

HEXPOL

Q1 2026

Volume increase in an unpredictable environment

4 May, 2026

Q1 2026 Presentation



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CEO



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CFO

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Performance

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Group Business Performance

Increased volumes in an unpredictable environment

Markets

- Continued challenged general market situation with high competition
- Captive volumes still on a high level but has likely peaked
- North American market shows continued economic uncertainty which impacts demand negatively
- European market more stable
- Geopolitical unrest in the Middle East impacts the supply chain

Volume and sales prices

- Our focus on market share resulted in higher volumes to the Building & Construction, Wire & Cable, Industrial and Automotive end customer segments
- Average sales prices lower vs last year
- In line with our business model price increases will be implemented to compensate for higher raw material, energy and transport cost due to the Middle East conflict

Q1 performance

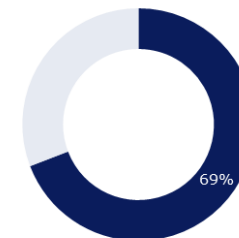
- Q1 sales 4 768 MSEK (5 381) with negative FX effects of 526 MSEK
- Positive effect coming from higher volumes and acquired Kabkom, offset by negative price/mix effect
- EBIT margin at 14,7% (15,6%) and EBIT 701 MSEK (839) with negative FX effects of 74 MSEK and lower sales
- EPS at 1,47 SEK (1,75)

Rubber Compounding

Increased volumes offset by negative price & mix effects

- Total global market volumes still on a relatively low level impacted by general low customer demand
- Captive volumes still on a high level but has likely peaked
- We have secured our market share, and we are winning captive conversion opportunities in North America
- Growing volumes to Building & Construction, Wire & Cable, Industrial and Automotive end customer segments in most geographies
 - with positive impact on organic sales
- Higher volumes offset by negative price and mix effects
- The closure of the Strait of Hormuz creates imbalance in the supply chain

Share of Group's sales



■ Rubber Compounding
 ■ Other business area's

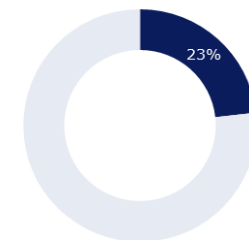


Thermoplastic Compounding

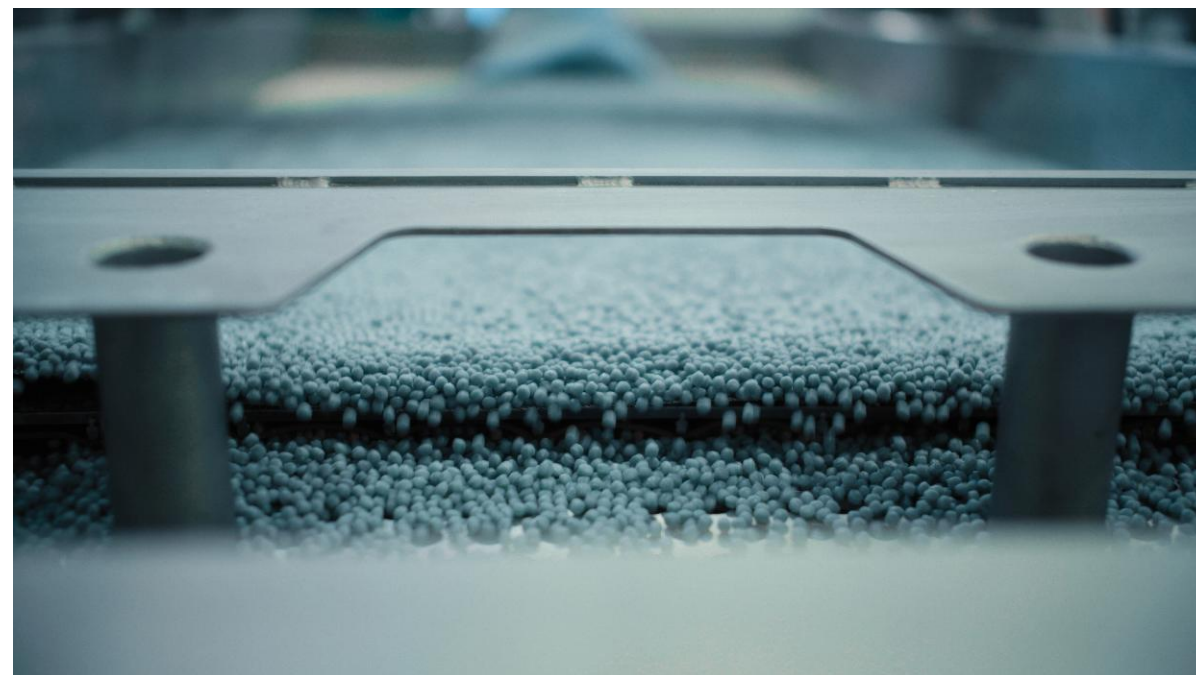
Increased volumes offset by negative price & mix effects

- Focus area for our growth going forward
 - First time presented as a separate business area
 - Number of initiatives to strengthen organization
- Growing volumes to Building & Construction, Automotive, Medical and General Industry end customer segments in most geographies
 - with positive impact on organic sales
- Higher volumes offset by negative price and mix effects

Share of Group's sales



■ Thermoplastic Compounding
 ■ Other business areas

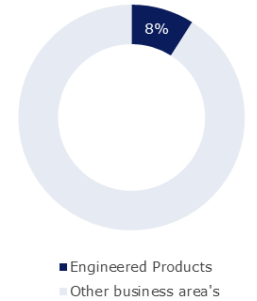


Engineered Products

Strong margins

- Lower sales impacted by lower demand primarily in Sweden for wheels and gaskets
 - comparison vs record levels in Q1 2025
- Gaskets for plate heat exchangers short term slow down in demand but positive market trends
- Engineered Products maintained margins on a good level

