



Presentation Interim Report Q3 2024

8 November 2024

Highlights Q3 2024



- Significantly increased net sales
 - Nudec S.A.U. contributes with additional net sales
 - Reduced revenue in comparable segments, impacted by lower raw material prices
- Increased operating profit
 - Comparable segments maintained a solid margin
 - Lower margins in segment Spain
- Product and customer portfolio strengthened through the acquisition of Nudec S.A.U.
 - Increased share of PETG and PMMA
- Raw material prices continued upwards
 - Lower level compared to previous period
 - Future outlook is difficult to predict
- Temporary build-up of raw material stock impacts cash flow
- Ongoing modernization of production equipment and workflows

Source: Arla Plast AB, Interim Report January - September 2024

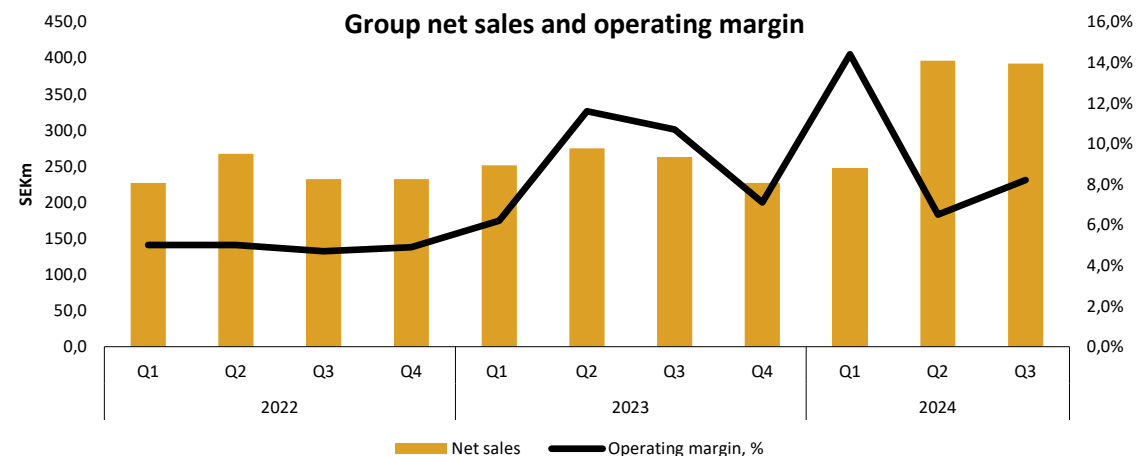
Financial overview – Group

Net sales

- Q3: up 49%, comparable segments down 10%
- Q1-Q3: up 31%, comparable segments down 5%
- Additional net sales after acquisition
- Lower raw material prices

Operating margin

- Q3: 8.2%
- Q1-Q3: 9.1%
- Lower gross margin
- Weaker margins in segment Spain
- Still good margins in comparable segments



SEKm	Q3 2024	Q3 2023	Δ	Q1-Q3 2024	Q1-Q3 2023	Δ	R 12*	FY 2023	Δ
Net sales	392.0	262.9	49%	1,035.7	788.5	31%	1,262.3	1,015.1	24%
Operating profit	32.2	28.0	15%	93.8	75.6	24%	109.8	91.6	20%
Operating margin, %	8.2	10.7	(23%)	9.1	9.6	(5%)	8.7	9.0	(3%)

Source: Arla Plast AB, Interim Report January - September 2024

*Note: Rolling twelve months, refers to the period quarter 4 - 2023 to quarter 3 - 2024

