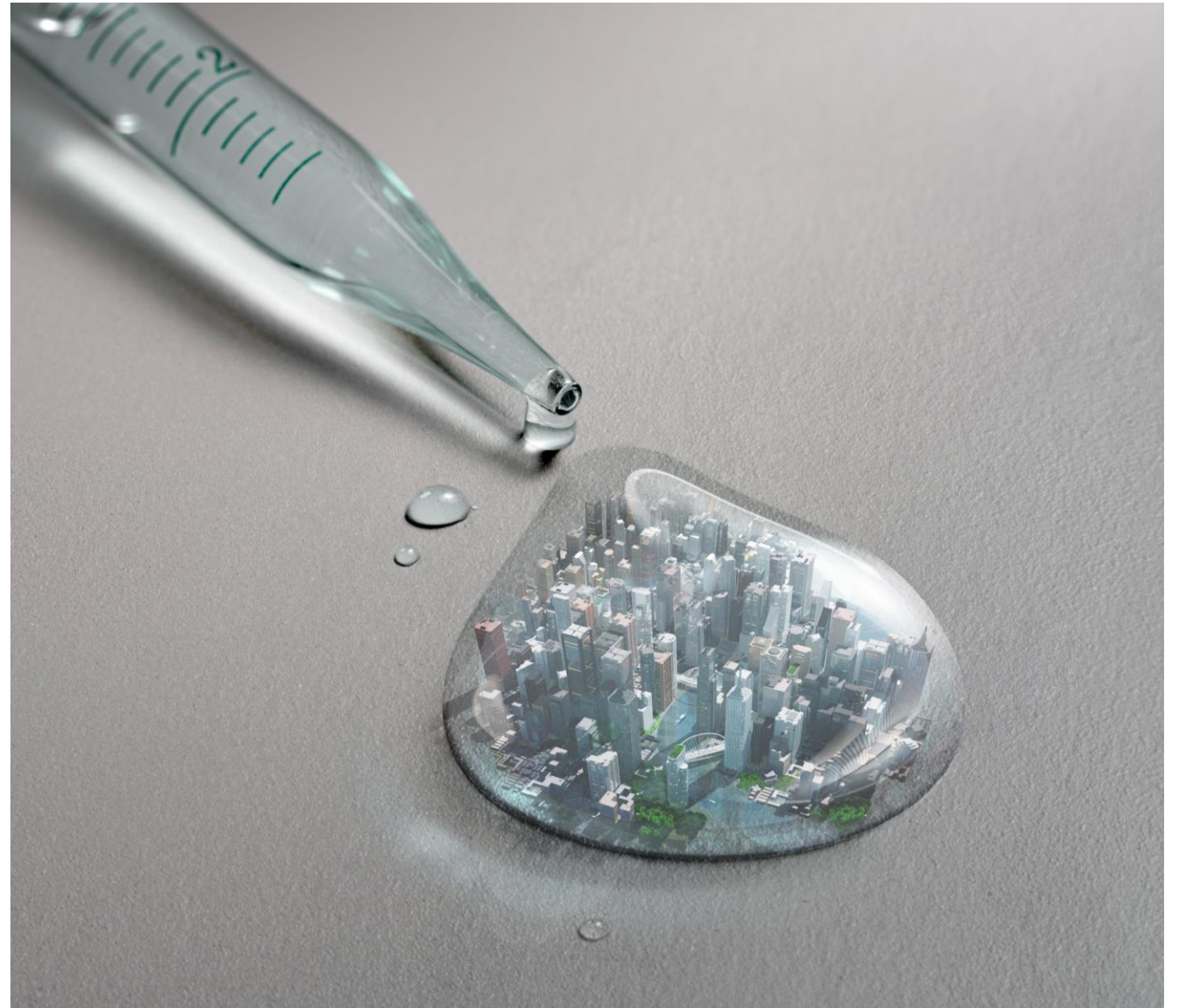


SMALL AMOUNT. BIG EFFECT.

