



Quarterly result presentation
Q2 2025



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Due to rounding, numbers presented throughout this document may not add exactly to the totals provided and percentages may not exactly reflect the absolute figures.

Agenda and today's presenters

	Overview
	Business results
	Financials
	Outlook
	Q&A







Eric Gosse
CEO



Jan-Pieter Oosterom
CFO

Nynas – a leading producer of niche specialty chemical products

Linked to electrification and essential infrastructure

	Naphthenic Specialty Products 				Bitumen 	
Segments & products						
	Lubricant industry Lubricant oils	Electrical industry Transformer oils	Chemical industry Process oils	Tyre industry Tyre oils	Infrastructure binders	Industrial applications
Key uses	Component used in: <ul style="list-style-type: none"> • Metal-working cutting fluids • Hydraulic oils • Greases • Industrial lubricants 	Electrical applications: <ul style="list-style-type: none"> • Insulation • Cooling of power and distribution transformers 	Chemical manufacturing: <ul style="list-style-type: none"> • Adhesives • Battery separators • Thermoplastic industries 	Plasticisers in rubber compounds for: <ul style="list-style-type: none"> • Tyre manufacturing • Industrial rubbers 	Asphalt construction and maintenance of <ul style="list-style-type: none"> • Motorways • Airport runways • Bridges 	Water-proofing roofing felt and other construction applications
Key customers	           				     	
Dynamics	European market leader, producing high performance niche products to a wide range of mostly longstanding customers. A cost+ business model (i.e., floating notation plus markup) yielding stable margins.				Seasonal business of essential infrastructure in “short” markets with an advantaged position.	
% of gross contribution	22%	22%	14%	9%	33%	

Source: financials figures for FY 2024

Q2 2025 – Highlights

- ▶ NSP volumes up 4% YoY driven by growth outside of the core European market.
- ▶ Bitumen volumes up by 9% as Nynas regains previously lost market share in the Nordics.
- ▶ Adjusted EBITDA up by 7% driven by volume growth and strong NSP margins (+28% in Constant Currency*).
- ▶ Net debt structurally reduced following bond issuance and debt conversion.

MSEK	Q2 2025	Q2 2024		
NSP Sales (kt)	112	108	↑	+4%
Bitumen Sales (kt)	440	405	↑	+9%
Adjusted EBITDA	426	398	↑	+7%
Operating Cashflow	347	(461)	↑	
Net Debt	4,011	6,519	↓	-38%
LTM Leverage Ratio	3.3x	4.9x	↓	-33%

* = Constant Currency implies using the same USD-SEK rate on margins as the previous quarter on the basis that margins are (primarily) set in USD terms

