



Q1 2022 REPORT PRESENTATION

10 May 2022

Today's agenda and presenters

- Introduction to Permascand
- Q1 2022
- Financials
- Concluding remarks
- Q&A



Peter Lundström
CEO



Linda Ekman
CFO

Permascand Vision & Mission

Vision

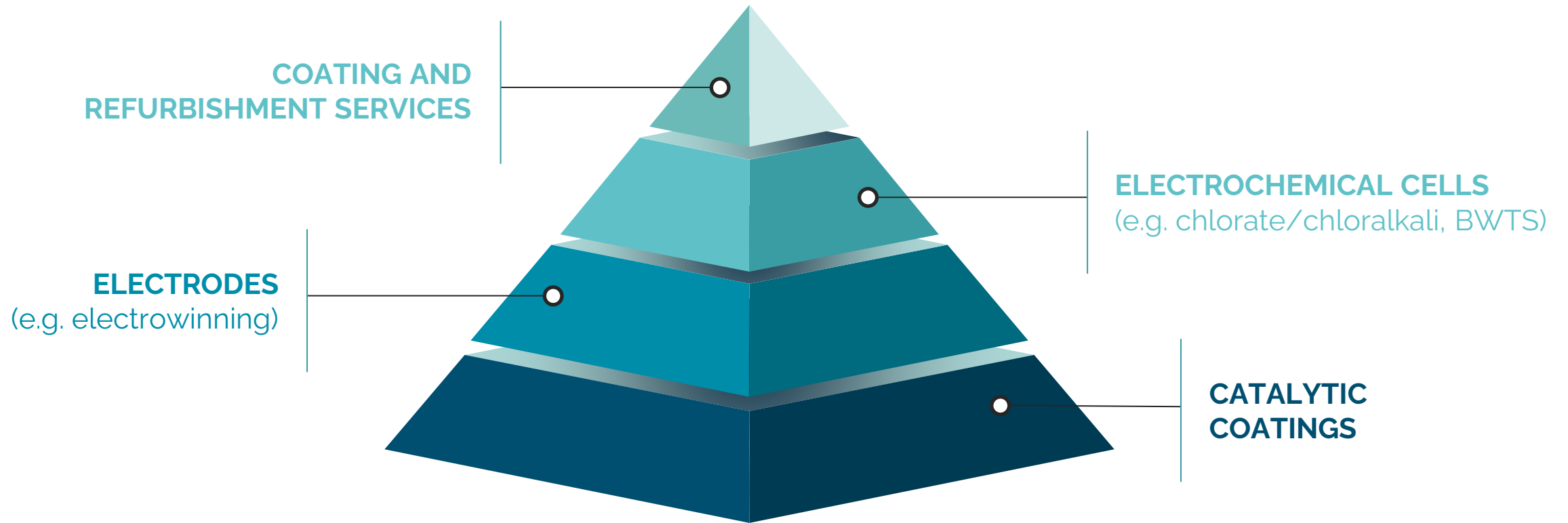
Permascand's vision is to become the leading independent global supplier of electrochemical solutions for clean tech applications in green technologies

Mission

To deliver innovative, competitive, technical and production solutions to the markets for Electrification & Renewables, Industrial Solutions and Water Treatment