Introduction to Specialty Additives

November 2023

Claudine Mollenkopf
Head of Specialty Additives Division



Additive

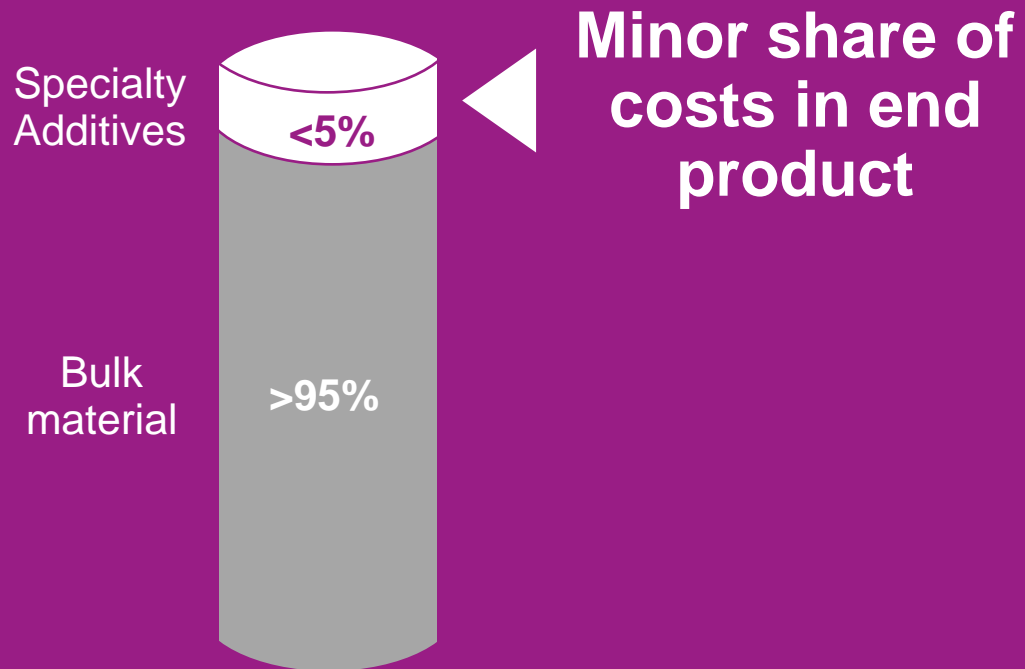
solutions

**WE MAKE A
DIFFERENCE**

**for
maximum**

performance

SMALL AMOUNT.



BIG EFFECT.

Less maintenance



Less energy



More protection



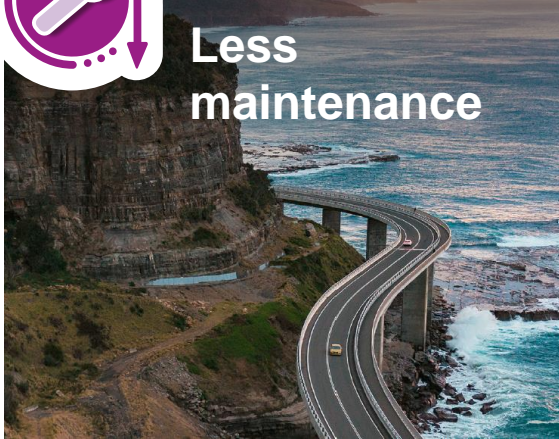
More durability



Improved product characteristics
Improved sustainability profile



Less maintenance



Rust does not stand a chance

Crosslinkers for composite-reinforced bars with outstanding mechanical and chemical properties

15 – 35%

reduction potential in corrosion costs (~US\$2.5 tn)



Less energy



Colder food & drinks for less money

PU foam additives create performance advantages to make appliances and buildings more energy efficient

29_{cent}

costs per kilowatt hour in Germany that can be avoided



More protection



The paint stays put

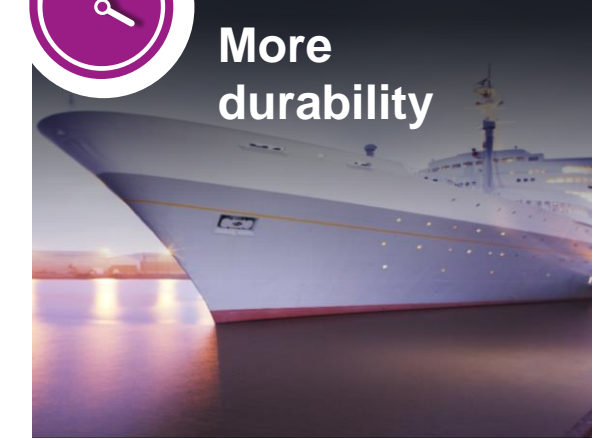
Additives for paint systems creating a lasting barrier against chemical cleaning agents

>€30k

avoided repainting costs for rail car surfaces



More durability



Solutions against biofouling

Hydrophilic AEROSIL® improves anti-fouling coatings for ship hulls

up to **30%**

decreasing fuel consumption

Specialty Additives at a glance

“Small amount. Big effect. We make the difference.”

