



# LANXESS – Q3 2016 results

## Moving forward – strategically and operationally

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Energizing Chemistry

### Safe harbor statement

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#### Important Additional Information

This communication may be deemed to be solicitation material in respect of the proposed acquisition of Chemtura Corp. by LANXESS AG. The proposed acquisition will be submitted to the stockholders of Chemtura Corp. for their consideration. In connection therewith, on November 4, 2016, Chemtura Corp. filed a preliminary proxy statement with the U.S. Securities and Exchange Commission ("SEC"). Chemtura Corp. intends to file a definitive proxy statement and mail such proxy statement to its stockholders of record. BEFORE MAKING ANY VOTING OR ANY INVESTMENT DECISION, INVESTORS AND STOCKHOLDERS ARE URGED TO READ THE DEFINITIVE PROXY STATEMENT REGARDING THE PROPOSED TRANSACTION AND ANY OTHER RELEVANT DOCUMENTS FILED OR TO BE FILED WITH THE SEC CAREFULLY AND IN THEIR ENTIRETY WHEN THEY BECOME AVAILABLE BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT THE PROPOSED TRANSACTION. Investors and stockholders will be able to obtain free copies of the proxy statement, any amendments or supplements thereto and other documents containing important information about Chemtura Corp., once such documents are filed with the SEC, through the website maintained by the SEC at [www.sec.gov](http://www.sec.gov). Copies of the documents filed with the SEC by Chemtura Corp. will be available free of charge on Chemtura Corp.'s website at <http://investor.chemtura.com> under the heading "Financials & Filings". Stockholders of Chemtura Corp. may also obtain a free copy of the definitive proxy statement by contacting Chemtura Corp.'s Investor Relations Department at (203) 573-2153.

## Agenda

- **Executive summary Q3 2016 and outlook**
- Business and financial details Q3/9M 2016
- Back-up

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## Q3 2016: Key business highlights

### Strong business performance

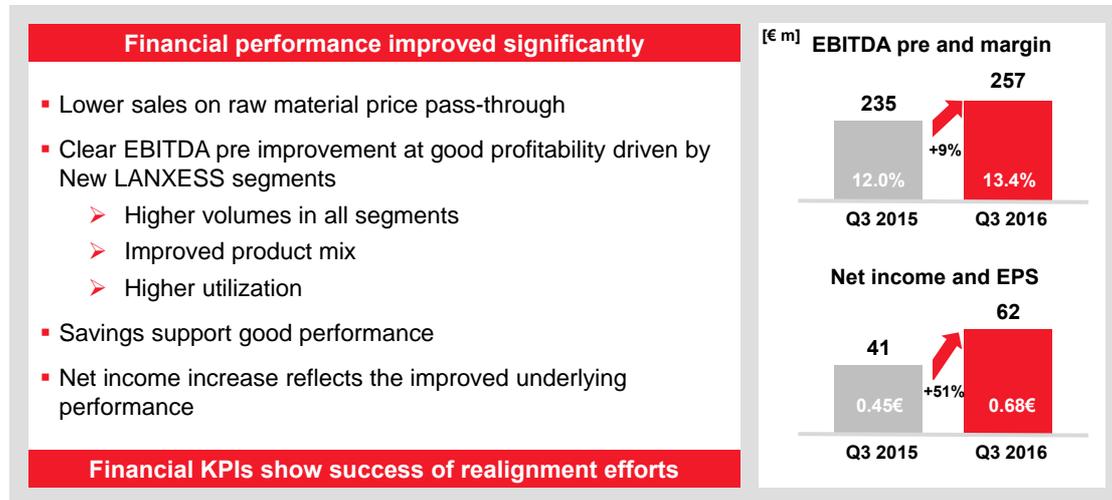
- ⊕ Higher volumes across all segments
- ⊕ Acquisition of Chemours' Clean & Disinfect business successfully closed (August 31, 2016); integration ongoing
- ⊕ Planned acquisition of Chemtura announced in September with closing expected mid-2017
- ⊕ Realignment (phase 2) progressing ahead of plan
- ⊖ Some rubber types with negative price/input cost balance due to persistent competitive price pressure
- ⊖ Agro chemicals remain soft



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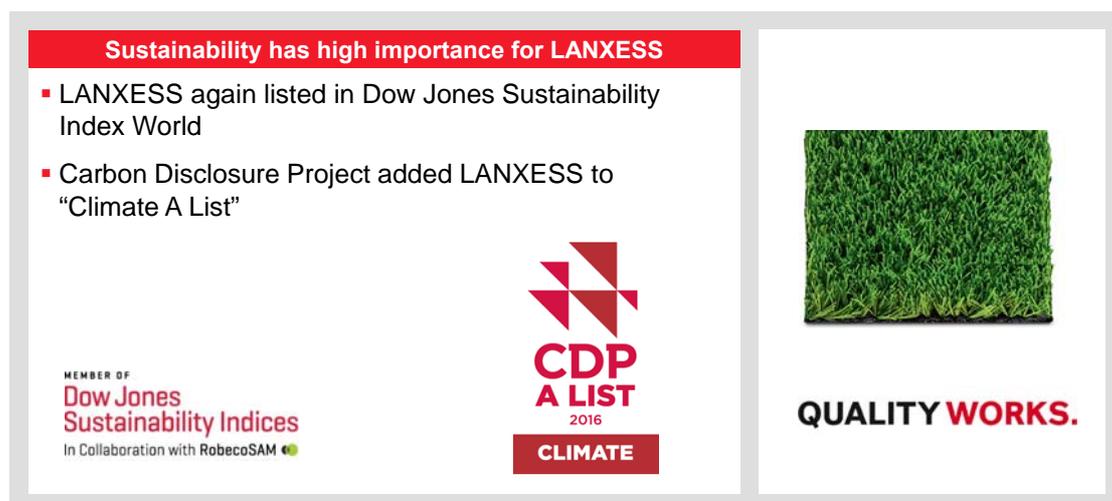
## Q3 2016: Financial performance driven by New LANXESS



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## Sustainability and quality remain in focus



Climate A List: An "A" score is given to companies that particularly distinguish themselves with regard to the transparency and completeness of their reporting and to their actual climate protection activities.

