

#### **INVESTOR PRESENTATION**

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## Kemira in brief



**kemira** 

JULY 15, 2022

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#### **KEMIRA PURPOSE**

## Chemistry with a purpose. Better every day.

Our purpose shows the difference we make. Every day since 1920

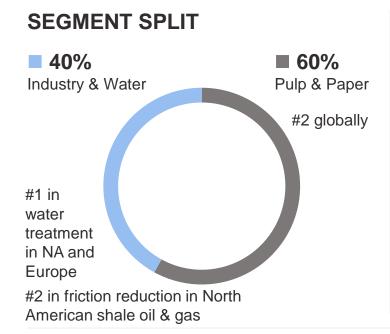
Chemistry has made an enormous impact on the progress and quality of human life. Since our foundation in 1920, we have recognized and honored the fact that with this kind of ability comes great responsibility.

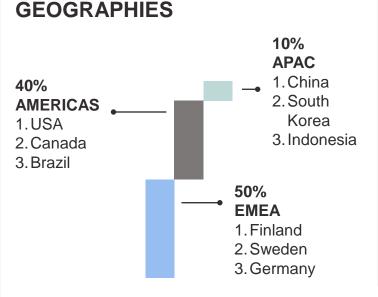
We develop and apply chemistry to optimize water management and the ways natural resources are used and recycled. We advance people's everyday health and safety and constantly improve our customers' processes – enabling their sustainable business. All this we call **chemistry with a purpose.** We make sure it is always applied in a reliable, responsible and a safe way for our employees, our customers, and the society.

Through chemistry with a purpose, we are creating a **better every day** for us all, while becoming better at what we do, every day.

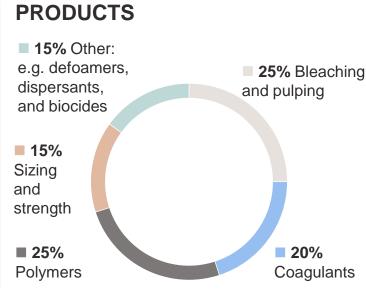
#### Kemira in brief

LAST 12 MONTHS: REVENUE EUR 3,040 MILLION, OPERATIVE EBITDA EUR 456 MILLION, OPERATIVE EBITDA MARGIN 15.0%, OPERATIVE ROCE 11.8%





Revenue by geographies and product category represent FY 2021.



#### **CUSTOMERS**

TOP 10 customers are ~25% of revenue TOP 50 customers are ~47% of revenue

#### EXAMPLES OF LARGEST CUSTOMERS

Municipalities, e.g. Berlin, New York, Paris, Shanghai















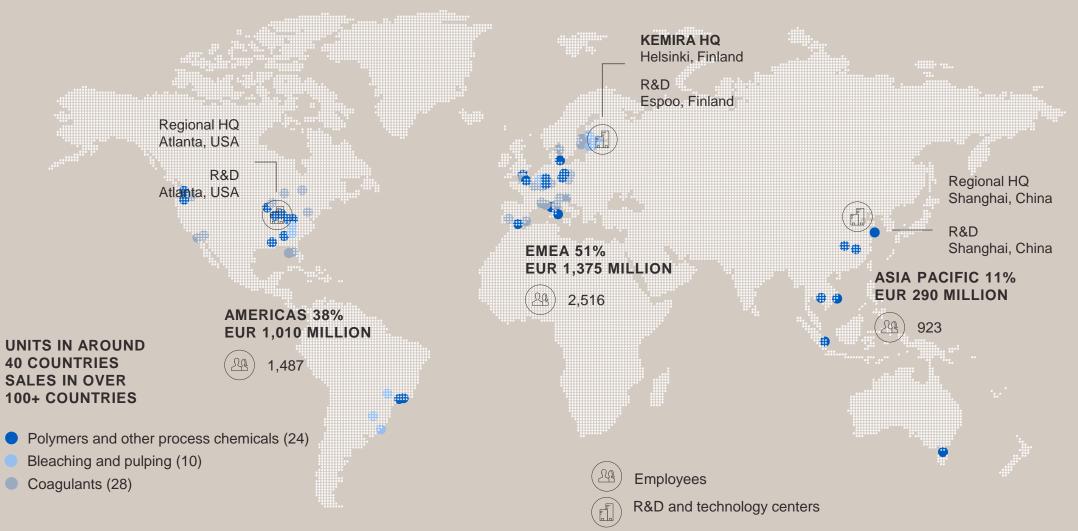




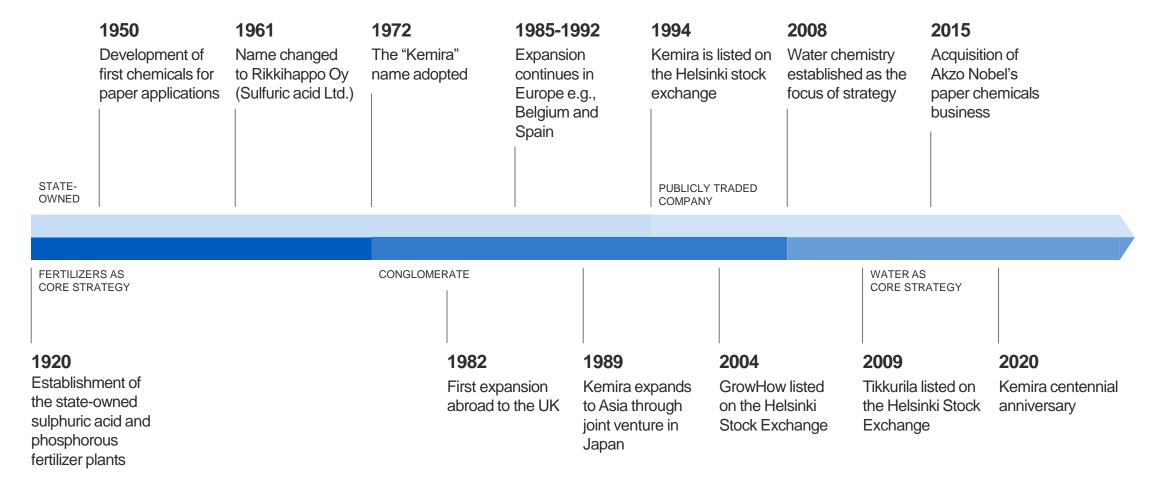
Note: Revenue by industry, product and geography rounded to the nearest 5%

#### Global reach – local excellence

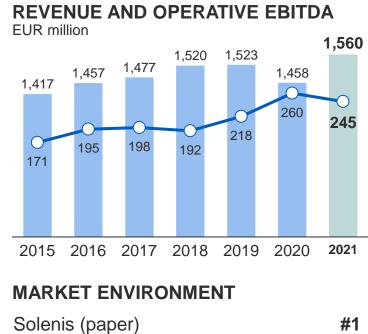
#### **62 MANUFACTURING SITES**

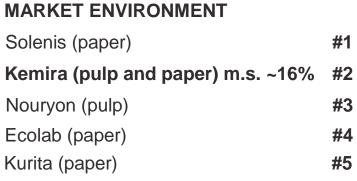


## We have transformed the company several times over the past 100 years

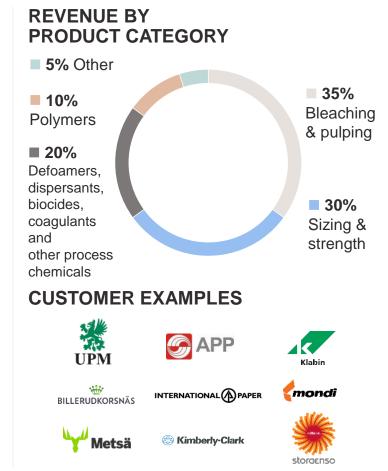


## Pulp & Paper – strong business with solid track record







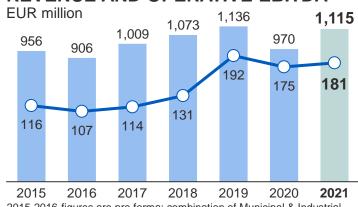


\*chemical market growth in 2022-2027

Note: Revenue by industry, product and geography rounded to the nearest 5%

#### Industry & Water – strong positions in chosen categories

#### REVENUE AND OPERATIVE EBITDA



2015-2016 figures are pro forma; combination of Municipal & Industrial and Oil & Mining segments

#### MARKET ENVIRONMENT

#### WATER TREATMENT

Market share in EMEA & NA:

- ~30% in coagulants and
- ~20% in polymers

Main competitors in coagulants:

- Kronos (Europe)
- Chemtrade (NA)
- USAlco (NA)

#### Feralco (Europe)

#### SNF Solenis

oil & gas

OIL & GAS

Solvay (only O&G)

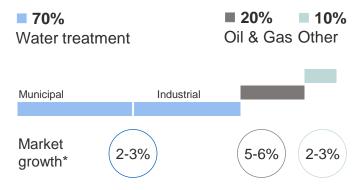
Market share ~20% in

polymers used in shale

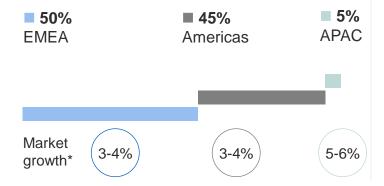
Main peers in polymers

(also in water treatment):

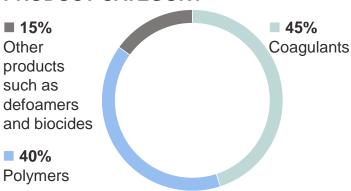
#### REVENUE BY APPLICATION TYPE AND MARKET GROWTH



#### **REVENUE BY GEOGRAPHIES AND** MARKET GROWTH BY REGION



#### **REVENUE BY** PRODUCT CATEGORY



#### **CUSTOMER EXAMPLES**

#### **MUNICIPAL**

customer examples

Amsterdam Los Angeles Barcelona Montreal Berlin New York City Oslo Toronto Shanghai Paris Stockholm

#### **INDUSTRIAL**

customer examples

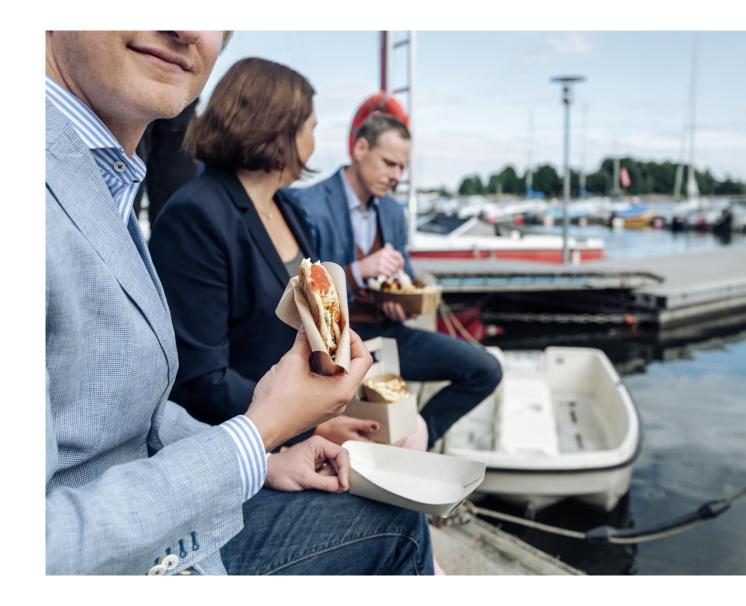


**HALLIBURTON** 

\*chemical market growth in 2022-2027

Note: Revenue by industry, product and geography rounded to the nearest 5%

### Investment highlights



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JULY 15, 2022

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#### Strategy and Equity Story in summary

#### **HOW KEMIRA CREATES VALUE**



#### OUR MARKET FOCUS

Chemicals for Pulp & Paper,
Oil & Gas and Water Treatment

#1 or #2 in our core markets

Market growth estimated to be 3-4% p.a. supported by higher use of fiber-based products, resource efficiency and regulation



#### **Great products:**

4 core areas are polymers, coagulants, sizing and bleaching chemicals. Aim to significantly increase biobased product portfolio.

