



BEIJER • ALMA

Q3 - 2023

October 26, 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 Q3 - 23

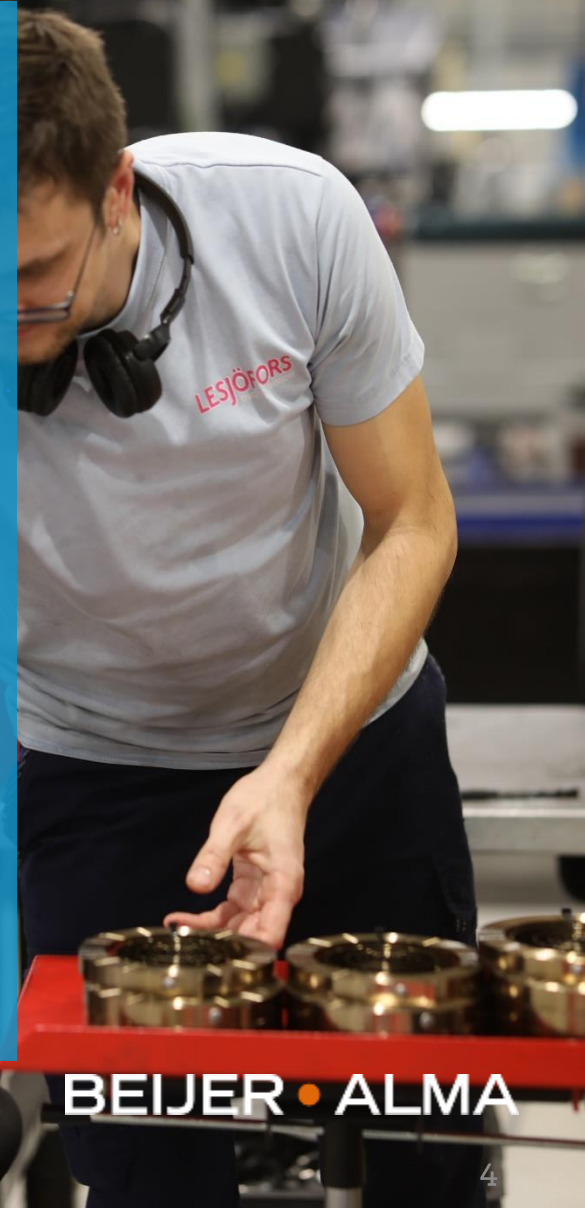


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CEO comments

Strong cash flow and acquisition-driven growth, with lower volumes in industrial segments

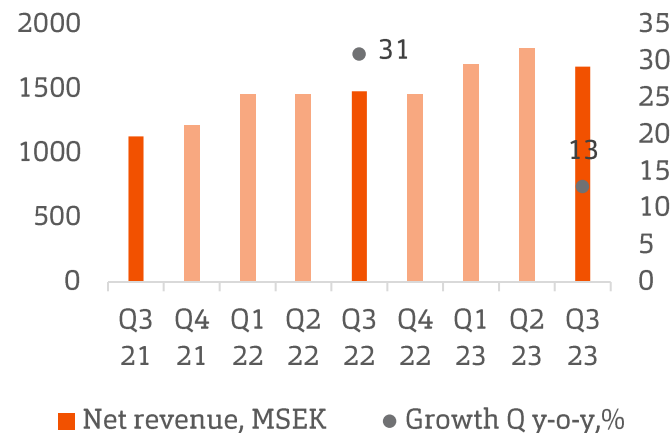
- Growth from acquisitions
- Varied demand across diversified customer base
- Lower volumes in industrial segments, while other segments posted good growth
- Savings and restructuring measures in certain operations to improve margins
- Cash flow remained strong
- **Lesjöfors – mixed demand**
 - Chassis Springs posted strong growth with high volumes
 - Within Industrial Springs demand decreased in Nordics, US and Asia. In Europe, UK grew whereas lower volumes lead to margin pressure in central Europe
 - Medtech strong demand, whereas construction and automotive manufacturing weaker
- **Beijer Tech** – stable demand with order bookings increasing organically
 - Industrial trading demand at favorable levels. Growth in niche markets, e.g., acquisitions Botek and Finn Lamex
- Operating environment remains uncertain, with a balance between growth and savings. Acquisition strategy is long term



