



Chemical Research Launch

Building alchemy ahead of the green wave

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The first sell side independent boutique dedicated to Global Industrial equity research

- Four senior partners and one Research associate and three research assistants based in London
- Over 65 years of combined experience in the industry and financial markets
- Investment advisory firm regulated by the Financial Conduct Authority in the UK and the SEC in the US
- Launched **Global Building materials** coverage in 2018, now covering 17 stocks serving over 60 institutional investors, strategic investors, and corporates
- Now launching **Global Chemicals** coverage in 2020 with 20 initially stocks and an eventual coverage of 45 names

We produce differentiated research leveraging our industry experience and corporate relationships

- Our name reflects our aim to connect financial markets and industry through field research
- Global strategic research & industrial forecasts
- Financial models & valuation of over 60 listed stocks on the building materials and chemical industry
- Monitoring of 5 sectors and more than 100 stocks for global benchmarking and end market analysis

We offer ideas, analysis and intelligence to help investment decisions

- Advisory for Institutional investors with substantial exposure to the industrial sector
- Long-Only Institutions, Hedge-funds, Strategic investors, Private equity funds

We believe in excellence, integrity and client service

BUY SIDE, SELL-SIDE AND INDUSTRY EXPERIENCE

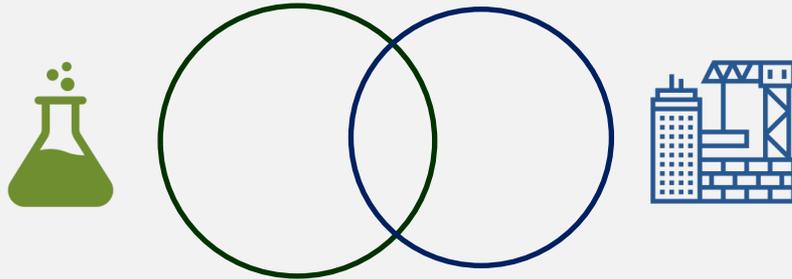


Jaideep Pandya

Prior to joining On Field, Jaideep has been on the Buy-side in Millennium and Schroders covering global chemicals, oil & gas and consumer staples sector for 4 years. Previous to that, he built successful chemicals franchises at Berenberg and Goldman Sachs for 5 years. Having started his career in Industry, **Jaideep** was IR at Clariant for four years

A clear convergence between Chemicals & Building Materials

A substantial overlap on costs and revenues



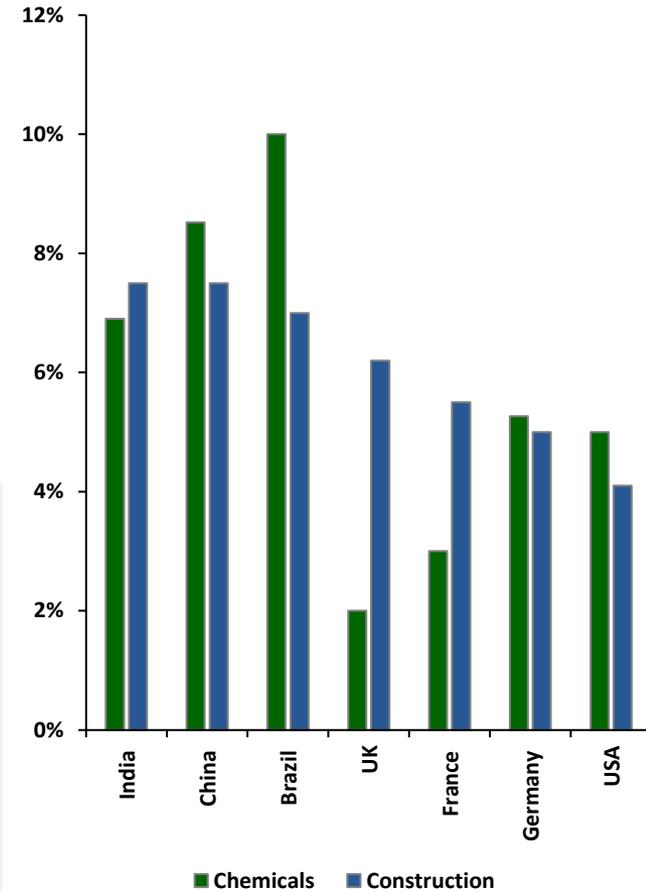
Construction account for up 30% of chemicals demand

Chemicals are up to 60% of costs for foam insulation, waterproofing and construction additives

