



Corbion

HY/Q2 2024 RESULTS

OLIVIER RIGAUD (CEO)

PETER KAZIUS (CFO)

08/08/2024

Corbion results H1 2024



Olivier Rigaud

CEO

- Business performance
- Outlook



Peter Kazius

CFO

- Financial performance

Business performance

A magnifying glass is positioned over a financial report, highlighting the name 'Olivier Rigaud' and the title 'CEO'. The report includes a 'SUMMARY' table with columns for 'Value', 'Change', and 'Change %'. To the left of the magnifying glass is a calculator, and a pen lies diagonally across the top left of the report. The background features various financial charts, including bar charts and a donut chart.

Olivier Rigaud
CEO

SUMMARY		
Value	Change	Change %
45,000	15,000	26.67%
7		
3		

	Value	%
revenue	524.5	100%
costs	403.5	77%
Gross profit	121.0	23%
Other income	4.5	1%
Administrative expenses	84.5	16%
Profit before tax	10.5	2%
tax	73.5	14%
net profit		

H1 2024 Highlights

- **Accelerated organic sales growth**
 - Volume/Mix +3.6% & Pricing -4.3%
- **Continued operations (IFRS 5): Adjusted EBITDA € 86.1 million (Q2: € 51.6 million)**
- **Health & Nutrition: Double digit growth in Sales and Adjusted EBITDA**
- **Functional Ingredients & Solutions: Positive volume/mix growth driven by Food**
- **TotalEnergies Corbion joint venture: sales € 66.4 million; an organic growth of 14%**
- **Free Cash Flow € 12.7 million, excluding Free Cash Flow from divestment € 323.8**
- **Restructuring plan on track**
- **Confirmation FY 2024 outlook**

Volume/Mix

+3.6% (H1)

+5.5% (Q2)

Adj EBITDA margin*

13.5% (H1)

15.3% (Q2)

Free Cash Flow

12.7m (H1)

5.2m (Q2)

* CONTINUED OPERATIONS (IFRS 15)

Functional Ingredients & Solutions

Business environment

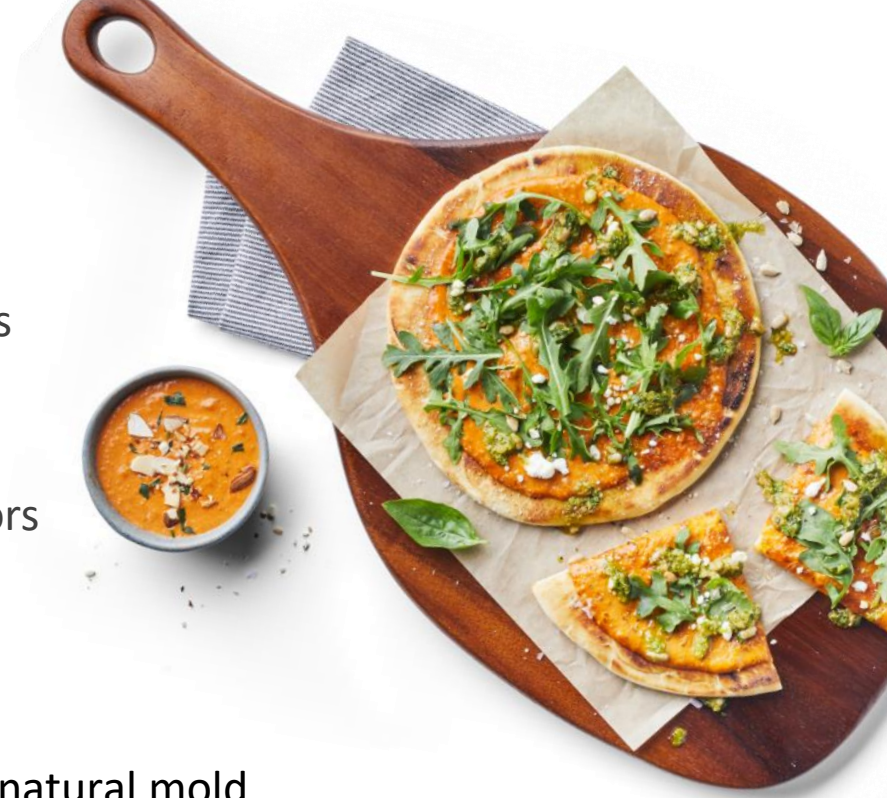
- Volume growth in our key food markets, like bakery, meat and dairy across the regions
- Customer innovation in our food ingredients business remains strong
- Continuation of softness in some non-food markets, such as semiconductors and agrochemicals

Growth initiatives

- Continued growth in our key strategic initiatives like dough conditioners, natural mold inhibitors, dairy stabilizers and natural anti-oxidants
- Accelerated sales pipeline
- Bolt-on acquisition in India supporting value creation in food, with limited investments
- New circular lactic acid plant in Thailand on track. Ramping up gradually

