

# HENKEL EQUITY STORY

INVESTOR RELATIONS



#### **DISCLAIMER**

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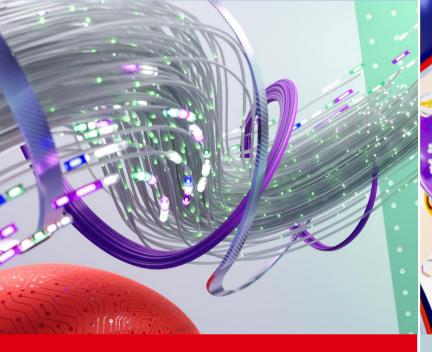
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#### Note:

All individual figures in this presentation have been commercially rounded. Addition may result in deviations from the totals indicated.

All figures – unless indicated otherwise – relate to FY 2023 (time reference of market share data may deviate). Updated in November 2024.













AT A GLANCE:
REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES CONSUMER BRANDS

ESG

### **REASONS TO INVEST**

# STRONG BUSINESSES WITH LEADING POSITIONS IN ATTRACTIVE MARKETS

Adhesive Technologies global #1 player in adhesives market

**Consumer Brands** #2 player in our active markets around the world



### STRONG FINANCIAL FOUNDATION

Attractive cash generation and dividend payouts



# SUPERIOR **TECHNOLOGIES**

Pioneering impactful innovations fueled by long-standing and unique R&D expertise and by strong capabilities in sustainability and digital

# ICONIC **BRANDS**

Attractive portfolio of leading brands that are part of consumers' everyday life and serve customers across 800 industries globally





# COMPELLING FINANCIAL AMBITION

Poised for further profitable growth building on clear strategic priorities



### CARSTEN

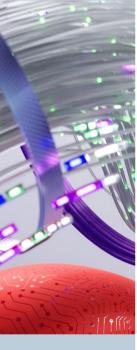
KNOBEL

**CEO** 



"As global market leader for adhesives, sealants and functional coatings and a leading player in attractive consumer markets, we want to create **long-term value** for Henkel's shareholders."











AT A GLANCE: **REASONS TO INVEST** 

**HENKEL GROUP** 

**ADHESIVE TECHNOLOGIES** 

CONSUMER **BRANDS** 

ESG

#### FACTS & FIGURES 2023



FOUNDED IN

1876

LISTED SINCE 1985, FOUNDING MEMBER OF

**DAX** 



SALES

**€21.5**<sub>BN</sub>

**ADJUSTED EBIT** 

**€2.6**<sub>BN</sub>



4 BILLIONAIRE BRANDS

ACCOUNTING FOR ~40% OF SALES



>160

PRODUCTION SITES IN >50 COUNTRIES



~48,000

EMPLOYEES FROM > 120 NATIONALITIES

2.5%

DIVIDEND YIELD PER PREFERRED SHARE<sup>1</sup>



**-61%** 

CO<sub>2</sub> EMISSIONS FROM OUR OPERATIONS<sup>2</sup>

SINGLE A
RATING (S&P, MOODY'S)



<sup>&</sup>lt;sup>1</sup> Based on dividend for fiscal year 2023 and on share price as of Dec. 31, 2023.

<sup>&</sup>lt;sup>2</sup> Per ton of product, compared to the base year 2010.

### STRONG BUSINESSES WITH LEADING POSITIONS,...

#### **HENKEL GROUP**

#### **ADHESIVE TECHNOLOGIES**



Mobility & Electronics

#1 wor<u>ldwide</u>



Packaging & Consumer Goods

#1
worldwide



Craftsmen,
Construction &
Professional

#3 worldwide

#### **CONSUMER BRANDS**



Laundry & Home Care

#2
in active markets



#### Hair

Professional & Consumer

#2
in active markets



### Other Consumer

**Body Care** 

Presence in selected markets



# ...A COMPELLING **PORTFOLIO** WITH ICONIC BILLIONAIRE BRANDS...

#### HENKEL GROUP

#### **ADHESIVE TECHNOLOGIES**



€3.4bn sales



**TECHNOMELT.** 

€1.7bn sales



>75%

Sales share of our 5 brand clusters for industrial customers & 4 key brands for consumers

#### **CONSUMER BRANDS**



€1.4bn sales



€1.3bn sales





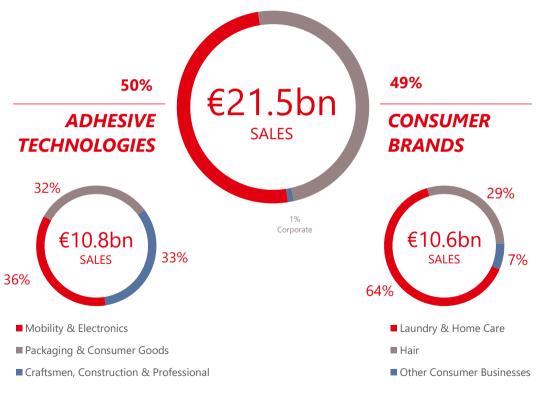
~50%

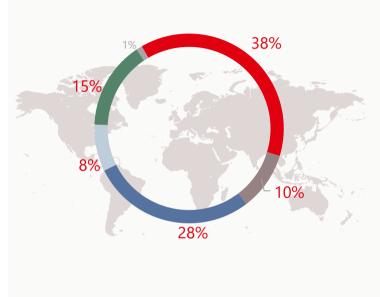
Top 10 brand sales share



### ...AND **GLOBAL FOOTPRINT**...

**FY 2023** 









# ...BENEFITING FROM **SHARED PLATFORMS AND INFRASTRUCTURE** AS STRONG BACKBONE...

Central functions supporting business units enabling efficient utilization of corporate network synergies – Examples



### GLOBAL BUSINESS SOLUTIONS

Established Shared Service Center organization – enabling efficient processes and cost structures



### DIGITAL UNIT HENKEL DX

Further improving efficiency in IT and creating new business opportunities



#### GLOBAL SUSTAINABILITY

Driving key sustainability topics while serving as company-wide interface for sustainability



# ...AND OPERATING ALONG CLEAR **STRATEGIC PRIORITIES** TO **CREATE LONG-TERM VALUE**

#### OUR PURPOSE

PIONEERS AT HEART FOR THE GOOD OF GENERATIONS

#### OUR VISION

WIN THE 20s BY
OUTPERFORMING THE MARKETS
THROUGH INNOVATIVE AND
SUSTAINABLE SOLUTIONS

## STRATEGIC FRAMEWORK FOR PURPOSEFUL GROWTH



COLLABORATIVE **CULTURE** & EMPOWERED **PEOPLE** 



**FUTURE-READY** 

**OPERATING** 

**MODELS** 

#### **PORTFOLIO**



Shaping a **WINNING PORTFOLIO** through active portfolio management and M&A as integral part of our strategy with long-standing track record in post-acquisition integration

#### HIGHLIGHT ACHIEVEMENTS SINCE STRATEGY LAUNCH



~€2bn **BRANDS/BUSINESSES** DIVESTED OR DISCONTINUED1 2020 - 2023

#### STRENGTHENED BOTH BUSINESSES WITH **ACQUISITIONS**

SELECTED RECENT TRANSACTIONS:

Shiseido Professional and Vidal Sassoon in APAC to strengthen global categories of consumer portfolio

Critica Infrastructure and Seal for Life

to enhance Adhesive Technologies portfolio by adding adjacent businesses











### **COMPETITIVE EDGE - INNOVATION**

WINNING PORTFOLIO

COMPETITIVE EDGE

SUSTAMABILITY

DISTALIZATION

COLLABORATIVE CULTURE & EMPOWERED PEOPLE

Impactful **INNOVATIONS** to fuel growth by leveraging our R&D expertise and consistently investing in core categories and regions

