



BEIJER • ALMA

Q2 - 2022

August 19, 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



Johan Dufvenmark
CFO

Beijer Alma Q2 - 22



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CEO comments

Acquisition-driven growth, stable demand and increased strategic focus

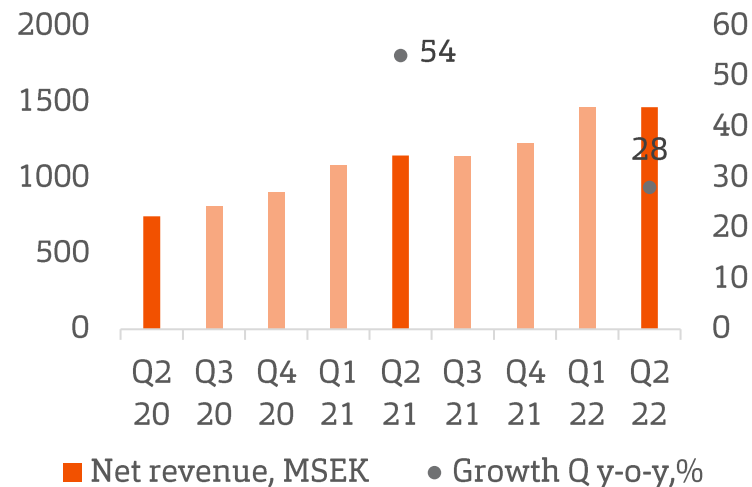
- Generally stable and favourable demand. Nordic region stronger with organic growth, Central Europe and Asia impacted by external factors.
- Inflation fueled necessary price increases, cost increases were largely offset
- **Lesjöfors** Chassis Springs showed growth in most of Europe, with negative impact on revenues and earnings from Russia and Ukraine. For Industrial Springs, the Nordic region remained the strongest, whereas Asia and Central Europe impacted by customer and supplier disruptions
- **Habia Cable** strong order bookings, net revenues and profitability
- **Beijer Tech** had favourable demand in the Nordic market in both of its business areas. Recent acquisitions also contributed to this positive result
- John Evans's Sons – strategic acquisition for Lesjöfors
- Announcement to divest Habia Cable to strengthen strategic focus



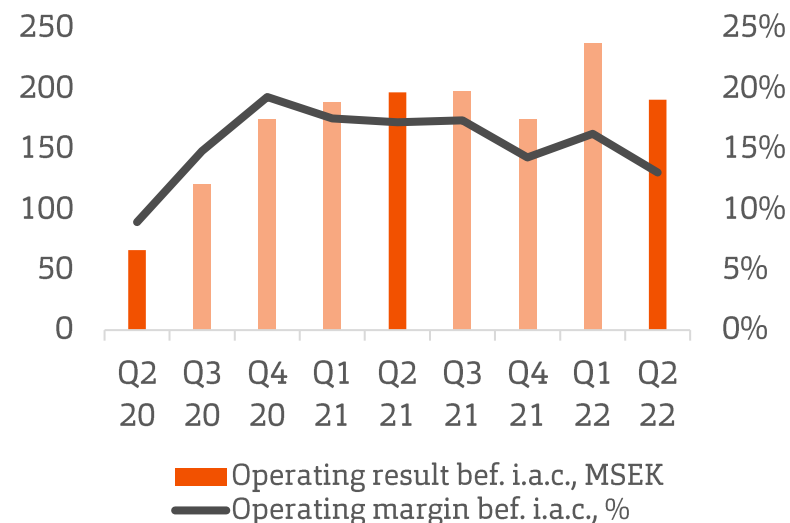
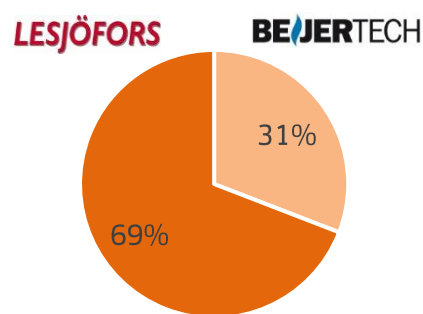
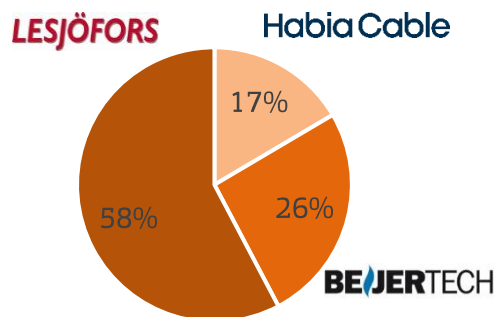
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Continued growth in Q2

