

## Alzchem Financials KPI's

---

Financial KPI Group	P. 2
Financial KPI Segments	P. 3-5
Group Income Statement	P. 6
Group Balance Sheet	P. 7
Group Cash Flow Statement	P. 8
Definitions	P. 9

As of Q3 2022 (11. Oktober 2022)

Financial KPI Group

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	Q1 2022 <sup>1)</sup>	Q2 2022 <sup>1)</sup>	Q3 2022 <sup>1)</sup>
Group Sales	353.920	375.217	376.072	379.257	104.321	111.000	95.920	111.052	422.293	129.395	140.435	139.193
EBITDA	45.668	49.379	50.078	53.805	16.722	18.993	13.838	12.493	62.046	17.070	17.807	12.147
EBITDA margin	12,9%	13,2%	13,3%	14,2%	16,0%	17,1%	14,4%	11,2%	14,7%	13,2%	12,7%	8,7%
EBIT	31.678	34.192	30.586	30.708	10.951	13.094	7.632	5.895	37.572	10.765	11.508	5.823
Group net income	20.572	22.783	18.147	19.865	7.930	9.214	4.733	5.887	27.764	7.740	9.630	5.977
EPS	2,00	2,23	1,77	1,94	0,78	0,90	0,46	0,58	2,72	0,76	0,95	0,59
Equity ratio	20,7%	21,8%	17,9%	19,4%	23,0%	22,4%	21,3%	23,7%	23,7%	28,2%	30,9%	31,9%

<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.

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	Q1 2022 <sup>1)</sup>	Q2 2022 <sup>1)</sup>	Q3 2022 <sup>1)</sup>
External Sales	185.681	209.414	200.022	207.431	56.775	59.330	47.116	57.278	220.499	65.279	76.214	72.967
EBITDA	42.709	50.692	41.684	44.125	13.947	14.801	10.096	11.820	50.664	14.265	16.323	14.637
EBITDA margin	23,0%	24,2%	20,8%	21,3%	24,6%	25,0%	21,4%	20,6%	23,0%	21,9%	21,4%	20,1%
Inventories	44.315	49.672	44.183	38.410	39.154	38.211	45.120	53.971	53.971	69.786	78.543	76.785
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	Q1 2022 <sup>1)</sup>	Q2 2022 <sup>1)</sup>	Q3 2022 <sup>1)</sup>
External Sales	140.869	139.966	149.408	146.434	41.070	45.178	42.465	47.561	176.274	57.441	57.927	59.557
EBITDA	5.592	-889	5.247	8.981	2.791	3.826	3.118	1.250	10.985	2.841	854	-2.621
EBITDA margin	4,0%	0,0%	3,5%	6,1%	6,8%	8,5%	7,3%	2,6%	6,2%	4,9%	1,5%	-4,4%
Inventories	26.091	28.125	30.924	27.639	26.416	27.879	28.881	33.400	33.400	36.233	46.041	52.195
Inventory intensity	18,5%	20,1%	20,7%	18,9%					18,9%			

<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.

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	Q1 2022 <sup>1)</sup>	Q2 2022 <sup>1)</sup>	Q3 2022 <sup>1)</sup>
External Sales	27.374	25.825	26.643	25.392	6.476	6.492	6.339	6.213	25.520	6.675	6.294	6.670
EBITDA	-2.640	192	4.506	989	435	-43	512	501	1.405	-139	830	1.038
EBITDA margin	-9,6%	0,7%	16,9%	3,9%	6,7%	-0,7%	8,1%	8,1%	5,5%	-2,1%	13,2%	15,6%
Inventories	3.142	3.766	3.586	3.555	3.424	3.825	2.903	3.664	3.664	4.059	5.207	5.259
Inventory intensity	11,5%	14,6%	13,5%	14,0%					14,4%			

<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.

