

2018/10-12

AlzChem Group AG

Ulli Seibel, CEO Andreas Niedermaier, CFO

March 29, 2019



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Analyst presentation 2018/10-12

EXECUTIVE SUMMARY

BUSINESS AND FINANCIAL DETAILS

BACK-UP

HIGHLIGHTS



Summary of operative business full year 2018



FACTS & NUMBERS FOR CALENDAR YEAR 2018

- Record year in sales and EBITDA
- Successful focus on Specialty Chemicals
- Well prepared for start of own distribution of Creamino
- Major CAPEX projects on time and on budget
- Solid sales growth: 375.2 m€ (+ 6.0% vs. prev. year)
- Strong EBITDA : 49.4 m€ (+ 8% vs. prev. year)

OWN DISTRIBUTION OF CREAMINO



Well prepared for the start



Now direct from the manufacturer. The source of creatine for animal nutrition.



EFFECTS ON VOLUME

- Q1 2019: one-time effect expected that previous distribution partners empty their warehouses
- Delay of winning new customers
 in 2nd half year 2018 will end
 in January 2019
- Return to normal growth rates in Q2 2019 expected

CREAMINO ENERGY FOR HEALTHY GROWTH

EFFECTS ON MARGIN

- Evonik's wholesale margin to shift to AlzChem
- New production facility gives favorable economies of scale

CREAMINO IN USE



STRONG POSITION FOR FURTHER GROWTH



IP and patent ownership

- Owner of Creamino patents
- Production know-how
- Competence in energy metabolism
- Chemical and nutritional R&D

Quality & Regulatory compliance





Integrated production

- Backwards integrated production
- Total quality control
- Two dedicated plants
- Availability of critical raw materials

Brand & Trademark

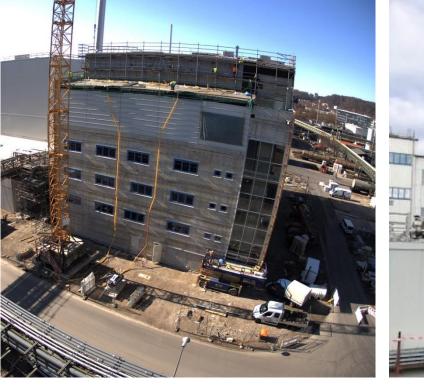


PROGRESS OF CONSTRUCTION PROJECTS

Projects on budget and on time for start in summer 2019



New production facility will triple the actual production capacity





Production of highly corrosive chlorinated nitriles with attractive margin

Investment secured with long term customer contracts

FINANCIAL OVERVIEW 2018



Result within guidance 2018

ALZCHEM GROUP	2017 Q4	2018 10-12	yoy %	2017 II 7-12	2018 II 7-12	yoy %	2017 1-12	2018 ² 1-12	yoy %	Guidance 2018
SALES (in M€)	81.2	88.0	8.4%	171.1	180.0	5.2%	353.9	375.2	6.0%	364.5 - 378.7
EBITDA (in M€) ¹	7.4	8.1	8.6%	17.7	18.4	3.8%	45.7	49.4	8.0%	49.0 - 54.0
EBITDA margin (in %)	9.1%	9.2%	0.1 pp	10.4%	10.2%	-0.2 pp	12.9%	13.2%	0.3 pp	12.9% - 14.8%
Earnings per Share (in € ct.)				5.8 ct	6.5 ct	12.4%	20.0 ct	22.2 ct	10.9%	

1) 2017 incl. IPO costs +2.0 m€; thereof Q4 1.1 m€

2) Unaudited; calculated by adding the two short fiscal years

COMMENTS

- Significant sales growth, driven by Specialty Chemicals
- Strong growth in EBITDA
- Non-operating costs of 1.5m EUR due to energy legislation ruling of EC (non-adjusted) nevertheless, EBITDA margin was improved





Analyst presentation 2018/10-12

EXECUTIVE SUMMARY

BUSINESS AND FINANCIAL DETAILS

BACK-UP

ALZCHEM GROUP – 2018/10-12 ANALYST PRESENTATION

BASICS & INTERMEDIATES SEGMENT

Our integrated system

DESCRIPTION

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.