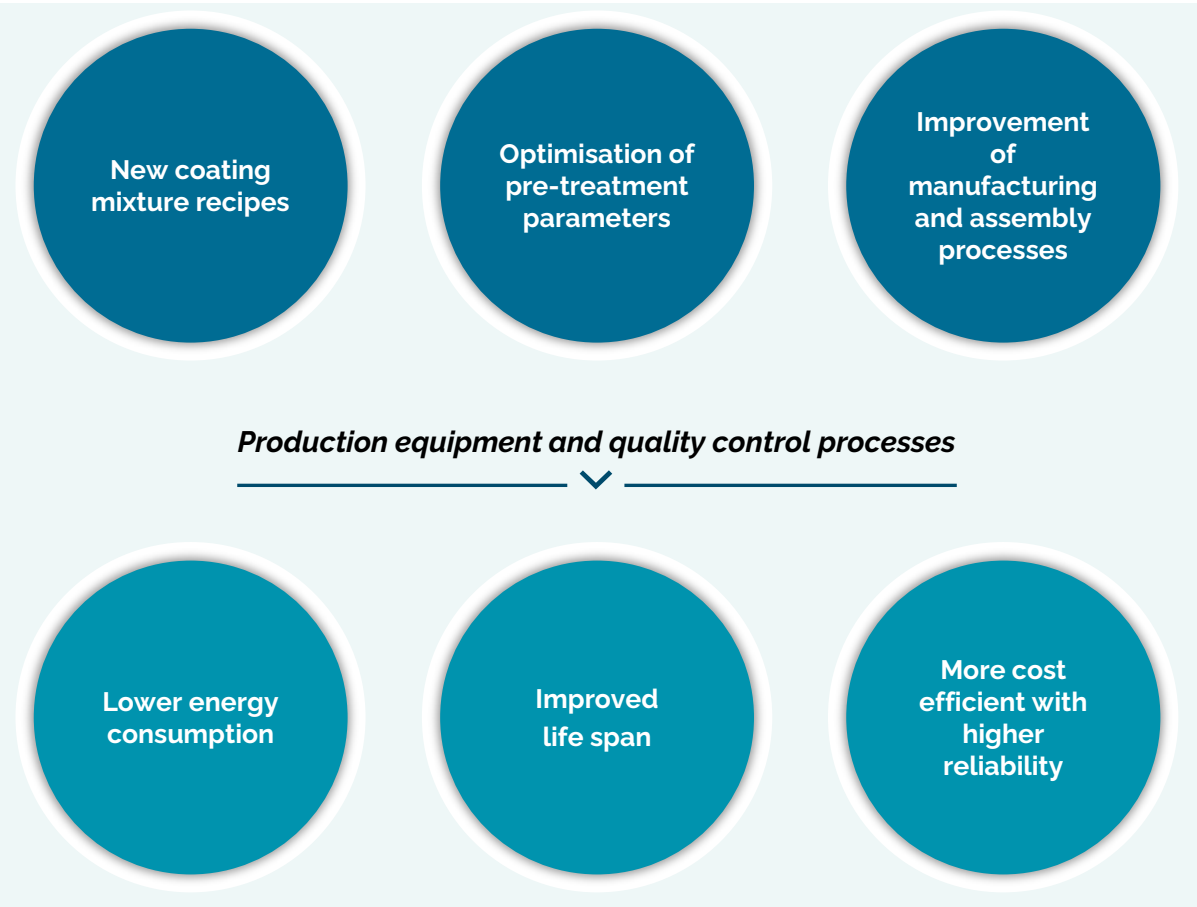
What we do for a living

Permascand's core technology platform is the foundation for our success



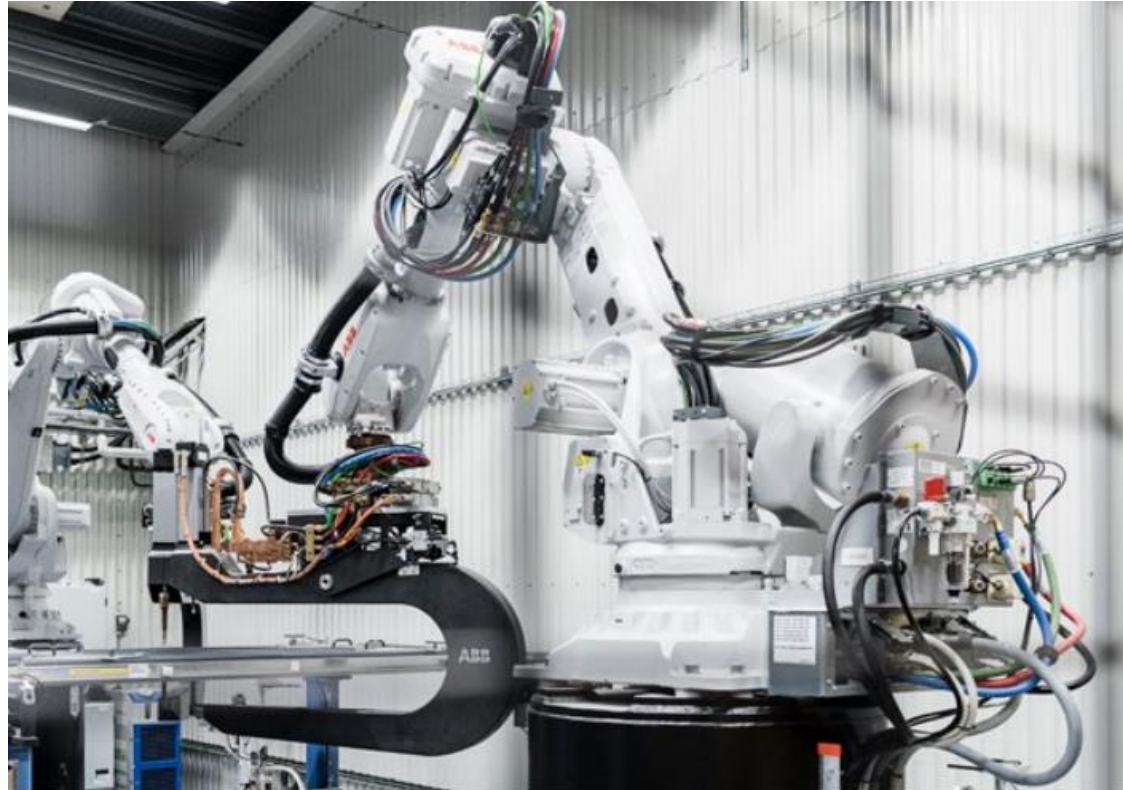
Why Permascand?

