

## HENKEL EQUITY STORY

INVESTOR RELATIONS



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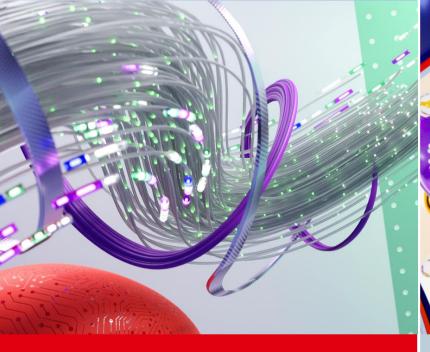
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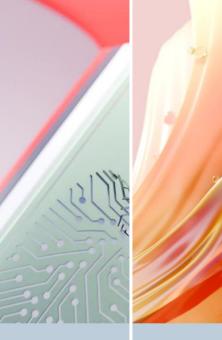
#### Note:

All individual figures in this presentation have been commercially rounded. Addition may result in deviations from the totals indicated. All figures – unless indicated otherwise – relate to FY 2024 (time reference of market share data may deviate). Updated in May 2025.











AT A GLANCE:
REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES CONSUMER BRANDS

ESG

### **REASONS TO INVEST**

# STRONG BUSINESSES WITH LEADING POSITIONS IN ATTRACTIVE MARKETS

Adhesive Technologies global #1 player in adhesives market

**Consumer Brands** #2 player in our active markets around the world



### STRONG FINANCIAL FOUNDATION

Attractive cash generation and shareholder returns



## SUPERIOR **TECHNOLOGIES**

Pioneering impactful innovations fueled by long-standing and unique R&D expertise and by strong capabilities in sustainability and digital

## ICONIC BRANDS

Attractive portfolio of leading brands that are part of consumers' everyday life and serve customers across 800 industries globally





# COMPELLING FINANCIAL AMBITION

Poised for further profitable growth building on clear strategic priorities



### CARSTEN

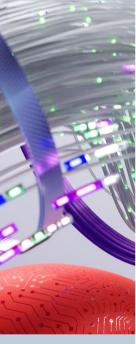
**KNOBEL** 

**CEO** 

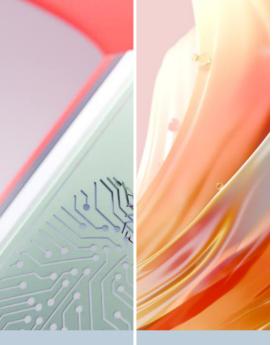


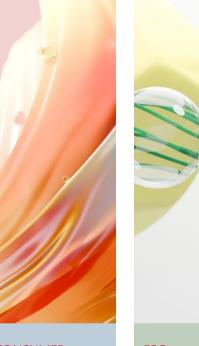
"As global market leader for adhesives, sealants and coatings and a leading player in attractive consumer markets, we want to create long-term value for Henkel's shareholders."











AT A GLANCE: **REASONS TO INVEST** 

**HENKEL GROUP** 

**ADHESIVE TECHNOLOGIES** 

CONSUMER **BRANDS** 

ESG

### FACTS & FIGURES 2024



1876

LISTED SINCE 1985, FOUNDING MEMBER OF

**DAX** 



SALES

**€21.6**<sub>BN</sub>

**ADJUSTED EBIT** 

**€3.1**<sub>BN</sub>



## 4 BILLIONAIRE BRANDS

ACCOUNTING FOR ~40% OF SALES



>160

PRODUCTION SITES IN >50 COUNTRIES



~47,000

EMPLOYEES FROM > 125 NATIONALITIES

2.4%

DIVIDEND YIELD PER PREFERRED SHARE<sup>1</sup>



**-64%** 

CO<sub>2</sub> EMISSIONS IN PRODUCTION<sup>2</sup>

STRONG
SINGLE A
RATING (S&P, MOODY'S)



<sup>&</sup>lt;sup>1</sup> Based on dividend proposal for fiscal year 2024 and on share price as of Dec. 31, 2024. <sup>2</sup> Per ton of product, compared to the base year 2017.

### STRONG BUSINESSES WITH LEADING POSITIONS,...

#### **HENKEL GROUP**

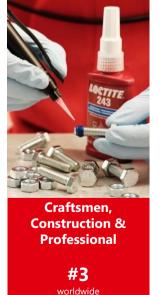
#### **ADHESIVE TECHNOLOGIES**





Packaging & **Consumer Goods** #1

worldwide





in active markets







Other Consumer

**Body Care** 

Presence in selected markets



### ...A COMPELLING **PORTFOLIO** WITH ICONIC BRANDS...

#### HENKEL GROUP

#### **ADHESIVE TECHNOLOGIES**





€1.6bn sales





>75%

Sales share of our 5 brand clusters for industrial customers & 4 key brands for consumers

#### **CONSUMER BRANDS**



€1.4bn sales



€1.4bn sales





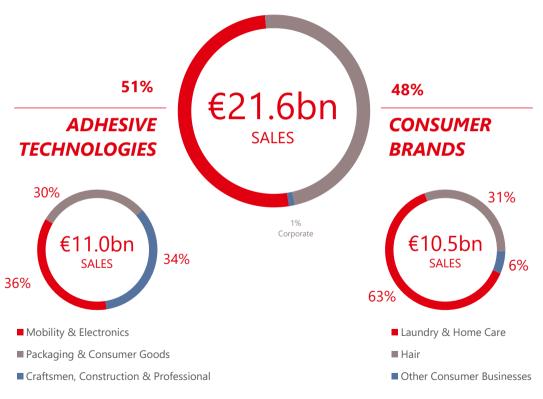
#### >50%

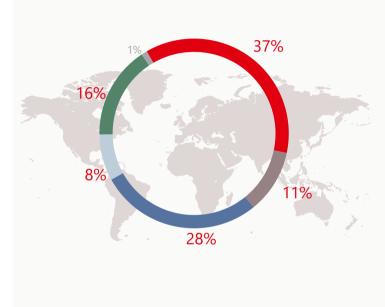
Top 10 brand sales share



### ...AND **GLOBAL FOOTPRINT**...

**FY 2024** 









## ...BENEFITING FROM **SHARED PLATFORMS AND INFRASTRUCTURE** AS STRONG BACKBONE...

Central functions supporting business units enabling efficient utilization of corporate network synergies – Examples



### GLOBAL BUSINESS SOLUTIONS

Established Shared Service Center organization – enabling efficient processes and cost structures



### DIGITAL UNIT HENKEL DX

Further improving efficiency in IT and creating new business opportunities



#### GLOBAL SUSTAINABILITY

Driving key sustainability topics while serving as company-wide interface for sustainability



## ...AND OPERATING ALONG CLEAR **STRATEGIC PRIORITIES** TO **CREATE LONG-TERM VALUE**

#### OUR **PURPOSE**

PIONEERS AT HEART FOR THE GOOD OF GENERATIONS

#### OUR VISION

WIN THE 20s BY
OUTPERFORMING THE MARKETS
THROUGH INNOVATIVE AND
SUSTAINABLE SOLUTIONS

## STRATEGIC FRAMEWORK FOR PURPOSEFUL GROWTH



FUTURE-READY OPERATING MODELS

COLLABORATIVE **CULTURE** & EMPOWERED **PEOPLE** 



### **PORTFOLIO**



Shaping a **WINNING PORTFOLIO** through active portfolio management and M&A as integral part of our strategy with long-standing track record in post-acquisition integration

