

CHEMICALS SECTOR UPDATE M&A REPORT Q3 2023

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Q3 market and sector overview

European chemical sector is facing decreasing demand for most chemical products; CASE sub-sector is booming

Macroeconomic developments

- The European Central Bank continues its rate hike cycle with two consecutive 25bp rate hikes in Q3, increasing interest rates to 4.5% in September 2023
- Despite the decline in the September's headline inflation to 4.3%⁽¹⁾, the ECB raised its 2024 inflation projections citing that inflation is expected to remain too high for too long
- Eurozone's economic growth projections have been revised downwards for 2024 as tighter financing conditions across the globe are dampening domestic demand and international trade
- According to the eurozone PMI report, the economy has witnessed another contraction in business activity in Q3 2023 as output volumes across both the manufacturing and service sectors were constrained by deteriorating demand conditions

Path to climate-neutrality Despite macroeconomic challenges,

- Chemical companies **continue** their **investments** towards climateneutrality by:
- Improving energy efficiency of their buildings
- Securing renewable energy sources as a way of reducing reliance on high fossil fuel prices
- As foreign capital starts covering the Greek chemical sector, green initiatives are becoming important

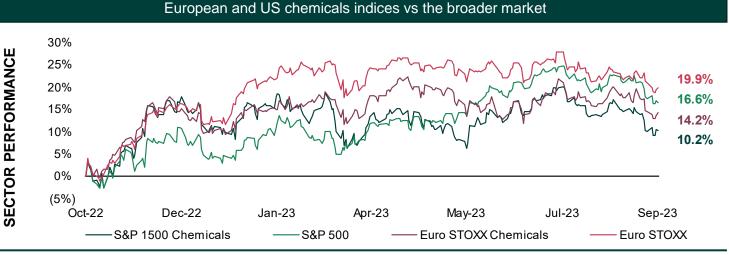
Chemicals sector trends

Decreasing demand

- Persistent inflationary pressures and the ongoing destocking cycle are dampening demand for chemical products
- Intense competition from international players (Chinese & US) benefiting from lower raw material prices
 - European manufacturers face lower profit margins as a result of declining final product prices

Rising demand for CASE products

- CASE sub-sector is witnessing increasing demand as a result of the expanding construction sector
- EU companies continue their infrastructure investments → increasing need of products from the CASE sub-sector
- Eco-friendly products are gaining momentum; Greek chemical companies are enhancing their product portfolio with green products



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Data as of 30/9/2023 Notes: (1) Preliminary data for September 2023 Sources: FactSet, Eurozone PMI, ECB, Cefic, www.haci.gr

Greek chemical companies' key update

Greek chemical companies are moving forward with sustainability plans

Company	Q3 2023 key updates
NEOTEX ®	 Announced new plans backed by the European Bank for Reconstruction and Development (EBRD): Enhance energy efficiency of its facilities Strengthen its sustainable product offering to remain competitive by participating in the global eco-friendly trend Shifted focus on increasing its exporting activity by entering new markets
Eeader of chemical industry	 Moved forward with its green agenda to remain in line with EU climate neutrality goals: Recently completed the construction of a PV park on company's premises Signed a green Power Purchase Agreement (PPA) with a large group utilizing energy from a wind farm Company's representative stated that Kapachim's investments in green energy sources will continue, to bring down costs
isomat building quality	 Enhanced product offering by launching a next-generation acrylic water- based primer

