



LANXESS
Energizing Chemistry

Prepared for turbulent times

Q3 2022 Telephone press conference

November 9, 2022

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Stable quarter despite headwind

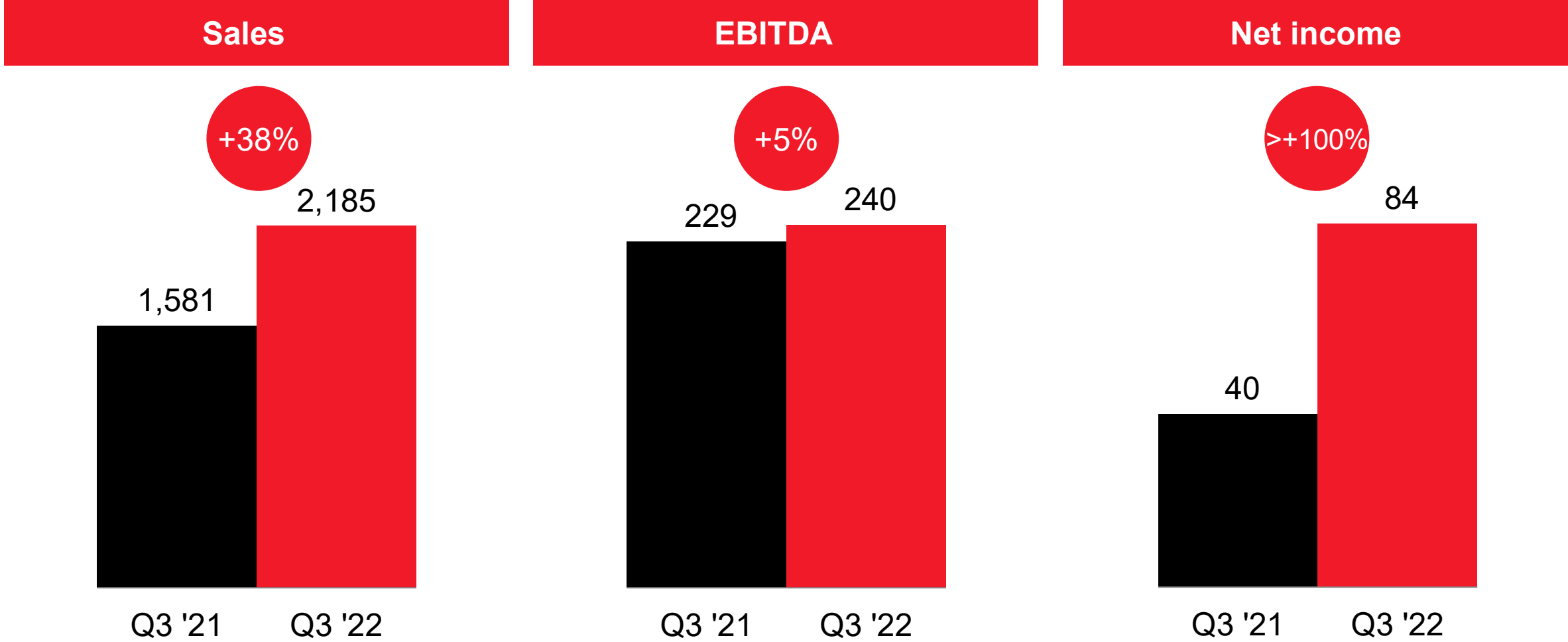
Earnings above prior year – significant contribution from new businesses

