LANXESS – Q1 2015 results

Transformation on track – a good start to the year

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LANXESS
Energizing Chemistry

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Executive summary: A good and pleasing start to the year

Business improvement across the group in Q1

- All segments showed improved profitability and EBITDA pre, especially in Advanced Intermediates and Performance Chemicals
- Volumes stable across the group despite moderate customer destocking
- Group EBITDA pre up 12%; supported also by the strength of the US dollar
- Savings of Phase I in evidence, supporting earnings

- Realignment program “Let’s LANXESS again” proceeding as planned
- New world-scale plants for EPDM (China) and Nd-PBR (Singapore) started up smoothly

Heavy capex cycle completed with the successful start-up of EPDM and Nd-PBR plants in Asia

EPDM in China – global footprint for LANXESS established

Nd-PBR in Singapore – close to our customers in key growth regions

First in-spec material produced, now starting approbation phase with customers

Supporting long-term growth of automotive industry, particularly in China

Serving the trend of sustainable mobility with Nd-PBR, a state-of-the-art synthetic rubber for fuel-efficient tires

Both plants will be ramped up gradually to avoid generating further supply pressures

Realignment program proceeding on schedule

Realignment program "Let' s LANXESS again" continues with high pace

1 Business & administration structure competitiveness
- ~90% of 1,000 targeted headcount reduction contractually implemented
- ~€150 m savings

2 Operations competitiveness
- First measures announced in March (EPDM and Nd-PBR)
- Analysis ongoing

3 Portfolio competitiveness and alliances
- Talks in progress and ongoing
- Updates forthcoming in H2 2015

- LANXESS' realignment program is providing a solid foundation for future development
- Selected growth in Advanced Intermediates and Performance Chemicals anticipated beyond 2016
- Cash generation will be a focus again, delivering higher shareholder returns

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Q1 2015: Stable sales with improved earnings

Sales and EBITDA pre Q1 2015

Sales variances yoy **€2,038 m (€2,043 m)**

Price	Volume	FX	Portfolio	Total
-8%	0%	9%	0%	0%

- Stable sales with raw material induced lower prices offset by positive currency effects
- Overall stable volumes, despite moderate customer destocking (deflationary raw material environment)

EBITDA pre **€229 m (€205 m)**

- Lower prices driven by significant change in input costs; temporary tailwinds
- "Other" includes savings and currency effects, while ramp-up costs (~€25 m) and idle costs (due to lower utilization rates group-wide) burden

Operational figures affected by raw-material-related decreased selling prices – across all regions

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Q1 2015 financial overview: A good set of results

[€ m]	Q1 2014	Q1 2015	yoy in %
Sales	**2,043**	**2,038**	**-0.2%**
EBITDA pre except.	**205**	**229**	**11.7%**
margin	10.0%	11.2%	
EPS[1]	**0.30**	**0.24**	**-20.0%**
EPS pre[2]	0.53	0.66	24.5%
Capex	**108**	**56**	**-48.1%**
Free Cash Flow[3]	**-99**	**-23**	**76.7%**
[€ m]	**31.12.2014**	**31.03.2015**	**Δ %**
Net financial debt	**1,336**	**1,396**	**4.5%**
Net working capital	**1,600**	**1,794**	**12.1%**
ROCE	**7.9%**	**8.0%**	
Employees	**16,584**	**16,347**	**-1.4%**

- Sales steady, with lower prices offset by positive currency effects; volumes stable
- EBITDA improves due to savings, lower raw material prices exceeding reduced selling prices, and supportive currency effects
- Capex decreased following completion of large investments in Asia
- Net working capital increases due to currency and volumes (normal seasonal pattern)

[1] Different number of shares: Q1 2014 ~83 m vs Q1 2015 ~92 m
[2] Net of exceptionals, using the local tax rate applicable where the expenses were incurred
[3] Operating cash flow minus capex

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Q1 2015: All segments started the year successfully

Performance Polymers

Price	Volume	Currency	Portfolio	Total
-12%	-1%	+10%	-1%	**-5%**

- Lower prices across all BUs reflect lower raw material prices
- Lower volumes in BU HPE partly offset by positive volumes in BU HPM; tire-related business stable (BU TSR)
- EBITDA and margin increase due to currency effects and management of raw material price pass-through, despite burden from ramp-up costs (~€25 m)

