

Investor Presentation

May 20<mark>24</mark>



Investor Presentation

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- 9. Outlook

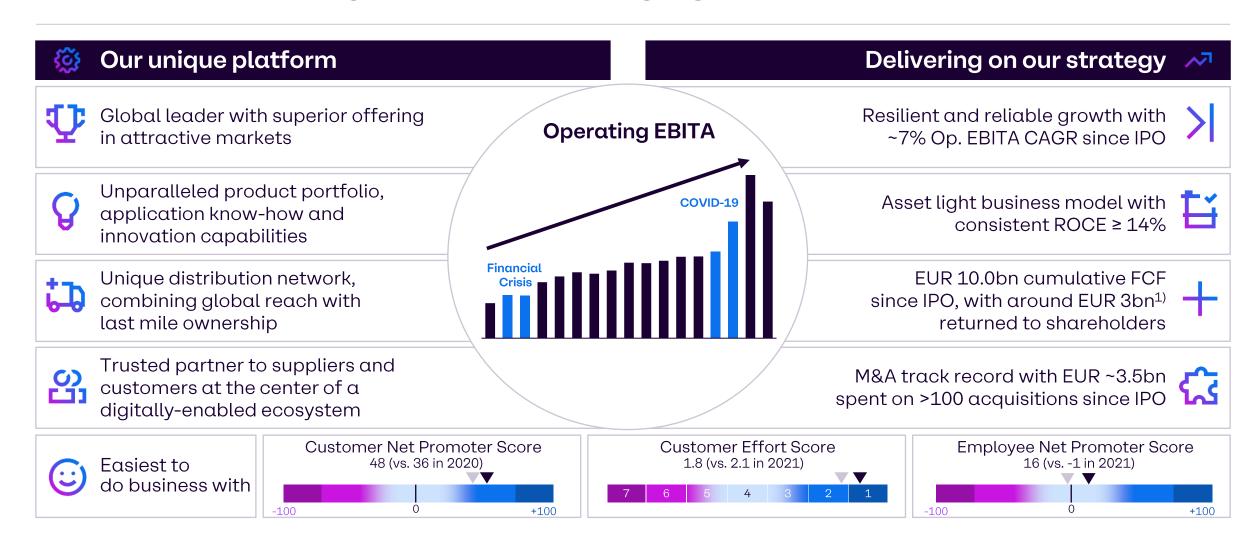


Investment Highlights





Brenntag is the undisputed leader in a structurally expanding market, delivering reliable earnings growth







Two global divisions: Brenntag Specialties and Brenntag Essentials

Brenntag Specialties EUR 1.5bn EUR 551m FY 2023 Op. Gross Profit FY 2023 Operating EBITA 1.000's ~100k Suppliers Customers **78** >400 Sites and value-added facilities **I&ACs** globally Highly specialized performance chemicals & ingredients Industry focus Attractive supplier portfolio Strong customer relationships Innovation capabilities Value-added services Application and formulation expertise Regulatory expertise

Brand awareness

Brenntag Essentials EUR 2.5bn **EUR 849m** FY 2023 Op. Gross Profit FY 2023 Operating EBITA 1.000's ~150k Suppliers Customers >70 ~100 Countries Last Mile Service Operations Process chemicals Cross-industry products Global product & market intelligence Local market know how & Cost- efficient last mile excellence High barriers to entry with a broad global asset base Broad and in-depth regional supply chain network

with Inter-regional connectivity

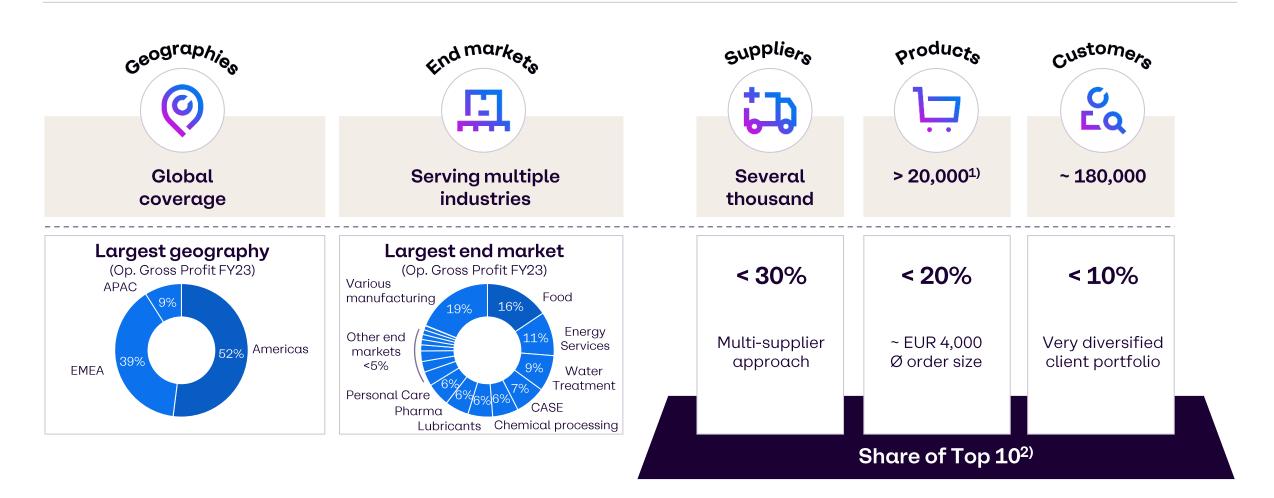
Regulatory expertise

Strong service excellence mindset





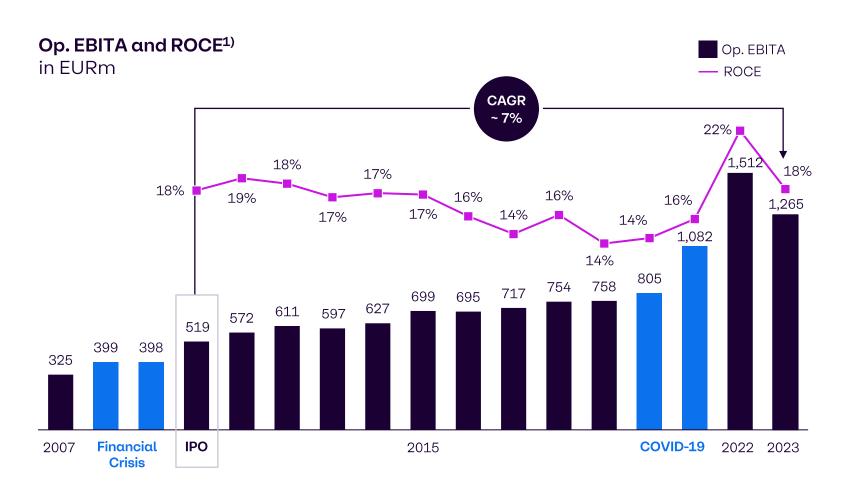
Brenntag operates a highly diversified global footprint with around 600 sites in 72 countries







Track record of sustainable, resilient and accretive growth



- Consistent growth profile
- Ability to protect profitability even in macro downturns
- ROCE significantly above WACC (~6-9%)
- Countercyclical cash flow profile
- Recurring bolt-on M&A compounds earnings growth





M&A is a core part of the growth story

Compounding value creation over time¹⁾



EUR ~5.5bn of acquired revenue



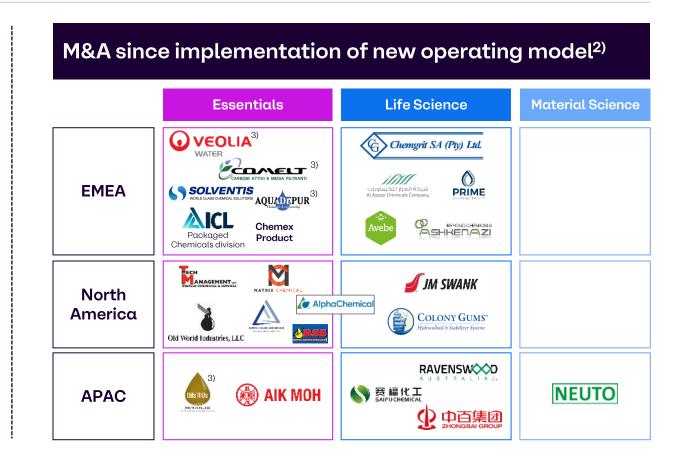
EUR ~3.5bn spent on >100 acquisitions



~8x average EBITDA pre-synergies multiple



~3% annual Op. EBITA growth contribution



>400 potential targets in the M&A pipeline for BES & BSP





Capital allocation framework

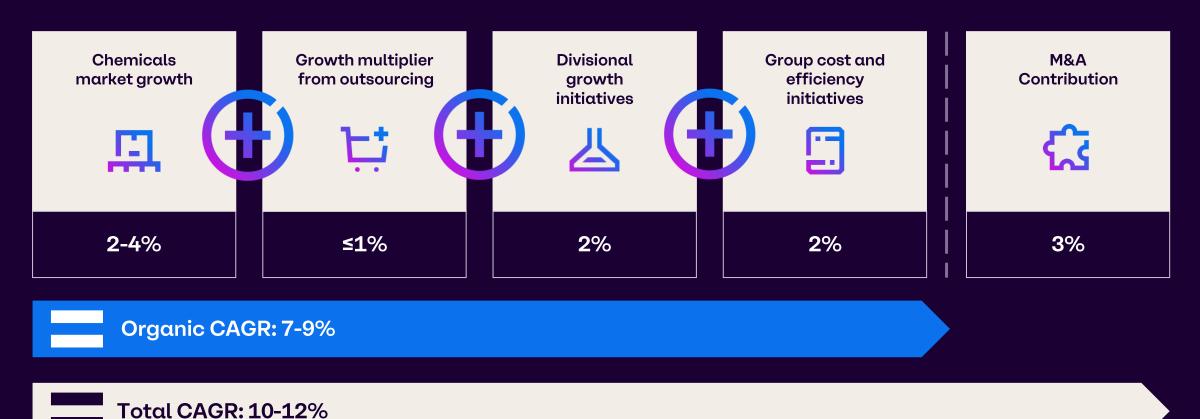
Capital allocation framework	Сарех	 Reinvestment in the business through annual Capex of EUR 300-400m Capex guidance also including DiDEX investments 				
	M&A		n value-generating bolt-on M&A where I&A spend, implies contribution of ~3%			
Shareholder returns		 35-50% of consolidated profit after tax is paid to shareholders as dividend on an annual basis Additional capital returns will be considered if value-maximizing for our shareholders 				
Leverage	Investment	t grade credit rating	Target leverage: ~2.0x	Current leverage: ~1.4x ¹⁾		





Our growth formula for 2027

Key components contributing to our Op. EBITA CAGR







Overview Investment highlights

Brenntag: the undisputed and resilient leader of the chemical distribution industry



Two global market leaders

with superior offering: Brenntag Specialties & **Brenntag Essentials**



Significant growth potential

in an attractive industry



Superior business model

with resilience through the downturn



Trusted partner

with access to global supply chains and ownership of last mile delivery



Unparalleled product portfolio,

application know-how and innovation capability



Frontrunner in Digital & Data

to connect supply partners and customers



Sound financial profile

with consistent growth and strong dividend track record



Leading consolidator

in a highly fragmented market



Sustainability leader

in chemical distribution with ambitious mid-and long-term targets





Chemical Distribution Business Model





Distribution is an attractive and indispensable market, growing faster than chemical manufacturing

Distributors are an indispensable channel...

