CEO presentation

Annual General Meeting
May 21, 2025

IMPACT COATINGS

Agenda

1. Recap of 2024
2. Company and strategy overview
3. Technology to meet the strategy
4. Summary

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Key Takeaways - 2024

- Strong growth despite market challenges
- China driving development
- Successful delivery strategy, IC2000 strengthens its position
- Scalable business model well suited for a developing market
- A stable organization and new facilities
- Foundation laid for profitable growth

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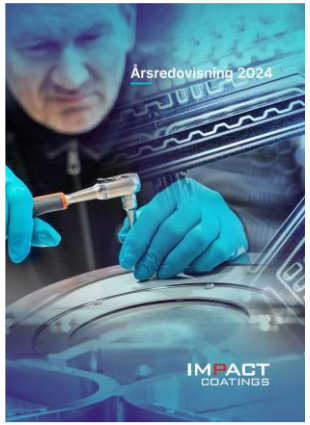
2024 in Brief



- Net sales SEK 109.9 million (98.4)
- Net sales, excluding metals for electrolysis, SEK 109.6 million (88.8)
- Operating income SEK 102.4 million (89.0)
- Operating result SEK -31.3 million (-33.9)
- The company's highest annual net sales to date, of which SEK 74.0 million (51.9) from system deliveries, SEK 21.3 million (25.5) from coating services, excluding metals for electrolysis, and SEK 14.3 million (11.4) from aftermarket sales
- Strategic focus on sales, acquiring new customers in the entry-level Coating Services business, and strengthening delivery capacity and shortening lead times for customers through standardized system production based on sales forecasts
- Three orders for INLINECOATER™ IC2000 systems from fuel cell customers in China (SEKSUN, Boyuan, Feintool), all systems delivered within the same quarter as the orders
- Approval from FTXT, Chinese fuel cell manufacturer and subsidiary of Great Wall Motors, for volume production in Coating Service Center China regarding Premium FC coatings for heavy-duty fuel cell vehicles
- Letter of intent with FTXT regarding development collaboration on fuel cell coatings
- Internal delivery of an INLINECOATER™ IC2000 system to Coating Service Center China
- Production line for metallization of waveguide antennas installed at Coating Service Center China, in accordance with a five-year leasing agreement with Waveland Technology Co., Ltd. from November 2023
- Relocation of the group headquarters and Swedish development and production operations to a new facility in Linköping
- Lena Åberg appointed as new CFO on November 20

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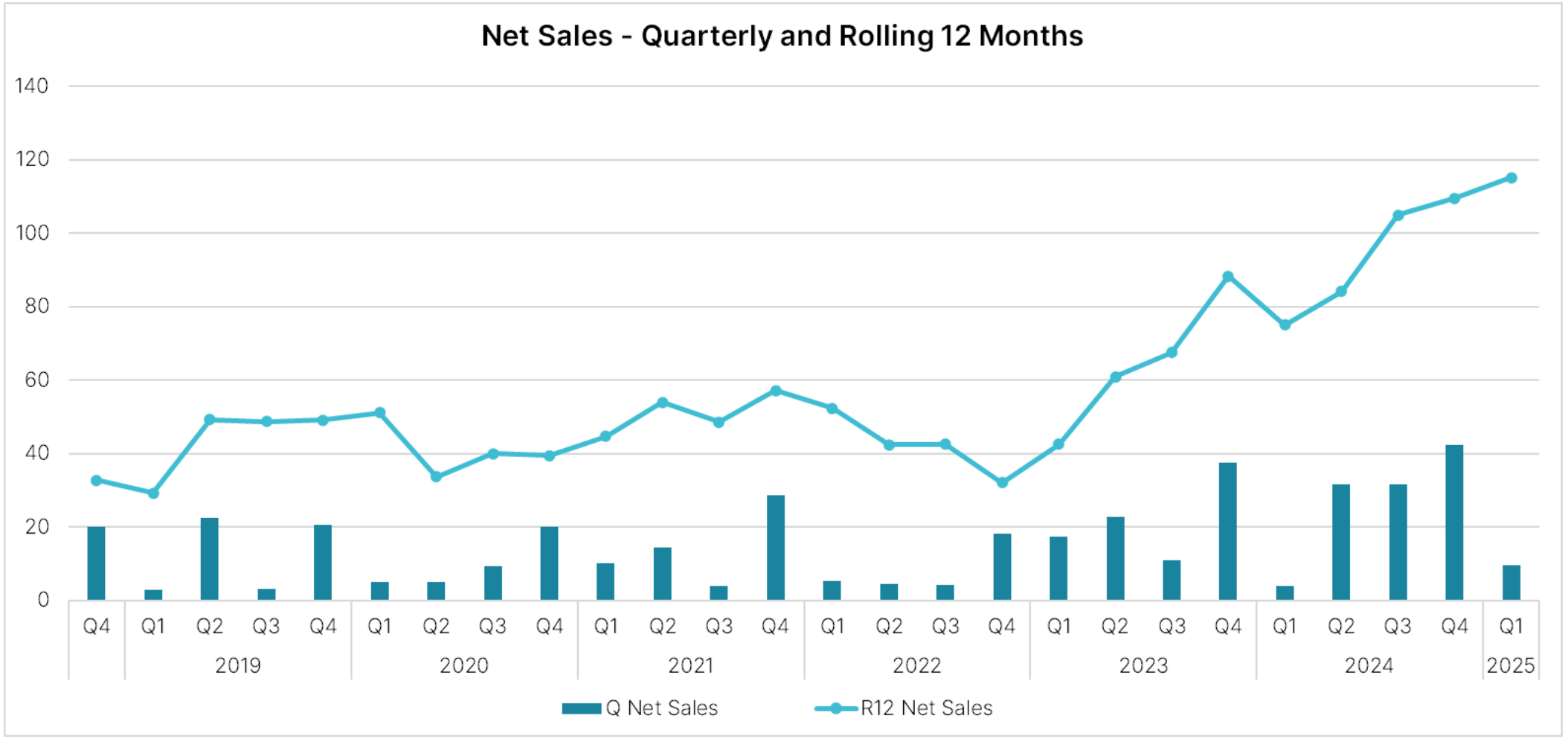
Significant Growth Over Time, R12 Sales SEK 115 Million in Q1 2025



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Company and Strategy

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Strategic Focus in Fast Growing Markets

Green Energy

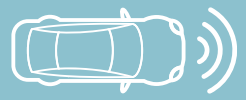
Sustainable Mobility

Our strategic applications and business areas

Electrolyzers

Fuel Cells

Radomes



Antennas

Hydrogen Solutions

Metallization Solutions

PVD is a horizontal technology that can be found all around us.
Impact Coatings has 25 years experience of PVD coating technology.

