

HENKEL EQUITY STORY

INVESTOR RELATIONS



DISCLAIMER

This presentation contains forward-looking statements which are based on current estimates and assumptions made by the corporate management of Henkel AG & Co. KGaA. Statements with respect to the future are characterized by the use of words such as "expect", "intend", "plan", "anticipate", "believe", "estimate", and similar terms. Such statements are not to be understood as in any way guaranteeing that those expectations will turn out to be accurate. Future performance and results actually achieved by Henkel AG & Co. KGaA and its affiliated companies depend on a number of risks and uncertainties and may therefore differ materially from the forward-looking statements. Many of these factors are outside Henkel's control and cannot be accurately estimated in advance, such as the future economic environment and the actions of competitors and others involved in the marketplace. Henkel neither plans nor undertakes to update any forward-looking statements.

This document includes – in the applicable financial reporting framework not clearly defined – supplemental financial measures that are or may be alternative performance measures (non-GAAP-measures). These supplemental financial measures should not be viewed in isolation or as alternatives to measures of Henkel's net assets and financial positions or results of operations as presented in accordance with the applicable financial reporting framework in its Consolidated Financial Statements. Other companies that report or describe similarly titled alternative performance measures may calculate them differently.

This document has been issued for information purposes only and is not intended to constitute an investment advice or an offer to sell, or a solicitation of an offer to buy, any securities.

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 2024 (time reference of market share data may deviate). Updated in March 2025.





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



HENKEL EQUITY STORY

CARSTEN KNOBEL

CEO

"As global market leader for adhesives, sealants and 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 2024



FOUNDED IN **1876**

LISTED SINCE 1985, FOUNDING MEMBER OF

DAX



4 BILLIONAIRE BRANDS ACCOUNTING FOR ~40% OF SALES



>160 PRODUCTION SITES IN >50 COUNTRIES

~47,000

EMPLOYEES FROM

>125 NATIONALITIES

2.4%

DIVIDEND YIELD PER PREFERRED SHARE¹



-64% CO₂ EMISSIONS IN PRODUCTION²

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



HENKEL EQUITY STORY
¹ Based on dividend proposal for fiscal year 2024 and on share price as of Dec. 31, 2024.
² Per ton of product, compared to the base year 2017.

SALES

€**21.6**_{BN}

ADJUSTED EBIT

€3.1_{BN}

STRONG BUSINESSES WITH LEADING POSITIONS,...

HENKEL GROUP

ADHESIVE TECHNOLOGIES





Packaging & Consumer Goods

> **#1** worldwide



Craftsmen, Construction & Professional

> **#3** worldwide

Laundry & Home Care

#2 in active markets



#2

in active markets

CONSUMER BRANDS

Other Consumer

Body Care

Presence in selected markets



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



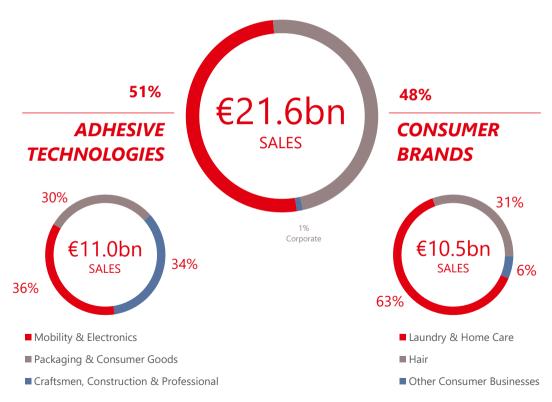


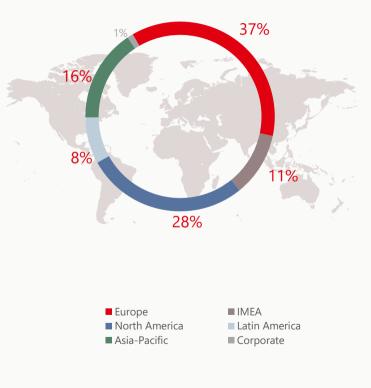
...AND **GLOBAL FOOTPRINT**...

FY 2024

10

HENKEL EQUITY STORY





...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**



PIONEERS AT HEART FOR THE GOOD OF GENERATIONS

OUR VISION

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

INNOVATION

SUSTAINABILITY

DIGITALIZATION

FUTURE-READY
OPERATING
MODELS

FUTURE-READY
OPERATING
MODELS

STRATEGIC FRAMEWORK FOR

PURPOSEFUL GROWTH



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



MORE THAN

€2bn

BRANDS/BUSINESSES DIVESTED OR DISCONTINUED¹ 2022 – 2024

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





13 HENKEL EQUITY STORY

COMPETITIVE EDGE - INNOVATION



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

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 MEGATRENDS





COMPETITIVE EDGE - SUSTAINABILITY



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

LEADING POSITION

EXCELLENT RESULTS IN ESG-RATINGS AND -RANKINGS

2030+ SUSTAINABILITY AMBITION FRAMEWORK

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







COMPETITIVE EDGE - DIGITALIZATION



Enhancing value creation for customers and consumers through **DIGITALIZATION**, growing digital sales and increasing efficiency HIGHLIGHT ACHIEVEMENTS SINCE STRATEGY LAUNCH

