

# WE GO BEYOND TO ENABLE TRANSFORMATION

Company Factbook 2024



## **Evonik at a glance**

€15.3 bn

Sales

€1.7 bn (10.8%)

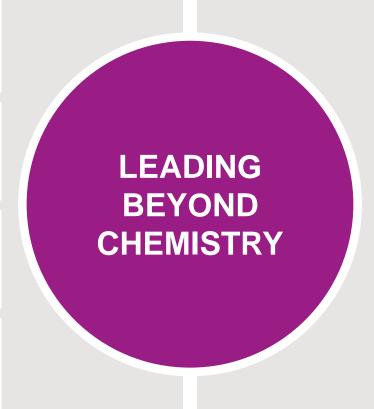
Adj. EBITDA (margin)

€801 m (48%)

Free Cashflow (conversion)

**€1.17** (>6%)

Dividend (yield)



## **Specialty Additives**

Small amount – big effect



## **Nutrition & Care**

Life at heart.

Systems in mind.

Partners at hand.



### **Smart Materials**

We find solutions for the needs of today and tomorrow





## **Evonik well positioned as enabler of transformation**

#### **ENSURE HEALTH** & WELL-BEING

**SPECIALTY ADDITIVES** 

⊕ for environmentally-friendly

artificial leather

solutions, e.g. water-based

**CIRCULAR ECONOMY** 

PU additive solutions

peroxides solutions

⊕ Circular plastic &

Specialty hydrogen













#### DRUG DELIVERY SYSTEMS

Advanced oral & parenteral drug delivery systems (e.g. mRNA LNP)



ingredients

**WE GO BEYOND** 

TO ENABLE

**TRANSFORMATION** 

#### **FUTURE MOBILITY**

- Lightweight solutions
- Solutions for hybrid & full battery cars



#### **FIGHT CLIMATE CHANGE**





#### **ENVIRONMENT & UTILITIES**

- Membranes for biogas separation / hydrogen
- New process catalysts







- ⊕ Omega-3 fatty acids from natural marine algae
- Gut health solutions





## SUSTAINABLE NUTRITION

- **BIO-BASED SOLUTIONS** ⊕ Bio-based & fully bio-
- degradable surfactants Natural active cosmetics







## **Next Generation Evonik: Our strategy**

#### Three major strategic levers...

#### ... with sustainability fully integrated ...

#### ... delivering on ambitious targets

#### **Next Generation Portfolio**

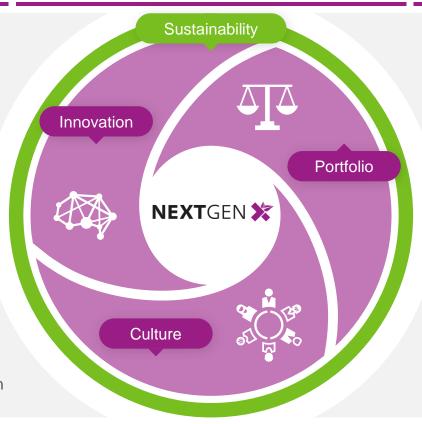
- + Exit Performance Materials division
- + Full focus on three attractive growth divisions

#### **Next Generation Innovation**

+ €1 bn new sales from Innovation Growth Fields by 2025 driven by new products such as membranes or rhamnolipids

#### **Next Generation Culture**

- + Employee empowerment ("Evonik Tailor Made")
- + ESG targets integrated into mgmt. compensation



#### **ESG Targets**<sup>1</sup>

- + >50% sales share of **NEXT**GEN Solutions **★**
- + -25% CO₂ emission reduction, e.g. via

  NEXTGEN Technologies 

  ★

#### **Financial Targets**

- + Organic growth >4%
- + EBITDA margin 18-20%
- + ROCE ~11%
- + FCF Conversion >40%



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## Full focus on three growth divisions and exit from Performance Materials



**Specialty Additives** 

Small amount – big effect

€3.5 bn

Sales

19.1%

Adj. EBITDA Margin



Nutrition & Care

Life at heart.

Systems in mind.

Partners at hand.

€3.6 bn

Sales

10.8%

Adj. EBITDA Margin



Smart Materials We find solutions for the needs of today and tomorrow

€4.5 bn

Sales

12.1%

Adj. EBITDA Margin



#### **Exit: Performance Materials**

- Division used to consist of three separate businesses:
  - Functional Solutions (sold 2023)
  - Superabsorber (signed March 2024)
  - Performance Intermediates / C4
- Aiming to find new owner/partner for Performance Intermediates as well; division to be ceased thereafter



## Active portfolio management on multiple layers

Organic

Business transformation

**Animal Nutrition** 

Differentiated operating models for specialty and essential nutrition
 Hydrogen Peroxide

Changing hydrogen peroxide portfolio towards specially applications

Innovation and product mix

**High Performance Polymers** 

Membranes grown from an idea in 2008 to high-double digit million sales in 2023

**Care Solutions** 

Rhamnolipids (bio-surfactants) with first world-scale plant launched in 2024

Active M&A

#### **Acquisitions**

Bolt-on M&A to strengthen growth businesses

#### **Divestments**

Constant portfolio review and exit of commoditized activities



Inorganic

## Business transformation: Strengthening long-term competitiveness of Animal Nutrition business



#### **TODAY**

One operating model for all products within Animal Nutrition





Ecobiol®

Focus portfolio on profitable system solutions

**TOMORROW** 

Running Animal Nutrition with two distinct operating models



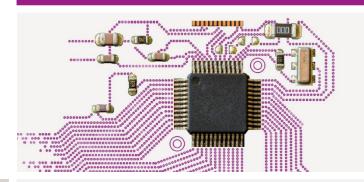
Streamlined operating model with lean sales organization

€200 m cost savings by 2025



## Business transformation: Changing hydrogen peroxide portfolio towards specially applications

#### Ultra-high purity for wafer-cleaning



#### **PAA** for waste-water disinfection



#### PAA / H<sub>2</sub>O<sub>2</sub> for food safety



## Success factors

- Portfolio extension with PeroxyChem into dedicated ultra pure electronic-grade H<sub>2</sub>O<sub>2</sub>
- Forward integration moving closer to the end customers
- Global footprint ensuring reliable supply

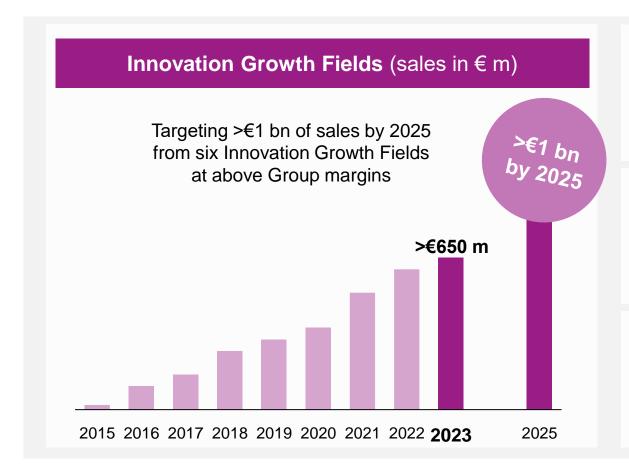
- Leading PAA supplier in the municipal water treatment industry
- Improved market access as integrated solution provider for water treatment
- Solution provider for safe and effective food disinfectant processing & packaging
- Global capabilities to partner with the leading equipment providers of aseptic packaging solutions

## **Demand** drivers

- Trend towards smaller electronic device geometries
- Increasing number of process steps require ultra-high purity agents
- Increasing demand for wastewater treatment solutions due to demographics and climate
- Tightening regulations require non-toxic, environmentally friendly solutions
- Growing population boosts demand for proteins & trend towards packaged food
- Increased focus on sustainable and effective solutions



## Innovation and product mix: Customer-centric innovation as part of our DNA





#### **Cosmetic Solutions**

 Expanding portfolio of innovative active cosmetic ingredients



#### **Healthcare Solutions**

- e.g. lipids for mRNA-based therapies
- US production facility under construction



#### **Membranes**

- For separation of biogas or the extraction of hydrogen
- New capacities coming 2025



# Innovation and product mix: Investments in organic growth

#### **Specialty Additives**



#### **Additive Technologies**

- Modular expansion of Silicones & Amine platforms via >€100 m investments (2022 – 2024)
- Addition of new effects, functionalities and technology platforms to Additives portfolio

#### **Green raw materials**

 Investment in pilot electrolyzer to produce green hydrogen as a starting product for isophorone diamine (IPDA), a key raw material for rotor blades for wind turbines

