



IMCD Investor Day & Lab Experience

Creating a world of opportunity
Investing in excellence

September 24, 2024





Valerie Diele-Braun

CEO

Agenda

- Introduction & update on our business
- A review: 10 years listed
- Digital excellence as differentiator
- Sustainability - a world of opportunity
- IMCD Italy – the IMCD culture in action

IMCD is the leader in specialty chemicals and ingredients distribution

Overview 2023



60,000
Customers

4,736
Professionals

>50k
Products



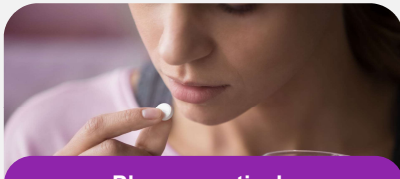
€4,443
Revenue
(in € M)

€1,123
Gross profit
(in € M)

46%
Conversion margin

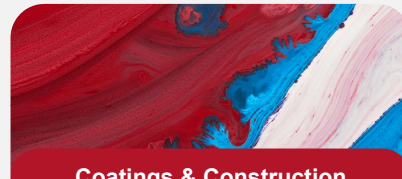
- 1995** - IMCD founded in Rotterdam, Netherlands
- 2001** – Transition to single IT platform
- 2011** - IMCD surpasses €1 billion in annual revenue and expands to APAC
- 2013** - Expansion into Latin America with acquisitions in Brazil
- 2014** - Successful IPO on the Euronext Amsterdam stock exchange
- 2015** - Entry into the North American market with acquisitions in the USA
- 2019** - Part of AEX and launched MyIMCD.com
- 2022** - Included in the newly launched Dutch ESG AEX index

8 Business groups, focusing on strategic market segments



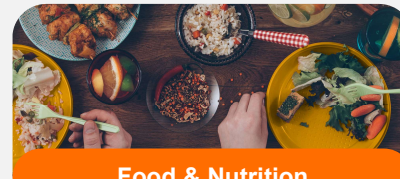
Pharmaceuticals

Excipients; APIs; nutraceuticals; synthesis; agrochemicals; biopharma; topicals



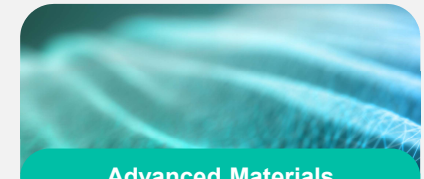
Coatings & Construction

Coatings; decorative paints; adhesives & sealants; textile & leather; paper



Food & Nutrition

Dairy; savoury; bakery; beverage; animal nutrition; nutrition; ingredient



Advanced Materials

Compounders; converters; composites



Beauty & Personal Care

Skin & sun care; toiletries; haircare; fragrance; colour & cosmetics; oral care



Industrial Solutions

Chemical intermediates; environmental technologies; processing technology



Lubricants & Energy

Drive line fluids; engine oils; fuels; industrial oils; electrical equipment; energy production



Home Care & I&I¹

Laundry; dish; air; surface; vehicle

With >60 countries & 73 interconnected labs, IMCD has a global development footprint enabling supplier and customer service

