

LANXESS – Energizing Chemistry Perspectives from Lanxess LPT on WEN

Phil Fatula Market Manager Lanxess Sybron Chemicals

U.S. EPA Water Technology Innovation Cluster Leaders Meeting April 27, 2015



Agenda

- About LANXESS Business Unit Liquid Purification Technologies
- LANXESS Position in WEN
- LANXESS LPT / WEN Value Proposition
- Experiences / Challenges



Liquid Purification Technologies – a leading global solution supplier for liquid treatment

Facts

Part of: LANXESS Performance Chemicals Segment

Employees: 500

Customers: > 1,500

Market postion: Top ion exchange resin (IXR) manufacturer, strong

commitment to new reverse osmosis (RO) business

Products & Brands

- Ion exchange resins, adsorber & functional polymers
- Reverse osmosis membrane elements.
- Leading design software for IXR and RO equipment dimensioning

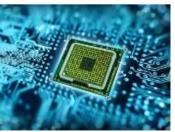






Applications











LPT has a global set up with diverse talents and products to provide solutions to customers worldwide



- Global production network to serve worldwide demand
- Three state-of-the-art IXR production sites in Germany and India
- New production plant for RO membrane elements in Germany
- Global sales force with approx. 60 direct sales/marketing experts and strong distribution networks

A reliable partner worldwide



LANXESS and WEN History/Position

History

- Charter Member of WEN 2013
- Board Position
- Financial considerations split between three business units, each with product portfolios related to the water treatment industry
- Participation to date primarily through LPT BU



LANXESS BU Partners

- Liquid Purification Technologies (LPT)
- Inorganic Pigments (IPG): Producers of iron-based adsorbants for trace contaminant removal in potable waters
- Rhein Chemie Additives (ADD): Producers of biodegradable dispersants and complexing agents



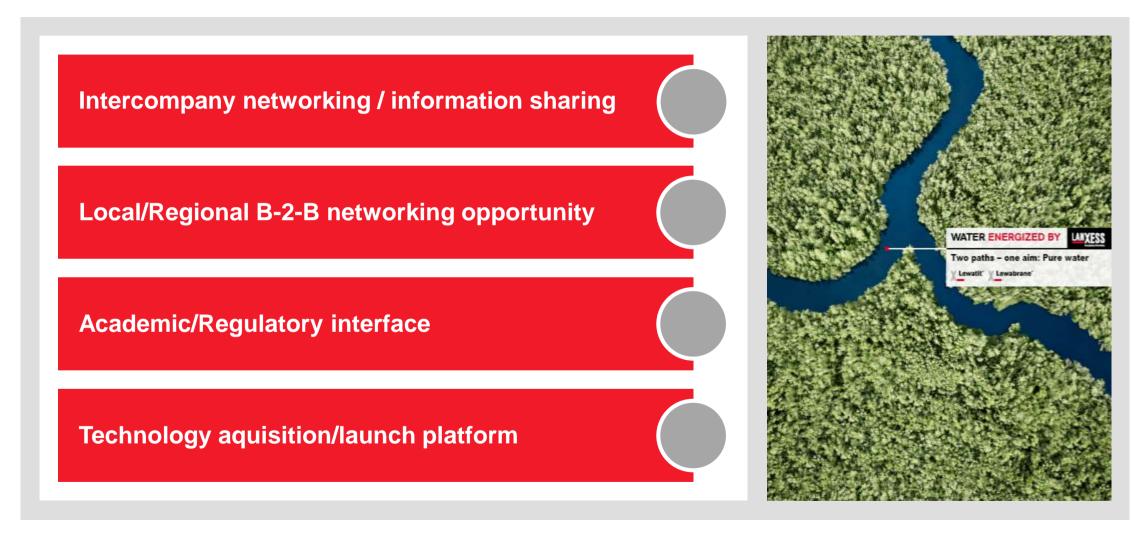
Main brand







LANXESS/WEN Value Proposition





Experiences/Challenges

