



BEIJER • ALMA

Q2 – 2024

July 19, 2024

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

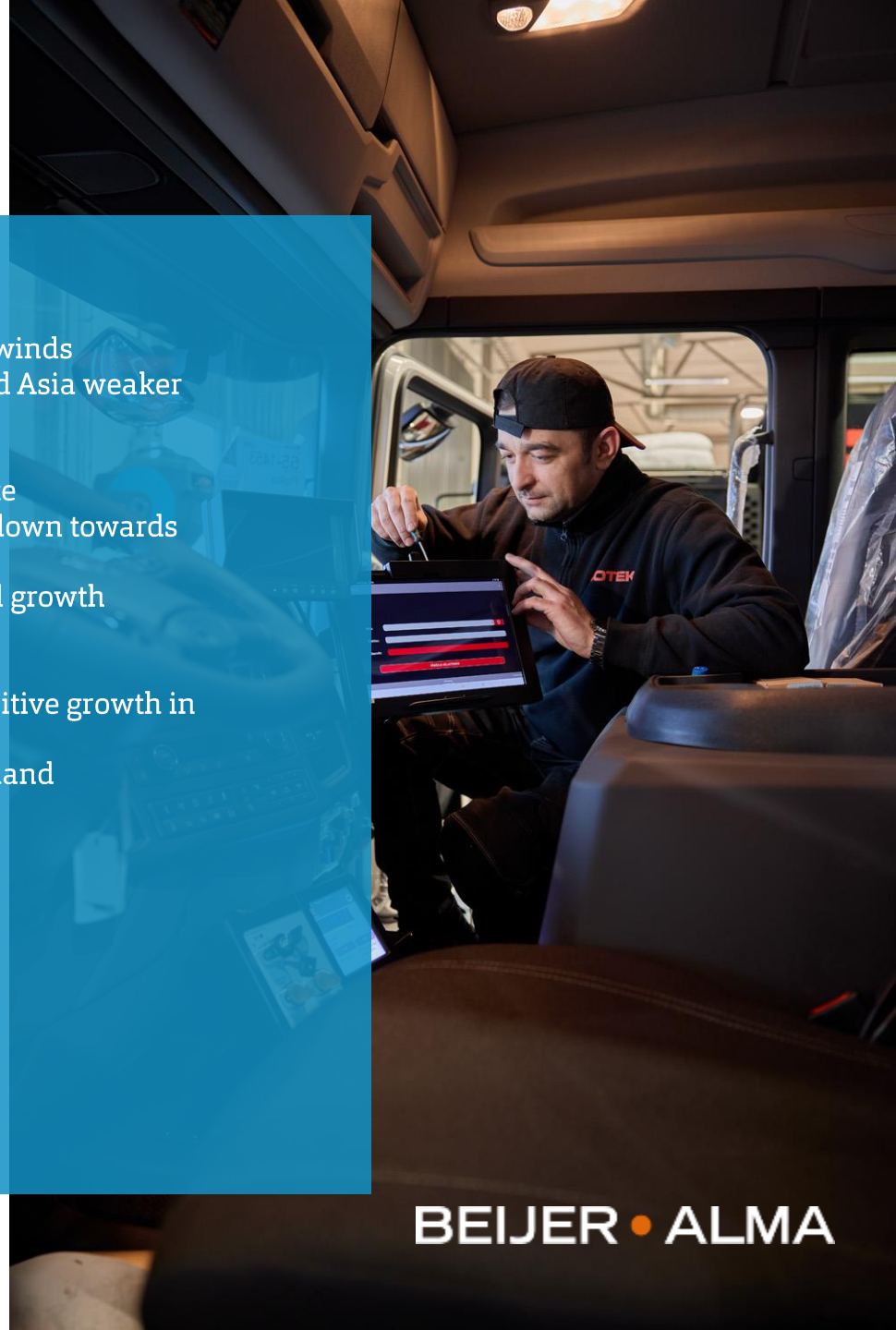


Beijer
Alma
Q2 - 24

CEO comments

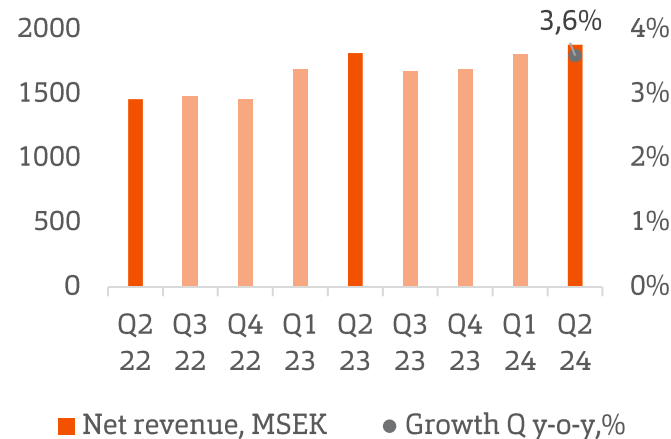
Organic growth in a weak economy

- Stability and growth for the Group despite market head winds
- Nordic region drives growth, whereas Central Europe and Asia weaker
- **Lesjöfors**
 - Mixed demand with organic growth in order intake
 - For Chassis springs, a strong high season slowed down towards the end of the quarter
 - Industrial segments in Nordic and UK contributed growth
- **Beijer Tech**
