

AGILE SCIENCE PURE RESULTS





COMPANY PRESENTATION

Andreas Niedermaier, CEO November 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 – ROADSHOW PRESENTATION Q3 2021

- I. Company Introduction
- II. Key Investment Highlights
- III. Key Financials & Outlook

Appendix

Detailed Financials

Supplementary Company Information





DETAILS





- Established in 1908
- Specialty chemicals company in Germany based on the calcium carbide chain
- Global sales and distribution network
- Headcount 2020: 1,631 (2019: 1,623)

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

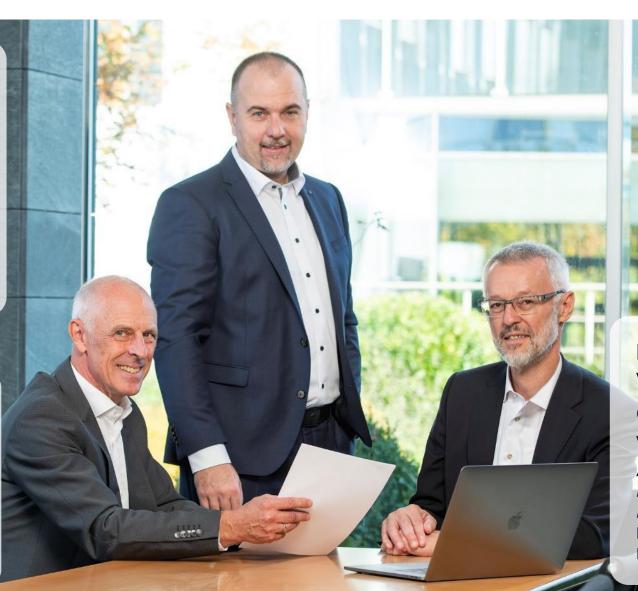
KLAUS ENGLMAIER

COO

WITH ALZCHEM SINCE 1988

AREAS OF RESPONSIBILITY

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





CSO

WITH ALZCHEM SINCE 2012

AREAS OF RESPONSIBILITY

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

OUR HISTORY

Innovative since 1908



Founding of the **Bayerische Stickstoff-Werke** AG in Munich

Listing of **SKW Trostberg AG as** a public company

Founding of the **Alzchem Group**

2006

IPO Alzchem Group AG

2017

Despite Corona, best fiscal year for Alzchem and therefore there crisis-proof

2020

1908

1978

Change of company name to SKW **Trostberg AG**

1995

2001

Merger of

AG to form the new

Degussa-Hüls AG with SKW Trostberg Acquisition of Nordic Carbide AB

2014

2019

Commissioning of Creamino® and Nitralz® **Production expansions** (appr. 60 m.€)



