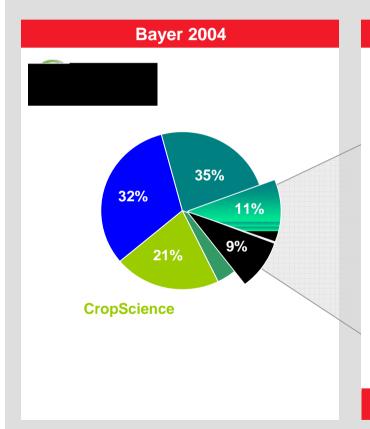
# LANXESS was built as a new company – based on polymers and chemicals



## Spin-off January 2005: Creation of a new company



#### **Performance Polymers**

Butyl Rubber Performance Butadiene Rubbers

Technical Rubber

**Products** 

Semi-Crystalline

**Products** 

#### **Advanced Intermediates**

Basic Chemicals Saltigo

#### **Performance Chemicals**

Material Protection Products Inorganic Pigments

Functional Chemicals

Leather

Rhein Chemie Rubber Chemicals Ion Exchange Resins

Paper\*

Textile Processing

Chemicals\*

## **Engineering Plastics**

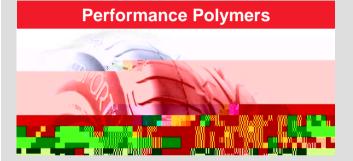


Dorlastan Fibers\* Lustran Polymers\*

Independence. Restructuring. Portfolio Management.



# LANXESS – A leading specialty chemicals group



Globally No. 1-3

Global technology leader in synthetic rubber and polyamide Supporting trends:

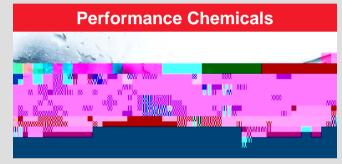
- mobility, growing population in Asia
- high-performance tires
- vehicle weight reduction
- tire labeling



Europe No. 1-2

Leading suppliers of custom synthesis and basic chemicals (agrochem-related) Supporting trends:

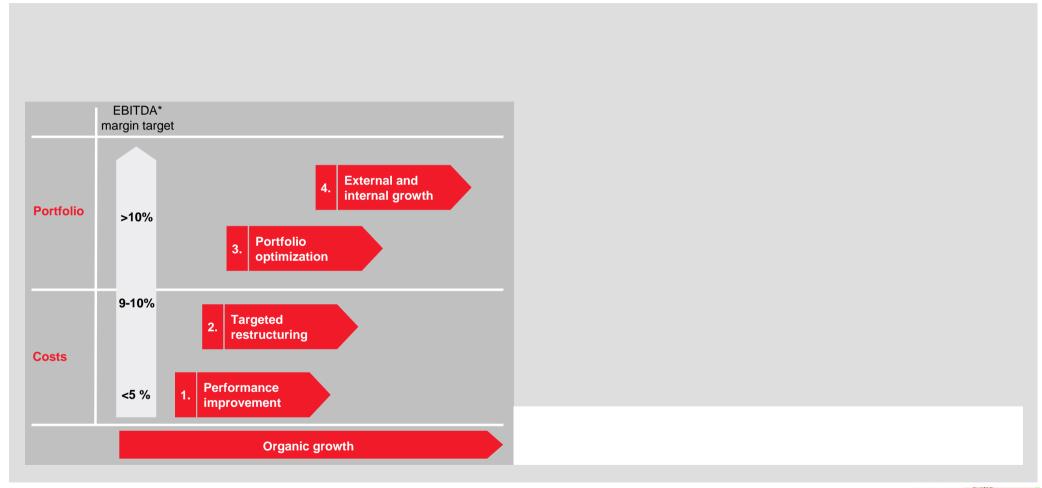
- increasing crop demand based on growing world population
- need of farmers to raise yields
- industry consolidation



