



HENKEL Q1 2023

CARSTEN KNOBEL, MARCO SWOBODA – 4 MAY 2023



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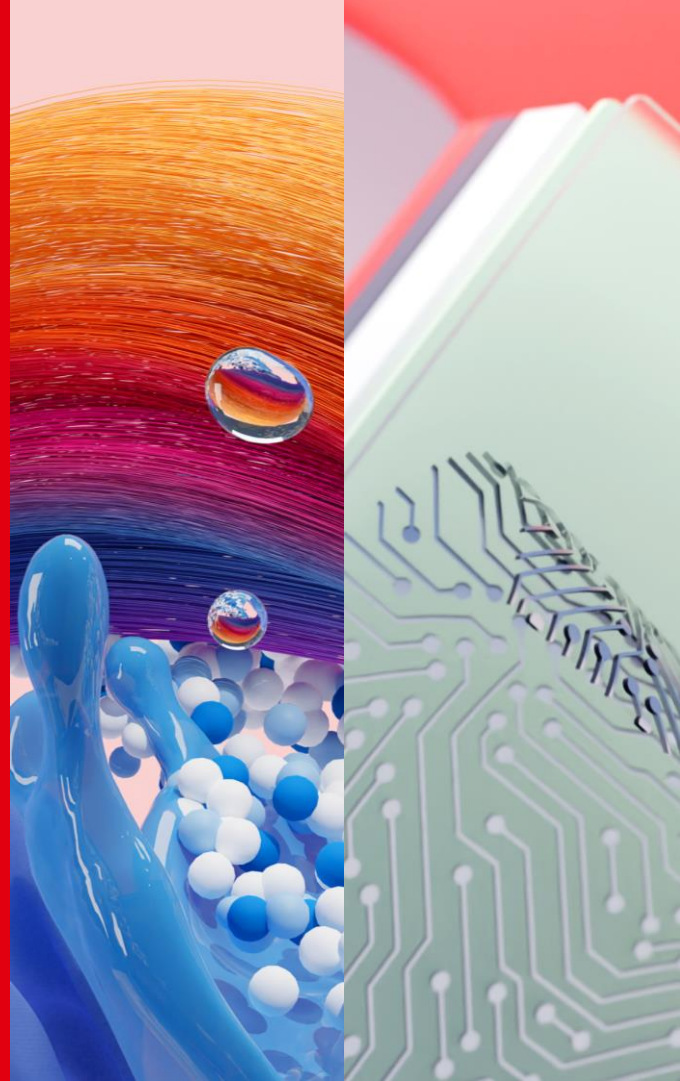
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AGENDA

- 01 **Key Developments**
- 02 Business Performance Q1 2023 & Outlook
- 03 Key Take-Aways & Closing



NEW COMPANY SET-UP WITH TWO STRONG PILLARS

ADHESIVE TECHNOLOGIES



Mobility &
Electronics



Packaging &
Consumer Goods



Craftsmen,
Construction &
Professional

CONSUMER BRANDS



Laundry &
Home Care



Hair



Other
Consumer
Businesses

GOOD START TO THE YEAR

Strong topline momentum in Q1 2023

- **Very strong organic sales growth** driven by both Adhesive Technologies and Consumer Brands
- **Double-digit pricing** in both businesses to further compensate for input cost pressures
- **Improved volume development in Consumer Brands** and stable volume development in Adhesive Technologies vs. Q4 2022
- **Guidance for 2023 confirmed**
- **Further progress along strategic growth agenda**



HENKEL GROUP

NOMINAL SALES

€5.6bn

ORGANIC SALES GROWTH

6.6%



ADHESIVE TECHNOLOGIES

NOMINAL SALES

€2.8bn

ORGANIC SALES GROWTH

6.8%



CONSUMER BRANDS

NOMINAL SALES

€2.8bn

ORGANIC SALES GROWTH

7.0%

ADVANCING MEGATRENDS IN ADHESIVE TECHNOLOGIES



SHAPING THE FUTURE OF **MOBILITY**

New **solution for camera lens bonding** in automotive advanced driver assistance systems (ADAS) combines manufacturing efficiency and performance, enabling driver safety for next-generation autonomous vehicles

ENABLING **SUSTAINABLE PACKAGING**

Improved **solvent-free adhesive** for food packaging solutions allows superior appearance – making it possible for brand owners to switch to more sustainable alternatives without compromising quality, while ensuring high food safety standards



