

A grayscale photograph of industrial machinery, likely a metalworking machine, featuring various rollers, bolts, and a coiled cable. The image is semi-transparent, serving as a background for the text.

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Q3 - 2021

October 27th, 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 Q3 - 21

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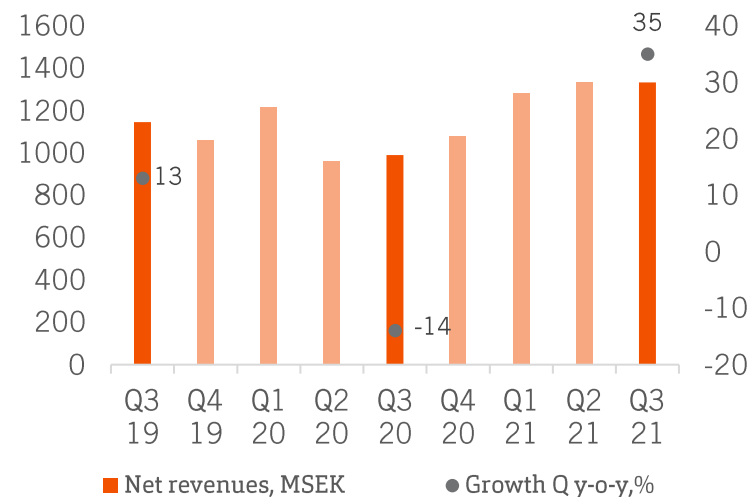
CEO comments

Organic and acquisition-driven profitable growth

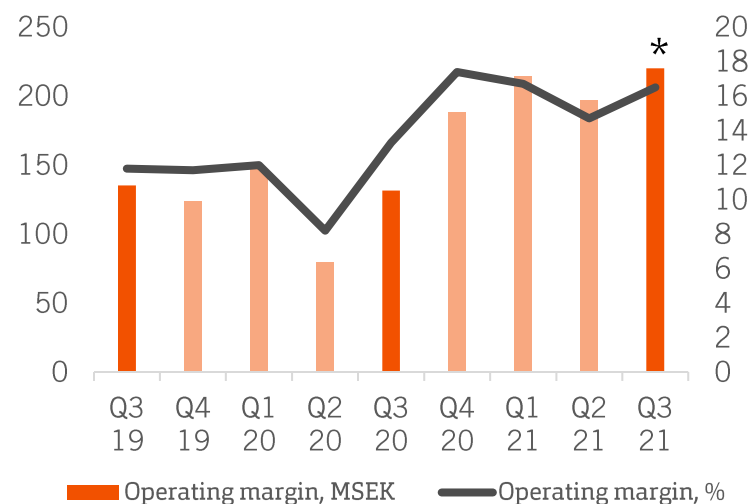
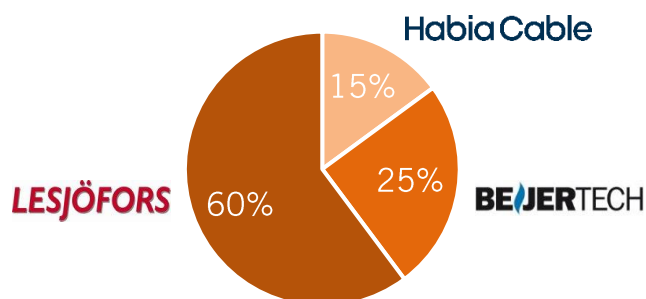
- Strong demand continued in the third quarter. Organic growth in order bookings and sales was further supported by acquisitions. Operating profit before items affecting comparability at record-breaking level
- Strain on supply chains, but limited impact in the quarter.
- For Lesjöfors, order bookings and sales remained at the previous quarter's record-breaking levels, with contribution from successful integration of Alcomex.
- Habia Cable growth driven by favorable demand in industry and telecom. Production at full capacity, margin improvement.
- Broad-based organic growth in Beijer Tech further supported by recent acquisitions. Operating margin improvement.
- Continued focus on acquisitions with exciting opportunities. Two new, well-managed companies acquired in the quarter, Alcomex and Källström Engineering Systems

Strong performance in Q3

- Order bookings increased by 32% to MSEK 1,361
Organically 20%
- Net revenues increased by 35% to MSEK 1,335
Organically +23%
- Operating result before items affecting comparability
(i.a.c) was MSEK 220 (132), operating margin 16.5% (13.3)
- I.a.c was 45,3 MSEK related to the loss from the sale of a
business in Germany.



