

# Nexam Chemical Holding AB

## Q4 2021

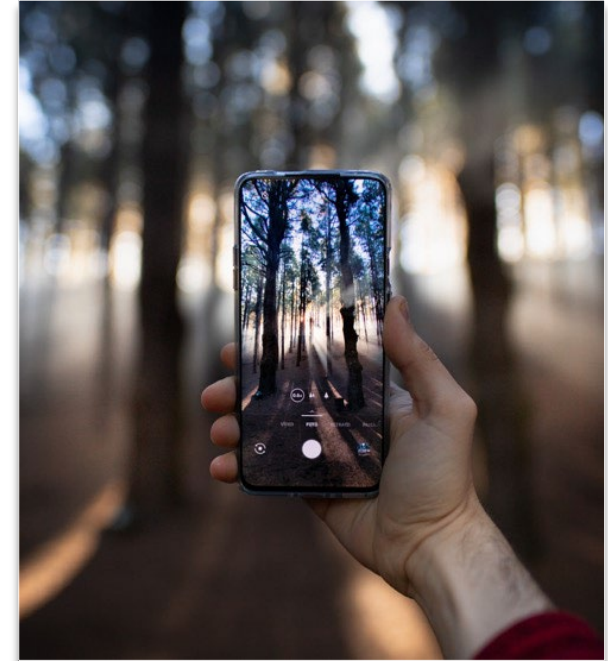
22-01-26 |

Johan Arvidsson, CEO

Marcus Nyberg, CFO



## *Performance additives for plastics*



*Plastic, a future material?*

*A modern society without plastics?*

# Stronger, lighter, greener

## *Performance additives for plastics*



Polyester (PET)



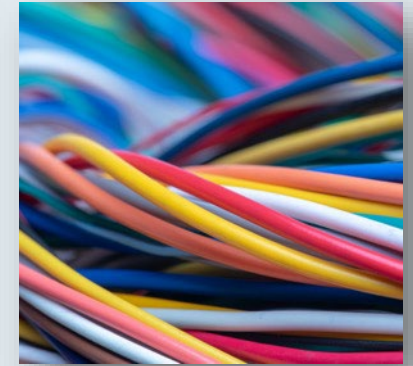
Polyolefin:  
Polyethylene (PE)  
and  
Polypropylene  
(PP)



High Performance



Color Master-  
batch



Additive  
masterbatch

- ***Active in the largest polymer areas***
- ***Creating property improvements for polymers***
- ***Solution provider and enabler for plastic recycling***

