

We make plastic more
fantastic.

Nexam Chemical Holding AB (publ)

Småbolagsdagen 11th June, 2018

Anders Spetz, CEO

Agenda

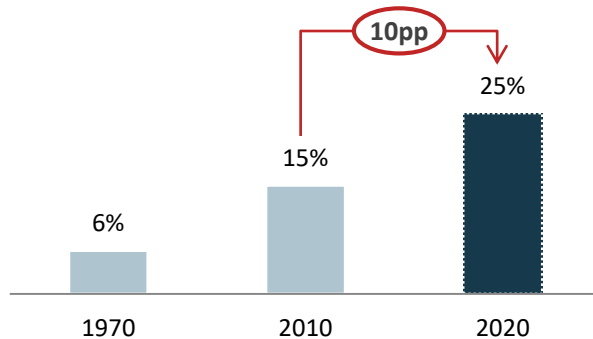
- Nexam Chemical in short
- Market
- Nexam Chemical's strategy
- Recent milestones
- Financial development
- Going forward
- Q&A

Plastics are a part of our daily lives....

Plastic is an amazing material used in so many applications today. Some are obvious. Some are not.

Plastics are replacing metals in cars

Estimated share of plastic in a car



...and we make plastic more fantastic.

Value proposition

Nexam Chemical turns **advanced technology** into **user-friendly, cost-efficient** products, enabling **enhanced properties and increased sustainability** of polymeric materials.

Advanced technology

- Increased mechanical properties – strength, toughness
- Improved heat resistance
- Chemical resistance

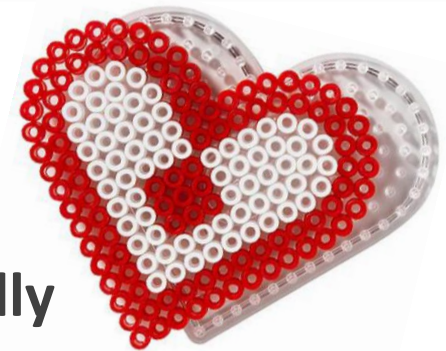
Cost-efficient

- Reduced production cost
- Increased production efficiency
- Lower material cost – less material, cheaper material

