

Presentation to Investors

Q1 2024 trading update



May 2, 2024

dsm-firmenich 

Highlights Q1 2024

- Strong performance in Perfumery & Beauty on good demand development
- Good performance in Taste, Texture & Health underpinned by market recovery
- Health, Nutrition & Care was soft, with improving momentum by end of quarter
- Animal Nutrition & Health weak, in anticipation of higher vitamin prices as from Q2
- Good progress on improvement of operational performance, synergies and strategic actions
- Carve out process of Animal Nutrition & Health initiated
- FY 2024 outlook unchanged: Adjusted EBITDA of at least €1.9 billion

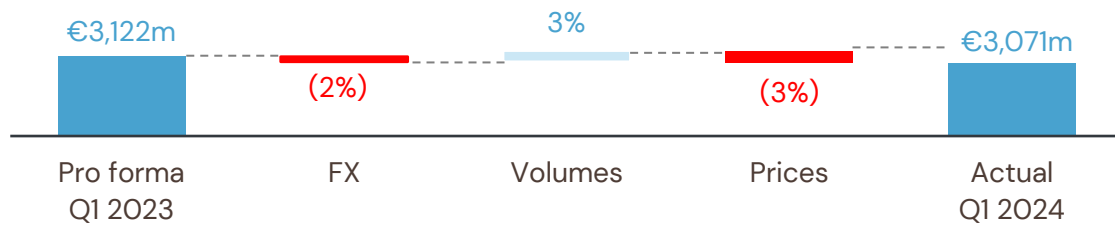


Q1 2024 Group financial highlights

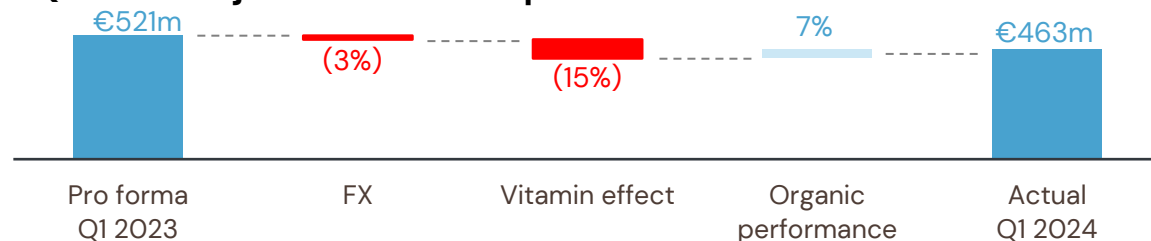
Key financials

in €m	Actual Q1 2024	Pro forma Q1 2023 ¹	% Change
Sales	3,071	3,122	(2)
Organic sales growth (%)	0		
Adj. EBITDA	463	521	(11)
Adj. EBITDA margin (%)	15.1	16.7	

Q1 2024 sales development



Q1 2024 Adj. EBITDA development



- Volumes increased 3%, offset by lower prices which reflect lower input costs, with good organic sales growth in Perfumery & Beauty and Taste, Texture & Health, offset by weaker Health, Nutrition & Care and Animal Nutrition & Health
- Without the negative vitamin effects, **Group organic sales** would have been up 2%

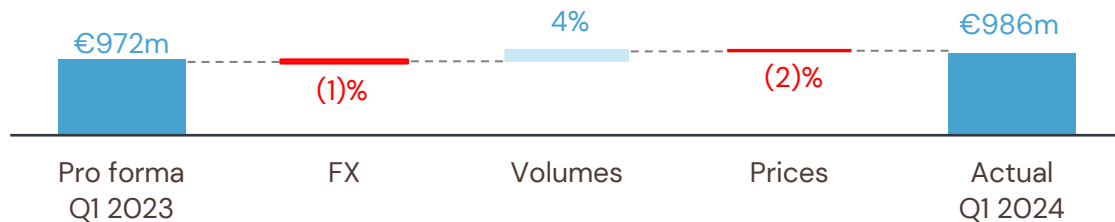
- **Adj. EBITDA** was down 11% to €463 million. Without the vitamin effect (estimated at around €80 million) and the negative FX (estimated at €15 million), **Adj. EBITDA** would have been up 7%
- The improvement programs contributed an estimated €45 million positive effect in the quarter

Q1 2024 Perfumery & Beauty

Key financials

in €m	Actual Q1 2024	Pro forma Q1 2023 ¹	% Change
Sales	986	972	1
Organic sales growth (%)	2		
Adj. EBITDA	234	210	11
Adj. EBITDA margin (%)	23.7	21.6	

