



BEIJER • ALMA

Q3 – 2024

October 25, 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



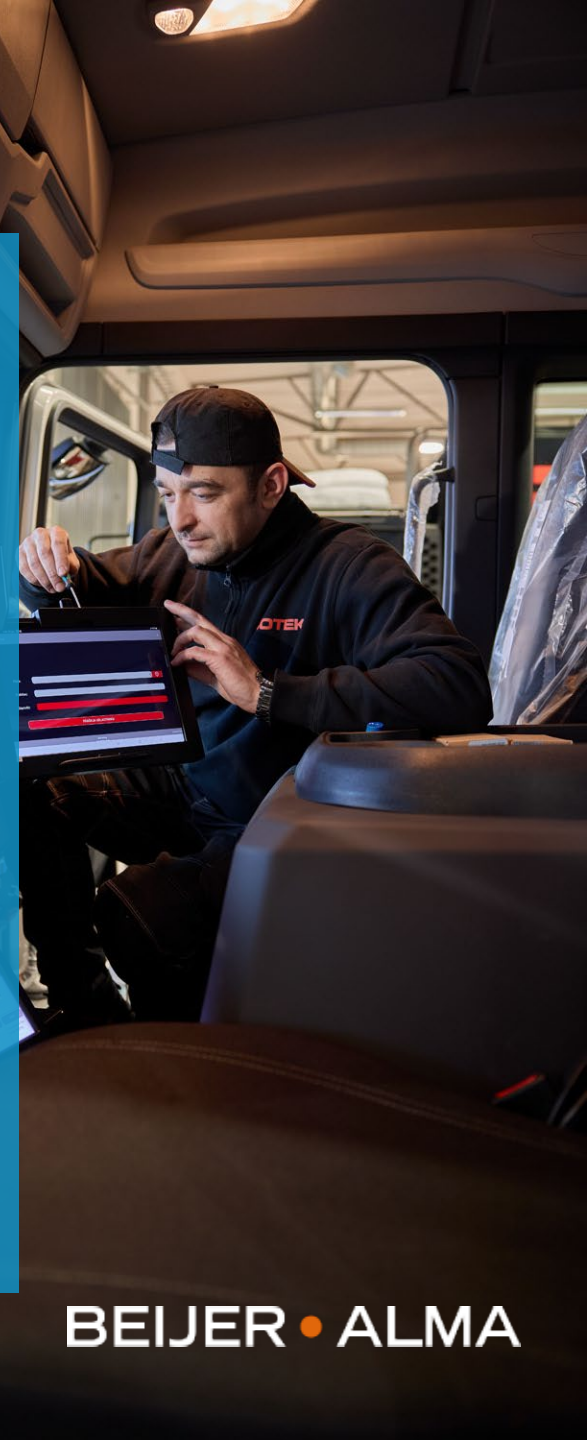
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Q3 - 24



CEO comments

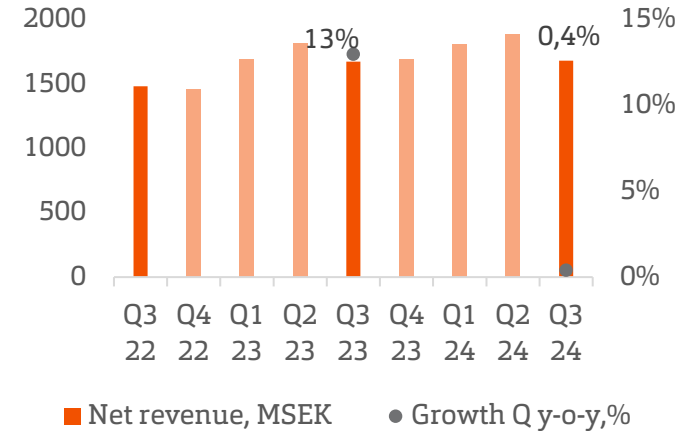
Organic growth despite economic slowdown in Europe

