

# January–September 2024 Financial Results

EARNINGS CALL PRESENTATION, NOVEMBER 7

**Helen Mets**, President & CEO  
**Niklas Beyes**, CFO



# Record high profitability and strengthened business portfolio

- Record high profitability and increasingly strong MOVC per ton
- Continued solid cash flow
- Further footprint consolidation with the closure of the Bousbecque plant
- Divestment of Aspa pulp mill allows us to focus on specialty materials production
- Scope 1-2-3 climate targets validated by Science Based Targets initiatives
- Top decile customer loyalty in our industry achieved





# Three divisions with leadership positions

## FILTRATION AND LIFE SCIENCES



**Purifying** powerhouse

**#1** in Filtration Science  
and in Lab & Life Sciences  
segments



## PROTECTIVE MATERIALS



**Protecting** surfaces

**Global leader** in Vinyl  
Flooring, Digital Wallcover,  
Power Transformers & Sea  
Cables



## FOOD AND CONSUMER PACKAGING

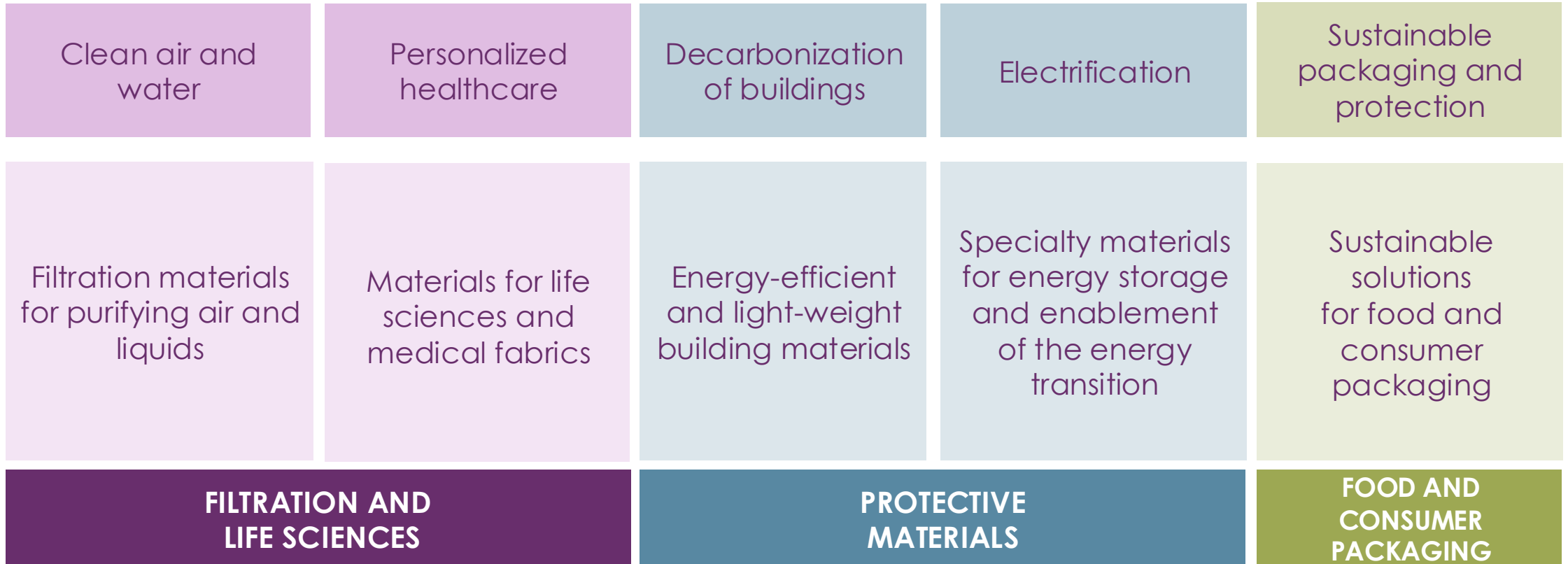


Solutions for **food safety**

**#1** in specialty papers for  
food application and **#2** in  
Industrial Release Liners.



# Simplified portfolio aligned with trends that future-proof the business

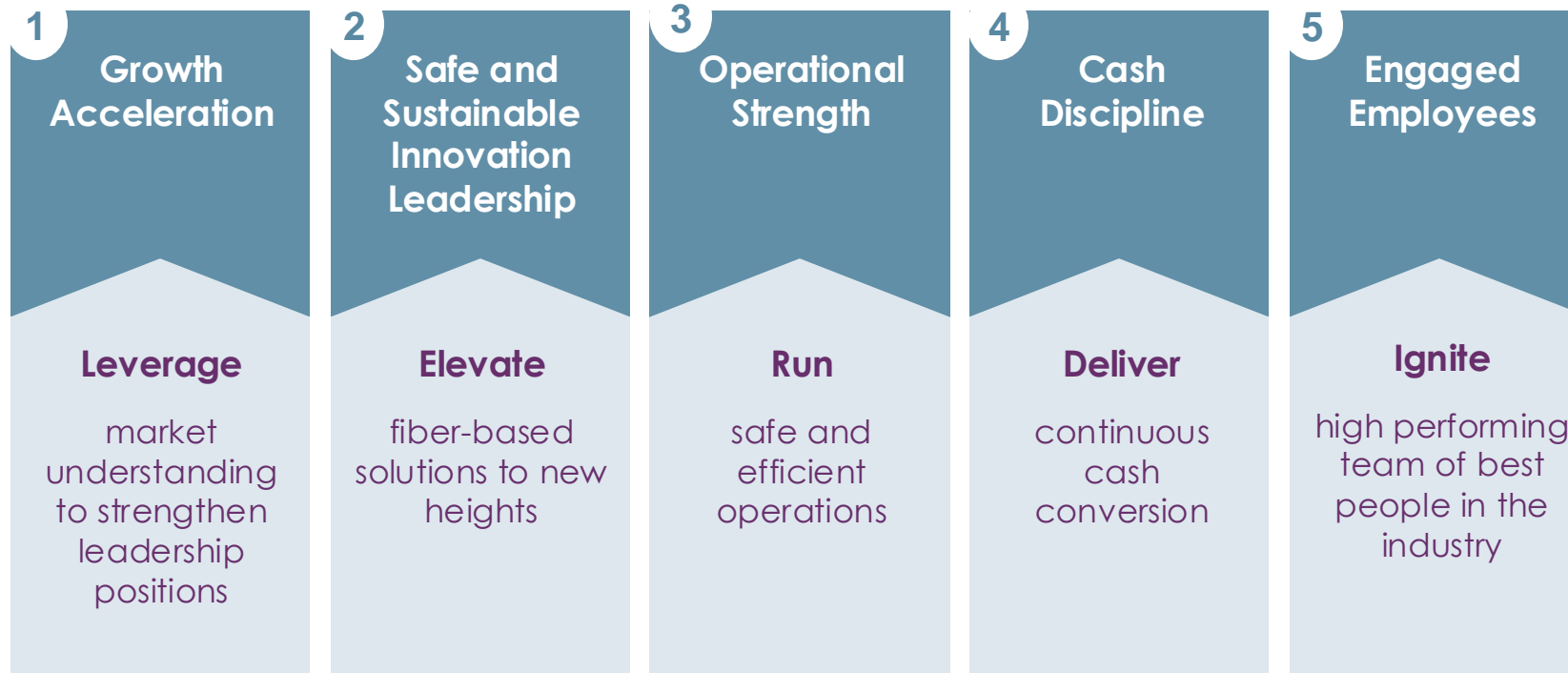


# Strong underlying growth levers in each business

	FILTRATION AND LIFE SCIENCES	PROTECTIVE MATERIALS	FOOD AND CONSUMER PACKAGING
Growth Drivers	Growth in Industrial applications (HVAC, Water)	Growth in Electrification & Data Centres	Strong demand for Labels
	Ageing population and growing access to healthcare in emerging markets	Decarbonization and Green in Building and Construction	ESG regulations in Packaging
	Strong margins given high entry requirements	Strong margins given high entry requirements	Margin expansion due to Speciality mix



