

Saltigo at Chemspec India, April 10 to 11, Mumbai, India

### **Reliable partner for exclusive synthesis and multi-customer products**

**Leverkusen** – “In 2014, we are aiming to further expand the agrochemicals segment, actively develop attractive projects in the animal health segment and strengthen business with selected multi-customer products. We are also looking to attract new customers from the specialty chemicals segment to our portfolio,” says Wolfgang Schmitz, Managing Director of Saltigo GmbH, summarizing the company's plans. At Chemspec India 2014, which is being held in Mumbai from April 10 to 11, the company will be presenting its comprehensive expertise and longstanding experience as a reliable custom manufacturing service provider.

India is a rapidly expanding market in the field of agrochemicals. “We can support this forecast growth in custom manufacturing in particular, as this is our core competence,” says Schmitz. Key areas of expertise here include phosgenation and halogenation – such as reactions involving hydrogen fluoride or phosphorus chlorides and the Halex reaction. Further examples are metal organic syntheses, e.g. by means of a Grignard reaction.

“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 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 the opportunity to develop 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.

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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,” says Jörg Schneider, Head of Marketing.

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 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 Schneider.

Multi-customer products are frequently central components that are used in the most varied of applications in quantities of up to several hundred metric tons. “We have the necessary facilities and technologies to reliably provide such industrial-scale volumes,” says Schneider. “The multi-customer market is an important supplement to our core business of custom manufacturing. That's why we want 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. 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 and efficiently positioned to grow alongside the agricultural industry,” says Schneider.

The extensive know-how in implementing technical customer requirements and developing and optimizing custom-made processes is one of the reasons why high-profile companies in many countries around the world choose the LANXESS subsidiary as a full-service supplier.

## News Release

At the Chemspec India “Agro Chemical Conference” on April 10, Dr. Jörg Mohr, Head of Process Development at Saltigo, will be giving a presentation entitled “Contract manufacturing landscape: Saltigo - a potential business bridge from India to Europe”. This will focus on the company's portfolio of services and products.

Saltigo GmbH is a leading supplier in the field of custom synthesis. The company of specialty chemicals group LANXESS belongs to the Advanced Intermediates segment, which achieved total sales in 2013 of EUR 1,647 million. Saltigo, headquartered in Leverkusen and with production facilities in Leverkusen and Dormagen, employs around 1,200 staff worldwide.

Cologne, April 8, 2014  
kaw (2014-00037e)

### **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 Saltigo news releases and their accompanying photos can be found at <http://press.lanxess.com>.

Detailed information about the company can be found on the internet at <http://www.saltigo.com>. You can find information concerning LANXESS chemistry in our WebMagazine at <http://webmagazine.lanxess.com>.