Share of Group's sales



Financial overview

Q1 Financial Overview

Key figures MSEK	Q1'26	Q1'25
Sales	4 768	5 381
EBITA	741	873
EBITA-Margin, %	15,5	16,2
EBIT	701	839
EBIT Margin, %	14,7	15,6
Profit after tax	507	602
Earnings per share, SEK	1,47	1,75
Net Debt/EBITDA	0,88	0,63
Return on capital employed, % R12	13,9	16,6
Operating cash flow	235	188

Highlights

Sales of **4 768** MSEK

EBIT of **701** MSEK

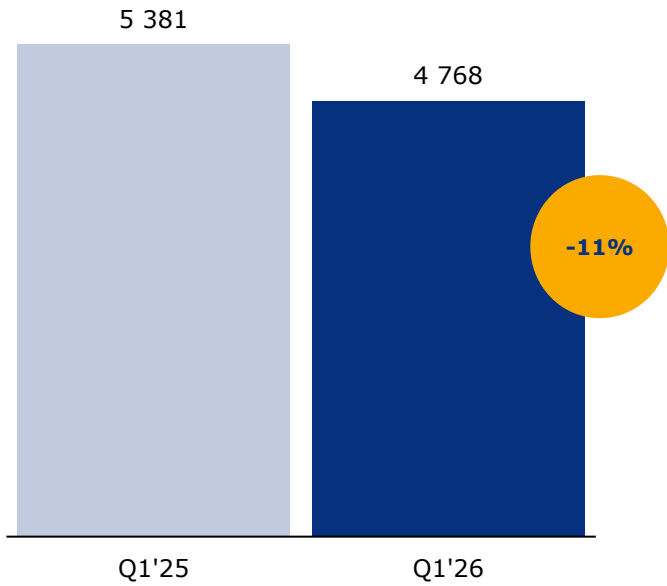
EBIT Margin of **14,7 %**

Good cash flow **+25%**

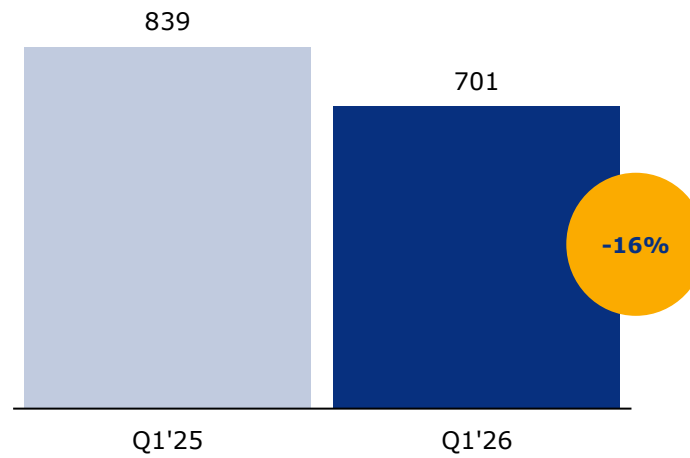
Net Debt/EBITDA **0,88**

Q1 Financial Highlights

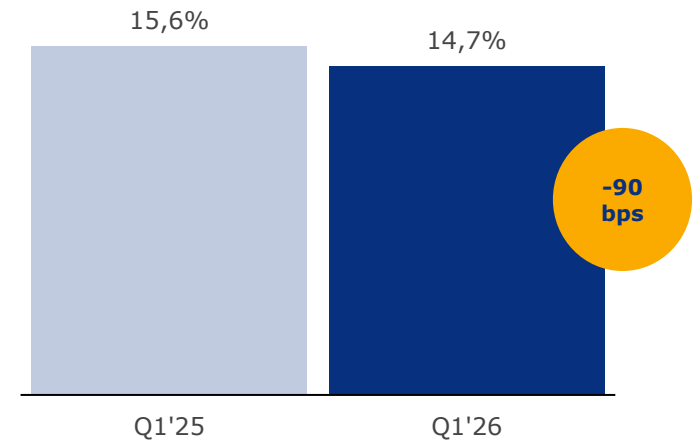
Sales
MSEK



EBIT
MSEK

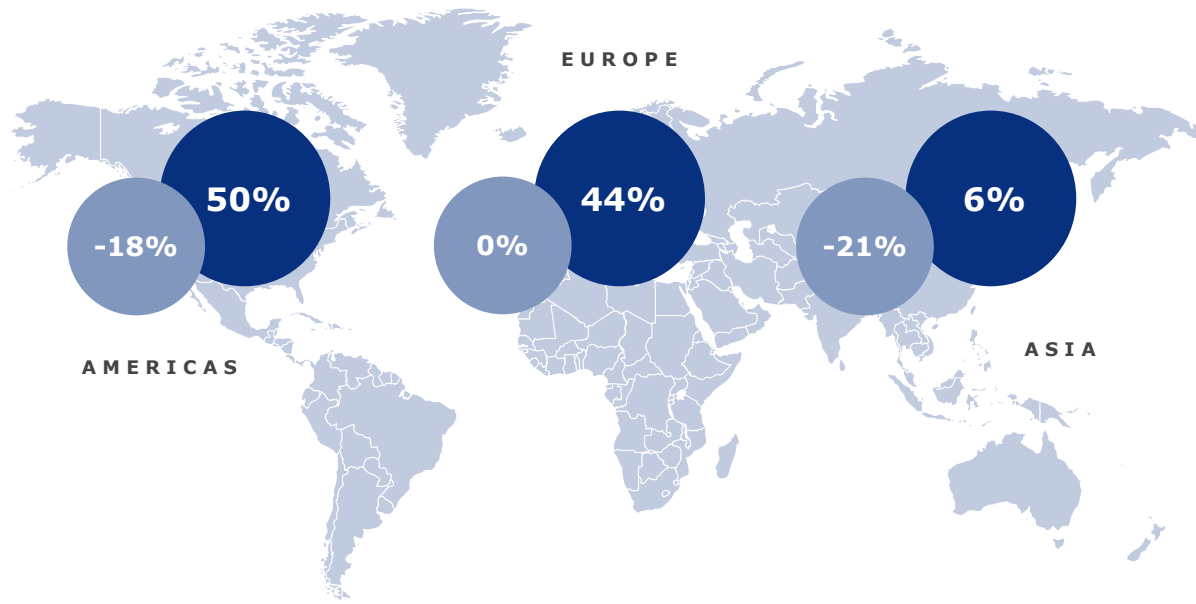


EBIT Margin
%