- Industrial economy continued to slowdown after summer
- Nordics, Asia and UK relatively strong. Germany and Central Europe weaker
- **Lesjöfors**
 - Mixed demand, unchanged organic order bookings
 - Chassis springs slowed down in the quarter in key markets such as UK and Germany
 - Industry: Nordics, Asia, UK and US industrial contributed growth
 - Germany and Central Europe declined
- **Beijer Tech**
 - Overall stable demand
 - Organic and acquired growth in Fluid technology
 - Norway strong demand, weaker in Finland, Sweden and Denmark
- **Acquisitions**
 - Lesjöfors, acquired Clifford Springs, UK, 1st July
 - Beijer Tech acquired Clemco, Norway - completed in September
 - Lesjöfors acquired Lacroix, France - completed 1st October

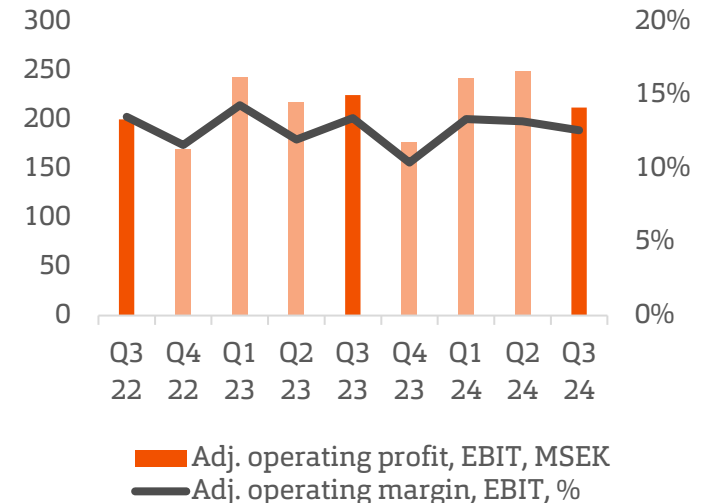
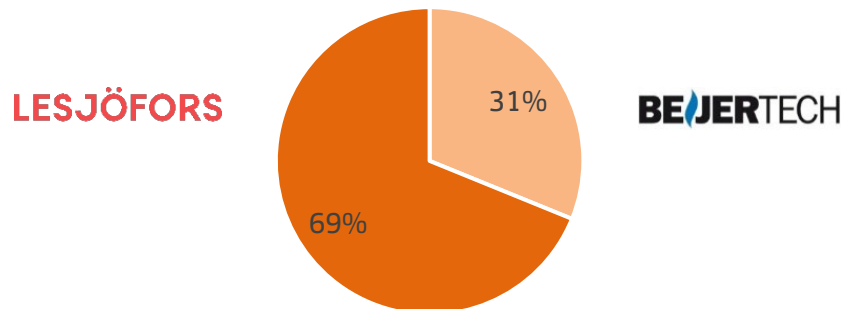


Continued growth in Q3 2024

- Order bookings decreased by -1% to MSEK 1,650 (1,666), increased organically 1%
- Net revenue increased by 0,4% to MSEK 1,683 (1,676), organically 1%
- Adjusted operating profit EBIT was MSEK 212 (225), operating margin 12,6% (13,4)

