Good start to the year, outlook withdrawn due to an uncertain environment
Summary of Q1 2020

- Focus on mitigating impact from COVID-19 pandemic to ensure employee and stakeholder safety and business continuity.
- Profitability improved: operative EBITDA 108.5 MEUR with margin improving to 16.9%
- COVID-19 pandemic and oil price drop create uncertainty—outlook for 2020 withdrawn on April 27, 2020
Update on COVID-19 impacts

IMPACT SO FAR

- In countries with government-imposed restrictions on economic activity, chemical industry and our customer industries almost always classified as essential industries to the society
- All Kemira’s manufacturing facilities operating throughout Q1 – safety of employees and stakeholders prioritized with several precautionary actions
- Situation in China improving currently; monitoring pandemic development in Europe and Americas closely
- Logistics disruption managed well

POTENTIAL IMPACTS DEPENDING ON PANDEMIC LENGTH

- Potential widespread decline in customer demand
- Potential disruption to manufacturing and logistics network
- Possible disruption to raw material supply
- Possible prolonged lower oil demand combined with oil market oversupply

KEMIRA’S CHEMICALS ARE CONSUMABLE IN NATURE AND TYPICALLY LESS PRONE TO ECONOMIC CYCLES
Financial highlights Q1 2020

Organic revenue growth -1%
- Excluding impact of two-week forest industry strike in Finland, organic revenue development stable.
- Good organic revenue growth excluding shale
- No significant customer inventory build-up identified

Operative EBITDA +13% to margin of 16.9%
- Improvement due to lower raw material costs particularly in polymers, lower electricity costs and lower inventory accruals. Also investments in China and the Netherlands had a positive EBITDA contribution.

Earnings per share +35% to EUR 0.25
- Increase driven by higher operative EBITDA

Solid cash flow from operating activities

EUR million (except ratios) | Q1 2020 | Q1 2019 | Δ% | FY 2019
--- | --- | --- | --- | ---
Revenue | 642.0 | 647.8 | -1% | 2,658.8
Operative EBITDA | 108.5 | 95.6 | 13% | 410.0
  of which margin | 16.9% | 14.8% | - | 15.4%
Operative EBIT | 60.8 | 50.1 | 21% | 224.0
  of which margin | 9.5% | 7.7% | - | 8.4%
Net profit | 39.6 | 29.3 | 35% | 116.5
EPS diluted, EUR | 0.25 | 0.18 | 35% | 0.72
Cash flow from operating activities | 50.2 | 65.2* | -23% | 386.2

*Comparison period included EUR 15 million return of excess capital from Kemira’s supplementary pension fund in Finland.
Pulp & Paper – solid customer demand

Market environment

- Good demand in Q1, in pulp and tissue in particular despite COVID-19 and industry strike
- COVID-19 impact uncertain: negative impact expected on printing and writing demand. Pulp, tissue and board demand likely to remain more resilient

Organic growth -1% in Q1 2020

- Industry strike in Finland and lower caustic soda market prices (mainly trading product) burdened organic growth – underlying development clearly positive

Operative EBITDA margin 15.9% in Q1 2020

- Improved profitability due to lower raw material and electricity costs. Efficiency improvements from the AKD wax investment in China also contributed positively. The ramp-up of the facility progressing as planned

REVENUE AND ORGANIC REVENUE GROWTH (Y-ON-Y)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>revenue</td>
<td>372</td>
<td>369</td>
<td>363</td>
<td>372</td>
</tr>
<tr>
<td>growth</td>
<td>0%</td>
<td>+2%</td>
<td>+5%</td>
<td>+5%</td>
</tr>
</tbody>
</table>

OPERATIVE EBITDA AND OPERATIVE EBITDA-%

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>46.0</td>
<td>47.8</td>
<td>48.5</td>
<td>46.0</td>
</tr>
<tr>
<td>growth</td>
<td>12.4%</td>
<td>13.0%</td>
<td>13.4%</td>
<td>13.0%</td>
</tr>
<tr>
<td>margin</td>
<td>14.9%</td>
<td>11.6%</td>
<td>12.1%</td>
<td>14.9%</td>
</tr>
</tbody>
</table>

