

Strong earnings growth

Roadshow presentation

covestro.com





- **Covestro investment highlights**
- Group financials Q3'21
- Segment overview
- Business Entity Profiles
- Background information

Covestro is diversified across geographies and end-markets



Key performance indicators and sales split



Sales 2020



Core volume growth CAGR 2015 - 2020



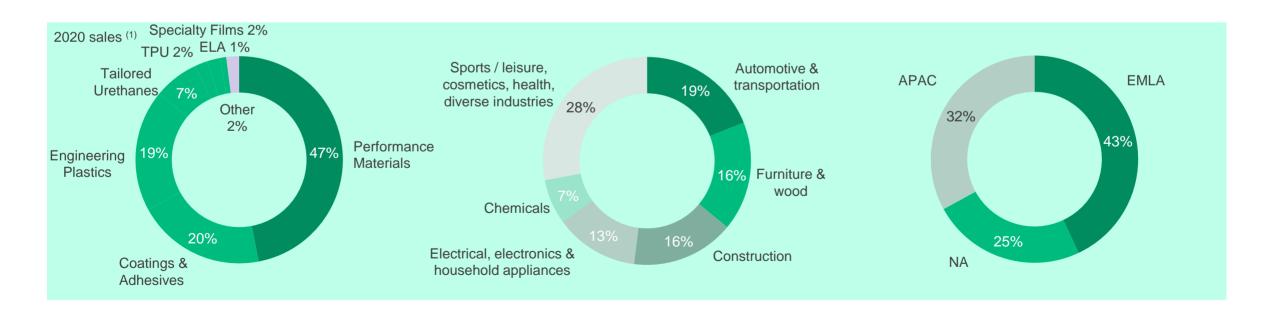
FOCF 2020



ROCE 2020



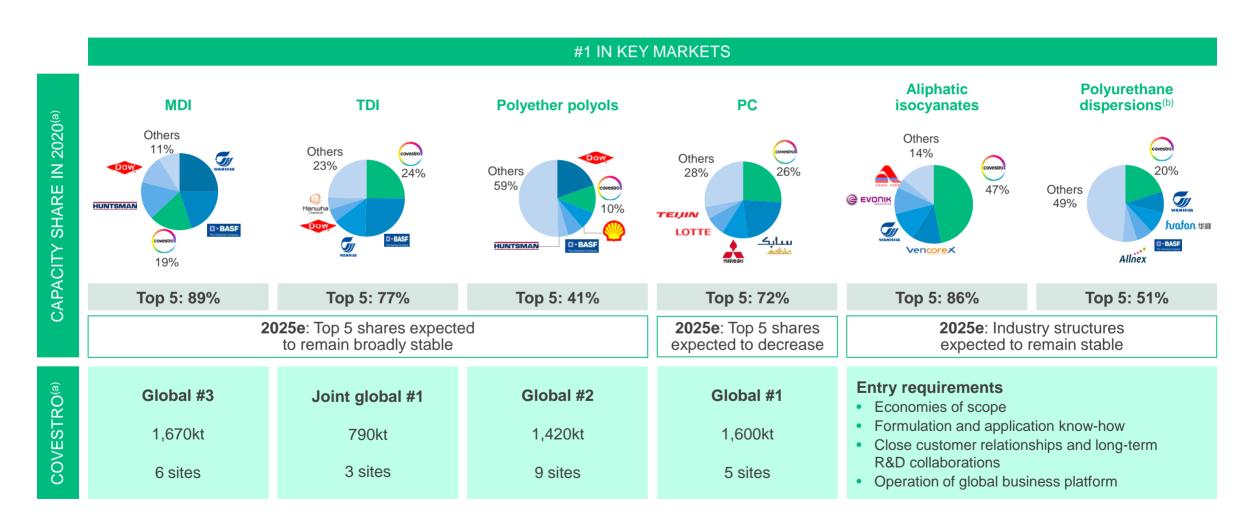
EBITDA 2020



Covestro is a global leader across its entire portfolio

World-wide industry positions and production capacities





Q3 2021 IR Roadshow Presentation (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

Covestro estimates

Source:

Our new strategy – setting the path for tomorrow





BECOME THE BEST OF WHO WE ARE

Transform the company to exploit its full potential



in a profitable way

ADVANCE DIGITALIZATION

EXPAND 'WE ARE 1' CULTURE



Address sustainability

MILESTONE 2020

LEAP transformation initiated

MILESTONE 2020

MILESTONE 2020

First certified renewable phenol sourced





BECOME FULLY CIRCULAR



Accelerate the transition to a fossil-free economy

Pursuing long-term goals that transform the company





BECOME THE BEST OF WHO WE ARE



DRIVE SUSTAINABLE GROWTH



BECOME FULLY CIRCULAR



Q,

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

Q_r

Maintain fixed costs unchanged until 2023, based on 2020

Q_r

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



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



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

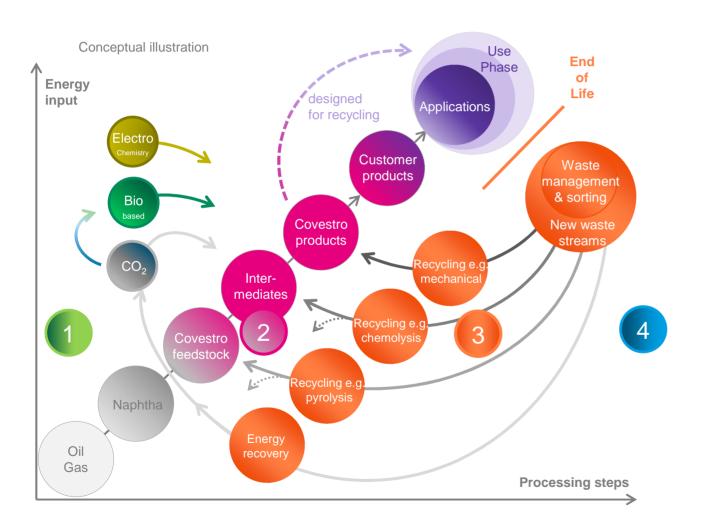


Transform polymer research through increasing investments in digital R&D

Closing material and carbon loops

Circular and climate neutral economy





COVESTRO APPROACH TO CIRCULARITY





2 Alternative raw materials



Innovative recycling for end-of-life solutions



4 Cross-industry collaborations



Obtain 100% of our electricity from renewable sources long-term

Renewable energy

ONSHORE WIND



- 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 CO₂e emissions annually

OFFSHORE WIND



- 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

SOLAR



- 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



CO₂-BASED

- 11 products commercialized
- 14 running R&D projects



WASTE-BASED

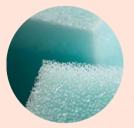
- 21 products commercialized
- 46 running R&D projects



BIO-BASED

- 13 products commercialized
- 28 running R&D projects





Example Performance Materials CO₂ as raw material

- CO₂ 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 CO₂-based chemicals
- Sports flooring producer Polytan installed first elastic subfloor using cardyon® as binder



Example Engineering Plastics Recycled polycarbonates

- 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



Example Coatings and Adhesives Bio-based car top coat

- Enabling customers to optimize the CO₂ 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 CO₂ footprint

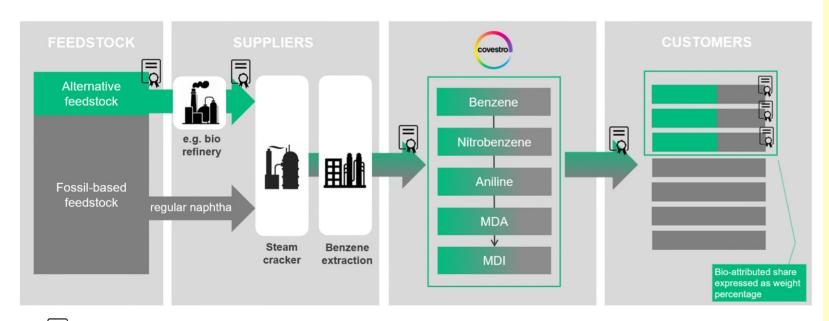


Mass balance approach

ISCC Plus certification

EXAMPLE MDI

Conceptual illustration



Notes:

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

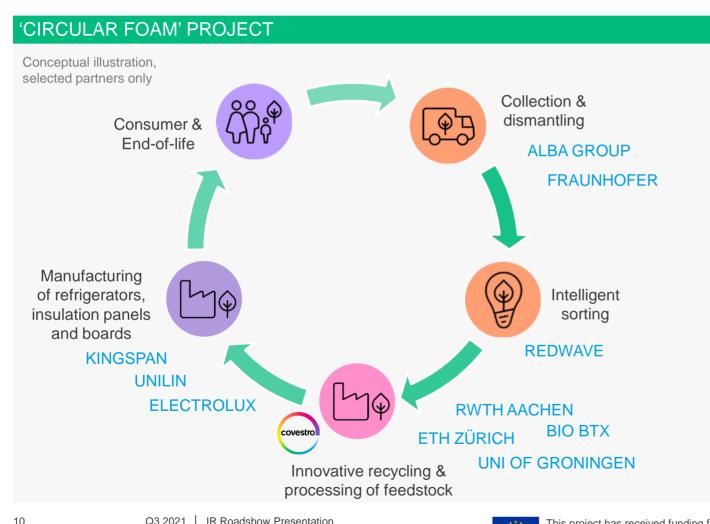
Advantages

- 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

Circular Foam – closing the material cycle for PU rigid foams



Covestro-coordinated EU innovation project with 22 partners



HIGHLIGHTS

GOAL AND BENEFIT

- Establish coordinated waste management and suitable recycling processes for sustainable circular economy
- Develop innovative chemical recycling processes for rigid polyurethane foams
- Savings potential of one million tons of waste and 2.9 million tons of CO₂ emissions annually from 2040 onwards

INNOVATIVE RECYCLING

- Enable reuse of materials at end of useful life where mechanical recycling is no suitable option
- Develop new processes in chemolysis and smart pyrolysis to obtain polyols and amines as circular raw materials for production of polyurethane (PU) rigid foams



Climate neutrality with existing technologies and assets

Covestro greenhouse gas emissions





EXISTING OPTIONS AND CURRENT LIMITATIONS TO REDUCE GHG EMISSIONS

Selective examples only



Various alternative feedstock

Limitations: available capacities



Low-emission mobility

Limitations: available infrastructure



Low-emission mobility

Limitations: available infrastructure



Renewable energies

Limitations: available capacities



Low-emission technologies

Limitations: investments and installations



Limitations: available infrastructure



Circular end-of-life solutions

Limitations: readiness of technologies

Become the best of who we are

Key principles of LEAP transformation program



REGROUP OUR BUSINESS

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"

