



LANXESS
Energizing Chemistry

On course in difficult times

Q3 2024 telephone press conference

November 7, 2024

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Operational and strategic progress

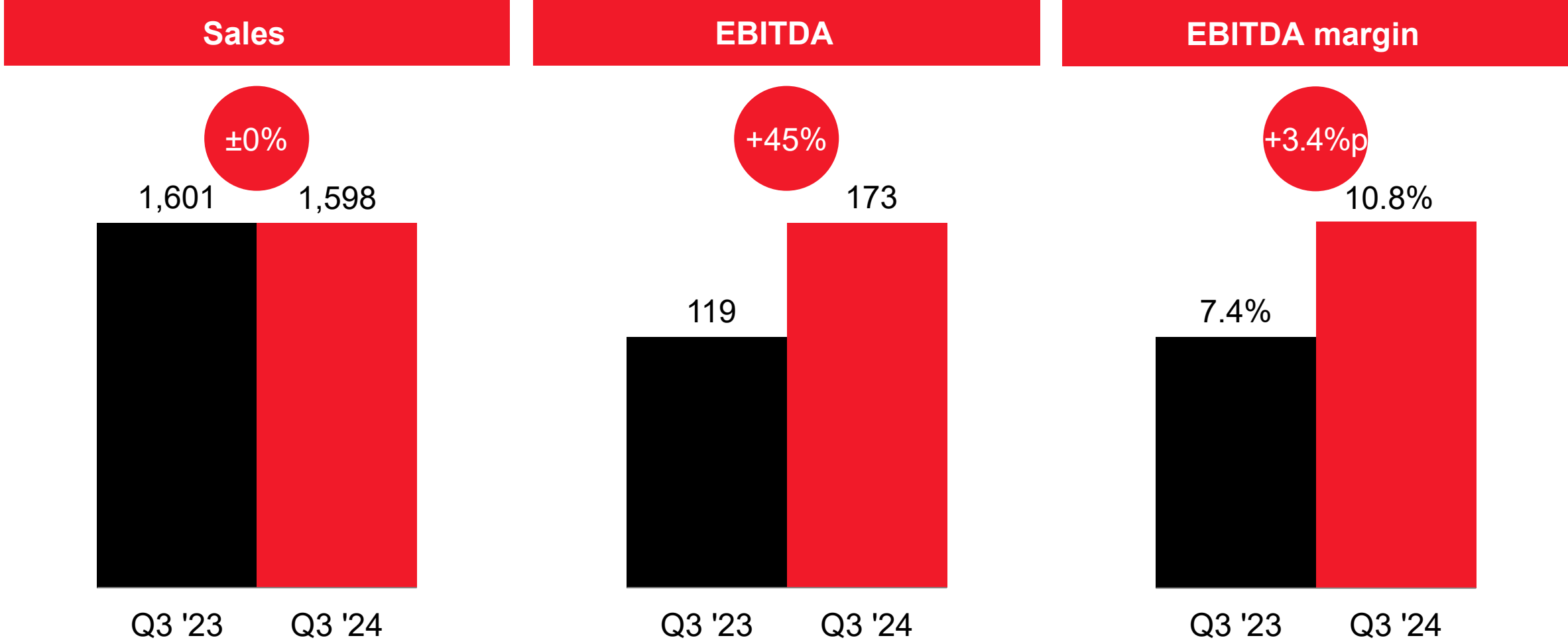
Significant increase in earnings

Capacity utilization increased, costs reduced

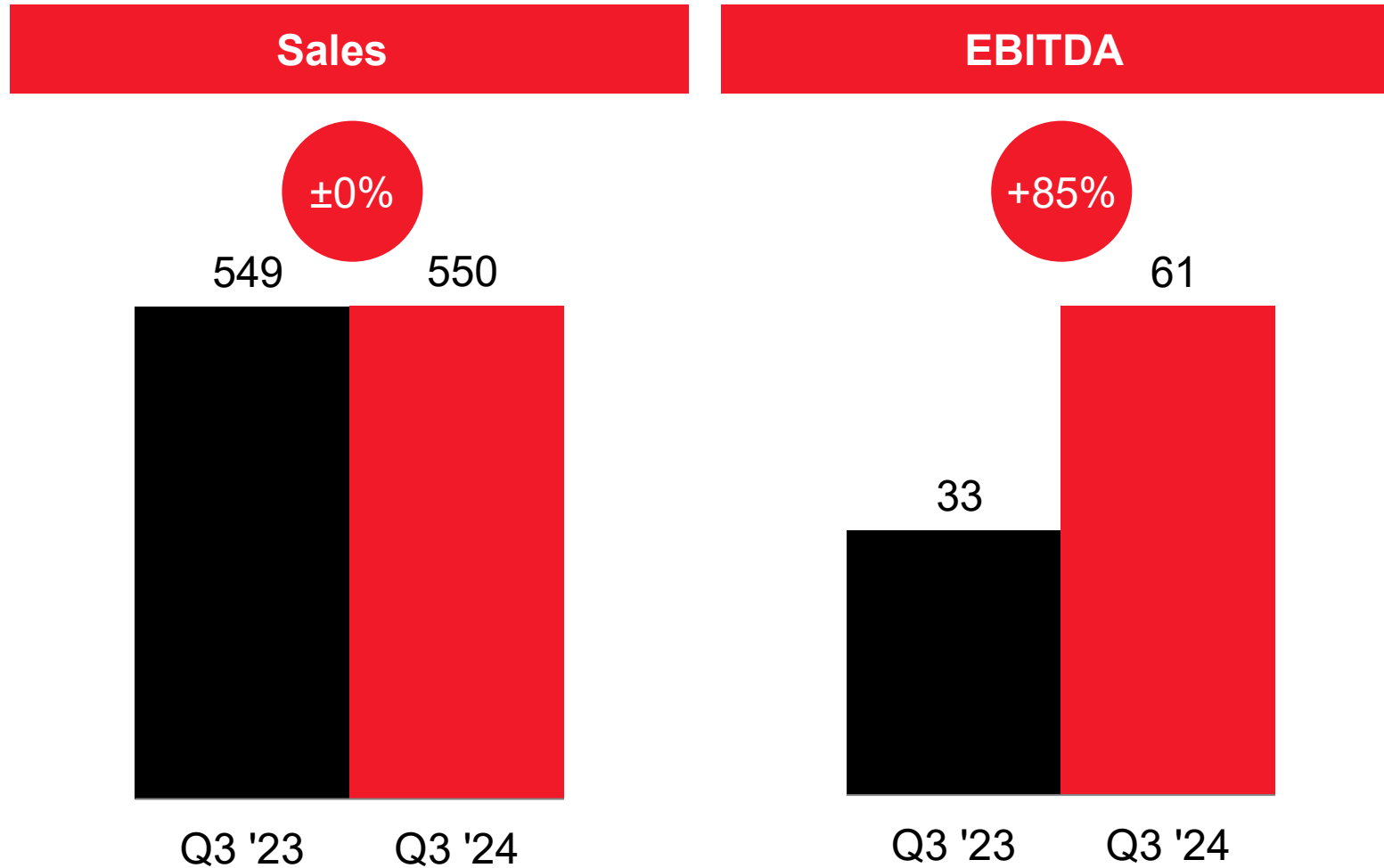
