



LANXESS FY / Q4 2015 Financial Summary for Investors and Analysts

Summary FY 2015

- f* A successful year in many respects
- f* LANXESS and Saudi Aramco enter into joint venture for synthetic rubber business
- f* Persistently challenging competitive situation for synthetic rubbers; good demand for agrochemicals
- f* Sales decline by 1.3% against the prior year
- f* Selling price adjustments due to lower raw material costs
- f* EBITDA pre up 9.5% to €885 m
- f* EBITDA pre margin at 11.2%, after 10.1% in 2014
- f* Positive exchange rate effect on sales and earnings
- f* Net income and earnings per share improved to €165 m and €1.80 after €47 m and €0.53, respectively
- f* Visible progress in reducing indebtedness to €1,211 m
- f* Guidance: FY 2016 EBITDA pre now specified at €880-930 m
- f* Guidance: Q1 2016 EBITDA pre expected at €240-260 m

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Overview Financials

Q4 2015 Financial overview:

- f* Strong cash conversion in a generally weak fourth quarter
- f* Lower sales (-5%) with lower selling prices (-10%) (driven by raw materials) mitigated by positive FX effect (+5%)
- f* EBITDA decreases marginally to €151 m, with slightly improved profitability
- f* Net financial debt clearly reduced, with contributions from positive free cash flow

Q4 2015 Balance sheet:

- f* Balance sheet further strengthened
- f* Total assets decrease slightly – primarily due to lower working capital
- f*





Outlook:

2016: EBITDA pre seen at €880- 930 m based on year-to-date performance – H2 expected to be softer

Segment Outlook

- f* **Advanced Intermediates** : Due to strong end market diversification the business segment is expected to perform somewhat above prior year level. Volumes in agro chemicals expected to be at previous year's level, despite softening agro end industry
- f* **Performance Chemicals** : Broad and strong market positions enable the segment to at least balance macro economic challenges. The two flagship

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Financial Overview Q4 2015

in € million	LANXESS			Perf. Polymers			Advanced Intermed.			Performance Chem.			Others/ Cons.		
	Q4/2014	Q4/2015	Chg. in %	Q4/2014	Q4/2015	Chg. in %	Q4/2014	Q4/2015	Chg. in %	Q4/2014	Q4/2015	Chg. in %	Q4/2014	Q4/2015	Chg. in %
Sales	1,904	1,806	-5%	984	881	-10%	444	440	-1%	466	475	2%	10	10	0%
Price*			-10%			-14%			-11%			-1%			0%
Volume*			0%			-2%			7%			-3%			0%
Currency*			5%			6%			3%			6%			0%
Portfolio*			0%			0%			0%			0%			0%
EBIT	-62	71	n.m.	-36	74	n.m.	52	85	63%	6	15	>100%	-84	-103	-23%
Deprec. & amortizat.	124	70	-44%	72	30	-58%	24	6	-75%	21	23	10%	7	11	57%
EBITDA	62	141	>100%	36	104	>100%	76	91	20%	27	38	41%	-77	-92	-19%
exceptionals in EBITDA	92	10	-89%	24	1	-96%	7	0	-100%	18	5	-72%	43	4	-91%
EBITDA pre excep.	154	151	-2%	60	105	75%	83	91	10%	45	43	-4%	-34	-88	>-100%
D&A w/o excep.	105	126	20%	53	67	26%	24	25	4%	21	23	10%	7	11	57%
EBIT pre excep.	49	25	-49%	7	38	>100%	59	66	12%	24	20	-17%	-41	-99	>-100%
exceptionals in EBIT	111	-46	n.m.	43	-36	n.m.	7	-19	n.m.	18	5	-72%	43	4	-91%
Capex	240	205	-15%	157	88	-44%	34	37	9%	37	65	76%	12	15	25%
Net financial debt**	1,336	1,211	-9%												

* approximate numbers

**as per Dec. 31

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Income Statement Q4/FY 2015

in € million

	Q4/2014	Q4/2015	Chg. in %	2014	2015	Chg. in %
Sales	1,904	1,806	-5%	8,006	7,902	-1%
Cost of sales	-1,574	-1,441	8%	-6,418	-6,154	



Abbreviations:

ADD Rhein Chemie Additives
All Advanced Industrial Intermediates
HPE High Performance Elastomers
HPM High-Performance Materials
IPG Inorganic Pigments
LEA Leather
LPT Liquid Purification Technologies
MPP Material Protection Products
SGO Saltigo
TSR Tire & Specialty Rubbers

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