



LANXESS AG
Investor Relations
51369 Leverkusen
Germany

Michael Pontzen, Head of IR



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: offset Engineer oxe7. Sales Deviation: Price: 8T12.704182425-704rs**

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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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