



Report on the 2021 Fiscal Year

ALTANA AG Annual Press Conference
March 18, 2022

Agenda

Overview and Outlook

Martin Babilas, CEO

Financial information

Stefan Genten, CFO

Questions and answers

Moderation

Andrea Neumann

ALTANA 2021 - Overview

Presented by
Martin Babilas
CEO



Balance sheet 2021

Sales growth reaches 10-year high, EBITDA margin within target range

Sales

€ 2,667 million



With **22%**
highest growth
of the past
ten years



EBITDA increases to
€ 482 million,
margin at 18%



R&D expenditures

at around **7%**
of sales remains
at a high level



New standards set
in **innovation,**
climate protection,
and **digitalization**



Two production sites
already

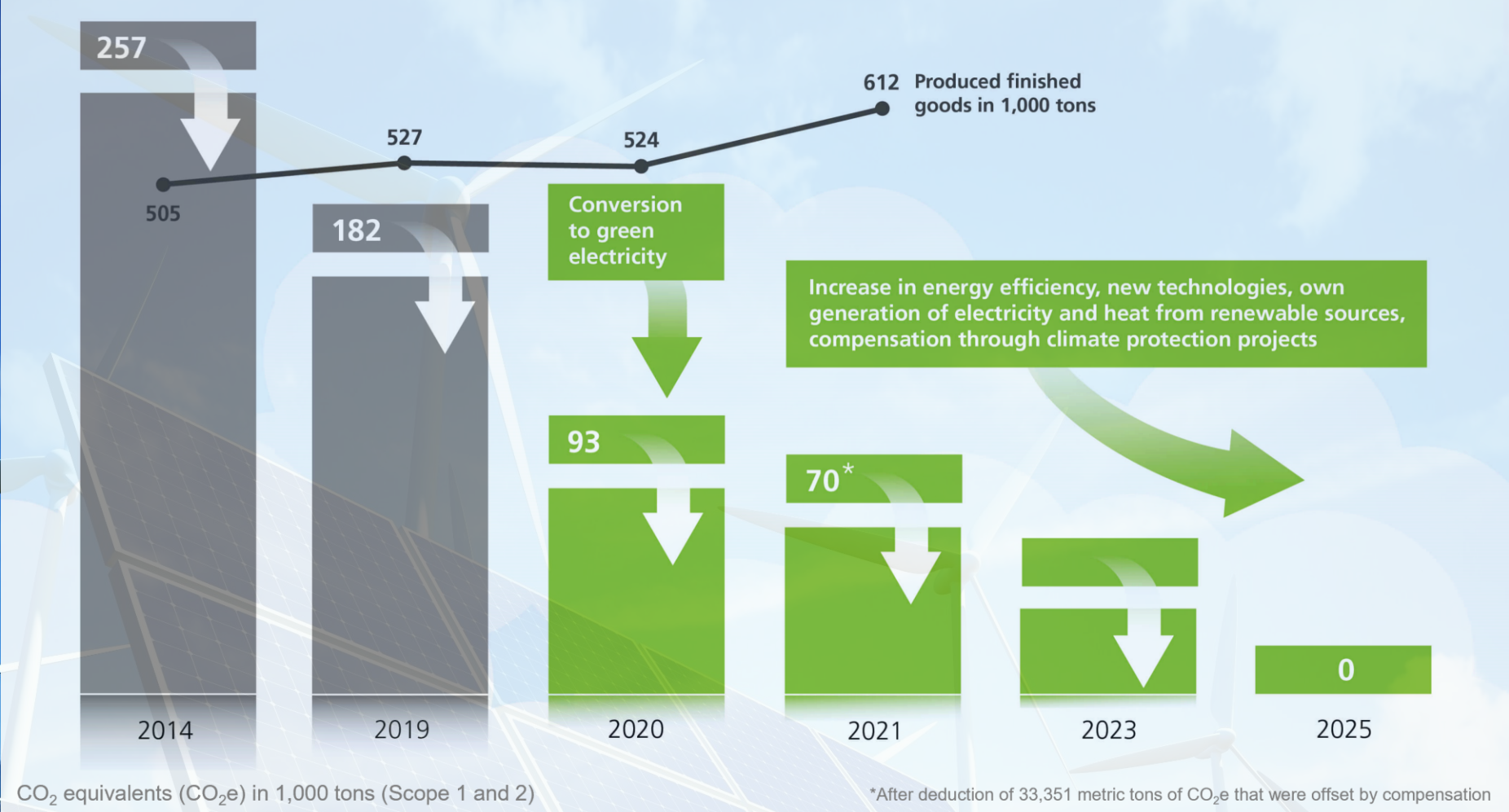
100% CO₂-free



Fit for further sustainable growth

Climate neutrality by 2025

On track despite significant increase in production volume



First CO₂-free production sites in Brazil and China

Further sites with CO₂ emissions of less than 10 tons



ACTEGA in
Araçariquama/
Santana de Parnaíba
(Brazil)
0 t



ACTEGA in
Foshan (China)
< 10 t



ECKART in
Zhuhai (China)
0 t



ELANTAS in
Kapar (Malaysia)
< 10 t






* emissions from Scope 1 (direct emissions) and Scope 2 (indirect emissions) are taken into account.

