

A woman with brown hair tied back, wearing a white lab coat, clear safety goggles, and blue nitrile gloves, is holding a test tube. In the background, another person in a lab coat is visible, and there are laboratory equipment like a microscope and test tubes on a stand.

A Material Difference

# Capital Markets Day 2021

.....

We will start soon, please wait

2021-03-23

A woman with brown hair tied back, wearing a white lab coat, clear safety goggles, and blue nitrile gloves, is holding a test tube. In the background, another person in a lab coat is visible, and there are laboratory equipment like a microscope and test tubes on a bench.

A Material Difference

# Fast Growing With Strong Margins

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Capital Markets Day

2021-03-23

# Forward-looking statements

This presentation includes forward-looking statements that are subject to risks and uncertainties, including those pertaining to the anticipated benefits to be realized from the proposals described herein.

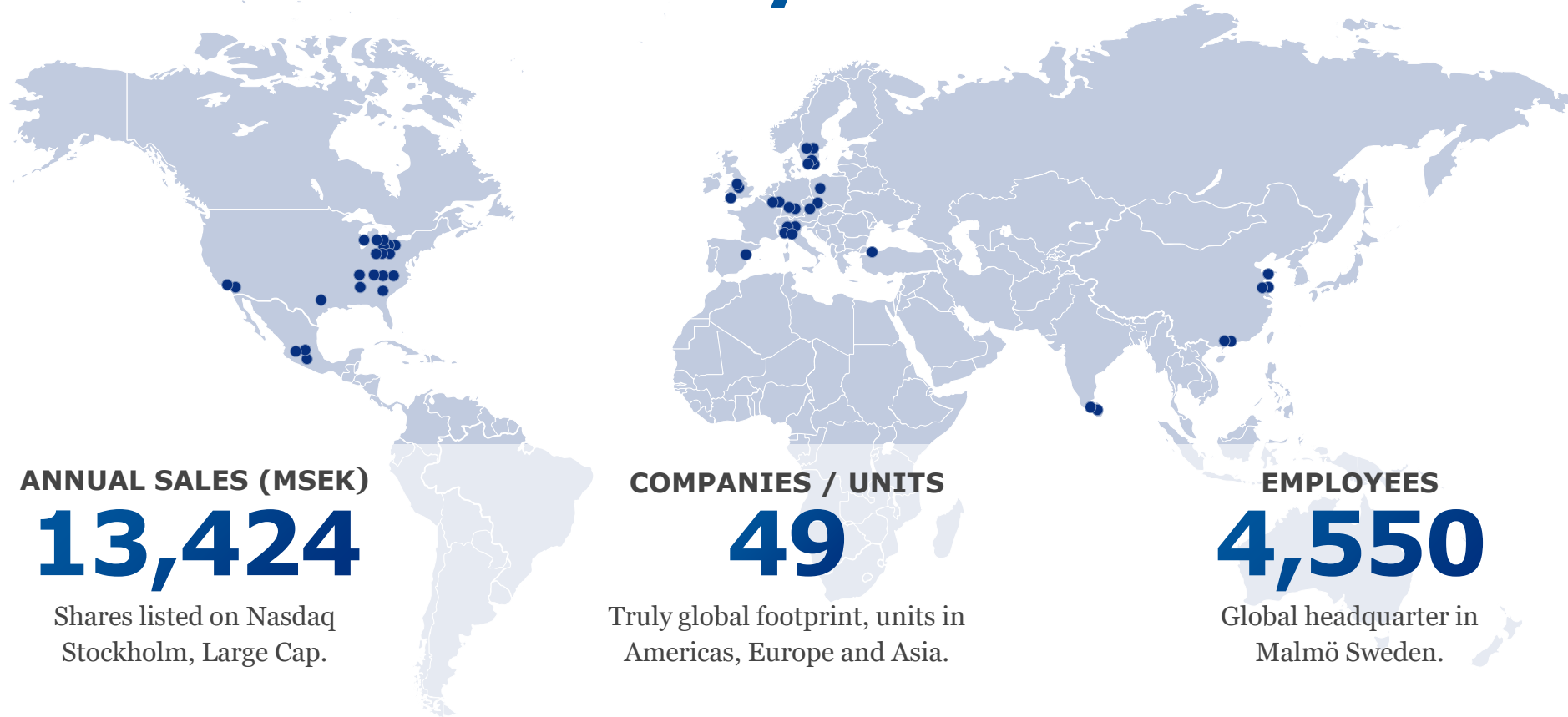
This presentation contains several forward-looking statements including, in particular, statements about future events, future financial performances, plans, strategies, expectations, prospects, competitive environment, regulation and supply and demand. HEXPOL has based these forward-looking statements on its views with respect to future events and financial performance. Actual financial performance of the entities described herein could differ materially from that projected in the forward-looking statements due to the inherent uncertainty of estimates, forecasts and projections, and financial performance may be better or worse than anticipated.

Given these uncertainties, readers should not put undue reliance on any forward-looking statements. Forward-looking statements represent estimates and assumptions only as of the date that they were made. The information contained in this presentation is subject to change without notice and HEXPOL does not undertake any duty to update the forward-looking statements, and the estimates and assumptions associated with them, except to the extent required by applicable laws and regulations.

