



# AlzChem Group AG

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# DISCLAIMER



## Cautionary note regarding forward-looking statements

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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

Analyst Presentation Q2/2021



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EXECUTIVE SUMMARY

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BUSINESS AND FINANCIAL DETAILS

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BACK-UP

# HIGHLIGHTS

Record half year of AlzChem Group AG



European supply chain is becoming more and more important for customers, successful commissioning Nitralz



Positive business development leads to an increase in financial forecast for the fiscal year 2021



Raw material markets, energy purchase and logistics are still challenging



Recovery of steel and automotive business faster than expected



Sales and EBITDA above budget and previous year; EBITDA at record level



- Share buyback program completed successfully
- Successful replacement of shares

# CREATINE MONOHYDRATE FOR FUNCTIONAL FOOD

Creapure® - Vitality, Energy and Well-Being



Creapure® is an Excellent Ingredient for Enriching Foods and Completing the Diet of Vegans and Vegetarians

## **Creatine: Energy throughout the body**

- Creatine is crucial for the energy metabolism of the body.
  - increases both the performance and the endurance of muscles and brain
  - is relevant for the proper function of the immune system
  - improves the overall fitness (healthy aging).
  - Scientific research shows the positive effects of creatine in postviral fatigue syndrome and diabetes
- For balanced creatine levels we need to eat meat or fish.
- Vitamin B12 deficiency impairs the natural synthesis of creatine for many vegetarians.
- Supplementation with Creapure® increases creatine levels in vegetarians / vegans and therefore increases muscular and neuropsychological performance.

Application tests with Creapure® in e.g. dairy products show good stability results

Creapure® can be added to bars, cereals and dairy products as well as to meat and dairy alternatives based on plant protein.

Decision taken to expand capacity for Creatine and precursors

## SPECIALTY CHEMICALS

The additional investment will create profitable growth for the segment

**~11 m€**  
INVESTMENT

Regional market penetration  
Regional market expansion  
Product shortage on the market  
New sales products added  
New Creapure applications seen in the future  
(functional food, Vegetarian nutrition, healthy Aging)

Make short-term expansion necessary



## ADDITIONAL DEMAND

Plant expansion in special equipment and materials

## TURNOVER POTENTIAL

Up to 20 m€, dependent on product portfolio

## COMMISSIONING

Step by step beginning in Q2 up to Q3 2022





## Climate protection the easy way - Calcium Cyanamide changes agriculture

Eminex® suppresses methane and CO<sub>2</sub> emissions during manure slurry storage and improves your environmental footprint.

> 50% of methane emissions in Germany originate from agriculture.

Eminex® can virtually eliminate methane emissions, independently verified results.

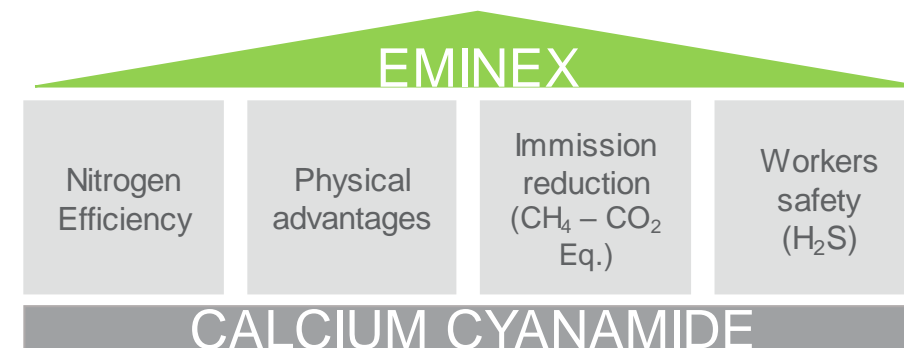
In addition:

- Eminex® captures highly toxic sulfide vapors.
- Eminex® reduces space requirement for liquid manure.
- Eminex® increases nitrogen efficiency.

Product market introduction in Q3/2021.



# Eminex



Responsible Care 2021  
Award Bavaria

Coming  
soon

# FINANCIAL OVERVIEW Q2/2021



## Key figures

AlzChem Group	Q2 2020	Q2 2021	yoy %	2020 1 - 6	2021 1 - 6	yoy %
SALES (in M€)	102.5	111.0	+8.3%	197.3	215.3	+9.2%
EBITDA (in M€)	16.8	19.0	+12.9%	29.1	35.7	+22.6%
EBITDA margin (in %)	16.4%	17.1%	+0.7 pp	14.8%	16.6%	+1.8 pp
Earnings per Share (in €)	0.66	0.90	+36.7%	1.09	1.68	+53.8%

## COMMENTS

- Sales and EBITDA in Q2/2021 significantly above Q2/2020
- Increase in sales mainly caused by the Basics & Intermediates segment, followed by Specialty Chemicals
- EBITDA in first half of 2021 and in Q2/2021 on record level
- Raw material and logistic situation strained, US currency unfavorable development

SALES ANALYSIS	DELTA Q2	DELTA 01 - 06
Volume	7.8%	9.8%
Price	2.1%	1.0%
Currency	-1.6%	-1.6%



# AGENDA

Analyst Presentation Q2/2021



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EXECUTIVE SUMMARY

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**BUSINESS AND FINANCIAL DETAILS**

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BACK-UP

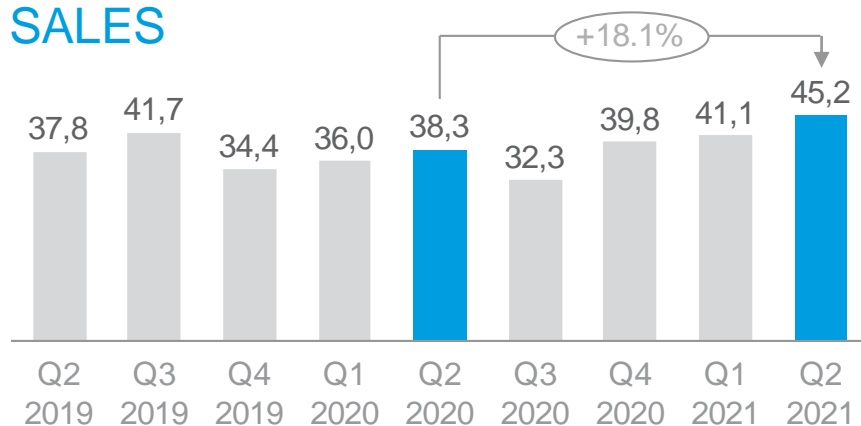


The "Basics & Intermediates" segment comprises the production of basic and intermediate products that are marketed as independent products for example in agriculture, steel production and the automotive sector and as raw materials for the manufacture of specialty chemicals.

