

# Kemira – solid equity story with good profitability improvement track record

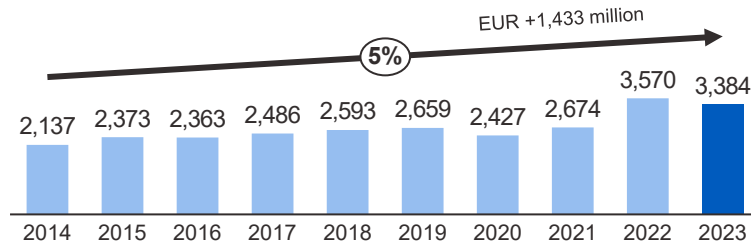
## KEMIRA TODAY

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

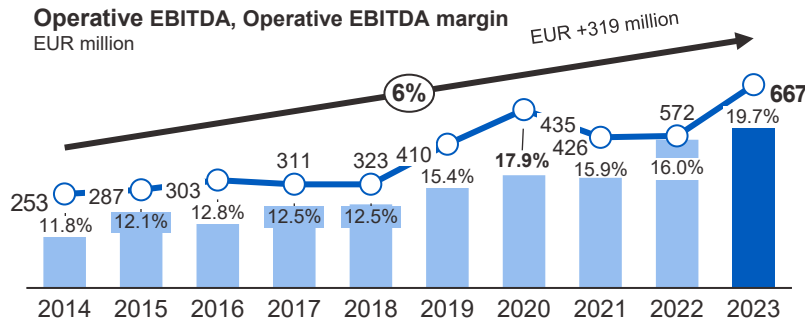


## DELIVERING PROFITABLE GROWTH

Revenue  
EUR million



Operative EBITDA, Operative EBITDA margin  
EUR million



**kemira**

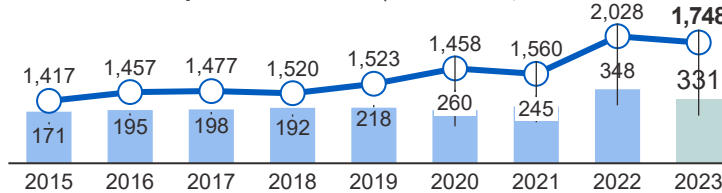


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## PULP & PAPER SEGMENT

Last 12 months (Q4/23 – Q3/24): Revenue EUR 1,653 million, Operative EBITDA EUR 314 million, margin 19.0%

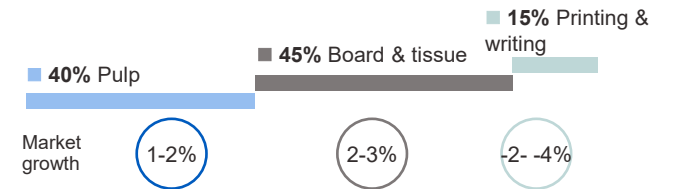
Revenue and operative EBITDA (EUR million)



Market environment

Solenis	#1
<b>Kemira (pulp and paper) market share ~18%</b>	#2
Nouryon (pulp)	#3
Ecolab (paper)	#4
Kurita (paper)	#5

Revenue by customer type and market growth



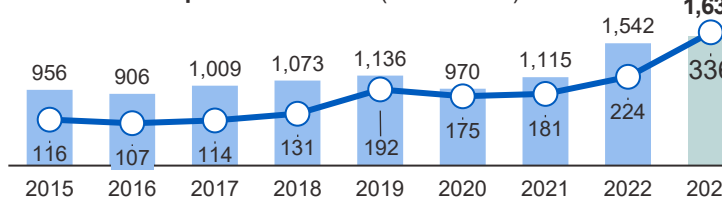
Customer examples



## INDUSTRY & WATER SEGMENT

Last 12 months (Q4/23 – Q3/24) adjusted for O&G divestment: Revenue EUR 1,217 million, Operative EBITDA EUR 282 million, margin 23.2%

Revenue and operative EBITDA (EUR million)



Market environment

Water treatment  
Kemira's market share ~20-25% in coagulants and ~20% in polymers in EMEA & ~10% in NA