 - Generally stable demand with organic and acquisitive growth in Fluid and Niche technologies
 - Norwegian market strong demand, weaker in Finland
- Two acquisitions announced
 - Beijer Tech signed acquisition of Clemco, Norway
 - Lesjöfors acquired Clifford Springs, 1st July

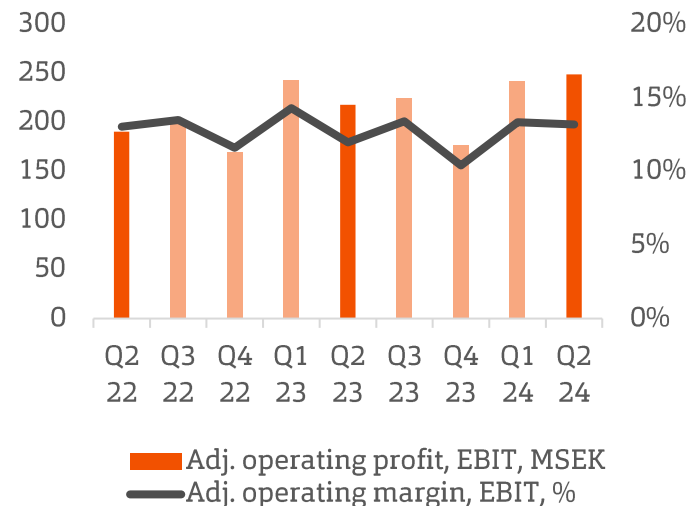
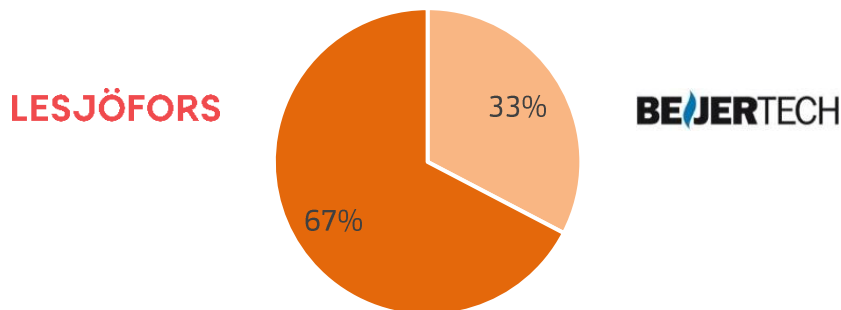


Continued growth in Q2 2024

- Order bookings increased by 5% to MSEK 1,892 (1,809), organically 2%
- Net revenue increased by 4% to MSEK 1,885 (1,819), organically 2%
- Adjusted operating profit EBIT was MSEK 249 (218), operating margin 13.2% (12.0)