HIGHLIGHT ACHIEVEMENTS
SINCE STRATEGY I AUNCH

EXPANDED INNOVATION CAPABILITIES IN BOTH BUSINESSES THROUGH NEW R&D AND INNOVATION

**CENTERS** 



UNIQUE
INNOVATIONS
UNDER STRONG
CONSUMER
BRANDS
ADRESSING RELEVANT
CATEGORY TRENDS



SUPERIOR
ADHESIVE
TECHNOLOGIES
SOLUTIONS
SHAPING INDUSTRIAL

**MFGATRFNDS** 





#### COMPETITIVE EDGE - SUSTAINABILITY

WINNING PORTFOLIO

COMPETITIVE EDGE

RINOVATION

SUSTAINABILITY

DIGITALIZATION

FUTURE-READY OPERATING MODELS

COLLABORATIVE CULTURE & EMPOWERED PEOPLE

**SUSTAINABILITY** is deeply anchored in our businesses for decades; further advancing our portfolio and boosting sustainability as true differentiator –

working towards ambitious goals along our 2030+ Sustainability Ambition Framework HIGHLIGHT ACHIEVEMENTS
SINCE STRATEGY LAUNCH



### DISTINCT IMPLEMENTATION

LEVERAGING ROLE AS "ENABLER" IN ADHESIVE TECHNOLOGIES AND SHAPING RELEVANT TRENDS IN CONSUMER BRANDS

### 2030+ SUSTAINABILITY AMBITION FRAMEWORK

ADDRESSING RELEVANT CHALLENGES AND OPPORTUNITIES – GOAL OF ACHIEVING NET-ZERO BY 2045



#### **LEADING POSITION**

**EXCELLENT RESULTS IN ESG-RATINGS AND -RANKINGS** 









#### **COMPETITIVE EDGE - DIGITALIZATION**

COMPETITIVE EDGE FUTURE-READY WINNING **OPERATING** PORTFOLIO MODELS DIGITALIZATION COLLABORATIVE CULTURE & EMPOWERED PEOPLE

Enhancing value creation for customers and consumers through **DIGITALIZATION**, growing digital sales and increasing efficiency

HIGHLIGHT ACHIEVEMENTS SINCE STRATEGY LAUNCH



**DIGITAL SALES SHARE OF** 

~20%

IN 2023 VS. 12% IN 2019

**COMBINED DIGITAL UNIT HENKEL DX** 

**ACCELERATING DIGITAL INNOVATIONS** VIA UNIQUE GLOBAL PLATFORM



STRONG PARTNERSHIPS WITH LEADING DIGITAL COMPANIES









#### **FUTURE-READY OPERATING MODELS**

WINNING PORTFOLIO

COMPETITIVE EDGE

INNIOVATION SUSTAINABILITY DIGITALIZATION

COLLABORATIVE CULTURE & EMPOWERED PEOPLE

Optimizing **OPERATING MODELS**, fostering competitiveness of processes & structures, enhancing customer and consumer proximity

HIGHLIGHT ACHIEVEMENTS
SINCE STRATEGY LAUNCH



### MERGER OF CONSUMER BUSINESSES

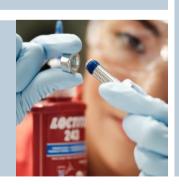
BIGGEST TRANSFORMATION OVER PAST DECADE – TARGETING SAVINGS OF

~€525m



INCREASING CUSTOMER PROXIMITY ALONG

3 BUSINESS AREAS





## FOSTERING SHARED FUNCTIONS AND PLATFORMS

BROADENED SCOPE OF SHARED SERVICE CENTER ORGANIZATION AND ESTABLISHED DIGITAL UNIT DX



#### COLLABORATIVE CULTURE & EMPOWERED PEOPLE

WINNING PORTFOLIO

COMPETITIVE EDGE

SUSTAINABULTY DIGITALIZATION

COLLABORATIVE CULTURE & EMPOWERED PEOPLE

Strengthening **COMPANY CULTURE** with shared values and collaboration as a strong team

HIGHLIGHT ACHIEVEMENTS
SINCE STRATEGY I AUNCH

>98%

TOP EXECUTIVES ENGAGED IN

LEADERSHIP PROGRAMS



NEW PURPOSE UNITING
ALL EMPLOYEES GLOBALLY

PIONEERS
AT HEART
FOR THE
GOOD OF
GENERA
TIONS

"ACCELERATE
CULTURAL
TRANSFORMATION"
INITIATIVE LAUNCHED



FULLY PAID
GENDER-NEUTRAL
PARENTAL LEAVE
FOR OUR EMPLOYEES
WORLDWIDE INTRODUCED



### EXPERIENCED **MANAGEMENT TEAM** COMMITTED TO...



**Carsten Knobel**CEO



Mark Dorn
EVP Adhesive
Technologies



Wolfgang König
EVP Consumer
Brands



**Sylvie Nicol** CHRO



**Marco Swoboda** CFO



#### ...TAKING OUR BUSINESSES TO THE **NEXT LEVEL**...



### EXPANDING OUR GLOBALLY LEADING POSITION IN **ADHESIVE TECHNOLOGIES**

- Strengthened focus on both organic and inorganic growth with M&A also expanding into attractive adjacent businesses
- Expand innovation leadership with customized solutions setting industry standards, leveraging megatrends
- New organizational set-up increasing proximity to customers and markets



### SUCCESSFULLY TRANSFORMING MERGED **CONSUMER BRANDS** BUSINESS

- Biggest company transformation in recent years with clear roadmap to fuel profitable growth
- Creating strong multi-category platform leveraging scale with global categories Laundry & Home Care and Hair
- Consistent focus on enhancing portfolio, strengthening brand equity, driving technological leadership and optimizing organizational and supply chain set-up



### ...WHILE CONTINUOUSLY FOCUSING ON **PROFITABLE GROWTH**

#### **KPIs 2023**

OSG 4.2%

ADJ. EBIT €2,556

ADJ. EBIT MARGIN 11.9%

ADJ. EPS €4.35

ADJ. EPS GROWTH<sup>1</sup> +20.0%

#### **Strong topline development across businesses**



HENKEL **GROUP** 



5.0%

CAGR<sup>2</sup>



**ADHESIVE TECHNOLOGIES** 



6.1%

CAGR<sup>2</sup>



**CONSUMER BRANDS** 



3.9%

CAGR<sup>2</sup>



### ...INVESTING INTO OUR BUSINESSES...

Solid financial foundation providing substantial headroom for investments while maintaining strong debt ratings

#### **ACQUISITIONS INTEGRAL PART OF STRATEGY**

- Clear criteria: strategic fit, financial attractiveness, availability
- Adhesive Technologies: focus on attractive adjacent businesses and innovative technologies
- **Consumer Brands**: focus on filling white spots on country/category position and addition of **new categories**

#### STRENGTHENING BUSINESSES ORGANICALLY

- Overall "asset-light" business model for both businesses
- Investing in **growth**, **sustainability**, **digitalization** and further rationalization/optimization
- Average annual **CAPEX spend of > €600m** over past 10 years, e.g. into state-of-the-art innovation centers in Düsseldorf and Shanghai

#### SELECTED RECENT HIGHLIGHTS



Critica Infrastructure and Seal for Life Industries (Adhesive Technologies)



Vidal Sassoon in APAC (Consumer Brands)



Center in Düsseldorf (Adhesive Technologies)



(Consumer Brands)

#### **CURRENT DEBT RATINGS**

**S&P**· A

Moody's: A2

## MORE THAN €8BN DISTRIBUTED TO SHAREHOLDERS OVER LAST 10 YEARS



### ...AND LETTING OUR SHAREHOLDERS PARTICIPATE

#### STRONG DIVIDEND TRACK RECORD

- Dividend policy with targeted payout ratio of 30-40%<sup>1</sup>
- Long streak of growing or stable dividend per share since IPO 1985
- Average dividend increase of ~4% p.a. over last 10 years

