

FY 2022 Results

Brenntag SE March 8, 2023



FY 2022 Results Presentation

- 1. Highlights 2022
- 2. Financial performance 2022
- 3. Horizon 2 "Strategy to win"
- 4. Outlook
- 5. Appendix



Highlights FY 2022

SALES (fx adj.)

+28%

EUR 19.4 bn

OPERATING GROSS PROFIT (fx adj.)

+20%

EUR 4.3 bn

OPERATING EBITDA (fx adj.)

+27%

EUR 1.8 bn

EPS

EUR 5.74

Significantly higher than in 2021

DPS EUR 2.00

DPS proposal to GSM

FREE CASH FLOW

> EUR 1 bn

+129% vs. 2021

PROJECT BRENNTAG OVERACHIEVED

~EUR 250m Op. EBITDA

One year ahead of plan

SHARE BUYBACK

EUR 750m

- Program to start in March with duration up to 12 months
- Including dividend more than EUR 1bn shareholder return

OUTLOOK FY 2023

EUR 1.3-1.5bn

Operating EBITA (new lead KPI as of 2023)



FY 2022 recap

- 2022 was dominated by a highly challenging macroeconomic environment
- Geopolitical uncertainties and various cumulating regional factors impacted global supply chains
- The COVID-19 pandemic continued to pose major challenges to the global economy and society, especially in China
- Development in Europe characterized by the ongoing war in Ukraine and the related increase in energy costs
- Highly volatile price environment due to supply issues and decreased production output in certain value chains

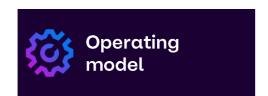
- Brenntag managed to maintain flawless operations and largely uninterrupted supply
- Long-standing, well-established and trustful relationships with our supply partners
- Exceptional commitment and expertise of Brenntag employees
- Proven business model with global reach and broad portfolio of products and services
- Resilience by drawing on multiple supply chains on a global basis

Building on its important role in the ecosystem of the global chemical distribution industry, Brenntag is able to successfully capture business opportunities even in particularly difficult economic times





Successful delivery of Project Brenntag ahead of schedule









Key objective

Two distinct world class divisions

Clear customer segmentation

Reduced complexity

Right sizing headcount and refreshing leadership

Delivered

Successfully implemented new operating model

Dedicated and focused sales forces in place

100 Sites closed

>1.300 FTE reduction

Operating **EBITDA** impact²⁾

Top line levers

~EUR 80m

Op. EBITDA impact from Op. Gross

Profit growth

Bottom line levers

~EUR 169m

Op. EBITDA impact from expense reduction

Total

~EUR 249m

delivered one year earlier than planned 🗸

Cash out

~EUR 89m expenses

~EUR 93m Capex³⁾



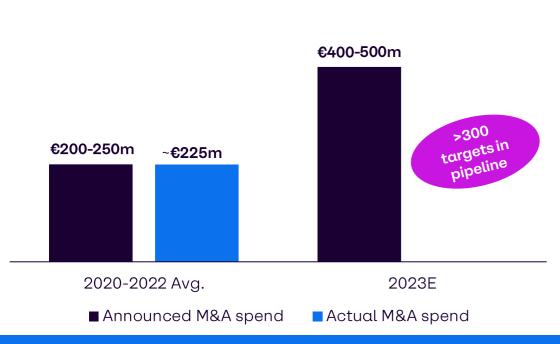
¹⁾ FX-adjusted growth rates based on FY22 results vs FY21

²⁾ Against baseline 2019

³⁾ Net Capex, calculated as: capital expenditure, less avoided leases, less avoided capex, less proceeds from sale

Enabling future growth through sustained M&A execution in line with our strategy

Strong M&A track record and increased budget ...



