosis membrane: Technology for high-quality water treatment perfectly complements ion exchange resins

Four major membrane technologies for water treatment	Technology properties
 <p>MF: Micro Filtration, UF: Ultra Filtration, NF: Nano Filtration, RO: Reverse Osmosis</p>	<ul style="list-style-type: none"> Membranes act as a barrier for suspended solids or dissolved substances in the water Membrane technologies expected to grow at double digit rate RO* technology mainly used for desalination and is complementary to ion exchange resin processes: <ul style="list-style-type: none"> Membranes offer additional separation** Membrane separation is physical while ion exchange resin is chemical based

* Reverse osmosis membrane (RO) ; ** E.g. nitrates, heavy metals, pesticides, herbicides, viruses, bacteria  BU LPT membrane

LANXESS Fact Book – Performance Chemicals: Liquid Purification Technologies

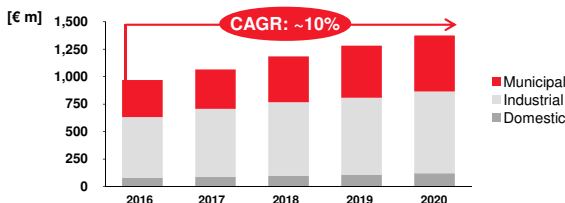
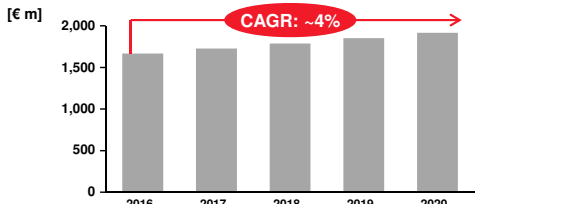
Diverse growth opportunities for BU LPT

Key growth drivers		Growth plans	
Drinking water		Growing need to purify contaminated sources for drinking water in municipal and POU / POE* systems	<ul style="list-style-type: none"> ▪ Debottlenecking opportunities in ion exchange resin production at all sites ▪ Capacity expansion to double membrane production by 2017 (2nd autowinder) ▪ Addition of particularly energy-saving membrane elements that are especially for use in the field of drinking water ▪ Assessment of other membrane technologies in relation to portfolio additions
Food		Rising need for sugar, sweeteners and industrially processed food due to the growing population	
Industrial water		High operational reliability and efficiency in the water / steam cycle of power plants and industrial facilities by monodisperse resins	
Specialized processing		Chelating resins and adsorbers for selective impurity removal as well as catalysts for diverse organic reactions	

* Point of Use / Point of Entry

LANXESS Fact Book – Performance Chemicals: Liquid Purification Technologies

Ion exchange resins and membrane technology benefiting from favourable global trends

RO membrane market development	Market environment
 <p>Legend: Municipal (red), Industrial (grey), Domestic (dark grey)</p>	<p>Supporting growth trends</p> <ul style="list-style-type: none"> ▪ Rising demand for drinking water treatment in a rapidly urbanizing world due to population growth and increasing pollution ▪ Increasing demand for processed food especially in emerging countries ▪ Higher living standards drive demand for removal of pharmaceuticals and other chemical substances in water ▪ Changing economy and ecology standards require more efficient (cost and environment) industrial, mining and chemical processes <p>Main competitors</p> <ul style="list-style-type: none"> ▪ Dow Water & Process Solutions ▪ Hydranautics ▪ Mitsubishi Chemicals ▪ Purolite ▪ Toray
	

Source: GWI Global Water Market 2017, BU LPT estimate, SRI Water Management Chemicals 2014

LANXESS Fact Book – Performance Chemicals: Liquid Purification Technologies

Business Segments
- Engineering Materials

Agenda

1. LANXESS – Energizing Chemistry

2. Business Segments

- Advanced Intermediates
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- Performance Chemicals
- **Engineering Materials**
- ARLANXEO

3. Financials

LANXESS Fact Book – Engineering Materials

Engineering Materials: Innovative plastic solutions for challenging industrial and automotive applications

High Performance Materials



- One of the leading providers of a wide range of engineering plastic compounds for the automotive, electrical and electronic and other industries, benefiting from the trend of replacing metal in structural automotive parts

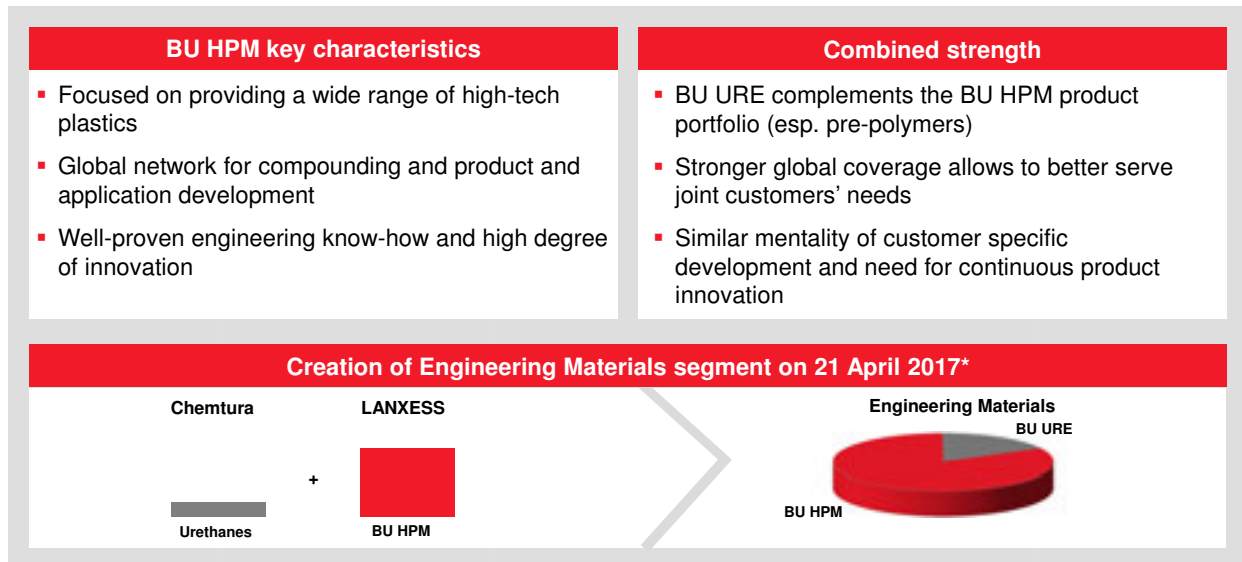
Urethane Systems



- Leading market and technology position for cast elastomer systems. Products are highly customer specific offering abrasion resistance with various degrees of hardness

LANXESS Fact Book – Engineering Materials

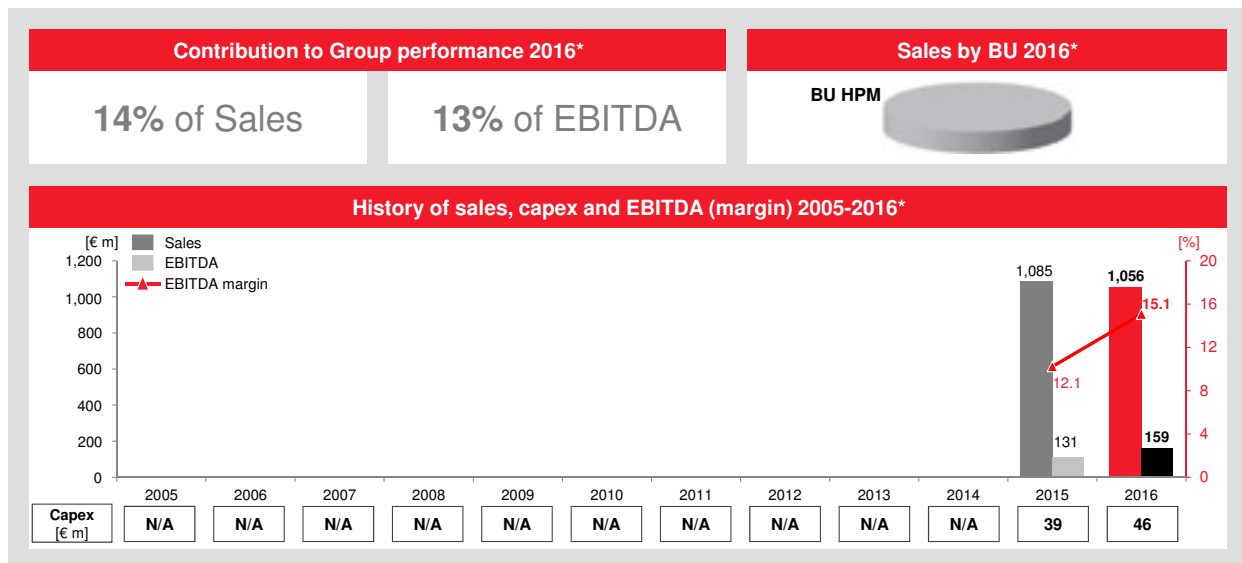
High Performance Materials and Urethanes: Similar business models with differentiated products and target markets



* Sales split based on FY 2016

LANXESS Fact Book – Engineering Materials

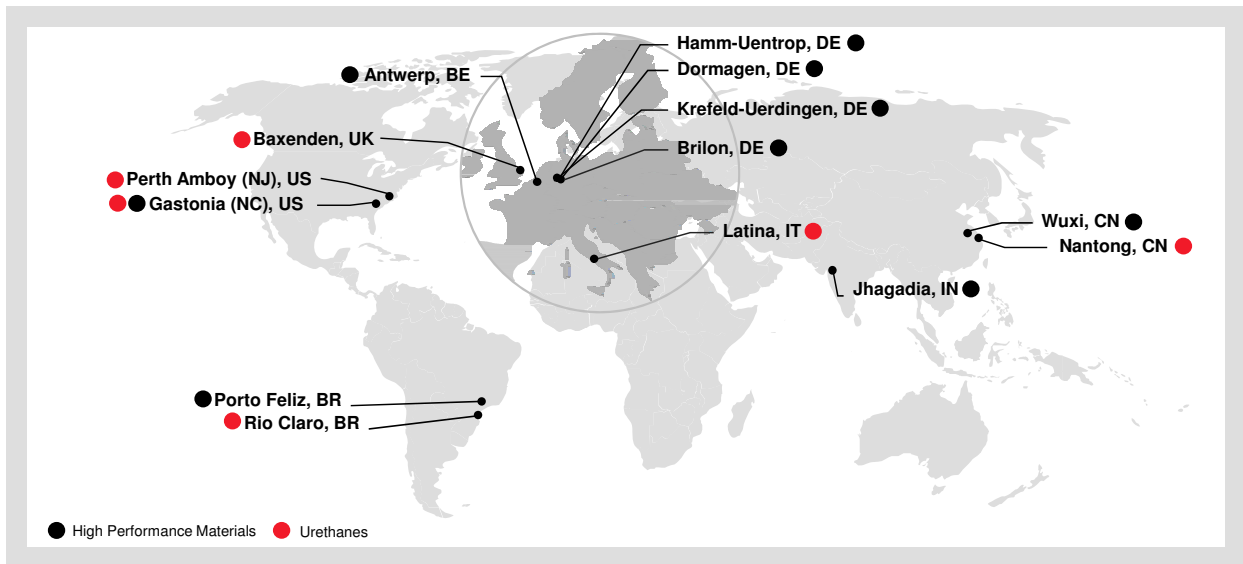
Engineering Materials: Extended value chain yields significant earnings improvement