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

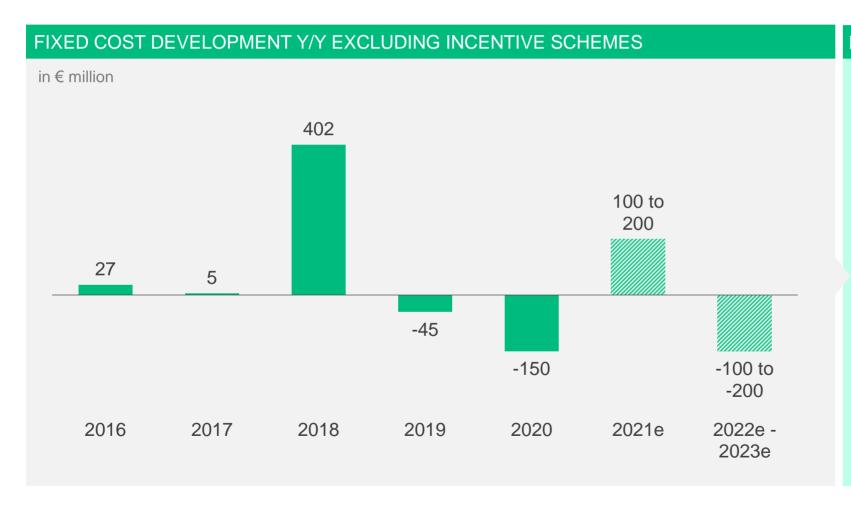


Develop a future-proof and competitive cost structure

Develop a future-proof and competitive cost structure

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LEAP financial impact

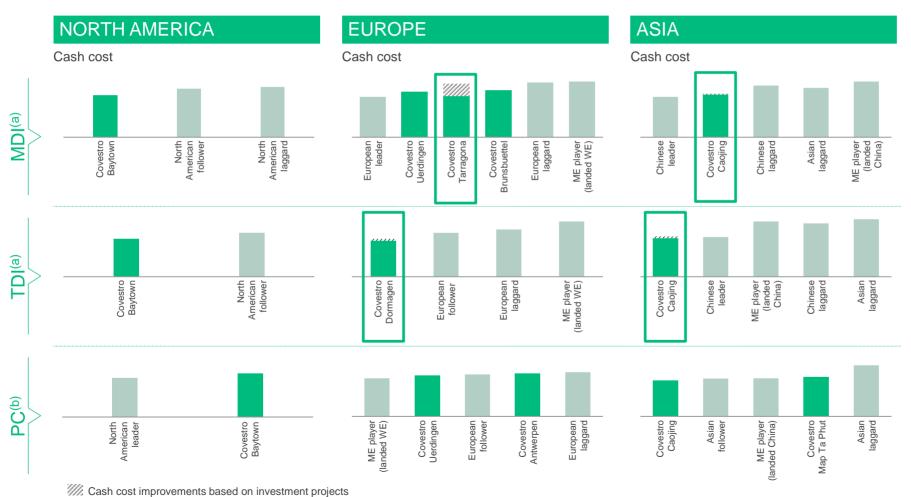


- Becoming significantly more efficient and effective
- Savings target: maintain fixed costs unchanged until 2023, based on FY 2020, excluding STI and LTI schemes
- In 2021e, costs mainly driven by higher maintenance costs, salary increase, investments in digitalization and circularity
- In 2022e and 2023e, cost savings to be realized to counterbalance annual fixed cost inflation, like salary increases (~€100m p.a.)

Leading cost positions across markets and regions

Covestro cash cost positions





- 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

i improvements based on investment project

⁽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

Updated full year guidance



	FY 2020	Previous guidance FY 2021 (as of July 12, 2021)	Updated guidance FY 2021 (as of Nov 8, 2021)
Core volume growth	-5.6%	10 – 15% (t/o ~6%p RFM)	10 – 12% (t/o ~6%p RFM)
FOCF	€530m	€1,600m – 2,000m	€1,400m – 1,700m
ROCE	7.0%	16 – 20%	19 – 21%

Additional financial expectations

EBITDA FY	€1,472m	€2,700m – 3,100m	€3,000m – 3,200m	
D&A	€776m	~€900m	~€830m	
Financial result	€-91m	~€-100m	~€-90m	
P&L (effective) tax rate	25.0%	24 – 26%	24 – 26%	
Capex ^(a)	€704m	~€800m	~€800m	
Average number of outstanding shares (in million)	184.9	193.2	193.2	

Note:

Solid demand recovery continues globally

Global demand development



Key customer industries		2020 Y/Y	2021e Y/Y	2022e Y/Y
Global GDP Industrial production	PART	-3.6% -5.3%	+5.5% +6.7%	+4.3% +4.3%
Automotive EV / BEV		-15.9% +28.7%	+2.8% +67.0%	+10.7% +51.8%
Construction Residential		-1.8% -1.1%	+2.2% +3.5%	+3.2% +3.3%
Furniture Soft furniture		-4.8% -1.7%	+4.8% +4.2%	+3.7% +3.4%
Electrical, electronics and household appliances	HH	+4.5% +2.3%	+13.2% +11.9%	+5.3% +3.5%

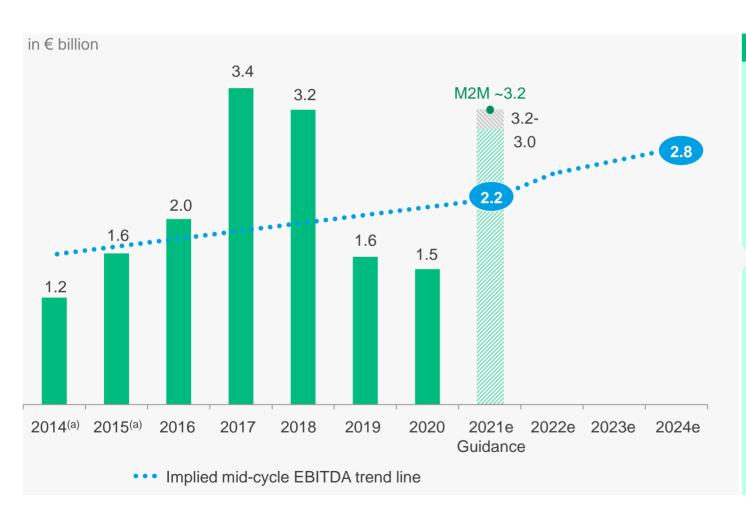
Appliances

Relatively stable industry margins lead to outlook upgrade

Note:

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EBITDA development between 2014 and 2021e



HIGHLIGHTS

EBITDA guidance of €3,000m - 3,200m in FY 2021

- Raised earnings guidance reflects further improved margin outlook for Q4 2021
- Includes RFM acquisition, closed on April 1, 2021
- Mark-to-market (M2M) EBITDA in FY 2021 of ~€3.2bn as of September 2021

EBITDA sensitivities for FY 2021

- Volume sensitivity: 1pp change in core volumes equals around +/- €60m, excluding RFM
- FX sensitivity: 1pp change equals +/- €8m for CNY/EUR and +/- €4m for USD/EUR

Future mid-cycle EBITDA

- In 2022, step-up from acquired RFM business, followed by realization of RFM synergies
- Until 2023, execution of LEAP transformation program
- In 2024, mid-cycle level raised to €2.8bn

Majority of cash allocated to growth

Balanced use of cash



CAPEX



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

€3.2bn invested in capex

DIVIDEND



- Policy: 35-55% payout of net income
- 2020 dividend of €1.30 per share
- For FY 2021e. EBITDA guidance and payout ratio translate into calculated dividend between €2.80 and €5.00 per share
- Minimum dividend yield 2021 of 5.0%^(a)

€1.5bn dividends

PORTFOLIO



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

(a) Based on EBITDA guidance, minimum payout ratio and share price of €56.02 on November 19, 2021

€1.5bn net investments

SHARE CAPITAL



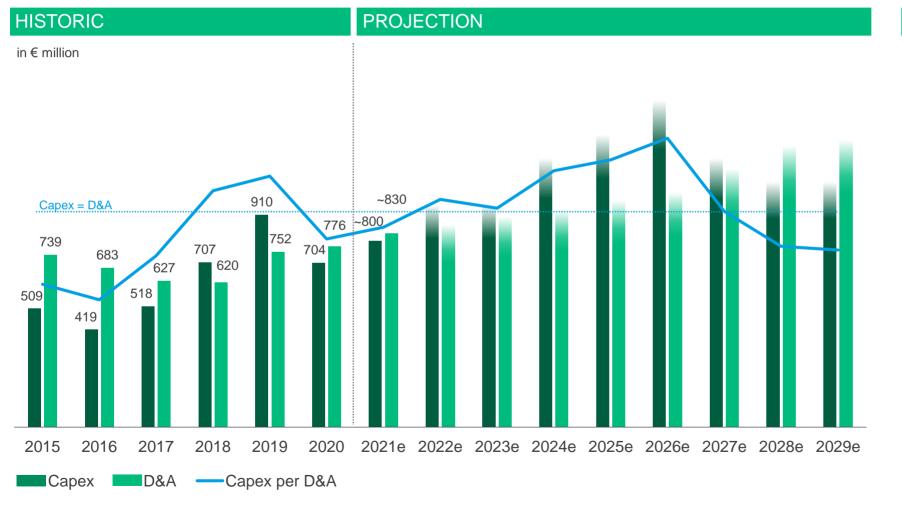
- Share buy-back of €1.5bn executed in 2017-2018
- Capital increase of €447m executed in 2020 in context of RFM acquisition
- Authorization for share buyback program for up to 10% of share capital in place

€1.1bn share capital reduced

Average capex at or slightly above D&A

Group capex and D&A outlook



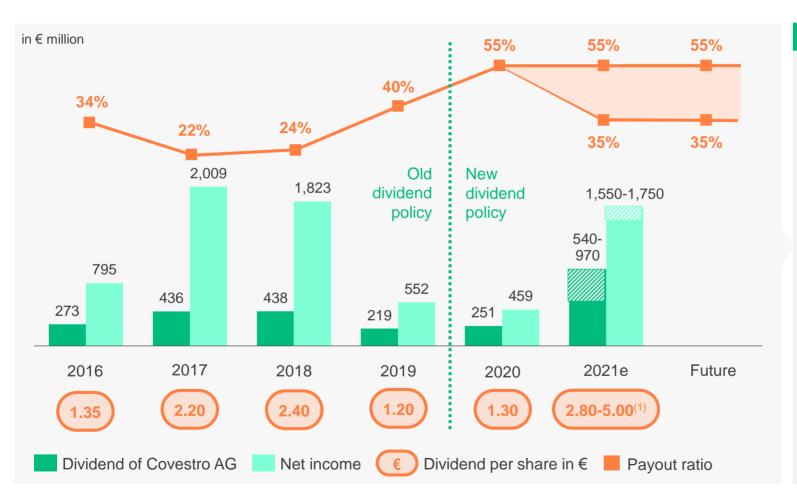


- 2021e: capex around €800m
- 2022e-2023e: capex slightly above D&A level
- 2024e-2026e: supporting growth investment into MDI world-scale asset with capex above D&A
- Outer years: capex again below D&A-level
- Invest in Circular Economy projects almost €1bn over ten years
- Maintenance capex at ~€350-400m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

