

### India continues to be an important market for Saltigo, the LANXESS subsidiary

#### Saltigo showcases solutions at Chemspec 2015

**Mumbai, April 16, 2015.** “In 2015, Saltigo will participate for the fifth consecutive time at Chemspec India. This expresses the importance of the market potential, India has for Saltigo as a market. 2014 has been a successful year for Saltigo and we will further expand our activities in the pharmaceutical and agrochemical segments and strengthen our business with selected multi-customer products. We have also been successful in attracting customers from the specialty chemicals segment, where outsourcing is not yet a common practice, to our portfolio,” says Wolfgang Schmitz, Managing Director of Saltigo GmbH, summarizing the company's plans. At Chemspec India 2015, which is being held in Mumbai from April 16 to 17, the company will be presenting its comprehensive expertise and longstanding experience as a reliable custom manufacturing service provider and producer of multi-customer products.

While in the past, India has been seen as a target for procurement and sourcing, the country is nowadays also a rapidly expanding market in the field of fine chemicals and active ingredients for pharmaceutical and crop protection applications. “We can support growth in custom manufacturing in particular, as this is our core competence,” says Dirk Sandri, Head of Fine Chemicals of Saltigo GmbH. Key areas of expertise here include phosgenation and halogenation – such as reactions

**LANXESS India Private Ltd**  
CIN :  
U24119MH2004PTC158377

LANXESS House,  
Plot no A-162, A-163, A-164,  
Road No 27, Wagle Estate,  
Opp. ITI College,  
MIDC, Thane (west) – 400604  
Phone: +91 22 2587 1000 (B)  
Telefax: +91 22 25826742  
[www.lanxess.in](http://www.lanxess.in)  
Email: [infoindia@lanxess.com](mailto:infoindia@lanxess.com)

Sunder Rajan  
General Manager and Head of  
Corporate Communications  
Phone: +91 22 2587 1540 (D)  
[sunder.rajan@lanxess.com](mailto:sunder.rajan@lanxess.com)

Rhituparna Mitra  
Manager –Public Relations  
Phone: +91 22 2587 1553 (D)  
Mobile: +91 9619171456  
[rhituparna.mitra@lanxess.com](mailto:rhituparna.mitra@lanxess.com)

involving hydrogen fluoride or phosphorus chlorides and the Halex reaction. Further examples are metal organic syntheses, e.g. by means of a Grignard reaction, which is run at Saltigo in a multi-1000 ton-scale including the production of the reagent.

“Also for our multi-customer products such as phosgene derivatives or 1,2,4-triazole, India is an important market. In addition, we are setting our sights in particular on innovative companies specializing in photovoltaics, polymers, lubricants, flavor and fragrances and biocides,” he adds.

Combining an exhibition and conferences, this tradeshow is an important event in India offering buyers and sellers of high-quality chemicals, based on complex synthesis requirements, the opportunity to develop new business partnerships further and to initiate new business. “This year is the fourth year we have participated and the second year that Saltigo has been present with its own booth. We are confident that our participation underlines the value we place on this important market and presents our company as a professional and reliable supplier of chemical intermediates and partner for custom synthesis and manufacturing with an efficient project management. Saltigo can be seen as a problem solver capable of shortening time to market, which is nowadays an important differentiation factor in the chemical industry seeking growth in India,” says Christoph Schaffrath, Head of Agro of Saltigo GmbH.

The LANXESS subsidiary is a leading supplier of exclusive services for the pharmaceutical, agrochemical and specialty chemical industries and also offers a wide range of multi-customer products, i.e. non-exclusive

**LANXESS India Private Ltd**  
CIN :  
U24119MH2004PTC158377

LANXESS House,  
Plot no A-162, A-163, A-164,  
Road No 27, Wagle Estate,  
Opp. ITI College,  
MIDC, Thane (west) – 400604  
Phone: +91 22 2587 1000 (B)  
Telefax: +91 22 25826742  
[www.lanxess.in](http://www.lanxess.in)

Sunder Rajan  
General Manager and Head of  
Corporate Communications  
Phone: +91 22 2587 1540 (D)  
[sunder.rajan@lanxess.com](mailto:sunder.rajan@lanxess.com)

Rhituparna Mitra  
Manager –Public Relations  
Phone: +91 22 2587 1553 (D)  
Mobile: +91 9619171456  
[rhituparna.mitra@lanxess.com](mailto:rhituparna.mitra@lanxess.com)

building blocks for synthesis. “Even with non-exclusive fine chemicals, customers can rely on our many years of expertise in synthesis, consistent product quality, high reliability of supply and ability to meet deadlines. We can also assist with the registration of new substances and provide support for everyday production operations,” adds Schaffrath.

