



## **LANXESS Q1 2010 Financial Summary for Investors and Analysts**

**Strong, volume-driven sales growth of 53.0%**

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## Q1 Business Overview

### Performance Polymers

#### Substantial business rebound

Sales deviation yoy: Price: +17%, Volume +74%, Currency -7%,  
(approximate numbers)

Sales rebound yoy due to stronger volumes and prices in all BUs

Improvement in all regions: ongoing strong demand

for rubber especially driven by the mobility trend in the emerging markets,  
replacement cycle in Europe and North America and restocking

BTR running at full capacity

PBR with good momentum especially from Asia and very good performance  
from Lanxess Elastômeros do Brasil S.A. (former Petroflex)

SCP, TRP benefit from positive development of OEM markets and new  
product business momentum

Price increases offset risen input costs (mainly Butadiene)

EBITDA and margin further improved, solid demand leads to increased  
capacity utilization rates, lower idle costs

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### Advanced Intermediates

#### Segment provides stability

Sales deviation yoy: Price: 0%, Volume +20%, Currency -2%, Portfolio +7%  
(approximate numbers)

Volumes increase on normal seasonal demand pattern

Softening in agro due to higher customer inventories (BAC, SGO). Non-agro  
end industries overcompensate (BAC), albeit with lower margin contribution

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## 2010 Business environment and outlook

### Macro-economic environment:

- § Global markets have further stabilized, growth momentum in emerging markets (especially Asia) while other regions slowly improve
- § Overall business momentum is anticipated to improve, however macroeconomic setbacks cannot be ruled out

### Outlook:

- § LANXESS is well positioned for 2010, based on
  - § sound fundamentals
  - § strong entrepreneurial culture
  - § flexible cost structure and underlying beneficial trends (mobility trend, high performance rubber/tire labeling, lighter vehicles, agrochemicals, water purification, urbanization)
  - § growing BRIC footprint
- § LANXESS with very good start into 2010

### Guidance:

**EBITDA pre FY 2010 is expected to be between €650-700 m assuming a continued positive macroeconomic development**

- § Capex\* : ~€400-430 m
- § Hedging 2010 : ~40% at 1.35-1.40 USD / EUR

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