

The background of the slide is a grayscale photograph of industrial machinery, likely a metalworking or manufacturing machine. It features various components such as rollers, bolts, and structural frames. Overlaid on this image is a semi-transparent gray rectangle that serves as a backdrop for the text.

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Q4 - 2021

February 16th, 2022

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 Q4 - 21

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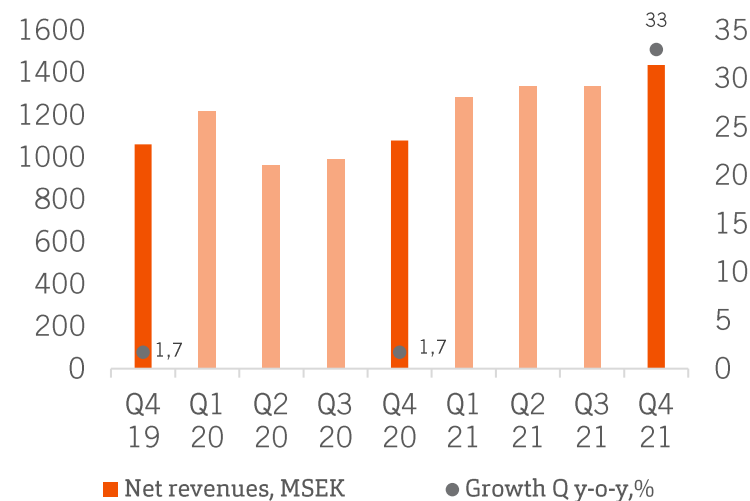
CEO comments

Favorable demand and additional acquisitions conclude a record-breaking year

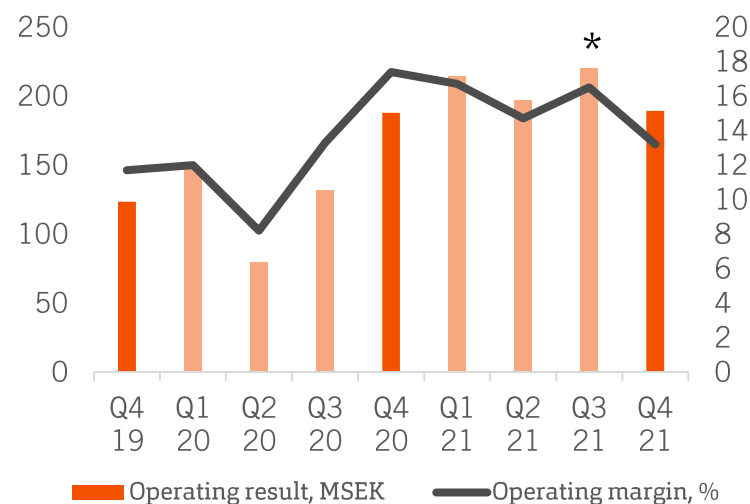
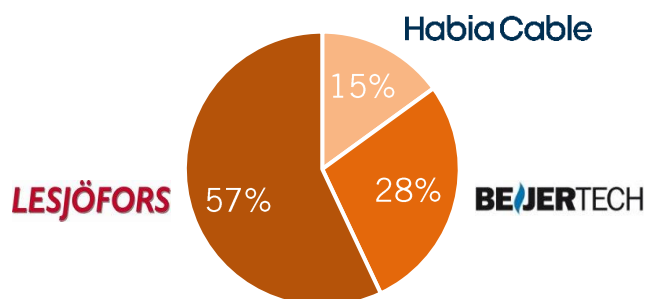
- Strong demand continued in the fourth quarter. Solid organic growth in order bookings and sales. Further fueled by acquisitions. Increase in operational costs and seasonally weak performance by recent acquisitions affected operating margin
- Strain on supply chains and inflation remains a daily challenge – limited impact overall. Further price increases implemented after year end
- For Lesjöfors, order bookings and sales grew in both business areas
- Habia Cable growth driven by favorable demand in industry and telecom
- Broad-based organic growth in Beijer Tech further supported acquisitions. Operating margin improvement
- Acquisition of Plymouth Springs by Lesjöfors. Acquisitions after quarter end, two well-managed companies Swedish Microwave and Mountpac

