

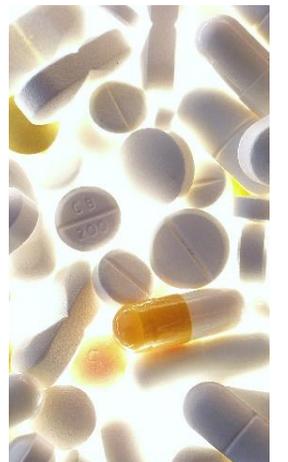


2018/2019

AlzChem Group AG  
Q1 - July 1 to September 30, 2018

Ulli Seibel, CEO  
Andreas Niedermaier, CFO

Nov 12, 2018



# DISCLAIMER



## Cautionary note regarding forward-looking statements

By reviewing this information, you acknowledge that the information may be updated, changed or corrected in the discretion of AlzChem Group AG (hereinafter “the Company”) at any time and should not be relied on for any investment decision or any other purpose. No representation or warranty (express or implied) is made as to the information provided to you, and the Company does not accept any liability in respect of the information.

This presentation has been prepared by the Company and it is furnished to you solely for your information and may not be reproduced or redistributed, in whole or in part, to any other person without the consent of the Company. This presentation contains summary information only and does not purport to be comprehensive and is not intended to be (and should not be used as) the sole basis of any analysis or other evaluation.

This presentation contains certain forward-looking statements relating to the business, financial performance and results of the Company and/or the industry in which the Company operates. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words “believes,” “expects,” “predicts,” “intends,” “projects,” “plans,” “estimates,” “aims,” “foresees,” “anticipates,” “targets,” and similar expressions. The forward-looking statements contained in this presentation, including assumptions, opinions and views of the Company or cited from third party sources, are solely opinions and forecasts which are uncertain and subject to risks. Actual events may differ significantly from any anticipated development due to a number of factors, including without limitation, changes in general economic conditions, in particular economic conditions in Germany, changes affecting interest rate levels, changes in electricity or energy prices, changes in competition levels, changes in laws and regulations, environmental damages and the potential impact of legal proceedings and actions. The Company does not guarantee that the assumptions underlying the forward-looking statements in this presentation are free from errors nor does it accept any responsibility for the future accuracy of the opinions expressed in this presentation or any obligation to update the statements in this presentation to reflect subsequent events. The forward-looking statements in this presentation are made only as of the date hereof. The Company does not undertake any obligation to review, update or confirm the content of the presentation.

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

Creamino® is a brand of Evonik

# AGENDA

Analyst presentation July – September 2018

---



## EXECUTIVE SUMMARY

---

## BUSINESS AND FINANCIAL DETAILS

---

## BACK-UP

# HIGHLIGHTS

Summary of operative business July to September 2018



- Growth focus on specialty chemicals
- Well prepared for start of own distribution of Creamino<sup>®1</sup>
- Successful progress in construction of major projects
- Solid sales growth: 7-9 '18: +2% (1-9 '18: + 5.3 %)
- Stable EBITDA : 7-9 '18: +0,4% (1-9 '18: + 7.9 %)

# Direct distribution of Creamino®



Well prepared for the start

## STATUS OF THE NEW SALES ORGANISATION

---

- Sales division “Animal Nutrition” established
- Sales staff, nutritionists and application support staff already hired
- Back office processes for logistics and customer service in place
- Major customers already visited
- Local distribution partners in Southeast Asia, Africa and for the Arabic as well as the Russian market under contract
- The whole team is poised for the start

## 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 (CAGR 2014 - 2017: 58%; 9 months 2018: 27%)

## EFFECTS ON MARGIN

---

- Evonik’s wholesale margin to shift to AlzChem
- New production facility gives favorable economies of scale
- Long term perspective: Even with competition margins could be at least as healthy as now

# Construction of new Creamino® production facility

Project on time and in budget



- Project is on time and on budget
- Start of production: Summer 2019
- New production facility will triple the actual production capacity from 7,000 to 21,000 tons

# Progress of construction projects

## Nitriles



- Project is on time and on budget
- Start of production in Summer 2019
- Production of highly corrosive chlorinated nitriles with attractive margin
- Investment secured with long term customer contracts

# FINANCIAL OVERVIEW July – September 2018



Result on track to full year guidance

ALZCHEM GROUP	7-9 2017	7-9 2018	yoy %	1-9 2017	1-9 2018	yoy %
SALES (in M€)	89.9	92.0	2.3%	272.7	287.2	5.3%
EBITDA (in M€)	10.3	10.4	0.4%	38.2	41.3	7.9%
EBITDA margin (in %)	11.5%	11.3%	-0.2 pp	14.0%	14.4%	0.4 pp

## COMMENTS

- Solid sales growth, driven by Specialty Chemicals
- Stable EBITDA
- 7-9 result on track to full year 2018 guidance, as well as in line with guidance 12 months rolling forecast 07.2018 – 06.2019
- YTD EBITDA margin improved on top of good sales growth
- Rising raw material and electricity costs have a dampening effect on EBITDA

# AGENDA

Analyst presentation July – September 2018

---



EXECUTIVE SUMMARY

---

**BUSINESS AND FINANCIAL DETAILS**

---

BACK-UP

# SEGMENT

## BASICS & INTERMEDIATES

AlzChem's **Basics & Intermediates** segment comprises the **production of intermediate** products which are either **used for the production of its Specialty Chemicals** products or **sold externally**, e.g., desulfurization blends for the metallurgy industry (sold under the brand name **CaD**).



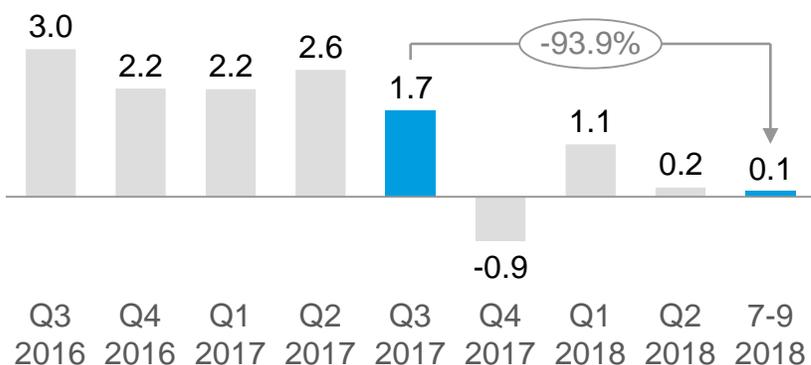
# SEGMENT BASICS & INTERMEDIATES

Segment analysis – financial overview (m€)