- Order bookings increased by 22% to MSEK 1,437, organically -1%
- Net revenue increased by 29% to MSEK 1,461, organically +3%.
- Operating result before items affecting comparability was MSEK 190 (197), operating margin 13.0% (17.3)



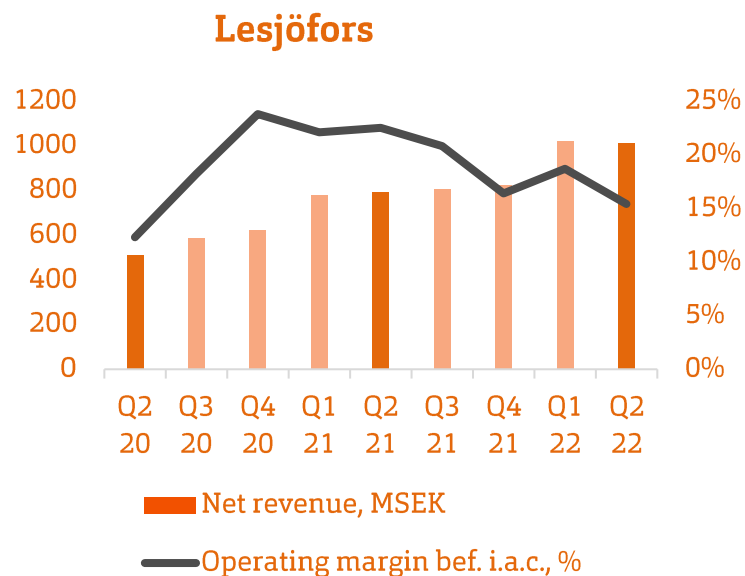
Share of net revenue, Q2 2022



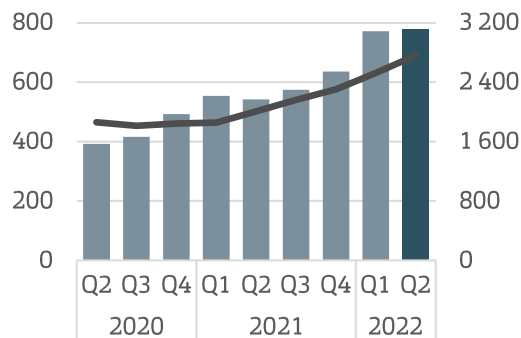
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Lesjöfors – Q2 2022

- Order bookings increased by 20% to MSEK 976
- Net revenue increased by 28% to MSEK 1,010, organically -1%
 - Industry increased by 44% to MSEK 777
 - Chassis springs decreased by -7% to MSEK 233
- Operating result before items affecting comparability MSEK 156 (179)