Continued growth in Q4

- Order bookings increased by 38% to MSEK 1,563 Organically 23%
- Net revenues increased by 33% to MSEK 1,435 Organically +16%
- Operating result was MSEK 189 (188), operating margin 13.2% (17.4)



Share of net revenues, Q4 2021

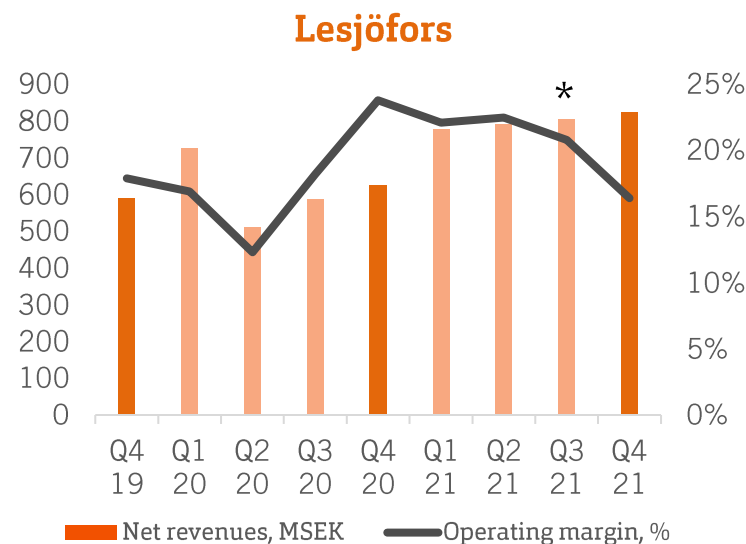


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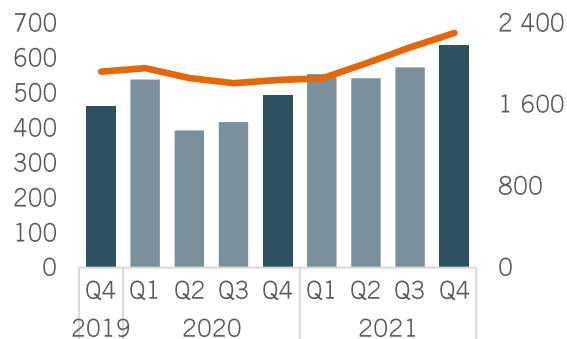
* Operating margin before items affecting comparability

Lesjöfors – Q4 2021

- Order bookings increased by 29% to MSEK 880, organically +13%
- Net revenues increased by 32% to MSEK 823, organically +13%
 - Industry increased by 29% to MSEK 636
 - Chassi springs increased by 42% to MSEK 187
- Operating result amounted to MSEK 135 (149)
 - Increased operational costs and short-term negative margin mix from recent acquisitions
- Acquired Plymouth Spring (US) in December