Q1 Sales Development

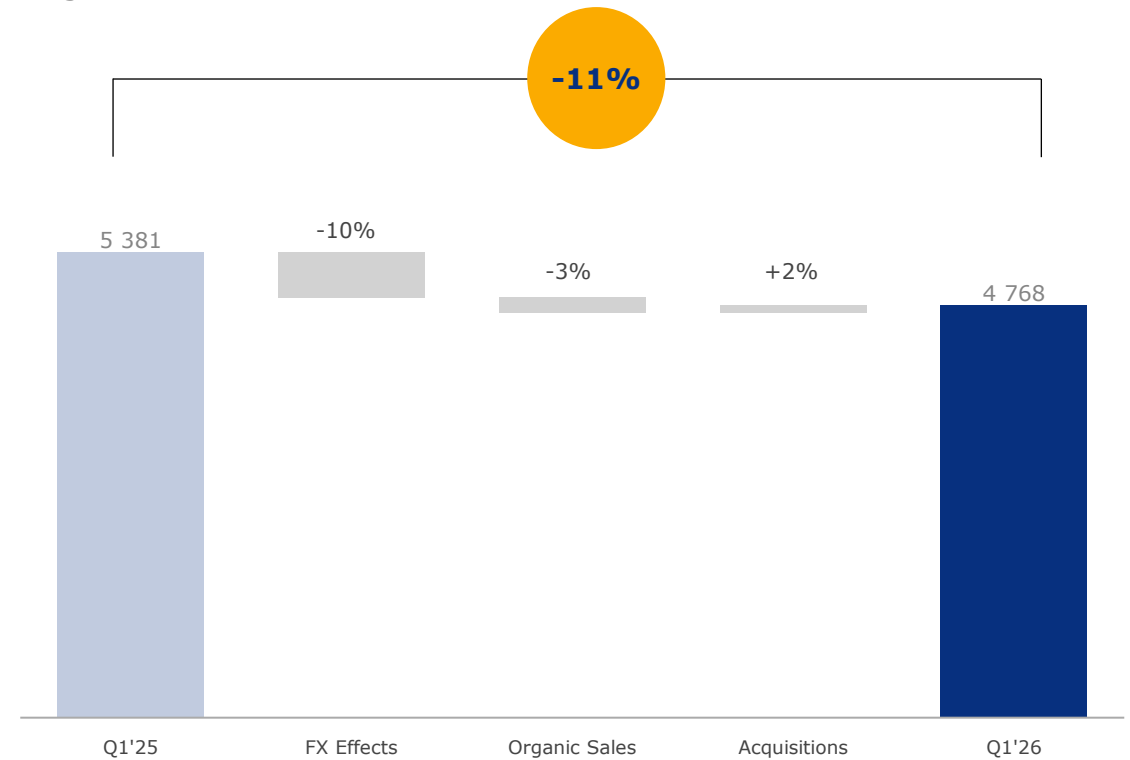
Regional Development



● Share of HEXPOL sales ● Sales development vs same period LY

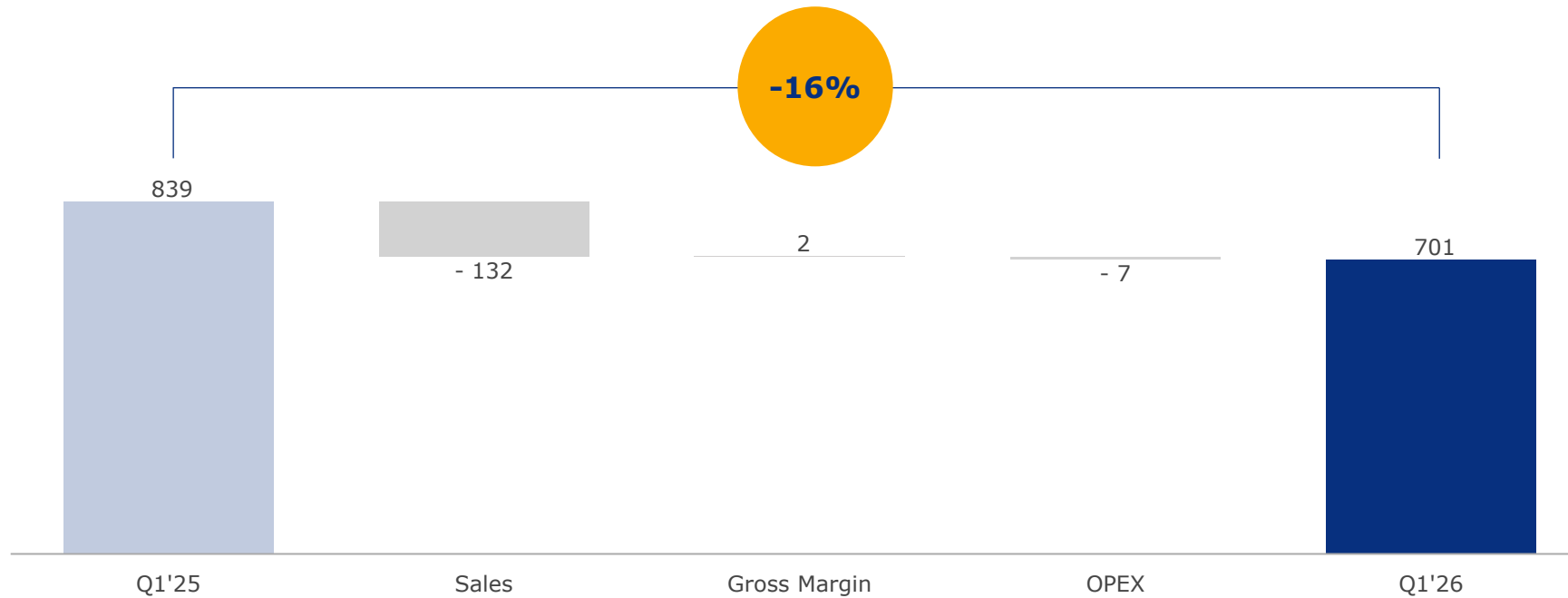
Sales development

MSEK



Q1 EBIT Drivers

EBIT
MSEK

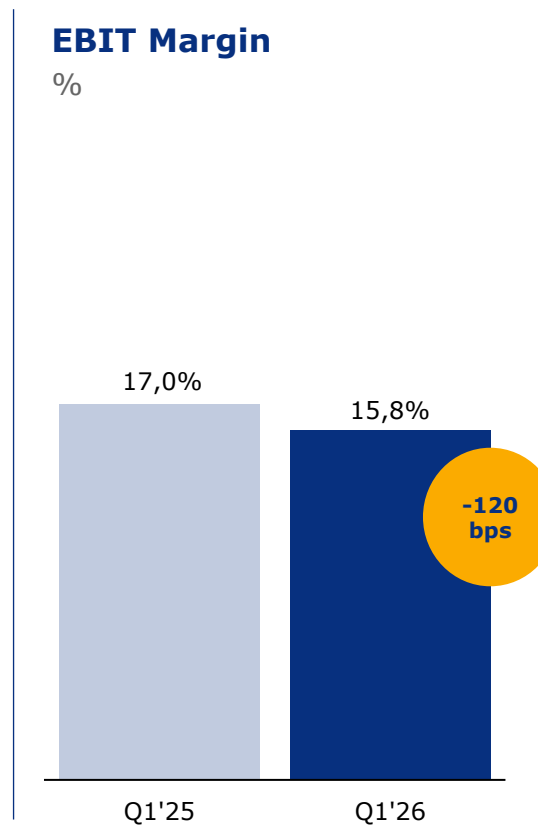
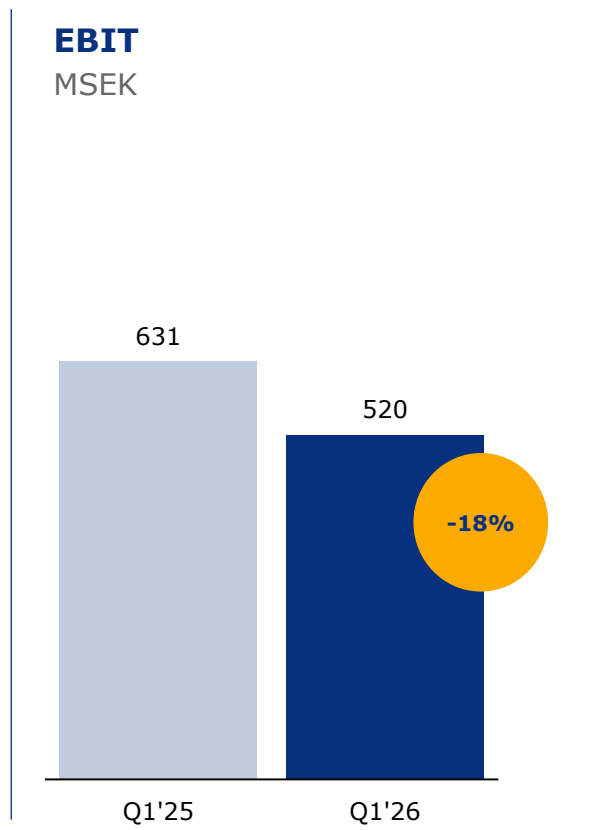
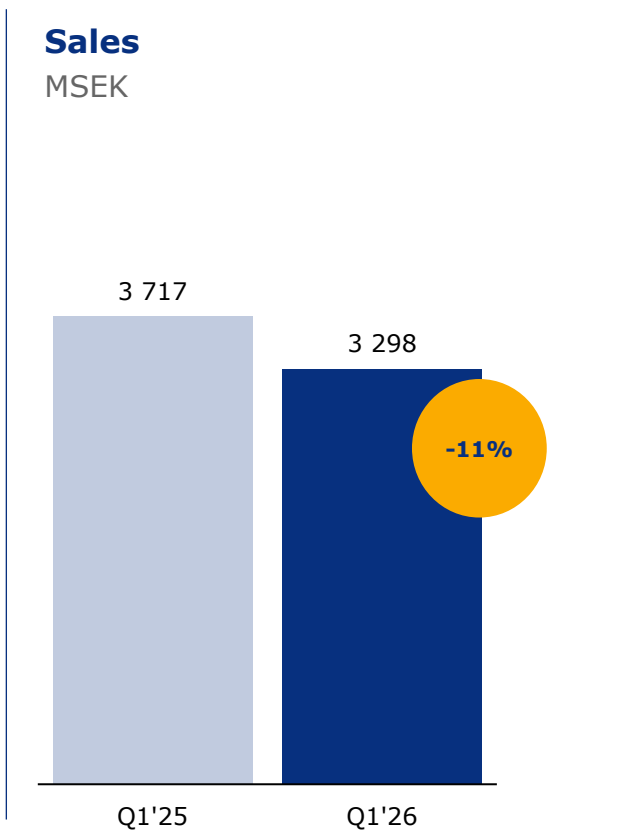