Increased energy and raw material costs successfully passed on

Foundation of plastics joint venture with Advent in progress

Guidance corridor narrowed

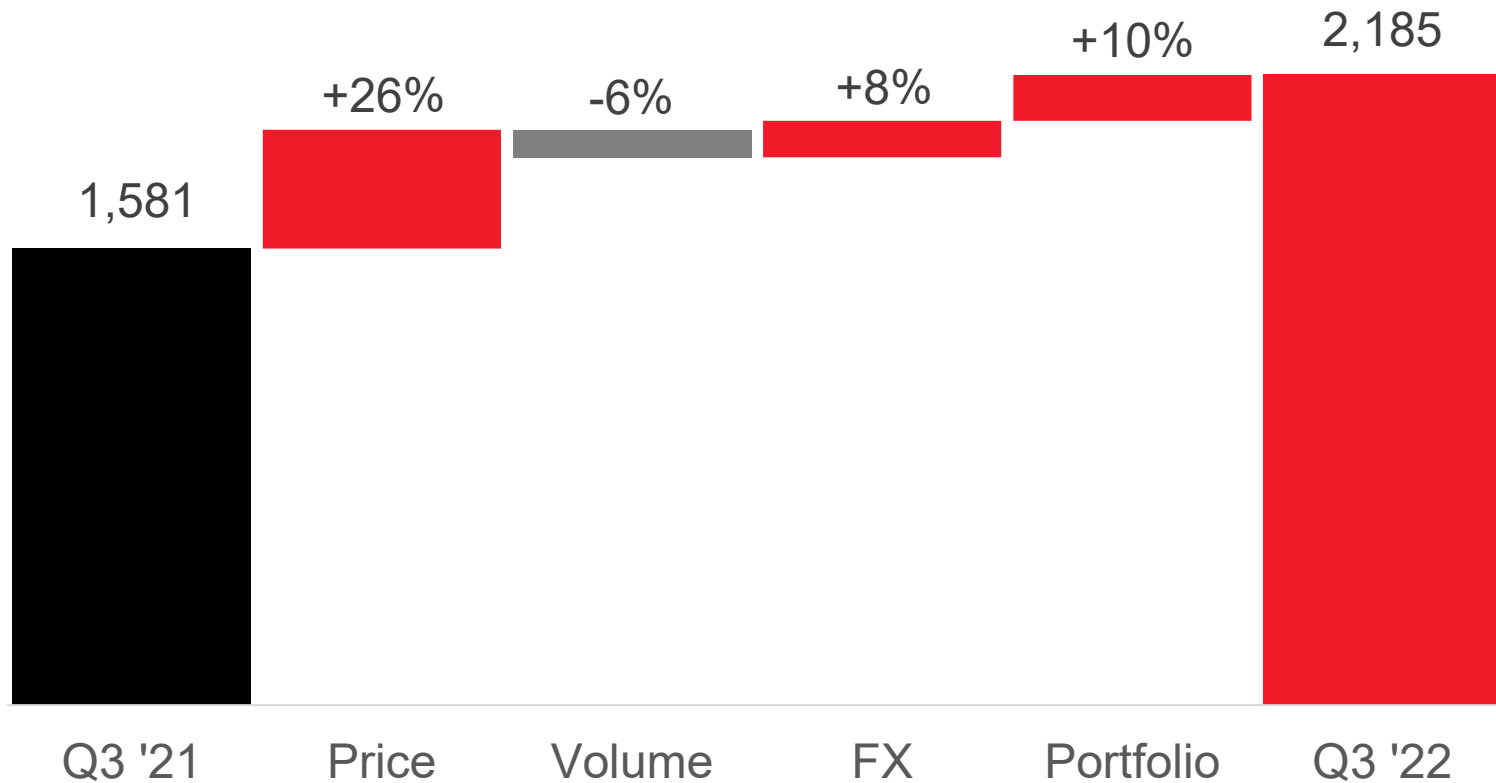
Sales and earnings increase



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Sales and EBITDA in EUR million
All EBITDA figures pre exceptionals
All figures from continued operations

