

# Elementis plc 2025 Interim Results and Strategy Update

31 July 2025



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# Agenda

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Introduction and highlights

Luc van Ravenstein

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Group financials and segmental performance

Ralph Hewins

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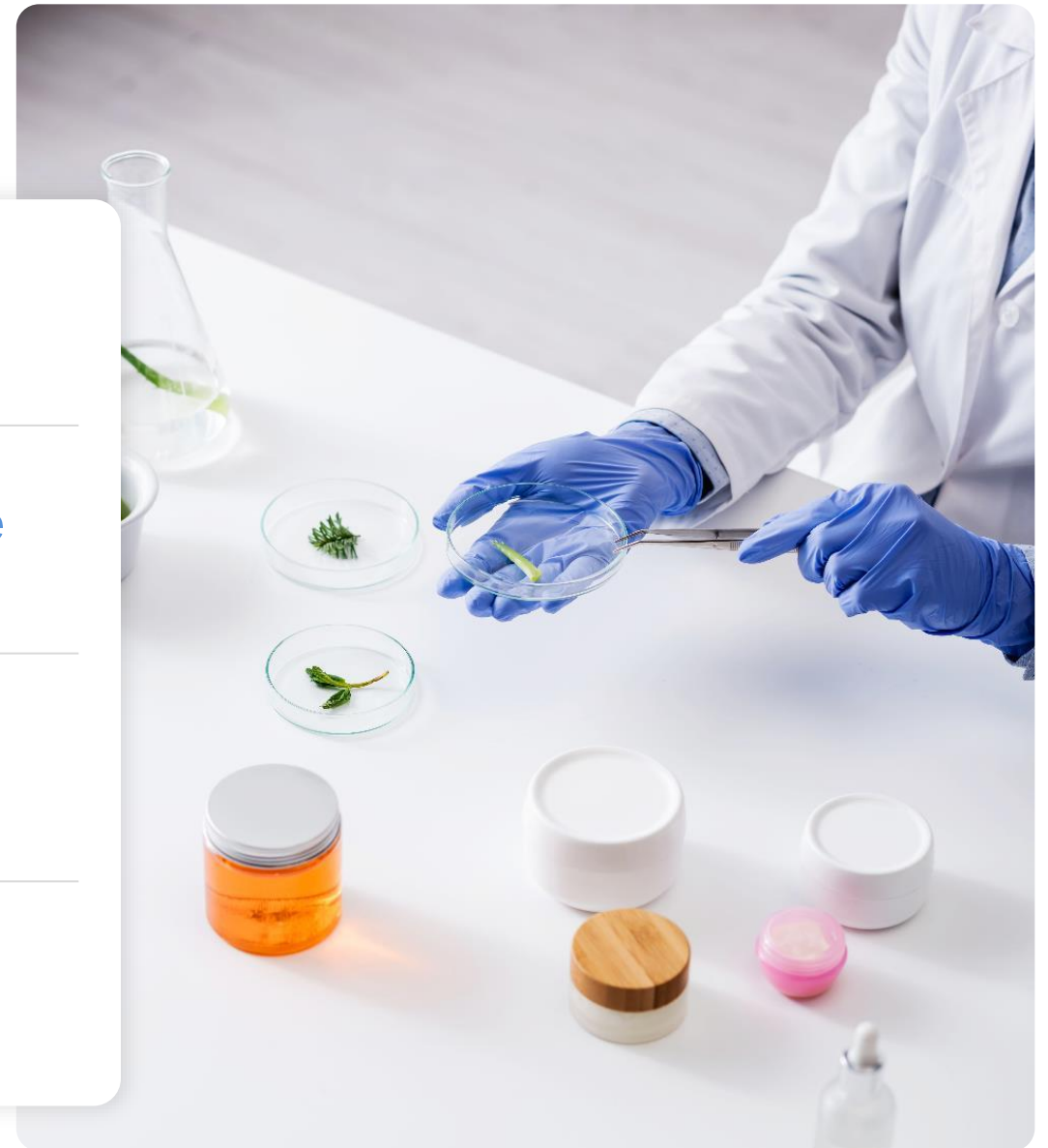
Elevate Elementis

Luc van Ravenstein

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Q&A

Luc van Ravenstein and Ralph Hewins



# New Elementis, positioned for growth

Strong H1  
performance in soft  
market conditions  
On-track to deliver  
FY expectations

Sale of Talc  
successfully  
completed

CMD targets for  
2026 delivered

New Elevate  
Elementis strategy  
and medium-term  
targets

# Strong H1 performance

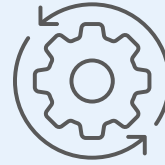
| \$m<br>(unless stated otherwise)   | H1 24<br>(reported) | H1 24<br>(continuing) | H1 25<br>(continuing) | % change<br>(continuing) |
|------------------------------------|---------------------|-----------------------|-----------------------|--------------------------|
| Revenue                            | 383                 | 314                   | 308                   | (2%)                     |
| Adjusted operating profit          | 65                  | 62                    | 65                    | 6%                       |
| Adjusted operating margin          | 17.0%               | 19.6%                 | 21.2%                 | 160 bps                  |
| Adjusted diluted EPS (cents)       | 6.1                 | 5.7                   | 6.8                   | 19%                      |
| Net debt                           | 196                 | 196                   | 125                   | (36%)                    |
| Net debt to EBITDA <sup>1</sup>    | 1.3x                | 1.6x                  | 0.9x                  | (44%)                    |
| Interim dividend per share (cents) | 1.1                 |                       | 1.3                   | 18%                      |

