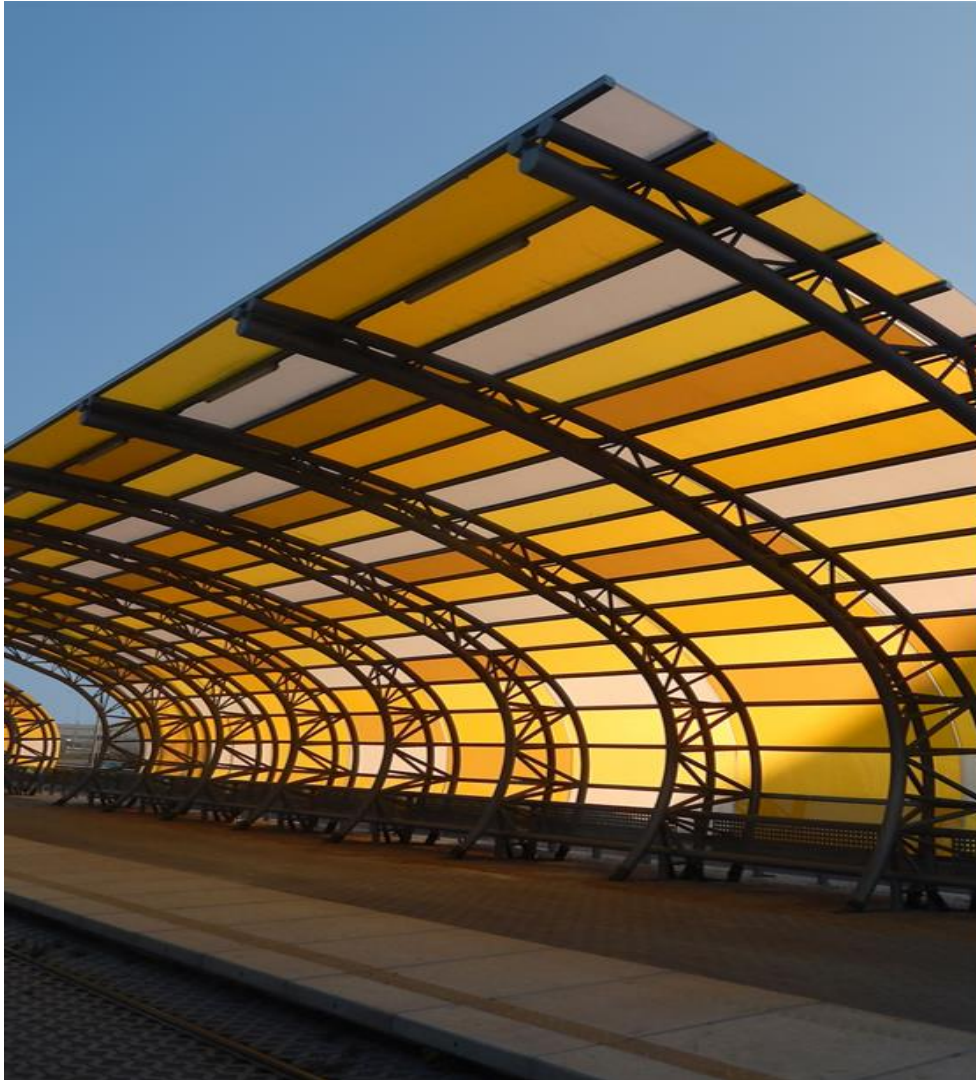




Presentation Interim Report Q1 2023

9 May 2023

HIGHLIGHTS Q1 2023



- Improved margins and strong cash flow
 - Gross and operating margin increased
 - Increased operating profit and lower degree of capital tie-up improved cash flow
- Volumes continued to decline for the entire industry, although at a slower pace
 - Market share of Arla Plast remain unchanged
- Net sales increased, organically unchanged
- Raw material prices slowly continue down
 - Price development difficult to estimate

Source: Arla Plast AB, Interim Report January - March 2023

Financial overview – Group financials



- Volumes down 1%, net sales up 11%, organically unchanged
- Construction sector weak, other sectors compensates
- Gross and operating margins up
 - Favorable product mix and high degree of material utilization

SEKm	Q1 2023	Q1 2022	Δ, %	R 12*	FY 2022	Δ, %
SALES VOLUME, TONNES	4,892	4,941	(1%)	18,608	18,657	(0%)
NET SALES	251.0	226.7	11%	982.1	957.8	3%
ADJUSTED OPERATING PROFIT	15.6	11.4	36%	52.4	48.2	9%
ADJUSTED OPERATING MARGIN	6.2%	5.0%	24%	5.3%	5.0%	6%