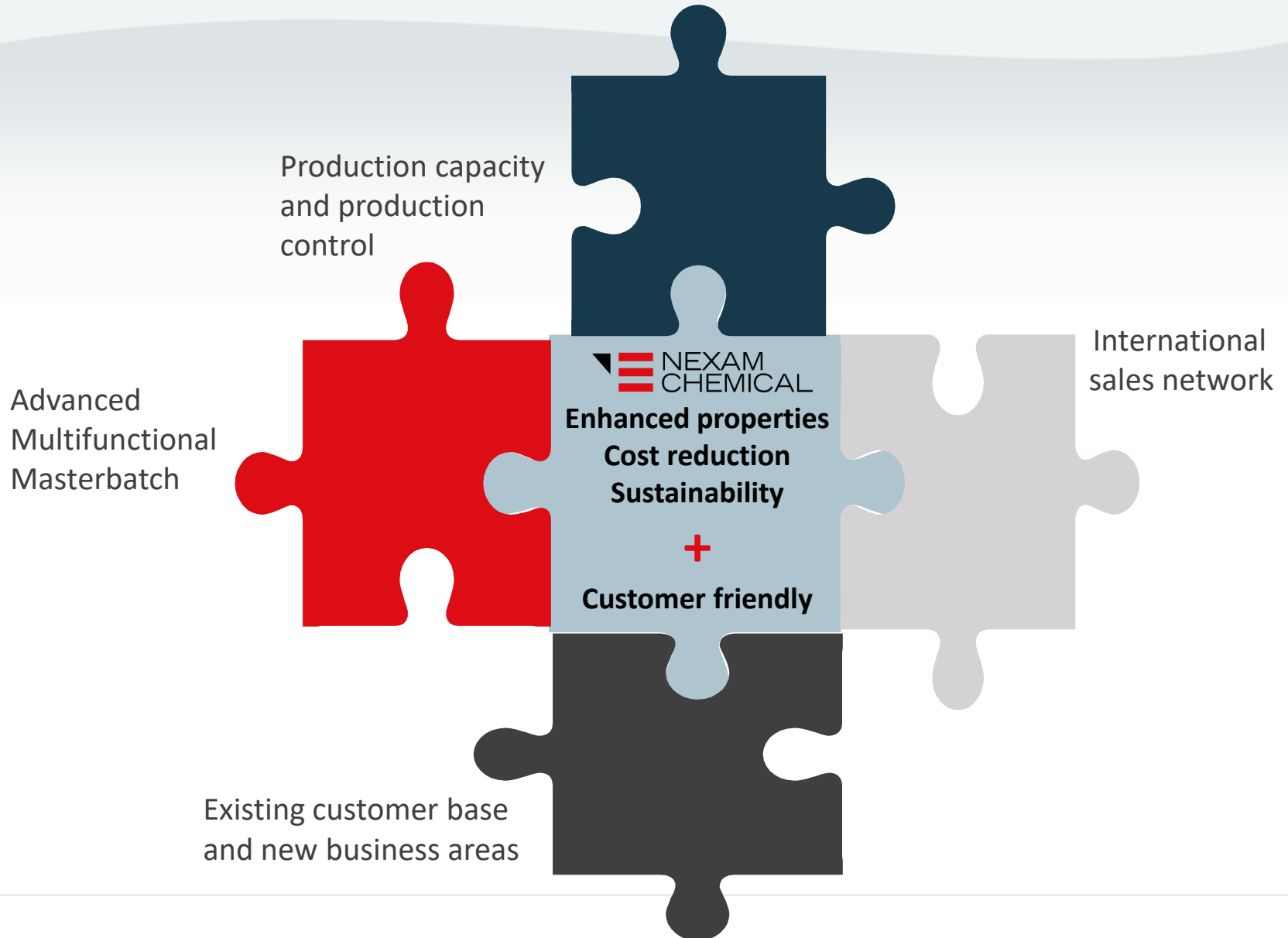
Sustainability

- Upgrades larger portion of recycled plastics – lower cost
- Lower weight of products

