

## Alzchem Financials KPI's

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As of Q4 2021 (17. Februar 2022)

in EUR thousands <sup>2)</sup>	Year 2017	Year 2018	Year 2019	Year 2020	Q1 2021 <sup>1)</sup>	Q2 2021 <sup>1)</sup>	Q3 2021 <sup>1)</sup>	Q4 2021 <sup>1)</sup>	Year 2021
Group Sales	353.920	375.217	376.072	379.257	104.321	111.000	95.920	111.052	422.293
EBITDA	45.668	49.379	50.078	53.805	16.722	18.993	13.838	12.493	62.046
EBITDA margin	12,9%	13,2%	13,3%	14,2%	16,0%	17,1%	14,4%	11,2%	14,7%
EBIT	31.678	34.192	30.586	30.708	10.951	13.094	7.632	5.895	37.572
Group net income	20.572	22.783	18.147	19.865	7.930	9.214	4.733	5.887	27.764
EPS	2,00	2,23	1,77	1,94	0,78	0,90	0,46	0,58	2,72
Equity ratio	20,7%	21,8%	17,9%	19,4%	23,0%	22,4%	21,3%	23,7%	23,7%

<sup>1)</sup> Figures for quarterly reporting are unaudited.

in EUR thousands <sup>2)</sup>	Year 2017	Year 2018	Year 2019	Year 2020	Q1 2021 <sup>1)</sup>	Q2 2021 <sup>1)</sup>	Q3 2021 <sup>1)</sup>	Q4 2021 <sup>1)</sup>	Year 2021
External Sales	185.681	209.414	200.022	207.431	56.775	59.330	47.116	57.278	220.499
EBITDA	42.709	50.692	41.684	44.125	13.947	14.801	10.096	11.820	50.664
EBITDA margin	23,0%	24,2%	20,8%	21,3%	24,6%	25,0%	21,4%	20,6%	23,0%
Inventories	44.315	49.672	44.183	38.410	39.154	38.211	45.120	53.971	53.971
Inventory intensity	23,9%	23,7%	22,1%	18,5%					24,5%

<sup>1)</sup> Figures for quarterly reporting are unaudited.

<sup>2)</sup> Note: For computational reasons, rounding differences of ± one unit may occur in tables.

Financial KPI Basics & Intermediates

in EUR thousands <sup>2)</sup>	Year 2017	Year 2018	Year 2019	Year 2020	Q1 2021 <sup>1)</sup>	Q2 2021 <sup>1)</sup>	Q3 2021 <sup>1)</sup>	Q4 2021 <sup>1)</sup>	Year 2021
External Sales	140.869	139.966	149.408	146.434	41.070	45.178	42.465	47.561	176.274
EBITDA	5.592	-889	5.247	8.981	2.791	3.826	3.118	1.250	10.985
EBITDA margin	4,0%	0,0%	3,5%	6,1%	6,8%	8,5%	7,3%	2,6%	6,2%
Inventories	26.091	28.125	30.924	27.639	26.416	27.879	28.881	33.400	33.400
Inventory intensity	18,5%	20,1%	20,7%	18,9%					18,9%

<sup>1)</sup> Figures for quarterly reporting are unaudited.

Financial KPI Other & Holding

in EUR thousands <sup>2)</sup>	Year 2017	Year 2018	Year 2019	Year 2020	Q1 2021 <sup>1)</sup>	Q2 2021 <sup>1)</sup>	Q3 2021 <sup>1)</sup>	Q4 2021 <sup>1)</sup>	Year 2021
External Sales	27.374	25.825	26.643	25.392	6.476	6.492	6.339	6.213	25.520
EBITDA	-2.640	192	4.506	989	435	-43	512	501	1.405
EBITDA margin	-9,6%	0,7%	16,9%	3,9%	6,7%	-0,7%	8,1%	8,1%	5,5%
Inventories	3.142	3.766	3.586	3.555	3.424	3.825	2.903	3.664	3.664
Inventory intensity	11,5%	14,6%	13,5%	14,0%					14,4%

<sup>1)</sup> Figures for quarterly reporting are unaudited.