Key takeaways

Industry players are investing on sustainable products and production

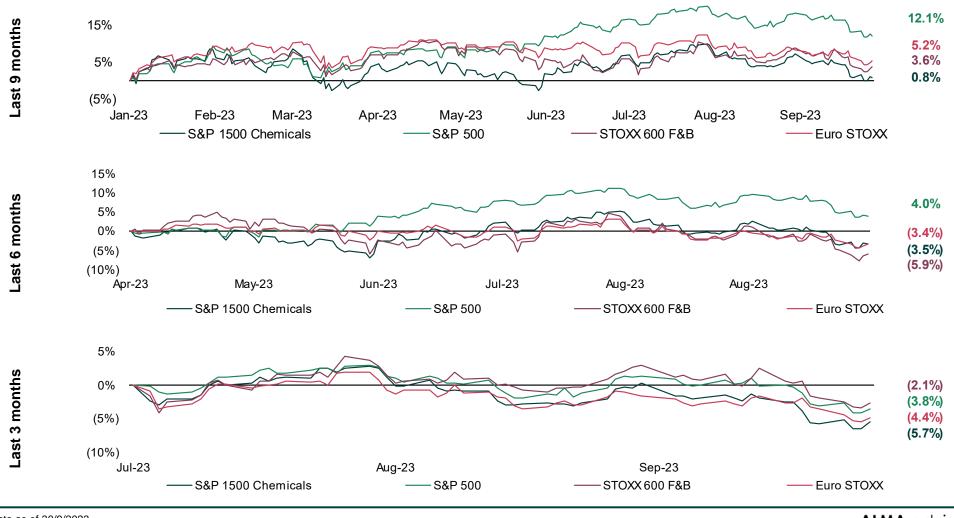
- Chemical companies are moving forward with their sustainability plans to remain in line with EU climate-neutrality goals:
 - Increase sustainable product offering to remain competitive in global markets
 - Improve energy efficiency of their facilities to bring down energy costs and reduce their carbon footprint

Greek chemical companies are enhancing their product portfolio

 Greek chemical companies are expanding their product offering to strengthen their competitiveness in Greece and international markets

Sector performance

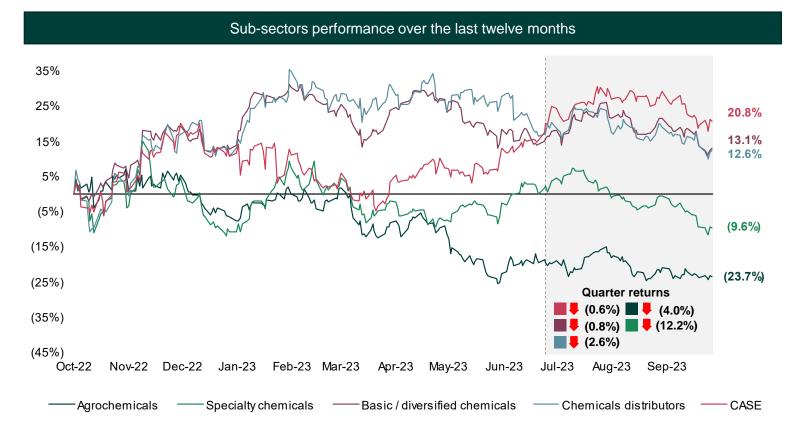
Chemical indices recorded negative returns in Q3 2023; European chemical index has outperformed the broader market



Publicly traded companies overview per sub-sector

All sub-sectors have recorded losses during the third quarter of 2023, with specialty chemicals being the worst performer

- In Q3 2023, all subsectors have recorded losses
- Inflationary trend in EU and the destocking cycle is causing declines in chemicals demand
- European specialty chemicals manufacturers have experienced low demand levels, as a result of the intense competition with Chinese suppliers, which forced the prices of European chemicals to decrease
- CASE sub-sector was the best performer over the LTM and in Q3 2023, recording gains of 20.8% and losses of 0.6% respectively
- Agrochemical sub-sector continued its downwards path over the LTM, recording losses of 23.7%, as a result of the decreasing selling prices



Data as of 30/9/2023 Notes: Market-weighted sub-sector indices constituents can be found on slides 8 – 11; CASE: Coatings, sealants, adhesives and elastomers Sources: FactSet

Median LTM EV/EBITDA multiples

LTM

average

Most of the chemicals sub-sectors have recorded losses in Q3 2023 multiples compared to Q2 2023

- With the exception of Chemicals distributors. all other sub-sectors have witnessed a decrease in multiples in Q3 2023, compared to 02 2023
- Chemicals distributors recorded an increase in multiples from Q2 2023 to Q3 2023, from 11.3x to 11.7x
- CASE multiples remain the highest in Q3 2023, despite decline to 12.9x at the end of the quarter
- Specialty chemicals multiples recorded the highest decrease in Q3 2023, of 16%
- In the third guarter of 2023, Chemicals sector has witnessed mixed results from a valuation perspective as some of the industry's subsectors recorded multiples higher than their 12-month average and some lower

