

Report on the 2022 Fiscal Year

ALTANA AG Annual Press Conference
March 17, 2023

Agenda

Overview and Outlook

Martin Babilas, CEO

Financial information

Stefan Genten, CFO

Questions and answers

Moderation

Andrea Neumann

ALTANA 2022 – Overview

Presented by
Martin Babilas
CEO



Results 2022

Sales exceed 3 billion euros for the first time

Sales

€ 3,021 million



13 %

sales growth
(ca. 40 % since 2020)



EBITDA of

€ 452 million

margin at 15 % due to inflation



R&D expenditure

increases by 7 %
to € 193 million



High investments
in **innovation** and
sustainability



8 sites

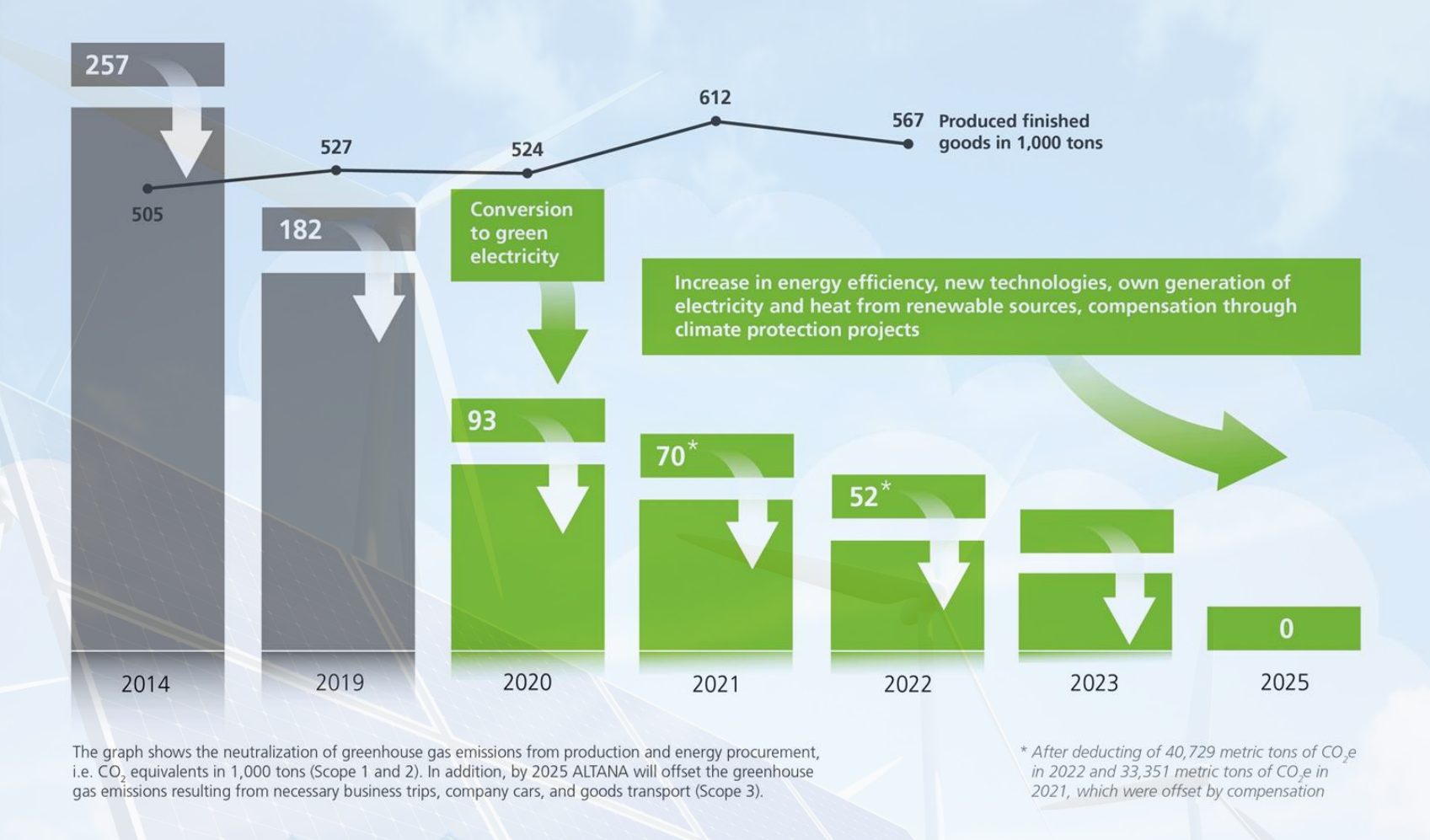
produce their own energy from
renewable sources