## Group Income Statement

in EUR thousands <sup>2)</sup>	Year 2017	Year 2018	Year 2019	Year 2020	Q1 2021 <sup>1)</sup>	Q2 2021 <sup>1)</sup>	Q3 2021 <sup>1)</sup>	Q4 2021 <sup>1)</sup>	Year 2021
Sales	353.920	375.217	376.072	379.257	104.321	111.000	95.920	111.052	422.293
Changes in finished goods and work in progress	1.768	5.461	-4.862	-2.514	-2.144	-1.621	6.350	7.443	10.028
Other operating income	11.594	13.436	17.147	10.671	3.983	2.505	2.143	2.729	11.360
Cost of materials	-137.870	-155.429	-142.391	-132.507	-36.226	-37.538	-42.153	-54.754	-170.671
Personnel expenses	-109.248	-114.185	-122.088	-127.409	-33.038	-35.209	-30.875	-33.044	-132.166
Other operating expenses	-74.496	-75.121	-73.800	-73.693	-20.174	-20.144	-17.547	-20.933	-78.798
<b>EBITDA</b>	<b>45.668</b>	<b>49.379</b>	<b>50.078</b>	<b>53.805</b>	<b>16.722</b>	<b>18.993</b>	<b>13.838</b>	<b>12.493</b>	<b>62.046</b>
Depreciation and amortization	-13.990	-15.187	-19.492	-23.097	-5.771	-5.899	-6.206	-6.598	-24.474
<b>EBIT</b>	<b>31.678</b>	<b>34.192</b>	<b>30.586</b>	<b>30.708</b>	<b>10.951</b>	<b>13.094</b>	<b>7.632</b>	<b>5.895</b>	<b>37.572</b>
Other interest and similar income	662	542	302	325	513	244	139	-253	643
Interest and similar expenses	-3.004	-2.815	-5.396	-3.835	-425	-414	-431	-433	-1.703
<b>Financial result</b>	<b>-2.342</b>	<b>-2.273</b>	<b>-5.094</b>	<b>-3.510</b>	<b>88</b>	<b>-170</b>	<b>-292</b>	<b>-686</b>	<b>-1.060</b>
<b>Result from ordinary business activities</b>	<b>29.336</b>	<b>31.919</b>	<b>25.492</b>	<b>27.198</b>	<b>11.039</b>	<b>12.924</b>	<b>7.340</b>	<b>5.209</b>	<b>36.512</b>
Taxes on income and earnings	-8.764	-9.136	-7.345	-7.333	-3.109	-3.710	-2.607	678	-8.748
<b>Group net income</b>	<b>20.572</b>	<b>22.783</b>	<b>18.147</b>	<b>19.865</b>	<b>7.930</b>	<b>9.214</b>	<b>4.733</b>	<b>5.887</b>	<b>27.764</b>
Non-controlling interests in group net income	179	139	171	171	43	43	43	42	171
Shareholders of AlzChem Group AG (group net income)	20.393	22.644	17.976	19.694	7.887	9.171	4.690	5.845	27.593
<b>EPS*</b>	<b>2,00</b>	<b>2,23</b>	<b>1,77</b>	<b>1,94</b>	<b>0,78</b>	<b>0,90</b>	<b>0,46</b>	<b>0,58</b>	<b>2,72</b>
* based on number of outstanding shares	10.176.335	10.176.335	10.176.335	10.176.335	10.168.503	10.158.130	10.150.671	10.146.942	10.146.942

<sup>1)</sup> Figures for quarterly reporting are unaudited.