Share of net revenues, Q3 2021

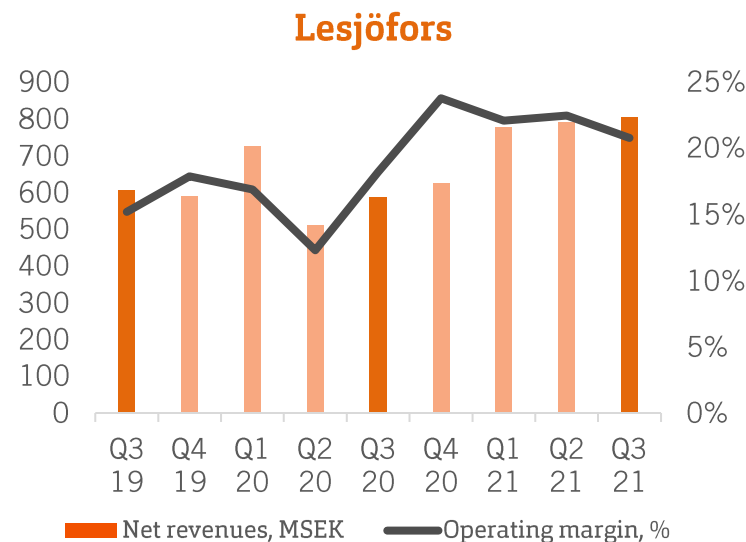


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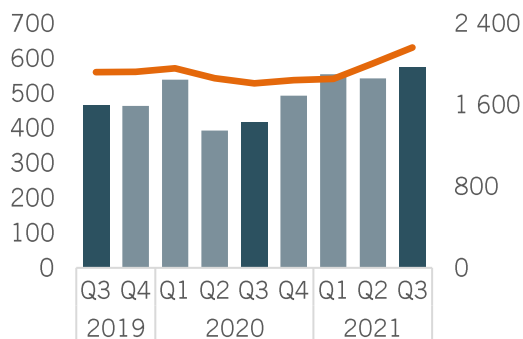
* Operating margin before items affecting comparability

Lesjöfors – Q3 2021

- Order bookings increased by 24% to MSEK 805, organically +12%
- Net revenues increased by 37% to MSEK 805, organically +24%
 - Industry increased by 38% to MSEK 574
 - Chassi springs increased by 35% to MSEK 231
- Operating result before items affecting comparability amounted to MSEK 167 (107)
- Impact on operating result from loss from sale of S&P Federnwerk in Germany– 45 Mkr
- Acquired Alcomex Group



