

Nexam Chemical ABGSC Investor Days

25-05-14 | Ronnie Törnqvist, CEO
Marcus Nyberg, CFO



The future of plastics recycling. Today.

I'M NOW MADE FROM
100% RECYCLED
PLASTIC



THANKS FOR RECYCLING ♻️





Industrial scale-up of Recycling, with massive global potential*

*) More on this later on in the presentation



The future of plastics. Patented.

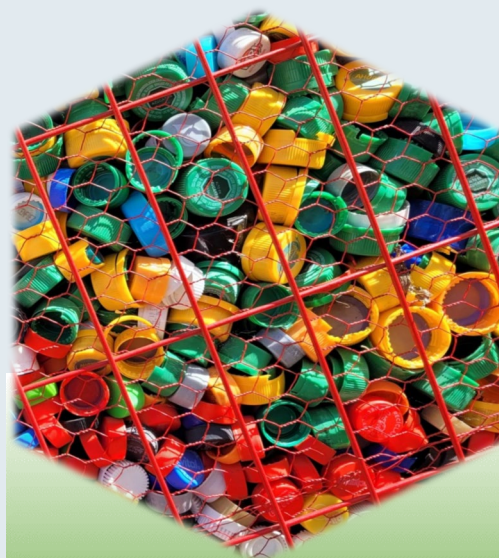
Innovative additives to modify polymers for new challenges



Light weighting and
miniaturization



Renewable energy



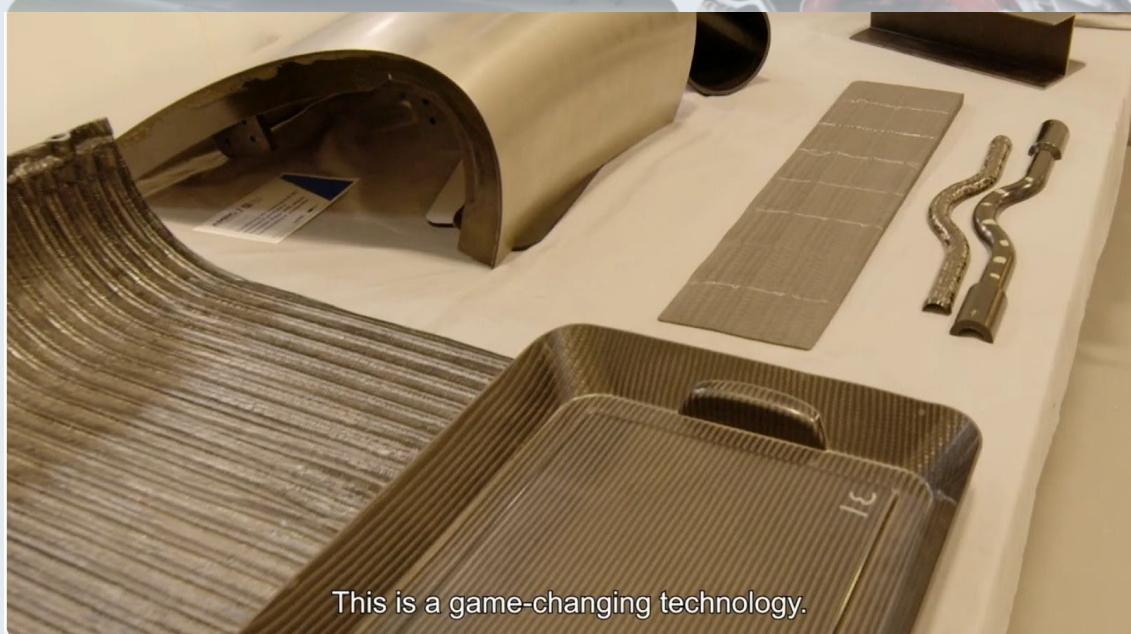
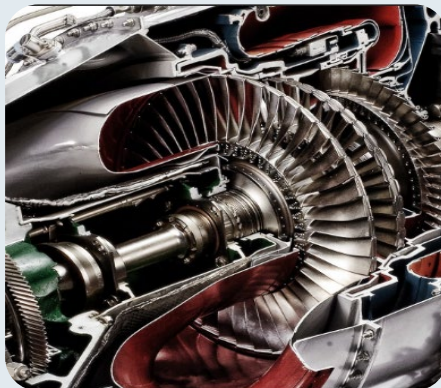
Waste and recycling



Heat resistant composites



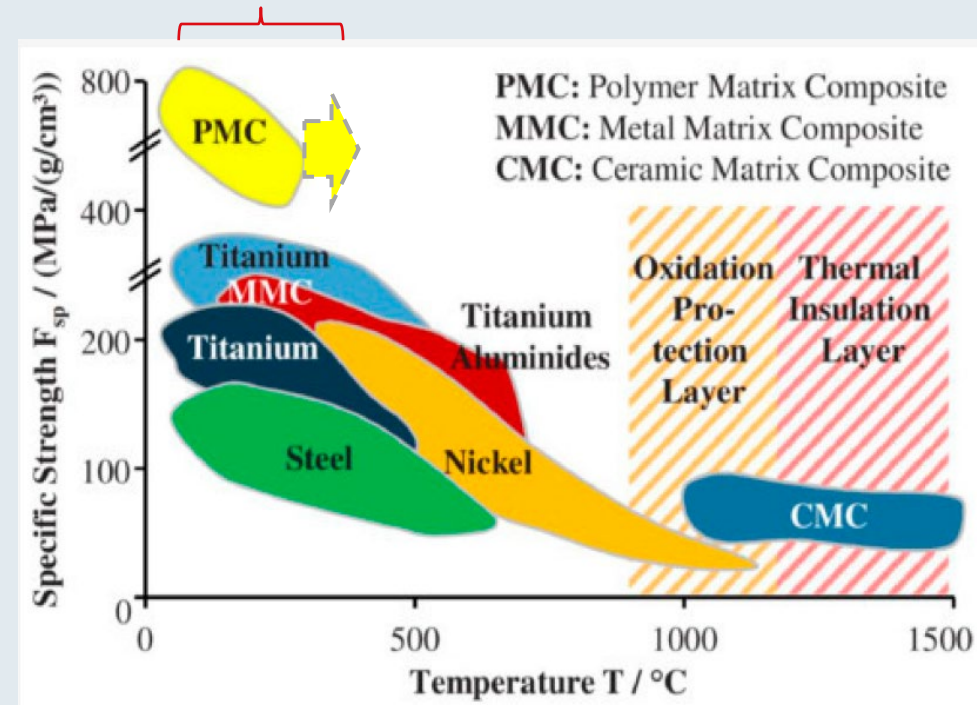
Extremely heat-resistant composites



This is a game-changing technology.

