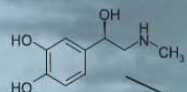


Chemistry moves decision makers. LANXESS moves chemistry.

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Adrenalin



# LANXESS – FY 2006 Results Roadshow

**Execution is key –  
implementation is our strength**

March, 2007

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# Agenda

- 1. Strategic review of another successful year**
- 2. Financial review of FY 2006**
- 3. Business environment and outlook**

# 2006 – review of another successful year

2006

**EBITDA pre exceptionals increased by 16%**

**Balance sheet structure and financial strength further improved**

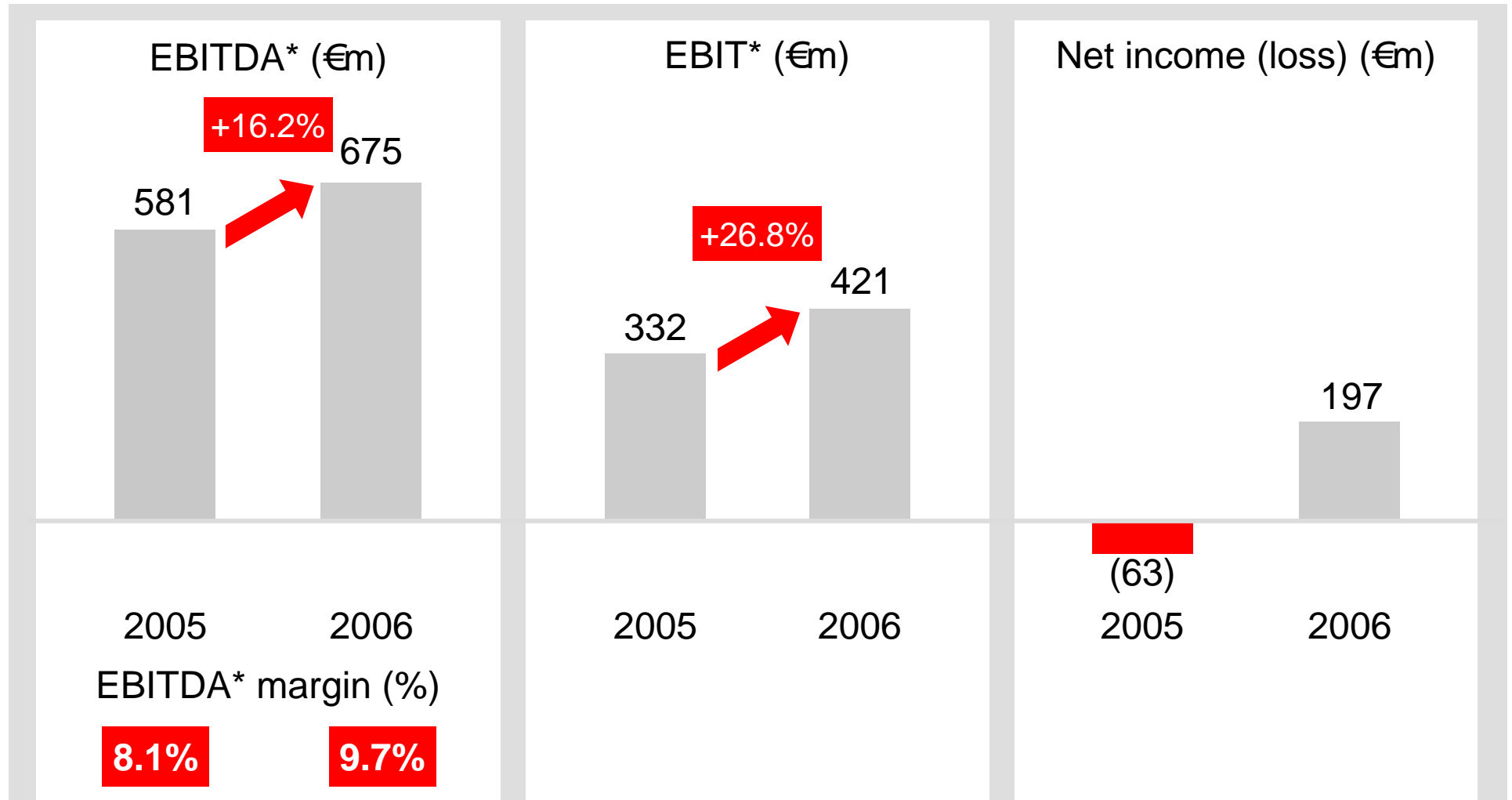
**Successful implementation of restructuring continues**

**Additional successful portfolio alignment**

**First acquisition completed**

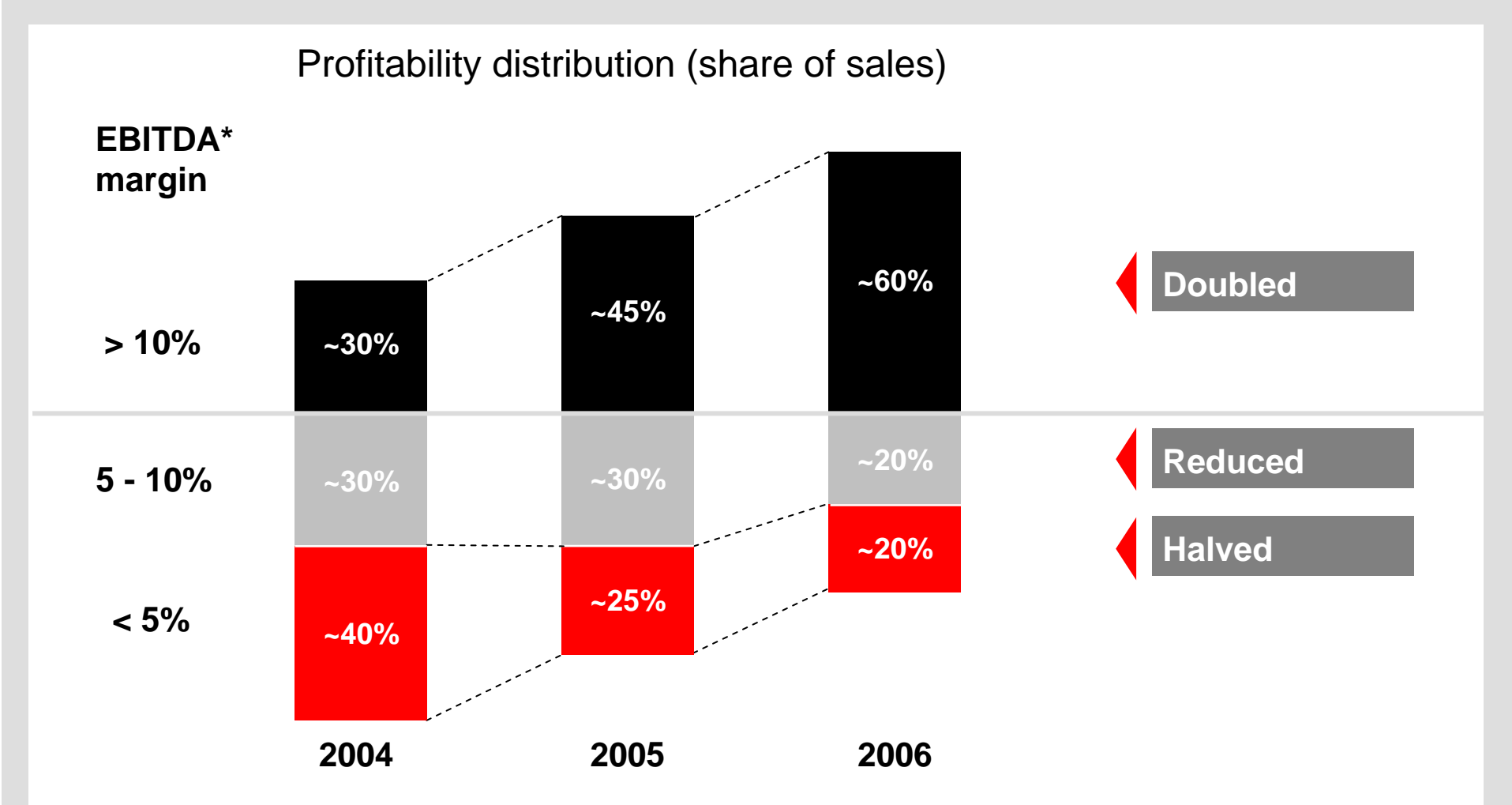
**First dividend (for 2006) of €0.25 per share**

