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group

AGILE SCIENCE PURE RESULTS



alzchem  
group



Q3

2021

**ANDREAS NIEDERMAIER, CEO**  
**DR. GEORG WEICHSELBAUMER, CSO**

November 11, 2021



## DISCLAIMER

### CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements about the business, financial condition and earnings performance of the AlzChem Group. These statements are based on assumptions and projections resting upon currently available information and present estimates. They are subject to a multitude of uncertainties and risks. Actual business development may therefore differ materially from what has been expected. Beyond disclosure requirements stipulated by law, AlzChem does not undertake any obligation to update forward-looking statements.

Unless stipulated otherwise, all values are rounded up or down in accordance with the commercial rounding practices. Please note that differences can result from the use of rounded amounts and percentages.



## AGENDA – ANALYST PRESENTATION Q3 2021

- I. **Executive Summary**
- II. Business and financial details
- III. Back-Up





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AGILE SCIENCE PURE RESULTS





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Anwendungsgebiete

Marken

Produkte

Umweltschutz

# AGILE SCIENCE RE RESULTS

INVESTOR RELATIONS  
Reports für Investoren und  
Quartalsmitteilung Q1 2021

Ausblick 2021 bestätigt: Umsatz und EBITDA  
voraussichtlich am oberen Ende der Prognose.



The future raises  
questions.  
We are part of  
the answer.  
Agile science  
and pure  
results for the  
transformative age.





FULLY BIO-DEGRADABLE

# All about our future. All about the details.

We contribute through our specialty products to sustained agricultural production.

[alzchem.com](http://alzchem.com)



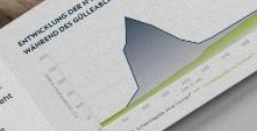


### Eminex<sup>®</sup> Macht Güllelagerung so einfach!

- Vermeidet Schwefelwasserstoff- und Ammoniakbildung
- Ziel- und Kostenersparnis während des Ausfahrens
- Homogenes Gülle
- Verringert das tägliche Lagervolumen

### Eminex<sup>®</sup> Arbeitssicherheit und Tiergesundheit

- Durch erhöhte Schweineleistung durch den Abbau von Stickstoff und Ammoniak im Gülle entstehen keine Gefahr für Tier und Mensch
- Emissionen von Ammoniak und Schwefelwasserstoff werden reduziert
- Mehr Sicherheit für Mensch und Tier
- Mehr Schweine pro Tiergattung und mit Schweineverluststoff (H<sub>2</sub>O)



### Eminex<sup>®</sup> Verbessert die Stickstoffeffizienz

- Konzentriert organische und mineralische Nährstoffkonzentrationen
- Keine phytomeren Nährstoffe in der Gülle sorgen für eine gleichmäßige Düngung
- Aktiviert die Bodenbakterien durch mehr Stickstoff
- Aktiviert die Bodenbakterien durch mehr Stickstoff



### Eminex<sup>®</sup> Anwendungsempfehlung

**ALLGEMEINE ANWENDUNGSEMPFEHLUNG**

- Die Anwendungsempfehlung ist von Tierart und der Anwendung abhängend
- Eminex kann in der Gülle, im Futter oder in der Luft angewendet werden
- Eminex kann in der Gülle, im Futter oder in der Luft angewendet werden

**ANWENDUNGSEMPFEHLUNG FÜR GÜLLE**

- Düngung mit 1-2 kg Eminex pro m<sup>2</sup> Gülle bei 12-15 °C
- Düngung mit 1-2 kg Eminex pro m<sup>2</sup> Gülle bei 12-15 °C
- Düngung mit 1-2 kg Eminex pro m<sup>2</sup> Gülle bei 12-15 °C



### Eminex<sup>®</sup> Anwendungsempfehlung Schweinestall

- Die Empfehlung basiert auf der Reduktion von Ammoniak und Schwefelwasserstoff im Stall
- Eminex kann in der Luft, im Futter oder in der Gülle angewendet werden
- Eminex kann in der Luft, im Futter oder in der Gülle angewendet werden



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# HIGHLIGHTS

Sales and EBITDA at a historic high level in 9M/2021



**Sales and EBITDA  
at all-time high level  
Forecast confirmed**



**AlzChem won  
Responsible care  
award for Eminex® as  
a product for the  
reduction of methane  
and CO<sub>2</sub> emissions**



**Despite raw material  
shortages, AlzChem  
could ensure  
constant  
deliverability**



**High to very high  
utilization of all  
AlzChem production  
facilities**



**Rise in raw material  
and energy prices  
impacts the annual  
result negatively**



**Successful  
commissioning of  
additional NITRALZ®  
capacities**





### OVERVIEW

DYHARD® is the brand name for high-performance thermoset epoxy cure systems based on Dicyandiamide hardeners, urone and imidazole accelerators & formulated epoxy resin systems

### PRODUCT FEATURES

- ✓ Extraordinary long latency → convenient processing
- ✓ Flexible toolbox to adapt properties to customer needs
- ✓ Highly cross-linked network → excellent mechanical properties with low weight
- ✓ Backward integration in NCN-chemistry production

### END MARKETS

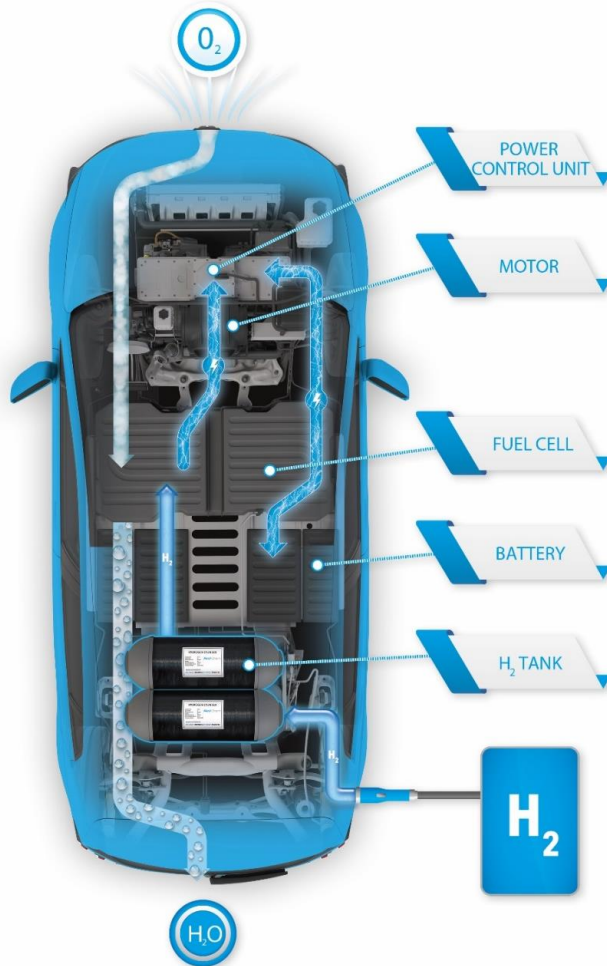
Automotive-, aerospace- & aviation-, electronic & wind industry, pipe coating, sport & leisure equipment.

### APPLICATION SEGMENTS

Lightweight Composites (RTM, prepreg, filament winding), Adhesives, Powder Coatings and Electronics, Pressure Cylinder







### BENEFITS

- Carbon fiber enforced pressure cylinder (> 700 bar)
- Approved in various type IV cylinder hydrogen applications
- Advantage over conventional systems:
  - Uninterrupted winding operation
  - Reduction of cleaning time and resin waste
  - Increased productivity, higher profitability
  - Excellent mechanical properties
  - Convenient curing process





# FINANCIAL OVERVIEW Q3/2021

## Key figures



AlzChem Group	Q3 2020	Q3 2021	yoy %	2020 1 - 9	2021 1 - 9	yoy %
SALES (in M€)	81.4	95.9	+17.9%	278.6	311.2	+11.7%
EBITDA (in M€)	12.0	13.8	+15.4%	41.1	49.6	+20.5%
EBITDA margin (in %)	14.7%	14.4%	-0.3pp	14.8%	15.9%	+1.2 pp
Earnings per Share (in €)	0.37	0.46	+24.7%	1.46	2.14	+46.4%

- Very strong increase in sales and EBITDA in Q3/2021 in comparison to Q3/2020
- In Q3/2021 Basics & Intermediates segment as well as Specialty Chemicals were strong sales drivers
- Despite significant cost increases, EBITDA in Q3/2021 is 15.4 % higher than in previous year's Q3

SALES ANALYSIS	DELTA Q3	DELTA 01 - 09
Volume	16.1%	10.9%
Price	2.0%	2.1%
Currency	-0.2%	-1.2%



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**NITRALZ®**

**Perlka®**  
Kalkstickstoff

**CaD**

## **BASICS & INTERMEDIATES**

The "Basics & Intermediates" segment comprises the production of basic and intermediate products that are marketed as independent products for example in agriculture, steel production and the automotive sector and as raw materials for the manufacture of specialty chemicals.