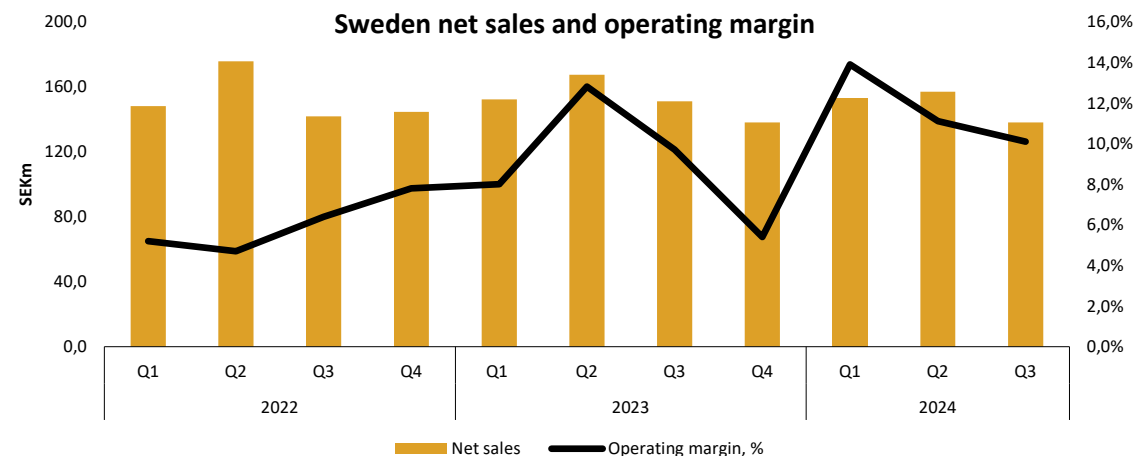
Financial overview – Segment Sweden

Net sales

- Q3: down 9%
- Q1-Q3: down 5%
- Impacted by lower raw material prices

Operating margin

- Q3: 10.2%
- Q1-Q3: 11.8%
- Margins in the quarter in line with previous year



SEKm	Q3 2024	Q3 2023	Δ	Q1-Q3 2024	Q1-Q3 2023	Δ	R 12*	FY 2023	Δ
Net sales	138.1	151.0	(9%)	447.8	470.7	(5%)	585.8	608.7	(4%)
Operating profit	14.1	14.6	(3%)	52.7	48.2	9%	60.1	55.6	8%
Operating margin, %	10.2	9.7	5%	11.8	10.2	16%	10.3	9.1	13%

Source: Arla Plast AB, Interim Report January - September 2024

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Financial overview – Segment Czech Republic

Net sales

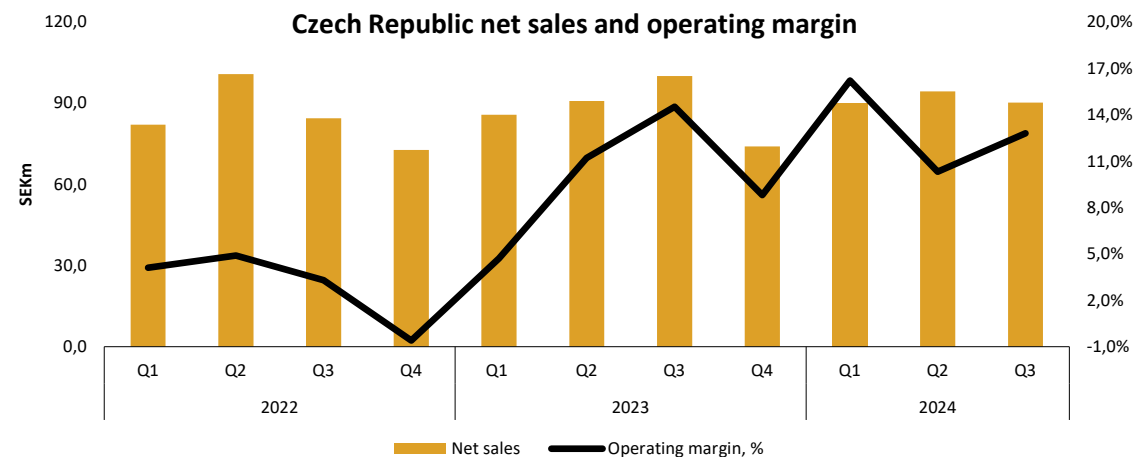
- Q3: down 10%
- Q1-Q3: down 1%

– Impacted by lower raw material prices

Operating margin

- Q3: 12.8%
- Q1-Q3: 13.0%

– Strong comparing quarter



SEKm	Q3 2024	Q3 2023	Δ	Q1-Q3 2024	Q1-Q3 2023	Δ	R 12*	FY 2023	Δ
Net sales	90.1	99.9	(10%)	274.4	276.2	(1%)	348.4	350.2	(1%)
Operating profit	11.5	14.5	(21%)	35.8	28.7	25%	42.3	35.2	20%
Operating margin, %	12.8	14.5	(12%)	13.0	10.4	25%	12.1	10.1	20%

Source: Arla Plast AB, Interim Report January - September 2024

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Financial overview – Segment Germany