#### **Great operations:**

Deliver reliably with consistent quality

#### **Great people:**

Deep application expertise and innovation capability



#### EXECUTION – ACTIVE PRICE MANAGEMENT

Improving product and market mix

Focusing on capital efficiency

Investing selectively in core product areas with higher return on capital employed

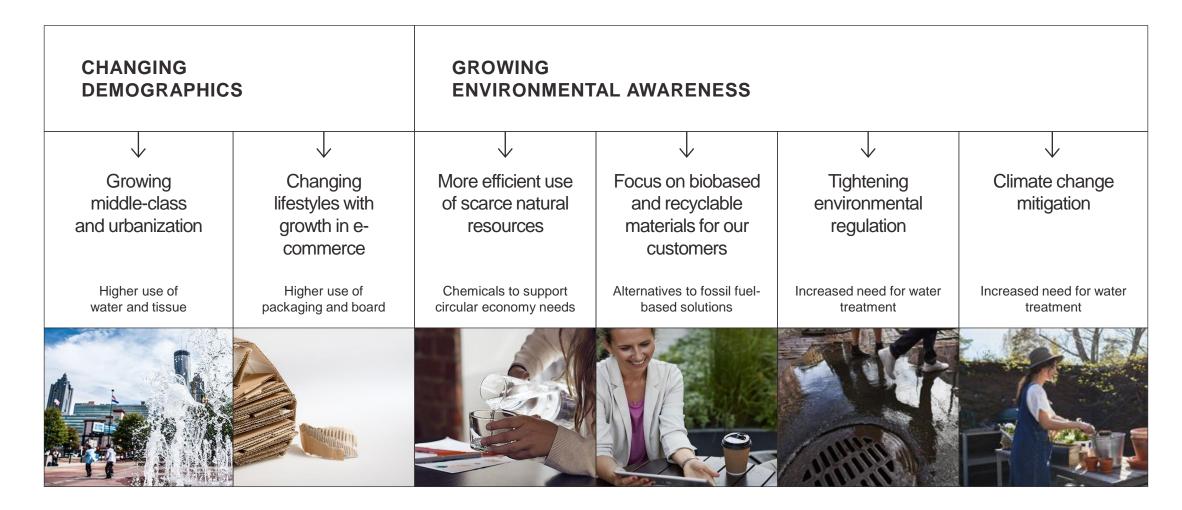


#### FINANCIAL TARGETS

Above-market revenue growth • Operative EBITDA 15-18% • Gearing below 75%



### Global megatrends largely favor Kemira – sustainability becoming a key driver for the long term

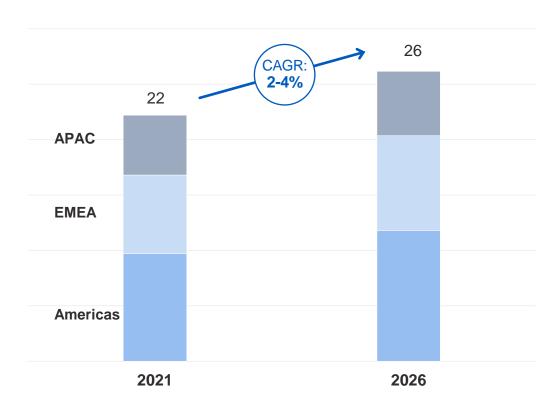


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## Healthy market growth for Kemira's relevant markets

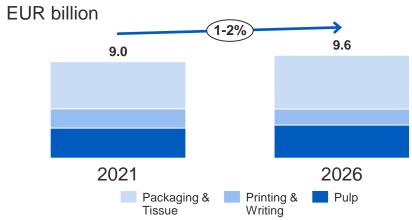
#### **KEMIRA RELEVANT MARKET**

**EUR** billion

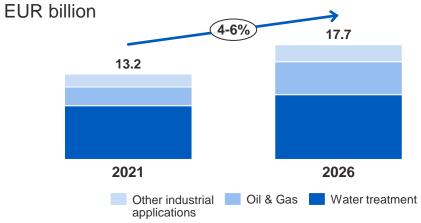


Source: Management estimation based on various sources

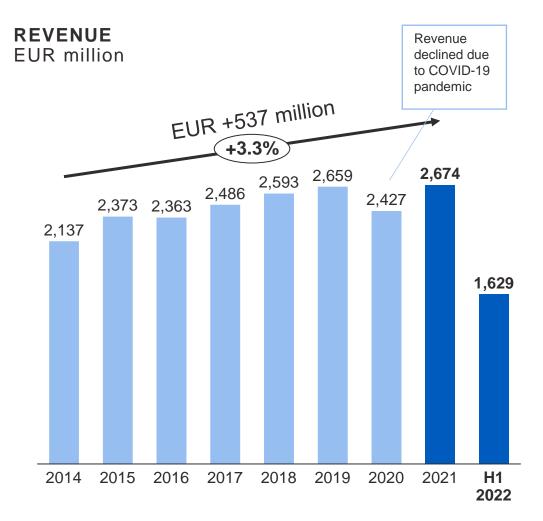
#### **PULP & PAPER RELEVANT MARKET**



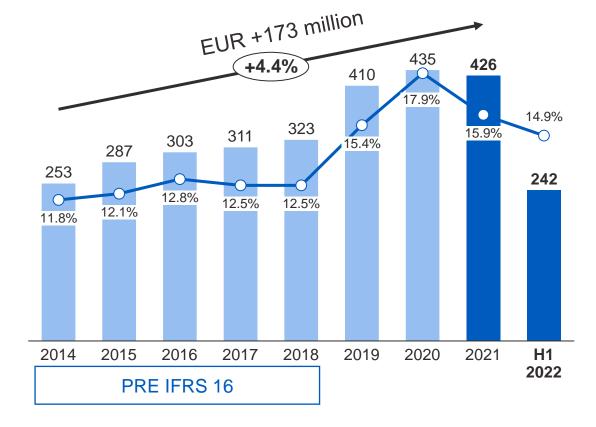
#### **INDUSTRY & WATER RELEVANT MARKET**



#### Good profitability improvement track record



OPERATIVE EBITDA
OPERATIVE EBITDA MARGIN
EUR million



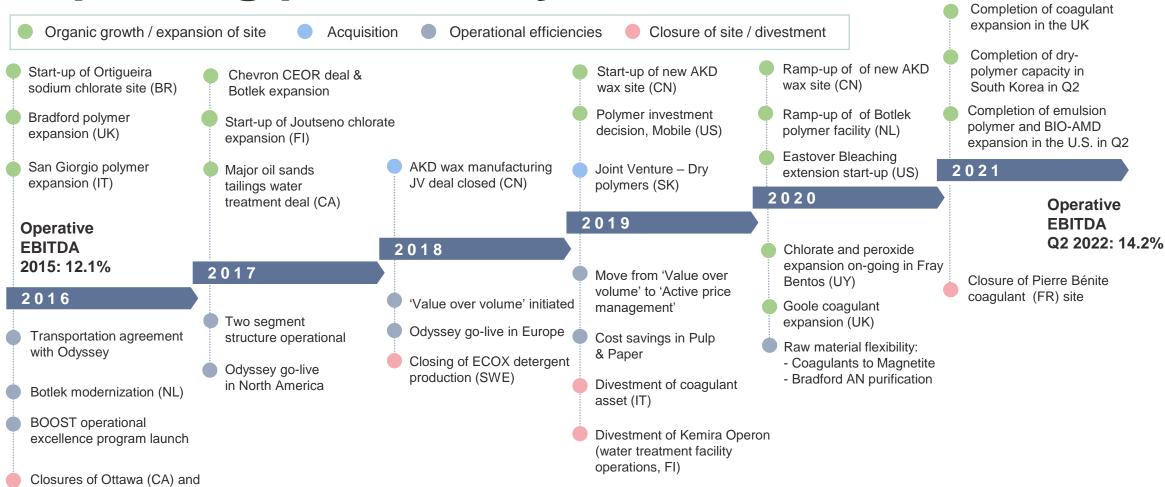
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## Strengthening the foundation and improving profitability

Zaramillo (ES), coagulants



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## We will increasingly focus on profitable growth going forward

Portfolio restructuring & Fit for Growth

Organic growth investments and focus on improving fundamentals:

Continuous operational improvements with increased focus on growth

Focus on improving relative profitability & cash flow

\_\_\_\_\_\_ 2014 \_\_\_\_\_\_ 2020 \_\_\_\_\_\_ 2025 \_\_\_\_\_ 2035 \_\_\_\_\_

UNDERLYING FACTORS:

Profitability below target

Profitability reaching target

Sustaining 15-18% profitability with increased focus on growth

**GROWTH** DRIVERS:

Pulp & Paper

Industry & Water, particularly Oil & Gas

- Water treatment applications
- Sustainability: capitalizing on biobased and recyclable materials growth trend

## Our path towards 500 MEUR biobased revenue advances via 4 tracks

First PHA-based biobased coatings sales during Q2 2021



**CURRENT PORTFOLIO** 

Boost the sales of commercially available biobased products

PRODUCT CONVERSION

Convert current products to biobased through change of raw material and feedstock

NEW BIOBASED CHEMISTRIES

New products based on new chemistries

**EXPLORATION** 

Longer-term biobased product opportunities through collaborations and exploration of new growth opportunities

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## Short-term growth supported by recent investments, mid-term by biobased products

- Completion of coagulant expansion in the UK
- Completion of drypolymer capacity in South Korea in Q2
- Completion of emulsion polymer and BIO-AMD expansion in the U.S. in Q2

#### 2021

- Partnership and application development
- Pilot level sales of first products (e.g. PHA)

- Capacity expansion of water treatment chemicals in Asia-Pacific to be completed
- Financial contribution of bleaching facility expansion in Uruguay; facility completed by end of 2022

#### 2023

- Growth of first phase products
- Product range expansion (e.g. alfa glucan pilot sales)

#### 2024->

- Industrial-level ramp-up of production
- More meaningful revenue contribution

Expansion of site

Biobased partnerships

#### 2022

- Kemira and Danimer
  Scientific expand
  exclusive partnership to
  commercialize fully
  biobased barrier coatings
- Kemira to launch a new Growth Accelerator unit to accelerate the commercialization of biobased products

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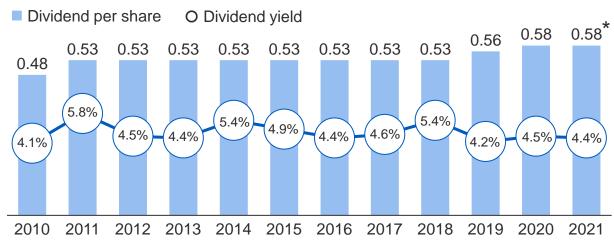
#### Kemira aims to pay an attractive dividend



#### **KEMIRA'S DIVIDEND POLICY**

Competitive and over-time increasing dividend No fixed payout ratio

#### We have a solid dividend track record



Kemira's dividend yield calculated using the share price at year-end

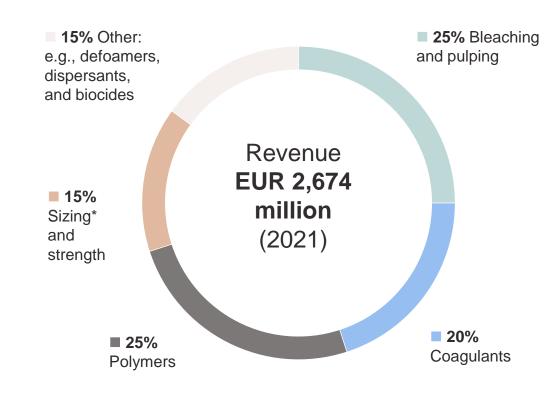
<sup>\*</sup>Dividend to be paid in two installments, first paid in April and the second installment in November.

