

## Alzchem Financials KPI's

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As of Q4 2023 (01. March 2024)

Financial KPI Group

in EUR thousands <sup>2)</sup>	Year 2018	Year 2019	Year 2020	Year 2021	Year 2022	Q1 2023 <sup>1)</sup>	Q2 2023 <sup>1)</sup>	Q3 2023 <sup>1)</sup>	Q4 2023 <sup>1)</sup>	Year 2023	1-6 2023	1-9 2023
Group Sales	375.217	376.072	379.257	422.293	542.223	150.432	126.599	120.824	142.794	540.649	277.031	397.854
EBITDA	49.379	50.078	53.805	62.046	61.441	18.917	17.872	19.534	25.050	81.373	36.789	56.324
EBITDA margin	13,2%	13,3%	14,2%	14,7%	11,3%	12,6%	14,1%	16,2%	17,5%	15,1%	13,3%	14,2%
EBIT	34.192	30.586	30.708	37.572	35.898	12.598	11.537	12.960	18.378	55.473	24.134	37.095
Group net income	22.783	18.147	19.865	27.764	30.223	7.710	7.240	8.656	11.186	34.792	14.950	23.606
EPS	2,23	1,77	1,94	2,72	2,96	0,76	0,71	0,85	1,08	3,40	1,46	2,31
Equity ratio	21,8%	17,9%	19,4%	23,7%	34,5%	34,7%	35,4%	37,6%	38,5%	38,5%	35,4%	37,6%

<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 2018	Year 2019	Year 2020	Year 2021	Year 2022	Q1 2023 <sup>1)</sup>	Q2 2023 <sup>1)</sup>	Q3 2023 <sup>1)</sup>	Q4 2023 <sup>1)</sup>	Year 2023	1-6 2023	1-9 2023
External Sales	209.414	200.022	207.431	220.499	288.361	85.783	73.172	69.545	91.302	319.802	158.955	228.501
EBITDA	50.692	41.684	44.125	50.664	53.014	16.019	14.936	18.541	23.747	73.243	30.955	49.496
EBITDA margin	24,2%	20,8%	21,3%	23,0%	18,4%	18,7%	20,4%	26,7%	26,0%	22,9%	19,5%	21,7%
Inventories	49.672	44.183	38.410	53.971	68.535	67.492	67.479	67.621	55.998	55.998	67.479	67.621
Inventory intensity	23,7%	22,1%	18,5%	24,5%	23,8%					17,5%		

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<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 2018	Year 2019	Year 2020	Year 2021	Year 2022	Q1 2023 <sup>1)</sup>	Q2 2023 <sup>1)</sup>	Q3 2023 <sup>1)</sup>	Q4 2023 <sup>1)</sup>	Year 2023	1-6 2023	1-9 2023
External Sales	139.966	149.408	146.434	176.274	227.539	57.337	46.038	44.271	44.537	192.183	103.375	147.645
EBITDA	-889	5.247	8.981	10.985	4.983	2.780	2.410	1.065	3.276	9.531	5.190	6.256
EBITDA margin	0,0%	3,5%	6,1%	6,2%	2,2%	4,8%	5,2%	2,4%	7,4%	5,0%	5,0%	4,2%
Inventories	28.125	30.924	27.639	33.400	49.945	49.446	56.072	55.847	49.139	49.139	56.072	55.847
Inventory intensity	20,1%	20,7%	18,9%	18,9%	22,0%					25,6%		

<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 Other & Holding

in EUR thousands <sup>2)</sup>	Year 2018	Year 2019	Year 2020	Year 2021	Year 2022	Q1 2023 <sup>1)</sup>	Q2 2023 <sup>1)</sup>	Q3 2023 <sup>1)</sup>	Q4 2023 <sup>1)</sup>	Year 2023	1-6 2023	1-9 2023
External Sales	25.825	26.643	25.392	25.520	26.323	7.312	7.389	7.007	6.956	28.664	14.701	21.709
EBITDA	192	4.506	989	1.405	1.959	475	438	721	-1.171	463	913	1.634
EBITDA margin	0,7%	16,9%	3,9%	5,5%	7,4%	6,5%	5,9%	10,3%	-16,8%	1,6%	6,2%	7,5%
Inventories	3.766	3.586	3.555	3.664	4.164	4.548	3.589	3.433	4.377	4.377	3.589	3.433
Inventory intensity	14,6%	13,5%	14,0%	14,4%	15,8%					15,3%		

