Alimak Group
Quarter 1, 2016

Tormod Gunleiksrud, CEO
Stefan Rinaldo, CFO

April 28, 2016

Growth from sales initiatives in challenging markets

- Growth in order intake; +8% in local currencies
  - Strong growth in Industrial Equipment
  - Outpaced market growth in Construction Equipment & Rental
- Flat revenues in local currencies
  - Soft start for Industrial Equipment and After Sales
- EBIT impacted by lower volumes in Industrial Equipment and costs for growth initiatives

Market development – Q1

- Strong demand in construction industry in most markets, both mature and emerging
- Favourable rental market in Australia, US and most European markets
- Weak demand in upstream Oil & Gas with further cold stacking of platforms
- Opportunities in other industrial segments such as Ports, Shipyards, Power and Chemicals

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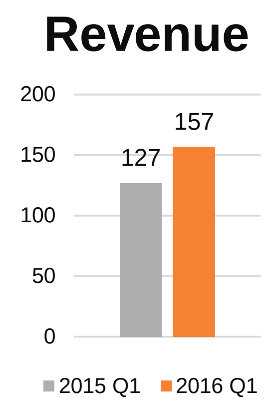
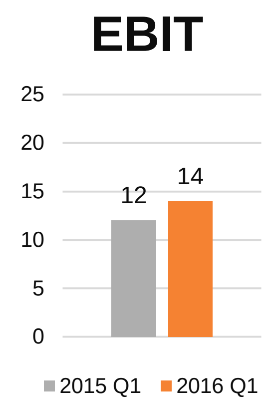
Construction Equipment

- Strong order intake and revenue growth
- Momentum in all regions except Brazil
- China shows signs of recovery but still volatile
- Solid EBIT growth





Order intake

- 179 MSEK (161), +11%

Revenues

- 157 MSEK (127), +24%

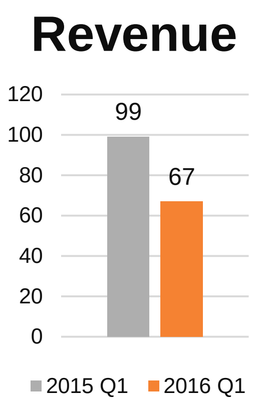
EBIT (adj.) and margin

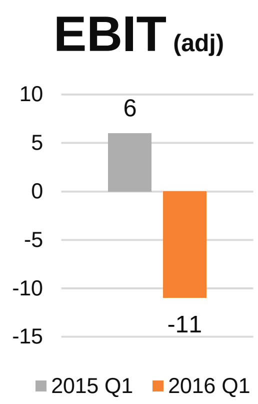
- 14 MSEK(12), +21%
- 9.0% (9.0).

Note: EBIT Adjusted means before non recurring expenses

Industrial Equipment

- Growth in order intake from segments such as Power, Ports, Cement and Chemicals
- Significant drop in revenue due to low order intake in 2015 and continued weak Oil & Gas and Mining
- EBIT impacted by the lower revenue and expenses related to growth initiatives





Order intake

- 109 MSEK (87), +26%

Revenues

- 67 MSEK (99), -31%

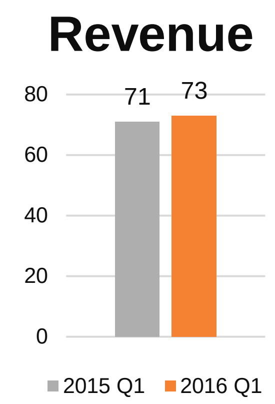
EBIT (adj.) and margin

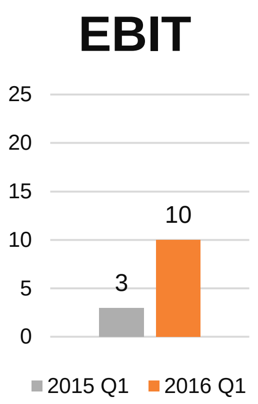
- -11 MSEK (6)
- -17% (6)

Note: EBIT Adjusted means before non recurring expenses

Rental

- Strong order intake
- High fleet utilization and improved profitability
- Optimisation of organisation, processes and fleet in order to increase efficiency is progressing well





Order intake

- 117 MSEK (80), +46%

Revenues

- 73 MSEK (71), +3%

EBIT (adj.) and margin

- 10 MSEK (3), +245%
- 14% (4).

