



# 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.

The previous calendar year was characterized by the presentation of two short financial years with the periods Jan-June 2018 (RGJ 2018/I) and July – Dec 2018 (RGJ 2018/II). The financial year since 1 January 2019 corresponds to the calendar year again. 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 Q1/2020



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## EXECUTIVE SUMMARY

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## BUSINESS AND FINANCIAL DETAILS

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## BACK-UP

# HIGHLIGHTS

## Summary of business development Q1/2020 Financial Report

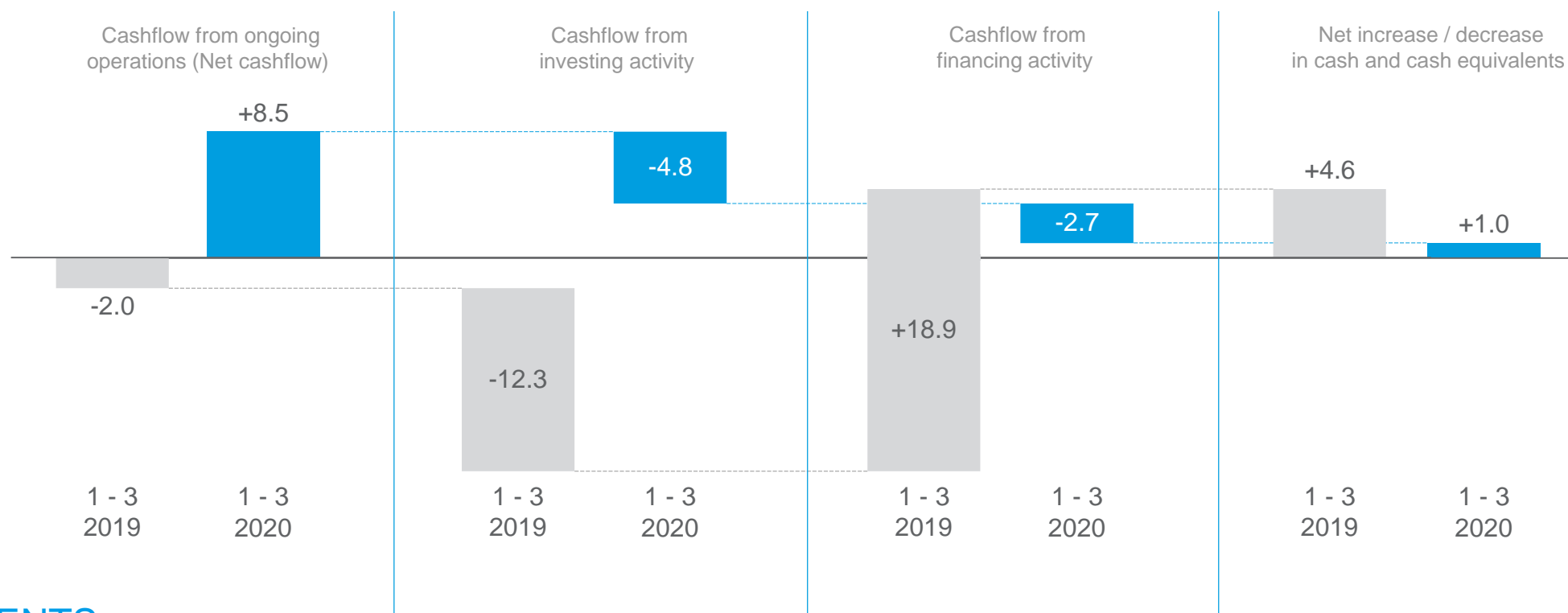


### FACTS & DATA

- Despite COVID-19: Production, sales and earnings are stable due to diversified product portfolios and compensation possibilities
- The expected very strong **Creamino®** growth was implemented in Q1
- **BioSelect®**-Products are an essential component of COVID 19 testkits
- The positive business development of Basic & intermediates segment was supported by low **raw material prices**
- Economic upheavals in the **automotive** and **steel industries** had negative effects on quantities
- **EBITDA in line with forecast**
- Positive business development, low investing activities and a strict net working capital management lead to a rapid growth of **cash flow**

# CASHFLOW

Positive free cashflow due to strong cash inflow from ongoing operations

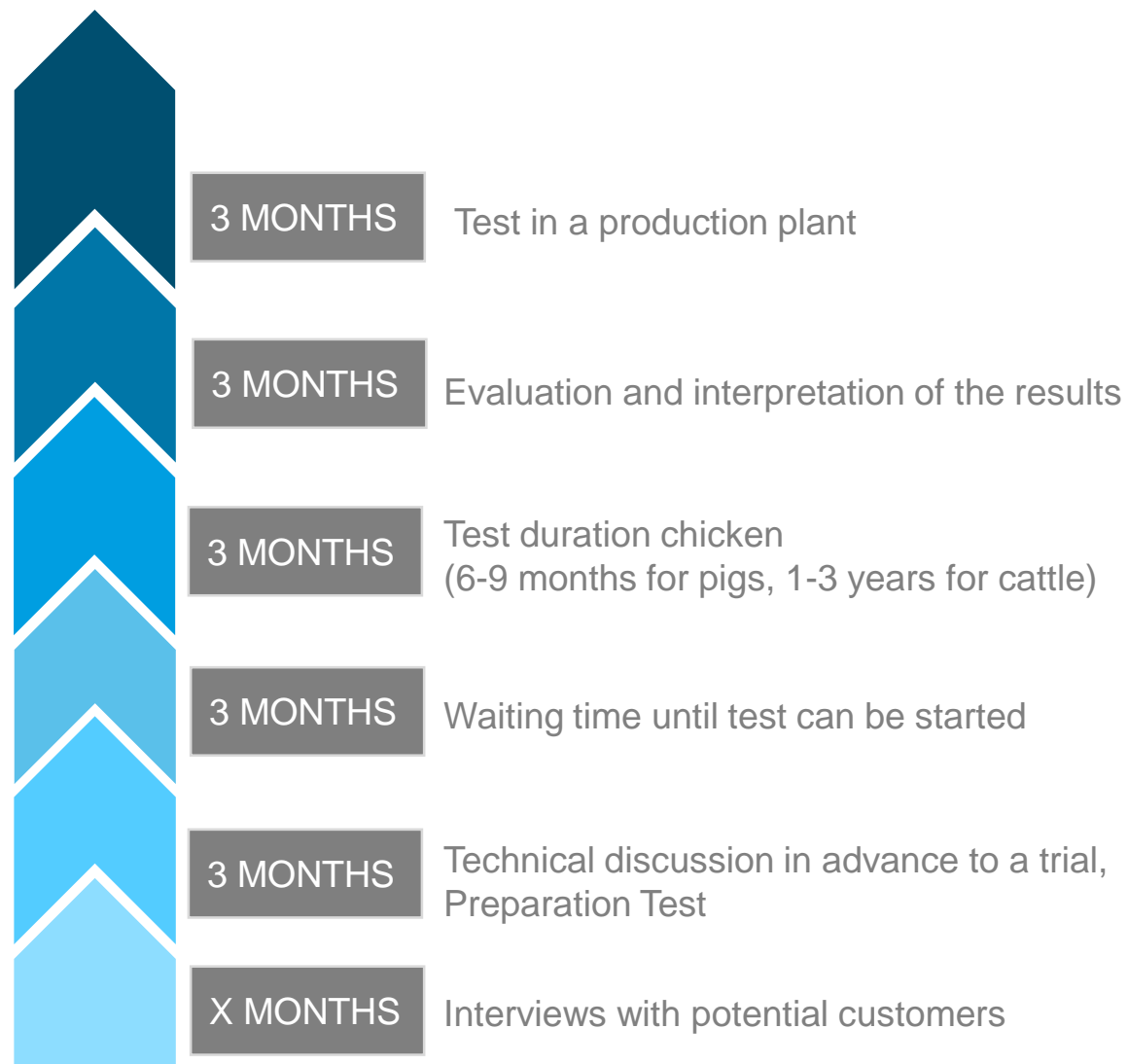


## COMMENTS

- Positive effect of inventory reduction on cashflow from ongoing operations
- Investing cashflow below prior year level due to main CAPEX projects Creamino® and NITRALZ® in 2019
- Cashflow from financing activities (-2.7 M€) – main effects: scheduled repayment of long-term loans (-2.0 M€) as well as repayment of lease liabilities (-0.5 M€)
- Net increase of cash and cash equivalents due to strong cash inflow from ongoing operations