<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 2018	Year 2019	Year 2020	Year 2021	Year 2022	Q1 2023 <sup>1)</sup>	Q2 2023 <sup>1)</sup>	Q3 2023 <sup>1)</sup>	Q4 2023 <sup>1)</sup>	Year 2023	1-6 2023	1-9 2023
Sales	375.217	376.072	379.257	422.293	542.223	150.432	126.599	120.824	142.794	540.649	277.031	397.854
Changes in finished goods and work in progress	5.461	-4.862	-2.514	10.028	22.193	916	9.105	147	-13.972	-3.804	10.021	10.168
Other operating income	13.436	17.147	10.671	11.360	24.177	5.574	1.906	3.104	3.273	13.857	7.480	10.584
Cost of materials	-155.429	-142.391	-132.507	-170.671	-288.877	-76.159	-62.374	-48.545	-38.067	-225.145	-138.533	-187.077
Personnel expenses	-114.185	-122.088	-127.409	-132.166	-137.139	-35.262	-36.012	-34.679	-39.684	-145.637	-71.274	-105.953
Other operating expenses	-75.121	-73.800	-73.693	-78.798	-101.136	-26.584	-21.352	-21.317	-29.294	-98.547	-47.936	-69.252
<b>EBITDA</b>	<b>49.379</b>	<b>50.078</b>	<b>53.805</b>	<b>62.046</b>	<b>61.441</b>	<b>18.917</b>	<b>17.872</b>	<b>19.534</b>	<b>25.050</b>	<b>81.373</b>	<b>36.789</b>	<b>56.324</b>
Depreciation and amortization	-15.187	-19.492	-23.097	-24.474	-25.543	-6.319	-6.335	-6.574	-6.672	-25.900	-12.655	-19.229
<b>EBIT</b>	<b>34.192</b>	<b>30.586</b>	<b>30.708</b>	<b>37.572</b>	<b>35.898</b>	<b>12.598</b>	<b>11.537</b>	<b>12.960</b>	<b>18.378</b>	<b>55.473</b>	<b>24.134</b>	<b>37.095</b>
Other interest and similar income	542	302	325	643	8.421	49	106	661	-434	382	155	816
Interest and similar expenses	-2.815	-5.396	-3.835	-1.703	-3.037	-1.882	-1.661	-1.586	-2.537	-7.666	-3.542	-5.129
<b>Financial result</b>	<b>-2.273</b>	<b>-5.094</b>	<b>-3.510</b>	<b>-1.060</b>	<b>5.384</b>	<b>-1.833</b>	<b>-1.555</b>	<b>-925</b>	<b>-2.971</b>	<b>-7.284</b>	<b>-3.387</b>	<b>-4.313</b>
<b>Result from ordinary business activities</b>	<b>31.919</b>	<b>25.492</b>	<b>27.198</b>	<b>36.512</b>	<b>41.282</b>	<b>10.765</b>	<b>9.982</b>	<b>12.035</b>	<b>15.407</b>	<b>48.189</b>	<b>20.747</b>	<b>32.782</b>
Taxes on income and earnings	-9.136	-7.345	-7.333	-8.748	-11.059	-3.055	-2.742	-3.379	-4.221	-13.397	-5.797	-9.176
<b>Group net income</b>	<b>22.783</b>	<b>18.147</b>	<b>19.865</b>	<b>27.764</b>	<b>30.223</b>	<b>7.710</b>	<b>7.240</b>	<b>8.656</b>	<b>11.186</b>	<b>34.792</b>	<b>14.950</b>	<b>23.606</b>
Non-controlling interests in group net income	139	171	171	171	171	43	43	43	42	171	85	128
Shareholders of AlzChem Group AG (group net income)	22.644	17.976	19.694	27.593	30.052	7.667	7.197	8.613	11.144	34.621	14.865	23.478
<b>EPS*</b>	<b>2,23</b>	<b>1,77</b>	<b>1,94</b>	<b>2,72</b>	<b>2,96</b>	<b>0,76</b>	<b>0,71</b>	<b>0,85</b>	<b>1,08</b>	<b>3,40</b>	<b>1,46</b>	<b>2,31</b>
* based on number of outstanding shares	10.176.335	10.176.335	10.176.335	10.146.942	10.135.754	10.149.281	10.176.335	10.176.335	10.176.335	10.169.572	10.162.808	10.167.317