Highlights

- The lower EBIT is mainly driven by lower sales
- Gross margin and OPEX are in line with last year levels
- Negative FX effects of -74 MSEK or -9%

Q1 Rubber Compounding

Increased volumes offset by negative price & mix effects

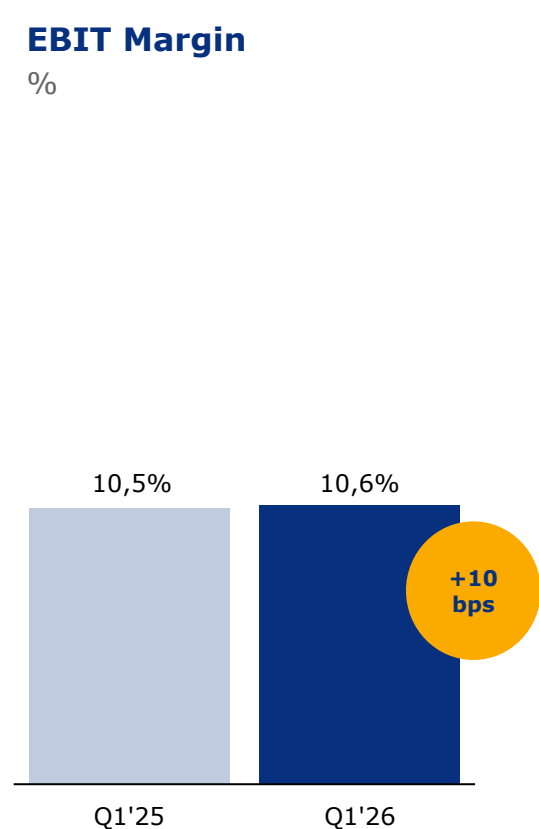
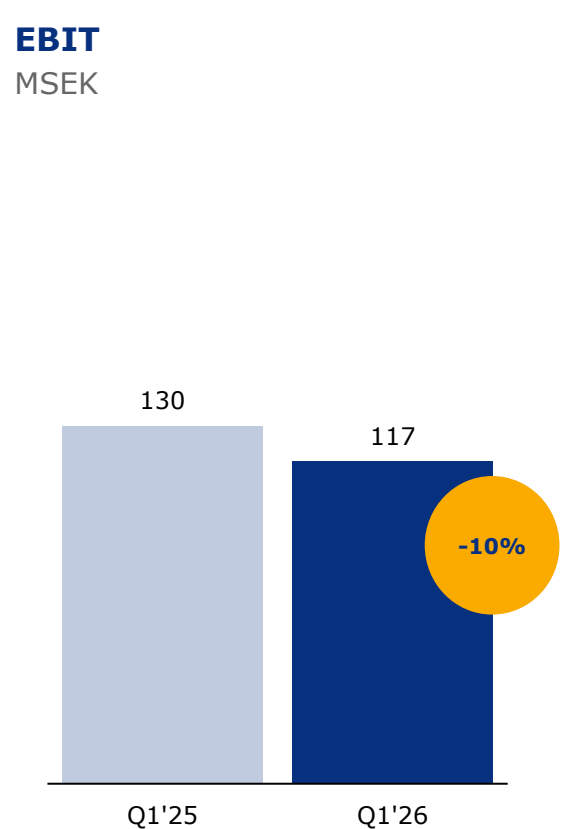
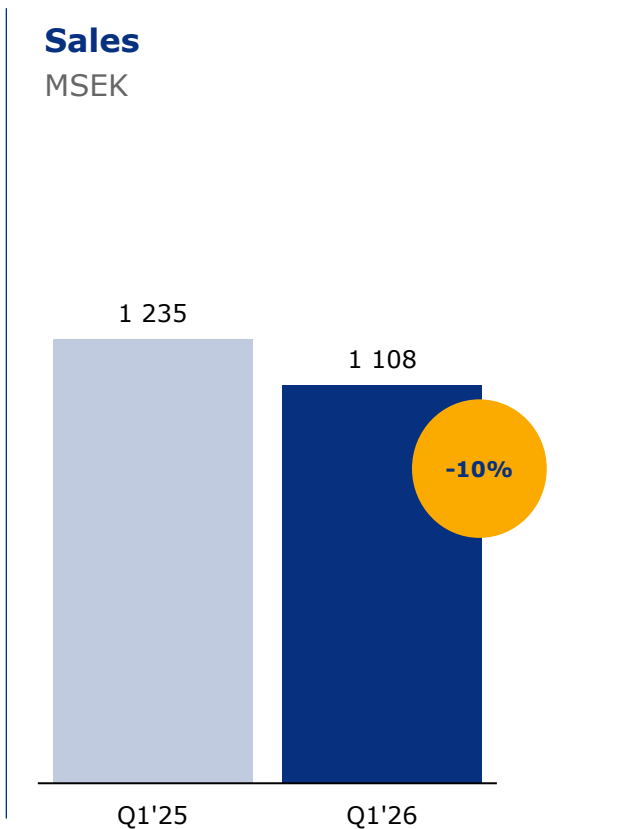


