

Alzchem Financials KPI's

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As of Q3 2023 (13. October 2023)

Financial KPI Group

in EUR thousands ²⁾	Year 2017	Year 2018	Year 2019	Year 2020	Year 2021	Q1 2022 ¹⁾	Q2 2022 ¹⁾	Q3 2022 ¹⁾	Q4 2022 ¹⁾	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾
Group Sales	353.920	375.217	376.072	379.257	422.293	129.395	140.435	139.193	133.200	542.223	150.432	126.599	120.824
EBITDA	45.668	49.379	50.078	53.805	62.046	17.070	17.807	12.147	14.417	61.441	18.917	17.872	19.534
EBITDA margin	12,9%	13,2%	13,3%	14,2%	14,7%	13,2%	12,7%	8,7%	10,8%	11,3%	12,6%	14,1%	16,2%
EBIT	31.678	34.192	30.586	30.708	37.572	10.765	11.508	5.823	7.802	35.898	12.598	11.537	12.960
Group net income	20.572	22.783	18.147	19.865	27.764	7.740	9.630	5.977	6.876	30.223	7.710	7.240	8.656
EPS	2,00	2,23	1,77	1,94	2,72	0,76	0,95	0,59	0,66	2,96	0,76	0,71	0,85
Equity ratio	20,7%	21,8%	17,9%	19,4%	23,7%	28,2%	30,9%	31,9%	34,5%	34,5%	34,7%	35,4%	37,6%

¹⁾ Figures for quarterly reporting are unaudited.

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

in EUR thousands ²⁾	Year 2017	Year 2018	Year 2019	Year 2020	Year 2021	Q1 2022 ¹⁾	Q2 2022 ¹⁾	Q3 2022 ¹⁾	Q4 2022 ¹⁾	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾
External Sales	185.681	209.414	200.022	207.431	220.499	65.279	76.214	72.967	73.901	288.361	85.783	73.172	69.545
EBITDA	42.709	50.692	41.684	44.125	50.664	14.265	16.323	14.637	7.789	53.014	16.019	14.936	18.541
EBITDA margin	23,0%	24,2%	20,8%	21,3%	23,0%	21,9%	21,4%	20,1%	10,5%	18,4%	18,7%	20,4%	26,7%
Inventories	44.315	49.672	44.183	38.410	53.971	69.786	78.543	76.785	68.535	68.535	67.492	67.479	67.621
Inventory intensity	23,9%	23,7%	22,1%	18,5%	24,5%					23,8%			

¹⁾ Figures for quarterly reporting are unaudited.

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in EUR thousands ²⁾	Year 2017	Year 2018	Year 2019	Year 2020	Year 2021	Q1 2022 ¹⁾	Q2 2022 ¹⁾	Q3 2022 ¹⁾	Q4 2022 ¹⁾	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾
External Sales	140.869	139.966	149.408	146.434	176.274	57.441	57.927	59.557	52.614	227.539	57.337	46.038	44.271
EBITDA	5.592	-889	5.247	8.981	10.985	2.841	854	-2.621	3.909	4.983	2.780	2.410	1.065
EBITDA margin	4,0%	0,0%	3,5%	6,1%	6,2%	4,9%	1,5%	-4,4%	7,4%	2,2%	4,8%	5,2%	2,4%
Inventories	26.091	28.125	30.924	27.639	33.400	36.233	46.041	52.195	49.945	49.945	49.446	56.072	55.847
Inventory intensity	18,5%	20,1%	20,7%	18,9%	18,9%					22,0%			

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in EUR thousands ²⁾	Year 2017	Year 2018	Year 2019	Year 2020	Year 2021	Q1 2022 ¹⁾	Q2 2022 ¹⁾	Q3 2022 ¹⁾	Q4 2022 ¹⁾	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾
External Sales	27.374	25.825	26.643	25.392	25.520	6.675	6.294	6.670	6.684	26.323	7.312	7.389	7.007
EBITDA	-2.640	192	4.506	989	1.405	-139	830	1.038	230	1.959	475	438	721
EBITDA margin	-9,6%	0,7%	16,9%	3,9%	5,5%	-2,1%	13,2%	15,6%	3,4%	7,4%	6,5%	5,9%	10,3%
Inventories	3.142	3.766	3.586	3.555	3.664	4.059	5.207	5.259	4.164	4.164	4.548	3.589	3.433
Inventory intensity	11,5%	14,6%	13,5%	14,0%	14,4%					15,8%			