Note: EBIT Adjusted means before non recurring expenses

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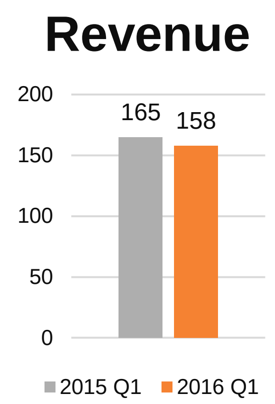
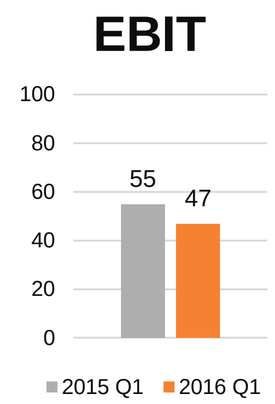
After Sales

- Lower order intake - high comparison figure Q1 2015 (+59% vs. Q1 2014)
- Lower revenues – impacted by Oil & Gas demand
- The lower revenues and costs from growth initiatives translate into lower EBIT





Order intake

- 165 MSEK(209), -21%

Revenues

- 158 MSEK (165), -5%

EBIT (adj.) and margin

- 47 MSEK (55), -14%
- 30.0% (33.5).

Note: EBIT Adjusted means before non recurring expenses

Business Areas - Share of total Revenue & EBIT

Revenues Q1 2016 – share of group total (Q1 2015)

- Construction Equipment 34% (27%)
- Industrial Equipment 15% (22%)
- Rental 16% (15%)
- After Sales 35% (36%)

EBIT (adj.) Q1 2016 – share of group total (Q1 2015)

- Construction Equipment 23% (15%)
- Industrial Equipment -19% (8%)
- Rental 17% (4%)
- After Sales 79% (73%)

Note: EBIT Adjusted means before non recurring expenses. Excluding BA with negative EBIT.

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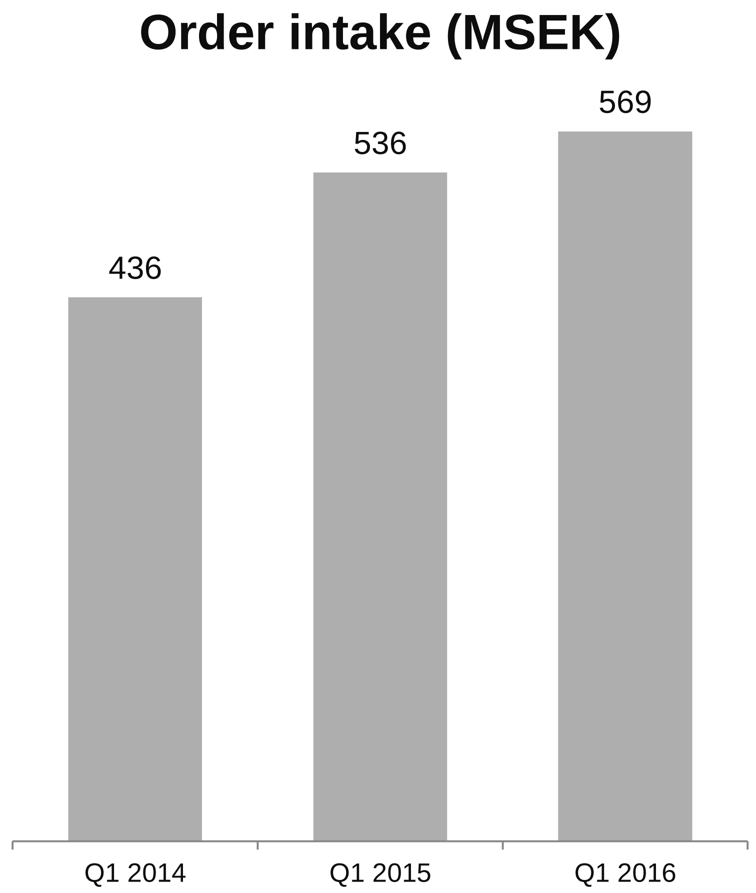
Group financials

