

# Strong start in an increasingly volatile environment

Roadshow presentation





## **Covestro investment highlights**

Group financials Q1'22





Covestro is diversified across geographies and end-markets covestro Key performance indicators and sales split 20% €3.1bn .4bn 6bn **€1** Sales **EBITDA** FOCF ROCE 2021 2021 2021 2021 2021 sales Automotive & Sports / leisure. transportation APAC **EMLA** cosmetics, health, 17% diverse industries Solutions & Other 30% 34% **Specialties** 2% 43% Furniture & 51% 16% 49% wood Performance **Materials** Chemicals 15% 22% Construction Electrical, electronics & NA

household appliances

Notes: Based on Covestro Annual Report 2021; 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: (1) Covestro position based on total nameplate capacity at year end 2021 relative to competitors (2) Covestro including acquired RFM business closed on April 1, 2021 Source: Covestro estimates covestro

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## Our strategy – setting the path for tomorrow



<image/> <text></text>	DRIVE SUSTAINABLE         GROWTH	<image/> <section-header><section-header></section-header></section-header>
Transform the company to exploit its full potential	Address sustainability in a profitable way	Accelerate the transition to a fossil-free economy
	ADVANCE DIGITALIZATION	
	EXPAND 'WE ARE 1' CULTURE	
MILESTONE     LEAP transformation ongoing	MILESTONE Integration of RFM	MILESTONE Target climate neutrality in 2035

Pioneering a sustainable future: climate neutral in 2035 New climate neutrality target for GHG emissions scope 1 and 2





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Notes: GHG emissions = Greenhouse gas emissions, calculated in accordance with GHG Protocol and WBCSD recommendations Climate neutrality currently includes residual GHG emissions (scope 1 and 2) of c. 0.2-0.3mt per year; we are planning to offset these unavoidable, remaining GHG emissions through adequate compensation measures

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





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

Selective examples only



# Transition opportunities expected to outweigh costs New climate neutrality target for GHG emissions scope 1 and 2





#### **TRANSITION OPPORTUNITIES**

- Covestro will offer all products in a climate neutral version
- Customers demand sustainable product and appreciate the added value, leading to profitable growth
- Political and societal ambitions, regulatory changes, changing consumer awareness and behavior provide growth opportunities for fast responders

#### **TRANSITION COSTS**

- Expected €250-600m accumulated capex in 2021-2030e related to emission reduction measures, resulting in expected €50-100m p.a. lower operating expenses due to growing energy efficiency
- Expected low three-digit € million additional operating expenses p.a. based on historic circumstance that prices for fossil-based energies are lower than prices for renewable energies



# Sustainable manufacturing and renewable energy to lead path New climate neutrality target for GHG emissions scope 1 and 2





#### **EMISSION REDUCTION MEASURES**

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

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# Numerous measures effectively reduce GHG emissions New climate neutrality target for GHG emissions scope 1 and 2





#### MORE SUSTAINABLE MANUFACTURING



Reducing nitrous oxide emissions by installation of highly efficient catalysts



Optimizing production processes to increase energy efficiency



Employing digital technologies for efficient production control



#### **RENEWABLE ELECTRICITY**



Onshore wind energy, e.g. PPA with ENGIE since 2021 for 45% of site's electricity in Antwerp



Offshore wind energy, e.g. PPA with Ørsted starting 2025 for 10% of sites' electricity in Germany

Solar energy, e.g. PPA with Datang since 2021 for 10% of site's electricity in Shanghai



#### **RENEWABLE STEAM**



Converting steam generation from fossil to renewable energy sources



Develop options to electrify steam generation based on renewable energies



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

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



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



# Leading cost positions across markets and regions



#### Covestro cash cost positions



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Notes: (1) 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 2020

(2) FY 2020 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.