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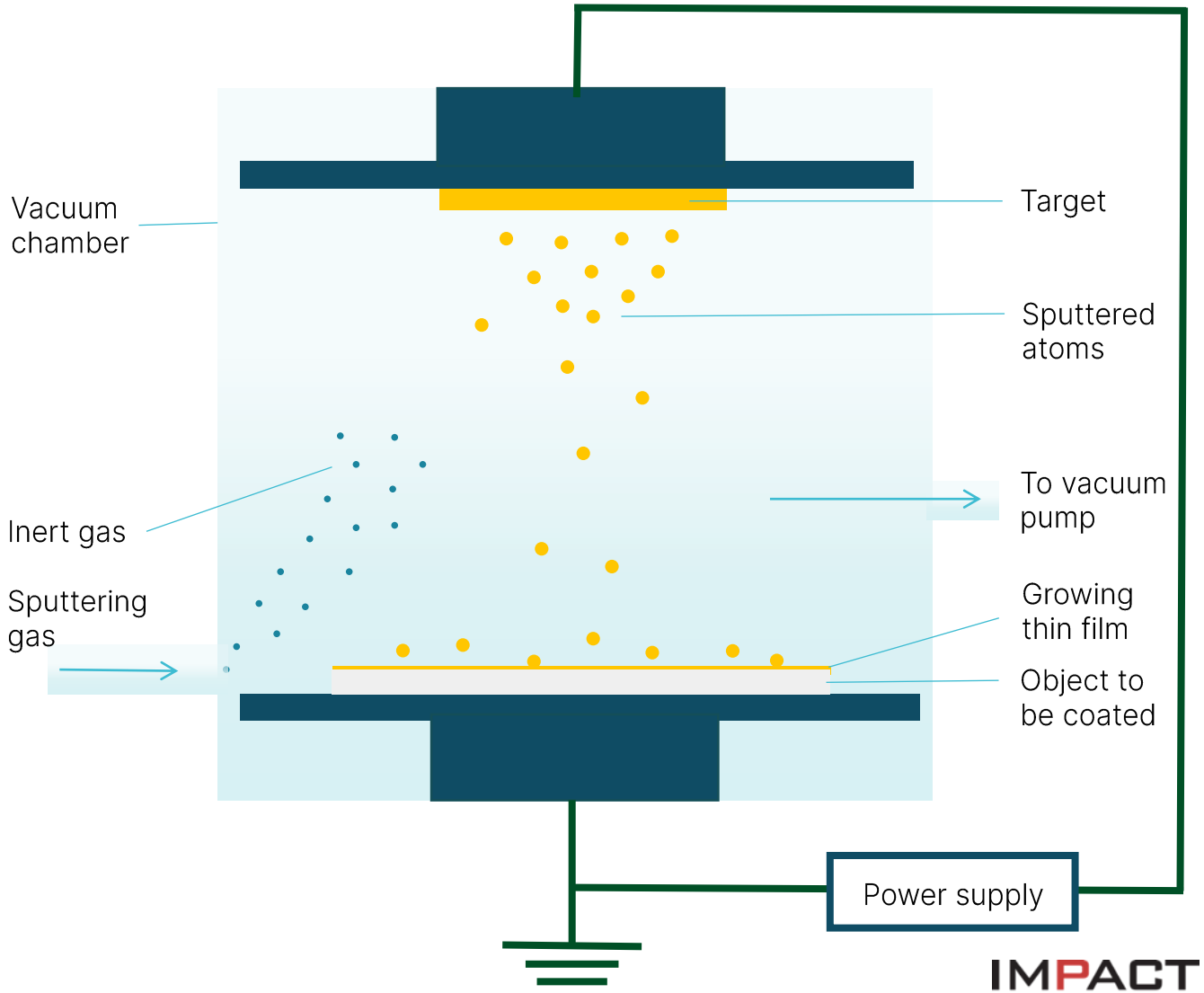
PVD | Physical Vapor Deposition

- PVD take place in vacuum
- Solid material from the so-called target is vaporized by a plasma
- The vapor can be mixed with other gases to create new materials
- The new material will form a thin film on the object to coat



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Impact Coatings in Brief

Company facts

- Founded 1997
- HQ: Linköping, Sweden
- China & US Subsidiary
- Global Sales Representation
- Flexible & Scalable PVD Coating Solutions

