



# **LANXESS AG**

## **Annual Stockholders' Meeting 2013**

Axel C. Heitmann, Chairman of the Board of Management  
Cologne, May 23, 2013

**LANXESS**  
Energizing Chemistry

# Progress and continuity

5 Years of LANXESS arena



LANXESS Tower in Cologne

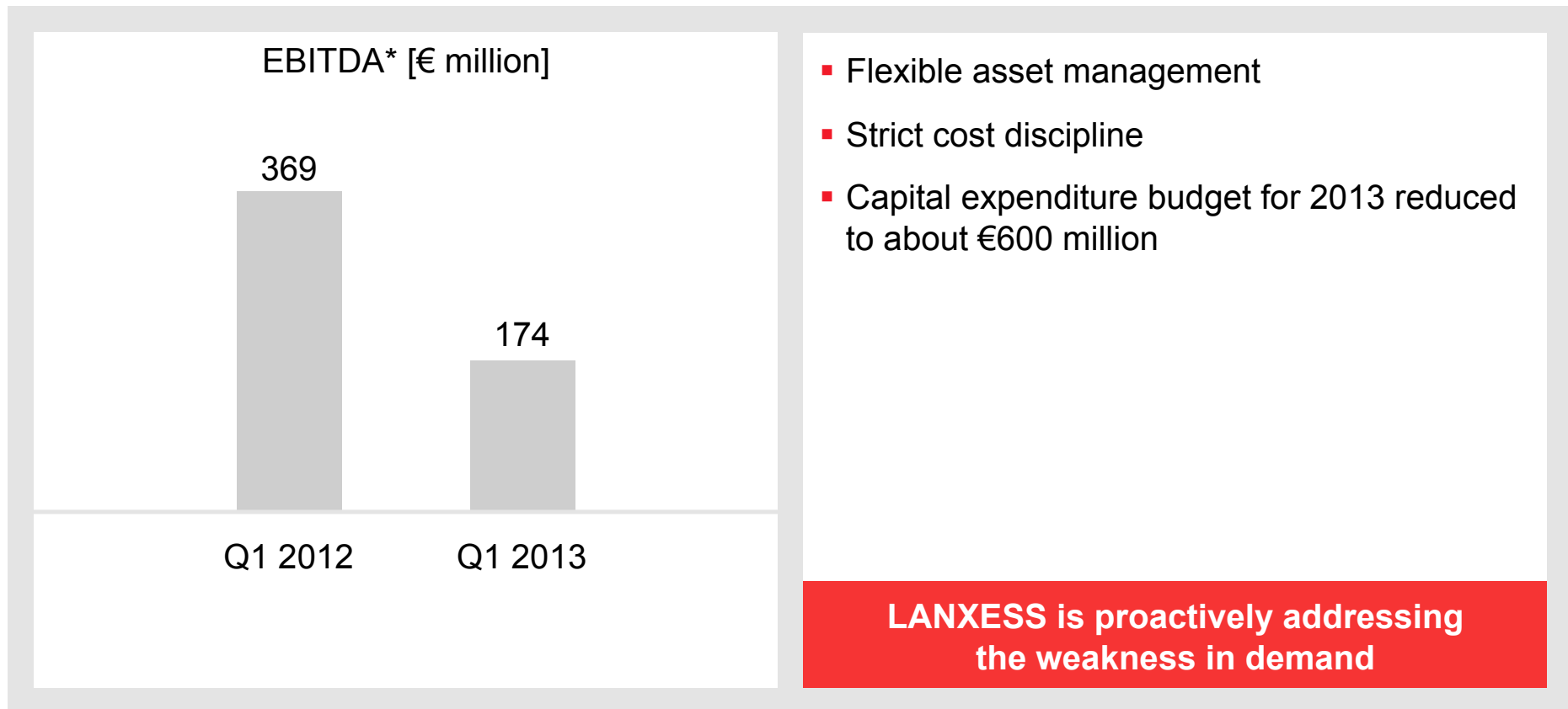


LANXESS Senior Trainee Program



5 Years of LANXESS Education Initiative

# LANXESS reacts to weak start to the year



\* Pre exceptionals

# Muted expectations for 2013

## Current macro view

- Overall customer demand remaining low, with only slight improvement in Q2
- No substantial improvement in economic environment, low visibility persisting
- Customer destocking expected to slow down in Q2
- U.S. to see slight growth, Europe to remain weak, Asia expected to pick up in H2

