# **ConnectingChemistry**

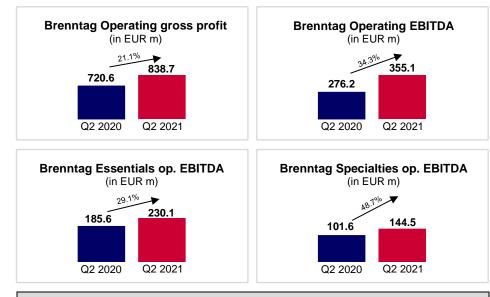


## **Press Release**

#### Essen, August 10, 2021

Brenntag achieved excellent results in an exceptional market environment in the second quarter 2021

- Operating gross profit\* grows by 21.1%\*\* to 838.7 million EUR
- Operating EBITDA\*\*\* increases by 34.3%\*\* to 355.1 million EUR
- Brenntag's two global divisions, Brenntag Essentials and Brenntag Specialties, deliver strong results in the second quarter 2021
- Brenntag pushes ahead with substantial acquisitions fostering its focus industries
- Successful entry into the next phase of "Project Brenntag" focusing on the ramp up of EBITDA uplift; more than 40 million EUR in operating EBITDA generated in H1 2021



"We achieved excellent results in the second quarter and are highly satisfied with the performance of our two global divisions Brenntag Essentials and Brenntag Specialties. Brenntag Specialties performed particularly well in the second quarter. We want to emphasize that we are still operating in an exceptional market environment. Overall, we expect our business and our results to be impacted positively."

### Christian Kohlpaintner, CEO Brenntag SE

#### Brenntag SE Messeallee 11

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Phone +49 201 6496-0 Fax +49 201 6496-1010 infobrenntag@brenntag.de www.brenntag.com Registered Domicile: Essen District Court: Essen HRB 28589 Board of Management: Christian Kohlpaintner (Chairman), Georg Müller, Henri Nejade, Steven Terwindt, Ewout van Jarwaarde Chairwoman of the Supervisory Board: Doreen Nowothe Brenntag (ISIN DE000A1DAHH0), the global market leader in chemicals and ingredients distribution, reports excellent results in an exceptional market environment in the second quarter 2021. In addition to the continued strong organic earnings growth, Brenntag pushes ahead with substantial acquisitions fostering its focus industries.

Christian Kohlpaintner, Chief Executive Officer of Brenntag SE, said: "We achieved excellent results in the second quarter and are highly satisfied with the performance of our two global divisions Brenntag Essentials and Brenntag Specialties. Brenntag Specialties performed particularly well in the second quarter. We want to emphasize that we are still operating in an exceptional market environment. Overall, we expect our business and our results to be impacted positively."

In the second quarter 2021, Brenntag generated sales of 3,470.1 million EUR. Operating gross profit rose by 21.1% to 838.7 million EUR compared to 720.6 million EUR in previous year's quarter. Operating EBITDA grew even more and reached 355.1 million EUR, a very strong year-on-year increase of 34.3%. Earnings per share totaled 0.87 EUR compared to 0.80 EUR a year ago.

Georg Müller, Chief Financial Officer of Brenntag SE, said: "The overall exceptional business dynamics and market environment of the first months of 2021 continued into the second quarter. We again benefited from good margin management and were able to generate high gross profit per unit. Additionally, we saw volumes sequentially improving throughout the quarter."

#### Both divisions contributed to the excellent group results

The performance of Brenntag Essentials and especially Brenntag Specialties in the second quarter 2021 was highly satisfying.

The **Brenntag Essentials** division which markets a broad portfolio of process chemicals across a wide range of industries contributed to the Group performance with strong results in the second quarter 2021. The division reached an operating gross profit of 523.1 million EUR (+16.3%) and reported a very strong operating EBITDA of 230.1 million EUR, 29.1% above the prior-year

period. Brenntag Essentials North America in particular made a significant contribution to the division's growth.

The **Brenntag Specialties** division delivered excellent results with an operating gross profit of 308.9 million EUR (+30.1%) and operating EBITDA of 144.5 million EUR (+48.7%) in the second quarter 2021. These remarkable results are due to a broad-based positive performance across all segments and were driven almost entirely by organic growth. The Brenntag Specialties division builds on the company's position as the largest specialty chemicals distributor worldwide, focusing on six selected customer industries: Nutrition, Pharma, Personal Care / HI&I (Home, Industrial & Institutional), Material Science (Coatings & Constructions, Polymers, Rubber), Water Treatment and Lubricants.

