



# Q3 ANALYST PRESENTATION

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Andreas Niedermaier, CFO

November 14, 2017



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# AGENDA

Q3 2017 – Analyst presentation

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## EXECUTIVE SUMMARY Q3 2017

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## BUSINESS AND FINANCIAL DETAILS Q3 2017

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## BACK-UP

# Q3 FINANCIAL HIGHLIGHTS

Top line growth continues in Q3



- + Strong growth in sales, driven by Specialty Chemicals
- + Moderate sales growth within Basics & Intermediates
- Management of raw materials volatility is becoming more and more important
- + Strong cash flow from operating business
- + Investment decision ~50 M€ for Creamino plant taken in September



# Q3 FINANCIAL OVERVIEW



A strong quarter in a dynamic environment

ALZCHEM AG w/o Softmatic [M€]	Q3 / 2016	Q3 / 2017	yoy %	1-9 / 2016	1-9 / 2017	yoy %
SALES	77.0	89.9	16.7%	250.5	272.7	8.9%
EBITDA <sup>1</sup>	5.3	10.3	95.6%	29.6	38.2	29.2%
EBITDA margin <sup>1</sup>	6.9%	11.5%	4.6 pp	11.8%	14.0%	2.2 pp
adjusted EBITDA	11.5	10.7	-7.6%	35.9	40.5	13.0%
adjusted EBITDA margin	15.0%	11.9%	-3.1 pp	14.3%	14.9%	0.5 pp

<sup>1</sup> 2016.incl. IPO costs 6.3 M€  
1-9 2017 incl. IPO costs ~2,3 M€; Q3 0,34 M€

## COMMENTS

- Substantial increase in sales, driven by quantity on a broad basis (9M 2017+ 22.3 Mio.€, Q3 +12.9 Mio.€)
- Volume growth across all segments
- Q3 EBITDA was impacted by adverse raw material effects, one time IPO costs and FX effects
- 1-9 2017 EBITDA growth almost in line with strong sales growth

# AGENDA

Q3 2017 – Analyst presentation

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EXECUTIVE SUMMARY Q3 2017

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BUSINESS AND FINANCIAL DETAILS Q3 2017

