



Q1 2019 Overview of LANXESS Group

Stable performance despite weakening economy

Financial Summary for Investors and Analysts

Price: +1%		Volume: -4%		FX: +3%		Portfolio: 0%	
		Q1 2019	Q1 2018	Comments			
Sales	+0%	€1,822 m	€1,816 m	Price increase and positive FX effect offset by lower volumes			
EBITDA pre margin	+2% +0.2 pp.	€275 m 15.1%	€270 m 14.9%	Positive pricing and FX effect offset by lower volumes			

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 7

Improved net income f -0.002 1

debt	+21%	Mar 2019 €1,675 m	Dec 2018 €1,381 m	Seasonal increase, ongoing share buy-back (~€111 m as of 31 Mar 2019) and IFRS 16 effect (~€130 m)
Capex	+20%	€72 m	€60 m	Driven by debottlenecking investment program



Q1 2019 Business Overview

Advanced Intermediates

Strong performance

- Sales deviation yoy: +4%
- Price +0%, Volume +1%, Currency +2%, Portfolio 0% (approximate numbers)
- Solid volume growth with improved product mix in BU All and in BU SGO despite still weak agro market
- Considerably improved EBITDA pre and margin versus already high previous-year level due to recovering BU SGO and strong performance in BU All
- EBITDA pre of €114 m (Q1 2018: €102 m)
- EBITDA pre margin of 19.5% (Q1 2018: 18.1%)

Specialty Additives

Again with improved margins

- Sales deviation yoy: -3%
- Price +1%, Volume -9%, Currency +5%, Portfolio+1% (approximate numbers)
- Sales decline driven by lower volumes
- Volume drop due to termination of margin-dilutive tolling agreements, closure of sites and lower auto demand (especially BU RCH)
- Portfolio reflects Solvay's U.S. phosphorus additives
- Rising EBITDA pre and margin driven by pricing, FX and synergies
- EBITDA pre of €83 m (Q1 2018: €81 m)
- EBITDA pre margin of 17.1% (Q1 2018: 16.2%)

Performance Chemicals

Stabilizing

- Sales deviation yoy: +3%
- Price 0%, Volume 0%, Currency +4%, Portfolio 0% (approximate numbers)
- Higher sales driven by positive currency effects
- Price increases in BU MPP and BU LPT offset by slightly lower prices in BU IPG and BU LEA
- Improved volumes in all BUs but LEA due to strikes
-

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 7



LANXESS AG

Investor Relations
Kennedyplatz 1
50569 Cologne
Germany

André Simon
Head of Investor Relations



Financial Overview Q1

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 4 of 7

LANXESS AG

Investor Relations



Income Statement Q1 2019



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 5 of 7

LANXESS AG

Investor Relations



Abbreviations:

Advanced Intermediates:

All Advanced Industrial Intermediates

SGO Saltigo

Specialty Additives

ADD Additives

RCH Rhein Chemie

Performance Chemicals

IPG Inorganic Pigments

LEA Leather

LPT Liquid Purification Technologies

MPP Material Protection Products

Engineering Materials

HPM High-Performance Materials

URE Urethane Systems

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 7 of 7

LANXESS AG

Investor Relations