

A landscape photograph featuring three large wind turbines in a green field. The turbines are white with three blades each, set against a backdrop of rolling green hills and distant mountains under a clear sky. The lighting suggests a bright, sunny day.

CEO presentation

2024 Annual General Meeting
May 22, 2024

IMPACT
COATINGS

Key Takeaways

Record Sales for FY2023 – Continued Focus on Profitable Growth

1. SEK 98.4 million FY Net Sales (incl. metals)
2. Two systems delivered during Q4 within our focused segments
3. Weak end-of-year order backlog, but substantial sales pipeline
4. Focus 2024
 - Maintain market leadership in electrolysis coatings, for green hydrogen
 - Increase sales
 - System manufacturing to forecast – reduced lead time and cost
 - Coating Services Center in USA

Group Management Team



Jonas Nilsson
CEO



Bengt Vernerson
CFO (interim)



Carina Höglund
COO



Kristian Hillgren
CTO



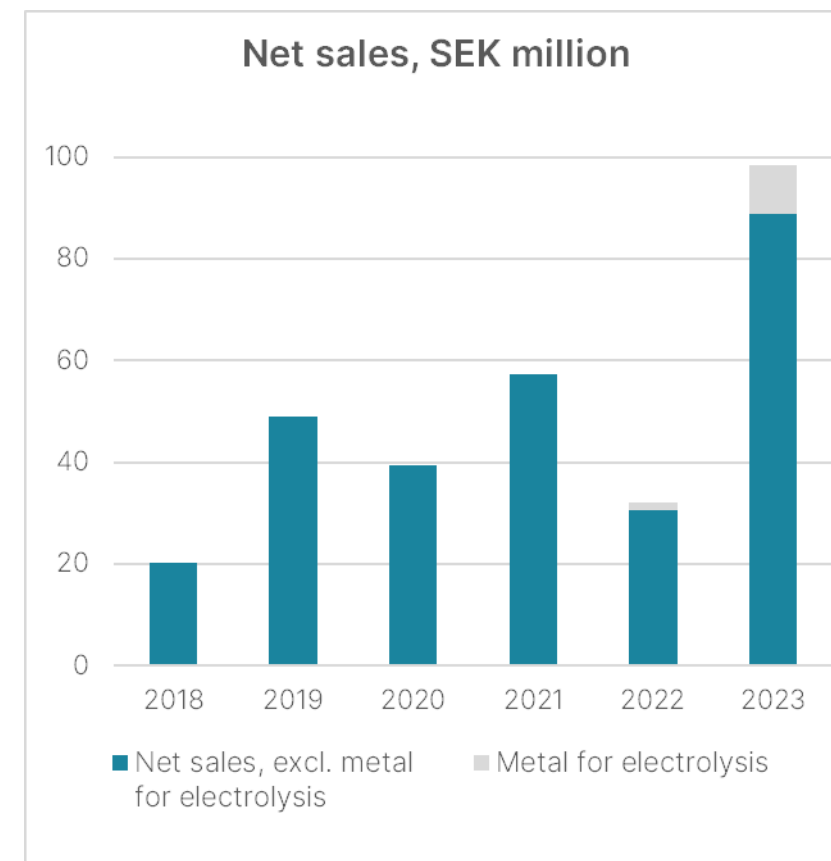
Yaowen Wang
Regional President
China



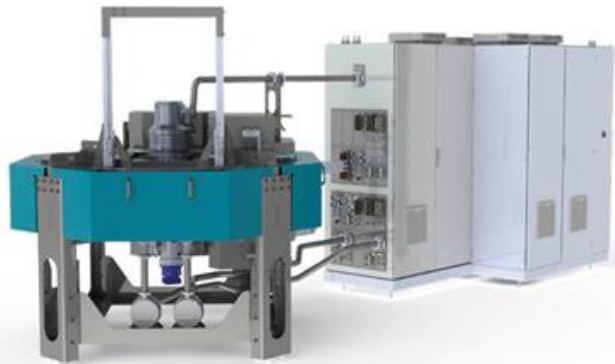
Robert Mamazza
Regional President
North America