Source: Arla Plast AB, Interim Report January - March 2023

Note:* Rolling twelve months, refers to the period quarter 2 -2022 to quarter 1 -2023

Financial overview – Segment Sweden



Volume	Net sales	Operating margin
<ul style="list-style-type: none"> Q1: down 8% R 12: down 2% 	<ul style="list-style-type: none"> Q1: up 3% R 12: up 1% 	<ul style="list-style-type: none"> Q1: 8.0% R 12: 6.6%
<ul style="list-style-type: none"> Volumes continued to decline at a slower pace Perception, linear with the market 	<ul style="list-style-type: none"> Favorable product mix 	<ul style="list-style-type: none"> Product mix and high degree of material utilization



SEKm	Q1 2023	Q1 2022	Δ, %	R 12*	FY 2022	Δ, %
SALES VOLUME, TONNES	3,052	3,332	(8%)	11,723	12,003	(2%)
NET SALES	152.3	148.0	3%	614.4	610.1	1%
OPERATING PROFIT	12.2	7.7	58%	40.7	36.3	12%
OPERATING MARGIN	8.0%	5.2%	29%	6.6%	5.9%	12%

Source: Arla Plast AB, Interim Report January - March 2023

Note*: Rolling twelve months, refers to the period quarter 2 -2022 to quarter 1 -2023

Financial overview – Segment Czech Republic



Volume	Net sales	Operating margin
<ul style="list-style-type: none"> Q1: down 25% R 12: down 6% - Declining demand from the construction industry - Perception, linear with the market 	<ul style="list-style-type: none"> Q1: up 4%, organically down 11% R 12: up 1% - Favorable product mix, some recovery in other application areas 	<ul style="list-style-type: none"> Q1: 4.7% R 12: 3.3% - Favorable product mix



SEKm	Q1 2023	Q1 2022	Δ, %	R 12*	FY 2022	Δ, %
SALES VOLUME, TONNES	1,311	1,740	(25)%	6,450	6,879	(6)%
NET SALES	85.6	82.0	4%	343.2	339.6	1%
OPERATING PROFIT	4.0	3.4	18%	11.3	10.7	6%
OPERATING MARGIN	4.7%	4.1%	15%	3.3%	3.2%	1%

Source: Arla Plast AB, Interim Report January - March 2023

Note:* Rolling twelve months, refers to the period quarter 2 -2022 to quarter 1 -2023

Financial overview – Segment Germany



Volume	Net sales	Operating margin
<ul style="list-style-type: none"> Q1: 531 TON No comparative data available, consolidated as of August 2022 Volumes include all product areas 	<ul style="list-style-type: none"> Q1: 28.5 MSEK Follows the industry's development 	<ul style="list-style-type: none"> Q1: 1.9% Lower gross profit, increased expenses



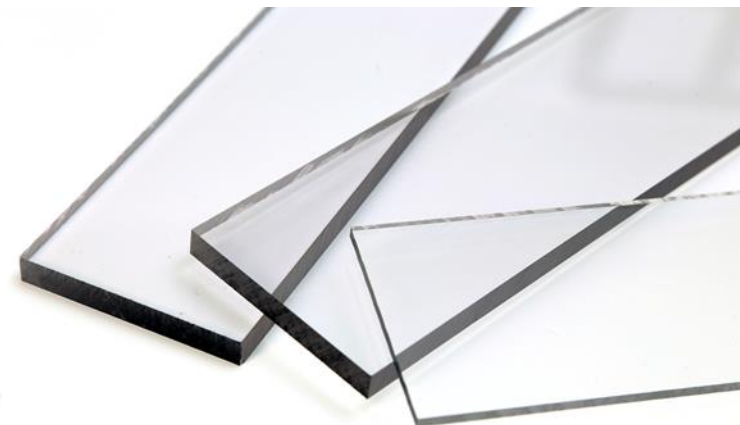
SEKm	Q1 2023	Q1 2022	Δ, %	R 12*	FY 2022*	Δ, %
SALES VOLUME, TONNES	531	-	-%	1,451	920	-%
NET SALES	28.5	-	-%	75.9	47.4	-%
OPERATING PROFIT	0.5	-	-%	3.2	2.7	-%
OPERATING MARGIN	1.9%	-	-%	4.3%	5.7%	-%

Source: Arla Plast AB, Interim Report January - March 2023
 Note*: Refers to the period from August 1 to March 31, 2023

Financial overview – Geographical markets



- Sweden - Increasing demand from the manufacturing industry, such as products for energy solutions application
- Germany - Acquisitions have a positive impact, shift in customer portfolio is counteracting
- Czech Republic - Declining demand in construction industry, partially compensated by favorable product mix
- Poland - Continued positive trend, distributor channel and industrial applications
- Rest of world - Sustained trend in demand for high-optical products.



