

FRANZ HANIEL
CREDITOR UPDATE
CALL



08.04.2022

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ENKELFÄHIG



CREATING VALUE FOR GENERATIONS

Sustainability AND Performance

- **Outperforming** and handing over a stronger company to our (grand-)children
- Building **sustainable** businesses for a future worth living



MAKING ENKELFÄHIG HAPPEN



PORTFOLIO

Where we invest

Proactively identifying and investing in **PPP focused, growth (GDP+)** companies

- PPP Core
- Bolt-on M&A
- PPP Growth

LEADERSHIP

HOW we lead

Rigorous, group-wide deployment of **performance driven** Haniel Operating Way

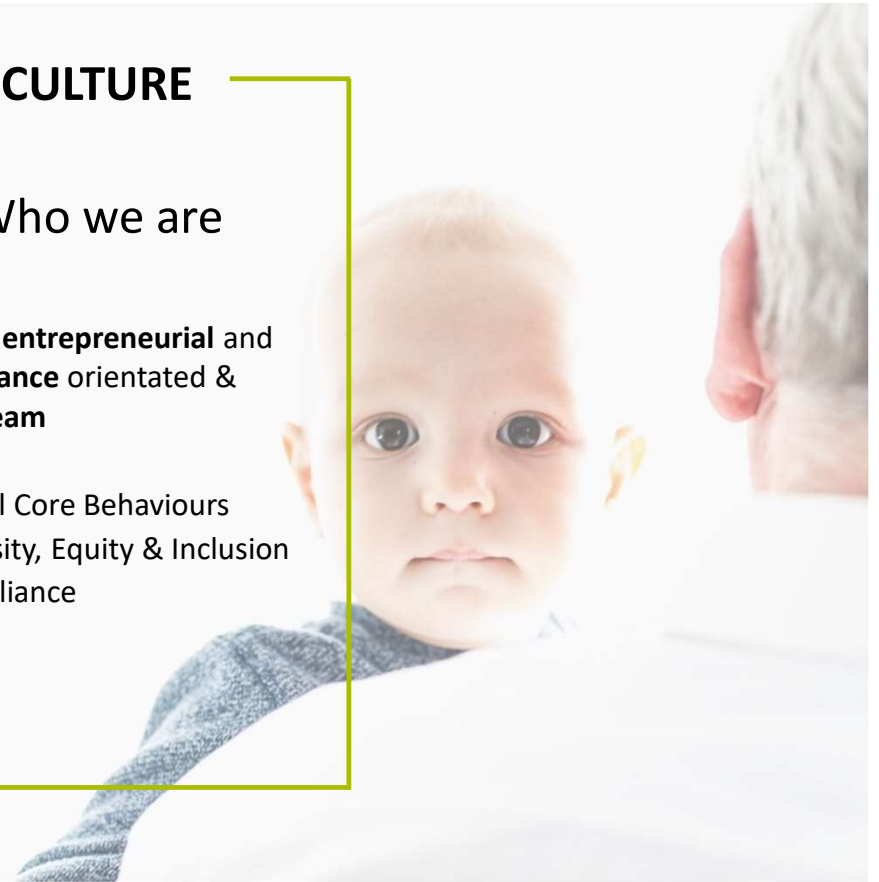
- Employee Experience (Talent)
- Customer Experience (Lean)
- Growth (Sustainability)

CULTURE

Who we are

Diverse, entrepreneurial and **performance orientated & driven team**

- Haniel Core Behaviours
- Diversity, Equity & Inclusion
- Compliance



OUR ENKELFÄHIG AMBITION



Portfolio – investing in businesses that address our most challenging and pressing needs

Leadership – establishing HOW as common operating system across Strategy, Execution, Talent