Efficiency initiatives

- Footprint optimization, FTE reduction on track



Health & Nutrition

Business environment

- Continued strong demand of Omega-3 DHA in aquaculture and pet nutrition
- Continued positive momentum in drug delivery and orthopedics

Growth initiatives

- Secured longer term contracts with key customers in aquaculture
- Human nutrition: customer approval process underway
- Capacity expansion supporting growth in Omega-3 DHA on track

Efficiency initiatives

- Continuation of process and yield improvement within our existing facility



PLA

Business environment

- Improved growth momentum
- China piloting new PLA initiatives

Growth initiatives

- Building a differentiated portfolio through application development and strategic partnerships
- Customer development pipeline improved



Financial performance

A magnifying glass is positioned over a financial report, highlighting the name Peter Kazius and his title CFO. The report includes a summary table and a detailed income statement. A calculator and a pen are also visible on the left side of the image.

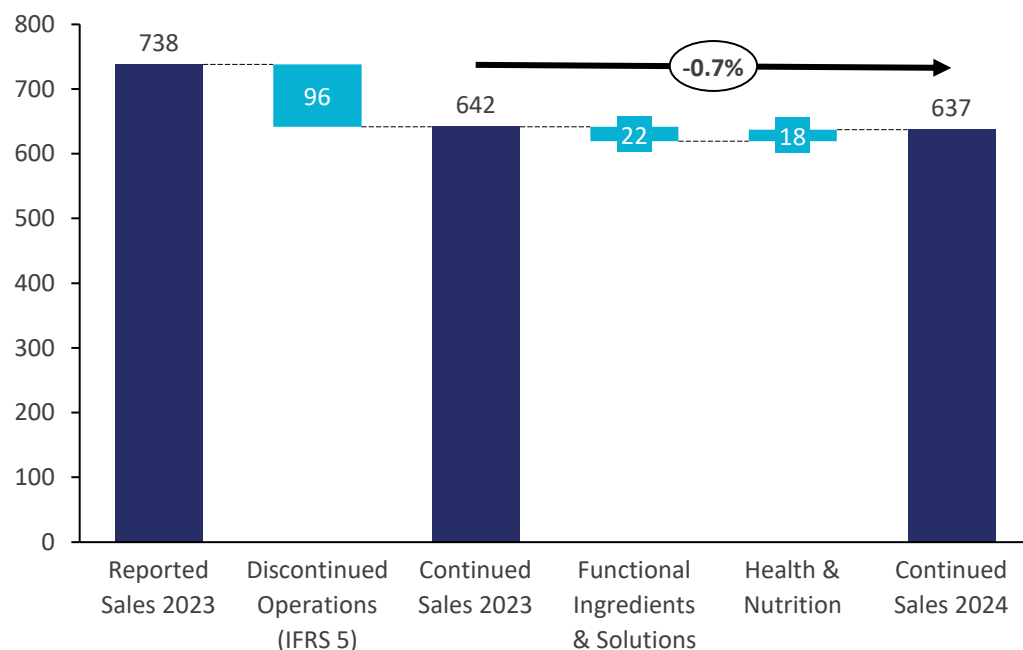
Peter Kazius
CFO

SUMMARY	
Value	45,000
Change	15,000
% Change	26.67%

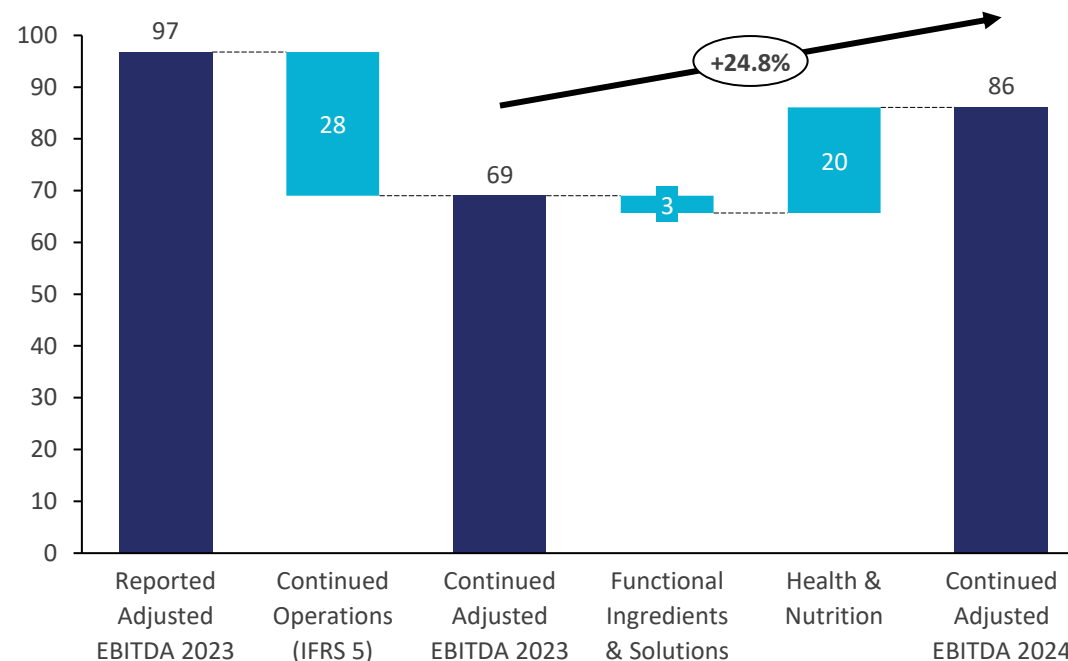
revenue	123.5	12%
costs	4.5	3%
Gross profit	44.0	10%
Other income	84.0	2%
Administrative expenses	10.5	14%
Profit before tax	73.5	
tax		
net profit		

