

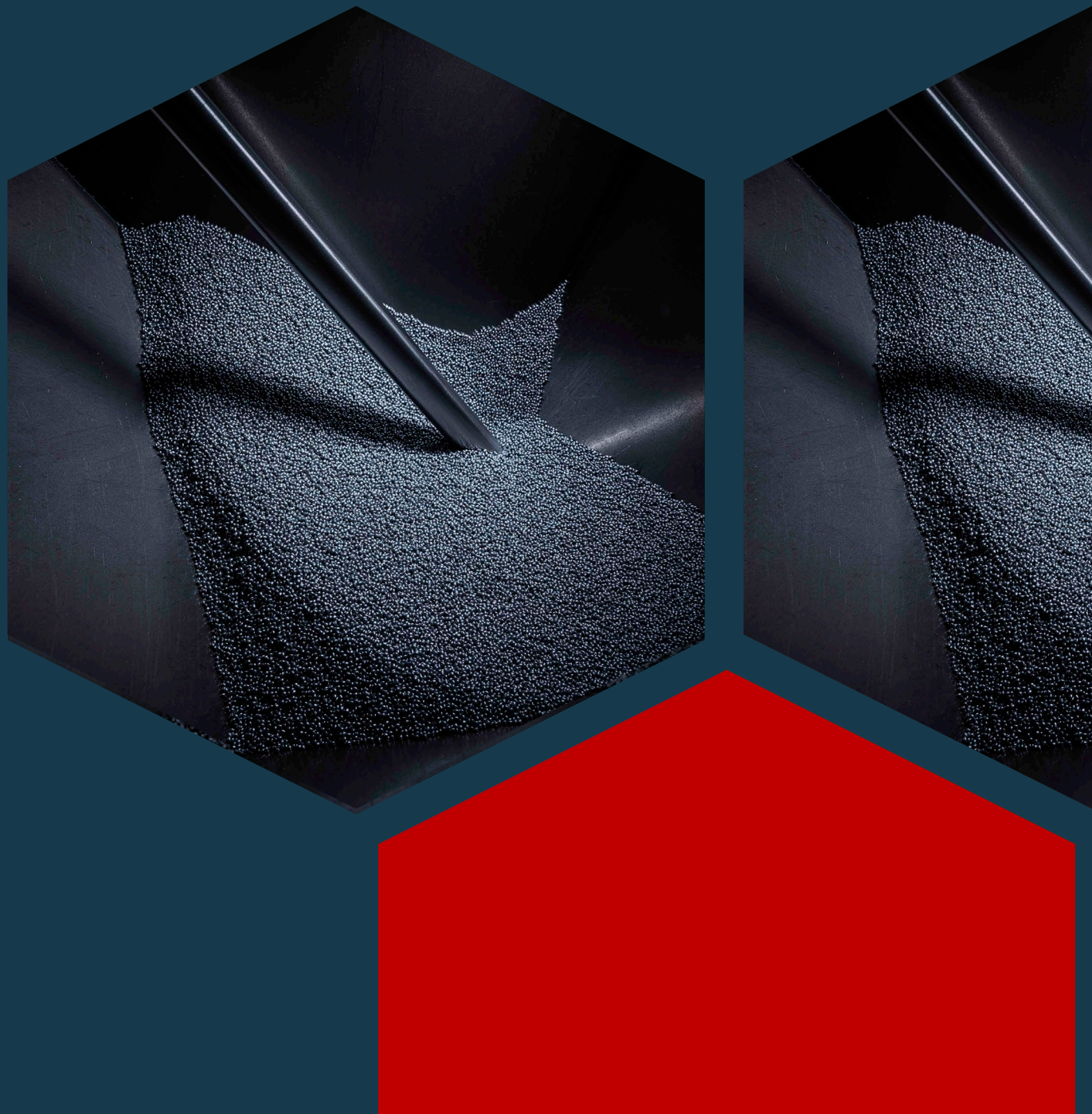
# Nexam Chemical Holding AB

*Q1 2021*

Mats Persson, Chairman

Johan Arvidsson, CEO

Marcus Nyberg, CFO



# Agenda

- Nexam Chemical in short
- Q1 2021: Business Update
- Financials
- Going forward
- Q&A

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12 years of Sustainable innovation by

***Nexam Chemical***

## Additives for Plastics

A better world without plastics? or  
better plastics for the world.