Continuous R&D in optimal coating, product applications, methods for scalable manufacturing



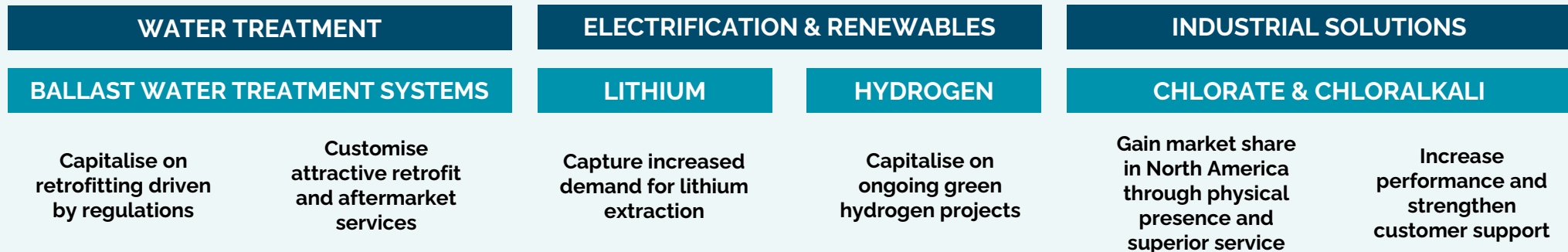
¹⁾ X-ray fluorescence – analytical technique used to determine the elemental composition of materials

Automation and Robotisation for scalable manufacturing



Clear strategic initiatives to continue expanding across all segments

Continuous manufacturing improvements through automation and robotisation



Winning new customers across all segments and Growing aftermarket services

OPERATIONAL HIGHLIGHT IN Q1: Two new orders of totally SEK 100 million



Included as order intake for the first quarter of 2022 – worth SEK 100 million

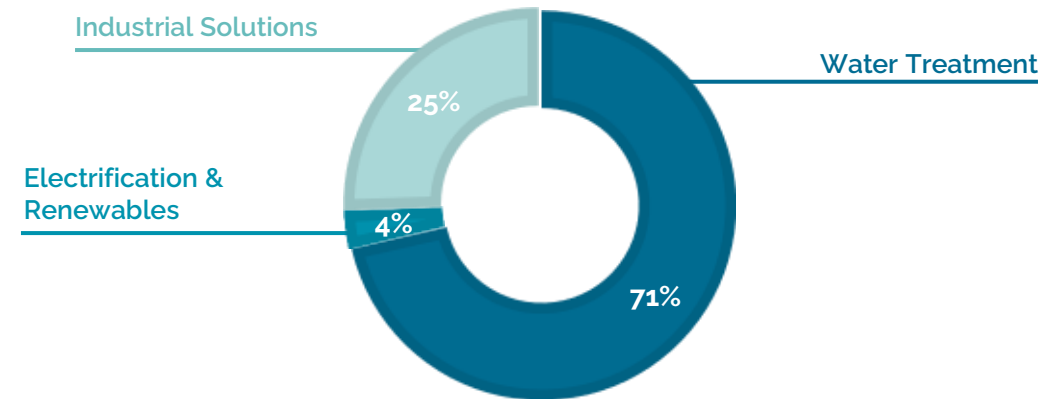
- Entails delivering electrochemical cells and correlated equipment for a Greenfield project in South America
- Orders from a world-leading supplier of chlorate
- Deliveries beginning at the end of 2022 or early 2023
- Contributes to increasing innovation and sustainability in the industrial market and support the green technology transition

Record-high sales and strong order intake form a solid foundation for the rest of the year