Industry – net revenues, MSEK

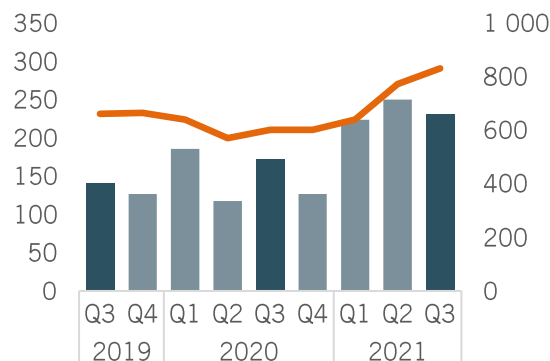


Net revenues, MSEK

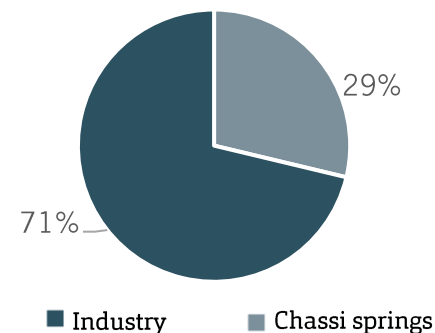
Quarter

Rolling 12 months

Chassi springs – net revenues, MSEK



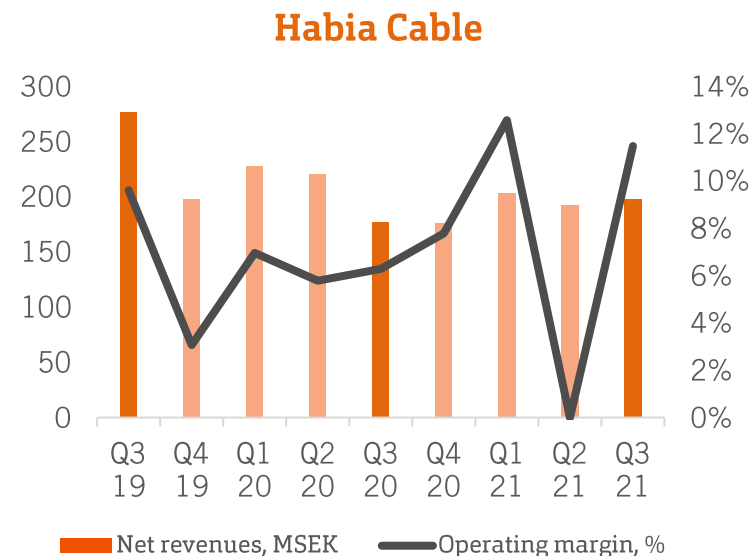
Share of net revenues, Q3 2021



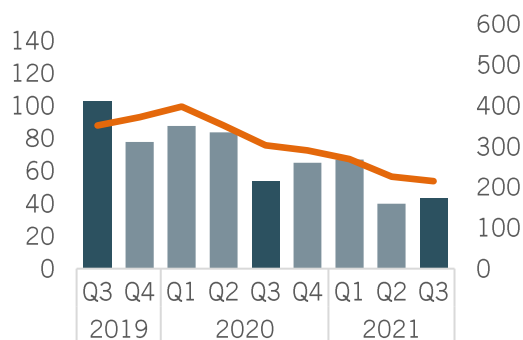
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Habia Cable – Q3 2021

- Order bookings increased by 52% to MSEK 229, organically, adjusted for currency effects +54 %
- Net revenues increased by 12% to MSEK 199, organically, adjusted for currency effects +13%
- Habia Cable operating result amounted to MSEK 23 (11)