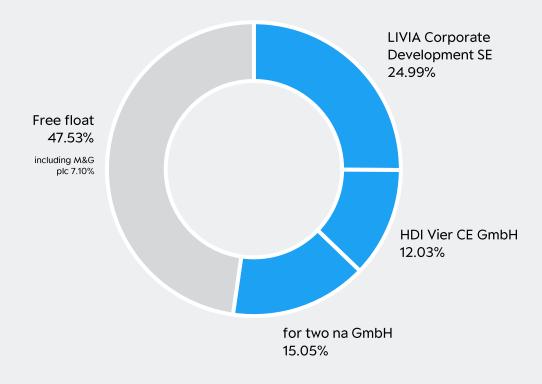
KEY SHARE DATA

Share Details as of November 17, 2021



LAST CLOSING PRICE EUR 23.60 MARKET CAPITALIZATION EUR 240.2 m TICKER ACT WKN A2YNT3 ISIN DE000A2YNT30 LISTING Frankfurt Stock Exchange — Prime Standard DESIGNATED SPONSOR Baader Bank AG Oddo Seydler Bank AG	SHARES OUTSTANDING	10,176,335 including 40,581 shares held by Alzchem Group AG
TICKER ACT WKN A2YNT3 ISIN DE000A2YNT30 LISTING Frankfurt Stock Exchange — Prime Standard DESIGNATED SPONSOR Baader Bank AG	LAST CLOSING PRICE	EUR 23.60
WKN A2YNT3 ISIN DE000A2YNT30 LISTING Frankfurt Stock Exchange – Prime Standard DESIGNATED SPONSOR Baader Bank AG	MARKET CAPITALIZATION	EUR 240.2 m
ISIN DE000A2YNT30 Frankfurt Stock Exchange – Prime Standard Baader Bank AG Baader Bank AG	TICKER	ACT
LISTING Frankfurt Stock Exchange – Prime Standard Baader Bank AG	WKN	A2YNT3
Prime Standard DESIGNATED SPONSOR Baader Bank AG	ISIN	DE000A2YNT30
DESIGNATED SPONSOR	LISTING	_
	DESIGNATED SPONSOR	

SHAREHOLDER STRUCTURE



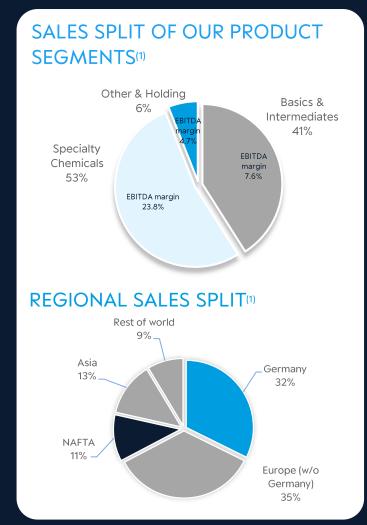
As of November 2021. The information on the shareholders is based on the figures reported to us by them. Data regarding the free float are provided in accordance with section 2.3 of the "Guide to the DAX Equity Indices, i.e. considering the number of 40,581 own shares currently held by the company."

