

# Rebounding volumes in a challenging environment

Roadshow presentation





- **Covestro investment highlights**
- Group financials Q2'24
- Segment overview
- Background information

## Covestro is diversified across geographies and end-markets



Key performance indicators and sales split



Sales 2023



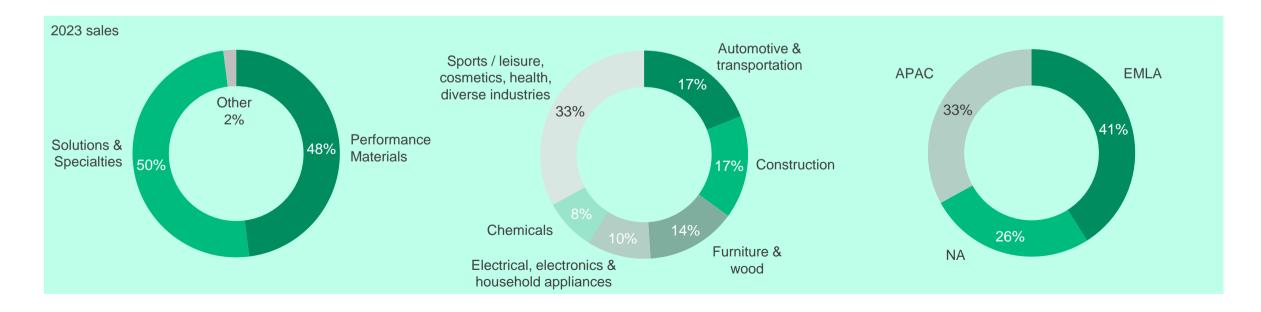
EBITDA 2023



FOCF 2023



ROCE above WACC 2023

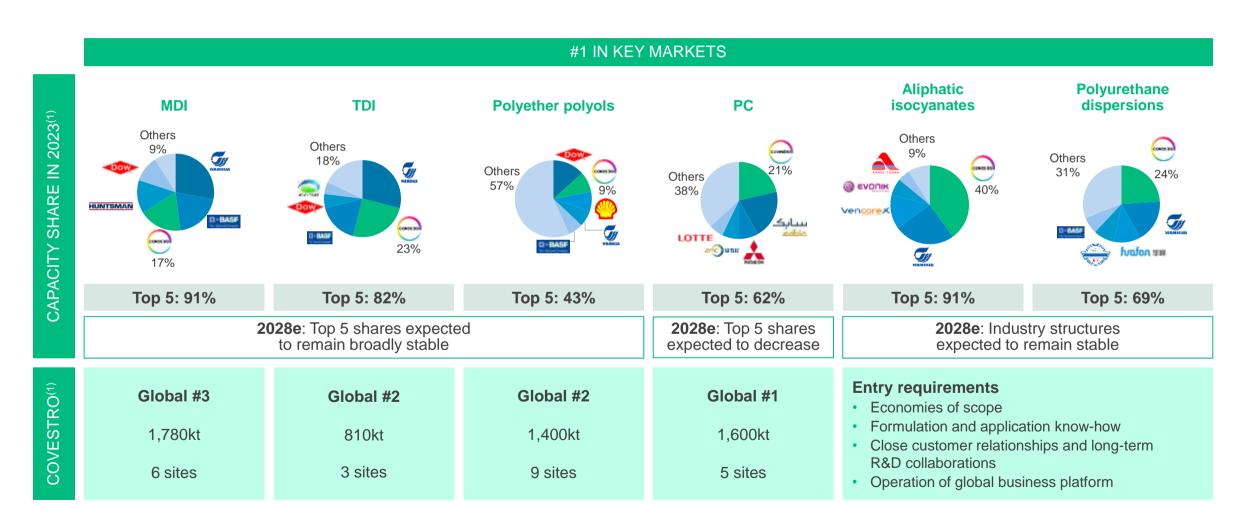


## Covestro is a global leader across its entire portfolio

Notes: Source:







## Our strategy – setting the path for tomorrow





## BECOME THE BEST OF WHO WE ARE

Transform the company to exploit its full potential



## DRIVE SUSTAINABLE GROWTH

Address sustainability in a profitable way

**ADVANCE DIGITALIZATION** 

## EXPAND 'WE ARE 1' CULTURE

#### MILESTONE

STRONG transformation launched

#### **MILESTONE**

Integration of RFM accomplished



## BECOME FULLY CIRCULAR



Accelerate the transition to a fossil-free economy

#### **MILESTONE**

Target climate neutrality in 2035 for Scope 1 & 2 / in 2050 for scope 3

## Climate neutrality with existing technologies and assets

## Covestro greenhouse gas emissions





#### **EXISTING OPTIONS AND CURRENT LIMITATIONS TO REDUCE GHG EMISSIONS**

Selective examples only



Various alternative feedstock

Limitations: available capacities



Low-emission mobility

Limitations: available infrastructure



Low-emission technology

Limitations: available infrastructure



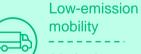
Renewable energies

Limitations: available capacities



Low-emission technologies

Limitations: investments and installations



Limitations: available infrastructure



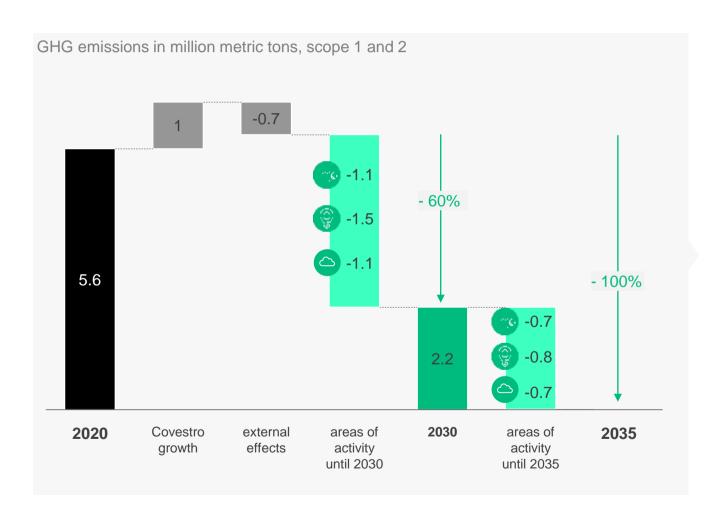
Circular end-of-life solutions

Limitations: readiness of technologies

## Sustainable manufacturing and renewable energy to lead path



## Climate neutrality target for GHG emissions scope 1 and 2



#### EMISSION REDUCTION MEASURES

- Three main levers make a vital contribution to reduce GHG emissions:
  - More sustainable manufacturing (scope 1 and 2)
  - Renewable electricity (scope 2)
  - Renewable steam (scope 2)
- Net external effects comprise known future changes in the energy mix of public grids (e.g. nuclear exit in Germany and Belgium) and in public energy allocation schemes (e.g. EEG in Germany)
- Roadmap for 2030 interim target based on identified 'lighthouse projects'
- Further roadmap until 2035 climate neutrality target in preparation based on similar key measures; no negative impact from business growth as future growth investment are required to support climate neutral growth latest by 2030

## Numerous measures effectively reduce GHG emissions

## Climate neutrality target for GHG emissions scope 1 and 2





#### MORE SUSTAINABLE MANUFACTURING



Reducing nitrous oxide emissions by installation of highly efficient catalysts



Optimizing production processes to increase energy efficiency



Employing digital technologies for efficient production control



#### RENEWABLE ELECTRICITY



EMLA<sup>(1)</sup>: Solar&wind electricity PPA's with ENGIE for 60% of site's power in Antwerp, with Ørsted for 10% of sites' electricity in Germany and with BP for 30% of Spanish operations



NA: Virtual PPA with Ørsted for solar electricity starting late 2024 for 12% of Baytown's electricity



APAC: Solar&wind electricity, PPAs for ~45% of Shanghai site electricity with Datang Power & CGN New Energy



#### **RENEWABLE STEAM**



Converting steam generation from fossil to renewable energy sources



Develop options to electrify steam generation based on renewable energies



Develop options to use e.g. biogas or green hydrogen as energy source to generate steam

## Continuously improving global renewable electricity footprint



## Additional PPAs becoming active towards end 2024

#### MILESTONES TO RENEWABLE ELECTROITY SUPPLY



PPAs with BP, Engie and Ørsted for 650 GWh solar and wind energy:





of Spanish sites as of 2024



PPAs with CGN and Datang for 400 GWh solar and wind energy:

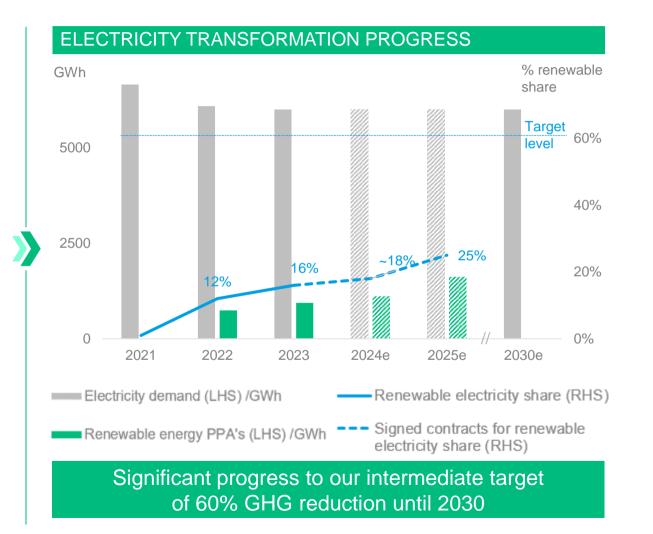
45% of electricity for Shanghai site since 2023



Virtual PPA with Ørsted for 200 GWh solar power:

12% of electricity for Baytown site since 2023

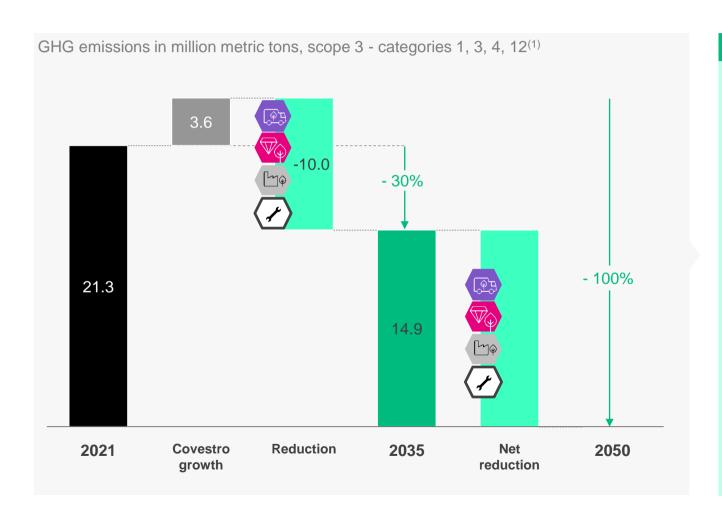
Starting global coverage of renewable PPA's



## Target reduction of 10m tons GHG until 2035 and net-zero until 2050



## Climate neutrality target for GHG emissions scope 3



#### **EMISSION REDUCTION MEASURES**

 Four main levers make a vital contribution to reduce scope 3 GHG emissions:



Supplier scope 1&2 reduction



Advancing MAKE projects



Profitable sales of products based on alternative raw materials



Other measures

- Contribution of different levers can vary depending on technical realization of MAKE projects
- Scope 3 emissions represent ~80% of Covestro's 2023 greenhouse gas emissions
- Strict commitment to net-zero underlines consistent implementation of the green transformation
- Net-zero 2050 target in line with SBTi and 1.5° goal

Upstream transportation (category 3.4)

## Strategic levers supporting transformation towards climate neutrality

# covestro

## Target for GHG emissions scope 3

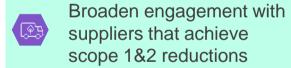


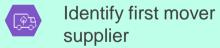






#### **FOCUS ON SUPPLIERS**





Develop strategy on CO<sub>2</sub> reduced top raw materials

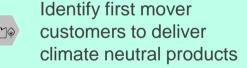
#### **ADVANCING MAKE PROJECTS**

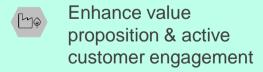




Execute investments according to strategy-based asset planning

#### **FOCUS ON CUSTOMERS**

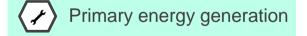




Secure access to strategic waste feedstock

#### OTHER MEASURES





//> Increased recycling quota

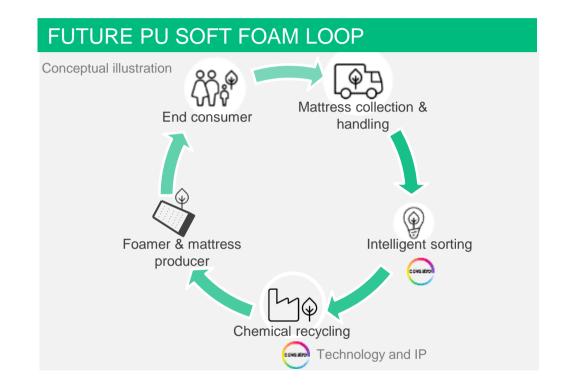
## Re-shaping the PU value chain for soft foams into a closed loop



## Innovative recycling / joint solutions

#### **COVESTRO TECHNOLOGY**

- Chemical recycling of polyurethane (PU) mattress foams
- Proprietary process for recycling both PU components polyol and TDA, enabling 100% recycling of these components for soft foam
- New brand label to support our customers to guicky identify circular solutions - Evocycle® CQ Mattress (circular intelligence)
- Significant improvement of CO2 footprint compared to fossil route (lifecycle assessment), meeting high customer and consumer demand
- Intelligent sorting solution to efficiently separate different PU foams from post-consumer mattresses



#### Timeline:







écomobilier



2025

Pyp **Technology** 

2030s

industrialization(\*)

**Pilot Plant** 

Cooperation on innovative recycling of plastic waste

Lab-scale customer samples(\*)

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**Technology** 

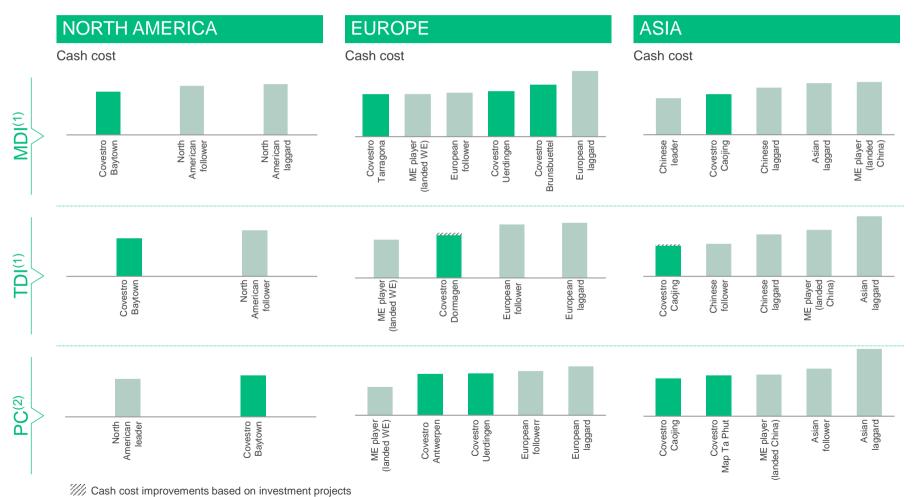
optimization

2021

## Leading cost positions across markets and regions

## Covestro cash cost positions





Notes:

- Covestro MDI is one of the low-cost producers with cost advantage of ~30% versus the average of 5 least competitive plants. Investment in Tarragona plant significantly improved cost position.
- Covestro TDI is the global cost leader with cost advantage of ~35% versus the average of 5 least competitive plants
- Covestro Polycarbonates is one of the cost leaders with cost advantage of ~30% versus the average of 5 least competitive plants

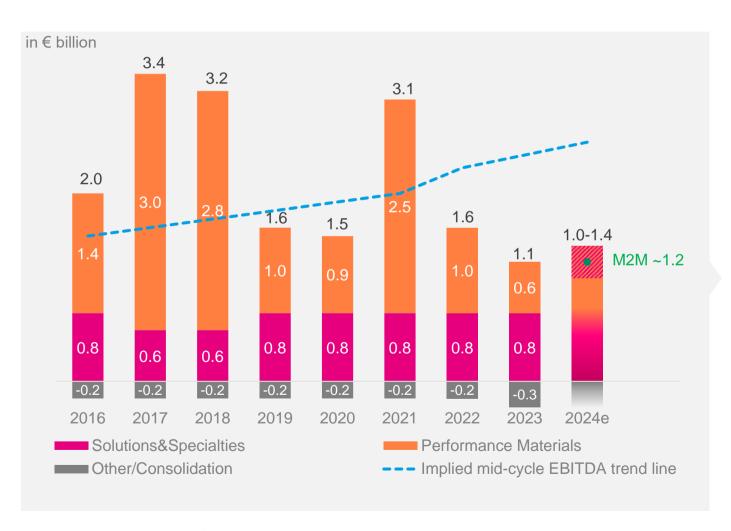
<sup>(1)</sup> Cost of production based on total raw material costs less co-product credits, variable and fixed conversion costs at 100% utilization based on nameplate capacity for FY 2022, including status cash cost improvements based on investment projects as of YE 2023

<sup>(2)</sup> FY 2022 Cash cost ex gate, 70% utilization rate for all plants based on nameplate capacity; integrated players are shown without contribution margins for BPA, phenol, acetone etc.

## FY 2024 EBITDA guidance narrowed

## EBITDA development between 2016 and 2024e





#### **HIGHLIGHTS**

#### EBITDA guidance FY 2024:

Narrowed between €1.0 and 1.4bn

#### Mark-to-market (M2M):

 Mark-to-market (M2M) EBITDA for FY 2024 around €1.2bn; theoretical calculation based on June 2024 margins flat forward and forecast assumptions for 2024

#### Mid-cycle EBITDA:

- Mid-cycle definition: Respective year's EBITDA performance under average market conditions
- Mid-cycle EBITDA expected to yearly increase based on capacity additions

#### Global demand outlook 2024:

- Unchanged outlook for global GDP and most of Covestro's key customer industries
- Stronger outlook for electro and appliances

## FY 2024 guidance narrowed

## Full year guidance 2024



	FY 2023	GUIDANCE FY 2024 as of February 29	GUIDANCE FY 2024 as of July 30			
EBITDA	€1,080m	€1,000 to 1,600m	€1,000 to 1,400m			
FOCF	€232m	€0 to 300m	€-100 to 100m			
ROCE above WACC <sup>(1)</sup>	-6.1pp	-7 to -2pp	-7 to -4pp			
GHG emissions (scope 1&2)	4.9m tons	4.4 to 5.0m tons	4.4 to 5.0m tons			
Additional financial expectations						
Sales	€14.4bn	€14.0 to 15.0bn	€14.0 to 15.0bn			
EBITDA Q3	€277m	-	€250 to 350m			
D&A	€894m	~€850m	~€850m			
Financial result	€-113m	€-120 to -160m	€-120 to -160m			
Income tax	€275m	€250 to 350m	€250 to 350m			
Capex <sup>(2)</sup>	€765m	~€800m	~€800m			

#### **HIGHLIGHTS**

#### 2024 FX sensitivity

- 1pp change equals
  - +/- €10m for CNY/EUR (basis 7.85)
  - +/- €5m for USD/EUR (basis 1.10)

