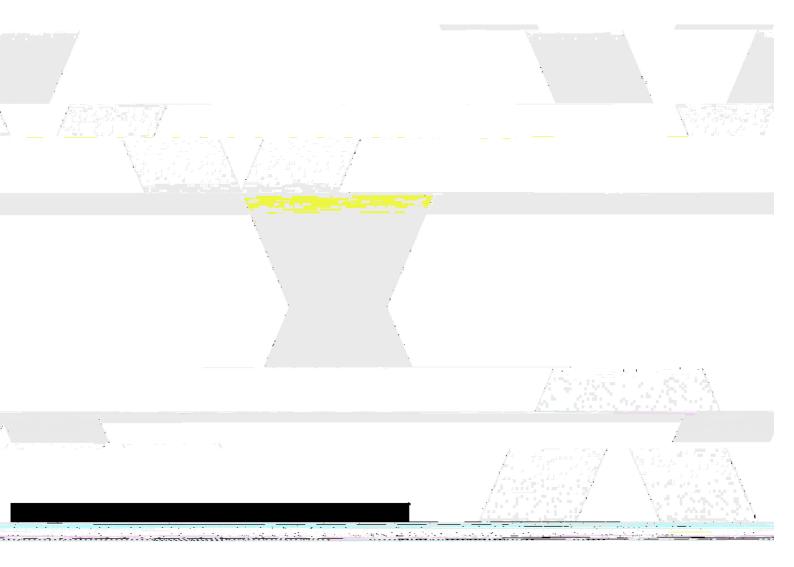


# LANXESS AG

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## **Q4 Business Overview**

### **Performance Rubber**

- Sales Deviation: Price: +8%, Volume -3%, Currency -5% (approximate numbers)
- 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: offsetEngliner oxe7. Sales Deviation: Price: \$\ \text{T12.794162} \ \text{P5p--78} \ \te

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# 2007 Business environment and Outlook

# **Business environment:**

• We are confident for the businesses in 2007 and expect the usual seasonal

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