



LANXESS AG

Q3 2013 Business Overview

Performance Polymers

- f* Volumes recovering – prices remain at low levels
- f* Sales deviation yoy: Price -19%, Volume +14%, Currency -4%, Portfolio 0% (approximate numbers)
- f* Selling prices decreased across the businesses mainly on the back of lower raw material prices and lower market price levels
- f* Positive volumes in almost all BUs, on a low prior year base and partly driven by restocking
- f* Selling price decline exceeded relief from raw material costs; negative currency effect and ~€10 m inventory devaluation burdened additionally
- f* Lower capex as construction for new BTR plant (Singapore) completed

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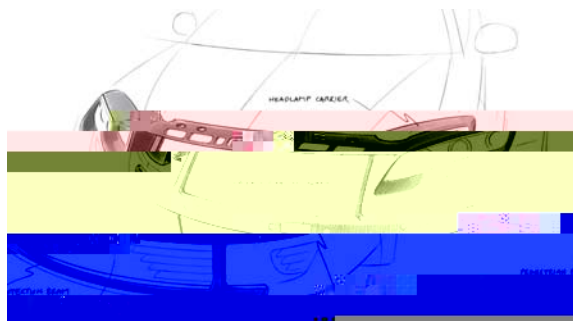
Advanced Intermediates

- f* Strong and stable agro business
- f* Sales deviation yoy: Price -2%, Volume +5%, Currency -2%, Portfolio 0% (approximate numbers)
- f* Stable sales as positive volumes (both BUs with strong agro demand) offset negative price and currency effects
- f* BU All with good demand in flavor & fragrances
- f* Prices reflect lower raw material costs (e.g. benzene, toluene)
- f* Strong earnings and profitability on good utilization rates, however slightly burdened by headwinds from currency and some ramp-up costs for new cresol capacities
- f* Increased capex due to new projects for customers in BU SGO

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Performance Chemicals

- f* Positive volumes and stable prices
- f* Sales deviation yoy: Price 0%, Volume +3%, Currency -5%, Portfolio 0% (approximate numbers)
- f* Minor price movements across all businesses
- f* Volumes developed positively in almost all BUs; BU LEA suffering from weak chrome ore business
- f* Headwind from currency effects across the segment
- f* Positive EBITDA development in BUs MPP (paints), RUC (accelerators) and LPT (water solutions); BU IPG (construction) with stable performance
- f* Capex decreases as CO₂ facility for BU LEA is completed



Outlook:

Expectation unchanged: No improvement in Q4 2013

Current macro view

- f* Demand has started to slightly improve from tire industry with some customers restocking in Europe and Americas
- f* Market prices for synthetic rubbers remain at low levels
- f* European OEM/automotive business still subdued
- f* Agro demand continues to be strong
- f* Upward movements in raw material prices visible (e.g. butadiene); uncertainties of near-term development remain

LANXESS manoeuvres through a tough year 2013

- f* Efficiency program "Advance" initiated and in implementation
- f* FY 2013 EBITDA pre guidance narrowed: €710-760 m

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Housekeeping items for consideration

Additional financial expectations for 2013

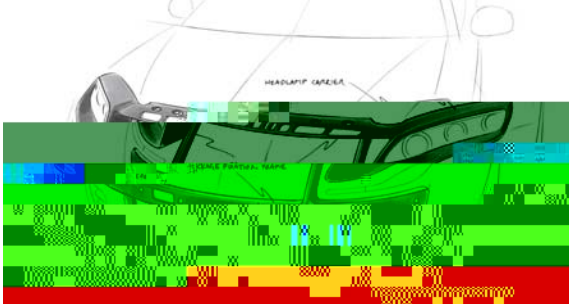
- | | |
|--------------------------------------|--|
| <i>f</i> Capex* 2013 | reduced to ~€600 m |
| <i>f</i> D&A 2013 | ~€420 - €440 m |
| <i>f</i> Reconciliation 2013 | expected between €180-200 m |
| <i>f</i> Tax rate | - mid-term: ~22% |
| | - in 2013: mid-term guidance not meaningful due to low earnings; tax rate will be higher |
| <i>f</i> Hedging 2013 | ~55% at 1.25-1.35 USD/EUR |
| <i>f</i> Hedging 2014 | ~40% at 1.25-1.35 USD/EUR |
| <i>f</i> IAS 19 revised, impact 2013 | - operational result: low single-digit million € amount |
| | - financial result: low single-digit million € amount |

