

## **Investor Presentation**

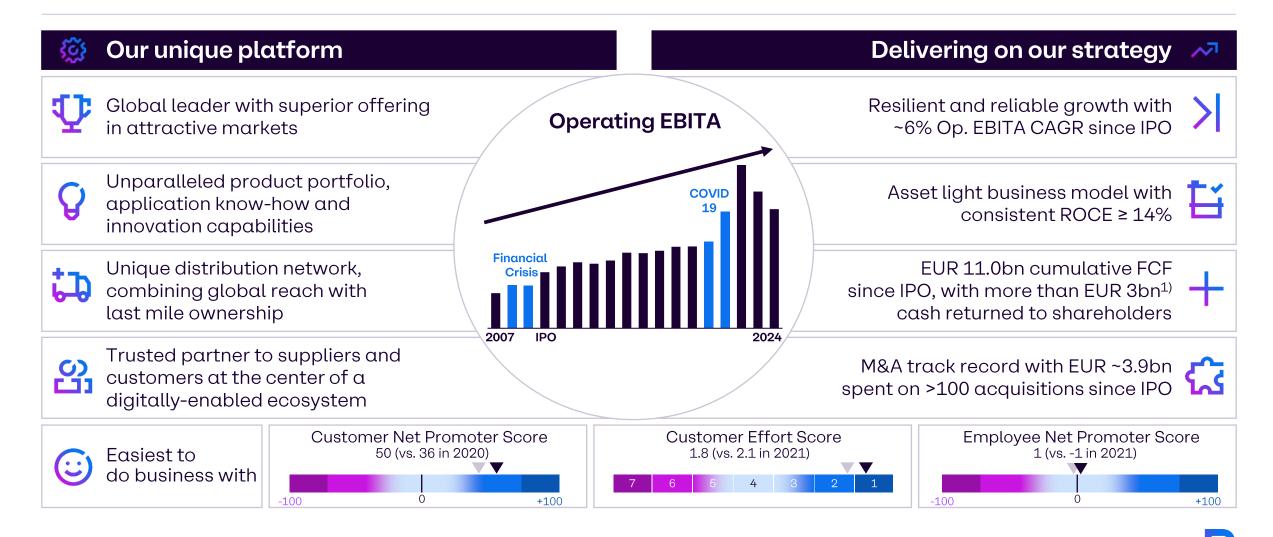
May 20<mark>25</mark>

### Investor Presentation

- **1.** Investment Highlights
- 2. Chemical Distribution Business Model
- **3.** Industry Dynamics
- 4. Horizon 1-3: Transformation Journey
- 5. Brenntag Essentials
- 6. Brenntag Specialties
- 7. Sustainability
- 8. Financials Q1 2025
- 9. Outlook

## Investment Highlights

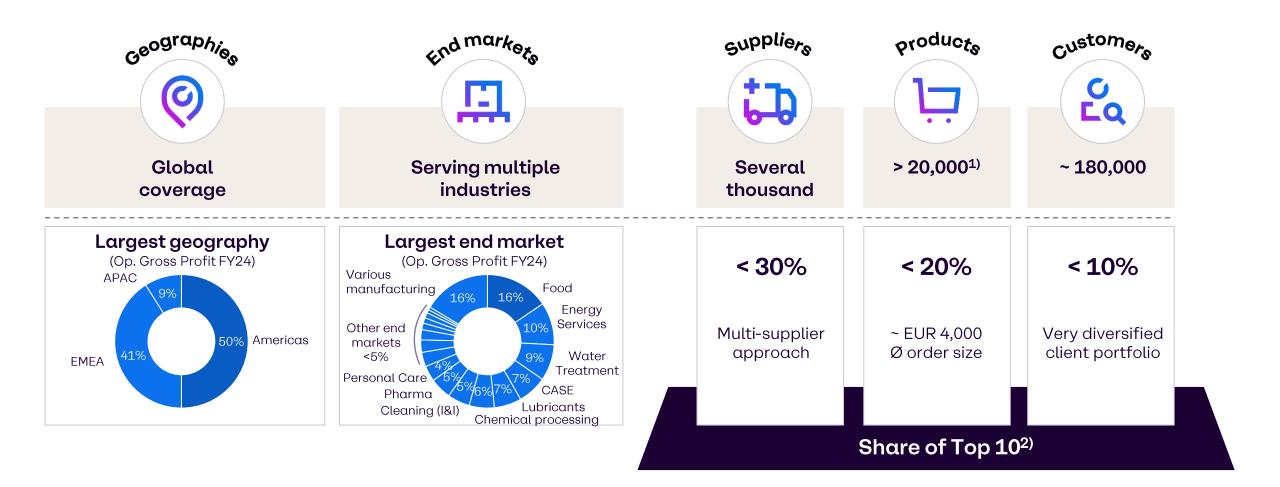
## Brenntag is the undisputed leader in a structurally expanding market, delivering reliable earnings growth



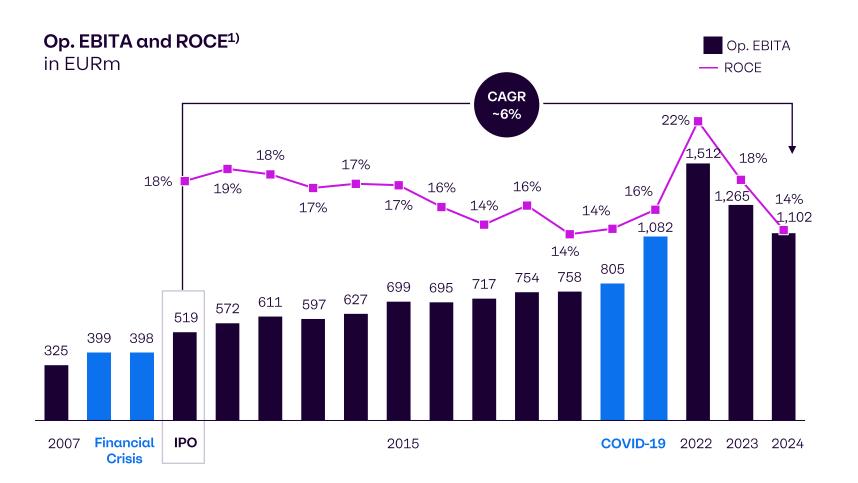
### Two global divisions: Brenntag Specialties and Brenntag Essentials

Brenntag	Specialties	Brenntag Essentials		
<b>EUR 1.2bn</b>	<b>EUR 447m</b>	<b>EUR 2.9bn</b>	<b>EUR 781m</b>	
FY 2024 Op. Gross Profit	FY 2024 Operating EBITA	FY 2024 Op. Gross Profit	FY 2024 Operating EBITA	
<b>1,000's</b>	<b>~100k</b>	<b>1,000's</b>	~ <b>150k</b>	
Suppliers	Customers	Suppliers	Customers	
<b>78</b>	>400	> <b>70</b>	<b>~100</b>	
I&ACs globally	Sites and value-added facilities	Countries	Last Mile Service Operations	
Highly specialized performe	ance chemicals & ingredients	Process o	hemicals	
<u>人</u> い い に い	<ul> <li>Industry focus</li> <li>Attractive supplier portfolio</li> <li>Strong customer relationships</li> <li>Innovation capabilities</li> <li>Value-added services</li> <li>Application and formulation expertise</li> <li>Regulatory expertise</li> <li>Brand awareness</li> </ul>	<ul> <li>Local marke excellence</li> <li>High barriers</li> <li>Broad and in with Inter-reg</li> </ul>	uct & market intelligence t know how & Cost- efficient last mile s to entry with a broad global asset base -depth regional supply chain network gional connectivity ce excellence mindset	

## Brenntag operates a highly diversified global footprint with around 600 sites in over 70 countries

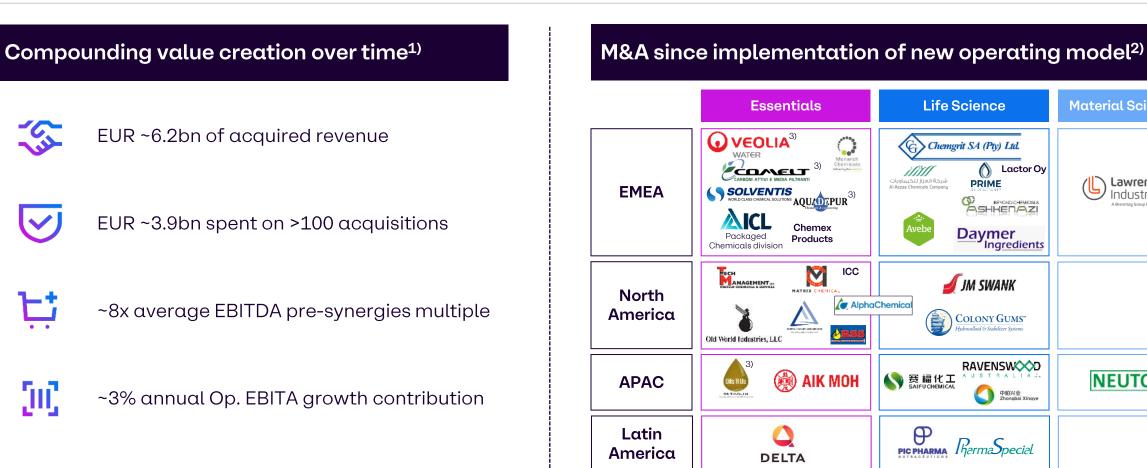


### Track record of sustainable, resilient and accretive growth



- Consistent growth profile
- Ability to protect profitability even in macro downturns
- ROCE significantly above WACC (~6-9%)
- Countercyclical cash flow profile
- Recurring bolt-on M&A compounds earnings growth

## M&A is a core part of the growth story



>400 potential targets in the M&A pipeline for BES & BSP

F1

50C

(r)

8

<sup>2)</sup> 2020 - FY 2024, including signed and closed deals

#### <sup>1)</sup>2010 - FY 2024, including signed and closed deals <sup>3)</sup>Categorized as BES following portfolio shift

**Material Science** 

Lawrence

Industries

NEUTO

### Capital allocation framework

Capital allocation	Сарех	<ul> <li>Reinvestment in the business through annual Capex of EUR 300-400m</li> <li>Capex guidance also including DiDEX investments</li> </ul>		
framework	M&A	<ul> <li>Continued investment in value-generating bolt-on M&amp;A where strategically attractive</li> <li>EUR 400-500m annual M&amp;A spend, implies contribution of ~3% annual Op. EBITA growth</li> </ul>		
<ul> <li>Shareholder returns</li> <li>35-50% of consolidated profit after tax is paid to shareholders as dividend on an annual basis</li> <li>Additional capital returns will be considered if value-maximizing for our shareholders</li> </ul>				
Leverage	Investment grade credit rating Target leverage: ~2.0x Current leverage: ~1.9x <sup>1)</sup>			

## Our growth formula for 2027

#### Key components contributing to our Op. EBITA CAGR





**Total CAGR: 10-12%** 

**1**0

### **Overview Investment highlights**

#### Brenntag: the undisputed and resilient leader of the chemical distribution industry



**Two global market leaders** with superior offering: Brenntag Specialties & Brenntag Essentials



Significant growth potential in an attractive industry



Superior business model with resilience through the downturn



#### **Trusted partner**

with access to global supply chains and ownership of last mile delivery



#### **Unparalleled product portfolio**, application know-how and innovation capability



Frontrunner in Digital & Data to connect supply partners and customers



**Sound financial profile** with consistent growth and strong dividend track record



Leading consolidator in a highly fragmented market



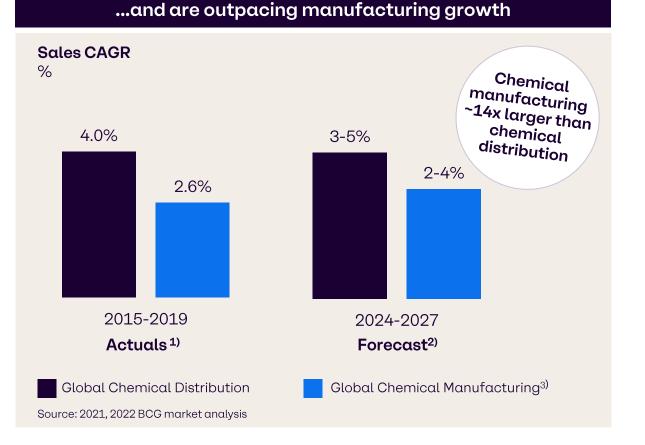
### Sustainability leader

in chemical distribution with ambitious mid-and long-term targets

## **Chemical Distribution Business Model**

## Distribution is an attractive and indispensable market, growing faster than chemical manufacturing

### Distributors are an indispensable channel... **Chemical suppliers** Reinforce suppliers' strategy, e.g., brand proposition, value versus volume strategies, new product introduction and sustainability Complexity reduction **Chemical distributors** Connect 1,000s of suppliers and customers Extensive technical and application know-how Highest safety and compliance standards Capability to manage complexity **OEMs and customers** Value-added and cost-efficient service provider Reduced complexity for small volume purchases

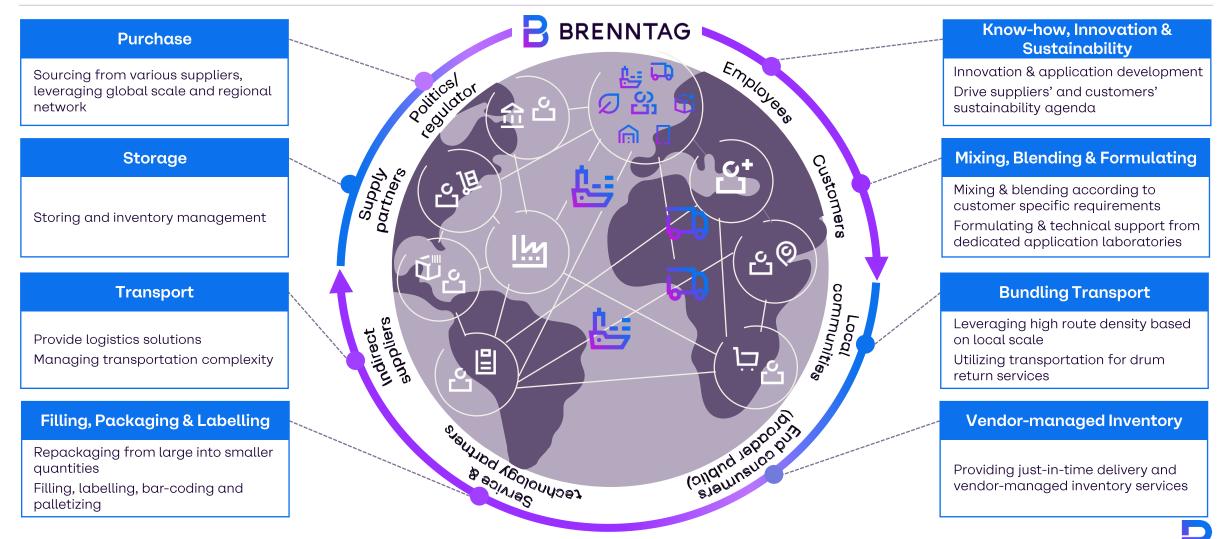


<sup>1)</sup>Year 2020-2022 is excluded to avoid one-off Covid-19 impact

<sup>2)</sup> Forward looking growth rates are real growth rates

13<sup>3)</sup>Global Chemical Manufacturing is defined as global sales minus global exports plus global imports, implying that Global Chemical Manufacturing equals global sales

