Clariant agrees to acquire Lucas Meyer Cosmetics

Clariant Third Quarter / Nine Months Figures 2023

Analyst and investor presentation

30.10.2023



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Disclaimer

This presentation contains certain statements that are neither reported financial results nor other historical information.

This presentation also includes forward-looking statements. Because these forward-looking statements are subject to risks and uncertainties, actual future results may differ materially from those expressed in or implied by the statements.

Many of these risks and uncertainties relate to factors that are beyond Clariant's ability to control or estimate precisely, such as future market conditions, geopolitical dislocation, currency fluctuations, the behavior of other market participants, the actions of governmental regulators, and other risk factors, such as: the timing and strength of new product offerings; pricing strategies of competitors; the Company's ability to continue to receive adequate products from its vendors on acceptable terms, or at all, and to continue to obtain sufficient financing to meet its liquidity needs; and changes in the political, social, and regulatory framework in which the Company operates or in economic or technological trends or conditions, including currency fluctuations, inflation, and consumer confidence, on a global, regional, or national basis.

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Clariant agrees to acquire Lucas Meyer Cosmetics

Greater chemistry

Lucas Meyer Cosmetics ("LMC") – proven success story in high value consumer applications

Sizeable, pure-play cosmetic ingredients asset	High quality	81 +	~ USD 100 m
	2 900 + customers	Countries served	Sales
Highly experienced leadership team with excellent track record	~ 14 years	∼ 195	Direct sales
	Average tenure ¹	Employees globally	In 9 countries
Portfolio backed by science and based on natural ingredients	150 +	40 +	5
	Products	Patent families	R&D labs
Differentiated, highly innovative business model	50 +	CMO	High-end brands
	Innovation awards	Based production	Solution provider
Superior growth, profitability and cash generation	~ 10 % Sales growth ²	Highly attractive profitability	Highly cash generative

¹ Average tenure of executive leadership team

² Sales growth CAGR 2015-2023E

Compelling rationale enhancing Clariant's specialty focus



2 Highly attractive business with clear competitive edge – asset light business model with proven track record

3 Accelerating sustainability and innovation agenda – highly innovative business with impeccable sustainability credentials



5 Highly complementary businesses, underpins growth and de-risks execution – strong fit across customers, products and regions



Tangible value creation for Clariant shareholders – underpinned by ambition to grow LMC sales to ~ USD 180 m by 2028

Attractive terms proposed, secured financing and rapid path to closing

Attractive terms	 Total consideration: USD 810 m (~ CHF 720 m¹) on a cash-free, debt-free basis, payable in cash at closing EV/EBITDA multiple: 16.3x² EPS accretion: mid-single digit percentage accretive from year 1 onwards³
Secured financing	 Funding structure: fully committed acquisition bridge facility, to be refinanced swiftly after closing Financial leverage: expected to increase modestly to ~ 2.8x net debt/EBITDA⁴ Credit rating: no change expected in credit rating (investment grade)
Rapid path to closing	 Timing of closing: closing expected in first quarter of 2024 Conditions precedent: customary closing conditions, inc. antitrust clearance Segment reporting: Lucas Meyer Cosmetics will be reported as part of the Business Unit Care Chemicals

¹ USDCHF FX of 0.89

² LTM August 2023; reported

³ On an adjusted basis including full run-rate synergies and excluding non-recurring, transaction-related costs

⁴ On completion

1 Fully aligned with Clariant's purpose-led growth strategy

Purpose-le	Purpose-led strategy		Value enhancing M&A	
			Communicated criteria	Lucas Meyer Cosmetics
Customer focus	Innovative chemistry	Attractive end markets	 Attractive market position Focus on Consumer Care, Catalysts, Additives and Purification 	✓
		Sustainable technologies	 Complementing Clariant's technologies Positive sustainability impact 	✓
Leading in sustainability	People ନ୍ତ୍ରୁ engagement	Augmenting footprint	Revenue synergiesProduct line extensionsNew regions	✓
		Accelerating growth	 M&A contributing ~ 0.75 % p.a. to 2025 target of 4 - 6 % growth p.a. 	\checkmark
	s purpose: "Greater chemistry – tween people and planet"		 EPS accretive Growth, profitability and cash flow enhancing 	✓

