



LANXESS – Q3 2017 results

Another strong quarter!

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Energizing Chemistry

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Agenda

- **Executive summary Q3 2017**
- Business and financial details Q3 2017
- Back-up

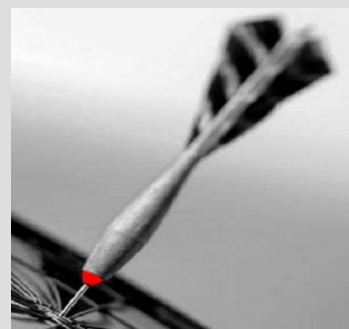
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Q3 2017: Growing organically and inorganically

Executive summary

- Good operational performance: Almost all BUs with higher volumes in tandem with price increases
- Demand for agro chemicals remains subdued
- Operational business integration of Chemtura fully on track to be finalized by year-end
- Consolidation of additive production platform initiated
- Weaker U.S. dollar burdening operational performance
- S&P confirmed BBB- rating and raised outlook to “stable”

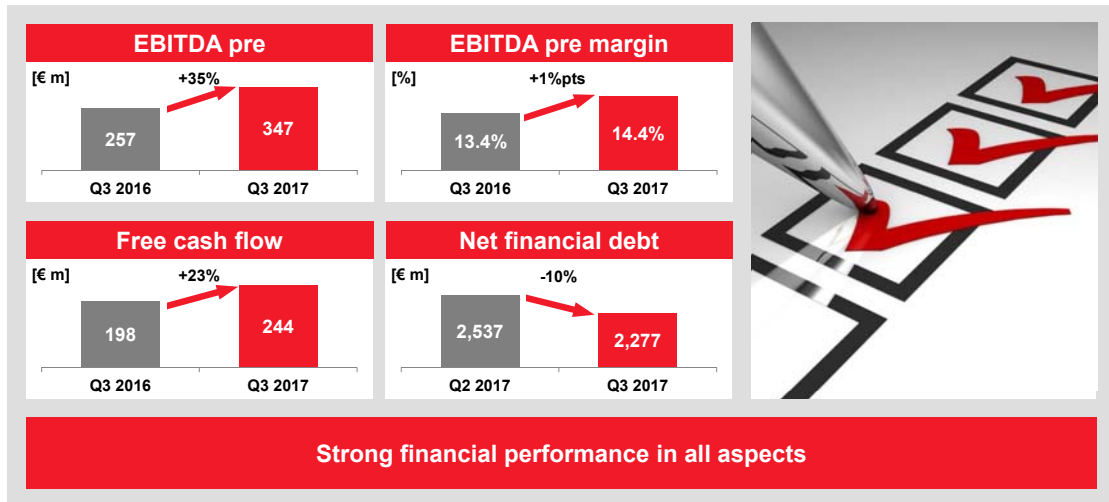


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Q3 financials: Solid performance – deleveraging ahead of plan

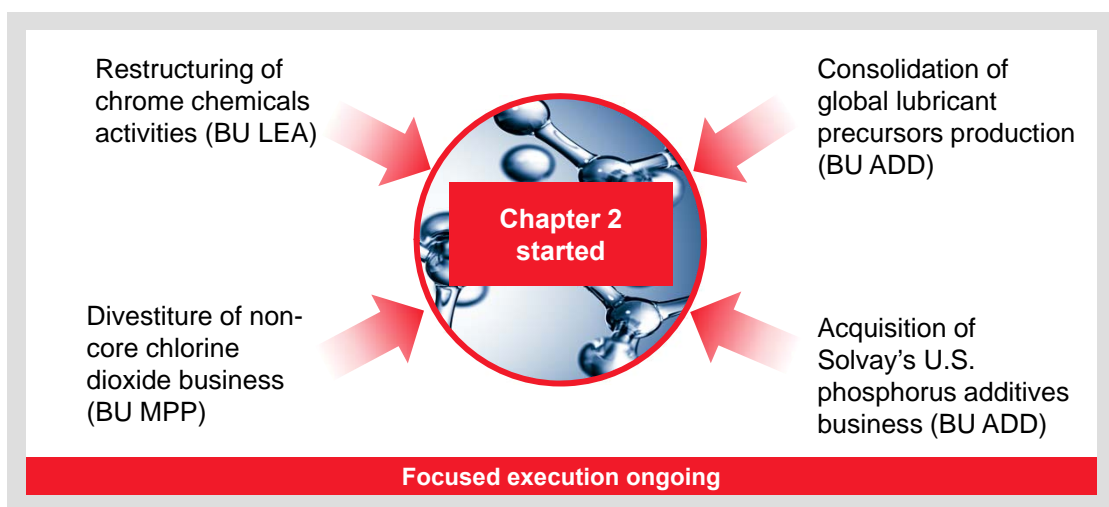


Free cash flow = operating cash flow minus capex

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Chapter 2 proceeds with visible measures



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Acquisition of Solvay's U.S. phosphorous additives business: Entering into the US market through a local asset base


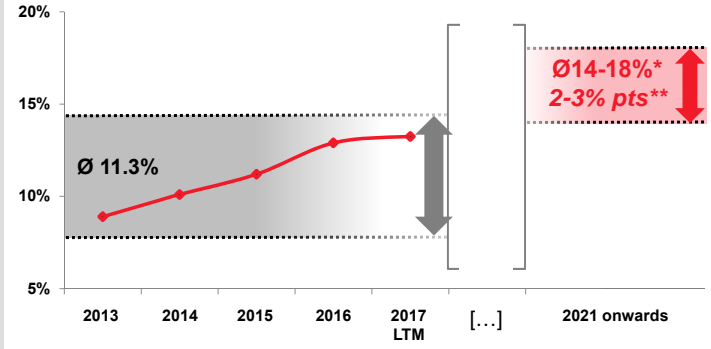
Strategic rationale	Financial rationale	Key figures
<ul style="list-style-type: none"> Strengthen US phosphorus-derivatives footprint Building on additives market position High strategic fit with existing additives business 	<ul style="list-style-type: none"> Immediate growth at very reasonable price instead of organic investment in the U.S. or EU Future synergies by applying LANXESS' technology for high value additives to acquired U.S. platform 	<ul style="list-style-type: none"> Sales: ~€65 m Employees: ~90 

Closing expected H1 2018
Asset deal, environmental risks remain with seller

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Continuously improving the quality of earnings