* Includes IFRS16 impact
Industry & Water – good demand in water treatment, clear decline in shale demand

Market environment

• Water treatment market remained solid; shale market slowed down significantly in Q1, particularly in March

• Water treatment stable by nature, COVID-19 could have some negative impact on industrial water treatment

Organic growth -1% in Q1 2020

• Lower Oil & Gas revenue compensated by higher water treatment revenue

• Improved pricing in water treatment

Operative EBITDA margin 18.3% in Q1 2020

• Profitability improvement due to lower raw material costs, particularly in polymers, and lower inventory accruals. Efficiency improvements from the polymer expansion in the Netherlands also contributed positively
Oil & Gas – revenue declined due to shale market softness

Shale

- Shale market declined significantly due to oil price drop with customers cutting back on capital expenditure. Market visibility low with Q2 likely to be weak
- Kemira shale revenue decline accelerated in March

CEOR*

- Solid market demand in Q1 2020; impact of COVID-19 uncertain at this point
- Good sales growth in Q1 2020

Oil sands tailings

- Tailings treatment season to begin in May and to last until October; resilient business

REVENUE DEVELOPMENT
EUR million

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR million</td>
<td>38</td>
<td>45</td>
<td>57</td>
<td>57</td>
<td>46</td>
<td>56</td>
<td>73</td>
<td>66</td>
<td>62</td>
<td>77</td>
<td>87</td>
<td>66</td>
<td>52</td>
</tr>
</tbody>
</table>

*CEOR, chemical enhanced oil recovery
AGM scheduled to be held on May 5, 2020

• Kemira’s Annual General Meeting, originally scheduled for March 25, 2020, postponed due to COVID-19 pandemic
• Annual General Meeting now convened for May 5, 2020
• **Dividend proposal:**
  • Board proposes that the AGM authorizes the Board to decide on a dividend payment of max. EUR 0.56 to be paid in two installments in May and November.
• Shareholders strongly encouraged to follow the AGM via video – AGM can only be held in line with restrictions set by the Finnish authorities
Focus on safety and business continuity in the short-term

- Mitigate impact from COVID-19 and oil price drop and ensure safety of employees and other stakeholders
- Chemical industry and customer industries classified as essential for the society - ensure business continuity of both
- Improve operational excellence and reduce complexity
- Realize benefits of added capacity in China, the Netherlands and the U.S.
- Construction of polymer capacity in the U.S. and South Korea
Financials
Q1 2020
Favorable cost trend continued

Q1/2020

REVENUE AND ORGANIC GROWTH (Y-ON-Y)
EUR million

<table>
<thead>
<tr>
<th></th>
<th>Q1 2019</th>
<th>Sales volumes</th>
<th>Sales prices</th>
<th>Currency impact</th>
<th>Acquisitions &amp; Divestments</th>
<th>Q1 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales volumes</td>
<td>648</td>
<td>0%</td>
<td>-2%</td>
<td>0%</td>
<td>642</td>
<td>0%</td>
</tr>
<tr>
<td>Sales prices</td>
<td>-1.9</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>-9.0</td>
<td>-0.4</td>
</tr>
<tr>
<td>Currency impact</td>
<td>-0.1</td>
<td>+1%</td>
<td>0%</td>
<td>0%</td>
<td>+24.7</td>
<td>0%</td>
</tr>
</tbody>
</table>

OPERATIVE EBITDA BRIDGE
EUR million

<table>
<thead>
<tr>
<th></th>
<th>Q1 2019</th>
<th>Sales volumes</th>
<th>Sales prices</th>
<th>Variable costs</th>
<th>Fixed costs</th>
<th>Currency impact</th>
<th>Other</th>
<th>Q1 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>95.6</td>
<td>-1.9</td>
<td>-0.1</td>
<td>+24.7</td>
<td>-9.0</td>
<td>-0.5</td>
<td>-0.4</td>
<td>108.5</td>
<td></td>
</tr>
</tbody>
</table>