# Earnings significantly improved



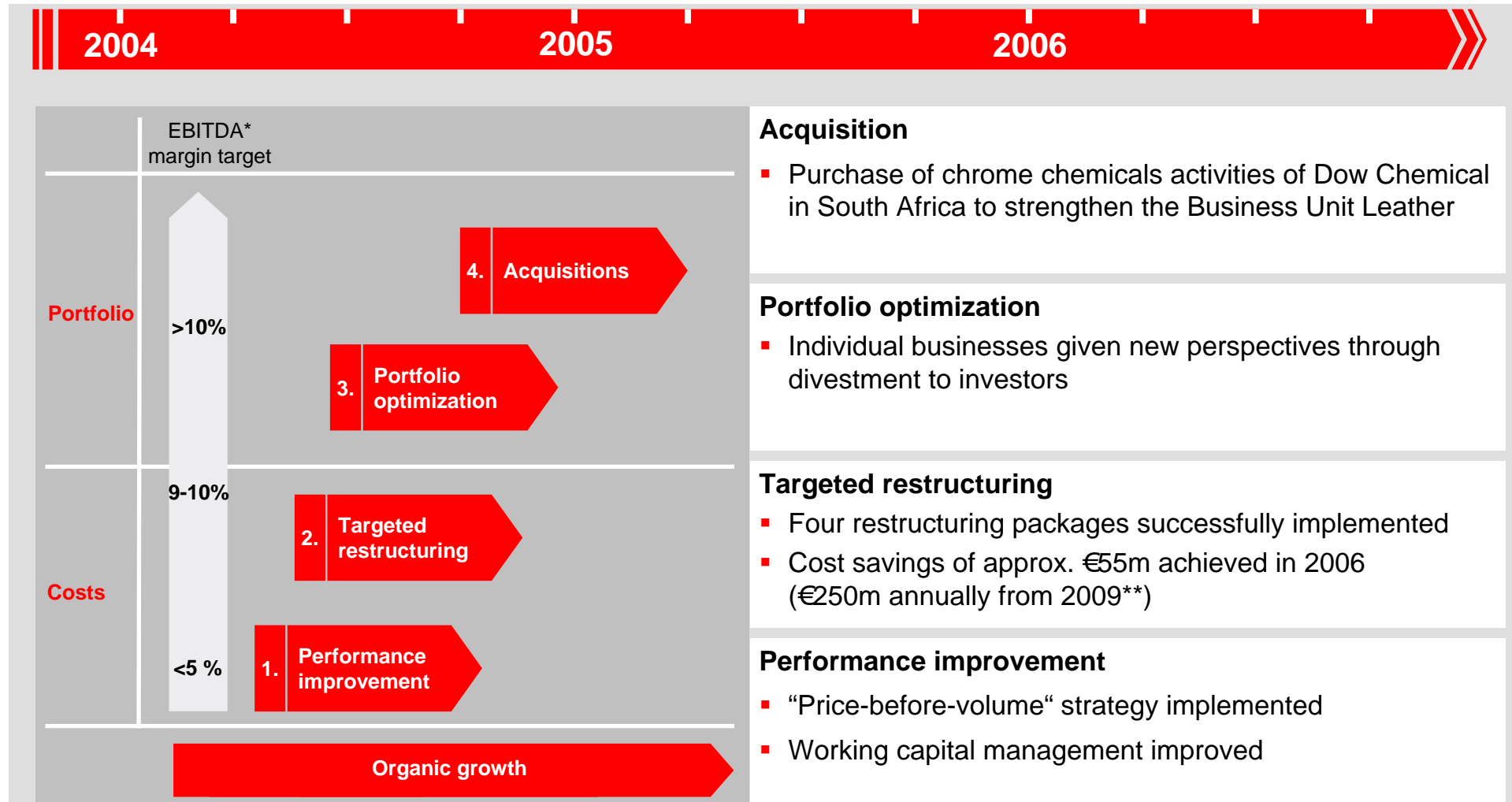
\* pre exceptionals

# Proportion of profitable businesses further increased



\* pre exceptionals

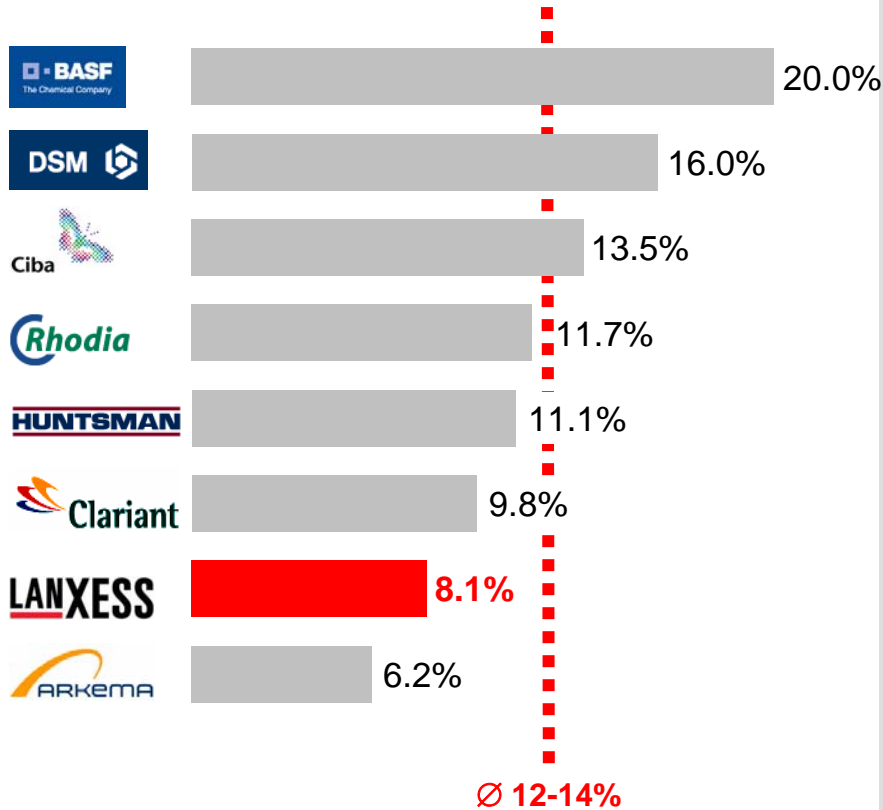
# Consistent improvement as four-phase strategy is implemented



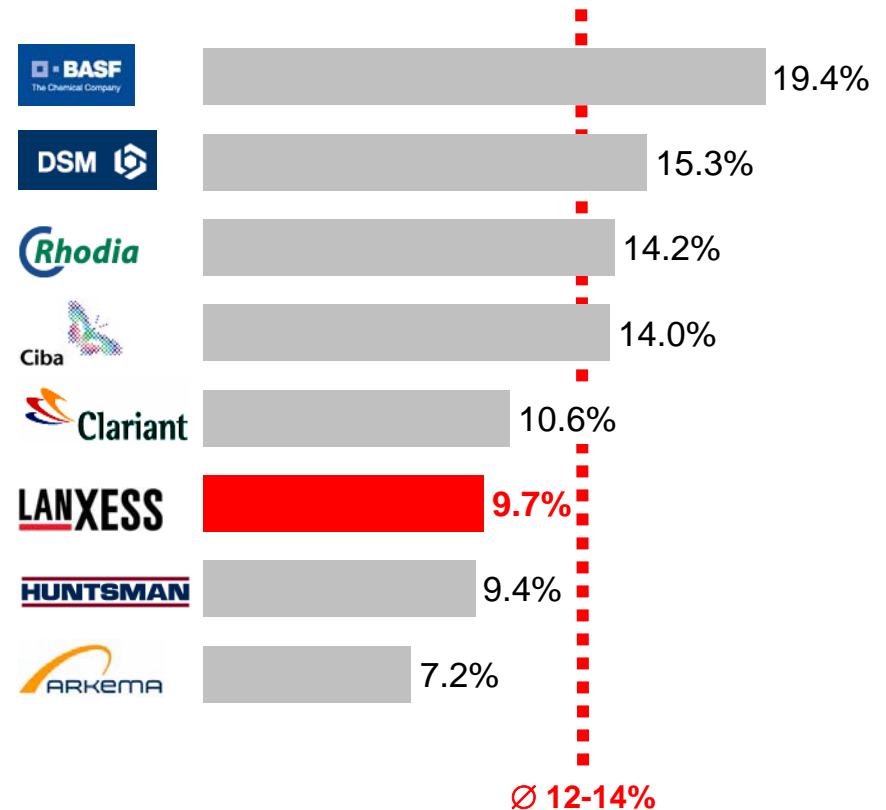
\* pre exceptionals \*\* portfolio-adjusted

# LANXESS about to close gap to peer-group

EBITDA\* margin 2005



EBITDA\* margin 2006



\* pre exceptionals

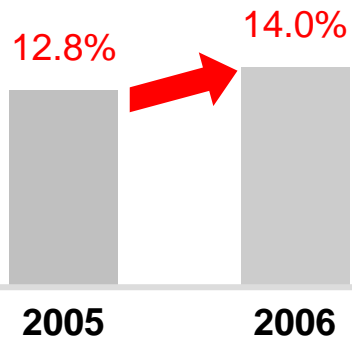


# EBITDA\* margin raised in all segments

## Performance Rubber



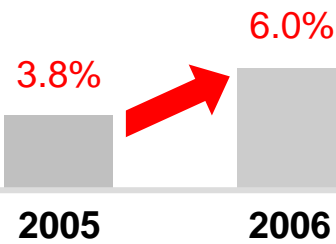
EBITDA\* margin (%)



## Engineering Plastics



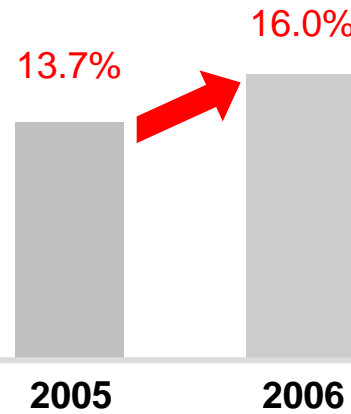
EBITDA\* margin (%)