Trajectory to mid-term target	
<p>[EBITDA pre margin]</p>  <p>Ø 11.3%</p> <p>Ø 14-18%* 2-3% pts**</p> <p>2013 2014 2015 2016 2017 LTM [...] 2021 onwards</p> <p>Reducing EBITDA pre margin volatility to 2-3% pts in parallel</p>	

* Group EBITDA pre margin through the cycle
** Margin volatility

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Q3 2017 financial overview: Operational strength and progressing integration drive results

[€ m]	Q3 2016	Q3 2017	yoy in %
Sales	1,921	2,404	25%
EBITDA pre	257	347	35%
margin	13.4%	14.4%	
EPS	0.68	0.60	-11%
EPS pre*	0.84	1.15	37%
Capex	106	125	18%
[€ m]	31.12.2016	30.09.2017	Δ %
Net financial debt**	269	2,277	>100%
Net working capital	1,628	2,136	31%
ROCE***	6.9%	9.9%	

- Sales increase driven by acquired Chemtura business, supported by strong operational performance; mitigated by currencies
- EBITDA pre and margin increase reflect acquisition contribution and higher volumes
- Net financial debt up vs PY due to Chemtura acquisition in Q2, but deleveraging ahead of plan
- Net working capital increase attributable to portfolio effect

* net of exceptionals and amortization of intangible assets as well as attributable tax effects

** after deduction of current financial assets in 2016

*** 2017 calculated incl. Chemtura EBITpre pro forma based on 2016 earnings

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Q3 2017 segment performance part 1: Increasing earnings against high prior-year base

Advanced Intermediates					Specialty Additives					Performance Chemicals				
Price	Volume	FX	Portfolio	Total	Price	Volume	FX	Portfolio	Total	Price	Volume	FX	Portfolio	Total
+5%	-1%	-2%	+9%	+10%	+2%	+1%	-2%	+123%	+124%	+4%	+5%	-4%	+6%	+11%
<ul style="list-style-type: none"> ▪ Higher prices in BU All, passing-on higher input costs ▪ Soft agro business burdens volume momentum in BU Saltigo ▪ Overall segment contributes stable and reliable EBITDA pre 					<ul style="list-style-type: none"> ▪ BU ADD with slightly higher prices ▪ Higher EBITDA pre due to acquisition of additives business ▪ EBITDA pre margin reflects pass-through of higher raw material costs in lubricants ▪ Weak U.S. dollar weighs on profitability 					<ul style="list-style-type: none"> ▪ Higher prices driven by IPG and LEA ▪ Volume increase in all BUs; BU LPT delivers a strong quarter ▪ BU MPP shows structural upgrade ▪ Very impressive performance of integrated Chemours business 				
[€ m]	Q3'16	Q3'17			[€ m]	Q3'16	Q3'17			[€ m]	Q3'16	Q3'17		
Sales	435	479			Sales	213	478			Sales	328	364		
EBITDA pre	83	87			EBITDA pre	35	77			EBITDA pre	56	65		
Margin	19%	18%			Margin	16%	16%			Margin	17%	18%		

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Q3 2017 segment performance part 2: Engineering Materials performing strongly – ARL coping with raw material volatility

Engineering Materials				ARLANXEO			
Price	Volume	FX	Portfolio	Price	Volume	FX	Portfolio
+9%	+7%	-2%	+23%	+7%	+3%	-4%	-
			Total				Total
			+37%				+6%

<ul style="list-style-type: none"> BU HPM successfully passed-on higher raw materials Strategic shift to higher value-add compounds and strong backward integration yield results Acquired high margin urethane systems with good contribution 	<ul style="list-style-type: none"> Successful management of raw material cost pass-through; challenging market environment persists Higher volumes mainly driven by BU TSR despite a high comparable base EBITDA pre burdened by weak U.S. dollar, unplanned shutdown and substantial raw material volatility
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[€ m]	Q3'16	Q3'17
Sales	257	351
EBITDA pre	42	64
Margin	16%	18%


[€ m]	Q3'16	Q3'17
Sales	675	717
EBITDA pre	91	76
Margin	14%	11%



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Despite challenges, 2017 will be the most successful year in LANXESS' history

Q4 2017	<ul style="list-style-type: none"> BU Saltigo with subdued performance due to continued agro weakness U.S. dollar expected to remain weak which will burden all segments BU HPM with major turnaround (Antwerp) 	
FY 2017	<ul style="list-style-type: none"> FY EBITDA pre bandwidth narrowed and mid-point lifted despite various challenges (e.g., FX, agro weakness) FY EBITDA pre now expected between €1,250 m – €1,300 m 	

At USD/EUR -1.16 for Q4 2017

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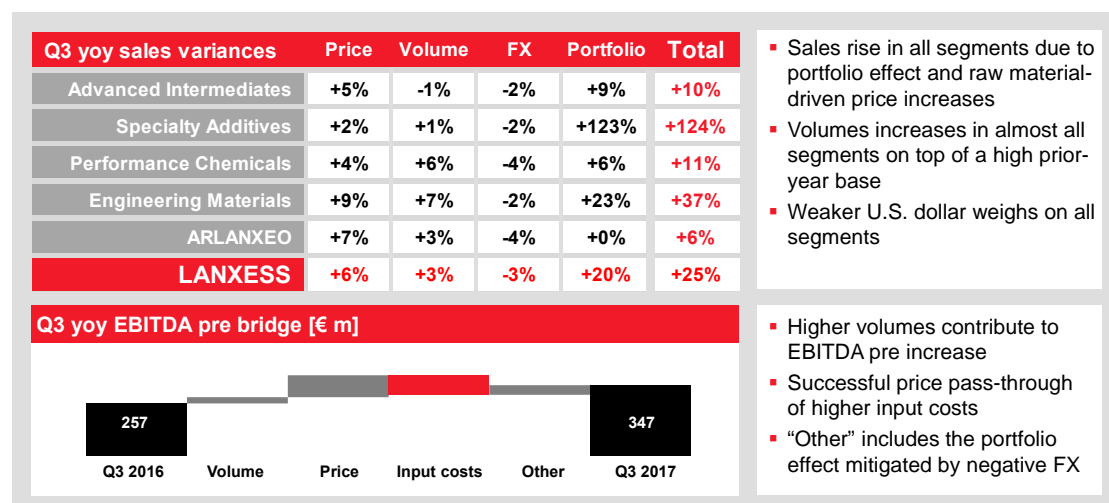
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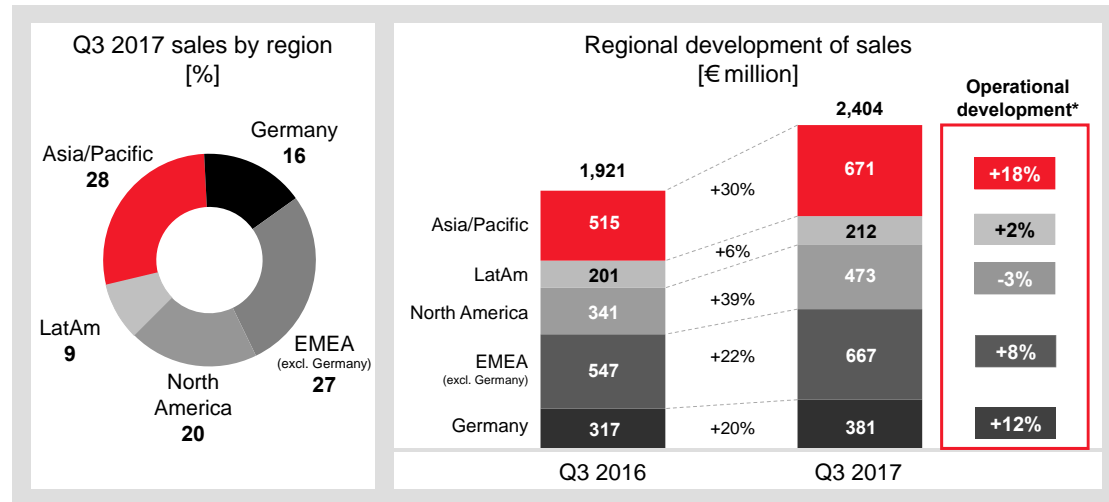
Q3 2017: Acquisition contribution and continued organic growth