M&A spend of EUR ~670m via 15 acquisitions from 2020 - 2022

... to focus on our growth pillars

Accelerate growth in Life Science globally

Enhance strategic capabilities and market positions

Expand position in **emerging markets** in Specialties and Essentials

Selectively fill white spots to complement our portfolio

Strengthening **tech capabilities** to develop into a stronger data driven company





Leading the creation of a sustainable ecosystem with significant progress made on 2022 targets

2022 target achievements and additional highlights

ESG Ranking

Environment

Social

Governance









- Establishment of sustainability council
- Scored among top 3 DAX companies on DVFA

- Brenntag received the EcoVadis Platinum status
- Ranked by EcoVadis as top 1% of companies across all industries
- CO₂e emissions reduction of -9.3%
- Carbon Management Program (CMP) implemented
- PSE¹⁾
 substantially
 ahead of target

- Living Wages
 Policy prepared
 and approved
- Global eNPS improved
- TRIR²⁾ of 2.69

Key 2023 targets

Increase share of sustainable solutions for customers

Total Recordable Incident Rate (TRIR) < 2.65

Strive for safe operations and zero accidents

12.6% reduction of CO2 emissions vs. base year 2020

New ESG-linked syndicated loan

- EUR 1.5 billion ESG-linked syn. loan announced on 21st February 2023
- New loan replaced existing facility and will mature in 2028





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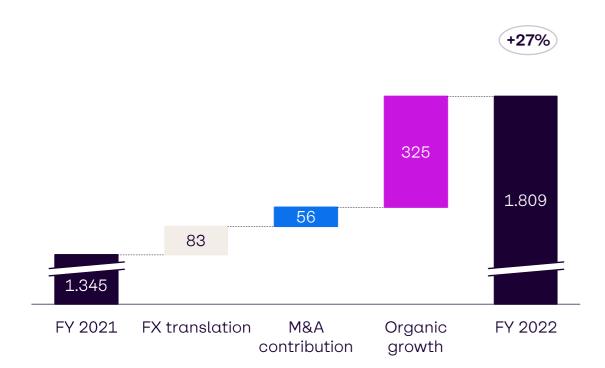


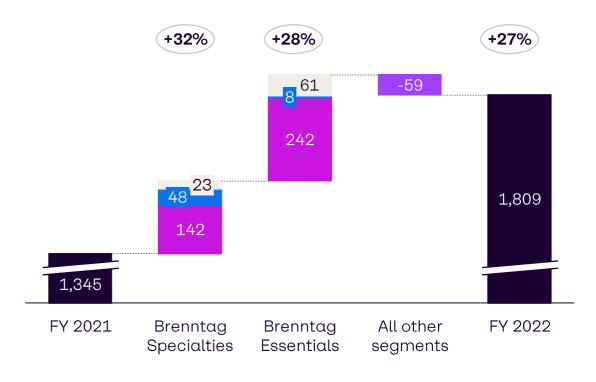
Financials FY 2022: Operating EBITDA bridges¹⁾

Reconciliation - Operating EBITDA growth (FX-adj.) in EUR m



Organic Growth









FX translation

M&A contribution

Financials FY 2022: Brenntag Specialties

Operating EBITDA growth¹⁾

EMEA

+24%

AMERICAS

+48%

Focus industries (GP dev.)				
Nutrition	↑			
Pharma	1			
Personal Care/HI&I	\uparrow			
Water treatment	1			
Material Science	7			
Lubricants	↑			

APAC

+24%

Brenntag Specialties delivered excellent results and considerable earnings growth in FY 2022

Strong Op. Gross Profit of EUR 1.7 billion, an increase of 25%

Op. EBITDA of EUR 780 million, an increase of 32%

Op. EBITA growth of 33%

Almost all focus industries with double digit growth rates and Life Science industries particularly strong

Weaker Material Science business due to limited activity in construction. Inventory control measures on customer side towards the end of 2022

APAC impacted by COVID-19 lockdowns in China and drop in Chinese domestic demand - particularly in H2 2022

Macroeconomic environment characterized by inflationary cost development & supply shortages

Op. EBITDA Conversion ratio of ~47%





Financials FY 2022: Brenntag Essentials

Operating EBITDA growth¹⁾

EMEA

LATIN AMERICA

+43%

+3%

NORTH AMERICA

APAC

+25%

-15%

Brenntag Essentials showed a strong performance and achieved substantial growth in FY 2022

