

# Presentation to Investors

Q1 2025 trading update

April 30, 2025

dsm-firmenich 

# Highlights Q1 2025

- Good start to the year with strong organic sales and earnings growth
- Progressing well on 2025 strategic plan
- Sale of Feed Enzymes business for €1.5 billion announced
- Animal Nutrition & Health exit process advancing as planned
- €1 billion share buyback program commenced in April
- FY 2025 outlook unchanged:  
Adjusted EBITDA at least €2.4 billion

Sales

€3,274m

↑ +7%

Organic Sales Growth

+8%

Adj. EBITDA

€650m

↑ +40%

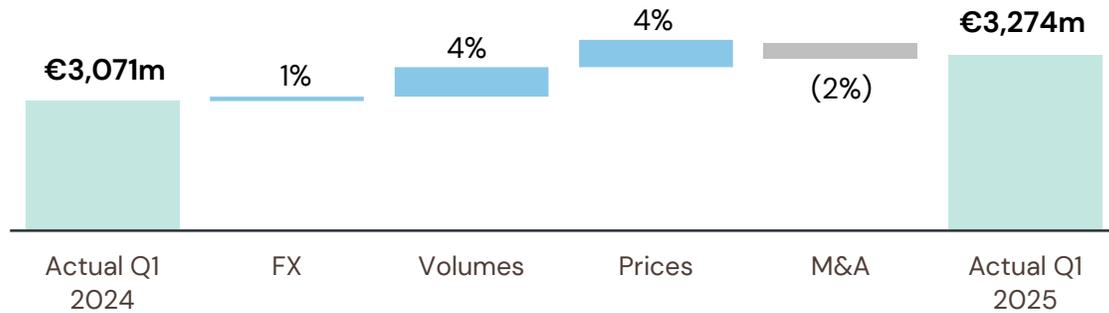
Adj. EBITDA margin

19.9%

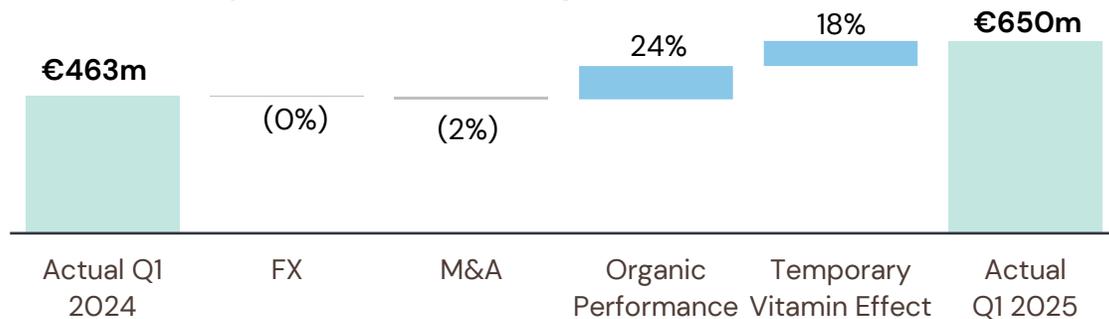
↑ +480bps

# Q1 2025 Group financials

## Q1 2025 sales development



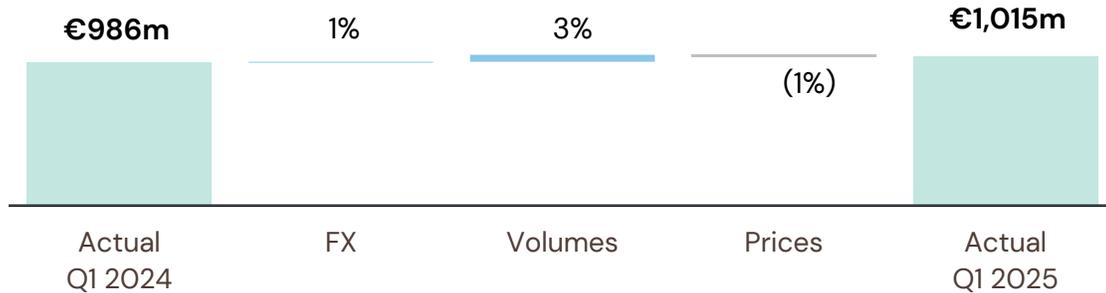
## Q1 2025 Adj. EBITDA development



- Strong **8% organic sales growth** with all businesses positively contributing, driving a further improvement in financial performance
  - ✓ P&B: strong growth in Perfumery, and weak performance in Beauty due to sun care
  - ✓ TTH: strong performance in both Taste and Ingredients Solutions, supported by sales synergies
  - ✓ HNC: continued recovery of Dietary Supplements and Early Life Nutrition, driving strong growth
  - ✓ ANH: strong underlying performance, supported by temporary vitamin price effects
- **Adj. EBITDA** rose 40%, with:
  - ✓ Around €45m contribution from the vitamin transformation program and synergies
  - ✓ Temporary vitamin price effect of about €85m. Excluding this effect Adj. EBITDA was up 22%
- **Adj. EBITDA margin:** 19.9% up 480bps vs prior year

# Q1 2025 Perfumery & Beauty

## Q1 2025 sales development



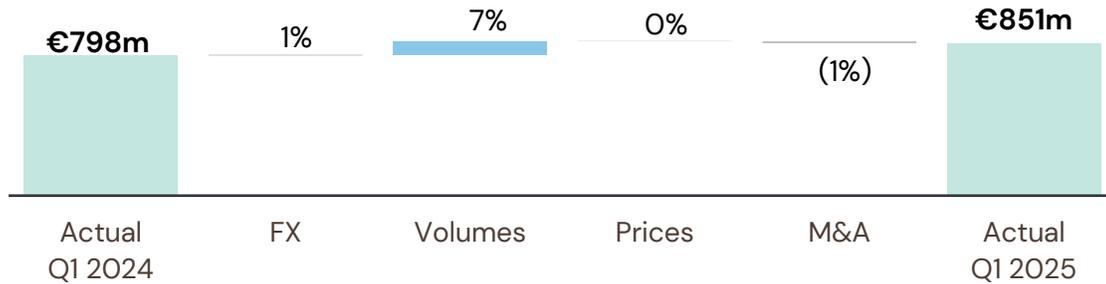
## Q1 2025 Business unit results

in € millions	Q1 2025	Q1 2024	% Change
Sales	1,015	986	3
Organic sales growth (%)	2		
Adj. EBITDA	230	234	(2)
Adj. EBITDA margin (%)	22.7	23.7	

- **Perfumery** delivered a strong, high-single digit organic sales growth despite a tough prior-year comparison
  - ✓ Very strong demand for Fine Fragrances
  - ✓ Good demand for Consumer Fragrance
  - ✓ Strong demand for Ingredients
- **Beauty & Care:** challenges in sun filters due to weak end-user demand and customer destocking
- **Volumes** in Perfumery & Beauty were up 3%. Excluding sun filters, volume growth in P&B was 6%
- **Adj. EBITDA** slightly lower due to an unfavorable product mix with lower sales in high-margin Beauty & Care
- Good **Adj. EBITDA margin** of 22.7%

# Q1 2025 Taste, Texture & Health

## Q1 2025 sales development



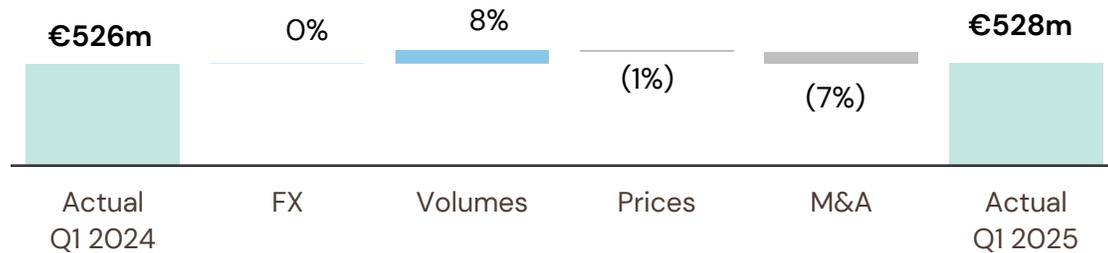
## Q1 2025 Business unit results

in € millions	Q1 2025	Q1 2024	% Change
Sales	851	798	7
Organic sales growth (%)	7		
Adj. EBITDA	168	150	12
Adj. EBITDA margin (%)	19.7	18.8	

