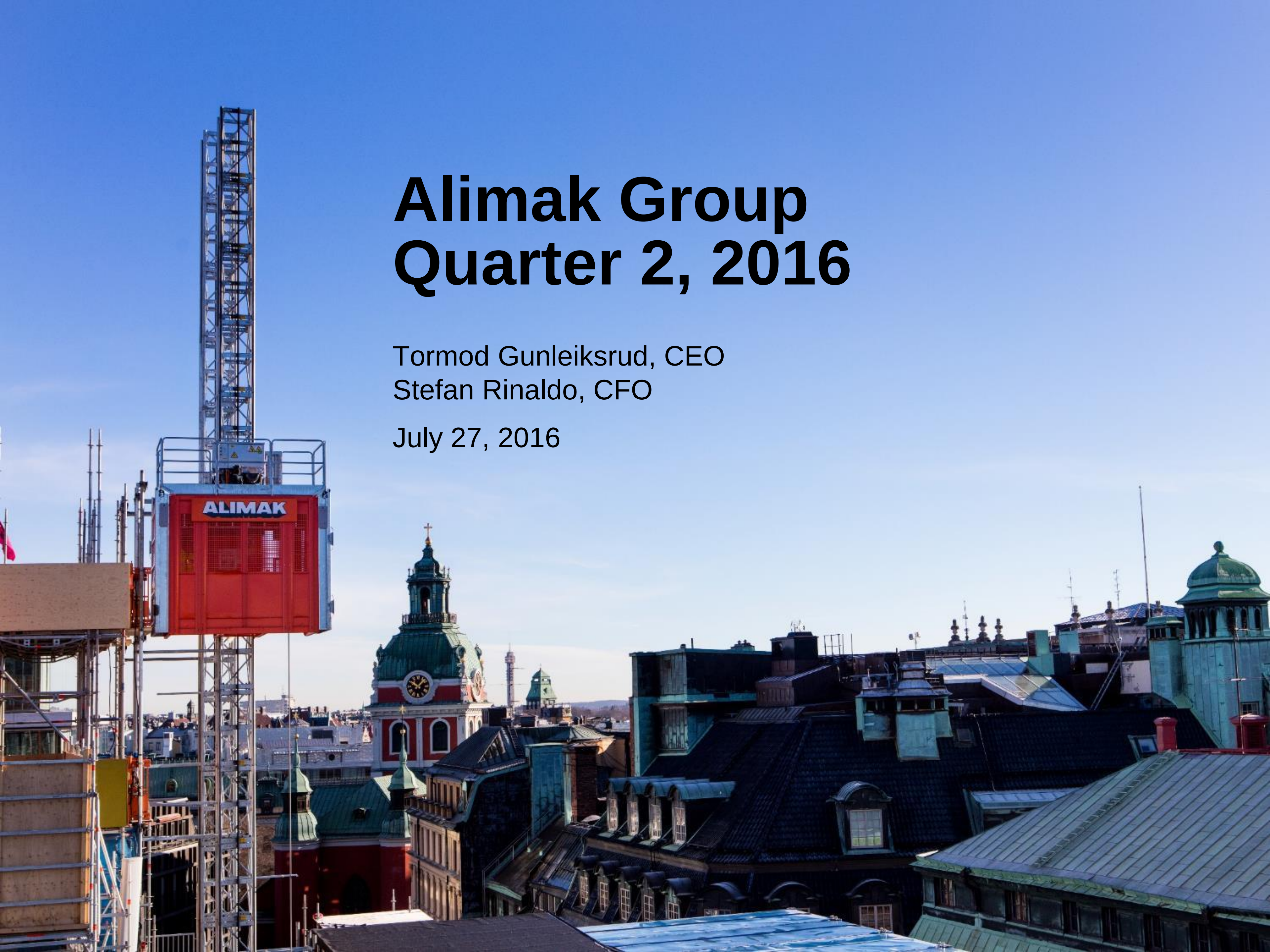
Alimak Group
Quarter 2, 2016

Tormod Gunleiksrud, CEO
Stefan Rinaldo, CFO

July 27, 2016



Continued global expansion in challenging business environment

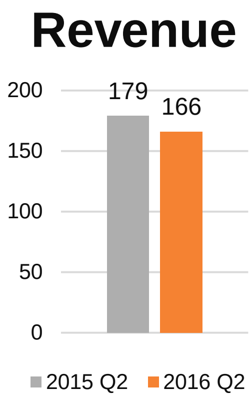
- Lower revenue reflecting slower order intake in Industrial Equipment and high comparison figure in Construction Equipment
- EBIT margin improvement in all business areas except Industrial Equipment
- Underlying growth in order intake when adjusted for Johan Sverdrup order (Q2 2015)
- Continued strong order intake in Construction Equipment

