



▲ Corporate Presentation

2019

**Maximizing the power of energy to accelerate the
sustainable progress of society**



Who we are

MAXAM is a **global technology** company specializing in **energetic materials**.

We apply all our talent, energy and knowledge to the **mining**, civil engineering, **defense** and sport shooting **cartridge** sectors, anywhere in the world.

Through a **best-in-class technology platform** that is vertically integrated and has global production capacities, we work by pursuing excellence on an everyday basis.

We are a **value creation company** striving to **generate a positive footprint** everywhere we are.

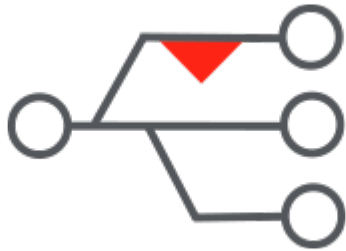
We **work together with our clients** to develop the most advanced adaptative solutions to ensure **quality, safety and environmental care**, while improving productivity in all operations.



MAXAM **Strategy**

Our strategy

MAXAM's strategy is based
on four pillars



**An advanced technology
platform**



**World-class
HR strategy**



**Excellent global
management systems**



**Strategic thinking process
and Corporate policies**

Technology

As a technologically specialized company, MAXAM's commitment to **research, development and continuous innovation** has been the key element in our progress as a company and in our role as the impulse for social and economic progress.

The way in which MAXAM manages its technology responds to our own nature as a company: global, integrated and diversified. This has allowed us to develop knowledge economies and configure our **Technological Platform of Energy Materials**, as a source of **competitive advantages** that only MAXAM can develop.

Our technological model also allows us **to quickly adapt to the market**, keeping the customer as a fundamental focus throughout the entire innovation process.



Talent management

MAXAM operates in a highly specialised and competitive market, in an international context in the midst of digital disruption. To remain a leader in technology solutions and services, its team of professionals must continually adapt and proactively anticipate these challenges.

- We develop talent as a global organisation. We have 6,645 employees of more than 50 nationalities working in different business units and corporate areas. For MAXAM, diversity is a competitive value that sets it apart and it works to have diverse teams (in terms of gender, ethnicity, education, etc.).
- We promote a high-performance and strongly committed organisation at all levels.
- We develop the skills necessary to ensure current and future competitiveness.
- Our global human resources model allows for a unique employee experience. Treating the employee as a customer, placing him at the centre.





Corporate Culture

**A passion
for People**

**Safety as a
way of life**

**Ceaseless
innovation**

**Focus on
value creation**



Areas of Activity



		<u>PRODUCTS AND SERVICES</u>	<u>CLIENTS</u>	<u>LEADERSHIP</u>
TERRA SOLUTIONS	 INITIATION SYSTEMS	<ul style="list-style-type: none"> • Cartridge explosives • Bulk explosives • Supply systems <ul style="list-style-type: none"> • Electric detonators • Non-electric detonators • Electronic PETN detonators • Detonating cord • Boosters 	<ul style="list-style-type: none"> • Mining companies • Civil construction • Construction • Quarries • Seismic base isolation • Special Applications 	<p>N° 1 in Europe</p> <p>2° global operator</p>
OUTDOORS		<ul style="list-style-type: none"> • Cartridges • Components • Gun powder 	<ul style="list-style-type: none"> • Shooting ranges • Hunting • Distribution channels 	<p>N° 1 worldwide</p>
DEFENSE		<ul style="list-style-type: none"> • Ammunition, propellants, • Weapon systems • Integration and maintenance of aviation systems • Demilitarization services 	<ul style="list-style-type: none"> • Ministries of Defense (NATO standard) • Private defense companies 	<p>No. 1 in Europe in component recycling and demilitarisation</p>
CHEM		<ul style="list-style-type: none"> • Ammonium nitrate • Nitrocellulose • Nitric acid • Fine chemicals products 	<ul style="list-style-type: none"> • Rest of the business units • Third parties 	<p>Internal needs</p>

Blasting solutions

Providing blasting solutions for mining, quarrying, infrastructure construction, seismic and special applications all over the world.

Development, manufacture, distribution and application of a full range of solutions, including explosives and initiation systems



Differentiation technology: RIOFLEX



Site-specific value-added proposition



Total Operating Cost reduction approach



Hunting & shooting

The most complete **range of ammunition** for **sport shooting** and **hunting** that meets expectations and demands of consumers worldwide.