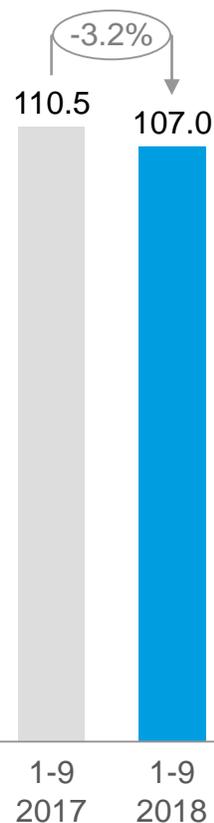
## SALES



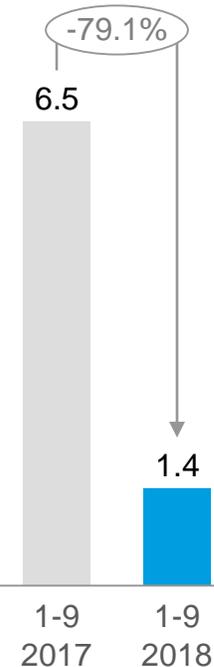
## EBITDA



## SALES



## EBITDA



## SALES ANALYSIS

7-9 2017 vs. 7-9 2018	- 4.8% Volume	- 0.5% Price	+ 0.1% FX
1-9 2017 vs. 1-9 2018	- 2.0% Volume	- 0.5% Price	- 0.7% FX

## COMMENTS

- 7-9 Sales 5.2% below previous year level
- Strong demand for DCD but lower quantities in metallurgic business
- EBITDA additionally impacted by raw material prices (coke and spot electricity price)
- Hard work to pass on increased raw material prices
- Prices below previous year due to product mix
- Lower sales of Perlka, due to unfavourable dry weather conditions in Europe

# SEGMENT

## SPECIALTY CHEMICALS

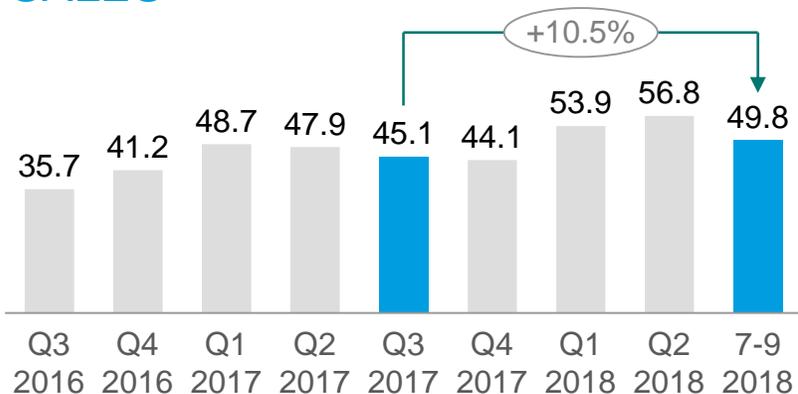
AlzChem's Specialty Chemicals segment comprises the production and distribution of higher-value products, e.g., a nutritional feed additive for the feed industry (**Creamino**<sup>®</sup>), a dietary supplement for the nutrition market (**Creapure**<sup>®</sup>), highly purified guanidine hydrochloride salts (**BioSELECT**<sup>®</sup>) for the biotechnology, diagnostics and pharma sector and silicon nitride powder (**Silzot**<sup>®</sup>) for the ceramics, coatings and photovoltaics industry.



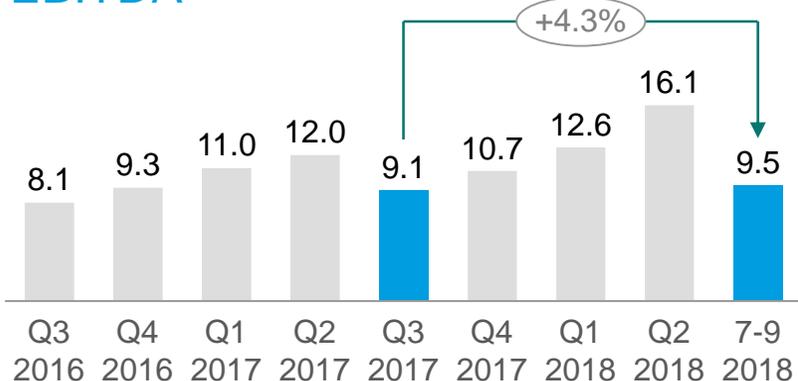
# SEGMENT SPECIALTY CHEMICALS

Segment analysis – financial overview (m€)

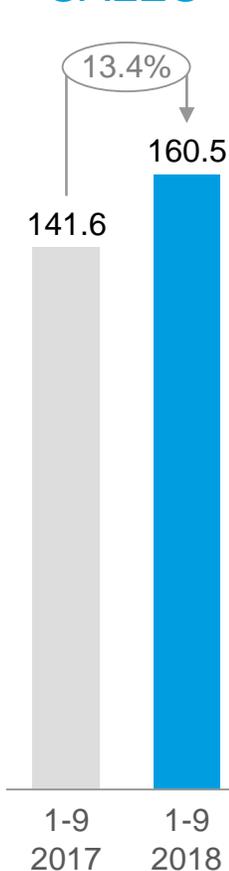
## SALES



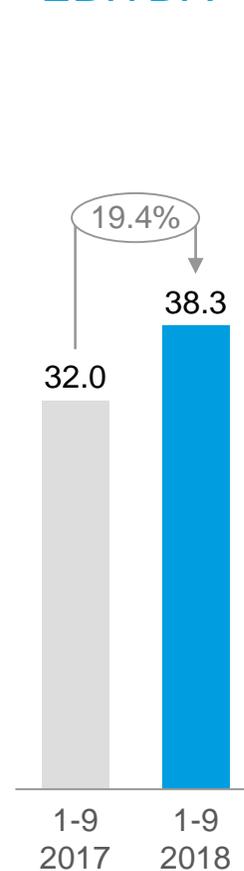
## EBITDA



## SALES



## EBITDA



## SALES ANALYSIS

7-9 2017 vs. 7-9 2018	+ 11.7% Volume	- 1.4% Price	+ 0.2% FX
1-9 2017 vs. 1-9 2018	+ 13.4% Volume	+ 1.4% Price	- 1.5% FX

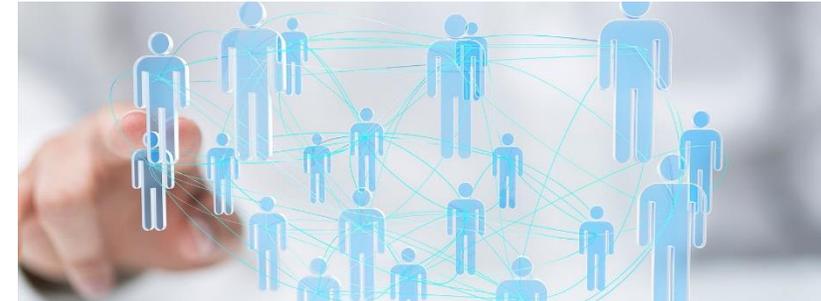
## COMMENTS

- Sales significant above previous year level
- Creamino® - business continues to grow very strongly
- All other specialty chemicals, despite of Silzot® Solar and Dormex® (seasonal effects), exceed the last year July - September sales
- EBITDA negatively impacted by raw material prices (mainly Glycin)
- Full year EBITDA margin at 24%

# SEGMENT

## OTHER & HOLDING

AlzChem's Other & Holding segment comprises AlzChem's holding and other activities which are not accounted for in the Specialty Chemicals or Basics & Intermediates segment. The majority of net sales in this segment are attributable to **services** including the **operation of the Chemiepark Trostberg** and the provision of site services to AlzChem Group companies and external customers.