## Chemical Intermediates



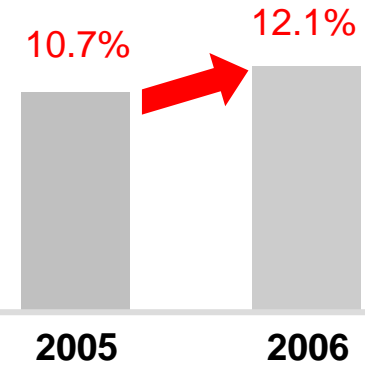
EBITDA\* margin (%)



## Performance Chemicals



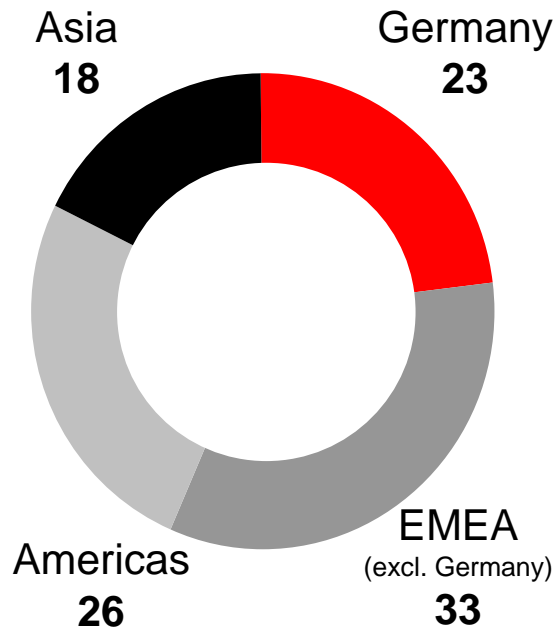
EBITDA\* margin (%)



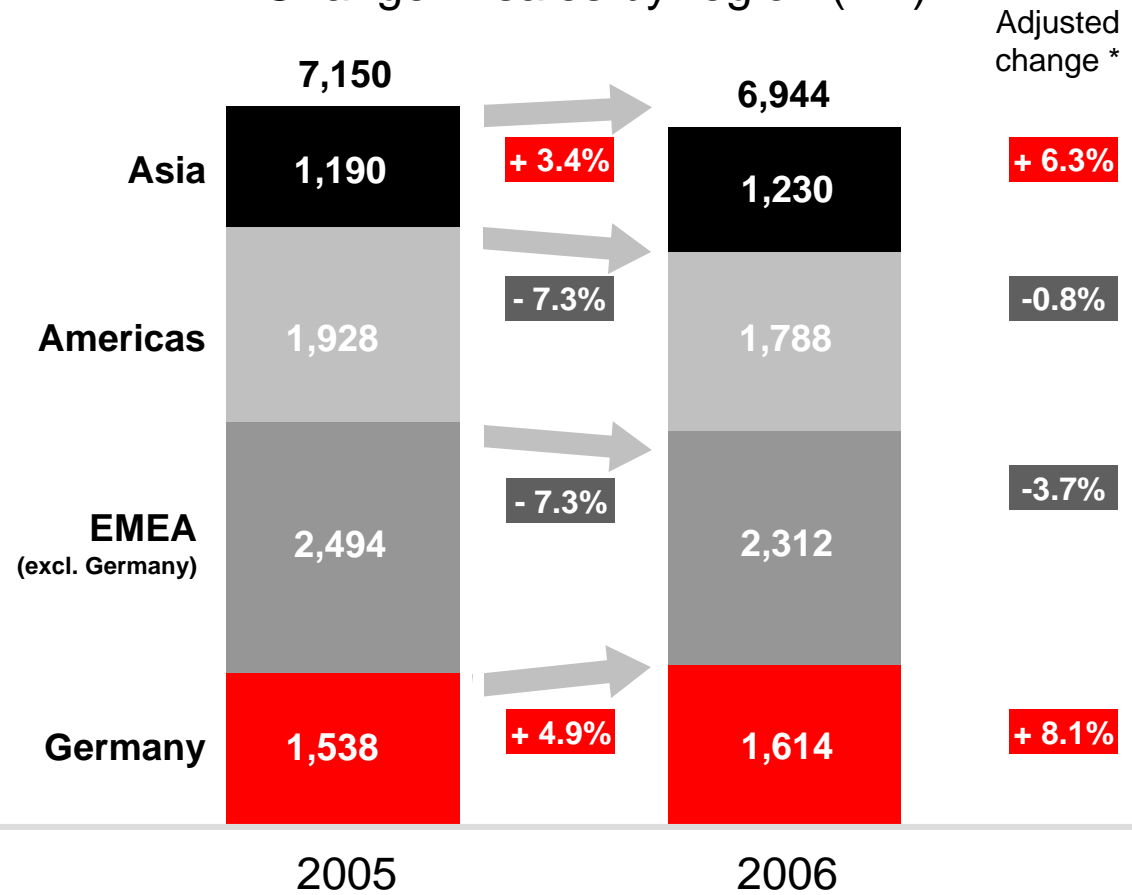
\* pre exceptionals

# Sales gains achieved in Asia and Germany

Sales by region (%)



Change in sales by region (€m)



\* portfolio- and currency-adjusted

# External growth for sustained value creation

## **Strengthen portfolio**

Small to mid-size activities to strengthen our leading businesses/business units

## **Complement portfolio**

Attractive mid-size businesses to expand our portfolio

## **Another turn-around opportunity**

Company or part of a conglomerate to leverage unrealized potential

**Create sustained value through external growth**



# Higher CapEx and R&D spending to safeguard growth

- **Research and development**

- 15% budget increase
- Projects for future growth markets

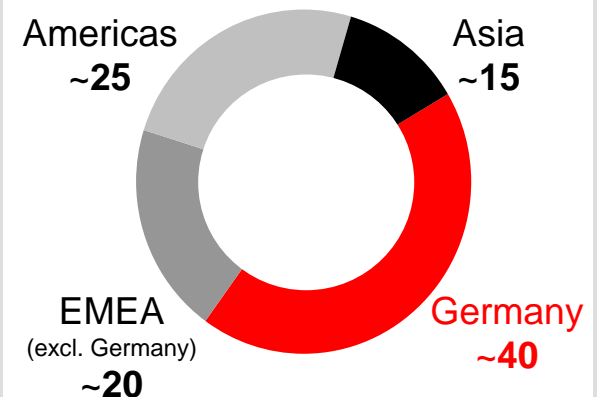
- **Capital expenditures**

- Increasing demand for butyl rubber
- Growth potentials for Engineering Plastics in Asia
- Expanding market for synthetic active ingredients
- High growth rates in prospect for Performance Chemicals
- Above-average increase in investment in APAC

**Exploit market trends, continue to expand technology platform**



Regional investment distribution 2007 (%)



# Organic growth: continue expanding in dynamic markets

## LANXESS goes Asia

- China: primary Asian growth market for LANXESS
- India: further expand production activities to better serve the rapidly growing local market for chemical products

## LANXESS goes East

- Increasing focus on attractive growth markets of eastern Europe and Russia

**Increasingly exploit growth options in attractive markets**



# Agenda

1. Strategic review of another successful year
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# FY 2006 financial overview: transformation continues

(€m)	FY 2005	FY 2006	Δ in %	
<b>Sales</b>	<b>7,150</b>	<b>6,944</b>	<b>-2.9%</b>	– Sales decrease mainly due to portfolio changes partly offset by strong pricing
<b>EBITDA pre except. Margin</b>	<b>581 8.1%</b>	<b>675 9.7%</b>	<b>16.2%</b>	
<b>Net Income</b>	<b>-63</b>	<b>197</b>	<b>n.m.</b>	– Selling price increases in all segments based on risen raw material and energy costs
<b>Net Financial Debt</b>	<b>680</b>	<b>511</b>	<b>-24.9%</b>	– Reduction of net financial debt to €511 m despite extraordinary cash outs
<b>Working Capital</b>	<b>1,439</b>	<b>1,369</b>	<b>-4.9%</b>	
<b>Capex</b>	<b>251</b>	<b>267</b>	<b>6.4%</b>	– Headcount reduction of ~16% (~3.100 employees) since year-end 2004 - thereof ~1,200 already due to restructuring implementation
<b>Employees</b>	<b>18,282</b>	<b>16,481</b>	<b>-9.9%</b>	

**Operational performance improvements lead to first positive Net Income**

# Profitability improved despite headwind from higher raw material and energy costs

(€m)	FY 2005	FY 2006	Δ in %	
<b>Sales</b>	<b>7,150</b>	<b>6,944</b>	<b>-3%</b>	– Price increases (+4.0%) offset slightly lower volumes (-2.8%) and unfavourable currency impact (-0.4%). Portfolio changes (-3.7%) account for reduced sales basis
Cost of sales	-5,537	-5,404	-2%	
SG&A	-1,148	-1,020	-11%	
R&D	-101	-87	-14%	
Other op. income/ expense	-336	-57	-83%	
thereof exceptionals	-304	-45	-85%	– Raw material price increases were broadly passed on - operational costs improved but were partly offset by higher energy costs
<b>EBIT</b>	<b>28</b>	<b>376</b>	<b>&gt;100%</b>	
<b>Net Income</b>	<b>-63</b>	<b>197</b>	<b>n.m.</b>	– Exceptionals mainly relate to restructuring phases
EBITDA	341	638	87%	
thereof exceptionals	-240	-37	-85%	
<b>EBITDA pre exceptionals</b>	<b>581</b>	<b>675</b>	<b>16%</b>	

