



Corporate Presentation 2018



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Who we are

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

Blasting and initiation systems for the mining, quarry and infrastructure industries

Terra Solutions

Cartridges and gunpowder for hunting and sporting use

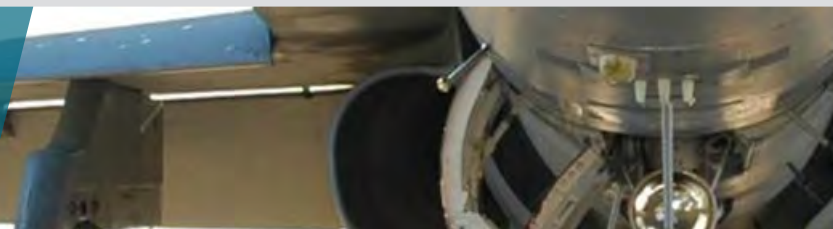
Outdoors

Products and services for **defence and security industry**

Defence

Key raw materials for **nitro chemical activity**

Chem



Our Vision

**Recognized as an excellent, independent,
profitable and global provider of innovative
products and services.**

operating
companies

110

employees

+6500

sales in

+100

countries

subsidiaries
worldwide

+50

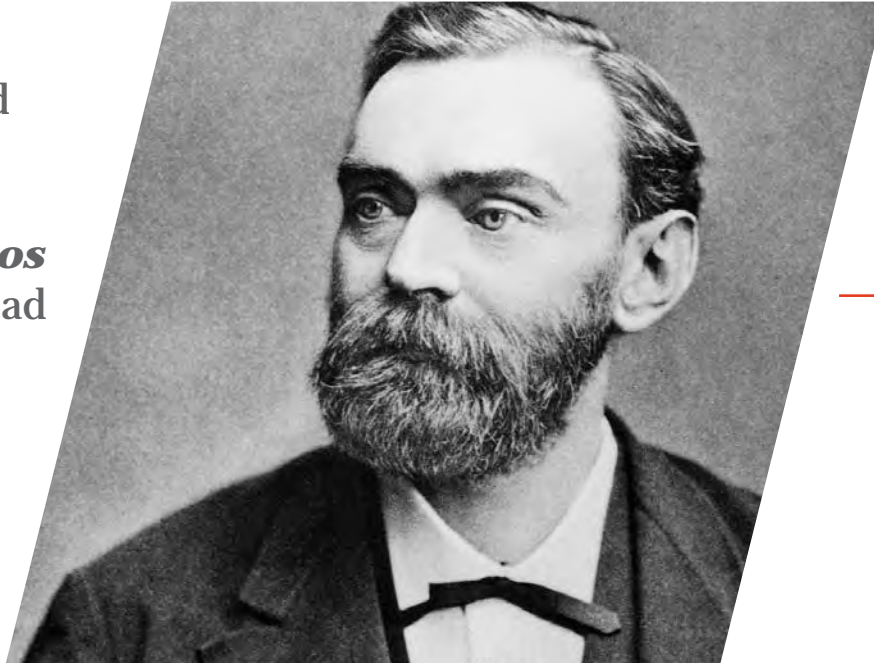


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Company History

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).***

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



Our Values

**Safety concerns
us all**

**Recognized for
innovation, value
creation and
quality**



**A committed,
diverse,
high-performance
and global team**

**Independent
and profitable**



Business Units

Terra 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**

Outdoors

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 a
100 countries**

Defence

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

Chem

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**



Products and Markets

**PRODUCTS AND
SERVICES**

CLIENTS

LEADERSHIP

**TERRA
SOLUTIONS**

**INITIATION
SYSTEMS**

- Cartridged explosives
- Bulk explosives
- Supply systems

- Mining companies
- Civil construction
- Construction
- Quarries
- Seismic base isolation
- Special Applications

**N° 1
in Europe**

**2° global
operator**

OUTDOORS

- Cartridges
- Components
- Gun powder

- Shooting ranges
- Hunting
- Distribution channels

**N° 1
worldwide**

DEFENCE

- Ammunition, propellants,
- Weapon systems
- Integration and maintenance
- of aviation systems
- Demilitarization services