Global Sales and Coating Service Centers

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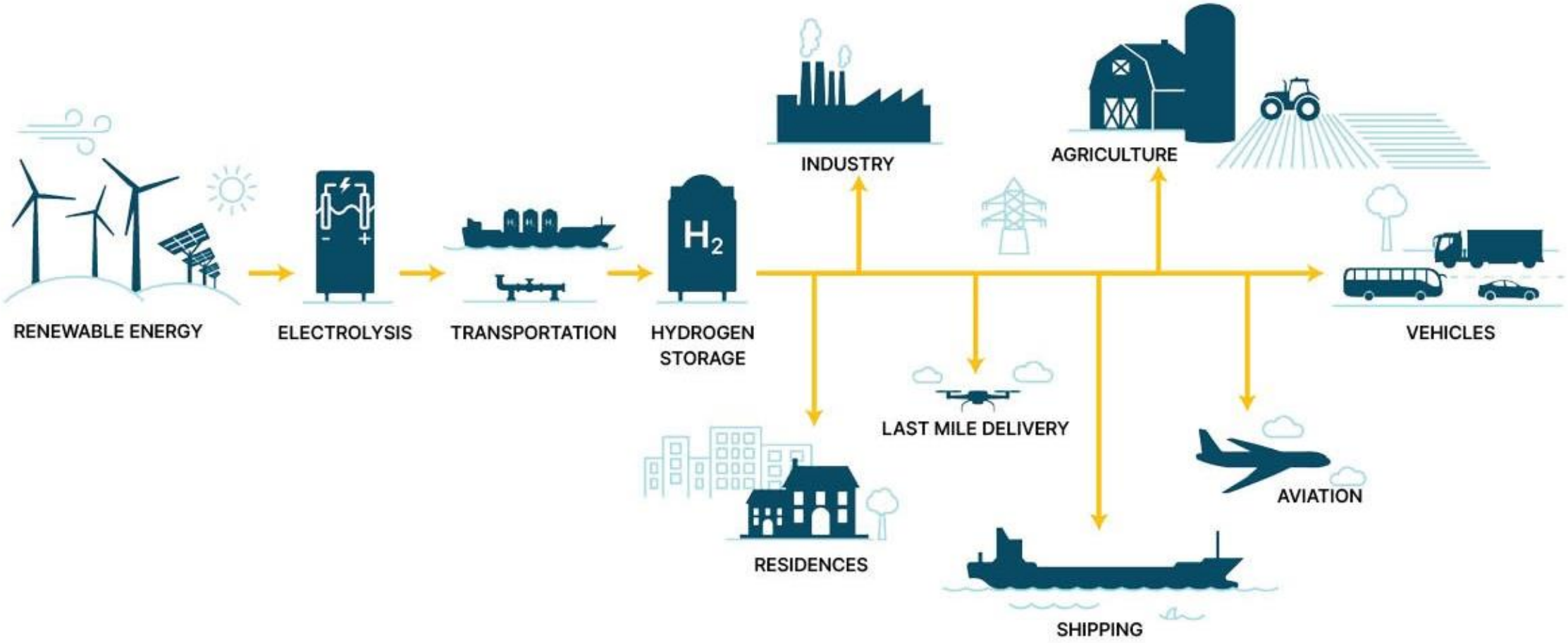
The Hydrogen Society
- an Emerging Market That Drives Expansion



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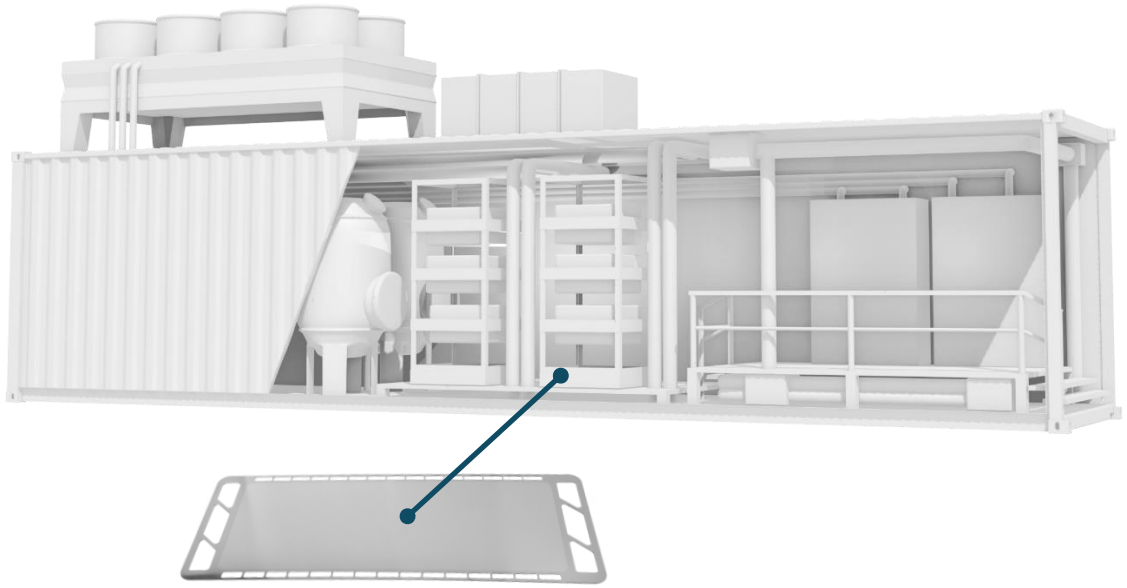
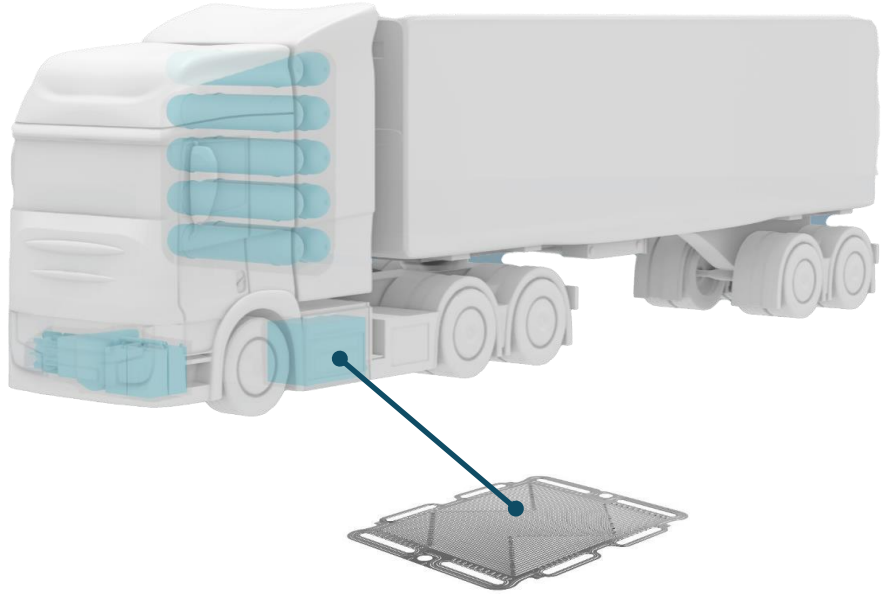
PEM Electrolyzers and Fuel Cells Contain Metal Plates that Need Coatings

Electrolyzer: ⚡ ➡ H_2



Fuel Cell: H_2 ➡ ⚡



- Metal separator plates require high-performance coatings for good electrical properties and protection.
- You could say that the coating sets the performance of the complete system.