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

Group Income Statement

in EUR thousands ²⁾

	Year 2017	Year 2018	Year 2019	Year 2020	Year 2021	Q1 2022 ¹⁾	Q2 2022 ¹⁾	Q3 2022 ¹⁾	Q4 2022 ¹⁾	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾
Sales	353.920	375.217	376.072	379.257	422.293	129.395	140.435	139.193	133.200	542.223	150.432	126.599	120.824
Changes in finished goods and work in progress	1.768	5.461	-4.862	-2.514	10.028	14.144	14.467	-1.959	-4.459	22.193	916	9.105	147
Other operating income	11.594	13.436	17.147	10.671	11.360	4.070	5.736	5.955	8.416	24.177	5.574	1.906	3.104
Cost of materials	-137.870	-155.429	-142.391	-132.507	-170.671	-73.537	-74.027	-75.308	-66.005	-288.877	-76.159	-62.374	-48.545
Personnel expenses	-109.248	-114.185	-122.088	-127.409	-132.166	-34.000	-36.287	-31.316	-35.536	-137.139	-35.262	-36.012	-34.679
Other operating expenses	-74.496	-75.121	-73.800	-73.693	-78.798	-23.003	-32.517	-24.418	-21.198	-101.136	-26.584	-21.352	-21.317
EBITDA	45.668	49.379	50.078	53.805	62.046	17.070	17.807	12.147	14.417	61.441	18.917	17.872	19.534
Depreciation and amortization	-13.990	-15.187	-19.492	-23.097	-24.474	-6.305	-6.299	-6.324	-6.615	-25.543	-6.319	-6.335	-6.574
EBIT	31.678	34.192	30.586	30.708	37.572	10.765	11.508	5.823	7.802	35.898	12.598	11.537	12.960
Other interest and similar income	662	542	302	325	643	1.181	2.393	2.466	2.381	8.421	49	106	661
Interest and similar expenses	-3.004	-2.815	-5.396	-3.835	-1.703	-603	-643	-753	-1.038	-3.037	-1.882	-1.661	-1.586
Financial result	-2.342	-2.273	-5.094	-3.510	-1.060	578	1.750	1.713	1.343	5.384	-1.833	-1.555	-925
Result from ordinary business activities	29.336	31.919	25.492	27.198	36.512	11.343	13.258	7.536	9.145	41.282	10.765	9.982	12.035
Taxes on income and earnings	-8.764	-9.136	-7.345	-7.333	-8.748	-3.603	-3.629	-1.559	-2.268	-11.059	-3.055	-2.742	-3.379
Group net income	20.572	22.783	18.147	19.865	27.764	7.740	9.630	5.977	6.876	30.223	7.710	7.240	8.656
Non-controlling interests in group net income	179	139	171	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	27.593	7.698	9.587	5.934	6.833	30.052	7.667	7.197	8.613
EPS*	2,00	2,23	1,77	1,94	2,72	0,76	0,95	0,59	0,66	2,96	0,76	0,71	0,85
* based on number of outstanding shares	10.176.335	10.176.335	10.176.335	10.176.335	10.146.942	10.135.754	10.135.754	10.135.754	10.135.754	10.135.754	10.149.281	10.162.808	10.167.317

¹⁾ Figures for quarterly reporting are unaudited.

