



BEIJER • ALMA

Q1 - 2022

April 26th, 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 Q1 - 22



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# CEO comments

## *New acquisitions and favorable demand in an uncertain world*

- Demand from the Group's diversified customer base essentially remained favorable. Growth in order bookings, net revenues and operating profit
- Increasingly uncertain world. The Covid-19 pandemic continues to cause disruptions in China. In Europe, the war in Ukraine has resulted in enormous human suffering as well as disruptions in the world economy and global supply chains
- For Lesjöfors, order bookings and sales grew in both business areas. Chassi operation in Russia suspended since March
- Habia Cable growth driven by favorable demand in industry and telecom as well as defense
- Broad-based organic growth in Beijer Tech further supported by acquisitions. Operating margin improvement
- Direct and indirect impact of the geopolitical situation, which makes the situation difficult to assess. Focus on handling rising inflation through price adjustments and cost control.

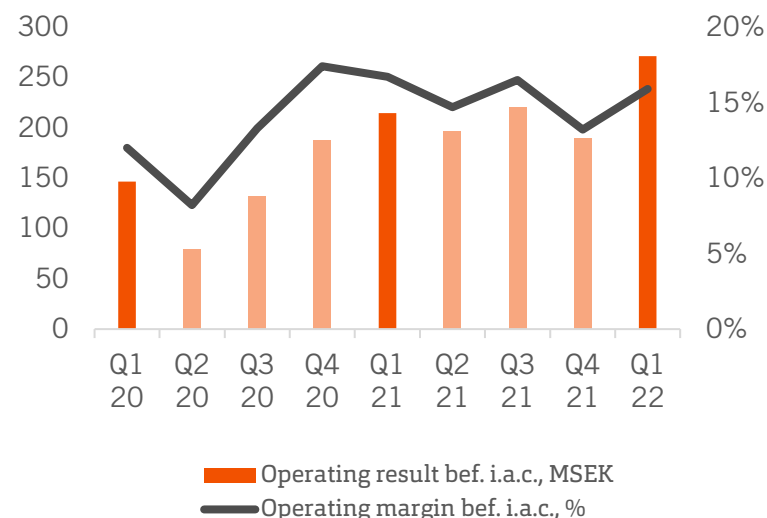
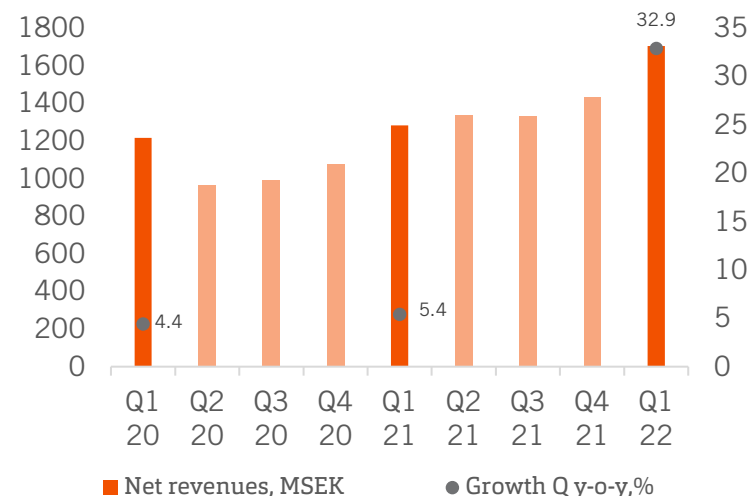
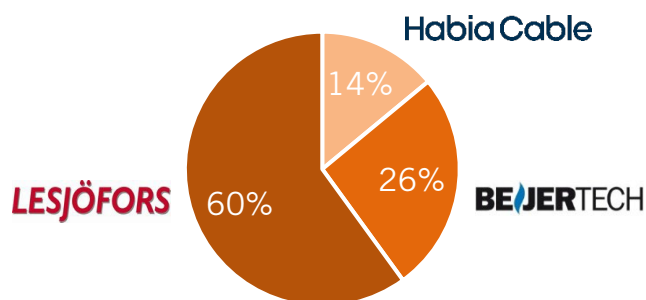