# Company Purpose

*Nexam Chemical and global mega trends*

## Sustainable Transportation

- Light weighting
- Recycling
- High Performance

## Renewable Energy

- Light weighting
- Performance

## Waste/Recycling

- Prepare polymers for the second cycle

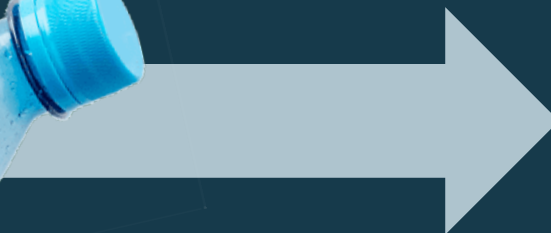
## Plastic for the future

- A future without plastic or a future with different plastic

*Creative chemistry to modify polymers for new challenges*



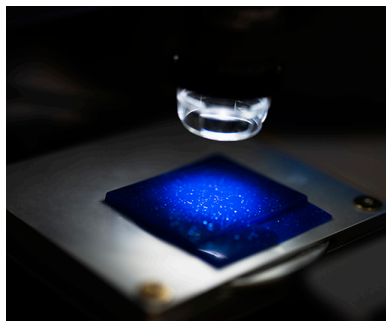
# Stronger, Lighter, Greener



# Stronger, Lighter, Greener



## *Improving Sustainability in plastics with creative chemistry is our growth strategy*



Innovation for  
sustainability



Our products as  
enablers



Sustainable  
operations





# Innovation and R&D

*Creating value with innovative  
chemistry in the polymer market*

- Nexam has development activities in Sweden, Scotland and Hungary
- Share of employees working with R&D: 22%
- 54 Patents, and 4 ongoing patent applications in 4 different patent families: *still untapped opportunities*



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# First Quarter 2021 - Business Update

## Marketing & Sales

- Net sales during quarter amounted to 52,5 mSEK (41,7 mSEK)
- Significant growth in both Nexam Performance Chemical and Nexam Performance Masterbatch
- Launch of the recycling initiative “Reactive Recycling”.
- The first commercial upscaled business in India is initiated.
- Still uncertain market conditions due to Covid 19 situation

## Operations

- Focus on securing delivery performance in the growth situation; increasing volume of more products to more customers.
- Major effort to adapt the production system to current volumes.

## Innovation

- Continued effort on securing sales of already developed products; application development
- New patent application made in the area polyolefins.

## Other topics

- Direct share issue in January; over subscribed and generated 33 534 kSEK after costs for the transactions.
- New organization launched.

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# Nexam Chemical's *products*

