

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 2023 (time reference of market share data may deviate). Published in April 2024.













AT A GLANCE: REASONS TO INVEST HENKEL GROUP

ADHESIVE TECHNOLOGIES CONSUMER BRANDS

ESG

REASONS TO INVEST

STRONG BUSINESSESWITH **LEADING POSITIONS**IN ATTRACTIVE MARKETS

Adhesive Technologies global #1 player in adhesives market

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



STRONG FINANCIAL FOUNDATION

Attractive cash generation and dividend payouts



SUPERIOR **TECHNOLOGIES**

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

ICONIC BRANDS

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





COMPELLING FINANCIAL AMBITION

Poised for further profitable growth building on clear strategic priorities



CARSTEN

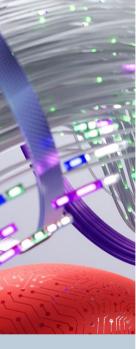
KNOBEL

CEO



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













AT A GLANCE: REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER BRANDS

ESG

FACTS & FIGURES 2023



FOUNDED IN 1876

LISTED SINCE 1985, **FOUNDING MEMBER OF**

DAX



SALES

€21.5_{BN}

ADJUSTED EBIT

€2.6_{BN}



4 BILLIONAIRE BRANDS

ACCOUNTING FOR ~40% OF SALES



>160

PRODUCTION SITES IN >50 COUNTRIES



~48,000

EMPLOYEES FROM >120 NATIONALITIES 2.5%

DIVIDEND YIELD PER PREFERRED SHARE¹



-61%

CO₂ EMISSIONS FROM **OUR OPERATIONS²**

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



¹ Based on dividend for fiscal year 2023 and on share price as of Dec. 31, 2023.

² Per ton of product, compared to the base year 2010.

STRONG BUSINESSES WITH LEADING POSITIONS,...

HENKEL GROUP

ADHESIVE TECHNOLOGIES



Mobility & **Electronics**

#1 worldwide



#1 worldwide



Craftsmen, **Construction & Professional**

#3 worldwide

CONSUMER BRANDS



Laundry & **Home Care**

#2

in active markets



Hair

Professional & Consumer

#2 in active markets



Other Consumer

Body Care

Presence in selected markets



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

HENKEL GROUP

ADHESIVE TECHNOLOGIES



€3.4bn sales







>75%

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

CONSUMER BRANDS









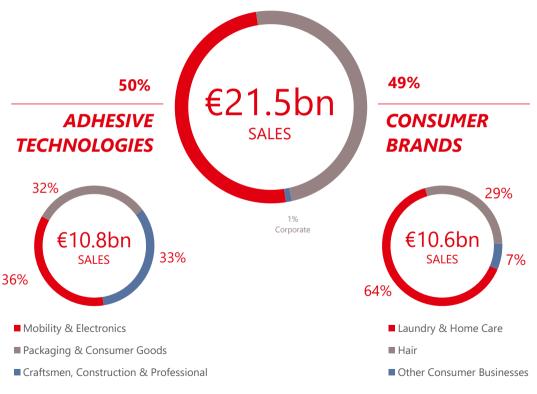


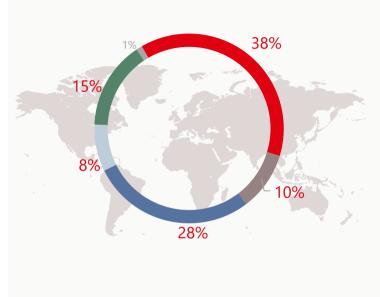
~50%
Top 10 brand sales share



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

FY 2023









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

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



GLOBAL BUSINESS SOLUTIONS

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



DIGITAL UNIT HENKEL DX

Further improving efficiency in IT and creating new business opportunities



GLOBAL SUSTAINABILITY

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



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

OUR **PURPOSE**

PIONEERS AT HEART FOR THE GOOD OF GENERATIONS

OUR VISION

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

STRATEGIC FRAMEWORK FOR PURPOSEFUL GROWTH



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



FUTURE-READY

OPERATING

MODELS

PORTFOLIO



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

HIGHLIGHT ACHIEVEMENTS SINCE STRATEGY LAUNCH



~€2bnBRANDS/BUSINESSES

DIVESTED OR DISCONTINUED¹

2020 − 2023

STRENGTHENED BOTH BUSINESSES WITH ACQUISITIONS

SELECTED RECENT TRANSACTIONS:

Shiseido Professional and Vidal Sassoon² in APAC to strengthen global categories of consumer portfolio

Critica Infrastructure and Seal for Life to enhance Adhesive Technologies portfolio by adding adjacent businesses











COMPETITIVE EDGE - INNOVATION

WINNING PORTFOLIO

COMPETITIVE EDGE

SUSTAMABILITY DIGITALIZATION

COLLABORATIVE CULTURE & EMPOWERED PEOPLE

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

HIGHLIGHT ACHIEVEMENTS
SINCE STRATEGY 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