FY 2022
financials

 EBITDA margin¹
22.6%

 Sales
€4,148 m

 EBITDA²
€946 m

Business
Lines


**Comfort &
Insulation**


**Interface &
Performance**


Coating Additives


Crosslinkers


Oil Additives

Growth
highlights


High effective
sustainable
additives


Enabling
Circular
Economy


Digital
solutions

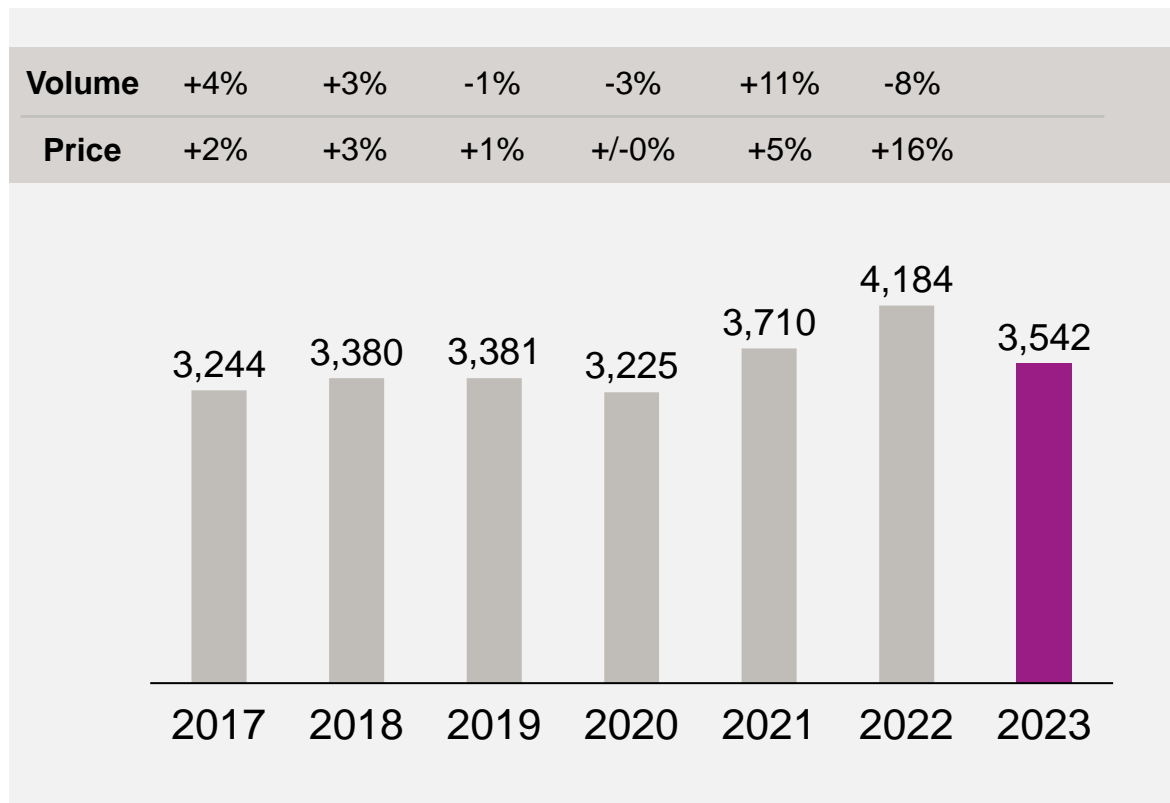
1. Adjusted EBITDA margin

2. Adjusted EBITDA

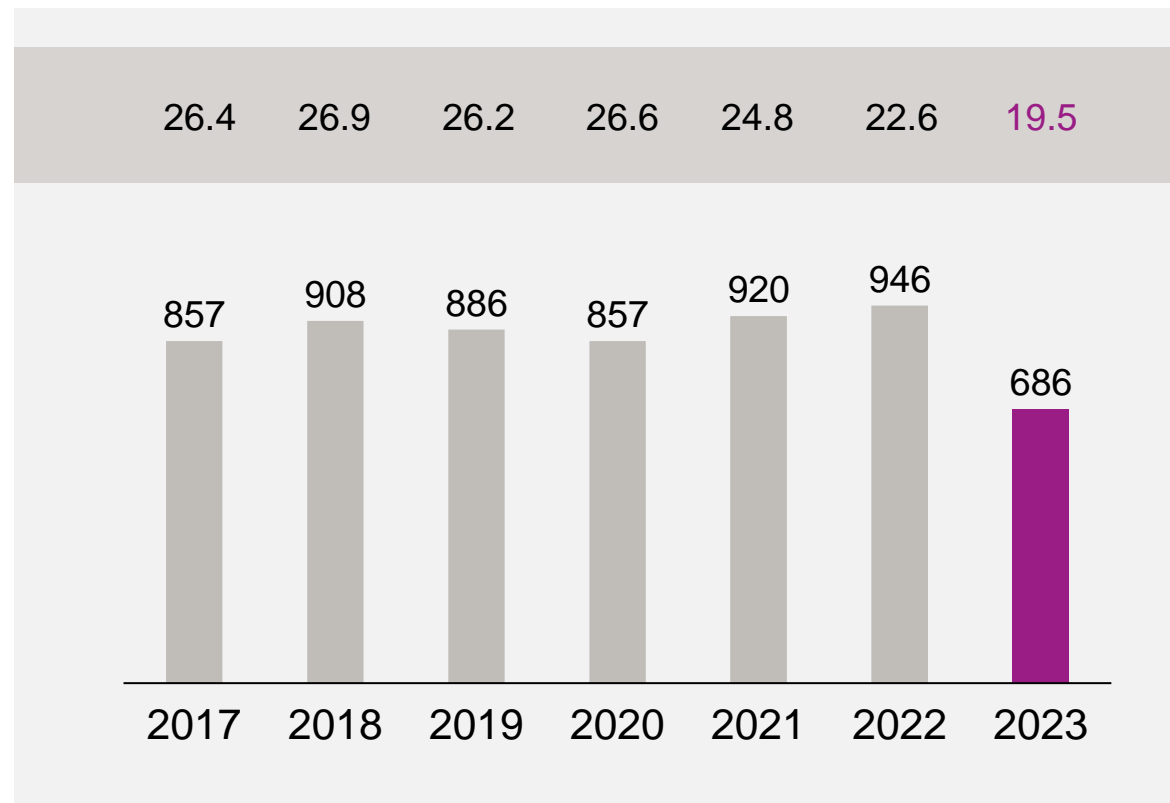
Specialty Additives financial performance

Stability during several crises over last years – challenged in FY 2023

Sales (in € m)

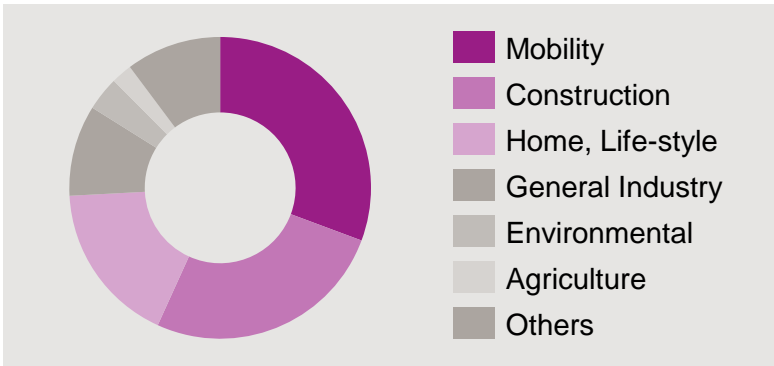
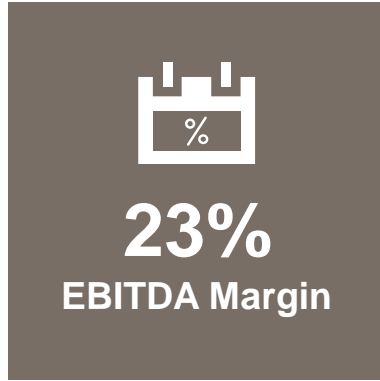


Adj. EBITDA (in € m) / Margin (in %)



2023: Vara consensus as of Nov 24, 2023

2022



1
**Strengthen
Core Business**



Continue growth strategy for additives
Diversity & Internationalization
Drive commercial excellence

2
**Streamline
Operations
For Growth**



SCM@Evonik in BL road maps
Raw material strategic partnerships
Drive operation excellence

3
**Foster
Leadership In
Sustainability**



Resolve lack of invest in capacity
Rationalized production footprint
Prepare for carbon neutrality by 2040

4
**Fast
Execution**



R&D investm. build sustainable growth
Locating activities at gravity centers



Focus on sustainable offerings
Solutions for Circular Economy
Improved efficiency in electrification



Fast organization spirit
Leadership in execution

Specialty Additives makes a difference in various markets

COATINGS



MOBILITY



CONSTRUCTION



CONSUMER GOODS



ENVIRONMENTAL



Five leading and versatile Business Lines

COATING ADDITIVES

Visionaries have no rivals: Coating Additives the no.1 supplier of high performance solutions for coatings & inks