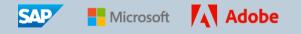


DIGITAL SALES SHARE OF ~20%

COMBINED DIGITAL UNIT HENKEL DX ACCELERATING DIGITAL INNOVATIONS VIA UNIQUE GLOBAL PLATFORM



STRONG PARTNERSHIPS WITH LEADING DIGITAL COMPANIES





FUTURE-READY OPERATING MODELS



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



OPTIMIZED ORGANIZATIONAL SET UP IN ADHESIVE TECHNOLOGIES

SUCCESSFULLY IMPLEMENTED ENSURING CUSTOMER PROXIMITY ALONG

3 BUSINESS AREAS



FOSTERING SHARED FUNCTIONS AND PLATFORMS

BROADENED SCOPE OF SHARED SERVICE CENTER ORGANIZATION



COLLABORATIVE CULTURE & EMPOWERED PEOPLE



DRIVING CULTURAL TRANSFORMATION WITH NUMEROUS GLOBAL INITIATIVES



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



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



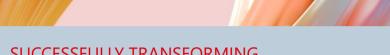


... TAKING OUR BUSINESSES TO THE **NEXT LEVEL**...



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 customercentric solutions setting industry standards, leveraging megatrends
- Optimized organizational set-up ensuring 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 2024

Strong topline development across businesses





HENKEL GROUP



CAGR²







CAGR²



CONSUMER BRANDS



CAGR²



21 HENKEL EQUITY STORY ¹ at constant exchange rates. ² FY20

...INVESTING INTO OUR BUSINESSES...

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

ACOUISITIONS 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 ~€650m 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)

Shiseido Professional and Vidal Sassoon in APAC (Consumer Brands)





(Adhesive Technologies)

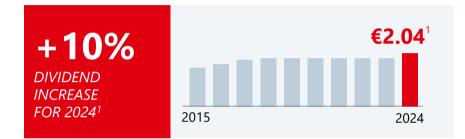
New R&D center in Asia (Consumer Brands)

CURRENT DEBT RATINGS

S&P A

Moody's: A2

...AND LETTING OUR SHAREHOLDERS PARTICIPATE



- Dividend policy with targeted payout ratio of 30-40%²
- Long streak of growing or stable dividend per share since IPO 1985
- Average dividend increase of ~4% p.a. over last 10 years



- **First ever share buyback** in Henkel's history launched in 2022 and completed in Q1/2023
- New share buyback of up to €1bn starting in the course of April 2025 and to be concluded by March 2026 at the latest; targeted 80%/20% split between preferred and ordinary shares

Distributed almost €10bn to shareholders over a period of 10 years³

23 HENKEL FY 2024

¹ proposal (per preferred share) to shareholders for AGM on April 28, 2025 ² of net income after non-controlling interests, and adjusted for exceptional items ³ incl. 2024 dividend proposal and announced share buyback as of March 11, 2025



STRINGENTLY WORKING TOWARDS OUR **MID-TERM FINANCIAL AMBITION**

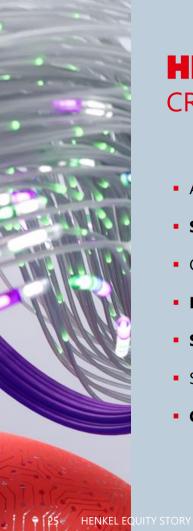
| | HENKEL | ADHESIVE | CONSUMER |
|-------------------------|-----------------------------------------------------------------------------|----------|----------|
| | GROUP | TECHN. | BRANDS |
| ORGANIC SALES GROWTH | 3 to 4% | 3 to 5% | 3 to 4% |
| ADJUSTED | ~16% | high- | mid- |
| EBIT MARGIN | | 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 customer-centric 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



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





>50 adhesive solutions are in each smartphone



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

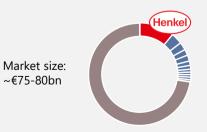
SETTING INDUSTRY STANDARDS

Shaping the industry as market leader in adhesives, sealants and 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 | Key brands | Peer group with business overlap |
|-------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| ~100.000 customers | <section-header><section-header><section-header><section-header><section-header><section-header><section-header><text></text></section-header></section-header></section-header></section-header></section-header></section-header></section-header> | <image/> |



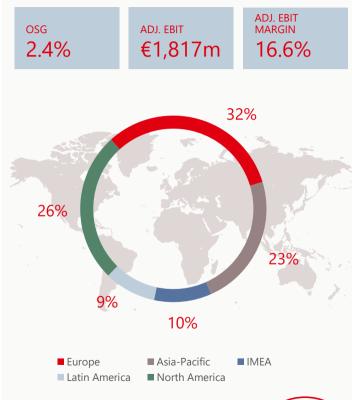
WELL-BALANCED GLOBAL PORTFOLIO



CONSUMER GOODS

Packaging Consumer Goods **KPIs 2024**

36%





CREATING CUSTOMER VALUE AS **LEADING SOLUTION PROVIDER**

High-impact customer-centric 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