*One company*

*Two business units*

Nexam Performance  
*Chemical*

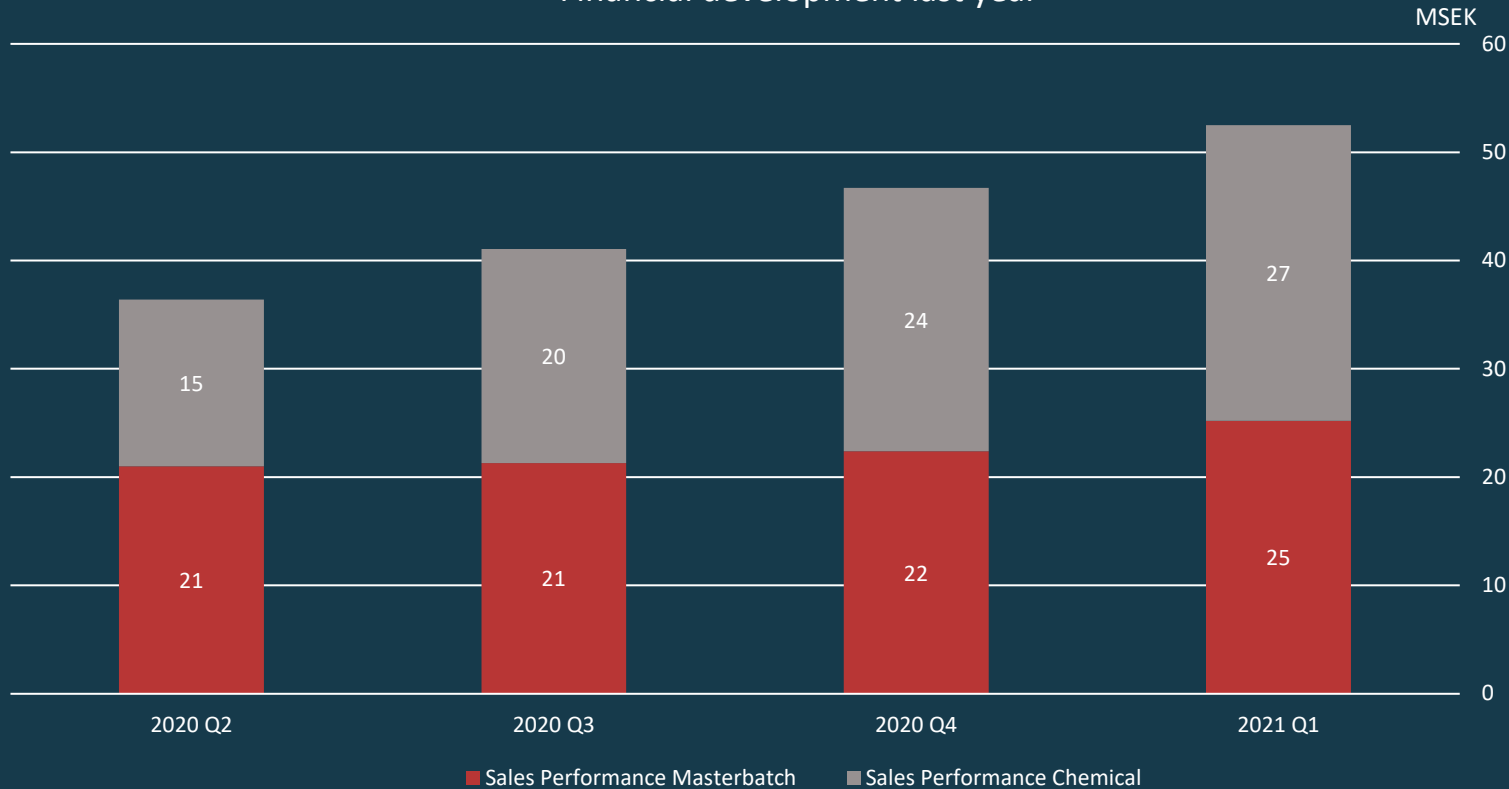


Nexam Performance  
*Masterbatch*



# 2021 Q1 Update Financials

Financial development last year



## Financial Targets

- >25% annual profitable growth
- A run rate between 275 and 325 MSEK during 2022

## 2021 Q1 Update Financials

	2021 Q1	2020 Q4	2020 Q3	2020 Q2	2020 Q1	2019 Q4	2019 Q3	2019 Q2
kSEK	2021 Q1	2020 Q4	2020 Q3	2020 Q2	2020 Q1	2019 Q4	2019 Q3	2019 Q2
Net sales	52 506	46 693	41 054	36 379	41 704	32 024	31 084	35 195
Operating expenses	-19 843	-18 491	-15 619	-14 037	-16 373	-16 523	-13 089	-14 250
EBITDA*	2 090	677	1 769	374	2 283	-2 814	-1 459	326
Cash and bank	61 556	29 791	42 499	50 657	14 305	23 101	38 718	40 772
Cash flow from operations	3 600	-7 287	-4 383	-1 474	-3 940	-8 631	4 193	-2 588
Average number of employees	45	44	41	42	40	40	38	40
Sales Performance Masterbatch	25 194	22 380	21 292	21 004	21 923	17 723	20 646	23 683
Sales Performance Chemical	27 312	24 313	19 762	15 375	19 781	14 301	10 438	11 512

	2020	2019	2018	2017	2016	2015
kSEK	FY	FY	FY	FY	FY	FY
Net sales	165 830	130 057	109 835	43 399	8 268	7 842
Operating expenses	-64 519	-59 302	-52 760	-36 457	-24 331	-24 665
Adjusted EBITDA*	6 324	-5 576	-5 757	-16 511	-19 485	-19 285
EBITDA*	4 908	-5 576	-5 757	-16 511	-19 485	-19 285
Cash and bank	29 791	23 101	53 705	86 407	133 147	36 305
Cash flow from operations	-17 084	-21 277	-12 887	-16 615	-17 585	-23 182
Average number of employees	44	40	41	17	13	18

\*EBITDA är resultat före avskrivningar, ränta och skatt

### Financial comments for the quarter

- Net sales in Q1 amounted to MSEK 52,5 compared to MSEK 41,7 in Q1 2020.
- 26 % in growth for net sales for the quarter.
- EBITDA amounted to 2.1 (2.3) MSEK in the Q1.
- Cash flow from operations amounted to 3 600 (-3 940) KSEK.
- Cash and bank balance at the end of the quarter amounted to MSEK 61.6 excluding an unused credit facility of MSEK 10.

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# Expectations rest 2021

**Continued growth in line with targets and expectations**

**The high level of interest for sustainable solutions in the polymer and plastic industry continue to benefit Nexam Chemical**

**Continue expansion in focus segments**

**-Nexam Performance Chemical:**

- Capture growth with existing customers
- Expand to new customers (geography and applications)
- Increase of leads and projects in the recycling area

**-Nexam Performance Masterbatch:**

- Stay on the growth track.

**Strong potential for successes in new areas; strive for break through**

- PET fibre and recycling
- Polyolefins

***Continue to be a growth company!***

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See new Nexam animation on  
[nexamchemical.com](http://nexamchemical.com)



- ▼ Nexam Chemical Company
- ▼ Agent/Distributor

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