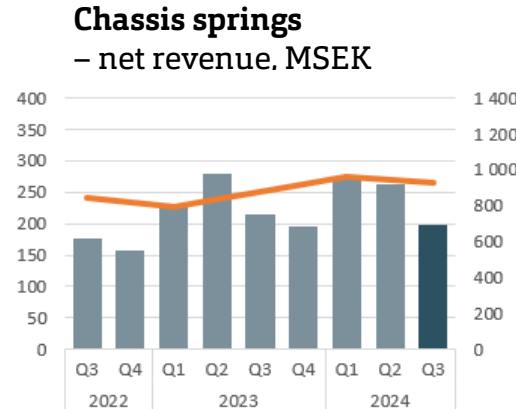
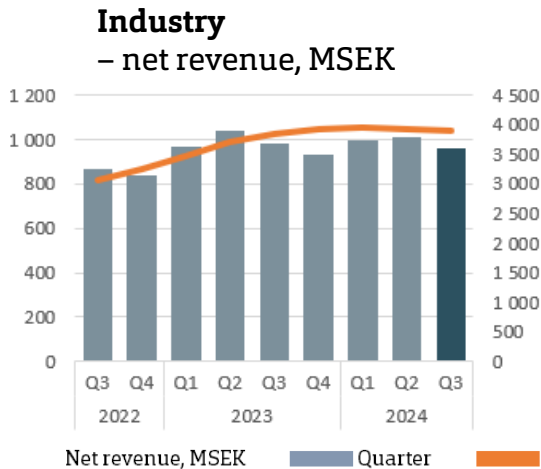
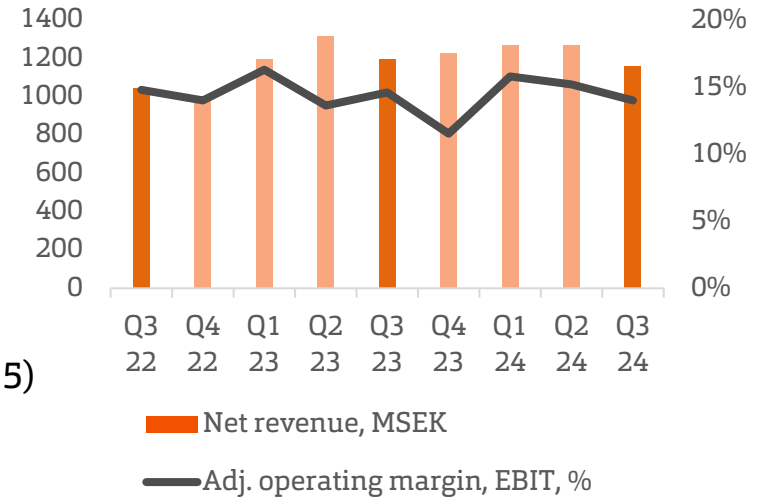


Share of net revenue, Q3 2024

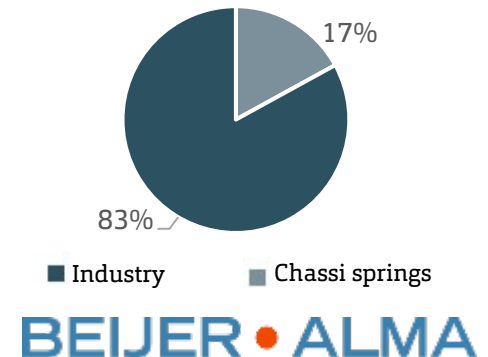


Lesjöfors – Q3 2024

- Order bookings decreased by -5% to MSEK 1,145 (1,202), organically 0%
- Net revenue decreased by -3% to MSEK 1,158 (1,197), increased organically 1%
 - Industry decreased by -2% to MSEK 961 (983)
 - Chassis springs decreased by -8% to MSEK 197 (215)
- Adjusted operating profit EBIT decreased to MSEK 162 (175)