ALZCHEM AT A GLANCE II

Global market leader in selected niches

PRODUCTION SITE



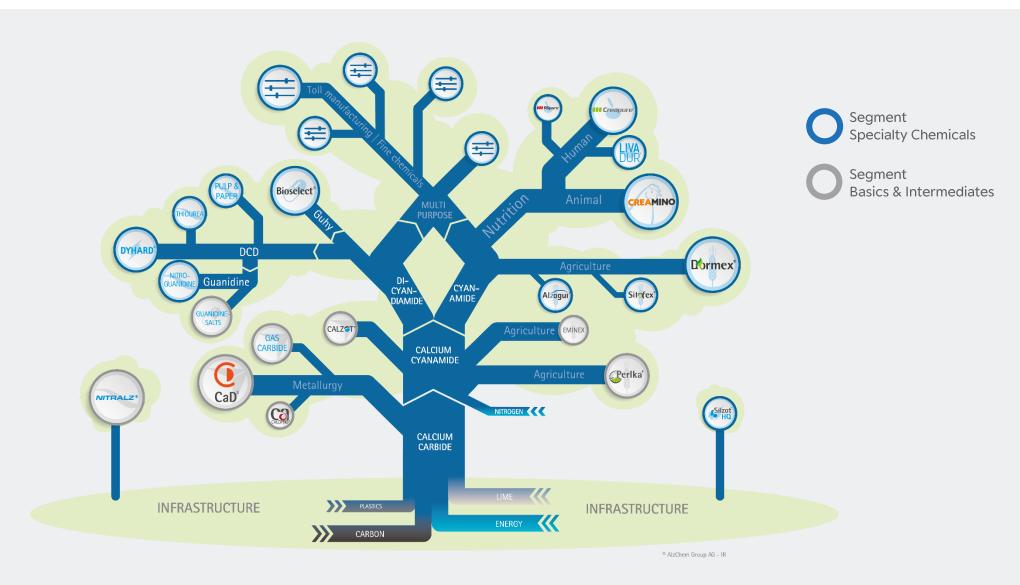




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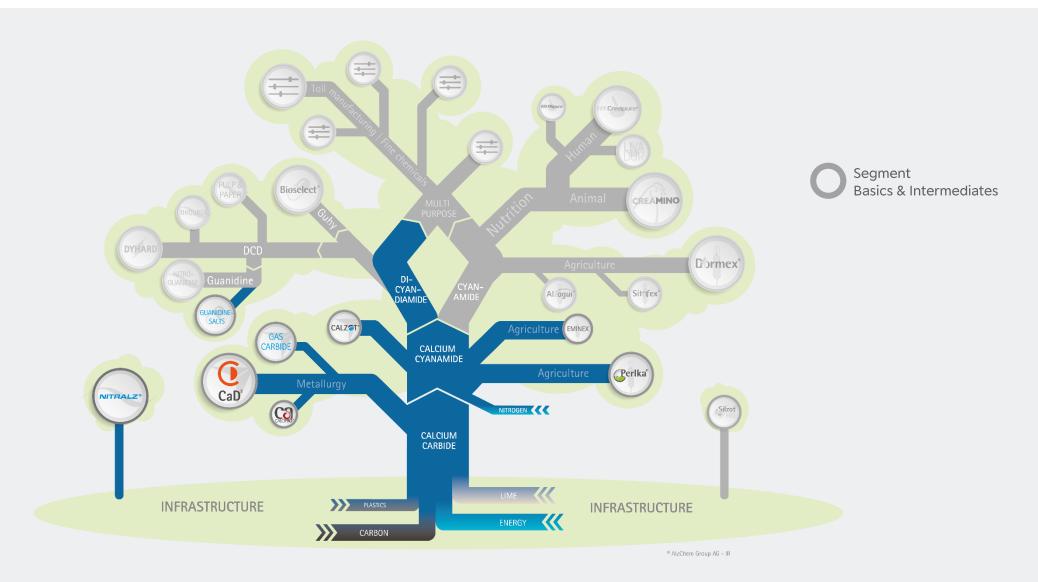




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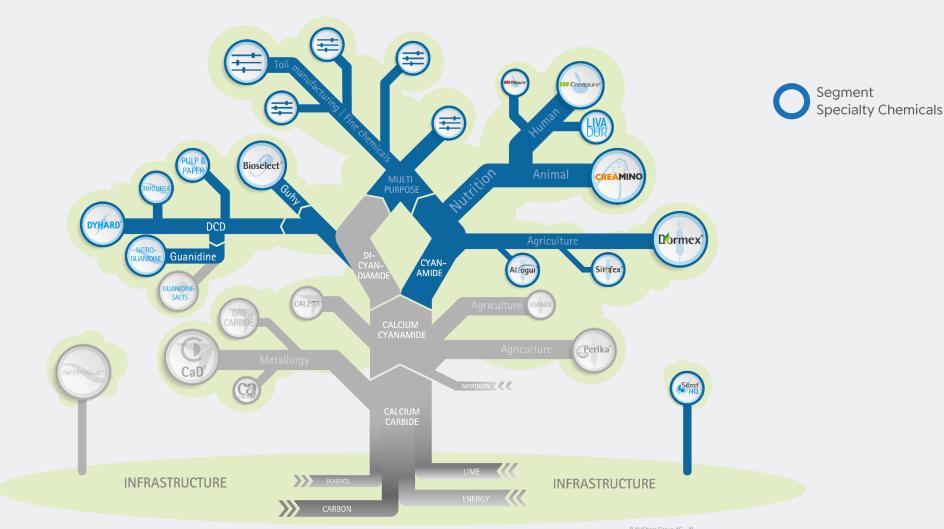




