

Q1 2025 Presentation

April 2025

Disclaimer

- This document has been produced by Bluestar Adisseo Company ("the Company") and is only used in the Company's investor meetings.
- There is information in this document which have not been independently verified by third parties. A number of factual or predictive descriptions in this document are from external and are not audited independently by the Company or its directors, supervisors, officers, employees, agents, affiliates, consultants or representatives
- There are no representations or warranties, either express or implied, about the fairness, accuracy, completeness or correctness of the information in this document. Therefore, no one shall have any dependence on the fairness, accuracy, completeness or correctness of the information and opinions contained in this document. The information stated or contained in this document may be changed without notice and will not be updated as the significant developments that occur after the road shows. The Company or its directors, supervisors, officers, employees, agents, affiliates, consultants or representatives, will not be liable (for any negligence or otherwise) for any losses arising from any use of this document or its contents or any other reasons in relation to this document
- There are forward-looking statements in this document, such as those relating to the global economy, trend of the animal nutrition industry and company-related statements, which are based on a number of assumptions. Whether these assumptions are true or not is influenced by a range of unknown or known factors, including those beyond the control of the Company that could cause the actual performance of the Company materially differ from the forward-looking statements, or implied opinions contained in the statements. It is reminded that readers should not unreasonably rely on the forward-looking statements in this document as the actual results may be seriously deviated from the forward-looking statements contained in the document. Neither the Company nor its directors, supervisors, officers, employees, agents, affiliates, consultants or representatives, shall be responsible for updating the above opinions or forward-looking statements regarding events or circumstances that occur after the presentation
- This document does not constitute, nor is it intended to be, nor should it be construed as an offer or solicitation to sell, issue or invite to purchase or subscribe for securities issued in any jurisdiction by the Company, holding company or subsidiaries of the Company, nor does it constitute an investment inducement for the above securities. No part of this document, nor any distribution of this document, shall form the basis of any contract or commitment and no contract or promise shall be relied upon any part of this document
- This information is for your own use only and no part of this document may be reproduced in whole or in part, for any purpose, in any way, disclosed or distributed, directly or indirectly, to anyone else (insiders or outsiders). The Company, or its directors, supervisors, officers, employees, agents, affiliates, consultants or representatives, bears no responsibility and accepts no liability as to the copying or distribution of this document to anyone without the authorization, or as to the distribution of the information contained therein.

Agenda

Executive Summary

Q1 2025 Performance

2025 Outlook



Executive Summary – Q1 2025

Sustainability & Environment

- Safety is and will remain Adisseo's first priority.
 - ❖ Q1 2025 TRIR landed at **0**
 - ❖ Continuous improvement in the implementation of best-in-class HSE system
- Close monitoring and concrete actions performed towards sustainability ambition
 - ❖ GHG emission reduction on track
 - ❖ Water/energy intensity reduction on track although temporarily impacted during planned maintenance shut-down period
 - ❖ 2024 ESG report issued
- Nanjing plant wastewater treatment project: progressing smoothly and is expected to be put into use in June

Business Highlights

Strong business results in Q1:

- **+23%** yoy revenue growth
- **+14% increase in gross profit** driven by strong methionine and Vitamin performance as well as sustained growth in specialties despite continuous challenging dairy market in China.
- Ongoing Cost competitiveness plan pursued, 1) European Plant Competitiveness Enhancement program; 2) Investment in digitalization: APC (Advanced Production Control) being rolled out from Nanjing plant to European plant; 3) Cost controlling measures
- Recurring EBITDA ratio of Q1 @ **23%**
- Strong net profit (**CNY465mil in Q1**), representing **11%** net margin

Key Projects

- Continuous excellent safety result for all projects (TRIR =0)
- **150KT new powder methionine plant in Quanzhou**: 1 million man-hours without recordable accident, construction on track, training of workforce in Europe started in April, affiliated sulfuric acid project started
- **Debottlenecking in EU Liquid Methionine plant**: fully operational by end of the year
- **37KT Specialty Blending Facility in Nanjing**: obtained its official production license in early 2025 with its first commercial sales recorded in March.
- **30KT European Specialties Expansion and Optimization Project**: fully operational,
- **Project to internalize esterification process to produce key ruminant product**: ongoing with start-up expected in late 2025

