

KEY DATA

2018

LANXESS Group

€ million	Q4 2017	Q4 2018	Change %	2017	2018	Change %
Sales	1,635	1,766	8.0	6,530	7,197	10.2
Gross profit	395	385	(2.5)	1,734	1,834	5.8
Gross profit margin	24.2%	21.8%		26.6%	25.5%	
EBITDA pre exceptionals ¹⁾	179	179	0.0	925	1,016	9.8
EBITDA margin pre exceptionals ¹⁾	10.9%	10.1%		14.2%	14.1%	
EBITDA ¹⁾	147	166	12.9	709	935	31.9
Operating result (EBIT) pre exceptionals ¹⁾	72	68	(5.6)	558	595	6.6
EBIT ¹⁾	40	45	12.5	299	504	68.6
EBIT margin ¹⁾	2.4%	2.5%		4.6%	7.0%	
Net income (loss)	(49)	99	> 100	87	431	> 100
from continuing operations	(49)	19	> 100	60	277	> 100
from discontinued operations	0	80	> 100	27	154	> 100
Earnings per share (€)	(0.54)	1.08	> 100	0.95	4.71	> 100
from continuing operations	(0.54)	0.21	> 100	0.66	3.03	> 100
from discontinued operations	0	0.87	> 100	0.29	1.68	> 100
Earnings per share from continuing operations adjusted for exceptional items and amortization of intangible assets (€) ²⁾	0.43	0.61	41.9	3.84	4.45	15.9
Dividend per share (€)				0.80	0.90 ¹⁰⁾	12.5
ROCE ³⁾				9.3%	11.4%	
Cash flow from operating activities	275	185	(32.7)	568	472	(16.9)
Depreciation and amortization	107	121	13.1	410 ⁷⁾	431 ⁷⁾	5.1
Cash outflows for capital expenditures	194	240	23.7	397	497	25.2
Total assets				10,411 ⁸⁾	8,687	(16.6)
Equity (including non-controlling interests)				3,413 ⁹⁾	2,773	(18.8)
Equity ratio ⁴⁾				32.8% ⁹⁾	31.9%	
Provisions for pensions				1,490 ⁹⁾	1,083	(27.3)
Net financial liabilities ⁵⁾				2,252 ⁹⁾	1,923	(14.6)
Net financial liabilities after deduction of time deposits and securities available for sale ⁶⁾				2,252 ⁹⁾	1,381	(38.7)
Employees (December 31)				19,029 ⁹⁾	15,441	(18.9)
Personnel expenses (€ million)				1,291	1,328	2.9
Work-related injuries resulting in at least 1 day's absence (per million hours worked)				1.7 ⁹⁾	1.5	(11.8)
Hire rate of apprentices in Germany				80.0% ⁹⁾	84.0%	
Turnover resulting (from voluntary resignations)				2.3% ⁹⁾	3.1%	
Specific energy consumption (gigajoules per metric ton of product)				7.24 ¹¹⁾	5.05	(30.2)
Specific Scope 1 CO ₂ e emissions (CO ₂ equivalents, metric tons per metric ton of product)				0.25 ¹¹⁾	0.27	8.0
Specific Scope 2 CO ₂ e emissions (CO ₂ equivalents, metric tons per metric ton of product)				0.46 ⁹⁾	0.30	(34.8)
Emissions of volatile organic compounds (in thousand metric tons)				5.0 ¹¹⁾	1.0	(80.0)

1) EBIT: earnings before interest and taxes.
EBIT pre exceptionals: EBIT disregarding exceptional charges and income.
EBIT margin: EBIT in relation to sales.

EBITDA: EBIT before depreciation of property, plant and equipment and amortization of intangible assets, less reversals of impairment charges on property, plant, equipment and intangible assets.
EBITDA pre exceptionals: EBITDA disregarding exceptional charges and income.
EBITDA margin pre exceptionals: EBITDA pre exceptionals in relation to sales.
See "Value Management and Control System" in the Combined Management Report for details.

2) Earnings per share from continuing operations pre exceptionals and amortization of intangible assets: earnings per share from continuing operations disregarding exceptional charges and income, amortization of intangible assets and attributable tax effects as well as non-recurring earnings effects of the U.S. tax reform in the previous year. See "Business Performance of the LANXESS Group" in the Combined Management Report for details.

3) ROCE: EBIT pre exceptionals in relation to capital employed (total assets less deferred tax assets and interest-free liabilities). ROCE for 2017 as published including ARLANXEO. Capital employed as of December 31, 2018, adjusted. See "Value Management and Control System" in the Combined Management Report for details of capital employed.

4) Equity ratio: equity in relation to total assets.

5) Net financial liabilities: Sum of current and non-current financial liabilities (adjusted for liabilities for accrued interest) less cash, cash equivalents and near-cash assets. See "Value Management and Control System" in the Combined Management Report for details.

6) See "Value Management and Control System" in the Combined Management Report for details of the financial assets deducted.

7) Net of reversals of write-downs of €1 million.

8) Figure restated. For background information, please see the "Restatement of prior-year figures" section of the Notes to the Consolidated Financial Statements.

9) Prior-year figures as published, i.e. including ARLANXEO.

10) Dividend proposal to the Annual Stockholders' Meeting on May 23, 2019.

11) Prior-year figures restated, including ARLANXEO.