On the way to energy transformation

Own generation of electricity and heat from renewable sources



-  Photovoltaic systems
-  Electricity from hydroelectric generator
-  Biogas plant

Innovative product developments

Sustainable technologies for future markets

Certification

First additive for wind turbines

significantly increases the strength of the material and thus the load-bearing capacity of the rotor blade

 **BYK**



ALTANA Innovation Award

Novel metal effect pigments

open up new perspectives for ecologically compatible automotive coatings


 **ECKART**



Patented process

Innovative dyes

can prevent unnecessary motor replacements in electric cars in the future

 **ELANTAS**



Market launch

Signite technology

can halve waste in label production

 **ACTEGA**



ALTANA innovation platforms

We are setting new standards in 3D printing



Innovations for industrial inkjet 3D printing

- Launch of Cubic Ink® 3D printing materials
- Unprecedented heat resistance and multi-material capability for series production of heavy-duty components

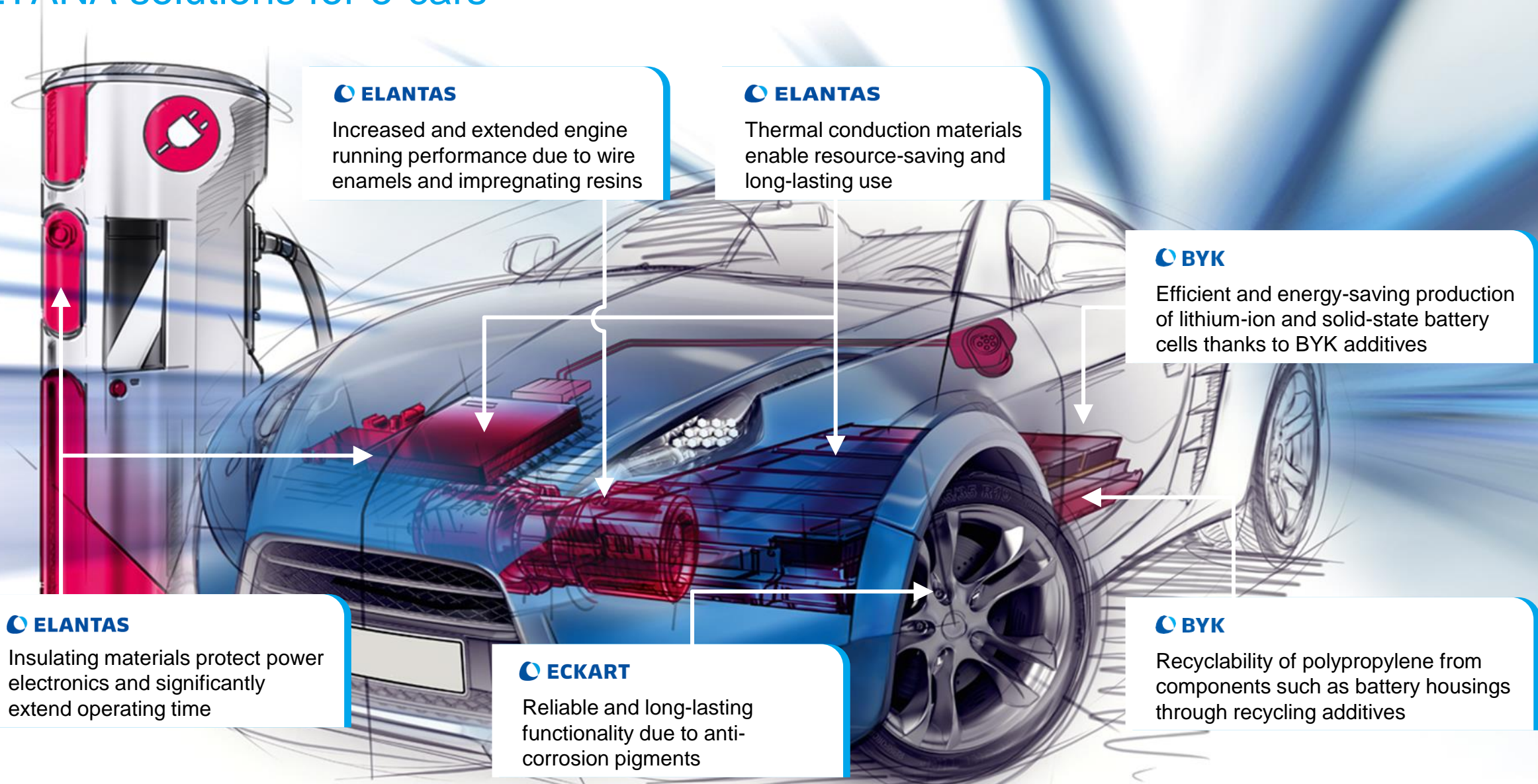


High-performance resins for additive manufacturing

- For use in all resin-based 3D printing processes
- High heat resistance, toughness, and elasticity

Contributions to sustainable electromobility

ALTANA solutions for e-cars



ALTANA goes digital

We are opening up new dimensions in specialty chemicals



Digital high-performance laboratory unique in the specialty chemicals industry

- Commissioning of a high-throughput screening (HTS) facility in Wesel, Germany
- Doubles BYK's capacity in application technology
- Fully digitized process enables significant reduction in serial testing time
- New evaluation options thanks to data analytics
- Investment: € 15 million

