

Q3 2026 RESULTS

Hamburg, October 27, 2026
Astrid Hermann, Vincent Warnery

WIN
CARE

DERMA CONTINUES
GROWTH TRAJECTORY



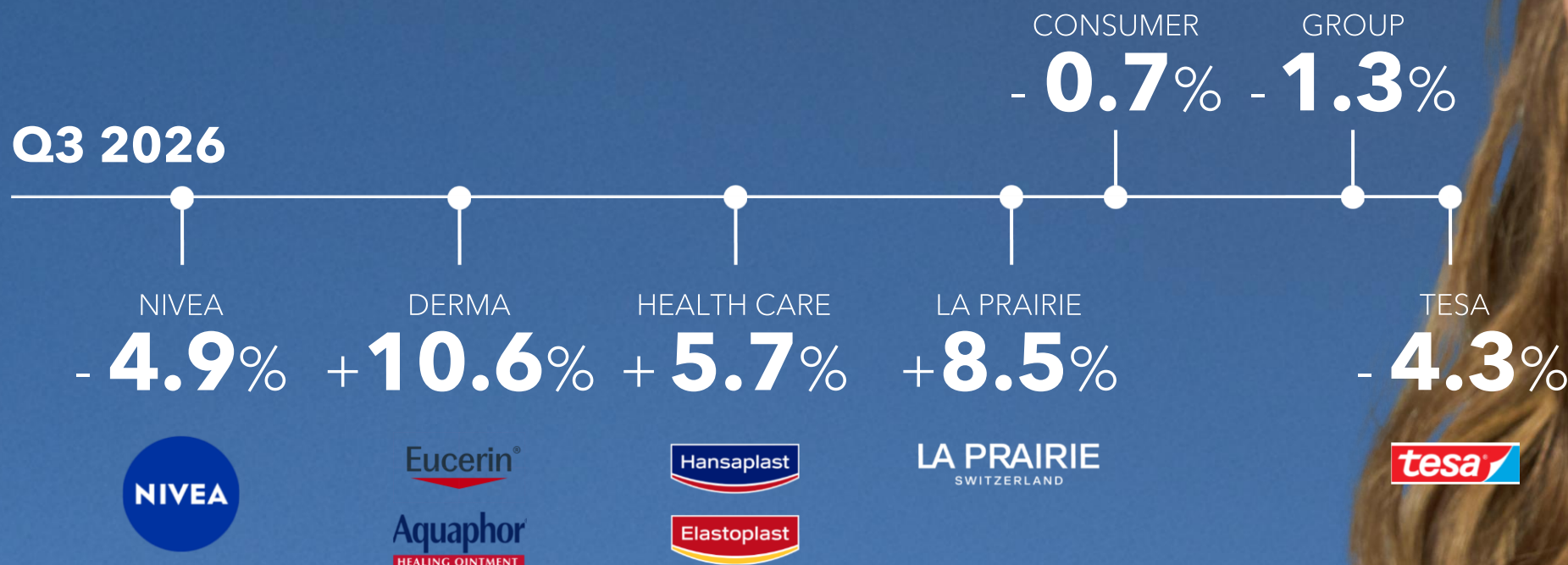
LUXURY ACCELERATING
CONSECUTIVELY

Beiersdorf

NIVEA TURNAROUND
IN PROGRESS

DERMA & LUXURY ACCELERATING

NIVEA TURNAROUND IN PROGRESS



organic sales growth, NIVEA incl. Labello

DERMA & LUXURY ACCELERATING

NIVEA TURNAROUND IN PROGRESS

CONSUMER
EXCL. RUSSIA
+ 0.6%

CONSUMER
- 0.7% GROUP
- 1.3%

Q3 2026



DERMA SUCCESS CONTINUES

DOUBLE DIGIT GROWTH IN Q3

Q3 2026

+**10.6%**

YTD 2026

+**8.7%**

organic sales growth



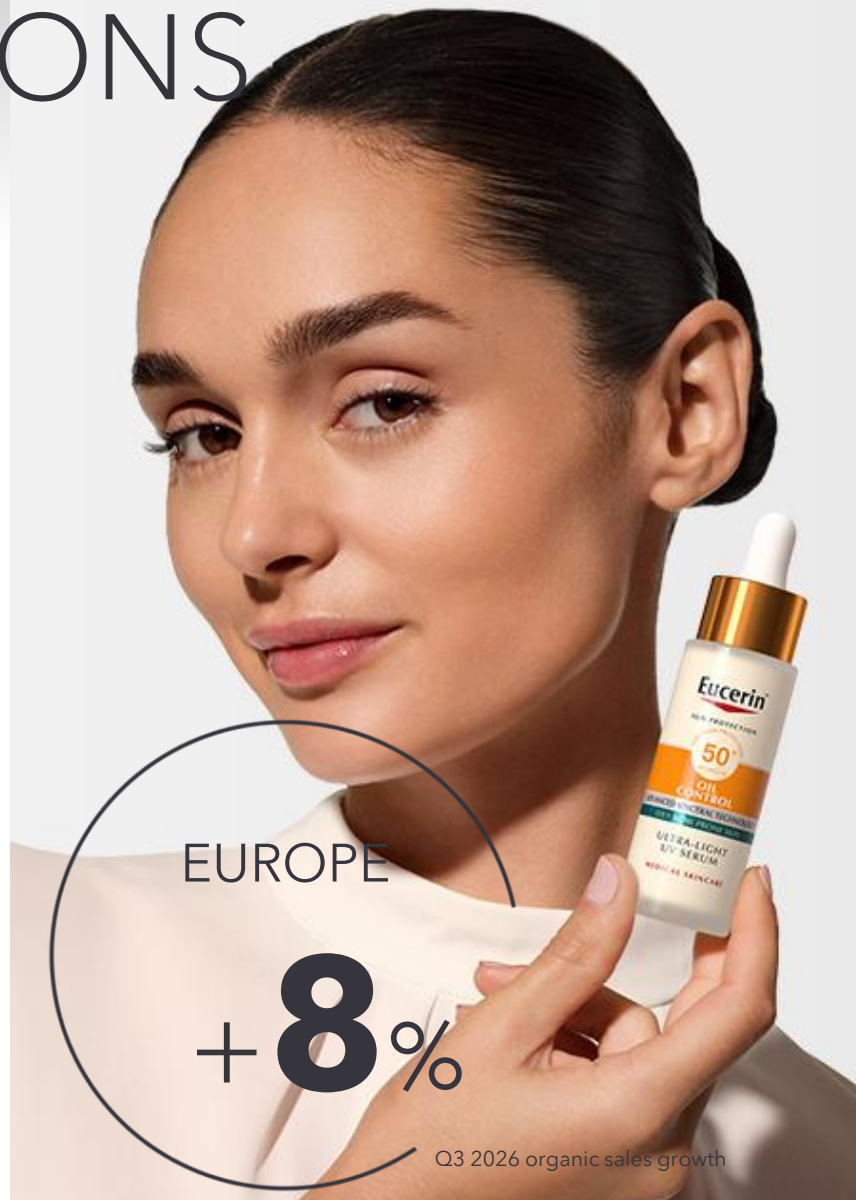
WIN
CARE

Eucerin®

Aquaphor®
HEALING OINTMENT

DERMA SUCCESS CONTINUES ACROSS REGIONS

Beiersdorf



Q3 2026 organic sales growth

WHITE SPACE EXPANSION AQUAPHOR BODY LAUNCH



WIN
CARE

Eucerin®