Defense, nuclear power and offshore – net revenues, MSEK

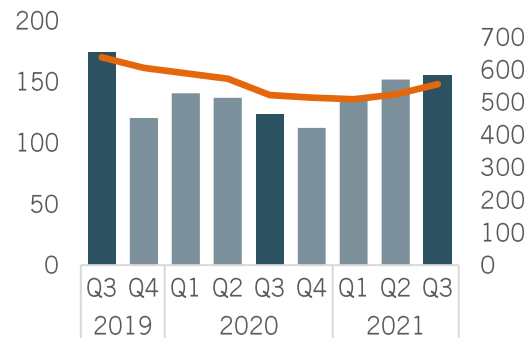


Net revenues, MSEK

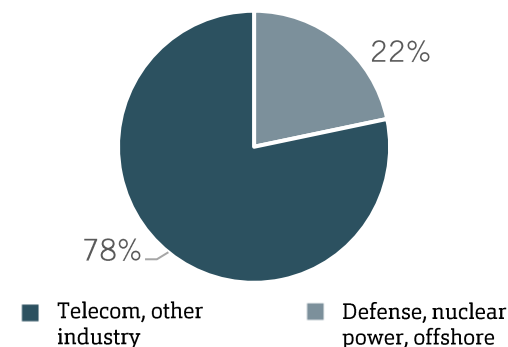
Quarter

Rolling 12 months

Telecom and Other industry – net revenues, MSEK



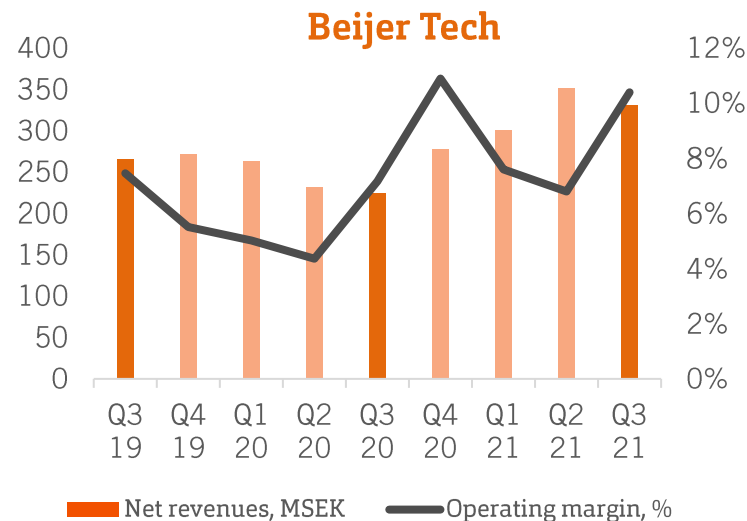
Share of net revenues, Q3 2021



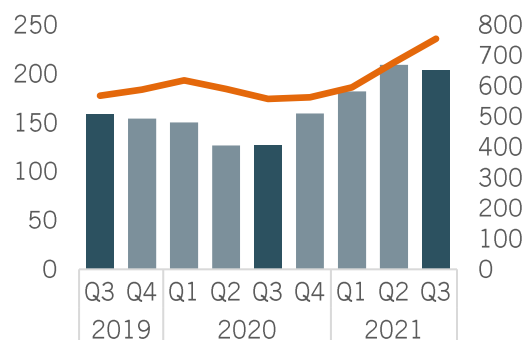
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Beijer Tech – Q3 2021

- Order bookings increased by 40% to MSEK 327, organically +23 %
- Net revenues increased by 47 % to MSEK 331, organically +30 %
 - Industrial products increased by 61 % to MSEK 204
 - Fluid technology increased by 29 % to MSEK 127
- Operating result amounted to MSEK 34 (16)
- Acquired Källström Engineering Systems AB