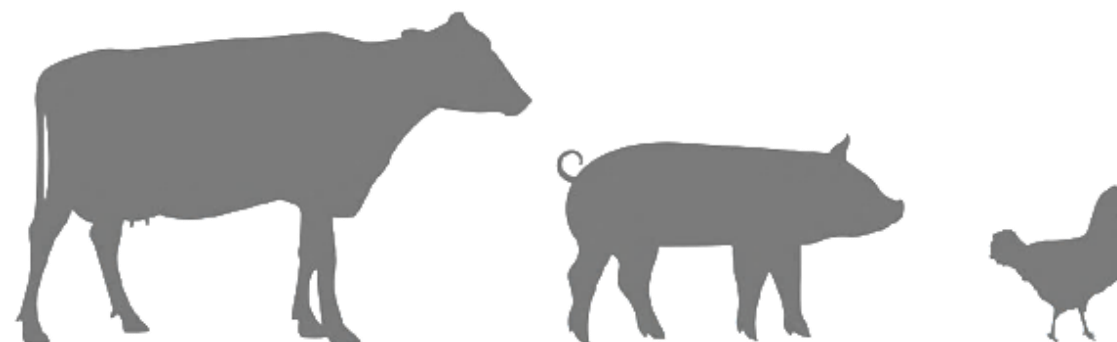


Time required for new acquisition approx. 15 months for chicken (other species longer)

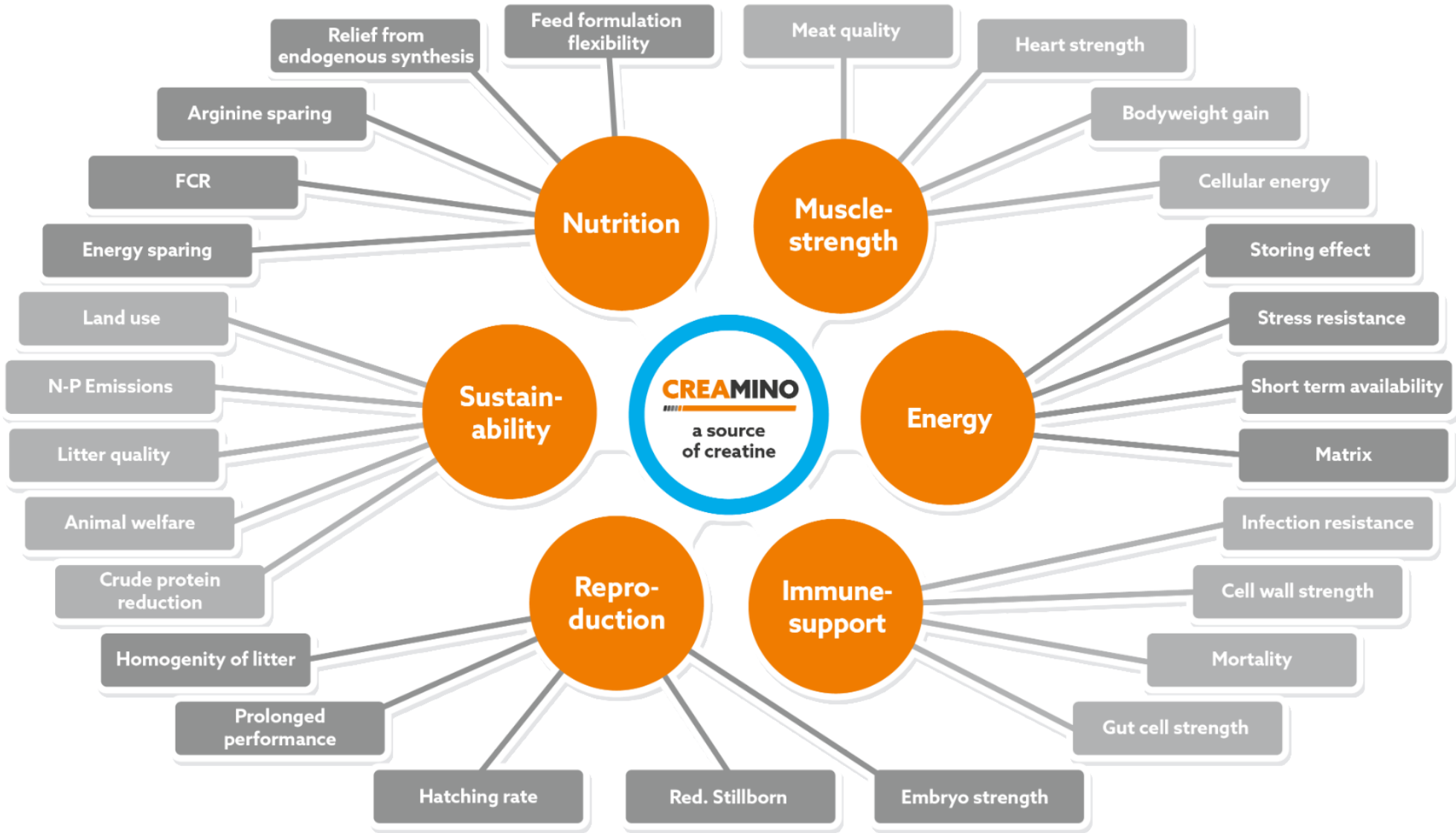


## REQUIREMENTS FOR SUCCESSFUL TRIALS

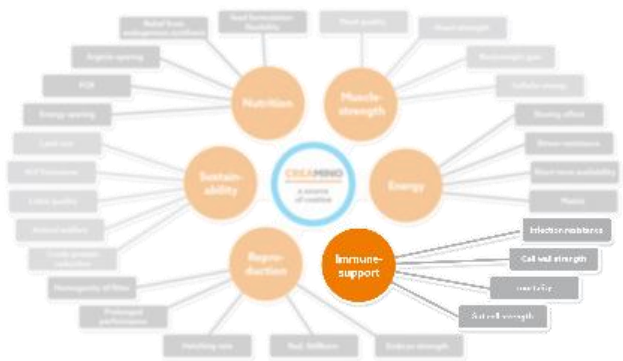
- Well mixed feed
- Two comparable stables (size, temperature, conditions, animals, diseases, hygiene, installations, ...)
- Well organized sampling and calibrated measurements
- Customer must be available at all times
- Mostly long waiting times ranking by priority  
(urgent mostly acute problems)



Creatine has many functions in the body



Creatine learnings – Immune-support



Creatine provides energy for macrophages **INFECTION RESISTANCE**

Creatine improves lipid membrane density **CELL WALL STRENGTH**

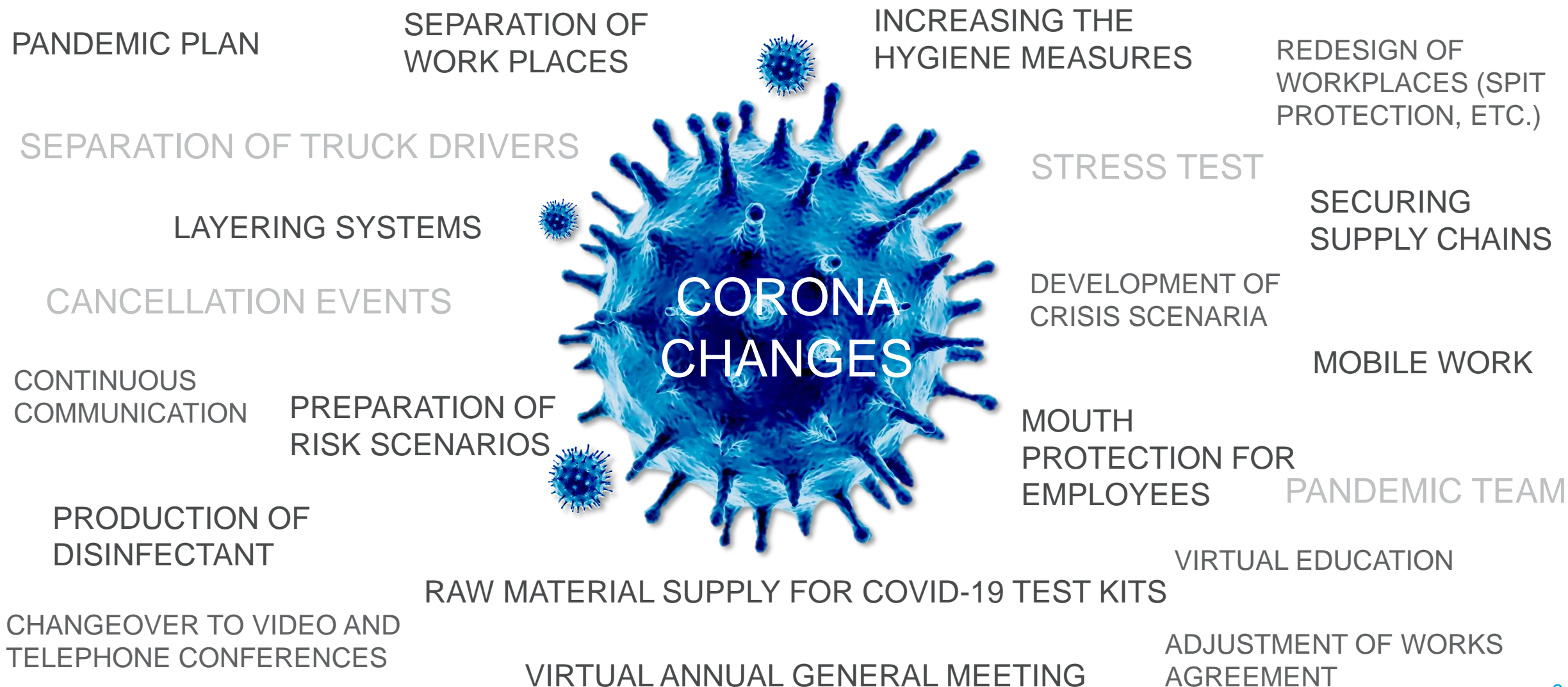
Creatine improves stress resistance **MORTALITY REDUCTION**

