



LANXESS – FY 2017 results

Solid ending to a strong year

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Energizing Chemistry

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Agenda

- **Executive summary FY 2017 and Q4 2017**
- Business and financial details Q4 2017
- Back-up

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FY 2017: LANXESS delivers

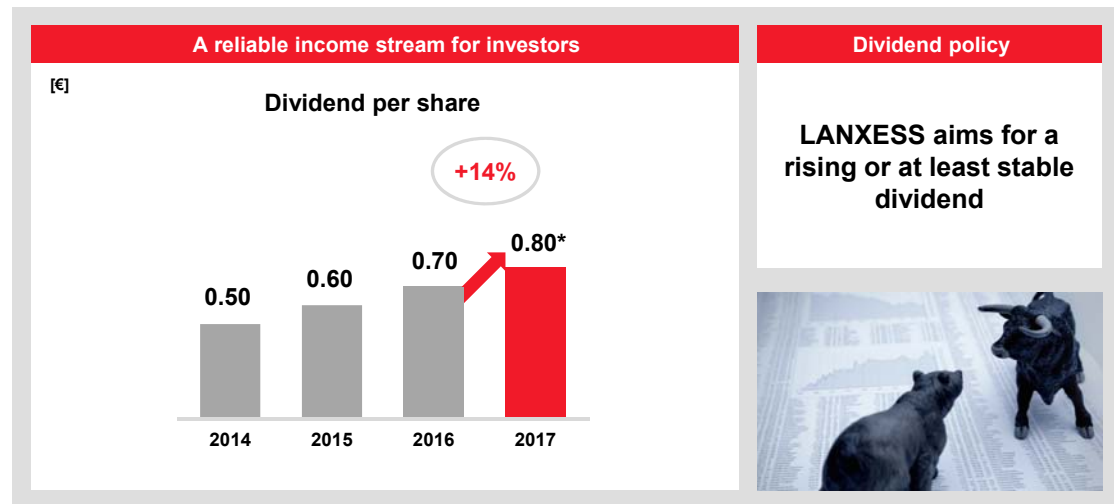
Strategic progress	Financial highlights
<ul style="list-style-type: none">▪ Chemtura: Closing of largest acquisition in LXS' history; operational integration completed, synergies on track▪ "Improvement" phase started (Chapter 2)<ul style="list-style-type: none">➢ Brownfield investments and debottleneckings initiated➢ Ongoing restructuring measures➢ Active portfolio management	<ul style="list-style-type: none">▪ EBITDA pre: 30% increase to €1,290 m▪ EBITDA pre margin: increase to 13.3% (+0.4 percentage points)▪ EPS pre*: increase of 54% to €4.14▪ Net financial debt: increase to €2,252 m due to Chemtura acquisition; deleveraging ahead of plan
Substantial strategic transformation	Record financials despite agro/rubber trough

* Net of exceptionals and amortization of intangible assets as well as attributable tax effects as well as non-recurring earnings effects of the U.S. tax reform

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Shareholders participate in successful transformation

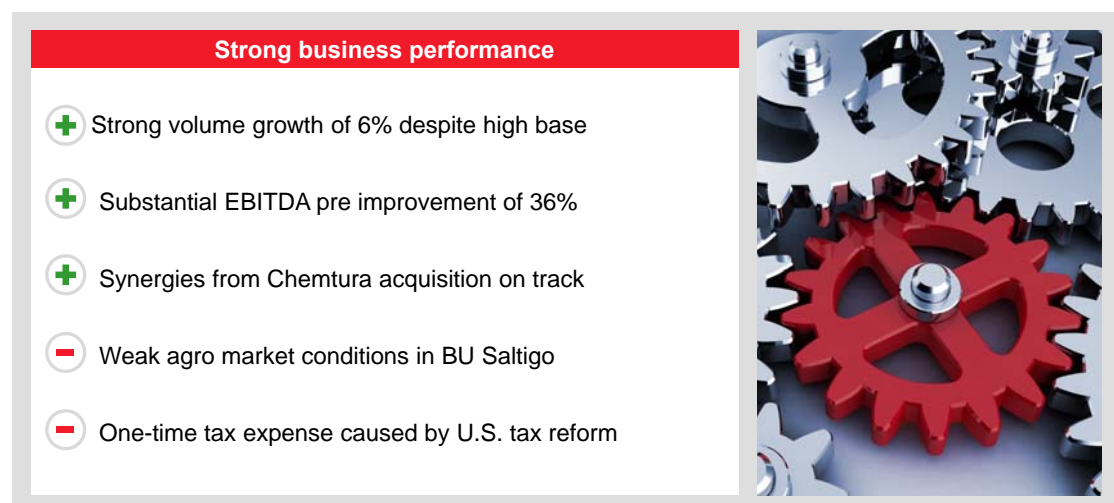


* To be proposed to the Annual General Meeting on May 15, 2018

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Q4 2017 highlights: A solid finish of a successful year – robust start to 2018



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Q4 2017 financial overview: Operational strength and progressing integration of Chemtura drive results

[€ m]	Q4 2016	Q4 2017	yoy in %
Sales	1,915	2,337	22%
EBITDA pre	183	248	36%
margin	9.6%	10.6%	
EPS	0.02	-0.54	n.m.
EPS pre*	0.24	0.44	83%
Capex	211	260	23%
[€ m]	31.12.2016	31.12.2017	Δ %
Net financial debt**	269	2,252	>100%
Net working capital	1,628	1,948	20%
ROCE***	6.9%	9.3%	

- Substantial sales increase driven by acquisition and strong volume growth
- EBITDA pre and margin increase driven by higher volumes, Chemtura acquisition and synergies
- EPS burdened by one-time effect from U.S. tax reform
- Net working capital and net financial debt increase vs PY due to Chemtura acquisition in Q2, but deleveraging ahead of plan

* Net of exceptionals and amortization of intangible assets as well as attributable tax effects as well as non-recurring earnings effects of the U.S. tax reform

** After deduction of current financial assets in 2016

*** 2017 incl. Chemtura EBIT pre since Closing on 21. April 2017

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Q4 2017 segment performance (1): Positive volume development in all segments, partly offset by currency