# Disposal of Talc



Sale to IMI Fabi in  
May 2025 for EV

\$121m<sup>1</sup>



Clean break, simultaneous  
signing and completion



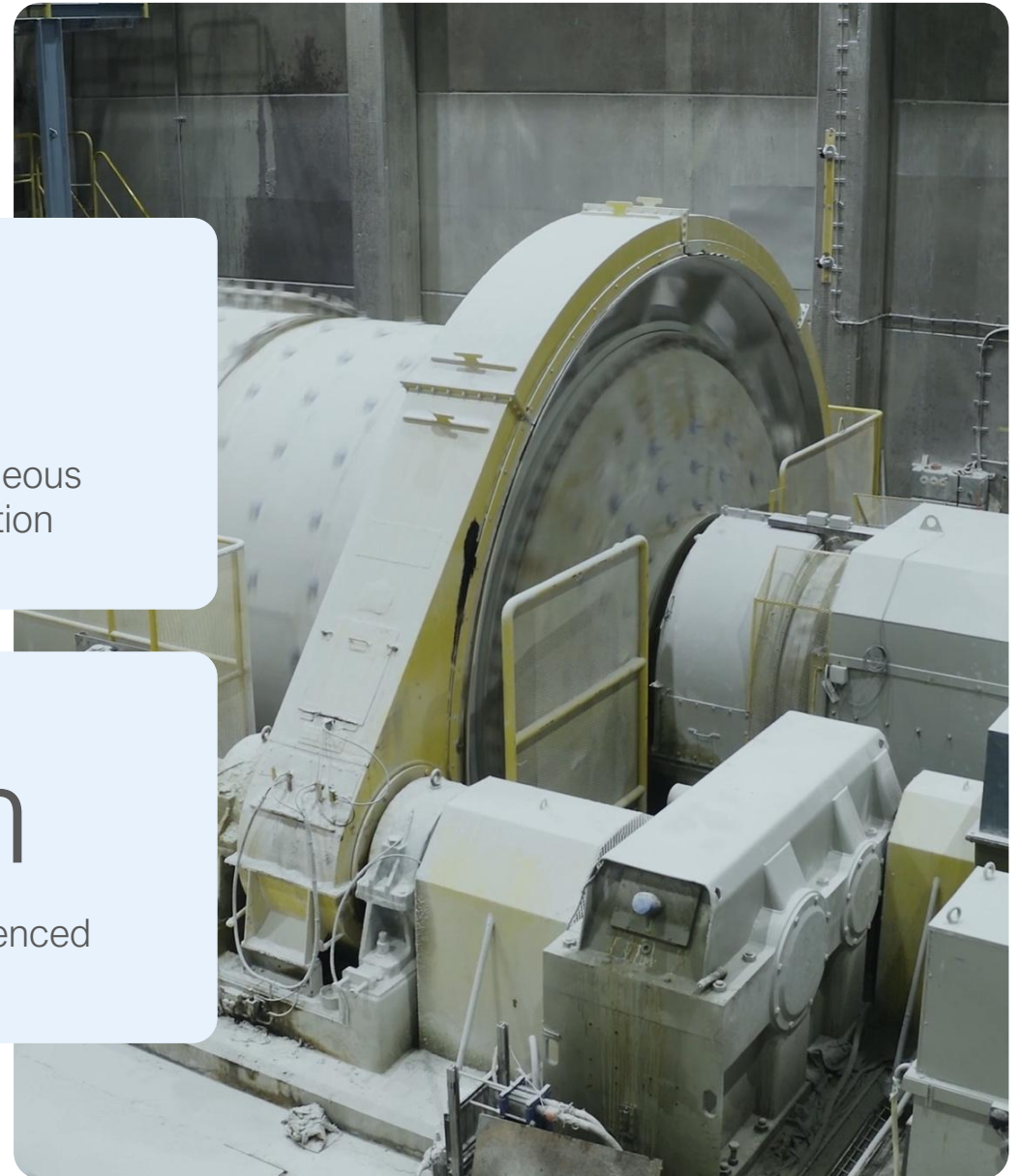
Net cash proceeds of

\$55m<sup>1</sup>



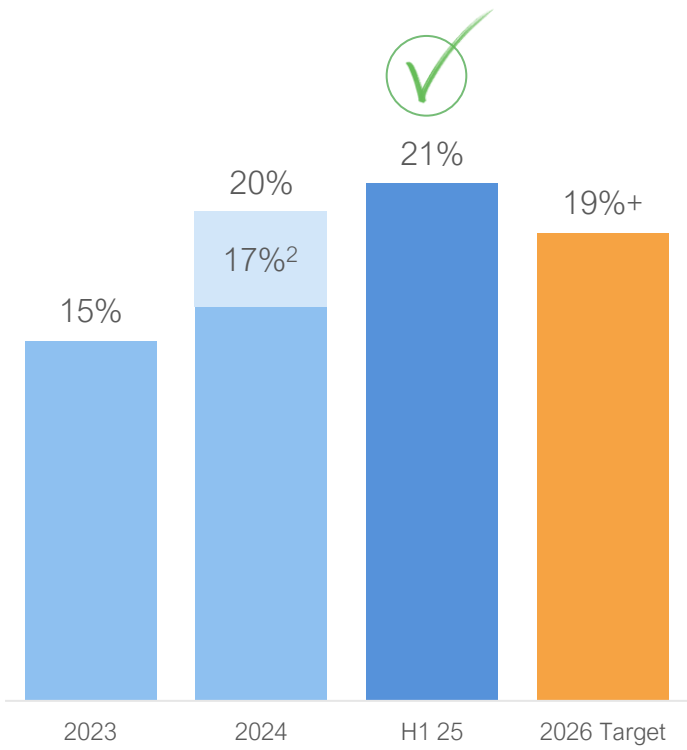
\$50m

share buyback commenced

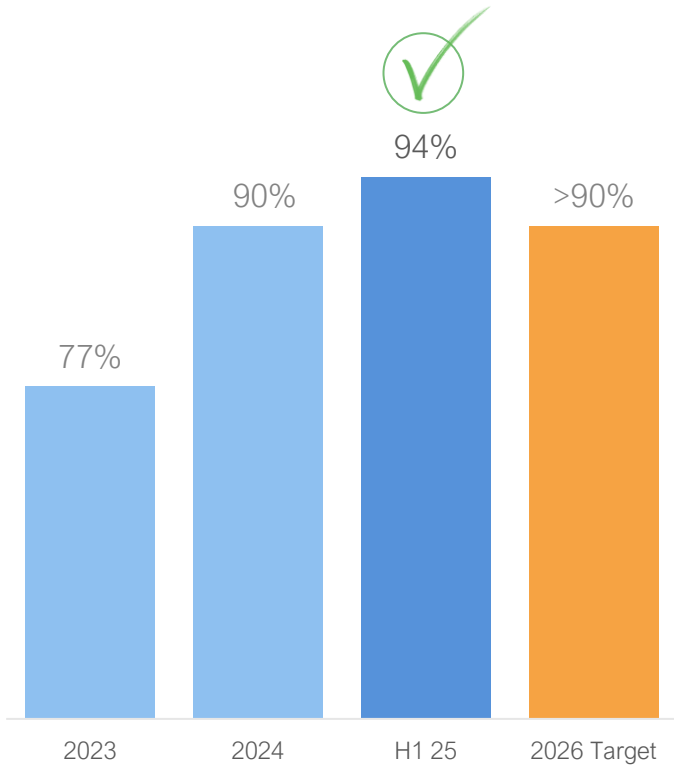


# 2026 financial targets achieved early

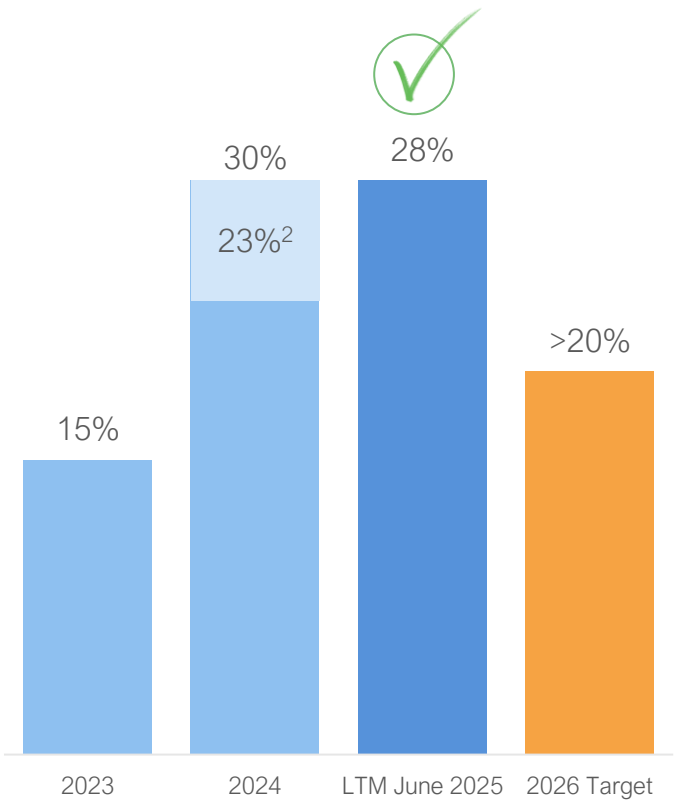
Adjusted operating margin<sup>1</sup>



Operating cash conversion<sup>3</sup>



ROCE<sup>1,4</sup>



Note: 1. Continuing operations basis. 2. Including Talc. 3. Operating cash conversion is calculated as a three-year average. 4. Excluding goodwill.