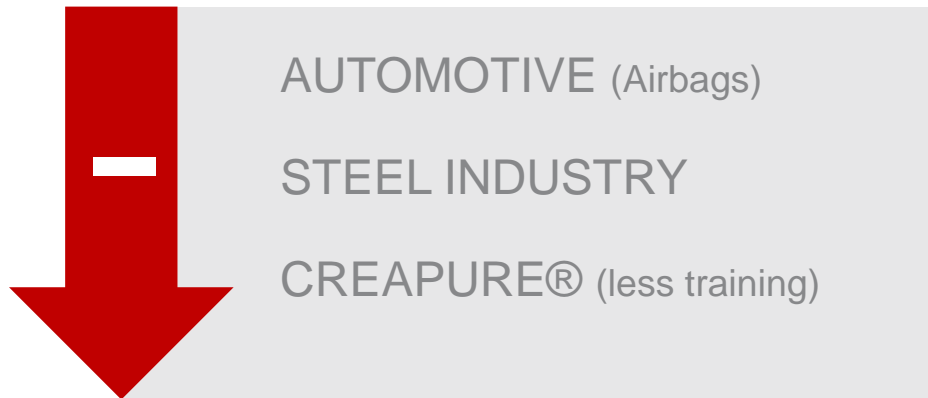
Creatine maintains intestinal homeostasis **GUT CELL STRENGTH**



# CORONA CHANGES

## Measures





# FINANCIAL OVERVIEW Q1/2020



Result within guidance

AlzChem Group	Q1 2019	Q1 2020	yoy %
SALES (in M€)	92.1	94.7	+2.8%
EBITDA (in M€)	13.2	12.3	-6.9%
EBITDA margin (in %)	14.4%	13.0%	-1.4pp
Earnings per Share (in €)	0.54	0.43	-20.5%

## COMMENTS

- The expected very strong Creamino® growth was implemented in Q1 and is within the forecast corridor
- Start-up costs of LIVADUR® impacted the financial result negatively
- The positive business development of Basic & intermediates segment was supported by low raw material prices
- EBITDA in line with forecast
- Due to higher depreciation lower earnings per share

SALES ANALYSIS	DELTA Q1
Volume	+1,7%
Price	+0,6%
Currency	+0,5%

# AGENDA

Analyst Presentation Q1/2020



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EXECUTIVE SUMMARY

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**BUSINESS AND FINANCIAL DETAILS**

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BACK-UP

# 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



**NITRALZ®**

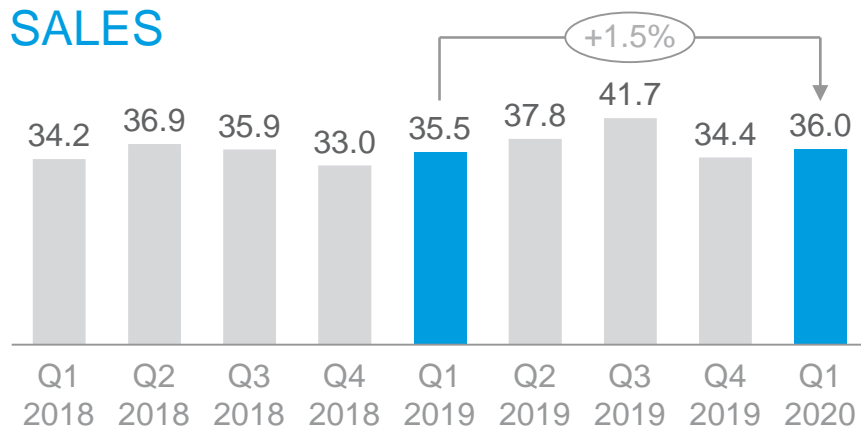




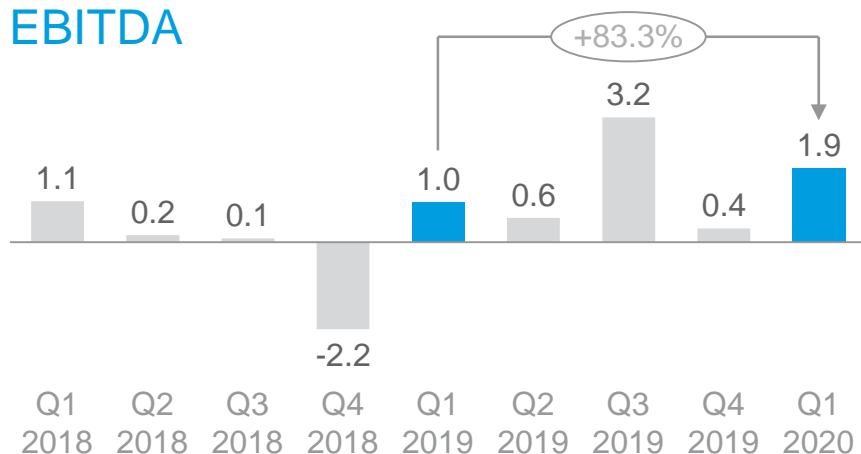
# BASICS & INTERMEDIATES SEGMENT

Commissioning NITRALZ® supports success (M€)

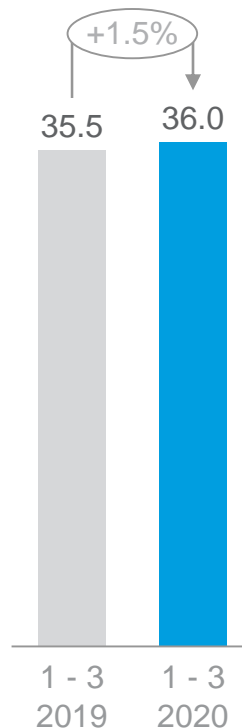
## SALES



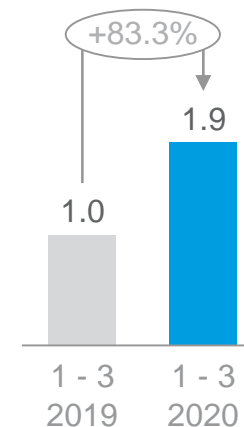
## EBITDA



## SALES



## EBITDA



## SALES ANALYSIS

	DELTA Q1	DELTA 01 - 03
Volume	-0.1%	-0.1%
Price	+1.3%	+1.3%
Currency	+0.3%	+0.3%

## COMMENTS

- Q1/2020 sales ~2% above previous year figures
- Positive ongoing Nitriles sales trend based on new production capacities and pharmaceutical applications
- Increase in Perlka® fertilizer volumes due to intensive efforts in terms of expanding the application areas and countries
- Stable to decreasing raw material prices and decrease electricity prices
- Drop in the metallurgic business due to less demand from automotive sector