LEVERAGING STRONG INNOVATIONS IN CONSUMER BRANDS



NEW "J-BEAUTY INNOVATION HUB" IN TOKYO

Leveraging Hair Professional expertise of Schwarzkopf and Shiseido Professional in innovation and trends for highly dynamic Asian market



SOMAT "SWITCH AND SAVE"

*New formula with improved bio-based content for **excellent cleaning in low-temperature ECO cycles** to save up to 20% energy*

GOT2B STYLING NEXT-LEVEL CO-CREATION

Relaunched styling portfolio – bold design, more sustainable packaging and up to 98% naturally-derived ingredients





DELIVERING ON OUR STRATEGIC PRIORITIES AND COMMITMENTS

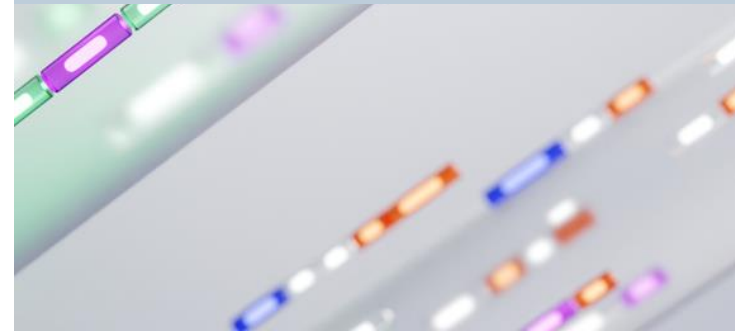
Major achievements

- **New Consumer Brands business unit** established ahead of plan, with integration well on track
- **Further shaped portfolio in Consumer Brands:**
 - Divestment of Air Care business in North America
 - Acquisition of sustainable Earthwise brand in New Zealand
- **Optimized organizational structure in Adhesive Technologies** announced – further enhancing customer and market proximity
- **Henkel's first-ever share buyback successfully completed:** shares with volume of ~€1bn bought back by end of March 2023
- **Exit from business activities in Russia:** transaction closed

EXIT OF BUSINESS ACTIVITIES IN RUSSIA

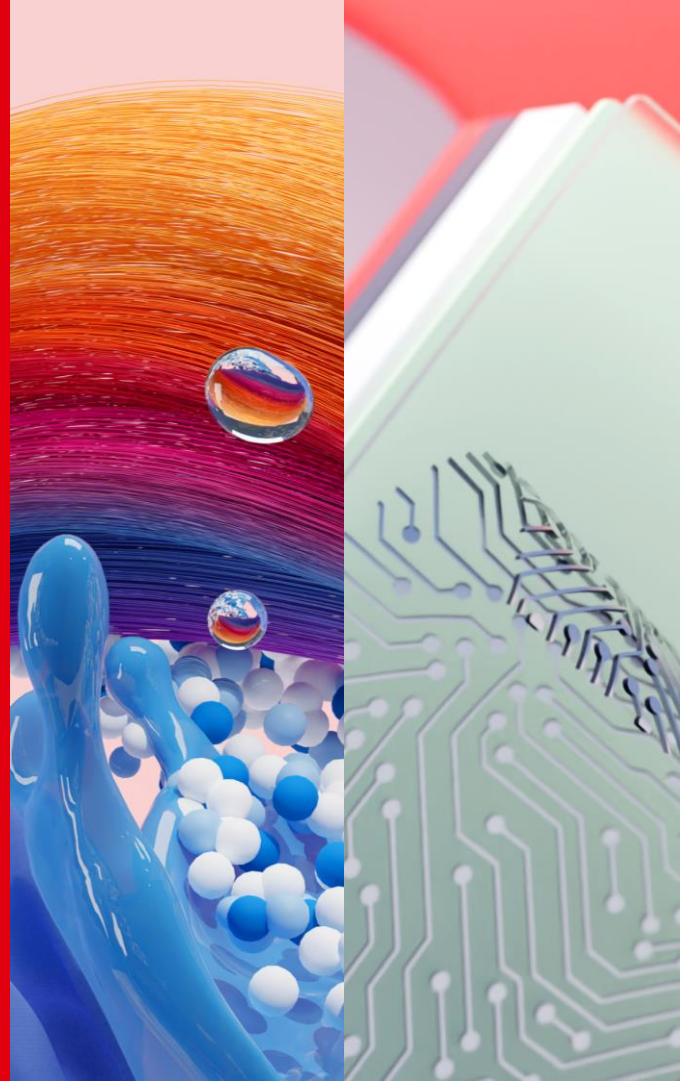
Key aspects of the transaction

- Exit from business activities in Russia: transaction closed, following agreement from April 20, 2023
- Sale to consortium of local financial investors
- Agreed purchase price of 54bn rubles (corresponding to ~€ 600m)
- Highly complex process also in light of regulatory environment