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## Q3 2016 financial overview: Delivering a strong quarter

[€ m]	Q3 2015	Q3 2016	yoy in %
<b>Sales</b>	<b>1,953</b>	<b>1,921</b>	<b>-1.6%</b>
<b>EBITDA pre</b>	<b>235</b>	<b>257</b>	<b>9.4%</b>
margin	12.0%	13.4%	
EPS	0.45	0.68	51.2%
<b>EPS pre*</b>	<b>0.57</b>	<b>0.78</b>	<b>36.8%</b>
<b>Capex</b>	<b>100</b>	<b>106</b>	<b>6.0%</b>
[€ m]	31.12.2015	30.09.2016	Δ %
<b>Net financial debt**</b>	<b>1,211</b>	<b>203</b>	<b>-83.2%</b>
<b>Net working capital</b>	<b>1,526</b>	<b>1,752</b>	<b>14.8%</b>
<b>ROCE</b>	<b>8.4%</b>	<b>8.2%</b>	

- Lower sales as higher volumes offset by lower selling prices (raw material price pass-through)
- EBITDA increases with higher volumes and an improved cost base (better utilization and savings)
- Net financial debt on low level despite ~€200 m cash out for acquisition of Chemours' C&D
- Net working capital above year-end level (typical seasonality)

\* net of exceptionals, using the local tax rate applicable where the expenses were incurred  
 \*\* after deduction of current financial assets

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## Q3 2016: Strong volume growth and EBITDA contribution from New LANXESS segments

Advanced Intermediates					Performance Chemicals					High Performance Materials					ARLANXEO				
Price	Volume	FX	Portfolio	Total	Price	Volume	FX	Portfolio	Total	Price	Volume	FX	Portfolio	Total	Price	Volume	FX	Portfolio	Total
-8%	+7%	0%	0%	-1%	-3%	+5%	0%	+2%	+3%	-8%	+6%	0%	0%	-2%	-9%	+4%	0%	0%	-5%
<ul style="list-style-type: none"> <li>▪ Lower prices due to raw material price pass-through</li> <li>▪ Overall strong volume growth in BU AII; BU SGO balances agro headwind with growth in fine chemicals (e.g. Saltidin)</li> <li>▪ Good volumes and higher utilization rates drive EBITDA</li> </ul>					<ul style="list-style-type: none"> <li>▪ Lower selling prices mainly in BU LEA</li> <li>▪ Higher volumes in nearly all BUs, esp. BU ADD across all business lines</li> <li>▪ Portfolio effect from Chemours' C&amp;D acquisition</li> <li>▪ EBITDA increases mainly on higher volumes</li> </ul>					<ul style="list-style-type: none"> <li>▪ Prices reflect lower raw material prices</li> <li>▪ Volumes driven by good demand in compounds across all regions; automobile strong in Asia</li> <li>▪ EBITDA and margin increases due to a positive mix effect</li> </ul>					<ul style="list-style-type: none"> <li>▪ Persistent competitive price pressure in some rubbers</li> <li>▪ Continuing margin pressure in EPDM on rising raw material prices amid comp. pressure</li> <li>▪ Volume growth on the back of strong demand in Asia</li> <li>▪ EBITDA supported by volume effect and respective utilization</li> </ul>				
[€ m]	Q3'15	Q3'16			[€ m]	Q3'15	Q3'16			[€ m]	Q3'15	Q3'16			[€ m]	Q3'15	Q3'16		
Sales	440	<b>435</b>			Sales	524	<b>541</b>			Sales	263	<b>257</b>			Sales	713	<b>675</b>		
EBITDA pre	76	<b>83</b>			EBITDA pre	86	<b>91</b>			EBITDA pre	32	<b>42</b>			EBITDA pre	94	<b>91</b>		
Margin	17%	<b>19%</b>			Margin	16%	<b>17%</b>			Margin	12%	<b>16%</b>			Margin	13%	<b>13%</b>		

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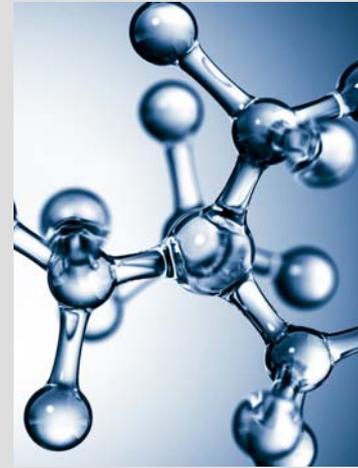
## Guidance lifted on the back of good year-to-date performance

**Updated: FY 2016 EBITDA pre now expected to be between €960 m – €1,000 m**

- Good underlying business across the segments year-to-date
- Realignment progressing well with some accelerated savings

**Considerations for Q4 2016: normal seasonal pattern, however some additional headwinds**

- Advanced Intermediates with unusual strong prior-year base and agro business generally weaker this year (esp. for BU SGO in Q4 2016)
- Automobile weaker in Europe and US
- Continuing margin pressure in EPDM: competitive price pressure with rising raw material prices
- Suppliers' outages (Singapore and Europe) burden