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BACK-UP



# Q3 SALES BY REGION

ASIA/PACIFIC strategy pays back

## GERMANY



Q3 / 2016	Q3 / 2017	yoy %
34.7	42.0	21.0%

1-9 / 2016	1-9 / 2017	yoy %
102.1	118.8	16.4%

➔ +16,7m

## EMEA



Q3 / 2016	Q3 / 2017	yoy %
25.2	28.6	13.5%

1-9 / 2016	1-9 / 2017	yoy %
88.4	90.7	2.6%

➔ +2,3m

## ASIA / PACIFIC



Q3 / 2016	Q3 / 2017	yoy %
8.1	11.0	35.8%

1-9 / 2016	1-9 / 2017	yoy %
25.7	29.2	13.6%

➔ +3,5m

## NORTH AMERICA



Q3 / 2016	Q3 / 2017	yoy %
7.9	6.7	-15.2%

1-9 / 2016	1-9 / 2017	yoy %
26.4	24.8	-6.1%

➔ -1,6m

## SOUTH AMERICA



Q3 / 2016	Q3 / 2017	yoy %
1.0	1.6	60.0%

1-9 / 2016	1-9 / 2017	yoy %
7.9	9.2	16.5%

➔ +1,3m

# SEGMENT

## BASIC & 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**).

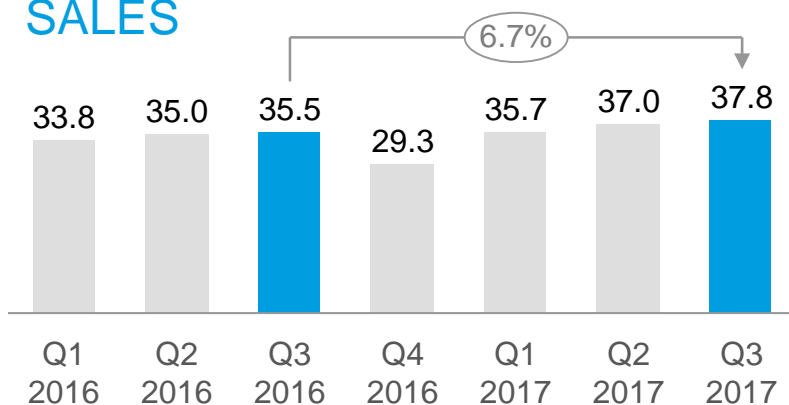




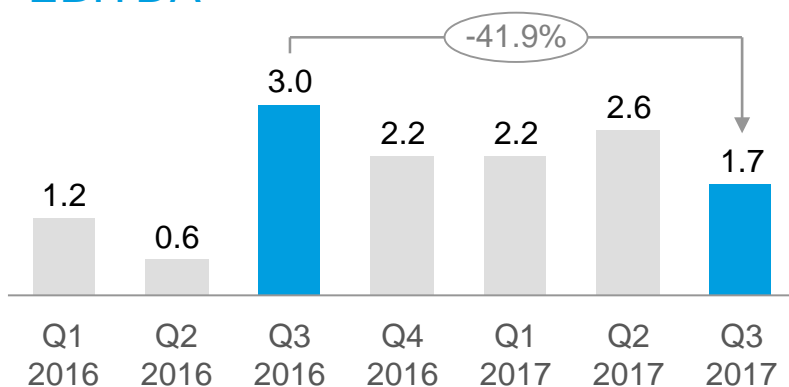
# SEGMENT BASIC & INTERMEDIATES

## Segment analysis – financial overview

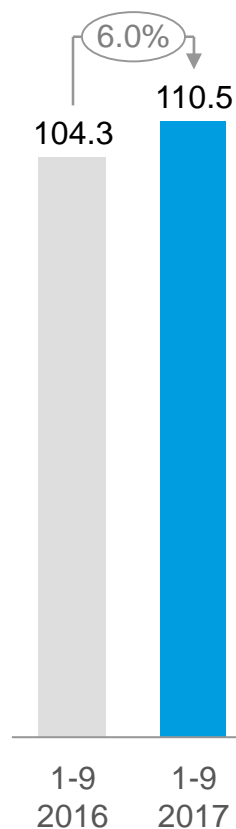
### SALES



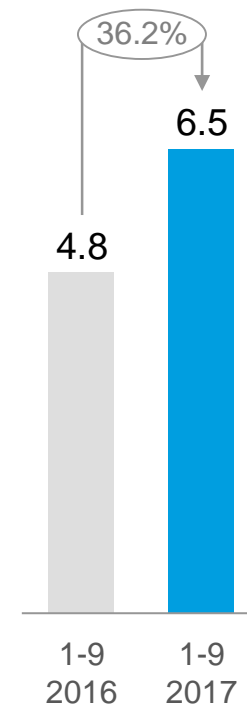
### EBITDA



### SALES



### EBITDA



### SALES ANALYSIS Q3 2016 vs. Q3 2017

+5% Volume ↗ +2% Price ↗ -1% FX ↘

### COMMENTS

- Sales growth driven mainly by NITRALZ® and metallurgical products
- Increase was caused by good volume development and positive pricing effects
- Agro business was slightly below previous year's figures
- Q3 EBITDA impacted by raw material price increases and FX effects

# 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>®1</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.

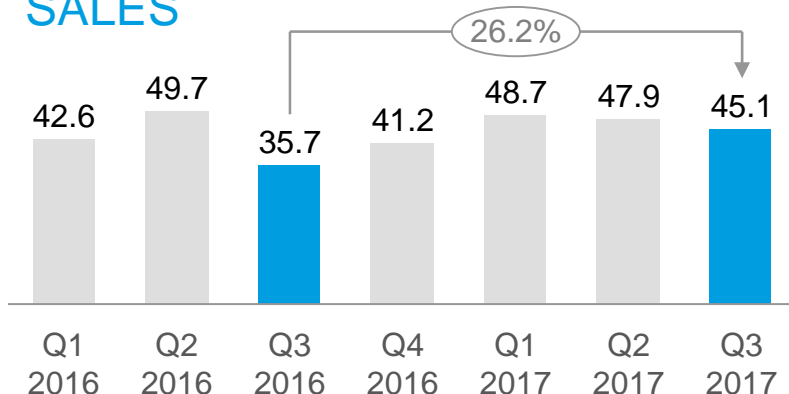
<sup>1</sup> CreAMINO<sup>®</sup> brand of EVONIK



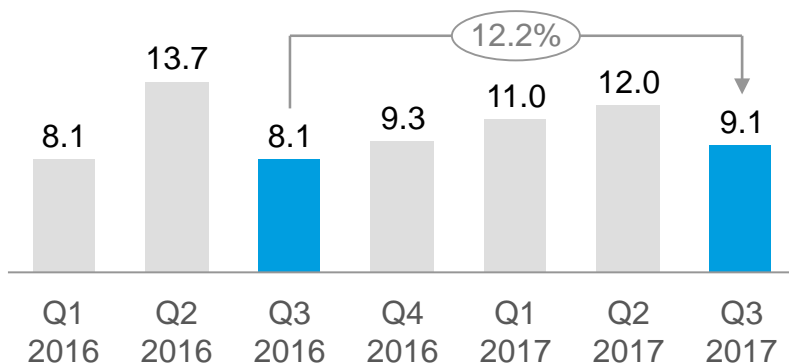
# SEGMENT SPECIALTY CHEMICALS

## Segment analysis – financial overview

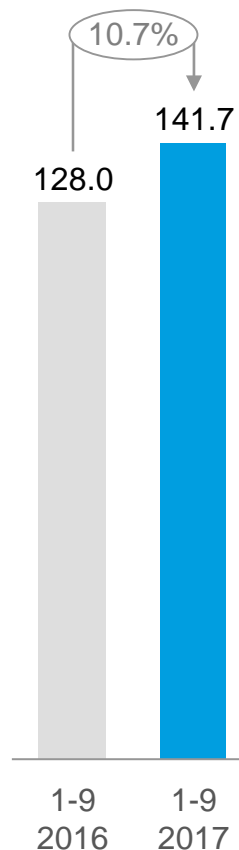
### SALES



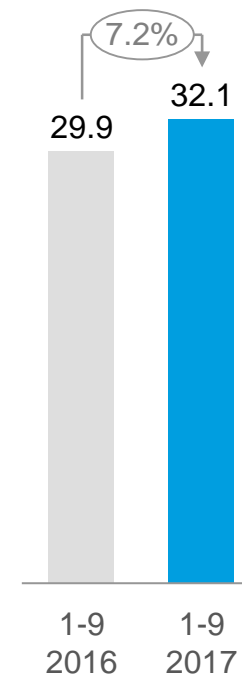
### EBITDA



### SALES



### EBITDA



### SALES ANALYSIS Q3 2016 vs. Q3 2017

+30%  
Volume

-3%  
Price

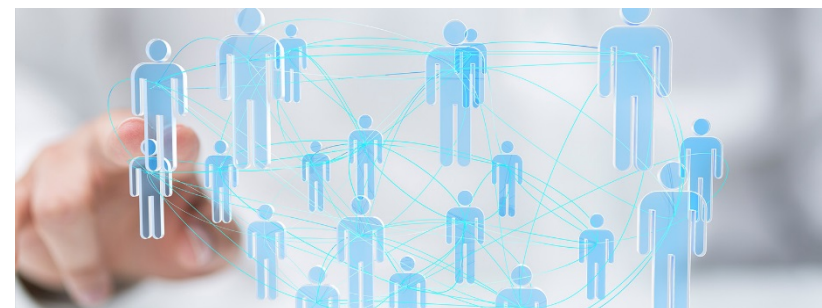
-1%  
FX

### COMMENTS

- Substantial sales increase driven by growth of Dormex<sup>®</sup> and Creapure<sup>®</sup> Business and by strong growth of CreAMINO<sup>®</sup>-Business
- Higher volumes lead to higher sales of 26.2% and a considerable increase within EBITDA of 12.2% above prior-year quarter
- Higher external logistic costs due to CreAMINO<sup>®</sup> stock strategy
- Volume based increase in waste disposal and consumable costs due to higher plant utilization