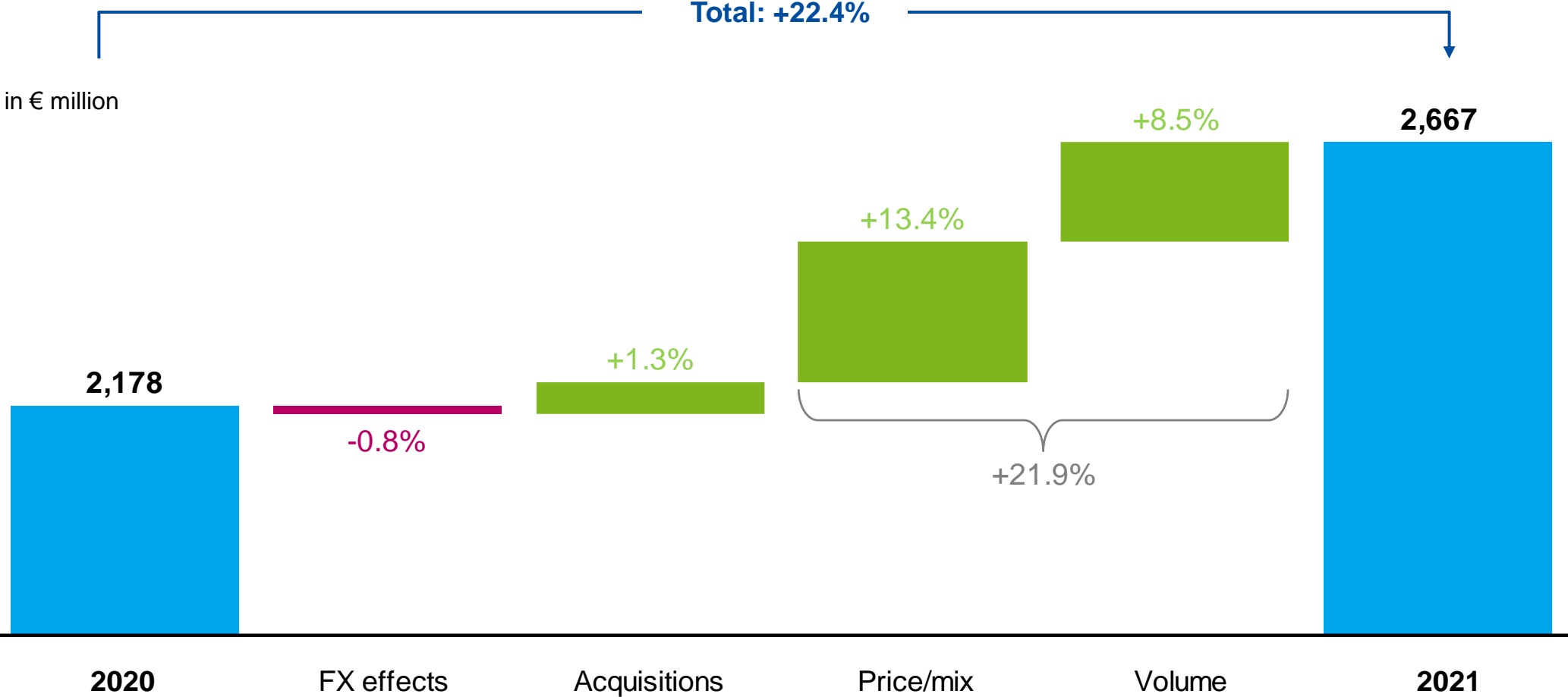




ALTANA 2021 – Financial Information

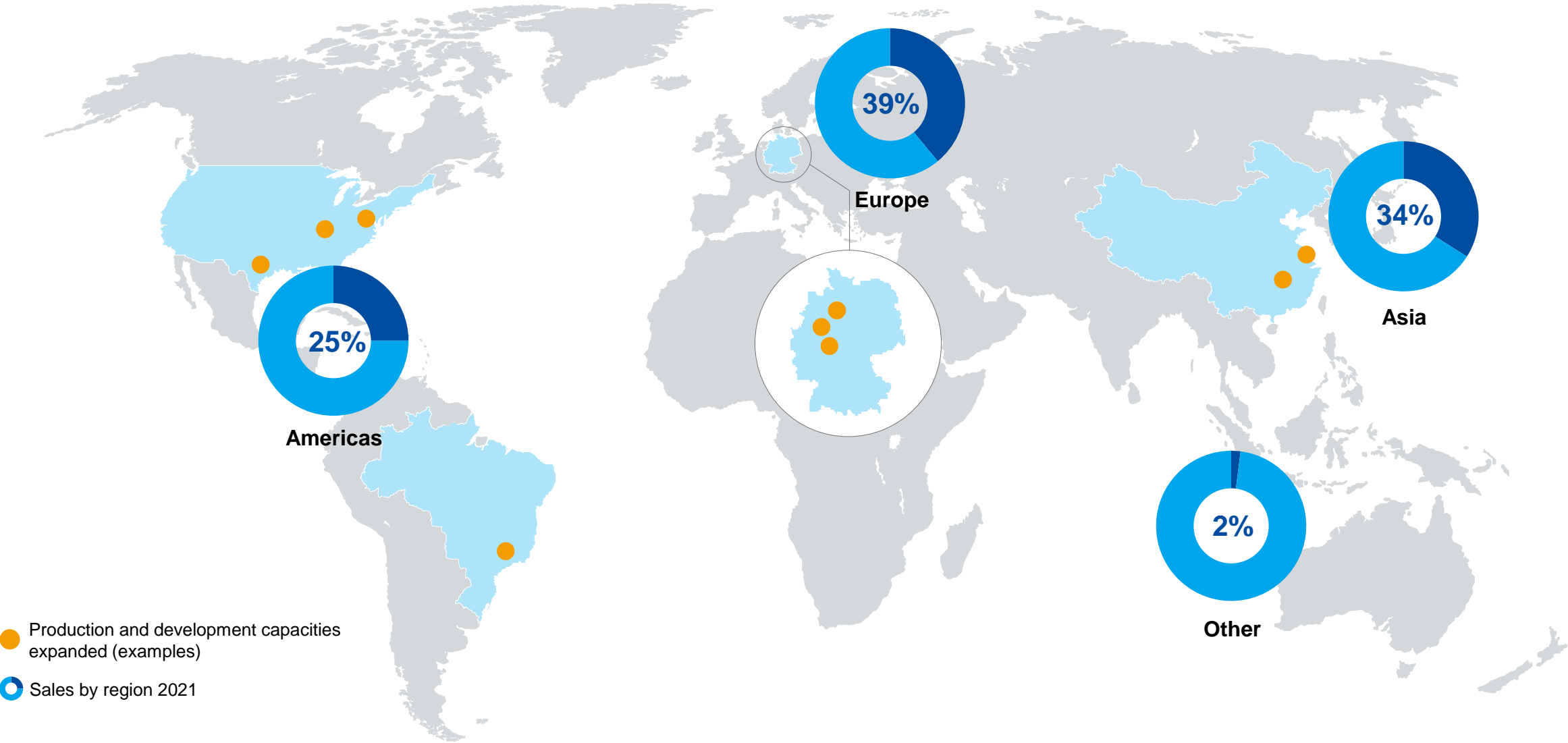
Presented by
Stefan Genten
CFO

Sales Development



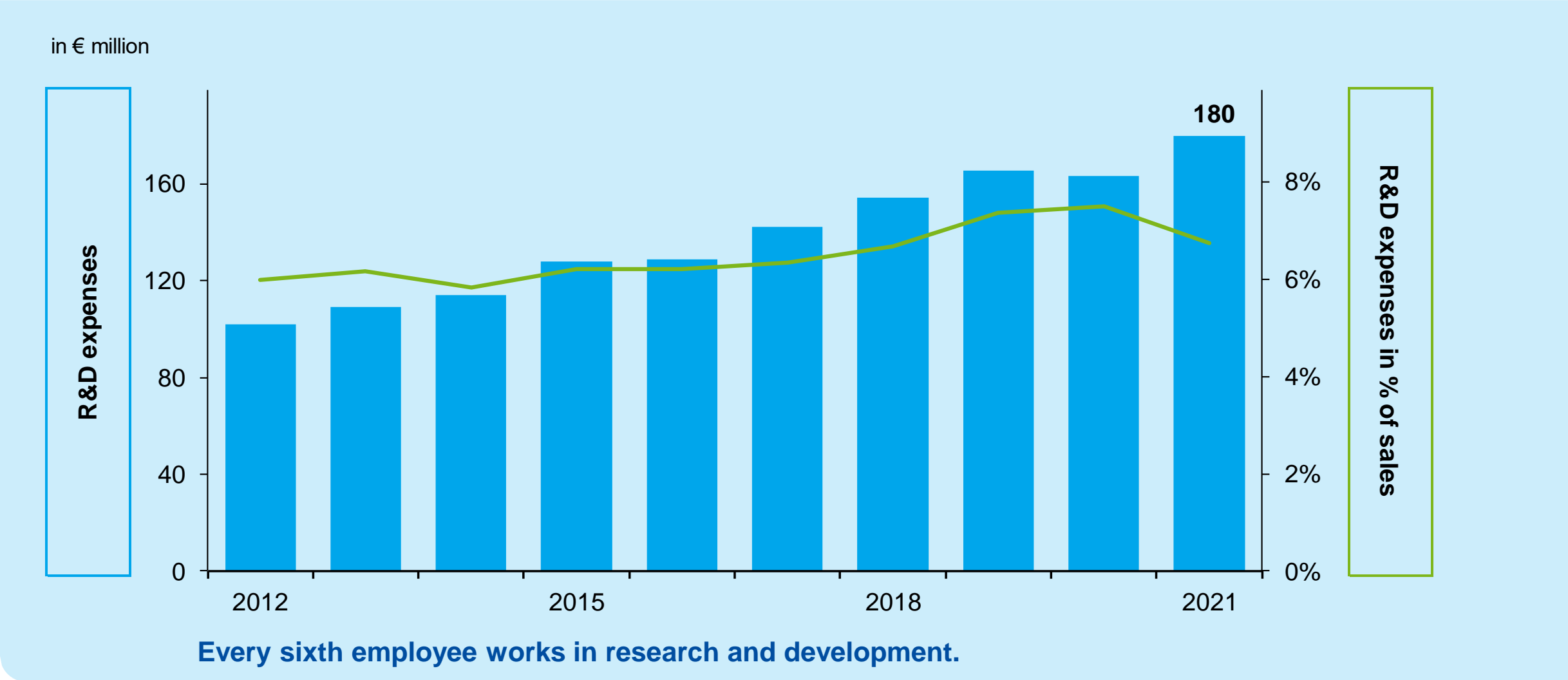
Balanced geographical profile strategically enhanced

