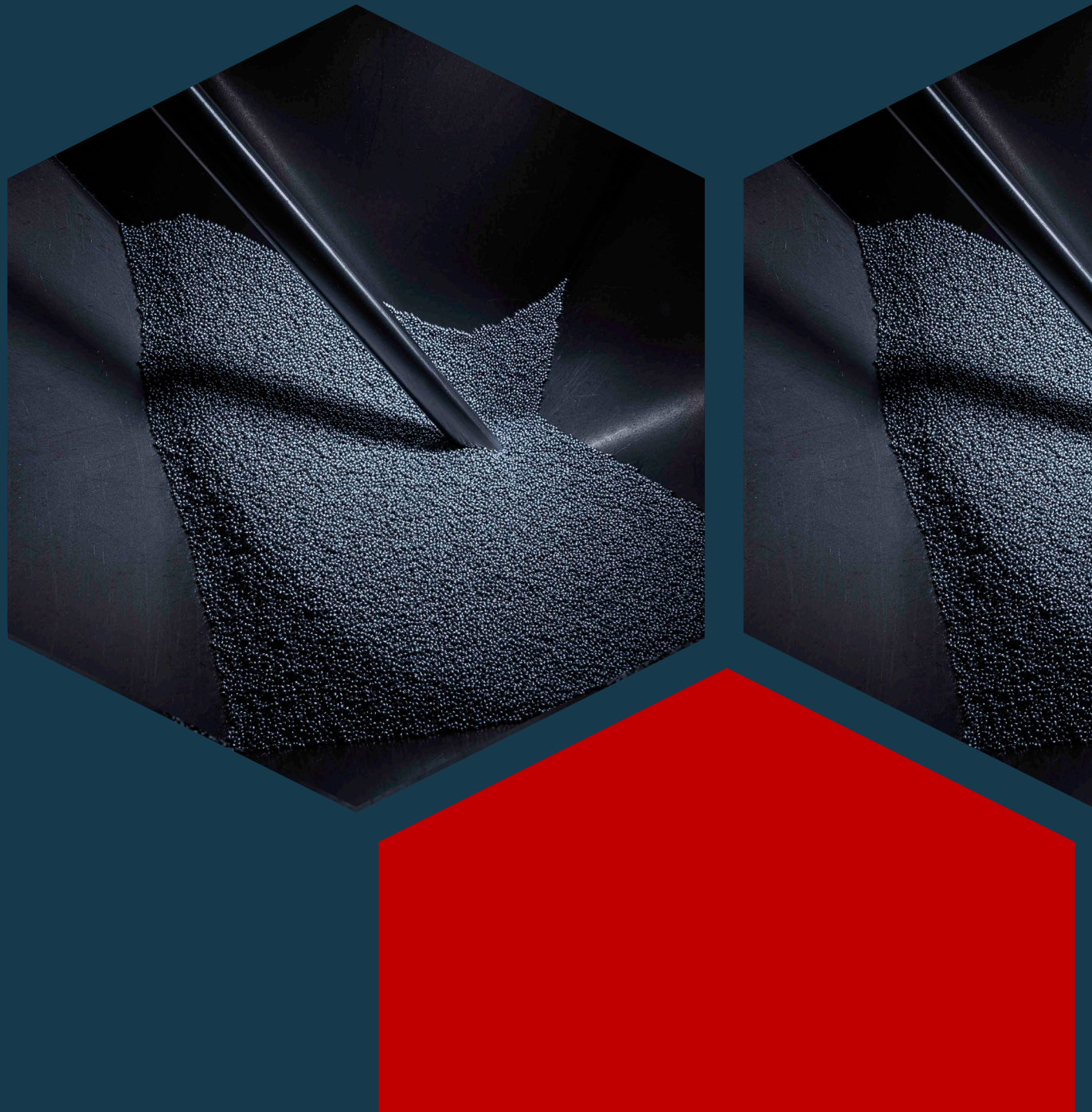


# Nexam Chemical Holding AB

*Q4 2020*

Johan Arvidsson, CEO

Marcus Nyberg, CFO



# Agenda

- Nexam Chemical in short
- Q4 2020: Business Update
- Financials
- Going forward
- Q&A