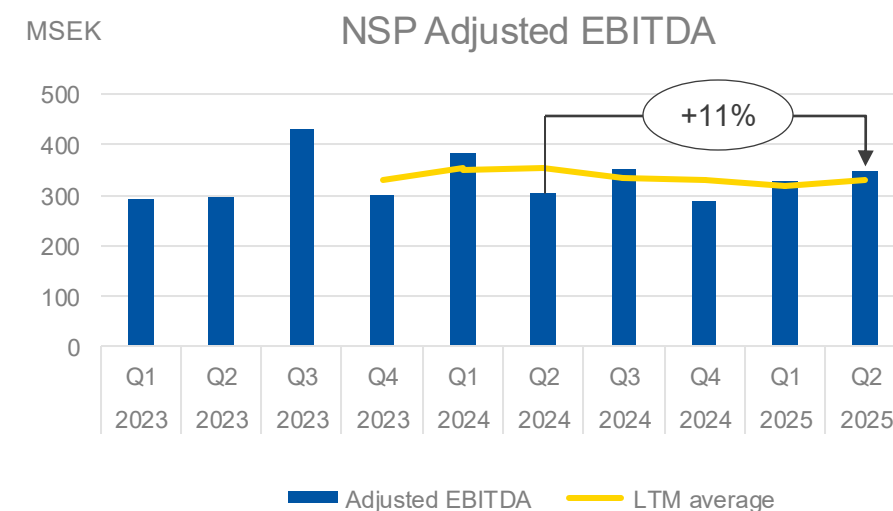
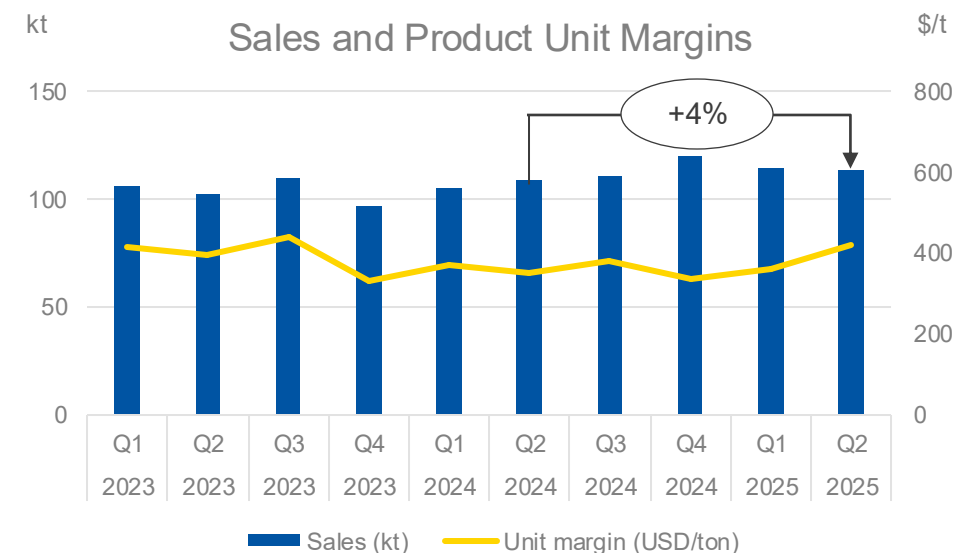
Business Results



Segment results – Naphthenic Specialty Products

Gradual volume growth with strong margins

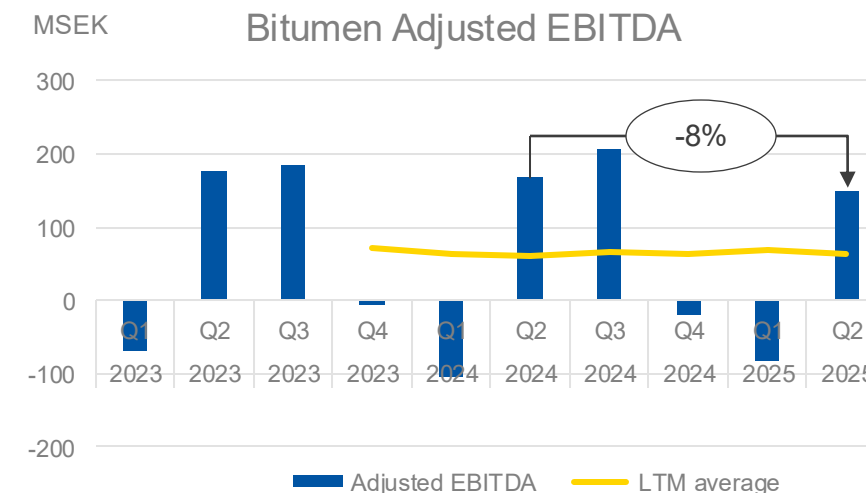
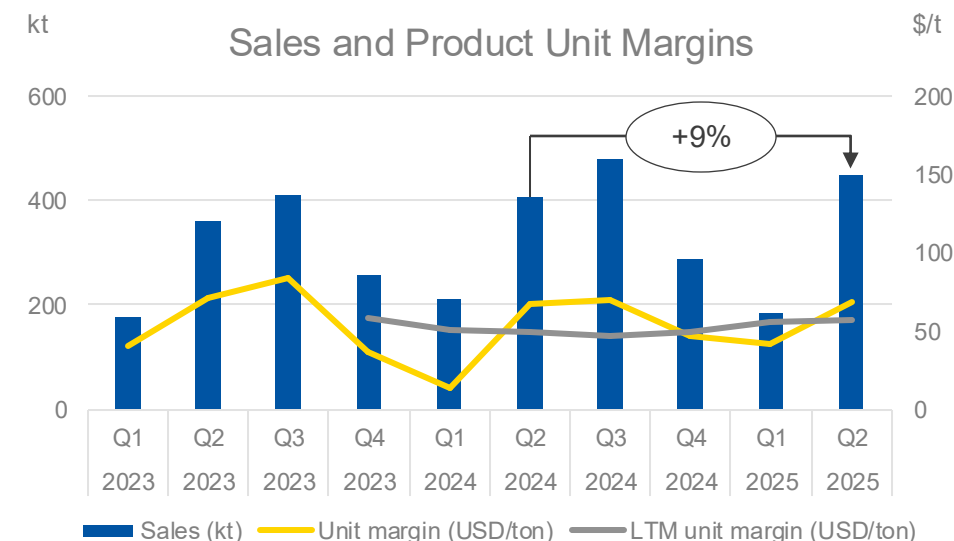
- ▶ Gradually growing volumes (5% CAGR since 2023) as previous constraints on production are removed due to completion of Q4-23 turnaround and improved reliability.
- ▶ Y on Y trading update:
 - Sales volumes +4% vs Q2 2024 with growth primarily outside of core European market and core market stable.
 - Product unit margins +22% vs Q2 2024, helped by strong realised prices capturing benefits from changing macro conditions.
 - Adjusted EBITDA MSEK +32 (+11%) vs Q2 2024 driven by extra sales volume, improved product unit margins, partially offset by weak USD (Adj. EBITDA +27% in Constant Currency).



