



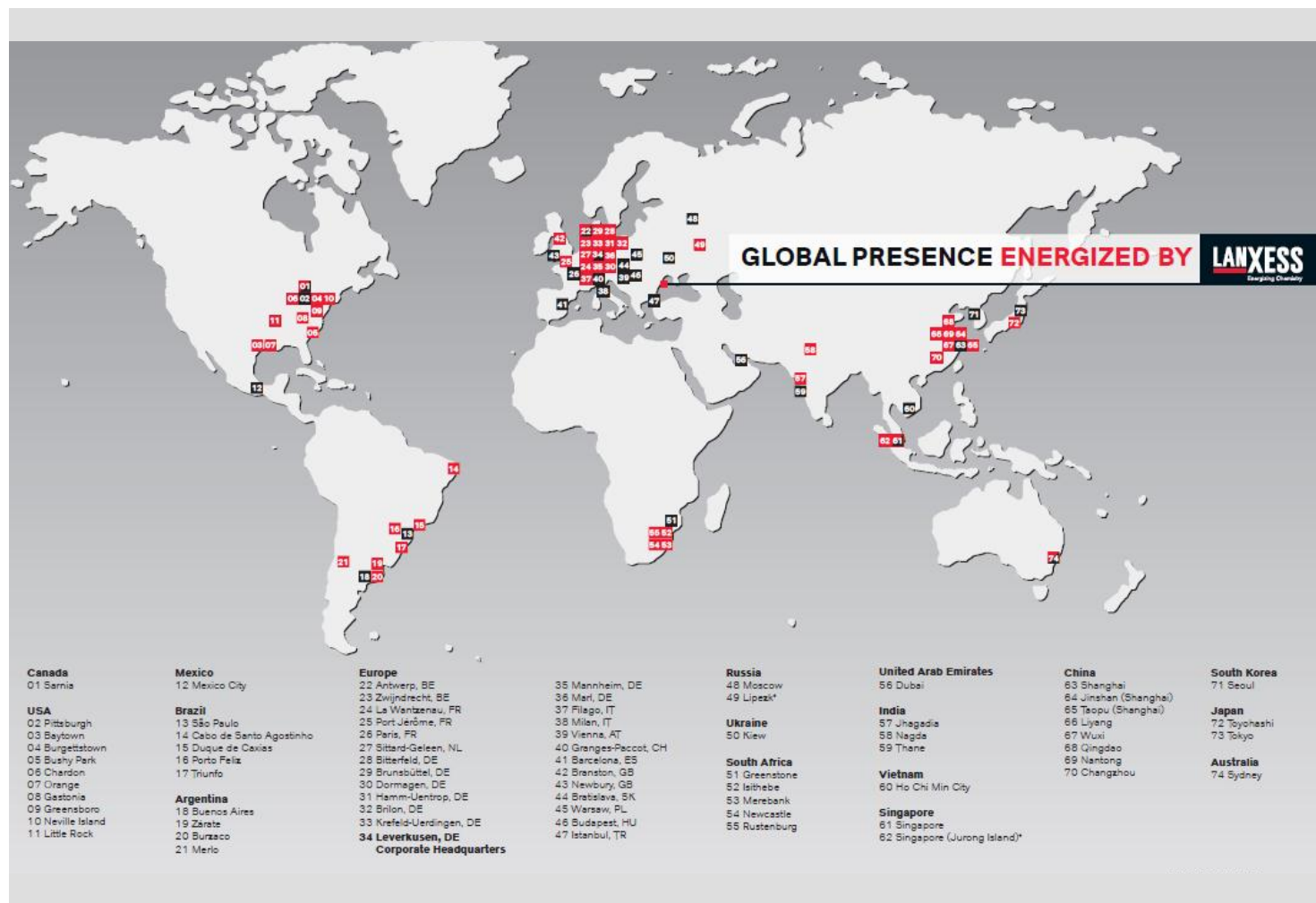
The interface between mining and manufacturing