No. 1-4 in niche markets



# Consistent delivery of our strategy

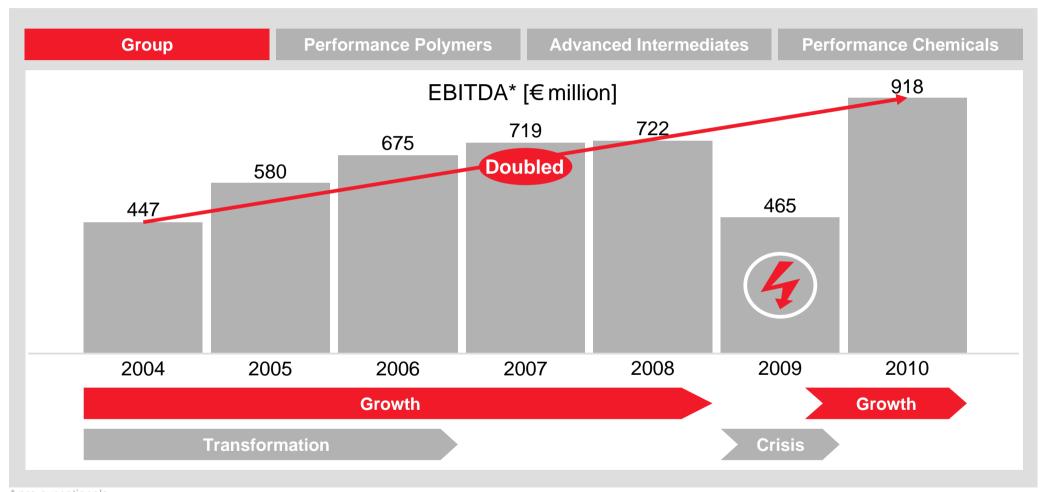


# Portfolio management has continuously strengthened the company – €1.5 bn of sales divested

Divested Acquired	Date	Leadership Position	Cyclicality	Profitability Expectation
Fibers	2005	Weak	High	Low
Paper	2005	Moderate	Moderate	Medium
Textile Processing Chem.	2006	Weak	Moderate	Medium
Lustran Polymers	2007	Good	High	Low
CISA (LEA)	2006	Good	Low	High
Petroflex (PBR)	2007	Good	Low	High
Jinzhuo Chemicals (IPG)	2008	Good	Moderate	High
<b>Gwalior Chemicals (BAC)</b>	2009	Good	Low	High
Jiangsu Polyols (BAC)	2009	Good	Low	High
Darmex (RCH)	2011	Good	Low	High
Syngenta Mat. Prot. (MPP)	2011	Good	Low	High