# Our five strategic pillars drive our growth and performance



ACCOUNTABILITY

GROWTH MINDSET

ONE TEAM

CARE



# We have a pipeline of new innovations and we launch products every quarter



Personalized healthcare

**LipidSaver™ specimen collection card for the collection and storage of fatty acid from whole blood**



Decarbonization of buildings

**New lightweight plasterboard product for exterior sheeting**



Sustainable packaging and protection

**Paper-based Bouillon cube packaging being tested on the market**





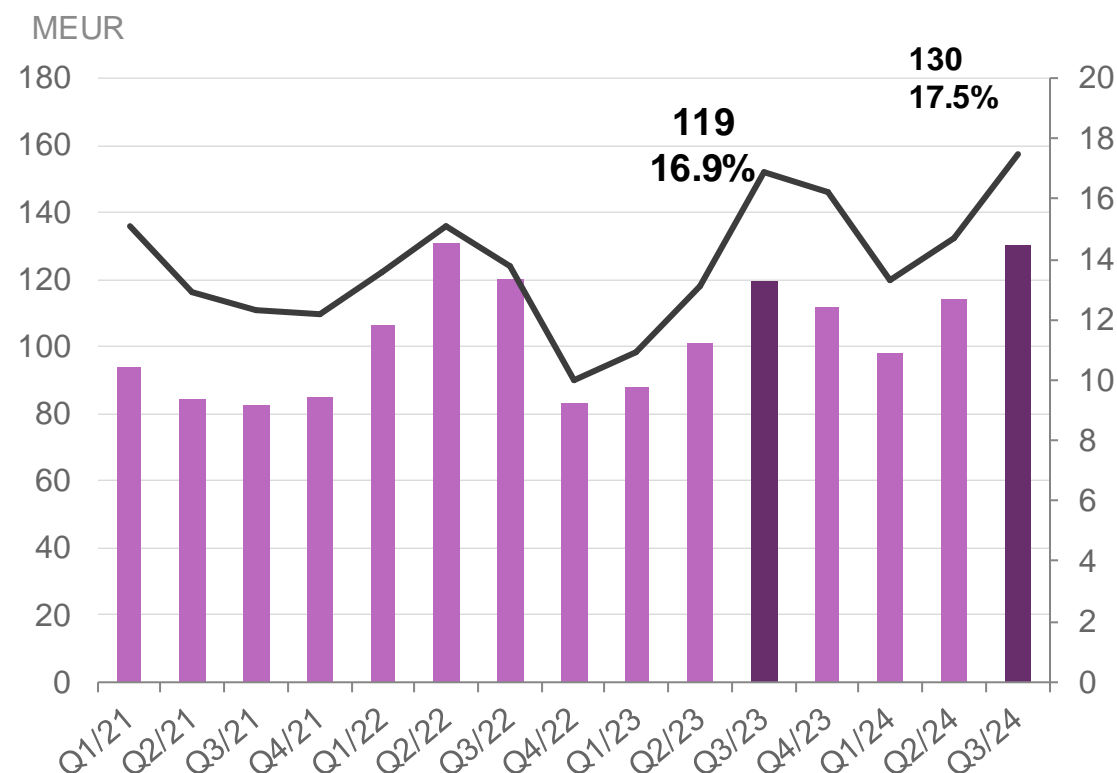
# Q3 2024 Financial performance



# Record strong profitability and solid cash flow

- Record high third quarter comparable EBITDA of EUR 130m, with all-time high margin of 17.5%
- Record high margin on variable cost per ton underpinned by strong operational performance resulting from transformation initiatives.
- Effective control over fixed costs
- Cash flow remained solid, driven by higher profitability, efficient working capital management, and sustainable low capital expenditure.