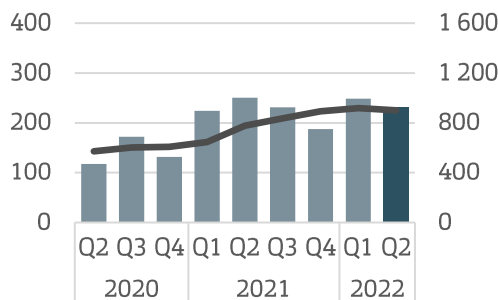


Industry – net revenue, MSEK

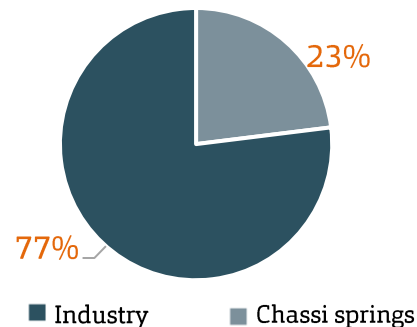


Net revenue, MSEK ■ Quarter — Rolling 12 months

Chassis springs – net revenue, MSEK



Share of net revenue, Q2 2022

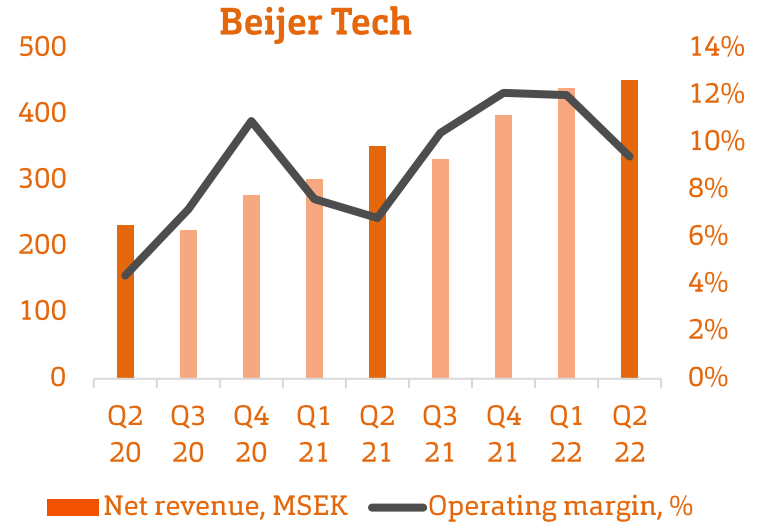


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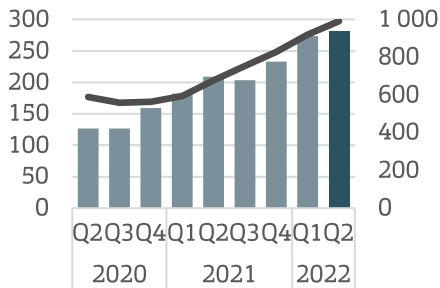
i.a.c.=items affecting comparability

Beijer Tech – Q2 2022

- Order bookings increased by 28 % to MSEK 461
- Net revenue increased by 28% to MSEK 451, organically +14%
 - Industrial products increased by 35% to MSEK 281
 - Fluid technology increased by 19 % to MSEK 170
- Operating result amounted to MSEK 42 (24)