Industry – net revenues, MSEK

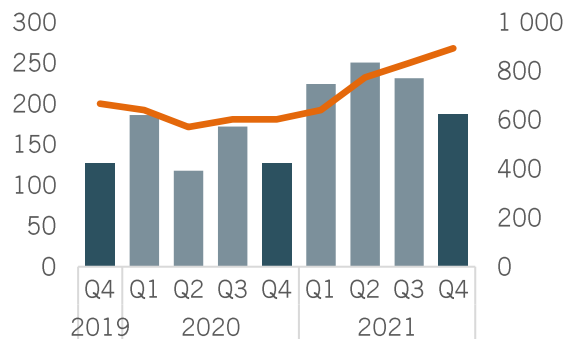


Net revenues, MSEK

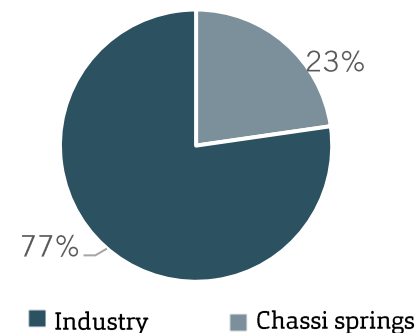
Quarter

Rolling 12 months

Chassi springs – net revenues, MSEK



Share of net revenues, Q4 2021

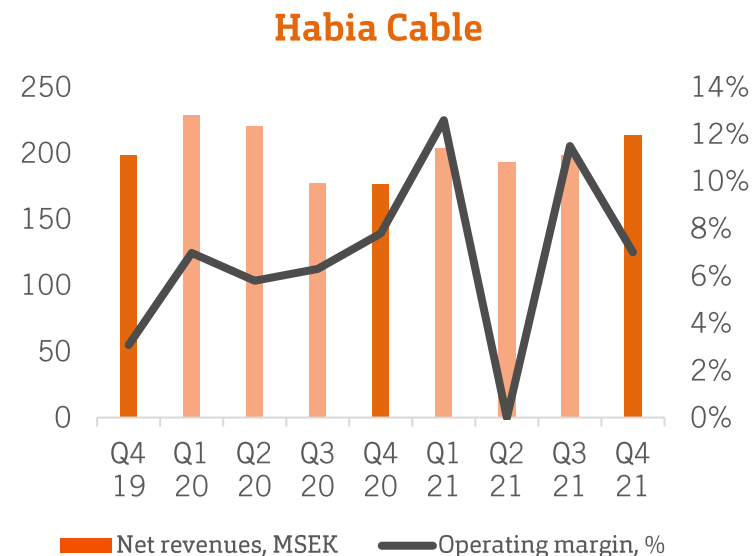


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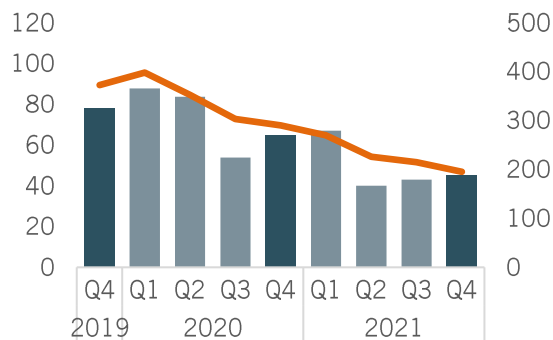
* Operating margin before items affecting comparability

Habia Cable – Q4 2021

- Order bookings increased by 62% to MSEK 251, organically, adjusted for currency effects +61 %
- Net revenues increased by 21% to MSEK 214, organically, adjusted for currency effects +20%
- Habia Cable operating result amounted to MSEK 15 (14)