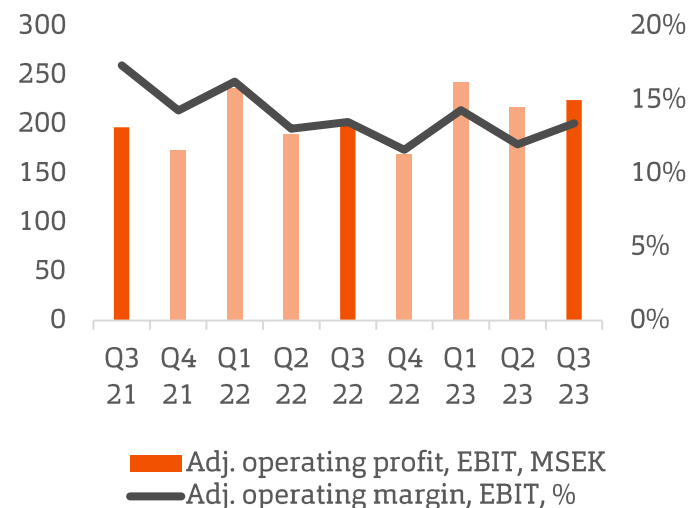
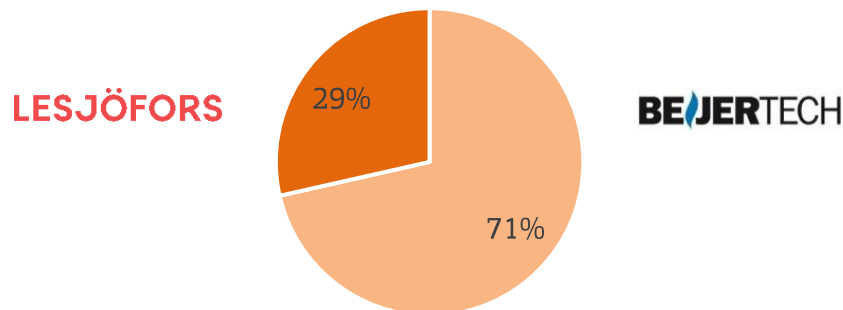
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Continued growth in Q3 2023

- Order bookings increased by 21% to MSEK 1,666 (1,377), organically -1%
- Net revenue increased by 13% to MSEK 1,676 (1,483), organically -5%
- Adjusted operating profit EBIT was MSEK 225 (200), operating margin 13.4% (13.5)

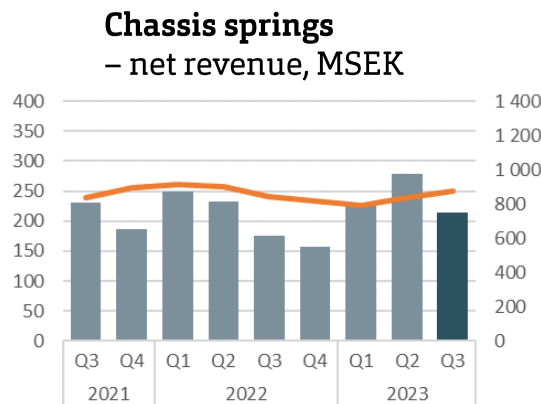
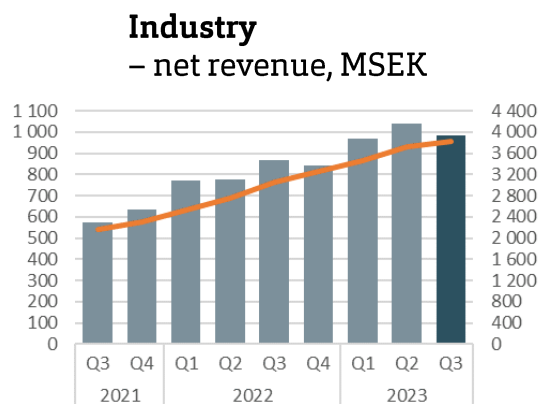
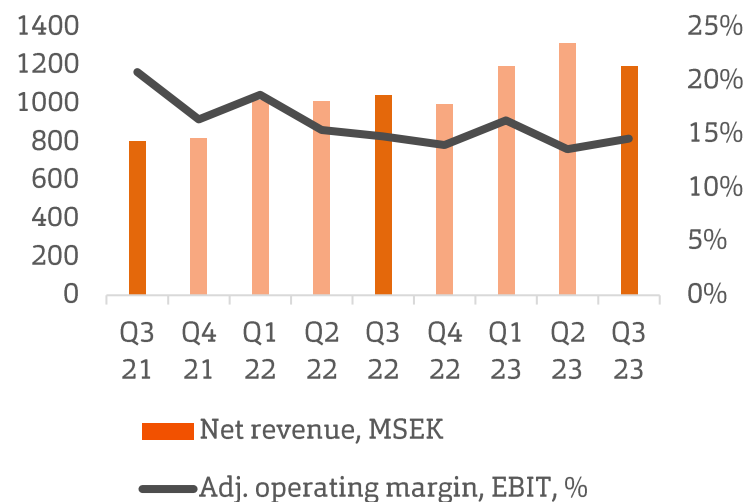