Net sales

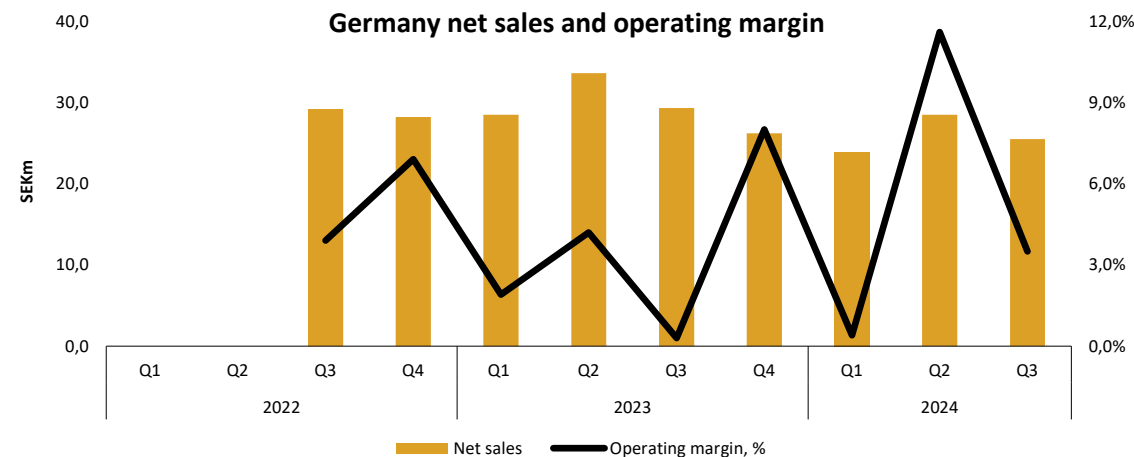
- Q3: down 13%
- Q1-Q3: down 15%

– Impacted by lower raw material prices

Operating margin

- Q3: 3.1%
- Q1-Q3: 5.3%

– Increased gross profit
– Product and customer mix



SEKm	Q3 2024	Q3 2023	Δ	Q1-Q3 2024	Q1-Q3 2023	Δ	R 12*	FY 2023	Δ
Net sales	25.5	29.3	(13%)	77.9	91.5	(15%)	104.1	117.7	(12%)
Operating profit	0.8	0.1	700%	4.2	2.0	110%	6.3	4.1	54%
Operating margin, %	3.1	0.3	933%	5.3	2.2	141%	6.1	3.5	74%

Source: Arla Plast AB, Interim Report January - September 2024

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Financial overview – Segment Spain

Net sales

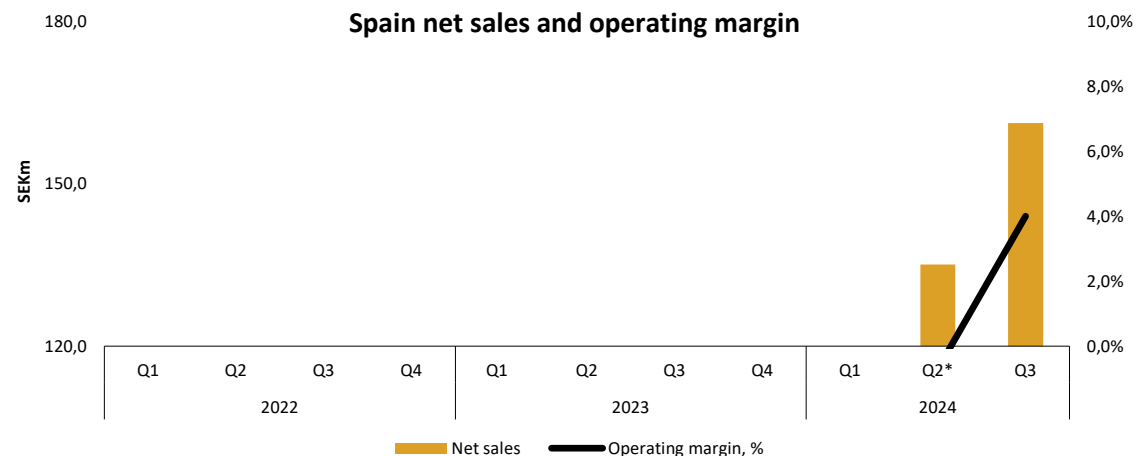
▪ Q3: 161.2 SEKm

– No comparable data, consolidated as of April 23, 2024

Operating margin

▪ Q3: 4.0%

– No comparable data, consolidated as of April 23, 2024



SEKm	Q3 2024	Q3 2023	Δ	Q1-Q3 2024*	Q1-Q3 2023	Δ	R 12*	FY 2023	Δ
Net sales	161.2	-	-	296.3	-	-	296.3	-	-
Operating profit	6.4	-	-	5.4	-	-	5.4	-	-
Operating margin, %	4.0	-	-	1.8	-	-	1.8	-	-