Comparable EBITDA and margin %



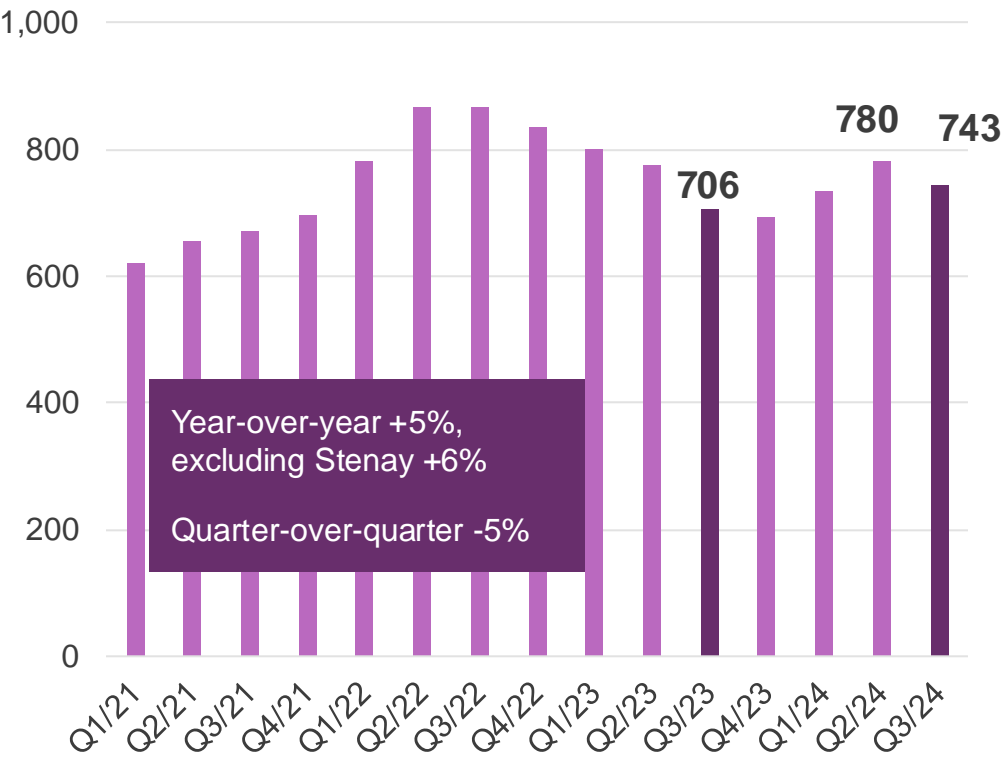
Q1 2021 pro forma



# Market growth slowing

## Quarterly net sales

MEUR



Q1 2021 pro forma

## Divisional breakdown of net sales

Food &  
Consumer  
Packaging  
42%



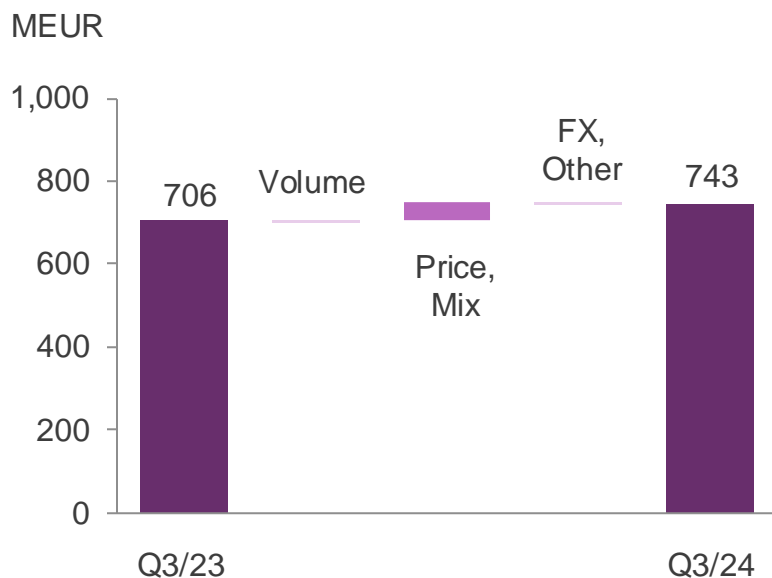
Filtration &  
Life Science  
26%

Protective  
Materials  
32%



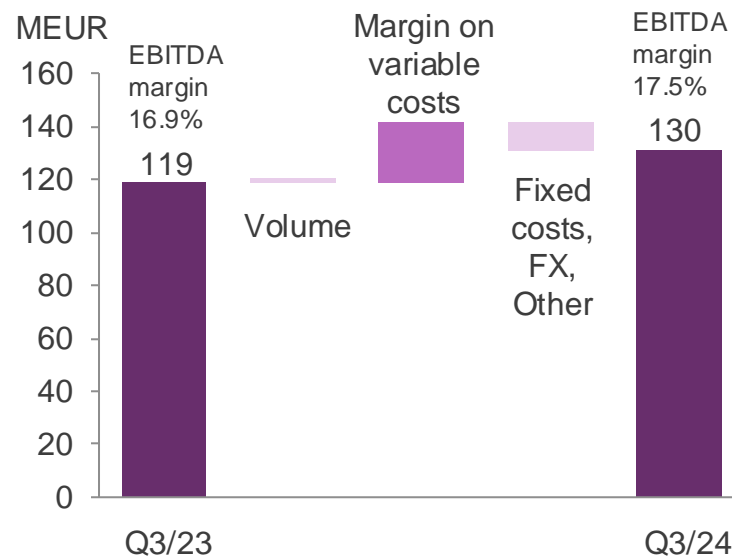