Organic revenue growth -1%
- Negative revenue impact from forest industry strike
- Good organic revenue growth when shale excluded

Operative EBITDA margin 16.9%
- Improvement due to lower raw material costs particularly in polymers, lower electricity costs and lower inventory accruals. Efficiencies from investments in China and the Netherlands also had a positive EBITDA contribution.
Impact from variable costs continued to be positive

SALES PRICE VS VARIABLE COST TREND
(ROLLING 12-MONTH CHANGE Y-O-Y)

SALES PRICES AND VARIABLE COSTS
(CHANGE Y-O-Y)

* 12-month rolling change vs previous year in EUR million

Brent oil, USD  Sales prices*  Variable costs*

Net impact on EBITDA (sales prices-variable costs)

Sales prices  Variable costs
Kemira’s variable cost split and top raw materials

**VARIABLE COST SPLIT 2019**
EUR 1.5 billion

- **70%** Raw materials
- **15%** Logistics
- **15%** Electricity & energy

**EXPOSURE TO OIL RELATED RAW MATERIALS**

- **65%** Not oil related
- **35%** Oil & gas related

**TOP 12 RAW MATERIALS BY SPEND**

1. Sodium hydroxide (caustic soda)*
2. Acrylonitrile (OD)
3. Petroleum solvents (OD)
4. Aluminium Hydrate
5. Colloidal silica dispersion*
6. Acrylic Acid (OD)
7. Amines (OD)
8. Alpha olefin (OD)
9. Sodium chloride (salt)
10. Sulphuric acid
11. Acrylic ester (OD)
12. Fatty acid (OD)

Top 12 account for 52% of Kemira’s raw material spend

**OD = Oil & gas derivative**

* Mainly trading materials

Figures rounded to the nearest 5%
Cash flow at a solid level

ALL KEY FIGURES IN EUR MILLION

CASH FLOW FROM OPERATIONS

- Cash flow at a solid level. Comparison period included EUR 15 million return of excess capital from Kemira’s supplementary Pension Fund in Finland.
- Typically cash flow is H2-weighted, especially due to changes in net working capital

CAPITAL EXPENDITURE EXCL. ACQUISITIONS

- Capex higher in Q1 2020 due to higher expansion capex following investments in the Netherlands and the U.S.
- Capex estimated to be around EUR 200 million in 2020:
  - New polymer capacity expansion in the U.S.
  - Smaller capex projects in several locations
ROCE improving clearly

**OPERATIVE RETURN ON CAPITAL EMPLOYED**

- ROCE improvement driven by Industry & Water
- On-going investment projects are expected to improve Group’s ROCE once up and running

<table>
<thead>
<tr>
<th>Year</th>
<th>ROCE</th>
<th>Q1 2019 LTM</th>
<th>Q1 2020 LTM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>9.7%</td>
<td>9.8%</td>
<td>11.2%</td>
</tr>
<tr>
<td>2018</td>
<td>9.8%</td>
<td>11.2%</td>
<td>10.3%</td>
</tr>
<tr>
<td>2019</td>
<td>11.2%</td>
<td>10.3%</td>
<td>11.8%</td>
</tr>
</tbody>
</table>

**NET DEBT (EUR million) AND LEVERAGE RATIO**

- Gearing 67% - well within financial target range of below 75%
- Average cost of net debt excluding leases is 1.9% and duration is 23 months
- With pre-IFRS 16 figures:
  - gearing 56.5%
  - leverage ratio 1.8

