



Quarterly Report

Q3 2021

Specialty Chemicals International B.V.



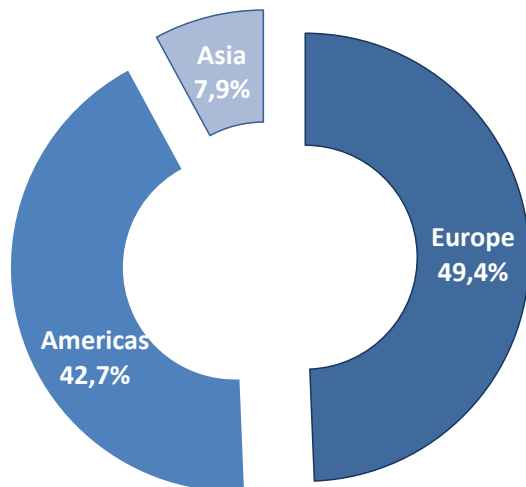
Highlights Q3 2021

- ❑ Volumes in Q3 were below 2020 (-6%) as the shortage of raw materials and the bottlenecks and reduced capacity in the logistics affected our ability to serve the full demand from our customers in the Americas and in Europe.
- ❑ Despite the growing prices of raw materials and energy we were able to increase our average margins by managing selling prices and customer mix to take advantage of our market position. Margins were higher than H1 and their improvement more than offset the gap in volumes, driving a relevant increase in total GVA (+40% vs 2020).
- ❑ Fixed costs were above previous year mainly due to inflation, higher variable pay accrual (in light of the results) and some more maintenance activities.
- ❑ Overall Q3 Ebitda 70% above 2020 and better (in terms of margin) than H1 2021. LTM Ebitda grew to 392 ml Euro.
- ❑ Very strong cash flow. Despite the negative effect on working capital (driven by increased raw material prices), the stronger Ebitda and the tight control of receivables resulted in 81 ml net cash generation.

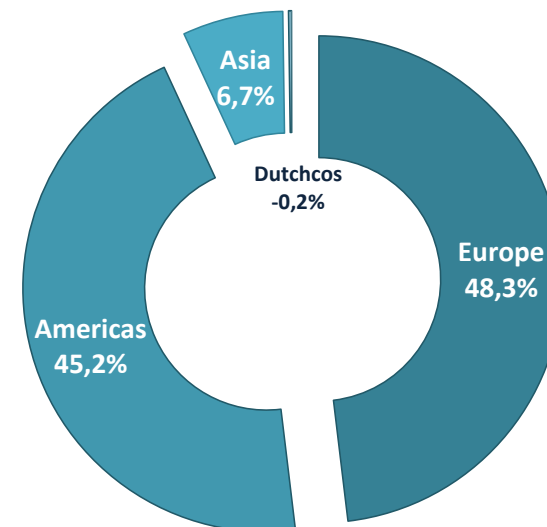
YTD Sept. 2021 figures by Region



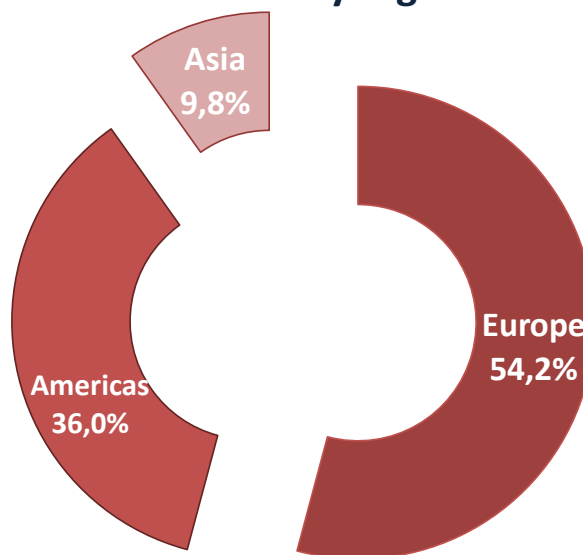
Revenues by region



EBITDA by region



Headcount by region



Highlights



ton KEUR	Q3			YTD September		
	ACT 2021	Act 2020	2021 vs 2020	ACT 2021	Act 2020	2021 vs 2020
Sales third parties	236.558	251.998	-6,1%	770.710	716.780	7,5%
Revenues third parties	600.468	427.423	40,5%	1.743.685	1.288.471	35,3%
GVA	210.861	150.170	40,4%	580.230	430.026	34,9%
Fixed costs	(86.461)	(76.969)	12,3%	(256.533)	(237.666)	7,9%
EBITDA	124.399	73.201	69,9%	323.697	192.359	68,3%
EBITDA %	20,7%	17,1%		18,6%	14,9%	
GVA/€ Ton	891	596	49,6%	753	600	25,5%

