

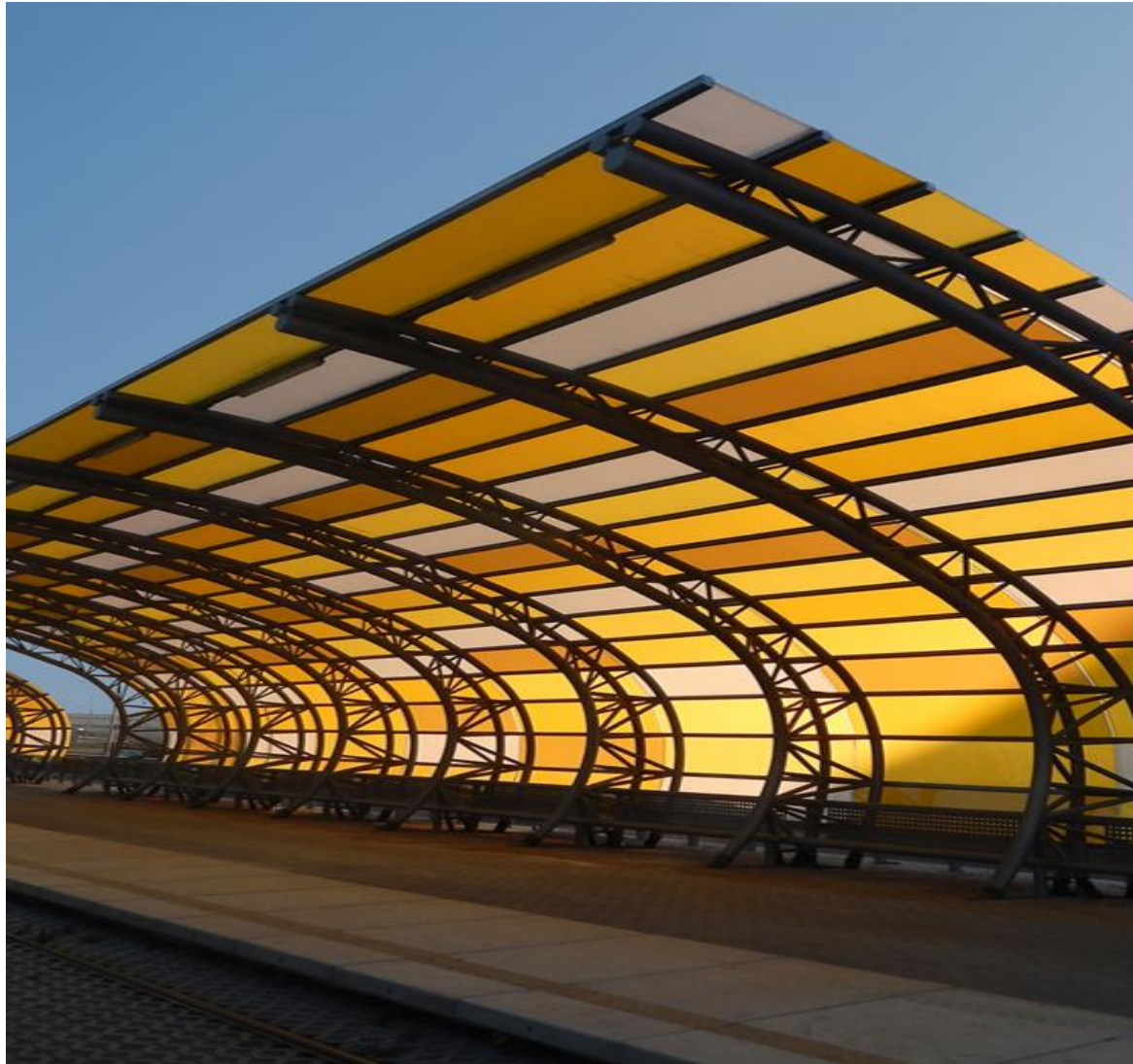


# Presentation Interim report Q1 2025

29 April 2025



# Highlights Q1 2025



Source: Arla Plast AB, Interim Report January – March 2025

- Perception is volumes decreased for whole sector in Europe
  - Perception market share unchanged
- Considerably higher net sales
  - Mainly due the acquisition Nudec S.A.U.
  - Strengthened market position in Europe
- Operating and gross margin
  - Historically strong comparison quarter
  - Negatively affected by currency fluctuations
  - Weaker margins in segment Spain
  - Lower gross margin, higher than full year 2024
- Raw material prices
  - Modest downward trend, higher than comparison quarter
  - Price fluctuations modest, outlook hard to predict
- Cash flow
  - Operating activities continues to be positive
- Operational improvements in segment Spain

