



# **ASK Chemicals**

## **Earnings Call Q3/2024**

January 29<sup>th</sup>, 2025

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# Forward-Looking Statements

This communication and other written or oral statements made by or on behalf of ASK Chemicals contain forward-looking statements. In particular, statements using words such as “may,” “seek,” “will,” “likely,” “assume,” “estimate,” “expect,” “anticipate,” “intend,” “believe,” “aim,” “predict,” “plan,” “project,” “continue,” “potential,” “guidance,” “foresee,” “might,” “objective,” “outlook,” “trends,” “future,” “could,” “would,” “should,” “target,” “on track,” or their negatives or variations, and similar terminology and words of similar import, generally involve future or forward-looking statements. Forward-looking statements reflect ASK Chemicals’ current views, plans or expectations with respect to future events and financial performance. They are inherently subject to significant business, economic, competitive and other risks, uncertainties and contingencies. The inclusion of forward-looking statements in this or any other communication should not be considered as a representation by ASK Chemicals or any other person that current plans or expectations will be achieved. Accordingly, you should not place undue reliance on any forward-looking statement. Forward-looking statements speak only as of the date on which they are made, and ASK Chemicals undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise, except as otherwise required by law.

# Agenda of the presentation



# 1 – Company's performance

# Q3/2024 PERFORMANCE

## Performance | QTD | w/o Metallurgy | as of Q3, 2024

### Volumes | kTon

**75.9 (+5.6%)**

ΔPY%

PY 71.9  
ΔPY 4.0

### Revenue | mEUR

**158.2 (-1.7%)**

ΔPY%

PY 161.0  
ΔPY -2.8

### EBITDA | mEUR

**20.9 (+21.3%)**

ΔPY%

PY 17.2  
ΔPY 3.7

### Cash generation before one-offs and interest

**38.4 mEUR**

- Growth - Volumes improving due to a change on the regional mix
- Diversification - Industrial Resins start to gain traction in different parts of the World
- Resilience - Automotive production decline in Europe compensated by expansion in other regions
- Cost Efficiency - Run rate from 2024 measures to be €18m
- Simplification - Numbers presented without Metallurgy (for full results, see appendix)

\* Volumes without product lines "Cores", "Filters", "Risers", "Sand" and "XPURIS"