#### FOCF range

 Smaller range compared to EBITDA due to counterbalancing working capital effects

#### **GHG** emissions

 GHG range mainly driven by expected increase in production volumes offset by EEG exit in Germany

#### Income tax

- Income tax driven by unfavorable geographical earnings mix (nondeductible losses in Germany)
- Long-term tax rate estimated between 24-26%<sup>(3)</sup>

<sup>(2)</sup> Cash-relevant capex (3) Covestro estimate

## Relevant improvement of demand from electro industry

# Global demand development



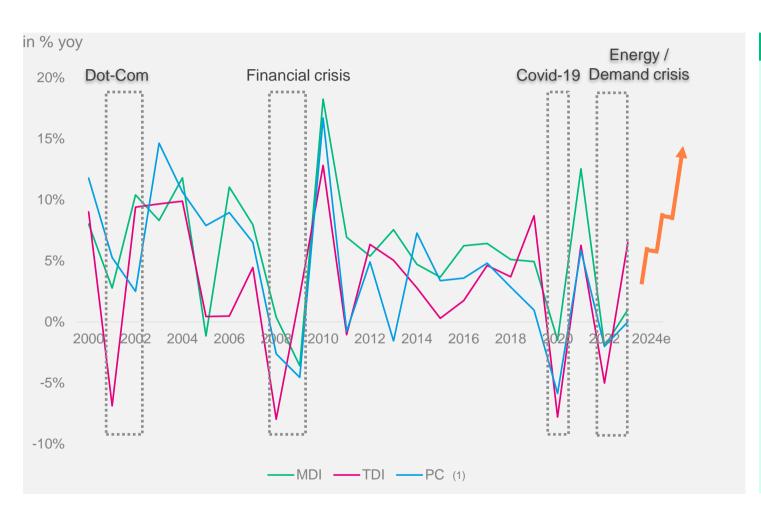
KEY CUSTOMER INDUSTRIES		2023 Y/Y	2024 Y/Y <sup>(1)</sup>	Update 2024e <sup>(2)</sup>
Global GDP		+2.7%	+2.4%	+2.6%
Automotive EV / BEV		+10.3% +29.5%	+0.8% +28.9%	+0.3% +22.6%
Construction Residential		-2.3% -4.1%	-2.5% -5.8%	-2.2% -5.2%
Furniture Soft furniture		-3.7% -3.8%	-0.1% +0.5%	+0.1% +0.5%
Electrical, electronics and household appliances  Appliances	HH	-1.8% +5.9%	+1.5% +1.4%	+3.4% +4.1%

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## Historically, fast market rebound after trough

## MDI, TDI and polycarbonate global demand curves





#### **HIGHLIGHTS**

#### Recovery after recession

- Core products historically recovered quickly from a recession
- Typically, rebounds also partly for the negative growth of the recession
- In 2023, TDI market strongly rebounded despite a continuing weak furniture market due to restocking

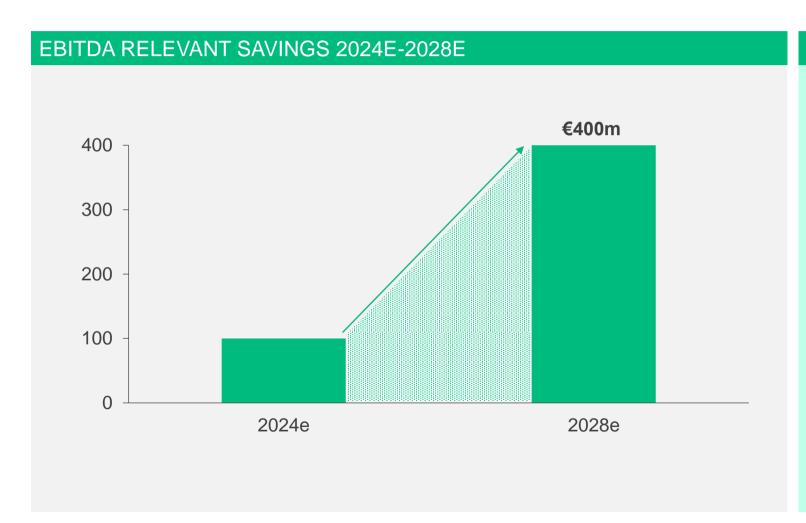
#### Longer term outlook:

- Over the cycle core products follow individual economic trends of their respective industries
- Expected long term average growth rates are 6% for MDI, 3-4% for TDI and 4% for PC
- Growth scenarios remain unchanged for all Covestro core products
- MDI and PC benefit from trend towards more insulation and EV/BEV

## Launched program STRONG to contribute €400m annual savings



## Transformation program STRONG



- Launched program STRONG to shape Covestro for sustained competitiveness
  - Effective structures and efficient processes with strong customer focus
  - Broad introduction of AI solutions
- STRONG to contribute €400m annual savings by 2028 (slightly below 10% of total fixed costs)
- Requires cumulated ~€300m restructuring costs, thereof €23m in H1 2024
- In 2024, EBITDA impact of STRONG assumed slightly positive with savings partially offset by restructuring costs

## Majority of cash allocated to growth

#### Balanced use of cash



#### **CAPEX**



- Covestro's industry and cost leadership make growth investment the most valuecreating use of cash
- Capex above D&A during the next five years
- Maintenance capex to secure safe, reliable and efficient operations

€5.6bn invested in capex

#### **DIVIDEND**



Policy: 35-55% payout of net income

€2.3bn dividends

### PORTFOLIO



- Acquisition of DSM's Resins and Functional Material (RFM) business for EV €1.55bn with attractive high margins (~€0.9bn sales)
- Less attractive low-margin businesses divested (~€0.6bn sales)
- Further pursue options of value enhancing bolt-on acquisition for Solutions & Specialties segment

€1.5bn net investments

#### SHARE CAPITAL



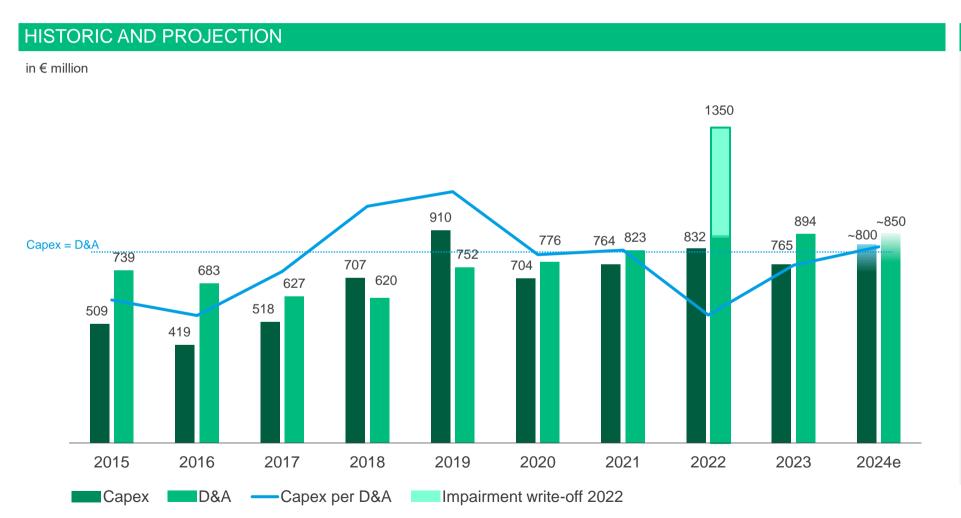
- Share buyback of €1.5bn executed in 2017-2018
- Capital increase of €447m executed in context of RFM acquisition in 2020
- Share buyback of €0.2bn executed in 2022-2023
- Authorization for share buyback program for up to 10% of share capital valid until 2029

€1.3bn share capital reduced

## Significant investments into growth

## Group capex and D&A



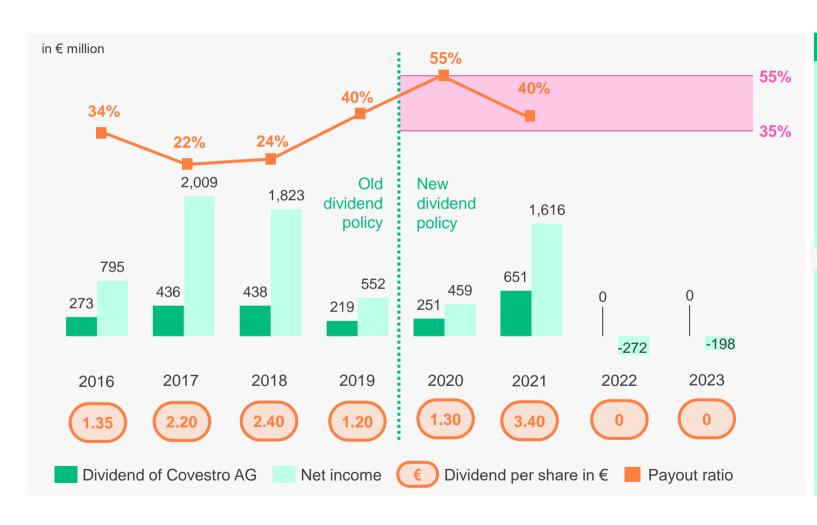


- Growth capex of around €3.0bn from 2015 to 2024e
- D&A 2022 included impairment write-off of €463m
- Maintenance capex around €500m in FY'24e
- Planned investments in Circular Economy projects of almost €1bn between 2021 and 2030

