

A person with dark hair, wearing a black long-sleeved shirt and dark pants, stands with their back to the camera between two large, coiled copper pipes. The pipes are made of a corrugated material and are held together by black straps. The setting appears to be a warehouse or industrial facility with a concrete floor and metal walls.

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Q1 - 2023

April 27, 2023

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



Henrik Perbeck
President and CEO



Johan Dufvenmark
CFO

Beijer Alma Q1 - 23

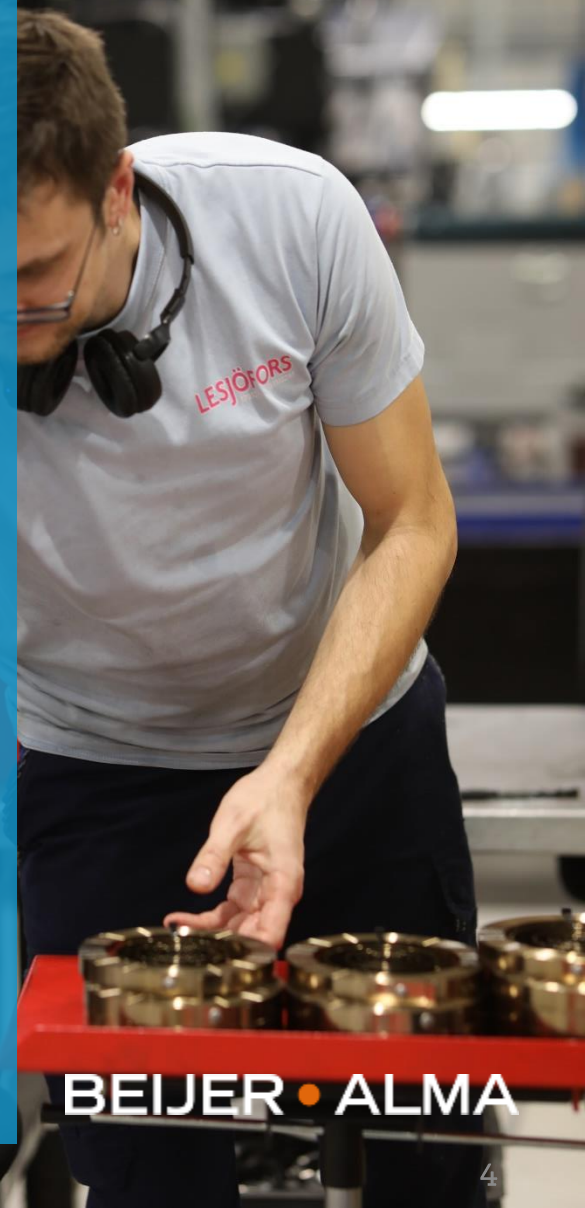


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CEO comments

Stable demand and acquisitive growth

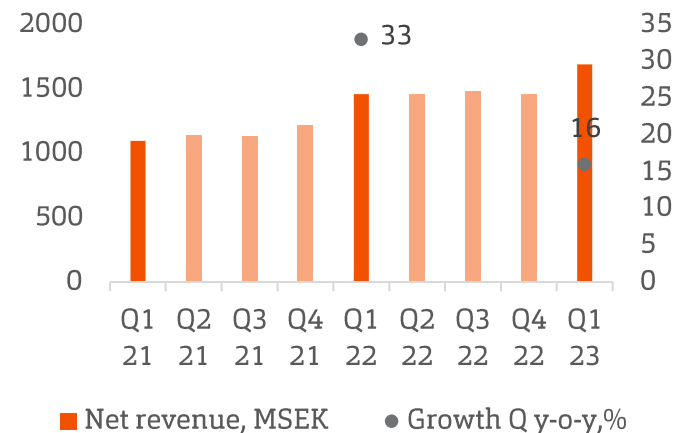
- Overall stable demand, varied within the Group's diversified customer base. The Nordics and North America stronger vs rest of Europe and Asia
- Actions to reduce inventory levels
- **Lesjöfors** – varied demands within geographies and customer segments.
 - *Chassis Springs*
Inventory reductions at customers, demand gradually increased
 - *Industrial Springs*
The Nordic and US strongest regions, slightly lower demands in Asia and Central Europe with varied demands within different customer segments
- **Beijer Tech** – favorable demand. Order bookings increased sharply, thanks to new projects but also broad demand in Norway and Sweden
- Renewed and secured robust financing to support the Group's growth strategy
- Two acquisitions completed in the quarter
 - Amatec in Lesjöfors
 - Botek in Beijer Tech
- Tollman Spring Company Inc, acquired in April