All references to EBITDA are pre exceptional; * As of 21 April 2017 BUs HPM and URE formed Engineering Materials. BU HPM was part of Performance Polymers till 1 April 2016 and formed the High Performance Materials segment thereafter

LANXESS Fact Book – Engineering Materials

Serving international markets with a truly global manufacturing base



LANXESS Fact Book – Engineering Materials

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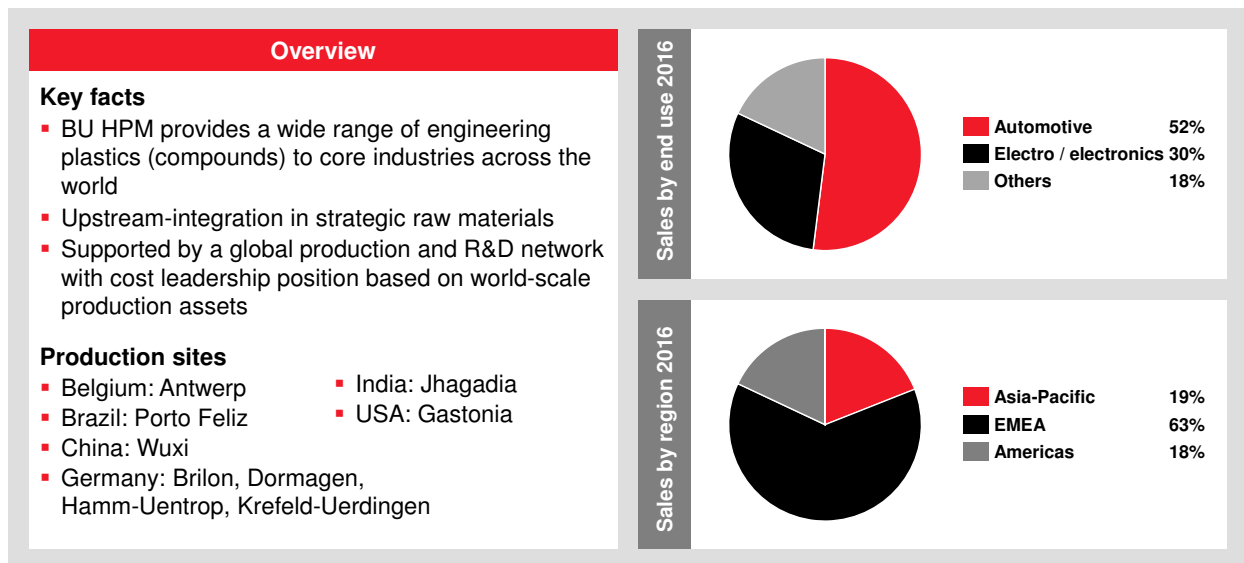
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High Performance Materials
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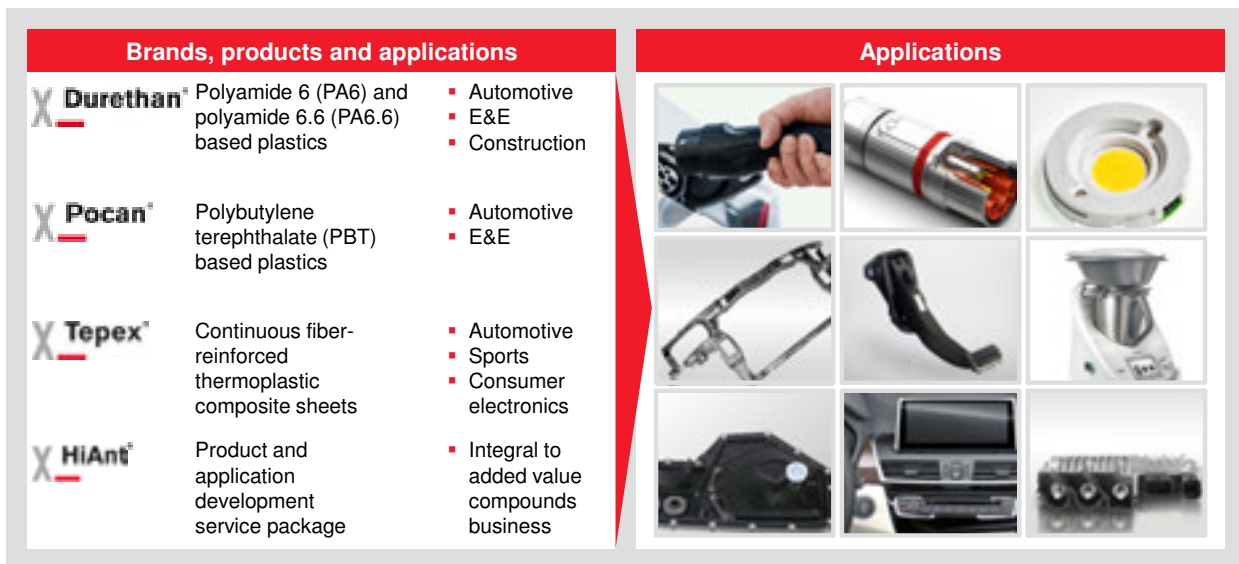
LANXESS Fact Book – Engineering Materials: High Performance Materials

High Performance Materials: Engineering plastics with backward-integration into strategic intermediates



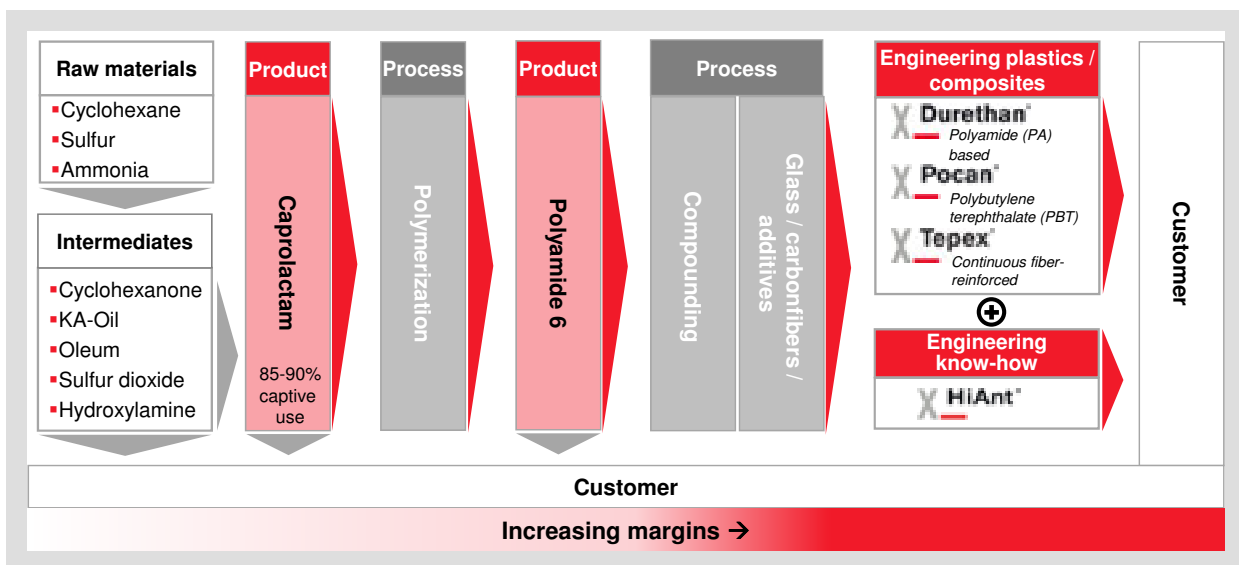
LANXESS Fact Book – Engineering Materials: High Performance Materials

Customized solutions to enable light weighting and miniaturization to comply with tighter emission regulations



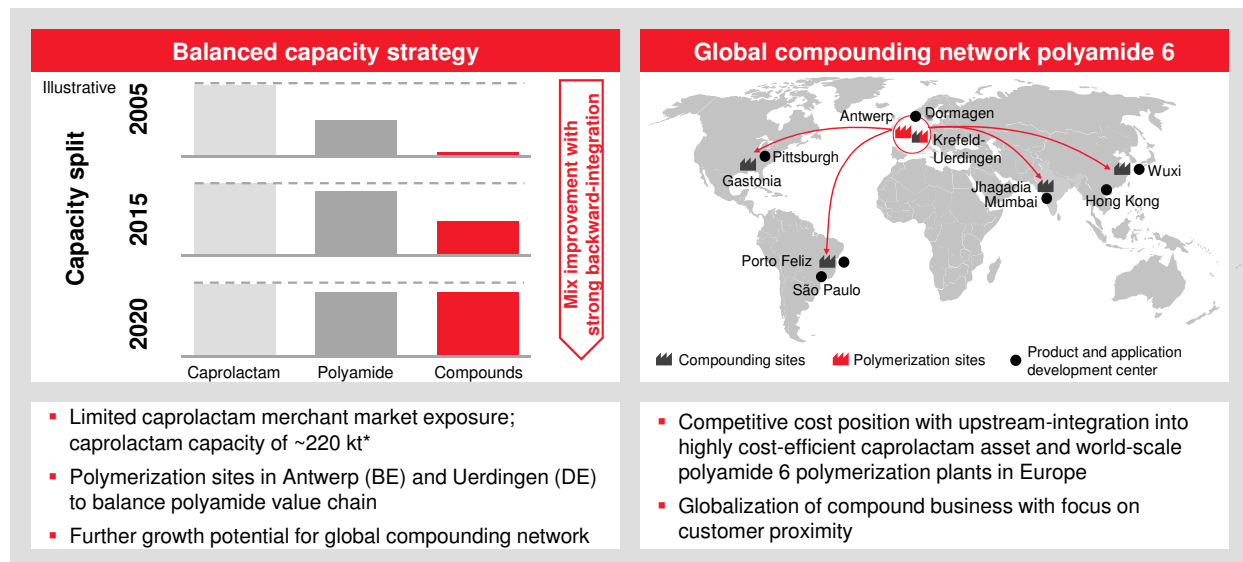
LANXESS Fact Book – Engineering Materials: High Performance Materials

Integrated value chain combined with engineering expertise in component development