Chemical suppliers

Reinforce suppliers' strategy, e.g., brand proposition, value versus volume strategies, new product introduction and sustainability Complexity reduction



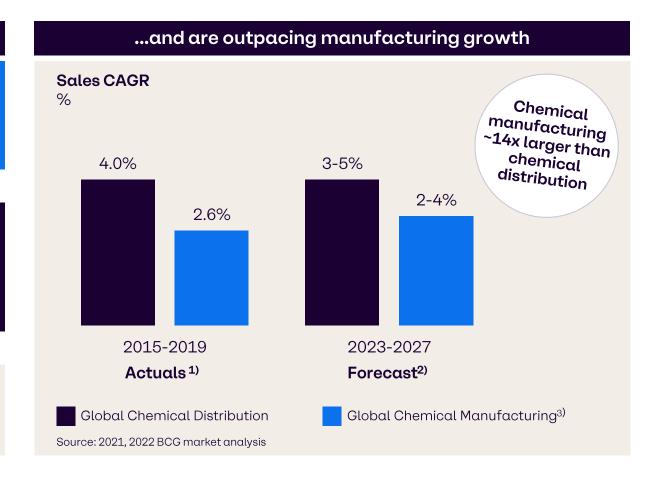
Chemical distributors

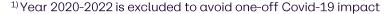
Connect 1,000s of suppliers and customers Extensive technical and application know-how Highest safety and compliance standards Capability to manage complexity



OEMs and customers

Value-added and cost-efficient service provider Reduced complexity for small volume purchases





²⁾ Forward looking growth rates are real growth rates



Distributors perform a value-added function with economies of scale

Purchase

Sourcing from various suppliers, leveraging global scale and regional network

Storage

Storing and inventory management

Transport

Provide logistics solutions Managing transportation complexity

Filling, Packaging & Labelling

auantities

Filling, labelling, bar-coding and palletizing

BRENNTAG Know-how, Innovation & Sustainability Employees

Customers

communities

00

Innovation & application development Drive suppliers' and customers' sustainability agenda

Mixing, Blending & Formulating

Mixing & blending according to customer specific requirements Formulating & technical support from dedicated application laboratories

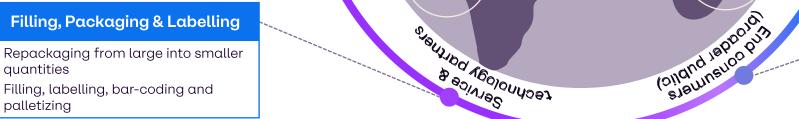
Bundling Transport

Leveraging high route density based on local scale

Utilizing transportation for drum return services

Vendor-managed Inventory

Providing just-in-time delivery and vendor-managed inventory services



Politics

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Supply Partners

Indirect suppliers





Comparison of different ecosystem key constituents

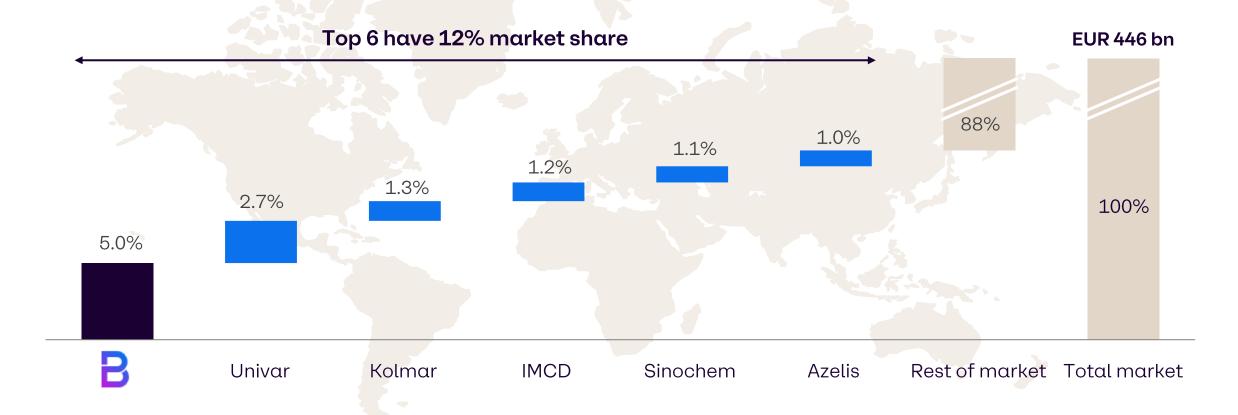
	"What we are" B BRENNTAG	"What we are not" Chemical Producer
Business model	B2B Services / solutions	Manufacturing
Product portfolio	Full-line	Narrow
Customer base	Broad in diverse end-markets	Narrow
Customer order size	Small	Large
Delivery method	Less-than-truckload	Truckload and larger
Fixed assets	Low intensity	High intensity
Fixed asset flexibility	Multi-purpose	Narrow purpose
Cost base	Variable	Fixed
Raw material prices	Market	Contract
Input / Output pricing	Connected	Disconnected

Chemical distribution substantially differing from chemical production



Brenntag is the undisputed global leader in a highly fragmented chemical and ingredients distribution market

Chemical and ingredients distribution sales-based market share (%), 20221)







Industry Dynamics





Creating optionality aligned with industry trends

	Industry trends	Brenntag growth & leadership drivers	
1	Continued outsourcing and increase of value-added services	Attractive distribution market with mid-term underlying sales growth of 3 to 5% p.a. ¹⁾	
2	Continued economic and geopolitical uncertainty impacting supply chains	Global reach providing highest security of supply & ability to optimize product flows	
3	Increasing regulations and need for sustainability-driven portfolios & solutions	Uniquely positioned across the ecosystem to connect suppliers & customers and deliver sustainable solutions	
4	Exponential growth in available data , processing power and Al	Industry-leader through DiDEX and further data and tech-driven initiatives	
5	Bifurcation of supplier and customer needs between Industrials & Specialties	Two fully autonomous divisions , ready for future optionality	
6	Accelerating consolidation & specialization supported by sponsor-backed platforms		

Delivering the Horizon 3 strategic vision



Bifurcation of supplier & customer needs requires distinct business models, making full-line value propositions obsolete

Industrial

Supplier needs

- Broad global access to SME customers across industries
- Capabilities & infrastructure to manage complexity





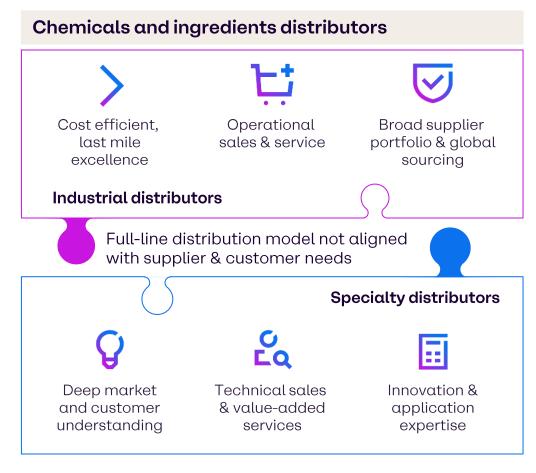


- Exclusive distribution mandates
- Sales & marketing extension for suppliers









Customer needs

- Lowest cost-to-serve
- Safe delivery & security of supply
- Reliable and fastest customer service







- Growing need for technical and innovation support
- Comprehensive product portfolio
- Higher relevance of formulation capability and re-packing



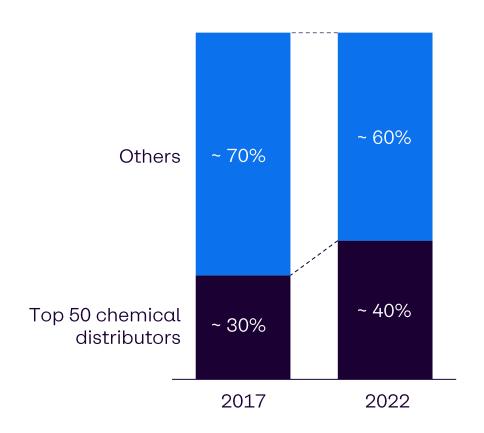




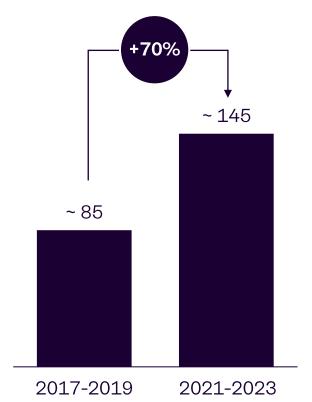


Consolidation in chemical distribution has accelerated...

Global chemical distribution market sales



Number of deals executed by Top 50 chemical distributors



Top 50 players have gained 10%-points market share over last 5 years

Trend supported by 70% more M&A activity





... with larger and more specialized platforms and new ownership models





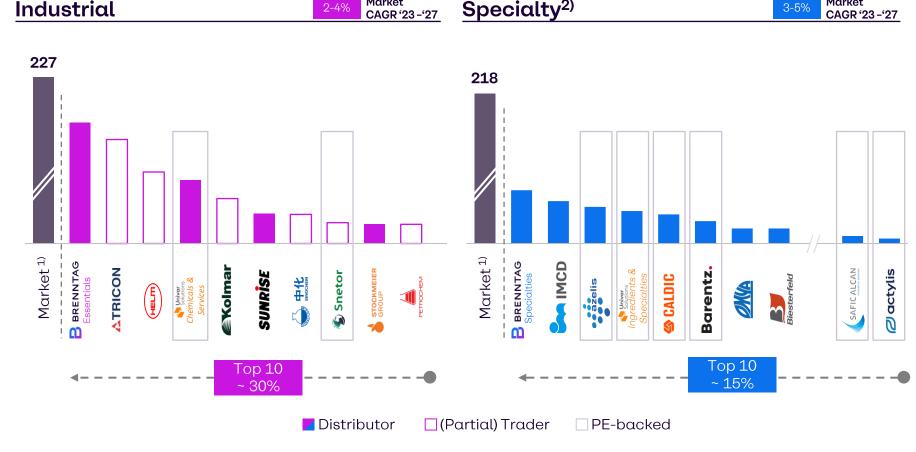
M&A is a key strategic pillar to Brenntag



Creating two autonomous leaders in an evolving industry landscape

Market share of Global Chemical Distribution Players 2022¹⁾

Market







Market

Horizon 1-3: Corporate Strategy & Advanced Operating Model



Continuing our transformation journey

2026+ Horizon 3 Horizon 2 Horizon 1 "Leader across all dimensions" Pre-Horizon "Strategy to win" "Project Brenntag" Disentanglement resulting in "Legacy Model" distinct, high performing Differentiated divisional businesses supported by a lean strategies accelerating organic corporate center growth Full business autonomy Expanding digital capabilities for Brenntag Essentials and Leadership in sustainability Market-focused Legal entity-driven, full-Brenntag Specialties in separate Doubled M&A investment operating model line distribution model legal entities Making Brenntag Foundation for Horizon 3 with local operating focus Ready for future optionality "fit for future growth" Subpar organic growth 2014-2019 In execution Initiating now

Distinct, high performing businesses aligned with business drivers and market requirements



Ewout van Jarwaarde Chief Executive Officer Brenntag Essentials



Dr. Christian Kohlpaintner *Chief Executive Officer*



Dr. Kristin NeumannChief Financial Officer



Michael Friede Chief Executive Officer Brenntag Specialties

Brenntag Essentials ExCo1)

Brenntag Essentials

- Cost efficiency
- Secure and safe handling of supply chains
- Global reach and last mile delivery

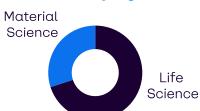


Brenntag Specialties ExCo¹⁾

Brenntag Specialties

- Customized solutions and expertise
- Deep industry and product knowledge
- Innovation and application center capabilities





Business steered by Regions



Business steered by Global End Markets

Reduced Board size and new reporting structure

More **autonomous and independent decision-making** through divisional CEOs supported by ExCos

Shift of specific support functions to divisions (including DiDEX)









Portfolio sharpening to increase business model coherence

Brenntag Essentials

Unleash true potential through superior last mile delivery supported by efficient regional operations and global sourcing

Water treatment

Finished lubricants

Selected semi-specialty products

Consolidating Pharma ecosystem



Global leader for innovative specialty and ingredients distribution in Life Science and Material Science

Transfer of businesses according to market drivers to improve value creation potential

Product shift to align with industry segment demands and foster business model coherence

Supporting ecosystem concept to reduce complexity in commercial execution





Brenntag Essentials: Unleashing the true potential of the platform

Executing our 'Triple' strategy to unleash the potential of BES's unrivalled platform