**Profitability target achieved despite unfavourable raw material development**

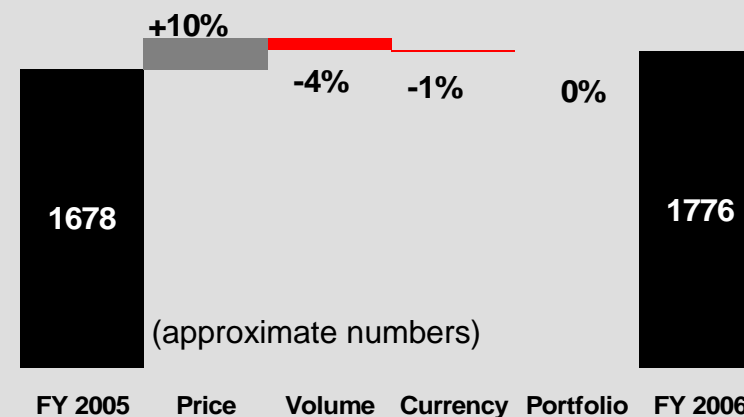
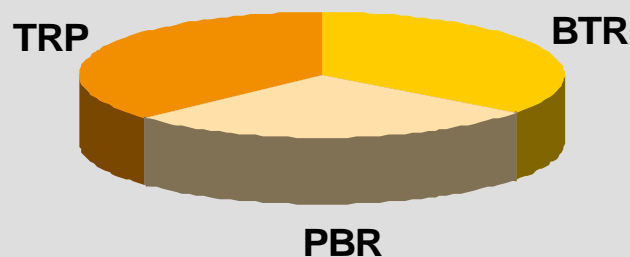


# Performance Rubber: another proof of market leadership and capability to improve

(€m)	FY 2005	FY 2006
<b>Sales</b>	<b>1,678</b>	<b>1,776</b>
EBIT	108	178
Depr. / Amort.	63	68
EBITDA	171	246
<b>EBITDA pre except.</b>	<b>214</b>	<b>248</b>
Margin	12.8%	14.0%
<b>Capex</b>	<b>75</b>	<b>89</b>

- Sales stronger on improved pricing in all BUs, offsetting volume reduction
- BTR with continued high level of profitability, based on price increases. Slightly lower volumes due to a strike at a customer
- Sales-effect of increased prices in PBR is overcompensated by volume reduction due to sluggish U.S. demand which also led to a performance somewhat below previous year
- TRP improved further with higher prices and stable volumes, benefiting from cost savings
- **Business outlook:** Q1 started well, U.S. rubber market improves vs. Q4 2006

Sales by BU:

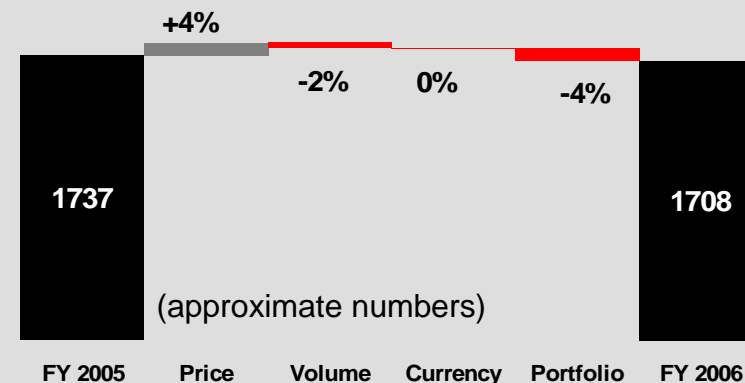
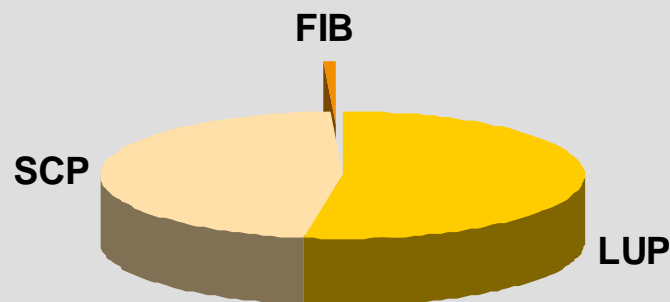


# Engineering Plastics: improvements across the board lead to substantially higher margin

(€m)	FY 2005	FY 2006
<b>Sales</b>	<b>1,737</b>	<b>1,708</b>
EBIT	10	70
Depr. / Amort.	56	33
EBITDA	66	103
<b>EBITDA pre except.</b>	<b>66</b>	<b>103</b>
Margin	3.8%	6.0%
<b>Capex</b>	<b>45</b>	<b>63</b>

- Sales down mainly due to portfolio effect (FIB)
- LUP continues to see results from restructuring and strategy changes – while market remains tough
- SCP with strong contribution by simultaneous price and volume increases on the basis of further raw material hikes
- Capex increased on LUP restructuring and SCP Asian expansion
- **Business outlook:** Good. Decision on strategic options for LUP to be taken in next few months

Sales by BU:

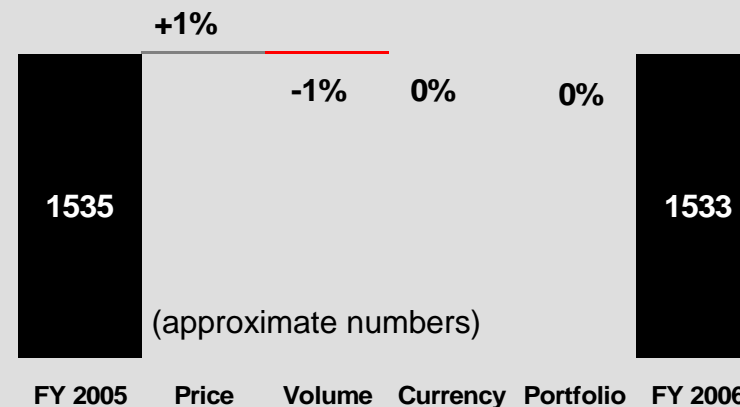
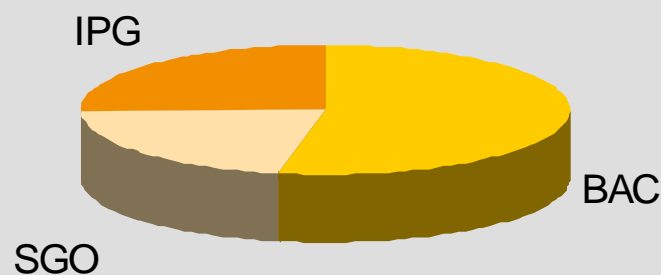


# Chemical Intermediates: improving what is an already delighting level of profitability

(€m)	FY 2005	FY 2006
<b>Sales</b>	<b>1,535</b>	<b>1,533</b>
EBIT	129	181
Depr. / Amort.	82	64
EBITDA	211	245
<b>EBITDA pre except.</b>	<b>211</b>	<b>245</b>
Margin	13.7%	16.0%
<b>Capex</b>	<b>59</b>	<b>45</b>

- Sales remained flat as slight increases in BAC and IPG were offset by a decrease of SGO sales (weak agro market throughout the year)
- EBITDA higher due to clearly better SGO and IPG, with BAC remaining stable on high level
- SGO stronger on leaner cost structures and stronger pharma, offsetting weak agro business.
- IPG benefited from extraordinary demand in construction industry, color- and plastic-applications
- **Business outlook:** Solid start into 2007, comparable to last year's high level

Sales by BU:

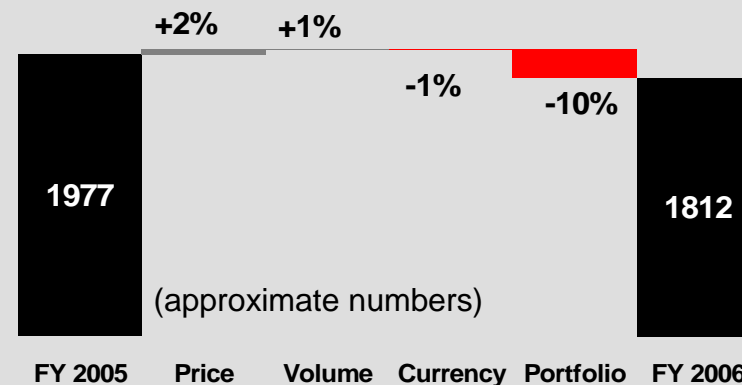
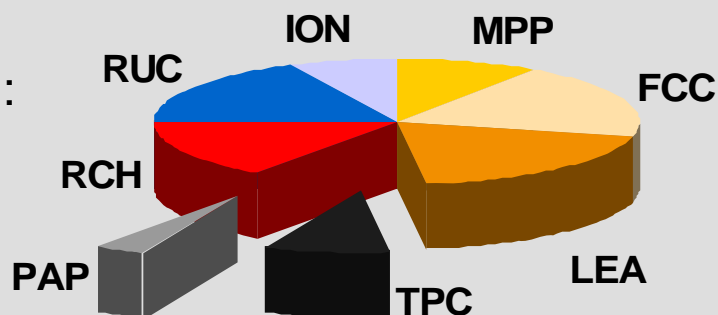


