

The background of the slide is a grayscale photograph of industrial machinery, likely a metalworking machine. It features various components such as rollers, bolts, and structural frames. A coiled white cable is visible in the upper right quadrant. The text is overlaid on this image.

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Q1 - 2021

April 2021

Beijer Alma in brief

Beijer Alma AB is an international, listed industrial group. Its business concept is to acquire, own and develop companies with strong growth potential.

The company's subsidiaries – Lesjöfors, Habia Cable and Beijer Tech – specialize in component manufacturing and industrial trading.



Henrik Perbeck
President and CEO



Erika Ståhl
CFO

Beijer Alma Q1 -21



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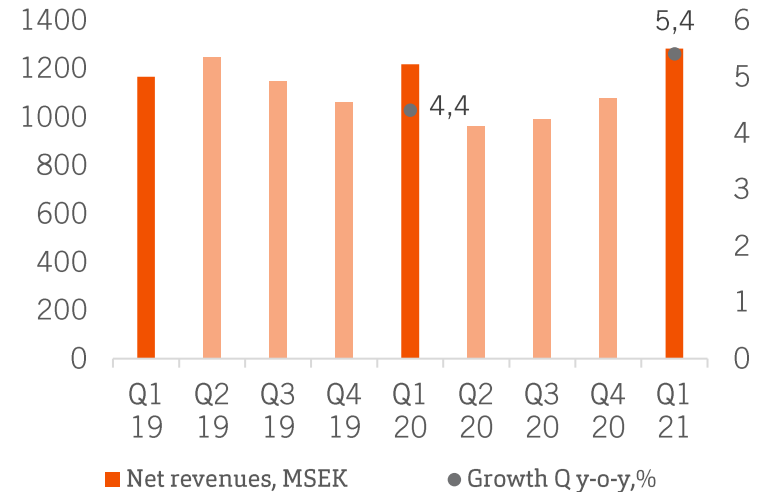
CEO comments

Increased profitable growth thanks to strong recovery and strict cost control

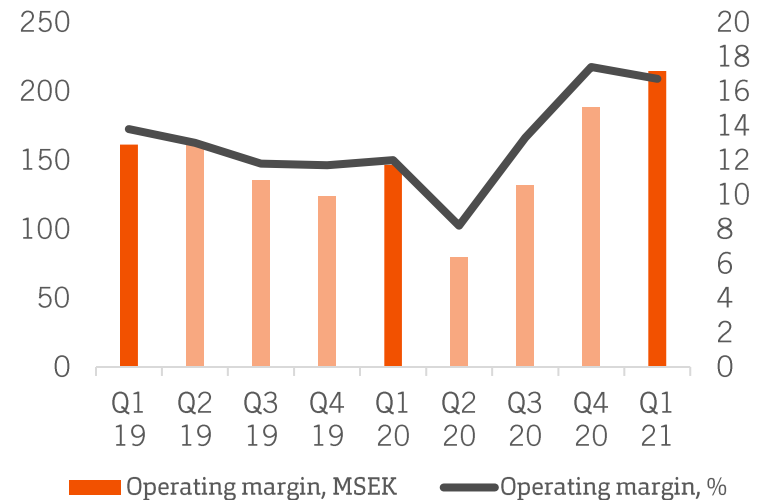
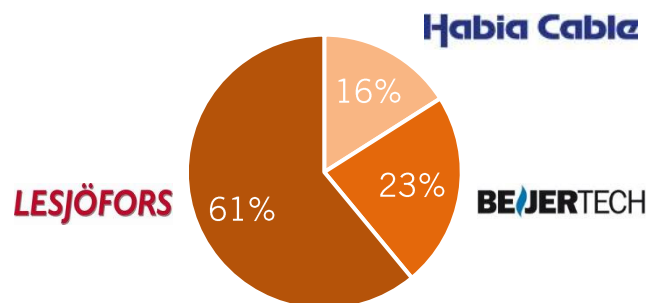
- Favorable demand in most of the Group's customer segments and geographies – order bookings and sales increased both compared with previous quarter and previous year
- Strongest quarterly result in the Group's history
- Lesjöfors increased both its order bookings and sales during the quarter – production was in full swing in order to meet demand
- Order bookings and sales at Habia Cable recovered compared with the preceding quarter, mainly among industrial customers
- Beijer Tech noted a strong demand – both order bookings and sales grew organically