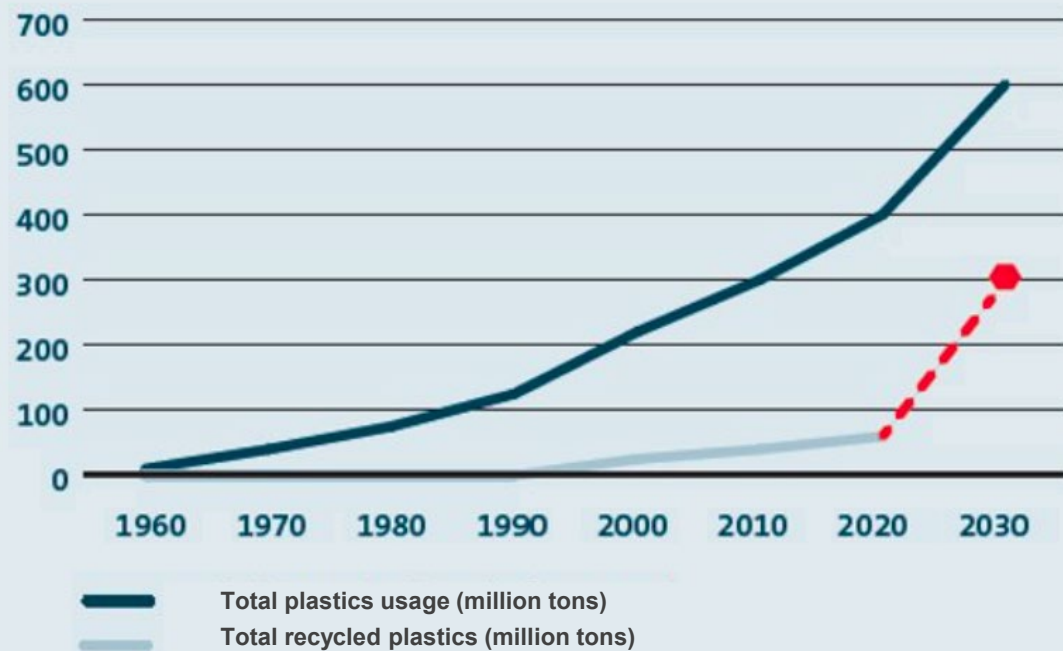
Tape Extreme - Nexam Chemicals

Composites containing Nexam's additives (>400 C)



Recycling predicted to grow substantially

- Portfolio of tailored additives to suit a broad range of applications
- Improves the business cases for our customers, key to secure business
- Enable customers to use recycled plastics in more advanced applications, or lower grade recycled materials for decreased cost



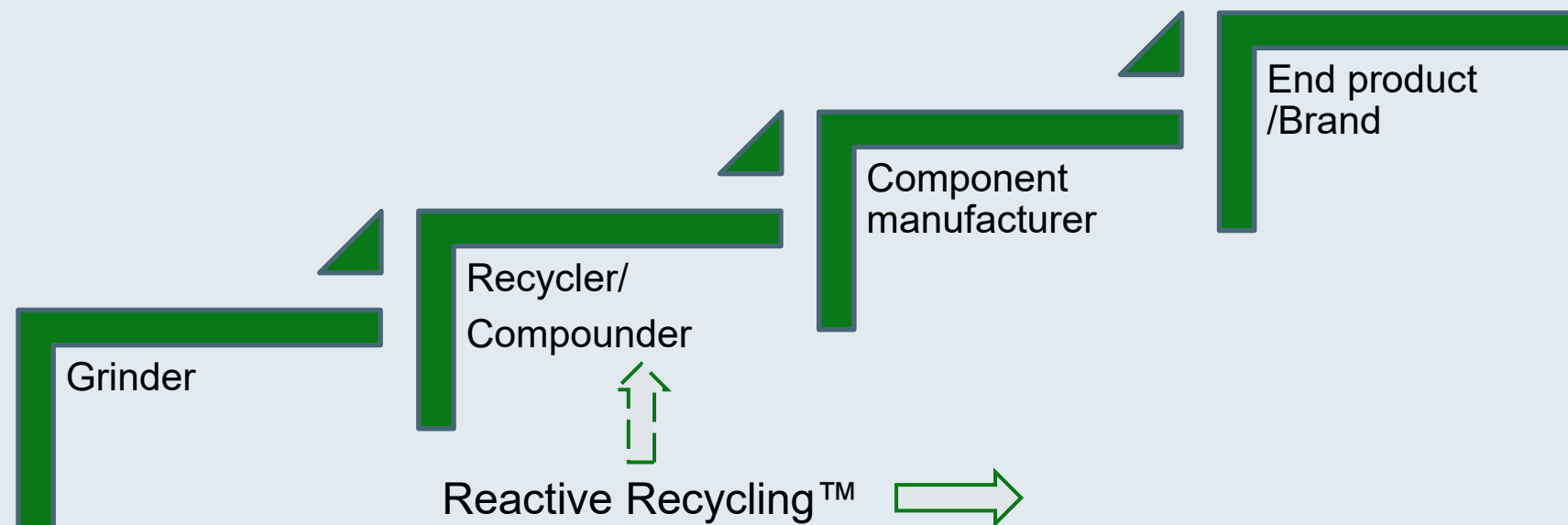
Source: OECD and EU targets for plastics recycling





Our role in the circular plastics value chain

Well positioned for scalable impact



We support component manufacturers with performance-boosting additives — enabling them to use more recycled input.