# Global evolution

EBITDA | Q3, 2024 | normalized | sold-from | mEUR

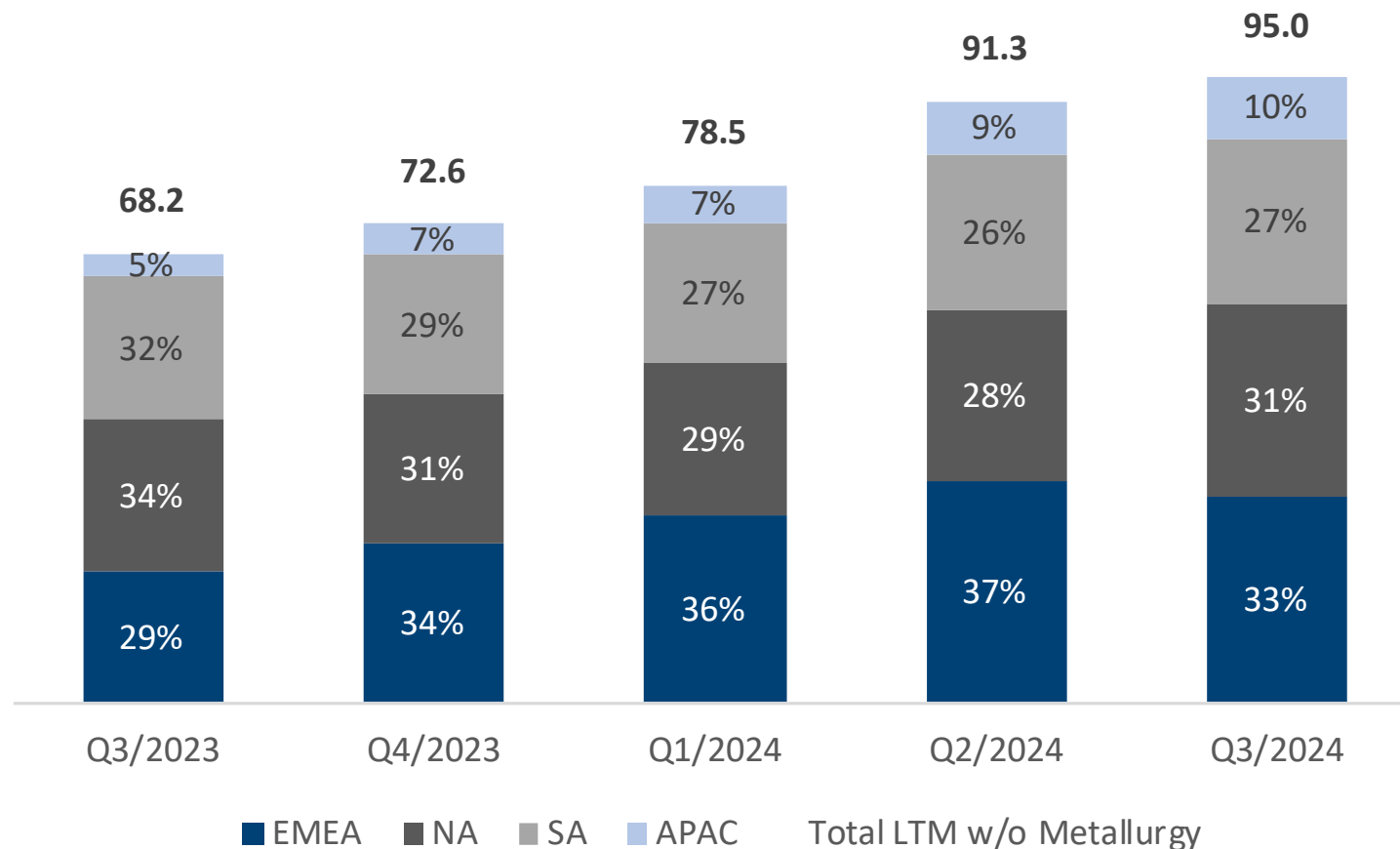
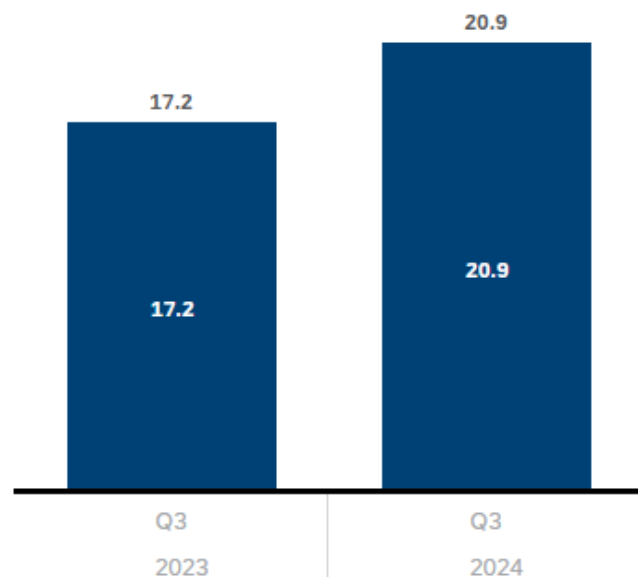
**EBITDA (w/o Metallurgy)**

**20.9 (+21.3%)**

ΔPY%

PY 17.2

ΔPY 3.7



Notes: Percentage contribution by region based on regional EBITDA contribution excluding corporate EBITDA and intercompany eliminations.

# Regional Performance

Regional View | QTD | w/o Metallurgy | Revenue in mEUR | Volumes in kTon | as of Q3, 2024

	EMEA	North America	South America	APAC
<b>Volumes (sold-from)</b>	<b>16.6 (-10.5%)</b> ΔPY% PY 18.5 ΔPY -1.9	<b>10.7 (+7.3%)</b> ΔPY% PY 9.9 ΔPY 0.7	<b>30.9 (+17.5%)</b> ΔPY% PY 26.3 ΔPY 4.6	<b>17.8 (+3.8%)</b> ΔPY% PY 17.1 ΔPY 0.6
<b>Revenue (sold-from)</b>	<b>46.4 (-12.8%)</b> ΔPY% PY 53.3 ΔPY -6.8	<b>42.6 (+6.4%)</b> ΔPY% PY 40.1 ΔPY 2.5	<b>42.1 (+3.8%)</b> ΔPY% PY 40.6 ΔPY 1.5	<b>27.0 (-0.2%)</b> ΔPY% PY 27.1 ΔPY -0.1
<b>EBITDA (sold-to)</b>	<b>5.3 (-23.4%)</b> ΔPY% PY 6.9 ΔPY -1.6	<b>7.7 (+24.4%)</b> ΔPY% PY 6.2 ΔPY 1.5	<b>7.8 (+0.9%)</b> ΔPY% PY 7.7 ΔPY 0.1	<b>2.8 (+27.8%)</b> ΔPY% PY 2.2 ΔPY 0.6

