

HENKEL EQUITY STORY

INVESTOR RELATIONS



DISCLAIMER

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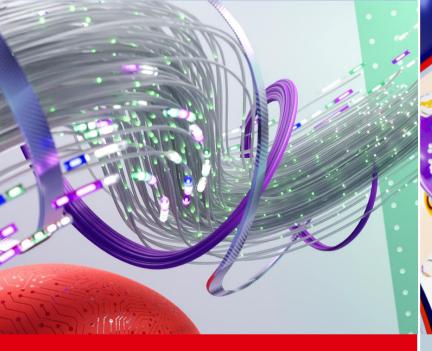
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Note:

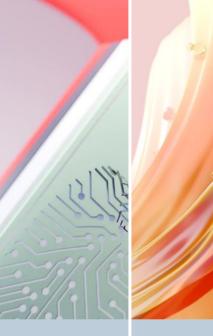
All individual figures in this presentation have been commercially rounded. Addition may result in deviations from the totals indicated.

All figures – unless indicated otherwise – relate to FY 2024 (time reference of market share data may deviate). Updated in November 2025.











AT A GLANCE: REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES CONSUMER BRANDS

ESG

REASONS TO INVEST

STRONG BUSINESSES WITH LEADING POSITIONS IN ATTRACTIVE MARKETS

Adhesive Technologies global #1 player in adhesives market

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



STRONG FINANCIAL FOUNDATION

Attractive cash generation and shareholder returns



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

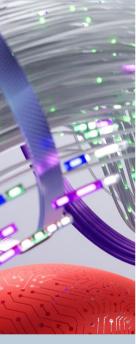
KNOBEL

CEO

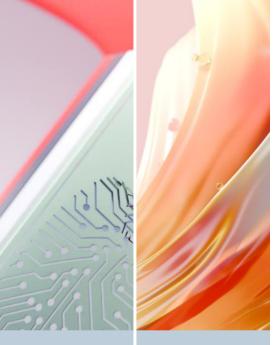


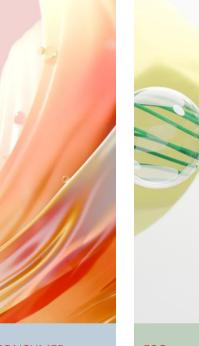
"As global market leader for adhesives, sealants and coatings and a leading player in attractive consumer markets, we want to create long-term value for Henkel's shareholders."











AT A GLANCE: **REASONS TO INVEST**

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER **BRANDS**

ESG

FACTS & FIGURES 2024



1876

LISTED SINCE 1985, FOUNDING MEMBER OF

DAX



SALES

€21.6_{BN}

ADJUSTED EBIT

€3.1_{BN}



4 BILLIONAIRE BRANDS

ACCOUNTING FOR ~40% OF SALES



>160

PRODUCTION SITES IN >50 COUNTRIES



~47,000

EMPLOYEES FROM > 125 NATIONALITIES

2.4%

DIVIDEND YIELD PER PREFERRED SHARE¹



-64%

CO₂ EMISSIONS IN PRODUCTION²

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



¹ Based on dividend for fiscal year 2024 and on share price as of Dec. 31, 2024.

² Per ton of product, compared to the base year 2017.

STRONG BUSINESSES WITH LEADING POSITIONS,...