Advanced Intermediates					Specialty Additives					Performance Chemicals				
Price	Volume	FX	Portfolio	Total	Price	Volume	FX	Portfolio	Total	Price	Volume	FX	Portfolio	Total
+7%	+5%	-3%	+9%	+17%	-1%	+12%	-5%	+124%	+130%	+2%	+7%	-5%	-2%	+2%
<ul style="list-style-type: none"> Solid volume development in BU All Ongoing weak demand from agro customers Organometallics with dilutive effect and multiple unplanned outages weigh on EBITDA pre and margin Negative FX impact on sales and EBITDA pre 					<ul style="list-style-type: none"> Earnings increase driven by acquired additives business Strong volumes in both BUs Margin improvement driven by BU ADD despite only partial pass-through of higher raws in Lubricants Sales and EBITDA pre burdened by negative FX effects 					<ul style="list-style-type: none"> Volume increase in all BUs; strongest growth in BUs MPP and LPT Divestiture of chlorine dioxide business shown in portfolio effect EBITDA pre and margin driven by strong volume and higher utilization, partly offset by currency effects 				
[€ m]	Q4'16	Q4'17			[€ m]	Q4'16	Q4'17			[€ m]	Q4'16	Q4'17		
Sales	401	468			Sales	194	447			Sales	331	339		
EBITDA pre	66	60			EBITDA pre	29	71			EBITDA pre	42	48		
Margin	16%	13%			Margin	15%	16%			Margin	13%	14%		

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Q4 2017 segment performance (2): Ongoing strong demand in Engineering Materials – ARLANXEO impacted by currency

Engineering Materials				ARLANXEO			
Price	Volume	FX	Portfolio	Price	Volume	FX	Portfolio
+10%	+5%	-3%	+23%	+3%	+4%	-7%	-
Total			+35%	Total			+1%

<ul style="list-style-type: none"> Good volume growth; price adjustments due to higher raw materials Portfolio effect driven by acquired urethanes business Burden on BU URE due to MDI / TDI shortage EBITDA margin burdened by major capro turnaround in Antwerp (BU HPM) and weak U.S. dollar 	<ul style="list-style-type: none"> Successful management of raw material cost pass-through and higher volumes in BU TSR Pressure on EPDM margins (BU HPE) remains Stable earnings despite weak U.S. dollar
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[€ m]	Q4'16	Q4'17	[€ m]	Q4'16	Q4'17
Sales	251	339	Sales	725	730
EBITDA pre	34	35	EBITDA pre	74	73
Margin	14%	10%	Margin	10%	10%



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Ongoing positive macro trends expected, however with intense U.S. dollar headwind

Macro economic trends 2018	<ul style="list-style-type: none"> North America with continued growth Europe further improving Asia continues solid growth momentum Growth in Latin America expected to improve 	
LANXESS FY 2018	<ul style="list-style-type: none"> ARLANXEO to be shown as discontinued operations New LANXESS EBITDA pre FY 2018 expected slightly above previous year (~€925 m), including substantial FX burden around current EUR / USD levels 	
LANXESS Q1 2018	<ul style="list-style-type: none"> First Q1 contribution of Chemtura Good start in Q1 	

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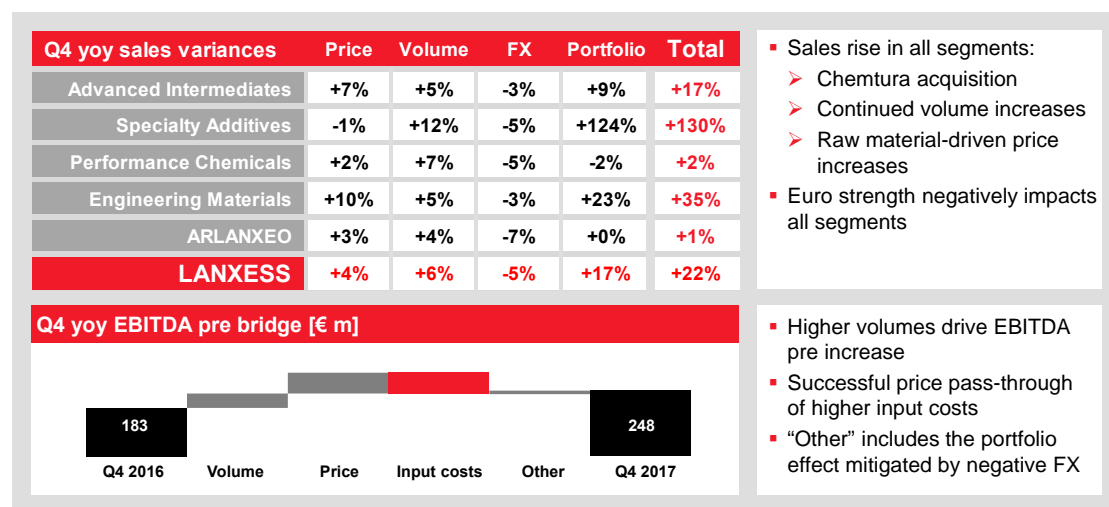
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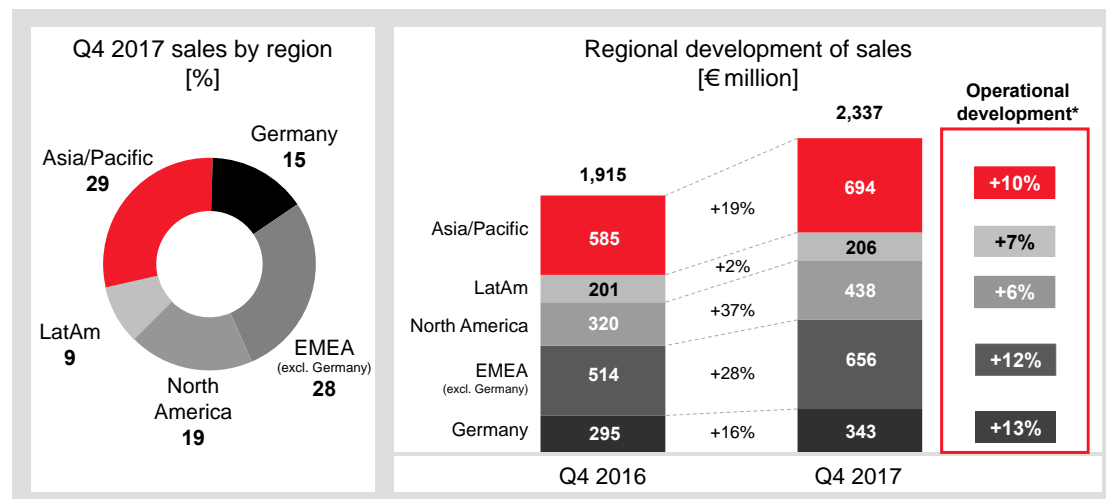
Q4 2017: Strong volume growth on top of portfolio effect



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Q4 2017: All regions with strong operational development plus portfolio effect especially in North America and EMEA



* Currency and portfolio adjusted

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Q4 2017: Improved earnings due to Chemtura acquisition and successful price pass-through