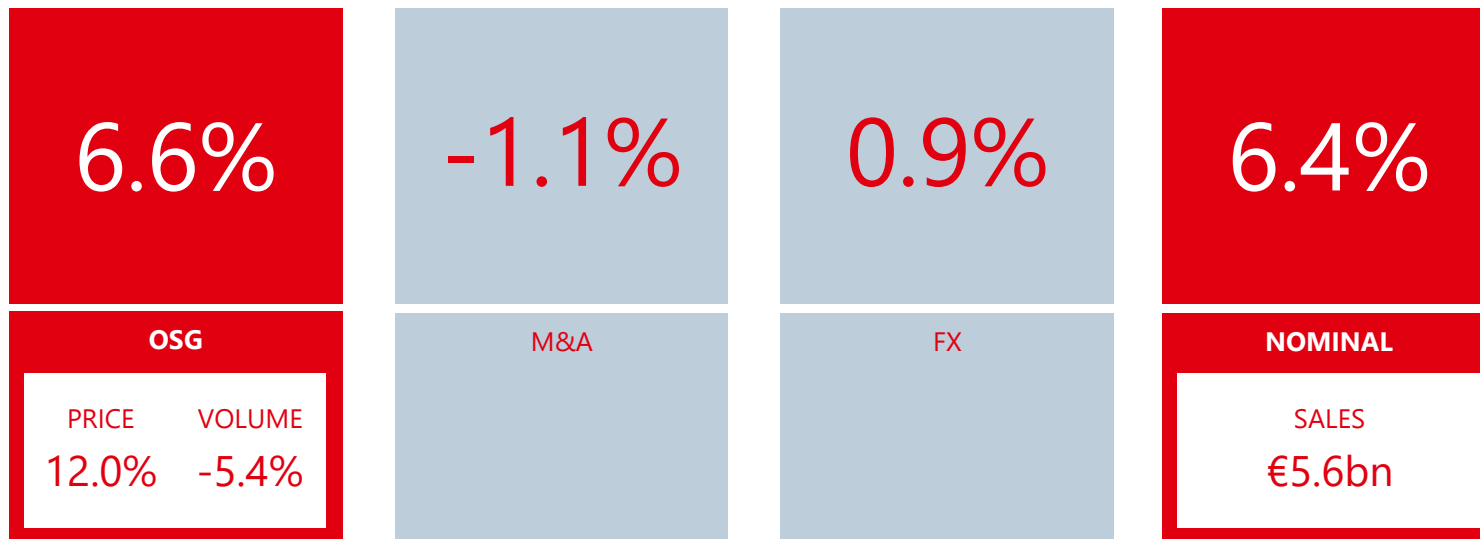
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VERY STRONG ORGANIC SALES GROWTH DRIVEN BY DOUBLE-DIGIT PRICING

