

# Strong earnings momentum continues

Roadshow presentation





### **Covestro investment highlights**

Group financials Q2'21





Background	information

Covestro is diversified across geographies and end-markets Key performance indicators and sales split





Notes: (1) Covestro sales including 2020 pro-forma sales of acquired RFM business Based on Covestro Annual Report 2020; EMLA = Europe, Middle East Africa, Latin America; NA = USA, Canada, Mexico; APAC = Asia-Pacific TPU: Thermoplastic Polyurethanes; ELA: Elastomers Sales split by industry for your convenience only; shown numbers are approximations on full year basis

### Covestro is a global leader across its entire portfolio

World-wide industry positions and production capacities



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Notes: (a) Covestro position based on total nameplate capacity at year end 2020 relative to competitors (b) Covestro including acquired RFM business closed on April 1, 2021 Source: Covestro estimates covestro

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### Our new strategy – setting the path for tomorrow





### Pursuing long-term goals that transform the company

Covestro strategic objectives



BECOME THE BEST OF WHO WE ARE



DRIVE SUSTAINABLE GROWTH

BECOME FULLY CIRCULAR

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Raise mid-cycle EBITDA from ~€2.2bn to ~€2.8bn in 2024



Maintain fixed costs unchanged until 2023, based on 2020



Improve EBITDA margin of S & S segment to 17% in 2024



Grow by long-term average capex slightly above D&A

Complete MDI world-scale expansion by 2026



Pursue options for bolt-on acquisitions in S & S segment



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Invest in CE projects almost €1bn of capex over 10 years



Produce 100% of our products from alternative raw materials long-term



Transform polymer research through increasing investments in digital R&D

### Closing material and carbon loops

### Circular and climate neutral economy





### COVESTRO APPROACH TO CIRCULARITY



Renewable energy





Alternative raw materials



3 Innovative recycling for end-of-life solutions



Cross-industry collaborations



## Obtain 100% of our electricity from renewable sources long-term covestro Renewable energy

### **ONSHORE WIND**

### OFFSHORE WIND

### SOLAR



- PPA with ENGIE singed in 2021, covering a capacity of 39 MW from 15 newly constructed wind turbines since April 2021
- About 45% of our site's electricity demand in Antwerp, Belgium, covered by renewable energy, saving about 39kt of CO<sub>2</sub>e emissions annually

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- PPA with Ørsted signed in 2019 for offshore wind energy, to be newly built in the North Sea
- Starting in 2025, Ørsted to provide 100 MW of electricity for 10 years, covering c. 10% of electricity consumed by Covestro in Germany



- PPA with Datang Wuzhong New Energy Co. signed in 2021 for power from solar farms in China's northwest region Ningxia
- Agreement covers 100 MW capacity, equivalent to c. 10% of our site's annual electricity demand in Shanghai, PRC

### 100% of products from alternative raw materials long-term Alternative raw materials





- CO<sub>2</sub> replaces up to 20% of crude oil-based feedstock of polyols
- Demo plant of 5kt p.a. at Dormagen site and product brand cardyon® launched in 2016
- Recticel promotes foam mattresses with portions of oil content replaced by CO<sub>2</sub>-based chemicals
- Sports flooring producer Polytan installed first elastic subfloor using cardyon® as binder



- New polycarbonate grades from post-consumer recycled (PCR) content, e.g. water bottles or auto-motive lighting
- Open loop recycling system to collect, sort, shred and clean material
- PCR grades contain up to 75% of recycled content with up to 50% reduced carbon footprint
- PCR grades are used in various consumer electronics applications for a second life

- Enabling customers to optimize the CO<sub>2</sub> footprint of their products
- New hardener for automotive coatings with carbon basis up to 70% from renewable raw materials
- No compromises with regards to protective functions and appearance
- Collaboration with automotive group Audi and the coating experts at BASF Coatings

## Certified alternative feedstock lower attributed CO<sub>2</sub> footprint Mass balance approach



### EXAMPLE MDI

#### Conceptual illustration



ISCC Plus certification

### MASS BALANCE APPROACH

#### **Principle**

- Mass balance is a chain of custody method
- Fossil and alternative feedstock mixed in production but separated in bookkeeping
- Tracks materials through the value chains and allows attribution of alternative feedstock to selected end products
- ISCC standard applies to all stages of the value chain and is recognized worldwide

#### **Advantages**

- Alternative raw materials are introduced into the value chain as drop-in solution
- Taking advantage of existing chemical infrastructure with its high efficiency and economies of scale
- Product quality and properties remain the same

### Climate neutrality with existing technologies and assets Covestro greenhouse gas emissions





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

Notes:

Selective examples only



GHG: Greenhouse gas emissions, calculated in accordance with GHG Protocol and WBCSD recommendations (1) Covestro total GHG emissions of ~24m tons in 2020, thereof 5.4m tons Scope 1 and 2; Scope 1 and 2 GHG emissions, as published in Annual Report 2020, at main production sites that are responsible for more than 95% of Covestro energy usage

### REGROUP OUR BUSINESS

Become the best of who we are

Key principles of LEAP transformation program

### BEFORE Operating models not optimized according to value creation



Regroup business in line with business success factors and customer requirements

### EMPOWER BUSINESS ENTITIES

BEFORE Missing end-2-end resource responsibility did not foster entrepreneurship



Make each Business Entity accountable for all business-specific and success-critical resources – manage "run activities"