Both sectors are critical contributors to achieve carbon neutral economies

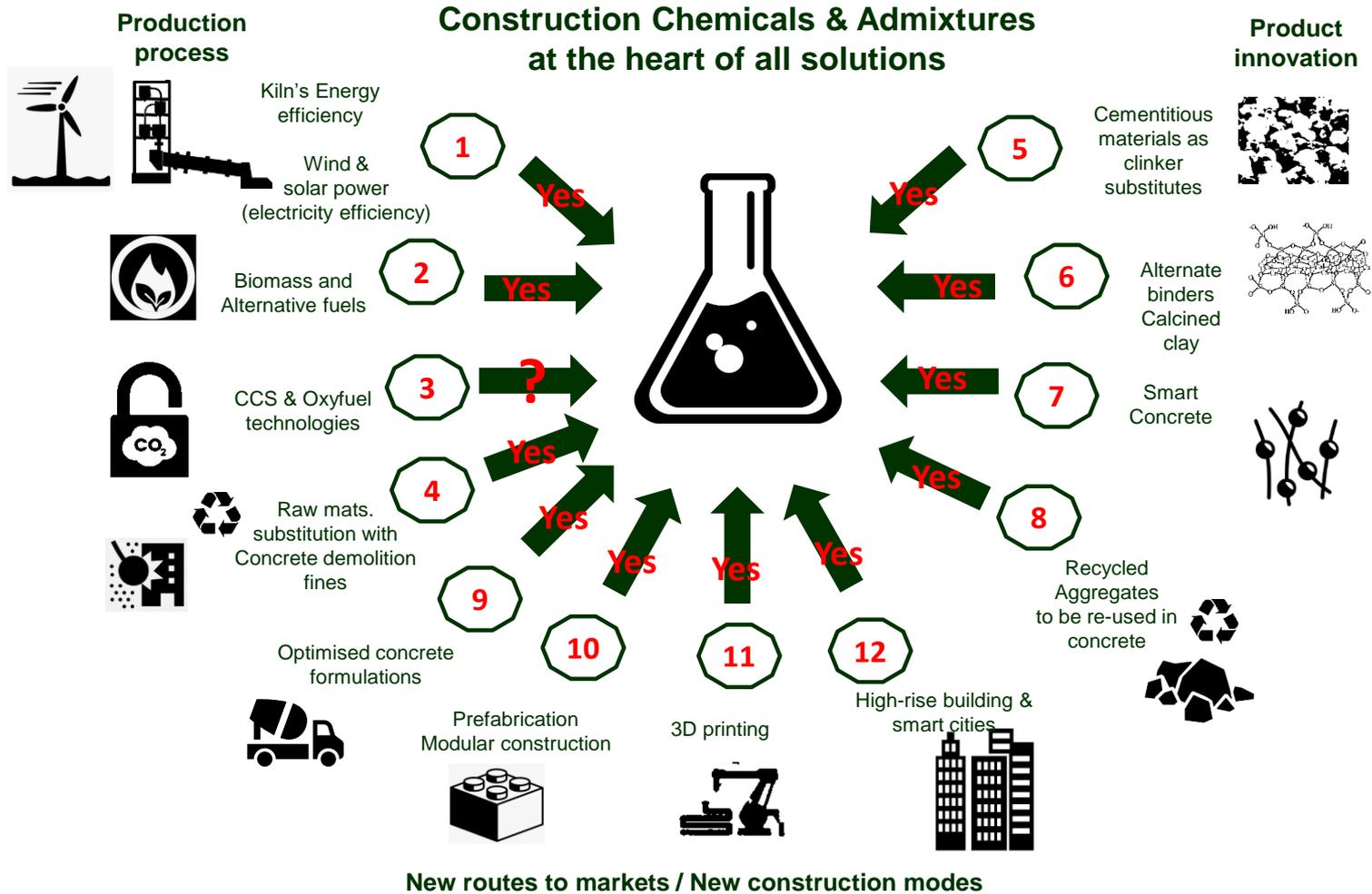


% of GDP



A clear convergence between Chemicals & Building Materials

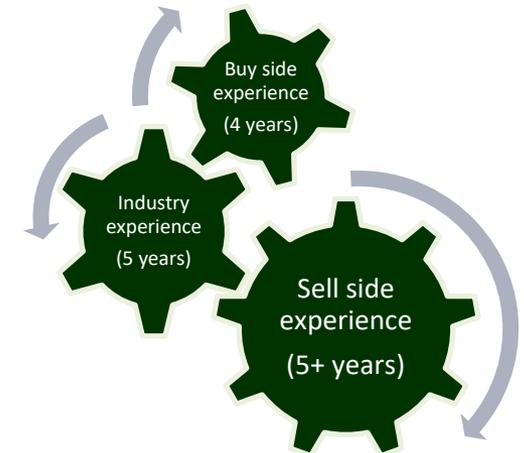
Chemicals products are critical to win the challenges of the “Zero Carbon” concrete industry