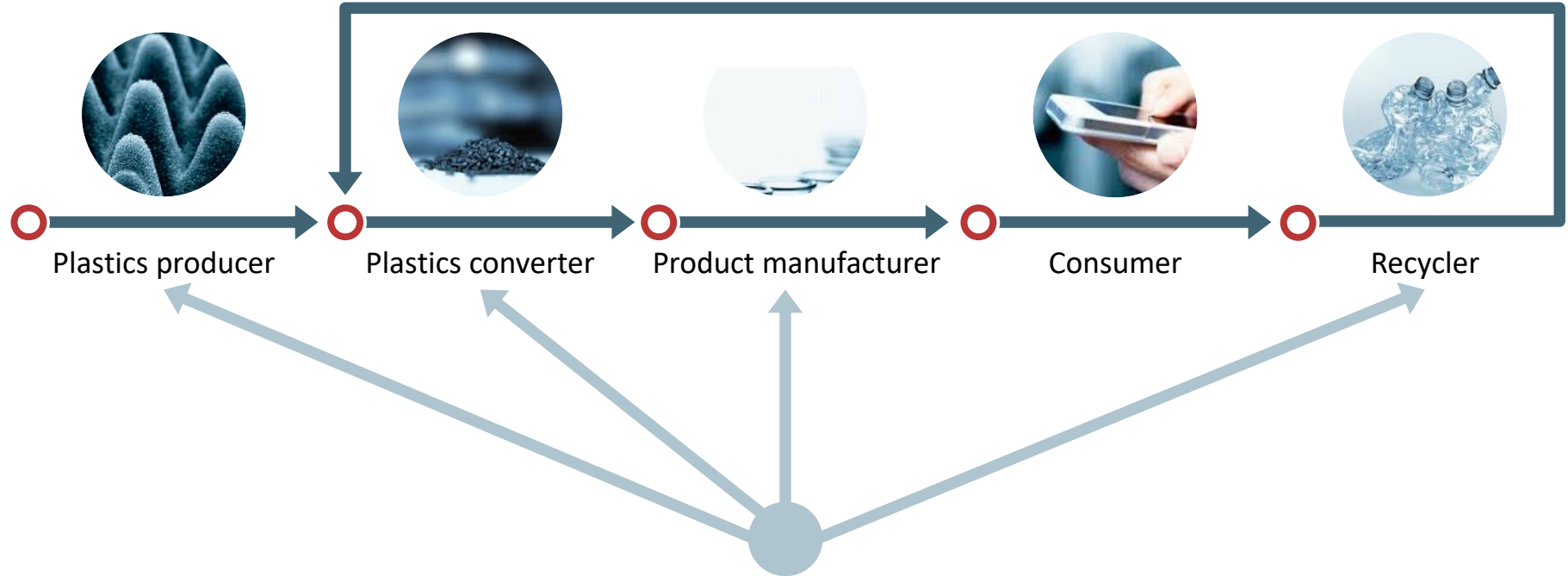
User-friendly



Acquisition strengthens value proposition

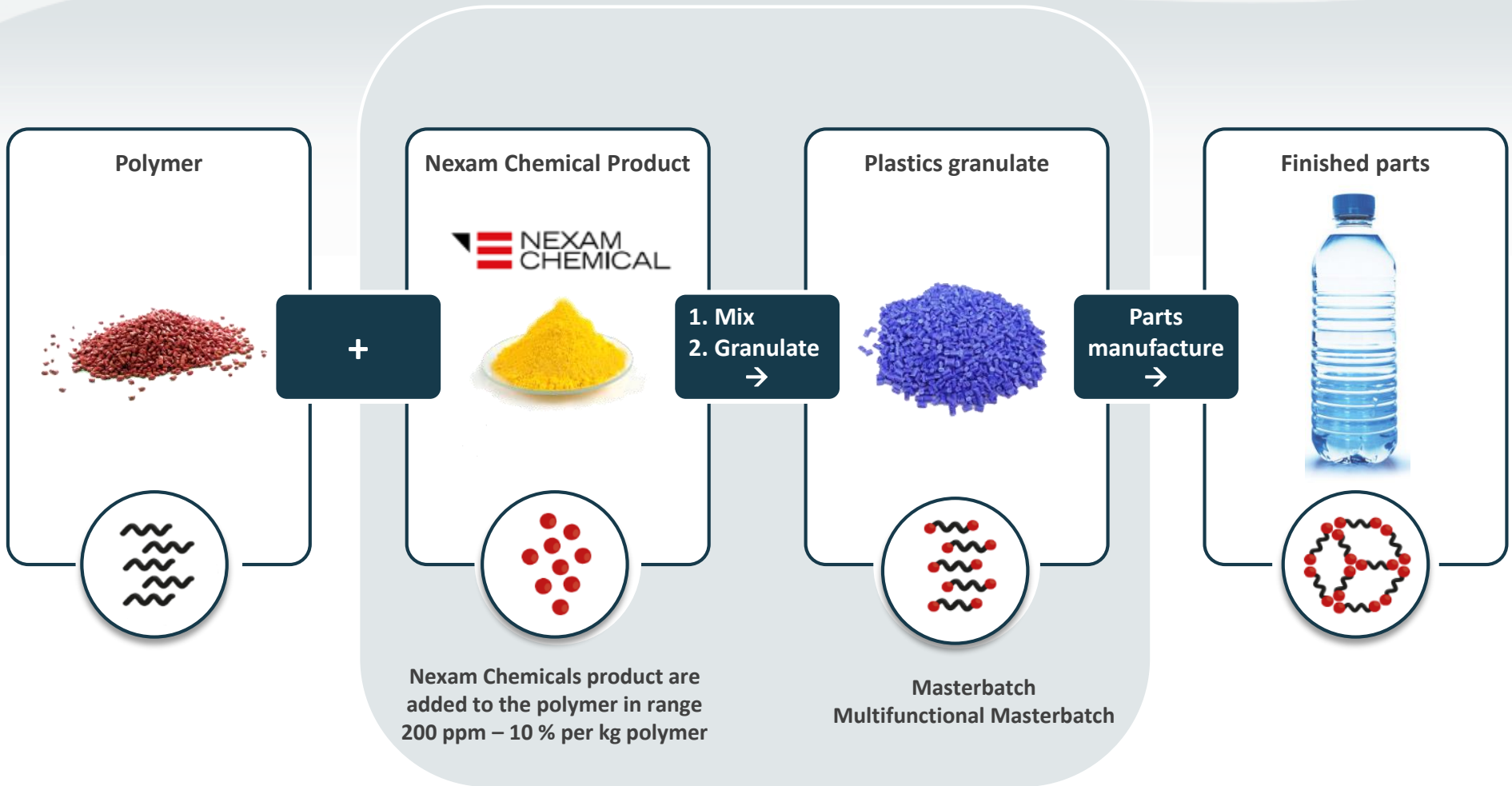


Our customers



Nexam Chemical's solutions can improve the properties of plastics and production processes in all steps of the value chain