Despite all the challenges once again a successful year

Climate Neutrality by 2025

Program to reduce our greenhouse gas emissions driven forward



On the Way to Energy Transformation

Own electricity and heat generation from renewable sources expanded



Our Contributions to Sustainable Expansion of Renewable Energies

ALTANA solutions for wind and solar energy



Additives for **efficient and energy-saving production of lithium-ion and solid-state battery cells for energy storage**



Increased and extended **generator running performance** due to wire enamels and impregnating resins



Larger and more resilient **rotor blades** thanks to the first certified additive for wind turbines



Thermal conduction materials enable **resource-saving and long-lasting use**



Special aluminum powder allows **efficient reverse-side contact**



Long-lasting and reliable **functionality** due to anti-corrosion pigments

Innovative Product Developments

Sustainable technologies for future markets

Sustainable additives

Innovative wax additives

of the CERAFLOUR-product range offer excellent abrasion and scratch resistance.



Resource efficiency

Recycled aluminum

makes it possible to reduce the carbon footprint of our products and that of our customers.



Electric cars

Novel wire enamel systems

for flat wire enable operation at higher voltages and thus faster charging times.



ALTANA Innovation Award

ROTARflow

makes food and beverage can production more efficient and more sustainable.



Innovative Product Developments

New metallization technology with a significantly improved environmental profile



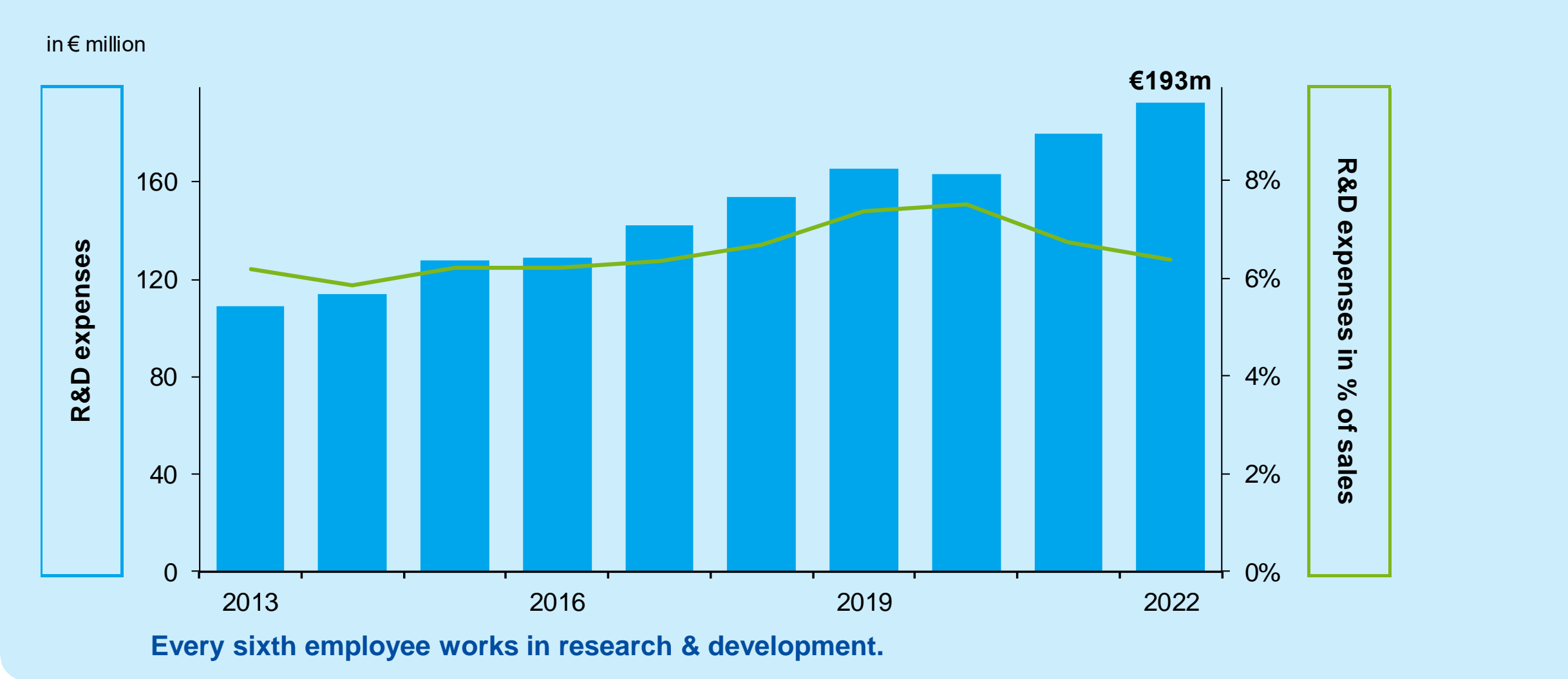
ECOLEAF reinvents the metallization process