Industrial scale rollout with Kullaplast

- Collaboration with local Skåne company Kullaplast, leading packaging materials' producer
- Addition of Nexam's R305 additive enables Kullaplast to introduce a significantly higher share of recycled materials (PCR) than previously
- Quality and performance of the end product remains intact, while improving environmental performance – and production cost
- The collaboration has attracted significant international interest, given the implications for a very large and growing product segment, estimated to be worth 8-10 billion USD globally



Market potential

Packaging film market:

- Value: 8-10 billion USD
- Volume: 4-5 million tons
- CAGR: 5-7%

Est. share recycled: 10%

Potential value additives:

- 28-35 million USD



≡ Clear customer value proposition



r-PET

80% Expensive Grade
10% Cheap Grades
10% Virgin



r-PET

30% Expensive Grade
60% Cheap Grades
10% Virgin

Reduce total cost using Nexam Additive

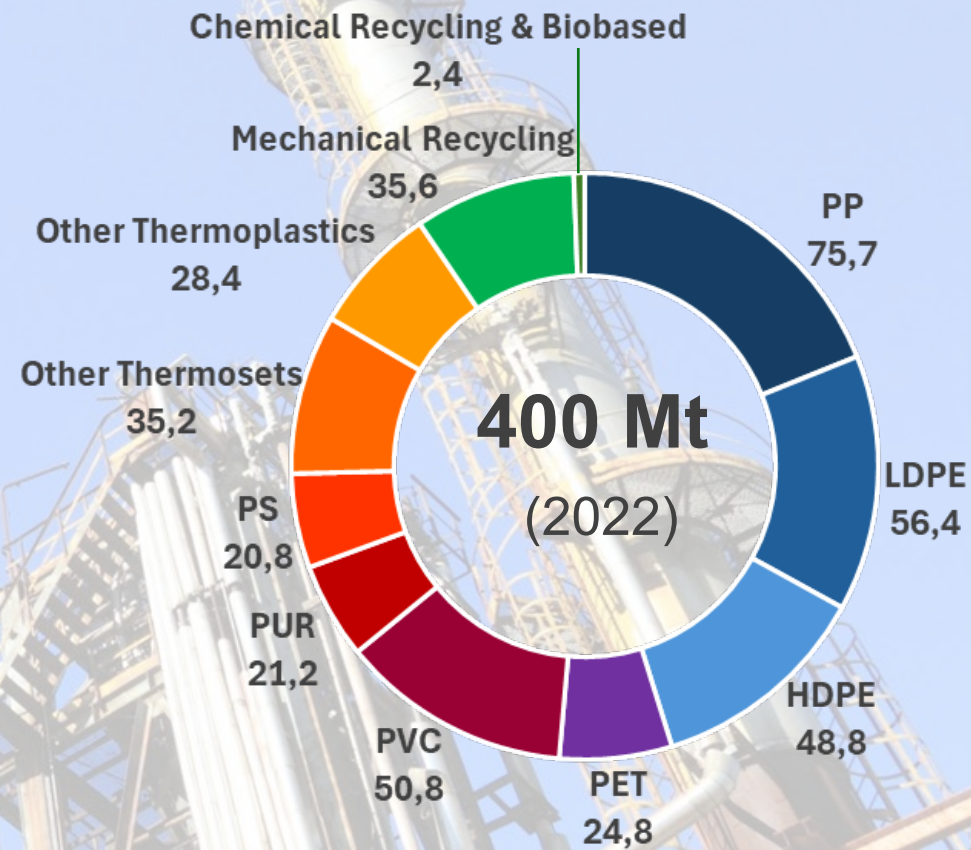
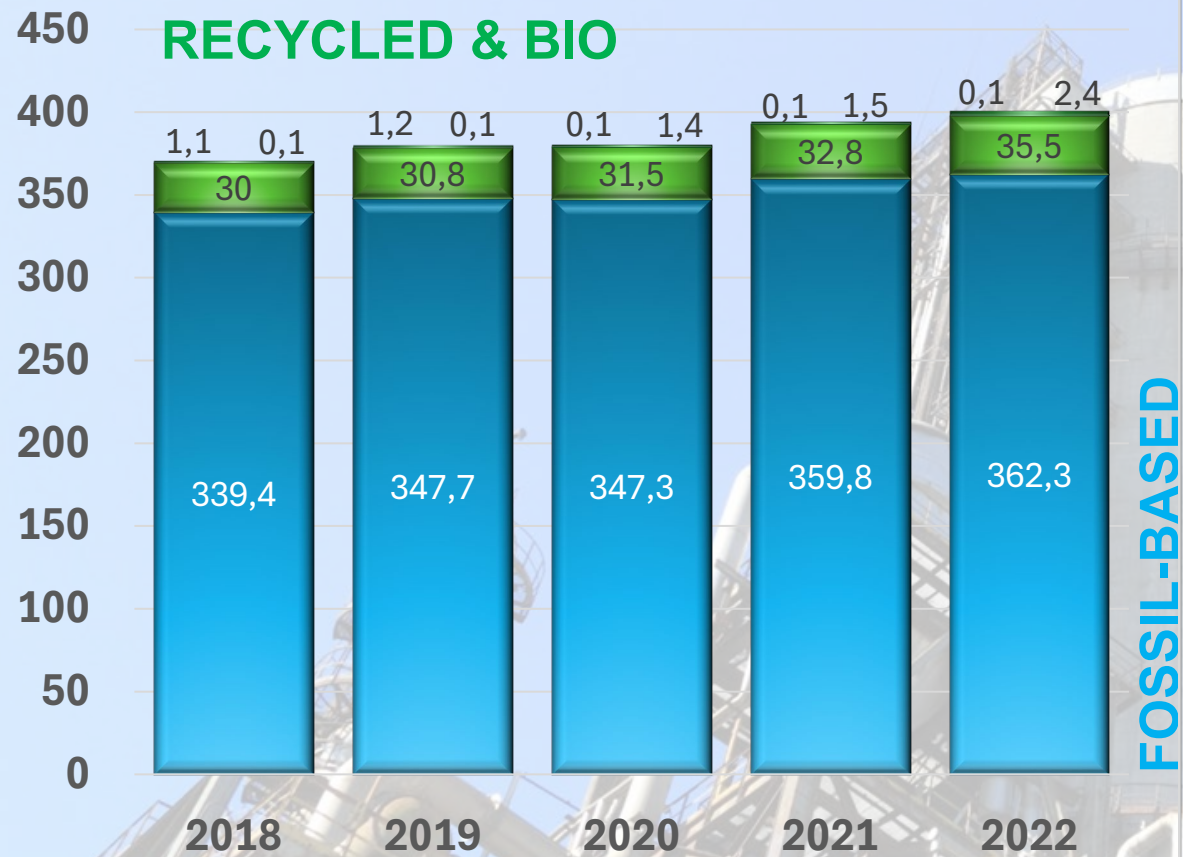
- **Reduced raw material cost*** **-30%**
- **Additional cost (Nexam Additive)*** **+6%**
- **Reduced cost final product*** **-25%**



