

alzchem
group



Q1

2025

COMPANY PRESENTATION

Andreas Niedermaier, CEO

Andreas Lösler, CFO

April 2025

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 Q1 2025

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

Appendix

Detailed Financials

Supplementary Company Information

An aerial photograph of a chemical plant complex situated in a lush green valley. The plant features numerous large industrial buildings with white roofs, interconnected by a network of pipes and walkways. A river flows through the valley, passing by the plant. In the background, there are rolling green hills, a large body of water (likely a lake), and distant mountains under a blue sky with scattered clouds. A semi-transparent blue circular graphic is overlaid on the left side of the image, containing the text.

Alzchem is an **international chemical company.**

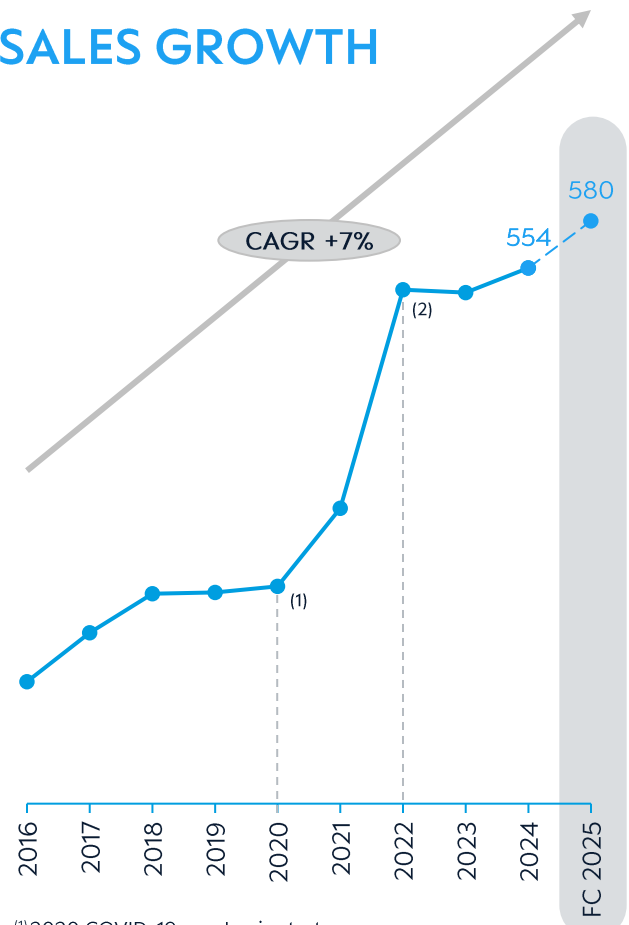
The future asks questions.
We provide answers. Through brands
and products of the highest quality and
through sustainable visions for actively
shaping global development.