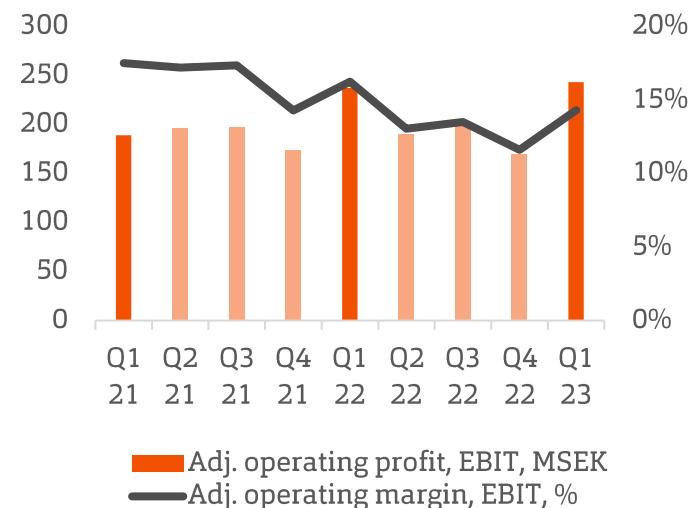
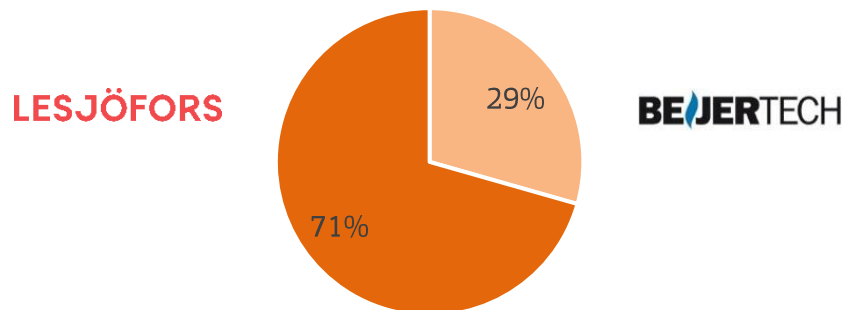
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Continued growth in Q1 2023

- Order bookings increased by 25% to MSEK 1,808 (1,440), organically 8%
- Net revenue increased by 16% to MSEK 1,693 (1,460), organically 0%
- Operating profit was MSEK 243 (237), operating margin 14.3% (16.3)