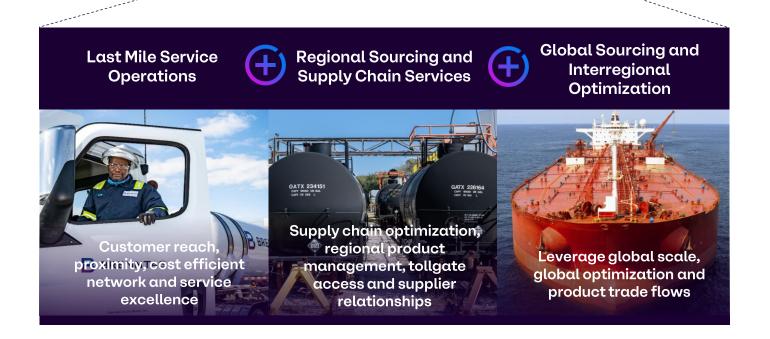
Resilient and structurally growing



Unleashing Brenntag Essentials' true potential



M&A as an accelerator







Brenntag Specialties: Power to perform

Clear and comprehensive strategy to accelerate BSP's financial performance and close the performance gap **Optimizing Closing BSP's Delivering** BSP's platform consistent growth performance gap Initiatives Focused M&A to Expand margins Prioritize cost base Drive product Leverage value shift portfolio by value-based portfolio added services towards Life adjustment pricing Science management





Accelerating ongoing initiatives and resetting the cost base



Free up resources

Lift conversion ratio(absolute OPEX expected to increase in line with volumes)

Offset inflationary impact on OPEX

Reinforce continuous improvement culture

Cost take-out of around EUR 300m p.a. by 2027 included in mid-term guidance



Our path towards Horizon 3



Portfolio sharpening

Aligning Brenntag
 Essentials and
 Brenntag Specialties
 propositions with
 market trends



Full business autonomy

- Focus and performance for both divisions
- Accelerate ongoing cost initiatives to reset cost base



Creating optionality

- Legal disentanglement
- Operational disentanglement
- Flexibility to proactively shape the industry



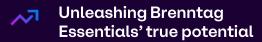
Leader across all dimensions 2026+

Two fully autonomous and high performing businesses prepared to shape the industry



Brenntag Essentials















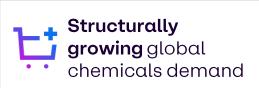


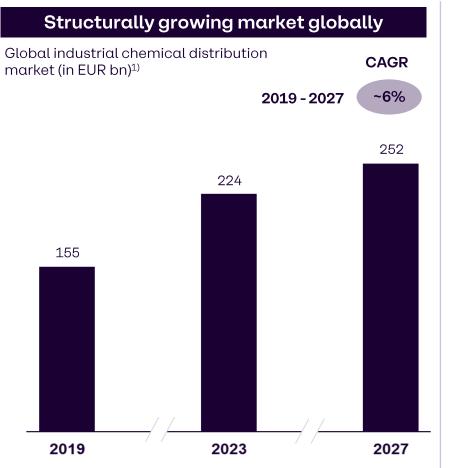
Brenntag Essentials operates in a highly attractive, globally growing market

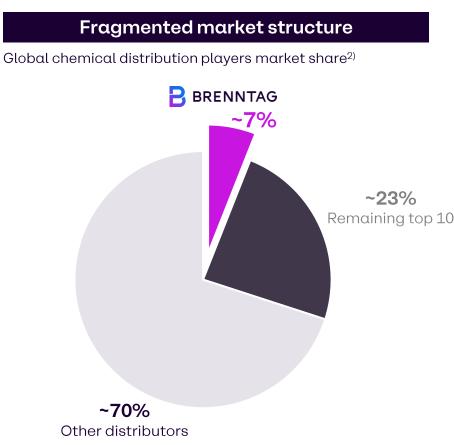
Increasing outsourcing and demand for reduced complexity

















Brenntag Essentials is a market leading, global and diversified platform

Market leader

#1

Global Market Leader

EUR 2.5bn

FY23 Op. Gross Profit

~70%

Average Cash Conversion¹⁾

Global reach

70

Countries

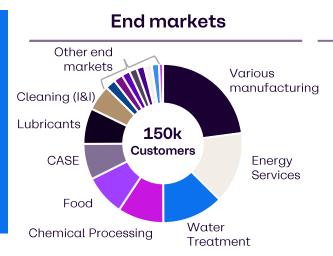
>10 million

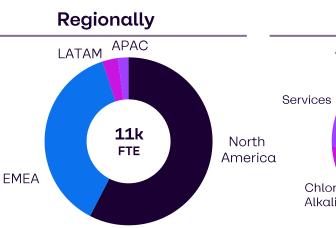
Transactions per year

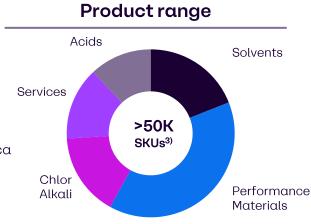
>80%

of global chemicals demand covered with same day delivery

Diversified portfolio²⁾









¹⁾ Average through the cycle cash conversion, calculated as (EBITDA - Working Capital - Capex) / EBITDA

²⁾ Preliminary, unaudited FY23 Op. Gross Profit post portfolio shift

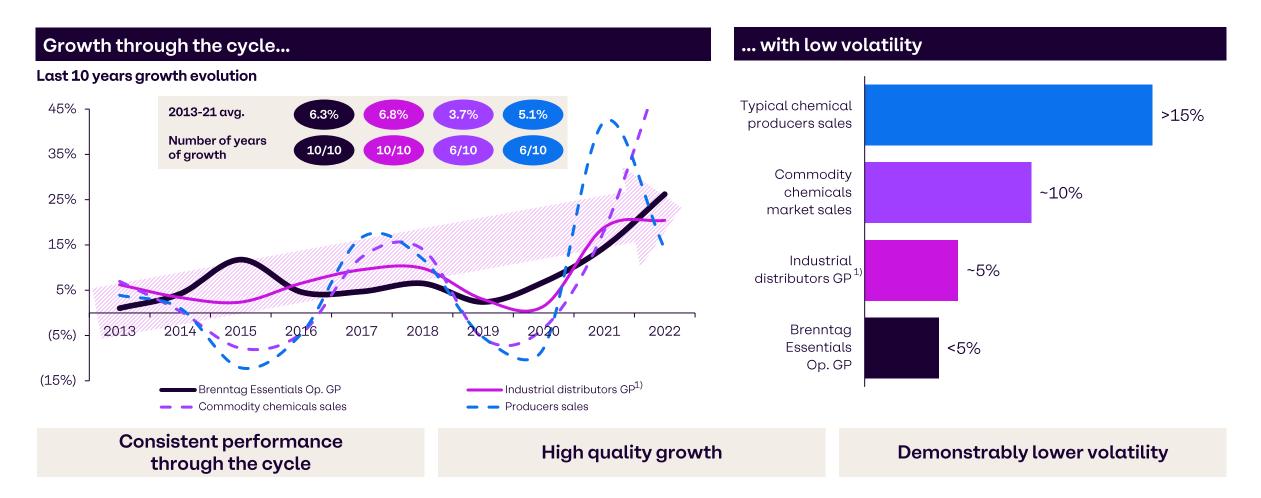
³⁾ Stock Keeping Unit







Brenntag Essentials is resilient and structurally growing





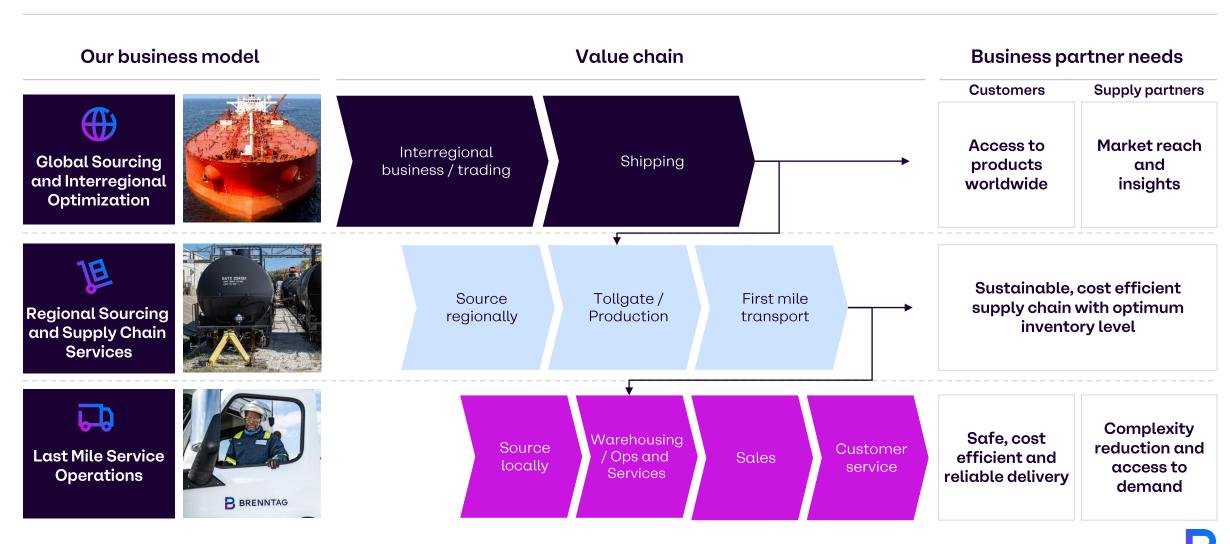








The 'triple' business model caters to the needs of our customers and supply partners and provides unique network optionalities











Unleashing the true potential of the platform





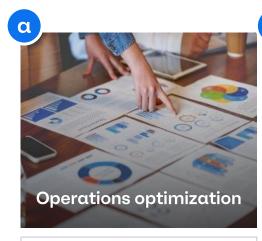


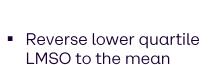
1 Unleashing the true potential of the platform: Driving last-mile operational excellence

Key initiatives

- Establish common last mile service operations globally with full responsibility for last mile P&L
- Common performance framework for customer service, supply chain, operational & finance
- Significant site network investments plus site exits







 Standard performance framework globally

>10%
warehousing cost savings



- Next wave of site network optimization
- Exit smaller & third-party sites
- Invest in network infrastructure

Improve ease of doing business

Digital.Data.Excellence

- Leverage AI to create value from data
- Automate to lower costto-serve

Second wave

of site network optimization

>25 countries

live





2 Unleashing the true potential of the platform: Strengthening regional sourcing and supply chain services

Key initiatives

- Increase regionally sourced product catalogue and steer portfolio towards sustainable products
- Expand regional supply chain capabilities to capture efficiency and lower supply chain costs
- Roll-out global Al-driven demand forecasting and supply chain visibility tools









- Simplify regional & local product catalogues to improve efficiency
- Further expand tollgate network, e.g. in APAC
- Optimize first and middle mile delivery to last mile
- Contribute to decarbonization with sustainability optimized product supply chains e.g. more rail, less road
- Roll-out digital carbon footprint optimization tool

 Use algorithmic demand forecasting tools to optimize inventory planning

Conversion Ratio

Digital tool already covers thousands of product supply chains

Cash Conversion





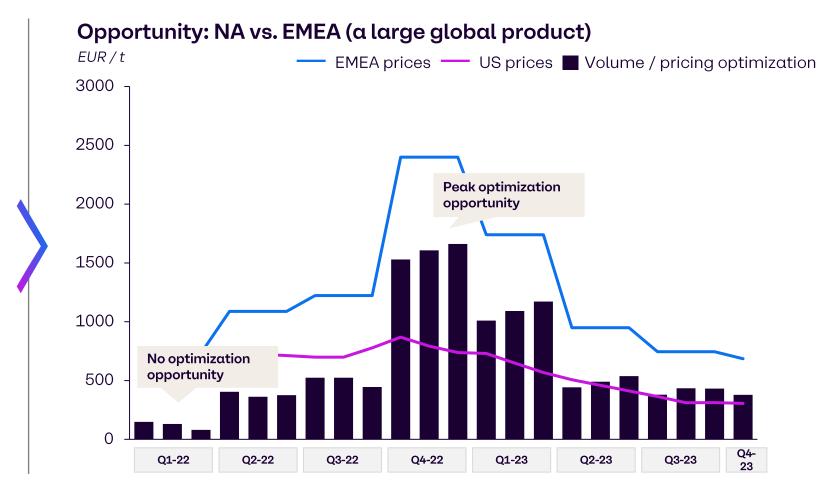


3 Unleashing the true potential of the platform: Interregional optimization to tap into network optionalities

Key initiatives

- Market intelligence team monitors producer actions, trade flows and pricing, using insight and digital for supply decisions
- Global interregional optimization uses price / volume arbitrage to supply regional tollgates to tap into network optionalities secured by regional/local demand
- Driving additional value for business partners