Culture – being a proud home to bold entrepreneurs

FWL¹ >4 + 9% TSR

5–7%
Revenue
Growth

50bps
Margin
Expansion

>65%
Cash-Flow
Conversion

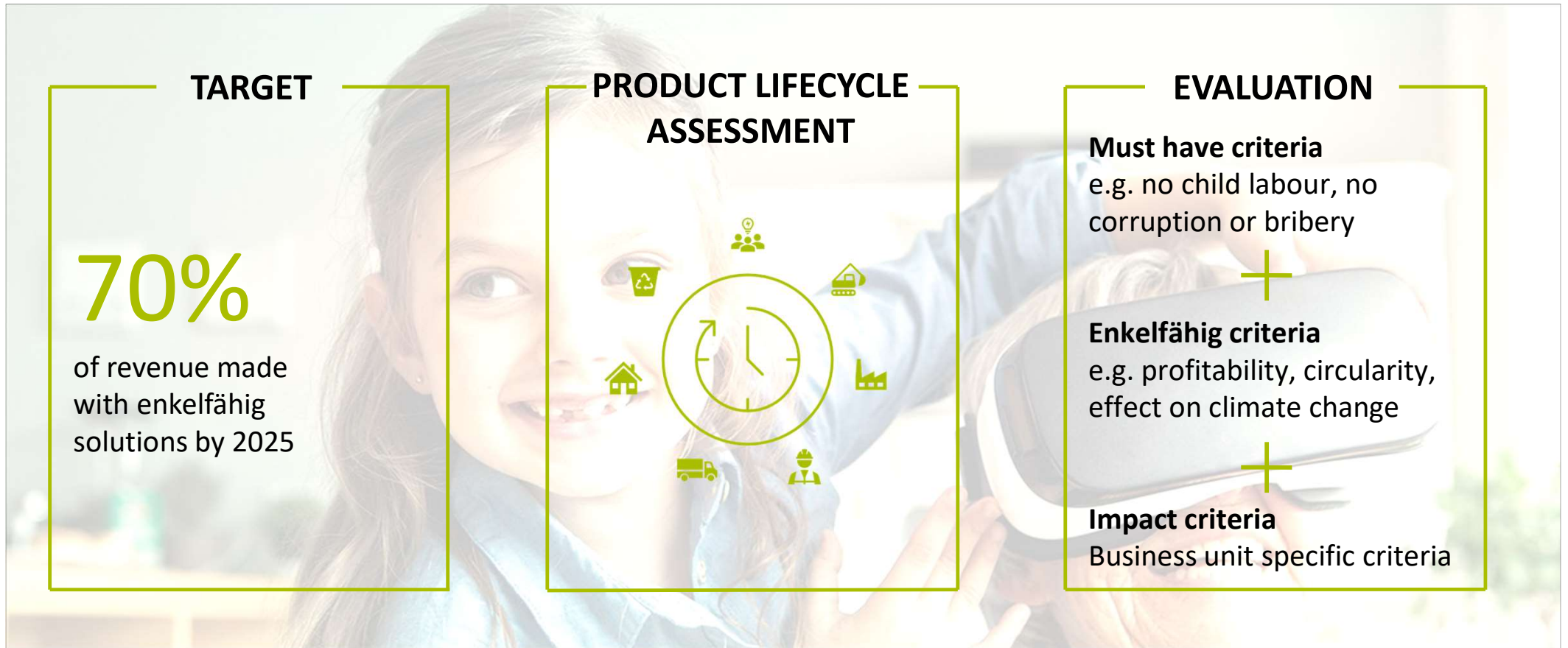
Employee
Experience
>50%²

Customer
Experience
>70%²

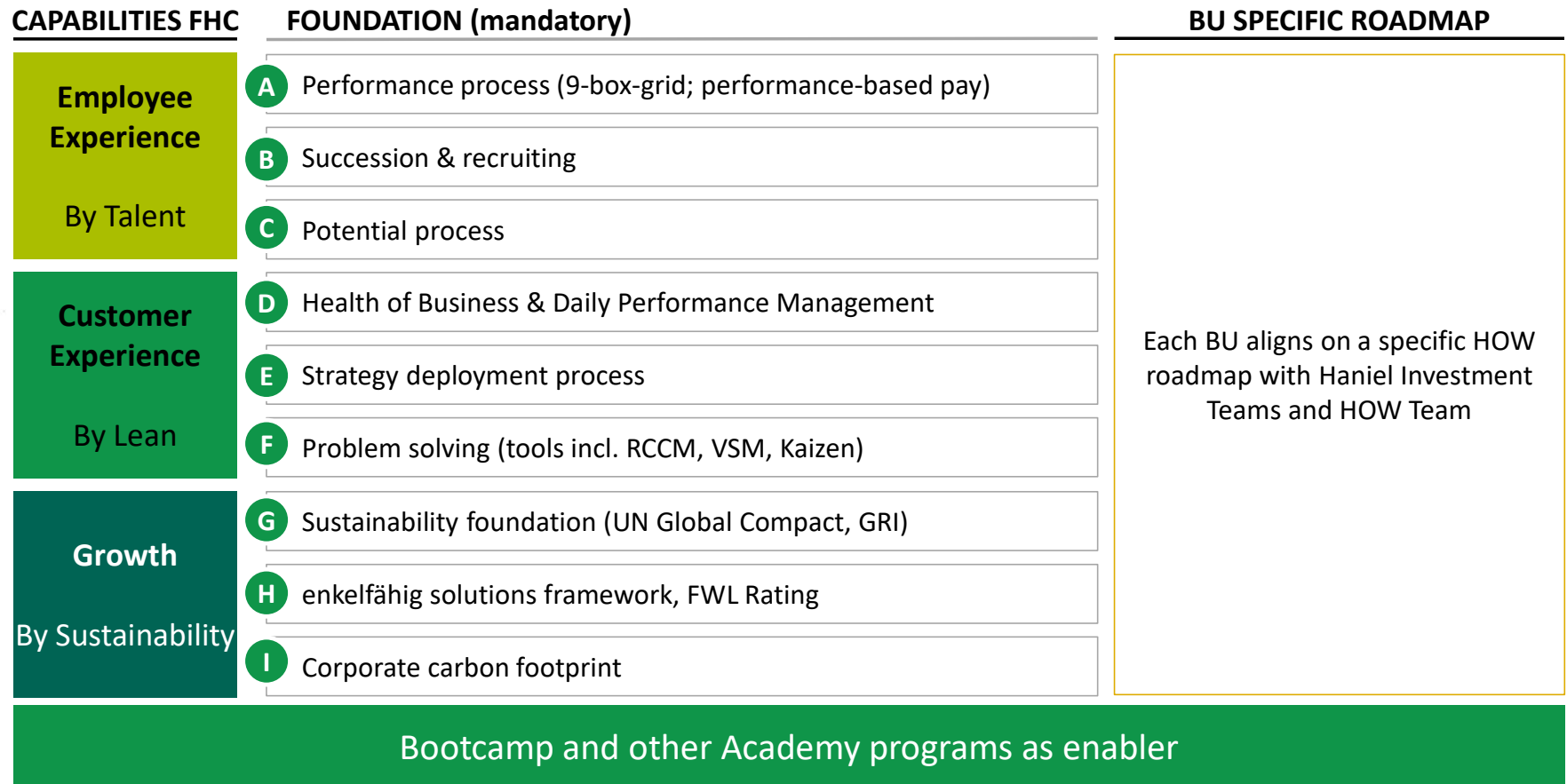
Growth
70%²