# Performance Chemicals: absence of PAP and healthy MPP, LEA and ION drive performance

(€m)	FY 2005	FY 2006
<b>Sales</b>	<b>1,977</b>	<b>1,812</b>
EBIT	118	155
Depr. / Amort.	66	64
EBITDA	184	219
<b>EBITDA pre except.</b>	<b>212</b>	<b>220</b>
Margin	10.7%	12.1%
<b>Capex</b>	<b>61</b>	<b>55</b>

- Overall increased prices and volumes, offset only by some unfavourable currency- and portfolio effects (PAP, iSL), therefore reduced sales
- Expansion of absolute EBITDA and margin as mainly MPP, LEA and ION improved results and an underperforming business left the portfolio
- RUC continued to suffer from competition and higher raw materials costs
- **Business outlook:** RUC and FCC will weigh on H1 profitability: market environment / force majeure

Sales by BU:



# Balance Sheet: strong base and headroom

(€m)	Dec 31, 2005	Dec 31, 2006	(€m)	Dec 31, 2005	Dec 31, 2006
<b>Non-current Assets</b>	<b>1,835</b>	<b>1,730</b>	<b>Stockholders' Equity</b>	<b>1,256</b>	<b>1,428</b>
Intangible assets	53	41	thereof minority interest	17	25
Property, plant & equipment	1,526	1,465	<b>Non-current Liabilities</b>	<b>1,576</b>	<b>1,554</b>
Equity investments	22	5	Pension & post empl. provisions	497	520
Other investments	4	4	Other provisions	302	271
Financial assets	48	37	Financial liabilities	644	632
Deferred taxes	103	84	Tax liabilities	26	38
Other non-current assets	79	94	Other liabilities	32	36
			Deferred taxes	75	57
<b>Current Assets</b>	<b>2,506</b>	<b>2,475</b>	<b>Current Liabilities</b>	<b>1,509</b>	<b>1,223</b>
Inventories	1,068	1,047	Other provisions	401	354
Trade accounts receivable	1,065	924	Financial liabilities	172	50
Financial assets	37	113	Trade accounts payable	694	602
Other current assets	200	220	Tax liabilities	27	36
Liquid assets	136	171	Other liabilities	215	181
			<b>Total Equity &amp; Liabilities</b>	<b>4,341</b>	<b>4,205</b>
<b>Total Assets</b>	<b>4,341</b>	<b>4,205</b>			

**Further reduction of net financial debt despite restructuring and rubber litigation payments**

# Balance sheet capable to digest several 2007 cash outs

Expected restructuring cash out: ~€140 m

Capex planned around €300 m+ which is slightly above 4% of sales (organic growth mainly in BTR and SCP)

Payment of purchase price for first acquisition, Chrome International South Africa (CISA)

Higher tax cash-outs

Potential acquisition financing

Dividend to be proposed: ~€20 m

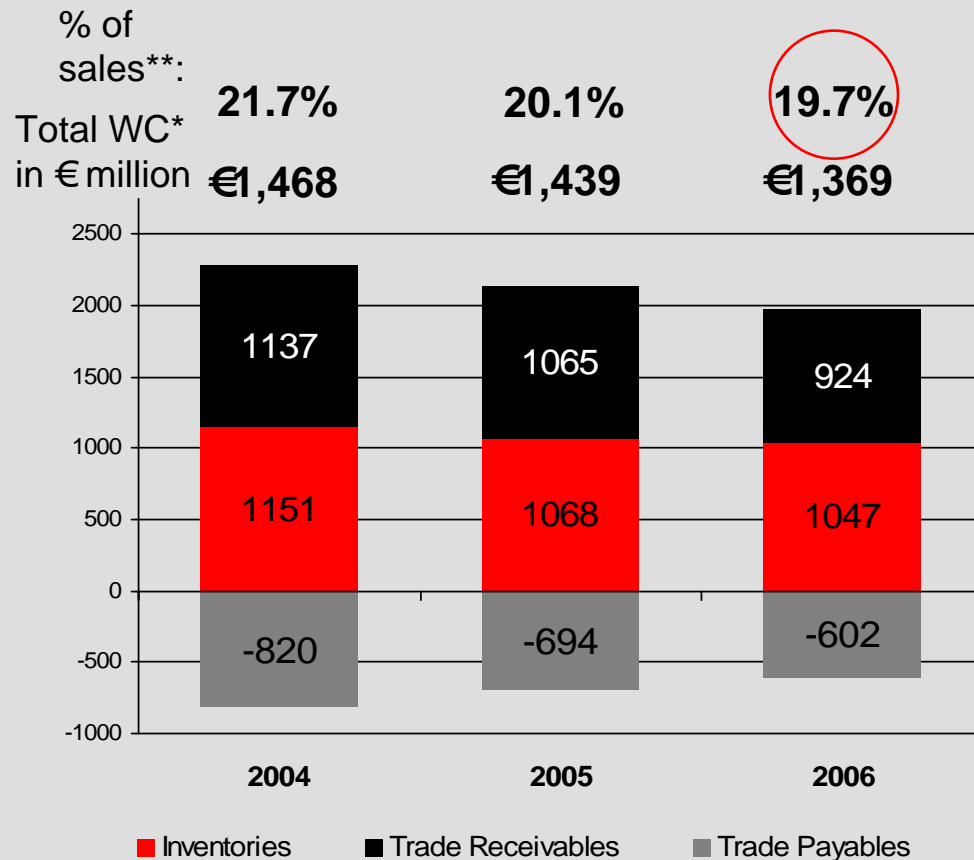
**2007: Maintaining a strong balance sheet**

# Cash Flow: strong underlying operating cash flow

(€m)	FY 2005	FY 2006	
<b>Profit before Tax</b>	<b>-117</b>	<b>287</b>	– Strong profit before tax
Depreciation & amortization	313	262	– Change in working capital mirrors increase after exceptionally low year-end 2005 (related to supplier downtime and other one-times)
Loss from investment in associate	35	16	
Gain from sale of assets	-1	-2	
Financial losses	72	21	– Cash flow 2006 distorted by extraordinary pay-outs:
Cash tax payments	-25	-68	– ~€90 m restructuring
Changes in other assets and liabilities	241	11	– ~€30 m higher bonus
<b>Operating Cash Flow before changes in WC</b>	<b>518</b>	<b>527</b>	– Changes in other assets and liabilities in 2005 contains contribution to provisions for restructuring and anti-trust
Changes in working capital	106	-118	
<b>Operating Cash Flow</b>	<b>624</b>	<b>409</b>	– Investing Cash Flow incl. €104 m from divestitures
<b>Investing Cash Flow</b>	<b>-246</b>	<b>-207</b>	
thereof capex	-251	-267	
<b>Financing Cash Flow</b>	<b>-319</b>	<b>-164</b>	

**2007 will again be burdened by restructuring cash outs**

# Working capital kept on low levels



## Effects to consider when comparing working capital 2006 vs. 2005:

- **Portfolio:** Reduction due to divestment of businesses: FIB, PAP, TPC
- **Fx-effect:** Reduction due to U.S. dollar weakness
- **Operational:** Increase in 2006 due to:
  - Higher raw material prices in 2006
  - Operationally higher sales in 2006
  - 2005 low U.S. inventory due to impact from hurricane "Rita"
  - Supplier downtime specifically in BTR, Canada, with corresponding use-up of own inventories in Q4 2005



# 2007 Update on total financial impact due to restructuring

Phase I+II+III+IV (€ m)	2005	2006	2007e	2008e	2009e
P&L Expenses	-166	-31*	-55	-50	-20
Cash outs	-10	-89*	-140	-85	-20
Headcount reduction	~540	~650	~380*	~40	0
<b>Cost reduction vs. prior year</b>	<b>10</b>	<b>55</b>	<b>65*</b>	<b>70</b>	<b>50</b>
Cost reduction cumulative	10	65	130	200	250*
<b>EBITDA improvement vs. prior year</b>	<b>10</b>	<b>50</b>	<b>50*</b>	<b>50</b>	<b>30</b>
EBITDA improvement cumulative	10	60	110	160	190*

\* Including adjustments for portfolio change (TPC) and new estimate of all individual restructuring projects:

- ~€25 m lower P&L expense and cash outs
- ~ 50 fewer employees due to the divestment of TPC
- ~€10 m lower cost reduction, ~€5 m lower EBITDA improvement due to the divestment of TPC

**Restructuring implementation continues according to plan**

# Agenda

- 1. Strategic review of another successful year**
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- 3. Business environment and outlook**

# Lanxess is confident of 2007

## Environment

- We are confident for the businesses in 2007 and expect the usual seasonal development
- Crude oil prices have eased but this is currently only slightly mirrored in our petrochemical derivative raw materials
- We expect raw materials to remain highly priced but starting to gradually decrease in Q2 / Q3 2007

## First glance at 2007

- Excluding portfolio changes, we expect moderate sales growth in FY 2007
- EBITDA pre exceptionals is expected to be above the level of FY 2006
- First guidance will be provided with publication of Q1 results

