

Henkel & Sonderhoff Winning Together

July 2017



Corporate Video



A photograph of a modern office building with a large tree in the courtyard and people walking in the foreground. The building has multiple floors with balconies and large windows. The tree is in the center, and the people are blurred, suggesting movement. The overall scene is bright and modern.

Henkel: Creating sustainable value

We want to create value – for our customers and our consumers, for our teams and our people, for our shareholders as well as for the wider society and communities in which we operate.



Our company values

- Customers and Consumers
- People
- Financial Performance
- Sustainability
- Family Business

Our Key Figures in 2016

More than **50,000** employees from **123** nations worldwide

171 manufacturing and **22** major R&D sites around the world

Around **50** percent of sales generated by Adhesive Technologies

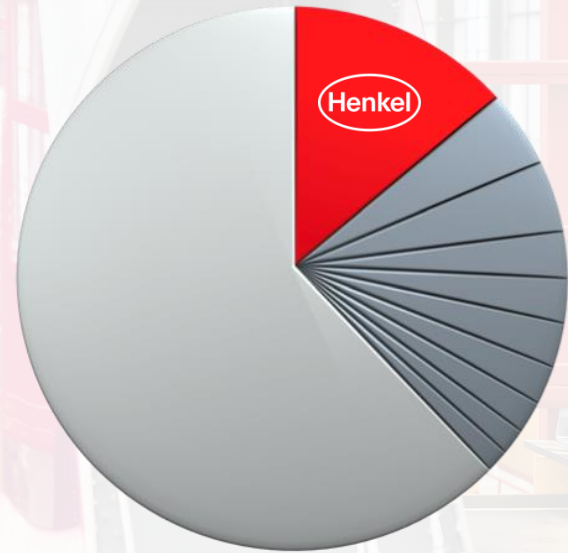
Around **€18.7** bn sales, **+3.1%** organic sales growth

€3.2 bn adjusted¹ operating profit (EBIT)

42% our sales generated in emerging markets



~65 bn€ global market size



Henkel Adhesive Technologies

- Leading with high-impact solutions worldwide
- Broadest technology & product portfolio
- Global No.1 with leading positions in all regions



Proven track record of successful acquisitions



Ceresit

LOCTITE[®]

Teroson

BERGQUIST

National
Adhesives

NOVAMELT 

5 Strategic Business Units



Packaging and
Consumer
Goods (AI)



Transport and
Metal (AT)



General
Industry (AG)



Electronics
(AE)

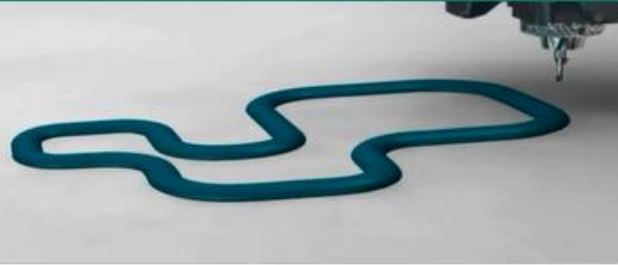


Consumer,
Craftsmen and
Building (AC)

General Industry
Video: We love
machines



sealing solutions.



Sonderhoff is the supplier for polymer sealing materials, engineering and services.

The thought here is as simple as it is successful: gasketing, gluing and potting with the highest precision. Or put differently: Innovative ideas from our team – under one roof. Definitely the best foundation for implementing your ideas.



Strengthen
Total
Solutions
Approach



CHEMICALS

We develop and produce chemical gasketing, potting, and gluing systems based on PVC, silicone or polyurethane and we market them worldwide. Sonderhoff can fall back on the experience of more than one-thousand formulations.

[...more](#)



ENGINEERING

We develop dosing machines and automation concepts according to your specifications, from stand-alone systems up to fully-automated production lines, as well as gasketing, gluing and potting.

[...more](#)



SERVICES

We offer a complete range of services – from the production of individual sample parts, through pilot series and small batches, right up to series production on a production scale.

