



LANXESS Q1 2012 Financial Summary

- **Q1 2012: Strong start in a challenging year**
- **Strong sales improvement (+15.2%) with stable EBITDA margin (15.5%)**
- **EBITDA at €369 Mio (+14.6% year-on-year)**
- **“Price-before-volume” strategy continued**
- **New projects announced in Q1 2012:**
 - **CO2 plant for upstream integration in BU LEA**
 - **Debottlenecking of aromatic network in BU All**
 - **Acquisition of US bladder producer TCB in BU RCH**
- **Net financial debt down slightly to €1,503 Mio**
- **Guidance: EBITDA pre growth of 5-10% expected**

LANXESS AG
Investor Relations
51369 Leverkusen
Germany

Oliver Stratmann, Head of IR
Phone +49 214 30-49611
Fax +49 214 30-959-49611
Oliver.Stratmann@lanxess.com

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Overview Financials

Q1 Financial Overview

- **Strong EBITDA performance with stable margin**
- Sales improvement driven by pricing and portfolio
- “Price-before-volume” strategy key to stable EBITDA margin
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