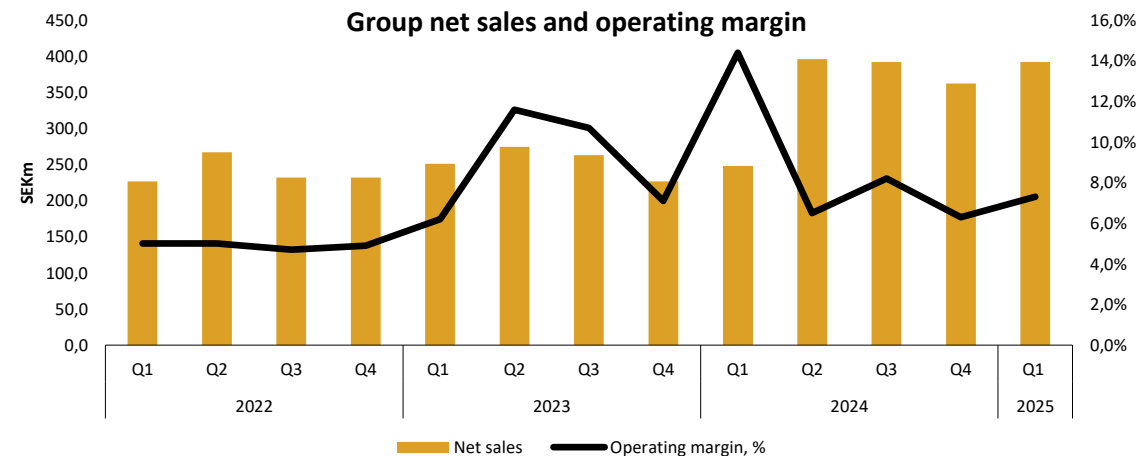
# Financial overview – Group

## Net sales

- Q1: up 58%, organically up 1% in comparable segments
- R 12: up 10%
- Additional net sales after acquisition
- Higher raw material price reflected in sales price

## Operating margin

- Q1: 7.3%
- R 12: 7.1%
- Negatively affected by currency fluctuations
- Weaker margins in segment Spain
- Non-recurring costs -1.7 MSEK (-6.8 MSEK)



MSEK	Q1 2025	Q1 2024	Δ	R 12*	FY 2024	Δ
Net sales	392.1	247.8	58%	1,542.3	1,398.0	10%
Operating profit	28.8	35.8	-20%	109.7	116.7	-6%
Operating margin, %	7.3	14.4	-49%	7.1	8.3	-15%

Source: Arla Plast AB, Interim Report January – March 2025

\*Note: Rolling twelve months, refers to the period quarter 1 -2025 to quarter 2 -2024

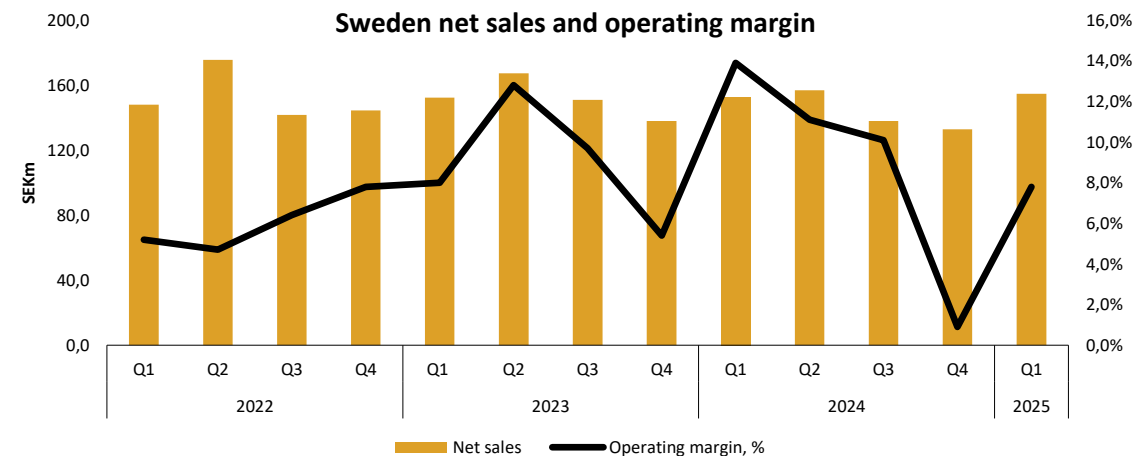
# Financial overview – Segment Sweden

## Net sales

- Q1: up 1%
- R 12: unchanged
- Increased net sales
- Lower volumes affected negatively
- Higher raw material price affected positively