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Q3 2017: Strong increase in most regions due to Chemtura acquisition



* Currency and portfolio adjusted

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Q3 2017: Line item deviations largely driven by Chemtura acquisition

[€ m]	Q3 2016	Q3 2017	yoy in %	
Sales	1,921 (100%)	2,404 (100%)	25%	
Cost of sales	-1,475 (-77%)	-1,853 (-77%)	-26%	
Selling	-192 (-10%)	-241 (-10%)	-26%	
G&A	-67 (-3%)	-92 (-4%)	-37%	
R&D	-34 (-2%)	-40 (-2%)	-18%	
EBIT	122 (6%)	131 (5%)	7%	
Non-controlling interests	-2 (0%)	1 (0%)	<-100%	
Net Income	62 (3%)	55 (2%)	-11%	
EPS pre*	0.84	1.15	37%	
EBITDA	241 (13%)	315 (13%)	31%	
thereof exceptionals	-16 (-1%)	-32 (-1%)	100%	
EBITDA pre exceptionals	257 (13.4%)	347 (14.4%)	35%	

A good quarter with improved profitability

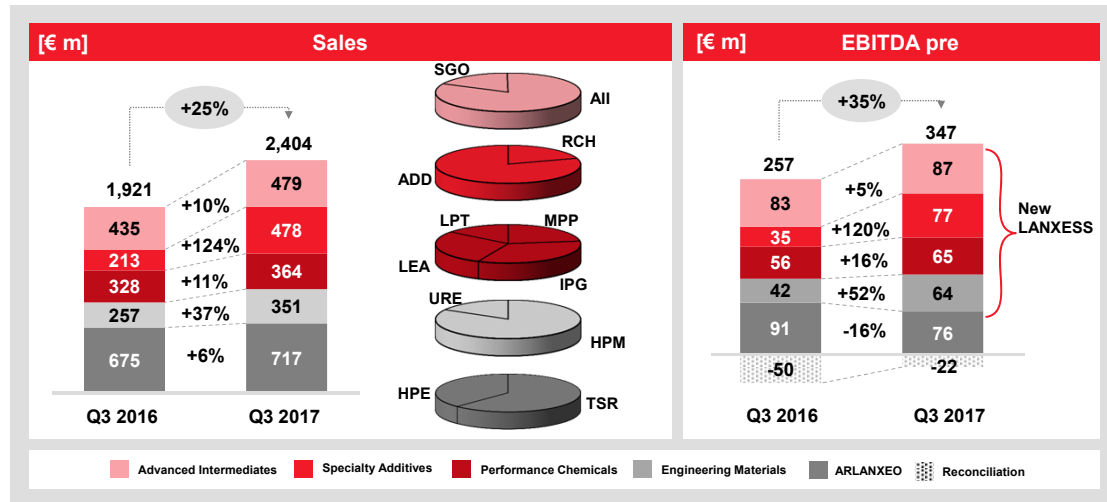
- Cost of sales development proportional to sales, with gross profit up in total driven by portfolio effect and higher volumes
- SG&A cost increase largely due to portfolio effect; selling expenses further burdened by higher freight costs
- Exceptionals driven by Chemtura integration and consolidation of production platform

* net of exceptionals and amortization of intangible assets as well as attributable tax effects

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Q3 2017: New LANXESS segments with EBITDA pre expansion

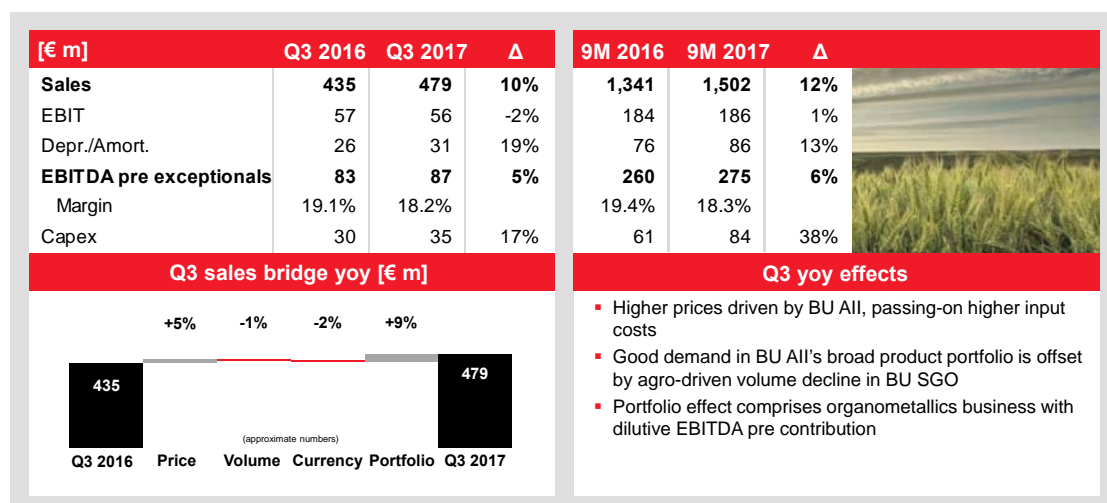


Total group sales including reconciliation

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Advanced Intermediates: Reliable contributor due to strong end market diversification