Defense, nuclear power and offshore – net revenues, MSEK

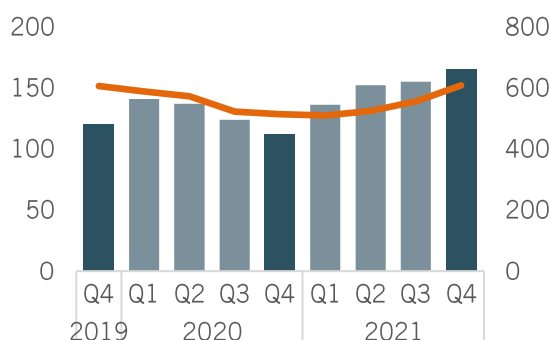


Net revenues, MSEK

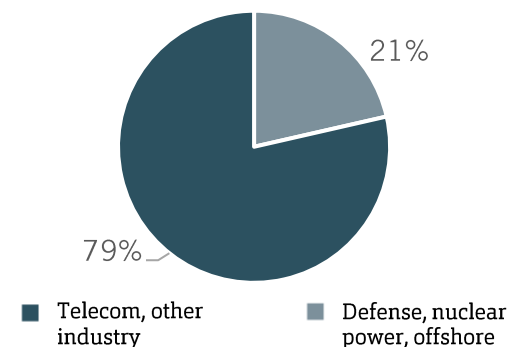
■ Quarter

— Rolling 12 months

Telecom and Other industry – net revenues, MSEK



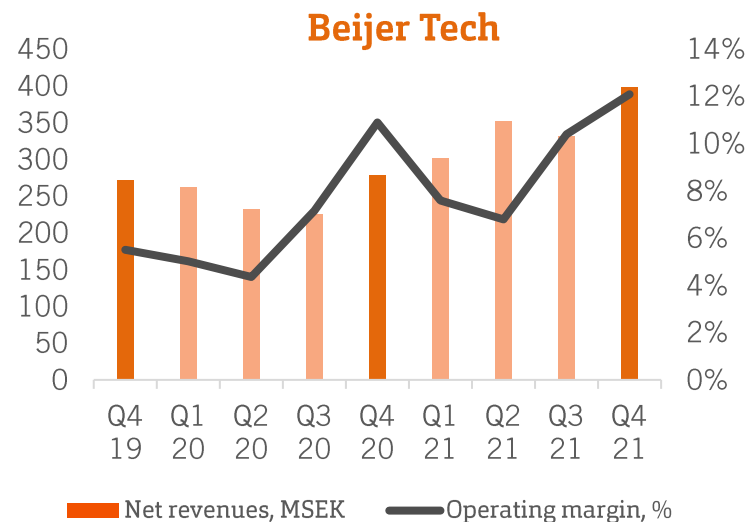
Share of net revenues, Q4 2021



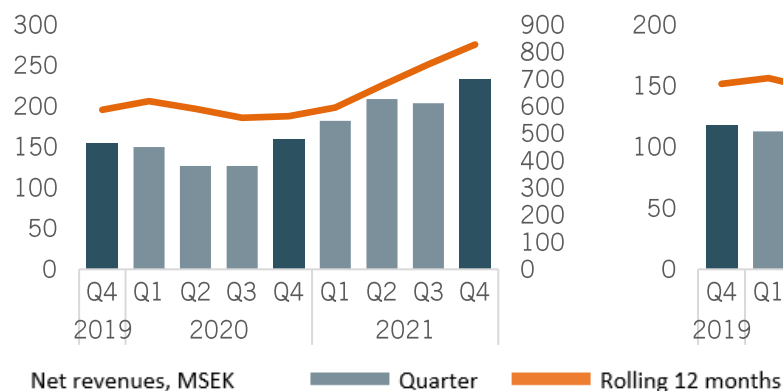
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Beijer Tech – Q4 2021

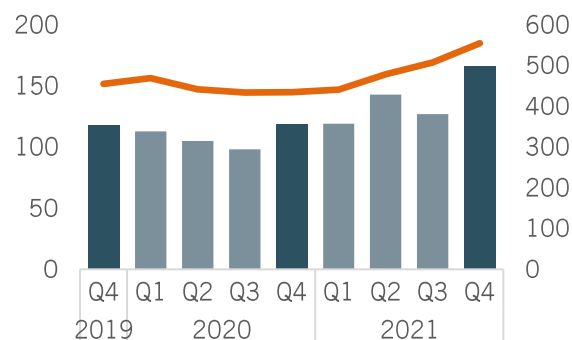
- Order bookings increased by 45% to MSEK 432, organically +25 %
- Net revenues increased by 44 % to MSEK 399, organically +23 %
 - Industrial products increased by 46 % to MSEK 233
 - Fluid technology increased by 40 % to MSEK 166
- Operating result amounted to MSEK 48 (30)



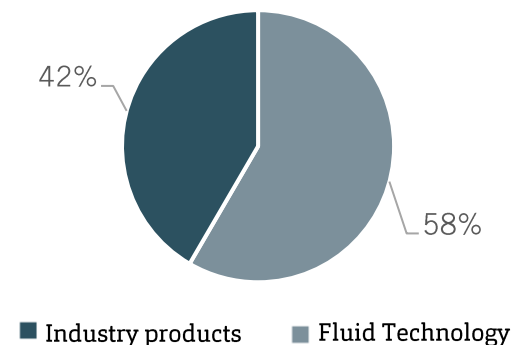
Industrial products, - net revenues, MSEK