- Ministries of Defence
(NATO standard)
- Private defence companies

**No. 1 in
Europe in
component recycling and
demilitarisation**

CHEM

- Ammonium nitrate
- Nitrocellulose
- Nitric acid
- Fine chemicals products

- Rest of the business units
- Third parties

Internal needs

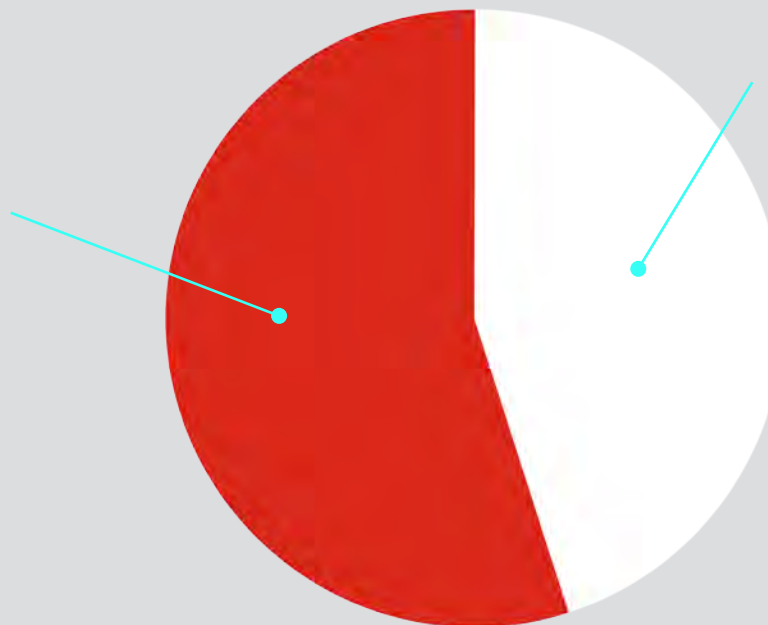
55%

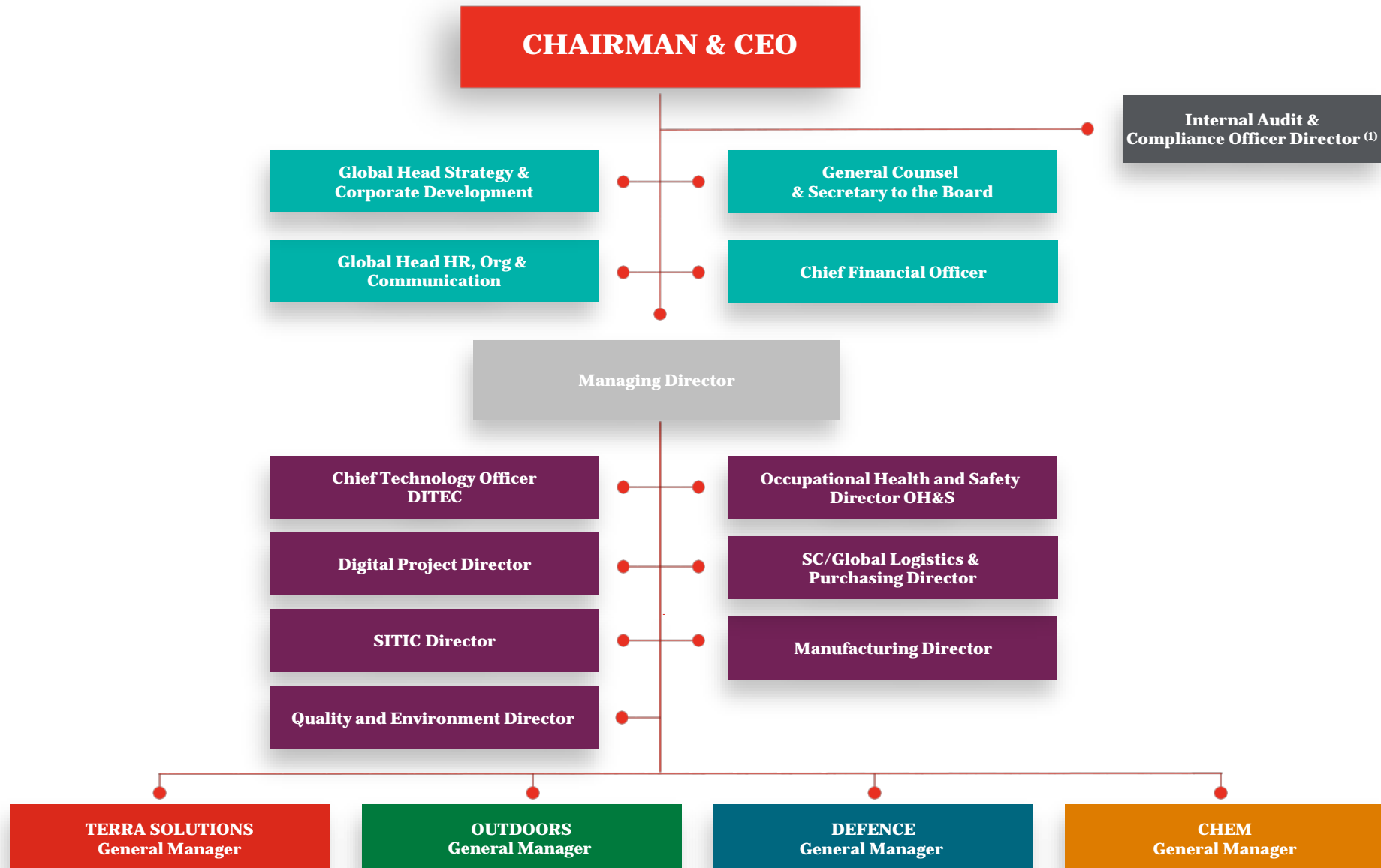
**MAXAM
Managers**

Represented by
José F. Sánchez-Junco
Chairman & CEO

45%

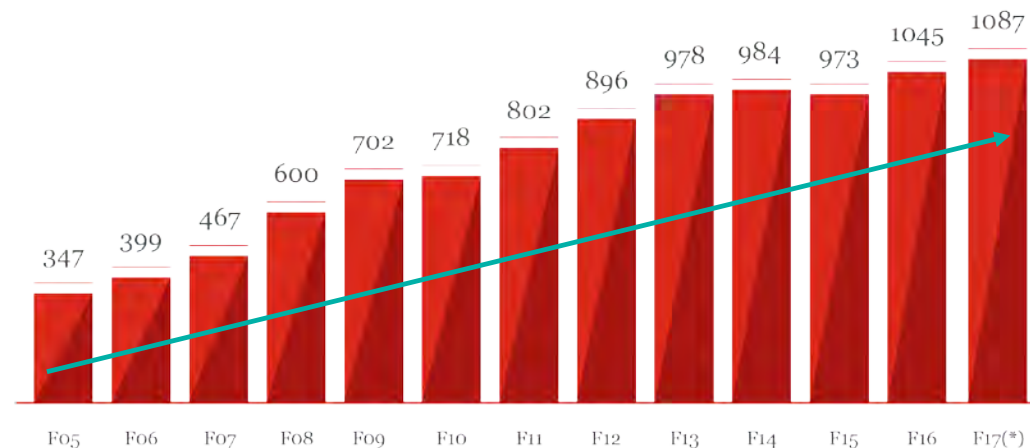
**Advent
International**





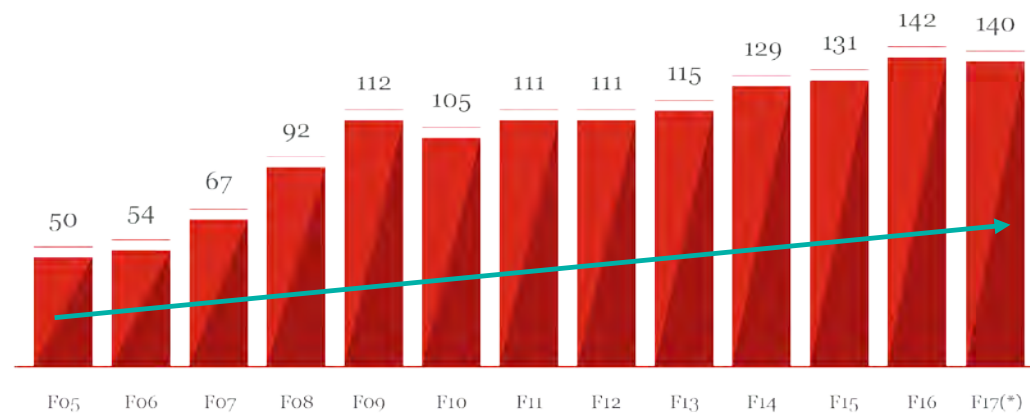