	September	
	ACT 2021	Act 2020
Reported NFP	(163.123)	(349.725)
Adjusted NFP	(180.446)	(367.237)
NWC	292.692	235.770
OWC	369.842	282.814
CAPEX	29.698	19.422
DOI (Finished product)	17	20
DOI (Raw materials)	41	41
DPO	57	61
DSO	54	54

	Total Group		
	LTM	FY 2020	LTM vs FY 2020
ton €/000			
Sales third parties	1.037.896	983.966	53.930
Revenues third parties	2.201.051	1.745.837	455.214
GVA	735.230	585.026	150.204
Fixed costs	(342.782)	(323.916)	(18.866)
EBITDA	392.447	261.110	131.338
<i>EBITDA %</i>	17,8%	15,0%	
GVA/€ Ton	708	595	114

Balance Sheet – Total Group

€'000	31 Dec 2020 ACT	30 Sep 2020 ACT	30 Sep 2021 ACT
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	289.193	270.244	439.538
Trade receivables	263.953	260.636	369.937
Inventories	200.457	200.400	253.992
Income tax assets	5.912	11.231	7.316
Other current assets	11.617	28.509	21.567
TOTAL CURRENT ASSETS	771.132	771.019	1.092.349
NON-CURRENT ASSETS			
Property, plant and equipment	501.487	501.981	494.642
Goodwill	64.932	65.841	66.254
Other intangible assets	42.131	45.015	29.979
Financial assets	8.278	8.405	7.921
Deferred tax assets	31.980	16.401	43.330
Other non-current assets	14.906	10.730	33.285
TOTAL NON-CURRENT ASSETS	663.714	648.372	675.412
TOTAL ASSETS	1.434.845	1.419.391	1.767.761
CURRENT LIABILITIES			
Short-term financial indebtedness	61.525	60.952	63.531
Trade payables to suppliers	202.240	178.221	254.086
Income tax liabilities	8.334	20.084	38.389
Employee benefits	28.643	25.027	35.555
Others current liabilities	24.608	37.978	28.250
Current portion of provision	5.362	3.695	3.839
TOTAL CURRENT LIABILITIES	330.712	325.957	423.650
NON-CURRENT LIABILITIES			
Long-term financial indebtedness	553.015	567.423	547.051
Employee benefits	38.466	22.232	107.252
Deferred tax liabilities	69.275	65.923	65.428
Non-current portion of provisions	31.231	21.069	30.512
TOTAL NON-CURRENT LIABILITIES	691.988	676.645	750.244
EQUITY			
TOTAL EQUITY	412.146	416.788	593.867
TOTAL LIABILITIES AND EQUITY	1.434.845	1.419.391	1.767.761

Cash Flow



	Quarter		YTD September		FY 2020
	Q3 2020 ACT	Q3 2021 ACT	2020 ACT	2021 ACT	
€/000					ACT
NFP adjusted (beginning)	(419.509)	(261.422)	(310.975)	(335.695)	(310.975)
EBITDA	73.201	124.399	192.359	323.697	261.110
OWC change	5.073	(15.306)	24.145	(108.289)	43.719
CAPEX	(7.697)	(15.609)	(19.422)	(29.698)	(50.112)
Cash flow BIT	70.576	93.485	197.083	185.710	254.716
Taxes, financials, disposals, others	(17.646)	(12.509)	(99.854)	(30.461)	(121.657)
Cash flow	52.930	80.976	97.229	155.249	133.060
Dividends/capital increases	-	-	(127.000)	-	(131.000)
Transaction costs on the refinancing	(658)	-	(26.491)	-	(26.780)
NFP adjusted (final)	(367.237)	(180.446)	(367.237)	(180.446)	(335.695)