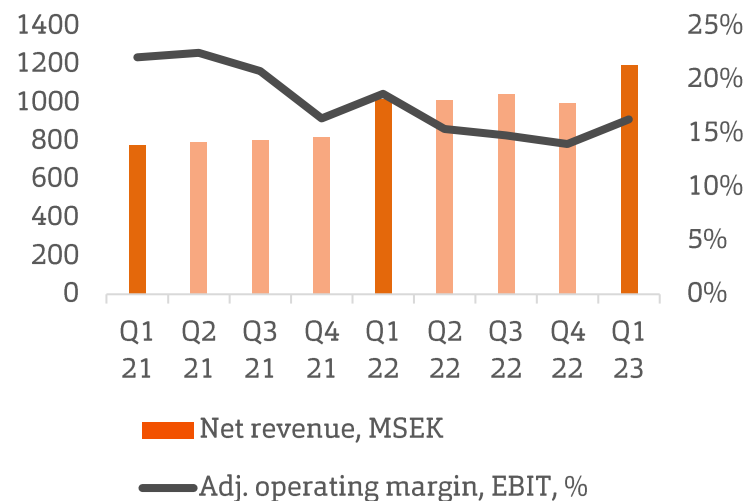


Share of net revenue, Q1 2023

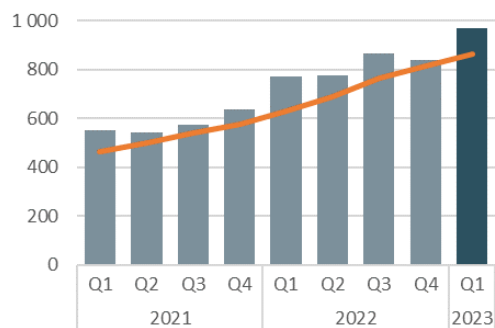


Lesjöfors – Q1 2023

- Order bookings increased by 22% to MSEK 1,225 (1,007)
- Net revenue increased by 18% to MSEK 1,195 (1,021), organically -2%
 - Industry increased by 25% to MSEK 969 (772)
 - Chassis springs decreased by -9% to MSEK 227 (249)
- Adjusted operating profit MSEK 194 (191)

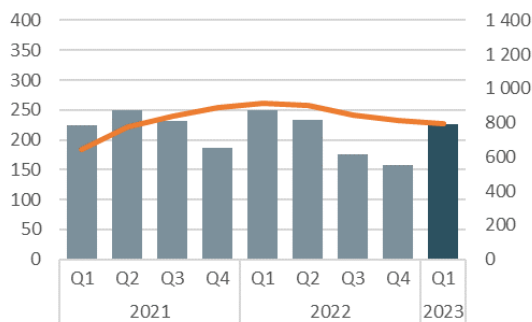


Industry
– net revenue, MSEK

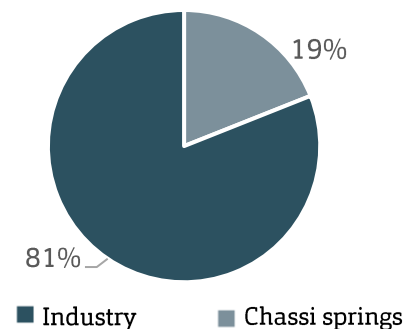


Net revenue, MSEK ■ Quarter — Rolling 12 months

Chassis springs
– net revenue, MSEK



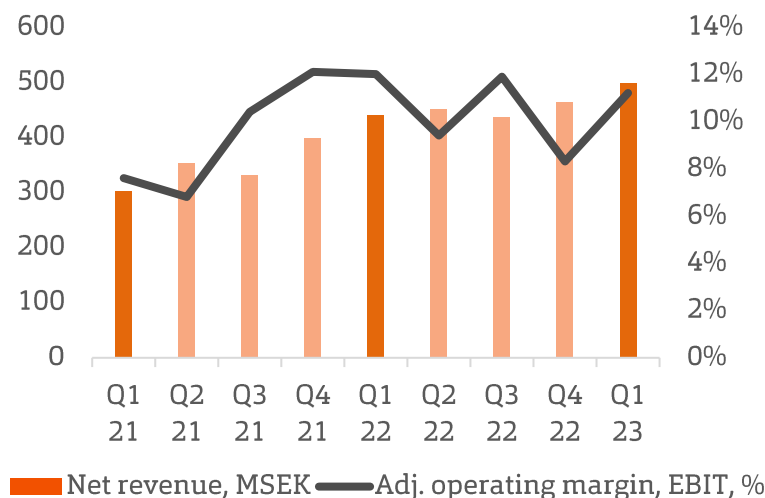
Share of net revenue, Q1 2023



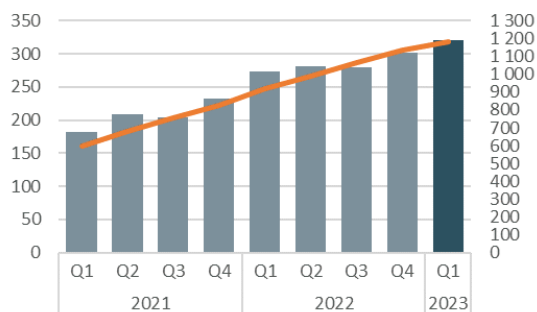
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Beijer Tech – Q1 2023

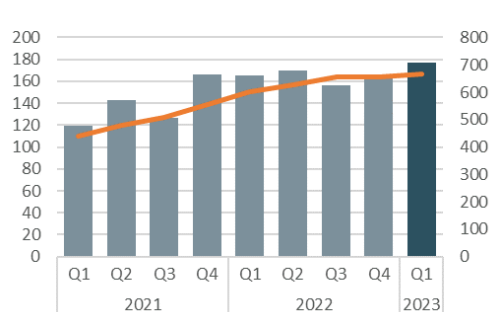
- Order bookings increased by 35% to MSEK 583 (433)
- Net revenue increased by 13% to MSEK 498 (439), organically 5%
 - Industrial products increased by 17% to MSEK 320 (274)
 - Fluid technology increased by 7% to MSEK 177 (165)
- Operating profit increased to MSEK 56 (53)