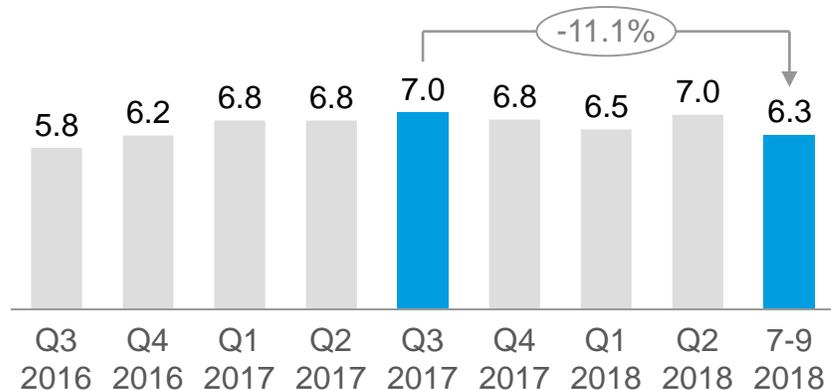


# SEGMENT OTHER & HOLDING

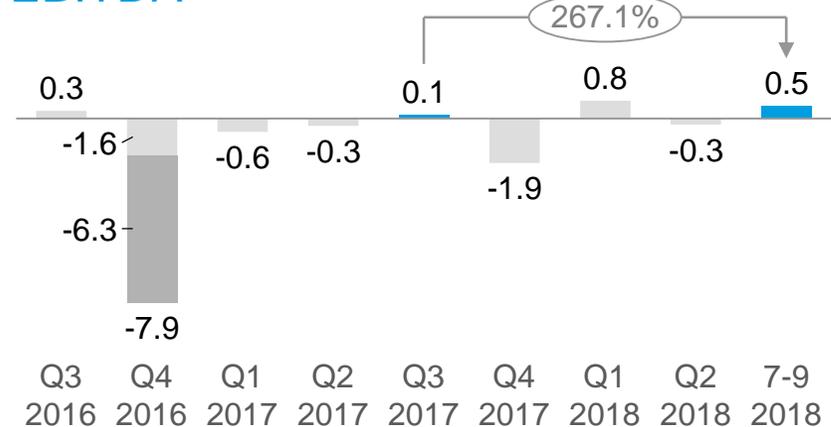


Segment analysis – financial overview (m€)

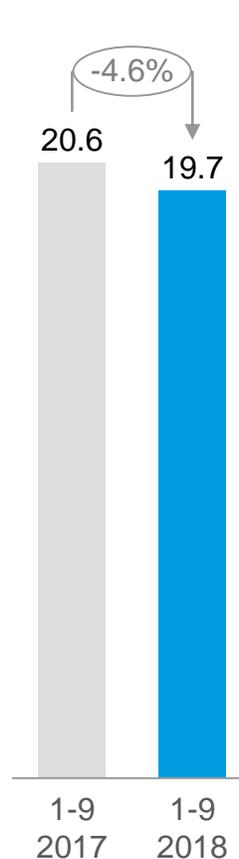
## SALES



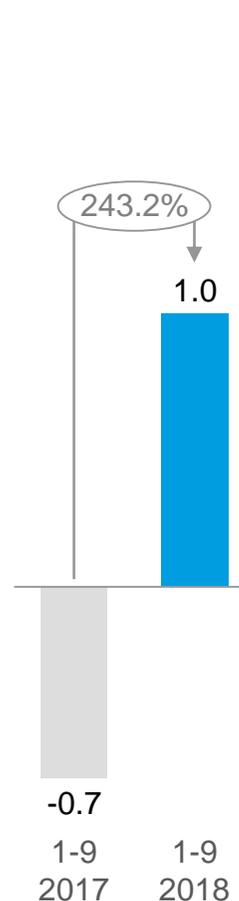
## EBITDA



## SALES



## EBITDA



## SALES ANALYSIS

7-9 2017 vs. 7-9 2018	- 12,5% Volume	+ 1.4% Price	± 0% FX
1-9 2017 vs. 1-9 2018	- 5.8% Volume	+ 1.5% Price	± 0% FX

## COMMENTS

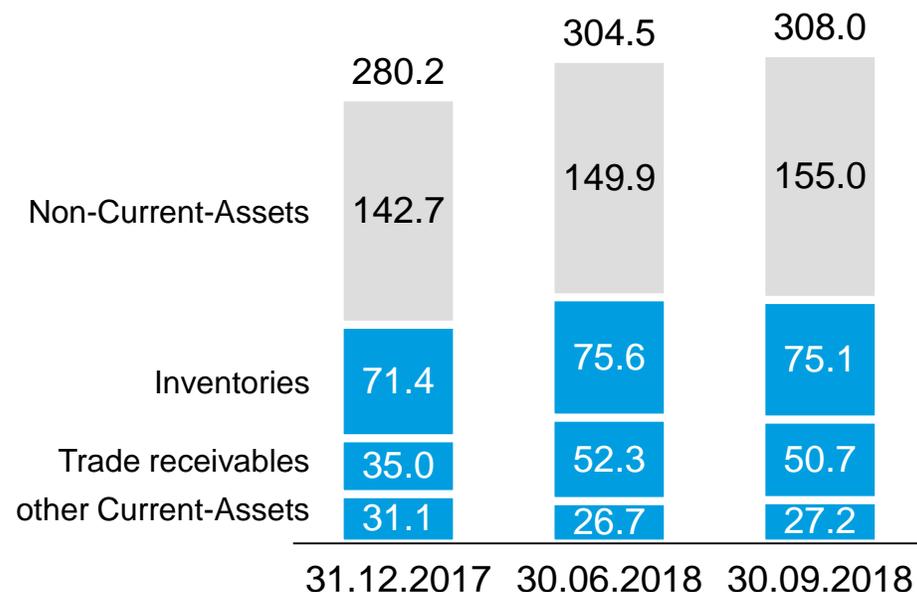
- Sales volume follows customer site business
- Less project costs (mainly IPO)
- Lower maintenance expenditure (due to focus of the capacity on CAPEX projects)

# BALANCE SHEET

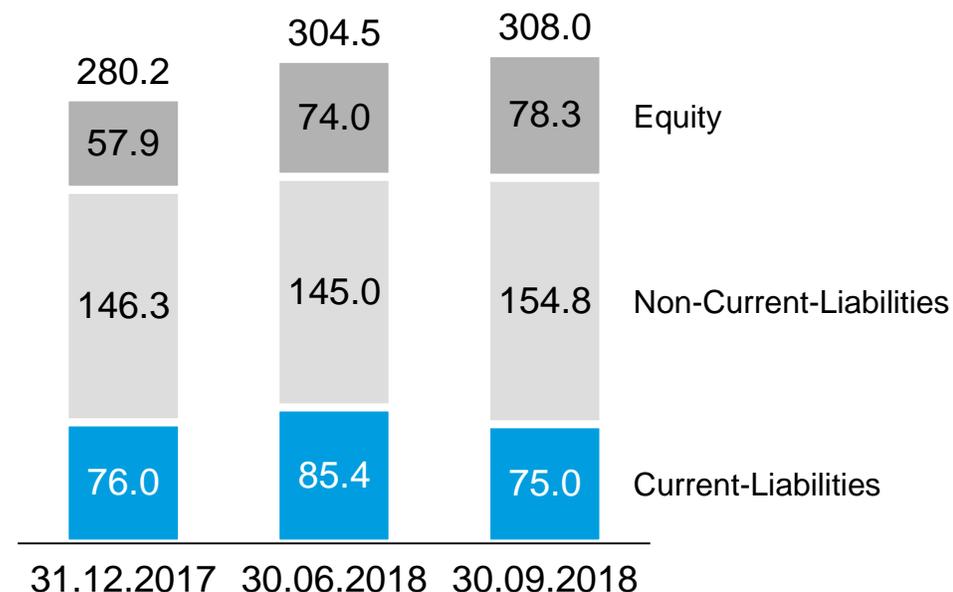
AlzChem Group (m€)