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



Dividend development

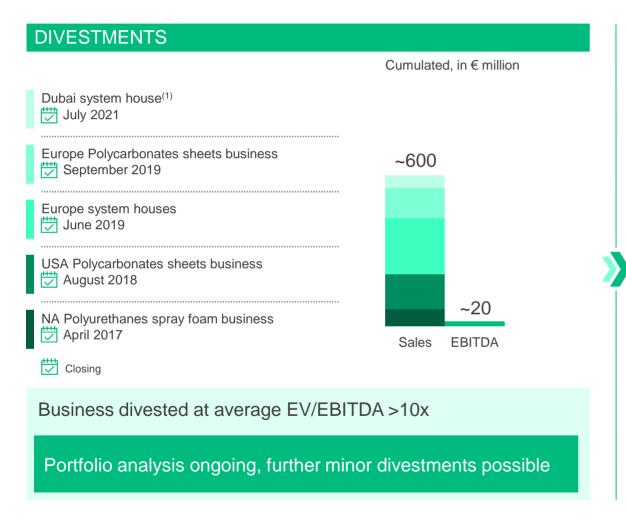


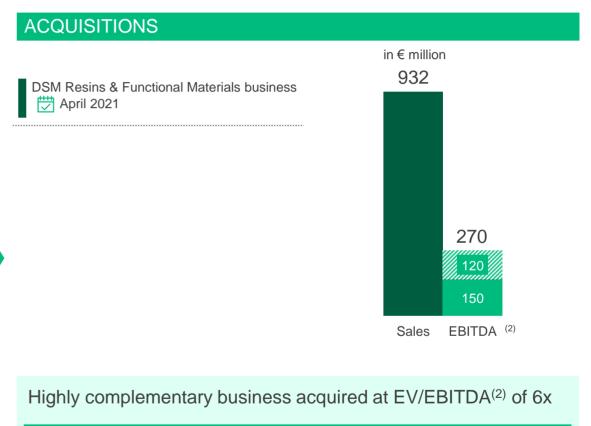
- Unchanged commitment to a payout ratio of 35% to 55%, related to dividend over net income
 - Higher payout intended in years with peak earnings, while ratio towards lower end
 - Lower payout intended in years with trough earnings, while ratio towards upper end
- For FY 2020, paid dividend of €1.30 per share
- For FY 2021e, EBITDA guidance and payout ratio translate into calculated dividend between €2.80 and €5.00 per share⁽²⁾

Ongoing shift to high-margin business

Portfolio management







Further pursue value-enhancing bolt-on acquisition options

with attractive IRR for Solutions & Specialties segment

Q3 2021 | IR Roadshow Presentation

(1) Covestro with 51% joint venture share

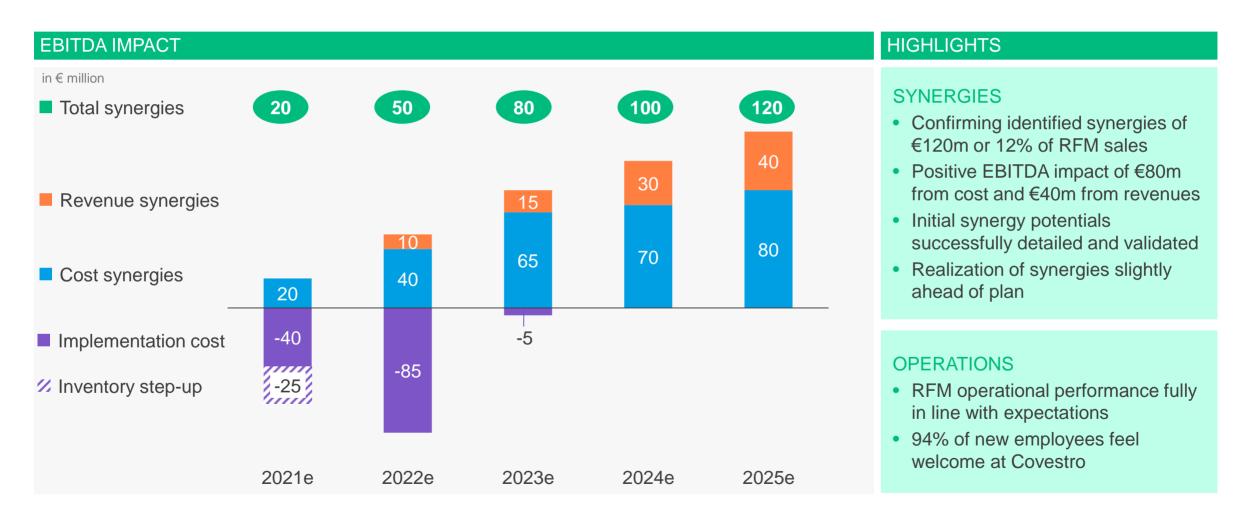
Notes:

(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

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RFM synergies and implementation cost



Q3 2021

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 Q3'21**
- Segment overview
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EBITDA continues on high level

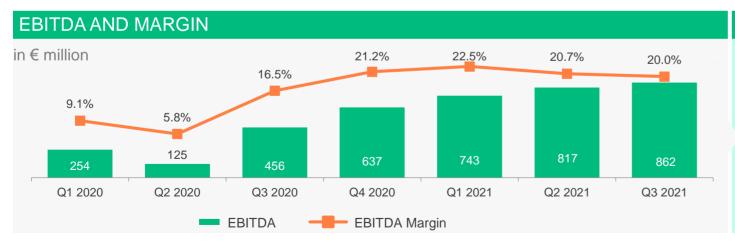
Group results – Highlights Q3 2021





HIGHLIGHTS

- In Q3 2021, Covestro posted highest quarterly sales in its history
- Year-on-year increase mainly attributable to higher prices of €1.2bn and RFM^(b) sales of €0.3bn
- Sequentially, sales increase driven by higher volume and price



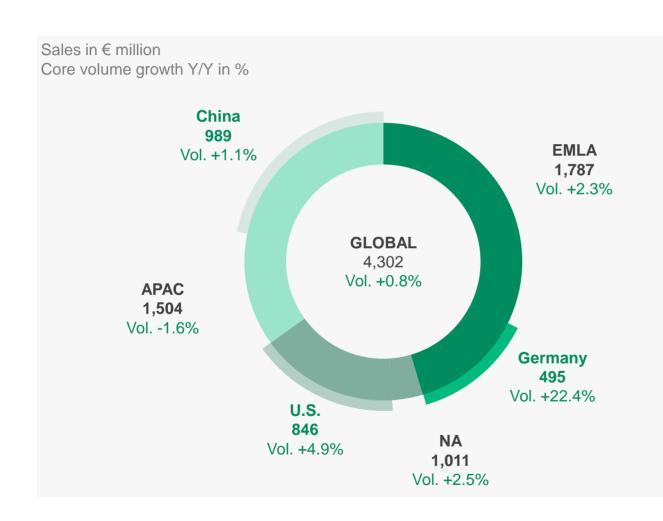
Notes:

- In Q3 2021, EBITDA margin around 20% level in fourth consecutive quarter
- Sequentially, earnings increased due to higher volumes while pricing delta slightly negative
- EBITDA margin of 20.0% in Q3 2021 well below historic peak of 28.1% in Q1 2018

Solid demand meets constrained availability

Q3 2021 – Regional split





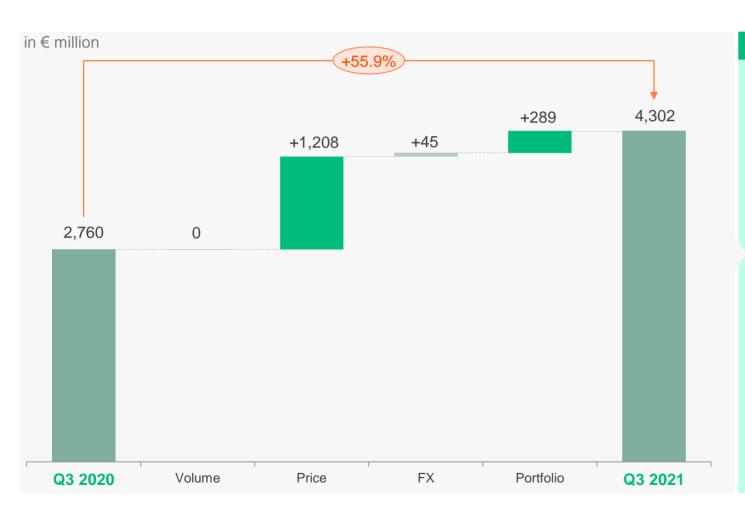
CORE VOLUME GROWTH Y/Y

- Globally constrained product availability limits growth potential despite solid demand; consolidation of acquired RFM business (contributing ~7pp) drives Y/Y growth:
 - Furniture/wood c. -17%, driven by all regions
 - Construction c. -11%, driven by EMLA and APAC
 - Auto/transport c. -6%, driven by EMLA and NA, APAC flat
 - Electro c. 0%, with small growth in APAC
 - Divers c. +37%, including total RFM volumes
- APAC: single-digit volume growth rate in electro, all other key industries at or below previous year
- EMLA: negative single-digit growth rates in auto and electro, negative low double-digit growth rates in furniture and construction
- NA: negative single-digit growth rates in all key industries except low double-digit growth rate in auto

Significantly higher prices pushed sales growth

Q3 2021 – Sales bridge





HIGHLIGHTS

Volume flat

- Net volume unchanged at 0% Y/Y (in €) –
 excluding RFM^(a) as growth in S&S leveled out
 by decline in PM
- 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 +43.8% Y/Y

FX positive

 FX affected sales by +1.6% Y/Y mainly driven by stronger CNY

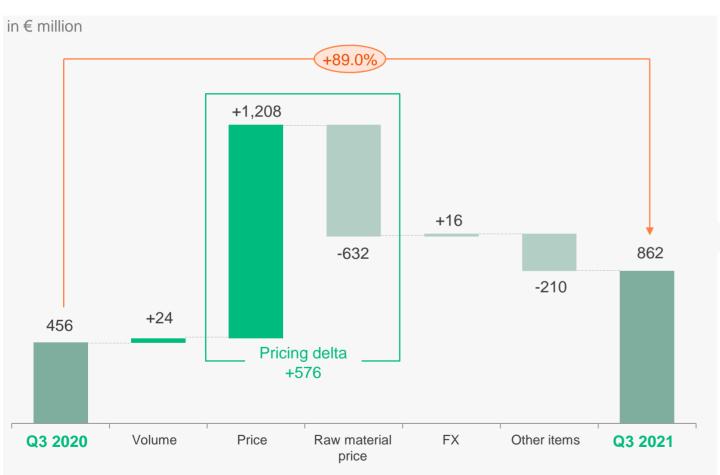
Portfolio positive

RFM^(a) increased sales by +10.5% Y/Y

Earnings nearly doubled due to positive pricing delta

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Q3 2021 – EBITDA bridge



HIGHLIGHTS

Positive volume

 Contribution margin of S&S volume growth exceeded contribution margin of PM volume decline