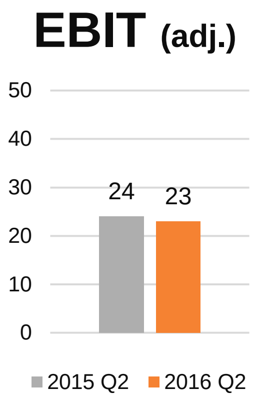
Market development – Q2

- Strong construction market in most geographies, both mature and emerging
- Opportunities in industrial segments such as Power & Energy, Ports & Shipyards and Chemicals
- Continued weak demand in upstream Oil & Gas and Mining
- Increased uncertainty from Brexit in European markets

Construction Equipment

- Strong growth in order intake supported by growth initiatives
- Strong demand for Alimak´s full product range
- Increased EBIT-margin





Order intake

- 188 MSEK (119), +58%

Revenues

- 166 MSEK (179), -7%

EBIT (adj.) and margin

- 23 MSEK (24), -4%
- 13,6% (13,2)

Note: EBIT Adjusted means before non recurring expenses

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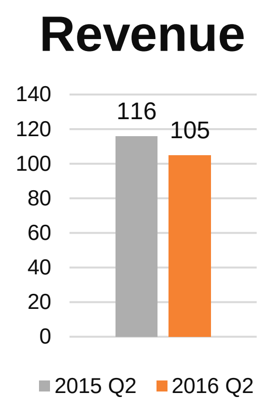
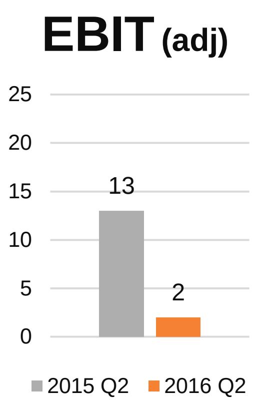
Industrial Equipment

- Order intake and revenue impacted by weak Oil & Gas and Mining. Q2 2015 included the Johan Sverdrup order of 155 MSEK
- Growth initiatives addressing other industries continue to generate orders
- EBIT impacted by lower revenue and running costs for growth initiatives





Order intake

- 111 MSEK (277), -60%

Revenues

- 105 MSEK (116), -9%

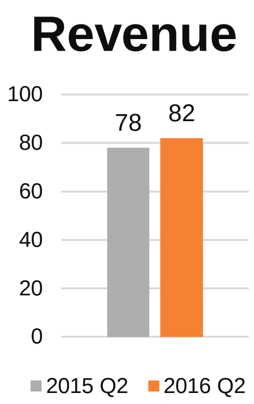
EBIT (adj.) and margin

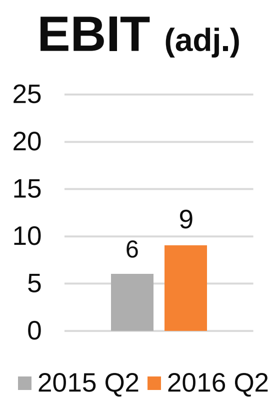
- 2 MSEK (13)
- 1.5% (11.3)

Note: EBIT Adjusted means before non recurring expenses

Rental

- Order intake lower due to fewer project starts in Q2
- Improved EBIT-margin through higher utilisation and efficiency measures
- Strong sales pipeline and continued good opportunities in addressed markets





Order intake

- 83 MSEK (92), -9%

Revenues

- 82 MSEK (78), +5%

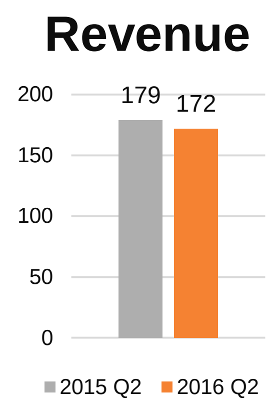
EBIT (adj.) and margin

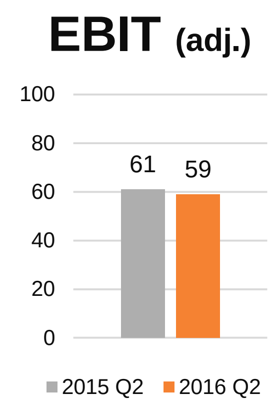
- 9 MSEK (6), +46%
- 10.7% (7.7)