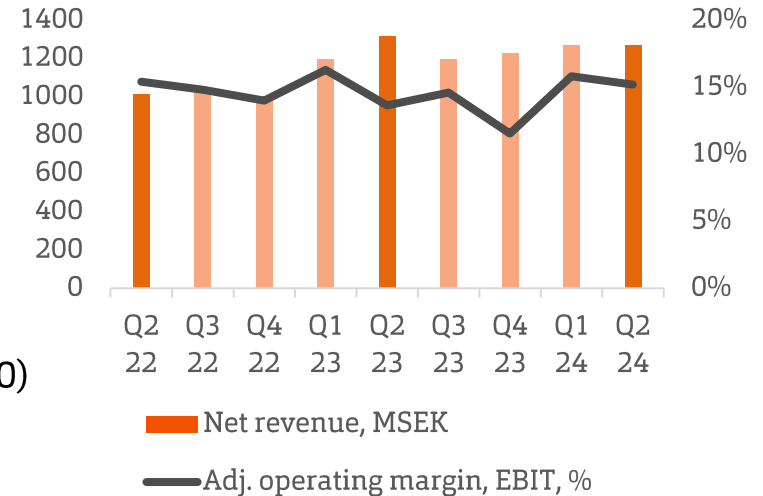


Share of net revenue, Q2 2024

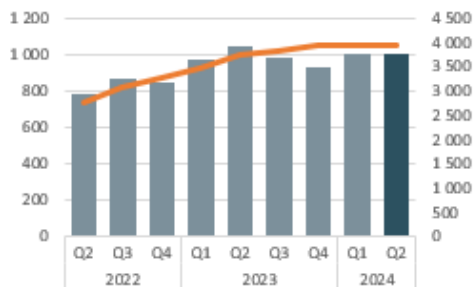


Lesjöfors – Q2 2024

- Order bookings decreased by -1% to MSEK 1,262 (1,278), organically +2%
- Net revenue decreased by -4% to MSEK 1,270 (1,317), organically 0%
 - Industry decreased by -3% to MSEK 1,006 (1,038)
 - Chassis springs decreased by -6% to MSEK 263 (279)
- Adjusted operating profit EBIT increased to MSEK 193 (180)