(1) Reports Directly to AC as well

Revenues
F17: 1087M€



CAGR 10%

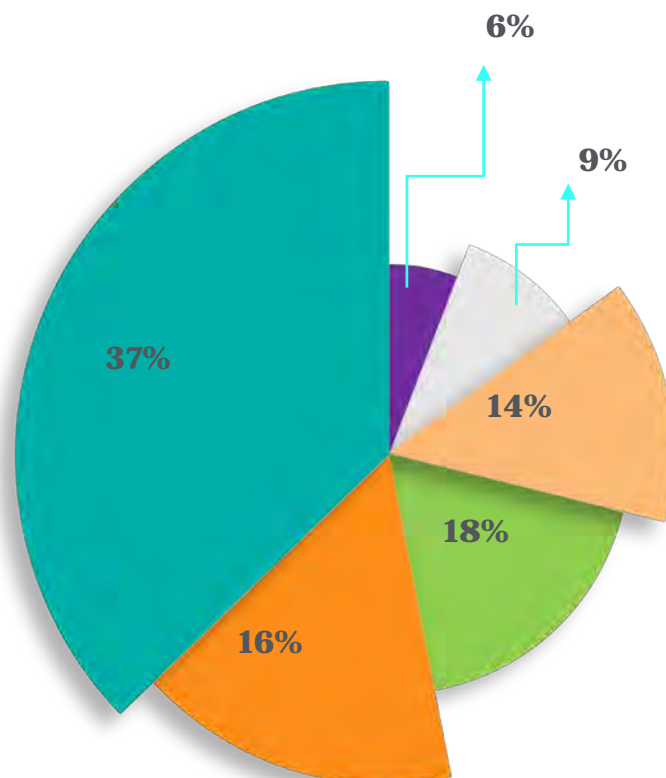
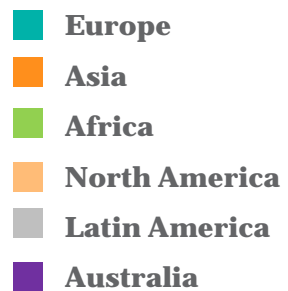
EBITDA
F17: 140M€



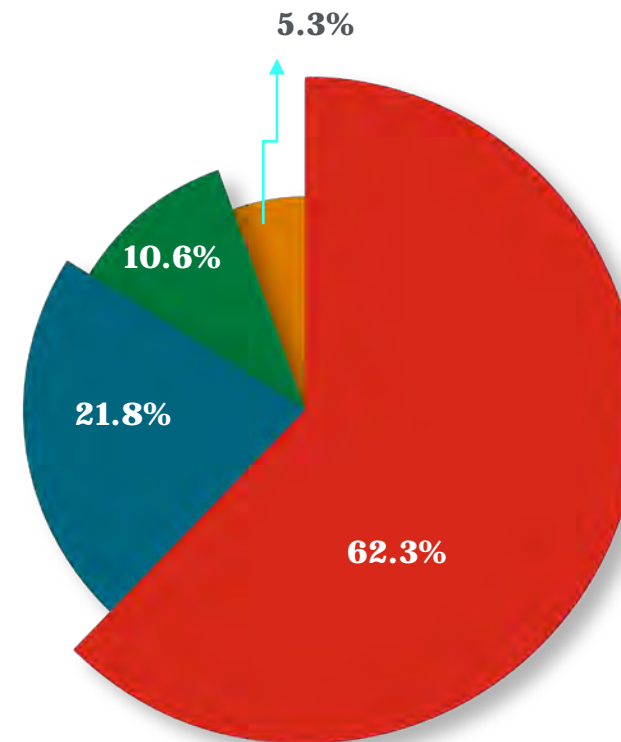
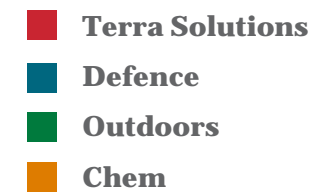
CAGR 9%