- System to produce metallic label decorations
- Not only eliminates the need for plastic-backed sheets, but also avoids metal waste
- CO₂ footprint reduced by more than 50 percent compared to conventional processes



Further High Investments in Research & Development

R&D expenses 7 % higher than in the previous year

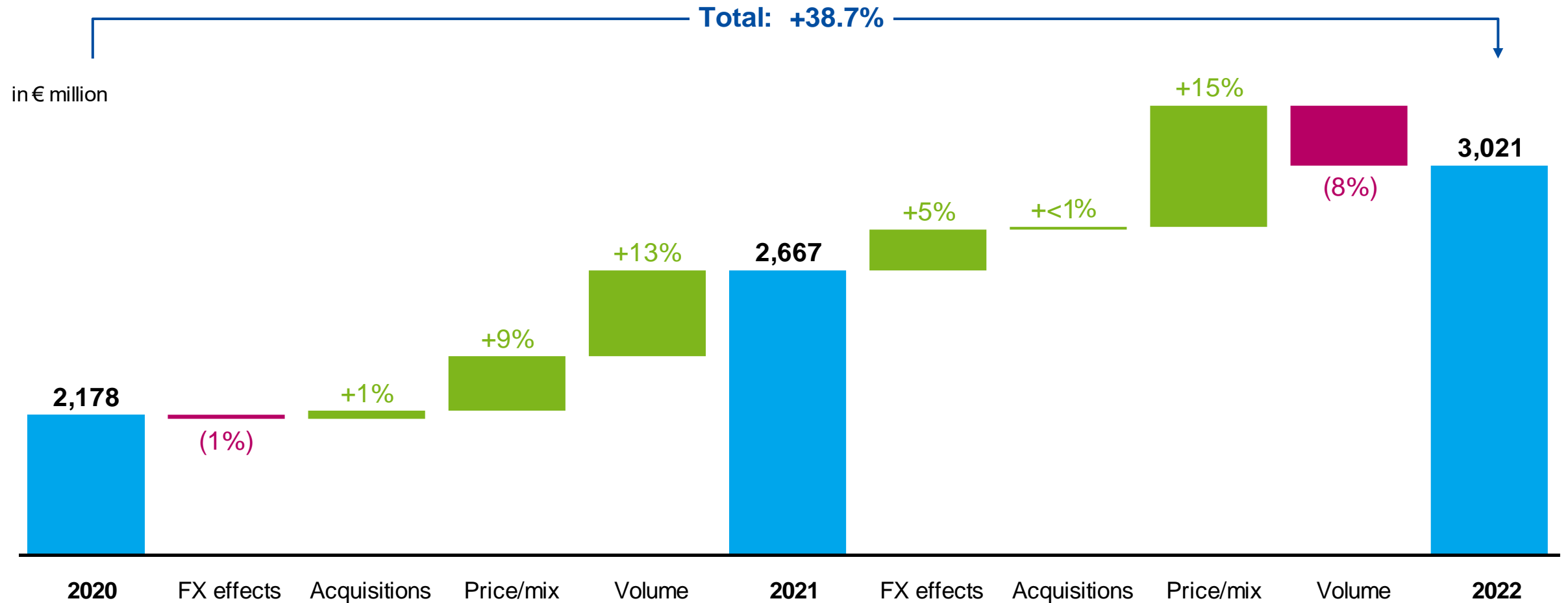




ALTANA 2022 – Financial Information

Presented by