- Strong start to the year delivering **7% organic sales growth** fully driven by higher volumes in both Taste and Ingredients Solutions
  - ✓ Supported by 2% volume growth from sales synergies
  - ✓ Market conditions remained solid across regions, except for North America
  - ✓ Mainly driven by local and regional customers
  - ✓ Strong business conditions in Beverages, Dairy and Pet Food
- **Adj. EBITDA** up 12% year-on-year, driven by good organic sales growth and merger synergies
- **Adj. EBITDA margin** up 90bps to 19.7%

# Q1 2025 Health, Nutrition & Care

## Q1 2025 sales development



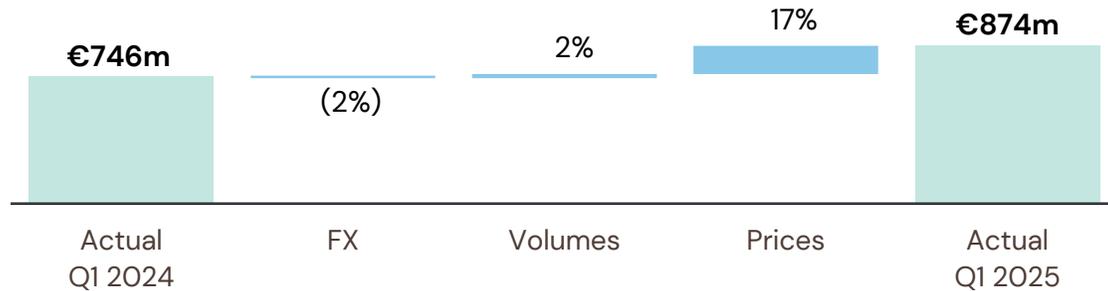
## Q1 2025 Business unit results

in € millions	Q1 2025	Q1 2024	% Change
Sales	528	526	-
Organic sales growth (%)	7		
Adj. EBITDA	92	79	16
Adj. EBITDA margin (%)	17.4	15.0	

- Strong quarter with 7% **organic sales growth**, on 8% higher volumes
  - ✓ Dietary Supplements saw continued recovery, with strong growth in algal lipid solutions, vitamins, and minerals
  - ✓ Early Life Nutrition showed a strong improvement with higher demand for HMOs and premix sales
  - ✓ All other segments: continued solid business conditions
- **Adj. EBITDA** up 16% year-on-year, driven by good organic sales growth, supported by synergies, and the vitamin transformation program
- **Adj. EBITDA margin** 17.4%

# Q1 2025 Animal Nutrition & Health

## Q1 2025 sales development



## Q1 2025 Business unit results

in € millions	Q1 2025	Q1 2024	% Change
Sales	874	746	17
Organic sales growth (%)	19		
Adj. EBITDA	186	24	675
Adj. EBITDA margin (%)	21.3	3.2	

- Continued improvement with higher profitability in the underlying business, further supported by the temporary vitamin price effect
- Strong **organic sales growth** of 19%, with 17% higher prices
  - ✓ Strong volume-led quarter for Performance Solutions supported by innovations including Mycotoxin Risk Management Solutions and Precision Services
  - ✓ Essential Products saw solid volume growth in own products, offset by lower sales of externally sourced ingredients
- **Adj. EBITDA** up significantly from Q1'24, owing to good organic sales growth, the contribution from the vitamin transformation program, and €85 million from the temporary vitamin price effect
- **Adj. EBITDA margin** increased to 21.3%