HENKEL GROUP

ADHESIVE TECHNOLOGIES





Packaging & **Consumer Goods** #1

worldwide





in active markets







Other Consumer

Body Care

Presence in selected markets



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

HENKEL GROUP

ADHESIVE TECHNOLOGIES





€1.6bn sales





>75%

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

CONSUMER BRANDS



€1.4bn sales







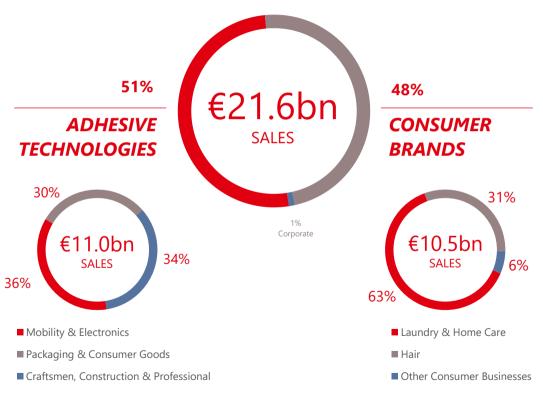
>50%

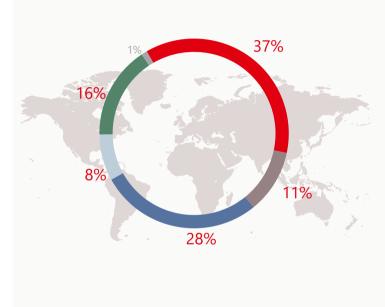
Top 10 brand sales share



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

FY 2024









...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



FUTURE-READY OPERATING MODELS

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



PORTFOLIO



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

HIGHLIGHT ACHIEVEMENTS
SINCE STRATEGY LAUNCH



MORE THAN

€2bn

BRANDS/BUSINESSES DIVESTED OR DISCONTINUED¹ 2022 – 2024

STRENGTHENED BOTH BUSINESSES WITH ACQUISITIONS

SELECTED RECENT TRANSACTIONS:

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

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











COMPETITIVE EDGE - INNOVATION

WINNING PORTFOLIO

COMPETITIVE EDGE

SUSTAINABILITY DISSTALIZATION

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 INDUSTRY
MEGATRENDS





COMPETITIVE EDGE - SUSTAINABILITY

WINNING PORTFOLIO

WINNING PORTFOLIO

SUSTAMABILITY DIGITALIZATION

COLLABORATIVE CULTURE & EMPOWERED PEOPLE

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

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



DISTINCT IMPLEMENTATION

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

2030+ SUSTAINABILITY AMBITION FRAMEWORK

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



LEADING POSITION

EXCELLENT RESULTS IN ESG-RATINGS AND -RANKINGS







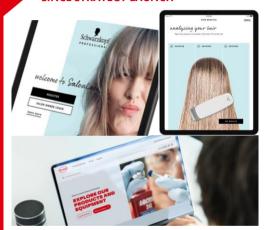


COMPETITIVE EDGE - DIGITALIZATION

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

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

HIGHLIGHT ACHIEVEMENTS SINCE STRATEGY LAUNCH



DIGITAL SALES SHARE OF

~20%

IN 2024 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 SAVINGS OF

~€525m¹



ENSURING CUSTOMER PROXIMITY ALONG

BUSINESS AREAS





FOSTERING SHARED FUNCTIONS AND PLATFORMS

BROADENED SCOPE OF SHARED SERVICE CENTER **ORGANIZATION**



COLLABORATIVE CULTURE & EMPOWERED PEOPLE

WINNING PORTFOLIO

COMPETITIVE EDGE

SUSTAINABUITY DIGITALIZATION

COLLABORATIVE CULTURE & EMPOWERED PEOPLE

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

HIGHLIGHT ACHIEVEMENTS
SINCE STRATEGY I AUNCH

>96%
TOP EXECUTIVES
ENGAGED IN

LEADERSHIP PROGRAMS



OUR PURPOSE UNITES
ALL EMPLOYEES GLOBALLY

PIONEERS
AT HEART
FOR THE
GOOD OF
GENERATIONS

DRIVING CULTURAL TRANSFORMATION

WITH NUMEROUS GLOBAL INITIATIVES



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



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



Carsten KnobelCEO



Mark Dorn

EVP Adhesive
Technologies



Wolfgang König
EVP Consumer
Brands



Sylvie NicolCHRO



Marco Swoboda CFO



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



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

- Strengthened focus on both organic and inorganic growth with M&A also expanding into attractive adjacent businesses
- Expand innovation leadership with 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

osg 2.6%

ADJ. EBIT **€3,089m**

ADJ. EBIT MARGIN

ADJ. EPS **€5.36**

ADJ. EPS GROWTH¹ + 25.1%

Strong topline development across businesses



HENKEL GROUP

4.5%

CAGR²



ADHESIVE TECHNOLOGIES

5.4%

CAGR²



CONSUMER BRANDS

3.7%

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 ~€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)



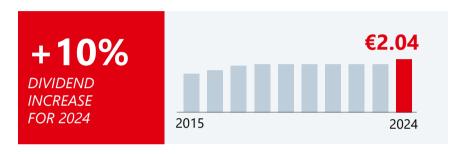


CURRENT DEBT RATINGS

S&P: A

Moody's: A2

...OFFERING ATTRACTIVE SHAREHOLDER RETURNS





- Dividend policy with targeted payout ratio of 30-40%¹
- 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 years²



STRINGENTLY WORKING TOWARDS OUR MID-TERM FINANCIAL AMBITION

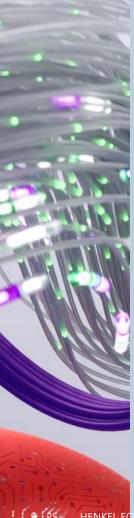
	HENKEL	ADHESIVE	CONSUMER
	GROUP	TECHN.	BRANDS
ORGANIC SALES GROWTH	3 to 4%	3 to 5%	3 to 4%
ADJUSTED	~16%	high-	mid-
EBIT MARGIN		teens %	teens %
ADJUSTED EPS GROWTH	mid- to high-single-digit % at constant exchange rates, including M&A		
FREE	continued focus on		
CASH FLOW	Free Cash Flow expansion		

