



BEIJER • ALMA

Q3 - 2022

October 27, 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 and Beijer Tech – specialize in component manufacturing and industrial trading

Habia Cable – custom designed cable solutions – divested 14<sup>th</sup> October 2022



Henrik Perbeck  
President and CEO



Johan Dufvenmark  
CFO



# Beijer Alma Q3 - 22



BEIJER • ALMA

# CEO comments

*Continued growth despite varying demand in an uncertain economic climate*

- Generally, demands remains favorable, variations between geographic regions and customer segments
- Inflation continued to fuel cost increases, offset by price increases. Supply chains increasingly stabilized
- **Lesjöfors** - mixed demand, major variations between geographic regions and customer segments
  - Chassis Springs - volumes significantly lower, due to discontinuation of sales to Russia, but also lower in the Europe
  - Industrial Springs - the Nordics strongest region, also favorable in the North American market, whereas Asia and Central Europe facing a more uncertain economic situation
  - Alcomex, Plymouth Spring and John Evans' Sons all contributed profitable growth
- **Beijer Tech** - stable demand, particularly strong in Norway, profitable growth from recent acquisitions
- Acquisition of **John Evans' Sons** and **Telform**. **Habia Cable** divested in October

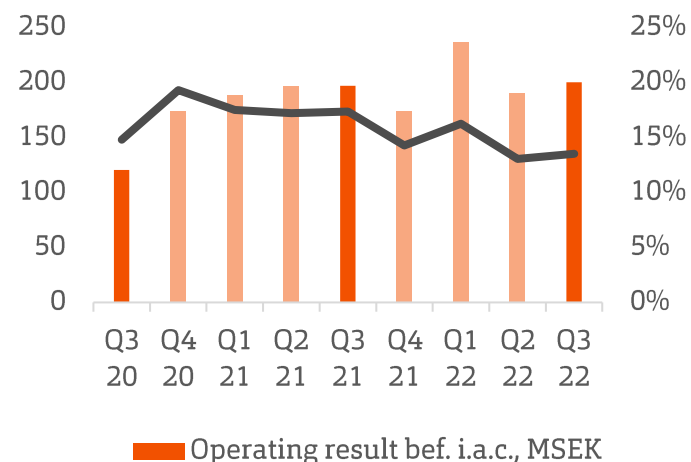
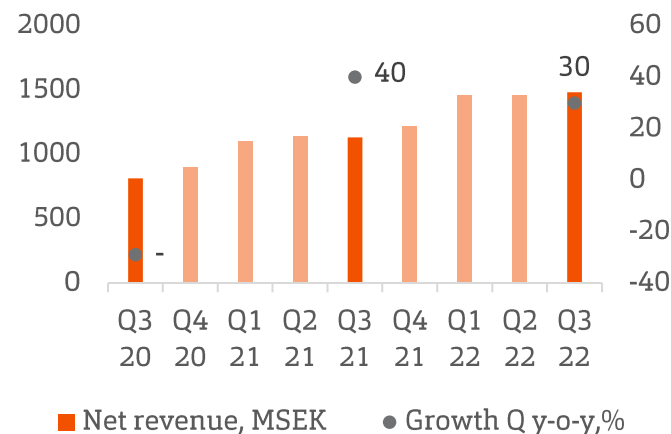


**BEIJER • ALMA**

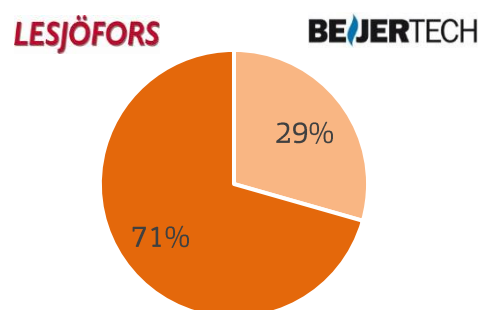
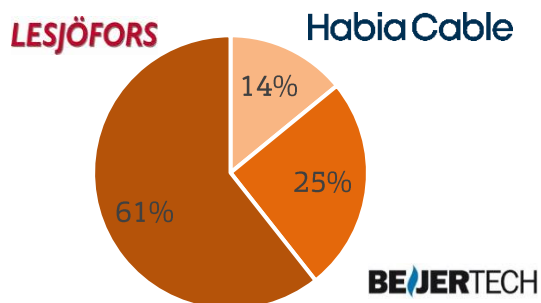
# Continued growth in Q3