# Outlook 2025

## Full year Adjusted EBITDA of at least €2.4 billion

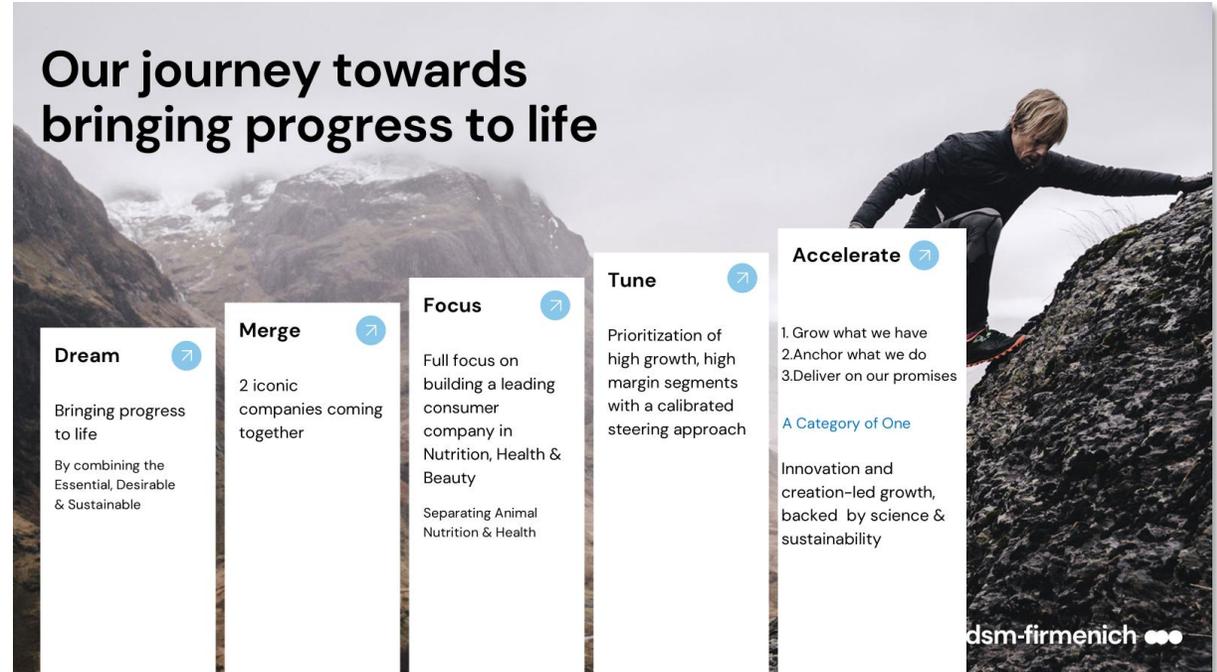
The FY 2025 outlook for the Group, is based on current business conditions and now includes an about €150 million contribution from the temporary vitamin price effect from a supply disruption in the vitamin market (of which €85 million was recorded in Q1) and a (pro-rata) deconsolidation effect of about €40 million of Adjusted EBITDA owing to the divestment of the Feed Enzymes business

## 2025 'housekeeping'

- **D&A** – around €225m/quarter
- **PPA adjustments** – around €290m/year
- **Core Finex** – around €140m/year
- **Core Income Tax** – around 22%
- **Capex** – around 6% of sales

# Continuing our journey: 2025 plan

- Acceleration of innovation and creation-led **organic sales growth**
- **Further synergies** of about €100m Adj. EBITDA
- **Completion of vitamin transformation** program with about €100m Adj. EBITDA
- Exiting **Animal Nutrition & Health** and completing the tuning of our portfolio
- **Returning of €1bn** to shareholders via SBB
- Strengthening our sustainability leadership for **People and Planet**
- Outlook 2025: Adjusted EBITDA of at least **€2.4 billion**



Fully on-track to meet our mid-term targets

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More details on dsm-firmenich's Q1 2025 financial performance can be found in the Q1 2025 press release. A more comprehensive discussion of the risk factors affecting dsm-firmenich's business is available in the companies Integrated Annual Report 2024.

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