# Group financials and segmental performance

Ralph Hewins, CFO

# H1 25 sustainability highlights



## Environment

- Carbon intensity reduction of 70%<sup>1</sup> post Chromium and Talc sale
- Science-based target (SBT) validated<sup>2</sup>
- First on-site solar generation
- Zero emission electricity purchases expanded

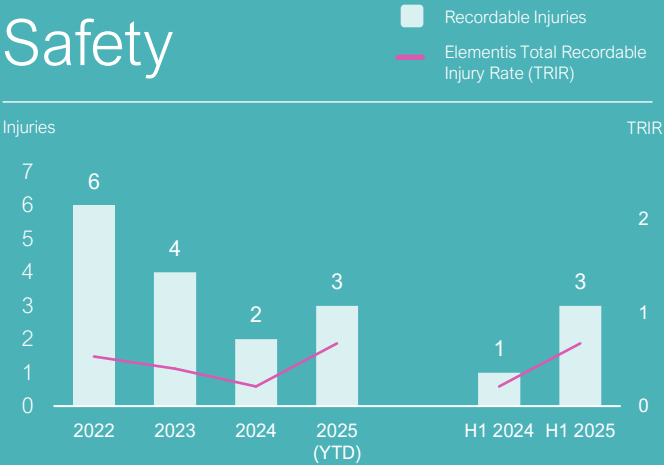


## People

- Fit for the Future restructuring completed
- Employee engagement improved

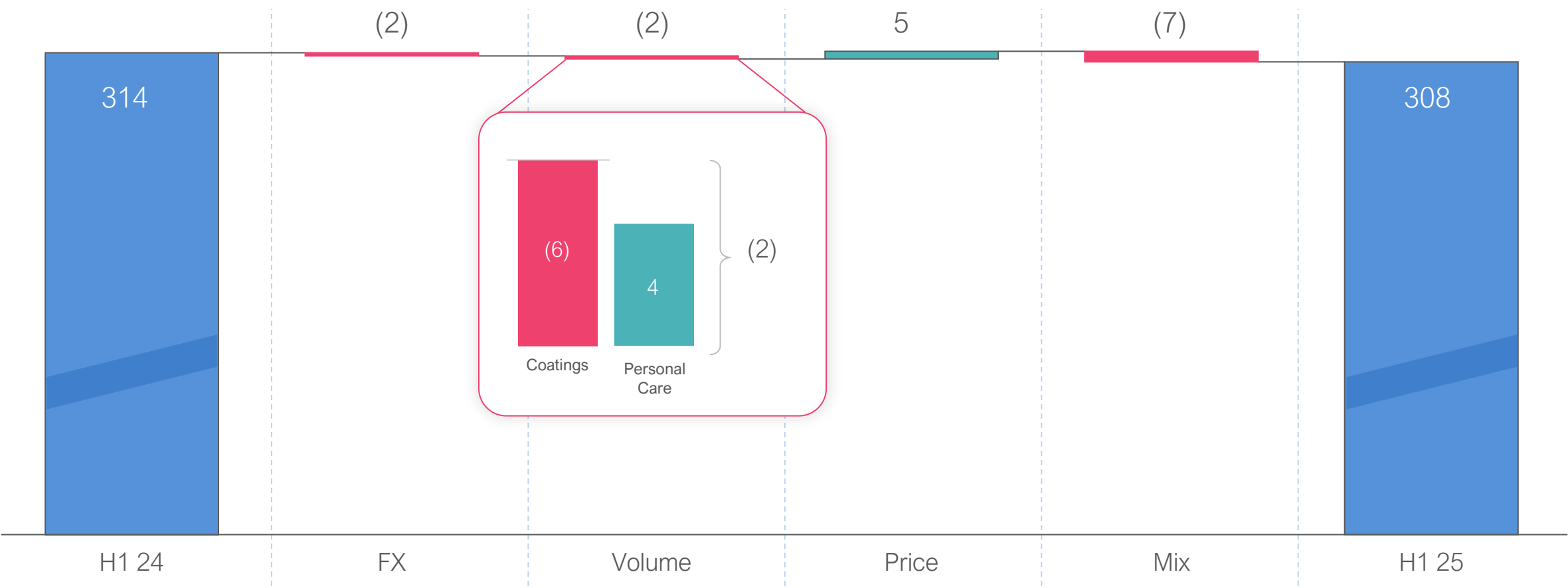


## Safety



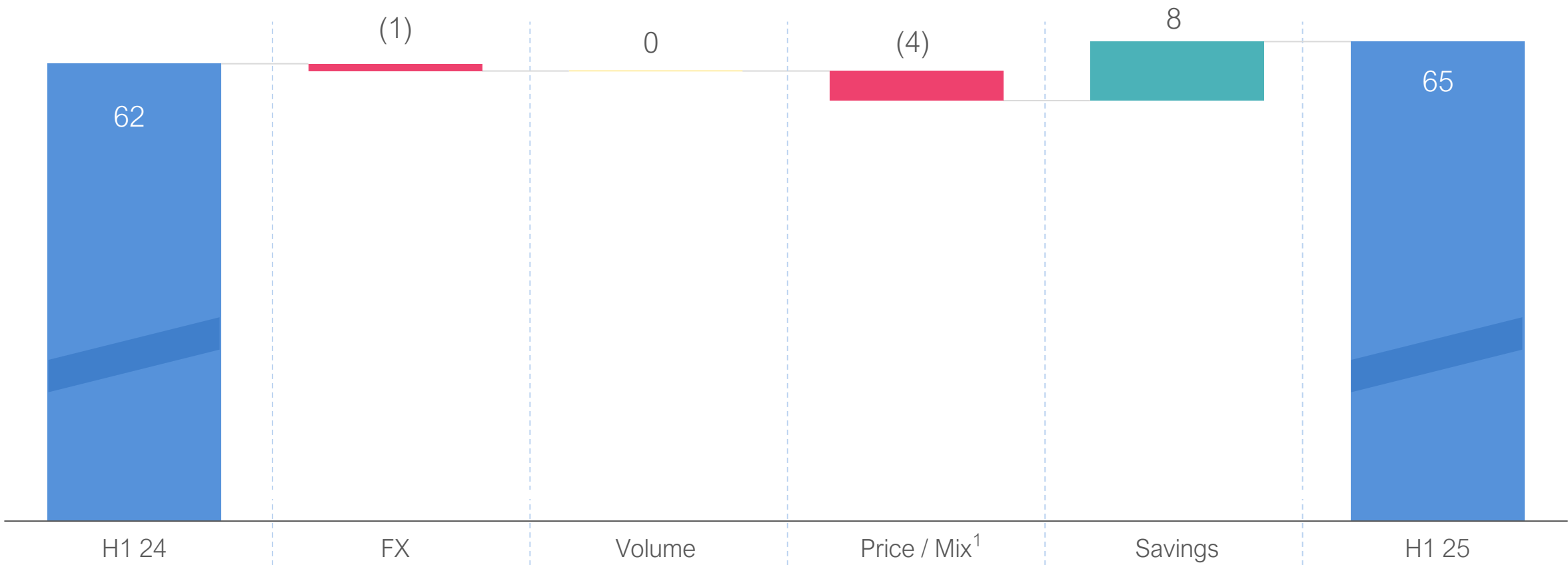
Notes:   
 1. Scope 1 and Scope 2 (market-based) GHG emissions per \$m revenue (2019 – 2024).   
 2. Committed to reducing absolute Scope 1 and 2 GHG emissions by 58.8% by 2034 from a 2024 base year. We have also committed to reducing absolute Scope 3 GHG emissions covering purchased goods and services, upstream transportation and distribution and garden waste generated in operations by 35% within the same timeframe.

# Group revenue (\$m)



# Group operating profit (\$m)

Growth supported by self-help actions



Note: 1. Price / Mix is shown net of inflation.



