STRONG HALF-YEAR PERFORMANCE

GROUP

+10.5% ORGANIC SALES GROWTH

15.9%* EBIT MARGIN

CONSUMER

+11.7% ORGANIC SALES GROWTH

TESA

+5.4% ORGANIC SALES GROWTH

*Excluding special factors.
BROAD-BASED MOMENTUM CONTINUES IN Q2

<table>
<thead>
<tr>
<th>Brand</th>
<th>VS. Q2 2021</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>NIVEA</td>
<td>+13.2%</td>
<td></td>
</tr>
<tr>
<td>Eucerin</td>
<td>+25.6%</td>
<td></td>
</tr>
<tr>
<td>Hansaplast</td>
<td>+14.3%</td>
<td></td>
</tr>
<tr>
<td>Aquaphor</td>
<td></td>
<td>+7.4%</td>
</tr>
<tr>
<td>Elastoplast</td>
<td></td>
<td>+5.7%</td>
</tr>
<tr>
<td>LA PRAIRIE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>tesa</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Consumer: +11.9%

Group: +10.7%
NIVEA OUTPERFORMS THE SKIN AND PERSONAL CARE MARKETS

+13.2%

Q2 organic sales growth

Skin Care: strong sales growth and market share gains across the portfolio

Personal Care: significant growth in Deo and Shower
STRONG REGIONAL PERFORMANCE

WESTERN EUROPE

- Double-digit sales growth in Q2
- Strong growth across main categories
- NIVEA Luminous sales doubled
- Substantial market share gains

LATIN AMERICA

- Ongoing success with broad-based sales growth
- Sun Care sales more than doubled
- Face category delivers superior growth
FINANCIAL REVIEW CONSUMER Q2 2022

NORTH AMERICA: OUR PORTFOLIO DELIVERS

+15.5%*

Successful & diversified Portfolio

*Organic sales development in Q2
NORTH AMERICA: OUR PORTFOLIO DELIVERS

• Accelerated client data strategy
• Outperforming the market - double-digit growth
• Significant launch contribution to sales growth

• Significant market share gains
• Outperforming competition both online and offline - across all sub-categories
• Launch of Eucerin Sun above expectations
UNLOCK WHITE SPOTS

CHINA: STRONG RECOVERY AFTER LOCKDOWNS

• **Strong impact of April/May lockdowns** in Beijing & Shanghai not compensated by Tmall performance

• **Immediate recovery in June/July** despite Covid-related constraints (systematic PCR tests)

• **Q3 China growth** expected to be **double-digit** also due to JD.com partnership and new B&M doors
UNLOCK WHITE SPOTS

CHINA: OUTPERFORMING DESPITE LOCKDOWN

- Eucerin fully on track in China with very strong sales growth
- Successful sell-out at 6.18 shopping festival
- Market share gains in Dermocosmetics
We are the trusted partner to provide best protection for everyday injuries.

Double-digit growth in Q1 and Q2 confirms our strong market position.
**KEY FIGURES H1 2022**

### GROUP

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Mil. €</td>
<td>Mil. €</td>
<td>Nominal</td>
</tr>
<tr>
<td>Sales</td>
<td>3,874</td>
<td>4,476</td>
<td>+15.5%</td>
</tr>
<tr>
<td>EBIT*</td>
<td>595</td>
<td>710</td>
<td></td>
</tr>
<tr>
<td>Profit after tax*</td>
<td>425</td>
<td>515</td>
<td></td>
</tr>
<tr>
<td>EBIT margin*</td>
<td>15.3%</td>
<td>15.9%</td>
<td></td>
</tr>
<tr>
<td>Profit after tax margin*</td>
<td>11.0%</td>
<td>11.5%</td>
<td></td>
</tr>
<tr>
<td>Earnings per share in €*</td>
<td>1.83</td>
<td>2.22</td>
<td></td>
</tr>
</tbody>
</table>

*Excluding special factors
### SEGMENTS

**KEY FIGURES H1 2022**

#### Jan. - June 2021  |  Jan. - June 2022  |  Change
--- | --- | ---
**Consumer** |  |  
Sales | €3,101 | €3,638 | +17.3% | +11.7%
EBIT* | €436 | €550 |  
EBIT margin* | 14.1% | 15.1% |  
**tesa** |  |  
Sales | €773 | €838 | +8.4% | +5.4%
EBIT* | €159 | €160 |  
EBIT margin* | 20.5% | 19.1% |  