Note: EBIT Adjusted means before non recurring expenses

After Sales

- Order intake impacted by weak Oil & Gas and Mining
- Increased EBIT-margin as efforts to restore margin continue
- Growth initiatives to capitalize on construction and traction opportunities continue





Order intake

- 161 MSEK(175), -8%

Revenues

- 172 MSEK (179), -4%

EBIT (adj.) and margin

- 59 MSEK (61), -3%
- 34.4% (34.1)

Note: EBIT Adjusted means before non recurring expenses

Business Areas - Share of total Revenue & EBIT

Revenues Q2 2016 – share of group total (Q2 2015)

- Construction Equipment 32% (32%)
- Industrial Equipment 20% (21%)
- Rental 16% (14%)
- After Sales 33% (32%)

EBIT (adj.) Q2 2016 – share of group total (Q2 2015)

- Construction Equipment 25% (23%)
- Industrial Equipment 2% (13%)
- Rental 10% (6%)
- After Sales 64% (59%)

Note: EBIT Adjusted means before non recurring expenses.

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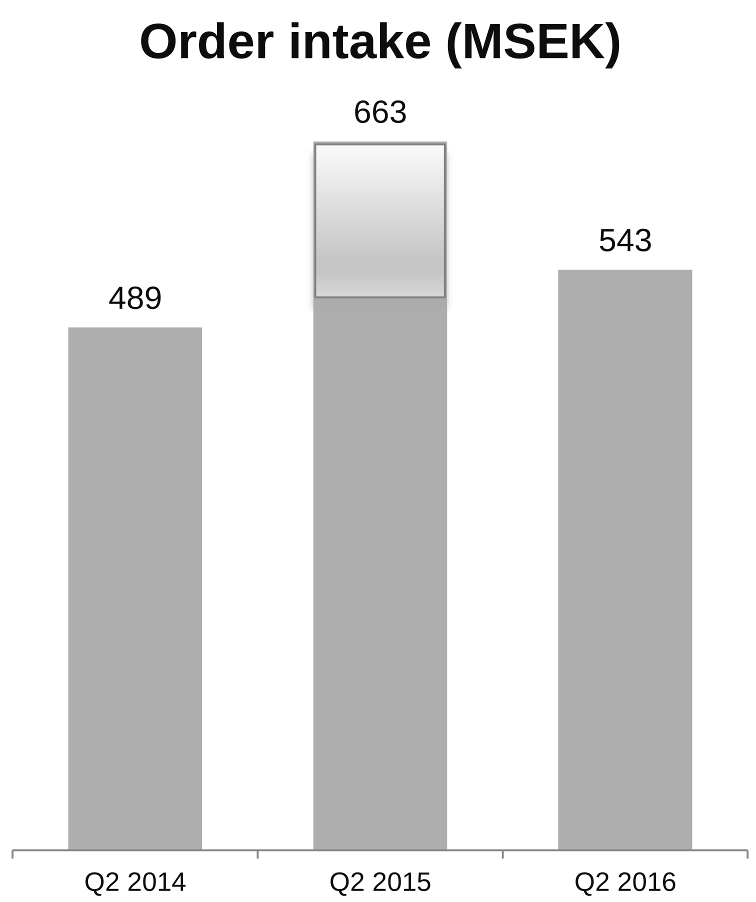
Group financials