* Indicative numbers, based on customer cases



Global Plastic Production



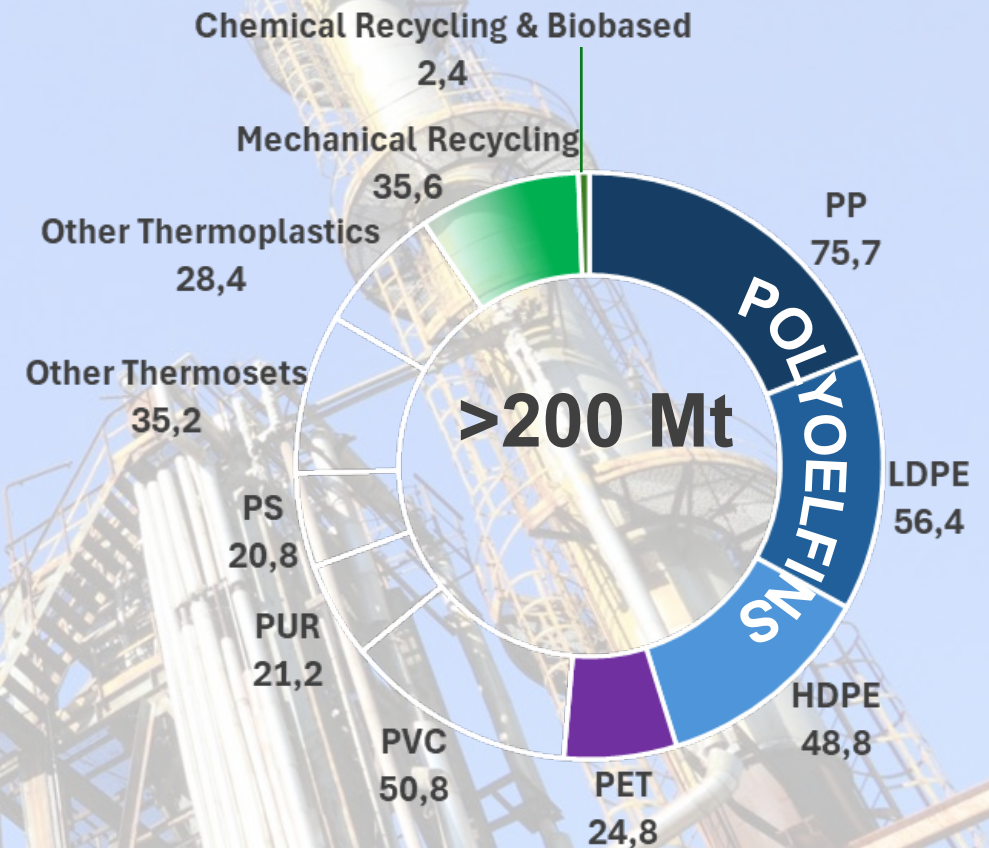
Source: plasticseurope.org



Global Plastic Production



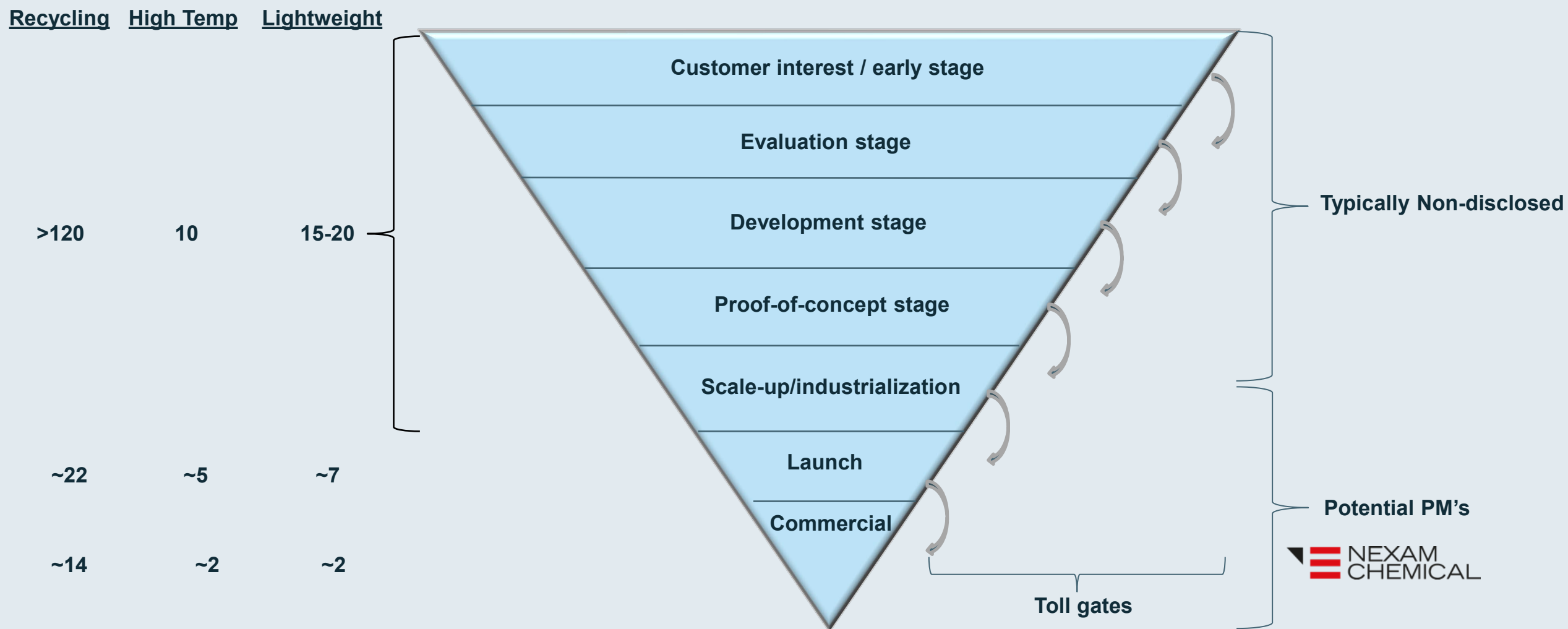
**Solutions and patents for Polyolefins & PET →
up to 50% of the global production of plastics!**