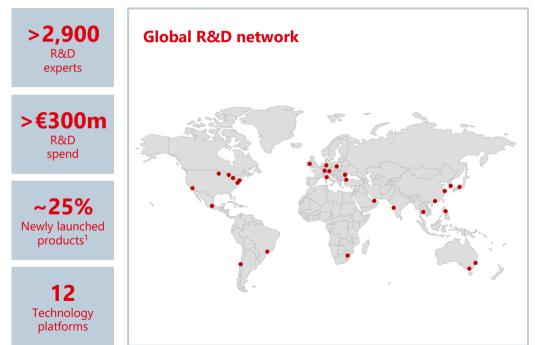


DELIVERING HIGHEST QUALITY AT GLOBAL SCALE

- >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





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



Build & accelerate new tech platforms, e.g. printed electronics

New business solutions

Win & grow new adjacent business,

e.g. automated & data-enabled solutions

New technology platforms

Core technology portfolio Shape and develop existing technology portfolio, e.g. enabling sustainability





URBANIZATION



LEVERAGING **GROWTH-DRIVING MEGATRENDS** ACROSS INDUSTRIES



SUSTAINABILITY

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

MOBILITY

Solving challenges with new applications paving the way for future mobility Facilitating new functionalities and designs at the forefront of the industry

CONNECTIVITY

DIGITALIZATION

Improved time-to-market and customer interaction by leveraging data Driving speed, efficiency and sustainability in construction

URBANIZATION

SELECTED EXAMPLES

Accelerate development of debonding technologies Reliable thermal management & coating solutions enabling safety & large-scale production Enhanced bonding & protection solutions (thinner, shock-resistant, waterproof) for smart devices

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

Sustainable Engineered Wood solutions driving industry transformation



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

We enable customers to drive their sustainability agendas:



Fostering sustainable solutions across industries driving future growth:



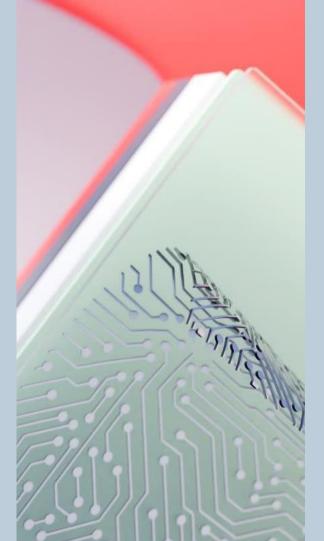
Sales share¹ of our portfolio's products with significant positive contribution in the areas of climate, circularity, safety and nature – e.g. by enabling emissions reduction in production processes and use phase

¹Referring to pioneers and contributors' share of assessed products as per practitioner's report 2023.





ADHESIVE TECHNOLOGIES OUR BUSINESSES AND SOLUTIONS



CREATING **COMPETITIVE ADVANTAGE** WITH CUSTOMER-CENTRIC 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

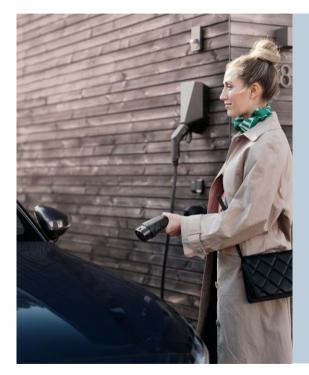




MOBILITY &

FI FCTRONICS

AUTOMOTIVE COMPONENTS: GROWTH FUELED BY INNOVATIVE E-MOBILITY APPLICATIONS



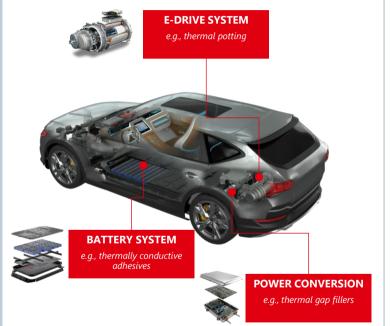
EV SALES POTENTIAL

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



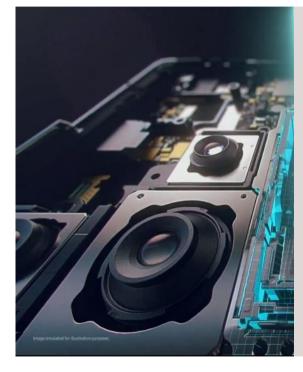


MOBILITY &

FI FCTRONICS



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 XR¹ devices offering up to **3.5X SALES POTENTIAL** per device vs high-end smartphones