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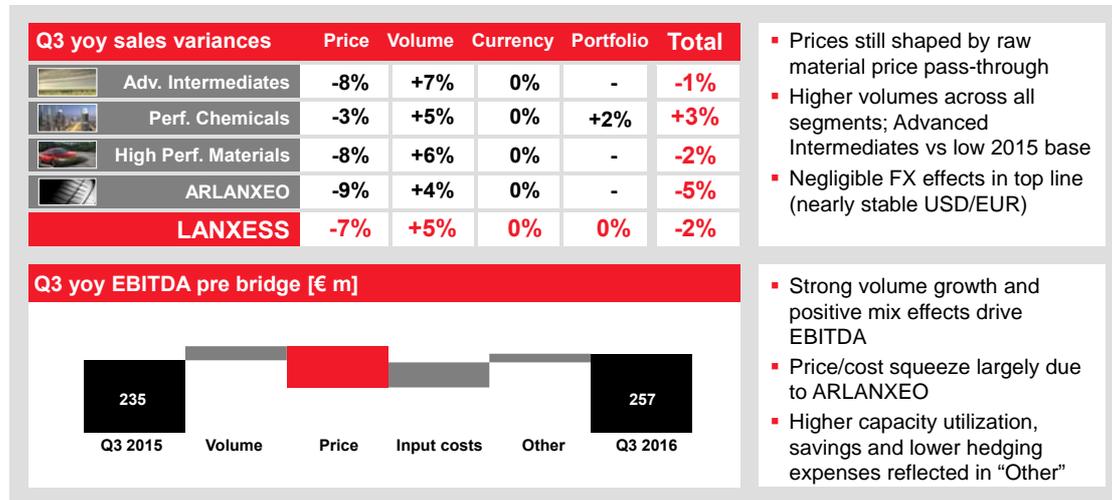
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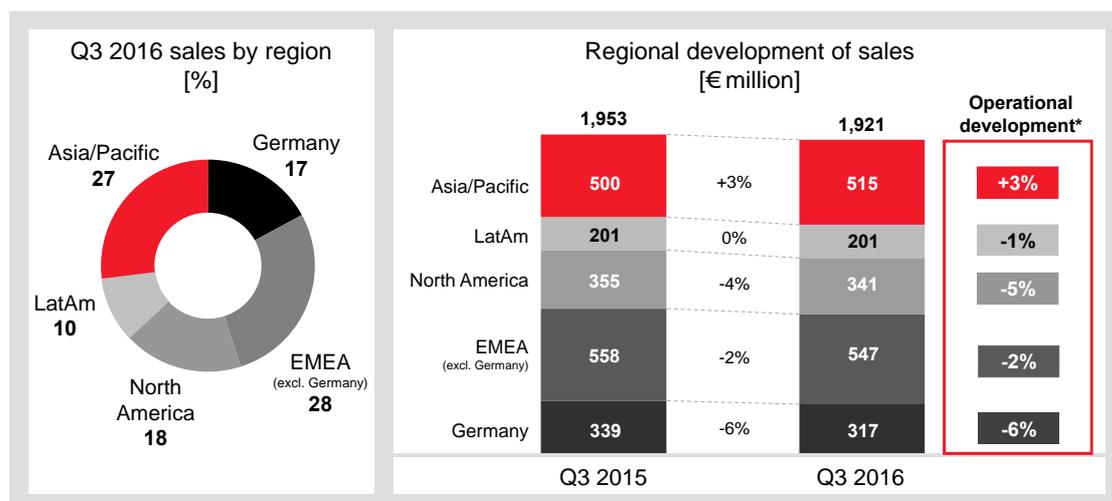
## Q3 2016: Volume-driven earnings growth mitigated by margin pressure in ARLANXEO



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## Q3 2016: Strong Asia/Pacific demand compensates for raw material price pass-through visible in other regions



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## Q3 2016: Earnings growth reflects transformation towards New LANXESS

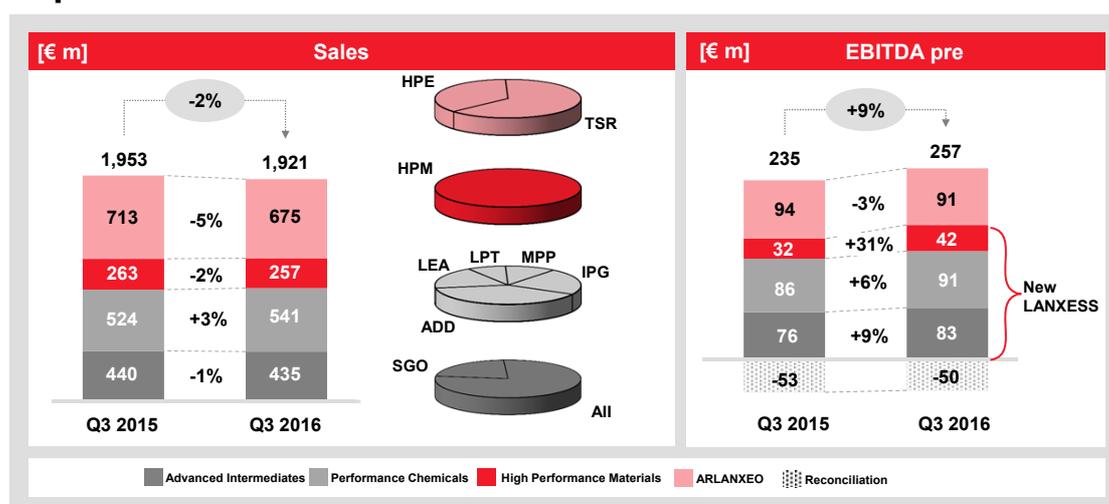
[€ m]	Q3 2015	Q3 2016	yoy in %	
Sales	1,953 (100%)	1,921 (100%)	-2%	<ul style="list-style-type: none"> <li>Lower sales as higher volumes are offset by pass-through of lower raw material costs</li> <li>Improved utilization across all segments and accelerated savings compensates for price/cost squeeze in ARLANXEO</li> <li>SG&amp;A under control</li> <li>EBITDA improves on good volumes and more efficient cost base</li> </ul>
Cost of sales	-1,498 (77%)	-1,475 (77%)	2%	
Selling	-190 (10%)	-192 (10%)	-1%	
G&A	-70 (4%)	-67 (3%)	4%	
R&D	-32 (2%)	-34 (2%)	-6%	
<b>EBIT</b>	<b>104 (5%)</b>	<b>122 (6%)</b>	<b>17%</b>	
Non-controlling interests	0	-2 (0%)	<-100%	
<b>Net Income</b>	<b>41 (2%)</b>	<b>62 (3%)</b>	<b>51%</b>	
<b>EPS pre</b>	<b>0.57</b>	<b>0.78</b>	<b>37%</b>	
EBITDA	218 (11%)	241 (13%)	11%	
thereof exceptionals	-17 (1%)	-16 (1%)	6%	
<b>EBITDA pre exceptionals</b>	<b>235 (12.0%)</b>	<b>257 (13.4%)</b>	<b>9%</b>	

**A good set of numbers**

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## Q3 2016: New LANXESS segments contribute to EBITDA improvement



Total group sales including reconciliation

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## Advanced Intermediates: Stable sales and higher earnings on improved utilization

[€ m]	Q3 2015	Q3 2016	Δ	9M 2015	9M 2016	Δ
Sales	440	435	-1.1%	1,386	1,341	-3.2%
EBIT	52	57	9.6%	173	184	6.4%
Depr. / Amort.	24	26	8.3%	74	76	2.7%
<b>EBITDA pre exceptionals</b>	<b>76</b>	<b>83</b>	<b>9.2%</b>	<b>248</b>	<b>260</b>	<b>4.8%</b>
Margin	17.3%	19.1%		17.9%	19.4%	
Capex	22	30	36.4%	50	61	22.0%

