



BEIJER • ALMA

Q4 – 2024

February 6, 2025

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



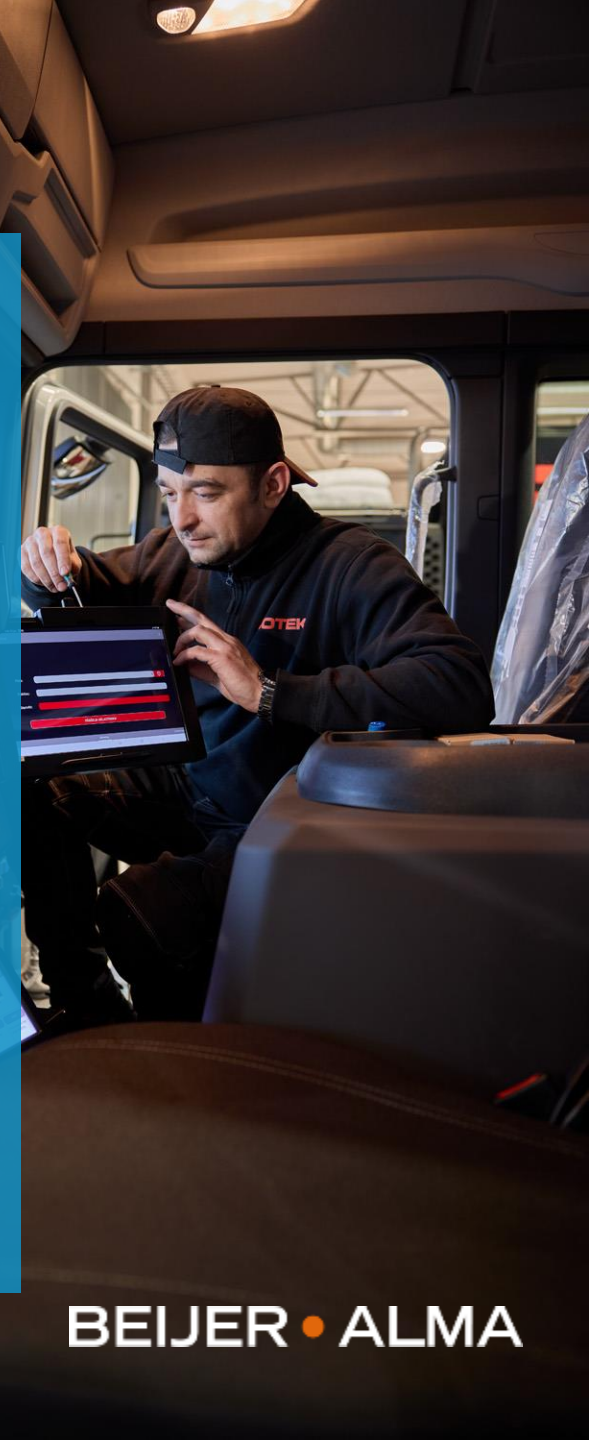
Beijer
Alma
Q4 - 24



CEO comments

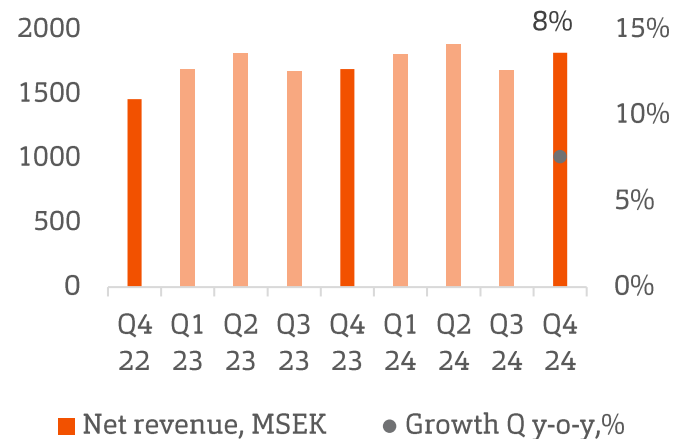
Organic growth in a weak European economy