Fluid technology - net revenues, MSEK



Share of net revenues, Q4 2021



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Financials

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Key ratios

	Q4 2021	Q4 2020	Change %	FY 2021	FY 2020	Change %
Net revenues, MSEK	1,435	1,079	33	5,389	4,250	27
Operating result before i.a.c., MSEK	189	188	0,8	820	545	42
Operating result bef. i.a.c. margin, %	13.2	17.4		15.2	12.8	
Operating result, MSEK	189	188	0,8	775	545	50
Operating margin %	13.2	17.4		14.4	12.8	
Profit after net financial items, MSEK	183	181		743	515	
Cash flow after capital expenditures excl acquisitions, MSEK	146	209	-30	560	596	-6
Equity ratio %	45.0	53.4		45.0	53.4	
Net debt, MSEK	1,324	573	131	1,321	573	131
Net debt/equity ratio , %	46.0	22.9		46.0	22.9	
Cash and cash equivalents , including unused credit facilities, MSEK	1,380	1,819		1,380	1,819	

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

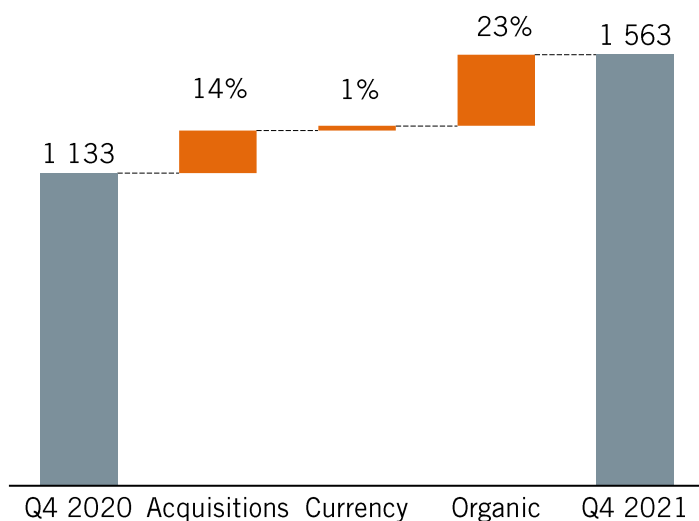
EPS and dividend

	FY 2021	FY 2020	Change %
Earnings per share, SEK	9.43	6.58	43
Dividend per share, SEK	3.50	3.00	17
DPS in % of EPS	37%	46%	

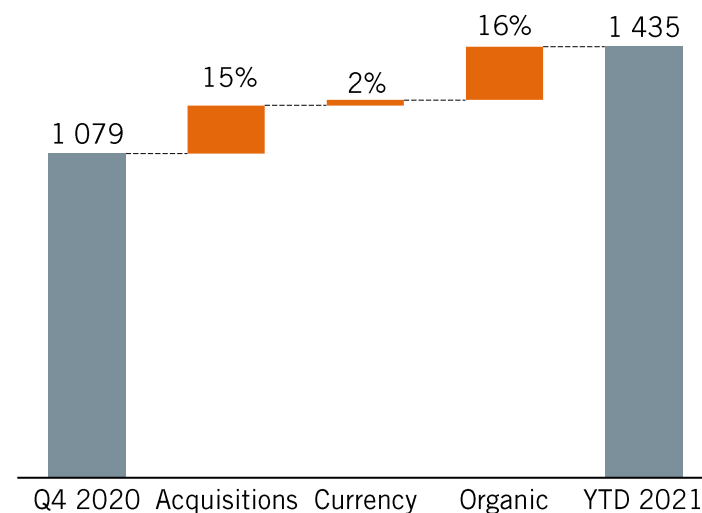
Dividend policy: at least 1/3 of net result for the period