[€ m]	Q4 2016	Q4 2017	yoy in %	
Sales	1,915 (100%)	2,337 (100%)	22%	<ul style="list-style-type: none"> Sales benefit from joint price and volume increase Cost of sales increase disproportionately less than sales due to portfolio effect and higher utilization SG&A stable relative to sales, absolute increase due to portfolio effect Net income impacted by one-time effect from U.S. tax reform Exceptionals mainly driven by restructuring as well as Chemtura integration
Cost of sales	-1,545 (-81%)	-1,855 (-79%)	-20%	
Selling	-204 (-11%)	-256 (-11%)	-25%	
G&A	-91 (-5%)	-123 (-5%)	-35%	
R&D	-35 (-2%)	-33 (-1%)	6%	
EBIT	35 (2%)	49 (2%)	40%	
Non-controlling interests	-3 (0%)	0 (0%)	-100%	
Net Income	2 (0%)	-49 (-2%)	n.m.	
EPS pre*	0.24	0.44	83%	
EBITDA	162 (8%)	214 (9%)	32%	
thereof exceptionals	-21 (-1%)	-34 (-1%)	62%	
EBITDA pre exceptionals	183 (9.6%)	248 (10.6%)	36%	

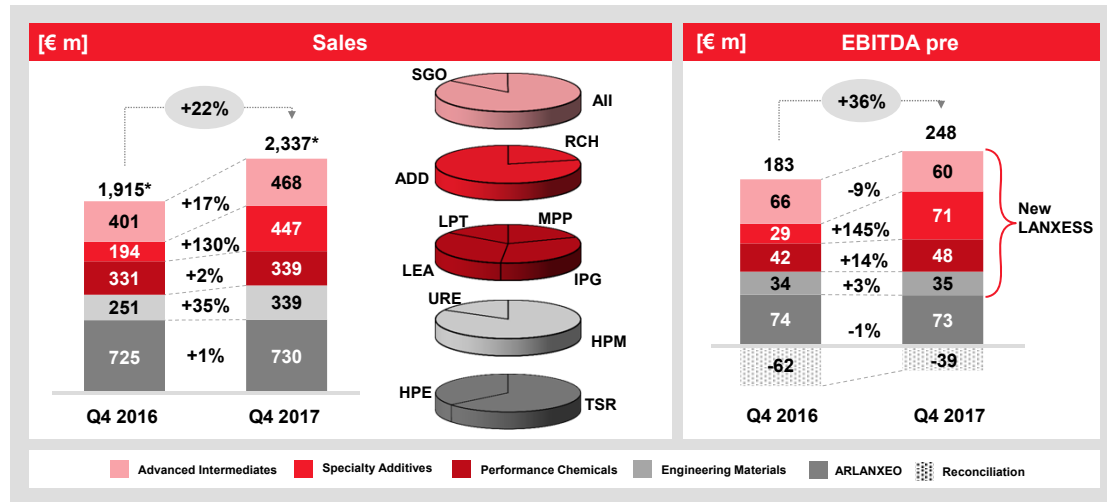
A further good quarter with improved profitability

* Net of exceptionals and amortization of intangible assets as well as attributable tax effects as well as non-recurring earnings effects of the U.S. tax reform

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Q4 2017: EBITDA pre increase driven by NEW LANXESS segments

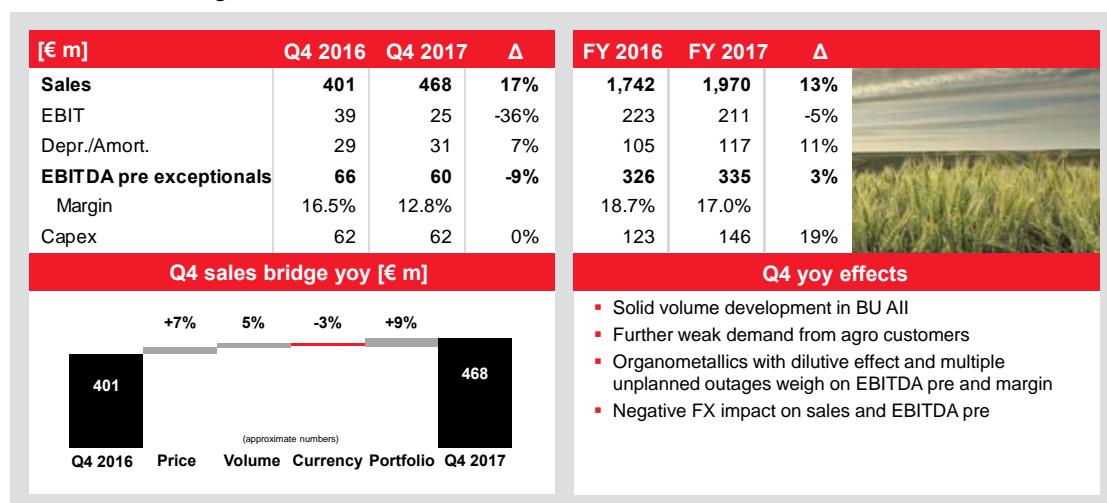


* Total group sales including reconciliation

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Advanced Intermediates: Solid volume growth, however burdened by one-time effects



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Specialty Additives: Operational integration of Chemtura business completed

[€ m]	Q4 2016	Q4 2017	Δ	FY 2016	FY 2017	Δ
Sales	194	447	>100%	841	1,604	91%
EBIT	22	26	18%	123	56	-54%
Depr./Amort.	7	38	>100%	28	136	>100%
EBITDA pre exceptionals	29	71	>100%	151	267	77%
Margin	14.9%	15.9%		18.0%	16.6%	
Capex	17	40	>100%	42	83	98%

Q4 sales bridge yoy [€ m]						
Q4 2016	Price	Volume	Currency	Portfolio	Q4 2017	
194	-1%	+12%	-5%	+124%	447	
(approximate numbers)						

Q4 yoy effects						
<ul style="list-style-type: none"> Sales and EBITDA pre increase mainly driven by acquired additives business Strong underlying volumes in BU ADD and BU RCH Margin improvement in Q4 driven by former Chemtura business (portfolio effect) despite only partial price pass-through of higher raw material costs in lubricants FX negatively impacts sales and EBITDA 						

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Performance Chemicals: Positioning of all business units further improved

[€ m]	Q4 2016	Q4 2017	Δ	FY 2016	FY 2017	Δ
Sales	331	339	2%	1,301	1,438	11%
EBIT	20	31	55%	154	108	-30%
Depr./Amort.	19	19	0%	66	82	24%
EBITDA pre exceptionals	42	48	14%	223	252	13%
Margin	12.7%	14.2%		17.1%	17.5%	
Capex	31	33	6%	76	74	-3%

Q4 sales bridge yoy [€ m]						
Q4 2016	Price	Volume	Currency	Portfolio	Q4 2017	
331	+2%	+7%	-5%	-2%	339	
(approximate numbers)						

Q4 yoy effects						
<ul style="list-style-type: none"> Volume increase in all BUs; strongest growth in BUs MPP and LPT Divestiture of chlorine dioxide business shown in portfolio effect EBITDA and margin driven by strong volume and higher utilization, partly offset by currency effects 						