Q3 sales bridge yoy [€ m]						
	-8%	+7%	0%	0%		
Q3 2015	Price	Volume	Currency	Portfolio	Q3 2016	

Q3 yoy effects						
▪	Raw material price pass-through reflected in lower prices					
▪	Strong volume growth in BU All driven by nearly all markets and compared to a low base (unplanned maintenance in Q3 2015)					
▪	BU SGO balances agro headwind with growth in fine chemicals (e.g. Saltidin)					
▪	Higher utilization rates lead to lower idle costs and support EBITDA					

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## Performance Chemicals: Stability at attractive profitability

[€ m]	Q3 2015	Q3 2016	Δ	9M 2015	9M 2016	Δ
Sales	524	541	3.2%	1,610	1,617	0.4%
EBIT	63	68	7.9%	210	235	11.9%
Depr. / Amort.	23	23	0.0%	65	68	4.6%
<b>EBITDA pre exceptionals</b>	<b>86</b>	<b>91</b>	<b>5.8%</b>	<b>283</b>	<b>303</b>	<b>7.1%</b>
Margin	16.4%	16.8%		17.6%	18.7%	
Capex	33	32	-3.0%	74	70	-5.4%

Q3 sales bridge yoy [€ m]						
	-3%	+5%	0%	+2%		
Q3 2015	Price	Volume	Currency	Portfolio	Q3 2016	

Q3 yoy effects						
▪	Volume growth drives top line compensating for lower selling prices mainly in BU LEA (chrome ore price)					
▪	Chemours' Clean & Disinfect business with first sales contribution (closing August 31, 2016)					
▪	Higher volumes in nearly all BUs: esp. BU ADD across all additives, BU LEA in organic leather chemicals and BU MPP with strength in high-margin products					
▪	EBITDA increases on higher volumes					

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## Q3 2016: Another quarter with improved cash generation

[€ m]	Q3 2015	Q3 2016
<b>Profit before tax</b>	<b>68</b>	<b>100</b>
Depreciation & amortization	114	119
Financial (gains) losses	17	9
Cash tax payments/refunds	-47	-37
Changes in other assets and liabilities	76	91
<b>Operating cash flow before changes in WC</b>	<b>228</b>	<b>282</b>
Changes in working capital	-38	22
<b>Operating cash flow</b>	<b>190</b>	<b>304</b>
<b>Investing cash flow</b>	<b>46</b>	<b>-170</b>
Thereof capex	-100	-106
Thereof Chemours' C&D acquisition	0	-198
<b>Financing cash flow</b>	<b>-75</b>	<b>-264</b>

- Operating cash flow improved in line with earnings improvement – free cash flow covered Chemours' C&D acquisition
- Change in other assets and liabilities reflects amongst others provisions for variable compensation
- Working capital reduction driven by lower receivables and higher payables
- Net cash outflow (~€200 m) for Chemours' C&D business reflected in investing cash flow
- Financing cash flow reflects €200 m repayment of bond

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## Balance sheet – Strong and ready to carry planned Chemtura acquisition

[€ m]	Dec 2015	Sept 2016
Total assets	7,219	8,242
Equity (incl. non-controlling interest)	2,323	3,453
<b>Equity ratio</b>	<b>32%</b>	<b>42%</b>
<b>Net financial debt</b> (after deduction of current financial assets)	<b>1,211</b>	<b>203</b>
Near cash, cash & cash equivalents	466	523
Pension provisions	1,215	1,479
<b>ROCE<sup>1</sup></b>	<b>8.4%</b>	<b>8.2%</b>
Net working capital	1,526	1,752
DSI (in days) <sup>2</sup>	67	65
DSO (in days) <sup>3</sup>	48	51

- Total assets higher with €1.2 bn cash-in for 50% ARLANXEO and respective increase in equity for non-controlling interest (April 1, 2016)<sup>4</sup>
- Pension provision up mainly on lower discount rates in Germany (1.5% from 3.0% year end '15)
- Rock solid balance sheet with very low net financial debt
- ROCE technically lower after balance sheet extension from ARLANXEO cash-in<sup>4</sup>
- DSO increase reflects strong business activity in Q3 vs year end 2015

<sup>1</sup> Based on last twelve months for EBIT pre

<sup>2</sup> Days sales of inventory calculated from quarterly sales

<sup>3</sup> Days of sales outstanding calculated from quarterly sales

<sup>4</sup> On April 1, 2016, LANXESS placed 50% of its rubber business in a joint venture with Saudi Aramco, receiving in return ~€1.2 bn in cash

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## Balance sheet extended due to ARLANXEO effects

[€ m]	Dec'15	Sep'16	Dec'15	Sep'16	
<b>Non-current assets</b>	<b>4,180</b>	<b>4,400</b>	<b>Stockholders' equity</b>	<b>2,323</b>	<b>3,453</b>
Intangible assets	300	481	attrib. to non-contr. interests	13	1,124
Property, plant & equipment	3,447	3,339	<b>Non-current liabilities</b>	<b>2,936</b>	<b>3,218</b>
Equity investments	0	0	Pension & post empl. provis.	1,215	1,479
Other investments	12	11	Other provisions	271	279
Other financial assets	21	19	Other financial liabilities	1,258	1,256
Deferred taxes	361	510	Tax liabilities	19	16
Other non-current assets	39	40	Other liabilities	127	104
			Deferred taxes	46	84
<b>Current assets</b>	<b>3,039</b>	<b>3,842</b>	<b>Current liabilities</b>	<b>1,960</b>	<b>1,571</b>
Inventories	1,349	1,395	Other provisions	411	467
Trade accounts receivable	956	1,084	<b>Other financial liabilities</b>	<b>443</b>	<b>78</b>
<b>Other current financial assets</b>	<b>4</b>	<b>589</b>	Trade accounts payable	779	727
Other current assets	264	251	Tax liabilities	85	138
Near cash assets	100	2	Other liabilities	242	161
<b>Cash and cash equivalents</b>	<b>366</b>	<b>521</b>			
<b>Total assets</b>	<b>7,219</b>	<b>8,242</b>	<b>Total equity &amp; liabilities</b>	<b>7,219</b>	<b>8,242</b>