# Personal Care performance

Record margin delivery

| \$m                           | H1 25 | H1 24 | Change<br>(constant currency) |
|-------------------------------|-------|-------|-------------------------------|
| Revenue                       | 116   | 115   | 2%                            |
| Operating profit <sup>1</sup> | 40    | 34    | 19%                           |
| Operating margin <sup>1</sup> | 33.9% | 29.3% |                               |

Note: 1. After adjusting items.

- Revenue growth in both cosmetics and AP Actives
- Profit and margin improvement reflects improved volumes and price, alongside cost savings



## Personal Care highlights



### Colour cosmetics



- Launched two new hectorite products, part of the successful BENTONE® ULTIMATE series
- Soft demand in Asia in H1
- Growing demand for natural products and skinification

### Skincare



- BENTONE HYDROCLAY™ rheology modifier range with hectorite driving sales, up 40%
- Film former launch planned for second half
- Natural solutions to replace synthetic

### Antiperspirants



- Launched DEOLUXE™ SC, non-metal based, biodegradable sweat control anti-perspirant
- High efficacy AP actives up 13% and now represents 50% AP Actives sales
- Margin improvement following manufacturing consolidation (Middletown)



# Coatings performance

Resilient margin performance



| \$m                           | H1 25 | H1 24 | Change<br>(constant currency) |
|-------------------------------|-------|-------|-------------------------------|
| Revenue                       | 192   | 200   | (4%)                          |
| Operating profit <sup>1</sup> | 35    | 39    | (8%)                          |
| Operating margin <sup>1</sup> | 18.2% | 19.3% |                               |

Note: 1. After adjusting items.

- Revenue impacted by soft demand in all regions
- Improving capacity utilisation at key sites
- Resilient margin performance reflects self-help actions



# Coatings highlights



## Architectural Coatings



- Launched RHEOLATE® HX 6030 (ultra-low VOC coatings)
- Biobased and powdered NiSAT<sup>1</sup> gaining traction
- Planned H2 launch of additives to mitigate viscosity loss post tinting

## Industrial Coatings



- Marine and protective demand strong, automotive demand remains challenging
- Launched THIXATROL® 5050W for waterborne automotive coatings
- Hectorite opportunity to replace PFAS-based materials in powder coatings

## Adhesives, sealants & construction additives



- THIXATROL® product range continuing to deliver strong results
- Planned launch of new hectorite based CHARGUARD™ for PVC fire retardants
- Planned launch of multifunctional hectorite based tile adhesive additives

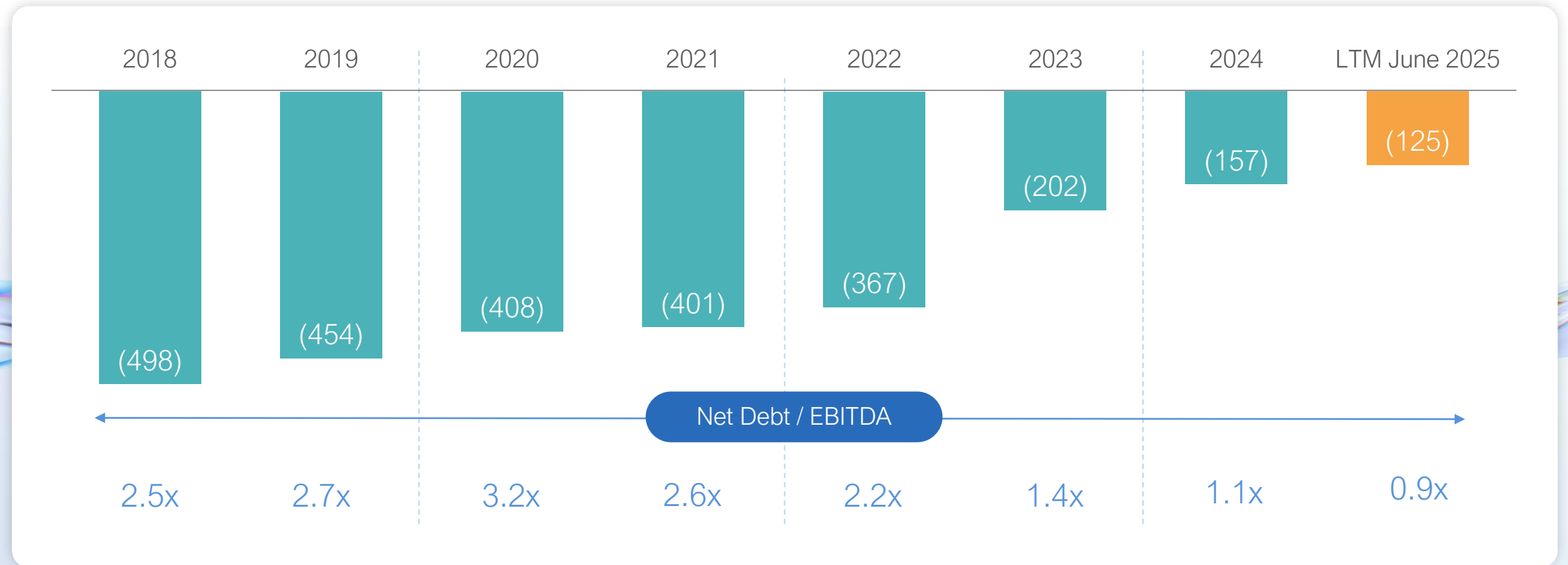
# Positive cash flow momentum

| \$m                                     | H1 25      | H1 24      |
|-----------------------------------------|------------|------------|
| EBITDA                                  | 77         | 74         |
| Change in working capital               | (30)       | (20)       |
| Capital expenditure                     | (5)        | (7)        |
| <b>Operating Cash Flow</b>              | <b>42</b>  | <b>47</b>  |
| Pensions                                | (1)        | 1          |
| Interest                                | (9)        | (14)       |
| Tax related payments                    | (6)        | (8)        |
| Adjusting items                         | (8)        | (12)       |
| Other <sup>1</sup>                      | (2)        | 4          |
| <b>Free Cash Flow</b>                   | <b>16</b>  | <b>17</b>  |
| Acquisitions and disposals              | 53         | -          |
| Dividends                               | (18)       | (12)       |
| Share repurchases, net of shares issued | (8)        | -          |
| Currency fluctuations                   | (10)       | 3          |
| Discontinued operations                 | (1)        | (2)        |
| <b>Net Cash Flow</b>                    | <b>32</b>  | <b>6</b>   |
| Net debt                                | (125)      | (196)      |
| <b>Net debt/EBITDA</b>                  | <b>0.9</b> | <b>1.6</b> |

- Working capital outflow driven by normal seasonality and modest inventory build
- Capex on track for \$20m
- Talc disposal proceeds H1 - \$53m
- Net debt \$32m below end 2024

# Strong balance sheet

Net debt to EBITDA evolution (\$m)<sup>1</sup>



Note: 1. Excluding finance leases on a pre IFRS 16 basis.

