



Evonik Capital Markets Day 2025

Dr. Claudine Mollenkopf, COO
Segment Advanced Technologies



Advanced Technologies: Leveraging technology- & asset-based competencies

FY 2024
financials



Sales
€6.1 bn



EBITDA
€1.0 bn



EBITDA Margin
17%

Organics



Sales:
€1.7 bn

- Crosslinkers
- High Performance Polymers

Inorganics



Sales:
€2.5 bn

- Hydrogen Peroxide
- Silica/Silanes

Animal Nutrition



Sales:
€1.9 bn

- Amino Acids

Common main characteristics across the whole segment



**Leading
Market Positions**



**Major Production
Platforms**



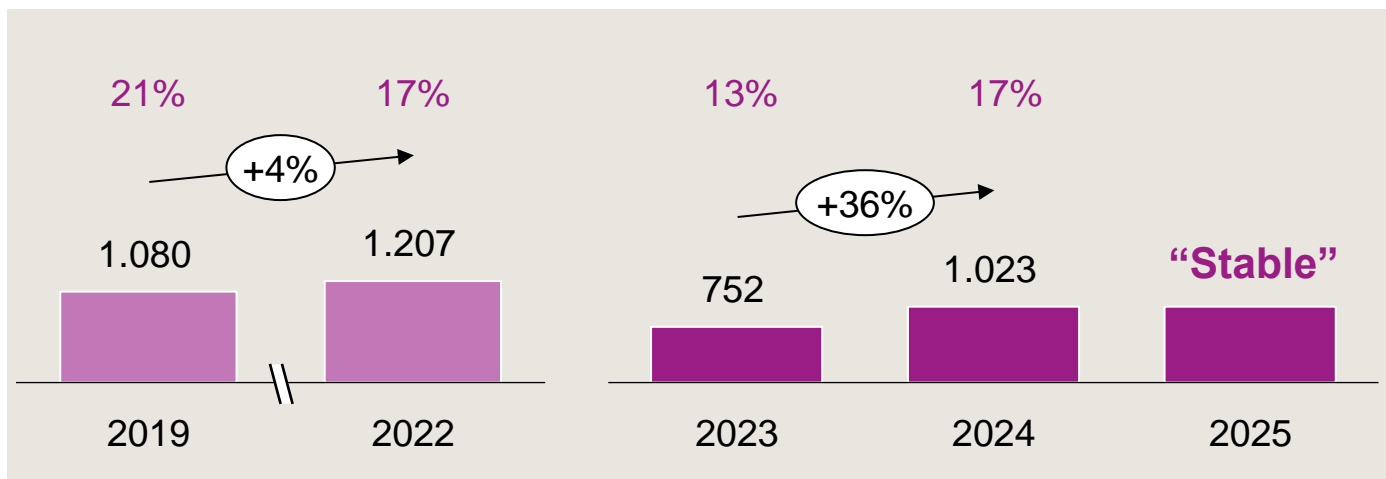
**Technological
Expertise**



**Operational
Excellence**

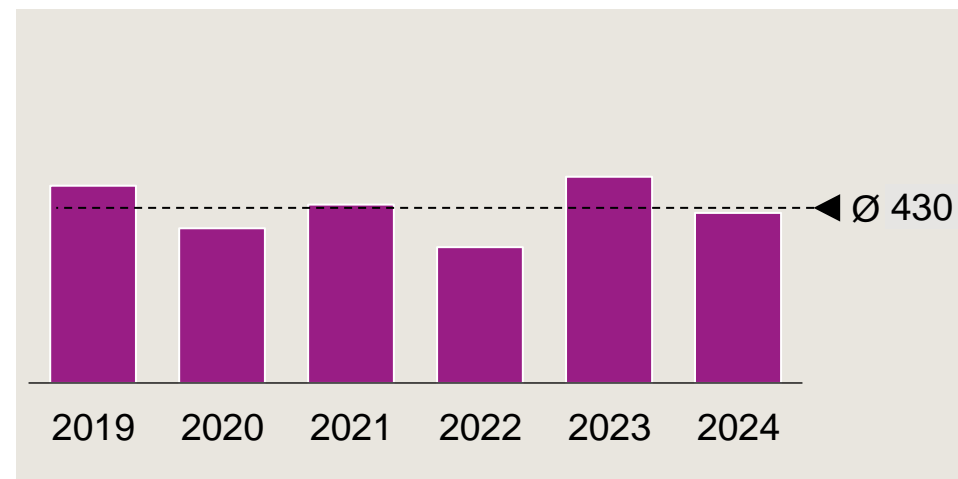
Steady earnings growth and FCF generation: Advanced Technologies is on a good way to contribute to Group targets 2027