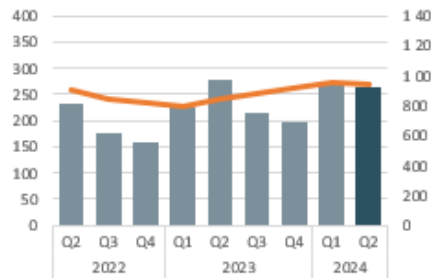


Industry
– net revenue, MSEK

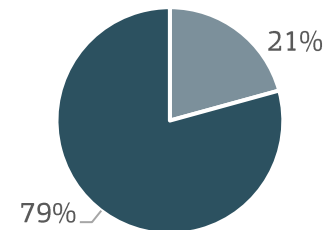


Net revenue, MSEK ■ Quarter ■ Rolling 12 months

Chassis springs
– net revenue, MSEK



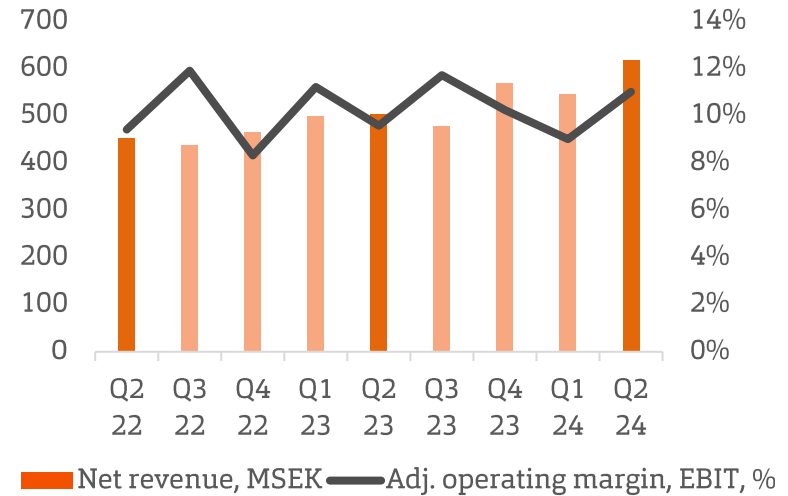
Share of net revenue, Q2 2024



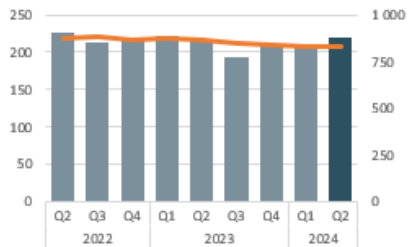
■ Industry ■ Chassis springs

Beijer Tech – Q2 2024

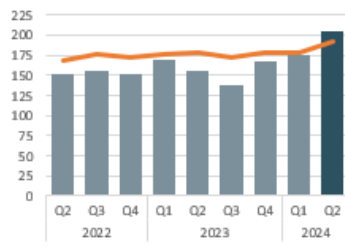
- Order bookings increased by 19% to MSEK 630 (531), organically 4%
- Net revenue increased by 23% to MSEK 616 (502), organically 6%
 - Industrial products increased by 1% to MSEK 219 (217)
 - Fluid technology increased by 32% to MSEK 205 (156)
 - Niche technologies increased by 69% to MSEK 192 (114)
- Adjusted operating profit EBIT increased to MSEK 68 (48)



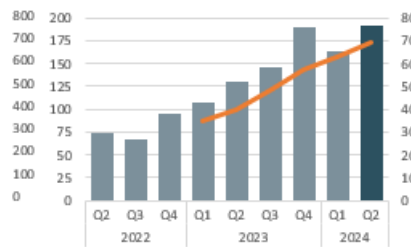
Industrial products, - net revenue, MSEK



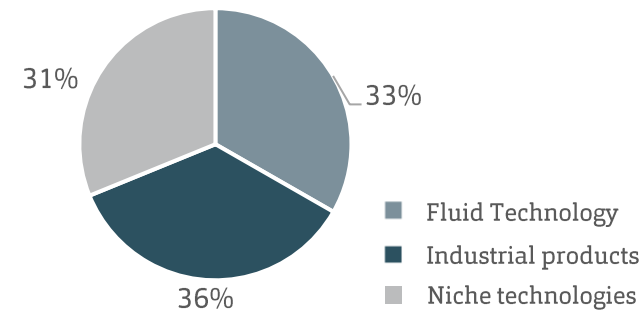
Fluid technology, - net revenue, MSEK



Niche technologies, - net revenue, MSEK



Share of net revenue, Q2 2024



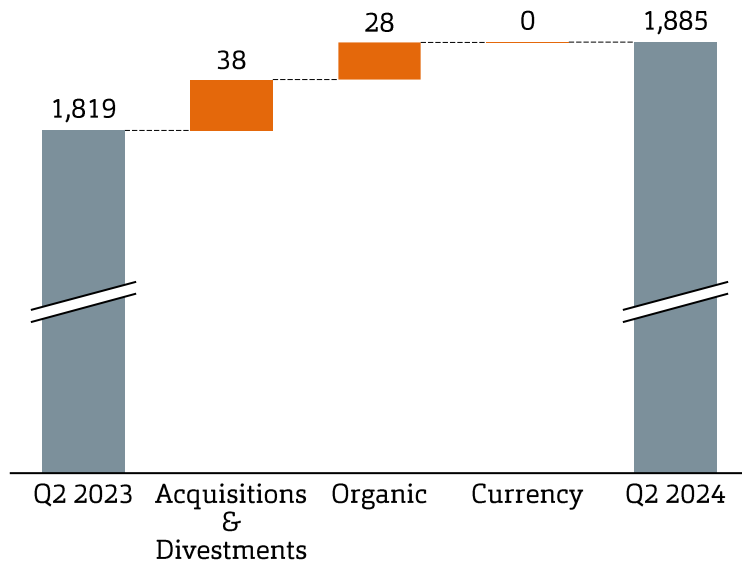
Net revenue, MSEK ■ Quarter ■ Rolling 12 months