HIGHLIGHT ACHIEVEMENTS
SINCE STRATEGY LAUNCH



**MORE THAN** 

€2bn

BRANDS/BUSINESSES DIVESTED OR DISCONTINUED<sup>1</sup> 2022 – 2024

### STRENGTHENED BOTH BUSINESSES WITH ACQUISITIONS

**SELECTED RECENT TRANSACTIONS:** 

**Shiseido Professional and Vidal Sassoon in APAC** to strengthen global categories of consumer portfolio

**Critica Infrastructure and Seal for Life** enhancing Adhesive Technologies portfolio by adding adjacent businesses











### **COMPETITIVE EDGE - INNOVATION**

WINNING PORTFOLIO

COMPETITIVE EDGE

SUSTAINABILITY DISSTALIZATION

COLLABORATIVE CULTURE & EMPOWERED PEOPLE

Impactful **INNOVATIONS** to fuel growth by leveraging our R&D expertise and consistently investing in core categories and regions

HIGHLIGHT ACHIEVEMENTS
SINCE STRATEGY LAUNCH

EXPANDED INNOVATION CAPABILITIES IN BOTH BUSINESSES THROUGH NEW R&D AND INNOVATION

**CENTERS** 



UNIQUE
INNOVATIONS
UNDER STRONG
CONSUMER
BRANDS
ADRESSING RELEVANT

**CATEGORY TRENDS** 



SUPERIOR
ADHESIVE
TECHNOLOGIES
SOLUTIONS
SHAPING INDUSTRY
MEGATRENDS





### **COMPETITIVE EDGE - SUSTAINABILITY**

WINNING PORTFOLIO

WINNING PORTFOLIO

SUSTAMABILITY DIGITALIZATION

COLLABORATIVE CULTURE & EMPOWERED PEOPLE

**SUSTAINABILITY** is deeply anchored in our businesses for decades; further advancing our portfolio and boosting sustainability as true differentiator –

working towards ambitious goals along our 2030+ Sustainability Ambition Framework HIGHLIGHT ACHIEVEMENTS
SINCE STRATEGY LAUNCH



### DISTINCT IMPLEMENTATION

LEVERAGING ROLE AS "ENABLER" IN ADHESIVE TECHNOLOGIES AND SHAPING RELEVANT TRENDS IN CONSUMER BRANDS

### 2030+ SUSTAINABILITY AMBITION FRAMEWORK

ADDRESSING RELEVANT CHALLENGES AND OPPORTUNITIES – GOAL OF ACHIEVING NET-ZERO BY 2045



#### **LEADING POSITION**

**EXCELLENT RESULTS IN ESG-RATINGS AND -RANKINGS** 









### **COMPETITIVE EDGE - DIGITALIZATION**

COMPETITIVE EDGE FUTURE-READY WINNING **OPERATING** PORTFOLIO MODELS DIGITALIZATION COLLABORATIVE CULTURE & EMPOWERED PEOPLE

Enhancing value creation for customers and consumers through **DIGITALIZATION**, growing digital sales and increasing efficiency

HIGHLIGHT ACHIEVEMENTS SINCE STRATEGY LAUNCH



**DIGITAL SALES SHARE OF** 

~20%

IN 2024 VS. 12% IN 2019

**COMBINED DIGITAL UNIT HENKEL DX** 

ACCELERATING DIGITAL INNOVATIONS VIA UNIQUE GLOBAL PLATFORM



**STRONG PARTNERSHIPS** WITH LEADING DIGITAL COMPANIES









### **FUTURE-READY OPERATING MODELS**



Optimizing **OPERATING MODELS**, fostering competitiveness of processes & structures, enhancing customer and consumer proximity

HIGHLIGHT ACHIEVEMENTS SINCE STRATEGY LAUNCH



#### **MERGER OF CONSUMER BUSINESSES**

**BIGGEST TRANSFORMATION OVER PAST DECADE - TARGETING SAVINGS OF** 

~€525m¹



**ENSURING CUSTOMER PROXIMITY ALONG** 

**BUSINESS AREAS** 





#### **FOSTERING SHARED FUNCTIONS AND PLATFORMS**

**BROADENED SCOPE OF** SHARED SERVICE CENTER **ORGANIZATION** 



### COLLABORATIVE CULTURE & EMPOWERED PEOPLE

WINNING PORTFOLIO

COMPETITIVE EDGE

SUSTAINABUITY DIGITALIZATION

COLLABORATIVE CULTURE &
EMPOWERED PEOPLE

Strengthening **COMPANY CULTURE** with shared values and collaboration as a strong team

HIGHLIGHT ACHIEVEMENTS
SINCE STRATEGY I AUNCH

>96%

TOP EXECUTIVES
ENGAGED IN

LEADERSHIP PROGRAMS



OUR PURPOSE UNITES
ALL EMPLOYEES GLOBALLY

PIONEERS
AT HEART
FOR THE
GOOD OF
GENERA
TIONS

#### DRIVING CULTURAL TRANSFORMATION

WITH NUMEROUS GLOBAL INITIATIVES



FULLY PAID
GENDER-NEUTRAL
PARENTAL LEAVE
FOR OUR EMPLOYEES
WORLDWIDE INTRODUCED



### EXPERIENCED **MANAGEMENT TEAM** COMMITTED TO...



**Carsten Knobel**CEO



Mark Dorn

EVP Adhesive
Technologies



Wolfgang König
EVP Consumer
Brands



**Sylvie Nicol**CHRO



**Marco Swoboda** CFO



### ...TAKING OUR BUSINESSES TO THE **NEXT LEVEL**...



### EXPANDING OUR GLOBALLY LEADING POSITION IN *ADHESIVE TECHNOLOGIES*

- Strengthened focus on both organic and inorganic growth with M&A also expanding into attractive adjacent businesses
- Expand innovation leadership with customercentric solutions setting industry standards, leveraging megatrends
- Optimized organizational set-up ensuring proximity to customers and markets



### SUCCESSFULLY TRANSFORMING MERGED **CONSUMER BRANDS** BUSINESS

- Biggest company transformation in recent years with clear roadmap to fuel profitable growth
- Creating strong multi-category platform leveraging scale with global categories Laundry & Home Care and Hair
- Consistent focus on enhancing portfolio, strengthening brand equity, driving technological leadership and optimizing organizational and supply chain set-up



## ...WHILE CONTINUOUSLY FOCUSING ON **PROFITABLE GROWTH,...**

#### **KPIs 2024**

osg 2.6%

ADJ. EBIT **€3,089** 

ADJ. EBIT MARGIN

ADJ. EPS **€5.36** 

ADJ. EPS GROWTH<sup>1</sup> + 25.1%

#### **Strong topline development across businesses**



HENKEL GROUP



4.5%

CAGR<sup>2</sup>



ADHESIVE TECHNOLOGIES



5.4%

CAGR<sup>2</sup>



CONSUMER BRANDS



3.7%

CAGR<sup>2</sup>



### ...**INVESTING** INTO OUR BUSINESSES...

Solid financial foundation providing substantial headroom for investments while maintaining strong debt ratings

#### **ACQUISITIONS INTEGRAL PART OF STRATEGY**

- Clear criteria: strategic fit, financial attractiveness, availability
- Adhesive Technologies: focus on attractive adjacent businesses and innovative technologies
- Consumer Brands: focus on filling white spots on country/category position and addition of new categories

#### STRENGTHENING BUSINESSES ORGANICALLY

- Overall "asset-light" business model for both businesses
- Investing in growth, sustainability, digitalization and further rationalization/optimization
- Average annual CAPEX spend of ~€650m over past 10 years,
   e.g. into state-of-the-art innovation centers in Düsseldorf and Shanghai

#### **SELECTED RECENT HIGHLIGHTS**



Critica Infrastructure and Seal for Life Industries (Adhesive Technologies)



Shiseido Professional and Vidal Sassoon in APAC (Consumer Brands)



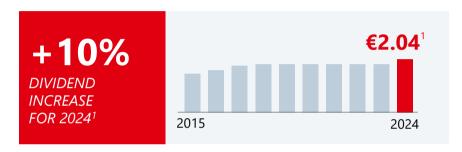


#### **CURRENT DEBT RATINGS**

**S&P**: A

Moody's: A2

### ...OFFERING ATTRACTIVE SHAREHOLDER RETURNS





- Dividend policy with targeted payout ratio of 30-40%<sup>2</sup>
- Long streak of growing or stable dividend per share since IPO 1985
- Average dividend increase of ~4% p.a. over last 10 years

- **First ever share buyback** in Henkel's history launched in 2022 and completed in Q1/2023
- New share buyback of up to €1bn starting in the course of April 2025 and to be concluded by March 2026 at the latest; targeted 80%/20% split between preferred and ordinary shares

### Distributed **almost €10bn to shareholders over a period of** 10 years<sup>3</sup>



<sup>&</sup>lt;sup>1</sup> proposal (per preferred share) to shareholders for AGM on April 28, 2025.