## Group Balance Sheet

### ASSETS in EUR thousands <sup>2)</sup>

	Year 2017	Year 2018	Year 2019	Year 2020	Q1 2021 <sup>1)</sup>	Q2 2021 <sup>1)</sup>	Q3 2021 <sup>1)</sup>	Year 2021
<b>Non-current assets</b>								
Intangible assets	1.009	870	1.541	1.810	1.670	1.767	1.754	2.329
Property, plant and equipment	115.131	144.265	165.702	175.062	175.052	176.680	176.882	178.806
Lease usage rights	0	0	9.770	8.524	8.391	8.046	7.699	7.686
Financial assets	20	20	20	20	20	20	20	20
Other receivables and other assets	1.071	891	470	630	630	644	713	1.320
Deferred tax assets	25.433	24.954	34.477	35.795	33.026	33.415	35.008	34.924
<b>Total non-current assets</b>	<b>142.664</b>	<b>171.000</b>	<b>211.980</b>	<b>221.841</b>	<b>218.789</b>	<b>220.572</b>	<b>222.076</b>	<b>225.085</b>
<b>Current assets</b>								
Inventories	71.382	78.856	74.607	67.402	66.160	67.376	74.558	86.676
Trade receivables	35.035	34.351	32.501	33.124	47.248	50.065	56.554	40.841
Financial assets	0	0	0	0	0	0	0	0
Other receivables and other assets	16.308	14.510	14.051	13.501	14.775	15.753	20.062	16.454
Income tax receivables	1.990	1.977	383	1.311	954	1.011	1.115	326
Cash and cash equivalents	12.802	12.857	9.061	17.117	11.234	10.783	6.905	8.285
<b>Total current assets</b>	<b>137.517</b>	<b>142.551</b>	<b>130.603</b>	<b>132.455</b>	<b>140.371</b>	<b>144.988</b>	<b>159.194</b>	<b>152.582</b>
<b>Total assets</b>	<b>280.181</b>	<b>313.551</b>	<b>342.583</b>	<b>354.296</b>	<b>359.160</b>	<b>365.560</b>	<b>381.270</b>	<b>377.667</b>

### EQUITY AND LIABILITIES in EUR thousands

	Year 2017	Year 2018	Year 2019	Year 2020	Q1 2021	Q2 2021	Q3 2021	Year 2021
<b>Equity</b>								
Subscribed capital	101.763	101.763	101.763	101.763	101.763	101.763	101.763	101.763
Capital reserve adjustment item reverse acquisition	-88.128	-88.128	-88.128	-88.128	-88.128	-88.128	-88.128	-88.128
Capital reserve	24.981	24.981	24.981	24.981	24.981	24.981	24.981	24.981
Other accumulated equity	-31.993	-32.123	-48.152	-53.077	-46.416	-48.276	-53.474	-51.104
Balance sheet profit	49.047	60.478	69.294	81.356	89.243	90.593	95.283	101.127
Treasury shares	0	0	0	0	-502	-1.007	-1.009	-1.009
	<b>55.670</b>	<b>66.971</b>	<b>59.758</b>	<b>66.895</b>	<b>80.941</b>	<b>79.926</b>	<b>79.416</b>	<b>87.630</b>
Non-controlling interests	2.224	1.420	1.592	1.763	1.807	1.848	1.892	1.934
<b>Total equity</b>	<b>57.894</b>	<b>68.392</b>	<b>61.350</b>	<b>68.658</b>	<b>82.748</b>	<b>81.774</b>	<b>81.308</b>	<b>89.564</b>
<b>Liabilities</b>								
<b>Non-current liabilities</b>								
Provisions for pensions and similar obligations	107.234	109.960	134.629	141.775	132.911	135.496	143.002	140.005
Other provisions	17.443	18.863	22.404	24.233	24.017	23.997	23.946	24.372
Loan liabilities to banks	19.203	32.577	50.747	48.042	45.094	42.580	40.066	37.553
Lease liabilities	223	0	7.710	6.680	6.211	5.561	4.941	5.793
Trade payables	0	0	0	0	0	0	0	0
Other liabilities	10	513	513	342	342	342	342	171
Deferred tax liabilities	2.165	2.089	4.745	4.695	4.781	4.850	5.030	4.084
<b>Total non-current liabilities</b>	<b>146.278</b>	<b>164.002</b>	<b>220.748</b>	<b>225.767</b>	<b>213.356</b>	<b>212.827</b>	<b>217.327</b>	<b>211.978</b>
<b>Current liabilities</b>								
Other provisions	1.209	2.554	1.732	2.877	4.490	1.609	1.567	2.968
Loan liabilities to banks	22.122	25.353	11.935	12.704	12.716	12.407	17.489	10.490
Lease liabilities	0	0	1.706	1.634	2.026	2.350	2.632	1.805
Financial liabilities	0	0	0	0	0	0	0	0
Trade payables	28.199	30.863	24.069	20.880	21.281	28.537	30.452	32.780
Other liabilities	23.421	20.859	19.172	21.583	21.659	23.599	27.851	26.220
Income tax liabilities	1.058	1.528	1.871	193	884	2.457	2.644	1.862
<b>Total current liabilities</b>	<b>76.009</b>	<b>81.157</b>	<b>60.485</b>	<b>59.871</b>	<b>63.056</b>	<b>70.959</b>	<b>82.635</b>	<b>76.125</b>
<b>Total liabilities</b>	<b>222.287</b>	<b>245.159</b>	<b>281.233</b>	<b>285.638</b>	<b>276.412</b>	<b>283.786</b>	<b>299.962</b>	<b>288.103</b>
<b>Total equity and liabilities</b>	<b>280.181</b>	<b>313.551</b>	<b>342.583</b>	<b>354.296</b>	<b>359.160</b>	<b>365.560</b>	<b>381.270</b>	<b>377.667</b>