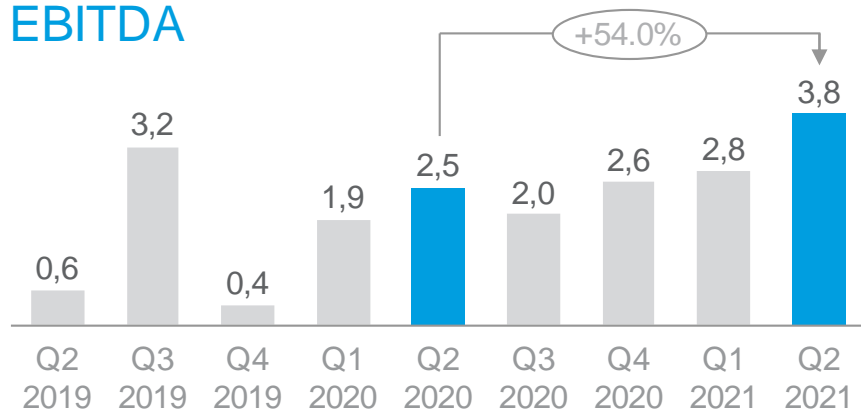
# BASICS & INTERMEDIATES SEGMENT

Strong sales and powerful EBITDA development

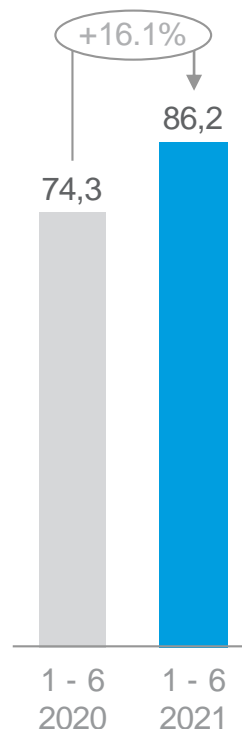
## SALES



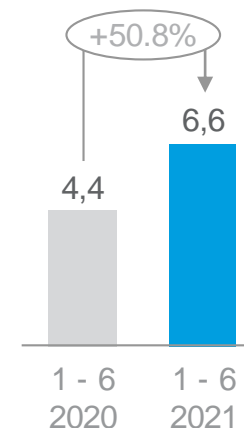
## EBITDA



## SALES



## EBITDA



## SALES ANALYSIS

	DELTA Q2	DELTA 01 - 06
Volume	14.1%	14.3%
Price	5.1%	2.8%
Currency	-1.2%	-0.9%

## COMMENTS

- Q2/2021 sales at record level; above budget and prior year
- Market share in metallurgical products increased significantly; Perlka® volumes increased again; Dicyandiamide and NITRALZ® with ongoing high demand.
- Raw material cost, energy- and CO<sub>2</sub> prices still increasing and challenge future results
- Strong EBITDA increase as a result of higher sales and cost efficiency projects

# SPECIALTY CHEMICALS



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

**CREAMINO**

**DYHARD<sup>®</sup>**

Bioselect<sup>®</sup>

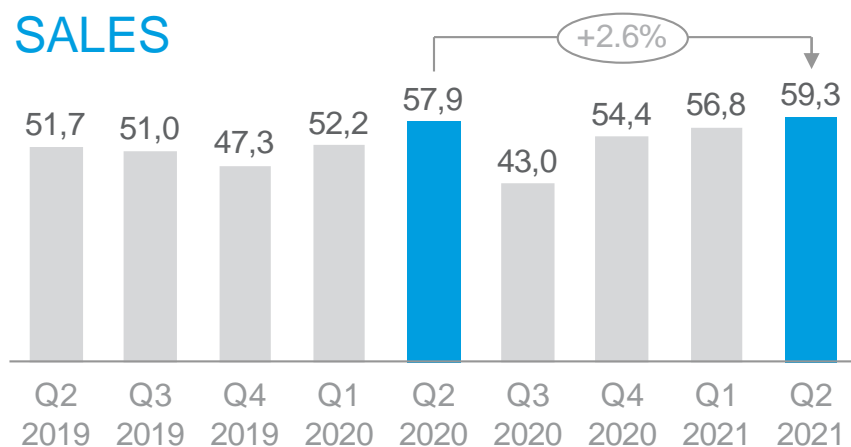
**Dormex<sup>®</sup>**

**Creapure<sup>®</sup>**

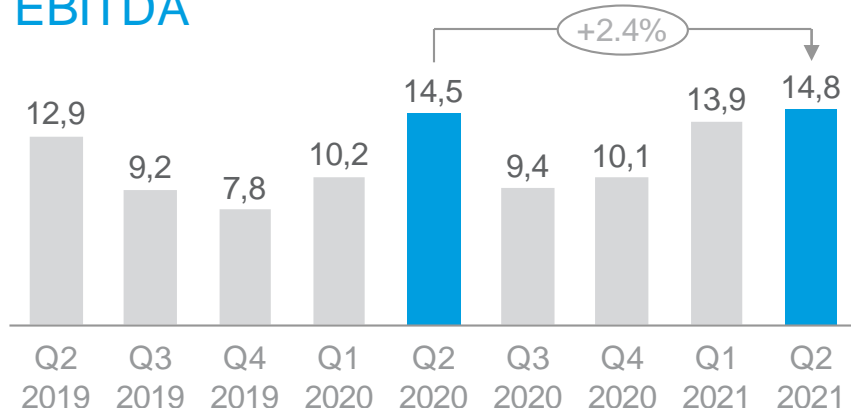
# SPECIALTY CHEMICALS SEGMENT

Positive development of sales and EBITDA

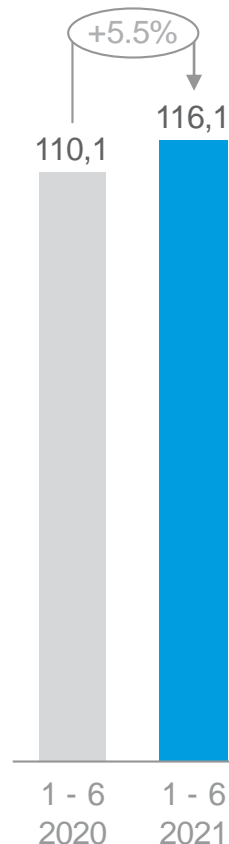
## SALES



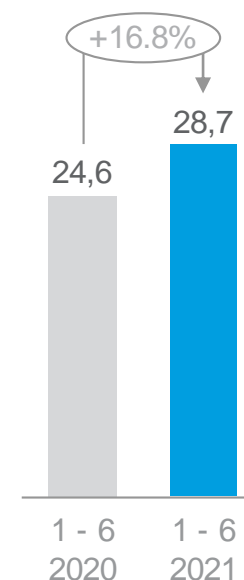
## EBITDA



## SALES



## EBITDA



## SALES ANALYSIS

	DELTA Q2	DELTA 01 - 06
Volume	4.6%	8.2%
Price	0.1%	-0.4%
Currency	-2.1%	-2.3%

## COMMENTS

- Sales increase from Q1 continued; sales in Q2/2021 strong above previous year
- High demand for BioSelect® products (raw materials for the pharmaceutical industry), Dyhard® products (wind energy) as well as Nigu® Nitroguanidin (automotive and agriculture business)
- Fast rebound in Dietary Supplements (Creapure®)
- Creamino® deliveries slightly below expectations
- EBITDA-margin at high level of 25%, significant increase compared to previous year due to rising sales volumes
- Exchange rate for USD deliveries reduced sales prices and impacted earnings



## OTHER & HOLDING



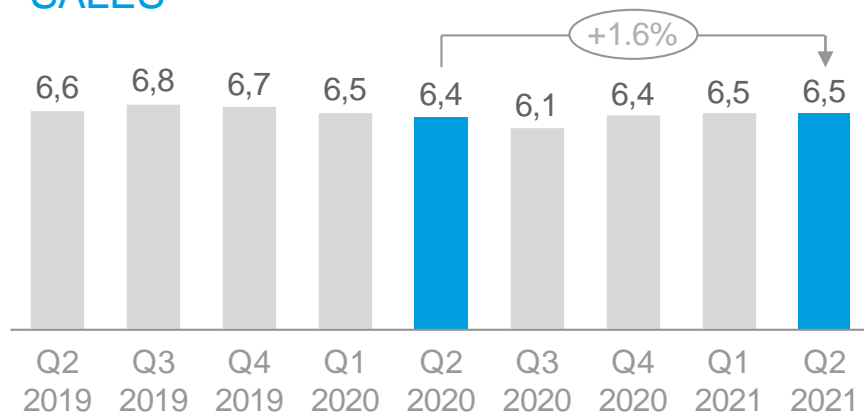
The "Other & Holding" segment offers infrastructure and energy supply services at our locations for the chemicals segments and for external customers.