2023 Financial Overview

(SEK million)	Q1 2024	FY 2023	FY 2022
Net sales	4.0	98.4	32.0
Net sales, excluding metals for electrolysis	4.0	88.8	30.7
Total revenue	7.5	89.0	57.0
Operating profit after financial items	-15.9	-32.0	-47.0
Cash flow	-22.5	60.5	-68.3
Net cash, end of period	97.2	119.8	61.4
Liquidity ratio	151%	200%	201%
Order backlog coating systems at period end	4.8	4.7	21.1
Order backlog Coating Services, incl. metals for electrolysis	2.0	1.0	n/a
Order backlog Coating Services, excl. metals for electrolysis	2.0	1.0	n/a

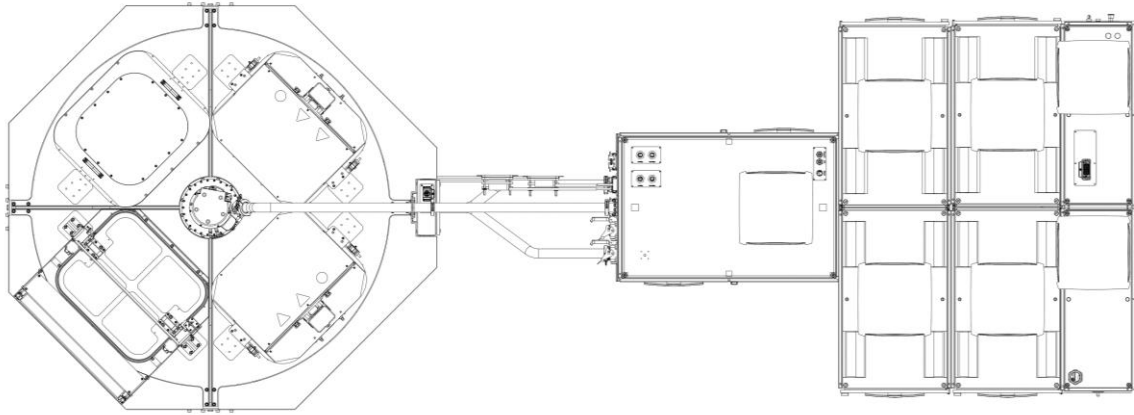


Our Offering and Flexible Business Models

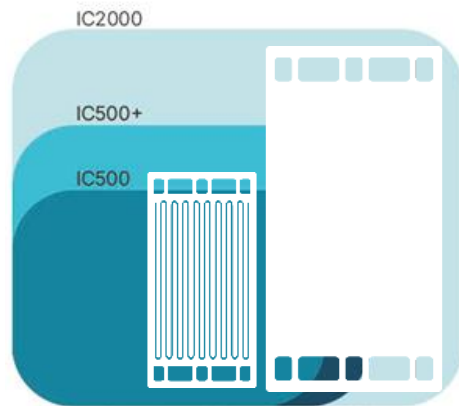


Offering	Details	Location	Operator
 Coating Services	Flexible Coating Services performed in Impact Coatings' facilities		
 Managed Services	Manage at the customer's site with Impact Coatings' team		
 Machine Sales	Coating performed in-house by the customer or a 3rd party		

Unique PVD Technology Supporting our Focus Growth Markets



INLINECOATER™ IC2000



Typical sizes of fuel cell and electrolyzer plates,
and coating chamber sizes in INLINECOATER™

INLINECOATER™ IC500, IC500+ and IC2000

- ✓ Efficient – Modular – Scalable
- ✓ Tests, prototypes and volume production in same equipment

Fuel cells (bipolar plates)

- ✓ Premium FC coating -> heavy-duty applications
- ✓ Ceramic MAXPHASE™ coating -> mid-end applications

Electrolyzers (separator plates, PTLs)

- ✓ Cost-efficient noble metal coatings
- ✓ Production-ready coating solution

Metallization on plastic (radomes, antennas, etc.)