enkelfähig

1) FutureWorthLiving Rating 2) until 2025

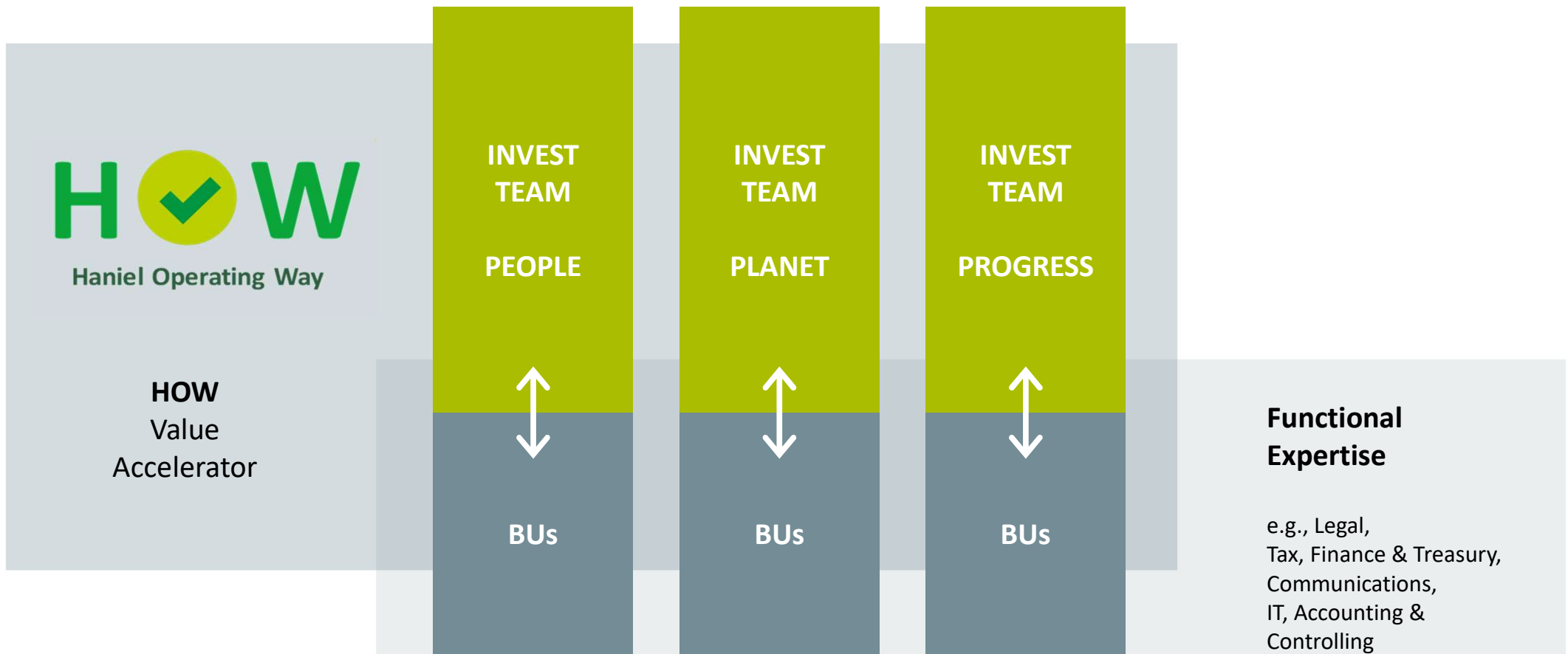
PUSH ENKELFÄHIG PRODUCTS AND SOLUTIONS



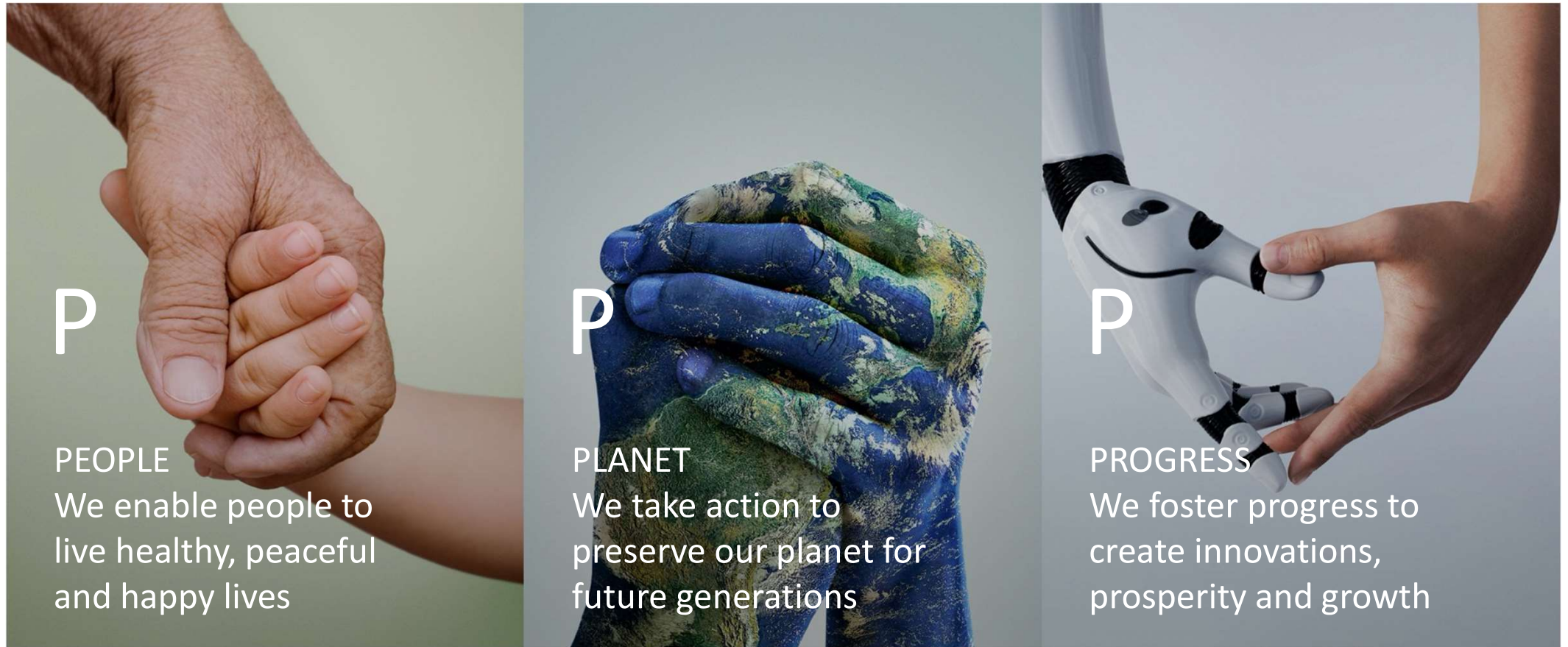
HOW | FOUNDATION & BU SPECIFIC ROADMAP



BUILDING A STRONG TEAM WITH OUR BUSINESS UNITS