SELECTED PRODUCTS







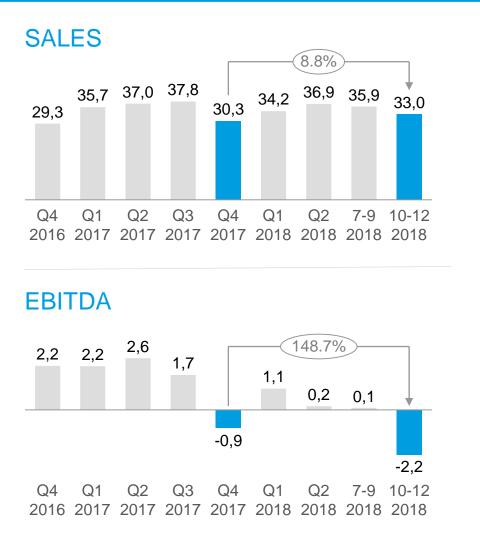


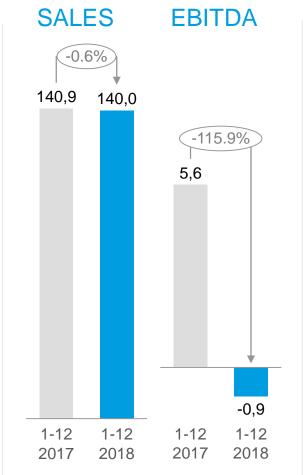


BASICS & INTERMEDIATES SEGMENT



Segment analysis – financial overview (m€)





SALES ANALYSIS

10-12 2017 vs. 10-12 2018	+ 8.0% Volume	+ 0.4% Price	+ 0.4% FX
1-12 2017 vs. 1-12 2018	- 0.1% Volume	- 0.2% Price	- 0.3% FX

COMMENTS

- 10-12 sales 9% above previous year level
- EBITDA negatively impacted by raw material prices (mainly black materials)
- Strong DCD & NITRALZ[®] sales
- Slightly weaker metallurgic business
- Higher spot prices for electricity

SPECIALTY CHEMICALS SEGMENT

Our growth focus

DESCRIPTION

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

SELECTED PRODUCTS

Creapure®DYHARD®Cormex®CREAMINOBioselect®







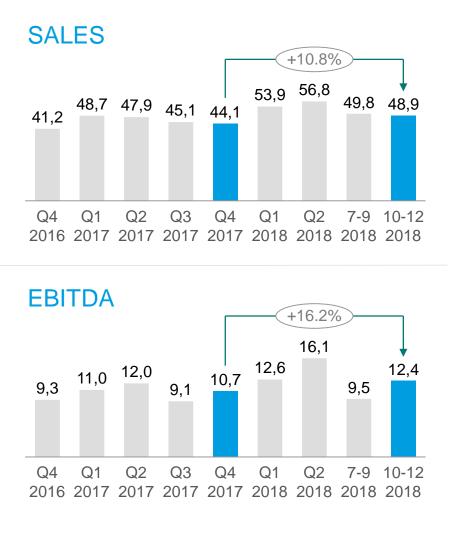


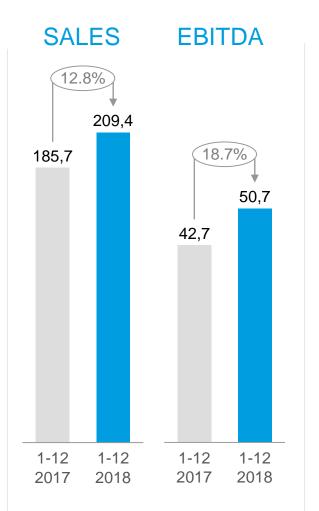
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SPECIALTY CHEMICALS SEGMENT



Segment analysis – financial overview (m€)





SALES ANALYSIS

10-12 2017 vs. 10-12 2018	+ 7.0% Volume	+ 3.0% Price	+ 0.8% FX
1-12 2017 vs. 1-12 2018	+ 12.8% Volume	+1.2% Price	- 1.0% FX

COMMENTS

- 10-12 sales sharply above previous year level
- Creamino business continues to grow very strongly
- Most products exceed last year Q4 sales
- Positive effect due to USD exchange rate in 10-12 compared to previous year Q4
- Specialty Chemicals also saw increases in raw material costs (mainly Glycin)

OTHER & HOLDING SEGMENT

Further activities

DESCRIPTION

The "Other & Holding" segment comprises all other activities that cannot be allocated to the other segments. The segment offers **infrastructure and energy** supply services at our locations for the chemicals segments and for external customers.