Financials

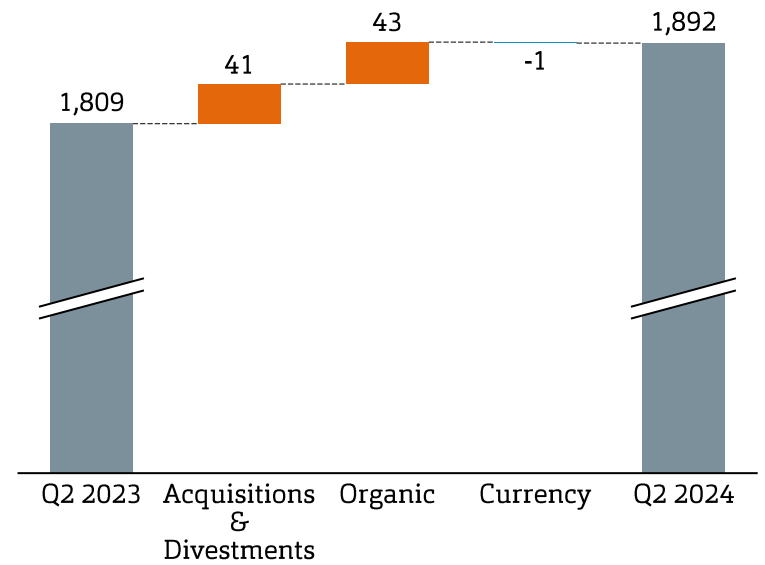


Net revenue and order bookings, Q2

Net revenue, MSEK

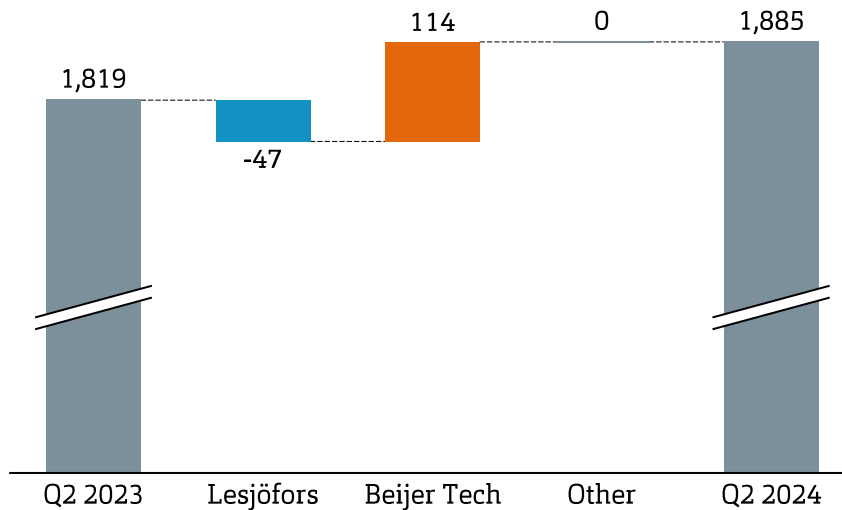


Order bookings, MSEK

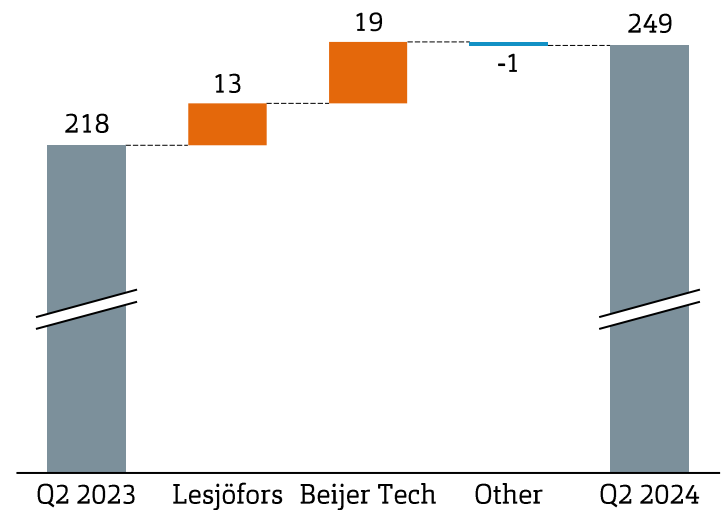


Net revenue and adjusted operating profit – segments, Q2

Net revenue, MSEK



Adjusted operating profit, EBIT, MSEK



Key ratios

	Q2 2024	Q2 2023	Change %	Q2 2024 LTM	Full Year 2023
Net revenue, MSEK	1,885	1,819	3.6	7,067	6,882
Adjusted operating profit EBITA, MSEK	269	236	13.8	969	935
Adjusted operating margin, EBITA %	14.3	13.0	-	13.7	13.6
Adjusted operating profit, EBIT, MSEK	249	218	14.5	894	863
Adjusted operating margin, EBIT %	13.2	12.0	-	12.6	12.5
Profit after net financial items, EBT, MSEK	190	168	13.4	748	718
Cash flow after capital expenditures excl acquisitions*, MSEK	167	266	-	-	688
Profit for the period, MSEK	147	130	-	559	535
Equity, ratio %	45.0	40.2	-	-	46.9
Net debt, MSEK	2,367	2,516	-5.9	-	1,985
Net debt/equity ratio, %	57.8	66.7	-	-	51.0

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

*includes divested operations