<table>
<thead>
<tr>
<th>Date</th>
<th>Debt (EUR million)</th>
<th>Gearing</th>
<th>Leverage Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec 31 2017</td>
<td>694</td>
<td>2.2</td>
<td></td>
</tr>
<tr>
<td>Dec 31 2018</td>
<td>741</td>
<td>2.3</td>
<td></td>
</tr>
<tr>
<td>Dec 31 2019</td>
<td>811</td>
<td>2.0</td>
<td></td>
</tr>
<tr>
<td>Mar 31 2020</td>
<td>816</td>
<td>1.9</td>
<td></td>
</tr>
</tbody>
</table>

* Lverage ratio = Net debt / last 12 months operative EBITDA
** pre-IFRS 16 figures
Kemira has a diversified financing base

13% Leases 133 million
17% Other EUR 173 million
34% Loans from banks and financial institutions EUR 336 million
36% Bond EUR 350 million

GROSS DEBT END OF MARCH 2020 EUR 986 MILLION, MATURITY PROFILE EXCLUDING LEASES

<table>
<thead>
<tr>
<th>Year</th>
<th>Bilaterals</th>
<th>Bonds</th>
<th>Others</th>
<th>Undrawn RCF, extended to 2025 in April</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>220</td>
<td>2</td>
<td>150</td>
<td>156</td>
</tr>
<tr>
<td>2021</td>
<td>0</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>0</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2023</td>
<td>0</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2024</td>
<td>0</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2025</td>
<td>0</td>
<td></td>
<td></td>
<td>131</td>
</tr>
</tbody>
</table>
Outlook for 2020 withdrawn on April 27

OUTLOOK FOR 2020 WITHDRAWN DUE TO THE UNCERTAINTY RELATED TO THE COVID-19 PANDEMIC AND OIL PRICE DROP

ITEMS IMPACTING EBITDA DEVELOPMENT IN 2020

<table>
<thead>
<tr>
<th>Supporting EBITDA</th>
<th>Uncertainties</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stable demand for water treatment as well as pulp, tissue and board expected</td>
<td>Uncertainty related to COVID-19 and whether it will materially impact customer demand</td>
</tr>
<tr>
<td>High share of valid annual customer contracts – share of spot contracts clearly lower</td>
<td>Significant uncertainty regarding shale demand following oil price drop</td>
</tr>
<tr>
<td>Favorable variable cost development</td>
<td>Possible disruptions to operations, including manufacturing and logistics</td>
</tr>
</tbody>
</table>
Kemira in brief

LAST 12 MONTHS: REVENUE EUR 2,653 MILLION, OPERATIVE EBITDA EUR 423 MILLION, OPERATIVE EBITDA MARGIN 15.9%, OPERATIVE ROCE 11.8%

SEGMENT SPLIT

- 43% Industry & Water
- 57% Pulp & Paper

GEOGRAPHIES

- 40% AMERICAS
  1. USA
  2. Canada
  3. Brazil

- 10% APAC
  1. China
  2. South Korea
  3. Thailand

- 50% EMEA
  1. Finland
  2. Sweden
  3. Germany

PRODUCTS

- 20% Other: e.g. defoamers, dispersants, and biocides
- 25% Bleaching and pulping
- 15% Sizing and strength
- 20% Polymers
- 20% Coagulants

CUSTOMERS

Several thousand customers

TOP 10 customers are ~25% of revenue

TOP 50 customers are ~50% of revenue

EXAMPLES OF LARGEST CUSTOMERS

Municipalities, e.g.
Frankfurt, Berlin, New York, Paris, Shanghai, Singapore

Note: Revenue by industry, product and geography rounded to the nearest 5%
Pulp & Paper – strong business with solid track record

REVENUE AND OPERATIVE EBITDA
EUR million

MARKET ENVIRONMENT
Solenis (paper)* #1
Kemira (pulp and paper) m.s. ~16% #2
Nouryon (pulp) #3
Ecolab (paper) #4
Kurita (paper) #5