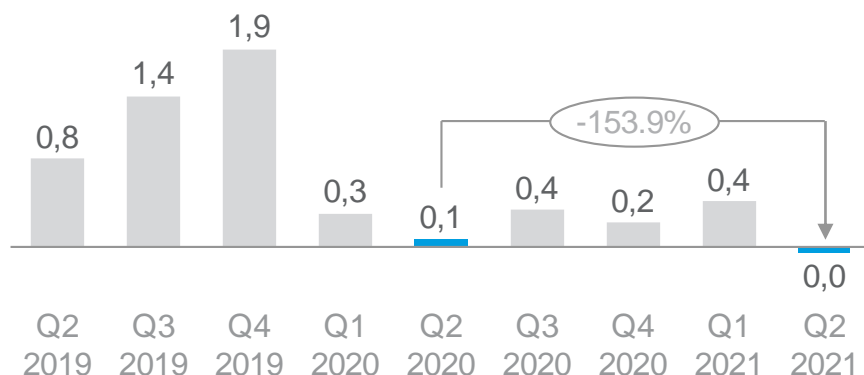
# OTHER & HOLDING SEGMENT

Service sales on previous year level

## SALES



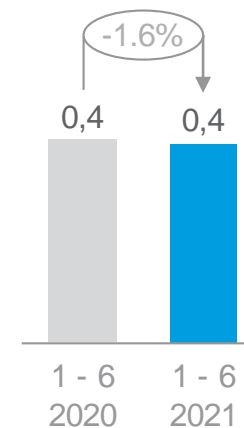
## EBITDA



## SALES



## EBITDA



## SALES ANALYSIS

	DELTA Q2	DELTA 01 - 06
Volume	-0.8%	-2.0%
Price	2.4%	2.3%
Currency	0.0%	0.0%

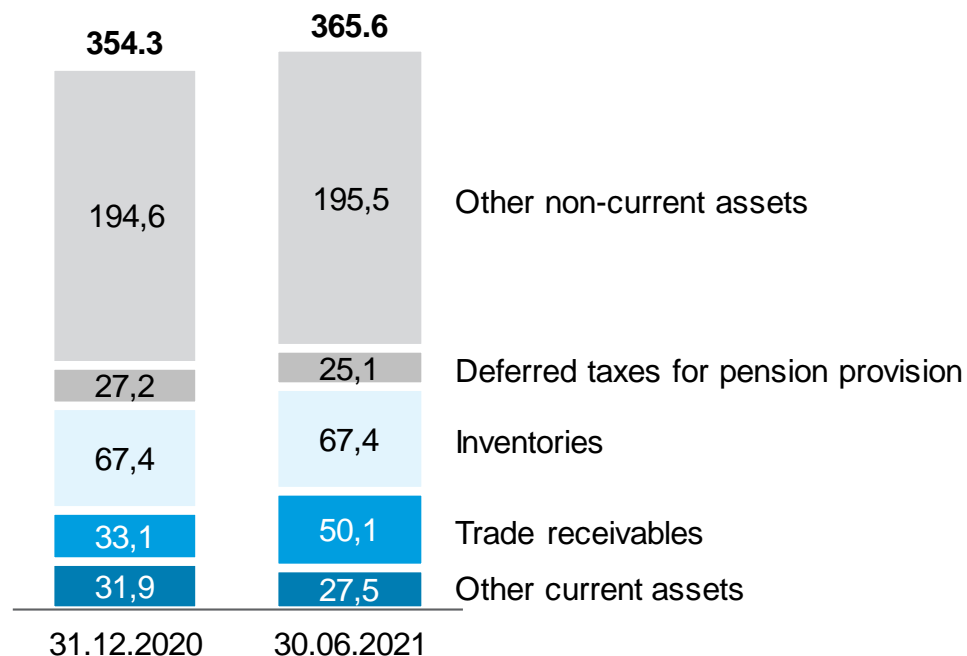
## COMMENTS

- Stable business development following expectations.
- Sales for half-year and Q2 are on previous year level.
- Demand from customers for services is almost the same as in last year.
- EBITDA on previous year level as expected.
- Price increases follow cost increases

# BALANCE SHEET

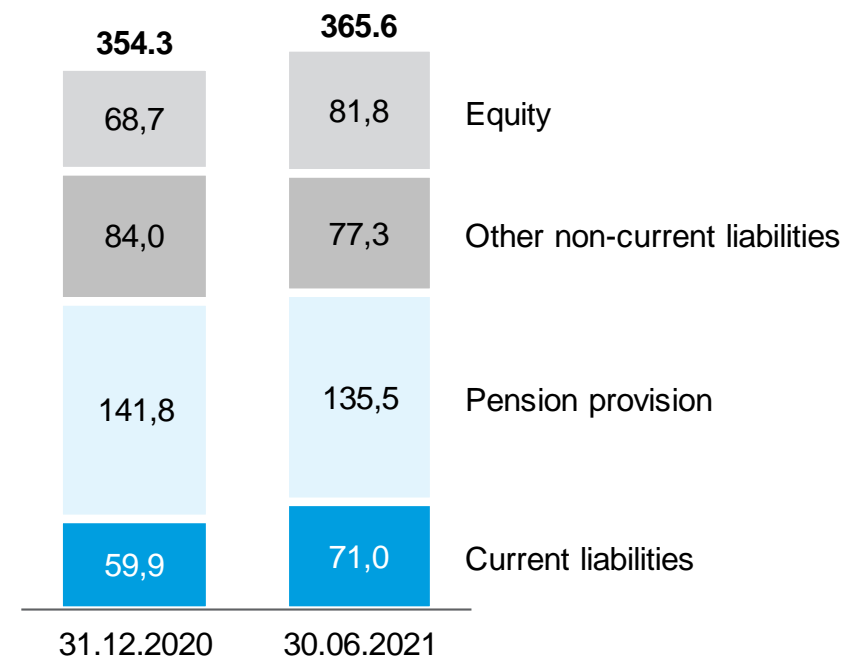
Equity ratio increased

## ASSETS



- Other non-current assets almost on level of Q4/2020; increase in fixed assets due to capex projects; decrease in deferred tax assets due to pension valuation.
- Increase in trade receivables follows improved business performance.

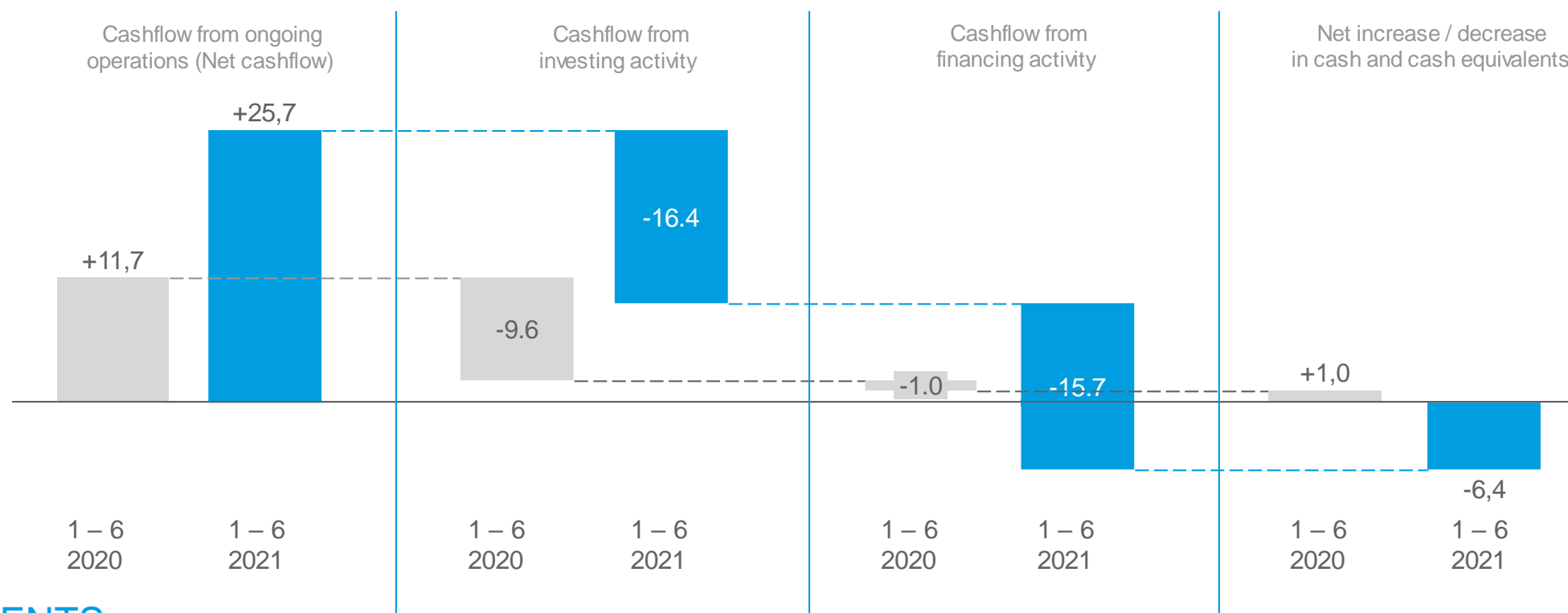
## LIABILITIES



- Equity ratio increased from 19.4% to 22.4% following positive group net income for the period and lower pension valuations; dividends (7.8 M€) and share buyback (1 M€) decreased equity.
- Lower pension provision due to rising interest rates (0.9 %).
- Regular loan and lease repayments reduced non-current liabilities
- Increased business activities and EBT led to higher current liabilities, mainly affecting trade and income tax liabilities

# CASHFLOW

Very strong net cashflow in 1-6/2021



## COMMENTS

- Net cashflow more than doubled in comparison to previous year level – result from strong net income
- Investing cashflow above 1-6/2020 level mainly due to capital spending for NITRALZ® CAPEX project and for new construction of RTO-plant in 1-6/2021
- Cash outflow for financing activities (-15.7 M€) much higher than in previous year; no need for short term loan cash inflows (as in last year) based on strong net cashflow.
- Repayments for loans on prior year level. Dividend payments (7.8 M€) and share buyback (1.0 M€) strained financing cashflow.