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# Continued growth in Q1

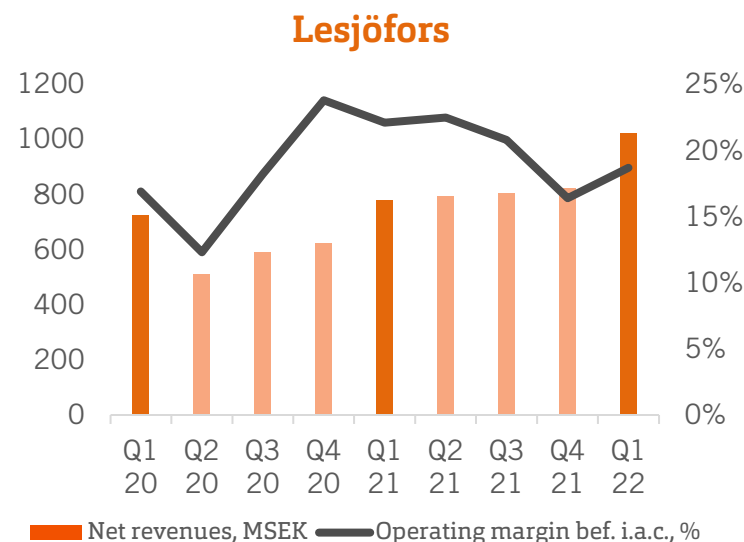
- Order bookings increased by 32% to MSEK 1,753 Organically 13%
- Net revenues increased by 33% to MSEK 1,704 Organically +13%
- Operating result before items affecting comparability was MSEK 271 (215), operating margin 15.9% (16.7)
- Impairment of assets in Russia MSEK -25 due to the uncertain situation in the country
- Operating result was MSEK 246 (215) operating margin 14.4% (16.7)

Share of net revenues, Q1 2022

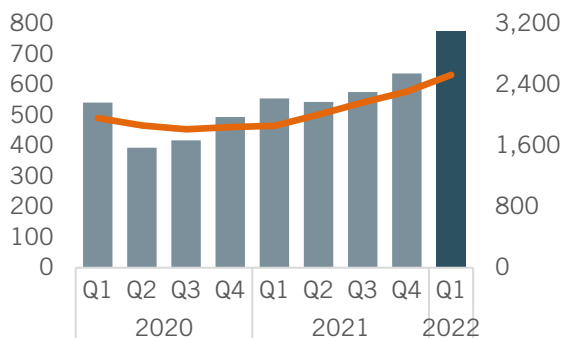


# Lesjöfors – Q1 2022

- Order bookings increased by 23% to MSEK 1,007, organically -1%
- Net revenues increased by 31% to MSEK 1,021, organically +7%
  - Industry increased by 39% to MSEK 772
  - Chassi springs increased by 11% to MSEK 249
- Operating result before items affecting comparability MSEK 191 (172)
- Impairment of assets in Russia MSEK -25
- Operating result MSEK 166 (172)