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

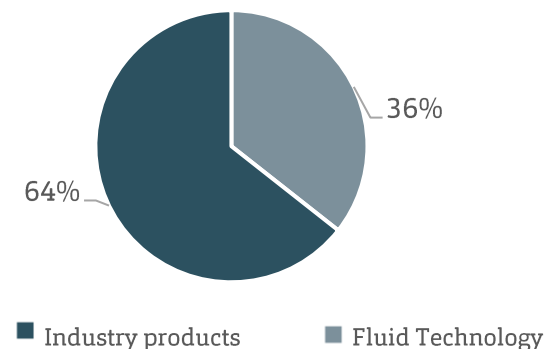


**Fluid technology,
- net revenue, MSEK**



Net revenue, MSEK Quarter Rolling 12 months

Share of net revenue, Q1 2023



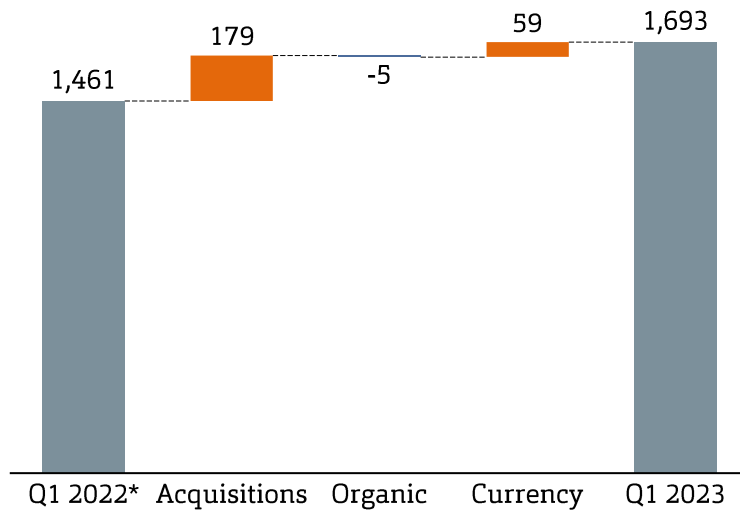
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Financials