<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 2018	Year 2019	Year 2020	Year 2021	Year 2022	Q1 2023 <sup>1)</sup>	Q2 2023 <sup>1)</sup>	Q3 2023 <sup>1)</sup>	Year 2023
<b>Non-current assets</b>									
Intangible assets	870	1.541	1.810	2.329	2.954	2.997	3.038	3.237	3.664
Property, plant and equipment	144.265	165.702	175.062	178.806	181.526	179.266	176.826	176.435	177.281
Lease usage rights	0	9.770	8.524	7.686	6.250	5.938	5.476	5.132	4.855
Financial assets	20	20	20	20	6	6	6	6	6
Other receivables and other assets	891	470	630	1.320	1.531	1.511	1.455	1.538	1.369
Deferred tax assets	24.954	34.477	35.795	34.924	15.956	16.997	16.634	15.218	20.921
<b>Total non-current assets</b>	<b>171.000</b>	<b>211.980</b>	<b>221.841</b>	<b>225.085</b>	<b>208.223</b>	<b>206.715</b>	<b>203.434</b>	<b>201.566</b>	<b>208.096</b>
<b>Current assets</b>									
Inventories	78.856	74.607	67.402	86.676	122.404	119.960	126.492	125.269	107.478
Trade receivables	34.351	32.501	33.124	40.841	55.712	76.838	54.636	63.069	75.212
Financial assets	0	0	0	0	5.228	4.423	3.066	1.748	0
Other receivables and other assets	14.510	14.051	13.501	16.454	19.743	16.994	19.741	17.928	19.239
Income tax receivables	1.977	383	1.311	326	2.307	2.316	2.566	2.817	2.769
Cash and cash equivalents	12.857	9.061	17.117	8.285	9.243	8.126	9.299	16.732	11.883
<b>Total current assets</b>	<b>142.551</b>	<b>130.603</b>	<b>132.455</b>	<b>152.582</b>	<b>214.637</b>	<b>228.657</b>	<b>215.800</b>	<b>227.563</b>	<b>216.581</b>
<b>Total assets</b>	<b>313.551</b>	<b>342.583</b>	<b>354.296</b>	<b>377.667</b>	<b>422.860</b>	<b>435.372</b>	<b>419.234</b>	<b>429.130</b>	<b>424.677</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
Capital reserve adjustment item reverse acquisition	-88.128	-88.128	-88.128	-88.128	-87.451	-88.420	-88.459	-88.459	-88.459
Capital reserve	24.981	24.981	24.981	24.981	24.981	24.981	24.981	24.981	24.981
Other accumulated equity	-32.123	-48.152	-53.077	-51.104	-15.316	-17.786	-17.194	-12.742	-21.639
Balance sheet profit	60.478	69.294	81.356	101.127	121.044	128.711	125.223	133.837	144.979
Treasury shares	0	0	0	-1.009	-1.009	0	0	0	0
	<b>66.971</b>	<b>59.758</b>	<b>66.895</b>	<b>87.630</b>	<b>144.012</b>	<b>149.249</b>	<b>146.314</b>	<b>159.379</b>	<b>161.625</b>
Non-controlling interests	1.420	1.592	1.763	1.934	1.934	1.977	2.020	2.063	1.934
<b>Total equity</b>	<b>68.392</b>	<b>61.350</b>	<b>68.658</b>	<b>89.564</b>	<b>145.946</b>	<b>151.226</b>	<b>148.334</b>	<b>161.442</b>	<b>163.559</b>
<b>Liabilities</b>									
<b>Non-current liabilities</b>									
Provisions for pensions and similar obligations	109.960	134.629	141.775	140.005	90.141	93.519	92.542	87.428	100.294
Other provisions	18.863	22.404	24.233	24.372	17.011	17.568	17.732	17.155	19.691
Loan liabilities to banks	32.577	50.747	48.042	37.553	27.498	55.290	53.081	50.873	48.665
Lease liabilities	0	7.710	6.680	5.793	4.622	4.384	4.008	3.684	3.377
Trade payables	0	0	0	0	0	0	0	0	0
Other liabilities	513	513	342	171	171	0	0	0	171