# IMPLEMENTING OPERATING TARGETS

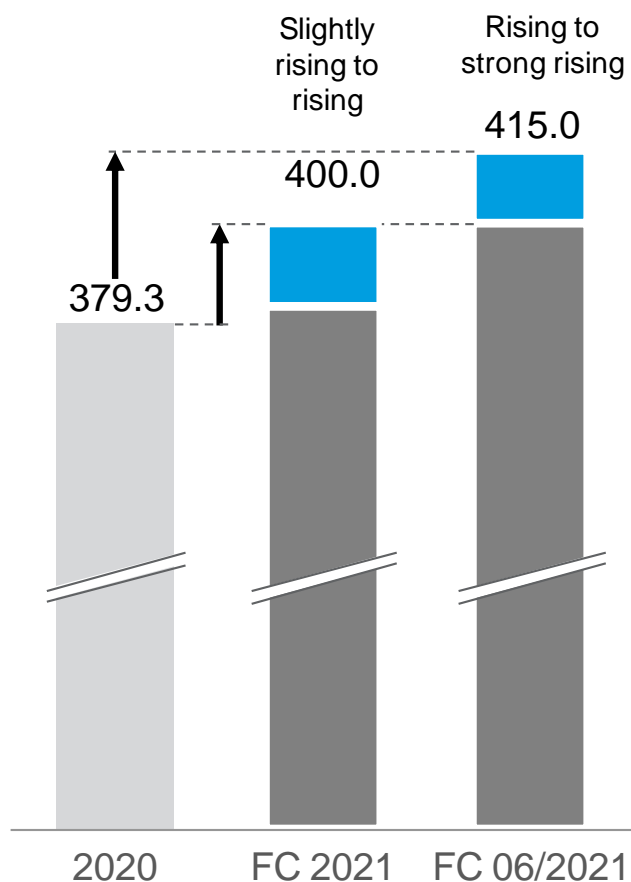
Focus on key growth drivers, sustainability and pandemic management



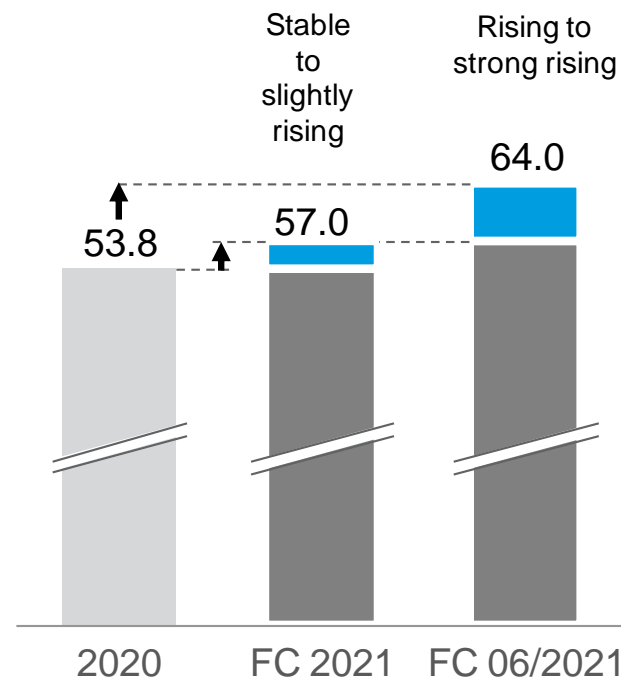
# OUTLOOK 2021

Significant upward adjustment of original forecast

## SALES



## EBITDA



## COMMENTS

- Assumptions: continuing recovery of the economy, no negative impacts from the raw materials supply and no greater restriction due to CORONA pandemic/logistics.
- Organic growth mainly by increasing volumes supported by new capacities from investments.
- Flexibility of NCN chain as the basis for demand-driven control of volume flows.
- Costs for raw materials, energy and logistics are expected to further increase, but no disruptions are planned.
- Exchange rates for USD sales 1.18

# FINANCIAL CALENDAR

## Upcoming dates



2021	<b>AUG 5</b>	Half-Year Financial Report 2021
2021	<b>SEP 6 – 7</b>	Fall Conference
2021	<b>SEP 21</b>	Berenberg and Goldman Sachs Tenth German Corporate Conference
2021	<b>SEP 23</b>	Baader Investment Conference
2021	<b>NOV 11</b>	Quarterly Statement 3 <sup>rd</sup> Quarter 2021
2021	<b>NOV 22 – 24</b>	Deutsches Eigenkapitalforum
2021	<b>DEC 6 – 9</b>	Berenberg European Conference
2021	<b>DEC 7 – 8</b>	MKK – Münchner Kapitalmarkt Konferenz







**1,631**  
EMPLOYEES  
(PY 1,631)

M€  
**~215**  
SALES  
(PY ~197)

M€  
**~36**  
EBITDA  
(PY ~29)

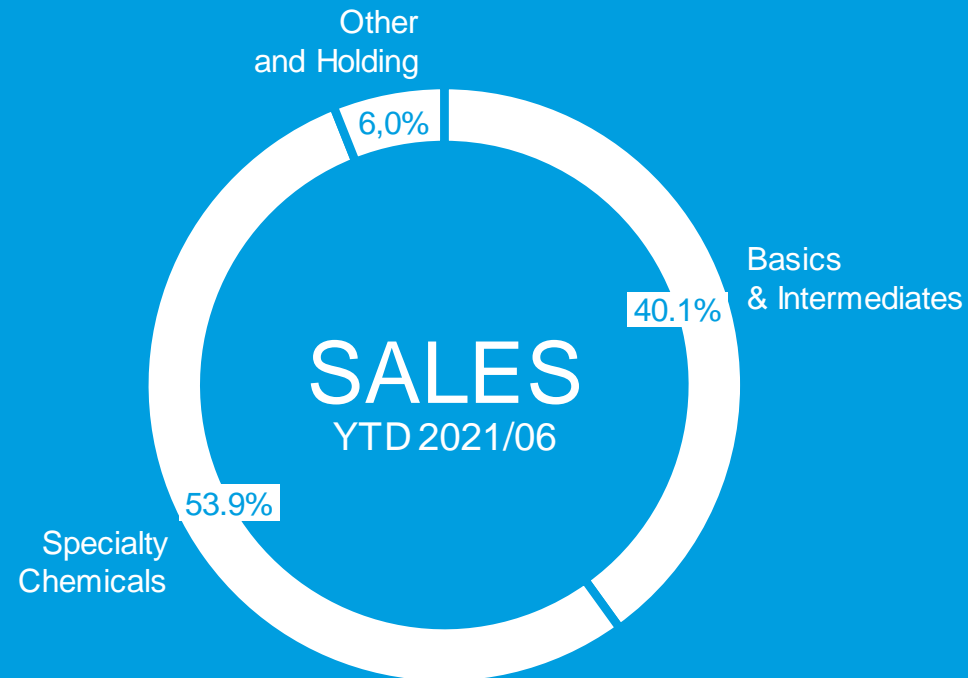
M€  
**~26**  
OPERATING  
CASHFLOW  
(PY ~12)



ALZCHEM  
PRODUCTS  
ARE SOLD  
**WORLDWIDE**

INNOVATION SINCE

**1908**



*All financial indicators relating to  
YTD 2021/06 figures and YTD PY*



THANK YOU  
FOR YOUR ATTENTION!