Around 500 million euros invested in production sites since 2018



Further increase in research and development expenditure






We invest around 7 % of our sales in R&D

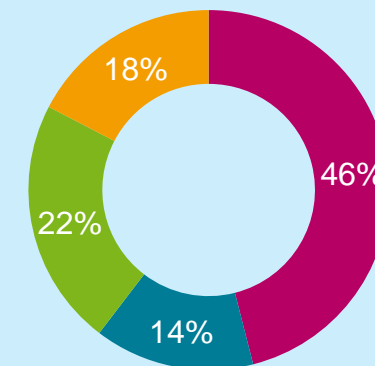


Sales by division

Double-digit growth across all sales segments

in € million

	2020	2021	Δ	Δ op.*
 BYK	1,009	1,227	22%	23%
 ECKART	315	383	21%	20%
 ELANTAS	463	594	28%	28%
 ACTEGA	391	463	18%	15%
 ALTANA	2,178	2,667	22%	22%



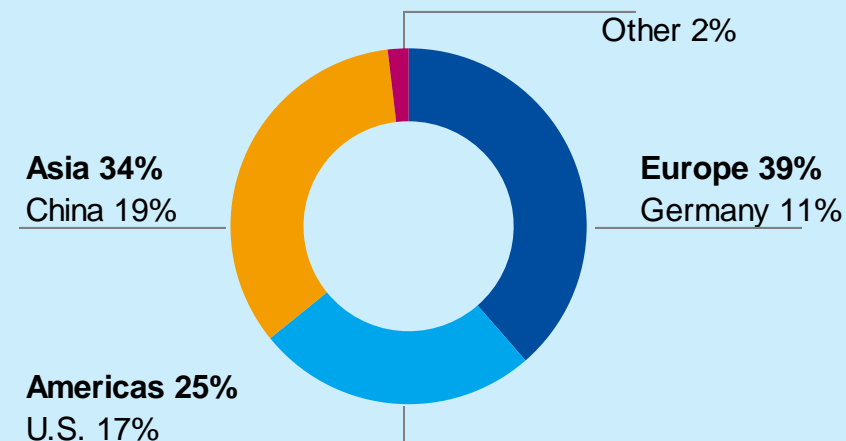
* adjusted for acquisition and divestment as well as exchange-rate effects