# Global mega trends

Innovative chemistry to modify polymers for new challenges

Target segments



**Light weighting**



**Renewable  
energy**

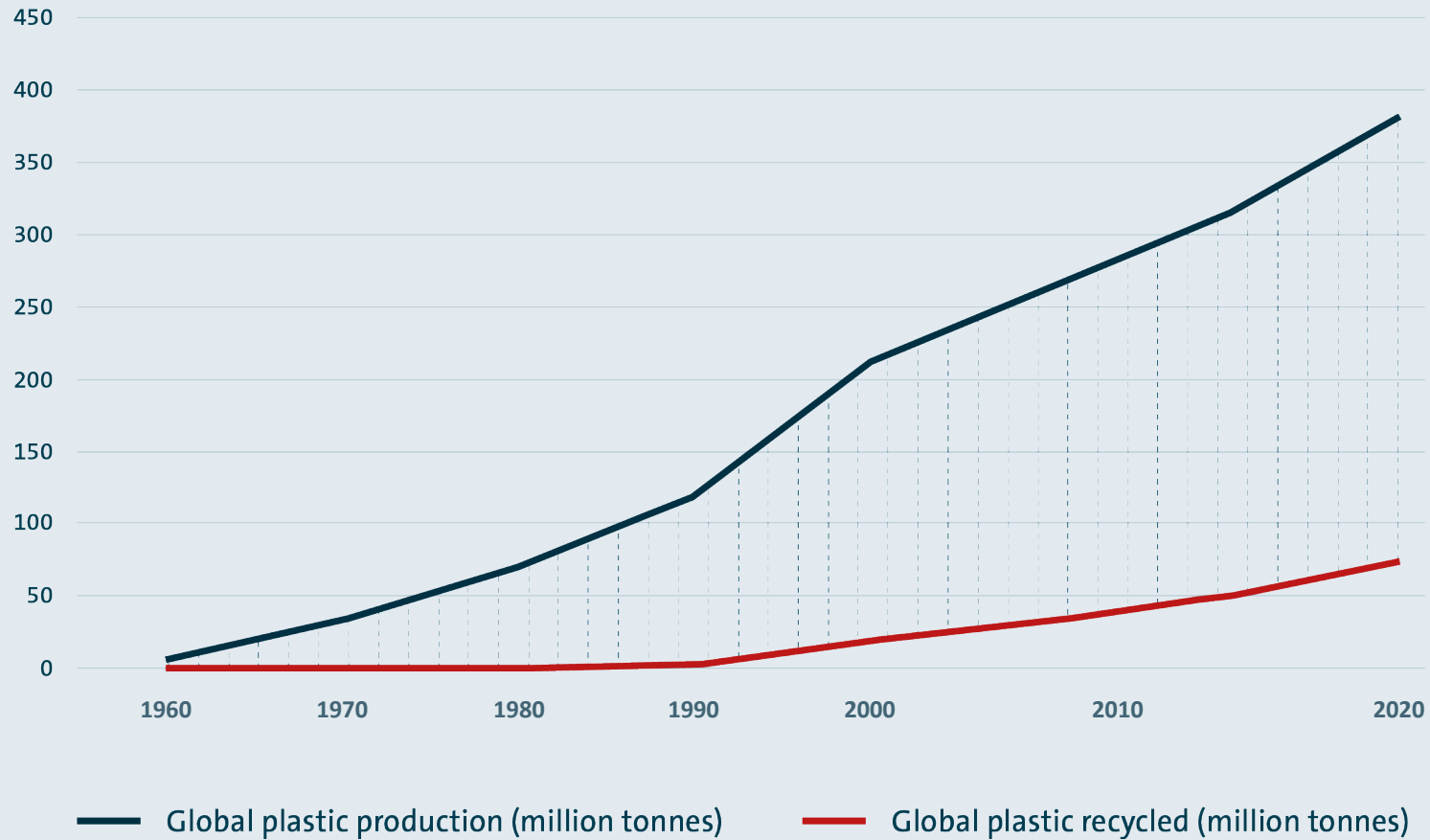


**Waste/  
recycling**



**Plastic for  
the future**

## Vast majority of plastics is being incinerated or discarded



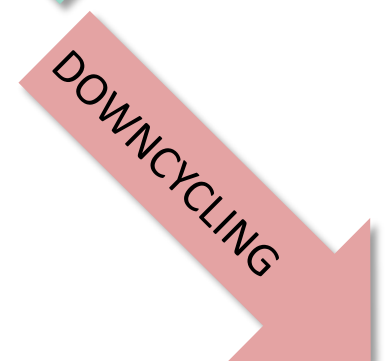
By Nexam Chemical

# RECYCLING

**LÄSKJÄTTENS RHYTM DIÄTJÄTTEN**  
DOKUMENT UTFRÅ  
Läskjä  
plastl  
52 min  
SPELA

**ÅTERVINNINGENS BLUFFEN**  
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Åter  
52 min  
sina plastflaskor. De  
PUBLICERADES

**Bara 10 procent av all plast i Sverige återvinns**



2022-01-21 09:38 Bättre plaståtervinning är nästa steg för klimatet - DN SE Mycket

