



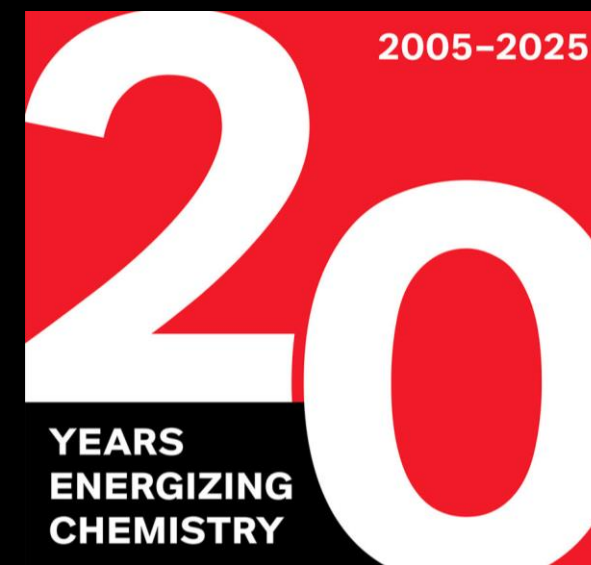
LANXESS
Energizing Chemistry

LANXESS – Q1 2025 results

EBITDA pre improvement in volatile times

Matthias Zachert, CEO

Oliver Stratmann, CFO



Safe harbor statement



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Agenda

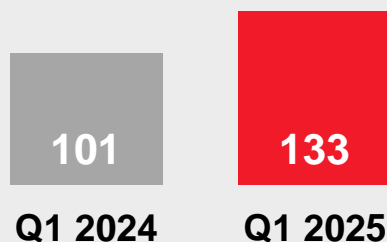
1 Review Q1 2025 and outlook

2 Financial and business details Q1 2025

3 Appendix

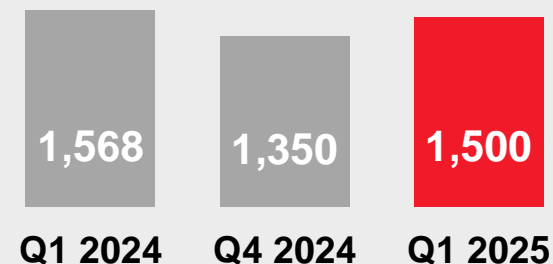
EBITDA pre significantly improved; net debt reflects seasonal working capital development

EBITDA pre (€ m)



+32%

Working Capital (€ m)*



Normal seasonal development

Net financial debt

Seasonal increase due to W/C build-up

€2,512 m

Divestment of Urethanes business accomplished

Proceeds received on 1st April 2025



* As reported

Ongoing tariff dynamics put customers into wait-and-see mode amid high uncertainty

Direct tariff impact on LXS business expected rather neutral

United States position:

- Numerous product categories exempted from tariffs
- For those products not exempted, relative price advantage vs. CN competitors exists
- LXS aims to grow sales and gain market share

European position:

- Risk of increasing competition from China due to over-supply



Indirect tariff impact on global economy can be significant

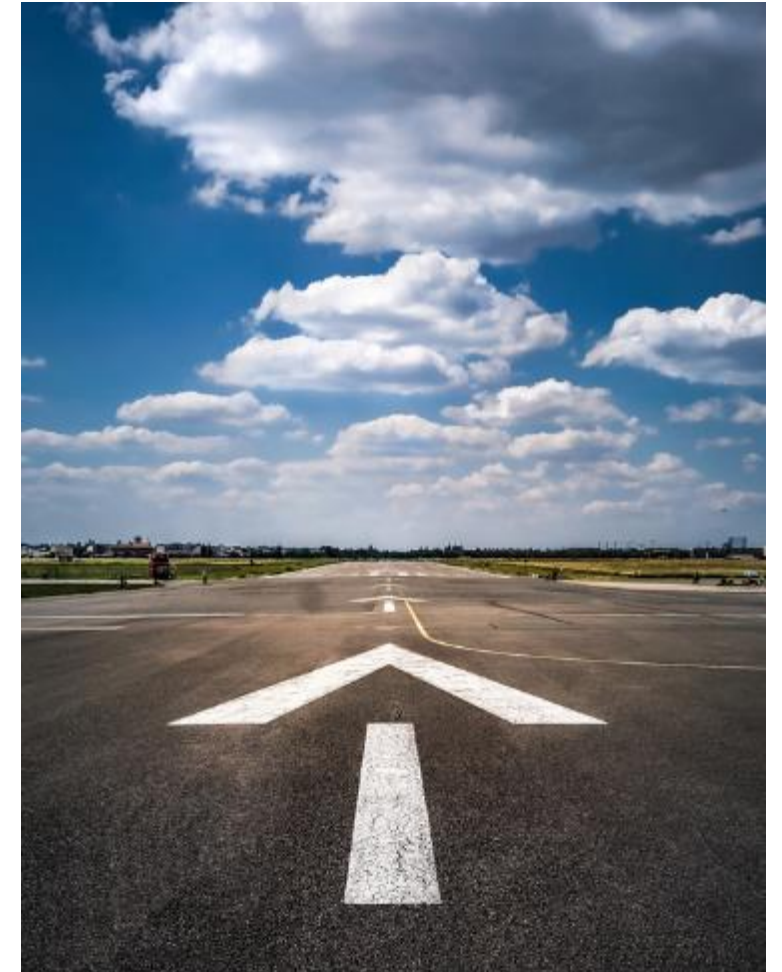
FY 2025 guidance: EBITDA pre of €600-650 m confirmed

Our view on economic environment

- Macro-economic uncertainty increased due to tariff discussions
- Effects from stimulus program in Germany should support 2026 onward

LANXESS outlook

- **FY 2025 EBITDA pre guidance €600-650 m reiterated**
- Q2 guidance: sequentially improved, however, below PY quarter due to
 - absence of URE contribution
 - trading uncertainty



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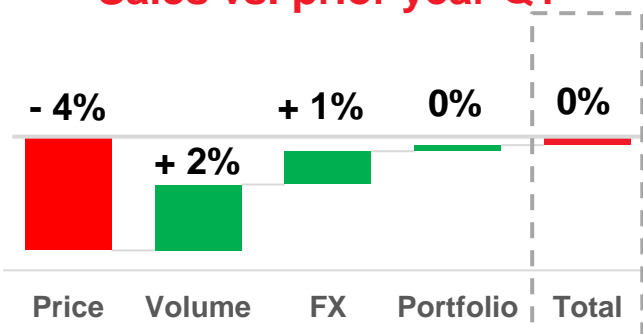
LANXESS Group: Visible Q1 EBITDA pre growth amid weak market environment

Higher utilization and savings drive result

[€ m]	Q1/2024	Q1/2025	Δ
Sales	1,607	1,601	0%
EBITDA pre	101	133	32%
Margin	6.3%	8.3%	
Capex	39	45	15%



Sales vs. prior year Q1



Sales:

- + Higher volumes for most Business Units (partially held back by Q4/24 pre-buying)
- Market environment in agro & construction remains weak
- Lower prices mainly due to pass-through of raw material cost deflation

EBITDA pre:

- + Margin improvement in all segments
- + Higher utilization and restructuring efforts (compared to a weak prior-year base)
- Energy cost inflation held back further improvement



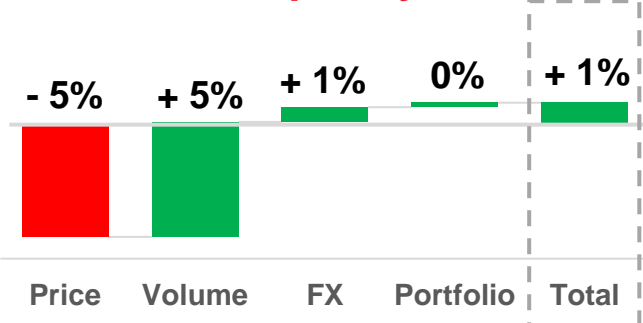
Consumer Protection: Strong EBITDA pre increase due to higher volumes and savings

Consumer markets with improved performance

[€ m]	Q1/2024	Q1/2025	Δ
Sales	509	513	1%
EBITDA pre	49	73	49%
Margin	9.6%	14.2%	
Capex	12	10	-17%