- €1.2 bn cash received from Saudi Aramco for 50% in ARLANXEO JV, mainly allocated to current financial assets as well as cash and cash equivalents; equity increased respectively with non-controlling interest of Saudi Aramco in ARLANXEO JV
- Financial liabilities down mainly due to €200 m bond repayment in September '16 (5.5% coupon)

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## 9M 2016 financial overview: Realignment proving results

[€ m]	9M 2015	9M 2016	yoy in %	
<b>Sales</b>	<b>6,096</b>	<b>5,784</b>	<b>-5.1%</b>	<ul style="list-style-type: none"> <li>▪ Lower sales due to raw material cost pass-through; partly compensated by higher volumes</li> <li>▪ EBITDA increases on higher volumes, streamlined costs and positive FX<sup>3</sup></li> <li>▪ EPS increase driven by business improvement</li> <li>▪ Net financial debt significantly reduced after ARLANXEO closing</li> <li>▪ ROCE technically lower due to balance sheet extension</li> </ul>
<b>EBITDA pre margin</b>	<b>734</b>	<b>812</b>	<b>10.6%</b>	
margin	12.0%	14.0%		
EPS	1.64	2.08	26.7%	
EPS pre <sup>1</sup>	1.97	2.28	15.7%	
<b>Capex</b>	<b>229</b>	<b>228</b>	<b>-0.4%</b>	
[€ m]	31.12.2015	30.09.2016	yoy in %	
<b>Net financial debt<sup>2</sup></b>	<b>1,211</b>	<b>203</b>	<b>-83.2%</b>	
<b>Net working capital</b>	<b>1,526</b>	<b>1,752</b>	<b>14.8%</b>	
<b>ROCE</b>	<b>8.4%</b>	<b>8.2%</b>		

<sup>1</sup> Net of exceptionals, using the local tax rate applicable where the expenses were incurred

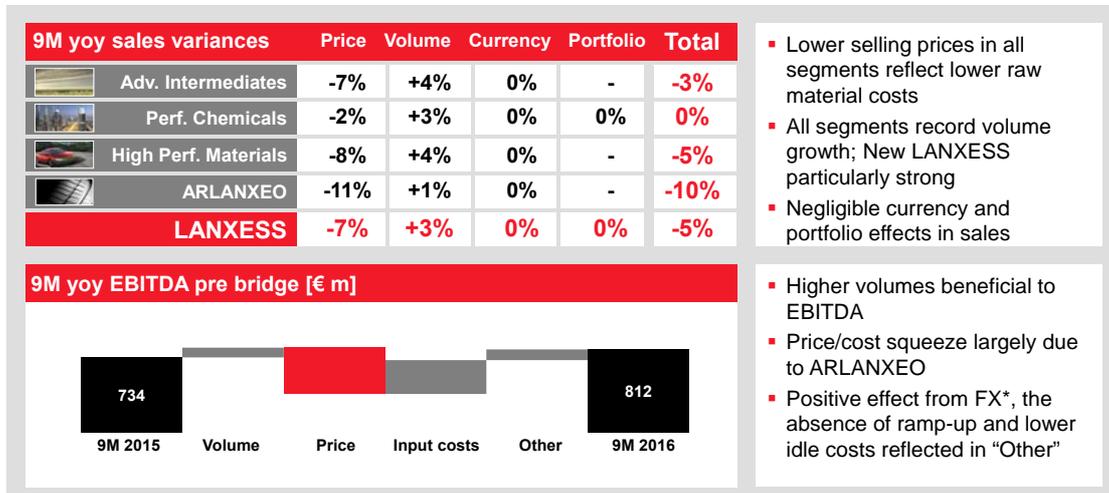
<sup>2</sup> After deduction of current financial assets

<sup>3</sup> Lower hedging expenses and favorable emerging markets' currencies

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## 9M 2016: Good volume growth in all segments

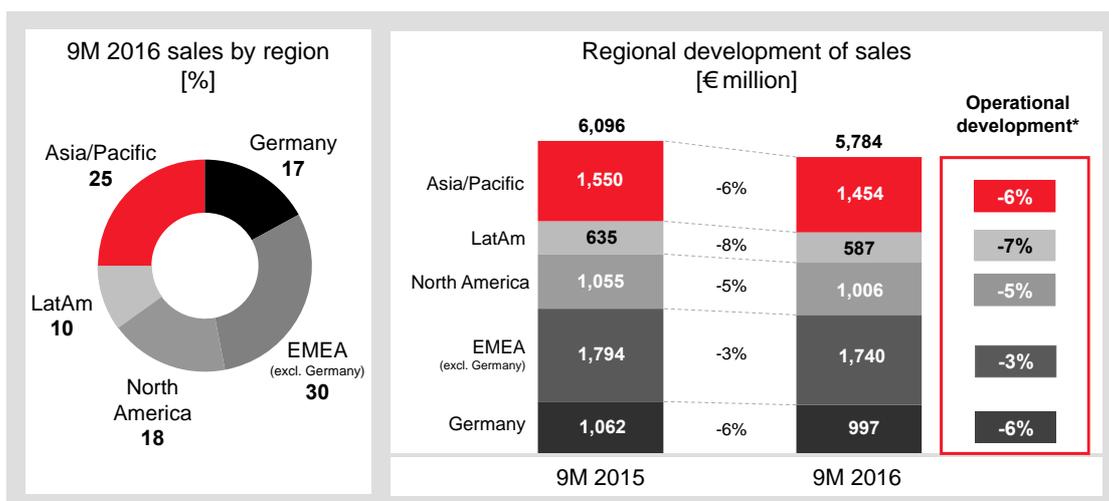


\* Lower hedging expenses and favorable emerging markets' currencies

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## 9M 2016: Lower sales as raw material price pass-through outpaces volume growth