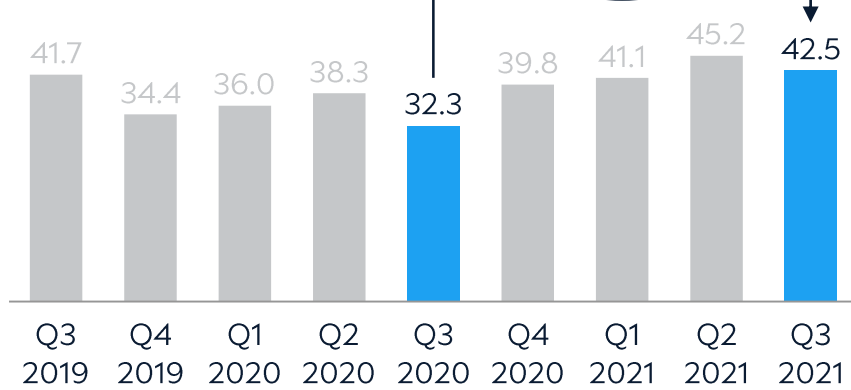


# BASICS & INTERMEDIATES SEGMENT (in M€)

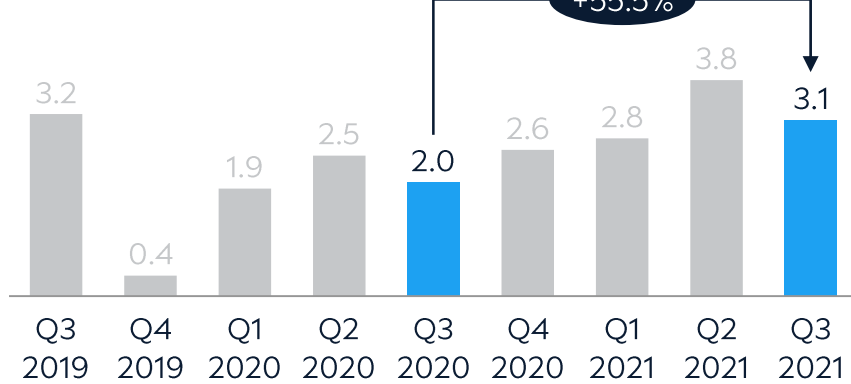
Sales and EBITDA significantly above prior year



## SALES



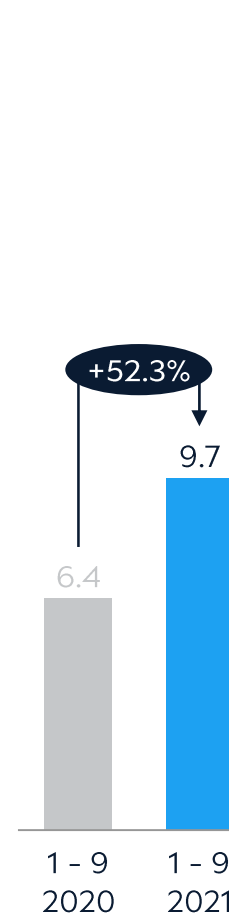
## EBITDA



## SALES



## EBITDA



## SALES ANALYSIS

	DELTA Q3	DELTA 01 - 09
Volume	25,3%	17,3%
Price	6,4%	4,2%
Currency	-0,3%	-0,7%

## COMMENTS

- Q3/2021 sales and especially EBITDA significantly above previous year
- All product sectors contributed to the sales growth of ~ 31 % in Q3/2021; main drivers were Perlka® and metallurgy
- Maintaining the supply chains was also very challenging in Q3/2021 but successful
- Very strong EBITDA increase was mainly caused by additional volumes, a positive price development and process optimization projects
- Raw material prices increased constantly to high levels





**CREAMINO**

**Dormex<sup>®</sup>**

Bioselect<sup>®</sup>

**DYHARD<sup>®</sup>**  **Creapure<sup>®</sup>**

## **SPECIALTY CHEMICALS**

The "Specialty Chemicals" segment produces and sells high-quality growth products in the area of specialty chemicals.

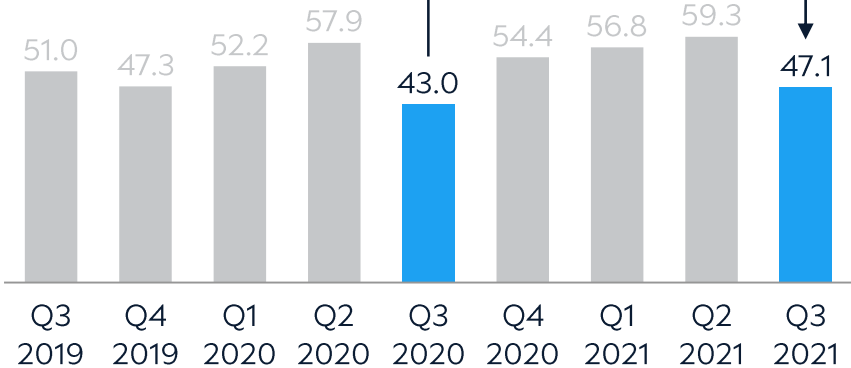


# SPECIALTY CHEMICALS SEGMENT (in M€)

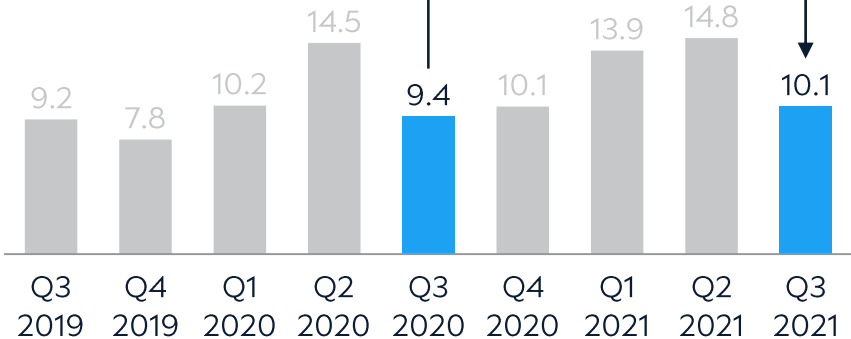
Sales and EBITDA at a higher level than previous year



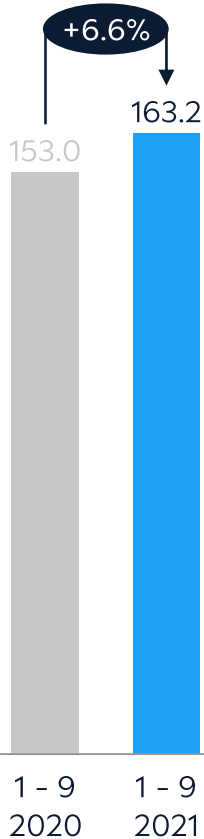
## SALES



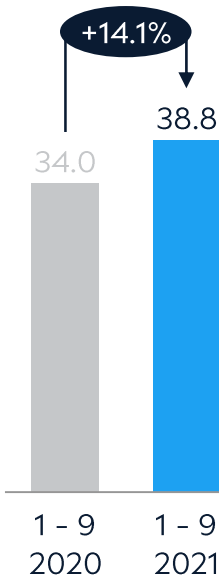
## EBITDA



## SALES



## EBITDA



## SALES ANALYSIS

	DELTA Q3	DELTA 01 - 09
Volume	11.1%	7.9%
Price	-1.4%	0.5%
Currency	-0.2%	-1.7%

## COMMENTS

- Positive development of sales and EBITDA also in Q3/2021
- Increase in sales mainly caused by DYHARD®, NIGU® Nitroguanidin and especially the dietary supplements around Creapure® (> 40 % volume)
- Creamino® deliveries on previous year's level; high volumes with new customers
- Decreasing trend for BIOSELECT® products due to slow down of COVID-19 pandemic; but still on high level
- Raw material prices affected EBITDA especially in Q3/2021; EBITDA-margin still at prior year's level (~20%)





## **OTHER & HOLDING**

The "Other & Holding" segment offers infrastructure and energy supply services at our locations for the chemicals segments and for external customers.