Q1 2024 sales development



Q1 2024 Adj. EBITDA development



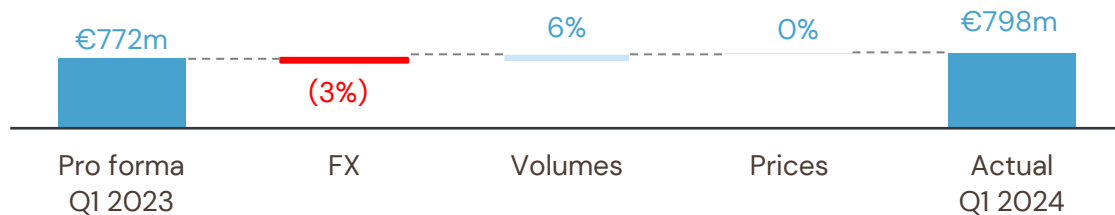
- Perfumery & Beauty delivered **organic sales growth** of 2%, with 4% higher volumes (including a 2% negative effect from the Pinova plant closure), offset by 2% lower price, reflecting lower input costs
- Fragrances saw a strong performance with high-single digit organic sales growth, supported by some restocking effects in consumer fragrances, and despite fine fragrances reporting against a strong comparable period
- Personal Care recorded a strong performance with high-single digit organic growth, driven by good end-user demand
- This strong organic growth in Fragrances and Personal Care was largely offset by Ingredients, due to the focus on a value over volume strategy and the Pinova plant closure
- **Adj. EBITDA** was up 11%, driven by higher sales, a favorable mix and the contribution of the improvement programs, leading to a step up in **Adj. EBITDA margin** to 23.7%

Q1 2024 Taste, Texture & Health

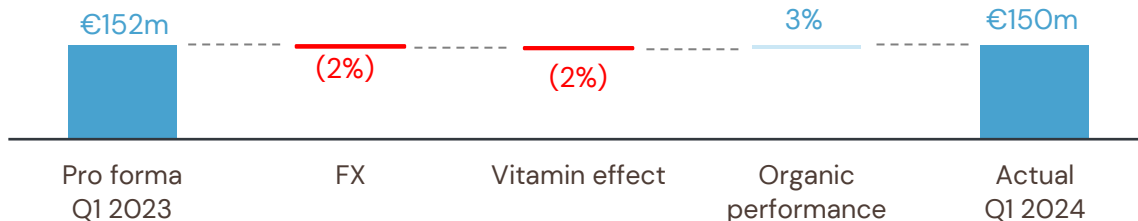
Key financials

in €m	Actual Q1 2024	Pro forma Q1 2023 ¹	% Change
Sales	798	772	3
Organic sales growth (%)	6		
Adj. EBITDA	150	152	(1)
Adj. EBITDA margin (%)	18.8	19.7	

Q1 2024 sales development



Q1 2024 Adj. EBITDA development



- Taste, Texture & Health delivered strong organic growth on improved end-market momentum with the destocking effects fading
- Volumes were up by 6% driven by good demand for Taste and Ingredients solutions (especially in Enzymes, Cultures and Texturants), while vitamins remained weak. Overall, prices were stable

- **Adj. EBITDA** was broadly in-line with prior year – and well above the levels of the previous three quarters – with the positive effects of good organic growth and merger synergies offset by higher costs, especially in some naturals, a small vitamin effect, and negative foreign exchange effects

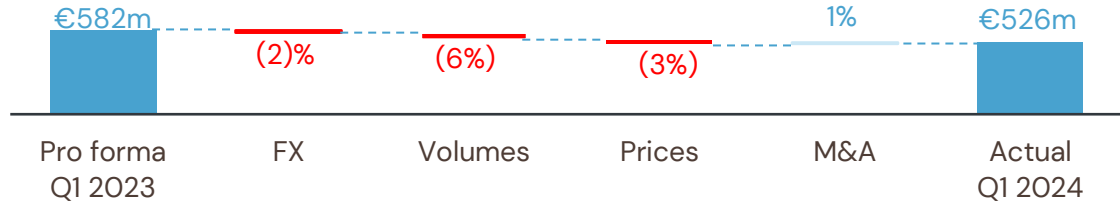
- This is reflected in an **Adj. EBITDA margin** of 18.8%