# Agenda

- Nexam Chemical in short
- Q4 2020: Business Update
- Financials
- Going forward
- Q&A

11 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

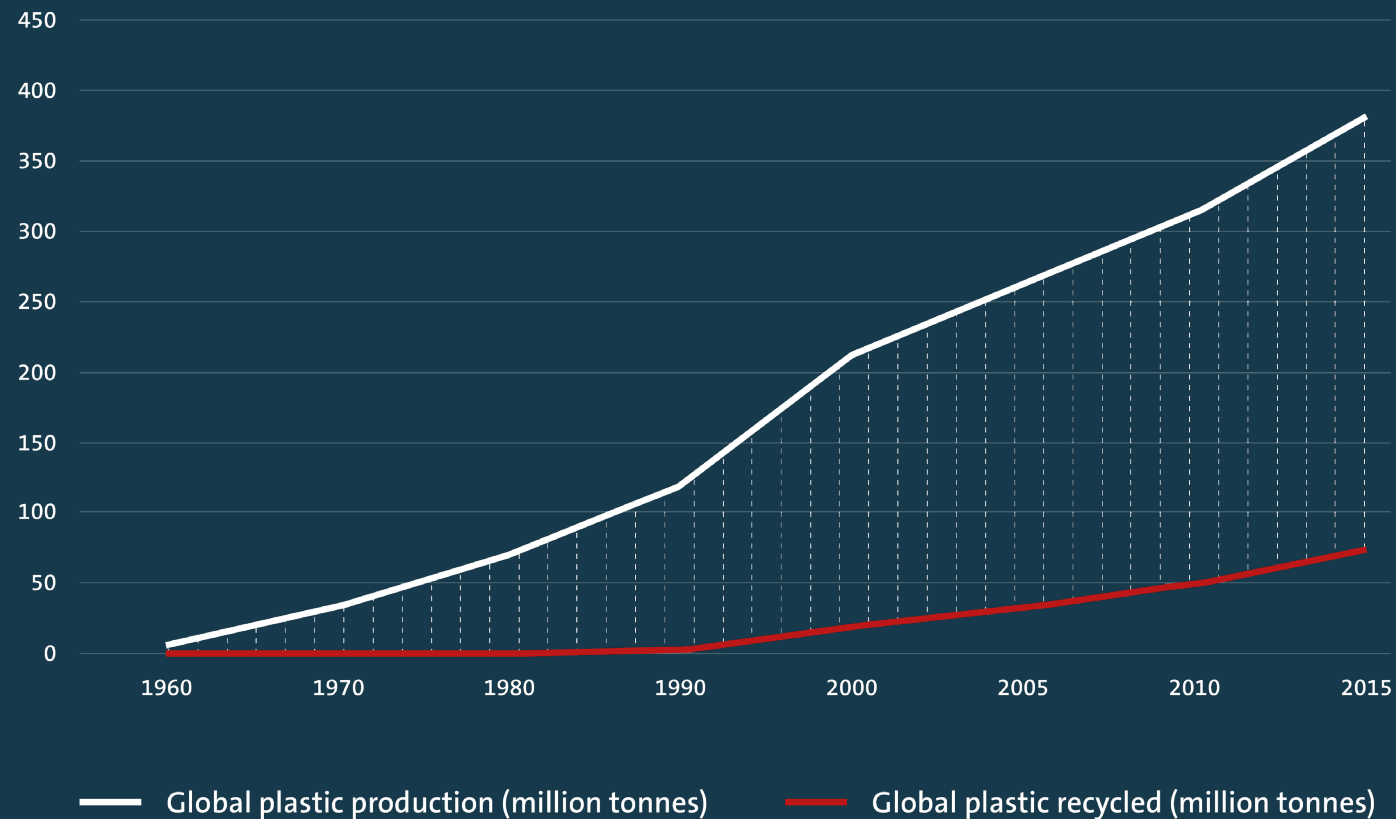
## Plastic for the future

- A future without plastic or a future with different plastic