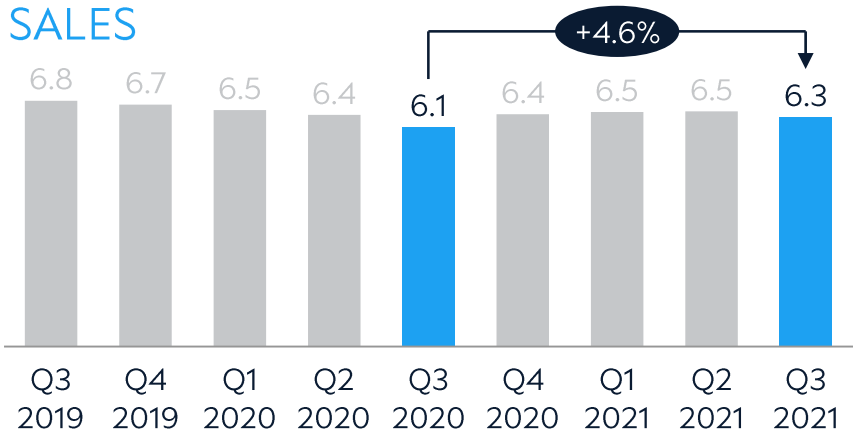


# OTHER & HOLDING SEGMENT (in M€)

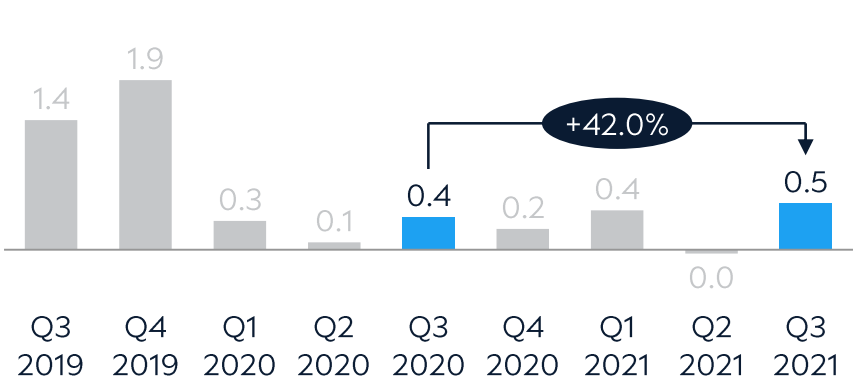
Service sales on previous year level



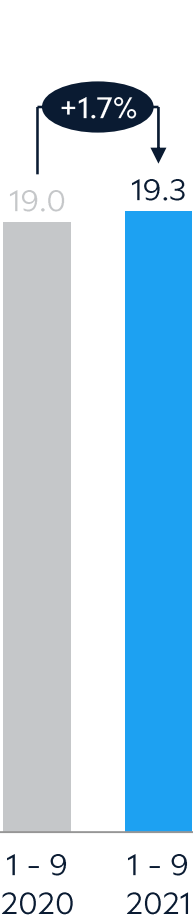
## SALES



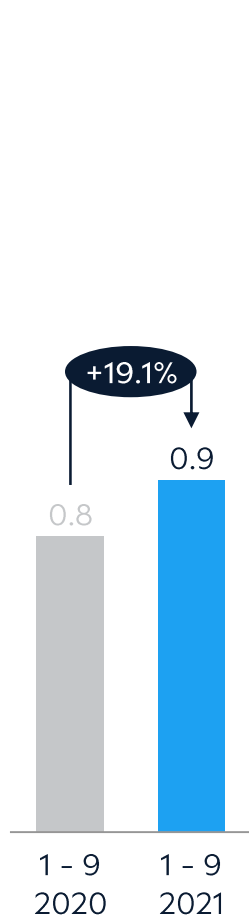
## EBITDA



## SALES



## EBITDA



## SALES ANALYSIS

	DELTA Q3	DELTA 01 - 09
Volume	1,9%	-0,9%
Price	2,7%	2,7%
Currency	0,0%	0,0%

## COMMENTS

- Slight increase in sales in Q3
- Rise in EBITDA due to price increases because of planned cost increases
- Increasing demand for variable services (compressed air, natural gas, technical services etc.)

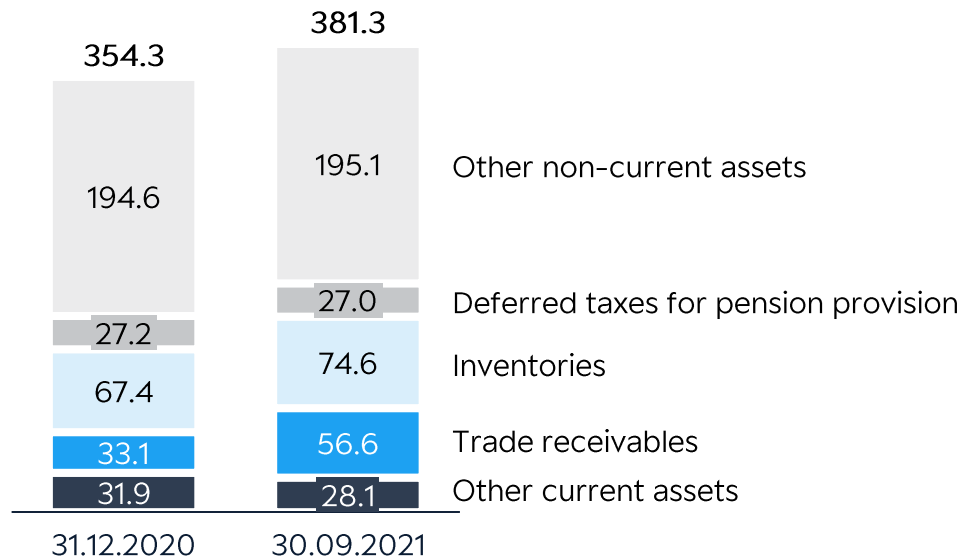


# BALANCE SHEET (in M€)

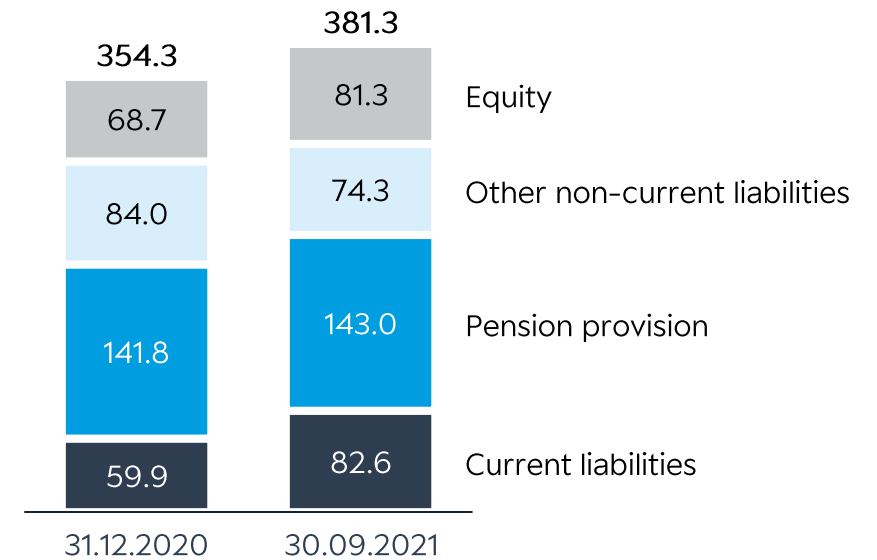
## Increase of equity ratio



### ASSETS



### LIABILITIES



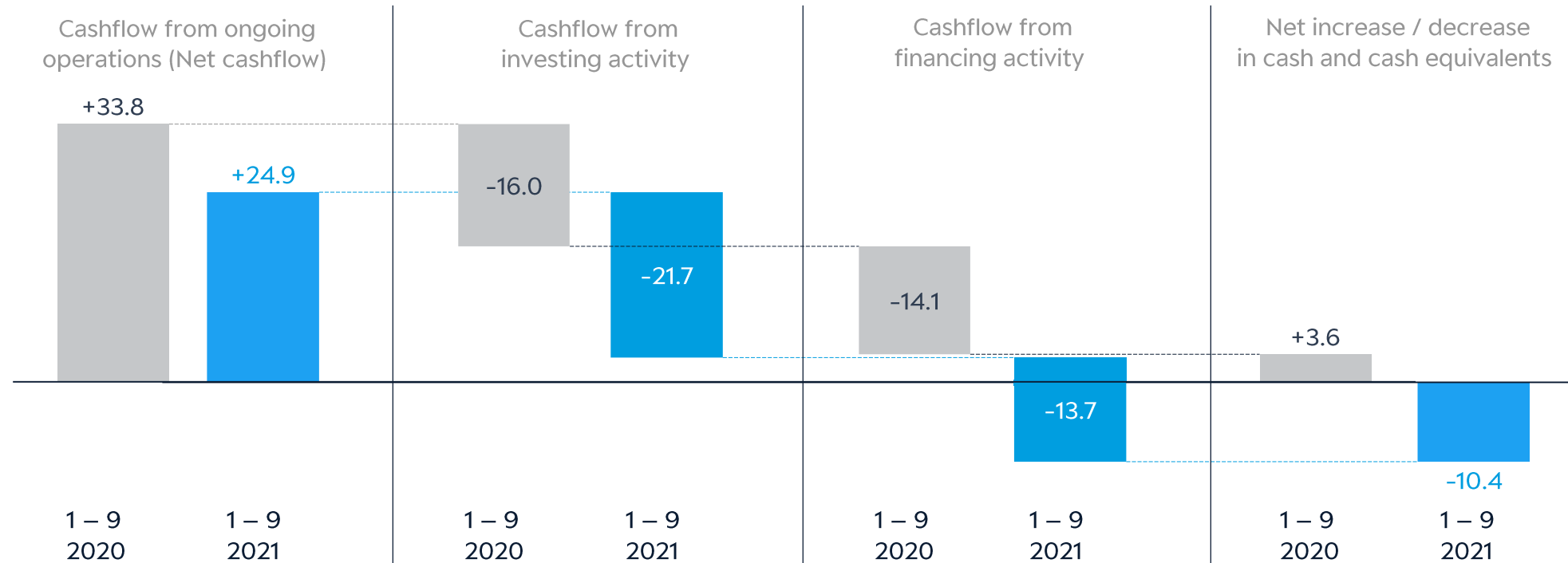
- Increase in assets mainly due to higher business volume
- Strong increase of trade receivables following increase in sales; no delays in payments experienced
- Inventory increase results from higher pricing and production on stock to ensure deliverability