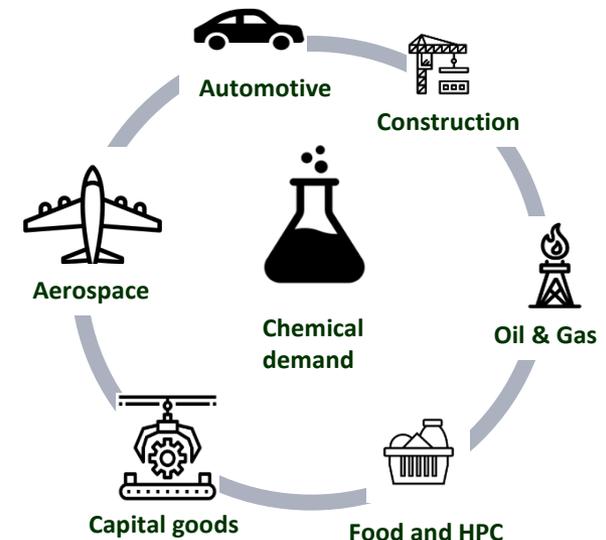
Why On Field should be your Chemical research partner

- **Background geared towards Alpha Generation**
 - 15 years of sector coverage (over multiple cycles)
 - Built Chemicals sector franchise from scratch at Berenberg
 - Experience of coverage of Oil and consumer sector – the front & back end of Chemical's value chain
 - Alpha generation on the buy side in both Long short and Long only
 - Experience in the industry (IR at Clariant)
 - ⇒ **We can think like analysts, company managers and investors**
- **A differentiated approach and a unique sector offering**
 - Global coverage with granular and user-friendly models
 - Tracking of data points in 5 adjacent sectors to Chemicals to understand end market dynamics
 - Strong corporate relationships
 - Risk/Reward valuation framework and analysis (scenarios)
 - ⇒ **No stones left unturned to get the most accurate estimates**
- **A unique ESG framework**
 - Proprietary ESG frame-work analysing 5 key stake-holders on 25+ metric for each company
 - Integration of ESG into valuation
- **Best in class service**
 - Bespoke approach (network access, tailored analysis...)
 - Passion to share and debate ideas (idea dinners)
 - ⇒ **Our sole focus is catering to our clients needs**

A unique combined experience



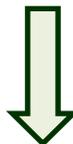
Sector watch list to monitor demand



Current landscape of Chemical sector

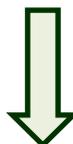
Current reality

- Number of teams in HEDGE FUND PODS investing in CHEMICALS has gone up significantly in EUROPE/US
- BUY-side & SELL- side process has converged with focus on a) **DEMAND data points** and b) **PRODUCT spreads**.
- There is strong emphasis on **EARNINGS MOMENTUM** to generate alpha
- LO`s have shifted focus towards “**quality end**” of the sector