#### SHARE BUYBACK AS PART OF CAPITAL ALLOCATION

- First ever share buyback in Henkel's history launched in 2022 and completed in 2023
- **€1bn bought back** by end of Q1/2023



# STRINGENTLY WORKING TOWARDS OUR MID-TERM FINANCIAL AMBITION

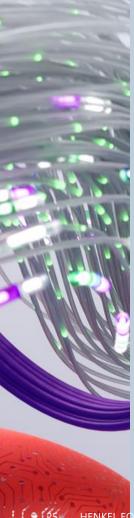
	HENKEL	ADHESIVE	CONSUMER
	GROUP	TECHN.	BRANDS
ORGANIC SALES GROWTH	3 to 4%	3 to 5%	3 to 4%
ADJUSTED	~16%	high-	mid-
EBIT MARGIN		teens %	teens %
ADJUSTED EPS GROWTH	mid- to high-single-digit % at constant exchange rates, including M&A		
FREE	continued focus on		
CASH FLOW	Free Cash Flow expansion		

#### **Building Blocks**

- Fueling topline growth by leveraging relevant industrial customer and consumer (mega)trends
- Strengthening businesses by focused investments in innovations, sustainability and digitalization
- Realizing significant savings from Consumer Brands merger and efficiency gains across businesses
- Valorization of Consumer portfolio and further focus on customized solutions in Adhesives
- Shaping portfolio with value-creating M&A

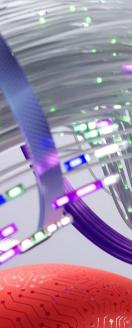
CREATING VALUE FOR OUR STAKEHOLDERS WITH TRUSTED BRANDS AND SUPERIOR TECHNOLOGIES





# **HENKEL GROUP**CREATING LONG-TERM VALUE

- A winning strategy with clear growth path capitalizing on our strengths
- Strong businesses with globally leading positions in highly attractive markets
- Compelling portfolio with iconic brands and superior technological solutions
- Industry-leading R&D fueling growth through continuous and impactful innovations
- Strong cashflows and solid financial foundation providing substantial headroom for investments
- Stringent capital allocation approach with long streak of growing or stable dividend payments
- Compelling financial ambition outperforming our markets while further enhancing profitability











AT A GLANCE: REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER BRANDS

ESG

One in three branded athletic shoes is assembled using Henkel adhesives



Every second Henkel sells 4 Pritt glue sticks



>300 adhesive applications can be found in a modern car –

140 of 150 cars produced every minute worldwide contain a Henkel solution

### **ADHESIVE TECHNOLOGIES**

GLOBAL #1 PLAYER IN ADHESIVES MARKET



>50 adhesive solutions are in each smartphone



Henkel adhesives in medical syringes support 70% of all vaccinations worldwide



3 grams of Henkel's adhesives are enough to pull a 200-ton train



#### SETTING **INDUSTRY STANDARDS**

#### **Shaping the industry as market leader** in adhesives, sealants and functional coatings







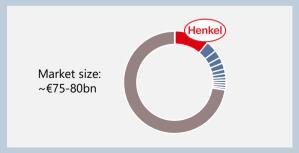
**SEALANTS** 



**FUNCTIONAL COATINGS** 

#### **Creating customer value in** attractive global market

- ~14% global market share
- **Diversified** into ~60 highly specialized and fragmented market segments
- Only player with **strong positions** across industries & technologies serving >800 industrial segments



# SERVING **BROAD RANGE OF INDUSTRIES**ALONG THREE BUSINESS AREAS



### MOBILITY & ELECTRONICS

Automotive OEMs & components, e-mobility, metal coil, electronics, semiconductor packaging, aerospace, industrial assembly

**#1 WORLDWIDE** 



### PACKAGING & CONSUMER GOODS

Food & beverage, hygiene, metal and flexible packaging, sports & fashion

**#1 WORLDWIDE** 



### CRAFTSMEN, CONSTRUCTION & PROFESSIONAL

DIY, craftsmen, construction, engineered wood, professional users in manufacturing & maintenance

#3 WORLDWIDE



# **PROVIDING VALUE TO OUR STAKEHOLDERS** AT THE FOREFRONT OF THE INDUSTRY

**Broad customer base & long-trusted partnerships** 

>100.000 customers

Key brands

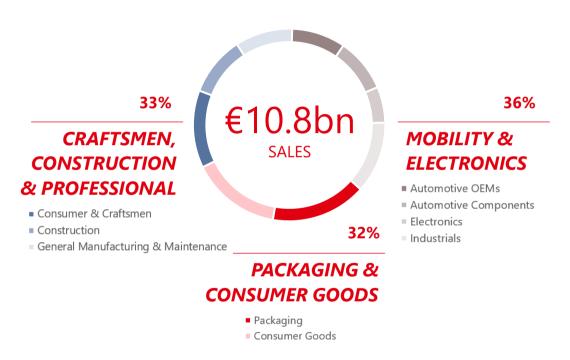


Peer group with business overlap





#### **WELL-BALANCED** GLOBAL PORTFOLIO

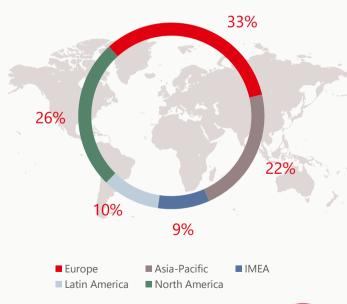


#### **KPIs 2023**



ADJ. EBIT **€1,584m** 

ADJ. EBIT MARGIN 14.7%





# CREATING CUSTOMER VALUE AS **LEADING SOLUTION PROVIDER**

High-impact customized solutions enabled by outstanding expertise, market proximity and in-depth understanding of customer requirements



### COMBINING BROADEST TECHNOLOGY PORTFOLIO WITH IN-DEPTH EXPERTISE

- Unrivaled portfolio of 12 leading technology platforms
- Strong commitment and thought leadership on sustainability
- Customer value driven by co-creating new designs and high share of customized applications



### ACTIVELY MANAGING OUR ATTRACTIVE PRODUCT PORTFOLIO

- Unique value propositions through high-impact solutions
- Well diversified product portfolio with reduced cyclicity profile
- Continuously shaping portfolio to leverage attractive organic and inorganic opportunities



### DELIVERING HIGHEST QUALITY AT GLOBAL SCALE

- >6.500 customer facing experts with solution-oriented know-how in >800 industries
- Global footprint & resilient supply chain, producing "in the region for the region"
- Global R&D network close to customers



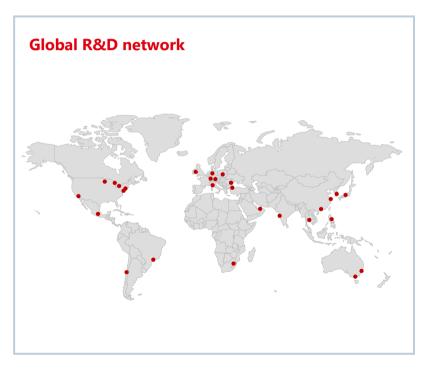
# **TECHNOLOGY AND INNOVATION LEADERSHIP** BACKED BY GLOBAL R&D NETWORK ENSURING CUSTOMER PROXIMITY

>**2,900**R&D
experts

>**€300m**R&D
spend

**~25%**Newly launched products<sup>1</sup>

12 Technology platforms





### DRIVING INNOVATION THROUGH CUSTOMER COLLABORATION

Spearheading the future of adhesive technologies and **driving customer-centric innovation** at our industry-leading **innovation centers**, enabled by unique global end-to-end digital R&D platform



