

# **LANXESS Q1 2008 Financial Summary** for Investors and Analysts

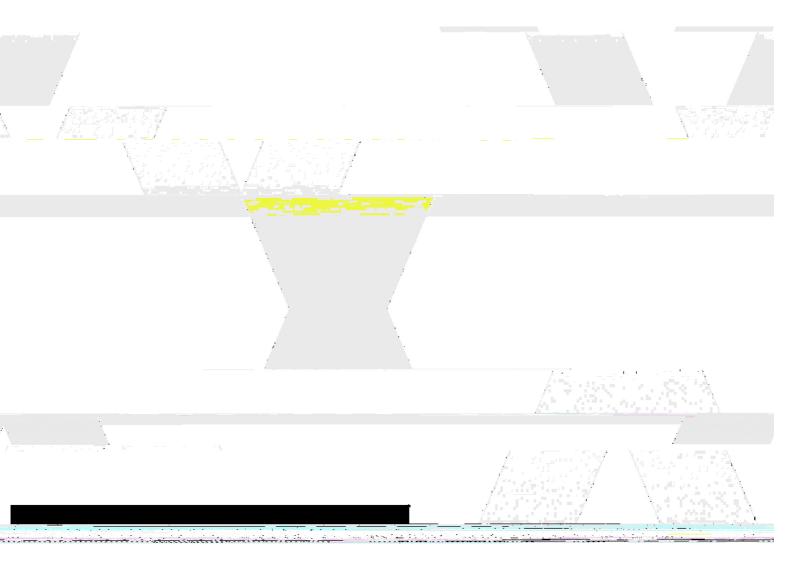
Strong operational sales growth (+8.1%)
EBITDA pre exc. increased to €20 m, despite negative raw
material-, currency- and portfolio effects
EBITDA margin at 14.3% vs. 12.8% in previous year

### LANXESS AG

Investor Relations 51369 Leverkusen Germany

Michael Pontzen, Head of IR Phone +49 214 30-43804 Fax +49 214 30-959-43804 Michael.Pontzen@lanxess.com

Page 1 of 5





# **Q1 Business Overview**

## **Performance Polymers**

Sales Deviation: **Price:** +7%, **Volume** +5%, Currency -7% (approximate numbers) Substantial price and volume increases lead to higher sales and more than offset negative currency effects

All BUs increased selling prices, PBR, TRP and SCP with simultaneous volume increases, while BTR is sold out

SCP strong underlying business. Due to the production process, SCP could compensate the sulfur price increase due to the strong fertilizer demand for its by-product ammonium sulfate.

Stable margins on attractive level despite negative currency effects and risen raw material costs, which were fully passed on

Capex reduced because of last year's investment level for BTR debottlenecking in Canada and Belgium

#### LANXESS AG

Investor Relations 51369 Leverkusen Germany

Michael Pontzen, Head of IR Phone +49 214 30-43804 Fax +49 214 30-959-43804 Michael Pontzen @lanxess.com

Page 2 of 5

#### **Advanced Intermediates**

Sales Deviation: Price: +2%, Volume +9%, Currency -4% (approximate numbers) Sales increased mainly as both BUs achieve higher prices and volumes, based on strong agro demand (fungicides and herbicides), more than offsetting unfavorable currency effects

Strong price increases for BAC in order to mitigate boosted raw material, energy and logistic costs, helped to almost maintain the BU's high level of EBITDA pre exceptionals

SGO provides improved EBITDA\* contribution, mainly due to strong demand for agrochemicals

Currency effects due to regional production / sales setup weigh on segment margin. Offsetting hedging is mirrored in reconciliation segment

#### **Performance Chemicals**

Sales Deviation: Price: +2%, Volume +2%, Currency -5% (approximate numbers) Operationally, sales increased on the basis of higher prices and volumes. Reported sales are slightly reduced as currency effects overweigh operational improvements

Absolute EBITDA pre exceptionals remained stable as improved performance mainly in LEA (chrome ore), RUC and ION offset a reduced result of IPG which also compared to a very good Q1 2007

In future quarters, MPP and ION are expected to see additional registration and selling expenses, as already pointed out earlier



# 2008 Business environment and Outlook

# Macro-economic environment and regional overview:

LANXESS remains confident for 2008 despite mixed macro-economic landscape after the operationally good start into 2008

Further weakening of the U.S. economy expected in 2008, especially in the automotive and construction industry while most LANXESS businesses (e.g. tire and agro) remain strong

Dynamic developments in others regions such as BRIC countries, Asia compensate for slowing NAFTA demand

Crude oil and derivatives assumed to remain volatile and on high level Energy- and personnel cost to rise as of Q2 2008