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### BUNDLE STRATEGIC LONG-TERM COMPETENCIES

BEFORE Strategic, long-term competencies not centrally bundled

Realign strategic crossfunctional competencies in group functions to foster the long-term development of Covestro – manage "build activities"

### SECURE COMPETITIVE COST STRUCTURES

BEFORE Cost structure not reflecting distinct operating models



Develop a future-proof and competitive cost structure

### Develop a future-proof and competitive cost structure LEAP financial impact





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### Leading cost positions across markets and regions



### Covestro cash cost positions



#### HIGHLIGHTS

- Covestro MDI is one of the low-cost producers.
  Investment in Tarragona plant will significantly further improve cost position. MDI industry with cost advantage of ~35% between the best and the average 5 least competitive plants
- **Covestro TDI** is the global cost leader with cost advantage of ~55% versus the average of 5 least competitive plants
- Covestro Polycarbonates is one of the two joint cost leaders with cost advantage of ~25% versus the average of 5 least competitive plants

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Notes: (a) 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 2019

(b) FY 2019 Cash cost ex gate, 82% utilization rate for all plants based on nameplate capacity; integrated players are shown without contribution margins for BPA, phenol, acetone etc.

### Raised 2021 earnings outlook confirmed

### Updated FY 2021 guidance, as of July 12, 2021



	FY 2020	Previous guidance FY 2021 (as of April 13, 2021)	Updated guidance FY 2021 (as of July 12, 2021)
Core volume growth	-5.6%	10 – 15% (t/o ~6%p RFM)	10 – 15% (t/o ~6%p RFM)
FOCF	€530m	€1,300m – 1,800m	€1,600m – 2,000m
ROCE	7.0%	12 – 17%	16 – 20%

#### Additional financial expectations

EBITDA FY	€1,472m	€2,200m – 2,700m	€2,700m – 3,100m
EBITDA Q3	€456m	n.a.	€760m – 860m
D&A	€776m	~€900m	~€900m
Financial result	€-91m	~€-100m	~€-100m
P&L (effective) tax rate	25.0%	24 – 26%	24 – 26%
Capex <sup>(a)</sup>	€704m	~€800m	~€800m
Average number of outstanding shares (in million)	184.9	193.2	193.2

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Note:

(a) Cash-relevant capex Basic assumptions FY 2021: Exchange rate of EUR/USD ~1.20 and a global GDP growth of ~6% Y/Y

### Raising mid-cycle EBITDA from €2.2bn to €2.8bn in 2024 Mid-cycle EBITDA





••• Implied mid-cycle EBITDA trend line

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Notes: (1) EBITDA before one-time items in 2014 and 2015 (2) Unchanged 2021e EBITDA guidance as of August 6, 2021 Basic assumptions FY 2021: Exchange rate of EUR/USD ~1.20 and a global GDP growth of ~5% Y/Y

#### Balanced use of cash CAPEX DIVIDEND PORTFOLIO SHARF CAPITAI **A** Covestro's industry and cost Policy: 35-55% payout of net Acquisition of DSM's Resins • Capital increase of €447m leadership make growth and Functional Material executed in 2020 in context income investment the most value-(RFM) business for EV of RFM acquisition • 2020 dividend of €1.30 per €1.55bn with attractive high creating use of cash • Share buy-back of €1.5bn share margins (~€0.9bn sales) executed in 2017-2018 Maintenance capex to Dividend yield 2020 of secure safe, reliable and Less attractive low-margin $2.6\%^{(a)}$ Authorization for share buyefficient operations businesses divested back program for up to 10% (~€0.6bn sales) of share capital in place, Further pursue options of to be used in an value enhancing bolt-on opportunistic and antiacquisition for Solutions & cyclical way Specialties segment €3.2bn invested in capex €1.5bn dividends €1.5bn net investments €1.1bn share capital reduced

### Majority of cash allocated to growth



### Average capex at or slightly above D&A Group capex and D&A outlook





#### HIGHLIGHTS

- 2021e: capex around €800m
- 2022e-2023e: capex around D&A level
- 2024e-2026e: supporting growth investment into MDI world-scale asset with capex above D&A
- Outer years: capex again below D&A-level
- Invest in Circular Economy projects almost €1bn over ten years
- Maintenance capex at ~€350-400m p.a. in 2021e, slightly increasing over time

### Shareholders to benefit from 35-55% payout ratio of net income Dividend development





#### HIGHLIGHTS

- Unchanged commitment 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 2020, paid dividend of €1.30 per share
- For FY 2021e, EBITDA guidance and payout ratio translate into calculated dividend between €2.30 and €4.60 per share<sup>(2)</sup>

### Ongoing shift to high-margin business

### Portfolio management





Notes:

(1) Covestro with 51% joint venture share
(2) Based on 2020 sales / budgeted 2021 stand-alone EBITDA (€150m) and full synergies (€120m)
Listed transactions with materiality; All sales and EBITDA refer to the last fiscal year prior to closing IRR: Internal rate of return