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

Regional



Business Units

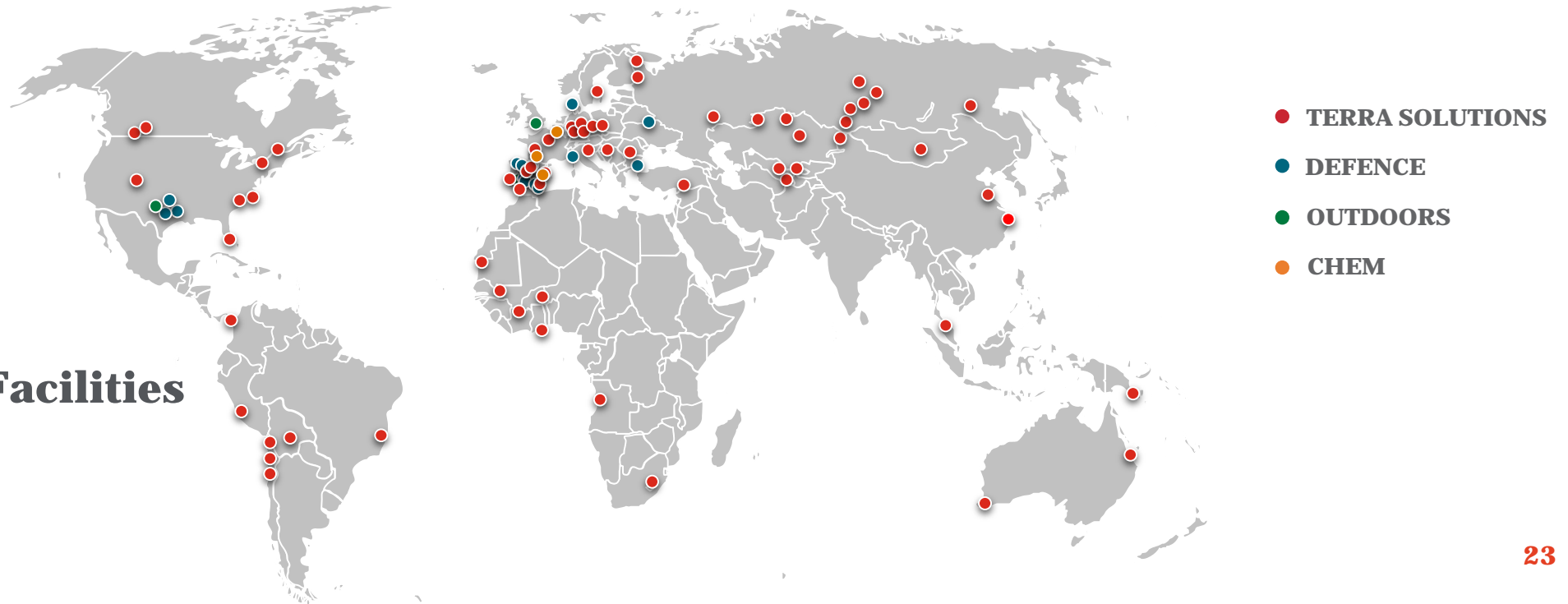




Industrial Facilities

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

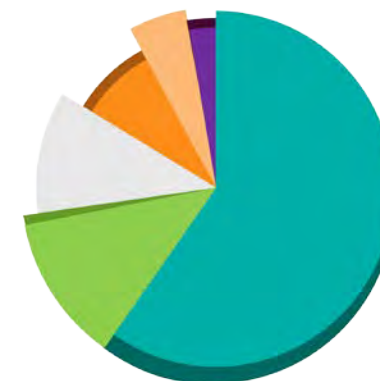
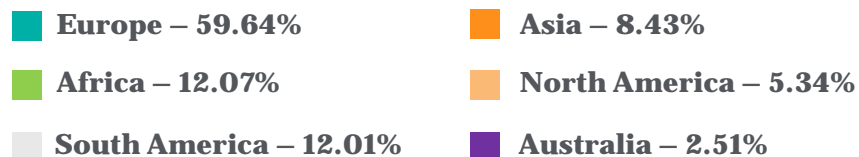


Our team of professionals is our major competitive advantage

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**





Corporate Policies

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



▲ 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.