# Distributors perform a value-added function with economies of scale



### Comparison of different ecosystem key constituents

	"What we are" BRENNTAG	<b>"What we are not"</b> Chemical Producer
Business model	B2B Services / solutions	Manufacturing
Product portfolio	Full-line	Narrow
Customer base	Broad in diverse end-markets	Narrow
Customer order size	Small	Large
Delivery method	Less-than-truckload	Truckload and larger
Fixed assets	Low intensity	High intensity
Fixed asset flexibility	Multi-purpose	Narrow purpose
Cost base	Variable	Fixed
Raw material prices	Market	Contract
Input / Output pricing	Connected	Disconnected

Chemical distribution substantially differing from chemical production

## Brenntag is the undisputed global leader in a highly fragmented chemical and ingredients distribution market

Chemical and ingredients distribution sales-based market share (%), 20231)



6 Source: ICIS Top 100 Chemical Distributors (2024), Global third-party chemical distribution market size as of BCG study 2023 "Chemical Distribution: The New Age of Winning" 1) Excluding Helm, Tricon, and Nagase & Co (traders)

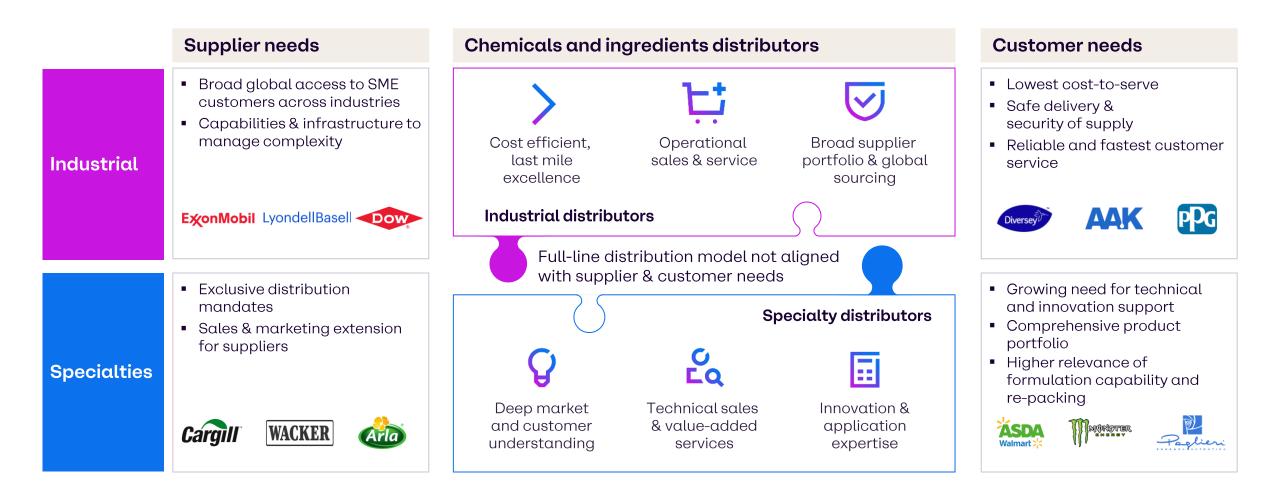
## Industry Dynamics

## Brenntag growth & leadership drivers aligned with industry trends

	Industry trends	Brenntag growth & leadership drivers
1	Continued <b>outsourcing</b> and <b>increase of value-added</b> services	Attractive <b>distribution market</b> with mid-term underlying <b>sales growth of 3 to 5% p.a.<sup>1)</sup></b>
2	Continued <b>economic</b> and <b>geopolitical uncertainty</b> impacting <b>supply chains</b>	Global reach providing highest security of supply & ability to optimize product flows
3	Increasing regulations and need for sustainability- driven portfolios & solutions	Uniquely positioned across the ecosystem to <b>connect suppliers &amp; customers</b> and deliver <b>sustainable solutions</b>
4	Exponential <b>growth</b> in <b>available data, processing</b> power and Al	Industry-leader through <b>DiDEX</b> and further <b>data and tech-driven initiatives</b>
5	<b>Bifurcation</b> of <b>supplier and customer needs</b> between Industrials & Specialties	<b>ONE BRENNTAG</b> with <b>two differentiated divisions</b> , supported
6	Accelerating <b>consolidation &amp; specialization</b> supported by <b>sponsor-backed platforms</b>	by a lean joint services backbone

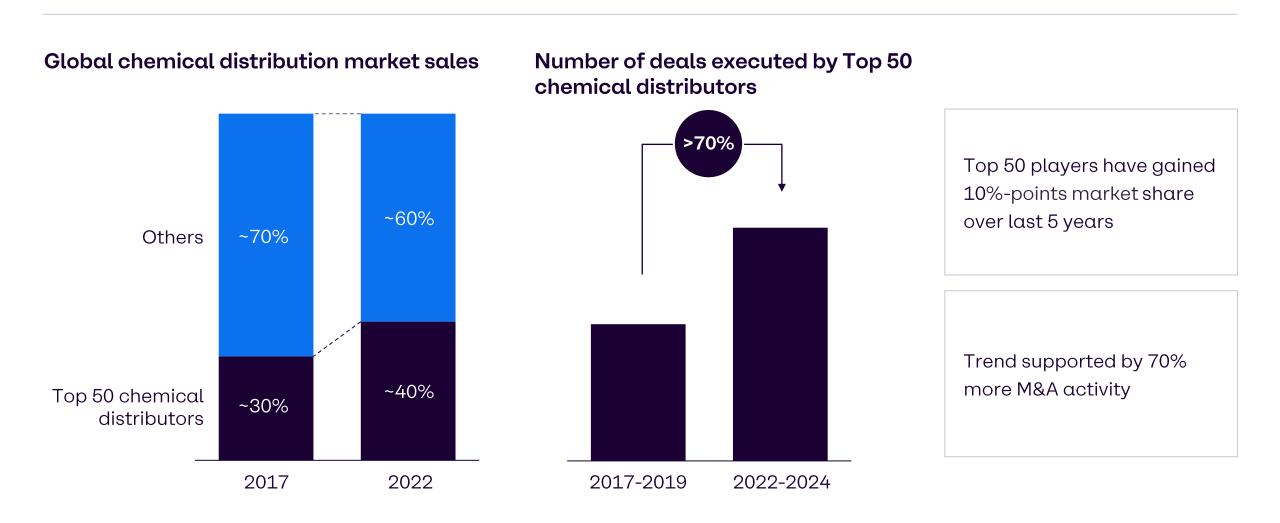
#### Delivering the Horizon 3 strategic vision

## Bifurcation of supplier & customer needs requires distinct business models, making full-line value propositions obsolete

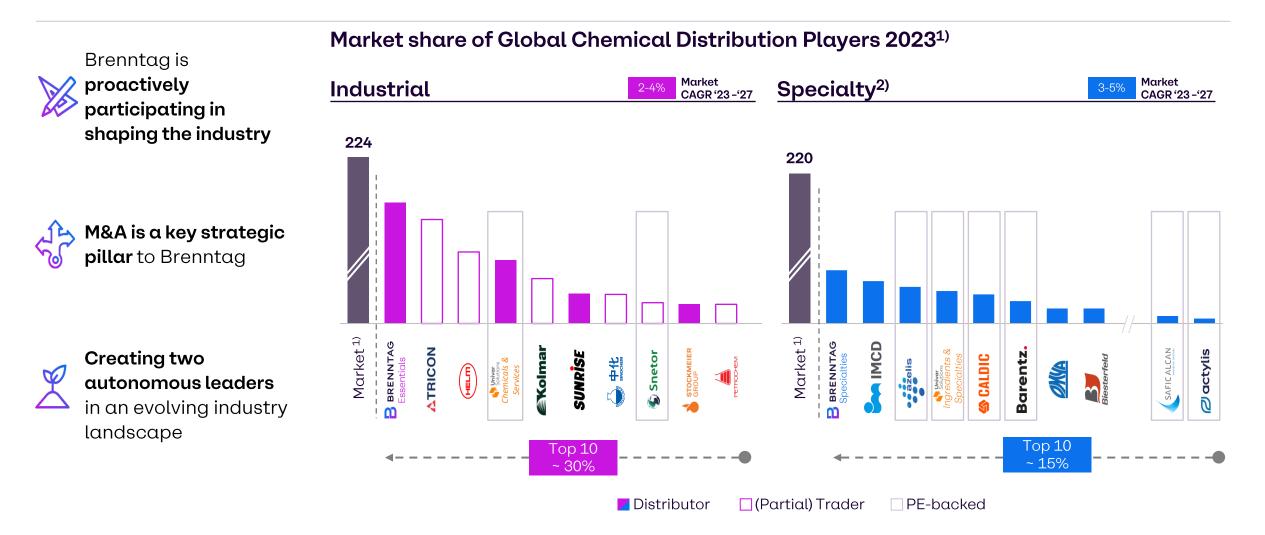


**(**19

### Consolidation in chemical distribution has accelerated...



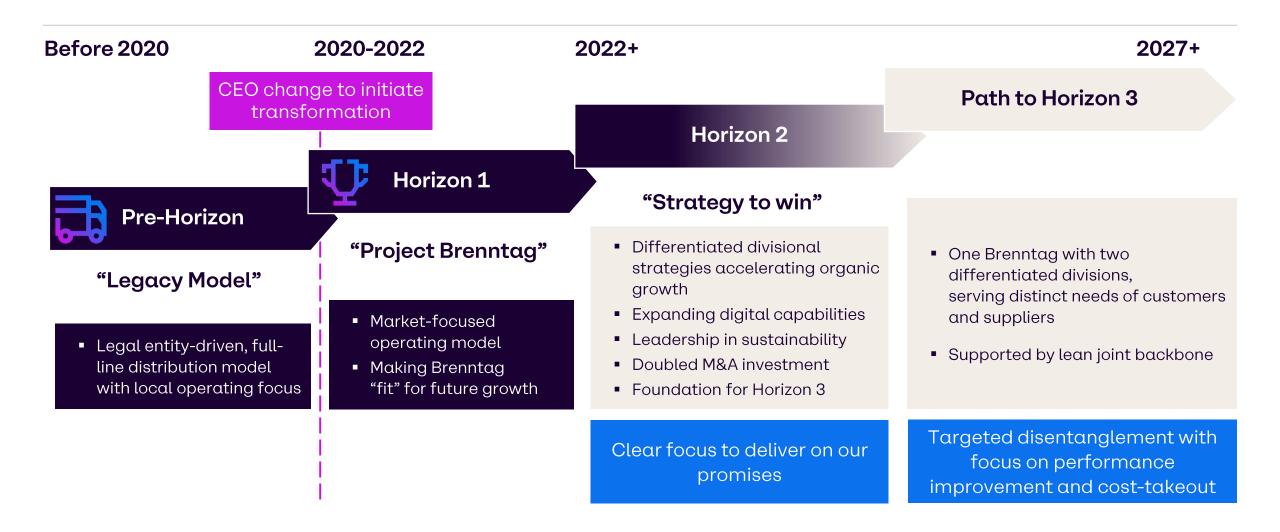
## ... with larger and more specialized platforms and new ownership models



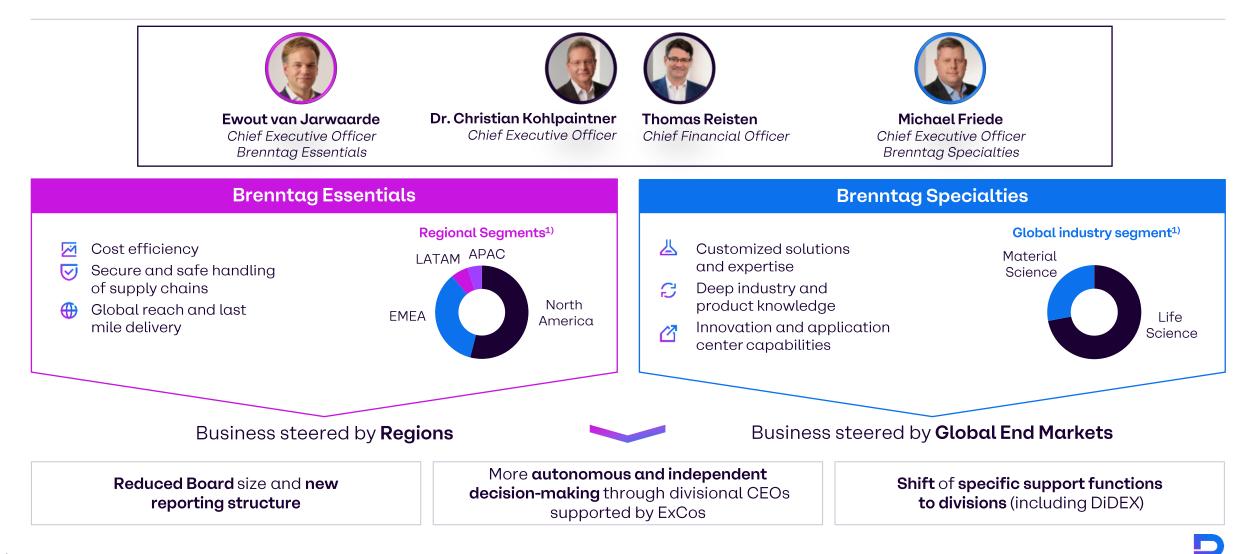
1) Sales as % of distribution market size; market size in €bn; market data based on BCG chemical distribution report and sales based on ICIS Top 30 chemical players report (both 2023) 21 <sup>2</sup>) Excludes (partial) traders; Caldic adjusted to incl. Connell acquisition in 2023; Actylis revenue estimate in line with historical sales on Capital IQ (2018A)

