

## HENKEL EQUITY STORY

INVESTOR RELATIONS



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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 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 SHARE<sup>1</sup>



-64% CO<sub>2</sub> EMISSIONS IN PRODUCTION<sup>2</sup>

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



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

SALES

€**21.6**<sub>BN</sub>

ADJUSTED EBIT

**€3.1**<sub>BN</sub>

### **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...



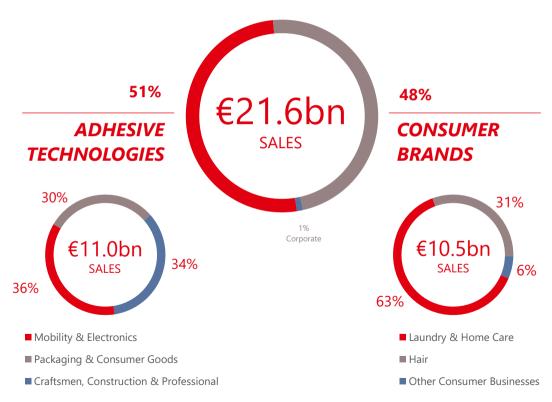


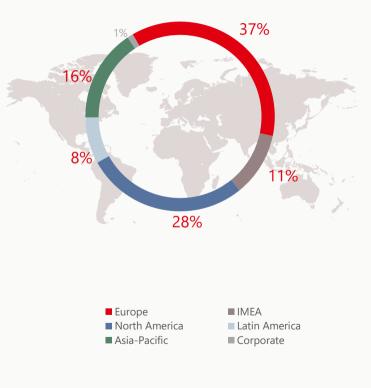
### ...AND **GLOBAL FOOTPRINT**...

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<br/>PORTFOLIO

INNOVATION

SUSTAINABILITY

DIGITALIZATION

FUTURE-READY<br/>OPERATING<br/>MODELS

FUTURE-READY<br/>OPERATING<br/>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 DISCONTINUED<sup>1</sup> 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

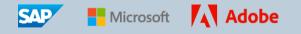


DIGITAL SALES SHARE OF ~20%

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...



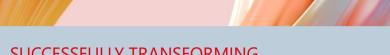


### ... TAKING OUR BUSINESSES TO THE **NEXT LEVEL**...



### 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



CAGR<sup>2</sup>







CAGR<sup>2</sup>



#### CONSUMER BRANDS



CAGR<sup>2</sup>



21 HENKEL EQUITY STORY <sup>1</sup> at constant exchange rates. <sup>2</sup> 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)

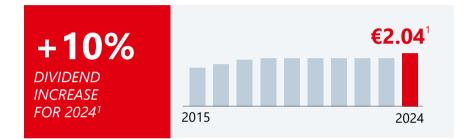
New R&D center in Asia (Consumer Brands)

#### **CURRENT DEBT RATINGS**

S&P A

Moody's: A2

### ...AND LETTING OUR SHAREHOLDERS PARTICIPATE



- Dividend policy with targeted payout ratio of 30-40%<sup>2</sup>
- 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 years<sup>3</sup>

23 HENKEL FY 2024

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



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

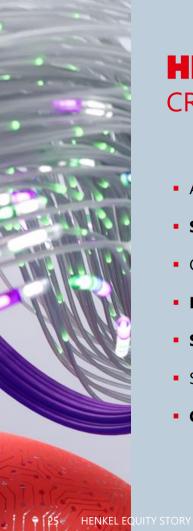
	HENKEL	ADHESIVE	CONSUMER
	GROUP	TECHN.	BRANDS
ORGANIC SALES GROWTH	3 to 4%	3 to 5%	3 to 4%
ADJUSTED	~16%	high-	mid-
EBIT MARGIN		teens %	teens %
ADJUSTED EPS GROWTH	mid- to high-single-digit % at constant exchange rates, including M&A		
FREE	continued focus on		
CASH FLOW	Free Cash Flow expansion		