2 Highly attractive business with clear competitive edge, 3 accelerating sustainability and innovation agenda



Increasing exposure to most attractive consumer end-markets



5 Highly complementary and synergistic businesses



Ambition to grow LMC sales from ~ USD 100 m to ~ USD 180 m by 2028

¹ Converted at USDCHF spot rate of 0.89

6 Tangible value creation for Clariant shareholders proposed

	Clariant financial targets	Lucas Meyer Cosmetics
Sales growth	4 - 6 %	✓ ~ 10 % ¹
EBITDA margin	19 - 21 %	 Highly attractive profitability
Cash conversion	~ 40 % FCF	 Highly cash generative
Capital structure	Investment grade credit rating	Unchanged

Mid-single digit percentage EPS accretive from year 1 onwards²

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Closing remarks

1	Fully aligned with Clariant's purpose-led growth strategy
2	Highly attractive business with clear competitive edge
3	Accelerating sustainability and innovation agenda
4	Increasing exposure to most attractive consumer end-markets
5	Highly complementary businesses, underpins growth and de-risks execution
6	Tangible value creation for Clariant shareholders



Q3 / 9M 2023 Group performance

Greater chemistry

Q3 sales: Catalyst growth, stabilization in Care Chemicals, and continued challenges in Additives – FX and Scope impacting top-line



Q3 EBITDA: Strong margin performance in Catalysts – Care Chemicals and Additives impacted by FX and volume



Sequential development: slightly positive volumes compensated pricing; cost measures and operational improvement supported profitability



¹ Excluding CHF 62 m preliminary Quats gain, CHF - 18 m restructuring, and CHF - 5 m others from reported CHF 175 m in Q2 2023; ² Excluding CHF - 1 m gain/loss on disposals, CHF - 1 m restructuring, and CHF - 3 m others from reported CHF 159 m in Q3 2023



Business performance

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Greater chemistry

Third Quarter 2023 Care Chemicals

in CHF m	Q3 2023	Q3 2022	% CHF	% LC1
Sales	525	725	- 28	- 18
EBITDA	91	144	- 37	
EBITDA margin	17.3 %	19.9 %		
EBITDA b.e.i. ²	92	144	- 36	
EBITDA b.e.i. ² margin	17.5 %	19.9 %		



¹ local currency; ² before exceptional items

Highlights

- Volume declined slightly year-on-year versus high comparison base due to weak demand; up 7 % sequentially with continued monthly improvement during the quarter
- Pricing lower due to index-based price adjustments linked to raw material prices; pricing down 3 % sequentially
- Segments: Strongest decline in Crop Solutions, followed by Industrial Applications, Mining and Base Chemicals (teen percentage range organic). Personal & Home Care down by mid single-digits and Oil Services up in high teens organically
- Organic growth APAC, including China, at a high single digit percentage rate, Americas flat, and EMEA lower
- EBITDA year-on-year impacted by operating leverage (volume) and currency translation – strong sequential underlying improvement

Third Quarter 2023 Catalysts

in CHF m	Q3 2023	Q3 2022	% CHF	% LC1
Sales	260	262	- 1	8
EBITDA	58	30	93	
EBITDA margin	22.3 %	11.5 %		
EBITDA b.e.i. ²	58	31	87	
EBITDA b.e.i. ² margin	22.3 %	11.8 %		



Highlights

- Volume growth in Propylene and Syngas & Fuels; continued positive pricing; sequentially lower due to project nature
- Segments: Strong growth in Propylene and Syngas & Fuels (both > 40 %), while Specialties and Ethylene declined
- Regional dynamics driven by project nature, strong growth in Americas and EMEA, and growth in China
- EBITDA impacted by continued positive pricing, better business mix, and higher operating leverage (volumes)
- sunliquid[®] effect
 - CHF 11 m operational impact in Q3 2023
 - CHF 2 m yoy improvement
- → 26.5 % EBITDA margin, excluding sunliquid[®]

Third Quarter 2023 Adsorbents & Additives

in CHF m	Q3 2023	Q3 2022	% CHF	% LC1
Sales	246	325	- 24	- 19
EBITDA	30	79	- 62	
EBITDA margin	12.2 %	24.3 %		
EBITDA b.e.i. ²	30	79	- 62	
EBITDA b.e.i. ² margin	12.2 %	24.3 %		



Highlights

 Volume declined significantly and pricing was slightly negative, both primarily driven by Additives. Sequentially, price and volume declined by low single-digit percentage