Industrial products, - net revenues, MSEK

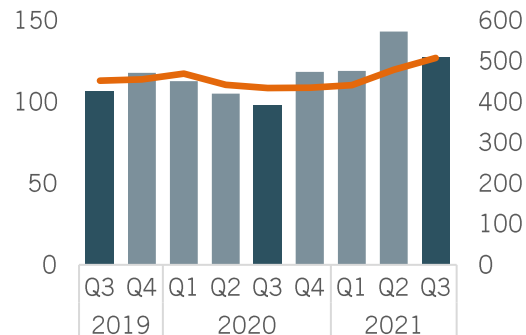


Net revenues, MSEK

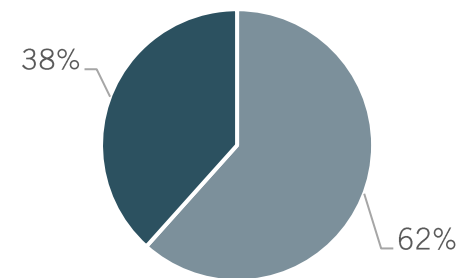
Quarter

Rolling 12 months

Fluid technology - net revenues, MSEK



Share of net revenues, Q3 2021



Industry products

Fluid Technology

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Financials

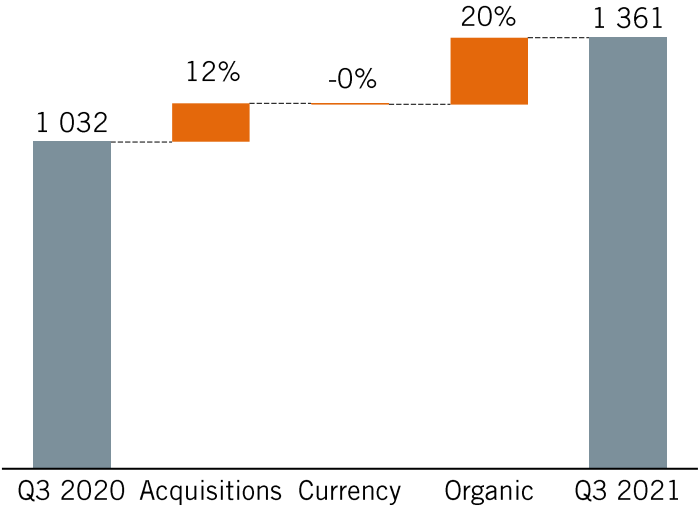
Key ratios

	Q3 2021	Q3 2020	Change %	YTD 2021	YTD 2020	Change %
Net revenues, MSEK	1,335	991	35	3,954	3,171	25
Operating result before i.a.c., MSEK	220	132	67	631	357	77
Operating result bef. i.a.c. margin, %	16.5	13.3		16.0	11.3	
Operating result, MSEK	175	132	33	586	357	64
Operating margin %	13.1	13.3		14.8	11.3	
Profit after net financial items, MSEK	166	123	35	560	335	67
Earnings per share, SEK	2.14	1.60	34	7.32	4.36	68
Cash flow after capital expenditures excl acquisitions, MSEK	219	123	78	414	387	7
Equity ratio %	43.8	50.6		43.8	50.6	
Net debt, MSEK	1,285	767	67	1,285	767	67
Net debt/equity ratio , %	48.0	31.6		48.0	31.6	
Cash and cash equivalents , including unused credit facilities, MSEK	1,422	1,497		1,422	1,497	

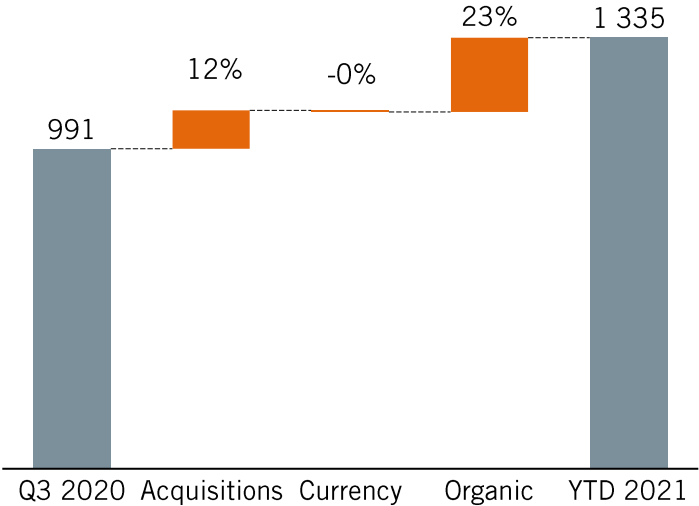
"Beijer Alma's ambition is to continue to pursue profitable growth through acquisitions, which is possible thanks to our financial strength"