Chrome Value Chain: Processing and Beneficiation beyond Mining

Dr. Karl Rudolf Gassen
Managing Director, LANXESS South Africa
Sandton, 22, August 2013

LANXESS
Energizing Chemistry

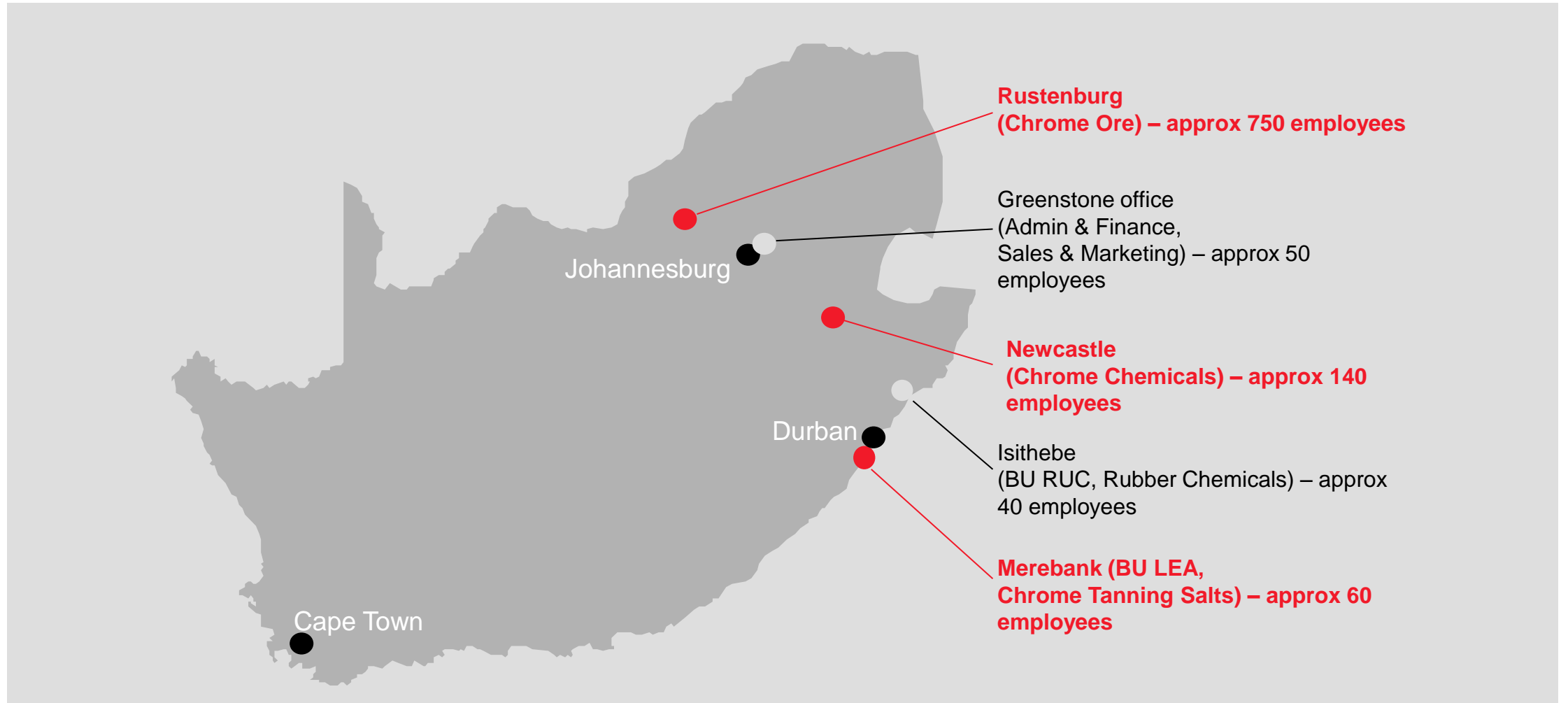
LANXESS Global presence



Quick Facts

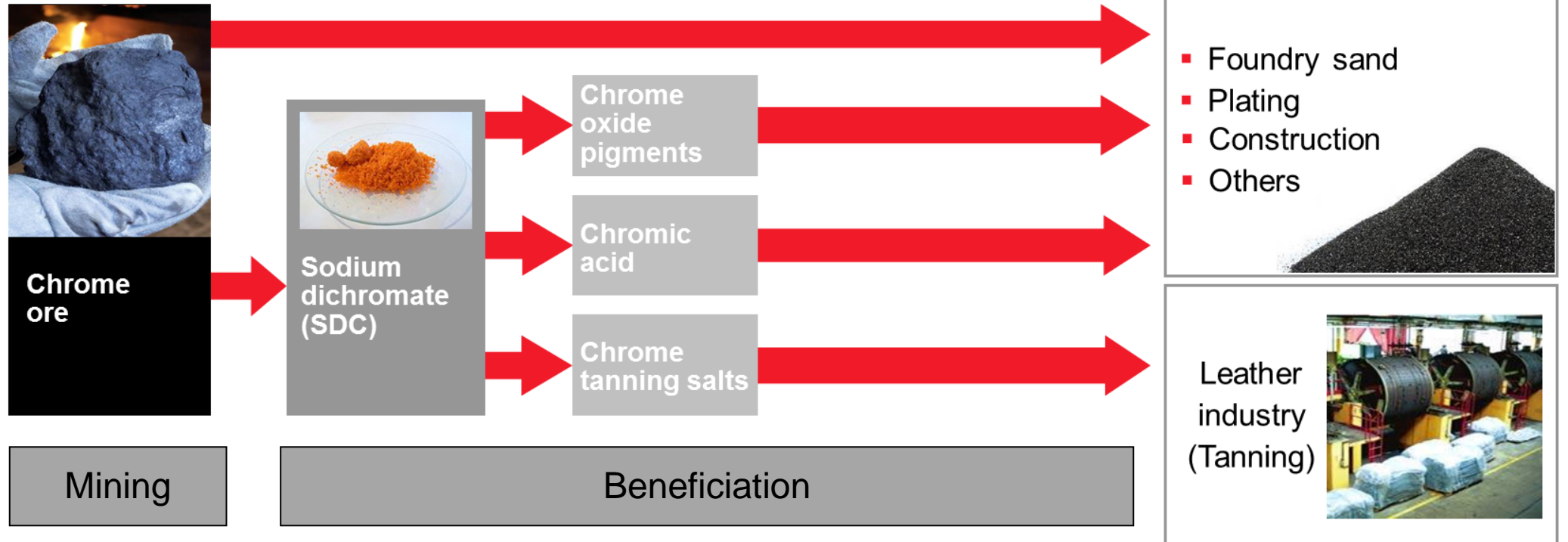
- LANXESS is a leading specialty chemicals company with sales of EUR 9.1 billion in 2012
- Spun off from Bayer in 2004
- 17,400 employees in 31 countries
- 50 production sites worldwide
- 14 business units
- Listed on DAX Index; FTSE; Dow Jones Sustainability Index (DJSI) World; and FTSE4Good

LANXESS value chain



LANXESS Chrome Value Chain in South Africa

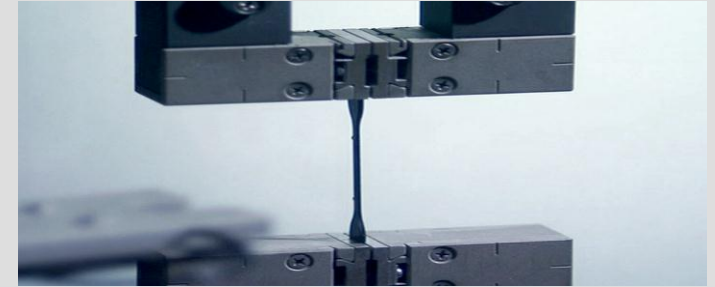
LANXESS chrome ore value chain



Sustainable business development at LANXESS South Africa

Innovation

- High-Tech foundry sands
- New use of UG2 qualities



Capital Investment

- R400 million CO2 plant investment, Newcastle
- High technology Sulphur Burner, Merebank