Order bookings and net revenues, Q4

Order bookings, MSEK

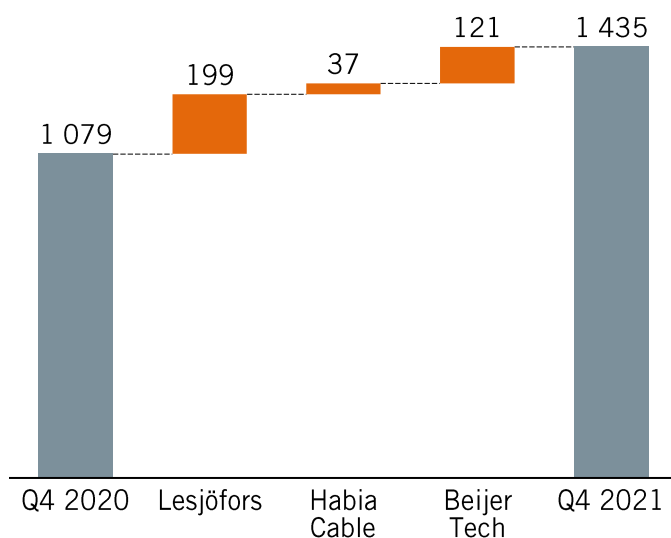


Net revenues, MSEK

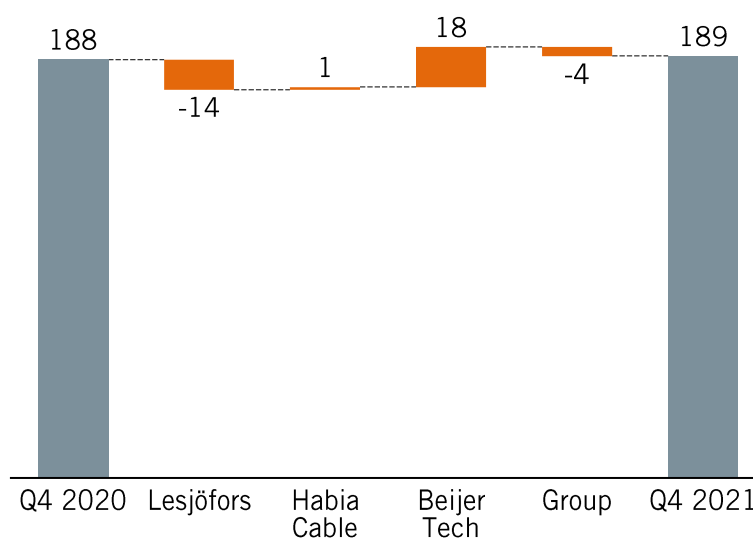


Net revenues and operating result – segments, Q4

Segments (as reported) net revenues, MSEK



Segments (as reported) operating result, MSEK





Concluding remarks

Conclusions Q4 2021

Strong demand broadly across business areas and geographies, ends record-breaking year

Underlying operating margin partly affected by increased operational costs

Challenges in supply chains remains, but limited impact

Plymouth Springs acquired by Lesjöfors in December

Events after the quarter

January 14,

Beijer Tech acquired 80 percent of the shares in Swedish Microwave AB

February 3,

Beijer Tech acquired 85 percent of the shares in Mountpac AB and 100% in Mountpac Fastigheter AB

February 15,

Strategic review of Habia Cable initiated

SMW
SWEDISH MICROWAVE AB

mountpac
CONCEPT



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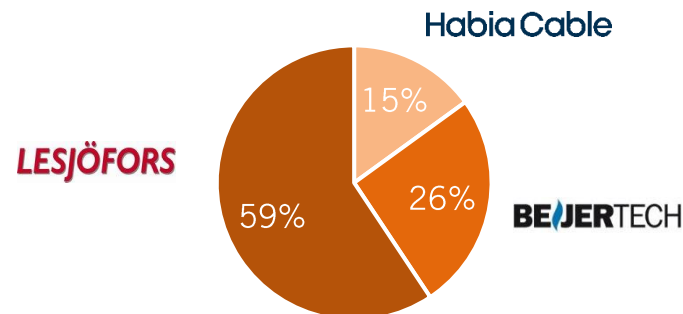
Strategic review of Habia Cable

- Beijer Alma has initiated a strategic review of the Group's holding in Habia Cable.
- The strategic review is intended to ensure:
 - that Habia Cable has the right conditions for growth considering the leading position in its niche
 - long term value creation for Beijer Alma's shareholders