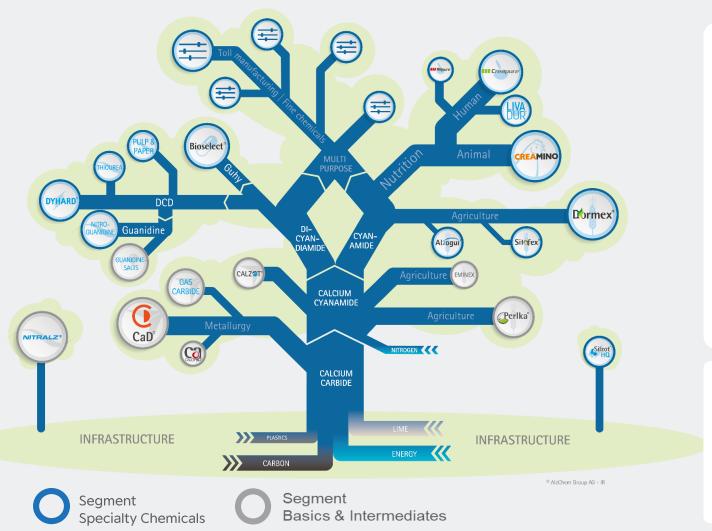


Ability to adapt production to satisfy changing end market needs









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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









POPULATION GROWTH

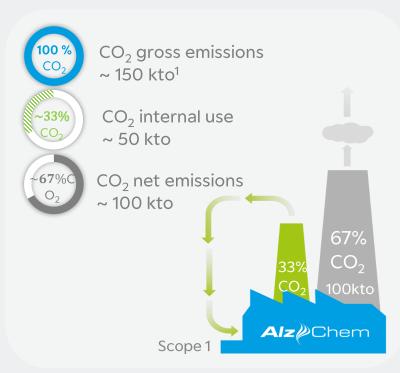
LONGER LIFE **EXPECTANCY**

CLIMATE CHANGE

ESG - CO₂ BALANCE

Alzchem's potential is not only to offset all of its CO2 but also to go far beyond it





	EMISSION SOURCES	
Scope 1	Process & Self-generated heat	
Scope 2	External power and heat supply	
Scope 3	Fossil carbon in raw materials	
Scope 4	Contributions to emission reduction from the use phase of chemical products	

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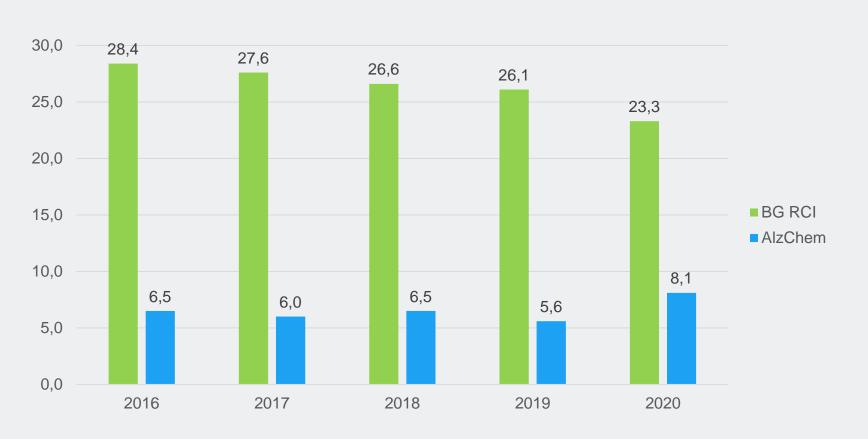
FURTHER CO₂ COMPENSATION POTENTIAL CO₂ NET Compensation CO_2 **EMISSIONS REDUCTION** potential Scope 4 ~ 100 kto **CREAMINO®** Scope 1 - 20 % **EMINEX®**

ESG - OCCUPATIONAL SAFETY

Significant lower Lost Time Injuries than the industry average



LOST TIME INJURIES (LTI) AT ALZCHEM COMPARED TO THE GERMAN CHEMICAL INDUSTRY*



DEFINITION LTI RATE

number of occupational accidents > 1 day lost per 1 million hours

Alzchem staff commits to a common sense for occupational safety, especially based on a personal, permanent awareness for the present job that is being accomplished. This is a perfect base for risk analyses, also in the field of process safety.