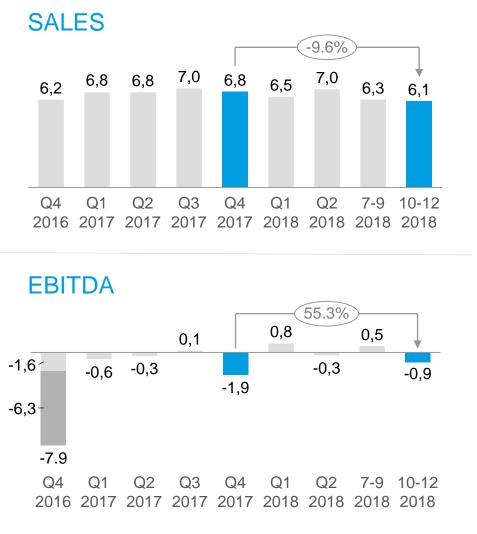


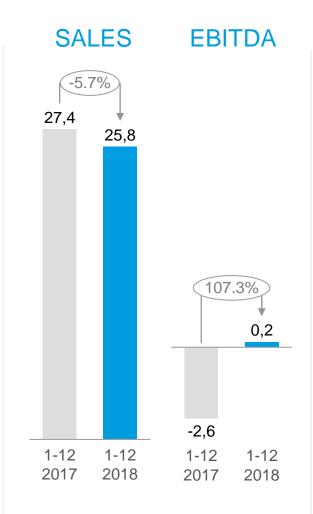
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OTHER & HOLDING SEGMENT

Segment analysis – financial overview (m€)







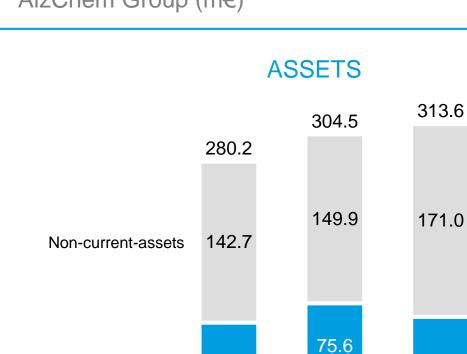
SALES ANALYSIS

10-12 2017 vs. 10-12 2018	- 11.2% Volume	+ 1.5% Price	± 0% FX
1-12 2017 vs. 1-12 2018	- 7.1% Volume	+ 1.5% Price	± 0% FX

COMMENTS

- · Sales volume follows customers site business
- Higher costs for revaluation of the landfill provision due to extension of landfill lifetime
- Less project costs (IPO)
- Lower technical expenses, focus of own capacity on CAPEX projects

ALZCHEM GROUP – 2018/10-12 ANALYST PRESENTATION



71.4

35.0

31.1

Inventories

Trade receivables

Other current-assets

78.9

34.4

29.3

52.3

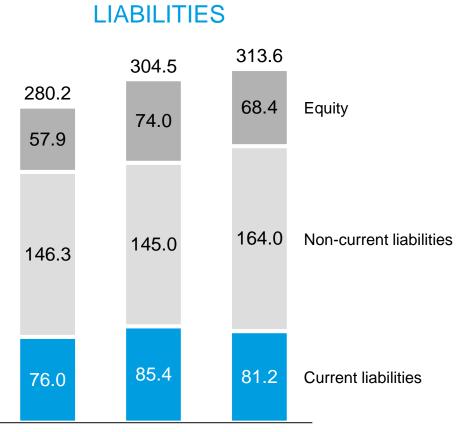
26.7

31.12.2017 30.06.2018 31.12.2018

BALANCE SHEET

AlzChem Group (m€)