# Agenda

- A Well-Positioned Company
- Business Update
  - Trends & Strategies
  - Deep Dive: Americas
- Financial Performance
- Sustainable Development
  - Growth Area: Innovations In Sustainability
  - Growth Area: E-Mobility
- Closing Remarks
- Questions & Answers

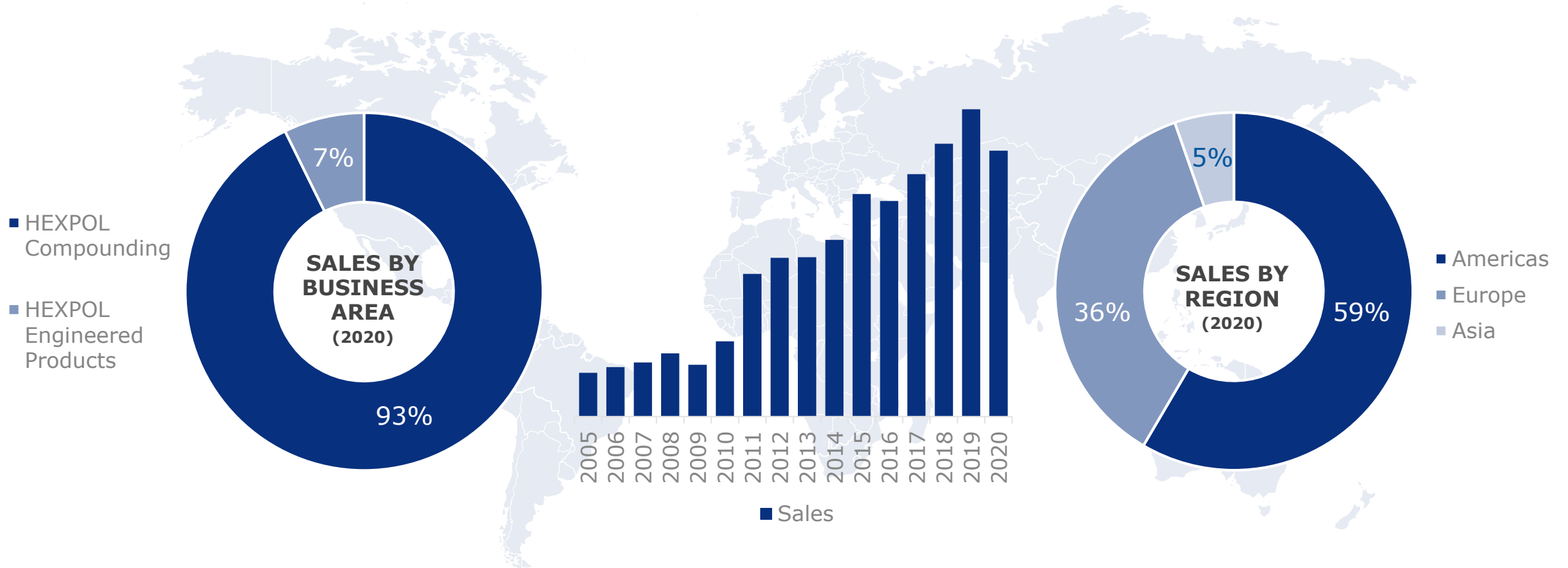
# Strong Global Position In Advanced Polymer Solutions



All numbers for end of 2020

March 23, 2021

# We Help Customers Worldwide To Secure Critical Applications



# Legacy Of Growth

HEXPOL's strategy of both organic and acquired growth in selected segments and markets, combined with strong margins and cash flow, has proven successful and stands firm.