# Global demand outlook weakened

#### **Global demand development**



Key customer industries		2020 Y/Y	2021 Y/Y	2022e Y/Y <sup>(1)</sup>	2022e Q1 UPDATE <sup>(2)</sup>
Global GDP		-3.5%	+5.6%	+4.1%	+3.1%
Automotive EV / BEV		-15.9% +29.2%	+2.9% +104.9%	+11.7% +55.3%	+6.1% +52.5%
Construction Residential		-1.8% -1.0%	+2.9% +4.4%	+3.7% +4.0%	+3.5% +4.0%
Furniture Soft furniture		<b>-4.8%</b> -4.4%	+8.0% +8.2%	+3.4% +3.4%	+2.4% +2.4%
Electrical, electronics and household appliances Appliances	HH	+4.5% +2.4%	+13.9% +9.6%	+4.5% -0.5%	+4.4% -0.5%

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Notes:

(1) as of February 2022
 (2) GDP estimate by IHS as of April 2022; automotive estimate by LMC as of April 2022; construction estimate by B+L as of April 2022; furniture estimate by Covestro based on Oxford Economics as of April 2022; EE&A estimate by Oxford Economics as of March 2022 (sub-industry 'appliances' mainly include refrigerators and freezers)

# Covestro supports future sustainable growth

#### Long term product trends



#### APPLICATIONS



#### Electric vehicles pushing demand in E&P

- Battery Electric Vehicles to use 2 up to 5 times<sup>(1)</sup> more polycarbonate than conventional vehicles
- Trend to continue or accelerate for future BEV generations and increase in demand up to 1 Mio to<sup>(2)</sup> in PC grades from 2022-2026

#### **Thermal Insulation**

- Polyurethane-based insulation one of the best options to reach future high energy efficiency standards
- Demand increase of PU used in construction for future highenergy efficient buildings could increase global MDI growth rates by 1% per year<sup>(2)</sup>

#### Wind energy

- Covestro polyurethane infusion resin contributes to 8% reduction <sup>(3)</sup> in wind blade manufacturing cost and is expected to take ~10% market share of the wind resin market dominated by epoxy resins until 2032
- Our overall wind solutions for blades will result in 30% lower maintenance and 2-year life-time extension <sup>(3)</sup>

Favourable mid to long term outlook for product portfolio of Covestro

**COVESTRO BENEFIT** 

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Notes: (1) Assumption: ~10kg PC in LV / ~20 kg PC in BEV, upper class BEV 45-55kg PC (2) Covestro estimate based on LMC Report Q4 2021 (3) Covestro estimate

# Guidance reduced with upper end at mid-cycle level

#### EBITDA development between 2014 and 2022e





••• Implied mid-cycle EBITDA trend line

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#### Notes: (1) EBITDA before one-time effects in 2014 and 2015 Basic assumptions FY 2022: Exchange rate of EUR/USD ~1.10 and a global GDP growth of ~3% Y/Y

# Guidance update due to volatile environment



#### Updated FY 2022 guidance

	FY 2021	Previous guidance FY 2022 (as of Mar. 01, 2022)	Updated guidance FY 2022 (as of May 3, 2022)
EBITDA	€3,085m	€2,500m – 3,000m	€2,000m – 2,500m
FOCF	€1,429m	€1,000m – 1,500m	€400m – 900m
ROCE above WACC <sup>(1)</sup>	12.9pp	5 — 9рр	1 – 5pp
GHG emissions (scope 1 and 2)	5.2m tons	5.6m – 6.1m tons	5.5m – 6.0m tons

#### Additional financial expectations

EBITDA Q2	€817m	No Guidance	€430m – 530m
D&A	€823m	~€950m	~€950m
Financial result	€-77m	~€-70m	~€-90m
P&L (effective) tax rate	25.9%	24 – 26%	24 – 26%
Capex <sup>(2)</sup>	€764m	~€1,000m	~€1,000m

# Caojing site burdened by Shanghai lockdown

#### Covestro Caojing plant in Shanghai province









#### HIGHLIGHTS

Covestro integrated site in Caojing located within Shanghai province

covestro

- Shanghai under lockdown following China's zero-Covid policy since 28<sup>th</sup> March
- Covestro site in Caojing represents ~25% of our global production capacity in core products MDI, TDI, PC and aliphatic isocyanates
- China sales amount ~20% of our global sales
- Production fully staffed and able to operate at normal production rate
- Burdened outbound and inbound logistics hinder product flow
- Expected up to €250m EBITDA burden for Q2 2022 due to Shanghai lockdown<sup>(1)</sup>
- Covestro assumes to return to full production as of Q3 2022<sup>(1)</sup>