[€ m]	Q1'14	Q1'15
Sales	1,063	1,015
EBITDA pre	117	122
Margin	11%	12%

Advanced Intermediates

Price	Volume	Currency	Portfolio	Total
-7%	+3%	+5%	0%	**+1%**

- Lower prices, especially in BU AII, reflect raw material price changes
- Higher volumes in both BUs: BU AII across the broad variety of markets and BU SGO in agro chemicals
- EBITDA improved due to currency tailwinds and raw material price changes not yet fully reflected in top line

[€ m]	Q1'14	Q1'15
Sales	473	478
EBITDA pre	72	92
Margin	15%	19%

Performance Chemicals

Price	Volume	Currency	Portfolio	Total
0%	-2%	+9%	0%	**+7%**

- Prices remain stable with offsetting effects across the BUs
- Strong volume momentum in BUs IPG and LPT, while other BUs show a moderate start
- EBITDA improvement driven by BU IPG and BU ADD due to new market approach and better product mix; currency tailwinds support all BUs

[€ m]	Q1'14	Q1'15
Sales	496	533
EBITDA pre	68	87
Margin	14%	16%

Restatement of 2014 due to re-organization of accelerators and antioxidants business from Performance Chemicals to Advanced Intermediates

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Environment remains challenging, but self-help and currency effects are providing support

Customer industries and macroeconomic expectations for 2015

- Tire production expected to grow somewhat less than in 2014, with expanded production in emerging markets and decreased production in EMEA. North America somewhat slower than expected.
- Automobile sector to grow slightly faster than in 2014, fuelled by Asian demand – China expected to post lower, normalized growth rates
- Agrochemical demand expected to grow slower than in 2014 but will remain robust
- Construction industry expected to grow less in 2015 than in 2014; in particular, Latin America and Asia/Pacific will post slower growth rates
- US dollar expected to remain strong

LANXESS increases guidance for 2015

- FY 2015 EBITDA pre expected between €820-860 m*

* Based on an exchange rate of 1.10 USD/EUR

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Agenda

- Executive summary Q1 2015 and outlook
- **Business and financial details Q1 2015**
- Back-up

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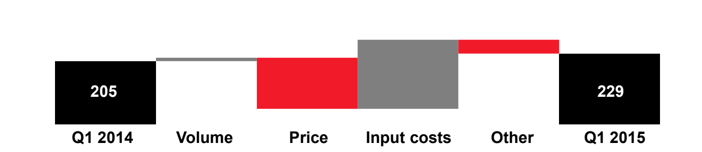
Q1 2015: Stable sales with improved earnings

Q1 yoy sales variances	Price	Volume	Currency	Portf.	Total
Perf. Polymers	-12%	-1%	10%	-1%	-5%
Adv. Intermediates	-7%	3%	5%	0%	1%
Perf. Chemicals	0%	-2%	9%	0%	7%
LANXESS	-8%	0%	9%	0%	0%

- Stable sales due to lower prices (raw material induced) offset by positive currency effects
- Stable overall volumes, despite moderate customer destocking (deflationary raw material environment)

Q1 yoy EBITDA pre bridge [€ m]



- Lower prices driven by significant change in input costs
- "Other" includes savings and currency effects, while ramp-up costs (~€25 m) and idle costs (due to lower utilization rates group-wide) burden

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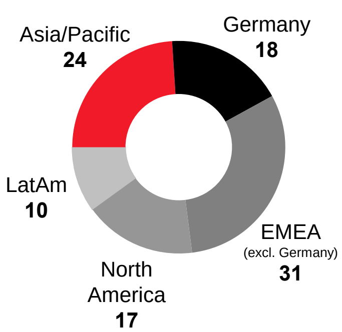
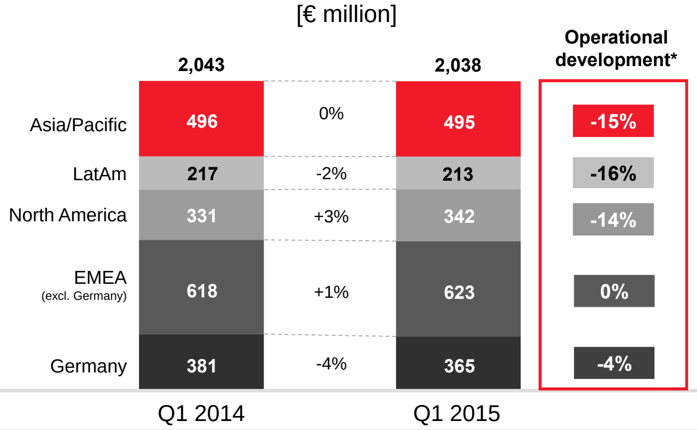
Q1 2015: Operational figures affected by raw-material-related price decreases