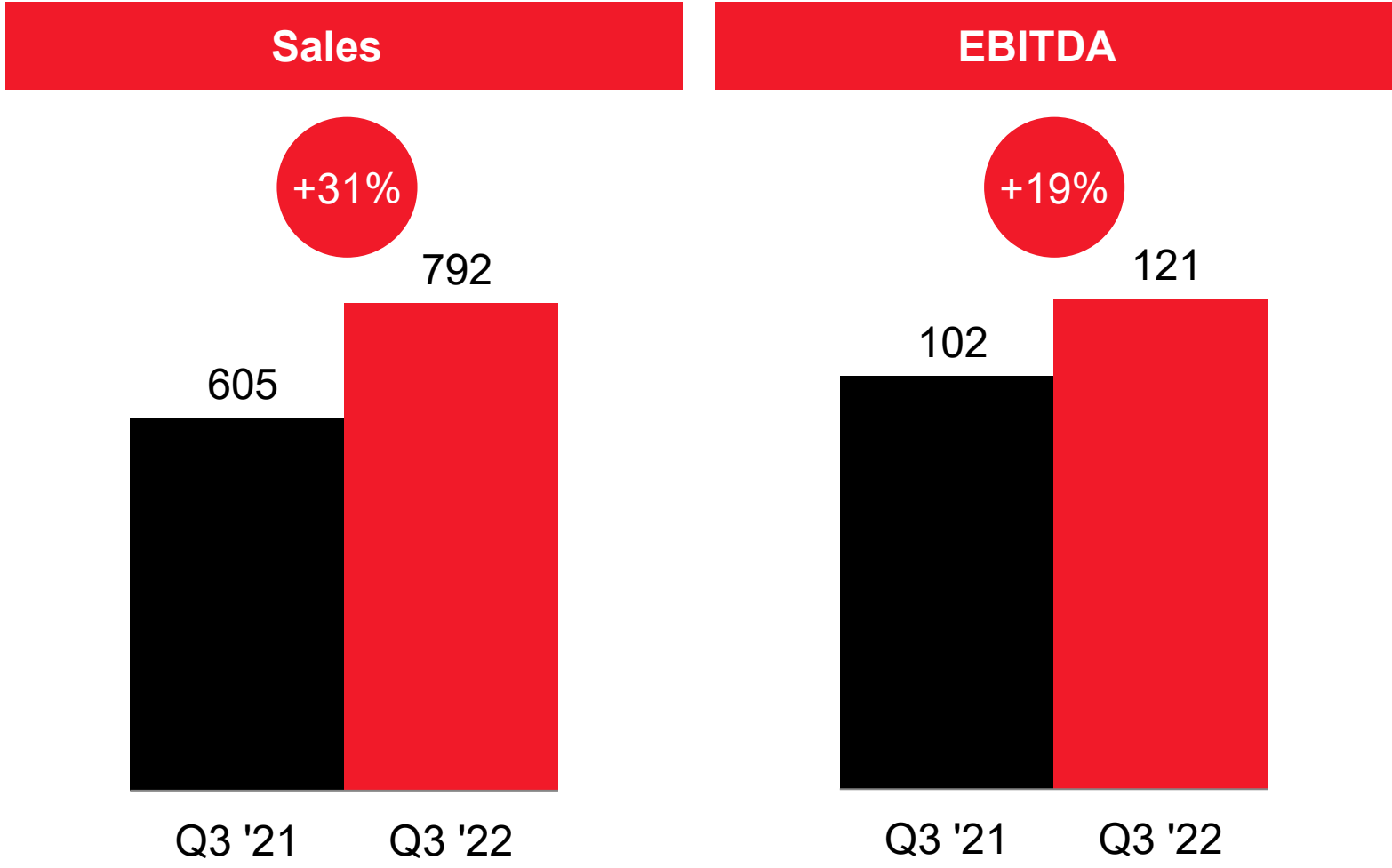
Acquisitions and passing on costs are success drivers