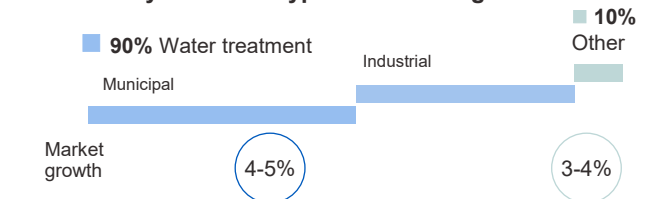
Main competitors in coagulants:

- 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

WE ARE WELL POSITIONED FOR PROFITABLE GROWTH

## STRUCTURALLY STRONGER FUNDAMENTALS

Strong market positions: #2 in Pulp & Paper and #1-#2 in water treatment in EMEA and Americas

Structurally stronger margins

Record-strong balance sheet enabling growth focus

## WE ARE ACCELERATING GROWTH

Water and sustainability at the heart of Kemira's growth strategy

Pulp & Paper market expected to grow 2-3% p.a., Industry & Water 3-5% p.a.

Kemira focused on both organic and inorganic growth opportunities, particularly in water

## WE WILL EXECUTE FASTER THROUGH THE NEW KEMIRA ORGANIZATION

New operating model planned to be operational January 2025

Three new business units: Water Solutions, Packaging & Hygiene Solutions and Fiber Essentials

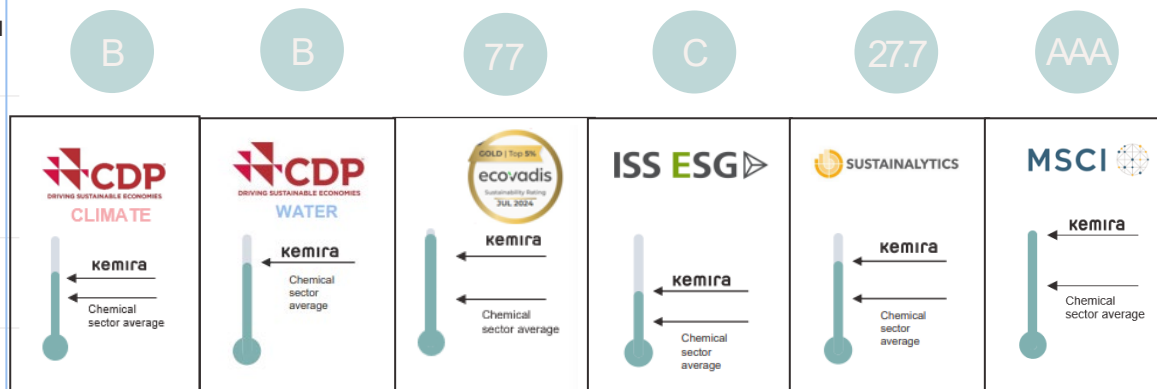
New long-term financial targets published

## FINANCIAL TARGETS

Targets	2023	Q3 2024	Financial target
Revenue	MEUR 2,889 Change -2%	MEUR 727.6 Change +2%	Avg. Annual organic growth >4%
Operative EBITDA	19.7%	20.3%	18-21%
Operative ROCE%	22.4%	21.6%	>16%

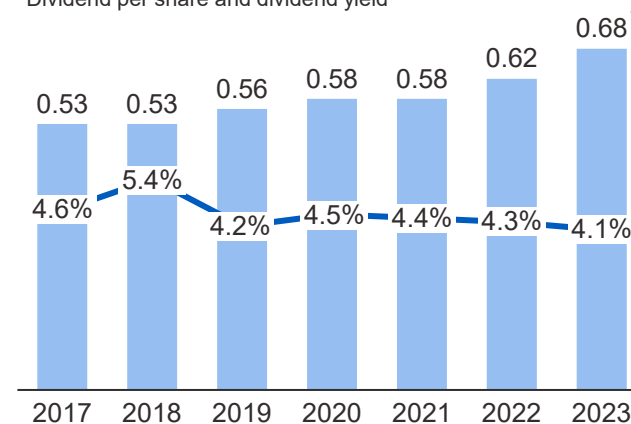
## WE HAVE A STRONG COMMITMENT TO SUSTAINABILITY

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.

