

Pre-K Fair 2016 Press Conference
Düsseldorf, Germany
Tuesday, June 28, 2016

“ARLANXEO: A Strong Global Player in Synthetic
Rubber”

Jan Paul de Vries

Chief Executive Officer
ARLANXEO



A warm welcome to everyone.

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Thank you for joining this press conference. I'm very happy to be here and to have the chance to present our company to you.

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ARLANXEO is already a key player in the world of synthetic rubber.

Dedicated solely to the development, manufacture and marketing of high-performance rubber, we commenced operations on April 1 of this year.

But thanks to our two parent companies – LANXESS and Saudi Aramco – you can see we had a bit of a head start.

From day one, we had 20 production facilities in nine countries around the world ... 3,800 highly skilled employees ... and two strong business units – Tire & Specialty Rubbers and High Performance Elastomers – with global sales of 2.8 billion euros in 2015.

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Our two parent companies – Saudi Aramco and LANXESS – are highly complementary partners.

Saudi Aramco, the world's largest producer of oil and energy, is a premier supplier of feedstocks vital to the synthetic rubber industry.

At the same time, the two business units that LANXESS contributed to the joint venture possess world-class assets for the production of synthetic rubber ... leading technologies ... and the industry's broadest portfolio of market-leading brands and premium products.

Together, in the form of ARLANXEO, these two companies represent a powerful combination.

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Saudi Aramco's rationale for this joint venture is simple: It is extending its business downstream.

Considering that it produces one out of every eight barrels of oil in the world ... that is has world-scale, integrated chemical production facilities ... and that it is a leading producer of natural gas ... this is a significant strategic initiative.

In addition to ARLANXEO, Saudi Aramco has already formed joint ventures in partnership with Total and Dow, with additional global projects on the way.

It is committed to becoming the world's premier integrated energy and chemicals company by 2020, and it is on track to achieve this.

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ARLANXEO, is off to an excellent start.

We have made great strides these past two months in our work to establish ARLANXEO's corporate structure.

We have announced the composition of the Executive Board and set up the Shareholders' Committee ... appointed country representatives ... put in place our support functions ... and officially opened our headquarters in Maastricht last week.

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For LANXESS, the rationale for this joint venture was to allow their globally well positioned synthetic rubber business to further benefit from a fully integrated value chain.

As you can see, ARLANXEO is not only leading in terms of capacities but also offers all key key grades of tire and non-tire rubbers to the market.

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The many grades of synthetic rubber produced by the Tire & Specialty Rubbers business unit are vital to the fabrication of inner liners, treads and sidewalls in the latest fuel-efficient tires.

The High Performance Elastomers business unit is one of the world's leading suppliers of technical grades of rubber to the rubber processing industry.

HPE's specialty products are essential to countless industrial applications, including the manufacture of seals, hoses, cable sheathings, special films and adhesives, and many other items.

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All of us at ARLANXEO are looking forward to attending our first K Fair in Düsseldorf.

We will have more than enough space to showcase our latest products.

To tell you more about what we are bringing to the "K" this October, please welcome Jürgen Gunther, Head of Global Sales of our High Performance Elastomers business unit.

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