#### **Nutrition & Care**



#### **Drug Delivery Systems**

 mRNA: Sizeable investments into lipids, formulation and fill-finish

#### **Care Solutions**

 Three-digit million € investment into world's first industrial-scale biosurfactants production (start-up 2023/24)

#### **Animal Nutrition**

 Veramaris: Delivering sustainable Omega-3 with the world's first ASC-MSC-certified microalgae oil for fish and shrimp feed

#### **Smart Materials**



#### **Membranes**

 Modular investments into capacity expansion for gas-filtering membranes

#### Silica

 Expansion of production of precipitated silica at US site in Charleston by 50% to serve "green tire" market

#### **Specialty Peroxides Solutions**

 Growth option in highly efficient and sustainable HP+ technologies (HPPO, HPPG)



# Active M&A: Targeted and disciplined acquisition approach



## Air Products Performance Materials (2017)

Purchase price	~ €3.5 bn
Multiple <sup>1</sup>	15.2x / 9.9x
EBITDA margin	>20%
Market growth	~4-5%



#### Huber Silica (2017)

~€600 m	
10.5x / 7x	
>20%	
~4-6%	



## PeroxyChem (2020)

\$640 m
9.9x / 7.6x
~20%
~6%²



Porocel (2020)

\$210 m		m	0	\$21
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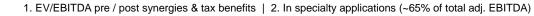
~23%

~4%

**Business** 

Highly attractive strategic fit, seamless integration into existing businesses

Disciplined expansion in high-growth & -margin businesses with excellent strategic fit





## Active M&A: Stringent divestment of commoditized businesses



## Methacrylates (2019)

Divestment price	~ €3 bn
Multiple	8.5x
Sales <sup>1</sup>	~ €1.8 bn
EBITDA margin <sup>1</sup>	~15%



## Functional Solutions (2023)

undisclosed
undisclosed
~ €260 m
<10%



## Superabsorber (2024)

undisclosed
~7x
~€890 m
<10%



## Performance Intermediates (to come)

Intermediates (to co
-
-
~ €1.7 bn
<10%

**Business** 

**Energy- and capex-intensive businesses with lower margins and returns** 

Stringent divestment of businesses which do not fit the Evonik portfolio criteria anymore



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## Sustainability as backbone of Evonik's purpose and strategy

## Clear commitment to growing handprint and reducing footprint

#### Sustainability is an integral part of our purpose

LEADING
BEYOND CHEMISTRY
TO IMPROVE LIFE,
TODAY AND
TOMORROW

"We see profitable growth and assuming responsibility as **two** sides of the same coin"

#### Key growth driver...

#### **Our Handprint**



"Sustainability is a key growth driver and the cornerstone of our product portfolio, our investments and our innovation management."

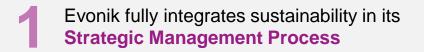
#### ...and saving resources

**Our Footprint** 

"We take responsibility by caring about our resources."



Core elements of our sustainability approach





2 Evonik intends to increase the portfolio share of products with sustainability benefits



3 Evonik is committed to foresighted resource management



Evonik with high standards for governance and continuous improvement of its reporting



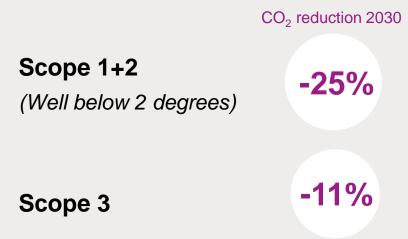


## **Ambitious commitments on handprint and footprint**

## In line with Science Based Targets



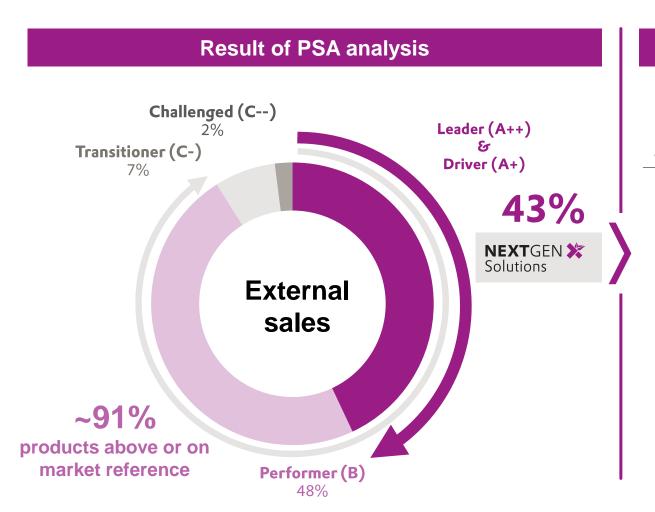






## **Handprint: "Next Generation Solutions"**

## 43% of Evonik's portfolio with superior sustainability benefits



Best-in-class products in Evonik's portfolio which...

...deliver aboveaverage growth ...address increasing customer demand for sustainable solutions

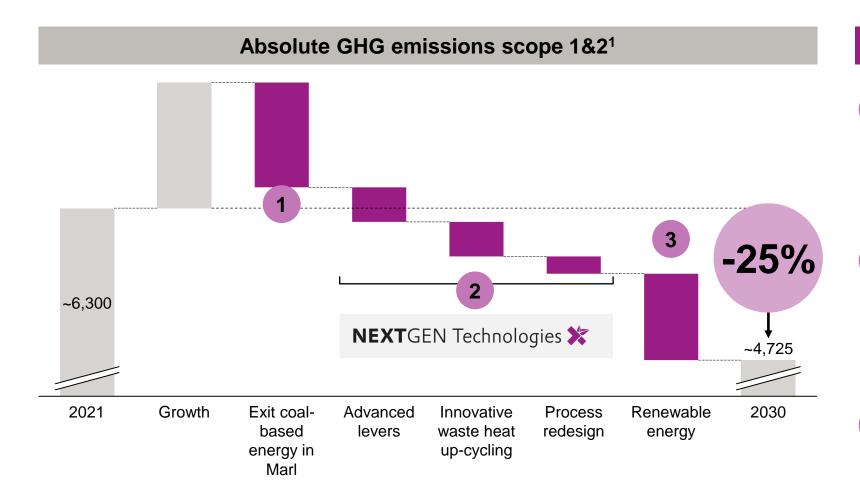


...deliver superior sustainability benefits to our customers



## Footprint: Clear roadmap to achieve Scope 1 & 2 targets by 2030

## Three clusters with economically attractive measures defined



#### **Reduction measures**

Exit coal-based energy in Marl

#### "Next Generation Technologies"

- a. Advanced levers,e.g. Adv. Process Control
- b. Innovative waste heat upcycling, e.g. heat pumps
- c. Process redesign
- Renewable energy, e.g. procuring green electricity

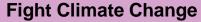


<sup>1.</sup> Gross emissions in kt CO<sub>2</sub>e

## Footprint: Reduction targets in all our sustainability focus areas

## Measurable set of KPIs in place

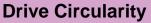
## **Footprint** reduction

















#### Safeguard Ecosystems







#### **Ensure Health & Wellbeing**







KPI



**Ambitions** 2030<sup>1</sup>

-25%

reduction of Scope 1 and

- Scope 2 emission
- -11% reduction of Scope 3
- Be climate neutral<sup>2</sup> by 2050
- Targeting 100% share of renewable sourced electricity
- Total saving of 1,200 GWh energy until 2030

- -10%
- reduction of specific<sup>3</sup> production waste
- Reduce amount of nonhazardous waste sent to landfill
- Significant increase in biobased and circular raw materials

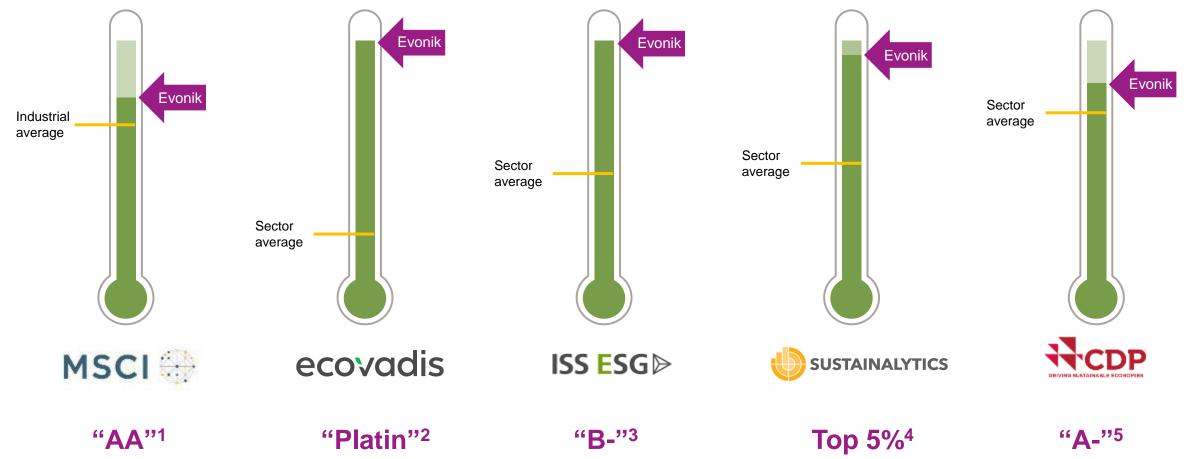
- -3%
- reduction of specific<sup>3</sup> freshwater intake
- Site-specific action plans for water-stress production sites
- 100% RSPO MB4 certified palm oil and derivatives by 2025