Q1 2022

- **Continued high activity level in all segments**
 - Order intake +238% to SEK 191m (57)
 - All-time-high revenues +86% to SEK 139m (75)
 - All-time-high gross profit, SEK 52m (18) corresponding to a gross margin of 37% (24)
 - Adj operating margin of 22% (3)
- Strongest quarter in company history in terms of revenues - driven by deliveries of strong order book in Water Treatment
- Gross margin continues to improve due to strategic investments in efficiency improvements and product mix
- Solid underlying market demand in all segments
 - Strong order intake driven primarily by Industrial Solutions
 - Joining customer development projects in Electrification & Renewables

SHARE OF SALES PER BUSINESS SEGMENT, %



KEY METRICS Q1 2022

SEK 191m

Order intake

SEK 139m

Sales

22%

Adj. EBIT margin

SEK 509m

Order book value

SEK 22m

Cash flow from operating activities

SEK 0,40

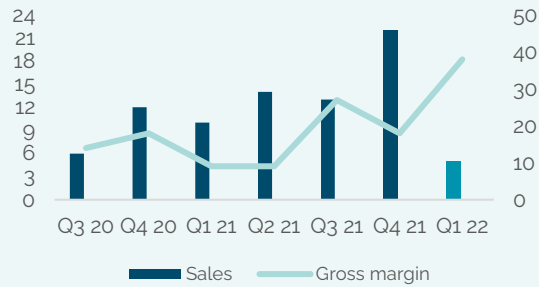
EPS

Segment results Q1 2022

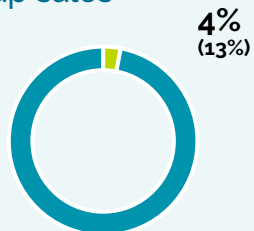
Electrification & Renewables

- Order intake of SEK 17m (17)
- Sales of SEK 5m (10)
- Gross margin 38% (9%)

Sales & gross margin



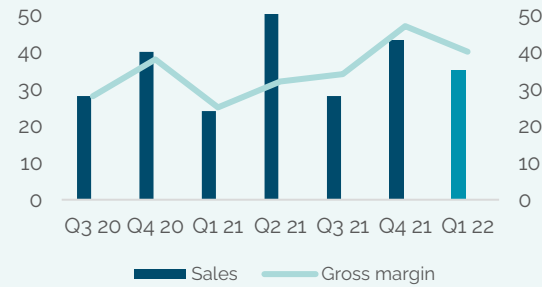
Share of Group sales



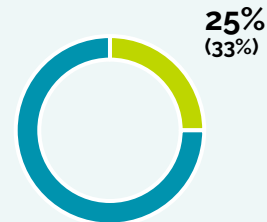
Industrial Solutions

- Order intake of SEK 138m (37)
- Sales of SEK 35m (24)
- Gross margin 40% (25%)

Sales & gross margin



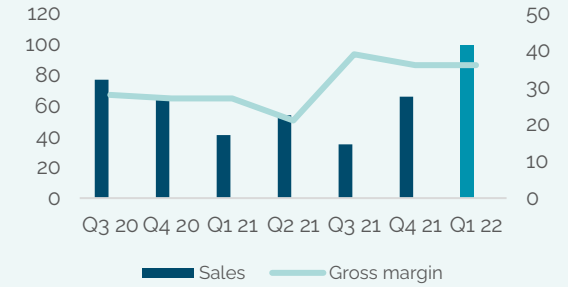
Share of Group sales



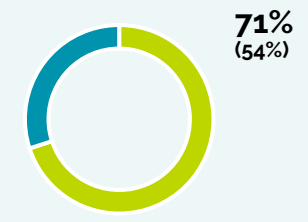
Water Treatment

- Order intake of SEK 36m (2)
- Sales of SEK 99m (41)
- Gross margin 36% (27%)

