

Alzchem Financials KPI's

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As of Q3 2024 (07. November 2024)

Financial KPI Group

in EUR thousands ²⁾	Year 2019	Year 2020	Year 2021	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾	Q4 2023 ¹⁾	Year 2023	Q1 2024 ¹⁾	Q2 2024 ¹⁾	Q3 2024 ¹⁾	1-9 2023	1-9 2024
Group Sales	376.072	379.257	422.293	542.223	150.432	126.599	120.824	142.794	540.649	150.064	136.191	128.937	397.854	415.192
EBITDA	50.078	53.805	62.046	61.441	18.917	17.872	19.534	25.050	81.373	24.910	27.020	24.883	56.324	76.813
EBITDA margin	13,3%	14,2%	14,7%	11,3%	12,6%	14,1%	16,2%	17,5%	15,1%	16,6%	19,8%	19,3%	14,2%	18,5%
EBIT	30.586	30.708	37.572	35.898	12.598	11.537	12.960	18.378	55.473	18.375	20.567	18.480	37.095	57.423
Group net income	18.147	19.865	27.764	30.223	7.710	7.240	8.656	11.186	34.792	12.237	14.427	12.419	23.606	39.083
EPS	1,77	1,94	2,72	2,96	0,76	0,71	0,85	1,08	3,40	1,20	1,41	1,22	2,31	3,83
Equity ratio	17,9%	19,4%	23,7%	34,5%	34,7%	35,4%	37,6%	38,5%	38,5%	40,0%	39,4%	40,1%	37,6%	40,1%

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 2019	Year 2020	Year 2021	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾	Q4 2023 ¹⁾	Year 2023	Q1 2024 ¹⁾	Q2 2024 ¹⁾	Q3 2024 ¹⁾	1-9 2023	1-9 2024
External Sales	200.022	207.431	220.499	288.361	85.783	73.172	69.545	91.302	319.802	92.961	85.805	80.354	228.501	259.120
EBITDA	41.684	44.125	50.664	53.014	16.019	14.936	18.541	23.747	73.243	22.684	22.843	21.749	49.496	67.276
EBITDA margin	20,8%	21,3%	23,0%	18,4%	18,7%	20,4%	26,7%	26,0%	22,9%	24,4%	26,6%	27,1%	21,7%	26,0%
Inventories	44.183	38.410	53.971	68.535	67.492	67.479	67.621	55.998	55.998	56.355	60.314	62.874	67.621	62.874
Inventory intensity	22,1%	18,5%	24,5%	23,8%					17,5%					

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in EUR thousands ²⁾	Year 2019	Year 2020	Year 2021	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾	Q4 2023 ¹⁾	Year 2023	Q1 2024 ¹⁾	Q2 2024 ¹⁾	Q3 2024 ¹⁾	1-9 2023	1-9 2024
External Sales	149.408	146.434	176.274	227.539	57.337	46.038	44.271	44.537	192.183	49.299	41.848	40.927	147.645	132.074
EBITDA	5.247	8.981	10.985	4.983	2.780	2.410	1.065	3.276	9.531	1.802	3.055	1.827	6.256	6.683
EBITDA margin	3,5%	6,1%	6,2%	2,2%	4,8%	5,2%	2,4%	7,4%	5,0%	3,7%	7,3%	4,5%	4,2%	5,1%
Inventories	30.924	27.639	33.400	49.945	49.446	56.072	55.847	49.139	49.139	40.115	46.338	43.526	55.847	43.526
Inventory intensity	20,7%	18,9%	18,9%	22,0%					25,6%					