- Industrial economy remained weak
- Asia delivered good growth followed by Nordics. Central Europe weaker
- **Lesjöfors**
 - Mixed demand, organic growth in order bookings
 - Chassis springs in low season, but ended the quarter well
 - Industry: Asia, Nordics, UK and US industrial contributed growth
 - Germany and Central Europe declined and Alcomex' door springs was affected further by weak demand in construction market
- **Beijer Tech**
 - Overall stable demand, but with variations in markets
 - Acquired growth in Fluid technology and Industrial products
 - Organic growth in Niche technologies
 - Norway strong demand, weakest in Finland, followed by Sweden and Denmark
- Acquisitions
 - Lesjöfors acquired Lacroix, France - completed 1st October
 - Beijer Tech acquired Brissmans Brandredskap, Sweden – completed November 7th 2024

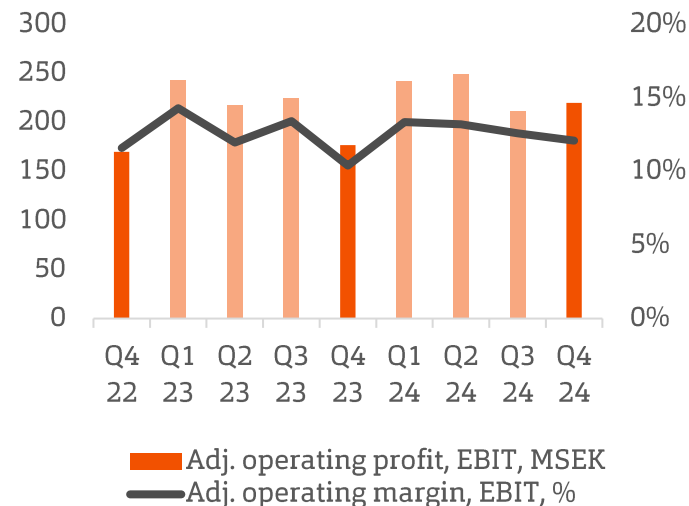
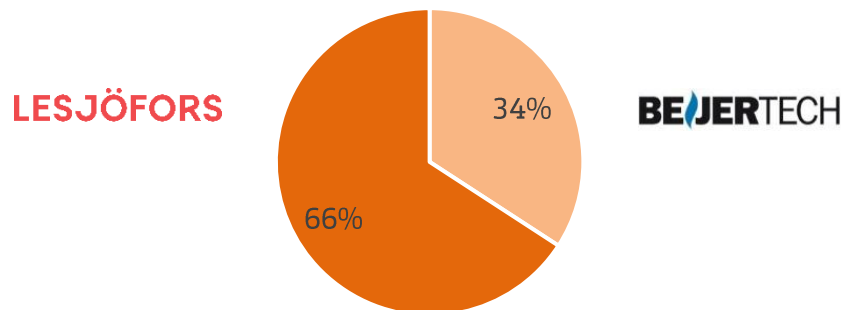


Continued growth in Q4 2024

- Order bookings increased by 10% to MSEK 1,874 (1,710), increased organically 6%
- Net revenue increased by 8% to MSEK 1,823 (1,694), organically 3%
- Adjusted operating profit EBIT was MSEK 220 (177), operating margin 12.1% (10.4)