Portfolio transformation completed

Guidance for Full Year confirmed

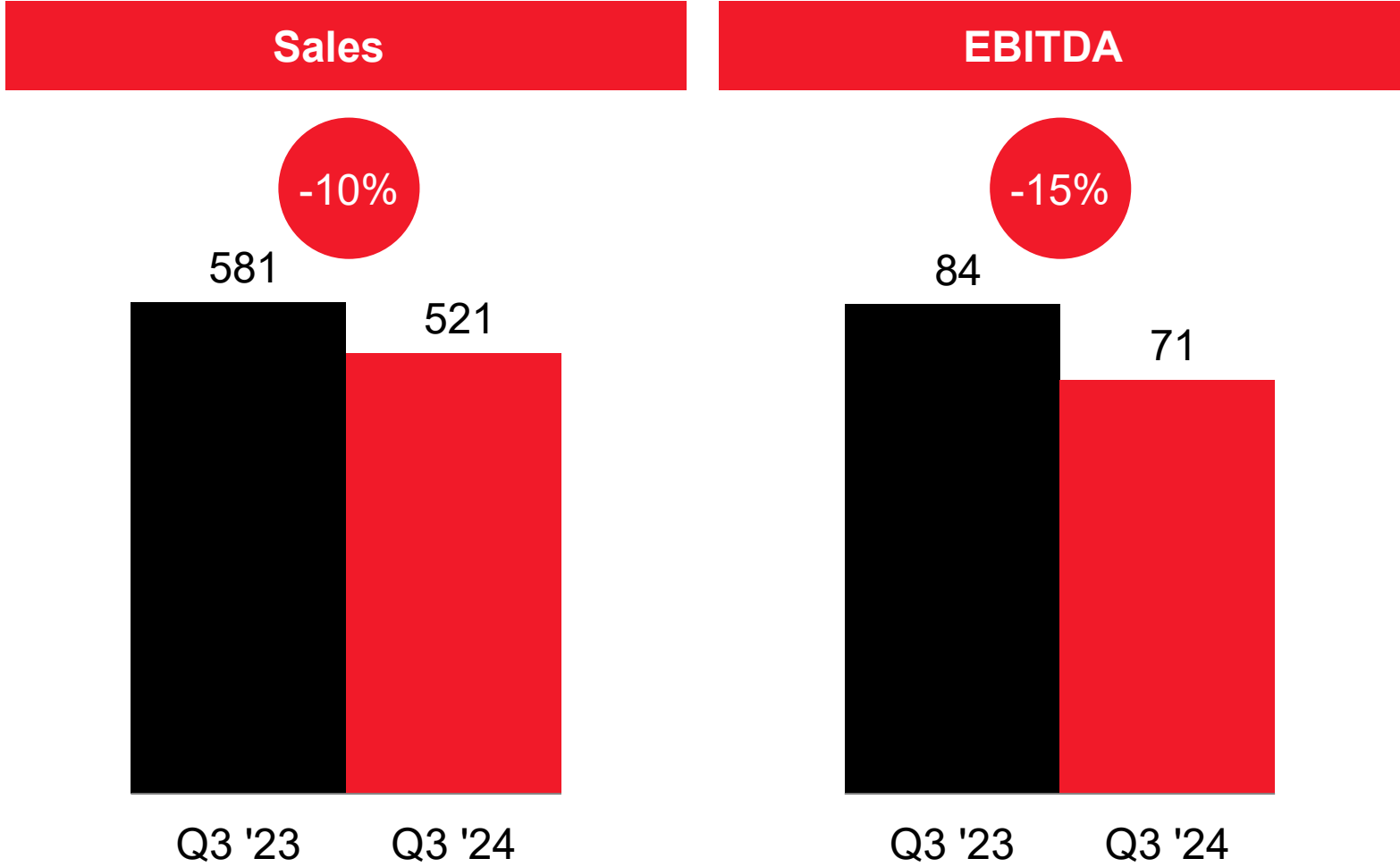
Significant earnings increase — despite weak markets