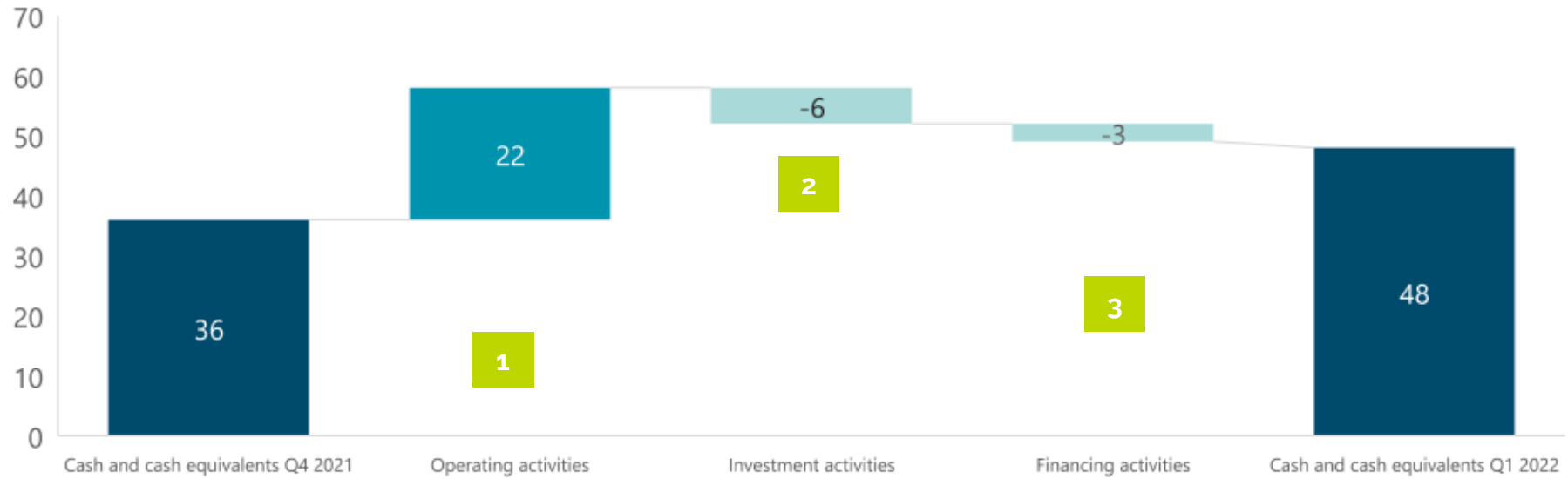
Sales & gross margin



Share of Group sales



Cash flow bridge Q4 2021 vs Q1 2022



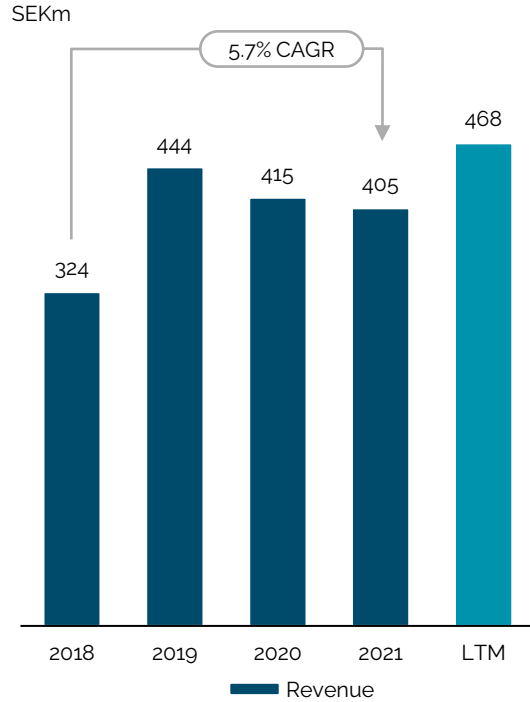
1
Strong operational cash flow driven by profitability

2
Continued investments in CAPEX mainly attributable to green hydrogen

3
Repayment of non-current liabilities and decrease in current borrowings

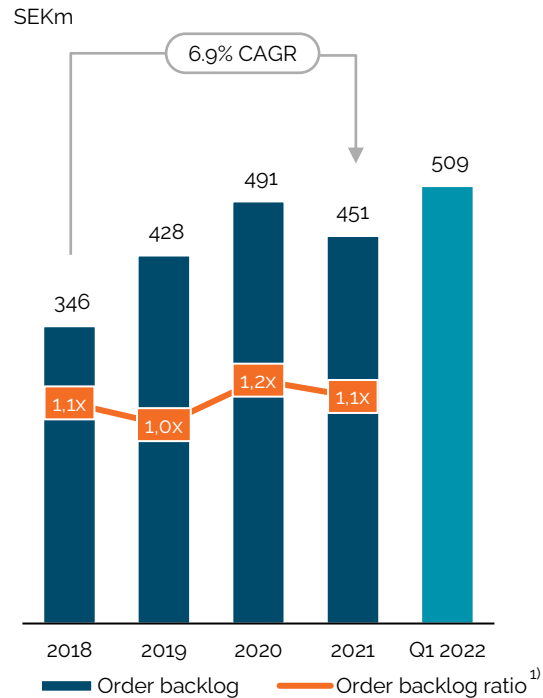
Attractive growth with strong order backlog