* Solenis-BASF combined entity

REVENUE BY CUSTOMER TYPE AND MARKET GROWTH

- 40% Pulp
- 40% Board & tissue
- 20% Printing & writing papers

REVENUE BY GEOGRAPHIES AND MARKET GROWTH BY REGION
- 50% EMEA
- 35% Americas
- 15% APAC

CUSTOMER EXAMPLES

Note: Revenue by industry, product and geography rounded to the nearest 5%
Industry & Water – strong positions in chosen categories

REVENUE BY APPLICATION TYPE AND MARKET GROWTH

- **65%** Water treatment
- **25%** Oil & Gas Other
- **10%** Other products such as defoamers and biocides

MARKET ENVIRONMENT

**WATER TREATMENT**
- Market share ~30% in coagulants and ~20% in polymers
- Main competitors in coagulants:
  - Feralco (Europe)
  - Kronos (Europe)
  - Chemtrade (NA)
  - USAIco (NA)

**OIL & GAS**
- Market share ~25% in polymers used in shale oil & gas
- Main peers in polymers (also in water treatment):
  - SNF
  - Solenis*
  - Solvay (only O&G)

REVENUE BY GEOGRAPHIES AND MARKET GROWTH BY REGION

- **45%** EMEA
- **50%** Americas
- **5%** APAC

REVENUE BY PRODUCT CATEGORY

- **40%** Coagulants
- **40%** Polymers

CUSTOMER EXAMPLES

**MUNICIPAL** (40%), customer examples
- Amsterdam
- Barcelona
- Frankfurt
- Berlin
- Oslo
- Paris
- Stockholm
- Los Angeles
- Montreal
- New York City
- Toronto
- Melbourne
- Shanghai
- Singapore

**INDUSTRIAL** (60%), customer examples
- Carlsberg
- BNP Paribas
- Orkla

Note: Revenue by industry, product and geography rounded to the nearest 5%
# Key figures

<table>
<thead>
<tr>
<th>EUR million</th>
<th>Q1 2020</th>
<th>Q4 2019</th>
<th>Q3 2019</th>
<th>Q2 2019</th>
<th>Q1 2019</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>642.0</td>
<td>657.7</td>
<td>689.8</td>
<td>663.6</td>
<td>647.8</td>
<td>2,658.8</td>
</tr>
<tr>
<td>Operative EBITDA</td>
<td>108.5</td>
<td>90.1</td>
<td>118.1</td>
<td>106.1</td>
<td>95.6</td>
<td>410.0</td>
</tr>
<tr>
<td>margin</td>
<td>16.9%</td>
<td>13.7%</td>
<td>17.1%</td>
<td>16.0%</td>
<td>14.8%</td>
<td>15.4%</td>
</tr>
<tr>
<td>Operative EBIT</td>
<td>60.8</td>
<td>42.4</td>
<td>71.1</td>
<td>60.3</td>
<td>50.1</td>
<td>224.0</td>
</tr>
<tr>
<td>margin</td>
<td>9.5%</td>
<td>6.4%</td>
<td>10.3%</td>
<td>9.1%</td>
<td>7.7%</td>
<td>8.4%</td>
</tr>
<tr>
<td>Net profit</td>
<td>39.6</td>
<td>8.6</td>
<td>43.3</td>
<td>35.2</td>
<td>29.3</td>
<td>116.5</td>
</tr>
<tr>
<td>Earnings per share, diluted, EUR</td>
<td>0.25</td>
<td>0.05</td>
<td>0.27</td>
<td>0.22</td>
<td>0.18</td>
<td>0.72</td>
</tr>
<tr>
<td>Cash flow from operations</td>
<td>50.2</td>
<td>142.5</td>
<td>121.3</td>
<td>57.2</td>
<td>65.2</td>
<td>386.2</td>
</tr>
<tr>
<td>Capex excl. acquisitions</td>
<td>36.1</td>
<td>81.4</td>
<td>51.5</td>
<td>39.9</td>
<td>28.3</td>
<td>201.1</td>
</tr>
<tr>
<td>Net debt</td>
<td>816</td>
<td>811</td>
<td>866</td>
<td>921</td>
<td>842</td>
<td>811</td>
</tr>
<tr>
<td>NWC ratio (rolling 12 m)</td>
<td>10.2%</td>
<td>10.7%</td>
<td>11.1%</td>
<td>10.9%</td>
<td>10.6%</td>
<td>10.7%</td>
</tr>
<tr>
<td>Operative ROCE (rolling 12 m)</td>
<td>11.8%</td>
<td>11.2%</td>
<td>11.5%</td>
<td>10.8%</td>
<td>10.3%</td>
<td>11.2%</td>
</tr>
<tr>
<td>Personnel at period-end</td>
<td>5,075</td>
<td>5,062</td>
<td>5,036</td>
<td>5,067</td>
<td>4,973</td>
<td>5,062</td>
</tr>
</tbody>
</table>
## Cash flow