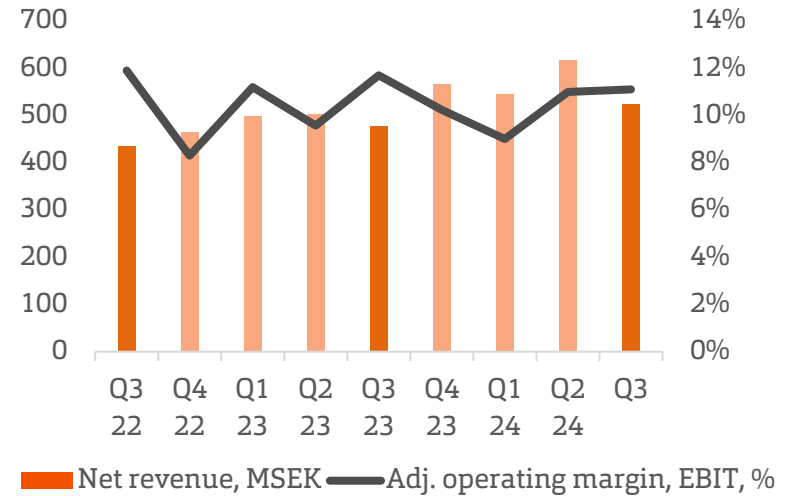
Share of net revenue, Q3 2024



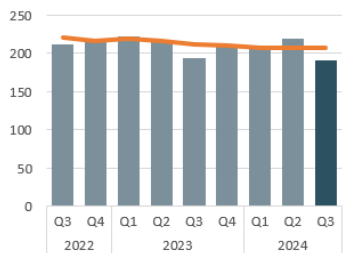
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Beijer Tech – Q3 2024

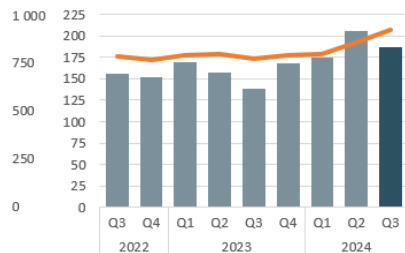
- Order bookings increased by 9% to MSEK 505 (464), organically 1%
- Net revenue increased by 10% to MSEK 524 (478), organically 2%
 - Industrial products decreased by -1% to MSEK 191 (194)
 - Fluid technology increased by 35% to MSEK 187 (138)
 - Niche technologies decreased by -0,2% MSEK 146 (147)
- Adjusted operating profit EBIT increased to MSEK 58 (56)



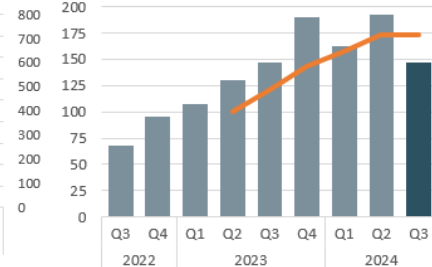
Industrial products, - net revenue, MSEK