Q1 2015 sales by region [%]



Regional development of sales [€ million]



* Currency and portfolio adjusted

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Q1 2015: Improvement in all key line items

[€ m]	Q1 2014		Q1 2015		yoy in %
Sales	2,043	(100%)	2,038	(100%)	0%
Cost of sales	-1,626	(80%)	-1,595	(78%)	2%
Selling	-186	(9%)	-183	(9%)	2%
G&A	-74	(4%)	-64	(3%)	14%
R&D	-45	(2%)	-32	(2%)	29%
EBIT	**75**	**(4%)**	**63**	**(3%)**	**-16%**
Net Income	**25**	**(1%)**	**22**	**(1%)**	**-12%**
EPS	**0.30**		**0.24**		**-20%**
EPS pre[1]	0.53		0.66		25%
EBITDA	178	(9%)	178	(9%)	0%
thereof exceptionals	-27	(1%)	-51	(3%)	-89%
EBITDA pre exceptionals	**205**	**(10.0%)**	**229**	**(11.2%)**	**11.7%**

- Sales unchanged as lower prices (-8%) were offset by positive currency effects (+9%) at stable volumes (0%)
- COGS decreased on lower raw material prices, more than compensating for ramp-up cost of ~€25 m and currency effects
- Reported EBIT burdened by exceptional items (mainly the intended stop of EPDM production in Marl)
- Change in overhead costs reflects realignment efforts

Improved EBITDA pre supported by savings and positive currency effects, despite ramp-up costs

[1] Net of exceptional items, using the local tax rate applicable where the expenses were incurred

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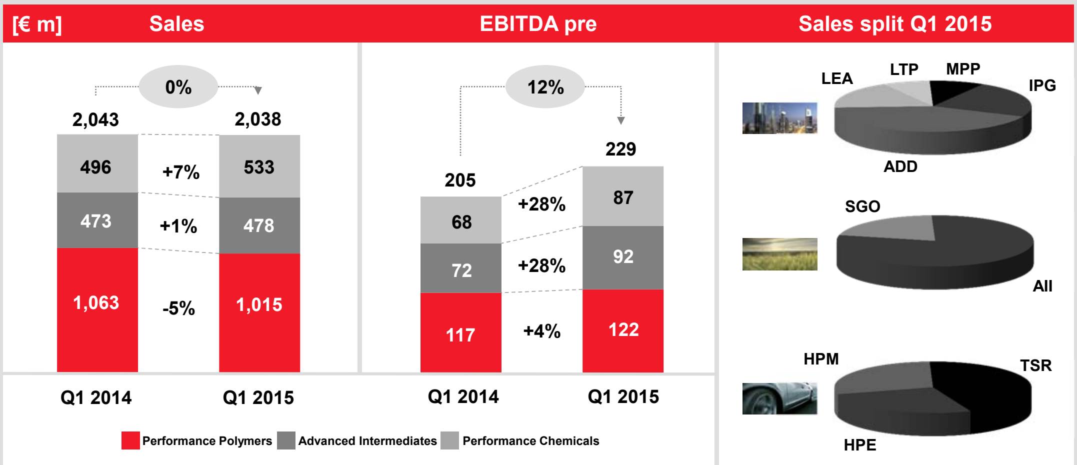
Q1 2015: Advanced Intermediates and Performance Chemicals with strong start to the year



Total group sales and EBITDA pre figures include reconciliation
Restatement of 2014 due to re-organization of accelerators and antioxidants business from Performance Chemicals to Advanced Intermediates

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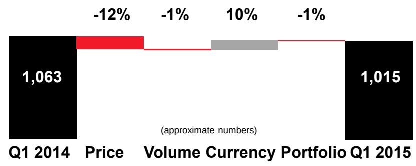
Performance Polymers: Raw material price declines managed successfully – currency supports