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Notes: (1) Covestro estimate

# Gas supply & demand situation in Germany

Covestro in frequent exchange with government bodies



#### GASIMPORT AND CONSUMPTION<sup>(1)</sup>



#### DSITRIBUTION OF CONSUPMTION<sup>(1)</sup>



#### GAS STORAGE FILLING LEVELS<sup>(2,3)</sup>

Storage statuatory requirement % of total capacity of 250TWh 9 80 54 49 58



today

10122

1122

#### year with saisonal cyclicality

**HIGHLIGHTS** 

Discussion about individual contribution of each consumer group ongoing, certain consumers could enjoy higher degree of protection against curtailment than others

German gas consumption ~1000 TWh per

- Imports from Russia mainly via North Stream I
   ~600 TWh/a and Tranzgas ~ 300 TWH/a
- Recent drop in gas flow from Russia with political motivation/spare part issues
- German government has passed a law on minimum filling rates of national gas storage levels<sup>(1,3)</sup>
- Accelerated build-up of LNG infrastructure underway adding ~200 TWh/a in Floating Storage and Regasification Units and ~300 TWh/a in fixed LNG terminals (2024-2026)<sup>(4)</sup>

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Sources:

100

80

60

40

20

0

(1) German Federal Statistical Office
 (2) Aggregated Gas Storage Inventory

02122 03122 04122 05122 06122

(3) BMWK - Gasspeichergesetz

4) Deutschland chartert vier schwimmende LNG-Import-Terminals (chemietechnik.de)

# Potential impact of gas supply interruption on German sites



#### European major sites locations



#### HIGHLIGHTS

- Covestro runs multiple large production sites for its core products in Europe
- A potential gas embargo will predominantly effect the German sites<sup>(1)</sup>
- Gas distribution would be allocated by the Federal Network Agency – no curtailment has been introduced yet
- Covestro sites in Germany represent ~25% of global Covestro production capacity in MDI, TDI, PC, polyols and aliphatic isocyanates
- Curtailment of 10-40% possible, base case scenario with ~25% of gas supply to the German plants would bear an estimated low to mid-double-digit € mio EBITDA impact per month<sup>(2)</sup>
- Covestro plants in Belgium, France and Spain expected to be affected at limited extend only<sup>(1)</sup>

#### CAPEX DIVIDEND PORTFOLIO SHARF CAPITAI **A** Covestro's industry and cost Policy: 35-55% payout of net Acquisition of DSM's Resins • Share buyback of €1.5bn leadership make growth and Functional Material income executed in 2017-2018 investment the most value-(RFM) business for EV • 2021 dividend of €3.40 per Capital increase of €447m creating use of cash share, dividend yield 2021 of €1.55bn with attractive high executed in 2020 in context margins (~€0.9bn sales) Capex above D&A during 6.3%<sup>(1)</sup> of RFM acquisition the next five years Less attractive low-margin Authorization for share buybusinesses divested Maintenance capex to back program for up to 10% (~€0.6bn sales) secure safe, reliable and of share capital in place • Further pursue options of efficient operations Share buyback of €0.5bn value enhancing bolt-on announced on February 28, acquisition for Solutions & 2022, under execution since Specialties segment March 2022 €4.0bn invested in capex €2.3bn dividends €1.5bn net investments €1.1bn share capital reduced

# Majority of cash allocated to growth

# o growin

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Balanced use of cash



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





#### HIGHLIGHTS

- 2022e: capex around €1,000m, D&A around €950m
- 2023e: capex slightly above D&A
- 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 ~€400m p.a. in 2022e, slightly increasing over time