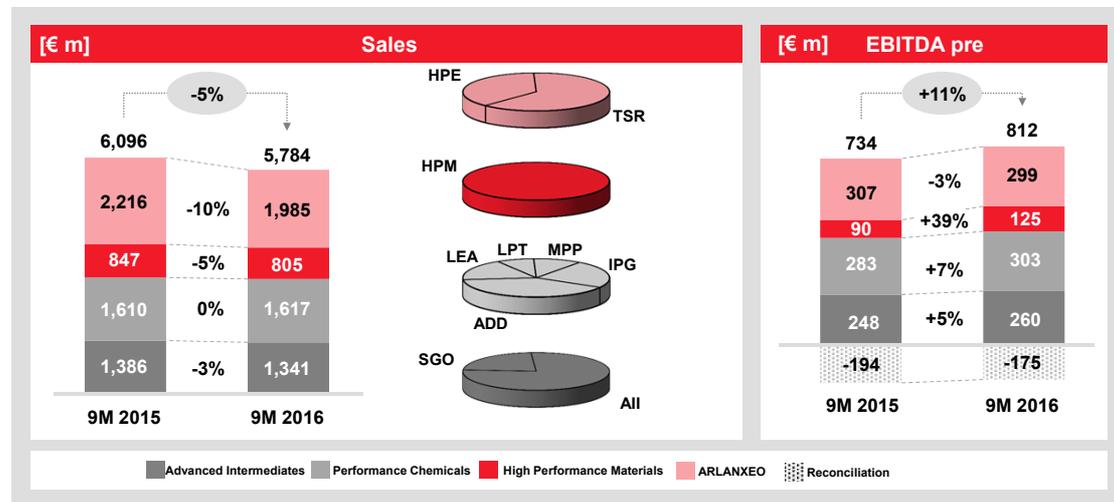


\* Currency and portfolio adjusted

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## 9M 2016: Recovering earnings power



Total group sales include reconciliation

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## 9M 2016: Realignment and underlying good business performance drive earnings

[€ m]	9M 2015	9M 2016	yoy in %	
Sales	6,096 (100%)	5,784 (100%)	-5%	
Cost of sales	-4,713 (77%)	-4,400 (76%)	7%	▪ Cost of sales decrease disproportionately to sales mainly due to lower idle costs, absence of ramp-up costs (-€25 m in Q1'15) and savings
Selling	-573 (9%)	-577 (10%)	-1%	
G&A	-202 (3%)	-212 (4%)	-5%	▪ G&A influenced amongst other by dissynergies from ARLANXEO
R&D	-98 (2%)	-96 (2%)	2%	
<b>EBIT</b>	<b>344 (6%)</b>	<b>429 (7%)</b>	<b>25%</b>	
Non-controlling interests	-1 (0)	6 (0%)	>100%	▪ Net income and EPS pre increase on visible business improvement despite deduction of non-controlling interests
<b>Net Income</b>	<b>150 (2%)</b>	<b>190 (3%)</b>	<b>27%</b>	
<b>EPS pre</b>	<b>1.97</b>	<b>2.28</b>	<b>16%</b>	
EBITDA	692 (11%)	783 (14%)	13%	
thereof exceptionals	-42 (1%)	-29 (1%)	31%	
<b>EBITDA pre exceptionals</b>	<b>734 (12.0%)</b>	<b>812 (14.0%)</b>	<b>11%</b>	

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## 9M 2016: Continued strong cash flow conversion

[€ m]	9M 2015	9M 2016
<b>Profit before tax</b>	<b>246</b>	<b>341</b>
Depreciation & amortization	348	354
Gain from sale of assets	-42	0
Financial (gains) losses	49	42
Cash tax payments/refunds	-70	-98
Changes in other assets and liabilities	-28	96
<b>Operating cash flow before changes in WC</b>	<b>503</b>	<b>735</b>
Changes in working capital	-161	-203
<b>Operating cash flow</b>	<b>342</b>	<b>532</b>
<b>Investing cash flow</b>	<b>-166</b>	<b>-1,095</b>
Thereof capex	-229	-228
Thereof cash inflows from/cash outflows for financial assets	14	-481
Thereof CTA* funding & Chemours C&D acquisition	0	-398
<b>Financing cash flow</b>	<b>-232</b>	<b>714</b>

- Swing in changes in other assets and liabilities driven by effects from hedging of intercompany financing and less restructuring
- Investing cash flow reflects:
  - Investment in financial assets from funds received due to ARLANXEO closing\*\*
  - €200 m funding for German pension assets (CTA)
  - -€200 m for Chemours' C&D acquisition
- Financing cash flow reflects cash-in for 50% ARLANXEO share (~€1.2 bn) and repayment of several financial liabilities

\* CTA: Contractual Trust Arrangement

\*\* Closing of ARLANXEO on April 1, 2016, leading to cash-in of ~€1.2 bn

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## Appendix

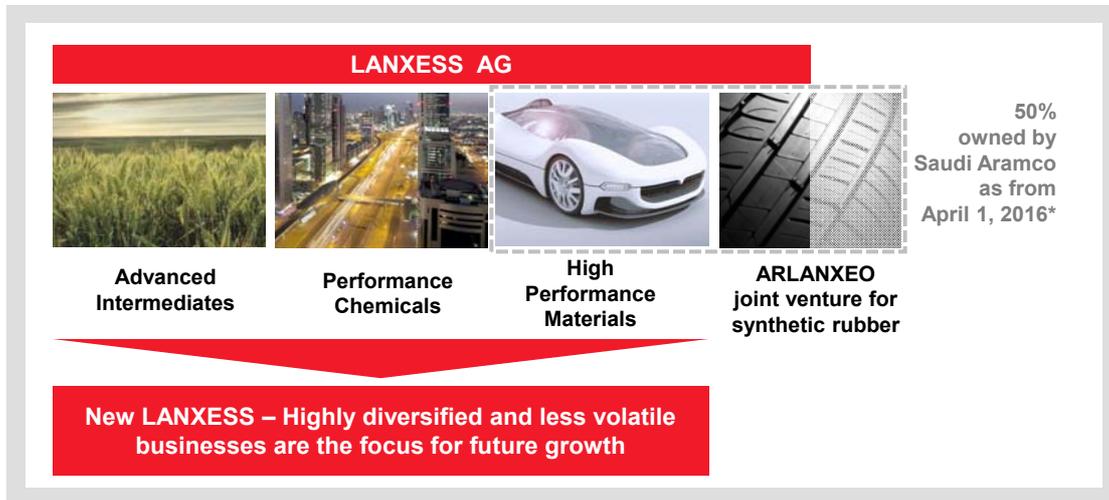
### Housekeeping items

#### Additional financial expectations

- Capex 2016: ~€450 m (thereof ~€150 m ARLANXEO)
- Operational D&A 2016: ~€460 m (thereof ~€220 m ARLANXEO)
- Reconciliation 2016: underlying exp. of ~€150 m EBITDA pre Hedging exp. now expected ~€70 m (hedging guidance adjusted: additional relief in Recon from hedging is balanced by FX burden in operations)
- Annual tax rate: - 2016: around 2015 level  
- mid-term: 30-35% (for New LANXESS)