## - excl. Habia Cable

- Order bookings increased by 22% to MSEK 1,377 (1,132) Organically -3%
- Net revenue increased by 31% to MSEK 1,483 (1,133) Organically +3%
- Operating result before items affecting comparability was MSEK 200 (197), operating margin 13.5% (17.4)
- Operating result was MSEK 200 (152), operating margin 13.5% (13.4)

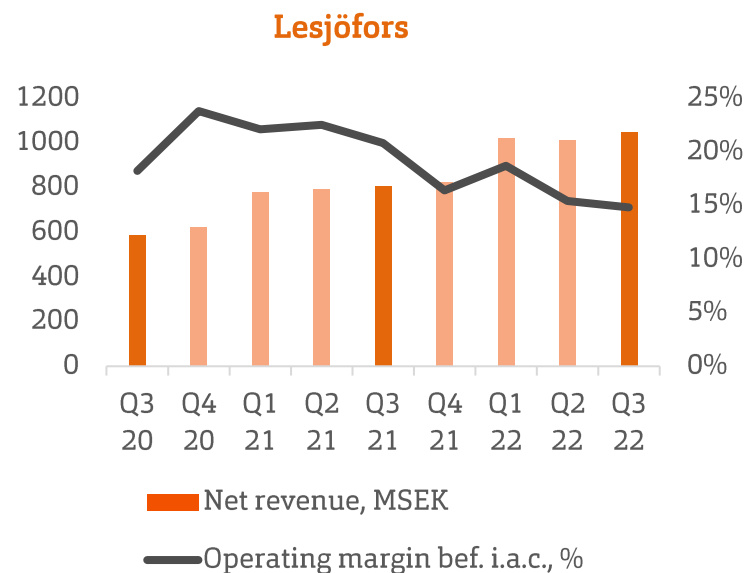


Share of net revenue, Q3 2022

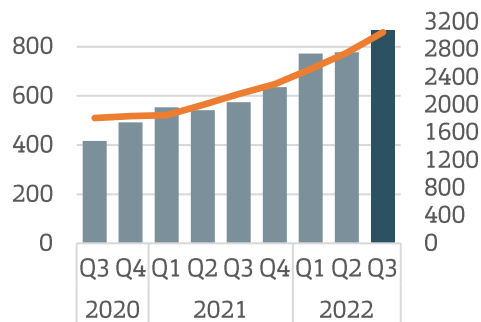


# Lesjöfors – Q3 2022

- Order bookings increased by 27% to MSEK 1,020 (804), organically -4%
- Net revenue increased by 30% to MSEK 1,045 (805) organically -4%
  - Industry increased by 51% to MSEK 869 (574)
  - Chassis springs decreased by -24% to MSEK 176 (231)
- Operating result before items affecting comparability MSEK 154 (167)