Stefan Genten
CFO






Sales Development Since 2020

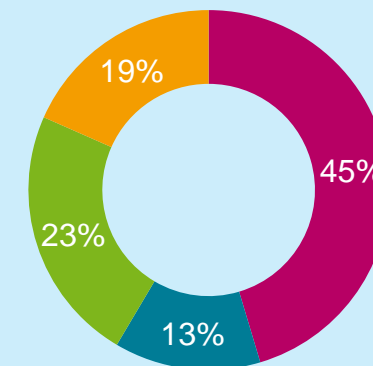


Sales by Division

All divisions contribute to growth

in € million

	2021	2022	Δ	Δ op.*
 BYK	1,227	1,371	12%	7%
 ECKART	383	397	4%	(0%)
 ELANTAS	594	698	18%	11%
 ACTEGA	463	555	20%	13%
 ALTANA	2,667	3,021	13%	8%



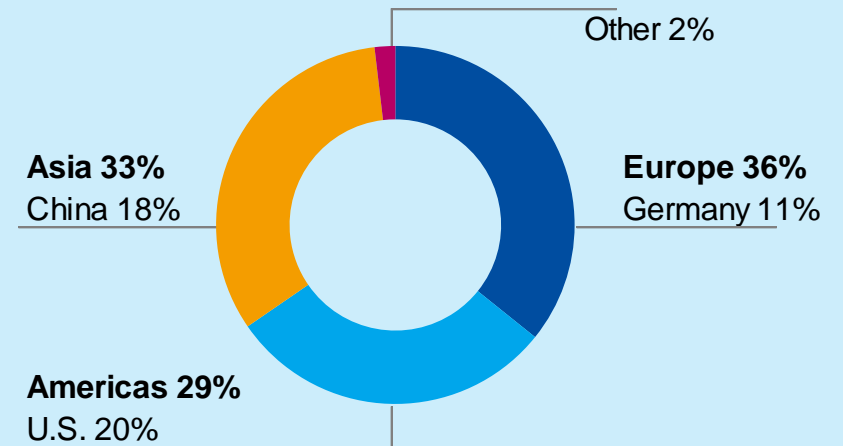
* adjusted for acquisition and divestment as well as exchange-rate effects