ALZCHEM AT A GLANCE

Innovative market leader in niche markets since 1908

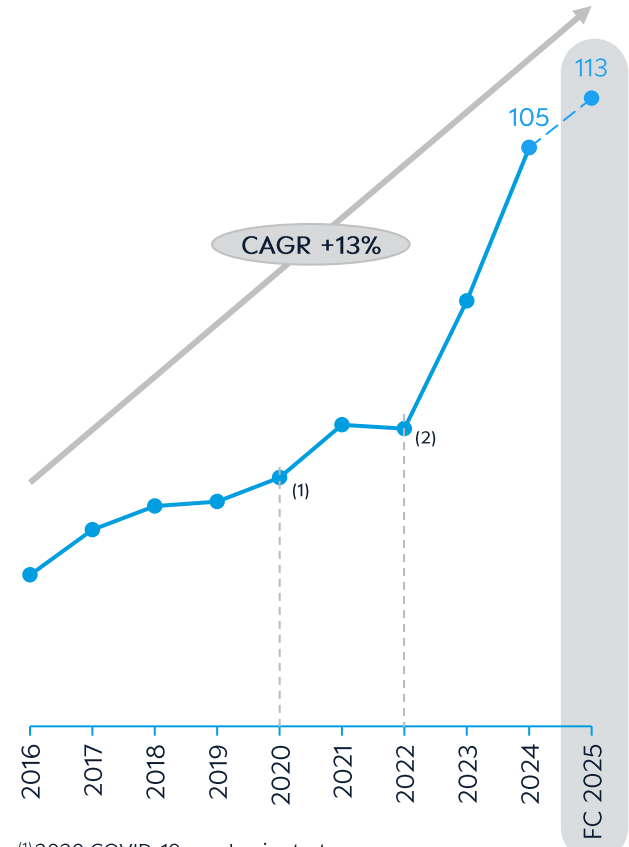


SALES GROWTH



(1) 2020 COVID-19 pandemic start
(2) 2022 Ukraine war

EBITDA GROWTH



(1) 2020 COVID-19 pandemic start
(2) 2022 Ukraine war

OUR MARKETS



OUR FOCUS

NCN-Chemistry
products with nitrogen-carbon-nitrogen bond

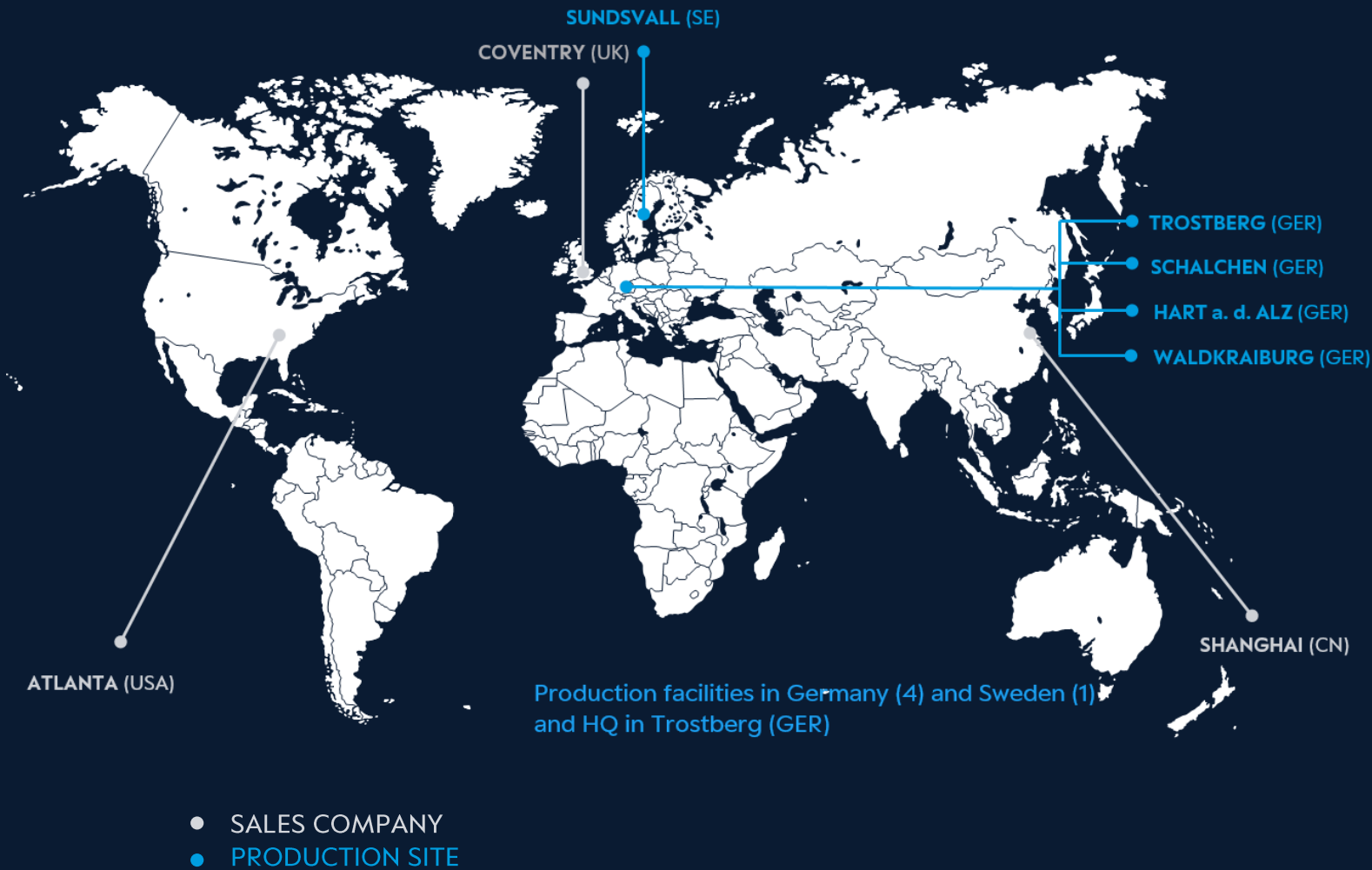
ALZCHEM AT A GLANCE

Production & distribution – we deliver the world



1,725

employees support the processes and products of Alzchem with their know-how on a daily basis
of whom **130** apprentices
(as of 2024)



⁽¹⁾ YTD 03/2025

KEY SHARE DATA

Share details as of April 28, 2025



SHARES OUTSTANDING 10,176,335

LAST CLOSING PRICE EUR 101.8

MARKET CAPITALIZATION EUR 1,036.0 m

TICKER ACT

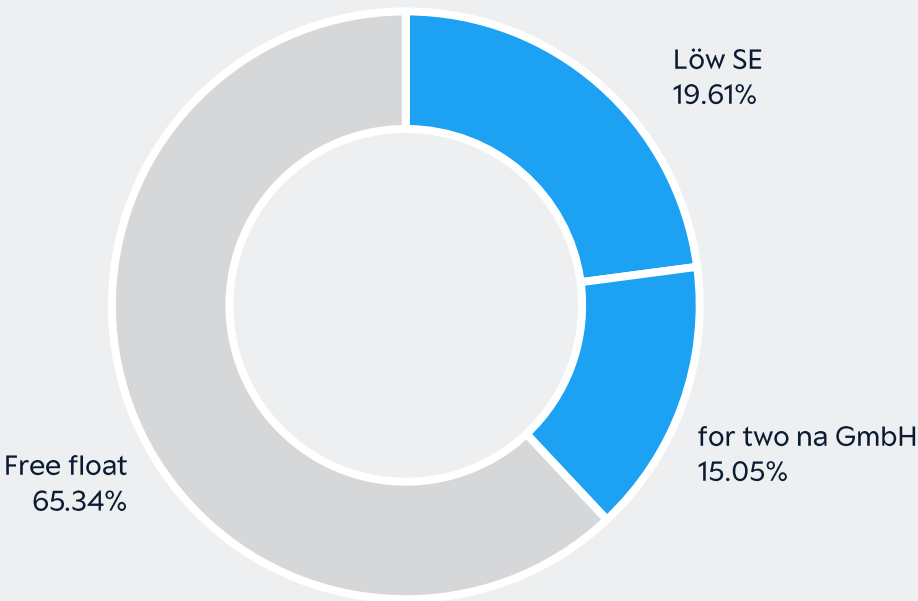
WKN A2YNT3

ISIN DE000A2YNT30

LISTING Frankfurt Stock Exchange – Prime Standard

DESIGNATED SPONSOR Baader Bank AG
ODDO BHF SE

SHAREHOLDER STRUCTURE



As of March 2025. 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."

GROWTH SUPPORTED BY GLOBAL DEVELOPMENTS

Highly specialized products supported by lasting megatrends



POPULATION GROWTH

The **world population** is growing steadily and is expected to reach 9.7 billion by 2050. Alzchem products support **efficient agricultural production** in order to supply the growing population with **food**.

Dormex®

CREAMINO®

Perlka®



HEALTHY AGING

Life expectancy is increasing, and with it the importance of **health and nutrition**. Alzchem offers products in the **dietary supplement, pharmaceutical, cosmetics and health** sectors to support these developments.

Creapure®

Creavitalis®

Bioselect®

Pharma-Rohstoffe

**LIVA
DUR**



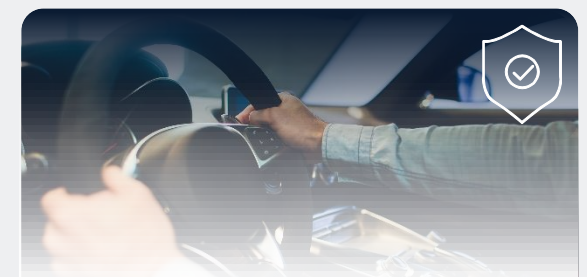
CLIMATE PROTECTION

Energy efficiency and **renewable energies** are the way of the future. Alzchem contributes to this with products for **hydrogen vehicles, lightweight construction and wind energy**, and also develops **CO₂-negative solutions**.

DYHARD®

Silzot®

Eminex®



SAFETY & DEFENSE

Due to the global political situation and the importance of defense, demand for our guanidine salts is increasing. These are used in both the **defense industry** and the **automotive industry**, for example in airbags.