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in EUR thousands ²⁾	Year 2019	Year 2020	Year 2021	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾	Q4 2023 ¹⁾	Year 2023	Q1 2024 ¹⁾	Q2 2024 ¹⁾	Q3 2024 ¹⁾	1-9 2023	1-9 2024
External Sales	26.643	25.392	25.520	26.323	7.312	7.389	7.007	6.956	28.664	7.804	8.538	7.656	21.709	23.998
EBITDA	4.506	989	1.405	1.959	475	438	721	-1.171	463	537	848	1.114	1.634	2.499
EBITDA margin	16,9%	3,9%	5,5%	7,4%	6,5%	5,9%	10,3%	-16,8%	1,6%	6,9%	9,9%	14,5%	7,5%	10,4%
Inventories	3.586	3.555	3.664	4.164	4.548	3.589	3.433	4.377	4.377	3.338	3.805	3.859	3.433	3.859
Inventory intensity	13,5%	14,0%	14,4%	15,8%					15,3%					

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Group Income Statement

in EUR thousands ²⁾	Year 2019	Year 2020	Year 2021	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾	Q4 2023 ¹⁾	Year 2023	Q1 2024 ¹⁾	Q2 2024 ¹⁾	Q3 2024 ¹⁾	1-9 2023	1-9 2024
Sales	376.072	379.257	422.293	542.223	150.432	126.599	120.824	142.794	540.649	150.064	136.191	128.937	397.854	415.192
Changes in finished goods and work in progress	-4.862	-2.514	10.028	22.193	916	9.105	147	-13.972	-3.804	-6.520	12.682	-4.310	10.168	1.852
Other operating income	17.147	10.671	11.360	24.177	5.574	1.906	3.104	3.273	13.857	3.558	3.731	3.716	10.584	11.006
Cost of materials	-142.391	-132.507	-170.671	-288.877	-76.159	-62.374	-48.545	-38.067	-225.145	-53.237	-57.999	-40.548	-187.077	-151.783
Personnel expenses	-122.088	-127.409	-132.166	-137.139	-35.262	-36.012	-34.679	-39.684	-145.637	-40.588	-42.468	-38.100	-105.953	-121.156
Other operating expenses	-73.800	-73.693	-78.798	-101.136	-26.584	-21.352	-21.317	-29.294	-98.547	-28.367	-25.117	-24.812	-69.252	-78.298
EBITDA	50.078	53.805	62.046	61.441	18.917	17.872	19.534	25.050	81.373	24.910	27.020	24.883	56.324	76.813
Depreciation and amortization	-19.492	-23.097	-24.474	-25.543	-6.319	-6.335	-6.574	-6.672	-25.900	-6.535	-6.453	-6.403	-19.229	-19.390
EBIT	30.586	30.708	37.572	35.898	12.598	11.537	12.960	18.378	55.473	18.375	20.567	18.480	37.095	57.423
Other interest and similar income	302	325	643	8.421	49	106	661	-434	382	292	687	450	816	1.430
Interest and similar expenses	-5.396	-3.835	-1.703	-3.037	-1.882	-1.661	-1.586	-2.537	-7.666	-1.454	-1.366	-1.537	-5.129	-4.358
Financial result	-5.094	-3.510	-1.060	5.384	-1.833	-1.555	-925	-2.971	-7.284	-1.162	-679	-1.087	-4.313	-2.928
Result from ordinary business activities	25.492	27.198	36.512	41.282	10.765	9.982	12.035	15.407	48.189	17.213	19.888	17.393	32.782	54.495
Taxes on income and earnings	-7.345	-7.333	-8.748	-11.059	-3.055	-2.742	-3.379	-4.221	-13.397	-4.976	-5.461	-4.974	-9.176	-15.412
Group net income	18.147	19.865	27.764	30.223	7.710	7.240	8.656	11.186	34.792	12.237	14.427	12.419	23.606	39.083
Non-controlling interests in group net income	171	171	171	171	43	43	43	42	171	43	42	43	128	128
Shareholders of AlzChem Group AG (group net income)	17.976	19.694	27.593	30.052	7.667	7.197	8.613	11.144	34.621	12.194	14.385	12.376	23.478	38.955
EPS*	1,77	1,94	2,72	2,96	0,76	0,71	0,85	1,08	3,40	1,20	1,41	1,22	2,31	3,83
* based on number of outstanding shares	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	10.176.335	10.176.335	10.176.335	10.167.317	10.176.335

¹⁾ Figures for quarterly reporting are unaudited.