## LANXESS: Moving strategically into more resilient, less volatile businesses



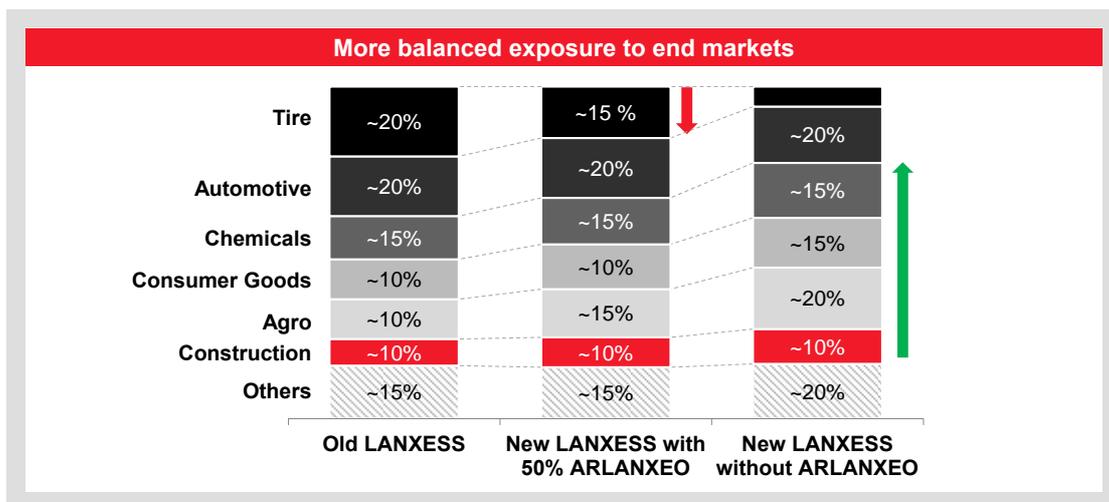
\* ARLANXEO to be fully consolidated by LANXESS for the first three years

Formerly Segment Performance Polymers (until 31.3.2016)

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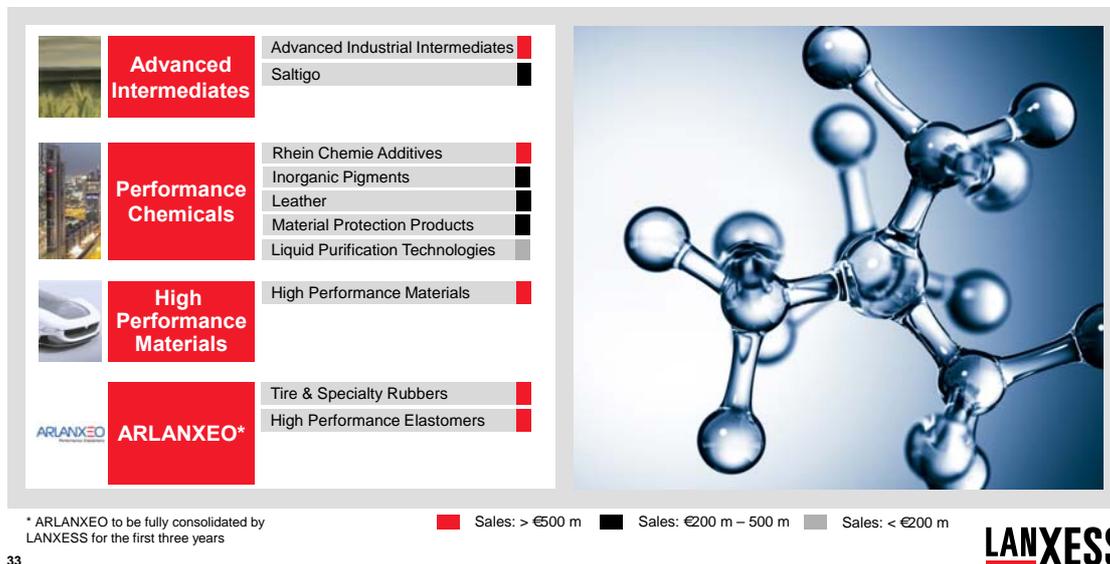
## The New LANXESS: Diversified end markets and less exposure to cyclical businesses



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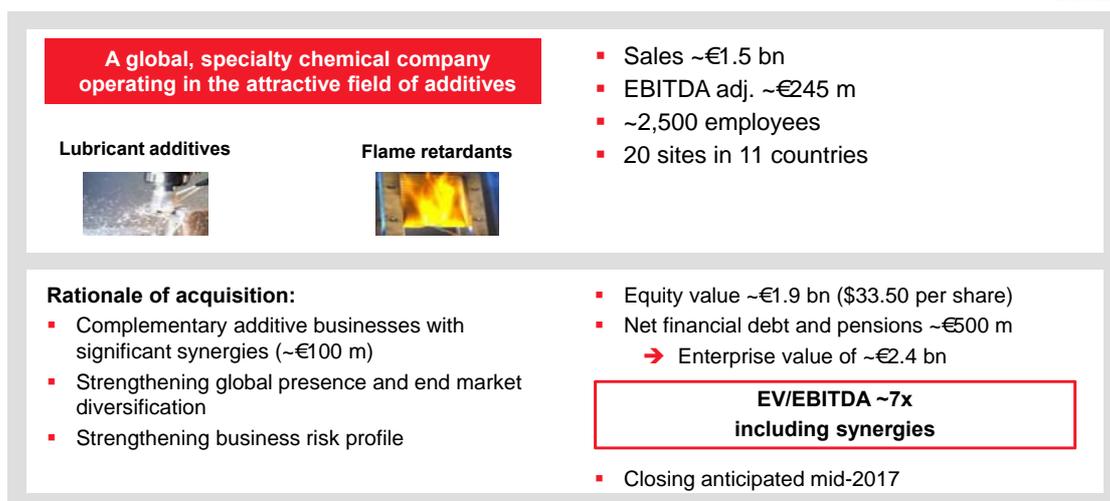
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## A lean business organization



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## Acquisition of Chemtura: Establishing a major global additives player