Sales vs. prior year Q1

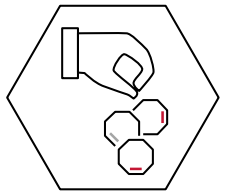


Sales:

- + Higher volumes from consumer related markets
- + Agro volumes positive vs. weak prior year
- Pass-through of input cost deflation and price pressure in continued challenging agro environment

EBITDA pre:

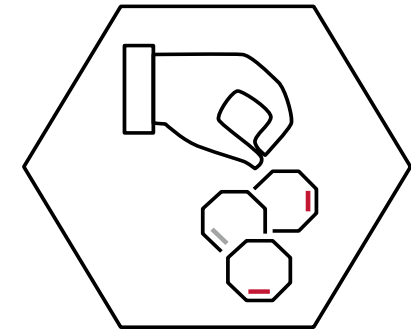
- + Contribution from cost savings (FORWARD!)
- + Overall higher utilization against substantial agro customer destocking in Q1/24
- + Insurance compensation (high single-digit € m)



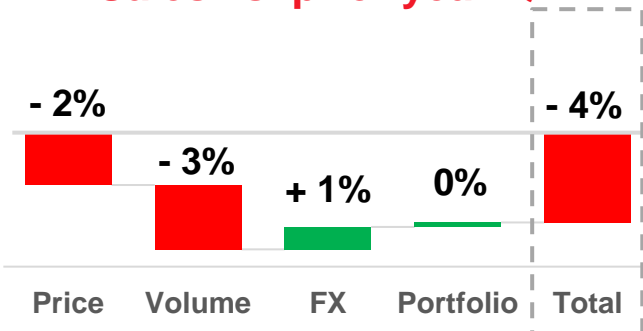
Specialty Additives: Tariff uncertainty in the US puts markets into wait-and-see mode

Pre-buying effect from Q4/24 and still weak construction burden

[€ m]	Q1/2024	Q1/2025	Δ
Sales	566	545	-4%
EBITDA pre	48	52	8%
Margin	8.5%	9.5%	
Capex	14	13	-7%



Sales vs. prior year Q1

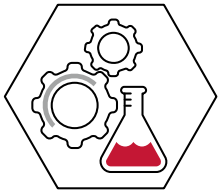


Sales:

- Lower prices reflect mainly pass-through of lower raw material costs and continuously weak construction markets
- Lower volumes due to pronounced pre-buying in Q4/24

EBITDA pre:

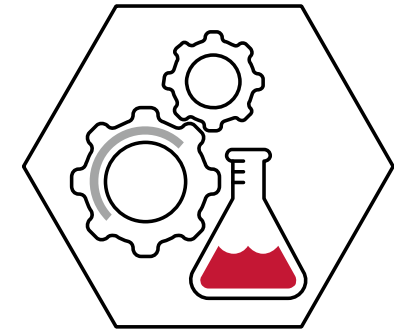
- + Cost savings program FORWARD!
- + Favorable product mix



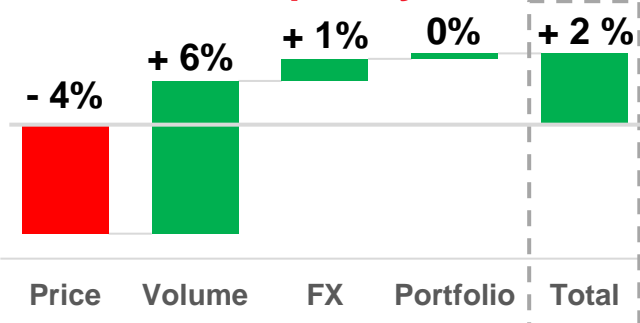
Advanced Intermediates: Improved earnings despite weak markets

**Better utilization
but higher energy
costs**

[€ m]	Q1/2024	Q1/2025	Δ
Sales	465	476	2%
EBITDA pre	37	40	8%
Margin	8.0%	8.4%	
Capex	11	18	64%



Sales vs. prior year Q1



Sales:

- + Higher volumes due to successful market share (re)gain; construction & agro remain soft
- Lower prices reflect lower raw material costs and compensation to regain volumes

EBITDA pre:

- + Higher volumes
- + Improved utilization and cost savings (FORWARD!)
- Partly offset by higher energy costs

Increase in earnings due to better utilization and cost savings

P&L [€ m]	Q1/2024		Q1/2025		yoy
Sales	1,607	(100%)	1,601	(100%)	0%
Cost of sales	-1,327	(-83%)	-1,279	(-80%)	4%
Selling	-223	(-14%)	-226	(-14%)	-1%
G&A	-68	(-4%)	-64	(-4%)	6%
R&D	-28	(-2%)	-29	(-2%)	-4%
Financial result	-62		-38		39%
Net Income	-98		-57		42%
Adjusted EPS [€]	-0.09		0.23		>100%
EBITDA	83	(5%)	112	(7%)	35%
thereof except.	18	(1%)	21	(1%)	17%
EBITDA pre except.	101	(6.3%)	133	(8.3%)	32%

- Flat sales: Higher volumes and positive FX compensated by lower prices due to pass-through of raw material costs
- Cost of sales reflect reduced input costs and savings
- Increase of selling costs due to higher freight rates and volumes
- G&A decrease reflects savings
- Better financial result mainly due to Envalior improvement
- Improved net income reflects better operating performance and Envalior contribution

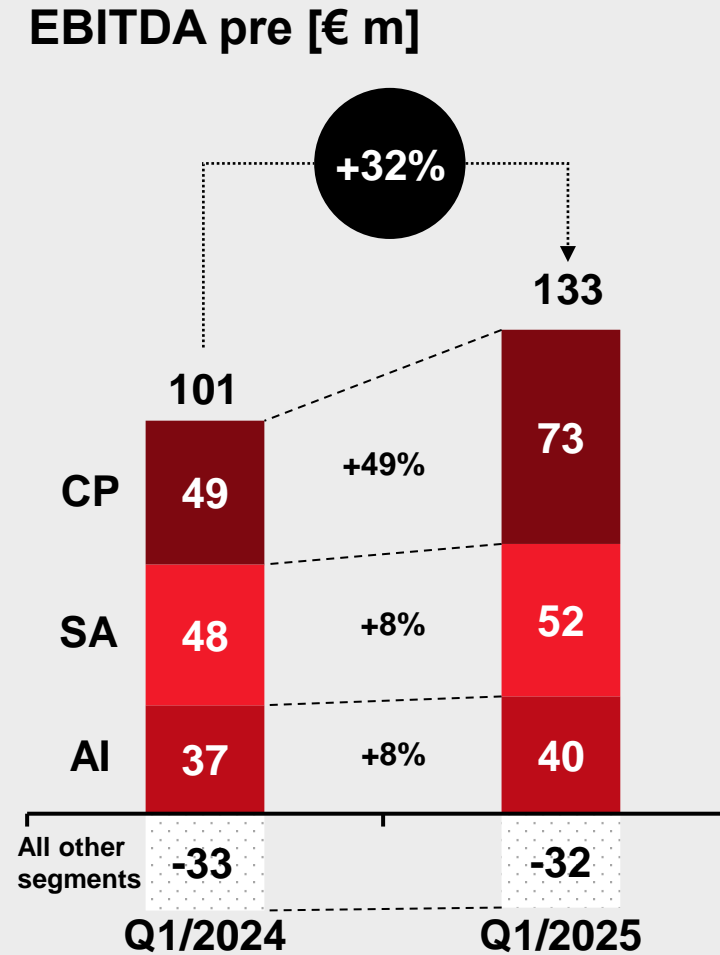
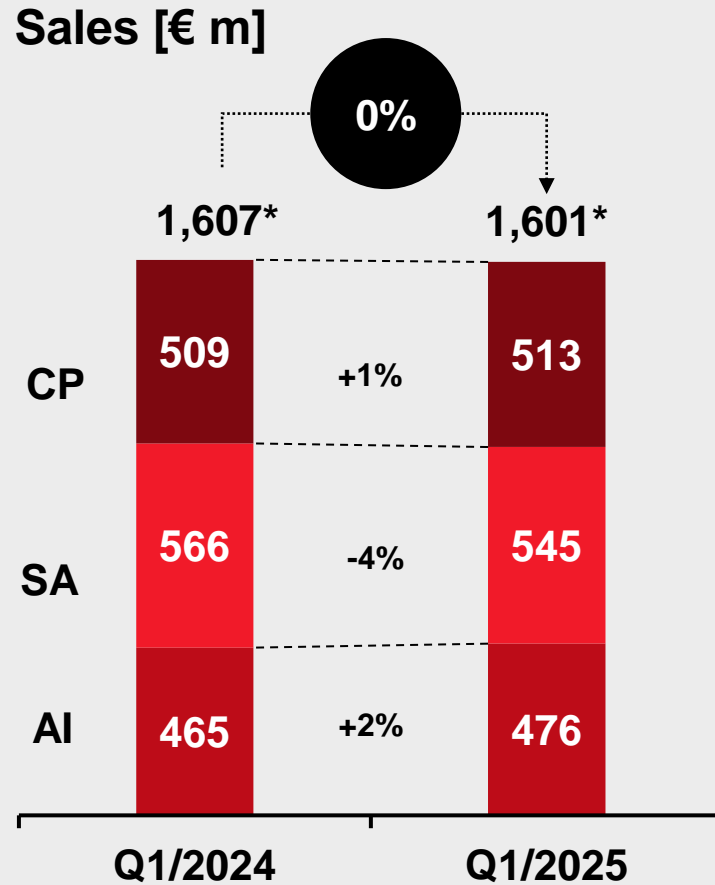
Q1: Free Cash flow impacted by seasonal W/C build-up