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# AGENDA

Analyst Presentation Q2/2021



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EXECUTIVE SUMMARY

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BUSINESS AND FINANCIAL DETAILS

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BACK-UP

# BALANCE SHEET

## AlzChem Group

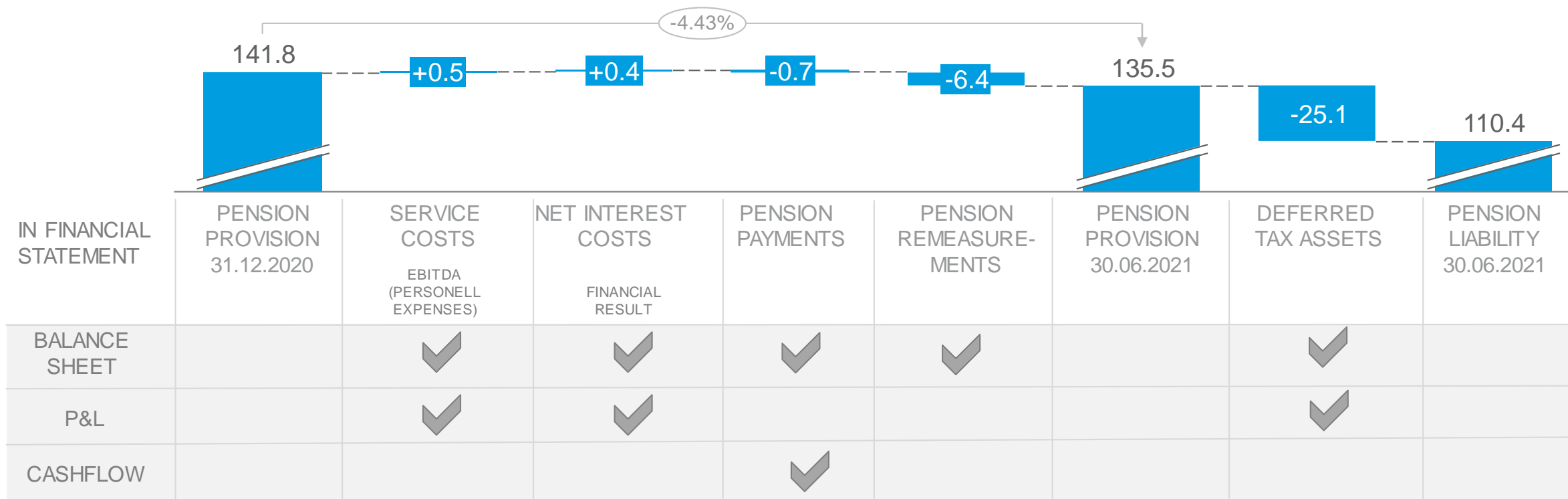


ALZCHEM GROUP (IN T€)	31.12.2020	30.06.2021	Deviation	
Intangible assets	1,810	1,767	-44	-2.4%
Tangible assets	175,062	176,680	1,618	0.9%
Investment properties				
Right of use (assets)	8,524	8,046	-478	-5.6%
Investments accounted for using the equity				
Financials assets	20	20	0	0.0%
Trade receivables				
Other receivables	630	644	15	2.3%
<i>there of Deferred tax assets for pensions</i>				
Deferred tax assets	35,795	33,414	-2,381	-6.7%
<b>SUM NON-CURRENT ASSETS</b>	<b>221,842</b>	<b>220,572</b>	<b>-1,271</b>	<b>-0.6%</b>
Inventories	67,402	67,376	-26	0.0%
Trade receivables	33,124	50,065	16,941	51.1%
Financial assets	0		0	-100.0%
Other receivables	13,501	15,753	2,252	16.7%
Income tax receivables	1,311	1,011	-300	-22.9%
Cash and cash equivalents	17,117	10,783	-6,334	-37.0%
Assets classified as held for sale				
Other assets				
<b>SUM CURRENT ASSETS</b>	<b>132,456</b>	<b>144,989</b>	<b>12,533</b>	<b>9.5%</b>
<b>SUM ASSETS</b>	<b>354,298</b>	<b>365,560</b>	<b>11,262</b>	<b>3.2%</b>

ALZCHEM GROUP (IN T€)	31.12.2020	30.06.2021	Deviation	
Share capital	101,763	101,763		
<b>RETAINED EARNINGS (+) / LOSS (-)</b>	<b>81,356</b>	<b>90,593</b>	<b>9,237</b>	<b>11.4%</b>
Other comprehensive income	-53,077	-48,276	4,801	-9.0%
Own shares		-1,007	-1,007	
<b>SHARE TO THE SHAREHOLDERS</b>	<b>66,895</b>	<b>79,926</b>	<b>13,031</b>	<b>19.5%</b>
Non-controlling interests	1,763	1,849	85	4.8%
<b>SUM EQUITY</b>	<b>68,658</b>	<b>81,774</b>	<b>13,116</b>	<b>19.1%</b>
Provisions for pensions	141,775	135,496	-6,278	-4.4%
Other provisions	24,233	23,997	-236	-1.0%
Loans	48,042	42,580	-5,462	-11.4%
Finance lease liabilities	6,680	5,561	-1,119	-16.7%
Trade liabilities				
Other liabilities	342	342		
Deferred tax liabilities	4,695	4,850	155	3.3%
<b>SUM NON-CURRENT LIABILITIES</b>	<b>225,767</b>	<b>212,827</b>	<b>-12,940</b>	<b>-5.7%</b>
Other provisions	2,877	1,609	-1,268	-44.1%
Loans	12,704	12,407	-297	-2.3%
Finance lease liabilities	1,634	2,350	716	43.8%
Finance liabilities	0	0	0	>1.000%
Trade liabilities	20,880	28,537	7,657	36.7%
Other liabilities	21,583	23,599	2,015	9.3%
Income tax liabilities	193	2,457	2,264	>1.000%
<b>SUM CURRENT LIABILITIES</b>	<b>59,872</b>	<b>70,959</b>	<b>11,086</b>	<b>18.5%</b>
<b>Sum EQUITY AND LIABILITIES</b>	<b>354,298</b>	<b>365,560</b>	<b>11,262</b>	<b>3.2%</b>

# PENSION ACCOUNTING (IFRS)

AlzChem Group (M€)



## COMMENTS

- Adjustment of market interest rate from 0.50% → 0.90% decreased provision
- Slowly increasing cash payments