## ASSETS



## LIABILITIES



## COMMENTS

high inventories due to:

- high utilization of all production capacities
- longer advance purchase of raw materials from China due to uncertain supplies
- higher raw material prices become visible in inventory

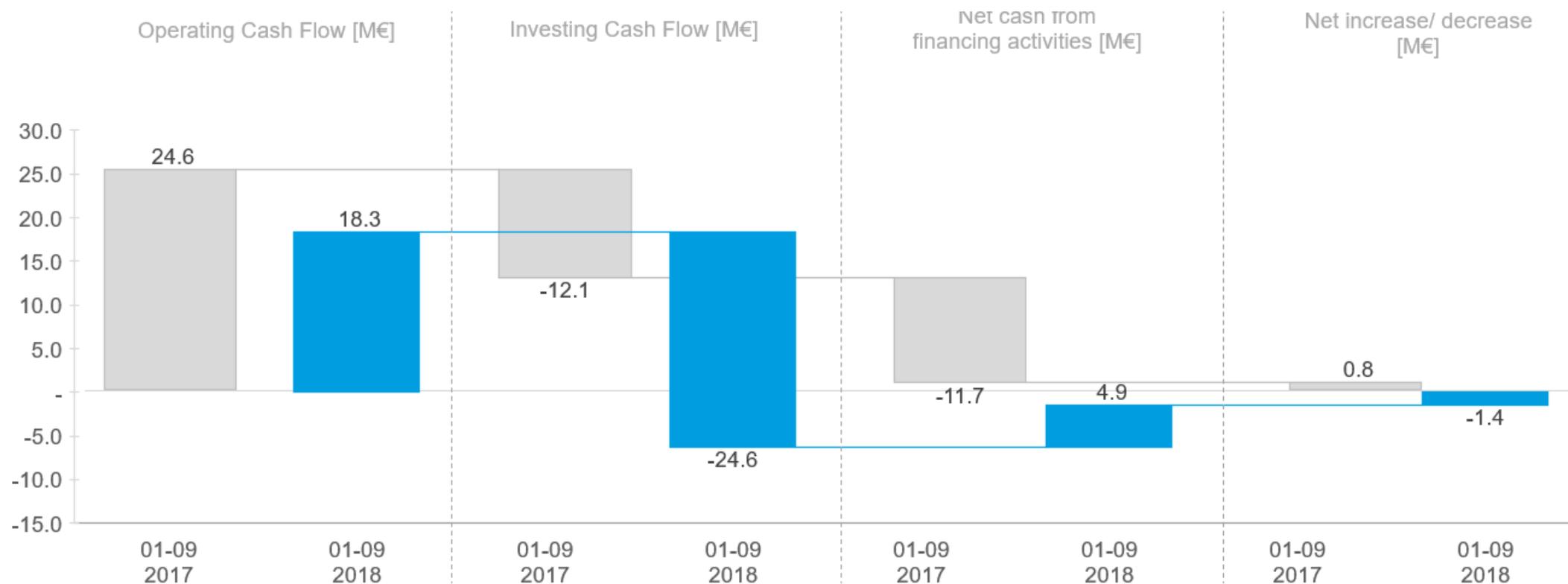
high trade receivables:

- due to good business performance
- related to closing date



# CASH FLOW

Growth CAPEX is the basis for further growth



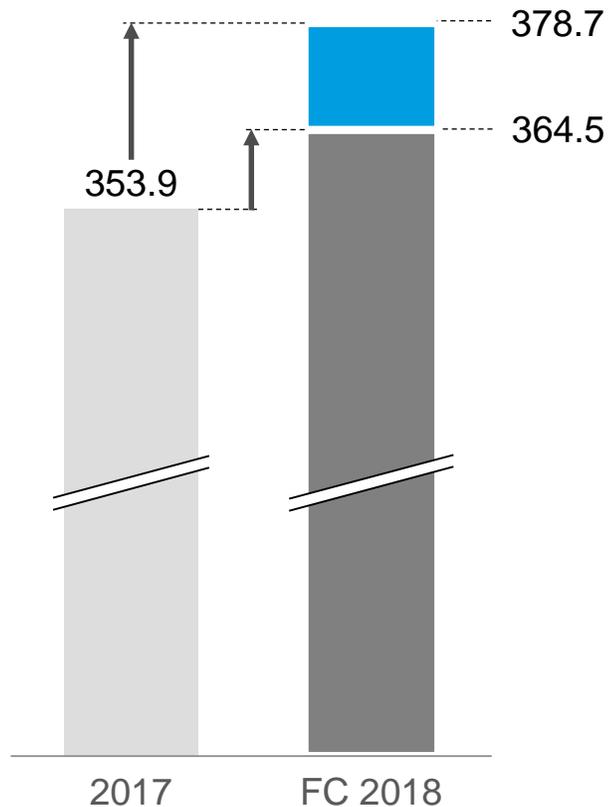
## COMMENTS

- Lower operating Cash Flow due to increased inventory, accounts receivable and accounts payable
- higher investing cash flow mainly due to investments in Creamino<sup>®</sup> and NITRALZ<sup>®</sup>

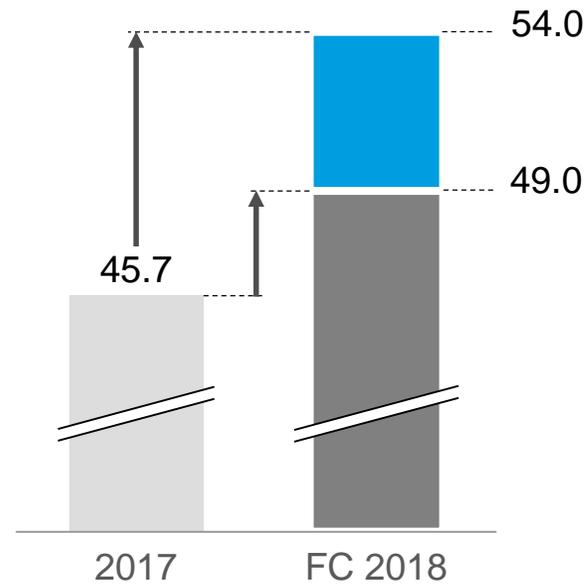
# OUTLOOK 2018

Sales and earnings growth continue – 7-9 confirms forecast (m€)