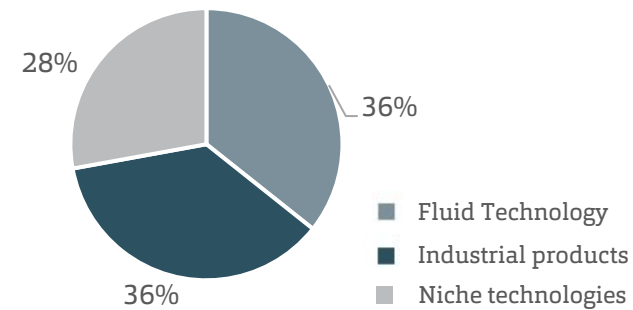
Fluid technology, - net revenue, MSEK



Niche technologies, - net revenue, MSEK



Share of net revenue, Q3 2024



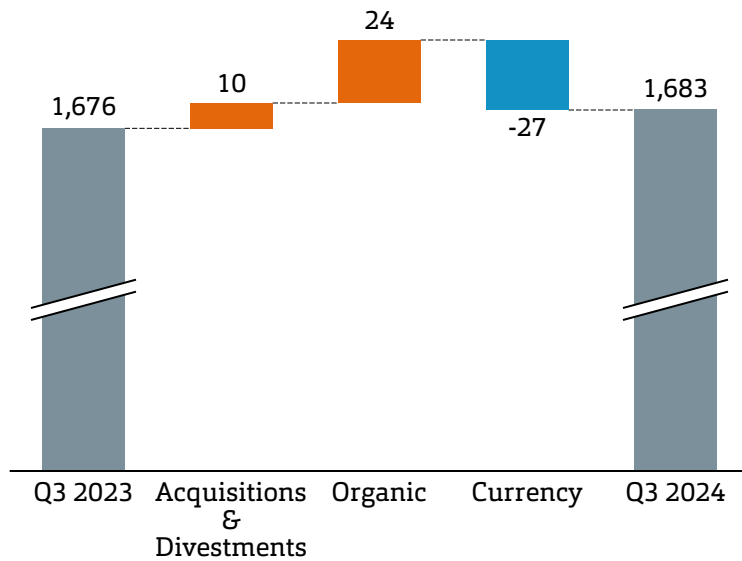
Net revenue, MSEK Quarter Rolling 12 months