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Group Balance Sheet

ASSETS in EUR thousands ²⁾	Year 2019	Year 2020	Year 2021	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾	Year 2023	Q1 2024 ¹⁾	Q2 2024 ¹⁾	Q3 2024 ¹⁾
Non-current assets											
Intangible assets	1.541	1.810	2.329	2.954	2.997	3.038	3.237	3.664	3.751	3.702	3.592
Property, plant and equipment	165.702	175.062	178.806	181.526	179.266	176.826	176.435	177.281	176.798	179.138	185.482
Lease usage rights	9.770	8.524	7.686	6.250	5.938	5.476	5.132	4.855	4.784	4.383	3.978
Financial assets	20	20	20	6	6	6	6	6	6	6	6
Other receivables and other assets	470	630	1.320	1.531	1.511	1.455	1.538	1.369	1.225	1.348	1.446
Deferred tax assets	34.477	35.795	34.924	15.956	16.997	16.634	15.218	20.921	19.282	18.923	19.447
Total non-current assets	211.980	221.841	225.085	208.223	206.715	203.434	201.566	208.096	205.846	207.500	213.951
Current assets											
Inventories	74.607	67.402	86.676	122.404	119.960	126.492	125.269	107.478	97.393	107.918	107.403
Trade receivables	32.501	33.124	40.841	55.712	76.838	54.636	63.069	75.212	88.388	76.884	75.951
Financial assets	0	0	0	5.228	4.423	3.066	1.748	0	0	0	0
Other receivables and other assets	14.051	13.501	16.454	19.743	16.994	19.741	17.928	19.239	18.759	24.025	41.867
Income tax receivables	383	1.311	326	2.307	2.316	2.566	2.817	2.769	1.425	1.031	397
Cash and cash equivalents	9.061	17.117	8.285	9.243	8.126	9.299	16.732	11.883	35.997	46.067	40.615
Total current assets	130.603	132.455	152.582	214.637	228.657	215.800	227.563	216.581	241.962	255.925	266.233
Total assets	342.583	354.296	377.667	422.860	435.372	419.234	429.130	424.677	447.808	463.425	480.184
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
Capital reserve adjustment item reverse acquisition	-88.128	-88.128	-88.128	-87.451	-88.420	-88.459	-88.459	-88.459	-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	24.981	24.981
Other accumulated equity	-48.152	-53.077	-51.104	-15.316	-17.786	-17.194	-12.742	-21.639	-18.416	-17.099	-19.581
Balance sheet profit	69.294	81.356	101.127	121.044	128.711	125.223	133.837	144.979	157.173	159.346	171.723
Treasury shares	0	0	-1.009	-1.009	0	0	0	0	0	0	0
	59.758	66.895	87.630	144.012	149.249	146.314	159.379	161.625	177.041	180.532	190.427
Non-controlling interests	1.592	1.763	1.934	1.934	1.977	2.020	2.063	1.934	1.977	2.020	2.062
Total equity	61.350	68.658	89.564	145.946	151.226	148.334	161.442	163.559	179.019	182.552	192.489
Liabilities											
Non-current liabilities											
Provisions for pensions and similar obligations	134.629	141.775	140.005	90.141	93.519	92.542	87.428	100.294	95.775	94.692	98.122
Other provisions	22.404	24.233	24.372	17.011	17.568	17.732	17.155	19.691	20.972	22.146	22.733
Loan liabilities to banks	50.747	48.042	37.553	27.498	55.290	53.081	50.873	48.665	46.457	44.249	42.665
Lease liabilities	7.710	6.680	5.793	4.622	4.384	4.008	3.684	3.377	3.250	2.857	2.464
Trade payables	0	0	0	0	0	0	0	0	0	0	0
Other liabilities	513	342	171	171	0	0	0	171	0	0	0
Deferred tax liabilities	4.745	4.695	4.084	5.365	5.676	5.755	6.266	6.289	6.500	6.986	7.160
Total non-current liabilities	220.748	225.767	211.978	144.808	176.438	173.118	165.406	178.487	172.954	170.930	173.144
Current liabilities											
Other provisions	1.732	2.877	2.968	1.944	1.898	2.343	2.144	3.537	2.997	3.704	2.369
Loan liabilities to banks	11.935	12.704	10.490	66.408	32.886	21.788	32.437	8.833	9.288	9.303	8.660
Lease liabilities	1.706	1.634	1.805	1.707	1.664	1.593	1.581	1.613	1.669	1.661	1.640
Financial liabilities	0	0	0	0	0	0	0	0	0	0	0
Trade payables	24.069	20.880	32.780	37.386	41.231	38.709	29.018	31.554	41.551	51.471	43.082
Other liabilities	19.172	21.583	26.220	23.059	27.290	29.664	33.563	28.930	29.668	31.337	47.120
Income tax liabilities	1.871	193	1.862	1.602	2.738	3.685	3.540	8.164	10.662	12.467	11.680
Total current liabilities	60.485	59.871	76.125	132.106	107.708	97.782	102.282	82.631	95.835	109.943	114.551
Total liabilities	281.233	285.638	288.103	276.914	284.146	270.900	267.688	261.118	268.790	280.873	287.695
Total equity and liabilities	342.583	354.296	377.667	422.860	435.372	419.234	429.130	424.677	447.808	463.425	480.184

