



Q4 2018 / FY 2018

A successful year : promise and delivery
 Q4 proves resilience

Financial Summary for Investors and Analysts

Q4 2018 Overview of LANXESS Group

LANXESS AG
 Investor Relations
 Kennedyplatz 1
 50569 Cologne
 Germany

André Simon
 Head of Investor Relations

Phone +49 221-8885-3494
 Fax +49 221-8885-4944
 andre.simon@lanxess.com

Page 1 of 9

	Price : +4%	Volume : +3%	FX: +1%	Portfolio: + 1%	
	û		Q4 2018	Q4 2017	Comments
Sales	+8%	9	€1,766 m	€1,635 m	Sales increase due to higher prices and volumes
EBITDA pre	0%	.	€179 m	€179 m	Flat EBITDA pre due to price pass-through of increased raw material prices; higher volumes offset by risen energy and freight costs
margin	-0.8 pp.	;	10.1%	10.9%	
Net Income	>100%	9	€99 m	-€49 m	8re 0617d4 4E0



Q4 / FY 2018 Business Overview

Advanced Intermediates

Margin and results improvement

- x Sales deviation yoy: +20%
Price +8%, Volume +11%, Currency +1%, Portfolio 0%
(approximate numbers)
- x Price increase mainly driven by successful raw material price pass-through in BU All
- x Solid volume growth in BU All; new contracts in BU SGO, overemphasized volumes by IFRS 15 effect
- x Improved EBITDA pre and margin despite higher energy and freight cost in BU All; BU SGO with improved utilization
- x EBITDA pre of €73 m (Q4 2017: €60 m)
- x EBITDA pre margin of 13.0% (Q4 2017: 12.8%)

FY:

- x EBITDA pre of €359 m (FY 2017: €335 m)
- x EBITDA pre margin of 16.3% (FY 2017: 17.0%)

LANXESS AG
Investor Relations
Kennedyplatz 1
50569 Cologne
Germany

André Simon
Head of Investor Relations

Phone +49 221-8885-3494
Fax +49 221-8885-4944
andre.simon@lanxess.com

Page 2 of 9

Specialty Additives

Improved results and margin

- x Sales deviation yoy: +4%
Price +3%, Volume -2%, Currency +0%, Portfolio+4%
(approximate numbers)
- x All businesses with positive price development driven by successful raw material price pass-through
- x Volume decline in BU RCH due to lower auto demand
- x Portfolio reflects acquisition of Solvay's U.S. phosphorus additives business
- x EBITDA pre and margin also improved due to synergies
- x EBITDA pre of €78 m (Q4 2017: €71 m)
- x EBITDA pre margin of 16.3% (FY 2017: 17.0%)





LANXESS AG

Inv0.004or]TJ Rela55(Gt0.004i)-6(ons0 Tw 6.463 0 Td7.97j EMC /P <</MCID 2 >>BDC /3T2



Income Statement Q 4 / FY 2018