Cash flow [€ m]	Q1/2024	Q1/2025
Profit before tax	-119	-61
Result from investments accounted for using the equity method	46	31
Depreciation & amortization	140	135
Income taxes	-1	5
Changes in working capital	-166	-181
Operating cash flow	-48	-66
Capex	-39	-45
Free cash flow	-87	-111

- Better profit before tax reflects operational improvement
- Normal seasonal increase in working capital mainly due to increase in receivables and higher inventories
- Continued discipline on capex
- Free cash flow development mainly reflects change in working capital

Free cash flow = Operating cash flow minus capex

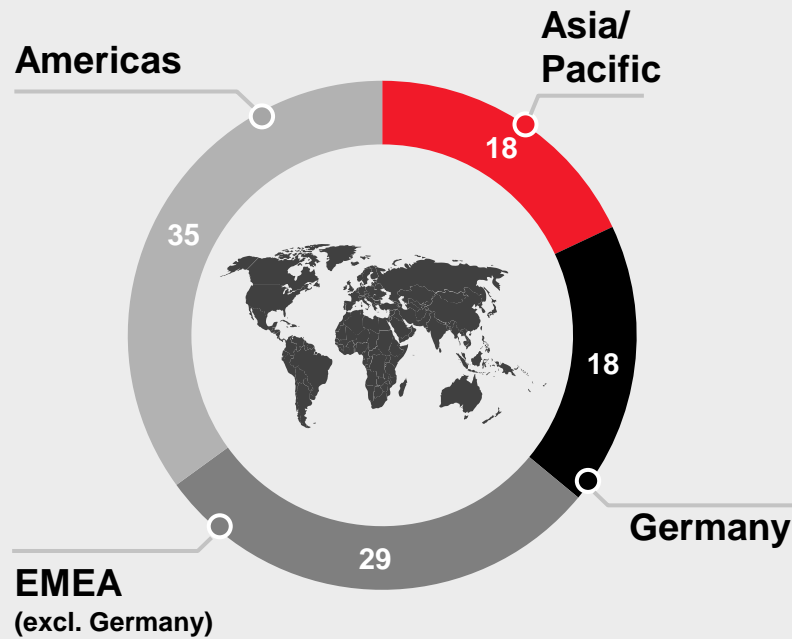
Q1 2024: Further EBITDA pre improvement in all segments