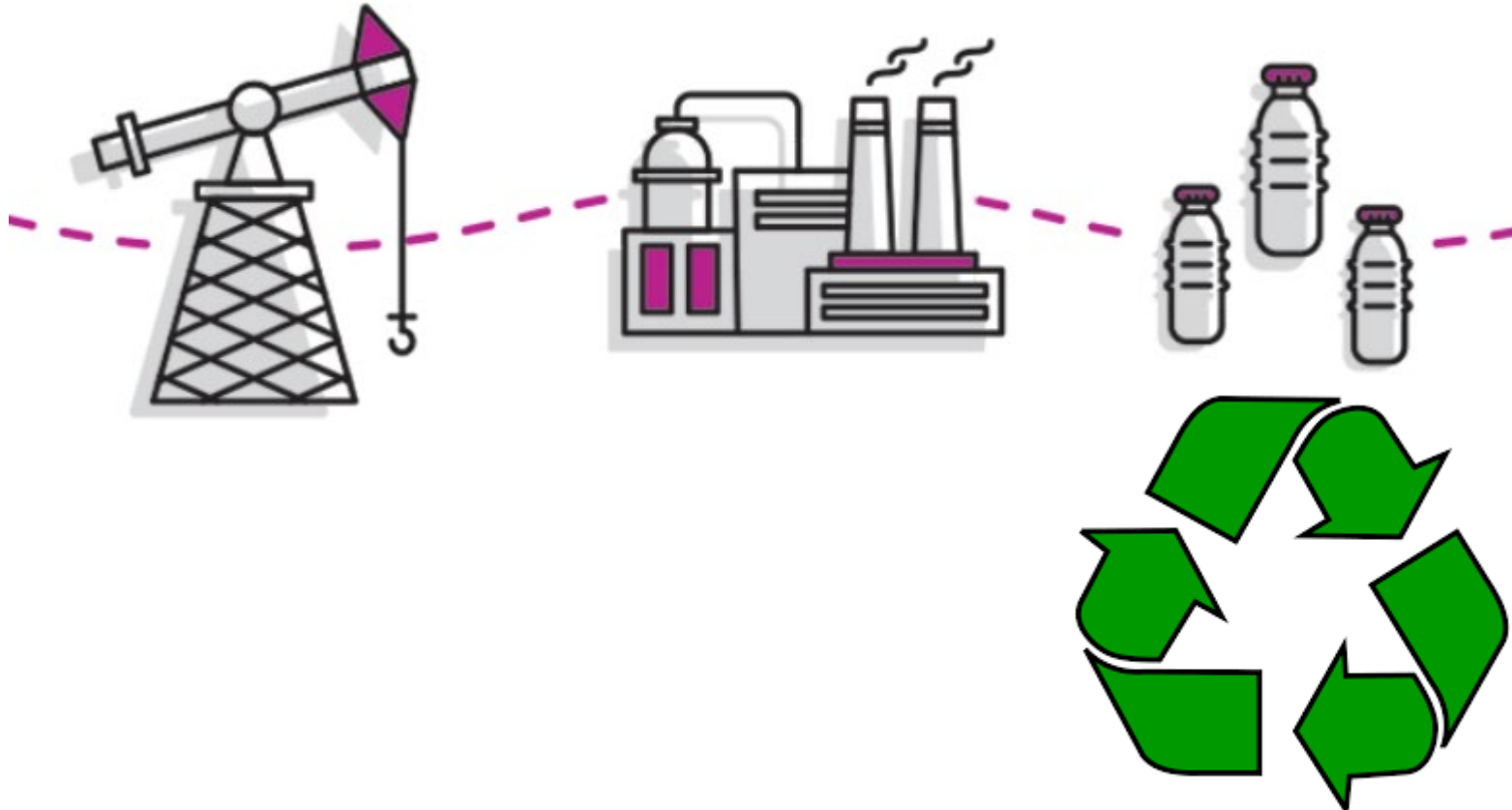
**DAGENS NYHETER.**

**LEDARE**  
*Ledare: Bättre plaståtervinning är nästa steg för klimatet*

PUBLICERAD 2022-01-19



# The plastic value chain is under reconstruction



# Innovation and R&D

## *Creating value with innovative chemistry in the polymer market*

- Development activities in Sweden, Scotland and Hungary
- Share of employees working with R&D: 1/4
- 56 patents, and one ongoing patent application, in 4 different patent families: still untapped opportunities
- **Multiple new patents in progress**





# Q4 2021 Business Update

## Marketing & Sales

- Net sales during quarter amounted to 57,1 mSEK (46,7 mSEK)
- Growth in both Nexam Performance Masterbatch and Nexam Performance Chemical
- Sales to PET-foam producers continue to grow (Diab and others).
- New business with the polyolefin producer Sibur in Russia.
- Improving recycling business. Building proof of concept in more areas.