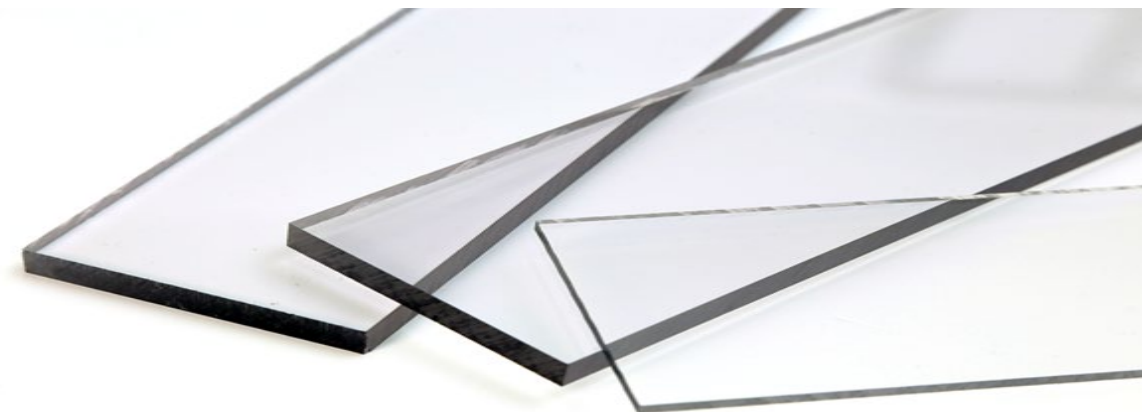
Source: Arla Plast AB, Interim Report January - September 2024

*Refers to period April 23, 2024, to September 30, 2024

Financial overview – Geographical markets



- Sweden – Lower net sales, impacted by lower raw material prices
- Germany – Acquisition contributed positively, counteracted by lower raw material prices
- Czech Republic – Weak demand construction industry and lower raw material prices
- Poland – Weak demand construction and automotive industry, additional net sales after acquisition
- Rest of Europe – Strengthened market position after acquisition, Central and Southern Europe
- Rest of world- Additional export outside Europe after acquisition



SEKm	Q3 2024	%	Q3 2023	%	Q1-Q3 2024	%	Q1-Q3 2023	%	R 12*	%	FY 2023	%
Sweden	27.6	7	30.1	11	92.0	9	100.5	13	125.8	10	134.3	13
Germany	64.3	16	48.4	18	176.5	17	154.4	20	211.2	17	189.1	19
Czech Republic	49.8	13	54.2	21	158.6	15	143.7	18	202.4	16	187.5	18
Poland	34.5	9	24.9	10	89.4	9	89.1	11	117.3	9	117.0	12
Rest of Europe	185.9	47	79.2	30	453.6	44	236.6	30	525.3	42	308.3	30
Rest of world	29.9	8	26.1	10	65.6	6	64.2	8	80.3	6	78.9	8
TOTAL	392.0	100	262.9	100	1,035.7	100	788.5	100	1,262.3	100	1,015.1	100

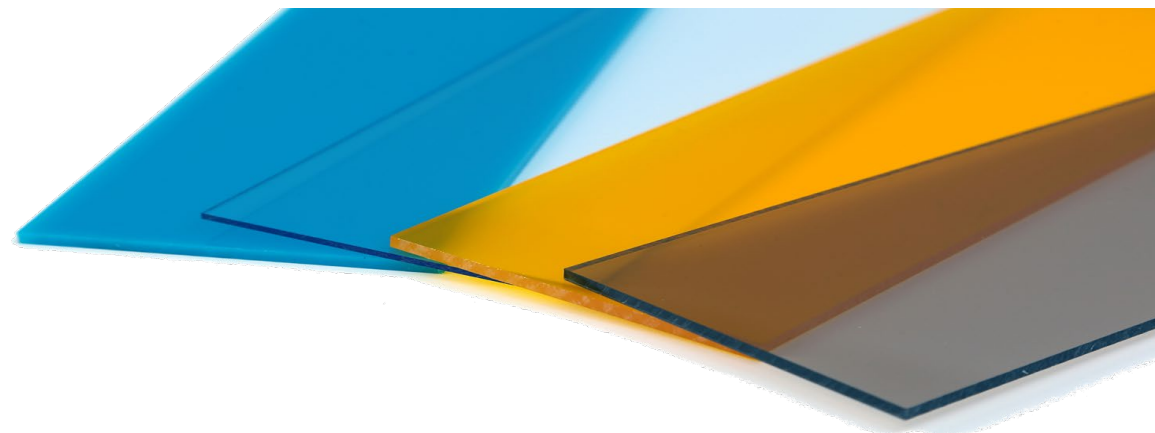
Source: Arla Plast AB, Interim Report January - September 2024