## SALES



## EBITDA



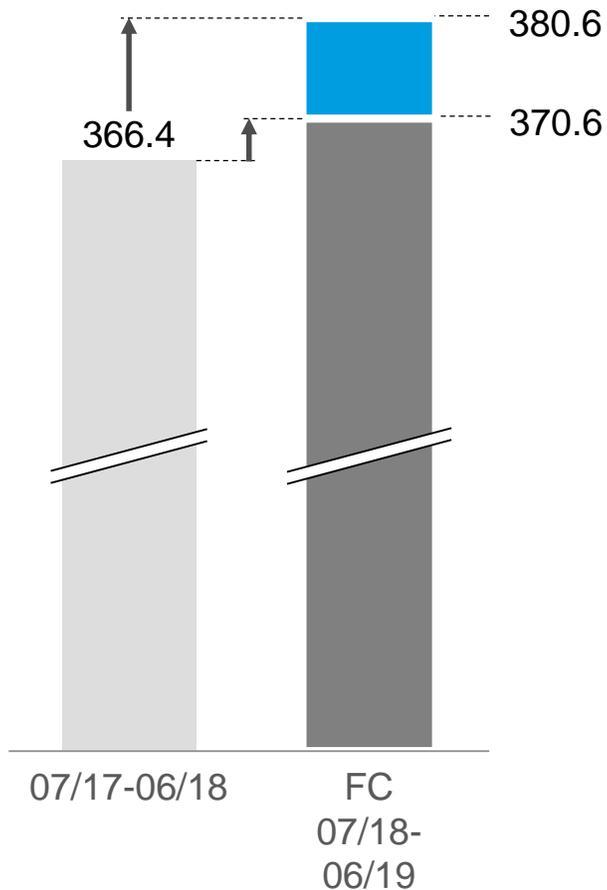
## COMMENTS

- sales growth will be driven primarily by specialty chemicals, mainly through Creamino<sup>®</sup>, Creapure<sup>®</sup> and Custom Synthesis
- Further reduced dependence on Basics & Intermediates
- EBITDA growth above sales growth as EBITDA-margin of Specialty Chemicals are above group average
- High volatility in raw materials and FX expected
- Overall, we continue to confirm the forecast given in the annual financial statements.

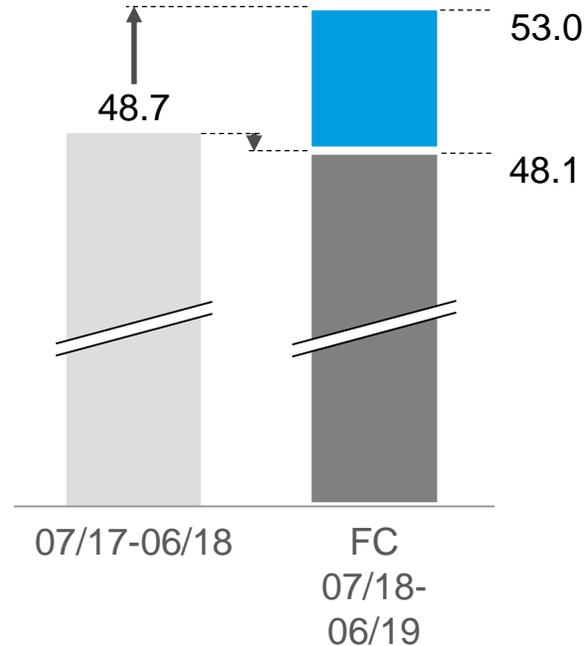
# OUTLOOK 07/18-06/19

Sales and earnings growth continue (m€)

## SALES



## EBITDA



## COMMENTS

- sales growth will be driven primarily by specialty chemicals, mainly through Creamino<sup>®</sup>, Creapure<sup>®</sup> and Custom Synthesis
- Further reduced dependence on Basics & Intermediates
- EBITDA growth in line with sales growth
- High volatility in raw materials and FX expected
- Transition phase before the next growth step, due to own Creamino<sup>®</sup> distribution and higher production capacity

# OUTLOOK

## 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 2018 Forecast: 1.15 € / US\$

### Factors to watch

- High volatility in raw material prices with potential impact on earnings
- Construction of major CAPEX projects will require full attention

# FINANCIAL CALENDAR



## Upcoming dates

2018	<b>NOV 12</b>	Q1 FIGURES 2018 (7-9)
2018	<b>NOV 22</b>	2nd GENERAL MEETING 2018
2018	<b>NOV 26- NOV 28</b>	Deutsches Eigenkapitalforum Frankfurt
2018	<b>DEC 6</b>	Berenberg European Conference 2018, London





**1,542**  
EMPLOYEES

Mio €  
**~287**  
SALES

Mio €  
**~41**  
EBITDA

Mio €  
**~18**  
OPERATING  
CASHFLOW



ALZCHEM  
PRODUCTS  
ARE SOLD  
**WORLDWIDE**

INNOVATION SINCE

**1908**

SPECIALTY  
CHEMICALS  
56%

BASICS &  
INTERMEDIATES  
37%

OTHERS &  
HOLDING  
7%

**SALES**

JANUARY 1 – SEPTEMBER 30,  
2018



THANK YOU  
FOR YOUR ATTENTION!

CONTACT

Investor Relations

T +49 8621 86-2888

F +49 8621 86-502888

ir@alzchem.com

[WWW.ALZCHEM.COM](http://WWW.ALZCHEM.COM)

# AGENDA

Analyst presentation July – September 2018

---



EXECUTIVE SUMMARY

---

BUSINESS AND FINANCIAL DETAILS

---

BACK-UP

# BALANCE SHEET

## AlzChem Group



ALZCHEM GROUP (IN T€)	31.12.2017	30.06.2018	30.09.2018	Deviation 30.09.2018 vs. 30.086.2018	
Intangible assets	1,009	991	884	-107	-10.8%
Tangible assets	115,131	123,161	128,433	5,272	4.3%
Investment properties					
Investments accounted for using the equity method					
Financials assets	20	20	20		
Trade receivables					
Other receivables	1,071	1,067	1,078	12	1.1%
Deferred tax assets	25,433	24,625	24,633	8	0.0%
<b>SUM NON-CURRENT ASSETS</b>	<b>142,666</b>	<b>149,864</b>	<b>155,048</b>	<b>5,185</b>	<b>3.5%</b>
Inventories	71,382	75,579	75,095	-484	-0.6%
Trade receivables	35,035	52,336	50,671	-1,665	-3.2%
Financial assets		0	0		
Other receivables	16,308	14,514	13,685	-829	-5.7%
Income tax receivables	1,990	2,321	2,180	-141	-6.1%
Cash and cash equivalents	12,802	9,844	11,364	1,519	15.4%
Assets classified as held for sale					
Other assets					
<b>SUM CURRENT ASSETS</b>	<b>137,516</b>	<b>154,595</b>	<b>152,994</b>	<b>-1,601</b>	<b>-1.0%</b>
<b>SUM ASSETS</b>	<b>280,182</b>	<b>304,459</b>	<b>308,043</b>	<b>3,584</b>	<b>1.2%</b>