#### We invest in core products globally

#### **KEY INVESTMENT FOCUS ON CORE PRODUCT GROUPS SINCE 2016**

- Bleaching chemicals
  - New chlorate plant in Brazil
  - New chlorate line in the U.S.
  - New chlorate line and peroxide capacity in Finland
  - Freed peroxide capacity from ECOX closure in Sweden
  - Chlorate and peroxide expansion in Uruguay (start 2023)
- Polymer capacity additions
  - Italy
  - UK
  - Aberdeen, USA
  - Netherlands
  - South Korea (started 2021)
  - Mobile, USA (started 2021)
- Sizing chemicals capacity additions due to integration of acquisitions (Akzo Nobel and China AKD wax)
  - Nanjing, ASA sizing agents (start 2023)
- Coagulants
  - Goole, UK (started 2021)

#### **PRODUCTS**



<sup>\*</sup>Sizing = Resistance against water absorption

Note: Revenue by product rounded to the nearest 5%.

## We continued to invest in product development in 2021

#### **Innovation**

We innovate together with our customers to improve water, energy and raw material efficiency. Research and development expenses totaled EUR 28 million in 2021, representing around 1.1% of the revenue.

#### **Achievements in 2021**

New product launches: 18

New patent filings: 36

Patent families: 382

• Patents: 1,972

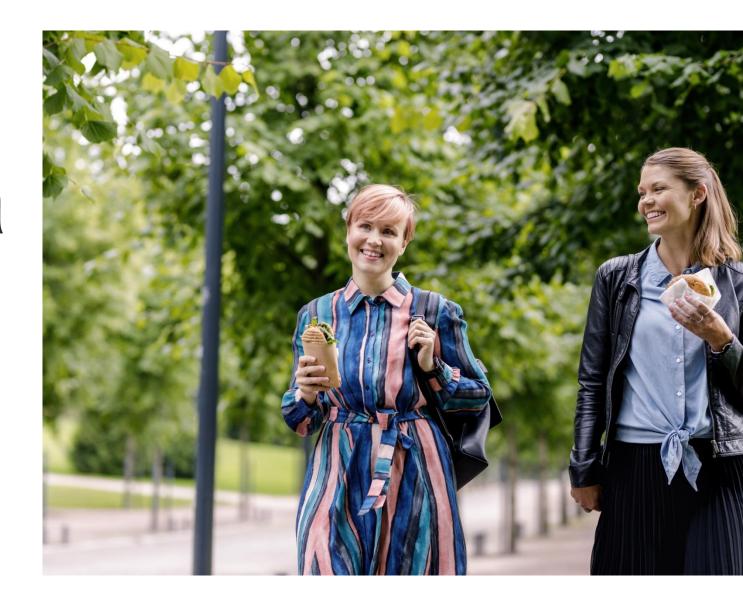
#### **R&D CASE EXAMPLE**

#### Renewing sludge dewatering polymers

- Renew the cationic emulsion polymer product line by developing more efficient products for sludge dewatering applications and by reducing the complexity of the portfolio
- Target to improve profitability and gain market share
- Portfolio of new products to be launched during 2022



### Kemira as a sustainable investment



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## We have a strong commitment to sustainability

FIVE THEMES AS SUSTAINABILITY FOCUS AREAS

#### SAFETY

We prove that a safe business is a sustainable business. Safety of people, products and processes is the foundation of everything we do.

#### **PEOPLE**

Our employees drive our sustainability transformation. A diverse and inclusive culture enables us all to bring our best selves to work every day.

#### **WATER**

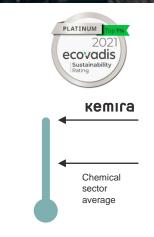
We believe in clean water and sanitation for all. Our actions set the example for world class water management

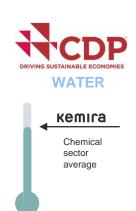
#### **CIRCULARITY**

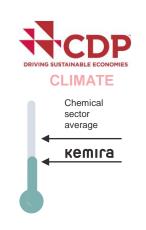
We set sustainability at the center of every design. Our sustainable chemistry and digital solutions accelerate the circular- and bioeconomies

#### **CLIMATE**

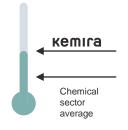
We reduce our climate impact throughout our value chain. Clean energy and processes will support our ambition to be carbon neutral by 2045



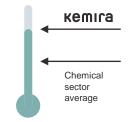




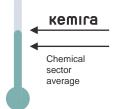












## 54% of revenue generated from products that improve customer resource-efficiency

#### **PULP & PAPER**

Kemira's products improve the manufacturing process and enable better resource-efficiency.

#### For example

Our chemistry is helping to improve recycled fiber quality and content, energy and water efficiency in paper mills

#### Case:

Lightweight packaging: with our strength chemicals, our customers can make their packaging lighter yet stronger. Lighter weight results in lower logistics cost and thus environmental footprint.

#### **INDUSTRY & WATER**

#### WATER TREATMENT

Municipal and industrial water treatment:

Chemical water treatment provides the most compact plant and smallest possible environmental footprint

#### Case:

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Sludge de-watering: with our chemicals, our customers are able to reduce the water content in sludge. As a result, demand for logistics is lower resulting in better environmental footprint

#### OIL & GAS

#### Shale:

Our products reduce friction and improve energy efficiency of shale producers

#### Oil sands tailings:

Wastewater treatment of oil sands tailings ponds

#### **CEOR:**

Our products reduce friction and enable a better yield from existing wells

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SUSTAINABILITY WILL BE A KEY DRIVER FOR FUTURE GROWTH

## Customer behavior is changing with an increased focus on sustainability

Pulp & Paper

Customers desire for biodegradable and recyclable products - growing need for biobased chemicals

Customer product portfolio will evolve when going further into the bioeconomy – totally new uses for fiber

**Industry & Water** 

Overall sustainability focus driven by consumers

Growing market for circular products with high share of recycled content

TO SUPPORT OUR CUSTOMERS IN THE SHIFT TOWARDS HIGHER SUSTAINABILITY, WE WILL:

Address growing recyclability and biodegradability demand for products

Gradually transform our product portfolio to more biobased

Reduce the use of fossil-fuel based carbon as raw material

TO INCREASE THE SUSTAINABILITY OF OUR OPERATIONS, WE WILL:

Increase the share of recycled material in our products

## WE WANT TO ENSURE PROFITABLE GROWTH BY BECOMING THE LEADING PROVIDER OF SUSTAINABLE CHEMICAL SOLUTIONS FOR WATER-INTENSIVE INDUSTRIES

FROM BASELINE REVENUE IN 2019

#### ~100 MEUR

FROM BIOBASED PRODUCTS

FROM BASELINE SHARE IN 2019

13%\*

OF RENEWABLE CARBON OF ALL CARBON CONTAINING RAW MATERIALS **TARGET REVENUE IN 2030** 

#### >500 MEUR

FROM BIOBASED PRODUCTS

**TARGET SHARE IN 2030** 

40%

OF RENEWABLE CARBON OF ALL CARBON CONTAINING RAW MATERIALS

\*baseline year figure has been revised slightly upwards due to change in methodology.

## What will the sustainability focus mean for our businesses?



#### Pulp & Paper

- Increase focus on circularity as customers are demanding recyclability and biodegradability
- Focus investments in sustainable pulp, packaging and tissue applications. Limit investments in declining printing & writing applications.
- Explore new competencies, e.g. barrier solutions to capture market growth opportunities



#### **Industry & Water**

- Increase focus and investments on water treatment
- In Oil & Gas, direct focus to growing and less volatile CEOR and oil sands tailings businesses
- Explore new markets for water treatment, particularly in APAC
- Explore new competencies and product lines within water treatment

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## We will increase focus on water treatment to further improve sustainability of I&W portfolio

38%

of current raw materials from recycled sources

Already

up to

70-80%

of raw materials from recycled sources in coagulants



Further improve the circularity of our business by increasing share of recycled materials

Start building a biobased polymer portfolio

Increase segment focus on water treatment applications and capabilities

Increase Oil & Gas focus on growing and less volatile businesses, i.e. CEOR and Oil Sands tailings. Expected recovery in shale provides near-term growth opportunities.

#### Sustainability performance in 2021 1/2

Kemira's sustainability work covers economical, environmental and social topics and is guided by the UN Sustainable Development Goals (SDGs).

#### Our focus is on:

- Clean Water and Sanitation (SDG6)
- Decent Work and Economic Growth (SDG8)
- Responsible consumption and production(**SDG12**)
- Climate action (SDG13)

More information on sustainability at Kemira can be found in the Sustainability report. Quarterly data for Kemira's scope 1 and scope 2 emissions will be available on Kemira's website (kemira.com/investors) in early August.

SDG	KEY FIGURE	UNIT	2021
8 DECENT WORK AND ECONOMIC GROWTH	SAFETY		
	TRIF* 1.5 by 2025 and 1.1 by 2030 *TRIF = total recordable injury frequency per million hours, Kemira + contractors		2.7
8 DECENT WORK AND ECONOMIC GROWTH	PEOPLE		
	Reach top 10% cross industry norm for Diversity & Inclusion by 2025		Slightly below top 25%
12 RESPONSIBLE CONSUMPTION AND PRODUCTION	CIRCULARITY		
	Reduce waste intensity** by 15% by 2030 from a 2019 baseline of 4.6 Biobased products > EUR 500 million revenue by 2030	t/1000t	4.3
6 CLEAN WATER AND SANITATION	WATER		
	Continuously improve freshwater use intensity	Rate scale A-D	В
13 CLIMATE AGTION	CLIMATE		
	Scope 1&2** emissions -50% by 2030 compared to 2018 baseline of 930 tCO2e	tCO2e	856

<sup>\*\*</sup>metric tonnes of routine disposed waste per thousand metric tonnes of production (t/1,000 t)

<sup>\*\*\*</sup>Scope 1: Direct greenhouse gas emissions from Kemira's manufacturing sites, e.g. generation of energy and emissions from manufacturing processes

Scope 2: Indirect greenhouse gas emissions from external generation and purchase of electricity, heating, cooling and steam

#### Sustainability performance in Q2 2022 2/2



#### **SAFETY**

Kemira's safety performance improved in Q2 2022 (TRIF 2.0) compared with Q1 2022 (TRIF 4.1). Kemira's H1 2022 TRIF was 3.2, higher than H1 2021 (2.8).