RESILIENT BUSINESS MODEL

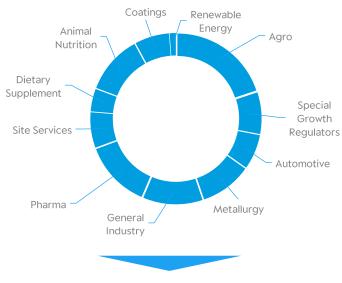
Diversified end markets on a global scale, broad customer base & low dependence on suppliers



PRODUCTS & MARKETS

Diversified product portfolio for satisfying diversified end markets on a global scale

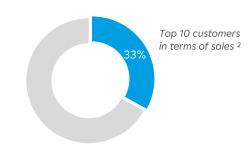
Unrelated end markets & products 1



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CUSTOMERS

Diversified customer base with long-term relationships

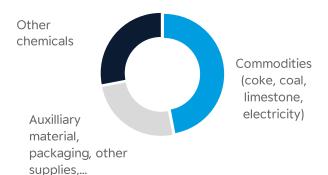


- Long-standing relationships with key customers due to exclusive distribution contracts
- Availability of potential alternative distribution partners and channels for most products mitigates risk of concentration

INDEPENDENCY / **DIVERSIFICATION**

SUPPLIERS

Inputs are mainly commodities such as coke, limestone and electricity ("Verbund" system)



Low dependence on suppliers due to nature of raw materials

> INDEPENDENCY / **SECURITY OF SUPPLY**

RESILIENCE OF BUSINESS / LOW CYCLICALITY

(1), (2) In terms of sales in 2020 16

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Detailed Financials

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KEY INVESTMENT HIGHLIGHTS

Leading positions in selected Specialty niche markets supported by global developments