Highly positive pricing delta

Driven by PM

Slightly positive FX

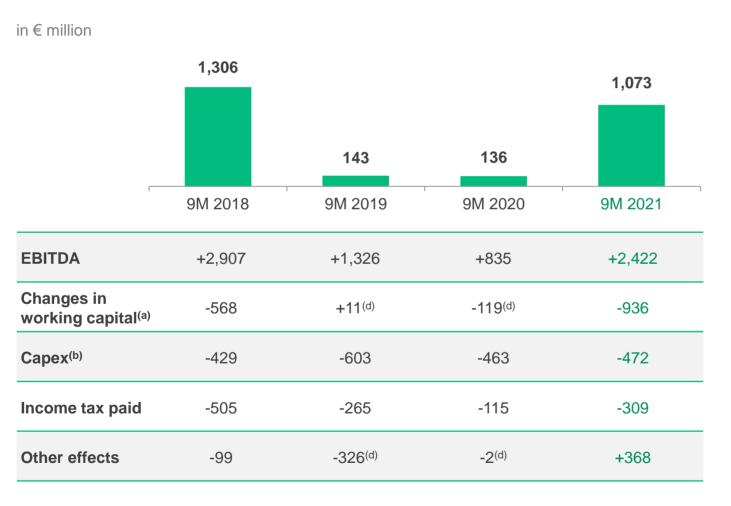
Translational effects

'Other items' include:

- €-145m linked to higher provisions for variable compensation
- €-8m negative one-time effects related to the acquired RFM business^(b)
- €-5m negative one-time effects related to LEAP transformation program

€1.1bn free operating cash flow in first nine months

Historical FOCF development



IR Roadshow Presentation

- In Q3 2021, FOCF of €381m slightly above previous year (€361m in Q3 2020) as higher working capital^(a) and higher income tax paid compensated significantly higher earnings
- In 9M 2021, the EBITDA increase boosted FOCF development despite negative contribution from working capital^(a)
- Working capital to sales ratio^(c) at 21.3%
- Capex of €472m on budget and in line with FY 2021 guidance
- Income tax paid (in relation to pre-tax income)
 reflect lower income level in previous quarters
- 'Other effects' reflect provisions for variable compensation, cash-effective only in 2022

Note:

⁽a) Working capital includes changes in inventories, trade accounts receivable and trade accounts payable

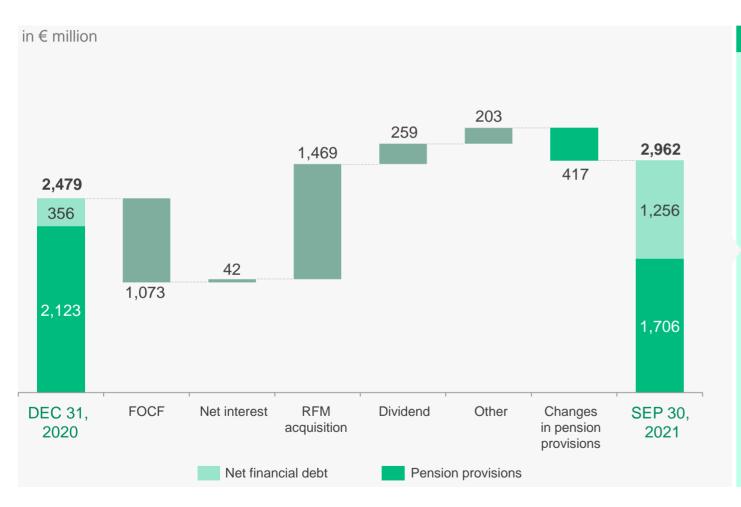
⁽b) Cash-relevant capex

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

Solid balance sheet after RFM closing

September 30, 2021 – Total net debt





Note:

HIGHLIGHTS

- Pension provisions decreased by €417m mainly resulting from higher discount rates in Germany
- Total net debt to EBITDA ratio^(a) of 1.0x at end of Q3 2021 vs. 2.9x at end of Q3 2020
- Equity ratio of 48% at end of Q3 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
- €500m Eurobond (placed in 2016, maturing in October 2021) repaid early on July 7, 2021
- Balance sheet with €1.2bn in cash, cash equivalents and current financial assets
- Undrawn syndicated revolving credit facility (RCF) of €2.5bn in place with ESG element



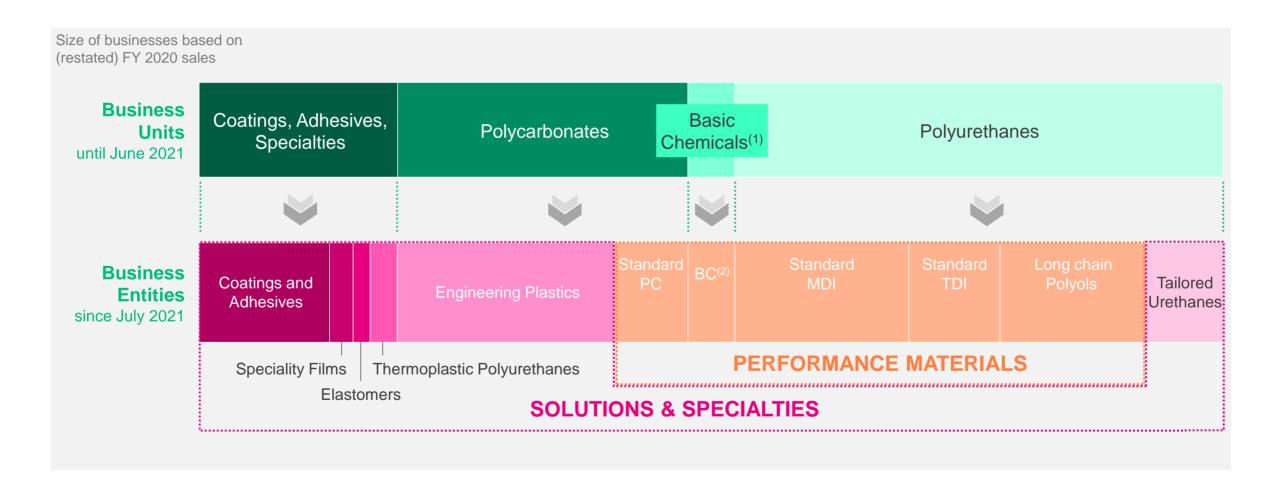


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Consistently distinguish standard from differentiated business



Reconciliation from former Business Units to new Business Entities



Growing share of differentiated business

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

PERFORMANCE MATERIALS

Polyurethane and polycarbonate standard products as well as basic chemicals:

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

SUCCESS FACTORS

Ensure high asset utilization

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



Supply customers reliably to be customers' preferred supplier



Customer centricity

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

Performance Materials – highly positive pricing delta

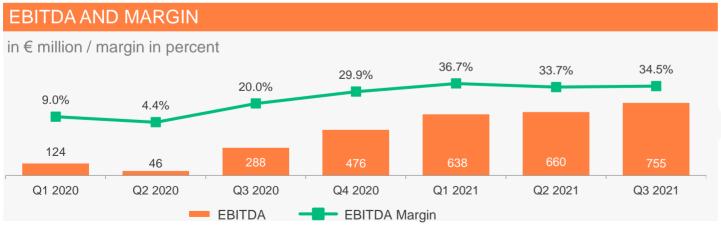


Segment results – Highlights Q3 2021



HIGHLIGHTS

- Core volume growth (in kt) of -11.6% Y/Y strongly impacted by continued constrained product availability and shortages of feedstocks despite solid underlying demand globally
- Sales increased by +52.2% Y/Y driven by price (+57.6%) and FX (+1.5%); negatively affected by volume (-6.9%)



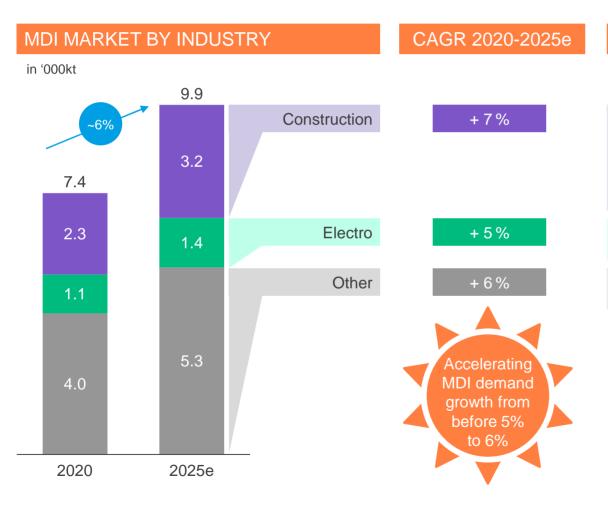
Notes:

- Compared to prior year, EBITDA increase driven by strong positive pricing delta, compensating higher provisions for variable compensation
- Sequentially, earnings increased due to higher volumes and positive pricing delta
- EBITDA margin of 25.6% in Q3 2021 (26.2% in 9M 2021) if adjusted for intersegment sales of €768m (€1,954m)

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



Performance Materials: MDI demand development



GROWTH DRIVERS

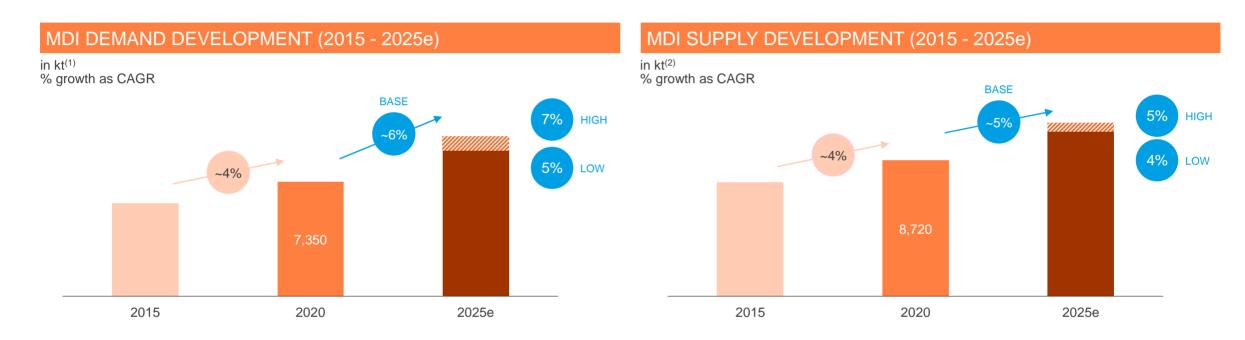
- Stricter energy regulations driving insulation market for new buildings and renovations
- Superior price-performance ratio supporting substitution of traditional insulation materials
- Energy efficiency and replacement cycles as key consumer drivers for appliances
- Diverse growth drivers from diverse applications

