



## LANXESS Q2 2008 Financial Summary for Investors and Analysts

**Strong operational sales growth (+14.0%)**  
**EBITDA pre exc. increased to €223 m, offsetting negative  
currency effects and risen raw material costs**  
**EBITDA margin at 12.6% vs. 12.2% Q2 2007**  
**Net debt increases to €887 m after acquisition of Petroflex  
and quadrupled dividend payout**  
**Outlook FY 2008 confirmed:**  
**EBITDA pre exceptionals expected to be above €700 m**

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### Overview Financials

#### Q2 Profit and Loss Statement:

Sales Deviation: Price: +7.3%, Volume +6.7%, Currency -5.8%,  
Portfolio -6.0% (approximate numbers)  
Sales rose as price and volume increases offset negative currency effects.  
Consolidation of Petroflex mitigates negative portfolio effect due to absence of  
BU LUP  
EBITDA pre exceptionals rose by around 6% mainly due to Performance  
Polymers' operational result and Petroflex' contribution  
Net income rose to €53 m despite burden of further LUP write-down of ~€30 m  
Other changes in operational costs mainly reflect the consolidation of Petroflex

#### Q2 Cash flow Statement:

Operating cash flow in Q2 2008 contains ~€15 m restructuring cash out  
Increased outflow for working capital mirrors risen raw material costs in  
inventory, seasonal development as well as preparation for maintenance  
turnarounds and shift of production (RUC)  
Investing cash flow mirrors acquisition payment for Petroflex



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## Financial Overview Q2 2008





## Financial Overview H1 2008

| in € million |                        | LANXESS |      |       | Perf. Polymers |      |      | Advanced Intermed. |      |      | Performance Chem. |      |      | Others/ Cons. |      |      |
|--------------|------------------------|---------|------|-------|----------------|------|------|--------------------|------|------|-------------------|------|------|---------------|------|------|
|              |                        | CAGR    |      |       | CAGR           |      |      | CAGR               |      |      | CAGR              |      |      | CAGR          |      |      |
|              |                        | 2007    | 2008 | %     | 2007           | 2008 | %    | 2007               | 2008 | %    | 2007              | 2008 | %    | 2007          | 2008 | %    |
| 3%           | Sales                  | 343E    | 330E | -4%   | 136E           | 130E | -5%  | 59E                | 59E  | 0%   | 102E              | 101E | -1%  | 48E           | 47E  | -2%  |
| .m.          | Price*                 |         |      | 6%    |                |      | 10%  |                    |      | 4%   |                   |      | 4%   |               |      | n    |
| .m.          | Volume*                |         |      | 6%    |                |      | 9%   |                    |      | 9%   |                   |      | 1%   |               |      | n    |
| .m.          | Currency*              |         |      | -5%   |                |      | -8%  |                    |      | -4%  |                   |      | -6%  |               |      | n    |
| .m.          | Portfolio*             |         |      | -10%  |                |      | 10%  |                    |      | 0%   |                   |      | 0%   |               |      | n    |
| .m.          | EBIT                   | 106     | 261  | >100% | 144            | 119  | -17% | 89                 | 84   | -6%  | 128               | 117  | -9%  | -255          | -59  | n    |
| 7%           | Depr. & amortiz.       | 166     | 178  | 7%    | 50             | 51   | 2%   | 18                 | 21   | 17%  | 42                | 38   | -9%  | 55            | 7    | 8    |
|              | EBITDA                 | 272     | 439  | 61%   | 194            | 170  | -12% | 107                | 105  | -2%  | 170               | 155  | -9%  | 190           | 166  | -12% |
|              | exceptionals in EBITDA | 0       | 51   | n.m.  | 0              | 4    | n.m. | 0                  | 4    | n.m. | 0                 | 3    | n.m. | 0             | 1    | n.m. |
|              | normalized D&A         | 43      | 38   | -12%  |                |      |      |                    |      |      | 50                | 58   | 16%  |               |      |      |
|              | EBIT pre excep.        | 128     | 122  | -5%   |                |      |      |                    |      |      | 144               | 173  | 20%  |               |      |      |
|              | exceptionals in EBIT   | 0       | 5    | n.m.  | 0              | 0    | n.m. | 0                  | 0    | n.m. | 0                 | 0    | n.m. | 0             | 0    | n.m. |

|   |     |    |   |      |                    |       |     |     |    |    |      |    |    |     |    |   |
|---|-----|----|---|------|--------------------|-------|-----|-----|----|----|------|----|----|-----|----|---|
| 8 | 27% | 15 | 5 | -67% | Capex              | 111   | 105 | -5% | 54 | 47 | -13% | 20 | 25 | 25% | 22 | 2 |
|   |     |    |   |      | Net financial debt | 460** | 887 | 93% |    |    |      |    |    |     |    |   |

\* 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 RheinChemie**
- RUC Rubber Chemicals**
- SCP Semi-Crystalline Products**
- SGO Saltigo**
- TRP Technical Rubber Products**

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