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Engineering Materials: Stable results despite major turnaround

[€ m]	Q4 2016	Q4 2017	Δ	FY 2016	FY 2017	Δ
Sales	251	339	35%	1,056	1,366	29%
EBIT	22	19	-14%	114	151	32%
Depr./Amort.	12	16	33%	45	56	24%
EBITDA pre exceptionals	34	35	3%	159	219	38%
Margin	13.5%	10.3%		15.1%	16.0%	
Capex	31	42	35%	46	68	48%

Q4 sales bridge yoy [€ m]						
Q4 2016	Price	Volume	Currency	Portfolio	Q4 2017	
251	+10%	+5%	-3%	+23%	339	
(approximate numbers)						

Q4 yoy effects						
<ul style="list-style-type: none"> Good volume growth; price adjustments due to higher raw material prices Portfolio effect driven by acquired urethane business Urethane business negatively impacted by high raw material prices (MDI / TDI shortage) EBITDA pre at BU HPM burdened by major capro turnaround in Antwerp Weak U.S. dollar negatively impacts EBITDA pre 						



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ARLANXEO: Good quarter despite ongoing raw material volatilities and negative FX effects

[€ m]	Q4 2016	Q4 2017	Δ	FY 2016	FY 2017	Δ
Sales	725	730	1%	2,710	3,230	19%
EBIT	21	15	-29%	155	159	3%
Depr./Amort.	55	58	5%	220	227	3%
EBITDA pre exceptionals	74	73	-1%	373	385	3%
Margin	10.2%	10.0%		13.8%	11.9%	
Capex	66	65	-2%	138	149	8%

Q4 sales bridge yoy [€ m]						
Q4 2016	Price	Volume	Currency	Portfolio	Q4 2017	
725	+3%	+4%	-7%	+0%	730	
(approximate numbers)						

Q4 yoy effects						
<ul style="list-style-type: none"> Successful management of raw material cost pass-through Volume growth driven by BU TSR in Latin America, Europe and China Pressure on EPDM margins (BU HPE) remains Stable earnings despite weak U.S. dollar 						



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Q4 2017: Strong operating cash flow

[€ m]	Q4 2016	Q4 2017
Profit before tax	-2	11
Depreciation & amortization	127	165
Financial (gain) losses	14	21
Income taxes paid	-86	-31
Changes in other assets and liabilities	-52	2
Operating cash flow before changes in WC	1	169
Changes in working capital	156	164
Operating cash flow	157	333
Investing cash flow	-1,784	-322
Thereof capex	-211	-260
Financing cash flow	1,459	-7

- D&A higher due to portfolio effects
- Changes in other assets and liabilities driven by provision for variable compensation and restructuring
- Change in working capital driven by higher payables and seasonally lower stocks
- Change in financing and investing cash flow reflects acquisition finance in 2016

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Balance sheet mirrors Chemtura acquisition

[€ m]	Dec 2016	Dec 2017
Total assets	9,877	10,396
Equity (incl. non-controlling interest)	3,728	3,413
Equity ratio	38%	33%
Net financial debt (after deduction of current financial assets)	269	2,252
Near cash, cash & cash equivalents	395	588
Pension provisions	1,249	1,490
ROCE¹	6.9%	9.3%
Net working capital	1,628	1,948
DSI (in days) ²	67	65
DSO (in days) ³	51	51

- 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, mitigated by good free cash flow
- Deleveraging ahead of plan
- ROCE improvement due to investment of cash for acquisition
- Net working capital rises due to acquisition

¹ 2017 calculated incl. pro rata Chemtura EBIT pre

² Days sales of inventory calculated from quarterly sales

³ Days of sales outstanding calculated from quarterly sales

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Acquisition of Chemtura in April 2017 main driver of changes in most balance sheet items

[€ m]	Dec 2016	Dec 2017		Dec 2016	Dec 2017
Non-current assets	4,519	6,439	Stockholders' equity	3,728	3,413
Intangible assets	494	1,769	attrib. to non-contr. interests	1,176	1,126
Property, plant & equipment	3,519	4,059	Non-current liabilities	4,516	4,525
Equity investments	0	0	Pension & post empl. provis.	1,249	1,490
Other investments	12	9	Other provisions	319	460
Other financial assets	19	20	Other financial liabilities	2,734	2,242
Deferred taxes	442	442	Tax liabilities	31	119
Other non-current assets	33	140	Other liabilities	93	99
			Deferred taxes	83	113
Current assets	5,358	3,957	Current liabilities	1,633	2,458
Inventories	1,429	1,680	Other provisions	406	525
Trade account receivables	1,088	1,316	Other financial liabilities	78	633
Other current financial assets	2,130	7	Trade accounts payable	889	1,048
Other current assets	316	366	Tax liabilities	44	61
Near cash assets	40	50	Other liabilities	216	191
Cash and cash equivalents	355	538			
Total assets	9,877	10,396	Total equity & liabilities	9,877	10,396

▪ Other current financial assets reflect payment for Chemtura acquisition

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Appendix

Housekeeping items – New LANXESS (excluding ARLANXEO)

New LANXESS financial expectations	
▪ Capex 2018:	€430 m - €470 m
▪ Operational D&A 2018:	~€400 m
▪ Reconciliation 2018:	around previous year level (~€150 m)
▪ Tax rate:	lower end of 30% - 35%
▪ FX sensitivity:	one cent change of USD/EUR ~€7 m EBITDA pre impact before hedging
▪ LLA -Phase II savings:	around €20 m in 2018 and 2019 each



- As of Q2 2018: ARLANXEO as “discontinued operations” with a restatement of 2017 and 2018 YTD figures
- As of Q2 2019: ARLANXEO accounted for “at equity”
- IFRS 15 will be applied from January 1st 2018 onwards, no material impact on results expected