### DRIVING **INNOVATION EXCELLENCE** TO FUEL **FURTHER GROWTH**



**Cutting-edge expertise** in chemistry, formulation & applied engineering



Best know-how through collaboration & partner ecosystems

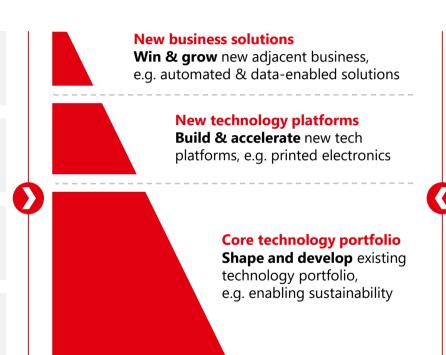


Investing in first-class **R&D** infrastructure worldwide



time-to-market through automation & digitalization

Better products at reduced







### LEVERAGING **GROWTH-DRIVING MEGATRENDS ACROSS INDUSTRIES**



Enhancing sustainability across industries by enabling our customers to reach their targets

> Accelerate development of debonding technologies



Solving challenges with new applications paving the way for future mobility

Reliable thermal management & functional coating solutions enabling safety & large-scale production



Facilitating new functionalities and designs at the forefront

of the industry

Enhanced bonding & protection solutions (thinner, shock-resistant, waterproof) for smart devices



Improved time-to-market and customer interaction by leveraging data

Automation & digitalization of global labs to increase speed & impact of innovations



Driving speed, efficiency and sustainability in construction

Sustainable Engineered Wood solutions driving industry transformation

SELECTED EXAMPLES



# **SUSTAINABILITY** AS **SUBSTANTIAL GROWTH DRIVER** IN ADHESIVE TECHNOLOGIES

#### We enable customers to drive their sustainability agendas:



Emission reduction, energy efficiency, dematerialization



Circular resource use, compatibility with recycling, debonding

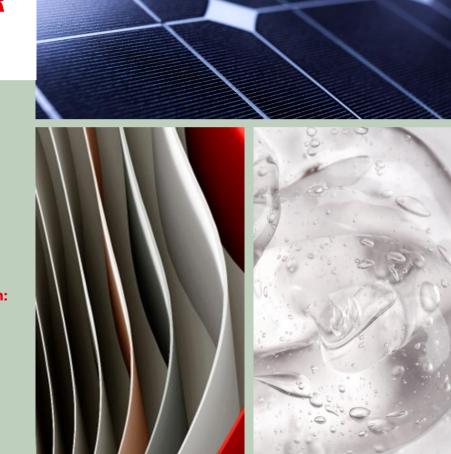


Chemical safety, safety in application and end use phase

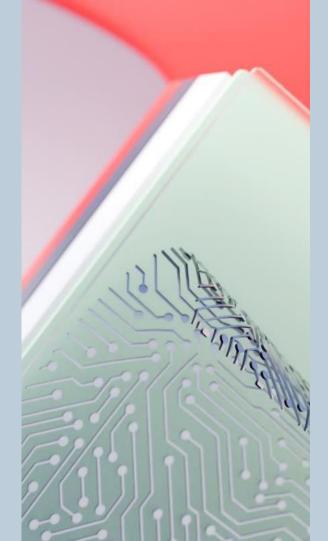
#### Fostering sustainable solutions across industries driving future growth:

~20%

Sales share<sup>1</sup> of our portfolio's products with significant positive contribution in the areas of climate, circularity, safety and nature – e.g. by enabling emissions reduction in production processes and use phase



# **ADHESIVE TECHNOLOGIES**OUR BUSINESSES AND SOLUTIONS



### CREATING **COMPETITIVE ADVANTAGE**WITH CUSTOMIZED SOLUTIONS



#### **MOBILITY & ELECTRONICS**



#### **AUTOMOTIVE OEMS**

- Sealants and adhesives for body, paint and trim shop
- Structural and acoustic engineering solutions
- Metal pre-treatment



#### **AUTOMOTIVE COMPONENTS**

- Surface treatment, cleaners & lubricants
- Exterior, powertrain, interiors
   & chassis
- Automotive electronics and E-Mobility



#### **ELECTRONICS**

- Consumer devices
- Semiconductor packaging
- Printed electronics



#### **INDUSTRIALS**

- Aviation, space & rail
- Data & telecom, power, automation
- Medical & liquid filtration
- Metal coil & general industry



# **AUTOMOTIVE OEMS:** LEADING PARTNER ENABLING ELECTRIC, AUTONOMOUS, AND SUSTAINABLE MOBILITY

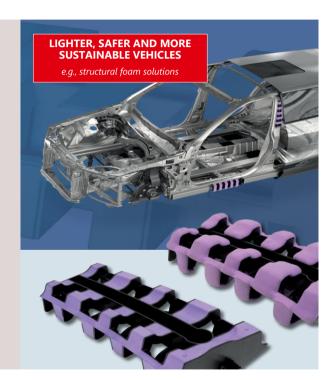


**140 OF 150 CARS** produced worldwide contain at least one Henkel solution

**ACCESS TO ALL MAJOR OEMS GLOBALLY** with full range of solutions for process and engineering applications for vehicle body

### FOCUS ON NEW BODY DESIGNS & SUSTAINABILITY

~30% CAGR of EV '21-'28 requiring structural solutions for lightweight & battery crash protection





**MOBILITY &** 

FI FCTRONICS



## **AUTOMOTIVE COMPONENTS**: GROWTH FUELED BY INNOVATIVE E-MOBILITY APPLICATIONS



#### **EV SALES POTENTIAL**

for Henkel solutions >2X compared to the combustion engine car

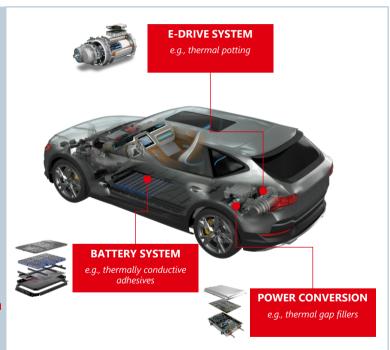
Global

#### **TOP 50 EV-PLATFORMS**

contain at least one Henkel solution

#### **STRONG INNOVATION**

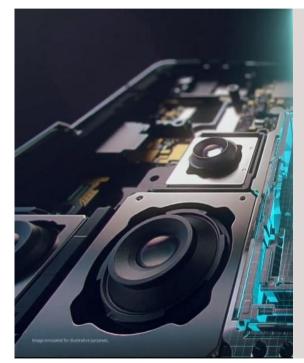
**PIPELINE** – launches over next 24 months with total annual sales potential of >€100m





### **ELECTRONICS**: CREATING VALUE THROUGH TECHNOLOGICAL INNOVATIONS





**4.5BN SMARTPHONE CAMERAS** in 2026, representing expected growth of ~20% vs 2023, driven by development of sensors with **NEW BONDING AND SEALING OPPORTUNITIES** 

Already more than **40** Henkel applications in XR<sup>1</sup> devices offering up to **3.5X SALES POTENTIAL** per device vs high-end smartphones

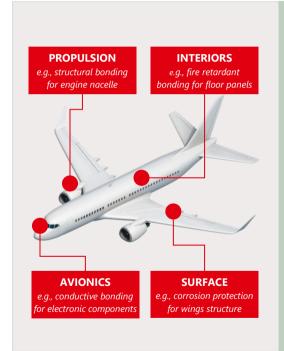
Focus on **DEVICE REPARABILITY** increases need for durable bonds and debonding solutions – structural bonding market expected to expand by 30% until 2027





### MOBILITY & ELECTRONICS

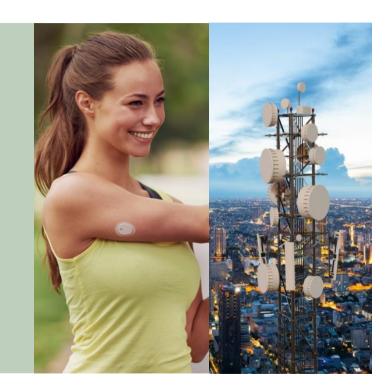
### **INDUSTRIALS**: TAILOR-MADE SOLUTIONS FOR BROAD RANGE OF MARKETS