Sales by region

Strong growth worldwide

in € million

	2020	2021	Δ	Δ op.*
Europe	842	1,029	22%	20%
<i>thereof Germany</i>	245	295	21%	19%
Americas	586	682	16%	19%
<i>thereof U.S.</i>	397	446	12%	16%
Asia	712	906	27%	26%
<i>thereof China</i>	385	515	34%	29%
Other regions	38	50	32%	29%
ALTANA Group	2,178	2,667	22%	22%



* adjusted for acquisition and divestment as well as exchange-rate effects

Major Cost Items

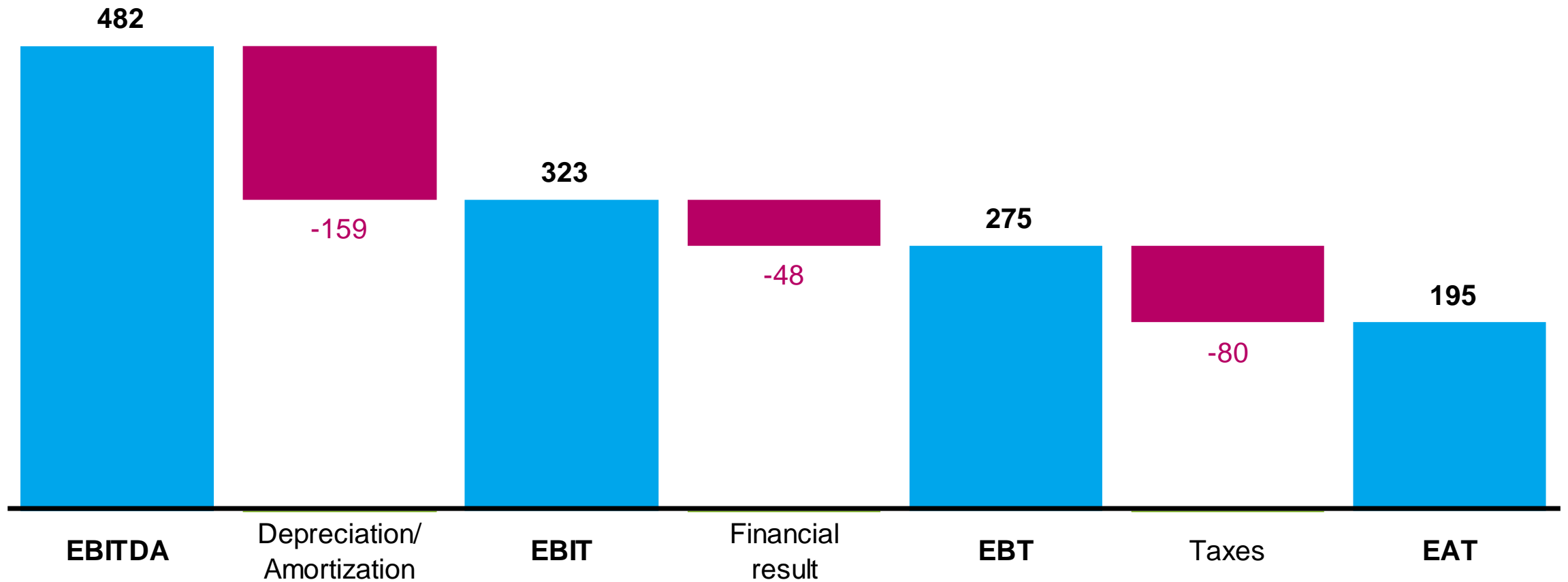
in € million



Structure figures as a percentage of sales

Details on Earnings

in € million



Cash Flow Statement

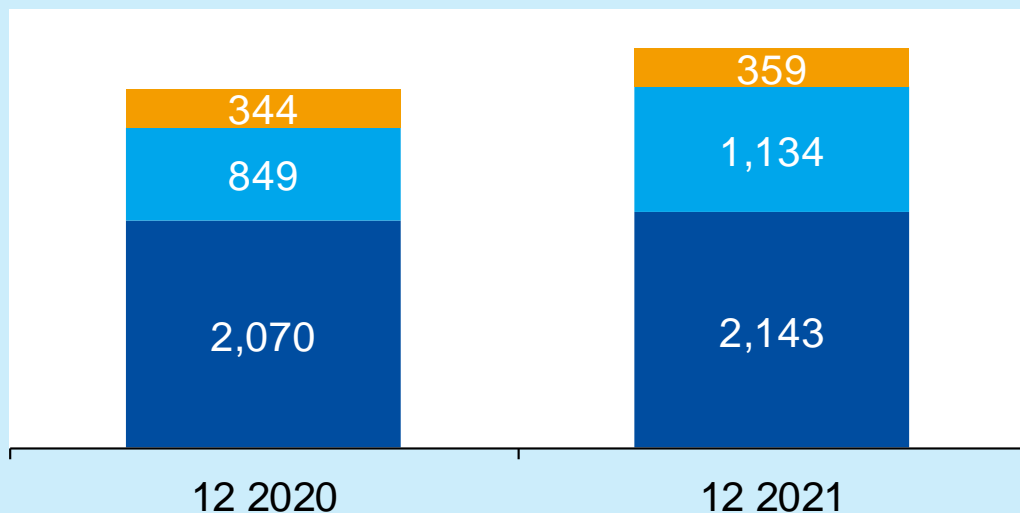
in € million

	2020	2021
Net income after tax	75	195
Amortization, depreciation, and impairment on intangible and tangible assets	240	159
Change in net working capital	-6	-154
Income taxes	8	-14
Change in provisions and other	56	59
Cash flow from operating activities	374	244
Investments in intangible and tangible assets	-105	-149
Other	4	3
Cash flow from ordinary investing activities	-101	-146
Ordinary free cash flow	273	98
Acquisitions	-106	-27
Free cash flow	167	71

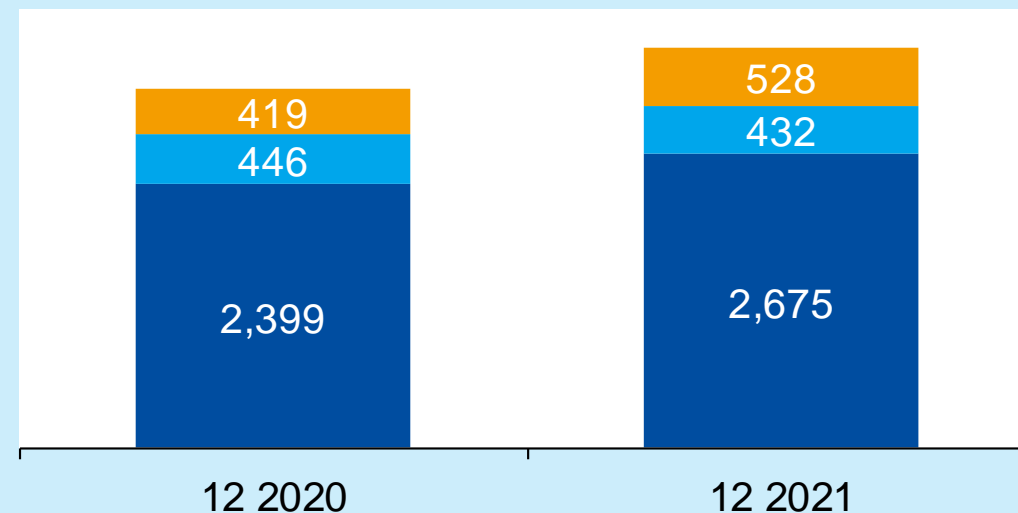
Balance Sheet

in € million

Assets



Shareholders' Equity and Liabilities



- Cash and cash equivalents (incl. marketable securities)
- Other current assets
- Non-current assets

Total Assets (€m)

Dec. 31, 2021:	3,636
Dec. 31, 2020:	3,263
Change:	+11%

- Current liabilities
- Non-current liabilities
- Shareholders' equity

Equity Ratio

Dec. 31, 2021:	74%
Dec. 31, 2020:	74%

Financing Structure

in € million

	2020	2021
Cash and cash equivalents (incl. securities, financial assets and issued loans)	366	384
Other financial liabilities	-59	-62
Net financial position	307	322
Employee benefit obligations	-273	-254
Net assets	34	68

→ **Net financial position further strengthened in 2021**

→ **Excellent basis for further growth initiatives and acquisitions**

Group financing restructured and made sustainable

Additional scope secured for further green R&D projects



New **€ 250 million** revolving credit facility with sustainability component through international banking consortium; interest rate also linked for the first time to performance in terms of climate neutrality and occupational safety