Sales drivers

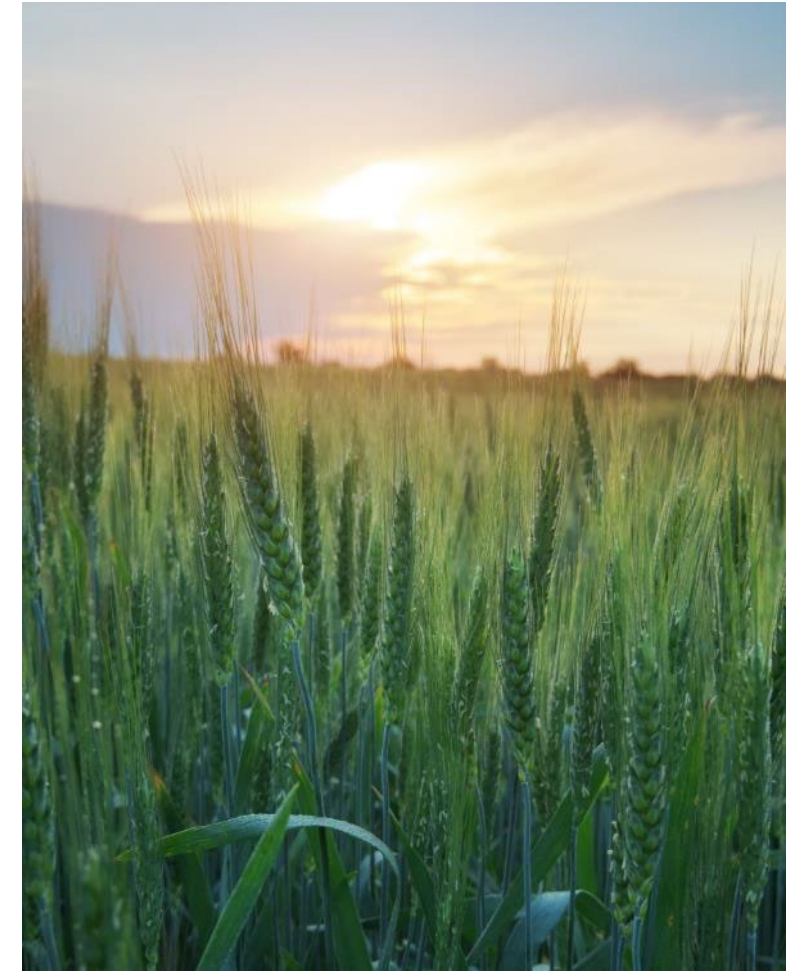
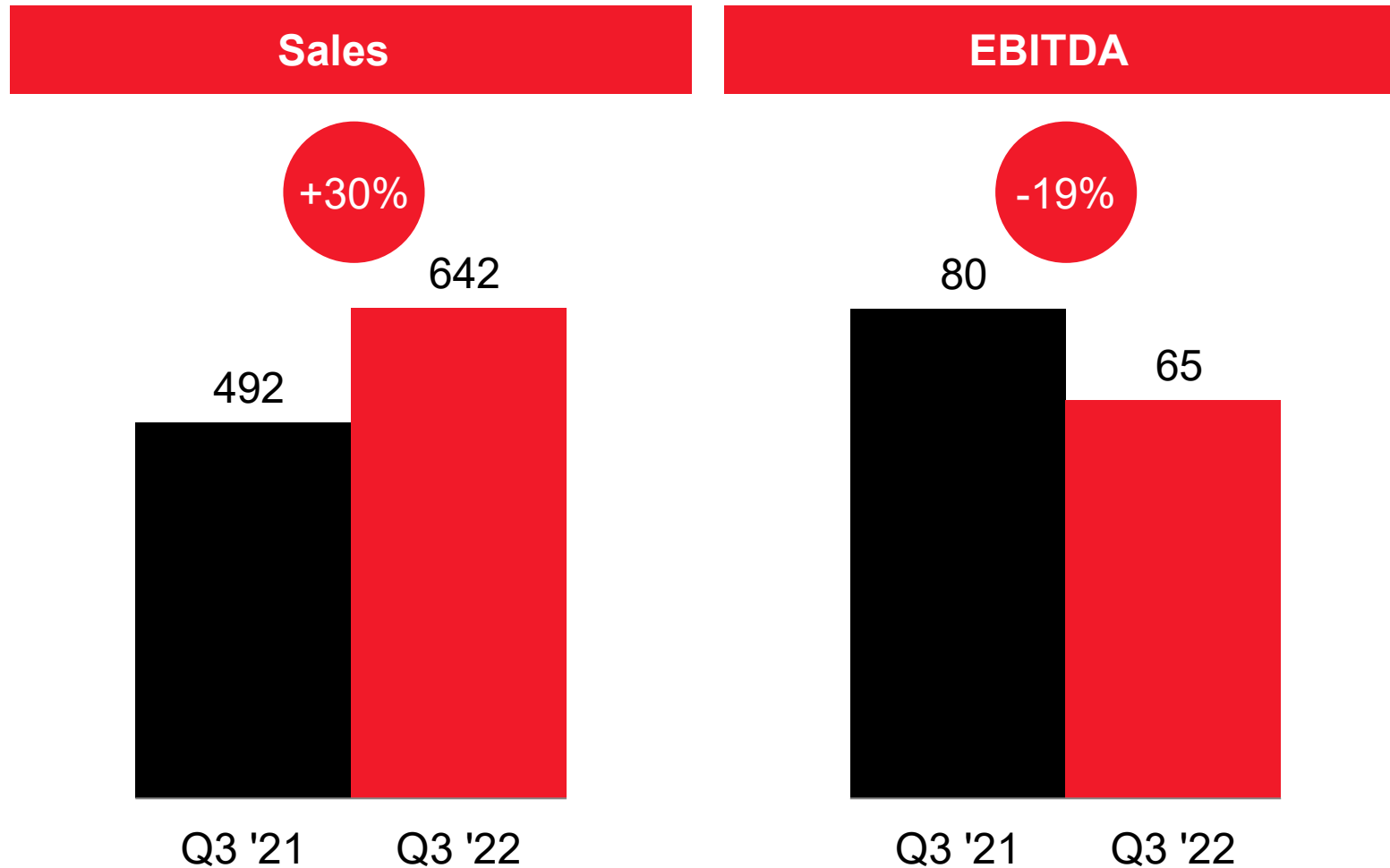