Share of net revenue, Q3 2023

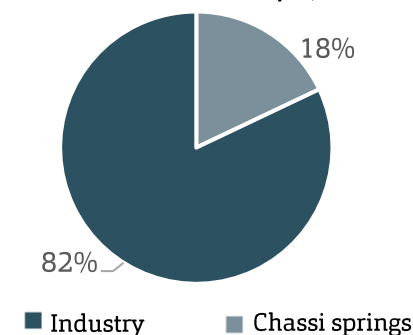


Lesjöfors – Q3 2023

- Order bookings increased by 18% to MSEK 1,202 (1,020), organically -4%
- Net revenue increased by 15% to MSEK 1,197 (1,045), organically -6%
 - Industry increased by 13% to MSEK 983 (869)
 - Chassis springs increased by 22% to MSEK 215 (176)
- Adjusted operating profit EBIT increased to MSEK 175 (154)



Share of net revenue, Q3 2023

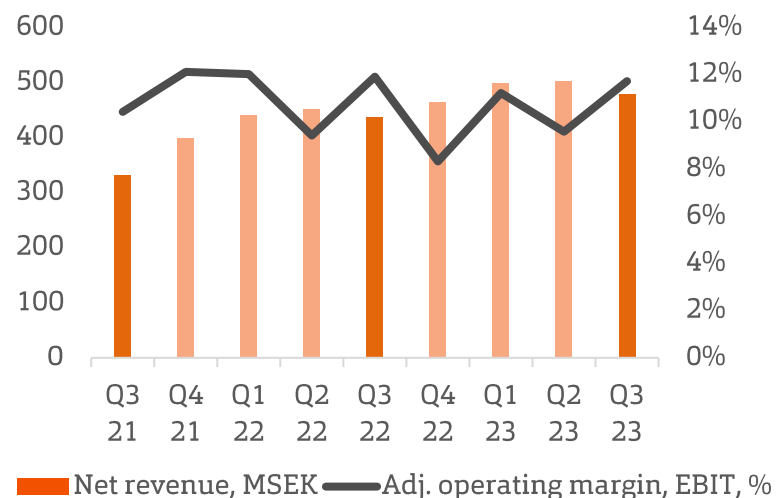


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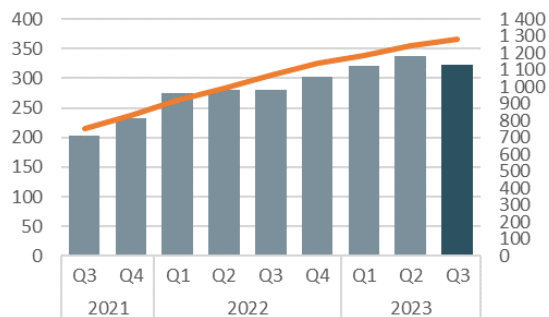
Net revenue, MSEK ■ Quarter ■ Rolling 12 months