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Financial overview – Product areas



- TPC - Additional net sales after acquisition, lower raw material prices
- OPC – Continued demand and favorable product mix
- MWPC – Weak demand from construction industry and lower raw material prices
- ABS – Weak demand construction and automotive industry
- PETG – Additional net sales and markets after acquisition
- PMMA – Significantly increased net sales, own production within the Group after acquisition



SEKm	Q3 2024	%	Q3 2023	%	Q1-Q3 2024	%	Q1-Q3 2023	%	R 12*	%	FY 2023	%
TPC	144.7	37	115.4	44	397.9	37	342.0	44	495.3	39	439.4	43
OPC	57.6	15	58.9	23	178.2	17	158.6	20	225.7	18	206.1	21
MWPC	42.3	11	44.2	17	119.7	12	128.7	16	154.6	12	163.6	16
ABS	20.0	5	22.1	8	61.5	6	87.4	11	88.0	7	113.9	11
PETG	59.6	15	11.4	4	132.2	13	38.7	5	143.6	12	50.1	5
PMMA	67.8	17	11.0	4	146.2	14	33.1	4	155.1	12	42.0	4
TOTAL	392.0	100	262.9	100	1,035.7	100	788.5	100	1,262.3	100	1,015.1	100

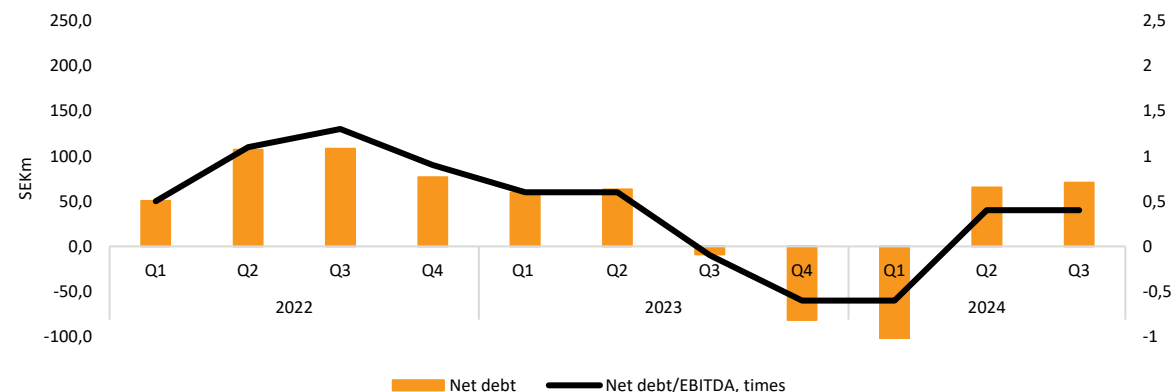
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Financial overview – Cash flow and balance sheet

- The cash flow from operating activities has been negatively influenced by increased working capital, due to higher raw material stock
- Net debt still low in relation to EBITDA

Net debt and net debt ratio



SEKm	Q3 2024	Q3 2023	Q1-Q3 2024	Q1-Q3 2023	R 12*	FY 2023
Cash flow from operating activities	-7.3	43.7	58.0	86.9	136.7	165.5
Cash flow from investing activities	-0.9	-0.4	-102.6	-4.7	-104.3	-6.4
Cash flow for the period	-3.7	63.6	-70.0	71.3	-6.2	135.1
Net debt (+) / Net cash(-)	70.4	-8.8	70.4	-8.8	70.4	-81.3
Net debt / EBITDA	0.4	-0.1	0.4	-0.1	0.4	-0.6
Equity / assets ratio	56.7	69.4	56.7	69.4	56.7	72.4