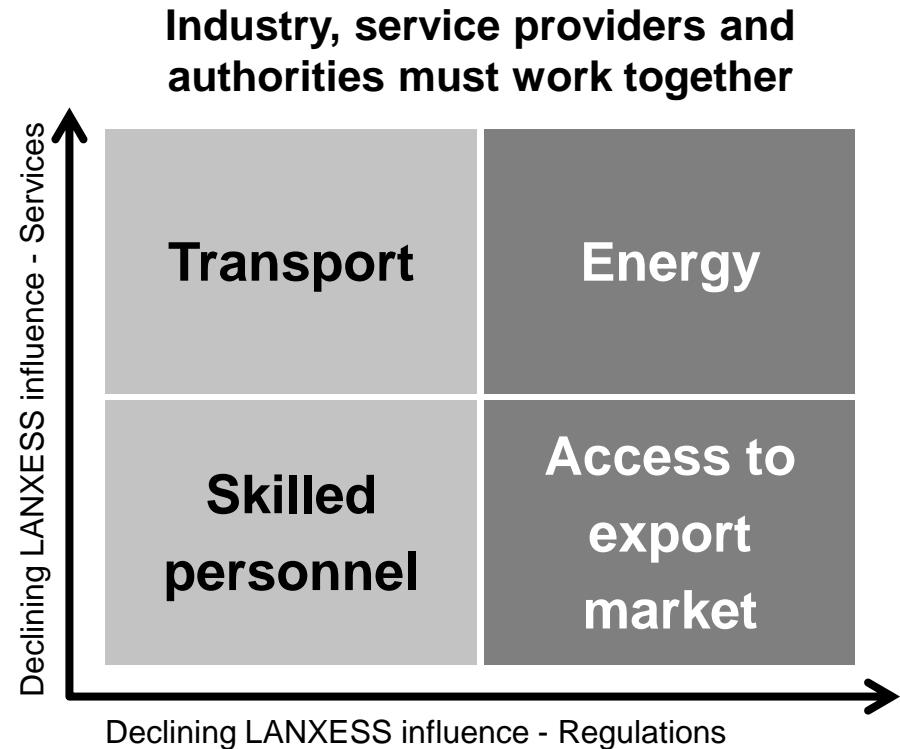
Social Capital

- Takeover of 350 contractors
- Corporate Responsibility projects



South Africa key success factors for further growth

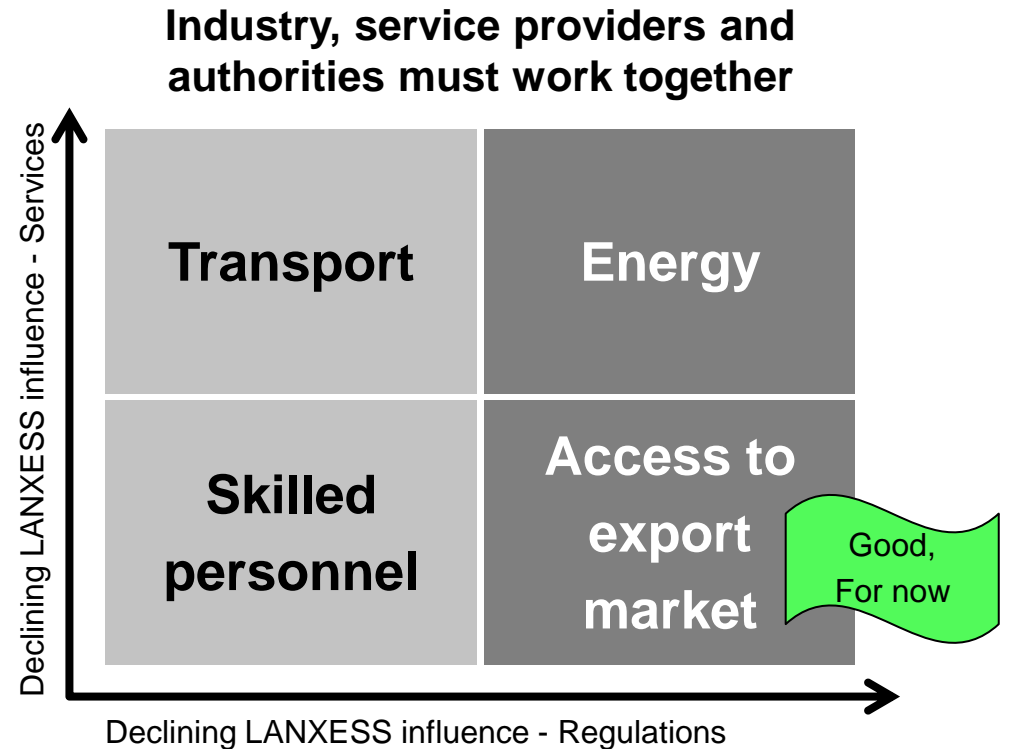
- Energy - High energy costs an obstacle for growth
- Transport – large volumes of product must be transported from mining areas in a safe and economical way therefore rail transport is preferred and world-class harbour services required
- Skilled personnel
- Stable industrial environment required for increased foreign investment
- Access to export market – export taxes would be a transfer of revenue, restrict foreign investment and inhibit growth