Segment results – Bitumen

Returning customers driving sales growth

- ▶ Predictable (seasonal) sales pattern driven by Nordic road construction calendar and with ~65% of volumes typically contractually locked in for the year.
- ▶ Advantaged supply position in short markets underpins solid margins and growing volumes (11% CAGR since 2023) as customers that left Nynas in 2021/22 gradually return.
- ▶ Y on Y trading update:
 - Sales volumes +9% vs Q2 2024 with growth primarily in Nordics from returning customers
 - Product unit margins +4% vs Q2 2024, driven by weakening of USD, improved sales mix, partially offset by higher COGS.
 - Adjusted EBITDA MSEK -13 (-8%) vs Q2 2024, primarily driven by weakening USD (Adj. EBITDA +12% in Constant Currency).



Note: total Bitumen sales volumes include sales of non-upgraded side streams sold back to product traders as Gasoil/VGO with COGS level set at a level to target zero margin.

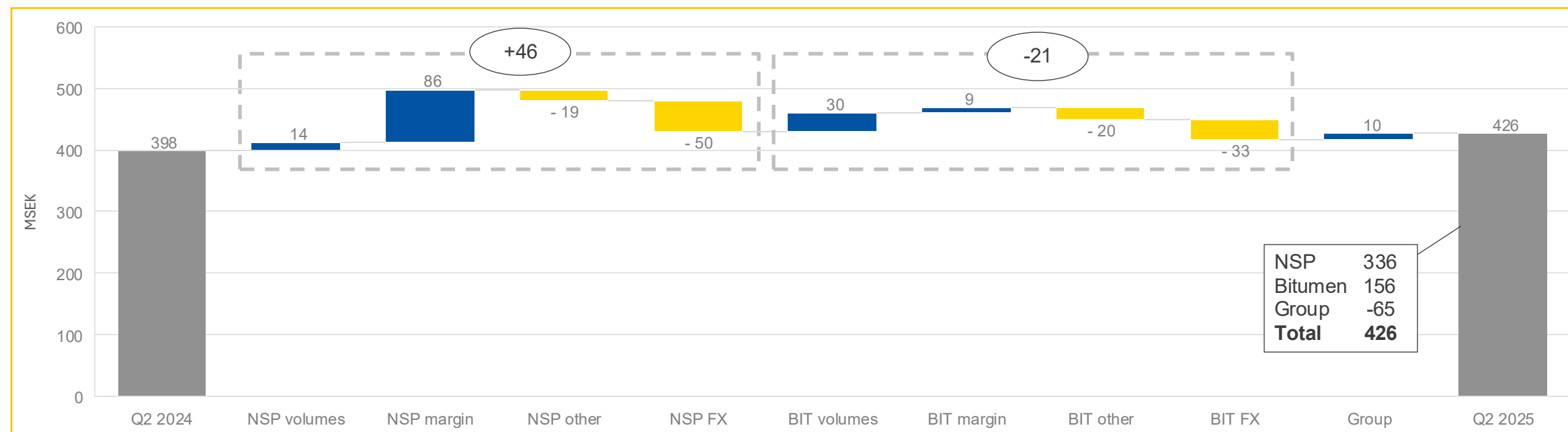
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Financials