Strong Op. Gross Profit of EUR 2.6 billion, an increase of 18%

Op. EBITDA of EUR 1.2 billion, an increase of 28%

Op. EBITA growth of 37%

EMEA and North America particularly strong

EMEA characterized by war in Ukraine and escalating energy costs which resulted in decreased production volumes in certain value chains

North America with positive demand and pricing environment despite macro-economic uncertainty

APAC impacted by COVID-19 lockdowns and lower demand in all APAC regions, particularly China

Op. EBITDA Conversion ratio of ~44%





Financials FY 2022: Income statement

in EUR m	FY 2022	FY 2021	Δ	∆ FX adjusted
Sales	19,429.3	14,382.5	35.1%	27.7%
Cost of materials	-15,110.3	-11,003.5	37.3%	-
Operating Gross Profit	4,319.0	3,379.0	27.8%	20.3%
Operating expenses	-2,510.4	-2,034.4	23.4%	16.1%
Operating EBITDA	1,808.6	1,344.6	34.5%	26.7%
Depreciation	-296.9	-262.7	13.0%	6.6%
Operating EBITA	1,511.7	1,081.9	39.7%	31.5%
Net income / expense from sp. items	- 19.8	- 228.7	-	-
EBITA	1,491.9	853.2	74.9%	-
Amortization	-109.5	-110.8	-1.2%	-
EBIT	1,382.4	742.4	86.2%	-
Financial result	-147.5	-92.1	60.2%	-
EBT	1,234.9	650.3	89.9%	-
Profit after tax	902.5	461.4	95.6%	-
EPS	5.74	2.90	97.9%	-





Financials FY 2022: Free cash flow

in EUR m	FY 2022	FY 2021	Δ	Δ
Operating EBITDA	1,808.6	1,344.6	464.0	34.5%
Payments to acquire intangible assets and property, plant and equipment	- 267.2	- 199.3	- 67.9	34.1%
∆ Working capital¹)	- 385.7	- 575.3	189.6	-33.0%
Principal and interest payments on lease liabilities	- 150.6	- 130.5	- 20.1	15.4%
Free cash flow	1,005.1	439.5	565.6	128.7%





Financials FY 2022: Working capital

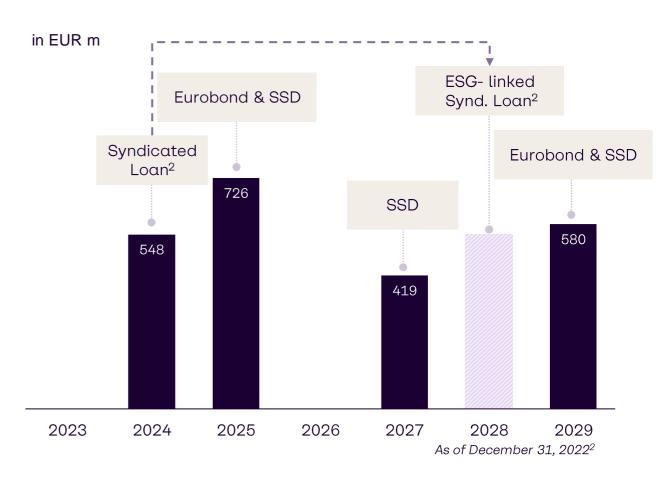
in EUR m	31 Dec 2022	30 Sep 2022	30 Jun 2022	31 Mar 2022	31 Dec 2021
Inventories	1,773.8	2,019.8	2,015.8	1,807.8	1,621.9
+ Trade receivables	2,676.8	3,029.5	3,081.1	2,796.9	2,290.2
./. Trade payables	1,862.0	2,103.0	2,240.8	2,109.4	1,802.3
Working capital (end of period) 1)	2,588.6	2,946.3	2,856.1	2,495.3	2,109.8
Working capital turnover (annualized) ²⁾	7.5x	7.5x	7.7×	7.9x	8.3x





Financials FY 2022: Balance sheet and maturity profile

in EUR m	31 Dec 2022	31 Dec 2021
Financial liabilities	2,661.5	2,329.7
Lease liabilities	434.3	445.6
./. Cash and cash equivalents	1,046.1	705.0
Net Debt	2,049.7	2,070.3
Net Debt/Operating EBITDA ¹⁾	1.1x	1.5x
Equity	4,802.7	3,995.3



