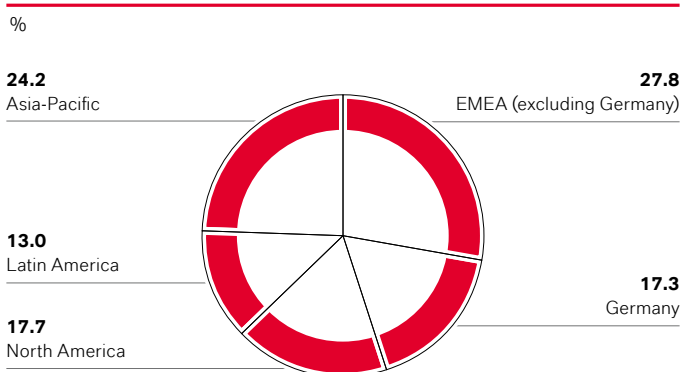


Key Data

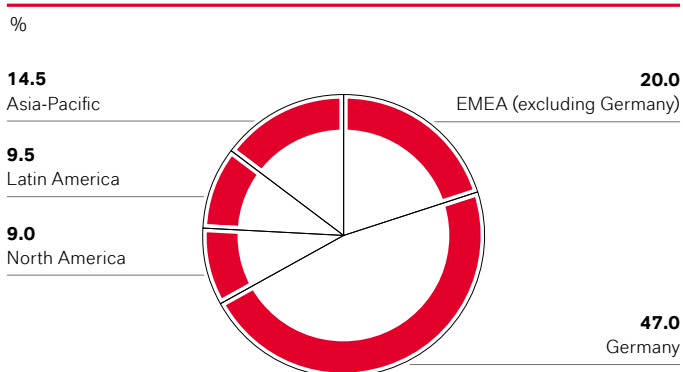
€ million	Q4 2011	Q4 2012	Change %	2011	2012	Change %
Sales	2,123	2,123	0.0	8,775	9,094	3.6
EBITDA pre exceptionals	174	239	37.4	1,146	1,225	6.9
EBITDA margin pre exceptionals	8.2%	11.3%		13.1%	13.5%	
EBITDA	144	228	58.3	1,101	1,188	7.9
Operating result (EBIT) pre exceptionals	87	137	57.5	826	849	2.8
Operating result (EBIT)	52	126	>100	776	810	4.4
EBIT margin	2.4%	5.9%		8.8%	8.9%	
Net income	5	51	>100	506	514	1.6
Earnings per share (€)	0.06	0.62	>100	6.08	6.18	1.6
Dividend per share (€)				0.85	1.00	17.6
ROCE				17.2%	15.6%	
Cash flow from operating activities	261	414	58.6	672	838	24.7
Depreciation and amortization	92	102	10.9	325	378	16.3
Cash outflows for capital expenditures	354	315	(11.0)	679	696	2.5
Total assets				6,878	7,519	9.3
Equity (including non-controlling interests)				2,074	2,331	12.4
Equity ratio				30.2%	31.0%	
Pension provisions				679	892	31.4
Net financial liabilities				1,515	1,483	(2.1)
Employees (as of December 31)				16,390	17,177	4.8
Personnel expenses (€ million)				1,244	1,392	11.9
Work-related injuries resulting in at least 1 day's absence (per million hours worked)				2.7	3.4	
Energy consumption (petajoules)				54.5 ¹⁾	56.0	2.8
Total water consumption (in million cubic meters)				292	309	5.8
Emissions of greenhouse gases (CO ₂ equivalents in thousand tons)				1,937 ¹⁾	1,913	(1.2)
Emissions of volatile organic compounds (in thousand tons)				7.8	7.6	(2.6)
Total waste (in thousand tons)				267	283	6.0
Total wastewater (in million cubic meters)				33	34	3.0

1) Figure restated

Sales by Region



Employees by Region (as of December 31)



This annual report contains forward-looking statements based on current assumptions and forecasts made by LANXESS AG management. Various known and unknown risks, uncertainties and other factors could lead to material differences between the actual future results, financial situation, development or performance of the company and the estimates given here. The company assumes no liability whatsoever to update these forward-looking statements or to conform them to future events or developments.

Performance Polymers

Market Position

The Performance Polymers segment brings together all the activities of the LANXESS Group in the production of rubber and plastics. Our technologies give us a strong position in the global market. For example, LANXESS is among the leading manufacturers of butyl and polybutadiene rubber, used mainly for the production of car and truck tires. Our high-tech plastics Durethan® and Pocan® are strong brands with significant potential for growth and innovation in the field of lightweight automotive components.

Business Units

- Butyl Rubber (BTR)
- Performance Butadiene Rubbers (PBR)
- High Performance Elastomers (HPE)¹⁾
- Keltan Elastomers (KEL)¹⁾
- High Performance Materials (HPM)

1) Since January 1, 2013

Performance Indicators

€ million	2011	2012	Change %
Sales	5,059	5,176	2.3
Proportion of Group sales	57.7%	56.9%	
EBITDA ¹⁾	768	817	6.4
EBITDA margin ¹⁾	15.2%	15.8%	
Cash outflows for capital expenditures	437	434	(0.7)
Employees (as of Dec. 31)	4,977	5,348	7.5

1) Pre exceptionals

Advanced Intermediates

Market Position

The operations that LANXESS combines in its Advanced Intermediates segment make it one of the world's main suppliers of basic and fine chemicals. Our core competencies lie in the production and marketing of industrial and fine chemicals, and in research and development in these fields. Many years of experience, successful brands and a highly efficient integrated aromatics production network give LANXESS leadership positions in the global market.

Business Units

- Advanced Industrial Intermediates (All)
- Saltigo (SGO)

Performance Indicators

€ million	2011	2012	Change %
Sales	1,545	1,674	8.3
Proportion of Group sales	17.6%	18.4%	
EBITDA ¹⁾	264	305	15.5
EBITDA margin ¹⁾	17.1%	18.2%	
Cash outflows for capital expenditures	107	92	(14.0)
Employees (as of Dec. 31)	2,883	2,841	(1.5)

1) Pre exceptionals

Performance Chemicals

Market Position

LANXESS's Performance Chemicals segment combines all the Group's application-oriented activities in the field of process and functional chemicals. With strong brands, we rank among the world's leading producers. For example, we hold a leadership position in the field of organic colorants for plastics. Our major strengths include a global sales and service network, outstanding product quality, high innovative capability and patent protection for our company's technologies.

Business Units

- Material Protection Products (MPP)
- Inorganic Pigments (IPG)
- Functional Chemicals (FCC)
- Leather (LEA)
- Rhein Chemie (RCH)
- Rubber Chemicals (RUC)
- Ion Exchange Resins (ION)

Performance Indicators

€ million	2011	2012	Change %
Sales	2,130	2,203	3.4
Proportion of Group sales	24.2%	24.2%	
EBITDA ¹⁾	289	281	(2.8)
EBITDA margin ¹⁾	13.6%	12.8%	
Cash outflows for capital expenditures	112	135	20.5
Employees (as of Dec. 31)	5,819	6,031	3.6

1) Pre exceptionals