#### **PEOPLE**

Kemira measures the employees' perception of diversity and inclusion. In Q2 2022, Kemira launched several Diversity & Inclusion initiatives, including a KemPride employee network to further promote and develop an inclusive work environment.



#### **CIRCULARITY**

Kemira continued to progress its biobased strategy during Q2 2022. During the quarter, Kemira launched a new unit, Growth Accelerator, to accelerate the commercialization of new biobased products. In May, Kemira also announced an expansion to its exclusive partnership with Danimer Scientific in order to commercialize fully biobased barrier coatings. In addition, product-specific waste generation assessments as part of Product Carbon Footprint and Life Cycle Assessments (PCF / LCA) work continued.



#### WATER

In Q1 2022, Kemira updated its sustainability target for water as of 2022 and aims to reach the highest level, Leadership, in water management by 2025 as measured by CDP Water Security. Product-specific water consumption assessment as part of Product Carbon Footprint and Life Cycle Assessments (PCF / LCA) work continued during the second quarter.



#### **CLIMATE**

During Q2 2022, Kemira committed to the Science Based Targets initiative (SBTi) and set a new ambitious climate target. Kemira commits to cut its scope 1 and scope 2 emissions by 50% (previously 30%) by 2030, compared to a 2018 baseline. This target is in line with limiting global warming 1.5°C and it will be validated by the SBTi. In addition, Kemira commits to developing a quantified near-term scope 3 emission reduction target to be validated by the SBTi. Kemira's ambition to become carbon neutral in scopes 1&2 by 2045 remains unchanged. During the quarter, Kemira also increased its internal carbon price for capital expenditure projects.

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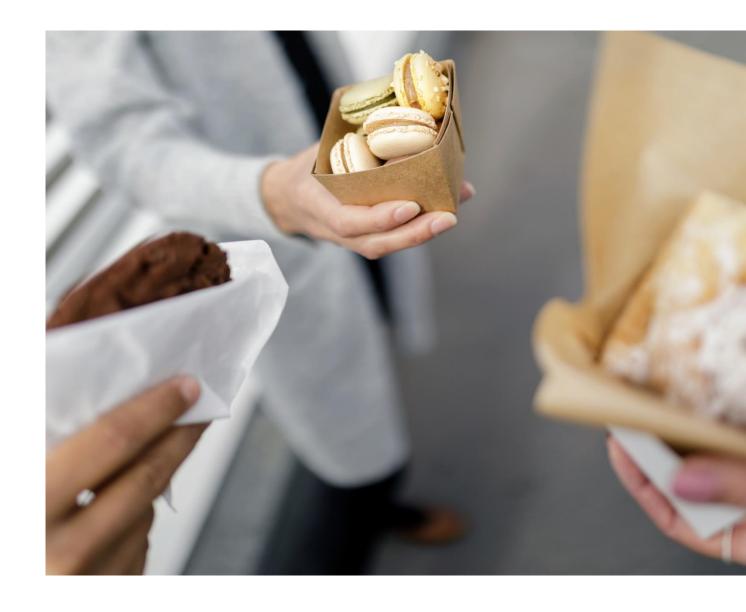
<sup>\*</sup>metric tonnes of routine disposed waste per thousand metric tonnes of production (t/1,000 t)

<sup>\*\*</sup>Scope 1: Direct greenhouse gas emissions from Kemira's manufacturing sites, e.g. generation of energy and emissions from manufacturing processes Scope 2: Indirect greenhouse gas emissions from external generation and purchase of electricity, heating, cooling and steam

#### INVESTOR PRESENTATION

# Pulp & Paper Driving growth as market leader

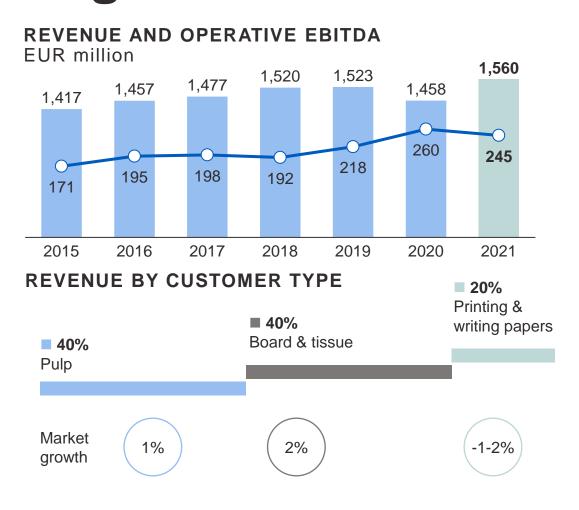
JULY 15, 2022



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## Pulp & Paper chemicals market estimated to grow 1-2%



- Pulp & Paper chemicals market drivers
  - Hardwood and softwood pulp demand increasing driven by growth of packaging needs (e-commerce, non-plastic solutions), growing tissue demand and lack of recycled fiber
  - Demand increase continues for packaging, driven by online shopping, last-mile delivery, product safety and non-plastic solutions
  - Growth in tissue demand driven by increasing wealth in emerging countries
  - Ongoing digitalization of media drives decline of graphic paper demand
- Growth areas, pulp and board & tissue, represent over 80% of our Pulp & Paper revenue
  - Ongoing capacity additions suit well for the need of growing demand

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## From our existing markets, we see growth opportunities in Asia-Pacific and in Pulp

#### ASIA-PACIFIC

- Customer demand to shift increasingly to Asia-Pacific with most of new board and paper production capacity expected in the region
- Big customers expected to capture larger share of the region's market; emerging sustainability focus of consumers to benefit larger suppliers
- Fragmented chemical market with many small and local producers provides opportunities for further consolidation

#### PULP

- Growth in pulp expected to be driven by increasing need for packaging and tissue
- Demand to shift more towards market pulp and recycled pulp
- New investments expected to concentrate in Northern Europe and South America

#### **KEMIRA POSITION**

Focused on larger and financially healthy producers

Customer market consolidation could create opportunities for

Kemira to differentiate with full product portfolio offering

#### **KEMIRA POSITION**

Well-positioned to capture selected growth opportunities in Northern Europe and South America through existing strong customer relationships

## Investments in Asia-Pacific will further strengthen our long-term performance

#### SOUTH KOREA

- Joint Venture with Yongsan Chemicals, Kemira minority shareholder
- Polymer investment in a growing market; efficiency improvement from backwardintegration
- Premium dry polymer products: paper and packaging mills in APAC and water treatment facilities as end customers
- Will support strengthening competitive position in APAC
- Completed in 2021

#### NEW PRODUCTION LINE OF ASA IN CHINA

- Significant investment in the production of alkenyl succinic anhydride sizing agent (ASA) in Nanjing
- ASA is one of the most effective and costefficient sizing agents for improving waterresistance in paper and packaging board
- Investment will expand Kemira's ASA production capacity substantially
- Kemira is the leading producer and supplier of ASA in APAC
- Ramp-up will take place in 2023

**EQUITY INVESTMENT AROUND EUR 5 MILLION** 

**INVESTMENT AROUND EUR 10 MILLION** 

#### THESE INVESTMENTS ARE PART OF KEMIRA'S GROWTH STRATEGY IMPLEMENTATION

#### Bleaching expansion in Uruguay

- Multi-year agreement with UPM-Kymmene includes bleaching capacity to existing Fray Bentos mill as well as new 2.1-million-ton pulp mill in Paso de los Toros.
- Expansion of both sodium chlorate and hydrogen peroxide at the existing Fray Bentos chemical island site
- The extension will support long-term growth in bleaching, one of Kemira's strategic focus areas
- Financial contribution expected as of 2023, investments to take place in 2021-2022
- INVESTMENT AROUND USD 30 MILLION



## We are looking to transform our portfolio more towards biobased products

### CUSTOMERS SEEKING ADDED VALUE FROM SUSTAINABILITY AND BIOMATERIALS

- Maximizing biocontent in end-products to differentiate from plastic applications -> recyclability of products key
- Pulp & Paper companies making increasing investments to renew and broaden woodbased end-product portfolio
- Many Pulp & Paper customers announcing ambitious sustainability targets related to CO<sub>2</sub> emission reduction and more efficient water usage

## WE WILL BECOME THE LEADING PROVIDER OF SUSTAINABLE CHEMICAL SOLUTIONS FOR WATER-INTENSIVE INDUSTRIES

- Kemira's aim is to improve customer resource efficiency, particularly in pulp and packaging
- 13% of all carbon containing raw materials used in Kemira is already renewable
- Ambition to create a green portfolio in the long term
- Key product lines strength, sizing and barriers as well as retention chemicals
- Kemira's current biobased solutions: e.g. sizing agents, such as Sunflower ASA and AKD wax, and rosin

## Our focus is to maintain profitability while increasing focus on growth

### **ON-GOING**

- Disciplined price and cost management
- Increase share of customer wallet
- Continued complexity reduction
- Capitalize on new facilities in China, the U.S. and South Korea upcoming investment in China and Uruguay

### FURTHER PROFITABILITY IMPROVEMENT

 Continuous performance and cost-structure enhancement, particularly in Process & Functional chemicals

### PRIORITIZED GROWTH ACTIONS

- Shift current portfolio more towards packaging and tissue
- Capture growth in Asia-Pacific
- In Pulp applications, seize growth opportunities in Europe and South America.
- Focus on growing biobased market organically or through M&A, particularly in barriers

**PROFITABILITY & CASH FLOW** 

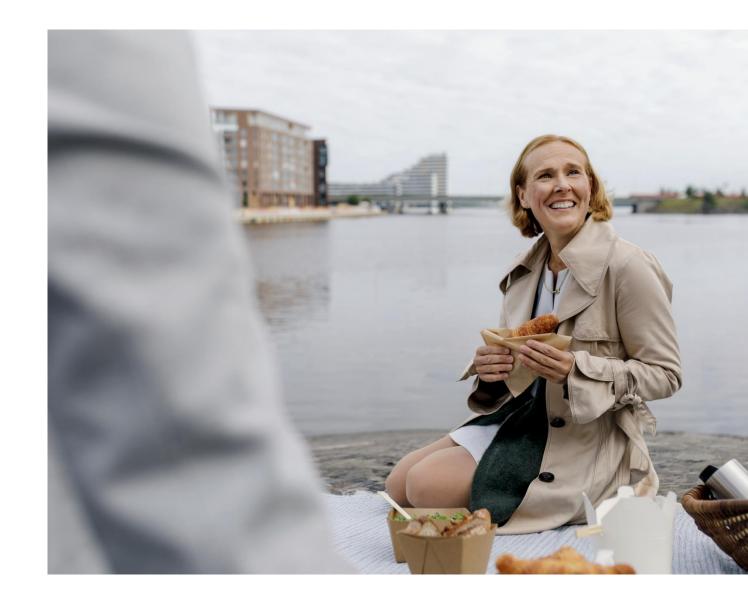
**GROWTH** 

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JULY 15. 2022

INVESTOR PRESENTATION

## Industry & Water Stronger platform for profitable growth



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JULY 15. 2022

INVESTOR PRESENTATION

## Industry & Water relevant chemicals market estimated to grow 3-4%

## REVENUE AND OPERATIVE EBITDA EUR million 956 906 1,009 192 175 181

2018

2019

2015-2016 figures are pro forma; combination of Municipal & Industrial and Oil & Mining segments