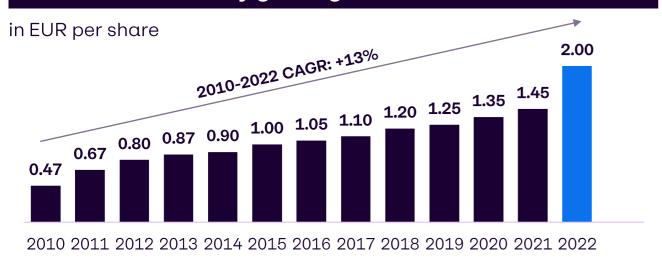
1) Operating EBITDA for the quarters calculated on LTM basis

²⁾ As the graph refers to 31 December 2022, the previous syndicated loan (maturing in 2024) is still included here but has since then already been replaced by a new (sustainability-linked) syndicated loan agreement maturing in 2028. For further details, please refer to our announcement of the 21st February 2023 on the new loan agreement. Beginning of 2023, Brenntag repaid a part of the outstanding liabilities under the old syndicated loan (maturity 2024) and as a result, the total balance(excluding accrued interest and transaction costs) under the new syndicated loan (maturity 2028) at the time of refinancing in February 2023 is c. EUR 180m



Total shareholder return of €1.06bn¹⁾ planned for 2023, including both dividend and share buyback

Consistently growing dividends since IPO



FY22 proposed dividend per share of EUR 2.00 (+38%YoY)

Total dividend of EUR ~309m²⁾ to be proposed to GSM

Introducing share buyback program

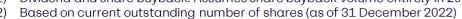
Share buyback program to start and be executed within 12 months, delivering on our promise from our 2022 Capital Markets Day

€750m to be returned to shareholders through the share buyback program

We remain committed to our investment grade credit rating









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"Strategy to win" - shaping the future of sustainable chemical & ingredients distribution

Accelerate growth through DiDEX1) differentiated steering of BSP and BES to leverage innovation and global reach Hardwire excellence to sustain market outperformance Be a frontrunner in **Digital & Data** to connect supply Easiest to do partners and customers business with Lead the sustainability Drive market consolidation agenda in chemicals and through accelerating M&A ingredients distribution



Update on Management Board



Special Expertise:

 Executive with broad international leadership experience in General Management, Sales, Commercial Excellence, M&A and Procurement within the chemical industry

Career highlights:

- 2021-2023: Chief Commercial Officer Performance Coatings and member of the Executive Committee, Akzo Nobel N.V.
- 2017-2021: Business Unit Head Coatings, Adhesives, Specialties, COVESTRO Deutschland AG





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Outlook 2023: Well positioned in an exceptionally challenging environment



Operating EBITA Guidance

- FY 2023 operating EBITA guidance of EUR 1.3-1.5bn
- This is equivalent to an operating EBITDA of EUR 1.6-1.8bn



Comments

- Guidance includes the potential efficiency improvement anticipated in implementing the measures of our "Strategy to Win"
- Forecast takes into account the contributions to earnings from acquisitions already closed and assumes stable fx-rates



Macro environment

- Overall geo-political and macro-economic conditions will remain challenging
- Inflationary pressure expected to persist
- Inventory control measures on the customer side likely to continue