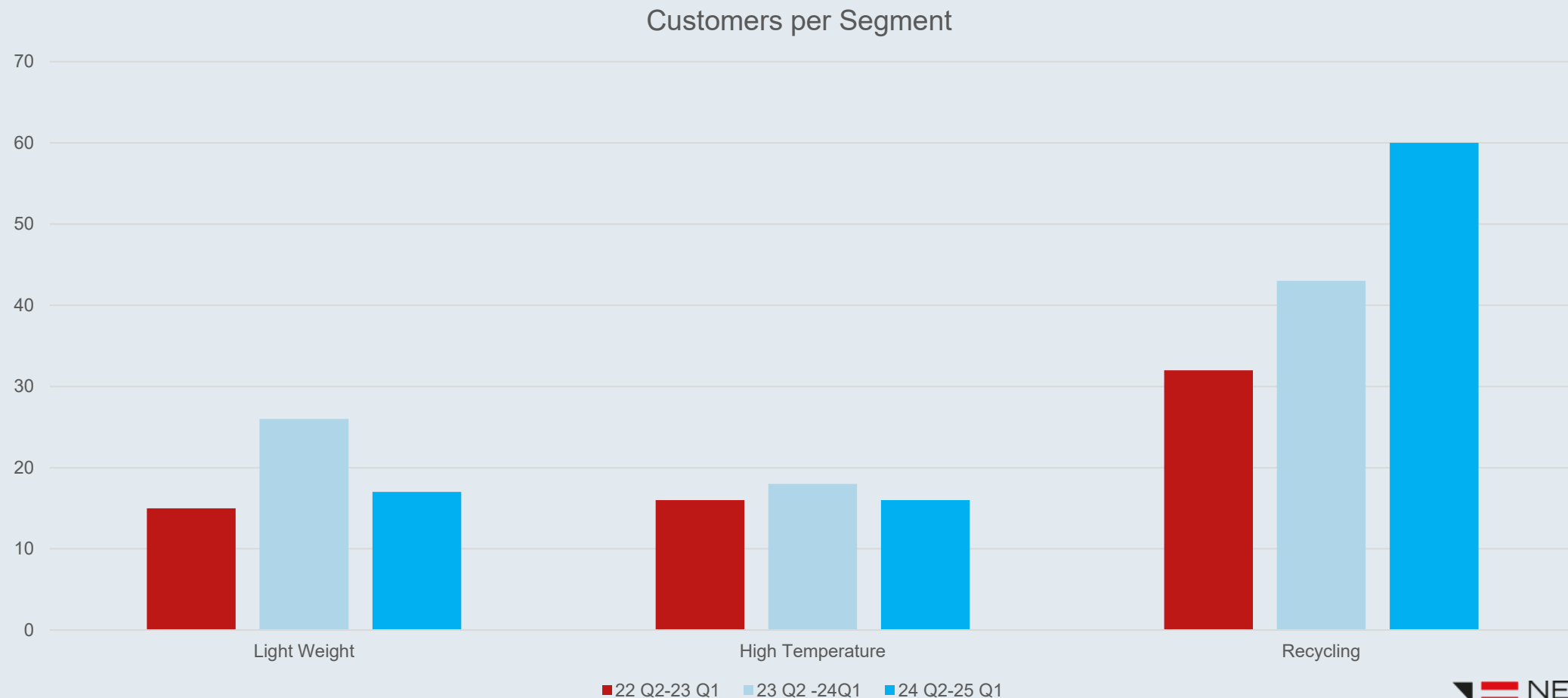
Project pipeline overview

Same standardized, and well proven, project pipeline process also for Recycling (with 3-10X more volume)