As a result

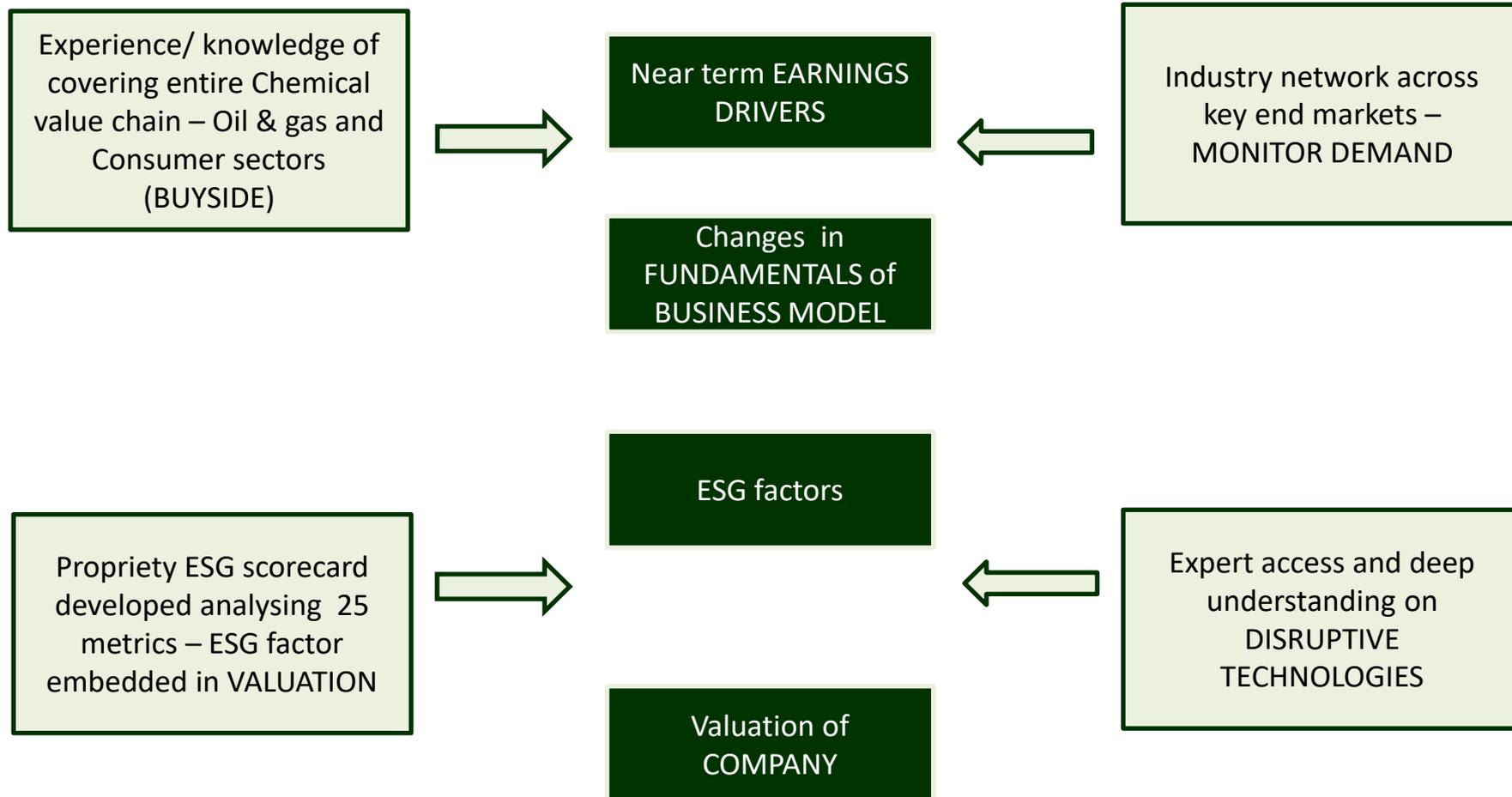
- There is sharp increase in ALPHA DECAY
- There is a strong divergence of GROWTH VS VALUE in the sector



Whilst near-term focus on data points is KEY Going forward – we feel it is IMPERITIVE to focus on

- ESG framework – to understand the holistic sustainability of a business model
- Analysis of cost structure – in the new OIL GAS paradigm
- Disruptive technologies based on “renewable products” and green / circular chemistry

Our Edge: Comprehensive process





Chemical Research Pricing

		CORE SUBSCRIPTION	READERSHIP +	READERSHIP AND MODELS	READERSHIP ONLY
Product	Reports & presentations	✓	✓	✓	✓
	Reactive market comments	✓	✓	✓	✓
	Interactive financial models	✓	✓	✓	
Service	Analyst access	✓	*		
	Bespoke requests	✓			
	Ideas dinners	✓			
	Pricing (ex. VAT)	\$50k	\$23k	\$15k	\$10k

Additional services: Differentiated network Access (CEOs dinner, Industry expert meetings, field trip etc.): Ad hoc pricing

* Readership+ entitles you to 4 hours of analyst interactions (meetings/calls) per year

- Focus on a limited number of clients maximizes our time spent generating investment ideas
- Exclusivity ensures best in class services and an information advantage
- We see our clients as our long term partners

Our prices are minimum levels set as guidance for research services, based on an annual term and they may be subject to VAT

Coverage with Models, Target Price and Recommendation

- **Europe diversified chemicals**
 - Arkema
 - BASF
 - Covestro
 - Clariant
 - Evonik
 - Lanxess
 - Solvay
 - Synthomer
 - Wacker Chemie
 - Victrex
- **Coatings**
 - Akzo Nobel
 - Axalta
 - PPG
 - Sherwin Williams
 - Nippon paint
 - Kansai paint
- **US diversified chemicals**
 - Avient
 - Celanese
 - Dow
 - Eastman
 - Huntsman
 - HB fuller
 - LyondellBasel
 - Trinseo
 - Westlake
 - Chemours
- **Battery value chain**
 - Johnson Matthey
 - Umicore
 - Albermarle
 - LG chemical
 - Samsung SDI
- **Ingredients**
 - Ashland
 - Croda
 - Chr Hansen
 - DSM
 - Givaudan
 - Henkel
 - Symrise
 - Kerry
 - Neste
 - Novozymes
 - Mowi
 - Lonza
 - IFF
 - Dupont
- **Industrial gases**
 - Air liquid
 - Linde Praxair