## Operations

- Challenging raw material situation in view of shortages and transportation bottlenecks.
- 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. Multiple projects to increase capacity.

## Innovation

- Multiple patent applications in process
- Continued effort on securing sales of already developed products; application development
- Developing compositions of existing building blocks; Multi functional masterbatches.
- Started the planning of a new innovation center in Lomma

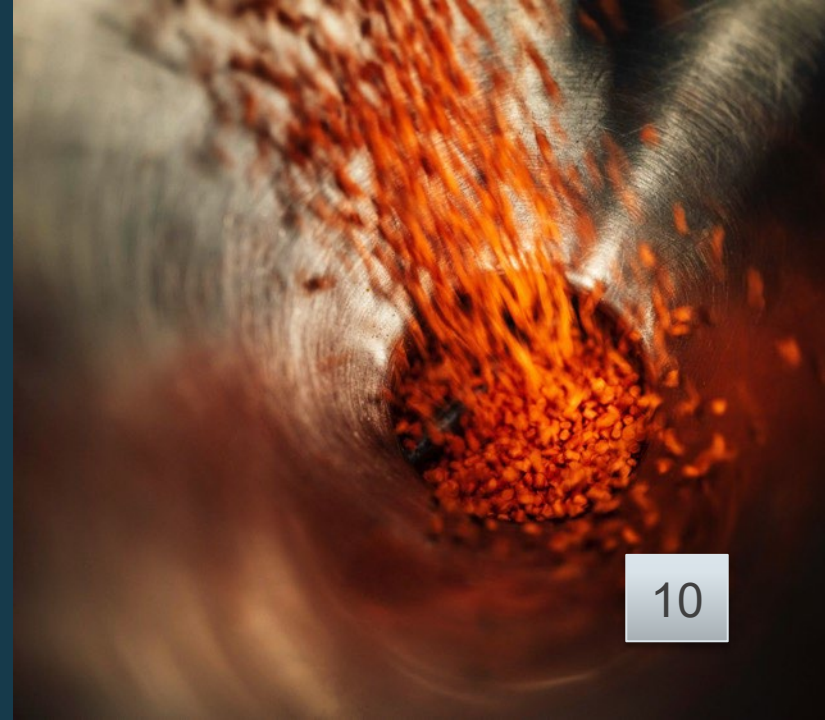


**One  
company,  
two  
business  
units**

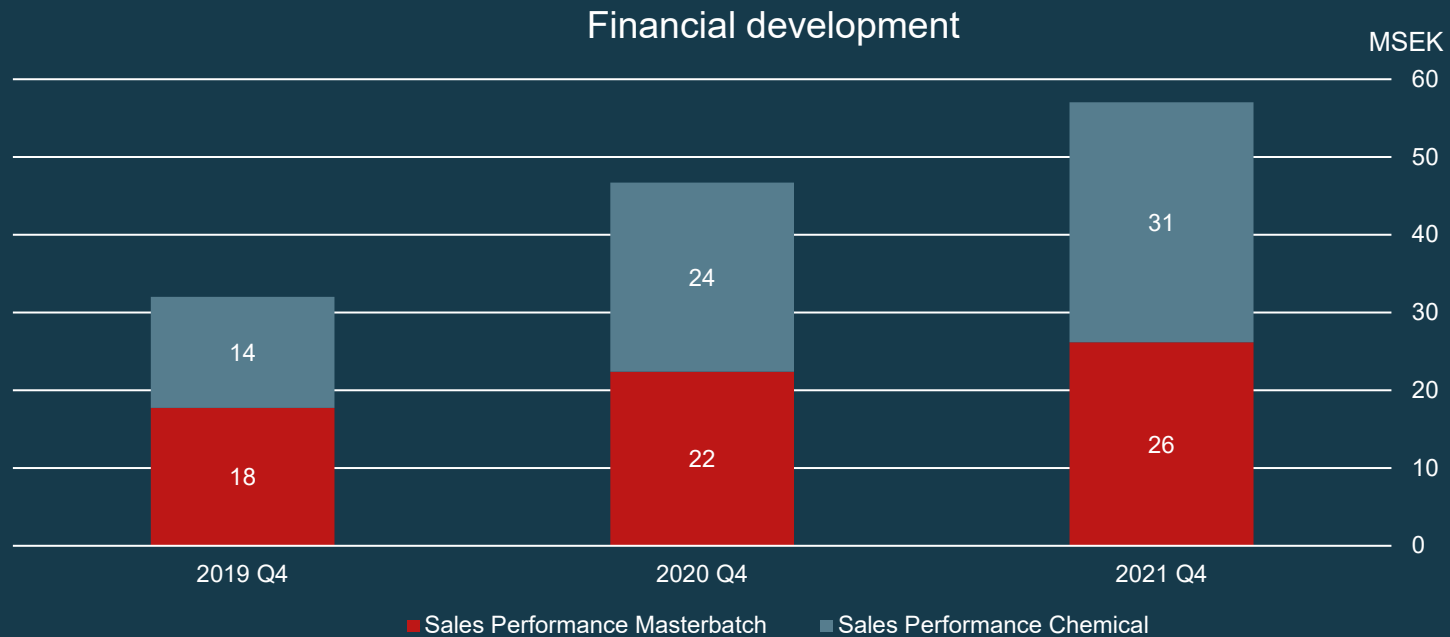


**Nexam  
Performance  
Chemical**

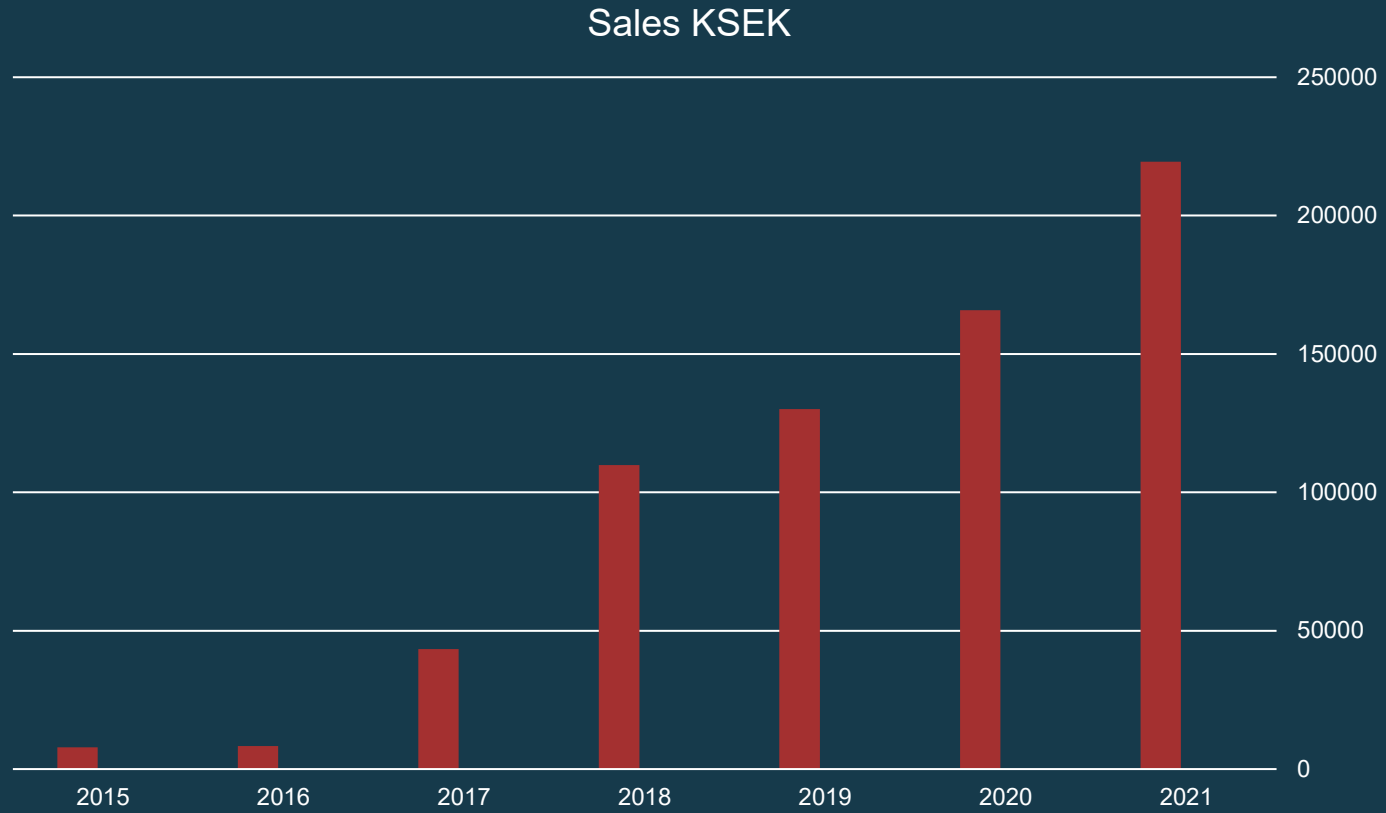
**Nexam  
Performance  
Masterbatch**



# 2019-2021 Q4 Update Financials



# Development 2015-2021



# 2021 Q4 Update Financials

	2021	2021	2021	2021	2020	2020	2020	2020	2019
