



**IBU-tec expects a highly profitable growth in sales to between EUR 80 and more than EUR 100 million by 2025/ Own battery product and focus on global greentech markets as growth drivers**

- **Strategy "IBU 2025" presented**
- **EBITDA margin to increase to more than 20 percent**
- **20-25 percent p.a. average growth in the coming years**
- **Battery materials to account for up to 30 percent of sales**
- **Positioning as a greentech company in global growth markets to be pushed forward**

Weimar, January 25, 2021 - IBU-tec advanced materials AG ("IBU-tec", ISIN: DE000A0XYHT5) presents its "IBU 2025" strategy. In it, the company has further developed and sharpened its growth strategy prior established in 2015. Due to the increased demand for battery products as well as the Group's strengthened positioning in global growth markets with focus on environmental and resource conservation, IBU-tec expects growth of 20-25 percent per year on average in the coming years. For the 2025 fiscal year, IBU-tec is planning to generate sales of between EUR 80 million and more than EUR 100 million in the Group, with an increase of the EBITDA margin to more than 20 percent. In the core segment of battery materials, the Group even expects to increase its sales by more than tenfold compared to 2020. Thus, in 2025, 25 to 30 percent of the Group's total sales are expected to be generated in this segment.

In the battery materials sector, IBU-tec will also be represented with its own product for the first time as of this year on the global growth market (see Corporate News of October 19, 2020). With Varta AG, IBU-tec has already won a renowned customer for its new product. LFP batteries are also expected to be increasingly used by Tesla in the future and provide, among other things, an improved range for electric vehicles. There are also potential uses for them in batteries for hearing aids, stationary energy storage systems and boat motors.

IBU-tec also expects profitable growth in the glass coating segment in the coming years. The MBTC product used for glass coating, which is produced by IBU-tec's subsidiary BNT, uses a special coating process to ensure that glass bottles remain robust and easily tradable over several cycles during recycling. As a result, more recyclable glass bottles and fewer plastic bottles can be produced. Following the market exit of an important competitor, IBU-tec is now the only producer in this segment still based in Europe. Accordingly, the group aims to double its sales in this segment in the coming years. Further growth drivers until 2025 will be the service and recycling business as well as new and existing specialty chemical products.

Ulrich Weitz, CEO of IBU-tec: "We have a clear strategy for accelerated growth that will multiply our sales by 2025. With our target of between EUR 80 and more than EUR 100 million in sales and an EBITDA margin of more than 20 percent, we have not even taken into account any best-case scenarios. Battery materials will be our most important growth driver for many years, and with our own product, which we will be able to market from autumn, we are growing into another new dimension. With our product, we will serve LFP batteries, which are increasingly becoming the focus of pioneers in the industry such as Tesla for example. As a greentech company, we are also benefiting from global megatrends in the areas of environmental protection, resource conservation and the circular economy. With our "IBU 2025" strategy, we are future-proof for the next five years and long beyond."

The 2021 financial year will mark the start of the company's dynamic development in the coming years. Thus, IBU-tec anticipates significant sales growth of between EUR 37 and 39 million in 2021, with an expected EBITDA margin of between 17 and 19 percent. Total operating performance in 2021 is forecasted to be between EUR 41 and 43 million.

IBU-tec's growth in the coming years will be based on sustainability, customer orientation and comprehensive involvement of employees and their potential. Together with the strong and proven business model, this will result in IBU-tec's successful market positioning. As part of the "IBU 2025" strategy, the company will further optimize the efficiency of structures and processes: this means, for example, progressive cost orientation, increasing productivity and leveraging synergies. IBU-tec has already started to standardize systems within the Group and to exploit cross-selling opportunities even more with a uniform corporate culture.

Ulrich Weitz, CEO of IBU-tec, explains the IBU 2025 strategy in more detail in a video message under the following link: <https://www.ibu-tec.com/news-media/news/news-article/news/>.  
A short presentation on the 2025 forecast is available to view via the following link: <https://youtu.be/S9w4P8b9b-k>.

## **About IBU-tec**

The IBU-tec Group develops and produces innovative materials of the highest quality for the industry. It combines unique, partly patent-protected thermal process engineering, with the process and material know-how of around 250 highly qualified employees.

The products are important components of battery materials for electric mobility and stationary energy storage, as well as solutions for air purification, resource conservation or the reduction of plastic packaging. IBU-tec is thus in a long-term position to respond to global megatrends, especially in the fields of climate and environmental protection. It has an international customer base ranging from innovative medium-sized companies to global corporations.

Further information can be found online at [www.ibu-tec.de](http://www.ibu-tec.de).

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