- -20%
- reduction of other emissions to air
- Maintain low risk exposure to "Hazardous Chemicals of High Concern"



## **Sustainability Rankings**

## Evonik best-in-class within chemicals sector



<sup>1:</sup> Rating on a scale of AAA to CCC | 2: Top 1% of companies assessed | 3: Rating on a scale of A+ to D- | 4: out of ~600 companies ranked in the chemical sector | 5: Rating on a scale of A+ to D-



# Discover more details in our ESG factbook on our website



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## RD&I at a glance

## **RD&I AT EVONIK**

FIGHT CLIMATE CHANGE







~€440 M SPEND

>€650 M SALES FROM INNOVATION GROWTH FIELDS

DRIVE CIRCULARITY







~23,000 PATENTS<sup>1</sup>

>2,700 EMPLOYEES

SAFEGUARD ECOSYSTEMS







**100% SUSTAINABILITY-INTEGRATED** 

ENSURE HEALTH & SAFETY



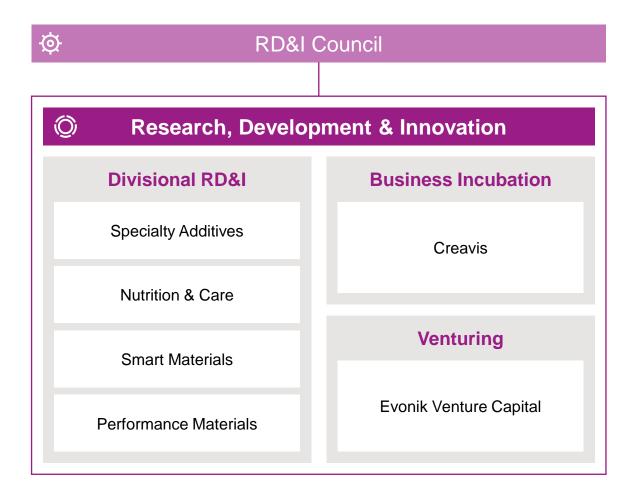






<sup>1.</sup> Patents and patents pending

# RD&I steers innovation based on clear alignment and continuous exchange across the entire Evonik organization



Consistent focus on the same strategic direction as a Group

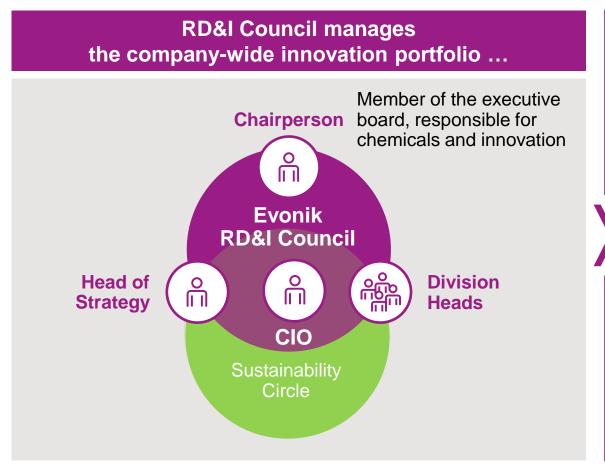
Knowledge sharing and use of different technology platforms

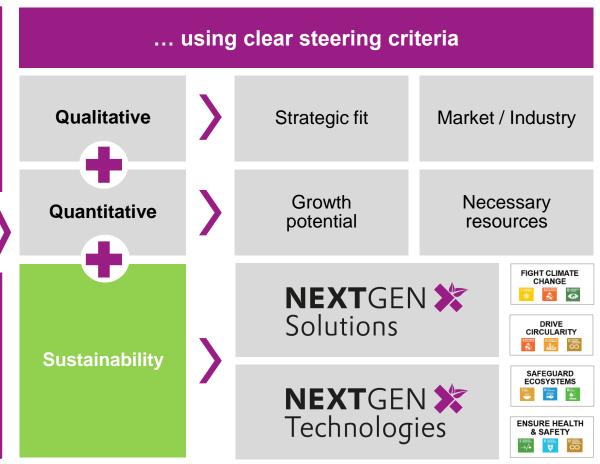
Efficient use of resources and competencies; flexible setup of interdisciplinary project teams

Full integration of sustainability criteria into decision making and allocation of resources



## Sustainability is fully integrated into innovation portfolio steering







## Innovation Growth Field "Membranes" as blueprint for future innovation

~2008

Idea for gas separation membranes created within Creavis



2014 - today

Expanding into separation of further gases such as helium, nitrogen and natural gas

**Beyond today** 

Big growth opportunity esp. in hydrogen



**Business handed over to BL High Performance Polymers** 

Commercialization in first reference plants focusing on biogas separation



2023

>1,000 reference plants worldwide

>€30% sales CAGR since 2015 to high-doubledigit million sales in 2023



Continuous RD&I efforts to improve product characteristics and scope of application



# Discover more details in our innovation factbook on our website



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## Evonik culture as unifying element for a diverse company

## Our Purpose inspires us

LEADING BEYOND CHEMISTRY

TO IMPROVE LIFE, TODAY AND TOMORROW

## Our Values guide us



#### Safety first as foundation:

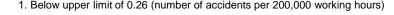
- Accident frequency as part of management compensation
- Low level secured over the last years<sup>1</sup>

## Diversity as basis of our economic success:

- Ambitious targets defined
- Inclusive mindset and behavior ultimately utilize diversity successfully

## **Attractive employer:**

 Employee commitment with increase of 5 pp in latest employee survey





# Launched in 2023: Reorganization program Evonik Tailor Made to foster a culture of employee empowerment and faster decision making

## Overarching idea of Evonik Tailor Made

## Business Lines as "nucleus" of Evonik

through shifting of responsibilities from corporate or division level

## **Empowerment of individual employees** and faster decision making

through reduction of hierarchy levels, increasing management span and cutting tasks without direct business relevance



Personnel costs

~80%

- Reduction of up to 2,000 employees by end of 2026
- Majority in administration & other support functions, remaining from business organizations
- Over-proportionally high number of management positions
- Max. 6 hierarchy levels below C-level (down from currently up to 10);
   management span¹ increasing from 1:4 to 1:7

Non-personnel costs

~20%

#### e.g.:

- Agency & consulting costs
- Sport sponsoring



Number of employees per leadership position

# Diversity goes far beyond qualitative targets: We approach diversity with diversity

## Diversity is key to economic success

 Evonik ranks among top European companies in terms of diversity



- We address diversity strategically, culturally and with an eye toward our business processes
- Top management as prominent role model in embracing diversity, e.g. in Diversity Council

#### Specific goals with highest priority (by 2026)

- **Gender diversity:** e.g. **30%** of executive, senior management and on manager level (2023: 22%/19%/30%)
- Intercultural mix: e.g. 25% of executive and 35% of senior management positions (2023: 18%/26%)

## Diversity open far beyond qualitative targets!

- Diversity is not only a numeric game but a matter of culture
- An inclusive mindset and behavior ultimately determine if we can utilize diversity successfully

