

LANXESS 2011 Analyst Roundtable

Frequently discussed topics and strategy update

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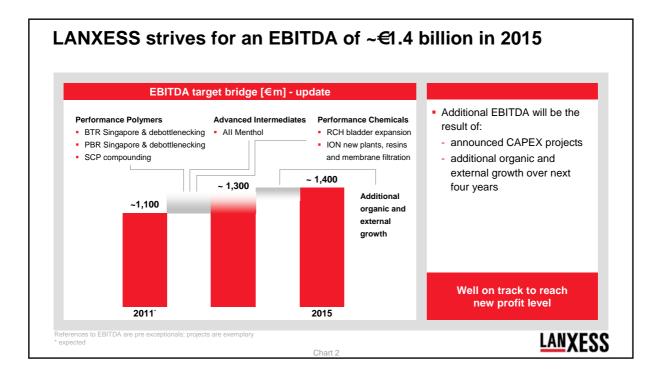
September 22, 2011

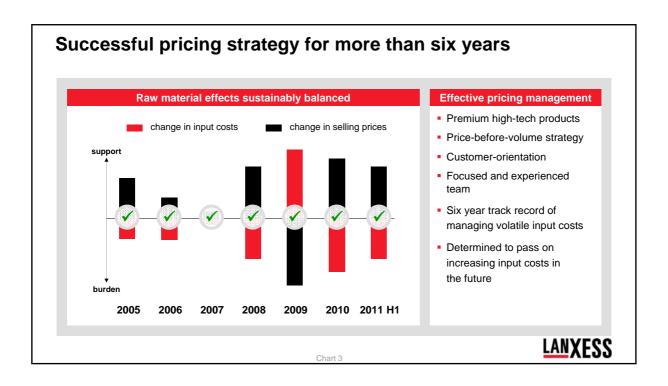
Safe harbor statement

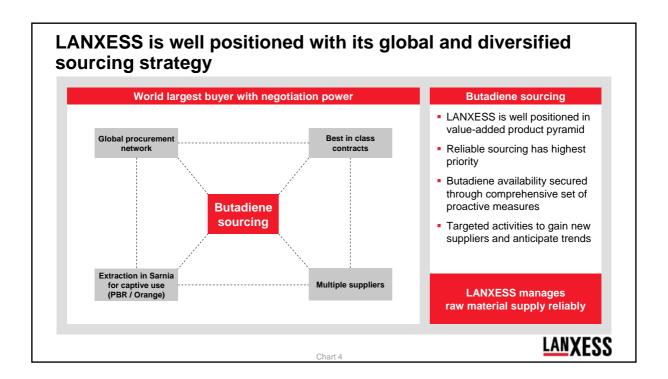
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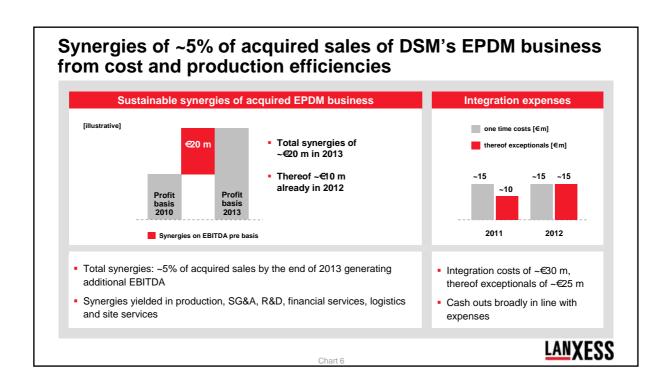
Chart 1

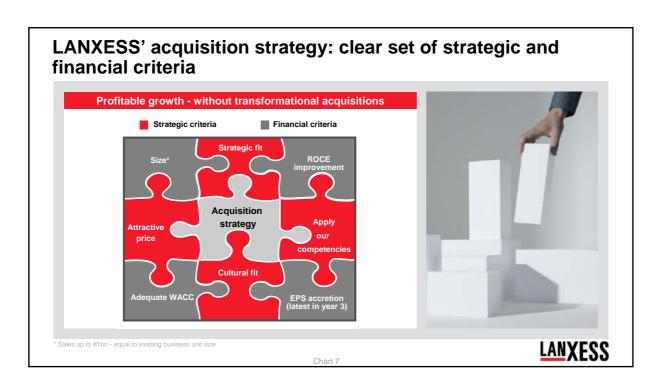






Financial hedging approach improves planning reliability and reduces volatility **Metrics** FX sensitivity rule update Foreign exchange exposure Booked exposure: net of trade Top three currencies account • Rule of thumb updated on receivables and payables is for ~80% of exposure changing sales setup due to: 100% hedged USD dominating with BRL, - Regional focus in growth Planned exposure: rolling CAD following regions hedging concept with targeted Total exposure: USD 1.5-2.0 bn Acquisitions in USDhedge ratios denominated regions Instruments: mainly forwards 2011 USD hedging ratio ~40% at 1.30 - 1.40 USD / EUR Targeted hedge ratios [+/- 20%] 774 4.581 20.3 FX sensitivity: ~⊕ m impact on operating result per 1 cent change in USD / €FX rate, before hedging **LANXESS**







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