## Horizon 1-3: Corporate Strategy & Advanced Operating Model

## Brenntag is continuing its transformation journey initiated in 2020



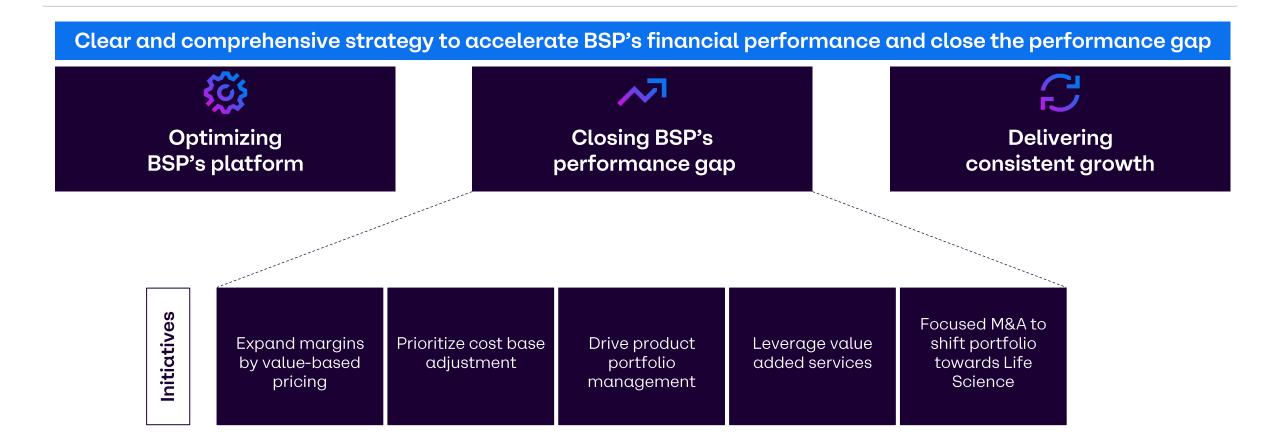
## Distinct, high performing businesses aligned with business drivers and market requirements



## Brenntag Essentials: Unleashing the true potential of the platform



### **Brenntag Specialties: Power to perform**



## Accelerating ongoing initiatives and resetting the cost base

	ര	G&A operating model & function redesign	<ul> <li>Streamlining of overhead structure</li> <li>Cost synergies from portfolio shift: more efficient, go-to-market approach</li> <li>Leverage shared services and lean corporate center</li> </ul>	Free up resources
	::	End-to-end indirect spend management	<ul> <li>Consolidation of spend across organizational units</li> <li>Standardization and harmonization within different spend categories</li> </ul>	<b>Lift conversion ratio</b> (absolute OPEX expected to increase in line with volumes)
	X	Supply chain cost reduction	<ul> <li>Further improve last mile management</li> <li>Site network and supply chain optimization</li> </ul>	<b>Offset inflationary impact</b> on OPEX
Some measures overlapping	90	DIDEX	<ul> <li>Hardwire excellence to sustain market outperformance</li> <li>Leader in Digital &amp; Data to connect suppliers and customers</li> </ul>	Reinforce <b>continuous</b> <b>improvement culture</b>

Cost take-out of around EUR 300m p.a. by 2027 included in mid-term guidance



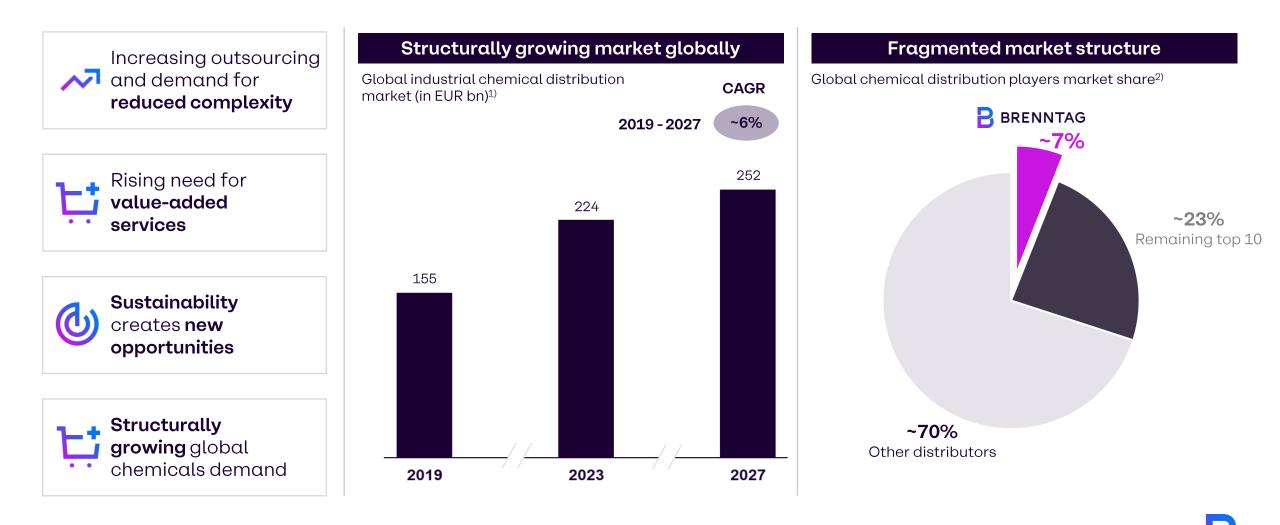
## **Brenntag Essentials**

 Resilient and structurally growing
 Unleashing Brenntag Essentials' true potential
 M&A as an accelerator



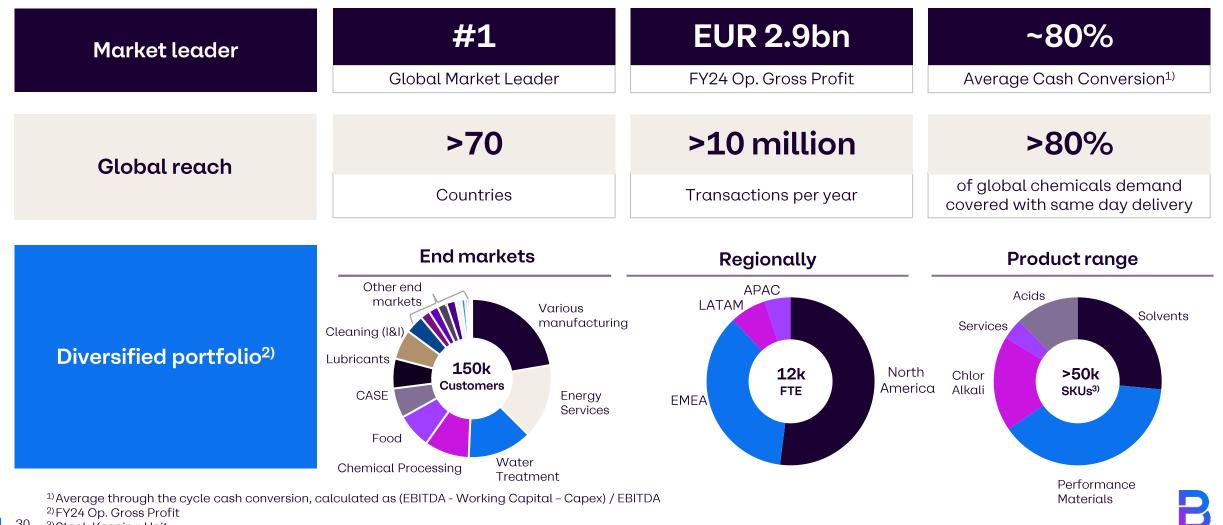
 $\widehat{\mathbf{G}}$ 

## Brenntag Essentials operates in a highly attractive, globally growing market



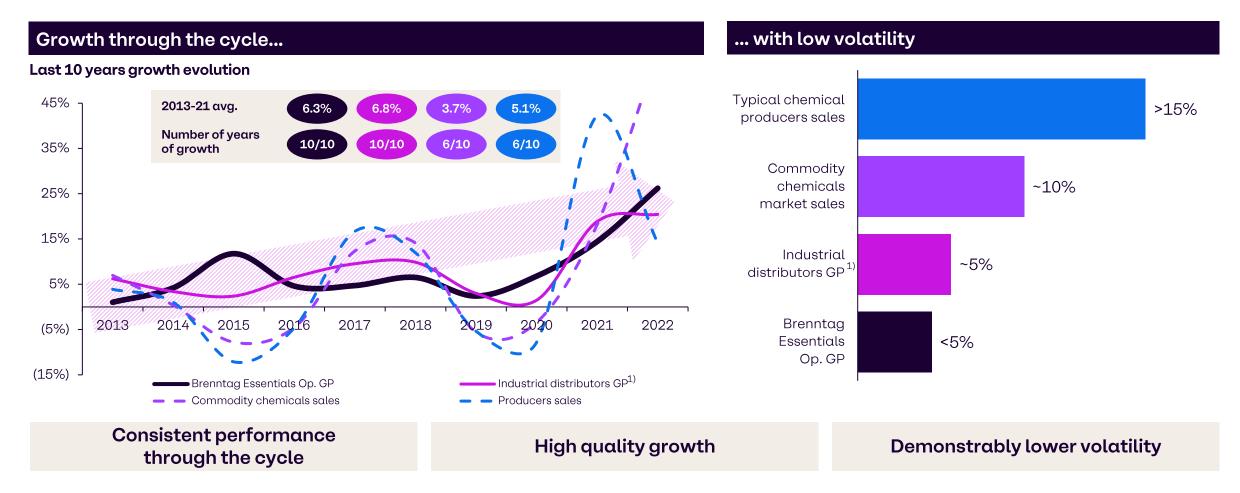
<sup>1)</sup>Source: BCG 2023 market analysis; (forecasts on fixed price assumptions, i.e., volume only)
 <sup>2)</sup>Base year 2022; Sources: ICIS Top 30 chemical players report and BCG chemical distribution report (both 2023)

## Brenntag Essentials is a market leading, global and diversified platform



**[**, 30 <sup>3)</sup>Stock Keeping Unit

## Brenntag Essentials is resilient and structurally growing



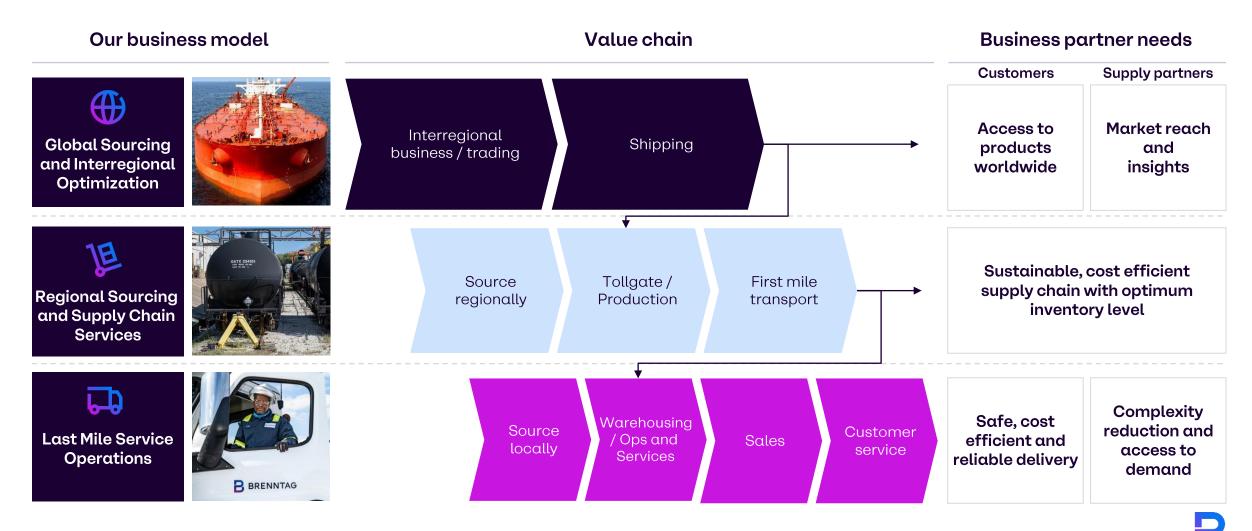
Note: Total Brenntag Op. Gross Profit growth rate used as proxy for BES from 2012-2017; IHS total commodity chemicals market sales, global (no BES-specific regional weights). Based on IHS; Brenntag financial data

[1] 31 <sup>1)</sup>Includes Bunzl, Diploma, Fastenal, Ferguson, RS Group, W.W. Grainger

B

### The 'triple' business model caters to the needs of our customers and supply partners and provides unique network optionalities

~



### Unleashing the true potential of the platform



S

 $\sim$ 

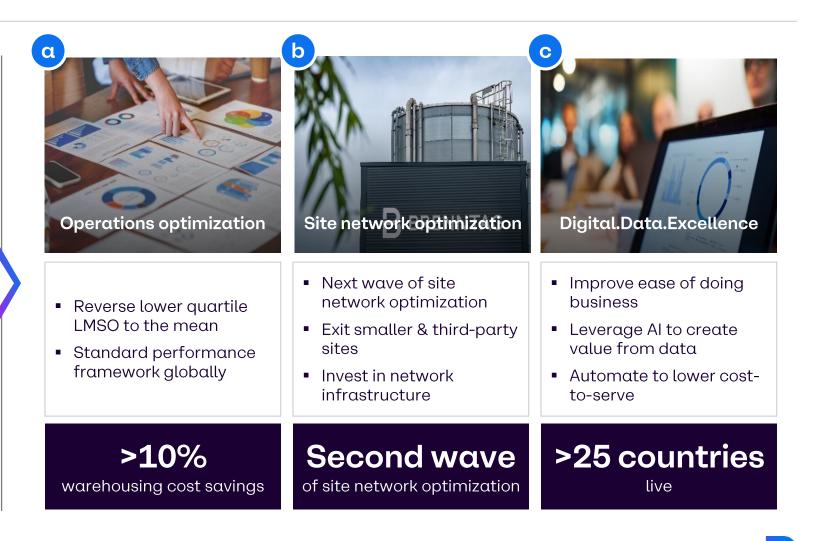
 $\mathfrak{S}$ 

### 1 Unleashing the true potential of the platform: Driving last-mile operational excellence

#### Key initiatives

- Establish common last mile service operations globally with full responsibility for last mile P&L
- Common performance framework for customer service, supply chain, operational & finance
- Significant site network investments plus site exits

Gross Profit	Conversion Ratio	Customer / supplier NPS



S

## 2 Unleashing the true potential of the platform: Strengthening regional sourcing and supply chain services

#### Key initiatives

- Increase regionally sourced product catalogue and steer portfolio towards sustainable products
- Expand regional supply chain capabilities to capture efficiency and lower supply chain costs
- Roll-out global Al-driven demand forecasting and supply chain visibility tools

Gross Profit	Conversion Ratio	Customer / supplier NPS

Tollgates	Sustainability	Al-Driven demand forecasting
<ul> <li>Simplify regional &amp; local product catalogues to improve efficiency</li> <li>Further expand tollgate network, e.g. in APAC</li> <li>Optimize first and middle mile delivery to last mile</li> </ul>	<ul> <li>Contribute to decarbonization with sustainability optimized product supply chains e.g. more rail, less road</li> <li>Roll-out digital carbon footprint optimization tool</li> </ul>	<ul> <li>Use algorithmic demand forecasting tools to optimize inventory planning</li> </ul>
Conversion Ratio	Digital tool already covers thousands of product supply chains	Cash Conversion