*Creative chemistry to modify polymers for new challenges*

# Plastic Production

Vast majority of plastics is being incinerated or discarded



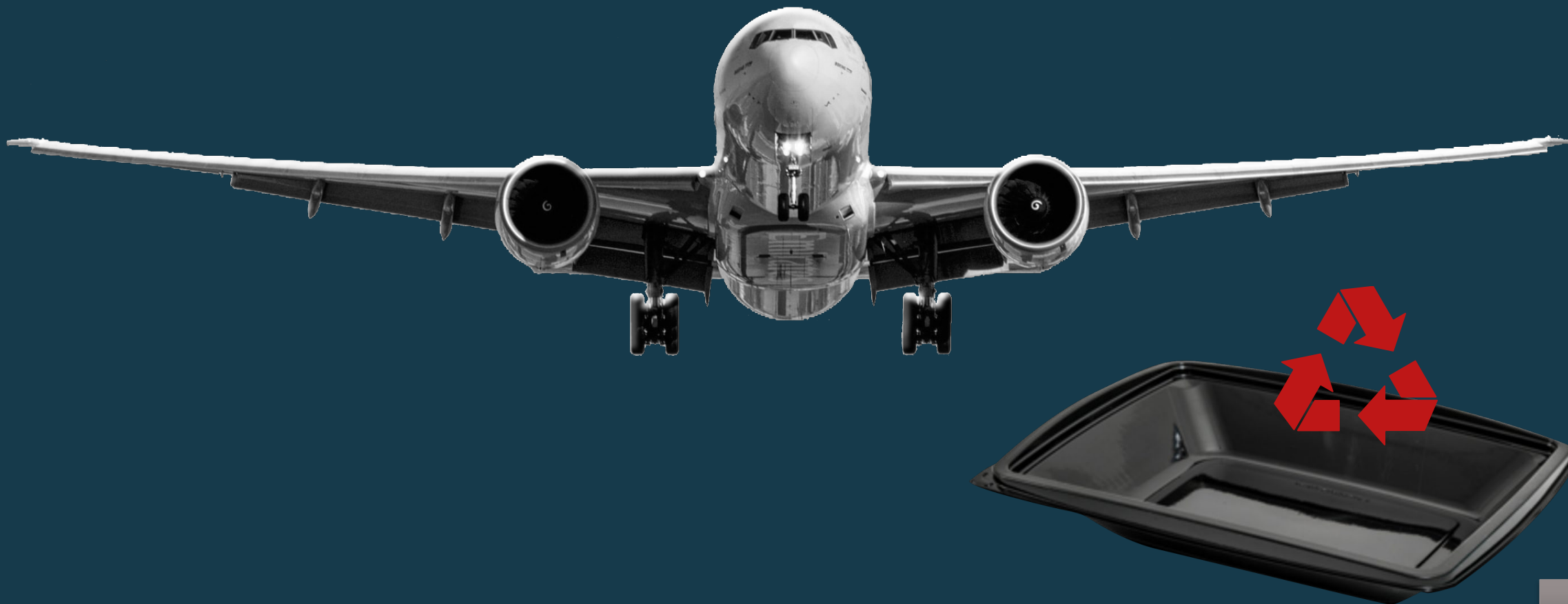
Source: [ourworldindata.org](http://ourworldindata.org)