Leading Market Positions in Selected Niches

Strong Barriers to Entry

R&D is a Driver of Growth

Growth Supported by global developments

Well Positioned to Capture Future Growth

I. LEADING MARKET POSITIONS

In Selected Niches / Products

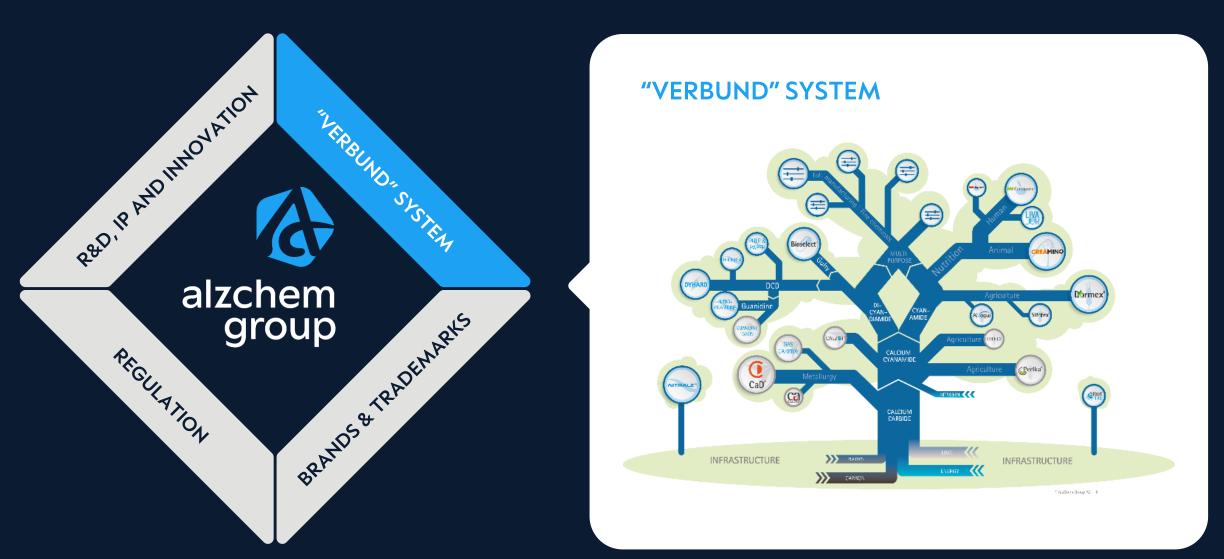


	1-9/2021 SEGMENT SPLITS	GLOBAL MARKET POSITION ¹	SELECTED KEY BRANDS	DESCRIPTION	END-MARKETS
BASICS & SPECIALITY INTERMEDIATES CHEMICALS	Net Sales	1	CREAMINO	A nutritional additive for broilers and pigs	Feed additive
	53%	Top 3	III C reapure°	Premium brand for Creatine monohydrate used as supplements in sports nutrition	Dietary supplement
		1	Cormex ®	Plant growth regulator, used in fruit production	Agriculture
	EBITDA Margin: 23.8%	1	Bioselect®	Highly purified form of guanidine hydrochloride salts	Pharma/API
	Net Sales	1 ⁽²⁾	CaD°	Calcium carbide-based process chemical for hot metal desulfurization	Steel industry
	41%	1	Guanidine Salts	Gas generator for air bags, key production intermediate	Airbags Agrochemicals
	EBITDA Margin: 7.6%	Top 3	NITRALZ®	High quality aliphatic and aromatic nitriles via gas phase technology	Pharma Agriculture Biocides Pigments