Stefan Rinaldo, CFO

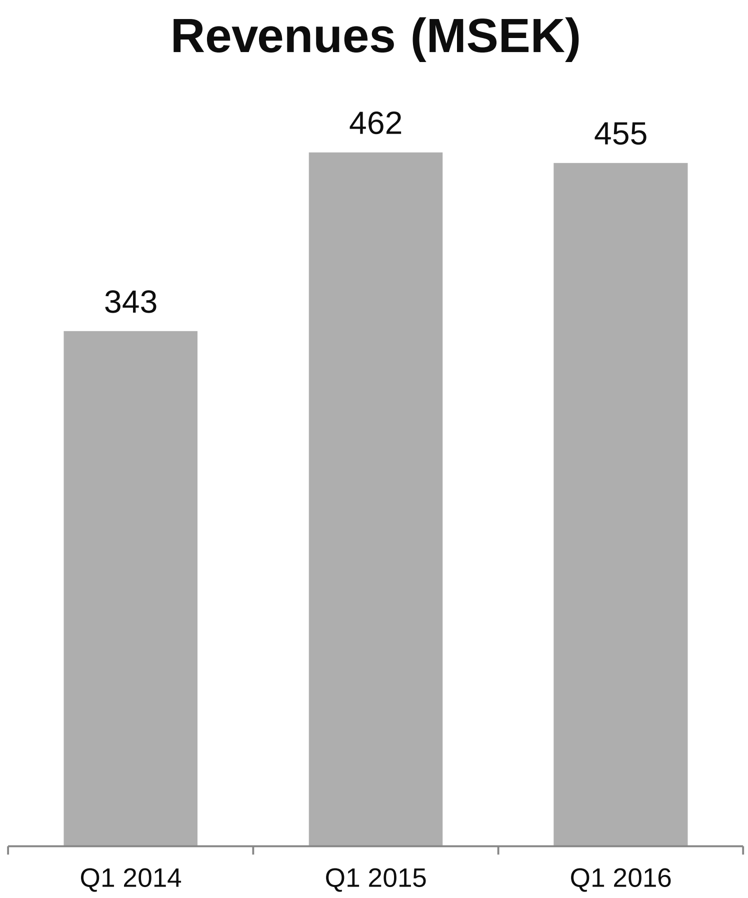
Order intake Q1 2016

- Order intake 569 MSEK (536) +6%
  - +8% in local currencies
  - Solid growth in Construction Equipment, Rental and Industrial Equipment
  - All time high comparison figure in After Sales Q1 2015 (increase of 59% vs. Q1 2014)
  - Order intake in After Sales trended higher than Q3-Q4 2015



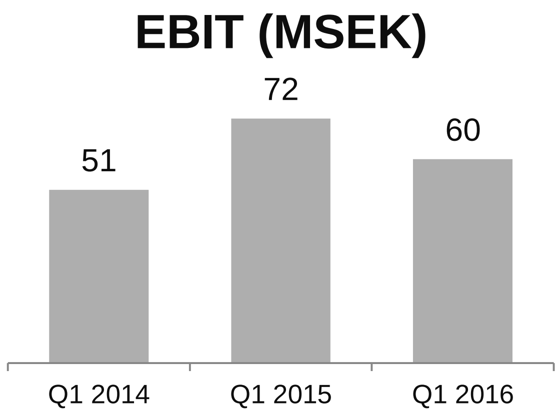
Revenues Q1 2016

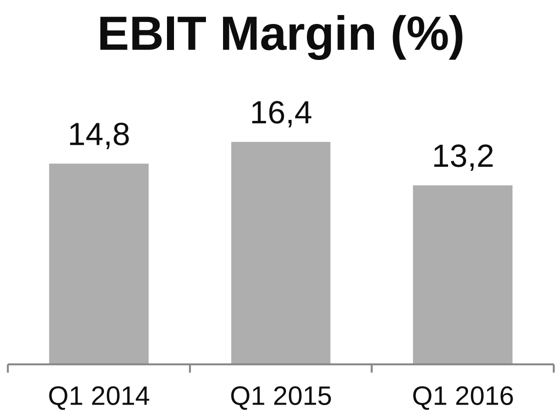
- Revenues 455 MSEK (462), -2%
  - Revenues flat in local currencies
- Revenue growth impacted by lower volumes in Industrial Equipment



EBIT (adj.) Q1 2016

- EBIT 60 MSEK (76)
  - EBIT in local currencies 60 MSEK (76)
- EBIT margin 13.2% (16.4)
  - EBIT margin in local currencies 13.0% (16.4)
- Lower EBIT vs. last year due to:
  - Volume drop in Industrial Equipment
  - Impact on After Sales from lower upstream Oil & Gas and Mining
  - Expenses from growth initiatives