Aquaphor®
HEALING OINTMENT

Beiersdorf

NEXT LEVEL ACNE INNOVATION

LAUNCH OF EUCERIN PROBIOM8





LA PRAIRIE
SWITZERLAND

Beiersdorf

LA PRAIRIE ACCELERATING IN THE THIRD QUARTER

Q3 2026

+8.5%

YTD 2026

-2.2%

organic sales growth



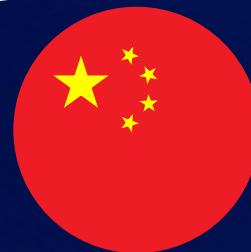
CHINA MOMENTUM CONTINUES

WHITE CAVIAR DRIVES GROWTH



Q3 2026

+**28%**



YTD 2026

+**9%**

organic sales growth China

WIN
CARE

LA PRAIRIE
SWITZERLAND

Beiersdorf

SWISS PRISTINE OFF TO A GOOD START



NIVEA'S NET SALES DYNAMICS

GRADUALLY IMPROVING

Q3 2026
EXCL. RUSSIA

-3.2%

Q3 2026

-4.9%

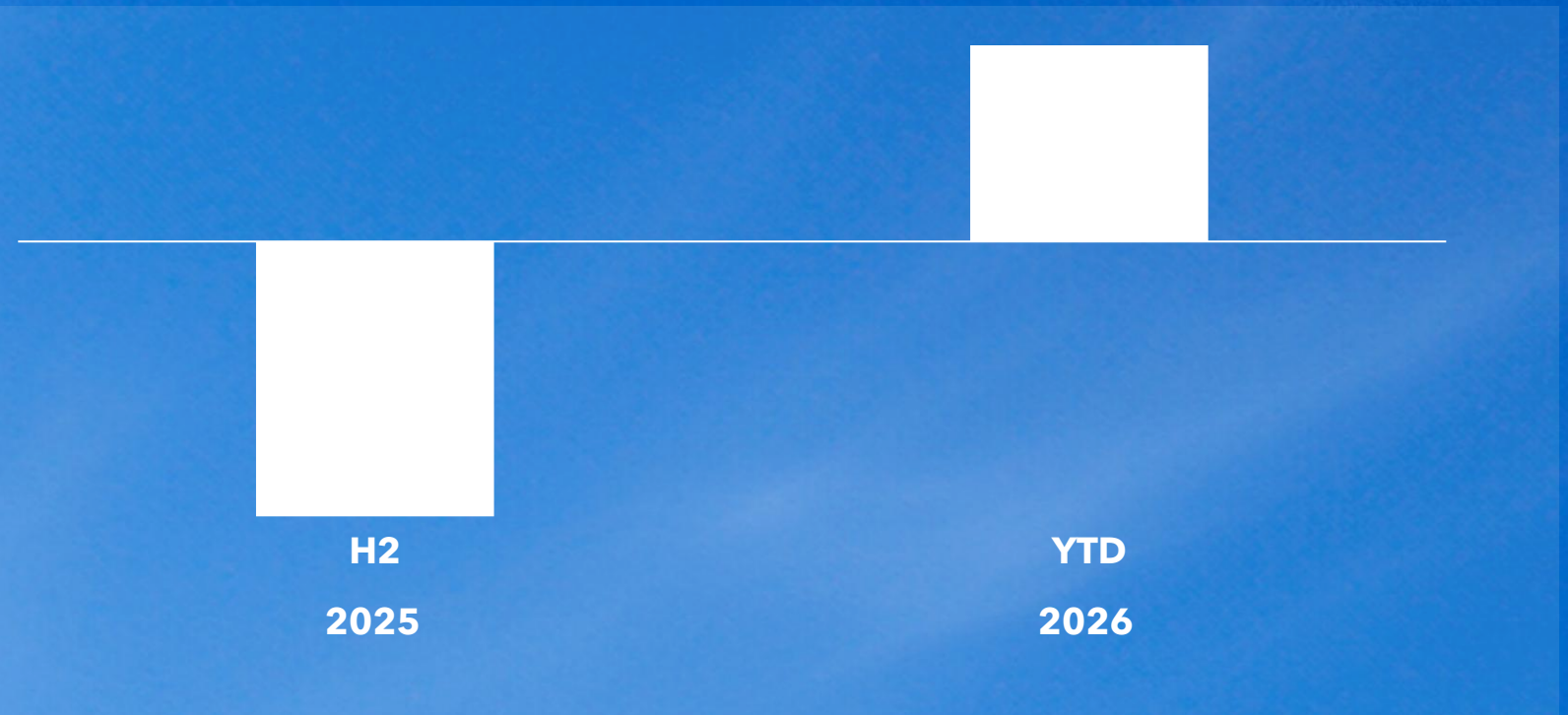
YTD 2026

-6.2%

organic sales growth, NIVEA incl. Labello



SELL-OUT GROWTH CONTINUES YTD



RECAP NIVEA TURNAROUND PLAN



REIGNITE GROWTH THROUGH
INNOVATION ACROSS **ALL CATEGORIES**

FOCUS ON **ACCESSIBILITY** AND **PENETRATION**