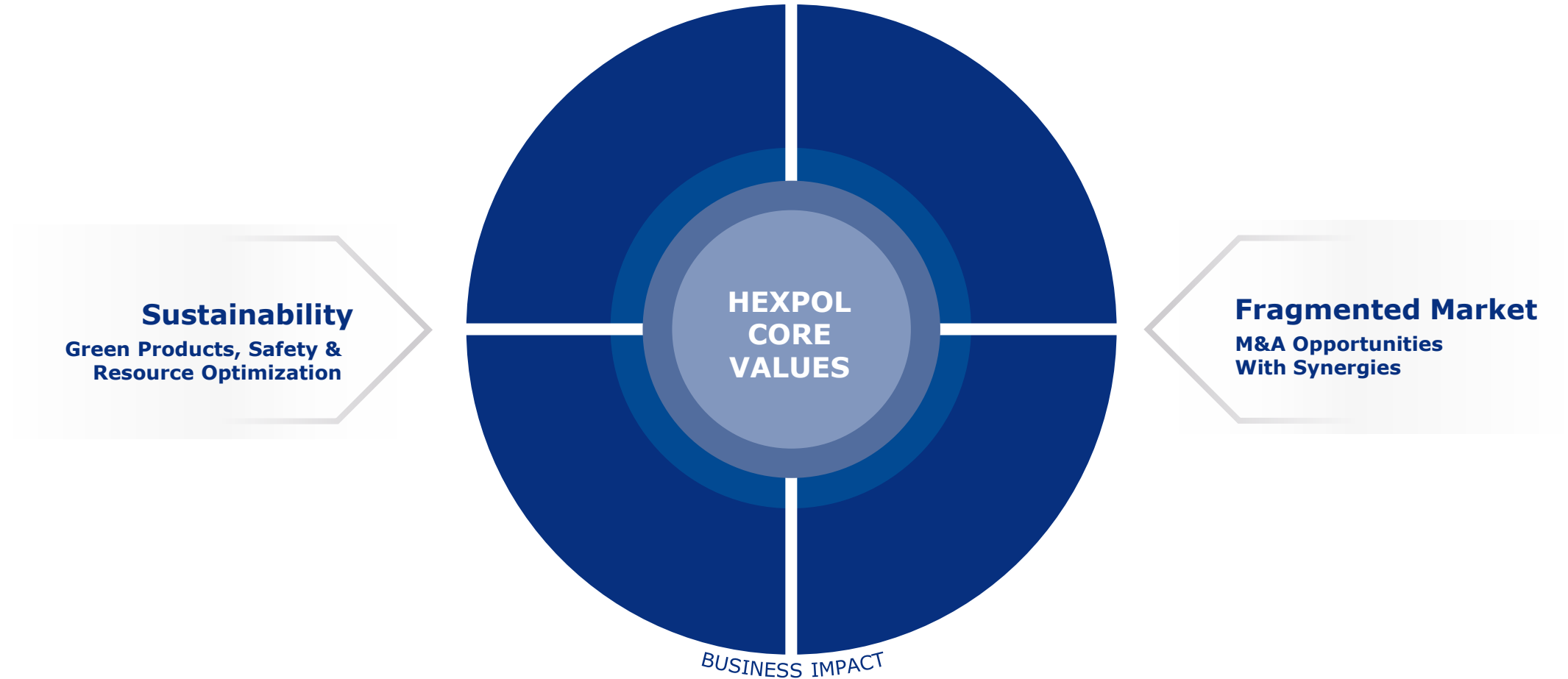


Well-positioned  
for future growth

# Fast Growing With Strong Margins

Well-positioned with demanding customers in growth markets

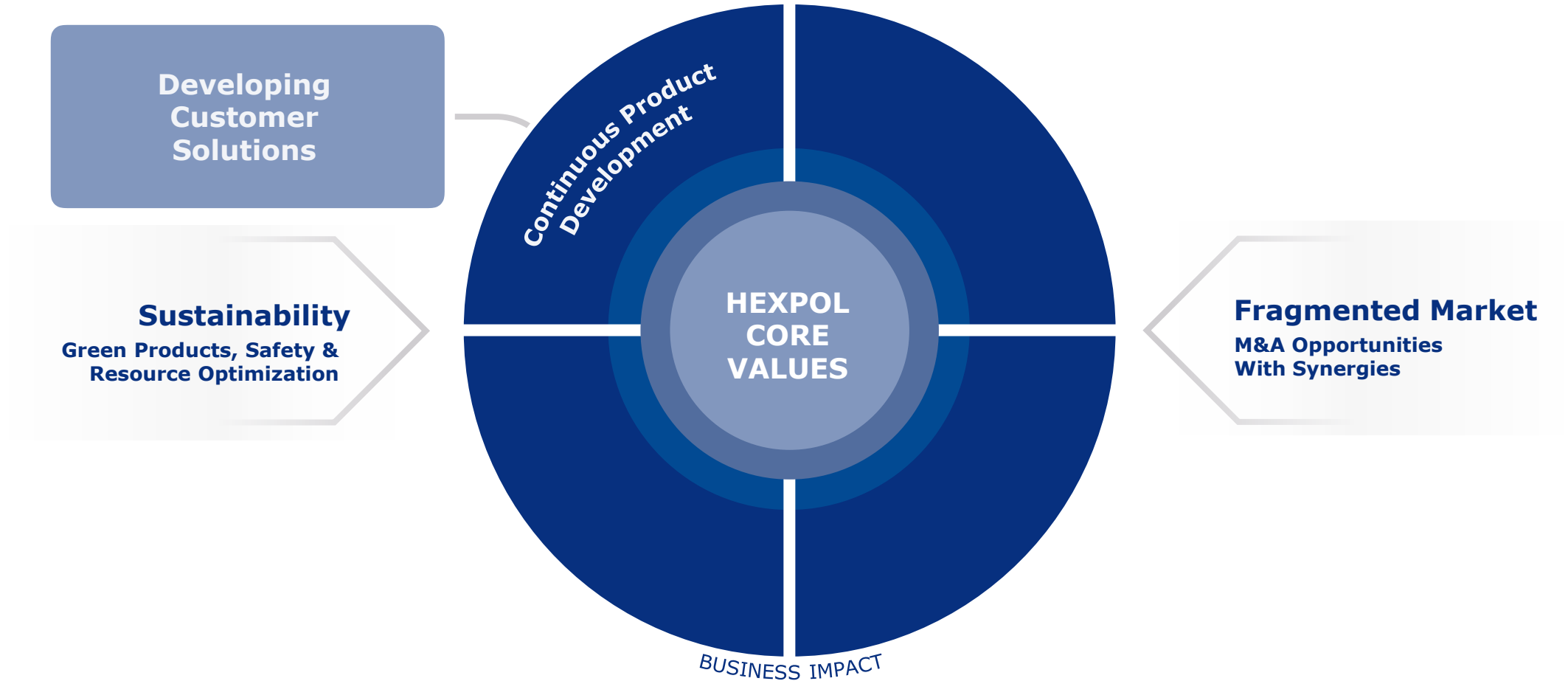