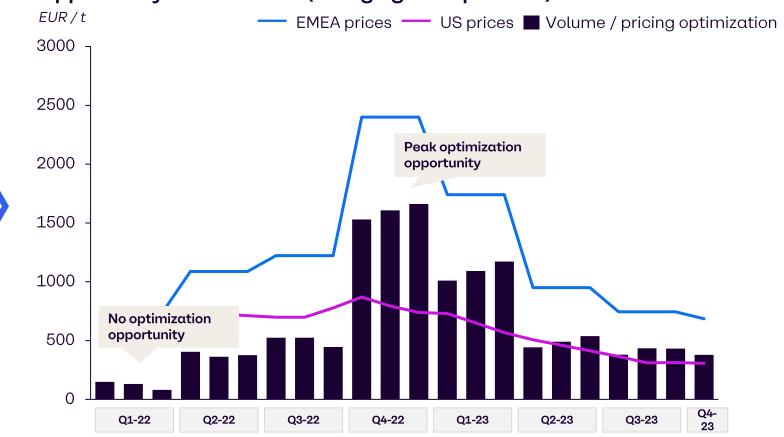
S

### **3** Unleashing the true potential of the platform: Interregional optimization to tap into network optionalities

#### Key initiatives

- Market intelligence team monitors producer actions, trade flows and pricing, using insight and digital for supply decisions
- Global interregional optimization uses price / volume arbitrage to supply regional tollgates to tap into network optionalities secured by regional/local demand
- Driving additional value for business partners

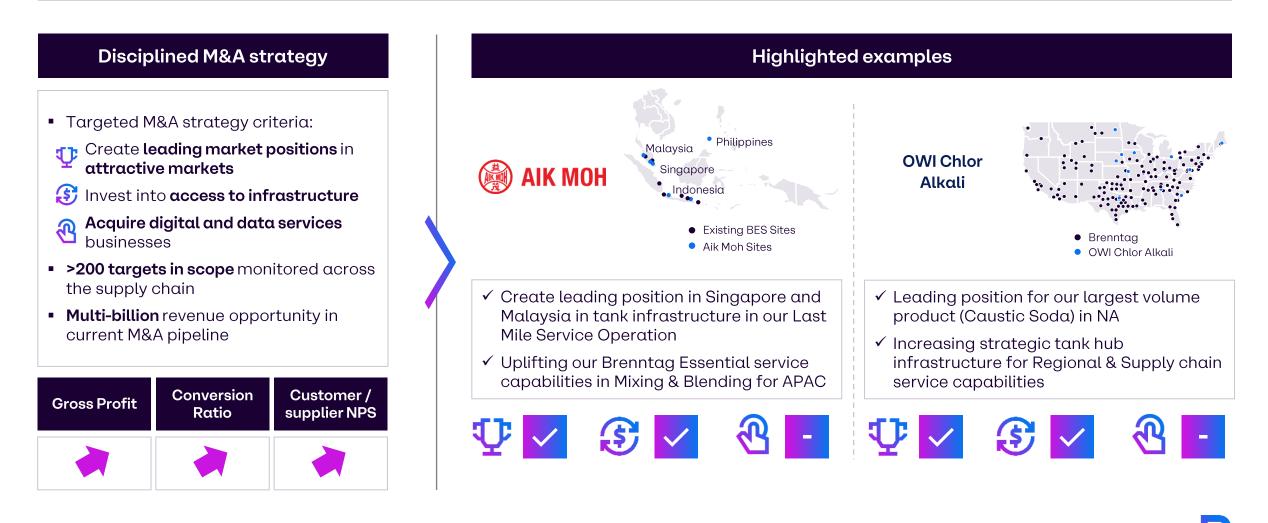




S

#### Opportunity: NA vs. EMEA (a large global product)

# 4 Disciplined and targeted M&A strategy will drive further growth and margin upside



**3**7



### **Brenntag Specialties**

Coptin

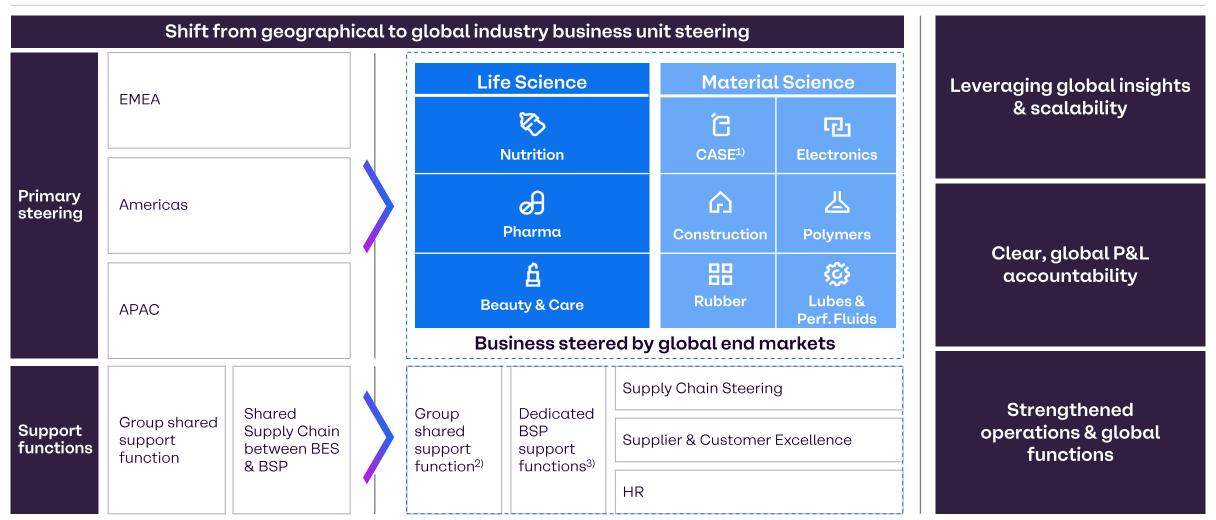
Optimizing BSP's platform

Closing BSP's performance gap

**C** Delivering consistent growth



# Strengthening BSP's operating model and increasing divisional autonomy



<sup>1)</sup> Coatings, Adhesives, Sealants and Elastomers

<sup>2)</sup> Certain group support functions will continue to remain in place (e.g. group strategic direction functions, accounting and finance, investor relations, capital and

talent allocation, governance, compliance and policies)
 <sup>3)</sup>e.g. Controlling, etc.

# Accelerating BSP's performance to deliver higher organic growth and profitability, with further upside from M&A

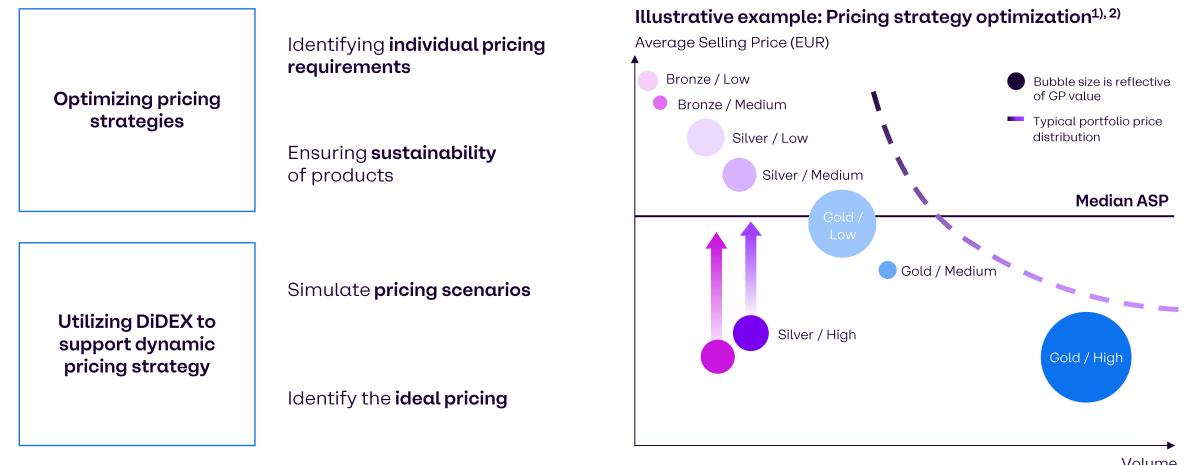


Note: Steps 1-4 are organic initiatives

<sup>1)</sup>Includes Di<u>DEX benefits</u>

40 <sup>2)</sup> Portfolio management around product, high growth industries and geographic expansion

### Actively managing pricing and margins to improve profitability



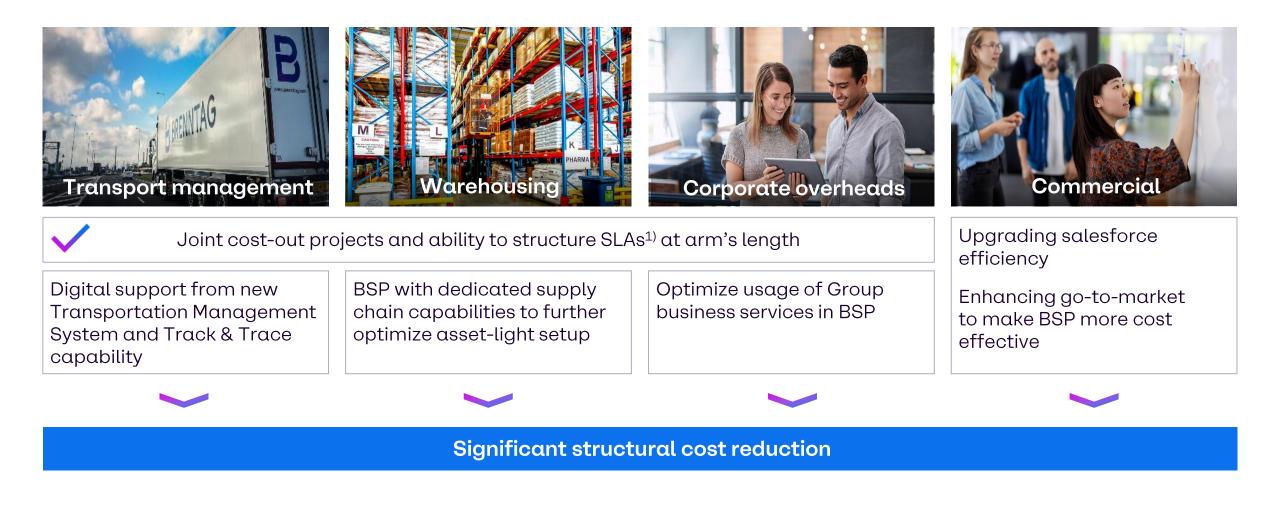
<sup>1)</sup>Excluding New / Regained / Not assigned Customers <sup>2)</sup>Gold / Silver / Bronze: Classification by size of customer; High / Medium / Low: Classification by future potential with customer

[r]

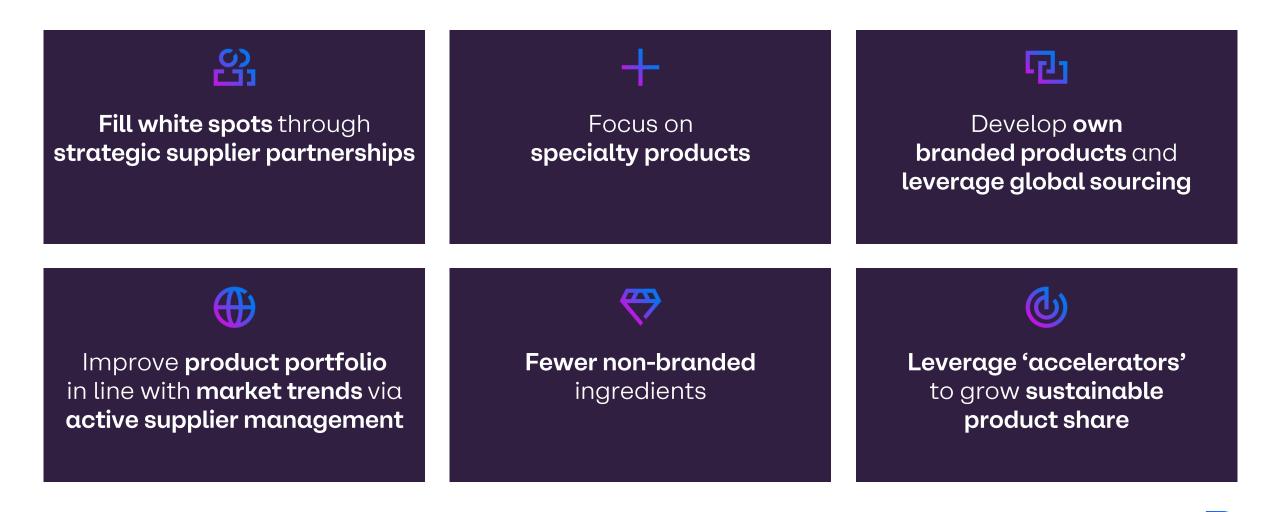
Volume

**{**\]

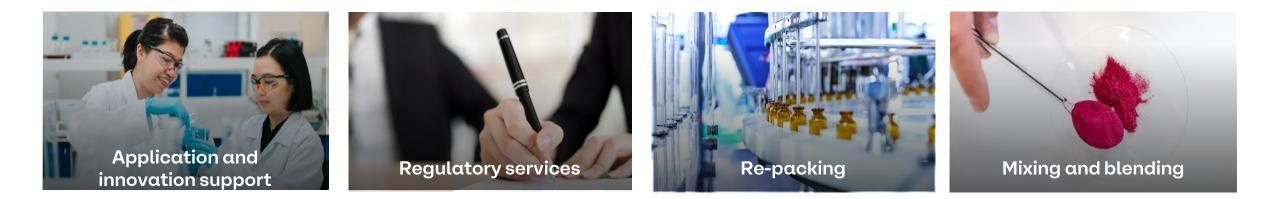
# 2 Cost-out program to underpin structural margin improvement



# **3** Driving further growth and profitability through enhanced product mix



# 4 Further scale value-added services with customers and suppliers



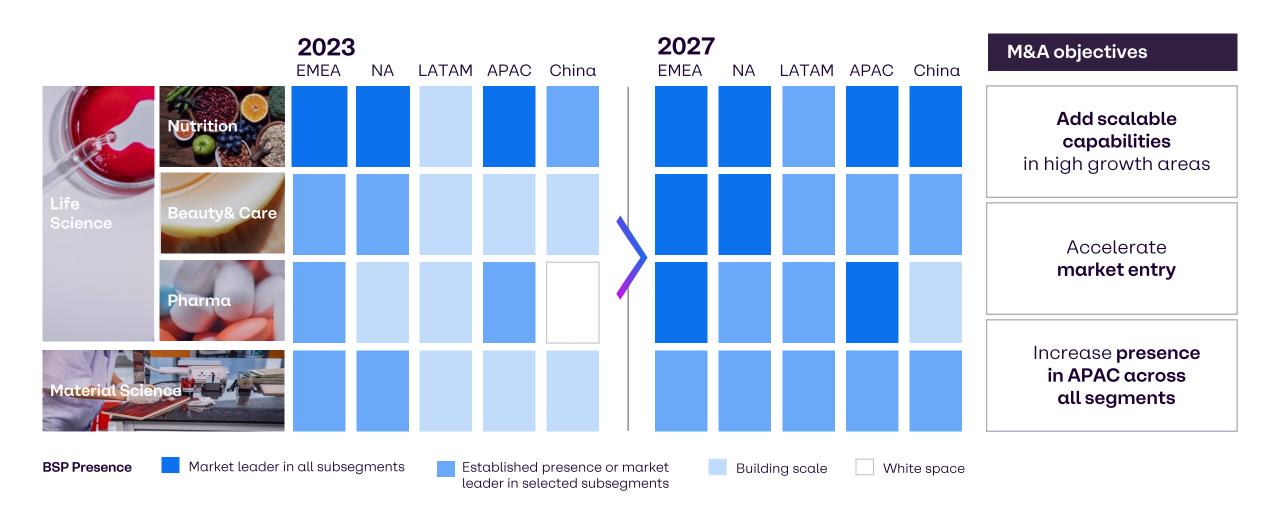
Upgraded and **specialized I&AC footprint** by investing in technical sales and **innovation know-how**  Scaled-up global network of industry-focused regulatory experts leveraging strong presence across regions and business units Advanced capabilities offering **tailored re-packing** in all business units, incl. **GMP<sup>1)</sup>** and **clean room capabilities for Pharma**  Increase own-brand offering for blends in all business units by expanding and upgrading mixing and blending facilities