Highlights

- Lower sales including negative FX impact of -380 MSEK (-10%). Acquisitions add 2% and organic sales are down by -3%
- The organic sales are positively impacted by higher volumes but offset by negative price/mix effects
- Higher volumes seen in both North America and Europe. The customer segments Wire & Cable, Building & Construction and Industrial all showed higher volumes. Also the Automotive segment showed increased volumes
- EBIT affected by -60 MSEK in negative FX effects, somewhat lower sales and gross margin

Q1 Thermoplastic Compounding

Increased volumes offset by negative price & mix effects



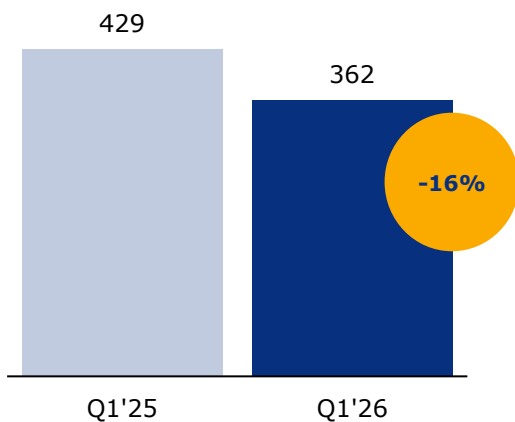
- Highlights**
- Lower sales including negative FX impact of -113 MSEK (-9%)
 - Higher volumes in most of the segments, not least within Building & Construction and Industrial. Also Automotive and Medical showed higher volumes while Consumer products had a slower start of the year
 - The decrease in EBIT is fully explained by negative FX effects of -13 MSEK
 - The EBIT Margin is in line with last year