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IC2000 is the Core in Our Offering
- both for Electrolyzers and Fuel Cells

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Flexible Delivery Models

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

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Machines are Made in Sweden

- In-house assembly of the machines
- New facility in Linköping inaugurated in Q4 2024
- Initial capacity of one machine per month


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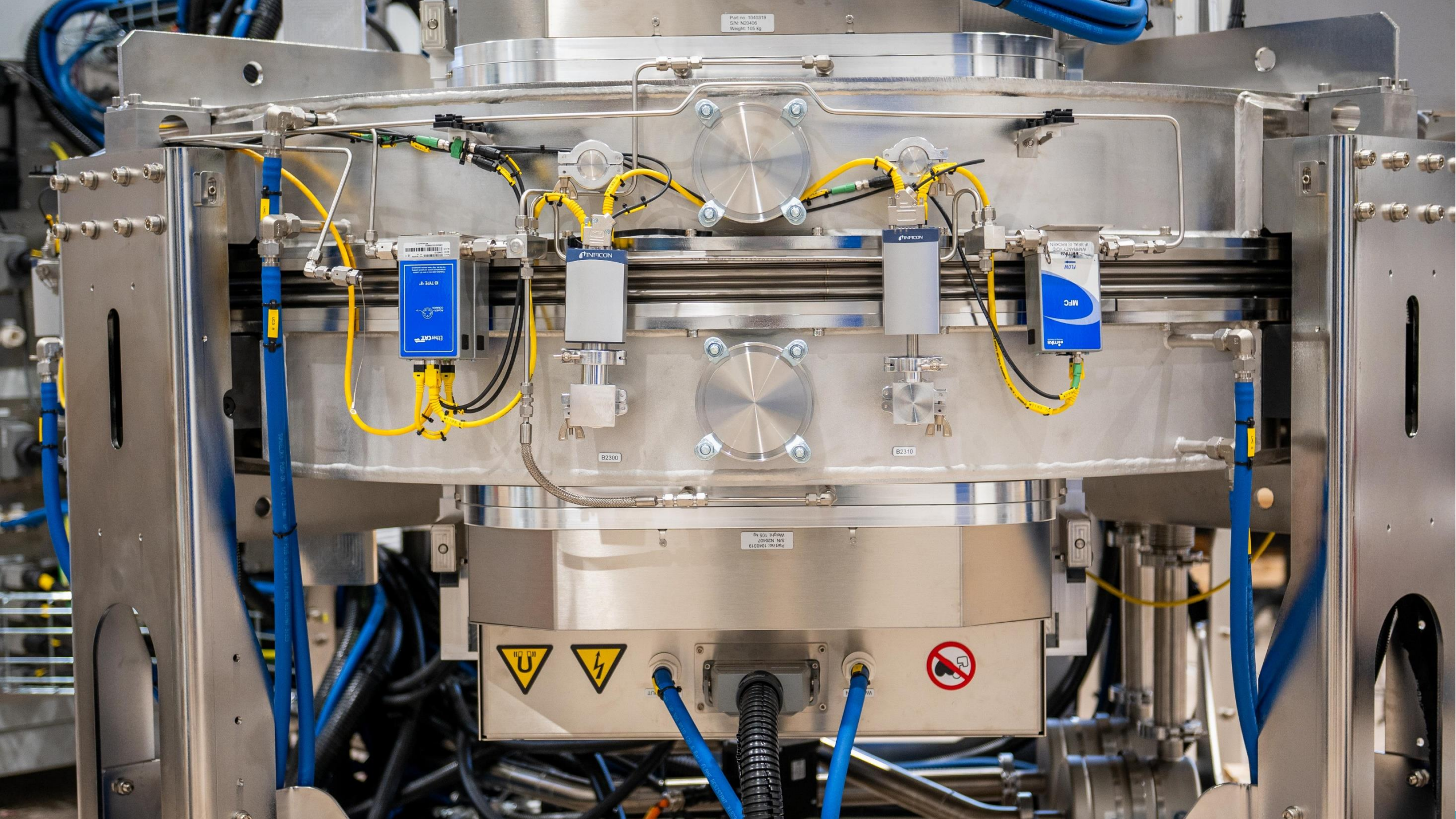
ABUS 3,2t
HYWEMA