Nitroguanidin

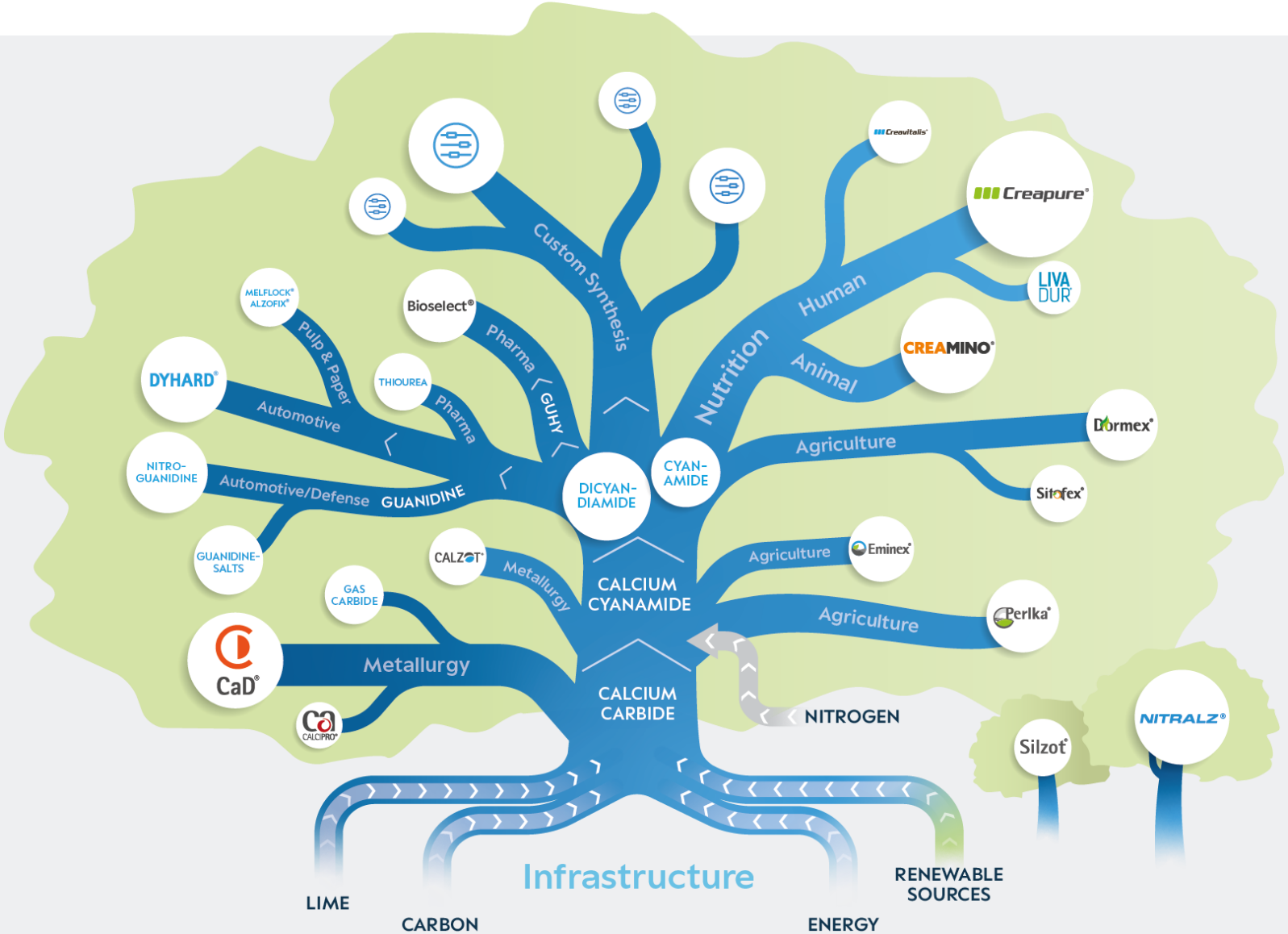
Guanidinnitrat



SUSTAINABILITY

“VERBUND” SYSTEM – FULLY INTEGRATED BUSINESS MODEL

Ability to adapt production to meet changing end market needs

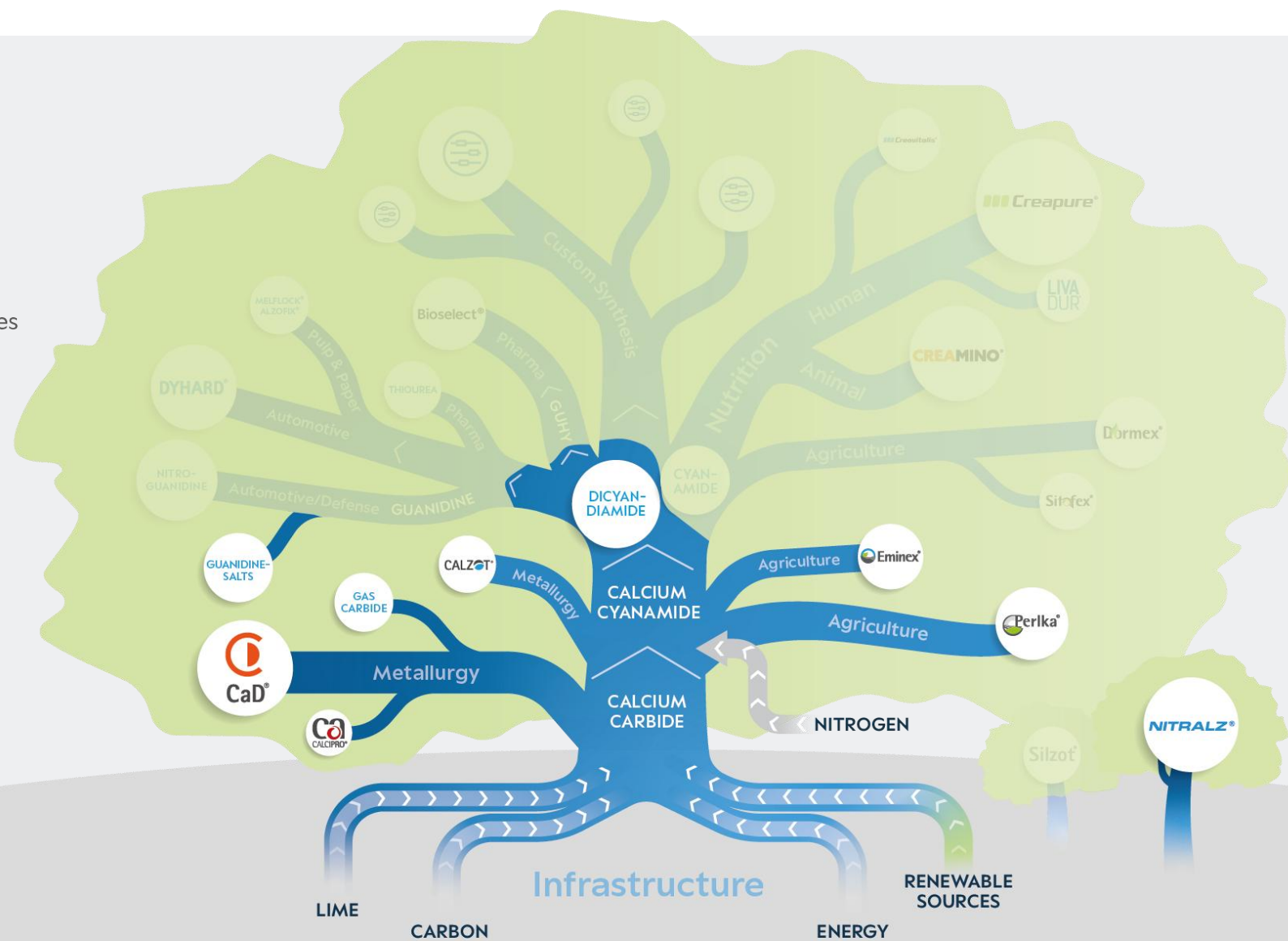


"VERBUND" SYSTEM – FULLY INTEGRATED BUSINESS MODEL

Ability to adapt production to meet changing end market needs



- Segment Specialty Chemicals
- Segment Basics & Intermediates

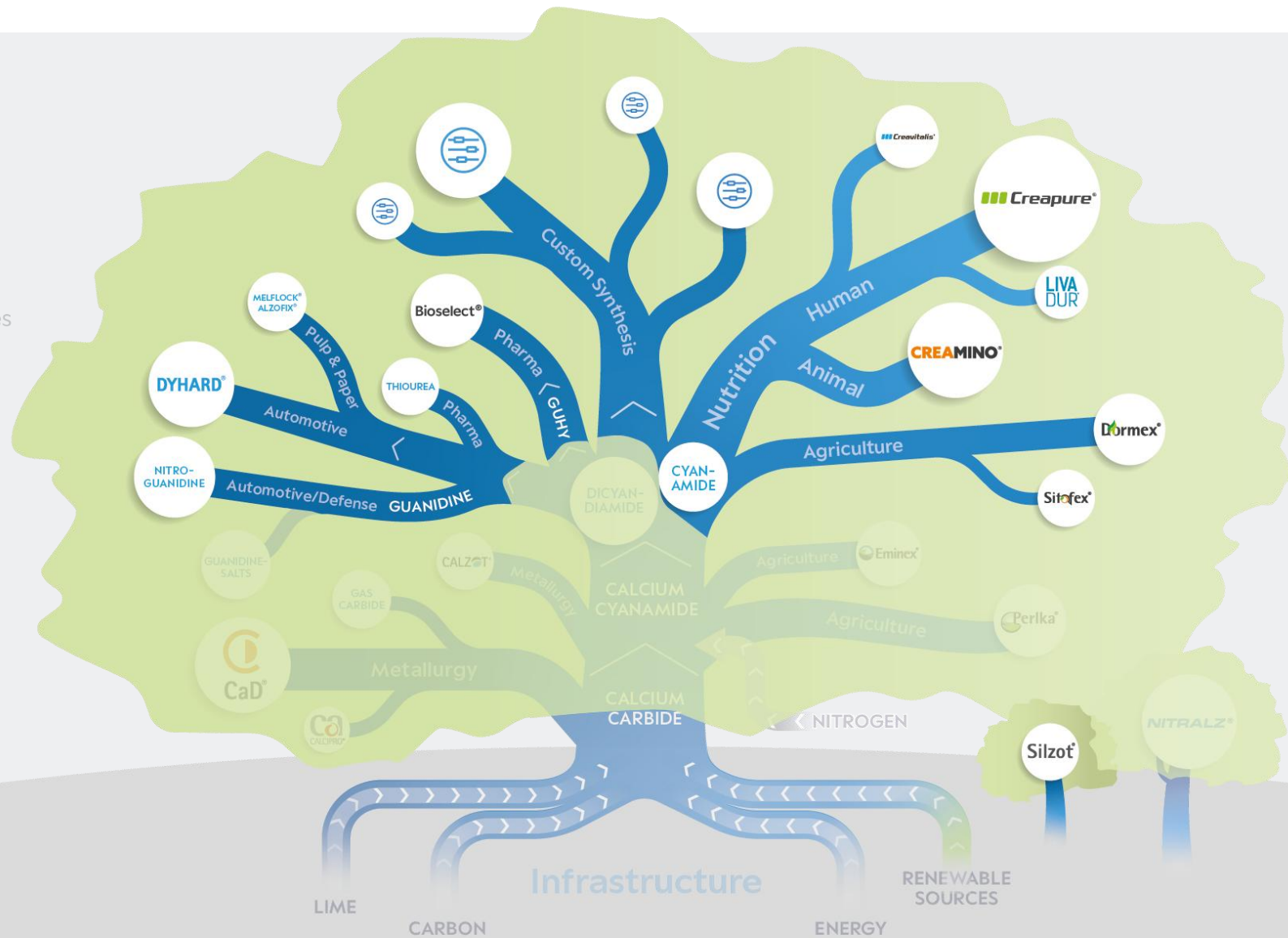