Enabled by expert knowledge

Enabled by specialty assets

### Strengthening BSP's footprint and capabilities through $\overline{\rm M\&A}$

ξūş



45

### 5 Strong M&A track record with significant pipeline

#### Selected acquisitions from 2018 - 2023



Nutrition Beauty & Care

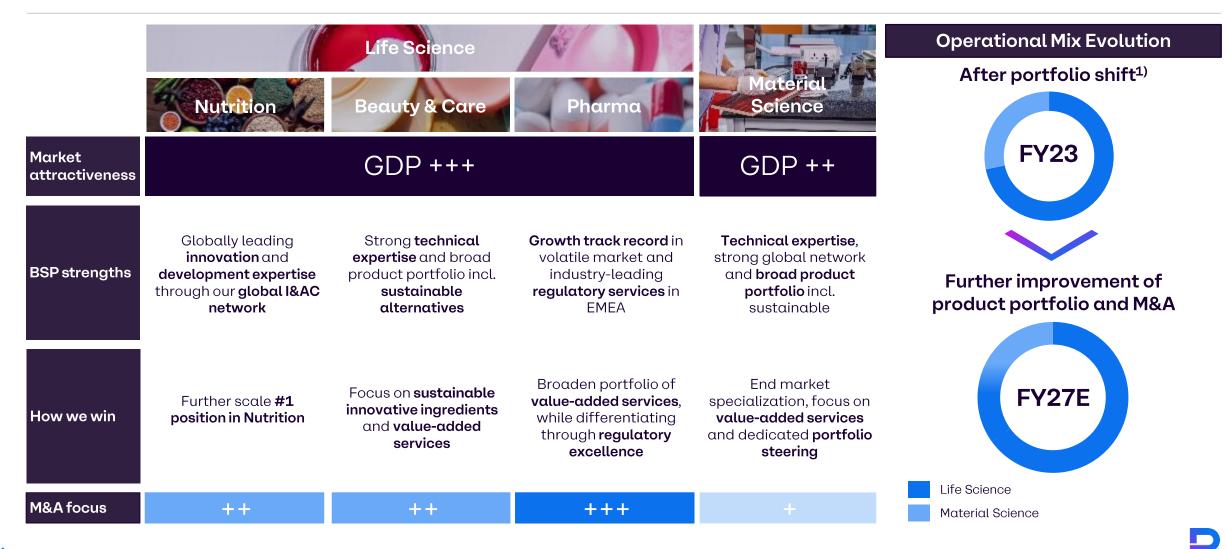
#### Medium-term opportunity

<u>ئې</u>

 $\sim$ 

## Unique end market strategies to capture potential of structurally attractive growth markets and strengthen leadership positions

 $\sim$ 



## Connecting the most comprehensive global network of Innovation & Application Centers to drive growth



ર્ડ્રેટ્ર

 $\sim$ 

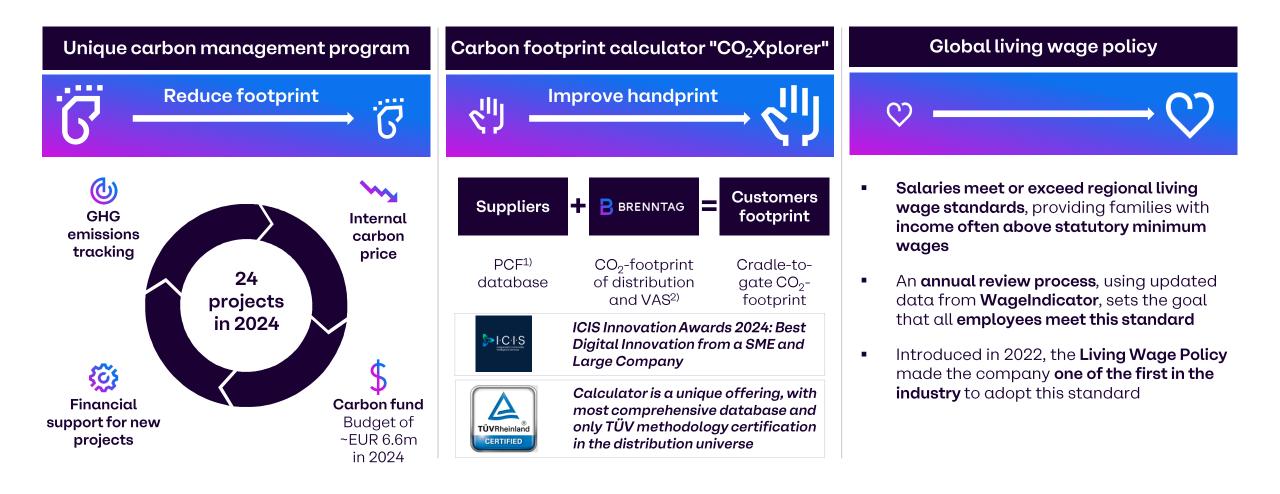
**4**8

### Sustainability

#### Based on our strengths and high ambitions, we developed a "Future Sustainable Brenntag" picture



## We continue to lead the sustainability agenda with key initiatives in place

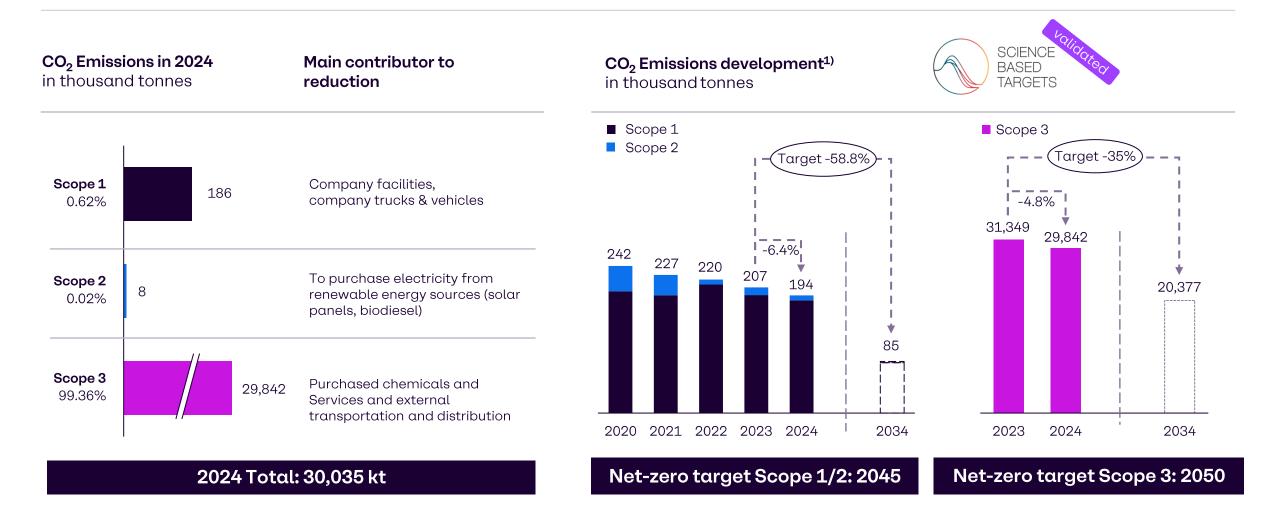


## Key mid-/long-term targets in six focus areas addressing the UN SDGs

Focu	us ar	eas	Mid- to long-term targets							
			•	2025 - 2027	2030 - 2050					
	Environment	Climate protection & emissions reduction	100% electricity consumption from renewable sources (2025)		-25% in process spill rate vs 2023 (2030) <sup>1)</sup>	Scope 1&2: -58.8% vs. 2023 (2034)	Scope 3: -35% vs. 2023 (2034)	Net-zero vs. 2023: Scope 1&2 (2045) Scope 3 (2050)		
	Enviro	Resource efficiency & circular economy	Assess portfolio for sustainability (100% covered) by 2025	Ten circular businesses each generating > EUR 1 million by 2025						
	ocial	Fair & safe employer	100% targeted expansion of unconscious bias training for leaders, managers and recruiters (2025)	Annual global employee engagement survey (2024-2026) including action planning and monitoring	Female repres least 30% acro mgmt. below t		TRIR <sup>3)</sup> < 2	.0 (2030)		
	Soc	Responsible partner	All suppliers share our vision on human rights and environmental protection <sup>4)</sup> (2027)							
	ernance	Management structures	Further increase number of managers with ESG relevant targets (2027)	Implementation of sustainability organization within new operational structure (2027)						
<u> </u>	Govern	Portfolio & investment steering	100% portfolio steering towards sustainability (2025)	Develop strategies for technological advancement in important industry segments (2025)						

<sup>1)</sup> Uncontained spills, PSE1 and toxic gas releases will be disclosed; <sup>2)</sup> BoM = Board of Management; <sup>3)</sup> TRIR = Total Recordable Incident Rate
 <sup>4)</sup> All refers to >95% of suppliers by spend are finalized with preventative measures.

## Brenntag commits to reach net-zero GHG emissions across the value chain by 2050



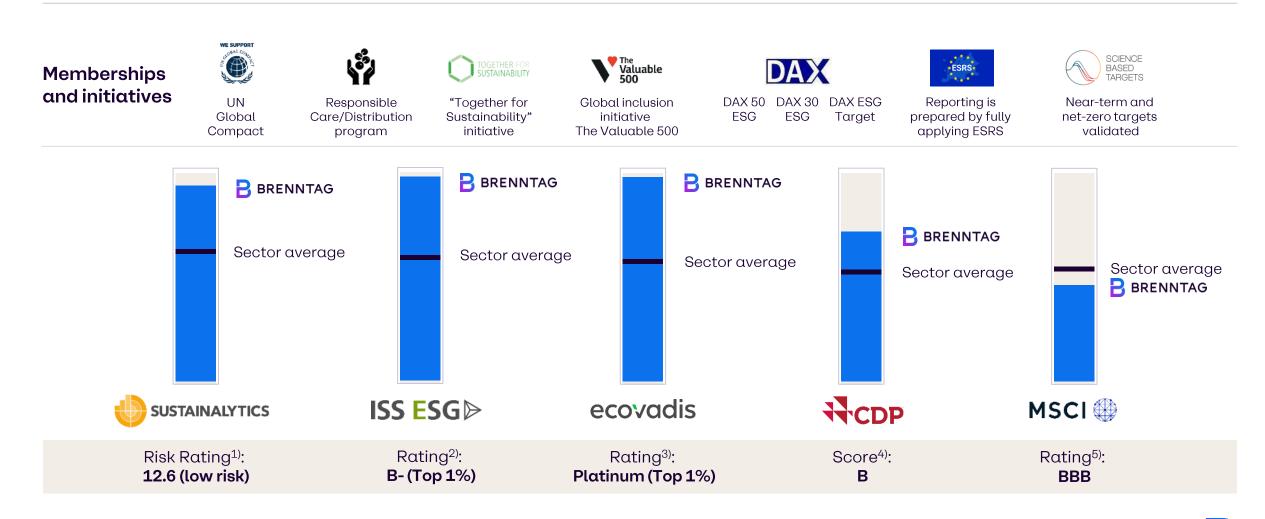
<sup>1)</sup> Scope 1 and 2 emissions were audited with limited assurance in 2020-2022 and with reasonable assurance in 2023 and 2024 Note: Emissions calculated with market-based method / SBTI targets reference to base year 2023

(L)

53

B

### Brenntag with leading ESG position



<sup>1)</sup>Rating scale: negligible (0-10) to severe (40+), as of February 06, 2025; <sup>2)</sup>Rating scale: A+ to D-, as of July 13, 2024; <sup>3)</sup>Rating scale: Bronze (Top 50%) to Platinum (Top 1%), as of May 29, 2024; <sup>4)</sup>Rating scale: A to D-, as of February 2025; <sup>5)</sup>Rating scale: AAA to CCC, as of October 22, 2024

P

### Financials Q1 2025



### Highlights Q1 2025

SALES	OPERATING GROSS PROFIT	OPERATING EBITA	FREE CASH FLOW
EUR 4.1 bn	EUR 1.0 bn	EUR 264 m	EUR 163 m
+0.4% vs. PY (fx adj.)	+2.1% vs. PY (fx adj.)	+0.3% vs. PY (fx adj.)	-6.8% vs. Q1 2024
EPS	BUSINESS ENVIRONMENT	COST-OUT PROGRAM	OUTLOOK FY 2025
eps EUR 0.93		соят-оит реоделам EUR ~30 m savings	оитьоок fy 2025 Lower range



### Q1 2025 Strategy update and economic environment

**Economic environment Increased uncertainty** in the first auarter 2025 Anticipation of significant global tariff changes led to dampened business sentiment Global tariffs environment remains highly dynamic with significant risk of economic slowdown Well positioned to manage through highly challenging conditions



Continued **execution of divisional strategies** including targeted disentanglement



**Clear focus on cost-out delivery** with **potential acceleration** of delivery against the background of the challenging business environment

#### <u>BSP achievements:</u>

- Ongoing price- and margin management initiatives improving Gross Profit per unit
- Strategic supplier management leading to further "top of pyramid" supplier wins

#### <u>BES achievements:</u>

- **Triple strategy execution** focusing on LMSO and implementation of standard reporting on main KPI's including target setting
- Optimizing global site network with >10 additional locations expected to close in 2025.