„Sold from“, meaning sum of legal entities of every regions, by opposition with „Sold to“ as shown in the quarterly report Q3/24. Volumes without product lines “Cores”, “Filters”, “Risers”, “Sand” and “XPURIS”

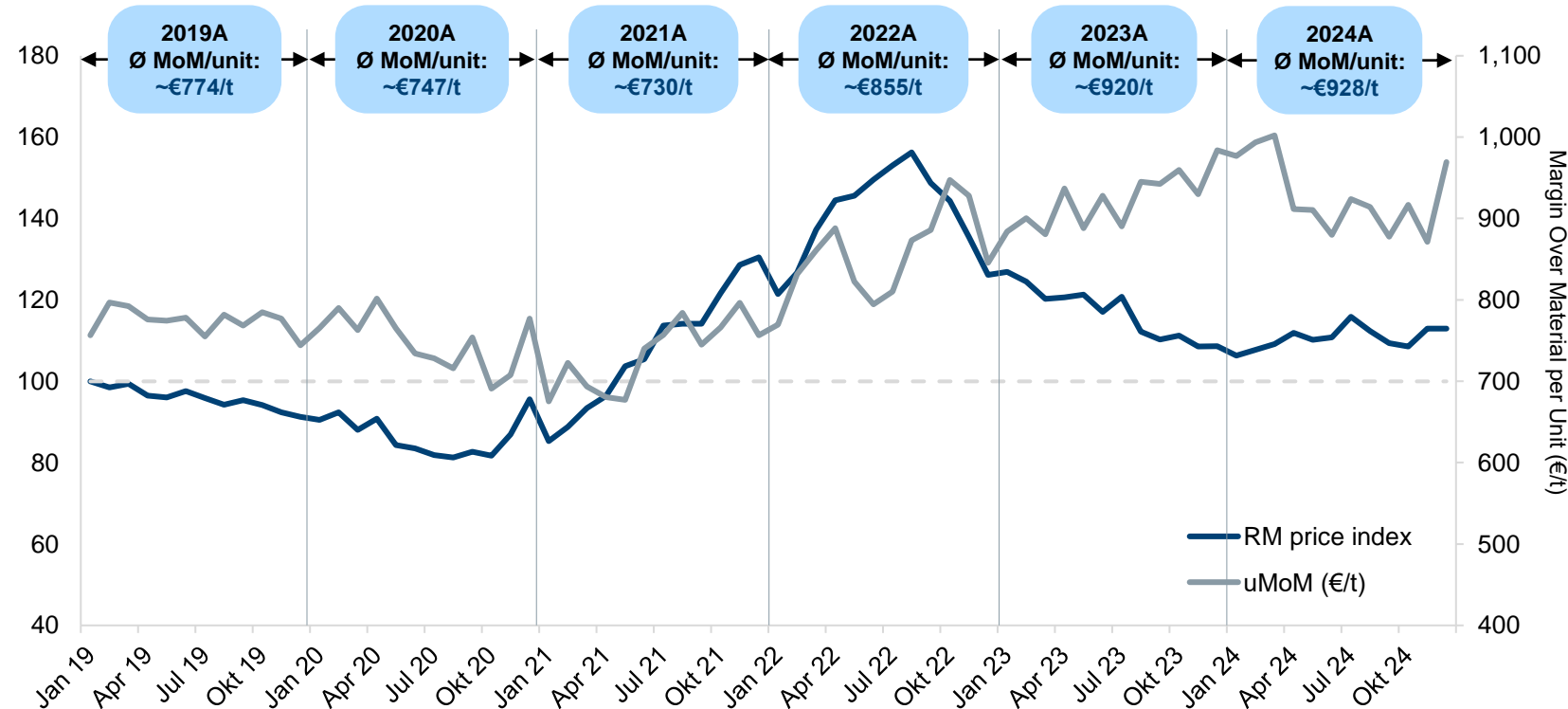
# Strong Financial Resilience from Cost Pass-Through

ASK has been able to Maintain Value Pricing and Pass on Raw Material Cost Increases to Customers With Minimal Time Lag

## Interplay of MoM-Margin<sup>1</sup> and rising Raw Materials Cost Prices<sup>1</sup>

## ASK Pricing Approach / Measures

GLOBAL Index  
Top 90% raw materials  
Jan 2019 = 100



- Effectiveness of adopted pricing policies can be seen in low quarterly material margin volatility compared to fluctuation in the index of raw material prices
- ASK has been largely protected against raw material fluctuations historically, either through cost pass-through (pre-agreed basic pricing formulas/pass-through agreements or proactive pass-through) or value pricing
- Follows multi-supplier strategies to ensure sourcing power for key raw materials
- Avoids long-term price commitments to maintain ability to adjust prices
- Management's priority is on enhancing margins structurally – especially in the current volatile environment – even at the expense of selective volumes losses