Multi-customer products are frequently central components that are used in a large variety of applications in quantities of upto several hundred metric tons. “We have the necessary facilities and technologies to reliably provide such industrial-scale volumes,” says Sandri. “The multi-customer market is an important supplement to our core business of custom manufacturing. That's why we strive to open up new business opportunities for this existing product range,” he adds. Saltigo develops and markets multi-customer products in the areas of polymer additives, fragrances and aromas, and electronic and cosmetic intermediates, among others. The agricultural and pharmaceutical sectors, e.g. the area of generic substances, are also interesting target markets for these fine chemicals. In addition Saltigo has a positive track record when it comes down to FDA - audits in the producing plant in Leverkusen. The established portfolio includes a selection of toluidine derivatives and products from phosgene chemistry, such as the chloroformates product group or the individual product carbonylbisimidazole.

For example, the intermediate 1,2,4-triazole is used in the chemical synthesis of active agricultural and pharmaceutical ingredients, e.g. for preparations in the fight against fungal diseases. “Saltigo is effectively

**LANXESS India Private Ltd**  
CIN :  
U24119MH2004PTC158377

LANXESS House,  
Plot no A-162, A-163, A-164,  
Road No 27, Wagle Estate,  
Opp. ITI College,  
MIDC, Thane (west) – 400604  
Phone: +91 22 2587 1000 (B)  
Telefax: +91 22 25826742  
[www.lanxess.in](http://www.lanxess.in)

Sunder Rajan  
General Manager and Head of  
Corporate Communications  
Phone: +91 22 2587 1540 (D)  
[sunder.rajan@lanxess.com](mailto:sunder.rajan@lanxess.com)

Rhituparna Mitra  
Manager –Public Relations  
Phone: +91 22 2587 1553 (D)  
Mobile: +91 9619171456  
[rhituparna.mitra@lanxess.com](mailto:rhituparna.mitra@lanxess.com)

and efficiently positioned to grow alongside the agricultural industry,” says Sandri.

The extensive know-how in implementing technical customer requirements and developing and optimizing custom-made processes in extremely well structured chemical parks in Leverkusen and Dormagen is one of the reasons why high-profile companies in many countries around the world choose the LANXESS subsidiary, Saltigo, as a full-service supplier which shows a high commitment to quality, safety and environmental protection.

**About LANXESS**

LANXESS is a leading specialty chemicals company with sales of EUR 8.0 billion in 2014 and about 16,600 employees in 29 countries. The company is currently represented at 52 production sites worldwide. The core business of LANXESS is the development, manufacturing and marketing of plastics, rubber, intermediates and specialty chemicals. LANXESS is a member of the leading sustainability indices Dow Jones Sustainability Index (DJSI World and DJSI Europe) and FTSE4Good.

**Forward-Looking Statements**

This news release may contain 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.

**Information for editors:**

All LANXESS news releases and their accompanying photos can be found at <http://press.lanxess.com>. Recent photos of the Board of Management and other LANXESS image material are available at <http://photos.lanxess.com>. The latest TV footage, audiofiles and podcasts can be found at <http://multimedia.lanxess.com>.

You can find further information concerning LANXESS chemistry in our WebMagazine at <http://webmagazine.lanxess.com>.

**Follow us** on Twitter, Facebook, Instagram, LinkedIn and YouTube:

<http://www.twitter.com/LANXESS>  
<http://www.facebook.com/LANXESS>  
<http://www.instagram.com/lanxess>  
<http://www.linkedin.com/company/lanxess>  
<http://www.youtube.com/lanxess>

**LANXESS India Private Ltd**  
CIN :  
U24119MH2004PTC158377

LANXESS House,  
Plot no A-162, A-163, A-164,  
Road No 27, Wagle Estate,  
Opp. ITI College,  
MIDC, Thane (west) – 400604  
Phone: +91 22 2587 1000 (B)  
Telefax: +91 22 25826742  
[www.lanxess.in](http://www.lanxess.in)

Sunder Rajan  
General Manager and Head of  
Corporate Communications  
Phone: +91 22 2587 1540 (D)  
[sunder.rajan@lanxess.com](mailto:sunder.rajan@lanxess.com)

Rhituparna Mitra  
Manager –Public Relations  
Phone: +91 22 2587 1553 (D)  
Mobile: +91 9619171456  
[rhituparna.mitra@lanxess.com](mailto:rhituparna.mitra@lanxess.com)