### Synergies fully confirmed and slightly ahead of plan RFM synergies and implementation cost





#### 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 slightly ahead of plan

#### **OPERATIONS**

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

### Covestro transforming toward a successful future Investment highlights





### Covestro to become fully circular with attractive business cases

building on mass balance as drop-in, alternative raw materials/energy and innovative end-of-life solutions



### Future demand growth of Covestro products boosted

by political initiatives around the globe enforcing climate protection and sustainability



### Organic and inorganic Covestro growth progressing

with MDI world-scale project resumed and strengthening Solutions & Specialties business

### Transformation exploits full Covestro potential

supported by customer-centric organization, fostered entrepreneurship and future-proof cost structure



### Shareholders participate in Covestro growth path

through attractive dividend policy based on net income payout ratio





### Covestro investment highlights

### Group financials Q2'21





Background	information

### **EBITDA** continues on high level Group results – Highlights Q2 2021



#### SALES AND CORE VOLUME GROWTH<sup>(a)</sup> in € million / changes Y/Y 35.0% .... 5.3% 3.8% 5.3% 3.0% 1 1% 1.7% -4.1% -22.7% -22.7% 3,211 3,162 2,864 2,783 2,156 2,760 3,007 3,307 3,956 Q3 2019 Q3 2020 Q2 2019 Q4 2019 Q1 2020 Q2 2020 Q4 2020 Q1 2021 Q2 2021 Core volume growth Y/Y Sales

Q2 2020

------ EBITDA Margin

Q3 2020

Notes:

Q4 2020

#### **HIGHLIGHTS**

- In Q2'21, Covestro posted highest guarterly sales in its history
- Sequentially, the increase is mainly attributable to higher prices of €0.4bn and RFM<sup>(b)</sup> sales of €0.3bn
- · Prior year heavily burdened by impact of coronavirus pandemic globally

#### **EBITDA AND MARGIN** in € million 21.2% 22.5% 16.5% 14.3% 13.4% 9.7% 9.1% 5.8% 125 278 254 637

Q1 2020

### HIGHLIGHTS

- Sequentially, EBITDA margin declined mainly due to effects from first-time consolidation of acquired **RFM** business
- EBITDA margin of 20.7% in Q2 2021 still well below historic peak of 28.1% in Q1 2018

EBITDA

Q4 2019

20.7%

Q2 2021

743

Q1 2021

23

Q2 2019

Q3 2019

### Continued rebound limited by availability Q2 2021 – Regional split





#### CORE VOLUME GROWTH Y/Y

- Globally strong rebound compared to exceptionally weak prior year as well as first-time consolidation of acquired RFM business (contributing ~10pp), yet core volumes constrained by product availability:
  - Furniture/wood c. +20%, driven by EMLA and NA
  - Construction c. +13%, driven by EMLA and APAC
  - Auto/transport c. +88%, strong growth globally
  - Electro c. +18%, driven by EMLA and APAC
  - Divers c. +55%, including total RFM volumes
- APAC: high growth rates in all key industries except single-digit growth in furniture/wood – driven by strong demand rebound outside of China
- EMLA: high growth rates in all key industries, even triple-digit growth rate in auto/transport
- NA: high growth rates in all key industries except single-digit growth in construction, limited by constrained product availability

### Higher prices and volumes drive sales growth Q2 2021 – Sales bridge





#### HIGHLIGHTS

#### Volumes highly positive

- Volume increased by +29.0% Y/Y (in €) driven by all three segments, compared to weak prior year
- Core volume growth adjusted for RFM of c. 25% Y/Y (in kt); difference to sales volume effect due to favorable product and regional mix
- Volume growth limited by constrained product availability, mainly in U.S. and Europe

#### Pricing highly positive

 Higher selling prices, mainly in PM, drove sales by +45.9% Y/Y

#### FX negative

 FX affected sales by -5.4% Y/Y mainly driven by weaker USD, JPY, CNY, and INR

#### Portfolio positive

RFM<sup>(a)</sup> increased sales by +14.0% Y/Y

### Soaring earnings due to positive pricing delta and volume growth Q2 2021 – EBITDA bridge



#### HIGHLIGHTS

#### Positive volume leverage<sup>(a)</sup>

- Attractive volume leverage of 49%
- Prior year basis heavily burdened by global coronavirus pandemic

#### Highly positive pricing delta

Vast majority contributed by PM

#### Slightly negative FX

• Mainly translational effects

#### 'Other items' include:

- €-122m linked to higher provisions for variable compensation
- €-35m negative one-time effects related to firsttime consolidation of acquired RFM business
- €-10m negative one-time effects related to LEAP transformation program

### €0.7bn free operating cash flow in first half-year **Historical FOCF development**





#### **HIGHLIGHTS**

- In Q2'21, FOCF increased to €374m (€24m in Q2'20) driven by significantly higher earnings
- In H1'21, EBITDA increase boosted FOCF development despite negative contribution from working capital
- Working capital to sales ratio<sup>(c)</sup> at 20.9%
- Capex of €289m on budget and in line with FY 2021 guidance
- Income tax paid of €176m reflect lower income level in previous quarters
- 'Other effects' reflect provisions for variable compensation, cash-effective only in 2022

(b) Cash-relevant capex

(c) Method of calculation: Working Capital on June 30, 2021, divided by sales of last four quarters

(d) Prior year figures restated following change in presentation for rebates granted to customers, affecting trade accounts payable