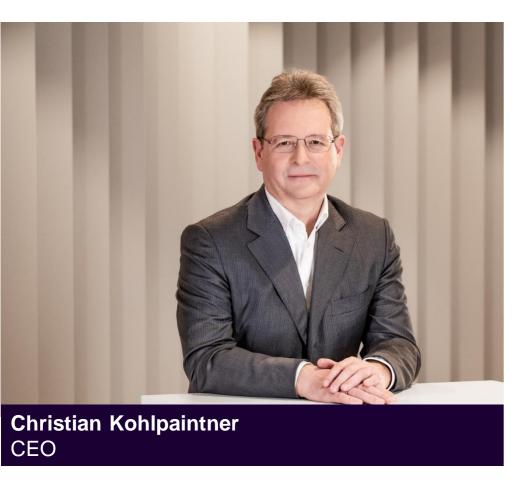


Additional information

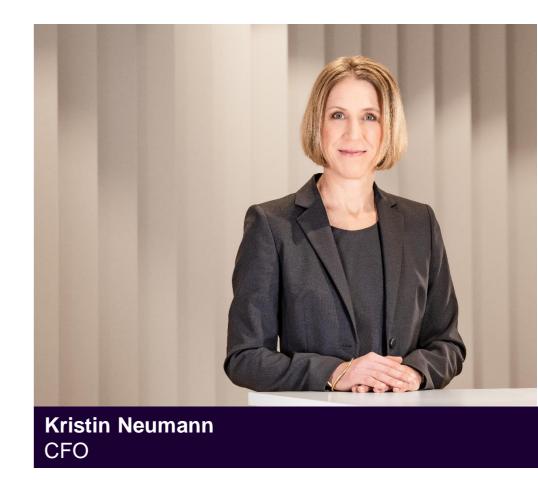
- EUR/USD: ~1.06 (2022: 1.05)
- Sensitivity (FY basis): Delta of EUR/USD +/- 1 cent = EUR ~ -/+ 10m op. EBITA
- Tax rate: 26-28%
- Capex 2023: EUR ~350m



Thank you for your attention!



We are happy to answer your questions!







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Recapping our FY 2022 Guidance

March 2022 June 2022 Guidance achieved **Operating EBITDA** EUR 1,450 - 1,550m EUR 1,750 - 1,850m Maintaining Capital allocation Guidance raised in **Business model** according to supply was key to **June 2022** proofed resilience promise at CMD success



Financials FY 2022: Segments (1/2)

in EUR m	Operating Gross Profit ¹⁾					
	FY 2022	FY 2021	Δ	∆ FX adjusted		
Brenntag Essentials	2,608.6	2,066.9	26.2%	17.7%		
Brenntag Specialties	1,678.3	1,283.2	30.8%	24.8%		
All other segments	32.1	28.9	11.1%	11.1%		
Brenntag Group	4,319.0	3,379.0	27.8%	20.3%		

Operating EE	BITDA ²⁾	Conversion ratio				
FY 2022	FY 2021	Δ	∆ FX adjusted	FY 2022	FY 2021	
1,153.3	843.0	36.8%	27.6%	44.2%	40.8%	
779.6	567.5	37.4%	32.1%	46.5%	44.2%	
-124.3	-65.9	88.6%	88.9%	-	-	
1,808.6	1,344.6	34.5%	26.7%	41.9%	39.8%	

in EUR m	Operating EBITA				Conversion ratio		
	FY 2022	FY 2021	Δ	∆ FX adjusted	FY 2022	FY 2021	
Brenntag Essentials	910.8	619.6	47.0%	36.7%	34.9%	30.0%	
Brenntag Specialties	738.0	534.9	38.0%	32.9%	44.0%	41.7%	
All other segments	-137.1	-72.6	88.8%	89.1%	-	-	
Brenntag Group	1,511.7	1,081.9	39.7%	31.5%	35.0%	32.0%	





¹⁾ External sales less cost of materials ²⁾ Segment Operating EBITDA is calculated as EBITDA adjusted for holding charges and special items

Financials FY 2022: Segments (2/2)