Industrial products, - net revenue, MSEK

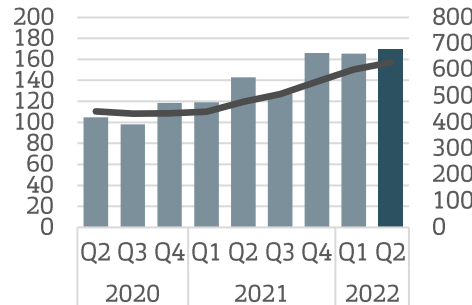


Net revenue, MSEK

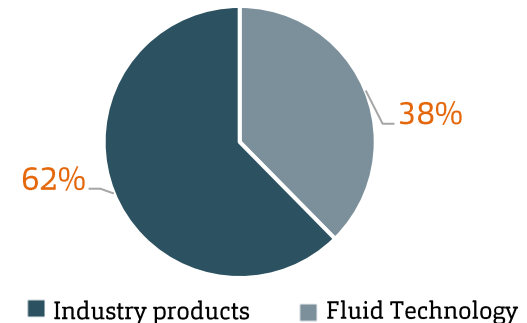
Quarter

Rolling 12 months

Fluid technology - net revenue, MSEK



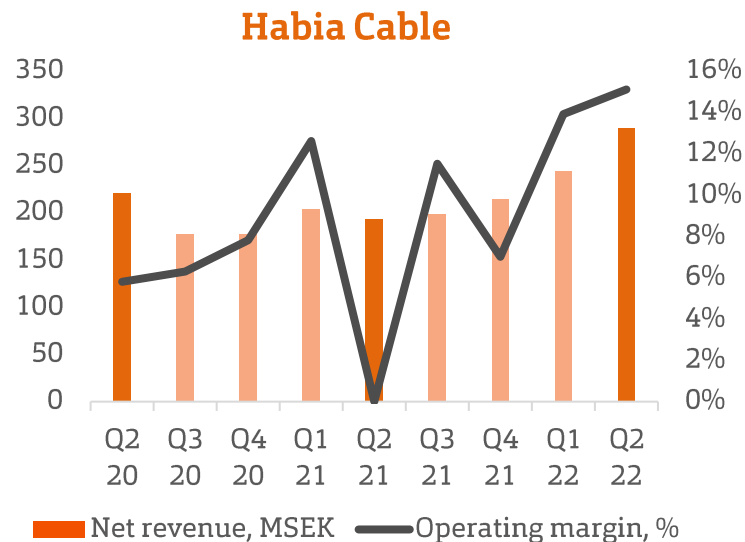
Share of net revenue, Q2 2022



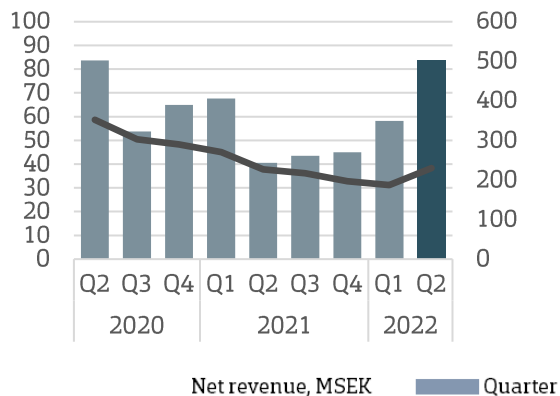
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Habia Cable – Q2 2022

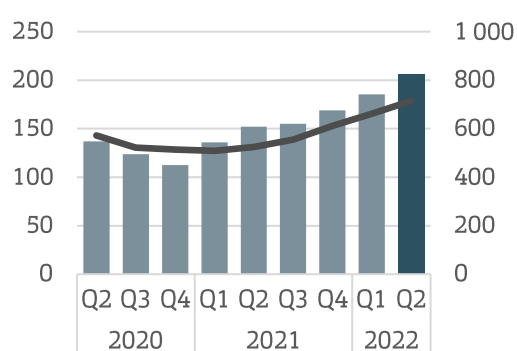
- Order bookings increased by 7% to MSEK 260
- Net revenue increased by 50% to MSEK 289, organically, adjusted for currency effects +45%
- Habia Cable operating result amounted to MSEK 44 (0)



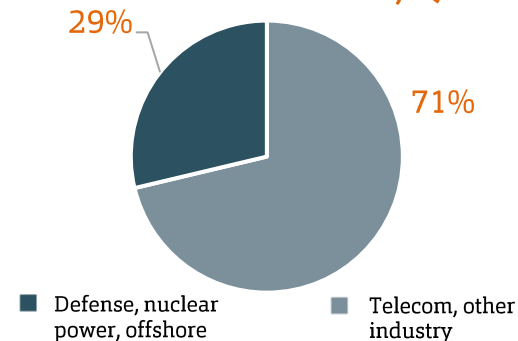
Defense, nuclear power and offshore – net revenue, MSEK