Nexam Chemical's products in the value chain

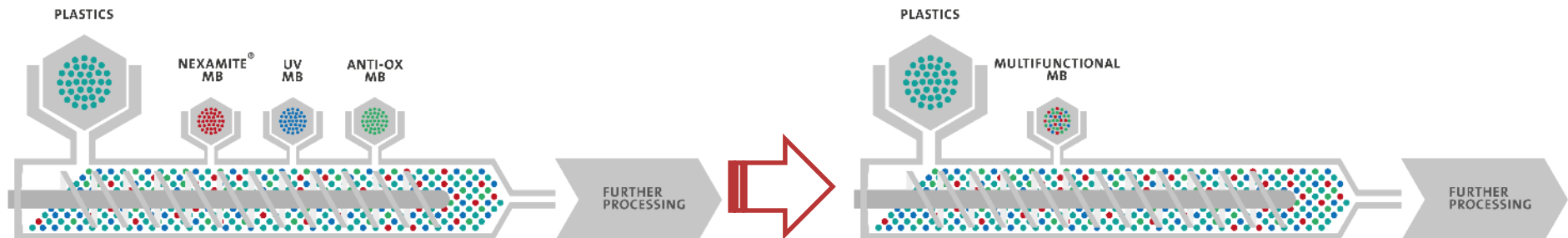


Multifunctional masterbatch

Functional masterbatches for cost effective process and material performance

- NEXAMITE® M masterbatches deliver performance enhancement along the application value chain for a range of polymers. By combining NEXAMITE polymer modifiers with generic masterbatch concepts multifunctionality is created. With combined functionality M-range improves processability and material performance which in turn deliver cost efficiency.
- The NEXAMITE range of multifunctional masterbatches are today available for polymers like PET, PBT, PTT, PEN, co-polyesters, LLDPE, m-LLDPE, MDPE and HDPE.

Product name	Carrier	Target polymers	Application
M480502	HDPE	MDPE, HDPE	Pipe, Blow molding, Geomembrane, Foam, Film, Recycling
M480504	PE plastomer	LLDPE, m-LLDPE, MDPE, HDPE	
M021200	PET	PET, PBT, PTT, PEN, co-polyesters	Foam extrusion, Blown film extrusion, Blow molding
M921010	LDPE		Filament extrusion, Cast film extrusion
M992000	PET		