# SEGMENT OTHER & HOLDING

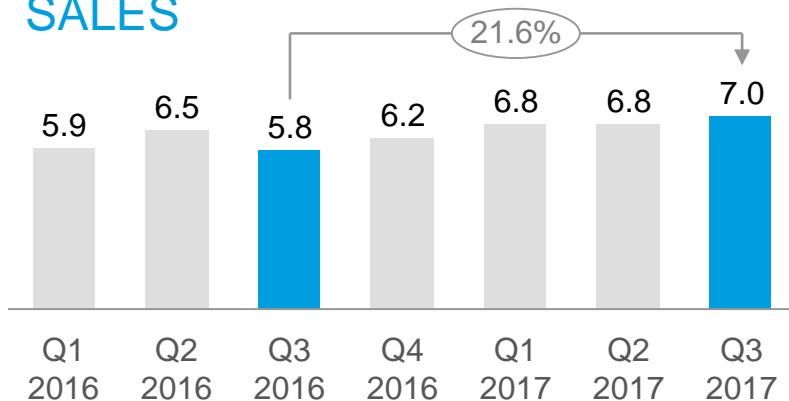
AlzChem's Other & Holding segment comprises AlzChem's holding and other activities which are not accounted for in the Specialty Chemicals or Basics & Intermediates segment. The majority of net sales in this segment are attributable to **services** including the **operation of the Chemiepark Trostberg**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



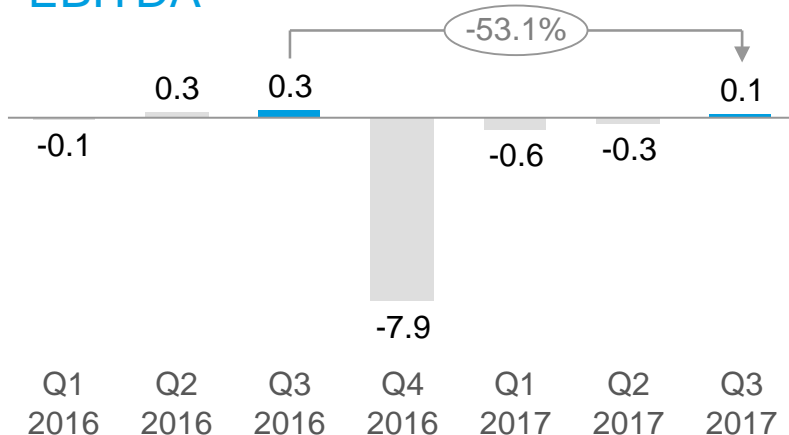
# SEGMENT OTHER & HOLDING

## Segment analysis – financial overview

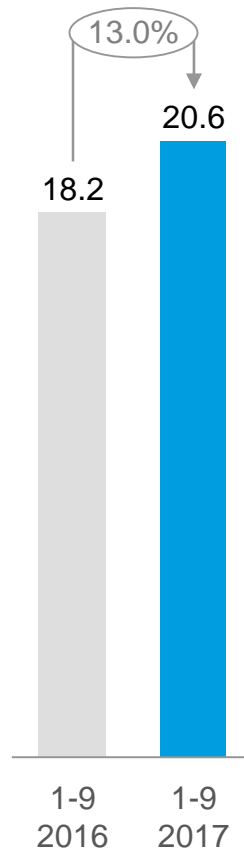
### SALES



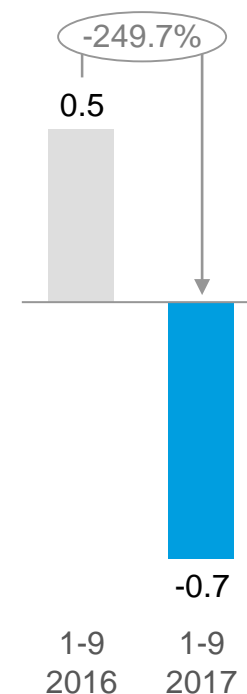
### EBITDA



### SALES



### EBITDA



### SALES ANALYSIS Q3 2016 vs. Q3 2017

+20%  
Volume

+1%  
Price

±0%  
FX

### COMMENTS

- Sales increase follows customers site business
- Sales growth mainly volume driven
- EBITDA reflects IPO costs

# BALANCE SHEET

AlzChem AG w/o Softmatic AG



ASSETS	31.12.2016	30.09.2017	yoy %
<b>NON-CURRENT ASSETS</b>			
Intangible assets	0.8	0.8	
Tangible assets	104.8	106.4	1.5%
Investment properties			
Investments accounted for using the equity method			
Financials assets	0.0	0.0	
Trade receivables			
Other receivables	0.3	0.4	33.3%
Deferred tax assets	28.4	25.7	-9.5%
<b>SUM NON-CURRENT ASSETS</b>	<b>134.3</b>	<b>133.3</b>	<b>-0.7%</b>
<b>CURRENT ASSETS</b>			
Inventories	64.1	62.8	-2.0%
Trade receivables	35.4	47.3	33.6%
Financial assets		0.0	
Other receivables	18.0	16.6	-7.8%
Income tax receivables	0.0	0.0	
Cash and cash equivalents	12.1	12.7	5.0%
Assets classified as held for sale			
Other assets			
<b>SUM CURRENT ASSETS</b>	<b>129.6</b>	<b>139.6</b>	<b>7.7%</b>
<b>SUM ASSETS</b>	<b>263.9</b>	<b>272.9</b>	<b>3.4%</b>