[...more](#)



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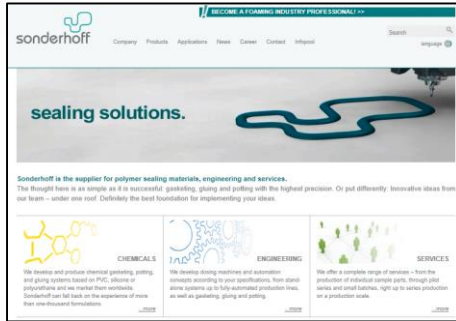


Henkel

A perfect fit

Guiding principles for way forward

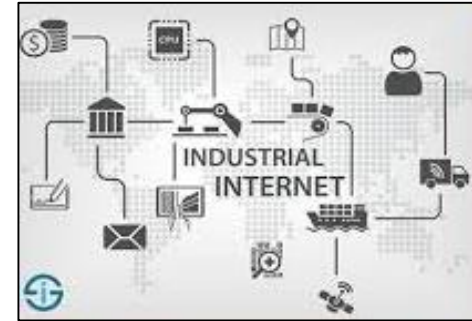
Henkel & Sonderhoff



Strengthen
Sonderhoff's
engineering-driven
business model

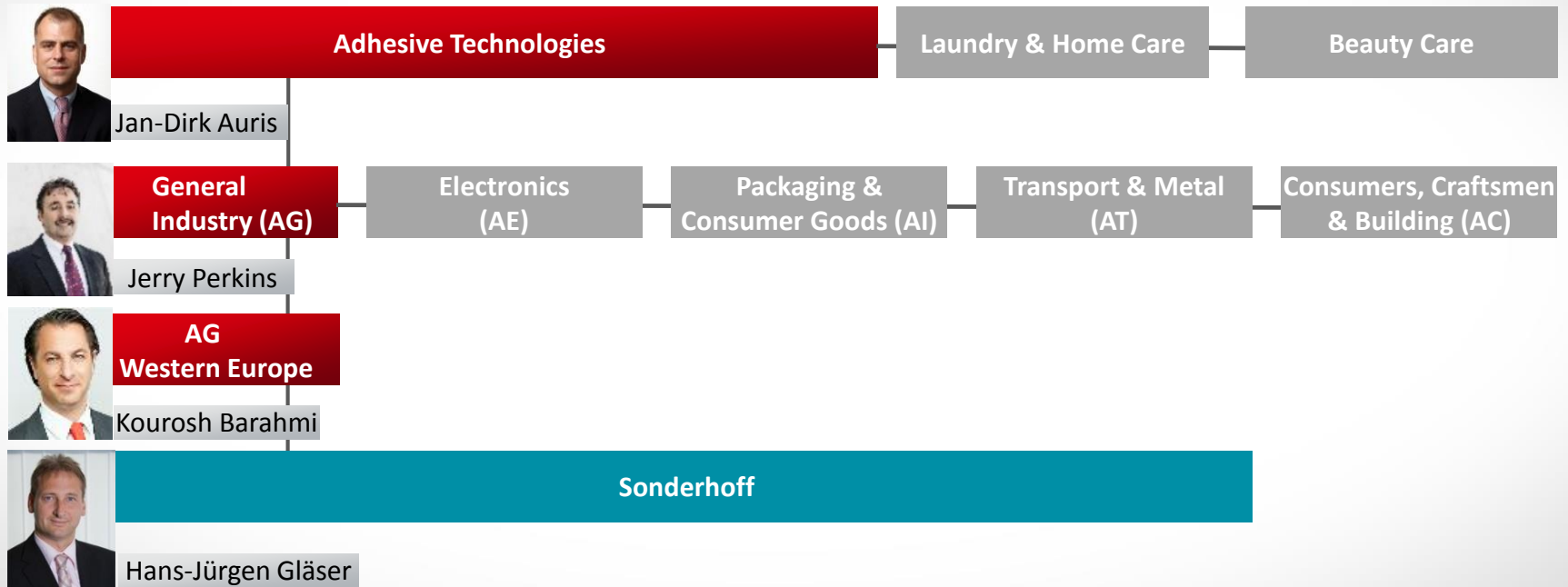


Customer focus to
deliver offensive
synergies



Leverage
engineering-driven
business model for
Henkel

Organization & Reporting Line as of Day 1





What to expect

Today

- Ongoing business focus
- Continuous dialog
- Integration Website: go live today

Tomorrow

- Formation of 8 joint functional integration teams
- Integration plans developed together
- Transparent & consistent communication on integration progress to all employees

AG Sales Video



Thank you!
We are looking forward
to your questions ...