Nexam Chemical – world wide

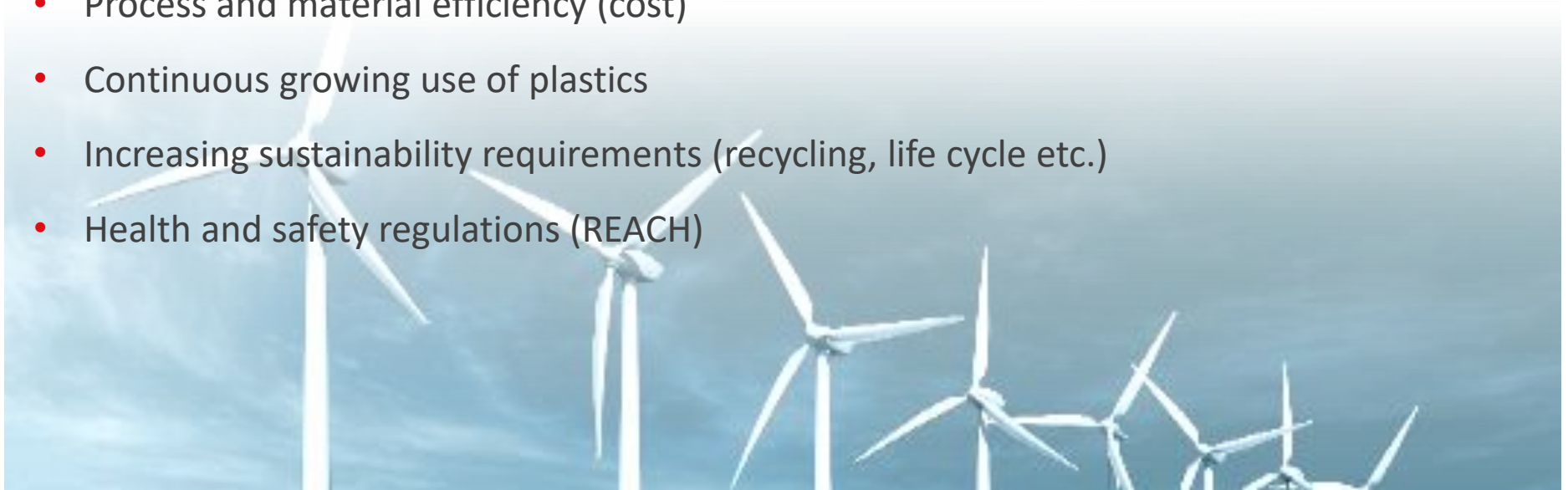


- Sales offices in 12 countries
- Production in 5 countries

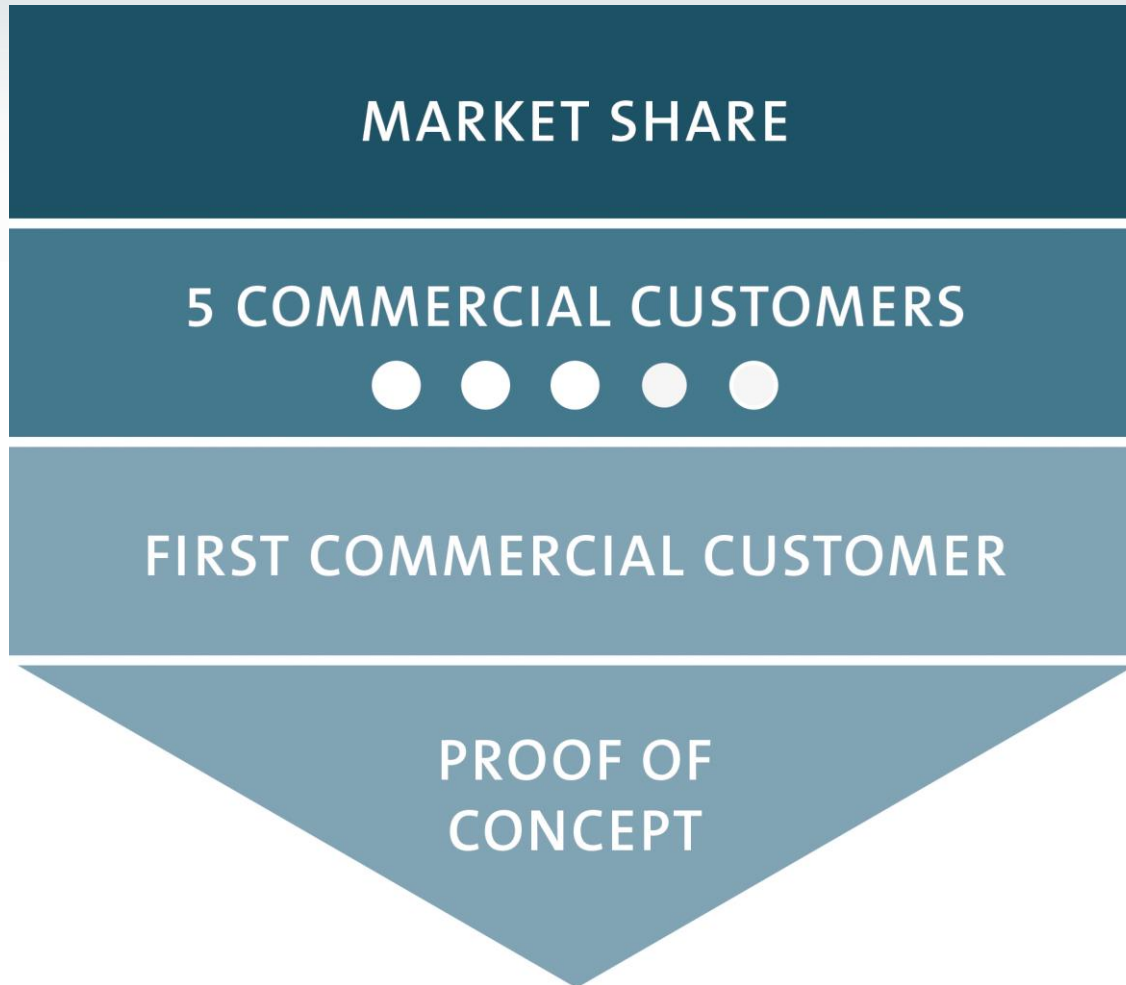
Market demands

Nexam Chemical's market is mature and characterised by stable growth and demand for cost-efficient innovations