<sup>&</sup>lt;sup>2</sup> of net income after non-controlling interests, and adjusted for exceptional items.

<sup>&</sup>lt;sup>3</sup> incl. 2024 dividend proposal and announced share buyback as of March 11, 2025.

## STRINGENTLY WORKING TOWARDS OUR MID-TERM FINANCIAL AMBITION

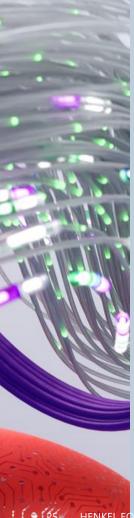
	HENKEL	ADHESIVE	CONSUMER
	GROUP	TECHN.	BRANDS
ORGANIC SALES GROWTH	3 to 4%	3 to 5%	3 to 4%
ADJUSTED	~16%	high-	mid-
EBIT MARGIN		teens %	teens %
ADJUSTED EPS GROWTH	mid- to high-single-digit % at constant exchange rates, including M&A		
FREE	continued focus on		
CASH FLOW	Free Cash Flow expansion		

#### **Building Blocks**

- **Fueling topline growth** by leveraging relevant industrial customer and consumer (mega)trends
- Strengthening businesses by focused investments in innovations, sustainability and digitalization
- Realizing significant savings from Consumer Brands merger and efficiency gains across businesses
- Valorization of Consumer portfolio and further focus on customer-centric solutions in Adhesives
- Shaping portfolio with value-creating M&A

CREATING VALUE FOR OUR STAKEHOLDERS WITH TRUSTED BRANDS AND SUPERIOR TECHNOLOGIES



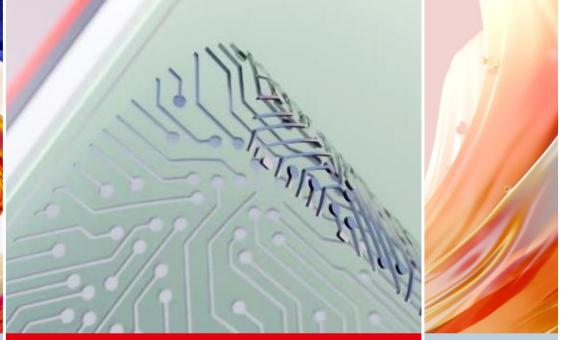


## HENKEL GROUP CREATING LONG-TERM VALUE

- A winning strategy with clear growth path capitalizing on our strengths
- Strong businesses with globally leading positions in highly attractive markets
- Compelling portfolio with iconic brands and superior technological solutions
- Industry-leading R&D fueling growth through continuous and impactful innovations
- Strong cashflows and solid financial foundation providing substantial headroom for investments
- Stringent capital allocation approach with long streak of growing or stable dividend payments
- Compelling financial ambition outperforming our markets while further enhancing profitability







**ESG** 

AT A GLANCE: REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER ES

**BRANDS** 

HENKEL EQUITYS

IT / STOR

-20

One in three branded athletic shoes is assembled using Henkel adhesives



Every second Henkel sells 4 Pritt glue sticks



>300 adhesive applications can be found in a modern car –

140 of 150 cars produced every minute worldwide contain a Henkel solution

### ADHESIVE TECHNOLOGIES

GLOBAL #1 PLAYER IN ADHESIVES MARKET



>50 adhesive solutions are in each smartphone



Henkel adhesives in medical syringes support 70% of all vaccinations worldwide



3 grams of Henkel's Loctite adhesives are enough to pull a 200-ton train



### SETTING **INDUSTRY STANDARDS**

### Shaping the industry as market leader in adhesives, sealants and coatings





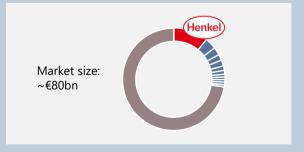
SEALANTS



**COATINGS** 

### **Creating customer value in attractive global market**

- ~14% global market share
- Diversified into ~60 highly specialized and fragmented market segments
- Only player with strong positions across industries & technologies – serving >800 industrial segments



## SERVING **BROAD RANGE OF INDUSTRIES**ALONG THREE BUSINESS AREAS



### MOBILITY & ELECTRONICS

Automotive OEMs & components, e-mobility, metal coil, electronics, semiconductor packaging, aerospace, industrial assembly

**#1 WORLDWIDE** 



### PACKAGING & CONSUMER GOODS

Food & beverage, hygiene, metal and flexible packaging, sports & fashion

**#1 WORLDWIDE** 



### CRAFTSMEN, CONSTRUCTION & PROFESSIONAL

DIY, craftsmen, construction, engineered wood, professional users in manufacturing & maintenance

#3 WORLDWIDE

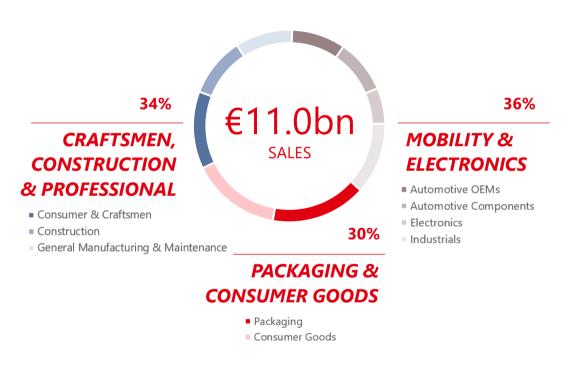


## **PROVIDING VALUE TO OUR STAKEHOLDERS** AT THE FOREFRONT OF THE INDUSTRY

**Broad customer base & Key brands** Peer group long-trusted partnerships with business overlap LOCTITE TECHNOMELT TEROSON **BONDERITE**. ~100.000 H.R. Fuller Connecting what matters." customers **AQUENCE.** RPM **3M Pattex** 



### **WELL-BALANCED** GLOBAL PORTFOLIO

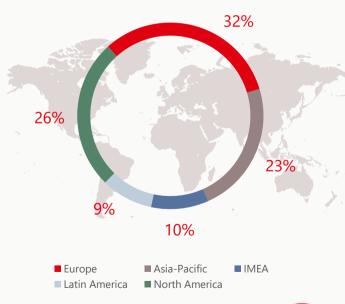


#### **KPIs 2024**



ADJ. EBIT **€1,817m** 

ADJ. EBIT MARGIN 16.6%





## CREATING CUSTOMER VALUE AS **LEADING SOLUTION PROVIDER**

High-impact customer-centric solutions enabled by outstanding expertise, market proximity and in-depth understanding of customer requirements



### COMBINING BROADEST TECHNOLOGY PORTFOLIO WITH IN-DEPTH EXPERTISE

- Unrivaled portfolio of 13 leading technology platforms
- Strong commitment and thought leadership on sustainability
- Customer value driven by co-creating new designs and high share of customized applications



### ACTIVELY MANAGING OUR ATTRACTIVE PRODUCT PORTFOLIO

- Unique value propositions through high-impact solutions
- Well diversified product portfolio with reduced cyclicity profile
- Continuously shaping portfolio to leverage attractive organic and inorganic opportunities