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Group Balance Sheet

ASSETS in EUR thousands ²⁾	Year 2017	Year 2018	Year 2019	Year 2020	Year 2021	Q1 2022 ¹⁾	Q2 2022 ¹⁾	Q3 2022 ¹⁾	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾
Non-current assets												
Intangible assets	1.009	870	1.541	1.810	2.329	2.257	2.267	2.568	2.954	2.997	3.038	3.237
Property, plant and equipment	115.131	144.265	165.702	175.062	178.806	178.136	180.432	181.018	181.526	179.266	176.826	176.435
Lease usage rights	0	0	9.770	8.524	7.686	7.204	6.819	6.424	6.250	5.938	5.476	5.132
Financial assets	20	20	20	20	20	20	20	6	6	6	6	6
Other receivables and other assets	1.071	891	470	630	1.320	1.462	1.431	1.521	1.531	1.511	1.455	1.538
Deferred tax assets	25.433	24.954	34.477	35.795	34.924	27.516	19.003	18.473	15.956	16.997	16.634	15.218
Total non-current assets	142.664	171.000	211.980	221.841	225.085	216.595	209.973	210.010	208.223	206.715	203.434	201.566
Current assets												
Inventories	71.382	78.856	74.607	67.402	86.676	107.620	126.897	131.482	122.404	119.960	126.492	125.269
Trade receivables	35.035	34.351	32.501	33.124	40.841	50.813	57.782	52.482	55.712	76.838	54.636	63.069
Financial assets	0	0	0	0	0	0	0	0	5.228	4.423	3.066	1.748
Other receivables and other assets	16.308	14.510	14.051	13.501	16.454	20.434	22.947	32.576	19.743	16.994	19.741	17.928
Income tax receivables	1.990	1.977	383	1.311	326	77	91	627	2.307	2.316	2.566	2.817
Cash and cash equivalents	12.802	12.857	9.061	17.117	8.285	8.435	10.196	9.506	9.243	8.126	9.299	16.732
Total current assets	137.517	142.551	130.603	132.455	152.582	187.378	217.913	226.673	214.637	228.657	215.800	227.563
Total assets	280.181	313.551	342.583	354.296	377.667	403.974	427.886	436.683	422.860	435.372	419.234	429.130
EQUITY AND LIABILITIES in EUR thousands												
Equity												
Subscribed capital	101.763	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	-87.451	-88.420	-88.459	-88.459
Capital reserve	24.981	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	-51.104	-34.457	-15.813	-14.643	-15.316	-17.786	-17.194	-12.742
Balance sheet profit	49.047	60.478	69.294	81.356	101.127	108.825	108.276	114.212	121.044	128.711	125.223	133.837
Treasury shares	0	0	0	0	-1.009	-1.009	-1.009	-1.009	-1.009	0	0	0
	55.670	66.971	59.758	66.895	87.630	111.974	130.070	137.176	144.012	149.249	146.314	159.379
Non-controlling interests	2.224	1.420	1.592	1.763	1.934	1.977	2.020	2.063	1.934	1.977	2.020	2.063
Total equity	57.894	68.392	61.350	68.658	89.564	113.951	132.090	139.239	145.946	151.226	148.334	161.442
Liabilities												
Non-current liabilities												
Provisions for pensions and similar obligations	107.234	109.960	134.629	141.775	140.005	116.987	91.237	90.249	90.141	93.519	92.542	87.428
Other provisions	17.443	18.863	22.404	24.233	24.372	23.671	21.308	19.389	17.011	17.568	17.732	17.155
Loan liabilities to banks	19.203	32.577	50.747	48.042	37.553	35.039	32.525	30.011	27.498	55.290	53.081	50.873
Lease liabilities	223	0	7.710	6.680	5.793	5.399	5.088	4.779	4.622	4.384	4.008	3.684
Trade payables	0	0	0	0	0	0	0	0	0	0	0	0
Other liabilities	10	513	513	342	171	0	0	0	171	0	0	0
Deferred tax liabilities	2.165	2.089	4.745	4.695	4.084	4.208	4.472	4.918	5.365	5.676	5.755	6.266
Total non-current liabilities	146.278	164.002	220.748	225.767	211.978	185.304	154.630	149.346	144.808	176.438	173.118	165.406
Current liabilities												
Other provisions	1.209	2.554	1.732	2.877	2.968	3.083	1.591	1.590	1.944	1.898	2.343	2.144
Loan liabilities to banks	22.122	25.353	11.935	12.704	10.490	26.708	60.750	67.041	66.408	32.886	21.788	32.437
Lease liabilities	0	0	1.706	1.634	1.805	1.775	1.737	1.697	1.707	1.664	1.593	1.581
Financial liabilities	0	0	0	0	0	0	0	0	0	0	0	0
Trade payables	28.199	30.863	24.069	20.880	32.780	42.358	44.778	49.617	37.386	41.231	38.709	29.018
Other liabilities	23.421	20.859	19.172	21.583	26.220	28.152	29.353	25.724	23.059	27.290	29.664	33.563
Income tax liabilities	1.058	1.528	1.871	193	1.862	2.643	2.958	2.429	1.602	2.738	3.685	3.540
Total current liabilities	76.009	81.157	60.485	59.871	76.125	104.718	141.166	148.098	132.106	107.708	97.782	102.282
Total liabilities	222.287	245.159	281.233	285.638	288.103	290.022	295.796	297.444	276.914	284.146	270.900	267.688
Total equity and liabilities	280.181	313.551	342.583	354.296	377.667	403.974	427.886	436.683	422.860	435.372	419.234	429.130