# 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**<sup>®</sup>

**DYHARD**<sup>®</sup>

 **Dormex**<sup>®</sup>

**LIVA  
DUR**<sup>®</sup>

**CREAMINO**

**Bioselect**<sup>®</sup>

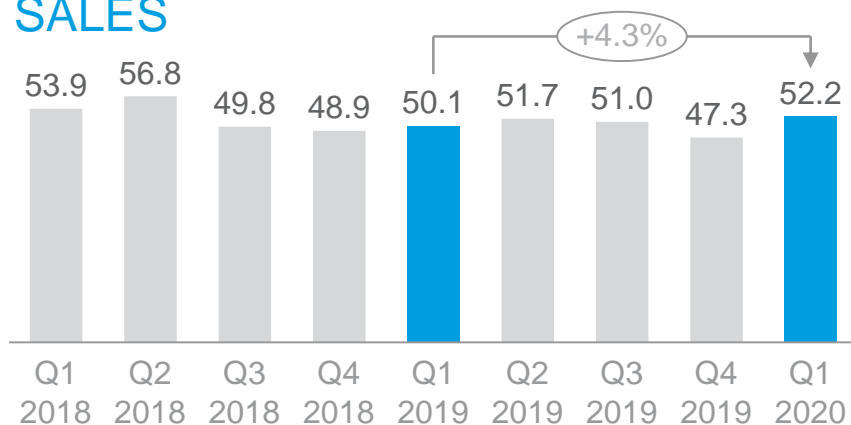


# SPECIALTY CHEMICALS SEGMENT



Increasing Creamino® volumes with slight price pressure

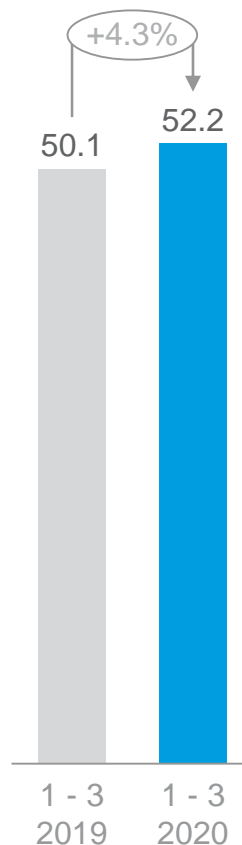
## SALES



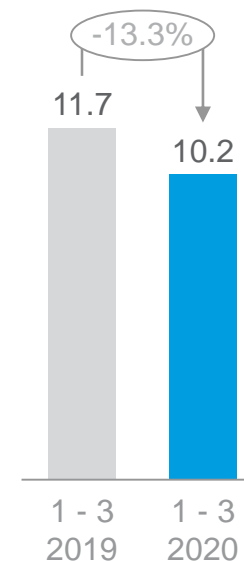
## EBITDA



## SALES



## EBITDA



## SALES ANALYSIS

	DELTA Q1	DELTA 01 - 03
Volume	+3.5%	+3.5%
Price	0.0%	0.0%
Currency	+0.7%	+0.7%

## COMMENTS

- Q1/2020 sales ~ 4 % above previous year level
- Increasing Creamino® volumes
- High demand for raw materials from the pharmaceutical industry (Multipurpose Plants)
- Creapure® volumes below last year figures
- Automotive business suffers due to less external demand and also inverse economies of scale effects.
- Startup costs for Livadur® and Your Encour!®
- EBITDA-Margin of ~20% (previous year 24%)
- Postponed Dormex® quantities to Q2

# OTHER & HOLDING SEGMENT

Further activities



## DESCRIPTION

The "Other & Holding" segment comprises all 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.



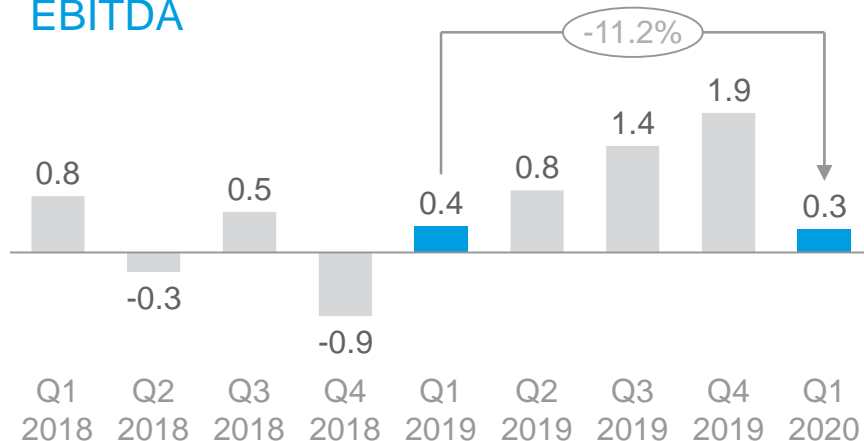
# OTHER & HOLDING SEGMENT

Solid growth of service sales

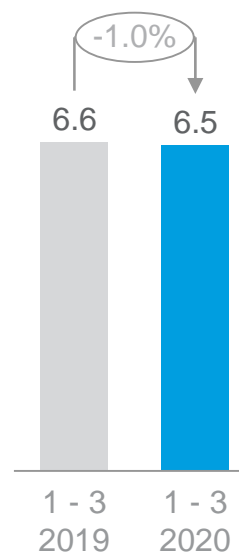
## SALES



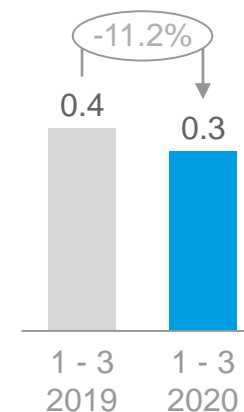
## EBITDA



## SALES



## EBITDA



## SALES ANALYSIS

	DELTA Q1	DELTA 01 - 03
Volume	-2.7%	-2.7%
Price	+1.7%	+1.7%
Currency	0.0%	0.0%

## COMMENTS

- Overall sales on previous year level
- Less demand in maintenance and waste treatment but increasing logistic services
- Decreasing consumable costs can cover other cost increases e.g. labor costs

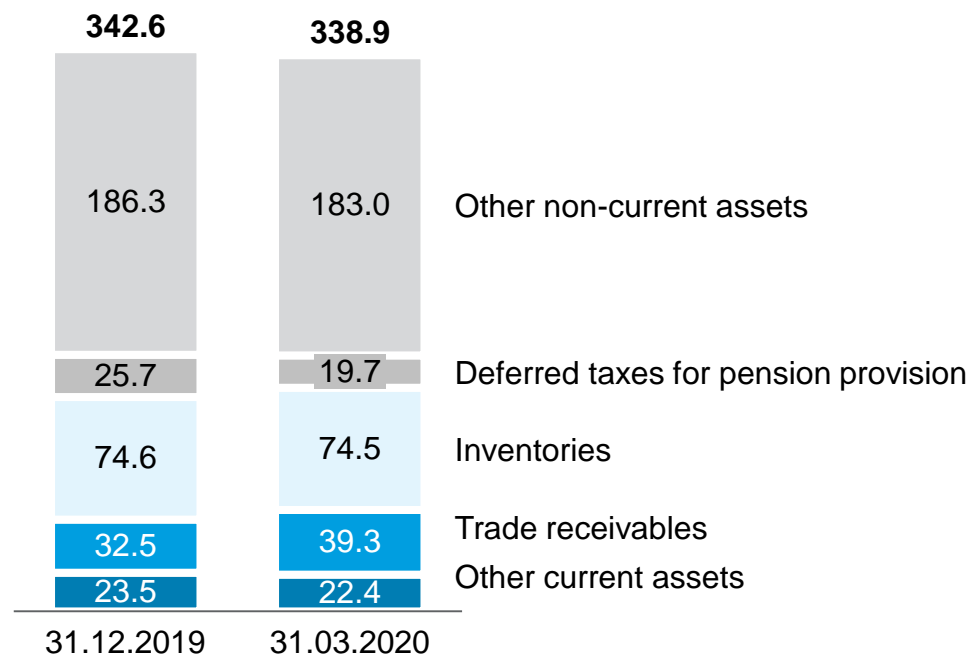


# BALANCE SHEET

AlzChem Group AG (M€) – Equity back to 23,9 %

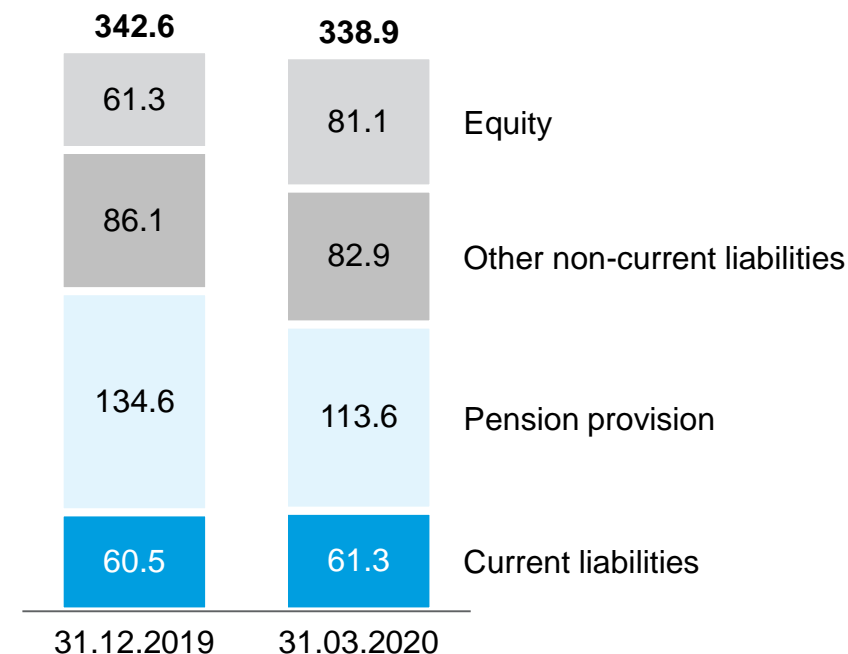


## ASSETS



- Lower other non-current assets due to major capex projects in 2019
- Decreased deferred tax assets based on the interest rate-related decrease in pension obligations
- Increase in receivables as of record date

## LIABILITIES



- Higher market interest rates for AAA bonds reduced the valuation of pension provisions and increased equity
- Repayment of all short-term loans at record date
- Stable development of current liabilities compared to year end 2019

# IMPLEMENTING OPERATING TARGETS

Focus on the key growth drivers

## IMPLEMENTATION OF THE CREAMINO® GROWTH

- Increase number of trials worldwide
- Reinforce technical staff – to train distributors more intensively
- Turning trials into sales
- Initiate further studies (pig and chicken)

## REALIZATION OF THE NEXT CAPACITY EXPANSIONS

- Acquisition of customer contracts
- Preparation of the final CAPEX planning
- Supervisory Board approval
- Construction of the plant