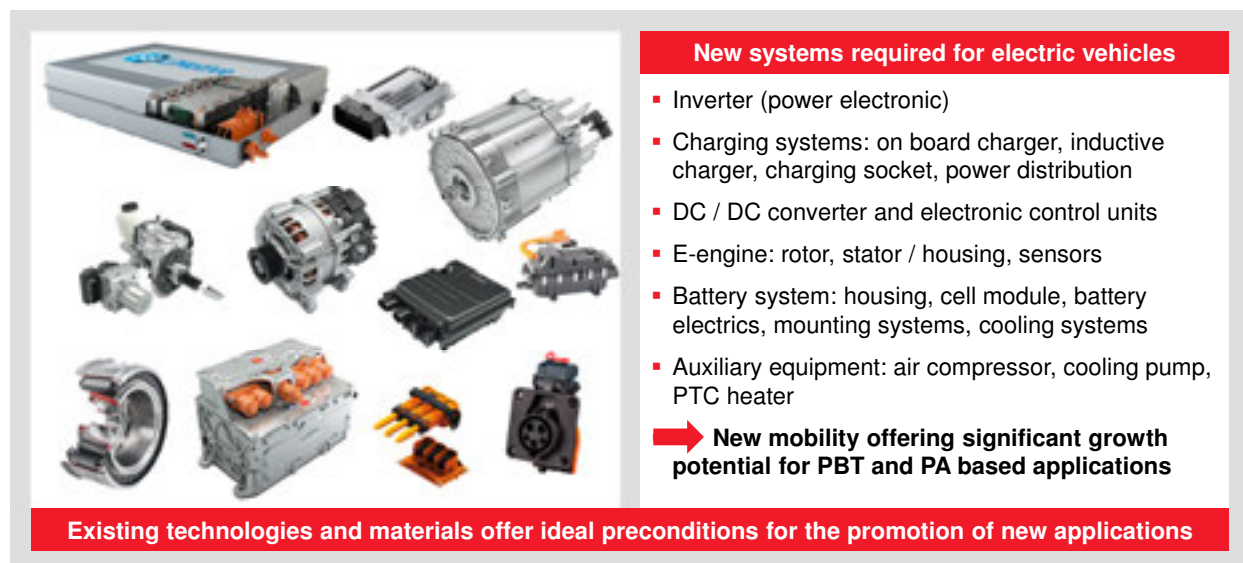
LANXESS Fact Book – Engineering Materials: High Performance Materials

Globalization of engineering plastics as core element of strategy to enable growth



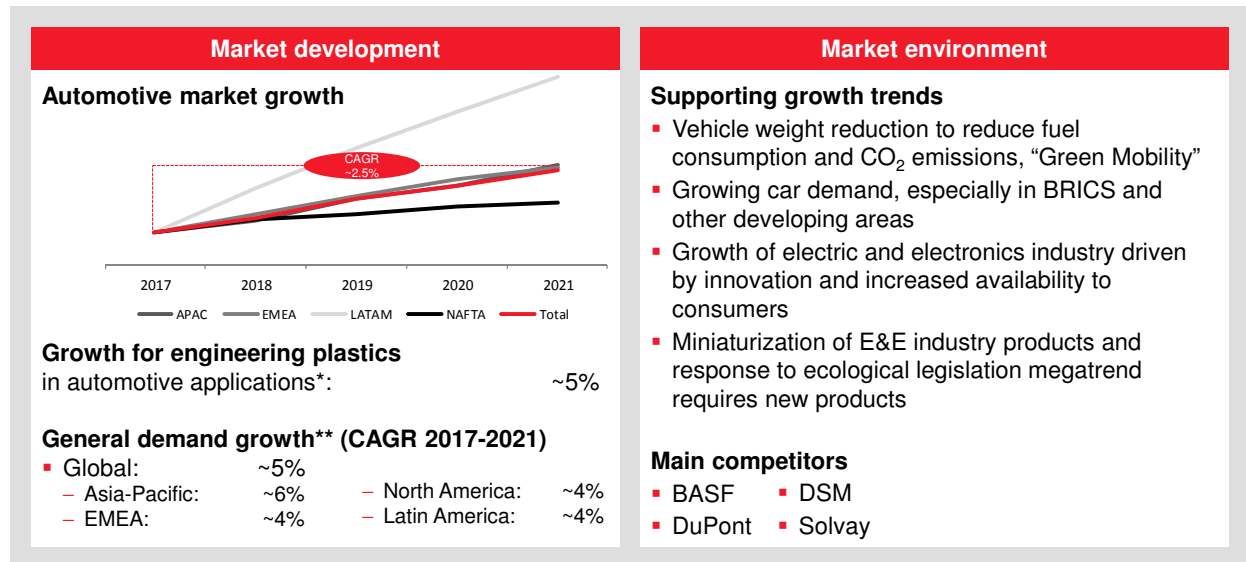
LANXESS Fact Book – Engineering Materials: High Performance Materials

Electric vehicles offer additional potential for BU HPM products



LANXESS Fact Book – Engineering Materials: High Performance Materials

Growth largely driven by the increasing demand for lightweight solutions



Source: AMI Plastics, IHS Chemicals, LMC Automotive, PCI Nylon, Plastics Europe, LANXESS volume estimates;
 * Demand growth through substitution (from metal to plastics in cars) and unit growth; ** Demand for PA6, PA66, PBT engineering plastics
 LANXESS Fact Book – Engineering Materials: High Performance Materials

Agenda

1. LANXESS – Energizing Chemistry
2. Business Segments
- Advanced Intermediates
- Specialty Additives
- Performance Chemicals
- Engineering Materials
High Performance Materials
Urethane Systems
- ARLANXEO
3. Financials

LANXESS Fact Book – Engineering Materials: Urethane Systems

Urethane Systems – leading systems provider for Polyurethane elastomers

Overview																					
<p>Key facts</p> <ul style="list-style-type: none"> One of the leading global manufacturers of cast urethane systems Technology leader in Low Free (LF) technology* >60 years of experience in urethane chemistry >500 products to serve customers' needs in 62 countries ~360 employees globally <p>Production sites</p> <ul style="list-style-type: none"> Brazil: Rio Claro China: Nantong Italy: Latina UK: Baxenden USA: Gastonia, Perth Amboy 	<p>Sales by end use 2016</p> <table border="1"> <tr><td>Industrial</td><td>47%</td></tr> <tr><td>Mining</td><td>10%</td></tr> <tr><td>Transportation</td><td>8%</td></tr> <tr><td>Electronics</td><td>7%</td></tr> <tr><td>Energy</td><td>6%</td></tr> <tr><td>Tires and wheels</td><td>6%</td></tr> <tr><td>Others</td><td>16%</td></tr> </table> <p>Sales by region 2016</p> <table border="1"> <tr><td>Asia-Pacific</td><td>18%</td></tr> <tr><td>EMEA</td><td>24%</td></tr> <tr><td>Americas</td><td>58%</td></tr> </table>	Industrial	47%	Mining	10%	Transportation	8%	Electronics	7%	Energy	6%	Tires and wheels	6%	Others	16%	Asia-Pacific	18%	EMEA	24%	Americas	58%
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Americas	58%																				

* LF = low level of free isocyanates. This product segment of prepolymers meets or exceed tightening health and safety regulations


LANXESS Fact Book – Engineering Materials: Urethane Systems

Urethane Systems – a Polyurethane (PU) system provider with leading technology and production capabilities

BU URE is a specialized provider of designed urethane systems tailored to meet customer specific needs






Global coverage for our customers

Strong focus on sustainability including broad portfolio of Low Free (LF) products



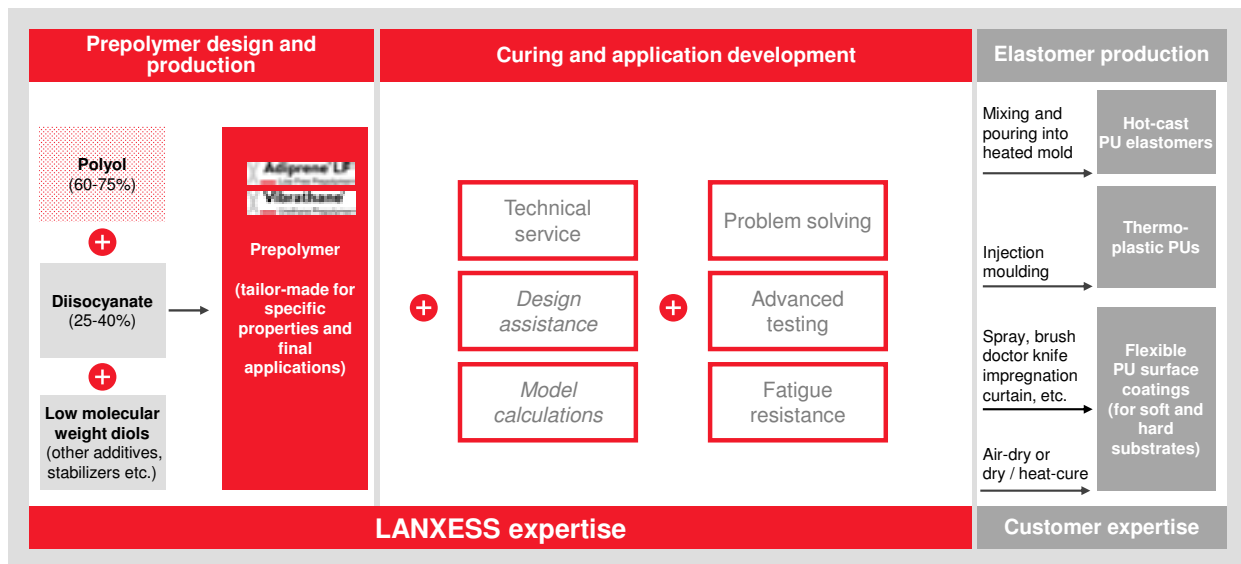
LANXESS Fact Book – Engineering Materials: Urethane Systems

Five product groups provide high-quality solutions for a wide range of applications

	Cast elastomers	Adhesives and sealants	Coatings	Foams	Polyester polyols
Products	<ul style="list-style-type: none"> ▪ Adiprene® LF ▪ Vibrathane® ▪ Adiprene® ▪ Vibracure® ▪ Duracure® ▪ Vibracat® ▪ Ultralast® 	<ul style="list-style-type: none"> ▪ Trixene® ▪ Witcoflex® ▪ Witcobond® ▪ Quasilan® ▪ Adiprene® LF 	<ul style="list-style-type: none"> ▪ Trixene® ▪ Witcoflex® ▪ Witcobond® ▪ Quasilan® 	<ul style="list-style-type: none"> ▪ Flexocel® ▪ Isofoam® 	<ul style="list-style-type: none"> ▪ Fomrez®
Key applications	<ul style="list-style-type: none"> ▪ Oil and gas ▪ Mining ▪ Wheels and tires ▪ Paper and printing ▪ Industrial 	<ul style="list-style-type: none"> ▪ Field applied ambient cured adhesives and sealants ▪ Factory applied heat cured adhesives and sealants 	<ul style="list-style-type: none"> ▪ Leather and textile ▪ Glass fiber sizing ▪ Breathable coatings ▪ Automotive coatings ▪ Protective coatings 	<ul style="list-style-type: none"> ▪ Flexible and integral foam systems ▪ Rigid foam systems 	<ul style="list-style-type: none"> ▪ PU foam, TPU, and elastomer production ▪ Adhesives for metals, paper and wood ▪ Protective coatings
					

LANXESS Fact Book – Engineering Materials: Urethane Systems

Urethane Systems is specialized on systems to manufacture high-performance polyurethane elastomers



■ Part of LXS / Urethane Systems value creation
 ■ Sourced raw materials / intermediates
 ■ End products

LANXESS Fact Book – Engineering Materials: Urethane Systems

Urethane Systems has set clear innovation priorities focused on customers' needs



Continuous innovation to deliver improved solutions for industry and customer needs by operating a global network of industry leading R&D and application development centers