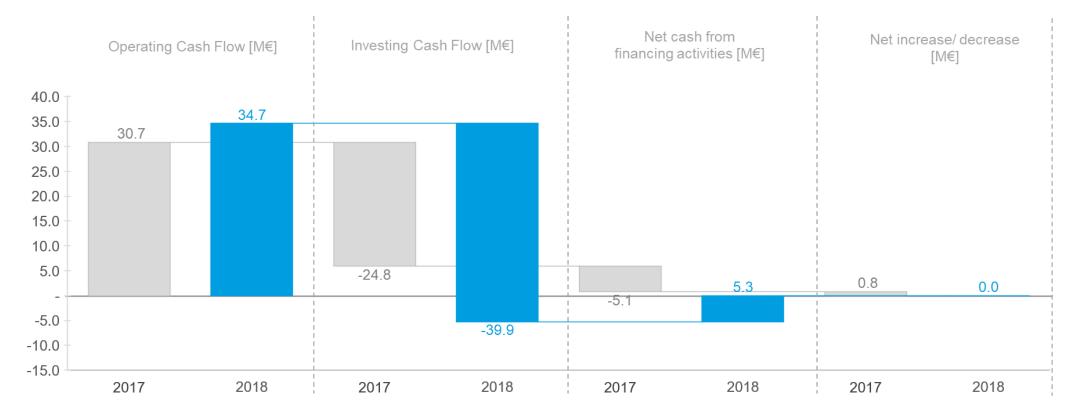
31.12.2017 30.06.2018 31.12.2018

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CASH FLOW



Growth CAPEX is the basis for further growth



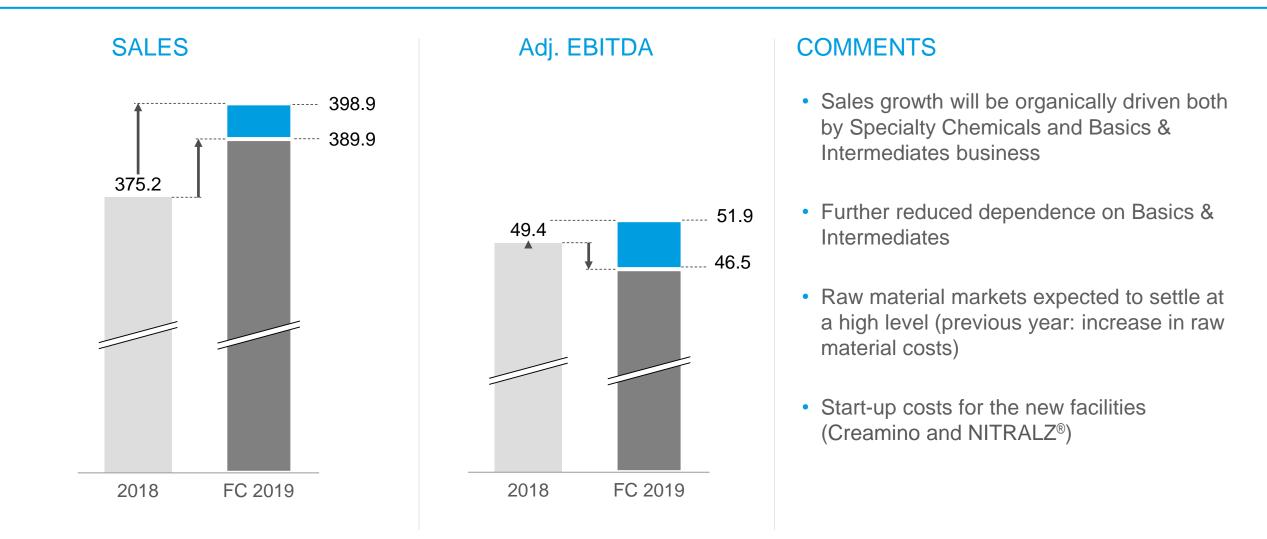
COMMENTS

- Higher operating cash flow due to good business performance
- Higher investing cash flow primarily due to main projects like Creamino and NITRALZ®

OUTLOOK 2019

Sales and earnings growth to continue (m€)





OUTLOOK 2019

Underlying assumptions



Assumptions

- No significant changes in market interest rates
- Overall economic growth of 2.2% assumed no economic turmoil (USA, China)
- Stability in product registration and energy legislation
- US dollar forecast: 1.15 € / US\$

Factors to watch

- Continued close monitoring of raw material prices
- Construction of major CAPEX projects will require full attention
- Focused development of Creamino own distriubution

FINANCIAL CALENDAR

Upcoming dates



				The main HITT
-	2019	MAY 10	Quarterly Statement 1 st Quarter 2019	Jan Martin
	2019	MAY 14	General Meeting 2019	
-	2019	MAY 15	Frühjahrskonferenz 2019, Frankfurt	1602 79 1630 01 759 73 1630 01 011 92 10 769 92 155
	2019	AUG 14	Half-Year Financial Report 2019	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
-	2019	NOV 14	Quarterly Statement 3rd Quarter 2019	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
	2019	NOV 25-27	Deutsches Eigenkapitalforum	
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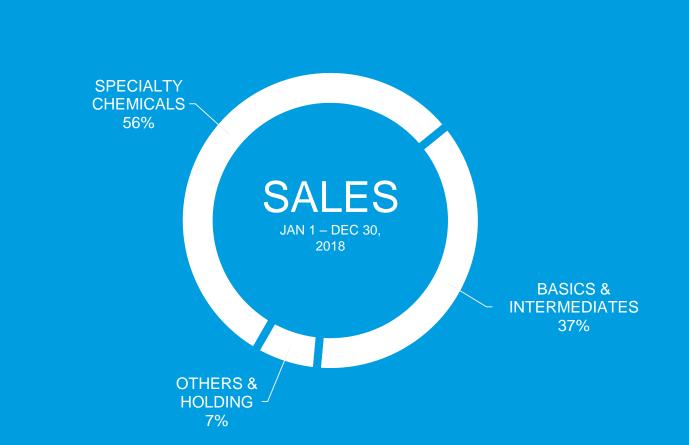












INNOVATION SINCE **1908**

Alzochem

THANK YOU FOR YOUR ATTENTION!