INFICON
INFICON
B2300
B2310
MFC

Coating Services in Sweden and China

- Coating services in Linköping (Sweden) and Shanghai (China) to support local markets
- Sweden focuses on customer samples
- Shanghai focuses on fuel cell series production
- Ready to set up coating service center in US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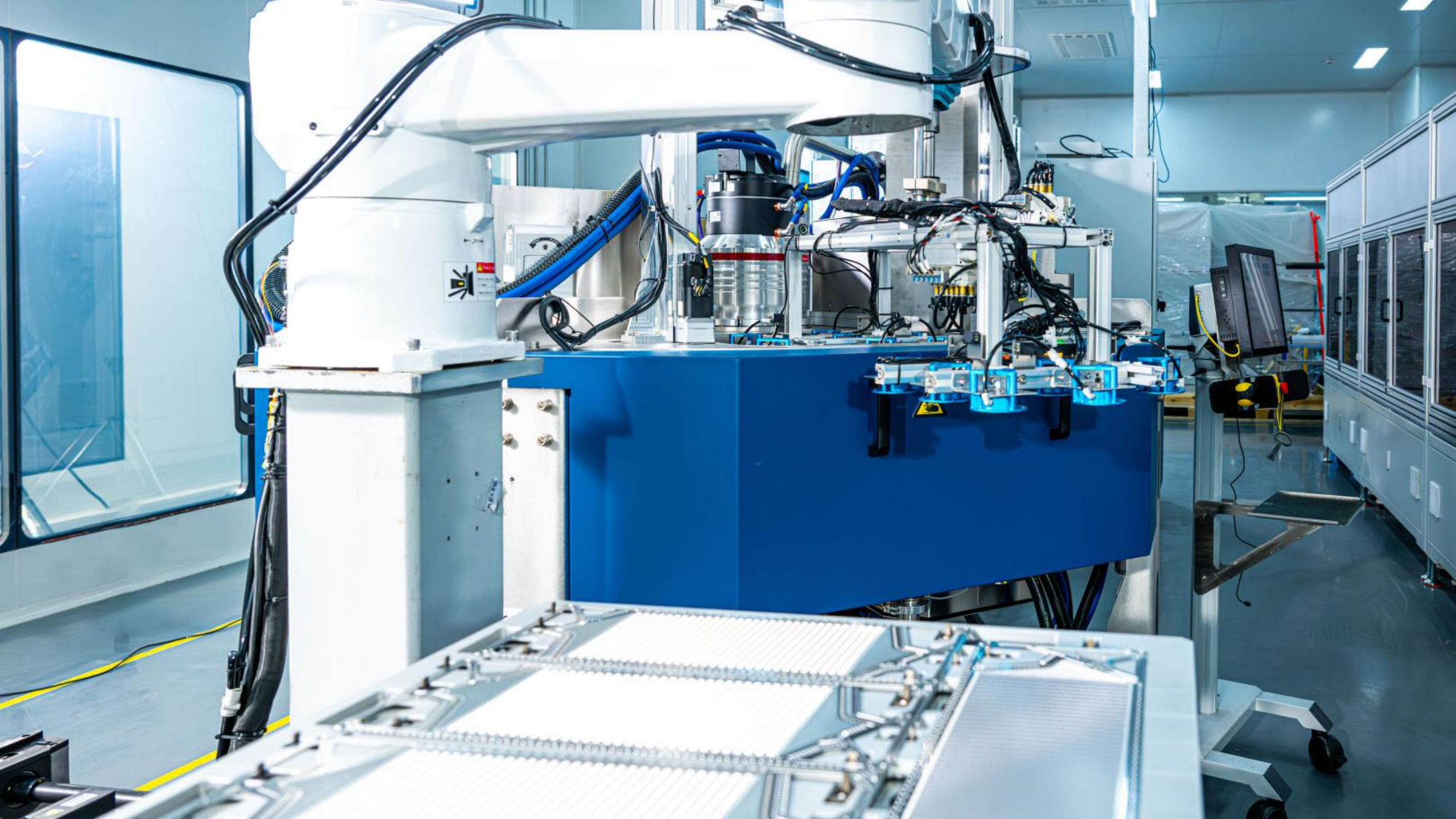
真空镀膜车间
Coating Workshop




警告/WARNING
手不可触
转动部位
DO NOT TOUCH
MOVING PARTS
IMPACT COATINGS
毅洋（上海）真空镀膜技术有限公司
IMPACT COATINGS
毅洋（上海）真空镀膜技术有限公司
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Strategy

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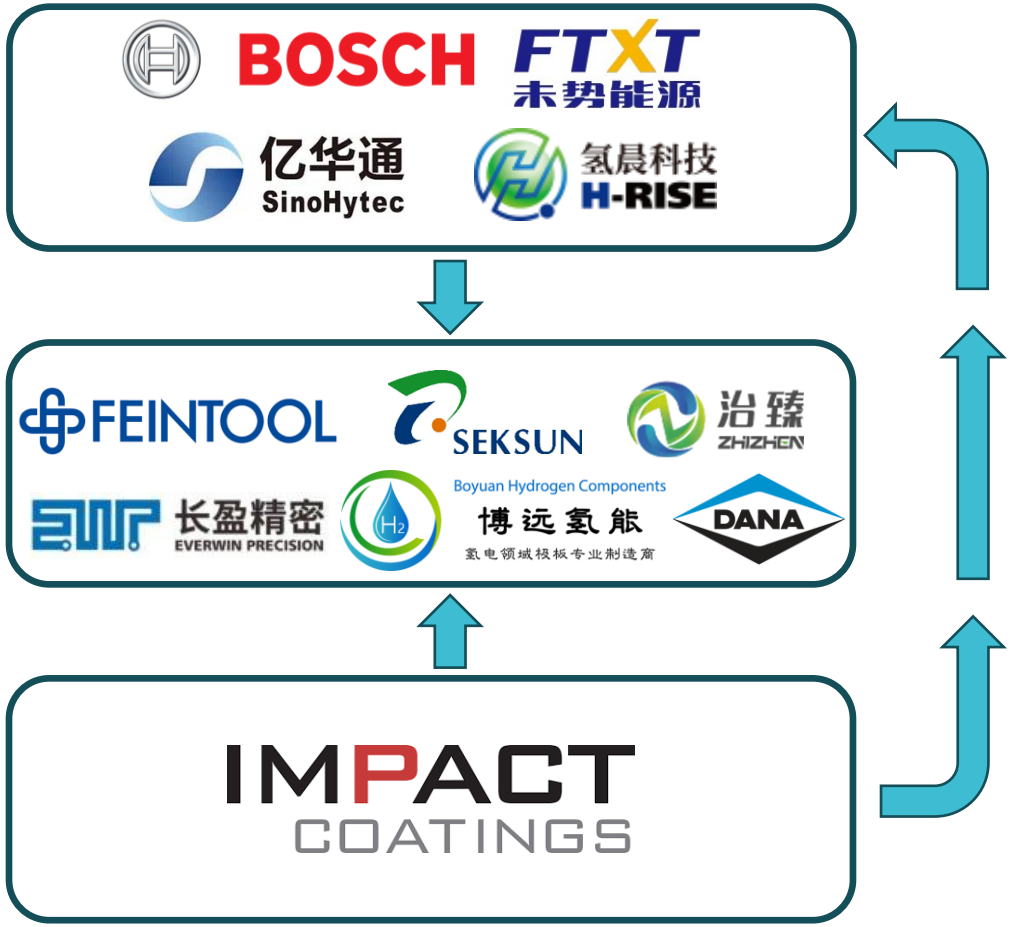
The Push-Pull Strategy