[€ m]	Q1 2014	Q1 2015	Δ
Sales	**1,063**	**1,015**	**-4.5%**
EBIT	52	18*	-65.4%
Depr. / Amort.	56	67	19.6%
EBITDA pre exceptionals	**117**	**122**	**4.3%**
Margin	11.0%	12.0%	
Capex	**76**	**24**	**-68.4%**

Q1 comments

- Lower prices across all BUs reflect the strong decline in raw material prices, mainly driven by BU TSR
- Lower volumes in BU HPE (EPDM) partly offset by positive volumes in BU HPM (compounding); tire-related business stable (BU TSR)
- EBITDA and margin increase due to positive currency effects and management of raw material price pass-through, despite burden from ramp-up costs (~€25 m for EPDM and Nd-PBR)
- Capex clearly reduced after successful start-up of plants (Asia)

Q1 sales bridge yoy [€ m]



* Includes €46 m exceptional items in Q1 2015 compared to €9 m in Q1 2014

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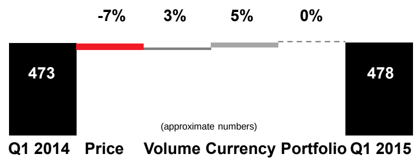
Advanced Intermediates: A very strong quarter – raw material price tailwinds persist

[€ m]	Q1 2014	Q1 2015	Δ
Sales	**473**	**478**	**1.1%**
EBIT	45	70	55.6%
Depr. / Amort.	23	23	0.0%
EBITDA pre exceptionals	**72**	**92**	**27.8%**
Margin	15.2%	19.2%	
Capex	**20**	**10**	**-50.0%**

Q1 comments

- Lower prices, especially in BU AII, reflect raw material price declines (e.g., oil-derivatives such as benzene and toluene)
- Higher volumes in both BUs: for BU AII across a broad range of end markets, and for BU SGO in agrochemicals
- EBITDA improved due to currency tailwinds and raw material price changes not yet fully reflected in top line
- Capex currently at lower level, led by BU AII (due to timing)

Q1 sales bridge yoy [€ m]



Restatement of 2014 due to re-organization of accelerators and antioxidants business from Performance Chemicals to Advanced Intermediates

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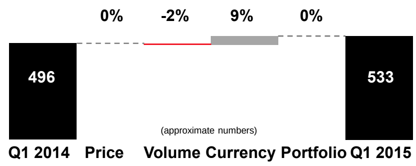
Performance Chemicals: Strong earnings

[€ m]	Q1 2014	Q1 2015	Δ
Sales	**496**	**533**	**7.5%**
EBIT	41	64	56.1%
Depr. / Amort.	20	21	5.0%
EBITDA pre exceptionals	**68**	**87**	**27.9%**
Margin	13.7%	16.3%	
Capex	**9**	**17**	**88.9%**

Q1 comments

- Prices remain stable, with off-setting effects across the BUs (slightly higher prices in BUs ADD and IPG, while BU LEA with expected lower prices in chrome ore)
- Strong volume momentum in BUs IPG (mainly construction in Europe) and LPT (ion exchange resins business), while other BUs show a moderate start
- EBITDA improvement driven by BU IPG and BU ADD due to new market approach and better product mix; FX tailwinds
- Capex higher mainly due to BU IPG investment in China

Q1 sales bridge yoy [€ m]



Restatement of 2014 due to re-organization of accelerators and antioxidants business from Performance Chemicals to Advanced Intermediates

Q1 2015: Seasonal increase in working capital lower than in previous year

[€ m]	Q1 2014	Q1 2015
Profit before tax	**38**	**34**
Depreciation & amortization	103	115
Gain from sale of assets	0	0
Result from investments (using equity method)	-1	0
Financial (gains) losses	25	15
Cash tax payments/refunds	10	-5
Changes in other assets and liabilities	42	-6
Operating cash flow before changes in WC	**217**	**153**
Changes in working capital	-208	-120
Operating cash flow	**9**	**33**
Investing cash flow	**-122**	**-61**
thereof capex	-108	-56
Financing cash flow	**89**	**-52**