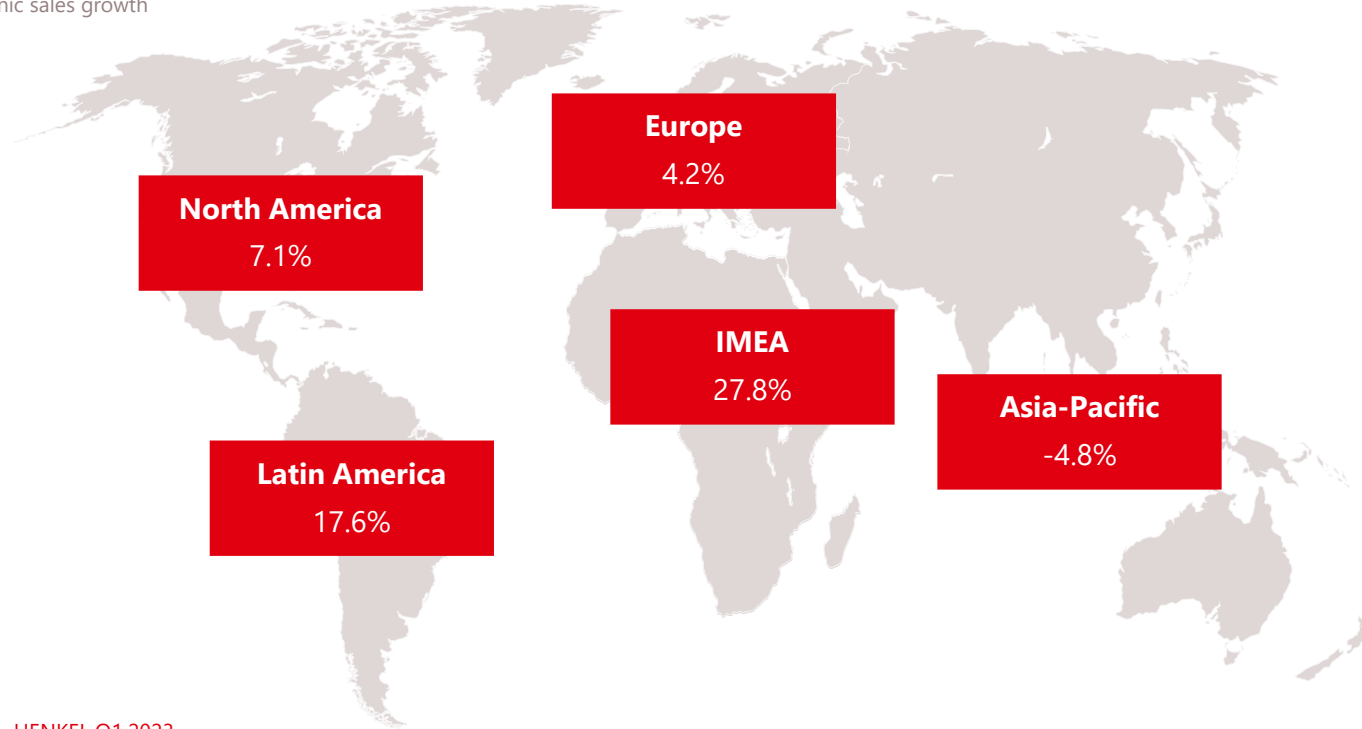
Q1 2023



ORGANIC SALES GROWTH ACROSS REGIONS

Q1 2023

Organic sales growth





ADHESIVE TECHNOLOGIES

Q1 2023

NOMINAL
SALES

€2.8bn

ORGANIC
SALES GROWTH

6.8%

PRICE

11.4%

VOLUME

-4.6%



ADHESIVE TECHNOLOGIES

Q1 2023 – Business Area Performance

MOBILITY & ELECTRONICS



SALES OSG
€959m **12.6%**

Growth driven by Automotive and Industrials, Electronics in challenging market environment below prior year

PACKAGING & CONSUMER GOODS



SALES OSG
€884m **1.0%**

Very strong growth of Consumer Goods business, Packaging negative due to high prior-year comparables

CRAFTSMEN, CONSTRUCTION & PROF.



SALES OSG
€948m **7.0%**

Growth particularly driven by Consumers & Craftsmen and General Manufacturing & Maintenance; good growth in Construction despite weak markets



CONSUMER BRANDS

Q1 2023

NOMINAL
SALES

€2.8bn

ORGANIC
SALES GROWTH

7.0%

PRICE

12.7%

VOLUME

-5.7%



CONSUMER BRANDS

Q1 2023 – Business Area Performance

LAUNDRY & HOME CARE



SALES OSG
€1.789m **6.3%**

Laundry Care with significant growth driven by Fabric Care, good growth in Home Care driven by Dishwashing