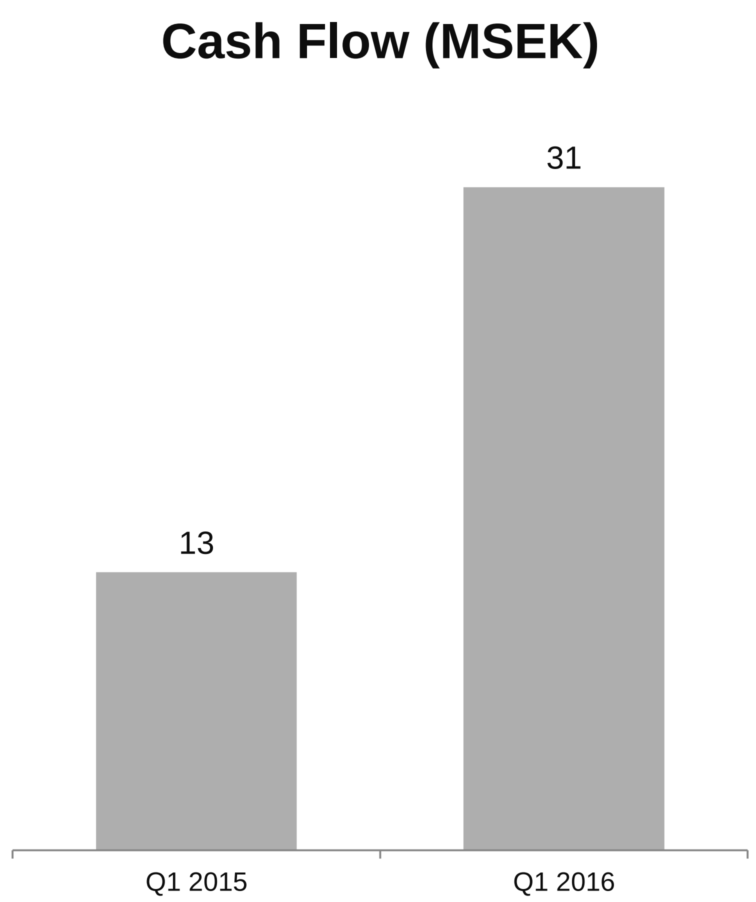




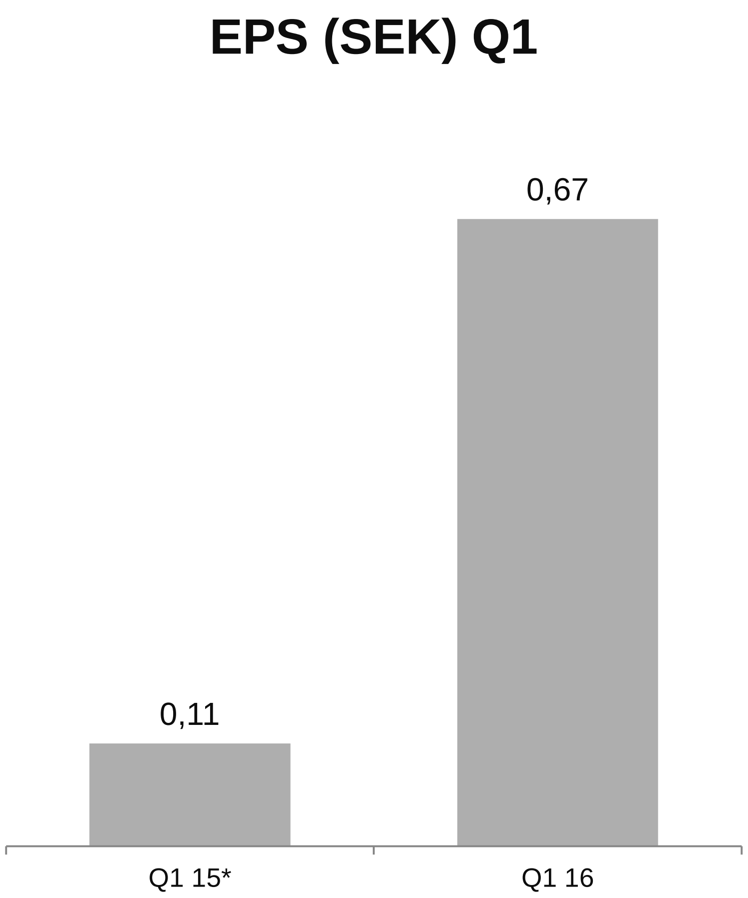
Note: EBIT Adjusted (adj.) means before non recurring expenses

Cash flow and Net debt Q1 2016

- Cash flow from operating activities 31 MSEK (13)
- Net debt, 351 MSEK (577)
- Leverage (Net debt/EBITDA ratio) at 1,0 (1,6)



EPS Q1 2016



*Calculated based on the existing number of shares, 43,326,289

Outlook 2016

Tormod Gunleiksrud, CEO

Outlook 2016

- Challenging market conditions in Oil & Gas and Mining impacting growth during 2016
- Growth initiatives are running
- Stronger second half of 2016 expected
  - Gradual effect from redirected sales and service resources
  - Additional sales opportunities based on expanded product offering

- Given current market outlook, we expect full year EBIT-margin in line with financial target

Q&A