Q1 2024 Health, Nutrition & Care

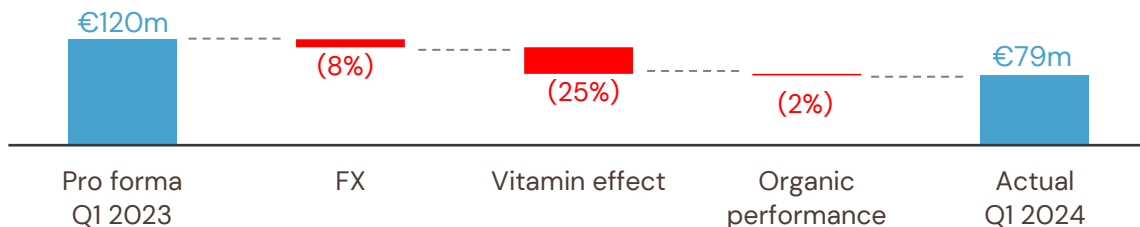
Key financials

in €m	Actual Q1 2024	Pro forma Q1 2023 ¹	% Change
Sales	526	582	(10)
Organic sales growth (%)	(9)		
Adj. EBITDA	79	120	(34)
Adj. EBITDA margin (%)	15.0	20.6	

Q1 2024 sales development



Q1 2024 Adj. EBITDA development



- Health, Nutrition & Care **organic sales** were down 9% (-6% volumes, -3% price) driven by the vitamin effect
- The business saw ongoing customer destocking in some of its larger end markets, especially visible in Early Life Nutrition and Dietary Supplements. In addition, volumes in marine lipids for Dietary Supplements was impacted by an industry-wide shortage of fish-oil

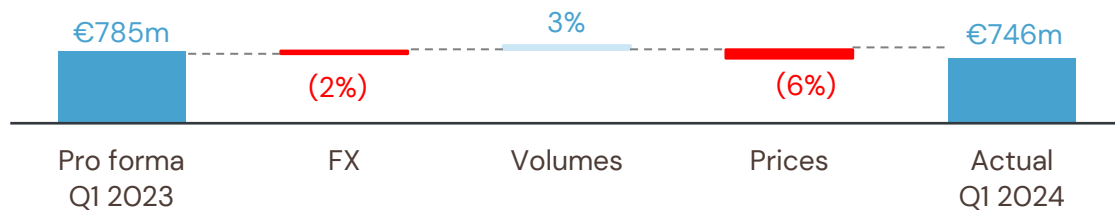
- **Adj. EBITDA** was down 34%, driven by an estimated almost €30 million vitamin effect and an around negative €10 million foreign exchange effect. The positive impact of synergy contributions and the vitamin transformation program were offset by higher costs, especially in feedstock for marine lipids

Q1 2024 Animal Nutrition & Health

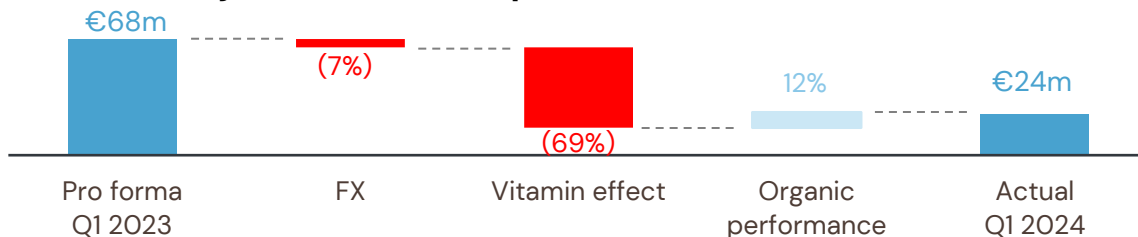
Key financials

in €m	Actual Q1 2024	Pro forma Q1 2023 ¹	% Change
Sales	746	785	(5)
Organic sales growth (%)	(3)		
Adj. EBITDA	24	68	(65)
Adj. EBITDA margin (%)	3.2	8.7	

Q1 2024 sales development



Q1 2024 Adj. EBITDA development



- Animal Nutrition & Health continued to be impacted by very low vitamin prices and weak demand for straight vitamins
- Together with delivering on the vitamin transformation program, the business continues to prioritize cash, with the focus of the business remaining on inventory reduction at profitable price levels
- Performance solutions continued to perform well, as farmers prioritize efficiency yield management.
- **Adjusted EBITDA** was down 65% driven by low vitamin prices and high idle costs from production shutdowns (an estimated total vitamin effect of almost €50 million), a negative foreign exchange effect (around €5 million), partly mitigated by cost initiatives