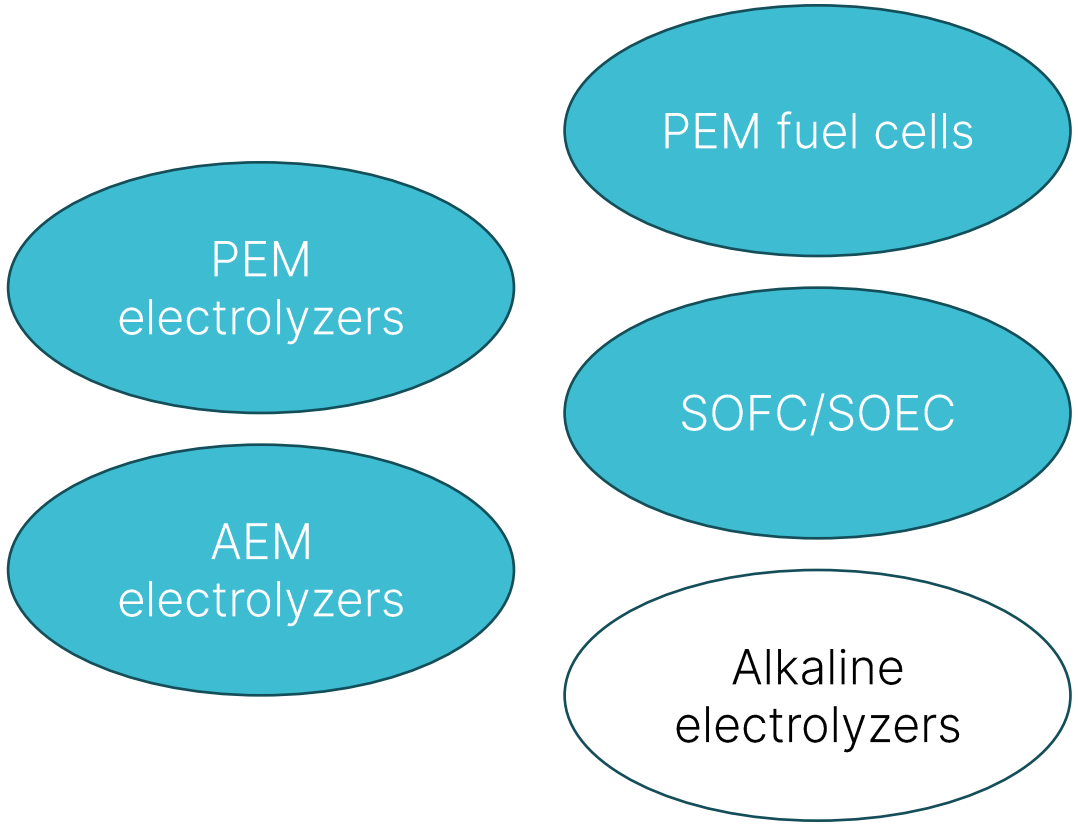
- The Push-Pull strategy is one of the strongest to drive sales and maintain premium pricing
- But for the strategy to work it requires that you are relevant higher up in the value chain
- CMP, Premium FC and other advanced fuel cell coatings, are qualified by the customer's customer
- SOFC/SOEC coatings are advanced coatings relevant to the complete value chain
- Iridium consumption is relevant for the customer's customer

Logos are just examples of players in the Chinese fuel cell ecosystem

Push and Pull with One of the Big Players - FTXT a Subsidiary to Great Wall Motors

We Strive to Become Market Leader in the Hydrogen Coatings Market

- Electrolyzers and Fuel Cells
- Must be relevant to the end-user
- Technologies that makes us relevant
  - Advanced multi-layer fuel cell coatings
  - Advanced SOFC/SOEC coatings
  - Iridium oxide based catalytic coatings



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Technology to Meet the Strategy

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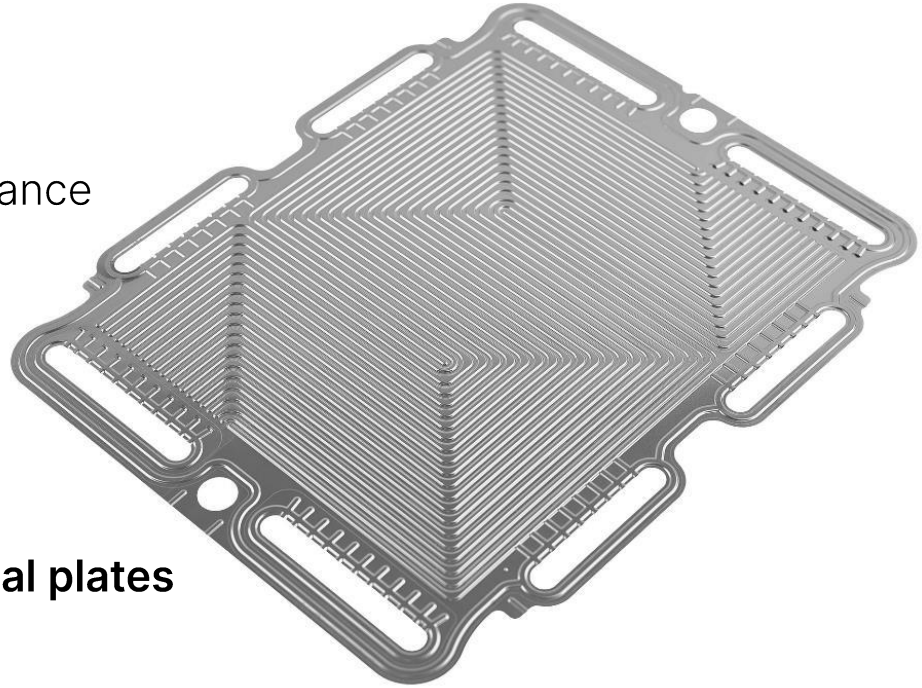
Ceramic MAXPHASE™

For mid-end PEM fuel cell applications

- Good corrosion resistance
- Low interfacial contact resistance
- Competitive cost
- >10 000 hours durability



PEMFC mono- and bipolar metal plates

Substrate: Stainless steel 316L

Thickness: Up to 0.2 µm

Premium FC Coating

For heavy duty PEM fuel cell applications

- Extreme corrosion resistance
  Reversal tolerant, 1.6 V for more than 10 hours
- Low interfacial contact resistance
  ~5 mΩcm^2 at 0.6 MPa
- Premium durability