**Diversity creates growth** 

**Diversity creates innovation** 

Diversity brings us closer to our customers

**Diversity is our future** 



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## **Specialty Additives**

## Additive solutions for maximum performance

#### "SMALL AMOUNT. BIG EFFECT."

FY 2023 financials



Margin<sup>1</sup>: **19%** 



Sales: **€3,520** m



ROCE: **11%** 

Key products & solutions



Additives for coatings and inks



Additives for polyurethane foam



Specialty defoamers and wetting agents



Epoxy hardeners for crosslinkers



Lubricant additives

**Growth** highlights



Making the difference



Enabling circular economy



Digital Solutions



<sup>1.</sup> Adjusted EBITDA margin

## **Specialty Additives**

## End markets and product examples

#### Other

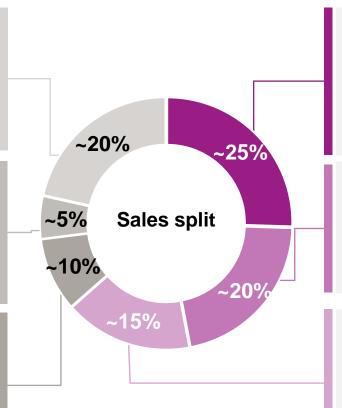
- Additives for conventional and biological plant protection for growing global population
- Industrial gear lubricants to achieve more productivity, less downtime and optimal fluid service
- Coating Additives for flame retardant cables

#### **Environmental**

- Crosslinkers for wind blades to enable mechanical stability and ensure a long service life
- Linerless labels to reduce material usage
- Foam stabilizers for water-based PU artificial leather production

#### **Coatings**

- Additives for paint systems as lasting barrier against chemical cleaning agents
- Marine coatings
- Fillers to increase burnish resistance and prolong life of paints



#### **Mobility**

- Coating additives for topcoats and under body coating
- Anti-fouling coatings for ship hulls
- PU foam additives for seating
- Lubricant additives for motor and transmission oils

#### Construction

- Crosslinkers for composite-reinforced bars
- Additives for more durable cement-based applications
- Water repellent additives to protect buildings against precipitation

#### **Consumer goods**

- PU foam additives for fridges and freezers
- Soil and water repellent additives for fabrics used in outdoor clothing and equipment



## Specialty Additives make the difference in customer's formulations Improving product characteristics and sustainability profile



## **BIG EFFECT.**



Novel **PU additives** enabling environmentally-friendly **housing insulation spray foam** 





Coating additives
prolong life of wall paints





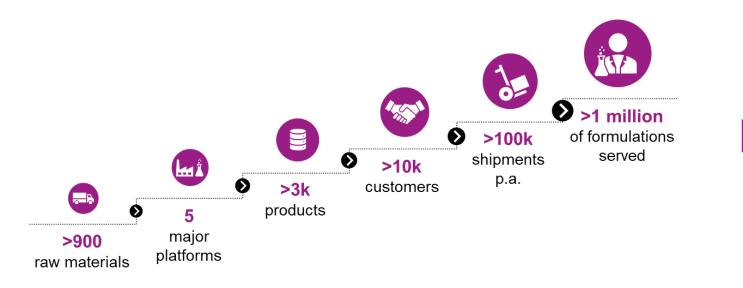
Silicone coatings for linerless labels resulting in up to 40% material reduction





## Specialty Additives is mastering a highly complex business

## Resulting in tangible benefits



# How? 1 Experienced management team 2 Digitalization & automation 3 Culture & collaboration 4 Supply chain excellence

**High barriers to entry** 

Strong market & customer position

Resilient financial performance



# **Specialty Additives Play**

# 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





# **Nutrition & Care**

# Focused portfolio on consumer-oriented end markets with high level of synergies

# "Life at heart. Systems in mind. Partners at hand."

**FY 2023** financials



Margin<sup>1</sup>: **11%** 



Sales: €3,611 m ROCE: 4%



**Business** lines



Sales: **€1,861 m** 

Care **Solutions**  Health Care



Sales: **€1,750 m** 

**Animal Nutrition** 



Growth highlights



**Active Ingredients** 



**Drug Delivery Systems** 



Sustainable & **Healthy Nutrition** 



Biotechnology (e.g. Biosurfactants; Veramaris)



<sup>1.</sup> Adjusted EBITDA margin

## **Nutrition & Care**

# End markets and product examples

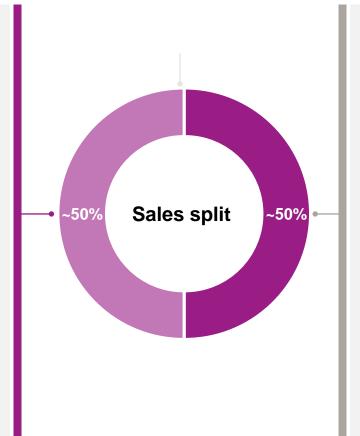
#### **Health & Care**

#### **Personal and Home Care**

- Cosmetic Active Ingredients
- Active Delivery Systems
- Cosmetic Functional Ingredients
- Biosurfactants
- Fabric Enhancer
- Industrial and Institutional Cleaning

#### **Pharmaceutical**

- Drug Delivery Systems
- Contract Development and Manufacturing (CDMO)
- Active Pharmaceutical Ingredients (APIs)
- Pharma Amino Acids
- Cell Culture & Tissue Engineering
- Medical Devices



#### **Nutrition**

#### **Animal Nutrition**

- Amino Acids
- Delivery Systems in Dairy Cows
- Gut Health Solutions
- Enhancement of energy metabolism
- Natural Algal Oil (Veramaris)
- Digital and Analytical Services



# Nutrition & Care growth: Focusing on shared technology platforms Strong synergies and joint resources across all three businesses

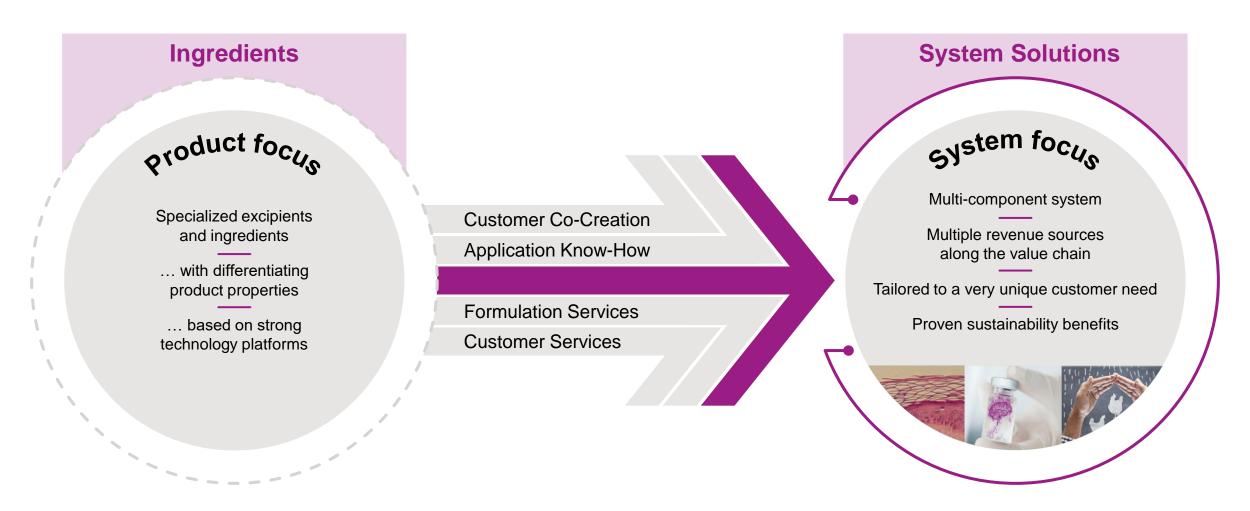
## **Technology Platform Example Biotechnology – Process Excellence and Launched Products**

	Care Solutions	Health Care	Sustainable Nutrition	
Microbiome Modulation	Microbiotic actives to support skin barrier function	Probiotics and Gut Health Solutions		
Biotech Processes	Non-animal derived Collagen	Cell Culture	Natural algae-based omega 3 fatty acids	
	Actives (e.g. Ceramides)	CDMO (e.g. fermenta	CDMO (e.g. fermentation-based proteins)	
	Biosurfactants	Amino acids pharma grad	de Bio amino acids	



# Nutrition & Care: Strategic portfolio shift towards "System Solutions"

Portfolio upgrade towards higher specialization and higher returns





# Nutrition & Care: System Solutions businesses as major growth driver

>50% sales from Systems Solutions as strong commitment

#### **Sales share of System Solutions**



#### Resulting in....

Higher growth prospects

Strong pricing power

Above average margin

Higher return on capital

#### **Examples of System Solutions**



#### **Active Ingredients – Retinol**

- Reducing wrinkles without inducing skin irritation
- Formulation service: Encapsulation as delivery technology to increases stability and bioavailability



#### **Drug Delivery Systems – Complex Parenterals**

- Lipid nano particles for vaccination, cell and gene therapy
- Integrated services from feasibility to commercial



#### **Sustainable & Healthy Nutrition – Probiotics**

- GutCare® for healthy poultry nutrition without AGP¹)
- Holistic, ready-to-use concepts for animal diet formulations, designed on specific customer needs