# Record dividend and 40% payout ratio



#### **Dividend development**



#### HIGHLIGHTS

- Committed to a payout ratio of 35% to 55%, related to dividend over net income
  - Higher payout intended in years with peak earnings, while ratio towards lower end
  - Lower payout intended in years with trough earnings, while ratio towards upper end
- For FY 2021, dividend of €3.40 per share

# Ongoing shift to high-margin business

#### Portfolio management





Notes:

(1) Covestro with 51% joint venture share
 (2) Based on 2020 sales / approximate stand-alone EBITDA in 2021 (€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 ahead of plan at lower cost 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 ahead of initial plan (initially €10m in 2021 and 50m€ in 2022)
- Implementation cost incl inventory step-up of €105m (initially €155m, reduced from lower severance need)

#### **OPERATIONS**

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

# Second tranche of share buyback program started

# covestro



**Execution of share buyback** 

#### SHARE BUYBACK TRANCHES

March 21 – April 6, 2022 May 10 – July 6, 2022 € million 500 400 300 75 75 100 0 1st Tranche 2nd Tranche

# FIRST TRANCHE DETAILSSECOND TRANCHE DETAILS• 1.606m shares purchased• 2nd tranche started• Average share price €46.70• Total amount €75m• Total amount €75m• After completion of 2nd<br/>tranche ~30% of total<br/>share buyback carried out

# Strong start in an increasingly volatile environment Highlights





EBITDA increase in Q1 2022 year-over-year and quarter-over-quarter despite higher energy prices



Cash return to shareholders of ~€1.2bn

payout of record dividend of €3.40 per share and initiated share buyback program of €500m



Guidance adjusted reflecting currently visible challenges EBITDA guidance reduced from €2.5 - 3.0bn to €2.0 - 2.5bn



### Covestro products as enabler for fossil-free future

supporting further increasing demand for thermal insulation,  $BEV^{(1)}$  and renewable energy

#### Driving sustainable change

more sustainable products entering into the value chain of Covestro





## Covestro investment highlights

## Group financials Q1'22





# Solid growth in sales and EBITDA Group results – Highlights Q1 2022



#### SALES<sup>(1)</sup> in € million / changes Y/Y 83.5% 55.8% 44.3% 41.6" 41.6% 18.8% 3,307 3,956 4,302 4,338 4,683 Q1 2021 Q3 2021 Q4 2021 Q1 2022 Q2 2021 ••• Sales volume growth Y/Y Sales

#### HIGHLIGHTS

- In Q1 2022, Covestro posted highest quarterly sales in its history
- Year-on-year increase mainly attributable to higher prices of €0.8bn and RFM<sup>(1)</sup> sales of €0.3bn
- Sequential sales increase attributable to higher prices as well

#### EBITDA AND MARGIN



#### HIGHLIGHTS

- Earnings sequentially increased mainly due to positive volume effect, more than compensating slightly negative pricing delta
- Consequently, EBITDA margin increased to 17.2% in Q1 2022

# Solid volume growth constrained by product availability Q1 2022 – Regional split





#### HIGHLIGHTS

- Sales volume growth, yet limited by product availability:
  - Auto/transport high single-digit volume decline
  - Furniture/wood high single-digit volume decline
    - Electro
- flat volume development
  - Construction low double-digit volume growth
- NA: Strong sales volume growth after the prior year was impacted by winter storm Uri and mainly derived from volume growth in construction
- EMLA: Slight sales volume growth derived from volume growth in electro and construction, partially offset by volume decline in auto/transport and furniture/wood
- APAC: Slight sales volume growth derived from strong volume growth in construction, offset mainly by volume decline in furniture/wood

# Highest quarterly sales ever, mainly driven by high prices Q1 2022 – Sales bridge





# Earnings increased despite slightly negative pricing delta Q1 2022 – EBITDA bridge





#### HIGHLIGHTS

#### Positive volume leverage<sup>(1)</sup>

• Volume leverage of 32%

#### Negative pricing delta as expected

- Strong increase of raw material prices including energy
- Year-over-year supply-demand development allowing to mostly compensate increased raw material prices via increased sales prices