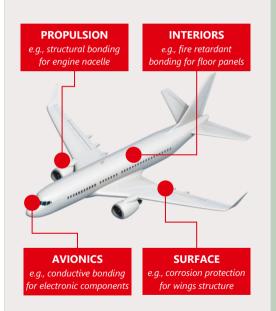
Focus on **DEVICE REPARABILITY** increases need for durable bonds and debonding solutions – structural bonding market expected to expand by 30% until 2027







INDUSTRIALS: TAILOR-MADE SOLUTIONS FOR BROAD RANGE OF MARKETS



OUTPERFORMING AEROSPACE MARKET with HIGH SINGLE-DIGIT growth¹

MID TO HIGH SINGLE-DIGIT growth¹ with MEDICAL APPLICATIONS, e.g. continuous glucose monitoring devices

HIGH SINGLE-DIGIT growth¹ in DATA & TELECOM business





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 &

CONSUMER GOODS

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 adhesives¹; 4 are NET-ZERO SOLUTIONS

4X HIGHER GROWTH² 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



CRAFTSMEN, CONSTRUCTION &

PROFESSIONAL



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





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: CRAFTSMEN, CONSTRUCTION & 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 MRO¹ 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, 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





We have established entirely new categories, such as toilet care, transforming consumer choices



We focus on selected brands in key categories driving value through relevant innovations

CONSUMER BRANDS #2 PLAYER IN OUR ACTIVE MARKETS



Every second the hair of 16 consumers is colored with Henkel hair colorants



Every second more than 150 dishwashers are running with a Henkel unit dose



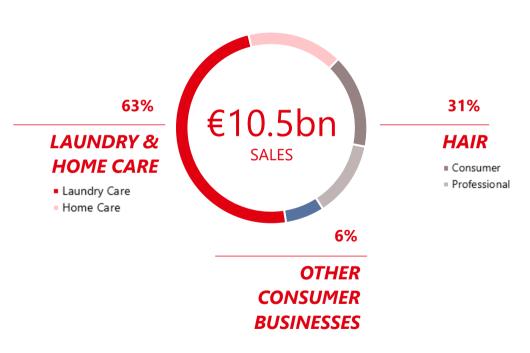
Every minute ~3,000 detergent products from Henkel are sold



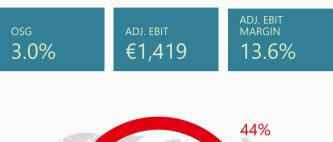
ATTRACTIVE CATEGORY PORTFOLIO FOCUSING ON TWO GLOBAL CATEGORIES

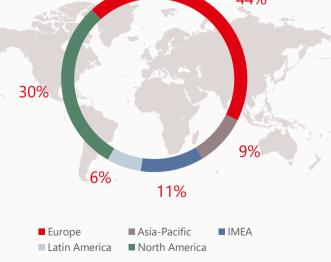


UNITED UNDER ONE STRONG > 10BN€ PLATFORM



KPIs 2024







STRONG GLOBAL PLAYER WITH ICONIC #1 BRANDS IN LAUNDRY CARE, HOME CARE & HAIR





VALORIZATION LEADING TO VERY STRONG GROWTH OF TOP 10 BRANDS



Selective innovation examples





SUSTAINABILITY Empowering consumers to make sustainable choices in their daily lives



HEALTH & WELLBEING Promoting products for a healthier, balanced lifestyle

CREATING CONSUMER CENTRIC INNOVATIONS BASED ON GLOBAL TRENDS



PREMIUMIZATION

Elevating consumer experiences with superior products through our brands



DIGITALIZATION Enhancing the consumer experience through innovative digital tools



CONVENIENCE Simplifying daily tasks with personalized, easyto-use, effective solutions





Best-in-class Bioscience exclusive enzymes, microbiology and early pioneers for peptides



30 years Experience in Enzyme Engineering

LEVERAGING TECHNOLOGY LEADERSHIP



With our **in-house Fragrance Center**, we craft distinctive scents that enhance consumer experience



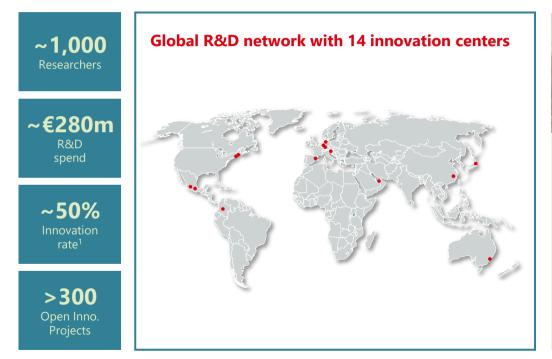
Al based performance modeling 720 Mio laundry stain tests digitalized/automated



Pioneering Hair Bonding Technology with firstproven covalent bonding chemistry. Supported by 6 Eternalock leading patents