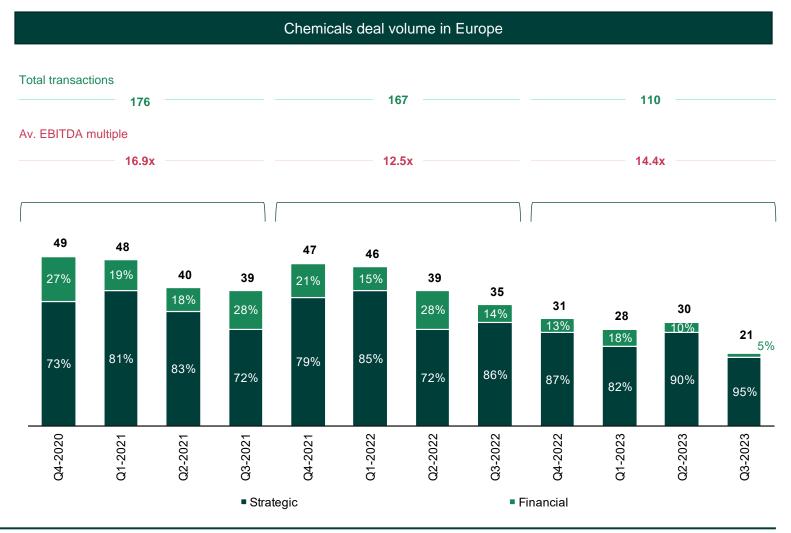


ALMA.advisors Notes: Sub-sector's constituents can be found on page 8 - 11; CASE: Coatings, sealants, adhesives and elastomers; Some historic multiples may have deviations from previous reports due to restatements or differences between preliminary and final results published Sources: FactSet

Europe M&A update

European M&A activity remained muted during the third quarter of 2023

- Macroeconomic uncertainty and slowing demand in most chemicals sub-sectors have discouraged extensive dealmaking
- European deal count has decreased to 21 transactions in Q3 2023 compared to 30 in Q2 2023
- Compared to Q3 2022, M&A activity has decreased by 40%
- Strategic players account for 95% of total dealmaking in the quarter, reaching their highest point over the LTM



Trading comps (1/4)

AGROCHEMICALS														
Company	HQ	Market cap.	EV	Sales Sales Growth E		EBITDA	EBITDA margin -	EV/Sales			EV/EBITDA			
(figures in €m)				2023E	2022A	2023E	2023E	2023E	LTM	2023E	2024E	LTM	2023E	2024E
Corteva	USA	34,297	36,623	16,648	25%	0%	3,257	20%	2.2x	2.2x	2.1x	12.8x	10.9x	9.9x
Nutrien	CAN	28,978	40,833	26,587	54%	(26%)	5,837	22%	1.3x	1.5x	1.5x	5.2x	6.9x	7.0x
CF Industries	USA	15,625	18,138	6,303	92%	(41%)	2,744	43%	2.2x	2.9x	3.1x	4.4x	6.8x	7.8x
Mosaic	USA	11,173	14,253	12,690	74%	(30%)	2,646	21%	0.9x	1.1x	1.3x	3.6x	5.5x	5.9x
FMC	USA	7,890	11,478	4,468	29%	(19%)	1,005	25%	2.3x	2.3x	2.2x	9.4x	9.2x	8.4x
UPL	IND	5,261	8,202	6,182	20%	(3%)	1,249	20%	1.4x	1.3x	1.2x	6.5x	6.6x	5.9x
ADAMA	CHN	2,250	4,414	4,810	30%	(9%)	505	11%	1.0x	0.9x	0.8x	9.0x	8.8x	7.4x
Lier Chemical	CHN	1,329	1,772	1,087	68%	(24%)	221	21%	1.6x	1.6x	1.4x	6.0x	7.4x	5.2x
Dhanuka Agritech	IND	437	429	217	13%	13%	37	17%	2.2x	2.0x	1.7x	13.0x	11.8x	10.0x
American Vanguard	USA	302	459	572	20%	1%	63	-	0.9x	N.M.	N.M.	10.5x	N.M.	N.M.
Insecticides India	IND	168	184	231	17%	14%	20	9%	0.9x	0.8x	0.7x	12.2x	8.8x	7.2x
Average					40%	(11%)		21%	1.5x	1.7x	1.6x	8.4x	8.3x	7.5x
Median					29%	(9%)		21%	1.4x	1.5x	1.4x	9.0x	8.1x	7.3x