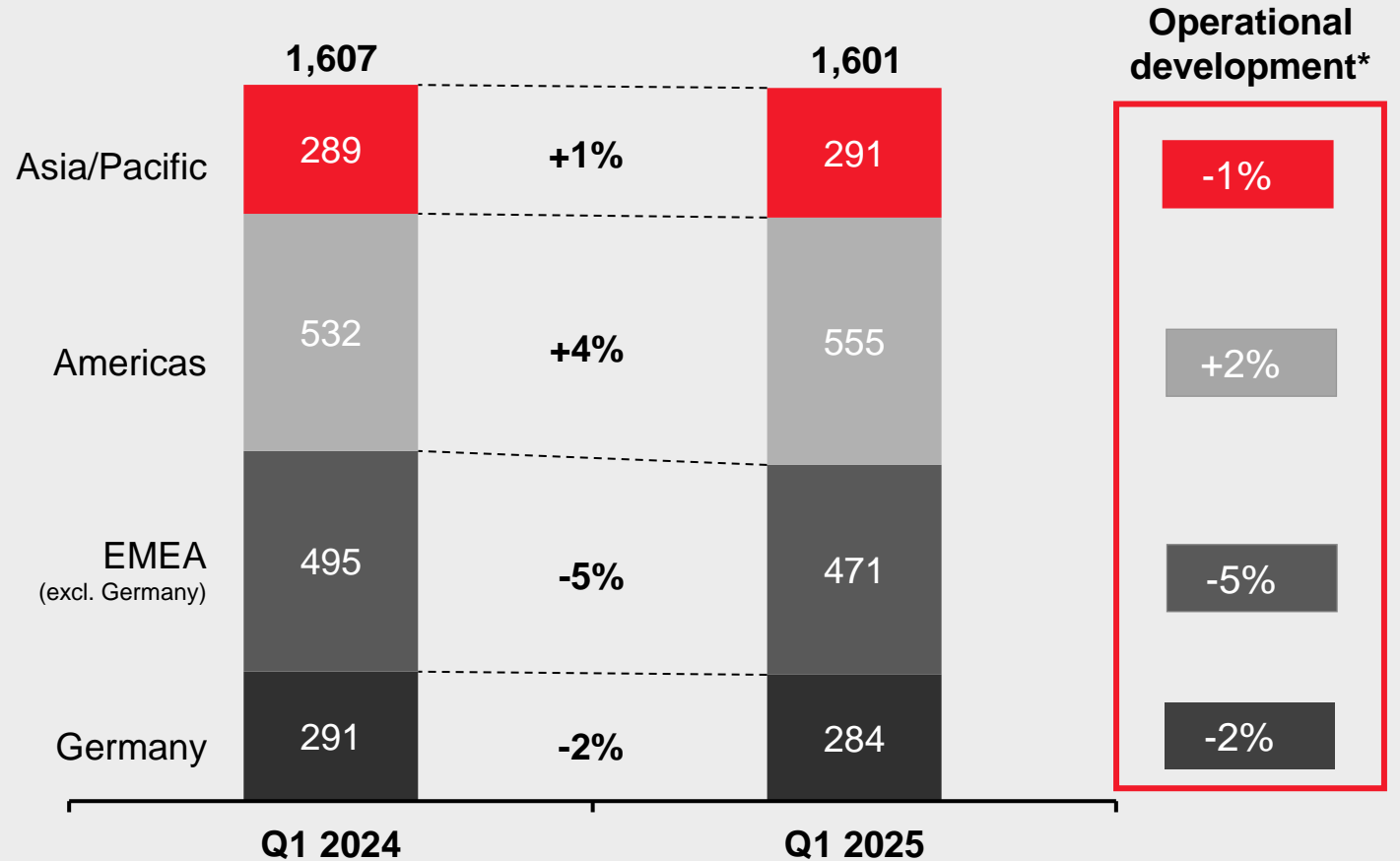
* Total group sales including all other segments

Q1 2025: Sales increase in Americas and Asia while EMEA and Germany show a decline

Q1 2025 sales by region [%]



Regional development of sales [€ m]