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

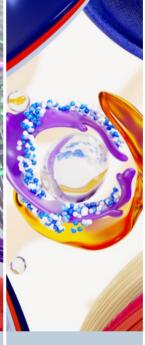


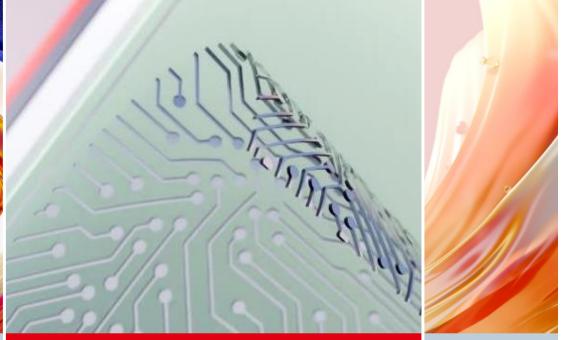


HENKEL GROUP CREATING LONG-TERM VALUE

- 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







ESG

AT A GLANCE: REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER ES

BRANDS

HENKEL EQUITYS

IT / STOR

-20



ONE IN
THREE branded
ATHLETIC SHOES
is assembled using
Henkel adhesives



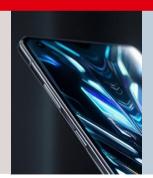
EVERY
SECOND
Henkel SELLS
4 PRITT glue
sticks

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 Loctite adhesives are enough to **PULL A 200-TON TRAIN**



SETTING **INDUSTRY STANDARDS**

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







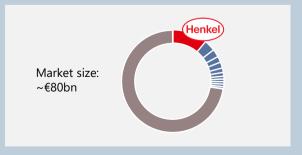
SEALANTS



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 & **Key brands** Peer group long-trusted partnerships with business overlap LOCTITE TECHNOMELT TEROSON **BONDERITE**. ~100.000 H.R. Fuller Connecting what matters." customers **AQUENCE.** RPM **3M Pattex**



WELL-BALANCED GLOBAL PORTFOLIO

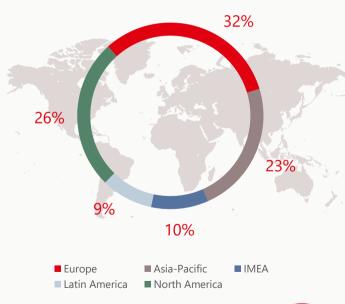


KPIs 2024



ADJ. EBIT **€1,817m**

ADJ. EBIT MARGIN 16.6%





CREATING CUSTOMER VALUE AS **LEADING SOLUTION PROVIDER**

High-impact customer-centric solutions enabled by expertise and market proximity



TECHNOLOGY LEADERSHIP

- Unrivaled portfolio of 13 leading technology platforms
- Strong commitment and thought leadership on sustainability
- Co-creating new designs and high share of customized applications



ACTIVE PORTFOLIO MANAGEMENT

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



HIGHEST QUALITY AT GLOBAL SCALE

- >6,500 customer facing experts with know-how in >800 industries
- Global footprint & resilient supply chain
- Global R&D network



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

Global R&D network incl. innovation hubs





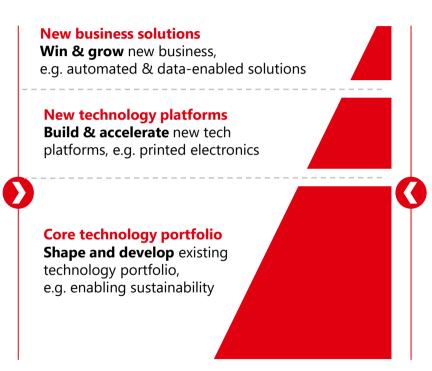
DRIVING INNOVATION THROUGH CUSTOMER COLLABORATION

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 GROWTH







Cutting-edge expertise in formulation & applied engineering



Best know-how through collaboration & partner ecosystems



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



Go to market accelerated through automation & digitalization



LEVERAGING *GROWTH-DRIVING MEGATRENDS*ACROSS INDUSTRIES





Development of debonding technologies



Solving challenges with new applications paving the way for future mobility

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



Facilitating new functionalities and designs at the forefront of the industry

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



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

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



Driving speed, efficiency and sustainability in construction

Engineered wood solutions and CO₂ emission reduced cement-based products





SUSTAINABILITY AS A GROWTH DRIVER IN ADHESIVE TECHNOLOGIES

We enable customers to drive their sustainability agendas:



Emission reduction, energy & material efficiency



Circular materials, enabling debonding compatibility with recycling



Chemical safety, safety in application and end use phase

Fostering sustainable solutions across industries driving future growth:

~20%

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

HENKEL EQUITY STORY

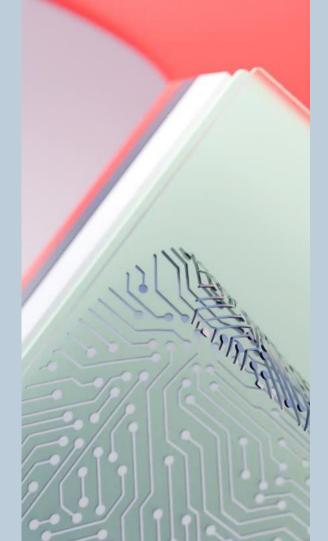
¹Referring to pioneers and contributors' share of assessed products as per <u>practitioner's report</u> 2023







ADHESIVE TECHNOLOGIESOUR 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

- Automotive Electronics
- E-Mobility
- Surface Treatment, Cleaners
 & Lubricants
- Exterior, Powertrain, Interiors
 & Chassis



ELECTRONICS

- Consumer Devices
- Semiconductor Packaging
- Printed Electronics



INDUSTRIALS

- Aerospace
- Datacom & Telecom
- Power
- Life Science
- Appliance & Heavy Duty
- Metal Treatment



AUTOMOTIVE OEMS: LEADING PARTNER ENABLING FUTURE MOBILITY WITH SAFE AND INNOVATIVE SOLUTIONS



TRUSTED PARTNER TO VEHICLE MANUFACTURERS¹ with UP TO 50%

SHORTER development cycles providing speed to market and broad product & application expertise

ADVANCING NEW BODY DESIGNS for enhanced safety, lightweight & battery crash protection leading to **DOUBLE-DIGIT GROWTH** in engineering solutions

FOCUSING ON SUSTAINABILITY & CIRCULARITY by reducing resource use in manufacturing UP TO 40% and offering parts with recycled plastic content





MORII ITY &



AUTOMOTIVE COMPONENTS: INNOVATION-DRIVEN GROWTH IN ELECTRIFIED, CONNECTED & AUTONOMOUS SYSTEMS





EV SALES POTENTIAL

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

Global TOP 50 EV-**PLATFORMS** contain at least one Henkel solution

STRONG INNOVATION **PIPELINE**

With total annual sales potential of >€100M¹ fueled by consumer demand for connected, autonomous, electrified vehicles







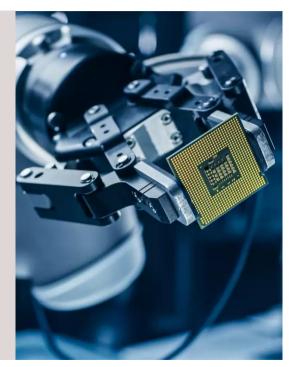
ELECTRONICS: CREATING VALUE THROUGH TECHNOLOGICAL INNOVATIONS



5.2BN SMARTPHONE CAMERAS in 2030, (>20% vs 2024) driven by sensors with NEW BONDING & SEALING OPPORTUNITIES

AI-DRIVEN PC MARKET resurgence to reach 180M devices by 2028 (>100% CAGR), unlocking advanced THERMAL & SEMICONDUCTOR PACKAGING opportunities for Henkel

Right-to-repair trend increases need for durable **BONDS & DEBONDING** solutions resulting in **30%** expected **GROWTH** until 2027





INDUSTRIALS: CUSTOMER-CENTRIC SOLUTIONS FOR BROAD RANGE OF MARKETS

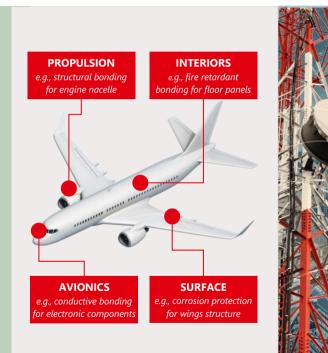




OUTPERFORMING
AEROSPACE MARKET with
HIGH SINGLE-DIGIT growth¹

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

HIGH SINGLE-DIGIT growth¹ in DATACOM & 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