SEKm	Q1 2023	%	Q1 2022	%	R 12*	%	FY 2022	%
SWEDEN	33.2	13%	26.6	12%	131.3	13%	124.7	13%
GERMANY	52.1	21%	38.2	17%	181.4	18%	167.5	17%
CZECH REPUBLIC	40.9	16%	46.5	20%	165.9	17%	171.5	18%
POLAND	31.5	13%	25.6	11%	124.2	13%	118.3	12%
REST OF EUROPE	74.0	29%	78.6	35%	298.8	31%	303.4	32%
REST OF WORLD	19.3	8%	11.2	5%	80.5	8%	72.4	8%
TOTAL	251.0	100%	226.7	100%	982.1	100%	957.8	100%

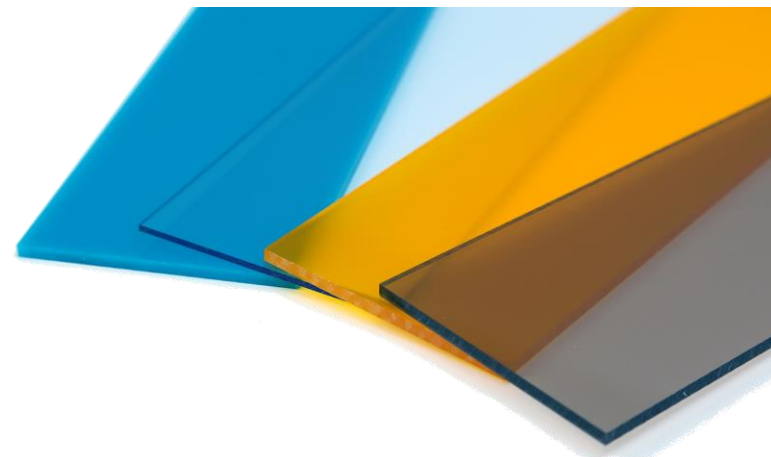
Source: Arla Plast AB, Interim Report January - March 2023

Note*: Rolling twelve months, refers to the period quarter 2 -2022 to quarter 1 -2023

Financial overview – Product range



- TPC - Favorable product mix compensates for market developments
- OPC - Demand is increasing from industrial applications
- MWPC - Weak demand from construction industry
- ABS - Stable demand in stand applications for the automotive industry
- PETG - Follows TPC
- PMMA - No comparative figures, market trend similar to TPC



SEKm	Q1 2023		Q1 2022		R 12*		FY 2022	
		%		%		%		%
TPC	105.6	42%	103.6	42%	424.3	43%	422.4	44%
OPC	50.8	20%	33.0	15%	171.4	17%	153.7	16%
MWPC	34.9	14%	49.7	21%	173.6	18%	188.4	20%
ABS	34.6	14%	27.6	15%	130.2	13%	123.2	13%
PETG	14.9	6%	12.7	7%	53.5	5%	51.2	5%
PMMA	10.2	4%	-	-	29.1**	3%	18.9**	2%
TOTAL	251.0	100%	226.7	100%	982.1	100%	957.8	100%

Source: Arla Plast AB, Interim Report January - March 2023

Note*: Rolling twelve months, refers to the period quarter 2 -2022 to quarter 1 -2023

Note**: Refers to the period from August 1 to March 31, 2023

Financial overview – Cash flow and balance sheet



- Operating cash flow was positively impacted by higher operating income and changes in working capital, mainly inventory
- Net debt increased due to newly taken loans in connection to acquisition
- Net debt ratio remained low



SEKm	Q1 2023	Q1 2022	R 12*	FY 2022
CASH FLOW FROM OPERATING ACTIVITIES	20.9	1.0	106.6	86.7
CASH FLOW FROM INVESTING ACTIVITIES	-1.1	-4.1	-60.5	-63.5
CASH FLOW FOR THE PERIOD	16.8	12.0	31.7	27.0
NET DEBT (+) / NET CASH (-)	59.6	50.4	59.6	76.7
NET DEBT/EBITDA	0.6	0.5	0.6	0.9
EQUITY / ASSET RATIO	67.1	68.9	67.1	67.9