- Profit before tax comparable to previous year
- Changes in working capital reflect increased business activity at beginning of any year
- Capex significantly lower after completing growth projects in Asia (Nd-PBR and EPDM)
- Financing cash flow includes repayment of CNH500 m bond (~€70 m)

Balance sheet remains solid

[€ m]	Dec 2014	Mar 2015
Total assets	7,250	7,678
Equity	2,161	2,065
Equity ratio	**30%**	**27%**
Net financial debt	**1,336**	**1,396**
Near cash, cash & cash equivalents	518	451
Pension provisions	1,290	1,535
ROCE[1]	**7.9%**	**8.0%**
Net working capital	1,600	1,794
Net working capital/sales[1]	20%	22%
DIO (in days)[2]	79	80
DSO (in days)[3]	48	54

- Equity and -ratio burdened mainly by increase in pension provisions
- Pension provisions increased with further reduction of discount rates (especially in Germany)
- Net working capital increased following a normal business pattern in any year (volume driven) and due to currency effects
- DSO increase reflects stronger business activity in March '15 vs December '14

[1] Based on last twelve months for EBIT pre or sales
[2] Days of inventory outstanding calculated from quarterly COGS
[3] Days of sales outstanding calculated from quarterly sales

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Balance sheet remains solid

[€ m]	Dec'14	Mar'15
Non-current assets	**4,101**	**4,348**
Intangible assets	320	322
Property, plant & equipment	3,333	3,468
Equity investments	0	0
Other investments	13	13
Other financial assets	11	7
Deferred taxes	380	501
Other non-current assets	44	37
Current assets	**3,149**	**3,330**
Inventories	1,384	1,414
Trade accounts receivable	1,015	1,213
Other financial & current assets	232	252
Near cash assets	100	107
Cash and cash equivalents	418	344
Total assets	**7,250**	**7,678**

	Dec'14	Mar'15
Stockholders' equity	**2,161**	**2,065**
Non-current liabilities	**3,447**	**3,777**
Pension & post empl. provis.	1,290	1,535
Other provisions	275	295
Other financial liabilities	1,698	1,731
Tax liabilities	25	27
Other liabilities	138	165
Deferred taxes	21	24
Current liabilities	**1,642**	**1,836**
Other provisions	350	424
Other financial liabilities	182	154
Trade accounts payable	799	833
Tax liabilities	44	51
Other liabilities	267	374
Total equity & liabilities	**7,250**	**7,678**

- Increase in inventories was volume-driven (normal business pattern) and assisted by currency effects, but was partly offset by lower raw material prices. Receivables increase due to higher sales at end of Q1 2015 vs year-end 2014
- Pension provisions increase due to further reduction of interest rates, especially in Germany

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Appendix

Housekeeping items

Additional financial expectations	
▪ Capex 2015:	~€450 m
▪ Capex 2016:	€400-450 m
▪ D&A 2015:	~€420-440 m
▪ Exceptional items 2015:	~€95 m from “Let’s LANXESS again” (Phase I and first measures from Phase II)
▪ Reconciliation 2015:	underlying expenses of ~-€160 m EBITDA, but additional hedging expenses of ~€125 m in 2015*
▪ Annual tax rate:	- >30% in 2015 - mid-term, after realignment: ~22-25%
▪ Hedging 2015:	~50% at 1.25-1.40 USD/EUR
▪ Hedging 2016:	~30% at 1.15-1.35 USD/EUR

* Based on an exchange rate of 1.10 USD/EUR

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Mechanism of currency and hedging effects

Impact of a strong US dollar in 2015 vs 2014

P&L line item	Effect yoy	Remarks	Booked in:
Sales	+ Strong USD favorable	Rule of thumb: (currency sensitivity of ~€9 m EBITDA impact / 1 cent change in USD/EUR)	Business segments
COGS	– Strong USD unfavorable		Business segments
Other operating income/expenses	– Hedging for realized planned exposure at historical, unfavorable rates (3-year rolling hedging approach)		Reconciliation
Financial result	○ Net of booked receivables and payables and respective hedging	no material net impact	

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“Let’s LANXESS again” progresses faster than anticipated