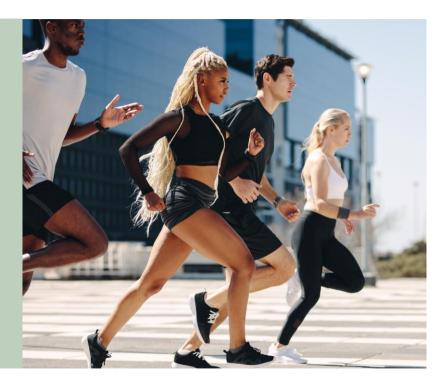
CONSUMER GOODS: LOWERING OUR CUSTOMERS' EMISSIONS TO ENABLE THEIR BRANDS' CLIMATE GOALS



~65% the world's largest publicly traded companies have a form of **NET-ZERO TARGETS BY OR BEFORE 2050**

>40 HENKEL ADHESIVES **SOLUTIONS** already launched with >20% lower raw material emissions compared to conventional adhesives¹

3X HIGHER GROWTH² in products fostering sustainability compared to conventional adhesives





INNOVATING *Transformative products* & **solutions** for our customers



CRAFTSMEN, CONSTRUCTION & PROFESSIONAL



CONSUMERS & CRAFTSMEN

- Sealants and Polyurethane Foams
- Construction Adhesives
- Instant repair: Superglues
- Wood Glues
- Stationery Glues
- Pipe Adhesives



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. (2024-28)

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: DRIVING INNOVATION FOR MODERN SUSTAINABLE CONSTRUCTION



ATTRACTIVE CONSTRUCTION MARKET OUTLOOK fueled by decarbonization, energy-efficiency, and prefabrication

MARKET OUTPERFORMANCE driven by INNOVATIVE SOLUTIONS pioneering efficiency and building performance

At forefront of **SUSTAINABILITY**, achieving ~30% **REDUCTION IN ABSOLUTE CO₂ EMISSIONS** from cement-based products





GENERAL MANUFACTURING & MAINTENANCE: 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 6 years

EXPANDED MRO PLATFORM by attractive adjacent businesses with the acquisitions of Critica Infrastructure and Seal for Life





ADHESIVE TECHNOLOGIES

DRIVING PROFITABLE GROWTH BY...

MID-TERM
FINANCIAL AMBITION

3-5 %

ORGANIC SALES GROWTH

HIGH-TEENS %

ADJ. EBIT MARGIN

- Investing in high-growth segments
- Having the broadest portfolio in the industry
- Leveraging our unparalleled technology know-how
- Driving customer collaboration
- Innovating along megatrends
- Leading the sustainability transformation









AT A GLANCE: **REASONS TO INVEST**

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER **BRANDS**

ESG



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



LAUNDRY & HOME CARE

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

#2 IN ACTIVE MARKETS



HAIR

FOCUS ON KEY BRANDS WITH SHARPENED BRAND ROLES

- Hair Care
- Hair Coloration
- Hair Styling

#2 IN ACTIVE MARKETS



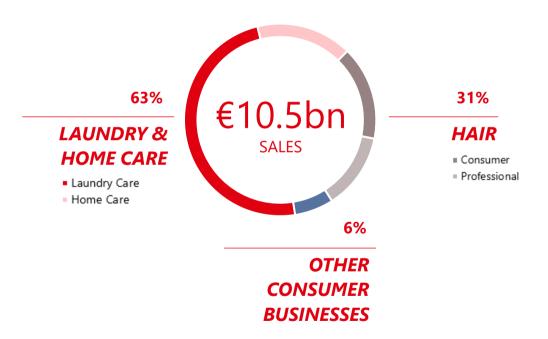


- Bath & Shower
- **Deodorants**
- Soaps

PRESENCE IN SFI FCTFD MARKETS



UNITED UNDER **ONE STRONG** > **10BN€ PLATFORM**

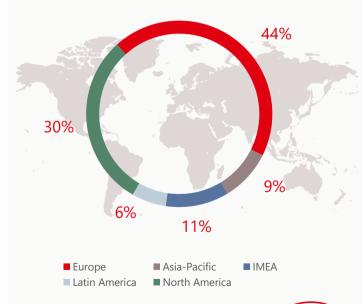


KPIs 2024



ADJ. EBIT **€1,419m**

ADJ. EBIT MARGIN





STRONG GLOBAL PLAYER WITH ICONIC

#1 BRANDS IN LAUNDRY CARE, HOME CARE & HAIR



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

POSITIONS





VALORIZATION LEADING TO VERY STRONG **GROWTH OF TOP 10 BRANDS**

ONGOING GROWTH

INVESTMENTS

ROLLING OUT

IMPACTFUL

IDENTIFYING **INNOVATIONS**

SALES SHARE >50%

VERY STRONG ORGANIC SALES GROWTH AND POSITIVE VOLUMES OF TOP 10 BRANDS IN FY 2024

DOUBLE-DIGIT OSG CONTRIBUTION FROM









Selective innovation examples



RELEVANT

CONSUMER NEEDS



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, easy-to-use, effective solutions