The Building Materials Team: Broad and Multi-Faceted Experience

BUY SIDE, SELL-SIDE AND INDUSTRY EXPERIENCE

Yassine Touahri, Founding Partner



Prior to founding On Field in 2017, Yassine worked for 10 years as an Equity Research Analyst at Exane BNP Paribas. He initially worked alongside Arnaud Pinatel: the team was consistently ranked number 1 in Extel Surveys during his 10 years. Yassine previously worked in the investor relations department of Saint-Gobain.

Arnaud Pinatel, Founding Partner



Prior to founding On Field in 2017, Arnaud was a Senior Industrials analyst Moore Capital and a Partner at Denjoy Capital. He previously built one of the world's most respected research franchises at Exane BNP Paribas on Building Materials and Construction and was promoted to co-Head Research at the firm (overseeing the work of 100+ analysts). Arnaud started his career as an analyst reporting to the CEO of Vicat on industry strategy.

Mark Stockdale, Partner (Senior Advisor)



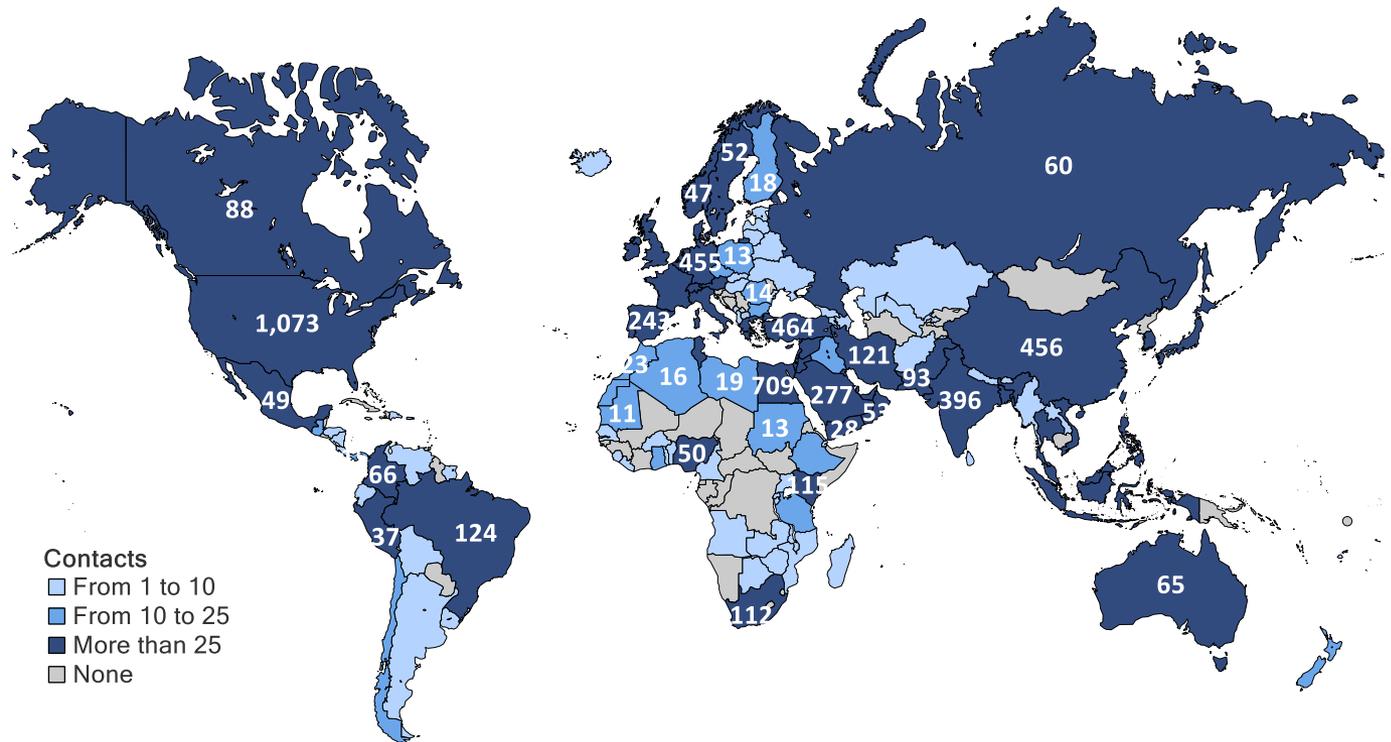
Prior to joining On Field, Mark was a Senior Member of the Corporate Broking Team at UBS and Sector Head of the Investment Banking Building & Construction team. He previously built one of the world's most respected Building and Construction Research franchises at UBS (1991-2011) and was one of the most highly ranked analysts in the sector and the overall research industry in the Institutional Investor Europe survey over 30 years. Mark was promoted to European Head of Research at UBS 2011-14, initially overseeing c200 analysts across 10 countries. He started his building materials research career in 1983.