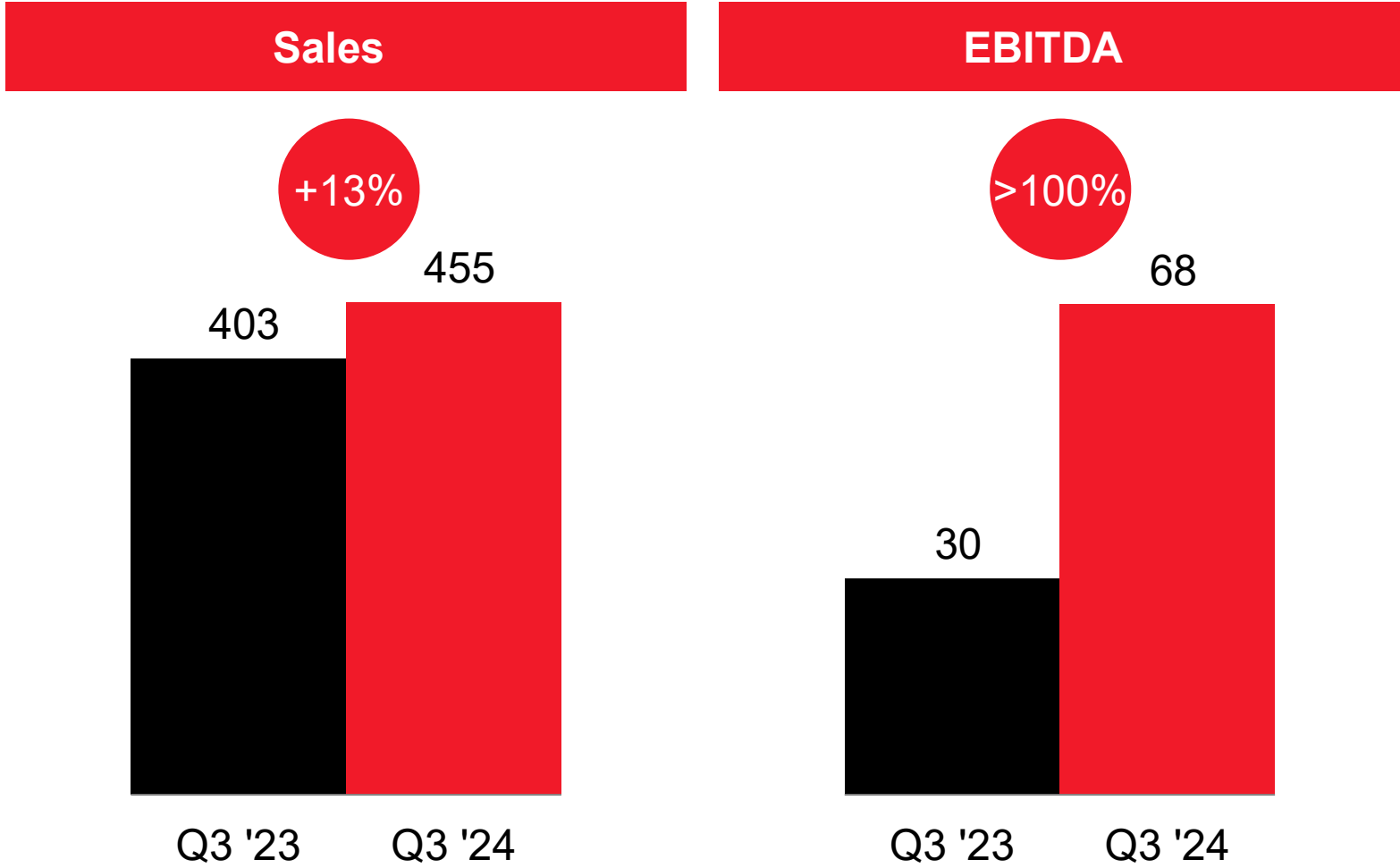
Specialty Additives: Significant jump in earnings due to better capacity utilization and cost reduction



Consumer Protection: Agrochemicals remain weak



Advanced Intermediates: earnings more than doubled



Portfolio: Transformation towards specialty chemicals completed

Sale of Urethane Systems to UBE

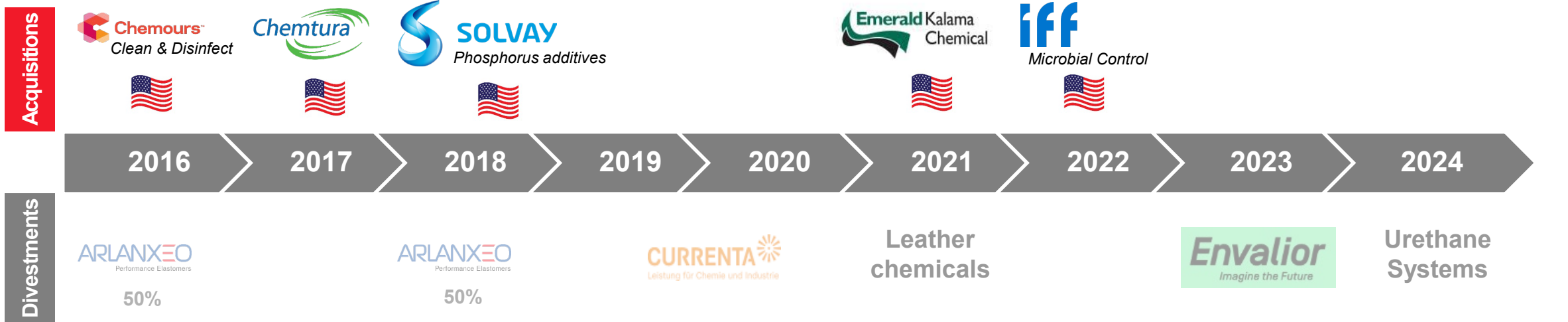
- Last remaining polymer business to be sold
- Closing expected in H1 2025

Strengthening the balance sheet

- Expected proceeds of around EUR 500 million
- Proceeds earmarked for further debt reduction



Transformation significantly expanded U.S. footprint



U.S. share of total sales



Full Year guidance confirmed

Market development

- Weak demand in key customer industries (especially agro, construction)
- No sustainable demand recovery in sight

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- Cost and efficiency program continues to have an impact
- EBITDA guidance for Full Year 2024 confirmed: 10-20% above previous year (EUR 512 million)



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