#### Other items driven by:

- €+38m from lower provisions for variable compensation
- €-4m linked to RFM integration cost<sup>(2)</sup>

# Earnings doubled due to highly positive pricing delta FY 2021 – EBITDA bridge





#### HIGHLIGHTS

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

- Attractive volume leverage of 49.0%
- Prior year burdened by coronavirus pandemic

#### Highly positive pricing delta

Vast majority contributed by PM

#### Slightly negative FX

Translational effects

#### 'Other items' driven by:

- €-443m linked to higher provisions for variable compensation
- €-60m negative one-time effects related to the acquired RFM business<sup>(b)</sup> (vs. €-33m in FY'20)
- €-39m negative one-time effects related to LEAP transformation program (vs. €0m in FY'20)

# Temporarily high working capital to sales ratio Historical FOCF development





#### HIGHLIGHTS

- FOCF decreased to €17m, reduction mainly driven by higher delta working capital
- Working capital to sales ratio<sup>(2)</sup> increased to 21.2%, driven by higher prices impacting receivables and inventories while last twelve months' sales based on lower average prices
- Capex of €140m on budget and in line with FY 2022 guidance
- Income tax paid of €-98m reflects higher income level in 2021
- 'Other effects' include provisions for variable compensation, cash-effective only in 2023

Notes: Working capital includes changes in inventories, trade accounts receivable and trade accounts payable (1) Cash-relevant capex

(2) Method of calculation: Working Capital on March 31, 2022, divided by sales of last four quarters

(3) Change in presentation for rebates granted to customers, affecting trade accounts payable as of 2019; Q1 2018 figure not restated

Q1 2022

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# Strong free operating cash flow despite higher working capital Historical FOCF development full-year



1,669 1,429 530 473 FY 2018 FY 2019 FY 2020 FY 2021 **EBITDA** 3,200 1,604 1,472 3.085 Changes in -167 +437-100 -727 working capital<sup>(a)</sup> Capex<sup>(b)</sup> -707 -910 -704 -764 Income tax paid -574 -296 -155 -546 **Other effects** -83 -362 +17+381

#### HIGHLIGHTS

- In Q4 2021, FOCF of €356m below previous year (€394m in Q4 2020) as positive contributions from working capital<sup>(a)</sup> and higher earnings were eaten up by significantly higher income tax paid and higher capex
- In FY 2021, the EBITDA increase boosted FOCF development despite negative contribution from working capital<sup>(a)</sup>
- Working capital to sales ratio<sup>(c)</sup> at 18.6%
- Capex of €764m ended up slightly below budget
- Higher income tax paid in line with higher pre-tax income level
- '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

 $\dot{
m (c)}$  Method of calculation: Working Capital on December 31, 2021, divided by sales of last four quarters

in € million

# Lower total net debt due to higher discount rates March 31, 2022 – Total net debt









## Covestro investment highlights

Group financials Q1'22




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



#### PRODUCTS

Polyurethane and polycarbonate standard products as well as basic chemicals

SALES 2021 (in € billion)



#### SUCCESS FACTORS

#### **Ensure high asset utilization** Integrated end-2-end planning and

steering of entire supply chain and large-

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



Customer centricity for standard products

#### **BENEFITS FOR GROUP**

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

Strengthen superior cost position Standardized offerings and lean order management for focused customer and

product portfolio



### Performance Materials – almost stable EBITDA

### Segment results – Highlights Q1 2022





#### HIGHLIGHTS

- Sales increased by +37.2% Y/Y driven by price (+26.4%), volume (+5.5%) and FX (+5.3%)
- Sales volume growth of 5.5% Y/Y supported by constrained product availability from winter storm Uri (USA) in Q1 2021

#### EBITDA AND MARGIN<sup>(1)</sup>



#### HIGHLIGHTS

- Compared to prior year, slight EBITDA decrease driven by negative pricing delta, partially offset by higher volume and positive FX
- Sequentially, earnings increase due to higher volume and positive FX more than compensating lower pricing delta
- EBITDA margin of 20.4% in Q1 2022 if adjusted for intersegment sales to S&S of €657m