Our priorities for our innovation activities are

- Improve Low Free (LF) technologies
- Develop new curing systems (e.g. MbOCA* Replacement)
- Develop thermoplastic polyurethanes that take products to new extremes (e.g. Ultralast®)
- Enable processing advantages to cast polyurethane processors (e.g. Ribbon Flow®)
- Develop and tailor cast systems to replace non-cast materials. This would open new market segments for innovative urethane solutions
- Develop high-performing solutions that extend the usable life of urethane components

* MbOCA = curing agent used primarily to produce castable polyurethane parts. It is classified as cancerous and will be banned in the EU




LANXESS Fact Book – Engineering Materials: Urethane Systems


BU URE enables performance through innovative PU systems

Urethane Systems' sustainable chemistry

- General trend to lower free isocyanate content in urethanes and use of modern curing systems
- LANXESS is the only manufacturer of Low Free (LF) products across all chemistries (TDI, MDI, PPDI, and HDI)
- Adiprene LF is a unique technology that complies with the new regulations and labeling requirements

Adiprene LF MDI is a premium MbOCA-Replacement technology*

	MbOCA-Free	Adiprene is a premium option for MbOCA-free systems
	Premium performance	End product performance is enhanced by LF technology, especially for high-performance wheels, subsea oil and gas, and rollers for paper and steel manufacture
	Improved processing	Adiprene LF has a processing advantage versus other MbOCA-free alternatives because it can be used on existing machinery



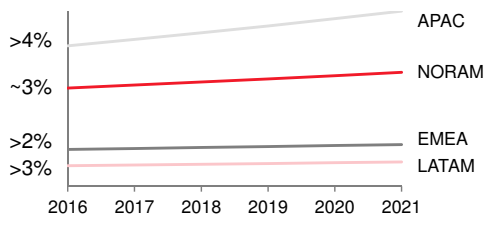
* MbOCA = curing agent used primarily to produce castable polyurethane parts. It is classified as cancerous and will be banned in the EU

LANXESS Fact Book – Engineering Materials: Urethane Systems

Urethane Systems grows on the back of new products and by entering new markets

Market development

General demand growth* (CAGR 2016-2021)



- New products for new markets drive growth
- Example: Adhesives favored by regulatory trends
 - Increasingly strict labeling requirements in Europe are driving the need for Urethane Systems with <0.1% free isocyanate monomer
 - LANXESS is delivering these new products to the adhesives market

Market environment

Supporting growth trends

- Substitution of competing materials such as rubber, metal and epoxy due to performance advantages of cast urethane elastomers
- Trend towards use of sustainable chemicals supporting low-free technology (reduces fume exposure during handling)

Main competitors

- Covestro
- COIM
- BASF
- Era Polymers
- DOW
- DIC
- Dongda
- Mitsui Chemicals

* IHS PU Elastomers, 2016

LANXESS Fact Book – Engineering Materials: Urethane Systems

Business Segments

- ARLANXEO

Agenda

1. LANXESS – Energizing Chemistry

2. Business Segments

- Advanced Intermediates
- Specialty Additives
- Performance Chemicals
- Engineering Materials
- **ARLANXEO**

3. Financials

LANXESS Fact Book – ARLANXEO

ARLANXEO

ARLANXEO

Tire & Specialty Rubbers



- A leading manufacturer of high-quality synthetic rubbers which are primarily used in inner liners, treads and sidewalls of modern, fuel-efficient tires as well as non-tire applications

High Performance Elastomers

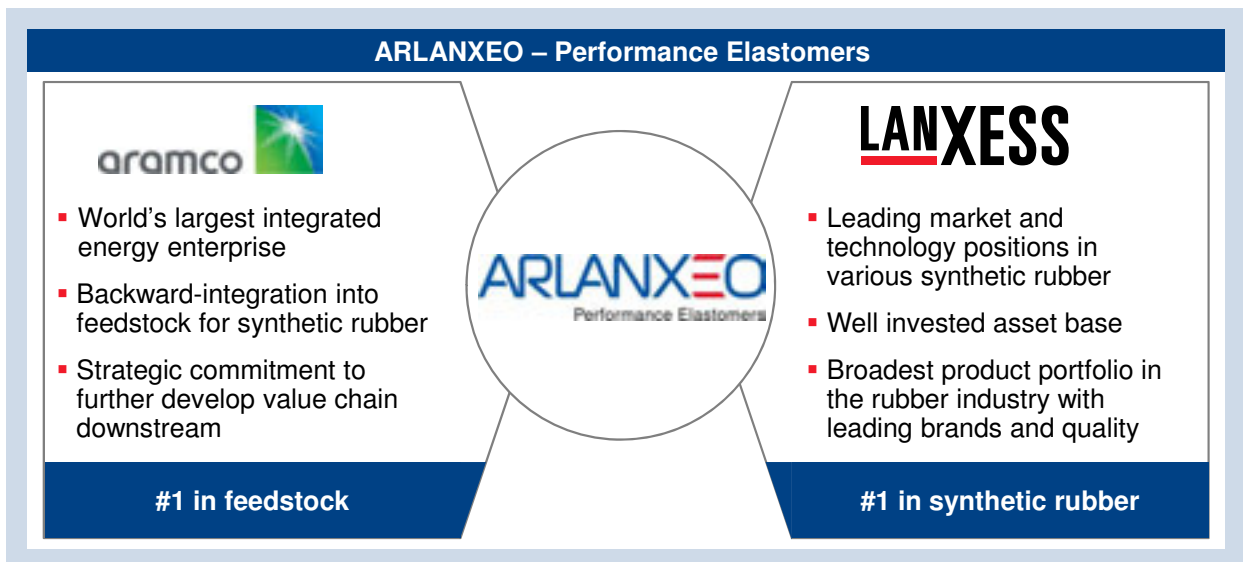


- A leading global supplier of synthetic rubbers for a wide range of technical applications (e.g. seals, hoses, profiles, cable sheathing, special films and adhesives)

LANXESS Fact Book – ARLANXEO

ARLANXEO

ARLANXEO – a strong company with two powerful partners*

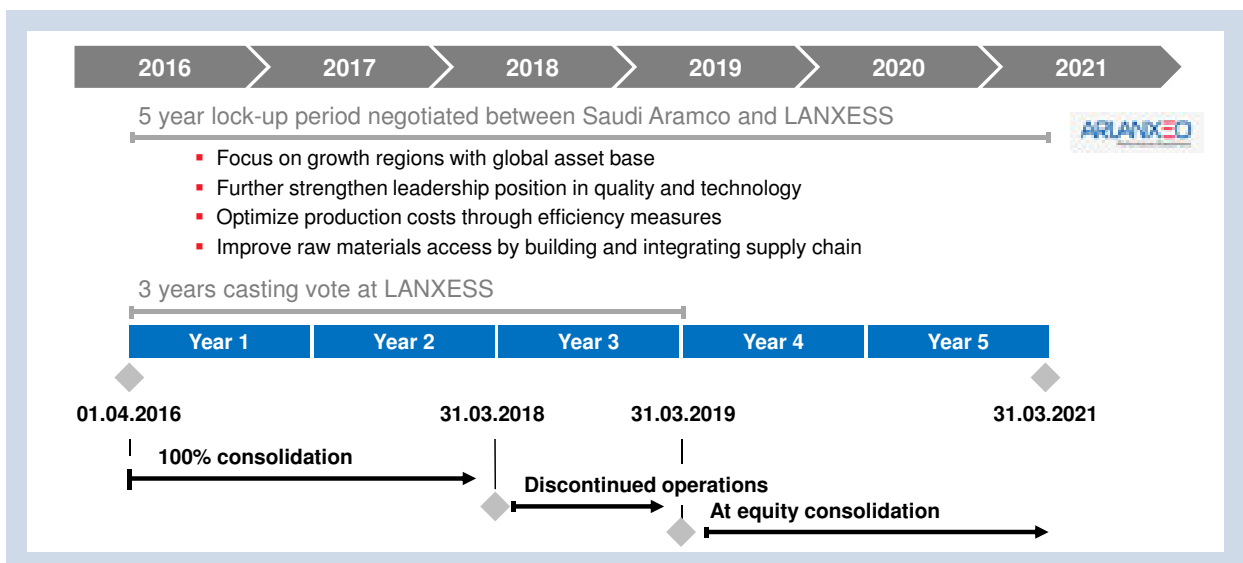


*Jointly owned 50 / 50 by Saudi Aramco and LANXESS with a lock-up till April 2021

LANXESS Fact Book – ARLANXEO



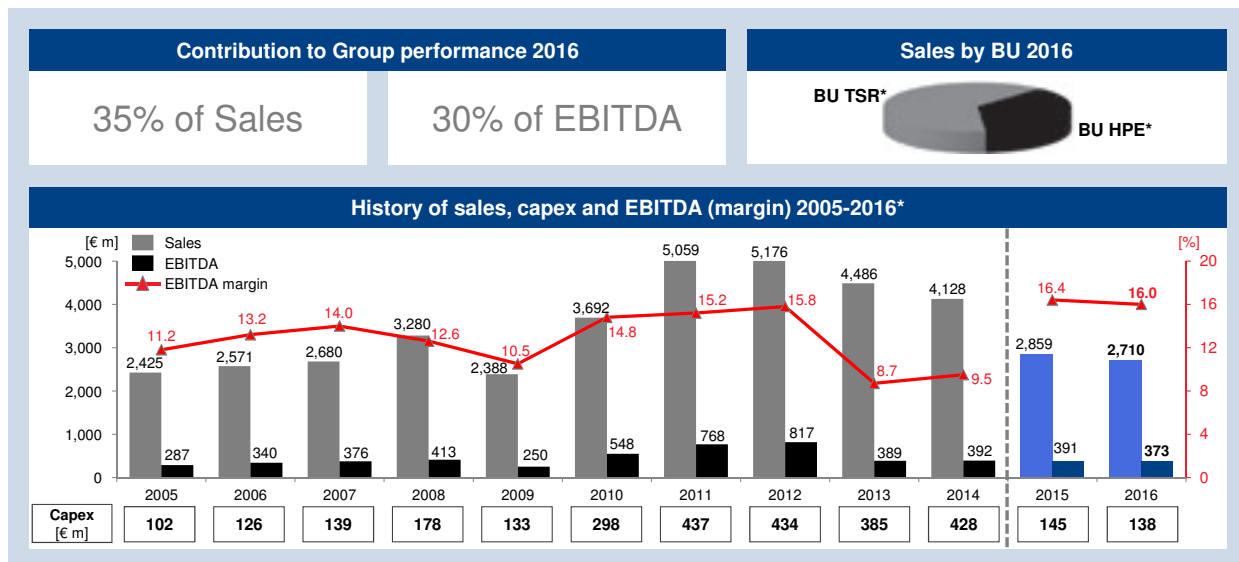
Reporting treatment of ARLANXEO with significant impact on LANXESS' financial shape