## LANXESS expectations

- Q2 EBITDA\* improving sequentially, but not better than ~€220 million
- EBITDA\* for full year 2013 expected to come in below €1 billion
- LANXESS adhering to mid-term earnings targets:
  - €1.4 billion EBITDA\* in 2014
  - €1.8 billion EBITDA\* in 2018



\* Pre exceptionals

**LANXESS**



# Innovative technologies for global megatrends

**Mobility**



**Urbanization**



**Agriculture**



**Water**



# Realignment of Saltigo towards the agro market



The image shows a woman wearing safety glasses, looking forward. To her right is a 3D ball-and-stick molecular model with purple and pink spheres. Below the woman's face, the word "saltigo" is written in a purple, lowercase, sans-serif font, with the tagline "customized competence" in a smaller, black, lowercase font underneath.

- Creation of the largest chemicals specialist for custom manufactured active ingredients and intermediates for agrochemicals
- LANXESS benefits from growing demand for agricultural products

**Saltigo – reliable partner and supplier for the agro industry**

# Innovative technologies for global megatrends

**Mobility**



**Urbanization**



**Agriculture**



**Water**





# LANXESS enables “Green Mobility”

- Products for “Green Mobility” account for roughly 20% of sales 2012
- “Green Tires” made from LANXESS high-performance rubbers reduce rolling resistance and therefore fuel consumption and greenhouse gas emissions
- LANXESS benefits from global tire labelling initiatives
- Individual savings potential can be determined using the LANXESS fuel saving calculator





## LANXESS enables “Green Mobility”

- Products for “Green Mobility” account for roughly 20% of sales 2012
- Huge potential for growth in the market for lightweight materials
- Light-weight materials from LANXESS save vehicle weight, thus also reducing fuel consumption and greenhouse gas emissions