## Operating margin

- Q1: 7.8%
- R 12: 7.7%
- Negatively affected by currency fluctuations
- Non-recurring items -1.2 MSEK



MSEK	Q1 2025	Q1 2024	Δ	R 12*	FY 2024	Δ
Net sales	154.8	152.8	1%	582.6	580.6	-
Operating profit	12.0	21.2	-43%	44.7	53.9	-17%
Operating margin, %	7.8	13.9	-44%	7.7	9.3	-17%

Source: Arla Plast AB, Interim Report January – March 2025

\*Note: Rolling twelve months, refers to the period quarter 1 -2025 to quarter 2 -2024

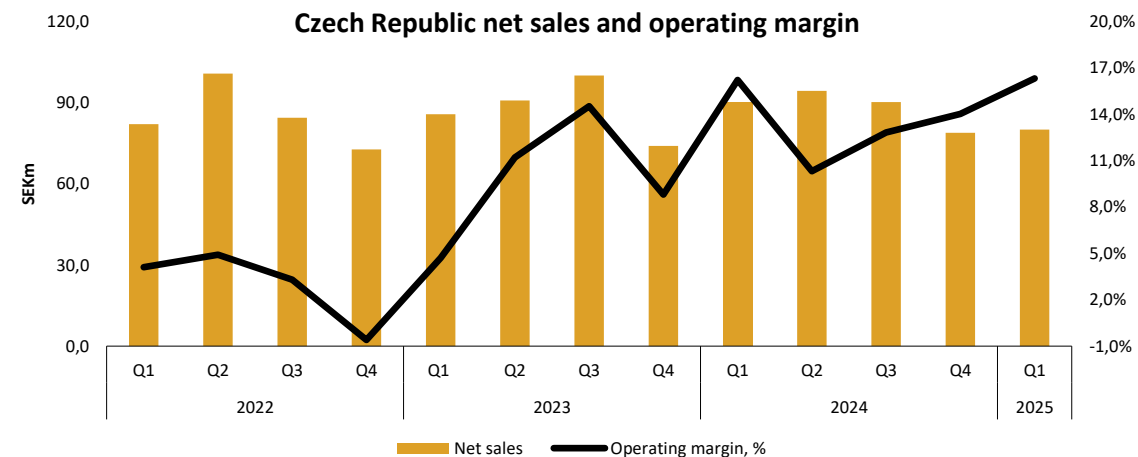
# Financial overview – Segment Czech Republic

## Net sales

- Q1: down 11%
- R 12: down 11%
- Lower net sales
- Lower demand from industrial applications, weak construction sector

## Operating margin

- Q1: 16.3%
- R 12: 13.2%
- Non-recurring costs -0.5 MSEK (-6.8 MSEK)
- Negatively affected by currency fluctuations



MSEK	Q1 2025	Q1 2024	Δ	R 12*	FY 2024	Δ
Net sales	80.0	90.0	-11%	343.2	353.2	-3%
Operating profit	13.0	14.6	-11%	45.2	46.8	-3%
Operating margin, %	16.3	16.2	-	13.2	13.3	-1%

Source: Arla Plast AB, Interim Report January – March 2025

\*Note: Rolling twelve months, refers to the period quarter 1 -2025 to quarter 2 -2024