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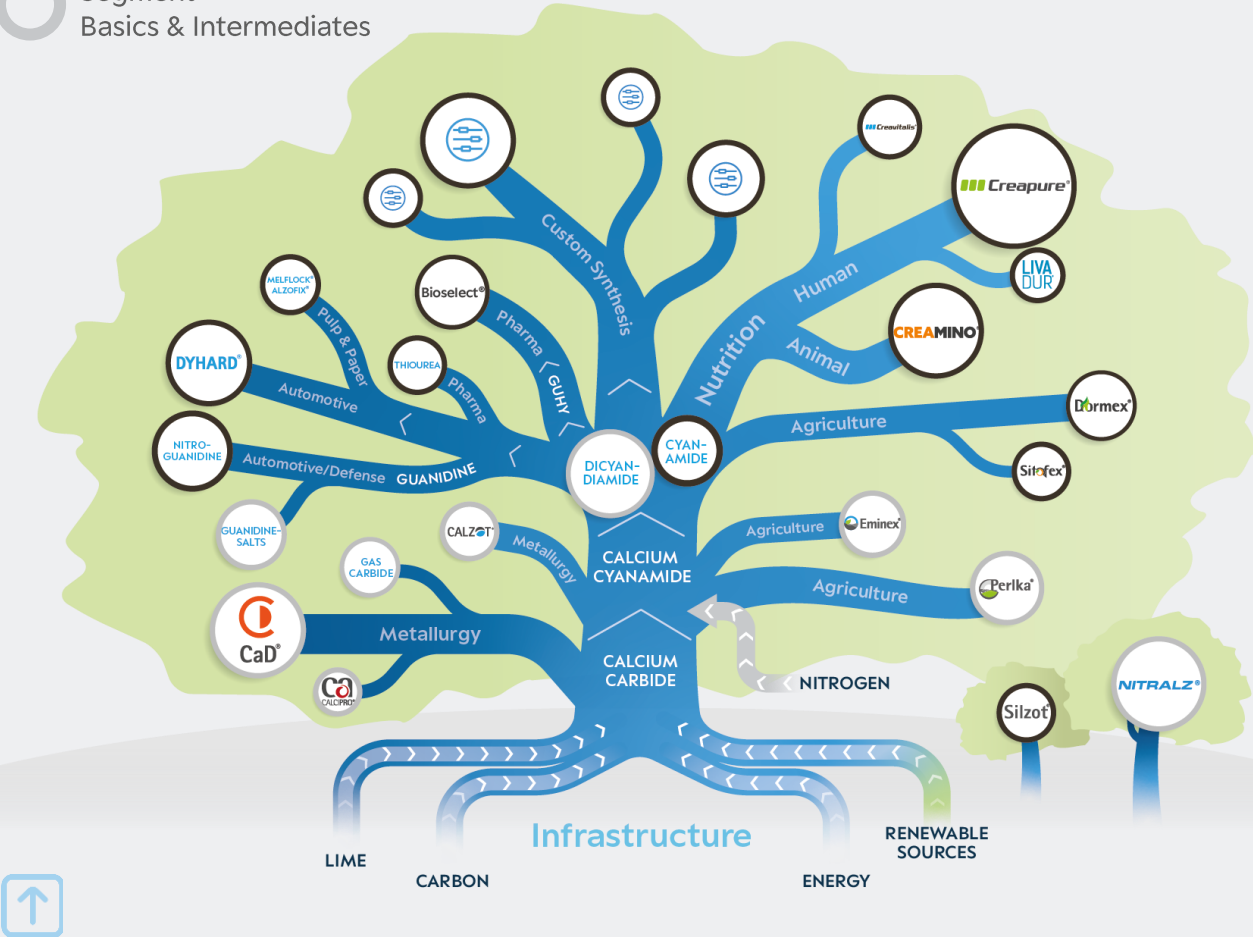


BENEFITS OF “VERBUND” SYSTEM

Competitive advantage and strong barrier to entry



- Segment Specialty Chemicals
- Segment Basics & Intermediates



OUR BENEFITS

- Full control of product quality and specifications
- Lower costs
- Certainty of supply
- Business model based on future technology electricity - no transfer investment (gas) necessary
- Low carbon footprint
- “Last man standing” in western world for many products and complete “Verbund” System