- Equity ratio increased from 19.4% to 21.3%. Significant positive impact from annual result of 21.9 M€
- Equity was reduced by dividend payments (7.8 M€) and the share buyback program (1.0 M€) in the first half of 2021
- Regular loan and lease repayments reduced non-current liabilities
- Current liabilities developed in line with increased business volume. Trade payables impacted by higher purchasing volume and increased raw material prices. Short time financing also increased current liabilities.



# CASHFLOW (in M€)

## Strong investing activity in 1-9/2021

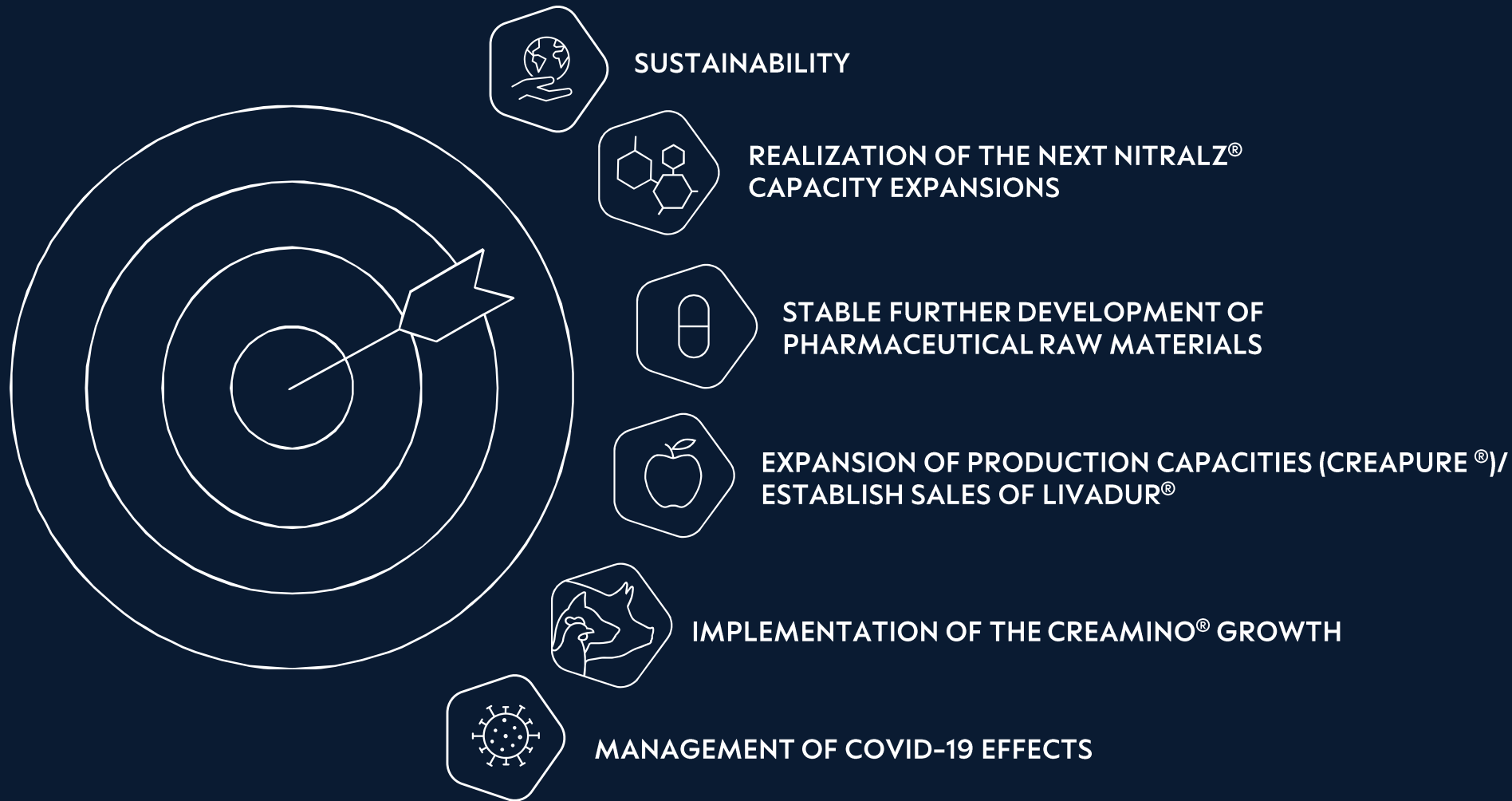


- Net cashflow impacted by positive net result but reduced by higher growth of business volume. Especially inventory buildup led to a negative impact of 5.8 M€.
- Investing cashflow in 1-9/2021 higher than 1-9/2020 level mainly due to capital spending for NITRALZ® (capacity expansion) and new construction of RTO plant (sustainability)
- Cash outflow for financing activities (-13.7 M€) almost on level of previous year; repayments for loans and dividend payments (7.8 M€) on prior year level. Share buyback program (1.0 M€) as additional cash outflow in 2021.