- ✓ Compact integrated production cells with injection molding
- ✓ High quality and cost control

Strong Sales Team – and a Strong Sales Pipeline



Robert Mamazza
Regional President
North America



Phil Pruna
Business Development
Partner
(consultant)



Stefan Dreger
President
EMEA,
Hydrogen
Solutions



Petter Carljord
President
EMEA, Radar,
Antennas &
Metallization



Annelie Eveborn
Head of
Advanced
Engineering



Recruiting
Sales Manager
Korea/Japan



Yaowen Wang
Regional President
China



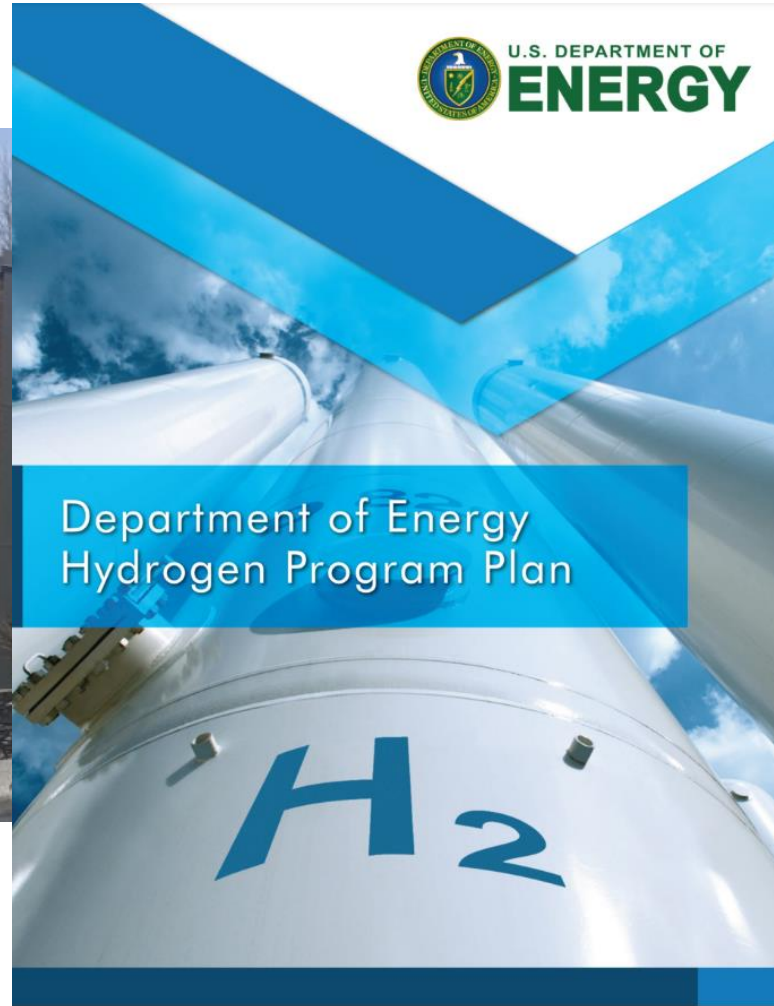
Kelvin Cheng
Sales Manager
China

China



North America

U.S. National Clean Hydrogen Strategy and Roadmap



Hydrogen and Fuel Cell Technologies Office • Hydrogen Shot



Overview

The U.S. Department of Energy's (DOE's) Energy Earthshots Initiative aims to accelerate breakthroughs of more abundant, affordable, and reliable clean energy solutions within the decade.

Achieving the Energy Earthshots will help America tackle the toughest remaining barriers to addressing the climate crisis, and more quickly reach the Biden-Harris Administration's goal of net-zero carbon emissions by 2050 while creating good-paying union jobs and growing the economy.

The first Energy Earthshot, launched June 7, 2021—Hydrogen Shot—seeks to reduce the cost of clean hydrogen by 80% to **\$1 per 1 kilogram** in **1 decade** ('111').

The Hydrogen Shot establishes a framework and foundation for clean hydrogen deployment in the **American Jobs Plan** ¹, which includes support for demonstration projects. Industries are beginning to implement clean hydrogen to reduce emissions, yet many hurdles remain to deploying it at scale. Currently, hydrogen from renewable energy costs about \$5 per kilogram. Achieving the Hydrogen Shot's 80% cost reduction goal can unlock new markets for hydrogen, including steel manufacturing, clean ammonia, energy storage, and heavy-duty trucks. This would create more clean energy jobs, reduce greenhouse gas emissions, and position America to compete in the clean energy market on a global scale. These efforts would ensure that environmental protection and benefits for local communities are a priority.

