



IMPACT
COATINGS

CEO presentation
2022 Annual General Meeting

May 18, 2022

Full-service supplier of world-class PVD coating solutions

Mission

To provide **clean coating technologies, flexible coating systems** and **world-class services** to support innovation and the transition to a safe and sustainable society.

Offering



Company facts



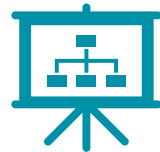
Founded
1997



IPO
2004



HQ:
Linköping,
Sweden



44 FTE's
+ consultants

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Key shareholders

Accendo Capital (12.8%) and **Hyundai Motor Company** (9.5%) are the largest shareholders.

Offices and sales representation



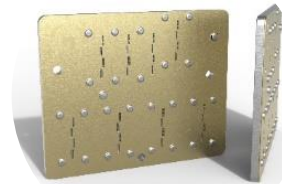
Core Business Areas

Hydrogen solutions



Fuel cell bipolar plates
Water electrolysis

Autonomous safety components



V2X antennas, radomes,
emblems & reflectors

Tailored coating solutions



Decorative and
functional applications



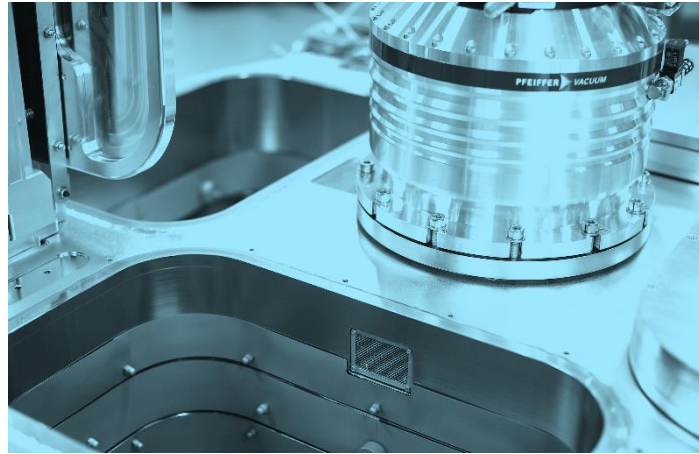