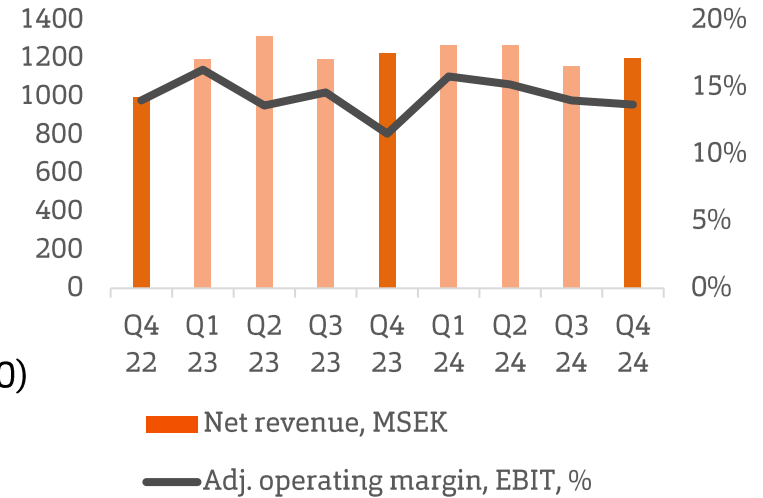


Share of net revenue, Q4 2024

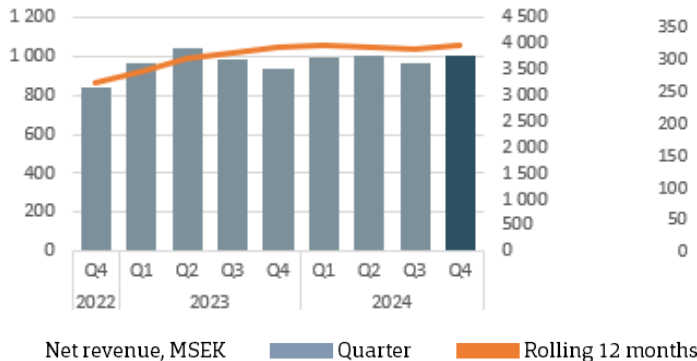


Lesjöfors – Q4 2024

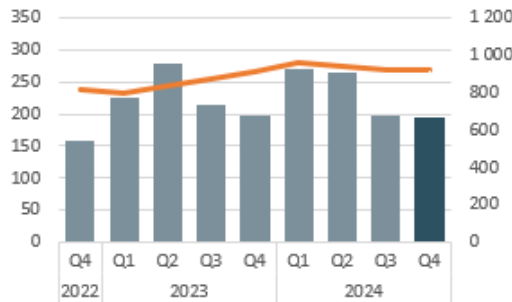
- Order bookings increased by 4% to MSEK 1,205 (1,156), organically 4%
- Net revenue increased by 6% to MSEK 1,200 (1,128), increased organically 5%
 - Industry increased by 8% to MSEK 1,005 (932)
 - Chassis springs decreased by -0.6% to MSEK 195 (196)
- Adjusted operating profit EBIT increased to MSEK 165 (130)



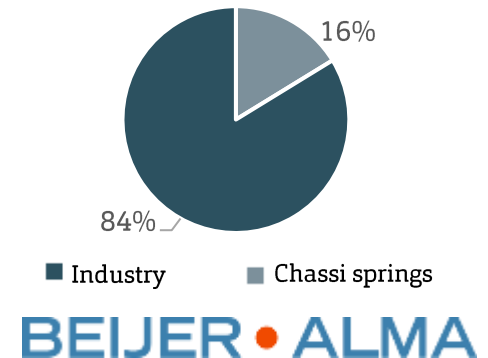
Industry
– net revenue, MSEK



Chassis springs
– net revenue, MSEK

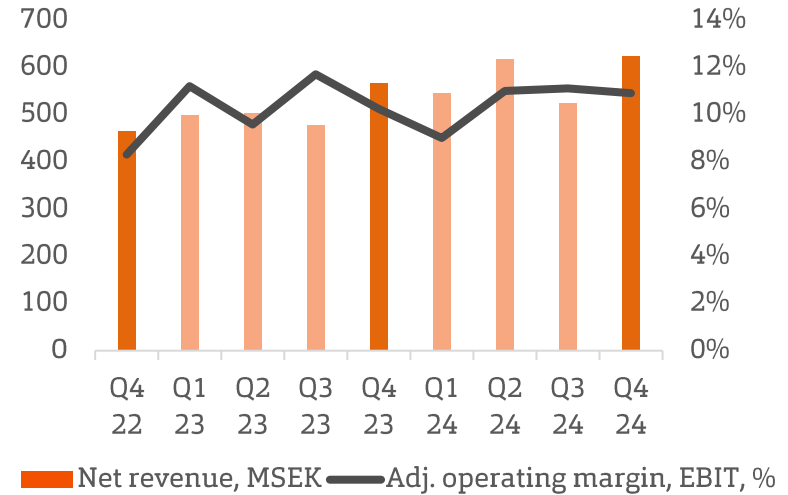


Share of net revenue, Q4 2024



Beijer Tech – Q4 2024

- Order bookings increased by 21% to MSEK 669 (554), organically 11%
- Net revenue increased by 10% to MSEK 623 (567), organically -2%
 - Industrial products increased by 4% to MSEK 219 (211)
 - Fluid technology increased by 22% to MSEK 204 (166)
 - Niche technologies decreased by 5% MSEK 200 (190)
- Adjusted operating profit EBIT increased to MSEK 68 (58)