Reliable and high-performance ammunition



Integrated production chain



Demanding technical specifications



Products distributed in 100 countries

Defense & Security

EXPAL develops, manufactures and integrates **products and services** for the **defence and security** sector.

Wide range of **products and technology** to support and improve the operative capacities of the **Armed Forces**



Operating **systems** in more than 60 countries



R&D&I and in-house developed **technology**



Complete defense systems' life cycle **management**



Strict **control and compliance** with **export authorizations**, **MAXAM** corporate procedures and **Ethic Code**

Nitro- Chemical products

Maintains the **highest technological knowledge** regarding raw materials key in the production of nitro chemicals: **ammonium nitrate, nitrocellulose and nitric acid.**

Expertise &
continuous
R&D&I



Broad
production and
distribution
capacity



ISO
quality
standards



State of the art
technology and
equipment



Key figures

140
Subsidiaries in

+50 countries

+6500
employees

4 technology
centers

+80
Industrial Facilities
in 5 continents

Around **120**
professionals
dedicated to R+D+i

Sales in
+100
countries

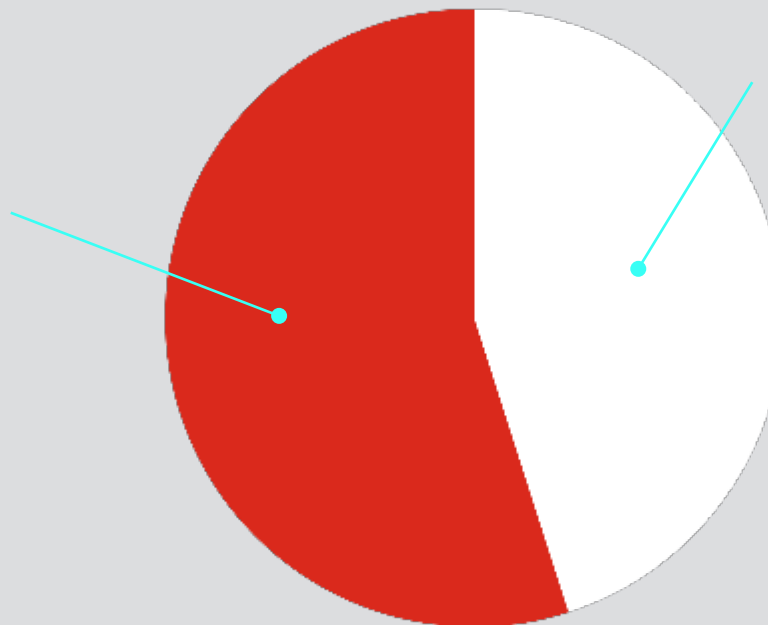
55%

**MAXAM
Managers**

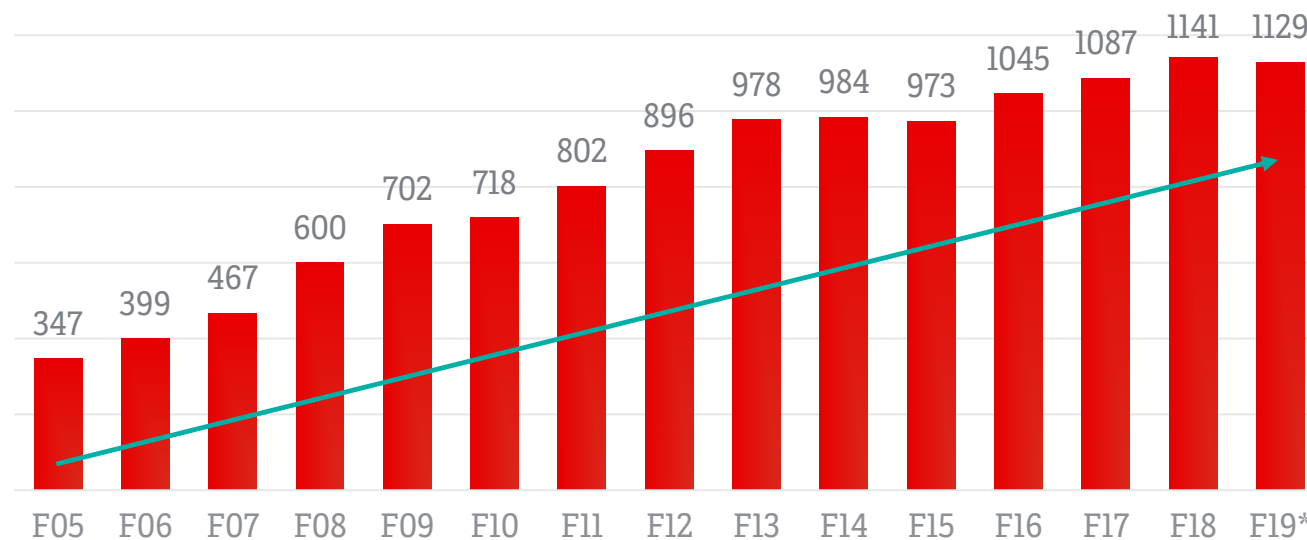
Represented by
José F. Sánchez-Junco
Chairman & CEO