From sample to volume production

Our offering

Coating service solutions *



Coating system solutions



Services



We support customers from sampling to volume production



1. Sampling



2. Prototyping



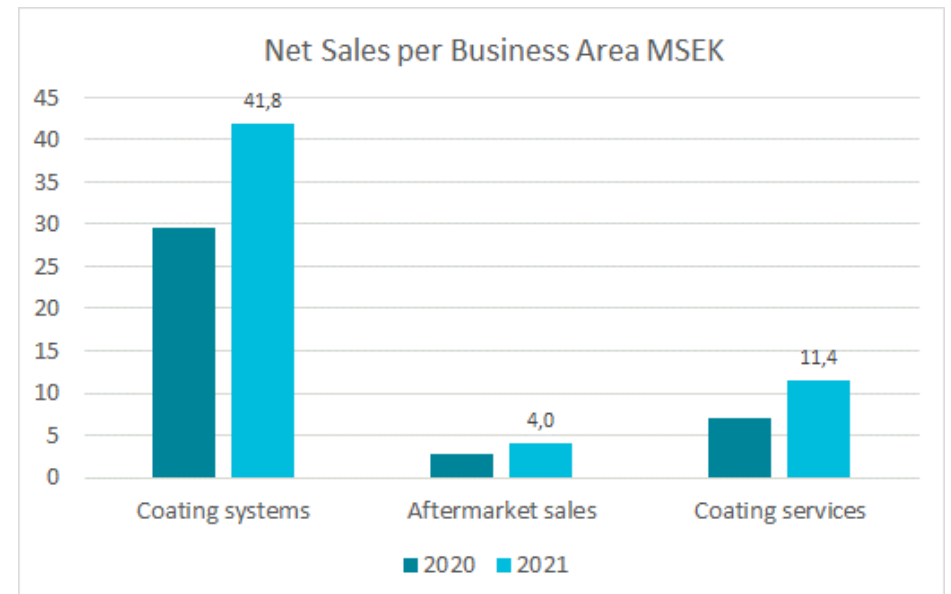
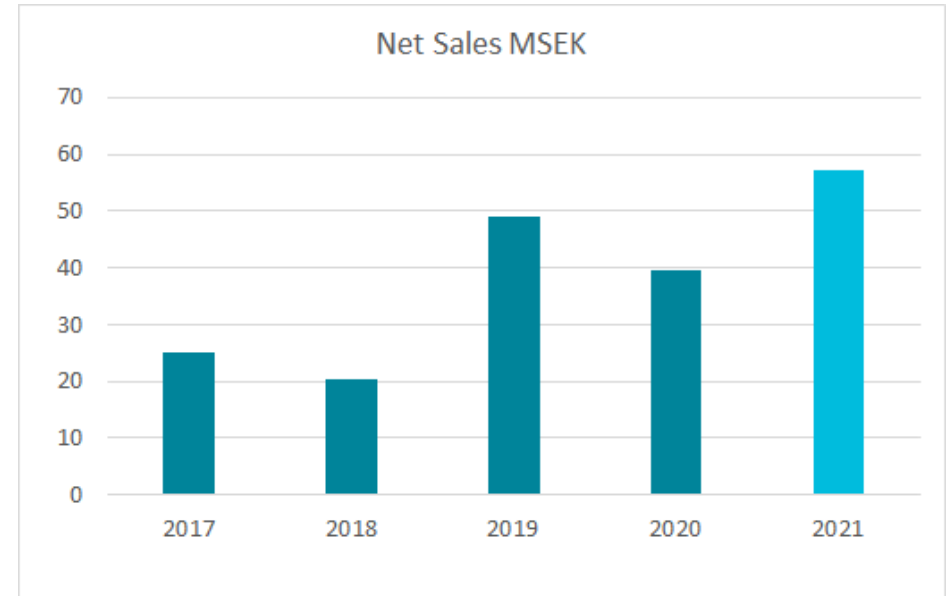
3. Ramp-up



4. Volume Production

2021 in brief

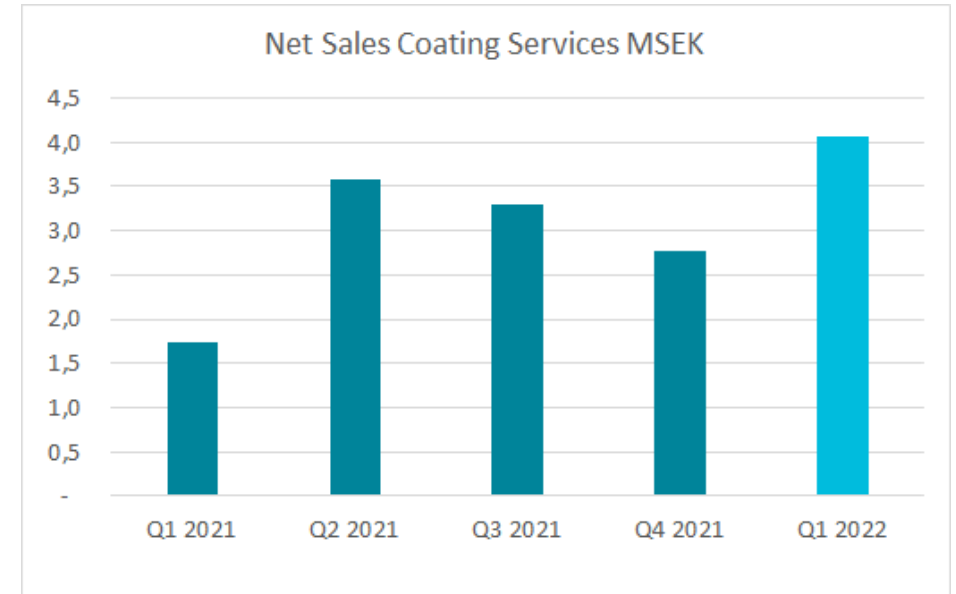
- Net sales SEK 57,198 thousand (39,515), company all time high
- Operating profit SEK -32,083 thousand (-22,970), reflecting strategic growth initiatives started 2021
- Coating Services sales increased significantly to SEK 11,386 thousand (7,009)
- Three coating system orders, one within fuel cells segment and two within radomes
- Final delivery of five coating systems, including the three orders received 2021
- Directed new share issue of approximately SEK 120 million
- Development of next generation larger coating system for fuel cell plates
- Strengthened global sales organization