Continued operations: Sales and Adjusted EBITDA development

H1 Sales 2024 vs 2023



H1 Adjusted EBITDA 2024 vs 2023



Profit and Loss - Continued Operations

€ million	H1 2024	H1 2023	%		Q2 2024	Q2 2023	%
Continued operation							
Sales	637.1	641.7	-0.7%		336.7	329.2	2.3%
Adjusted EBITDA	86.1	69.0	24.8%		51.6	33.6	53.6%
Adjusted EBITDA %	13.5%	10.8%			15.3%	10.2%	
Adjusted Depreciation & Amortization	(43.8)	(36.8)			(22.7)	(18.2)	
Adjustments	(8.7)	(2.0)			(6.9)	(0.7)	
EBIT	33.6	30.2	11.3%		22.0	14.7	49.7%
Financial income/expenses	(3.7)	(3.7)			(0.2)	0.2	
Result joint ventures/assoc.	0.0	(4.1)			(0.1)	(4.2)	
Taxes	(7.2)	(6.9)			(1.6)	(4.7)	
Result after tax	22.7	15.5	46.5%		20.1	6.0	235.0%
Result after tax (Corbion)	168.4	28.1			160.3	13.2	
Results after tax (continued operation)	22.7	15.5			20.1	6.0	
Results after tax (discontinued operation)	145.7	12.6			140.2	7.2	

Functional Ingredients & Solutions

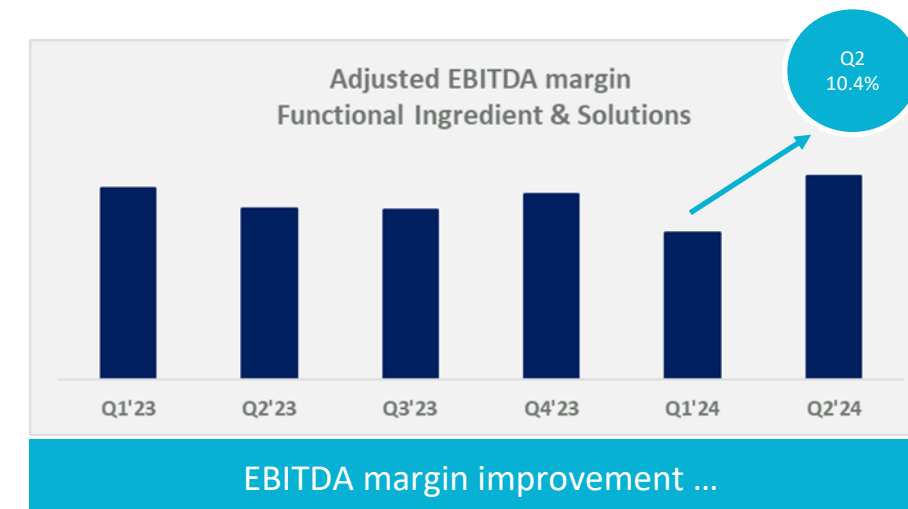
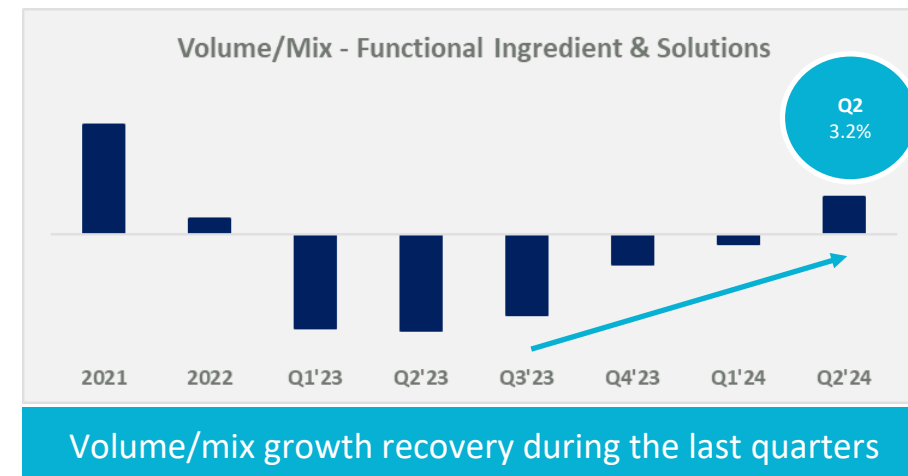
Organic Sales growth of -4.3%