- Segments:

- Additives down by low-forties percentage rate against high comparison base, as demand in key end markets remained very weak
- Adsorbents up by mid single-digit percentage rate, driven by foundry business, supported by scope
- All regions declined, led by Asia-Pacific (Additives)
- EBITDA impacted by lower operating leverage, fixed cost absorption (Additives), and business mix

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On track to achieve total cost savings of CHF 170 m by 2025 – Q3 2023 delivered additional CHF 14 m savings





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Outlook 2023

Greater chemistry

Outlook 2023: Confirming outlook despite challenging macroeconomic environment and currency headwinds





Appendix

Greater chemistry

Third Quarter 2023 – Overview

Group

in CHF m	Q3 2023	Q3 2022	% CHF	% LC1
Sales	1 031	1 312	- 21	- 13
EBITDA	159	220	- 28	
EBITDA margin	15.4 %	16.8 %		
EBITDA b.e.i. ²	164	242	- 32	
EBITDA b.e.i. ² margin	15.9 %	18.4 %		
Sales Bridge	Price - 3 %	Volume - 5 %	Currency - 8 %	Scope - 5 %

Catalysts

in CHF m	Q3 2023	Q3 2022	% CHF	% LC1
Sales	260	262	- 1	8
EBITDA	58	30	93	
EBITDA margin	22.3 %	11.5 %		
EBITDA b.e.i. ²	58	31	87	
EBITDA b.e.i. ² margin	22.3 %	11.8 %		
Sales Bridge	Price 4 %	Volume 4 %	Currency - 9 %	Scope 0 %

Care Chemicals

in CHF m	Q3 2023	Q3 2022	% CHF	% LC1
Sales	525	725	- 28	- 18
EBITDA	91	144	- 37	
EBITDA margin	17.3 %	19.9 %		
EBITDA b.e.i. ²	92	144	- 36	
EBITDA b.e.i. ² margin	17.5 %	19.9 %		
Sales Bridge	Price - 6 %	Volume - 2 %	Currency - 10 %	Scope - 10 %

Adsorbents & Additives

in CHF m	Q3 2023	Q3 2022	% CHF	% LC1
Sales	246	325	- 24	- 19
EBITDA	30	79	- 62	
EBITDA margin	12.2 %	24.3 %		
EBITDA b.e.i. ²	30	79	- 62	
EBITDA b.e.i. ² margin	12.2 %	24.3 %		
Sales Bridge	Price - 1 %	Volume - 20 %	Currency - 5 %	Scope 2 %

¹ local currency; ² before exceptional items

Nine Months 2023 – Overview

Group

in CHF m	9M 2023	9M 2022	% CHF	% LC1
Sales	3 315	3 875	- 14	- 7
EBITDA	501	656	- 24	
EBITDA margin	15.1 %	16.9 %		
EBITDA b.e.i. ²	483	690	- 30	
EBITDA b.e.i. ² margin	14.6 %	17.8 %		
Sales Bridge	Price 1 %	Volume - 6 %	Currency - 7 %	Scope - 2 %

Catalysts

in CHF m	9M 2023	9M 2022	% CHF	% LC1
Sales	742	679	9	18
EBITDA	113	57	98	
EBITDA margin	15.2 %	8.4 %		
EBITDA b.e.i. ²	122	59	107	
EBITDA b.e.i. ² margin	16.4 %	8.7 %		
Sales Bridge	Price 4 %	Volume 14 %	Currency - 9 %	Scope 0 %

Care Chemicals

in CHF m	9M 2023	9M 2022	% CHF	% LC1
Sales	1 771	2 223	- 20	- 12
EBITDA	352	435	- 19	
EBITDA margin	19.9 %	19.6 %		
EBITDA b.e.i. ²	299	435	- 31	
EBITDA b.e.i. ² margin	16.9 %	19.6 %		
Sales Bridge	Price 0 %	Volume - 7 %	Currency - 8 %	Scope - 5 %

Adsorbents & Additives

in CHF m	9M 2023	9M 2022	% CHF	% LC1
Sales	802	973	- 18	- 12
EBITDA	102	241	- 58	
EBITDA margin	12.7 %	24.8 %		
EBITDA b.e.i. ²	110	242	- 55	
EBITDA b.e.i. ² margin	13.7 %	24.9 %		
Sales Bridge	Price 3 %		Currency - 6 %	Scope 2 %