Strong performance in Q1

- Order bookings increased by 12% to MSEK 1,330 Organically +16%
- Net revenues increased by 5% to MSEK 1,283 Organically +8%
- Operating result was MSEK 215 (146) corresponding to an operating margin of 16.7% (12.0)

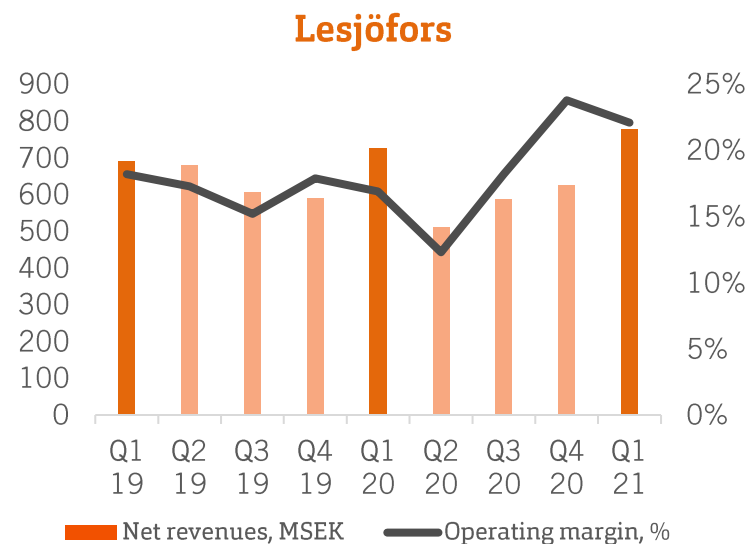


Share of net revenues, Q1 2021

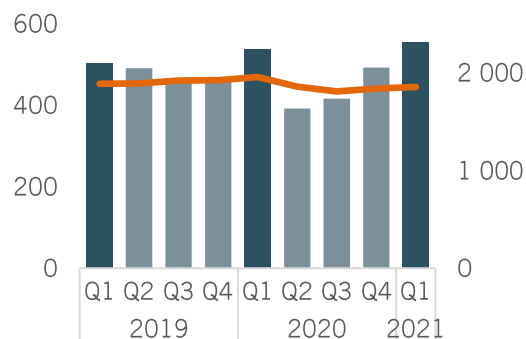


Lesjöfors – Q1 2021

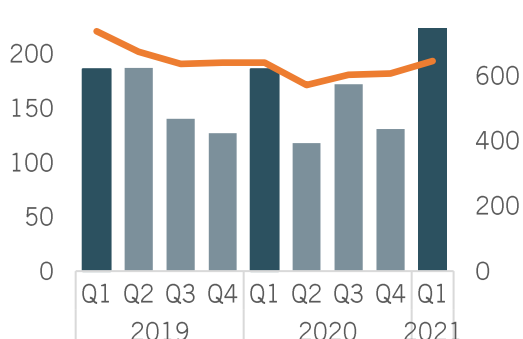
- Order bookings increased by 21% to MSEK 818, organically, adjusted for currency effects +29%
- Net revenues increased by 7% to MSEK 778, organically, adjusted for currency effects +14%
 - Industry increased by 3% to MSEK 554
 - Chassi springs increased by 19% to MSEK 224
- Operating result amounted to MSEK 172 (123)