# MDI demand growth to exceed supply growth

Performance Materials: MDI industry demand and supply





#### HIGHLIGHTS

- Further customer industry growth makes structurally sound demand remain at ~6%, outgrowing supply growth
- Covestro additions until 2026e: 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



Update and next steps

Recap

Market

environment

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# TDI market moving into balance

### Performance Materials: TDI industry demand and supply





#### HIGHLIGHTS

- Only major addition expected until 2025 Wanhua-Fujian (250kt, not before end-2023e), new Cangzhou Dahua plant not before 2026e
- With that, demand growth outstripping supply growth, bringing demand and supply back into balance
- Covestro additions until 2026e: Dormagen, Germany (50kt, 2023e); further debottleneckings after 2026e; allowing Covestro TDI volumes to grow with market trend
- 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



HIGH

LOW

#### PC DEMAND DEVELOPMENT (2016 - 2026e) PC SUPPLY DEVELOPMENT (2016 - 2026e) (kt)<sup>(1)</sup> (kt)<sup>(2)</sup> % growth as CAGR % growth as CAGR BASE BASE 5% HIGH -5% ~2% 3% LOW 6.520 4.510 2016 2016 2021 2026e 2021 2026e

#### INDUSTRY HIGHLIGHTS

- Structurally sound demand growth of ~4% based on global GDP growth
- Major additions<sup>(3)</sup> 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

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



PRODUCTS	SUCCESS FACTORS		BENEFITS FOR GROUP		
Differentiated polymer products SALES 2021 (in € billion)	Implement a pull supply chain Use deep customer understanding to deliver unique value to customers		<ul> <li>Maintain leadership in differentiated niche applications</li> <li>Implement growth</li> </ul>		
Specialty Films 0.3 Elastomers 0.2 TPU 0.4 Tailored Urethanes 1.0 Engineering Plastics 3.2	Lead in innovation Continuously innovate products and applications in order to maximize value proposition to customers	Customer centricity for standard products	<ul> <li>strategy while building on vision of full circularity</li> <li>Improve earnings margin from relatively low starting point</li> </ul>		
Coatings & Adhesives 2.5	Manage complexity Efficiently steer customers and products at a small scale and balance cost of each solution against value for the customer				
42 Q1 2022   IR Roadshow Presentation	Notes: TPU: Thermoplastic Polyurethanes				

# Solutions & Specialties – sequentially positive pricing delta Segment results – Highlights Q1 2022





#### EBITDA AND MARGIN<sup>(1)</sup>



#### HIGHLIGHTS

- Q1 2022 EBITDA includes €-6m one-time effects related to RFM<sup>(2)</sup>
- Compared to prior year, EBITDA increase mainly due to RFM portfolio effect
- Sequentially, EBITDA increase driven by higher volume and positive pricing delta as well as by lower provisions for variable compensation

### Shifting from standard to differentiated polycarbonate Solutions & Specialties: high-growth contributor Engineering Plastics



#### POLYCARBONATE 2021 SALES €4.3bn

Covestro polycarbonate volume split by segment



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

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

#### ENGINEERING PLASTICS (EP) INDUSTRY +7% CAGR 2021-2026

#### CUSTOMER INDUSTRIES







**Healthcare** 

EP sales share 2021: 10%

CAGR 2021-2026e: 5%

### GROWTH DRIVERS

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

Strong demand for differentiated polycarbonate grades across several customer industries

### Doubling sales by 2025

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



SPECIALTY FILMS Total Sales 2021 292m CAGR 2021-2026e ~16%				
<b>TARGET</b>	<ul> <li>Doubling sales by 2025e versus Sales 2020 of €240m</li> </ul>			
APPROACH	<ul> <li>Elevating market share from differentiation via quality and service with customer-tailored applications</li> <li>Strong competitive advantage from technical expertise and filled innovation pipeline</li> <li>Excellent customer relationships promoting joint developments with long-term contracts</li> </ul>			
	<ul> <li>Enabling growth with investment of almost €200m between 2020 and 2025e</li> </ul>			