- Innovation need (replacement of materials i.e. metal)
- Process and material efficiency (cost)
- Continuous growing use of plastics
- Increasing sustainability requirements (recycling, life cycle etc.)
- Health and safety regulations (REACH)



Nexam Chemical's business model



Nexam Chemical's strategy – focus areas

Polyethylene pipe



- Multiplied number of customers in test phases.
- Project with leading producer to develop next generation of pipe.
- Deliveries of NEXAMITE® for multifunctional masterbatch.

Polyester foam



- Supply products to three of the world's four leading producers.
- Masterbatch concept successfully developed.
- Volume capacity of masterbatch secured.

High performance



- Repeat order of about 5.3 MSEK received for polyimide resin.
- Customer developing composite for next generation civil aviation.
- Industry trend of high performance composites in hotter zones of engines.

Nexam Chemical introducing new focus areas

Nexam Chemical adding two new focus areas in the portfolio.

Electronics



- Break-out from high performance.
- Material sold for production of semiconductors.

Medical



- Large interest initiated by customers.
- Growing market with high margins.

Recent milestones

- Signs supply agreement with Armacell.
- Vinnova project for light weight solutions with graphen modified composites.
- Approved for listing on Nasdaq First North Premier.
- Supplies material for semiconductors – new segment with high performance.
- Receives new 5.3 MSEK order from Maverick.
- Launch new, more customer focused, website.
- First commercial order for NEXAMITE®-masterbatch from Diab.
- Deliveries to a third customer of the four major manufacturers of PET-foam.
- Acquisition of Plasticolor Sweden AB.
- Break-through order regarding multifunctional masterbatch for pipe production.
- New production line installed and in production.
- New Nexam Chemical grows 10 % first quarter 2018.

Financial Development¹

kSEK	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2016 Q4	2016 Q3	2016 Q2	2016 Q1
Net sales	27 041	9 691	2 090	4 577	2 336	2 097	1 113	4 242	816
Operating expenses	-13 282	-11 418	-4 829	-6 928	-5 799	-7 222	-5 659	-6 663	-4 787
EBITDA ²	-901	-6 913	-3 488	-5 209	-4 346	-5 463	-4 803	-5 123	-4 096
Cash	76 597	86 407	115 885	118 983	124 785	133 147	143 350	147 051	154 813
Operating cashflow	-5 307	-4 049	-2 497	-4 762	-7 163	-4 700	-2 862	-6 783	-3 240
Average no. of employees	42	17	15	14	14	14	13	12	12

kSEK	2017 FY	2016 FY	2015 FY
Net sales	18 694	8 268	7 842
Operating expenses	-28 974	-24 331	-24 665
EBITDA ²	-19 956	-19 485	-19 285
Cash	86 407	133 147	36 305
Operating cashflow	-18 471	-17 585	-23 182
Average no. of employees	17	13	18

Financial comments first Quarter 2018

- Q1 net sales 27 041 (2 336) kSEK.
- Growth 10 % for new joint business compared to corresponding period.
- Operating result before depreciation (EBITDA) -901 (-4 346) kSEK.
- Still strong financial position, cash 76 597 kSEK.

² Earnings Before Interest, Taxes, Depreciation and Amortization

Going forward

- Continued commercialization in our focus areas, expanding into value add niches.
- Further building our supply chain structure and market organization for global reach.
- Accelerated growth through masterbatch and multifunctional masterbatch moving forward.
- New segments within electronics and medical fields identified and will be addressed.
- Continue to develop our market and production footprint to build Nexam Chemical through organic and acquisition-driven profitable growth.



Thank you!

Financial calendar

Interim Report Jan-Jun 2018	16 Aug, 2018
Interim Report Jan-Sep 2018	6 Nov, 2018
Year End Report 2018	14 Feb, 2019



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