Trading comps (2/4)

SPECIALTY CHEMICALS														
Company	HQ	Market cap.	EV	Sales	Sales	Growth	EBITDA I	EBITDA margin		EV/Sales		E	EV/EBITD	A
(figures in €m)				2023E	2022A	2023E	2023E	2023E	LTM	2023E	2024E	LTM	2023E	2024E
Ecolab	USA	45,605	53,430	14,570	25%	8%	2,877	20%	3.8x	3.7x	3.5x	20.1x	18.7x	16.7x
DuPont de Nemours	USA	32,341	35,973	11,768	17%	(5%)	2,824	24%	3.0x	3.1x	2.9x	12.5x	12.8x	11.5x
DSM-Firmenich	CHE	21,289	23,194	11,512	(27%)	37%	1,588	13%	N.M.	1.9x	1.8x	N.M.	14.4x	11.0x
Albemarle	USA	18,846	20,988	9,698	144%	41%	3,722	39%	2.3x	2.1x	2.1x	6.2x	5.5x	6.3x
Solvay	BEL	11,101	14,191	12,659	41%	(21%)	2,918	24%	0.9x	1.1x	1.1x	4.3x	4.8x	4.9x
Eastman Chemical	USA	8,591	13,168	8,738	13%	(13%)	1,544	18%	1.5x	1.5x	1.4x	9.2x	8.3x	7.4x
Evonik Industries	DEU	8,073	12,827	15,817	24%	(14%)	1,714	11%	0.7x	0.8x	0.8x	5.5x	7.5x	6.2x
Croda International	GBR	7,912	8,336	1,979	11%	(19%)	466	26%	3.9x	4.0x	3.8x	15.1x	15.5x	14.1x
Wacker Chemie	DEU	7,075	7,285	6,498	32%	(21%)	883	14%	1.0x	1.1x	1.1x	6.1x	8.1x	6.6x
Arkema	FRA	7,021	9,638	9,810	21%	(15%)	1,511	15%	0.9x	1.0x	0.9x	6.1x	6.3x	5.5x
Clariant	CHE	4,969	6,037	4,758	28%	(8%)	680	15%	1.2x	1.3x	1.2x	7.0x	8.8x	7.4x
Element Solutions	USA	4,473	6,103	2,230	19%	(8%)	461	21%	2.8x	2.7x	2.5x	14.7x	13.1x	11.7x
Quaker	USA	2,720	3,390	1,859	24%	1%	294	16%	1.8x	1.8x	1.8x	12.7x	11.5x	10.7x
Ingevity	USA	1,629	3,026	1,590	35%	0%	377	24%	1.9x	1.9x	1.8x	6.9x	8.1x	7.2x
Ecovyst	USA	1,084	1,883	668	51%	(14%)	251	38%	2.7x	2.9x	2.6x	10.2x	7.6x	6.9x
Average					31%	(3%)		21%	2.0x	2.1x	2.0x	9.8x	10.1x	8.9x
Median					24%	(8%)		20%	1.9x	1.9x	1.8x	8.1x	8.3x	7.4x

Trading comps (3/4)