Beijer Tech – Q3 2023

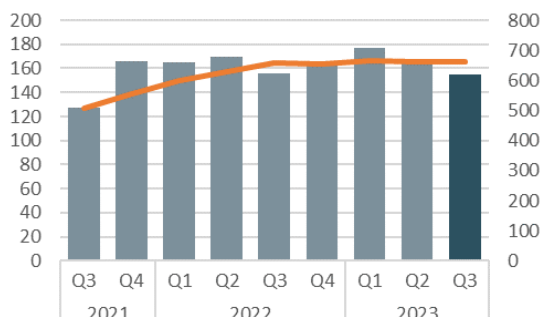
- Order bookings increased by 30% to MSEK 465 (357), organically 9%
- Net revenue increased by 10% to MSEK 478 (436), organically -4%
 - Industrial products increased by 16% to MSEK 323 (279)
 - Fluid technology decreased by -1% to MSEK 155 (157)
- Adjusted operating profit EBIT increased to MSEK 56 (52)



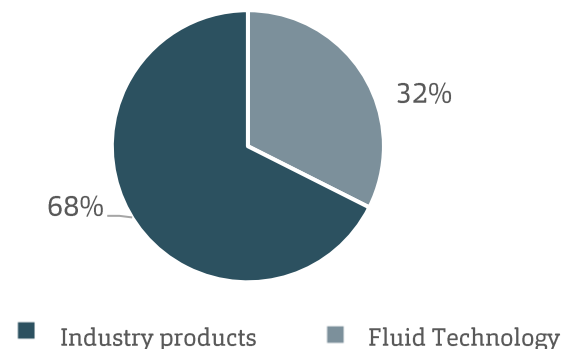
**Industrial products,
- net revenue, MSEK**



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



Share of net revenue, Q3 2023



Net revenue, MSEK Quarter Rolling 12 months

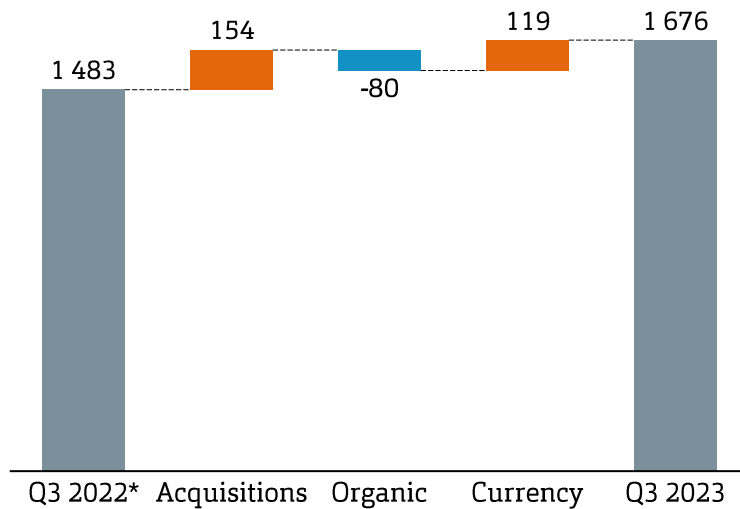
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Financials