LANXESS Fact Book – ARLANXEO



ARLANXEO: Global and leading producer of high-quality synthetic rubbers

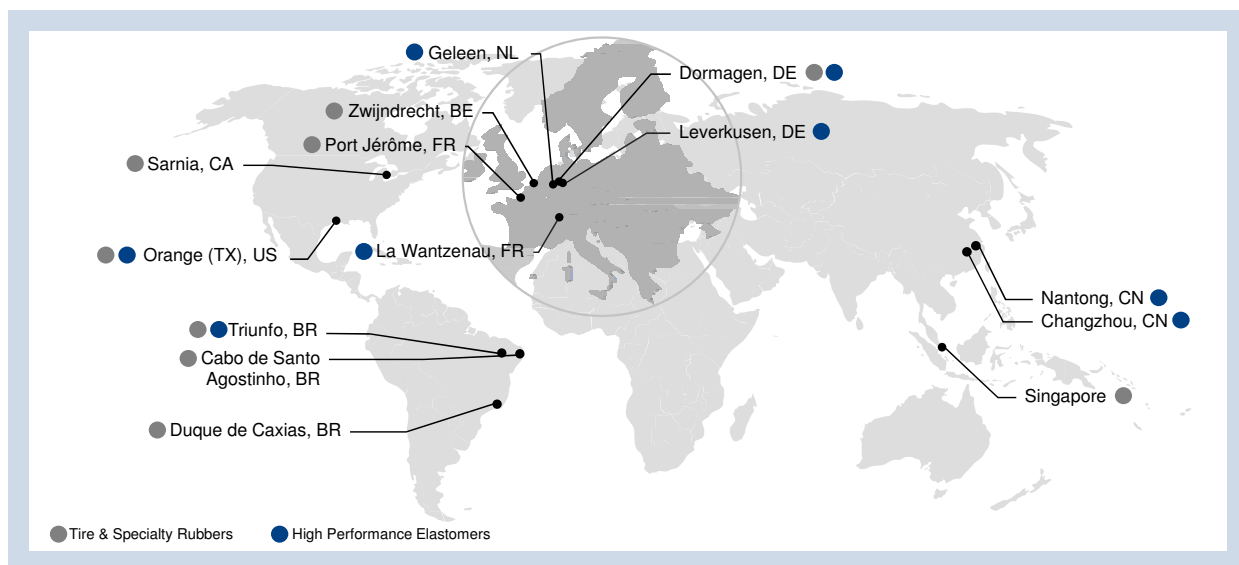


All references to EBITDA are pre exceptional; * As of 1 April 2016 BUs TSR and HPE formed ARLANXEO. Data for previous years are for segment Performance Polymers which additionally contained BU HPM

LANXESS Fact Book – ARLANXEO



Serving international markets with a truly global manufacturing base



LANXESS Fact Book – ARLANXEO



Agenda

1. LANXESS – Energizing Chemistry

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- **ARLANXEO**
 - Tire & Specialty Rubbers
 - High Performance Elastomers

3. Financials



LANXESS Fact Book – ARLANXEO: Tire & Specialty Rubbers

BU Tire & Specialty Rubbers – a leading supplier of high-quality synthetic rubber for tire and non-tire applications





Overview																							
<p>Key facts</p> <ul style="list-style-type: none"> ▪ A leading manufacturer of high-performance rubbers with broad portfolio of high-quality rubbers for tire and specialty applications: <ul style="list-style-type: none"> – Butyl rubber (halogenated and regular) – Polybutadiene rubber (Nd- / Co- / Li-PBR) – Styrene butadiene rubber (S-SBR / E-SBR) <p>Production sites</p> <table border="0"> <tr> <td>▪ Belgium: Zwijndrecht</td> <td>▪ Germany: Dormagen</td> </tr> <tr> <td>▪ Brazil: Cabo, Duque de Caxias, Triunfo</td> <td>▪ Singapore</td> </tr> <tr> <td>▪ Canada: Sarnia</td> <td>▪ USA: Orange</td> </tr> <tr> <td>▪ France: Port Jérôme</td> <td></td> </tr> </table>	▪ Belgium: Zwijndrecht	▪ Germany: Dormagen	▪ Brazil: Cabo, Duque de Caxias, Triunfo	▪ Singapore	▪ Canada: Sarnia	▪ USA: Orange	▪ France: Port Jérôme		<p>Sales by end use 2016</p> <table border="0"> <tr> <td>■ Tire</td> <td>76%</td> </tr> <tr> <td>■ Consumer & pharma</td> <td>6%</td> </tr> <tr> <td>■ Plastics</td> <td>5%</td> </tr> <tr> <td>■ Others*</td> <td>13%</td> </tr> </table> <p>Sales by region 2016</p> <table border="0"> <tr> <td>■ Asia-Pacific</td> <td>36%</td> </tr> <tr> <td>■ EMEA</td> <td>20%</td> </tr> <tr> <td>■ Americas</td> <td>44%</td> </tr> </table>	■ Tire	76%	■ Consumer & pharma	6%	■ Plastics	5%	■ Others*	13%	■ Asia-Pacific	36%	■ EMEA	20%	■ Americas	44%
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* Others includes other industrial goods applications



LANXESS Fact Book – ARLANXEO: Tire & Specialty Rubbers


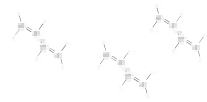




BU Tire & Specialty Rubbers with strong synthetic rubber brands for tire and non-tire applications

Products and brands	Applications
<ul style="list-style-type: none"> ▪ BTR: X_Butyl <ul style="list-style-type: none"> - Halogenated butyl rubber (chloro and bromo) - Regular butyl rubber - Specialties (including pharma grades) <div style="text-align: right;"></div> ▪ PBR: Polybutadiene rubber (Buna™ CB / Nd EZ) <ul style="list-style-type: none"> - Nd-PBR - Li-PBR - Co-PBR <div style="text-align: right;"></div> ▪ S-SBR: Solution styrene butadiene rubber (Buna™ VSL) <div style="text-align: right;"></div> ▪ E-SBR: Emulsion styrene butadiene rubber (Buna™ SE) 	

LANXESS Fact Book – ARLANXEO: Tire & Specialty Rubbers



Production of synthetic rubber from crude oil to rubber bale

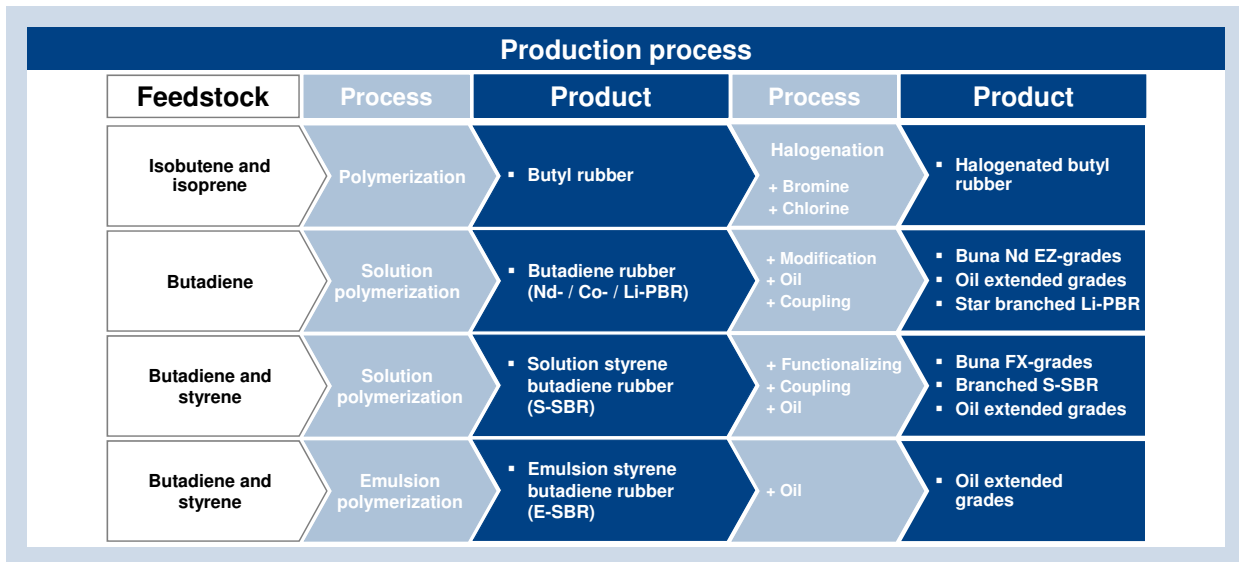
Schematic production of synthetic rubber		
ARLANXEO production exposure	<div style="border: 1px solid #ccc; padding: 5px;"> <p>1 Extraction from raw material feedstocks*</p>  <ul style="list-style-type: none"> ▪ In a refinery crude oil is split into fractions that are subsequently "cracked" using heat to form a set of monomers in gaseous or liquid form ▪ Monomers are then isolated through several distillation steps </div>	<p style="text-align: center;">Monomers</p> <p>Gas or liquid</p> 
	<div style="border: 1px solid #ccc; padding: 5px;"> <p>2 Polymerization</p>  <ul style="list-style-type: none"> ▪ Monomers are combined in a chemical reaction to form polymer chains </div>	<p style="text-align: center;">Polymers</p> <p>Synthetic rubber</p> 
	<div style="border: 1px solid #ccc; padding: 5px;"> <p>3 Finishing and baling</p>  <ul style="list-style-type: none"> ▪ The polymer is isolated from the solution medium and forms crumbs ▪ Crumbs are subsequently washed, dried and pressed into bales </div>	<p style="text-align: center;">Synthetic rubber bales</p>  <p>Rubber bales are wrapped and shipped to customers</p>

* Planned

LANXESS Fact Book – ARLANXEO: Tire & Specialty Rubbers



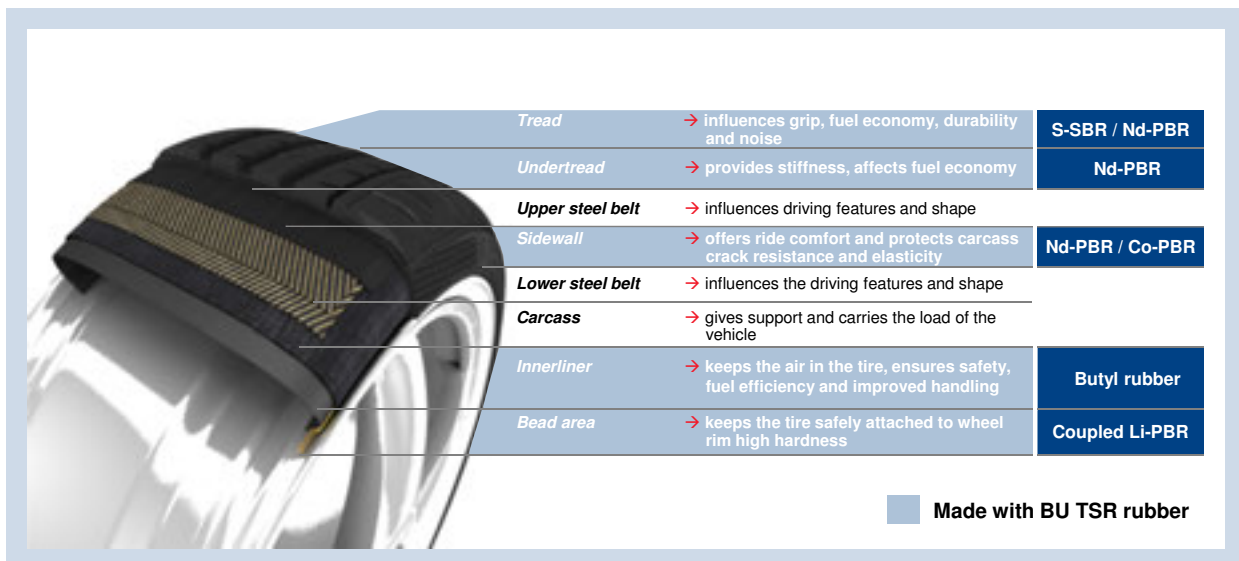
State-of-the-art production processes for butyl, butadiene and styrene butadiene rubbers