Adj. EBITDA development (in € m) / Margin (in %)



- Resilient EBITDA development from 2019 to 2022 despite major headwinds
- After a tough year 2023, performance strongly recovered in 2024
- Guidance for FY 2025 (“prior-year level”) backed by ramp-up of PA12 and cost optimization in various businesses

bFCF¹ development (in €m)

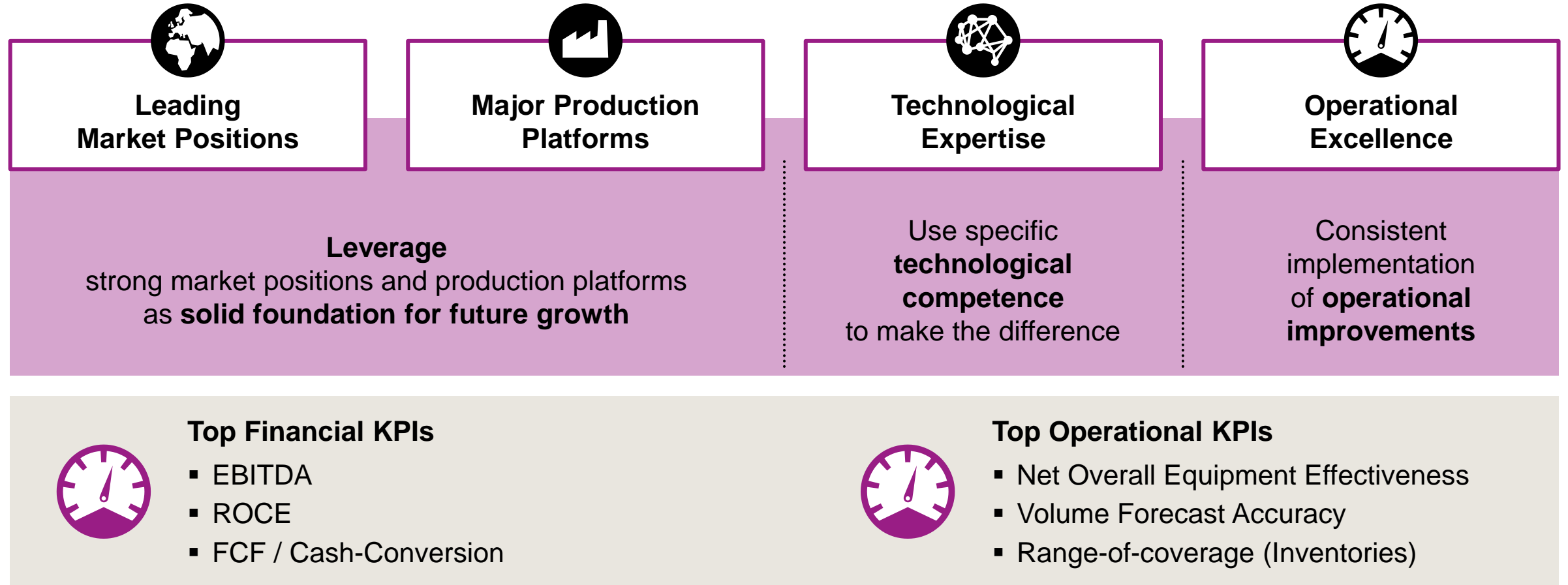


- Solid cash generation despite challenging market conditions
- Clear potential to increase FCF in next years after ~€2 bn investments in past five years

1. Business Free Cash Flow (adj. EBITDA plus/minus changes in NWC minus Capex)
Reorganized numbers in new segment structure not audited before FY 2024

Strategic Management Agenda focuses on key value levers

Progress is monitored using specific financial & operational KPIs



Strong position in wide range of attractive & growing markets

End market split	Sub-Segment	Leading Positions	Market growth
<p>in % of sales</p> <p>Construction Chemicals, Oil & Gas Consumer Care Consumer Goods Environmental¹ Coatings Mobility Nutrition Other</p>	Organics	#1 Isophorone chemistry #2 Long-chain Polyamides	~3% ~5%
	Inorganics	#1 Precipitated and Fumed Silica #2 Hydrogen Peroxide	~3% ~6%
	Animal Nutrition	#1 Methionine	~3-4%

