

Products exported to over  
**100** countries

**75** years  
on global markets

Assets above  
PLN **5** billion

Over **3.7** k  
employees

Over PLN **3.5** billion  
sales revenues in 2019

## The products and market position

	<b>Soda ash</b>	<b>2</b> producer in Europe
	<b>Sodium bicarbonate</b>	<b>3</b> producer in Europe
	<b>Evaporated salt</b>	<b>1</b> producer in Poland
	<b>Silicates</b>	<b>1</b> supplier in Europe
	<b>Crop protection products</b>	<b>1</b> producer in Poland
	<b>Epoxy resins</b>	<b>1</b> producer in Poland
	<b>Polyester resins</b>	<b>1</b> producer in Poland
	<b>Polyurethane foams</b>	Leading Polish producer
	<b>Glass products</b>	<b>1</b> producer in Poland

## About CIECH Group

**CIECH is an international, professionally-managed group with Polish roots, with a well-established position of a leader of the chemical sector in Europe. The Group has 8 production plants (Poland, Germany, Romania) and 15 key companies.**

Under seven business lines, it manufactures products which are used in the production of articles necessary in everyday life of people all over the world.

CIECH Group growth is supported by a long-term strategic investor - Kulczyk Investments.

Since 2005, the company has been listed on the Warsaw Stock Exchange and, since 2016, on one of the largest stock exchanges in Europe - Börse Frankfurt.

## Key companies

### Segments

- Soda segment
- Organic segment
- Silicates and glass segment



## CIECH S.A. Management Board



**Dawid Jakubowicz**  
President of the Management Board



**Miroslaw Skowron**  
Member of the Management Board

## CIECH Group Strategy for 2019-2021

CIECH Group vision is to create an effective and diversified chemical holding which generates a positive value for shareholders in the long term, and, apart from the soda business, holds a significant position in innovative, specialised market segments.



The strategy of the CIECH Group will be implemented in accordance with the following values:

### CLIENT-CENTRIC

Increase customer Satisfaction

We want to be an organisation that listens to our customers' needs, constantly adjusting its offer, treating customers as ambassadors.

### INNOVATIVE

Innovation growth

We recognise that only through increased in the value of the Group and a competitive advantage.

### EFFICIENT

Continuous efficiency Improvement

Every day we strive to improve our efficiency. We implement performance monitoring programmes, reduce costs and operational risks.

### CHEMICAL HOLDING

Effective management

We strive for the maximum use of resources - and effective management of the Group in the conditions of a dynamically changing world, while meeting the highest regulatory standards.

The strategy assumes achieving the following financial goals of the CIECH Group in 2021:

**PLN 4+ b**  
sales revenues

**PLN 900+ m**  
adjusted EBITDA

**22%+**  
adjusted EBITDA margin

**at least 35% EBITDA**  
from other businesses than soda

## CIECH S.A. na GPW

Ticker:	CIE
ISIN:	PLCIECH00018
Bloomberg ticket:	CIE PW
Reuters ticket:	CIEPWA
Listed from:	10.02.2005
Number of shares:	52.699.909
Free Float:	36.99%
Market:	Primary
Segment:	Large company (capitalisation of over EUR 250 m)
Sector:	Chemicals
Indices:	WIG, WIG-Poland, mWIG40, mWIG40TR, WIG-CHEMIA, WIG.MS-PET, WIG-ESG, CEEplus, InvestorMS, MSCI Emerging Markets Index, FTSE Developed Small Cap Index

## CIECH S.A. on the Frankfurt Stock Exchange

CIECH, as the first Polish company, is listed at the same time on two floors - in Warsaw and on the Europe's third largest stock exchange - Börse Frankfurt. At the same time, it still remains under the full supervision of the Financial Supervision Commission and it is fully subject to the Polish legislation, and all the shares are still deposited in the Polish Depository of Securities.

## Why CIECH

- precise Group's development strategy
- experienced team with extensive knowledge and experience
- growing demand for key Group's products (soda ash and sodium bicarbonate, salt, silicates, crop protection products)
- numerous competitive advantages in the soda business - strategically located production plants enabling effective access to European customers and a convenient base for expansion into a new, attractive markets (Asia, Africa, Middle East)
- implementation of the largest investment in the CIECH Group's history in the evaporated salt plant in Germany
- numerous environmental and CO2 initiatives aimed at further improvement in production and energy efficiency
- emphasis on increasing innovativeness and digitization of operations
- stable financial results
- over 60 financial institutions in the shareholding structure
- strategic shareholder support (Kulczyk Investments), the investor experienced in building the value of enterprises from various industries

## Disclaimer

This document has been prepared solely for informational purposes. It includes only summary information is not exhaustive and may not be used as a sole basis for any assessment or analysis CIECH S.A. makes no guarantees (explicit or implicit) regarding information presented herein and such information including forecasts estimates and opinions should not be unduly relied upon CIECH S.A. does not accept any responsibility for possible mistakes omissions or irregularities found herein. The responsibility lies exclusively with the party using the document.

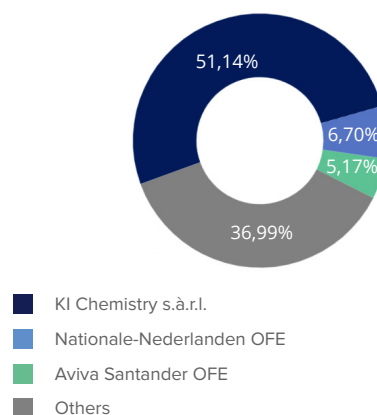
## Selected financial results

[mln PLN]	2019	2018	r/r
Revenues	3 548,9	3 672,7	-3,4%
EBITDA	578,0	654,4	-11,7%
EBITDA margin	16,3%	17,8%	-1,5 p.p.
Adj. EBITDA	663,3	633,5	4,7%
Adj. EBITDA margin	18,7%	17,2%	+1,5 p.p.
EBIT	267,5	379,2	-29,5%
EBIT margin	7,5%	10,3%	-2,8 p.p.
Net result	116,4	112,5	3,5%
Net margin	3,3%	3,1%	+0,2 p.p.

## Analytical coverage

A great interest in the company among analysts of brokerage houses BDM, BOŚ, IPOPEMA, Erste Group, mBank (Commerzbank), PKO BP, Santander, Raiffeisen, Trigon, WOOD & Company

## Shareholders\*



## Calendar

- 27.05.2020  
A consolidated report for the Q1 2020
- 08.09.2020  
A consolidated report for H1 2020
- 18.11.2020  
A consolidated report for HQ1-Q3 2020

## Contact

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