Adjusted EBITDA (YoY)

Stronger fundamentals partially offset by strengthening SEK



Note: steps other than FX shown in constant currency

- ▶ Adjusted EBITDA up 7% vs Q2 2024 (+28% in Constant Currency).
- ▶ NSP: 4% volume growth and 22% unit margin growth partially offset by inventory drawdown effects and phasing items.
- ▶ Bitumen: 9% volume growth and 4% unit margin growth partially offset by inventory drawdown effects and accrual phasing.
- ▶ FX impact (MSEK 83) driven by strengthening of the SEK versus USD.

Cash flow

Solid cash position on the back of working capital movements and bond proceeds

- ▶ Working capital
 - Working capital lower through cargo timing and improved payment terms.
- ▶ Comparability adjustments*
 - Adverse FX related impacts on Price Timing and AP/AR of 160 MSEK due to exceptional FX movements impacting cash.
- ▶ CapEx
 - CapEx on track for MSEK 325-375 spend in 2025, of which ~33% discretionary.
- ▶ Harburg
 - Reduced Harburg related running cost (MSEK 89 in Q2 2025 vs 134 in Q2 2024) as staff levels reduce and clean-up wraps up.
- ▶ Bond issuance
 - Bond issuance yielded a net cash injection of MEUR 37, earmarked ultimately for Harburg that Nynas AB can use as general liquidity until drawn down.
- ▶ Interest
 - Paid interest up by Q2 YoY driven by interest previously PIKed.

MSEK	Q2 2025	Q2 2024	FY2024
Cash at start of period	559	734	1,230
Adjusted EBITDA	426	398	1,333
Changes in working capital (excl. Harburg)	159	(626)	721
Tax paid (excl. Harburg)	(7)	(4)	(21)
Price timing *	(129)	(33)	(125)
Inventory monetarization *	4	57	30
FX on AP/AR *	(31)	(37)	(12)
Lease Payments	(71)	(78)	(278)
Non-recurring	2	(22)	(116)
Other	(7)	(116)	(170)
Operating Cashflow	347	(461)	1,363
Capital expenditure	(78)	(53)	(348)
Paid interest	(263)	(51)	(154)
Financing items	(77)	-	-
Net borrowings / (repayments)	834	620	(224)
Harburg free cash flow (excl internal borrowings)	(89)	(134)	(617)
Net cash flow for the period	673	(79)	20
Exchange differences	(3)	(9)	5
Cash at end of period	1,229	646	1,255

* = Adjustments per standard methodology to separate impact from items that should over time revert to zero. See definitions.

Debt structure

Net debt significantly reduced post bond issuance

▶ Senior debt

- Following the June 2025 bond issuance, previous senior debt was partially repaid and the remainder (MSEK 1,994) moved into Subordinated Perpetual Notes, classified as Equity per IFRS (PIK interest, perpetual).

▶ Accounts Receivable Facility

- 2-year facility with Goldman Sachs signed, providing lower cost and increased access to liquidity.
- AR facility is Nynas' primary tool to manage liquidity.

▶ Covid support deferral

- Nynas is scheduled to repay ~MSEK 150 / year to the Swedish tax authorities per the terms of the regulation.

▶ Covenants

- Leverage ratio is structurally lower post bond issuance and remains subject to the seasonality of the bitumen business (leverage peaks in Q1 / Q2).
- Nynas is well within its bond covenants (leverage ratio 4.75x, minimum liquidity of MUSD 30).