Q2 2021

Note: (a) Working capital includes changes in inventories, trade accounts receivable and trade accounts payable IR Roadshow Presentation

### Solid balance sheet after RFM closing

June 30, 2021 – Total net debt

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#### HIGHLIGHTS

- Pension provisions decreased by €431m mainly resulting from higher discount rates in Germany
- Total net debt to EBITDA ratio<sup>(a)</sup> of 1.2x at end of Q2 2021 vs. 2.9x at end of Q2 2020
- Equity ratio of 45% at end of Q2 2021 vs. 44% at end of FY 2020
- · Committed to a solid investment grade rating

### Liquidity at attractive rates

- Cash outflow for acquisition of RFM (less acquired cash) of €1.5bn as planned on April 1, 2021
- Balance sheet with €1.4bn in cash, cash equivalents and current financial assets
- Undrawn syndicated revolving credit facility (RCF) of €2.5bn in place with ESG element





### Covestro investment highlights

Group financials Q2'21





Background	information





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### Growing share of differentiated business





#### HIGHLIGHTS

Volume split by segments

- Strong growth of Solutions & Specialties segment, mainly driven by Engineering Plastics and Specialty Films while other Business Entities growing with markets
- Further growth of Performance Materials segment limited by product availability until ramp-up of new MDI world-scale plant
- Covestro group aiming to grow in line with market development

### Standard products with reliable supply and lowest cost Performance Materials



### PRODUCTS

#### SUCCESS FACTORS

### PERFORMANCE MATERIALS

Polyurethane and polycarbonate standard products as well as basic chemicals:

- Standard MDI
- Standard TDI
- Long chain polyols
- Standard PC resins
- Basic chemicals

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



Customer

centricity

**Supply customers reliably** to be customers' preferred supplier



Strengthen superior cost position

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

### **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

### Strong recovery after coronavirus pandemic

Financial development – Performance Materials

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### EBITDA / MARGIN

#### in € million



### HIGHLIGHTS

#### SET-UP

- Sales and earnings impacted by industry supply and demand balances
- Inter-segment supply charged at market prices, recorded in EBITDA without corresponding sales

### HISTORY

- Sales and EBITDA contribution from fly-up TDI margins in 2017 and 2018
- Increasingly challenging competitive environment beginning in Q4 2018
- 1H 2020 burdened by impact from coronavirus pandemic followed by broad-based recovery
- Generally sold out since Q4 2020 with strong margin development favored by, inter alia, various unexpected supply chain disruptions

### Accelerating MDI demand growth from 5% to 6% per year

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### Performance Materials: MDI demand development



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### MDI demand growth to exceed supply growth

Performance Materials: MDI industry demand and supply





### HIGHLIGHTS

- Further customer industry growth makes structurally sound demand further increase to ~6%, outgrowing supply growth
- Covestro additions until 2025e: Caojing, PRC (100kt, 2021) and Tarragona, Spain (50kt, 2023e)
- · Covestro MDI volumes expected to grow slightly below market trend until new world-scale capacity comes on stream
# Investment into world-scale asset enables further growth

#### Performance Materials: MDI investment



### Update and next steps

Recap

Market

environment

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Notes:

# Accelerating TDI demand growth from 5% to 6% per year

#### Performance Materials: TDI demand development





# TDI market moving into balance, Covestro growing with market



Performance Materials: TDI industry demand and supply

#### TDI DEMAND DEVELOPMENT (2015 - 2025e)

in kt<sup>(1)</sup> % growth as CAGR



#### TDI SUPPLY DEVELOPMENT (2015 - 2025e)



#### INDUSTRY HIGHLIGHTS

- Due to delays now only major addition<sup>(3)</sup> expected until 2025e: Wanhua-Fujian (150kt in China)
- Assumed annual supply growth until 2025 declining from 3% to 2%
- With that, demand growth outstripping supply growth, bringing demand and supply back into balance

#### COVESTRO GROWTH

- · Aiming to grow TDI volume with industry demand
- Debottlenecking investments supporting growth: Dormagen, Germany (50kt, 2023e); further debottleneckings after 2025e
- Favorable cash cost position puts Covestro in strong competitive position even in low cycles

# Execution risks may limit future capacity additions

Performance Materials: Polycarbonates (PC) industry demand and supply



#### PC DEMAND DEVELOPMENT (2015 - 2025e) PC SUPPLY DEVELOPMENT (2015 - 2025e) (kt)<sup>(a)</sup> (kt)<sup>(b)</sup> % growth as CAGR % growth as CAGR BASE HIGH BASE 6% HIGH -5% LOW 4% LOW 6.110 4.250 2015 2015 2020 2025e 2020 2025e

#### INDUSTRY HIGHLIGHTS

- Structurally sound demand growth of ~5% based on global GDP growth supported by low basis due to Coronavirus pandemic in 2020
- Major additions<sup>(c)</sup> expected until 2025e: Hainan Huasheng, ZPC, SABIC-Sinopec, Wanhua, Shemna
- Numerous announced projects with high uncertainties regarding actual timing and scope
- Covestro additions: Mid-term expansion plans generally accomplished, current focus on strengthening differentiated business

### Differentiation based on customer proximity and innovation Solutions & Specialties



### **SOLUTIONS & SPECIALTIES**

PRODUCTS

Differentiated polymer products:

- Coatings and adhesives raw materials
- PC compounds
- Specialty MDI and polyols
- Specialty films
- Elastomers
- Thermoplastic polyurethanes

Implement a pull supply chain Use deep customer understanding to deliver unique value to customers



#### Lead in innovation

SUCCESS FACTORS

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



Customer centricity for solutions and specialty products

#### **BENEFITS FOR GROUP**

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

Manage complexity

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



# Relatively stable differentiated business

#### Financial development – Solutions & Specialties





#### EBITDA / MARGIN



#### HIGHLIGHTS

#### SALES

- Between 2016 and 2018, continuous sales growth due to volume growth and price increases
- In 2019, sales decline due to pass-through of lower raw material prices
- In 2020, significant volume reduction mainly due to pronounced weakness of automotive industry
- In 1H 2021, strong sales rebound driven by volume growth, price increases and first-time RFM consolidation

#### EBITDA

 EBITDA margin troughs in 2017/2018 and 1H 2021 influenced by market-price based intersegment supply from Performance Materials

# Shifting polycarbonates to high-growth differentiated business



Solutions & Specialties: high-growth contributor Engineering Plastics



#### HIGHLIGHTS

- Growing above market
- Expanding compounding capacities around the world for production of highly differentiated polycarbonates
- Supply with standard-PC feedstock from Business Entity Performance Materials
- Shift from standard to differentiated: Covestro merchant sales of standard-PC will be fully internalized and substituted by EP sale of differentiated PC
- Additionally, debottlenecking investments into standard-PC assets to maintain sufficient EP feedstock

Notes: PC: Polycarbonates EP: Engineering Plastics / BEV: Battery Electric Vehicle / LV: Light Vehicle Based on pro-forma Sales 2020 CAGR Covestro estimates

### Doubling sales by 2025

### Solutions & Specialties: high-growth contributor Specialty Films



#### BUILD AGGRESSIVELY MEDICAL BUSINESS



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

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#### DEVELOP AUGMENTED REALITY BUSINESS



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

#### Industry trend to lightweight and 2020-2025e battery/plug-in hybrid electric vehicles ~6% ~5%) Market CAGR Transformation to more sustainable. 2020-2025e waterborne and bio-based/recycled solutions ~5% (1) Coatings and Adhesives and pro-forma RFM business Q2 2021 IR Roadshow Presentation Notes: CE: Circular Economy CAGR Covestro estimates

# Growing with market

### Solutions & Specialties: growth contributor Coatings and Adhesives





# EBITDA margin to grow to 17% in 2024

#### Solutions & Specialties segment target



#### EBITDA AND MARGIN



#### TARGET MARGIN

EBITDA margin of 17% in 2024, based on Performance Materials mid-cycle pricing

Measures to raise margin:

- Focus on value-based pricing
- Fixed cost dilution due to strong growth
- RFM integration and synergies
- LEAP transformation

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Notes: (1) 1H 2021 EBITDA margin Restated financials for the years 2020-2021 Pro-forma financials for the years 2016-2019

# Others bundles all items beyond control of operational segments



#### Financial development – Other/consolidation



#### HIGHLIGHTS

- Sales includes side-business activities like infrastructure services, real-estate management, sale of used assets as well as services to third parties
- Bundles Board of Management and other Group functions as well as central group projects
- Compared to previous reporting, Other/ consolidation now contains all cost of group functions beyond control of operational businesses
- In 1H 2021, Y/Y increase is driven by centrally recorded LEAP restructuring cost and higher bonus provisions





### Covestro investment highlights

Group financials Q2'21





Background	information

### Leading global producer of standard PU and PC Performance Materials



#### PRODUCTS

Polyurethane and Polycarbonate standard products adding to high energy efficiency, comfort and light-weight properties in many aspects of modern life

#### COMPETITIVE ADVANTAGE

Global integrated production network with leading technology and cost position enabling to establish and maintain sustainable customer relationships

#### STRATEGY

Focus on maximizing asset availability and supply chain reliability for standard products at competitive market prices and lowest cost





Performance Materials

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Notes: (1) Covestro sales including 2020 pro-forma sales of acquired RFM business PU: Polyurethanes PC: Polycarbonates

# Becoming the leading provider for sustainable solutions

Solutions & Specialties: Coatings and Adhesives

#### PRODUCTS

Basing on polyurethane and acrylate components Wide range of advanced waterborne, UV-curable and powder coatings technologies for a variety of industriesy

#### COMPETITIVE ADVANTAGE

Reliable and stable supply from global production network Broad technology platform enabling to manage complexity Innovation-driven specialty portfolio with focused investments

#### STRATEGY

Differentiating through development of materials with unique performance which serve to protect, bond, seal or functionalize a wide variety of surfaces



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### Leading supplier of application solutions Solutions & Specialties: Engineering Plastics

#### PRODUCTS

Tailor-made application solutions based on Polycarbonate compounds, blends, co-polymers and optical grades with high degree of differentiation

#### COMPETITIVE ADVANTAGE

Leading application development and innovation capabilities, leading manufacturing costs as well as integrated value chain. Global footprint with sites in all key markets

#### STRATEGY

Expanding the leading position in key applications. Being the driving force of growing innovative solutions (EV battery Packaging, 5G). Being a key driver of the Circular Economy