Deferred tax liabilities	2.089	4.745	4.695	4.084	5.365	5.676	5.755	6.266	6.289
<b>Total non-current liabilities</b>	<b>164.002</b>	<b>220.748</b>	<b>225.767</b>	<b>211.978</b>	<b>144.808</b>	<b>176.438</b>	<b>173.118</b>	<b>165.406</b>	<b>178.487</b>
<b>Current liabilities</b>									
Other provisions	2.554	1.732	2.877	2.968	1.944	1.898	2.343	2.144	3.537
Loan liabilities to banks	25.353	11.935	12.704	10.490	66.408	32.886	21.788	32.437	8.833
Lease liabilities	0	1.706	1.634	1.805	1.707	1.664	1.593	1.581	1.613
Financial liabilities	0	0	0	0	0	0	0	0	0
Trade payables	30.863	24.069	20.880	32.780	37.386	41.231	38.709	29.018	31.554
Other liabilities	20.859	19.172	21.583	26.220	23.059	27.290	29.664	33.563	28.930
Income tax liabilities	1.528	1.871	193	1.862	1.602	2.738	3.685	3.540	8.164
<b>Total current liabilities</b>	<b>81.157</b>	<b>60.485</b>	<b>59.871</b>	<b>76.125</b>	<b>132.106</b>	<b>107.708</b>	<b>97.782</b>	<b>102.282</b>	<b>82.631</b>
<b>Total liabilities</b>	<b>245.159</b>	<b>281.233</b>	<b>285.638</b>	<b>288.103</b>	<b>276.914</b>	<b>284.146</b>	<b>270.900</b>	<b>267.688</b>	<b>261.118</b>
<b>Total equity and liabilities</b>	<b>313.551</b>	<b>342.583</b>	<b>354.296</b>	<b>377.667</b>	<b>422.860</b>	<b>435.372</b>	<b>419.234</b>	<b>429.130</b>	<b>424.677</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 2018	Year 2019	Year 2020	Year 2021	Year 2022	Q1 2023 <sup>1)</sup>	Q2 2023 <sup>1)</sup>	Q3 2023 <sup>1)</sup>	Q4 2023 <sup>1)</sup>	Year 2023	1-6 2023	1-9 2023
Group income before income taxes	31.919	25.492	27.198	36.512	41.282	10.765	9.982	12.035	15.407	48.189	20.747	32.782
Depreciation and amortization on fixed and tangible assets	15.187	19.492	23.097	24.474	25.543	6.320	6.335	6.574	6.671	25.900	12.655	19.229
Change in pension provision	-725	-1.005	-1.182	-1.419	-1.651	-564	-403	-441	-481	-1.889	-967	-1.408
Gains (-) / losses (+) on disposal of non current assets	-9	-45	-3	-50	-65	-1	0	-8	0	-9	-1	-9
Other non-cash expenses (+) / income (-)	5.341	6.246	7.857	4.178	2.891	1.460	1.454	837	9.989	13.740	2.914	3.751
Financial result	2.273	5.094	3.510	1.060	-5.384	1.832	1.555	925	2.972	7.284	3.387	4.312
Interest received	156	133	180	10	61	23	53	80	171	327	76	155
Interest paid	-476	-1.225	-1.196	-997	-1.531	-714	-813	-847	-850	-3.224	-1.527	-2.374
Income taxes paid	-8.103	-6.191	-10.484	-6.354	-7.177	-1.978	-2.016	-3.301	-1.754	-9.049	-3.994	-7.295
Increase (-) / decrease (+) in inventories	-5.306	2.431	5.323	-16.457	-37.930	2.462	-6.504	1.197	12.413	9.568	-4.043	-2.845
Increase (-) / decrease (+) in trade and other receivables	1.738	1.636	-830	-12.681	-19.623	-17.916	20.969	-5.696	-12.220	-14.863	3.053	-2.643
Increase (+) / decrease (-) in trade payables, other payables and other provisions	-7.608	-8.739	-5.008	14.431	-314	8.440	-751	-6.665	-4.185	-3.161	7.689	1.024
Change in other balance sheet items	268	313	248	309	-342	116	-291	199	-166	-142	-175	24
<b>Cash flow from operating activities (net cash flow)</b>	<b>34.655</b>	<b>43.631</b>	<b>48.710</b>	<b>43.016</b>	<b>-4.240</b>	<b>10.245</b>	<b>29.570</b>	<b>4.890</b>	<b>27.966</b>	<b>72.671</b>	<b>39.814</b>	<b>44.705</b>