Financials

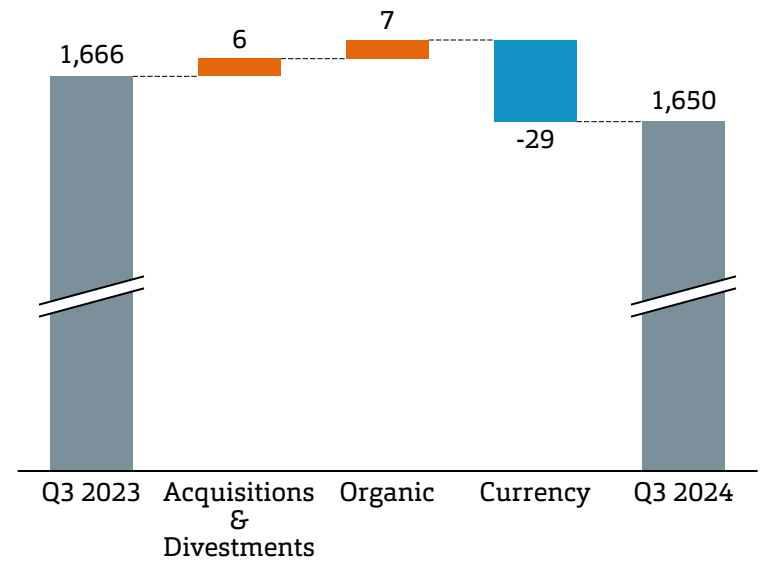


Net revenue and order bookings, Q3

Net revenue, MSEK

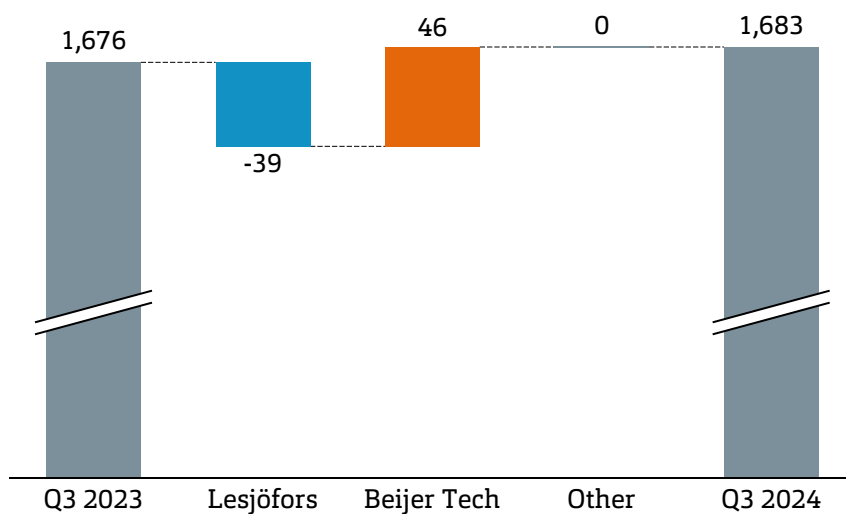


Order bookings, MSEK

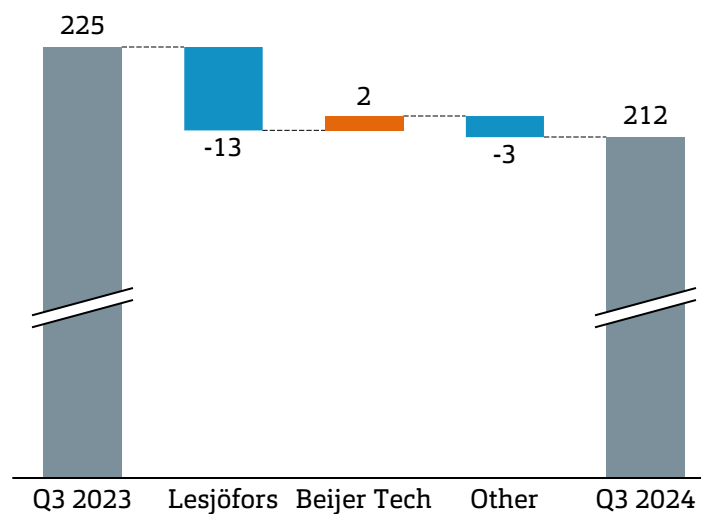


Net revenue and adjusted operating profit – segments, Q3

Net revenue, MSEK



Adjusted operating profit, EBIT, MSEK



Key ratios

	Q3 2024	Q3 2023	Change %	Q3 2024 LTM	Full Year 2023
Net revenue, MSEK	1,683	1,676	0.4	7,074	6,882
Adjusted operating profit EBITA, MSEK	230	245	-6.2	954	935
Adjusted operating margin, EBITA %	13.7	14.6	-	13.5	13.6
Adjusted operating profit, EBIT, MSEK	212	225	-6.1	880	863
Adjusted operating margin, EBIT %	12.6	13.4	-	12.4	12.5
Profit after net financial items, EBT, MSEK	341	180	89.0	909	718
Cash flow from operating activities, MSEK	212	343	-	-	960
Profit for the period, MSEK	306	140	-	726	535
Equity, ratio %	48.2	42.1	-	-	46.9
Net debt, MSEK	2,255	2,288	-1.4	-	1,985
Net debt/adjusted EBITDA, x	1.8	1.9	-	-	1.6