## Dividend based on net income payout ratio

## Dividend development



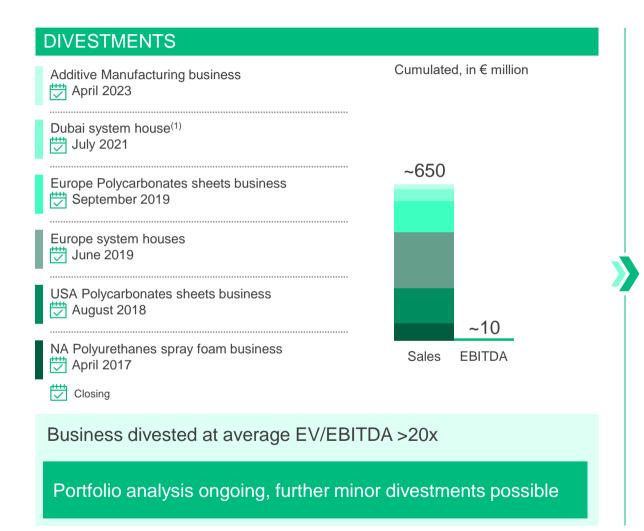


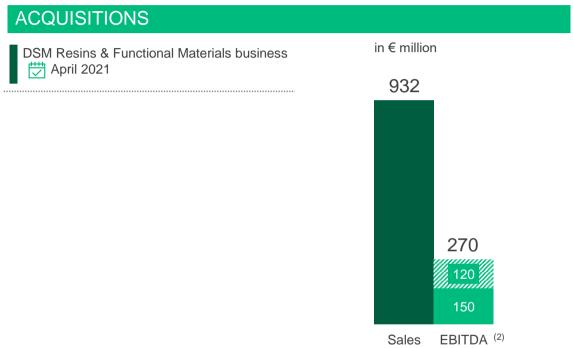
- Net income determining factor for the dividend
- Committed to a payout ratio of 35% to 55%, related to dividend over net income
  - Higher payout intended in years with peak earnings, while ratio towards lower end
  - Lower payout intended in years with trough earnings, while ratio towards upper end
- For FY 2022 and FY 2023, dividend suspension, in line with policy

## Ongoing shift to high-margin business

## Portfolio management







Highly complementary business acquired at EV/EBITDA<sup>(2)</sup> of 6x

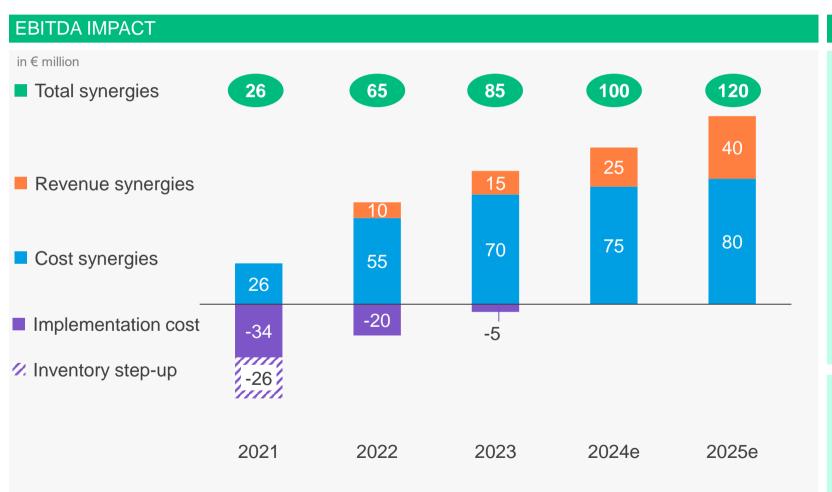
Further pursue value-enhancing bolt-on acquisition options with attractive IRR for Solutions & Specialties segment

Notes:

## Synergies fully confirmed and ahead of plan at lower cost



## RFM synergies and implementation cost



Notes:

#### **HIGHLIGHTS**

#### **SYNERGIES**

- Confirming identified synergies of €120m or 12% of RFM sales
- Positive EBITDA impact of €80m from cost and €40m from revenues
- Initial synergy potentials successfully detailed and validated
- Realization of synergies ahead of initial plan (initially €10m in 2021, 50m€ in 2022, €80m in 2023)
- Implementation cost incl inventory step-up of €85m (initially €140m, reduced from lower severance need)

#### **OPERATIONS**

- RFM operational performance fully in line with expectations
- 94% of new employees feel welcome at Covestro

## Rebounding volumes in a challenging environment







Continued strong volume growth of 9.3%

driven by globally higher demand and improved internal availability



Sales stable at €3.7bn

caused by continued strong volumes increase while lower prices and unfavorable FX



EBITDA Q2 2024 of €320m at mid-point of guidance range

burdened by negative pricing delta



FY 2024 guidance narrowed

with an expected EBITDA of €1.0 to 1.4bn



Transformation program STRONG launched

saving annually €400m by 2028





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## EBITDA down due to negative pricing despite stable sales

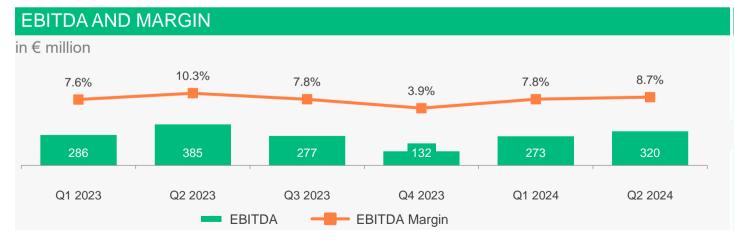


## Group results – Highlights Q2 2024



#### HIGHLIGHTS Q2 2024

- Year-over-year sales flattish (-0.8%) with negative pricing (-9.7%) compensated by positive volume (+9.3%) while negative FX (-0.4%)
- Sequentially, increasing sales development with positive volume and price development; FX also positive



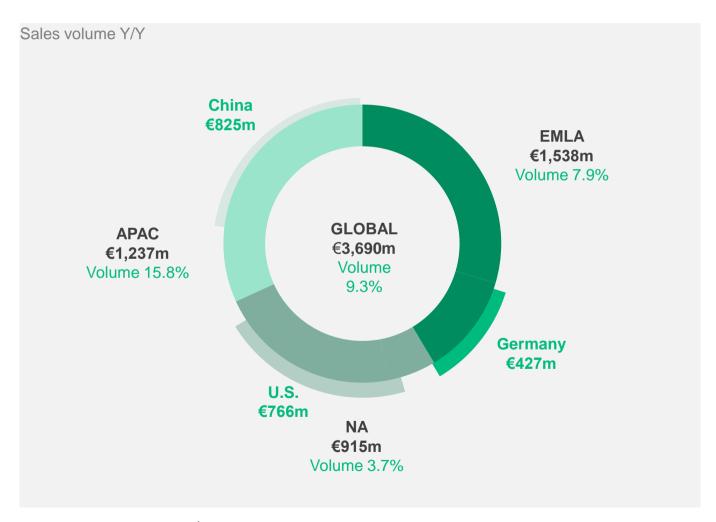
#### HIGHLIGHTS Q2 2024

- Year-over-year, EBITDA declined from negative pricing delta and FX despite positive volume
- Sequentially, earnings increased due to higher volumes and positive pricing delta
- EBITDA margin improved to 8.7% in Q2 2024

## Volumes are rebounding

## Q2 2024 – Regional split



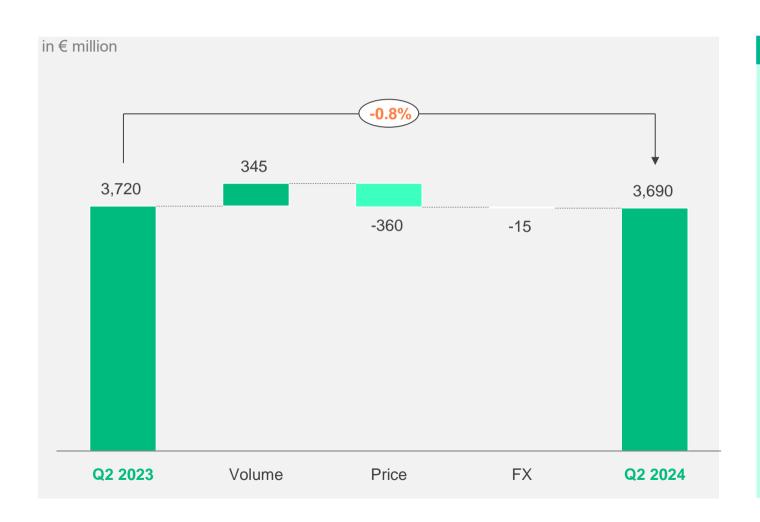


- Solid year-over-year volume development across the industries:
  - Construction low teens % increase
  - Furniture/wood high single-digit % increase
  - Electro high single-digit % increase
  - Auto flattish
- EMLA: Significant increases in construction and furniture/wood while electro and auto with significant decline
- NA: Furniture/wood with significant growth, construction with slight increase while electro flattish and auto with significant decline
- APAC: Electro, construction, auto and furniture/wood all exhibiting significant growth

## Stable sales as volume growth compensates price decline



### Q2 2024 – Sales bridge



#### **HIGHLIGHTS**

#### Volume positive

- Volume increase of 9.3% Y/Y
- Performance Materials with 15.0% Y/Y growth while Solutions & Specialties with 4.8% Y/Y increase

#### Pricing negative

- Pricing affected sales by -9.7%
- Performance Materials with -12.0% Y/Y whereas Solutions & Specialties with -7.7% Y/Y development