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Specialty Additives: Larger business platform due to acquisition of additives business – integration progressing well

[€ m]	Q3 2016	Q3 2017	Δ	9M 2016	9M 2017	Δ
Sales	213	478	>100%	647	1,157	79%
EBIT	29	1	-97%	101	30	-70%
Depr./Amort.	6	59	>100%	21	98	>100%
EBITDA pre exceptionals	35	77	>100%	122	196	61%
Margin	16.4%	16.1%		18.9%	16.9%	
Capex	12	20	67%	25	43	72%

Q3 sales bridge yoy [€ m]				Q3 yoy effects			
	+2%	+1%	-2%	+123%			
Q3 2016	Price	Volume	Currency	Portfolio	Q3 2017		
213				478			
(approximate numbers)							

- Slightly higher prices in BU ADD
- Volume increase mainly in BU RCH (regulatory, China)
- EBIT burdened by one-time charges for consolidation of production platform (Ankerweg, NL)
- Higher EBITDA pre due to acquisition of Chemtura
- EBITDA pre margin reflects pass-through of higher raw material costs in lubricants
- U.S. dollar weighs on EBITDA pre and margin

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Performance Chemicals: Continued good performance across all businesses

[€ m]	Q3 2016	Q3 2017	Δ	9M 2016	9M 2017	Δ
Sales	328	364	11%	970	1,099	13%
EBIT	39	46	18%	134	77	-43%
Depr./Amort.	17	19	12%	47	63	34%
EBITDA pre exceptionals	56	65	16%	181	204	13%
Margin	17.1%	17.9%		18.7%	18.6%	
Capex	20	15	-25%	45	41	-9%

Q3 sales bridge yoy [€ m]				Q3 yoy effects			
	+4%	+5%	-4%	+5%			
Q3 2016	Price	Volume	Currency	Portfolio	Q3 2017		
328				364			
(approximate numbers)							

- Higher prices driven by BUs IPG and LEA
- Volume increase in all BUs; BU LPT delivers a strong quarter of volume expansion
- Especially BU MPP shows its structural upgrade after the successful Chemours integration
- On track to changing the performance of the division

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Engineering Materials: Strong results with lightweight materials

[€ m]	Q3 2016	Q3 2017	Δ	9M 2016	9M 2017	Δ
Sales	257	351	37%	805	1,027	28%
EBIT	31	50	61%	92	132	43%
Depr./Amort.	11	14	27%	33	40	21%
EBITDA pre exceptionals	42	64	52%	125	184	47%
Margin	16.3%	18.2%		15.5%	17.9%	
Capex	6	11	83%	15	26	73%

Q3 sales bridge yoy [€ m]						
Q3 2016	Price	Volume	Currency	Portfolio	Q3 2017	
257	+9%	+7%	-2%	+23%	351	
(approximate numbers)						

Q3 yoy effects		
▪	BU HPM successfully passed on higher raw material prices	
▪	Strategic shift to higher value-add compounds with visible contribution and strong backward integration yielding results	
▪	Acquired high margin urethane systems with good contribution	

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ARLANXEO: Challenging raw material volatilities

[€ m]	Q3 2016	Q3 2017	Δ	9M 2016	9M 2017	Δ
Sales	675	717	6%	1,985	2,500	26%
EBIT	36	21	-42%	134	144	7%
Depr./Amort.	55	55	0%	165	169	2%
EBITDA pre exceptionals	91	76	-16%	299	312	4%
Margin	13.5%	10.6%		15.1%	12.5%	
Capex	32	39	22%	72	84	17%

Q3 sales bridge yoy [€ m]						
Q3 2016	Price	Volume	Currency	Portfolio	Q3 2017	
675	+7%	+3%	-4%	+0%	717	
(approximate numbers)						

Q3 yoy effects		
▪	Successful management of raw material cost pass-through; challenging market environment persists	
▪	Higher volumes mainly driven by BU TSR despite a high comparable base	
▪	EBITDA pre burdened by weak U.S. dollar, unplanned shutdown (hurricanes, U.S.) and substantial raw material volatility (butadiene)	

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Q3 2017: Good cash flow generation

[€ m]	Q3 2016	Q3 2017
Profit before tax	100	91
Depreciation & amortization	119	184
Financial (gain) losses	9	20
Income taxes paid	-37	-59
Changes in other assets and liabilities	91	118
Operating cash flow before changes in WC	282	354
Changes in working capital	22	15
Operating cash flow	304	369
Investing cash flow	-170	-119
Thereof capex	-106	-125
Financing cash flow	-264	-484

- Profit before tax burdened by exceptional items for realignment
- D&A higher due to portfolio effects and exceptional D&A
- Changes in other assets and liabilities driven by provision building for realignment and variable compensation
- Financing cash flow reflects early redemption of Chemtura bond (US\$450 m, coupon of 5.75%)

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Balance sheet mirrors Chemtura acquisition

[€ m]	Dec 2016	Sep 2017
Total assets	9,877	10,365
Equity (incl. non-controlling interest)	3,728	3,496
Equity ratio	38%	34%
Net financial debt (after deduction of current financial assets)	269	2,277
Near cash, cash & cash equivalents	395	536
Pension provisions	1,249	1,506
ROCE¹	6.9%	9.9%
Net working capital	1,628	2,136
DSI (in days) ²	67	63
DSO (in days) ³	51	50

- Increase in total assets driven by Chemtura acquisition in April 2017
- Equity decreased due to FX translation effects
- Net financial debt increase due to Chemtura acquisition worth €2.4 bn mitigated by positive free cash flow YTD
- Deleveraging ahead of plan
- ROCE improvement on the back of realignment efforts
- Net working capital acquisition-driven up

¹ Based on last twelve months for EBIT pre, 2017 calculated incl. Chemtura EBIT pre pro forma based on 2016 earnings