Q1 Engineered Products

Lower sales with strong margins

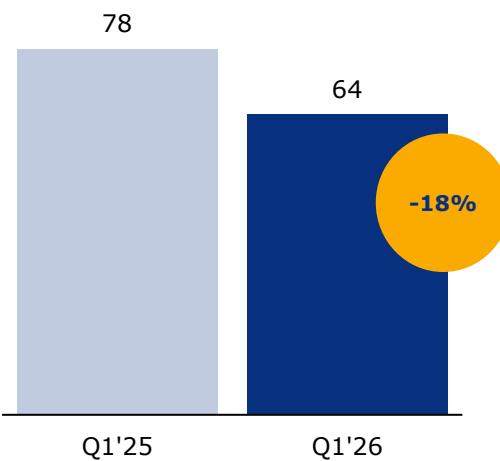
Sales

MSEK



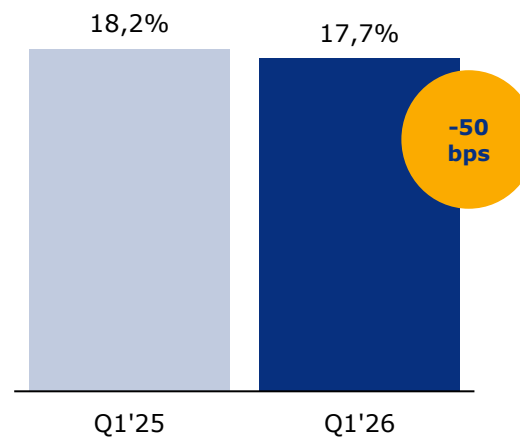
EBIT

MSEK



EBIT Margin

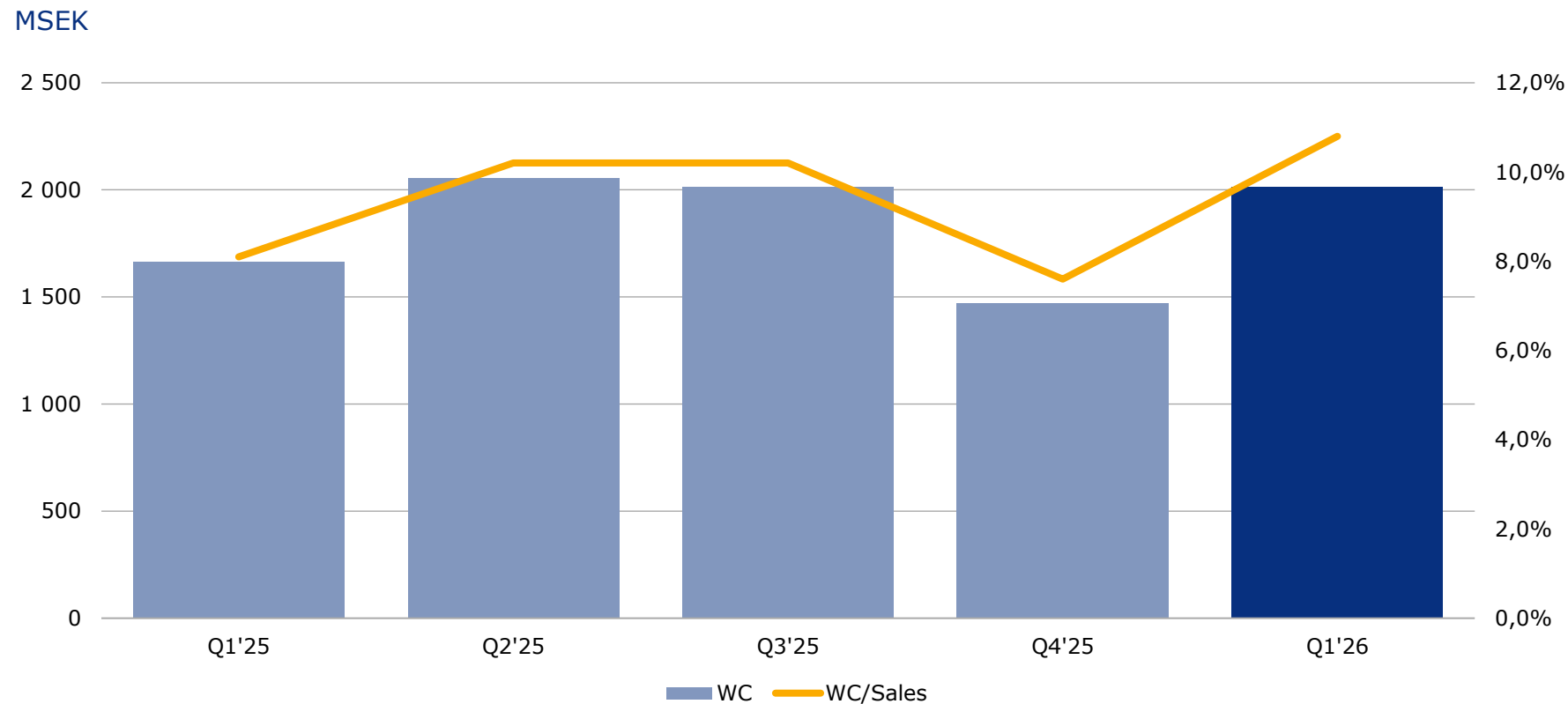
%



Highlights

- Lower sales including negative FX impact of -32 MSEK (-8%)
- Lower demand is mainly visible in Sweden for both Gaskets and Wheels compared to record levels at the start of 2025
- EBIT Margin on a stable level

Q1 Working Capital



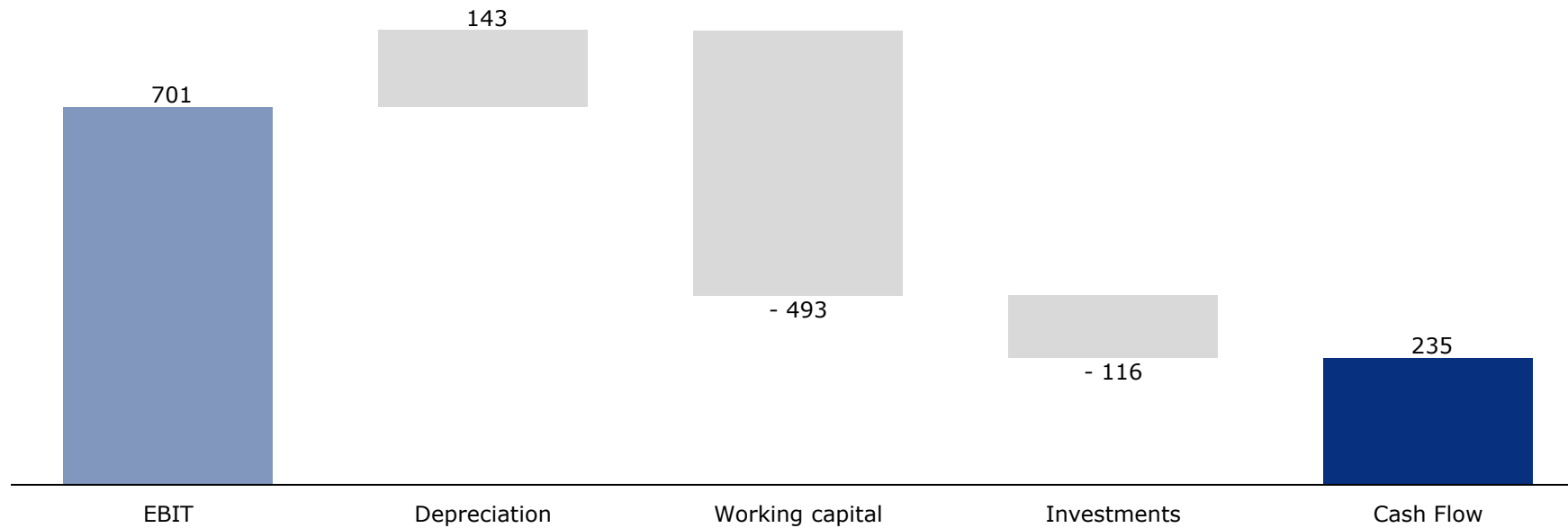
Highlights

- Compared to last year, the acquisition of Kabkom added some 75 MSEK in working capital
- No change in underlying payment terms

Q1 Cash Flow

Cash Flow

MSEK



Highlights

- As normal in the first quarter, soft cash flow where EBIT was partly offset by growth in accounts receivables
- The growth in accounts receivables is driven by the low level at the start of the year

Q1 Net Debt

Strong financial position

MSEK	31-mars 2026	31-mars 2025
Cash at hand	1 970	1 410
Used credit facilities	-4 796	-3 756
Net debt	-2 826	-2 346
Net debt/EBITDA*	0,88	0,63

*EBITDA is R12 months

Highlights

- Strong financial position
- Net debt affected by the acquisition of the minority shares of almaak and the acquisition of Kabkom (both made in Q2 2025)

Strategic Priorities 2030

Increase activities to grow organically

Priorities

- Target profitable segments with structural growth – fill portfolio gaps
- Increase sales capacity to broaden the customer base
- R&D focus to enhance product innovation and Sustainability leadership
- Captive conversion

