



# Debt Investor Roadshow

Non-deal related

## AGENDA



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## Covestro at a glance

covestro.com

## Covestro is well positioned for sustainable growth driven by innovation

covestro

Diversified global player with strong capital structure and commitment to solid Investment Grade rating

## Sustainability is an integral part of our strategy

- Enhanced strategy Focus on sustainable growth, circularity and transforming the company to "Become the best of who we are"
- Tap into attractive new markets with innovative products to address sustainability profitably and accelerate the transition to a fossil-free economy
- Global KPI & incentive system to align employees towards cash flow, profitability & sustainable growth

#### High diversification across regions, products and industries

- Integrated sites in all key regions provide advantages of scale, synergies and a natural hedge of tariffs and independence through globally integrated supply chains
- Broad geographic footprint and diversified customer portfolio
- Covestro delivers a wide variety of applications with several thousands different products/grades

# Leading market positions & Cash cost leadership

- A globally leading supplier across the entire portfolio
- A leading cost position across business segments & regions
- Agile cost management and ability to respond to external shocks

## **Committed to maintaining a solid Investment Grade rating**

- History of strong cash generative business earnings and exceeding its capital cost over the cycle
- Prudent balance sheet management with strong financial metrics and low leverage ratios
- Track record of supporting a solid Investment Grade rating with decisive management actions
- Revised dividend policy to align cash outflow with both creditor and shareholder interests

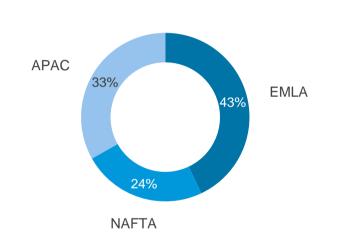
### A leading high-tech material solutions provider

## Covestro at a glance



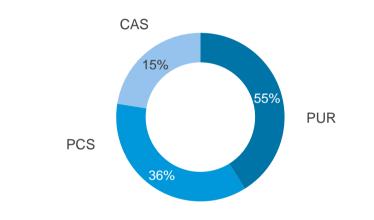
#### Well diversified by geography

% of 2020 Group sales



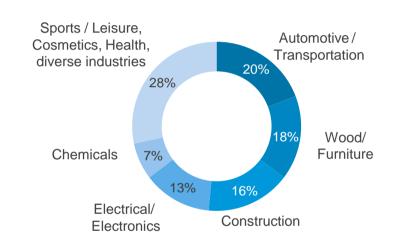
#### Well spread EBITDA share by business units

% of 2020 Group EBITDA(a)