### DELIVERING HIGHEST QUALITY AT GLOBAL SCALE

- >6.500 customer facing experts with solution-oriented know-how in >800 industries
- Global footprint & resilient supply chain, producing "in the region for the region"
- Global R&D network close to customers



## **TECHNOLOGY AND INNOVATION LEADERSHIP** BACKED BY GLOBAL R&D NETWORK ENSURING CUSTOMER PROXIMITY

#### Global R&D network incl. innovation hubs





### DRIVING INNOVATION THROUGH CUSTOMER COLLABORATION

Spearheading the future of adhesive technologies and **driving customer-centric innovation** at our industry-leading **innovation centers**, enabled by unique global end-to-end digital R&D platform



### DRIVING INNOVATION EXCELLENCE TO FUEL GROWTH



**Cutting-edge expertise** in formulation & applied engineering



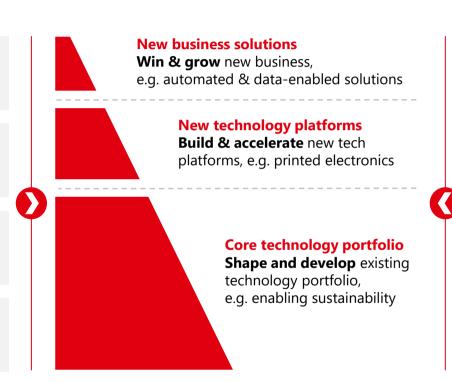
Best know-how through collaboration & partner ecosystems



Investing in first-class **R&D** infrastructure worldwide



Go to market accelerated through automation & digitalization







### LEVERAGING **GROWTH-DRIVING MEGATRENDS ACROSS INDUSTRIES**



**Enhancing sustainability** across industries by enabling our customers to reach their targets

> Development of debonding technologies



**MOBILITY** 

Solving challenges with new applications paving the way for future mobility

Reliable thermal management & coating solutions enabling safety & large-scale production



CONNECTIVITY

Facilitating new functionalities and designs at the forefront of the industry

Enhanced bonding & protection solutions (thinner, shock-resistant, waterproof) for smart devices



**DIGITALIZATION** 

Improved time-to-market and customer interaction by leveraging data

Automation & digitalization of global labs to increase speed & impact of innovations



**URBANIZATION** 

Driving speed, efficiency and sustainability in construction

**Engineered** wood solutions and CO<sub>2</sub> emission reduced cement-based products





# SUSTAINABILITY AS A GROWTH DRIVER IN ADHESIVE TECHNOLOGIES

#### We enable customers to drive their sustainability agendas:



Emission reduction, energy & material efficiency



Circular materials, enabling debonding compatibility with recycling



Chemical safety, safety in application and end use phase

#### **Fostering sustainable solutions across industries driving future growth:**

~20%

Sales share<sup>1</sup> of our portfolio's products with significant positive contribution in the areas of climate, circularity, safety and nature – e.g. by enabling emissions reduction in production processes and use phase

#### HENKEL EQUITY STORY

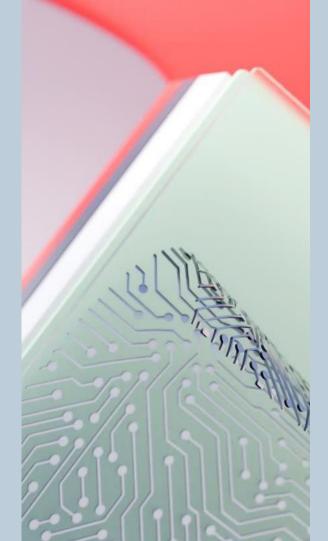
<sup>1</sup>Referring to pioneers and contributors' share of assessed products as per <u>practitioner's report</u> 2023.







# **ADHESIVE TECHNOLOGIES**OUR BUSINESSES AND SOLUTIONS



# CREATING **COMPETITIVE ADVANTAGE**WITH CUSTOMER-CENTRIC SOLUTIONS



#### **MOBILITY & ELECTRONICS**



#### **AUTOMOTIVE OEMS**

- Sealants and Adhesives for Body, Paint and Trim Shop
- Structural and Acoustic Engineering Solutions
- Metal Pre-treatment



#### **AUTOMOTIVE COMPONENTS**

- Automotive Electronics
- E-Mobility
- Surface Treatment, Cleaners
   & Lubricants
- Exterior, Powertrain, Interiors
   & Chassis



#### **ELECTRONICS**

- Consumer Devices
- Semiconductor Packaging
- Printed Electronics



#### **INDUSTRIALS**

- Aerospace
- Datacom & Telecom
- Power
- Life Science
- Appliance & Heavy Duty
- Metal Treatment



# **AUTOMOTIVE OEMS:** LEADING PARTNER ENABLING FUTURE MOBILITY WITH SAFE AND INNOVATIVE SOLUTIONS



TRUSTED PARTNER TO VEHICLE MANUFACTURERS<sup>1</sup> with UP TO 50%

**SHORTER** development cycles providing speed to market and broad product & application expertise

**ADVANCING NEW BODY DESIGNS** for enhanced safety, lightweight & battery crash protection leading to **DOUBLE-DIGIT GROWTH** in engineering solutions

FOCUSING ON SUSTAINABILITY & CIRCULARITY by reducing resource use in manufacturing UP TO 40% and offering parts with recycled plastic content





MORII ITY &



## **AUTOMOTIVE COMPONENTS: INNOVATION-DRIVEN GROWTH** IN ELECTRIFIED, CONNECTED & AUTONOMOUS SYSTEMS





#### **EV SALES POTENTIAL**

for Henkel solutions >2X compared to a combustion engine car

Global TOP 50 EV-**PLATFORMS** contain at least one Henkel solution

#### STRONG INNOVATION **PIPELINE**

With total annual sales potential of >€100M¹ fueled by consumer demand for connected, autonomous, electrified vehicles







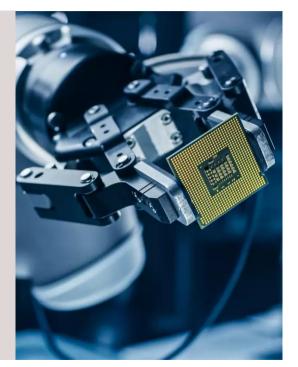
# **ELECTRONICS**: CREATING VALUE THROUGH TECHNOLOGICAL INNOVATIONS



5.2BN SMARTPHONE CAMERAS in 2030, (>20% vs 2024) driven by sensors with NEW BONDING & SEALING OPPORTUNITIES

AI-DRIVEN PC MARKET resurgence to reach 180M devices by 2028 (>100% CAGR), unlocking advanced THERMAL & SEMICONDUCTOR PACKAGING opportunities for Henkel

Right-to-repair trend increases need for durable **BONDS & DEBONDING** solutions resulting in **30%** expected **GROWTH** until 2027





# **INDUSTRIALS**: CUSTOMER-CENTRIC SOLUTIONS FOR BROAD RANGE OF MARKETS

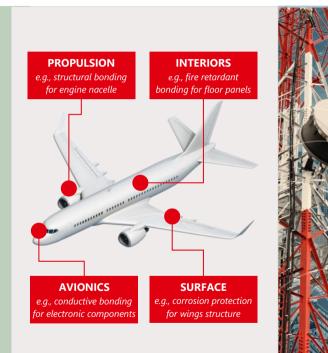




OUTPERFORMING
AEROSPACE MARKET with
HIGH SINGLE-DIGIT growth<sup>1</sup>

MID TO HIGH SINGLE-DIGIT growth<sup>1</sup> with MEDICAL APPLICATIONS, e.g. continuous glucose monitoring devices