Q3 2021

MDI demand growth to exceed supply growth







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, 2025e)
- 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

Recap

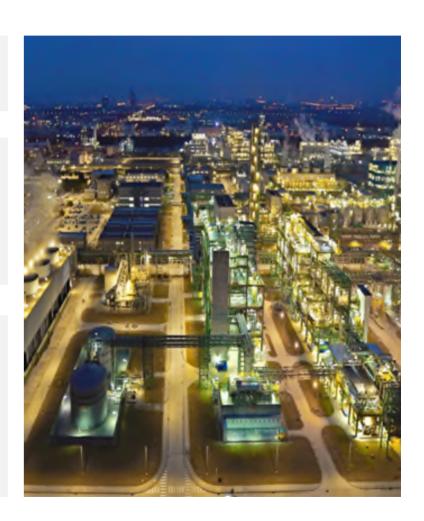
- In October 2018, initial plans of MDI investment published
- In January 2020, project evaluation in Baytown, USA put on hold

Market environment

- Projected MDI demand growth outstripping supply growth, leading to global capacity utilization above 90 percent
- Covestro with fully utilized MDI world-scale assets in all regions
- Production technology as distinct industry entry hurdle

Update and next steps

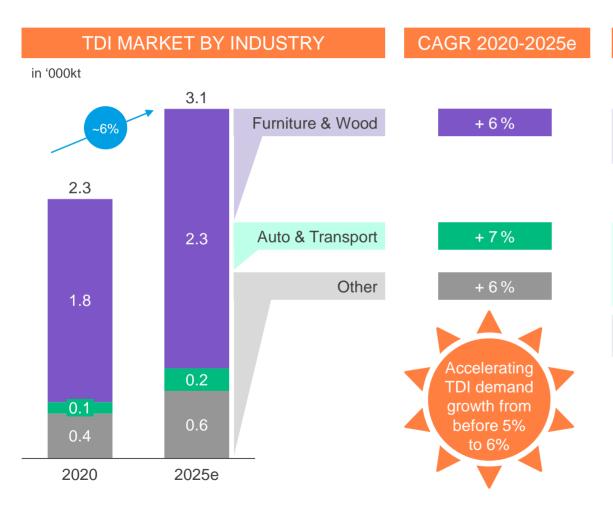
- Covestro resumes investment into MDI world-scale asset.
- Installing highly energy-efficient AdiP technology(1) reduces energy-related CO2 emissions by up to 35 percent(2)
- Location either USA or China, further decision after finalization of current project stage
- Planned ramp-up by 2026



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



Performance Materials: TDI demand development



GROWTH DRIVERS

Stay-at-home trend: Increasing demand for comfort both in mature and emerging markets

- Benefitting from mobility trends, growth with automotive industry
- Steady growth for auto seating applications correlated to number of cars; PU as technology of choice
- Diverse growth drivers from diverse applications

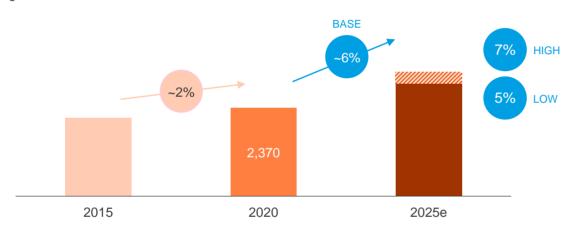
TDI market moving into balance, Covestro growing with market



Performance Materials: TDI industry demand and supply

TDI DEMAND DEVELOPMENT (2015 - 2025e)

in kt⁽¹⁾ % growth as CAGR

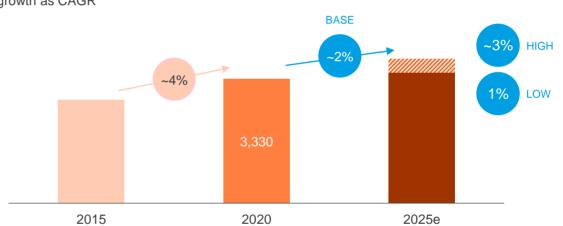


INDUSTRY HIGHLIGHTS

- Due to delays now only major addition⁽³⁾ 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

TDI SUPPLY DEVELOPMENT (2015 - 2025e)

in kt⁽²⁾ % growth as CAGR



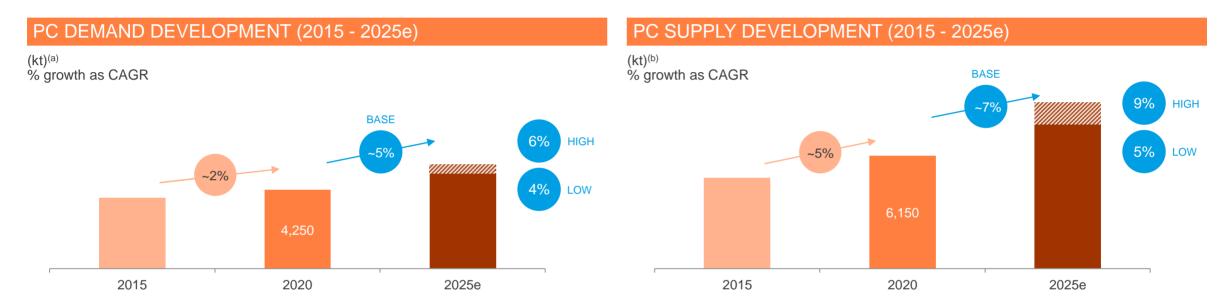
COVESTRO GROWTH

- 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



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(c) expected until 2025e: Hainan Huasheng, ZPC, SABIC-Sinopec, Wanhua, Shemna
- Numerous announced projects with high uncertainties regarding actual timing and scope
- Covestro additions: Focus on strengthening differentiated business with shift of merchant standard-polycarbonates to feedstock of differentiated polycarbonates

⁽b) Based on historical and announced future nameplate capacities

⁽c) Based on corporate announcements

Differentiation based on customer proximity and innovation

coves

Solutions & Specialties

PRODUCTS

SOLUTIONS & SPECIALTIES

Differentiated polymer products:

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

SUCCESS FACTORS

Implement a pull supply chain

Use deep customer understanding to deliver unique value to customers



Lead in innovation

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



Manage complexity

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

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

Solutions & Specialties – negative pricing delta

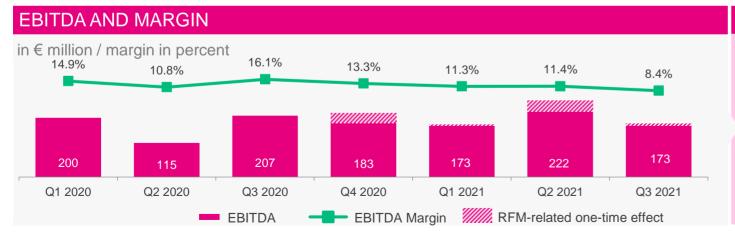






HIGHLIGHTS

- Core volume growth (in kt) of 22.7% Y/Y, including ~20pp from RFM^(b)
- Sales grew by +60.6% Y/Y, driven by price (+29.5%), portfolio (+22.4%, RFM^(b)), volume (+6.9%), and FX (+1.8%)



HIGHLIGHTS

- Q3 2021 EBITDA includes negative one-time effects of €-8m related to RFM^(b)
- Compared to prior year, EBITDA decrease mainly due to negative pricing delta and higher provisions for variable compensation
- Sequentially, EBITDA decrease driven by negative pricing delta while volumes contributed positively

Shifting polycarbonates to high-growth differentiated business



Solutions & Specialties: high-growth contributor Engineering Plastics

ENGINEERING PLASTICS

Total Sales 2020 €2,230m CAGR 2020-2025e ~8%

CUSTOMER INDUSTRIES



Auto & Transport

EP sales share 2020: 44%

CAGR 2020-2025e



INDUSTRY GROWTH DRIVERS

- Global trends to BEV boosting total LV production
- Number of produced BEVs estimated to multiply with significantly higher PC need



Electro

EP sales share 2020: 40%

CAGR 2020-2025e



- Strong demand in network, audio, LED, power supply and small appliances
- New opportunities from 5G, intelligent connectivity and electrical integration



Healthcare

EP sales share 2020: 12%

CAGR 2020-2025e



- Aging populations with increasing access in emerging markets
- Trend towards home healthcare and wearable monitor devices

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

Doubling sales by 2025

Solutions & Specialties: high-growth contributor Specialty Films



SPECIALTY FILMS

Total Sales 2020 240m

CAGR 2020-2025e ~14%



TARGET

Doubling sales by 2025e



APPROACH

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



Enabling growth with investment of almost €200m between 2020 and 2025e

BUILD AGGRESSIVELY MEDICAL BUSINESS



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



DEVELOP AUGMENTED REALITY BUSINESS



Growing within emerging market of holographic light guiding:

accelerating markets of virtual displays in glasses and head-up displays in vehicles

Growing with market

Solutions & Specialties: growth contributor Coatings and Adhesives



COATINGS AND ADHESIVES

Total Sales 2020 €2,270m⁽¹⁾

CAGR 2020-2025e ~5%

TOP 3 CUSTOMER INDUSTRIES

Construction & **Engineering**

CA sales share 2020: 18%

Market CAGR 2020-2025e



INDUSTRY GROWTH DRIVERS

- Increase in energy industry applications like wind blades, solar panels, energy storage
- Residential building growth and governmental infrastructure projects



Auto & Transport

CA sales share 2020: 14%

Market CAGR 2020-2025e



 Industry trend to lightweight and battery/plug-in hybrid electric vehicles



Industrial & Electronics

CA sales share 2020: 14%

Market CAGR 2020-2025e



Transformation to more sustainable. waterborne and bio-based/recycled solutions

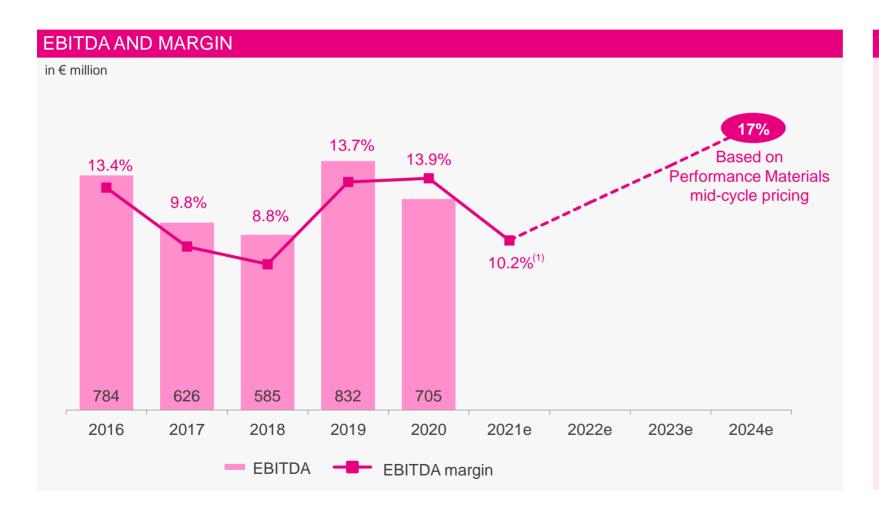
HIGHLIGHTS

- Period of flat sales volume development (CAGR 2015-2020 of 1%) in highly competitive environment
- Currently, several product lines already limited by availability
- Investing up to €300m until 2025 into additional capacities around the world for production "in the region for the region"
- Growing with market demand (CAGR 2020-2025e of ~5%)
- More sustainable and circular product offerings with innovative recycling and alternative raw materials
- Additionally, topline synergies of RFM acquisition: around €100m additional sales until 2025e from cross-selling, upgrade of portfolio and digital sales

