

# Business Unit Semi-Crystalline Products

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## A Solid Performer – Ready for Growth

**Hubert Fink**

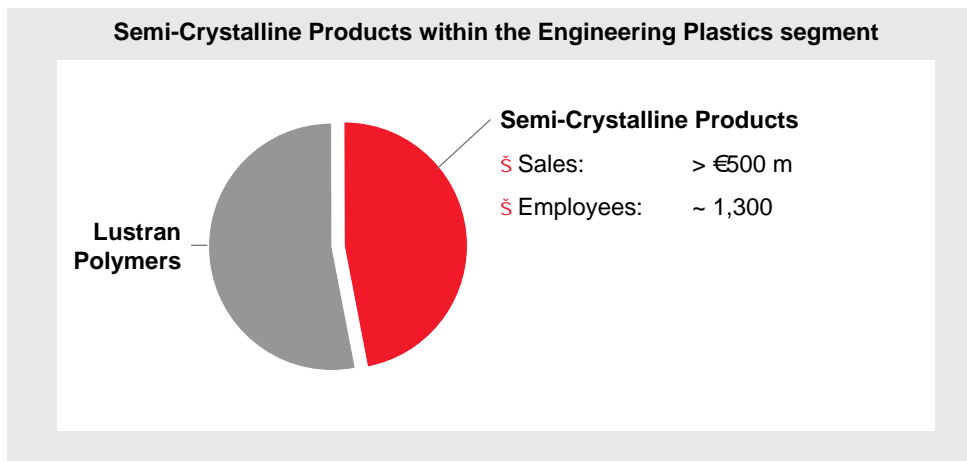
1<sup>st</sup> LANXESS Investor Conference

September 15, 2006



## Semi-Crystalline Products – a sizeable player in the LANXESS portfolio

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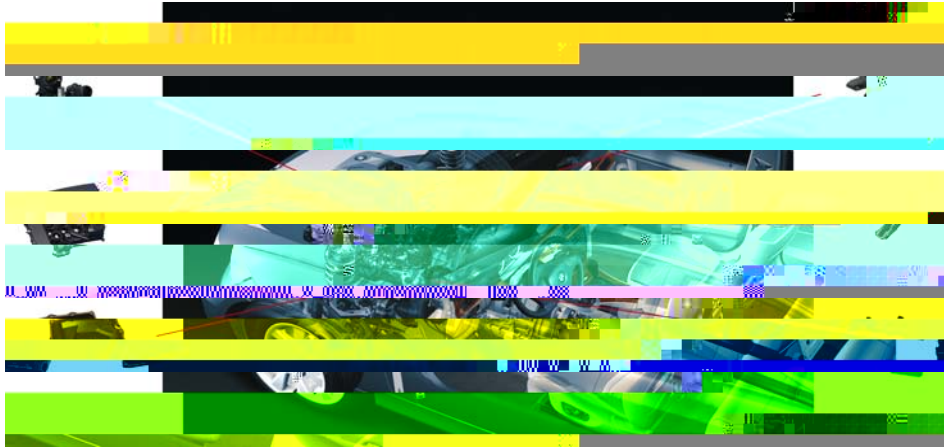
## Semi-Crystalline Products –

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**Durethan® –  
excellent combination of stiffness, toughness and strength**



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**Pocan® –  
excellent combination of strength and electrical properties**



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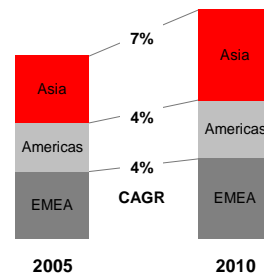
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## Durethan® and Pocan® – successful in a fast growing market