* Currency adjusted

Q1 exceptional items (EBIT) on prior-year level

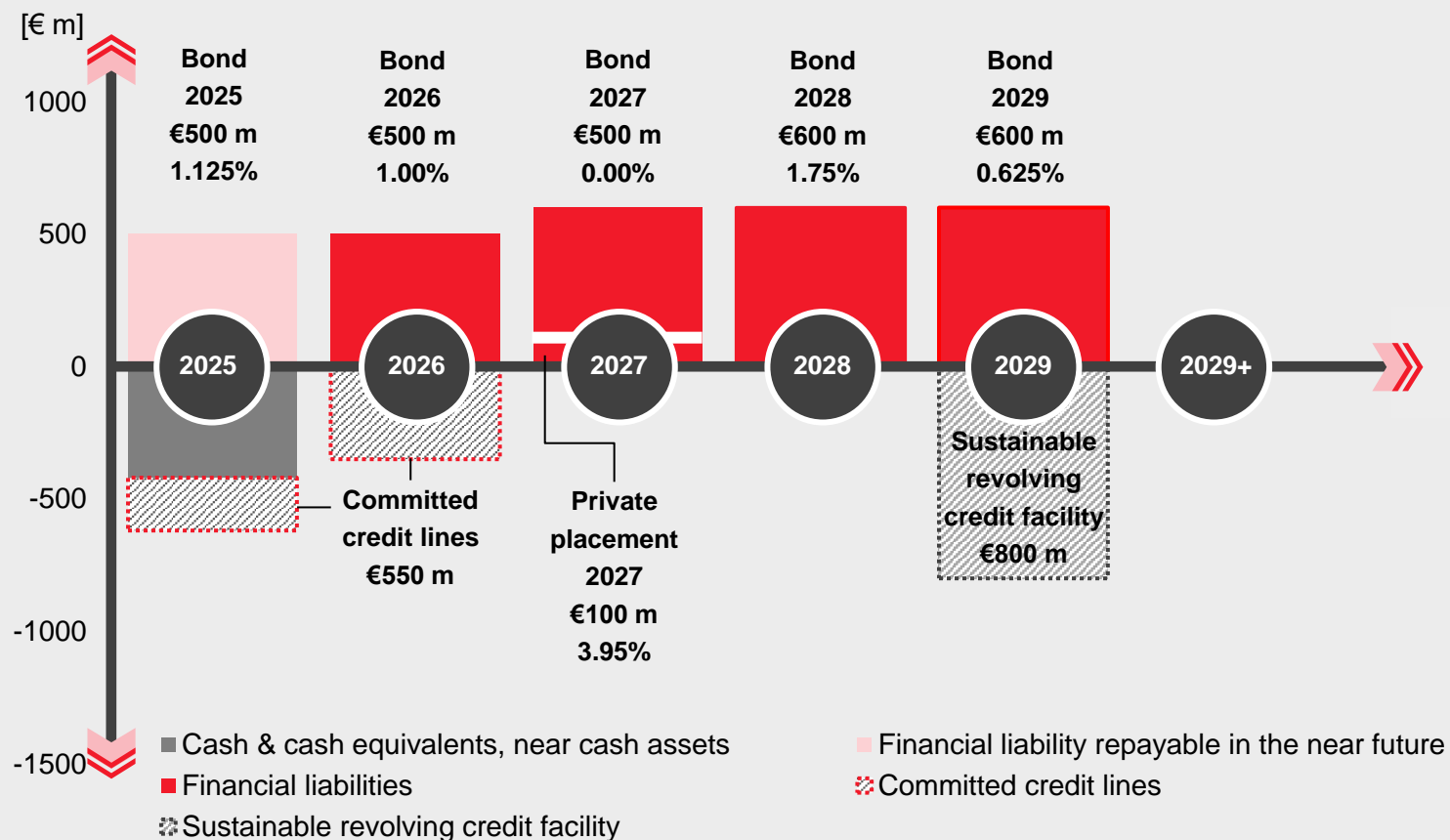
[€ m]	Q1 2024		Q1 2025	
	Excep.	thereof D&A	Excep.	thereof D&A
Strategic realignment and restructuring (incl. FORWARD!)	-5	0	-1	0
M&A, digitalization and others	-8	-1	-12	0
Strategic IT projects	-6	0	-8	0
Total	-19	-1	-21	0

Significant reduction in gross debt due to envisaged repayment of bond maturing in May 2025

Long-term financing secured

- Average interest rate of financial liabilities ~1.0%*
- All group financing executed without financial covenants
- Next maturity in May 2025 with sufficient cash on balance to pay back bond