Telecom and Other industry – net revenue, MSEK



Share of net revenue, Q2 2022



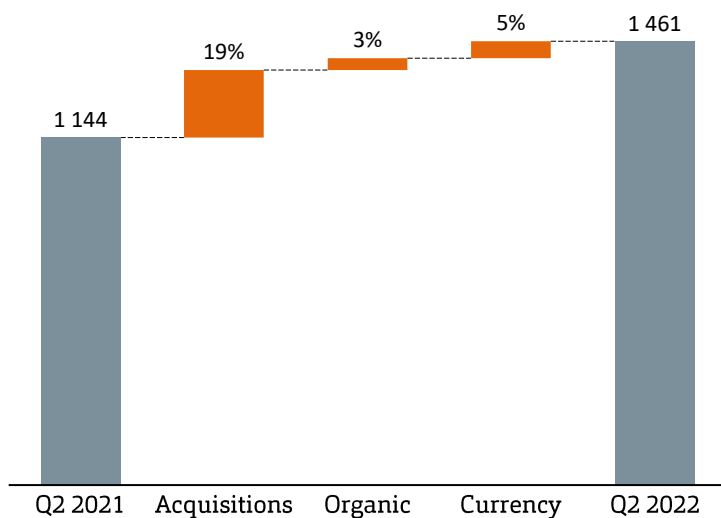
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Financials