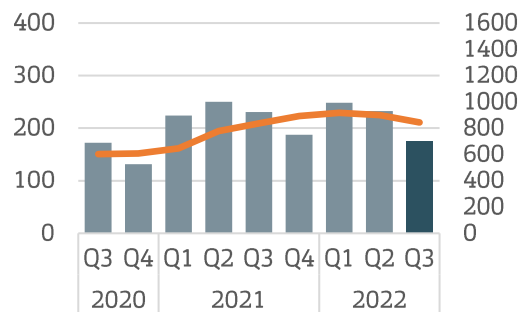


## Industry – net revenue, MSEK

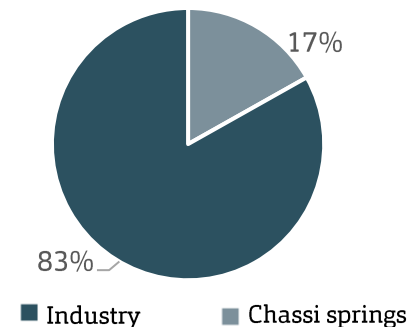


Net revenue, MSEK    ■ Quarter    — Rolling 12 months

## Chassis springs – net revenue, MSEK



## Share of net revenue, Q3 2022

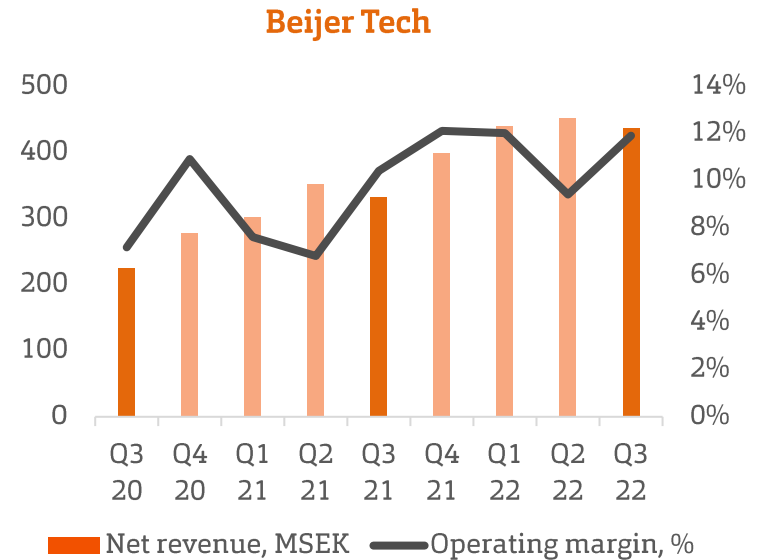


**BEIJER • ALMA**

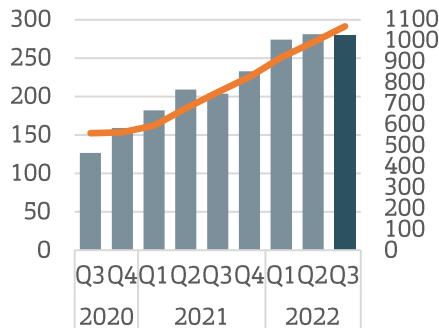
i.a.c.=items affecting comparability

# Beijer Tech – Q3 2022

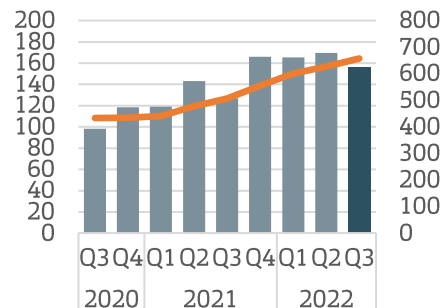
- Order bookings increased by 9% to MSEK 357 (328), organically -2 %
- Net revenue increased by 32% to MSEK 436 (331), organically +19%
  - Industrial products increased by 37% to MSEK 279 (204)
  - Fluid technology increased by 24% to MSEK 157 (127)
- Operating result increased to MSEK 52 (34)



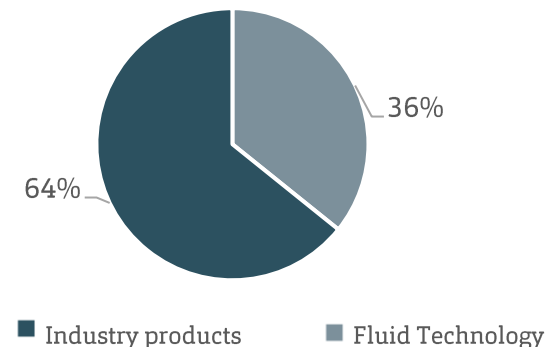
**Industrial products, - net revenue, MSEK**