Our Edge: A Unique and Unparalleled Industry Network

- Unparalleled Network of contacts (>8,000 industry executives on 6 continents)
- Regular interaction with senior sector executives globally
- Regular speaking engagements at key international industry conferences allows us to maintain and grow our network and stay ahead of the curve on industry trends



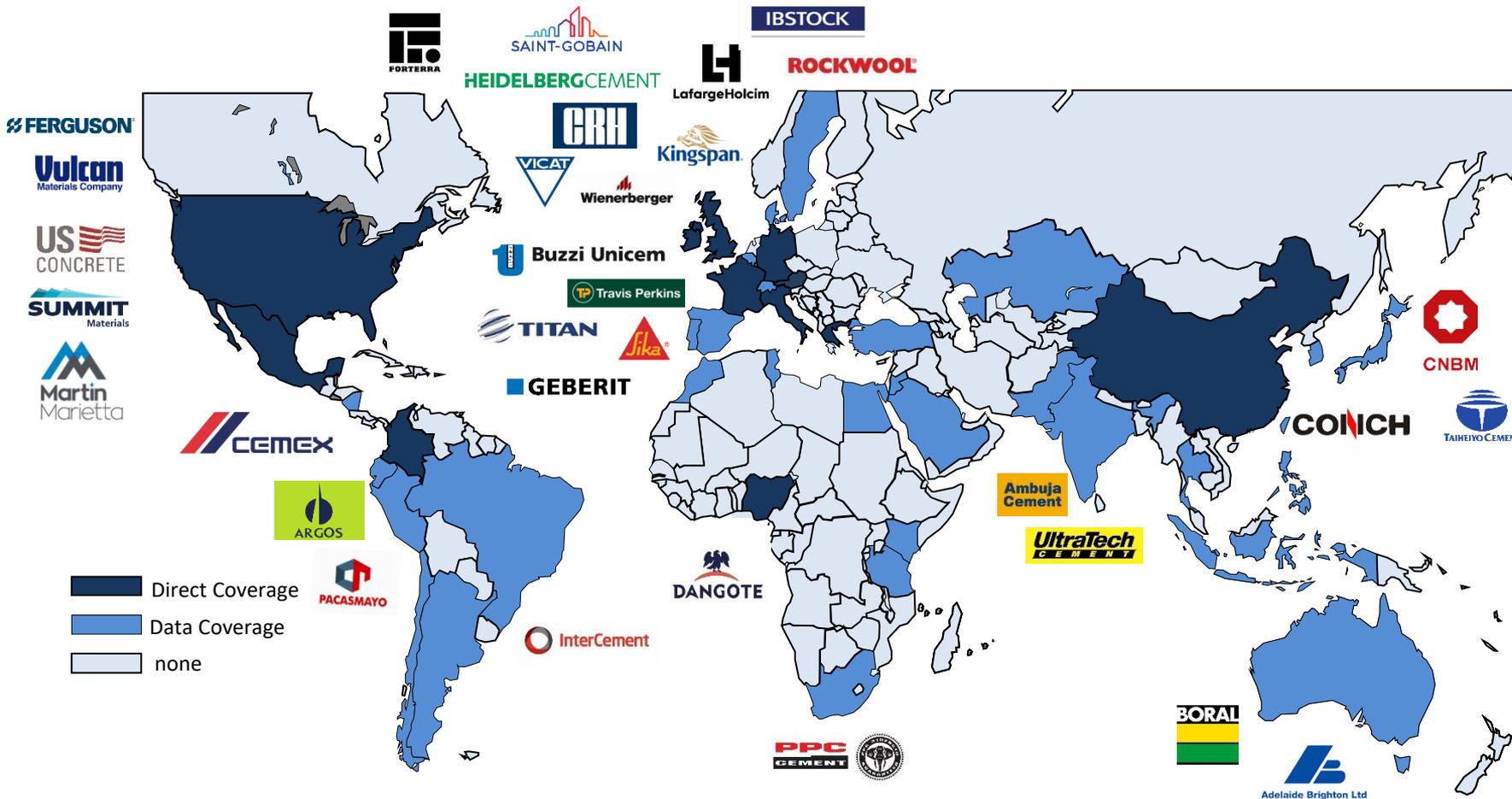
A worldwide network of industry contacts



