



LANXESS Q3 2010 Financial Summary for Investors and Analysts

- **35% sales growth, based on price and volume, despite maintenance turnarounds**
- **Strong focus on BRIC markets, 86% sales expansion in Latin America**
- **Raw material cost inflation fully offset by selling price increases**
- **Year to date earnings per share reach €4.24**
- **2010 guidance raised: EBITDA pre exceptionals roughly €900 million**

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Overview Financials

Q3 Group Results:

Sales increased yoy on higher prices (+17%) and volumes (+9%) as well as currency (+7%) and portfolio (+1%) effects
Simultaneous price and volume increases in tandem in all segments
Timely implementation of price increases overcompensates rise in input costs
Strong improvement in EBITDA pre despite planned maintenance in BTR and PBR
Solid Balance Sheet albeit significant increase in investments and working capital

Q3 Business Overview

Performance Polymers

Strong price increases and solid volumes – EBITDA held back by maintenance turnarounds



Advanced Intermediates

- **Strong performance despite agro weakness**

Sales deviation yoy: Price +6%, Volume +4%, Currency +4%, Portfolio +4%
(approximate numbers)

Overall, prices and volumes increased

Demand from agro end-markets remains soft albeit some light at the end of the tunnel, however no relief before beginning of next year

Positive view on underlying agrochemical trends intact

Portfolio effect reflects Gwalior & Jiangsu Polyols acquisitions

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Guidance:

EBITDA pre FY 2010 is expected to be roughly €900 m assuming continued positive macroeconomic development

“Challenge09-12” compensation payment to workforce for exceptional 2010 recovery (~€20 m)

Capex* : ~€450-470 m

Hedging 2010 : ~40% at 1.30-1.40 USD / EUR

2011 : ~30% at 1.30-1.40 USD / EUR

Exceptionals : ~€20 m P&L expenses / one time costs

Cash outs : ~€40 m for restructuring

Challenge09-12: additional expenses of ~20 m in H2 2010, ~€50 m in 2011 vs. 2010

*without projects financed by customers

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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.



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