HIGH SINGLE-DIGIT growth<sup>1</sup> in DATACOM & TELECOM business





## PACKAGING & CONSUMER GOODS

# ADDING *Value with High-Impact Solutions*Building on Strong relationships

#### **PACKAGING & CONSUMER GOODS**



#### **PACKAGING**

- Paper packaging
- Flexible packaging
- Metal packaging
- Specialty tapes & labels



#### **CONSUMER GOODS**

- Sports & fashion
- Feminine hygiene, baby & adult care
- Tissue & towel
- End of line sealing & labeling



# **PACKAGING**: INNOVATIVE SOLUTIONS PAVING THE WAY TOWARDS A CIRCULAR ECONOMY





**80%** of consumers globally demand **SUSTAINABLE** packaging

## MAJORITY OF INNOVATION PIPELINE

for packaging consisting of sustainable solutions

#### **HIGH DOUBLE-DIGIT**

customer project win rate in past 3 years until today for newly built metal can beverage lines, enabling circular economy





#### PACKAGING & CONSUMER GOODS

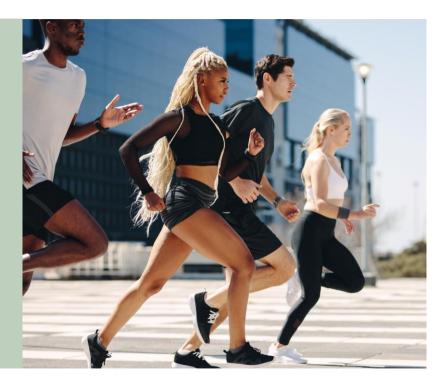
## **CONSUMER GOODS: LOWERING OUR CUSTOMERS'** EMISSIONS TO ENABLE THEIR BRANDS' CLIMATE GOALS



~65% the world's largest publicly traded companies have a form of **NET-ZERO TARGETS BY OR BEFORE 2050** 

>40 HENKEL ADHESIVES **SOLUTIONS** already launched with >20% lower raw material emissions compared to conventional adhesives<sup>1</sup>

**3X HIGHER GROWTH**<sup>2</sup> in products fostering sustainability compared to conventional adhesives





# INNOVATING *Transformative products* & **solutions** for our customers



#### CRAFTSMEN, CONSTRUCTION & PROFESSIONAL



#### **CONSUMERS & CRAFTSMEN**

- Sealants and Polyurethane Foams
- Construction Adhesives
- Instant repair: Superglues
- Wood Glues
- Stationery Glues
- Pipe Adhesives



#### CONSTRUCTION

- Building Construction
- Furniture
- Engineered Wood
- Building Components
- Infrastructure
- Prefabrication



## GENERAL MANUFACTURING & MAINTENANCE

- General manufacturing
- Maintenance, repair & overhaul
- Vehicle repair & maintenance



# **CONSUMERS & CRAFTSMEN**: EMPOWER DIYERS AND CRAFTSMEN TO MAKE HOMES A BETTER PLACE





## CONSUMERS' HOME FOCUS IS HERE TO STAY –

home improvement as global trend

**URBANISATION** expected to drive global housing construction & renovation market growth to ~4% p.a. (2024-28)

**PREMIUM BRANDS** with leading positions globally building on superior value propositions – e.g. **#1** in Western Europe with brands like Pattex





#### CRAFTSMEN, CONSTRUCTION & PROFESSIONAL

# **CONSTRUCTION:** DRIVING INNOVATION FOR MODERN SUSTAINABLE CONSTRUCTION



**ATTRACTIVE CONSTRUCTION MARKET OUTLOOK** fueled by decarbonization, energy-efficiency, and prefabrication

MARKET OUTPERFORMANCE driven by INNOVATIVE SOLUTIONS pioneering efficiency and building performance

At forefront of **SUSTAINABILITY**, achieving ~30% **REDUCTION IN ABSOLUTE CO<sub>2</sub> EMISSIONS** from cement-based products





# **GENERAL MANUFACTURING & MAINTENANCE**: PROFESSIONAL DELIVERING RELIABILITY TO CUSTOMERS ACROSS INDUSTRIES





Creating value beyond bonding with broad range of applications to **EXTEND ASSET LIFETIME** while increasing efficiency & enabling sustainability

Highly attractive MRO<sup>1</sup> segment with **HIGH SINGLE-DIGIT OSG CAGR** in past 6 years

**EXPANDED MRO PLATFORM** by attractive adjacent businesses with the acquisitions of Critica Infrastructure and Seal for Life





## **ADHESIVE TECHNOLOGIES**

DRIVING PROFITABLE GROWTH BY...

MID-TERM
FINANCIAL AMBITION

3-5 %

ORGANIC SALES GROWTH

**HIGH-TEENS** %

ADJ. EBIT MARGIN

- Investing in high-growth segments
- Having the broadest portfolio in the industry
- Leveraging our unparalleled technology know-how
- Driving customer collaboration
- Innovating along megatrends
- Leading the sustainability transformation









AT A GLANCE: **REASONS TO INVEST** 

HENKEL GROUP

**ADHESIVE TECHNOLOGIES** 

CONSUMER **BRANDS** 

ESG



We have established entirely new categories, such as toilet care, transforming consumer choices



We focus on selected brands in key categories driving value through relevant innovations

# **CONSUMER BRANDS**#2 PLAYER IN OUR ACTIVE MARKETS

Every second the hair of 16 consumers is colored with Henkel hair colorants



Every second more than 150 dishwashers are running with a Henkel unit dose



Every minute ~3,000 detergent products from Henkel are sold



## ATTRACTIVE CATEGORY PORTFOLIO FOCUSING ON TWO GLOBAL CATEGORIES



#### **LAUNDRY & HOME CARE**

- Fabric Care Hand Dish Washing
- Fabric Cleaning Auto Dish Washing
- Fabric Finishers Toilet Care
- Laundry
  - Hard Surface Cleaners
  - Additives Insecticides