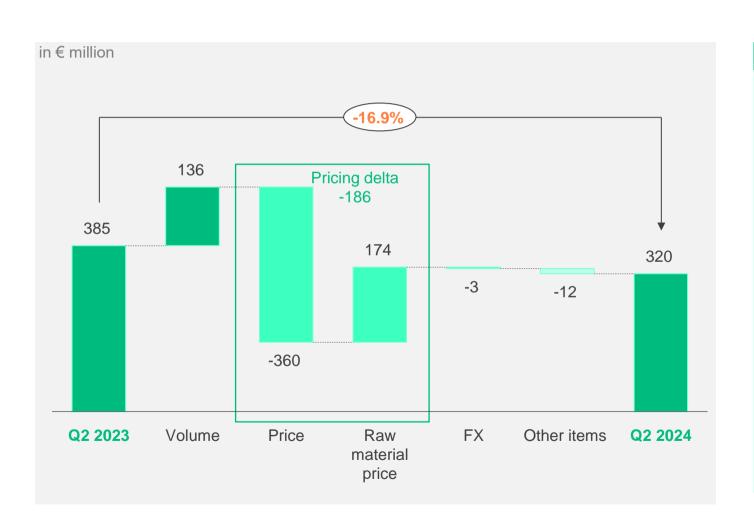
#### FX negative

 FX affected sales by -0.4% Y/Y mainly driven by weaker Chinese Renminbi and Japanese Yen

## EBITDA with positive volume and negative pricing delta



## Q2 2024 – EBITDA bridge



#### **HIGHLIGHTS**

#### Positive volume

- Volume leverage<sup>(1)</sup> of 39%
- Volume leverage below long-term average due to low margins per ton reflecting the stage of the cycle

#### Negative pricing delta

 Negative pricing delta due to unfavorable supplydemand balance

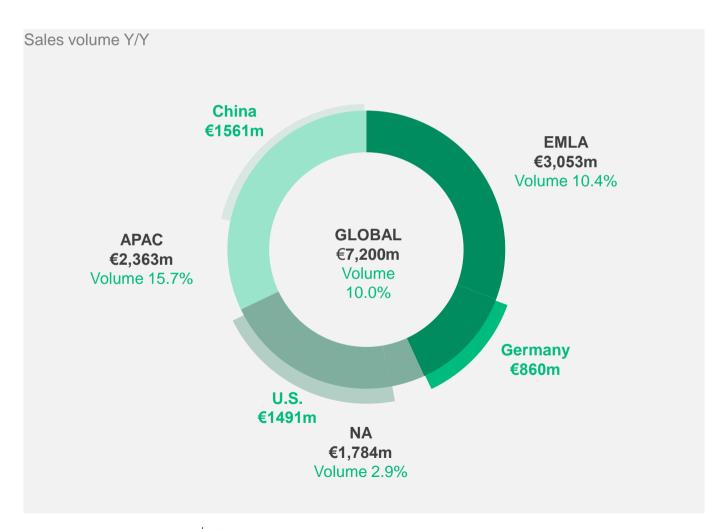
#### Other items

- Benefitted from lower LTI/STI provisions of €26m
- Q2 2024 restructuring cost related to STRONG of €23m in Solutions & Specialties

## Volume recovery primarily in APAC and EMLA

## H1 2024 – Regional split



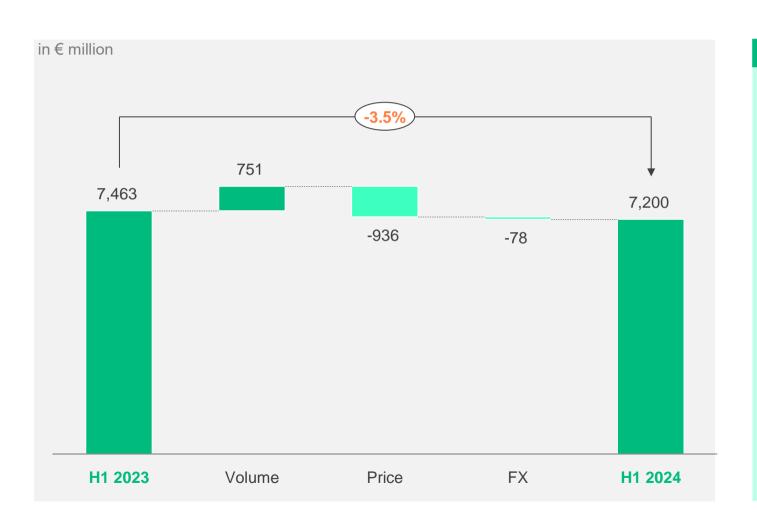


- Year-over-year, positive volume development across all industries:
  - Construction mid-teens % increase
  - Furniture/wood high single-digit % increase
  - Electro high single-digit % increase
  - Auto low single-digit % increase
- EMLA: Construction and furniture/wood with significant increases, while electro flattish and auto with slight decline
- NA: Furniture/wood with significant growth, construction with slight increase while electro flattish and auto with slight decline
- APAC: Construction, electro, auto and furniture/wood all exhibiting significant growth

## Sales down due to lower prices despite strong volume growth



## H1 2024 – Sales bridge



#### **HIGHLIGHTS**

#### Volume positive

- Volume increase of 10.0% Y/Y
- Performance Materials with 16.2% Y/Y growth while Solutions & Specialties with 5.3% Y/Y increase

#### Pricing negative

- Pricing affected sales by -12.5%
- Performance Materials with -16.7% Y/Y whereas Solutions & Specialties with -9.0% Y/Y

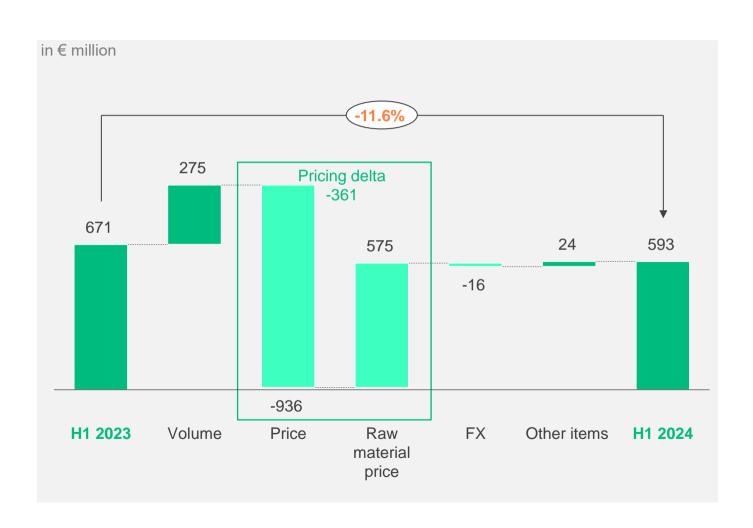
#### FX negative

 FX affected sales by -1.0% Y/Y mainly driven by the weaker Chinese Renminbi and Japanese Yen

## EBITDA declined with negative pricing delta while positive volumes



## H1 2024 – EBITDA bridge



#### **HIGHLIGHTS**

#### Positive volume

- Volume leverage<sup>(1)</sup> of 37%
- Volume leverage below long-term average due to low margins per ton reflecting the stage of the cycle

#### Negative pricing delta

 Negative pricing delta due to unfavorable supplydemand balance

#### Other items

- Benefitted from lower LTI/STI provisions of €31m
- Restructuring cost related to STRONG of €23m in H1 2024

## Seasonally negative FOCF due to bonus payout and lower EBITDA

## Historical FOCF development



#### **HIGHLIGHTS**

- FOCF H1 2024 slightly decreased Y/Y to €-276m (H1 2023: €-149m)
- H1 2024 working capital to sales ratio<sup>(4)</sup> increased to 19.8% (H1 2023: 19.4%), driven by steadily declining sales and higher inventories
- H1 2024 Y/Y capex stable underlining discipline in expenses for investment projects
- Other effects: FY 2023 without any bonus pay out; 50% target achievement in FY 2023 paid out in Q2 2024
- FY 2023 FOCF increase driven by continuous working capital management throughout the year despite declining EBITDA
- Income taxes impacted by geographical earnings mix

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Notes:

<sup>(1)</sup> Working capital includes changes in inventories, trade accounts receivable and trade accounts payable (2) Cash-relevant capex

<sup>(3)</sup> Restated for fiscal year 2019-2020 for the change in presentation for rebates granted to customers, affecting trade and other liabilities

## Negative net income due to unfavorable geographical earnings distribution



#### P&L statement H1 2024

In € million	H1 2023	H1 2024	% of H1'23 SALES	Δ Υ/Υ
Sales	7,463	7,200	100%	-3.5%
EBITDA	671	593	16.9%	-11.6%
D&A excl. impairments	-429	-421	-12.0%	-1.9%
Impairments	-37	-30	-0.9%	-18.9%
EBIT	205	142	4.0%	-30.7%
Financial result	-65	-59	-1.7%	-9.2%
EBT	140	83	2.4%	-40.7%
Income taxes excl. DTA adjustments	-12	-37	-1.1%	208.3%
DTA adjustments	-110	-157	-4.5%	42.7%
Net income <sup>(1)</sup>	20	-107	-3.0%	-635.0%
Earnings per share (in €) <sup>(2)</sup>	0.11	-0.19		-272.7%

#### **HIGHLIGHTS**

#### **Impairments**

 Q2 2024 impairment loss of €21m due to closure of a production site in Augusta, Georgia (USA)

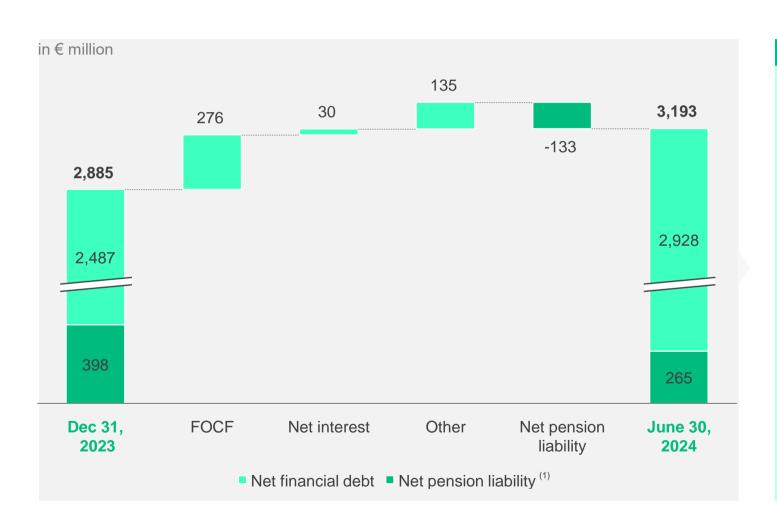
#### Deferred tax assets (DTA)