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



30 yearsExperience in Enzyme Engineering

LEVERAGING TECHNOLOGY LEADERSHIP





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



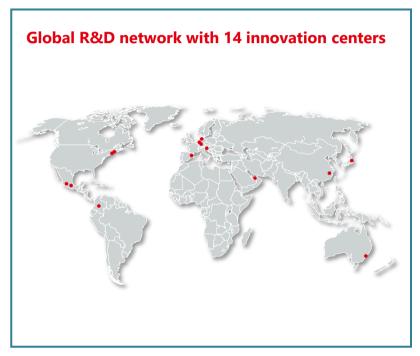
UNDERPINNED BY GLOBAL R&D NETWORK

~1,000
Researchers

~€280mR&D
spend

~50% Innovation rate¹

>300
Open Inno.
Projects





LEVERAGING OUR TECHNOLOGY EXPERTISE ACROSS OUR GLOBAL CATEGORIES

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



OPERATIONS

¹ per ton of product vs. 2010

100% CO₂ reduction¹ in 2030

HCB 2024: Leading in the industry with 80% reduction

got2b. you want2b



SUSTAINABILITY **AS PART OF OUR DNA**

Key achievements and ambitions

PACKAGING

100% Recyclable Packaging Design by 2025

HCB 2024: >91%



CONSUMER EMPOWERMENT

Persil ensures deep clean already starting from 20°C enabling our consumers to wash at cold temperatures.

Saving up to 70% of energy²

² compared to 60°C

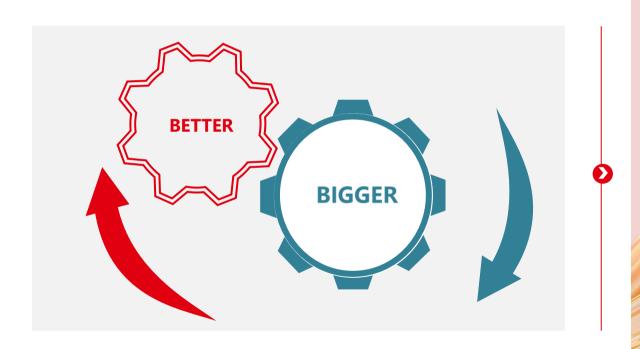




CONSUMER BRANDSBETTER AND BIGGER AS THE KEY FOR SUCCESS



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





FOCUSED BUSINESS PORTFOLIO ACTIVELY SHAPING THE PORTFOLIO

DIVESTMENTS & DISCONTINUATIONS ORAL CARE AIR FRESHENERS **DIADERMINE** Theramed SKIN CARE SOAP1 Neutro med renuzit SFI FCTFD BRAND FXITS RETAILER BRANDS Vademecum NORTH AMERICA **PORTFOLIO MEASURES** OF SLIGHTLY ABOVE 1BN€ SUCCESSFULLY COMPLETED ¹ In most countries **EXIT**



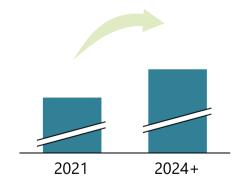


FOCUSED BUSINESS PORTFOLIO ALLOWS US TO DRIVE VALUE IN OUR BRANDS

Strengthening brands powered by innovation and marketing support

Increased media investments driving brand equity

Media investments in €m (indicative)



Examples



TAFT

Re-igniting Styling category with strong relaunch



PERWOLL

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





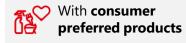
SYOSS

Leveraging differentiation for growth



SELECTED EXAMPLES

WITH CONSUMER PREFERRED PRODUCTS DRIVING CONSUMER RELEVANT TRENDS





Empowering consumers to make more sustainable choices in their daily routines



Promoting products that support a healthier and balanced lifestyle



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



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 LAUNDRY CARE: DRIVING SELECTIVE STRATEGIC GROWTH

In La futu stra Bran drive

LAUNDRY CARE

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

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

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

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





With consumer preferred products

WITH CONSUMER PREFERRED PRODUCTS

LAUNDRY CARE: ICONIC BRANDS WITH DISTINCTIVE EQUITIES











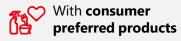












WITH CONSUMER PREFERRED PRODUCTS

FABRIC CARE: GROWING THE CATEGORY FOR A BETTER FUTURE



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

#RethinkFashion Perwoll

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

- #RethinkFashion movement
- #NoNewClothes Challenge



We drive sustainability

WE DRIVE THE CATEGORY GROWTH

leading global brand in the fastest-growing category² with double-digit organic sales growth



Source: Electrolux, 2017 'Don't overwash'

² HCB active categories.