1. e.g. Membranes

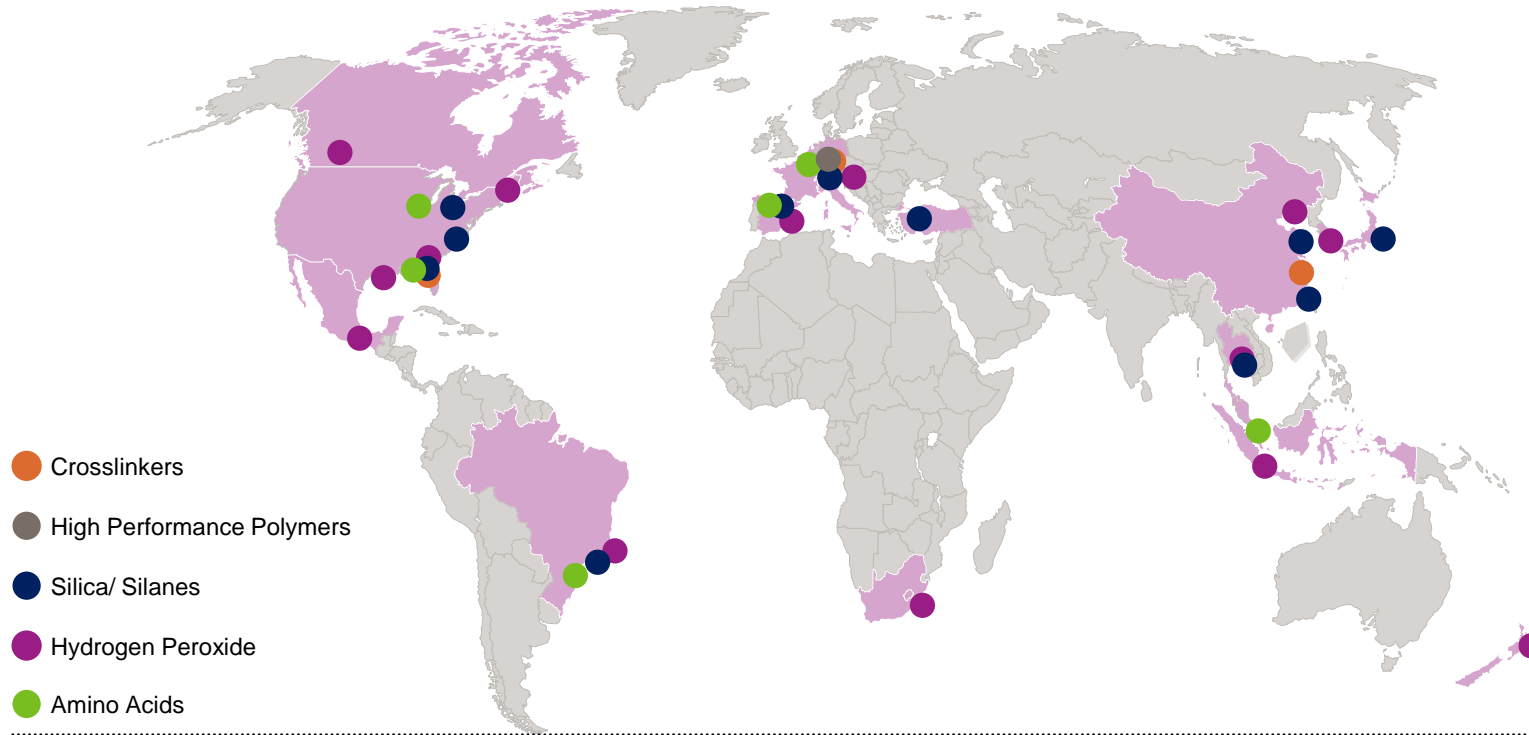
Global production networks ensure highest supply security for customers and robustness amid rising geopolitical risks

Sales distribution almost balanced across regions (FY 2024)

Americas 35 %

EMEA 39 %

Asia 27 %



Selected sites of major Production Platforms

Supply security and robustness
amid rising geopolitical risks

Strong **local-for-local** approach

Cost-leading assets globally
for all major technology platforms

Strong technology platforms as foundation enable attractive growth opportunities in fast-growing niche markets

Metal Oxides Plant (Silica)



**Yokkaichi,
Japan**

Planned start-up: End of 2025

- New plant for Aluminum Oxides
- Continued positive momentum in target markets Li-ion batteries and coatings

Gas Separation Membranes (High Performance Polymers)

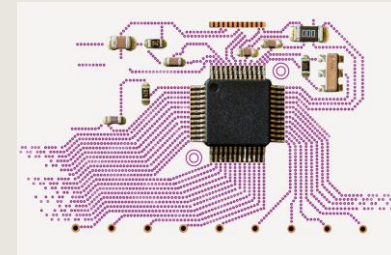


**Schörfling/
Lenzing,
Austria**

Planned start-up: End of 2025

- Capacity expansion for hollow fiber spinning plants in Schörfling, AT
- Addressing strong demand trajectory for sustainable membranes driven by renewable energy