* Without projects financed by customers, finance leasing and capitalized borrowing costs

Köln, November 12, 2013

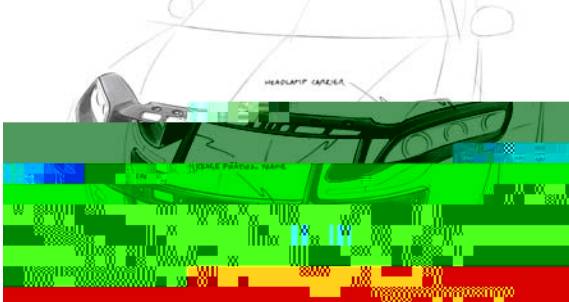
Forward-Looking Statements

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.



Financial Overview Q3 2013

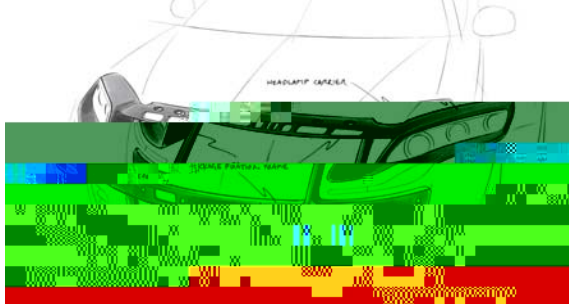




Financial Overview 9M 2013

in € million

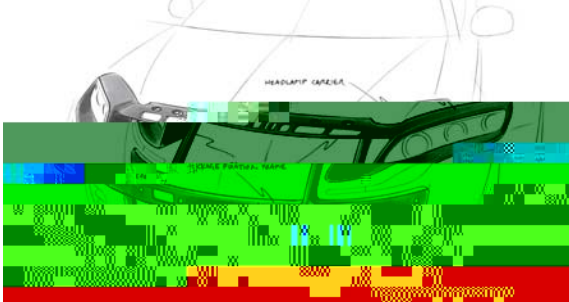
							Advanced Intermed.			Performance Chem.					
	9M 2012	9M 2013	Chg. in %	9M 2012	9M 2013	Chg. in %	9M 2012	9M 2013	Chg. in %	9M 2012	9M 2013	Chg. in %	9M 2012	9M 2013	Chg. in %
Price*	6.971	6.286	-10%	4.010	3.404	-15%	1.231	1.229	0%	1.698	1.627	-4%	32	26	-19%
Volume*			-8%			-15%			1%			0%			0%
Currency*			0%			1%			0%			-2%			-19%
Por%56(*)JTJ		(-)-8.4H*	-2%			-2%			-1%			-3%			0%
			0%			0%			0%			0%			0%



Income Statement Q3 and 9M 2013

in € million

	Q3 2012	Q3 2013	Chg. in %	9M 2012	9M 2013	Chg. in %
Sales	2.159	2.050	-5%	6.971	6.286	-10%
Cost of sales	-1.699	-1.662	-2%	-5.329	-5.098	-4%
Gross profit	460	388	-16%	1.642	1.188	-28%
Selling expenses	-183	-186	2%	-564	-575	2%
Research and development expenses	-49	-43	-12%	-147	-134	-9%
General administration expenses	-80	-76	-5%	-236	-230	-3%
Other operating income	45	18	-60%	129	84	-35%



Abbreviations:

All Advanced Industrial Intermediates
BTR Butyl Rubber
FCC Functional Chemicals
HPE*

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