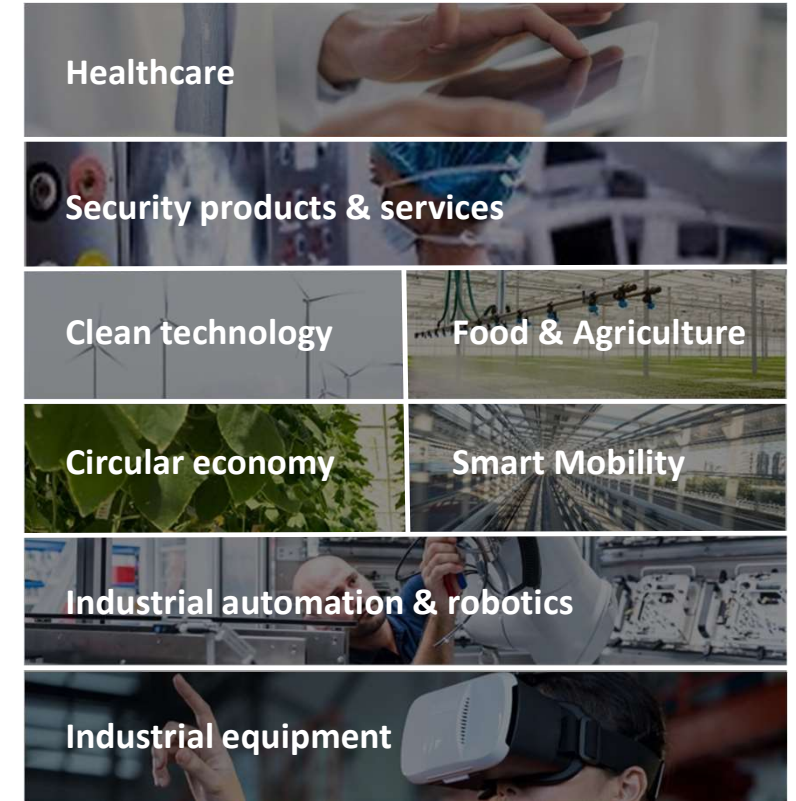
INVESTING ALONG THREE FOCUS AREAS



PORTFOLIO BUILDING BASED ON UN SDG AND GLOBAL MEGATRENDS



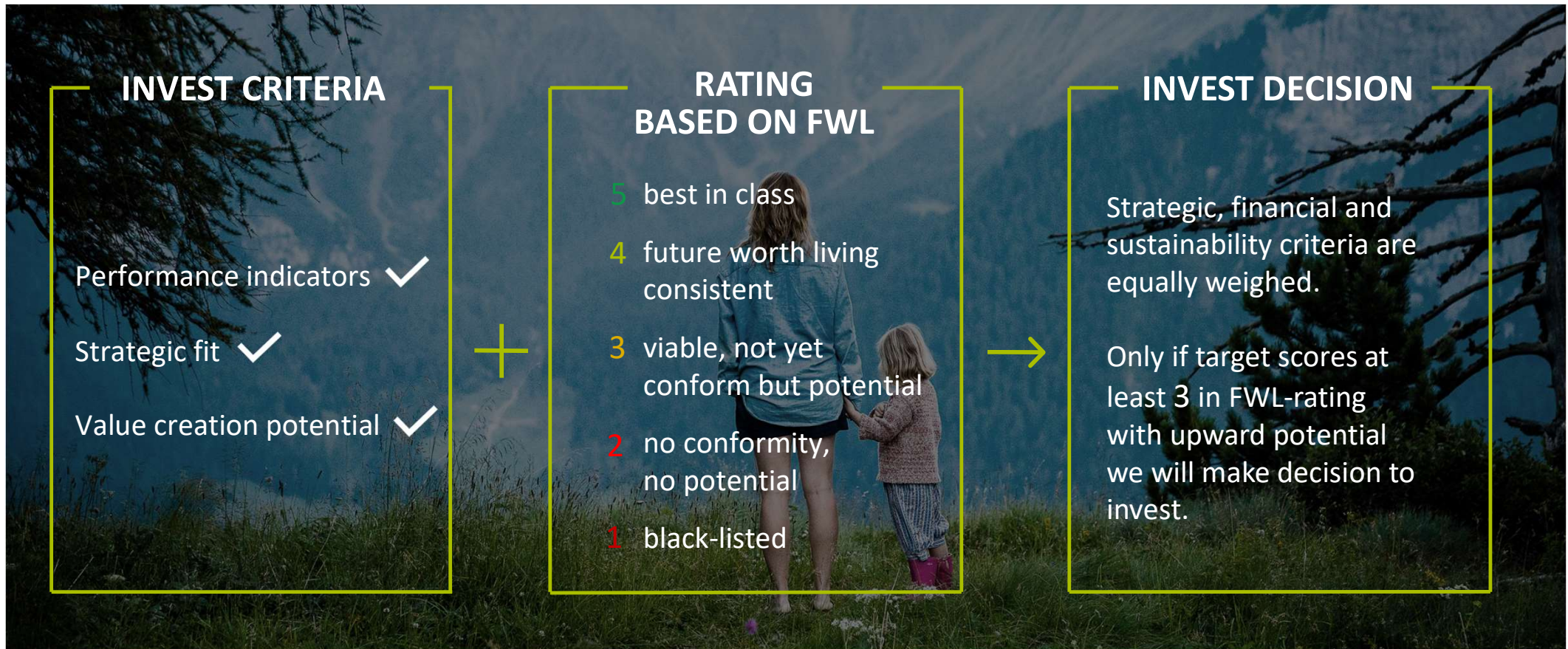
Current Search Fields



PORTFOLIO



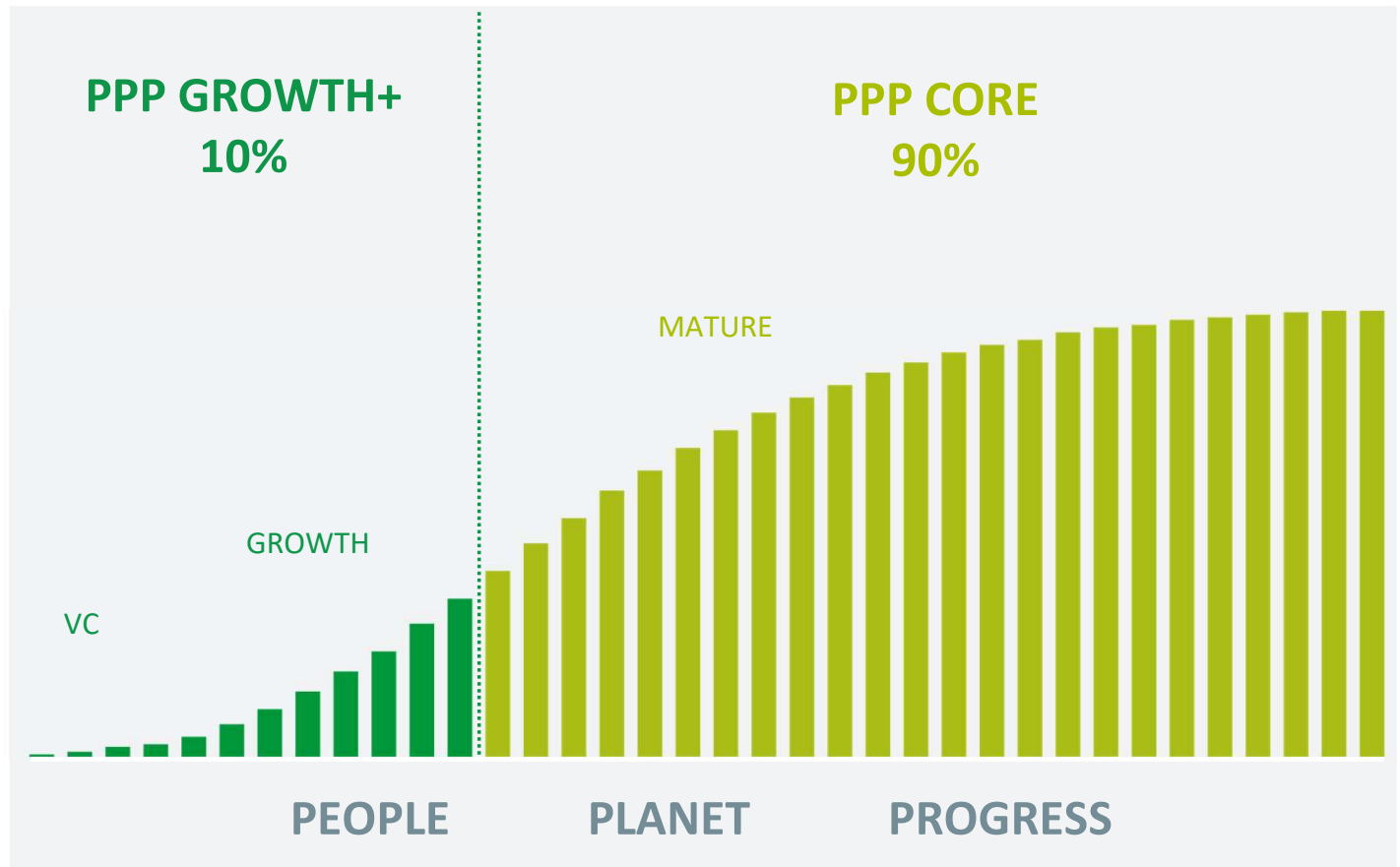
DEMAND PERFORMANCE AND SUSTAINABILITY



WITH A **HOLISTIC APPROACH** OVER A COMPANY LIFECYCLE



- Participating in investment funds and companies in earlier development stages
- With a focus on “People – Planet – Progress”
- Aiming to participate in growth at an earlier stage
- Take advantage of diversification opportunities