<table>
<thead>
<tr>
<th>EUR million</th>
<th>Q1 2020</th>
<th>Q1 2019</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net profit for the period</td>
<td>40</td>
<td>29</td>
<td>116</td>
</tr>
<tr>
<td>Total adjustments</td>
<td>69</td>
<td>79</td>
<td>302</td>
</tr>
<tr>
<td>Change in net working capital</td>
<td>-31</td>
<td>-30</td>
<td>45</td>
</tr>
<tr>
<td>Finance expenses</td>
<td>-9</td>
<td>-7</td>
<td>-39</td>
</tr>
<tr>
<td>Income taxes paid</td>
<td>-18</td>
<td>-6</td>
<td>-39</td>
</tr>
<tr>
<td><strong>Net cash generated from operating activities</strong></td>
<td><strong>50</strong></td>
<td><strong>65</strong></td>
<td><strong>386</strong></td>
</tr>
<tr>
<td>Purchases of subsidiaries and business acquisitions, net of cash acquired</td>
<td>-3</td>
<td>0</td>
<td>-3</td>
</tr>
<tr>
<td>Capital expenditure</td>
<td>-36</td>
<td>-28</td>
<td>-201</td>
</tr>
<tr>
<td>Proceeds from sale of assets</td>
<td>0</td>
<td>3</td>
<td>8</td>
</tr>
<tr>
<td>Change in long-term loan receivables</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Cash flow after investing activities</strong></td>
<td><strong>12</strong></td>
<td><strong>40</strong></td>
<td><strong>190</strong></td>
</tr>
</tbody>
</table>
Currencies

Currency exchange rates had around EUR +5 million impact on revenue and EUR -0.5 million impact on the operative EBITDA in Q1 2020 compared to Q1 2019.

Guidance: 10% change in our main foreign currencies would approximately have EUR 15 million impact on operative EBITDA on an annualized basis.
### Key Financials

<table>
<thead>
<tr>
<th>EUR million</th>
<th>Q1 2020</th>
<th>Q4 2019</th>
<th>Q3 2019</th>
<th>Q2 2019</th>
<th>Q1 2019</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>378.5</td>
<td>385.9</td>
<td>382.9</td>
<td>373.4</td>
<td>380.8</td>
<td>1,522.9</td>
</tr>
<tr>
<td>Operative EBITDA</td>
<td>60.2</td>
<td>52.6</td>
<td>61.3</td>
<td>53.7</td>
<td>50.7</td>
<td>218.3</td>
</tr>
<tr>
<td>margin</td>
<td>15.9%</td>
<td>13.6%</td>
<td>16.0%</td>
<td>14.4%</td>
<td>13.3%</td>
<td>14.3%</td>
</tr>
<tr>
<td>Operative EBIT</td>
<td>30.1</td>
<td>22.5</td>
<td>32.1</td>
<td>24.0</td>
<td>20.6</td>
<td>99.2</td>
</tr>
<tr>
<td>margin</td>
<td>8.0%</td>
<td>5.8%</td>
<td>8.4%</td>
<td>6.4%</td>
<td>5.4%</td>
<td>6.5%</td>
</tr>
<tr>
<td>Operative ROCE*, %</td>
<td>8.5%</td>
<td>7.7%</td>
<td>7.9%</td>
<td>7.6%</td>
<td>7.7%</td>
<td>7.7%</td>
</tr>
<tr>
<td>Capital expenditure (excl. M&amp;A)</td>
<td>14.3</td>
<td>43.6</td>
<td>25.4</td>
<td>23.3</td>
<td>17.3</td>
<td>109.7</td>
</tr>
<tr>
<td>Cash flow after investing activities</td>
<td>26.1</td>
<td>33.5</td>
<td>44.6</td>
<td>36.2</td>
<td>25.1</td>
<td>139.4</td>
</tr>
</tbody>
</table>