One-China Strategy

- **Strong double-digit revenue growth in Q1 2025** thanks to
 - Continuous double-digit growth in liquid methionine
 - Strong growth in monogastric business
 - Offsetting very difficult dairy market
- Record High yield achieved by the Nanjing Plant
- Implantation of distinctive digital tools such as APC and AI-applied preventive maintenance, allowing the continuous improvement in operational excellence
- The 1st-generation newly developed acidifiers product tailor made for the Chinese market launched to the market
- FeedKind® business: First sizeable orders in Aqua market and the second batch of trial sales in pet market were delivered

Q1 2025 Performance by product

Q1 2025 by Products (in RMB 100mil)	Revenue (vs. Q1 2024)	Gross margin (vs. Q1 2024)	Highlights
Performance Products	33.2 (+29%)	8.7 (+19%) <small>*(+32% if excl one-off factors)</small>	<ul style="list-style-type: none"> Outstanding performance in methionine driven by <ul style="list-style-type: none"> Continuous penetration and historical record of liquid methionine volume (+24% growth) Close price monitoring and agile pricing management High plant reliability with high yields in all plants, offsetting negative impact arising from high raw material price European plant are restarting smoothly after 1-month technical shut-down Technical maintenance of Nanjing plant has started Strong Vitamin A volume growth despite pressure on price Strong demand in Vitamin E with good level of prices
Specialty Products	9.8 (+7%)	4.1 (+5%)	<ul style="list-style-type: none"> Solid dynamic contributed by continued growth in <ul style="list-style-type: none"> Monogastric species thanks to Selisseo (+21%), Feed Digestibility (+12%), Palatability (+24%) Ruminant (+10%) driven by continuous improvement in North American market Offsetting lower-than-expected contribution from animal resilience products and challenging China dairy market

Q1 2025 Performance

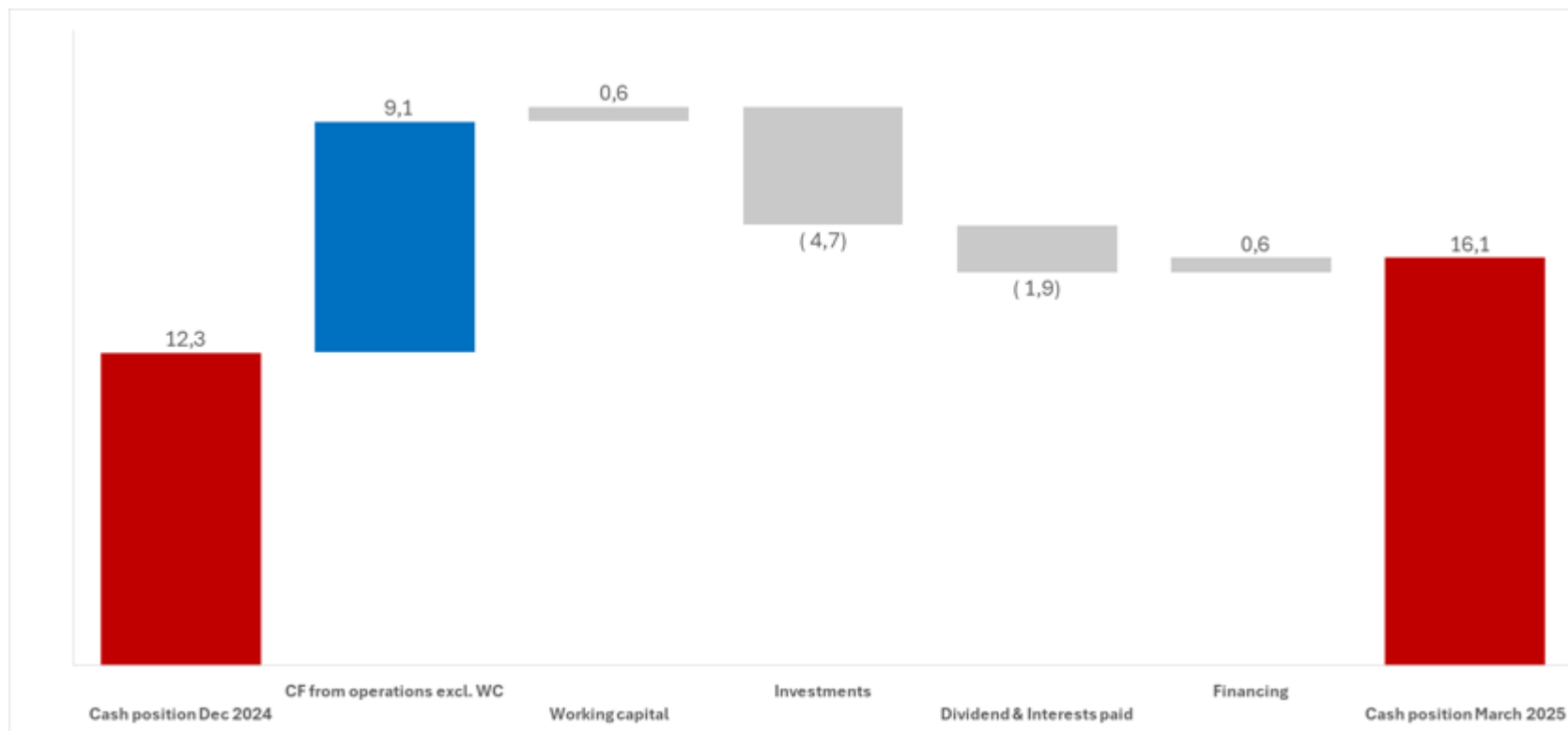
Q1 2025 Overall (in RMB 100mil)	Q1 2025	Q1 2024	Var %
Revenue	43.0	35.0	+23%
Gross Profit	12.7	11.2	+14%
<i>Gross margin</i>	<i>30%</i>	<i>32%</i>	<i>-2 ppt</i>
EBITDA	9.7	7.6	+28%
<i>EBITDA margin</i>	<i>23%</i>	<i>22%</i>	<i>+1 ppt</i>
Net profit attributable to shareholders	4.65	2.8	+67.9%
<i>Net profit attributable to shareholder's margin</i>	<i>11%</i>	<i>8%</i>	<i>+3 ppt</i>
Recurring net profit attributable to shareholders	4.65	3.8	+23.5%
<i>Recurring net margin</i>	<i>11%</i>	<i>11%</i>	<i>+0 ppt</i>