# Q3 2024: Record high comparable EBITDA and margin

## Net sales Q3/23 to Q3/24



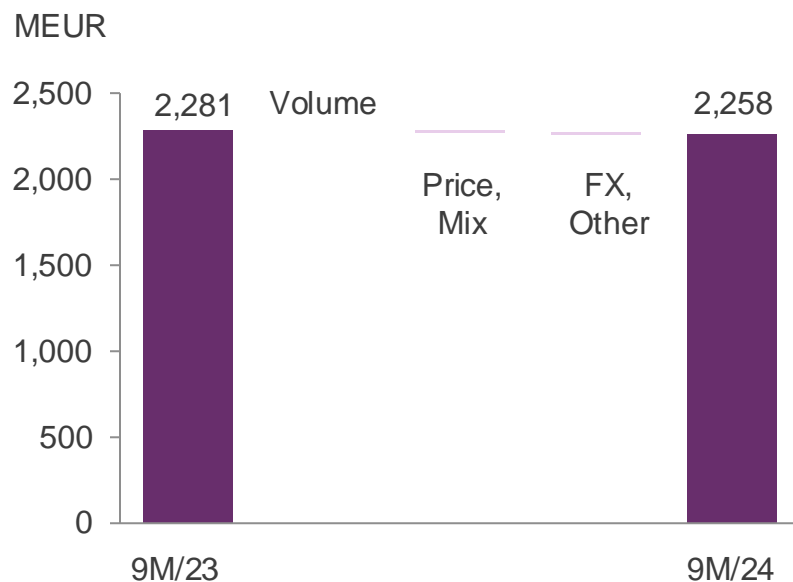
Excluding Stenay sales were  
EUR 698 million in Q3 2023

## Comparable EBITDA Q3/23 to Q3/24



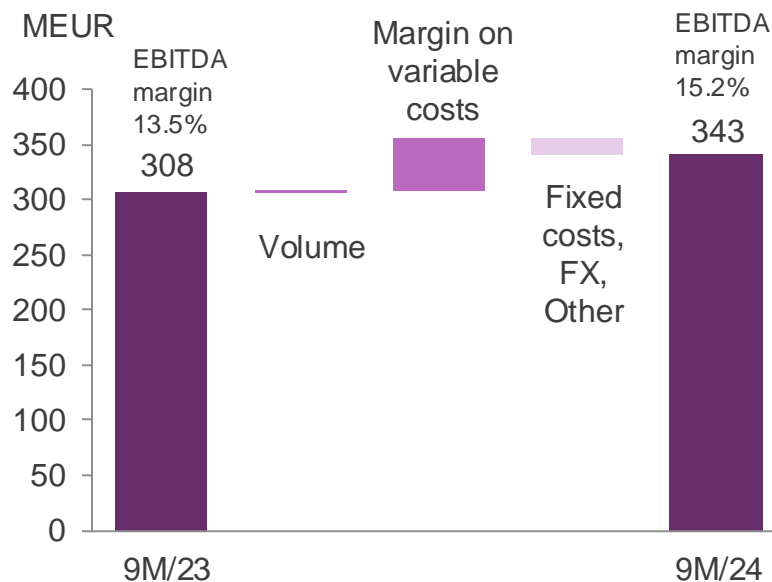
# Jan-Sep 2024: Comparable EBITDA and margin driven by record strong margin on variable cost per ton