STRONG BARRIERS TO ENTRY







STRONG BARRIERS TO ENTRY







BRANDS & TRADEMARKS



DYHARD®

CREAMINO

Silzot®

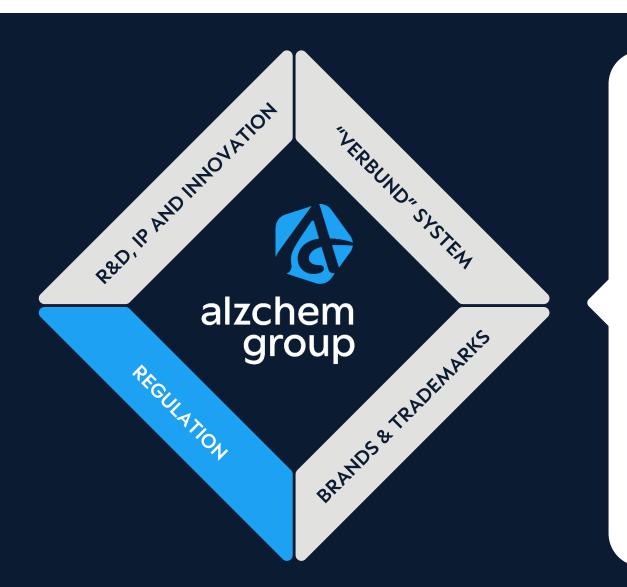
Bioselect®



STRONG BARRIERS TO ENTRY







REGULATION





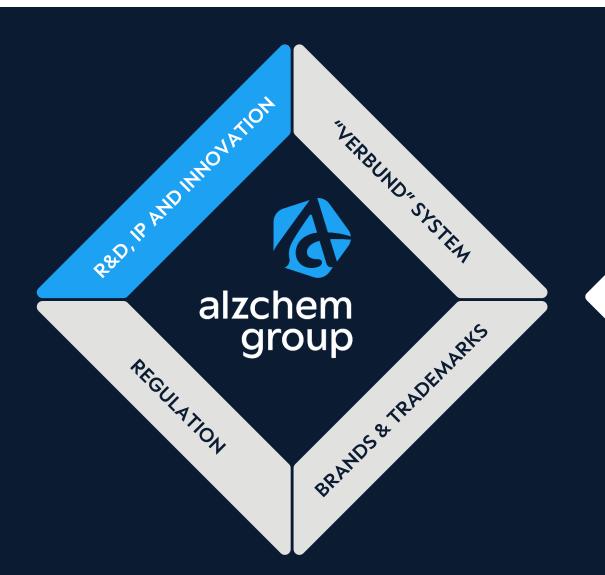




II. STRONG BARRIERS TO ENTRY







R&D, IP AND INNOVATION

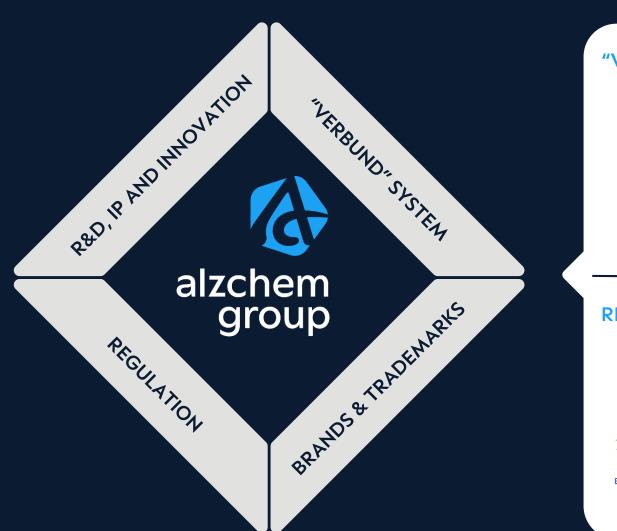
- Process know-how
- Specialisation in carbide chemicals
- R&D activities directed towards
 Specialty Chemicals
- 70+ patent families



II. STRONG BARRIERS TO ENTRY











DYHARD®

CREAMINO

Silzot®

Bioselect®

Cormex[®]

REGULATION









R&D, IP AND INNOVATION

- Process know-how
- Specialisation in carbide chemicals
- R&D activities directed towards
 Specialty Chemicals
- 70+ patent families



III. R&D IS A DRIVER OF GROWTH

Investment strategy with a strong focus on R&D



SIGNIFICANT R&D INVESTMENTS

R&D⁽¹⁾ Activities

69 patent families

~ 485 granted patents

~ 69 patent applications

NEW ASSETS IN PLACE

New **Facilities**

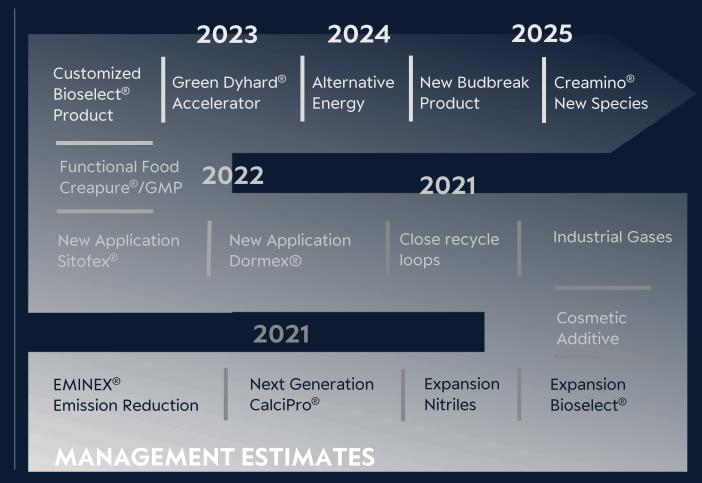
~ €220m

investments 2014–2020 to support growth HIGH DEGREE
OF INNOVATION

Sales from new facilities

~ 20%

of sales from newly established production plants or are new specialty products developed since 2014



IV. GROWTH SUPPORTED BY GLOBAL DEVELOPMENTS







POPULATION GROWTH









LONGER LIFE EXPECTANCY



Bioselect®

PHARMA MATERIALS



CLIMATE CHANGE

DYHARD®

Silzot®





SUSTAINABILITY

V. WELL POSITIONED TO CAPTURE FUTURE GROWTH

Potential for high market growth for Alzchem's key products



- Leading Market Positions in Selected Niches
- ✓ Strong Barriers to Entry
- ✓ R&D is a Driver of Growth
- ✓ Growth Supported by global developments
- → Well Positioned to Capture Future Growth