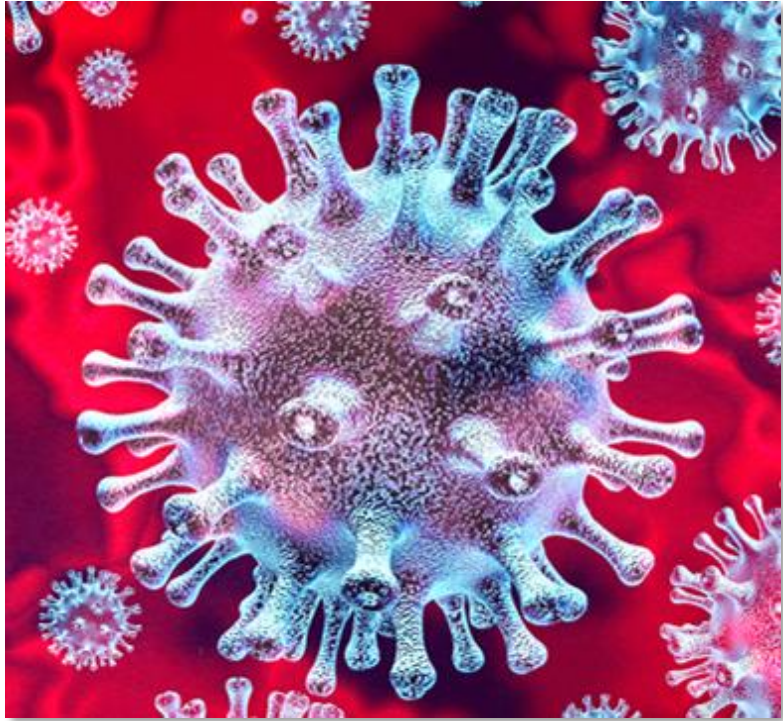
2022 YTD

Q1

- Record quarter for Coating Services, SEK 4,062 thousand (1,738) (134% YoY)
- Move of a production line for coating fuel cell plates to a new production hall – integration with industry robot planned for Q2
- Assembly of three internal coating systems for Coating Services and R&D, including next generation larger system for hydrogen applications
- Two system orders from European customers, within radomes and decorative coatings
- Registration of subsidiary in China, Impact Coatings (China) Co., Ltd. – opening of Coating Service Center in Shanghai planned for second half of 2022



Global factors



What's going on in the Hydrogen Solutions market

Industry drivers

- Reliable performance
- High durability
- Low-cost manufacturing
- Continuous innovation

Our customers

- Technology shifting continuously
- Unclear timeline for volumes take off
- Very hard to assess the investments
- Specialist competence hard to find

Impact Coatings

- Technology used in commercial fuel cell applications for many years
- Innovative and credible roadmap for the future - brains
- Scalable mass production systems
- Flexible models out of operational and business perspective



What's going on in the Autonomous Safety industry

Industry drivers

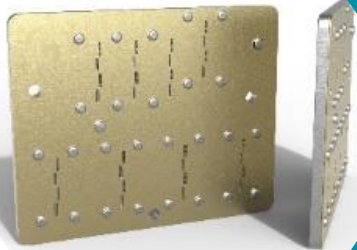
- Innovation in technology
- Production cost
- Zero risk of failure

Our customers







- Difficult select make or buy decisions
- Limited antenna & radome coating expertise
- Unrealistic price expectations from OEMs

Impact Coatings

- High competence in metallization
- Responsive to co-develop
- Integration in mass scale production and automation
- Innovative roadmap for coating solutions