#### **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

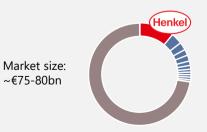
### SETTING INDUSTRY STANDARDS

### 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/>



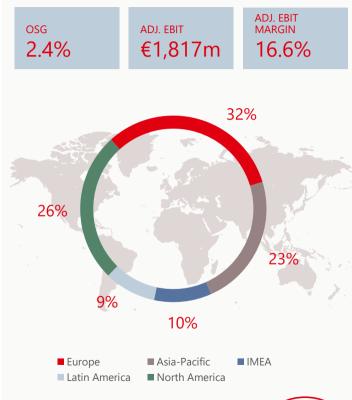
### WELL-BALANCED GLOBAL PORTFOLIO



**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

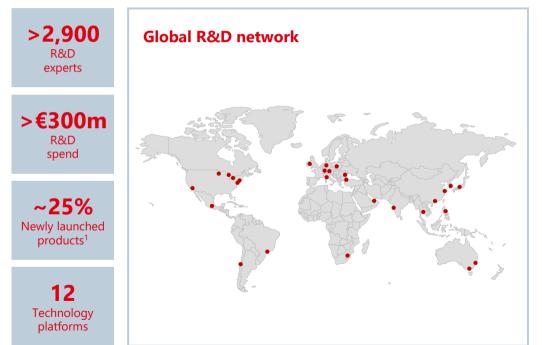


### DELIVERING HIGHEST QUALITY AT GLOBAL SCALE

- >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:



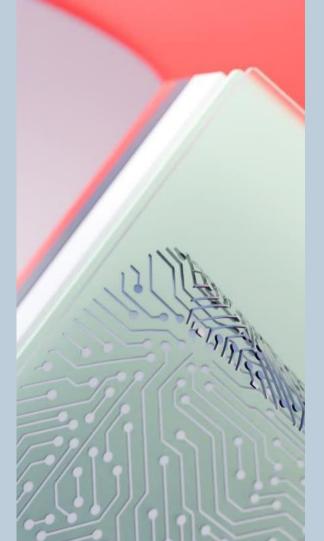
Sales share<sup>1</sup> of our portfolio's products with significant positive contribution in the areas of climate, circularity, safety and nature – e.g. by enabling emissions reduction in production processes and use phase

<sup>1</sup>Referring 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

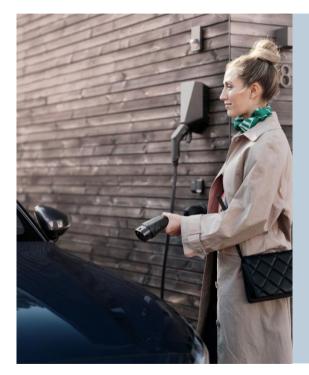




**MOBILITY &** 

**FI FCTRONICS** 

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



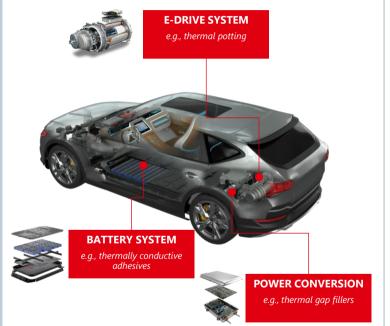
#### **EV SALES POTENTIAL**

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



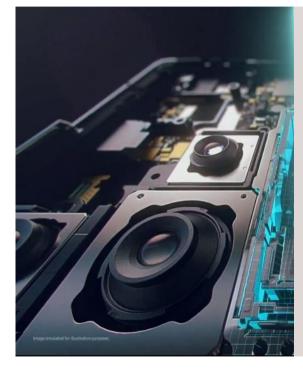


MOBILITY &

**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 XR<sup>1</sup> devices offering up to **3.5X SALES POTENTIAL** per device vs high-end smartphones

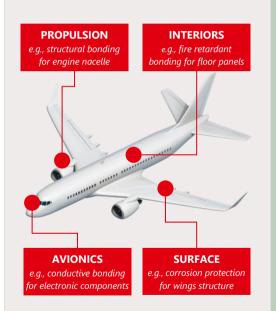
Focus on **DEVICE REPARABILITY** increases need for durable bonds and debonding solutions – structural bonding market expected to expand by 30% until 2027







# **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





## 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 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



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 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, 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