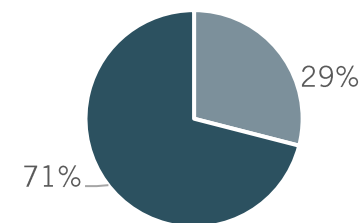
Industry – net revenues, MSEK



Chassi springs – net revenues, MSEK



Share of net revenues, Q1 2021



■ Chassi springs ■ Industry

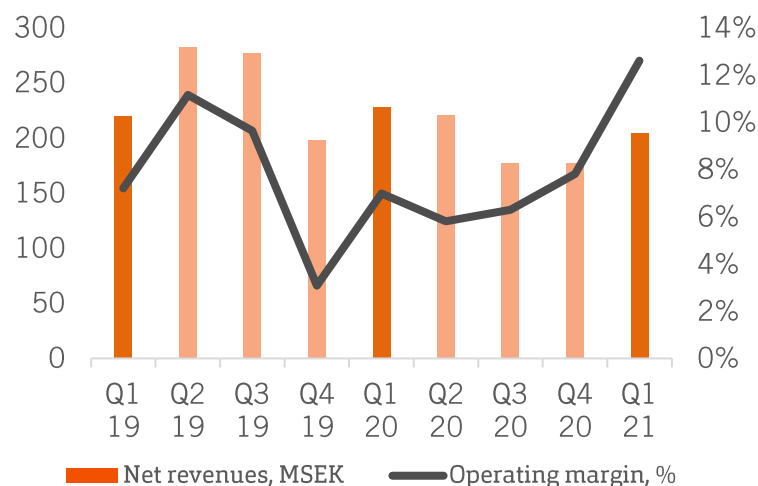
Net revenues, MSEK ■ Quarter — Rolling 12 months

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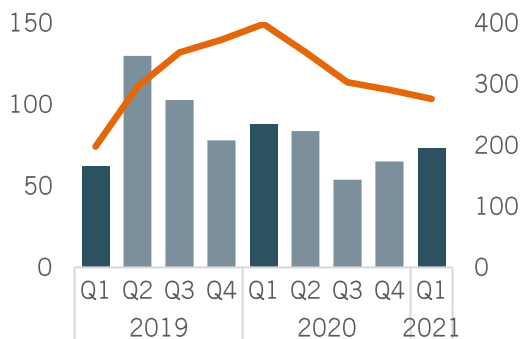
Habia Cable – Q1 2021

- Order bookings declined by 17% to MSEK 198, organically, adjusted for currency effects -11 %
- Net revenues declined by 11% to MSEK 204, organically, adjusted for currency effects -6%
- Habia Cable operating result amounted to MSEK 26 (16)