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Analyst presentation 2018/10-12

EXECUTIVE SUMMARY

BUSINESS AND FINANCIAL DETAILS

BACK-UP

BALANCE SHEET

AlzChem Group



ASSETS	31.12.2017	30.06.2018	31.12.2018
NON-CURRENT ASSETS			
Intangible assets	1.0	1.0	0.9
Tangible assets	115.1	123.2	144.3
Investment properties			
Investments accounted for using the equity method			
Financials assets	0.0	0.0	0.0
Trade receivables			
Other receivables	1.1	1.1	0.9
Deferred tax assets	25.4	24.6	25.0
SUM NON-CURRENT ASSETS	142.7	149.9	171.0
CURRENT ASSETS			
Inventories	71.4	75.6	78.9
Trade receivables	35.0	52.3	34.4
Financial assets		0.0	0.0
Other receivables	16.3	14.5	14.5
Income tax receivables	2.0	2.3	2.0
Cash and cash equivalents	12.8	9.8	12.9
Assets classified as held for sale			
Other assets			
SUM CURRENT ASSETS	137.5	154.6	142.6
SUM ASSETS	280.2	304.5	313.6

EQUITY & LIABILITIES	31.12.2017	30.06.2018	31.12.2018
EQUITY			
SHARE TO THE SHAREHOLDERS	55.7	72.6	67.0
Non-controlling interests	2.2	1.4	1.4
SUM EQUITY	57.9	74.0	68.4
NON-CURRENT LIABILITIES			
Provisions for pensions	107.2	107.2	110.0
Other provisions	17.4	18.3	18.9
Loans	19.2	16.4	32.6
Finance lease liabilities	0.2	0.2	
Other liabilities	0.0	0.7	0.5
Deferred tax liabilities	2.2	2.2	2.1
SUM NON-CURRENT LIABILITIES	146.3	145.0	164.0
CURRENT LIABILITIES			
Other provisions	1.2	3.5	2.6
Loans	22.1	22.3	25.4
Finance liabilities		0.0	0.0
Trade liabilities	28.2	30.6	30.9
Other liabilities	23.4	26.0	20.9
Income tax liabilities	1.1	3.0	1.5
SUM CURRENT LIABILITIES	76.0	85.4	81.2
Sum EQUITY AND LIABILITIES	280.2	304.5	313.6

INCOME STATEMENT

AlzChem Group



				Q4								YTD		
ALZCHEM GROUP (IN T€)	01.01.2017 - 31.03.2017	01.04.2017 - 30.06.2017	01.07.2017 - 30.09.2017	01.10.2017 - 31.12.2017	01.01.2018 - 31.03.2018	01.04.2018 - 30.06.2018	01.07.2018 - 30.09.2018	01.10.2018 - 31.12.2018	Deviation	(Q4)	31.12.2017	31.12.2018	Dev. \	ίΟΥ
Revenue	91.161	91.653	89.909	81.197	94.522	100.719	91.960	88.009	6.812	8%	353.920	375.210	21.289	26%
Changes in inventories of finished goods and work in pro-	1.082	455	-2.498	2.729	5.337	-547	-2.527	3.198	469	17%	1.768	5.461	3.693	135%
Other income	2.903	2.331	2.336	4.024	2.589	4.010	2.370	4.464	440	11%	11.594	13.432	1.838	46%
Raw materials and consumables used	-33.644	-35.279	-36.441	-32.506	-40.876	-39.304	-37.677	-37.565	-5.059	16%	-137.870	-155.422	-17.552	54%
Employee benefits expense	-28.229	-27.970	-25.625	-27.425	-29.123	-29.502	-26.917	-28.640	-1.216	4%	-109.248	-114.183	-4.935	18%
Other expense	-19.866	-16.673	-17.358	-20.598	-17.392	-19.474	-16.806	-21.470	-872	4%	-74.496	-75.142	-646	3%
EBITDA	13.408	14.517	10.322	7.422	15.057	15.902	10.403	7.995	573	8%	45.669	49.357	3.688	50%
Depreciation expense	-3.380	-3.444	-3.483	-3.683	-3.720	-3.777	-3.748	-3.941	-258	7%	-13.990	-15.186	-1.196	32%
EBIT	10.028	11.072	6.839	3.739	11.337	12.124	6.655	4.055	315	8%	31.679	34.170	2.492	67%
Investment income		17	6	15	9	29	30	11	-4	-25%	37	78	41	280%
Other interest and similar income	13	285	113	213	84	194	162	25	-188	-88%	624	465	-160	-75%
Other interest and similar expense	-643	-713	-962	-685	-697	-725	-771	-622	63	-9%	-3.004	-2.816	188	-27%
Financial result	-630	-410	-844	-458	-604	-503	-580	-587	-129	28%	-2.342	-2.273	69	-15%
Result from associates														
Result from ordinary business	9.397	10.662	5.996	3.281	10.733	11.621	6.075	3.468	187	6%	29.336	31.897	2.560	78%
Taxes on income and profit	-2.419	-2.994	-1.635	-1.717	-2.846	-3.445	-1.672	-1.170	547	-32%	-8.765	-9.134	-369	21%
thereof income tax	-2.043	-2.765	-1.400	417	-2.815	-2.992	-1.520	-1.278	-1.695	-407%	-5.791	-8.606	-2.815	-675%
thereof change from deferred taxes	-376	-229	-236	-2.134	-31	-453	-152	108	2.242	-105%	-2.973	-528	2.446	-115%
Annual result	6.979	7.668	4.360	1.564	7.886	8.176	4.403	2.298	733	47%	20.572	22.763	2.191	140%
thereof minority interests	90	54	23	11	-16	73	39	43	32	290%	179	138	-41	-369%
thereof shares held by shareholders	6.888	7.614	4.337	1.553	7.902	8.104	4.364	2.255	702	45%	20.393	22.625	2.232	144%
Result per share in EUR (calculated with 101.763 shares)	0,07 €	0,08 €	0,04 €	0,02 €	0,08 €	0,08 €	0,04 €	0,02 €	0,01 €	47%	0,20 €	0,22 €	0,02€	1 40 %