¹ local currency; ² before exceptional items

Third Quarter 2023 Strategic Priorities

- sunliquid[®]
 - Operational EBITDA impact of CHF 11 m in Q3 2023
 - Sequentially similar level in Q4 2023 expected
 - Continued efforts to address ramp-up challenges in Podari
 - Actively evaluating strategic options for sunliquid[®] update by end of 2023

- Performance programs

- On track for revised 2025 targeted savings of CHF 170 m, achieved CHF 121 m savings as of Q3 2023
- CHF 14 m additional savings delivered in Q3 2023 across the performance programs in the business units and corporate
- Successful refinancing of Swiss Bonds
 - CHF 150 m senior unsecured bond at 2.75 % fixed rate
 - Five-year tenor (2023 2028)
 - Investment grade rating: "BBB-" by Standard & Poor's



Geographic split

Q3 sales CHF 1031 m

in CHF m, % year-on-year in local currency



Regional headline

- While absolute sales in the Americas declined, organic growth was 4 %, driven by Catalysts in the US. Decline in Brazil mainly attributable to scope
- EMEA sales declined as mid-teens percentage (volume) growth in Catalysts coming from the Middle East did not offset declines in Care Chemicals and Adsorbents & Additives
- Asia-Pacific sales declined, with a less pronounced decrease in China, due to lower sales in Adsorbents & Additives and Catalysts in particular

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Geographic split

9M sales CHF 3 315 m

in CHF m, % year-on-year in local currency



Regional headline

- Sales in the Americas were lower due to divestments as well as force majeure declarations in the first quarter, despite the positive contribution from the Attapulgite integration
- EMEA sales were lower, as strong growth from Catalysts in the Middle East could not offset the impact of weak demand in Germany on Care Chemicals and Adsorbents & Additives
- Asia-Pacific sales declined; the slow pace of recovery in China was most notable in Additives; Catalysts grew

Cost dynamics – lower year-onyear and sequentially

- **Raw materials** decreased year-on-year (sequential 7 %)
- Energy down year-on-year (sequential 1 %)
- Logistics lower year-on-year (sequential flat)

20 %

6 %

Flat pricing – Volumes impacted by macro environment

- Recessionary economic environment in Q3
- Pricing slightly down, positive in CA while declining in CC (indexbased price adjustments) and AA
- Volumes down primarily due to AA (- 20 %); CC only had slight decrease (- 2 %); growth in CA (+ 4 %)
- Sequentially, pricing 2 % with volumes slightly up
- Weak consumer and industrial demand



Reporting aligned with new operating structure as of Q1 2023

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Business Unit Care Chemicals (CC)

Segments include Personal & Home Care, Crop Solutions, Industrial Applications, Base Chemicals, Oil Services, and Mining Solutions

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Business Unit Catalysts (CA)

Segments include Propylene, Specialties, Syngas & Fuels, Ethylene, and Biofuels & Derivatives

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Business Unit Adsorbents & Additives (AA)

Segments include Adsorbents, Coatings & Adhesives, Plastics, and E-mobility & Electronics

Key financial figures 2022

Sales CHF 2937 m 19.5 % EBITDA margin

Sales CHF 989 m 9.4 % EBITDA margin

Sales CHF 1272 m 21.7 % EBITDA margin



2022 – Reflecting Business Unit Structure as of 1 Jan 2023

in CHF m		Q1 2022			Q2 2022			Q3 2022			Q4 2022			FY 2022	
	Sales	EBITDA reported	EBITDA b.e.i.												
Care Chemicals ¹	758	149	151	740	142	140	725	144	144	714	138	143	2 937	573	578
margin		19.7 %	19.9 %		19.2 %	18.9 %		19.9 %	19.9 %		19.3 %	20.0 %		19.5 %	19.7 %
Catalysts ²	185	14	14	232	13	14	262	30	31	310	36	39	989	93	98
margin		7.6 %	7.6 %		5.6 %	6.0 %		11.5 %	11.8 %		11.6 %	12.6 %		9.4 %	9.9 %
Adsorbents & Additives ³	319	83	83	329	79	80	325	79	79	299	35	39	1 272	276	281
margin		26.0 %	26.0 %		24.0 %	24.3 %		24.3 %	24.3 %		11.7 %	13.0 %		21.7 %	22.1 %
Business Units Total	1 262	246	248	1 301	234	234	1 312	253	254	1 323	209	221	5 198	942	957
Corporate		- 26	- 10		- 18	- 24		- 33	- 12		- 55	- 18		- 132	- 64
Total Contin. Operations	1 262	220	238	1 301	216	210	1 312	220	242	1 323	154	203	5 198	810	893
margin		17.4 %	18.9 %		16.6 %	16.1 %		16.8 %	18.4 %		11.6 %	15.3 %		15.6 %	17.2 %

SALES and EBITDA reported & before exceptional items (b.e.i.)