**Net sales**  
Jan-Sep 23 to Jan-Sep 24



Excluding Stenay sales were  
EUR 2,125 million in Jan-Sep 2023

**Comparable EBITDA**  
Jan-Sep 23 to Jan-Sep 24

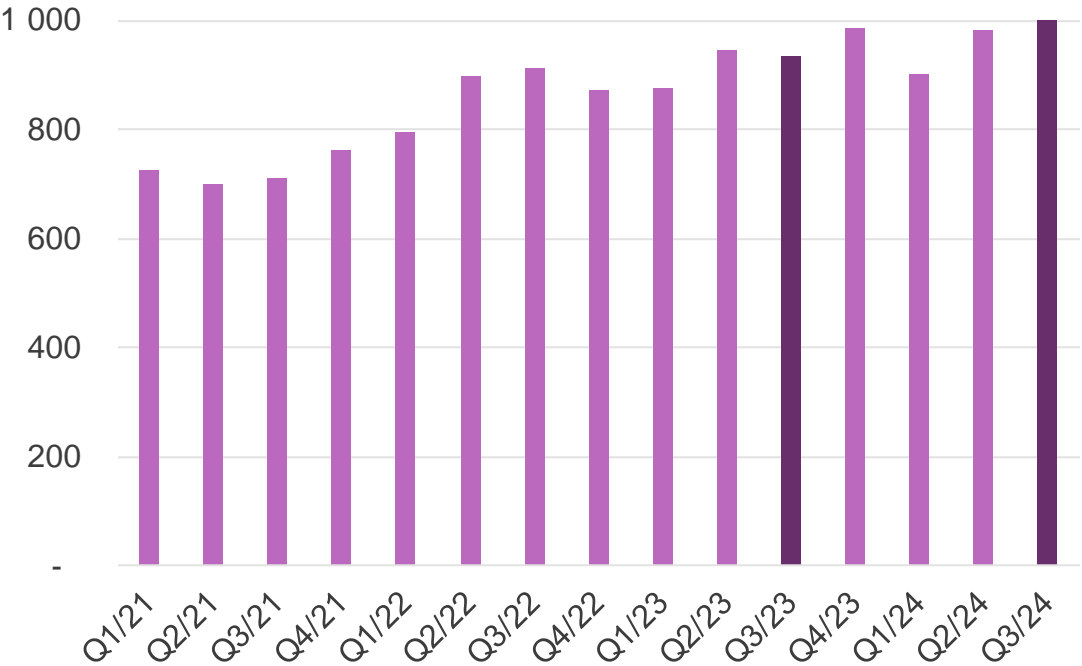




# Record high variable cost per ton

## Margin on variable costs per ton

EUR per ton



Disciplined pricing  
and transformational cost  
improvement projects  
continuously strengthening the  
margin on variable cost per ton.



# Reconciliation of comparable EBITDA to adjusted EBITDA

MEUR	September 30, 2024	June 30, 2024
<b>Comparable EBITDA, LTM</b>	<b>455</b>	<b>444</b>
2023 initiatives	1 <sup>(1)</sup>	3 <sup>(1)</sup>
2024 initiatives	35 <sup>(2)</sup>	51 <sup>(2)</sup>
2025 initiatives	21 <sup>(3)</sup>	14 <sup>(3)</sup>
<b>Total savings potential not in EBITDA</b>	<b>56</b>	<b>68</b>
<b>Adjusted EBITDA, LTM</b>	<b>510</b>	<b>512</b>