MSEK	Maturity	Q2 2024	Q4 2024	Q2 2025
Senior debt		5,060	4,760	-
\$380m Senior Secured Notes	June 2028	-	-	3,614
Accounts Receivable Facility	Sept 2027	932	236	670
Covid Support Deferral	Sept 2027	586	517	401
Lease Liabilities		586	577	556
Cash		(646)	(1,255)	(1,229)
Net Debt *		6,519	4,835	4,011

MSEK	Q2 2024	Q4 2024	Q2 2025
Net debt *	6,519	4,835	4,011
LTM Adjusted EBITDA *	1,390	1,333	1,324
LTM Leverage Ratio **	4.9x	3.6x	3.3x
Available Liquidity *	646	1,255	1,229
SEK/USD	10.60	11.02	9.50

* = as per bond covenant definition

** = as per bond covenant definition, this is calculated with USD based EBITDA and Net Debt numbers

Working capital

Gradual improvement driven mainly by improvement of credit terms with counterparties

► Inventories

- Inventories down Q2 2025 vs Q2 2024 by MSEK 675 (-27%), primarily due to cargo delivery timing (early July vs late June) but also helped by reduced oil notations, weakening USD/SEK, and more disciplined stock levels.

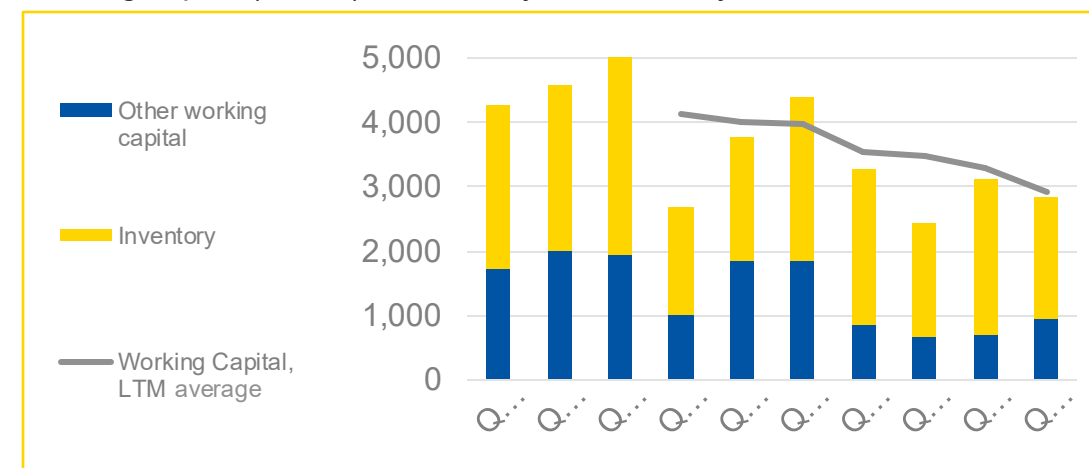
► Payables / receivables

- Net AP/AR balance has improved YoY by MSEK 290 (-18%), driven primarily by further improvement of payment terms, including reduced collateral requirement and longer payment days.

► Total working capital

- Net working capital has reduced by MSEK 1 750 (38%) vs Q2 2023, driven by reduced inventories, improved payment terms.
- Further improvement expected, though payables balances remain lumpy as individual purchased cargoes amount to MSEK 400+ each.