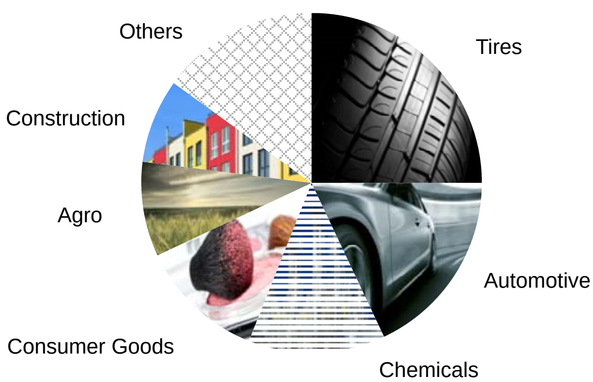
Faster headcount reduction, with some P&L expenses brought forward

Phase I

updated	2014	2015	2016	Total
Headcount reduction	~425	~475	~100	**~1,000**
[€ m] **Cash out**	~20	~110	~20	**~150**
[€ m] **P&L expense (OTC)**	~110	~40	~0	**~150**
[€ m] **Cost reduction**	~20	~100	~30	**~150**

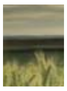
LANXESS has a broad customer portfolio

LANXESS sales distribution by industry, 2014



New business arrangements enable more efficient and effective market approach

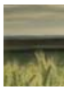
Performance Polymers
- Butyl Rubber
- Performance Butadiene Rubbers
- Keltan Elastomers
- High Performance Elastomers
- High Performance Materials



Advanced Intermediates
- Advanced Industrial Intermediates
- Saltigo

Performance Chemicals
- Material Protection Products
- Inorganic Pigments
- Functional Chemicals
- Leather
- Rhein Chemie
- Rubber Chemicals
- Liquid Purification Technologies

Performance Polymers
- Tire & Specialty Rubbers
- High Performance Elastomers
- High Performance Materials



Advanced Intermediates
- Advanced Industrial Intermediates
- Saltigo

Performance Chemicals
- Material Protection Products
- Inorganic Pigments
- Rhein Chemie Additives
- Leather
- Liquid Purification Technologies

Reporting structure as of January 1, 2015

Sales: > €500 m Sales: €200 m – 500 m Sales: < €200 m

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Major projects completed

2013 (completed)	BU BTR	Butyl (SGP), Q1 2013, new plant 100kt
	BU HPE	Chloroprene rubber (GER), H2 2013, debottlenecking +10%
	BU AII	Dichlorobenzene (GER), Q1 2013, debottlenecking +15%
	BU AII	Cresols (GER), end of 2013, debottlenecking +20%
	BU LEA	Leather chemicals (CHN), H1 2013, up to 50kt
	BU LEA	CO_2 plant (ZA), Q4 2013, new plant
2014 (completed)	BU HPM	Polyamide (Belgium), Q3 2014, new plant 90kt
	BU HPM	Compounding (BRA), Q2 2014, new plant 20kt
	BU LPT	Ion exchange resins (GER), mid 2014, debottlenecking +33%
2015 (completed)	BU KEL	EPDM (CHN), 2015, new plant 160kt
	BU PBR	Nd-PBR (SGP), H1 2015, new plant 140kt
2015 +	BU IPG	Iron oxide red (CHN), Q1 2016, new plant 25kt
	BU IPG	Mixing & milling (CHN), Q1 2016, new plant 70kt
	BU HPM	Compounding (US), early 2016, debottlenecking +20kt
	BU PBR	SSBR (BRA) conversion from ESBR (110kt)*

* Expected for the label introduction in Brazil (2016); to be further evaluated

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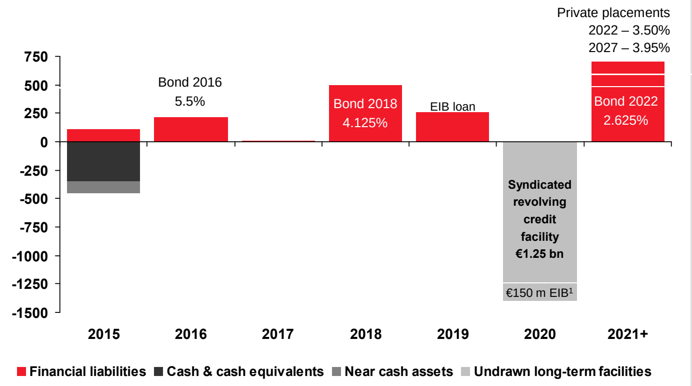
A well-managed and conservative maturity profile