WITH CONSUMER PREFERRED PRODUCTS

FABRIC CLEANING: ALL #1 SENSITIVE SKIN DETERGENT BRAND





- #1 Doctor recommended brand for Sensitive Skin²
- Marketing program reaches
 ~95% of dermatologists in
 the U.S.
- Significant increase in media vs 2021

Source: Circana POS data through Dec 8, 2024

#1 IN SENSITIVE SKIN SEGMENT¹

Market share increase of +140 bps YTD vs. 2021 within Fabric Cleaning segment



We support health & wellbeing



¹ in active market

by dermatologists, allergists and pediatricians.



WITH CONSUMER PREFERRED PRODUCTS HOME CARE: LEADING WITH STRONG BRANDS



HOME CARE

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

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

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

¹ #1 and #2 market positions, based on trade panel data from Nielsen / Circana and Kline.





With consumer preferred products

WITH CONSUMER PREFERRED PRODUCTS

HOME CARE: ICONIC BRANDS THAT MEET EVERY HOME NEED











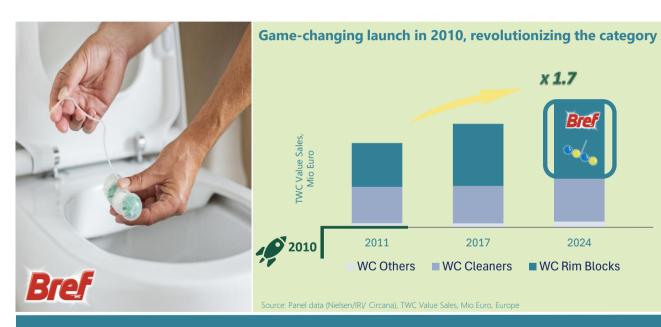




With consumer preferred products

WITH CONSUMER PREFERRED PRODUCTS

TOILET CARE: PIONEERING AND EXPANDING THE CATEGORY



- Increasing market penetration
- Boosting consumer annual spend by x2.7¹
- Bringing meaningful innovation to the market

 $^{\rm 1}\,\text{Source};\,\text{Gfk Panel Data}$, Germany, MAT 2024

BREF FURTHER EXPANDING #1 POSITION in active markets with a double-digit organic sales growth in 2024, driving category penetration gains



We drive **premiumization**



With consumer preferred products

WITH CONSUMER PREFERRED PRODUCTS AUTOMATIC DISHWASHING: ACCELERATING GROWTH



Redefining dishwashing performance with state-of-the-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:

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

DRIVING CATEGORY GROWTH

with very strong organic sales growth over the past 5 years



We drive convenience





WITH CONSUMER PREFERRED PRODUCTS

HAIR: LEVERAGING EXPERTISE IN CONSUMER & PROFESSIONAL



HAIR

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

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

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





With consumer preferred products

WITH CONSUMER PREFERRED PRODUCTS LEVERAGING SCHWARZKOPF MASTERBRAND

The power of Schwarzkopf Masterbrand

125 years of experience, **90** trainings centers, 5 global hubs, network of **500,000+** hairdressers, **2.1** million consumers per day







Accelerating our professional as well as our consumer business:

- Cutting-edge technologies
- Hair knowledge transfer
- Be wherever our consumers are: across price tiers, geographies, channels and categories

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

WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: WINNING COLORATION



Driving the **leadership** in the category and answering to **changing habits** that disrupt the market

i.e Schwarzkopf Brillance Glossing Untapping a new coloration category, **boosting consumer recruitment** -40% of buyers are newand **increasing buying** frequency -5.8x vs 4.1x regular coloration-





No. 1 brand in Coloration

More than 45 years expertise and global presence in 70+ countries

All time high Market Share in 2024

Driving digitalization with the virtual hair color try-on to help users find their perfect shade