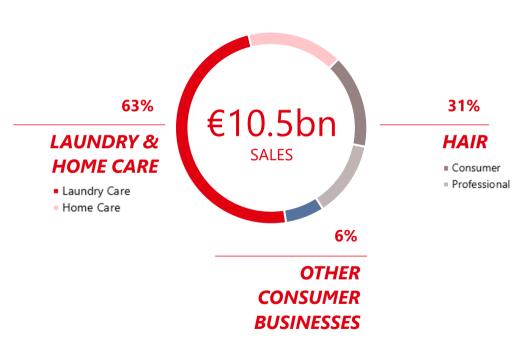
Every minute ~3,000 detergent products from Henkel are sold



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

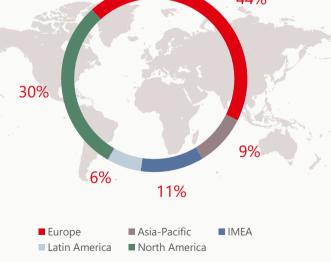


# UNITED UNDER ONE STRONG > 10BN€ PLATFORM



#### **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



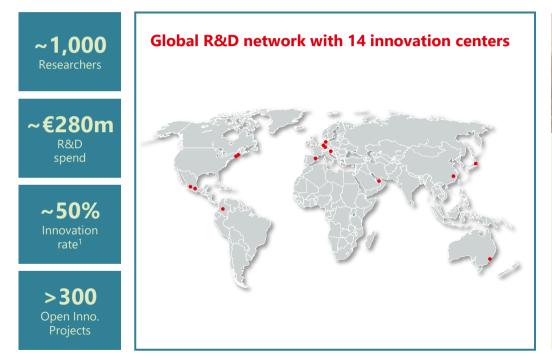
Al based performance modeling 720 Mio laundry stain tests digitalized/automated



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** 

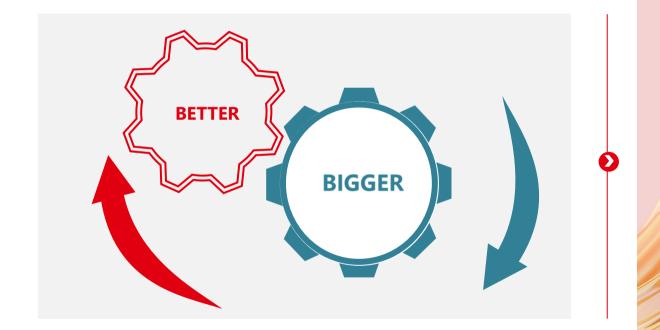




## **CONSUMER BRANDS** BETTER AND BIGGER AS THE KEY FOR SUCCESS



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





## FOCUSED BUSINESS PORTFOLIO ACTIVELY SHAPING THE PORTFOLIO





 $\oplus$ 

CHINA

**Focused business** 

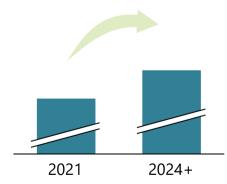
portfolio

## 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

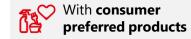
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Leveraging differentiation for growth



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 <sup>(M)</sup> 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 positions<sup>1</sup>

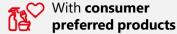
We built a legacy of **iconic brands** like Persil, complemented by distinct equities such as All and Perwoll, proving our strength to sustainably lead with consumer-centric innovations

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





With consumer

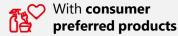


## WITH CONSUMER PREFERRED PRODUCTS









# 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 category<sup>2</sup> with double-digit organic sales growth



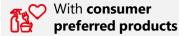
Committed to **sustainable fashion**, addressing the 60% of new clothes discarded within a year<sup>1</sup>, leading