- Pricing -5.4% following input cost relaxation
- Continuation of positive volume momentum in our Food segment
- Temporarily softness in some markets, like semiconductors
- Volume/mix 1.1% (Q2: 3.2%)

Adjusted EBITDA margin 9.0% (-20bps vs LY)

- EBITDA includes absorption stranded cost (Emulsifier divestment)
- Impact vs last year driven by operational leverage and product/mix
- Good progress on implementation of cost reduction initiatives
- Q2 margin 10.4%, a significant increase vs Q1'24

€ million	YTD 2024	YTD 2023	Q2 2024	Q2 2023
Sales	497.2	519.5	257.9	261.1
Organic growth	-4.3%	1.3%	-2.2%	-1.6%
Adjusted EBITDA	44.6	47.9	26.7	22.7
Adjusted EBITDA margin	9.0%	9.2%	10.4%	8.7%



Health & Nutrition

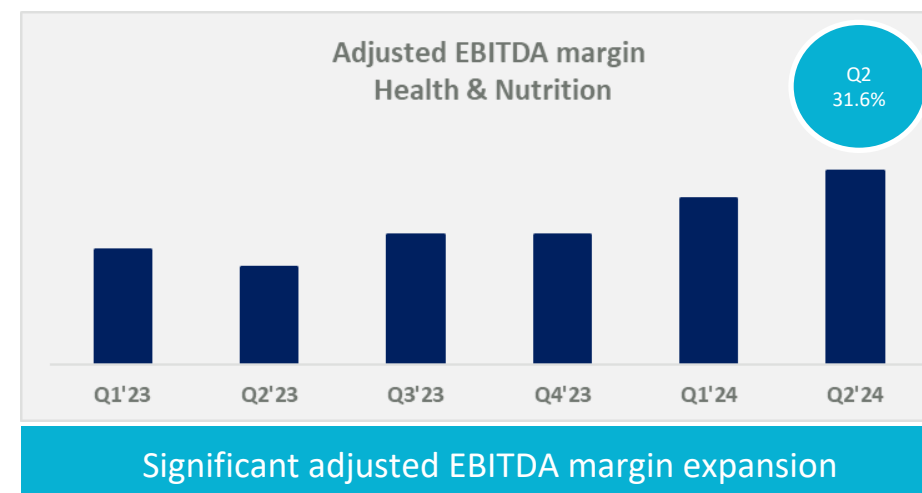
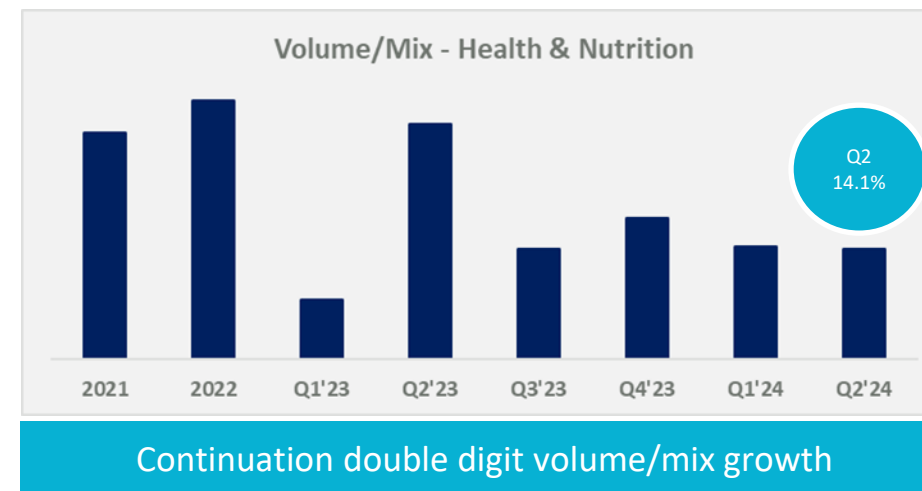
Organic Sales growth of 14.5%

- Nutrition: continued strong sales growth by capitalizing on the overall industry growth, increased penetration of major aquafeed producers, and favorable pricing dynamics
- Biomedical polymers: on track to deliver double digit growth for full year. H1 sales stable, following phasing of orders.