GLOBAL DEVELOPMENTS AS GROWTH DRIVERS

POPULATION GROWTH

LONGER LIFE EXPECTANCY

CLIMATE CHANGE

SUSTAINABILITY

SAFETY & DEFENCE

LARGEST INVESTMENT IN THE COMPANY'S HISTORY

Alzchem to expand capacities in Germany and starts site selection in US



STEP 1

2024

end of 2026



Major raw material for

Guanidine Nitrate

- Renew and expand the existing facilities
- Double capacity for Guanidine Nitrate



Nitroguanidine (NQ)

- New production plant
- Double capacity for Nitroguanidine

TOTAL INVESTMENT
~ EUR 140 million

FINANCING

Guanidine Nitrate: EUR 34.4 million grant by the EU Commission
Nitroguanidine: Customer framework agreements with non-refundable downpayments



STEP 2

2024

end of 2026

end of 2029



Site search

Capacity expansion in the US



Construction

TOTAL INVESTMENT
~ USD 150 million grant

FINANCING

US Department of Defense

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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

ESG

I. LEADING MARKET POSITIONS

In Selected Niches / Products

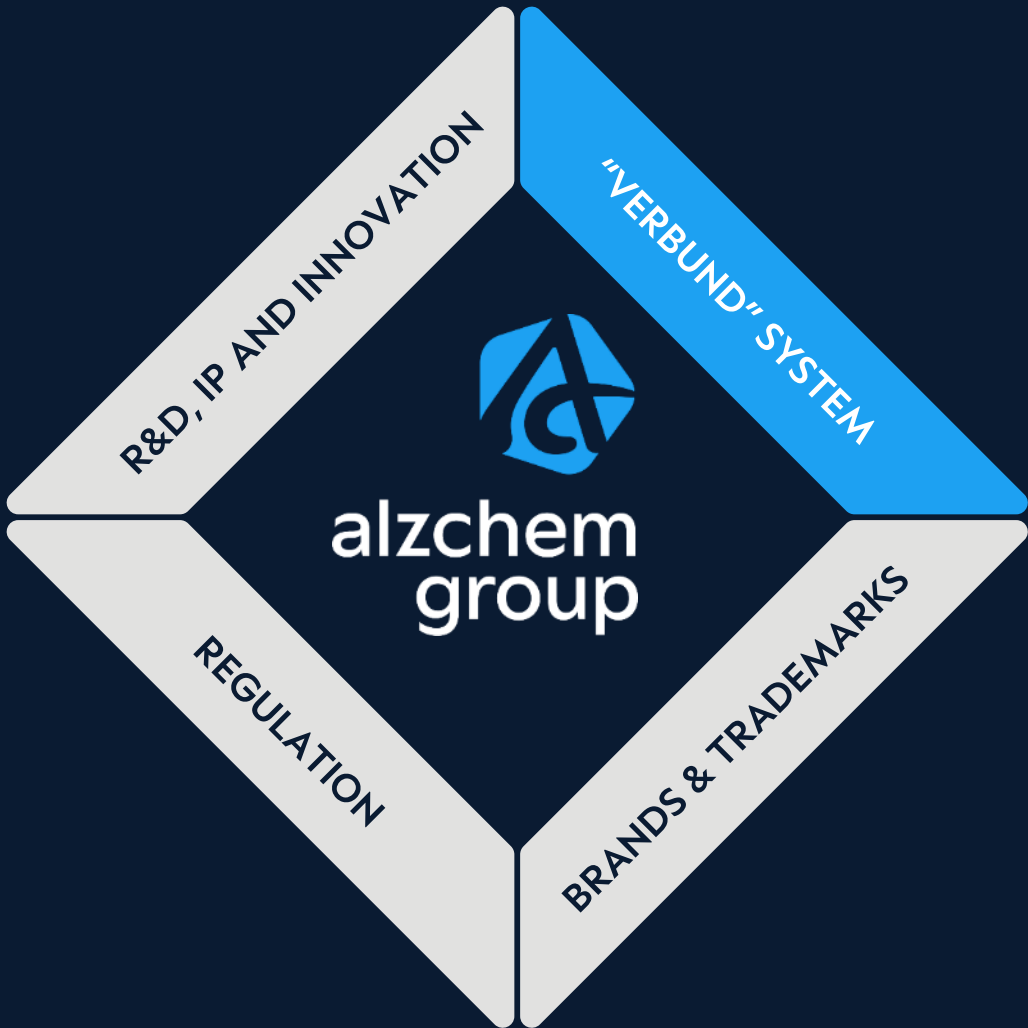


	1-3/2025 SEGMENT SPLITS	GLOBAL MARKET POSITION ⁽¹⁾	SELECTED KEY BRANDS	DESCRIPTION	END-MARKETS
SPECIALTY CHEMICALS	<p>Net Sales</p> <p>65%</p> <p>EBITDA Margin: 27.6%</p>	Number 1	CREAMINO[®]	A nutritional additive for poultry and pigs	Feed additive
		Number 1	Creapure[®]	Premium brand for Creatine monohydrate used as supplements in sports nutrition	Dietary supplement
		Number 1	Dormex[®]	Plant growth regulator used in fruit production	Agriculture
		Number 1	Bioselect[®]	Highly purified form of guanidine salts	Pharma/API
		Number 1 ⁽²⁾	Nitroguanidine	Intermediates for explosives and agrochemical products	Agriculture Automotive Defense
BASICS & INTERMEDIATES	<p>Net Sales</p> <p>29%</p> <p>EBITDA Margin: 0.3%</p>	Number 1 ⁽³⁾	CaD[®]	Calcium carbide-based process chemical for hot metal desulfurization	Steel industry
		Number 1	Guanidine Salts	Gas generator for air bags, key production intermediate	Airbags Agrochemicals
		Number 3	NITRALZ[®]	High quality aliphatic and aromatic nitriles via gas phase technology	Pharma Agriculture Biocides Pigments

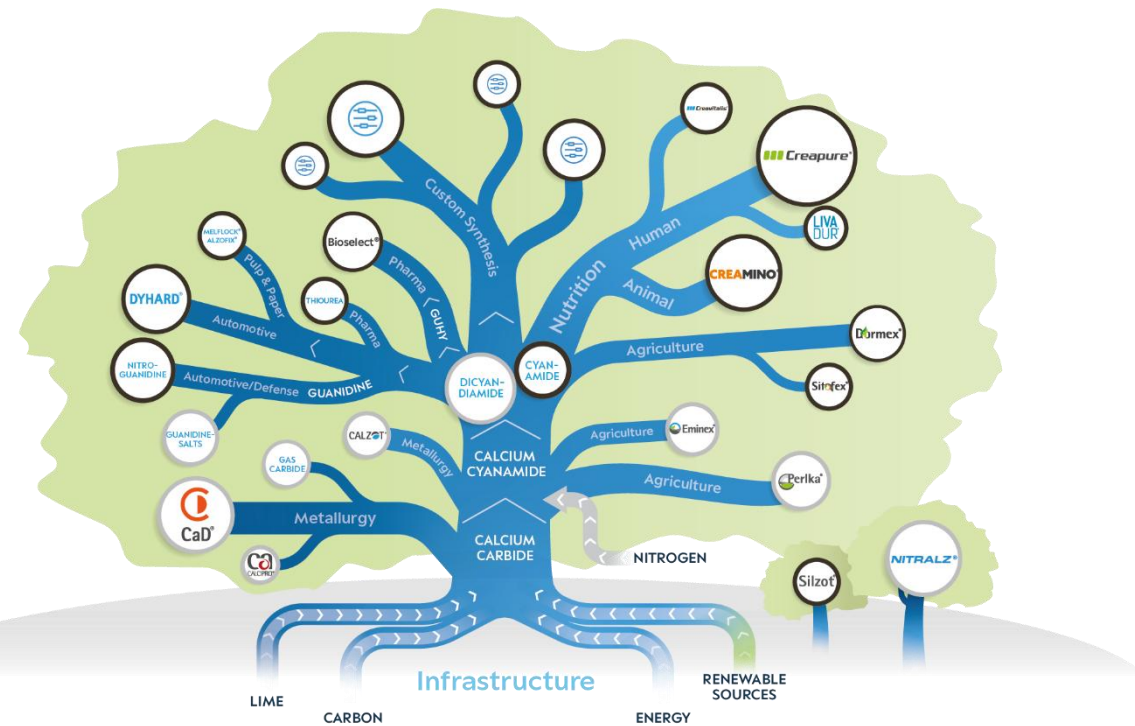
⁽¹⁾ Based on company data; ⁽²⁾ Western world; ⁽³⁾ European market leader