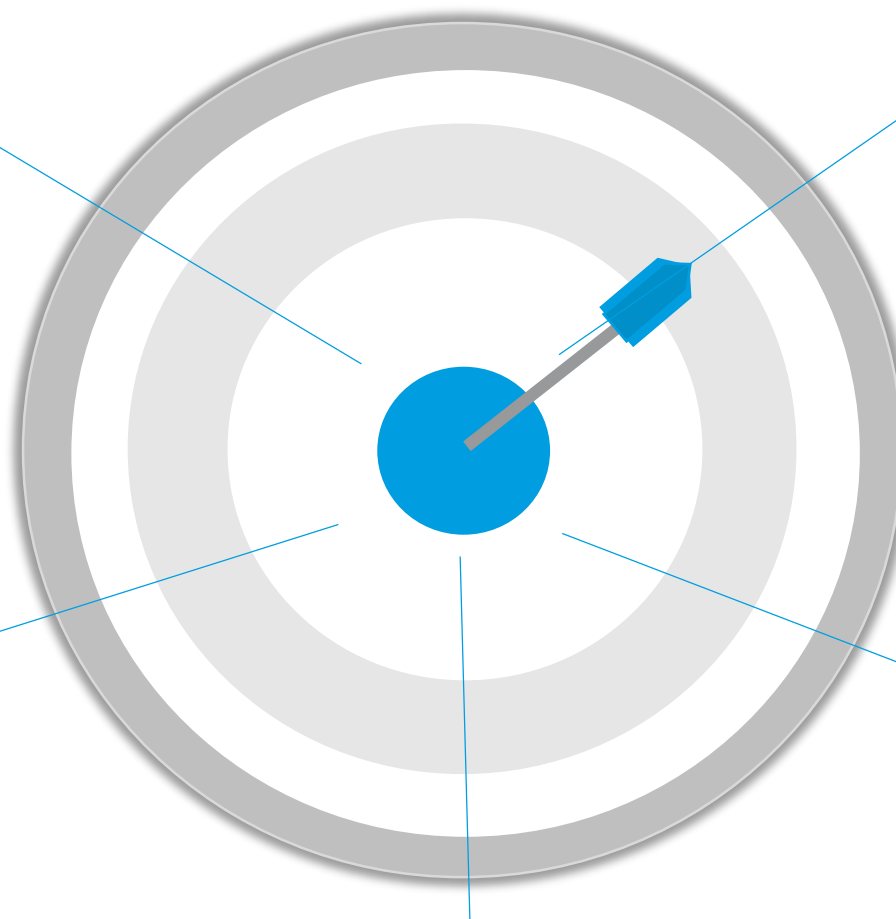
## MANAGEMENT OF COVID 19 EFFECTS

## ESTABLISH FIRST SALES OF LIVADUR®

- Training pharmacists
- Push various promotion activities (Radiospots, Podcasts...)
- Analysis ASIA market entry
- First test sales in USA, branded by “Your Encour!”

## SUSTAINABILITY

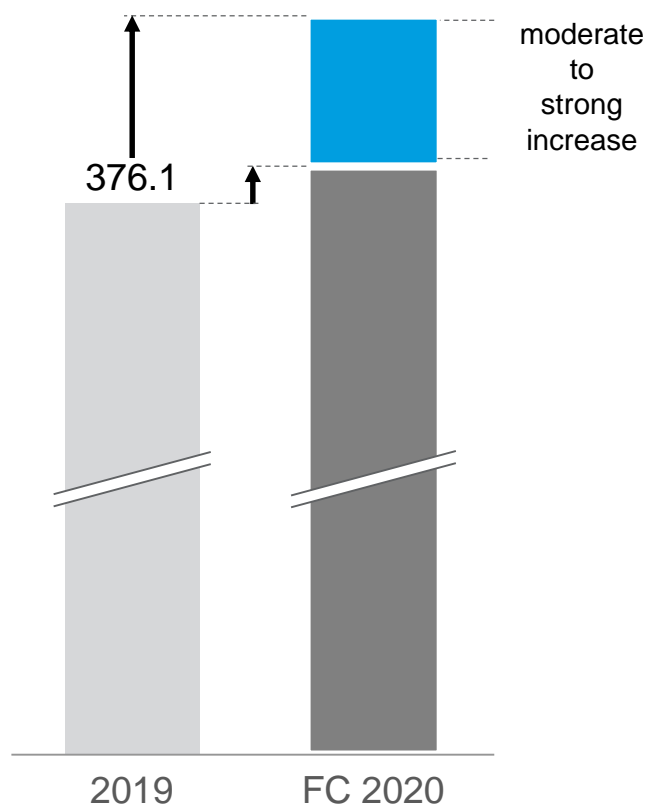
- Define and set the tone with CO2 neutral growth
- Zero accidents and deviations



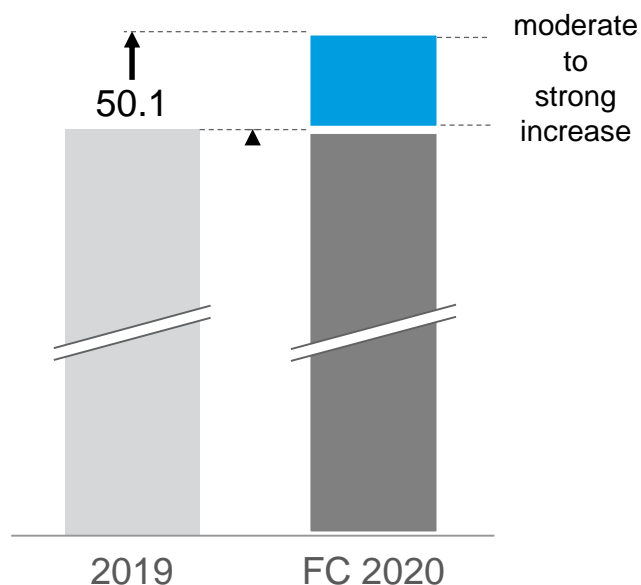
# OUTLOOK 2020

Moderate to strong increase sales and EBITDA forecast (M€)

## SALES



## EBITDA



## COMMENTS

- Start of the expected Creamino growth in second half of the year after further successful feeding trials
- Reinforcement of custom manufacturing
- Further growth of NITRALZ® business
- Significant business expansion in the pharmaceutical industry
- First recovery in the global economic environment starting in June / July

# FINANCIAL CALENDAR

## Upcoming dates



2020	<b>MAY 19</b>	Annual General Meeting 2020 – Virtual
2020	<b>AUG 11</b>	Half-Year Financial Report 2020
2020	<b>SEP 22</b>	Berenberg and Goldman Sachs Conference, Munich
2020	<b>NOV 11</b>	Quarterly Statement 3 <sup>rd</sup> Quarter 2020
2020	<b>NOV 16 - 18</b>	Eigenkapitalforum, Germany
2020	<b>NOV 30</b>	Berenberg Conference Pennyhill, London





**1,627**  
EMPLOYEES

M€  
**~95**  
SALES

M€  
**~12**  
EBITDA

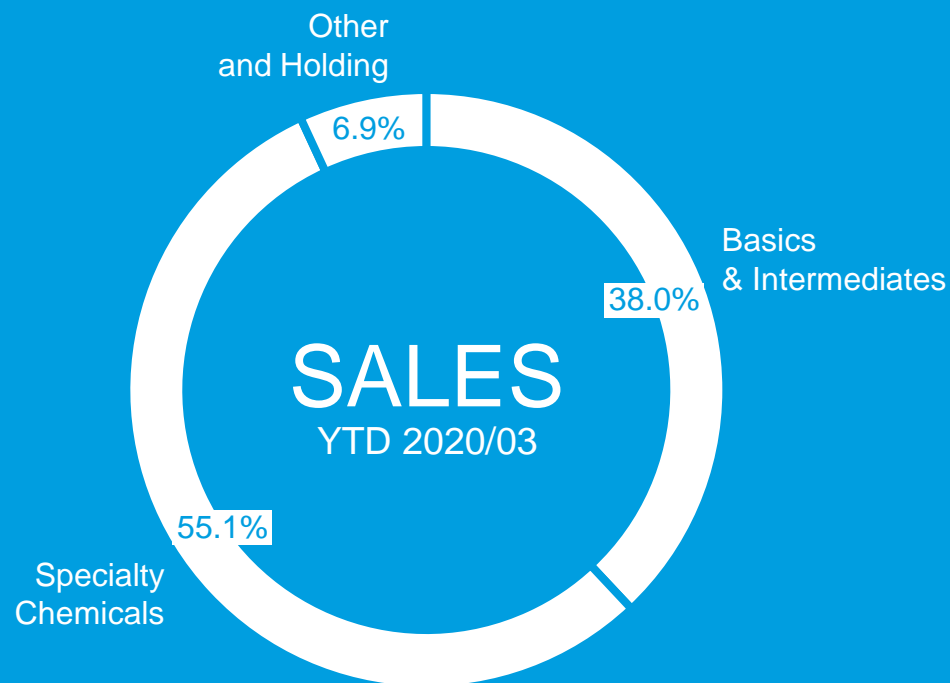
M€  
**~8**  
OPERATING  
CASHFLOW



ALZCHEM  
PRODUCTS  
ARE SOLD  
**WORLDWIDE**

INNOVATION SINCE

**1908**



*All financial indicators relating to  
YTD 2020/03 figures*





THANK YOU  
FOR YOUR ATTENTION!