Sales by Region

Highest sales growth in the U.S., Mexico, Brazil, and India

in € million

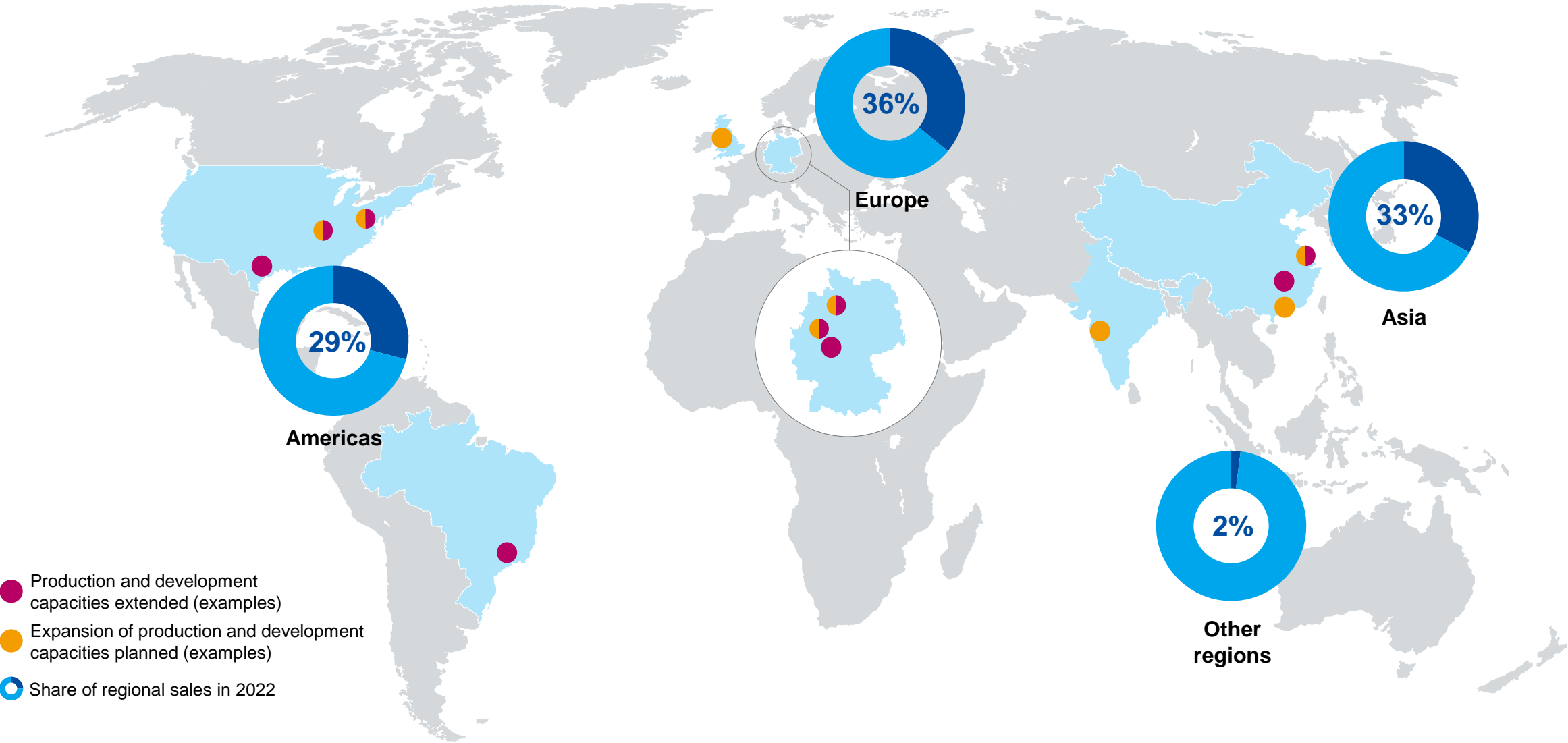
	2021	2022	Δ	Δ op.*
Europe	1,029	1,081	5%	4%
<i>thereof Germany</i>	295	318	8%	7%
Americas	682	895	31%	18%
<i>thereof U.S.</i>	446	595	34%	19%
Asia	906	989	9%	4%
<i>thereof China</i>	515	540	5%	(2%)
Other regions	50	56	12%	8%
ALTANA Group	2,667	3,021	13%	8%