#### Well diversified by end-markets

% of 2020 Group sales



€10.7bn Sales

~5 million tons
PUR and PCS nameplate capacity

€1.5bn EBITDA 13.7% EBITDA margin

> €0.5bn FOCF 36% of EBITDA

Employees ~16,500 FTEs

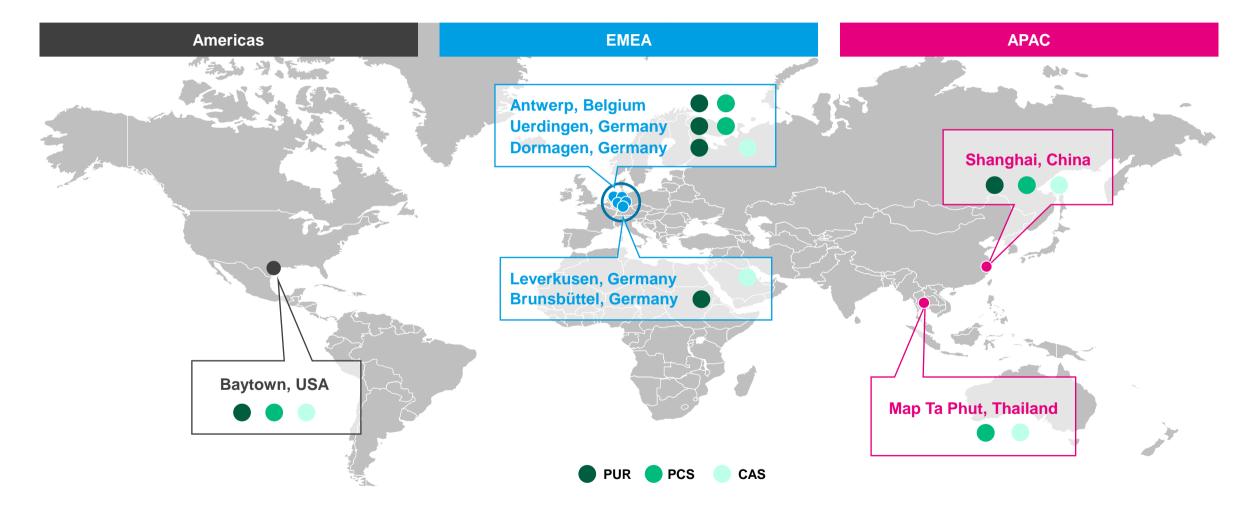
Headquarters in Leverkusen, Germany

8 world-scale production sites

Europe, United States and Asia

# Covestro integrated sites in all key regions provide advantages of scale and synergies

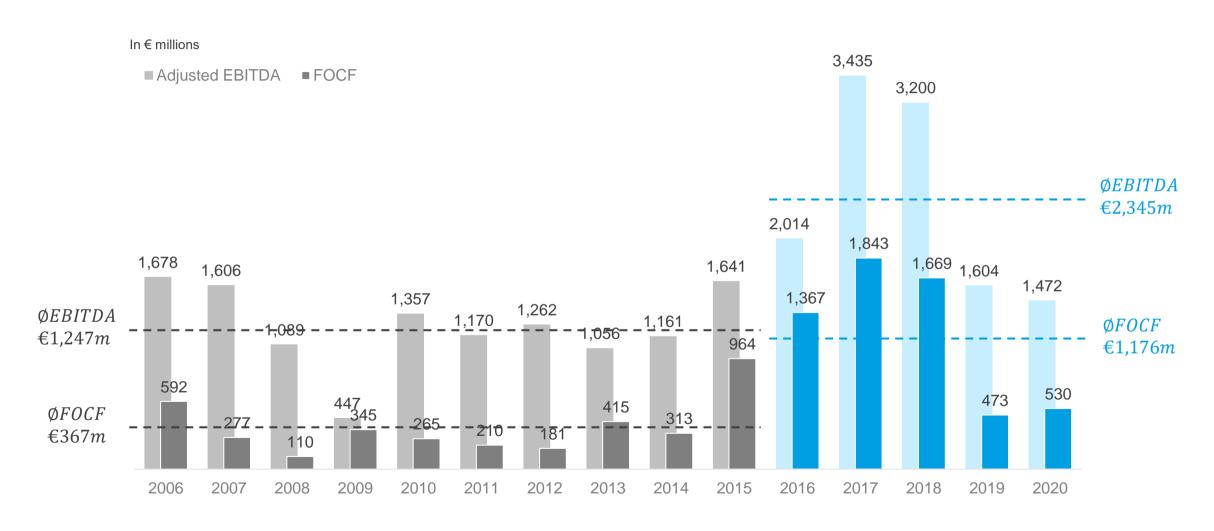




### Strong cash generative business maintained in challenging environment



#### Elevated financial performance since IPO in 2015





# Strategy centered on Sustainabilty

## Our new strategy – setting the path for tomorrow





#### **BECOME THE BEST** OF WHO WE ARE

Transform the company to exploit its full potential



#### DRIVE SUSTAINABLE **GROWTH**

Address sustainability in a profitable way

**ADVANCE DIGITALIZATION** 

#### EXPAND 'WE ARE 1' CULTURE

**MILESTONE 2020** LEAP transformation initiated

**MILESTONE 2020** Acquisition of RFM<sup>(a)</sup> announced



#### **BECOME FULLY CIRCULAR**



Accelerate the transition to a fossil-free economy

- **MILESTONE 2020**
- First alternative feedstock sourced

## Covestro innovative products tap into attractive new markets



#### Structural growth drivers

| UN SDGs <sup>(a)</sup>   | NEEDS  | SAMPLE APPLICATIONS   |  |
|--|--|---|--|
| related to climate change:  2 ZERD   | <ul><li>Alternative energy sources</li><li>Zero emission concepts</li><li>Low-energy buildings</li></ul> | <ul><li>Energy consumption</li><li>Offshore wind energy</li></ul>                 |  |
| related to increasing mobility:  3 GOODMEATHY  OFFICE OF THE PROPERTY OF THE P | <ul><li>Energy-efficient mobility</li><li>E-mobility</li><li>Autonomous driving</li></ul>                | <ul><li>Car production</li><li>Hybrid &amp; electric vehicle production</li></ul> |  |
| related to growing population and prosperity:  2 7000 3 5000 (4.11) 4 9 9 9 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1  | <ul><li>Sustainable fashion</li><li>Food preservation</li><li>Medical applications</li></ul>             | Textile coating market  |  |
| related to increasing urbanization:  1 NO POWERTY AMERICAN AMERICAN AMERICAN CONSIDER TO INCOMPLIES CONSIDERATION AMERICAN CONSIDERATION CON | <ul><li>Energy-efficient lighting</li><li>Affordable housing</li><li>Public infrastructure</li></ul>     | <ul><li>Luminaire market</li><li>Luminaire LED</li></ul>                          |  |

### Accelerate the transition to a fossil-free economy

#### We will be fully circular



#### ALTERNATIVE RAW MATERIALS

## Replacing fossil resources Example Bio-based car top coat



- Enabling customers to optimize the CO<sub>2</sub> 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

#### **INNOVATIVE RECYCLING**

## Energy-efficient technologies Example Recycled polycarbonates



- New polycarbonate grades from postconsumer recycled (PCR) content, e.g. water bottles, CDs and automotive lighting