# Financial overview – Segment Germany

## Net sales

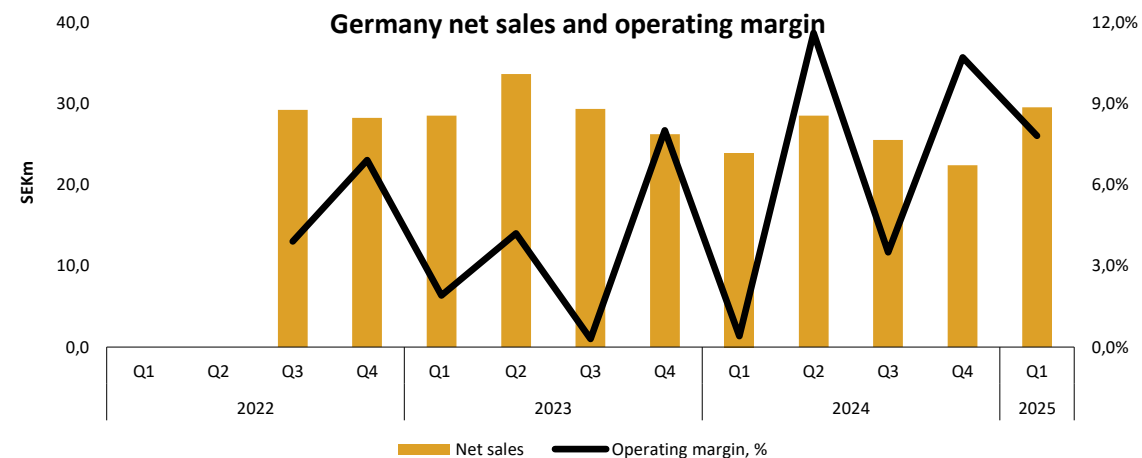
- Q1: up 23%
- R 12: up 6%

- Higher raw material price reflects in sales prices
- Favorable product and customer mix
- Weak economy in Germany

## Operating margin

- Q1: 7.8%
- R 12: 8.3%

- Strong quarter on a weak market
- Adjusted customer portfolio



MSEK	Q1 2025	Q1 2024	Δ	R 12*	FY 2024	Δ
Net sales	29.5	23.9	23%	105.9	100.3	6%
Operating profit	2.3	0.1	2200%	8.8	6.6	33%
Operating margin, %	7.8	0.4	1763%	8.3	6.6	26%

Source: Arla Plast AB, Interim Report January – March 2025

\*Note: Rolling twelve months, refers to the period quarter 1 -2025 to quarter 2 -2024

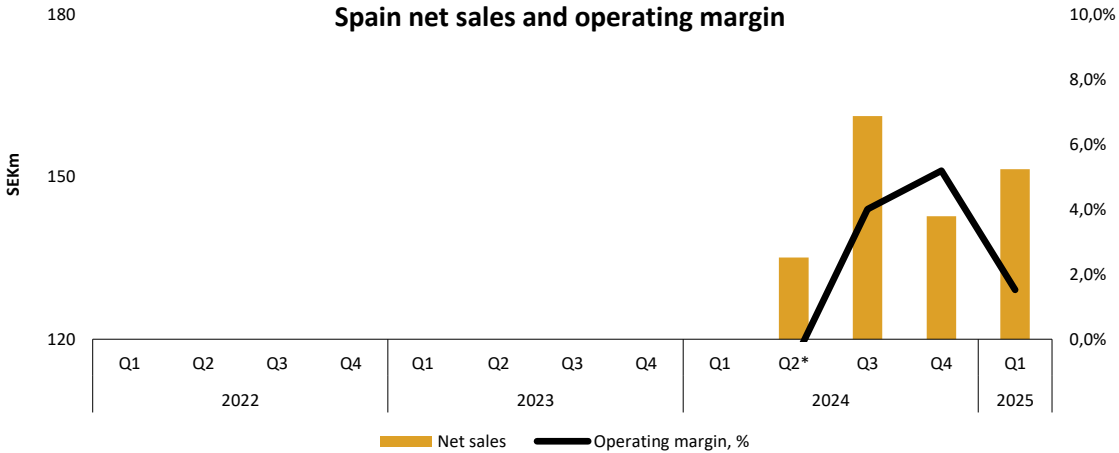
# Financial overview – Segment Spain

## Net sales

- Q1: 151.4 MSEK
  - R 12: 590.4 MSEK
- No comparable data, consolidated as of April 23, 2024

## Operating margin

- Q1: 1.5%
  - R 12: 2.6%
- No comparable data, consolidated as of April 23, 2024
- Generally weaker margins in segment Spain