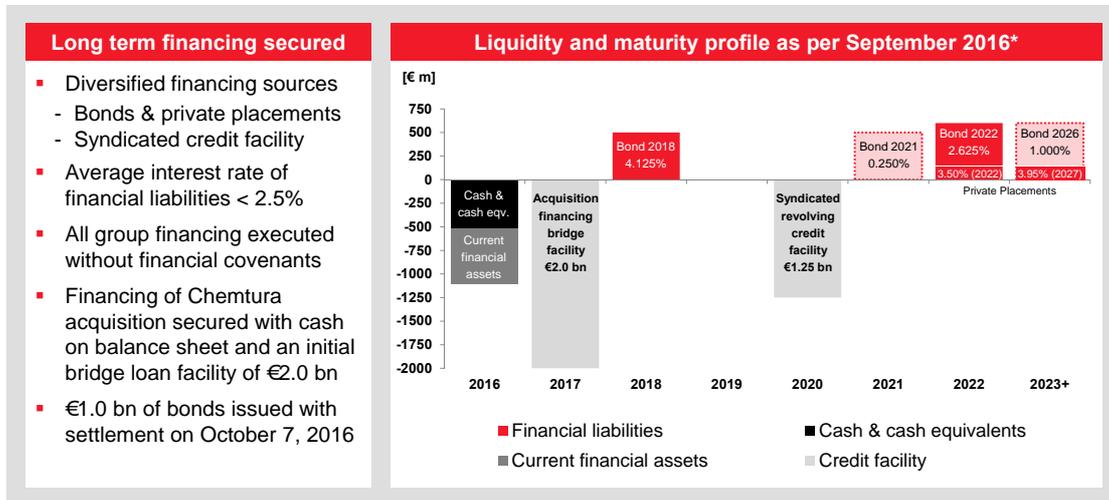


Sales and EBITDA are based on Q2 2016 LTM, USD/EUR 1.10

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## A well managed and conservative maturity profile

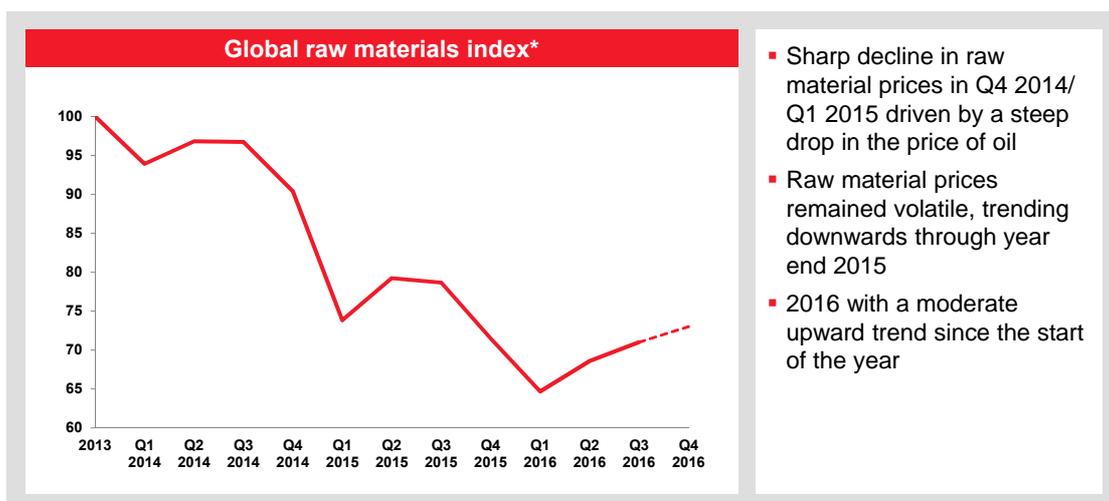


\* Bonds due in 2021 and 2026 were issued beginning of October 2016

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## High volatility in raw material prices



\* Source: LANXESS, average 2013 = 100%

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## Overview exceptional items Q3 and YTD

[€ m]	Q3 2015		Q3 2016		9M 2015		9M 2016	
	Excep.	Thereof D&A						
Advanced Intermediates	0	0	0	0	1	0	0	0
Performance Chemicals	0	0	0	0	8	0	0	0
High Performance Materials	0	0	0	0	-19	1	0	0
ARLANXEO	2	0	0	0	24	10	0	0
Reconciliation	15	0	16	0	39	0	29	0
<b>Total</b>	<b>17</b>	<b>0</b>	<b>16</b>	<b>0</b>	<b>53</b>	<b>11</b>	<b>29</b>	<b>0</b>

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## Abbreviations

<p><b>ARLANXEO</b></p> <ul style="list-style-type: none"> <li>▪ TSR Tire &amp; Specialty Rubbers</li> <li>▪ HPE High Performance Elastomers</li> </ul>	<p><b>Performance Chemicals</b></p> <ul style="list-style-type: none"> <li>▪ ADD Rhein Chemie Additives</li> <li>▪ IPG Inorganic Pigments</li> <li>▪ LEA Leather</li> <li>▪ MPP Material Protection Products</li> <li>▪ LPT Liquid Purification Technologies</li> </ul>
<p><b>Advanced Intermediates</b></p> <ul style="list-style-type: none"> <li>▪ All Advanced Industrial Intermediates</li> <li>▪ SGO Saltigo</li> </ul>	<p><b>High Performance Materials</b></p> <ul style="list-style-type: none"> <li>▪ HPM High Performance Materials</li> </ul>

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## Upcoming events 2016 / 2017

Proactive capital market communication			
2016	▪ Morgan Stanley Global Chemical Conference	November 15	Boston
	▪ UBS European Conference 2016	November 15/16	London
	▪ Deutsche Börse Eigenkapital Forum	November 22	Frankfurt
	▪ HSBC Zurich Conference	November 29	Zurich
2017	▪ Oddo Forum	January 5/6	Lyon
	▪ Commerzbank German Investment Seminar	January 10/11	New York
	▪ Unicredit/KeplerCheuvreux 16 <sup>th</sup> German Corporate Conference	January 16-18	Frankfurt
	▪ Bankhaus Lampe Conference	February 2	London
	▪ HSBC SRI Conference	February 7	Frankfurt
	▪ <b>FY results 2016</b>	<b>March 16</b>	
	▪ <b>Q1 results 2017</b>	<b>May 11</b>	
	▪ <b>Annual General Meeting</b>	<b>May 26</b>	<b>Cologne</b>
	▪ <b>Q2 results 2017</b>	<b>August 10</b>	
	▪ <b>Q3 results 2017</b>	<b>November 9</b>	

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