# Stronger, Lighter, Greener

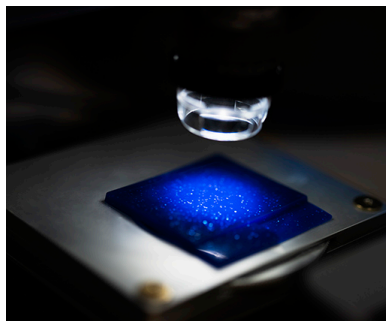


# Stronger, Lighter, Greener





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



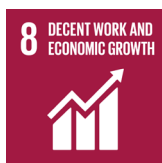
Innovation for  
sustainability



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*



# Agenda

- Nexam Chemical in short
- Q4 2020: Business Update
- Financials
- Going forward
- Q&A

# Fourth Quarter 2020 - Business Update

## Marketing & Sales

- Net sales during quarter amounted to SEK 46,8 (31,1)
- Revenue grows by 46% compared to Q4 2019
- Strong quarter for Performance Masterbatch (27% compared to Q4 2019)
- Continued sales growth within Nexam Performance Chemical's NEXAMITE®-based range where products.
- 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.

## Innovation

- New product platform launched for the area Polyester fibre
- Launched Masterbatch product addressing odour in recycled materials
- Continued effort on securing sales of already developed products; application development

## Others

- Licensing agreement with Uponor in the area polyethylene pipes

# Agenda

- Nexam Chemical in short
- Q4 2020: Business Update
- Financials
- Going forward
- Q&A