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# Serving the solution-oriented Polyurethanes market

Solutions & Specialties: Tailored Urethanes

#### PRODUCTS

Solutions and customized products based on formulated polyol components, prepolymers and MDI blends

#### COMPETITIVE ADVANTAGE

Global Player with market leading technical knowhow addressing customer needs. PUR backward integration allowing access to critical raw materials

#### STRATEGY

Tailoring the approach to deliver value by becoming the trusted partner of key customers in targeted segments



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# Specialist for high-value applications Solutions & Specialties: Thermoplastic Polyurethanes

#### PRODUCTS

Melt-processable thermoplastic elastomer with high durability and flexibility, ideal for exceptional range of applications

#### COMPETITIVE ADVANTAGE

Leveraging global reach and strong local presence. Strong heritage in providing superior customer solutions based on innovation and processing know-how

#### STRATEGY

Further increasing specialty business, focus on innovative solutions for higher value markets and segments, enabling customers to transform their business to sustainability



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### Making films special Solutions & Specialties: Specialty Films

#### PRODUCTS

Coated and uncoated polycarbonate films, polycarbonate blend films, photopolymer coated films, polyether and polyester thermoplastic polyurethane films

#### COMPETITIVE ADVANTAGE

Wide product portfolio with customer-specific solutions and individual service offerings. Global market coverage together with high innovation capabilities

#### STRATEGY

Developing new commercial applications. Fostering service and innovation excellence. Expanding bio-based, wastebased & mass-balanced film solutions

#### **KEY APPLICATION**



For digitalization in the automotive interior



For advanced wound care



For smart identity cards



For more comfortable leisure products



Sales share Covestro 2020 <sup>(1)</sup>

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#### SOLUTIONS AND SPECIALTIES

Engineering	Coatings and			
Plastics	Adhesives			
Thermoplastic	Tailored			
Polyurethanes	Urethanes			
Specialty Films	Elastomers			
PERFORMANCE MATERIALS				

Performance Materials

### Global leading producer of high-value elastomers Solutions & Specialties: Elastomers



Cast polyurethane elastomers systems & processing equipment for high-end applications with a broad range of solutions

#### COMPETITIVE ADVANTAGE

High level of technical, processing & application expertise. Additionally, machine & systems cross-selling & supportive services resulting in leading market position

#### STRATEGY

Focus on high-end applications in growing markets through innovations with partnerships for key developments. Pushing circular solutions to drive the industry transformation



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### Covestro investment highlights

Group financials Q2'21





### **Background information**

# Led by a diverse, international management team

Covestro senior management since July 1, 2021

#### **BOARD OF MANAGEMENT**



**Chief Executive** Officer Dr Markus Steilemann Nationality: German



**Chief Financial** Officer





#### **Chief Commercial** Officer

Sucheta Govil Nationality: British with Indian origin



**Chief Technology** Officer Dr Klaus Schäfer Nationality: German

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#### **BUSINESS ENTITIES**



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



**Tailored Urethanes Christine Brvant** Nationality: US-American Based in Pittsburgh, USA



#### **Coatings and Adhesives**

Dr Thorsten Dreier Nationality: German Based in Leverkusen, Germany



**Engineering Plastics** 



Nationality: Chinese Based in Shanghai,



**Specialty Films Dr** Aleta Richards Nationality: US-American Based in Dormagen, Germany



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



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



# ESG ambitions support growth strategy

### Covestro non-financial targets for 2025



80% of project expenditures for R&D go toward areas that contribute to UN SDGs Achievement: 51% of R&D project expenditures in 2020



Reduce specific greenhouse gas emissions by 50% from the benchmark in 2005 Achievement: -46.2% by end of 2020



Ten million people in underserved markets benefit from our solutions Achievement: 1.1 million people by end of 2020



57

#### Extract the maximum benefit from carbon and increase carbon productivity

Achievement: Company vision to become fully circular announced in 2020, corporate goal setting under way













# Covestro rating results and index membership as of August 2021



Rating / Index	2016	2017	2018	2019	2020	2021	Scoring	Benchmark	
MSCI 🛞	BBB	BBB	Α	Α	A		AAA - CCC	in Specialty Chemicals	11% 19% 17% 19% 15% 15% 15% 15% 15% 15% 15% 15% 15% 15
Corporate ESG Performance Prime ISS ESG	B-		B-		B-		A+ - D-	Prime Status	50% 10%- 01 D - D - D - C - C - C - D - D - B - B - A - A - A -
<b>SUSTAINALYTICS</b> New methodology <sup>(a)</sup>	74	75		80 23.3	20.0	18.3	max. 100 Points 0 - 100 Points (the lower the better)	Low Risk	176 pp. 176 Nglights Low Modun High Sheet
ecologis supplier sustainability ratings	73			80			max. 100 Points	Gold Ranking	2019 ecovadis <sup>CSR</sup> Rating
FTSE Russell								Inclusion in FTSE4Good I	ndex <sup>(b)</sup> FTSE4Good

# Long history of innovations inspired by sustainability





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Notes: BMS: Bayer MaterialScience, today Covestro UN SDG: United Nations Sustainable Development Goals GRI: Global Reporting Initiative