KEY FIGURES 2023



1 International HQ, **2** regional HQs, **116** offices



8 Business groups



6 Continents, **>60** countries



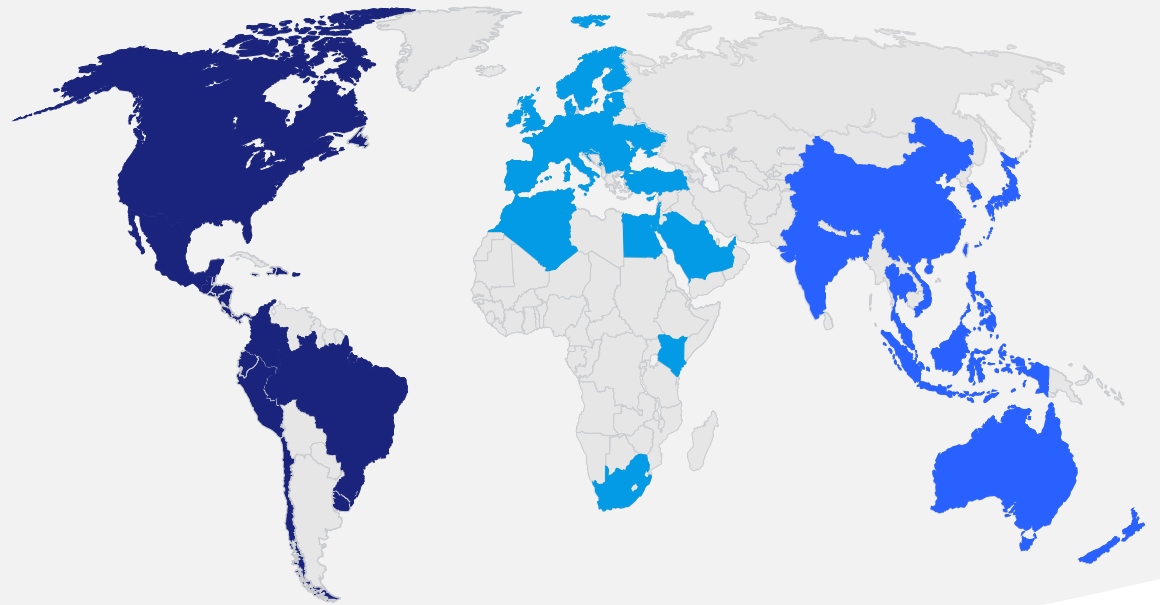
145 Outsourced warehouse locations



73 Interconnected technical labs



4,736 Highly skilled employees



Core of organic growth and targeted M&A has achieved our significant growth

Organic growth engine



Our people

- Highly skilled & educated
- Entrepreneurial
- Industry & market experts



Our interconnected labs and technical centres

- >50 Life science labs
- >20 Industrial labs



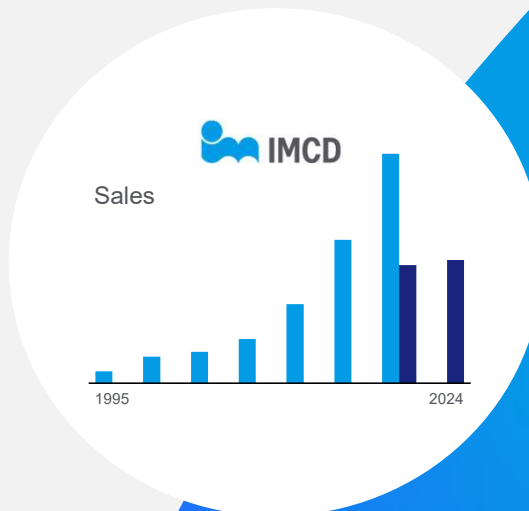
Our data & digital capabilities

- One integrated digital platform
- MyIMCD & SalesAssistant
- Digital labs



Sustainable solutions

- Sustainable library
- Formulatory expertise
- Sustainable dashboards



Focused and disciplined M&A examples



MF Cachat
2015
USA
Industrials



LV Lomas
2017
USA
Industrials & life science



E.T Horn
2018
USA
Industrials & life science



EuroChemo Pharma
2024
Malaysia
Life science



Signet
2020
India
Life science



Sanrise
2023
China
Life science

We see now market trends emerging in a VUCA world and that align with our capabilities, setting the stage for continued growth

Market trends and selected IMCD capabilities

Continuous consolidation & rationalization

- Long lasting relationships with blue chip suppliers
- Proven M&A and integration capabilities

Increase in outsourcing by suppliers

- Complementary portfolio
- Simplified processes
- Market access
- Deep market expertise

Increase of supplier expectations

- Deep formulatory expertise
- Skilled people
- Digital environment
- Regulatory expertise

Importance of sustainability

- In-depth market knowledge
- Formulatory expertise
- Digital market and product data

Growing digitization

- Global IT system
- Fingertip access to global data
- Suite of tools
- Rich long-term data

A volatile, uncertain, changing and ambiguous (VUCA) world is a perfect backdrop for the IMCD business model

- Asset light & speciality focused portfolio
- Strong digital and data capabilities
 - Entrepreneurial value & people