Source: Company Information  
Note(s): <sup>1</sup> Based on Cold Box, No Bake, Coatings, Additives, Inorganics and AgriCoatings & Paints



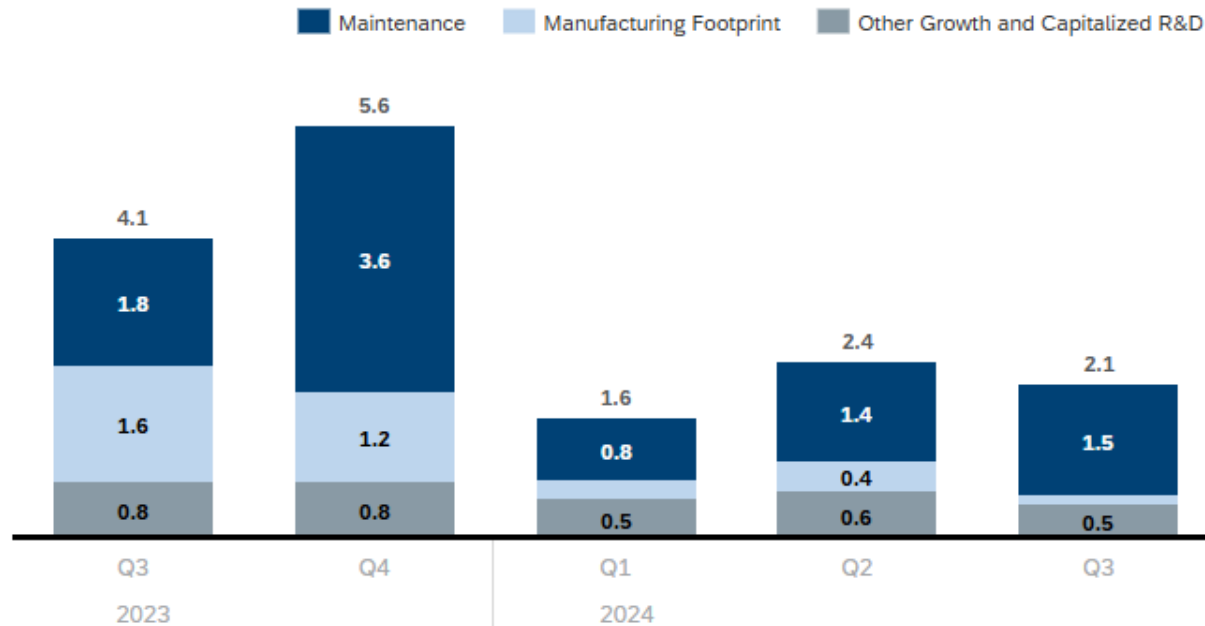
# Capex

## Capital Expenditure | QTD | w/o Metallurgy | mEUR | as of Q3, 2024

**CAPEX**

**2.1 (-49.1%)**

ΔPY%  
PY 4.1  
ΔPY -2.0



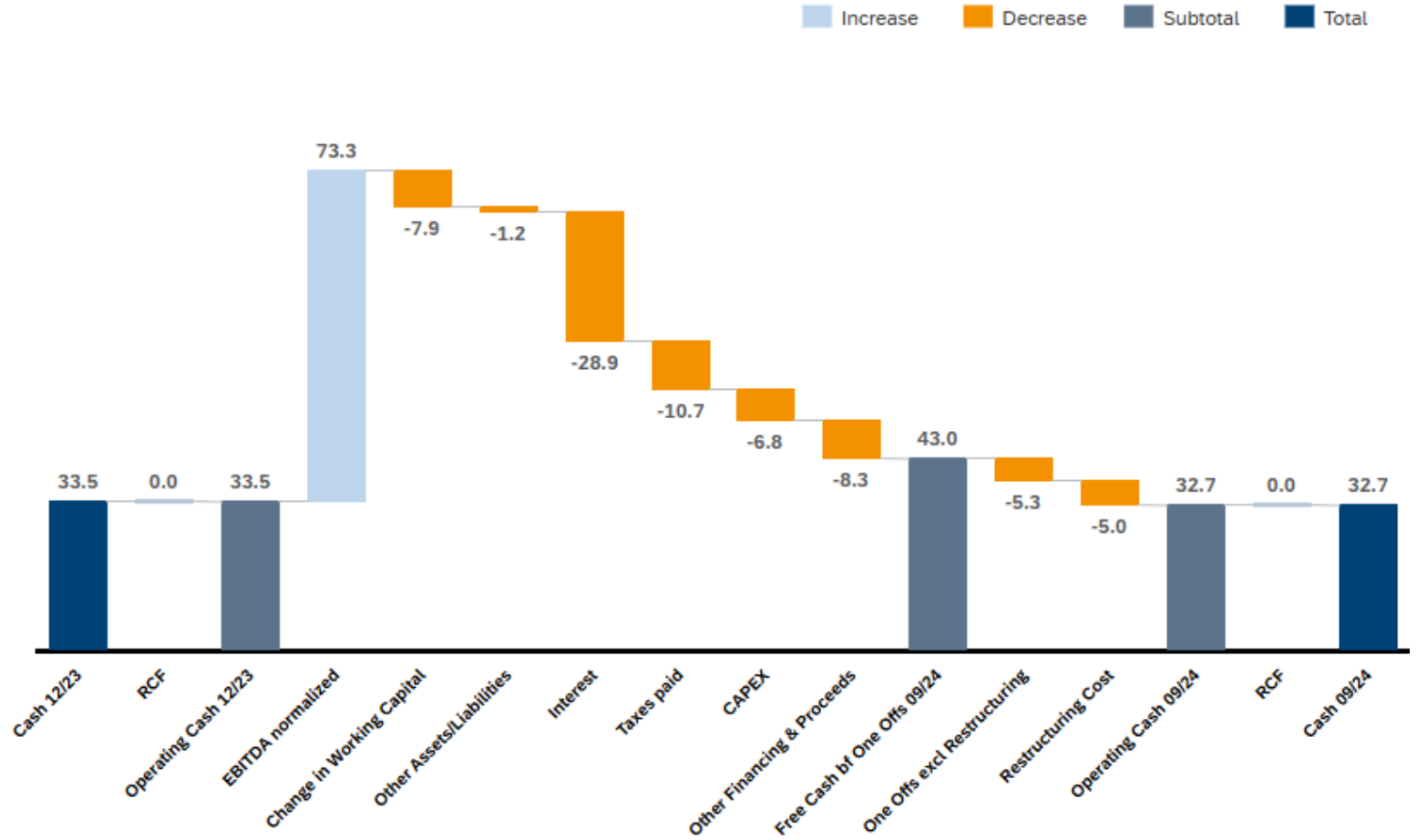
- Focus on Maintenance Activities
- Footprint considerably modernized with the new production sites in Mexico, China, Korea, the new reactor in India, and the divestiture of the relatively old and capex-intensive metallurgy plant

# Cash Flow

Cash Flow | YTD | mEUR | w/ Metallurgy | as of Q3, 2024

Cash 09/24  
**32.7** (-0.8)  
 ΔPY

## Cash Flow Bridge



Cash Flow statement based on estimations due to Merger in Mexico and deconsolidation of ASK Chemicals Metallurgy GmbH incl. Metallurgy