² Days sales of inventory calculated from quarterly sales

³ Days of sales outstanding calculated from quarterly sales

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Balance sheet details

[€ m]	Dec 2016	Sep 2017		Dec 2016	Sep 2017
Non-current assets	4,519	6,398	Stockholders' equity	3,728	3,496
Intangible assets	494	1,760	attrib. to non-contr. interests	1,176	1,145
Property, plant & equipment	3,519	4,001	Non-current liabilities	4,516	4,559
Equity investments	0	0	Pension & post empl. provis.	1,249	1,506
Other investments	12	8	Other provisions	319	494
Other financial assets	19	19	Other financial liabilities	2,734	2,231
Deferred taxes	442	457	Tax liabilities	31	102
Other non-current assets	33	153	Other liabilities	93	97
			Deferred taxes	83	128
Current assets	5,358	3,967	Current liabilities	1,633	2,310
Inventories	1,429	1,692	Other provisions	406	514
Trade account receivables	1,088	1,345	Other financial liabilities	78	618
Other current financial assets	2,130	3	Trade accounts payable	889	901
Other current assets	316	391	Tax liabilities	44	70
Near cash assets	40	0	Other liabilities	216	207
Cash and cash equivalents	355	536			
Total assets	9,877	10,365	Total equity & liabilities	9,877	10,365

- Acquisition of Chemtura in April 2017 main driver of changes in most balance sheet items
- €500 m bond due in May 2018 reclassified from non-current to current financial liabilities

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Appendix

Housekeeping items

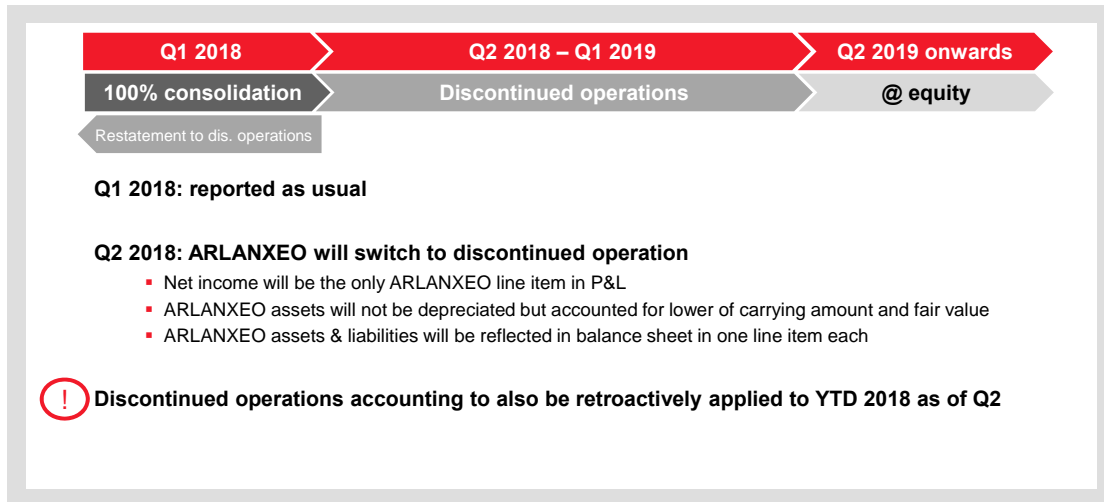
Additional financial expectations	
▪ Capex 2017:	~€550-600 m (thereof ~€150 m ARLANXEO)
▪ Operational D&A 2017:	~€580-590 m (thereof ~€220 m ARLANXEO)
▪ Reconciliation 2017:	~€170 m EBITDA pre incl. hedging
▪ Tax rate:	Mid-term: 30-35% (for New LANXESS)
▪ FX sensitivity:	Including Chemtura, excl. ARLANXEO: 1 cent change of USD/EUR ~€7 m EBITDA pre impact before hedging

Please note:

- From Q2 2018 onwards, ARLANXEO will be shown as “discontinued operations” with a restatement of FY 2017 and FY 2018 end of June 2018
- From Q2 2019 onwards, ARLANXEO will be accounted for “at equity”
- IFRS 16 will be applied from January 1st 2019 onwards

At USD/EUR ~1.16 for Q4 2017

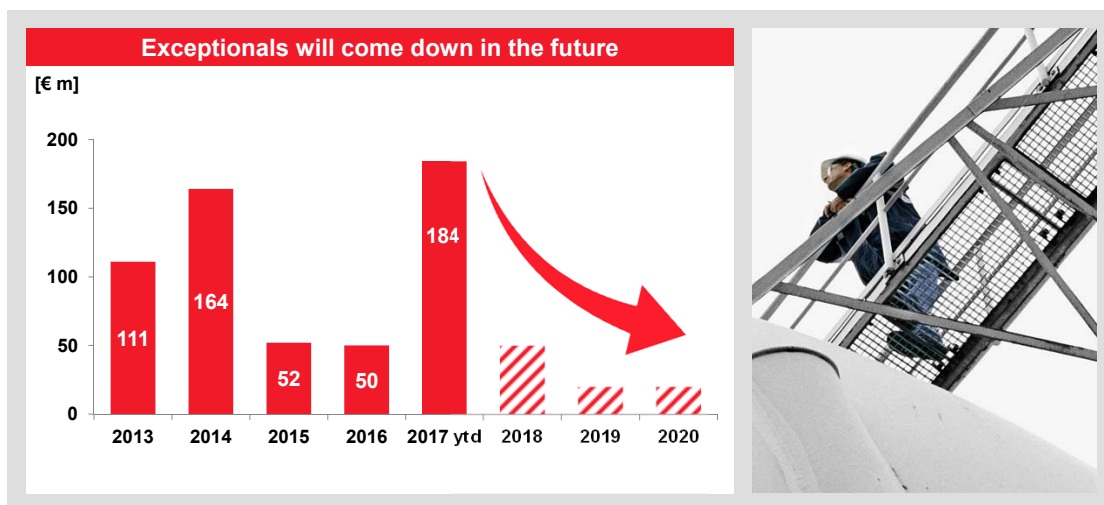
Details on accounting for discontinued operations of ARL



