



LANXESS Q3 2008 Financial Summary for Investors and Analysts

- Solid operational sales growth of 13.6%
- Price increases offset negative input costs and currency effects
- EBITDA pre exceptionals up by 9.1% to €191 m
- EBITDA margin rises to 10.5% from 10.3% in prior-year period
- Net financial debt at €341 million reduced vs. Q2 2008
- Full year 2008 guidance lifted:
EBITDA pre exceptionals €710 - €730 million

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Overview Financials

Q3 Profit and Loss Statement:

- Sales Deviation: Price: +13.9%, Volume -0.3%, Currency -4.0%, Portfolio -3.2%
- Necessary price increases more than offset unfavourable currency effects and portfolio changes
- Net income below prior-year period as 2007 contains capital gain from sale of affiliate ARG
- EBITDA pre exceptionals rises as major price increases and contribution of Petroflex overcompensate raw material and currency effects
- Deviations in functional expense lines mirror mainly consolidation of Petroflex and risen input costs

9M Cash flow Statement:

- Solid business delivers an improved profit before tax
- Operating cash flow for 9M 2008 contains ~€35 m restructuring cash out
- Working capital increase due to higher raw material costs and preparation for maintenance turnarounds
- Investing cash flow contains payment for acquisition of Petroflex





	Chg. in %	Q3 '07	Q3 '08	Chg. in %	Q3 '07	Q3 '08	Chg. in %		Q3 '07	Q3 '08	Chg. in %	Q3 '07	Q3 '08	Chg. in %	Q3 '07	Q3 '08
3 '08																
	-12%	6971	6291	-10%	4194	3281	-24%	137	1271	853	-36%	1705	1644	-4%	1924	1864
	0%															
	10%															
	-12%															
	0%															
	10%															
	0%															
	10%															

Price*	17%	24%	19%	11%
Volume*	0%	-5%	11%	-3%
Currency*	0%	-6%	-2%	-5%
Portfolio*	0%	37%	0%	-2%



Financial Overview 9M 2008

	Q3 2008			Q3 2007			Q3 2008			Q3 2007			Q3 2008			Q3 2007			
	Chg. in			Chg.			Chg.			Chg.			Chg.			Chg.			
4	-1%	1995	2539	27%	896	993	11%	1514	1539	2%	737	44	-94%	Sales	5143	5111			
	8%			14%			5%			7%			0%	Priority					
%				1%	Volume*					4%			4%					10%	
%				0%	Currency*					-5%			-7%					-3%	
%				0%	Portfolio					0%			4%					0%	
Deprec. & amortizat.					76	103	36%	220	322	52%	65	57	-12%						
EBITDA					148	145	-2%	234	219	-6%	225	98	-57%	EBITDA					
					0	53	n.m.	0	0	0%	4	6	50%	exceptionals in EBITDA					
					148	145	-2%	238	225	-5%	220	94	-57%	EBITDA pre excep.					
normalized D&A					76	97	28%	220	322	52%	65	56	-14%						
EBIT pre excep.					213	261	23%	121	112	-7%	173	169	-2%						
exceptionals in EBIT					0	59	n.m.	0	0	0%	4	7	75%						

* approximate numbers

**per Dec. 31



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 Performance Butadiene Rubbers

RCH RheinChemie0Terial Protec5 TTc1.08RUC IR645.8al Chemicals

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