## 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	Q1 2022 <sup>1)</sup>	Q2 2022 <sup>1)</sup>	Q3 2022 <sup>1)</sup>
Sales	353.920	375.217	376.072	379.257	104.321	111.000	95.920	111.052	422.293	129.395	140.435	139.193
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	14.144	14.467	-1.959
Other operating income	11.594	13.436	17.147	10.671	3.983	2.505	2.143	2.729	11.360	4.070	5.736	5.955
Cost of materials	-137.870	-155.429	-142.391	-132.507	-36.226	-37.538	-42.153	-54.754	-170.671	-73.537	-74.027	-75.308
Personnel expenses	-109.248	-114.185	-122.088	-127.409	-33.038	-35.209	-30.875	-33.044	-132.166	-34.000	-36.287	-31.316
Other operating expenses	-74.496	-75.121	-73.800	-73.693	-20.174	-20.144	-17.547	-20.933	-78.798	-23.003	-32.517	-24.418
<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>	<b>17.070</b>	<b>17.807</b>	<b>12.147</b>
Depreciation and amortization	-13.990	-15.187	-19.492	-23.097	-5.771	-5.899	-6.206	-6.598	-24.474	-6.305	-6.299	-6.324
<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>	<b>10.765</b>	<b>11.508</b>	<b>5.823</b>
Other interest and similar income	662	542	302	325	513	244	139	-253	643	1.181	2.393	2.466
Interest and similar expenses	-3.004	-2.815	-5.396	-3.835	-425	-414	-431	-433	-1.703	-603	-643	-753
<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>578</b>	<b>1.750</b>	<b>1.713</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>	<b>11.343</b>	<b>13.258</b>	<b>7.536</b>
Taxes on income and earnings	-8.764	-9.136	-7.345	-7.333	-3.109	-3.710	-2.607	678	-8.748	-3.603	-3.629	-1.559
<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>	<b>7.740</b>	<b>9.630</b>	<b>5.977</b>
Non-controlling interests in group net income	179	139	171	171	43	43	43	42	171	43	43	43
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	7.698	9.587	5.934
<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>	<b>0,76</b>	<b>0,95</b>	<b>0,59</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	10.135.754	10.135.754	10.135.754

<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.