LANXESS Fact Book – ARLANXEO: Tire & Specialty Rubbers



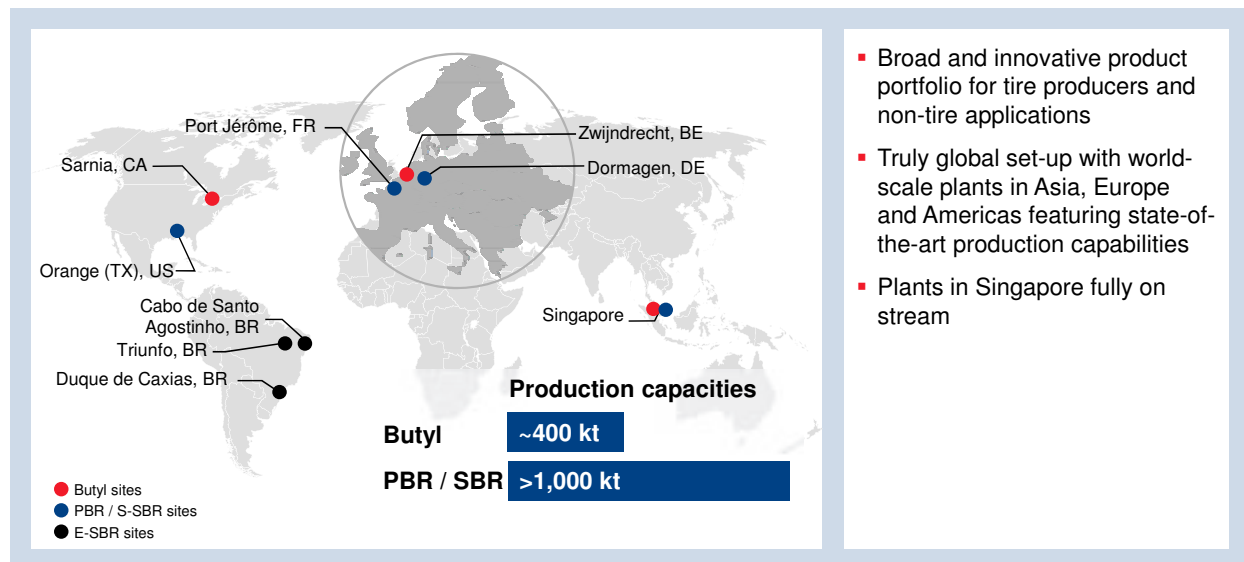
Tire & Specialty Rubbers – enabling mobility



LANXESS Fact Book – ARLANXEO: Tire & Specialty Rubbers



Tire & Specialty Rubbers: Broad and innovative portfolio, excellent reputation and a truly global footprint



Source: IHS, ARLANXEO – nameplate capacities

LANXESS Fact Book – ARLANXEO: Tire & Specialty Rubbers



Mobility trend and growth through tire labeling intact, however supply-demand imbalance burdens



Source: LMC, IHS-Markit, ARLANXEO, LANXESS; * Selected competitors

LANXESS Fact Book – ARLANXEO: Tire & Specialty Rubbers



Agenda

1. LANXESS – Energizing Chemistry

2. Business Segments

- Advanced Intermediates
- Specialty Additives
- Performance Chemicals
- Engineering Materials
- **ARLANXEO**
 - Tire & Specialty Rubbers
 - High Performance Elastomers**

3. Financials



LANXESS Fact Book – ARLANXEO: High Performance Elastomers

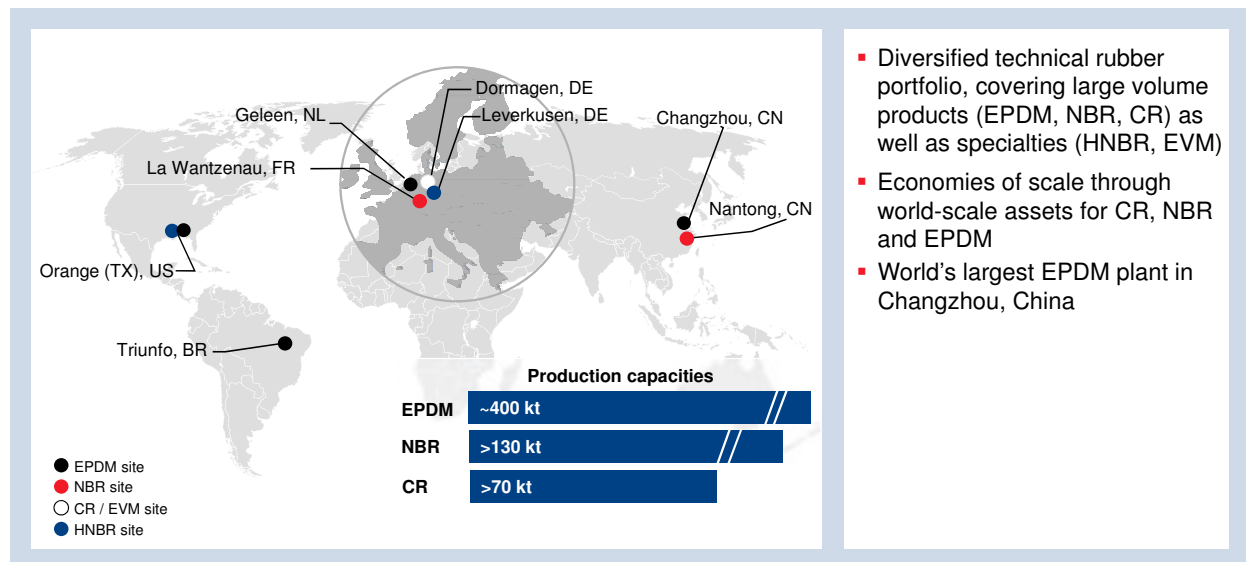
High Performance Elastomers offers a broad range of elastomers for technical applications

Overview																					
<p>Key facts</p> <ul style="list-style-type: none"> ▪ Broad range of elastomers for the rubber processing industry ▪ Used in automotive, engineering, construction, electronics, oil exploration and aviation industries <p>Production sites</p> <ul style="list-style-type: none"> ▪ Brazil: Triunfo ▪ China: Changzhou, Nantong ▪ France: La Wantzenau ▪ Germany: Dormagen, Leverkusen ▪ Netherlands: Geleen ▪ USA: Orange 	<p>Sales by end use 2016</p> <table border="1"> <tr><td>Automotive</td><td>37%</td></tr> <tr><td>Seals & adhesives</td><td>23%</td></tr> <tr><td>Industrial</td><td>15%</td></tr> <tr><td>Construction</td><td>7%</td></tr> <tr><td>Consumer</td><td>6%</td></tr> <tr><td>Plastics</td><td>4%</td></tr> <tr><td>Others</td><td>8%</td></tr> </table> <p>Sales by region 2016</p> <table border="1"> <tr><td>Asia-Pacific</td><td>28%</td></tr> <tr><td>EMEA</td><td>51%</td></tr> <tr><td>Americas</td><td>21%</td></tr> </table>	Automotive	37%	Seals & adhesives	23%	Industrial	15%	Construction	7%	Consumer	6%	Plastics	4%	Others	8%	Asia-Pacific	28%	EMEA	51%	Americas	21%
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LANXESS Fact Book – ARLANXEO: High Performance Elastomers

High Performance Elastomers: Global player with unique asset base in all major regions



- Diversified technical rubber portfolio, covering large volume products (EPDM, NBR, CR) as well as specialties (HNBR, EVM)
- Economies of scale through world-scale assets for CR, NBR and EPDM
- World's largest EPDM plant in Changzhou, China

Source: IHS; ARLANXEO estimates – nameplate capacities

LANXESS Fact Book – ARLANXEO: High Performance Elastomers



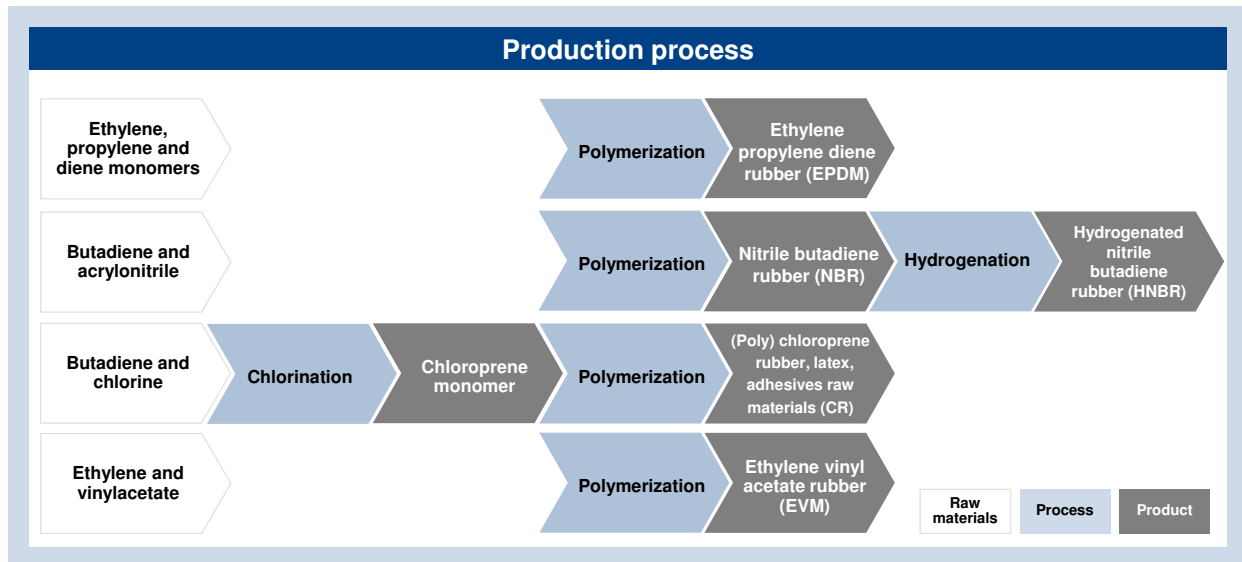
Broad portfolio of synthetic rubber for various applications

Products and brands	Applications
<ul style="list-style-type: none"> ▪ EPDM: Ethylene propylene diene rubber Keltan[®] Keltan[®] Ecca ▪ NBR: Nitrile butadiene rubber Baymod[®] N Krynac[®] Perbunan[®] ▪ HNBR: Hydrogenated nitrile butadiene rubber Therban[®] ▪ CR: Chloroprene rubber Baypren[®] Baypren[®] ALX ▪ EVM: Ethylene vinylacetate rubber Baymod[®] L Levapren[®] Levamelt[®] 	