Stefan Rinaldo, CFO

Order intake Q2 2016

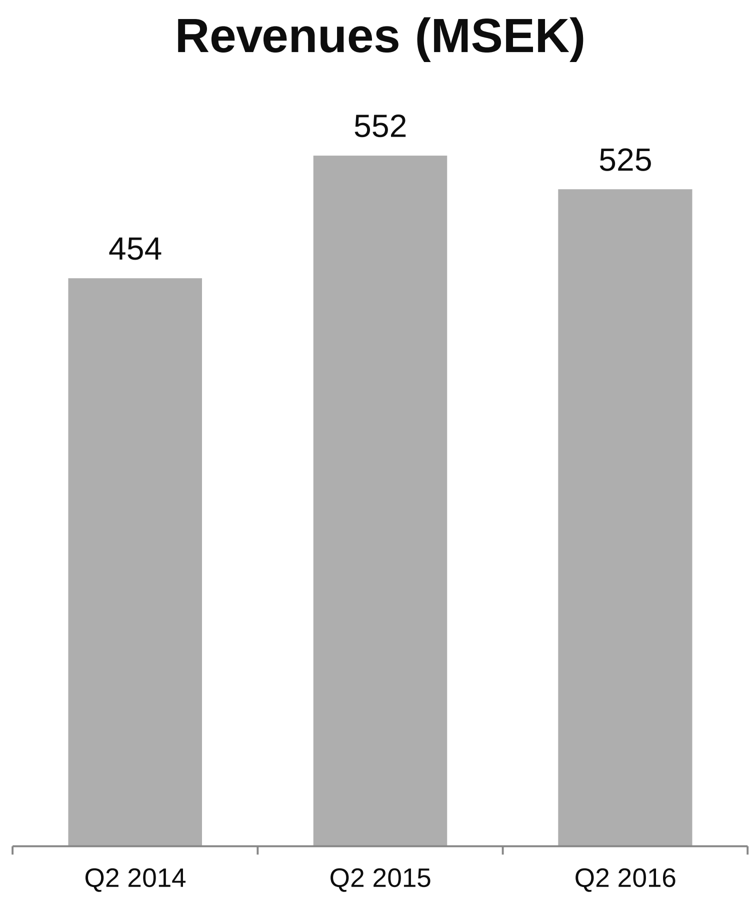
- Order intake 543 MSEK (663) -18%
  - -15% in local currencies
  - Underlying increase in order intake of 7%

Johan Sverdrup order of 155 MSEK in Q2 2015



Revenues Q2 2016

- Revenues 525 MSEK (552), -5%
  - -2 % in local currencies
- Revenue growth impacted by lower volumes in Industrial Equipment

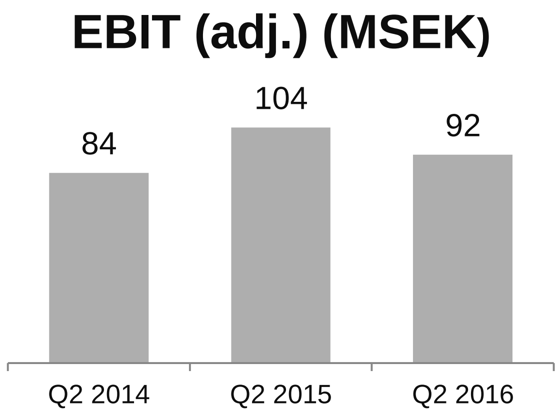


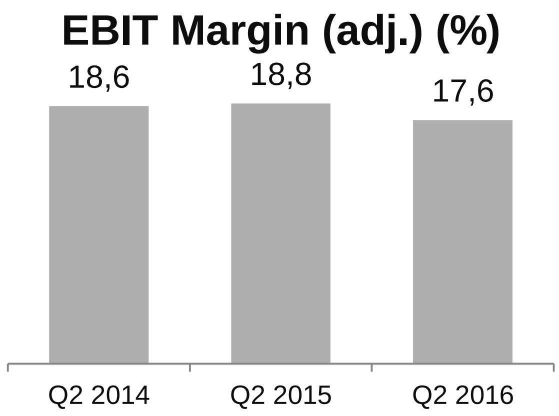
EBIT (adj.) Q2 2016

- EBIT (adj.) 92 MSEK (104)

- Lower EBIT vs. last year due to:
  - Volume drop in Industrial Equipment
  - Impact on After Sales from Oil & Gas and Mining
  - Expenses from growth initiatives

- EBIT margin (adj.) 17.6% (18.8)

