Henkel in North America
Henkel in North America
At a glance 2019

Approximately 9,000 employees

Around $6 billion in sales

Region includes:
- USA, including Puerto Rico
- Canada

Around 70 facilities

Major brands:
- Loctite
- Technomelt
- Bonderite
- Schwarzkopf
- Dial
- Right Guard
- Persil
- Snuggle
- Purex
- all

Main Locations:
- Rocky Hill, CT
- Stamford, CT
- Culver City, CA
- Mississauga, ON, Canada
- Westlake, OH
- Madison Heights, MI
- Irvine, CA
- Bridgewater, NJ
Leading positions in consumer and industrial businesses

Three business units

<table>
<thead>
<tr>
<th>Adhesive Technologies</th>
<th>Beauty Care</th>
<th>Laundry &amp; Home Care</th>
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- **Adhesive Technologies**
  - LOCTITE
  - TECHNO MELT
  - BONDERITE

- **Beauty Care**
  - Schwarzkopf
  - Dial

- **Laundry & Home Care**
  - Persil
  - Snuggle
  - Purex
  - all®

Henkel North America Presentation
Henkel in North America
Sales 2019

Around $6 bn in sales

26% of Henkel’s global sales

*Eastern Europe, Africa/Middle East, Latin America, Asia (excluding Japan)
Henkel in North America
Successful acquisitions as a driver for growth
Henkel in North America

Broad footprint

- Westlake, OH: Craftsmen, Construction & Professional
- Mississauga, ON: Adhesive Technologies, Beauty Care, Laundry & Home Care
- Madison Heights, MI: Automotive & Metals
- Rocky Hill, CT: Headquarters for Henkel of America Inc.
- Culver City, CA: Beauty Care Hair Professional
- Stamford, CT: Laundry & Home Care; Beauty Care Retail
- Irvine, CA: Industrials & Electronics
- Bridgewater, NJ: Packaging & Consumer Goods Adhesives

8 primary Henkel sites • 61 other Henkel sites including 37 production facilities
Henkel in North America
North American Management

Mike Olosky
President, Henkel North America; Regional Head, Adhesive Technologies Americas; Global Head, Industrials & Electronics

Stephan Fuesti-Molnar
President, Consumer Goods North America; Regional Head, Laundry & Home Care

Filippos Minaidis
Regional Head, Beauty Care Retail North America; General Manager, Zotos Professional

Stefan Mund
Regional Head, Beauty Care Hair Professional

Rob Bertok
President Henkel Canada; Vice President, General Manufacturing and Maintenance North America

Steve Essick
Senior Vice President, Head of Finance, North America

Marcy Tenaglia
Senior Vice President, Chief Legal Officer & Secretary

Frank Steinert
Senior Vice President, Head of Human Resources, North America

Jenny Schiavone
Vice President, Corporate Communications, Americas
What guides us
Our Strategic Framework

PURPOSEFUL GROWTH

Winning Portfolio
Competitive Edge
Future-ready Operating Model

Innovation
Sustainability
Digital

Collaborative Culture & Empowered People
What guides us
Our Purpose, Vision, Mission and Values

Creating sustainable value

Purpose

Leading with our innovations, brands and technologies

Vision

Serving our customers and consumers worldwide as the most trusted partner with leading positions in all relevant markets and categories – as a passionate team united by shared values

Mission

Customers and Consumers – People – Financial Performance Sustainability – Family Business

Values
Henkel in North America
Portfolio of well-known industrial and consumer brands

For more information about our brands, visit https://www.henkel-northamerica.com/brands-and-businesses
Adhesive Technologies
Product portfolio

Business Areas

- Automotive & Metals
- Packaging & Consumer Goods
- Industrials & Electronics
- Craftsmen, Construction & Professional
Beauty Care
Product portfolio

Product Categories

Retail business
- Bar & body soap
- Hand soap & antibacterial
- Antiperspirants & deodorants
- Hair care, styling, colorants

Hair Professional business
- Hair care
- Hair styling
- Hair colorants

Henkel North America Presentation
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Laundry & Home Care
Product portfolio

Product Categories

- Laundry detergents
- Fabric softeners & additives
- Stain removers
- Air fresheners
- Insecticides
- All-purpose cleaners

Henkel North America Presentation
What guides us
Leadership in sustainability

- Our sustainability strategy: **Achieving more with less**
- Ambitious long-term goal for **2030**: **Triple value** in relation to our footprint
- Improved\(^1\) our overall efficiency by **56%**
- External recognition: **Leading positions** in various national and international sustainability ratings and indices

To learn more about our Sustainability commitments and news, visit [https://www.henkel-northamerica.com/sustainability](https://www.henkel-northamerica.com/sustainability)

\(^1\) Figure relates to fiscal 2019 compared to the base year 2010.
Status of our sustainability targets
Our progress toward our long-term goal “Factor 3”

Achievements 2019

In 2019, we made significant progress toward achieving these interim targets for 2020 (base year: 2010):

- **+5%** more sales per metric ton of product
- **+42%** safer per million hours worked
- **-31%** less energy / CO₂ emissions per metric ton of product
- **-40%** less waste per metric ton of product
- **-28%** less water per metric ton of product
- **+56%** overall efficiency

We were able to improve our overall efficiency by 2019

To learn more about our Sustainability commitments and news, visit [https://www.henkel-northamerica.com/sustainability](https://www.henkel-northamerica.com/sustainability)
Social Engagement
Corporate Volunteerism

- Henkel employees help to improve life for others and build better tomorrows. Since 2018, actions in North America have included:
  - Donated over 200,000 meals
  - Served over 800,000 beneficiaries
  - Provided detergent for over 1,000,000 wash loads

- As Sustainability Ambassadors, employees help fight plastic waste and promote a circular economy:
  - Through the #trashfighters initiative, employees cleaned up parks, beaches, and neighborhoods
  - With Henkel’s sustainability curriculum, employees teach school children how to reduce, reuse, and recycle

Learn more about our Corporate Citizenship at https://www.henkel-northamerica.com/sustainability/corporate-citizenship
Social Engagement
Henkel Brands

- Schwarzkopf® Million Chances is a global program working with non-profits to empower girls and women in building successful futures
  - In North America, we are partnering with the National Breast Cancer Foundation (NBCF)

- DIAL® brand is partnering with Big Brothers Big Sisters (BBBS) of America for Healthier Futures™
  - Program aims to teach children healthy hygiene habits and guide them to reach their full potential
What guides us

We act as entrepreneurs

We collaborate as strong teams

We develop people with passion

We own our results
What guides us
Strong global team

- **Leading in diversity:**
  Employees from 120 nations,
  35% of our managers are women

- **Attractive employer:**
  Exciting career opportunities worldwide

- **Strong performance culture:**
  We encourage and reward excellent performance

- **Developing strong leaders:**
  Clear Leadership Commitments, comprehensive
  training and development programs
Learn more about Henkel, our strategic priorities and sustainability strategy on our website.

The Spotlight News section of our website highlights the most current news and features from across our business units.

**Henkel North America website:** [www.henkel-northamerica.com](http://www.henkel-northamerica.com)

**Henkel Global website:** [www.Henkel.com](http://www.Henkel.com)

**Social Media:**

**Henkel North America Twitter:** [www.twitter.com/henkel_na](http://www.twitter.com/henkel_na)

Follow @Henkel_NA on Twitter for the latest news and happenings within Henkel in North America.

**Henkel LinkedIn:** [https://www.linkedin.com/company/henkel/](https://www.linkedin.com/company/henkel/)
Thank you!