FULLY **LEVERAGE** NIVEA'S **LOCAL RELEVANCE**

STEP UP HIGH-IMPACT
CONSUMER-FACING INVESTMENTS

WIN
CARE

NIVEA

ACCESSIBLE FACE CARE FACE+ IN EUROPE

Beiersdorf



WIN
CARE

NIVEA

LOCAL RELEVANCE SHOWER & DEO IN EUROPE

Beiersdorf



**Vanilla Pecan
Praline**



**Caramel
Fudge**



**Dark Chocolate
Cookie**



WIN
CARE

NIVEA

ACCELERATE PENETRATION SOFT GEL IN INDIA

Beiersdorf



WIN
CARE

NIVEA

TOUR DE FRANCE 5-YEAR PARTNERSHIP

Beiersdorf



TESA IMPACTED BY SEMICONDUCTOR SHORTAGE

Q3 2026

- **4.3%**

YTD 2026

- **2.1%**

Organic sales growth

WIN
CARE



GROWTH ACROSS OTHER SECTORS

Q3 2026

EXCL. ELECTRONICS

+2.4%

YTD 2026

EXCL. ELECTRONICS

+1.9%

Organic sales growth

ELECTRONICS

SEMICONDUCTOR SHORTAGE

Beiersdorf

AUTOMOTIVE

OUTPERFORMING MARKET TRENDS

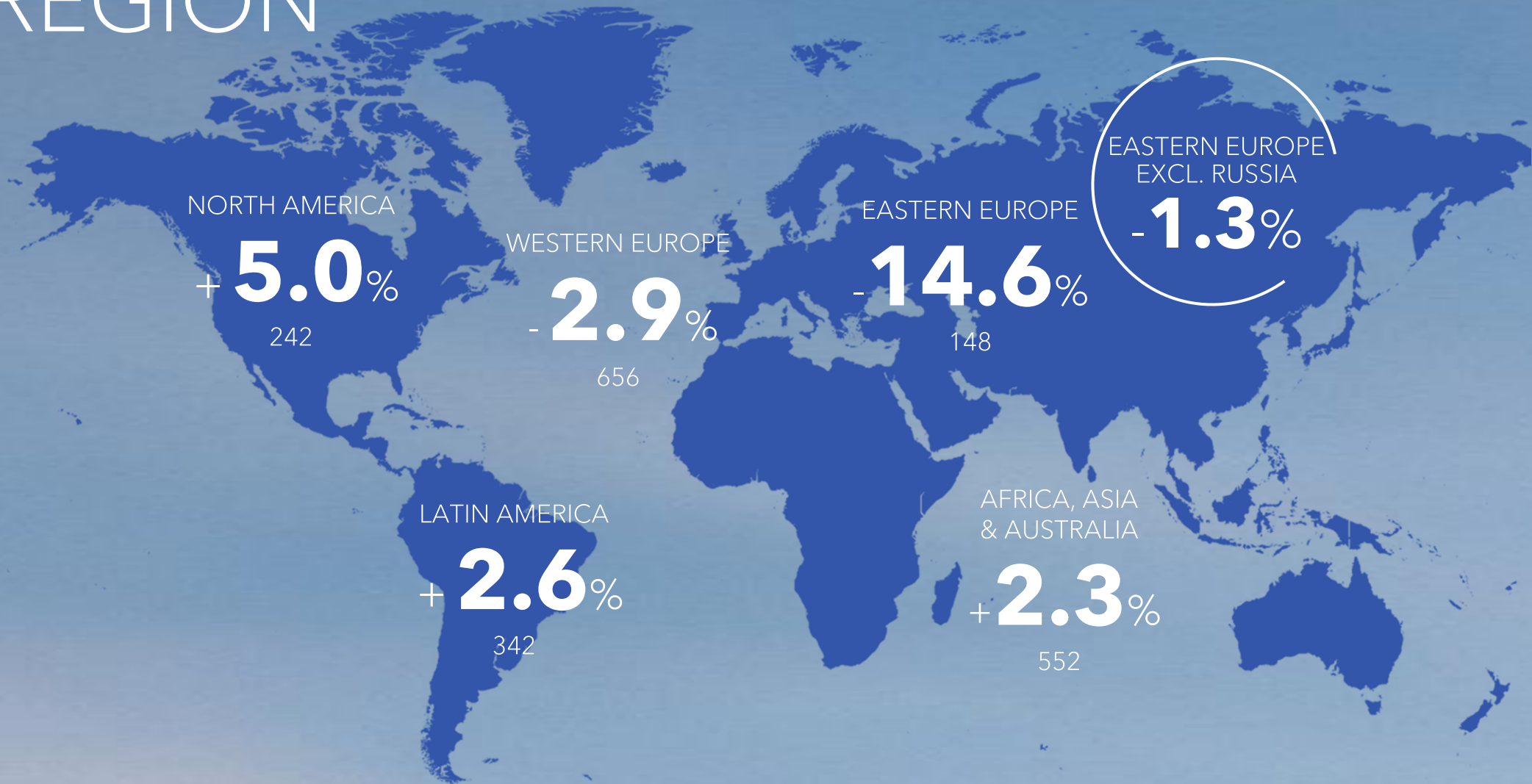
CONSUMER

RECOVERY IN EUROPE

NET SALES BY SEGMENT

	Q3 2026				9M 2026			
(IN € MILLION)	2025	2026	NOMINAL	ORGANIC	2025	2026	NOMINAL	ORGANIC
CONSUMER	1,920	1,940	+1.0%	-0.7%	6,251	6,052	-3.2%	-2.9%
TESA	432	422	-2.0%	-4.3%	1,289	1,262	-2.1%	-2.1%
GROUP	2,352	2,362	+0.4%	-1.3%	7,540	7,314	-3.0%	-2.8%

CONSUMER NET SALES BY REGION



Q3 2026 organic sales growth, nominal sales in € million

GUIDANCE 2026

CONSUMER

Low-single digit organic net sales decline
EBIT margin* of at least 11.0%

TESA

Net sales flat to slightly growing organically
EBIT margin* slightly below previous year



GROUP

Low-single digit organic net sales decline
EBIT margin* of at least 11.8%

2025 data for reference:

Consumer EBIT margin* 13.6%
tesa EBIT margin* 16.1%
Group EBIT margin* 14.0%

* excluding special factors





**THANK
YOU**