PEMFC mono- and bipolar metal plates

Substrate: Stainless steel 316L

Thickness: Up to 0.2 µm

CONTACT RESISTANCE

BPP's must have low contact resistance to maximize conductivity

DURABILITY

BPP's need to operate in corrosive conditions lasting for the fuel cell lifetime

WEIGHT

BPP's should be lightweight

COST

Low cost

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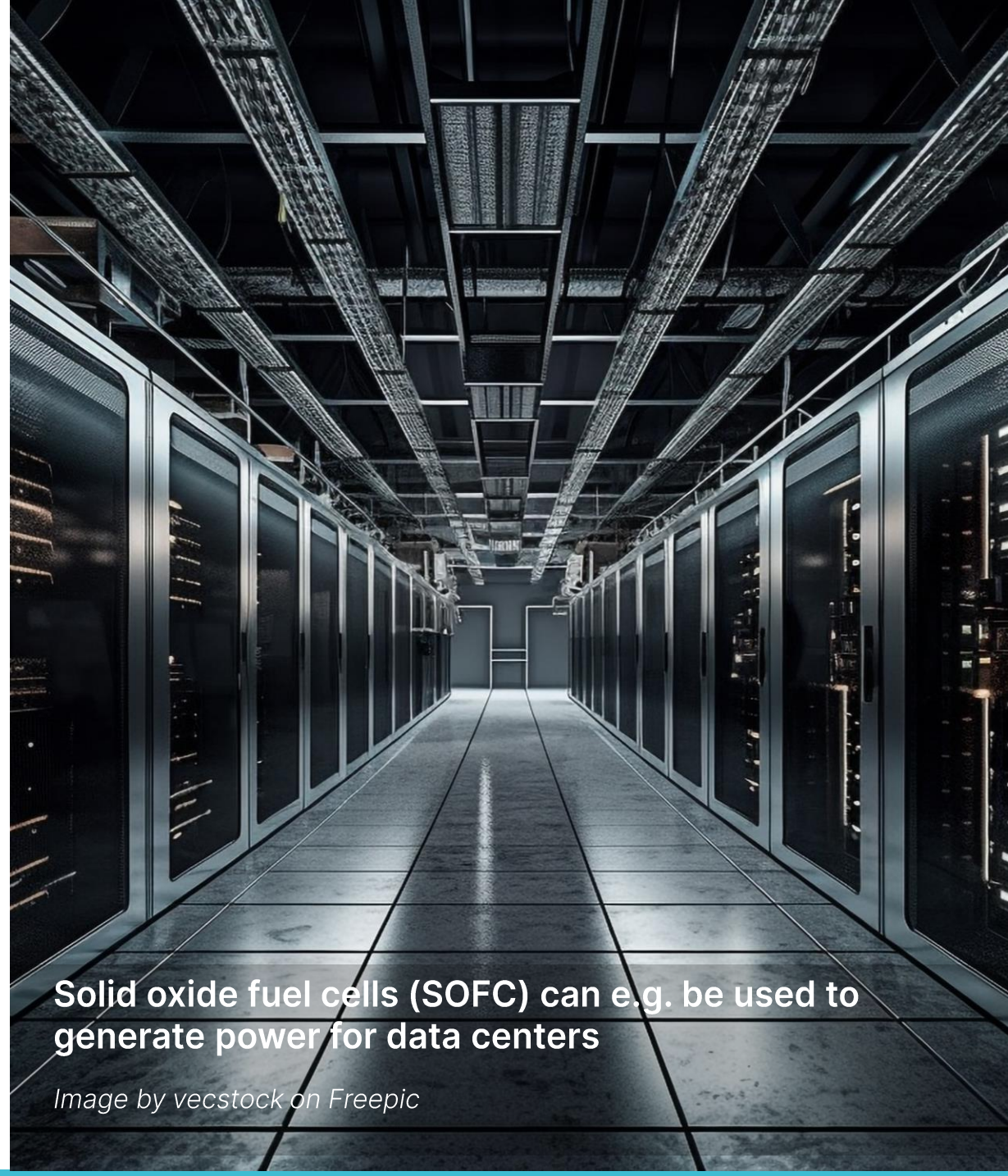
Encouraging Results With Solid Oxide Applications

- Expanding our offering to SOFC (solid oxide fuel cell) and SOEC (solid oxide electrolyzer cell)
- SOFC/SOEC is suitable for stationary applications.
- Test results have proven coating performance
- Extends technology portfolio beyond PEM (proton exchange membrane) applications



Solid oxide fuel cells (SOFC) can e.g. be used to generate power for data centers

Image by vecstock on Freepic

Focused R&D on Iridium Oxide

Background

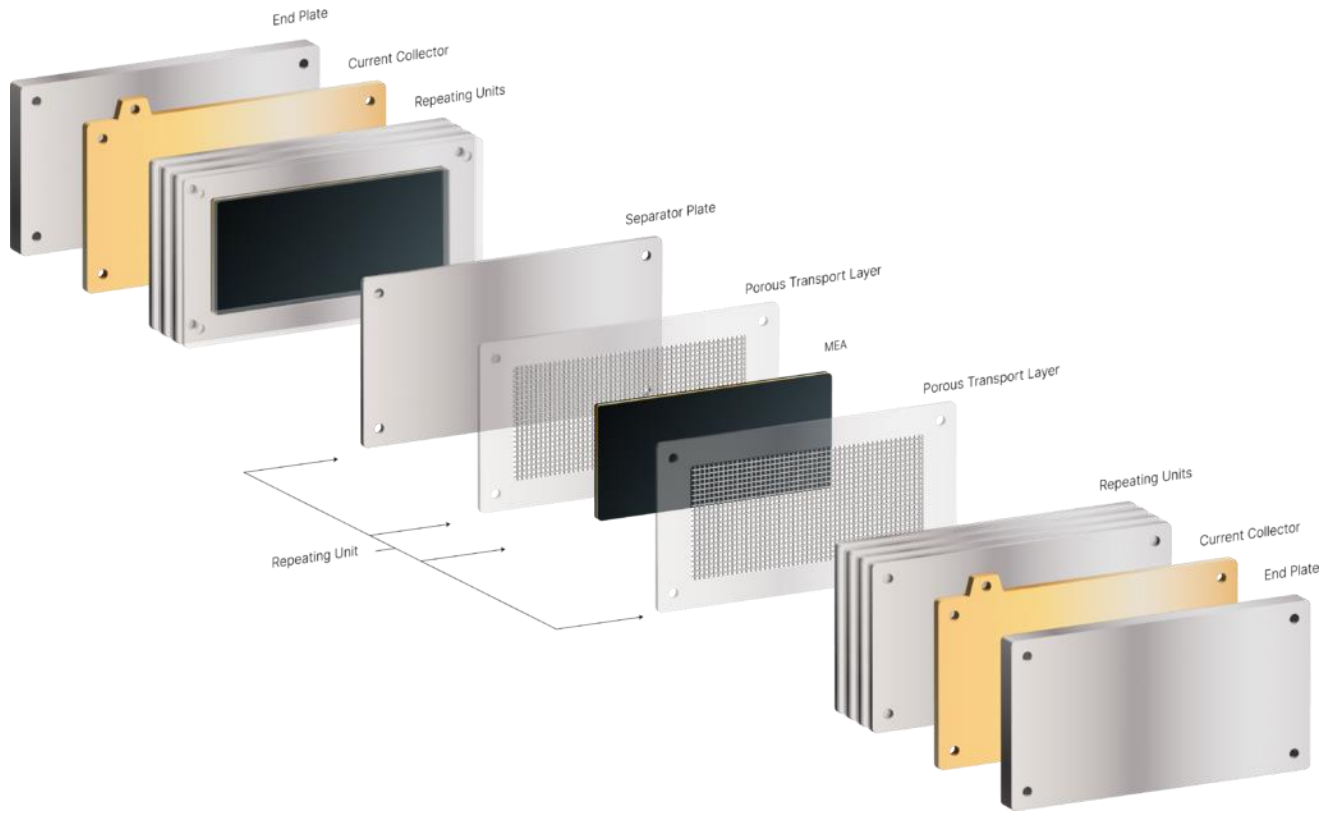
- We are already coating so called PTLs with platinum
- By adding the catalytic iridium oxide layer to our offering, we expand our market