# Liquidity Position

Other Financials | QTD | mEUR | as of Q3, 2024

## Cash and Cash Equivalent

**32.7** (-1.5)

ΔPY

PY

34.2

## RCF Usage in Cash (€40m)

**0.0** (-12.0)

ΔPY

PY

12.0

## Available Liquidity, PY

**72.5** (+10.5)

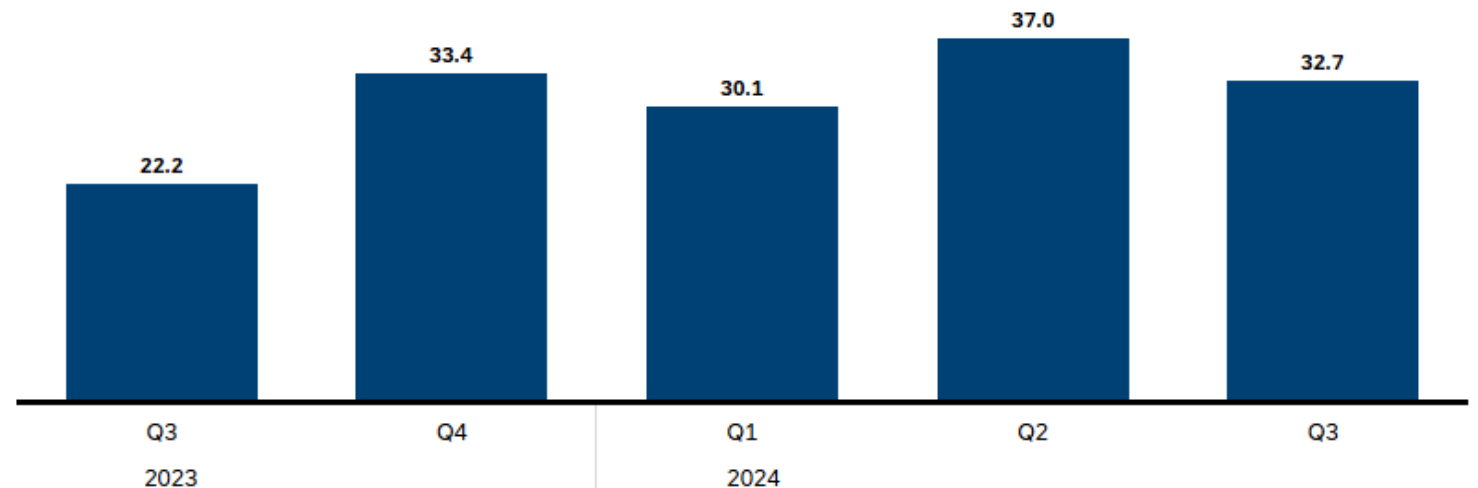
ΔPY

PY

62.0

- No RCF usage since Feb 2024
- Cash improved since Q3/23
- Cash change since Q2/24 mainly due to paid interest (€14m) and reduction of factoring (€8m)
- Factoring/Rev.Fact. almost unchanged
- Restructuring cash outs are included, and €6m Mango proceeds too

## Group Cash before RCF usage



## 2 – Q&A

# 3 – Appendix

## 4 – Appendix

### Income Statement

in € million	2024 Q3	2023 Q3	2024.09 YTD	2023.09 YTD
Revenue	173.5	181.9	552.2	596.4
Cost of Sales	-138.7	-144.5	-444.7	-480.8
<b>Gross Result</b>	<b>34.8</b>	<b>37.4</b>	<b>107.5</b>	<b>115.7</b>
Other Income	9.4	11.5	39.7	37.7
Selling and Distribution expenses	-9.4	-11.6	-37.1	-38.8
Administrative expenses	-11.3	-9.5	-45.2	-42.8
Research and development expenses	-2.4	-2.5	-7.9	-7.8
Other expenses	-10.1	-12.8	-33.2	-35.9
<b>Operating Result (EBIT)</b>	<b>10.9</b>	<b>12.6</b>	<b>23.7</b>	<b>28.2</b>
Finance Income	-6.6	6.4	2.5	20.0
Finance costs	-18.3	-19.5	-54.6	-54.3
<b>Net financial costs</b>	<b>-24.9</b>	<b>-13.2</b>	<b>-52.1</b>	<b>-34.3</b>
Share of profit of equity-accounted investees, net of tax	0.0	0.0	0.3	0.1
<b>Result before tax</b>	<b>-13.9</b>	<b>-0.6</b>	<b>-28.2</b>	<b>-6.1</b>
Income tax expenses	-3.9	4.4	-12.0	-2.6
<b>Group result</b>	<b>-17.8</b>	<b>3.9</b>	<b>-40.2</b>	<b>-8.7</b>
<b>EBITDA</b>	<b>17.0</b>	<b>19.7</b>	<b>56.9</b>	<b>49.1</b>
<b>EBITDA normalized</b>	<b>20.4</b>	<b>20.4</b>	<b>73.3</b>	<b>55.4</b>

## 4 – Appendix

### Balance Sheet

in € million	2024.09	2023.12
	<i>unaudited</i>	<i>audited</i>
<b>Current Assets</b>		
Inventories	62.4	91.5
Trade receivables	86.4	64.4
Current tax assets	2.7	1.9
Prepayments and other receivables	19.8	18.3
Other current financial assets	5.7	7.8
Cash and cash equivalents	32.7	33.5
Assets held for sale	0.0	0.0
<b>Total current assets</b>	<b>209.7</b>	<b>217.3</b>
<b>Non Current Assets</b>		
Property, plant and equipment	146.4	170.0
Goodwill	21.9	24.3
Other intangibles assets	19.1	24.0
Equity-accounted investees	0.0	0.3
Non-current receivables	24.4	27.5
Other non current financial assets	0.7	0.7
Deferred tax assets	2.5	3.1
<b>Total non-current assets</b>	<b>215.1</b>	<b>250.0</b>
<b>Total assets</b>	<b>424.7</b>	<b>467.3</b>