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

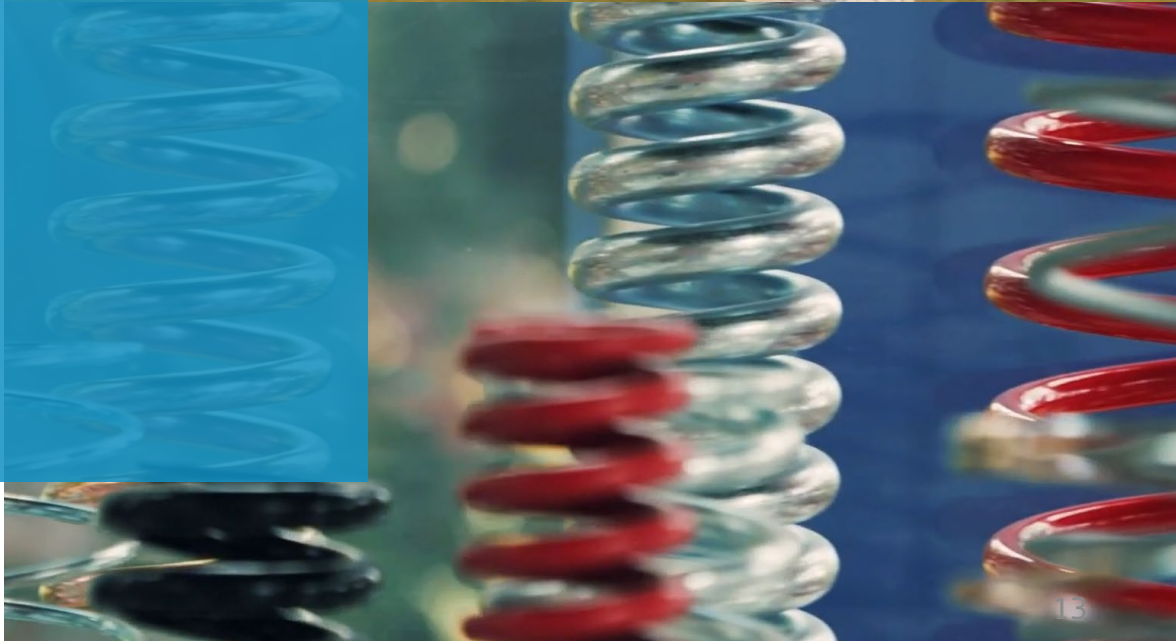
Acquisitions



Acquisitions

July 26th 2024

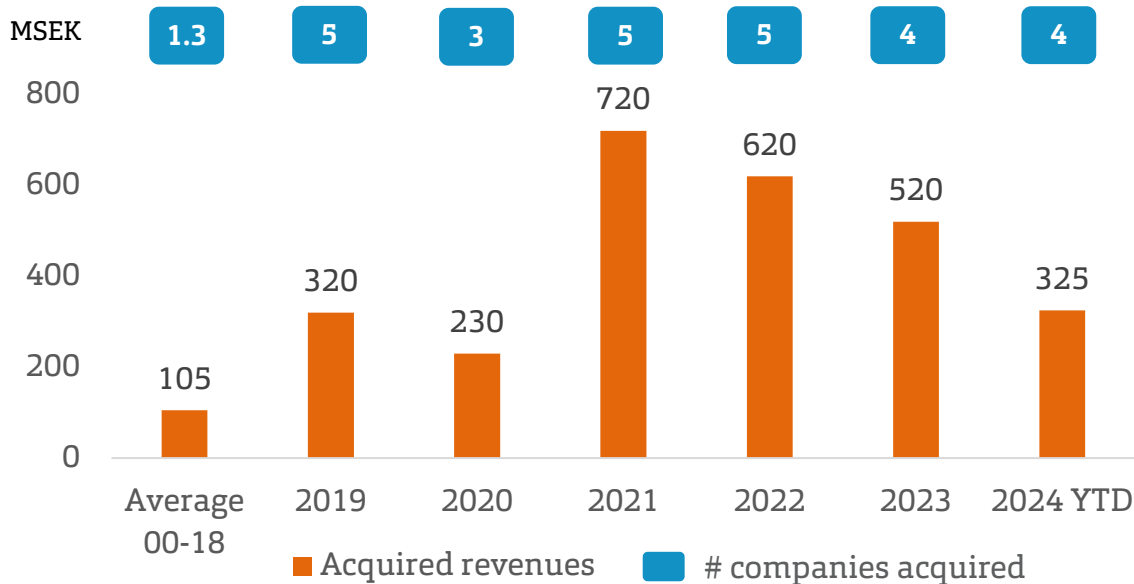
Lesjöfors signed an agreement to acquire **Lacroix**. Closing of transaction was 1st October