Adjusted EBITDA margin 29.7% (+1240bps vs LY)

- Higher yield driven by strain optimization (Nutrition segment)
- Operational leverage
- Favorable product/mix

€ million	YTD 2024	YTD 2023	Q2 2024	Q2 2023
Sales	139.9	122.2	78.8	68.1
Organic growth	14.5%	47.6%	15.1%	51.0%
Adjusted EBITDA	41.5	21.1	24.9	10.9
Adjusted EBITDA margin	29.7%	17.3%	31.6%	16.0%



TotalEnergies Corbion joint venture

Organic Sales growth of 14.1%

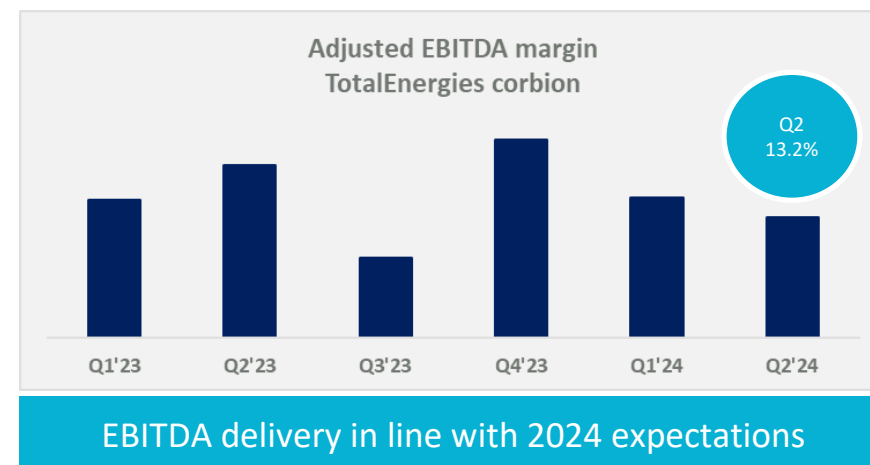
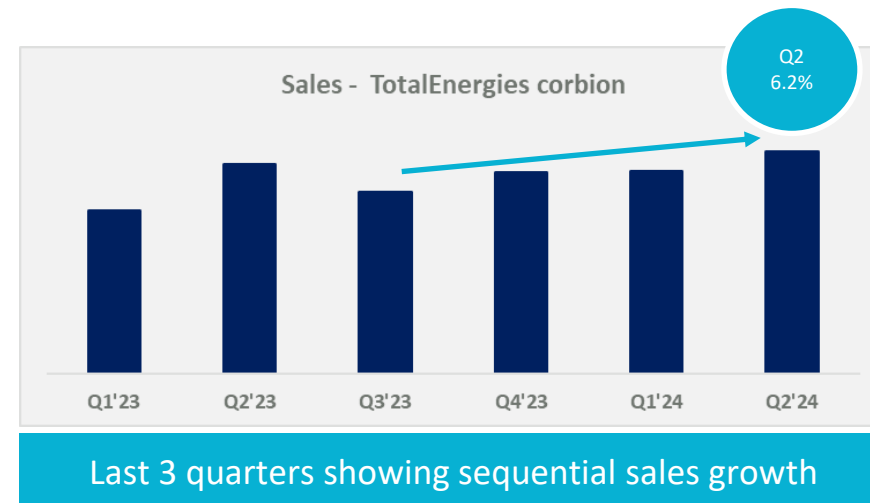
- Continuous recovery of volume
- Stable market share
- Robust long term PLA drivers remain

Adjusted EBITDA margin 14.3% (-310bps vs LY)

- Adjusted EBITDA margin in line with 2024 estimate
- Margin contraction vs LY driven by price/input cost dynamics

€ million *	YTD 2024	YTD 2023	Q2 2024	Q2 2023
Sales	66.4	58.2	34.8	32.5
Organic growth	14.1%	-37.4%	6.2%	-24.3%
EBITDA	9.5	10.0	4.6	6.1
EBITDA margin	14.3%	17.2%	13.2%	18.8%

*Results on 100% basis. Corbion owns 50% of TotalEnergies Corbion joint venture



Outlook



Olivier Rigaud
CEO

The background image shows a financial report with various charts and tables. A magnifying glass is positioned over the text 'Olivier Rigaud CEO'. To the left, a portion of a calculator is visible. The report includes a 'SUMMARY' table with columns for 'Value', 'Change', and 'Change %'. Other visible data points include '45,000', '15,500', '26.67%', '7', '3', '105.42%', '164,208', and '228,800'. A table on the right lists financial metrics: 'revenue', 'costs', 'Gross profit', 'Other income', 'Administrative expenses', 'Profit before tax', 'tax', and 'net profit', with corresponding values and percentages.

	Value	Change	Change %
revenue	45,000	15,500	26.67%
costs	29,500	7	3
Gross profit	15,500	105.42%	
Other income	164,208		
Administrative expenses	228,800		

	Value	%
revenue	524.5	100%
costs	403.5	77%
Gross profit	121.5	23%
Other income	4.5	1%
Administrative expenses	44.5	8%
Profit before tax	81.5	16%
tax	10.5	2%
net profit	73.5	14%

Confirmation of FY 2024 outlook

Organic sales growth:

- Volume/mix growth: 2~6%
- Pricing: Low single digit negative pricing following input cost relaxation

Adjusted EBITDA organic growth continued operations >18% (in line with >15% on core activities)