- #RethinkFashion movement
- #NoNewClothes Challenge

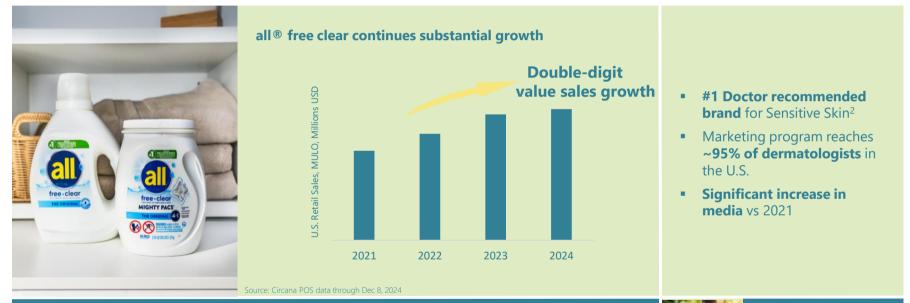


We drive sustainability





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



**#1** IN SENSITIVE SKIN SEGMENT<sup>1</sup> Market share increase of +140 bps YTD vs. 2021 within Fabric Cleaning segment

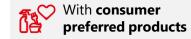


We support health & wellbeing

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## 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 positions<sup>1</sup>

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

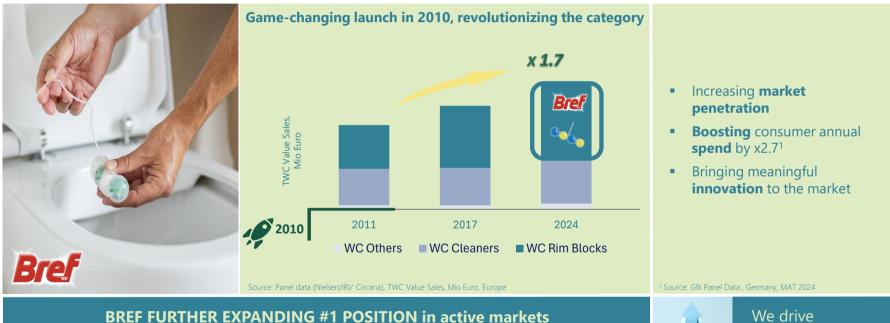
**#1/#2** position in 70% of active countries







# 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, CO<sub>2</sub> 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

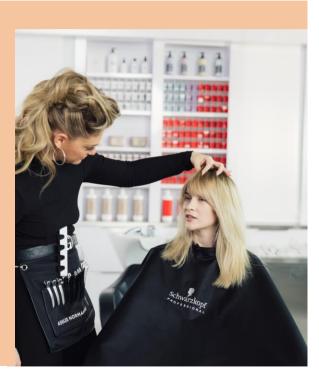


#### HAIR

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**.<sup>1</sup>

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



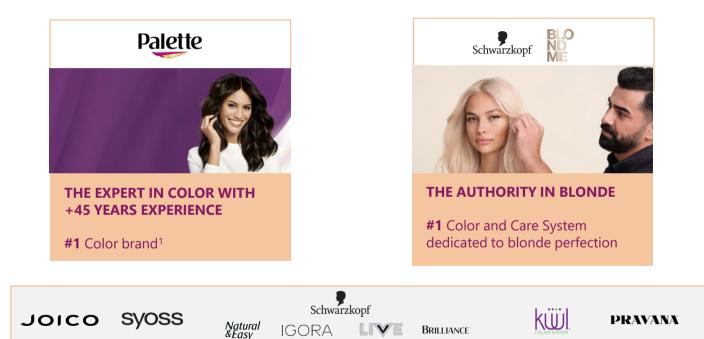


**THE AUTHORITY IN HAIR** Schwarzkopf as #1 umbrella brand with >€1bn sales We drive premiumization



# 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

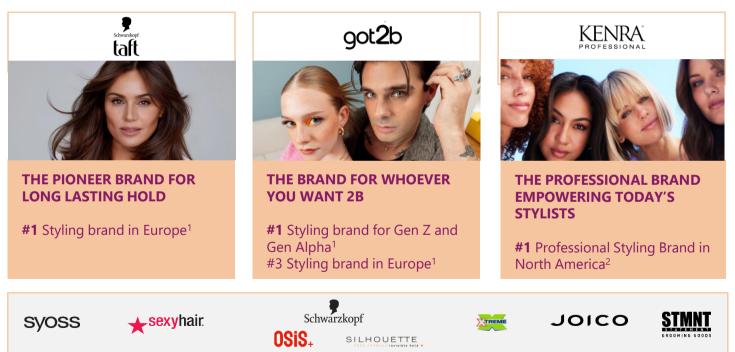
Source glossing data: Panel data (Nielsen/ICircana), Coloration Level 1 Value Sales, Brillance shares, K Euro, DE; Gfk Panel Data, 01.09.22-31.12.24