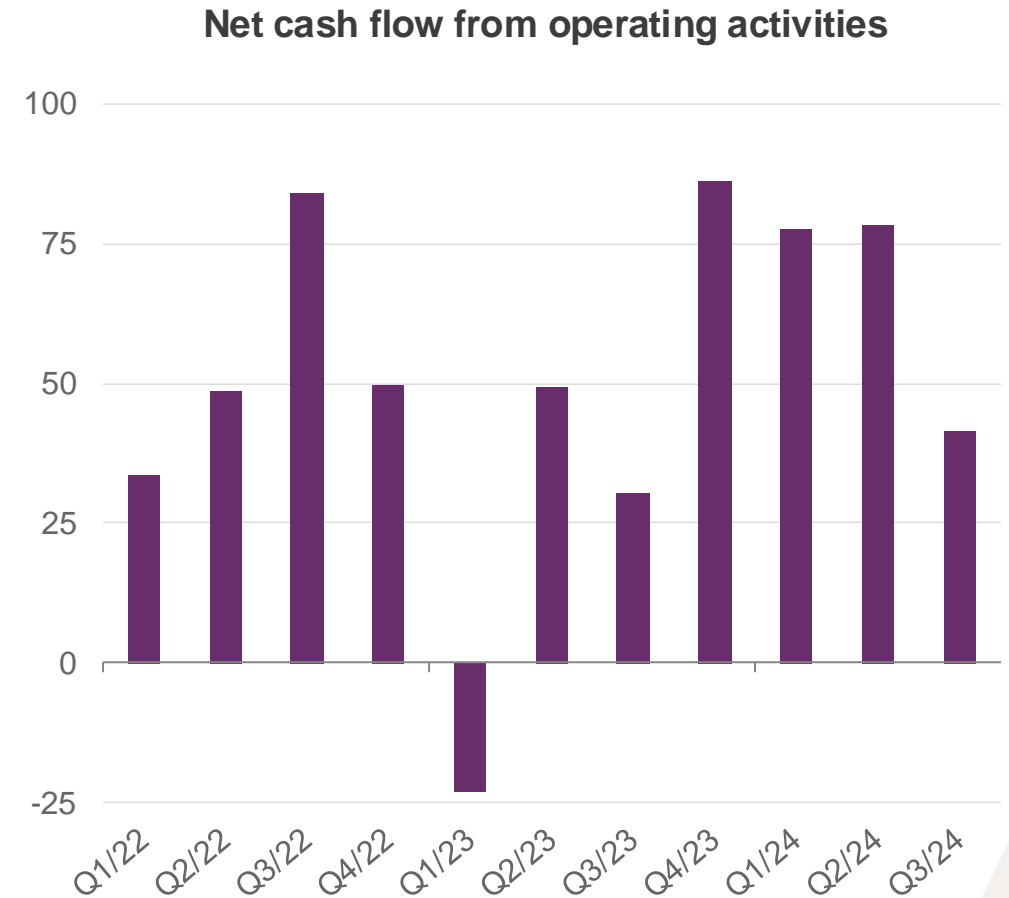
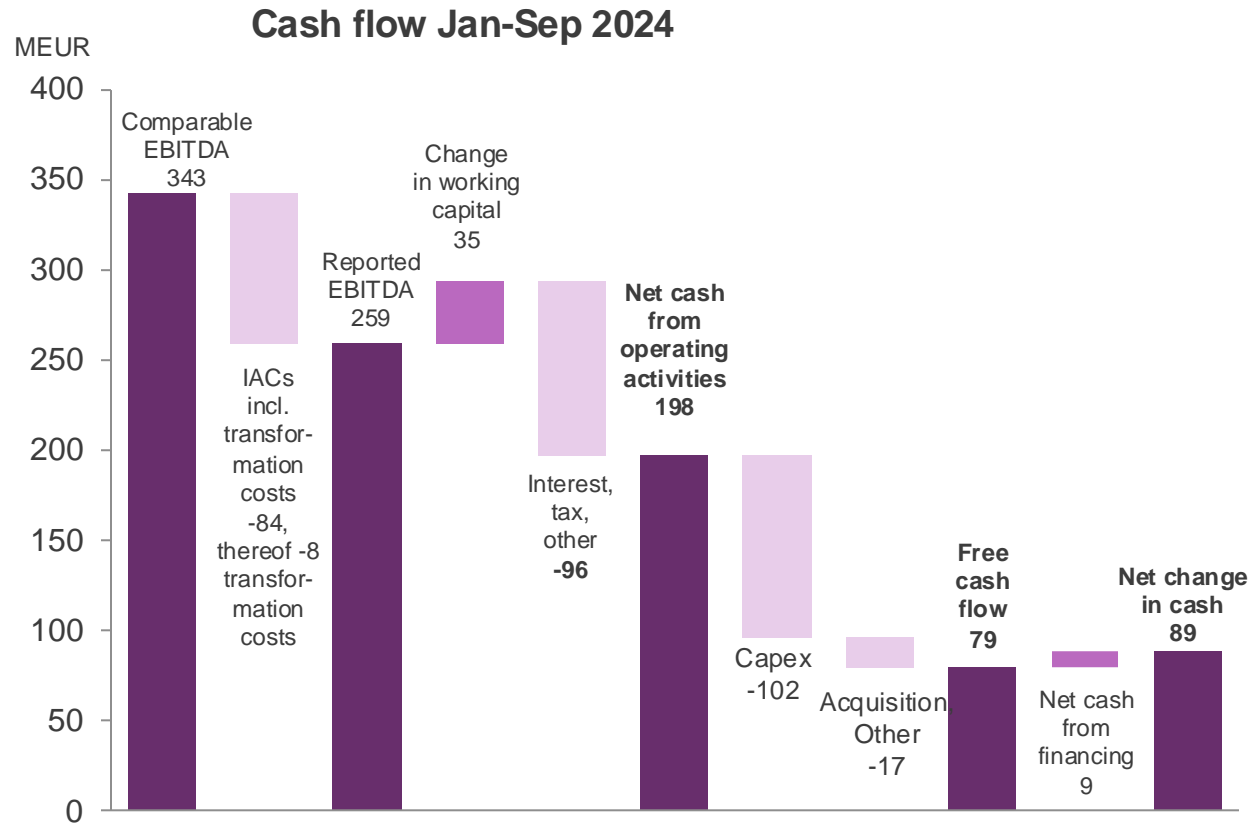
- 1) Full run rate impact expected end of 2024
- 2) Full run rate impact expected end of 2025
- 3) Full run rate impact expected end of 2026

Implemented initiatives help increasing comparable EBITDA(LTM).

The work to identify and specify new opportunities continues on an ongoing basis.