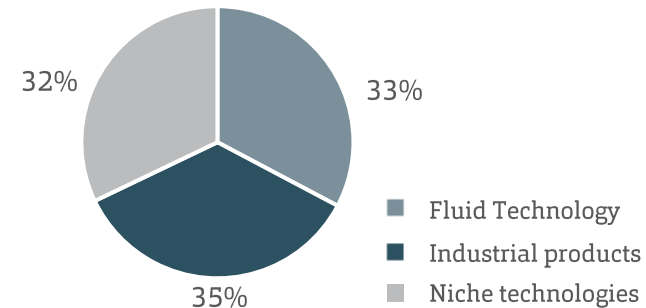
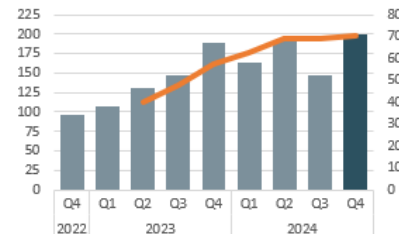
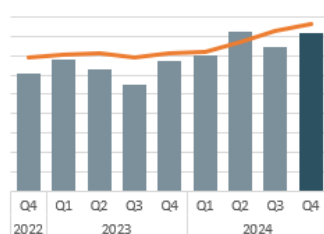
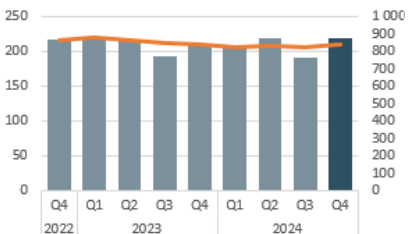


Industrial products, - net revenue, MSEK

Fluid technology, - net revenue, MSEK

Niche technologies, - net revenue, MSEK

Share of net revenue, Q4 2024



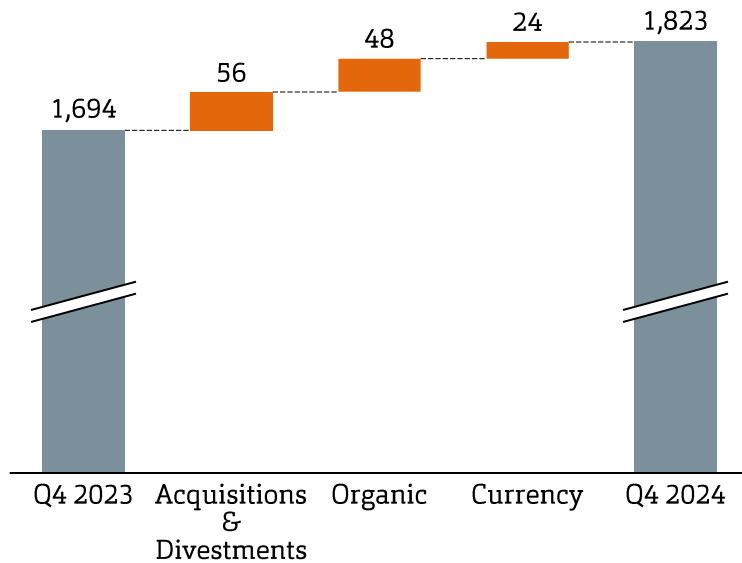
Net revenue, MSEK ■ Quarter ■ Rolling 12 months