# INCOME STATEMENT

AlzChem Group



	01.01.2020 - 31.03.2020	01.04.2020 - 30.06.2020	01.07.2020 - 30.09.2020	01.10.2020 - 31.12.2020	01.01.2021 - 31.03.2021	01.04.2021 - 30.06.2021	01.07.2021 - 30.09.2021	01.10.2021 - 31.12.2021			YTD Jun. 20	YTD Jun. 21	Dev. YOY
ALZCHEM GROUP (IN T€)	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Deviation (Q2)				
Revenue	94,740	102,511	81,373	100,634	104,321	111,000			8,488 8%		197,251	215,321	18,070 18%
Increase (+) / Decrease (-) in inventories of finished goods	2,152	-3,162	3,295	-4,800	-2,144	-1,621			1,541 -49%		-1,010	-3,765	-2,755 57%
Other income	2,425	2,648	2,732	2,866	3,983	2,505			-143 -5%		5,073	6,488	1,415 49%
Raw materials and consumables used	-35,491	-35,253	-29,903	-31,860	-36,226	-37,538			-2,286 6%		-70,744	-73,765	-3,021 9%
Employee benefits expense	-32,509	-31,733	-29,033	-34,133	-33,038	-35,209			-3,476 11%		-64,242	-68,247	-4,004 12%
Other expense	-19,002	-18,190	-16,477	-20,024	-20,175	-20,143			-1,953 11%		-37,192	-40,318	-3,126 16%
<b>EBITDA</b>	<b>12,315</b>	<b>16,822</b>	<b>11,986</b>	<b>12,683</b>	<b>16,722</b>	<b>18,993</b>			<b>2,172 13%</b>		<b>29,137</b>	<b>35,715</b>	<b>6,578 52%</b>
Depreciation expense	-5,582	-5,742	-5,669	-6,104	-5,771	-5,900			-157 3%		-11,324	-11,671	-347 6%
Impairment													
<b>EBIT</b>	<b>6,734</b>	<b>11,080</b>	<b>6,318</b>	<b>6,578</b>	<b>10,951</b>	<b>13,094</b>			<b>2,014 18%</b>		<b>17,813</b>	<b>24,045</b>	<b>6,231 95%</b>
Investment income	5	20	103	6	5	0			-20 -100%		25	5	-20 -332%
Other interest and similar income	620	-453	14	10	507	244			697 -154%		167	752	584 6087%
Other interest and similar expense	-874	-925	-1,088	-948	-425	-413			512 -55%		-1,799	-838	961 -101%
<b>Financial result</b>	<b>-248</b>	<b>-1,358</b>	<b>-971</b>	<b>-932</b>	<b>88</b>	<b>-169</b>			<b>1,189 -88%</b>		<b>-1,606</b>	<b>-82</b>	<b>1,525 -164%</b>
Result from associates													
<b>Result from ordinary business</b>	<b>6,485</b>	<b>9,721</b>	<b>5,347</b>	<b>5,646</b>	<b>11,039</b>	<b>12,924</b>			<b>3,203 33%</b>		<b>16,207</b>	<b>23,963</b>	<b>7,756 137%</b>
Taxes on income and profit	-2,063	-2,970	-1,542	-759	-3,109	-3,710			-741 25%		-5,033	-6,820	-1,787 235%
<i>thereof income tax</i>	-1,630	-3,300	-1,241	-814	-2,737	-3,330			-30 1%		-4,930	-6,067	-1,136 140%
<i>thereof change from deferred taxes</i>	-433	330	-301	55	-373	-380			-711 -215%		-102	-753	-650 -1191%
<b>Annual result</b>	<b>4,422</b>	<b>6,752</b>	<b>3,805</b>	<b>4,887</b>	<b>7,930</b>	<b>9,214</b>			<b>2,462 36%</b>		<b>11,174</b>	<b>17,143</b>	<b>5,969 122%</b>
<i>thereof minority interests</i>	43	43	43	43	43	43					85	85	
<i>thereof shares held by shareholders</i>	4,380	6,709	3,762	4,844	7,887	9,171			2,462 37%		11,088	17,058	5,969 123%
<b>Result per share in EUR</b>	<b>0.43 €</b>	<b>0.66 €</b>	<b>0.37 €</b>	<b>0.48 €</b>	<b>0.78 €</b>	<b>0.90 €</b>					<b>1.09 €</b>	<b>1.68 €</b>	



# INCOME STATEMENT

AlzChem Group



## ALZCHEM GROUP (IN T€)

	Q2 2020	Q2 2021	Deviation (QoQ)		YTD Jun.2020	YTD Jun.2021	Deviation (YoY)	
Revenue	102,511	111,000	8,488	8.3%	197,251	215,321	18,070	9.2%
Increase (+) / Decrease (-) in inventories of finished goods and work in progress	-3,162	-1,621	1,541	-48.7%	-1,010	-3,765	-2,755	272.9%
Other income	2,648	2,505	-143	-5.4%	5,073	6,488	1,415	27.9%
Raw materials and consumables used	-35,253	-37,538	-2,286	6.5%	-70,744	-73,765	-3,021	4.3%
Employee benefits expense	-31,733	-35,209	-3,476	11.0%	-64,242	-68,247	-4,004	6.2%
Other expense	-18,190	-20,143	-1,953	10.7%	-37,192	-40,318	-3,126	8.4%
<b>EBITDA</b>	<b>16,822</b>	<b>18,993</b>	<b>2,172</b>	<b>12.9%</b>	<b>29,137</b>	<b>35,715</b>	<b>6,578</b>	<b>22.6%</b>
Depreciation expense	-5,742	-5,900	-157	2.7%	-11,324	-11,671	-347	3.1%
Impairment	0	0	0		0	0	0	
<b>EBIT</b>	<b>11,080</b>	<b>13,094</b>	<b>2,014</b>	<b>18.2%</b>	<b>17,813</b>	<b>24,045</b>	<b>6,231</b>	<b>35.0%</b>
Investment income	20	0	-20	-100.0%	25	5	-20	-80.2%
Other interest and similar income	-453	244	697	-153.9%	167	752	584	348.8%
Other interest and similar expense	-925	-413	512	-55.3%	-1,799	-838	961	-53.4%
<b>Financial result</b>	<b>-1,358</b>	<b>-169</b>	<b>1,189</b>	<b>-87.5%</b>	<b>-1,606</b>	<b>-82</b>	<b>1,525</b>	<b>-94.9%</b>
Result from associates	0	0	0		0	0	0	
<b>Result from ordinary business</b>	<b>9,721</b>	<b>12,924</b>	<b>3,203</b>	<b>32.9%</b>	<b>16,207</b>	<b>23,963</b>	<b>7,756</b>	<b>47.9%</b>
Taxes on income and profit	-2,970	-3,710	-741	24.9%	-5,033	-6,820	-1,787	35.5%
<i>thereof income tax</i>	-3,300	-3,330	-30	0.9%	-4,930	-6,067	-1,136	23.0%
<i>thereof change from deferred taxes</i>	330	-380	-711	-215.1%	-102	-753	-650	634.8%
<b>Annual result</b>	<b>6,752</b>	<b>9,214</b>	<b>2,462</b>	<b>36.5%</b>	<b>11,174</b>	<b>17,143</b>	<b>5,969</b>	<b>53.4%</b>
<i>thereof minority interests</i>	43	43	0	0.0%	85	85	0	0.0%
<i>thereof shares held by shareholders</i>	6,709	9,171	2,462	36.7%	11,088	17,058	5,969	53.8%
<b>Result per share in EUR</b>	<b>0.66 €</b>	<b>0.91 €</b>	<b>0</b>	<b>36.5%</b>	<b>1.10 €</b>	<b>1.69 €</b>	<b>1</b>	<b>53.4%</b>

# CASH FLOW

AlzChem Group



## CASHFLOW (IN M€)

	Q2 2020	Q2 2021	1 - 6 2020	1 - 6 2021
<b>Consolidated earnings before taxes</b>	<b>9,721</b>	<b>12,924</b>	<b>16,207</b>	<b>23,963</b>
Depreciation on fixed and intangible assets	5,742	5,900	11,324	11,671
Decrease in pension provisions	-257	-329	-635	-749
Loss (+) / Profit (-) from the sale of non-current assets	-1	-3	-2	-5
Other non-cash income (-) and expenses (+)	318	-1,428	1,473	2,552
Financial result	1,358	169	1,606	82
Interests & Taxes	-4,425	-2,212	-6,264	-3,994
Increase (+) / Decrease (-) Net Working Capital	-9,221	2,589	-11,997	-7,819
<b>Cashflow from ongoing operations (Net cash flow)</b>	<b>3,235</b>	<b>17,610</b>	<b>11,712</b>	<b>25,701</b>
Cash outflows for investments in fixed assets	-4,813	-6,420	-9,623	-16,414
Cash inflows from the sale of fixed assets	1	3	2	11
Cash inflow from the acquisition / Reverse acquisition				
<b>Cashflow from investing activity</b>	<b>-4,812</b>	<b>-6,418</b>	<b>-9,621</b>	<b>-16,403</b>
<b>Free cashflow</b>	<b>-1,576</b>	<b>11,194</b>	<b>2,091</b>	<b>9,298</b>
Deposits (+) / Repayment (-) bank loans long-term				
Repayment of bank loans long-term	-3,951	-2,824	-5,967	-5,807
Deposits (+) / Repayment (-) from short-term financing lines	13,654		13,654	
Dividend payments	-7,632	-7,821	-7,632	-7,821
Payment of reduction in leasing liabilities	-462	-466	-932	-922
Payments for the acquisition of own shares (incl. transaction costs)		-507		-1,010
Payments to non-controlling interests			-171	-171
<b>Cashflow from financing activity</b>	<b>1,609</b>	<b>-11,617</b>	<b>-1,048</b>	<b>-15,731</b>
<b>Net increase / decrease in cash and cash equivalents</b>	<b>32</b>	<b>-423</b>	<b>1,043</b>	<b>-6,433</b>