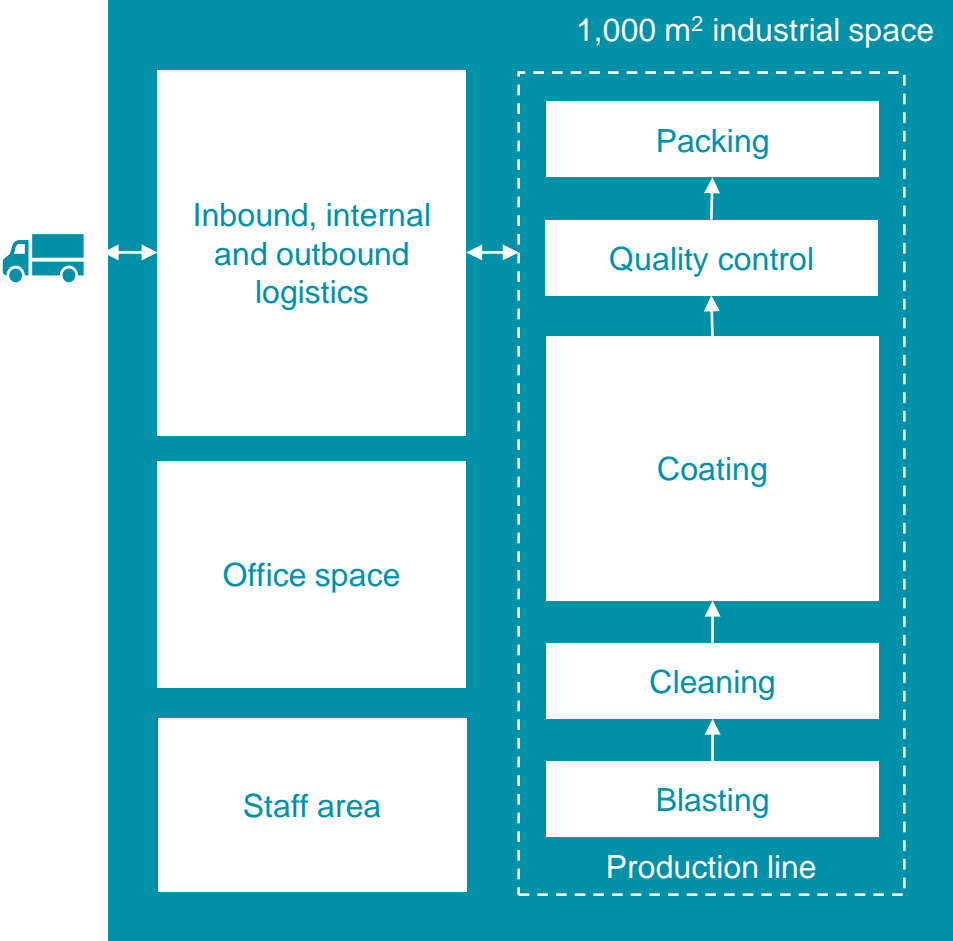


Business and delivery models

Offering	Details	Location	Operator
Coating Services	Flexible Coating Services performed in our facilities		
Managed Services	Coating Services at the customer with Impact's team		
In-house coating	Coating performed in-house by the customer or a 3 rd party		

Coating Service Center concept

Stylized drawing of a coating center



Key facts



Regional president and R&D support



5-10 local staff in production and logistics



Focus on fuel cells and electrolyzers



2 - 5 million plates produced per year

China – first overseas Coating Service Center



Impact Coatings (China) Co., Ltd.