Basis for industry success

South Africa key success factors for further growth

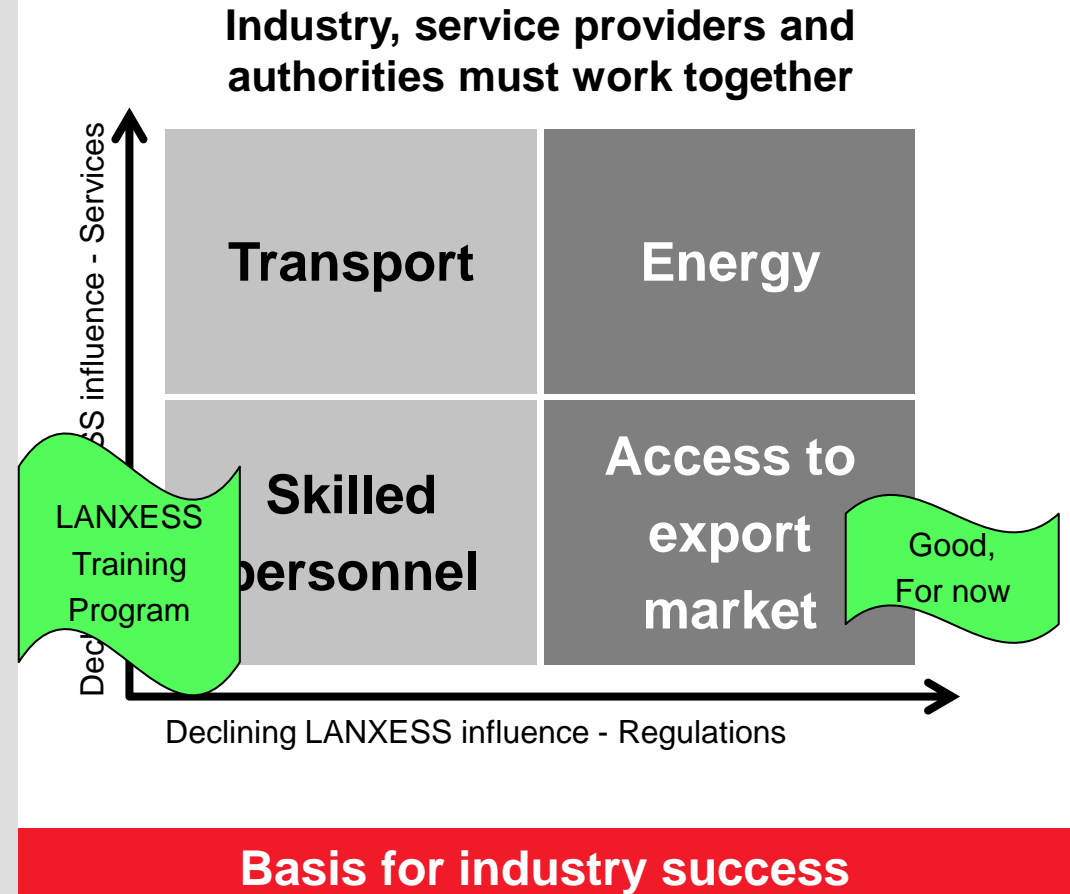