Financials

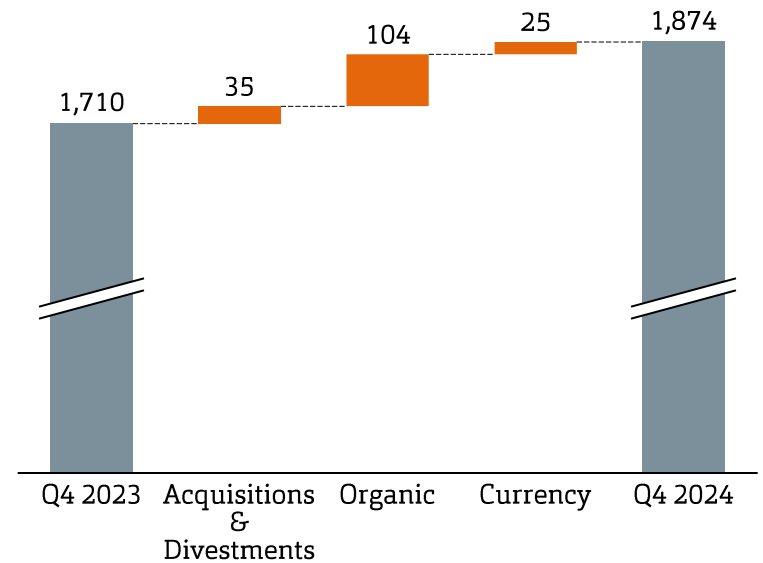


Net revenue and order bookings, Q4

Net revenue, MSEK

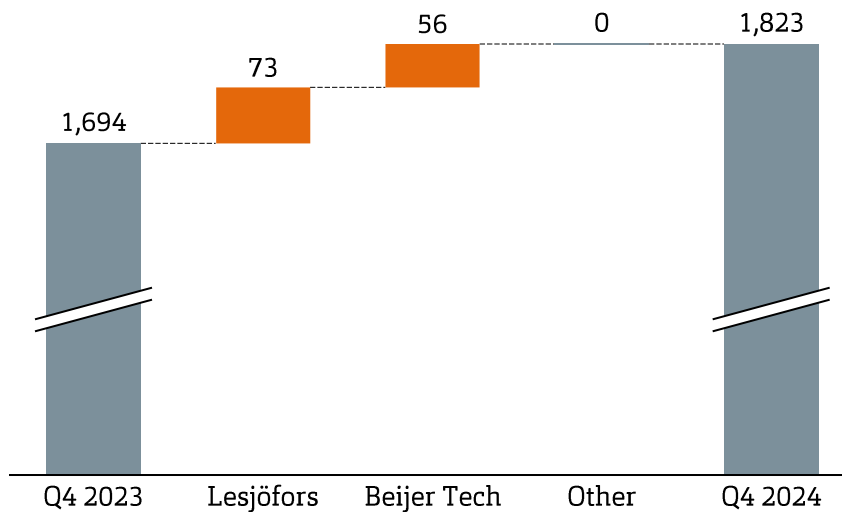


Order bookings, MSEK

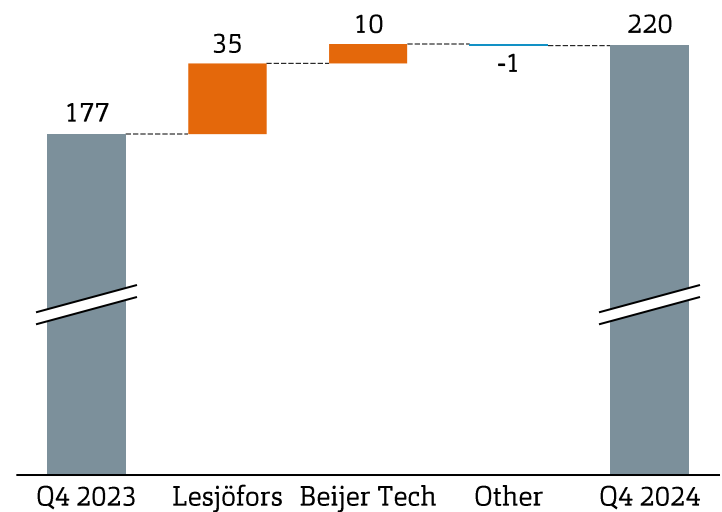


Net revenue and adjusted operating profit – segments, Q4

Net revenue, MSEK



Adjusted operating profit, EBIT, MSEK



Key ratios

	Q4 2024	Q4 2023	Change %	FY 2024	FY 2023	Change %
Net revenue, MSEK	1,823	1,694	7.6	7,203	6,882	4.7
Adjusted operating profit EBITA, MSEK	242	194	24.5	1,002	935	7.1
Adjusted operating margin, EBITA %	13.3	11.5	-	13.9	13.6	-
Adjusted operating profit, EBIT, MSEK	220	177	24.8	923	863	7.0
Adjusted operating margin, EBIT %	12.1	10.4	-	12.8	12.5	-
Profit after net financial items, EBT, MSEK	164	177	-7.6	895	718	24.7
Cash flow after capital expenditures excl acquisitions*, MSEK	128	174	-	421	715	-
Profit for the period, MSEK	121	116	-	729	535	-
Equity, ratio %	49.4	46.9	-	49.4	46.9	-
Net debt, MSEK	2,334	1,985	17.6	2,334	1,985	17.6
Net debt/Adjusted EBITDA, times	1.8	1.6	-	1.8	1.6	-