PORTFOLIO DIVESTMENT HIGHLIGHTS



METRO
~ EUR 1.1bn

ELG
~ EUR 30m



Sale of 7.3%

Sale of 12.5%

Sep
2018

2019








Dec
2021

Since end of 2018 we divested > EUR 1.1 bn for portfolio transformation

PORTFOLIO

LAST ACQUISITION HIGHLIGHTS



Acquisitions > EUR 1.1bn	Within BUs > EUR 250m	Portfolio diversification > EUR 450m
 Takeover of remaining 18%	TAKKT 	PPP GROWTH* > EUR 250m 
 Acquisition of 50.1%	ROVEMA  	
BauWatch Acquisition of 100%	 	infarm 
 Acquisition of 60%	OPTIMAR 	wandelbots
TAKKT AG <small>BUSINESS EQUIPMENT SOLUTIONS</small> Stake increase	CWS HYGIENE    CWS CLEANROOM   	BRIDGE INVESTMENT > EUR 200m <small>* direct investments & fund commitments</small>
CWS FIRE SAFETY                 		

We've already invested > EUR 1.7 bn into portfolio transformation

BAUWATCH



BauWatch is the fast-growing European market leader in outdoor temporary security solutions, offering a tech-enabled end-to-end service proposition.

The company's access control, alarm and video systems are currently mainly used on construction sites; other application areas include open storage and recycling areas as well as energy plants; e. g. with solar panels or wind turbines.

Main Products & Services

Mobile surveillance towers

- BauWatch GreenLight
- BauWatch Thermal
- BauWatch Solar
- Compliance & access control
- BauWatch CheckPoint
- BauWatch Turnstile
- BauWatch Safety-CheckIn

BauWatch has been acquired in 2021

BauWatch



KMK KINDERZIMMER



KMK Kinderzimmer (“das kinderzimmer”) is a dynamically growing German provider of early childhood education with around 600 employees.

das kinderzimmer is a trusted partner for cities and municipalities with currently over 4,000 children from a wide range of social backgrounds being taken care of.

By providing more children a second home, das kinderzimmer seeks to contribute to the vision of a more equal opportunity society.



kinderzimmer

Main Services

- Nursery
- Kindergarten
- Pre-School

Haniel agreed on a long-term partnership with das kinderzimmer in 2021 by acquiring a majority stake in the company



PORTFOLIO GROWTH HIGHLIGHTS



Leading Growth Funds



ANDREESSEN
HOROWITZ

THE ECOSYSTEM
INTEGRITY FUND

GGV
CAPITAL







G2VP

Attractive Direct Investments



OUR CURRENT PORTFOLIO



PPP CORE			TRANSFORMATION	PPP GROWTH	OTHERS
PEOPLE	PLANET	PROGRESS		DIRECT INVESTMENTS	
 <p>BAUWATCH BEKAERTDESLEE EMMA KMK KINDERZIMMER</p>	 <p>CWS</p>	 <p>OPTIMAR ROVEMA</p>	 <p>TAKKT CECONOMY</p>		
<p>Sales 1,069m 104m EBITDA MV 848m</p>	<p>Sales 1,261m 415m EBITDA MV 3,246m</p>	<p>Sales 214m 6m EBITDA MV 78m</p>	<p>Sales¹ 1,180m 113m EBITDA¹ MV 906m</p>	<p>FONDS (selection displayed)</p>  <p>MV 191m</p>	<p>METRO Bridge Portfolio Intercompany loans Own shares</p> <p>MV 751m</p>
<p>1) TAKKT</p>					

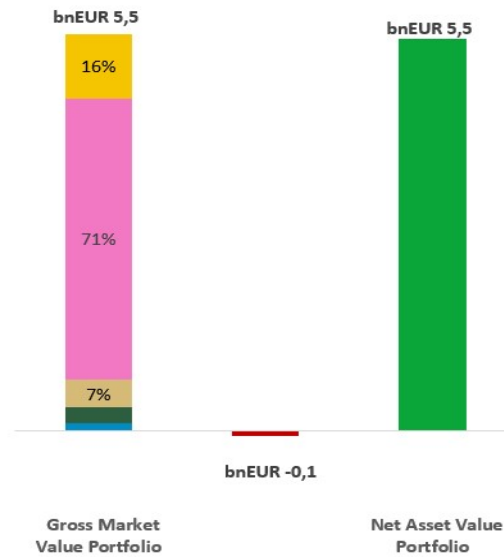
MV = Market Values (Spot as of December 31st, 2021)