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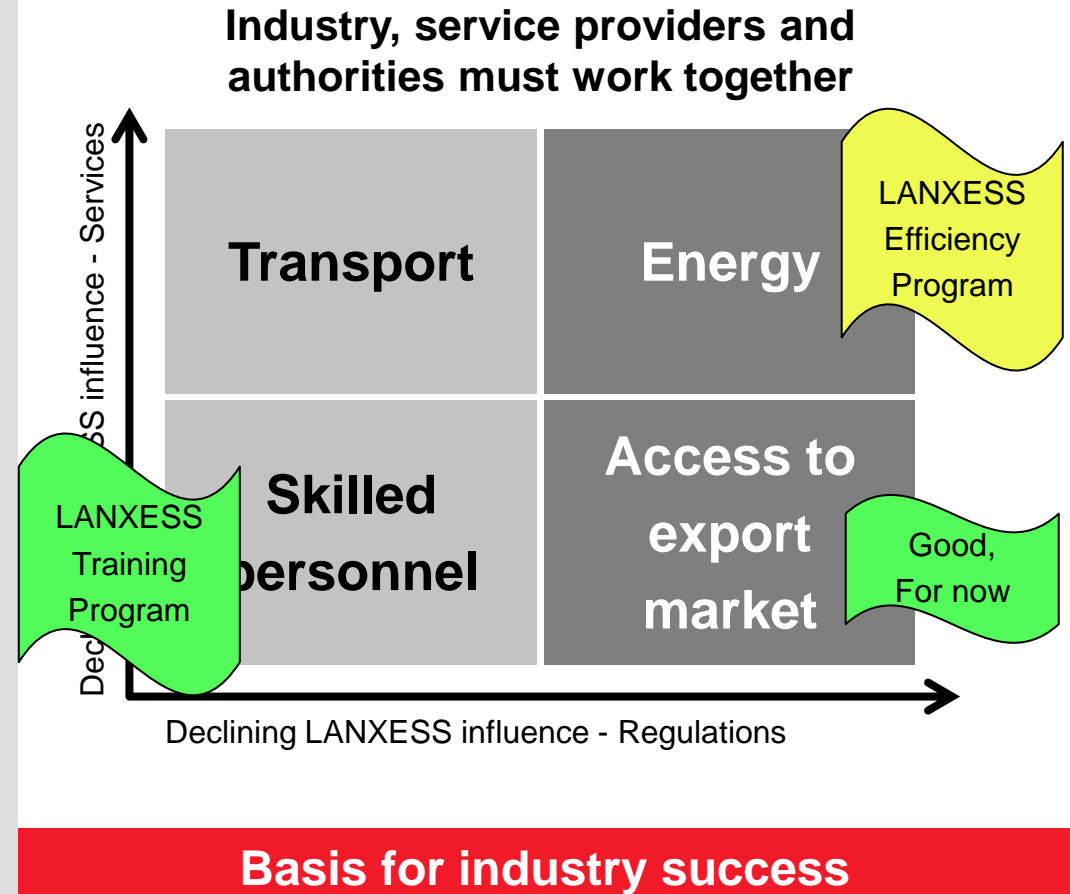
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