Habia Cable



Defense, nuclear power and offshore – net revenues, MSEK

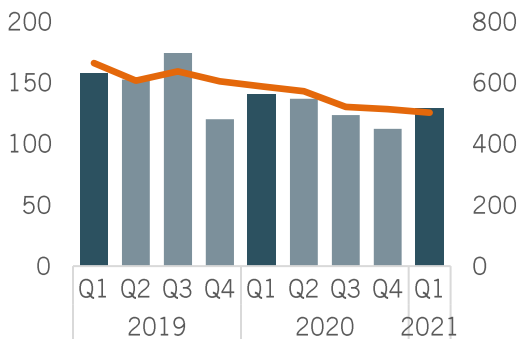


Net revenues, MSEK

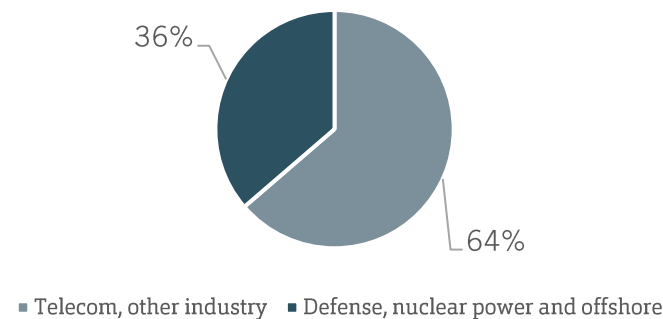
Quarter

Rolling 12 months

Telecom and Other industry – net revenues, MSEK



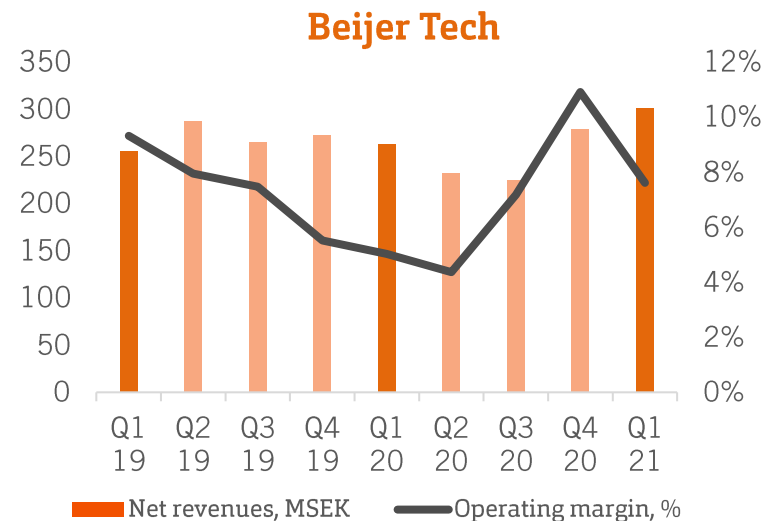
Share of net revenues, Q1 2021



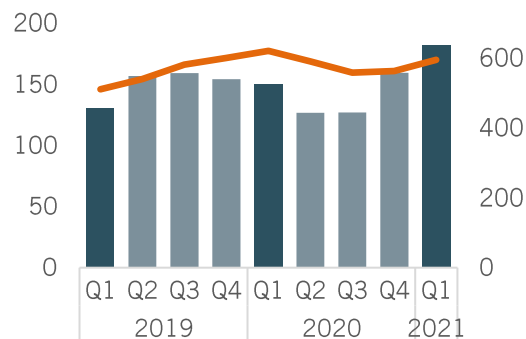
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Beijer Tech – Q1 2021

- Order bookings increased by 16% to MSEK 314, organically +8 %
- Net revenues increased by 15 % to MSEK 301, organically +5 %
 - Industrial products increased by 21 % to MSEK 182
 - Fluid technology increased by 6 % to MSEK 119
- Operating result amounted to MSEK 23 (13)