2017

### REVENUE BY APPLICATION

2016



- Demand for water treatment chemicals expected to increase due to
  - Higher demand for water driven by industrial growth and population growth
  - More stringent discharge limits for waste water
  - Better dewatering of sludge
  - Phosphorus recovery
  - Water reuse
- Higher demand for Oil & Gas solutions expected
  - Shale friction reducer market expected to grow due to higher energy demand
  - Oil sands operators face regulatory requirements for their tailings treatment
  - Chemical Enhanced Oil Recovery lucrative in certain fields due to better yield from existing reservoirs

2015

2020

2021

## APAC, CEOR and oil sands tailings provide strong growth opportunities

### **GROWING NEED FOR POLYMERS**



### WATER TREATMENT IN APAC

- Largest and fastest growing water treatment market
- Expected market CAGR ~5%. until 2030
- Fragmented market; many local players with local manufacturing



### **OIL SANDS TAILINGS**

- Market growth driven by regulatory liability to treat tailings from oil sands in Canada
- Market expected to grow significantly into 2030s with tailings remediation demand expected to continue for at least the next 50 years



### **CEOR**

- Exploration and drilling of new oil wells increasingly expensive; ensuring most efficient use of current wells
- Market expected to grow clearly until 2030, more moderate growth until 2050

### **KEMIRA POSITION**

Mainly export business, focus on premium segment

#### **KEMIRA POSITION**

Strong relationship with all oil sands operators

### **KEMIRA POSITION**

Serving customer in the North Sea, several other customer pilots ongoing

# Kemira's six actions for cleaner waters



- 1. The requirements of the Urban Wastewater Treatment Directive (UWWTD) must be implemented fully and equally in all member states.
- 2. Emission limit values (especially phosphorus) in water discharges should be tightened.
- 3. Digitalization can improve both the quality of monitoring and the cost efficiency of water treatment.
- 4. Emerging pollutants need to be included in the legislation.
- 5. Pollution from storm-water overflows must be limited and discharges safely disinfected.
- 6. Clearer guidance is needed on applying innovation and sustainability criteria in public procurement for water treatment.

IN EMEA

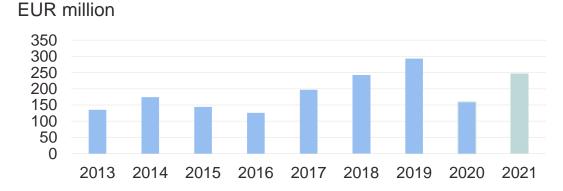
## Regulation continues to support growth in European water treatment market

Regulation under update		Comments & Implications					
600	Urban Wastewater Treatment Directive (UWWT)*	<ul> <li>Basis for wastewater treatment business in Europe</li> <li>Target to better enforce existing legislation in all countries</li> <li>Other potential improvement areas: energy efficiency and micropollutants control</li> <li>Revised directive will increase use of coagulants and polymers in non-compliant countries</li> <li>New regulation expected to be fully operational in late 2025</li> </ul>					
	Water Framework Directive (WFD)	Regulation evaluated to be fit for purpose and won't be opened for changes					
	Drinking Water Directive (DWD)	<ul> <li>Only minor changes with small impact:         <ul> <li>New tighter limits for Lead and Chromium in drinking water</li> </ul> </li> <li>New regulation is expected to be fully operational in 2025</li> </ul>					
	Water Reuse regulation	<ul> <li>New EU wide regulation (no additional national implementation required) defining minimum quality standards for water reuse in agriculture</li> <li>The regulation does not incentivize increased water reuse, however clear quality standards are hoped to boost water reuse</li> </ul>					
	Estimated to increase water treatment chemical demand by ~40 MEUR / p.a. in the long term						

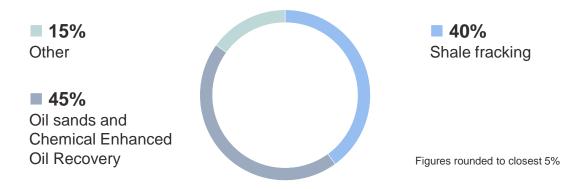
\* most relevant for Kemira

### Oil & Gas expected to grow in the long-term

### **REVENUE IN OIL & GAS**

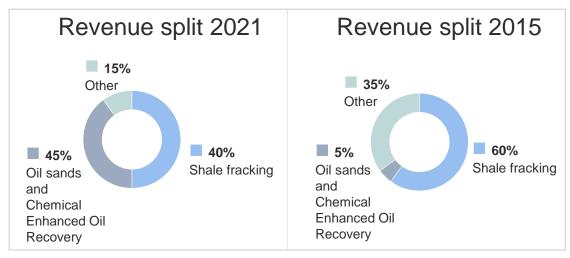


### **REVENUE SPLIT 2021**



- Long-term market growth opportunities with Kemira's selective market diversification
- Kemira's offering
  - Process efficiencies: polymers that reduce energy consumption by up to 60% in shale oil fields
  - Cost reduction: higher concentrated liquids that make offshore oil recovery more cost effective (CEOR)
  - Addressing environmental regulations: tailings treatment in oil sands
- New innovative technologies driving expansion

## We have diversified our Oil & Gas business since the last oil downturn



### **2021 UPDATE**

- Strong market growth following the COVID-19 pandemic in 2020. Strong revenue growth in shale and oil sands tailings.
- Profitability has improved; further improvement still needed.



## Mobile investment supports Kemira's profitable growth target



- Kemira has completed the installation of new stateof-the art production units for emulsion polymers and bio acrylamide monomer at its manufacturing site in Mobile, Alabama
- Investment supports Kemira's strategic focus to grow faster than the market
- Capacity expansion will strengthen Kemira's position in the energy market in the Americas and supports our growth in the region going forward.
- The market demand is recovering after the 2020 slowdown; investment strengthens Kemira's position to meet the growing demand of customers for high quality emulsion polymers

Investment around EUR 70 million

## Water treatment customers focus increasingly on sustainability

- Consumers increasingly aware of sustainability issues
- Water treatment customers increasingly focused on reducing CO<sub>2</sub> footprint
- Kemira survey shows customers are willing to pay a premium for biobased products
- Micropollutant removal and disinfection leading themes currently in sustainable water management



Growing market for sustainable and circular products.
Also biobased products growing in importance.



## Our focus is to maintain profitability while increasing focus on growth

### **ON-GOING**

- Disciplined price and cost management
- Continued complexity reduction
- Capitalize on new polymer asset in the Netherlands and in Mobile, USA, including backwardintegration efficiencies

### FURTHER PROFITABILITY IMPROVEMENT

Oil & Gas profitability

 Cost structure already streamlined; ready for growth

### APAC profitability

 Organization reorganized, focus on growth to improve scale

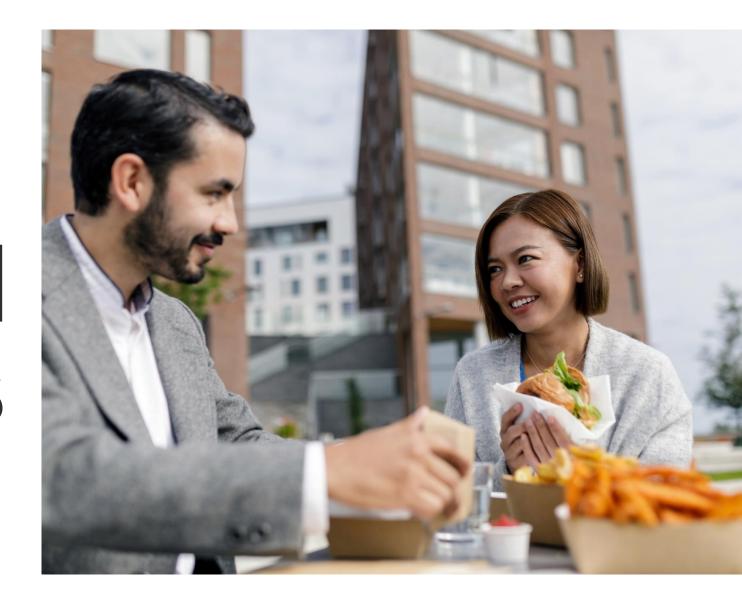
### PRIORITIZED GROWTH ACTIONS

- Increase focus on sustainable water treatment business and look for growth, particularly in APAC
- In Oil & Gas, focus on growing CEOR and oil sands tailings applications
- Consider M&A opportunities in new water treatment capabilities and strengthening regional footprint

**PROFITABILITY & CASH FLOW** 

**GROWTH** 

# Latest news and financials

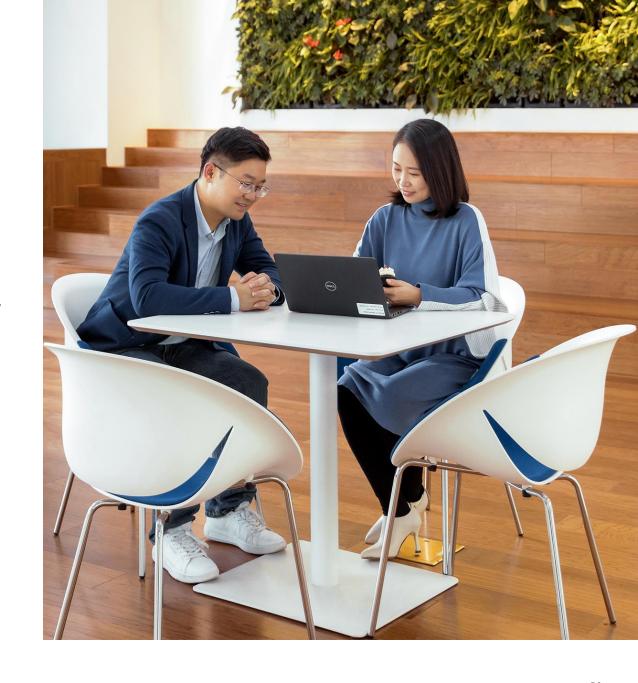


**kemira** 

JULY 15. 2022 INVESTOR PRESENTATION 4

### Summary of Q2 2022

- Record-strong Q2 2022: Record-high revenue and operative EBITDA. Relative profitability impacted by continued strong inflationary pressures.
- Biobased strategy progressing: new Growth Accelerator unit launched in June; contract extension with Danimer Scientific announced in May
- Kemira commits to the Science Based Targets Initiative (SBTi); new ambitious climate target set
- Exit from Russia progressing well
- Outlook upgraded June 8. Operative EBITDA now expected to increase from 2021 (EUR 425.5 million).



### Financial highlights of Q2 2022

### Record-high revenue in Q2 2022

- Revenue growth driven by higher sales prices in both segments and in all regions. Sales volumes declined.
- Organic revenue growth 24% in Q2 2022;
   23% in H1 2022

### Record-high operative EBITDA in Q2 2022

 Margin declined due to continued strong inflationary pressures. Price increases ongoing to mitigate impacts from higher inflation.