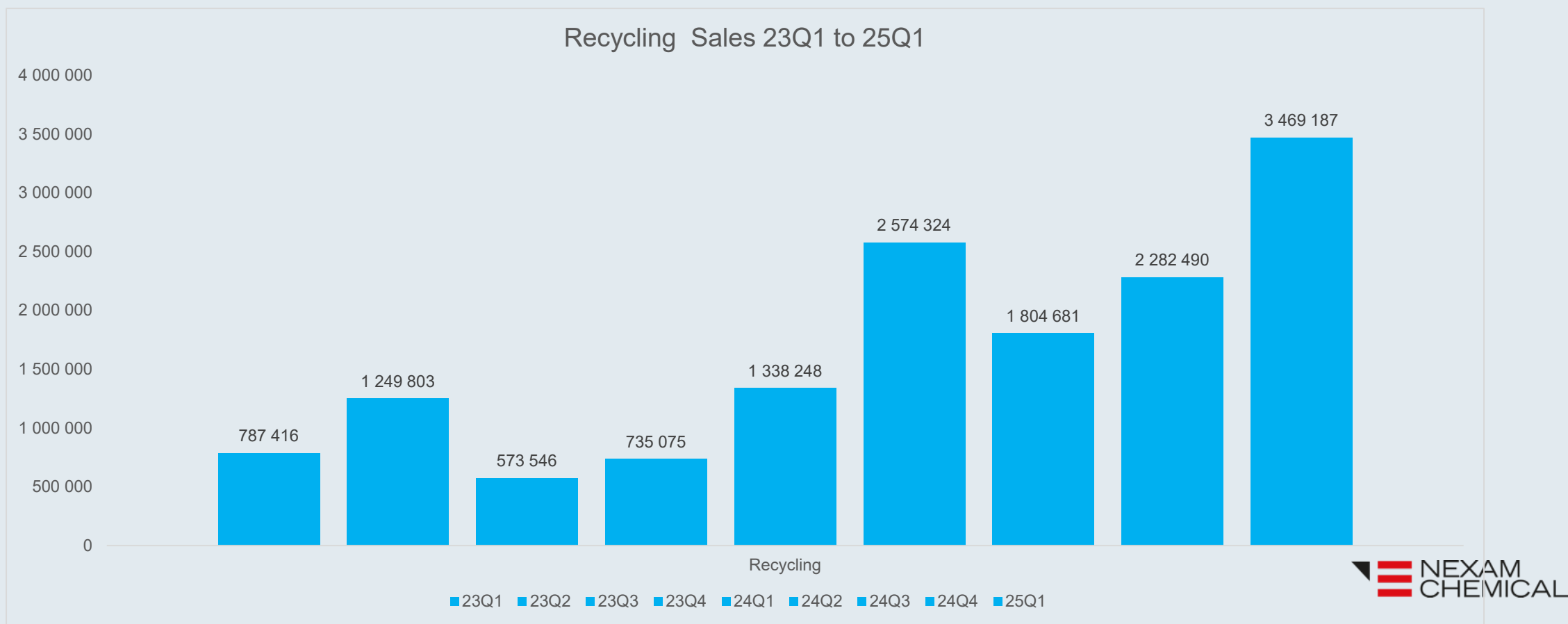
Significant increase in Recycling activity



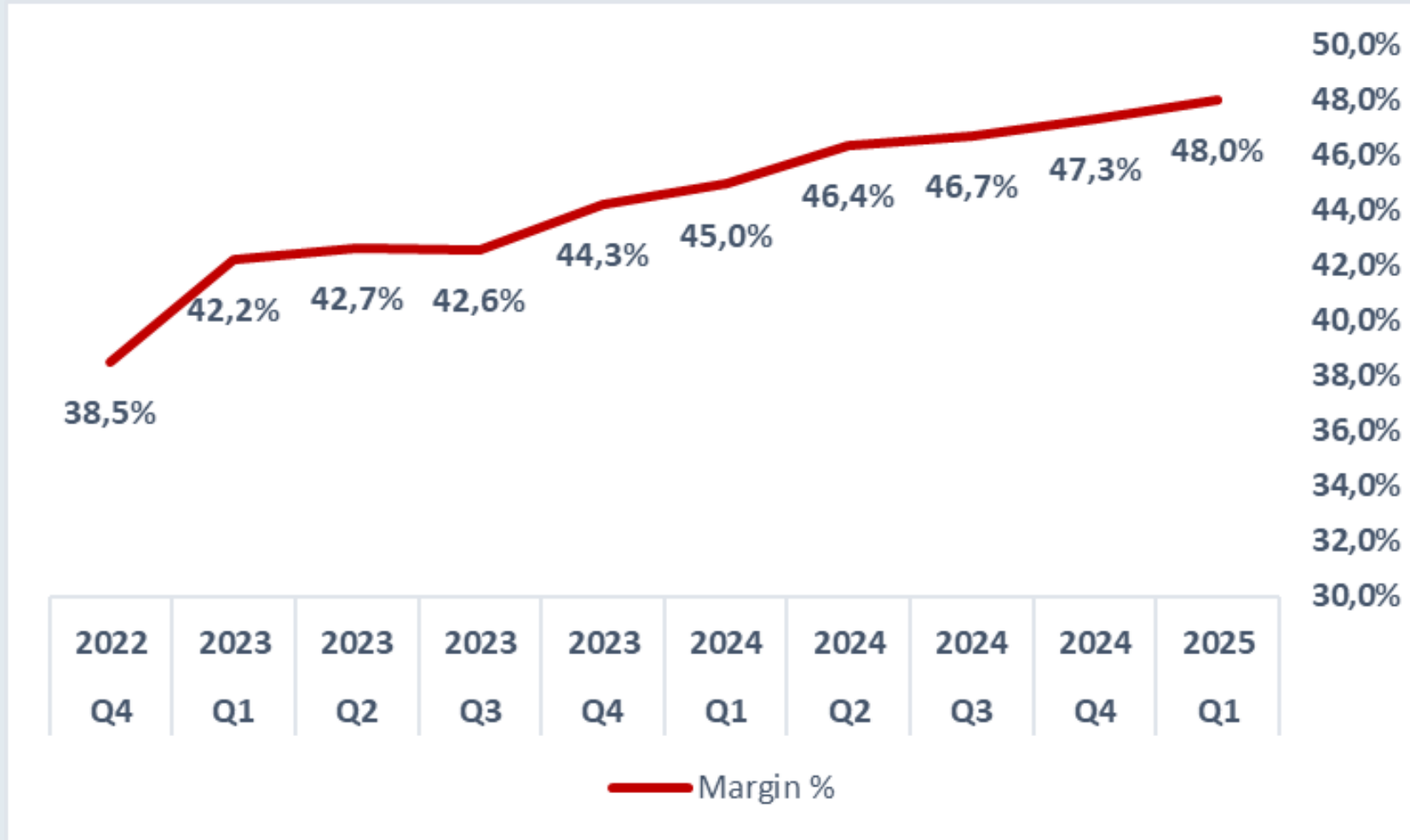


ATH Sales of Recycling in Q1

- Q1 2025 Sales 3.6 mSEK (1.3 mSEK), corresponding to 50% QoQ growth!
- New major customer ramping up full scale production – Q2 outlook positive