WINNING PORTFOLIO

COMPETITIVE EDGE

INNOVATION

SUSTAMABILITY

DIGITALIZATION

FUTURE-READY OPERATING MODELS

COLLABORATIVE CULTURE & EMPOWERED PEOPLE

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

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



DISTINCT IMPLEMENTATION

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

2030+ SUSTAINABILITY AMBITION FRAMEWORK

ADDRESSING RELEVANT CHALLENGES AND OPPORTUNITIES – GOAL OF ACHIEVING CLIMATE-POSITIVE OPERATIONS BY 2030



LEADING POSITION

EXCELLENT RESULTS IN ESG-RATINGS AND -RANKINGS









COMPETITIVE EDGE - DIGITALIZATION

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

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

HIGHLIGHT ACHIEVEMENTS SINCE STRATEGY LAUNCH



DIGITAL SALES SHARE OF

~20%

IN 2023 VS. 12% IN 2019

COMBINED DIGITAL UNIT HENKEL DX

ACCELERATING DIGITAL INNOVATIONS VIA UNIQUE GLOBAL PLATFORM



STRONG PARTNERSHIPS WITH LEADING DIGITAL COMPANIES









FUTURE-READY OPERATING MODELS



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

HIGHLIGHT ACHIEVEMENTS
SINCE STRATEGY LAUNCH



MERGER OF CONSUMER BUSINESSES

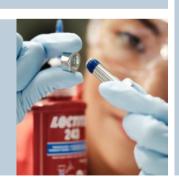
BIGGEST TRANSFORMATION OVER PAST DECADE – TARGETING NET SAVINGS OF

~€525m



INCREASING CUSTOMER PROXIMITY ALONG

3 BUSINESS AREAS





FOSTERING SHARED FUNCTIONS AND PLATFORMS

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



COLLABORATIVE CULTURE & EMPOWERED PEOPLE

WINNING PORTFOLIO

COMPETITIVE EDGE

FUTURE-READY OPERATING MODELS

COLLABORATIVE CULTURE & EMPOWERED PEOPLE

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

HIGHLIGHT ACHIEVEMENTS
SINCE STRATEGY I AUNCH

>98%

TOP EXECUTIVES ENGAGED IN

LEADERSHIP PROGRAMS



TRANSFORMATION"

..ACCELERATE

INITIATIVE LAUNCHED

CULTURAL



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



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



Mark DornEVP Adhesive Technologies



Wolfgang König
EVP Consumer
Brands



Sylvie NicolCHRO



Marco Swoboda CFO



CEO

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



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

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



SUCCESSFULLY TRANSFORMING MERGED **CONSUMER BRANDS** BUSINESS

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



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

KPIs 2023

OSG 4.2%

ADJ. EBIT €2,556

ADJ. EBIT MARGIN 11.9%

ADJ. EPS €4.35

ADJ. EPS GROWTH¹ +20.0%

Strong topline development across businesses



HENKEL **GROUP**



5.0%

CAGR²



ADHESIVE TECHNOLOGIES



6.1%

CAGR²



CONSUMER BRANDS



3.9%

CAGR²



...**INVESTING** INTO OUR BUSINESSES...

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

ACQUISITIONS INTEGRAL PART OF STRATEGY

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

STRENGTHENING BUSINESSES ORGANICALLY

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

SELECTED RECENT HIGHLIGHTS



Critica Infrastructure and Seal for Life Industries (Adhesive Technologies)



Vidal Sassoon in APAC (Consumer Brands)



Center in Düsseldorf (Adhesive Technologies)



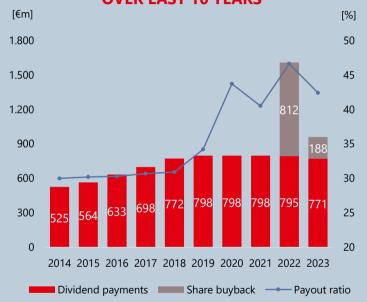
(Consumer Brands)

CURRENT DEBT RATINGS

S&P· A

Moody's: A2

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



...AND LETTING OUR SHAREHOLDERS PARTICIPATE

STRONG DIVIDEND TRACK RECORD

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

SHARE BUYBACK AS PART OF CAPITAL ALLOCATION

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

^{*} of net income after non-controlling interests, and adjusted for exceptional items



STRINGENTLY WORKING TOWARDS OUR MID- TO LONG-TERM FINANCIAL AMBITION

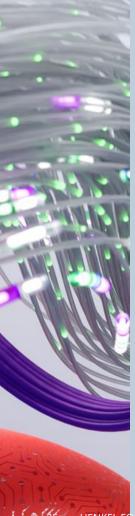
	HENKEL	ADHESIVE	CONSUMER
	GROUP	TECHN.	BRANDS
ORGANIC SALES GROWTH	3 to 4%	3 to 5%	3 to 4%
ADJUSTED	~16%	high-	mid-
EBIT MARGIN		teens %	teens %
ADJUSTED EPS GROWTH	mid- to high-single-digit % at constant exchange rates, including M&A		
FREE	continued focus on		
CASH FLOW	Free Cash Flow expansion		

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 net savings from Consumer Brands merger and efficiency gains across businesses
- Valorization of Consumer portfolio and further focus on customized solutions in Adhesives
- Shaping portfolio with value-creating M&A

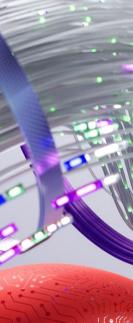
CREATING VALUE FOR OUR STAKEHOLDERS WITH TRUSTED BRANDS AND SUPERIOR TECHNOLOGIES