ALZCHEM GROUP (IN T€)	31.12.2017	30.06.2018	30.09.2018	Deviation 30.09.2018 vs. 30.086.2018	
Share capital	101,763	101,763	101,763		
<b>RETAINED EARNINGS (+) / LOSS (-)</b>	<b>49,047</b>	<b>65,032</b>	<b>69,396</b>	<b>4,364</b>	<b>6.7%</b>
Other comprehensive income	-31,993	-31,033	-31,084	-51	0.2%
<b>SHARE TO THE SHAREHOLDERS</b>	<b>55,669</b>	<b>72,615</b>	<b>76,929</b>	<b>4,313</b>	<b>5.9%</b>
Non-controlling interests	2,225	1,429	1,379	-50	-3.5%
<b>SUM EQUITY</b>	<b>57,894</b>	<b>74,044</b>	<b>78,307</b>	<b>4,263</b>	<b>5.8%</b>
Provisions for pensions	107,234	107,218	107,796	578	0.5%
Other provisions	17,443	18,295	18,608	313	1.7%
Loans	19,203	16,403	25,362	8,960	54.6%
Finance lease liabilities	223	223		-223	-100.0%
Other liabilities	10	684	684		
Deferred tax liabilities	2,165	2,184	2,336	151	6.9%
<b>SUM NON-CURRENT LIABILITIES</b>	<b>146,278</b>	<b>145,007</b>	<b>154,786</b>	<b>9,779</b>	<b>6.7%</b>
<b>CURRENT LIABILITIES</b>					
Other provisions	1,209	3,491	3,470	-21	-0.6%
Loans	22,122	22,268	20,981	-1,287	-5.8%
Trade liabilities	28,199	30,617	22,544	-8,073	-26.4%
Other liabilities	23,421	26,022	25,479	-542	-2.1%
Income tax liabilities	1,059	3,011	2,475	-536	-17.8%
<b>SUM CURRENT LIABILITIES</b>	<b>76,010</b>	<b>85,408</b>	<b>74,950</b>	<b>-10,458</b>	<b>-12.2%</b>
<b>Sum EQUITY AND LIABILITIES</b>	<b>280,182</b>	<b>304,459</b>	<b>308,043</b>	<b>3,584</b>	<b>1.2%</b>

# INCOME STATEMENT

## AlzChem Group



ALZCHEM GROUP (IN T€)	Q3				Q3				Deviation (Q3)		YTD		Dev. YOY	
	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			30.09.2017	30.09.2018		
Revenue	91,161	91,653	89,909	81,197	94,522	100,719	91,953		2,045	2%	272,723	287,194	14,471	18%
Changes in inventories of finished goods and work in progress	1,082	455	-2,498	2,729	5,337	-547	-2,527		-28	1%	-961	2,264	3,224	118%
Other income	2,903	2,331	2,336	4,024	2,589	4,010	2,372		35	2%	7,570	8,970	1,400	35%
Raw materials and consumables used	-33,644	-35,279	-36,441	-32,506	-40,876	-39,304	-37,705		-1,264	3%	-105,364	-117,884	-12,520	39%
Employee benefits expense	-28,229	-27,970	-25,625	-27,425	-29,123	-29,502	-26,919		-1,294	5%	-81,823	-85,544	-3,720	14%
Other expense	-19,866	-16,673	-17,358	-20,598	-17,392	-19,474	-16,813		546	-3%	-53,898	-53,679	219	-1%
<b>EBITDA</b>	<b>13,408</b>	<b>14,517</b>	<b>10,322</b>	<b>7,422</b>	<b>15,057</b>	<b>15,902</b>	<b>10,362</b>		<b>40</b>	<b>0%</b>	<b>38,247</b>	<b>41,321</b>	<b>3,074</b>	<b>41%</b>
Depreciation expense	-3,380	-3,444	-3,483	-3,683	-3,720	-3,777	-3,748		-265	8%	-10,307	-11,246	-939	25%
<b>EBIT</b>	<b>10,028</b>	<b>11,072</b>	<b>6,839</b>	<b>3,739</b>	<b>11,337</b>	<b>12,124</b>	<b>6,614</b>		<b>-225</b>	<b>-3%</b>	<b>27,939</b>	<b>30,075</b>	<b>2,136</b>	<b>57%</b>
Investment income		17	6	15	9	29	30		25	441%	23	68	45	309%
Other interest and similar income	13	285	113	213	84	194	162		49	43%	412	440	28	13%
Other interest and similar expense	-643	-713	-962	-685	-697	-725	-771		191	-20%	-2,318	-2,194	125	-18%
<b>Financial result</b>	<b>-630</b>	<b>-410</b>	<b>-844</b>	<b>-458</b>	<b>-604</b>	<b>-503</b>	<b>-579</b>		<b>264</b>	<b>-31%</b>	<b>-1,884</b>	<b>-1,686</b>	<b>198</b>	<b>-43%</b>
Result from associates														
<b>Result from ordinary business</b>	<b>9,397</b>	<b>10,662</b>	<b>5,996</b>	<b>3,281</b>	<b>10,733</b>	<b>11,621</b>	<b>6,035</b>		<b>39</b>	<b>1%</b>	<b>26,055</b>	<b>28,389</b>	<b>2,333</b>	<b>71%</b>
Taxes on income and profit	-2,419	-2,994	-1,635	-1,717	-2,846	-3,445	-1,674		-38	2%	-7,048	-7,965	-917	53%
<i>thereof income tax</i>	-2,043	-2,765	-1,400	417	-2,815	-2,992	-1,520		-121	9%	-6,208	-7,328	-1,120	-269%
<i>thereof change from deferred taxes</i>	-376	-229	-236	-2,134	-31	-453	-153		82	-35%	-840	-637	203	-9%
<b>Annual result</b>	<b>6,979</b>	<b>7,668</b>	<b>4,360</b>	<b>1,564</b>	<b>7,886</b>	<b>8,176</b>	<b>4,361</b>		<b>1</b>	<b>0%</b>	<b>19,008</b>	<b>20,424</b>	<b>1,416</b>	<b>91%</b>
<i>thereof minority interests</i>	90	54	23	11	-16	73	40		17	72%	168	97	-71	-646%
<i>thereof shares held by shareholders</i>	6,888	7,614	4,337	1,553	7,902	8,104	4,321		-16	0%	18,840	20,327	1,487	96%
<b>Result per share in EUR (calculated with 101,763,355 shares)</b>	<b>0.07 €</b>	<b>0.08 €</b>	<b>0.04 €</b>	<b>0.02 €</b>	<b>0.08 €</b>	<b>0.08 €</b>	<b>0.04 €</b>		<b>0</b>	<b>0%</b>	<b>0.19 €</b>	<b>0.20 €</b>	<b>0.01 €</b>	<b>91%</b>