LANXESS Fact Book – ARLANXEO: High Performance Elastomers



Business based on state-of-the-art production processes



LANXESS Fact Book – ARLANXEO: High Performance Elastomers



Market demand for High Performance Elastomers is driven by mobility and urbanization

Market development

Automotive demand

Demand growth (CAGR 2017-2022)

- Global: ~3%
- Asia-Pacific: ~3%
- EMEA: ~2%
- North America: ~1%
- Latin America: ~5%

BU HPE products demand growth: Average of ~3% driven by automotive industry; some specialties with higher growth rates

Market environment

EPDM

- Significant capacity additions globally; US producers benefitting from lower cost shale gas based feedstock
- Market capacity: >1,200 kt
- Selected competitors: Dow, Exxon, KKPC, Mitsui

Other technical rubbers (CR, (H)NBR, EVM)

- Scale and impact of overcapacities depend on specialty grade of rubber, i.e. NBR with overcapacities and scattered supplier landscape
- Market capacity: >1,000 kt
- Selected competitors: Denki Kagaku Kogyo (Denka), JSR, KKPC, Petrochina, Zeon

Source: LMC; IHS; ARLANXEO estimates

LANXESS Fact Book – ARLANXEO: High Performance Elastomers



Financials

Agenda

1. LANXESS – Energizing Chemistry

2. Business Segments

3. Financials

- **Financing**
- **Procurement**
- **History**

LANXESS Fact Book – Financials

Conservative financial policy and centralized risk management



- Centralized management of all relevant risks
 - Liquidity and refinancing
 - Foreign exchange, interest rates and commodity risk
 - Counterparty risk
 - Customer credit risk
- Support operative business by managing non-operative risks (i.e. insurance)
- Pension risk management



Our active risk management aims at the reduction of financial and operational volatilities

LANXESS Fact Book – Financials: Financing

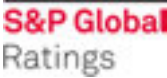
Investment grade rated since spin-off

Credit rating history*							
	2011	2012	2013	2014	2015	2016	2017
	BBB / stable 23.08.2011	BBB / stable 31.08.2012	BBB / negative 27.06.2013	BBB- / stable 19.05.2014	BBB- / positive 24.09.2015	BBB- / negative 26.09.2016	BBB- / stable 31.07.2017
	Baa2 / stable 23.11.2011	Baa2 / stable 26.09.2012	Baa2 / negative 14.08.2013	Baa3 / stable 20.06.2014	Baa3 / stable 24.09.2015	Baa3 / stable 18.10.2016	

* Fitch (unsolicited) BBB-rating terminated on 11 March 2015, on LANXESS' request

LANXESS Fact Book – Financials: Financing


Strengthening of business risk profile through acquisition of Chemtura is well acknowledged by rating agencies



31 July 2017

Standard & Poor's
BBB-

- S&P Global Ratings revised its outlook on LANXESS to stable from negative
- LANXESS reported stronger-than-anticipated credit metrics for 2016 and a robust first-quarter 2017 performance
- ... it anticipates record EBITDA for full-year 2017, boosted by its recently closed Chemtura acquisition
- ... now expect the company can deleverage faster than we previously forecast



18 October 2016

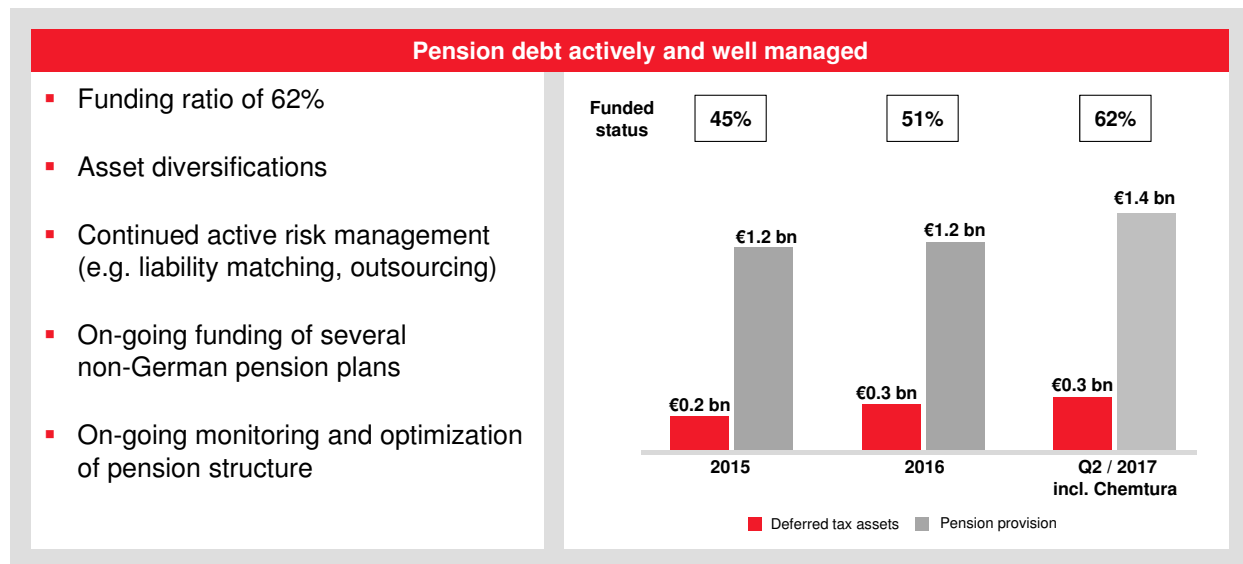
Moody's
Baa3

- ...the recently announced Chemtura acquisition will enhance the group's business risk profile
- The joint venture transaction helped to reduce Lanxess' exposure to the global synthetic rubber market that is currently affected by significant overcapacities
- ...significant debt reduction achieved since year-end 2013
- Management with strong track-record at executing restructuring and conservative financial policies

Source: Rating agencies

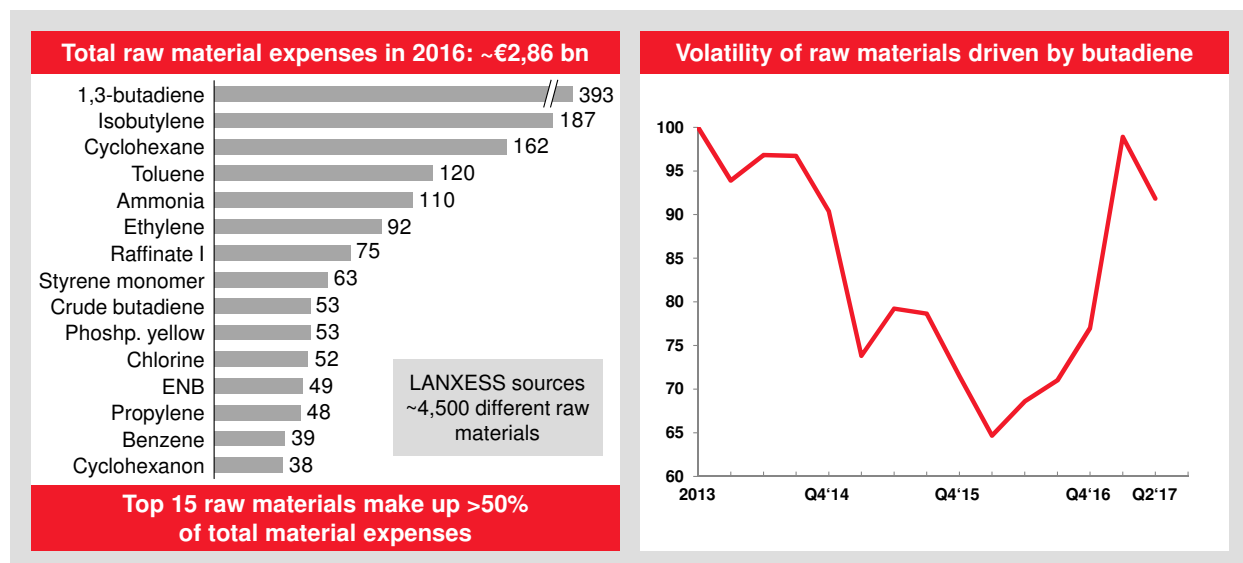
LANXESS Fact Book – Financials: Financing

Funded status of pensions improved by contributions of €200 m in May 2016 – pension risks reduced



LANXESS Fact Book – Financials: Financing

LANXESS runs a global sourcing strategy in order to ensure availability of raw materials at competitive prices



Source: LANXESS excluding Chemtura businesses, average 2013 = 100%

LANXESS Fact Book – Financials: Procurement

Balance sheet

Balance Sheet- LANXESS (€ m)	June 30, 2017	Dec. 31, 2016	Dec. 31, 2015	Dec. 31, 2014	Dec. 31, 2013	Dec. 31, 2012	Dec. 31, 2011	Dec. 31, 2010	Dec. 31, 2009*	Dec. 31, 2008	Dec. 31, 2007
Intangible assets	1,813	494	300	320	323	390	373	226	196	145	33
Property, plant and equipment	4,100	3,519	3,447	3,333	2,903	2,994	2,679	2,131	1,809	1,646	1,459
Investment accounted for using the equity method	0	0	0	0	12	8	12	13	26	42	33
Investments in other affiliated companies	13	12	12	13	13	18	19	8	1	2	1
Non-current derivative assets	9	1	1	5	20	16	8	3	16	43	
Other non-current financial assets	20	19	21	11	11	8	82	74	79	72	85
Deferred taxes	439	442	361	380	254	211	196	170	163	154	93
Other non-current assets	164	32	38	39	56	102	120	113	92	65	102
Non-current assets	6,558	4,519	4,180	4,101	3,592	3,747	3,489	2,738	2,382	2,169	1,806
Inventories	1,733	1,429	1,349	1,384	1,299	1,527	1,386	1,094	849	1,048	895
Trade receivables	1,389	1,088	956	1,015	1,070	1,117	1,146	942	733	725	809
Near cash assets	0	40	100	100	106	411	350	364	402		
Cash and cash equivalents	759	355	366	418	427	386	178	160	313	249	189
Current derivative assets	55	65	14	14	58	28	8	19	29	34	
Other current financial assets	4	2,130	4	5	6	6	27	58	146	155	200
Other current assets	414	251	250	213	253	297	294	291	214	212	150
Current assets	4,354	5,358	3,039	3,149	3,219	3,772	3,389	2,928	2,686	2,423	2,243
Total assets	10,912	9,877	7,219	7,250	6,811	7,519	6,878	5,666	5,068	4,592	4,049
Capital stock and capital reserves	1,317	1,317	1,317	1,317	889	889	889	889	889	889	889
Other reserves	1,416	1,257	1,313	1,253	1,690	1,238	943	699	818	762	811
Net income	81	192	165	47	-159	508	506	379	40	183	112
Other equity components	-396	-214	-485	-458	-525	-321	-280	-221	-315	-511	-304
Equity attributable to non-controlling interests	1,161	1,176	13	2	5	16	16	15	13	16	17
Stockholders equity	3,579	3,728	2,323	2,161	1,900	2,330	2,074	1,761	1,445	1,339	1,525
Provisions for pensions and other post-employment benefits	1,416	1,249	1,215	1,290	943	893	679	605	569	498	470
Other non-current provisions	517	319	271	275	258	304	331	351	307	261	242
Non-current derivative liabilities	5	7	19	20	12	4	13	11	4	30	
Other non-current financial liabilities	2,734	2,734	1,258	1,698	1,649	2,167	1,465	1,302	1,462	986	601
Non-current income tax liabilities	107	31	19	25	49	35	63	50	47	91	36
Other non-current liabilities	116	93	108	118	89	74	89	95	77	46	47
Deferred taxes	125	83	46	21	29	82	75	40	38	41	60
Non-current liabilities	5,020	4,516	2,936	3,447	3,029	3,559	2,715	2,454	2,504	1,953	1,456
Other current provision	474	406	411	350	355	440	446	422	352	395	371
Current derivative liabilities	11	42	100	101	22	10	40	23	26	79	
Other current financial liabilities	592	78	443	182	668	167	633	176	94	168	65
Trade payables	933	889	779	799	690	795	766	664	486	484	487
Current income tax liabilities	73	44	85	44	21	45	49	34	52	12	16
Other current liabilities	230	174	142	166	126	173	155	132	109	162	129
Current liabilities	2,313	1,633	1,960	1,642	1,882	1,630	2,089	1,451	1,119	1,300	1,068
Total equity and liabilities	10,912	9,877	7,219	7,250	6,811	7,519	6,878	5,666	5,068	4,592	4,049