EBITDA margin to grow to 17% in 2024

Solutions & Specialties segment target





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





- Covestro investment highlights
- Group financials Q3'21
- Segment overview
- **Business Entity Profiles**
- 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

KEY APPLICATION



For comfortable cars



For cozy furniture



For sustainable houses



For highly functional apparel



Sales share Covestro 2020 (1)

SOLUTIONS AND SPECIALTIES

Engineering Plastics Coatings and Adhesives

Thermoplastic Polyurethanes

Tailored Urethanes

Specialty Films

Elastomers

PERFORMANCE MATERIALS

Performance Materials

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

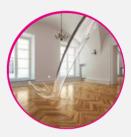
STRATEGY

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

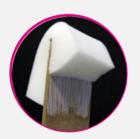
KEY APPLICATIONS



For shiny cars



For robust floors



For durable bonding



For high-speed data transmission



Sales share Covestro 2020 (1)

SOLUTIONS AND **SPECIALTIES**

Adhesives

PERFORMANCE MATERIALS

Notes:

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

KEY APPLICATION



For Mobility



For Electronics & Electrical





Sales share Covestro 2020 (1)

SOLUTIONS AND SPECIALTIES



Coatings and Adhesives

Thermoplastic Polyurethanes

Elastomers

PERFORMANCE MATERIALS

Performance Materia

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

KEY APPLICATION



For lightweight cars



For efficient buildings





For efficient appliances



Sales share Covestro 2020 (1)

SOLUTIONS AND SPECIALTIES

Engineering Plastics Coatings and Adhesives

Thermoplast Polyurethane Tailored Urethanes

Specialty Films

Elastomers

PERFORMANCE MATERIALS

Performance Materials

Specialist for high-value applications

Solutions & Specialties: Thermoplastic Polyurethanes



PRODUCTS

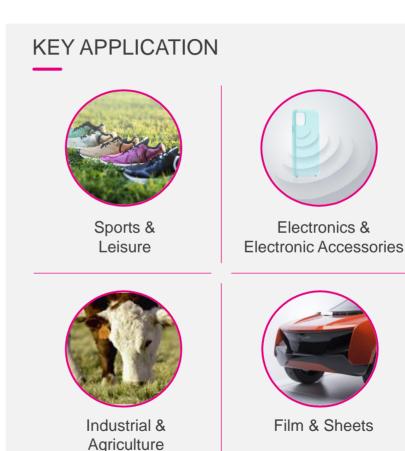
Melt-processable thermoplastic elastomer with high durability and flexibility, ideal for exceptional range of applications

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





MATERIALS

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 smart identity cards



For advanced wound care



For more comfortable leisure products



Sales share Covestro 2020 (1)

SOLUTIONS AND SPECIALTIES

Engineering Plastics Coatings and Adhesives

Thermoplastic Polyurethanes

Tailored Urethanes

Specialty Films

Elastomers

PERFORMANCE MATERIALS

Performance Materials

Global leading producer of high-value elastomers

Solutions & Specialties: Elastomers



PRODUCTS

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

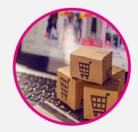
KEY APPLICATION



High performance wheels for warehousing



Cable protection



Packaging manufacturing



Durable shockabsorbers in cars



Sales share Covestro 2020 (1)

SOLUTIONS AND SPECIALTIES

Engineering Plastics Coatings and Adhesives

Thermoplast Polyurethane Tailored Urethanes

Specialty Films



PERMORMANCE MATERIALS

Performance Materials





- Covestro investment highlights
- Group financials Q3'21
- Segment overview
- Business Entity Profiles
- 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



Officer
Dr Thomas Toepfer
Nationality: German

Chief Financial



Chief Commercial Officer Sucheta Govil Nationality: British with Indian origin



Chief Technology Officer Dr Klaus Schäfer Nationality: German

BUSINESS ENTITIES



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



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



Coatings and Adhesives
Dr Thorsten Dreier
Nationality: German
Based in Leverkusen,
Germany



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





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



Thermoplastic
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





100% of our suppliers comply with our sustainability requirements

Achievement: 79% by end of 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



5

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

C

as October 2021

Rating / Index	2016	2017	2018	2019	2020	2021	Scoring	Benchmark	
MSCI	ВВВ	BBB	A	Α	Α	A	AAA - CCC	in Specialty Chemicals	19% 15% 24% 13% 15% 6% 9% 18B BB A AA AAA
Corporate ESG Performance Prime ISS ESG	B-		B-		B-		A+ - D-	Prime Status	20% 10% 00 D D C C C C B B B A A A
sustainalytics New methodology ^(a)	74	75		80 23.3	20.0	18.3	max. 100 Points 0 - 100 Points (the lower the better)	Low Risk	275 Car 175 Car 186 Ca
ecovadis Supplier Sustainability Ratings	73			80			max. 100 Points	Gold Ranking	2019 ecovadis csa Rating
FTSE Russell								Inclusion in FTSE4Good I	ndex ^(b) FTSE4Good

Long history of innovations inspired by sustainability

Covestro milestones in sustainability





2008 **STRUCTese** energy efficiency system introduced and subsequently rolled-out in global production

2008

USTAINABILIT

2011 BMS as part of Bayer is founding member of Together for Sustainability initiative

2013 Introduction of BMS sustainability approach and integration of 3-P principle People-Planet-Profit

Pledge to 'Operation

2014



2015 Covestro was founded and signed UN Global Compact

2015 Clean Sweep' and strive toward zero pellet loss





2016 Covestro nonfinancial goals for 2025 published

2016

2017 Covestro Policies developed and approved. including a policy

on Sustainability



2019 Signatory of EU Circular Plastics Alliance

2019 Founding member of Alliance to End Plastic Waste



vision:

We will be

fully circular

Non-financial **KPI** introduced to Board of Management long-term incentive plan: absolute CO₂e reduction over four years

2020 Initiated company transformation centered around new

vision of CE

2020

made of

phenol of

New company

2021

2007

2007 Light-weight car sunroof made of BMS polycarbonate enters massproduction at



2011

Energyefficient ODCtechnology for 2011 chlorine Plant in production Shanghai pilot plant in eco-friendly



introduced in equipped with Uerdingen, and efficient Germany gas-phase phosgenation technology

2011



Microcellular foam with improved insulating properties iaunched

2012





2013

2013 **Epoxy resins** replaced by PU resins in wind turbine rotor blades

Notes:

2014

INSQIN® technology for a water-based polyurethane textile coating launched



2015

2015

First coating hardener made of renewable raw materials launched





2016 Production start of soft foam components with CO₂ in Dormagen. Germany



2017

2017 Key chemical aniline won from renewable raw materials for the first time

2018





2019

2019 New attributed biopolycarbonate based origin grades from postconsumer recycled (PCR) content launched



2021 Prototype insulation board developed with CO₂ as feedstock for PU rigid foam

Certified alternative feedstock serve as drop-in solutions

Alternative raw materials



ALTERNATIVE PHENOL

- ISCC Plus-certified raw material
- Drop-in precursor for PC



ALTERNATIVE BENZENE

- ISCC Plus-certified raw material
- Drop-in precursor for MDI



PRODUCTION SITES

 ISCC Plus-certification for Covestro production sites





- First delivery of 1,000 tons of ISCC Plus-certified mass balanced phenol received in Q4 2020, another 2,000 tons received in Q1 2021
- Neste produced ISCC Plus-certified 100 percent bio-based hydrocarbons from renewable raw materials, such as waste and residual oils / fats
- Borealis converts hydrocarbons from Neste into ISCC Plus-certified phenol and acetone



- First delivery of 2,000 tons of ISCC Plus-certified mass balanced benzene received in Q1 2021
- Resulting product quality on par with petrochemical-based MDI
- Drop-in solution with alternative raw material helps clients to reduce carbon footprint



- ISCC Plus-certification for Covestro sites received
 - for PC made in Antwerp, Belgium, Uerdingen, Germany, and Shanghai, PRC
 - for MDI made in Uerdingen, Germany, and Shanghai, PRC
- Drop-in solutions for customers with constant product quality compared to fossil-based product