Working capital (MSEK): reduced by 38% over 2 years



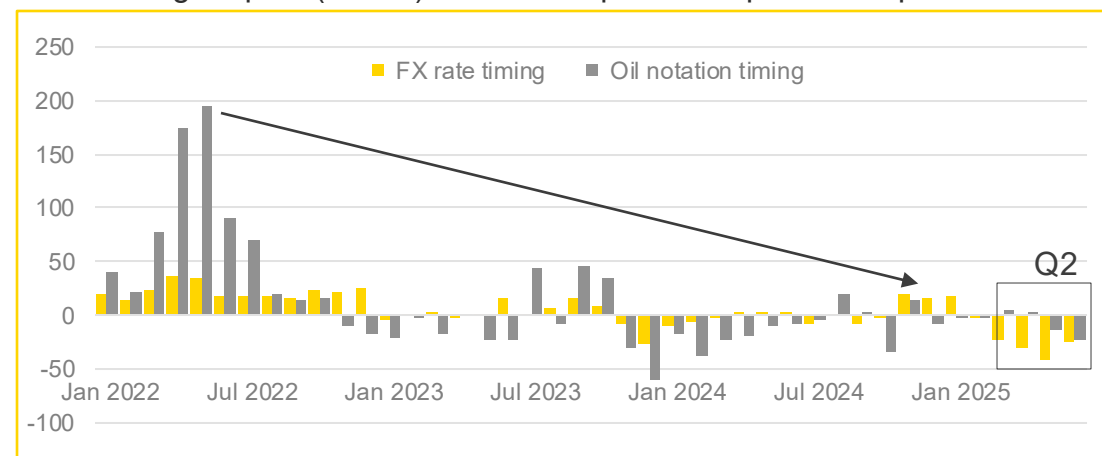
FX and oil price volatility

Commodity price exposure limited but unusual FX movements impacted Q2 results

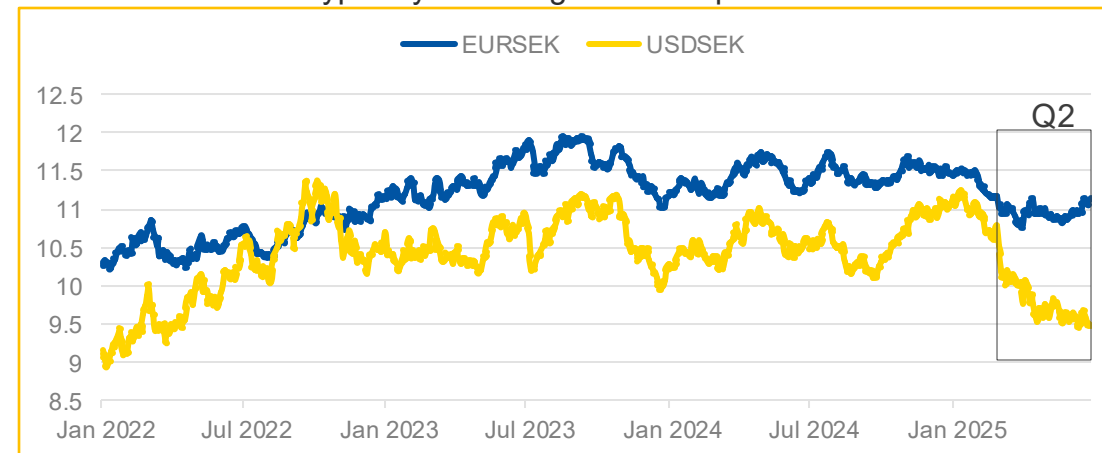
- ▶ Oil price exposure is managed through limiting own inventory and aligning customer and supply contract pricing periods.
- ▶ Net oil price exposure has decreased by 95% since 2022.
- ▶ Impact from sudden 20% oil price drop in Q2 post US tariffs announcement was MSEK 37 in cash (vs MSEK 700+ in 2022).
- ▶ However, as Nynas AB reports in SEK, the sudden weakening of the USD resulted in a MSEK 99 impact on inventory earnings and a further MSEK 31 on AP/AR.
- ▶ Normally, this is offset by a corresponding gain on debt, but in Q2, EUR unusually moved in the opposite direction and Nynas carried EUR debt.
- ▶ Going forward USD debt and interest payments due to the bond issue will create a (partial) natural offset to USD-SEK movements.

* = Price Timing impact is calculated by comparing the oil price notation and SEK/USD rate at the moment of purchase for each feedstock cargo with the oil price notation and FX rate used for invoicing to customers and therefore reflects the movement in commodity and FX rates over the period.