Source: Arla Plast AB, Interim Report January - September 2024

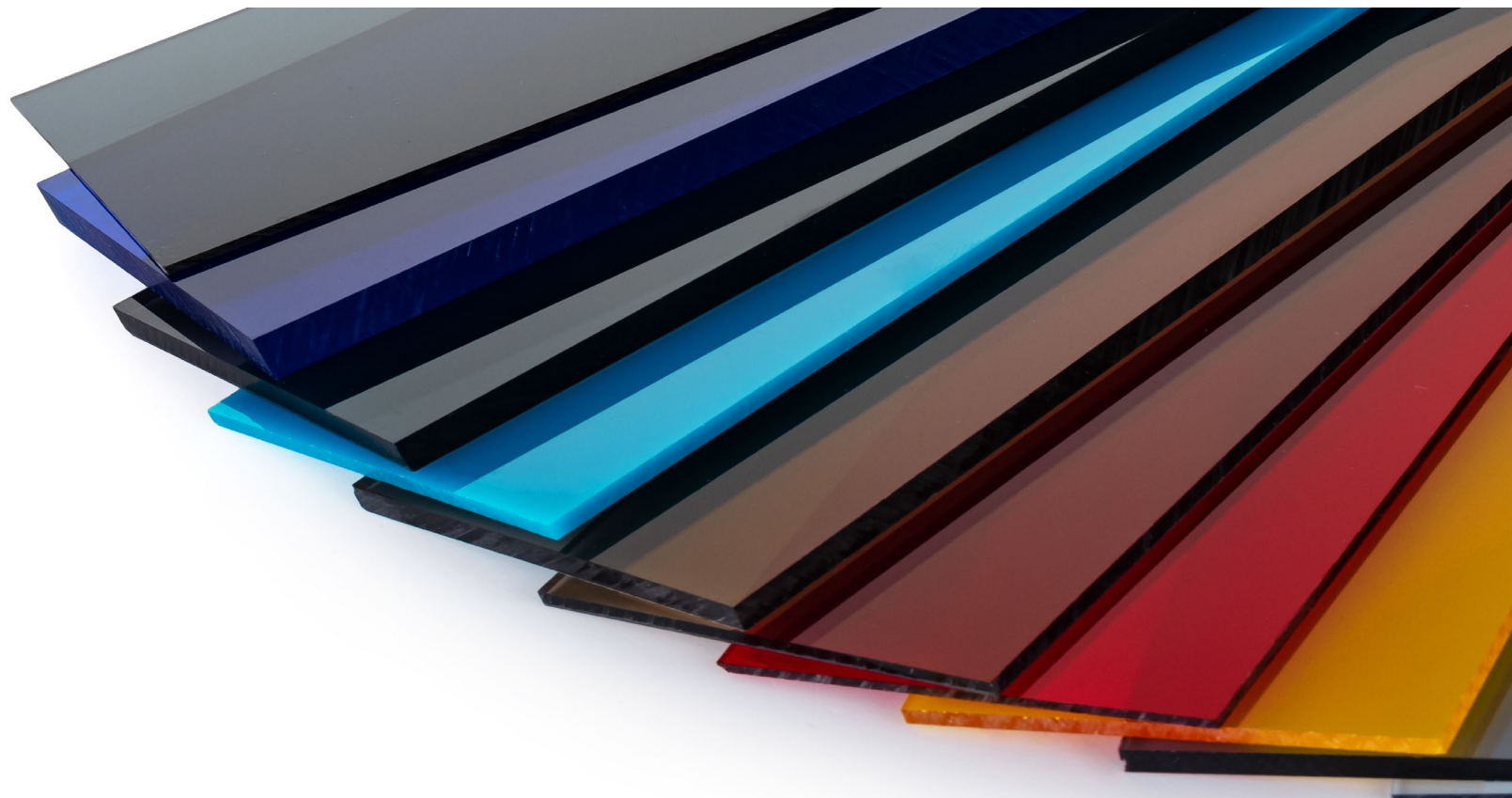
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Summary



- Significantly increased net sales and increased profit
- Net sales positively influenced by acquisition and negatively by lower raw material prices
- Our assessment is that the volumes in Europa is in line with previous year, in comparable segments our market shares are unchanged
- Negative cash flow for the first time in a long time
 - Increased raw material stock and higher raw material prices
- Focus:
 - Improvement work and investments segment Spain
 - Ongoing investment segment Czech Republic
- Strengthened position in Europe through broadened product and customer portfolio







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