**We started reasonably well into 2007**

# LANXESS with ambitious targets

**EBITDA\* margin:  
Peer-group profitability in 2009**

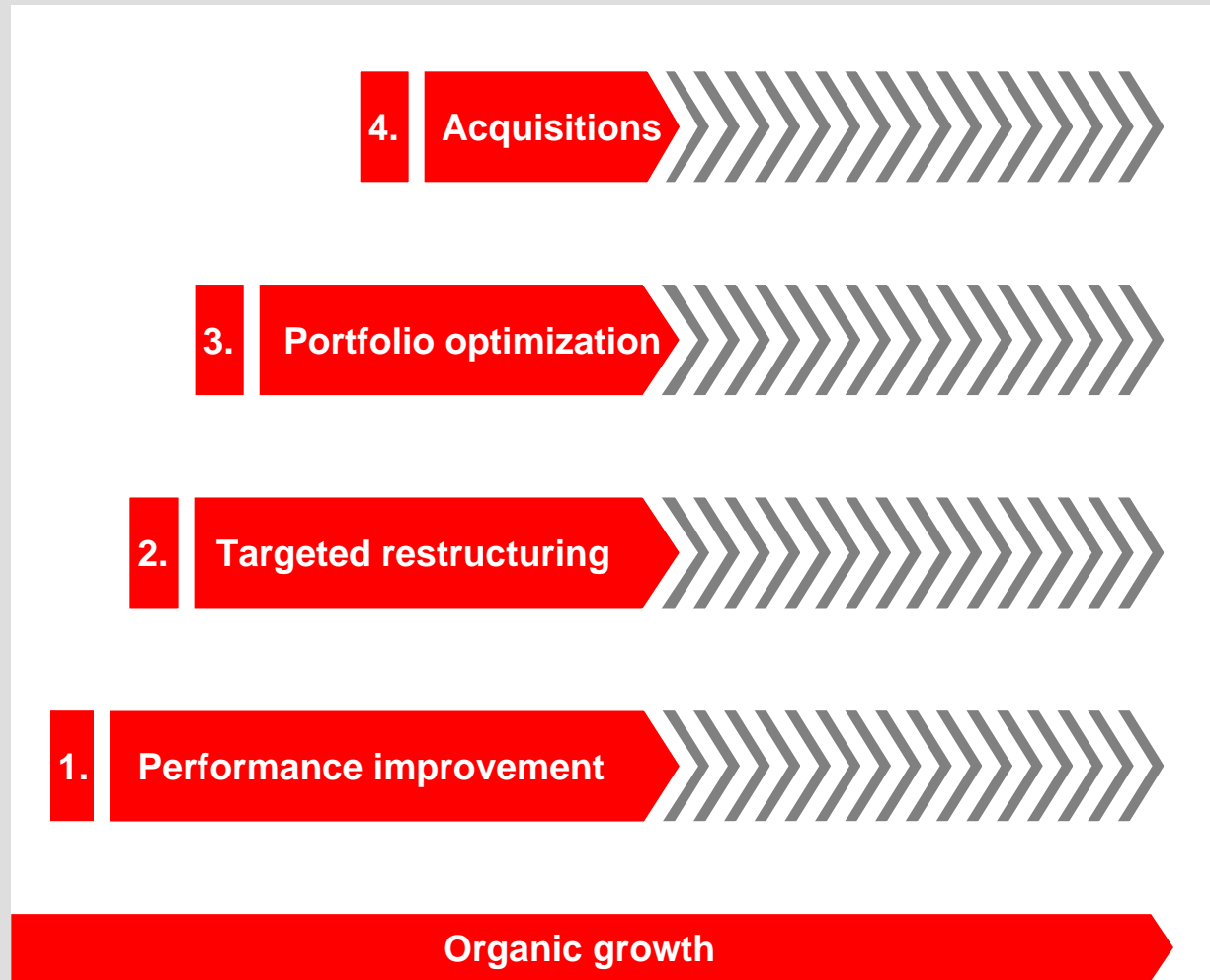
**No business with < 5 % EBITDA\* margin in 2009**

**Investment-grade rating**



\* pre exceptionals, excluding acquisitions

# Continue the success story by systematically implementing the strategy





# Appendix

# Q4: typical seasonal quarter, however improved on pricing and leaner cost structure

(€m)	Q4 2005	Q4 2006	Δ in %	
<b>Sales</b>	<b>1,786</b>	<b>1,666</b>	<b>-7%</b>	– Sales decrease is attributable to portfolio changes (-4.7%), lower volumes (-3.1%) and unfavourable currency impact (-3.5%), partly counteracted by price increases (+4.6%)
Cost of sales	-1,431	-1,356	-5%	
SG&A	-300	-249	-17%	
R&D	-23	-20	-13%	
Other op. income/ expense	-143	-2	>100%	
thereof exceptionals	-134	1	n.m.	
<b>EBIT</b>	<b>-111</b>	<b>39</b>	<b>n.m.</b>	– Exceptional income due to release of provision for restructuring after re-evaluation, and divestment of TPC
<b>Net Income</b>	<b>-100</b>	<b>2</b>	<b>n.m.</b>	
EBITDA	-15	113	n.m.	– Improved cost structures and continuous implementation of pricing strategy help increase profitability
thereof exceptionals	-104	8	n.m.	
<b>EBITDA pre exceptionals</b>	<b>89</b>	<b>105</b>	<b>18%</b>	

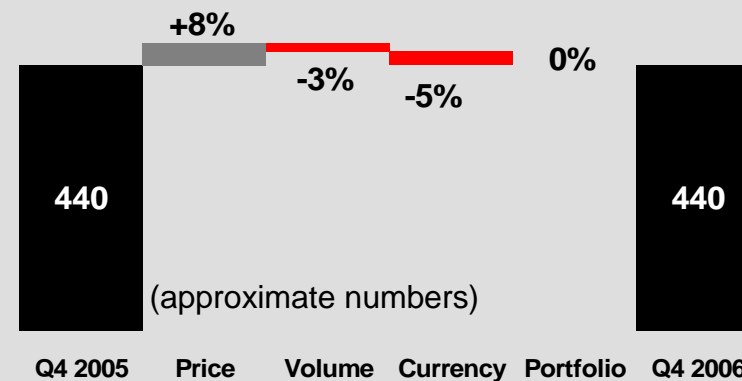
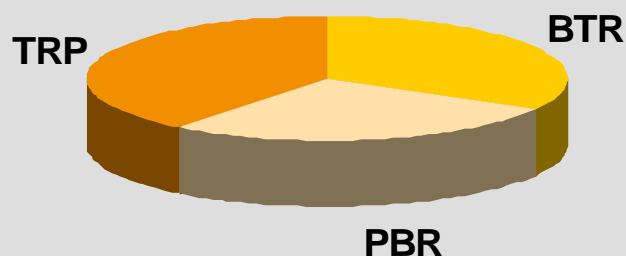
**Q4 with even stronger improvement than full year 2006 vs. 2005**

# Performance Rubber: sound performance despite challenging market environment in Q4

(€ m)	Q4 2005	Q4 2006
<b>Sales</b>	<b>440</b>	<b>440</b>
EBIT	-3	43
Depr. / Amort.	15	18
EBITDA	12	61
<b>EBITDA pre except.</b>	<b>49</b>	<b>62</b>
Margin	11.1%	14.1%
<b>Capex</b>	<b>36</b>	<b>42</b>

- Sales remained flat as price increases offset lower volumes and unfavourable currency effects
- Continuously strong BTR with lower volumes due to a strike at a customer, offset by increased selling prices on the basis of higher raw material costs and good business momentum in Europe
- PBR managed to remain on improved level despite tough U.S. market
- TRP strengthens contribution further with price increases and higher volumes
- **Business outlook:** Q1 started well, U.S. rubber market improves vs. Q4 2006

Sales by BU:



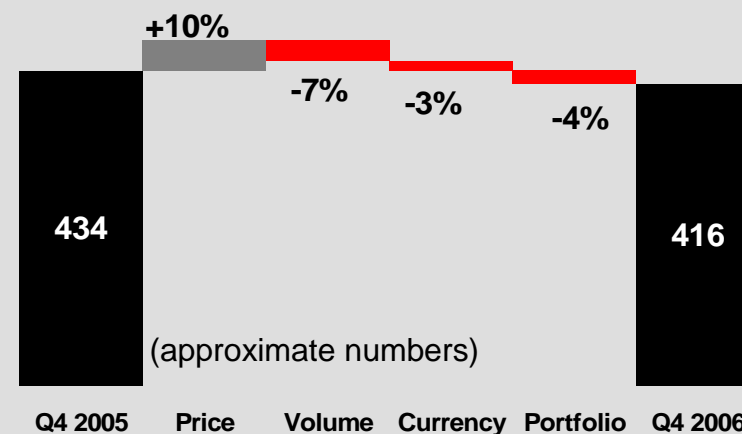


# Engineering Plastics: operationally sound ending of a year with structural changes

(€m)	Q4 2005	Q4 2006
<b>Sales</b>	<b>434</b>	<b>416</b>
EBIT	-11	13
Depr. / Amort.	14	9
EBITDA	3	22
<b>EBITDA pre except.</b>	<b>3</b>	<b>22</b>
Margin	0.7%	5.3%
<b>Capex</b>	<b>24</b>	<b>32</b>