Price timing* impact (MSEK): reduced impact as exposure drops



USD / EUR vs SEK: typically move together except in Q2 2025

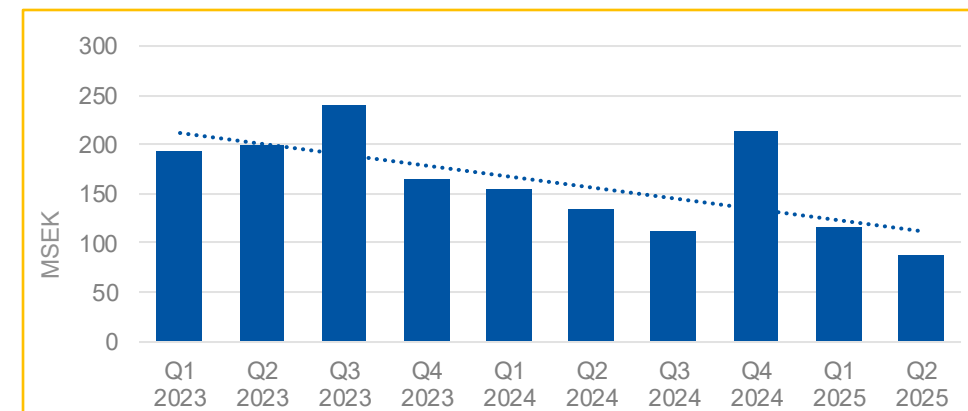


Harburg

Ringfenced and seperated for bond purposes

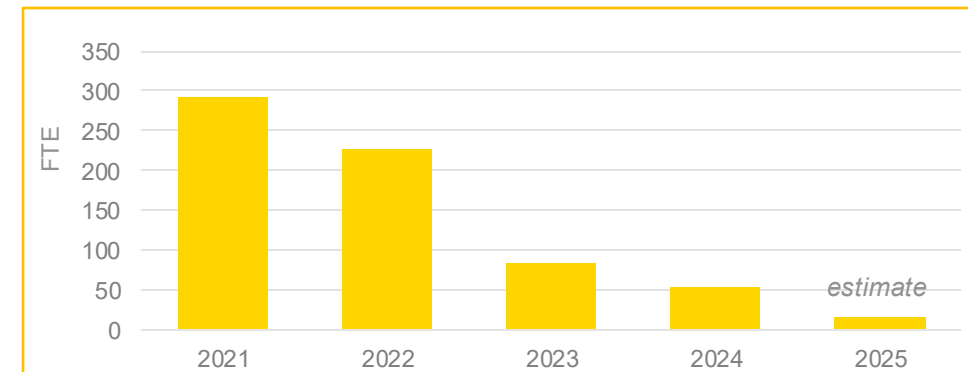
- ▶ Nynas decided to discontinue its production at Harburg in 2022, and a divestment process is underway.
- ▶ The site is currently in a clean and safe status with removal of hydrocarbon products completed, with the sale of removable assets and demolition of redundant infrastructure ongoing.
- ▶ Running cost has been substantially reduced as staff levels have decreased by 83%.
- ▶ As part of bond terms, MEUR 37 (MSEK 413) is ringfenced to fund Harburg operating cost.
- ▶ All proceeds from any future sale of the Nynas Harburg assets will be used towards repaying the Subordinated Perpetual Notes providers after ensuring Harburg related obligations are funded.

Harburg Cash Flow (MSEK): reduced by 54% since Q1 2023



* = includes Cash flow from operating activities, Changes in working capital, Cash flow from investing activities, Amortisations of provisions

Headcount (FTE year-end): step down to core staff for divestment



Outlook

Fundamentals expected to continue to gradually improve

▶ EBITDA

- NSP product unit margins and volumes to exceed 2024.
- Bitumen product unit margins marginally up in USD terms with volumes outperforming 2024.

▶ CapEx

- Outlook for 2025 of MSEK 325-375, of which roughly 33% discretionary.

▶ Working Capital

- Continued improvement in payment terms versus 2024 but not straight line due to large cargo sizes.

▶ Other

- Strong SEK vs USD continues to adversely impact comparability versus 2024 though USD bond reduces earnings impact.