UNDERPINNED BY GLOBAL R&D NETWORK





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**

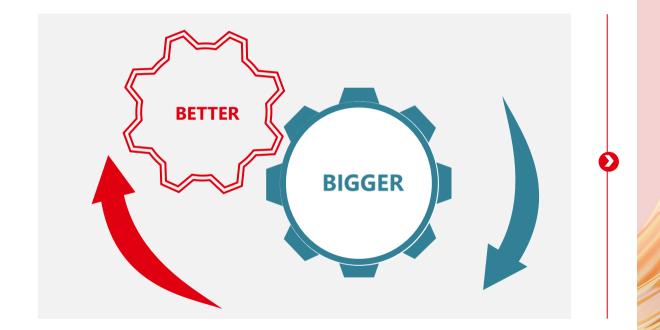




CONSUMER BRANDS BETTER AND BIGGER AS THE KEY FOR SUCCESS



DRIVING **BETTER AND BIGGER** AS THE KEY FOR SUCCESS IN HCB





FOCUSED BUSINESS PORTFOLIO ACTIVELY SHAPING THE PORTFOLIO





 \oplus

CHINA

Focused business

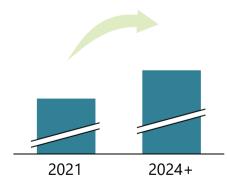
portfolio

FOCUSED BUSINESS PORTFOLIO ALLOWS US TO DRIVE VALUE IN OUR BRANDS

FUELING OUR INNOVATION AND BRANDS WITH STRONG INVESTMENTS

Increased media investments driving brand equity

Media investments in €m (indicative)



Strengthening brands powered by innovation and marketing support – Examples



TAFT

Re-igniting Styling category with strong relaunch

PERWOLL

Gaining appeal as main premium brand in Fabric Care and geographical expansion







Focused business

portfolio



SYOSS

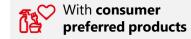
(+)

Leveraging differentiation for growth



64

WITH CONSUMER PREFERRED PRODUCTS DRIVING CONSUMER RELEVANT TRENDS





SUSTAINABILITY

Empowering consumers to make more sustainable choices in their daily routines



WELLBEING Promoting products that support a healthier and

balanced lifestyle



CONVENIENCE

Simplifying daily tasks with personalized, easyto-use, effective solutions



DIGITALIZATION

Enhancing the consumer experience through innovative digital tools



Elevating consumer experiences with superior products through our brands



More concentrated formulas, recycled and recyclable plastic packaging and coldwater wash solutions Easing consumer concerns with advanced formulas for sensitive skin and safe, hygienic cleaning products and reducing the impact of fast fashion

Laundry capsules, allin-one cleaners, and customized hair routines Al-driven product testing, virtual hair coloration try-on, and smart home-enabled cleaning solutions

Creating value in our categories by enhancing our formulas and driving market growth



WITH CONSUMER PREFERRED PRODUCTS ^(M) preferred products LAUNDRY CARE: DRIVING SELECTIVE STRATEGIC GROWTH



LAUNDRY CARE

In Laundry Care, we want to strategically lead the future of Laundry by focusing on **selective**, **strategic growth** in key categories and Power Brands, leveraging **technology leadership** to drive differentiation and value

We are **#2** in active markets with ~60 leading country/category positions¹

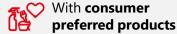
We built a legacy of **iconic brands** like Persil, complemented by distinct equities such as All and Perwoll, proving our strength to sustainably lead with consumer-centric innovations

We are **expanding our global footprint** with strategic rollouts





With consumer



WITH CONSUMER PREFERRED PRODUCTS









WITH CONSUMER PREFERRED PRODUCTSImage: Construction of the co



Perwoll's best-in-class unique formula extends garment life with triple renew benefits:

- Fiber renew: Superior pilling removal that make clothes look like new
- Color renew: New enzyme removes grey haze, making colors shine again
- Freshness: Advanced malodor removal

with a **balanced footprint**: 50% recycled plastic and a fully recyclable bottle

Present in ~**40 countries** with recent **expansion** in South Korea and new launch in UK and Ireland

WE DRIVE THE CATEGORY GROWTH leading global brand in the fastest-growing category² with double-digit organic sales growth



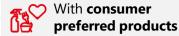
Committed to **sustainable fashion**, addressing the 60% of new clothes discarded within a year¹, leading

- #RethinkFashion movement
- #NoNewClothes Challenge

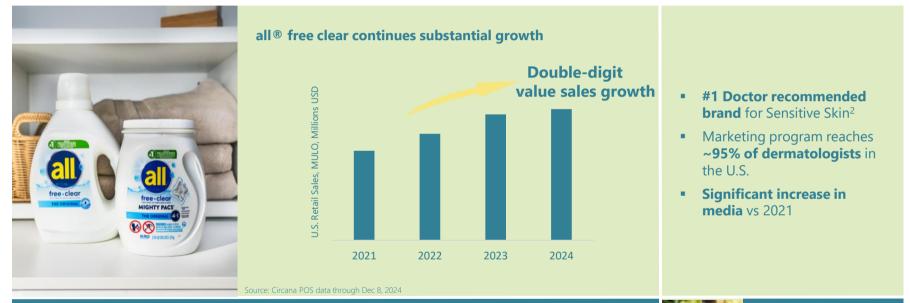


We drive sustainability





WITH CONSUMER PREFERRED PRODUCTS Description FABRIC CLEANING: ALL #1 SENSITIVE SKIN DETERGENT BRAND



#1 IN SENSITIVE SKIN SEGMENT¹ Market share increase of +140 bps YTD vs. 2021 within Fabric Cleaning segment