4 Disciplined and targeted M&A strategy will drive further growth and margin upside

Disciplined M&A strategy

- Targeted M&A strategy criteria:
- Create leading market positions in attractive markets
- Invest into access to infrastructure
- Acquire digital and data services businesses
- >200 targets in scope monitored across the supply chain
- Multi-billion revenue opportunity in current M&A pipeline



Highlighted examples



- ✓ Create leading position in Singapore and Malaysia in tank infrastructure in our Last Mile Service Operation
- ✓ Uplifting our Brenntag Essential service capabilities in Mixing & Blending for APAC

















- ✓ Leading position for our largest volume product (Caustic Soda) in NA
- ✓ Increasing strategic tank hub infrastructure for Regional & Supply chain service capabilities



















Brenntag Specialties



Optimizing BSP's platform



Closing BSP's performance gap



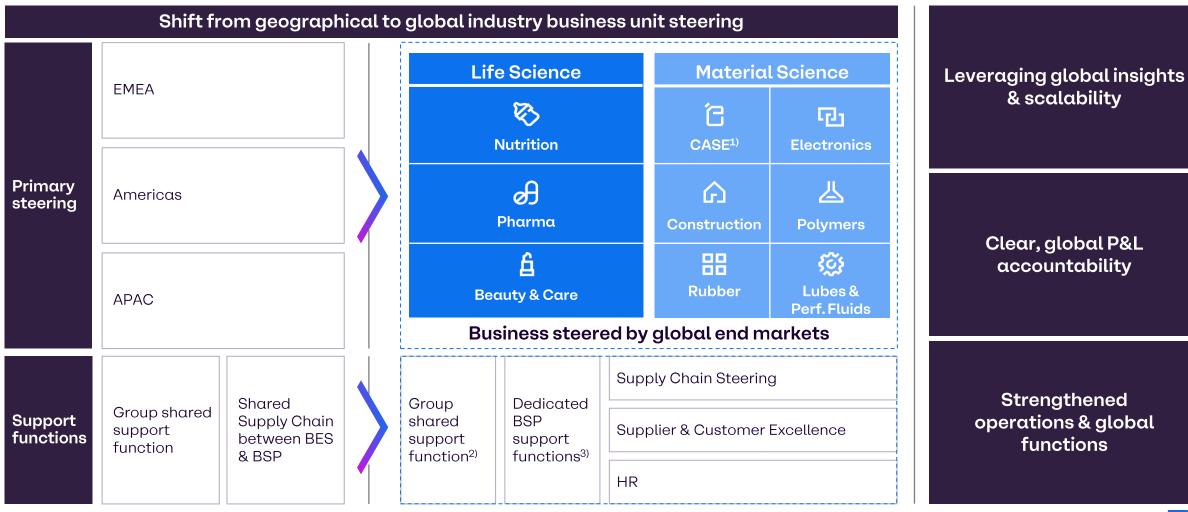
Delivering consistent growth







Strengthening BSP's operating model and increasing divisional autonomy



¹⁾ Coatings, Adhesives, Sealants and Elastomers



²⁾ Certain group support functions will continue to remain in place (e.g. group strategic direction functions, accounting and finance, investor relations, capital and talent allocation, governance, compliance and policies)

³⁾ e.g. Controlling, etc.







Accelerating BSP's performance to deliver higher organic growth and profitability, with further upside from M&A













1 Actively managing pricing and margins to improve profitability

Optimizing pricing strategies

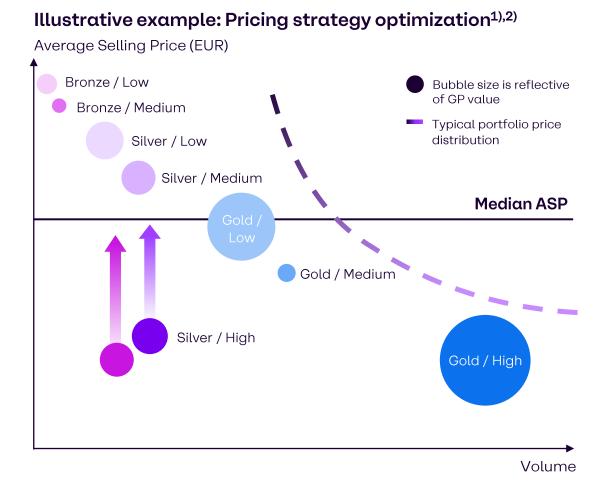
Identifying individual pricing requirements

Ensuring **sustainability** of products

Utilizing DiDEX to support dynamic pricing strategy

Simulate pricing scenarios

Identify the ideal pricing













2 Cost-out program to underpin structural margin improvement











Joint cost-out projects and ability to structure SLAs¹⁾ at arm's length

Digital support from new Transportation Management System and Track & Trace capability BSP with dedicated supply chain capabilities to further optimize asset-light setup Optimize usage of Group business services in BSP

Upgrading salesforce efficiency

Enhancing go-to-market to make BSP more cost effective









Significant structural cost reduction









3 Driving further growth and profitability through enhanced product mix



Fill white spots through strategic supplier partnerships



Focus on specialty products



Develop **own branded products** and **leverage global sourcing**



Improve **product portfolio** in line with **market trends** via **active supplier management**



Fewer non-branded ingredients



Leverage 'accelerators' to grow sustainable product share











4 Further scale value-added services with customers and suppliers









Upgraded and specialized **I&AC footprint** by investing in technical sales and **innovation know-how**

Scaled-up global network of industry-focused regulatory experts leveraging strong presence across regions and business units

Advanced capabilities offering tailored re-packing in all business units, incl. GMP¹⁾ and clean room capabilities for Pharma

Increase own-brand offering for blends in all business units by expanding and upgrading mixing and blending facilities

Enabled by expert knowledge

Enabled by specialty assets

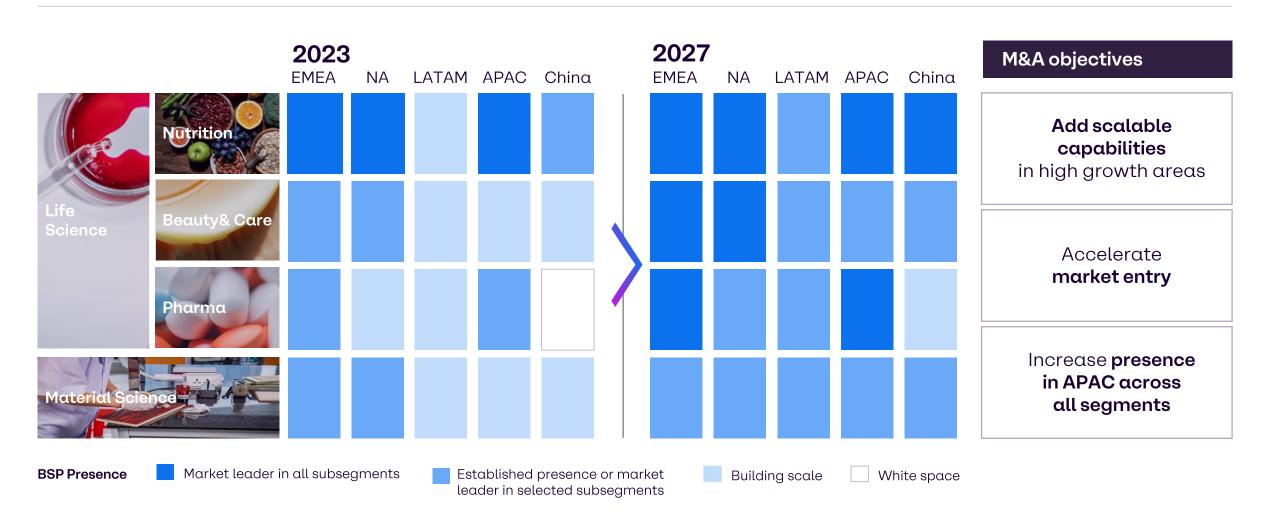








5 Strengthening BSP's footprint and capabilities through M&A













Strong M&A track record with significant pipeline

Selected acquisitions from 2018 - 2023 20 signed deals EUR 1.2bn+ in acquired sales COLONY GUMS™ Türkiye C* Avebe <5% **Business** 2023 Blending solutions 2023 Nutrition ~EUR 15m ~EUR 40m global market global market leader share 赛福化工 SAIFUCHEMICAL *: RAVENSW >>> AUSTRALIA SINCE 2023 Blending solutions ~EUR 45m 2023 Specialty chemicals distributor ~EUR 70m BEYOND CHEMICALS * Chemgrit SA (Pty) Ltd. ASHKENAZI Multi->200 ~EUR 40m ~EUR 15m 2022 Specialty chemicals 2023 Specialty chemicals distributor billion potential targets in the M&A 🗾 JM SWANK revenue 中百集团 ZHONGBAI GROUP pipeline opportunity ~EUR 500m 2021 Specialty food ingredients 2021 Specialty food ingredients ~EUR 150m

Nutrition

Beauty & Care





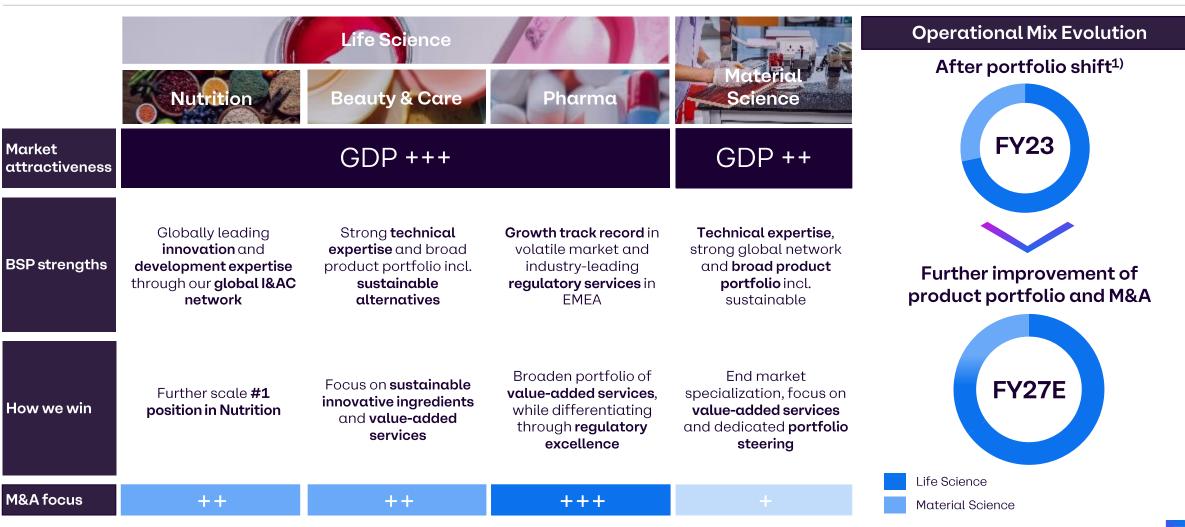








Unique end market strategies to capture potential of structurally attractive growth markets and strengthen leadership positions



