

EVONIK GROUP DEVELOPMENT

Tough market environment weighs on short-term results, long-term strategy execution continues as planned

- Sales and earnings impacted by tough market environment (Q3 adj. EBITDA of €448 m; -22% yoy); stable pricing despite weak demand; customers cautious across all segments and in nearly all end markets
- Confident to achieve revised outlook for FY 2025 of adj. EBITDA (~€1.9 bn); Q4 to deliver required year-end finish supported by Health Care and Animal Nutrition as well as lower personnel costs
- On track to reach the revised cash conversion target of 30-40% for FY 2025; positive Free Cash Flow trend with €300 m in Q3 – more NWC reduction potential in Q4
- Regional balance improving with new growth projects coming on stream in Asia this fall; Alkoxides plant in Singapore and fumed aluminum oxide plant in Japan now ramping up
- Tangible progress in transformation projects; carve-out of infrastructure activities on track for year-end; Evonik Tailor Made progressing as planned

Income Statement

- **Sales** down -12% to €3,391 m (Q3 2024: €3,832 m)
 - Prices almost stable (-1%); volumes down (-6%) mainly in Custom Solutions (weak demand and strong prior-year quarter) and in Oxeno / C4
 - Large part of decline due to FX (-3%; weak USD) and Other (-2%; mainly Superabsorber sale)
- **Adj. EBITDA** down -22% yoy to €448 m (Q3 2024: €577 m)
 - Weak (industrial) GDP growth
 - Customers staying cautious across all segments and in nearly all end markets
 - Continued USD headwind (mid-double-digit million € impact year-to-date)
 - + Differentiated steering of new segments visible:
 - Pricing focus in Custom Solutions (+1%)
 - Focus on high utilization in Advanced Technologies; solid volumes (-2%) despite planned maintenance in Animal Nutrition
 - + New capacities ramping up, e.g. alkoxides (Singapore), biosurfactants (Slovakia)
- **Adj. EBITDA margin** declined to 13.2% (Q3 2024: 15.1%)
- **Adj. EBIT** of €197 m (Q3 2024: €322 m)
- **Adj. EPS** of €0.27 (Q3 2024: €0.58) with financial result and tax rate in line with FY expectations; Oxeno (C4) impairment calculated with trough earnings, impacting reported EPS (-€0.23)

Cash Flow Statement

- **9M 2025 FCF** of €284 m; below last year's strong level of €701 m
 - Q3 2025 already with positive trend: FCF at €300 m
 - Year-to-date cash generation on similar levels as in years 2022 and 2023, ending with ~€800 m of FCF
 - Last year's first nine month were exceptionally strong on the cash side:
 - lower bonus payout yoy (for 2023)
 - better than expected demand enabling balanced NWC management over the year

Balance Sheet

- **Net financial debt** (€3,677 m) declined vs. end of Q2 (€3,864 m) due to positive FCF
- **Pension provisions** of €1,387 m largely unchanged vs. end of Q2 (€1,383 m)
- **Leverage** of 2.5x at end of Q3 2025 (end of Q2: 2.5x); financial debt leverage of 1.8x

DEVELOPMENT IN THE SEGMENTS

Custom Solutions (CU)

- Differentiated steering of new segments visible: Pricing focus paying off (+1%) despite tough volume losses (-8%); trend is reflected in both sub-segments
- Additives (adj. EBITDA down yoy)
 - Weak demand and cautious customer behavior across nearly all end markets
 - Catalysts, insulation and coating additives especially impacted by lower volumes against a strong prior year base, while oil additives could partly compensate
- Care (adj. EBITDA down yoy)
 - Weak end customer demand in personal and home care persists
 - Lower demand for lipids and parental drug deliveries; strong year-end project pipeline in place

Advanced Technologies (AT)

- Inorganics (adj. EBITDA down yoy)
 - Relatively stable sales development for Silica: higher demand for specialty products compensated lower demand for standard grades (esp. in Asia)
- Organics (adj. EBITDA down yoy)
 - Positive volume trend in both businesses
 - Crosslinkers with improving demand for wind energy in Asia; upside limited by lower volumes due to force majeure
 - Polymers with PA12 ramp up and recovery for Biogas membranes after dip last year (esp. in Europe)
- Animal Nutrition (adj. EBITDA down yoy)
 - Both prices and volumes down yoy against the strong quarter prior year and impact of maintenance shutdowns in Q3
 - Market demand remains healthy

Infrastructure / Other

- Infrastructure
 - Lower earnings yoy, but better results qoq (after maintenance shut-down in Q2) in Oxeno (C4 business)
 - Oxeno with asset impairment of €170 m in Q3; calculated with the trough earnings
- Other
 - Lower personnel costs (structural reduction and bonus provision releases)

Check it out: additional disclosure for segments → [see "Key Financial Data" on website \(Link\)](#)