* SORIE Restatement

P&L

P&L Statement LANXESS (€ m)	H1 17	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Net sales	4,923	7,699	7,902	8,006	8,300	9,094	8,775	7,120	5,057	6,576	6,608
Cost of goods sold	-3,811	-5,945	-6,154	-6,418	-6,752	-6,988	-6,765	-5,381	-3,956	-5,115	-5,147
Gross Profit	1,112	1,754	1,748	1,588	1,548	2,106	2,010	1,739	1,101	1,461	1,461
Gross Margin	22.6%	22.8%	22.1%	19.8%	18.7%	23.2%	22.9%	24.4%	21.8%	22.2%	22.1%
Selling expenses	-456	-781	-759	-742	-755	-763	-732	-646	-530	-658	-659
R&D expenses	-72	-131	-130	-160	-186	-192	-144	-116	-101	-97	-88
G&A expenses	-167	-303	-284	-278	-301	-339	-325	-298	-235	-270	-256
Other operating income	87	147	207	118	128	186	179	189	237	404	317
Other operating expenses	-250	-222	-367	-308	-527	-190	-212	-261	-323	-517	-560
<i>Other operating income - net</i>	<i>-163</i>	<i>-75</i>	<i>-160</i>	<i>-190</i>	<i>-399</i>	<i>-4</i>	<i>-33</i>	<i>-72</i>	<i>-86</i>	<i>-113</i>	<i>-243</i>
Operating Result (EBIT)	254	464	415	218	-93	808	776	607	149	323	215
Income/expense from investments in affiliated companies - net	0	0	0	2	0	1	7	16	8	21	-1
Interest expense - net	-44	-63	-66	-69	-106	-96	-93	-83	-73	-36	-20
Other financial result - net	13	-62	-61	-71	-40	-53	-35	-47	-52	-62	-22
Financial result	-31	-125	-127	-138	-146	-148	-121	-114	-117	-77	-43
Earnings before taxes (EBT)	223	339	288	80	-239	660	655	493	32	246	172
Income taxes	-106	-144	-121	-36	71	-151	-148	-112	7	-63	-60
Earnings after taxes	117	195	167	44	-168	509	507	381	39	183	112
Minorities	36	3	2	3	9	-1	-1	-2	1	0	0
Net income (loss)	81	192	165	47	-159	508	506	379	40	183	112
EPS	0.89	2.10	1.80	0.53	-1.91	6.11	6.08	4.56	0.48	2.20	1.32
EPS pre	2.55	2.69	2.03	2.22	1.73	6.44					
EBIT	254	464	415	218	-93	808	776	607	149	323	215
EBITDA	543	945	833	644	624	1,186	1,101	890	422	602	513
Exceptionals	165	50	7	184	381	39	50	28	55	139	257
D&A in exceptionals	13	0	-45	20	270	2	5	0	12	19	51
EBITDA pre exceptionals	695	995	885	808	735	1,223	1,146	918	465	722	719

Segment data

Advanced Intermediates Key Figures (€ m)	H1 17	Q1 17	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Sales	1,023	518	1,742	1,826	1,847	1,858	1,893	1,786	1,630	1,265	1,581	1,481
EBIT	130	65	223	258	202	146	224	184	204	76	154	126
Depreciation & Amortization	55	26	105	80	93	115	78	80	66	56	52	46
EBITDA	185	91	328	338	295	261	302	264	270	132	206	172
Exceptionals (EBIT relevant)	3	0	-2	-18	13	52	7	23	1	11	0	7
D&A in exceptionals	0	0	0	-19	0	30	2	4	0	0	0	0
EBITDA pre exceptionals	188	91	326	339	308	283	307	283	271	143	206	179

Specialty Additives new Key Figures (€ m)	H1 17	Q1 17	2016
Sales	679	239	841
EBIT	29	37	123
Depreciation & Amortization	39	7	28
EBITDA	68	44	151
Exceptionals (EBIT relevant)	57	0	0
D&A in exceptionals	6	0	0
EBITDA pre exceptionals	119	44	151

Performance Chemicals restated Key Figures (€ m)	H1 17	Q1 17	2016
Sales	735	368	1,301
EBIT	31	40	154
Depreciation & Amortization	44	19	66
EBITDA	75	59	220
Exceptionals (EBIT relevant)	70	0	3
D&A in exceptionals	6	0	0
EBITDA pre exceptionals	139	59	223

Engineering Materials Key Figures (€ m)	H1 17	Q1 17	2016	2015
Sales	676	315	1,056	1,085
EBIT	82	37	114	85
Depreciation & Amortization	26	11	45	46
EBITDA	108	48	159	131
Exceptionals (EBIT relevant)	13	0	0	-19
D&A in exceptionals	1	0	0	1
EBITDA pre exceptionals	120	48	159	111

Arlanxao Key Figures (€ m)	H1 17	Q1 17	2016	2015
Sales	1,783	948	2,710	2,859
EBIT	123	85	155	195
Depreciation & Amortization	114	57	220	181
EBITDA	237	142	375	376
Exceptionals (EBIT relevant)	-1	2	-2	-12
D&A in exceptionals	0	0	0	-27
EBITDA pre exceptionals	236	144	373	391

Reconciliation Key Figures (€ m)	H1 17	Q1 17	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Sales	27	13	49	47	42	35	41	41	39	35	56	86
EBIT	-141	-72	-305	-348	-260	-240	-212	-208	-211	-151	-156	-202
Depreciation & Amortization	11	4	17	23	20	24	15	16	17	17	14	19
EBITDA	-130	-68	-288	-325	-240	-216	-197	-192	-194	-134	-142	-183
Exceptionals (EBIT relevant)	23	10	51	43	79	45	17	18	24	18	24	45
D&A in exceptionals	0	0	0	0	0	0	0	1	0	5	0	-2
EBITDA pre exceptionals	-107	-58	-237	-282	-161	-171	-180	-175	-170	-121	-118	-136

Development of key financial figures over the last quarters

Advanced Intermediates Key Figures (€ m)	Q2 17	Q1 17	Q4 16	Q3 16	Q2 16	Q1 16	Q4 15	Q3 15	Q2 15	Q1 15
Sales	505	518	401	435	443	463	440	440	468	478
EBIT	65	65	39	57	63	64	85	52	51	70
Depreciation & Amortization	29	26	29	26	25	25	6	24	27	23
EBITDA	94	91	68	83	88	89	91	76	78	93
Exceptionals (EBIT relevant)	3	0	-2	0	0	0	-19	0	2	-1
D&A in exceptionals	0	0	0	0	0	0	-19	0	0	0
EBITDA pre exceptionals	97	91	66	83	88	89	91	76	80	92

Specialty Additives new Key Figures (€ m)	Q2 17	Q1 17	Q4 16	Q3 16	Q2 16	Q1 16
Sales	440	239	194	213	213	221
EBIT	-8	37	22	29	37	35
Depreciation & Amortization	32	7	7	6	8	7
EBITDA	24	44	29	35	45	42
Exceptionals (EBIT relevant)	57	0	0	0	0	0
D&A in exceptionals	6	0	0	0	0	0
EBITDA pre exceptionals	75	44	29	35	45	42

Performance Chemicals restated Key Figures (€ m)	Q2 17	Q1 17	Q4 16	Q3 16	Q2 16	Q1 16
Sales	367	368	331	328	330	312
EBIT	-9	40	20	39	54	41
Depreciation & Amortization	25	19	19	17	15	15
EBITDA	16	59	39	56	69	56
Exceptionals (EBIT relevant)	70	0	3	0	0	0
D&A in exceptionals	6	0	0	0	0	0
EBITDA pre exceptionals	80	59	42	56	69	56

Engineering Materials Key Figures (€ m)	Q2 17	Q1 17	Q4 16	Q3 16	Q2 16	Q1 16	Q4 15	Q3 15	Q2 15	Q1 15
Sales	361	315	251	257	275	273	238	263	292	292
EBIT	45	37	22	31	34	27	9	21	41	14
Depreciation & Amortization	15	11	12	11	11	11	12	11	13	10
EBITDA	60	48	34	42	45	38	21	32	54	24
Exceptionals (EBIT relevant)	13	0	0	0	0	0	0	0	-20	1
D&A in exceptionals	1	0	0	0	0	0	0	0	1	0
EBITDA pre exceptionals	72	48	34	42	45	38	21	32	33	25

Arlanxeo Key Figures (€ m)	Q2 17	Q1 17	Q4 16	Q3 16	Q2 16	Q1 16	Q4 15	Q3 15	Q2 15	Q1 15
Sales	835	948	725	675	670	640	643	713	780	723
EBIT	38	85	21	36	41	57	65	40	86	4
Depreciation & Amortization	57	57	55	55	54	56	18	52	54	57
EBITDA	95	142	76	91	95	113	83	92	140	61
Exceptionals (EBIT relevant)	-3	2	-2	0	0	0	-36	2	-23	45
D&A in exceptionals	0	0	0	0	0	0	-37	0	1	9
EBITDA pre exceptionals	92	144	74	91	95	113	84	94	116	97

Reconciliation Key Figures (€ m)	Q2 17	Q1 17	Q4 16	Q3 16	Q2 16	Q1 16	Q4 15	Q3 15	Q2 15	Q1 15
Sales	14	13	13	13	12	11	10	13	12	12
EBIT	-69	-72	-89	-70	-53	-93	-103	-72	-84	-89
Depreciation & Amortization	7	4	5	4	2	6	11	4	4	4
EBITDA	-62	-68	-84	-66	-51	-87	-92	-68	-80	-85
Exceptionals (EBIT relevant)	13	10	22	16	2	11	4	15	11	13
D&A in exceptionals	0	0	0	-13	13	0	0	0	0	0
EBITDA pre exceptionals	-49	-58	-62	-50	-49	-76	-88	-53	-69	-72

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