EQUITY & LIABILITIES	31.12.2016	30.09.2017	yoy %
<b>EQUITY</b>			
<b>SHARE</b> TO THE SHAREHOLDERS OF ALZCHEM AG	<b>53.3</b>	<b>55.7</b>	<b>4.5%</b>
Non-controlling interests	0.1	2.2	2100.0%
<b>SUM EQUITY</b>	<b>53.5</b>	<b>57.9</b>	<b>8.2%</b>
<b>NON-CURRENT LIABILITIES</b>			
Provisions for pensions	104.9	101.1	-3.6%
Other provisions	17.1	17.7	3.5%
Loans	24.8	20.6	-16.9%
Finance lease liabilities	0.2	0.2	
Other liabilities		0.0	
Deferred tax liabilities	2.3	2.1	-8.7%
<b>SUM NON-CURRENT LIABILITIES</b>	<b>149.3</b>	<b>141.7</b>	<b>-5.1%</b>
<b>CURRENT LIABILITIES</b>			
Other provisions	7.2	7.3	1.4%
Loans	5.6	15.9	183.9%
Finance lease liabilities			
Finance liabilities	0.1		-100.0%
Trade liabilities	21.7	22.4	3.2%
Other liabilities	23.4	24.7	5.6%
Income tax liabilities	3.0	2.8	-6.7%
<b>SUM CURRENT LIABILITIES</b>	<b>61.1</b>	<b>73.2</b>	<b>19.8%</b>
<b>Sum EQUITY AND LIABILITIES</b>	<b>263.9</b>	<b>272.9</b>	<b>3.4%</b>



# Q3 CASH FLOW

AlzChem AG w/o Softmatic AG



## CASHFLOW (IN M€)

OPERATING CASHFLOW
- INVESTING CASHFLOW
<b>FREE CASHFLOW</b>
RAISING / REPAYMENT FROM LOANS
PAYMENT / DEPOSIT FROM SHORT-TERM CREDIT LINES
DIVIDENDS PAID
PAYMENT PROFIT CLAIM OF NON-CONTROLLING INTERESTS
<b>NET CASH FROM FINANCING ACTIVITIES</b>
<b>NET INCREASE / DECREASE CASH AND CASH EQUIVALENTS</b>

Q3 / 2016	Q3 / 2017	yoy %
15.3	10.6	-30.7%
-5.3	-4.7	-11.3%
<b>10.0</b>	<b>5.9</b>	<b>-41.0%</b>
-1.4	-0.4	-71.4%
-2.5	-4.8	92.0%
0.0		
<b>-3.9</b>	<b>-5.2</b>	<b>33.3%</b>
<b>6.1</b>	<b>0.7</b>	<b>-88.5%</b>

1-9 / 2016	1-9 / 2017	yoy %
28.3	24.6	-13.1%
-12.2	-12.1	-0.8%
<b>16.1</b>	<b>12.5</b>	<b>-22.4%</b>
-3.3	-3.2	-3.0%
	9.2	
<b>-8.0</b>	<b>-17.8</b>	<b>122.5%</b>
-0.1		-100.0%
<b>-11.4</b>	<b>-11.7</b>	<b>2.6%</b>
<b>4.7</b>	<b>0.7</b>	<b>-85.1%</b>

## COMMENTS

- Free cash flow affected by temporarily increased accounts receivables
- Capex are comparable to previous year's level.
- usage of credit lines due to high pay out ratio of dividend and accounts receivables