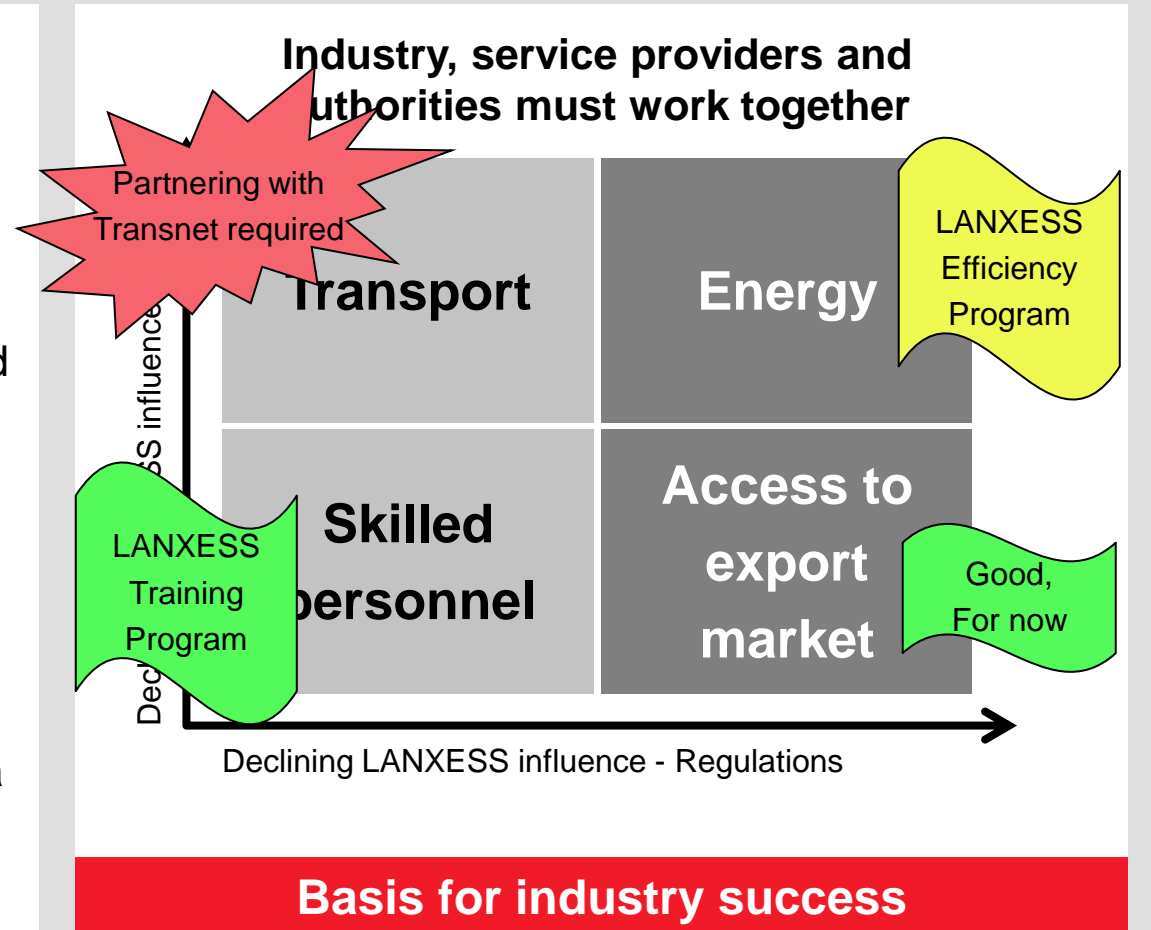
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Session 5