- Leading market positions enable consistent cost pass-through
- First indications of a slowing economy
- Beneficial exchange rate effects, mainly from U.S. dollar
- New business with significant contribution

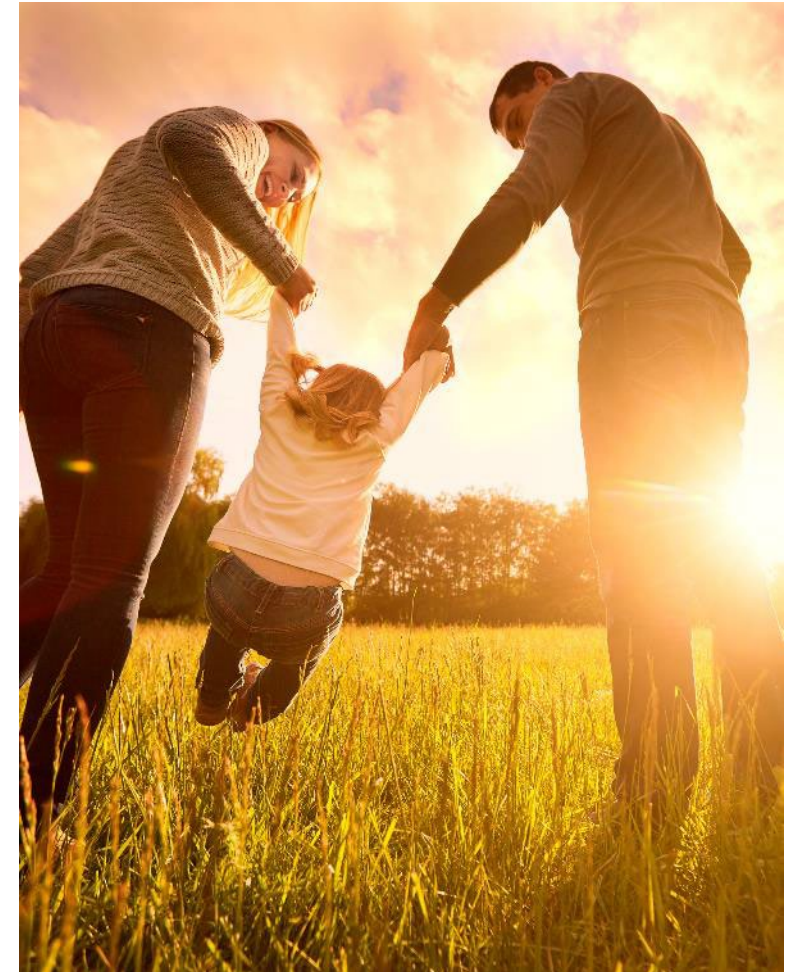
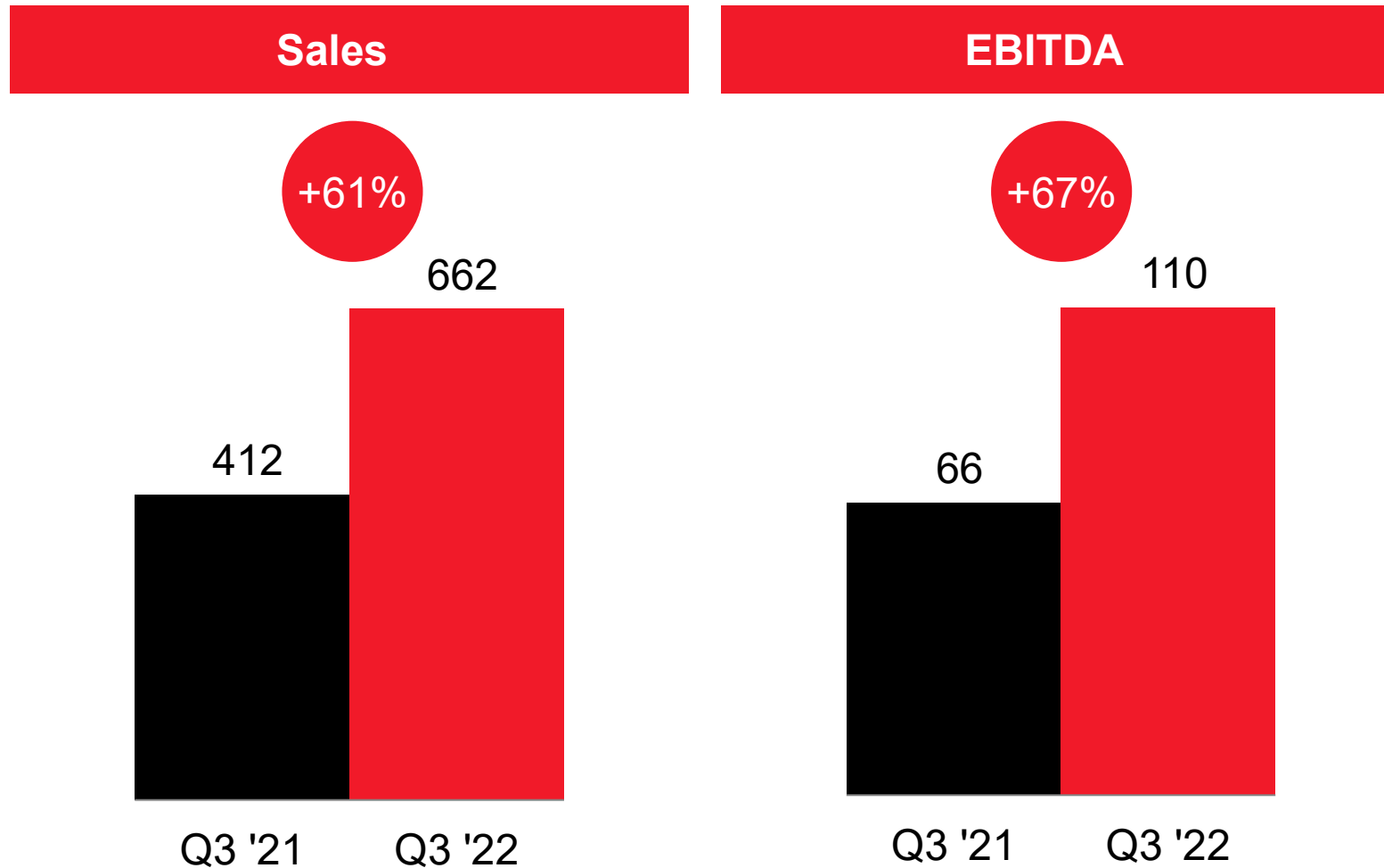
Specialty Additives: Strong growth supported by strong U.S. footprint