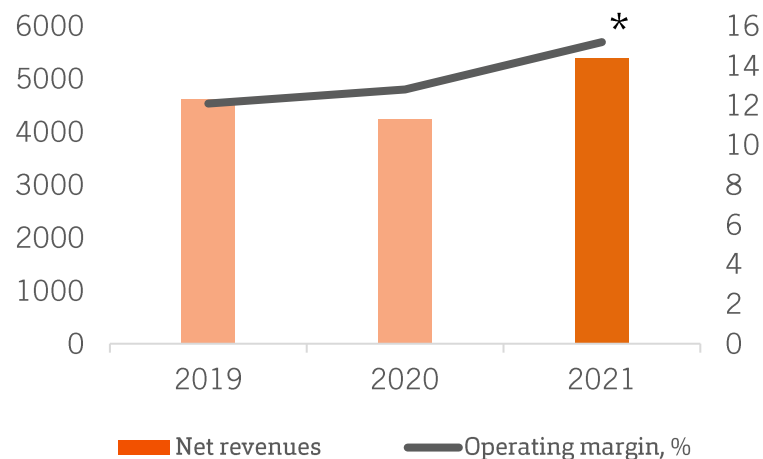
Record breaking year - 2021

- Order bookings increased by 34% to MSEK 5,670
Organically +28%
- Net revenues increased by 27% to MSEK 5,389
Organically +20%
- Operating result before items affecting comparability was MSEK 820 (545), a margin of 15.2% (12.8)
- Operating result was MSEK 775 (545), an operating margin of 14.4% (12.8)

