



# Q3 2019 Overview LANXESS Gp

## LANXESS: Delivered as planned again

Financial Summary

Market Analysis

LANXESS AG

Price: -1% Volume: -1% FX: +2% Profit: 0%

	Q 2018	Q3 2019		Comments
Sales	1,786 m	€ 781 m	0%	Stable growth
EBITDA p	277 m	€267 m	-4%	Stable
margin	15.5%	15.0%	-0.5 p	Stable
Net Income	80 m	€9m	-14%	Stable
EPS p	1.23	€21	-2%	Stable
Net financial debt	2018 1,381 m	Sep 2019 €786 m	+29%	Stable

50569  
 8885-3494  
 8885-4944  
 168

200 m  
 130 m  
 79 m



### Q3 2019 Business Overview

Q3 2019 Performance	Price	Volume	FX	Profit	Total
North America	-3%	+5 %	+2 %	0%	+3%
Europe	0%	-3%	+3 %	0%	0%
Asia	+1 %	+3 %	+2 %	0%	+6%
Latin America	-3%	-9 %	+2 %	0%	-10%

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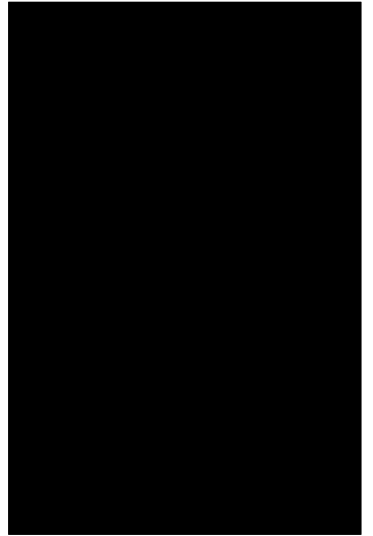
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## Financial Overview Q3 2019

	LXS			AI			SAD			PC			EM			DIF		
	LANXESS			Advanced Materials			Specialty Adhesives			Performance Chem.			Engineering Materials			Olefin Catalyst		
	Q3/2018	Q3/2019	Chg. in %	Q3/2018	Q3/2019	Chg. in %	Q3/2018	Q3/2019	Chg. in %	Q3/2018	Q3/2019	Chg. in %	Q3/2018	Q3/2019	Chg. in %	Q3/2018	Q3/2019	Chg. in %
Sales	1,786	1,781	0%	534	549	3%	502	503	0%	334	354	6%	394	353	-10%	22	22	0%
Operating Profit			-1.5%			-3.2%			-0.2%			0.6%			-2.5%			0.0%
Operating Margin			-1.0%			4.5%			-3.0%			3.0%			-9.4%			0.0%
SG&A			2.2%			1.5%			3.4%			2.4%			1.5%			0.0%
Depreciation			0.0%			0.0%			0.0%			0.0%			0.0%			0.0%
EBIT	146	117	-20%	55	53	-4%	51	52	2%	34	33	-3%	55	43	-22%	-49	-64	-31%
EBITDA	105	121	15%	32	36	13%	34	40	18%	19	22	16%	15	16	7%	5	7	40%
EBITDA excluding Depreciation	251	238	-5%	87	89	2%	85	92	8%	53	55	4%	70	59	-16%	-44	-57	-30%
EBITDA excluding Depreciation & Amortization	26	29	12%	0	0	0%	8	5	-38%	0	1	>100%	0	0	0%	18	23	28%
EBITDA excluding Depreciation & Amortization & Impairment	277	267	-4%	87	89	2%	93	97	4%	53	56	6%	70	59	-16%	-26	-34	-31%
EBITDA excluding Depreciation & Amortization & Impairment & Goodwill Impairment	106	121	14%	32	36	13%	35	40	14%	19	22	16%	15	16	7%	5	7	40%
EBIT	171	146	-15%	55	53	-4%	58	57	-2%	34	34	0%	55	43	-22%	-31	-41	-32%

## Financial Overview 2019





## Consolidated Financial Statements Q3 / 9M 2019

in

million euros

Q3 2018	Q3 2019	9M 2018	9M 2019
118	96	376	354