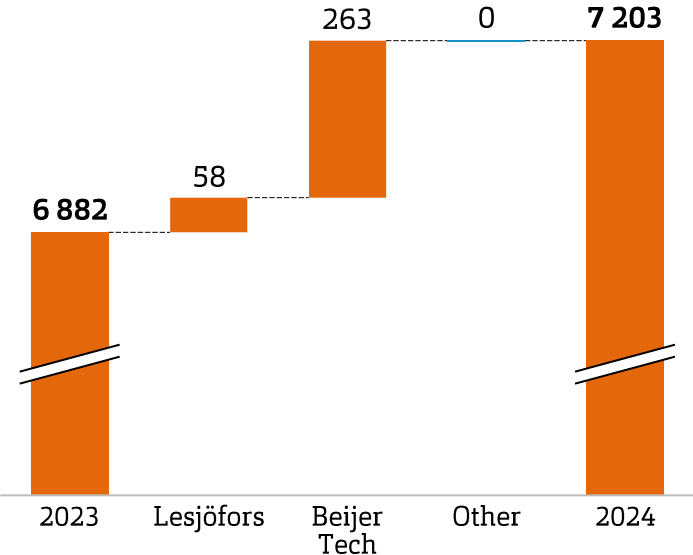
“Beijer Alma’s ambition is to continue to pursue profitable growth through acquisitions, which is possible thanks to our financial strength.”

*includes divested operations

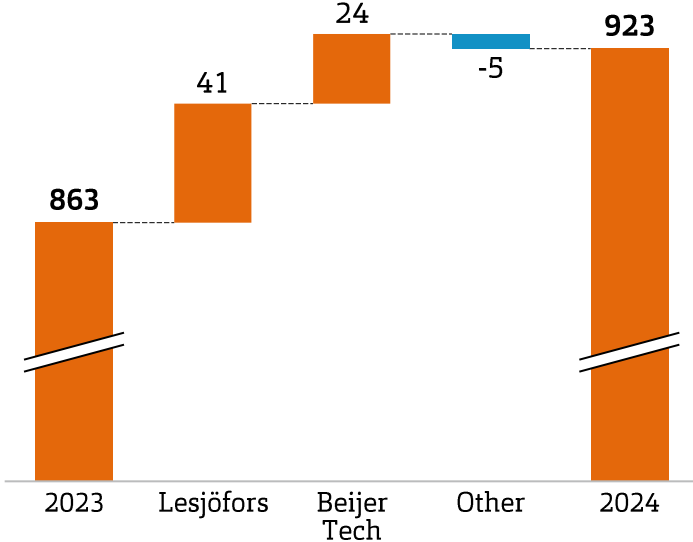
Full year performance - 2024

- Order bookings increased by 4% to MSEK 7,290
Organically +1%
- Net revenue increased by 5% to MSEK 7,203
Organically +3%
- Adjusted operating profit, EBIT, increased to MSEK 923
(863), a margin of 12.3% (12.5)

Net revenue, MSEK



Adjusted operating profit, EBIT, MSEK



EPS and dividend

	FY 2024	FY 2023	Change %
Earnings per share, SEK	11.85	8.61	38
Dividend per share, SEK	3,95*	3,85	3
Dividend per share in % of EPS	33%	45%	

