



## **LANXESS Q1 2015 Financial Summary for Investors and Analysts**

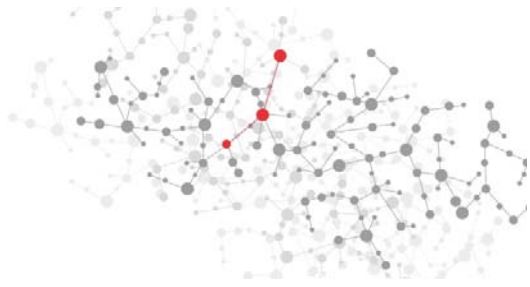
Selling price adjustments due to lower raw material costs  
Persistently challenging competitive situation for synthetic rubber  
EBITDA margin pre exceptionals 11.2% vs. 10.0% for the prior-year quarter  
Net income level with the prior-year quarter despite higher exceptional charges  
Provisions for pensions and other post-employment obligations  
significantly higher

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## Outlook:

### Environment remains challenging, but self-help and currency effects are providing support – LANXESS increases guidance for FY 2015

#### Macro expectations 2015

Tire production expected to grow somewhat less than in 2014, with expanded production in emerging markets and decreased production in EMEA. North America somewhat slower than expected  
Automobile sector to grow slightly faster than in 2014, fuelled by Asian demand – China expected to post lower, normalized growth rates  
Agrochemical demand expected to grow slower than in 2014 but will remain robust  
Construction industry expected to grow less in 2015 than in 2014; in particular, Latin America and Asia/Pacific will post slower growth rates  
US dollar expected to remain strong

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#### LANXESS increases guidance for 2015

FY 2015 EBITDA pre expected between €820-860 m\*

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### Housekeeping items for consideration

#### Additional financial expectations

Capex 2015:	~€450 m
Capex 2016:	€400-450 m
D&A 2015:	~€420-440 m
Exceptional items 2015:	~€95 m from "Let's LANXESS again" (Phase I and first measures from Phase II)
Reconciliation 2015:	underlying expenses of ~€160 m EBITDA, but additional hedging expenses of ~€125 m in FY 2015*
Annual tax rate:	- >30% in 2015 - mid-term, after realignment: ~22-25%
Hedging 2015:	~50% at 1.25-1.40 USD/EUR
Hedging 2016:	~30% at 1.15-1.35 USD/EUR
Reminder: Restatement of 2014 due to re-organization of accelerators and antioxidants business from Performance Chemicals to Advanced Intermediates	

\* Based on an exchange rate USD/EUR of 1.10

Cologne, May 7<sup>th</sup>, 2015

#### 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 Q1 2015

in € million

							Advanced Intermed.			Performance Chem.					
	Q1 '14	Q1 '15	Chg. in %	Q1 '14	Q1 '15	Chg. in %	Q1 '14	Q1 '15	Chg. in %	Q1 '14	Q1 '15	Chg. in %	Q1 '14	Q1 '15	Chg. in %
Price*	2,043	2,038	0%	1,063	1,015	-5%	473	478	1%	496	533	7%	11	12	9%
Volume*			-8%			-12%			-7%			0%			0%
Currency*			0%			-1%			3%			-2%			9%
Portfolio*			9%			10%			5%			9%			0%
			0%			-1%			0%			0%			0%
	75	63	-16%	52	18	-65%	45	70	56%	41	64	56%	-63	-89	-41%
	103	115	12%	56	67	20%	23	23	0%	20	21	5%	4	4	0%
	178	178	0%	108	85	-21%	68	93	37%	61	85	39%			



## Income Statement Q1 2015

in € million

	Q1 2014	Q1 2015	Chg. in %
Sales	2,043	2,038	0%
Cost of sales	-1,626	-1,595	2%
Gross profit	417	443	6%
Selling expenses	-186	-183	2%
Research and denses			

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**LANXESS**  
Energizing Chemistry