# BALANCE SHEET KPI

AlzChem AG w/o Softmatic AG



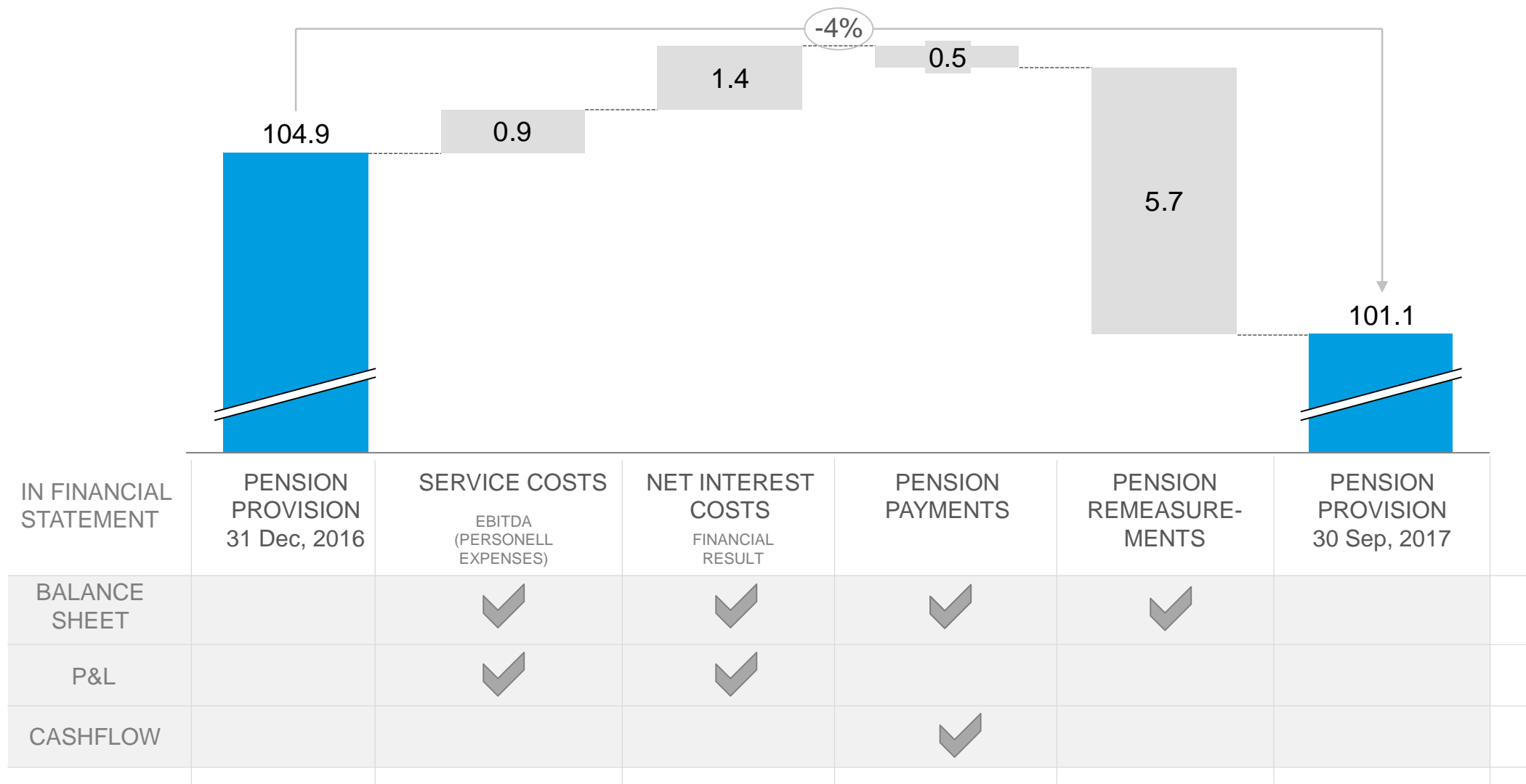
MAIN BALANCE SHEET KPI	31.12.2016	30.09.2017	yoy
<b>TOTAL ASSETS</b>	<b>263.9</b>	<b>272.9</b>	<b>9.0</b>
<b>EQUITY (INCL. NON-CONTROLLING INTEREST)</b>	<b>53.5</b>	<b>57.9</b>	<b>4.4</b>
EQUITY RATIO (%)	20.3%	21.2%	1.0%
NET DEBT	222.5	227.7	5.2
NET FINANCIAL DEBT	42.5	49.3	6.8
NEAR CASH, CASH & CASH EQUIVALENTS	12.1	12.7	0.7
PENSION PROVISIONS	104.9	101.1	-3.9
<b>NET WORKING CAPITAL</b>	<b>121.2</b>	<b>132.6</b>	<b>11.4</b>
DAYS SALES OF INVENTORY	64.9	67.9	3.0
DAYS SALES OUTSTANDING	53.1	53.6	0.5

## COMMENTS

- Equity ratio increased slightly
- Positive effects by high EBITDA and reduction of pension provisions (interest rate)
- Higher net financial debt due to temporarily increased accounts receivables

# PENSION ACCOUNTING

Only 0.5 m€ cashout from pensions





**CreAMINO®**

### **FEED ADDITIVE** TURNS TO CREATINE

CreAMINO® is a feed additive that - after being absorbed in the animals' bodies - is processed into the endogenous substance creatine

### **+3 TO +5 POINTS** FCR GROWTH

CreAMINO® leads to an improved feed conversion rate, that allows farm operators to reduce their total feed volume

### **~50 m€** INVESTMENT

In September a 50 million investment decision for a new CreAMINO® production plant in Trostberg (GER) was taken

### **+200%** PRODUCTION CAPACITY

The new plant is supposed to triple the production capacities for CreAMINO®

### **GROWING WORLD POPULATION** NEEDS EFFICIENT FOOD SUPPLY

AlzChem benefits with its Specialty Chemicals products from external growth drivers such as the growing world population, the trend towards healthy ageing and the growing importance of energy efficiency

# EFFECTS OF FIRST-TIME CONSOLIDATION



What would have been the effects if first-time consolidation would have been in Q3

## P&L effect is only expected at 0.01 m€:

- 1.07 m€ Capitalized transaction costs
- 1.06 m€ other operating expenses

## Balance sheet extension by 2.6 m€

- 2.6 m€ cash from capital increase
- 2.3 m€ equity
- 0.3 m€ liabilities from transaction

# FINANCIAL CALENDAR

Upcoming dates



2017	NOV 14	Q3 FIGURES 2017
2017	DEC 31	END OF FISCAL YEAR 2017
2018	MAR	FIGURES 2017 AVAILABLE ANALYST CONFERENCE
2018	MAY	Q1 FIGURES 2018
2018	MAY	GENERAL MEETING 2018
2018	SEP	HALF YEAR FIGURES 2018
2018	NOV	Q3 FIGURES 2018







THANK YOU  
FOR YOUR ATTENTION!

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# AGENDA

Q3 2017 – Analyst presentation

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EXECUTIVE SUMMARY Q3 2017

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BUSINESS AND FINANCIAL DETAILS Q3 2017