# \$30m aggregate cost savings on-track

|                   | 2024    | 2025    |
|-------------------|---------|---------|
| November 2023 CMD | \$12m   | \$18m   |
| Current           | \$18m ✓ | \$12m ✓ |



# Capital allocation

Balanced approach that prioritises growth, with progressive dividend and scope for additional returns



## Investing for growth

- Capex c.3-4% of sales—focus on growth and productivity
- Bolt-on acquisitions in service of growth



## Progressive dividend

- Maintain policy at ~30% payout



## Additional returns

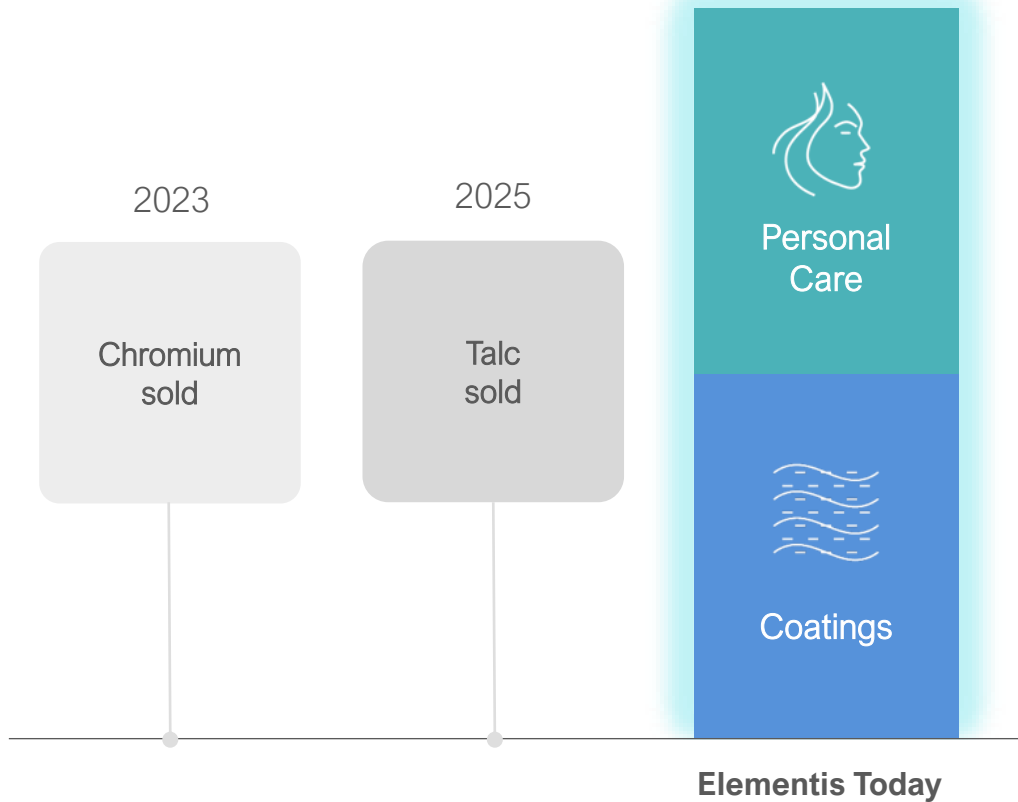
- Potential for further buybacks while maintaining balance sheet strength
- Look to maintain leverage over time at around 1x Net Debt: EBITDA

# Elevate Elementis

Luc van Ravenstein,  
CEO



# The new Elementis – high-quality speciality additives business



## Elementis strongly positioned:

- ✓ Serving large and growing markets for speciality additives
- ✓ Additives: small part of formulation, critical to performance
- ✓ Elementis' winning differentiators:
  - Unique Hectorite asset
  - Global Rheology leadership
  - Unrivalled expertise in Formulation Solutions

The new Elementis – ready for growth



# Elevate Elementis

Three strategic priorities:

Accelerate sustainable growth



First choice for customers



Simpler, leaner Elementis



Significant value creation potential:

Revenue Growth<sup>1</sup>

**MSD<sup>2</sup>**  
through the cycle

Adjusted operation margin<sup>1</sup>:

**23%+**

Cash conversion<sup>1</sup>

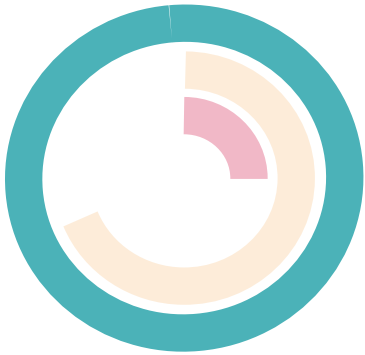
**>90%**

Return on capital employed<sup>1,3</sup>

**>30%**



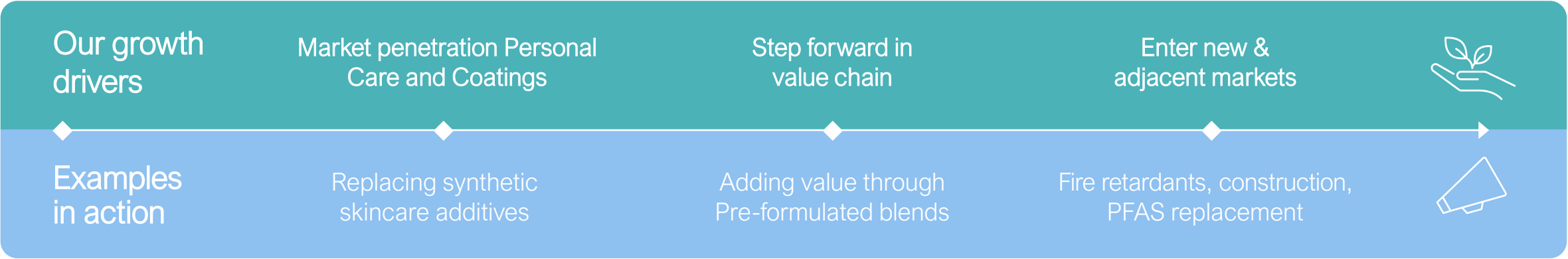
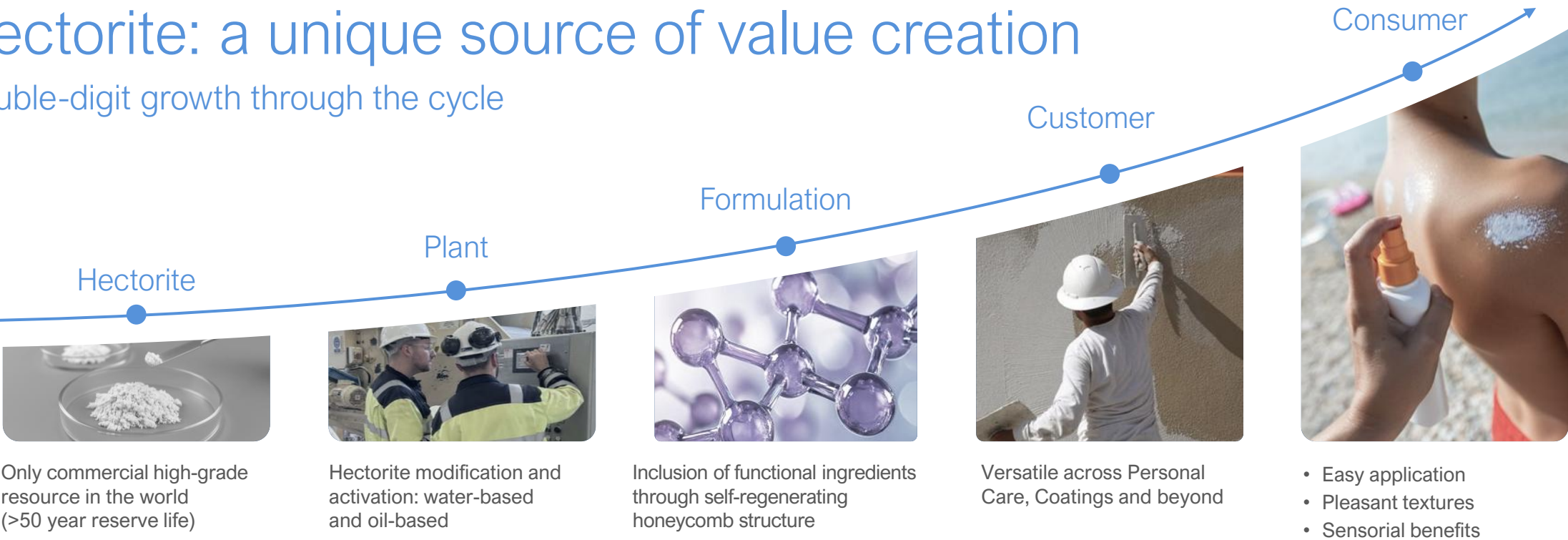
# Leveraging our winning differentiators

| Category              |                                                                               |                                                                                   |                                                          |
|-----------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|
| What is it?           | <ul style="list-style-type: none"><li>Natural white clay</li><li>Unique to Elementis</li><li>Superior Rheology performance</li><li>Long-term reserves</li></ul> | <ul style="list-style-type: none"><li>The science of flow—what makes ingredients work together</li><li>Critical in Personal Care and Coatings formulations</li></ul> | <ul style="list-style-type: none"><li>Our Expertise to optimise formulations for end product performance</li></ul>                          |
| Elementis composition | <div><div></div><div>Hectorite</div></div>                                   | <div><div></div><div>Rheology</div></div>                                        | <div><div></div><div>Formulation Solutions</div></div>  |