#2 IN ACTIVE MARKETS



#### HAIR

**FOCUS ON KEY BRANDS WITH SHARPENED BRAND ROLES** 

- Hair Care
- Hair Coloration
- Hair Styling

**#2 IN ACTIVE MARKETS** 



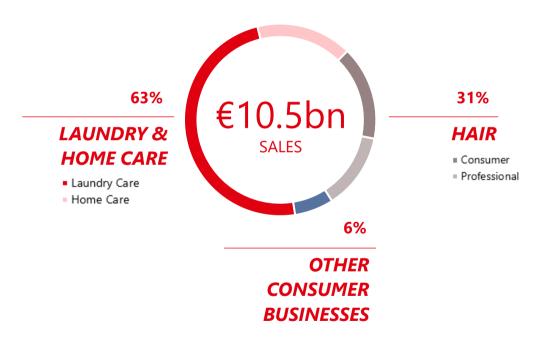


- Bath & Shower
- **Deodorants**
- Soaps

PRESENCE IN SFI FCTFD MARKETS



# UNITED UNDER **ONE STRONG** > **10BN€ PLATFORM**

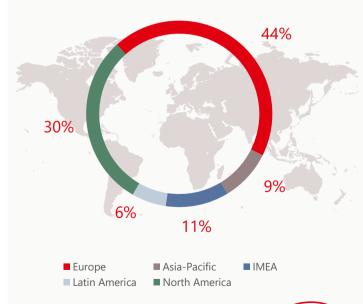


#### **KPIs 2024**



ADJ. EBIT **€1,419m** 

ADJ. EBIT MARGIN





## STRONG GLOBAL PLAYER WITH ICONIC

## #1 BRANDS IN LAUNDRY CARE, HOME CARE & HAIR



**TOP RANKINGS** IN **ACTIVE MARKETS** ~270 #1 or #2 **COUNTRY / CATEGORY** 

**POSITIONS** 





## **VALORIZATION** LEADING TO VERY STRONG **GROWTH OF TOP 10 BRANDS**

**ONGOING GROWTH** 

**INVESTMENTS** 

**ROLLING OUT** 

**IMPACTFUL** 

IDENTIFYING **INNOVATIONS** 

SALES SHARE >50%

**VERY STRONG ORGANIC SALES GROWTH AND POSITIVE VOLUMES** OF TOP 10 BRANDS IN FY 2024

#### **DOUBLE-DIGIT OSG CONTRIBUTION FROM**









Selective innovation examples



**RELEVANT** 

**CONSUMER NEEDS** 



#### **SUSTAINABILITY**

Empowering consumers to make sustainable choices in their daily lives



#### **HEALTH & WELLBEING**

Promoting products for a healthier, balanced lifestyle

# CREATING CONSUMER CENTRIC INNOVATIONS BASED ON GLOBAL TRENDS



#### **PREMIUMIZATION**

Elevating consumer experiences with superior products through our brands



#### **DIGITALIZATION**

Enhancing the consumer experience through innovative digital tools



#### **CONVENIENCE**

Simplifying daily tasks with personalized, easy-to-use, effective solutions





# Best-in-class Bioscience exclusive enzymes, microbiology and early pioneers for peptides



**30 years**Experience in Enzyme Engineering

# LEVERAGING TECHNOLOGY LEADERSHIP





Al based performance modeling 720 Mio laundry stain tests digitalized/automated



Pioneering
Hair Bonding
Technology with firstproven covalent bonding
chemistry. Supported by 6
Eternalock leading patents



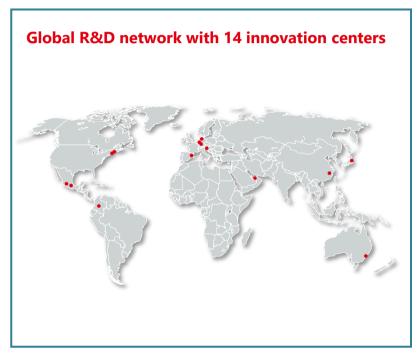
## UNDERPINNED BY GLOBAL R&D NETWORK

~1,000
Researchers

**~€280m**R&D
spend

~50% Innovation rate<sup>1</sup>

>300
Open Inno.
Projects





## LEVERAGING OUR TECHNOLOGY EXPERTISE ACROSS OUR GLOBAL CATEGORIES

**Strong R&D synergies** due to technological similarities of global Hair and Laundry categories – **superior technologies and impactful innovation** addressing relevant consumer needs and fueling **above-average growth of top 10 brands** 



**OPERATIONS** 

<sup>1</sup> per ton of product vs. 2010

100% CO<sub>2</sub> reduction<sup>1</sup> in 2030

HCB 2024: Leading in the industry with 80% reduction

got2b. you want2b



## SUSTAINABILITY **AS PART OF OUR DNA**

Key achievements and ambitions

PACKAGING

100% Recyclable Packaging Design by 2025

HCB 2024: >91%



#### **CONSUMER EMPOWERMENT**

Persil ensures deep clean already starting from 20°C enabling our consumers to wash at cold temperatures.

Saving up to 70% of energy<sup>2</sup>

<sup>2</sup> compared to 60°C

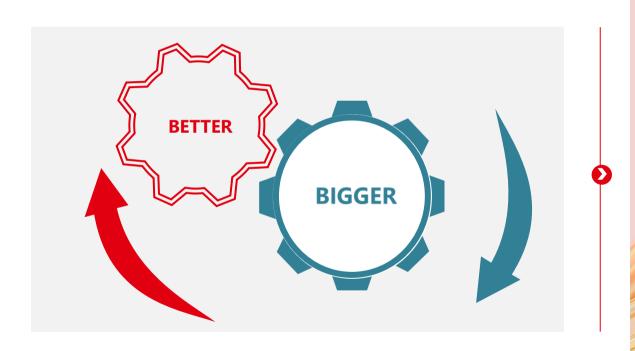




# **CONSUMER BRANDS**BETTER AND BIGGER AS THE KEY FOR SUCCESS



# DRIVING **BETTER AND BIGGER**AS THE KEY FOR SUCCESS IN HCB





# **FOCUSED BUSINESS PORTFOLIO**ACTIVELY SHAPING THE PORTFOLIO

#### **DIVESTMENTS & DISCONTINUATIONS** ORAL CARE AIR FRESHENERS DIADERMINE Theramed SKIN CARE SOAP1 Neutro med renuzit SFI FCTFD BRAND FXITS RETAILER BRANDS Vademecum NORTH AMERICA **PORTFOLIO MEASURES** OF SLIGHTLY ABOVE 1BN€ SUCCESSFULLY COMPLETED <sup>1</sup> In most countries **EXIT**



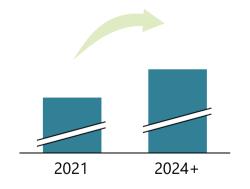


# FOCUSED BUSINESS PORTFOLIO ALLOWS US TO DRIVE VALUE IN OUR BRANDS

#### Strengthening brands powered by innovation and marketing support

Increased media investments driving brand equity

Media investments in €m (indicative)

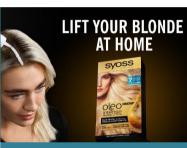


#### Examples



#### TAFT

Re-igniting Styling category with strong relaunch



#### **PERWOLL**

Gaining appeal as main premium brand in Fabric Care and geographical expansion





#### **SYOSS**

Leveraging differentiation for growth



# SELECTED EXAMPLES

## WITH CONSUMER PREFERRED PRODUCTS DRIVING CONSUMER RELEVANT TRENDS





Empowering consumers to make more sustainable choices in their daily routines



Promoting products that support a healthier and balanced lifestyle



Simplifying daily tasks with personalized, easyto-use, effective solutions



Enhancing the consumer experience through innovative digital tools



Elevating consumer experiences with superior products through our brands

More concentrated formulas, recycled and recyclable plastic packaging and coldwater wash solutions

Easing consumer concerns with advanced formulas for sensitive skin and safe, hygienic cleaning products and reducing the impact of fast fashion

Laundry capsules, allin-one cleaners, and customized hair routines

Al-driven product testing, virtual hair coloration try-on, and smart home-enabled cleaning solutions

Creating value in our categories by enhancing our formulas and driving market growth



# WITH CONSUMER PREFERRED PRODUCTS LAUNDRY CARE: DRIVING SELECTIVE STRATEGIC GROWTH

# In La futu stra Bran drive

#### LAUNDRY CARE

In Laundry Care, we want to strategically lead the future of Laundry by focusing on **selective**, **strategic growth** in key categories and Power Brands, leveraging **technology leadership** to drive differentiation and value

We are #2 in active markets with ~60 leading country/category positions<sup>1</sup>

We built a legacy of **iconic brands** like Persil, complemented by distinct equities such as All and Perwoll, proving our strength to sustainably lead with consumer-centric innovations

We are **expanding our global footprint** with strategic rollouts





## With consumer preferred products

# WITH CONSUMER PREFERRED PRODUCTS

## LAUNDRY CARE: ICONIC BRANDS WITH DISTINCTIVE EQUITIES











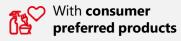






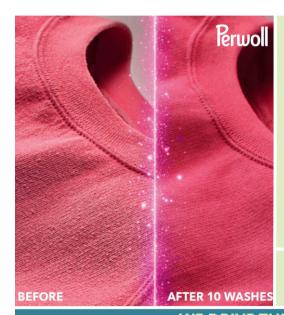






## WITH CONSUMER PREFERRED PRODUCTS

## FABRIC CARE: GROWING THE CATEGORY FOR A BETTER FUTURE



**Perwoll's best-in-class unique formula** extends garment life with triple renew benefits:

- **Fiber renew**: Superior pilling removal that make clothes look like new
- Color renew: New enzyme removes grey haze, making colors shine again
- Freshness: Advanced malodor removal

with a **balanced footprint**: 50% recycled plastic and a fully recyclable bottle

Present in ~40 countries with recent expansion in South Korea and new launch in UK and Ireland

# #RethinkFashion Perwoll

Committed to **sustainable fashion**, addressing the 60% of new clothes discarded within a year<sup>1</sup>, leading

- #RethinkFashion movement
- #NoNewClothes Challenge



We drive sustainability

#### WE DRIVE THE CATEGORY GROWTH

leading global brand in the fastest-growing category<sup>2</sup> with double-digit organic sales growth



Source: Electrolux, 2017 'Don't overwash'

<sup>&</sup>lt;sup>2</sup> HCB active categories.