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

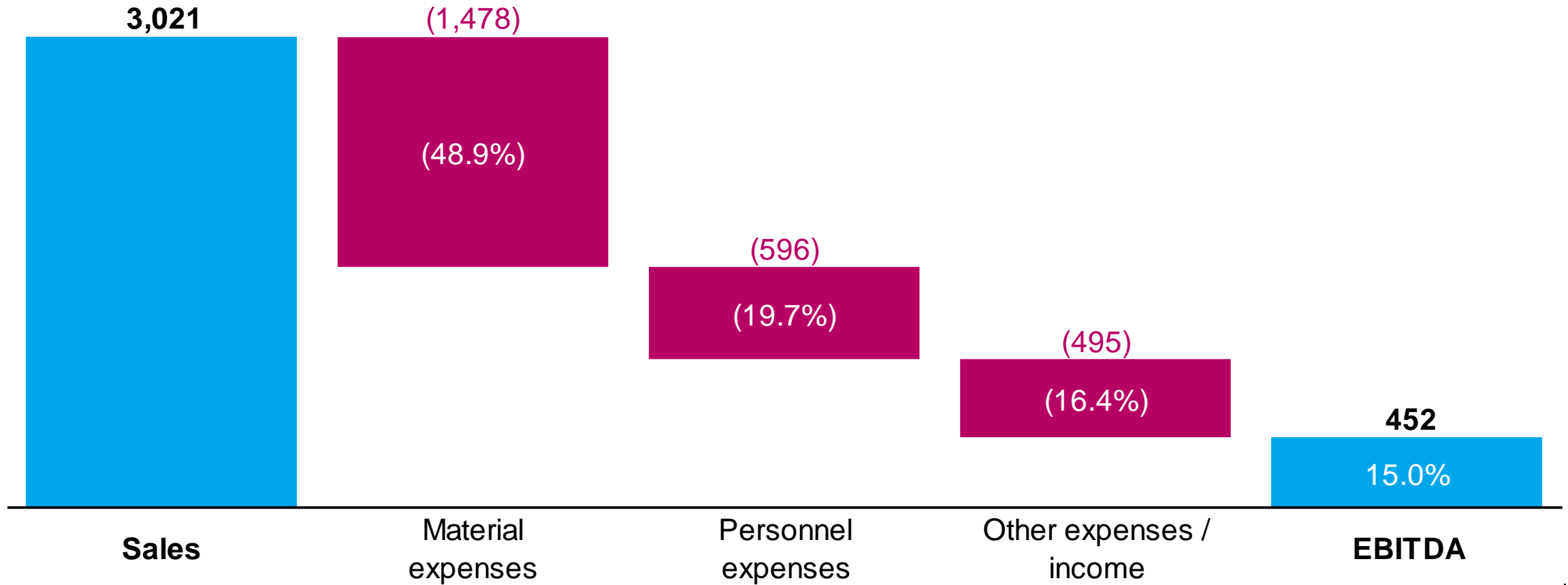
Balanced Regional Profile – Further Expansion Planned

Investments of around 500 million euros in global site network by 2025



Major Cost Positions

in € million



Structure figures as a percentage of sales

Value Management

in € million

	2021	2022
Operating earnings (after tax)	297	261
Operating capital (annual average)	3,082	3,319
Return on capital employed (ROCE)	9.6%	7.9%