Elementis medium-term target: MSD growth through the cycle

# Hectorite: a unique source of value creation

Double-digit growth through the cycle



# Leverage global rheology leadership

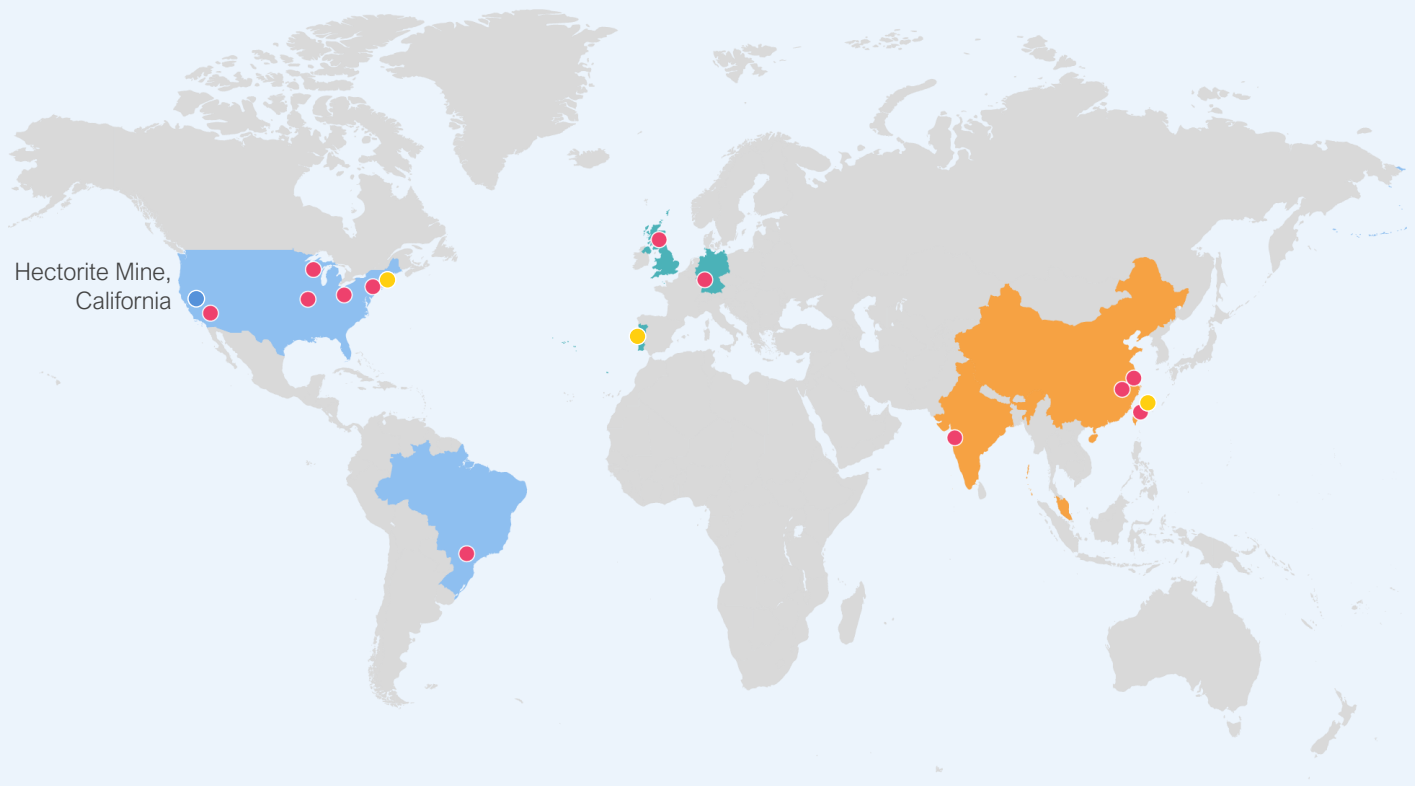
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Leverage global footprint

● Manufacturing

● Laboratory

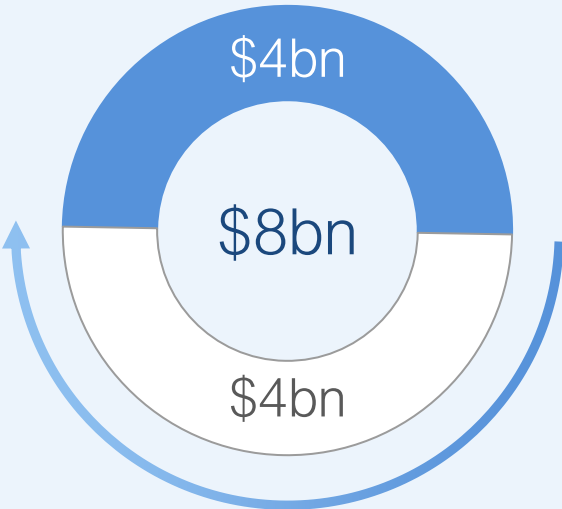
● Hectorite Mine



02

Expand into adjacent markets

Current rheology market  
for Personal Care and Coatings



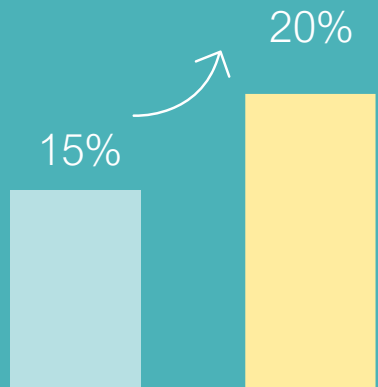
New rheology markets  
e.g. AgChem, HI&I, Plastics

# Formulation Solutions – partner of choice for our customers

## Scale-up R&D

- R&D spend from ~2% to ~3% of sales
  - New customer application labs
  - Hectorite centre of excellence

## Innovation sales (medium-term)



## Bolt-on M&A

- Complementary to core, e.g.:
  - Add-ons to Hectorite
  - Natural synthetic rheology



## Customer intimacy

- Increase direct account coverage
- New warehouses and technical support labs SEA & India

## Collaboration in action:

- Replacing synthetic rheology
- Elementis Solution: superior sensory feel & natural
- Hectorite as key ingredient