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BACK-UP

# Q3 PROFIT & LOSS

AlzChem AG w/o Softmatic AG



ALZCHEM AG w/o Softmatic AG [T€]	Q3 / 2016	Q3 / 2017	Delta	
Revenue	77.0	89.9	12.9	16.8%
Changes in inventories of finished goods and work in progress	0.7	-2.5	-3.2	-445.4%
Other income	3.0	2.3	-0.7	-21.4%
Raw materials and consumables used	-30.3	-36.4	-6.1	20.3%
Employee benefits expense	-31.0	-25.6	5.4	-17.4%
Other expense	-14.1	-17.4	-3.3	23.2%
<b>EBITDA</b>	<b>5.3</b>	<b>10.3</b>	5.0	95.6%
<b>EBITDA adjusted</b>	<b>11.5</b>	<b>10.7</b>	-0.8	-7.6%
Depreciation expense	-3.3	-3.5	-0.2	6.9%
<b>EBIT</b>	<b>2.0</b>	<b>6.8</b>	4.8	238.8%
<b>EBIT adjusted</b>	<b>8.3</b>	<b>7.2</b>	-1.1	-13.2%
Other interest and similar income	0.1	0.1		99.8%
Other interest and similar expense	-1.3	-1.0	0.3	-28.6%
<i>thereof interests for provisions (non cash)</i>	-0.9	-0.8	0.1	-13.8%
<i>thereof interests for cash</i>	-0.5	-0.2	0.3	-56.9%
<b>Financial result</b>	<b>-1.3</b>	<b>-0.8</b>	0.5	-34.7%
Result from associates				
<b>Result from ordinary business</b>	<b>0.7</b>	<b>6.0</b>	5.3	724.2%
Taxes on income and profit	-0.2	-1.6	-1.4	630.3%
<i>thereof income tax</i>	-1.8	-1.4	0.4	-20.8%
<i>thereof change from deferred taxes</i>	1.5	-0.2	-1.7	-115.3%
<b>Net profit</b>	<b>0.5</b>	<b>4.4</b>	3.9	766.0%
<b>Net profit adjusted</b>	<b>6.8</b>	<b>4.7</b>	-2.1	-30.5%

## COMMENTS

- Strong volume growth in all segments
- The P + L positions are growing in line with sales
- A first share of the increase in raw material costs could not be passed on to the customers
- IPO costs included in Employee benefits (2016) and other expenses (2017)
- Adjusted EBITDA is almost stable in Q3

# 1-9 PROFIT & LOSS

AlzChem AG w/o Softmatic AG



ALZCHEM AG w/o Softmatic AG [T€]	1-9 / 2016	1-9 / 2017	DELTA	
Revenue	250.5	272.7	22.3	8.9%
Changes in inventories of finished goods and work in progress	-2.3	-1.0	1.3	-57.5%
Other income	8.7	7.6	-1.1	-12.7%
Raw materials and consumables used	-95.0	-105.4	-10.4	10.9%
Employee benefits expense	-83.9	-81.8	2.0	-2.4%
Other expense	-48.4	-53.9	-5.5	11.3%
<b>EBITDA</b>	<b>29.6</b>	<b>38.2</b>	8.6	29.2%
<i>EBITDA adjusted</i>	<i>35.9</i>	<i>40.5</i>	4.6	13.0%
Depreciation expense	-9.5	-10.3	-0.8	8.2%
<b>EBIT</b>	<b>20.1</b>	<b>27.9</b>	7.9	39.2%
<i>EBIT adjusted</i>	<i>26.3</i>	<i>30.2</i>	3.9	14.8%
Other interest and similar income	0.3	0.4	0.1	53.7%
Other interest and similar expense	-4.1	-2.3	1.7	-42.8%
<i>thereof interests for provisions (non cash)</i>	-3.1	-1.7	1.4	-44.7%
<i>thereof interests for cash</i>	-0.9	-0.6	0.3	-36.4%
<b>Financial result</b>	<b>-3.8</b>	<b>-1.9</b>	1.9	-50.1%
Result from associates				
<b>Result from ordinary business</b>	<b>16.3</b>	<b>26.1</b>	9.8	59.9%
Taxes on income and profit	-4.4	-7.0	-2.6	58.5%
<i>thereof income tax</i>	-6.0	-6.2	-0.2	3.5%
<i>thereof change from deferred taxes</i>	1.6	-0.8	-2.4	-154.1%
<b>Net profit</b>	<b>11.8</b>	<b>19.0</b>	7.2	60.5%

## COMMENTS

- Due to strong sales in the Specialty Chemicals segment, yoy sales growth is on a ~9% level
- Major parts of raw material cost increases have been passed on to customers.
- 2017 IPO project costs included in other expenses. Capitalization is expected by year end closing
- As a result of increased interest rates (2%), lower pension interests costs materialized within the P&L

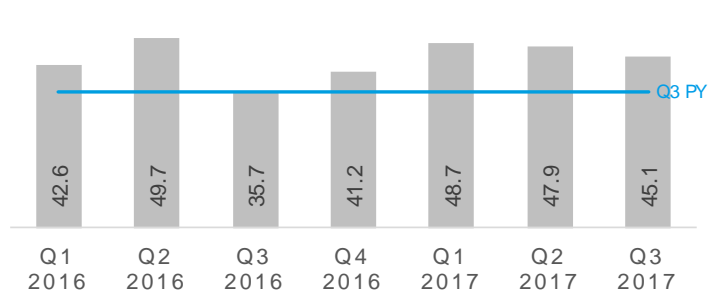
# SEGMENT OVERVIEW BY QUARTER

AlzChem AG w/o Softmatic AG

SALES (IN M€)	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q3 2016 YTD	Q3 2017 YTD	yoy %
SPECIALTY CHEMICALS	42.6	49.7	35.7	41.2	48.7	47.9	45.1	128.0	141.7	10.7%
BASICS & INTERMEDIATES	33.8	35.0	35.5	29.3	35.7	37.0	37.8	104.3	110.5	6.0%
OTHER & HOLDING	5.9	6.5	5.8	6.2	6.8	6.8	7.0	18.2	20.6	13.0%
GROUP CONSOLIDATION	0.0	0.0	- 0.0	- 0.1	- 0.0	0.0	- 0.1	- 0.0	- 0.1	
<b>ALZCHEM AG GROUP</b>	<b>82.3</b>	<b>91.2</b>	<b>77.0</b>	<b>76.7</b>	<b>91.2</b>	<b>91.7</b>	<b>89.9</b>	<b>250.5</b>	<b>272.7</b>	<b>8.9%</b>