# IMPLEMENTING OPERATING TARGETS

Focus on key growth drivers, sustainability and pandemic management



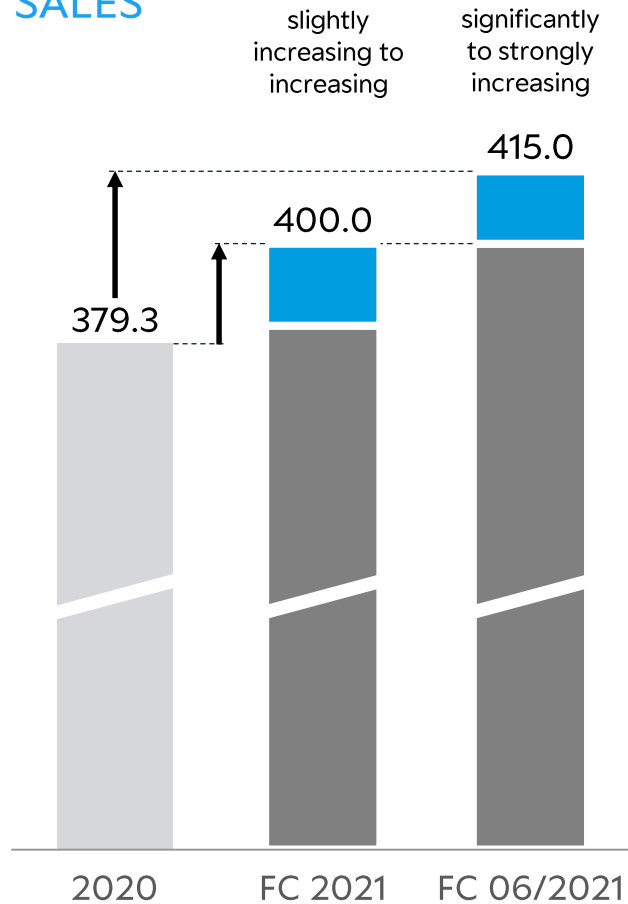


# OUTLOOK 2021 (in M€)

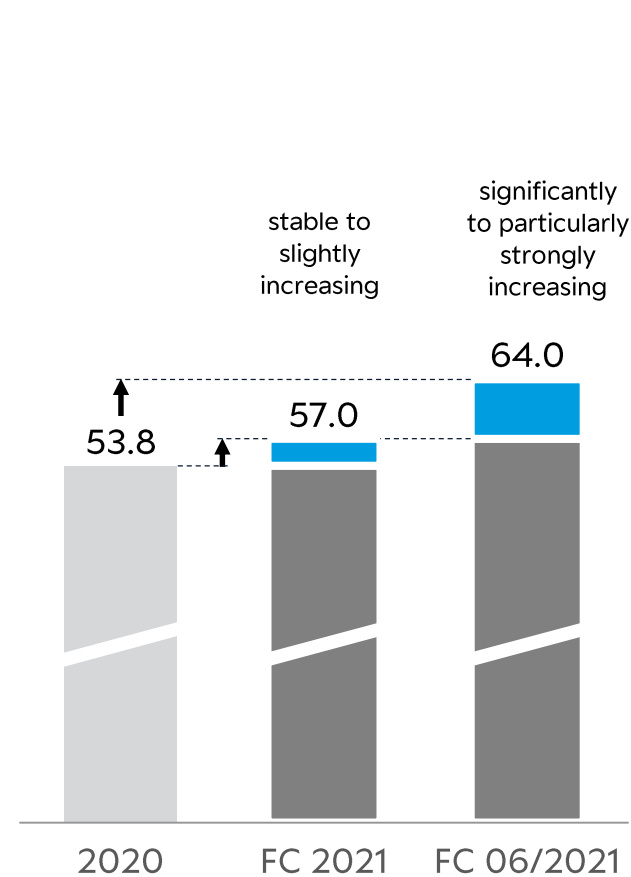
Outlook from 06/2021 can be confirmed



## SALES



## EBITDA



## COMMENTS

- Outlook from July 2021 can be confirmed
- Assumptions:
  - ongoing recovery of economy
  - no further negative impacts from raw material supply and raw material prices
  - no stronger restrictions caused by COVID-19 pandemic
- Organic growth mainly by increasing volumes. New capacities from investments help to realize additional volumes.
- Flexibility of NCN-chain as the basis for demand-driven control of volume flows.
- The outlook shows a further increase of costs for raw materials, energy and logistics.
- Persistently unfavorable USD/EUR currency relation is expected for sales.



# FINANCIAL CALENDER

## Upcoming dates



NOV 11	2021	Quarterly Statement 3 <sup>rd</sup> Quarter 2021
NOV 22–24	2021	Deutsches Eigenkapitalforum
DEC 7–8	2021	MKK – Münchner Kapitalmarkt Konferenz
FEB 24	2022	Annual Report 2021
APR 28	2022	Quarterly Statement 1 <sup>st</sup> Quarter 2022
MAY 5	2022	Annual General Meeting 2022
JUL 26	2022	Half-Year Financial Report 2022
OCT 26	2022	Quarterly Statement 3 <sup>rd</sup> Quarter 2022



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PURE RESULTS**

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# BALANCE SHEET

## Alzchem Group



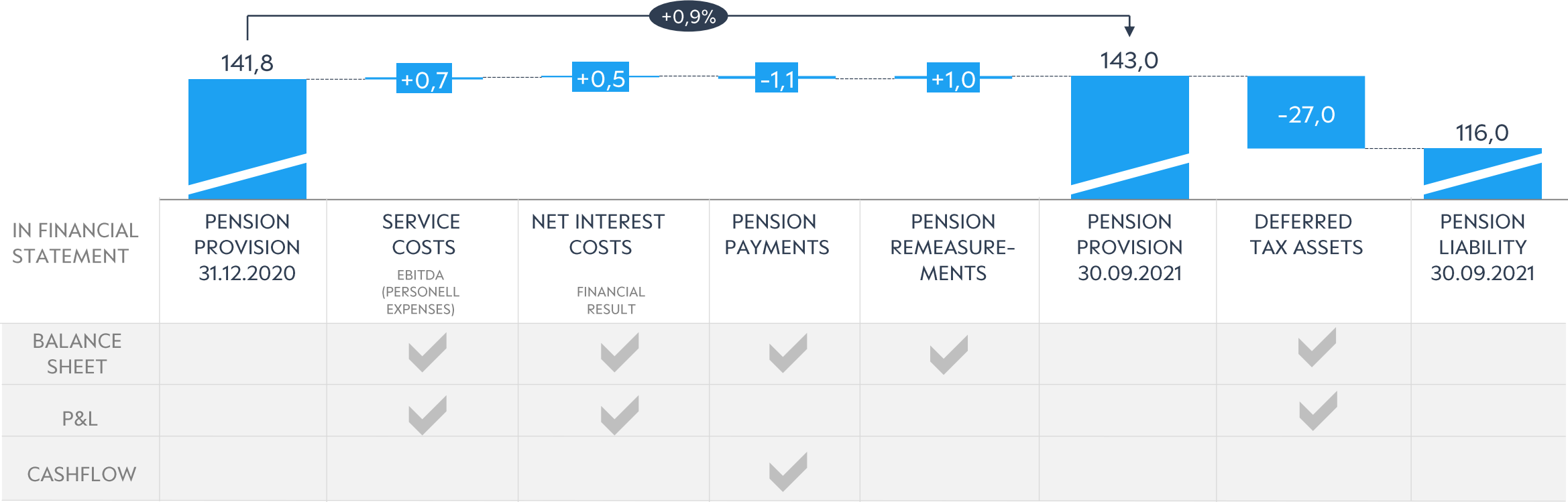
ALZCHEM GROUP (IN T€)	31.12.2020	30.09.2021	Deviation	
Intangible assets	1,810	1,754	-56	-3.1%
Tangible assets	175,062	176,882	1,819	1.0%
Investment properties				
Right of use (assets)	8,524	7,699	-825	-9.7%
Investments accounted for using the equity				
Financials assets	20	20	0	0.0%
Trade receivables				
Other receivables	630	713	84	13.3%
<i>there of Deferred tax assets for pensions</i>				
Deferred tax assets	35,795	35,007	-788	-2.2%
<b>SUM NON-CURRENT ASSETS</b>	<b>221,842</b>	<b>222,076</b>	<b>233</b>	<b>0.1%</b>
Inventories	67,402	74,558	7,156	10.6%
Trade receivables	33,124	56,554	23,430	70.7%
Financial assets	0	397	397	>1.000%
Other receivables	13,501	19,665	6,164	45.7%
Income tax receivables	1,311	1,115	-196	-15.0%
Cash and cash equivalents	17,117	6,905	-10,211	-59.7%
Assets classified as held for sale				
Other assets				
<b>SUM CURRENT ASSETS</b>	<b>132,456</b>	<b>159,195</b>	<b>26,739</b>	<b>20.2%</b>
<b>SUM ASSETS</b>	<b>354,298</b>	<b>381,270</b>	<b>26,972</b>	<b>7.6%</b>

ALZCHEM GROUP (IN T€)	31.12.2020	30.09.2021	Deviation	
Share capital	101,763	101,763		
<b>RETAINED EARNINGS (+) / LOSS (-)</b>	<b>81,356</b>	<b>95,283</b>	<b>13,927</b>	<b>17.1%</b>
Other comprehensive income	-53,077	-53,474	-397	0.7%
Own shares		-1,009	-1,009	
<b>SHARE TO THE SHAREHOLDERS</b>	<b>66,895</b>	<b>79,416</b>	<b>12,521</b>	<b>18.7%</b>
Non-controlling interests	1,763	1,892	128	7.3%
<b>SUM EQUITY</b>	<b>68,658</b>	<b>81,308</b>	<b>12,650</b>	<b>18.4%</b>
Provisions for pensions	141,775	143,002	1,228	0.9%
Other provisions	24,233	23,945	-288	-1.2%
Loans	48,042	40,066	-7,976	-16.6%
Finance lease liabilities	6,680	4,941	-1,739	-26.0%
Trade liabilities				
Other liabilities	342	342		
Deferred tax liabilities	4,695	5,030	335	7.1%
<b>SUM NON-CURRENT LIABILITIES</b>	<b>225,767</b>	<b>217,327</b>	<b>-8,440</b>	<b>-3.7%</b>
Other provisions	2,877	1,567	-1,310	-45.5%
Loans	12,704	17,489	4,785	37.7%
Finance lease liabilities	1,634	2,632	997	61.0%
Finance liabilities	0	0	0	-824.9%
Trade liabilities	20,880	30,452	9,571	45.8%
Other liabilities	21,583	27,852	6,269	29.0%
Income tax liabilities	193	2,644	2,451	>1.000%
<b>SUM CURRENT LIABILITIES</b>	<b>59,872</b>	<b>82,635</b>	<b>22,763</b>	<b>38.0%</b>
<b>Sum EQUITY AND LIABILITIES</b>	<b>354,298</b>	<b>381,270</b>	<b>26,972</b>	<b>7.6%</b>



# PENSION ACCOUNTING (IFRS)

## AlzChem Group (M€)



- Adjustment of market interest rate from 0.50 % → 0.80 %
- Adjustment of expected pension trend from 1.5 % → 2.0 %
- Slowly increasing cash payments