Liquidity and maturity profile as per March 2025



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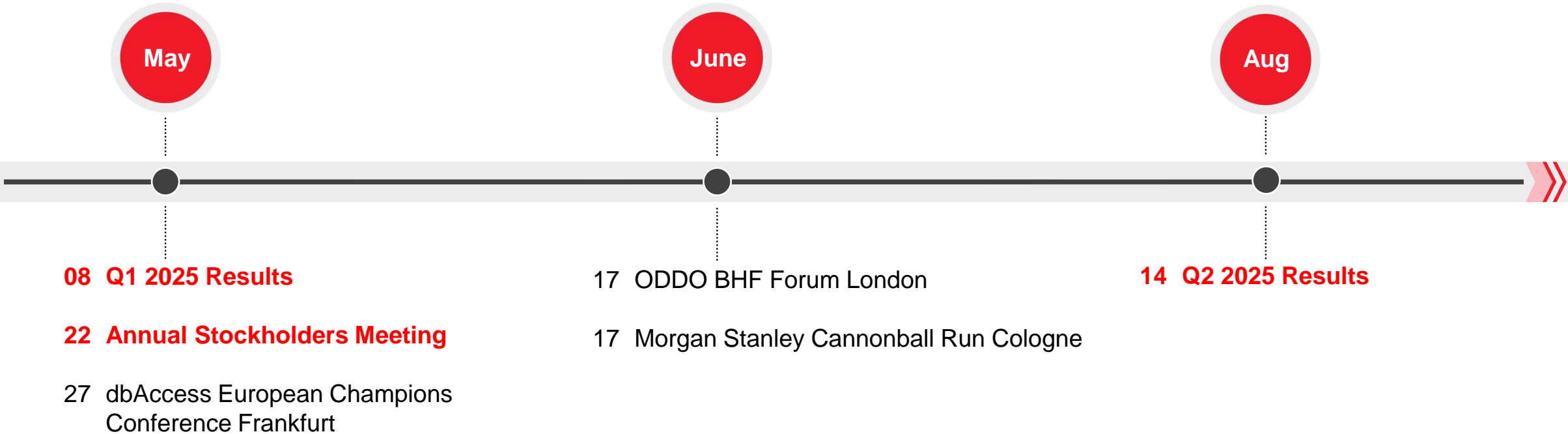
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Housekeeping items 2025

FY 2025 Outlook (in € m)

Capex	~330	
Operational depreciation	~370	<ul style="list-style-type: none"> excluding ~€150 m of intangible amortization
All other segments (EBITDA pre)	-150 - 160	
Exceptionals	~60	<ul style="list-style-type: none"> thereof ~€15 m coming from URE divestment process
FX sensitivity	~3	<ul style="list-style-type: none"> EBITDA pre impact after hedging at one cent change of USD/EUR
Remnant Costs	2025: ~15 2026: ~10 2027: ~5	<ul style="list-style-type: none"> Mainly from termination of Envalior services and Urethane divestment

Upcoming events 2025 - Proactive capital market communication



Contact details Investor Relations



Ulrike Rockel
Head of Treasury & Investor Relations

Tel.: +49 221 8885 5458
Mob.: +49 175 30 50458
E-Mail: ulrike.rockel@lanxess.com



Visit the IR website



André Simon
Head of Investor Relations

Mob.: +49 175 302 3494
E-Mail: andre.simon@lanxess.com



Thomas Kaiser
Institutional Investors / Analysts

Mob.: +49 151 7461 3890
E-Mail: thomas.kaiser@lanxess.com



Jens Ussler
Institutional Investors / Analysts

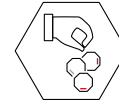
Mob.: +49 151 7465 0520
E-Mail: jens.ussler@lanxess.com

Abbreviations



Consumer Protection

MPP	Material Protection Products
F&F	Flavors & Fragrances
SGO	Saltigo
LPT	Liquid Purification Technologies



Specialty Additives

PLA	Polymer Additives
LAB	Lubricant Additives Business
RCH	Rhein Chemie



Advanced Intermediates

AI	Advanced Industrial Intermediates
IPG	Inorganic Pigments

All Other Segments

URE	Urethane Systems
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