Share of net revenues, 2021

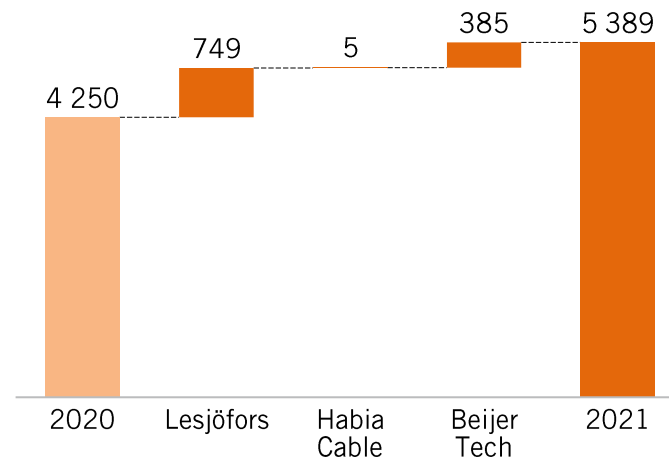


Net revenues, MSEK and operating margin, %



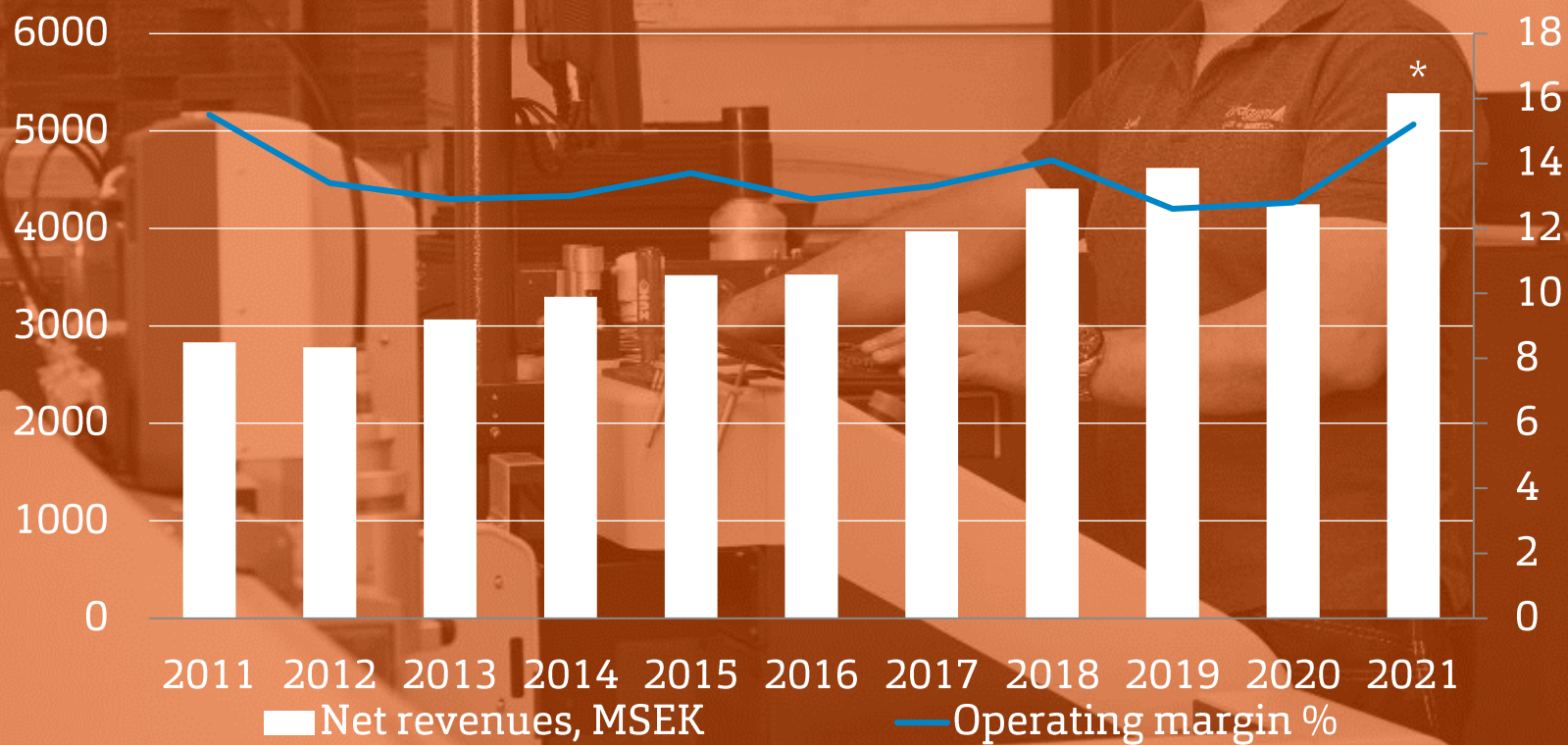
* Operating margin before items affecting comparability

Net revenues, by segment, MSEK



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Track-record of profitable growth

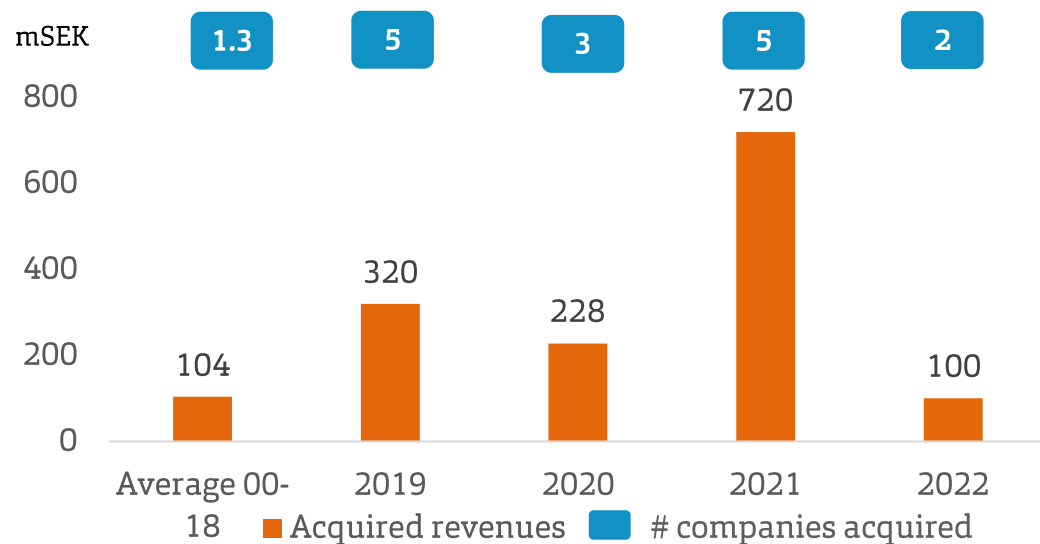


* Operating margin before items affecting comparability

Increased acquisition intensity

15 acquisitions since 2019

- 11 acquisitions in Beijer Tech
- 4 in Lesjöfors



Companies acquired 2019-YTD



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Q&A

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