# SEGMENT OVERVIEW BY QUARTER

AlzChem Group



SALES	2019				2020				2021				Deviation PY (Q2)		YTD Q2 2021		Deviation PY (YOY)	
	Q1 T€	Q2 T€	Q3 T€	Q4 T€	Q1 T€	Q2 T€	Q3 T€	Q4 T€	Q1 T€	Q2 T€	Q3 T€	Q4 T€			PY T€	Actual T€		
Basics & Intermediates	35,465	37,844	41,693	34,405	36,012	38,266	32,320	39,837	41,070	45,178			6,912	15%	74,278	86,248	11,970	16%
Specialty Chemicals	50,063	51,686	50,952	47,321	52,199	57,854	42,995	54,383	56,775	59,330			1,476	2%	110,053	116,105	6,051	5%
Other and Holding	6,595	6,591	6,786	6,672	6,529	6,391	6,058	6,414	6,477	6,492			101	2%	12,920	12,969	49	0%
<i>Group Consolidation</i>			0															
<b>AlzChem Group</b>	<b>92,124</b>	<b>96,120</b>	<b>99,430</b>	<b>88,398</b>	<b>94,740</b>	<b>102,511</b>	<b>81,373</b>	<b>100,634</b>	<b>104,321</b>	<b>111,000</b>			<b>8,488</b>	<b>8%</b>	<b>197,251</b>	<b>215,321</b>	<b>18,070</b>	<b>9%</b>

EBITDA	2019				2020				2021				Deviation PY (Q2)		YTD Q2 2021		Deviation PY (YOY)	
	Q1 T€	Q2 T€	Q3 T€	Q4 T€	Q1 T€	Q2 T€	Q3 T€	Q4 T€	Q1 T€	Q2 T€	Q3 T€	Q4 T€			PY T€	Actual T€		
Basics & Intermediates	1,038	628	3,220	360	1,903	2,485	2,006	2,587	2,791	3,826			1,341	35%	4,388	6,617	2,229	51%
Specialty Chemicals	11,711	12,919	9,218	7,837	10,158	14,457	9,418	10,092	13,947	14,801			344	2%	24,615	28,748	4,133	17%
Other and Holding	357	838	1,435	1,877	317	81	361	230	435	-43			-124	286%	398	392	-6	-2%
<i>Group Consolidation</i>	125	239	-309	-1,414	-63	-201	202	-227	-451	409			611	149%	-264	-41	223	-84%
<b>AlzChem Group</b>	<b>13,231</b>	<b>14,623</b>	<b>13,564</b>	<b>8,659</b>	<b>12,315</b>	<b>16,822</b>	<b>11,986</b>	<b>12,683</b>	<b>16,722</b>	<b>18,993</b>			<b>2,172</b>	<b>11%</b>	<b>29,137</b>	<b>35,715</b>	<b>6,578</b>	<b>23%</b>

# EXECUTIVE TEAM

AlzChem Group AG



## KLAUS ENGLMAIER, COO

WITH ALZCHEM SINCE 1988

**AREAS OF RESPONSIBILITY** Production, Engineering, Environment/Safety/Health/Quality, Technology

## 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

## DR. GEORG WEICHSELBAUMER, CSO

WITH ALZCHEM SINCE 2012

**AREAS OF RESPONSIBILITY** Marketing, Sales, Innovation Management & Process Development, R&D, Product Safety and Approval