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# AGENDA

Analyst Presentation Q1/2020



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EXECUTIVE SUMMARY

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BUSINESS AND FINANCIAL DETAILS

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BACK-UP

# BALANCE SHEET

## AlzChem Group

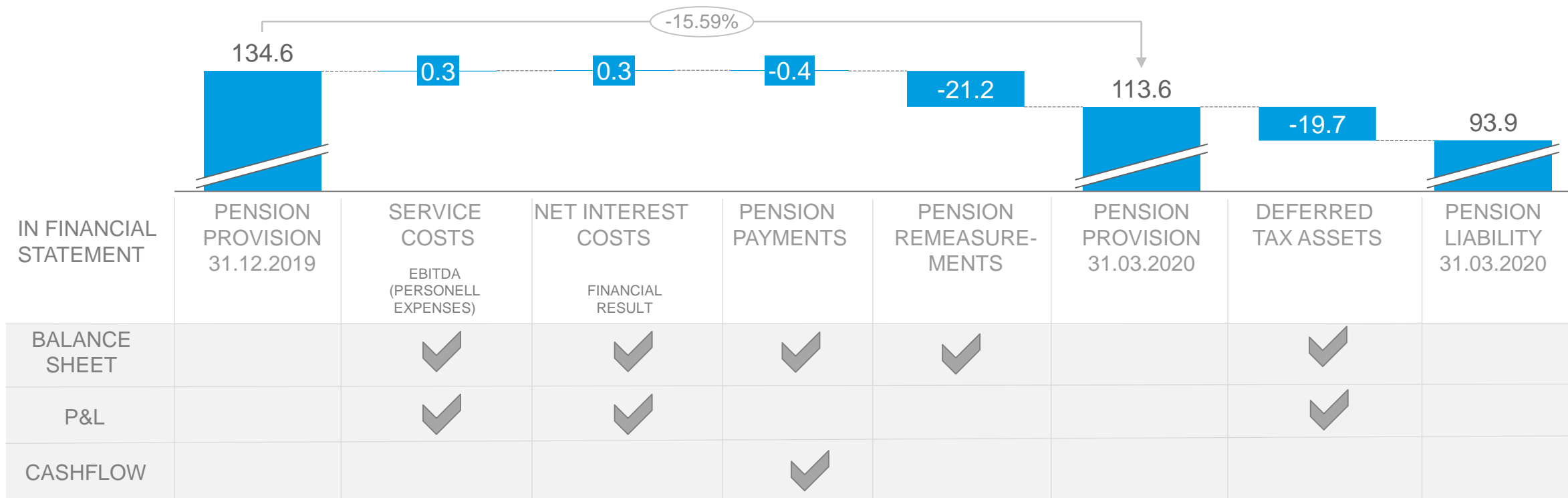


ALZCHEM GROUP (IN T€)	31.12.2019	31.03.2020	Deviation	
Intangible assets	1,541	1,410	-131	-8.5%
Tangible assets	165,702	163,564	-2,137	-1.3%
Investment properties	0	0	0	
Right of use (assets)	9,770	9,267	-503	-5.1%
Investments accounted for using the equity	0	0	0	
Financials assets	20	20	0	0.0%
Trade receivables	0	0	0	
Other receivables	470	435	-36	-7.6%
<i>there of Deferred tax assets for pensions</i>	0	0	0	
Deferred tax assets	34,477	28,053	-6,424	-18.6%
<b>SUM NON-CURRENT ASSETS</b>	<b>211,981</b>	<b>202,750</b>	<b>-9,231</b>	<b>-4.4%</b>
Inventories	74,607	74,506	-101	-0.1%
Trade receivables	32,501	39,328	6,827	21.0%
Financial assets	0	0	0	116.8%
Other receivables	14,051	11,719	-2,332	-16.6%
Income tax receivables	381	578	197	51.7%
Cash and cash equivalents	9,061	10,057	996	11.0%
Assets classified as held for sale	0	0	0	
Other assets	0	0	0	
<b>SUM CURRENT ASSETS</b>	<b>130,602</b>	<b>136,189</b>	<b>5,587</b>	<b>4.3%</b>

ALZCHEM GROUP (IN T€)	31.12.2019	31.03.2020	Deviation	
Share capital	101,763	101,763	0	0.0%
<b>RETAINED EARNINGS (+) / LOSS (-)</b>	<b>69,294</b>	<b>73,673</b>	<b>4,380</b>	<b>6.3%</b>
Other comprehensive income	-48,152	-32,816	15,336	-31.8%
<b>SHARE TO THE SHAREHOLDERS</b>	<b>59,757</b>	<b>79,473</b>	<b>19,716</b>	<b>33.0%</b>
Non-controlling interests	1,592	1,635	43	2.7%
<b>SUM EQUITY</b>	<b>61,350</b>	<b>81,108</b>	<b>19,759</b>	<b>32.2%</b>
Provisions for pensions	134,629	113,639	-20,990	-15.6%
Other provisions	22,404	22,549	145	0.6%
Loans	50,747	47,763	-2,984	-5.9%
Finance lease liabilities	7,710	7,336	-374	-4.8%
Trade liabilities	0	22	22	
Other liabilities	513	513	0	0.0%
Deferred tax liabilities	4,745	4,692	-53	-1.1%
<b>SUM NON-CURRENT LIABILITIES</b>	<b>220,748</b>	<b>196,514</b>	<b>-24,234</b>	<b>-11.0%</b>
Other provisions	1,732	1,720	-13	-0.7%
Loans	11,935	13,035	1,100	9.2%
Finance lease liabilities	1,706	1,644	-62	-3.6%
Finance liabilities	0	59	59	
Trade liabilities	24,069	23,407	-662	-2.8%
Other liabilities	19,172	19,570	398	2.1%
Income tax liabilities	1,870	1,882	11	0.6%
<b>SUM CURRENT LIABILITIES</b>	<b>60,485</b>	<b>61,316</b>	<b>831</b>	<b>1.4%</b>
<b>Sum EQUITY AND LIABILITIES</b>	<b>342,583</b>	<b>338,939</b>	<b>-3,644</b>	<b>-1.1%</b>

# PENSION ACCOUNTING (IFRS)

AlzChem Group (M€)



## COMMENTS

- Adjustment of market interest rate from 1.90% → 0.90% increased provision
- Continued low cash payments

# INCOME STATEMENT

AlzChem Group



ALZCHEM GROUP (IN T€)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Deviation (Q1)	Mrz. 19	YTD Mrz. 20	Dev. YOY
Revenue	92,123	96,120	99,431	88,398	94,740				2,616 3%	92,123	94,740	2,616 3%
Changes in inventories of finished goods and work in progress	7,895	-321	-11,883	-553	2,152				-5,743 -73%	7,895	2,152	-5,743 1038%
Other income	4,427	6,114	3,670	2,936	2,425				-2,002 -45%	4,427	2,425	-2,002 -68%
Raw materials and consumables used	-39,541	-38,320	-33,416	-31,112	-35,491				4,050 -10%	-39,541	-35,491	4,050 -13%
Employee benefits expense	-30,666	-31,497	-29,313	-30,614	-32,509				-1,843 6%	-30,666	-32,509	-1,843 6%
Other expense	-21,007	-17,473	-14,925	-20,395	-19,002				2,006 -10%	-21,007	-19,002	2,006 -10%
<b>EBITDA</b>	<b>13,231</b>	<b>14,623</b>	<b>13,564</b>	<b>8,659</b>	<b>12,315</b>				<b>-916 -7%</b>	<b>13,231</b>	<b>12,315</b>	<b>-916 -11%</b>
Depreciation expense	-4,297	-4,302	-4,964	-5,930	-5,582				-1,285 30%	-4,297	-5,582	-1,285 22%
Impairment												
<b>EBIT</b>	<b>8,934</b>	<b>10,321</b>	<b>8,601</b>	<b>2,730</b>	<b>6,734</b>				<b>-2,201 -25%</b>	<b>8,934</b>	<b>6,734</b>	<b>-2,201 -81%</b>
Investment income	8	54	26	14	5				-2 -31%	8	5	-2 -18%
Other interest and similar income	37	55	24	84	620				583 >1.000%	37	620	583 696%
Other interest and similar expense	-1,214	-1,537	-2,359	-287	-874				340 -28%	-1,214	-874	340 -118%
<b>Financial result</b>	<b>-1,169</b>	<b>-1,428</b>	<b>-2,309</b>	<b>-190</b>	<b>-248</b>				<b>921 -79%</b>	<b>-1,169</b>	<b>-248</b>	<b>921 -485%</b>
Result from associates												
<b>Result from ordinary business</b>	<b>7,766</b>	<b>8,893</b>	<b>6,292</b>	<b>2,540</b>	<b>6,485</b>				<b>-1,280 -16%</b>	<b>7,766</b>	<b>6,485</b>	<b>-1,280 -50%</b>
Taxes on income and profit	-2,212	-2,510	-1,242	-1,381	-2,063				149 -7%	-2,212	-2,063	149 -11%
<i>thereof income tax</i>	-2,034	-2,653	-1,651	-1,592	-1,630				404 -20%	-2,034	-1,630	404 -25%
<i>thereof change from deferred taxes</i>	-179	143	409	211	-433				-254 142%	-179	-433	-254 -120%
<b>Annual result</b>	<b>5,553</b>	<b>6,383</b>	<b>5,050</b>	<b>1,159</b>	<b>4,422</b>				<b>-1,131 -20%</b>	<b>5,553</b>	<b>4,422</b>	<b>-1,131 -98%</b>
<i>thereof minority interests</i>	43	43	43	43	43					43	43	
<i>thereof shares held by shareholders</i>	5,510	6,340	5,008	1,116	4,380				-1,131 -21%	5,510	4,380	-1,131 -101%
<b>Result per share in EUR</b>	<b>0.54 €</b>	<b>0.62 €</b>	<b>0.49 €</b>	<b>0.11 €</b>	<b>0.43 €</b>	<b>- €</b>	<b>- €</b>	<b>- €</b>		<b>0.54 €</b>	<b>0.43 €</b>	