<i>Taxes paid</i>	(6.508)	(12.047)	(25.086)	(38.538)	(41.188)
<i>Net interest paid/accrued</i>	(8.985)	(8.049)	(28.557)	(24.297)	(35.678)
<i>One-off/restructuring costs</i>	(1.660)	(298)	(5.218)	13.939	(6.989)
<i>FX effect on debt</i>	2.334	(1.317)	(1.327)	(2.893)	1.024
<i>Others</i>	(2.826)	9.202	(39.665)	21.327	(38.825)
<i>Taxes, financials, disposals, others</i>	(17.646)	(12.509)	(99.854)	(30.461)	(121.657)

	31 Dec 2020	30 Sept 2020	30 Sept 2021
€/ml			
NFP Adjusted	(335,7)	(367,2)	(180,4)
<i>Term Loan</i>	<i>(533,4)</i>	<i>(535,9)</i>	<i>(535,9)</i>
<i>Revolver</i>	<i>(16,0)</i>	<i>(19,0)</i>	<i>(20,1)</i>
<i>ABL</i>		<i>(7,5)</i>	
<i>Other Lines + interest accruals</i>	<i>(61,4)</i>	<i>(62,4)</i>	<i>(50,1)</i>
<i>IFRS 16 effect on debt</i>	<i>(14,0)</i>	<i>(12,7)</i>	<i>(13,9)</i>
<i>Cash</i>	<i>289,2</i>	<i>270,2</i>	<i>439,5</i>

NFP bridge



	30 Sep 2021
€/ml	
NFP Reported	(163,1)
<i>Financial expenses capitalized</i>	<i>(15,3)</i>
<i>Factoring w/o recourse</i>	<i>(2,0)</i>
NFP Adjusted	(180,4)

Exchange rates



	Exchange rates for 1 euro	September 2021	
		30 Sep	YTD Average
UNITED STATES	USD	1,1579	1,1962
AUSTRALIA	AUD	1,6095	1,5770
BRAZIL	BRL	6,2631	6,3764
CANADA	CAD	1,4750	1,4968
CHINA	CNY	7,4847	7,7376
CZECH REPUBLIC	CZK	25,4950	25,7322
DENMARK	DKK	7,4360	7,4368
HONG KONG	HKD	9,0184	9,2912
INDIA	INR	86,0766	88,0420
JAPAN	JPY	129,67	129,83
KOREA	KRW	1371,5800	1354,3097
MALAYSIA	MYR	4,8475	4,9414
MAURITIUS	MUR	49,6004	49,1477
MEXICO	MXN	23,7439	24,0772
NORWAY	NOK	10,1650	10,2280
POLAND	PLN	4,6197	4,5473
SWEDEN	SEK	10,1683	10,1528
UNITED ARAB EMIRATES	AED	4,2524	4,3931
UNITED KINGDOM	GBP	0,8605	0,8636
TURKEY	TRY	10,2981	9,7104

September 2020	
30 Sep	YTD Average
1,1708	1,1250
1,6438	1,6627
6,6308	5,7100
1,5676	1,5218
7,9720	7,8659
27,2330	26,3835
7,4462	7,4580
9,0742	8,7273
86,2990	83,4946
123,76	120,91
1368,5100	1349,7389
4,8653	4,7613
46,7293	43,9615
26,1848	24,5232
11,1008	10,7115
4,5462	4,4220
10,5713	10,5582
4,2998	4,1317
0,9124	0,8851
9,0990	7,5991

December 2020	
31 December	YTD Average
1,2271	1,1422
1,5896	1,6549
6,3735	5,8943
1,5633	1,5300
8,0225	7,8747
26,2420	26,4551
7,4409	7,4542
9,5142	8,8587
89,6605	84,6392
126,49	121,85
1336,0000	1345,5765
4,9340	4,7959
48,5162	44,8590
24,4160	24,5194
10,4703	10,7228
4,5597	4,4430
10,0343	10,4848
4,5065	4,1947
0,8990	0,8897
9,1131	8,0547