# WITH CONSUMER PREFERRED PRODUCTS

## FABRIC CLEANING: ALL #1 SENSITIVE SKIN DETERGENT BRAND





- #1 Doctor recommended brand for Sensitive Skin<sup>2</sup>
- Marketing program reaches
   ~95% of dermatologists in
   the U.S.
- Significant increase in media vs 2021

Source: Circana POS data through Dec 8, 2024

#### **#1** IN SENSITIVE SKIN SEGMENT<sup>1</sup>

Market share increase of +140 bps YTD vs. 2021 within Fabric Cleaning segment



We support health & wellbeing



<sup>1</sup> in active market

by dermatologists, allergists and pediatricians.



# WITH CONSUMER PREFERRED PRODUCTS HOME CARE: LEADING WITH STRONG BRANDS



#### **HOME CARE**

We drive market leadership combining strategic investments with advanced technologies to set industry standards and lead the market

**#1** in active markets leading in more than 70% of our country / category positions<sup>1</sup>

Building **strong brands** – we transform Home Care with innovations from brands like **Somat** and **Bref** – **establishing new standards** in dishwashing and toilet care

<sup>1</sup> #1 and #2 market positions, based on trade panel data from Nielsen / Circana and Kline.





## With consumer preferred products

## WITH CONSUMER PREFERRED PRODUCTS

## HOME CARE: ICONIC BRANDS THAT MEET EVERY HOME NEED











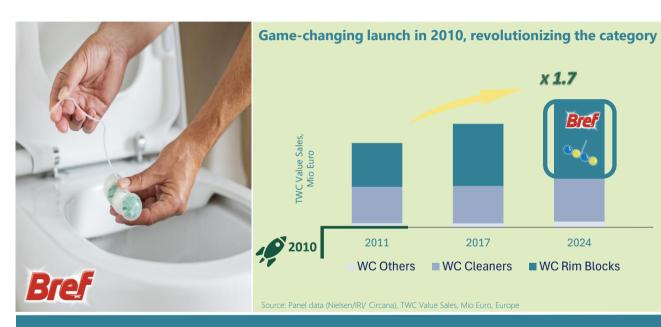




## With consumer preferred products

# WITH CONSUMER PREFERRED PRODUCTS

## TOILET CARE: PIONEERING AND EXPANDING THE CATEGORY



- Increasing market penetration
- Boosting consumer annual spend by x2.7¹
- Bringing meaningful innovation to the market

 $^{\rm 1}\,\text{Source};\,\text{Gfk Panel Data}$  , Germany, MAT 2024

BREF FURTHER EXPANDING #1 POSITION in active markets with a double-digit organic sales growth in 2024, driving category penetration gains



We drive **premiumization** 



### With consumer preferred products

# WITH CONSUMER PREFERRED PRODUCTS AUTOMATIC DISHWASHING: ACCELERATING GROWTH



**Redefining dishwashing performance** with state-of-the-art technology:

- Exclusive technology for extra-performance on burnt-in stains
- Upgrading consumers to premium caps for perfect results in an efficient way



We **relieve consumers** from any **dishwashing burdens** while reducing environmental impact:

- Effective at low temperatures to save energy, water, CO<sub>2</sub> and money
- Better formulas for perfect results, minimizing personal effort and resource usage

#### **DRIVING CATEGORY GROWTH**

with very strong organic sales growth over the past 5 years



We drive convenience





### WITH CONSUMER PREFERRED PRODUCTS

### HAIR: LEVERAGING EXPERTISE IN CONSUMER & PROFESSIONAL



#### HAIR

In Hair, we win in the market by leveraging our **expertise across Professional and Consumer**. Our strategy focuses on brand distinctiveness, premiumization and high-performance technologies.

We compete in all key hair categories - Coloration, Styling, and Care- and hold leading positions in ~60% of our country/category markets.<sup>1</sup>

We leverage our megabrand Schwarzkopf with the ambition to become **the authority in Hair**, being by the side of consumers and professionals.





### With consumer preferred products

# WITH CONSUMER PREFERRED PRODUCTS LEVERAGING SCHWARZKOPF MASTERBRAND

### The power of Schwarzkopf Masterbrand

**125** years of experience, **90** trainings centers, 5 global hubs, network of **500,000+** hairdressers, **2.1** million consumers per day







Accelerating our professional as well as our consumer business:

- Cutting-edge technologies
- Hair knowledge transfer
- Be wherever our consumers are: across price tiers, geographies, channels and categories

#### THE AUTHORITY IN HAIR

Schwarzkopf as #1 umbrella brand with >€1bn sales



We drive **premiumization** 





## WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: WINNING COLORATION









### With consumer preferred products

## WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: WINNING COLORATION



Driving the **leadership** in the category and answering to **changing habits** that disrupt the market

i.e Schwarzkopf Brillance **Glossing** Untapping a **new coloration category, boosting consumer recruitment** -40% of buyers are newand **increasing buying** frequency -5.8x vs 4.1x regular coloration-





No. 1 brand in Coloration

More than **45 years** expertise and global **presence in 70+ countries** 

All time high Market Share in 2024

Driving **digitalization with the virtual hair color try-on**to help users find their perfect
shade



We drive digitalization

#### WE LEAD COLORATION WITH TOP BRANDS

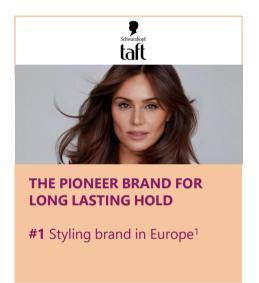
Brillance Strongest growing brand in Germany in value sales PALETTE #1 color brand, selling 4 units every second



Source glossing data: Panel data (Nielsen/ICircana), Coloration Level 1 Value Sales, Brillance shares, K Euro, DE; Gfk Panel Data, 01.09.22-31.12.24

# WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: LEADING STYLING

























### With consumer preferred products

## WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: LEADING STYLING





#1 GLOBALLY IN ACTIVE MARKETS

Taft #1 styling brand in Europe with double-digit organic sales growth



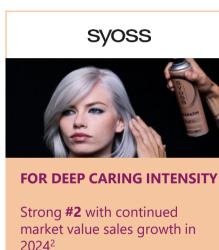
We drive **premiumization** 



# WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: ACCELERATING CARE





















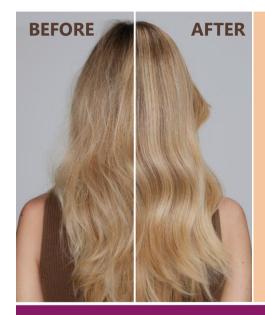






# WITH CONSUMER PREFERRED PRODUCTS HAIR POWERHOUSE: ACCELERATING CARE





We develop **premium innovations in Schwarzkopf** powered by **cutting edge technologies** that improve hair health inside and out.