- Sales decline mainly due to divestiture of FIB and lower volumes in LUP due to “price-before-volume” strategy and the continued production shift from Dormagen to Tarragona
- LUP had to go for strong price increases to at least mitigate the negative effect of higher raw material and energy costs
- SCP benefits from raw-material-based price increases, new capacity in Wuxi, China, and generally good capacity utilization
- **Business outlook:** Good. Decision on strategic options for LUP to be taken in next few months

Sales by BU:

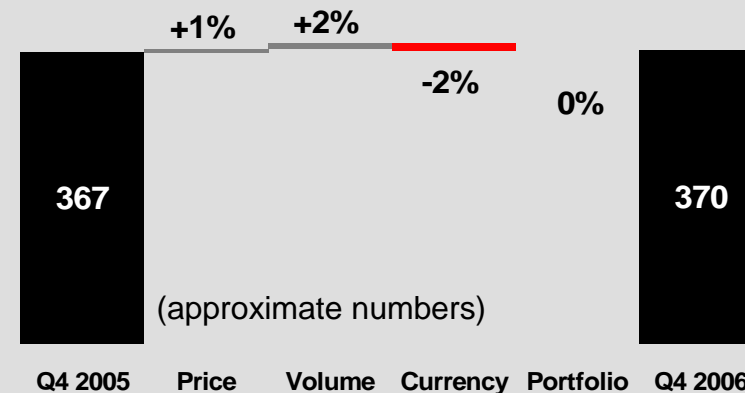
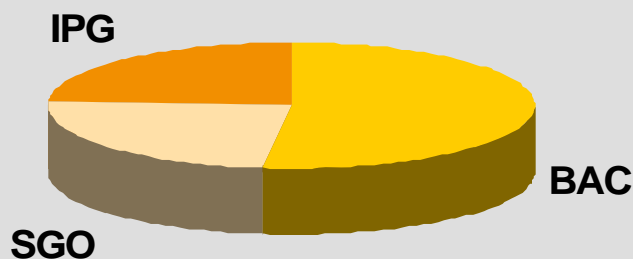


# Chemical Intermediates: overall good Q4 despite challenging agro market for Saltigo

(€m)	Q4 2005	Q4 2006
<b>Sales</b>	<b>367</b>	<b>370</b>
EBIT	9	19
Depr. / Amort.	23	16
EBITDA	32	35
<b>EBITDA pre except.</b>	<b>32</b>	<b>35</b>
Margin	8.7%	9.5%
<b>Capex</b>	<b>22</b>	<b>17</b>

- Sales slightly higher due to price and volume increases in BAC and IPG, overcompensating unfavourable currency effects
- BAC with strong performance on comparable level to previous year
- Despite continuously soft agro end market, SGO managed to compensate volume shortfall by cost savings
- IPG continues to benefit from strong demand mainly in the construction sector
- **Business outlook:** Solid start into 2007; comparable to last year's high level

Sales by BU:

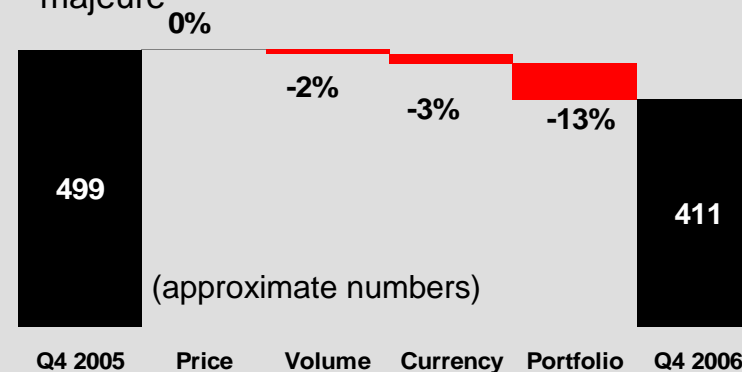
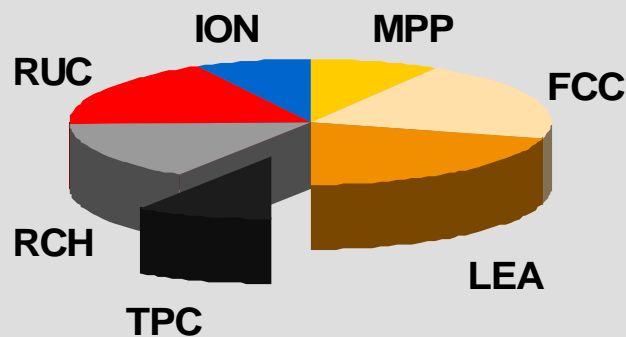


# Performance Chemicals: margin improved, portfolio and energy weigh on absolute result

(€m)	Q4 2005	Q4 2006
<b>Sales</b>	<b>499</b>	<b>411</b>
EBIT	-4	14
Depr. / Amort.	17	19
EBITDA	13	33
<b>EBITDA pre except.</b>	<b>39</b>	<b>33</b>
Margin	7.8%	8.0%
<b>Capex</b>	<b>16</b>	<b>21</b>

- Sales decrease after divestment of PAP. Pricing on comparable level with slightly lower volumes
- EBITDA below previous year as improved RCH and ION could not offset lower contributions from other businesses and portfolio effects
- Overall EBITDA margin slightly increased as the setup of the BU portfolio improved
- RUC suffered from a strike at a customer's plant and continued competitive pressure
- RCH had to cope with weak U.S. market
- **Business outlook:** RUC and FCC will weigh on H1 profitability: market environment / force majeure

Sales by BU:



# Exceptional items incurred in Q4 2005 and 2006

(€m)	Q4 2005		Q4 2006		
	Exceptional	thereof D&A	Exceptional	thereof D&A	
Performance Rubber	37	0	1	0	“Rubber” Litigation (TRP)
Engin. Plastics	6	6	0	0	Capex write-off (LUP)
Chemical Intermediates	3	3	0	0	Capex write-off (SGO)
Performance Chemicals	26	0	0	0	“Rubber” Litigation (RUC)
Reconciliation	62	21	-2*	7	Restructuring, M&A, other exceptional
<b>Total</b>	<b>134</b>	<b>30</b>	<b>-1*</b>	<b>7</b>	

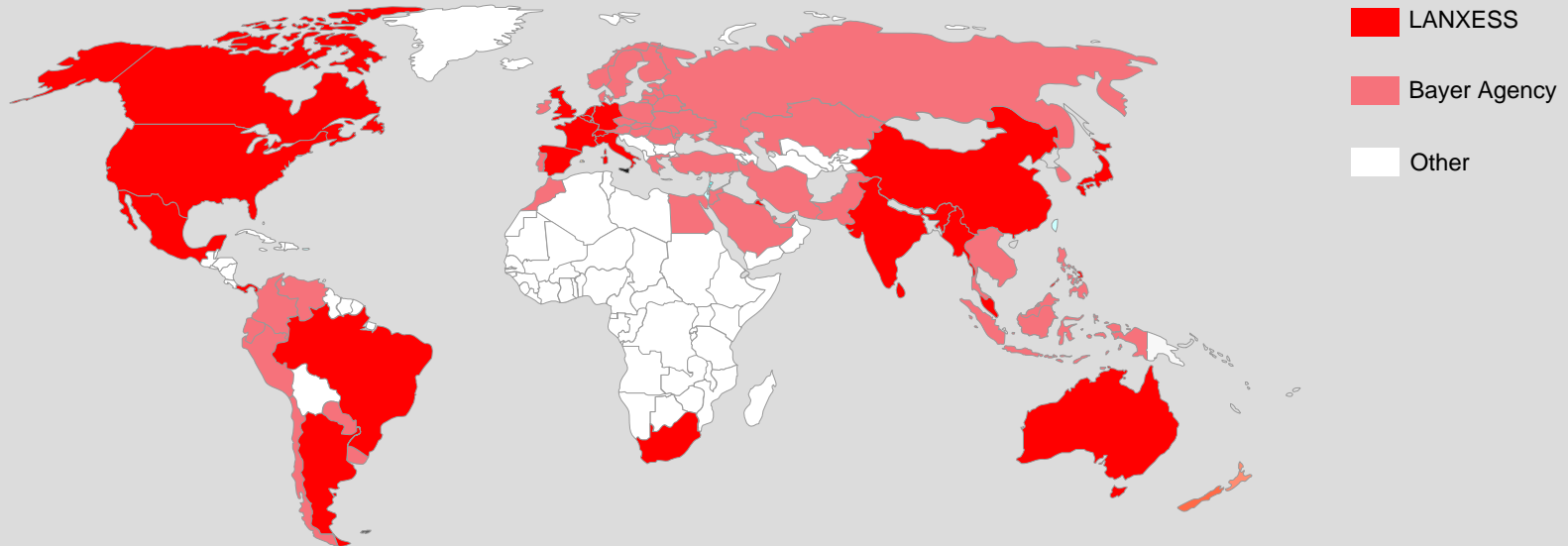
\* Negative figure indicates exceptional income due to a release of provisions (mainly due to TPC) slightly overcompensating exceptional expenses