OUTPERFORMING
AEROSPACE MARKET with
HIGH SINGLE-DIGIT growth<sup>1</sup>

MID TO HIGH SINGLE-DIGIT growth<sup>1</sup> with MEDICAL APPLICATIONS, e.g. continuous glucose monitoring devices

**HIGH SINGLE-DIGIT** growth<sup>1</sup> in **DATA & TELECOM** business





### PACKAGING & CONSUMER GOODS

### ADDING *Value with High-Impact Solutions*Building on Strong relationships

#### **PACKAGING & CONSUMER GOODS**



#### **PACKAGING**

- Paper packaging
- Flexible packaging
- Metal packaging
- Specialty tapes & labels



#### **CONSUMER GOODS**

- Sports & fashion
- Feminine hygiene, baby & adult care
- Tissue & towel
- End of line sealing & labeling



## **PACKAGING**: INNOVATIVE SOLUTIONS PAVING THE WAY TOWARDS A CIRCULAR ECONOMY





**80%** of consumers globally demand **SUSTAINABLE** packaging

### MAJORITY OF INNOVATION PIPELINE

for packaging consisting of sustainable solutions

#### **HIGH DOUBLE-DIGIT**

customer project win rate in past 3 years until today for newly built metal can beverage lines, enabling circular economy





# **CONSUMER GOODS**: LOWERING OUR CUSTOMERS' EMISSIONS TO ENABLE THEIR BRANDS' CLIMATE GOALS



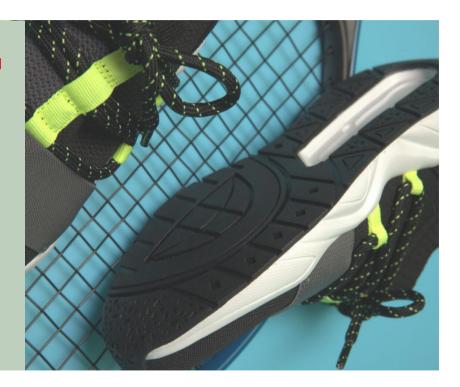


>33% of the world's largest publicly traded companies have **NET-ZERO TARGETS BY OR BEFORE 2050** 

>40 HENKEL ADHESIVES
SOLUTIONS already launched with >20% lower raw material emissions compared to conventional adhesives<sup>1</sup>;

4 are NET-ZERO SOLUTIONS

**4X HIGHER GROWTH**<sup>2</sup> in products fostering sustainability compared to conventional adhesives





## INNOVATING *Transformative products* & **Solutions** for our customers



#### CRAFTSMEN, CONSTRUCTION & PROFESSIONAL



#### **CONSUMERS & CRAFTSMEN**

- Sealants
- Construction adhesives
- Instant repair: Instant glues, superglues
- Wood glues
- Stationery glues: Glue sticks



#### CONSTRUCTION

- Building Construction
- Furniture
- Engineered Wood
- Building Components
- Infrastructure
- Prefabrication



### GENERAL MANUFACTURING & MAINTENANCE

- General manufacturing
- Maintenance, repair & overhaul
- Vehicle repair & maintenance



## **CONSUMERS & CRAFTSMEN**: EMPOWER DIYERS AND CRAFTSMEN TO MAKE HOMES A BETTER PLACE





### CONSUMERS' HOME FOCUS IS HERE TO STAY –

home improvement as global trend

**URBANISATION** expected to drive global housing construction & renovation market growth to ~4% p.a. (2023-27)

**PREMIUM BRANDS** with leading positions globally building on superior value propositions –

e.g. **#1** in Western Europe with brands like Pattex





#### CRAFTSMEN, CONSTRUCTION & PROFESSIONAL

## **CONSTRUCTION**: TRANSFORMING THE EVERYDAY LIVING ENVIRONMENT



#### **2X HIGHER GROWTH RATES**

in timber construction compared to conventional concrete & steel

>90% of new cross laminated timber production facilities planned or ramped up from 2019 – 2026 with Henkel

Henkel at the forefront of **SUSTAINABLE PRODUCT INNOVATION** in the engineered wood industry





## **GENERAL MANUFACTURING & MAINTENANCE**: CONSTRUCTION PROFESSIONAL DELIVERING RELIABILITY TO CUSTOMERS ACROSS INDUSTRIES





Creating value beyond bonding with broad range of applications to **EXTEND ASSET LIFETIME** while increasing efficiency & enabling sustainability

Highly attractive MRO<sup>1</sup> segment with **HIGH SINGLE-DIGIT OSG CAGR** in past 5 years

Recent acquisitions of Critica Infrastructure and Seal for Life allowing to create new **PLATFORM** and expand MRO portfolio by attractive adjacent businesses





### **ADHESIVE TECHNOLOGIES**

#### WELL POSITIONED FOR SUSTAINABLE VALUE CREATION

MID-TERM
FINANCIAL AMBITION

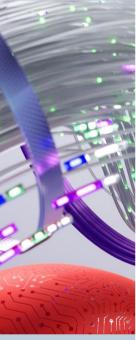
3-5 %

ORGANIC SALES GROWTH

**HIGH-TEENS** %

ADJ. EBIT MARGIN

- Global market leader in adhesives, sealants, functional coatings with broadest portfolio and unparalleled technology know-how in the industry driven by customer insights
- High-impact and future-oriented solutions developed and customized in close collaboration with our customers
- Active in highly innovative segments while shaping the megatrends in markets, combined with true commitment to sustainability along the entire value chain
- Robust portfolio with leading positions across industries, regions and technologies – poised for further organic growth flanked by M&A opportunities











AT A GLANCE: REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER BRANDS

ESG



Every year 25 billion laundry wash loads are cleaned with Henkel detergents



Every second a Hair Care product from Henkel is sold in drugstores

# **CONSUMER BRANDS**#2 PLAYER IN OUR ACTIVE MARKETS

Every second worldwide, the hair of 20 consumers is colored with Henkel hair colorants



Every second more than 160 dishwashers are running with a Henkel unit dose



Every minute ~2,600 detergent products from Henkel are sold



### **ATTRACTIVE CATEGORY PORTFOLIO** FOCUSING ON TWO GLOBAL CATEGORIES



### LAUNDRY & HOME CARE

- Fabric Care
- Hand Dish Washing
- Fabric CleaningAuto Dish Washing
- Fabric Finishers
   Hard Surface Cleaners
- Laundry Additives
- Insecticides
- Toilet Care

**#2 IN ACTIVE MARKETS** 



#### HAIR

Professional & Consume

- Hair Care
- Hair Coloration
- Hair Styling

**#2 IN ACTIVE MARKETS** 



- Bath & Shower
- Deodorants
- Soaps

PRESENCE IN SELECTED MARKETS



### **LEADING CATEGORY POSITIONS** AND PRESENCE IN > 100 COUNTRIES



**TOP RANKINGS IN ACTIVE MARKETS:** ~270 #1 or #2 COUNTRY / CATEGORY POSITIONS

Regional Examples:

#### **Laundry & Home Care**

#1 in Europe and #2 in North America and MEA

#### **Hair Professional**

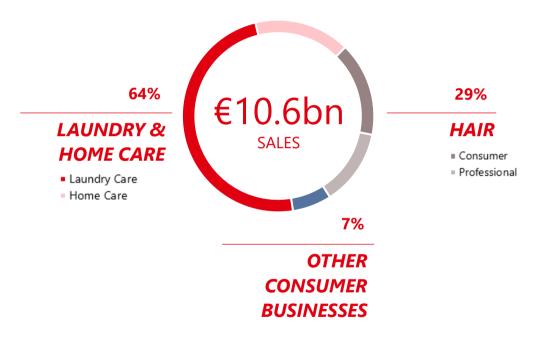
#2 in North America and #3 in Europe, Latin America and Asia-Pacific

