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AlzChem and BASF – Successful fiscal year 2011 – good perspectives for 2012 Excellent New Year's reception at the Chemical Park

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Trostberg. "I am happy to welcome you here today, and pleased to see you all in such a good mood despite the poor weather", said AlzChem AG director Stefan Greger, as he greeted the guests, consisting of local politicians and business people. Almost 80 guests took part in the long-standing, well-known information and discussion forum, attending the New Year's reception on Thursday evening in response to the invitation from the AlzChem and BASF companies. Guests included Klaus Steiner, member of the State Parliament, Erwin Schneider, district councilor, AlzChem's Supervisory Board chairman Markus Zoellner and Mayor Karl Schleid.

Speeches and discussions centered on a review of the past year and the outlook for the New Year. Everyone was obviously very pleased to learn about the continuing economic success and increasing stability of the site.

"We use two key parameters to measure the success of our business – the first are the figures, which in this case speak for themselves and to the fact that fiscal year 2011 was a successful one for us. We read and interpreted the markets and trends correctly, and so we were able to tap into new and promising future markets", comments Greger. AlzChem is participating in future trends such as renewable energies and nutrition through its innovative products such as Silzot® SQ, Dyhard® und CreAMINO®.

The second parameter we use to measure success are the employees. They have given the companies in the TROSTBERG CHEMICAL PARK very good marks. The companies in the Bavarian Chemical Triangle recently scored very well in a recent survey carried out by the VAA into how leading executives in the chemical industry are feeling. The mood among the executives has improved considerably. Rated on the "mood barometer" within Germany as a

whole, BASF came second and AlzChem fourth. "I'm proud of this positive development", said Supervisory Board chairman Markus Zoellner. "By continuing our business success, having clear strategic further development plans and making key investment decisions we are creating positive perspectives for the employees and for AlzChem. This is clearly reflected in the mood barometer."

The success story of AlzChem AG is set to continue in 2012. Our plans include bringing the new silicon nitride facility on **stream** and on schedule, constructing and commissioning a drier plant for nitroguanidine in South Korea, and steadily expanding the market share of these products.

Both companies, AlzChem and BASF, did their homework in 2011. They made significant investments and implemented promising projects, employed a disproportionate number of young, newly qualified employees, taken on many apprentices at the end of their training and produced many new publications. As part of their social commitment AlzChem and BASF enjoy taking part regularly in the cultural, social and business life of the region, as shown, for example, by their involvement in the Trostberg Art Mile, the Waldkraiburg and Traunreut street runs and the Alzauen run. They are active members of the Trostberg Foerderkreis (funding and support group), and played their role as hosts at the chemical industry's Open Day in 2011 magnificently. Mayor Karl Schleid spoke highly of the level of commitment and responsibility shown by the companies: "The constructive and open cooperation, as well as investments made and scheduled, demonstrate that the two companies continue to see their future as being at the Trostberg site. We intend to make sure the necessary conditions for business to grow in Trostberg are again in place this year too."

AlzChem directors Stefan Greger, Andreas Niedermaier and Ulli Seibel welcomed the guests to the Info Center, along with Erich Lackner, BASF site coordinator and managing director of BASF Construction Chemicals GmbH and BASF Construction Polymers GmbH. "BASF has once again completed a successful year at the Trostberg site in 2011. This success has been ongoing now for many years, and the underlying factor behind this success is our qualified and motivated employees", Lackner commented. "As a member of a globally leading group of companies our business has an international orientation. At the same time, however, it is also very important for us that we are a part of and partner for our local region", the BASF site coordinator went on to emphasize.

And Altoetting district councilor Erwin Schneider made a good observation in his warm welcome address, namely that the chemicals industry in particular unites politics, business and society.

The job of politics in the future as well has to be to continue to create the best-possible conditions for economic development.

The musical backdrop to the event was provided this time by the pianist and singer Susi Weiss from Bad Aibling, along with her musician colleagues Bernhard Schmid and Georg Karger. Robert Hanke and his ARAMARK team handled the catering and refreshments. A further culinary highlight was provided by a professional wine tasting from the BASF winery. Joachim Spies provided a tasting of wine specialties from the traditional and currently very trendy Palatinate wine region, as well as wines from Austria, France, Italy, Spain and South Africa. And as before, the guests received a brand-new copy of the CHEMIEPARK TROSTBERG 2011 Press Review to take away with them. The New Year's reception by the Trostberg chemical companies has now been held nine times.