Cash flow from operations declined due to an increase in net working capital

Earnings per share EUR 0.29 in Q2 2022; EUR 0.56 in H1 2022

EUR million (except ratios)	Q2 2022	Q2 2021	Δ%	H1 2022	H1 2021	Δ%	FY 2021
Revenue	861.4	657.5	+31%	1,629.4	1,263.6	+29%	2,674.4
Operative EBITDA	122.1	107.3	+14%	242.1	211.9	+14%	425.5
of which margin	14.2%	16.3%	-	14.9%	16.8%	-	15.9%
Operative EBIT	69.7	58.2	+20%	138.6	114.0	+22%	225.4
of which margin	8.1%	8.9%	-	8.5%	9.0%	-	8.4%
Net profit	46.9	24.9	+88%	89.1	65.7	+36%	115.2
EPS diluted, EUR	0.29	0.15	+95%	0.56	0.40	+38%	0.70
Cash flow from operating activities	41.6	38.6	+8%	30.6	52.4	-42%	220.2

## Pulp & Paper: Record-high revenue and operative EBITDA

### Market environment in Q2 2022

 Continued solid demand across customer segments and geographic regions

### Organic growth Q2 2022: +22%; H1 2022 20%

- Organic growth driven by higher sales prices. Work ongoing to shorten pricing checkpoints in customer contracts.
- Sales volumes declined mainly due to exit from Russia and strike at a customer in Finland

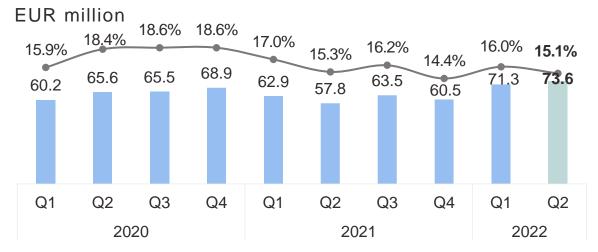
### **Record-high operative EBITDA**

Margin resilient at 15.1% despite unprecedented inflationary environment

## REVENUE AND ORGANIC REVENUE GROWTH (Y-ON-Y) EUR million 488 378 370 370 370 378 391



### **OPERATIVE EBITDA AND OPERATIVE EBITDA-%**



### Industry & Water: Record-high revenue

### Market environment in Q2 2022

- Water treatment: Good demand in both municipal and industrial water treatment
- Oil & Gas: shale market grew but slower than expected. Solid demand in oil sands tailings and CEOR\*.

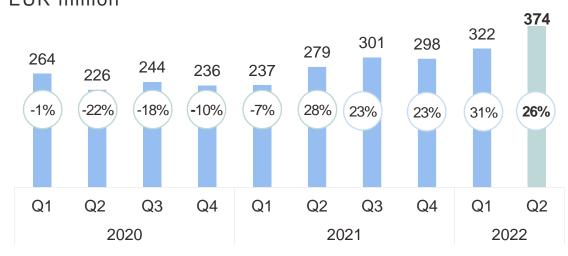
### Organic growth Q2 2022: 26%; H1 2022 28%

- Organic growth driven by higher sales prices. Sales volumes stable.
- Organic growth excluding Oil & Gas +27% in Q2 2022.
   Oil & Gas revenue growth +36% in Q2 2022, organic growth +24%.

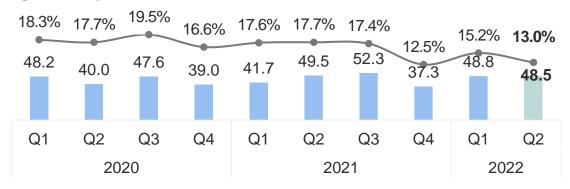
### Operative EBITDA margin Q2 2022: 13.0%

- Margin declined due to unprecedented inflationary pressures
- Further profitability improvement needed in Oil & Gas

### REVENUE AND ORGANIC REVENUE GROWTH (Y-ON-Y) EUR million



### **OPERATIVE EBITDA AND OPERATIVE EBITDA-%**EUR million

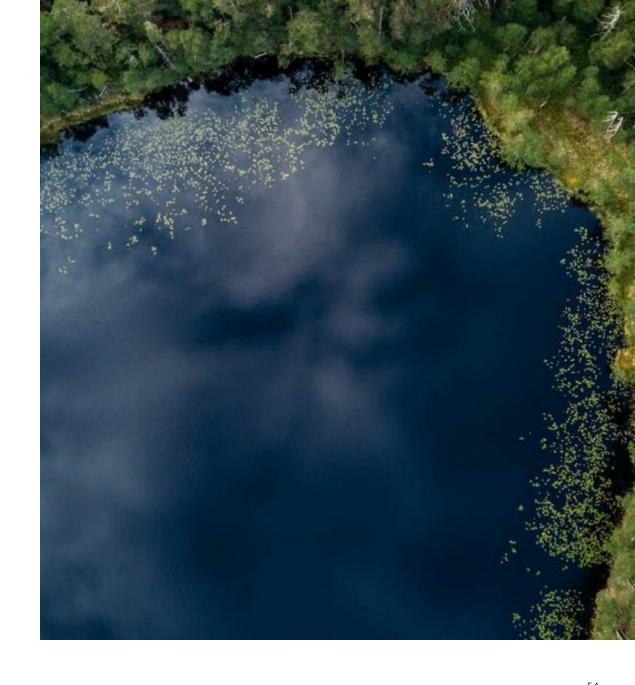


\*CEOR= chemical enhanced oil recocery

### Kemira commits to the Science Based Targets Initiative (SBTi)

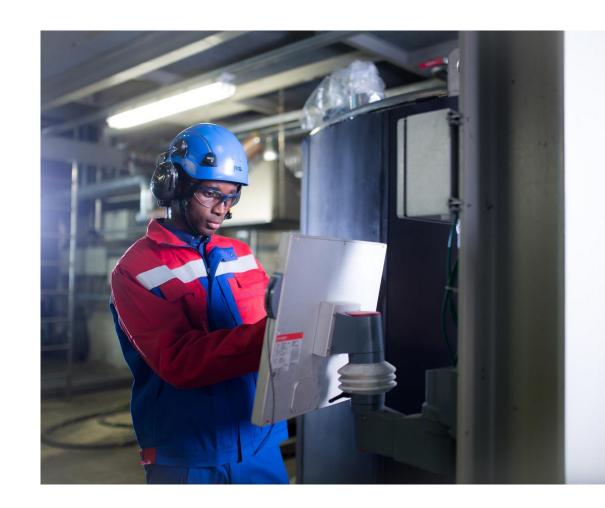
### New ambitious climate target set

- New ambitious target for scope 1 and scope 2 emissions: aim to reduce scope 1 and scope 2 emissions by 50% by 2030 (from 2018 baseline). Target is in line with limiting global warming to 1.5°C and will be validated by the SBTi.
- Commitment to develop a quantified near-term scope 3 emission reduction target, which will be validated by the SBTi
- Ambition to be carbon neutral by 2045 for scope
   1 and scope 2 emissions



### Key operative focus areas in 2022

- Continue actions to mitigate impacts from strong inflationary pressures
- Follow and mitigate the impacts of the war in Ukraine, particularly related to energy. Ensure delivery reliability in a volatile market environment.
- Increased focus on profitable growth; continue to progress biobased strategy
- Ensure operational agility in order to capture strong market demand
- Construction of new production capacity in China and Uruguay



PETRI CASTRÉN, CFO JULY 15, 2022

## Financials Q2 2022



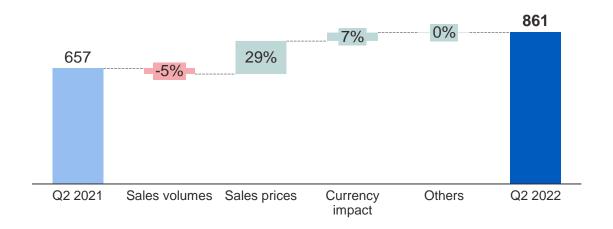
kemira Jul

### Revenue growth driven by higher sales prices

Q2/2022

### REVENUE AND ORGANIC GROWTH (Y-ON-Y)

EUR million



### **OPERATIVE EBITDA BRIDGE**

**EUR** million

## 107 -9 -18 -182 Q2 2021 Sales volumes Sales prices Variable costs Fixed costs Currency impact Others Q2 2022

### Organic revenue growth 24% in Q2 2022; 23% in H1 2022

- Revenue growth driven by higher sales prices. Sales volumes declined due to exit from Russia and strike at a customer in Finland.
- Organic revenue growth excluding the Oil & Gas business 24% in Q2 2022

### Operative EBITDA margin 14.2% in Q2 2022

 Margin declined from previous year's high level (16.3%) following continued strong inflationary pressures, particularly related to energy, raw materials and logistics. Actions ongoing to mitigate impacts on relative profitability.

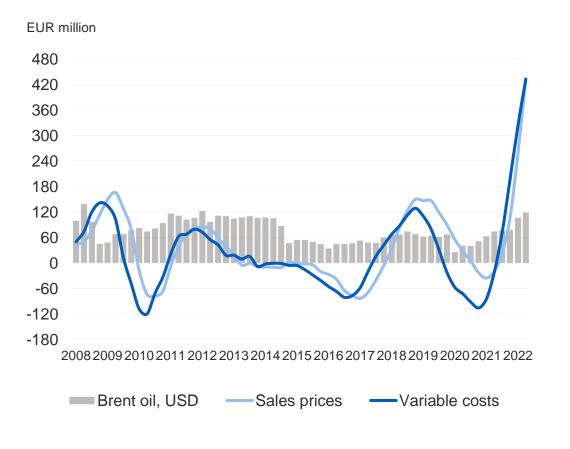
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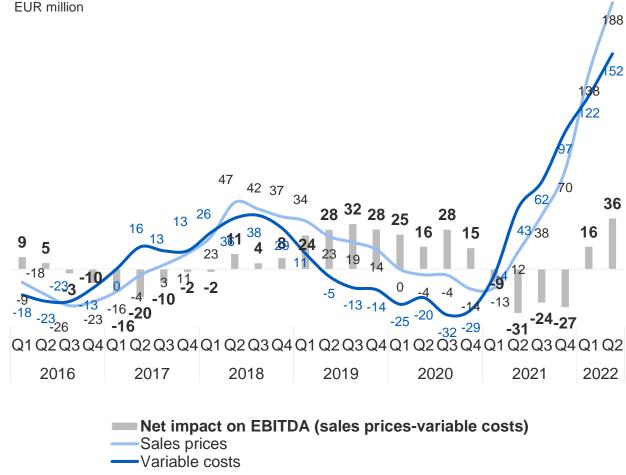
INVESTOR PRESENTATION

## Unprecedented increases in variable costs driving up sales prices

SALES PRICE VS VARIABLE COST TREND (ROLLING 12-MONTH CHANGE Y-O-Y)



SALES PRICES AND VARIABLE COSTS (CHANGE Y-O-Y)



### **Balance sheet remains strong**

#### NET WORKING CAPITAL DEVELOPMENT



 Net working capital increased due to higher inventories and receivables following higher raw material prices and strong revenue growth

### **NET DEBT (EUR million) AND LEVERAGE RATIO\***



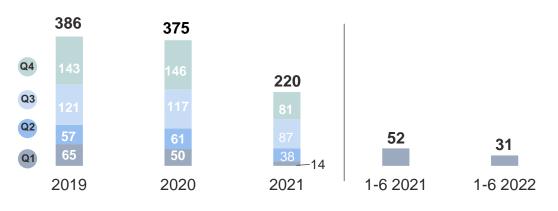
<sup>\*</sup> Leverage ratio = Net debt / last 12 months operative EBITDA

- Gearing 61% (69% in Q2 2021) within financial target range of below 75%
- Average interest rate of net debt excluding leases
   1.6% (1.8%) and duration 23 (33) months
- Kemira's shares in Pohjolan Voima and Teollisuuden Voima revalued during Q2 2022. Value of assets increased by EUR 141 million due to higher electricity prices. Value of electricity derivatives increased by EUR 75 million during Q2 2022.

