## BASF CHOOSES LEXMARK TO OPTIMIZE ITS PRINT OUTPUT MANAGEMENT

Lexmark International, Inc. (NYSE: LXK) today announced a multi-year global services agreement with BASF (BASF SE (ADR)). The contract, as part of a Managed Print Services initiative, will enable BASF to reduce its output costs significantly in a sustainable manner, and improve its document processes.

Following a rigorous competitive review, Lexmark was selected because of its thorough approach to total cost of ownership, its worldwide service and support capabilities and its comprehensive set of product features.

BASF is the world's leading chemical company: The Chemical Company. Its portfolio ranges from chemicals, plastics and performance products to agricultural products, fine chemicals as well as oil and gas. With its high-value products and intelligent solutions, BASF plays an important role in finding answers to global challenges such as climate protection, energy efficiency, nutrition and mobility. BASF has approximately 97,000 employees and posted sales of more than  $\leq 62$  billion in 2008.

Managed Print Services is a business model that allows companies to control their print infrastructure, rationalize the hardware they use, and take advantage of an ongoing service level agreement with a strategic partner to deliver continuous improvement.

Lexmark works with companies around the world to optimize and manage their print infrastructure. The printing company's "Print Less, Save More" message resonates with large, multinational organizations who wish to reduce their paper use, improve process efficiency and reduce costs. With so much to gain from a controlled and less-costly printing infrastructure, more and more companies are turning to Lexmark to support their needs.

Customers will find it easy to be more productive with the innovative scanning tools that come with this network-ready desktop companion. The Lexmark X204n can be used to scan to e-mail and is equipped with intuitive scan software out of the box, Lexmark Scan Center and Presto PageManager® 7 Deluxe, so customers can move quickly between hard copy and digital documents.

## ABOUT LEXMARK

Lexmark International, Inc. (NYSE: LXK) provides businesses of all sizes with a broad range of printing and imaging products, solutions and services that help them to be more productive. In 2008, Lexmark sold products in more than 150 countries and reported \$4.5 billion in revenue. Learn how Lexmark can help you get more done at <u>www.lexmark.com</u>.

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"Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995: Statements in this release which are not historical facts are forward-looking and involve risks and uncertainties, including, but not limited to, economic uncertainty and deteriorating worldwide economic conditions, including unprecedented financial market disruption; fluctuations in foreign currency exchange rates; excessive inventory for the Company and/or its reseller channel; failure to manage inventory levels or production capacity; restrictions on credit globally; credit risk associated with the Company's customers, channel partners, and investment portfolio; aggressive pricing from competitors and resellers; inability to be successful in the higher-usage segments of the inkjet market; the financial failure or loss of business with a key customer or reseller, including loss of retail shelf placements; market acceptance of new products and pricing programs; increased investment to support product development and marketing; periodic variations affecting revenue and profitability; the inability to meet customer product requirements on a cost competitive basis; failure to implement workforce reductions and execute planned cost reduction measures; possible changes in the size of expected restructuring costs, charges, and savings; entrance into the market of additional competitors focused on printing solutions; inability to perform under managed print services contracts; decreased supplies consumption; increased competition in the aftermarket supplies business; unforeseen cost impacts as a result of new legislation; changes in the Company's tax provisions or tax liabilities; fees on the Company's products or litigation costs required to protect the Company's rights; inability to obtain and protect the Company's intellectual property and defend against claims of infringement and/or anticompetitive conduct; reliance on international production facilities, manufacturing partners and certain key suppliers; changes in a country's political conditions; conflicts among sales channels; the failure of information technology systems; disruptions at important points of exit and entry and distribution centers; business disruptions; terrorist acts; acts of war or other political conflicts; or the outbreak of a communicable disease; and other risks described in the company's Securities and Exchange Commission filings. The company undertakes no obligation to update any forwardlooking statement.

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