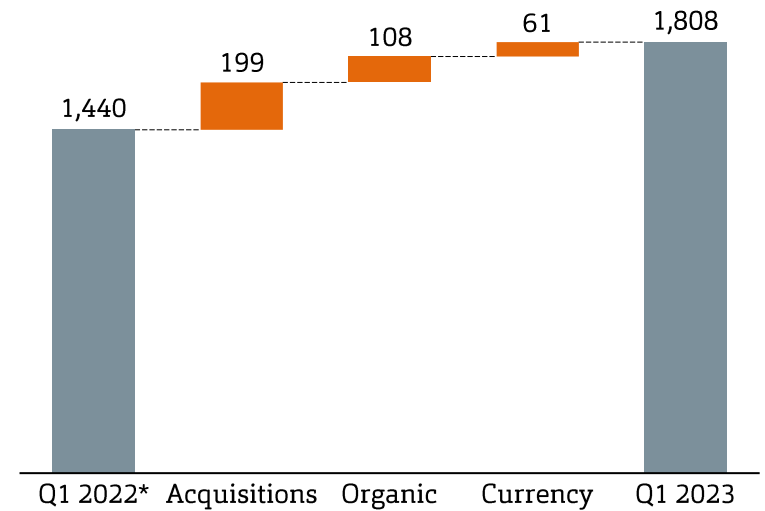


Net revenue and order bookings, Q1

Net revenue, MSEK



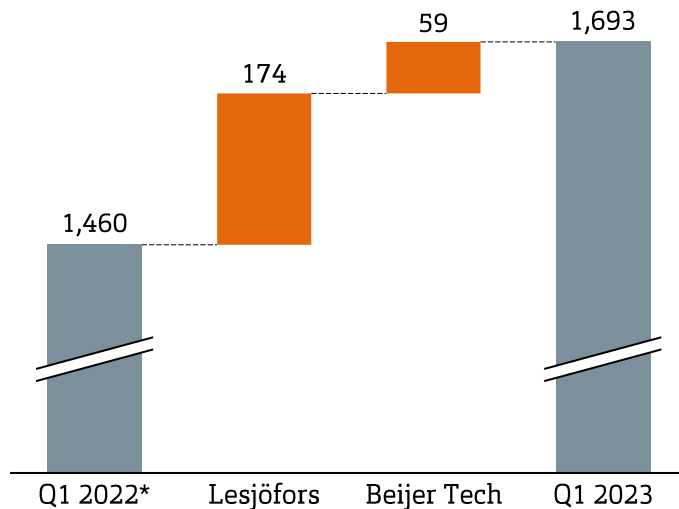
Order bookings, MSEK



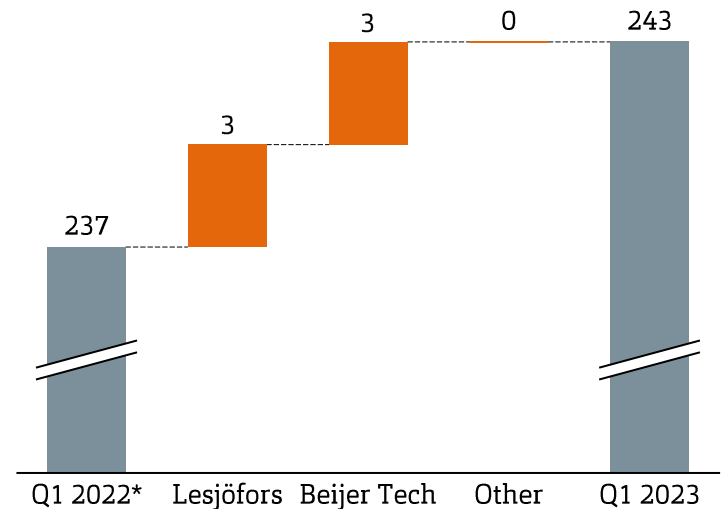
*Excluding Habia Cable

Net revenue and adjusted operating profit – segments, Q1

Net revenue, MSEK



Adjusted operating profit, EBIT, MSEK



*Excluding Habia Cable

Key ratios

	Q1 2023	Q1 2022	Change %	Q1 2023 LTM	2022 Full year
Net revenue, MSEK	1,693	1,460	16.0	6,099	5,866
Adjusted operating profit, EBITA, MSEK	259	246	5.4	859	846
Adjusted operating margin, EBITA, %	15.3	16.8		14.1	14.4
Adjusted operating profit, EBIT, MSEK	243	237	2.2	803	798
Adjusted operating margin, EBIT, %	14.3	16.3		13.2	13.6
Profit after net financial items, EBT, MSEK	192	206	-6.9	690	704
Cash flow after capital expenditures excl acquisitions*, MSEK	-17	-145	-	-	316
Profit for the period, MSEK	149	184	-19.0	938	973
Equity ratio, %	40.4	39.5	-	-	44.4
Net debt, MSEK	2,136	1,691	26.3	-	1,833
Net debt/equity ratio, %	53.3	59.6	-	-	44.6

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

* Includes divested operations, but excludes capital gain

Events after the quarter

April 14th 2023

Lesjöfors acquired all shares in **Tollman Spring Company** Inc, Bristol, Connecticut, USA