Revenue development



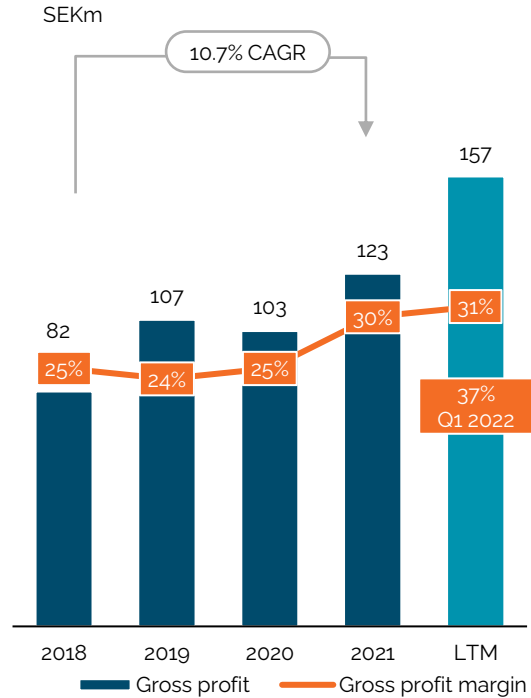
- Demonstrated ability to grow since repositioning towards clean-tech applications in 2015
- Revenue development 2020-2021 negatively affected by postponements in delivery and installations

Order backlog development



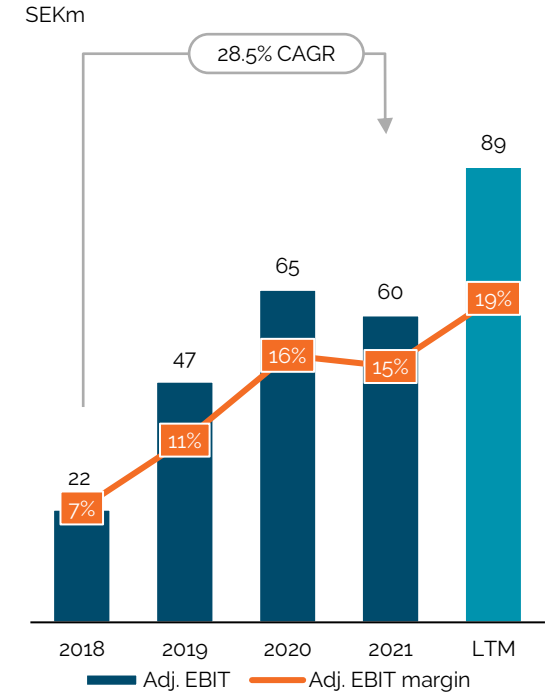
- Strong order book within all segments driven by sustainability megatrends and recoating aftermarkets
- Strong order intake in Q1 – primarily within Industrial Solutions

Gross margin development



- Successful integration of automation in the production process continue to drive improvements in gross margins and forms scalable production

Adj. EBIT development



- Strong Adj. EBIT margin development driven by gross profit development
- Lower overhead costs compared to same quarter last year

1) Order backlog ratio defined as order backlog / revenue

Statement of financial position

- Assets largely comprise non current assets in the form of robots for automated manufacturing processes and efficient coating methods
- Total current assets increase mainly driven by inventory build-up to secure a flexible operation less affected by volatile prices on raw materials and global supply chain disturbances
- Equity increasing through share issue in connection with IPO in Q2 2021 and positive results

MSEK	2022-03-31	2021-03-31	2021-12-31
<i>Total intangible assets</i>	73	68	73
<i>Total tangible assets</i>	148	141	146
<i>Total non current assets</i>	223	211	221
Total current assets	296	196	233
Total Assets	519	408	455
Total Equity	307	-22	283
Total non-current liabilities	45	304	47
Total current liabilities	167	127	125
Total equity and Liabilities	519	408	455

Key takeaways

- 1 Best quarterly performance in company history and strongest 1st quarter ever
- 2 Gross margin expansion possible by the strategic investments made for efficient and scalable production
- 3 Maintained interest from customers and a strong order intake form tailwind for profitable growth going forward
- 4 Strong commercial potential within Electrification & Renewables – customer interest generates collaborations and development projects
- 5 Technology & Innovation center investment for Green Hydrogen developing according to plan



Q&A