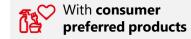


We support health & wellbeing

en



WITH CONSUMER PREFERRED PRODUCTS HOME CARE: LEADING WITH STRONG BRANDS



HOME CARE

We drive market leadership combining strategic investments with advanced technologies to set industry standards and lead the market

#1 in active markets leading in more than **70% of our country /** category positions¹

Building **strong brands**, we transform Home Care with innovations from brands like **Somat** and **Bref**, **establishing new standards** in dishwashing and toilet care











SUPERIOR TOILET CLEANING
Market leader across active markets



THE EXPERT IN DISHWASHING

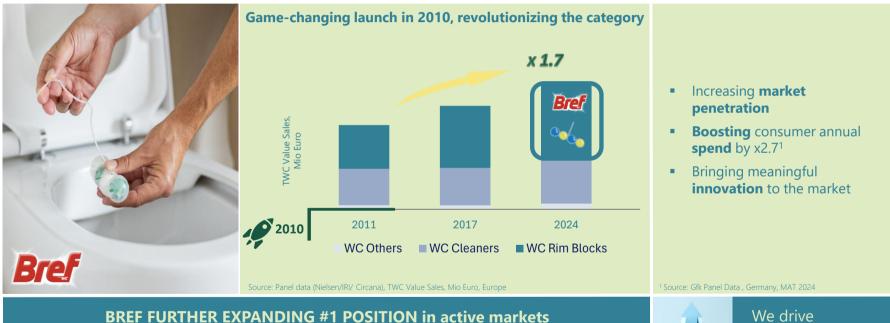
#1/#2 position in 70% of active countries







WITH CONSUMER PREFERRED PRODUCTS



with a double-digit organic sales growth in 2024, driving category penetration gains

We drive premiumization



WITH CONSUMER PREFERRED PRODUCTS AUTOMATIC DISHWASHING: ACCELERATING GROWTH



Redefining dishwashing performance with state-ofthe-art technology:

- Exclusive technology for extra-performance on burnt-in stains
- Upgrading consumers to premium caps for perfect results in an efficient way



We **relieve consumers** from any **dishwashing burdens** while reducing environmental impact:

With consumer preferred products

- Effective at low temperatures to save energy, water, CO₂ and money
- Better formulas for perfect results, minimizing personal effort and resource usage

DRIVING CATEGORY GROWTH with very strong organic sales growth over the past 5 years







WITH CONSUMER PREFERRED PRODUCTS



HAIR

In Hair, we win in the market by leveraging our **expertise across Professional and Consumer**. Our strategy focuses on brand distinctiveness, premiumization and highperformance technologies.

We compete in all key hair categories -Coloration, Styling, and Care- and hold **leading positions in ~60% of our country/category markets**.¹

We leverage our megabrand Schwarzkopf with the ambition to become **the authority in Hair**, being by the side of consumers and professionals.





WITH CONSUMER PREFERRED PRODUCTS LEVERAGING SCHWARZKOPF MASTERBRAND



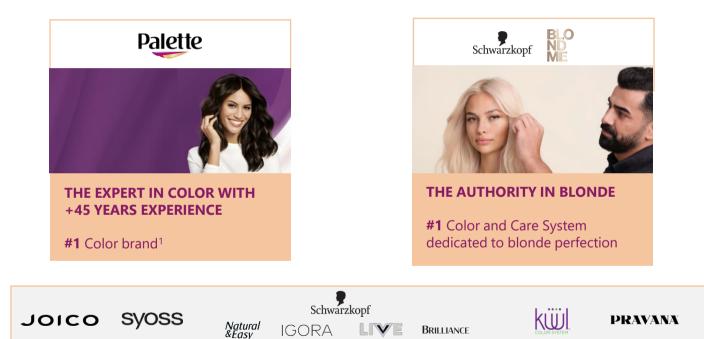


THE AUTHORITY IN HAIR Schwarzkopf as #1 umbrella brand with >€1bn sales We drive premiumization



WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: WINNING COLORATION







WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: WINNING COLORATION



No. 1 brand

in Coloration

BEFORE AFTER Driving the leadership in the category and Palette answering to **changing habits** that disrupt the market Schwarzkopf BRILLIANCE More than 45 years expertise i.e Schwarzkopf Brillance Glossing and global presence in 70+ Untapping a new coloration category, countries boosting consumer recruitment -40% of buyers are newand **increasing buying** frequency -5.8x vs 4.1x regular coloration-All time high 52% Market Share in 2024 44% 28% Driving **digitalization** with the virtual hair color try-on to help users find their perfect LAUNCH OF 2022 2024 2023 AAIR GLOSSING shade bv Henkel Competitor BRILLANCE