kSEK	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Net sales	57 052	50 229	59 664	52 506	46 693	41 054	36 379	41 704	32 024
Operating expenses	-19 305	-17 109	-22 355	-19 843	-18 491	-15 619	-14 037	-16 373	-16 523
EBITDA*	1 204	1 046	1 957	2 090	677	1 769	374	2 283	-2 814
Cash and bank	63 601	53 775	49 767	61 556	29 791	42 499	50 657	14 305	23 101
Cash flow from operations	15 305	-4 179	-7 471	3 600	-7 287	-4 383	-1 474	-3 940	-8 631
Average number of employees	52	51	49	45	44	41	42	40	40
Sales Performance Masterbatch	26 157	26 138	26 746	25 194	22 380	21 292	21 004	21 923	17 723
Sales Performance Chemical	30 895	24 091	32 918	27 312	24 313	19 762	15 375	19 781	14 301

	2021	2020	2019	2018	2017	2016	2015
kSEK	FY	FY	FY	FY	FY	FY	FY
Net sales	219 452	165 830	130 057	109 835	43 399	8 268	7 842
Operating expenses	-78 612	-64 519	-59 302	-52 760	-36 457	-24 331	-24 665
Adjusted EBITDA*	7 605	6 324	-5 576	-5 757	-16 511	-19 485	-19 285
EBITDA*	6 297	4 908	-5 576	-5 757	-16 511	-19 485	-19 285
Cash and bank	63 601	29 791	23 101	53 705	86 407	133 147	36 305
Cash flow from operations	7 255	-17 084	-21 277	-12 887	-16 615	-17 585	-23 182
Average number of employees	49	44	40	41	17	13	18

## Financial comments for the quarter

- Net sales in Q4 amounted to MSEK 57,1 compared to MSEK 46,7 in Q4 2020.
- 22 % in growth for net sales for the quarter.
- EBITDA amounted to 1.2 (0.7) MSEK in the quarter.
- Cash flow from operations amounted to MSEK 15,3 (-7,3) KSEK.
- Cash and bank balance at the end of the quarter amounted to MSEK 63,6 excluding an unused credit facility of MSEK 11.