Increased growth from acquisitions

26 acquisitions since 2019

- 16 acquisitions in Beijer Tech
- 10 in Lesjöfors

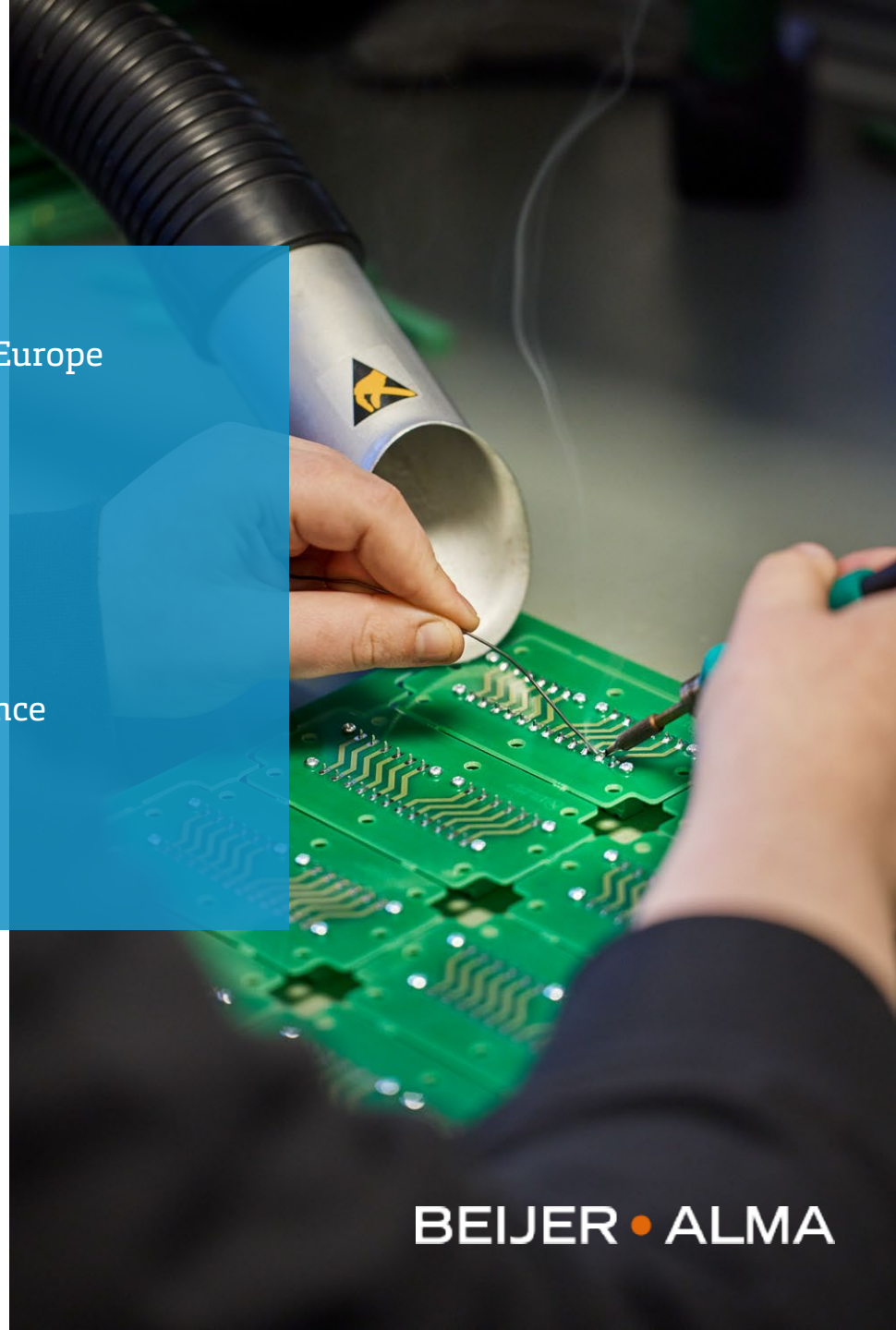




Concluding remarks

Conclusions Q3 2024

- Organic growth despite economic slowdown in Europe
- For Lesjöfors, mixed demand
 - Growth in Nordics, Asia, UK and US industrial
 - Lower volumes in Germany and Central Europe
 - Chassis springs slowed down into the low season
- For Beijer Tech, growth in fluid technology
- One new acquisition announced, Lacroix in France





Q&A

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Thank you

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