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

Group Cash Flow Statement

in EUR thousands ²⁾	Year 2017	Year 2018	Year 2019	Year 2020	Year 2021	Q1 2022 ¹⁾	Q2 2022 ¹⁾	Q3 2022 ¹⁾	Q4 2022 ¹⁾	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾
Group income before income taxes	29.336	31.919	25.492	27.198	36.512	11.343	13.258	7.538	9.143	41.282	10.765	9.982	12.035
Depreciation and amortization on fixed and tangible assets	13.990	15.187	19.492	23.097	24.474	6.305	6.299	6.324	6.615	25.543	6.320	6.335	6.574
Change in pension provision	-641	-725	-1.005	-1.182	-1.419	-513	-364	-375	-399	-1.651	-564	-403	-441
Gains (-) / losses (+) on disposal of non current assets	-62	-9	-45	-3	-50	-10	-48	0	-7	-65	-1	0	-8
Other non-cash expenses (+) / income (-)	5.991	5.341	6.246	7.857	4.178	1.530	306	966	89	2.891	1.460	1.454	837
Financial result	2.342	2.273	5.094	3.510	1.060	-578	-1.750	-1.713	-1.343	-5.384	1.832	1.555	925
Interest received	395	156	133	180	10	1	2	4	54	61	23	53	80
Interest paid	-702	-476	-1.225	-1.196	-997	-220	-262	-397	-652	-1.531	-714	-813	-847
Income taxes paid	-9.920	-8.103	-6.191	-10.484	-6.354	-1.525	-1.785	-2.012	-1.855	-7.177	-1.978	-2.016	-3.301
Increase (-) / decrease (+) in inventories	-8.190	-5.306	2.431	5.323	-16.457	-20.943	-19.271	-4.591	6.875	-37.930	2.462	-6.504	1.197
Increase (-) / decrease (+) in trade and other receivables	1.066	1.738	1.636	-830	-12.681	-14.245	-9.417	-4.468	8.507	-19.623	-17.916	20.969	-5.696
Increase (+) / decrease (-) in trade payables, other payables and other provisions	-2.019	-7.608	-8.739	-5.008	14.431	13.199	1.425	1.464	-16.402	-314	8.440	-751	-6.665
Change in other balance sheet items	-922	268	313	248	309	77	19	331	-769	-342	116	-291	199
Cash flow from operating activities (net cash flow)	30.664	34.655	43.631	48.710	43.016	-5.581	-11.588	3.070	9.859	-4.240	10.245	29.570	4.890
Cash outflows for investments in intangible assets and property, plant and equipment	-24.878	-40.128	-41.382	-28.832	-28.535	-7.362	-7.720	-7.662	-6.324	-29.068	-4.810	-3.768	-5.653
Cash inflows from the sale of intangible assets and property, plant and equipment	69	243	55	3	56	13	48	0	7	68	-28	29	8
Cash inflows from the disposal of investments	25	0	0	0	0	0	0	484	5	489	0	0	0
Cash flow from investing activities	-24.784	-39.885	-41.327	-28.829	-28.479	-7.349	-7.672	-7.177	-6.313	-28.511	-4.838	-3.739	-5.645
Free cash flow	5.880	-5.230	2.304	19.881	14.537	-12.930	-19.260	-4.107	3.546	-32.751	5.407	25.831	-755
Cash inflows from the addition of loan liabilities	0	20.560	30.102	10.000	0	0	0	0	0	0	30.000	0	0
Cash outflows for the repayment of loan liabilities	-4.844	-6.508	-7.185	-11.934	-12.704	-2.949	-2.514	-2.514	-2.514	-10.490	-2.514	-2.514	-1.735
Cash inflows/outflows from short-term financing	15.700	2.466	-18.166	-1	0	16.618	34.044	6.294	-603	56.353	-33.242	-10.791	10.170
Cash outflows for the repayment of lease liabilities	0	0	-1.594	-1.996	-1.911	-463	-478	-470	-498	-1.909	-456	-440	-435
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	-1.013	0	0	0	0	0	0	0	0
Cash outflows for dividend payments to shareholders of AlzChem Group AG	-17.775	-11.194	-9.159	-7.632	-7.821	0	-10.136	0	0	-10.136	0	-10.685	0
Cash outflows for dividend payments to non-controlling interests	0	-74	-171	-171	-171	-171	0	0	0	-171	-171	0	0
Cash flow from financing activities	-5.060	5.250	-6.173	-11.734	-23.620	13.036	20.917	3.310	-3.616	33.647	-6.383	-24.430	8.000
Change in cash and cash equivalents	820	20	-3.869	8.147	-9.083	106	1.657	-797	-70	896	-976	1.401	7.245
Cash and cash equivalents as of beginning of period	12.089	12.802	12.857	9.061	17.117	8.285	8.435	10.196	9.506	8.285	9.243	8.126	9.299
Changes in exchange rates	-107	35	73	-91	251	43	106	107	-193	62	-142	-228	189
Cash and cash equivalents as of end of period	12.802	12.857	9.061	17.117	8.285	8.435	10.196	9.506	9.243	8.243	8.126	9.299	16.732
Change in cash and cash equivalents	820	20	-3.869	8.147	-9.083	106	1.657	-797	-70	896	-976	1.401	7.245

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

Financial KPI Definitions

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