Strengthening of the USD earliest in H2 2008. FY 2008 average rate of ~1,50 USD/€ expected. (LANXESS' hedging: ~1,45 USD/€)

#### LANXESS AG

Investor Relations 51369 Leverkusen Germany

Michael Pontzen, Head of IR Phone +49 214 30-43804 Fax +49 214 30-959-43804 Michael.Pontzen@lanxess.com

Page 3 of 5

# Guidance 2008:

# EBITDA pre exceptionals FY 2008 is expected to be above €700 m

Further financial information:

- ~€35-40 m EBITDA pre exceptionals from Petroflex for 9 months '08
- o Exceptional P&L expense in Q2 expected around €50-70 m
- Tax rate ~30% for FY 2008
- Capex '08: €330-350 m
- Q2 will see the majority of the announced cash outs:

Restructuring / efficiency programs

Petroflex acquisition

Dividend payout

Annual interest payment for €500 m bond

Leverkusen, May 14, 2008

#### **Forward-Looking Statements**

This news release contains forward-looking statements based on current assumptions and forecasts made by LANXESS AG management. Various known and unknown risks, uncertainties and other factors could lead to material differences between the actual future results, financial situation, development or performance of the company and the estimates given here. The company assumes no liability whatsoever to update these forward-looking statements or to conform them to future events or developments.



# **Financial Overview Q1 2008**

in € million	LANXESS	Perf. Polymers			Advanced Intermed.			Performance Chem.			Others/ Cons.											
	Chg.			Chg.			Chg.			Chg.			Chg. in									
	Q1 '07  Q1 '08  in %	Q1 107	Q1 108	in %	Q1 '07	Q1 108	in %	Q1 107	Q1 108	in %	Q1 107	Q1 '08	%									
Sales	1490 1535 3%	658	693	5%	307	329	7%	501	495	-1%	24	18	-25%									
Price*	4%			7%			2%			2%			n.m.									
Volume*	4%			5%			9%			2%			n.m.									
Currency*	-5%	-		-7%			-4%			-5%	]		n.m.									
<u>i i "Corfolio</u> ", meso și i		J		U8/	l .		N0/	11.15														
D18, -341 -33:	r,m : EBIT		1.50				_	<u> -4.</u>		9. 4	5! -3%		EC.									
<u>-14%  -8  5 </u>	<u>-17%</u>   Deprec. & am	ortizat.	<u>[</u> 8:	2¦ 6	4 <sub>1</sub> 37	6 2	5 29	9 169	6	9¦ :	<u>1; 22%</u>											
4%  -28  -28	0% EBITDA		21:	2 20					6 5	7 5	6 -2%											
$r(m) \cdot p(m^{1/2} + 1) \cdot C(n)$	14% exceptionals in		<u> </u>	7 <u> </u>	1 579			<u>24 n.m</u>		የ! 	$\gamma_{\mu_1,\mu_2}$	+										
0%;j	Manager EBITDA pre exc		11 11233	31. 122	<b>Q[_!.!)</b> [08	<mark>셝</mark> 10				<u> 74:                                      </u>	61.1.12%	<b>計</b> 82										
-14%	normalized D&		(C,17776)			2:			<del></del>	<b>9)IC!</b> [0034	111: 1222	22										
<u>-</u>		8.7 <b>3</b> (2.5)		1100		7. 7	61 September 24	<u> </u>		/// // // // // // // // // // // // //	er junaa <del>Liit iiti</del> i	(1. <sub>0. 1. 1. 1. 1.</sub> 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.	1 1664									
<del></del>	<b>∭(003</b> ", (5),	· - · · · ·			计常约定	······································	Maria.	a tui	$\pm$		f4		''-,									
									_													
. 9 10	11%		7	3	-57%	(೧೯೨೦	K.			47		17%										
	\all 7 marma ar a a a≥l 460**   468   2%																					
	CONFIDENCE OF THE PROPERTY OF																					
						147.	1.00			$44^{\circ}$ $\times$ $10^{\circ}$												



# **Abbreviations:**

**BAC Basic Chemicals** 

BTR Butyl Rubber

**FCC** Functional Chemicals

ION Ion Exchange Resins

**IPG** Inorganic Pigments

**LEA** Leather

**LUP** Lustran Polymers

**MPP Material Protection Products** 

PBR Polybutadiene Rubber

**RCH RheinChemie** 

**RUC Rubber Chemicals** 

**SCP Semi-Crystalline Products** 

SGO Saltigo

**TRP** Technical Rubber Products

#### LANXESS AG

Investor Relations 51369 Leverkusen Germany

Michael Pontzen, Head of IR Phone +49 214 30-43804 Fax +49 214 30-959-43804 Michael Pontzen@lanxess.com

Page 5 of 5