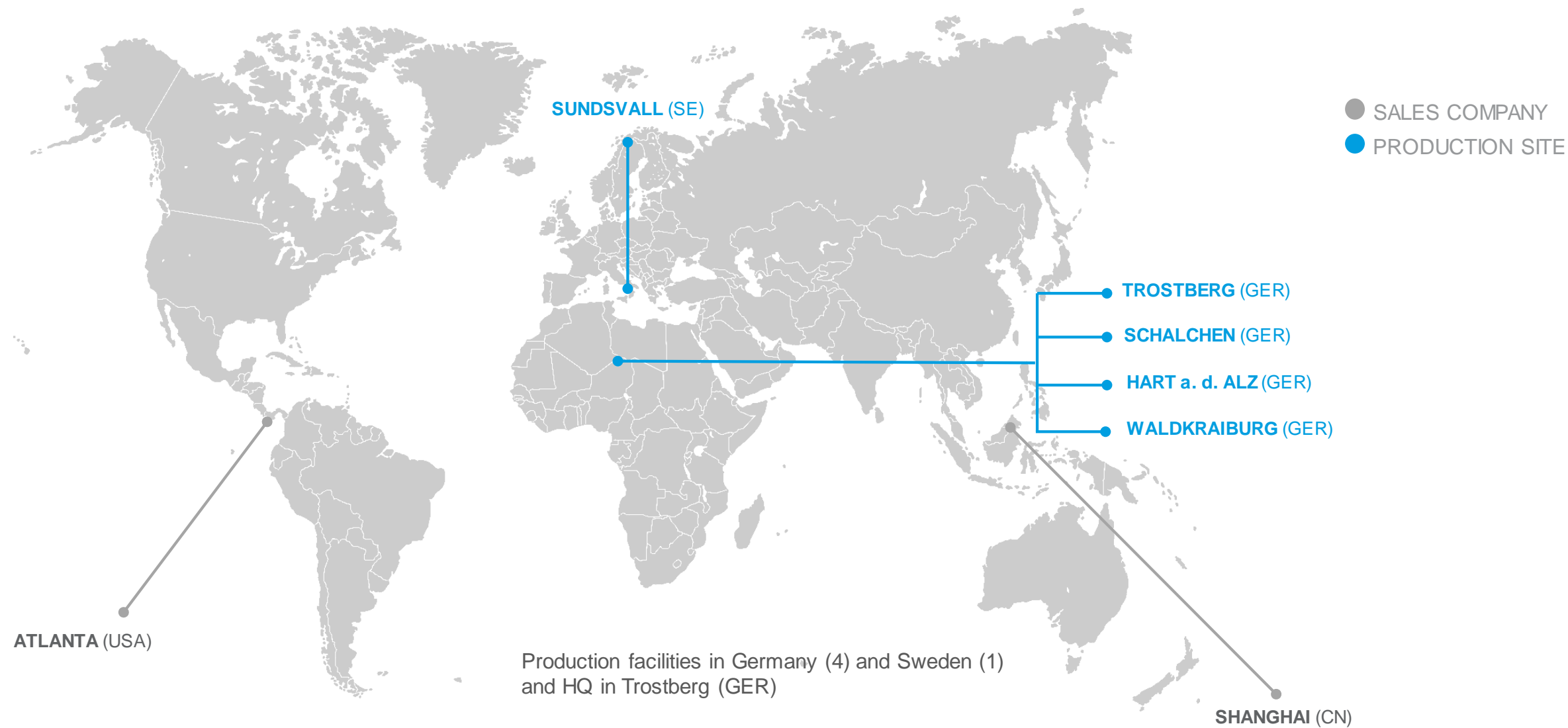




# ALZCHEM GROUP LOCATIONS

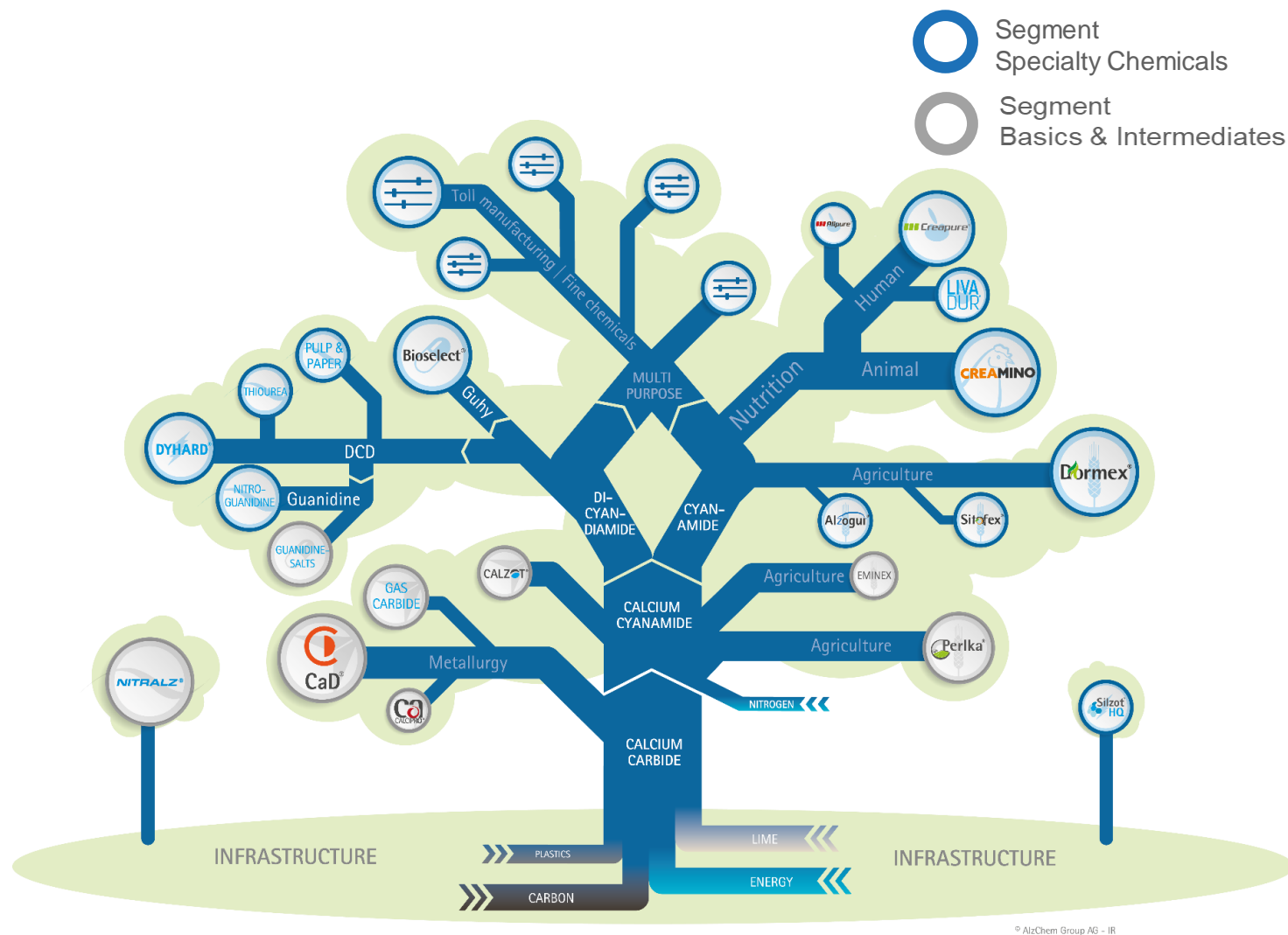


Production sites and sales companies



# Fully Integrated Business Model (“Verbund” System)

Ability to adapt production to satisfy changing end market needs



## 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

Growth of the population



Healthy aging



Sustainability







# OUR PRODUCTS AND MARKETS

Successful with proven and new products in various industries

	MAIN PRODUCTS	DESCRIPTION	END-MARKETS
SPECIALTY CHEMICALS	<b>CREAMINO</b>	A feed additive for broilers and pigs	Feed additive
	<b>Creapure®</b>	Premium brand for creatine monohydrate as a food supplement in sports nutrition	Food supplements
	<b>LIVADUR</b>	Dietary supplement with pure creatine	Food supplements
	<b>Dormex®</b>	Plant growth regulator used in fruit production	Agriculture
	<b>BREATHRU® S 301</b>	Additive for plant protection formulations	Agriculture
	<b>Sitofex®</b>	Plant growth regulator used in fruit production	Agriculture
	<b>Alzogur®</b>	Biocide for the prevention of diseases in animal production	Agriculture
	<b>Silzot® HQ</b>	Silicon nitride powder for ceramic applications	Ceramics
	<b>Bioselect®</b>	Highly purified form of guanidine hydrochloride salts	Pharmaceuticals / API
	<b>Cyanamide</b>	An organic compound widely used in agriculture and pharmaceuticals	Agriculture and pharmaceuticals
	<b>DYHARD®</b>	Hardeners and accelerators in powder, paste and liquid form	Hardener & Accelerator Systems for Composite Materials
	<b>Thiourea</b>	Various applications incl. flotation agents and pharmaceutical raw materials	Mining and pharmaceuticals
	<b>Nitroguanidine</b>	Intermediates for agrochemical products	Various

# OUR PRODUCTS AND MARKETS

Successful with proven and new products in various industries

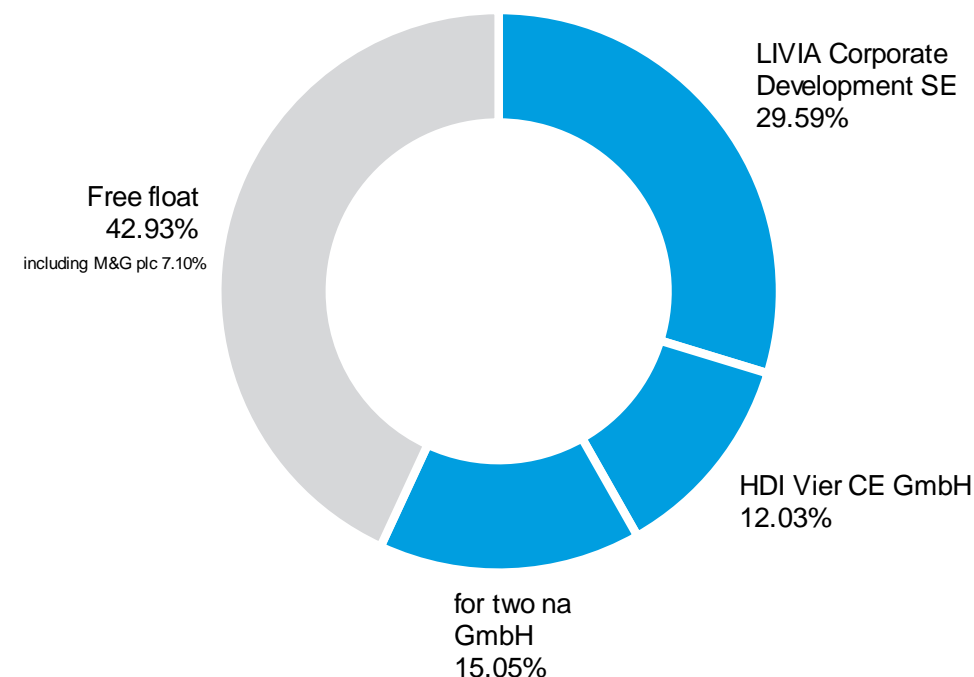
	MAIN PRODUCTS	DESCRIPTION	END-MARKETS
BASICS & INTERMEDIATES		Calcium carbide-based mixtures for hot metal desulphurization	Steel industry
	Guanidine Salts	Fuel for airbags, key production of the intermediate product	Automotive
	Dicyandiamide	Versatile intermediate in various markets including the pharmaceutical industry	Pharmaceutical Agriculture
	NITRALZ®	Business fields in color, agro and pharmaceutical applications	Pigments Pharmaceutical
	EMINEX	Reduction of Methan emissions during storage of manure	Agriculture
		Special calcium cyanamide multi-effect fertilizer	Agriculture
OTHER & HOLDING	Operation of the Trostberg Chemical Park (companies located at the site: AlzChem, BASF, Firmenich, Aramark, VIActiv, Degussa Bank)		
	Site services		
	Other activities not included in the "Specialty Chemicals" or "Basics & Intermediates" segments		

# KEY SHARE DATA

Share Details as of August 3, 2021

SHARES OUTSTANDING	10,176,335 including 40,581 shares held by AlzChem Group AG
LAST CLOSING PRICE	EUR 25.00
MARKET CAPITALIZATION	EUR 254.4 m
TICKER	ACT
WKN	A2YNT3
ISIN	DE000A2YNT30
LISTING	Frankfurt Stock Exchange – Prime Standard
DESIGNATED SPONSOR	Baader Bank AG Oddo Seydler Bank AG

## SHAREHOLDER STRUCTURE



*As of July 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.”*