## 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	Q1 2022 <sup>1)</sup>	Q2 2022 <sup>1)</sup>	Q3 2022 <sup>1)</sup>
<b>Non-current assets</b>											
Intangible assets	1.009	870	1.541	1.810	1.670	1.767	1.754	2.329	2.257	2.267	2.568
Property, plant and equipment	115.131	144.265	165.702	175.062	175.052	176.680	176.882	178.806	178.136	180.432	181.018
Lease usage rights	0	0	9.770	8.524	8.391	8.046	7.699	7.686	7.204	6.819	6.424
Financial assets	20	20	20	20	20	20	20	20	20	20	6
Other receivables and other assets	1.071	891	470	630	630	644	713	1.320	1.462	1.431	1.521
Deferred tax assets	25.433	24.954	34.477	35.795	33.026	33.415	35.008	34.924	27.516	19.003	18.473
<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>216.595</b>	<b>209.973</b>	<b>210.010</b>
<b>Current assets</b>											
Inventories	71.382	78.856	74.607	67.402	66.160	67.376	74.558	86.676	107.620	126.897	131.482
Trade receivables	35.035	34.351	32.501	33.124	47.248	50.065	56.554	40.841	50.813	57.782	52.482
Financial assets	0	0	0	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	20.434	22.947	32.576
Income tax receivables	1.990	1.977	383	1.311	954	1.011	1.115	326	77	91	627
Cash and cash equivalents	12.802	12.857	9.061	17.117	11.234	10.783	6.905	8.285	8.435	10.196	9.506
<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>187.378</b>	<b>217.913</b>	<b>226.673</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>	<b>403.974</b>	<b>427.886</b>	<b>436.683</b>
<b>EQUITY AND LIABILITIES in EUR thousands</b>											
<b>Equity</b>											
Subscribed capital	101.763	101.763	101.763	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	-88.128	-88.128	-88.128
Capital reserve	24.981	24.981	24.981	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	-34.457	-15.813	-14.643
Balance sheet profit	49.047	60.478	69.294	81.356	89.243	90.593	95.283	101.127	108.825	108.276	114.212
Treasury shares	0	0	0	0	-502	-1.007	-1.009	-1.009	-1.009	-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>	<b>111.974</b>	<b>130.070</b>	<b>137.176</b>
Non-controlling interests	2.224	1.420	1.592	1.763	1.807	1.848	1.892	1.934	1.977	2.020	2.063
<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>113.951</b>	<b>132.090</b>	<b>139.239</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	116.987	91.237	90.249
Other provisions	17.443	18.863	22.404	24.233	24.017	23.997	23.946	24.372	23.671	21.308	19.389
Loan liabilities to banks	19.203	32.577	50.747	48.042	45.094	42.580	40.066	37.553	35.039	32.525	30.011
Lease liabilities	223	0	7.710	6.680	6.211	5.561	4.941	5.793	5.399	5.088	4.779
Trade payables	0	0	0	0	0	0	0	0	0	0	0
Other liabilities	10	513	513	342	342	342	342	171	0	0	0
Deferred tax liabilities	2.165	2.089	4.745	4.695	4.781	4.850	5.030	4.084	4.208	4.472	4.918
<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>185.304</b>	<b>154.630</b>	<b>149.346</b>
<b>Current liabilities</b>											
Other provisions	1.209	2.554	1.732	2.877	4.490	1.609	1.567	2.968	3.083	1.591	1.590
Loan liabilities to banks	22.122	25.353	11.935	12.704	12.716	12.407	17.489	10.490	26.708	60.750	67.041
Lease liabilities	0	0	1.706	1.634	2.026	2.350	2.632	1.805	1.775	1.737	1.697
Financial liabilities	0	0	0	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	42.358	44.778	49.617
Other liabilities	23.421	20.859	19.172	21.583	21.659	23.599	27.851	26.220	28.152	29.353	25.724
Income tax liabilities	1.058	1.528	1.871	193	884	2.457	2.644	1.862	2.643	2.958	2.429
<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>104.718</b>	<b>141.166</b>	<b>148.098</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>290.022</b>	<b>295.796</b>	<b>297.444</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>	<b>403.974</b>	<b>427.886</b>	<b>436.683</b>

<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.