### Market Development

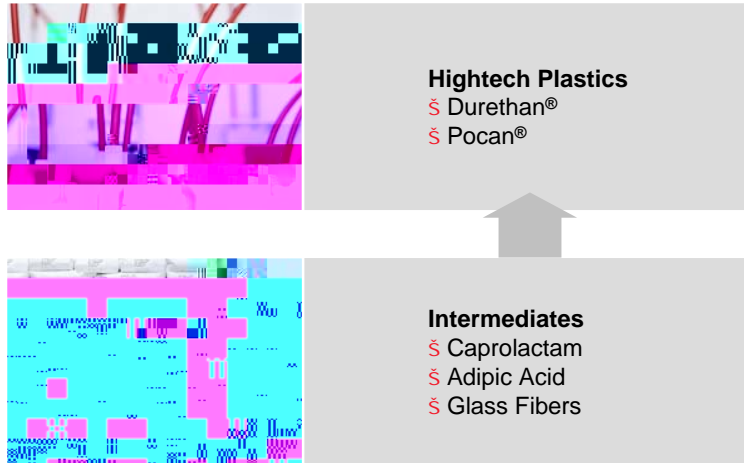
- § Expected annual global market growth by volume ~ 5% (2005-2010)
- § Biggest growth region is Asia (China)
- § High growth potentials above GDP due to ongoing substitution of metals by Engineering Plastics and development of new applications

### PA and PBT hightech plastics market



Total market 2005: ~ € 7.0 bn

## Semi-Crystalline Products – backwards integrated with important Intermediates

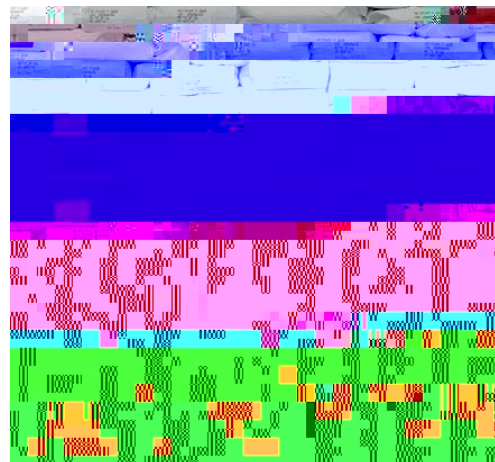


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## Intermediates – cost and asset leadership

- § World-scale plants in Uerdingen, Germany (Adipic Acid) and Antwerp, Belgium (Caprolactam, Glassfibers)
- § Demand from growing hightech plastics business ensures full capacity utilization
- § Ongoing efficiency programs to safeguard cost leadership (e.g. restructuring phase IV)



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## Durethan® and Pocan® – strategy for growth

- § Growth of Durethan® and Pocan® business within market growing above GDP level
- § Aggressive positioning in Asia
- § Continue to capitalize on our successful European market and technology position
- § Ongoing investment in product and application development
- § Growth supported by investments in new production lines following lean asset strategy



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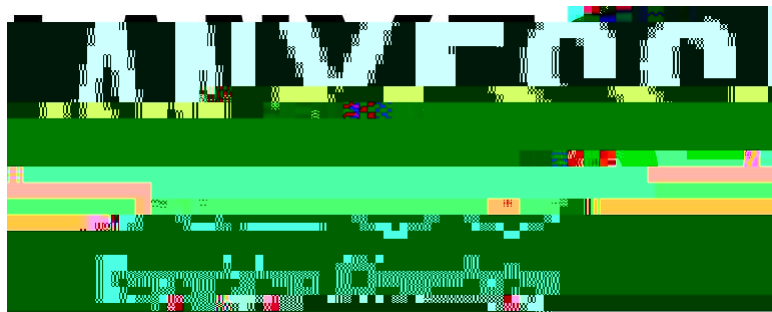
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## Semi-Crystalline Products – a solid performer ready for profitable growth

<b>Market</b>	Good position in a fast growing market for Engineering Plastics	J
<b>Products and Technology</b>	Advanced product portfolio and technology leadership	J
<b>Cost Position</b>	Cost and asset leadership in Intermediates	J
<b>Profitable Growth</b>	Continue aggressive strategy in Asia	J

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## Safe Harbor Statement

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