We drive digitalization

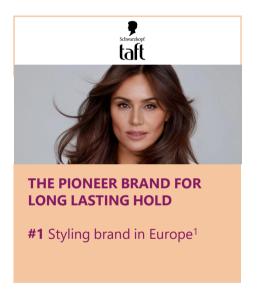
WE LEAD COLORATION WITH TOP BRANDS

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



WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: LEADING STYLING



























With consumer preferred products

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

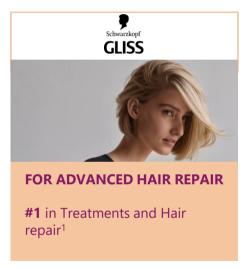


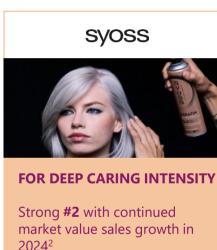
We drive **premiumization**



WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: ACCELERATING CARE





















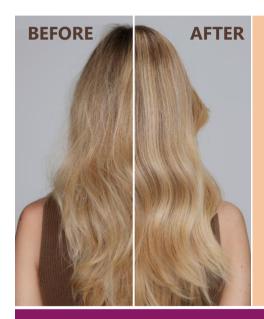






WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: ACCELERATING CARE





HENKEL EQUITY STORY

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

HAPTIQ

- 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 Night elixir: Revolutionary overnight hair repair

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





We drive **premiumization**

CUTTING-EDGE TECHNOLOGIES FOR SUSTAINABLE GROWTH

Syoss and Gliss with consistent market value sales growth since 2021¹





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**









At optimal costs

AT OPTIMAL COSTSOPTIMIZING THE OVERALL SET-UP





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



DIGITALIZATION

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



SUPPLY CHAIN

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





AT OPTIMAL COSTS CONSUMER BRANDS INTEGRATION IN FULL SWING

Optimizing organizational set-up and portfolio

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

Driving supply chain optimization

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

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



POWERED BY CUSTOMER EXCELLENCEWITH A DIVERSIFIED GO-TO-MARKET SETUP















As ONE HCB consumer platform, we are a strong partner

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



CONSUMER BRANDSPOISED FOR PROFITABLE GROWTH

MID-TERM FINANCIAL AMBITION

3-4 %

ORGANIC SALES GROWTH

MID-TEENS %

ADJ. EBIT MARGIN

- #2 player across our active markets globally, with leading positions in attractive consumer categories
- Driving portfolio valorization with iconic brands & impactful innovations
- Building on strong R&D expertise as technology leader and digital and sustainability capabilities
- Shaping relevant market trends by leveraging deep consumer insights
- Executing business transformation to fuel growth 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 SCIENCE-BASED NET-ZERO TARGETS





DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

NEAR-TERM TARGETS by 2030

- Reduction of absolute scope 1 and 2 GHG emissions by 42% from a 2021 base year.*
- Reduction of absolute scope 3 GHG emissions by 30% from a 2021 base year.

NET-ZERO TARGET by 2045

 Reduction of absolute scope 1, 2 & 3 GHG emissions by 90% from a 2021 base year.*



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)



NATURE

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





CLIMATE

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

TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS



CONTRIBUTE TO PEOPLE BEING ABLE TO LEAD A BETTER LIFE





EQUITY

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

WELLBEING

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





EDUCATION

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



TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS



DRIVE PERFORMANCE WITH INTEGRITY



TRANSPARENCY

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



COLLABORATION

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





PERFORMANCE

>99% of annual sales covered by product lifecycle appraisals



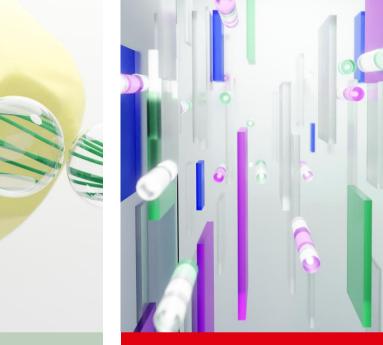
- Strong track record and profound competencies in sustainability management
- Sustainability integral part of company strategy and purpose
- Comprehensive 2030+ Sustainability Ambition Framework addressing relevant challenges and opportunities
- Distinct implementation across business units to drive 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



CORPORATE GOVERNANCE

AT HENKEL





AT A GLANCE: **REASONS TO INVEST**

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER BRANDS

ESG

INVESTOR RELATIONS CONTACT



INVESTOR RELATIONS **TEAM**



Leslie Iltgen Head of **Investor Relations**



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



Dr. Sascha Kieback Senior Manager Investor Relations



Larissa Spilke Senior Manager Investor Relations

Henkel AG & Co. KGaA Henkelstraße 67 40589 Düsseldorf Germany

Phone: +49 211 797 3937

Email: info.ir@henkel.com



Jana Siam Junior Manager **Investor Relations**



Andrea Haschke **Specialist Investor Relations**



Ines Göldner **Team Assistant Investor Relations**





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