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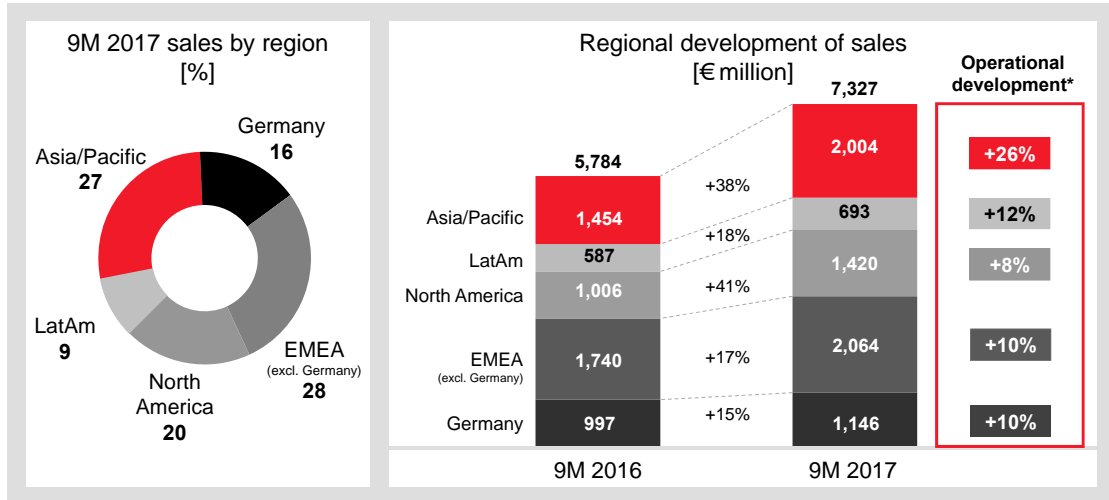
Majority of exceptionals for realignment and Chemtura integration already digested



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9M 2017: Chemtura acquisition spurs growth in North America – underlying growth in all regions

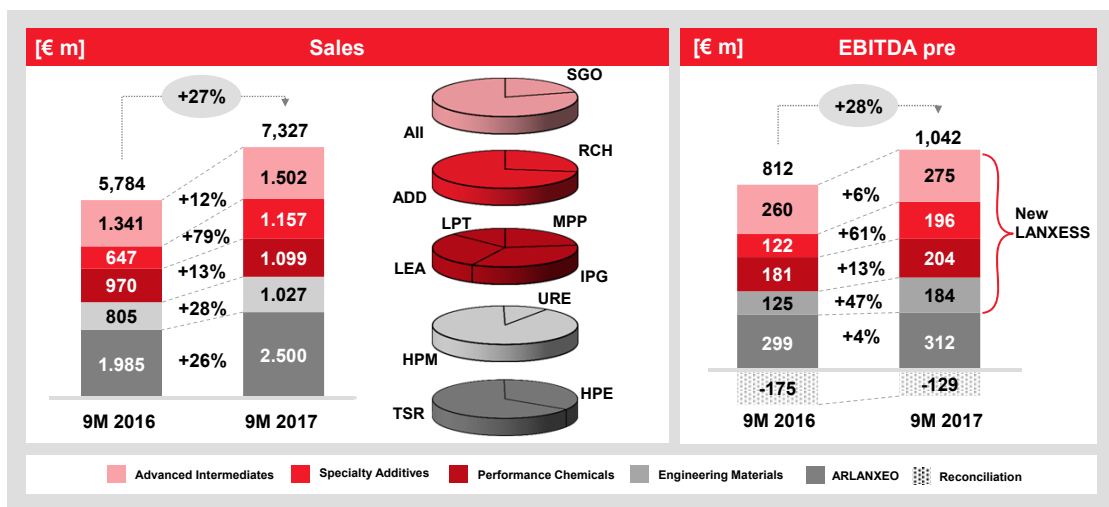


* Currency and portfolio adjusted

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9M 2017: Increasing top and bottom line

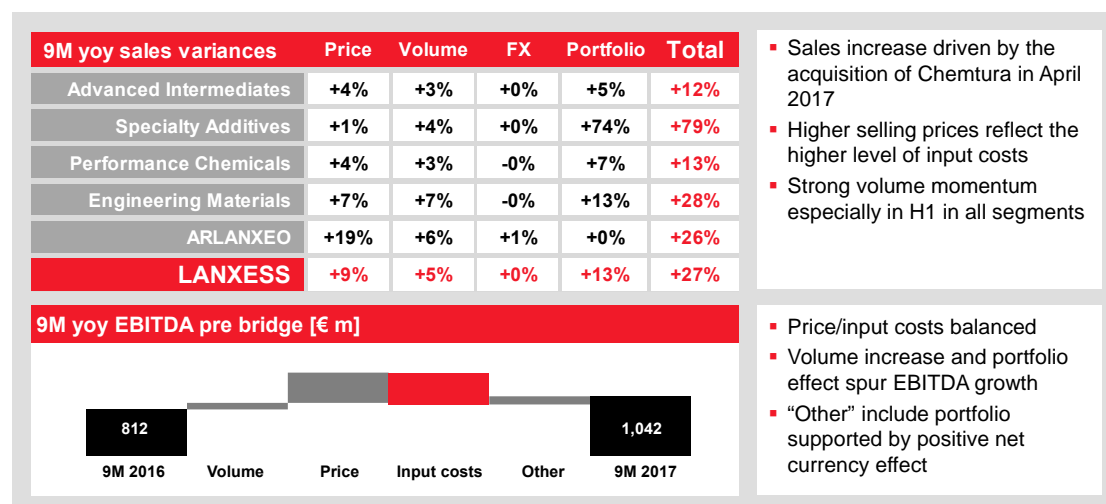


Total group sales including reconciliation

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9M 2017: A year of organic and external growth



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9M 2017 financial overview: Financials reflect positive impact of Chemtura acquisition – deleveraging well on track

[€ m]	9M 2016	9M 2017	yoy in %
Sales	5,784	7,327	27%
EBITDA pre	812	1,042	28%
margin	14.0%	14.2%	
EPS	2.08	1.49	-28%
EPS pre*	2.45	3.70	51%
Capex	228	287	26%
[€ m]	31.12.2016	30.09.2017	Δ %
Net financial debt**	269	2,277	>100%
Net working capital	1,628	2,136	31%
ROCE***	6.9%	9.9%	

- Significant sales and EBITDA increase due to Chemtura acquisition and higher volumes
- Strong EPS pre improvement reflecting first results of realignment
- Net financial debt increase driven by Chemtura acquisition worth €2.4 bn, mitigated by strong cash generation
- ROCE improvement on the back of realignment efforts and acquired businesses

* net of exceptionals and amortization of intangible assets as well as attributable tax effects