Free Cash Flow (excluding acquisitions/divestments): > €50M

- Covenant Net Debt/EBITDA: 1.8 – 2.3x (year end)

Continued positive business momentum in the second half of the year

Annex

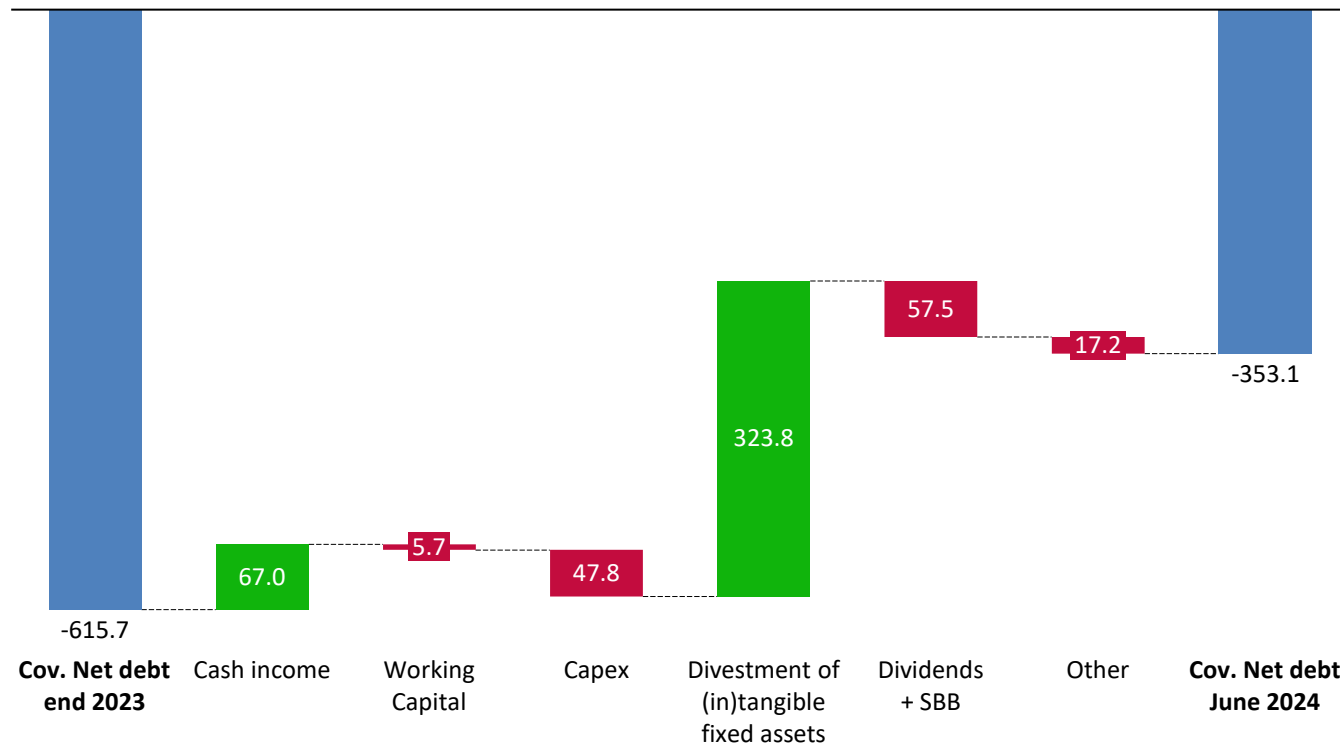
Sales and Adjusted EBITDA: H1/Q2 2024

Continued Operations € million	H1 2024	H1 2023		Q2 2024	Q2 2023		Growth H1
Sales							
- Functional Ingredients & Solutions	497.2	519.5		257.9	261.1		-4.3%
- Health & Nutrition	139.9	122.2		78.8	68.1		14.5%
Total Net Sales	637.1	641.7		336.7	329.2		-0.7%
Adjusted EBITDA							
- Functional Ingredients & Solutions	44.6	47.9		26.7	22.7		-6.9%
- Health & Nutrition	41.5	21.1		24.9	10.9		96.7%
Total Adjusted EBITDA	86.1	69.0		51.6	33.6		24.8%
Adjusted EBITDA margin							
- Functional Ingredients & Solutions	9.0%	9.2%		10.4%	8.7%		
- Health & Nutrition	29.7%	17.3%		31.6%	16.0%		
Total Adjusted EBITDA margin	13.5%	10.8%		15.3%	10.2%		

Sales growth per segment in H1/Q2 2024

Continued Operations € million	Volume/ Mix	Price	Organic	Currency	Acquisitions/ (Divestments)	Total Growth
H1 2024 vs H1 2023						
- Functional Ingredients & Solutions	1.1%	-5.4%	-4.3%	-0.4%	0.4%	-4.3%
- Health & Nutrition	14.1%	0.4%	14.5%	0.0%	0.0%	14.5%
Total	3.6%	-4.3%	-0.7%	-0.4%	0.4%	-0.7%
Q2 2024 vs Q2 2023						
- Functional Ingredients & Solutions	3.2%	-5.4%	-2.2%	0.0%	1.0%	-1.2%
- Health & Nutrition	14.1%	1.0%	15.1%	0.6%	0.0%	15.7%
Total	5.5%	-4.1%	1.4%	0.2%	0.7%	2.3%