FIELD RESEARCH IS AT THE CORE OF OUR PROCESS

Our Coverage: A Global Approach

- Global Cement coverage with no silos
- We also plan to cover Saint-Gobain, its peers, bricks producers and a large pipeline of other producers & distributors
- We initially target 20 names under active coverage (recommendations) and 80+ names monitored for data



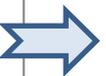
The On Field Edge: Product Focus on Alpha

OUR GOAL

- Identify ideas that provide >20%+ performance on an absolute basis and attractive Risk/Reward prospects
- Quarterly pair trades to generate alpha on a relative basis

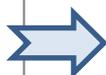
WHAT MOVES STOCKS IN OUR UNIVERSE

- 1) De-rating or re-rating**
 - Business models
 - Management change
 - Portfolio change
 - Restructuring
- 2) Cycle and earnings momentum**
 - Product spreads
 - Short term demand factors
 - Position in the cycle
- 3) ESG**
 - Sustainability of current earnings = CURRENT Technology vs “DISRUPTIVE Technology
 - Cost to do business
- M&A**
 - Transformational deals
 - Market consolidation / fragmentation
 - Speculation



HOW TO GET AHEAD OF THE CURVE

- 1) Getting the big picture**
 - Understanding the dynamics of cost curve and raw material – in dynamic Oil & gas world
 - Analysing disruptive technologies vs current technologies
 - Understanding fundamental demand-supply balance
- 2) Accuracy of forecasts**
 - Monitoring end market data point via broad industry network
 - Understanding product spreads and anticipating change in spreads
 - Understanding scope for cost cutting
- 3) Predicting re-rating /de-rating**
 - Change in business model
 - Change in management/cost position



THE ON FIELD EDGE

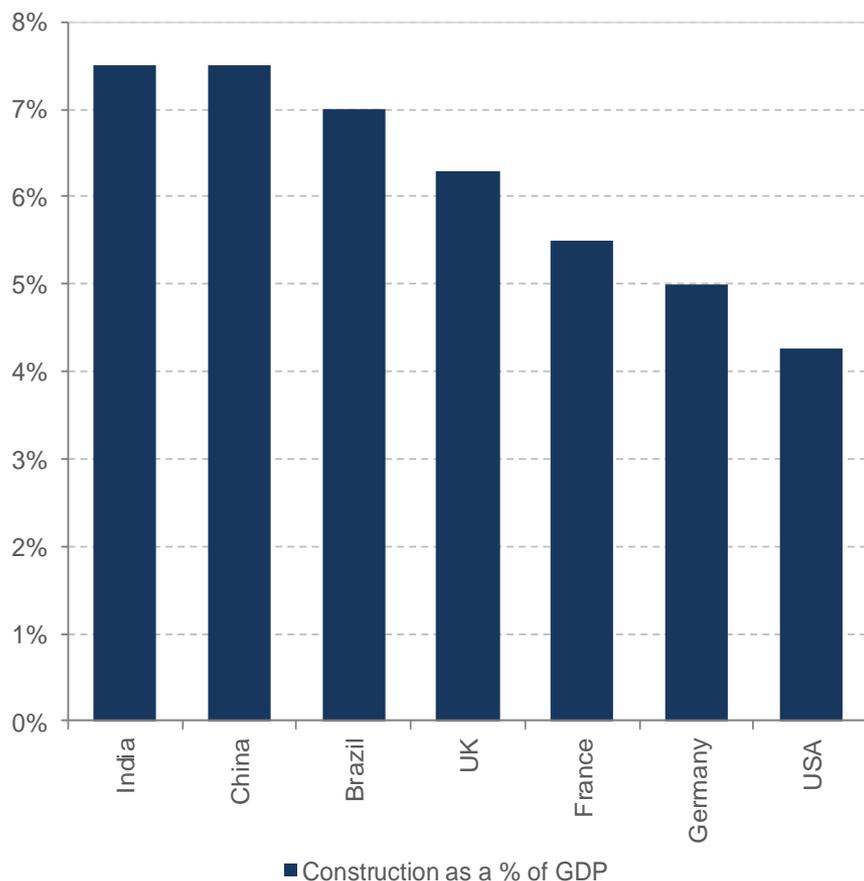
- 1) Industry knowledge**
 - 15+ years combined experience on the buy-side, sell-side and in the industry
 - Unique access to CEOs, CFOs and worldwide network
- 2) Proprietary data**
 - Regular field research to meet companies globally
 - Rigorous data collection and monitoring of all key inputs and leading indicators
- 3) Understanding ESG**
 - Proprietary score-card and valuation tool to embedded ESG analysing 25 metrics
 - Understanding the impact on business model from change in government policies/macro trends
- 4) Global M&A analysis**
 - Global cash power forecast
 - Historical M&A cycle analysis
 - Focus on long term strategic imperatives and reaction to opportunities/threats