in EUR m	Operating Gro	Operating Gross Profit ¹⁾ Operating EBITDA ²⁾				Conversion ro	atio			
	FY 2022	FY 2021	Δ	∆ FX adjusted	FY 2022	FY 2021	Δ	∆ FX adjusted	FY 2022	F
Essentials EMEA	969.6	802.2	20.9%	20.2%	474.7	330.8	43.5%	42.6%	49.0%	
Essentials North America	1,342.5	999.9	34.3%	20.0%	578.1	414.7	39.4%	24.6%	43.1%	
Essentials Latin America	176.9	151.6	16.7%	5.0%	60.7	53.2	14.1%	2.9%	34.3%	
Essentials APAC	119.6	113.2	5.7%	-2.0%	41.4	45.0	-8.0%	-14.4%	34.6%	
Brenntag Essentials	2,608.6	2,066.9	26.2%	17.7%	1,153.3	843.0	36.8%	27.6%	44.2%	
Specialties EMEA	725.0	594.5	22.0%	23.8%	335.0	276.5	21.2%	24.1%	46.2%	
Specialties Americas	664.3	459.2	44.7%	29.4%	297.2	180.3	64.8%	47.7%	44.7%	
Specialties APAC	289.0	229.5	25.9%	17.8%	148.6	111.8	32.9%	23.8%	51.4%	
Brenntag Specialties	1,678.3	1,283.2	30.8%	24.8%	779.6	567.5	37.4%	32.1%	46.5%	
Brenntag Group	4,319.0	3,379.0	27.8%	20.3%	1,808.6	1,344.6	34.5%	26.7%	41.9%	





FY 2021

41.2%

41.5%

35.1%

39.8%

40.8%

46.5%

39.3%

48.7%

44.2%

39.8%

¹⁾ External sales less cost of materials

²⁾ Segment Operating EBITDA is calculated as EBITDA adjusted for holding charges and special items
The difference between the sum total of the reportable segments (EMEA, Americas and APAC) and the Brenntag divisions is the result of central activities which are part of Brenntag divisions but not directly attributable to any one segment

Financials FY 2022: Cash flow statement

in EUR m	FY 2022	FY 2021
Profit after tax	902.5	461.4
Loss on the net monetary position	16.3	_
Depreciation & amortization	406.4	373.5
Income taxes	332.4	188.9
Income tax payments	- 344.9	- 222.5
Interest result	92.1	59.5
Interest payments (net)	- 110.6	- 49.5
(thereof interest paid for leases)	(- 11.2)	(- 10.9)
Dividends received	0.3	0.1
Changes in working capital	- 385.7 <u> </u>	- 575.3
Changes in current assets and liabilities	50.0	- 13.2
Changes in provisions	- 19.9	149.1
Non-cash change in liabilities relating to acquisition of non-controlling interests	7.6	28.3
Other	10.2	- 11.7
Cash provided by operating activities	956.7	388.6





Financials FY 2022: Cash flow statement (continued)

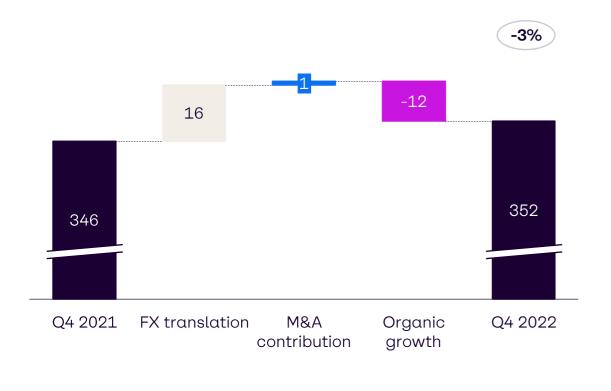
in EUR m	FY 2022	FY 2021
Proceeds from the disposal of other financial assets	0.8	2.5
Proceeds from the disposal of intangible assets and property, plant and equipment	21.7	8.8
Payments to acquire consolidated subsidiaries and other business units	- 156.7	- 420.5
Payments to acquire intangible assets and property, plant and equipment	- 267.2	- 199.3
Cash used for investing activities	-401.4	-608.5
Repayments of liabilities relating to acquisition of non-controlling interests	- 98.4	- 16.5
Dividends paid to Brenntag shareholders	- 224.0	- 208.6
Profits distributed to non-controlling interests	- 3.2	- 2.1
Proceeds from borrowings	808.0	933.5
Repayments of lease liabilities	[- 139.4]	- 119.6
Repayments of borrowings	- 568.8	- 412.6
Cash used for financing activities	-225.8	174.1
Change in cash & cash equivalents	329.5	-45.8