EBITDA (IN M€)	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q3 2016 YTD	Q3 2017 YTD	yoy %
SPECIALTY CHEMICALS	8.1	13.7	8.1	9.3	11.0	12.0	9.1	29.9	32.1	7.2%
BASICS & INTERMEDIATES	1.2	0.6	3.0	2.2	2.2	2.6	1.7	4.8	6.5	36.2%
OTHER & HOLDING	- 0.1	0.3	0.3	- 7.9	- 0.6	- 0.3	0.1	0.5	- 0.7	-249.7%
GROUP CONSOLIDATION	0.1	0.5	- 6.1	5.4	0.8	0.2	- 0.7	- 5.6	0.4	
<b>ALZCHEM AG GROUP</b>	<b>9.4</b>	<b>15.0</b>	<b>5.3</b>	<b>9.0</b>	<b>13.4</b>	<b>14.5</b>	<b>10.3</b>	<b>29.6</b>	<b>38.2</b>	<b>29.2%</b>

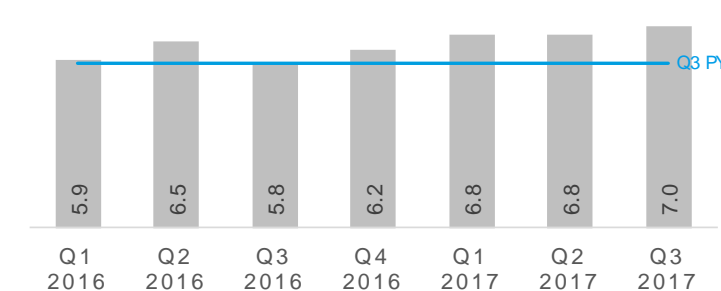
SPECIALTY CHEMICALS



BASICS & INTERMEDIATES



OTHER & HOLDING



# Executive Team

Experienced management to deliver on the next phase



**KLAUS ENGLMAIER**



**ULLI SEIBEL**



**ANDREAS NIEDERMAIER**

	<b>KLAUS ENGLMAIER</b>	<b>ULLI SEIBEL</b>	<b>ANDREAS NIEDERMAIER</b>
CURRENT POSITION	<b>COO (since 2016)</b>	<b>CEO (since 2009)</b>	<b>CFO (since 2010)</b>
AGE	56	42	48
WITH ALZCHEM SINCE <sup>1</sup>	1988	2009	1999
DEGREE	Mechanical Engineering	Industrial Engineering	Industrial Engineering
AREAS OF RESPONSIBILITY	<ul style="list-style-type: none"> <li>• Production</li> <li>• Engineering</li> <li>• Environment, Safety, Health, Quality</li> <li>• Technology</li> </ul>	<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 (Patents &amp; Trademarks)</li> <li>• HR &amp; Social</li> </ul>



# ALZCHEM GROUP LOCATIONS

Production sites and sales companies



- SALES COMPANY
- PRODUCTION SITE



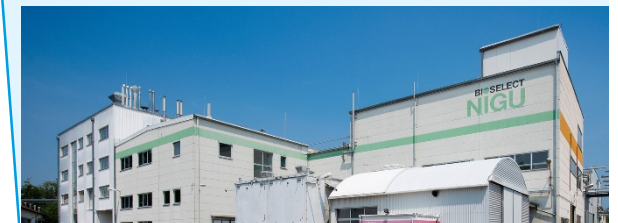
TROSTBERG (GER)



SCHALCHEN (GER)



HART a. d. ALZ (GER)



WALDKRAIBURG (GER)