CASH FLOW

AlzChem Group



CASHFLOW [m€]	1-6/2017	1-6/2018	yoy %	7-12/2017	7-12/2018	yoy %	1-12/2017	1-12/2018	yoy %
OPERATING CASHFLOW	14.0	15.4	10.0%	16.6	19.2	15.7%	30.7	34.7	13.0%
INVESTING CASHFLOW	-7.4	-15.7	112.2%	-17.3	-24.2	39.9%	-24.8	-39.9	60.9%
FREE CASHFLOW	6.6	-0.3	-104.5%	-0.7	-4.9	600.0%	5.9	-5.2	-188.1%
RAISING / REPAYMENT FROM LOANS	-2.8	-2.6	7.1%	-2.0	16.7	935.0%	-4.8	14.1	393.8%
PAYMENT / DEPOSIT FROM SHORT-TERM CREDIT LINES	14.0	-0.1	-100.7%	1.7	2.6	-52.9%	15.7	2.5	84.1%
DIVIDENDS PAID	-17.8		-100.0%		-11.2		-17.8	-11.2	-37.1%
PAYMENT FROM CAPITAL INCREASE				2.6		-100.0%	2.6		-100.0%
COST OF CAPITAL INCREASE W/O TAX EFFECT				-0.7		-100.0%	-0.7		-100.0%
PAYMENT PROFIT CLAIM OF NON-CONTROLLING INTERESTS					-0.1			-0.1	
NET CASH FROM FINANCING ACTIVITIES	-6.5	-2.7	-58.5%	1.5	8.0	433.3%	-5.1	5.3	-203.9%
NET INCREASE / DECREASE CASH AND CASH EQUIVALENTS	0.0	-3.0		0.8	3.0	275.0%	0.8	0.0	-100.0%

SEGMENT OVERVIEW BY QUARTER



AlzChem Group

SALES [m€]	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	7-9 2018	10-12 2018	1-12 2 YTD	017 1-12 2018 YTD	yoy %
SPECIALTY CHEMICALS	48.7	47.8	45.1	44.1	53.9	56.8	49.8	48.9	18	.7 209.4	12.8%
BASICS & INTERMEDIATES	35.7	37.0	37.8	30.3	34.2	36.9	35.9	33.0	140	.9 140.0	-0.6%
OTHER & HOLDING	6.8	6.8	7.0	6.8	6.5	7.0	6.3	6.1	27	.4 25.8	-5.7%
GROUP CONSOLIDATION	0.0	0.0	-0.1			0.0	0.0		-(.1 0.0	
ALZCHEM GROUP	91.2	91.7	89.9	81.2	94.5	100.7	92.0	88.0	272	.7 375.2	37.6%