# **Smart Materials**

# Focused portfolio on environmentally friendly solutions

## "We find solutions for the needs of today and tomorrow"

**FY 2023** financials



% | Margin<sup>1</sup>: **12%** 



Sales²: **€4,461 m** 



ROCE: **4%** 

Two strong technology platforms



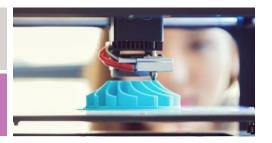
Sales: €3,238 m

**Inorganics** 



M Sales: €1,224 m

**Polymers** 



Growth highlights



Accelerating Energy Transition (e.g. PA12, Battery Materials, Membranes)



Enabling Circularity (e.g. Active Oxygens, Catalysts, Green Silica)



<sup>1.</sup> Adjusted EBITDA margin

# **Smart Materials**

# End markets and product examples

#### Chemicals, Oil & Gas

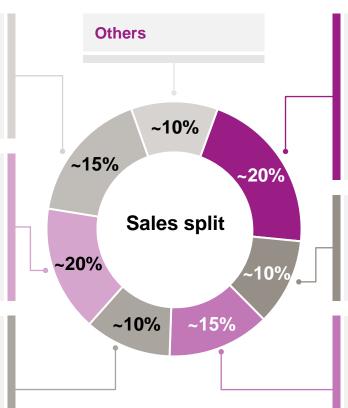
- Silica for silicones
- H<sub>2</sub>O<sub>2</sub> for chemical synthesis (e.g. HPPO, HPPG, PA12 and PA6)
- Catalysts for refining industry

#### **Environmental**

- H<sub>2</sub>O<sub>2</sub> and PAA for waste-water treatment
- Gas-separation membranes (e.g. biogas, natural gas)
- Rejuvenation of catalysts
- Catalysts for diverse applications (e.g. hydrogenation)
- Silica for adhesives in windcraft blades

#### **Consumer Goods/Durables (incl. electronics)**

- High-performance polymers for lifestyle and sporting goods
- High-purity H<sub>2</sub>O<sub>2</sub> for semi-conductors
- Resins for coatings in durable goods
- Polymer powders for additive manufacturing



#### **Automotive/Transportation**

- Silica / Silanes for low rolling resistance tires
- High-performance polymers (e.g. PA12) for under-thehood applications (e.g. fuel lines, busbars)
- High-performance foams, PEEK, PA12 for lightweight applications for aerospace
- Binders & additives for sealants & adhesives

#### **Construction/Coatings**

- Binders & additives for coil coatings
- Protective coatings for buildings
- Binders & additives for sealants & adhesives

#### Personal Care, Food, Feed, Pharma

- Silica for toothpaste
- Catalysts for pharma synthesis
- PEEK for medical applications
- H<sub>2</sub>O<sub>2</sub>/PAA for disinfection of food & beverage
- Additives for nutrition industry



# We are "smart(er)" since...

# ... we develop innovative solutions

#### Rohacell

PMI¹-based structural foam at the core of lightweight highperformance fiber composites for



demanding aerospace applications

#### **Anion Exchange Membrane (AEM)**

Ion-conducting
membranes for
water electrolysis in
alkaline conditions –
the more efficient way
to green hydrogen



... we tailor our solutions to the customers' needs



>100 individual Silica grades to solve our customers' challenges



High performance polymers:

~500 customer/applicationspecific products



Specialized polymer powders for 3D printing process allowing for series production of complex and individualized products

# ... we help our customers with individual know-how and services

**840** employees in product, application and process development

**Service teams** for equipment, installation and full start-up support (e.g. to ensure dosing accuracy for Peracetic Acid in poultry anti-microbial interventions)

**80 years** of catalysts development expertise

**External partners** contributing in close cooperation to technology development





# Smart Materials with growth fields addressing our four Sustainability Focus Areas

#### **Future Mobility solutions**

- Lightweight applications: PA12 portfolio
- Batteries: additives for electrodes / separators
- "Green tire" technology
- Environmentally friendly oxidizer for food sanitation meeting stricter governmental regulations
- Hydrogen peroxide purified and diluted to various concentrations

# y solutions Excel® technology for catalysts



- Rejuvenation of catalysts avoids waste and reduces CO2 by >50%
- Excel® technology to reduce the CO2 footprint of hydroprocessing in refineries
- Sustainability
  Focus Areas

  ((()

  SEPURAN

  Green G5X

  Safeguard Econom

  Safeguard Ec
- Superior biogas upgrading with hollow-fiber membranes
- Superior methane efficiency and low methane slip

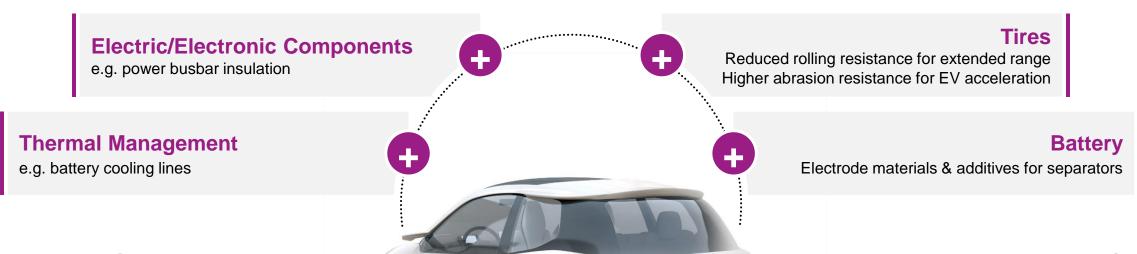
#### **Active Oxygens for food safety**

**Biogas membrane** 



# **Future Mobility solutions:**

Extending the value potential of a conventional car (~€30)



# **Hybrid Car**

In a hybrid car, Smart Materials' existing solutions with a value potential of

~€45

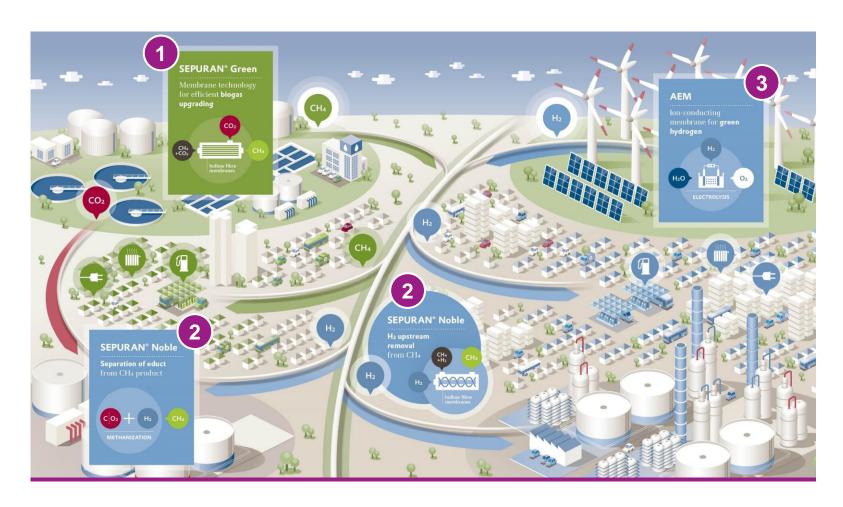
# **Full Battery Car**

In a full battery car, Smart Materials' existing solutions with a value potential of

~€70



# Our Membranes Vision: Smart enabler to the sustainable gas economy Contributing to the transition with superior membrane technology



With our **membrane technology**, we significantly contribute to the transition to a sustainable gas economy:

- 1 SEPURAN® Green
- Raw biogas from organic waste is converted into sustainable biomethane and "green" CO<sub>2</sub>
- 2 SEPURAN® Noble
- Our hydrogen extraction membranes enable to use existing natural gas pipelines to transport and extract green hydrogen
- In the production of synthetic biomethane from CO<sub>2</sub> and green hydrogen, we ensure efficient product separation
- 3 Anion Exchange Membrane
- With our ion-conducting AEM membranes, we contribute to the breakthrough of electrolytic production of green hydrogen in the future