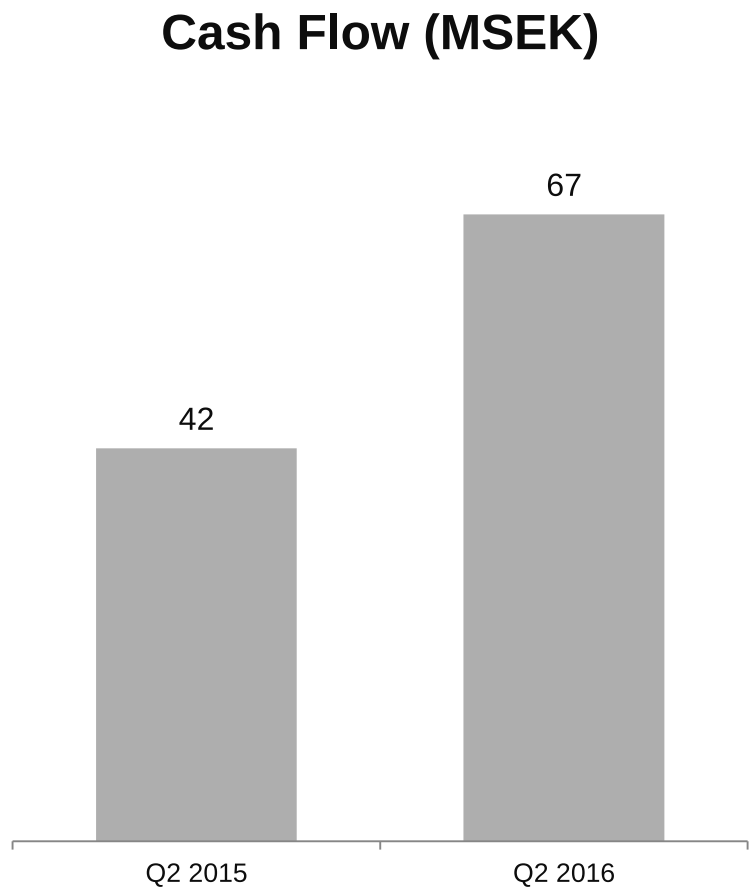




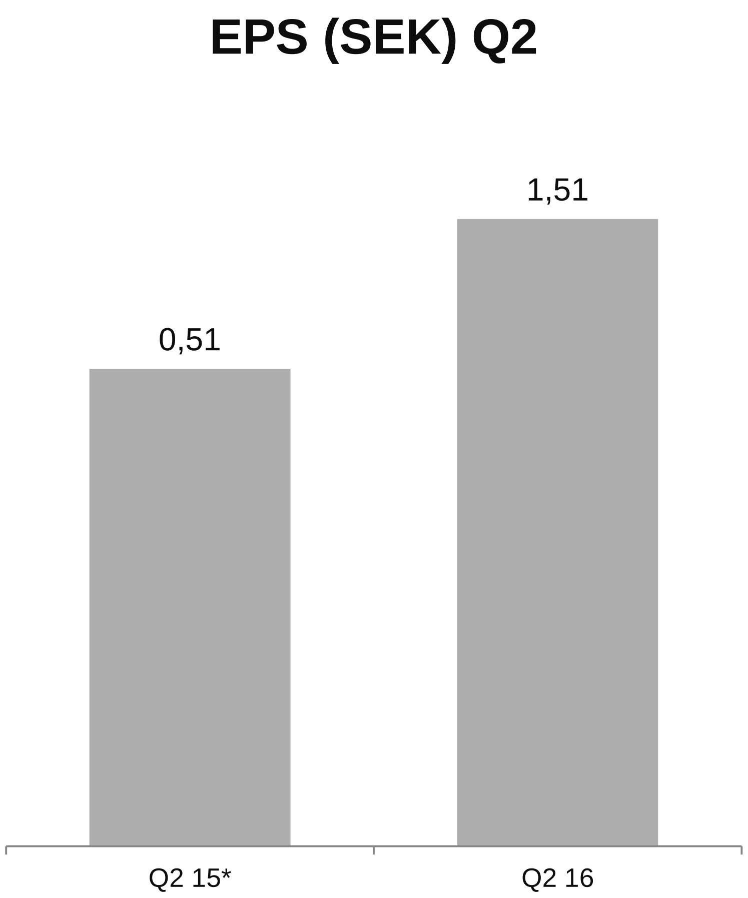
Note: EBIT Adjusted (adj.) means before non recurring expenses

Cash flow and Net debt Q2 2016

- Cash flow from operating activities 67 MSEK (42)
- Net debt 385 MSEK (532)
- Leverage (Net debt/EBITDA ratio) at 1,0 (1,6)