EBITDA [m€]	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	7-9 2018	10-12 2018	1-12 201 7 УТD	1-12 2018 YTD	yoy %
SPECIALTY CHEMICALS	11.0	12.0	9.1	10.7	12.6	16.1	9.5	12.4	32.1	50.7	58.2%
BASICS & INTERMEDIATES	2.2	2.6	1.7	-0.9	1.1	0.2	0.1	-2.2	6.5	-0.9	-113.7%
OTHER & HOLDING	-0.6	-0.3	0.1	-1.9	0.8	-0.3	0.5	-0.9	-0.7	0.2	126.2%
GROUP CONSOLIDATION	0.8	0.2	-0.7	-0.4	0.6	-0.1	0.2	-1.3	0.4	-0.6	
ALZCHEM GROUP	13.4	14.5	10.3	7.4	15.1	15.9	10.3	8.1	38.2	49.4	29.1%

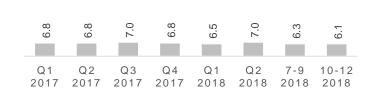
SALES SPECIALTY CHEMICALS



SALES BASICS & INTERMEDIATES

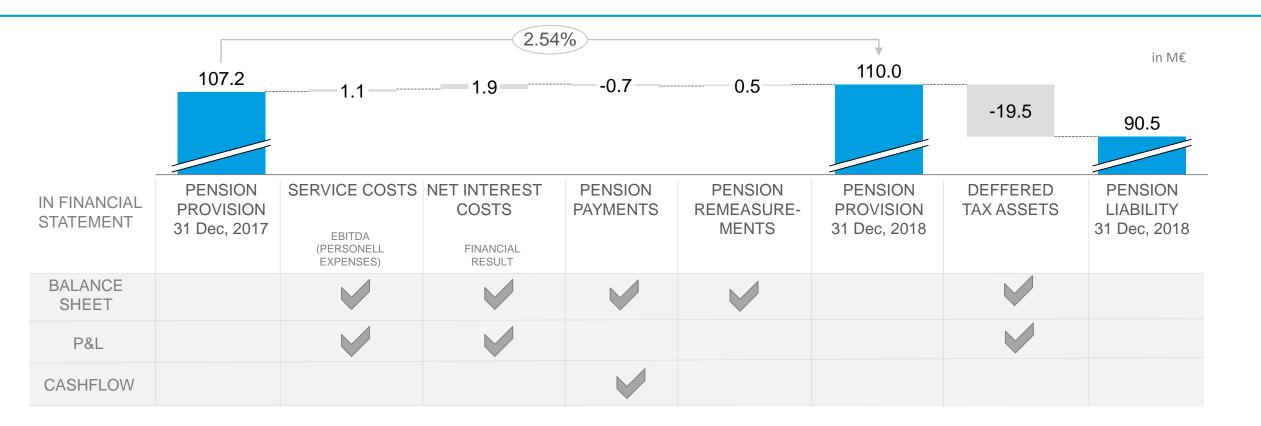


SALES OTHER & HOLDING



PENSION ACCOUNTING (IFRS)





COMMENTS

- Slight adjustment of market interest rate from $1.75\% \rightarrow 1.90\%$ as well as new morality tables from Heubeck included
- Continued low cash payments

Executive Team



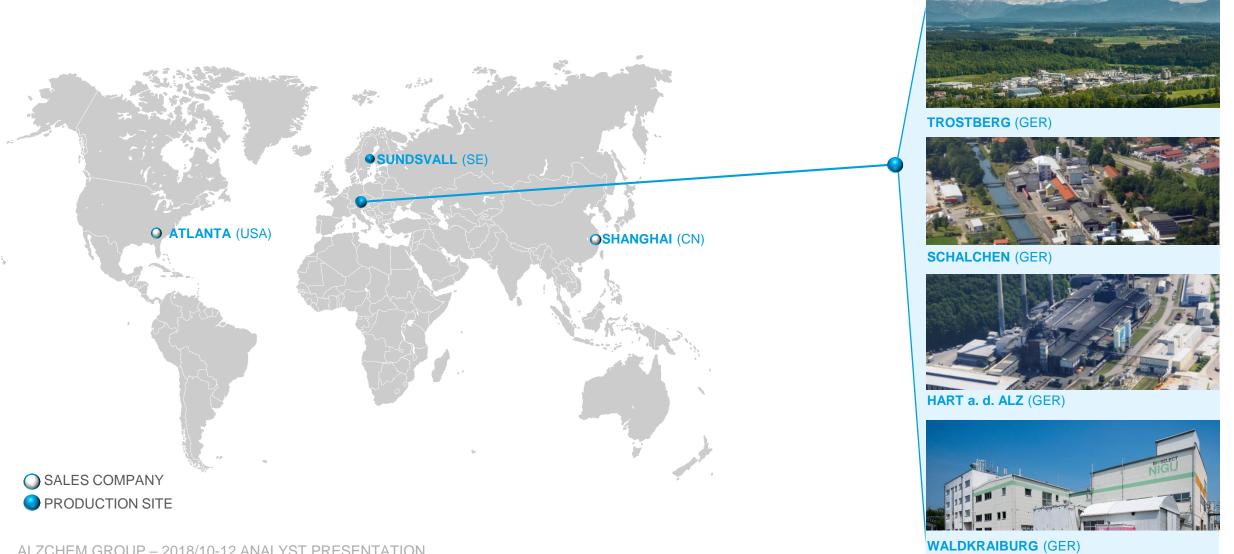
Experienced management to deliver on the next phase