## STRONG BUSINESS MODEL



# Fast Growing With Strong Margins

Well-positioned with demanding customers in growth markets

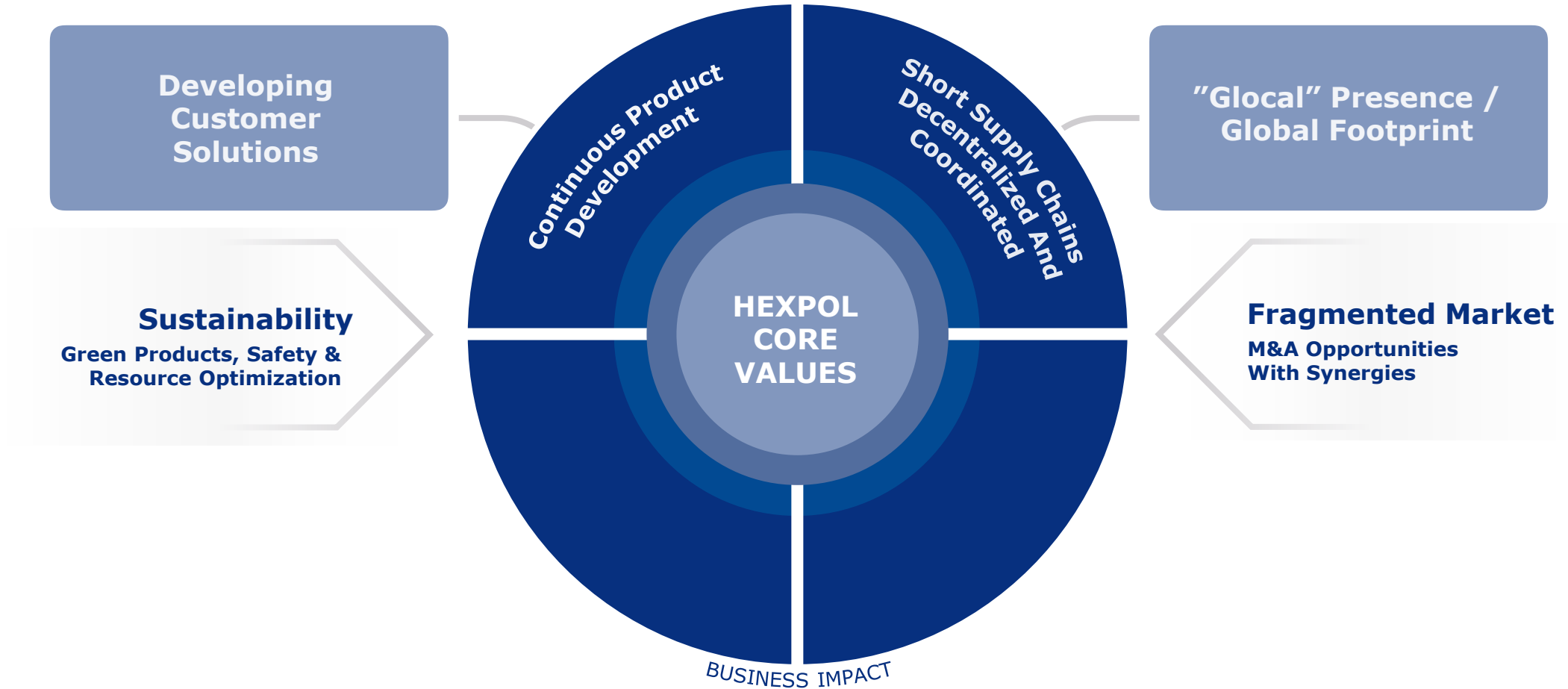
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Well-positioned with demanding customers in growth markets