## Group Cash Flow Statement

in EUR thousands <sup>2)</sup>	Year 2017	Year 2018	Year 2019	Q1 2020 <sup>1)</sup>	Q2 2020 <sup>1)</sup>	Q3 2020 <sup>1)</sup>	Q4 2020 <sup>1)</sup>	Year 2020	Q1 2021 <sup>1)</sup>	Q2 2021 <sup>1)</sup>	Q3 2021 <sup>1)</sup>	Q4 2021 <sup>1)</sup>	Year 2021
Group income before income taxes	29.336	31.919	25.492	6.485	9.721	5.347	5.645	27.198	11.039	12.924	7.340	5.209	36.512
Depreciation and amortization on fixed and tangible assets	13.990	15.187	19.492	5.582	5.742	5.669	6.104	23.097	5.771	5.899	6.206	6.598	24.474
Change in pension provision	-641	-725	-1.005	-378	-257	-266	-281	-1.182	-420	-329	-325	-345	-1.419
Gains (-) / losses (+) on disposal of non current assets	-62	-9	-45	-1	0	-2	0	-3	-2	-3	-4	-40	-50
Other non-cash expenses (+) / income (-)	5.991	5.341	6.246	1.155	317	1.100	5.285	7.857	3.980	-1.428	-395	2.021	4.178
Financial result	2.342	2.273	5.094	248	1.358	971	933	3.510	-88	170	292	686	1.060
Interest received	395	156	133	151	3	6	20	180	5	1	1	2	10
Interest paid	-702	-476	-1.225	-163	-390	-320	-324	-1.196	-205	-245	-249	-299	-997
Income taxes paid	-9.920	-8.103	-6.191	-1.827	-4.038	-2.781	-1.838	-10.484	-1.583	-1.968	-1.851	-953	-6.354
Increase (-) / decrease (+) in inventories	-8.190	-5.306	2.431	120	1.867	-111	3.447	5.323	1.247	-1.270	-5.804	-10.630	-16.457
Increase (-) / decrease (+) in trade and other receivables	1.066	1.738	1.636	-4.501	-10.817	16.310	-1.822	-830	-15.696	-4.105	-10.910	18.030	-12.681
Increase (+) / decrease (-) in trade payables, other payables and other provisions	-2.019	-7.608	-8.739	1.236	-450	-3.928	-1.867	-5.008	3.897	7.917	4.850	-2.233	14.431
Change in other balance sheet items	-922	268	313	370	178	80	-379	248	146	47	74	43	309
<b>Cash flow from operating activities (net cash flow)</b>	<b>30.664</b>	<b>34.655</b>	<b>43.631</b>	<b>8.477</b>	<b>3.234</b>	<b>22.075</b>	<b>14.923</b>	<b>48.710</b>	<b>8.091</b>	<b>17.610</b>	<b>-775</b>	<b>18.090</b>	<b>43.016</b>
Cash outflows for investments in intangible assets and property, plant and equipment	-24.878	-40.128	-41.382	-4.811	-4.813	-6.406	-12.803	-28.832	-9.993	-6.420	-5.265	-6.857	-28.535
Cash inflows from the sale of intangible assets and property, plant and equipment	69	243	55	1	1	3	-1	3	8	3	4	40	56
Cash inflows from business combinations / reverse acquisition	25	0	0	0	0	0	0	0	0	0	0	0	0
<b>Cash flow from investing activities</b>	<b>-24.784</b>	<b>-39.885</b>	<b>-41.327</b>	<b>-4.810</b>	<b>-4.812</b>	<b>-6.403</b>	<b>-12.804</b>	<b>-28.829</b>	<b>-9.985</b>	<b>-6.417</b>	<b>-5.261</b>	<b>-6.816</b>	<b>-28.479</b>
<b>Free cash flow</b>	<b>5.880</b>	<b>-5.230</b>	<b>2.304</b>	<b>3.667</b>	<b>-1.578</b>	<b>15.672</b>	<b>2.119</b>	<b>19.881</b>	<b>-1.896</b>	<b>11.193</b>	<b>-6.036</b>	<b>11.276</b>	<b>14.537</b>