 Creatine for sports nutrition and health supplements Market



- Plant growth regulators
- Dormex® is the dominating cyanamide product in horticultural applications



 Raw materials for a variety of end markets (pharma, agro, biocides, pigments)



- The only supplemental creatine source for broiler nutrition
- Largest supplier of GAA



- Only existing production plant outside of China
- Cost competitiveness due to the Alzchem "Verbund" system
- Highest quality, Made in Germany



- Calcium Cyanamide changes agriculture
- · Nitrogen Efficiency
- Emmission reduction (CH4 CO2 Eq.)

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Key Financials

Current Trading / Corona update

Specialty Chemicals is Main Driver - CAPEX

Product Segments - Excellent Performance and Development

Sustainable Financing Policy

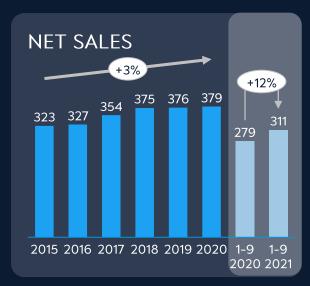
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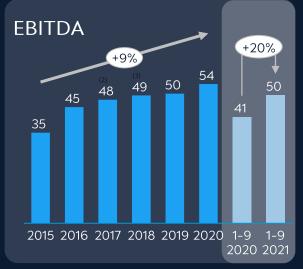
Targets & Outlook

KEY FINANCIALS

Development in key figures⁽¹⁾





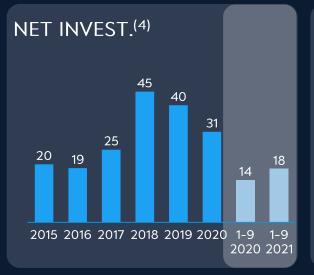




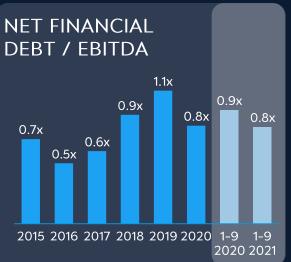




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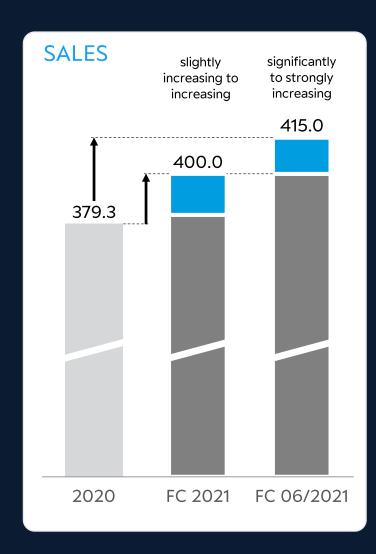


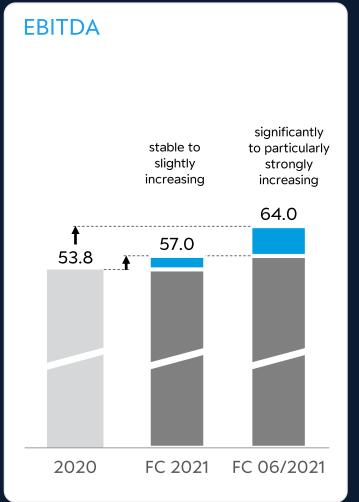


OUTLOOK 2021

Outlook from 06/2021 can be confirmed







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.

IMPLEMENTING OPERATING TARGETS







FINANCIAL CALENDER

Upcoming dates





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 st Quarter 2022
MAY 5	2022	Annual General Meeting 2022
JUL 26	2022	Half-Year Financial Report 2022
OCT 26	2022	Quarterly Statement 3 rd Quarter 2022





Alzchem Group AG

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