Cash outflows for investments in intangible assets and property, plant and equipment	-40.128	-41.382	-28.832	-28.535	-29.068	-4.810	-3.768	-5.653	-6.326	-20.557	-8.577	-14.230
Cash inflows from the sale of intangible assets and property, plant and equipment	243	55	3	56	68	-28	29	8	0	9	1	9
Cash inflows from the disposal of investments	0	0	0	0	489	0	0	0	0	0	0	0
<b>Cash flow from investing activities</b>	<b>-39.885</b>	<b>-41.327</b>	<b>-28.829</b>	<b>-28.479</b>	<b>-28.511</b>	<b>-4.838</b>	<b>-3.739</b>	<b>-5.645</b>	<b>-6.326</b>	<b>-20.548</b>	<b>-8.577</b>	<b>-14.222</b>
<b>Free cash flow</b>	<b>-5.230</b>	<b>2.304</b>	<b>19.881</b>	<b>14.537</b>	<b>-32.751</b>	<b>5.407</b>	<b>25.831</b>	<b>-755</b>	<b>21.640</b>	<b>52.123</b>	<b>31.238</b>	<b>30.483</b>
Cash inflows from the addition of loan liabilities	20.560	30.102	10.000	0	0	30.000	0	0	0	30.000	30.000	30.000
Cash outflows for the repayment of loan liabilities	-6.508	-7.185	-11.934	-12.704	-10.490	-2.514	-2.514	-1.735	-3.292	-10.055	-5.027	-6.762
Cash inflows/outflows from short-term financing	2.466	-18.166	-1	0	56.353	-33.242	-10.791	10.170	-22.490	-56.353	-44.033	-33.863
Cash outflows for the repayment of lease liabilities	0	-1.594	-1.996	-1.911	-1.909	-456	-440	-435	-571	-1.902	-896	-1.331
Cash inflows from capital increases	0	0	0	0	0	0	0	0	0	0	0	0
Cash outflows for transactions costs for capital increases	0	0	0	0	0	0	0	0	0	0	0	0
Cash outflows for the acquisition of treasury shares	0	0	0	-1.013	0	0	0	0	0	0	0	0
Cash outflows for dividend payments to shareholders of AlzChem Group AG	-11.194	-9.159	-7.632	-7.821	-10.136	0	-10.685	0	0	-10.685	-10.685	-10.685
Cash outflows for dividend payments to non-controlling interests	-74	-171	-171	-171	-171	-171	0	0	0	-171	-171	-171
<b>Cash flow from financing activities</b>	<b>5.250</b>	<b>-6.173</b>	<b>-11.734</b>	<b>-23.620</b>	<b>33.647</b>	<b>-6.383</b>	<b>-24.430</b>	<b>8.000</b>	<b>-26.353</b>	<b>-49.166</b>	<b>-30.812</b>	<b>-22.813</b>
<b>Change in cash and cash equivalents</b>	<b>20</b>	<b>-3.869</b>	<b>8.147</b>	<b>-9.083</b>	<b>896</b>	<b>-976</b>	<b>1.401</b>	<b>7.245</b>	<b>-4.713</b>	<b>2.957</b>	<b>426</b>	<b>7.670</b>
<b>Cash and cash equivalents as of beginning of period</b>	<b>12.802</b>	<b>12.857</b>	<b>9.061</b>	<b>17.117</b>	<b>8.285</b>	<b>9.243</b>	<b>8.126</b>	<b>9.299</b>	<b>16.732</b>	<b>9.243</b>	<b>9.243</b>	<b>9.243</b>
Changes in exchange rates	35	73	-91	251	62	-142	-228	189	-136	-317	-370	-181
<b>Cash and cash equivalents as of end of period</b>	<b>12.857</b>	<b>9.061</b>	<b>17.117</b>	<b>8.285</b>	<b>9.243</b>	<b>8.126</b>	<b>9.299</b>	<b>16.732</b>	<b>11.883</b>	<b>11.883</b>	<b>9.299</b>	<b>16.732</b>
<b>Change in cash and cash equivalents</b>	<b>20</b>	<b>-3.869</b>	<b>8.147</b>	<b>-9.083</b>	<b>896</b>	<b>-976</b>	<b>1.401</b>	<b>7.245</b>	<b>-4.713</b>	<b>2.957</b>	<b>426</b>	<b>7.670</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.