# Expectations 2022:

**Target defined:** *A run rate between 275 and 325 MSEK during 2022*

## Sales

- Wind energy/PET-foam: More volume with more customers and more product
- PET-fibre : Business initiated in 2021. Multiple customer projects running
- Polyolefins: Business with Sibur initiated. Striving for more successful projects during the year
- Masterbatch: Maintain 2021 momentum
- Plastic Recycling: Reactive Recycling concept launched 2021. Filling business development pipeline during 2022

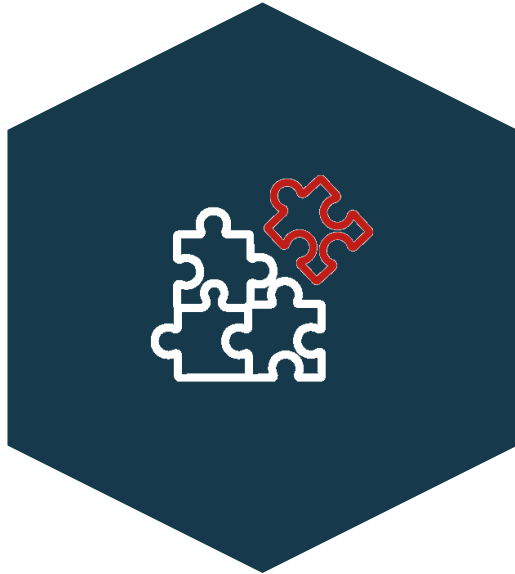
## Development

- Keep 2021 momentum: patents and innovation

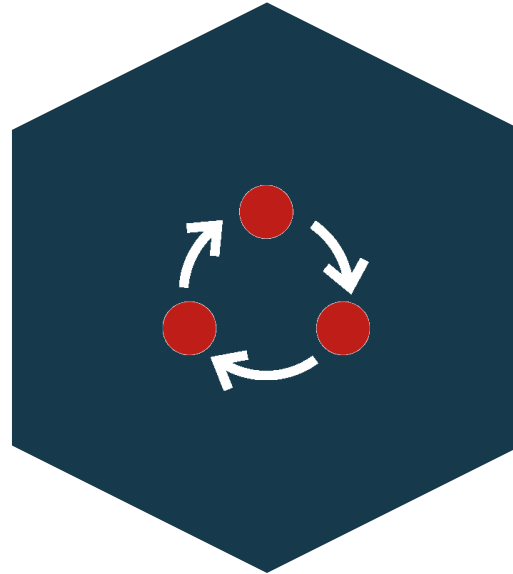
## Sustainability

- Product position: Higher share generated in green areas
- Reduced footprint
- Great place to work at

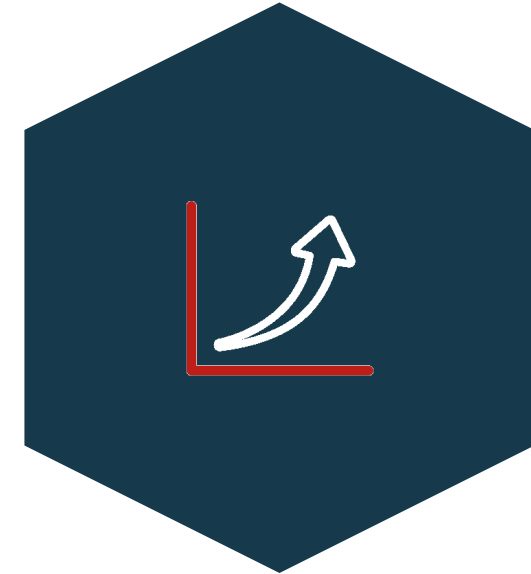
# Improving sustainability in plastics with creative chemistry is our growth strategy!



Efficient solutions for quality and capacity improvement, with cost saving potential.



Our solutions contribute to a more sustainable and circular industry.



We are just at the beginning of a long journey, offering unique solutions in growing markets.

# Q&A





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



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