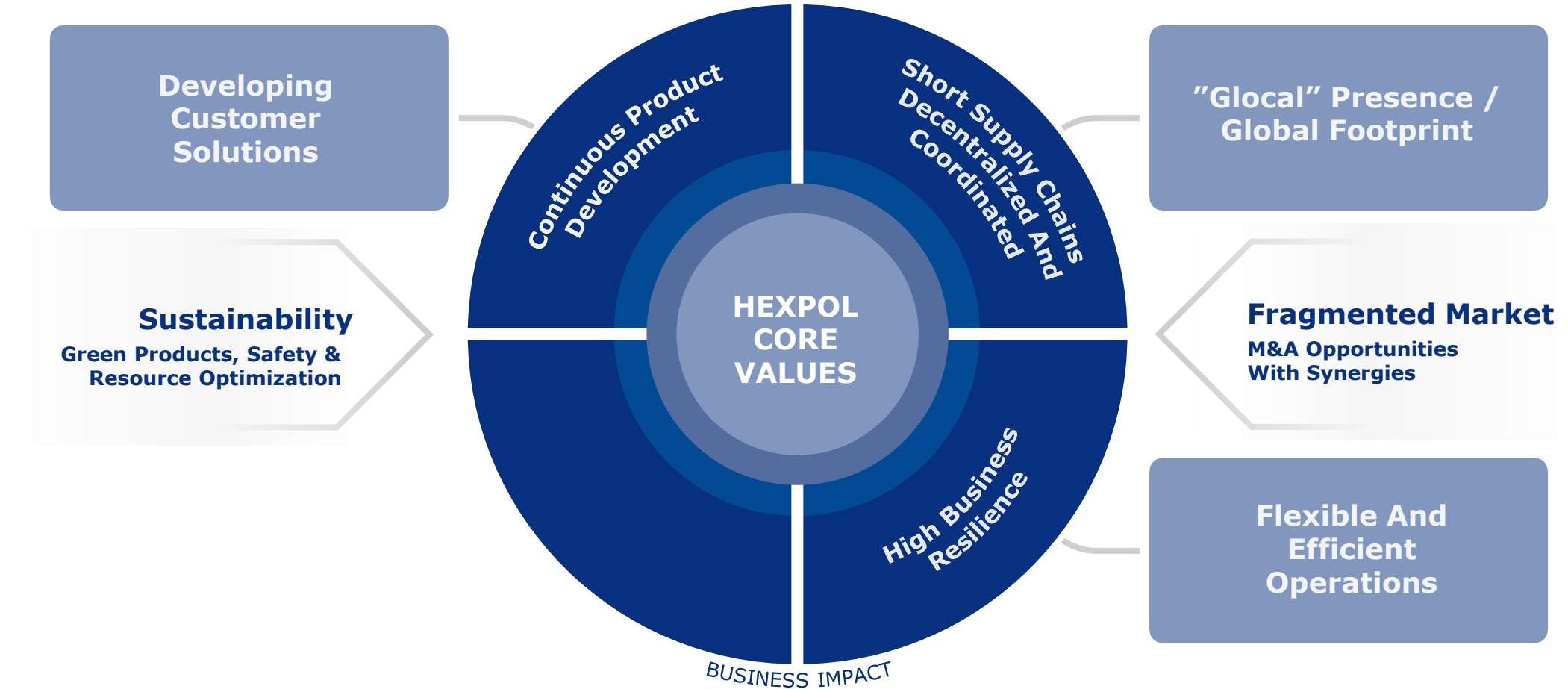
## STRONG BUSINESS MODEL



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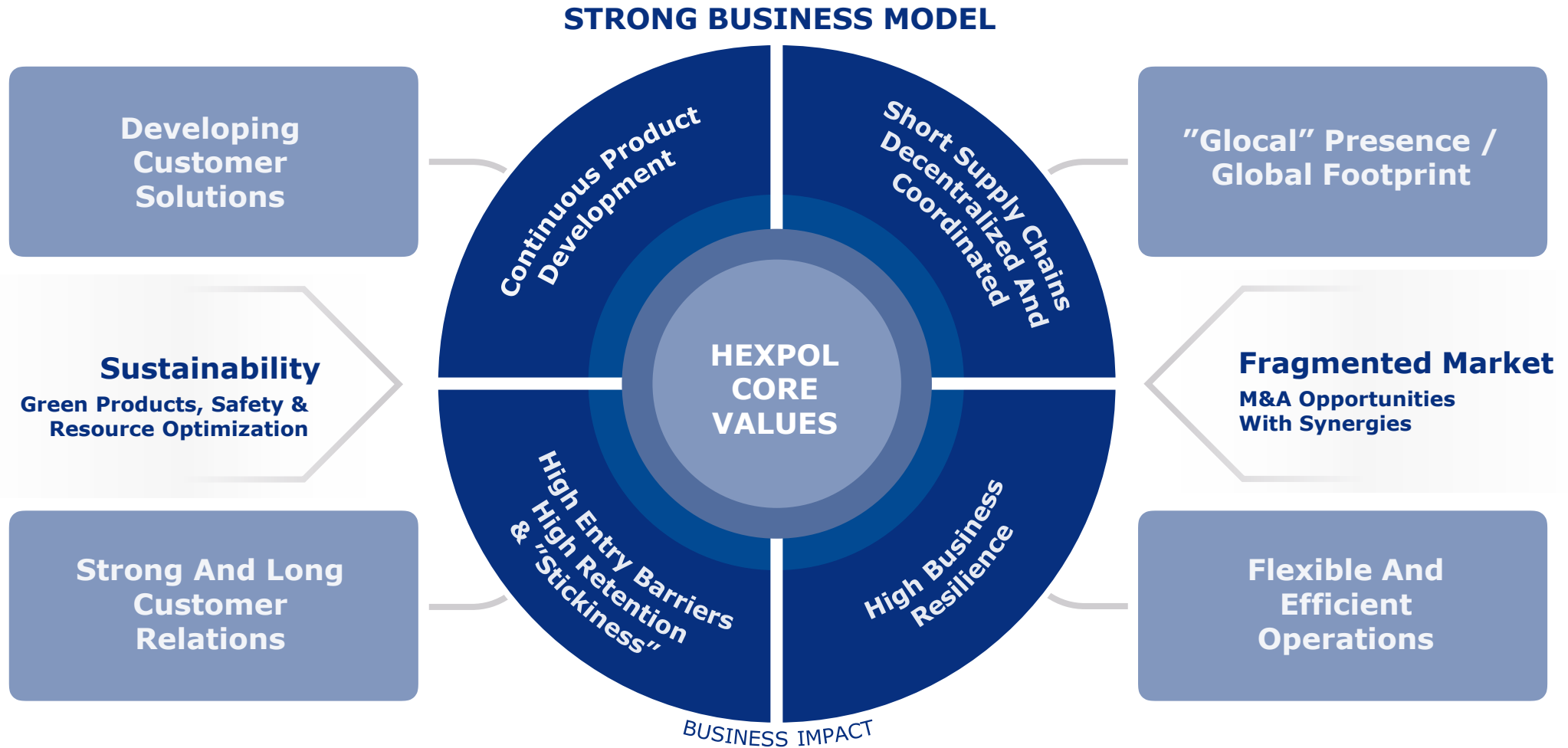
Well-positioned with demanding customers in growth markets

