Who we are
MAXAM is a global leader; a company technologically specialized in the design, development, manufacturing and application of energetic materials.
Our Vision

Recognized as an excellent, independent, profitable and global provider of innovative products and services.
<table>
<thead>
<tr>
<th>Operating Companies</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>110</td>
<td>+6,500</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Sales in Countries</th>
<th>Subsidiaries Worldwide</th>
</tr>
</thead>
<tbody>
<tr>
<td>+100</td>
<td>+50</td>
</tr>
</tbody>
</table>
Company History
Alfred Nobel founded the SED *Sociedad Española de la Dinamita, Privilegios A. Nobel* with their head office in Galdácano, Bilbao.

The major Spanish explosive manufacturers merge to create *Unión Española de Explosivos.*
Independent business
After undergoing a process of complete restructuring, a period of consolidation and international expansion begins.

1970
UEE+ Compañía Española de Minas de Río Tinto, merge to create Unión Explosivos Río Tinto, S.A. (ERT).

1994
UEE consolidates its worldwide presence by extending its activities throughout the five continents.

2001

2006
UEE changes its name to MAXAM
Safety concerns
us all

Recognized for
innovation, value
creation and
quality

A committed,
diverse,
high-performance
and global team

Independent
and profitable
Business Units
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
The most complete range of ammunition for sport shooting and hunting that meets expectations and demands of consumers worldwide.

Outdoors

Reliable and high performance ammunition

Integrated production chain

Demanding technical specifications

Products distributed in a 100 countries
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 defence systems’ life cycle management
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
<table>
<thead>
<tr>
<th>TERRA SOLUTIONS</th>
<th>PRODUCTS AND SERVICES</th>
<th>CLIENTS</th>
<th>LEADERSHIP</th>
</tr>
</thead>
<tbody>
<tr>
<td>INITIATION SYSTEMS</td>
<td>Cartridge explosives, Bulk explosives, Supply systems</td>
<td>Mining companies, Civil construction, Construction, Quarries, Seismic base isolation, Special Applications</td>
<td>Nº 1 in Europe</td>
</tr>
<tr>
<td></td>
<td>Electric detonators, Non-electric detonators, Electronic PETN detonators, Detonating cord, Boosters</td>
<td></td>
<td>2º global operator</td>
</tr>
<tr>
<td></td>
<td>Cartridges, Components, Gun powder</td>
<td>Shooting ranges, Hunting, Distribution channels</td>
<td></td>
</tr>
<tr>
<td>OUTDOORS</td>
<td>Ammunition, propellants, Weapon systems, Integration and maintenance of aviation systems, Demilitarization services</td>
<td>Ministries of Defence (NATO standard), Private defence companies</td>
<td>No. 1 worldwide</td>
</tr>
<tr>
<td>DEFENCE</td>
<td>Ammonium nitrate, Nitrocellulose, Nitric acid, Fine chemicals products</td>
<td>Rest of the business units, Third parties</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Nº 1 in Europe in component recycling and demilitarisation</td>
</tr>
<tr>
<td>CHEM</td>
<td></td>
<td>Internal needs</td>
<td></td>
</tr>
</tbody>
</table>
55%
MAXAM Managers
Represented by
José F. Sánchez-Junco
Chairman & CEO

45%
Advent International

Shareholders
Revenues
F17: 1087M€

EBITDA
F17: 140M€

(*) The fiscal year ends March 31st of the following year.
Regional

Europe: 37%
Asia: 16%
Africa: 18%
North America: 14%
Latin America: 9%
Australia: 6%

Business Units

Terra Solutions: 62.3%
Defence: 21.8%
Outdoors: 10.6%
Chem: 5.3%

Revenues F17: €1,087M
Industrial Facilities
MAXAM’s unique Industrial Footprint allows us to provide all of our clients with a reliable chain of distribution, fast and high quality service which amounts to reduced inventory requirements. MAXAM has more than 80 industrial facilities operating in 36 different countries, allowing MAXAM to adapt its services and respond as a global enterprise to meet its clients’ needs worldwide. Our in-house developed technology, flexibility, capability and independence enables us to offer a wide range of products and services competitively responding to growth opportunities.

80+ Industrial Facilities in 36 countries
Team of Professionals
Our team of professionals is our major competitive advantage

MAXAM is determined to reach the highest level of performance by acquiring world class talent, outstanding business results, continuing learning, developing leadership capabilities and its values all within a diverse, international and exceptional work environment.

We are committed to turning ourselves into a “World Class Talent”.

6500+ professionals in more than 50 countries

- Europe – 59.64%
- Africa – 12.07%
- South America – 12.01%
- Asia – 8.43%
- North America – 5.34%
- Australia – 2.51%
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
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
The 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
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.
We take pride in participating in the cultural, social and educational development of our communities.

gfundacionmaxam.net