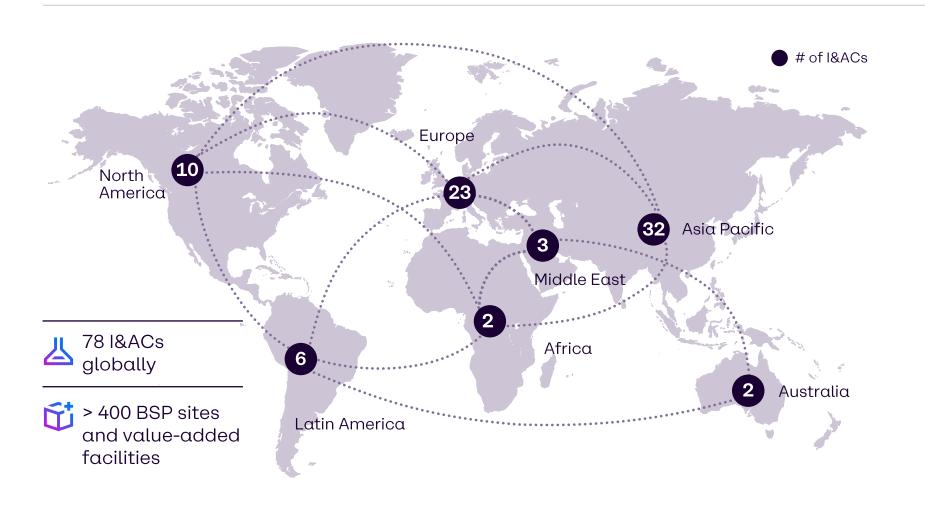








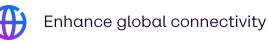
Connecting the most comprehensive global network of Innovation & Application Centers to drive growth



I&AC by end market



Strategy to optimize network



Scale innovation capabilities



Deeper knowledge sharing



Leverage state-of-the art digital infrastructure



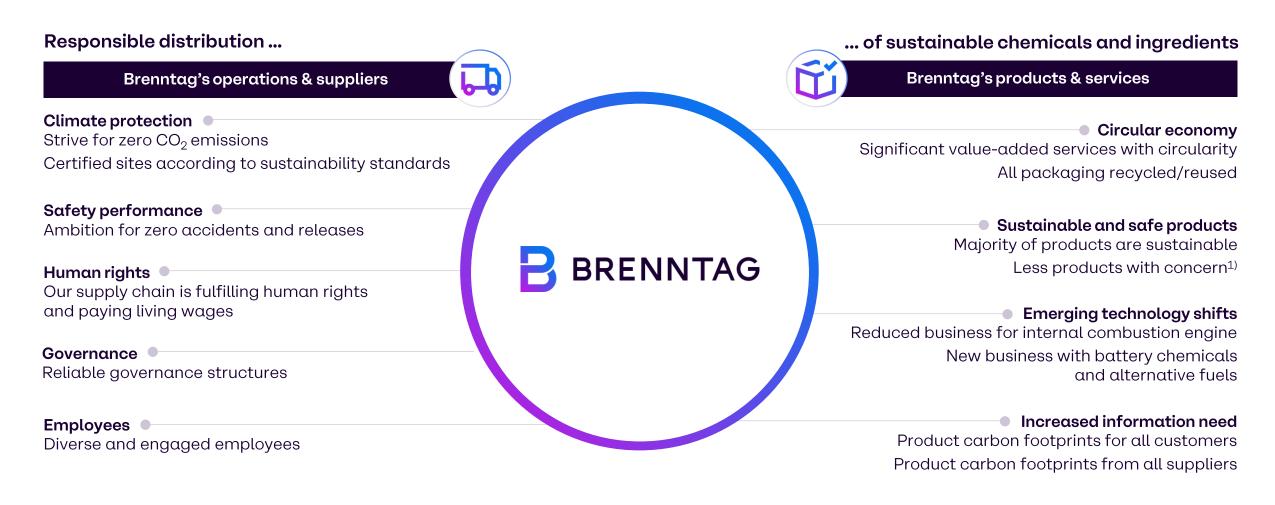


Sustainability





Based on our strengths and high ambitions, we developed a "Future Sustainable Brenntag" picture

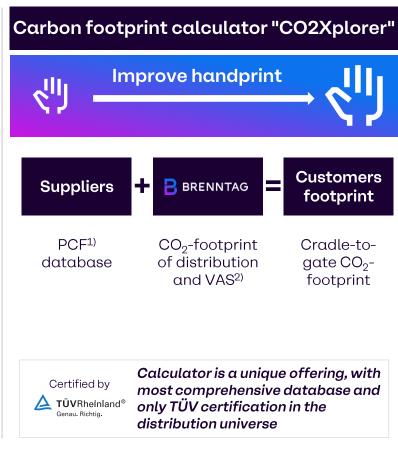






Continuing to lead the sustainability agenda

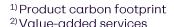






- Salaries of all employees must meet regional living wage standards
- Provide families with adequate income, often above statutory minimum wage
- > 100 employees will benefit from newly implemented standards
- One of the first companies in the industry with a global policy







Key mid-/long-term targets in six focus areas addressing the UN SDGs

Focus areas		ıs	Mid- to long-term targets						
				2024	2030 - 2045				
	Environment	1	Climate protection & emissions reduction	100% energy consumption from renewable sources (2025)	100% offsetting of remaining Scope 1 and 2 emissions (2025)	25% reduction in spill rate ¹ vs 2023 (2030)	40% abs carbon reduction 2020 (20	on vs.	Net zero carbon emissions (2045)
		2	Resource efficiency & circular economy	Assess at least 60% of the product portfolio (sales in EUR) for sustainability (2024)	Ten circular businesses, each generating > EUR 1 million a year (2025)				
\bigcirc	Social	3	Fair & safe employer	100% targeted expansion of unconscious bias training for leaders, managers and recruiters (2025)	Annual global employee engagement survey, including action planning and monitoring (2024–2026)	Female representation of at least 30% across our entire mgmt. below BoM ² by 2030		2.0 by 2030	
		4	Responsible partner	All suppliers are covered by risk management (as of 2024)					
	Governance	5	Management structures	Refine the regular reporting to regional, divisional and global management on the development of the compliance management system (2024)					
		6	Portfolio & investment steering	100% portfolio steering towards sustainability (2025)	Develop strategies to support technological advancement in important industry segments (e.g. automotive) (2025)				

¹⁾ Measured by events of spills divided by Million Man-Hours



²⁾ BoM = Board of Management

³⁾ TRIR = Total Recordable Injury Rate

Selected highlights on our journey to achieve our sustainability targets

North America

- New DE&I¹⁾ structure
- TRIR²⁾ world class safety performance in 2023 of 0.86
- First 2 Electric Vehicle trucks
- Black History Month
- Collaboration with Water for People

Canada Partnerships with Indigenous-owned companies; aspiring Progressive Aboriginal Relations certification



Austria
Zero-emissions site in the next few years

Mumbai, India

First electric truck

Poland Solar system with 600 kW installed

Group wide highlights

Environment

- PCF calculator CO2Xplorer certified by TÜV Rheinland
- Carbon fund: 43 project ideas submitted to reduce carbon emissions in 2023
- Carbon Management Program set €6.6m budget for 2024



- Global Living Wage Policy adopted
- Contractor Management campaign initiated
- Policy Statement on Human Rights published
- Employee Engagement Survey conducted



- 30% of product portfolio assessed and classified according to sustainability criteria
- ESG due diligence for all acquisition targets
- Supplier Code of Conduct updated
- · Green Building Policy implemented

Mexico

Awarded as Great Place to Work Carbon offset project:
Plant to Stop Poverty

BrazilLocal forest
protection project

South Africa

Supporting Black Economic Empowerment program



Best Employers 2023

Manali, India

Number of accidents reduced to zero

Uganda Carbon offset project:

Clear-water-for-all initiative



Brenntag ahead of sector average and further strengthening its leading ESG position

Memberships and initiatives







Responsible Care/Distribution program



"Together for Sustainability" initiative



Global inclusion initiative The Valuable 500



DAX 50 DAX ESG ESG Target



According

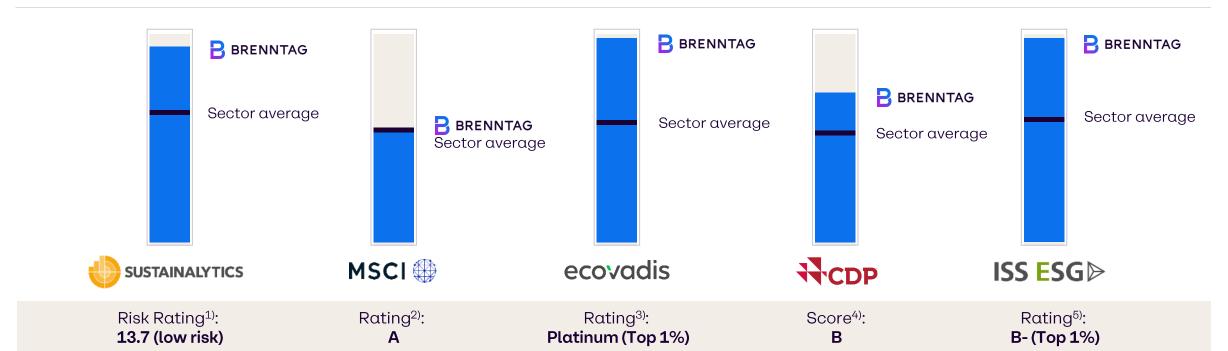
to GRI

Reporting according to SASB



Joined in 2022









Financials Q1 2024





Highlights Q1 2024

SALES

EUR 4.0 bn

- 10.9% vs. PY (fx adj.)

OPERATING GROSS PROFIT

EUR 984 m

- 5.1% vs. PY (fx adj.)

OPERATING EBITA

EUR 260 m

- 24.0% vs. PY (fx adj.)

FREE CASH FLOW

EUR 175 m

- 61.0% vs. Q1 2023

EPS

EUR 0.97

Q1 2023: EUR 1.40

BUSINESS ENVIRONMENT

Challenging

Higher volumes not able to compensate lower sales prices

BOND PLACEMENT APRIL 2024

EUR 1 bn

Two EUR bonds with a total amount of one billion EUR

OUTLOOK FY 2024

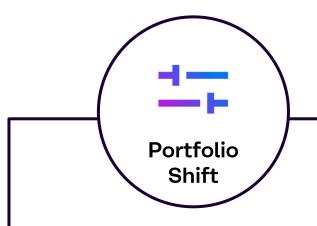
At the lower end

of the Guidance provided in March 2024 (op. EBITA of EUR 1.23-1.43 bn)





Update on our strategic initiatives



- Reallocation of selected businesses started in January 2024 to further strengthen coherence of business models
- Water treatment and finished lubricants transferred to BES
- All Pharma activities transferred to BSP
- Operating activities from 'All other segments' (now Group and Regional Services) allocated to BES



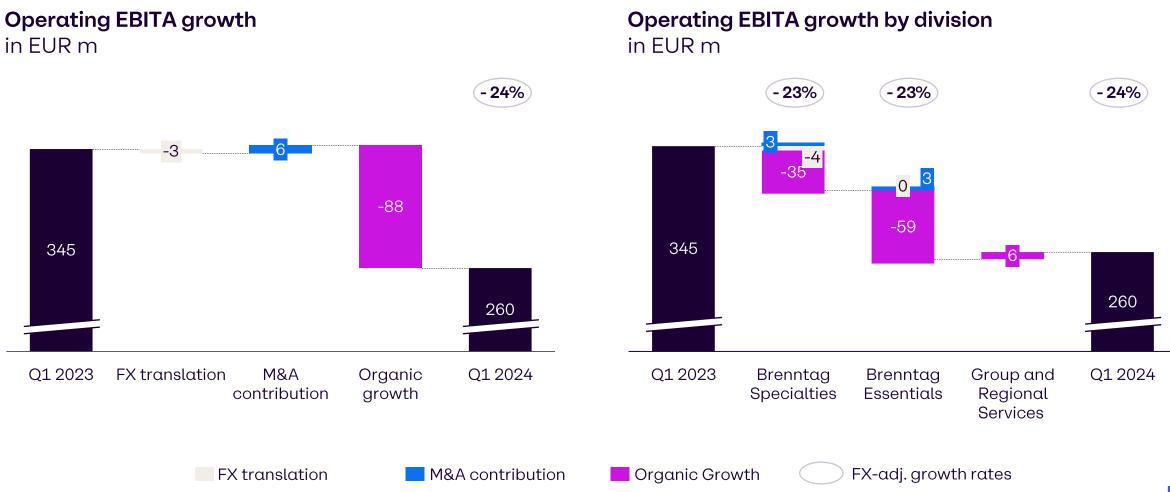
- Legal and operational disentanglement started beginning of 2024
- Internal responsibilities defined and selected advisors for external support
- Design phase started to create transparency at local level
- Ongoing analysis of cost-out measures