# INCOME STATEMENT

## Alzchem Group



ALZCHEM GROUP (IN T€)	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Deviation (Q3)	Sep. 20	Sep. 21	Dev. YOY
Revenue	94.740	102.511	81.373	100.634	104.321	111.000	95.920		14.548 18%	278.624	311.242	32.618 32%
Increase (+) / Decrease (-) in inventories of finished goods	2.152	-3.162	3.295	-4.800	-2.144	-1.621	6.350		3.055 93%	2.286	2.586	300 -6%
Other income	2.425	2.648	2.732	2.866	3.983	2.505	2.143		-589 -22%	7.805	8.631	826 29%
Raw materials and consumables used	-35.491	-35.253	-29.903	-31.860	-36.226	-37.538	-42.153		-12.249 41%	-100.647	-115.918	-15.270 48%
Employee benefits expense	-32.509	-31.733	-29.033	-34.133	-33.038	-35.209	-30.875		-1.842 6%	-93.275	-99.122	-5.847 17%
Other expense	-19.002	-18.190	-16.477	-20.024	-20.175	-20.143	-17.548		-1.071 6%	-53.669	-57.866	-4.197 21%
<b>EBITDA</b>	<b>12.315</b>	<b>16.822</b>	<b>11.986</b>	<b>12.683</b>	<b>16.722</b>	<b>18.993</b>	<b>13.838</b>		<b>1.852 15%</b>	<b>41.123</b>	<b>49.553</b>	<b>8.430 66%</b>
Depreciation expense	-5.582	-5.742	-5.669	-6.104	-5.771	-5.900	-6.206		-537 9%	-16.992	-17.877	-884 14%
Impairment												
<b>EBIT</b>	<b>6.734</b>	<b>11.080</b>	<b>6.318</b>	<b>6.578</b>	<b>10.951</b>	<b>13.094</b>	<b>7.632</b>		<b>1.314 21%</b>	<b>24.131</b>	<b>31.677</b>	<b>7.546 115%</b>
Investment income	5	20	103	6	5	0	12		-91 -88%	128	17	-111 -1819%
Other interest and similar income	620	-453	14	10	507	244	127		113 803%	181	878	697 7260%
Other interest and similar expense	-874	-925	-1.088	-948	-425	-413	-431		657 -60%	-2.887	-1.269	1.618 -171%
<b>Financial result</b>	<b>-248</b>	<b>-1.358</b>	<b>-971</b>	<b>-932</b>	<b>88</b>	<b>-169</b>	<b>-292</b>		<b>679 -70%</b>	<b>-2.577</b>	<b>-374</b>	<b>2.204 -236%</b>
Result from associates												
<b>Result from ordinary business</b>	<b>6.485</b>	<b>9.721</b>	<b>5.347</b>	<b>5.646</b>	<b>11.039</b>	<b>12.924</b>	<b>7.340</b>		<b>1.993 37%</b>	<b>21.554</b>	<b>31.303</b>	<b>9.749 173%</b>
Taxes on income and profit	-2.063	-2.970	-1.542	-759	-3.109	-3.710	-2.608		-1.066 69%	-6.575	-9.427	-2.852 376%
<i>thereof income tax</i>	-1.630	-3.300	-1.241	-814	-2.737	-3.330	-1.944		-703 57%	-6.171	-8.011	-1.839 226%
<i>thereof change from deferred taxes</i>	-433	330	-301	55	-373	-380	-663		-362 120%	-403	-1.416	-1.013 -1854%
<b>Annual result</b>	<b>4.422</b>	<b>6.752</b>	<b>3.805</b>	<b>4.887</b>	<b>7.930</b>	<b>9.214</b>	<b>4.733</b>		<b>928 24%</b>	<b>14.979</b>	<b>21.876</b>	<b>6.897 141%</b>
<i>thereof minority interests</i>	43	43	43	43	43	43	43			128	128	
<i>thereof shares held by shareholders</i>	4.380	6.709	3.762	4.844	7.887	9.171	4.690		928 25%	14.851	21.748	6.897 142%
<b>Result per share in EUR</b>	<b>0,43 €</b>	<b>0,66 €</b>	<b>0,37 €</b>	<b>0,48 €</b>	<b>0,78 €</b>	<b>0,90 €</b>	<b>0,46 €</b>			<b>1,46 €</b>	<b>2,14 €</b>	



# INCOME STATEMENT

## Alzchem Group



### ALZCHEM GROUP (IN T€)

	Q3 2020	Q3 2021	Deviation (QoQ)		YTD Sep.2020	YTD Sep.2021	Deviation (YoY)	
Revenue	81,373	95,920	14,548	17.9%	278,624	311,242	32,618	11.7%
Increase (+) / Decrease (-) in inventories of finished goods and work in progress	3,295	6,350	3,055	92.7%	2,286	2,586	300	13.1%
Other income	2,732	2,143	-589	-21.5%	7,805	8,631	826	10.6%
Raw materials and consumables used	-29,903	-42,153	-12,249	41.0%	-100,647	-115,918	-15,270	15.2%
Employee benefits expense	-29,033	-30,875	-1,842	6.3%	-93,275	-99,122	-5,847	6.3%
Other expense	-16,477	-17,548	-1,071	6.5%	-53,669	-57,866	-4,197	7.8%
<b>EBITDA</b>	<b>11,986</b>	<b>13,838</b>	<b>1,852</b>	<b>15.4%</b>	<b>41,123</b>	<b>49,553</b>	<b>8,430</b>	<b>20.5%</b>
Depreciation expense	-5,669	-6,206	-537	9.5%	-16,992	-17,877	-884	5.2%
Impairment	0	0	0		0	0	0	
<b>EBIT</b>	<b>6,318</b>	<b>7,632</b>	<b>1,314</b>	<b>20.8%</b>	<b>24,131</b>	<b>31,677</b>	<b>7,546</b>	<b>31.3%</b>
Investment income	103	12	-91	-88.0%	128	17	-111	-86.5%
Other interest and similar income	14	127	113	803.1%	181	878	697	383.8%
Other interest and similar expense	-1,088	-431	657	-60.4%	-2,887	-1,269	1,618	-56.0%
<b>Financial result</b>	<b>-971</b>	<b>-292</b>	<b>679</b>	<b>-69.9%</b>	<b>-2,577</b>	<b>-374</b>	<b>2,204</b>	<b>-85.5%</b>
Result from associates	0	0	0		0	0	0	
<b>Result from ordinary business</b>	<b>5,347</b>	<b>7,340</b>	<b>1,993</b>	<b>37.3%</b>	<b>21,554</b>	<b>31,303</b>	<b>9,749</b>	<b>45.2%</b>
Taxes on income and profit	-1,542	-2,608	-1,066	69.1%	-6,575	-9,427	-2,852	43.4%
<i>thereof income tax</i>	-1,241	-1,944	-703	56.7%	-6,171	-8,011	-1,839	29.8%
<i>thereof change from deferred taxes</i>	-301	-663	-362	120.4%	-403	-1,416	-1,013	251.1%
<b>Annual result</b>	<b>3,805</b>	<b>4,733</b>	<b>928</b>	<b>24.4%</b>	<b>14,979</b>	<b>21,876</b>	<b>6,897</b>	<b>46.0%</b>
<i>thereof minority interests</i>	43	43	0	0.0%	128	128	0	0.0%
<i>thereof shares held by shareholders</i>	3,762	4,690	928	24.7%	14,851	21,748	6,897	46.4%
<b>Result per share in EUR</b>	<b>0.37 €</b>	<b>0.47 €</b>	<b>0</b>	<b>24.4%</b>	<b>1.48 €</b>	<b>2.16 €</b>	<b>1</b>	<b>46.0%</b>



# INCOME STATEMENT

## Alzchem Group



### CASHFLOW (IN M€)

	Q3 2020	Q3 2021	1 - 9 2020	1 - 9 2021
<b>Consolidated earnings before taxes</b>	<b>5,347</b>	<b>7,340</b>	<b>21,554</b>	<b>31,303</b>
Depreciation on fixed and intangible assets	5,668	6,207	16,992	17,877
Decrease in pension provisions	-266	-325	-901	-1,075
Loss (+) / Profit (-) from the sale of non-current assets	-2	-4	-3	-10
Other non-cash income (-) and expenses (+)	1,100	-395	2,572	2,157
Financial result	971	292	2,577	374
Interests & Taxes	-3,095	-2,098	-9,359	-6,092
Increase (+) / Decrease (-) Net Working Capital	12,351	-11,790	354	-19,609
<b>Cashflow from ongoing operations (Net cash flow)</b>	<b>22,074</b>	<b>-775</b>	<b>33,786</b>	<b>24,926</b>
Cash outflows for investments in fixed assets	-6,406	-5,266	-16,029	-21,680
Cash inflows from the sale of fixed assets	3	4	5	16
Cash inflow from the acquisition / Reverse acquisition				
<b>Cashflow from investing activity</b>	<b>-6,403</b>	<b>-5,262</b>	<b>-16,024</b>	<b>-21,665</b>
<b>Free cashflow</b>	<b>15,671</b>	<b>-6,036</b>	<b>17,762</b>	<b>3,261</b>
Deposits (+) / Repayment (-) bank loans long-term				
Repayment of bank loans long-term	-2,984	-3,449	-8,951	-9,256
Deposits (+) / Repayment (-) from short-term financing lines	-9,654	6,024	4,000	6,024
Dividend payments	0		-7,632	-7,821
Payment of reduction in leasing liabilities	-454	-493	-1,386	-1,415
Payments for the acquisition of own shares (incl. transaction costs)		-3		-1,013
Payments to non-controlling interests	0		-171	-171
<b>Cashflow from financing activity</b>	<b>-13,092</b>	<b>2,080</b>	<b>-14,140</b>	<b>-13,651</b>
<b>Net increase / decrease in cash and cash equivalents</b>	<b>2,579</b>	<b>-3,957</b>	<b>3,622</b>	<b>-10,390</b>