- Closed loop recycling system to collect, sort, shred and clean material
- Recycled granules are finally compounded with virgin resins
- PCR grades are used in various electr. applications for a second life

#### RENEWABLE ENERGIES

#### Wind energy

Example Ørsted wind energy supply



- One of the world's largest corporate supply contracts for offshore wind energy entered with Ørsted in December 2019
- Starting in 2025, Ørsted to provide 100 MW of electricity for 10 years
- Newly built wind farm in North Sea, implemented without public funding
- Supply to cover c. 10% of electricity consumed by Covestro in Germany

#### **JOINT SOLUTIONS**

**Cross-industry collaboration Example PUReSmart consortium** 



- PUReSmart to seek ways of transition from current linear lifecycle of polyurethane (PU) products to a circular economy model
- Consortium as an end-to-end collaboration spanning the entire PU reprocessing value chain
- Nine partners from six different countries, coordinated by the Belgian company Recticel

## Becoming more customer-centric

#### Transformation program LEAP in 2021-2023





#### **HIGHLIGHTS**

- Comprehensive redesign of structures and processes as well as management and governance mechanisms
- By July 2021, new organizational setup to be implemented
- Bundle entities based on business specifics and customer needs while fostering entrepreneurship:
  - Solutions and Specialties
     differentiated chemical products and
     application technology services, with
     focus on innovation and customer
     interaction
- Performance Materials
   focus on reliable supply of standard
   products at competitive market
   prices with lowest internal costs

## Covestro's rating results and index memberships

### as of February 2021



| RATING / INDEX                                    | 2016 | 2017 | 2018 | 2019       | 2020 | SCORING   | BENCHMARK                                   |  |
|---|------|------|------|------------|------|---|---|--|
| MSCI 🌐  | ВВВ  | BBB  | A    | Α          | A    | AAA - CCC   | in Specialty Chemicals                      | 19% 17% 15% 15% 15% CCC B BB BB BB A AA AAA            |
| Corporate ESG Performance Prime  RATED BY ISS ESG | В-   |      | B-   |            | В-   | A+ - D-   | Prime Status                                | 20%-<br>19%-<br>0% 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 |
| SUSTAINALYTICS  New methodology <sup>(a)</sup>    | 74   | 75   |      | 80<br>23.3 | 20.0 | max. 100 Points<br>0 - 100 Points<br>(the lower the better) | in Specialty Chemicals                      | 3 out of 120  Specialty Chemicals (Subindustry)        |
| ecovadis<br>supplier sustainability ratings       | 73   |      |      | 80         | _    | max. 100 Points   | Gold Ranking                                | 2019<br>ecovadis<br>  CSR<br>  Rating                  |
| FTSE Russell                                      |      |      |      |            |      |   | Inclusion in FTSE4Good Index <sup>(b)</sup> | FTSE4Good  |