Source: Arla Plast AB, Interim Report January - March 2023

Note*: Rolling twelve months, refers to the period quarter 2 -2022 to quarter 1 -2023

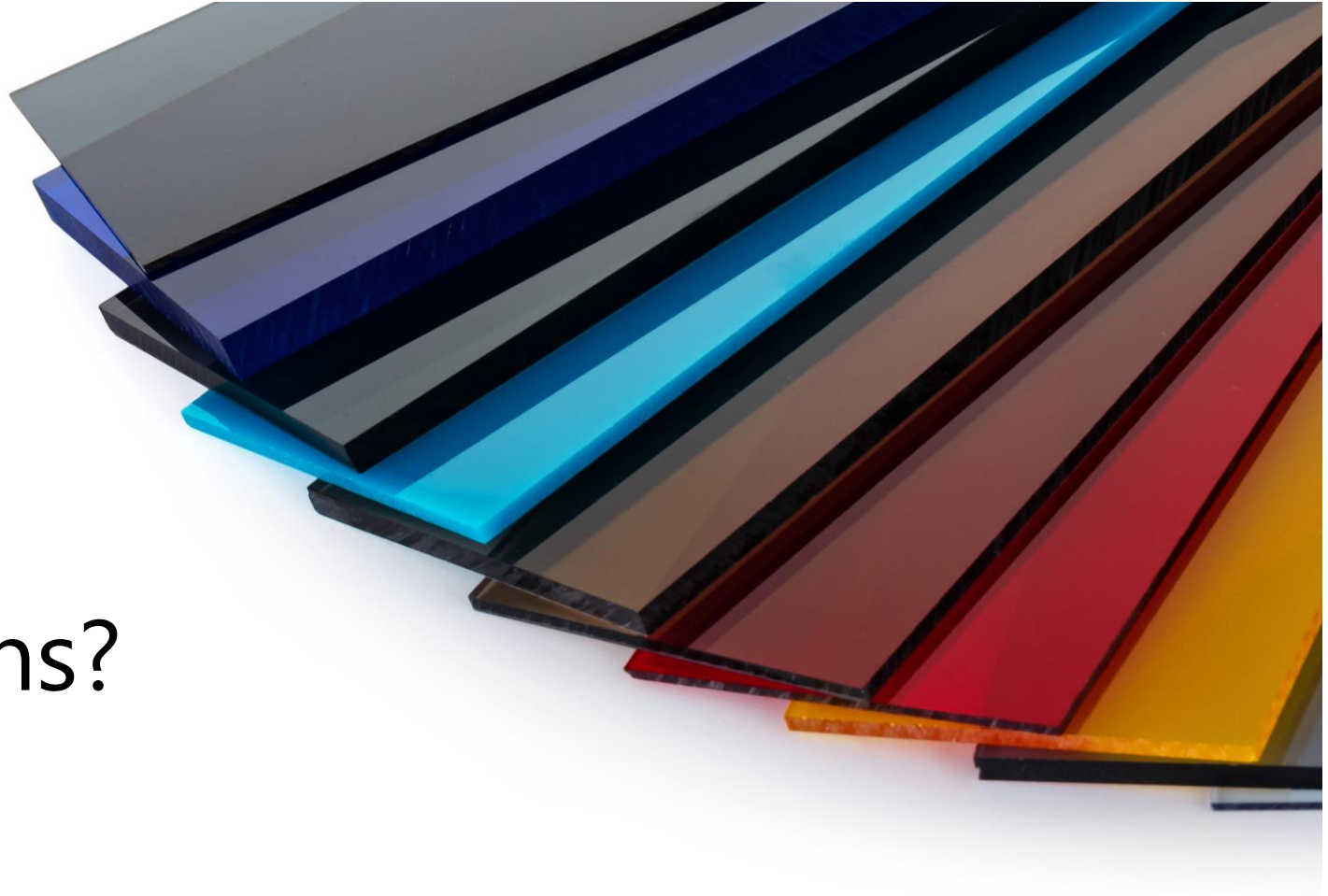
Summery and outlook



- Improved margins and strong cash flow
- Volumes down for entire industry in Europe continue, our market share remained unchanged
- Construction industry is generally weak
- Market development is difficult to predict
- Production disruptions in supplier chain for raw materials create uncertainty
- Focus:
 - Sustainability
 - Integrate acquisition
 - Efficiency work
 - Strengthening organization
- Our risk diversification across different industries is particularly important during present business environment



Source: Arla Plast AB, Interim Report January - March 2023



Questions?



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