#### **Hair Consumer**

#2 in Europe



### ATTRACTIVE BUSINESS WITH TWO GLOBAL SEGMENTS

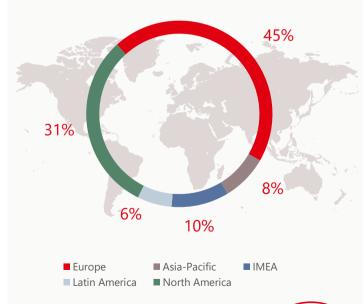


#### **KPIs 2023**



ADJ. EBIT **€1,115** 

ADJ. EBIT MARGIN 10.6%





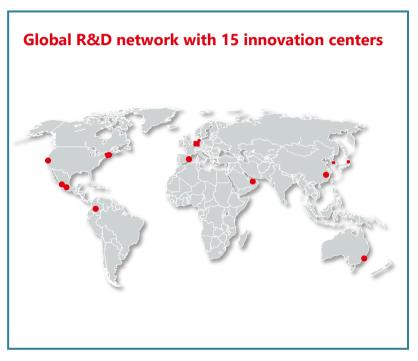
## TECHNOLOGY LEADERSHIP UNDERPINNED BY GLOBAL R&D NETWORK

~1,000 R&D experts

**~€250m** R&D spend

> ~50% Innovation rate<sup>1</sup>

>300
Open Inno.
Projects





### LEVERAGING OUR TECHNOLOGY EXPERTISE ACROSS OUR GLOBAL CATEGORIES

Strong R&D synergies due to technological similarities of global Hair and Laundry categories – superior technologies and impactful innovation addressing relevant consumer needs and fueling above-average growth of top 10 brands



### **DIVERSIFIED GO-TO-MARKET SETUP**ALLOWING EFFICIENT ACCESS TO CONSUMERS

















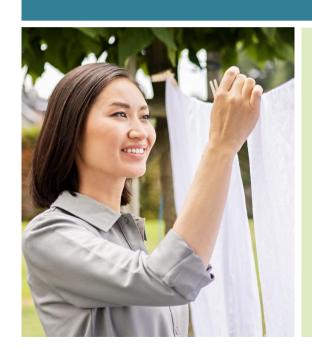
# CONSUMER BRANDS OUR CATEGORY & BRAND PORTFOLIO



## **LAUNDRY & HOME CARE** WITH INNOVATIVE AND LEADING BRANDS



#### **LAUNDRY & HOME CARE**



#### **LAUNDRY CARE**

- Leading player within the attractive ~€90bn global Laundry Care market
- #2 in active markets with
   ~60 leading country/category
   positions¹ and top brands like
   e.g. Persil
- Addressing broad consumer trends from deep cleaning to sensitive to fiber care across various price tiers





















# PREMIUM HERITAGE BRAND **PERSIL** WITH SUCCESSFUL GROWTH TRAJECTORY FUELED BY UNIQUE INNOVATIONS





#### #2

Fabric Cleaning brand in Europe

#### **DOUBLE-DIGIT**

organic sales growth CAGR of Persil over the last decade

Relaunch in ~30 countries of unique enzyme technology, Discs and Expert range with strong media support driving valorization and growth





### PREMIUM BRAND **PERWOLL** DELIVERING **CONTINUOUS GROWTH**







#1 in Fabric Care1

Underpinning **TECHNOLOGY LEADERSHIP** with new **RENEW FORMULA** backed by strong marketing campaign

#### **DOUBLE-DIGIT**

sales growth CAGR over past decade

Present in ~30 COUNTRIES







### US BRAND ALL® FREE CLEAR WITH OUTSTANDING POSITIONING IN SENSITIVE SKIN SEGMENT





#1 in Sensitive Skin segment<sup>1</sup>

**ALL® RELAUNCH** in 2023 – reinforcing the brand's top recommendation by dermatologists, pediatricians and allergists

**DOUBLE-DIGIT** organic sales growth in 2023

Market share increase of +30 BPS YTD vs. 2022 within Fabric Cleaning segment

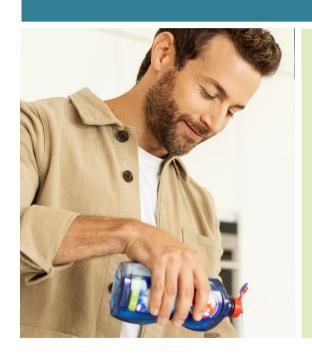




## **LAUNDRY & HOME CARE** WITH INNOVATIVE AND LEADING BRANDS



#### **LAUNDRY & HOME CARE**



#### **HOME CARE**

- Leading player in the **global Home**Care market with a market size of

  ~€60bn
- #1 in active markets with
   ~60 leading country/category
   positions¹ and top brands like
   Somat and Bref
- Covering a comprehensive range of Home Care products from toilet care to dish washing to insecticides

















# **BREF** CREATING RIMBLOCK SEGMENT WITH SUPERIOR INNOVATIONS





Henkel Toilet Care built the rimblock segment, now present in ~40 countries

**BREF 2x SALES** over the last decade

MARKET LEADER across active markets





## INNOVATION LEADER **SOMAT** DRIVING CATEGORY GROWTH





### VERY STRONG ORGANIC SALES GROWTH

over the past 5 years driving category growth and premiumization

#### **#1/#2 POSITION**

in >70% of active countries

Powerful cleaning performance even at **LOW TEMPERATURES** 

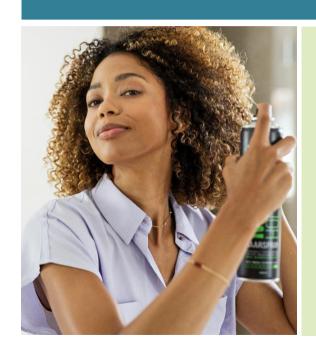




## LEADING PLAYER IN HAIR PROFESSIONAL & CONSUMER ACROSS OUR ACTIVE MARKETS



#### HAIR



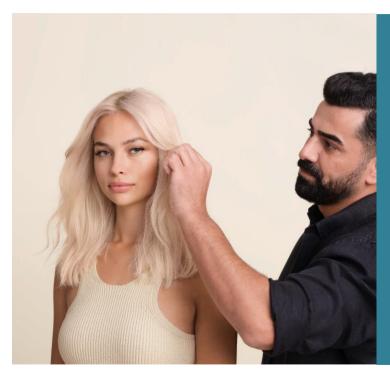
- Attractive global market with a combined size of ~€90bn for Hair Consumer and Hair Professional
- With top rankings in core markets
   e.g. #1 in Consumer Styling in
   Europe, #2 in Professional in
   North America
- ~150 leading country/category positions¹
- Leveraging Hair expertise across Professional and Consumer business with top brands under the umbrella of Schwarzkopf





### HAIR

## NEW BONDING TECHNOLOGY LAUNCHED WITH SCHWARZKOPF PROFESSIONAL BRAND **BLONDME**



### THE AUTHORITY IN BLONDE

Hero product lightener with minimized hair breakage – breakthrough Dual Bond System

**TRIPLED** sales over the past 6 years

**#1** Color & Care System dedicated to blonde perfection







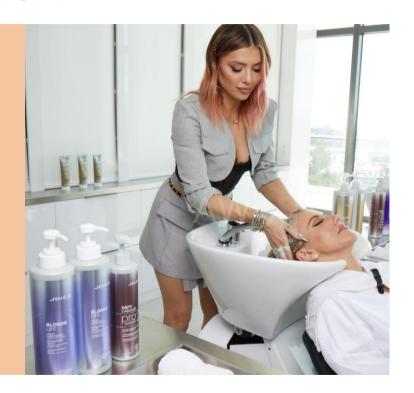
## NORTH AMERICAN PROFESSIONAL BRAND **JOICO** WITH DYNAMIC GROWTH MOMENTUM



#### THE JOI OF HEALTHY HAIR

JOICO was founded by a hairstylist, is 'PETA Approved' and has been dedicated to healthy hair for almost 50 years