Order bookings and net revenues, Q3

Order bookings, MSEK

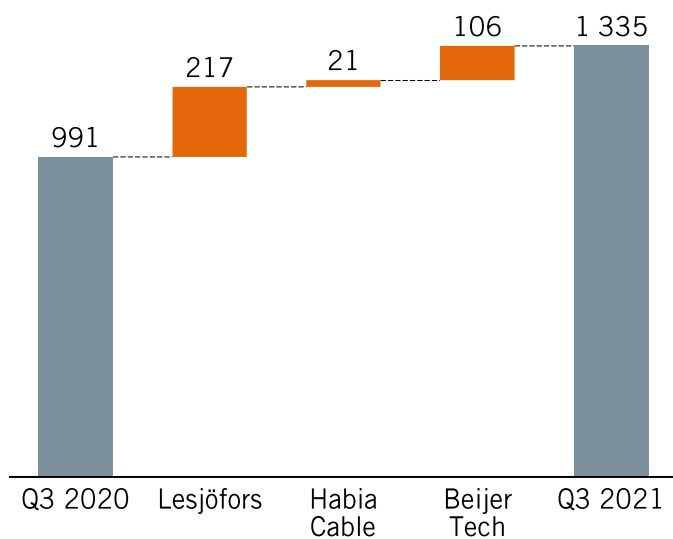


Net revenues, MSEK

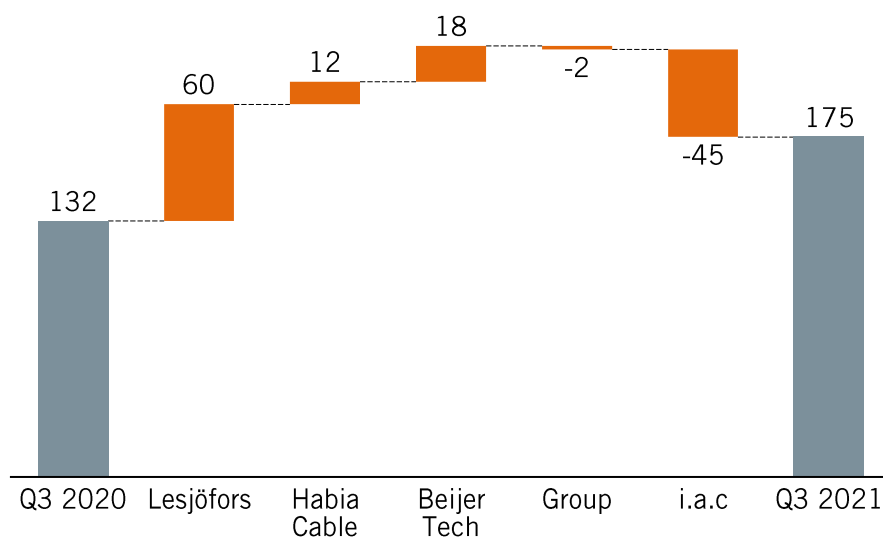


Net revenues and operating result – segments, Q3

Segments (as reported) net revenues, MSEK



Segments (as reported) operating result, MSEK



A man with a beard and short hair is working on a complex industrial machine. He is wearing a dark t-shirt and is focused on his task. The machine has various components, including wires and mechanical parts. The entire scene is overlaid with a semi-transparent orange filter.

Concluding remarks

A close-up view of industrial machinery, showing various mechanical components, bolts, and a curved metal structure. The image is in grayscale and has a semi-transparent orange overlay.

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Conclusions Q3 2021

Strong demand broadly across business areas and geographies

Favorable profitability thanks to high capacity utilization and price adjustments

Challenges in supply chains, with limited financial impact in Q3, but uncertainty remains

Two new companies acquired in the quarter, Alcomex and Källström Engineering Systems



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Strategic focus

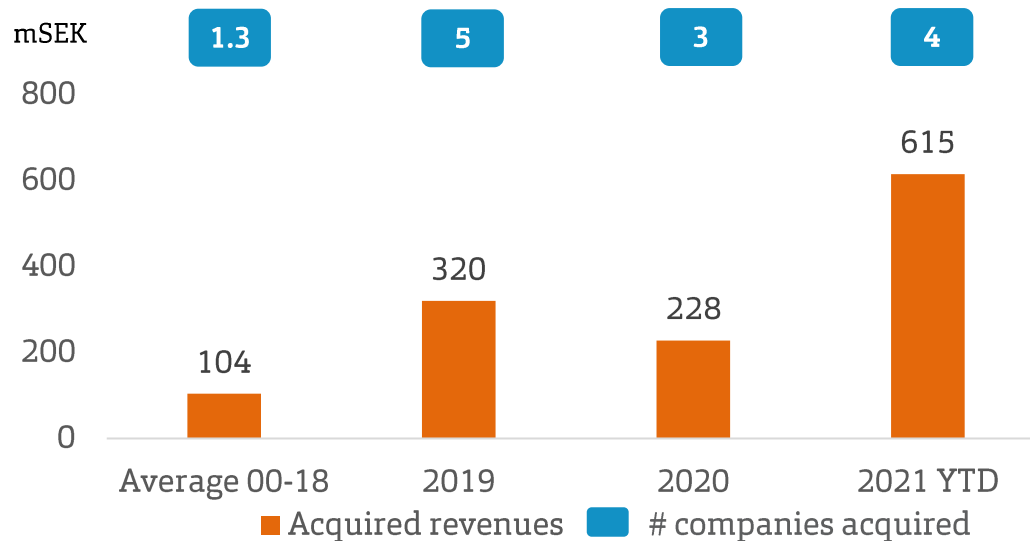
- Focus on profitable growth, organic and through acquisitions
- Stable earnings due to highly customized products and diversified customer base. Resilience in supply chain and delivery to customers
- Increased acquisition focus
 - Consolidation of the industrial springs market through Lesjöfors
 - Beijer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



Increased acquisition intensity

12 acquisitions since 2019

- 9 acquisitions in Beijer Tech, 3 in Lesjöfors
 - 8 new product areas
 - 3 new industrial niches
 - 2 new geographies



Companies acquired 2019-YTD



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Q&A

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