### Certified alternative feedstock serve as drop-in solutions Alternative raw materials

Notes:





ISCC: International Sustainability and Carbon Certification, internationally recognized system for sustainability certification of biomass and bioenergy

In this context, "alternative" generally describes products with an attributed share of certified renewable feedstock via mass-balance approach

# Attractive terms for certified alternative MDI as raw material

#### Case study for adhesive raw materials





- Covestro and leading adhesives provider H. B.
   Fuller announced supply agreement in July 2021
- H.B. Fuller to become first customer for adhesive applications with a mass-balanced product
- New, strategic product development as commitment to jointly work towards a more sustainable world

#### **Mission**

- Replace c. 60% of fossil raw materials in MDI by certified alternative precursors
- · Significantly improve carbon footprint of product
- · Multi-year supply agreement with attractive terms for both parties

#### Challenge

- Use new solution in existing manufacturing processes without technical conversions
- No inferior product quality compared to conventional alternative

#### **Solution**

- Covestro to supply MDI as adhesive raw material with attributed share of renewable feedstock via ISCC-Plus certified mass-balance
- Alternative raw materials used as a basis at the very beginning of the value chain and processed together with fossil ingredients

#### **Target applications**

- Drop-in solution for H.B. Fuller's reactive hot-melt adhesive
- Adhesive mainly used in automotive, wood, composite and textile industries
- Likely extension of new adhesive solution into other products and areas of production

Notes:

### Certified alternative MDI with current technology and assets Potential drop-in solutions to MDI production



Commercial

Commercial

Commercial

Pre-Commercial

Commercial

Commercial

Early R&D

#### **MDI PRODUCTION PROCESS**

Conceptual illustration



#### **OPTIONS TO PRODUCE ALTERNATIVE MDI**

#### Alternative raw materials as potential drop-in solutions

- Certified alternative benzene via mass balance
- Hydrogen (H<sub>2</sub>) from chlor-alkali electrolysis or water electrolysis based on renewable energy (green H<sub>2</sub>)
- Ammonia (NH<sub>3</sub>) from conventional process based on green H<sub>2</sub>
- Methanol (MeOH) from industrial waste CO<sub>2</sub> plus green H<sub>2</sub> with mass balance approach
- CO from waste or biogas-fed steam-methane-reformer incl. CO<sub>2</sub> recycling

#### **Alternative energy**

Energy from renewable sources, e.g. wind

#### **Alternative precursor**

 Bio-aniline based on industrial sugar in development, using proprietary technology

# Global availability of drop-in solutions for alternative MDI raw materials results in low risk for future stranded assets

# Certified alternative TDI with current technology and assets



Commercial

Commercial

Commercial

Commercial

Commercial

#### TDI PRODUCTION PROCESS

Conceptual illustration



Potential drop-in solutions to TDI production

#### **OPTIONS TO PRODUCE ALTERNATIVE TDI**

#### Alternative raw materials as potential drop-in solutions

- Certified alternative toluene via mass balance
- Hydrogen (H<sub>2</sub>) from chlor-alkali electrolysis or water electrolysis based on renewable energy (green H<sub>2</sub>)
- Ammonia (NH<sub>3</sub>) from conventional process based on green H<sub>2</sub>
- CO from waste or biogas-fed steam-methane-reformer incl. CO<sub>2</sub> recycling

#### **Alternative energy**



#### **Alternative precursor**

 Circular TDA based on recycled TDI-foam, e.g. recycling of mattrasses, as supplementing TDA source possible, using proprietary technology

Global availability of drop-in solutions for alternative TDI raw materials results in low risk for future stranded assets

# Certified alternative PC with current technology and assets



Commercial

Commercial

Commercial

Commercial

Commercial

Commercial

Potential drop-in solutions to polycarbonate (PC) production

#### PC PRODUCTION PROCESS

Conceptual illustration



#### OPTIONS TO PRODUCE ALTERNATIVE PC

#### Alternative raw materials as potential drop-in solutions

Certified alternative phenol via mass balance

Certified alternative acetone via mass balance

- Chlorine (Cl<sub>2</sub>)and caustic soda (NaOH) from chlor-alkali electrolysis based on renewable energy
- CO from waste or biogas-fed steam-methane-reformer incl. CO<sub>2</sub> recycling

#### **Alternative energy**

Energy from renewable sources, e.g. wind

#### Alternative precursor

- Polycarbonate based on post-consumer recycling (PCR) grades from e.g. water bottles, car headlamps; also pre-consumer recycling (PIR)
- Circular feedstock likely as supplement and mixed with virgin resins to achieve desired material properties<sup>(1)</sup>

Global availability of drop-in solutions for alternative PC raw materials results in low risk for future stranded assets

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



#### End-of-life solutions in cross-industry collaborations



# Comprehensive set of KPIs and goals underway

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#### Covestro non-financial disclosure

CO <sub>2</sub> e reduction KPI introduced for top management since Jan. 2021	LTI remuneration	STI remuneration	Addition of non-financial KPI in preparation for 2022	
Data submitted, first rating pending and to be published soon	CDP Climate 2021	Scope 3 GHG emissions	In preparation for FY 2021 reporting, data to be audited by KPMG	
According to TCFD standard in preparation for FY 2021 reporting	Climate-related disclosure	EU Taxonomy	Disclosure according to Non-Financial Reporting Directive (NFRD) in preparation for FY 2021 reporting	
Inclusion of non-financial KPI in preparation for 2022	Core KPIs	Climate neutrality target	Absolute $CO_2e$ reduction target for scope 1 and 2 emissions, in preparation for 2022	