## Industry – net revenues, MSEK

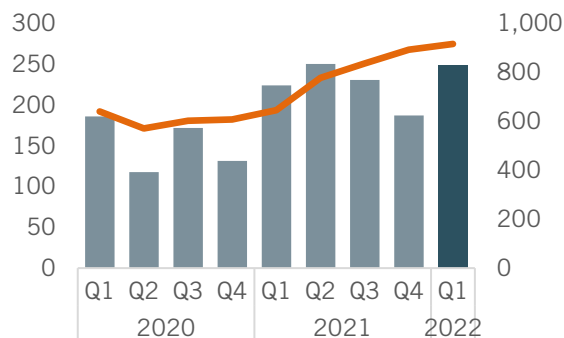


Net revenues, MSEK

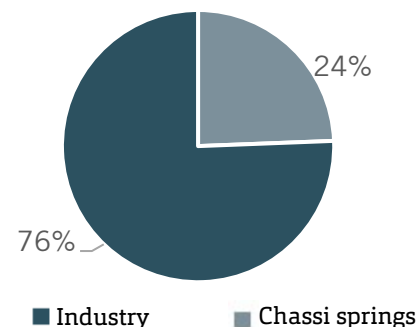
■ Quarter

— Rolling 12 months

## Chassi springs – net revenues, MSEK



## Share of net revenues, Q1 2022



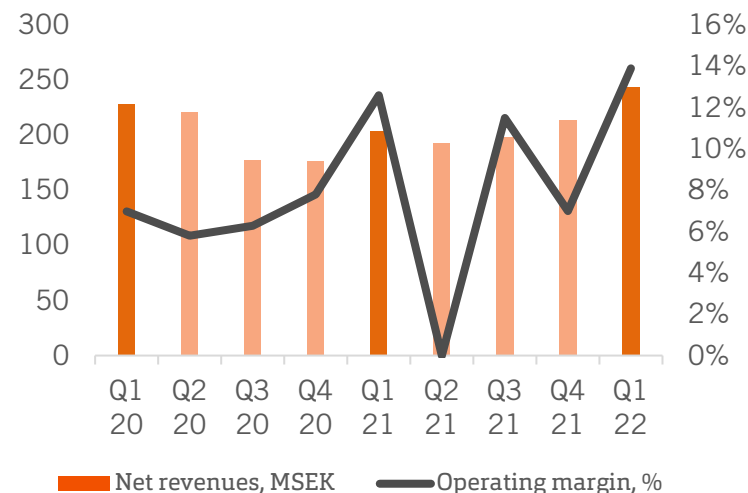
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i.a.c.=items affecting comparability

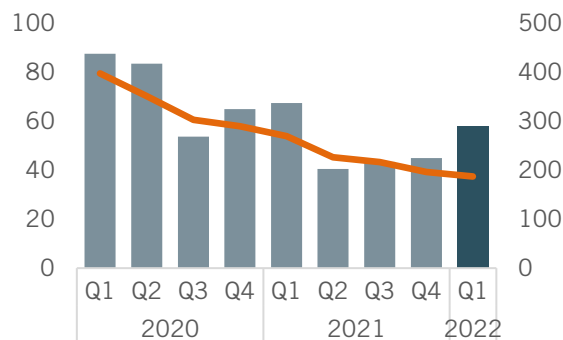
# Habia Cable – Q1 2022

- Order bookings increased by 58% to MSEK 312, organically, adjusted for currency effects +53 %
- Net revenues increased by 20% to MSEK 244, organically, adjusted for currency effects +16%
- Habia Cable operating result amounted to MSEK 34 (26)