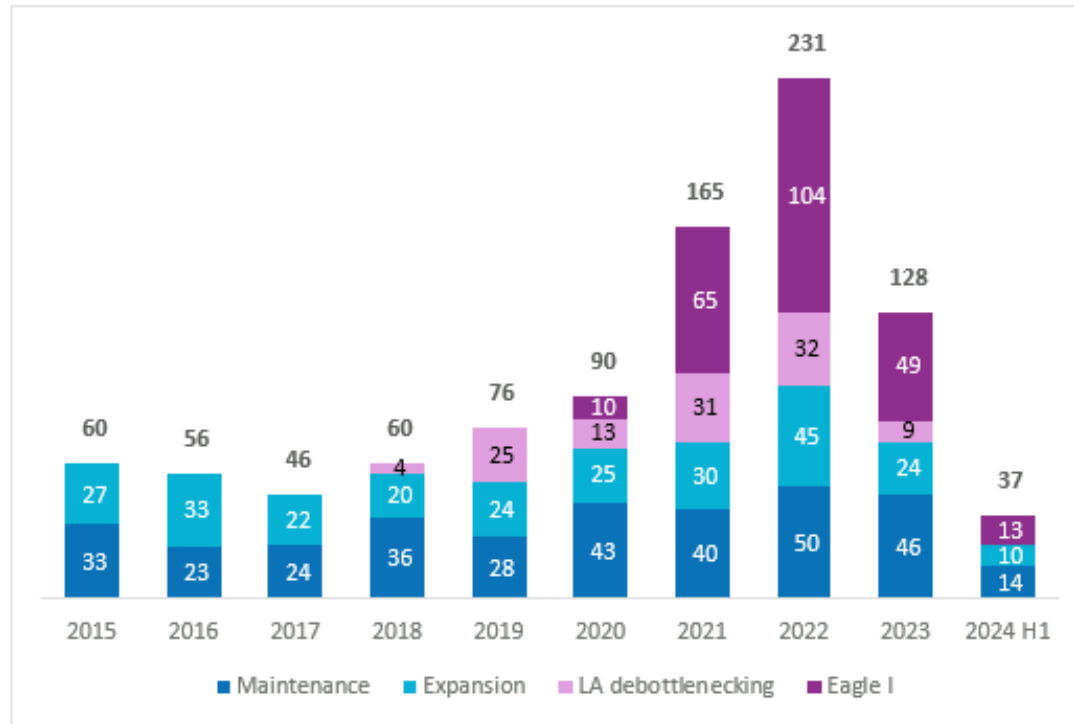
Covenant net debt bridge H1 2024



- **Net debt position H1 2024: € 353.1 million** (excl. subordinated loans).
- **Covenant net debt/covenant EBITDA** reduced to 2.2x (June 2024):
 - Positive Free Cash Flow
 - Divestment proceeds of Emulsifier business
 - Dividend & Share Buy back of € 58 million