Expected effects of the U.S. tax reform

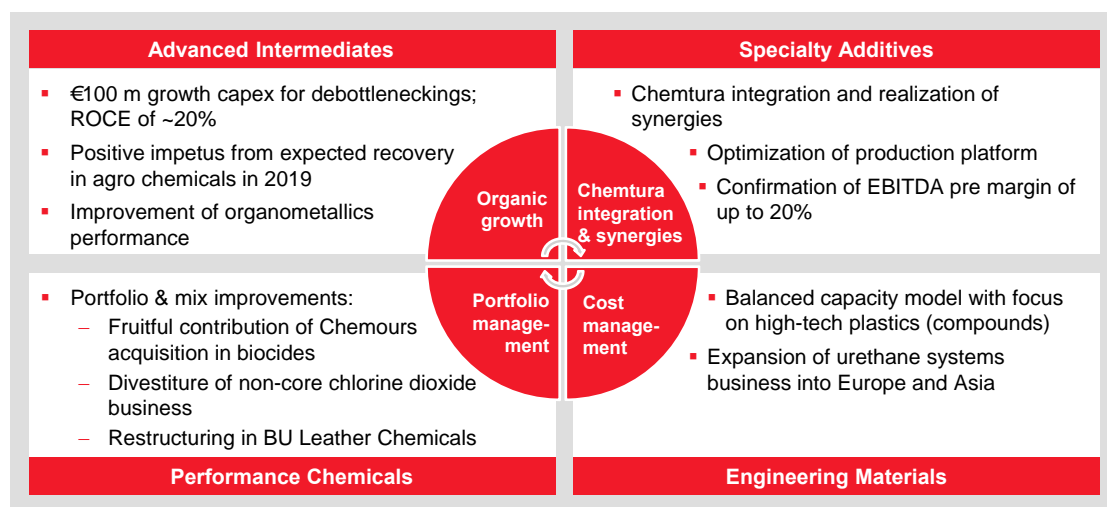
Tax change in the U.S.	Corporate income tax	Mandatory repatriation tax
Characteristics and effects of tax measure on LANXESS	<ul style="list-style-type: none"> Decrease of corporate income tax rate from 35% to 21% Positive P&L and cash effect for every future year 	<ul style="list-style-type: none"> 8% / 15.5% tax rate on accumulated post-1986 foreign earnings Exceptional tax expense of ~€50 m on reported net income / EPS in Q4 2017*, cash-out in next 8 years No impact on EPS pre No impact on cash in 2017
Results for LANXESS	<ul style="list-style-type: none"> Net positive cash effect of mandatory repatriation and lower corporate income tax Tax guidance: Adjustment of expectation <u>to the lower</u> end of the mid-term 30-35% tax rate for New LANXESS 	

* Based on current knowledge and interpretation

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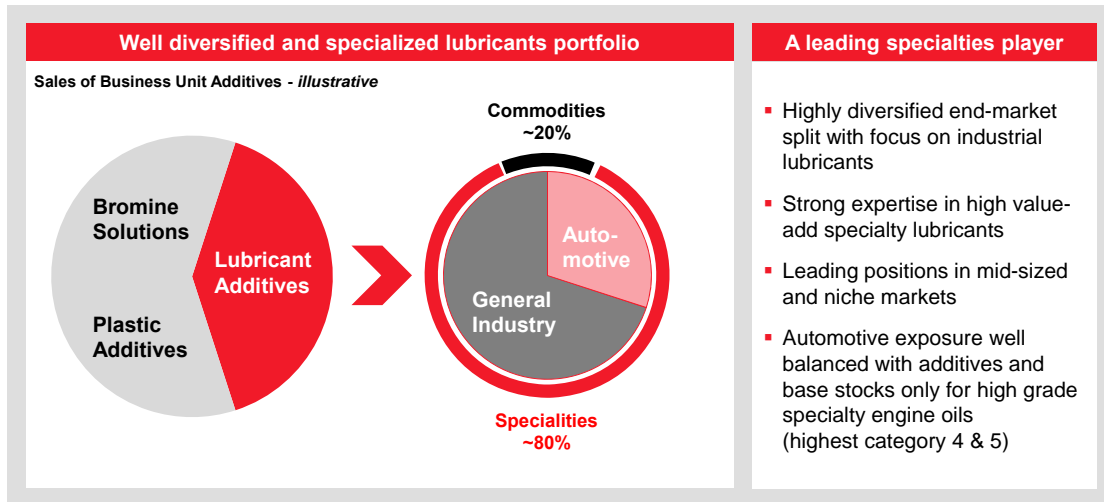
Further short- to mid-term measures to strengthen platform and increase value



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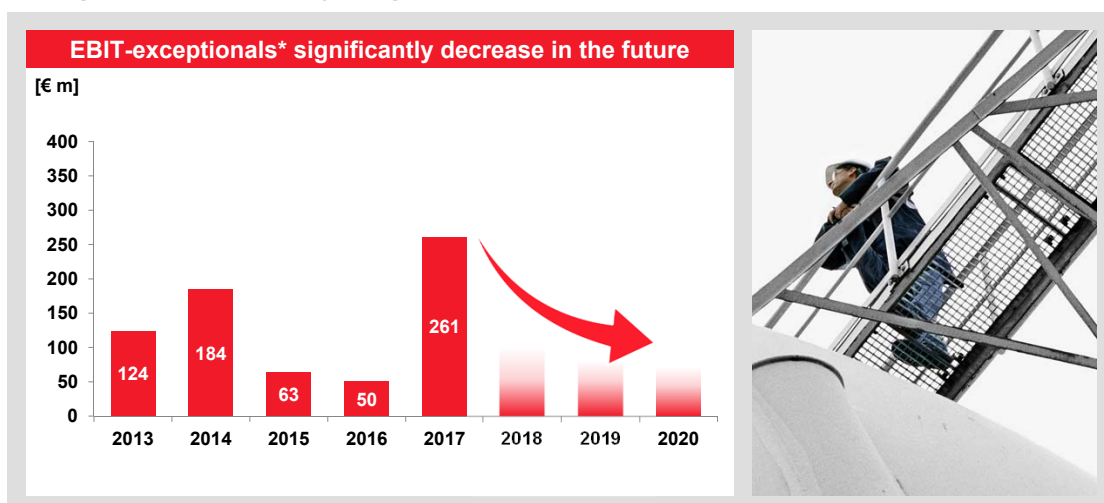
Business Unit Additives with strong focus on high value-add industrial lubricant solutions



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Majority of exceptionals for realignment and Chemtura integration already digested

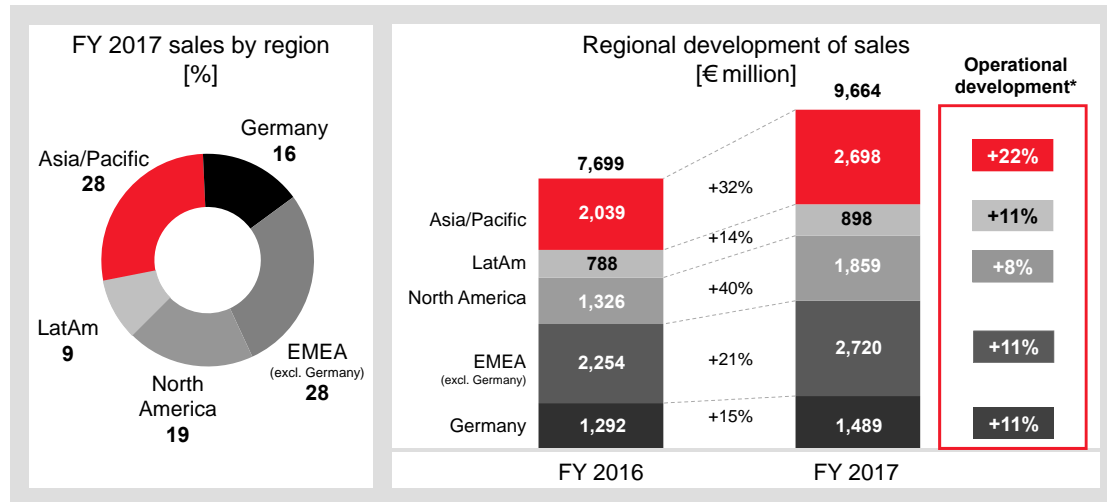


* excluding impairment charges/reversals

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FY 2017: Strong operational development in all regions in addition to portfolio effect of Chemtura acquisition