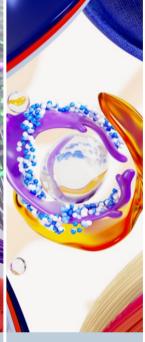


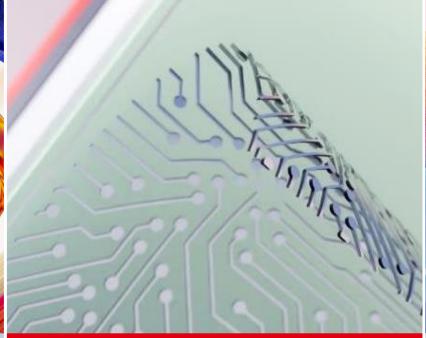


HENKEL GROUP CREATING LONG-TERM VALUE

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











AT A GLANCE: REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER BRANDS

ESG

One in three branded athletic shoes is assembled using Henkel adhesives



Every second Henkel sells 4 Pritt glue sticks



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

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

ADHESIVE TECHNOLOGIES

GLOBAL #1 PLAYER IN ADHESIVES MARKET



>50 adhesive solutions are in each smartphone



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



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



SETTING **INDUSTRY STANDARDS**

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







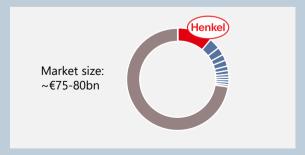
SEALANTS



FUNCTIONAL COATINGS

Creating customer value in attractive global market

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



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



MOBILITY & ELECTRONICS

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

#1 WORLDWIDE



PACKAGING & CONSUMER GOODS

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

#1 WORLDWIDE



CRAFTSMEN, CONSTRUCTION & PROFESSIONAL

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

#3 WORLDWIDE



PROVIDING VALUE TO OUR STAKEHOLDERS AT THE FOREFRONT OF THE INDUSTRY

Broad customer base & long-trusted partnerships

>100.000 customers

Key brands

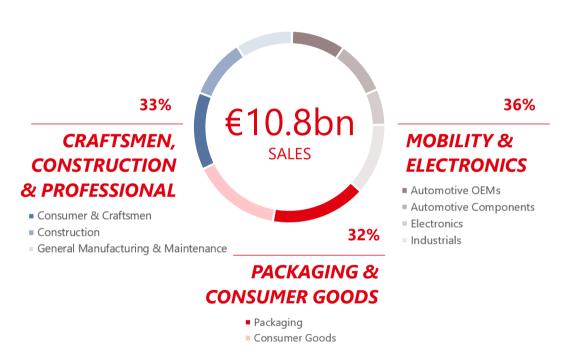


Peer group with business overlap





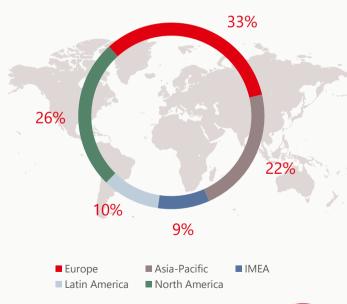
WELL-BALANCED GLOBAL PORTFOLIO



KPIs 2023

osg **3.2%** ADJ. EBIT **€1,584m**

ADJ. EBIT MARGIN 14.7%





CREATING CUSTOMER VALUE AS **LEADING SOLUTION PROVIDER**

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



COMBINING BROADEST TECHNOLOGY PORTFOLIO WITH IN-DEPTH EXPERTISE

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



ACTIVELY MANAGING OUR ATTRACTIVE PRODUCT PORTFOLIO

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



DELIVERING HIGHEST QUALITY AT GLOBAL SCALE

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



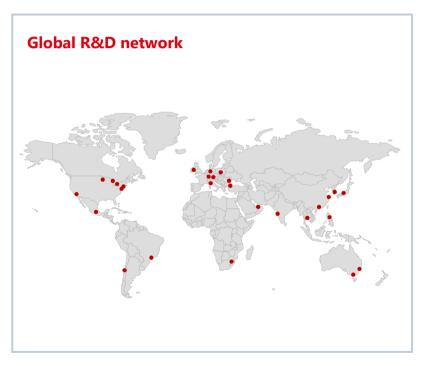
TECHNOLOGY AND INNOVATION LEADERSHIP BACKED BY GLOBAL R&D NETWORK ENSURING CUSTOMER PROXIMITY

>2.900 Innovation **FTFs**

>€300m R&D spend

~25% Newly launched products*

> 12 **Technology** platforms





DRIVING INNOVATION THROUGH CUSTOMER COLLABORATION

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



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



Cutting-edge expertise in chemistry, formulation & applied engineering



Best know-how through collaboration & partner ecosystems



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



Better products at reduced time-to-market through automation & digitalization







LEVERAGING **GROWTH-DRIVING MEGATRENDS ACROSS INDUSTRIES**



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

> Accelerate development of debonding technologies



MOBILITY

Solving challenges with new applications paving the way for future mobility

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



CONNECTIVITY

Facilitating new functionalities and designs at the forefront of the industry

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



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

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



URBANIZATION

Driving speed, efficiency and sustainability in construction

Sustainable Engineered Wood solutions driving industry transformation





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

We enable customers to drive their sustainability agendas:



Emission reduction, energy efficiency, dematerialization



Circular resource use, compatibility with recycling, debonding



Chemical safety, safety in application and end use phase

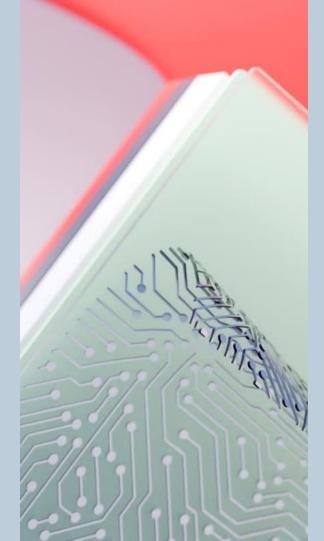
Fostering sustainable solutions across industries driving future growth:

~20%

Sales share* of our portfolio's products with significant sustainability contribution – e.g. by enabling emissions reduction in production processes and use phase



ADHESIVE TECHNOLOGIESOUR BUSINESSES AND SOLUTIONS



CREATING **COMPETITIVE ADVANTAGE**WITH CUSTOMIZED SOLUTIONS



MOBILITY & ELECTRONICS



AUTOMOTIVE OEMS

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



AUTOMOTIVE COMPONENTS

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



ELECTRONICS

- Consumer devices
- Semiconductor packaging
- Printed electronics



INDUSTRIALS

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



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

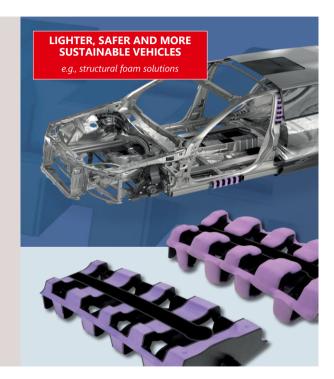


140 OF 150 CARS produced worldwide contain at least one Henkel solution

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

FOCUS ON NEW BODY DESIGNS & SUSTAINABILITY

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



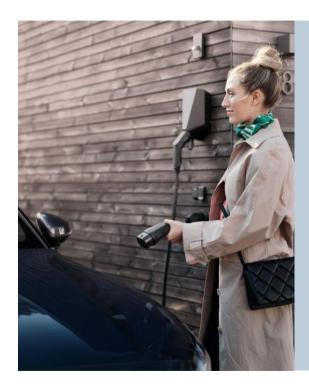


MOBILITY &

FI FCTRONICS



AUTOMOTIVE COMPONENTS: GROWTH FUELED BY INNOVATIVE E-MOBILITY APPLICATIONS



EV SALES POTENTIAL

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

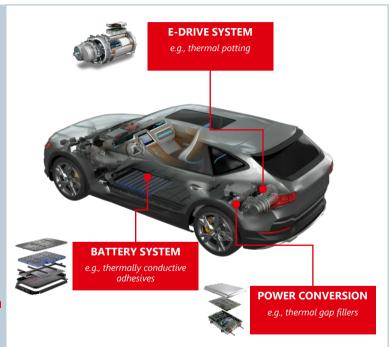
Global

TOP 50 EV-PLATFORMS

contain at least one Henkel solution

STRONG INNOVATION

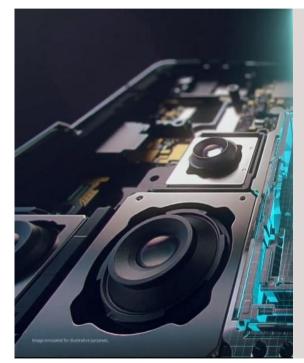
PIPELINE – launches over next 24 months with total annual sales potential of >€100m





ELECTRONICS: CREATING VALUE THROUGH TECHNOLOGICAL INNOVATIONS





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

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

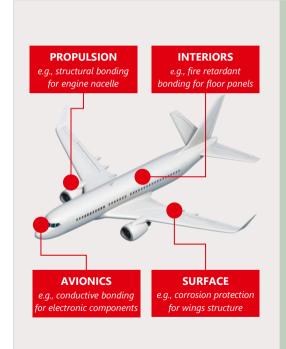
Focus on **DEVICE REPARABILITY** increases need for durable bonds and debonding solutions – structural bonding market expected to expand by 30% until 2027





MOBILITY & ELECTRONICS

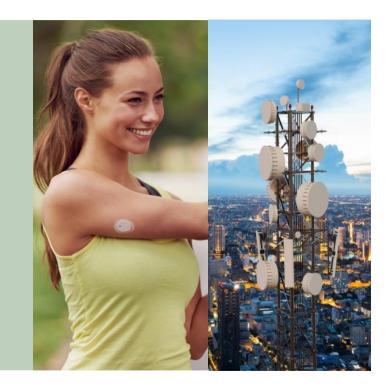
INDUSTRIALS: TAILOR-MADE SOLUTIONS FOR BROAD RANGE OF MARKETS