Attractive terms for certified alternative MDI as raw material

covestro

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

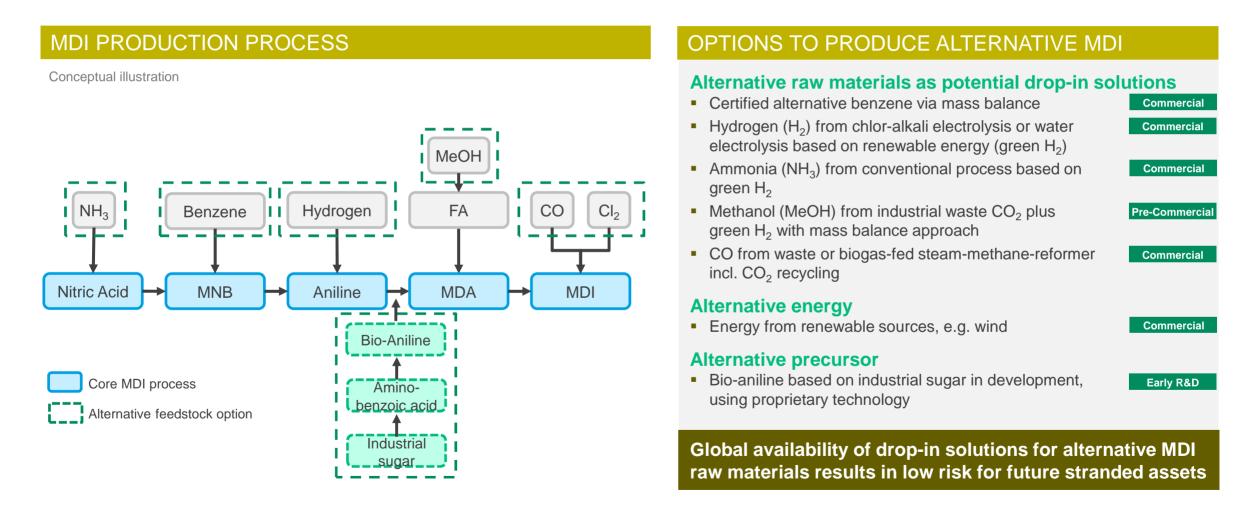
Target applications

- 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

Certified alternative MDI with current technology and assets



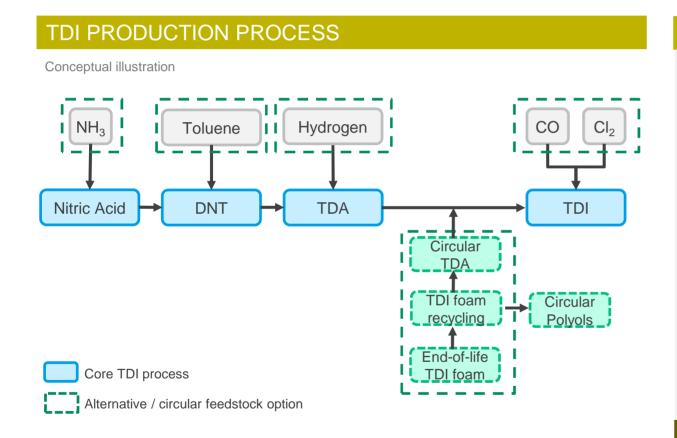
Potential drop-in solutions to MDI production



Certified alternative TDI with current technology and assets



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

Commercial Commercial

- Hydrogen (H₂) from chlor-alkali electrolysis or water electrolysis based on renewable energy (green H₂)
- Ammonia (NH₂) from conventional process based on
- green H₂
- Commercial
- CO from waste or biogas-fed steam-methane-reformer incl. CO2 recycling

Commercial

Alternative energy

Energy from renewable sources, e.g. wind

Commercial

Alternative precursor

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

Pre-Commercial

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

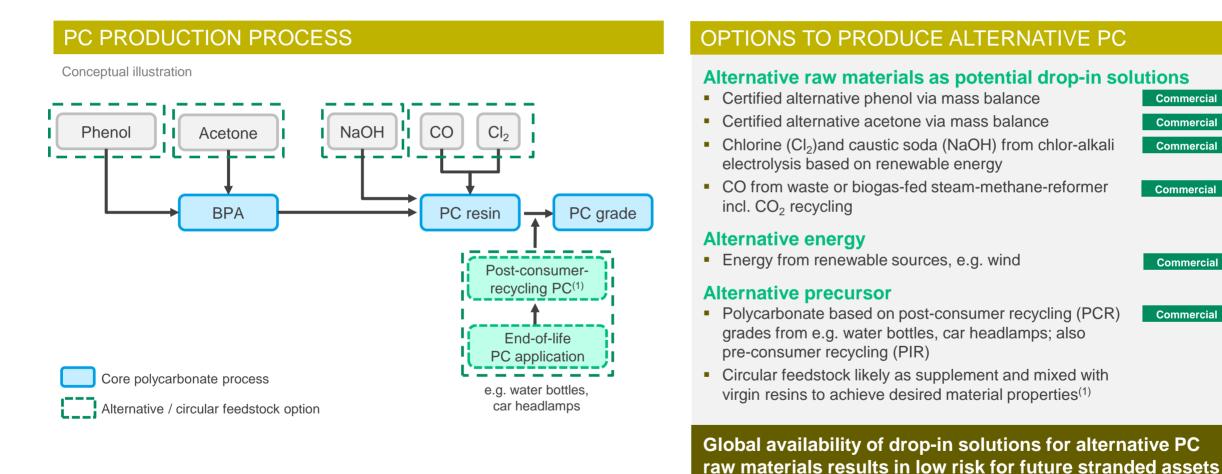
Commercial

Commercial

Commercial

Commercial

Potential drop-in solutions to polycarbonate (PC) production



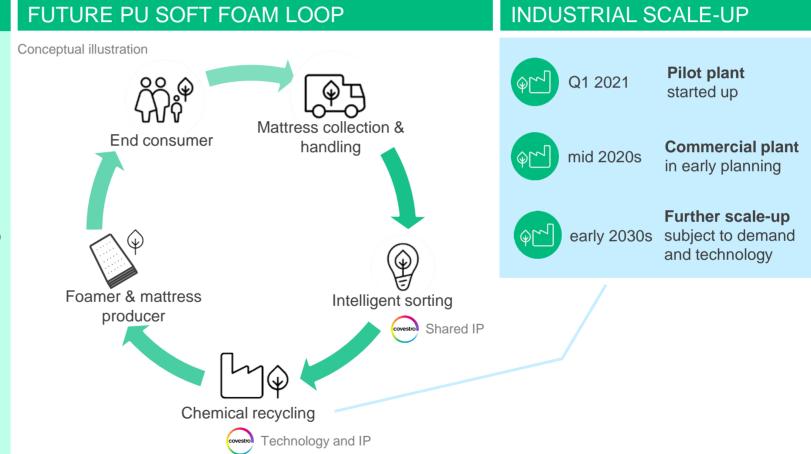
Re-shaping the PU value chain for soft foams into a closed loop



End-of-life solutions in cross-industry collaborations

COVESTRO TECHNOLOGY

- Chemical recycling of polyurethane (PU) mattress foams
- Proprietary process for recovering both PU components polyol and TDA
 - rPolyol in high purity and quality enables high content of recycled raw material in existing plants
 - rTDA fulfills specifications for conversion into TDI in existing plants
- Preliminary LCA with significant improvement of the CO₂ footprint compared to fossil route, meeting high customer and consumer demand
- Shared IP on high accuracy, high yield foam sorting – process to be covered by industrial partner



Comprehensive set of KPIs and goals underway

covestro

Covestro non-financial disclosure

CO ₂ e reduction KPI introduced for
top management since Jan. 2021

Data submitted, first rating pending and to be published soon

According to TCFD standard in preparation for FY 2021 reporting

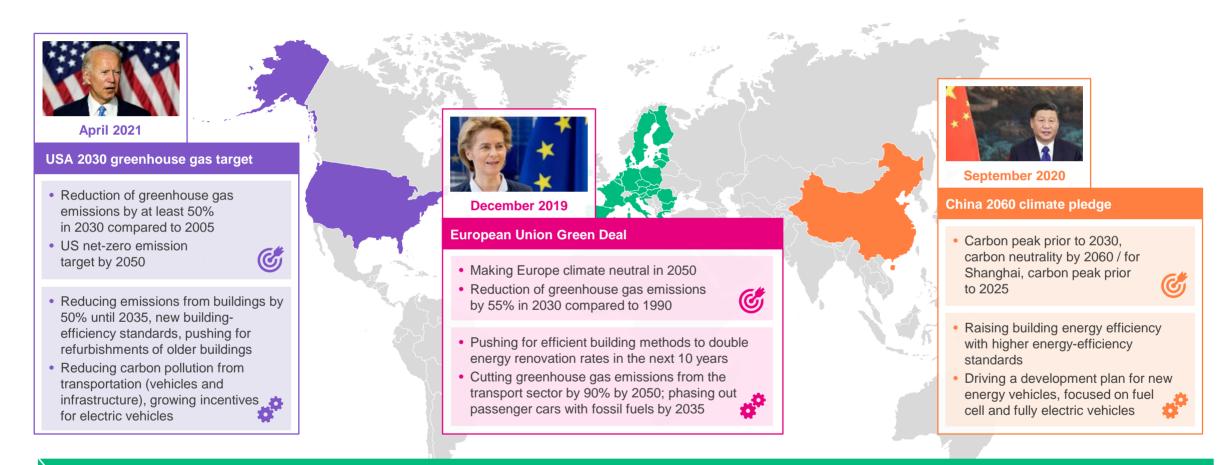
Inclusion of non-financial KPI in preparation for 2022

LTI	STI	Addition of non-financial KPI
remuneration	remuneration	in preparation for 2022
CDP Climate 2021	Scope 3 GHG emissions	In preparation for FY 2021 reporting, data to be audited by KPMG
Climate-related disclosure	EU Taxonomy	Disclosure according to Non-Financial Reporting Directive (NFRD) in preparation for FY 2021 reporting
Core KPIs	Climate neutrality target	Absolute CO ₂ e reduction target for scope 1 and 2 emissions, in preparation for 2022

Global political trends boost demand for Covestro products



Global political climate initiatives



Boosting demand of Covestro products particularly in auto & transport and construction

Higher insulation standards increase demand for polyurethanes



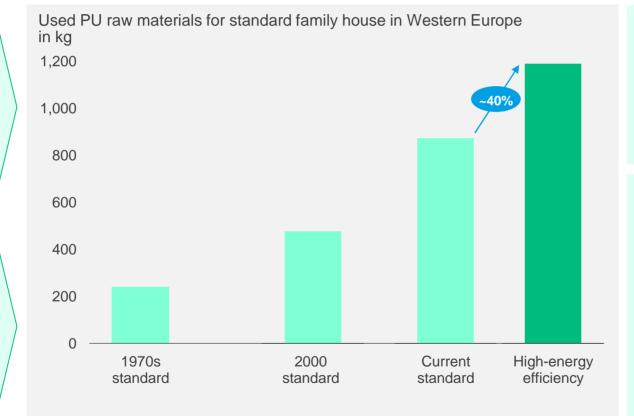
Building insulation market outlook

KEY DRIVERS

Higher energyefficiency standards for new buildings

Renovations of older buildings to higher energy efficiency standard

POLYURETHANES IN HOUSING INSULATION⁽¹⁾

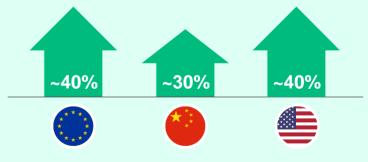


PÚ: Polyurethane

HIGHLIGHTS

- High insulation demand for high energy levels as demand boost for polyurethanes
- Higher energy standards difficult to achieve with inferior insulation materials
- Polyurethane-based insulation one of the best options to reach high energy efficiency / zeroemission standard

Demand of polyurethanes per relevant building to comply with high-energy insulation standards, compared with current standards⁽²⁾



