

Kemira – solid equity story with good profitability improvement track record

KEMIRA TODAY

Kemira is a global leader in sustainable chemical solutions for water-intensive industries

2.8

Revenue in EUR billion excl. O&G (LTM until 6/2024)



20.9%

Operative EBITDA margin excl. O&G (LTM until 6/2024)



21.6%

Return on Operative Capital Employed excl. O&G (LTM)

57

Manufacturing sites



110

Ship-to-countries



4,783

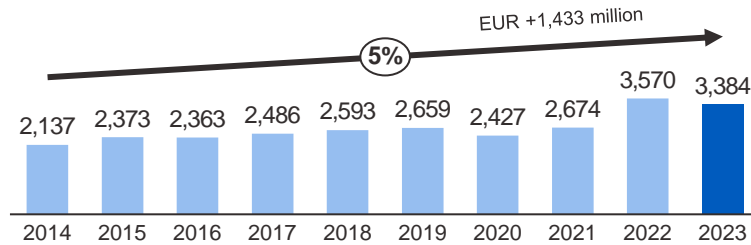
Employees (Q2 2024)



DELIVERING PROFITABLE GROWTH

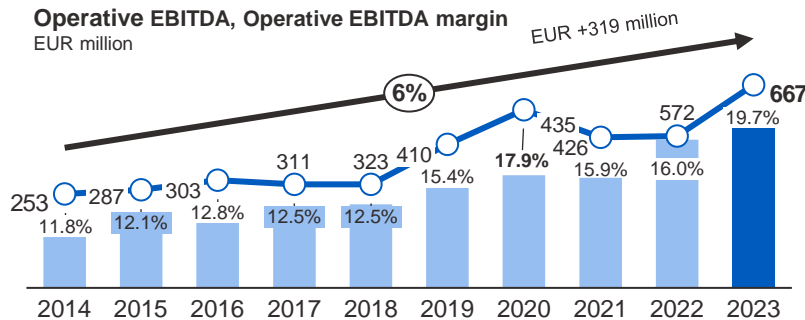
Revenue

EUR million



Operative EBITDA, Operative EBITDA margin

EUR million



kemira

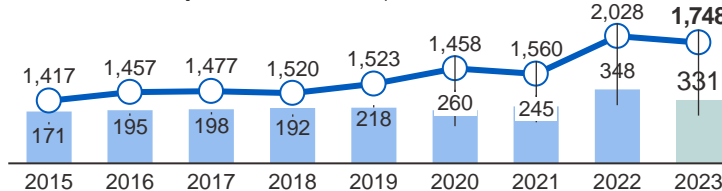


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PULP & PAPER SEGMENT

Last 12 months (Q3/23 – Q2/24): Revenue EUR 1,658 million, Operative EBITDA EUR 313 million, margin 18.9%

Revenue and operative EBITDA (EUR million)



Market environment

Solenis

#1

Kemira (pulp and paper) market share ~18%

#2

Nouryon (pulp)

#3

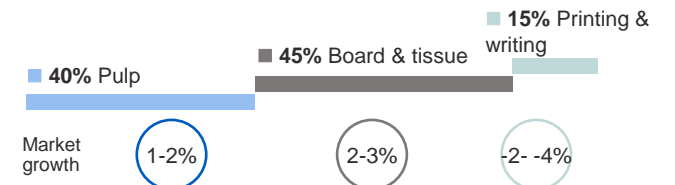
Ecolab (paper)

#4

Kurita (paper)

#5

Revenue by customer type and market growth



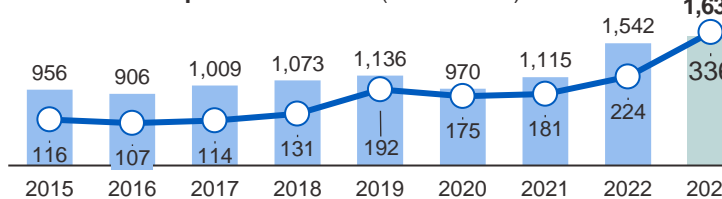
Customer examples



INDUSTRY & WATER SEGMENT

Last 12 months (Q3/23 – Q2/24) adjusted for O&G divestment: Revenue EUR 1,179 million, Operative EBITDA EUR 280 million, margin 23.7%