Long term financing secured

- Diversified financing sources
  - Bonds
  - Private placements
  - Syndicated credit facility
  - Bank facilities
- € 1.25bn Syndicated Credit Facility has been extended by one year to February 2020
- CNH500 m (~€70 m) bond repaid in February 2015
- Average interest rate of financial liabilities: <3.5%
- All group financing executed without financial covenants

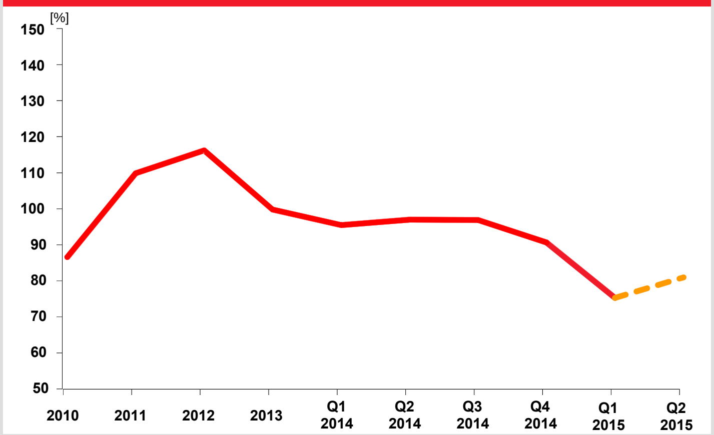
Liquidity and maturity profile as per March 2015



EIB = European Investment Bank
[1] Final maturity of EIB facility in case of utilization earliest in 2020; EIB facility currently undrawn

High volatility in raw material prices

Global raw materials index*



- In 2012, raw material prices (mainly butadiene) began to decline
- Raw material prices remained more or less stable in 2014 until Q3
- Sharp decline in raw material prices in Q4 2014/ Q1 2015 driven by a steep decline in the price of oil

* Source: LANXESS, average 2013 = 100%

Overview of exceptional items in Q1

[€ m]	Q1 2014		Q1 2015	
	Excep.	thereof D&A	Excep.	thereof D&A
Performance Polymers	9	0	46	9
Advanced Intermediates	4	0	-1	0
Performance Chemicals	7	0	2	0
Reconciliation	7	0	13	0
Total	**27**	**0**	**60**	**9**

Restatement of 2014 due to re-organization of accelerators and antioxidants business from Performance Chemicals to Advanced Intermediates

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Abbreviations

Performance Polymers

- TSR Tire & Specialty Rubbers
- HPE High Performance Elastomers
- HPM High Performance Materials

Performance Chemicals

- MPP Material Protection Products
- IPG Inorganic Pigments
- ADD Rhein Chemie Additives
- LEA Leather
- LPT Liquid Purification Technologies

Advanced Intermediates

- AII Advanced Industrial Intermediates
- SGO Saltigo

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Upcoming events 2015

Active capital market communication

▪ **Annual Stockholders' Meeting 2015**	**May 13**	**Cologne**
▪ Deutsche Bank Annual Asia Conference 2015	May 18/19	Singapore
▪ Berenberg European Conference USA	May 20	Tarrytown (NY)
▪ Deutsche Bank German, Swiss & Austrian Conference 2015	June 17	Berlin
▪ Credit Suisse Global Chemicals and Agriculture Conference 2015	June 23	London
▪ **Q2 results 2015**	**August 6**	
▪ Jefferies Global Industrials Conference	August 11/12	New York
▪ **Capital Markets Day**	**September 16/17**	**Cologne**
▪ Berenberg & Goldman Sachs German Corporate Conference	September 21-23	Munich
▪ Baader Investment Conference	September 24	Munich
▪ Berenberg Specialty Chemicals & Food Ingredients Conference 2015	September 30	London
▪ **Q3 results 2015**	**November 5**	
▪ Morgan Stanley Global Chemicals Conference	November 10	Boston
▪ Bank of America Merrill Lynch German Corporate Days 2015	November 17	Singapore
▪ Morgan Stanley Asia Pacific Summit	November 18	Singapore

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