BASIC / DIVERSIFIED CHEMICALS														
Company	HQ	Market cap.	EV	Sales	Sales	Growth	EBITDA E	EBITDA margin		EV/Sales		E	EV/EBITD	A
(figures in €m)				2023E	2022A	2023E	2023E	2023E	LTM	2023E	2024E	LTM	2023E	2024E
Bayer	DEU	44,651	86,863	48,228	15%	(5%)	11,210	24%	1.8x	1.8x	1.8x	7.5x	7.7x	7.2x
BASF	DEU	38,391	59,918	72,692	11%	(17%)	7,847	11%	0.8x	0.8x	0.8x	6.4x	7.5x	6.7x
Dow	USA	34,239	46,218	42,170	16%	(22%)	5,150	12%	1.1x	1.1x	1.1x	9.4x	8.9x	7.0x
Celanese	USA	12,905	25,737	10,590	27%	15%	2,399	23%	2.7x	2.5x	2.3x	17.5x	11.0x	9.7x
Symrise	DEU	12,624	15,111	4,781	21%	3%	947	20%	3.2x	3.1x	3.0x	19.5x	15.8x	14.5x
Covestro	DEU	9,865	12,243	14,824	13%	(17%)	1,153	8%	0.8x	0.8x	0.8x	14.5x	9.9x	7.3x
Olin	USA	5,940	8,626	6,433	18%	(28%)	1,268	20%	1.3x	1.3x	1.2x	5.6x	6.5x	5.4x
Huntsman	USA	4,100	5,641	5,965	18%	(22%)	518	9%	0.9x	1.0x	0.9x	9.8x	10.9x	8.0x
Average					17%	(12%)		16%	1.6x	1.6x	1.5x	11.3x	9.8x	8.2x
Median					17%	(17%)		16%	1.2x	1.2x	1.1x	9.6x	9.4x	7.3x

COATINGS.	ADHESIVES,	SEALANTS	AND ELAS	TOMERS (CASE)
	/				/

Company	HQ	Market cap.	EV	Sales	Sales	Growth	EBITDA	EBITDA margin		EV/Sales		E	EV/EBITD	A
(figures in €m)				2023E	2022A	2023E	2023E	2023E	LTM	2023E	2024E	LTM	2023E	2024E
Sherwin-Williams	USA	61,946	72,415	21,699	25%	3%	3,992	18%	3.3x	3.4x	3.3x	16.5x	18.7x	17.5x
PPG Industries	USA	28,873	34,495	17,165	18%	2%	2,745	16%	2.0x	2.0x	1.9x	13.0x	12.6x	11.5x
Nippon Paint	JPN	15,094	17,921	9,041	23%	(5%)	1,318	15%	2.1x	2.0x	1.9x	15.0x	13.4x	12.5x
Akzo Nobel	NLD	11,682	16,009	10,764	13%	(1%)	1,422	13%	1.5x	1.5x	1.4x	12.9x	10.9x	9.6x
RPM	USA	11,559	13,894	7,158	11%	9%	1,071	15%	2.0x	2.0x	1.9x	14.8x	13.2x	12.0x
Axalta Coating Systems	USA	5,633	8,468	4,903	21%	9%	873	18%	1.8x	1.7x	1.7x	11.1x	9.8x	9.1x
HB Fuller	USA	3,501	5,151	3,347	29%	(6%)	550	16%	1.5x	1.6x	1.5x	10.9x	9.4x	8.5x
Kansai Paint	JPN	3,228	3,762	3,508	12%	(3%)	402	12%	1.1x	1.1x	1.1x	10.7x	9.0x	8.5x
SP Group	DNK	340	323	358	7%	0%	62	17%	0.9x	0.9x	0.9x	5.2x	5.2x	4.8x
Average					18%	1%		16%	1.8x	1.8x	1.7x	12.2x	11.4x	10.5x
Median					18%	0%		16%	1.8x	1.7x	1.7x	12.9x	10.9x	9.6x

Trading comps (4/4)

CHEMICALS DISTRIBUTORS														
Company	HQ	Market cap.	EV	Sales	Sales Growth		EBITDA	EBITDA margin	EV/Sales			EV/EBITDA		
(figures in €m)				2023E	2022A	2023E	2023E	2023E	LTM	2023E	2024E	LTM	2023E	2024E
Brenntag	DEU	11,353	13,551	17,838	35%	(8%)	1,605	9%	0.7x	0.8x	0.7x	8.9x	8.4x	7.9x
IMCD	NLD	6,839	8,096	4,578	34%	(1%)	556	12%	1.8x	1.8x	1.6x	14.2x	14.6x	13.5x
Azelis Group	BEL	4,564	6,084	4,312	45%	5%	522	12%	1.4x	1.4x	1.3x	12.6x	11.6x	10.7x
Hawkins	USA	1,173	1,256	889	35%	(1%)	123	14%	1.4x	1.4x	N.M.	10.8x	10.3x	N.M.
Average					37%	(1%)		12%	1.3x	1.3x	1.2x	11.6x	11.2x	10.7x
Median					35%	(1%)		12%	1.4x	1.4x	1.3x	11.7x	10.9x	10.7x