# SEGMENT OVERVIEW BY QUARTER

## Alzchem Group



### SALES

	2019				2020				2021				YTD Q3 2021					
	Q1 T€	Q2 T€	Q3 T€	Q4 T€	Q1 T€	Q2 T€	Q3 T€	Q4 T€	Q1 T€	Q2 T€	Q3 T€	Q4 T€	Deviation PY (Q3)		PY T€	Actual T€	Deviation PY (YOY)	
													T€	%			T€	%
Basics & Intermediates	35,465	37,844	41,693	34,405	36,012	38,266	32,320	39,837	41,070	45,178	42,465		10,145	24%	106,598	128,713	22,115	21%
Specialty Chemicals	50,063	51,686	50,952	47,321	52,199	57,854	42,995	54,383	56,775	59,330	47,116		4,121	9%	153,048	163,220	10,172	7%
Other and Holding	6,595	6,591	6,786	6,672	6,529	6,391	6,058	6,414	6,477	6,492	6,339		281	4%	18,978	19,309	330	2%
Group Consolidation			0															
<b>AlzChem Group</b>	<b>92,124</b>	<b>96,120</b>	<b>99,430</b>	<b>88,398</b>	<b>94,740</b>	<b>102,511</b>	<b>81,373</b>	<b>100,634</b>	<b>104,321</b>	<b>111,000</b>	<b>95,920</b>		<b>14,548</b>	<b>15%</b>	<b>278,624</b>	<b>311,242</b>	<b>32,618</b>	<b>12%</b>

### EBITDA

	2019				2020				2021				YTD Q3 2021					
	Q1 T€	Q2 T€	Q3 T€	Q4 T€	Q1 T€	Q2 T€	Q3 T€	Q4 T€	Q1 T€	Q2 T€	Q3 T€	Q4 T€	Deviation PY (Q3)		PY T€	Actual T€	Deviation PY (YOY)	
													T€	%			T€	%
Basics & Intermediates	1,038	628	3,220	360	1,903	2,485	2,006	2,587	2,791	3,826	3,118		1,112	36%	6,394	9,735	3,341	52%
Specialty Chemicals	11,711	12,919	9,218	7,837	10,158	14,457	9,418	10,092	13,947	14,801	10,096		678	7%	34,033	38,844	4,811	14%
Other and Holding	357	838	1,435	1,877	317	81	361	230	435	-43	512		151	30%	758	904	145	19%
Group Consolidation	125	239	-309	-1,414	-63	-201	202	-227	-451	409	112		-90	-80%	-62	71	133	-214%
<b>AlzChem Group</b>	<b>13,231</b>	<b>14,623</b>	<b>13,564</b>	<b>8,659</b>	<b>12,315</b>	<b>16,822</b>	<b>11,986</b>	<b>12,683</b>	<b>16,722</b>	<b>18,993</b>	<b>13,838</b>		<b>1,852</b>	<b>13%</b>	<b>41,123</b>	<b>49,553</b>	<b>8,430</b>	<b>20%</b>



# EXECUTIVE TEAM

## Alzchem Group AG



### **ANDREAS NIEDERMAIER** CEO

WITH ALZCHEM SINCE 1999

#### **AREAS OF RESPONSIBILITY**

Company Strategy, Finance & Controlling, Investor Relations & Communication, IT, Risk Management, HR, Supply Chain Management, Legal/Patents & Trademarks

### **KLAUS ENGLMAIER** COO

WITH ALZCHEM SINCE 1988

#### **AREAS OF RESPONSIBILITY**

Production, Engineering, Environment/Safety/Health/Quality, Technology

### **DR. GEORG WEICHSELBAUMER** CSO

WITH ALZCHEM SINCE 2012

#### **AREAS OF RESPONSIBILITY**

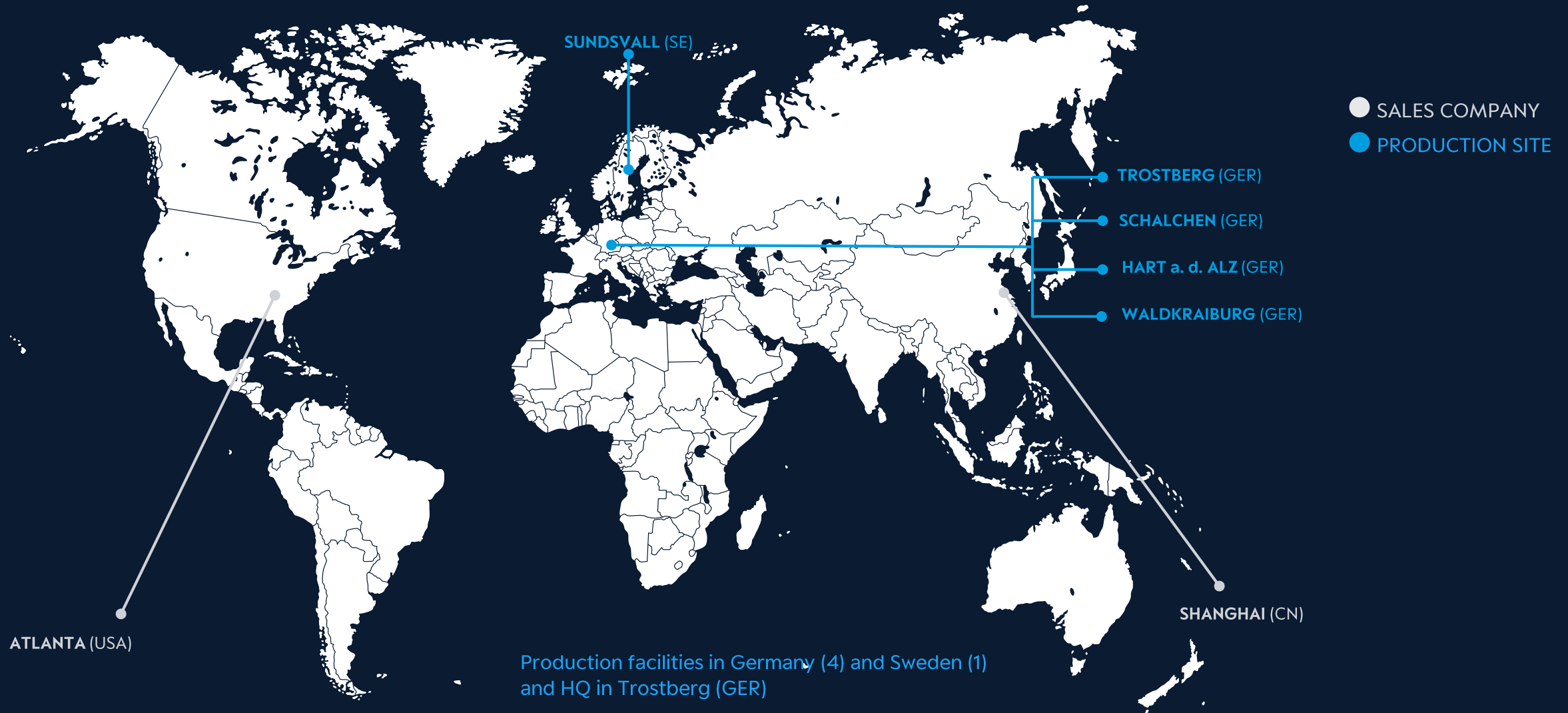
Marketing, Sales, Innovation Management & Process Development, R&D, Product Safety and Approval