** after deduction of current financial assets

34 *** Based on last twelve months for EBIT pre, 2017 calculated incl. Chemtura EBIT pre pro forma based on 2016 earnings

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9M 2017: Chemtura acquisition and strong operating performance drive all line items

[€ m]	9M 2016	9M 2017	yoy in %	
Sales	5,784 (100%)	7,327 (100%)	27%	<ul style="list-style-type: none"> Strong sales increase due to Chemtura acquisition and higher volumes Cost of sales driven by higher raw material and energy costs Non-controlling interests reflect ARLANXEO result EBIT and net income impacted by Chemtura integration and realignment expenses
Cost of sales	-4,400 (-76%)	-5,664 (-77%)	-29%	
Selling	-577 (-10%)	-697 (-10%)	-21%	
G&A	-212 (-4%)	-259 (-4%)	-22%	
R&D	-96 (-2%)	-112 (-2%)	-17%	
EBIT	429 (7%)	385 (5%)	-10%	
Non-controlling interests	6 (0%)	37 (1%)	>100%	
Net Income	190 (3%)	136 (2%)	-28%	
EPS pre*	2.45	3.70	51%	
EBITDA	783 (14%)	858 (12%)	10%	
thereof exceptionals	-29 (-1%)	-184 (-3%)	>100%	
EBITDA pre exceptionals	812 (14%)	1,042 (14.2%)	28%	

On track to record FY results

* net of exceptionals and amortization of intangible assets as well as attributable tax effects

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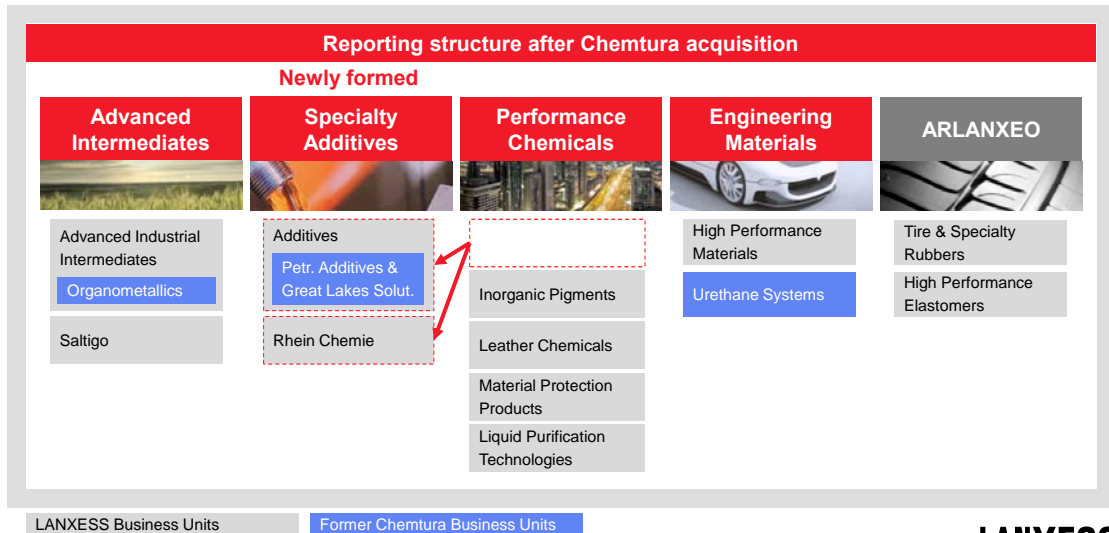
9M 2017: Stable operating cash flow

[€ m]	9M 2016	9M 2017	
Profit before tax	341	314	<ul style="list-style-type: none"> Profit before tax burdened by exceptional items D&A higher due to risen asset base (Chemtura acquisition) Changes in other assets and liabilities mirror provision building for variable compensation and realignment Investing cash flow reflects the acquisition of Chemtura Financing cash flow in 2016 includes cash-in from Saudi Aramco (50% stake in ARLANXEO; 2017 reflects early redemption of Chemtura bond)
Depreciation & amortization	354	473	
Financial (gain) losses	42	18	
Cash tax payments/refunds	-98	-152	
Changes in other assets and liabilities	96	118	
Operating cash flow before changes in WC	735	771	
Changes in working capital	-203	-236	
Operating cash flow	532	535	
Investing cash flow	-1.095	155	
Thereof capex	-228	-287	
Thereof M&A	-198	-1.782	
Thereof cash inflows from/cash outflows for financial assets	-481	2.166	
Thereof CTA funding & Chemours C&D acquisition	-200	0	
Financing cash flow	714	-501	

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LANXESS has formed five strong segments



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Phase II: progressing faster – ~€20 m savings pulled forward from 2017 to 2016

Detailed table to summarize financial impact of restructuring Phase II

	2015	2016	2017	2018	2019	Total
[€ m] P&L expense (OTC)	-60	-30	-10			~100
[€ m] Cash-out (OTC)	-5	-50	-20	-15		~90
[€ m] Capital Invest			by 2019			~140
[€ m] Cost reduction	-10	-20	-40	-40	-40	~150

~€20 m (highlighted in green box and arrow pointing from 2017 to 2016)

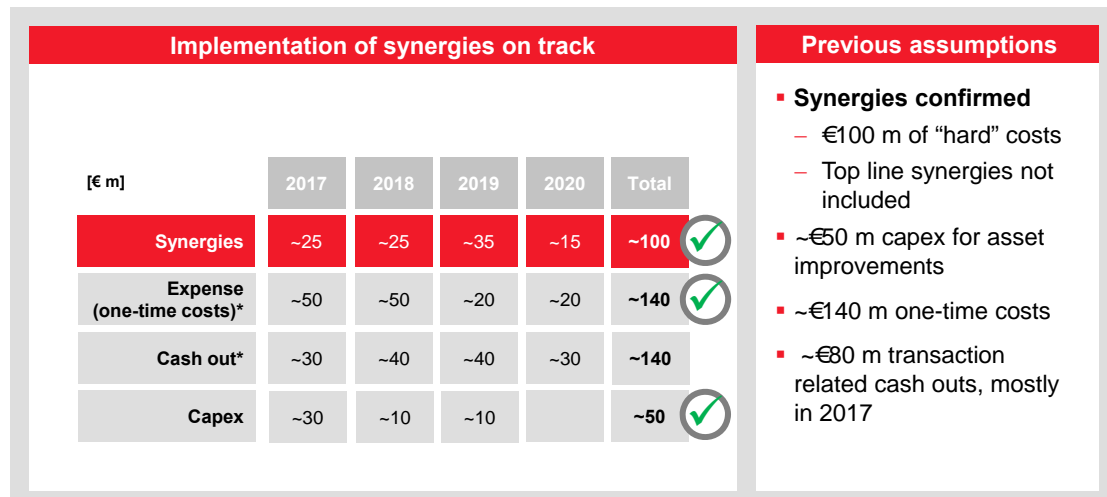
Thereof ~€20 m already realized in 2016 (highlighted in green box)