Q&A



Reference slides



Definitions (1/2)

- ▶ **Adjusted EBITDA** is defined as operating result before depreciation, excluding impairments and other items that impacts the comparability between years. To assist in understanding Nynas Group's operations, we believe that it is useful to consider certain measures and ratios exclusive of non-recurring items that have a significant impact and are important for understanding the operating performance when comparing results between periods. The definition of Adjusted EBITDA and its application used in this presentation aligns with the term sheet of the bond. Adjustments include:
 - **Non-recurring items** are one-off transactions and other costs not directly linked to the day-to-day business.
 - **Inventory Monetisation adjustments** refers to financing flows and market effects related to the Inventory Monetisation facility that should over time even out to zero but can have a periodic impact on the reported financial figures.
 - **Price timing effects** are adjustments due to movement in oil prices during the period inventory is unhedged on the company's balance sheet. It is calculated by comparing the oil price notation and SEK/USD rate at the moment of purchase for each feedstock cargo with the oil price notation and FX rate used for invoicing to customers and therefore reflects the movement in commodity and FX rates over the period.
 - **FX effects on A/R and A/P** is the effect between FX rate used at the time an invoice was recorded and FX rate used at time of payment and/or FX rate at close of accounting period.
 - **Accounting remeasurements** are impacts where the accounting method differs between the business operational reporting and the Group accounting policies.
 - **Actuarial Gain/Loss on pension liability** reflects any gains/loss from revaluation without any cash implications.
- ▶ **Available Liquidity** means cash and cash equivalents plus any undrawn commitments under a potential future Super Senior WCF (currently not present). This aligns with the terms of the bond.
- ▶ **Constant Currency** is calculated by adjusting the Product Margin in USD to SEK by using the USD-SEK rate of the corresponding quarter in the prior year.
- ▶ **Harburg** includes the results from the subsidiaries holding the to be divested assets, which include Nynas Germany AB and its two subsidiaries, Nynas GmbH&Co KG, Germany, and Nynas Verwaltungs GmbH, as well as limited consultancy costs at Nynas AB tagged to the divestment project.

Definitions (2/2)

- ▶ **LTM Leverage Ratio** is calculated in line with the terms of the bond by dividing the following two items:
 - Net Debt in SEK end of reporting period converted to USD by using end rate at end of reporting period.
 - Last twelve months of monthly Adjusted EBITDA in SEK converted to USD by using monthly average exchange rates.
- ▶ **Net debt** is defined as long-term interest-bearing liabilities and current interest-bearing liabilities reduced by cash and bank deposits and pension liabilities. This aligns with the terms of the bond.
- ▶ **Operating Cash Flow** is defined as Cash Flow from Operating Activities including paid Lease liabilities and paid provisions but excluding paid interest for the year. This measurement is excluding cash flow impacts from its exiting subsidiary in Germany.
- ▶ **Product Margin (PM)** is defined as the revenue minus cost of goods sold minus variable cost, including transportation cost.
- ▶ **Product Unit Margins** are the product margin divided by the Sales Volume.
- ▶ **Sales Volumes** is defined as sales in thousands of tons excluding swap and supply sales. Swap sales are sales where an agreement is made with another NSP or bitumen supplier to supply a Nynas customer in exchange for Nynas supplying an equivalent number of tons to their customer. Supply sales are sales back to the inventory financing facility provider. total Bitumen sales volumes include sales of non-upgraded side streams sold back to product traders as (vacuum) gasoil.
- ▶ **Segments:** Nynas' performance is monitored, analysed and reported under two segments, Naphthenic Specialty Products (NSP) and Bitumen (BIT). Segment results include only those items that are directly attributable to the segment and the relevant portions of items that can be allocated on a reasonable basis to the segments. Certain costs such as the cost of the inventory financing facility, group functions, and cases where the accounting method differs between the segments and Nynas as a whole are reported separately under "Group/eliminations".
- ▶ **Subordinated Perpetual Notes** is an instrument classified as Equity per IFRS (PIK interest, perpetual), which pays out in case net proceeds from the Harburg divestment are able to be upstreamed to Nynas AB.

Advancing the transition to a sustainable society