45%

Rhône Capital

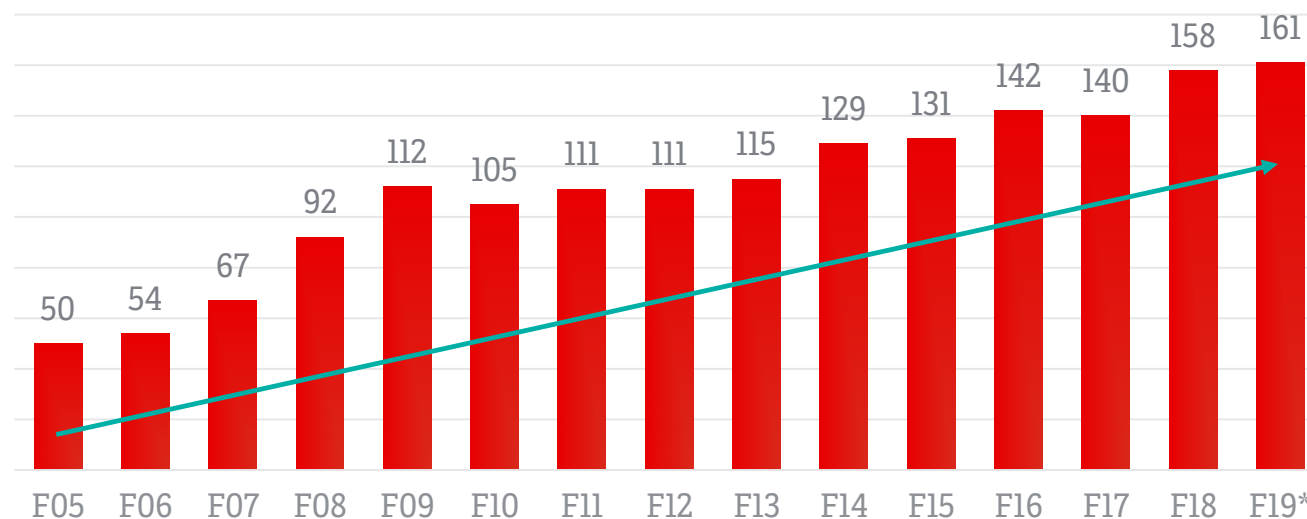


Revenues
F19: 1129M€



CAGR 8,8%

EBITDA
F19: 161M€



CAGR 8,7%

(*) The fiscal year ended March 31st 2019.