**Fluid technology - net revenue, MSEK**



**Share of net revenue, Q3 2022**



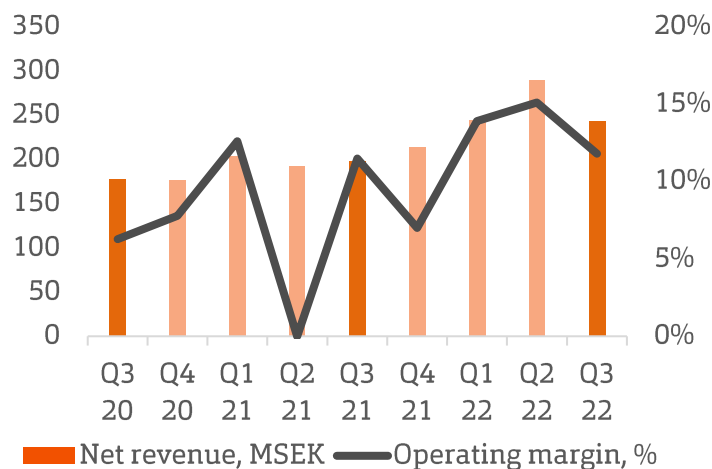
Net revenue, MSEK ■ Quarter — Rolling 12 months

**BEIJER • ALMA**

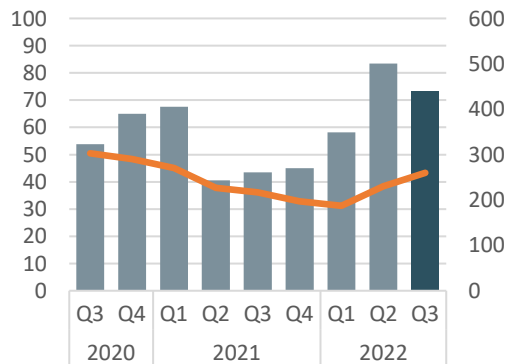
# Habia Cable – Q3 2022

- Order bookings increased by 14% to MSEK 261 (229), organically 8%
- Net revenue increased by 22% to MSEK 243 (199), organically, adjusted for currency effects + 17%
- Habia Cable operating result amounted to MSEK 29 (23)