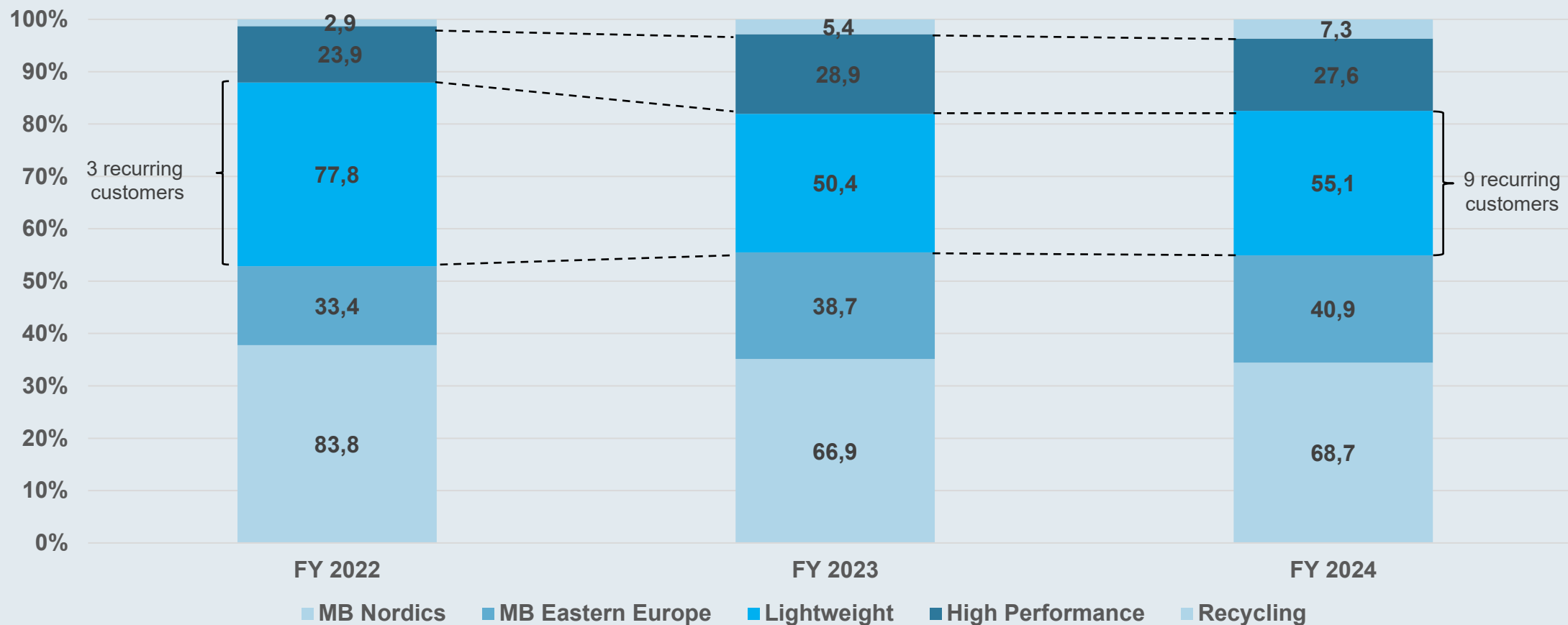
≡ Improved margin nine quarters in a row