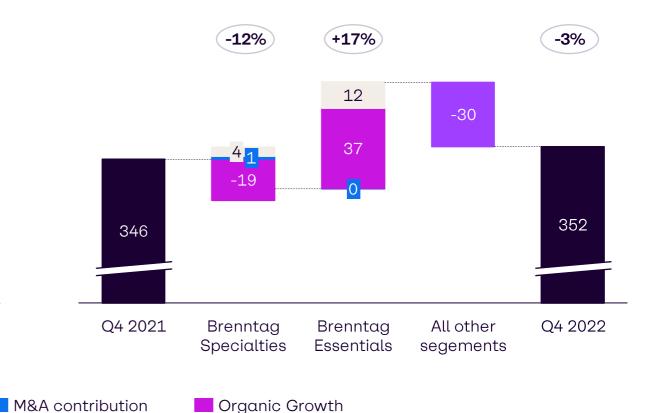


Financials Q4 2022: Operating EBITDA bridges¹⁾

Reconciliation - Operating EBITDA growth (FX-adj.) in EUR m



Segment - Operating EBITDA growth (FX-adj.) in EUR m





FX translation

Financials Q4 2022: Income statement

in EUR m	Q4 2022	Q4 2021	Δ	∆ FX adjusted
Sales	4,734.5	4,041.7	17.1%	11.3%
Cost of materials	-3,704.3	-3,128.2		-
Operating Gross Profit	1,030.2	913.5	12.8%	7.0%
Operating expenses	-678.1	-567.2	19.6%	13.0%
Operating EBITDA	352.1	346.3	1.7%	-2.9%
Depreciation	-80.6	-70.8	13.8%	8.3%
Operating EBITA	271.5	275.5	-1.5%	-5.8%
Net income / expense from sp. items	-23.9	-124.6	-	-
EBITA	247.6	150.9	79.9%	-
Amortization	-56.3	-19.1	194.8%	-
EBIT	191.3	131.8	45.1%	-
Financial result	-45.3	-42.9	5.6%	-
EBT	146.0	88.9	64.2%	-
Profit after tax	105.6	63.0	67.6%	-
EPS	0.67	0.38	76.3%	-





Financials Q4 2022: Segments (1/2)

in EUR m	Operating Gross Profit ¹⁾				
	Q4 2022	Q4 2021	Δ	∆ FX adjusted	
Brenntag Essentials	653.8	551.1	18.6%	11.5%	
Brenntag Specialties	370.7	355.7	4.2%	0.2%	
All other segments	5.7	6.7	-14.9%	-14.9%	
Brenntag Group	1,030.2	913.5	12.8%	7.0%	

Operating	DII DA-		Conversion ratio		
Q4 2022	Q4 2021	Δ	∆ FX adjusted	Q4 2022	Q4 2021
257.4	208.5	23.5%	16.9%	39.4%	37.8%
136.7	150.3	-9.0%	-11.5%	36.9%	42.3%
-42.0	-12.5	236.0%	236.0%	-	-
352.1	346.3	1.7%	-2.9%	34.2%	37.9%

Conversion ratio

Operating ERITDA2)

in EUR m	Operating EBITA			Conversion ra	tio	
	Q4 2022	Q4 2021	Δ	∆ FX adjusted	Q4 2022	Q4 2021
Brenntag Essentials	191.0	148.5	28.7%	21.7%	29.2%	26.9%
Brenntag Specialties	125.0	141.4	-11.6%	-13.9%	33.7%	39.8%
All other segments	-44.6	-14.4	209.7%	209.7%	_	-
Brenntag Group	271.5	275.5	-1.5%	-5.8%	26.4%	30.2%





¹⁾ External sales less cost of materials
2) Segment Operating EBITDA is calculated as EBITDA adjusted for holding charges and special items

Financials Q4 2022: Segments (2/2)