# 2004-2010 – transformation and growth



<sup>\*</sup> pre exceptionals



# **Dual track growth strategy**

Targeted investments in profitable existing business lines

**Product innovation** 

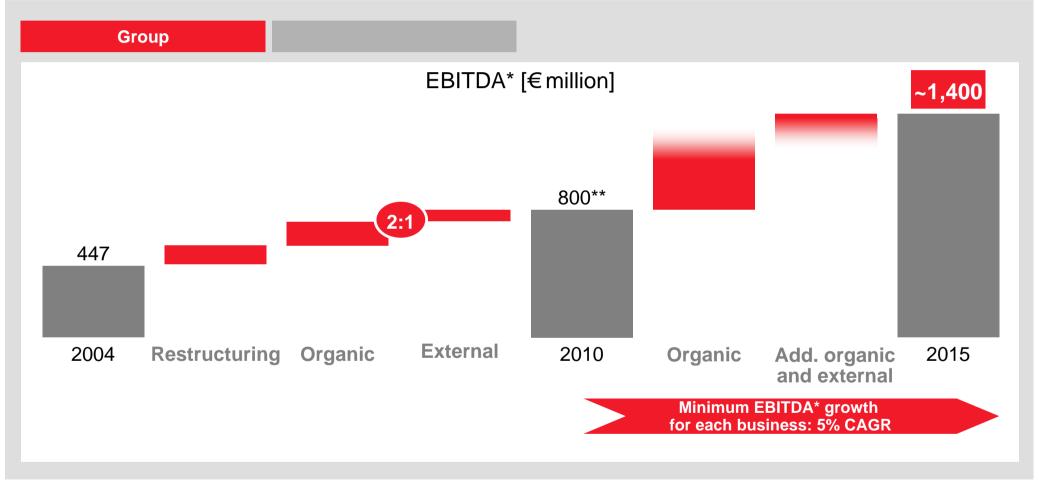
Efficiency programs

Pricing power



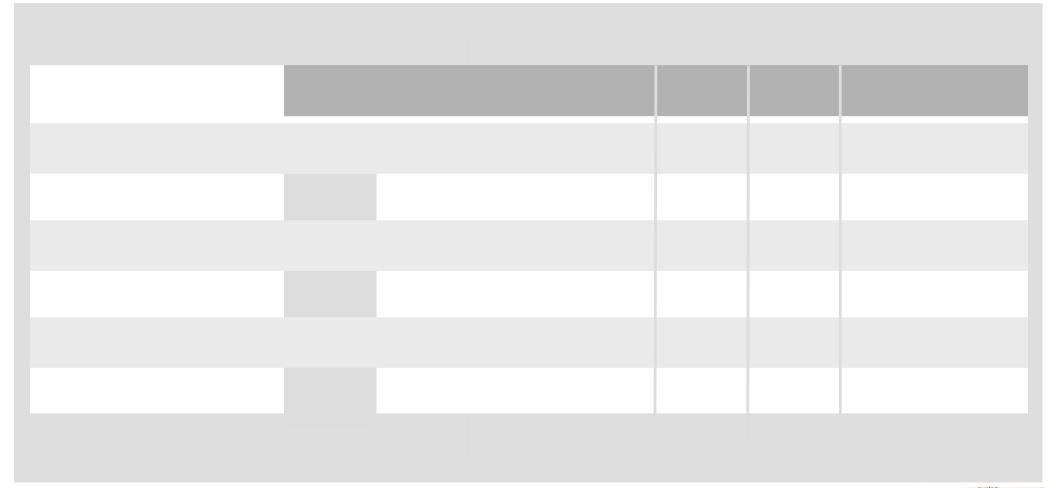


# Each business to contribute to EBITDA\* growth





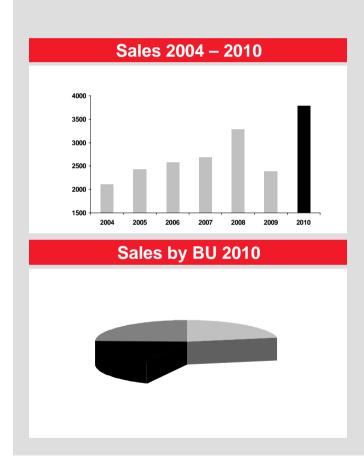
# LANXESS – Improvement trend of financials, based on consistent strategy implementation





Performance Polymers	Position	Growth and Stability	Products and end uses
BUTYL RUBBER  Integral part of tubeless tyres	A leading position	International mobilization	Provides butyl rubber, which is a specialty rubber impermeable to air  Has wide applications both in tire and other industries such as protective clothing
	A leading position	High performance tyres	One of the world's leading manufacturers of specialty rubbers polybutadiene- and $f$
TECHNICAL RUBBER PRODUCTS  Therban  Specialty applications	Strong	New applications	
SEMI-CRYSTALLINE-PRODUCTS  Durethan  Thermoplastics for modern applications, e.g. in cars	Strong	High-tech plastics replacing metal	