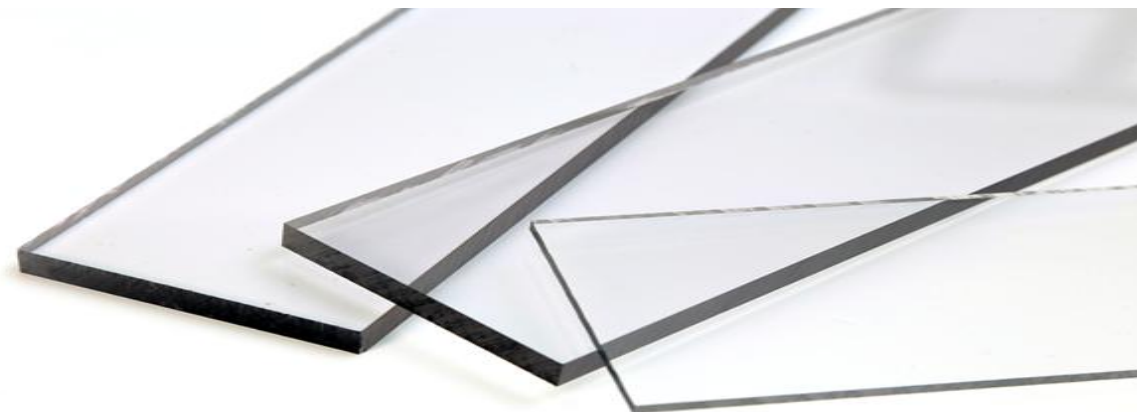
MSEK	Q1 2025	Q1 2024	Δ	R 12*	FY 2024	Δ
Net sales	151.4	-	-	590.4	439.0	-
Operating profit	2.3	-	-	15.1	12.8	-
Operating margin, %	1.5	-	-	2.6	2.9	-

Source: Arla Plast AB, Interim Report January – March 2025  
\*FY 2024 = Period April 23<sup>rd</sup> 2024 to December 31<sup>st</sup> 2024  
\*Note: Rolling twelve months, refers to the period quarter 1 -2025 to quarter 2 -2024

# Financial overview – Geographical markets



- Sweden: Weaker demand from industrial, automotive and construction sectors
- Germany: Additional net sales after acquisition, higher sales prices
- Czech Republic: Weak demand from industrial projects and construction industry
- Spain: Additional net sales after acquisition
- Rest of Europe: Strengthened market position after acquisition, Central & Southern Europe
- Rest of world: Increased demand high optical products, additional sales after acquisition



MSEK	Q1 2025	%	Q1 2024	%	R 12*	%	FY 2024	%
Sweden	24.9	6	27.3	11	119.5	8	121.9	9
Germany	61.2	16	42.8	17	251.3	16	232.9	17
Czech Republic	42.8	11	50.3	20	183.4	12	190.9	14
Spain	31.7	8	10.1	4	144.4	9	122.8	9
Rest of Europe	205.1	52	101.2	41	727.6	47	623.7	44
Rest of world	26.4	7	16.1	7	116.1	8	105.8	7
<b>TOTAL</b>	<b>392.1</b>	<b>100</b>	<b>247.8</b>	<b>100</b>	<b>1,542.3</b>	<b>100</b>	<b>1,398.0</b>	<b>100</b>

Source: Arla Plast AB, Interim Report January – March 2025

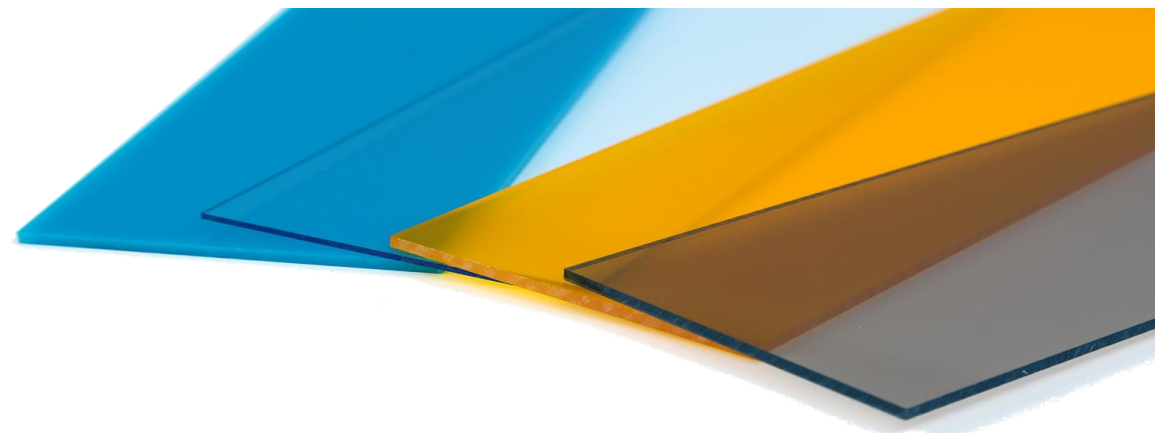
\*Note: Rolling twelve months, refers to the period quarter 1 -2025 to quarter 2 -2024