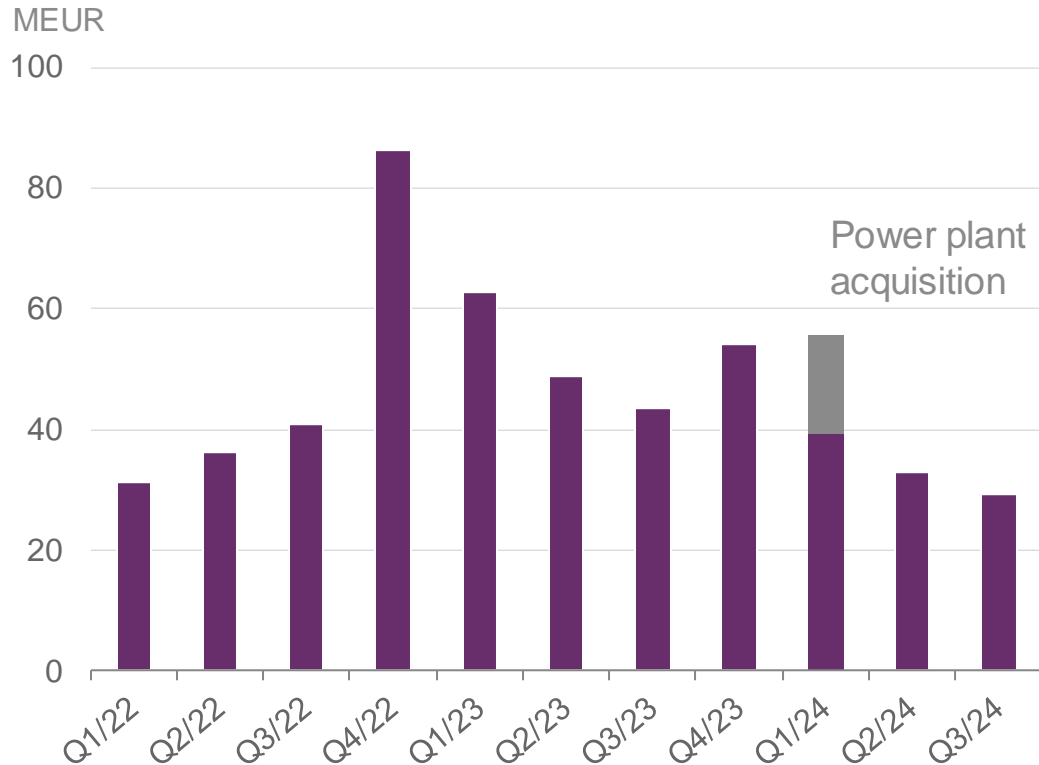


# Solid cash flow in January-September – sustainable lower capital expenditure

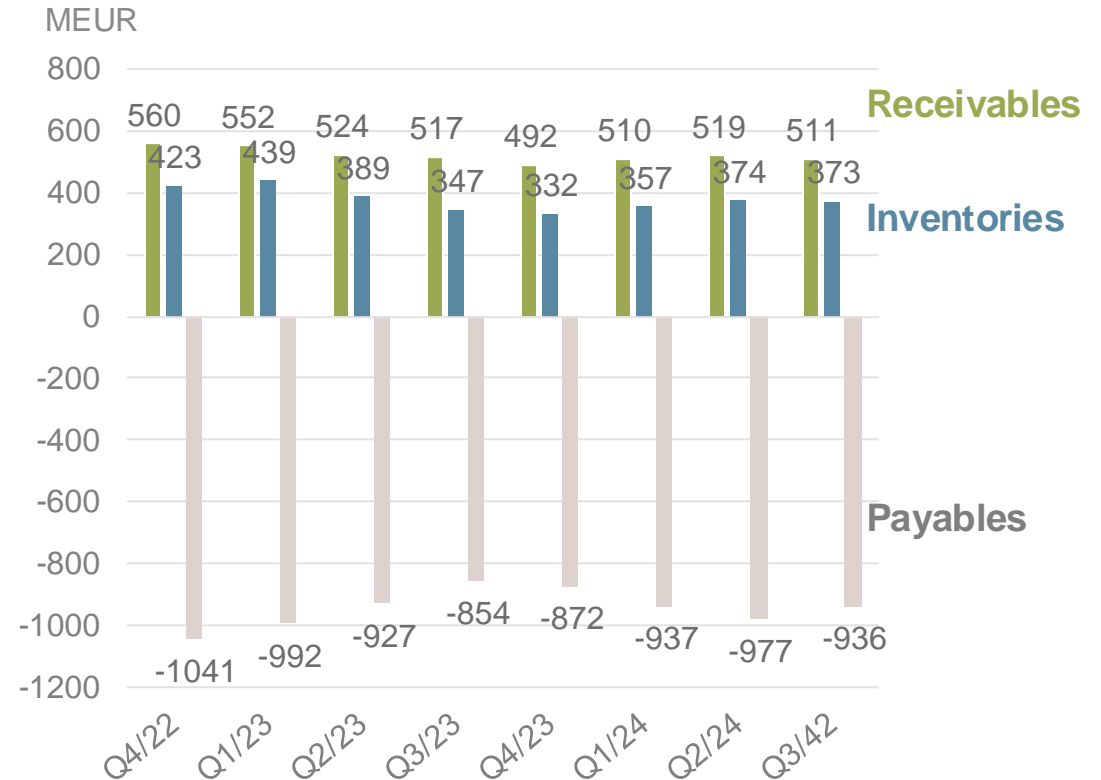


# Intensive investment phase passed – positive change of net working capital continues YTD 2024

## Capital expenditure



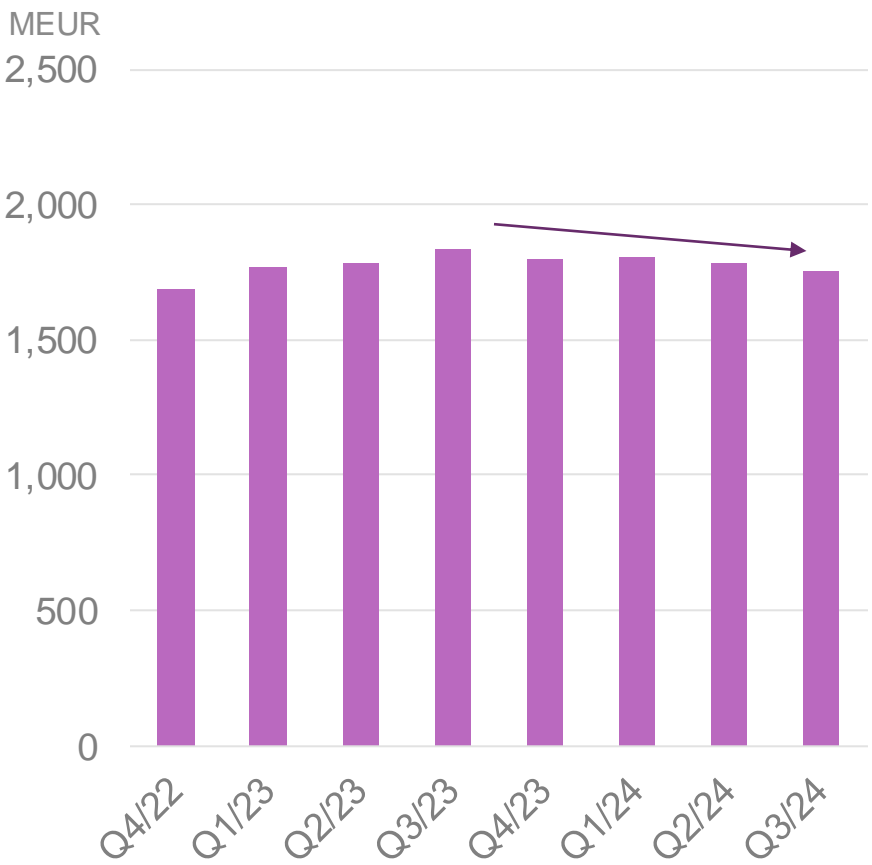
## Working capital



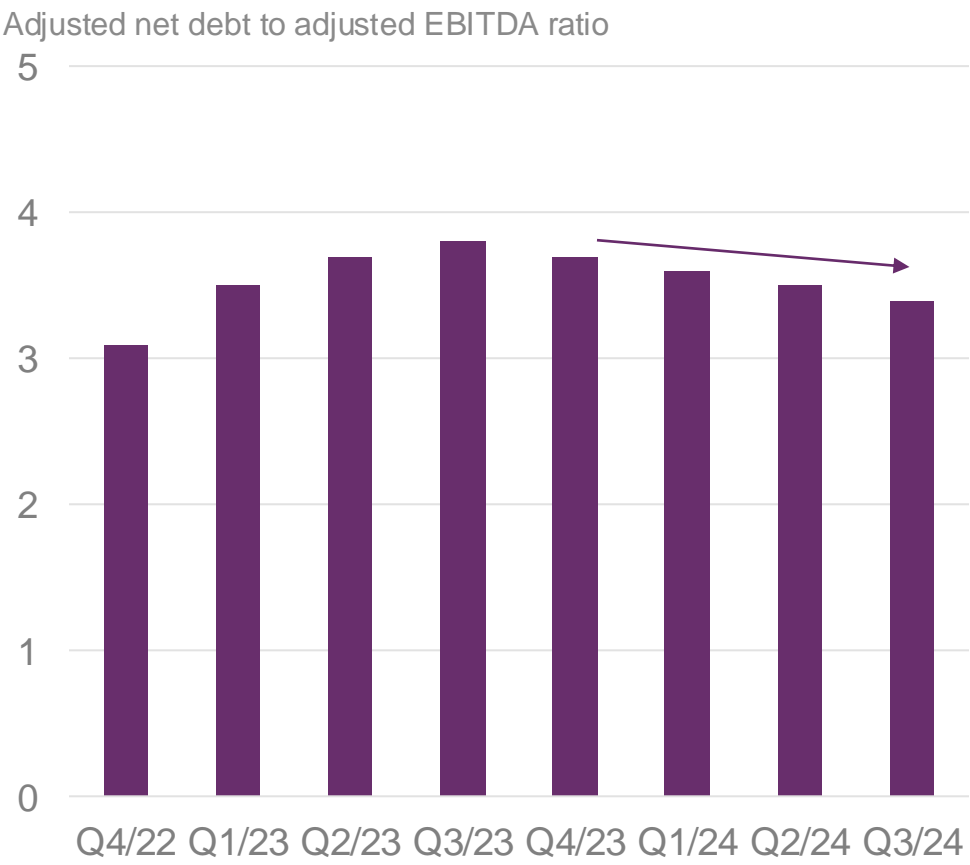


# Net debt and leverage decreasing

Adjusted net indebtedness



Ratio of adjusted net indebtedness to adjusted EBITDA



On September 30, 2024, adjusted net indebtedness was MEUR 1,755 (1,797 on December 31, 2023), translating into an adjusted net indebtedness to adjusted EBITDA ratio of 3.4 (3.7 on December 31, 2023).



# Conclusions

- Record high profitability in third quarter
- Continued solid cash flow
- Further footprint consolidation with the closure of the Bousbecque plant
- Divestment of Aspa pulp mill allows us to focus on specialty materials production
- Scope 1-2-3 climate targets validated by Science Based Targets initiative



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