¹ BU Care Chemicals includes former BA Care Chemicals and BU Oil & Mining Services; ² BU Catalysts unchanged from former BA Catalysis; ³ BU Adsorbents & Additives includes former BU Functional Minerals and BU Additives

Exposure to attractive consumer markets... ...with accelerating demand for sustainable products



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Sustainability priorities

ESG – Clariant's Sustainability Transformation Commitment

Fighting Climate Change Increasing Circularity (Θ) Reducing our own carbon Products and solutions that enable 0 || footprint and creating value for reducing, reusing, and recycling customers with low-carbon, high-performing solutions Safe and sustainable in everything we do M Zero Waste Sustainable and Pollution **Bio-economy** Eliminating waste and pollution from Creating a sustainable our operations and value chains bio-economy by protecting nature and maintaining high social standards

Social Value Creation

Creating value for our employees, in our business networks, and in society as a whole

Investment in operations & portfolio



Sustainable operations

Future-proof our operations for a climateneutral, sustainable world



Sustainability-driven portfolio change

Increase the safety and sustainability of our products and help our customers achieve their sustainability goals

ESG update – Q3 2023 milestones / examples



Continued progress on the path to 2030 greenhouse gas (GHG) target

Reducing our carbon footprint...



Scope 1 & 2 GHG emissions in m tCO₂e, corresponding to - 16 % since 2019 ...and the carbon footprint of our raw materials



Scope 3 GHG emissions from purchased goods and services in m tCO₂e, corresponding to - 17 % since 2019

Clariant is well recognized as an industry leader by important ESG ratings and rankings

Status as of October 2023

Index / Ranking / Rating	Clariant score / Percentile rank or range	Status / Comments		First year of inclusion
Member of Dow Jones Sustainability Indices Powered by the S&P Global CSA	↓ 72 / 97 th percentile	DJSI Europe Member, Sustainability Yearbook 2023 member	Sustainability Yearbook Member S&P Global ESG Score 2022	2012
	20.8 (Medium risk) / 94 th percentile	Leader (compared to industry peers)	Legend Rank Percentile (1st = Top Score) Industry (Chemicals) 32 / 562 6th	2016
MSCI	AA / Range: AAA to CCC	Second best score		2015
ISS-oekom≽	= B- / Top 10 %	"Prime" status and industry leader	Corporate Responsibility Prime rated by oekom r[o s]o a r C h	2013
FTSE Russell	1 3.9 / 79 th percentile	Included in FTSE4 Good Index	FTSE4Good	2015
ecovadis	=75 / 98 th percentile	-	-> 75 ,∞	2012
vigeeiris	= 60 / 100 – "advanced"	Included in Ethibel and Euronext indices	EURONEXT Vigeouiris Indexs EUROPE 120	2014
NCDP.	1 Climate: B / Range: A to D-	Above global average	A- B Climate B- Water ar	d Forests
DRIVING SUSTAINABLE CODHOMES	 Water B- / Range: A to D- Forests 	Forests: above global average Water: below global average	C C-	2013

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Debt Maturity Profile as of 30 September 2023



¹ financial derivatives with positive fair values reported under other current assets

² Green Bond as issued under Clariant Green Financing Framework

Calendar of Upcoming Corporate Events

2024



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The Executive Leadership Team



Conrad Keijzer Chief Executive Officer

Executive Leadership Team

Executive Steering Committee



Christian Vang Business President CC & Americas



Angela Cackovich Jens Cuntze **Business President Business President** CA & APAC



AA & EMEA

Bill Collins Chief Financial Officer



Tatiana Berardinelli Chief Human **Resources Officer**



Judith Bischof General Counsel





Richard Haldimann Chief Technology & Sustainability Officer Development Officer



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CLARIANT

Thank you

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Greater chemistry