



LANXESS Q2 2011 Financial Summary for Investors and Analysts

- § **23% sales growth: price and volume increase**
- § **Acquisition-related sales growth of 5%**
- § **Substantially higher raw material prices fully offset**
- § **EBITDA increases by 26%**
- § **EBITDA margin rises to 15.1 vs. 14.7%**
- § **Year-to-date earnings per share reach €4.17**
- § **2011 guidance lifted: EBITDA growth ~20%**

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Overview Financials

Q2 Profit and Loss Statement:

- § **Price-before-volume and excellent market positions boost earnings**
- § Sales up 23% due to strong price (+19%) and volume (+6%) effects. Portfolio (+5%) almost offsets negative currency effects (-7%)
- §



Q2 Business Overview

Performance Polymers

- § **Continued strength of demand**
- § Sales deviation yoy: Price +29%, Volume +9%, Currency -9%, Portfolio +9% (approximate numbers)
- § All BUs manage price increases to offset risen raw material prices (notably Butadiene, Isobutylene)
- § Healthy end-market demand reflected in solid volume increase
- § Continued positive mix-effect

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**2011 Business environment and guidance:
LANXESS lifts EBITDA guidance for 2011: ~ 20% growth**

Current macro view:

§

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Financial Overview H1 2011

in € million

	LANXESS			Perf. Polymers			Advanced Intermed.			Performance Chem.			Others/ Cons.		
	H1 '10	H1 '11	Chg. in %	H1 '10	H1 '11	Chg. in %	H1 '10	H1 '11	Chg. in %	H1 '10	H1 '11	Chg. in %	H1 '10	H1 '11	Chg. in %
Sales	3441	4316	25%	1741	2365	36%	689	811	18%	992	1117	13%	19	23	21%
Price*			17%			26%			9%			7%			0%
Volume*			9%			10%			11%			5%			21%
Currency*			-3%			-4%			-2%			-2%			0%
Portfolio*			3%			5%			0%			2%			0%

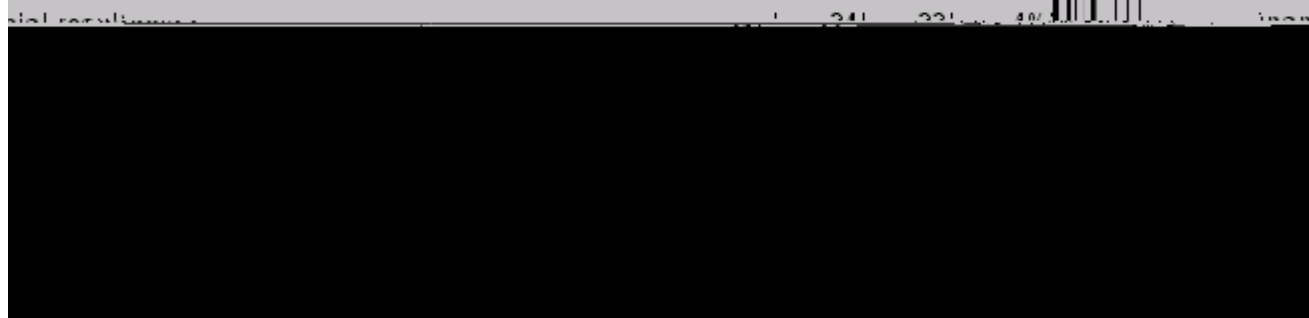
2%	0%	0%	Deprec. & amortizat.	36	38	6%	71	72	1%	33	37	11%	33	37	11%
2	0	n.m.		0	0	n.m.	exceptionals in EBITDA								





Income Statement Q2 2011

in € million	Q2 2010	Q2 2011	Chg. in %	
Sales	1928	2243	23%	
Cost of sales	-1164	-1704	26%	
Gross profit	764	539	14%	
Operating expenses				
Selling expenses		-162	-187	15%
Research and development expenses		-31	-34	10%
General administration expenses		-67	-74	10%
Other operating income		54	58	7%
Operating profit	195	255	33%	
Financial results				
	8	7	-13%	
	3	3	0%	
	-22	-25	14%	
	-13	-8	-38%	
Income from investments accounted for using the equity method				
Interest income				
Interest expense				
Other financial income and expense				





Abbreviations:

- All** **Advanced Industrial Intermediates***
- BTR** **Butyl Rubber**
- FCC** **Functional Chemicals**
- ION** **Ion Exchange Resins**
- IPG** **Inorganic Pigments**
- LEA** **Leather**
- MPP** **Material Protection Products**
- PBR** **Performance Butadiene Rubbers**
- RCH** **RheinChemie**
- RUC** **Rubber Chemicals**
- SCP** **Semi-Crystalline Products**
- SGO** **Saltigo**
- TRP** **Technical Rubber Products**

* Formerly known as Basic Chemicals (BAC)

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