Financials Q1 2024: Operating EBITA bridges¹⁾







Financials Q1 2024: Brenntag Specialties

Operating EBITA growth vs. PY

Life Science

-19.4%

Material Science

-17.7%

Global end markets



Nutrition



Pharma



Global end markets



Case¹⁾ & Construction



Rubber & Polymers



Lubes & Perf. Fluids



Electronics

Results affected by negative gross profit per unit development while volumes almost reached prior-year level

Op. Gross Profit of EUR 286 million, a decrease of 8.3% vs. PY

Op. EBITA of EUR 108 million, a decline of 22.8% vs. PY

All business units in Life Science except Beauty & Care saw negative operating gross profit development year-over-year

Strong Pharma performance with third best quarter ever for the Business Unit but still below exceptionally strong prior-year results

Material Science in line with expectations but still below prior-year level. Slight improvements in construction, particularly in EMEA

Additional costs in connection with DiDEX allocated to the division when various products went into operation

Op. EBITA conversion ratio of 38%





Financials Q1 2024: Brenntag Essentials

Operating EBITA growth vs. PY

NORTH AMERICA

EMEA

-12.5%

-26.6%

LATIN AMERICA

APAC

-91.0%

28.6%

Brenntag Essentials with positive volume developments offset by lower gross profit per unit

Op. Gross Profit of EUR 698 million, a decline of 3.8 % vs. PY

Op. EBITA of EUR 186 million, a decrease of 23.2% vs. PY

Operating EBITA declined in all segments except in APAC where the volume increases fully offset pressure from lower gross profit per unit

LATAM driven by regional economic conditions in combination with higher costs and additionally impacted by non-recurring other income in PY

All segments were negatively impacted by volume driven increases in transport costs

Additional costs in connection with DiDEX allocated to the division when various products went into operation

Op. EBITA conversion ratio of 27%





Financials Q1 2024: Income statement

in EUR m	Q1 2024	Q1 2023	Δ	∆ FX adjusted
Sales	4,002.6	4,527.1	-11.6%	-10.9%
Cost of materials	-3,017.9	-3,481.5	-13.3%	-
Operating Gross Profit	984.4	1,045.6	-5.9%	-5.1%
Operating expenses	-642.8	-625.2	2.8%	3.5%
Operating EBITDA	341.6	420.4	-18.7%	-18.0%
Depreciation	-81.9	-75.3	8.8%	9.5%
Operating EBITA	259.7	345.1	-24.7%	-24.0%
Net income / expense from sp. items	-8.2	4.7	-	-
EBITA	251.5	349.8	-	-
Amortization	-12.4	-17.7	-	-
EBIT	239.1	332.1	-	-
Financial result	-34.1	-35.2	-	-
EBT	205.0	296.9	-	-
Profit after tax	143.7	217.1	-	-
EPS	0.97	1.40	-	-

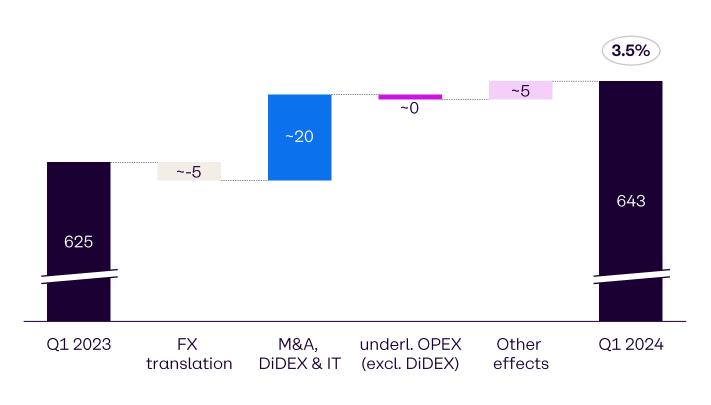




Financials Q1 2024: OPEX bridge¹⁾

Operating expense development

in EUR m



Positive translational FX effect in Q1 2024

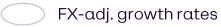
M&A related increase combined with DiDEX & IT investments leading to cost increase against prior-year

Underlying OPEX flat despite cost inflation, particularly in wages as well as higher volumes

Cost-out measures announced at our CMD on track

Additionally, consideration of postponing discretionary spend and stretching IT and DiDEX investments







underl. OPEX

Other effects

M&A, DIDEX & IT

FX translation

Financials Q1 2024: Free cash flow

in EUR m	Q1 2024	Q1 2023	Δ	Δ
Operating EBITDA	341.6	420.4	-78.8	-18.7%
Payments to acquire intangible assets and property, plant and equipment	-71.7	-49.7	-22.0	44.3%
∆ Working capital ¹⁾	-52.7	116.7	-169.4	-145.2%
Principal and interest payments on lease liabilities	-41.9	-38.2	-3.7	9.7%
Free cash flow	175.3	449.2	-273.9	-61.0%
Working capital turnover (annualized) ²⁾	7.9x	7.2x	-	-





Financials Q1 2024: Working capital

in EUR m	31 Mar 2024	31 Dec 2023	30 Sep 2023	30 Jun 2023	31 Mar 2023
Inventories	1,422.6	1,376.4	1,459.8	1,547.6	1,661.8
+ Trade receivables	2,480.2	2,263.1	2,481.0	2,519.4	2,693.1
./. Trade payables	1,819.8	1,633.7	1,716.7	1,744.7	1,902.0
Working capital (end of period) 1)	2,083.0	2,005.8	2,224.1	2,322.3	2,452.9
Working capital turnover (annualized) ²⁾	7.9x	7.3x	7.2x	7.2x	7.2x





Outlook





Outlook 2024: Well positioned in a continuously challenging environment



Operating EBITA Guidance

■ Brenntag expects operating EBITA for 2024 at the lower end of the guidance provided in March 2024 (op. EBITA of EUR 1.23 billion to 1.43 billion)



Comments

• Forecast takes into account the contributions to earnings from acquisitions already closed and assumes stable fx-rates at the time of the guidance announcement



Macro environment

- Brenntag expects a challenging business environment, characterized by ongoing geo-political uncertainty and macroeconomic challenges
- We are cautiously optimistic that market conditions will improve throughout 2024, with the first half of the year likely to be more challenging than the second



Additional information

- EUR/USD: ~ 1.09 (2023: ~ 1.08)
- Sensitivity (FY basis): Delta of EUR/USD +/- 1 cent = EUR ~ -/+ 10m op. EBITA
- Tax rate: 28-30%
- Capex 2024: EUR ~350m





Brenntag Group 2027 organic growth and profitability targets

	Brenntag Group	Brenntag Essentials	Brenntag Specialties
Operating Gross Profit CAGR	4 - 7%	4 - 6%	5 - 7%
Operating EBITA CAGR	7 - 9%	5 - 7%	7 - 9%
Operating EBITA Conversion Ratio	35 - 37%	32 - 34%	43 - 45%

One-off costs:

DiDEX and SAP implementation (included in Operating EBITA & Capex)¹⁾

~EUR 250m

Achievement of cost take-out / legal entity and operations separation incl. tax leakage (special items)

EUR 450 - 650m



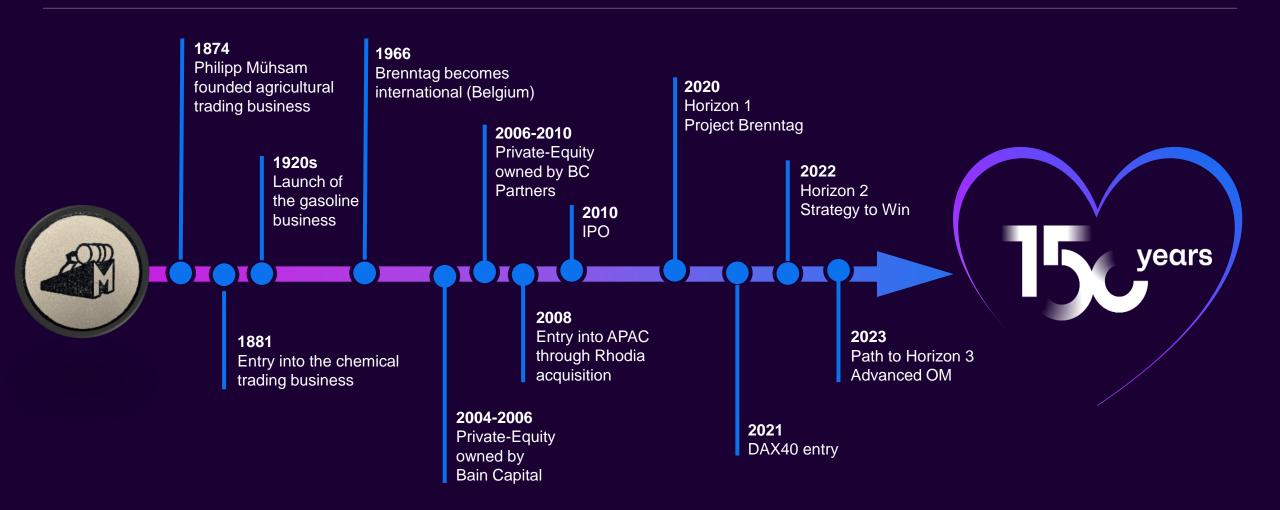


Appendix





From 1874 to 2024 150 years of being constantly agile





Board of Management Highly experienced management team



Christian
Kohlpaintner
Chief Executive Officer

- Corporate Board Office
- Global Human Resources
- Corporate Planning, Strategy & M&A Brenntag Group
- Global Communications
- Global Marketing
- Internal Audit Brenntag Group
- Compliance & Privacy Brenntag Group
- QSHE Brenntag Group
- Sustainability Brenntag Group
- Brenntag Excellence
- Indirect Procurement



Kristin
Neumann
Chief Financial Officer

- Corporate Controlling
- Accounting Brenntag Group
- Legal Brenntag Group
- Tax Brenntag Group
- Treasury Brenntag Group
- Corporate Investor Relations
- Corporate Insurance Management
- Shared Services Brenntag Group
- Regional Finance Brenntag



Michael
Friede
Chief Executive Officer
Brenntag Specialties

- Brenntag Life Science
- Brenntag Material Science
- Supplier & Customer Excellence BSP
- Supply Chain & Customer Services BSP
- Business Development BSP
- Controlling BSP



Ewout van JarwaardeChief Executive Officer
Brenntag Essentials

- Brenntag Essentials
- Digital, Data and Technology
- Customer & Supplier Excellence BES
- Supply Chain Services BES
- Business Development BES
- Controlling BES





DiDEX: Digital.Data.Excellence.