Outlook for FY 2024 unchanged

- The company estimates for FY 2024 an Adjusted EBITDA of at least €1.9 billion, which includes a €200 million step-up in Adjusted EBITDA from a combination of synergy delivery and the vitamin transformation program

2024 'housekeeping'

- **D&A** – around €235m/quarter
- **PPA adjustments** – around €290m/year
- **Core Finex** – around €35m/quarter
- **Core Income Tax** – around 24%
- **Shares outstanding** – around 265m
- **Capex** – around €0.8bn
- **Minority Buy-out** – around €0.7bn (incl. interest) of remaining DSM B.V. shareholders (of which €0.4bn already paid)
- **Dividends** – around €0.65bn gross dividend (€2.50 per share) to be paid in May 2024
- **Share Buy Back** – around €50m in April 2024

Decisive actions addressing challenging environment

Macro

Operating in a tough environment

- Weakness in China
- Unprecedented dynamics in vitamins
- 2022/2023 inflation
- 2023 destocking

Q1 2024 update –
“We start to see a more positive market environment”

Micro

Own actions to improve short-term performance

- Acceleration of integration synergies
- Vitamin transformation program
- Cash focus

Strategic review across segments

Strengthen portfolio

- Top-line synergies
- Prioritize and accelerate the nutrition, health and beauty high-growth and higher-margin businesses
- Reducing vitamins earnings volatility and capital intensity by separating out ANH
- Structural shift towards higher quality portfolio

Strong future ahead

Reflected in our mid-term targets

- Macro will normalize
- Micro actions impact
 - Merger synergies/vitamin transformation/cash
- Stronger portfolio
 - Review segments
 - ANH to be separated out
 - Strong sustainability portfolio

ADR program – OTCQX® Best Market¹



OTC Markets Group Welcomes DSM–Firmenich AG to OTCQX

April 04, 2024 07:00 ET| Source: [OTC Markets](#)

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- Deutsche Bank has been appointed as depositary bank for the sponsored American Depositary Receipt program of DSM–Firmenich AG
- As of April 4, 2024, DSM–Firmenich AG (Euronext Amsterdam: DSFIR; OTCQX: DSFIY, Ratio ORD/DR 1:10) is trading OTCQX® Best Market
- To qualify for this OTCQX, companies must meet high financial standards, follow best practice corporate governance and demonstrate compliance with applicable securities laws

Capital Markets Day Paris June 3, 2024



- Two years after announcing the merger, we are returning to Paris — this time, for the first Capital Markets Day of dsm-firmenich.
- Our CMD will focus on how we will drive progress as innovators in nutrition, health, and beauty.
- This event will be an excellent opportunity to connect with our senior management and the management teams of our individual business units: Perfumery & Beauty; Health, Nutrition & Care; and Taste, Texture & Health.
- Paris is preparing for a bustling period this summer. To beat the rush, consider confirming your attendance ahead of time.
- Please note that this is a closed event (by invitation only). Please send an email to sandra.segers@dsm-firmenich.com so we can reserve a seat for you!
- **Date: Monday June 3, 2024**
- **Time: 11:00 am – 6:30 pm (CEST)**
- **Location: Paris**



This presentation contains forward-looking statements with respect to dsm-firmenich's future (financial) performance and position. Such statements are based on current expectations, estimates and projections of dsm-firmenich and information currently available to the company. dsm-firmenich cautions readers that such statements involve certain risks and uncertainties that are difficult to predict and therefore it should be understood that many factors can cause actual performance and position to differ materially from these statements. Also, for a variety of reasons including many factors outside the control of dsm-firmenich, there can be no guarantee that the proposed separation of ANH will be decided and completed within the expected time frame or at all. Nor can there be any guarantee that dsm-firmenich or a separate ANH business will be able to realize any of the potential strategic benefits, synergies or opportunities or any guarantee that shareholders will achieve any particular level of return in relation thereto. dsm-firmenich has no obligation to update the statements contained in this presentation, unless required by law. The English language version of this press release prevails over other language versions.

More details on dsm-firmenich's Q1 2024 financial performance can be found in the Q1 2024. A more comprehensive discussion of the risk factors affecting dsm-firmenich's business can be found on the company's corporate website, www.dsm-firmenich.com as well as in the companies Integrated Annual Report 2023.

This presentation to Investors includes information that is presented on a pro forma basis ('pro forma figures') as well as other alternative performance measures (APMs), and information that is presented in accordance with IFRS as issued by the International Accounting Standard Board ('IFRS figures').

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