Revenue and operative EBITDA (EUR million)



Market environment

Water treatment

Kemira's market share ~30% in coagulants and ~20% in polymers in EMEA & NA

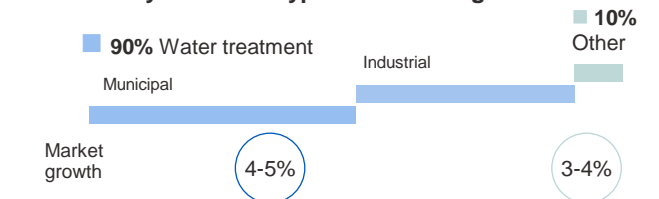
Main competitors in coagulants:

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

Main competitors in polymers:

- SNF

Revenue by customer type and market growth



Customer examples

Municipal

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

Industrial

customer examples



Strategy, financial targets and dividend

STRATEGY IN BRIEF – HOW KEMIRA CREATES VALUE



OUR MARKET FOCUS

Chemicals for Pulp & Paper and Water Treatment #1 or #2 in our core markets

Market growth estimated to be 2-3% 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

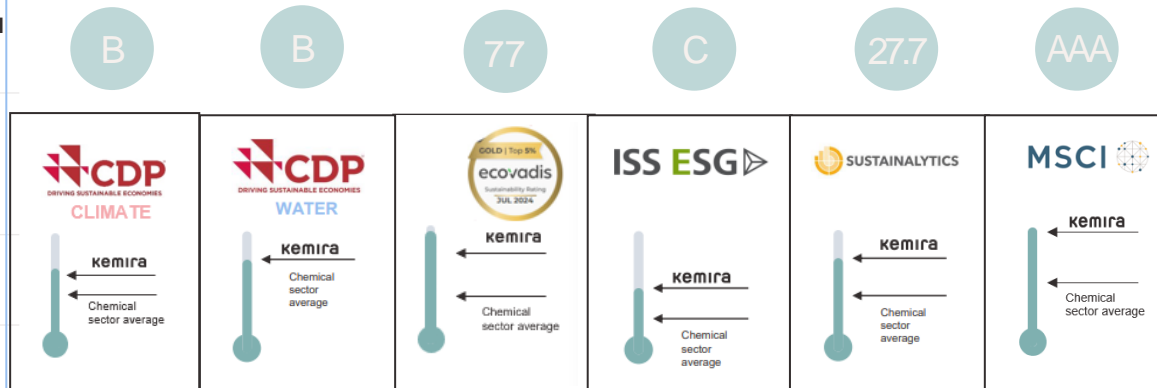
Sustainability at the core of Kemira's strategy

FINANCIAL TARGETS

Targets	2023	Q2 2024	Financial target
Revenue	MEUR 3,384 Change -5%	MEUR 733.4 Change +3%	Above-market growth
Operative EBITDA	19.7%	19.2%	15-18%
Gearing	32%	21%	Below 75%

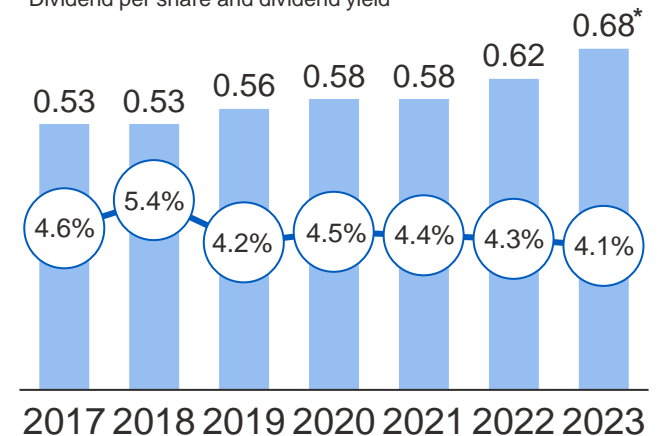
WE HAVE A STRONG COMMITMENT TO SUSTAINABILITY

Kemira's ratings



STABLE AND COMPETITIVE DIVIDEND

Dividend per share and dividend yield



*Dividend to be paid in two installments, first paid in April and the second installment in November.