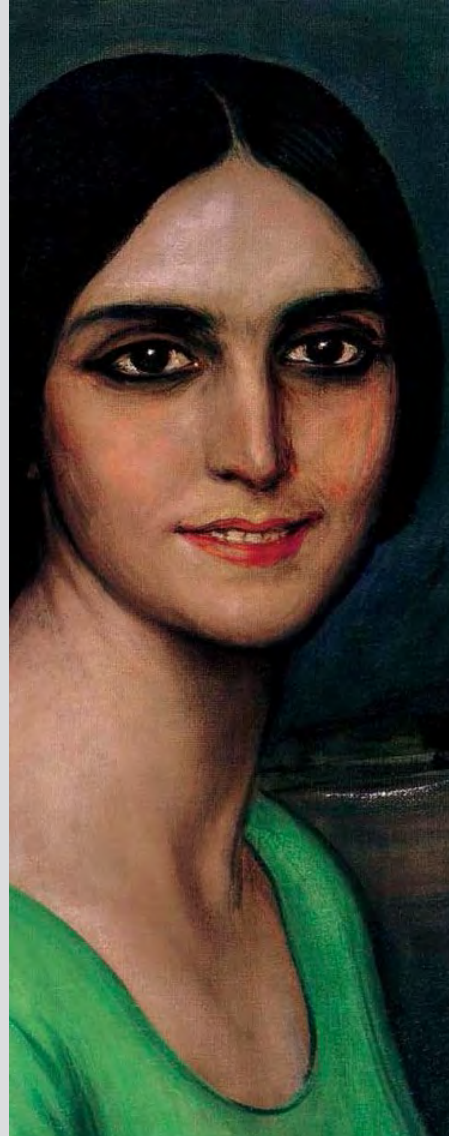
Our technological model also allows us **to quickly adapt to the market**, keeping the customer as a fundamental focus throughout the entire innovation process.



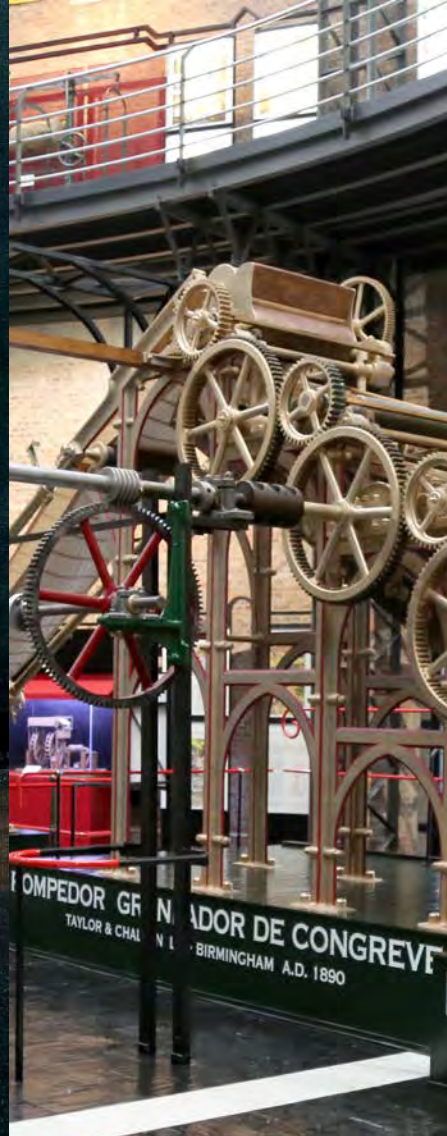
MAXAM
Foundation

We take pride in participating in the **cultural, social and educational development** of our communities.

fundacionmaxam.net



MAXAM Painting Collection, started in 1899.



Home of Explosives in the Museum of Mining and Industry of Asturias (**www.mumi.es**) located in El Entrego (Asturias, Spain).



MAXAM chairs at the university ETSIME in Madrid, Spain.

Collaborating with more than **10 universities** worldwide.



Organization, protection and conservation of the **historical heritage** of the Company since its establishment in 1872 by Alfred Nobel.

maxAm

Beyond Performance

maxam.net