II. STRONG BARRIERS TO ENTRY

Protecting margins and creating a high degree of resilience

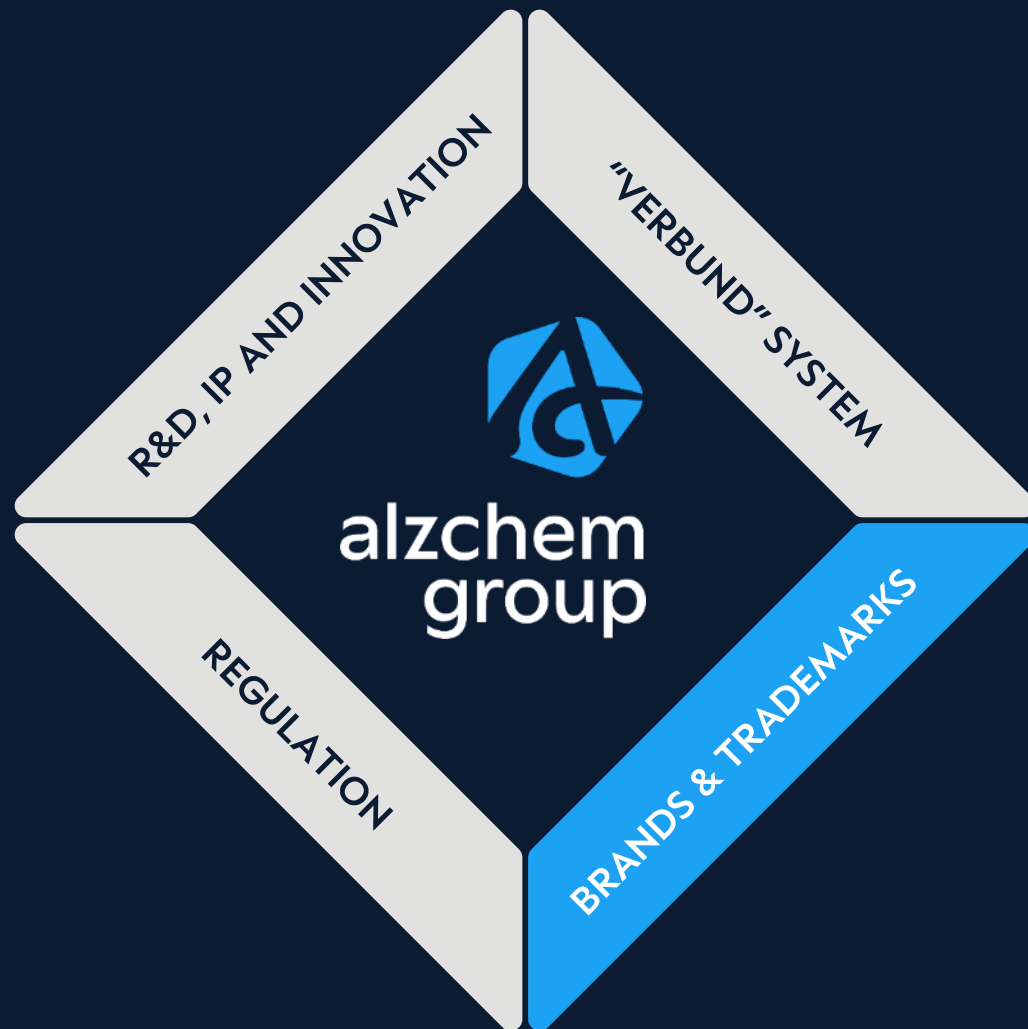


“VERBUND” SYSTEM



II. STRONG BARRIERS TO ENTRY

Protecting margins and creating a high degree of resilience



BRANDS & TRADEMARKS

Creapure®

DYHARD®

CREAMINO®

Eminex®

Bioselect®

Dormex®

II. STRONG BARRIERS TO ENTRY

Protecting margins and creating a high degree of resilience

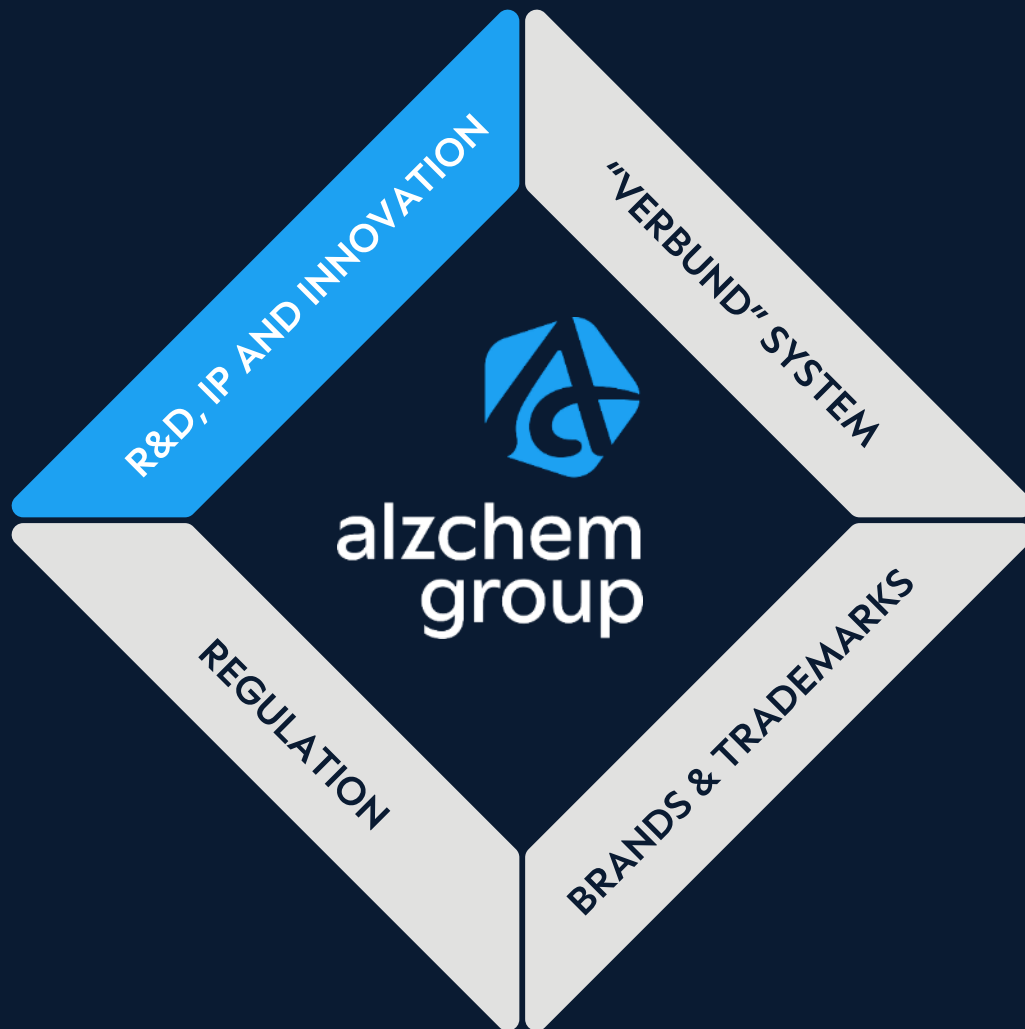


REGULATION



II. STRONG BARRIERS TO ENTRY

Protecting margins and creating a high degree of resilience



R&D, IP AND INNOVATION

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

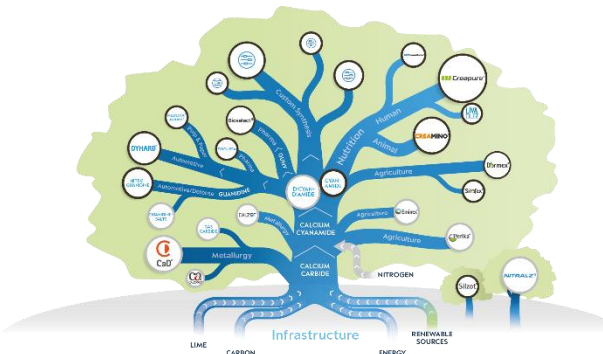


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"VERBUND" SYSTEM



BRANDS & TRADEMARKS



REGULATION



R&D, IP AND INNOVATION

- Process know-how
- Specialization in carbide based chemicals