Acquisitions



Acquisitions

June 3rd 2024

Beijer Tech signed an agreement to acquire all shares in **Clemco Norge AS**

July 1st 2024

Lesjöfors acquired all the shares in **Clifford Springs Ltd, UK**

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N O R G E

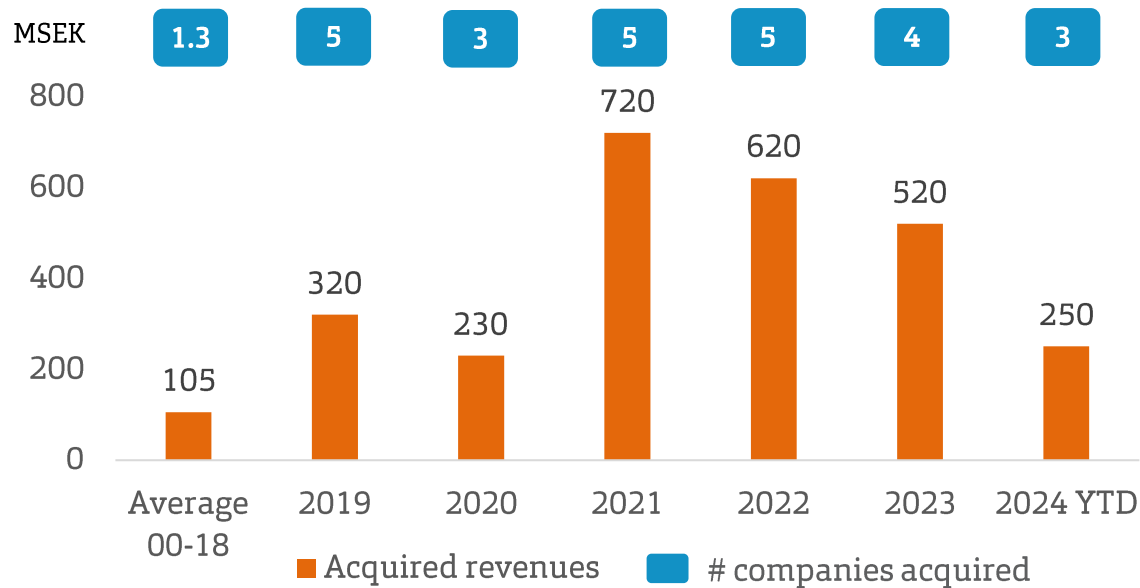
 **cliffordsprings**
SEAL ENERGISING TECHNOLOGIES



Increased growth from acquisitions

25 acquisitions since 2019

- 16 acquisitions in Beijer Tech
- 9 in Lesjöfors





Concluding remarks

Conclusions Q2 2024

- Stability and growth for the Group in a weak economy
- For Lesjöfors, mixed demand with organic growth in order bookings
 - Growth in Nordics, UK and US industrial
 - Lower volumes in US medical, as well as Central Europe and Asia
 - A good high season for Chassis springs slowed down in the quarter
- For Beijer Tech, growth driven by Fluid and Niche technologies, both organically and by acquisitions
- Two new acquisitions announced





Q&A

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Thank you

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