#### BUILD AGGRESSIVELY MEDICAL BUSINESS



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

#### DEVELOP AUGMENTED REALITY BUSINESS



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

# EBITDA margin to grow to 17% in 2024

### Solutions & Specialties segment target



#### EBITDA AND MARGIN – SOLUTIONS & SPECIALTIES



#### TARGET MARGIN

- In 2021, margin impacted by above-average Performance Materials market prices as basis for inter-segment charges
- In 2022, significant EBITDA increase expected
- In 2024, EBITDA margin target of 17% driven by:
  - Fixed cost dilution due to strong growth, LEAP transformation
  - o RFM integration and synergies
  - Focus on value-based pricing

Based on mid-cycle intersegment charges and excluding raw material price-indicated sales inflation





### Covestro investment highlights

Group financials Q1'22





# Led by a diverse, international management team

Covestro senior management since July 1, 2021

#### **BOARD OF MANAGEMENT**



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** 

Lilv Wang Nationality: Chinese Based in Shanghai, P.R. China



**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





### Covestro rating results and index membership as April 2022



Rating	Scoring Range (Worst → Best)	2016	2017	2018	2019	2020	2021	2022	Award
	D- to A	-	-	-	-	-	A-		Leadership <sup>(1)</sup> Level
ecologis Supplier Sustainability ratings	<b>0</b> to <b>100</b>	73				80		72	(2) 2022 ecovadis Sustainability
Corporate ESG Performance RATED BY ISS ESG D	<b>D-</b> to <b>A+</b>	B-		B-		B-			(3) Prime
MSCI ESG	CCC to AAA	A	A	A	A	A	A		Average
	100 to 0	74	75		80 23	3.3 20.0	18.3		(4)
<b>FTSE4Good</b>	Included/ Excluded	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	✓		-

(1) Leading its industry in managing the most significant climate related questions
(2) Covestro belongs to the Top 5% within it's industry
(3) ESG performance above the sector-specific threshold
(4) Being identified as top ESG performer of Sustainalytics' ESG Risk Ratings out of more >4,000 comprehensive companies Notes:

# 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



## Progress on vision of full circularity

Broadened portfolio of sustainable products along the value chain of Covestro



#### SUSTAINABLE RAW MATERIALS

- MoU with Fortescue Future Industries for supply of equivalents of 100.000 to/a of Hydrogen and – derivatives esp.
   Ammonia to APAC and NAFTA
- Green hydrogen is made from renewable energy and a key resource to decarbonize energy intensive industries
- Start of broader strategic partnership to accelerate the green energy transition



#### **BIOBASED COATING INTERMEDIATE**

- Joint development of a commercial process technology for plant-based version of the chemical intermediate hexamethylen-diamine (HMDA) between Covestro and Genomatica
- Advancement to full commercial scale
   production planned
- HMDA is a key internediate raw material for high performance coatings



#### RENEWABLE PRODUCTS

- Supply of certified renewable basic raw materials for core products PC, MDI & TDI
- ISCC+ certification successfully extended to 5 of 16 major sites in EMEA and APAC
- Renewable product portfolio with strongly reduced CO2 footprint<sup>(1)</sup> for TDI and climate neutral<sup>(1)</sup> versions of MDI and PC
- Renewable products are identical to their fossil-based grades

# 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

# Green Hydrogen as enabler for reduced GHG emissions

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Covestro with strong focus on securing important volumes of green hydrogen/-derivatives



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





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: Polyurethane

Auto production growth and increasing BEV share boost demand covestro 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 FY 2022 – Q1, COV estimate

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



Notes:

#### HIGHLIGHTS

 State-of-the-art asset base with leading process technology

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- · 8 main sites with worldscale production facilities
- Critical raw materials with no or limited merchant market sourced internally
- Synergies at all steps along the value chain

Chart contains key feedstock only; simplified illustration

(1) via Deacon or HCI-ODC technology and / or chloralkali electrolysis, (2) Interface process, (3) melt process, (4) produced from CO and Cl<sub>2</sub>