OUTPERFORMING
AEROSPACE MARKET with
HIGH SINGLE-DIGIT growth*

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

HIGH SINGLE-DIGIT growth* in DATA & TELECOM business





PACKAGING & CONSUMER GOODS

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

PACKAGING & CONSUMER GOODS



PACKAGING

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



CONSUMER GOODS

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



PACKAGING: INNOVATIVE SOLUTIONS PAVING THE WAY TOWARDS A CIRCULAR ECONOMY





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

MAJORITY OF INNOVATION PIPELINE

for packaging consisting of sustainable solutions

HIGH DOUBLE-DIGIT

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





PACKAGING & CONSUMER GOODS

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

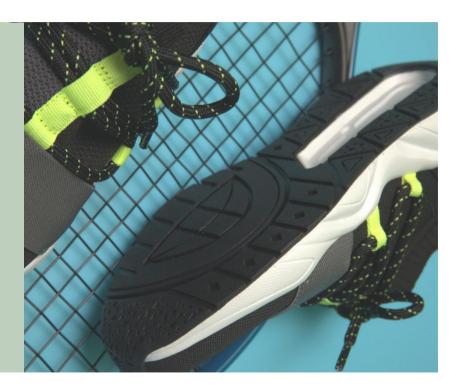


>33% of the world's largest publicly traded companies have **NET ZERO TARGETS BY OR BEFORE 2050**

>40 HENKEL ADHESIVES
SOLUTIONS already launched with >20% lower raw material emissions compared to conventional adhesives*;

>€220M SALES IN 2023 of products with lower-than-standard emissions*

4 are NET-ZERO SOLUTIONS





INNOVATING *Transformative products* & **SOLUTIONS** FOR OUR CUSTOMERS



CRAFTSMEN, CONSTRUCTION & PROFESSIONAL



CONSUMERS & CRAFTSMEN

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



CONSTRUCTION

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



GENERAL MANUFACTURING & MAINTENANCE

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



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





CONSUMERS' HOME FOCUS IS HERE TO STAY –

home improvement as global trend

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

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

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





CRAFTSMEN, CONSTRUCTION & PROFESSIONAL

CONSTRUCTION: TRANSFORMING THE EVERYDAY LIVING ENVIRONMENT



2X HIGHER GROWTH RATES

in timber construction compared to conventional concrete & steel

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

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





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





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

Highly attractive 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 MRO¹ portfolio by attractive adjacent businesses





ADHESIVE TECHNOLOGIES

WELL POSITIONED FOR SUSTAINABLE VALUE CREATION

MID- TO LONG-TERM FINANCIAL AMBITION

3-5 %

ORGANIC SALES

HIGH-TEENS %

ADJ. EBIT MARGIN

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











AT A GLANCE: REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER BRANDS

ESG



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



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

CONSUMER BRANDS#2 PLAYER IN OUR ACTIVE MARKETS

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



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



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



ATTRACTIVE CATEGORY PORTFOLIO FOCUSING ON TWO GLOBAL CATEGORIES



LAUNDRY & HOME CARE

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

#2 IN ACTIVE MARKETS

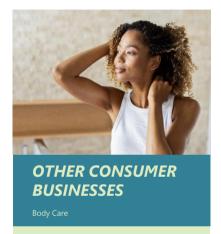


HAIR

Professional & Consume

- Hair Care
- Hair Coloration
- Hair Styling

#2 IN ACTIVE MARKETS



- Bath & Shower
- Deodorants
- Soaps

PRESENCE IN SELECTED MARKETS



LEADING CATEGORY POSITIONSAND PRESENCE IN > 100 COUNTRIES



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

Regional Examples:

Laundry & Home Care

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

Hair Professional

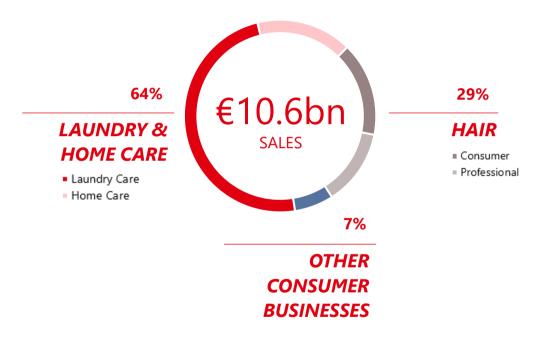
#2 in North America and #3 in Europe, Latin America and Asia-Pacific

Hair Consumer

#2 in Europe



ATTRACTIVE BUSINESS WITH TWO GLOBAL SEGMENTS

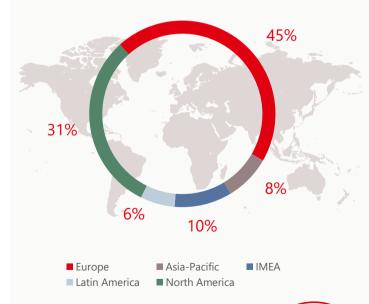


KPIs 2023



ADJ. EBIT **€1,115**

ADJ. EBIT MARGIN





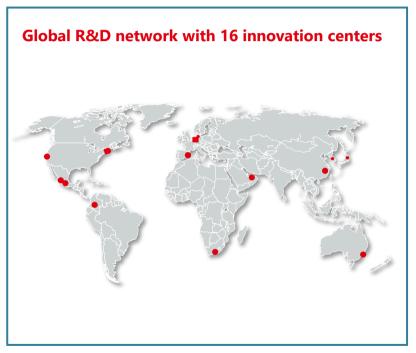
TECHNOLOGY LEADERSHIP UNDERPINNED BY **GLOBAL R&D NETWORK**