Auto production growth and increasing BEV share boost demand



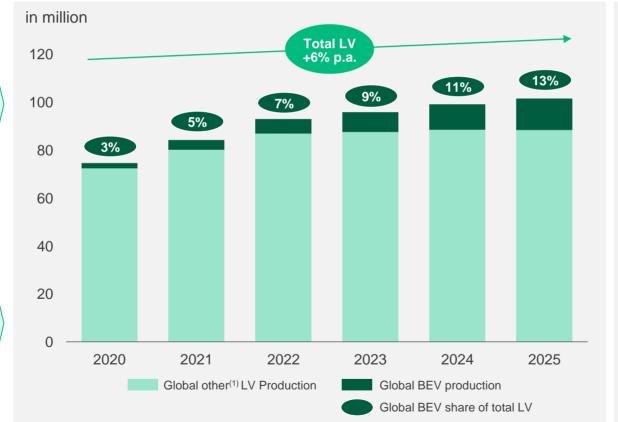
Global electric vehicle market outlook

KEY DRIVERS

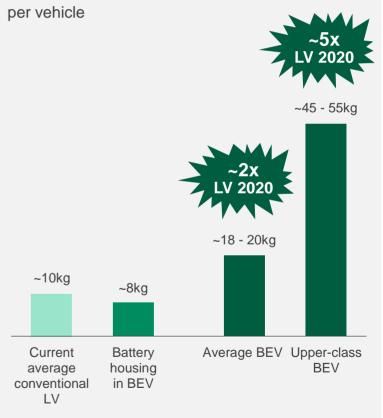
Carbon neutrality targets

Stringent emission regulations

DEVELOPMENT OF AUTOMOTIVE INDUSTRY



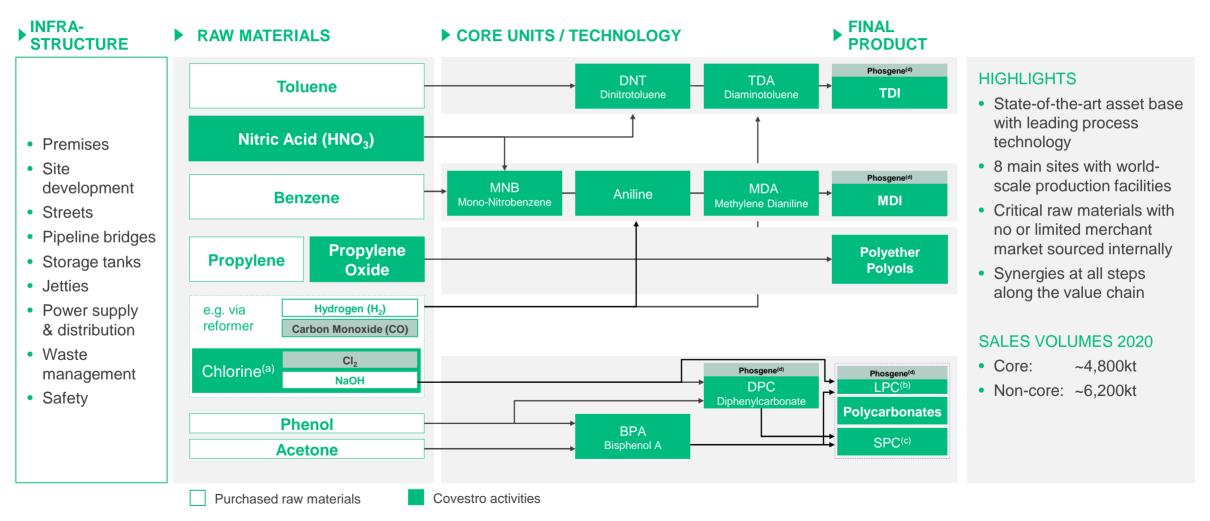
USE OF POLYCARBONATES IN BEV



Synergies in scale, process technology and chemical know-how



One chemical backbone across all segments



Synergies from chemical backbone and complementary technologies



Performance Materials

Specialties

Solutions &

Performance Materials

Engineering Plastics

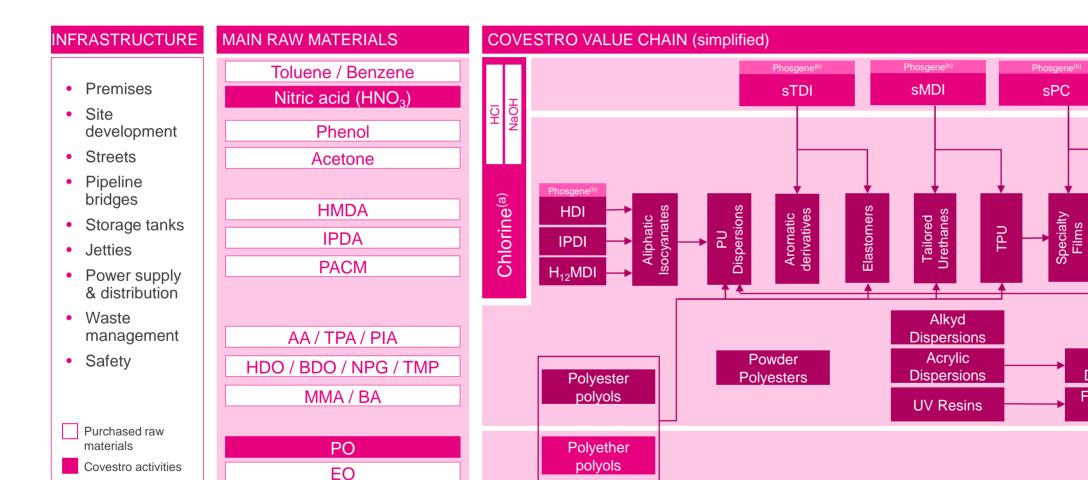
Hybrid

Dispersions

Fiber Optical

Materials

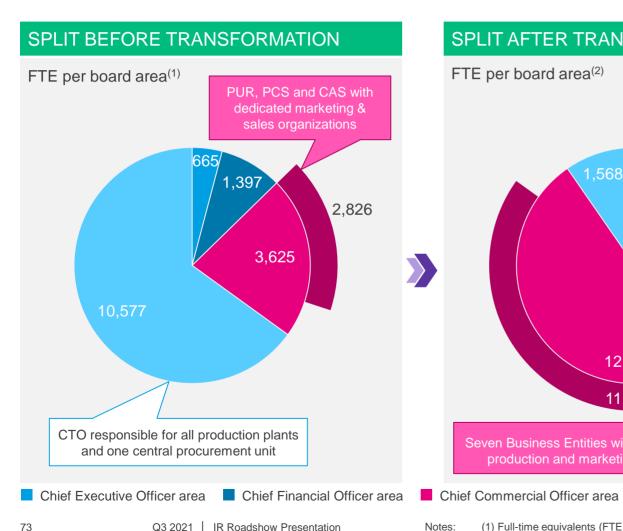
Solutions & Specialties backward integration and value chain

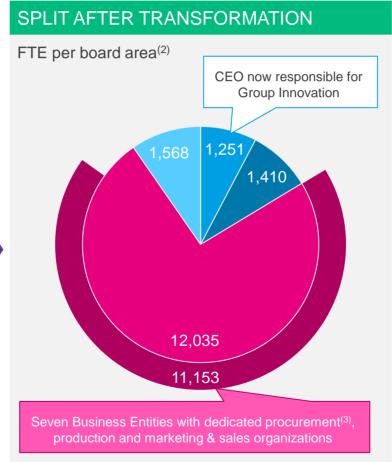


LEAP truly transforms Covestro

Impact of transformation program







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

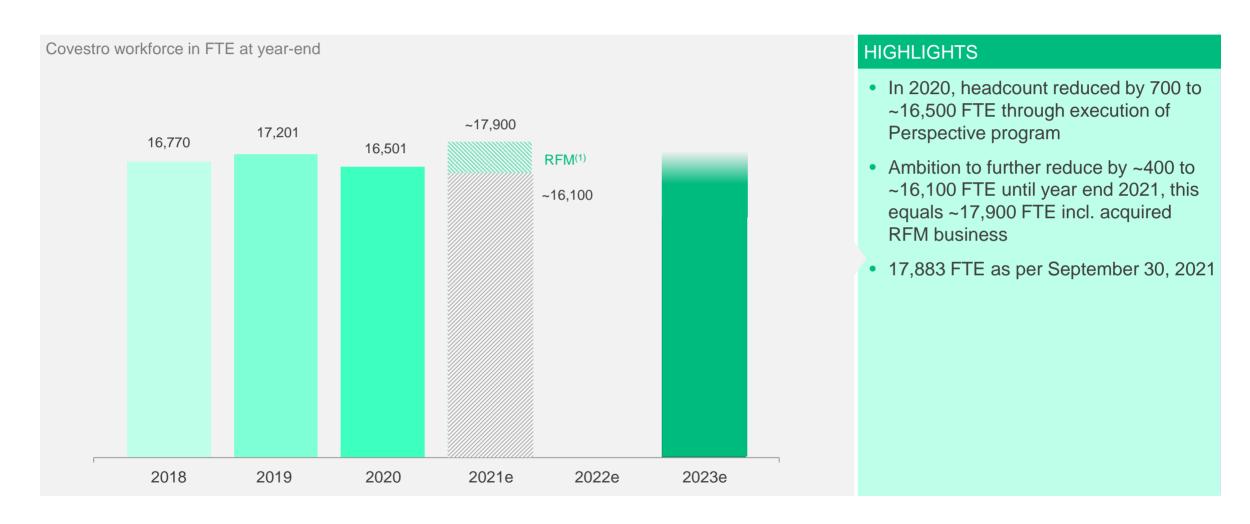
Chief Technology Officer area

⁽²⁾ FTE as per June 30, 2021, assuming new set-up

Headcount reduced in 2020, further efficiencies underway



Development of full-time equivalent (FTE)



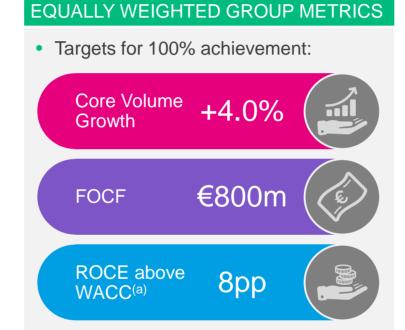
Entire organization aligned for performance

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



- 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
Capex	(€ 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 (a)	(FTE)	15,579	16,176	16,770	17,201	16,501

Upcoming IR events



Find more information on covestro.com/en/investors

REPORTING DATES

March 1, 2022
 2021 Annual Report

May 3, 2022
 Q1 2022 Interim Statement

August 2, 2022
 2022 Half-Year Financial Report

ANNUAL GENERAL MEETING

April 21, 2022
 Annual General Meeting

BROKER CONFERENCES

November 11, 2021
 Morgan Stanley Global Chemicals, Agriculture and Packaging Conference (virtual)

November 29, 2021
 DZ Bank Equity Conference 2021 (virtual)

November 30, 2021
 BofA Securities Materials & Infrastructure Conference 2021 (virtual)

January 11, 2022
 Commerzbank & ODDO BHF German Investment Seminar 2022, New York

UniCredit & Kepler Cheuvreux German Corporate Conference 2022 (virtual)

• January 17, 2022



Disclaimer

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