# Financial overview – Product areas



- TPC: Additional net sales after acquisition, lower demand within Europe, increased demand high optical products
- OPC: Weaker demand from industrial applications and projects
- MWPC: Weak demand from construction industry
- ABS: Continued weak demand from automotive and construction industry
- PETG: Additional net sales and markets after acquisition
- PMMA: Significantly increased net sales, production within the Group after acquisition



MSEK	Q1 2025	%	Q1 2024	%	R 12*	%	FY 2024	%
TPC	146.3	38	107.1	43	570.8	37	531.6	38
OPC	51.9	13	62.4	25	220.9	14	231.4	17
MWPC	31.4	8	34.7	14	155.5	10	158.8	11
ABS	20.0	5	21.3	9	78.7	5	80.0	6
PETG	71.1	18	12.4	5	246.0	16	187.3	13
PMMA	71.4	18	9.9	4	270.4	18	208.9	15
<b>TOTAL</b>	<b>392.1</b>	<b>100</b>	<b>247.8</b>	<b>100</b>	<b>1,542.3</b>	<b>100</b>	<b>1,398.0</b>	<b>100</b>

Source: Arla Plast AB, Interim Report January – March 2025

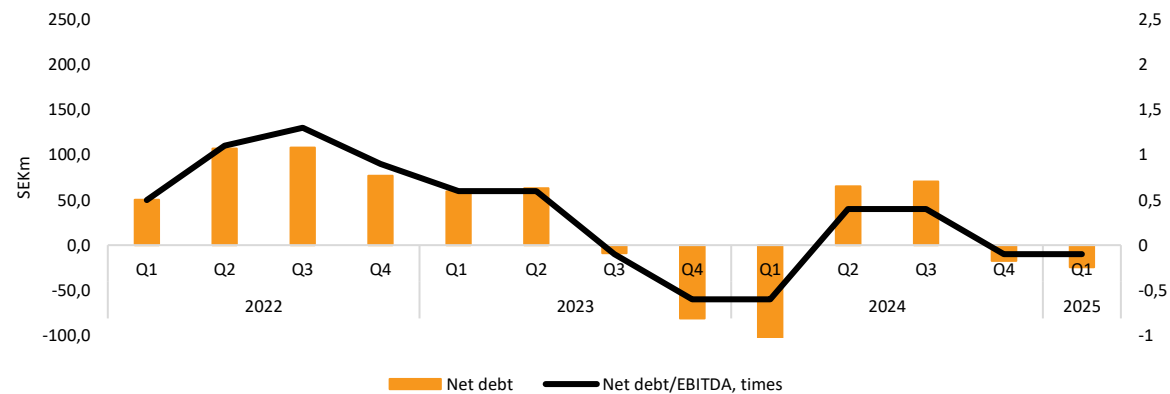
\*Note: Rolling twelve months, refers to the period quarter 1 -2025 to quarter 2 -2024

# Financial overview – Cash flow and balance sheet



- The cash flow from operating activities was negatively impacted by lower operating profit
- Cash flow normally weaker during first quarter
- Net cash of 24.5 MSEK, comparison quarter before acquisition of Nudac S.A.U.
- Strong equity 64.1%

Net debt and net debt ratio



MSEK	Q1 2025	Q1 2024	R 12*	FY 2024
Cash flow from operating activities	16.5	27.3	155.2	166.0
Cash flow from investing activities	-4.2	-3.3	-109.6	-108.7
Cash flow for the period	-10.0	21.4	-50.5	-19.1
Net debt (+) / Net cash(-)	-24.5	-106.6	-24.5	-17.3
Net debt / EBITDA	-0.1	-0.6	-0.1	-0.1
Equity / assets ratio	64.1	71.6	64.1	65.6

Source: Arla Plast AB, Interim Report January – March 2025

\*Note: Rolling twelve months, refers to the period quarter 1 -2025 to quarter 2 -2024

# Summary and outlook



- Significantly increased net sales
  - Positively affected by acquisition
  - Positively affected by higher raw material prices
- Gross and operating margin affected negatively
  - Volumes decreased for whole sector in Europe, increased price competition
  - Turbulent environment with currency fluctuations
- Raw material prices slightly downward, difficult to predict ahead
- Expectation low direct impact from eventual tariffs to the American market
- Segment Spain, ongoing operational improvements
- Segment Czech Republic, optimize and modernize production equipment
- Segment Sweden, preparation work of warehouse and production facility
- Stronger position in Europe, broader product and customer portfolio thru Nudec S.A.U
- Increased demand of high optical products from North America
- Strong financial position, enables a high investment pace





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