~800,000 HAIR STYLISTS in NORTH AMERICA use JOICO





### A

## NORTH AMERICAN PROFESSIONAL BRAND **KENRA**DRIVING GROWTH WITH STRONG INNOVATIONS



#### **#1 PROFESSIONAL STYLING BRAND**

in North America<sup>1</sup>

Launch of extended **KENRA CARE LINE** – with complete range of Shampoos & Conditioners with protective peptides & amino acids

Triple Repair with **PATENTED DUALBOND™ COMPLEX** 

to reduce breakage by almost 90%

#### **#1 YOUTUBE EDUCATOR**

Inspiring over 300,000 stylists with >30 million views

**DOUBLE-DIGIT** organic sales growth in 2023

### **KENRA**

your hair deserves it all





### **GLISS** LEADING WITH NEW BONDING TECHNOLOGY





### SIGNIFICANT ORGANIC SALES GROWTH

across active markets over the past two years driving Consumer Hair Care

#1 in TREATMENTS...
#1 in HAIR REPAIR...
97% BRAND AWARENESS...
...in Germany

### LEADING WITH NEW BONDING TECHNOLOGY:

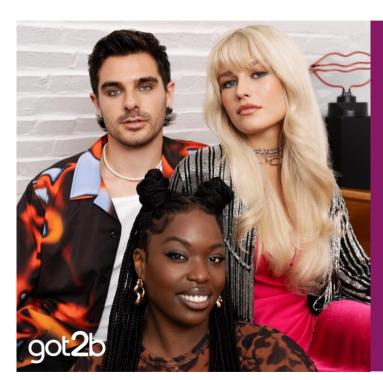
HaptIQ System powered masks & treatments for excellent results





# STYLING BRAND **GOT2B** WITH DYNAMIC GROWTH MOMENTUM





#### **DOUBLE-DIGIT**

sales growth CAGR of got2b over the past decade

**#3** styling brand in Europe – **#1** position in gels, creams, waxes with market share gains of >200 bps YTD August 2023

Co-created relaunch rolled out in >30 COUNTRIES in 2023 supported by dedicated digital campaign

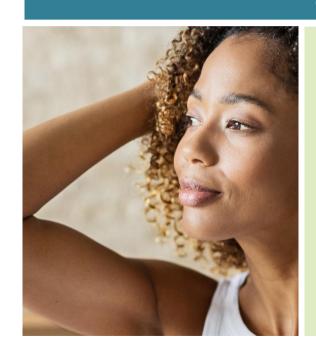




## SERVING **ATTRACTIVE CATEGORIES**IN SELECTED MARKETS



#### OTHER CONSUMER BUSINESSES



- Attractive market segments
   (Bath & Shower, Deodorants and Soaps) with a total market size of ~€70bn
- Selected regional presence in **Europe** and **North America**
- With top brands Fa and Dial





### **DIAL** LEADING IN THE SOAP CATEGORY IN THE US





#### **TOP POSITIONS**

as well-recognized market leader

- **#2** Soap Brand in the USA
- **#1** Antibacterial soap brand
- **#1** Doctor Recommended Antibacterial hand soap

Body Wash 2023 Relaunch Voted **PRODUCT OF THE YEAR** 

body cleansing category





# CONSUMER BRANDS SHAPING OUR BUSINESS ALONG CLEAR TRANSFORMATION STRATEGY

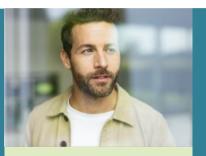


## SHAPING CONSUMER BRANDS TO FUEL GROWTH AND PROFITABILITY

#### Biggest company transformation in recent years in full swing – with clear strategic rationale

MERGER OF TWO FORMERLY
SEPARATE CONSUMER
BUSINESS UNITS –
CREATING A STRONG
MULTI-CATEGORY PLATFORM





LEVERAGING
STRONG BRANDS AND
TECHNOLOGY
LEADERSHIP

FOCUS ON
TWO GLOBAL CATEGORIES
LAUNDRY & HOME CARE
AND HAIR



#### **Strong platform:**

Focus on brands and businesses with attractive growth and margin profile

#### **Leveraging scale:**

Significant synergies and efficiency gains

#### **Integrated approach:**

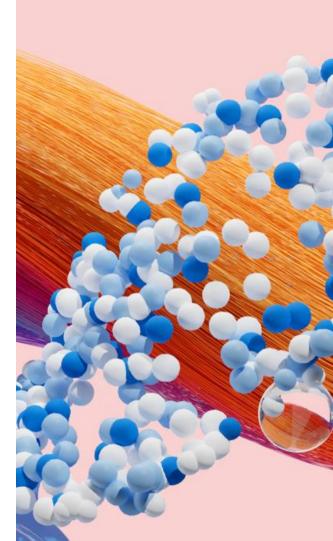
Leaner structures and faster decision-making processes



## **BUSINESS TRANSFORMATION**IN FULL SWING

#### Flywheel driving business transformation to fuel profitable growth





## DRIVING **BETTER**STRINGENT EXECUTION ALONG CLEAR ROADMAP



Significant savings driven by multiple levers:

Portfolio – SG&A – Supply Chain

#### PHASE 1

Focus on optimization of organizational set up and portfolio

#### PHASE 2

Focus on supply chain network, commercial integration and operational excellence



#### **Accelerated integration of our consumer businesses**

- Implementation in both phases ahead of plan
- Increased potential leading to step up in total expected savings by ~€125m to ~€525m
- Driving investments to accelerate growth – e.g. marketing investments remain on elevated levels to strengthen brand equity

### TOTAL SAVINGS EXPECTED BY 2026



■ Phase I ■ Phase II



## DRIVING **BETTER**OPTIMIZING OVERALL SET-UP







- New organizational set-up globally (incl. reduction by ~2,000 positions)
- Lean and efficient structures to drive overall agility
- Foster entrepreneural spirit and accelerate cultural transformation



#### **PORTFOLIO**

- Focus on two global categories total ~€1bn of sales put under review in 2022
- Stringently redirect resources towards high growth and high margin products and brands
- Enhancing gross profit profile allowing for increased re-investment levels in brand equity
- Value-creating acquisitions



#### SUPPLY CHAIN

- Improve efficiency of own production set up and optimize contract manufacturers network
- Drive commercial integration with optimized logistics capabilities along 1-1-1 approach (one order, one shipment, one invoice)
- Leverage procurement opportunities





#### PHASE I

~€275m savings targeted by end of 2024



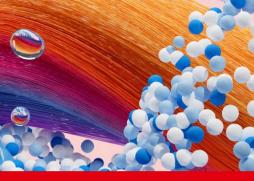
## CONSUMER BRANDS INTEGRATION WELL ON TRACK



#### Phase I: Focus on optimization of organizational set up and portfolio

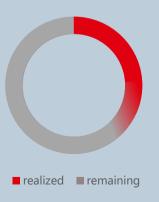
- Optimization of organizational set-up well advanced:
   agreements for >2,000 positions concluded by end of 2023
- Portfolio measures clearly on track:
  - ~€650m of total €1bn divested/discontinued
  - Double-digit percentage reduction of #SKUs
  - Positive volume development in Hair in FY 23
- Savings:
  - ->**€200m** of initially targeted €250m **already achieved** by end of 2023
  - Increase of expected savings from ~€250m to €275m in full swing by end of 2024