# Nexam Chemical's *products*

*One company*

*Two business units*

Nexam Performance  
*Chemical*



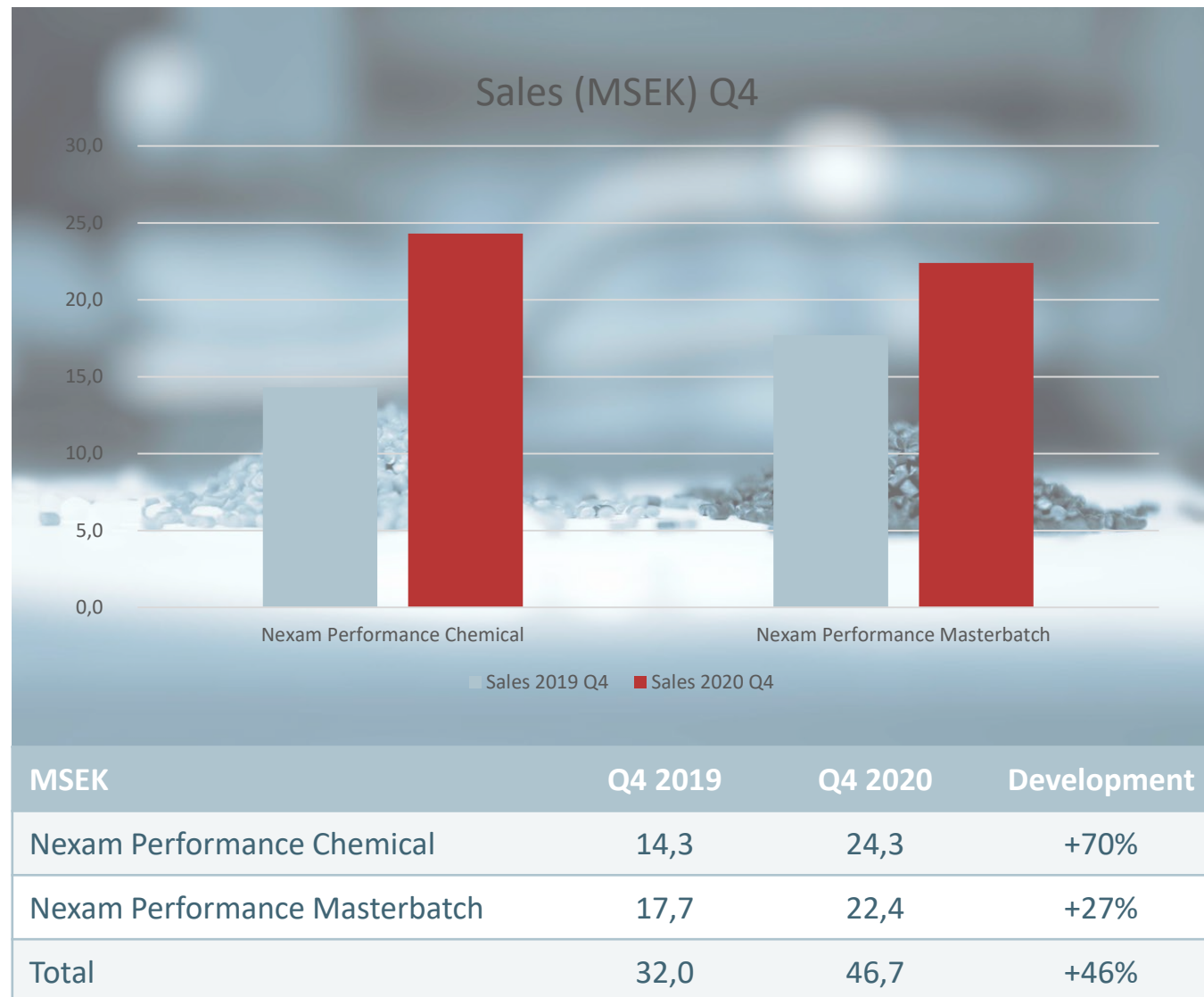
Nexam Performance  
*Masterbatch*



## Business development 2019 Q4 to 2020 Q4

### Financial Targets

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



# Business development Full year 2019 to 2020

## Financial Targets

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



# 2020 Q4 Update Financials

	2020 Q4	2020 Q3	2020 Q2	2020 Q1	2019 Q4	2019 Q3	2019 Q2	2019 Q1
kSEK	2020 Q4	2020 Q3	2020 Q2	2020 Q1	2019 Q4	2019 Q3	2019 Q2	2019 Q1
Net sales	46 693	41 054	36 379	41 704	32 024	31 084	35 195	31 754
Operating expenses	-18 491	-15 619	-14 037	-16 373	-16 523	-13 089	-14 250	-15 461
EBITDA*	677	1 769	374	2 283	-2 814	-1 459	326	-1 650
Cash and bank	29 791	42 499	50 657	14 305	23 101	38 718	40 772	35 448
Cash flow from operations	-7 287	-4 383	-1 474	-3 940	-8 631	4 193	-2 588	-14 251
Average number of employees	44	41	42	40	40	38	40	41

kSEK	2020 FY	2019 FY	2018 FY	2017 FY	2016 FY	2015 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*	2 093	-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 development

- Net sales in Q4 MSEK 46,7 compared to MSEK 32,0 in Q4 2019.
- 46 % in growth for net sales for the quarter.
- Adjusted EBITDA amounted to 2.1 MSEK in the Q4.
- EBITDA amounted to 0,7 (-1,5) MSEK.
- Cash flow from operations amounted to -7 287 (-8 631) KSEK.
- Cash and bank balance at the end of the quarter amounted to MSEK 29.8 excluding an unused credit facility of MSEK 10.

# Agenda

- Nexam Chemical in short
- Q4 2020: Business Update
- Financials
- Going forward
- Q&A

# Expectations 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!***

# Agenda

- Nexam Chemical in short
- Q4 2020: Business Update
- Financials
- Going forward
- Q&A





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



- ▼ Nexam Chemical Company
- ▼ Agent/Distributor

Johan Arvidsson, CEO  
+46 708 974 439  
[johan.arvidsson@nexamchemical.com](mailto:johan.arvidsson@nexamchemical.com)

NEXAM CHEMICAL  
Industrigatan 27, 234 35 Lomma, Sweden  
[www.nexamchemical.com](http://www.nexamchemical.com)