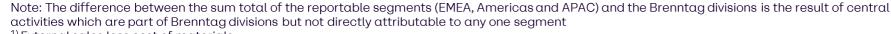
in EUR m	Operating Gross Profit ¹⁾				
	Q4 2022	Q4 2021	Δ	∆ FX adjusted	
Specialties EMEA	158.0	153.8	2.7%	6.2%	
Specialties Americas	148.5	136.6	8.7%	-3.0%	
Specialties APAC	64.2	65.3	-1.7%	-5.7%	
Brenntag Specialties	370.7	355.7	4.2%	0.2%	
Essentials EMEA	251.1	210.1	19.5%	19.7%	
Essentials North America	338.7	268.7	26.1%	13.2%	
Essentials Latin America	39.1	41.6	-6.0%	-13.9%	
Essentials APAC	24.9	30.7	-18.9%	-21.4%	
Brenntag Essentials	653.8	551.1	18.6%	11.5%	
All other segments	5.7	6.7	14.9%	14.9%	
Brenntag Group	1,030.2	913.5	12.8%	7.0%	

Ope	rating	EBIT	DA ²⁾
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Q4 2022	Q4 2021	Δ	∆ FX adjusted
51.6	70.7	-27.0%	-22.9%
60.0	51.8	15.8%	3.2%
26.8	28.1	-4.6%	-8.1%
136.7	150.3	-9.0%	-11.5%
121.6	85.3	42.4%	42.8%
120.6	98.5	22.4%	10.0%
10.1	13.7	-26.3%	-30.4%
5.8	9.7	-40.2%	-40.6%
257.3	208.5	23.5%	16.9%
-42.0	-12.5	236.0%	236.0%
352.1	346.3	1.7%	-2.9%

Conversion Ratio

Q4 2022	Q4 2021
32.7%	46.0%
40.4%	37.9%
41.7%	43.0%
36.9%	42.3%
48.4%	40.6%
35.6%	36.7%
25.8%	32.9%
23.3%	31.6%
39.4%	37.8%
-	-
34.2%	37.9%



¹⁾ External sales less cost of materials

²⁾ Segment Operating EBITDA is calculated as EBITDA adjusted for holding charges and special items



Financials Q4 2022: Free cash flow

in EUR m	Q4 2022	Q4 2021	Δ	Δ
Operating EBITDA	352.1	346.3	5.8	1.7%
Payments to acquire intangible assets and property, plant and equipment	-118.4	-89.4	-29.0	32.4%
△ Working capital	261.8	-132.3	394.1	-297.9%
Principal and interest payments on lease liabilities	-44.3	-33.2	-11.1	33.4%
Free cash flow	451.2	77.5	373.7	482.2%





Financials Q4 2022: Cash flow statement

in EUR m	Q4 2022	Q4 2021
Profit after tax	105.6	63.0
Effect from IAS 29 on profit/loss after tax	7.4	-
Depreciation & amortization	137.8	89.9
Income tax expense	42.3	25.9
Income taxes paid	-85.5	-68.3
Net interest expense	27.3	18.2
Interest paid (netted against interest received)	-66.8	-15.9
(thereof interest paid for leases)	(-3.8)	(-2.7)
Dividends received	0.3	0.1
Changes in working capital	261.8	-132.3
Changes in other operating assets and liabilities	0.7	3.7
Changes in provisions	5.6	100.6
Non-cash change in liabilities relating to acquisition of non-controlling interests	-0.5	21.1
Other	-33.3	-1.2
Net cash provided by operating activities	402.7	104.8





Financials Q4 2022: Cash flow statement (continued)

in EUR m	Q4 2022	Q4 2021
Proceeds from the disposal of other financial assets	0.2	-0.1
Proceeds from the disposal of intangible assets and property, plant and equipment	3.4	1.3
Payments to acquire consolidated subsidiaries and other business units	-126.3	-0.7
Payments to acquire intangible assets and property, plant and equipment	-118.4	-89.4
Net cash used in investing activities	-241.1	-88.9
Purchases of companies already consolidated	-4.4	-
Dividends paid to Brenntag shareholders	-	-
Profits distributed to non-controlling interests	-0.7	-0.6
Proceeds from borrowings	-	497.9
Repayments of lease liabilities	-40.5	-30.4
Repayments of borrowings	-467.0	-329.2
Net cash provided by / used in financing activities	-512.6	137.7
Change in cash & cash equivalents	-351.0	153.6





Financial calendar / contact



The financial calendar is updated regularly. You can find the latest dates on www.brenntag.com/financial_calendar Please note that these dates could be subject to change.





Disclaimer

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