in € million	2024.09	2023.12
	<i>unaudited</i>	<i>audited</i>
<b>Current Liabilities</b>		
Current financial liabilities including derivatives	25.8	25.3
Trade payables	82.0	68.7
Liabilities from supplier factoring	0.5	9.8
Current provisions	18.1	14.1
Other liabilities	15.9	15.2
Current tax liabilities	3.4	2.3
Deferred income	0.1	1.0
Liabilities directly associated with assets held for sale	0.0	0.0
<b>Total current liabilities</b>	<b>145.7</b>	<b>136.4</b>
<b>Non-current liabilities</b>		
Non-current financial liabilities	308.9	297.1
Employee benefits	9.7	24.0
Other non-current provisions	4.8	7.4
Deferred tax liabilities	5.7	5.9
Deferred income > 1 year	17.1	19.2
<b>Total non-current liabilities</b>	<b>346.2</b>	<b>353.7</b>
<b>Total liabilities</b>	<b>491.9</b>	<b>490.1</b>
Subscribed capital	0.0	0.0
Capital reserves	87.7	87.7
Retained earnings	-130.8	-114.4
Other reserves	-28.8	-0.6
<b>Total equity attributable to owners of the parent company</b>	<b>-71.9</b>	<b>-27.3</b>
Non-controlling interest	4.7	4.6
<b>Total equity</b>	<b>-67.1</b>	<b>-22.7</b>
<b>Total equity and liabilities</b>	<b>424.7</b>	<b>467.3</b>



## 4 – Appendix

### Cash Flow Statement (revised)

in € million	2024 Q3	2023 Q3	2024.09 YTD	2023.09 YTD
Group Result	-17.8	3.9	-40.2	-8.7
Depreciation	4.8	5.7	26.7	16.8
Amortization	1.3	1.4	6.5	4.2
Net finance costs	24.9	13.2	50.8	34.3
Share of profit of equity-accounted investees (net of tax)	0.0	0.0	0.3	-0.1
Gain on sale of property, plant, and equipment as well as intangible assets	-0.1	0.0	-1.5	0.1
Other non-cash income and expenses	-2.3	-0.7	0.6	1.0
Tax expense	3.9	-4.4	12.0	2.6
	<b>14.6</b>	<b>19.0</b>	<b>55.2</b>	<b>50.2</b>
Changes in inventories	-0.1	4.6	-3.8	10.0
Changes in receivables and other assets	-3.3	5.7	-29.8	6.8
Changes in liabilities and provisions	4.1	-13.4	26.1	-32.7
<b>Cash generated from operating activities before interest and tax</b>	<b>15.4</b>	<b>15.9</b>	<b>47.8</b>	<b>34.3</b>
Interest paid	-14.0	-12.6	-28.9	-20.6
Income taxes paid	-4.4	-2.9	-10.7	-9.9
<b>Net cash from operating activities</b>	<b>-3.0</b>	<b>0.4</b>	<b>8.2</b>	<b>3.8</b>
Interest received	0.4	0.4	1.1	1.0
Dividends received	0.0	0.1	0.0	0.1
Proceeds from sale of property, plant and equipment as well as intangible assets	0.1	0.0	1.7	0.0
Acquisition of intangible assets	-0.4	-0.7	-1.6	-1.9
Acquisition of property, plant and equipment	-1.8	-3.6	-5.2	-9.7
Payments within the scope of business combinations less acquired cash and cash equivalents	6.0	0.0	6.0	0.0
<b>Net cash used in investing activities</b>	<b>4.3</b>	<b>-3.7</b>	<b>2.0</b>	<b>-10.6</b>
Payments into the capital reserve	0.0	0.0	0.0	0.0
Proceeds from shareholder loans	0.0	0.0	0.0	0.0
Repayments of bank loans	-3.0	-10.4	-5.3	-204.2
Proceeds from the raising of bank loans	0.0	22.0	0.0	212.2
Payments from other financial assets and liabilities	-1.1	0.0	-1.1	0.0
Payments for the reimbursement of finance lease obligations (IFRS 16)	-1.5	-1.6	-4.8	-4.4
Proceeds from other financial assets and liabilities	0.7	0.5	1.7	-2.3
Paid dividends	0.0	0.0	-0.2	0.0
<b>Net cash from financing activities</b>	<b>-4.9</b>	<b>10.5</b>	<b>-9.6</b>	<b>1.3</b>
Net increase in cash and cash equivalents	-3.6	7.2	0.6	-5.5
Effect of movements in exchange rates on cash held	-0.7	0.3	-1.4	0.4
Cash and cash equivalents acquired from acquisition activities	0.0	0.0	0.0	0.0
Cash and cash equivalents at the beginning of the period	37.0	26.7	33.5	39.2
<b>Cash and cash equivalents</b>	<b>32.7</b>	<b>34.2</b>	<b>32.7</b>	<b>34.2</b>