**LANXESS**

## Targeted investment in growth regions

New LANXESS butyl rubber facility in Singapore



# Broad portfolio

## 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

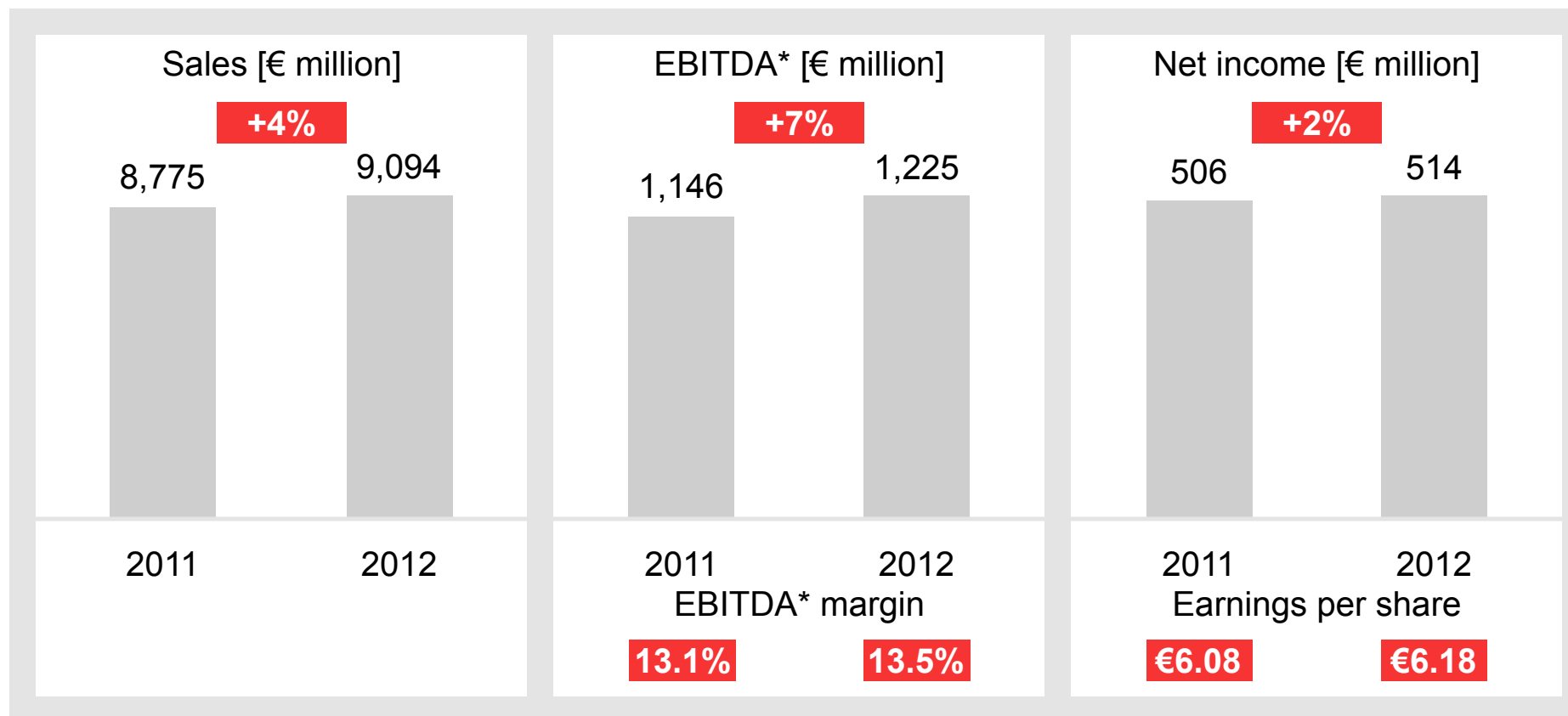
Rhein Chemie

Rubber Chemicals

Liquid Purification Technologies

**LANXESS**

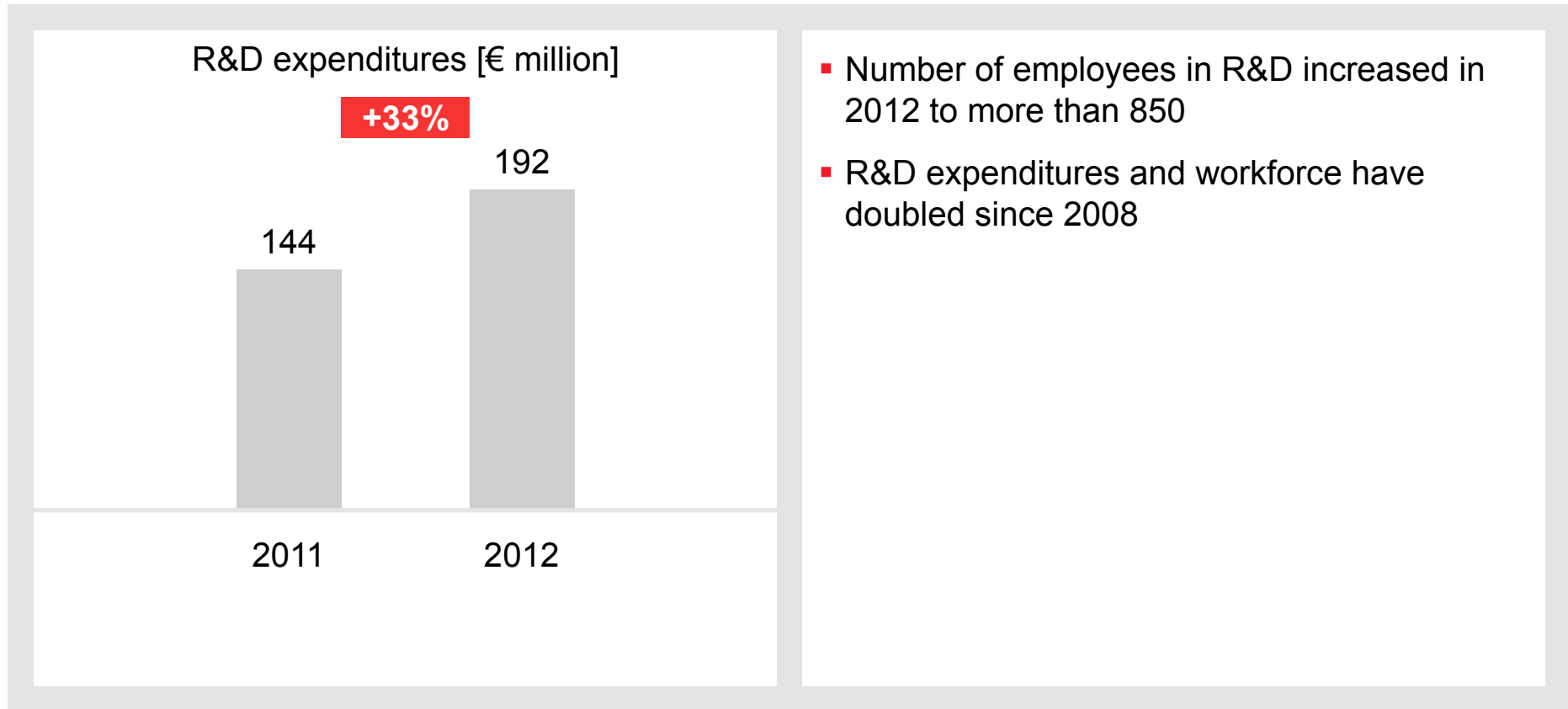
## Strong results for 2012



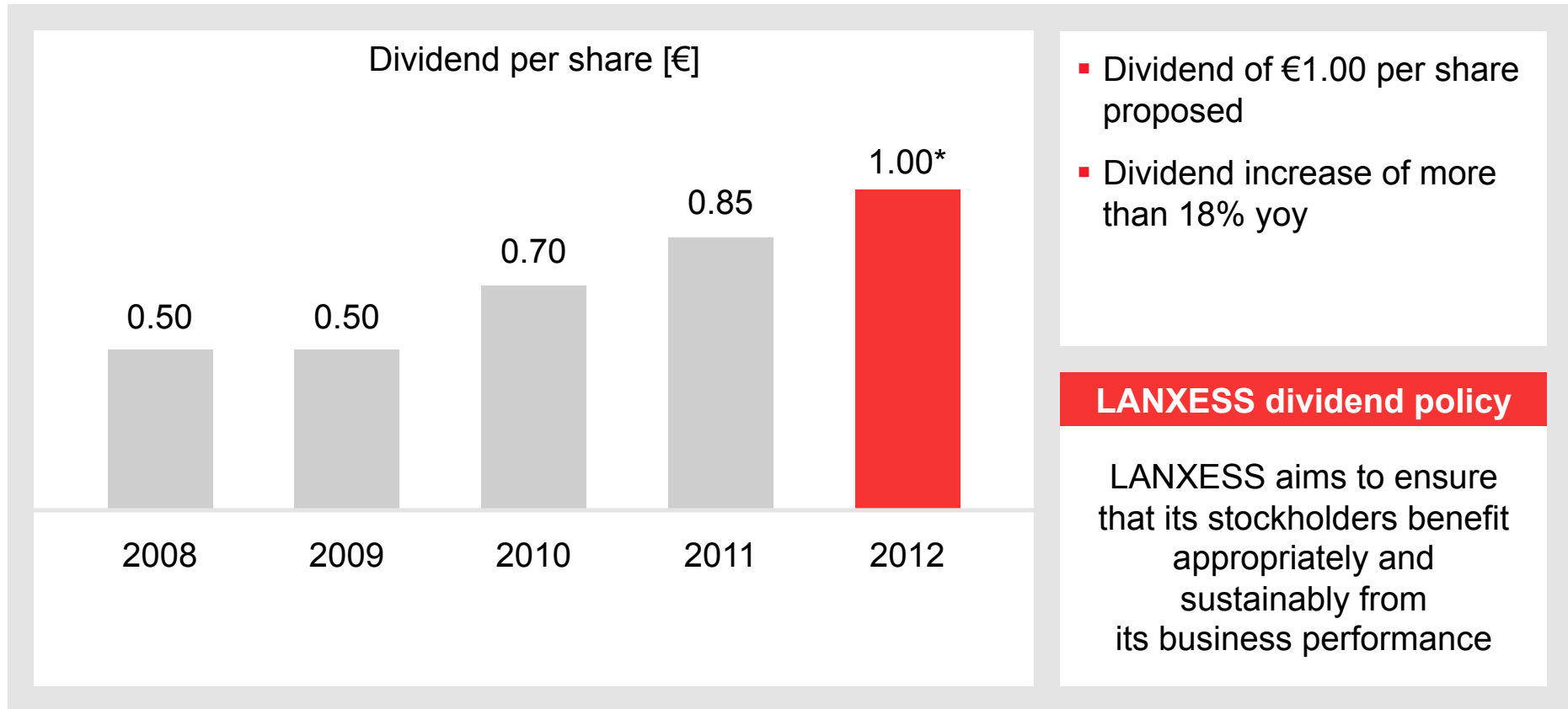
\* Pre exceptionals



## Research and development for long-term success



# Proposed increase in dividend



\* Proposal to the Annual Stockholders' Meeting

## Multiple awards for sustainable corporate governance



- Inclusion in “Carbon Disclosure Leadership Index“ due to excellent reporting on climate protection
- Cologne Chemistry Award (“Kölner Chemie Preis“) for exemplary and sustainable human resource management
- First place in the latest survey of chemicals sector managers (“VAA-Führungskräftebefragung“)
- “Corporate Social Responsibility Excellence Award 2012“ for social and cultural commitment in China

# LANXESS is strategically very well positioned

Products and technologies for global megatrends

Broad portfolio

Focus on growth regions



**LANXESS**



**LANXESS**

Energizing Chemistry