Selected European chemicals M&A transactions ⁽¹⁾

Q3 2023

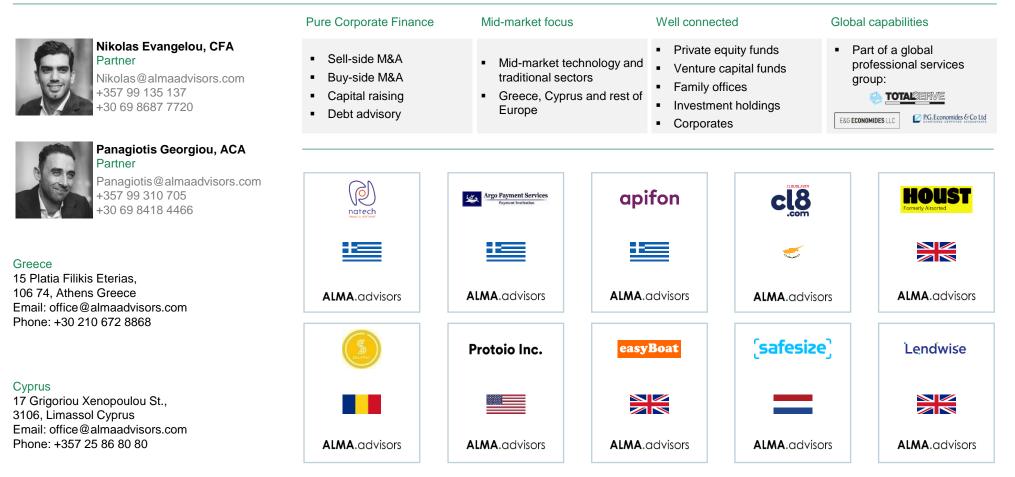
(Figures in €m)						
Date	Target	Buyer	Transaction value	Implied EV	EV/Revenue	EV/EBITDA
Sep-2023	CIECH	KI Chemistry	18.7	901.3	-	-
Sep-2023	NRG Tapes	Alimac; Metrika	-	-	-	-
Sep-2023	Kiesel Bauchemie	CEMEX	-	-	-	-
Sep-2023	Pepceuticals	Ampersand Management	-	-	-	-
Sep-2023	Ixora Energy	ENGIE	75.0	75.0	-	-
Sep-2023	ATMOSA Petrochemie	C.O.I.M.	-	-	-	-
Sep-2023	Sanglier	H.B. Fuller	-	-	-	-
Sep-2023	Evana Technologies	Light Conversion	-	-	-	-
Sep-2023	Cubicure	Align Technology	79.0	86.9	-	-
Sep-2023	Agrofert	KAPRAIN Services	-	-	-	-
Sep-2023	Zuber & Cie Manufacture	Pierre Frey	-	-	-	-
Aug-2023	Naturbiogas Sode	European Energy	-	-	-	-
Jul-2023	Schmid Silicon Technology	Group14 Technologies	-	-	-	-
Jul-2023	Bioplanet	CBC Co.	-	-	-	-
Jul-2023	Borealis	Borouge	-	-	-	-
Jul-2023	Siemens /Process Gas Chromatography Bus/	Valmet	102.5	102.5	0.9x	-
Jul-2023	HAERTOL Chemie	Valvoline Holdings	-	-	-	-
Jul-2023	CAM Bioceramics	SHS Gesellschaft für Beteiligungsmanagement	-	-	-	-
Jul-2023	Emilplastica	Lifco	-	-	-	-
Jul-2023	Biovert	Stirling Square Capital Partners	-	-	-	-
Jul-2023	Rispa	TN Italy	-	-	-	-



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