**Geared towards
sustainability**

▲ Health and Safety

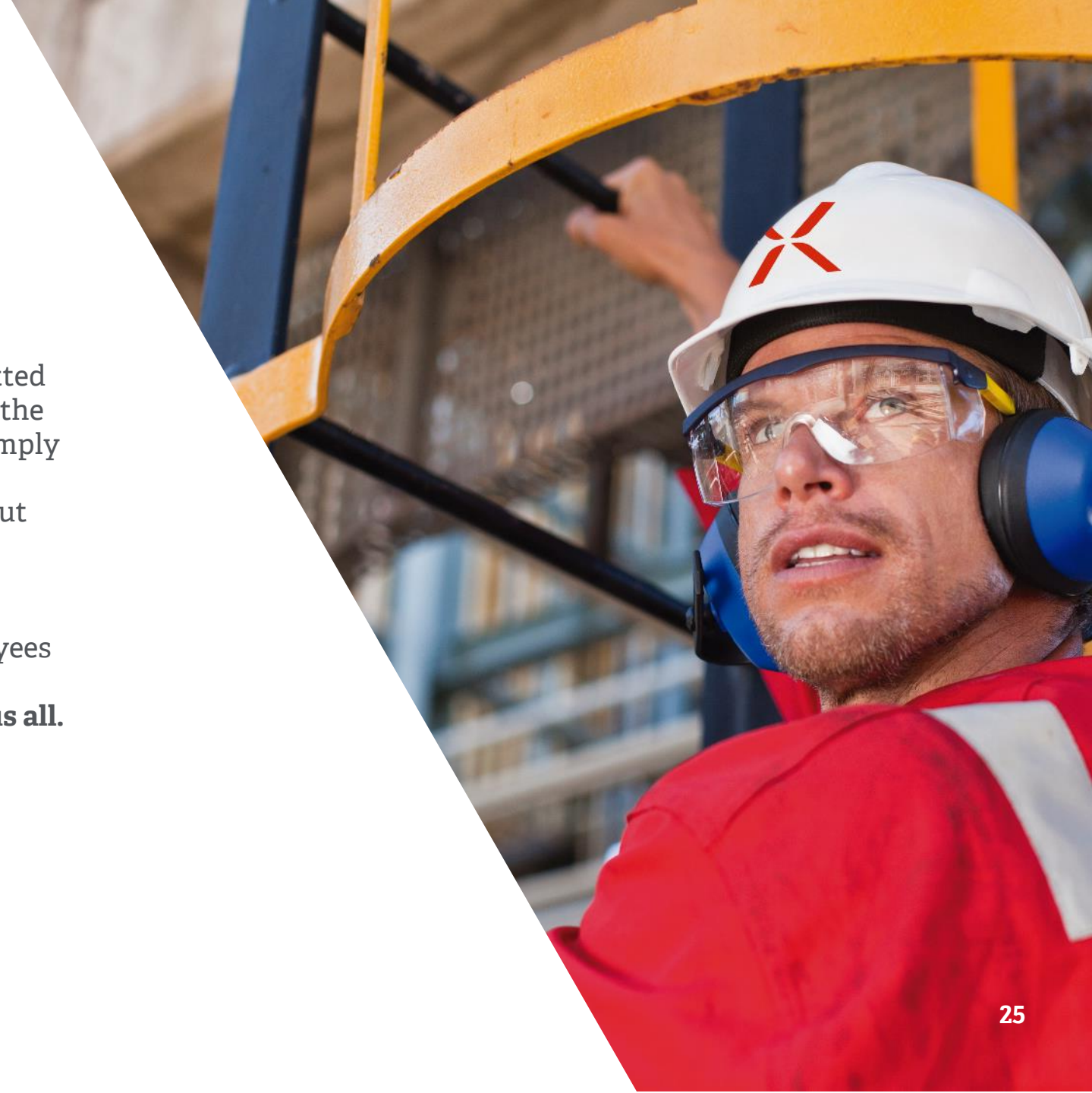
Safety is one of our fundamental values. We are committed to *Zero-Harm* to our employees, clients, partners and the communities in which we operate. We voluntarily comply to our **highest global standards** and are continually committed to maintaining a **safety culture** throughout the organization.

We believe that each and every one of us, from top management to team managers, as well as the employees and partners at any one of our facilities can make a difference. That's why, at MAXAM, **safety concerns us all.**

External Health & Safety Certifications*

OSHAS 18001

* According to the Certification and External Audit Plan



Quality

We continue to strive for **quality and excellence** in our products and global solutions: from conceptualization, design, development and manufacturing, up to its final treatment and use. We know that quality is the element that keeps us competitive, promotes growth and sustains our success in the business while we provide **value generation for our clients**.

We have a clear vocation **for continuous improvement** in the effectiveness and efficiency of our processes and systems. To do this, our teams of professionals, supported by our own **R+D+i**, work continuously with customers, suppliers and distributors throughout the **entire value chain**.

External Quality Certifications*

ISO 9001

PECAL/AQAP 2110

PECAL/AQAP 2120

EN-9100

EN-9110

*According to the Certification and External Audit Plan





Environment and Energy

At MAXAM we develop our activity with a clear commitment to respect environment and energy efficiency, contributing to the progress and **sustainable development** of the society in which we live.

We are an active part of voluntary initiatives such as **Responsible Care and Global Compact (Global Compact of the United Nations)**, ensuring that the design and development of our products, processes and integral solutions are carried out in accordance to the most demanding standards in terms of **environmental prevention**. Also, as a company technologically specializing in energy materials, we pursue **energy efficiency** at our facilities and in our activities as another measure which adds value to our customers.