	ULLI SEIBEL		ANDREAS NIEDERMAIER	KLAUS ENGLMAIER	
CURRENT POSITION	CEO (since 2009)		CFO (since 2010)	COO (since 2016)	
WITH ALZCHEM SINCE ¹	2009		1999	1988	
DEGREE	Industrial Engineering		Industrial Engineering	Mechanical Engineering	
AREAS OF RESPONSIBILITY	 Company Strategy Investor Relations Sales Marketing R&D 		 Finance & Controlling IT Supply Chain Management Legal (Patents & Trademarks) HR & Social 	 Production Engineering Environment, Safety, Health, Quality Technology 	

ALZCHEM GROUP LOCATIONS



Production sites and sales companies



ALZCHEM GROUP - 2018/10-12 ANALYST PRESENTATION

Fully Integrated Business Model ("Verbund"- System)



Ability to adapt production to satisfy changing end market needs



THE "VERBUND-SYSTEM"

- Fully integrated production network
- The output of a production step serves as the basic input for the next production step.
- Cost benefits
- Highly specialized production chain as a unique selling point
- Full control over the quality and specification of all products

MEGATRENDS AS GROWTH DRIVERS



OUR PRODUCTS AND MARKETS



Successful with proven and new products in various industries

	MAIN PRODUCTS	DESCRIPTION	END-MARKETS
SPECIALTY CHEMICALS	CREAMINO	A feed additive for broilers and pigs	Feed additive
	III Creapure°	Premium brand for creatine monohydrate as a food supplement in sports nutrition	Food supplements
	III Alipure°	Alpha lipoic acid for dog food and food supplements	Food supplements
	C ormex [®]	Plant growth regulator used in fruit production	Agriculture
	BREATHRU'S 301	Additive for plant protection formulations	Agriculture
	Sitofex®	Plant growth regulator used in fruit production	Agriculture
	Alzogur	Biocide for the prevention of diseases in animal production	Agriculture
	Silzoť SO	Silicon nitride powder for the solar industry	Photovoltaics
	Silzoť HQ	Silicon nitride powder for ceramic applications	Ceramics
	Bioselect [®]	Highly purified form of guanidine hydrochloride salts	Pharmaceuticals / API
	Cyanamide	An organic compound widely used in agriculture and pharmaceuticals	Agriculture and pharmaceuticals
	DYHARD [®]	Hardeners and accelerators in powder, paste and liquid form	Hardener & Accelerator Systems for Composite Materials
	Thiourea	Various applications incl. flotation agents and pharmaceutical raw materials	Mining and pharmaceuticals
	Nitroguanidine	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	CaD	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
	Nitrile	Business fields in color, agro and pharmaceutical applications	Pigments Pharmaceutical
	Perlka [®]	Special calcium cyanamide multi-effect fertilizer	Agriculture

OTHER & HOLDING

Other activities not included in the "Specialty Chemicals" or "Basics & Intermediates" segments

Operation of the Trostberg Chemical Park (companies located at the site: AlzChem, BASF, Evonik, Aramark, VIACTIV, Degussa Bank)

Site services

ALZCHEM SHARE

Share Details 29.03.2019



ISIN / WKN	DE000A0AHT46 / A0AHT4	SHAREHOLDER STRUCTURE	%
TICKER SYMBOL	SFP1	LIVIA Corporate Development SE	37.7
TYPE AND NUMBER OF	101,763,355 bearer shares	HDI Vier CE GmbH	20.4
SHARES	with no par value (par value shares)	Four two na GmbH	15.8
STOCK EXCHANGES	Regulated Market (Prime Standard)	Free Float*	26.1
DESIGNATED SPONSOR	Baader Bank AG	ank AG Including M&G Investment Management Limited	
		Including Ulli Seibel	4.9

* Information regarding the free float in accordance with section 2.3 of the Guide to the Equity Indices of Deutsche Börse AG, as amended.

ALZCHEM GROUP – 2018/10-12 ANALYST PRESENTATION