- R&D activities directed towards Specialty Chemicals
- ~ 70 patent families



V. SUSTAINABILITY - OUR PATH TO CLIMATE NEUTRALITY

We take responsibility for people and the environment



Our goal: climate neutrality by 2033 (according to Scope 1)



ENVIRONMENT

- Environmental and climate protection
- Sustainable water and waste management
- Responsible use of resources



SOCIAL

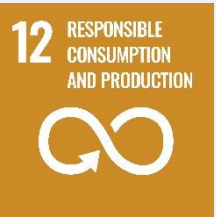
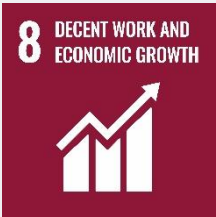
- Occupational health and safety
- Training and development of our workforce
- Work-life balance



GOVERNANCE

- Responsible corporate governance

DIGITALIZATION FOR A SUSTAINABLE FUTURE



Our path to climate neutrality



Further link

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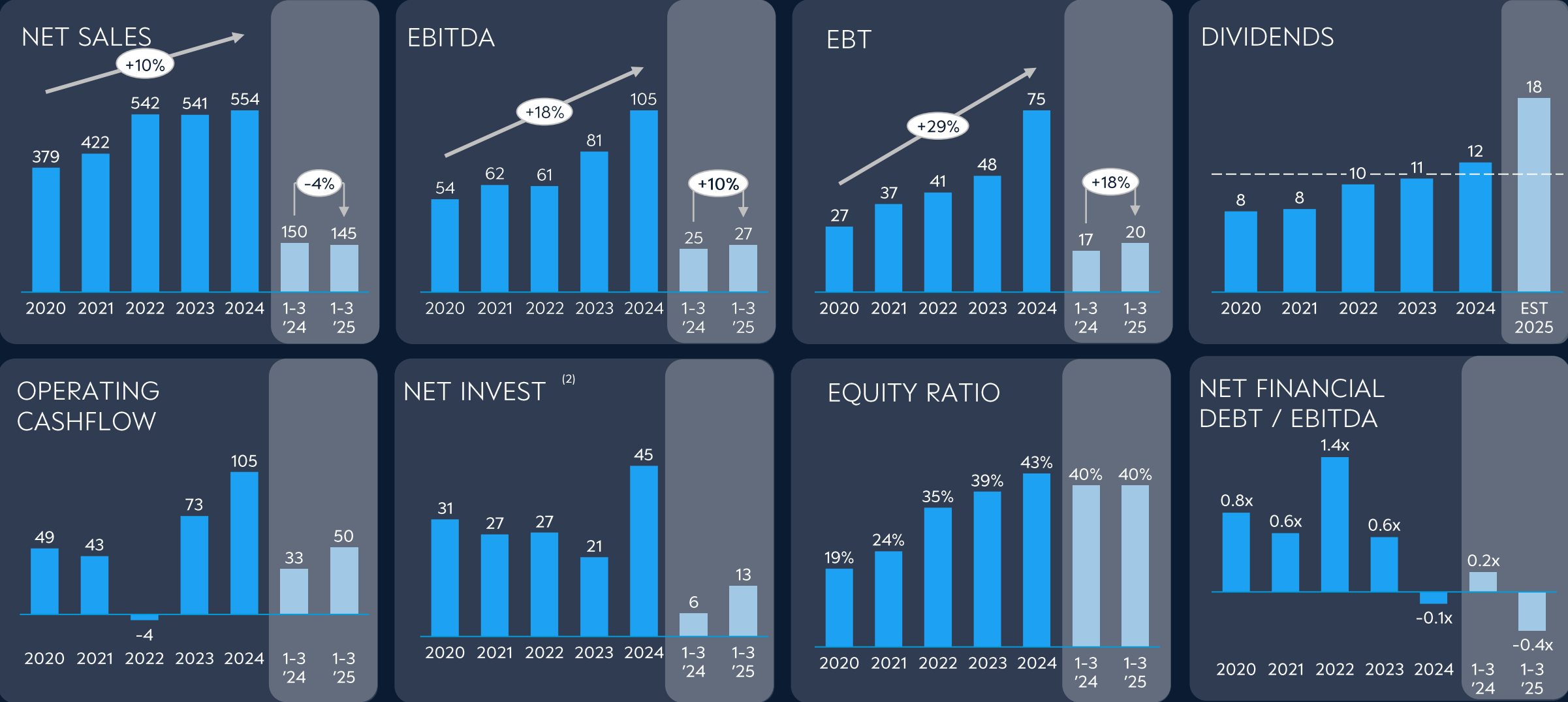
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KEY FINANCIALS