 **1,523**  
EMPLOYEES

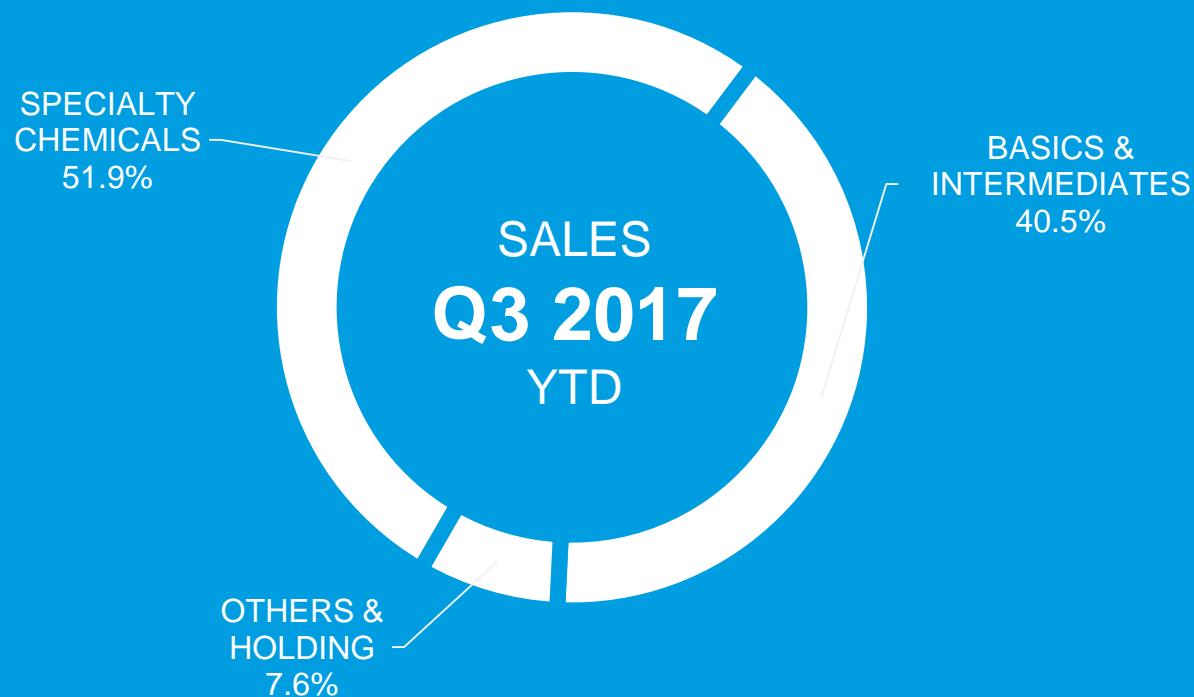
Mio €  
**~273**  
SALES

Mio €  
**~41**  
Adjusted EBITDA  
adjusted for operational  
IPO project costs

Mio €  
**~25**  
OPERATING  
CASHFLOW

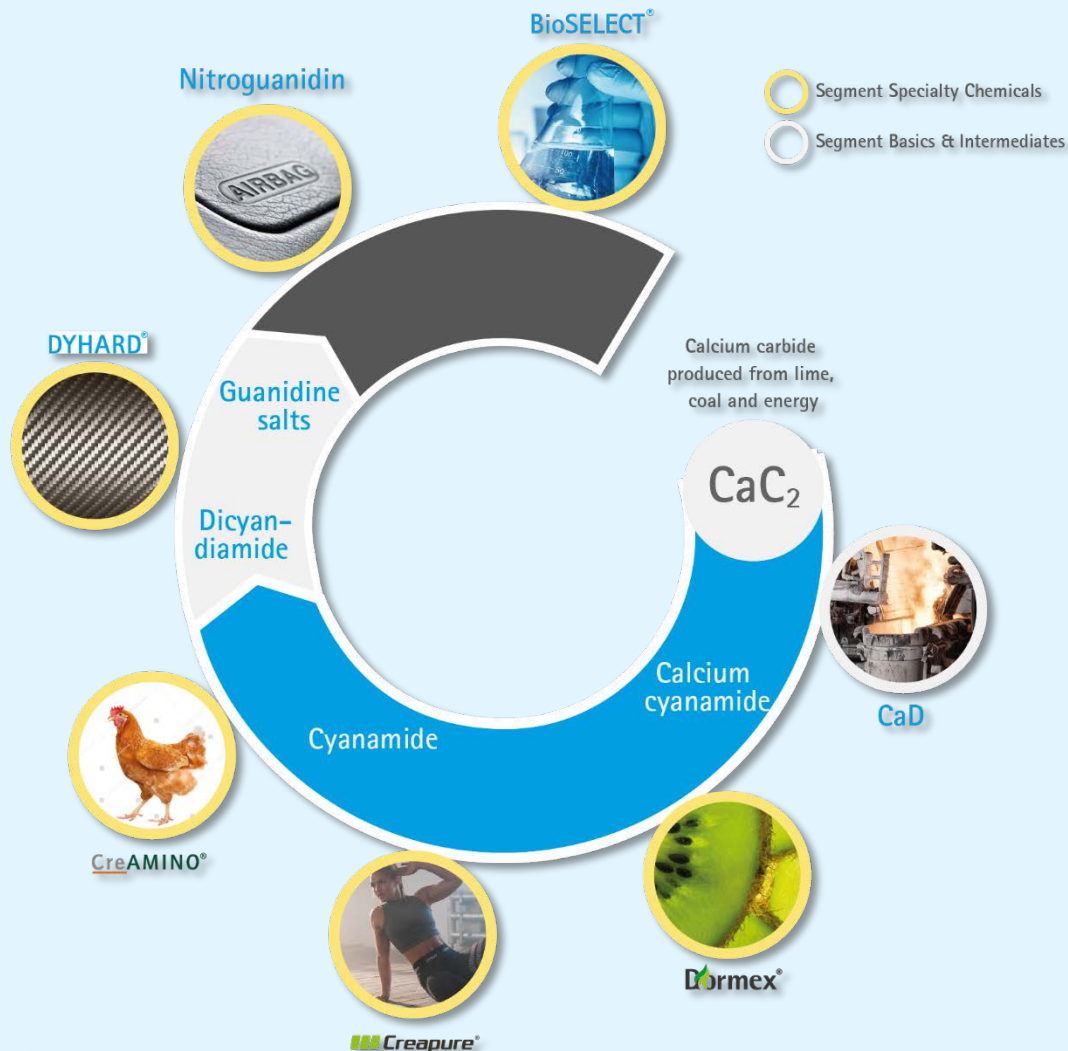
 **ALZCHEM  
PRODUCTS  
ARE SOLD  
WORLDWIDE**

INNOVATION SINCE  
**1908**



# Fully integrated business model (“verbund” system)

Flexibility to adapt production to meet changing end market needs



## THE “VERBUND”-SYSTEM















- Fully integrated production circle
- Output from one production step serves as base input for the next production step
- Transport cost advantage as compared to sourcing carbide and cyanamide from third parties
- Highly specialized system that is difficult to replicate

## BENEFITS OF “VERBUND”

- Full control of product quality and specifications
- Lower costs
- Security of supply
- Higher financial predictability
- Well positioned to address specialty niche markets

# INTRODUCTION TO GROUP SEGMENTS


## Overview of Specialty Chemicals products

SPECIALTY CHEMICALS	KEY PRODUCTS	DESCRIPTION	END MARKETS
	 <b>CreAMINO<sup>®(1)</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>BREAKTHRU'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
	<b>Guanidine Salts</b>	Gas generant for air bags, key production intermediate	Airbags Agrochemicals
	<b>Dicyandiamide</b>	Versatile intermediate for diverse markets including pharma	Pharma Fertilizer
	<b>Nitrile</b>	Buildings blocks for color, agro and pharma applications	Pigments Pharma
	 <b>Perlka®</b>	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



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	Regulierter Markt (Prime Standard)
DESIGNATED SPONSOR	Baader Bank AG

SHAREHOLDER STRUCTURE	%
LIVIA Corporate Development SE	47.70
HDI Preminger GmbH	26.38
Edelweiß Holding GmbH	19.79
Jan Ulli Seibel	4.93
Free float	1.19