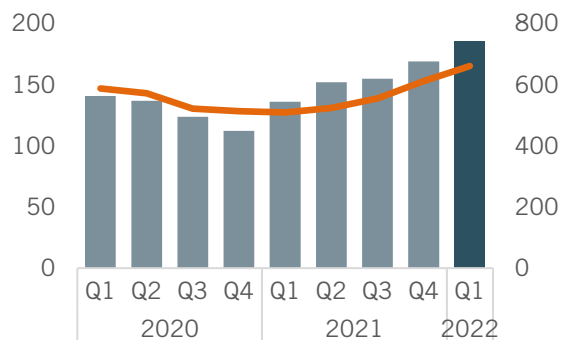
## Habia Cable



## Defense, nuclear power and offshore – net revenues, MSEK

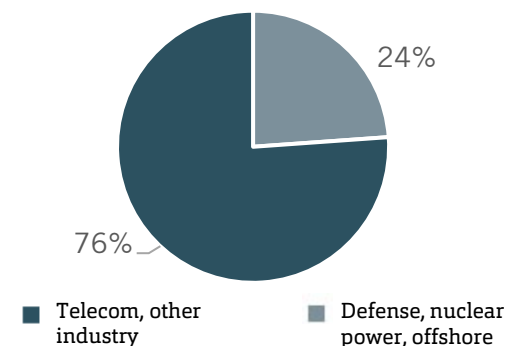


## Telecom and Other industry – net revenues, MSEK



Net revenues, MSEK      Quarter      Rolling 12 months

## Share of net revenues, Q1 2022

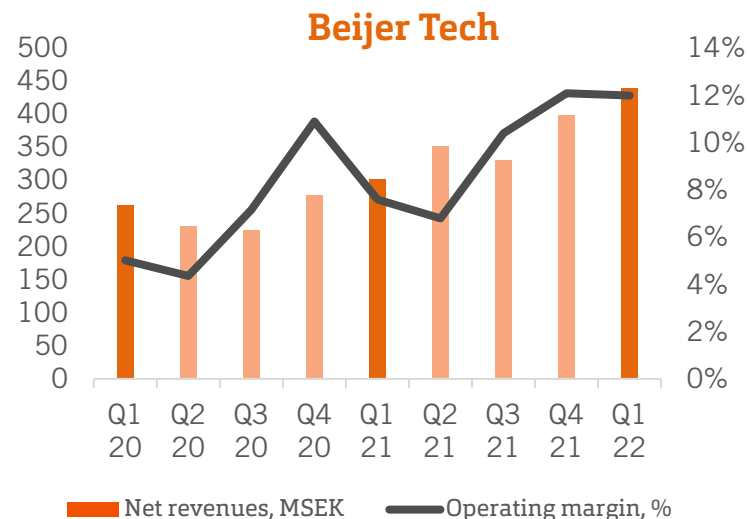


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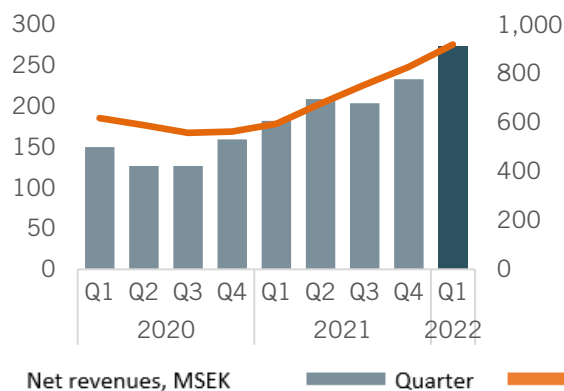


# Beijer Tech – Q1 2022

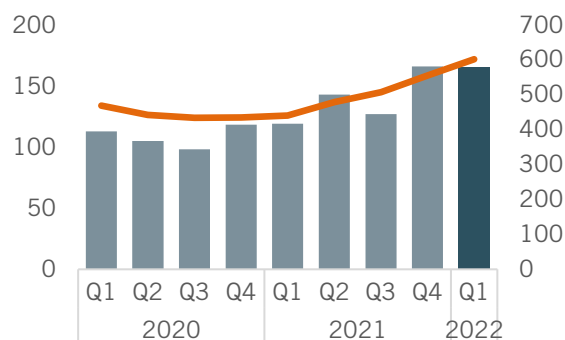
- Order bookings increased by 38 % to MSEK 433, organically +23 %
- Net revenues increased by 46 % to MSEK 439, organically +26 %
  - Industrial products increased by 51 % to MSEK 274
  - Fluid technology increased by 39 % to MSEK 165
- Operating result amounted to MSEK 53 (23)
- Acquired Swedish Microwave in January and Mountpac in February



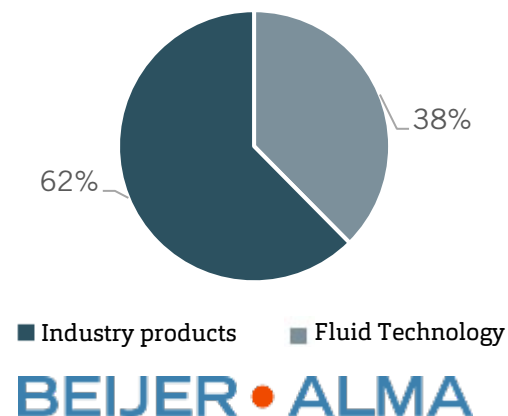
## Industrial products, - net revenues, MSEK



## Fluid technology - net revenues, MSEK



## Share of net revenues, Q1 2022





# Financials

The image is a horizontal split composition. The left half has a vibrant orange background, overlaid with a semi-transparent image of a welding torch emitting a spray of sparks. The right half has a dark blue background, overlaid with a semi-transparent image of a person's arm in a light-colored shirt.