~1.000

~€250m R&D spend

~50%

>300





LEVERAGING OUR TECHNOLOGY EXPERTISE ACROSS OUR GLOBAL CATEGORIES

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



DIVERSIFIED GO-TO-MARKET SETUPALLOWING EFFICIENT ACCESS TO CONSUMERS

















CONSUMER BRANDSOUR CATEGORY & BRAND PORTFOLIO



LAUNDRY & HOME CARE WITH INNOVATIVE AND LEADING BRANDS



LAUNDRY & HOME CARE



LAUNDRY CARE

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





















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





#2

Fabric Cleaning brand in Europe

DOUBLE-DIGIT

organic sales growth CAGR of Persil over the last decade

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





PREMIUM BRAND **PERWOLL** DELIVERING CONTINUOUS GROWTH





#1 position in Fabric Care in active markets

DOUBLE-DIGIT sales growth CAGR over the past decade

Present in ~30 countries with expansion potential globally supported by innovation, premiumization and strong media support







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



#1 RECOMMENDED BRAND

for Sensitive Skin by dermatologists, pediatricians and allergists

INCREASING MARKET SHARE BY 50 BPS

with strong media support (YTD Sep 2023)

Expanded leadership in the **SENSITIVE SKIN** segment with hypoallergenic formula

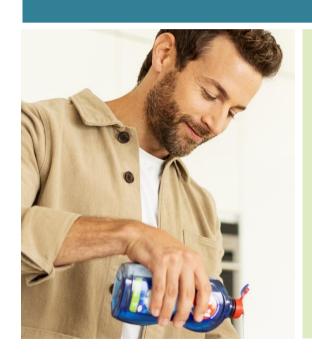




LAUNDRY & HOME CARE WITH INNOVATIVE AND LEADING BRANDS



LAUNDRY & HOME CARE



HOME CARE

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

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

















BREF CREATING RIMBLOCK SEGMENT WITH SUPERIOR INNOVATIONS





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

BREF 2x SALES over the last decade

MARKET LEADER across active markets





INNOVATION LEADER **SOMAT** DRIVING CATEGORY GROWTH





VERY STRONG ORGANIC SALES GROWTH

over the past 5 years driving category growth and premiumization

#1/#2 POSITION

in >70% of active countries

Powerful cleaning performance even at **LOW TEMPERATURES**

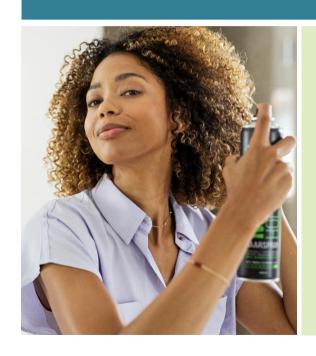




LEADING PLAYER IN HAIR PROFESSIONAL & CONSUMER ACROSS OUR ACTIVE MARKETS



HAIR

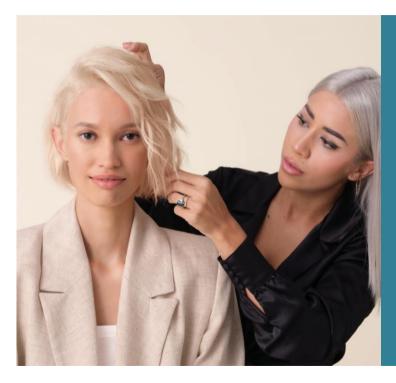


- Attractive global market with a combined size of ~€90bn for Hair Consumer and Hair Professional
- With top rankings in core markets
 e.g. #1 in Consumer Styling in
 Europe, #2 in Professional in
 North America
- ~150 leading country/category positions*
- Leveraging Hair expertise across Professional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





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

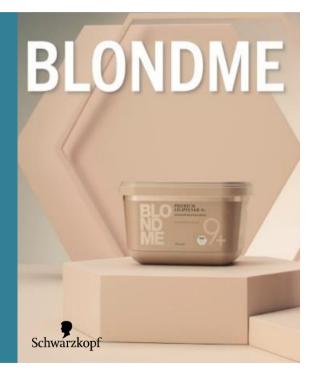


THE AUTHORITY IN BLONDE

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

TRIPLED sales over the past 6 years

#1 Color & Care System dedicated to blonde perfection







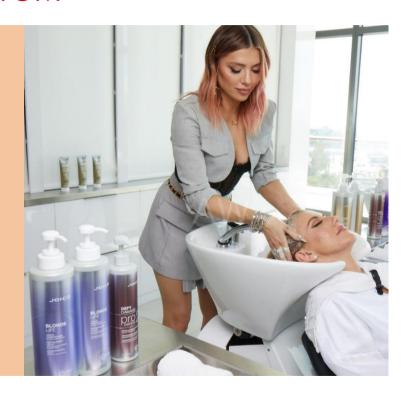
NORTH AMERICAN PROFESSIONAL BRAND **JOICO**WITH DYNAMIC GROWTH MOMENTUM



THE JOI OF HEALTHY HAIR

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

~800,000 HAIR STYLISTS in NORTH AMERICA use JOICO







NORTH AMERICAN PROFESSIONAL BRAND KENRA DRIVING GROWTH WITH STRONG INNOVATIONS

TRUSTED, INSPIRING, PROFESSIONAL HAIR FAMILY



#1 PROFESSIONAL STYLING BRAND IN NORTH AMERICA*

TRENDING INNOVATION

Leader in volume stylers with iconic Volume Hairspray 25 and Platinum Blow Dry Spray