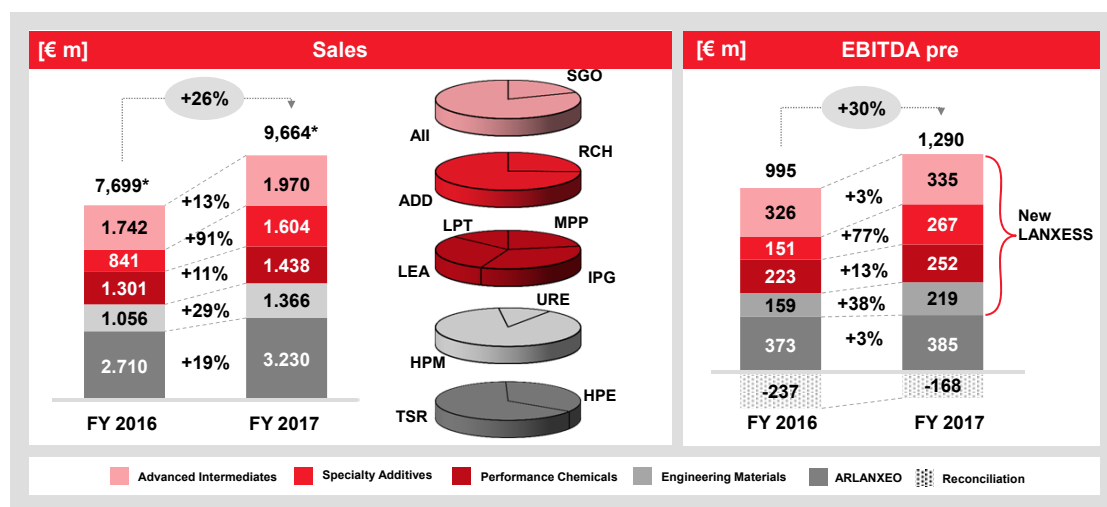


* Currency and portfolio adjusted

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FY 2017: Increasing top line and profitability

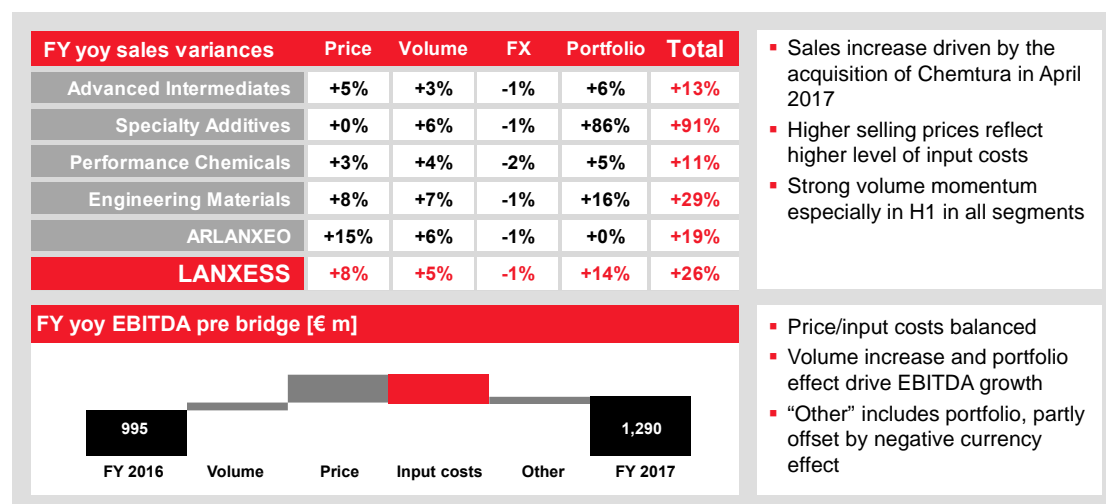


* Total group sales including reconciliation

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FY 2017: A year of organic and external growth



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FY 2017 financial overview: KPIs reflect sound business performance and Chemtura acquisition

	FY 2016	FY 2017	yoy in %
Sales	7,699	9,664	26%
EBITDA pre	995	1,290	30%
margin	12.9%	13.3%	
EPS	2.10	0.95	-55%
EPS pre*	2.69	4.14	54%
Capex	439	547	25%
[€ m]	31.12.2016	31.12.2017	Δ %
Net financial debt**	269	2,252	>100%
Net working capital	1,628	1,948	20%
ROCE***	6.9%	9.3%	

- Chemtura acquisition, higher volumes and better utilization drive significant sales and EBITDA growth
- Profitability improved despite inflationary raw material environment
- EPS impacted by exceptionals (integration costs, U.S. tax reform)
- Net financial debt increase due to Chemtura acquisition, mitigated by good free cash flow
- ROCE improvement due to investment of cash for acquisition

* Net of exceptionals and amortization of intangible assets as well as attributable tax effects as well as non-recurring earnings effects of the U.S. tax reform

** After deduction of current financial assets

*** 2017 incl. Chemtura EBITpre since Closing on 21. April 2017

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

[€ m]	FY 2016		FY 2017		yoy in %
Sales	7,699	(100%)	9,664	(100%)	26%
Cost of sales	-5,945	(-77%)	-7,519	(-78%)	-26%
Selling	-781	(-10%)	-953	(-10%)	-22%
G&A	-303	(-4%)	-382	(-4%)	-26%
R&D	-131	(-2%)	-145	(-2%)	-11%
EBIT	464	(6%)	434	(4%)	-6%
Non-controlling interests	3	(0%)	37	(0%)	>100%
Net Income	192	(2%)	87	(1%)	-55%
EPS pre*	2.69		4.14		54%
EBITDA	945	(12%)	1,072	(11%)	13%
thereof exceptionals	50	(1%)	218	(2%)	>100%
EBITDA pre exceptionals	995	(12.9%)	1,290	(13.3%)	30%

Successful year 2017

* Net of exceptionals and amortization of intangible assets as well as attributable tax effects as well as non-recurring earnings effects of the U.S. tax reform

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FY 2017: Strong operating cash flow