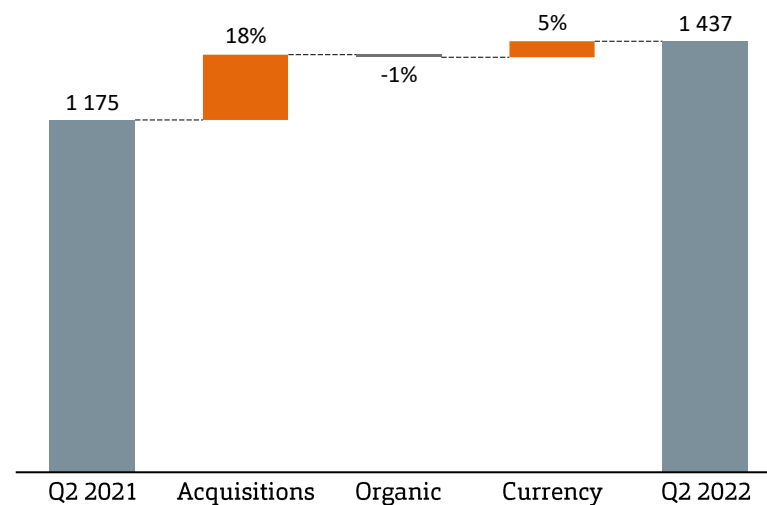


Order bookings and net revenue*, Q2

Net revenue, MSEK



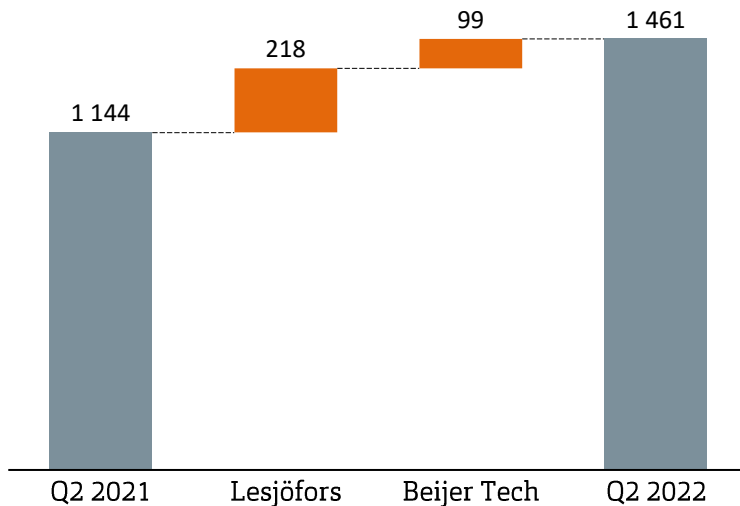
Order bookings, MSEK



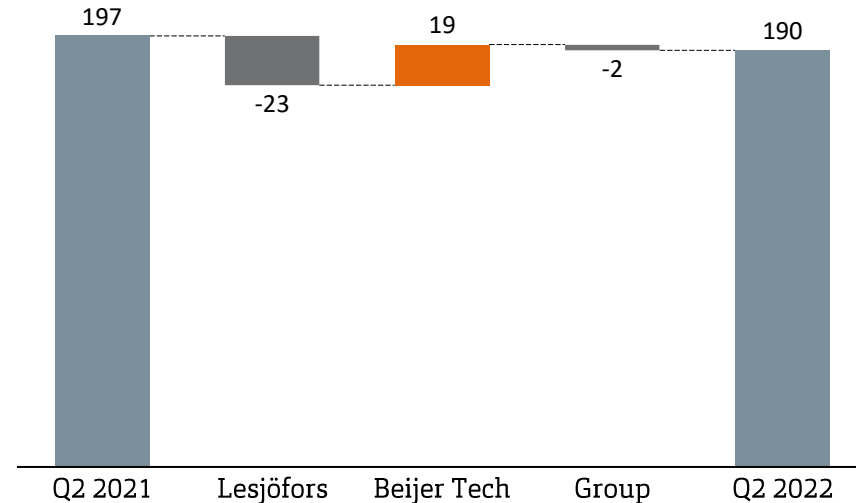
*Excluding Discontinued operations

Net revenue and operating result* – segments, Q2

Segments (as reported) net revenue, MSEK



Segments (as reported) operating result, MSEK



*Excluding Discontinued operations

Key ratios

	Q2 2022	Q2 2021	Change %	Q2 2022 LTM	2021 Full year
Net revenue, MSEK	1,461	1,135	29	5,303	4,596
Operating result before i.a.c., MSEK	190	196	-3	799	757
Operating result bef. i.a.c. margin, %	13	17	-	15	17
Operating result, MSEK	190	197	-3	729	712
Operating margin %	13	17	-	14	16
Profit after net financial items, MSEK	189	188	1	709	687
Cash flow after capital expenditures excl acquisitions, MSEK	216	144	46	-	560
Equity ratio %	43	51	-	43	45
Net debt, MSEK	1,677	699		1,677	1,324
Net debt/equity ratio , %	60	27	124	52	46
Cash and cash equivalents , including unused credit facilities, MSEK	1,812	1,313	-	1,812	1,380

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

Events after the quarter

July 5,

Habia Cable, agreement to divest to HEW-KABEL Holding GmbH, a specialty cable company