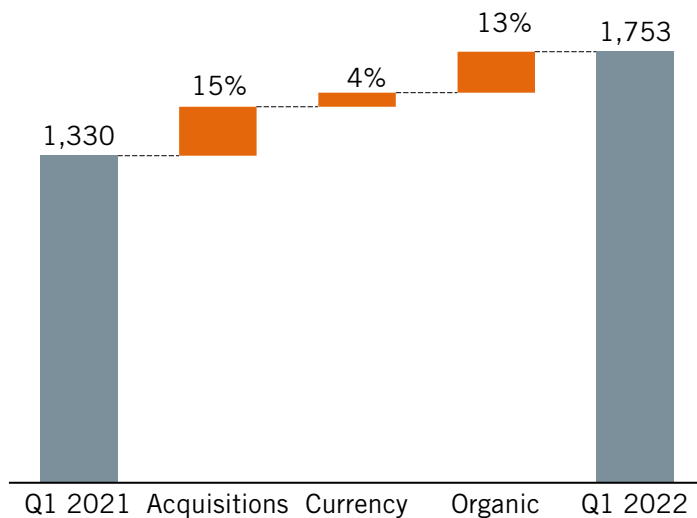
# Key ratios

	Q1 2022	Q1 2021	Change %	Q1 2022 LTM	2021 Full year
Net revenues, MSEK	1,704	1282,6	33	5,810	5,389
Operating result before i.a.c., MSEK	271	215	26	877	820
Operating result bef. i.a.c. margin, %	15.9	16.7		15.1	15.2
Operating result, MSEK	246	215	15	807	775
Operating margin %	14.4	16.7		13.9	14.4
Profit after net financial items, MSEK	238	208	14	773	743
Cash flow after capital expenditures excl acquisitions, MSEK	-145	51		364	560
Equity ratio %	39.5	51.3		39.5	45.0
Net debt, MSEK	1,691	710		1,691	1,324
Net debt/equity ratio , %	59.6	28.1		59.6	46.0
Cash and cash equivalents , including unused credit facilities, MSEK	898	1,374		904	1,380

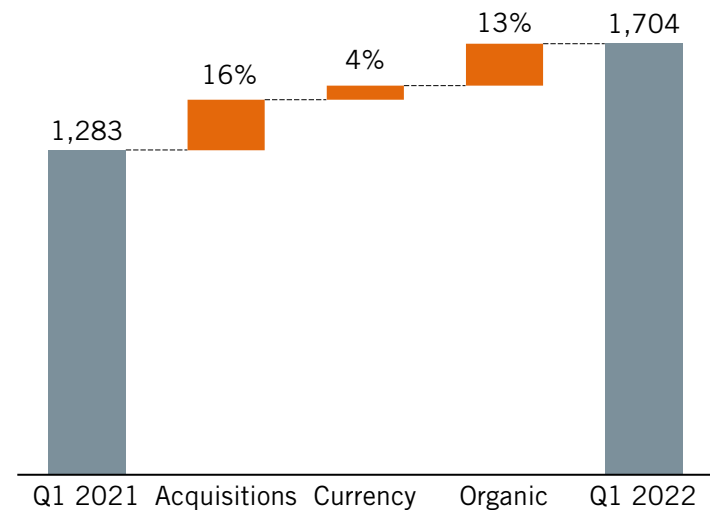
*"Beijer Alma's ambition is to continue to pursue profitable growth through acquisitions, which is possible thanks to our financial strength"*