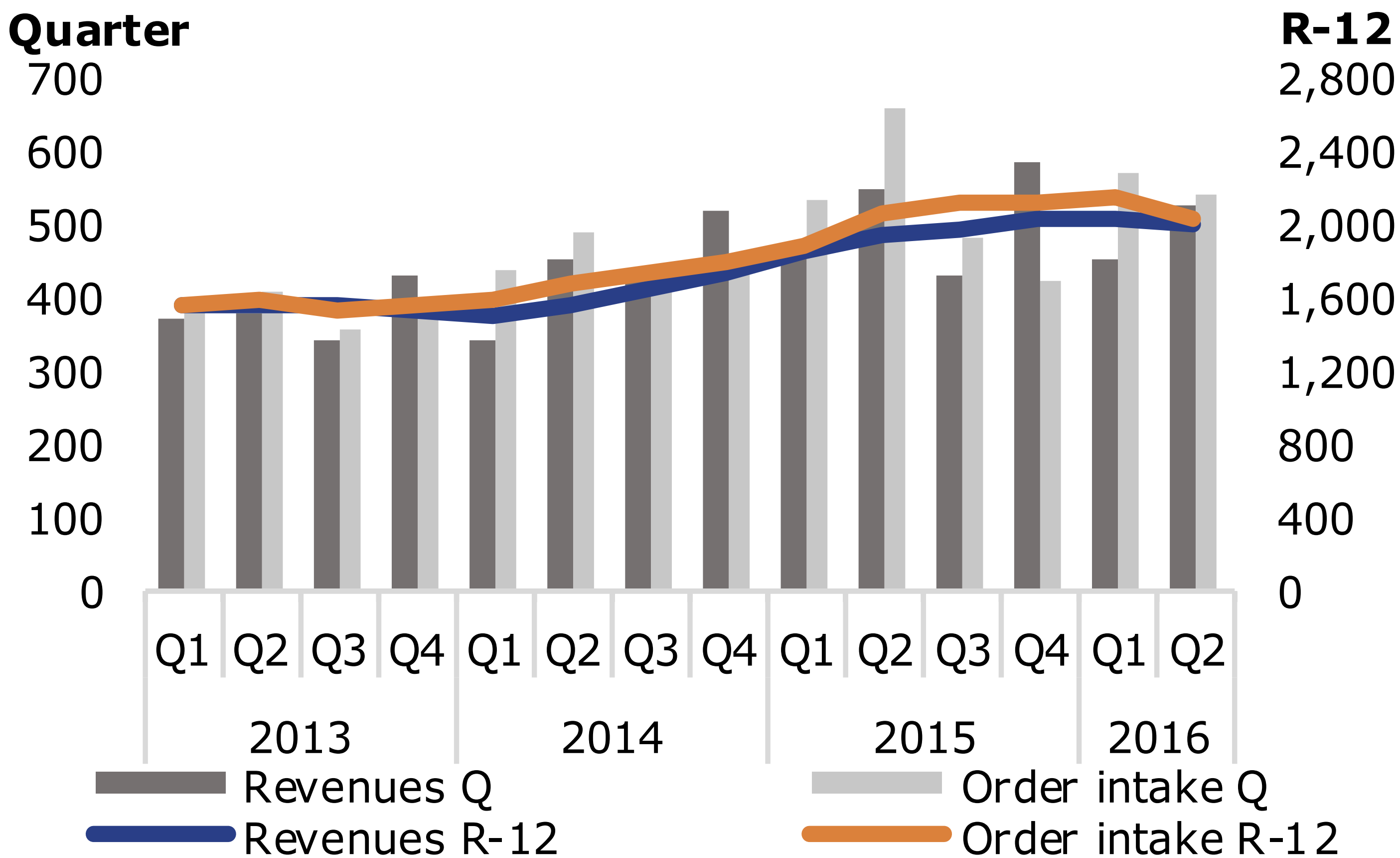


EPS Q2 2016

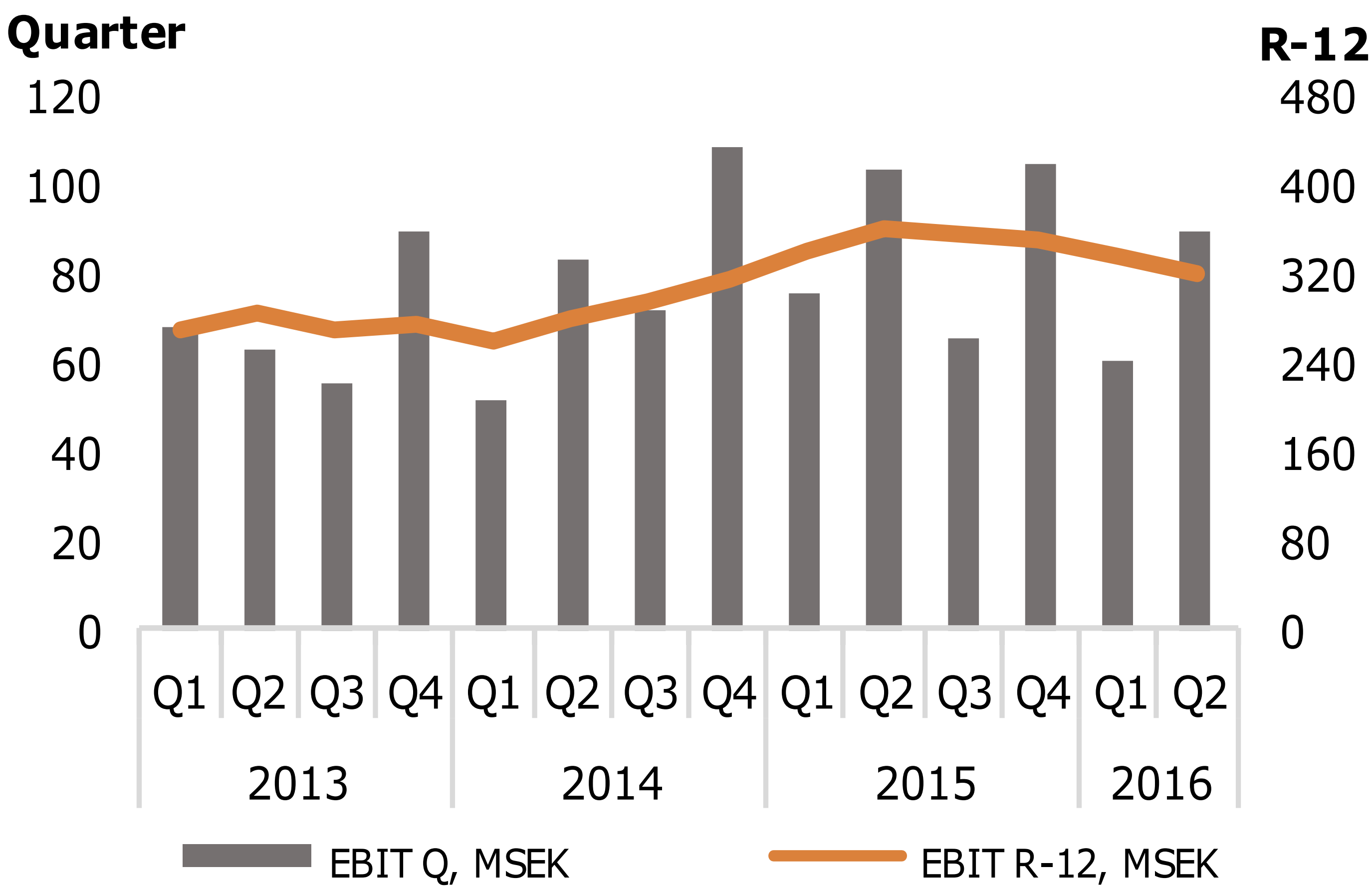


*Calculated based on the existing number of shares, 43,326,289

Order Intake and Revenue R-12, MSEK



EBIT (adj.) R-12


Quarter
R-12
120
100
80
60
40
20
0
480
400
320
240
160
80
0
Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2
2013
2014
2015
2016
EBIT Q, MSEK
EBIT R-12, MSEK

Outlook 2016

Tormod Gunleiksrud, CEO

Outlook 2016

- Growth initiatives are running

- Challenging market conditions in Oil & Gas and Mining and increased uncertainty from Brexit

- EBIT margin during the second half of 2016 expected to be on the same level as in Q2 2016


Q&A
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