### **Cash flow**

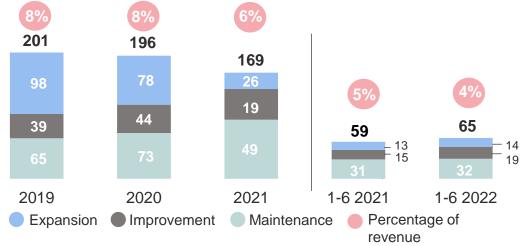
### ALL KEY FIGURES IN EUR MILLION

### **CASH FLOW FROM OPERATIONS**



- Cash flow from operations declined due to an increase in net working capital
- 10 MEUR of excess capital returned from Kemira's supplementary pension fund Neliapila in Finland in Q1 2022
- Cash flow typically H2 weighted

### CAPITAL EXPENDITURE EXCL. ACQUISITIONS



- Capex excluding acquisitions EUR 65 million in H1 2022
- Capex excl. acquisitions estimated to be around 6% of revenue in 2022:
  - Largest expansion capex projects: bleaching capacity expansion in Uruguay and ASA capacity expansion in China

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INVESTOR PRESENTATION



## Update: impacts from the war in Ukraine

### MAIN RISKS FROM THE WAR IN UKRAINE

- Direct impacts have been and are expected to be limited
- Possible indirect impacts: high energy prices and / or disruptions in European energy availability could lead to temporary production shutdowns at Kemira's customers and / or suppliers. No significant shutdowns in Q1 or Q2 2022. Accelerated inflation major risk.

### **KEMIRA'S EXPOSURE ON JUNE 30, 2022**

- Russia: At the end of June 2022, net assets related to the Russian business amounted to around EUR 11 million and consisted mainly of cash. Kemira's exit from Russia progressing well.
- Ukraine and Belarus: no assets or personnel

### Outlook for 2022 (upgraded on June 8, 2022)

### **REVENUE**

Kemira's revenue in local currencies, excluding acquisitions and divestments, is expected to increase from 2021 (EUR 2,674.4 million).

### **OPERATIVE EBITDA**

Kemira's operative EBITDA is expected to increase from 2021 (EUR 425.5 million).

### Previous outlook (published February 11, 2022)

Revenue: Kemira's revenue in local currencies, excluding acquisitions and divestments, is expected to increase from 2021 (EUR 2,674.4 million).

Operative EBITDA: Kemira's operative EBITDA is expected to be within a +/- 5% range of the operative EBITDA in 2021 (EUR 425.5 million).

### **ASSUMPTIONS FOR 2022**

Kemira's end-market demand in both segments is expected to be good in 2022. The outlook assumes no major disruptions to Kemira's manufacturing operations or further significant supply chain disruptions. The outlook also assumes normal energy availability in Europe. Inflationary pressures are expected to remain strong in 2022.



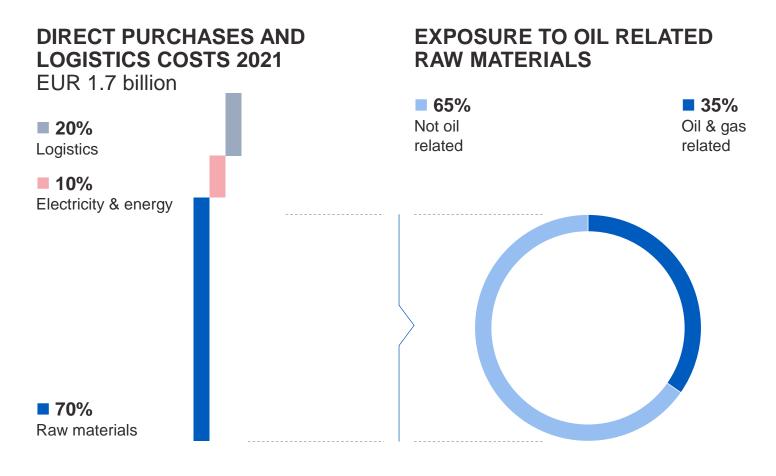
at London Stock Exchange on September 13, 2022 between 9 am and noon

Kemira

JULY 15, 2022

INVESTOR PRESENTATION

## Kemira's cost structure and top raw materials



### TOP 12 RAW MATERIALS BY SPEND (around 50% of total raw material spend)

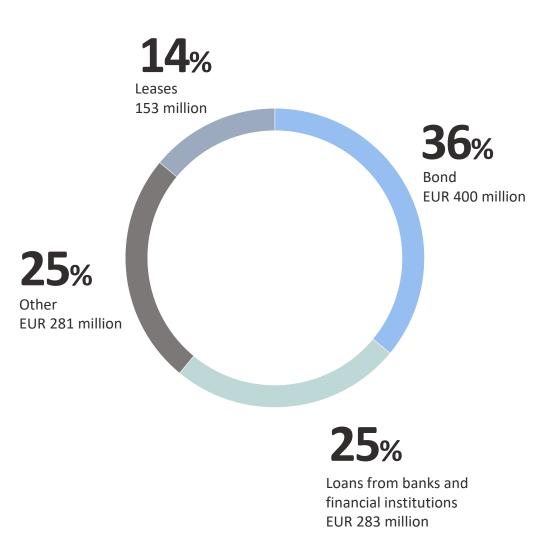
- 1. Acrylonitrile (OD)
- 2. Sodium hydroxide (caustic soda)\*
- 3. Fatty acid
- 4. Colloidal silica dispersion\*
- 5. Amines (OD)
- 6. Aluminium Hydrate
- 7. Acrylic Acid (OD)
- 8. Alpha olefin (OD)
- 9. Petroleum solvents (OD)
- 10. Acrylic ester (OD)
- 11. Sodium chloride (salt)
- 12. Epichlorhydrine (OD)

OD = Oil & gas derivative

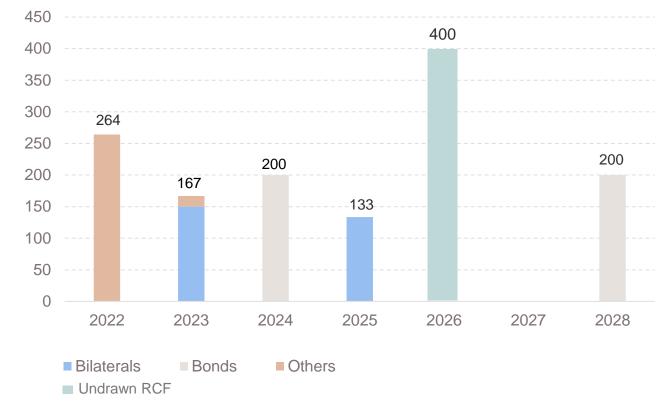
\* Mainly trading materials

Figures rounded to the nearest 5%

### Kemira has a diversified financing base



GROSS DEBT END OF JUNE 30, 2022 EUR 1,106 MILLION, MATURITY PROFILE EXCLUDING LEASES



Kenira July 15, 2022 INVESTOR PRESENTATION

## Majority of contracts with fixed annual pricing

Pulp & Paper – Contract types and pricing terms\*

- Length Around 95% of contracts are 1-year or longer / only 5% are spot deals
- Pricing Around 65% fixed / 35% formula or spot pricing

Industry & Water – Contract types and pricing terms\*

- Length Around 70% of contracts are 1-yr or longer / 30% spot deals
- Pricing Around 70% fixed (particularly in municipal) / 30% formula or spot pricing, incl. Oil & Gas where contracts are either formula or spot based

\*contract length does not necessarily correlate with fixed pricing. Kemira has a number of multi-year contracts that are based on formula pricing.

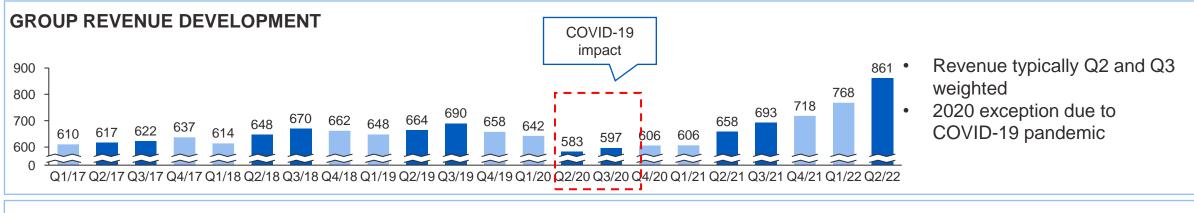


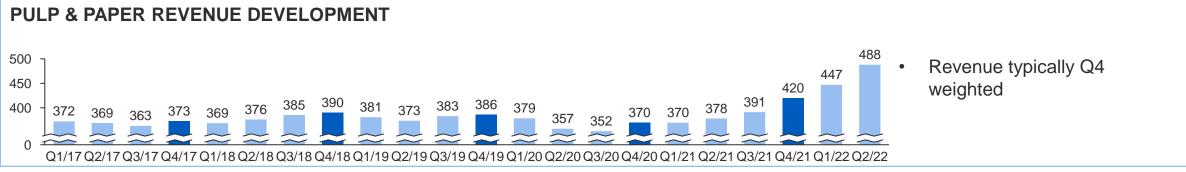
**Q1 2022 UPDATE** 

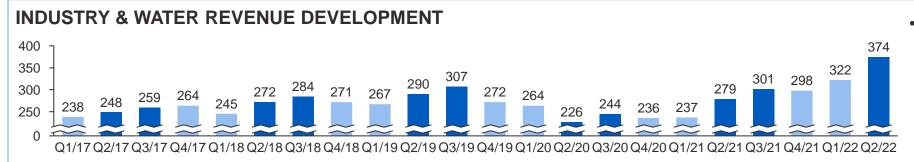
WORK ONGOING TO SHORTEN PRICING CHECK POINTS IN CUSTOMER CONTRACTS

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### Revenue has a seasonal pattern







- Q2 and Q3 typically strongest revenue quarters
  - Oil & Gas activity highest during summer
  - Water treatment some Q3 seasonality

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## Appendix



JULY 15, 2022 INVESTOR PRESENTATION

### **Key figures**

EUR million	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	2021	2020
Revenue	861.4	768.1	718.2	692.7	657.5	2,674.4	2,427.2
Operative EBITDA	122.1	120.0	97.8	115.9	107.3	425.5	435.1
margin	14.2%	15.6%	13.6%	16.7%	16.3%	15.9%	17.9%
Operative EBIT	69.7	68.9	47.0	64.5	58.2	225.4	237.7
margin	8.1%	9.0%	6.5%	9.3%	8.9%	8.4%	9.8%
Net profit	46.9	42.2	9.8	39.6	24.9	115.2	138.0
Earnings per share, diluted, EUR	0.29	0.26	0.05	0.25	0.15	0.70	0.86
Cash flow from operations	41.6	-10.9	80.8	86.9	38.6	220.2	374.7
Capex excl. acquisitions	38.5	26.1	74.5	35.1	32.5	168.8	195.6
Net debt	959	900	850	800	831	850	759
NWC ratio (rolling 12 m)	11.4%	10.6%	9.9%	9.7%	9.8%	9.9%	9.9%
Operative ROCE (rolling 12 m)	11.8%	11.7%	11.3%	12.0%	11.9%	11.3%	12.1%
Personnel at period-end	4,976	4,939	4,926	4,937	5,008	4,926	4,921