Cash Flow Statement

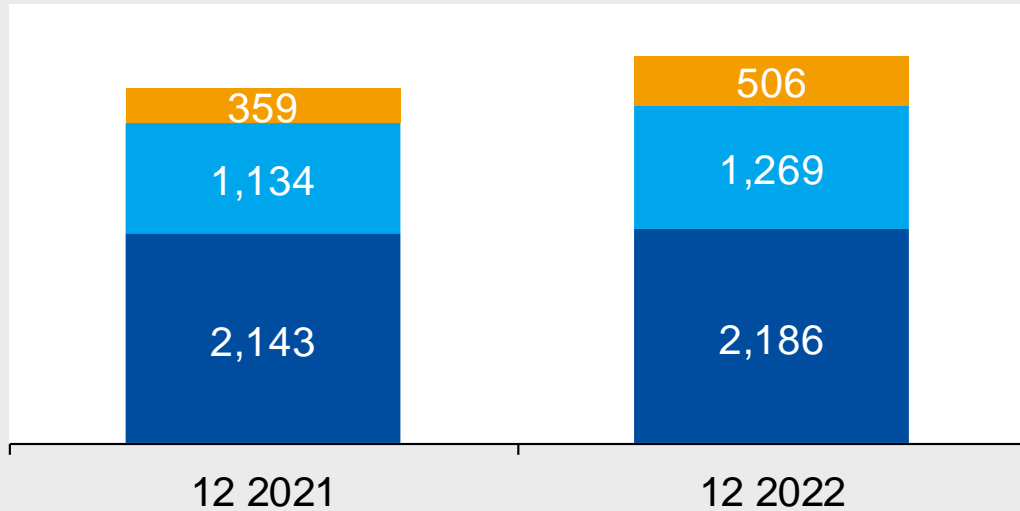
in € million

	2021	2022
Net income	195	232
Amortization, depreciation, and impairment on intangible and tangible assets	159	165
Change in net working capital	(154)	(125)
Income taxes	(14)	(30)
Change in provisions and other	59	(40)
Cash flow from operating activities	244	202
Investments in intangible and tangible assets	(149)	(104)
Other	3	2
Cash flow from ordinary investing activities	(146)	(101)
Ordinary free cash flow	98	100
Acquisitions	(27)	0
Free cash flow	71	100

Balance Sheet

in € million

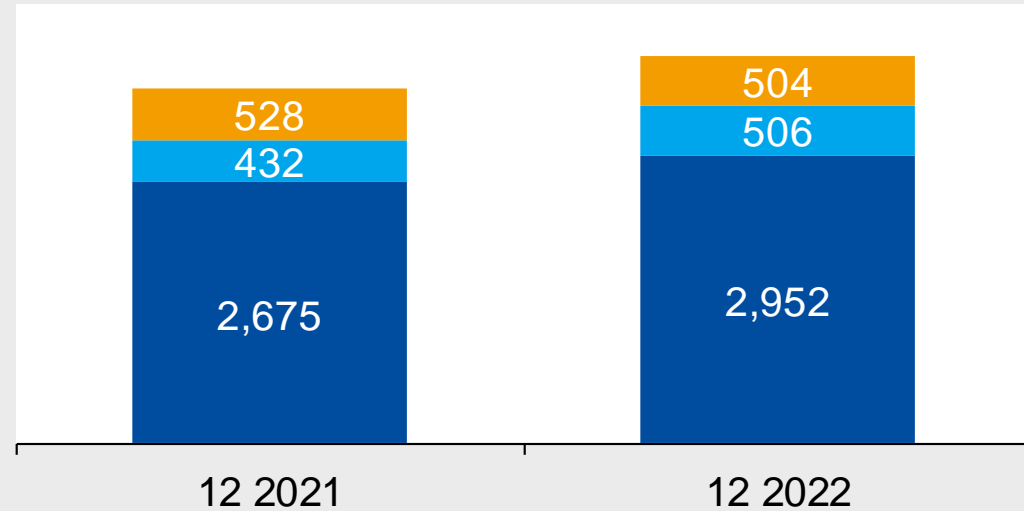
Assets



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

Total Assets	(€m)
Dec. 31, 2022:	3,961
Dec. 31, 2021:	3,636
Change:	+9%

Shareholders' Equity and Liabilities



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

Equity Ratio	
Dec. 31, 2022:	75%
Dec. 31, 2021:	74%

Financing Structure

in € million

	2021	2022
Cash and cash equivalents (incl. securities, financial assets and issued loans)	384	532
Other financial liabilities	(62)	(215)
Net financial position	322	317
Employee benefit obligations	(254)	(172)
Net assets	68	145

- Net financial position at high prior-year level
- Net assets further increased
- High flexibility for short-term and investment-intensive growth chances



ALTANA – Outlook 2023

Presented by
Martin Babilas
CEO



Our forecast for 2023:

- Slight sales growth (depending on the timing of an economic recovery)
- Slight improvement in earnings profitability (depending on the price situation for materials, logistics, and energy costs and uncertainties regarding sufficient availability of some raw materials)
- **With innovative and financial strength as well as flexible and customer-oriented positioning, we remain resilient and ideally positioned for a sustainably successful future.**

Thank you for
your attention