COMFORT & INSULATION

Leading supplier of additives and innovative solutions for the PU industry



INTERFACE & PERFORMANCE

Leading innovator in the design of interface properties based on a broad technology platform



CROSSLINKERS

Leading global supplier of isophorone chemistry & technology leader in epoxy curing agents



OIL ADDITIVES

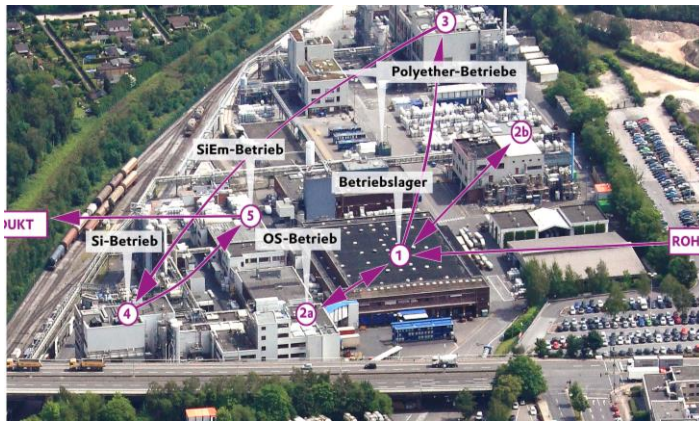
The preferred partner for innovative efficiency solutions in lubricants and adjacent fields



Specialty Additives - Technologies

Silicones

The Silicones platform supplies products to the Comfort and Insulation, Interface and Performance, Coating Additives and Care Solutions business lines.



Amines

The products of the Amine platform are marketed by the Comfort and Insulation and Crosslinkers business lines.



Isophorone

The Crosslinkers business line markets the entire isophorone value chain.





3,824*
employees

10

R&D centers
and application
technology labs

27

Production sites
on 3 continents

SPECIAL ADDITIVES WORLDWIDE

*as of December 31, 2022

“We are an integral part of the innovation processes of our customers. This unique ability enables us to **tailor very complex and diverse product solutions.**”

Claudine Mollenkopf
President of Specialty Additives Division



Specialty Additives Play

Sitting at the table



Building #1 position in customer relevance

to be decisive part of their innovation agenda and product offering

Ability to assess



Understanding our customers' value chains and markets to create the ideal solution

Rapid tailored innovation



Delivering continuously new solutions for markets and customers

Mastering complexity



Broad spectrum of tailored product for numerous customers



EVONIK

Leading Beyond Chemistry

We make a difference

Solutions for maximum performance



TEGO®
for improved plastic coatings
LESS MAINTENANCE



TEGOSTAB®
for fridges & freezers
LESS ENERGY

TEGOMER®
for food packaging
MORE DURABILITY



VISIONER®
for countertops and sinks
MORE DURABILITY



VESTAGON®
for coatings of household appliances
MORE PROTECTION



We make a difference

Solutions for maximum performance



TEGO® RC

for reducing paper waste in food, logistics & e-commerce labeling

LESS ENERGY



VESTAGON®

for PU powder coatings

MORE PROTECTION



NANOPOX®

for more durable wind turbine blades

LESS MAINTENANCE



DYNAVIS®

for reduced emissions

LESS ENERGY



TEGO®

for FDA approved can coatings

MORE DURABILITY



We make a difference

Solutions for
maximum performance



SILIKOTOP®
for ultra-high-solids top coats
MORE PROTECTION



TEGOSTAB®
for lighter and comfortable seating
LESS ENERGY



TEGOMER®
for scratch resistant surfaces
MORE DURABILITY



VISCOPEX®
for fuel economy improvement
LESS ENERGY



Nourybond®
for under body coating
MORE PROTECTION



We make a difference

Solutions for maximum performance



DABCO®
for integrity of roofings
MORE DURABILITY



SPHERILEX®
for wall paints
MORE DURABILITY



Ancamide®
for wet on wet floor coatings
LESS ENERGY



TEGOSIVIN®
for more durable cement-based applications
LESS MAINTENANCE



VISIOMER®
for waterborne architectural coatings
MORE PROTECTION

We make a difference

Solutions for maximum performance

AIRASE®
for durable coatings
MORE DURABILITY



DABCO®
for roof and wall insulation
LESS ENERGY

Ancamine®
for resistant top coats
LESS MAINTENANCE



VISIOMER®
for weather and scratch resistance
MORE PROTECTION



TEGOMER®
for flame retardant cables
MORE PROTECTION