### Global political trends boost demand for Covestro products Global political climate initiatives





Q2 2021 | IR Roadshow Presentation

# Higher insulation standards increase demand for polyurethanes Building insulation market outlook





Q2 2021 | IR Roadshow Presentation

Notes: (1) 120 sqm, 2 floors / cellar; Covestro-estimate based on average required thermal performance from German standards related to PU thickness (2) Covestro-estimate PU: Polvurethane Auto production growth and increasing BEV share boost demand Global electric vehicle market outlook



Notes: (1) Total LV without BEV BEV: Battery Electric Vehicle; LV: Light Vehicle Sources: LMC Global Light Vehicle Engine Forecast Q2 2021, COV estimate

# Synergies in scale, process technology and chemical know-how One chemical backbone across all segments



Chart contains key feedstock only; simplified illustration

Notes:

(a) via Deacon or HCI-ODC technology and / or chloralkali electrolysis, (b) Interface process, (c) melt process (d) produced from CO and Cl<sub>2</sub>

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## Standard product market prices impact Solutions & Specialties Inter-segment earnings



#### EARNINGS IMPACT



#### HIGHLIGHTS

- Performance Materials charges captive supply at market prices, recording inter-segment earnings
- Inter-segment earnings have anticyclical impact on Solutions & Specialties earnings
- Adjusted EBITDA margin of Performance Materials excludes inter-segment earnings

### LEAP truly transforms Covestro

#### Impact of transformation program





Notes:

#### HIGHLIGHTS

- Transformation fosters entrepreneurship and exploits full potential of Covestro business
- Vast majority of FTE now part of operational Business Entities
- New Business Entities within CCO area fully accountable for profit and loss
- Group functions within CEO, CFO and CTO areas bundle strategic activities crucial to the long-term development of Covestro

(1) Full-time equivalents (FTE) as per June 30, 2021
(2) FTE as per June 30, 2021, assuming new set-up
(3) Procurement of specific raw materials
Personnel of acquired RFM business not included (1,740 FTE); excluding 31 FTE not assigned to Board areas

# Headcount reduced in 2020, further efficiencies underway Development of full-time equivalent (FTE)





#### HIGHLIGHTS

- In 2020, headcount reduced by 700 to ~16,500 FTE through execution of Perspective program
- Ambition to further reduce by ~400 to ~16,100 FTE until year end 2021, this equals ~17,900 FTE incl. acquired RFM business
- 18,039 FTE as per June 30, 2021

### Entire organization aligned for performance Full STI annual target achievement requires EBITDA above €2bn



#### UNIFORM BONUS SYSTEM

- Full alignment of all employees (including board) along the same KPIs
- Criteria with full focus on performance and shareholder value creation
- 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, respectively, including personnel from acquired RFM business as of April 1, 2021
- Fixed hurdle rates for 2019 2021 reflect KPI values in mid-cycle conditions, based on historical review and expected future development

#### EQUALLY WEIGHTED GROUP METRICS

• Targets for 100% achievement:



- For each metric, payout can range from 0% to 300% relating to Core Volume Growth between 1.5% and 9.0% / FOCF between €400m and €1,600m / ROCE above WACC between 0pp and 24pp
- Max. payout capped at 250%

#### TRANSPARENT AMBITION

- Future core volume growth goal of 4% requires growth capex
- 100% target achievement for ROCE and FOCF implies mid-cycle EBITDA above €2bn for 2019 - 2021e

# Significant value creation since IPO



#### Development of last five years

		2016	2017	2018	2019	2020
Core Volume Growth	(%)	7.5	3.4	1.5	2.0	-5.6
Sales	(€ million)	11,904	14,138	14,616	12,412	10,706
EBITDA	(€ million)	2,014	3,435	3,200	1,604	1,472
Performance Materials		1,423	3,048	2,825	942	934
Solutions & Specialties		784	626	585	832	705
Earnings per Share	(€)	3.93	9.93	9.46	3.02	2.48
Сарех	(€ million)	419	518	707	910	704
Free operating cash flow (FOCF)	(€ million)	1,367	1,843	1,669	473	530
ROCE	(%)	14.2	33.4	29.5	8.4	7.0
Net financial debt	(€ million)	1,499	283	348	989	366
Employees <sup>(a)</sup>	(FTE)	15,579	16,176	16,770	17,201	16,501

# Upcoming IR events

### Find more information on <u>covestro.com/en/investors</u>



REPORTING DATES						
<ul><li>November 8, 2021</li><li>March 1, 2022</li></ul>	Q3 2021 Quarterly Statement 2021 Annual Report					
ANNUAL GENERAL MEETING						
• April 21, 2022	Annual General Meeting					
BROKER CONFERENCES						
<ul><li>August 31, 2021</li><li>September 22, 2021</li></ul>	Commerzbank Annual Corporate Conference (virtual) Baader Investment Conference 2021 (Munich/virtual)					
Virtual Investor Conference						
September 28, 2021	Virtual Investor Conference					

### Disclaimer



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