External Environment and Energy Certifications*

ISO 14001
ISO 14006
ISO 50001



Ethics & Compliance

MAXAM's Code of Ethics is based on the general principles of **honesty, integrity, non-discrimination, a safe and healthy working environment and environmental protection**, and provides a guide for the actions of all employees, managers and directors.

The Code of Ethics requires all MAXAM's activities to be carried out in accordance with applicable **laws and regulations**, in particular with regards to industry rules for obtaining **permits and administrative authorizations** for the manufacture, marketing, import and export of its products, respect for competition law, regulations on money laundering and the prevention of corruption of public officials.

The **Ethics and Compliance Committee** supports the **Compliance Officer** in carrying out his or her functions of continuously monitoring procedures, standards and controls, while ensuring that the regulations in force are observed at all times and ethical, sustainable policies are developed in order to help strengthen the Group.



Social contribution

We develop cultural and educational initiatives to create a sustainable future.

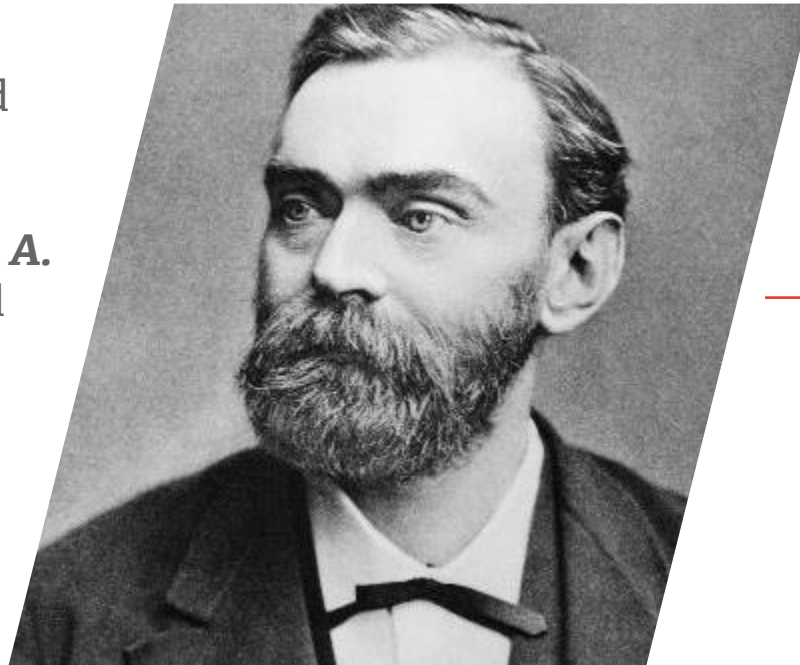
At MAXAM we work every day to contribute to the progress of our society. Therefore, in 2006 we created our **MAXAM Foundation**, that stands out through the diversity of initiatives and projects in the fields of culture and education: supporting artistic creation, university education and research or the study and preservation of the historical legacy generated since Alfred Nobel founded MAXAM in 1872.



Company History

Alfred Nobel founded the SED ***Sociedad Española de la Dinamita, Privilegios A. Nobel*** with their head office in Galdácano, Bilbao.

1872



The major Spanish explosive manufacturers merge to create ***Unión Española de Explosivos***.

1896



1970

UEE+ Compañía
Española de Minas de
Río Tinto, merge to
create **Unión Explosivos
Río Tinto, S.A. (ERT)**.

Company History



1994

Independent business

After undergoing a process of
complete restructuring, a period
of **consolidation and
international expansion begins**

2001

UEE consolidates its
worldwide presence by
extending its activities
throughout the five
continents.

2006

UEE changes its name to

MAXAM

2011-2012

The strengthening of the vertical integration is reflected in the acquisition of chemical plants in Mazingarbe (France) and Tarragona (Spain).

2014 - 2015

Research in **R&D** within the Company advances with the inauguration of the **Propellant Technology Center** (Murcia, Spain), a unique institution in Europe, and the construction of the **Energy Materials Technology Center in Burgos** (Spain).

2016

The **Defense and Security** business unit consolidates its leadership in **demilitarization** activity in the United States and begins the construction of the Texarkana plant (USA).

2019

MAXAM now has 140 subsidiaries operating in over 50 countries and commercial operations in more than 100.

maxAm

Beyond Performance

maxamcorp.com