Development in key figures⁽¹⁾



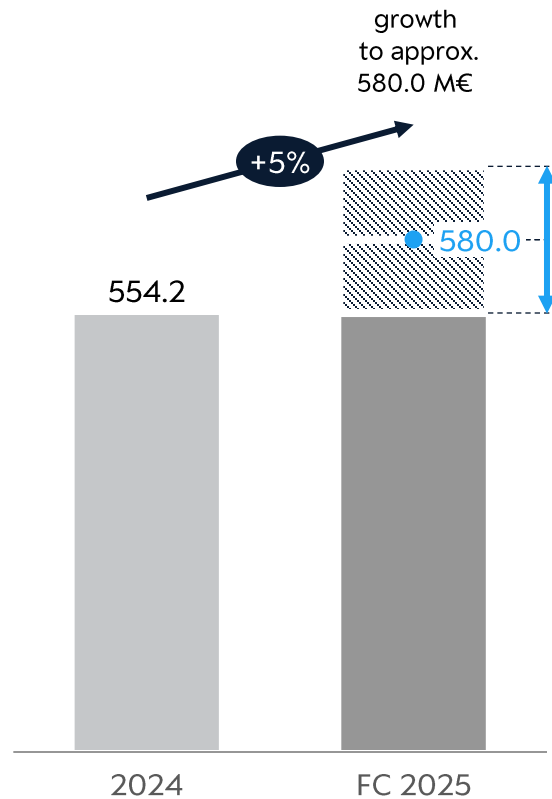
(1) All figures in M€; (2) Posted invoices

OUTLOOK 2025 (in M€)

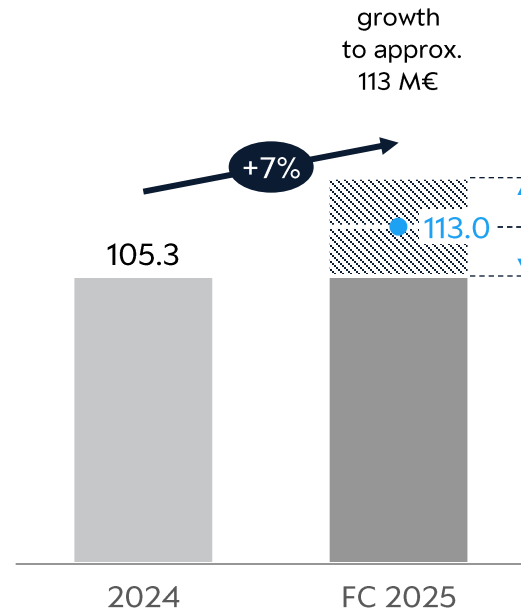
Alzchem on growth path in sales and EBITDA



SALES



EBITDA

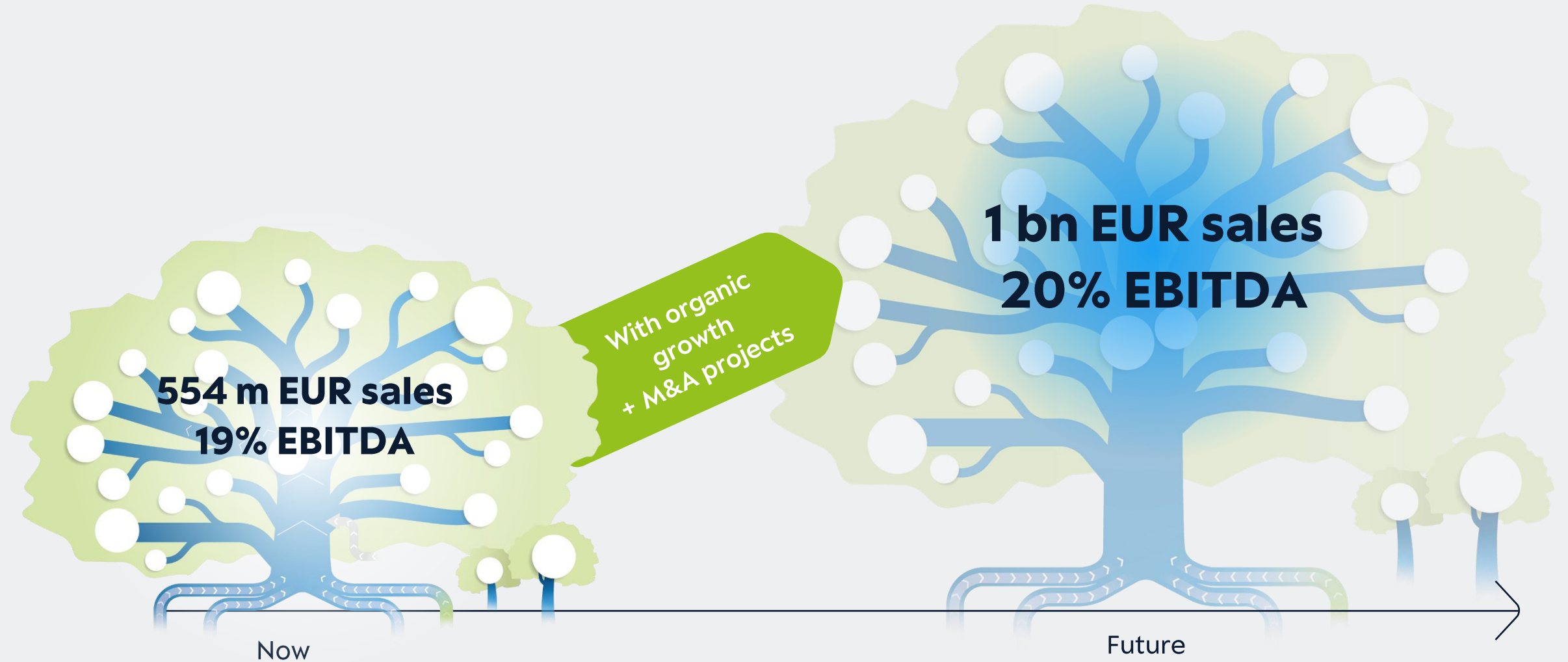


COMMENTS

- Outlook for 2025 confirmed
- Major assumptions are still valid
 - No global recession; stable world economy with raw material and logistics costs remain at 2024 levels
 - Electricity prices stay high as in Q4 2024
 - Existing and applied-for approvals are maintained
 - No further disruptions from the Ukraine conflict and no additional market barriers or trade restriction
 - No major impacts from the US tariffs policy
- Sales Growth
 - Organic growth, no acquisitions
 - Specialty Chemicals: Growth mainly through increased volumes of Creapure®, Creamino® and Nitroguanidin
 - Basics & Intermediates: Slight sales decline expected, mainly due to metallurgy / steel industry. Positive trends for NITRALZ®
 - Capacity expansion for Nitroguanidin has no significant impact on 2025 sales
- EBITDA Growth
 - Further increase in higher-margin Specialty Chemical sales will increase EBITDA as well

VISION & STRATEGIC TARGET

Our sales and EBITDA goals in the future



FINANCIAL CALENDAR

Upcoming dates*



MAR 17	2025	Warburg Roadshow Paris
APR 30	2025	Quarterly Statement 1st Quarter 2025
MAY 8	2025	Annual General Meeting 2025
MAY 12 – 14	2025	German Spring Conference
JUN 12 – 13	2025	Berenberg Pan-European Discovery Conference
JUL 30	2025	Half-Year Financial Report 2025
SEP 9	2025	Berenberg Food Ingredients & Chemicals Conference
SEP 22 – 25	2025	Baader Investment Conference
SEP 23 – 25	2025	Berenberg and Goldman Sachs Conference
OCT 30	2025	Quarterly Statement 3rd Quarter 2025
NOV 13	2025	MKK – Münchner Kapitalmarkt Konferenz
NOV 24 – 26	2025	Deutsches Eigenkapitalforum

*subject to change

FEEDBACK

We appreciate your feedback



Were your expectations met?

Are you missing any content?

WE APPRECIATE YOUR FEEDBACK!

[Link](#)



**AGILE SCIENCE
PURE RESULTS**

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