#### Financials Q1 2025: Income statement

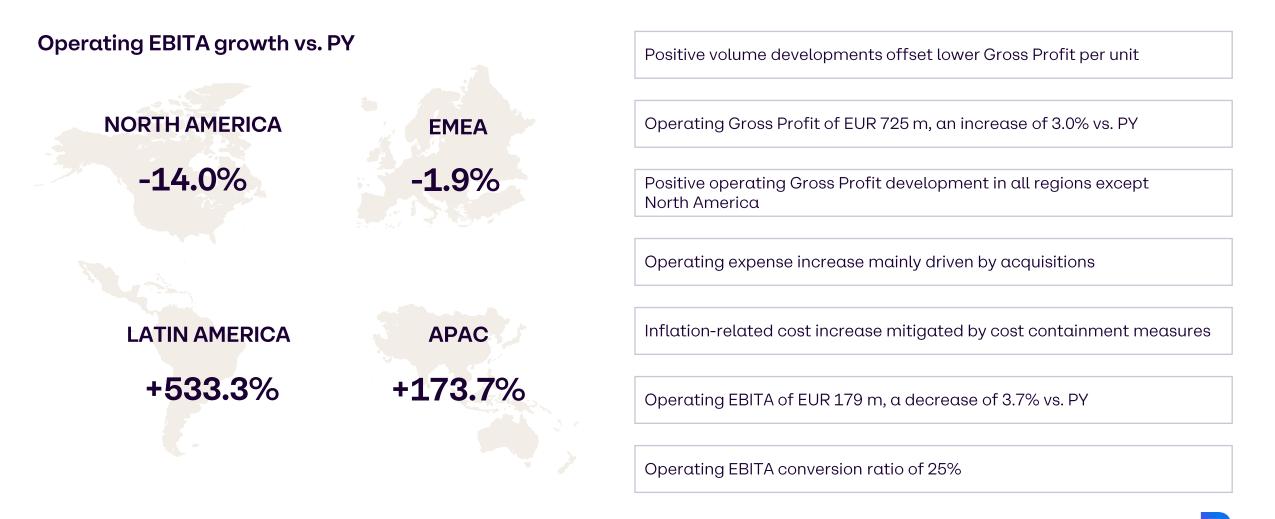
in EUR m	Q1 2025	Q1 2024	Δ	<b>△ FX adjusted</b>
Sales	4,071.9	4,002.6	1.7%	0.4%
Cost of materials	-3,052.4	-3,018.2	1.1%	-0.1%
Operating Gross Profit	1,019.5	984.4	<b>3.6</b> %	2.1%
Operating expenses	-664.2	-642.8	3.3%	2.0%
Operating EBITDA	355.3	341.6	4.0%	<b>2.</b> 5%
Depreciation	-91.0	-81.9	11.1%	9.2%
Operating EBITA	264.3	259.7	1.8%	0.3%
Net income / expense from sp. items	-11.3	-8.2	_	_
EBITA	253.0	251.5	-	-
Amortization	-17.9	-12.4	-	-
EBIT	235.1	239.1	-	-
Financial result	-42.4	-34.1	-	_
EBT	192.7	205.0	-	-
Profit after tax	135.7	143.7	-	-
EPS	0.93	0.97	-	-

#### Financials Q1 2025: Brenntag Specialties

erating EBITA growth v	s. PY	Lower volumes in combination with meaningfully higher Gross F per unit
Life Science	Material Science	
<b>-2.9</b> %	+0.7%	Operating Gross Profit of EUR 295 m, an increase of 0.1% vs. PY
Global end markets	Global end markets	Life Science business unit Nutrition stable, Pharma slightly under whilst B&C showed positive operating Gross Profit development
Nutrition	CASE <sup>1)</sup> & Construction	Material Science operating Gross Profit slightly higher, mainly d acquisitions
சி	Rubber & Polymers	Operating expenses driven by acquisitions. Organic increase ful by cost containment measures
Pharma	<b>پُرْجُ</b> Lubes & Perf. Fluids	Operating EBITA of EUR 111 m, a decrease of 1.2% vs. PY
E Beauty & Care	Electronics	Operating EBITA conversion ratio of 38%



#### Financials Q1 2025: Brenntag Essentials



#### Financials Q1 2025: Operating EBITA bridges<sup>1)</sup>



61 <sup>1)</sup> Calculations are partly based on assumptions made by management; effects based on rounded figures

#### Financials Q1 2025: Segments

in EUR m	Operating Gr	ross Profit <sup>1)</sup>			Operating EB	BITA <sup>2)</sup>			Operating EB conversion ro	
	Q1 2025	Q1 2024	Δ	∆ FX adjusted	Q1 2025	Q1 2024	Δ	∆ FX αdjusted	Q1 2025	Q1 2024
Specialties Life Science	209.1	207.5	0.8%	-0.1%	84.4	86.5	-2.4%	-2.9%	40.4%	41.7%
Specialties Material Science	81.2	79.5	2.1%	1.2%	28.3	28.0	1.1%	0.7%	34.9%	35.2%
Specialties Other	4.7	5.2	-9.6%	-9.6%	-1.7	-2.1	-19.0%	-22.7%	-	_
Brenntag Specialties	295.0	292.2	<b>1.0%</b>	0.1%	110.9	111.8	-0.8%	-1.2%	37.6%	38.3%
Essentials EMEA	254.1	242.6	4.7%	4.1%	66.2	67.0	-1.2%	-1.9%	26.1%	27.6%
Essentials North America	377.9	374.3	1.0%	-1.5%	97.7	110.9	-11.9%	-14.0%	25.9%	29.6%
Essentials Latin America	52.0	40.2	29.4%	30.7%	9.5	1.3	630.8%	533.3%	18.3%	3.2%
Essentials APAC	37.6	31.7	18.6%	16.4%	5.2	1.9	173.7%	173.7%	13.8%	6.0%
Essentials Transregional	2.9	3.4	-14.7%	-14.7%	1.4	1.9	-26.3%	-26.3%	48.3%	55.9%
Brenntag Essentials	724.5	692.2	4.7%	3.0%	178.5	181.9	<b>-1.9</b> %	-3.7%	<b>24.6</b> %	<b>26.3</b> %
Group and Regional Services	-	-	-	-	-25.1	-34.0	<b>-26.2</b> %	-26.2%	-	-
Brenntag Group	1,019.5	984.4	<b>3.6</b> %	<b>2.1</b> %	264.3	259.7	<b>1.8</b> %	0.3%	25.9%	<b>26.4</b> %

Note: The difference between the 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 specific segment

 $\mathbf{G}$ 

 <sup>1)</sup> External sales less cost of materials
 <sup>2)</sup> Segment operating EBITA is calculated as EBITA adjusted for holding charges and special items 62

#### Financials Q1 2025: Free cash flow

in EUR m	Q1 2025	Q1 2024	∆ abs.	∆%
Operating EBITDA	355.3	341.6	13.7	4.0%
Payments to acquire intangible assets and property, plant and equipment	-60.3	-71.7	11.4	-15.9%
$\triangle$ Working capital <sup>1)</sup>	-84.0	-52.7	-31.3	59.4%
Principal and interest payments on lease liabilities	-47.7	-41.9	-5.8	13.8%
Free cash flow	163.3	175.3	-12.0	-6.8%
Working capital turnover (annualized) <sup>2)</sup>	7.6x	7.9x	-	-

#### Financials Q1 2025: Cash flow statement

in EUR m	Q1 2025	Q1 2024
Profit after tax	135.7	143.7
Effect from IAS 29 on profit/loss after tax	4.1	1.0
Depreciation & amortization	109.4	94.5
Income tax expense	57.0	61.3
Income taxes paid	-51.0	-52.6
Net interest expense	34.7	24.9
Interest paid	-24.4	-24.8
(thereof interest paid for leases)	(-7.3)	(-4.7)
Interest received	3.7	3.5
Dividends received	-	-
Changes in working capital	<u>-84.0</u>	-52.7
Changes in other operating assets and liabilities	-8.2	-31.7
Changes in provisions	-28.1	-14.4
Non-cash change in liabilities relating to acquisition of non-controlling interests	-2.0	2.2
Other	5.4	2.8
Net cash provided by operating activities	152.3	157.7

#### Financials Q1 2025: Cash flow statement (continued)

in EUR m	Q1 2025	Q1 2024
Proceeds from the disposal of consolidated subsidiaries and other business units less costs to sell	-	-
Proceeds from the disposal of other financial assets	-	-
Proceeds from the disposal of intangible assets and property, plant and equipment	3.0	3.9
Payments to acquire consolidated subsidiaries and other business units	-58.4	-65.6
Payments to acquire other financial assets	-0.1	-
Payments to acquire intangible assets and property, plant and equipment	-60.3	-71.7
Net cash used in investing activities	-115.8	-133.4
Payments to acquire treasury shares	-	-250.1
Payments to acquire non-controlling interests	-	-
Proceeds from non-controlling interests	-	-
Dividends paid to Brenntag shareholders	-	-
Profits distributed to non-controlling interests	-	-
Proceeds from borrowings	20.1	242.7
Repayments of lease liabilities	-40.4	-37.2
Repayments of borrowings	-31.8	-44.8
Net cash provided by / used in financing activities	-52.1	-89.4
Change in cash & cash equivalents	-15.6	-65.1

#### Financials Q1 2025: Working capital

in EUR m	31 Mar 2024	31 Dec 2024	30 Sep 2024	30 Jun 2024	31 Mar 2024
Inventories	1,544.1	1,518.4	1,514.1	1,539.9	1,422.6
+ Trade receivables	2,414.4	2,282.5	2,338.0	2,549.8	2,480.2
./. Trade payables	1,787.7	1,661.6	1,704.5	1,844.0	1,819.8
Working capital (end of period) <sup>1)</sup>	2,170.8	2,139.3	2,147.6	2,245.7	2,083.0
Working capital turnover (annualized) <sup>2)</sup>	7.6x	7.6x	7.7x	7.8x	7.9x

### Outlook

#### Outlook 2025

Comments

	FY 2025 Outlook
Brenntag Group	<ul> <li>Brenntag currently expects operating EBITA for 2025 to be in the lower range of the guidance provided in March 2025 (op. EBITA of EUR 1,100 m to 1,300 m<sup>1</sup>)</li> </ul>
FX impact	<ul> <li>EUR/USD: ~1.05 (2024: ~1.08)</li> <li>Sensitivity (FY basis): Delta of EUR/USD +/- 1 cent = EUR ~ -/+ 10 m operating EBITA</li> </ul>
Tax rate:	<ul> <li>Tax rate: 28-30%</li> </ul>
CAPEX	■ EUR ~300 m
CAPEX	■ EUR ~300 m

- Macroeconomic environment remains highly challenging
- Substantial unfavorable changes in EUR/USD FX rates
- Increased level of economic uncertainty and dampened business sentiment
- Global tariff discussions unresolved
- Continued geopolitical conflicts
- Brenntag well positioned to manage through uncertainties

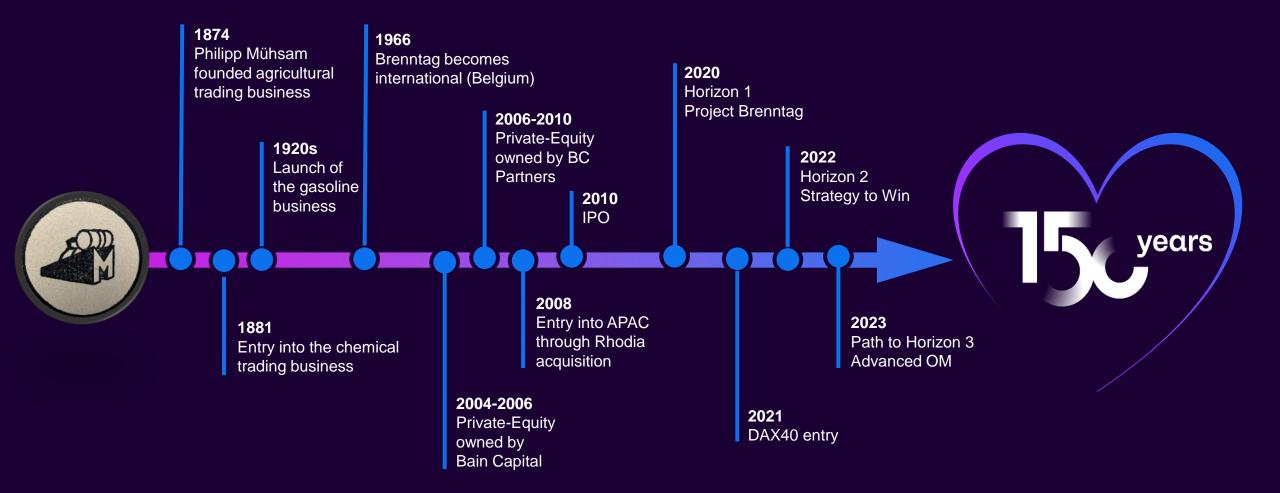
#### Brenntag Group 2027 organic growth and profitability targets

	Brenntag Group	Brenntag Essentials	Brenntag Specialties
Operating Gross Profit CAGR	4 - 7%	4 - 6%	5 - 7%
Operating EBITA CAGR	7 - 9%	5 - 7%	7 - 9%
Operating EBITA Conversion Ratio	35 - 37%	32 - 34%	43 - 45%
One-off costs:			
DiDEX and SAP implementation (included in Operating EBITA & Capex) $^{1)}$	~EUR 250m		
Cost to achieve of cost take-out / targeted disentanglement (2/3 assigned to cost-out program)	~EUR 300m		

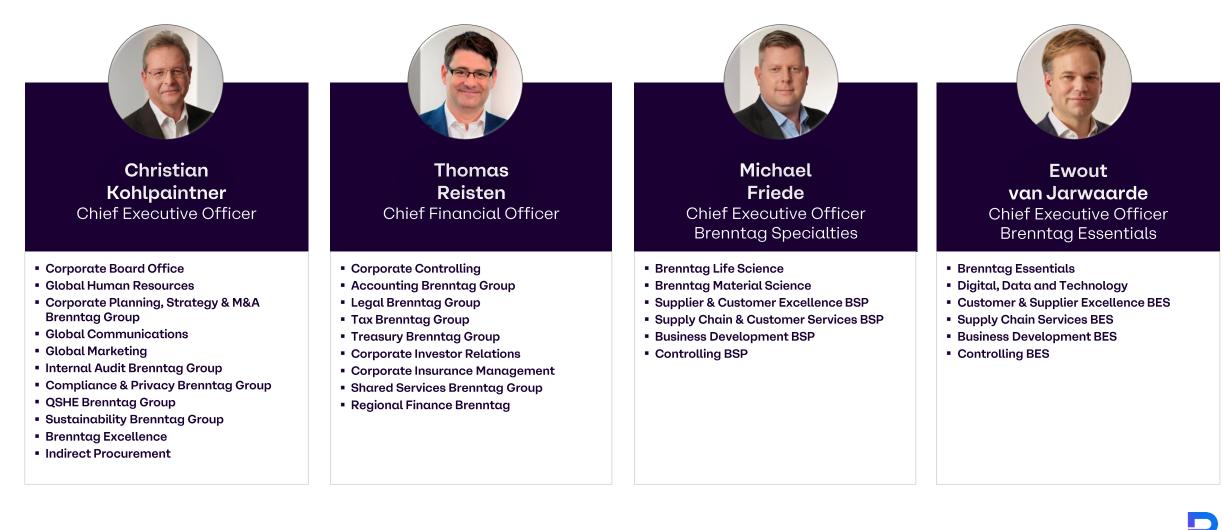
### Appendix

B

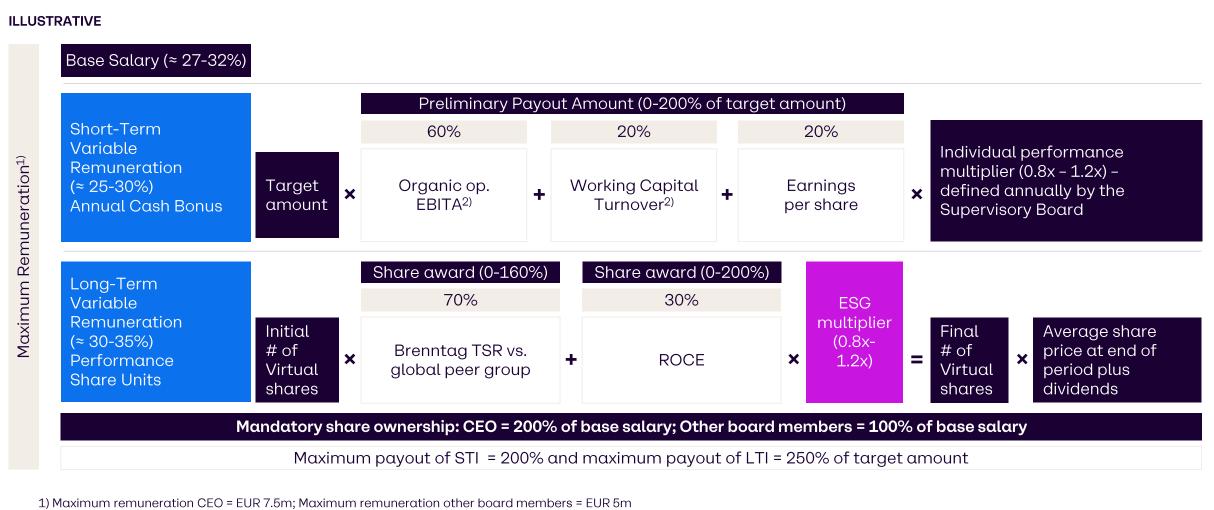
#### From 1874 to 2024 150 years of being constantly agile