## STRONG BUSINESS MODEL



# Fast Growing With Strong Margins

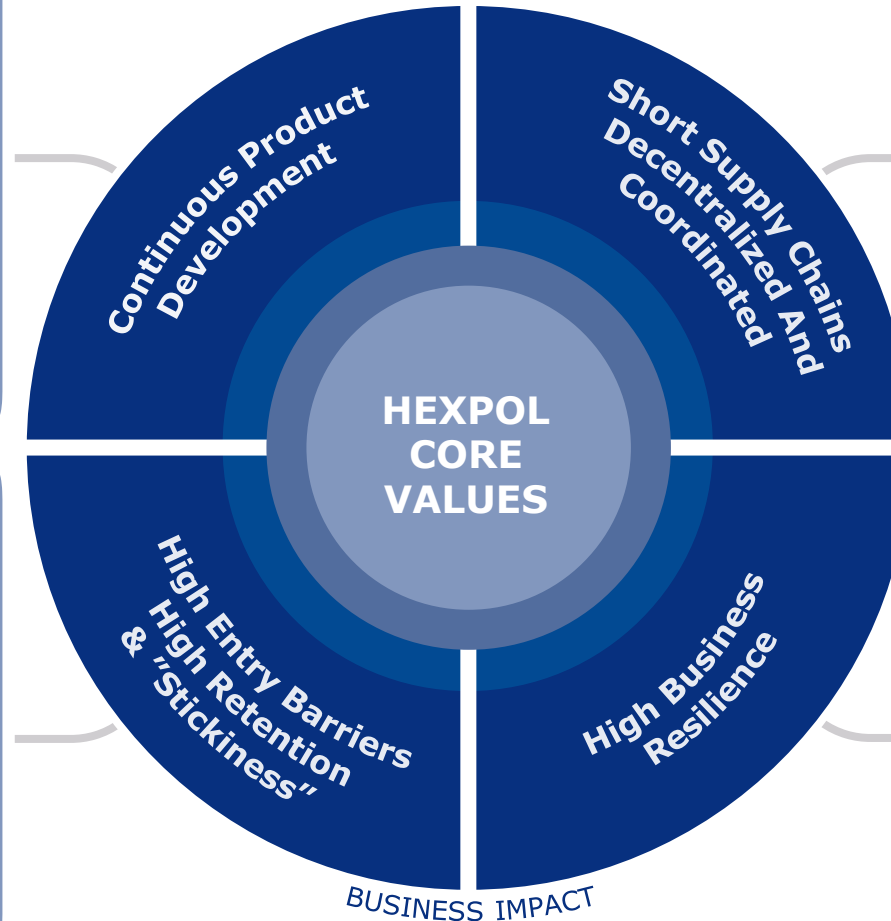
Well-positioned with demanding customers in growth markets



# Fast Growing With Strong Margins

Well-positioned with demanding customers in growth markets

## STRONG BUSINESS MODEL



### Developing Customer Solutions

- HEXPOL develops together with customers and OEMs specific solutions - customer development is our focus.
- HEXPOL have more than 100 very qualified and experienced chemists and engineers.

### "Glocal" Presence / Global Footprint

- HEXPOL has a true global footprint with production, sales and development close to our customers.
- HEXPOL can deliver within short distance to customer eliminating the problem with limited shelf-life.
- Shorter supply chains are a huge advantage in times of major transport problems and trade & tariff barriers.