# Discover more details on our divisions on our website



# **Table of contents**

# 1. Strategy

- Portfolio
- Sustainability
- Innovation
- Culture

#### 2. Divisions

- Specialty Additives
- Nutrition & Care
- Smart Materials

## 3. Financials



# **Financial targets**

## **Mid-term targets**

Organic sales growth CAGR<sup>1</sup> >4%

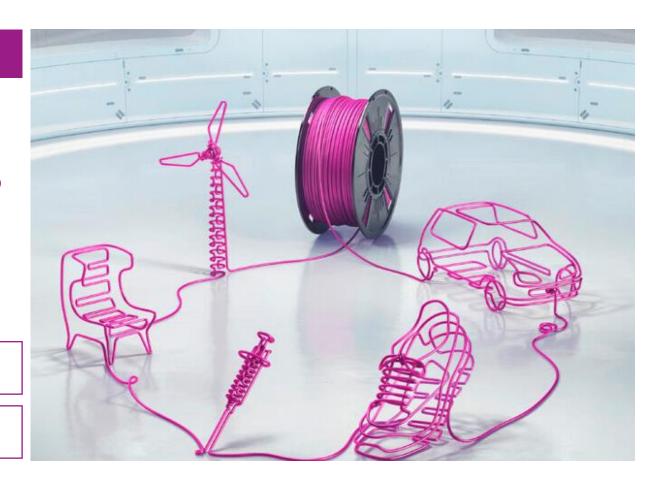
Structurally lift **EBITDA margin** into sustainably higher range of

Cash Conversion ratio of<sup>2</sup> >40%

ROCE well above Cost of Capital ~11%

Reliable and sustainably growing dividend

Solid investment grade rating







# **Capital allocation priorities**

## Significant cash inflow ...

# **Increasing Operating Cash Flow**

Attractive cash conversion with steadily growing earnings

**Divestment proceeds Performance Materials** 

#### ... invested into our green transformation

>€3 bn

Growth capex for

**NEXT**GEN **X** Solutions

~€700 m

2022-2030

Capex for

**NEXT**GEN **X** Technologies

## **Targeted M&A**

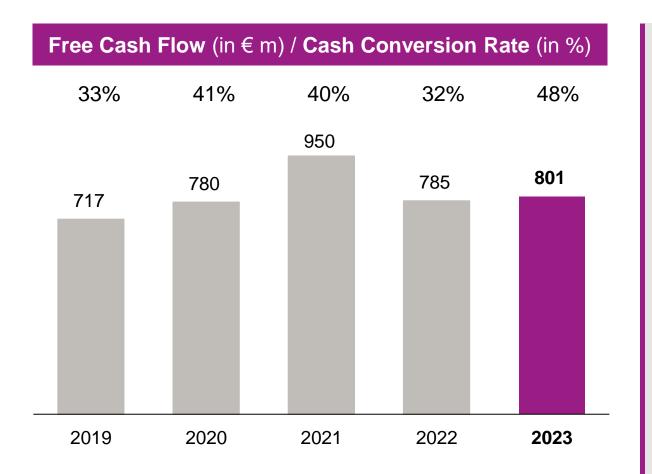
to accelerate green portfolio transformation

Reliable and sustainably growing dividend

Solid investment grade rating



# FCF: Strong track record of cash generation



#### Track record of strong and stable cash generation

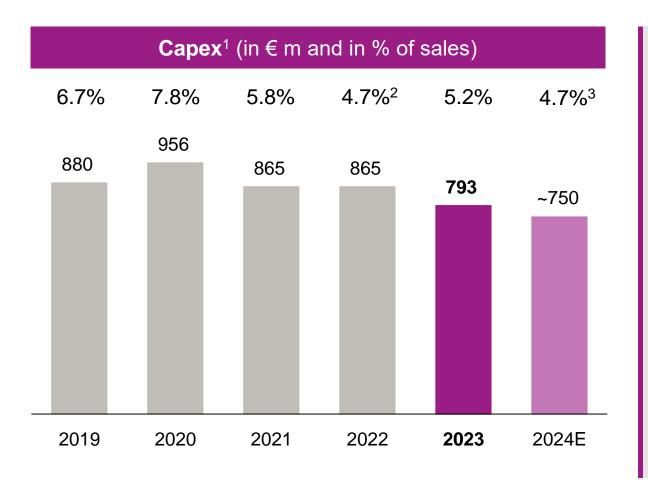
- >€700 m FCF and >30% CCR in each of last five years
- Average cash conversion rate of 39%

#### FY 2023

- Stable FCF despite >€800 m lower adj. EBITDA
- ► >€700 m positive cash impact yoy from stringent NWC management



# Strong capex discipline supporting cash track record



#### Capex constantly lowered over recent years

- Larger capex projects (e.g. PA12 or Methionine) completed
- Current low utilization rates enable growth without larger new investments

#### More targeted investment approach

- Leveraging government support where possible (e.g. lipids in the US, aluminum oxide in Japan)
- Focusing capex on attractive growth areas (e.g. biosurfactants, lipids, battery materials)

#### About half maintenance, half growth capex

 Improved handprint: Majority of growth capex for "Next Generation Solutions"



 Improved footprint: Capex for "Next Generation Technologies" largely part of maintenance spend





<sup>1.</sup> Cash outflow for investment in intangible assets, pp&e | 2. Sales inflated by prices | 3. At mid-point of sales guidance range of €15-17 bn in FY 2024

# Clear value generation with investments into "Next Generation Solutions" and "Next Generation Technologies"

# **NEXT**GEN Solutions **\***

# **NEXT**GEN Technologies **\***

# Target & benefit



>50% sales share

Products with superior sustainability<sup>1</sup> and financial performance



**-25%**<sup>2</sup>

Scope 1+2

Projects to lower

CO<sub>2</sub> emissions

with value-enhancing,

positive NPVs

# Value creation

# Clear investment criteria – aligned with strategic, sustainability and financial targets

- Above-average market growth
- Superior sustainability profile (PSA analysis)
- IRR above ROCE target (>11%)
- CO<sub>2</sub> pricing implemented

#### €700 m capex (2022-2030) ...

- For NPV-positive projects
- For advanced levers, innovative waste heat up-cycling and process re-design

... resulting in >€100 m opex savings (p.a.)

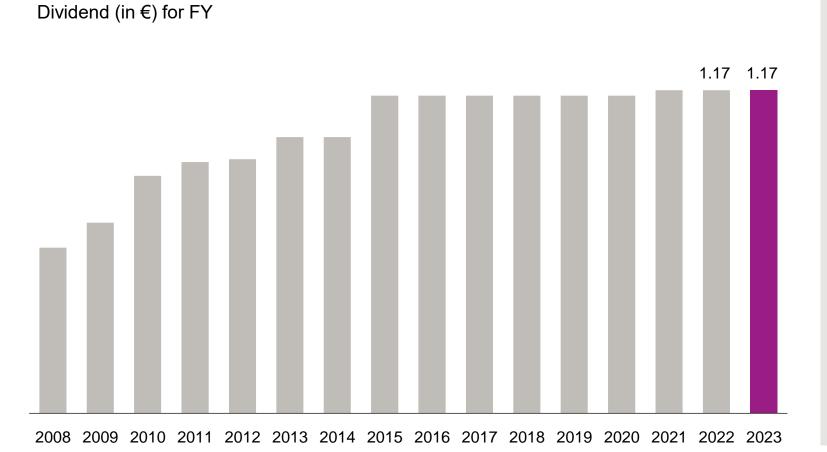


<sup>1. &</sup>quot;Next Generation Solutions" include "Leader" (A++) and "Driver" (A+) products and solutions

<sup>2.</sup> Commitment letter signed and handed in for SBTi, 25th April 2022, gross emissions reduction with reference year 2021, target year 2030

# **Spotlight on shareholder returns**

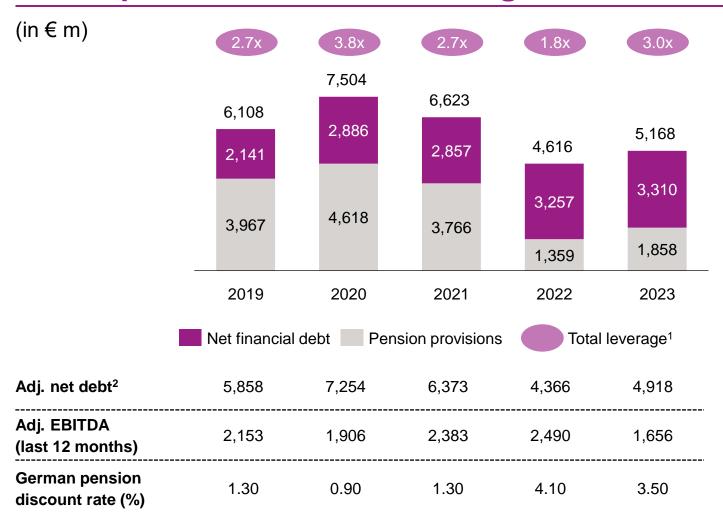
# Reliable and attractive dividend policy