### HAPTIQ

- Inner Action: Repairs hair from within with micro-bonds
- Outer Action: Protects hair with a damage-resistant layer

We leverage this technology across Schwarzkopf consumer categories

### Schwarzkopf Night elixir: Revolutionary overnight hair repair

**Proven success** with 82% new users and expanding to 6 new countries

**Sustainability** in the core with 97% recycled plastic bottle with fully recyclable packaging





We drive **premiumization** 

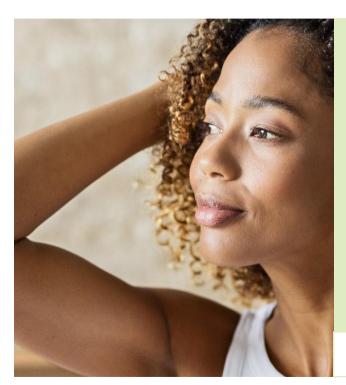
### **CUTTING-EDGE TECHNOLOGIES FOR SUSTAINABLE GROWTH**

Syoss and Gliss with consistent market value sales growth since 2021<sup>1</sup>





# WITH CONSUMER PREFERRED PRODUCTS OTHER CONSUMER BUSINESSES: REGIONAL FOCUS



Active in attractive market segments: Bath & Shower, Deodorants and Soaps

Selected regional presence in **Europe** and **North America** with
top brands **Fa** and **Dial** 









### At optimal costs

## **AT OPTIMAL COSTS**OPTIMIZING THE OVERALL SET-UP





- New organizational set-up globally (incl. reduction by ~2,000 positions)
- Lean and efficient structures to drive overall agility
- Foster entrepreneurial spirit and accelerate cultural transformation



#### **DIGITALIZATION**

- Leveraging digitalization to create attractive touchpoints and increase efficiency
- Integration of AI to optimize customer centricity and marketing activation
- R&D backbone supported by AI to drive purposeful innovations



#### **SUPPLY CHAIN**

- Improve efficiency of own production set up and optimize contract manufacturers network
- Drive commercial integration with optimized logistics capabilities along 1-1-1 approach (one order, one shipment, one invoice)
- Leverage procurement opportunities





## AT OPTIMAL COSTS CONSUMER BRANDS INTEGRATION IN FULL SWING

### **Optimizing organizational set-up and portfolio**

- Organizational set-up concluded in 2024
- Portfolio measures of slightly more than €1bn completed
- €275m net savings realized by end of 2024

### **Driving supply chain optimization**

- "1-1-1 approach" live in all targeted countries
- Complexity reduction of ~23% reached by end of 2024 (target ~25% by end of 2025)
- €150m net savings realized by end of 2024 (€250m target to be reached by end of 2025)

Targeted savings of €525m expected to be already reached by end of FY 2025<sup>1</sup>



# **POWERED BY CUSTOMER EXCELLENCE**WITH A DIVERSIFIED GO-TO-MARKET SETUP















# As ONE HCB consumer platform, we are a strong partner

- One face to our customers
- One Team: Faster, simpler, leaner
- Increased logistical and operational efficiency (1-1-1)
- Among TOP 5 FMCG players<sup>1</sup> in Europe



# **CONSUMER BRANDS**POISED FOR PROFITABLE GROWTH

### MID-TERM FINANCIAL AMBITION

3-4 %

ORGANIC SALES GROWTH

**MID-TEENS** %

ADJ. EBIT MARGIN

- #2 player across our active markets globally, with leading positions in attractive consumer categories
- Driving portfolio valorization with iconic brands & impactful innovations
- Building on strong R&D expertise as technology leader and digital and sustainability capabilities
- Shaping relevant market trends by leveraging deep consumer insights
- Executing business transformation to fuel growth and enhance profitability





AT A GLANCE: REASONS TO INVEST

HENKEL GROUP

ADHESIVE TECHNOLOGIES

CONSUMER BRANDS





Early mover with long-term strategy and solid corporate governance



2030+ Sustainability Ambition Framework firmly embedded –

driving transformational change in our business, value chains and markets

# **SUSTAINABILITY**DRIVING PROGRESS ALONG THE VALUE CHAIN

Sustainability at the core of our corporate strategy and company purpose



>30 years of continuous Sustainability Reporting





### 2030+ SUSTAINABILITY AMBITION FRAMEWORK



#### **OUR SCIENCE-BASED NET-ZERO TARGETS**





#### **NEAR-TERM TARGETS by 2030**

- Reduction of absolute scope 1 and 2 GHG emissions by 42% from a 2021 base year.\*
- Reduction of absolute scope 3 GHG emissions by 30% from a 2021 base year.

#### **NET-ZERO TARGET by 2045**

 Reduction of absolute scope 1, 2 & 3 GHG emissions by 90% from a 2021 base year.\*



# TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS



### STRIVE TO ACHIEVE A CIRCULAR AND NET-ZERO FUTURE



#### **CIRCULARITY**

**89%** of packaging is **designed for recycling** (target: 100% by 2025)



#### **NATURE**

97% of palm-based ingredients come from certified sustainable supply (ambition: 100%)





#### **CLIMATE**

Increased the energy purchased from **renewable sources** to **47%** 



# TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS



### **CONTRIBUTE TO PEOPLE BEING ABLE TO LEAD A BETTER LIFE**





#### **EQUITY**

**42% share of women** across management levels (ambition: 50% by 2025)

#### WELLBEING

+47% safer per million hours worked (target: +60% by 2025)





### **EDUCATION**

>39,700 farmers reached and trained through improved livelihoods and forest protection projects



### TOWARDS **ACHIEVING OUR AMBITIONS** – RECENT PROOFPOINTS



### DRIVE PERFORMANCE WITH INTEGRITY



#### **TRANSPARENCY**

Continuous participation in key disclosures such as MSCI, ISS and Sustainalytics



#### **COLLABORATION**

Founding member of industry initiative Together for Sustainability (TfS) - driving sustainability in the chemical sector's supply chains





**PERFORMANCE** 

>99% of annual sales covered by product lifecycle appraisals



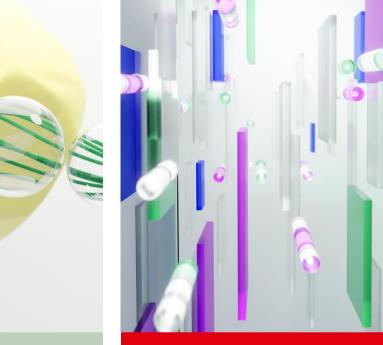
- Strong track record and profound competencies in sustainability management
- Sustainability integral part of company strategy and purpose
- Comprehensive 2030+ Sustainability Ambition Framework addressing relevant challenges and opportunities
- Distinct implementation across business units to drive competitive advantage – leveraging role as "enabler" in Adhesive Technologies and shaping relevant trends in Consumer Brands
- Deep commitment and excellent performance in sustainability confirmed in numerous independent sustainability ratings
- Clear contribution to value creation and competitiveness



CORPORATE GOVERNANCE

AT HENKEL





AT A GLANCE: **REASONS TO INVEST** 

HENKEL GROUP

**ADHESIVE TECHNOLOGIES** 

**CONSUMER BRANDS** 

ESG

### **INVESTOR RELATIONS** CONTACT



### INVESTOR RELATIONS **TEAM**



Leslie Iltgen Head of **Investor Relations** 



**Dr. Dennis Starke** Senior Manager **Investor Relations** 



Dr. Sascha Kieback Senior Manager Investor Relations



Larissa Spilke Senior Manager Investor Relations

Henkel AG & Co. KGaA Henkelstraße 67 40589 Düsseldorf Germany

**Phone:** +49 211 797 3937

Email: info.ir@henkel.com



**Jana Siam** Junior Manager **Investor Relations** 



Andrea Haschke **Specialist Investor Relations** 



Ines Göldner **Team Assistant Investor Relations** 





FIND OUT MORE ON HENKEL.COM/IR