Becoming easiest to do business with

Excellence through harmonized, industry-leading processes and omnichannel partner engagement



Unlocking value from our data

Data- and Al-driven real-time **insights** and decisions



Creating a scalable technology platform

Modular architecture, cloud first, API first, and security-embedded

Leading technology partnerships



Digital, data and process capabilities and talent

New **Digital & Data** talents and digital up-skilling of Brenntag employees



Value delivery and change

Transformation experience from Project Brenntag

Agile best practices (start small, scale rapidly)







Remuneration System - Current remuneration of the Board of Management

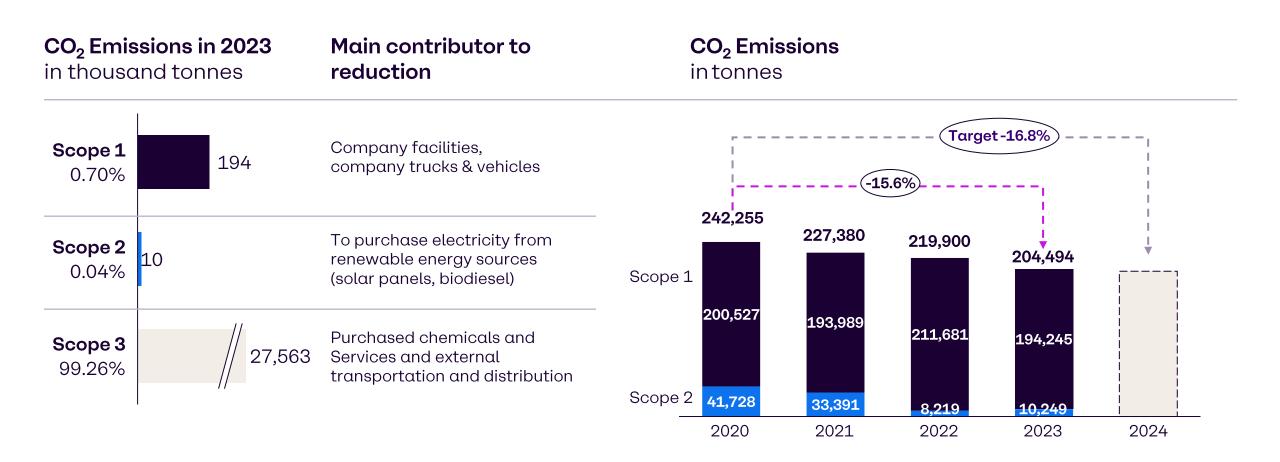
ILLUSTRATIVE

Base Salary (≈27-32%) Preliminary Payout Amount (0-200% of target amount) Short-Term 60% 20% 20% Variable Individual performance Maximum Remuneration¹⁾ Remuneration multiplier (0.8x - 1.2x) - $(\approx 25-30\%)$ Target Working Capital Earnings per defined annually by the Organic op. EBITA Annual Cash Bonus amount Turnover share Supervisory Board Share award (0-200%) Share award (0-160%) Long-Term 70% 30% Variable ESG Remuneration multiplier Initial Average share Final $(\approx 30-35\%)$ (0.8xprice at end of # of Brenntag TSR vs. # of **ROCE** × Performance 1.2x) global peer group period plus Virtual Virtual **Share Units** dividends shares shares Mandatory share ownership: CEO = 200% of base salary; Other board members = 100% of base salary Maximum payout of STI = 200% and maximum payout of LTI = 250% of target amount





ESG: Operating sustainably to minimize energy consumption and CO2 emissions



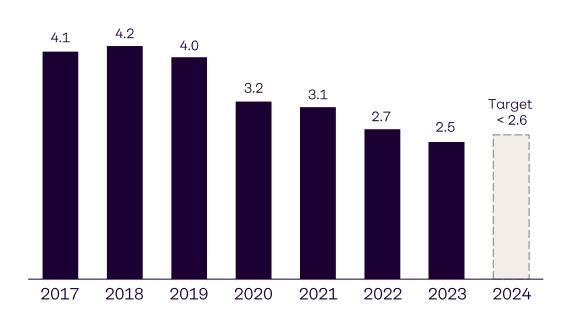




ESG: Safety and Diversity

Group Accident Rate

TRIR^{1),2)}



Diversity - Key figures 2)

	Targets	2023	2022
Proportion of women in the Supervisory Board	At least 33.3% by 2026	33.3%	33.3%
Proportion of women in the Board of Management	At least 20% by 2026	25.0%	20.0%
Proportion of women in management positions ^{2),3)}	At least 30% by 2030	31.3%	31.0%
Proportion of women in the total workforce	n.a.	35.0%	34.5%
Different nationalities	n.a.	>100	>100



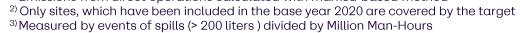


¹⁾ TRIR (Total Recordable Injury Rate): Number of workplace accidents involving injuries that require medical treatment (beyond first aid), per one million work hours 2) TRIR and Proportion of women in management positions were audited by PwC in 2021 and 2022 with limited assurance, and in 2023 by Deloitte with reasonable assurance 3) Below the Group Board of Management

2024 ESG Scorecard

	Objective	KPI	2024 target	Reference to mid-/long-term target
	Significantly decrease risks on human rights in the whole supply chain	Define preventive measures for all (>95%) suppliers with high risk profile (high & critical risk) and engage responsible internal stakeholders about resulting action	>95%	All suppliers are covered by risk management
Governance	Transition towards circular economy by constituting a pipeline for circular business models	Plan for each business developed and execution started (BES = 5; BSP = 5)	10	 Ten circular businesses, each generating > EUR 1 million (2025) Develop strategies to support technological advancement in important industry segments (e.g. automotive) (2025)
69	Increase share of sustainable solutions to support customer needs	Assess portfolio for sustainability (60% covered)	≥ 60%	 Assess portfolio for sustainability (60% covered) (2024) 100% portfolio steering toward sustainability (2025) Develop strategies to support technological advancement in important industry segments (e.g. automotive) (2025)
	Ensure a dynamic and diverse organization by increasing diversity and inclusion in the leadership team	Women in leadership positions according to management level in percent	L-1 ≥ 23.3% L-2 ≥ 27.0% L-3 ≥ 30.0% L-4 ≥ 30.0% L-5+ ≥ 27.3%	Female representation of at least 30% across our entire management below the Board of Management (2030)
Social	Ensure engaged employees	Conduct a global employee engagement survey	done	Annual global employee engagement survey (2024-2026) including action planning and monitoring
	Enhance workplace diversity, foster inclusivity, and improve decision-making by addressing unconscious biases	Develop and set up a mandatory training to raise awareness on unconscious bias	done	• 100% targeted expansion of unconscious bias training for leadership, managers and recruiters (2025)
	Set a high bar across working conditions and strive safe operations and zero accidents	Total Recordable Incident Rate (TRIR)	< 2.6	• TRIR < 2.0 (2030)
Environmental	Become carbon net zero	Reduction of CO2e emissions (Scope $1+2)^{1)}$ in comparison to base year $2020^{2)}$	-16.8%	 40% absolute carbon reduction vs. 2020 (2030) 100% electricity consumption from renewable sources (2025) 100% compensation of remaining Scope 1 & 2 emissions by 2025 Net zero carbon emissions (2045)
Envii	Ensure zero spills and releases with emissions to the environment	Reduction in spill rate ³⁾ vs. 2023	-3.5%	• 25% reduction in spill rate ³ vs. 2023 (2030)

¹⁾ Emissions from direct operations calculated with marked-based method

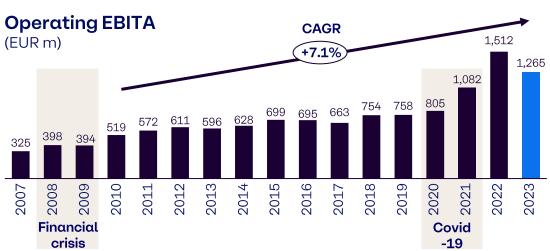


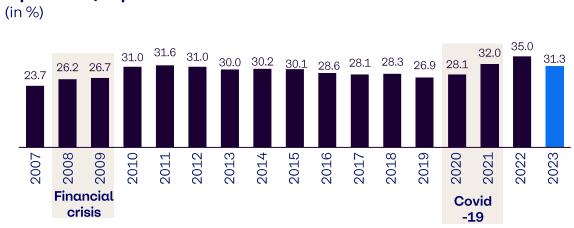


Sound financial profile: Compounding growth track record and resilience









Op. EBITA/ Op. Gross Profit





Cash flow: Strong cash generation over the past years

in EUR m	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Op. EBITDA	1,584.6	1,808.6	1,344.6	1,057.7	1,001.5	875.5	836.0	810.0	807.4	726.7	696.8	707.0	658.8	597.6
CAPEX	-321.1	-267.2	-199.3	-201.9	-205.2	-172.2	-148.1	-141.1	-130.1	-104.8	-97.2	-94.7	-86.0	-85.1
∆ Working capital	608.7	-385.7	-575.3	325.0	161.7	-178.1	-247.6	-27.5	87.0	-100.5	-56.2	-33.0	-61.0	-136.4
Principal and interest payments on lease liabilities	-160.2	-150.6	-130.5	-126.2	-120.7									
Free cash flow ¹⁾	1,712.0	1,005.1	439.5	1,054.6	837.3	525.2	440.3	641.4	764.3	521.4	543.4	579.3	511.8	376.1
Average working capital ²⁾	2,318.7	2,599.9	1,734.4	1,611.2	1,842.3	1,719.6	1,487.3	1,308.8	1,295.1	1,161.8	1,090.0	1,048.8	928.3	752.4
Working capital turnover ³⁾	7.3x	7.5x	8.3x	7.3x	7.0x	7.3x	7.9x	8.0x	8.0x	8.6x	9.0x	9.2x	9.3x	10.2x

³⁾ Working Capital Turnover is defined as Sales divided by Average Working Capital



¹) Free Cash Flow is calculated as Operating EBITDA - Capex +/- △ Working Capital

²⁾ Average Working Capital is defined for a particular year as the mean average of the values for working capital at each of the following five times: the beginning of the year, the end of each of the first, second and third quarters, and the end of the year

ROCE: Increasing value added and returns

in EUR m	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Op. EBITA	1,265.0	1,511.7	1,081.9	805.3	757.9	753.5	717.1	694.5	698.7	627.3	597.1	610.8	572.0	518.6
EBITA	1,186,7	1,491.9	853.2	758.1	766.5	770.9	663.3	694.5	698.7	627.5	595.6	610.8	569.9	513.6
Average carrying amount of equity	4,499.5	4,543.1	3,802.8	3,582.9	3,427.3	3,111.6	2,969.2	2,753.8	2,534.6	2,190.1	2,008.4	1,860.3	1,660.0	1,265.5
Average carrying amount of financial liabilities	2,921.8	3,120.2	2,363.4	2,453.0	2,581.3	2,173.1	2,255.0	2,238.3	1,961.8	1,823.1	1,817.5	1,868.7	1,809.6	2,114.7
Average carrying amount of cash and cash equi.	-726.4	-882.2	-645.7	-654.1	-430.8	-416.2	-612.0	-566.3	-460.9	-413.1	-343.4	-356.2	-382.5	-468.3
ROCE 1)	18.9%	22.3%	19.6%	15.0%	13.6%	15.5%	15.5%	15.7%	17.3%	17.4%	17.1%	18.1%	18.5%	17.8%
ROCE after special items ²⁾	17.7%	22.0%	15.5%	14.1%	13.7%	15.8%	14.4%	15.7%	17.3%	17.4%	17.1%	18.1%	18.5%	17.6%



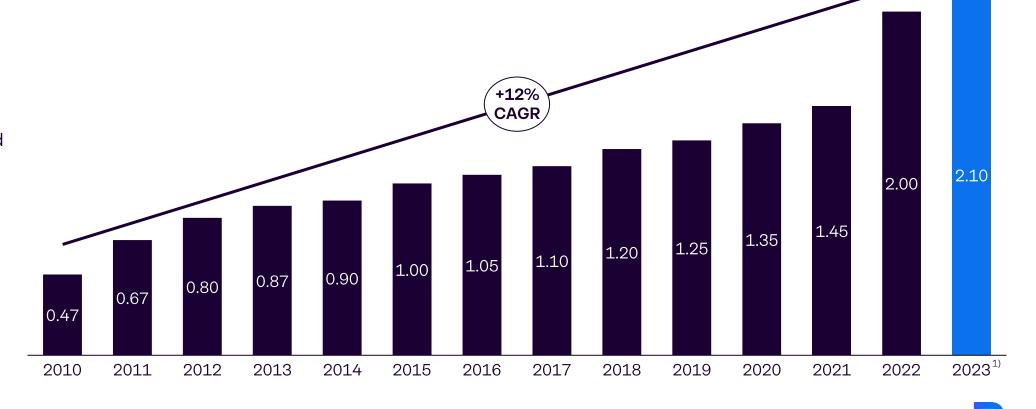


¹⁾ ROCE is defined as operating EBITA divided by (the average carrying amount of equity + the average carrying amount of financial liabilities - the average carrying amount of cash and cash equivalents)