### Strong And Long Customer Relations

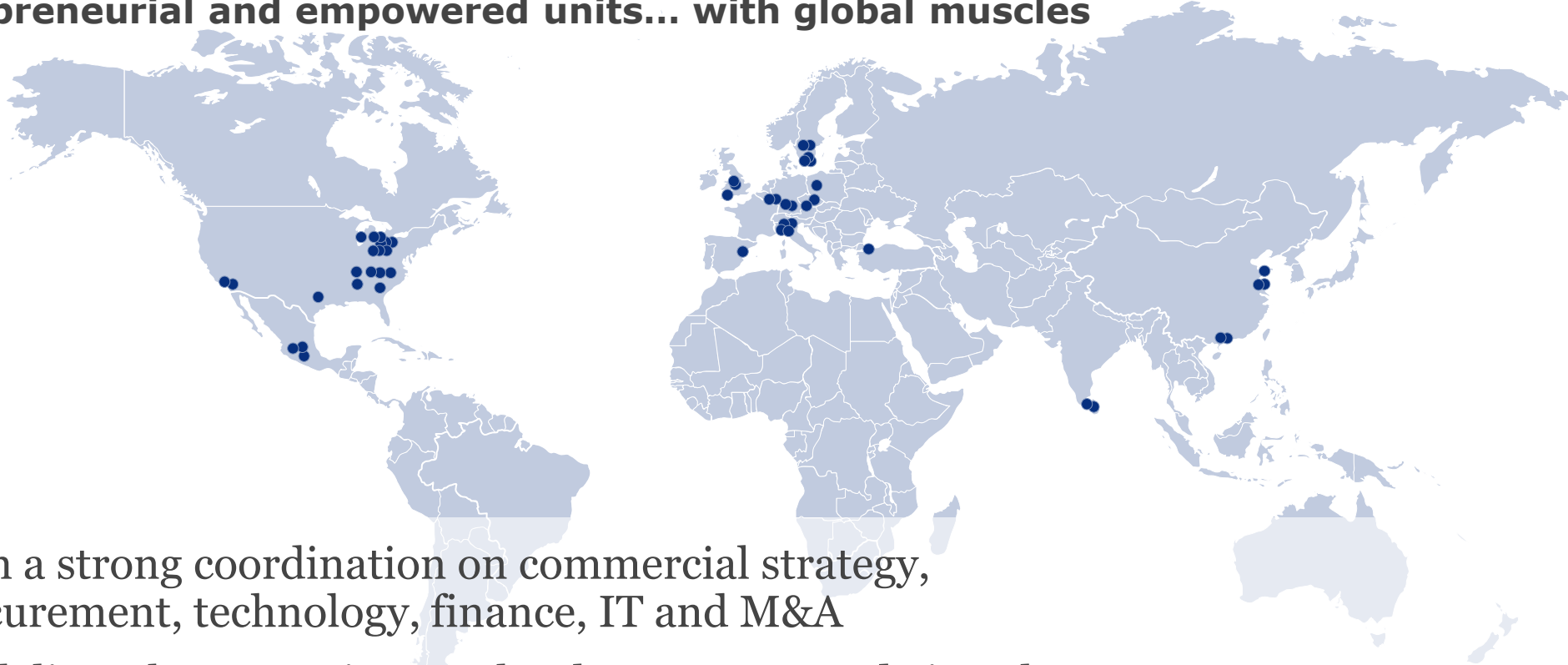
- HEXPOL owns the recipe in most cases.
- Products are subject to approvals after long, expensive and comprehensive testing with customers and OEM and is then very often specified by OEM.
- Many of our customers have been with us 20+ years.

### Flexible And Efficient Operations

- Products are made to customer orders with legal order call offs from customer forecast.
- This is giving flexibility and the very low working capital is helping profitability.
- The well invested business is batch oriented and benchmarked to lowest possible change over times (Start and stop).

# Decentralized And Strongly Coordinated

Entrepreneurial and empowered units... with global muscles



- With a strong coordination on commercial strategy, procurement, technology, finance, IT and M&A
- Guidelines, best practices, technology centers and virtual teams optimize business performance

# Strong Business Culture

**Skilled Staff With A HEXPOL Mindset**

**We Are  
Close To You**

Our global footprint with agile development focused units will ensure that you always have the best local support for your needs.

**We Are  
Committed**

We know our markets, customers and their end products. This ensures that you can grow with us globally in any segment regardless application.

**We Are  
Entrepreneurial**

A decentralized structure with local experts and close customer contact give you the benefit of speed and creativity combined with the efficiency in a larger structure.