#1 PROFESSIONAL EDUCATOR ON YOUTUBE with >250,000 subscribers and >30 million views





GLISS LEADING WITH NEW BONDING TECHNOLOGY





SIGNIFICANT ORGANIC SALES GROWTH

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

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

LEADING WITH NEW BONDING TECHNOLOGY:

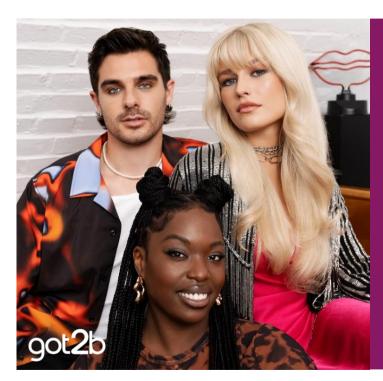
HaptIQ System powered masks & treatments for excellent results





STYLING BRAND **GOT2B** WITH DYNAMIC GROWTH MOMENTUM





DOUBLE-DIGIT

sales growth CAGR of got2b over the past decade

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

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

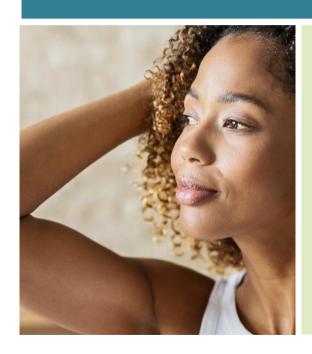




SERVING **ATTRACTIVE CATEGORIES**IN SELECTED MARKETS



OTHER CONSUMER BUSINESSES



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





DIAL LEADING IN THE SOAP CATEGORY IN THE US





TOP POSITIONS

as well-recognized market leader

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

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

body cleansing category





CONSUMER BRANDS SHAPING OUR BUSINESS ALONG CLEAR TRANSFORMATION STRATEGY



SHAPING CONSUMER BRANDS TO FUEL GROWTH AND PROFITABILITY

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

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





LEVERAGING
STRONG BRANDS AND
TECHNOLOGY
LEADERSHIP

FOCUS ON
TWO GLOBAL CATEGORIES
LAUNDRY & HOME CARE
AND HAIR



Strong platform:

Focus on brands and businesses with attractive growth and margin profile

Leveraging scale:

Significant synergies and efficiency gains

Integrated approach:

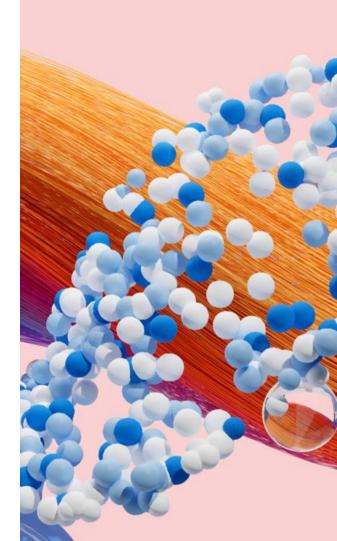
Leaner structures and faster decision-making processes



BUSINESS TRANSFORMATIONIN FULL SWING

Flywheel driving business transformation to fuel profitable growth





DRIVING **BETTER**STRINGENT EXECUTION ALONG CLEAR ROADMAP



Significant savings driven by multiple levers:

Portfolio – SG&A – Supply Chain

PHASE 1

Focus on optimization of organizational set up and portfolio

PHASE 2

Focus on supply chain network, commercial integration and operational excellence



Accelerated integration of our consumer businesses

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

~€400m ~€525m ~€250m ~€250m ~€250m ~€250m Updated in 2022 Updated March 2024

TOTAL NET SAVINGS EXPECTED BY 2026

■ Phase I ■ Phase II



DRIVING **BETTER**OPTIMIZING OVERALL SET-UP







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



PORTFOLIO

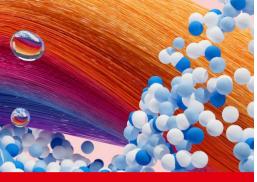
- Focus on two global categories total ~€1bn of sales put under review in 2022
- Stringently redirect resources towards high growth and high margin products and brands
- Enhancing gross profit profile allowing for increased re-investment levels in brand equity
- Value-creating acquisitions



SUPPLY CHAIN

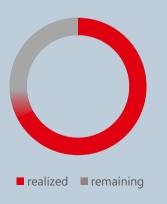
- Improve efficiency of own production set up and optimize contract manufacturers network
- Drive commercial integration with optimized logistics capabilities along 1-1-1 approach (one order, one shipment, one invoice)
- Leverage procurement opportunities





PHASE I

~€275m net savings targeted by end of 2024



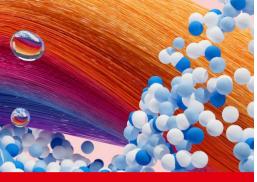
CONSUMER BRANDS INTEGRATION WELL ON TRACK



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

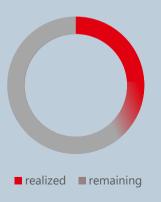
- Optimization of organizational set-up well advanced:
 agreements for >2,000 positions concluded by end of 2023
- Portfolio measures clearly on track:
 - ~€650m of total €1bn divested/discontinued
 - Double-digit percentage reduction of #SKUs
 - Positive volume development in Hair in FY 23
- Net savings: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