HAIR



SALES OSG
€811m **9.9%**

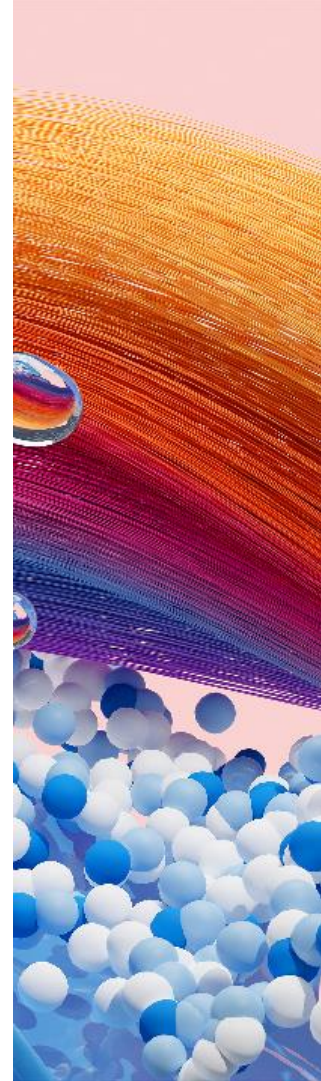
Double-digit increase in Consumer mainly driven by Styling, Professional with strong growth driven by Latin America and IMEA