Industrial products, - net revenues, MSEK

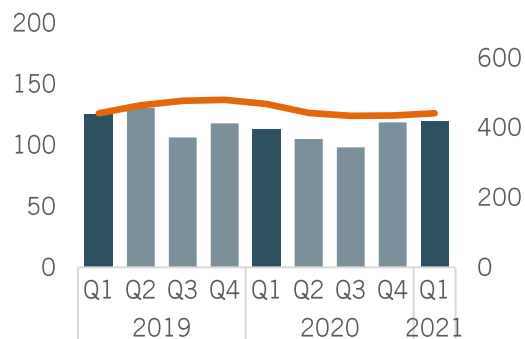


Net revenues, MSEK

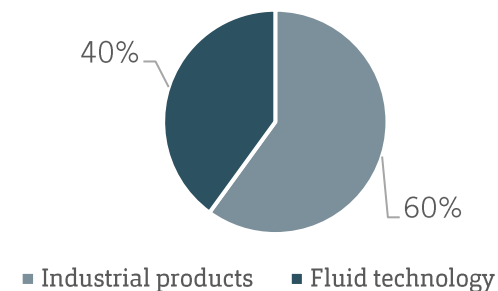
Quarter

Rolling 12 months

Fluid technology - net revenues, MSEK



Share of net revenues, Q1 2021



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Financials

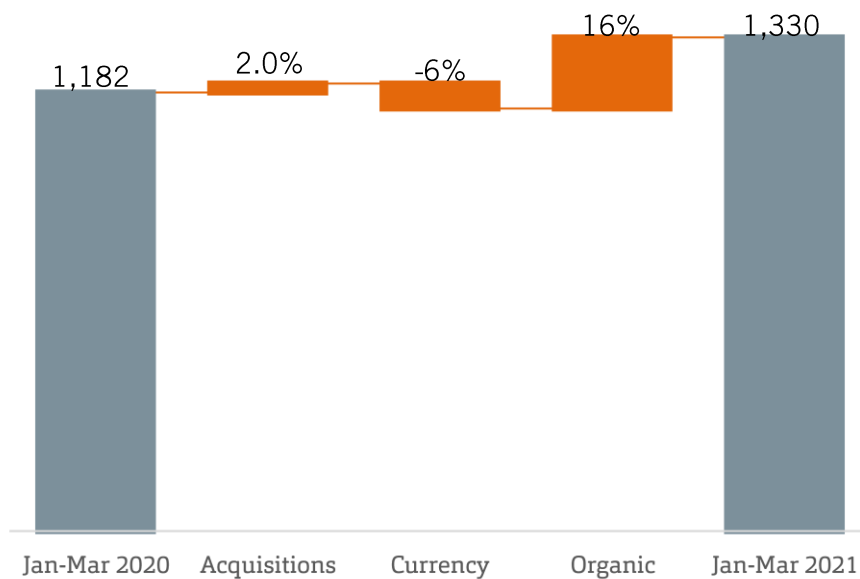
Key ratios summary

	Q1 2021	Q1 2020	Change %	Q1 2021 LTM	2020 Full year
Net revenues, MSEK	1,283	1,217	5.4	4,315	4,250
Operating result, MSEK	214.5	146.5	46.4	612.8	544.8
Operating margin %	16.7	12.0		14.2	12.8
Profit after net financial items, MSEK	208.4	136.4	52.8	587.2	515.2
Earnings per share, SEK	2.73	1.78	53.4	7.53	6.58
Cash flow after capital expenditures excl acquisitions, MSEK	51.1	5.5	-	641.7	596.1
Equity ratio %	51.3	47.6	51.3	51.3	53.4
Net debt, MSEK	709.7	910.7	-22.1	709.7	572.6
Net debt/equity ratio , %	28.1	38.1	-26.2	28.1	22.9
Cash and cash equivalents , including unused credit facilities, MSEK	1,374	1,192	15.3	1,374	1,829

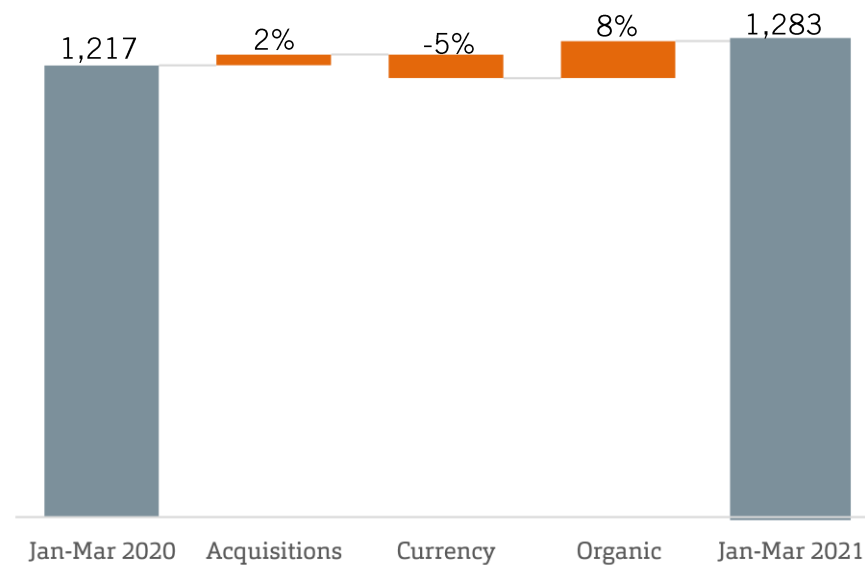
”Beijer Alma’s ambition is to continue to pursue profitable growth through acquisitions, which is possible thanks to our financial strength”