- On segment level:
 - New KPI "Approximative operating FCF (aoFCF)" defined as adj. EBITDA, plus/minus NWC change, minus capex
 - Not including taxes, provisions and other items, thus segments will not add up to Group FCF
- On sub-segment level:
 - For sales: volume and price trends yoy ("+" or "-" in case of >2% deviation; otherwise "=")
 - For adj. EBITDA: yoy development ("+" or "-" in case of >2% deviation; otherwise "=")

OUTLOOK FY 2025

Group outlook

- **Adj. EBITDA:** around €1.9 bn (previously: lower end of €2.0 and 2.3 bn range; FY 2024: €2.1 bn)
- **ROCE:** slightly below prior-year level (previously: around prior-year level; 2024: 7.1%)
- **FCF:** targeting 30-40% cash conversion (previously: targeting ~40%; FY 2024: 42%; FCF €873 m)
- **Capex:** ~€750 m (unchanged vs. end of Q2; FY 2024: €840 m)

Q4 adj. EBITDA supported by

- Health Care: Typical year-end recognition of sales & earnings
- Animal Nutrition with continued strong earnings contribution; qoq volume growth expected after maintenance in Q3
- Lower personnel costs (structural reduction and further bonus provision releases)

Additional indications for FY 2025

- **Sales:** between €14 and 15 bn (unchanged vs. end of Q2; 2024: €15.2 bn)
- **EUR/USD sensitivity:** +/-1 USD cent = +/- ~€7-8 m adj. EBITDA (FY basis)
- **Adj. D&A:** around prior-year level (unchanged; FY 2024: €1,038 m)
- **Adj. net financial result:** slightly more negative than prior year (previously “around prior-year level”; FY 2024: -€143 m)
- **Adj. tax rate:** around long-term sustainable level of ~30% (unchanged; 2024: 23% due to treatment of deferred tax assets in Germany in 2024)

Please see [“Key Financial Data” on our website \(“Reporting”\)](#) for further detailed KPI's and indications, including on sub-segment level

Key Financials Q3 2025

Evonik Group							
in € million	Q3 2024	Q3 2025	yoy Δ%	Q2 2025	Q3 2025	qoq Δ%	Q3 2025 Consensus*
External sales	3,832	3,391	-12%	3,499	3,391	-3%	3,405
Volumes (%)			-6%				-4%
Prices (%)			-1%				-1%
Exchange Rates (%)			-3%				-3%
Other (incl. M&A; %)			-2%				0%
Adjusted EBITDA	577	448	-22%	509	448	-12%	440
Adjusted EBITDA Margin (%)	15.1%	13.2%	-1.9 pp	14.5%	13.2%	-1.3 pp	12.9%
Adjusted EBIT	322	197	-39%	250	197	-21%	186
Adjustments	0	-222		-14	-222		-20
EBIT	322	-25	-108%	236	-25	-111%	161
Adjusted net income	271	128	-53%	160	128	-20%	121
Adjusted earnings per share in €	0.58	0.27		0.34	0.27		0.26
Capex (cash-out)	180	181	1%	176	181	3%	
Net financial position	-3,286	-3,677		-3,864	-3,677		
Cash flow from operating activities, cont. ops.	537	481	-10%	-35	481	>200%	
Free cash flow, cont. ops.	357	300	-16%	-211	300	>200%	

Custom Solutions							
External sales	1,465	1,340	-9%	1,367	1,340	-2%	1,319
Volumes (%)			-8%				
Prices (%)			1%				
Exchange Rates (%)			-3%				
Other (incl. M&A; %)			1%				
Sales Additives	980	899	-8%	942	899	-5%	
Sales Care	485	441	-9%	425	441	4%	
Adjusted EBITDA	287	215	-25%	254	215	-15%	231
Adjusted EBITDA Margin (%)	19.6%	16.0%	-3.5 pp	18.6%	16.0%	-2.5 pp	17.5%

Advanced Technologies							
External sales	1,535	1,445	-6%	1,511	1,445	-4%	1,419
Volumes (%)			-2%				
Prices (%)			-1%				
Exchange Rates (%)			-3%				
Other (incl. M&A; %)			0%				
Sales Organics	408	411	1%	401	411	2%	
Sales Inorganics	615	595	-3%	614	595	-3%	
Sales Animal Nutrition	512	439	-14%	496	439	-11%	
Adjusted EBITDA	296	202	-32%	266	202	-24%	220
Adjusted EBITDA Margin (%)	19.3%	14.0%	-5.3 pp	17.6%	14.0%	-3.6 pp	15.5%

Infrastructure / Other (incl. Oxeno / C4 business)							
External sales	832	606	-27%	621	606	-2%	659
Adjusted EBITDA	-6	31	-617%	-11	31	>200%	-11

* Vara Consensus October 14, 2025