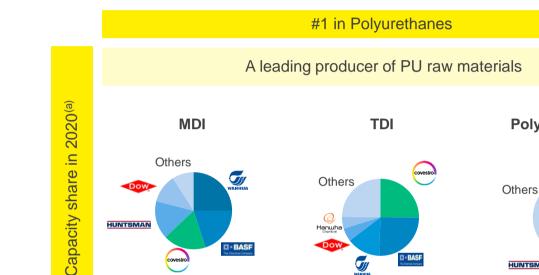
## Segment Overview



## A leading global position across the entire portfolio

#### World-wide industry positions and entry requirements





#1 in Polycarbonates

A leading supplier of PC

PC

Others

*TEIJIN* LOTTE #1 in Coatings, Adhesives & Specialties

A leading producer of Aliphatic isocyanate derivatives & Polyurethane dispersions

Aliphatic Polyurethane isocyanates dispersions





Sizable investment requirement
 Intense pressure to advance process technology

 Global asset base to enable customer proximity

- Persistent demand for product and process innovation
- Efficient feedstock integration required

Polyether polyols

□-BASF

- Economies of scope
- Formulation and application know-how
- Close customer relationships and long-term R&D collaborations
- · Operation of global business platform

Entry requirements

March 2021 | Debt Investor Roadshow

Source:

(a) Covestro position based on total nameplate capacity at year end 2020 relative to competitors Covestro estimates

## A leading producer globally and inventor of PU<sup>(a)</sup>

#### Polyurethanes (PUR) at a glance



#### **PRODUCTS**

Polyurethane rigid foam is an excellent insulation material and adds to high energy efficiency in cooling units and buildings.

As soft foam polyurethane provides comfort, for example in mattresses, car seats and upholstery.

Covestro develops and produces the components of this versatile material.

#### **KEY CUSTOMER INDUSTRIES:**









# SAMPLE APPLICATIONS

For comfortable cars



For comfortable furniture



For sustainable houses



For highly efficient appliances



Sales 2020



EBITDA 2020



FOCF 2020

## A leading producer globally and inventor of PC<sup>(a)</sup>

#### Polycarbonates (PCS) at a glance



#### **PRODUCTS**

As a true high-tech material, polycarbonate is not only very robust, break-proof and light-weight, but also offers a high degree of design flexibility.

Polycarbonate is available in all colors ranging from crystal clear to deep black. It is an excellent substitute for traditional material such as glass or metal.

This allows for a wide variety of application possibilities ranging from vehicles to smartphones and laptops as well as lenses or large roofs.

#### **KEY CUSTOMER INDUSTRIES:**













Sales 2020



EBITDA 2020



FOCF 2020

## Performance materials for coatings, adhesives and specialties



Coating, Adhesives, Specialties (CAS) at a glance

#### **PRODUCTS**

There is a vast application range of coatings and finishes made of Covestro polyurethane raw materials. They are used for protection and decoration.

In addition, the company produces pre-products for adhesives, sealants and elastomers as well as specialty films.

Coating, Adhesives, Specialties (CAS) also supplies materials for cosmetics, textiles and medical goods.

#### **KEY CUSTOMER INDUSTRIES:**













Sales 2020



EBITDA 2020



FOCF 2020

## Announced acquisition of DSM Resins & Functional Material (RFM)

RFM business exposure(b)



#### Strategic growth opportunity through complementary product offerings

#### **PRODUCTS**

A leader in water-based hybrid technologies combining water-based acrylic, polyurethane and alkyd technologies

Strong, global position in powder coating resins, optical fiber coatings

RFMs excellent know-how and market position in non-solvent based products expands and complements Covestro's offering, creating a leader in the attractive growth market for sustainable products