# CASH FLOW

AlzChem Group



CASHFLOW [m€]	Q3 / 2017	7-9 / 2018	yoy %	1-9 / 2017	1-9 / 2018	yoy %
OPERATING CASHFLOW	10.6	2.9	-72.6%	24.6	18.3	-25.6%
INVESTING CASHFLOW	-4.7	-8.9	89.4%	-12.1	-24.6	103.3%
<b>FREE CASHFLOW</b>	<b>5.9</b>	<b>-6.0</b>	<b>-201.7%</b>	<b>12.5</b>	<b>-6.3</b>	<b>-150.4%</b>
RAISING / REPAYMENT FROM LOANS	-0.4	9.0	2350.0%	-3.2	6.4	300.0%
PAYMENT / DEPOSIT FROM SHORT-TERM CREDIT LINES	-4.8	-1.3	-72.9%	9.3	-1.4	115.1%
DIVIDENDS PAID		-0.1		-17.8	-0.1	-99.4%
PAYMENT FROM CAPITAL INCREASE						
COST OF CAPITAL INCREASE W/O TAX EFFECT						
PAYMENT PROFIT CLAIM OF NON-CONTROLLING INTERESTS						
<b>NET CASH FROM FINANCING ACTIVITIES</b>	<b>-5.2</b>	<b>7.6</b>	<b>-246.2%</b>	<b>-11.7</b>	<b>4.9</b>	<b>-141.9%</b>
<b>NET INCREASE / DECREASE CASH AND CASH EQUIVALENTS</b>	<b>0.7</b>	<b>1.6</b>	<b>128.6%</b>	<b>0.8</b>	<b>-1.4</b>	<b>-275.0%</b>

# SEGMENT OVERVIEW BY QUARTER

## AlzChem Group

SALES [m€]	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	7-9 2018	Q4 2018	1-9 2017 YTD	1-9 2018 YTD	yoy %
SPECIALTY CHEMICALS	48.7	47.8	45.1	44.1	53.9	56.8	49.8		141.6	160.5	13.4%
BASICS & INTERMEDIATES	35.7	37.0	37.8	30.3	34.2	36.9	35.9		110.5	107.0	-3.2%
OTHER & HOLDING	6.8	6.8	7.0	6.8	6.5	7.0	6.3		20.6	19.7	-4.4%
GROUP CONSOLIDATION	0.0	0.0	-0.1			0.0	0.0		-0.1	0.0	
<b>ALZCHEM GROUP</b>	<b>91.2</b>	<b>91.7</b>	<b>89.9</b>	<b>81.2</b>	<b>94.5</b>	<b>100.7</b>	<b>92.0</b>		<b>272.7</b>	<b>287.2</b>	<b>5.3%</b>

EBITDA [m€]	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	7-9 2018	Q4 2018	1-9 2017 YTD	1-9 2018 YTD	yoy %
SPECIALTY CHEMICALS	11.0	12.0	9.1	10.7	12.6	16.1	9.5		32.1	38.3	19.4%
BASICS & INTERMEDIATES	2.2	2.6	1.7	-0.9	1.1	0.2	0.1		6.5	1.4	-79.1%
OTHER & HOLDING	-0.6	-0.3	0.1	-1.9	0.8	-0.3	0.5		-0.7	1.0	242.6%
GROUP CONSOLIDATION	0.8	0.2	-0.7	-0.4	0.6	-0.1	0.2		0.4	0.7	
<b>ALZCHEM GROUP</b>	<b>13.4</b>	<b>14.5</b>	<b>10.3</b>	<b>7.4</b>	<b>15.1</b>	<b>15.9</b>	<b>10.3</b>		<b>38.2</b>	<b>41.3</b>	<b>8.0%</b>

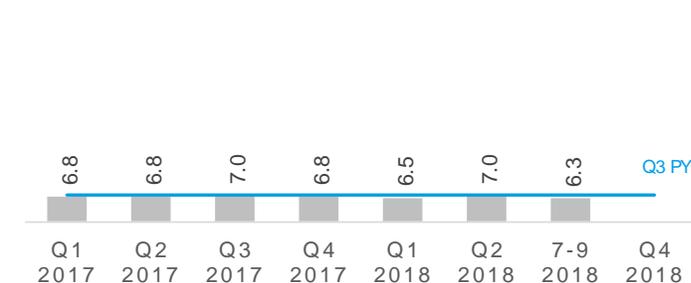
SALES SPECIALTY CHEMICALS



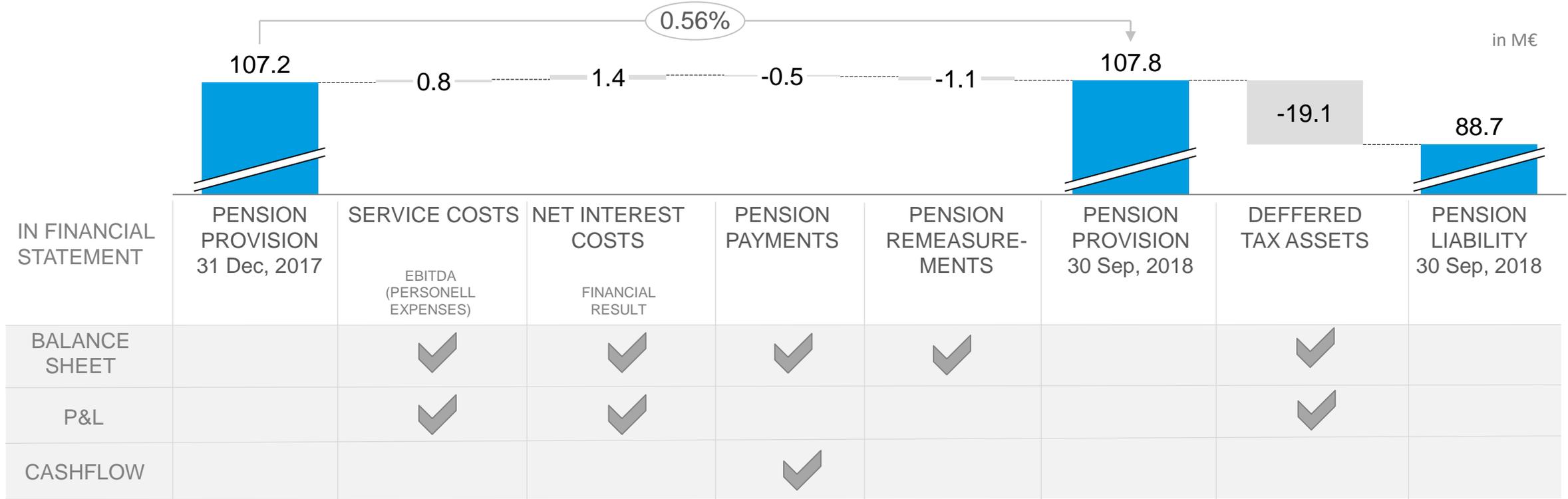
SALES BASICS & INTERMEDIATES



SALES OTHER & HOLDING



# PENSION ACCOUNTING (IFRS)



## COMMENTS

- Slight adjustment of market interest rate from 1.75% → 1.80% leads to minor remeasurements
- Continued low cash payments

# Executive Team

Experienced management to deliver on the next phase



**ULLI SEIBEL**



**ANDREAS NIEDERMAIER**



**KLAUS ENGLMAIER**

CURRENT POSITION	<b>CEO (since 2009)</b>	<b>CFO (since 2010)</b>	<b>COO (since 2016)</b>
AGE	43	49	58
WITH ALZCHEM SINCE <sup>1</sup>	2009	1999	1988
DEGREE	Industrial Engineering	Industrial Engineering	Mechanical Engineering
AREAS OF RESPONSIBILITY	<ul style="list-style-type: none"> <li>• Company Strategy</li> <li>• Investor Relations</li> <li>• Sales</li> <li>• Marketing</li> <li>• R&amp;D</li> </ul>	<ul style="list-style-type: none"> <li>• Finance &amp; Controlling</li> <li>• IT</li> <li>• Supply Chain Management</li> <li>• Legal</li> <li>• HR</li> </ul>	<ul style="list-style-type: none"> <li>• Production</li> <li>• Engineering</li> <li>• Environment, Safety, Health, Quality</li> <li>• Technology</li> </ul>