¹⁾ Figures for quarterly reporting are unaudited.

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in EUR thousands ²⁾	Year 2019	Year 2020	Year 2021	Year 2022	Q1 2023 ¹⁾	Q2 2023 ¹⁾	Q3 2023 ¹⁾	Q4 2023 ¹⁾	Year 2023	Q1 2024 ¹⁾	Q2 2024 ¹⁾	Q3 2024 ¹⁾	1-9 2023	1-9 2024
Group income before income taxes	25.492	27.198	36.512	41.282	10.765	9.982	12.035	15.407	48.189	17.213	19.888	17.393	32.782	54.495
Depreciation and amortization on fixed and tangible assets	19.492	23.097	24.474	25.543	6.320	6.335	6.574	6.671	25.900	6.534	6.454	6.402	19.229	19.390
Change in pension provision	-1.005	-1.182	-1.419	-1.651	-564	-403	-441	-481	-1.889	-633	-471	-547	-1.408	-1.651
Gains (-) / losses (+) on disposal of non current assets	-45	-3	-50	-65	-1	0	-8	0	-9	-2	-1	36	-9	33
Other non-cash expenses (+) / income (-)	6.246	7.857	4.178	2.891	1.460	1.454	837	9.989	13.740	3.109	4.777	1.420	3.751	9.306
Financial result	5.094	3.510	1.060	-5.384	1.832	1.555	925	2.972	7.284	1.162	679	1.087	4.312	2.928
Interest received	133	180	10	61	23	53	80	171	327	143	359	430	155	932
Interest paid	-1.225	-1.196	-997	-1.531	-714	-813	-847	-850	-3.224	-584	-593	-574	-2.374	-1.751
Income taxes paid	-6.191	-10.484	-6.354	-7.177	-1.978	-2.016	-3.301	-1.754	-9.049	-512	-2.676	-4.644	-7.295	-7.832
Increase (-) / decrease (+) in inventories	2.431	5.323	-16.457	-37.930	2.462	-6.504	1.197	12.413	9.568	10.101	-10.541	536	-2.845	96
Increase (-) / decrease (+) in trade and other receivables	1.636	-830	-12.681	-19.623	-17.916	20.969	-5.696	-12.220	-14.863	-12.902	4.849	-17.059	-2.643	-25.112
Increase (+) / decrease (-) in trade payables, other payables and other provisions	-8.739	-5.008	14.431	-314	8.440	-751	-6.665	-4.185	-3.161	9.944	7.736	6.895	1.024	24.575
Change in other balance sheet items	313	248	309	-342	116	-291	199	-166	-142	-124	-81	-120	24	-325
Cash flow from operating activities (net cash flow)	43.631	48.710	43.016	-4.240	10.245	29.570	4.890	27.966	72.671	33.450	30.379	11.255	44.705	75.084
Cash outflows for investments in intangible assets and property, plant and equipment	-41.382	-28.832	-28.535	-29.068	-4.810	-3.768	-5.653	-6.326	-20.557	-6.896	-5.543	-13.892	-14.230	-26.331