Resilient business prepared for growth

Revenue split per segment FY22, FY23 and FY24



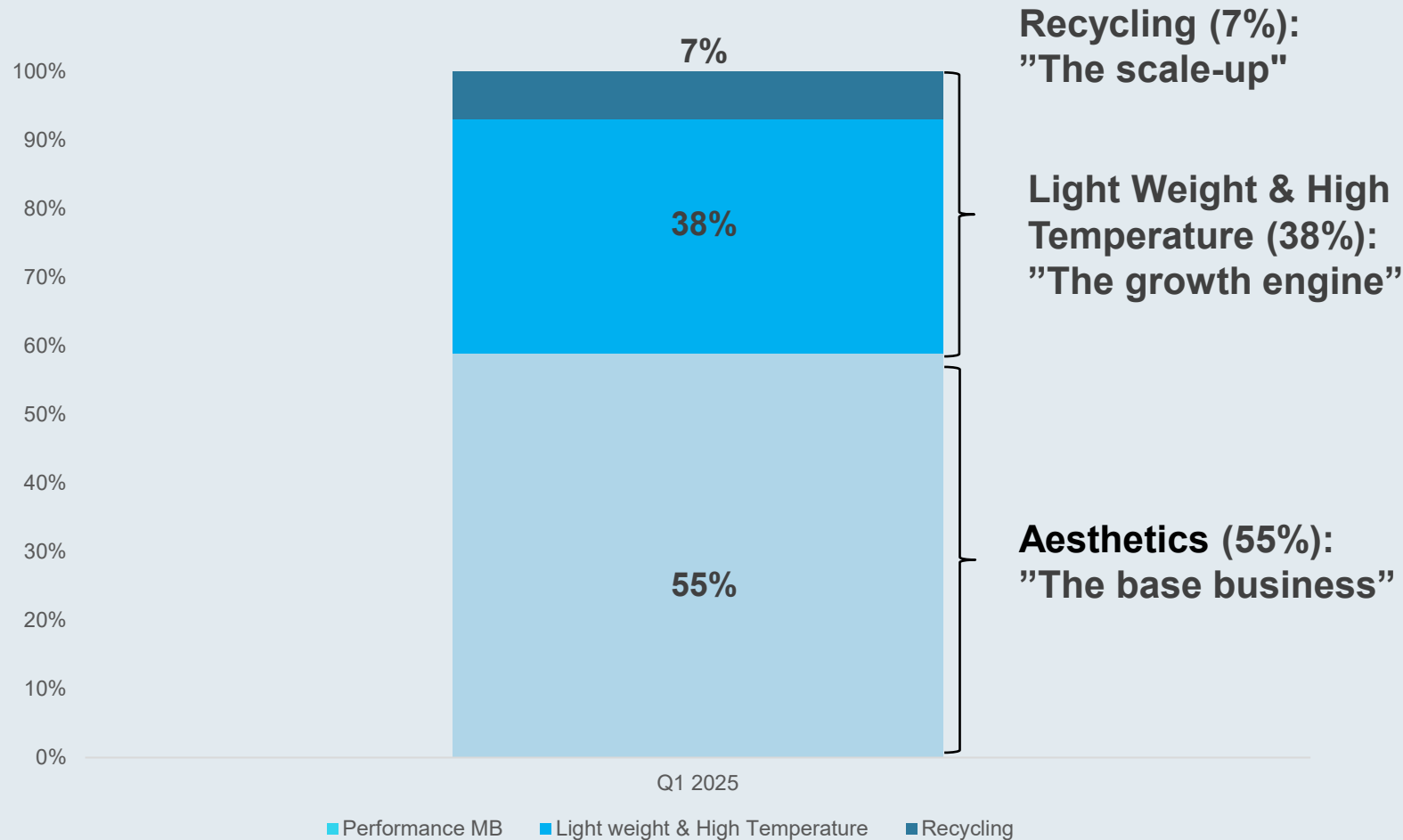


Scalability

- Reduced break-even (EBITDA) from ~55 to ~ 45 MSEK per quarter
- Beyond break-even point, top line increase contributes ~35% to bottom line
- Past year has shown organization's ability to generate incremental sales and new business
- >90% of sales are recurring to serial production, to an increasing customer base
- Potential to double volume with current organization and cost base – no additional investments needed, nor significant increase in overhead costs
- The contribution margin is expected to remain at this level the coming quarters

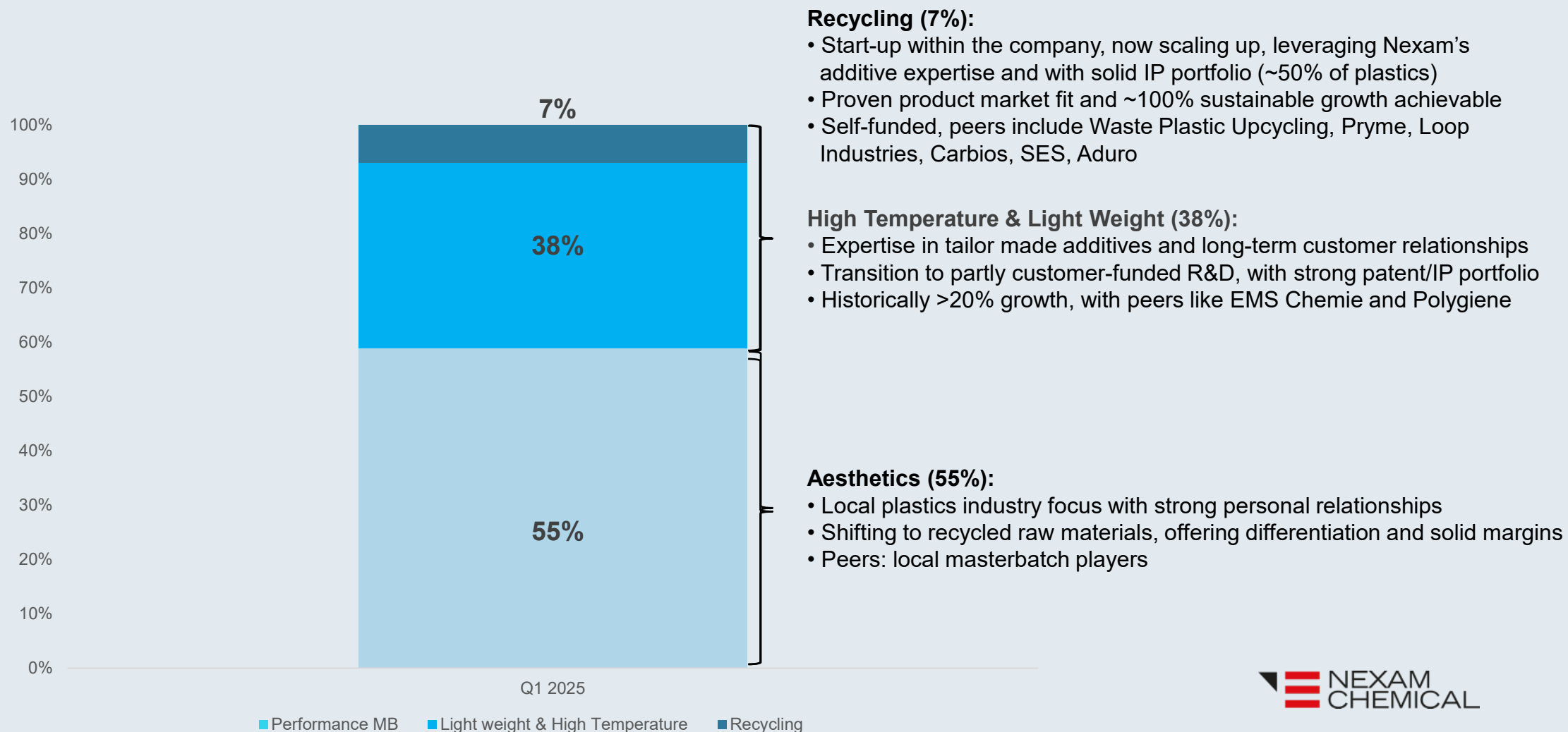


Three underlying business logics





Three underlying business logics





Positive turnaround - strong 2025 outlook

- Returning to growth in key segments, with increasing profitability and a broader customer base
- Past cost savings program enables profitable growth and balanced cash flow
- Focused commercial strategy and recycling innovation driving market differentiation
- Expanding position in PET foam, despite headwinds
- Several long term opportunities in the high temperature segment
- Recycling breakthroughs: multiple customers transitioning from testing to industrial production





Why invest in Nexam Chemical?

- Strong Growth Potential
- Focused Commercial Strategy, in line with Key Global Trends
- Huge untapped potential in Recycling
- Enhanced Innovation Capacity and Diverse Portfolio of Patented Solutions
- Improving Profitability and solid Financial Position
- Scalable Organization
- Strategic M&A Opportunities

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Q&A



CONTACT:

Ronnie Törnqvist, CEO

+46 706 254 185

ronnie.tornqvist@nexamchemical.com

NEXAM CHEMICAL

Industrigatan 27, 234 35 Lomma

www.nexamchemical.com