July 8,

Acquisition of John Evans' Sons, USA, finalized

Habia Cable

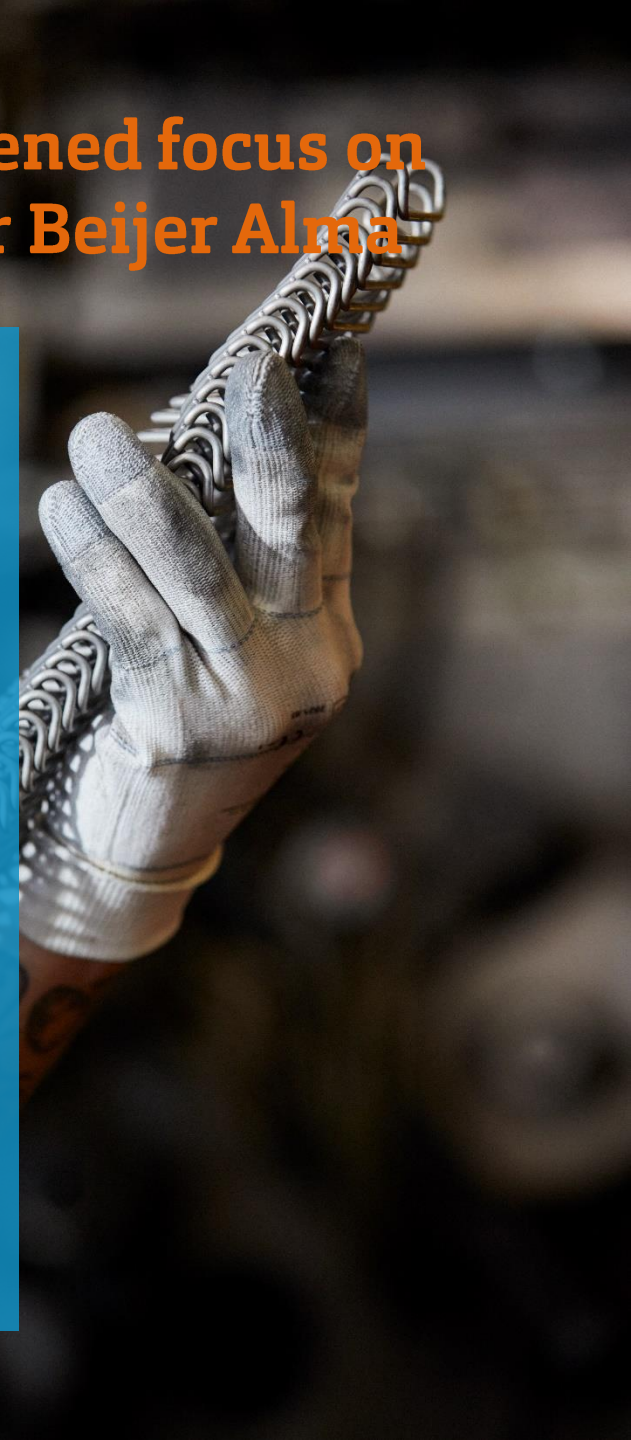
JOHN
EVANS'
SONS



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Divestment of Habia Cable – strengthened focus on profitable growth and acquisitions for Beijer Alma

- Following the strategic review initiated in February 2022, Beijer Alma has entered into an agreement to divest Habia Cable to HEW-KABEL
- Through the capital gain of approx. SEK 340 million, Beijer Alma will lower its net debt and strengthen its financial profile to ensure continued room for value creation through investments and acquisitions within both Lesjöfors and Beijer Tech
 - Strategic add-ons in Lesjöfors such as John Evans' Sons
 - Add-ons and new attractive industrial niches in Beijer Tech
- The transaction is expected to be completed during the third quarter 2022 and is subject to customary terms and conditions



John Evans' Sons – Americas oldest spring maker

**JOHN
EVANS'
SONS**

JES in brief and transaction highlights

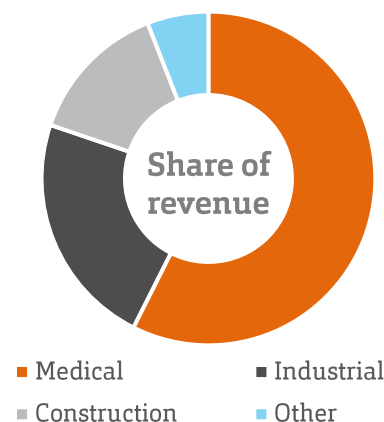
- John Evans' Sons was founded in 1850 and is a leading US spring manufacturer with high engineering capacity and skilled employees
- HQ and production in Lansdale, Pennsylvania, relatively close to Lesjöfors' other US subsidiaries
- The company has a diversified customer base with long customer relationships and an attractive end-market split
- Mainly focused on constant force springs, which complements Lesjöfors well
- Through the acquisition, Lesjöfors strengthens its position within the medical segment and builds further scale in the US