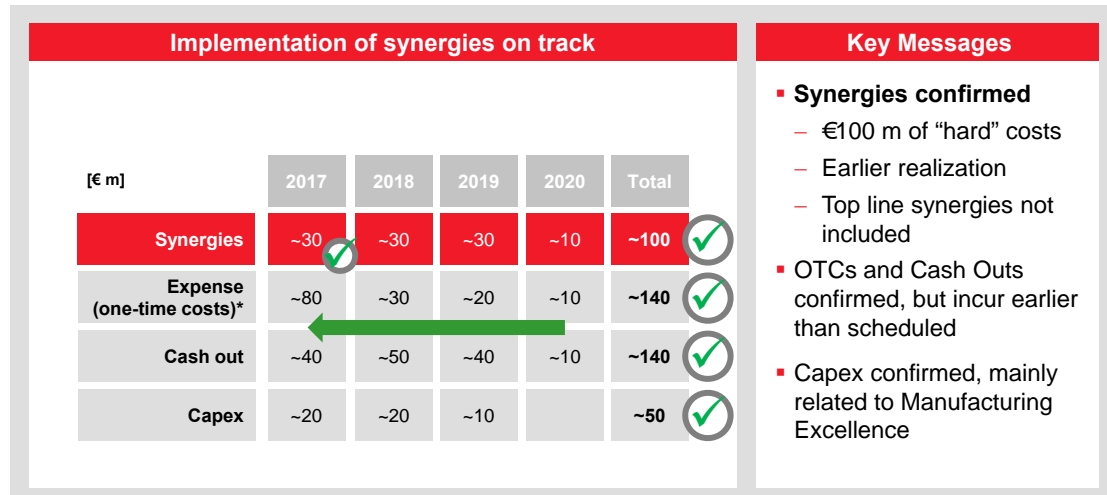
[€ m]	FY 2016	FY 2017
Profit before tax	339	325
Depreciation & amortization	481	638
Financial (gain) losses	56	39
Cash tax payments/refunds	-184	-183
Changes in other assets and liabilities	44	121
Operating cash flow before changes in WC	736	940
Changes in working capital	-47	-72
Operating cash flow	689	868
Investing cash flow	-2,879	-167
Thereof capex	-439	-547
Thereof M&A	-198	-1,803
Thereof cash inflows from/cash outflows for financial assets	-2,059	2,116
Thereof CTA funding & Chemours C&D acquisition	-200	0
Financing cash flow	2,173	-508

- Profit before tax burdened by exceptional items
- D&A higher due to risen asset base (Chemtura acquisition)
- Changes in other assets and liabilities driven by provision for variable compensation and restructuring
- Investing cash flow contains effects from Chemtura acquist.
- Financing cash flow in 2016 includes cash-in from Aramco and Chemtura acquisition financing; 2017 reflects early redemption of Chemtura bond

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Chemtura synergies confirmed. Phasing of synergies, OTCs and cash outs brought forward

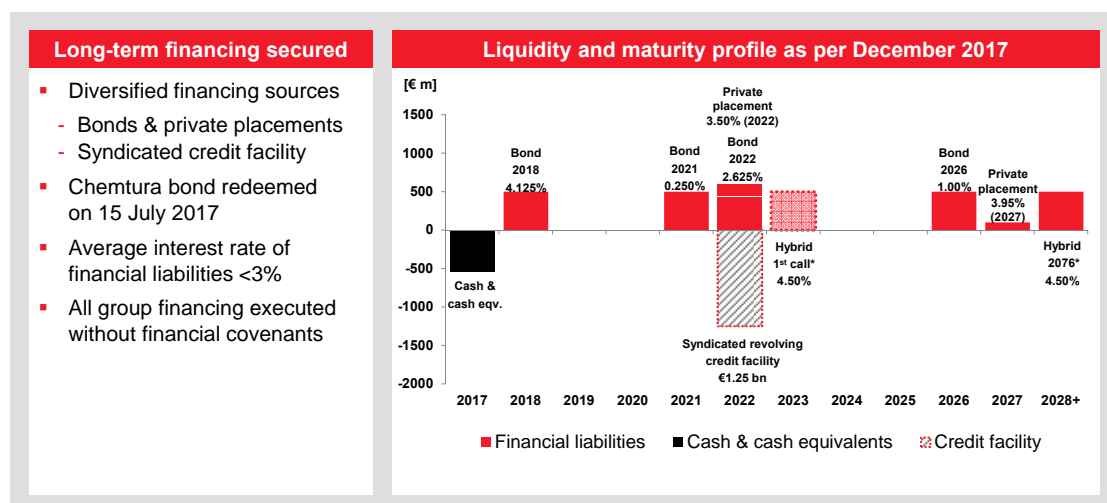


* Does not include ~€65 m PPA charges from inventory step-up in opening balance sheet. Transaction related charges were recognized in opening balance sheet

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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.

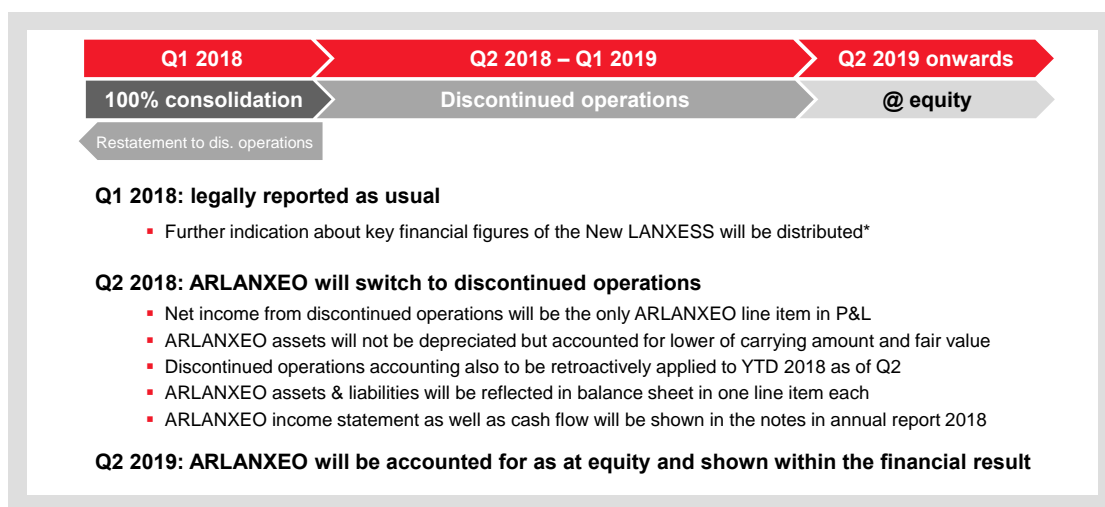
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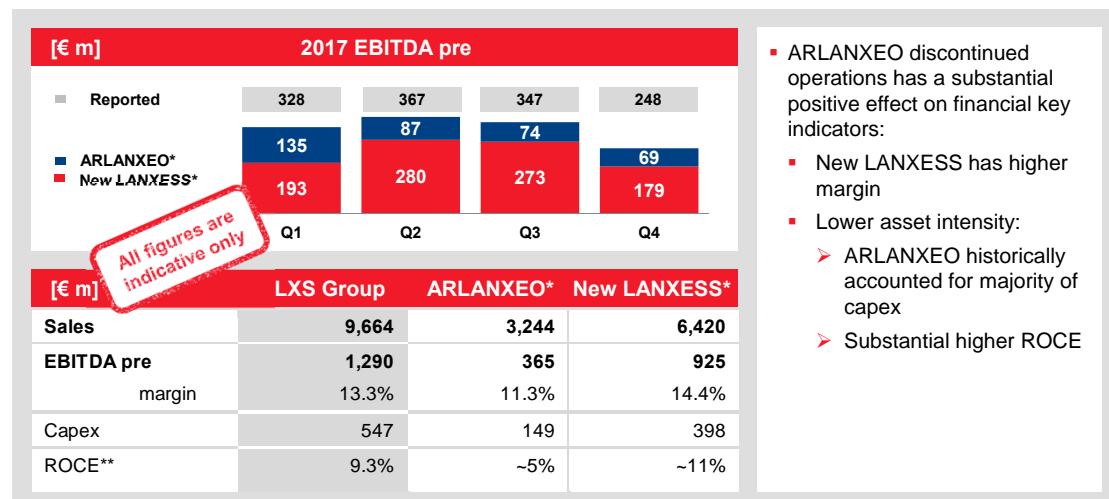
Backup – ARLANXEO discontinued operations