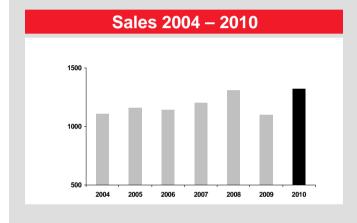






#### Industry consolidation Supplier of aromatic compounds such as e.g. chlorobenzenes, chlorotoluenes and World scale production **BASIC CHEMICALS** Leading positions nitrotoluenes network 2-Methylin all business 6-Ethyl-Aniline Supplier of amines, polyols, lines Increasing crop Intermediate for agrochemicals monoisocyanates, thio products, inorganic demand due to growing acids world population Important player in fine chemicals **SALTIGO** Among the top Stability due to focused on: global players exposure to pharma Agrochemicals custom manufacturing in custom and agro custom Pharmaceutical custom manufacturing The user-friendly, effective repellent manufacturing manufacturing Specialty Fine Chemicals







**MATERIAL PROTECTION PRODUCTS** 

Leading positions in attractive market segments

Preservatives / Biocides

Pigments for construction materials

Supplier to a broad range of markets with complex product portfolio



# Performance Chemicals – Producing service- and applicationdriven products for a wide range of industries

Group Performance Polymers		Advanced Intermediates Performance Chemicals		
Performance Chemicals	Position	Growth and Stability	Products and end uses	
RHEINCHEMIE RHENOGRAN® Polymer-bound Rubber Additive	A leading position in additive formulations Competition*: DOG, Lubrizol, Evonik	Benefits from global production set-up and strong regional marketing network	Providing technical services and additives for the rubber, polyurethane, plastics and lubricant oil industries; as well as colour pastes for the polyurethane industry	
RUBBER CHEMICALS VULKAZIT® Accelerator	A leading market position in a challenging market environment Competition*: Flexsys, Chemtura	International mobilization trends Ongoing market consolidation	A Full portfolio of rubber chemicals for the tyre and technical rubber industry including: Antioxidants, Accelerators and Specialties	
ION EXCHANGE RESINS  Purification of drinking water	Leading producer of technologically advanced monodisperse ion exchange resins Competition*: DOW, Mitsubishi, Purolite	Mega trend "clean water" ensures long-term growth for ION	Resins used for the processing of: Water Foodstuff Chemicals	

<sup>\*</sup> selected competitors







## **Abbreviations**

## **Performance Polymers**

BTR Butyl Rubber

PBR Performance Butadiene Rubbers

TRP Technical Rubber Products

SCP Semi-Crystalline Products

## **Advanced Intermediates**

BAC Basic Chemicals

SGO Saltigo

## **Performance Chemicals**

MPP Material Protection Products

IPG Inorganic Pigments

FCC Functional Chemicals

LEA Leather

RCH Rhein Chemie

**RUC** Rubber Chemicals

ION Ion Exchange Resins



# **Upcoming events 2011**

## **Upcoming events**

Q1 Results 2011 May 11, 2011

Annual Stockholders' Meeting May 18, 2011

Q2 Results 2011 August 11, 2011

Q3 Results 2011 November 10, 2011

Additional financial information available at:

http://corporate.lanxess.com/en/investor-relations/financials/financial-summary/



## **Contact detail Investor Relations**

#### Oliver Stratmann

#### **Head of Investor Relations**

Tel. : +49-214 30 49611 Fax. : +49-214 30 959 49611

Mobile: +49-175 30 49611

Email: Oliver.Stratmann@lanxess.com



#### **Assistant Investor Relations**

Tel. : +49-214 30 23851 Fax. : +49-214 30 40944 Mobile : +49-175 30 23851

Email: Verena.Simiot@lanxess.com



## Tanja Satzer

#### **Private Investors / AGM**

Tel. : +49-214 30 43801 Fax. : +49-214 30 959 43801 Mobile : +49-175 30 43801

Email: Tanja.Satzer@lanxess.com

### **Constantin Fest**

#### Institutional Investors / Analysts

Tel. : +49-214 30 71416 Fax. : +49-214 30 40944 Mobile : +49-175 30 71416

Email: Constantin.Fest@lanxess.com



## Joachim Kunz

#### **Institutional Investors / Analysts**

Tel. : +49-214 30 42030 Fax. : +49-214 30 40944 Mobile : +49-175 30 42030

Email: Joachim.Kunz@lanxess.com