# Cash Flow Statement

in € million	2024 Q3 (old)	2024 Q3
Group Result	-17.8	-17.8
Depreciation	4.8	4.8
Amortization	1.3	1.3
Net finance costs	15.9	24.9
Share of profit of equity-accounted investees (net of tax)	0.0	0.0
Gain on sale of property, plant, and equipment as well as intangible assets	-0.1	-0.1
Other non-cash income and expenses	-2.3	-2.3
Tax expense	3.9	3.9
	5.6	14.6
Changes in inventories	-0.1	-0.1
Changes in receivables and other assets	-3.3	-3.3
Changes in liabilities and provisions	12.0	4.1
<b>Cash generated from operating activities before interest and tax</b>	<b>14.4</b>	<b>15.4</b>
Interest paid	-14.0	-14.0
Income taxes paid	-4.4	-4.4
<b>Net cash from operating activities</b>	<b>-4.0</b>	<b>-3.0</b>
Interest received	0.4	0.4
Dividends received	0.0	0.0
Proceeds from sale of property, plant and equipment as well as intangible assets	0.1	0.1
Acquisition of intangible assets	-0.4	-0.4
Acquisition of property, plant and equipment	-1.8	-1.8
Payments within the scope of business combinations less acquired cash and cash equivalents	6.0	6.0
<b>Net cash used in investing activities</b>	<b>4.3</b>	<b>4.3</b>
Payments into the capital reserve	0.0	0.0
Proceeds from shareholder loans	0.0	0.0
Repayments of bank loans	-3.0	-3.0
Proceeds from the raising of bank loans	0.0	0.0
Payments from other financial assets and liabilities	0.0	-1.1
Payments for the reimbursement of finance lease obligations (IFRS 16)	-1.5	-1.5
Proceeds from other financial assets and liabilities	0.7	0.7
Paid dividends	0.0	0.0
<b>Net cash from financing activities</b>	<b>-3.8</b>	<b>-4.9</b>
Net increase in cash and cash equivalents	-3.6	-3.6
Effect of movements in exchange rates on cash held	-0.7	-0.7
Cash and cash equivalents acquired from acquisition activities	0.0	0.0
Cash and cash equivalents at the beginning of the period	37.0	37.0
<b>Cash and cash equivalents</b>	<b>32.7</b>	<b>32.7</b>

The following non-cash elements were re-mapped into the **Net Finance Costs**:

- €7.9m changes in liabilities and provisions
- €1.1m payments from other financial assets/liabilities

Re-mapping related to Metallurgy business carve-out.

## 4 – Appendix

### Additional statements

in € million	2024.09	2024.06	Change vs. PP (€)	2023.09	Change vs. PY (€)
Cash and cash equivalents	32.7	37.0	-4.3	34.2	-1.5
Unused RCF amount	40.0	40.0	0.0	28.0	12.0
<b>Available Liquidity</b>	<b>72.7</b>	<b>77.0</b>	<b>-4.3</b>	<b>62.2</b>	<b>10.5</b>

in € million	2024 Q3	2023 Q3	Change vs. PY	2024 Q2	Change vs. PP
<b>Net income</b>	-17.8	3.9	-21.7	-22.4	4.5
Depreciation/Amortization and impairment losses	6.1	7.1	-1.0	20.5	-14.4
Share of profit of equity-accounted investees, net of tax	0.0	0.0	0.0	0.6	-0.6
Net financial costs	24.9	13.2	11.7	15.3	9.6
Income tax expenses	3.9	-4.4	8.3	4.4	-0.5
<b>EBITDA</b>	<b>17.0</b>	<b>19.7</b>	<b>-2.7</b>	<b>18.5</b>	<b>-1.4</b>
Normalization items	3.4	0.7	2.7	7.1	-3.7
<b>EBITDA normalized</b>	<b>20.4</b>	<b>20.4</b>	<b>0.0</b>	<b>25.6</b>	<b>-15.6</b>
<b>EBITDA normalized w/o Metallurgy</b>	<b>20.9</b>	<b>17.2</b>	<b>3.7</b>	<b>27.9</b>	<b>-7.0</b>

#### One-Offs Q3:

much concentrated around divestiture project circa 2.5M€; restructuring 0.9M€