Details on accounting for discontinued operations of ARL



* The final value will only be available for Q2 2018 reporting

Stripping out ARLANXEO improves FY 2017 core performance data



* Indicative / unaudited. Reporting of discontinued operations may lead to different disclosure
 ** Based on Chemtura EBIT contribution since 21 April 2017

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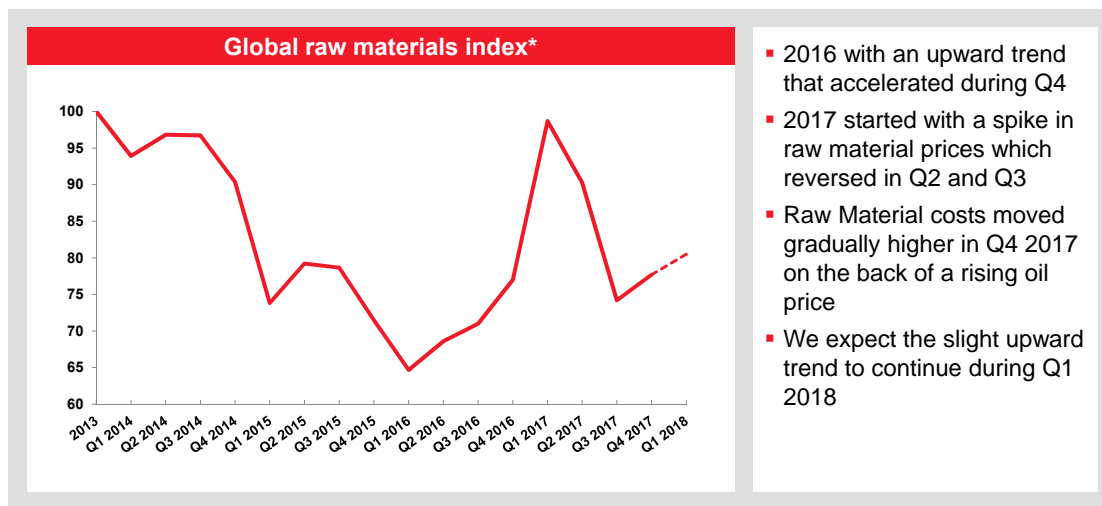
Details on accounting for discontinued operations of ARLANXEO and on New LANXESS (starting Q2 2018)

Income Statement	Balance Sheet
<ul style="list-style-type: none"> A discontinued operation is reported as income separate from continued operations EPS from discontinued, continuing & total to be reported Restatement of previous years' figures 	<ul style="list-style-type: none"> Line items "Assets and liabilities held for sale and discontinued operations" will be shown under "current assets" and "current liabilities" respectively No restatement of previous years' figures
Cash Flow Statement	ROCE
<ul style="list-style-type: none"> Presentation of cash flows only from continuing operations Breakdown between the three categories (operating, investing and financing) of discontinuing operations only shown in the notes Restatement of previous years' figures 	<ul style="list-style-type: none"> ROCE definition will be adjusted for "continuing operations"

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High volatility in raw material prices



* LANXESS excluding Chemtura businesses, average 2013 = 100%,

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Overview exceptional items Q4 and FY 2017

[€ m]	Q4 2016		Q4 2017		FY 2016		FY 2017	
	Excep.	Thereof D&A	Excep.	Thereof D&A	Excep.	Thereof D&A	Excep.	Thereof D&A
Advanced Intermediates	-2	0	4	0	-2	0	7	0
Specialty Additives	0	0	8	1	0	0	111	36
Performance Chemicals	3	0	-2	0	3	0	68	6
Engineering Materials	0	0	0	0	0	0	13	1
ARLANXEO	-2	0	0	0	-2	0	-1	0
Reconciliation	22	0	25	0	51	0	63	0
Total	21	0	35	1	50	0	261	43

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Upcoming events 2018

Proactive capital market communication		
▪ Goldman Sachs 7 th Annual European Chemicals Conference	March 16	London
▪ MainFirst Corporate Conference	March 22	Copenhagen
▪ Q1 2018 results	May 4	
▪ Annual General Meeting 2018	May 15	Cologne
▪ Commerzbank Northern European Conference	May 17	Boston
▪ mBank Chemicals Day 2018	June 5	Warsaw
▪ dbAccess Berlin Conference	June 6/7	Berlin
▪ Morgan Stanley Cannon Ball Run	June 26	Cologne
▪ Q2 2018 results	August 2	
▪ Analyst Roundtable	September 20	
▪ Q3 2018 results	November 12	

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Abbreviations

Advanced Intermediates		Engineering Materials	
▪ AII	Advanced Industrial Intermediates	▪ HPM	High Performance Materials
▪ SGO	Saltigo	▪ URE	Urethane Systems
Performance Chemicals		ARLANXEO*	
▪ IPG	Inorganic Pigments	▪ TSR	Tire & Specialty Rubbers
▪ LEA	Leather	▪ HPE	High Performance Elastomers
▪ MPP	Material Protection Products		
▪ LPT	Liquid Purification Technologies		
Specialty Additives			
▪ ADD	Additives		
▪ RCH	Rhein Chemie		

* ARLANXEO will be accounted for as discontinued operations from April 1, 2018 onwards