*board proposal

Dividend policy: at least 1/3 of net result for the period

Acquisitions



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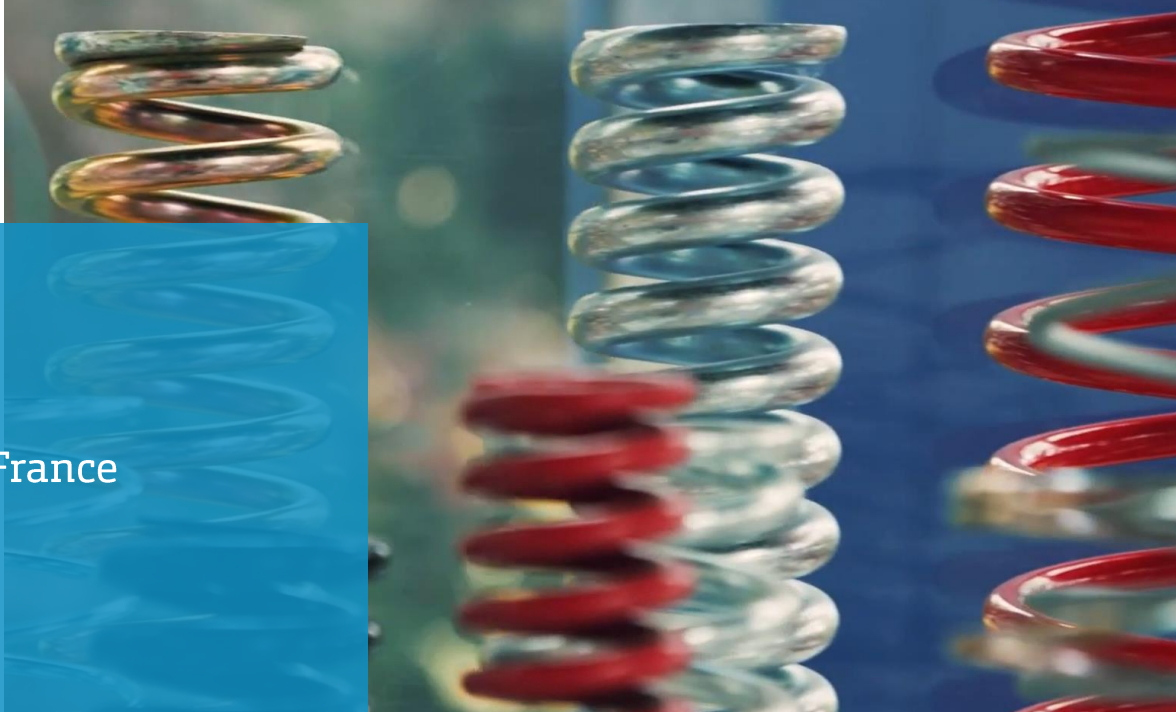
Acquisitions

October 1st 2024

Closing of acquisition of Lacroix, France

November 7th 2024

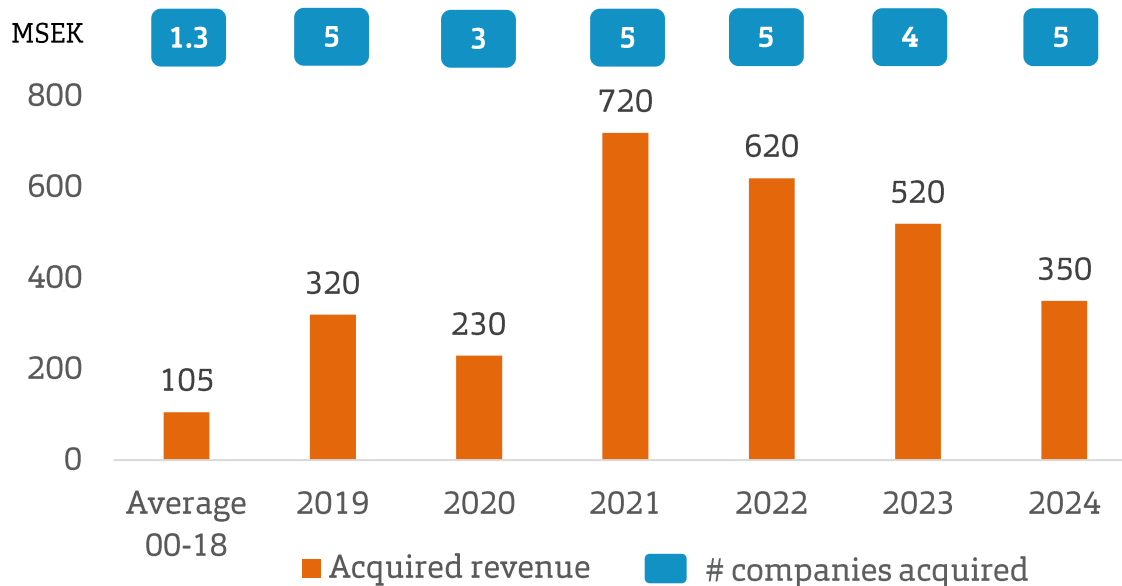
Beijer Tech acquired Brissmans
Brandredskap