Habia Cable

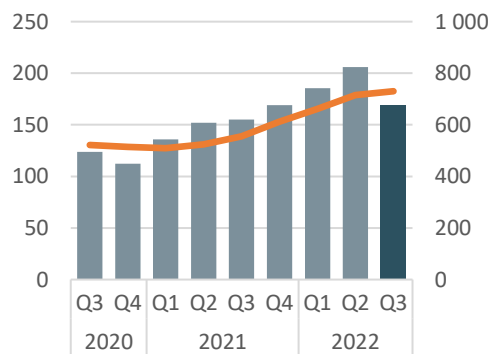


Defense, nuclear power and offshore – net revenue, MSEK

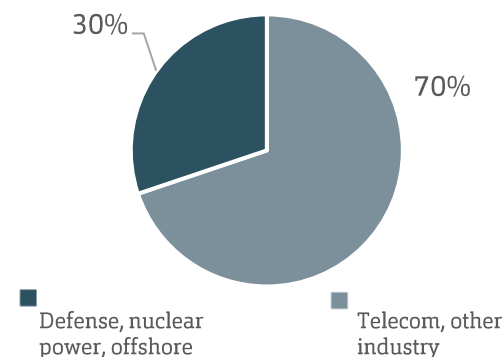


Net revenue, MSEK    Quarter    Rolling 12 months

Telecom and Other industry – net revenue, MSEK



Share of net revenue, Q3 2022



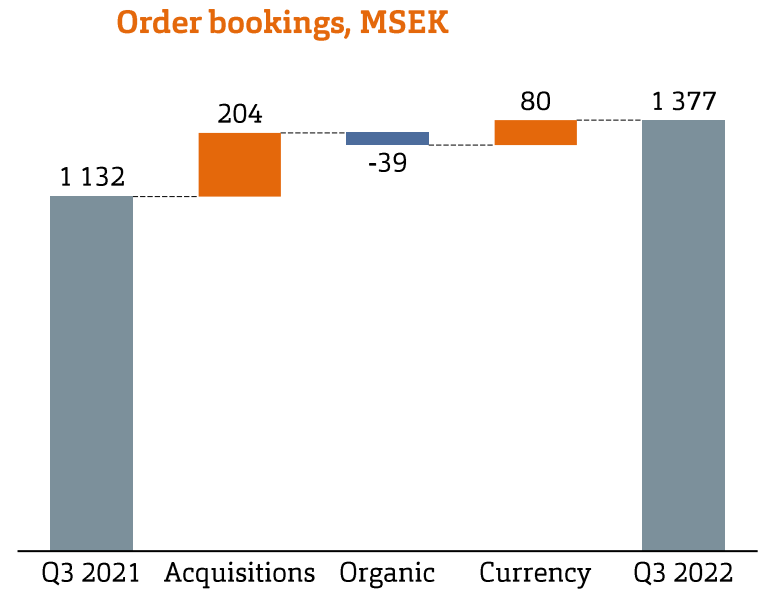
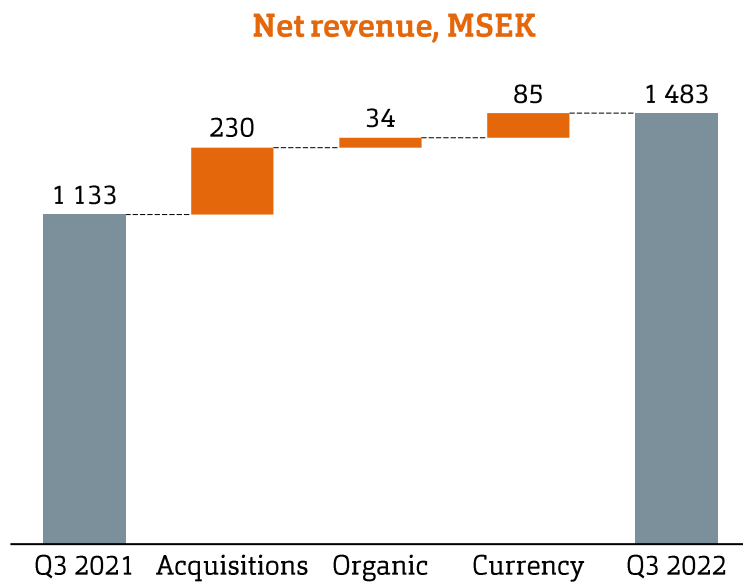
BEIJER • ALMA