#### Board of Management Highly experienced management team



# Current remuneration system of the Board of Management

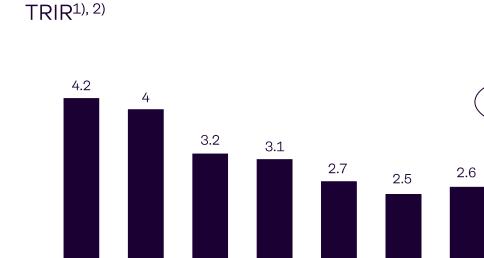


2) If a member of the Board of Management is responsible for a division, the key performance indicators organic operating EBITA and working capital turnover are, independently from each other if appropriate, again weighted between 25% and 100% related to Group and between 0% and 75% related to divisional level

73 Note: Simplified illustration; Please see Corporate Website for more details. The current remuneration system was approved by the Annual General Meeting 2023

(r)

# **ESG: Safety and Diversity**



**Group Accident Rate** 

2018

2019

2020

2021

2022

2023

2024

#### Diversity – Key figures<sup>2)</sup>

	Targets	2024	2023
Proportion of women in the Supervisory Board	At least 33.3% by 2026	33.3%	33.3%
Proportion of women in the Board of Management	At least 20% by 2026	25.0%	25.0%
Proportion of women in management positions <sup>2), 3)</sup>	At least 30% by 2030	32.4%	31.3%
Proportion of women in the total workforce	n.a.	35.2%	35.1%
Different nationalities	n.a.	>100	>100

<sup>1)</sup> TRIR (Total Recordable Injury Rate): Number of workplace accidents involving injuries that require medical treatment (beyond first aid), per one million work hours
 <sup>2)</sup> TRIR and Proportion of women in management positions were audited with limited assurance in 2021 and 2022 and with reasonable assurance in 2023 and 2024
 <sup>3)</sup> Below the Group Board of Management

Target:

< 2.0 by 2030

Target

< 2.35

2025

# 2024 ESG target achievement

	Objective	КРІ	2024 target		024 sults	Reference to mid-/long-term target
	Significantly decrease risks on human rights in the whole supply chain	Define preventive measures for all (>95%) suppliers with high risk profile / engage internal stakeholders about resulting action	>95%	•	>95%	• All suppliers are covered by risk management
Governance	Transition towards circular economy by constituting a pipeline for circular business models	Plan for each business developed and execution started (BES = 5; BSP = 5)	10	•	>10	<ul> <li>Ten circular businesses, each generating &gt; EUR 1 million (2025)</li> <li>Develop strategies to support technological advancement in important industry segments (e.g. automotive) (2025)</li> </ul>
Ğ	Increase share of sustainable solutions to support customer needs	Assess portfolio for sustainability (60% covered)	≥ 60%	•	>90%	<ul> <li>Assess portfolio for sustainability (60% covered) (2024)</li> <li>100% portfolio steering toward sustainability (2025)</li> <li>Develop strategies to support technological advancement in important industry segments (e.g. automotive) (2025)</li> </ul>
	Ensure a dynamic and diverse organization by increasing diversity and inclusion in the leadership team	Women in leadership positions according to management level in percent	L-1 ≥ 23.3% L-2 ≥ 27.0% L-3 ≥ 30.0% L-4 ≥ 30.0% L-5+ ≥ 27.3%	•	36.6 33.9 38.8 37.4 26.1	• Female representation of at least 30% across our entire management below the Board of Management (2030)
Social	Ensure engaged employees	Conduct a global employee engagement survey	done	•	done	<ul> <li>Annual global employee engagement survey (2024-2026) including action planning and monitoring</li> </ul>
0)	Enhance workplace diversity, foster inclusivity, and improve decision-making by addressing unconscious biases	Develop and set up a mandatory training to raise awareness on unconscious bias	done	•	done	• 100% targeted expansion of unconscious bias training for leadership, managers and recruiters (2025)
	Set a high bar across working conditions and strive safe operations and zero accidents	Total Recordable Incident Rate (TRIR)	< 2.6	٠	2.57	• TRIR < 2.0 (2030)
onmental	Become carbon net zero	5.3% reduction of CO2e emissions (Scope 1+2) <sup>1)</sup> in comparison to base year 2023	-5.3%	•	-6.4%	<ul> <li>58.8% absolute carbon reduction vs. 2023 (2034)<sup>1)</sup></li> <li>100% energy consumption from renewable sources (2025)</li> <li>Net zero carbon emissions (2045)</li> </ul>
Envir	Ensure zero spills and releases with emissions to the environment	Reduction in spill rate <sup>2)</sup> vs. 2023	-3.5%		+47%	• 25% reduction in spill rate vs. 2023 (2030)

#### 2025 ESG Scorecard

	Objective	КРІ	Linkage mid- to long-term target
	Incorporating expanded social and environmental criteria into strategic procurement processes	Procurement process: Develop roadmap for sustainability integration	<ul> <li>All suppliers share our vision on human rights and environmental protection (2027)</li> </ul>
Governance	Drive sustainable solutions growth to support	10 circular projects ≥ 1 million Euro in sales	<ul> <li>Ten circular businesses, each generating &gt; EUR 1 million a year (2025)</li> <li>Assess 100% of the product portfolio for sustainability (2025)</li> </ul>
Gove	customer needs	Assess & steer <b>100%</b> of our portfolio for sustainability	<ul> <li>100% portfolio steering toward sustainability (2025)</li> <li>Develop strategies to support technological advancement in important industry segments (e.g. automotive) (2025)</li> </ul>
	Further strengthen sustainability into the Brenntag culture	Roadmap by division/focus area for BES and BSP	<ul> <li>Implementation of sustainability organization within new operational structure (2027)</li> </ul>
	Ensure a dynamic and diverse organization by increasing diversity and inclusion in the leadership team	Women in leadership by management level:       L1 ≥ 24.4% L2 ≥ 27.5% L3 ≥ 30.0% L4 ≥ 30.0% L5+ ≥ 27.8%	<ul> <li>Female representation of at least 30% across our entire management below the Board of Management (2030)</li> </ul>
Social		Unconscious bias training to all target groups	<ul> <li>100% targeted expansion of unconscious bias training for leaders, managers and recruiters (2025)</li> </ul>
	Ensure engaged employees	4 Quarterly checks & 1 annual eNPS	<ul> <li>Annual global employee engagement survey including action planning and monitoring (2024-2026)</li> </ul>
	Set a high bar across working conditions, safe operations & zero accidents	Total Recordable Incident Rate (TRIR) <b>&lt; 2.35</b>	<ul> <li>TRIR &lt; 2.0 (2030)</li> </ul>
ment	Become carbon net zero	<b>10.7%</b> reduction CO <sub>2</sub> e (Scope $1+2$ ) <sup>1)</sup> vs. base year 2023	<ul> <li>100% energy consumption from renewable sources (2025)</li> <li>Scope 1+2: -58.8% vs. 2023 (2034) / net zero vs. 2023 by 2045</li> </ul>
Environment	Ensure zero spills and releases with emissions to the environment	Number of spills <sup>2)</sup> <b>&lt;1.80 / million tonnes</b>	<ul> <li>Scope 1+238.8 % vs. 2023 (2034) / Het 2ero vs. 2023 by 2045</li> <li>25% reduction in process spillages vs. 2023 (2030)</li> </ul>



# DiDEX: Digital.Data.Excellence.

# Becoming easiest to do business with

**Excellence** through harmonized, industry-leading processes and **omnichannel partner** engagement



Unlocking value from our data

Data- and Al-driven real-time insights and decisions



# Creating a scalable technology platform

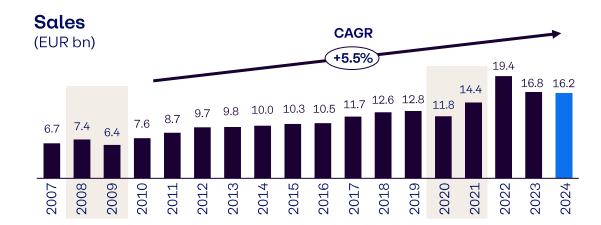
**Modular** architecture, **cloud** first, **API** first, and security-embedded

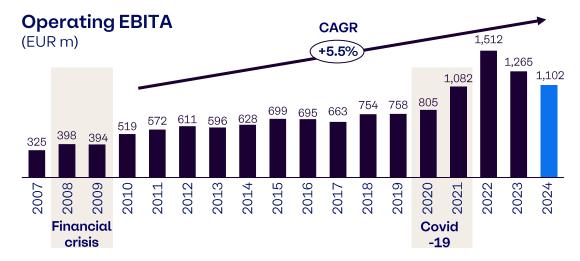
Leading technology **partnerships** 



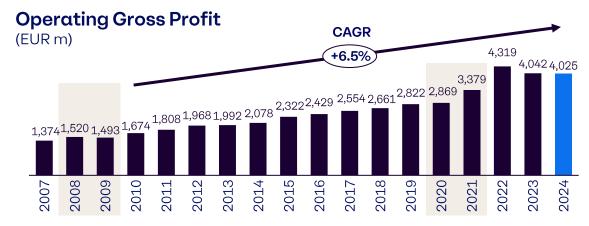
Digital, data and process capabilities and talent	New <b>Digital &amp; Data</b> talents and digital up-skilling of Brenntag employees
Value delivery and change	Transformation experience from Project BrenntagAgile best practices (start small, scale rapidly)

# Sound financial profile: Compounding growth track record and resilience



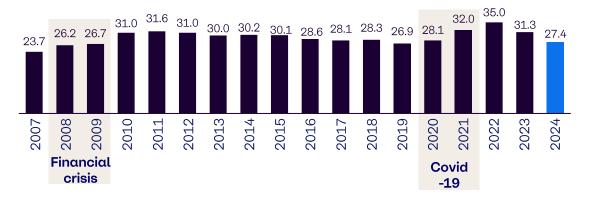


[L]





(in %)



Notes: 2005: Brenntag predecessor; 2006: Brenntag and Brenntag predecessor combined and does not constitute pro forma financial information 78 EBITA / Gross Profit adjusted for non-recurring effects, i.e. 2012: EUR 11m, 2013: EUR 17m

## Cash flow: Strong cash generation over the past years

in EUR m	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Op. EBITDA	1,456.8	1,584.6	1,808.6	1,344.6	1,057.7	1,001.5	875.5	836.0	810.0	807.4	726.7	696.8	707.0	658.8	597.6
CAPEX	-342.2	-321.1	-267.2	-199.3	-201.9	-205.2	-172.2	-148.1	-141.1	-130.1	-104.8	-97.2	-94.7	-86.0	-85.1
△ Working capital	-45.8	608.7	-385.7	-575.3	325.0	161.7	-178.1	-247.6	-27.5	87.0	-100.5	-56.2	-33.0	-61.0	-136.4
Principal and interest payments on lease liabilities	-176.2	-160.2	-150.6	-130.5	-126.2	-120.7									
Free cash flow <sup>1)</sup>	892.6	1,712.0	1,005.1	439.5	1,054.6	837.3	525.2	440.3	641.4	764.3	521.4	543.4	579.3	511.8	376.1
Average working capital <sup>2)</sup>	2,124.2	2,318.7	2,599.9	1,734.4	1,611.2	1,842.3	1,719.6	1,487.3	1,308.8	1,295.1	1,161.8	1,090.0	1,048.8	928.3	752.4
Working capital turnover <sup>3)</sup>	7.6x	7.3x	7.5x	8.3x	7.3x	7.0x	7.3x	7.9x	8.0x	8.0x	8.6x	9.0x	9.2x	9.3x	10.2x

<sup>1)</sup> Free Cash Flow is calculated as Operating EBITDA - Capex +/-  $\Delta$  Working Capital - principal and interest payments on lease liabilities

<sup>2)</sup> Average Working Capital is defined for a particular year as the mean average of the values for working capital at each of the following five times: the beginning of the year, the end of each of the first, second and third quarters, and the end of the year

<sup>3)</sup> Working Capital Turnover is defined as Sales divided by Average Working Capital 79

