



Newsletter

November 2016

Who is Johan Arvidsson?

Tell us shortly about your background!

I started my career, after completing my studies at Chalmers in Gothenburg, at Volvo as a chemical engineer. After that I continued to DuPont, where I worked for 18 years amongst other things as business manager for Performance Polymers in the Nordic region and as CEO for DuPont Sweden. Before joining Nexam Chemical in August as Chief Sales Officer, I worked as CEO at the development company aXichem.

What in Nexam Chemicals business attracted you when joining the company?

I have worked for 20 years in different parts of the polymer industry, and I believe that Nexam Chemical provides an interesting angle within that industry. Reactive additives has a big potential and has not been used very much. I am also very interested in the process of commercializing products originating from development companies.

What experience do you bring that can contribute to Nexam Chemicals commercialization?

Except for my long experience in the polymer industry and the network I bring along, there are two specific areas where I can contribute. I have a long experience within application development. Nexam Chemicals success is dependent on finding applications where our technology will fit and that has large commercial potential for us and the customers. From aXichem I bring

with me the entrepreneurial spirit in a large industrial perspective. Operating on an international market with large global players is a necessity for Nexam Chemical to succeed.



What happens on the market that are especially interesting from a Nexam Chemical perspective?

Nexam Chemical continue working with the focus areas established two years ago. We continuously increase our knowledge within the segments, but also run into new interesting applications where our products can make a difference.

What are Nexam Chemicals challenges to succeed commercially?

The challenge lies within finding a good balance between projects with shorter and longer horizon. Previously Nexam Chemical often found large projects with multinational companies, unfortunately with long time horizon. We should of course continue with that, but need to prioritize projects that are closer to commercialization. For Nexam Chemical, the question is not if we are going to succeed, but how long time it will take.

What is your favorite plastic?

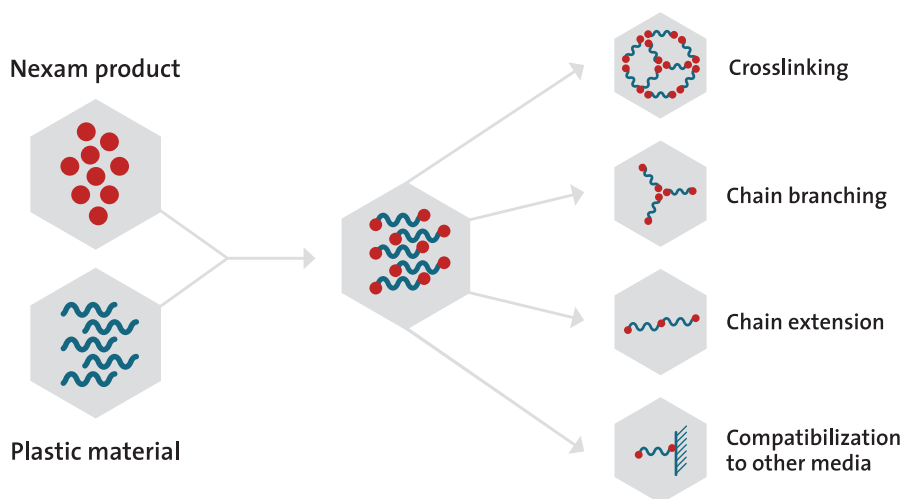
No question about it, it must be Delrin. A plastic invented many years ago by DuPont, but constantly finding new application areas from the simplest and cheapest to real high performance applications.

Connecting molecules – what is that?

Nexam Chemical work with a technology we have chosen to call “connecting molecules”. Simply put you can say that our products enhance properties and performance in many different types of plastics. During the production process, our products can connect plastic molecules in many different ways. With Nexam Chemicals products it is possible to connect molecules in four different ways.

- **Crosslinking.** Among other things used for production of plastics that are exposed to high temperatures and at the same time still need to retain shape and properties. One example is pipes for transportation of hot water.
- **Chain Branching.** It is for example used when manufacturing large infrastructural pipes in polyethylene (1-2 m in diameter) where our product allows the pipe to maintain its shape until it is solidified.
- **Chain extension.** For example used for recycling polyester (plastic chains that have been broken can be re-connected), properties are recovered and value created.
- **Compatibilization.** Can be used to improve the mechanical properties of plastic when it is mixed with high levels of fillers, e.g. glass fiber or flame retardants.

These four connecting techniques makes it possible to create different properties and can be used separately or together. Common for the different methods is that they improve material properties and in many cases lead to reduced manufacturing cost for our customers.



Intense visit at K 2016 in Düsseldorf



Anders and Johan in discussion with a client at K 2016 in Düsseldorf.

Nexam Chemical employees visited Düsseldorf at the world's largest trade fair for the plastic and rubber industry. The company representatives had a hectic schedule meeting customers and potential partners. The trade fair was an excellent opportunity to interact with industry people from all over the world. New and interesting information about customers, market and new materials was obtained. The trade fair had approximately 200 000 visitors and included exhibitors from all over the world featuring their products and machines.

On the trade fair, one of the leading companies within plastic additives presented a new product for flame retardants in polyester. In the presentation the company recommended their customers to use Nexam Chemicals NEXAMITE®-products as an additional additive to achieve enhanced mechanical properties in the polyester. The press conference where their new flame retardant was launched had high attendance.

Open house at Nexam Chemical 15 December 2016 2.00-4.00 PM

Nexam Chemical invites the shareholders and public visitors to an open house on 15 December for Christmas coffee. At the open house you will have the opportunity to talk to the company employees. It will also be possible to make a short visit to our plastic laboratory. The laboratory is used when testing our products functionality

in customer materials but also for producing smaller volumes of masterbatch. Please register your attendance on info@nexamchemical.com.

See you on December 15 at Scheelevägen 19 in Lund!