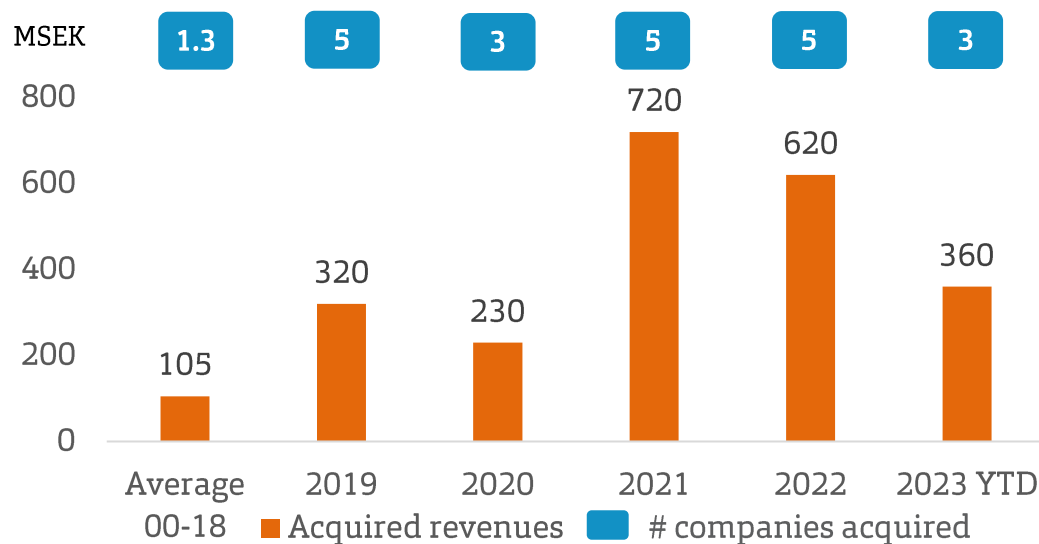


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Increased growth from acquisitions

21 acquisitions since 2019

- 13 acquisitions in Beijer Tech
- 8 in Lesjöfors



Companies acquired 2019-YTD



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.



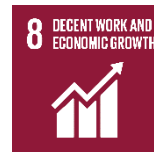
3

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.



Accelerating our sustainability focus – delivering on 2019-2023 ambition

1. SOUND BUSINESS ETHICS WITH SOCIAL COMMITMENT

PERFORMANCE MEASURES	Target	Progress vs base	2022	2021	Base (2018)
Participation in the Groups' Business ethics training	Continuous increase	Increase	1030	954	N/A

2. MORE EFFICIENT USE OF RESOURCES

PERFORMANCE MEASURES	Target	Progress vs base	2022	2021	Base (2018)
Energy consumption in relation to revenue (MWh/Mkr)	-10% by 2023	-25%	11,7	12,8	15,6
Waste recycled or reused as materials or energy (%)	95% by 2023	<95%	87%	87%	90%
Generated waste in relation to revenue (ton/Mkr)	Continuous reduce	-13%	1,04	1,06	1,19

3. REDUCE CLIMATE IMPACT

PERFORMANCE MEASURES	Target	Progress vs base	2022	2021	Base (2018)
Carbon dioxide emission from energy in relation to revenue (ton CO2/Mkr)	-25% by 2023	-41%	2,27	2,44	3,89
Carbon dioxide emission from scope 1 & 2 (ton CO2)	Continuous reduce	-17%	14 300	12 300	17 100
Carbon dioxide emission from scope 1 (ton CO2)	Continuous reduce	14%	4 400	3 000	3 800
Carbon dioxide emission from scope 2 (ton CO2)	Continuous reduce	-25%	9 900	9 300	13 300
Estimated carbon dioxide emission from scope 3 - raw material (ton CO2)	Continuous reduce	N/A	150 000	120 000	N/A

4. SAFE AND STIMULATION WORK ENVIRONMENT

PERFORMANCE MEASURES	Target	Progress vs base	2022	2021	Base (2018)
Frequency accidents in relation to 200.000 working hours	Zero vision	Decrease	1,5	2,7	4,0
Share of female employees in Company Management Teams (%)	Improve gender distribution at every level	Increase	26%	23%	24%
Share of female employees (%)	Improve gender distribution at every level	Stable	30%	27%	31%

Broadening our ESG approach in 2023

increased responsibility throughout the value chain

1 **Sound business ethics with social commitment** – zero tolerance for corruption or anti-competitive practices. Involvement in the communities where we have operations. *Business Partners Code of Conduct Principles and Due Diligence*



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. *Full value chain perspective*



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



5 **Innovate with sustainability in mind** - low carbon products and services with *life cycle perspective in the design process*



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 Q1 2023

Demand stable but varied across customers and regions

Growth from acquisitions

Strong order intake especially in the Nordics and in Beijer Tech


Renewed and secured robust financing to support the Group's growth strategy

Two new acquisitions in the new year

Amatec in Lesjöfors

Botek in Beijer Tech

Acquisition of Tollman Spring after the quarter

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



Thank you