NET ASSET VALUE



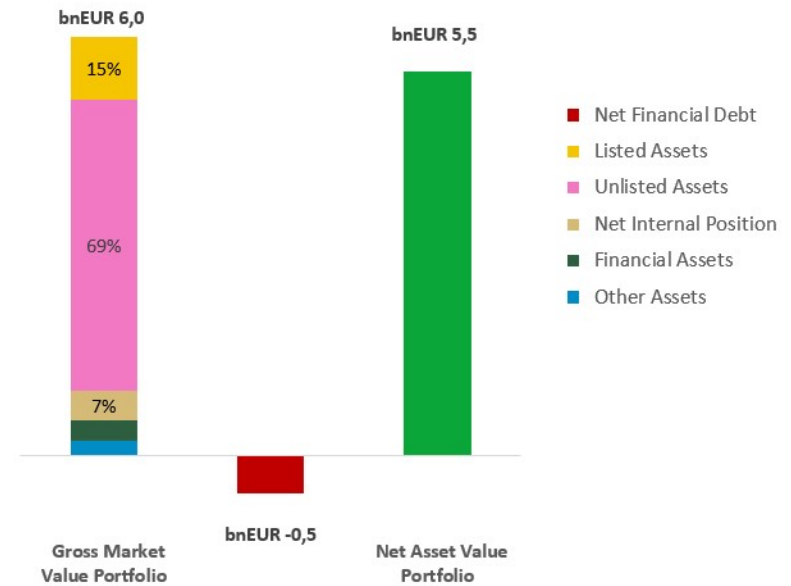
Net Asset Value 2020

as of December 31st, 2020; spot prices



Net Asset Value 2021

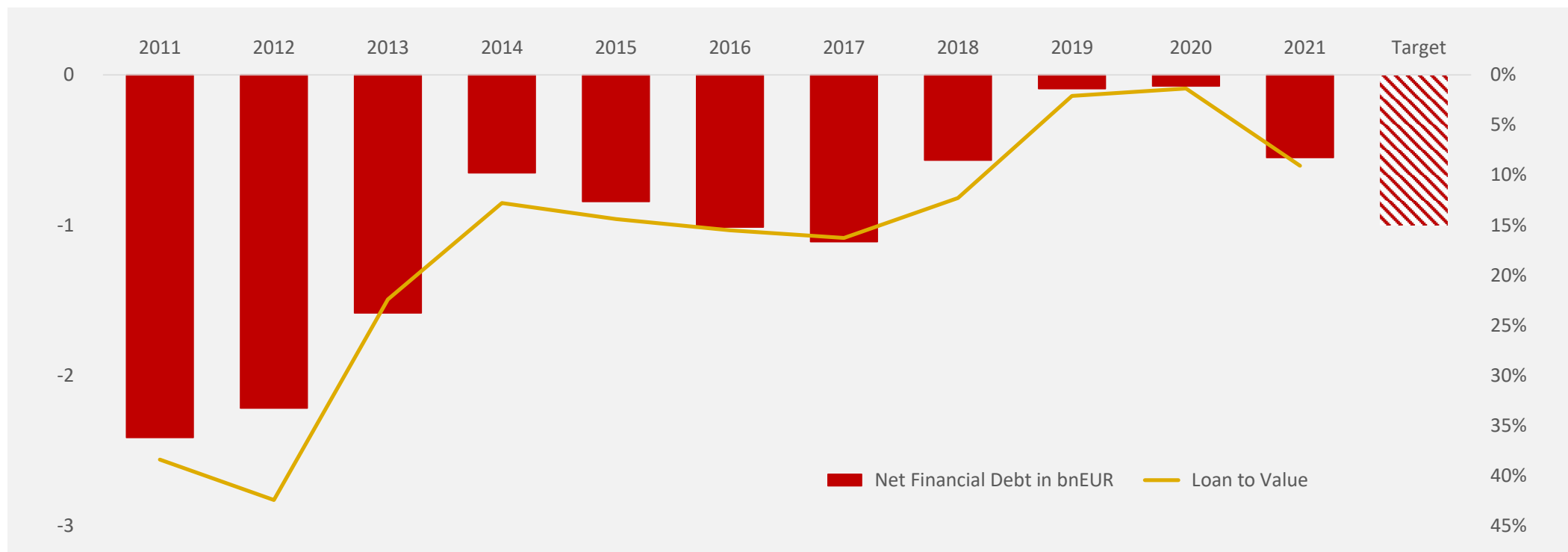
as of December 31st, 2021; spot prices



MARKET VALUE GEARING STABLE WITHIN INVESTMENT GRADE AREA



TARGET NET FINANCIAL DEBT: ~ EUR 1 BN



TOTAL CASH COVER



in EURm	2019	2020	2021	2022(e)
Dividends received	178	132	159	185
Interest received	7	11	17	18
Interest paid	-12	-14	-12	-14
Holding costs	-46	-58	-43	-46
Funds from operations	128	65	121	143
Dividends paid to shareholders (Haniel family)	-60	-60	-60	-80
Share buyback/Others	-5	-2	-5	-45
Interest payments (IFRS)	-2	6	-3	4
Total cash cover Investment Result	1,5	1,3	1,5	1,1
Total Cash Cover (IFRS as is)	1,6	1,2	1,4	1,1