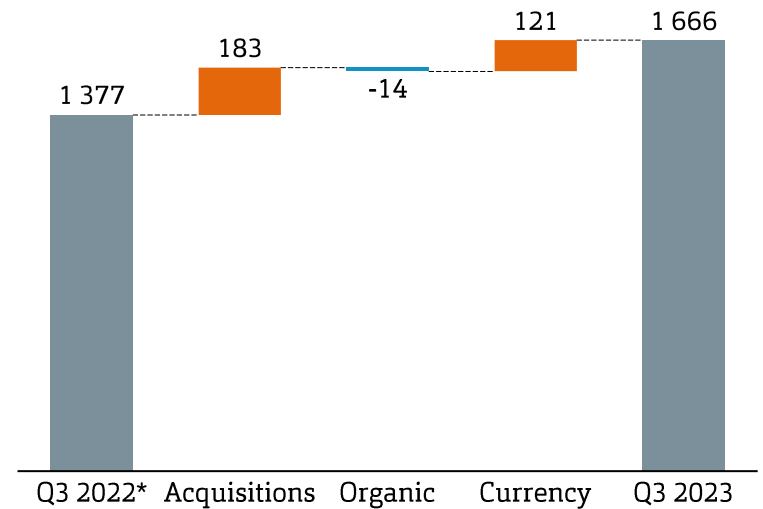


Net revenue and order bookings, Q3

Net revenue, MSEK

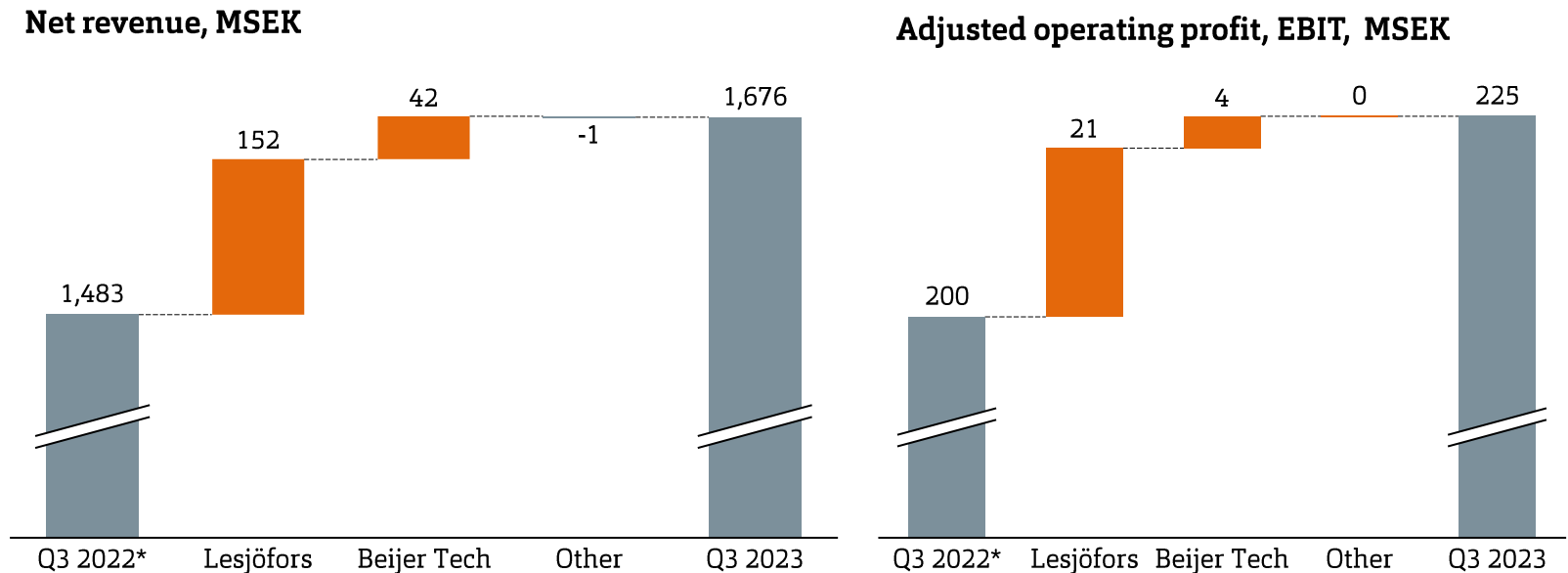


Order bookings, MSEK



*Excluding Habia Cable

Net revenue and adjusted operating profit – segments, Q3



*Excluding Habia Cable

Key ratios

	Q3 2023	Q3 2022	Change %	Q3 2023 LTM	2022 Full year
Net revenue, MSEK	1,676	1,483	13.0	6,650	5,866
Adjusted operating profit, EBITA, MSEK	245	214	14.5	927	846
Adjusted operating margin, EBITA, %	14.6	14.4		13.9	14.4
Adjusted operating profit, EBIT, MSEK	225	200	12.6	856	798
Adjusted operating margin, EBIT, %	13.4	13.5		12.9	13.6
Profit after net financial items, EBT, MSEK	211	187	13.2	693	704
Cash flow after capital expenditures excl acquisitions*, MSEK	293	93	-	-	316
Profit for the period, MSEK	164	166	-1.2	885	973
Equity ratio, %	42.1	37.8	-	-	44.4
Net debt, MSEK	2,288	2,420	-5.5	-	1,833
Net debt/equity ratio, %	59.2	74.3	-	-	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

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.

Concluding remarks

Conclusions Q3 2023

- Growth mainly from acquisitions
- Overall varied demand across customer segments
 - Nordics, US and Asia lower volumes in industry
 - UK posted growth
 - Central Europe actions to improve profitability
 - Growth within medical technology and Chassis springs
 - Continued good order intake in Beijer Tech, especially in niches with non-industrial trends
- Strong cash flow

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