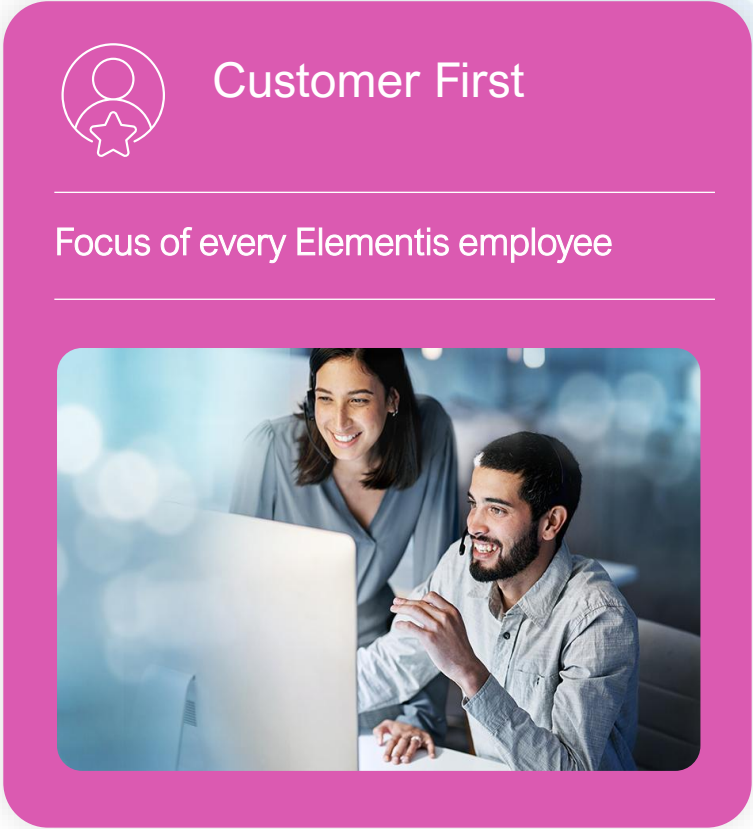
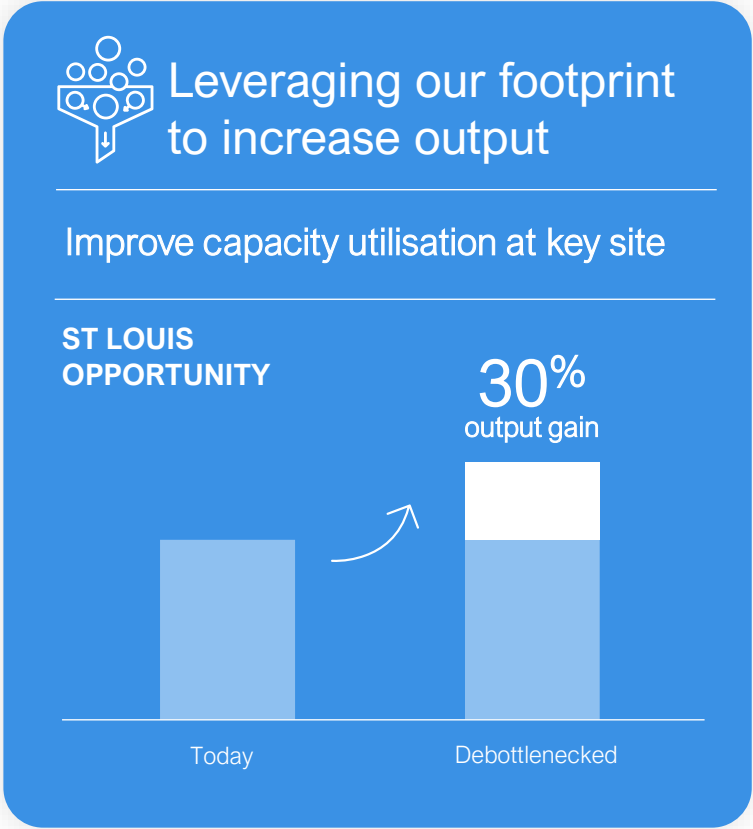
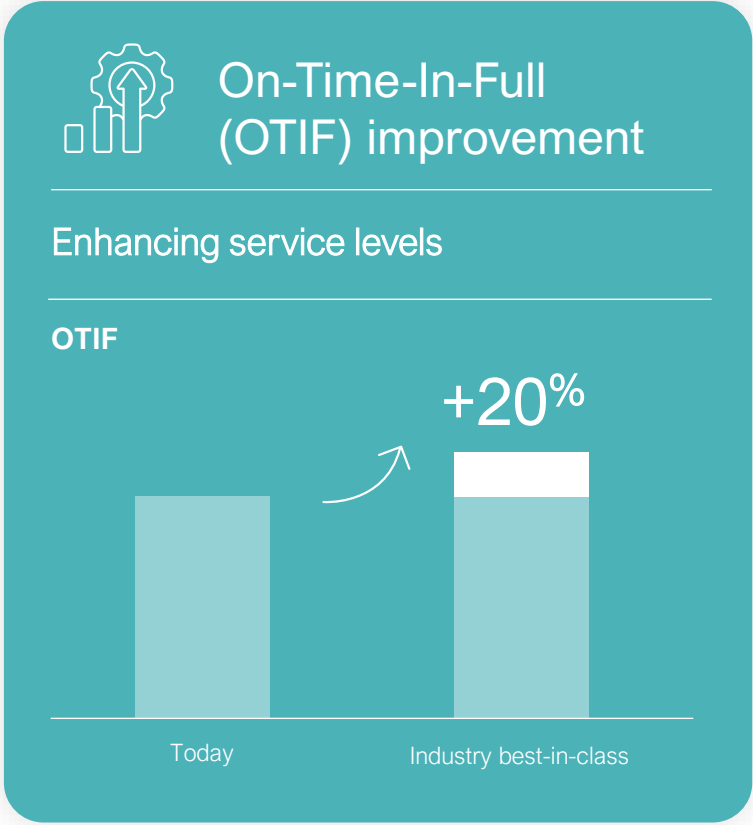


Ingredients

Leading suncare brand

# First choice for customers

Our path to become the industry’s most reliable partner



# Simpler, leaner Elementis

\$10m

## New additional savings

- 2025 & 2026 delivery, net of higher R&D spend
- Underpinning delivery in challenging demand environment



### Overhead

- Simpler & more efficient structure
- Eliminate Talc stranded costs



### Supply Chain & Procurement

- Support office consolidation / reduction
- Renegotiated tolling arrangements



## Drive simplification and agility



### Simplification & Agility

- Fewer internal meetings
- Delegate decisions to front line



# New Elementis, positioned for growth

Strong H1  
performance in soft  
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On-track to deliver  
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Elementis strategy  
and medium-term  
targets

# Q&A

Luc van Ravenstein, CEO  
and Ralph Hewins, CFO

# Appendix

# Talc sale transaction details

A clean break, with concurrent signing and closing

|                                  | €m   | \$m <sup>1</sup> |
|----------------------------------|------|------------------|
| Enterprise Value                 | 107  | 121              |
| Rehabilitation and Closure Costs | (35) | (40)             |
| Other debt and debt-like items   | (15) | (17)             |
| Transaction Costs                | (8)  | (9)              |
| Net Cash Proceeds                | 48   | 55               |

Notes: 1. Converted at exchange rate of €1 = \$1.1379.

# Talc sale transaction details

High-quality portfolio focused on high-value specialty additives in the Coatings and Personal Care markets

Pro-forma impact of Talc sale

| Full Year 2024<br>\$m                | Elementis<br>2024  | Talc<br>2024 | Elementis<br>2024 Pro-Forma <sup>1</sup> |
|--------------------------------------|--------------------|--------------|------------------------------------------|
| Sales                                | 738                | 135          | 604                                      |
| Adj. Operating Profit                | 129                | 8            | 120 <sup>2</sup>                         |
| Adj. Operating Margin (%)            | 17.4%              | 5.9%         | 19.8% <sup>2</sup>                       |
| Return on Capital (%)                | 23% <sup>3,4</sup> | 6%           | 30% <sup>3,4</sup>                       |
| Net debt (excl. IFRS 16)             | 157                | (55)         | 102                                      |
| Net Debt / EBITDA<br>(excl. IFRS 16) | 1.0x               |              | 0.8x                                     |

Notes:

1. Including the effects of Talc disposal. 2. Includes c.\$1m of stranded costs to be eliminated by 2026. 3. Excluding goodwill. 4. Including goodwill, ROCE 13% (2024) and 14% (2024 pro-forma basis).