Advanced Intermediates: High German energy prices weigh on earnings



Consumer Protection: Acquisitions pay off



Sustainable product portfolio expanded

New sustainable Lewatit ion exchange resins

- First sustainable ion exchange resins for water filters
- Based on biocircular acrylonitrile
- CO₂ footprint reduced by up to 67 percent
- Adding to the Scopeblue product range

LANXESS Net Zero Value Chain Initiative

Climate-neutral value chain by 2050 through

- sustainable raw materials
- green logistics
- climate neutral products

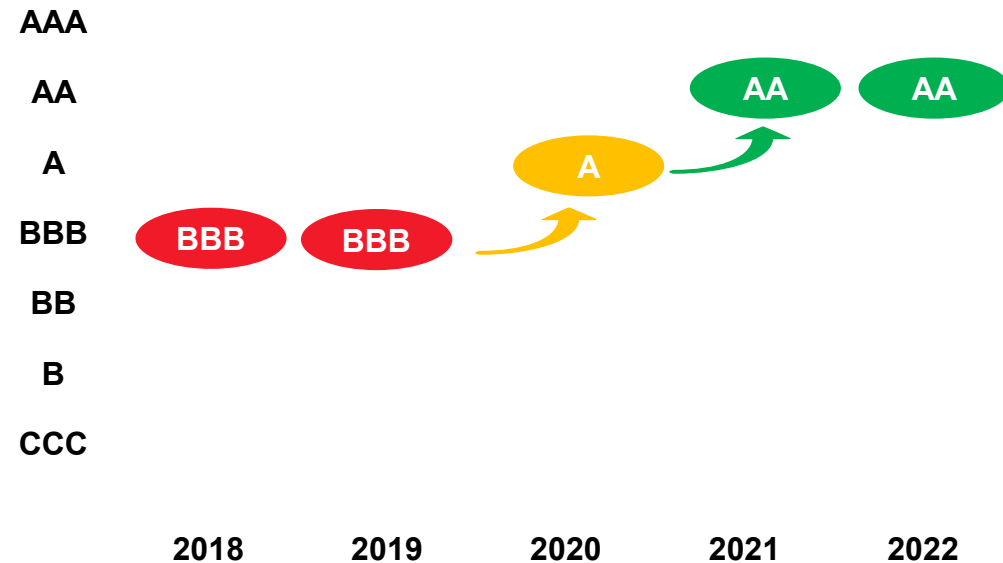


MSCI ESG confirms AA rating

LANXESS' rating history

MSCI

ESG RATINGS



Remarks from MSCI assessment

- **Carbon emissions:** LANXESS' carbon intensity significantly lower than industry average
- **Toxic Emissions & Waste:** LANXESS initiatives to reduce toxic emissions and waste include ambitious targets
- **Water Stress:** LANXESS takes strong efforts to reduce water use relative to peers
- **Corporate Governance:** LANXESS scores in the highest category

LANXESS is among the world's top 3 diversified chemical companies

Prepared for stormy times

Liquidity: EUR 1.8 billion undrawn credit facilities



Cost discipline: projects and expenses reprioritized



Production: Flexible adjustment possible



Gas shortage situation: Contingency plan in place



Guidance specified

Market development

- Further volatile development of raw material and energy costs
- Inflation weighs on demand
- Additional burden on demand due to anticipated customer destocking

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- EBITDA for full year 2022: EUR 900-950 million (2021: EUR 815 million)



Update: Planned plastics joint venture well on track

- Experienced future CEO appointed: Calum McLean with more than 30 years in the chemical industry
- Mixed management team from DSM and LANXESS
- Carve-out of LANXESS HPM finished by end of the year
- Foundation of joint venture and market launch expected in H1 2023 once antitrust approvals have been granted



Frederique van Baarle to become a member of the Board of Management



- Frederique van Baarle to become a member of the Board of Management at LANXESS AG
 - Labour director
 - Responsible for region Americas
 - Located in Pittsburgh (USA)
- Appointment immediately after completion of the joint venture for high-performance plastics with Advent
- Extensive experience in the LANXESS Group:
 - Currently Head of High Performance Materials
 - Previously Head of Group Function Global Procurement and Logistics

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