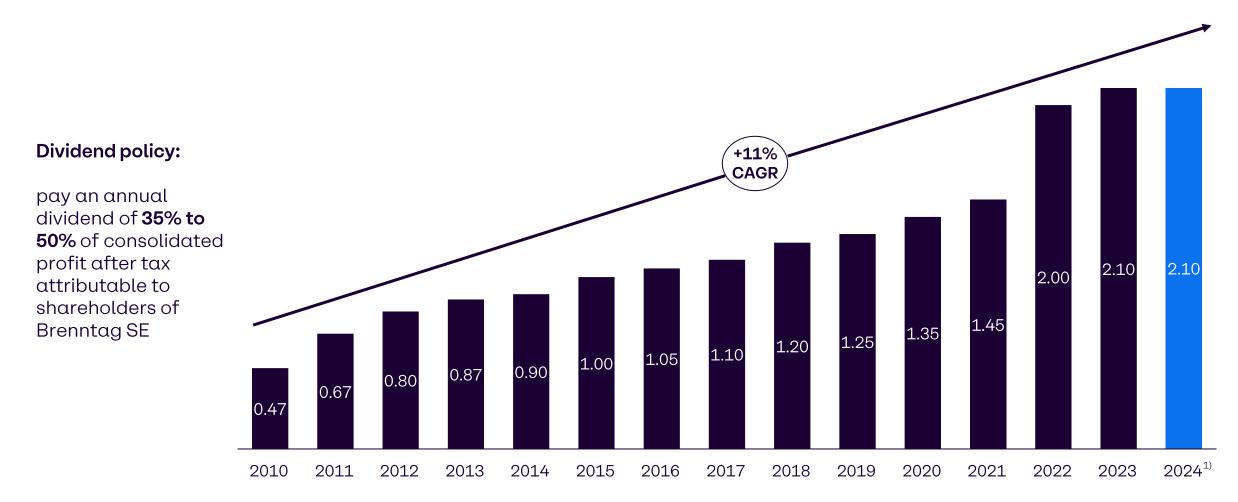
in EUR m	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Op. EBITA	1,101.9	1,265.0	1,511.7	1,081.9	805.3	757.9	753.5	717.1	694.5	698.7	627.3	597.1	610.8	572.0	518.6
EBITA	990.5	1,186,7	1,491.9	853.2	758.1	766.5	770.9	663.3	694.5	698.7	627.5	595.6	610.8	569.9	513.6
Average carrying amount of equity	4,499.1	4,499.5	4,543.1	3,802.8	3,582.9	3,427.3	3,111.6	2,969.2	2,753.8	2,534.6	2,190.1	2,008.4	1,860.3	1,660.0	1,265.5
Average carrying amount of financial liabilities	3,211.1	2,921.8	3,120.2	2,363.4	2,453.0	2,581.3	2,173.1	2,255.0	2,238.3	1,961.8	1,823.1	1,817.5	1,868.7	1,809.6	2,114.7
Average carrying amount of cash and cash equivalents	-648.4	-726.4	-882.2	-645.7	-654.1	-430.8	-416.2	-612.0	-566.3	-460.9	-413.1	-343.4	-356.2	-382.5	-468.3
ROCE 1)	<b>15.6</b> %	18.9%	22.3%	19.6%	15.0%	13.6%	15.5%	15.5%	15.7%	17.3%	17.4%	17.1%	18.1%	18.5%	17.8%
ROCE after special items <sup>2)</sup>	14.0%	17.7%	22.0%	15.5%	14.1%	13.7%	15.8%	14.4%	15.7%	17.3%	17.4%	17.1%	18.1%	18.5%	17.6%

<sup>1)</sup> ROCE is defined as operating EBITA divided by (the average carrying amount of equity + the average carrying amount of financial liabilities - the average carrying amount of cash and cash equivalents)

80 <sup>2)</sup> EBITA not adjusted for special items (e.g. FY 2024 special items EUR -112.7 million)

# Strong dividend track record

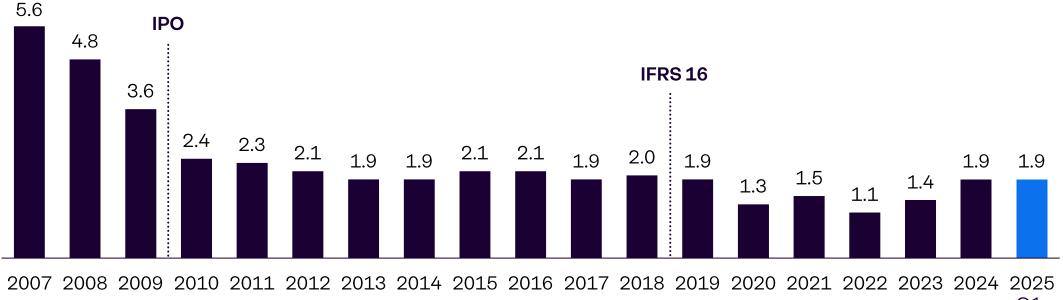
(J)





# Brenntag's Historic Leverage & Credit Rating

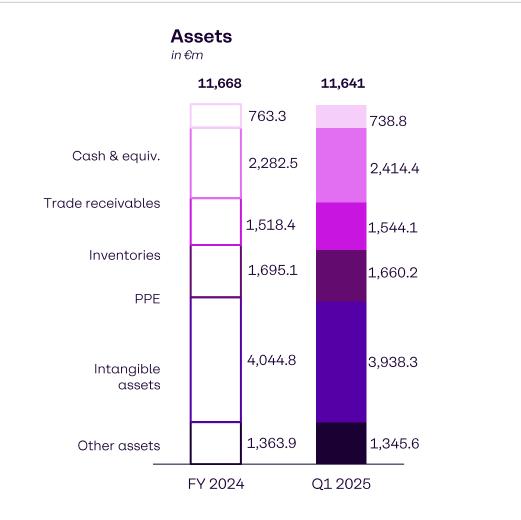
#### Leverage: Net Debt / Operating EBITDA

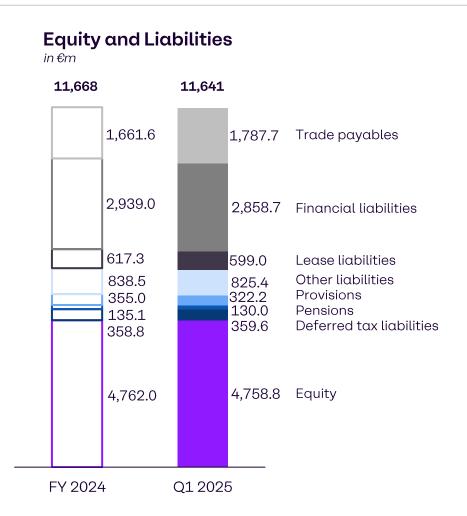


$\frown$	1	
U	Т	

S&P	В	B+	BB+	BBB-	BBB			BBB+
Moody's	B2			Βα1		Βαα3	Βαα2	

#### Balance sheet Q1 2025

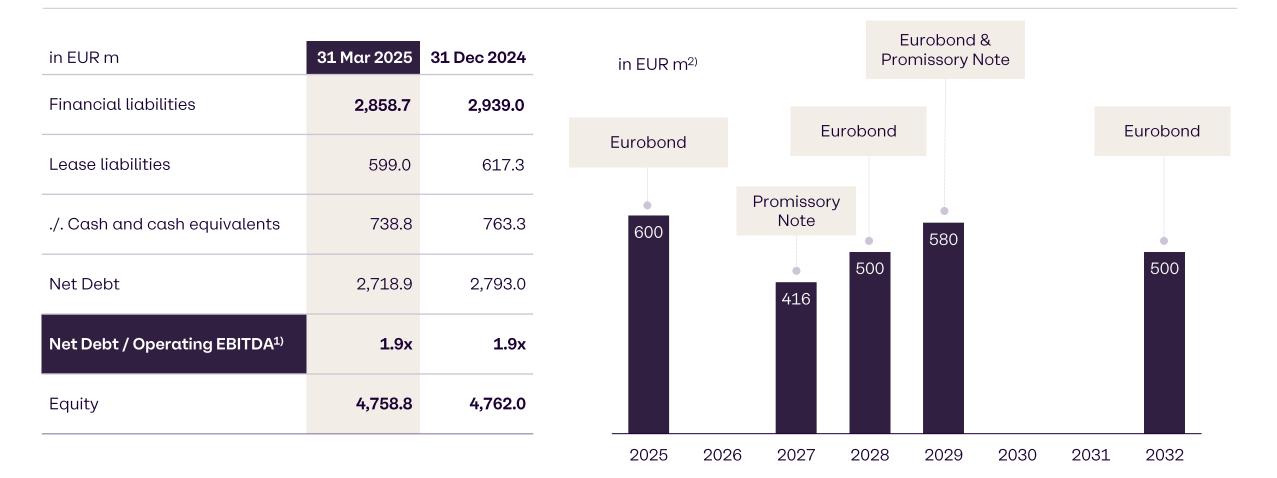




#### **6** 83

B

## Financials Q1 2025: Balance sheet and maturity profile



<sup>1)</sup> Operating EBITDA for the quarters calculated on LTM basis

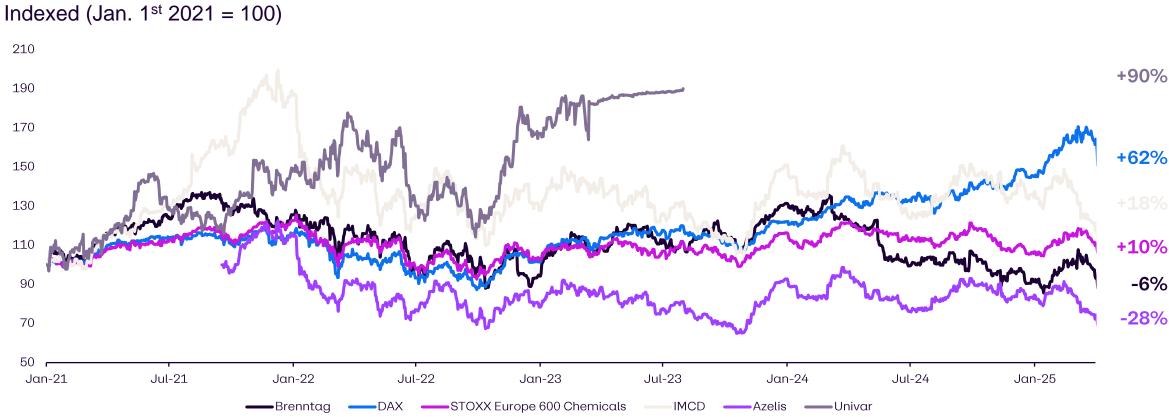
84 2) Syndicated loan not shown in the maturity profile as there are currently no cash utilizations, and we therefore have no outstanding liabilities linked to the Syndicated loan

# **Bond data**

	Bond 2025	Bond 2028	Bond 2029	Bond 2032
lssuer	Brenntag Finance B.V.	Brenntag Finance B.V.	Brenntag Finance B.V.	Brenntag Finance B.V.
Listing	Luxembourg Stock Exchange	Luxembourg Stock Exchange	Luxembourg Stock Exchange	Luxembourg Stock Exchange
ISIN	XS1689523840	XS2802928775	XS2394063437	XS2802928692
Aggregate principal amount	EUR 600,000,000	EUR 500,000,000	EUR 500,000,000	EUR 500,000,000
Denomination	EUR 1,000	EUR 100,000	EUR 100,000	EUR 100,000
Minimum transferable amount	EUR 100,000	EUR 100,000	EUR 100,000	EUR 100,000
Coupon	1.125%	3.750%	0.500%	3.875%
Interest payment	Annual: Sep. 27	Annual: Apr. 24	Annual: Oct. 06	Annual: Apr. 24
Maturity	Sep. 27, 2025	Apr. 24, 2028	Oct. 06, 2029	Apr. 24, 2032

#### Share price performance versus DAX, STOXX Europe 600 Chemicals and Peers since 2021





## Brenntag Share & Shareholder Structure

Share data	
ISIN; Stock Symbol; Listed since	DE000A1DAHH0; BNR; 29 March 2010
Subscribed capital; Outstanding Shares	EUR 144,385,372; 144,385,372
Class of shares; Free float	Registered shares; 85%
Official market	Prime Standard XETRA and Frankfurt
Regulated unofficial markets	Berlin, Düsseldorf, Hamburg, Hannover, München, Stuttgart, Tradegate Exchange
Indices	DAX, MSCI, Stoxx Europe 600, DAX 30 ESG, DAX 50 ESG, DAX ESG Target, S&P Global 1200 ESG

Analysts' Opinions <sup>2)</sup>			
Hold	Sell	Buy	Click to view
9		11	current consensus

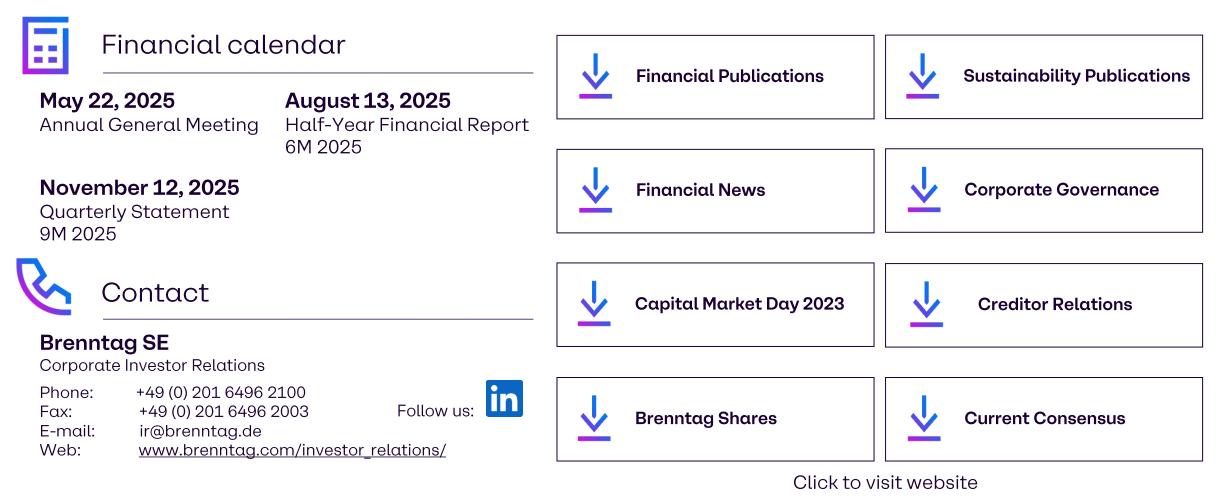
Shareholder <sup>1)</sup>	Proportion in %	Date of notification
Kühne Holding AG	>15%	November 12, 2024
Artisan Partners Limited Partnership	>10%	November 19, 2024
BlackRock, Inc.	>5%	April 17, 2025
Flossbach von Storch AG	>5%	June 1, 2023
Harris Associates L.P.	>5%	April 4, 2025
Wellington Management Group LLP	>3%	June 27, 2024

Shareholdings of identified Institutional Investors by Region<sup>3)</sup>



<sup>1)</sup> According to voting rights notifications; Notification date as of the latest trigger of the respective thresholds; All voting rights notifications are published on the Company's Website; <sup>2)</sup> As of May 15, 2025; <sup>3)</sup> As of March 31, 2025; <sup>4)</sup> UK and Ireland; <sup>5)</sup> EU: Continental Europe incl. Scandinavia

## **Investor Relations**



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

 $(\mathbf{r})$ 

88

## Disclaimer

This presentation may contain forward-looking statements based on current assumptions and forecasts made by Brenntag SE and other information currently available to the company. 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.

Brenntag SE does not intend, and does not assume any liability whatsoever, to update these forwardlooking statements or to conform them to future events or developments. Some information contained in this document is based on estimates or assumptions of Brenntag SE and there can be no assurance that these estimates or assumptions are or will prove to be accurate.