WE LEAD COLORATION WITH TOP BRANDS

Brillance Strongest growing brand in Germany in value sales PALETTE #1 color brand, selling 4 units every second



We drive digitalization

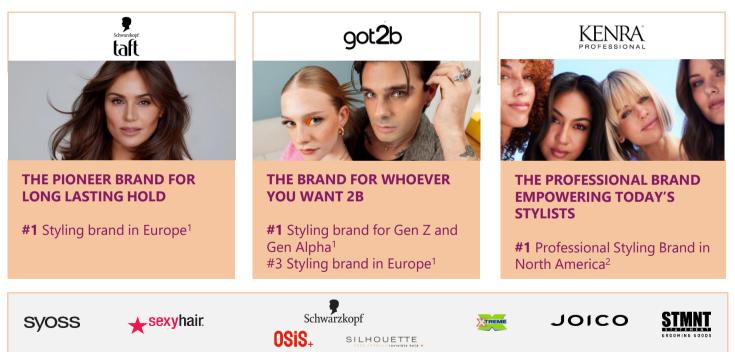
Source glossing data: Panel data (Nielsen/ICircana), Coloration Level 1 Value Sales, Brillance shares, K Euro, DE; Gfk Panel Data, 01.09.22-31.12.24



lenk

WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: LEADING STYLING





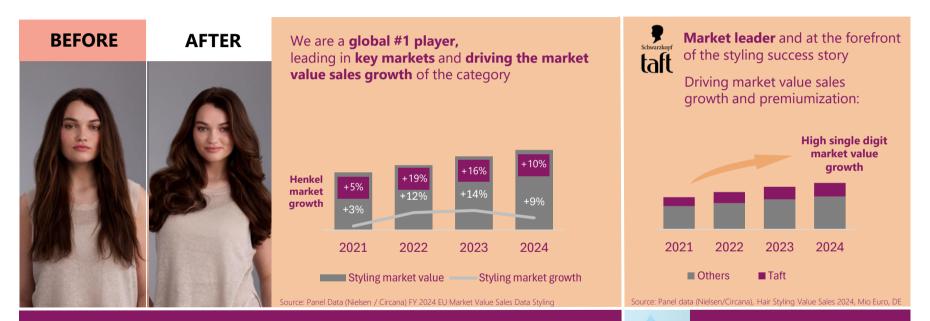


78 HENKEL EQUITY STORY

¹Source: Panel data (Nielsen/IRI/ Circana), FY 2024 ²Source : Kline Salon Haircare Full Year 2024

WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: LEADING STYLING





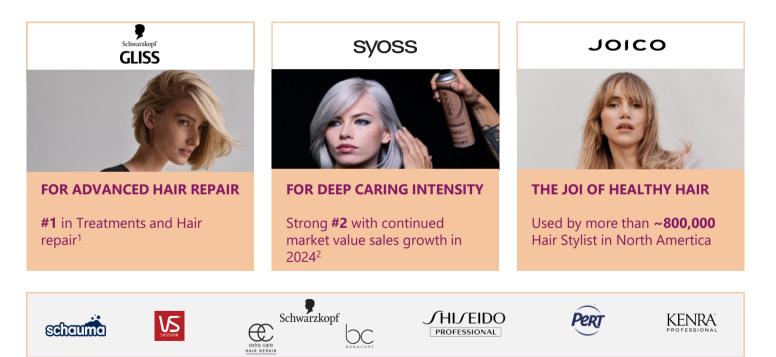
#1 GLOBALLY IN ACTIVE MARKETS

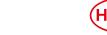
Taft #1 styling brand in Europe with double-digit organic sales growth

We drive premiumization



WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: ACCELERATING CARE





With consumer

preferred products

ß

¹ Source: Panel Data (Nielsen / Circana) FY 2024, Germany ² Source: Panel Data (Nielsen / Circana) FY 2024

WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: ACCELERATING CARE





We develop **premium innovations in Schwarzkopf** powered by **cutting edge technologies** that improve hair health inside and out.