High-purity Hydrogen Peroxide (Hydrogen Peroxide)



**Several
projects in
all major
regions**

- Several investments in Europe, North America and Asia
- Addressing fast growing demand for (ultra) high purity hydrogen peroxide (e.g. semiconductor, solar cell)

Innovation Growth Area “Energy Transition” as focus for Advanced Technologies

Innovation Growth Area	Examples of selected projects	
 <p data-bbox="420 528 611 671">Enable Circular Economy</p>	 <p data-bbox="1072 554 1498 642">Renewable or Recycled Raw Materials</p>	 <p data-bbox="1730 554 2175 635">Sustainable materials for Additive Manufacturing</p>
 <p data-bbox="420 921 637 1063">Accelerate Energy Transition</p>	 <p data-bbox="1072 849 1531 935">Membranes, Hydrogen Generation and Transport</p>	 <p data-bbox="1714 828 2224 956">Anion Exchange Membrane for electrolytic production of green hydrogen</p>
	 <p data-bbox="1072 1078 1574 1120">Carbon Capture and Storage</p>	 <p data-bbox="1714 1035 2356 1163">CO₂ capture directly from the air through combination of amines with silica and polyamines</p>

Benefitting twice from Process R&D: Improving existing business as well as leveraging technological know-how to exploit growth potentials

Technology excellence through process research & development

Existing business

1

Increase profitability

- R&D continually optimizes existing production processes
- Main focus is on reduction of variable and fix costs and increased process robustness and reliability

2

Drive sustainability

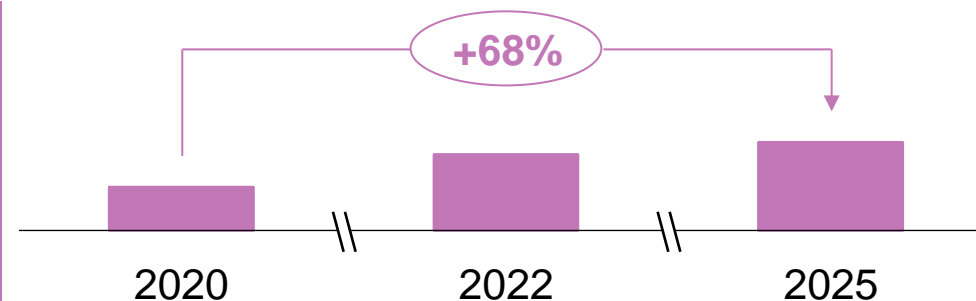
- R&D and process technology complement each other to drive down emissions
- R&D is key for emission reduction

Leverage technological know-how for growth



Evonik and DSM-Firmenich developed **Veramaris®** from **idea in 2015 to market leader in fermentative algae oil** as sustainable omega-3 source for fish farming

Output
per
batch



Holistic business optimization programs initiated to secure competitive positions and to deliver on EBITDA targets

		Crosslinkers (i-Chain)	High Performance Polymers	Silica/ Silanes	Amino Acids
Strategic lever	Restructuring	✓	✓	✓	✓
	Investment		(✓)	✓	✓
% of total group savings ¹		<5%	~15%		~20%
Start date		Q1 2024	Q1 2024	Q4 2023	Q2 2023
Full potential		End of 2027			End of 2026
Main Levers		<ul style="list-style-type: none"> Focus on isophorone chain Optimization of production and raw material purchasing 	<ul style="list-style-type: none"> Production, portfolio and overhead Sales Force Effectiveness, Portfolio Review, Pricing 	<ul style="list-style-type: none"> Synergies of Silanes/Silica BL merger Optimized asset and site landscape 	<ul style="list-style-type: none"> Operational cost reduction Closing gaps for optimum production setup by investments

1. % of total net savings of Evonik in 2027 (Plan) vs. 2023 (Actual)

Advanced Technologies delivering both on “Growth” and “Optimization”

Breakdown of Advanced Technologies adj. EBITDA growth until 2027

1/3

Growth

- ~€2 bn investments in recent years enable future growth (well invested in all production platforms)
- Innovation will contribute to mid- & long-term growth

2/3

Optimization

- Consistent implementation of business optimization programs and Evonik Tailor Made
- In 2024, ~25% of net savings target already achieved

Advanced Technologies Segment – an attractive and essential part of Evonik

Advanced Technologies



We leverage our **strong market positions** and **production platforms**



We use our special **technological competence** to make the difference



We implement **operational improvements** consistently



We are **committed to deliver on Evonik's targets**