- Not recognized deferred tax assets on tax loss carryforwards and temporary differences
- DTA adjustments of €157m in H1 2024 mainly due to negative earnings mainly in Germany

## Total net debt seasonally burdened by negative FOCF



June 30, 2024 – Total net debt



- Total net debt to EBITDA ratio<sup>(2)</sup> of 3.2x at the end of H1 2024 compared to 2.7x at the end of Q4 2023
- Increased net debt to FBITDA ratio reflects the cyclical nature of Covestro's business and is expected to be only temporary
- Others mainly driven by lease contracts
- No financial covenants in place
- Committed to a solid investment grade rating; Baa2 with stable outlook confirmed by Moody's in May 2024



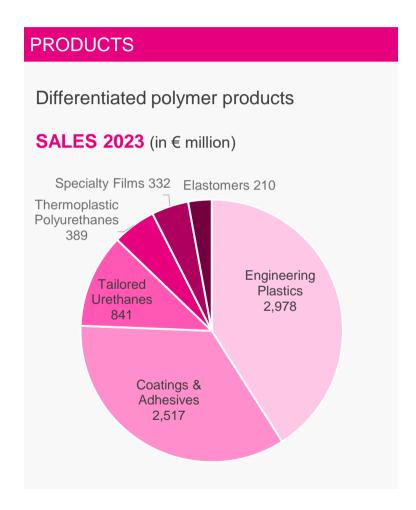


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# Differentiation based on customer proximity and innovation



### Solutions & Specialties



### **SUCCESS FACTORS**

### Implement a pull supply chain

Use deep customer understanding to deliver unique value to customers



### Lead in innovation

Continuously innovate products and applications in order to maximize value proposition to customers



Customer

centricity

for

solutions

and

specialty

### **Manage complexity**

Efficiently steer customers and products at a small scale and balance cost of each solution against value for the customer

### **BENEFITS FOR GROUP**

- Maintain leadership in differentiated niche applications
- Implement growth strategy while building on vision of full circularity
- Improve earnings margin

# Solutions & Specialties – lower EBITDA due to restructuring costs



Segment results – Highlights Q2 2024



### HIGHLIGHTS Q2 2024

- Sales declined by 3.3% Y/Y, mainly driven by lower prices (-7.7%), unfavorable FX (-0.4%) while increasing volumes (4.8%)
- Quarter-over-quarter, strong sales increase in APAC, slight increase in NA while EMLA decreasing due to lower volumes



### HIGHLIGHTS Q2 2024

- Compared to prior year, EBITDA significantly down due to negative pricing delta & restructuring costs while positive volumes
- Quarter-over-quarter, lower EBITDA driven by negative pricing delta and restructuring cost while positive volumes
- EBITDA margin decreased to 9.6% in Q2 2024

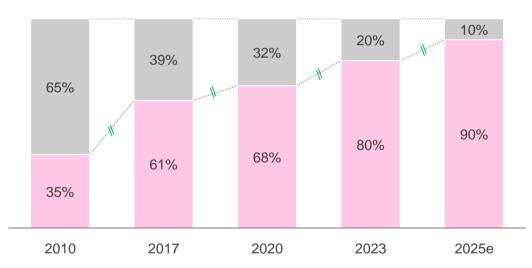
# Continuing shift to differentiated polycarbonate

# Solutions & Specialties: high-growth contributor Engineering Plastics



### POLYCARBONATE 2023 SALES €3.0bn

Covestro polycarbonate volume split by segment



- Differentiated PC, within Solutions & Specialties segment
- Standard polycarbonate (PC), within Performance Materials segment

Refining standard polycarbonate from Performance Materials into differentiated grades in Solutions & Specialties

### ENGINEERING PLASTICS (EP) INDUSTRY +5% CAGR 2023-2028e

### **CUSTOMER INDUSTRIES**



### Auto & transport

EP sales share 2023: 46% CAGR 2023-2028e: 6%



### **Electro**

EP sales share 2023: 42% CAGR 2023-2028e: 4%



### Healthcare

EP sales share 2023: 9% CAGR 2023-2028e: 8%

### **GROWTH DRIVERS**

- Global trends towards BEV boost total LV production
- Number of produced BEV expected to grow strongly, with higher PC content per unit compared to conventional LV
- Strong demand in communication infrastructure, audio, LED, power supply and small appliances
- New opportunities from 5G, intelligent connectivity and electrical integration
- Aging population with increasing healthcare access in emerging markets
- Trend towards home healthcare devices and wearable monitor devices

Continuously strong demand for differentiated polycarbonate grades across several customer industries

# Doubling sales by 2025

# Solutions & Specialties: high-growth contributor Specialty Films



### SPECIALTY FILMS

Total Sales 2023 €332m CAGR 2023-2028e ~13%



**TARGET** 

 Doubling sales by 2025e versus Sales 2020 of €240m



**APPROACH** 

- Elevating market share from differentiation via quality and service with customer-tailored applications
- Strong competitive advantage from technical expertise and filled innovation pipeline
- Excellent customer relationships promoting joint developments with long-term contracts



 Enabling growth with investment of almost €100m between 2023 and 2025e

### **BUILD AGGRESSIVELY MEDICAL BUSINESS**



Making use of IP portfolio to outgrow the industry with more than 20% sales growth per year



### DEVELOP AUGMENTED REALITY BUSINESS

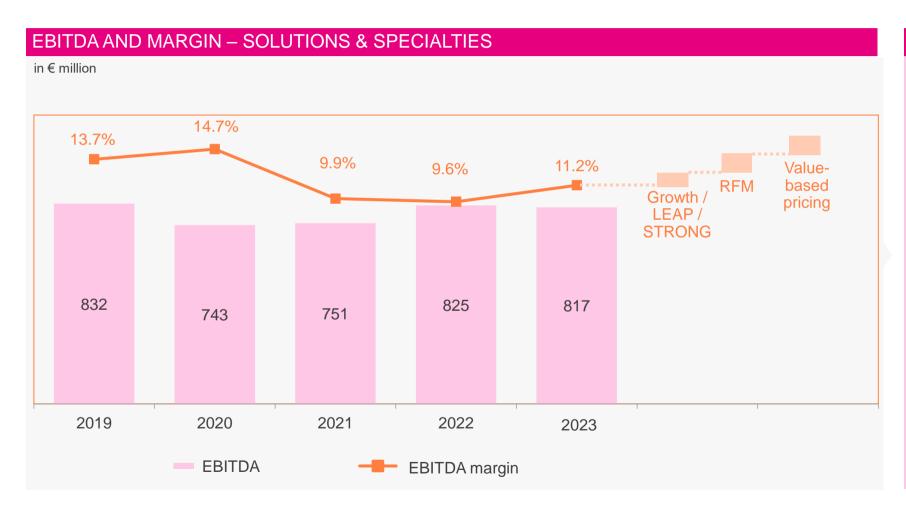


Growing within emerging market of holographic light guiding: accelerating markets of virtual displays in glasses and head-up displays in vehicles

# **EBITDA** margin to grow

# Solutions & Specialties segment target





### **TARGET MARGIN**

- EBITDA margin 2023 increased Y/Y benefitting from lower sales
- In 2024, expecting EBITDA significantly above 2023 level<sup>(1)</sup>
- EBITDA margin growth driven by:
  - fixed cost dilution due to strong sales growth and limited cost increases
  - RFM synergies
  - Focus on value-based pricing

# Standard products with reliable supply and lowest cost

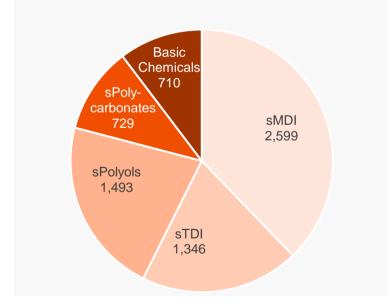
# Performance Materials



### **PRODUCTS**

Polyurethane and polycarbonate standard products as well as basic chemicals

SALES 2023 (in € million)



### SUCCESS FACTORS

**Ensure high asset utilization** Integrated end-2-end planning and steering of entire supply chain and largescale production to optimize output

Supply customers reliably to be customers' preferred supplier

Customer centricity standard

### BENEFITS FOR GROUP

- Maintain leadership in Covestro core industries
- Implement growth strategy while building on vision of full circularity
- Create critical mass for Covestro in standard product offerings
- Supply downstream **Business Entities at** market-based prices

### Strengthen superior cost position

Standardized offerings and lean order management for focused customer and product portfolio



# Performance Materials – continued strong volume rebound

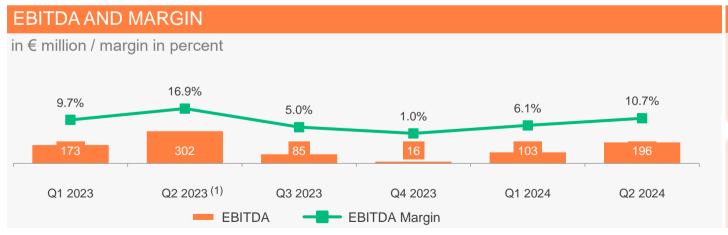


### Segment results – Highlights Q2 2024



### HIGHLIGHTS Q2 2024

- Sales increased by 2.5% Y/Y driven by positive volume (+15.0%) while negative pricing (-12.0%) and FX (-0.5%)
- Quarter-over-quarter, strong sales increase in all regions; sequentially positive volume growth in APAC and NA



Notes:

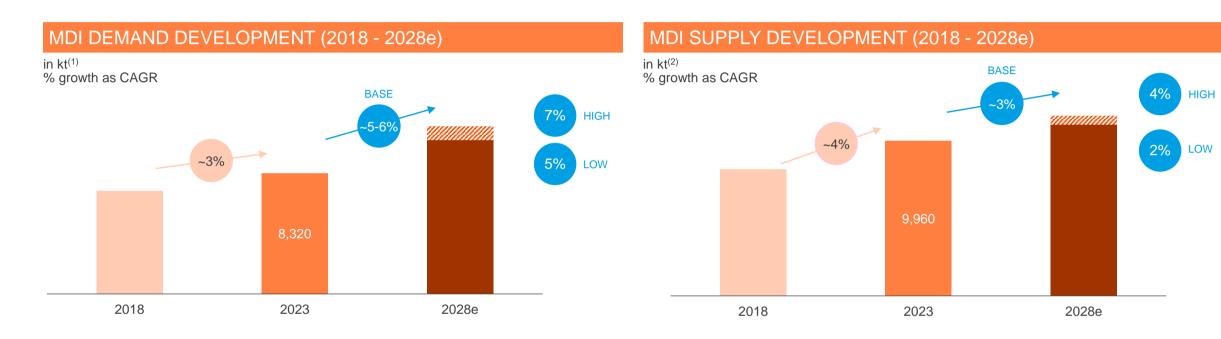
### HIGHLIGHTS Q2 2024

- Compared to prior year, EBITDA declined due to negative pricing delta and higher fixed cost, partly compensated by increasing volumes
- Q2 '23 included €75m insurance reimbursement
- Quarter-over-quarter, significantly higher EBITDA driven by positive pricing delta and positive volumes

# MDI market turning fully utilized

# Performance Materials: MDI industry demand and supply





### **HIGHLIGHTS**

- In 2023, Industry Utilization Rate of 84%, burdened by weak Construction demand; industry usually fully utilized in the low nineties
- Demand CAGR of 5-6% between 2023 and 2028e along with construction recovery path; long-term, demand growth CAGR of ~6% expected
- Expecting fully utilized MDI industry by 2028

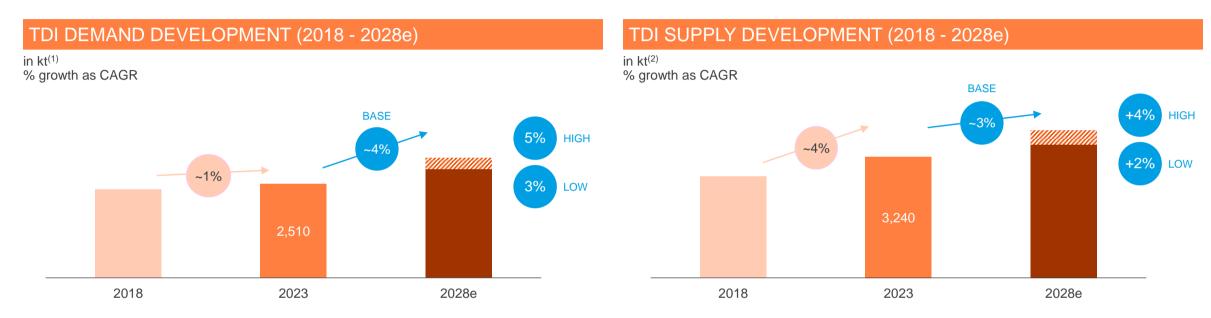
Source: Covestro estimates

Notes:

# TDI market moving to balance



# Performance Materials: TDI industry demand and supply



### **HIGHLIGHTS**

- In 2023, industry utilization benefitted from 8% market growth and the closure of BASF Ludwigshafen (-300kt)
- Leading to an increased industry utilization rate of 77% (2022: 67%)
- Industry usually fully utilized in the high eighties
- Favorable cash cost position puts Covestro into strong competitive position even under low cycle conditions

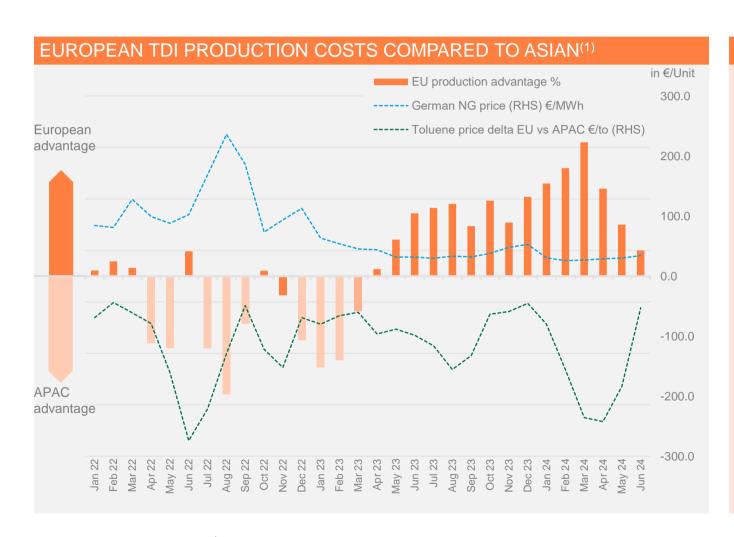
Source: Covestro estimates

Notes:

# European TDI production regained competitiveness

# **European TDI market**





### **HIGHLIGHTS**

### **TDI** imports from APAC

- In Q3 2022, energy price hike let to increasing export activities from Asia
- In Jan May 2024, imports into Europe from Korea of 17kt (FY 2023: 59kt) and 19kt from China of (FY 2023: 46kt)<sup>(2)</sup>

### Logistic cost & duties

- Logistic cost are between €350-600/t
- Duties are 6.5% from China; no duties from Korea

### Mid-term outlook:

- With closure of BASF TDI 300kt unit European market demand exceeds available capacity and requires increasing imports
- With European energy prices at current levels TDI imports are since the Q2 2023 no longer cheaper compared to European production





- Covestro investment highlights
- Group financials Q2'24
- Segment overview
- Background information

# Led by a diverse, international management team

# Covestro senior management



### **BOARD OF MANAGEMENT**



Chief Executive
Officer
Dr Markus Steilemann
Nationality: German



Chief Financial Officer Christian Baier Nationality: German



Chief Commercial Officer Sucheta Govil Nationality: British with Indian origin



Chief Technology Officer Dr Thorsten Dreier Nationality: German

### **BUSINESS ENTITIES**



Performance Materials
Hermann-Josef Dörholt
Nationality: German
Based in Leverkusen,
Germany



**Tailored Urethanes**Julia Rubino (as of Sept 1st 2024)
Nationality: US-American
Based in Pittsburgh,
USA



Coatings and Adhesives
Dr Thomas Römer
Nationality: German
Based in Leverkusen,
Germany



Engineering Plastics
Lily Wang
Nationality: Chinese
Based in Shanghai,
P.R. China





Elastomers
Dr Thomas Braig
Nationality: German
Based in Romans-sur-Isère,
France



Polyurethanes
Dr Andrea Maier-Richter
Nationality: German
Based in Dormagen, Germany

**Thermoplastic** 

# Covestro ESG rating results and index membership

# As of July 2024



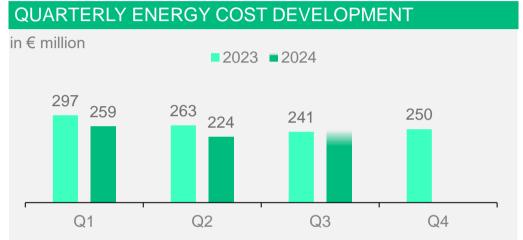
ESG Ratings & Indices	Scoring Range (Worst → Best)	2016	2017	2018	2019	2020	2021	2022	2023	2024	Distinction
DISCLOSURE INSIGHT ACTION CLIMATE	D- to A	-	-	-	-	-	Α-	A-	A-	A-	Leadership Level
eco odis Supplier Sustainability ratings	0 to 100	7:	3			80			72	Next update in 2025	2022 ecovadis Sustainability
MSCI ESG	CCC to	BBE	BBB	A	Α	Α	A	AA	A	AA	MSCI ESG RATINGS  CCC B BB BBB A AA AAA
SUSTAINALYTICS	100 to 0	74	75		23.		.0 18	.3 21	.1 20	.1 21.4	ESG 2024 INDUSTRY TOP RATED
FTSE Russell	Excluded / Listed	Listed		FTSE4Good							

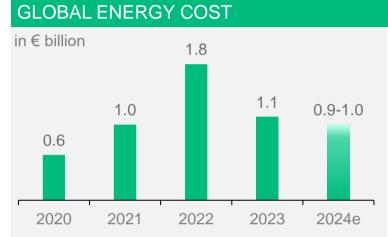
 <sup>(1)</sup> Leading within the chemical industry in managing the most significant climate related questions.
 (2) Covestro belongs to the Top 5% within the chemical industry.
 (3) Covestro belongs to the Top 30% within specialty chemicals.
 (4) Covestro is identified as a TOP ESG performer of Sustainalytics' ESG Risk Ratings out of more >4,000 comprehensive companies. Covestro belongs to the Top 11% within the chemical industry.