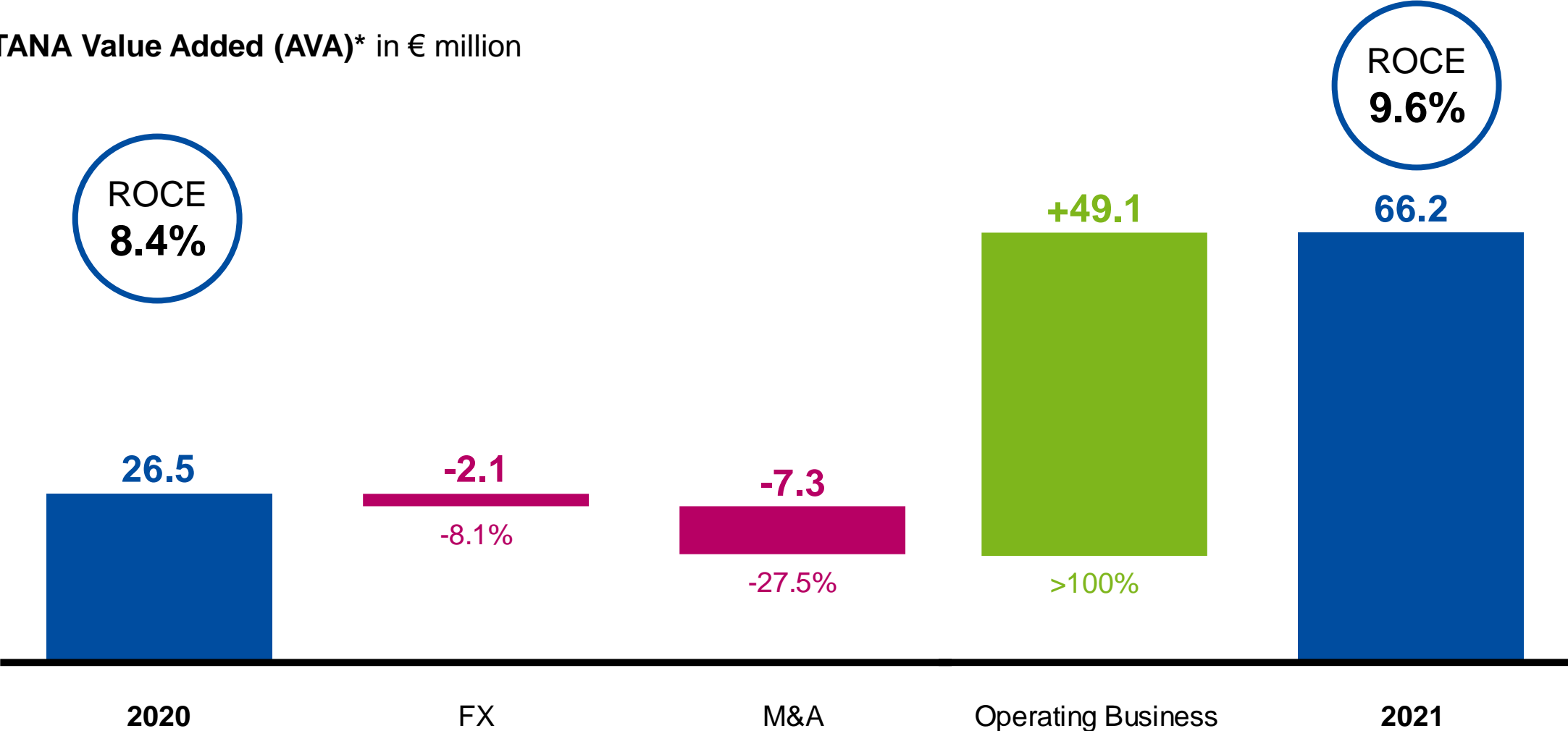
European Investment Bank (EIB) recognizes ALTANA's climate protection efforts in line with the EU's Green Deal and provides a credit line of **€ 200 million** for further green R&D projects




Significant increase of company's value

Despite a challenging environment

ALTANA Value Added (AVA)* in € million



* Return on Capital Employed (ROCE) minus cost of capital



ALTANA - Outlook 2022

Presented by
Martin Babilas
CEO



- Planning for 2022 was based on continued, albeit weaker, global economic growth; the forecast in such an environment:
 - Operating sales growth in the mid-single-digit percentage range
 - Profitability at the previous year's level with the price situation in the areas of material, logistics, and energy costs remaining tense
- Effects of the war against Ukraine on demand, production, and supply processes cannot be estimated at present.
- **With innovative and financial strength well positioned for a sustained successful future**

Thank you for
your attention