- Inner Action: Repairs hair from within with micro-bonds
- Outer Action: Protects hair with a damage-resistant layer

We leverage this technology across Schwarzkopf consumer categories Schwarzkopf GLISS

Proven success with 82% new users and expanding to 6 new countries

Sustainability in the core with 97% recycled plastic bottle with fully recyclable packaging



CUTTING-EDGE TECHNOLOGIES FOR SUSTAINABLE GROWTH Syoss and Gliss with consistent market value sales growth since 2021¹

We drive premiumization



81 HENKEL EQUITY STORY

WITH CONSUMER PREFERRED PRODUCTS OTHER CONSUMER BUSINESSES: REGIONAL FOCUS





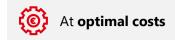
Active in attractive market segments: Bath & Shower, Deodorants and Soaps

Selected regional presence in **Europe** and **North America** with top brands **Fa** and **Dial**

Fa







AT OPTIMAL COSTS OPTIMIZING THE OVERALL SET-UP



NEW ORGANIZATION

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



DIGITALIZATION

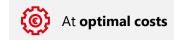
- Leveraging digitalization to create attractive touchpoints and increase efficiency
- Integration of AI to optimize customer centricity and marketing activation
- R&D backbone supported by AI to drive purposeful innovations



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





AT OPTIMAL COSTS CONSUMER BRANDS INTEGRATION IN FULL SWING

Optimizing organizational set-up and portfolio

- Organizational set-up concluded in 2024
- Portfolio measures of slightly more than €1bn completed
- €275m net savings realized by end of 2024

Driving supply chain optimization

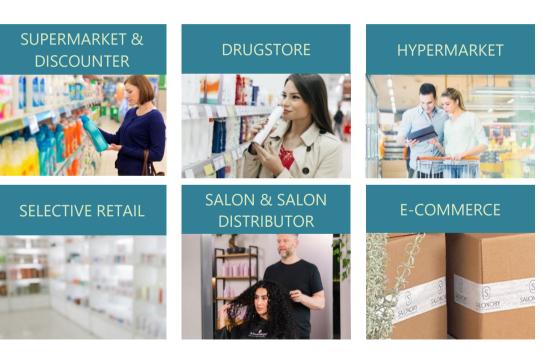
- "1-1-1 approach" live in all targeted countries
- Complexity reduction of ~23% reached by end of 2024 (target ~25% by end of 2025)
- €150m net savings realized by end of 2024 (€250m target to be reached by end of 2025)

Targeted savings of €525m expected to be already reached by end of FY 2025¹





POWERED BY CUSTOMER EXCELLENCE WITH A DIVERSIFIED GO-TO-MARKET SETUP



As ONE HCB consumer platform,

we are a strong partner

- One face to our customers
- One Team: Faster, simpler, leaner
- Increased logistical and operational efficiency (1-1-1)
- Among TOP 5 FMCG players¹ in Europe

¹ Source: 2023 Euromonitor Consulting; Euromonitor Consulting / Top 10 FMCG EU countries for HCB: DE FR IT SP PL NL UA AT CZ BE Total FMCG market value sales excl. processed food/beverage/pet/paper



CONSUMER BRANDS POISED FOR PROFITABLE GROWTH

MID-TERM FINANCIAL AMBITION

3 TO 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









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 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



THE NET

STANDARD

APPROVED NET-ZERO TARGETS

TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS



STRIVE TO ACHIEVE A CIRCULAR AND NET-ZERO FUTURE



CIRCULARITY

89% of packaging is **designed for recycling** (target: 100% by 2025)

CLIMATE

Increased the energy purchased from **renewable sources** to **47%**





NATURE

97% of palm-based ingredients come from certified **sustainable supply** (ambition: 100%)

TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS





EQUITY

CONTRIBUTE TO PEOPLE BEING ABLE TO LEAD A BETTER LIFE

42% share of women across management levels (ambition: 50% by 2025)



EDUCATION

>**39,700 farmers** reached and trained through improved livelihoods and forest protection projects

WELLBEING

+47% safer per million hours worked (target: +60% by 2025)



TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS







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

PERFORMANCE

>99% of annual sales covered by product lifecycle appraisals



SUSTAINABILITY 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

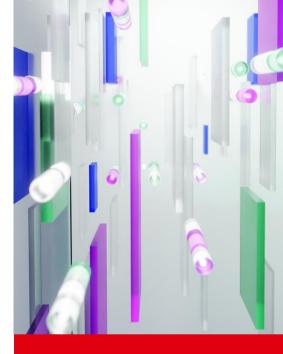
FURTHER INFORMATION:



SUSTAINABILITY REPORT 2024

CORPORATE GOVERNANCE: CORPORATE GOVERNANCE <u>AT HENKEL</u>

| AT A GLANCE: REASONS TO INVEST | HENKEL GROUP | ADHESIVE TECHNOLOGIES | CONSUMER BRANDS | ESG |
|--------------------------------------|--------------|--------------------------|--------------------|-----|
| | | | | |



INVESTOR RELATIONS CONTACT



INVESTOR RELATIONS **TEAM**



Leslie Iltgen Head of Investor Relations



Dennis Starke Senior Manager Investor Relations



Sascha Kieback Senior Manager Investor Relations



Larissa Spilke Manager Investor Relations

Henkel AG & Co. KGaA Henkelstraße 67 40589 Düsseldorf Germany

Phone: +49 211 797 3937

Email: info.ir@henkel.com



Jana Siam Junior Manager Investor Relations



Andrea Haschke Specialist Investor Relations



Ines Göldner Team Assistant Investor Relations





FIND OUT MORE ON HENKEL.COM/IR