# Global energy prices normalizing after tripling within two years

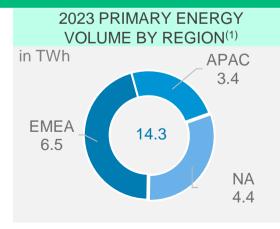
# Energy cost development

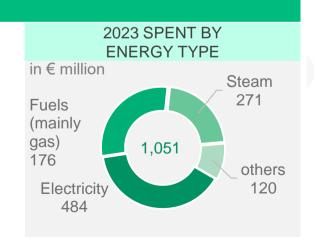






# ENERGY BREAKDOWN 2023 ENERGY SPENT BY REGION in € million APAC 247 1,051 EMEA 699 NA 105





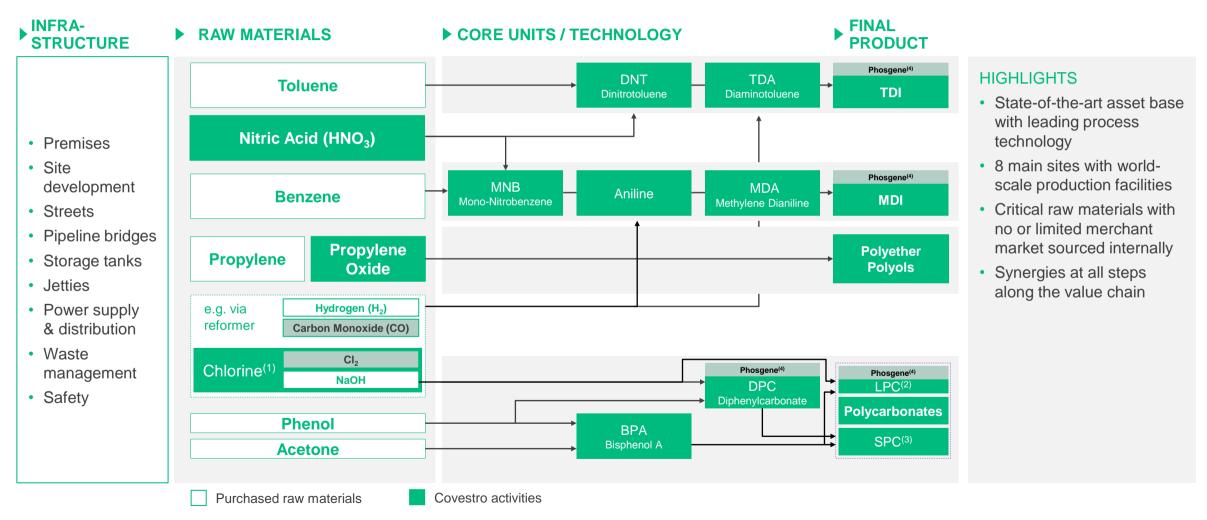
### **HIGHLIGHTS**

- Q3 2024e global energy cost expected around Q2 2023
- Global energy bill in
   FY 2024 expected
   between €0.9bn and
   €1.0bn; below FY 2023
   with lower prices partially
   offset by increased
   production volume
- Energy demand in FY 2024 to increase by ~15% based on higher volumes and new asset start-ups

# Synergies in scale, process technology and chemical know-how



# One chemical backbone across all segments



Notes:

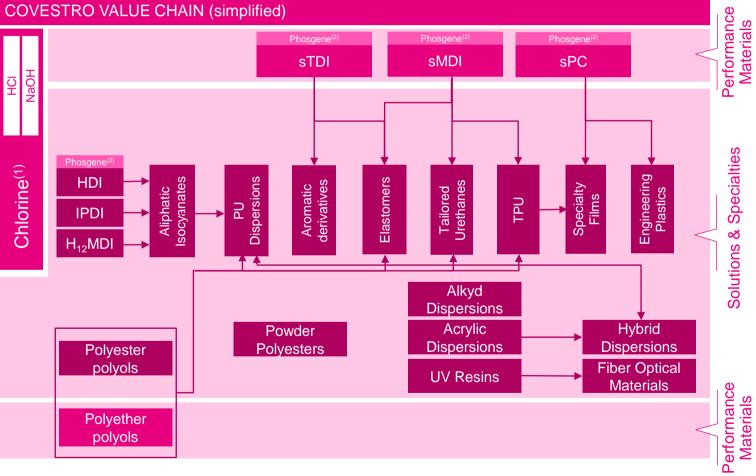
# Synergies from chemical backbone and complementary technologies



# Solutions & Specialties backward integration and value chain

# INFRASTRUCTURE **Premises** Site development Streets Pipeline bridges Storage tanks **Jetties** Power supply & distribution Waste management Safety





Purchased raw materials

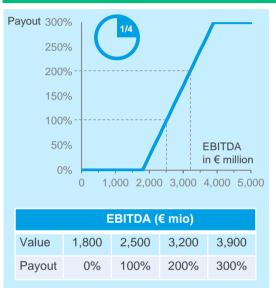
Covestro activities

# Entire organization aligned for performance and sustainability

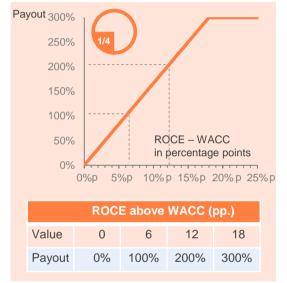


# Group Profit Sharing Plan (PSP) as of 2022

# UNIFORM BONUS SYSTEM









### **HIGHLIGHTS**

- Full alignment of all employees (including Board) along the same KPIs
- · Criteria with full focus on performance, shareholder value creation and sustainability
- 100% payout, as percentage of annual base salary, linked to hierarchy level
- Total payout at Group level for 0%, 100% and 250% achievement is €0m, ~€0.2bn and ~€0.5bn
- Max. payout capped at 250%

# High accumulated free operating cash flow

# covestro

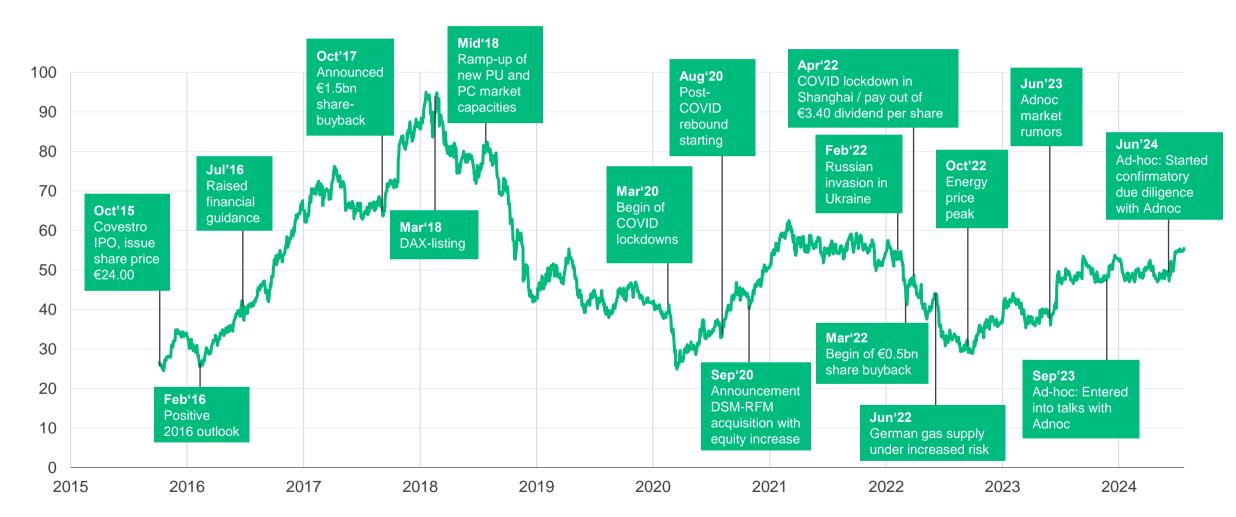
# Development of last five years

		2019	2020	2021	2022	2023
Sales	(€ million)	12,412	10,706	15,903	17,903	14,377
• Volume y/y	(%)	+0.8	-5.1	+6.5	-5.0	-6.8
• Price y/y	(%)	-17.3	-5.7	+34.7	+10.1	-11.0
• FX y/y	(%)	+1.9	-1.6	-0.8	+5.9	-2.2
Portfolio y/y	(%)	-0.5	-1.3	+8.1	+2.0	-
EBITDA	(€ million)	1,604	1,472	3,085	1,617	1,080
Performance Materials		942	896	2,572	951	576
Solutions & Specialties		832	743	751	825	817
Earnings per Share	(€)	3.02	2.48	8.37	-1.42	-1.05
Capex	(€ million)	910	704	764	832	765
Free operating cash flow (FOCF)	(€ million)	473	530	1,429	138	232
ROCE above WACC	(%points)	1.6	-0.3	12.9	-5.0	-6.1
Total net debt (1)	(€ million)	2,954	2,479	2,604	2,920	2,885
Employees (2)	(FTE)	17,201	16,501	17,909	17,985	17,520

# Historical share price performance

# Covestro € share price since IPO





# Upcoming IR events



### Find more information on covestro.com/en/investors

### **REPORTING DATES**

October 29, 2024
 Q3 2024 Quarterly Statement

February 26, 2025
 2024 Annual Report

May 6, 2025
 Q1 2025 Quarterly Statement

### ANNUAL GENERAL MEETING

April 17, 2025 Annual General Meeting

### **BROKER CONFERENCES**

September 3, 2024 Commerzbank & ODDO BHF Corporate Conference, Frankfurt

September 4, 2024 UBS Global Materials Conference, New York City

September 5, 2024
 Jefferies Industrials Conference, New York City

September 10, 2024
 Berenberg Food Ingredients & Chemicals Conference, London

September 11, 2024 Kepler Cheuvreux Autumn Conference 2024, Paris

September 23, 2024
 Baader Investment Conference 2024, Munich

September 24. 2024
 Berenberg & Goldman German Corporate Conference, Munich

October 10, 2024
 JP. Morgan CEO Series Call, virtual



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This presentation may contain forward-looking statements based on current assumptions and forecasts made by Covestro AG.

Various known and unknown risks, uncertainties and other factors could lead to material differences between the actual future results, financial situation, development or performance of the company and the estimates given here. These factors include those discussed in Covestro's public reports, which are available on the Covestro website at <a href="https://www.covestro.com">www.covestro.com</a>.

The company assumes no liability whatsoever to update these forward-looking statements or to adjust them to future events or developments.