*Excluding special factors*
CONSUMER

Organic sales growth in %

<table>
<thead>
<tr>
<th>FY 2021</th>
<th>Q1 2022</th>
<th>Q2 2022</th>
<th>H1 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>+8.8</td>
<td>+11.6</td>
<td>+11.9</td>
<td>+11.7</td>
</tr>
</tbody>
</table>
### CONSUMER BRANDS

#### CONSUMER KEY FIGURES H1 2022

<table>
<thead>
<tr>
<th></th>
<th>NIVEA</th>
<th>DERMA</th>
<th>HEALTHCARE</th>
<th>LA PRAIRIE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Q2 2022</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NIVEA</td>
<td>+13.2%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DERMA</td>
<td></td>
<td>+25.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HEALTHCARE</td>
<td></td>
<td></td>
<td>+14.3%</td>
<td></td>
</tr>
<tr>
<td>LA PRAIRIE</td>
<td></td>
<td></td>
<td>-7.4%</td>
<td></td>
</tr>
<tr>
<td><strong>H1 2022</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NIVEA</td>
<td>+11.2%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DERMA</td>
<td></td>
<td>+26.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HEALTHCARE</td>
<td></td>
<td></td>
<td>+14.9%</td>
<td></td>
</tr>
<tr>
<td>LA PRAIRIE</td>
<td></td>
<td></td>
<td>+1.8%</td>
<td></td>
</tr>
</tbody>
</table>

**Organic growth**
CONSUMER
SALES IN MIL. €

**Americas**
- North America: 480
  +19.2%*
- Latin America: 447
  +29.0%*
- Africa, Asia & Australia: 1,077
  +8.9%*

**Europe**
- Western Europe: 1,328
  +8.3%*
- Eastern Europe: 306
  +7.4%*

**的关键数字**

* Organic growth
CONSUMER

GROSS MARGIN

In % of consumer sales

<table>
<thead>
<tr>
<th>H1 2021</th>
<th>PRICE</th>
<th>MIX</th>
<th>COST OF SALES, LOGISTICS &amp; OTHER</th>
<th>H1 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>61.2</td>
<td>1.4</td>
<td>0.0</td>
<td>-3.0</td>
<td>59.6</td>
</tr>
</tbody>
</table>

©FX avg. 2021
CONSUMER
EBIT MARGIN

In % of consumer sales
Excluding special factors

<table>
<thead>
<tr>
<th>Year</th>
<th>EBIT Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2018</td>
<td>15.9</td>
</tr>
<tr>
<td>H1 2019</td>
<td>15.3</td>
</tr>
<tr>
<td>H1 2020</td>
<td>13.3</td>
</tr>
<tr>
<td>H1 2021</td>
<td>14.1</td>
</tr>
<tr>
<td>H1 2022</td>
<td>15.1</td>
</tr>
</tbody>
</table>
CONSUMER WORKING CAPITAL

In % of consumer sales (12-months rolling)

<table>
<thead>
<tr>
<th>Period</th>
<th>H1 2020</th>
<th>FY 2020</th>
<th>H1 2021</th>
<th>FY 2021</th>
<th>H1 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>9.5</td>
<td>9.1</td>
<td>6.9</td>
<td>5.3</td>
<td>4.6</td>
</tr>
</tbody>
</table>

@FX avg. 2021
**RESUMEN H1 2022**

**TESA DEFIES LOCKDOWNS**

- La empresa **Electronics** en Greater China y Asia Pacific creció a pesar de la situación de lockdown.
- En junio, la región **China** aumentó las ventas en +30%.
- La gestión fuerte **global de los suministros** entrega un ventaja competitiva.

**Crecimiento de ventas orgánicas**

**H1: +5.4%**
- **Q2: +5.7%**
PROTECTING AGAINST GAS SHORTAGES

• Exposure for German production sites reduced after implementing preemptive measures

• Backup solutions are in place

• Remaining risks:
  • Investment cost and cost of operations linked to backup solutions
  • Suppliers might be affected more severely
GUIDANCE AND OUTLOOK

GUIDANCE FY 2022

**Consumer**
- Organic sales growth mid-single digit (upper end)
- EBIT margin slightly above previous year

**tesa**
- Organic sales growth low to mid-single digit
- EBIT margin noticeably below previous year’s level

**Total Group**
- Organic sales growth mid-single digit (upper end)
- EBIT margin at previous year’s level

---

**2021 data for reference (excluding special factors):**
- Consumer EBIT 12.1%
- tesa EBIT 16.9%
- Group EBIT 13.0%
THANK YOU