#### **PHASE II**

~€250m savings targeted by 2026



## CONSUMER BRANDS INTEGRATION WELL ON TRACK



Phase II: Focus on supply chain network, commercial integration and operational excellence

- >800 projects launched to drive operational efficiency in manufacturing and logistics
- Average complexity reduction by 15% initiated (Target: ~25%),
   including number of plants, production lines, warehouses, contract manufacturers
- Commercial integration progressing as planned with seven countries live
- Savings:
  - -~€80m of initially €150m already achieved by end of 2023
  - Increased expectations from at least €150m to ~€250m in full swing by 2026

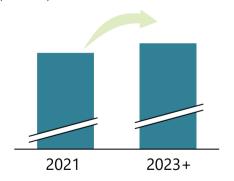


## DRIVING *BIGGER*LEVERAGING AND INVESTING IN TECHNOLOGIES



Continuous substantial investments into R&D and technologies has created a wealth of knowledge and patents

R&D investments in €m (indicative)



### Superior technology-driven innovations adressing relevant consumer needs – Examples



#### INNOVATIVE HAIR BONDING TECHNOLOGY

Restoring and repairing hair structure for healthier and stronger hair

- Colorations may cause damage to the hair
- Bonding technology used in Professional and Consumer colorations protects the hair during the coloration process



#### **UNIQUE DEEP CLEAN TECHNOLOGY**

Removing deposits that create bad odors on laundry and in the washing machine

- Washing machines can develop bad odors over time
- Innovative enzyme technology enables lasting hygienic freshness



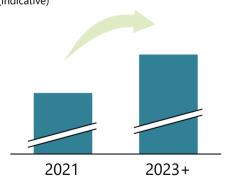
## DRIVING **BIGGER**VALORIZING TRUSTED BRANDS



LIFT YOUR BLONDE AT HOME

### Increased media investments driving brand equity

Media investments in €m (indicative)



### Strengthening brands fueled by innovation and marketing support – Examples



#### **TAFT**

Re-ignited Styling category with strong relaunch



#### **SYOSS**

Leveraging differentiation for growth

#### **PERWOLL**

Gaining appeal as main premium brand in Fabric Care



## DRIVING **BIGGER**DIGITAL BUSINESS ENABLEMENT



#### Leveraging digitalization to create attractive touchpoints and increase efficiency



#### **DIGITAL SALES & MARKETING**

**Digital sales** with double-digit organic growth in 2023 **Integration of AI** to optimize customer centricity and marketing activation



#### **R&D AND SUPPLY CHAIN**

**Digitalization** of **Supply Chain streams R&D backbone supported by AI** to drive purposeful innovations



### **SUSTAINABILITY** AS PART OF OUR DNA

#### We create value by embedding sustainability in our innovative high-performing brands:

#### **OPERATIONS**

Ambition for 20301:

100% Transformation carbon-neutral production



#### **PACKAGING**

Targets for 20251:

100% Recyclable or reusable packaging>30% Recycled plastic





#### **INGREDIENTS**

Maximize renewable and biodegradable ingredients by 2030



### CONSUMER EMPOWERMENT

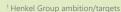
Initiatives to encourage responsible-minded behavior while using our products



In 2023 we achieved, e.g:

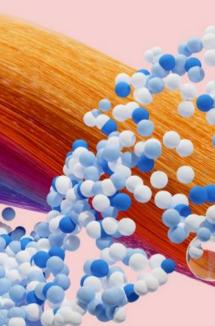


of our ingredients are biodegradable<sup>2</sup>



<sup>&</sup>lt;sup>2</sup> Referring to organic ingredients in accordance with 301/302 OECD guidelines







## CONSUMER BRANDS POISED FOR PROFITABLE GROWTH

### MID-TERM FINANCIAL AMBITION

3-4 %

ORGANIC SALES GROWTH

**MID-TEENS** %

ADJ. EBIT MARGIN

- #2 player across our active markets around the world, with leading positions in attractive consumer categories
- Portfolio of iconic brands with strong brand equities supported by increased and more focused marketing spend
- Driving impactful innovations to boost growth, building on strong R&D expertise as technology leader and digital and sustainability capabilities
- Leveraging deep consumer insights and well-established relationships with customers and partners to shape relevant market trends
- Execution of clear roadmap for business transformation to fuel growth dynamics – both organically and via M&A – and enhance profitability









AT A GLANCE: REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER BRANDS

**ESG** 



Early mover with long-term strategy and solid corporate governance



2030+ Sustainability Ambition Framework firmly embedded –

driving transformational change in our business, value chains and markets

### SUSTAINABILITY DRIVING DROCDESS ALONG THE

DRIVING PROGRESS ALONG THE VALUE CHAIN

Sustainability at the core of our corporate strategy and company purpose



>30 years of continuous Sustainability Reporting





### 2030+ SUSTAINABILITY AMBITION FRAMEWORK



#### **Highlight ambitions**



### Net-zero transformation of our business

and reduction of greenhouse gas emissions by 90 % by 2045 (vs. 2021)



Increase share of recycled plastic in packaging to >30% and achieve 100% design for recycling or reusability by 2025



Aim for gender parity across all management levels by 2025

 and shape the future of work for our business and employees



## TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS



#### STRIVE TO ACHIEVE A CIRCULAR AND NET-ZERO FUTURE



#### **CIRCULARITY**

**87%** of packaging is **designed for recycling** (target: 100% by 2025)



#### **NATURE**

96% of palm-based ingredients comes from certified sustainable supply (ambition: 100%)





#### **CLIMATE**

89% of our **electricity sourced from renewable sources** (target: 100% by 2030)



## TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS



#### **CONTRIBUTE TO PEOPLE BEING ABLE TO LEAD A BETTER LIFE**





#### **EQUITY**

**39.5% share of women** across management levels (ambition: 50% by 2025)



>90% employees reached with global health campaigns

WELLBEING





#### **EDUCATION**

>39,300 smallholders reached through improved livelihoods and forest protection projects



## TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS



#### DRIVE PERFORMANCE WITH INTEGRITY



#### **TRANSPARENCY**

Continuous participation in **key disclosures** such as **MSCI, ISS** and **Sustainalytics** 



#### **COLLABORATION**

Founding member of industry initiative **Together for Sustainability (TfS)** – driving sustainability in the chemical sector's supply chains





>99% of annual sales covered by product lifecycle appraisals

**PERFORMANCE** 



### KEY FOR COMPETITIVENESS AND FUTURE BUSINESS VIABILITY

- Strong track record and profound competencies in sustainability management
- Sustainability integral part of company strategy and purpose
- Comprehensive 2030+ Sustainability Ambition Framework addressing relevant challenges and opportunities
- Distinct implementation across business units to drive competitive advantage – leveraging role as "enabler" in Adhesive Technologies and shaping relevant trends in Consumer Brands
- Deep commitment and excellent performance in sustainability confirmed in numerous independent sustainability ratings
- Clear contribution to value creation and competitiveness

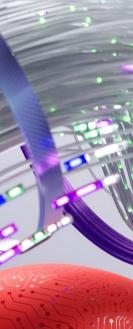
### FURTHER INFORMATION:



SUSTAINABILITY REPORT 2023

**CORPORATE GOVERNANCE:** 

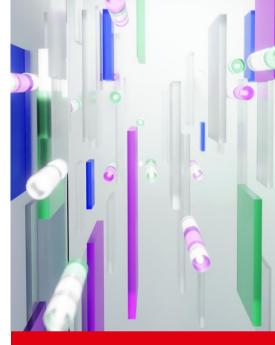
CORPORATE GOVERNANCE
AT HENKEL











AT A GLANCE: REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER BRANDS

ESG

### INVESTOR RELATIONS CONTACT



### INVESTOR RELATIONS **TEAM**



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**Dr. Dennis Starke** Senior Manager Investor Relations



Jennifer Ott Senior Manager Investor Relations





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