Through our six strategic excellence levers we drive continuous value in IMCD



Growth

$$= \sum (Suppliers + M\&A + Customers)^{D + S + E}$$

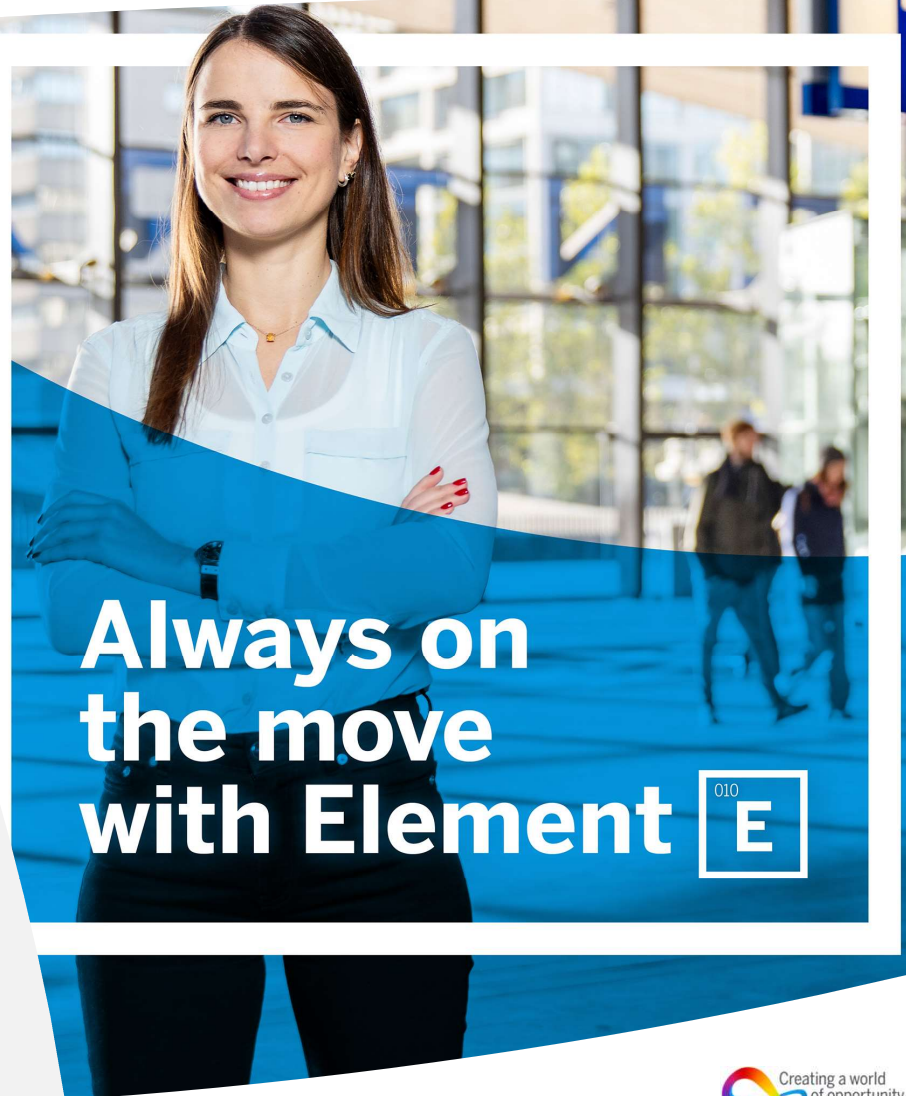
We continue **exceeding market growth**, delivering unparalleled experience for customers and suppliers accelerated by digital and sustainability



IMCD brings a new element to the table

Our [E]mployees add [E]ntrepreneurship to our formula

$$Growth = \sum (Suppliers + M\&A + Customers) \quad D + S + E$$





Let's say hi to IMCD Colombia



IMCD Colombia - Creating a world of opportunity

2019-2023 growth story



Revenue: **78%** CAGR



Gross margin: **71%** CAGR



New customers: **>1500**



New business lines: **5**

5 M&A integrations

 Unired 2019 Life Science	 Siliconas y Quimicos 2021 Industrials & Life science	 Quelaris 2022 Industrials	 AllianzGroup* Allianz 2023 Life Science	 Joli 2024 Life Science
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When you think about IMCD Colombia...
Think of...

A team of passionate, disciplined, committed, energetic and joyful professionals who love what they do and are always seeking to add value to suppliers and customers. Always encourage each other to be the “the best in class” and continuous improvement.

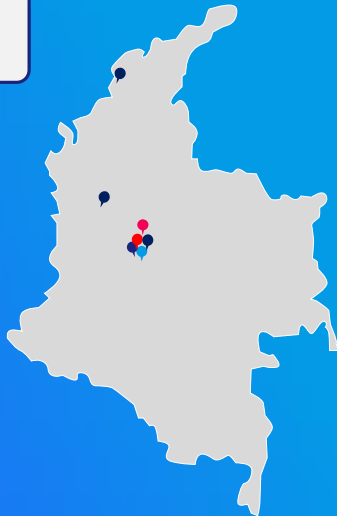


Pilar Castellanos,
Managing director Colombia



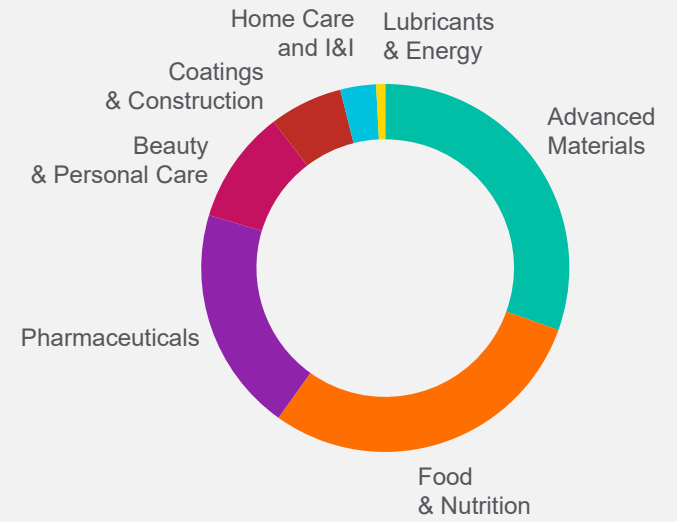
IMCD Colombia

- IMCD offices
- Warehouses
- Laboratories



- Revenue** **58**
- Employees** **105**
- Customer facing** **52**
- Active customers** **>1700**

Market segments
 Estimated 2024 sales incl. full year impact M&A in EURm





Q&A

Valerie Diele-Braun