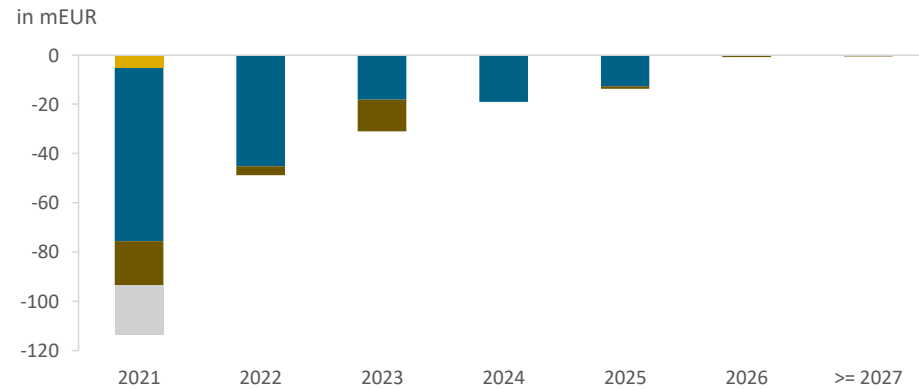
MATURITY PROFILE



WELL-DEVELOPED MATURITY PROFILE WITH UNUSED BILATERALS

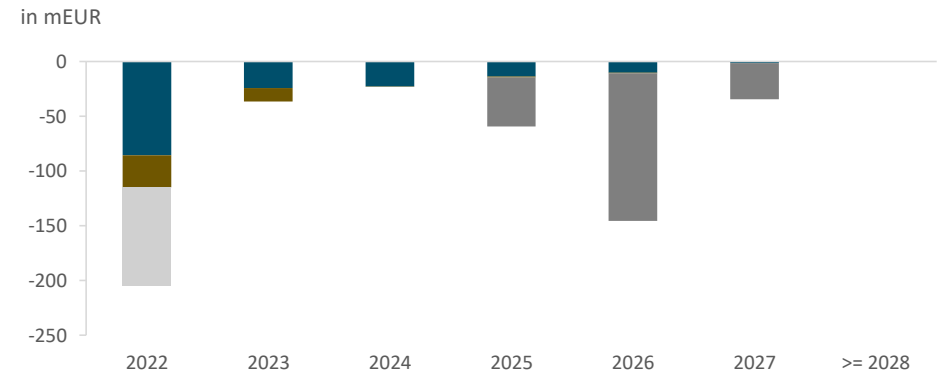
Gross Debt 2020

as of December 31st, 2020



Gross Debt 2021

as of December 31st, 2021



- (Un-)committed credit facilities used
- Other financial liabilities
- Bonds, CPs and other securities
- Subordinated facilities shareholders
- Committed revolving credit facilities used

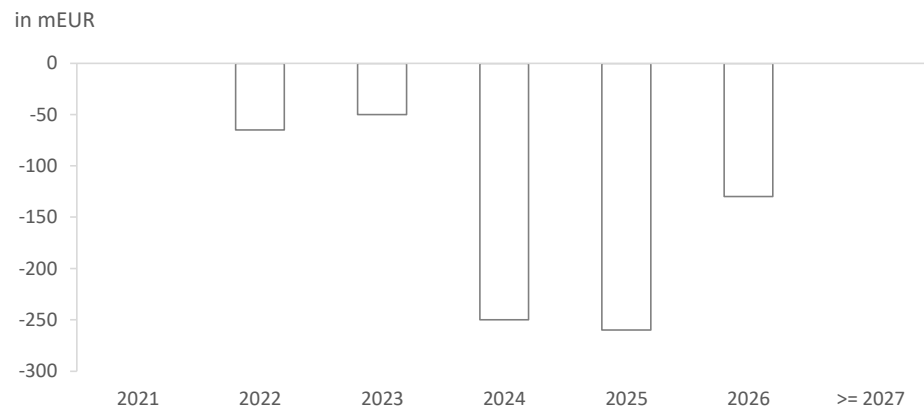
LONG TERM BILATERAL CREDIT FACILITIES



FACILITIES DO NOT CONTAIN ANY MAC, MARKET DISRUPTION OR FORCE MAJEURE CLAUSES, FINANCIAL COVENANTS OR RATING-RELATED EVENTS-OF-DEFAULT

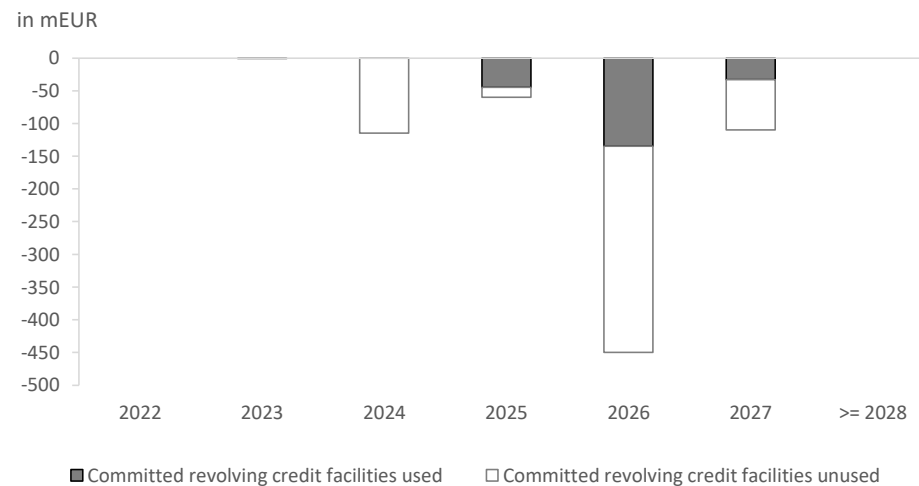
Bank Facilities 2020

as of December 31st, 2020



Bank Facilities 2021

as of December 31st, 2021



TARGET: STABLE INVESTMENT-GRADE RATING



IN ORDER TO ENSURE A STABLE ACCESS TO THE CAPITAL MARKETS, HANIEL OFFERS ITS INVESTORS EXTERNAL ASSESSMENTS OF THE CREDITWORTHINESS

→ **Baa3**

→ **Moody's Investors Service**

→ In April 2018 Moody's raised Haniel's long-term issuer rating from Ba1 with a positive outlook to Baa3 with a stable outlook.

MOODY'S

→ **BBB-**

→ **Scope Ratings AG**

→ In February 2016 Scope initially rated Haniel with a BBB- long-term issuer rating and a stable outlook.

SCOPE

FHC BREAKTHROUGH PRIORITIES 2022



→ Define and implement holistic investment approach for Planet theme

→ Extend investment focus on growth companies
→ Execute Planet core and growth deals

→ Develop and implement world-class integrated talent management processes

→ Decrease time to hire
→ Increase internal fill rate
→ Increase female fill rate

→ Define and implement Inflation Management and Pricing process

→ Purchase Price Variance improvement
→ Sales Price Variance improvement

→ Refine and implement Daily Performance Management process across all BUs

→ Increase number of mature DPM systems beyond maturity certification level 2 from 0 to 100

→ Implement enkelfähig Roadmap incl. Fundamentals, Enkelfähig solutions and Corporate Carbon Footprint per BU

→ Increase revenue of enkelfähig products to 40% of turnover
→ Improvement of sustainability foundation FWL Score by 1.7 in existing portfolio

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