Cash inflows from the sale of intangible assets and property, plant and equipment	55	3	56	68	-28	29	8	0	9	2	2	-36	9	-33
Cash inflows from the disposal of investments	0	0	0	489	0	0	0	0	0	0	0	0	0	0
Cash flow from investing activities	-41.327	-28.829	-28.479	-28.511	-4.838	-3.739	-5.645	-6.326	-20.548	-6.894	-5.541	-13.928	-14.222	-26.364
Free cash flow	2.304	19.881	14.537	-32.751	5.407	25.831	-755	21.640	52.123	26.556	24.838	-2.673	30.483	48.720
Cash inflows from the addition of loan liabilities	30.102	10.000	0	0	30.000	0	0	0	30.000	0	0	0	30.000	0
Cash outflows for the repayment of loan liabilities	-7.185	-11.934	-12.704	-10.490	-2.514	-2.514	-1.735	-3.292	-10.055	-1.771	-2.208	-2.208	-6.762	-6.187
Cash inflows/outflows from short-term financing	-18.166	-1	0	56.353	-33.242	-10.791	10.170	-22.490	-56.353	0	0	0	-33.863	0
Cash outflows for the repayment of lease liabilities	-1.594	-1.996	-1.911	-1.909	-456	-440	-435	-571	-1.902	-473	-425	-434	-1.331	-1.332
Cash inflows from capital increases	0	0	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	0	0
Cash outflows for the acquisition of treasury shares	0	0	-1.013	0	0	0	0	0	0	0	0	0	0	0
Cash outflows for dividend payments to shareholders of AlzChem Group AG	-9.159	-7.632	-7.821	-10.136	0	-10.685	0	0	-10.685	0	-12.212	0	-10.685	-12.212
Cash outflows for dividend payments to non-controlling interests	-171	-171	-171	-171	-171	0	0	0	-171	-171	0	0	-171	-171
Cash flow from financing activities	-6.173	-11.734	-23.620	33.647	-6.383	-24.430	8.000	-26.353	-49.166	-2.415	-14.845	-2.642	-22.813	-19.901
Change in cash and cash equivalents	-3.869	8.147	-9.083	896	-976	1.401	7.245	-4.713	2.957	24.141	9.993	-5.315	7.670	28.819
Cash and cash equivalents as of beginning of period	12.857	9.061	17.117	8.285	9.243	8.126	9.299	16.732	9.243	11.883	35.998	46.067	9.243	11.883
Changes in exchange rates	73	-91	251	62	-142	-228	189	-136	-317	-26	76	-136	-181	-86
Cash and cash equivalents as of end of period	9.061	17.117	8.285	9.243	8.126	9.299	16.732	11.883	11.883	35.998	46.067	40.615	16.732	40.615
Change in cash and cash equivalents	-3.869	8.147	-9.083	896	-976	1.401	7.245	-4.713	2.957	24.141	9.993	-5.315	7.670	28.819

¹⁾ Figures for quarterly reporting are unaudited.

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.