*12-month rolling average
## Key Financials

### Industry & Water

<table>
<thead>
<tr>
<th>EUR million</th>
<th>Q1 2020</th>
<th>Q4 2019</th>
<th>Q3 2019</th>
<th>Q2 2019</th>
<th>Q1 2019</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>263.6</td>
<td>271.8</td>
<td>306.9</td>
<td>290.2</td>
<td>267.0</td>
<td>1,135.9</td>
</tr>
<tr>
<td>Operative EBITDA</td>
<td>48.2</td>
<td>37.5</td>
<td>56.8</td>
<td>52.4</td>
<td>45.0</td>
<td>191.7</td>
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<tr>
<td>margin</td>
<td>18.3%</td>
<td>13.8%</td>
<td>18.5%</td>
<td>18.1%</td>
<td>16.8%</td>
<td>16.9%</td>
</tr>
<tr>
<td>Operative EBIT</td>
<td>30.7</td>
<td>19.9</td>
<td>39.0</td>
<td>36.3</td>
<td>29.5</td>
<td>124.7</td>
</tr>
<tr>
<td>margin</td>
<td>11.7%</td>
<td>7.3%</td>
<td>12.7%</td>
<td>12.5%</td>
<td>11.0%</td>
<td>11.0%</td>
</tr>
<tr>
<td>Operative ROCE*, %</td>
<td>17.6%</td>
<td>17.6%</td>
<td>18.4%</td>
<td>16.9%</td>
<td>15.4%</td>
<td>17.6%</td>
</tr>
<tr>
<td>Capital expenditure (excl. M&amp;A)</td>
<td>21.8</td>
<td>37.8</td>
<td>26.0</td>
<td>16.5</td>
<td>11.0</td>
<td>91.4</td>
</tr>
<tr>
<td>Cash flow after investing activities</td>
<td>12.6</td>
<td>57.3</td>
<td>37.9</td>
<td>5.7</td>
<td>27.8</td>
<td>128.7</td>
</tr>
</tbody>
</table>

*12-month rolling average
Revenue split by country

FY 2019

- USA 27%
- Canada 7%
- Brazil 2%
- Uruguay 2%
- Other Americas 2%
- Florida 15%
- Other APAC 6%
- China 4%
- Other EMEA 9%
Important information about financial figures

Kemira provides certain financial performance measures (alternative performance measures) on non-GAAP basis. Kemira believes that alternative performance measures, such as organic growth*, EBITDA, operative EBITDA, cash flow after investing activities, and gearing followed by capital markets and Kemira management, provide useful information of its comparable business performance and financial position. Selected alternative performance measures are also used as performance criteria in remuneration.

Kemira’s alternative performance measures should not be viewed in isolation to the equivalent IFRS measures and alternative performance measures should be read in conjunction with the most directly comparable IFRS measures. Definitions of the alternative performance measures can be found in the Definitions of the key figures in this report, as well as at www.kemira.com > Investors > Financial information.

All the figures in this interim report have been individually rounded and consequently the sum of individual figures may deviate slightly from the sum figure presented.

* Revenue growth in local currencies, excluding acquisitions and divestments