OTHER CONSUMER BUSINESSES



SALES OSG
€171m **1.6%**

Strong growth in North America, particularly driven by Soap category



OUTLOOK 2023 CONFIRMED

ORGANIC SALES GROWTH

1.0 to 3.0%

ADJUSTED EBIT MARGIN

10.0 to 12.0%

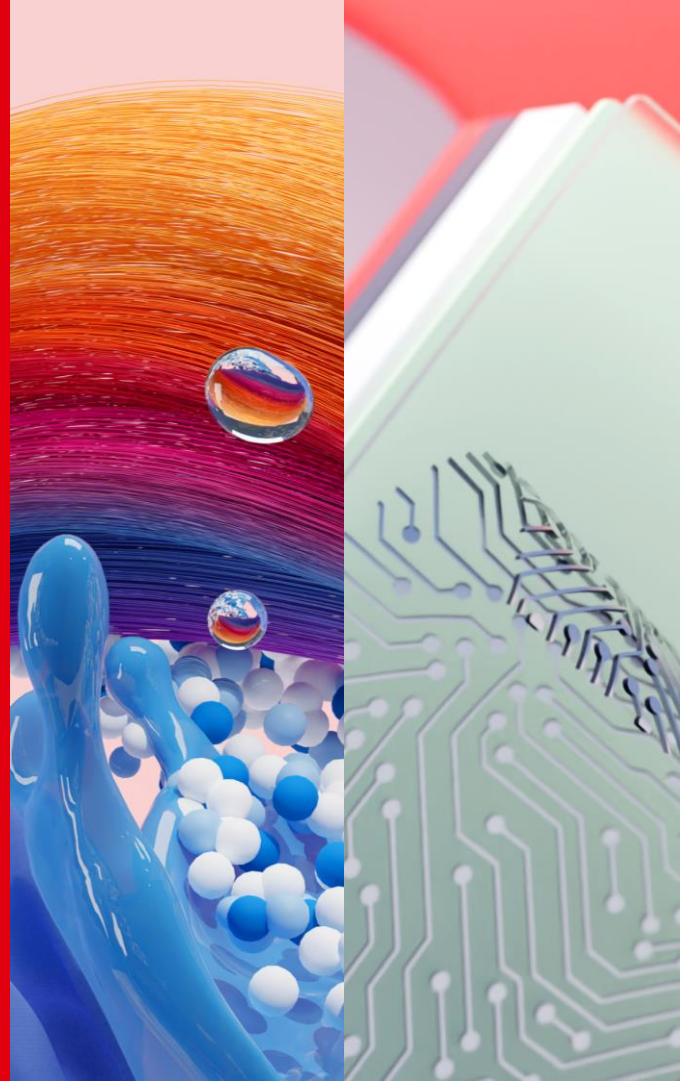
ADJUSTED EPS¹

-10 to +10%



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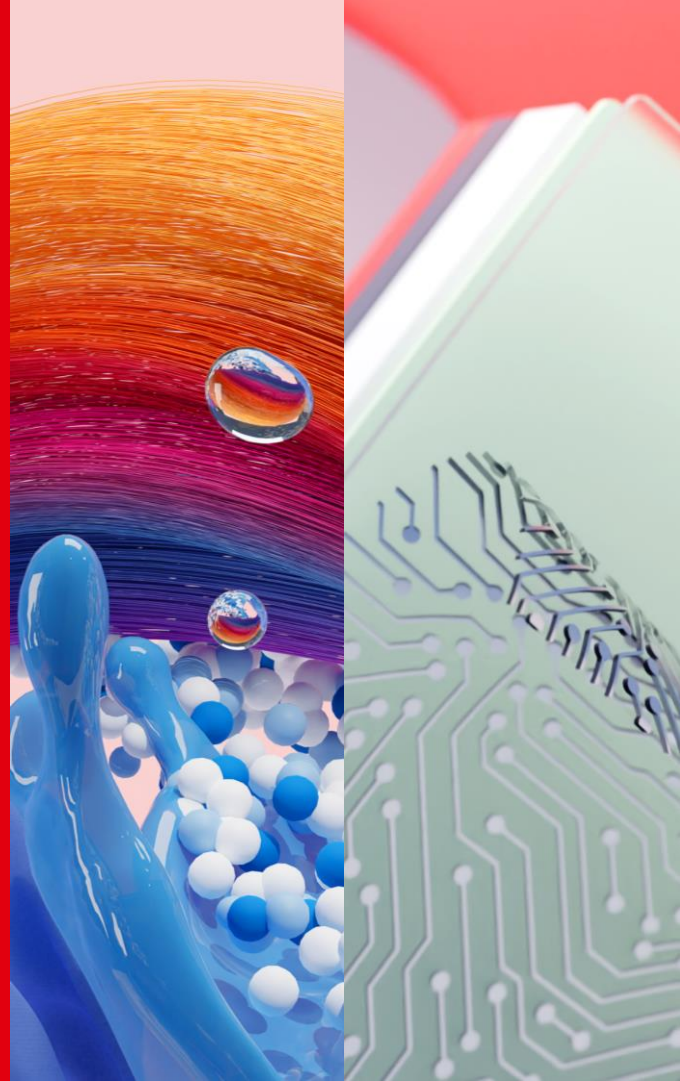


KEY TAKE-AWAYS

- Henkel with **good start to the year**
- **Very strong organic sales growth** driven by **double-digit pricing** in Adhesive Technologies and Consumer Brands
- **Delivering on our strategic priorities and commitments** – pushing further ahead with our growth agenda
- **Exit from business activities in Russia**
- **Guidance for 2023 confirmed**



QUESTIONS & ANSWERS



UPCOMING EVENTS

What's next

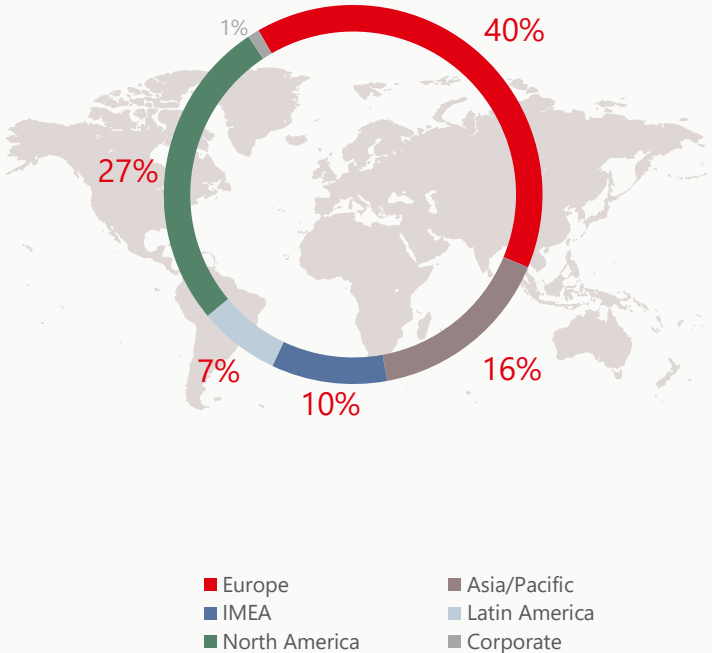
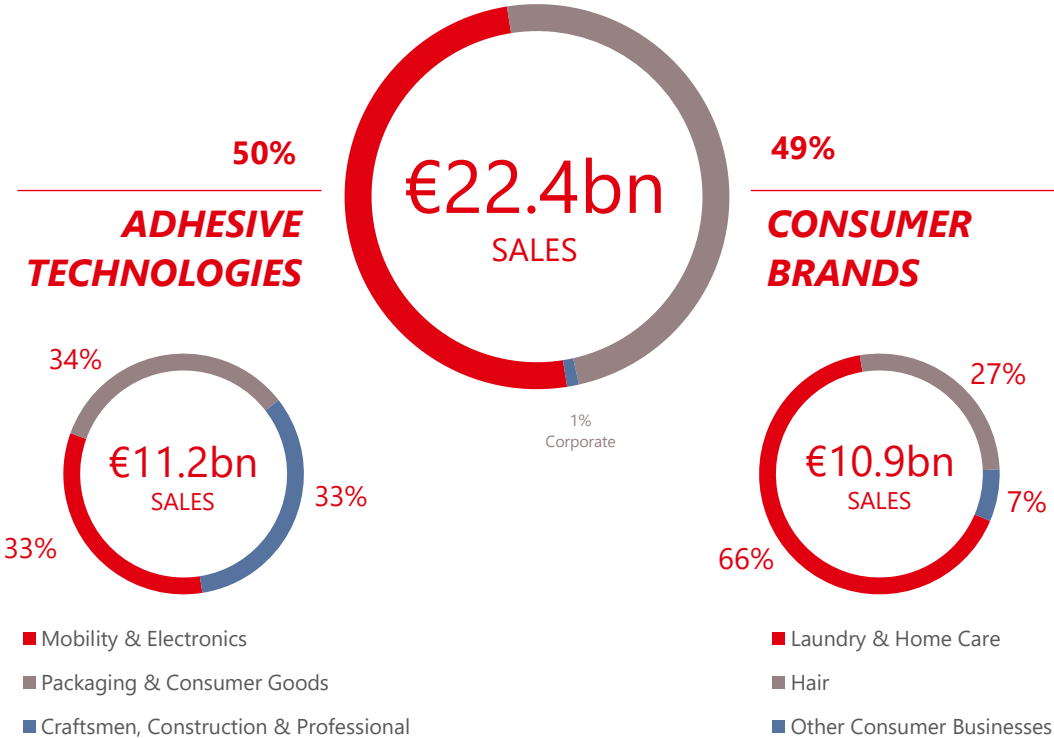