# ALZCHEM GROUP LOCATIONS

Production sites and sales companies



- SALES COMPANY
- PRODUCTION SITE



TROSTBERG (GER)



SCHALCHEN (GER)



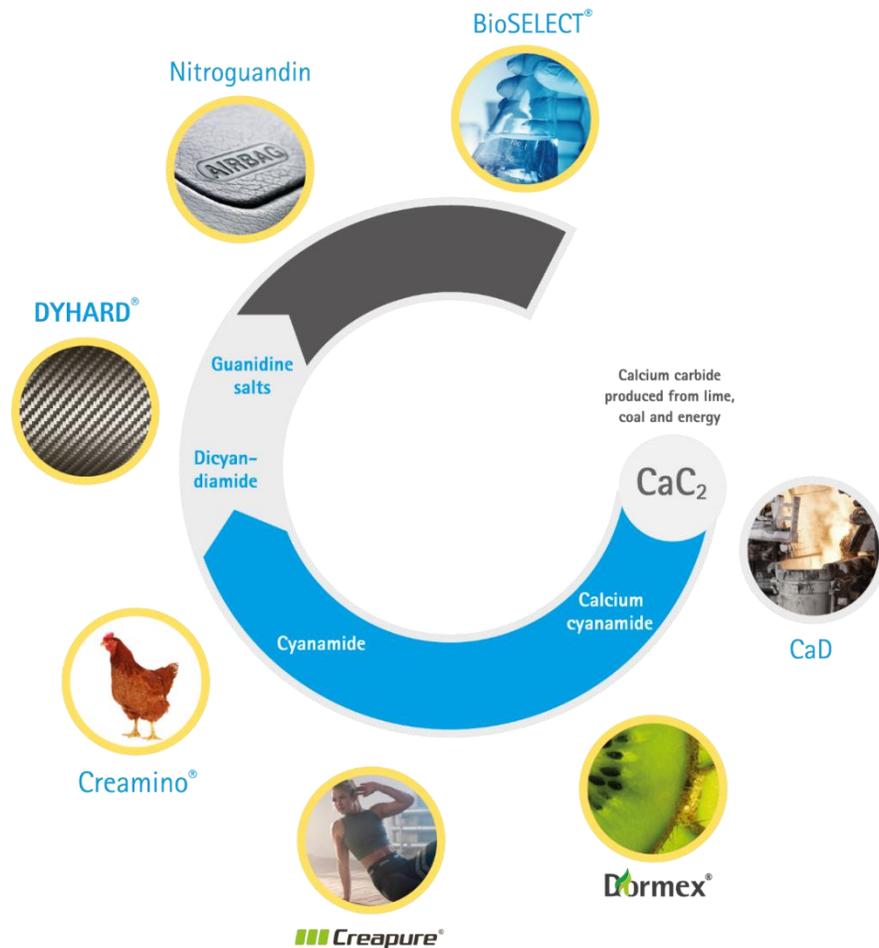
HART a. d. ALZ (GER)



WALDKRAIBURG (GER)

# Fully Integrated Business Model (“Verbund”- System)

Ability to adapt production to satisfy changing end market needs



Segment Specialty Chemicals Segment Basics & Intermediates

## THE “VERBUND”-SYSTEM

- Fully integrated production circle
- Output from one production step serves as base input for the next production step
- Highly specialized system that is difficult to replicate

## 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

# INTRODUCTION TO GROUP SEGMENTS

## Overview of Specialty Chemicals products

	KEY PRODUCTS	DESCRIPTION	END MARKETS
SPECIALTY CHEMICALS	<b>Creamino<sup>®</sup></b>	A nutritional additive for broilers and pigs	Feed additive
	 <b>Creapure<sup>®</sup></b>	Premium brand for creatine monohydrate used as supplements in sports nutrition	Dietary supplements
	 <b>Alipure<sup>®</sup></b>	Alpha-lipoic acid for dog feed additive and dietary applications	Pet feed additive Dietary supplements
	 <b>Dormex<sup>®</sup></b>	Plant growth regulator, used in fruit production	Agriculture
	 <b>BREATHRU'S 240</b>	Additive for plant protection formulations	Agriculture
	 <b>Sitofex<sup>®</sup></b>	Plant growth regulator, used in fruit production	Agriculture
	 <b>Alzogur</b>	Biocide, for disease prevention in animal production	Agriculture
	 <b>Silzot SQ</b>	Silicon nitride powder	Photovoltaics
	 <b>Silzot HQ</b>	Silicon nitride powder	Ceramics
	<b>BioSELECT</b>	Highly purified form of guanidine hydrochloride salts	Pharma/ API
	<b>Cyanamide</b>	Organic compound that is widely used in agriculture and pharma	Agrochemical Pharma
	<b>DYHARD<sup>®</sup></b>	Hardeners and accelerators in powder, paste and liquid form	Powder coatings Adhesives
	<b>Thiourea</b>	Diverse applications incl. flotation agent and pharma raw material	Mining Veterinary
<b>Nitroguanidine</b>	Intermediate for agrochemical products	Agrochemical	

# INTRODUCTION TO GROUP SEGMENTS (CONT'D)



Overview of **B&I** products and **O&H** services

	KEY PRODUCTS	DESCRIPTION	END MARKETS
BASICS & INTERMEDIATES	<b>CaD</b>	Calcium carbide-based process chemical for hot metal desulfurization	Steel industry
	Guanidine Salts	Gas generant for air bags, key production intermediate	Airbags Agrochemicals
	Dicyandiamide	Versatile intermediate for diverse markets including pharma	Pharma Fertilizer
	Nitrile	Buildings blocks for color, agro and pharma applications	Pigments Pharma
	 Perlka®	Specialty value-add nitrogen fertilizer	Agriculture
OTHER & HOLDING	Comprises AlzChem's holding and other activities which are not accounted for in the Specialty Chemicals or Basics & Intermediates segment		
	Operation of the Chemiepark Trostberg (companies based on site: AlzChem, BASF, Evonik, Aramark, VIActiv, Degussa Bank)		
	Site services		

# STOCK

Share Details 11.11.2018



ISIN / WKN	DE000A0AHT46 / A0AHT4
TICKER SYMBOL	SFP1
TYPE AND NUMBER OF SHARES	101,763,355 bearer shares with no par value (par value shares)
STOCK EXCHANGES	Regulated Market (Prime Standard)
DESIGNATED SPONSOR	Baader Bank AG

SHAREHOLDER STRUCTURE	%
<b>LIVIA Corporate Development SE</b>	<b>37.7</b>
<b>HDI Vier CE GmbH</b>	<b>20.4</b>
<b>Four two na GmbH</b>	<b>15.8</b>
<b>Free Float*</b>	<b>26.1</b>
Including M&G Investment Management Limited	7.6
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.