# Tax charge and 2025 technical guidance

| \$m                            | H1 25 | H1 24 |
|--------------------------------|-------|-------|
| Adjusted tax charge            | 14    | 14    |
| Tax charge: adjusting items    | 2     | 1     |
| Reported tax charge            | 12    | 12    |
| Adjusted tax rate <sup>1</sup> | 25.7% | 28.5% |

Note: 1. Impact on continuing operating profit.

## P&L – 2025 guidance

- Depreciation reduced post Talc sale ~\$23m
- Amortisation of c.\$8m (of which majority is amortisation of acquired intangibles)
- Net finance costs of ~\$25m
- Adjusted effective tax rate of ~26%

## Cash – 2025 guidance

- Interest of ~\$17m
- Capex of ~3% of sales

# Adjusting items

| \$m Expense/(Income)                               | H1 25 | H1 24 |
|----------------------------------------------------|-------|-------|
| Amortisation of intangibles arising on acquisition | 4     | 4     |
| Environmental provisions                           | -     | (1)   |
| Business transformation/other                      | 4     | 4     |
| Net P&L adjusting items <sup>1</sup>               | 8     | 7     |

Note: 1. Impact on continuing operating profit.

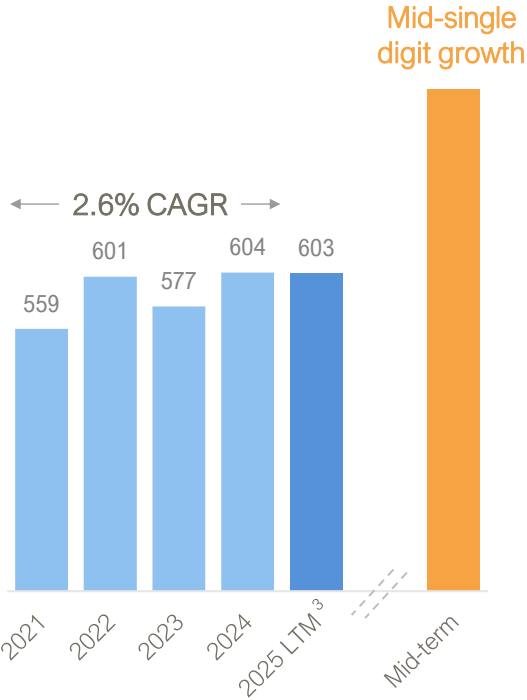
- H1 2025 cash component of adjusting items of c.\$8m (2024: \$12m)
- Environmental provisions increase due to change in discount rates

# Net debt IFRS 16 reconciliation

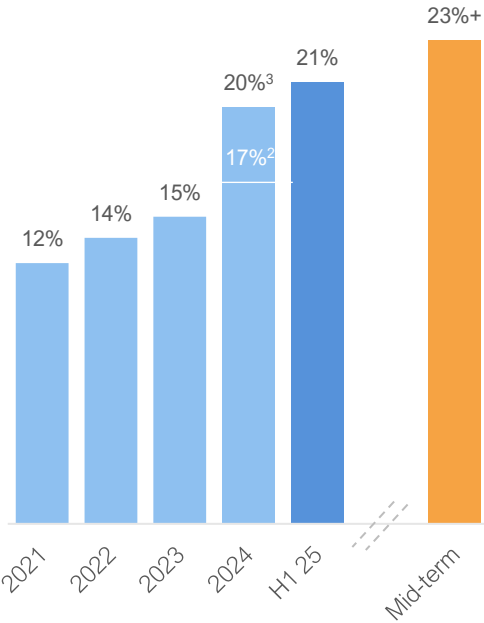
| LTM H1 25                             | Pre-IFRS 16 Basis | Post-IFRS 16 Basis |
|---------------------------------------|-------------------|--------------------|
| Bank loans and overdraft              | (187)             | (187)              |
| Lease liabilities                     | -                 | (22)               |
| Cash and cash equivalents             | 62                | 62                 |
| <b>Net Debt</b>                       | <b>125</b>        | <b>147</b>         |
| Adjusted operating profit             | 123               | 123                |
| Add: Depreciation and amortisation    | 30                | 30                 |
| Less: Amortisation in adjusting items | (8)               | (8)                |
| Less: Lease payments                  | (5)               | -                  |
| <b>Adjusted EBITDA</b>                | <b>140</b>        | <b>145</b>         |
| <b>Net Debt/EBITDA ratio</b>          | <b>0.9x</b>       | <b>1.0x</b>        |

# Ambition to improve growth and returns

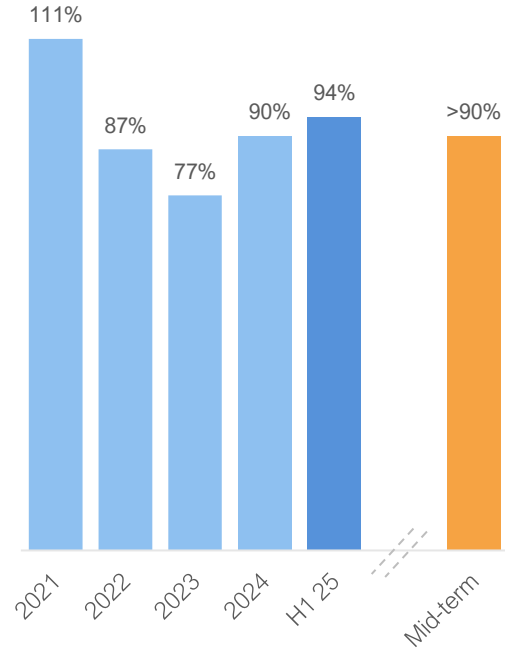
## Revenue Growth MSD



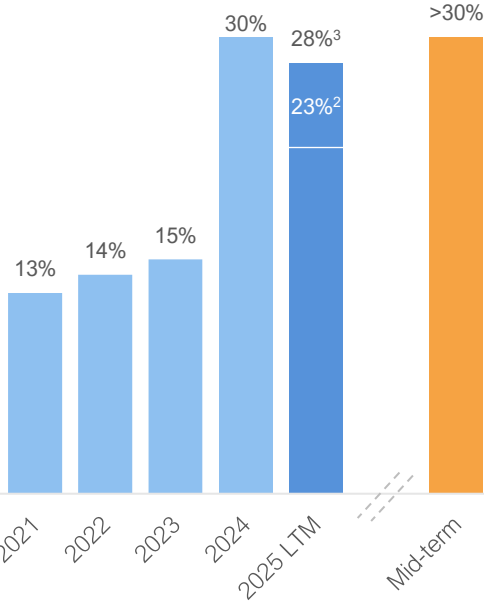
## Operating Margin 23%+



## Operating Cash Conversion<sup>4</sup> >90%



## Return on Capital Employed<sup>5</sup> >30%



Notes: 1. 2021-2023 operating margin presented on continuing basis, excluding Chromium business and associated stranded costs.  
2. 2024 reported, including Talc.

3. Pro-forma excluding Talc. Last 12 months June 2025.  
4. Three-year average, calculated as (adjusted EBITDA – capex – working capital change) / adjusted operating profit.  
5. ROCE excluding goodwill. 2024 proforma excluding Talc – 30%. 2024 proforma including goodwill – 14%.

# Unique chemistry, sustainable solutions

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