Order bookings and net revenues

Order bookings, MSEK

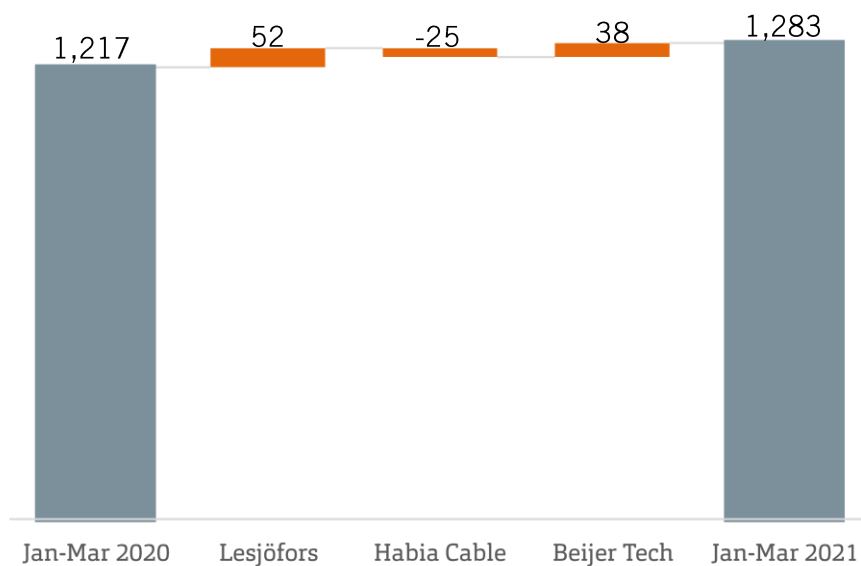


Net revenues, MSEK

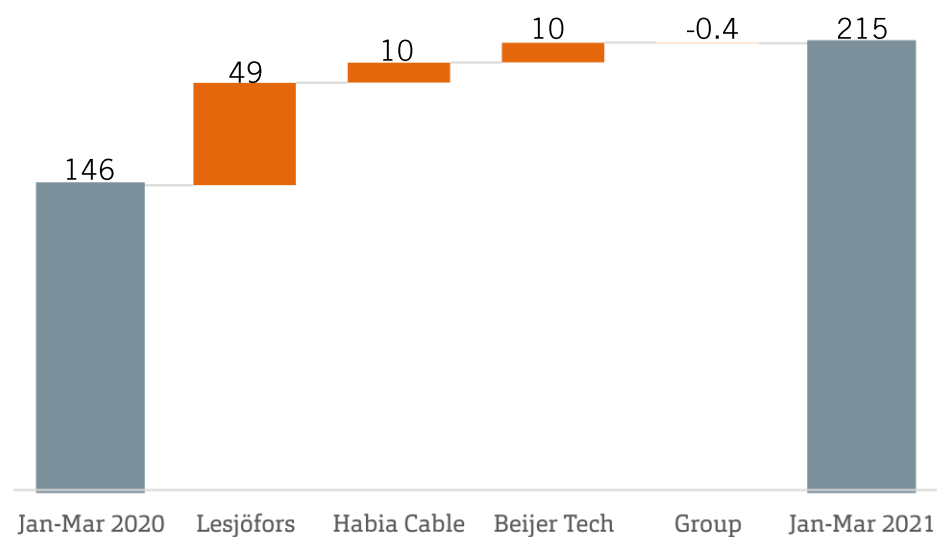


Net revenues and operating result - segments

Segments (as reported) net revenues, MSEK



Segments (as reported) operating results, MSEK



A woman with short blonde hair and glasses, wearing a dark t-shirt, is standing in a warehouse and writing on a clipboard. She is surrounded by large spools of cable in the foreground and stacks of boxes on shelves in the background. The entire scene is overlaid with a semi-transparent orange filter.

Concluding remarks

Events after the quarter

April 1,
Beijer Tech acquired 100 percent of the shares
in Noxon AB

April 6,
Beijer Tech acquired 75 percent of the shares in
Novosystems AB

April 12,
Habia Cable exposed to data intrusion



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ESG objectives 2019-2023

1

Sound business ethics with social commitment – zero tolerance for corruption or anti-competitive practices. Involvement in the communities where we have operations.



2

More efficient use of resources – reduced energy consumption, more efficient recycling and lower amounts of waste.



3

Reduced climate impact – reduced CO2e emissions from energy consumption, transportation and travel.



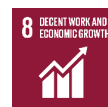
4

Safe and stimulating work environment – a vision of zero tolerance when it comes to workplace accidents and a reduced accident frequency rate. Combating discrimination and encouraging diversity in all forms.



ESG progress 2020

#	Objective KPI	2020	2019	Baseline (2018)	% vs. baseline	Target (2023)
1	Participation in Group's ethics training	793	721	-	-	-
2	Purchased energy -10% (MWh/MSEK)	14.07	14.52	14.35	-2%	-10%
2	Recycle 95% of all waste as energy or materials	88%	90%	90%	-	95%
2	Reduce relative waste amount (tonnes/MSEK)	1.15	1.20	1.19	-4%	< 0
3	-25% CO ₂ e. (tonnes CO ₂ / MSEK)	3.0	3.3	3.5	-14%	-25%
3	Reduce absolute emissions of CO ₂ e (tonnes)	12,700	14,800	15,700	-19%	< 0
4	Reduce workplace accidents (no. of workplace accidents/million hours)	3.1	3.7	4.0	-23%	Zero vision



Strategic focus

- Focus on profitable growth, organic and through acquisitions
- Stable earnings due to highly customized products and diversified customer base. Resilience in supply chain and delivery to customers
- Increased acquisition focus
 - Consolidation of the industrial springs market through Lesjöfors
 - Beijer Tech as a compounder within industrial niches
 - Portfolio acquisitions in Nordic industry
 - Strong financial position supports acquisitions
- Long term owner with decentralized governance



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Q&A