PHASE II

~€250m net savings targeted by 2026



CONSUMER BRANDS INTEGRATION WELL ON TRACK



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

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

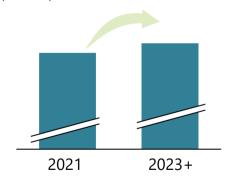


DRIVING *BIGGER*LEVERAGING AND INVESTING IN TECHNOLOGIES



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

R&D investments in €m (indicative)



Superior technology-driven innovations adressing relevant consumer needs – Examples



INNOVATIVE HAIR BONDING TECHNOLOGY

Restoring and repairing hair structure for healthier and stronger hair

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



UNIQUE DEEP CLEAN TECHNOLOGY

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

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



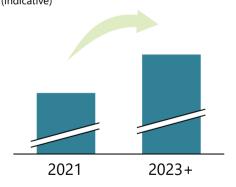
DRIVING **BIGGER**VALORIZING TRUSTED BRANDS



LIFT YOUR BLONDE AT HOME

Increased media investments driving brand equity

Media investments in €m (indicative)



Strengthening brands fueled by innovation and marketing support – Examples



PERWOLL

in Fabric Care

Gaining appeal as

main premium brand

TAFT

Re-ignited Styling category with strong relaunch



SYOSS

Leveraging differentiation for growth



DRIVING **BIGGER**SUSTAINABILITY AS PART OF OUR DNA







TRANSFORMATION TO 100% RECYCLABLE OR REUSABLE, REDUCE FOSSIL PLASTICS BY 50% AND ZERO PLASTIC WASTE



INGREDIENTS

TRANSFORMATION TO 100% RENEWABLE AND BIODEGRABLE INGREDIENTS BY 2030



OPERATIONS

TRANSFORMATION TO 100% CLIMATE POSITIVE OPERATIONS IN 2030



DRIVING **BIGGER**DIGITAL BUSINESS ENABLEMENT



Leveraging digitalization to create attractive touchpoints and increase efficiency



DIGITAL SALES & MARKETING

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



R&D AND SUPPLY CHAIN

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





CONSUMER BRANDSPOISED FOR PROFITABLE GROWTH

MID- TO LONG-TERM FINANCIAL AMBITION

3-4 %

ORGANIC SALES GROWTH

MID-TEENS %

ADJ. EBIT MARGIN

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









AT A GLANCE: REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER BRANDS





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

SUSTAINABILITYDRIVING 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

OUR PURPOSE

Pioneers at heart for the good of generations.

TRANSFORMATIONAL IMPACT FOR THE GOOD OF GENERATIONS



REGENERATIVE PLANET

We strive to achieve a circular economy, a climate-neutral future and the regeneration of nature.



CLIMATE

Become a climate-neutral business by decarbonizing our operations and raw materials.



CIRCULARITY

Advance circularity through our products, packaging and technologies.



Protect and restore biodiversity with a focus on forests, land and water, and ensure responsible resource stewardship.



THRIVING COMMUNITIES

We actively contribute to people being able to lead a better life through our business and brands.



R EQUITY

Strengthen diversity, equity and inclusion, respect human rights and enhance the livelihoods of people.



EDUCATION

Support lifelong learning and education. and motivate people to take action for sustainability.



WELLBEING

Foster health and wellbeing, and help drive social progress.



TRUSTED PARTNER

We are committed to product quality and safety while ensuring business success with integrity.



PERFORMANCE

Reliably deliver best-in-class product performance and chemical safety as the foundation of our business success.



TRANSPARENCY

Integrate sustainability into our business governance with transparent reporting, disclosure and engagement.



8 COLLABORATION

Scale sustainability impact with our partners, leading to responsible business practices in our supply chains.



Highlight ambitions



Aim for climate-positive operations by 2030

and set a net-zero pathway for our scope 3 emissions



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



Aim for gender parity across all management levels by 2025

 and shape the future of work for our business and employees



PEOPLE

PARTNERSHIPS



TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS



STRIVE TO ACHIEVE A CIRCULAR AND NET-ZERO CARBON FUTURE



CIRCULARITY

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



NATURE

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





CLIMATE

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



TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS



CONTRIBUTE TO PEOPLE BEING ABLE TO LEAD A BETTER LIFE





EQUITY

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



EDUCATION

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



WELLBEING

>90% employees reached with global health campaigns

TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS



DRIVE PERFORMANCE WITH INTEGRITY



TRANSPARENCY

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



COLLABORATION

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





PERFORMANCE

>99% of annual sales covered by product lifecycle appraisals



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



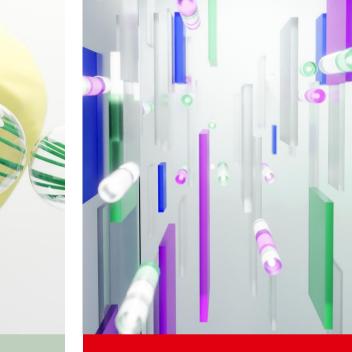


SUSTAINABILITY REPORT 2023

CORPORATE GOVERNANCE:

CORPORATE GOVERNANCE
AT HENKEL





AT A GLANCE: REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER BRANDS

ESG

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