# INCOME STATEMENT

AlzChem Group



## ALZCHEM GROUP (IN T€)

	Q1 2019	Q1 2020	Deviation (QoQ)	
Revenue	92,123	94,740	2,616	2.8%
Changes in inventories of finished goods and work in progress	7,895	2,152	-5,743	-72.7%
Other income	4,427	2,425	-2,002	-45.2%
Raw materials and consumables used	-39,541	-35,491	4,050	-10.2%
Employee benefits expense	-30,666	-32,509	-1,843	6.0%
Other expense	-21,007	-19,002	2,006	-9.5%
<b>EBITDA</b>	<b>13,231</b>	<b>12,315</b>	<b>-916</b>	<b>-6.9%</b>
Depreciation expense	-4,297	-5,582	-1,285	29.9%
Impairment	0	0	0	
<b>EBIT</b>	<b>8,934</b>	<b>6,734</b>	<b>-2,201</b>	<b>-24.6%</b>
Investment income	8	5	-2	-31.3%
Other interest and similar income	37	620	583	>1.000%
Other interest and similar expense	-1,214	-874	340	-28.0%
<b>Financial result</b>	<b>-1,169</b>	<b>-248</b>	<b>921</b>	<b>-78.8%</b>
Result from associates	0	0	0	
<b>Result from ordinary business</b>	<b>7,766</b>	<b>6,485</b>	<b>-1,280</b>	<b>-16.5%</b>
Taxes on income and profit	-2,212	-2,063	149	-6.8%
<i>thereof income tax</i>	-2,034	-1,630	404	-19.8%
<i>thereof change from deferred taxes</i>	-179	-433	-254	142.0%
<b>Annual result</b>	<b>5,553</b>	<b>4,422</b>	<b>-1,131</b>	<b>-20.4%</b>
<i>thereof minority interests</i>	43	43	0	0.0%
<i>thereof shares held by shareholders</i>	5,510	4,380	-1,131	-20.5%
<b>Result per share in EUR</b>	<b>0.55 €</b>	<b>0.43 €</b>	<b>0</b>	<b>-20.4%</b>

# CASH FLOW

AlzChem Group



## CASHFLOW (IN M€)

	Q1 2019	Q1 2020
<b>Consolidated earnings before taxes</b>	<b>7,766</b>	<b>6,485</b>
Depreciation on fixed and intangible assets	4,297	5,582
Decrease in pension provisions	-328	-378
Loss (+) / Profit (-) from the sale of non-current assets	3	-1
Other non-cash income (-) and expenses (+)	2,267	1,155
Financial result	1,169	248
Interest & Taxes	-203	-1,839
Increase (+) / Decrease (-) Net Working Capital	-17,020	-2,776
<b>Cashflow from ongoing operations (Net cash flow)</b>	<b>-2,050</b>	<b>8,477</b>
Cash outflows for investments in fixed assets	-12,290	-4,810
Cash inflows from the sale of fixed assets	29	1
Cash inflow from the acquisition / Reverse acquisition		
Cashflow from investing activity	-12,262	-4,810
<b>Free cashflow</b>	<b>-14,312</b>	<b>3,667</b>
Deposits (+) / Repayment (-) bank loans long-term	30,102	
Repayment of bank loans long-term	-402	-2,016
Deposits (+) / Repayment (-) from short-term financing lines	-10,266	-1
Dividend payments		
Payment of reduction in leasing liabilities	-366	-470
Payment of transaction costs of capital increases		
Payments to non-controlling interests	-171	-171
<b>Cashflow from financing activity</b>	<b>18,897</b>	<b>-2,657</b>
<b>Net increase / decrease in cash and cash equivalents</b>	<b>4,585</b>	<b>1,010</b>

# SEGMENT OVERVIEW BY QUARTER

AlzChem Group



SALES	2018				2019				2020				Deviation PY (Q1) T€ %		YTD Q1 2020		Deviation PY (YOY) T€ %	
	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	34,155	36,926	35,896	32,989	35,465	37,844	41,693	34,405	36,012				546	2%	35,465	36,012	546	2%
Specialty Chemicals	53,917	56,817	49,805	48,876	50,063	51,686	50,952	47,321	52,199				2,136	4%	50,063	52,199	2,136	4%
Other and Holding	6,450	6,971	6,259	6,145	6,595	6,591	6,786	6,672	6,529				-66	-1%	6,595	6,529	-66	-1%
<i>Group Consolidation</i>		5					0											
<b>AlzChem Group</b>	<b>94,522</b>	<b>100,719</b>	<b>91,960</b>	<b>88,010</b>	<b>92,124</b>	<b>96,120</b>	<b>99,430</b>	<b>88,398</b>	<b>94,740</b>				<b>2,616</b>	<b>3%</b>	<b>92,124</b>	<b>94,740</b>	<b>2,616</b>	<b>3%</b>

EBITDA	2018				2019				2020				Deviation PY (Q1) T€ %		YTD Q1 2020		Deviation PY (YOY) T€ %	
	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	1,060	188	106	-2,242	1,038	628	3,220	360	1,903				865	45%	1,038	1,903	865	83%
Specialty Chemicals	12,648	16,128	9,485	12,431	11,711	12,919	9,218	7,837	10,158				-1,553	-15%	11,711	10,158	-1,553	-13%
Other and Holding	759	-262	547	-852	357	838	1,435	1,877	317				-40	-13%	357	317	-40	-11%
<i>Group Consolidation</i>	589	-152	265	-1,341	125	239	-309	-1,414	-63				-188	299%	125	-63	-188	-150%
<b>AlzChem Group</b>	<b>15,057</b>	<b>15,902</b>	<b>10,402</b>	<b>7,996</b>	<b>13,231</b>	<b>14,623</b>	<b>13,564</b>	<b>8,659</b>	<b>12,315</b>				<b>-916</b>	<b>-7%</b>	<b>13,231</b>	<b>12,315</b>	<b>-916</b>	<b>-7%</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** Finance & Controlling, Company Strategy, Investor Relations & Communication, IT, Risk Management, HR, Supply Chain Management, Legal/Patents & Trademarks