#### Brenntag pushed ahead with acquisitions

In addition to Brenntag's continued strong organic earnings growth, the company strengthened its position with substantial acquisitions, fostering its focus industries. In the second quarter, Brenntag signed an agreement to acquire JM Swank in North America, and meanwhile closed the transaction at the beginning of August. This is a major step to strengthen Brenntag's specialties portfolio in the region and creates the largest full-line food ingredients distributor in North America with approximately one billion US dollars in revenue.

#### Project Brenntag successfully entered the next phase

The implementation of the Project Brenntag initiatives continues as planned since the launch of the new operating model in January 2021. In July, Project Brenntag successfully entered the next phase focusing on the ramp up of EBITDA uplift. In the first half of 2021, Project Brenntag generated more than 40 million EUR in operating EBITDA which is expected to ramp up to 220 million EUR annually by 2023. Of the around 100 planned site closures, 58 have been completed to date. Furthermore, since the initiation of the program, around 480 jobs have been reduced out of approximately 1,300 planned over two years in a socially responsible manner. Brenntag is in close dialogue with the works councils in the different countries.

#### **Outlook confirmed**

Brenntag confirms its operating EBITDA guidance to be in the range of 1,160 to 1,260 million EUR for the financial year 2021. The guidance was raised in June 2021, and takes into account organic growth, the expected efficiency gains from Project Brenntag and the contribution from already closed acquisitions. It is based on the assumption that exchange rates will remain stable on the level at the time of the guidance upgrade. It also reflects our expectation that the currently exceptional market environment will normalize in the second half of 2021.

(in EUR m)	Q2/2021	Q2/2020	$\Delta$ as reporte d	$\Delta fx$ adjusted
Brenntag Group				
Sales	3,470.1	2,821.9	23.0%	27.7%
Operating gross profit*	838.7	720.6	16.4%	21.1%
Operating EBITDA***	355.1	276.2	28.6%	34.3%
Operating EBITDA*** / Operating gross profit* (in %)	42.3	38.3		
Profit before tax	192.8	167.0	15.4%	-
Profit after tax	137.2	123.0	11.5%	-
Attributable to Brenntag shareholders	134.1	123.4		
Earnings per share (in EUR)	0.87	0.80		
Free cash flow	121.5	213.7	-43.1%	-
	June 30, 2021	Dec. 31, 2020		
Working capital	June 30, 2021 1,709.4	<b>Dec. 31, 2020</b> 1,346.6		
Working capital Net financial liabilities		•		
·	1,709.4	1,346.6	∆ as reporte d	∆ fx adjusted
·	1,709.4 1,695.3	1,346.6 2,002.0	reporte	
Net financial liabilities	1,709.4 1,695.3	1,346.6 2,002.0	reporte	
Net financial liabilities Brenntag Essentials	1,709.4 1,695.3 <b>Q2/2021</b>	1,346.6 2,002.0 <b>Q2/2020</b>	reporte d	adjusted
Net financial liabilities Brenntag Essentials Operating gross profit	1,709.4 1,695.3 <b>Q2/2021</b> 523.1	1,346.6 2,002.0 <b>Q2/2020</b> 468.2	reporte d 11.7%	adjusted 16.3%
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#### Financial Results at a Glance – Second Quarter 2021

\*Operating gross profit is defined as sales less cost of goods sold. \*\*Unless indicated otherwise, growth rates are on a constant currency basis. \*\*\*Brenntag presents operating EBITDA before holding charges and special items. Holding charges are certain costs charged between holding companies and operating companies. At Group level, these effects net to zero. Brenntag is also adjusting operating EBITDA for income and expenses arising from special items so as to improve comparability in presenting the performance of its business operations over multiple reporting periods and explain it more appropriately. Special items are income and expenses outside ordinary activities that have a special and material offert on the provide operations over the provide the periods. material effect on the results of operations, such as restructurings.

#### **About Brenntag:**

Brenntag is the global market leader in chemicals and ingredients distribution. The company holds a central role in connecting customers and suppliers of the chemical industry. Headquartered in Essen, Germany, Brenntag has more than 17,000 employees worldwide and operates a network of more than 670 sites in 77 countries. In 2020, Brenntag generated sales of around 11.8 billion EUR. The two global divisions, Brenntag Essentials and Brenntag Specialties, provide a full-line portfolio of industrial and specialty chemicals and ingredients as well as tailor-made application, marketing and supply chain solutions, technical and formulation support, comprehensive regulatory know-how, and digital solutions for a wide range of industries. In the field of sustainability, Brenntag pursues specific goals and is committed to sustainable solutions in its own sector and the industries served. Brenntag shares are listed at the Frankfurt Stock Exchange and are included in the MDAX and DAX 50 ESG. For more information, visit www.brenntag.com.

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