# Order bookings and net revenues, Q1

Order bookings, MSEK

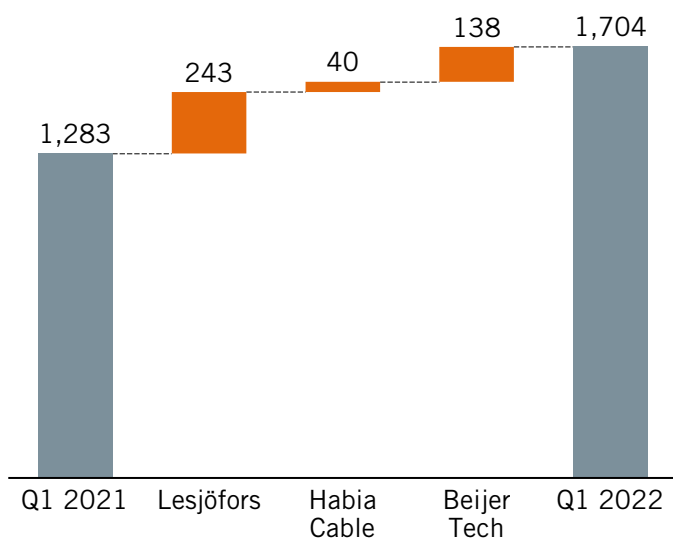


Net revenues, MSEK

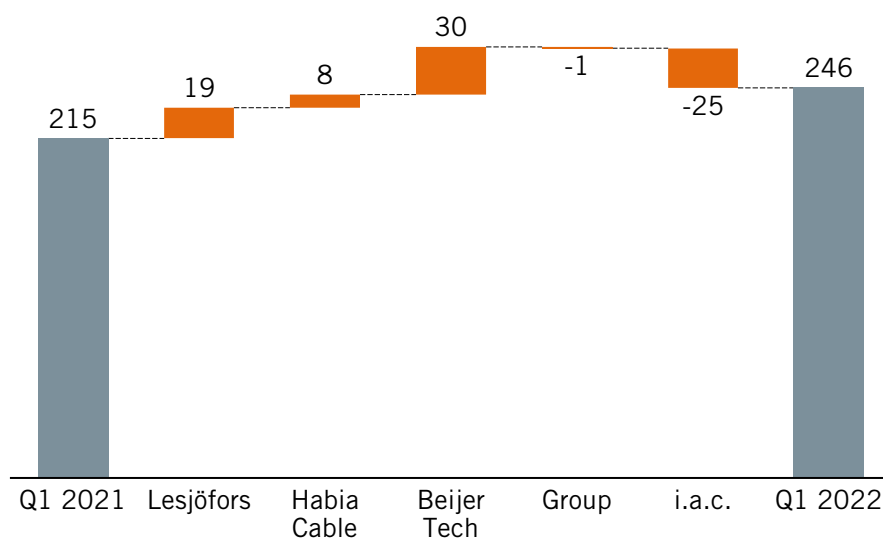


# Net revenues and operating result – segments, Q1

Segments (as reported) net revenues, MSEK



Segments (as reported) operating result, MSEK





A photograph of a technician in a dark jacket and jeans, kneeling and working on a server rack. The rack is filled with various electronic components, including circuit boards and cables. The image is overlaid with a semi-transparent orange filter. The text "Concluding remarks" is written in white, sans-serif font across the center of the image.

# Concluding remarks

# 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.



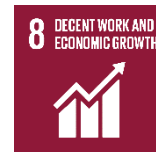
3

**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 2021

#	Objective KPI	2021	2020	2019	Baseline (2018)	% vs. baseline	Target (2023)
1	Participation in Group's ethics training	954	793	721	-	-	-
2	Purchased energy -10% (MWh/MSEK)	12.79	14.07	14.52	14.35	-11%	-10%
2	Recycle 95% of all waste as energy or materials	87%	88%	90%	90%	-	95%
2	Reduce relative waste amount (tonnes/MSEK)	1.06	1.15	1.20	1.19	-11%	< 0
3	-25% CO <sub>2</sub> e. (tonnes CO <sub>2</sub> / MSEK)	2.4	3.0	3.3	3.5	-32%	-25%
3	Reduce absolute emissions of CO <sub>2</sub> e (tonnes)	12,161	12,700	14,800	15,700	-23%	< 0
4	Reduce workplace accidents (no. of workplace accidents/million hours)	2.6	3.1	3.7	4.0	-35%	Zero vision



# Conclusions Q1 2022

Demand from the Group's diversified customer base essentially remained favorable

Growth in order bookings, net sales and operating result

Greater uncertainty, due to Covid and war in Ukraine

- Suspended operations in Russia
- Challenges in supply chains and increasing inflation, continued focus on price increases and cost control

Swedish Microwave and Mountpac acquired into Beijer Tech in the quarter

New CFO, Johan Dufvenmark, from 1 June





Q&A