THANK YOU.



BALANCED AND DIVERSIFIED PORTFOLIO

FY 2022 data based on new reporting structure as of Q1 2023



ORGANIC SALES GROWTH AND NOMINAL SALES Q1 2023

| | Sales | | | Organic sales growth |
|--|---------|--------------|-------|----------------------|
| | Q1 2022 | Q1 2023 | +/- | |
| HENKEL GROUP | 5.271 | 5.609 | 6.4% | 6.6% |
| ADHESIVE TECHNOLOGIES | 2.631 | 2.791 | 6.1% | 6.8% |
| MOBILITY & ELECTRONICS | 851 | 959 | 12.6% | 12.6% |
| PACKAGING & CONSUMER GOODS | 893 | 884 | -1.0% | 1.0% |
| CRAFTSMEN, CONSTRUCTION & PROFESSIONAL | 887 | 948 | 6.9% | 7.0% |
| CONSUMER BRANDS | 2.584 | 2.772 | 7.3% | 7.0% |
| LAUNDRY & HOME CARE | 1.692 | 1.789 | 5.8% | 6.3% |
| HAIR | 711 | 811 | 14.7% | 9.9% |
| OTHER CONSUMER BUSINESSES | 181 | 171 | -7.4% | 1.6% |

OUTLOOK 2023

ORGANIC SALES GROWTH¹

1.0 to 3.0%

ADHESIVE TECHNOLOGIES 1.0 to 3.0%

CONSUMER BRANDS 1.0 to 3.0%

ADJUSTED EBIT MARGIN

10.0 to 12.0%

ADHESIVE TECHNOLOGIES 13.0 to 15.0%

CONSUMER BRANDS 7.5 to 9.5%

ADJUSTED EPS²

-10 to +10%

Reflecting high level of market uncertainty and volatility

OUTLOOK 2023

ADDITIONAL INPUT FOR SELECTED KPIS

| | |
|-----------------------------|---|
| Currency Impact on Sales | Low single-digit % negative ¹ |
| M&A Impact on Sales | Mid single-digit % negative ² |
| Prices for Direct Materials | Low-to-mid single-digit % increase ¹ |
| Restructuring Charges | € 300 – 350m |
| CapEx | € 650 – 750m |



FIND OUT MORE ON [HENKEL.COM/IR](https://www.henkel.com/ir)