OUR PRODUCT AND SERVICE OFFERING

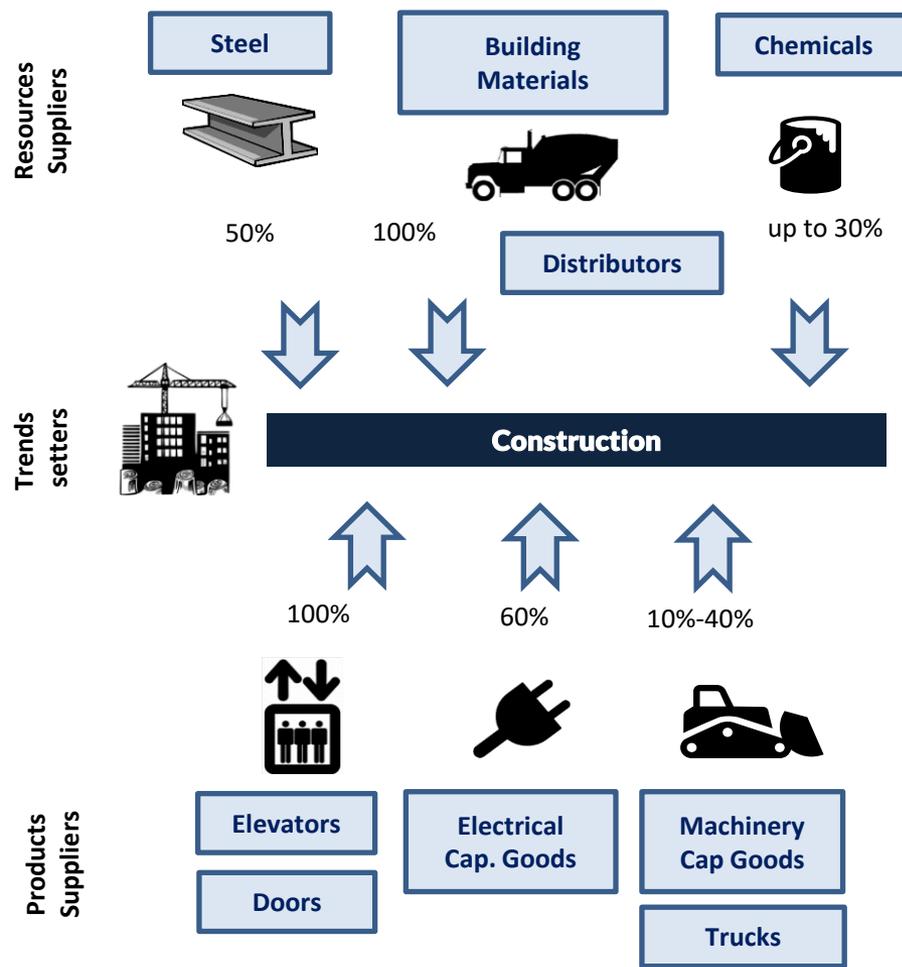
- Big picture reports**
- Thematic approach to key sector developments
 - Proprietary Capital allocation framework
 - Detailed MT forecasts
- Single Stock Reports**
- In-depth company analysis
 - Actionable investment ideas
- “Turning Points” reports**
- Thematic or cycle change
 - Actionable calls targeting key inflection points
- ESG report**
- Score-card & valuation impact report
- Differentiated Corporate access/Field Trips**

The On Field Edge: Providing insights well beyond our universe of stocks

Construction: a major component of GDP



.. and a trend setter for other sectors





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Coverage with Models, Target Price and Recommendation

- **Europe heavyside**
 - LafargeHolcim
 - HeidelbergCement
 - CRH
 - Vicat
 - Buzzi Unicem
- **North America**
 - Cemex
 - Vulcan Materials
 - Martin Marietta
- **Emerging Markets**
 - Conch
 - Dangote
 - Argos
- **Lightside**
 - Saint-Gobain
 - Wienerberger
 - Ferguson
 - Sika
 - Kingspan
 - Rockwool
 - Geberit (Upcoming)