Hydrogen Shot Summit

The first Hydrogen Shot Summit took place Aug. 31-Sept. 1, 2021.

[Learn more](#)



1 Dollar

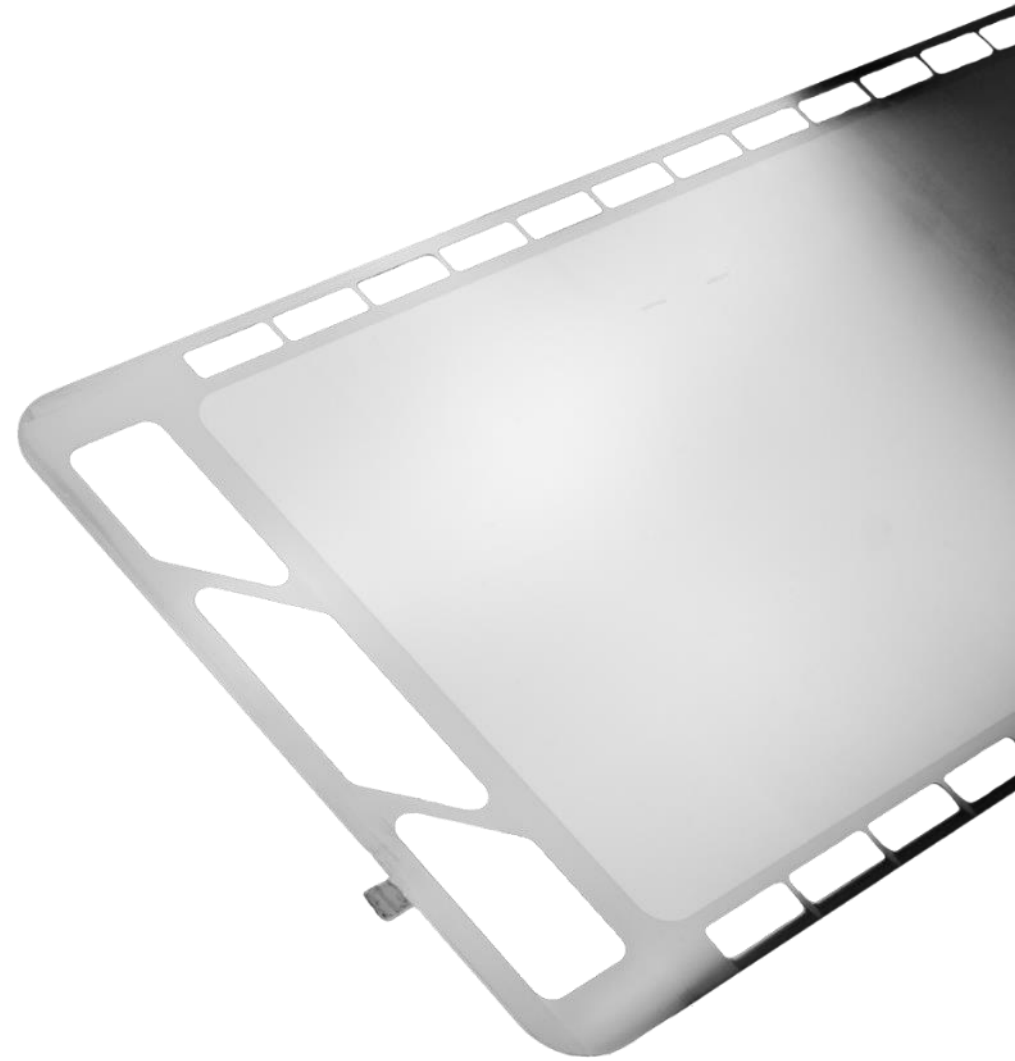


1 Kilogram



1 Decade

Sweden



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