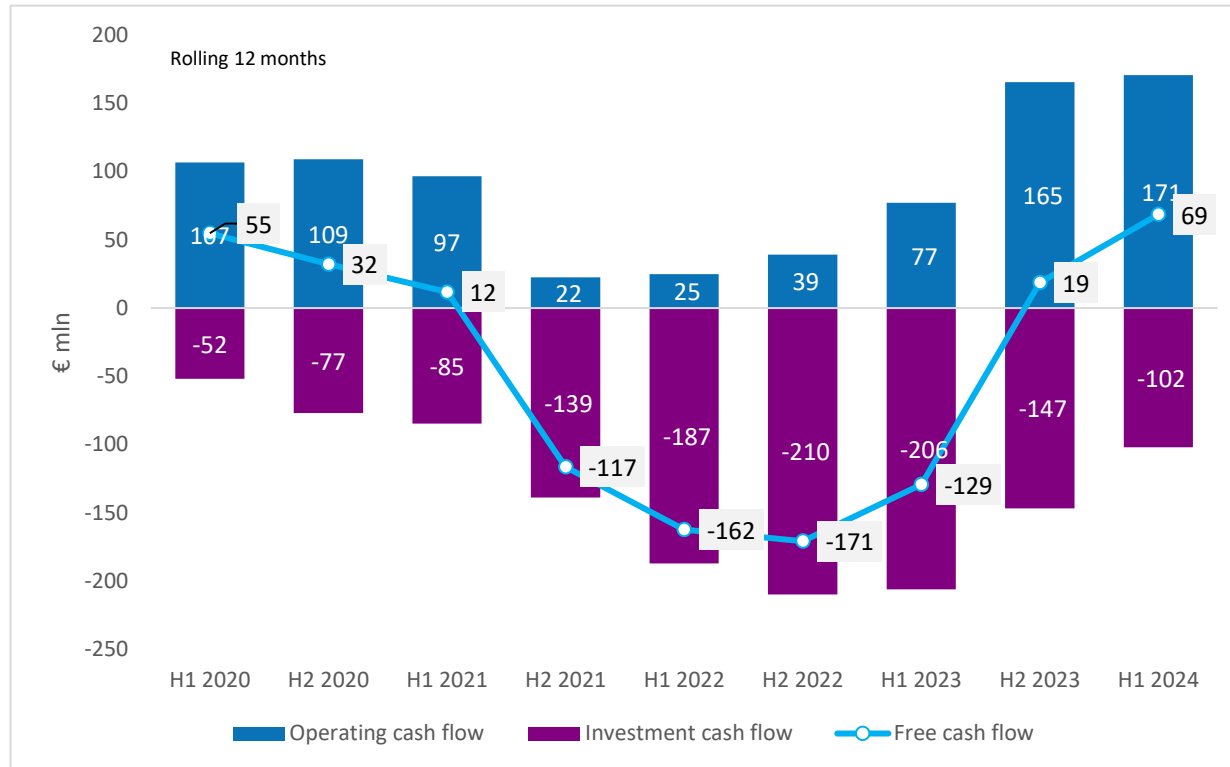
Investments

€ mln



- **Total Capex investments H1 2024 € 37M**
 - Maintenance € 14M
 - Expansion € 10M including vinegar capability and algae fermentation.
 - New lactic acid plant (Thailand) € 13M

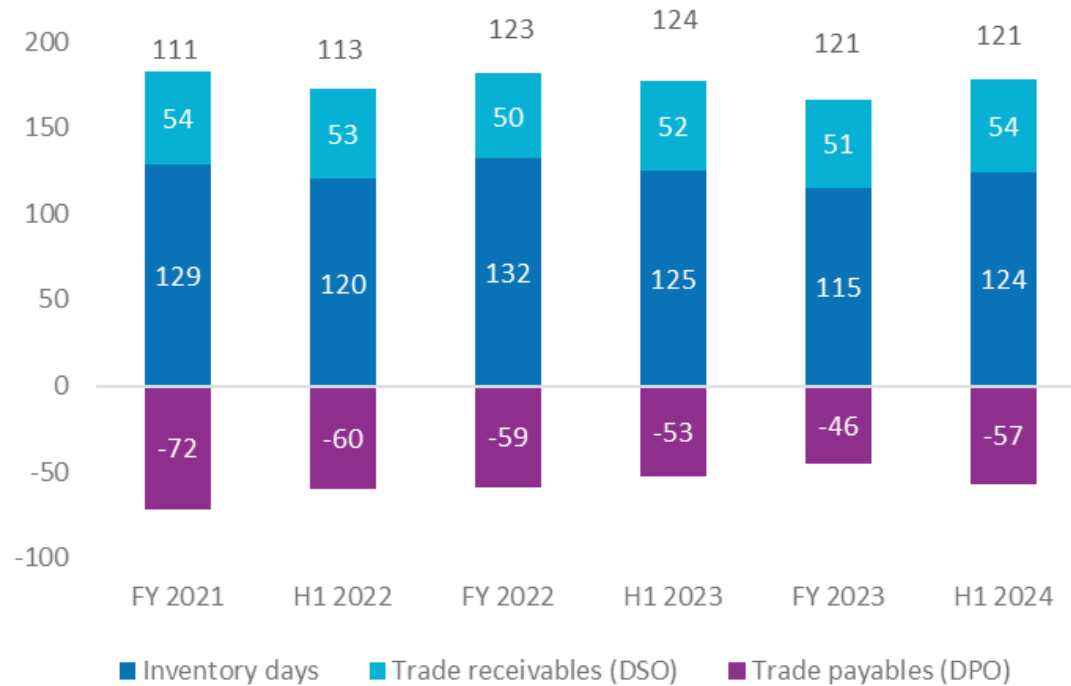
Free Cash Flow excl Acquisition & Divestment



• Improving Free Cash Flow

- Increasing EBITDA
- Reduced capex levels
- H1'24 working capital impacted by increased inventory on route (Red Sea) as well as increased accounts receivable (increased sales)

Working capital (days)



- **Increased Inventory days** versus Q4 2023:
 - Increased inventories on route (Red Sea)
- **Trade receivables days stable**
 - Impacted by customer mix, no increased payment terms or significant overdues
- **Trade payables increasing** versus Q4 2023:
 - Reversal to more “normalized” level

Sales & Adjusted EBITDA (Continued & Discontinued operations)

€ million	H1 2024			H1 2023		
	Continued	Discontinued	Total	Continued	Discontinued	Total
Sales	637.1	43.9	681.0	641.7	96.3	738.0
Adjusted EBITDA	86.1	12.7	98.8	69.0	27.8	96.8



—• Investor relations



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