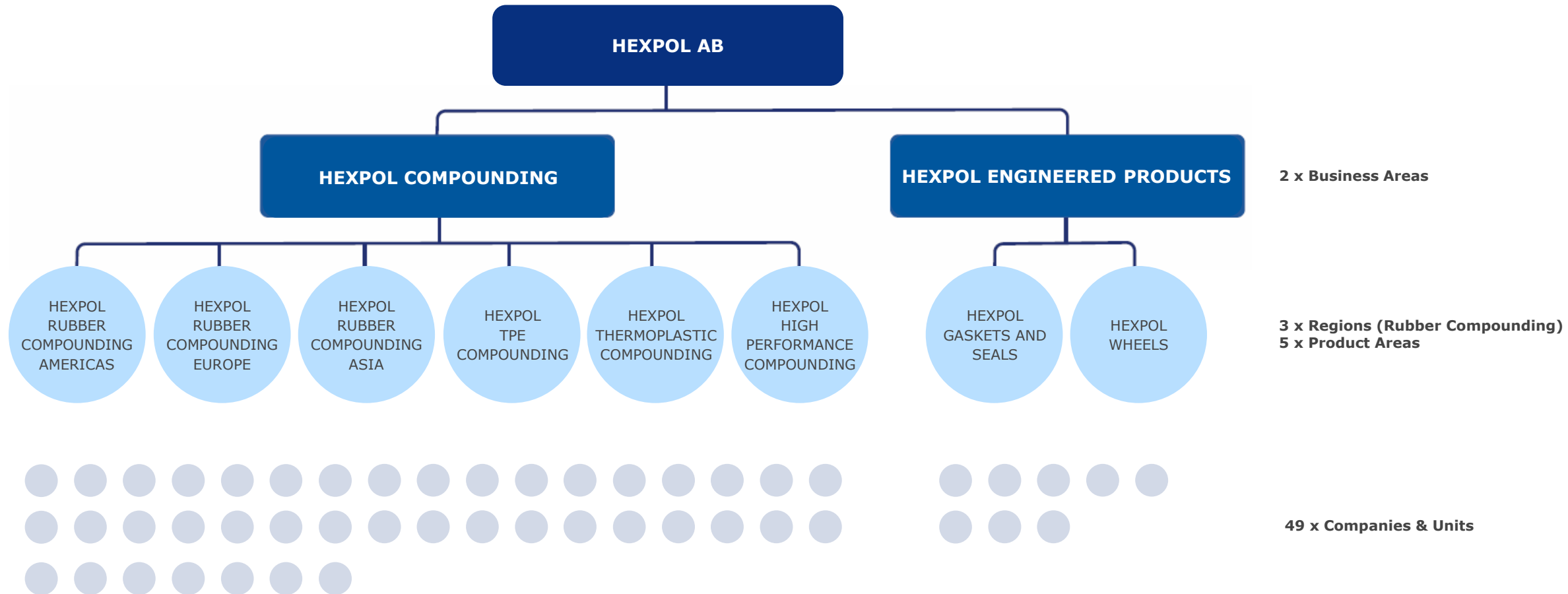
**We Make You  
Sustainable**

We take sustainability seriously and challenge our businesses to be best in class when it comes to corporate citizenship and to minimize the climate impact.

**We Are True  
Specialists**

HEXPOL values technical skills and deep applications knowledge over everything else. This enables us to exceed your expectations and make your products better.

# Empowered Units In A Lean Structure



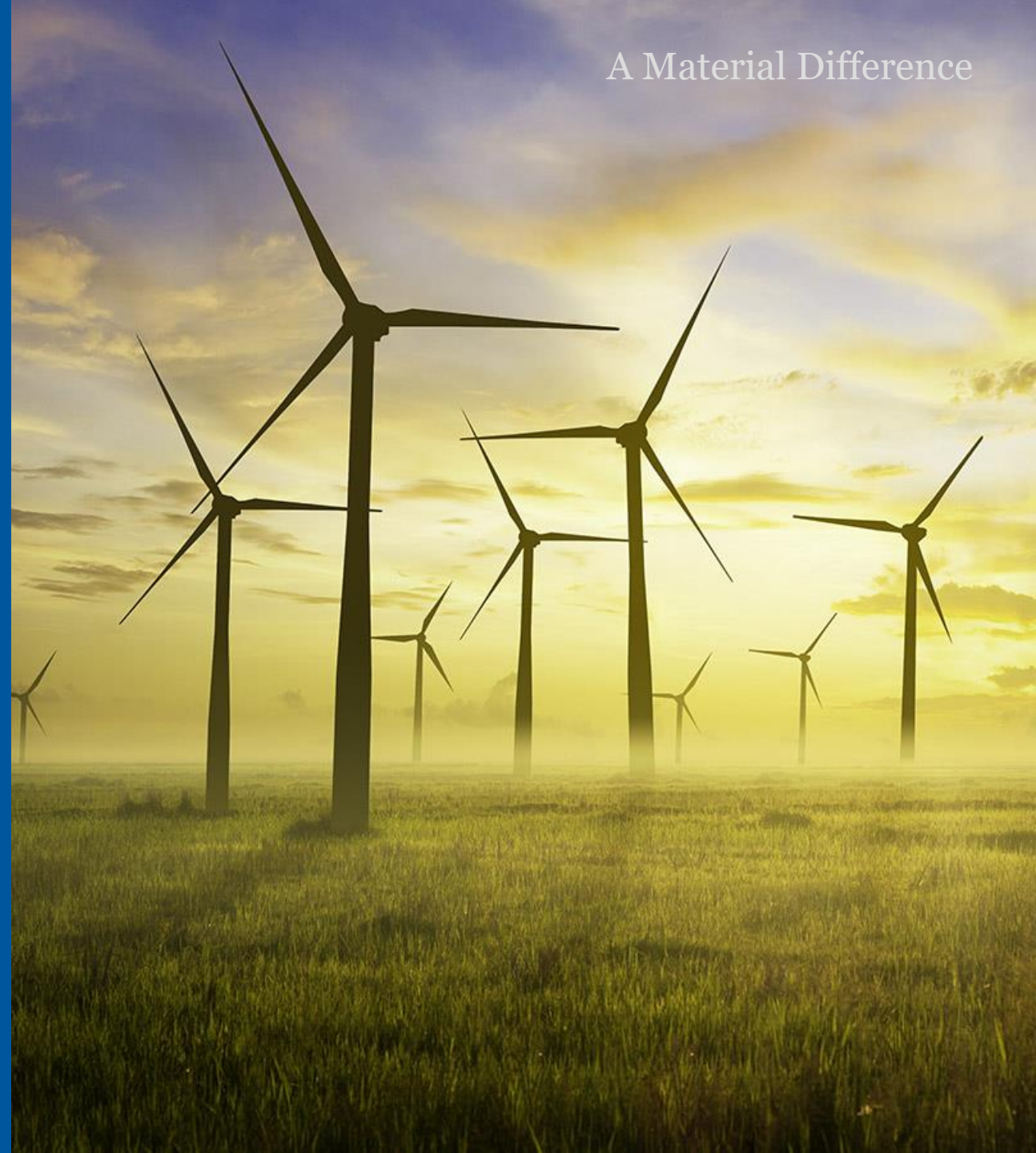
# Our Mission

We engineer high-quality  
polymer solutions  
which improve  
customer applications,  
everyday, everywhere



# Our Vision

The preferred  
solutions provider  
for sustainable  
polymer applications



A Material Difference

# Our Purpose

We Create  
A Material Difference





# Thank You

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