2017: A record year
Annual press conference on fiscal year 2017

CEO Matthias Zachert, CFO Michael Pontzen
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LANXESS delivers: strategically...

- Growth markets of North America and Asia expanded
- Chemtura successfully integrated at operational level
- Organic growth driven forward
- Portfolio further enhanced
...and operationally

- Best earnings figure in the Group’s history
- Volatile raw materials markets managed effectively
- Costs kept under control
- Post-acquisition debts already substantially reduced
Record operating result

Sales

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>8,006</td>
</tr>
<tr>
<td>2015</td>
<td>7,902</td>
</tr>
<tr>
<td>2016</td>
<td>7,699</td>
</tr>
<tr>
<td>2017</td>
<td>9,664</td>
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</table>

+26%

EBITDA

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA</th>
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</thead>
<tbody>
<tr>
<td>2014</td>
<td>808</td>
</tr>
<tr>
<td>2015</td>
<td>885</td>
</tr>
<tr>
<td>2016</td>
<td>995</td>
</tr>
<tr>
<td>2017</td>
<td>1,290</td>
</tr>
</tbody>
</table>

+30%

All figures in EUR million
All EBITDA figures are pre exceptionals
Portfolio optimization influences net income

<table>
<thead>
<tr>
<th>Year</th>
<th>Net income</th>
<th>Net income pre*</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>47</td>
<td>203</td>
</tr>
<tr>
<td>2015</td>
<td>165</td>
<td>186</td>
</tr>
<tr>
<td>2016</td>
<td>192</td>
<td>246</td>
</tr>
<tr>
<td>2017</td>
<td>87</td>
<td>379</td>
</tr>
</tbody>
</table>

All figures in EUR million

* net of exceptional items and amortization of intangible assets
LANXESS shareholders benefit from success

Dividend

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>€ 0.50</td>
</tr>
<tr>
<td>2014</td>
<td>€ 0.50</td>
</tr>
<tr>
<td>2015</td>
<td>€ 0.60</td>
</tr>
<tr>
<td>2016</td>
<td>€ 0.70</td>
</tr>
<tr>
<td>2017</td>
<td>€ 0.80*</td>
</tr>
</tbody>
</table>

*To be proposed to the Annual Stockholders’ Meeting on May 15, 2018

+14%
Recognized for sustainability

Top 10% in the chemical industry

German Innovation Award for Climate and Environment

MEMBER OF
Dow Jones Sustainability Indices
In Collaboration with RobecoSAM

Top 5% out of 2,400 companies examined

CDP A LIST 2017
CLIMATE
Advanced Intermediates: Sound earnings

Sales

- 2016: 1,742
- 2017: 1,970
- +13%

EBITDA

- 2016: 326
- 2017: 335
- +3%

Sales and EBITDA in EUR million
All EBITDA figures are pre exceptionals
Specialty Additives: Strong growth fueled by Chemtura

Sales
- 2016: 841
- 2017: 1,604
+91%

EBITDA
- 2016: 151
- 2017: 267
+77%

Sales and EBITDA in EUR million
All EBITDA figures are pre exceptionals
Performance Chemicals: Structural improvement

Sales and EBITDA in EUR million
All EBITDA figures are pre exceptionals
Engineering Materials: Jump in sales and earnings

**Sales**
- 2016: 1,056 EUR million
- 2017: 1,366 EUR million

**EBITDA**
- 2016: 159 EUR million
- 2017: 219 EUR million

Percentage increase:
- Sales: +29%
- EBITDA: +38%

Sales and EBITDA in EUR million.
All EBITDA figures are pre exceptionals.
ARLANXEO: Well performed in a challenging market

Sales
- 2016: 2,710
- 2017: 3,230
  - +19%

EBITDA
- 2016: 373
- 2017: 385
  - +3%

Sales and EBITDA in EUR million
All EBITDA figures are pre-exceptionals
ARLANXEO separately reported operation from Q2 2018

Sales and EBITDA in EUR million
All EBITDA figures are pre exceptionals
*Figures are indicative / unaudited. Reporting of separate operations may lead to different disclosure

**New LANXESS** | **ARLANXEO**
---|---
Sales: 9,664 | 6,420
EBITDA: 1,290 | 925
EBITDA margin: 14.4% | 11.3%
Group: 13.3%

*Figures are indicative / unaudited. Reporting of separate operations may lead to different disclosure.
Integration of Chemtura on track

<table>
<thead>
<tr>
<th>Feature</th>
<th>Status</th>
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<tbody>
<tr>
<td>Operational integration complete</td>
<td>✔</td>
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<tr>
<td>New segment structure established</td>
<td>✔</td>
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<tr>
<td>Significant earnings contribution</td>
<td>✔</td>
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<tr>
<td>Synergies of EUR 30 million already realized (out of EUR 100 million)</td>
<td>✔</td>
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</table>
Organic growth: German sites strengthened

**Leverkusen**
- EUR 120 million
- Inauguration of ZeTO extension

**Krefeld**
- EUR 50 million
- Groundbreaking ceremony of zinc-oxide plant extension

**Brunsbüttel**
- EUR 10 million
- Extension of MEA plant
Sales share in growth regions enhanced

Target for 2021: Regionally balanced business

<table>
<thead>
<tr>
<th>Region</th>
<th>2016 Sales Share</th>
<th>Change (2016-2017)</th>
<th>2017 Sales Share</th>
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<tr>
<td>Asia-Pacific</td>
<td>26%</td>
<td>+2 %p</td>
<td>28%</td>
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<td>North America</td>
<td>17%</td>
<td>+2 %p</td>
<td>19%</td>
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<td>Latin America</td>
<td>10%</td>
<td>-1 %p</td>
<td>9%</td>
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<td>EMEA (excluding Germany)</td>
<td>30%</td>
<td>-2 %p</td>
<td>28%</td>
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<tr>
<td>Germany</td>
<td>17%</td>
<td>-1 %p</td>
<td>16%</td>
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2016: €7.7 billion
2017: €9.7 billion
EBITDA margin approaching target range

Average 14-18%

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<thead>
<tr>
<th>Year</th>
<th>Average</th>
<th>8.9%</th>
<th>10.1%</th>
<th>11.2%</th>
<th>12.9%</th>
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All EBITDA figures are pre exceptionals
Forecast for 2018: Earnings slightly above 2017

Market development

- Chemical industry growth slightly outpacing global GDP
- China remains a global growth driver
- U.S.: Tax reform likely to boost growth

“New LANXESS” (excluding ARLANXEO)

- 2017: EUR 925 million EBITDA (pro forma)
- Earnings driven by volume growth and cost discipline
- FY 2018: Slight rise in EBITDA
- Q1 2018: Good start to the year

All EBITDA figures are pre exceptionals