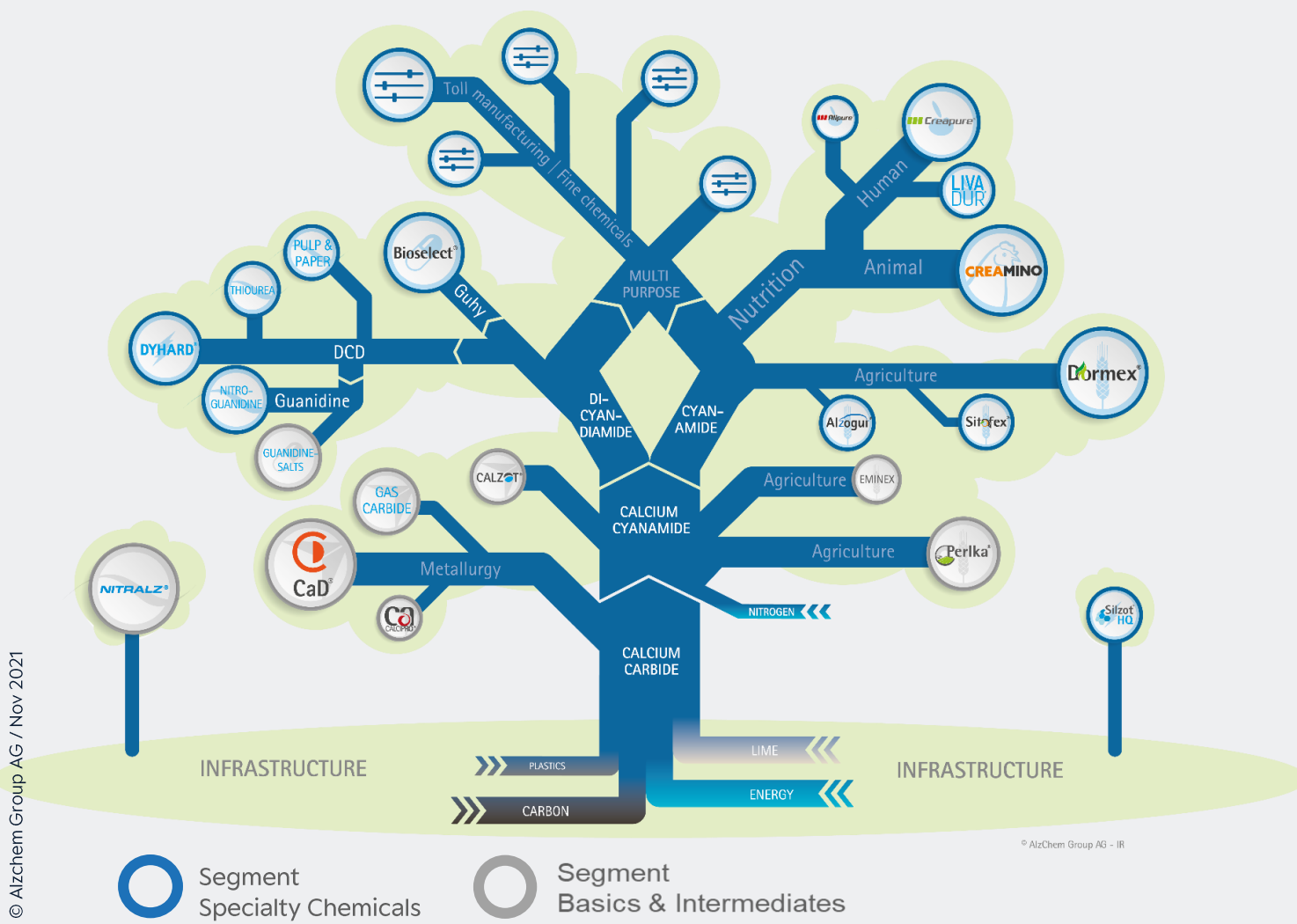
# ALZCHEM GROUP LOCATIONS

Production sites and sales companies





# FULLY INTEGRATED BUSINESS MODEL (“VERBUND” SYSTEM)



## BENEFITS OF “VERBUND”

- Full control of product quality and specifications
- Lower costs
- Higher financial predictability
- Certainty of supply
- Well positioned to address niche markets
- Economies of scale
- Low carbon footprint

## MEGATRENDS AS GROWTH DRIVERS



GROWTH OF THE  
POPULATION



HEALTHY  
AGING



SUSTAINABILITY



# OUR PRODUCTS AND MARKETS

Successful with proven and new products in various industries







MAIN PRODUCTS		DESCRIPTION	END-MARKETS
SPECIALTY CHEMICALS	<b>CREAMINO</b>	A feed additive for broilers and pigs	Feed additive
	<b>Creapure®</b>	Premium brand for creatine monohydrate as a food supplement in sports nutrition	Food supplements
	<b>LIVADUR</b>	Dietary supplement with pure creatine	Food supplements
	<b>Dormex®</b>	Plant growth regulator used in fruit production	Agriculture
	<b>BREATHRU'S 301</b>	Additive for plant protection formulations	Agriculture
	<b>Sitofex®</b>	Plant growth regulator used in fruit production	Agriculture
	<b>Alzogur®</b>	Biocide for the prevention of diseases in animal production	Agriculture
	<b>Silzot HQ</b>	Silicon nitride powder for ceramic applications	Ceramics
	<b>Bioselect®</b>	Highly purified form of guanidine hydrochloride salts	Pharmaceuticals / API
	<b>Cyanamide</b>	An organic compound widely used in agriculture and pharmaceuticals	Agriculture and pharmaceuticals
	<b>DYHARD®</b>	Hardeners and accelerators in powder, paste and liquid form	Hardener & Accelerator Systems for Composite Materials
	<b>Thiourea</b>	Various applications incl. flotation agents and pharmaceutical raw materials	Mining and pharmaceuticals
	<b>Nitroguanidine</b>	Intermediates for agrochemical products	Various



# OUR PRODUCTS AND MARKETS

Successful with proven and new products in various industries



	MAIN PRODUCTS	DESCRIPTION	END-MARKETS
BASICS & INTERMEDIATES		Calcium carbide-based mixtures for hot metal desulphurization	Steel industry
	Guanidine Salts	Fuel for airbags, key production of the intermediate product	Automotive
	Dicyandiamide	Versatile intermediate in various markets including the pharmaceutical industry	Pharmaceutical Agriculture
		Business fields in color, agro and pharmaceutical applications	Pigments Pharmaceutical
		Reduction of Methan emissions during storage of manure	Agriculture
		Special calcium cyanamide multi-effect fertilizer	Agriculture
OTHER & HOLDING	Operation of the Trostberg Chemical Park (companies located at the site: Alzchem, BASF, Firmenich, Aramark, VIACTIV, Degussa Bank)		
	Site services		
	Other activities not included in the "Specialty Chemicals" or "Basics & Intermediates" segments		



# KEY SHARE DATA

Share Details as of November 9, 2021



SHARES OUTSTANDING	10,176,335 including 40,581 shares held by Alzchem Group AG
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LAST CLOSING PRICE	EUR 22.10
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MARKET CAPITALIZATION	EUR 224.9 m
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TICKER	ACT
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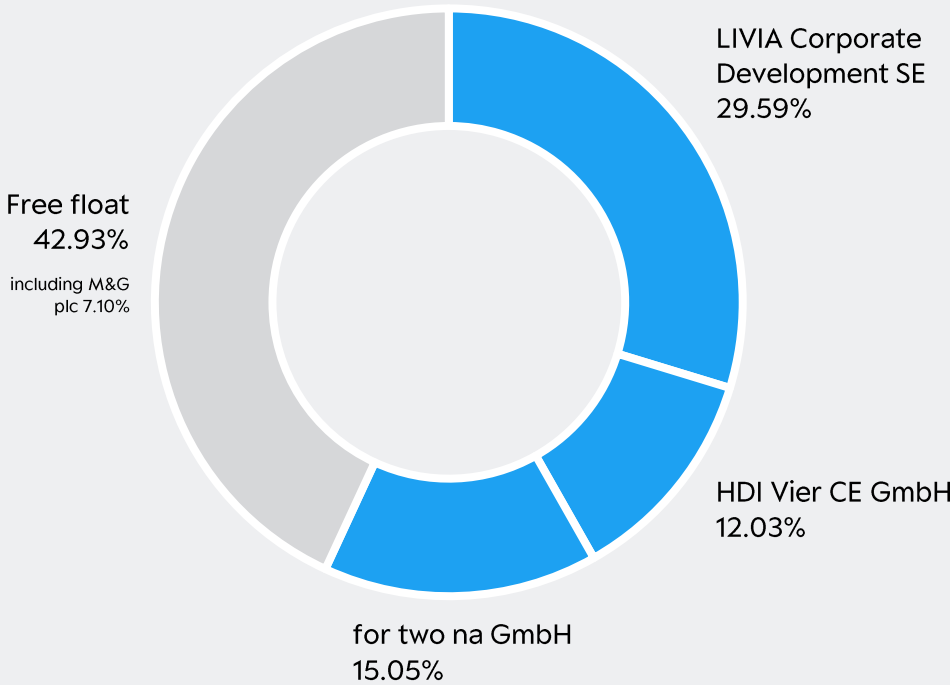
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ISIN	DE000A2YNT30
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LISTING	Frankfurt Stock Exchange – Prime Standard
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DESIGNATED SPONSOR	Baader Bank AG Oddo Seydler Bank AG
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## SHAREHOLDER STRUCTURE



As of July 2021. The information on the shareholders is based on the figures reported to us by them. Data regarding the free float are provided in accordance with section 2.3 of the “Guide to the DAX Equity Indices, i.e. considering the number of 40,581 own shares currently held by the company.”