## DR. GEORG WEICHSELBAUMER, CSO

WITH ALZCHEM SINCE 2012

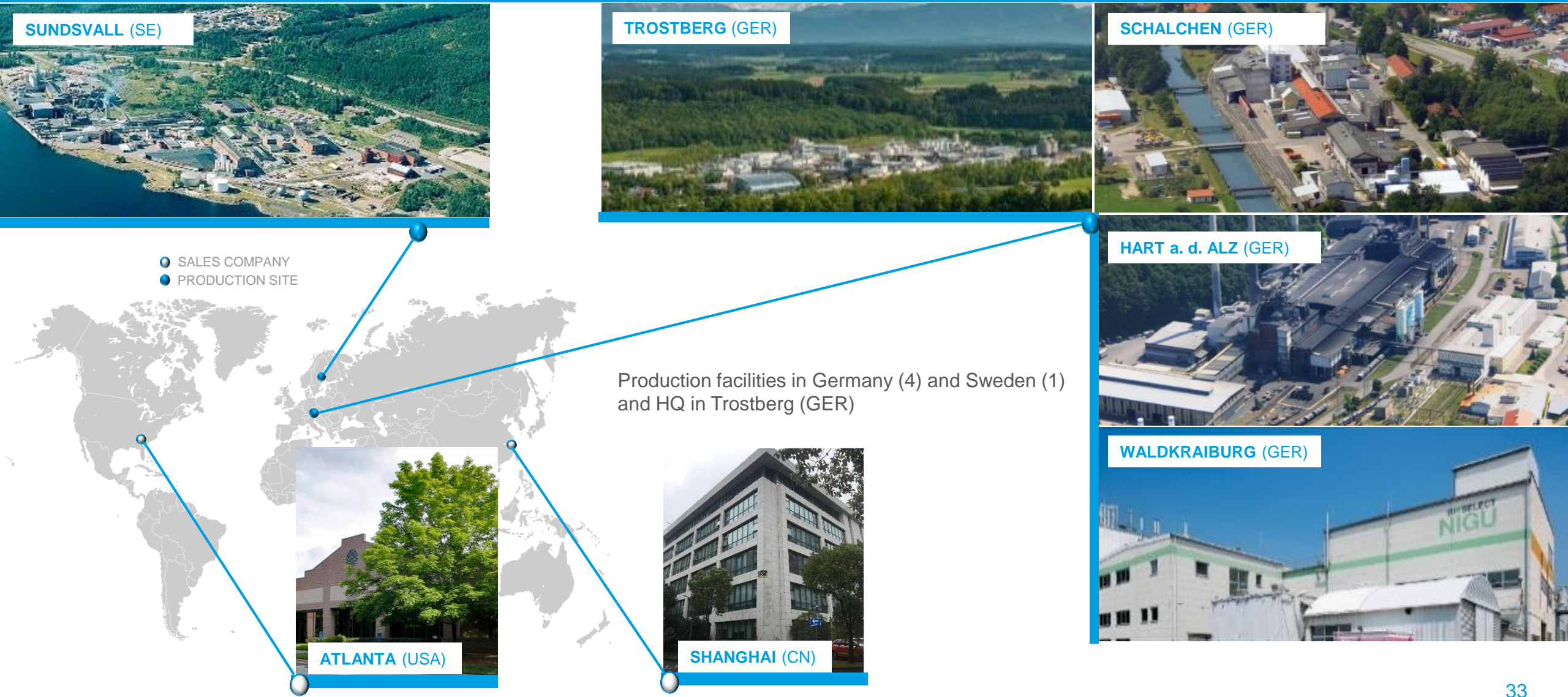
**AREAS OF RESPONSIBILITY** Marketing, Sales, Innovation management & Process Development, R&D, Product safety and approval





# ALZCHEM GROUP LOCATIONS

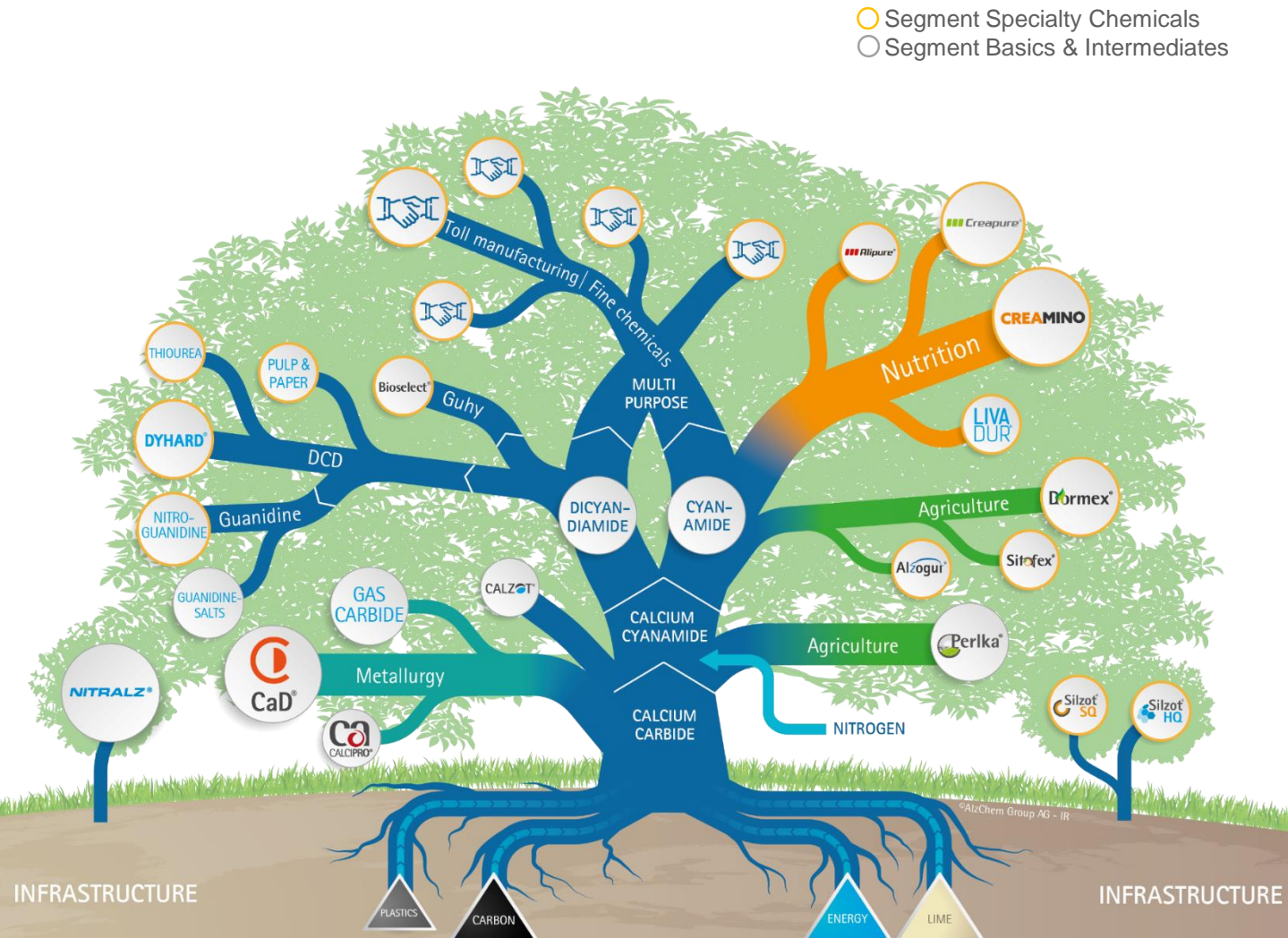
Production sites and sales companies





# Fully Integrated Business Model (“Verbund” System)

Ability to adapt production to satisfy changing end market needs



## 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

Growth of the population



Healthy aging



Energy efficiency








# 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® SQ</b>	Silicon nitride powder for the solar industry	Photovoltaics
	<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	 CaD <sup>®</sup>	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 <sup>®</sup>	Business fields in color, agro and pharmaceutical applications	Pigments Pharmaceutical
	 Perlka <sup>®</sup>	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		

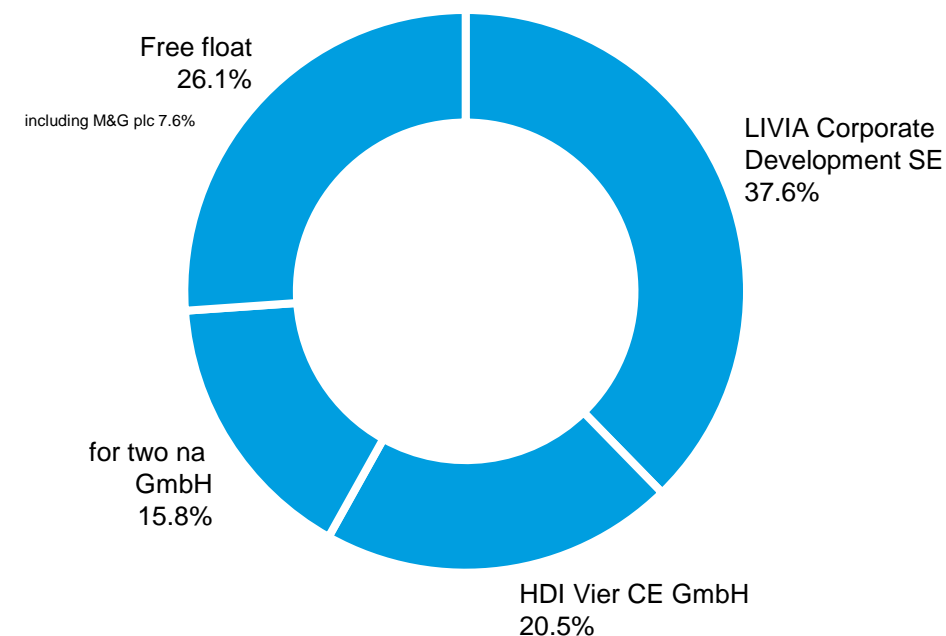
# KEY SHARE DATA

Share Details as of May 8, 2020



SHARES OUTSTANDING	10,176,335
LAST CLOSING PRICE [2020-05-08]	EUR 17.10
MARKET CAPITALIZATION	EUR 174m
TICKER	ACT
WKN	A2YNT3
ISIN	DE000A2YNT30
LISTING	Frankfurt Stock Exchange – Prime Standard
DESIGNATED SPONSOR	Baader Bank AG Oddo Seydler Bank AG

## SHAREHOLDER STRUCTURE



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