lenk

# WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: LEADING STYLING





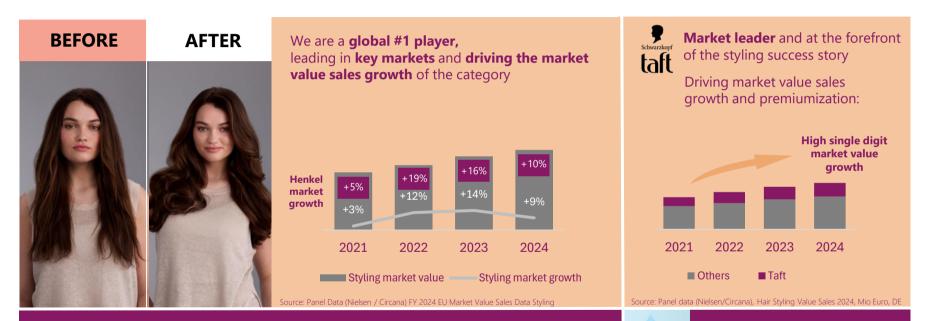


78 HENKEL EQUITY STORY

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

# WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: LEADING STYLING





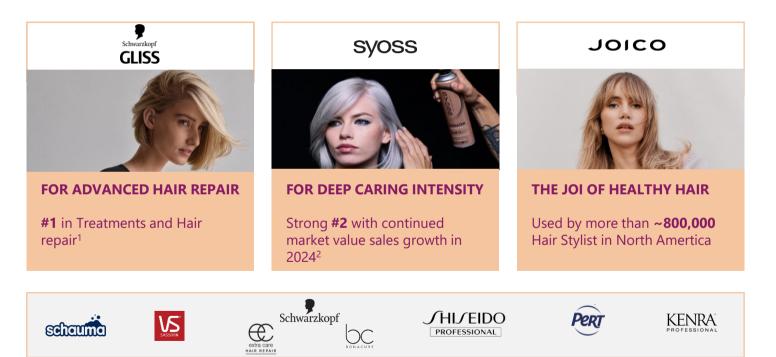
### #1 GLOBALLY IN ACTIVE MARKETS

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

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<sup>1</sup> Source: Panel Data (Nielsen / Circana) FY 2024, Germany <sup>2</sup> 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 2021<sup>1</sup>

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**

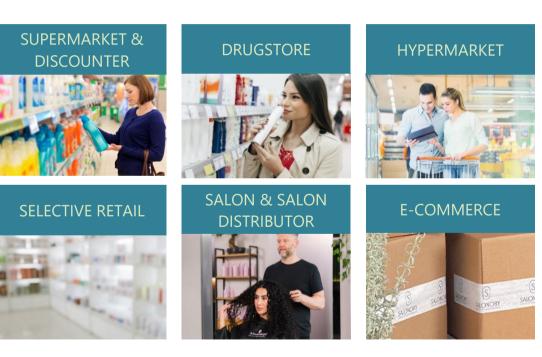
- "1-1-1 approach" live in all targeted countries
- Complexity reduction of ~23% reached by end of 2024 (target ~25% by end of 2025)
- €150m net savings realized by end of 2024 (€250m target to be reached by end of 2025)

### Targeted savings of €525m expected to be already reached by end of FY 2025<sup>1</sup>





# **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 players<sup>1</sup> in Europe

<sup>1</sup> 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

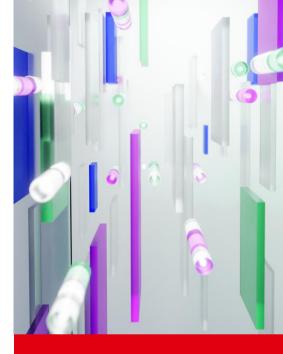
FURTHER INFORMATION:



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**



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FIND OUT MORE ON HENKEL.COM/IR