- Stable with €1.17 in FY 2023
- Attractive dividend yield of ~6%
- Reliable dividend policy targeting:
  - Dividend continuity
  - Adj. EPS and FCF growth
     with potential for sustainable
     dividend growth going forward



# Development of debt and leverage over time



#### **Net financial debt** (€3,310 m)

- Net financial debt yoy broadly stable
- Lower adj. EBITDA leading to increase of net financial debt leverage to 1.8x<sup>3</sup>

#### **Pension provisions** (€1,858 m)

- Long-dated pension obligations with ~14 years duration
- ~€500 m / ~€700 m higher pension provisions yoy / qoq due to decrease of pension discount rates (in Germany from 4.1% / 4.4% to 3.5%)
- Pension provisions partly balanced by corresponding deferred tax assets of ~€0.6 bn<sup>4</sup>

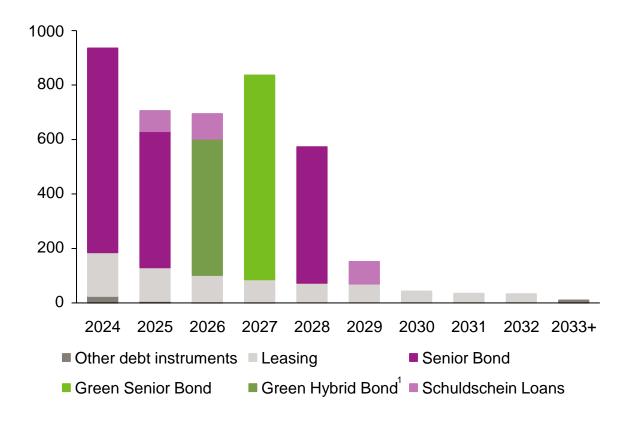


<sup>1.</sup> Adj. net debt / adj. EBITDA  $\,\mid\,\,$  2. Net financial debt – 50% hybrid bond + pension provisions

<sup>3. (</sup>Net financial debt – 50% hybrid bond) / adj. EBITDA  $\mid$  4. Before impairment

# Debt structure: Well balanced maturity profile

(in € m as of December 31, 2023)

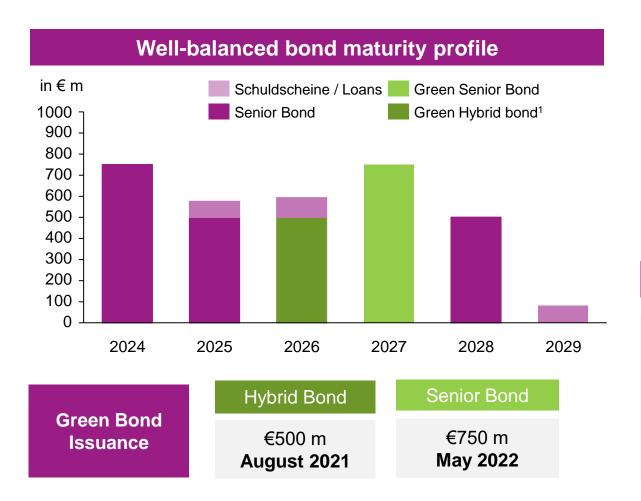


- €500 m loan agreement with European Investment Bank (EIB) signed in March 2024
- Utilisation period of EIB Loan (18 months) allows flexible timing and sizing of drawdowns
- €750 m senior bond maturing in September 2024 to be partially refinanced by EIB Loan
- Long-term capital market financing secured at favorable conditions:
  - average coupon of 1.1% p.a. on €2.5 bn senior bonds
  - coupon of 1.375% p.a. on €0.5 bn hybrid bond
- €1.75 bn syndicated credit facility refinanced in November 2022 with an initial tenor of 5 years (plus two extension options for one year each)
- First extension option exercised in 2023, i.e. maturity extended to November 2028



<sup>1.</sup> Formal lifetime of 60 years; first redemption right for Evonik in 2026

# Green bonds firmly established as financial instrument – supporting Evonik's sustainability strategy



#### Use of proceeds...

- ...according to Green Finance Framework, mainly allocated to NextGen Solutions and NextGen Technologies capex
- In addition, green RD&I opex for NextGen Solutions and expenses for energy efficiency and renewable energy (e.g. Green PPA)

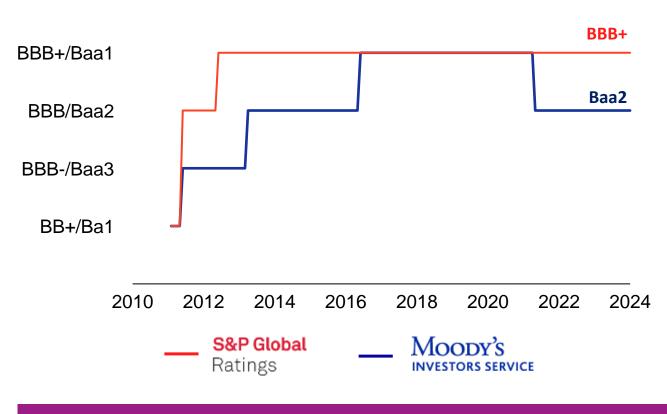
#### **Green Finance firmly established**

- Sustainability strategy well accepted by reputable ESGinvestors
- Green Finance can be an important differentiating factor, especially in difficult market situations
- Contribution to achieving sustainability targets, e.g. increase sales share of Next Generation Solutions to >50%



<sup>1.</sup> Formal lifetime of 60 years; first redemption right for Evonik in 2026

# Evonik has a strong rating track record: BBB+ by S&P and Baa2 by Moody's – both with stable outlook



**S&P** rating remains unchanged at **BBB+/stable** since 2012

Moody's rating at Baa2/stable since 2021

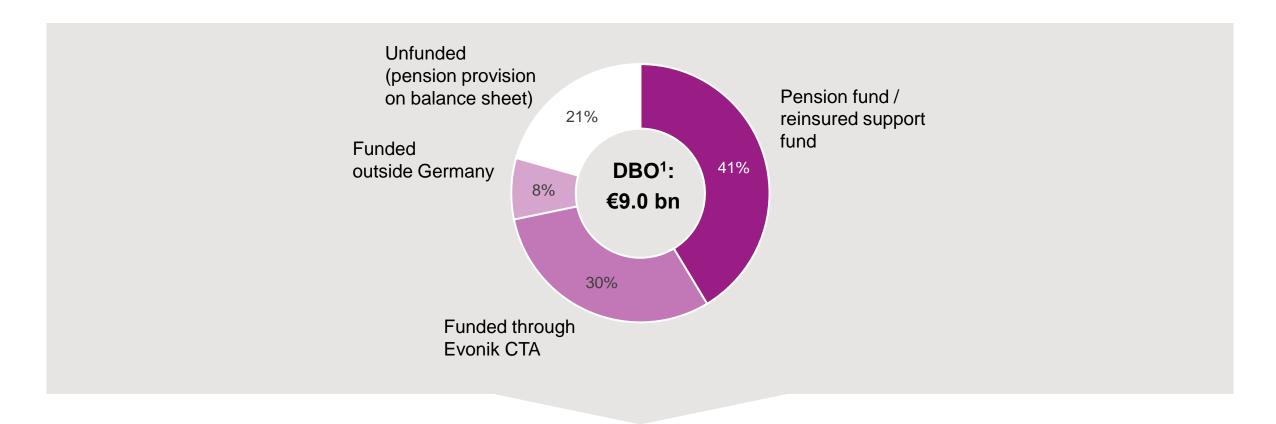
Both rating agencies acknowledge

- a strong business profile of Evonik underpinned by significant size and leading global market positions
- greater-than-peer diversity in terms of end-markets and product range
- Strong commitment to a solid investment grade rating

Maintaining a solid investment grade rating is the central element in our financing strategy



# Pension funding overview as of 31 December 2023



## Funding level at ~80%



# Pensions: Sensitivity to discount rate changes

#### Sensitivity analysis<sup>1</sup>:

Increase (decrease) in discount rate by 100 bp in year x



#### Impact in year x

Personnel costs: no impact

• Finance costs: no impact

Cash flow: no impact

DBO: decrease (increase) of DBO by
 -€1.9 bn (+€2.4 bn) against equity and deferred tax liabilities (assets)

#### Impact in year x+1

- Personnel costs: decrease (increase) due to lower (higher) service costs
- Finance costs: increase (decrease) due to higher (lower) pension interest