Increased growth from acquisitions

27 acquisitions since 2019

- 17 acquisitions in Beijer Tech
- 10 in Lesjöfors

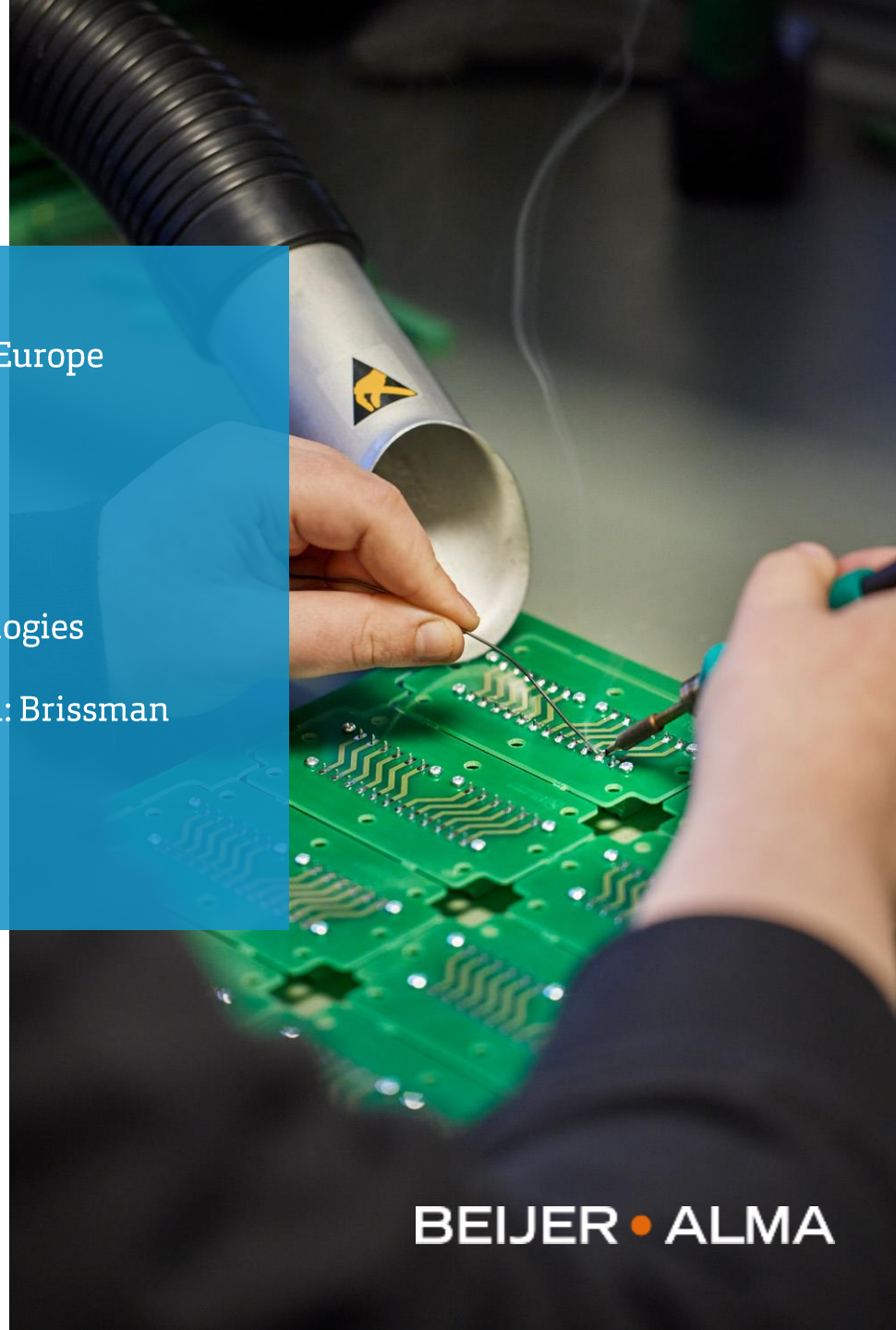


A photograph of a technician in a dark long-sleeved shirt and blue jeans kneeling in front of a large server rack. The technician is wearing glasses and is pointing at a green circuit board in the rack. The rack is filled with various electronic components, including cables and modules. The scene is lit with a warm, orange glow. A semi-transparent orange vertical bar is overlaid on the left side of the image.

Concluding remarks

Conclusions Q4 2024

- Organic growth despite economic slowdown in Europe
- For Lesjöfors, mixed demand
 - Growth in Asia, Nordics,, UK and US industrial
 - Lower volumes in Germany and Central Europe
 - Chassis springs ended the quarter well
- For Beijer Tech, organic growth in Niche technologies
- One new acquisition announced and completed: Brissman Brandredskap
- Change of CEO as of April 1





Q&A

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Thank you

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