# Exceptional items incurred in 2005 and 2006

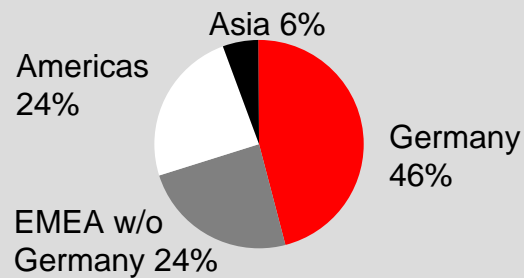
(€m)	FY 2005		FY 2006		
	Exceptional	thereof D&A	Exceptional	thereof D&A	
Performance Rubber	43	0	2	0	“Rubber” Litigation (TRP)
Engin. Plastics	23	23	0	0	Capex write-off (LUP) and Impairment (FIB)
Chemical Intermediates	14	14	0	0	Capex write-off (SGO)
Performance Chemicals	28	0	1	0	“Rubber” Litigation (RUC)
Reconciliation	196	27	42	8	Restructuring, M&A, other exceptionals
<b>Total</b>	<b>304</b>	<b>64</b>	<b>45</b>	<b>8</b>	

# LANXESS - a global player in the chemical industry

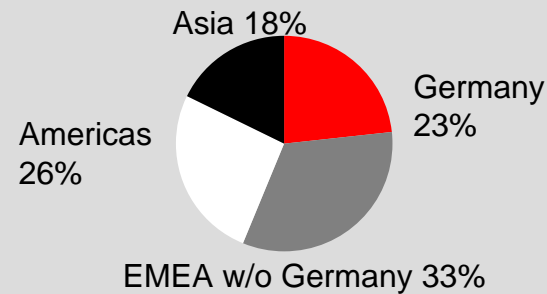
## Global presence



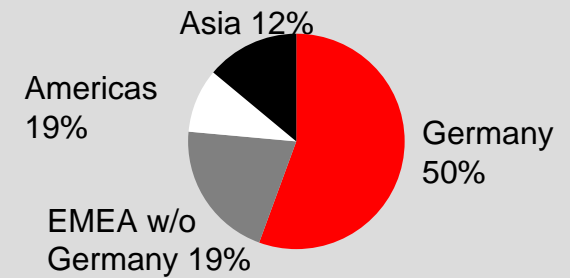
### Assets by region



### Sales by region



### Employees by regions



based on 2006 figures

# Broad supplier base

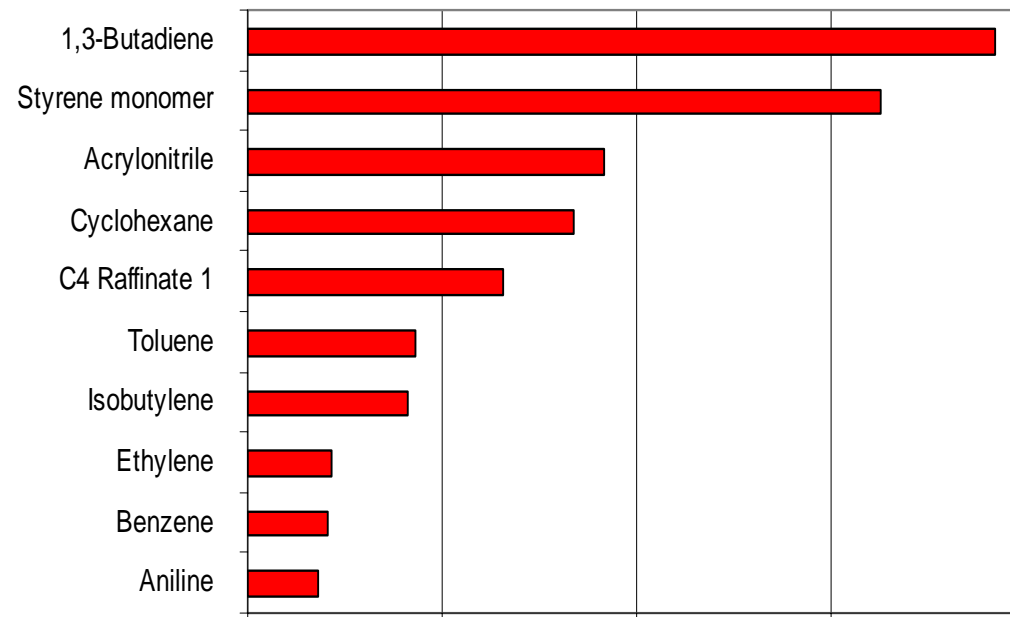
## Suppliers

LANXESS uses a centrally managed global procurement organization to ensure a reliable supply of materials and services. About 30% of all items ordered are now handled through e-procurement.

Procuring petrochemical raw materials is a top priority at LANXESS. The biggest suppliers here in 2006 included BP, Chevron Phillips, Dow, Exxon Mobil, Huntsman, Ineos, Lyondell, Nova Chemicals, Repsol, Siam Styrene, Shell Chemicals and Total. Other important suppliers of basic inorganic and organic chemicals are BASF, Bayer, Degussa, European Oxo, Ineos and Polimeri.

- Total raw material expenses in 2006 were approx. €3.2 bn
- Petrochemical raw materials accounted for a purchasing volume of approx. € 1.6 bn of costs in 2006

Top 10 Petrochemical Raw Materials in 2006 in €million

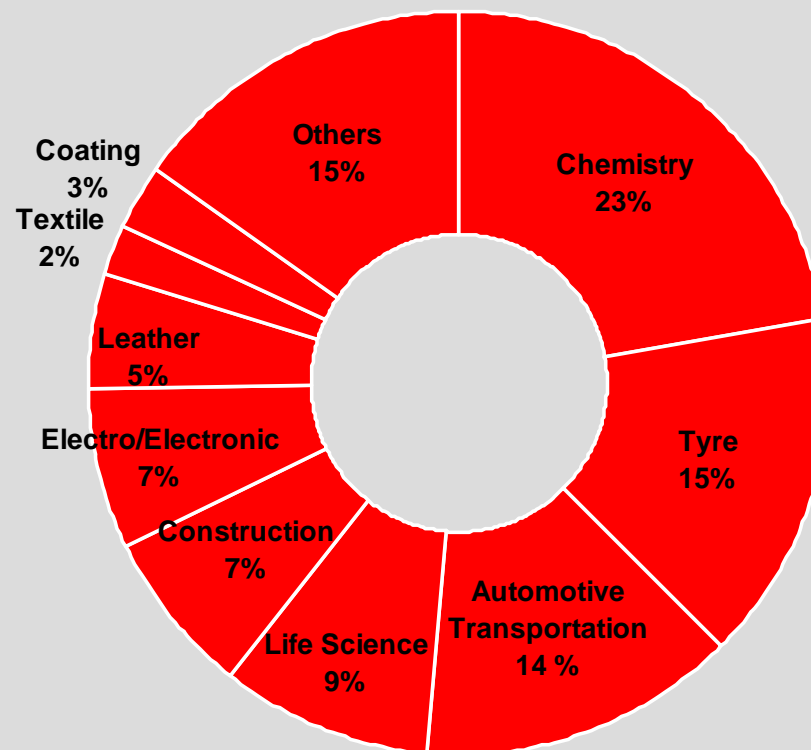


# Diversified customer base and industry portfolio

## Customers

The LANXESS Group's top five customers accounted for about 11% of all sales in fiscal 2006. 14 customers account for sales of between €20 million and €50 million. About 24,000 LANXESS customers contribute sales of up to €100,000. The number of customers varies widely by segment.

The Performance Rubber segment has some 2,000 customers, Engineering Plastics has about 4,000, Chemical Intermediates has around 8,000, and Performance Chemicals has about 17,000. However, one customer may do business with more than one segment. Each segment includes all customer groups and sales volumes.



Other contains (<2%):  
Furniture,  
Printing,  
Sport and Leisure  
Footwear  
Packaging  
Water treatment  
Mechanical Goods



# Financial Calendar 2007

## Financial Calender

**Q1 Results 2007**

**May 09, 2007**

**Annual Stockholders' Meeting**

**May 31, 2007**

**Q2 Results 2007**

**August 16, 2007**

**Q3 Results 2007**

**November 14, 2007**

# Abbreviations

## Performance Rubber

BTR	Butyl Rubber
PBR	Polybutadiene Rubber
TRP	Technical Rubber Products

## Engineering Plastics

LUP	Lustran Polymers
SCP	Semi-Crystalline Products

## Chemical Intermediates

BAC	Basic Chemicals
SGO	Saltigo
IPG	Inorganic Pigments

## Performance Chemicals

MPP	Material Protection Products
FCC	Functional Chemicals
LEA	Leather
TPC	Textile Processing Chemicals
RCH	Rhein Chemie
RUC	Rubber Chemicals
ION	Ion Exchange Resins

# Contact details

## **Michael Pontzen (Head of IR)**

Tel.: +49-214 30 43804  
Fax.: +49-214 30 959 43804  
Mobile: +49-175 30 43804  
Email: Michael.Pontzen@lanxess.com

## **Oliver Stratmann**

+49-214 30 49611  
+49-214 30 959 49611  
+49-175 30 49611  
Oliver.Stratmann@lanxess.com

## **Tanja Satzer**

Tel.: +49-214 30 43801  
Fax.: +49-214 30 959 43801  
Mobile: +49-175 30 43801  
Email: Tanja.Satzer@lanxess.com

## **Dr. Gerd Zelesny**

+49-214 30 71416  
+49-214 30 959 71416  
+49-175 30 71416  
Gerd.Zelesny@lanxess.com

Please visit our website at: [www.lanxess.com](http://www.lanxess.com)