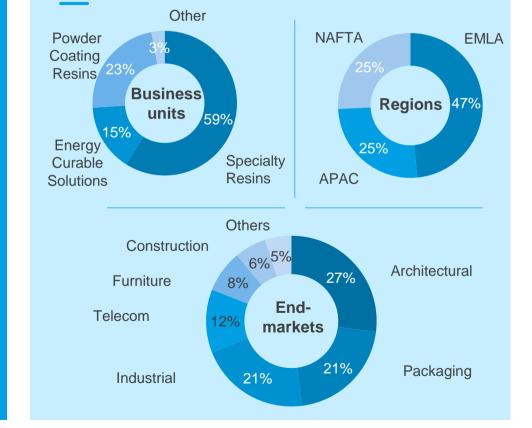
#### **KEY CUSTOMER INDUSTRIES:**













## Investment highlights of the announced DSM RFM acquisition



Building a leading sustainable coating resins player



Creating a global leader in coating resins



Diversifying CAS portfolio towards a more balanced product and industry mix



Shifting CAS portfolio to high growth markets driven by sustainability



Significant synergies leading to attractive valuation multiple



Committed to a solid Investment Grade rating

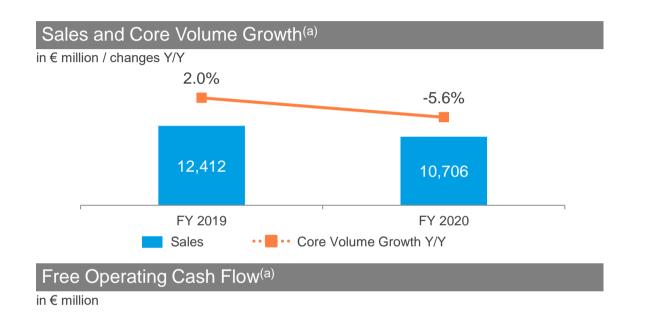


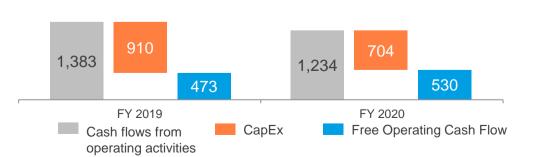
## Financials

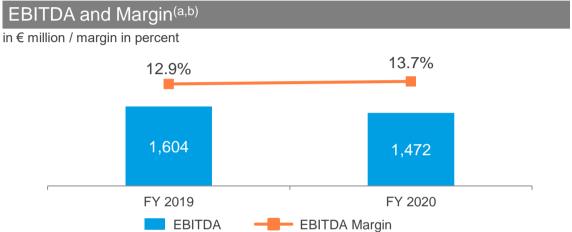
## Solid business and financial performance in challenging times



#### Financials 2020 at a glance







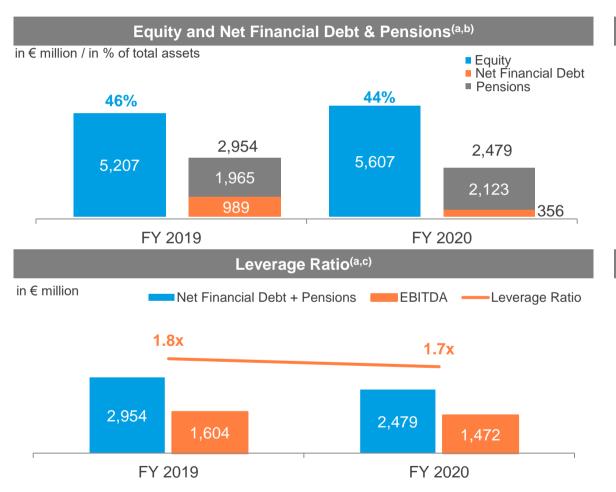
#### Comments

- Core Volume Growth decline in FY 2020 was limited to -5.6% despite large double-digit decline in Q2 2020 in all regions
- Increased Free Operating Cash Flow and EBITDA margin despite Covid-19 challenges in 2020

#### **Excellent financial metrics**

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#### Financial performance 2020 at a glance





- Equity strengthened through an ABB in Oct. 2020 in connection with the financing of the announced acquisition of DSM RFM business
- Covestro maintained a moderate leverage ratio and a well-spread maturity profile

Comments

- Increased level of liquid funds<sup>(d)</sup> of €2.5bn allow all-cash funding of purchase price for announced DSM RFM acquisition of €1.6bn and upcoming bond maturity in October 2021
- Committed Revolving Credit Facility of €2.5bn remained undrawn



## Credit highlights

## Covestro well positioned for sustainable growth driven by innovation



#### Securing profitable growth underpinning solid Investment Grade rating



#### Leading and defendable global industry positions

Innovation and cost leader generating strong profitability and cash flows



#### High diversification across regions, products, customers and industries

Transformation program LEAP to exploit Covestro's full potential, together with DSM RFM acquisition



#### Proven agile cost management

Ability to respond to external shocks by including actions with all stakeholders



#### New dividend policy

35-55% payout ratio of net income aligns earnings and cash outflows and balances creditor and investor interests



#### Enhanced strategy introduced

Transforming the company with focus on sustainable growth, circularity and customer centricity

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