Raised M&A agenda, especially within Thermoplastic Compounding

Priorities

- Focused and well-defined M&A strategy
- **Rubber Compounding** - Protect and strengthen market leader positions in Europe & Americas (selective)
- **Thermoplastic Compounding** - Build a broader product portfolio and expand geographically (High growth)
- **Engineered Products** - Attractive segments and geographies. Focus on Wheels (Opportunistic)

Exploring options to expand in India, China and Southeast Asia

Continued focus on Operational Excellence

Priorities

- Continue reviewing the manufacturing footprint
- Production technology, AI and automation
- Move product portfolio to more profitable segments

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Thermoplastic Compounding

Manufacturing Sites

13

6 US, 6 EU and 1 Asia

2025:

2,400

Customers

~800

Employees

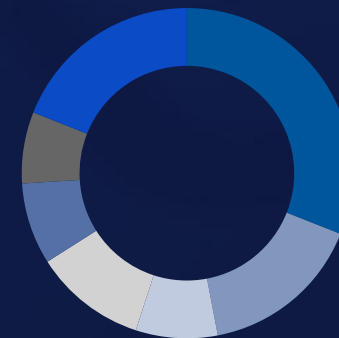
8,750

Solutions

4,587

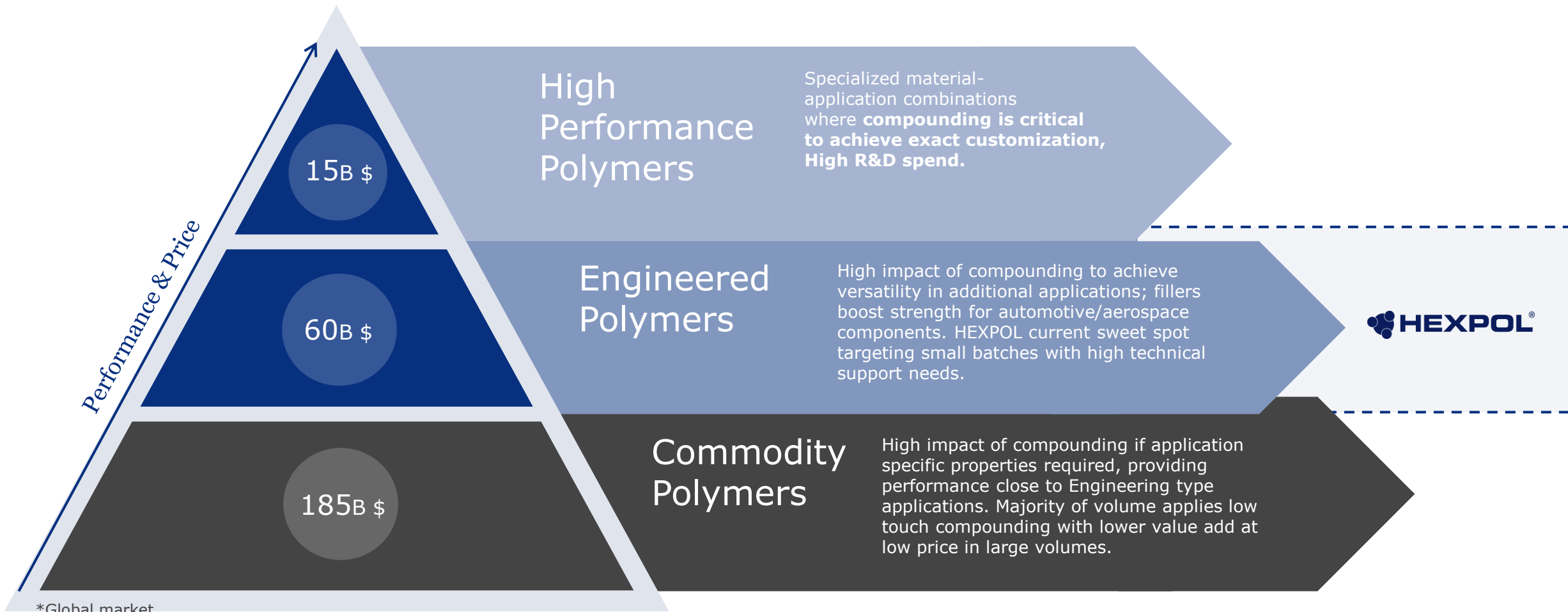
MSEK Sales

Sales per customer segment (2025,%)



- Automotive, 31%
- Household, Consumer & Care, 16%
- Industrial, 8%
- Building and Construction, 11%
- Toys, Sport & Leisure, 8%
- Medical-pharmaceutical, 7%
- Other, 19%

Targeting Attractive Segments



New Financial Targets & Operational Metrics – 2030

Next Phase of Growth and Value Creation

EPS Growth
>10% (CAGR)
Between 2026-2030

Net Debt/EBITDA
Ratio Below 2.5

Dividend Policy
40-60%

Operational Metrics
Supporting the
Financial Targets:

- EBIT Margin of 14-16%
- >10% revenue growth including M&A

Summarizing Q1

- Overall higher volumes in the quarter defending our market position
- Growing volumes in our main segments in most geographies. This has a positive impact on organic sales, offset by negative price and mix effects
- Captive volumes still on a high level but has likely peaked
- We have secured our market share, and we are winning captive conversion opportunities in North America
- The closure of the Strait of Hormuz creates imbalance in the supply chain – efficiently handled by our best in class purchasing, innovation and engineering capabilities
- A clear focus on the 2030 agenda

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Q&A

Thank you

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