### **Cash flow**

EUR million	Q2 2022	Q2 2021	2021	2020
Net profit for the period	47	25	115	138
Total adjustments	76	74	273	298
Change in net working capital	-52	-39	-80	-3
Finance expenses	-20	-13	-44	-22
Income taxes paid	-9	-8	-44	-37
Net cash generated from operating activities	42	39	220	375
Capital expenditure in associated companies and in other shares	0	0	-1	-3
Capital expenditure	-39	-33	-169	-196
Proceeds from sale of assets	3	0	7	2
Change in long-term loan receivables	0	0	0	-6
Cash flow after investing activities	7	6	57	173



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JULY 15, 2022

### Pulp & Paper

### **KEY FINANCIALS**

EUR million	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	2021	2020
Revenue	487.6	446.5	420.4	391.3	378.4	1,559.6	1,457.6
Operative EBITDA	73.6	71.3	60.5	63.5	57.8	244.7	260.2
margin	15.1%	16.0%	14.4%	16.2%	15.3%	15.7%	17.9%
Operative EBIT	42.8	40.7	30.4	32.5	28.1	124.3	138.0
margin	8.8%	9.1%	7.2%	8.3%	7.4%	8.0%	9.5%
Operative ROCE*, %	11.4%	10.5%	10.1%	10.8%	10.9%	10.1%	11.1%
Capital expenditure (excl. M&A)	24.7	17.9	39.9	19.9	17.6	88.5	91.9
Cash flow after investing activities	49.3	-23.7	17.0	26.7	24.7	94.6	162.2

<sup>\*12-</sup>month rolling average

JULY 15, 2022

### **Industry & Water**

### **KEY FINANCIALS**

EUR million	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	2021	2020
Revenue	373.8	321.5	297.8	301.4	279.1	1,114.8	969.5
Operative EBITDA	48.5	48.8	37.3	52.3	49.5	180.8	174.8
margin	13.0%	15.2%	12.5%	17.4%	17.7%	16.2%	18.0%
Operative EBIT	26.9	28.2	16.6	31.9	30.1	101.2	99.7
margin	7.2%	8.8%	5.6%	10.6%	10.8%	9.1%	10.3%
Operative ROCE*, %	12.5%	13.4%	13.2%	13.9%	13.6%	13.2%	13.9%
Capital expenditure (excl. M&A)	13.8	8.2	34.7	15.1	15.0	80.3	103.6
Cash flow after investing activities	-13.4	7.1	9.1	38.2	2.7	50.9	69.8

\*12-month rolling average

JULY 15, 2022

### **Key figures and ratios – 5-year summary**

EUR million (except ratios)	2017	2018	2019	2020	2021
Revenue	2,363.3	2,486.0	2,658.8	2,427.2	2,674.4
Operative EBITDA	302.5	311.3	410.0	435.1	425.5
of which margin	12.8%	12.5%	15.4%	17.9%	15.9%
Operative EBIT	170.1	170.3	224.0	237.7	225.4
of which margin	7.2%	6.9%	8.4%	9.8%	8.4%
Cash flow from operations	270.6	205.1	386.2	374.7	220.2
Capital expenditure, excluding acq.	212.6	190.1	201.1	195.6	168.8
Gearing at period-end	54	59	66	63	63
Inventories	217	224	261	242	352
Personnel at period-end	4,818	4,732	5,062	4,921	4,926

### Per share figures – 5-year summary

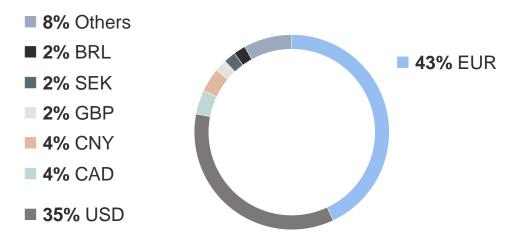
	2017	2018	2019	2020	2021
Earnings per share, EUR	0.52	0.58	0.72	0.86	0.70
Cash flow from operating activities per share, EUR	1.35	1.38	2.53	2.45	1.44
Equity per share, EUR	7.61	7.80	7.98	7.80	8.68
Dividend per share, EUR	0.53	0.53	0.56	0.58	0.58
Share price, EUR, end of period	11.5	9.85	13.26	12.94	13.33
Market capitalization, EUR million (excl. treasury shares)	1,752	1,502	2,024	1,979	2,041
Number of shares, million (excl. treasury shares)	152.4	152.4	152.5	152.9	153.1
P/E ratio	22.3	16.8	18.4	15.1	18.9
P/CF ratio	8.5	7.1	5.2	5.3	9.27
P/B ratio	1.5	1.3	1.7	1.7	1.5
Dividend yield, %	4.6	5.4	4.2	4.5	4.4

## Currencies had a positive impact on revenue and operative EBITDA

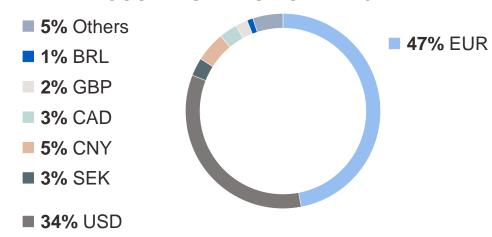
- Main currency exposure comes via translation impact
- Transaction risk is limited as revenues and costs are typically in same currency due to local manufacturing. Transaction risk mostly hedged.
- 10% change in Kemira's main foreign currencies would have approximately EUR 15 million impact on operative EBITDA on an annualized basis.

Currency exchange rates had **EUR +73 million impact on revenue** and **EUR +8 million impact on the operative EBITDA** in H1 2022 compared to H1 2021.

### **KEMIRA REVENUE DISTRIBUTION IN 2021**

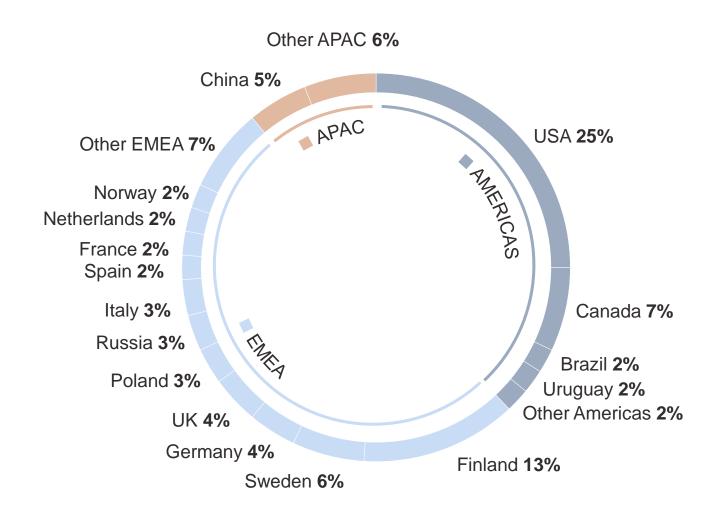


### **KEMIRA COST DISTRIBUTION IN 2021**



### Revenue split by country

FY 2021



## **Kemira – largest shareholders and Board of Directors**

### **SHAREHOLDERS ON JUNE 30, 2022**

### % OF SHARES

1. Oras Invest	20.6%
2. Solidium (owned by State of Finland)	10.2%
3. Ilmarinen Mutual Pension Insurance Comp	2.5%
4. Nordea Funds	2.4%
5. Varma Mutual Pension Insurance Company	2.3%
6. Kemira Oyj	1.3%
Total number of shares	155,342,557
Foreign ownership of shares	30.5%
Total number of shareholders	49,903

### **KEMIRA BOARD OF DIRECTORS**



MATTI KÄHKÖNEN Chair Member since 2021



WERNER FUHRMANN Member since 2020



ANNIKA
PAASIKIVI
Vice Chair
Member
since 2022



TIMO LAPPALAINEN Member since 2014



SHIRLEY CUNNINGHAM Member since 2017



KRISTIAN PULLOLA Member since 2021



WOLFGANG BÜCHELE Member in 2009-2012 and since 2014



TINA SEJERSGÅRD FANØ Member since 2022

### Kemira's Management Board



JARI ROSENDAL
President and CEO
Acting Head of Pulp & Paper segment
With Kemira since 2014

**TBC**President
Pulp & Paper



PETRI CASTRÉN CFO With Kemira since 2013



ESA-MATTI PUPUTTI EVP, Operational Excellence & Sustainability With Kemira since 2015



ANTTI SALMINEN
President
Industry & Water
With Kemira since 2011



MATTHEW PIXTON CTO With Kemira since 2016



**EEVA SALONEN**EVP, Human Resources
With Kemira since 2008

Jukka Hakkila, Group General Counsel, (with Kemira since 2005) acts as secretary of Management Board and Board of Directors.

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### Pulp & Paper

### **TECHNOLOGY AND MARKET LEADER**

RAW MATERIALS	INTERMEDIATES	PRODUCTS	APPLICATIONS	CUSTOMER INDUSTRIES	CUSTOMERS
Electricity Sodium chloride (salt) Crude tall oil Cationic monomer Acrylonitrile Acrylic acid Olefins Fatty acids Maleic anhydride Sulfur	Tall oil rosin AKD Wax Isomerized olefins Acrylamide	Sodium chlorate Hydrogen peroxide Polymers Defoamers Coagulants Biocides Sizing Strength Additives Surface additives Colorants Sulfuric acid	Pulping Bleaching Retention Wet-end process control WQQM Sizing Strength Surface treatment Coloring	Pulp Packaging and board Printing and writing Tissue	All the major global paper and pulp producers

Value chain part covered by Kemira

MAIN COMPETITORS: Solenis, Nouryon, Ecolab, Kurita, SNF

**kemira** 

JULY 15, 2022 INVESTOR PRESENTATION

### **Industry & Water**

### TECHNOLOGY AND MARKET LEADER IN WATER TREATMENT AS WELL AS IN NICHE APPLICATIONS IN OIL & GAS

RAW MATERIALS	INTERMEDIATES	PRODUCTS	APPLICATIONS	SALES CHANNELS	CUSTOMERS
Acrylonitrile Acrylic acid Sulfuric acid Hydrochloric acid Aluminium hydrate Iron ore Pickling liquor Copperas Various monomers	Acrylamide Cationic monomer	Polymers (EPAM, DPAM) Al Coagulants Fe Coagulants Dispersants & antiscalants Biocides Emulsifiers Defoamers Formulations	Raw water & waste water treatment Sludge treatment Friction reduction Enhanced oil recovery Tailings treatment Mining processes	Direct sales Distributor/reseller Service companies	Municipalities Private operators Industrial customers Pumpers Oil & Gas operators Service companies Mine operators

■ Value chain part covered by Kemira

MAIN COMPETITORS

Coagulants: mainly local small companies, Feralco, USALCO, Kronos, PVS,

Polymers: SNF, Solvay, Ecolab, Solenis

### Important information about financial figures

Kemira provides certain financial performance measures (alternative performance measures) that are not defined by IFRS. Kemira believes that alternative performance measures followed by capital markets and management, such as organic growth (=revenue growth in local currencies, excluding acquisitions and divestments), EBITDA, operative EBITDA, cash flow after investing activities, and gearing provide useful information of its comparable business performance and financial position. Selected alternative performance measures are also used as performance criteria in remuneration.

Kemira's alternative performance measures should not be viewed in isolation to the equivalent IFRS measures and alternative performance measures should be read in conjunction with the most directly comparable IFRS measures. Definitions of the alternative performance measures can be found in the Definitions of the key figures in this report, as well as at www.kemira.com > Investors > Financial information.

All the figures in this report have been individually rounded and consequently the sum of individual figures may deviate slightly from the sum figure presented.

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### Kemira

Chemistry with a purpose. Better every day.