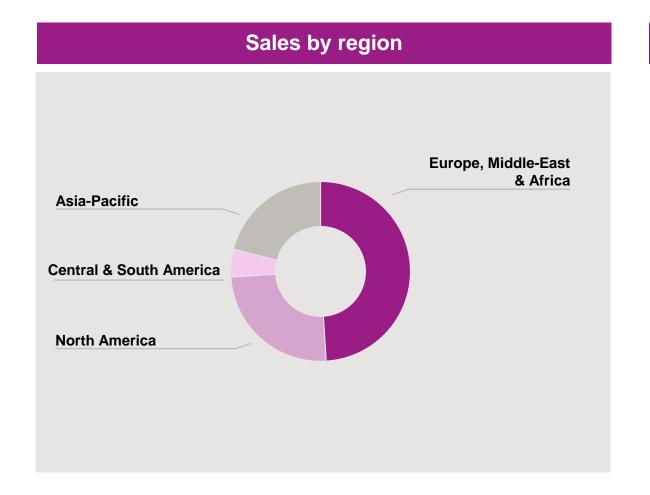
Cash flow: no impact

■ DBO: no impact

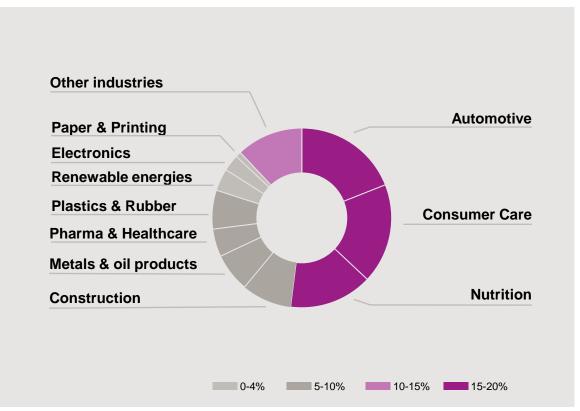


<sup>1:</sup> Excluding any effects from potential actuarial changes and changes in the valuation of plan assets

# Balanced regional and end market split



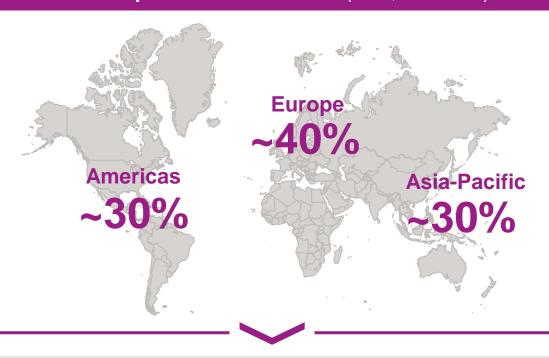
## **End market split**





# **Balanced global production footprint**

#### **Share of production volumes** (in kt, FY 2021)<sup>1</sup>



All major value chains with production hubs in all three key regions

#### **European business with high competitiveness**



- Focus on less energy-intensive businesses
- Frontrunner in sustainability



- Innovation-driven, customer-centric solutions
- Value-based pricing



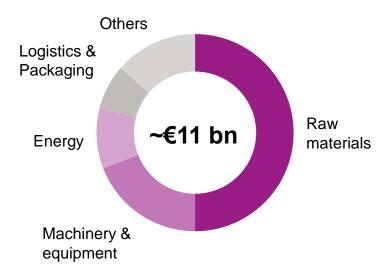
Clearly profitable across all value chains in Europe – now and in the future

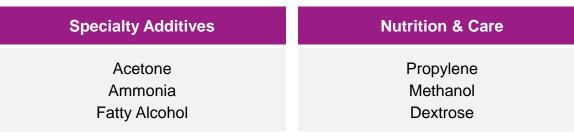




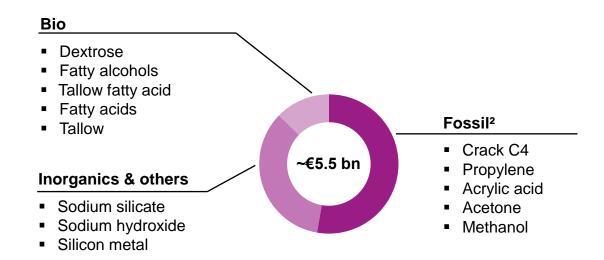
# Procurement volume split & breakdown of raw material spend

#### **Total procurement volume 2023**





#### **Breakdown of raw material spend** (examples)



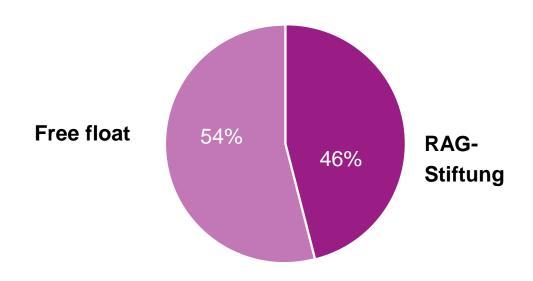
Smart Materials	Performance Materials	
Sodium Silicate Silicone Metal	Crack C4 Propylene	
Sodium Hydroxide	Acrylic Acid	



<sup>1:</sup> Gross energy bill, not considering the selling to external parties | 2. Fossil raws from base petrochemicals and synthetic organic markets

# Ownership structure: RAG-Stiftung as long-term shareholder

#### **Ownership structure**



#### **RAG-Stiftung**

- RAG-Stiftung (foundation) manages a portfolio of ~€18 bn assets, one of the biggest foundations in Europe
- Portfolio consists of publicly traded securities, private equity, direct holdings, real estate and bonds of various types
- RAG-Stiftung focuses on investments with high total shareholder return and strong cash/distribution profiles
- Underlying goal is to finance/cover the perpetual obligations arising from hard-coal mining in Germany
- About 75% of total portfolio invested in assets other than Evonik
- RAG-Stiftung with strong interest in Evonik's profitable growth, resulting in significant shareholder returns
- Clear intention to remain significant shareholder



# **Management compensation**

Fixed salary

~1/3

To be paid in cash for each financial year

Bonus

~1/3

**KPIs aligned to mid-term strategic targets** 

- 1. Progression towards EBITDA margin target
- 2. EBITDA growth (yoy)
- 3. Contribution to FCF target

.. and integrating Safety First mindset

4. Accident performance

Long-term incentive plan

~1/3

80% share price

- Granted LTI target amount calculated in virtual shares (4-year lock-up)
- Absolute performance: Real price of the Evonik share
- Relative performance against external index benchmark (MSCI Chemicals)

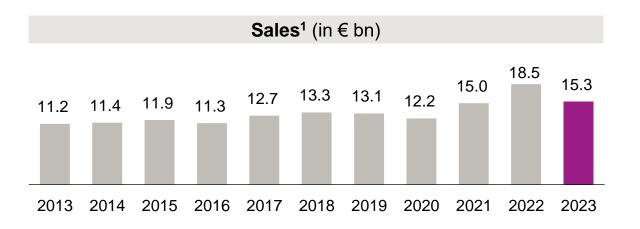


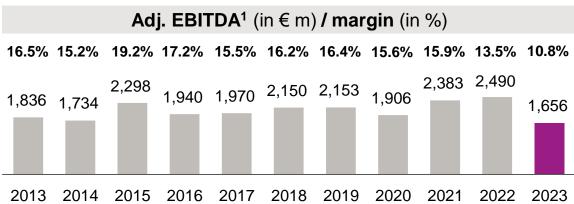
LTI based on strategic ESG KPI's, e.g.:

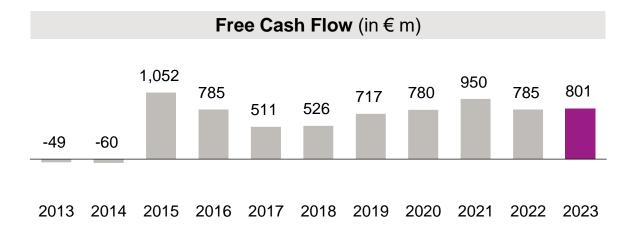
- Sales share of "Next Generation Solutions"
- CO<sub>2</sub> emission reduction
- Employee commitment

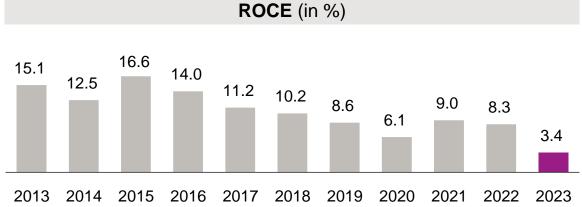


# Financials: Ten-year overview











<sup>1:</sup> Continuing operations

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