Includes €20 m savings from the EPDM and Nd-PBR reconfiguration already communicated in March 2015 / OTCs include -€55 m already communicated and booked in 2015 (Marl / Nd-PBR reconfiguration) / OTC = one-time-costs booked as exceptionals

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Bottom-up analysis confirms former synergy targets

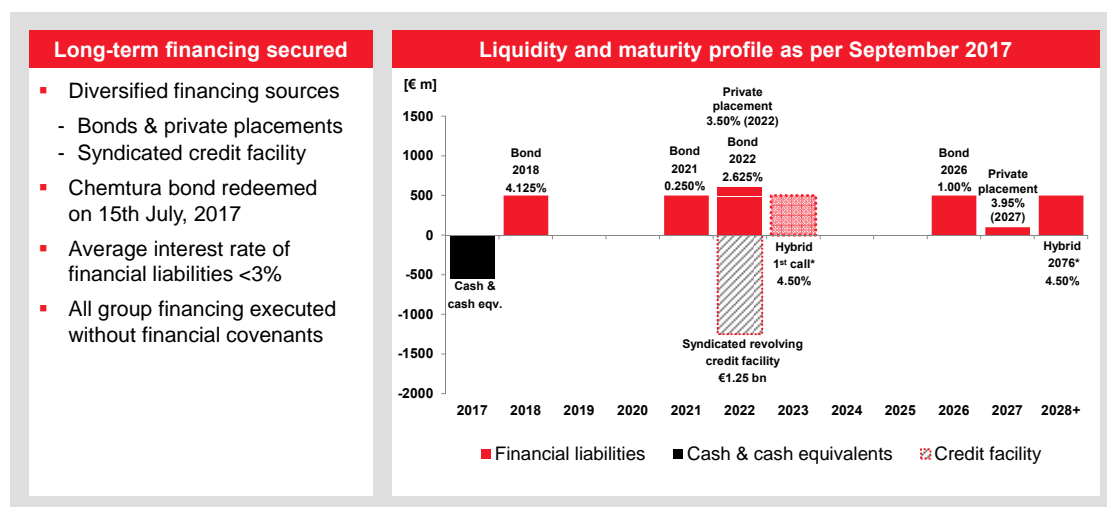


* excluding ~€80 m transaction related charges

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Maturity profile actively managed and well balanced

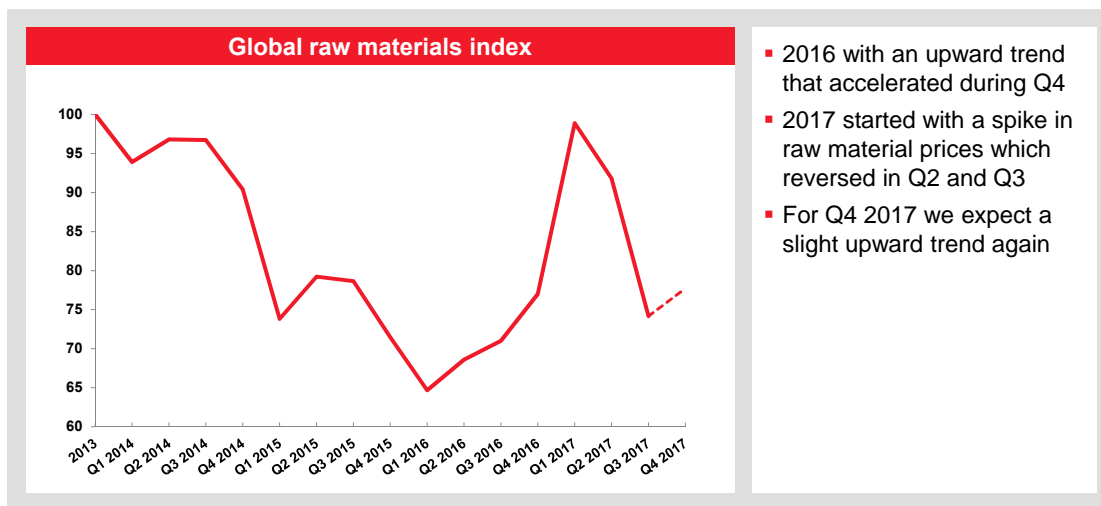


* Hybrid bond with contractual maturity date in 2076 has a first optional call date in 2023.

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High volatility in raw material prices



LANXESS excluding Chemtura businesses, average 2013 = 100%.

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Overview exceptional items Q3 and 9M 2017

[€ m]	Q3 2016		Q3 2017		9M 2016		9M 2017	
	Excep.	Thereof D&A	Excep.	Thereof D&A	Excep.	Thereof D&A	Excep.	Thereof D&A
Advanced Intermediates	0	0	0	0	0	0	3	0
Specialty Additives	0	0	46	29	0	0	103	35
Performance Chemicals	0	0	0	0	0	0	70	6
Engineering Materials	0	0	0	0	0	0	13	1
ARLANXEO	0	0	0	0	0	0	-1	0
Reconciliation	16	0	15	0	29	0	38	0
Total	16	0	61	29	29	0	226	42

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Upcoming events 2017/2018

Proactive capital market communication		
▪ Deutsches Eigenkapitalforum 2017	November 28	Frankfurt
▪ HSBC Vienna Day	November 30	Vienna
▪ Berenberg European Corporate Conference	December 4	Pennyhill
▪ Commerzbank German Investment Seminar	January 9/10	New York
▪ Oddo Forum 2018	January 11/12	Lyon
▪ KeplerCheuvreux / UniCredit German Corporate Conference	January 15/16	Frankfurt
▪ HSBC SRI Sustainability Conference	February 6	Frankfurt
▪ FY 2017 results	March 15	
▪ Q1 2018 results	May 9	
▪ Annual General Meeting 2018	May 15	Cologne
▪ Q2 2018 results	August 1	
▪ Q3 2018 results	November 8	

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