Synergies from chemical backbone and complementary technologies Solutions & Specialties backward integration and value chain

Notes:



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Simplified illustration, including acquired RFM business (1) via Deacon or HCI-ODC technology and/or Chlorine-Alkali electrolysis (2) produced from CO and Cl<sub>2</sub>

## Accountable for all business-specific, success-critical resources New LEAP set-up of Business Entities





# Manage fixed costs despite high inflation and investments Transformation program LEAP in 2021-2023





### Global energy cost more than double within two years Energy cost development





- Significantly accelerated
- energy cost increases in Q1 2022, mainly driven by European gas and electricity prices
- Global energy bill in 2022 was initially estimated at €1.5bn, after beginning of the Russian invasion in Ukraine an increase to up to €2.0bn could occur
- Regional breakdown of energy cost in 2021: EU ~70%, Asia ~20% and US ~10%
- Situation in EU has improved in April but remains extremely volatile

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108

Jan'2020 Jul'2020 Jan'2021 Jul'2021 Jan'2022

1000

800

600

400

200



Jan'2020 Jul'2020 Jan'2021 Jul'2021 Jan'2022

800

600

400

200

Jan'2020 Jul'2020 Jan'2021 Jul'2021 Jan'2022

203

1000

800

600

400

200

# Entire organization aligned for performance and sustainability Group Profit Sharing Plan (PSP) as of 2022



#### **UNIFORM BONUS SYSTEM**



#### HIGHLIGHTS

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

## Significant value creation since IPO



### Development of last five years

		2017	2018	2019	2020	2021
Sales	(€ million)	14,138	14,616	12,412	10,706	15,903
• Volume y/y	(%)	+4.3	+2.3	+0.8	-5.1	+6.5
• Price y/y	(%)	+16.1	+4.5	-17.3	-5.7	+34.7
• <i>FX y/y</i>	(%)	-1.6	-3.0	+1.9	-1.6	-0.8
Portfolio y/y	(%)	0.0	-0.4	-0.5	-1.3	+8.1
EBITDA	(€ million)	3,435	3,200	1,604	1,472	3,085
Performance Materials		3,048	2,825	942	896	2,572
Solutions & Specialties		626	585	832	743	751
Earnings per Share	(€)	9.93	9.46	3.02	2.48	8.37
Сарех	(€ million)	518	707	910	704	764
Free operating cash flow (FOCF)	(€ million)	1,843	1,669	473	530	1,429
ROCE	(%)	33.4	29.5	8.4	7.0	19.5
Net financial debt	(€ million)	283	348	989	366	1,404
Employees <sup>(1)</sup>	(FTE)	16,176	16,770	17,201	16,501	17,909

Q1 2022 | IR Roadshow Presentation

Notes: (1) status at year-end y/y year-over-year

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## Historical share price performance

### Covestro € share price since IPO



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Q1 2022 IR Roadshow Presentation XETRA closing share price PU: Polyurethanes PC: Polycarbonates

### Upcoming IR events

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



REPORTING DATES	
<ul> <li>August 2, 2022</li> <li>October 25, 2022</li> <li>March 2, 2023</li> </ul>	2022 Half-Year Financial Report Q3 2022 Quarterly Statement 2022 Annual Report
ANNUAL GENERAL MEETING	
• April 19, 2023	Annual General Meeting
Sellside event	
• June 23, 2022	Sellside Round Table with CEO, London
BROKER CONFERENCES	
<ul> <li>May 18, 2022</li> <li>May 24, 2022</li> <li>June 1, 2022</li> <li>June 7-8, 2022</li> <li>June 15, 2022</li> <li>June 30, 2022</li> </ul>	Citi, Chemicals Conference, London Deutsche Bank, dbAccess German Corporate Conference 2022, Frankfurt Kepler Cheuvreux, 3 <sup>rd</sup> Digital ESG Conference, virtual Crédit Suisse, 2022 European Materials Conference, London Kepler Cheuvreux, One-Stop-Shop, Dublin UBS, Sustainable Finance Conference 2022, virtual

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