Why is iridium interesting?

- The world production of iridium is only 7000 to 9000 kg per year
- To make a standard 1MW PEM electrolyzer stack you need about 0.5kg of iridium
- Today that iridium cost about 75kUSD
- But what about tomorrow?

Our solution

- Move the iridium from the membrane to the PTL
- Reduce the consumption by a factor of 10



PEM electrolyzer stack

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Summary

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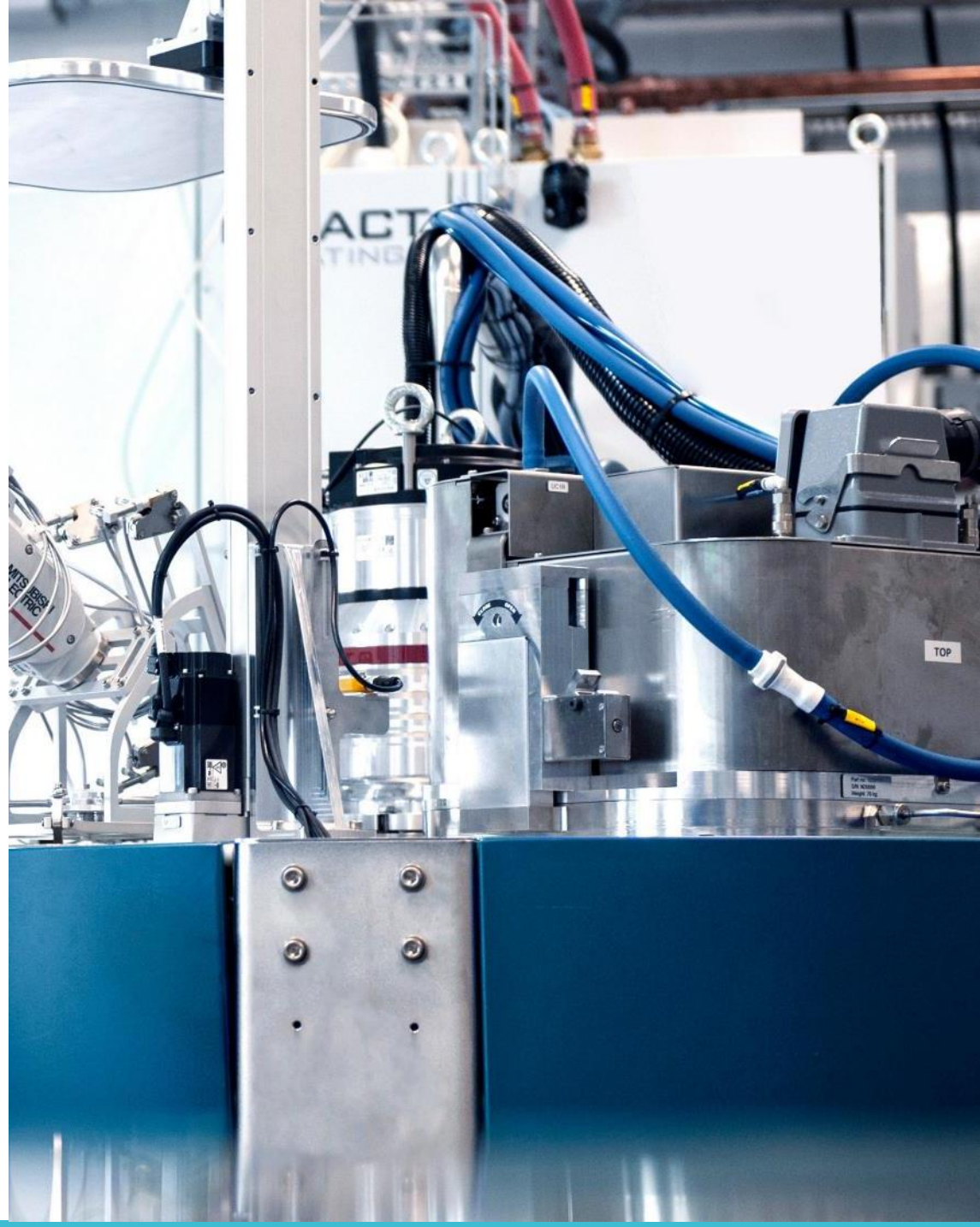
Summary

- Our products and services are easy to buy
- We address key challenges in the hydrogen market
- Good company-market fit
- Technology leadership in advanced coatings



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