## Group Cash Flow 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	Q1 2022 <sup>1)</sup>	Q2 2022 <sup>1)</sup>	Q3 2022 <sup>1)</sup>
Group income before income taxes	29.336	31.919	25.492	27.198	11.039	12.924	7.340	5.209	36.512	11.343	13.258	7.538
Depreciation and amortization on fixed and tangible assets	13.990	15.187	19.492	23.097	5.771	5.899	6.206	6.598	24.474	6.305	6.299	6.324
Change in pension provision	-641	-725	-1.005	-1.182	-420	-329	-325	-345	-1.419	-513	-364	-375
Gains (-) / losses (+) on disposal of non current assets	-62	-9	-45	-3	-2	-3	-4	-40	-50	-10	-48	0
Other non-cash expenses (+) / income (-)	5.991	5.341	6.246	7.857	3.980	-1.428	-395	2.021	4.178	1.530	306	966
Financial result	2.342	2.273	5.094	3.510	-88	170	292	686	1.060	-578	-1.750	-1.713
Interest received	395	156	133	180	5	1	1	2	10	1	2	4
Interest paid	-702	-476	-1.225	-1.196	-205	-245	-249	-299	-997	-220	-262	-397
Income taxes paid	-9.920	-8.103	-6.191	-10.484	-1.583	-1.968	-1.851	-953	-6.354	-1.525	-1.785	-2.012
Increase (-) / decrease (+) in inventories	-8.190	-5.306	2.431	5.323	1.247	-1.270	-5.804	-10.630	-16.457	-20.943	-19.271	-4.591
Increase (-) / decrease (+) in trade and other receivables	1.066	1.738	1.636	-830	-15.696	-4.105	-10.910	18.030	-12.681	-14.245	-9.417	-4.468
Increase (+) / decrease (-) in trade payables, other payables and other provisions	-2.019	-7.608	-8.739	-5.008	3.897	7.917	4.850	-2.233	14.431	13.199	1.425	1.464
Change in other balance sheet items	-922	268	313	248	146	47	74	43	309	77	19	331
<b>Cash flow from operating activities (net cash flow)</b>	<b>30.664</b>	<b>34.655</b>	<b>43.631</b>	<b>48.710</b>	<b>8.091</b>	<b>17.610</b>	<b>-775</b>	<b>18.090</b>	<b>43.016</b>	<b>-5.581</b>	<b>-11.588</b>	<b>3.070</b>
Cash outflows for investments in intangible assets and property, plant and equipment	-24.878	-40.128	-41.382	-28.832	-9.993	-6.420	-5.265	-6.857	-28.535	-7.362	-7.720	-7.662
Cash inflows from the sale of intangible assets and property, plant and equipment	69	243	55	3	8	3	4	40	56	13	48	0
Cash inflows from the disposal of investments	25	0	0	0	0	0	0	0	0	0	0	484
<b>Cash flow from investing activities</b>	<b>-24.784</b>	<b>-39.885</b>	<b>-41.327</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>-7.349</b>	<b>-7.672</b>	<b>-7.177</b>
<b>Free cash flow</b>	<b>5.880</b>	<b>-5.230</b>	<b>2.304</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>	<b>-12.930</b>	<b>-19.260</b>	<b>-4.107</b>
Cash inflows from the addition of loan liabilities	0	20.560	30.102	10.000	0	0	0	0	0	0	0	0
Cash outflows for the repayment of loan liabilities	-4.844	-6.508	-7.185	-11.934	-2.984	-2.824	-3.449	-3.448	-12.704	-2.949	-2.514	-2.514
Cash inflows/outflows from short-term financing	15.700	2.466	-18.166	-1	0	0	6.024	-6.024	0	16.618	34.044	6.294
Cash outflows for the repayment of lease liabilities	0	0	-1.594	-1.996	-456	-465	-492	-497	-1.911	-463	-478	-470
Cash inflows from capital increases	2.599	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
Cash outflows for the acquisition of treasury shares	0	0	0	0	-503	-507	-3	0	-1.013	0	0	0
Cash outflows for dividend payments to shareholders of AlzChem Group AG	-17.775	-11.194	-9.159	-7.632	0	-7.821	0	0	-7.821	0	-10.136	0
Cash outflows for dividend payments to non-controlling interests	0	-74	-171	-171	-171	0	0	0	-171	-171	0	0
<b>Cash flow from financing activities</b>	<b>-5.060</b>	<b>5.250</b>	<b>-6.173</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>13.036</b>	<b>20.917</b>	<b>3.310</b>
<b>Change in cash and cash equivalents</b>	<b>820</b>	<b>20</b>	<b>-3.869</b>	<b>8.147</b>	<b>-6.010</b>	<b>-424</b>	<b>-3.956</b>	<b>1.307</b>	<b>-9.083</b>	<b>106</b>	<b>1.657</b>	<b>-797</b>
<b>Cash and cash equivalents as of beginning of period</b>	<b>12.089</b>	<b>12.802</b>	<b>12.857</b>	<b>9.061</b>	<b>17.117</b>	<b>11.234</b>	<b>10.783</b>	<b>6.905</b>	<b>17.117</b>	<b>8.285</b>	<b>8.435</b>	<b>10.196</b>
Changes in exchange rates	-107	35	73	-91	127	-27	78	73	251	43	106	107
<b>Cash and cash equivalents as of end of period</b>	<b>12.802</b>	<b>12.857</b>	<b>9.061</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>8.435</b>	<b>10.196</b>	<b>9.506</b>
<b>Change in cash and cash equivalents</b>	<b>820</b>	<b>20</b>	<b>-3.869</b>	<b>8.147</b>	<b>-6.010</b>	<b>-424</b>	<b>-3.956</b>	<b>1.307</b>	<b>-9.083</b>	<b>106</b>	<b>1.657</b>	<b>-797</b>

<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 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.