Cash inflows from the addition of loan liabilities	0	20.560	30.102	0	0	0	10.000	10.000	0	0	0	0	0
Cash outflows for the repayment of loan liabilities	-4.844	-6.508	-7.185	-2.016	-3.951	-2.984	-2.984	-11.934	-2.984	-2.824	-3.449	-3.448	-12.704
Cash inflows/outflows from short-term financing	15.700	2.466	-18.166	-1	13.654	-9.653	-4.001	-1	0	0	6.024	-6.024	0
Cash outflows for the repayment of lease liabilities	0	0	-1.594	-469	-462	-453	-610	-1.996	-456	-465	-492	-497	-1.911
Cash inflows from capital increases	2.599	0	0	0	0	0	0	0	0	0	0	0	0
Cash outflows for transactions costs for capital increases	-740	0	0	0	0	0	0	0	0	0	0	0	0
Cash outflows for the acquisition of treasury shares	0	0	0	0	0	0	0	0	-503	-507	-3	0	-1.013
Cash outflows for dividend payments to shareholders of AlzChem Group AG	-17.775	-11.194	-9.159	0	-7.632	0	0	-7.632	0	-7.821	0	0	-7.821
Cash outflows for dividend payments to non-controlling interests	0	-74	-171	-171	0	0	0	-171	-171	0	0	0	-171
<b>Cash flow from financing activities</b>	<b>-5.060</b>	<b>5.250</b>	<b>-6.173</b>	<b>-2.657</b>	<b>1.609</b>	<b>-13.090</b>	<b>2.405</b>	<b>-11.734</b>	<b>-4.114</b>	<b>-11.617</b>	<b>2.080</b>	<b>-9.969</b>	<b>-23.620</b>
<b>Change in cash and cash equivalents</b>	<b>820</b>	<b>20</b>	<b>-3.869</b>	<b>1.010</b>	<b>31</b>	<b>2.582</b>	<b>4.524</b>	<b>8.147</b>	<b>-6.010</b>	<b>-424</b>	<b>-3.956</b>	<b>1.307</b>	<b>-9.083</b>
Cash and cash equivalents as of beginning of period	12.089	12.802	12.857	9.061	10.057	10.099	12.609	9.061	17.117	11.234	10.783	6.905	17.117
Changes in exchange rates	-107	35	73	-14	11	-72	-16	-91	127	-27	78	73	251
<b>Cash and cash equivalents as of end of period</b>	<b>12.802</b>	<b>12.857</b>	<b>9.061</b>	<b>10.057</b>	<b>10.099</b>	<b>12.609</b>	<b>17.117</b>	<b>17.117</b>	<b>11.234</b>	<b>10.783</b>	<b>6.905</b>	<b>8.285</b>	<b>8.285</b>
<b>Change in cash and cash equivalents</b>	<b>820</b>	<b>20</b>	<b>-3.869</b>	<b>1.010</b>	<b>31</b>	<b>2.582</b>	<b>4.524</b>	<b>8.147</b>	<b>-6.010</b>	<b>-424</b>	<b>-3.956</b>	<b>1.307</b>	<b>-9.083</b>

<sup>1)</sup> Figures for quarterly reporting are unaudited.



#### Financial KPI Definitions

<b>EBIT</b>	Earnings before financial result and income taxes.
<b>EBITDA</b>	Earnings before financial result, income taxes, depreciation and amortization.
<b>Equity ratio</b>	The equity ratio is an important financial covenant. It is calculated by dividing group "total equity" by "total equity and liabilities".
<b>Inventory intensity</b>	The inventory intensity is an important KPI. It is calculated by dividing inventory by external sales.