# Financials

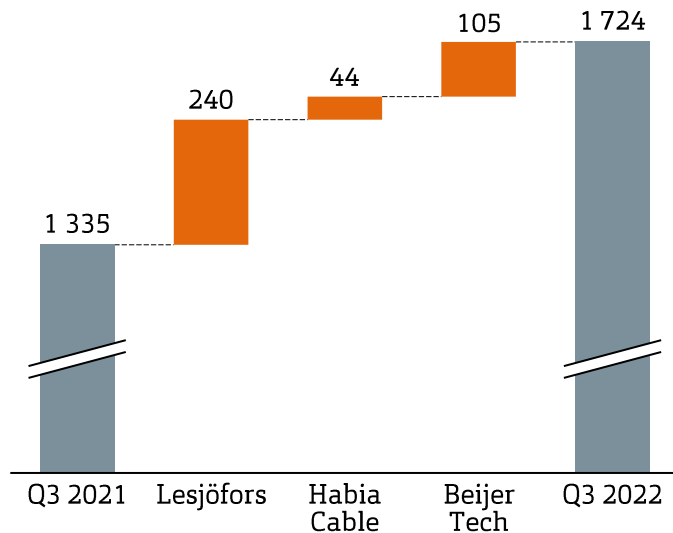


# Net revenue and order bookings, Q3

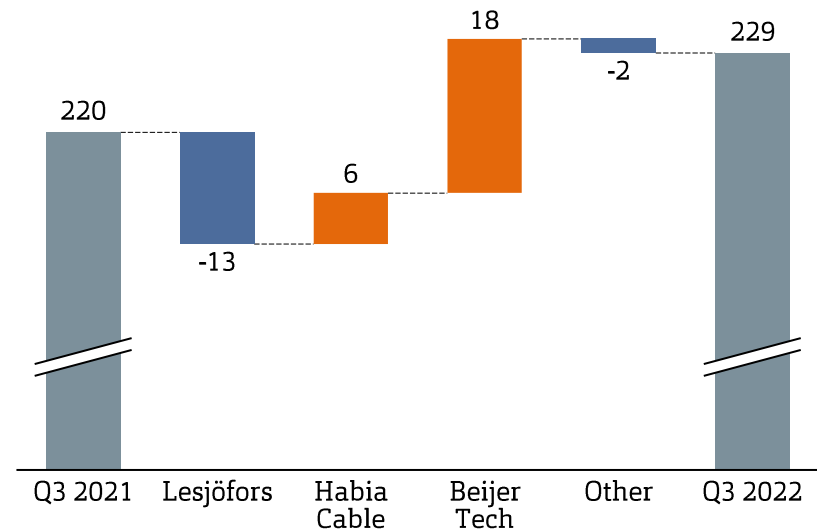


# Net revenue and operating profit – segments, Q3

Segments (as reported) net revenue, MSEK



Segments (as reported) operating profit\*, MSEK



\*before items affecting comparability

# Key ratios

	Q3 2022	Q3 2021	Change %	Q3 2022 LTM	2021 Full year
Net revenue, MSEK	1,483	1,133	31	5,653	4,596
Operating result before i.a.c., MSEK	200	197	2	802	757
Operating result bef. i.a.c. margin, %	13.5	17.4	-	13.7	15.5
Operating result, MSEK	200	152	32	777	712
Operating margin %	13.5	13.4	-	14.2	16.5
Profit after net financial items, MSEK	187	144	30	752	687
Cash flow after capital expenditures excl acquisitions, MSEK	93	219	-58	-	560
Equity ratio %	38	44	-	38	45
Net debt, MSEK	2,420	1,285	88	-	1,324
Net debt/equity ratio, %	74	48	-	74	46
Cash and cash equivalents, including unused credit facilities, MSEK	1,033	1,423	-	1,033	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

**October 6,**  
Closing of Lesjöfors' acquisition of the Turkish  
spring manufacturer, Telform

**October 14,**  
Divestment of Habia Cable to HEW-KABEL  
Holding GmbH completed



**Habia Cable**



**BEIJER • ALMA**

# Concluding remarks

A photograph of a technician in a black shirt and blue jeans kneeling in front of a server rack. The technician is reaching into the rack to adjust a component. The rack is filled with various electronic components, including circuit boards and cables. An orange semi-transparent overlay covers the left side of the image, and the text 'Concluding remarks' is written in white across the center.

# Conclusions Q3 2022

Demand overall favorable, but varied across geographies

Growth from acquisitions

Price increases offset cost increases

Acquisition in the US to strengthen position and build further scale

Acquisition in Turkey to expand customer base and production footprint in low-cost area

Divestment of Habia Cable gives strength for future acquisitions



A close-up photograph of a welder's hands wearing grey protective gloves, working on a metal structure. The welder is holding a thin metal rod, likely a welding torch or electrode, and is positioned near a red-painted metal component. The background is dark and out of focus, showing industrial equipment. The left side of the image is covered by a semi-transparent orange overlay. The text 'Q&A' is written in white on the orange overlay.

# Q&A





Thank you