Strong dividend track record

Dividend policy:

pay an annual dividend of 35% to 50% of consolidated profit after tax attributable to shareholders of Brenntag SE







Brenntag's Historic Leverage & Credit Rating

Leverage: Net Debt / Operating EBITDA



S&P	В	B+	BB+	BBB-	BBB			BBB+
Moody's	B2			Βα1		Βαα3	Βαα2	





Financials Q1 2024: Segments

in EUR m	oss Profit ¹⁾			Operating EE		Op cor			
	Q1 2024	Q1 2023	Δ	∆ FX adjusted	Q1 2024	Q1 2023	Δ	∆ FX adjusted	
Specialties Life Science	200.2	219.9	-9.0%	-6.3%	80.3	102.5	-21.7%	-19.4%	
Specialties Material Science	80.2	90.1	-11.0%	-9.6%	30.2	37.2	-18.8%	-17.7%	
Specialties Other	5.9	8.1	-27.2%	-39.8%	-2.3	3.0	-176.7%	-181.4%	
Brenntag Specialties	286.3	318.1	-10.0%	-8.3%	107.5	142.9	-24.8%	-22.8%	
Essentials EMEA	246.9	263.9	-6.4%	-7.3%	70.8	95.2	-25.6%	-26.6%	
Essentials North America	376.1	383.2	-1.9%	-0.7%	111.1	128.3	-13.4%	-12.5%	
Essentials Latin America	37.3	39.6	-5.8%	-9.5%	0.9	9.4	-90.4%	-91.0%	
Essentials APAC	34.4	31.5	9.2%	13.9%	2.7	2.2	22.7%	28.6%	
Essentials Transregional	3.4	9.3	-63.4%	-63.4%	1.9	7.7	-75.2%	-75.0%	
Brenntag Essentials	698.1	727.5	-4.0%	-3.8%	186.2	242.1	-23.1%	-23.2%	
Group and Regional Services	-	-		_	-34.0	-39.9	-14.8%	-14.8%	
Brenntag Group	984.4	1,045.6	-5.9%	-5.1%	259.7	345.1	-24.7%	-24.0%	

Operating EBITA conversion ratio

con	conversion ratio						
C	1 2024	Q1 2023					
	40.1%	46.6%					
	37.7%	41.3%					
	-	-					
	37.5%	44.9%					
	28.7%	36.1%					
	29.5%	33.5%					
	2.4%	23.7%					
	7.8%	7.0%					
	-	-					
	26.7%	33.3%					
	-	_					
	26.4%	33.0%					

Note: The difference between the total of the reportable segments (EMEA, Americas and APAC) and the Brenntag divisions is the result of central activities which are part of Brenntag divisions but not directly attributable to any specific segment



¹⁾ External sales less cost of materials

²⁾ Segment operating EBITA is calculated as EBITA adjusted for holding charges and special items

Financials Q1 2024: Cash flow statement

in EUR m	Q1 2024	Q1 2023
Profit after tax	143.7	217.1
Effect from IAS 29 on profit/loss after tax	1.0	2.7
Depreciation & amortization	94.5	93.0
Income tax expense	61.3	79.8
Income taxes paid	-52.6	-36.9
Net interest expense	24.9	27.2
Interest paid (netted against interest received)	-24.8	-33.6
(thereof interest paid for leases)	(-4.7)	(-3.6)
Interest received	3.5	5.4
Dividends received	-	_
Changes in working capital	52.7 ¦	116.7
Changes in other operating assets and liabilities	-31.7	-30.1
Changes in provisions	-14.4	-41.2
Non-cash change in liabilities relating to acquisition of non-controlling interests	2.2	1.2
Other	2.8	-1.0
Net cash provided by operating activities	157.7	400.3







Financials Q1 2024: Cash flow statement (continued)

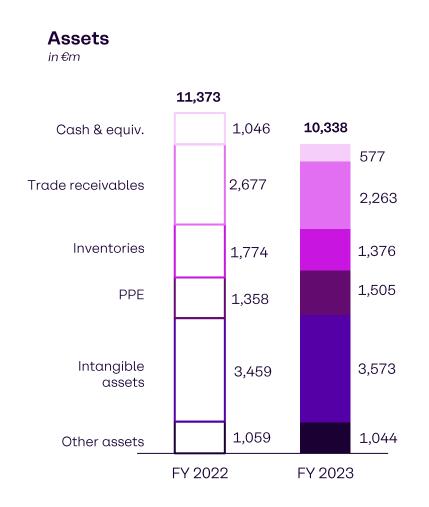
in EUR m	Q1 2024	Q1 2023
Proceeds from the disposal of consolidated subsidiaries and other business units less costs to sell	-	-
Proceeds from the disposal of other financial assets	-	-
Proceeds from the disposal of intangible assets and property, plant and equipment	3.9	2.6
Payments to acquire consolidated subsidiaries and other business units	-65.6	-11.3
Payments to acquire intangible assets and property, plant and equipment	-71.7	-49.7
Net cash used in investing activities	-133.4	-58.4
Payments to acquire treasury shares	-250.1	-29.4
Repayments of liabilities relating to acquisition of non-controlling interests	-	-
Proceeds from non-controlling interests	-	-
Dividends paid to Brenntag shareholders	-	-
Dividends paid to non-controlling interests	-	-
Proceeds from borrowings	242.7	146.9
Repayments of lease liabilities	-37.2	-34.6
Repayments of borrowings	-44.8	-617.1
Net cash provided by / used in financing activities	-89.4	-534.2
Change in cash & cash equivalents	-65.1	-192.3





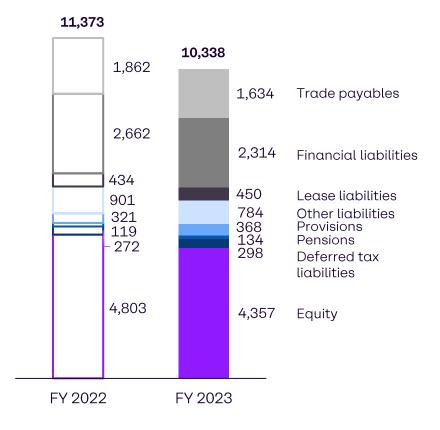


Balance sheet FY 2023



Equity and Liabilities

in €m

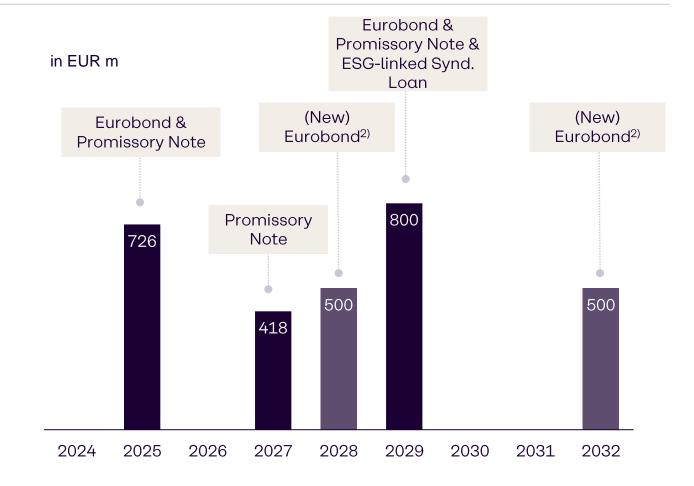






Financials Q1 2024: Balance sheet and maturity profile

in EUR m	31 Mar 2024	31 Dec 2023
Financial liabilities	2,270.6	2,313.9
Lease liabilities	468.0	449.8
./. Cash and cash equivalents	511.7	576.9
Net Debt	2,226.9	2,186.8
Net Debt/Operating EBITDA ¹⁾	1.5 x	1.4 x
Equity	4,542.6	4,356.7







Bond data

	Bond 2025	Bond 2028	Bond 2029	Bond 2032
Issuer	Brenntag Finance B.V.	Brenntag Finance B.V.	Brenntag Finance B.V.	Brenntag Finance B.V.
Listing	Luxembourg Stock Exchange	Luxembourg Stock Exchange	Luxembourg Stock Exchange	Luxembourg Stock Exchange
ISIN	XS1689523840	XS2802928775	XS2394063437	XS2802928692
Aggregate principal amount	EUR 600,000,000	EUR 500,000,000	EUR 500,000,000	EUR 500,000,000
Denomination	EUR 1,000	EUR 100,000	EUR 100,000	EUR 100,000
Minimum transferable amount	EUR 100,000	EUR 100,000	EUR 100,000	EUR 100,000
Coupon	1.125%	3.750%	0.500%	3.875%
Interest payment	Annual: Sep. 27	Annual: Apr. 24	Annual: Oct. 06	Annual: Apr. 24
Maturity	Sep. 27, 2025	Apr 24, 2028	Oct. 06, 2029	Apr 24, 2032

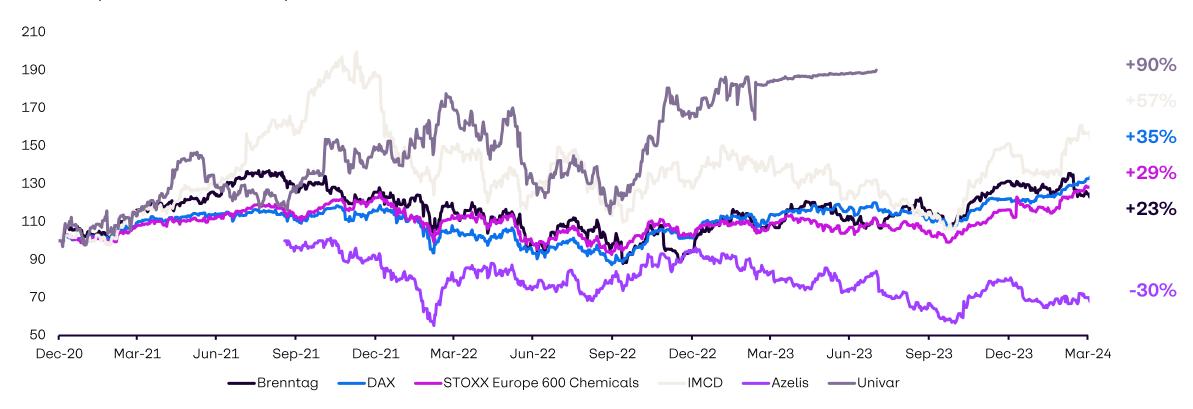




Share price performance versus DAX, STOXX Europe 600 Chemicals and Peers since 2021

Performance

Indexed (Jan. 1^{st} 2021 = 100)







Brenntag Share & Shareholder Structure

Share data	
ISIN; Stock Symbol; Listed since	DE000A1DAHH0; BNR; 29 March 2010
Subscribed capital; Outstanding Shares	EUR 144,385,372; 144,385,372
Class of shares; Free float	Registered shares; 100%
Official market	Prime Standard XETRA and Frankfurt
Regulated unofficial markets	Berlin, Düsseldorf, Hamburg, Hannover, München, Stuttgart, Tradegate Exchange
Indices	DAX, MSCI, Stoxx Europe 600, DAX 50 ESG, DAX ESG Target, S&P Global 1200 ESG

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Shareholder ¹⁾	Proportion in %	Date of notification
Kühne Holding AG	>10%	September 1, 2023
Flossbach von Storch AG	>5%	June 1, 2023
Wellington Management Group	>5%	September 28, 2023

Analysts' Opinions²⁾ Sell Click to view current consensus Hold 10

Shareholdings of identified Institutional Investors by Region³⁾









>5%

>3%

March 22, 2024

September 26, 2023



BlackRock, Inc.

The Capital Group Companies, Inc.

Investor Relations



Financial calendar

May 23, 2024

Annual General Meeting 2024

November 12, 2024

Quarterly Statement Q3 2024

August 13, 2024

Half-Year Financial Report 2024



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Capital Market Day 2023



Creditor Relations



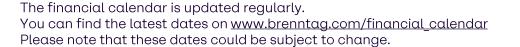
Brenntag Shares



Current Consensus

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