SOP Q3 2022, in Shanghai

Advanced and scalable coating solution for fuel cells and electrolysis

Annual capacity planned 3 million pcs, equiv. to 6000 FCEV per year



Yaowen Wang
President China



50,000 FCEV and 200,000 tons/year of hydrogen from renewable sources by 2025

--- NDRC unveiled mid/long-term development plan for the hydrogen energy industry (2021-35)

National Development and Reform Commission (NDRC)

Our Global Team – key markets



Robert Mamazza
President
North America



Stefan Dreger
President EMEA,
Hydrogen Solutions



Andrea Grilli
Sales Director
Southern Europe



Petter Carljford
President EMEA,
Radar, Antennas &
Metallization



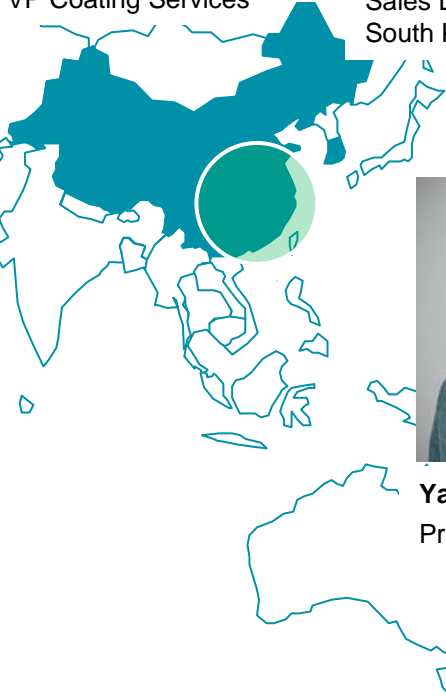
Carina Höglund
VP Coating Services



Dilshod Akbarov
Sales Director
South Korea



Kristian Hillgren
Senior Technology
Director



Yaowen Wang
President China

● HQ 🗺️ Target markets ● Coating Service Center

Executing on our strategy



Focus on **hydrogen** and **automotive safety solutions**



Growing **Coating Services** and **Managed Services**



Develop our organization



Develop **next generation** systems



Increase **production capacity**



Impact Coatings invites to strategy presentation

What

Webinar about of Impact Coatings' new strategy
Q&A session

When

Wednesday May 25, at 10:00

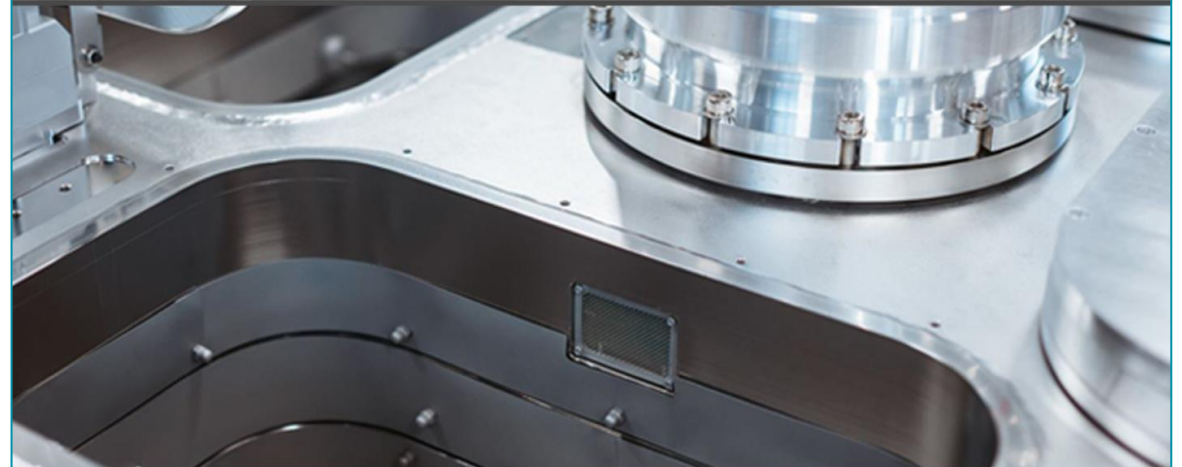
Who

Investors, analysts and media

Registration

Invitation with link to the webinar registration and call-in numbers for the Q&A session will be found in a press release and at the company website, www.impactcoatings.com.

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Reshaping Impact Coatings - Leveraging our expertise to provide services and solutions

The live webcast will start on May 25 at 10:00 a.m. CEST

Speakers



Torbjörn Sandberg, CEO Impact Coatings

Please, fill in the required information to sign-in

Email

Sign up



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Tack!