- Strong EBITDA ratio in Q1 **(23%)** vs. Q1 2024 **(22%)**, largely contributed by
 - ❖ Continuous close monitoring and implementation of effective cost competitiveness program
 - ❖ despite on-going investment in R&I, liquid dosing installations, business development in specialties to support future growth and innovation
- Net profit attributable to shareholders margin increased by **+3ppt** to **11%**,
- Net profit attributable to shareholders increase was mainly contributed by the strong business growth as well as positive finance and FX result.

Q1 2025 Performance in Cash flow

Cash position change from 31 December 2024 to 31 March 2025

(unit: 100milCNY)



Cash position as of end of Q1 2025 increased vs. 31 Dec 2024, driven by :

- Positive cash flow generated from operating activities, and the settlement of anti-dumping deposit
- Strict working capital management
- Offset by continuous CAPEX investment for future growth and payment of interim dividend

Major Financing Activities Update

- The Private Placement Refinancing Plan, aiming to raise funding up to **CNY3bn**, was accepted by Shanghai Stock Exchange on 15th April and is now entering vetting session.
- Adisseo implemented interim dividend and final dividend distribution plan, representing **40.08%** total pay-out ratio.
 - Interim dividend of **CNY161mil** has been distributed to shareholders on 28th March
 - Final dividend of **CNY322mil** was approved by the annual shareholder meeting and is to be distributed in May.



2025 Outlook

- Sustainability and safety are Adisseo's top priorities
- Volatility and uncertainty are increasing, notably due to the recent changes in the U.S. trade policies. Thanks to the global industrial set-up of the Company, the export of Adisseo from China to the U.S. **is very limited**
- Market demand is expected to remain solid. Adisseo will continue to manage with agility and is fully engaged to deliver growth, improve margins and pursue strategic investments for the future.
- Strong operational dynamics is being pursued with:
 - Strong operational performance across plants thanks to the smooth execution of technical shutdowns
 - Continuous proactive supply management in methionine
 - Competitiveness enhancement program of Vitamin A and opportunity grasping in the market for all Vitamin products
 - Acceleration of specialties dynamics, leveraging the full range of services and product offerings
 - Well-positioned international set-up, including dual platforms, international teams and global marketing coverage, allowing for continuous optimization of supply to address tariff and supply chain fluctuation and to capture global market demand and local opportunities
 - Contribution from operational excellence and cost control measures
- Adisseo is also exploring all possible solutions and implementing the defined action plans in a swift and agile way to mitigate potential headwinds which could arise from longer-than expected full-scale industrialization of disruptive FeedKind® technology