Snapshot

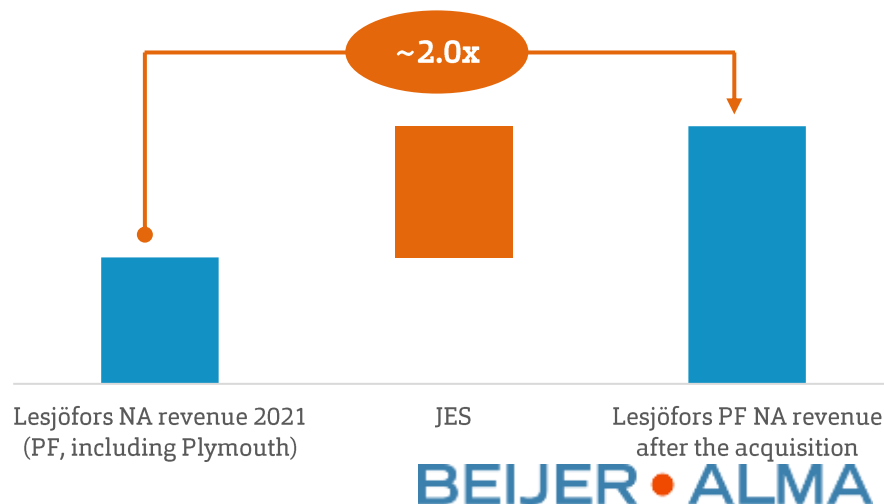


Note: 1) 2022E.

Attractive end-market split



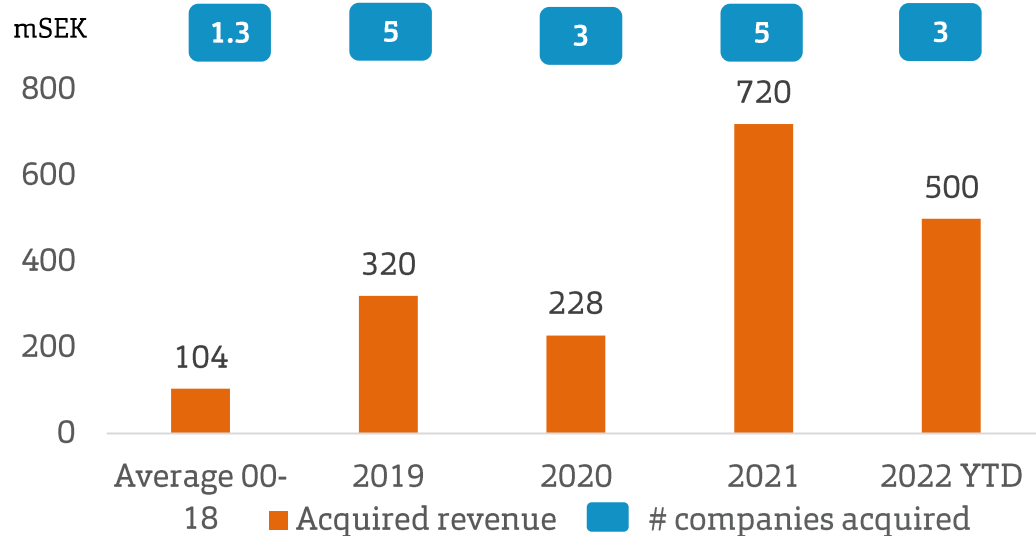
Significantly increased scale in North America



Increased growth from acquisitions

16 acquisitions since 2019

- 11 acquisitions in Beijer Tech
- 5 in Lesjöfors



Companies acquired 2019-YTD



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A photograph of a technician in a black long-sleeved shirt and blue jeans, kneeling and working on a server rack. The technician is reaching into the rack, touching a green circuit board. The rack is filled with various electronic components, including circuit boards, cables, and connectors. The left side of the image is covered by a semi-transparent orange overlay. The text "Concluding remarks" is written in white, sans-serif font across the middle of the image, partially obscured by the orange overlay.

Concluding remarks

Conclusions Q2 2022

Demand stable and favorable, but varied across geographies

Growth from acquisitions

Price increases offset cost increases

Discontinued business to Russia impacted growth and earnings

Acquisition in the US to strengthen position and build further scale

Divestment of Habia Cable gives strength for future acquisitions

A welder wearing a grey protective suit and gloves is working on a metal structure. The background is a bright, glowing orange, suggesting a high-temperature environment like a furnace or a welding process. The welder's hands are visible, holding a tool or electrode. The overall scene is industrial and focused on the craft of welding.

Q&A