A tall, silver Alimak scissor lift is positioned on a construction site. The lift's basket is red and has the word "ALIMAK" printed on it in white. The lift is extended high into the air. In the background, a cityscape is visible under a clear blue sky. The city features several buildings with green copper roofs and a prominent church with a large, ornate green dome and a clock tower. The overall scene is bright and clear, suggesting a sunny day.

Alimak Group Quarter 3, 2016

Tormod Gunleiksrud, CEO

Stefan Rinaldo

October 28, 2016

Profitable growth in Q3

- Order intake +6%
 - Order intake in Construction Equipment +59%
- Revenues +9%
 - Strong revenue growth in Construction Equipment +61%
- EBIT* margin of 15.4% (15.2)
- EBIT* margin in After Sales of 32.4% (29.5)



Note: EBIT* means before non recurring expenses

Market development – Q3

- Strong construction market in most geographies - China and Brazil remain weak
- Continued weak market condition in upstream Oil & Gas and Mining
- Prolonged sales cycles in the industrial market



Construction Equipment

- Strong growth in order intake coming from solid demand for Alimak's broadening product range
- Increased revenues
- Improved EBIT* margin
- Further extension of distributor network 80+

Order intake

- 213 MSEK (134), +59%

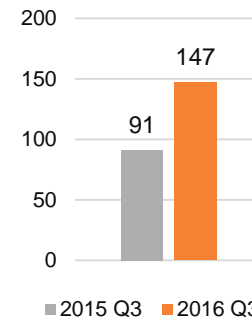
Revenues

- 147 MSEK (91), +61%

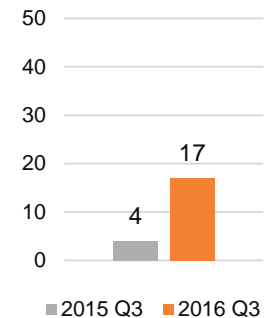
EBIT* and margin

- 17 MSEK (4), 340%
- 11.7% (4.3)

Revenue



EBIT*



Note: EBIT* means before non recurring expenses

Industrial Equipment

- Order intake lower than expected
- EBIT* margin impacted by lower volumes
- Industrial market still under pressure

Order intake

- 41 MSEK (84), -51%

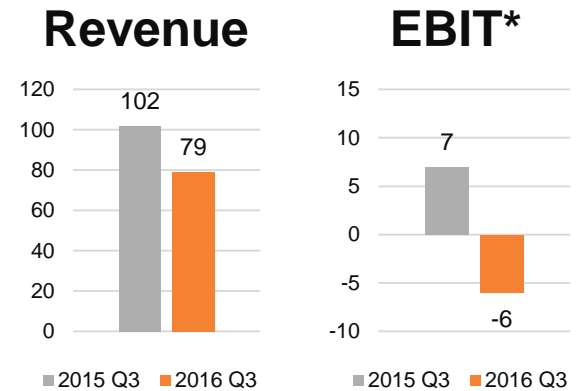
Revenues

- 79 MSEK (102), -23%

EBIT* and margin

- -6 MSEK (7)
- -7.8% (7.0)

Note: EBIT* means before non recurring expenses



Rental

- Good level of order intake but lower vs. previous year
- Increased revenues driven by higher utilisation
- Improved EBIT* margin

Order intake

- 93 MSEK (108), -14%

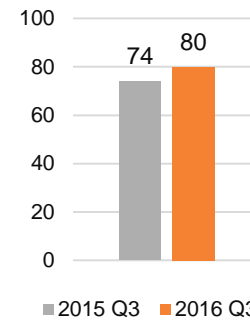
Revenues

- 80 MSEK (74), +9%

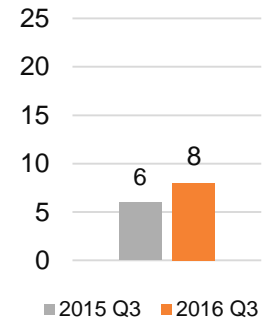
EBIT* and margin

- 8 MSEK (6), +43%
- 9.9% (7.5)

Revenue



EBIT*



Note: EBIT* means before non recurring expenses

After Sales

- Order intake growth of +4% with increased sales in the construction market
- Improved EBIT* margin due to the strategic initiatives
- Oil & Gas and Mining still under pressure

Order intake

- 166 MSEK (159), +4%

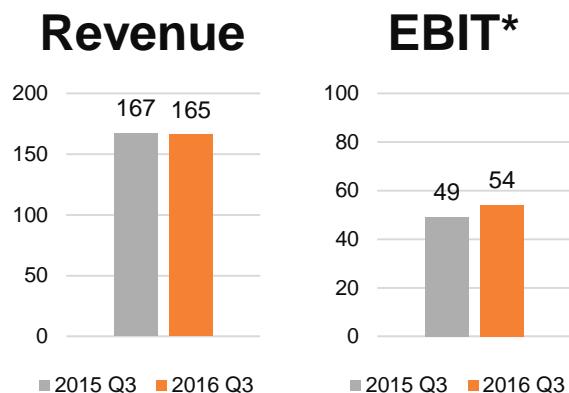
Revenues

- 165 MSEK (167), -1%

EBIT* and margin

- 54 MSEK (49), +9%
- 32.4% (29.5)

Note: EBIT* means before non recurring expenses



Business Areas - Share of total Revenue & EBIT

Revenues Q3 2016 – share of group total (Q3 2015)



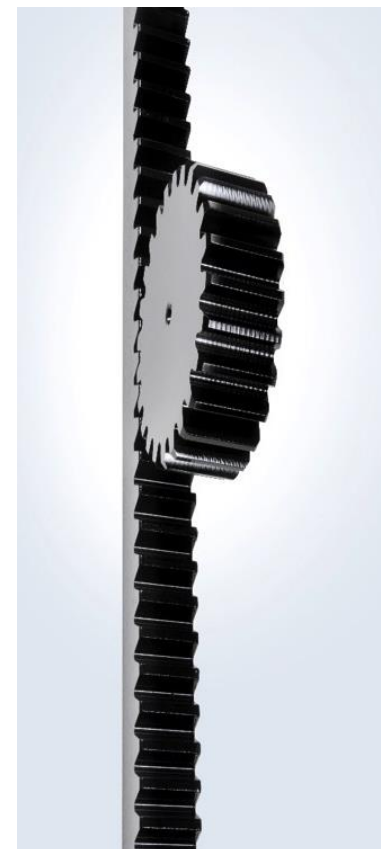
- Construction Equipment 31% (21%)
- Industrial Equipment 17% (24%)
- Rental 17% (17%)
- After Sales 35% (38%)

EBIT* Q3 2016 – share of group total (Q3 2015)



- Construction Equipment 24% (6%)
- Industrial Equipment -9% (11%)
- Rental 11% (8%)
- After Sales 74% (75%)

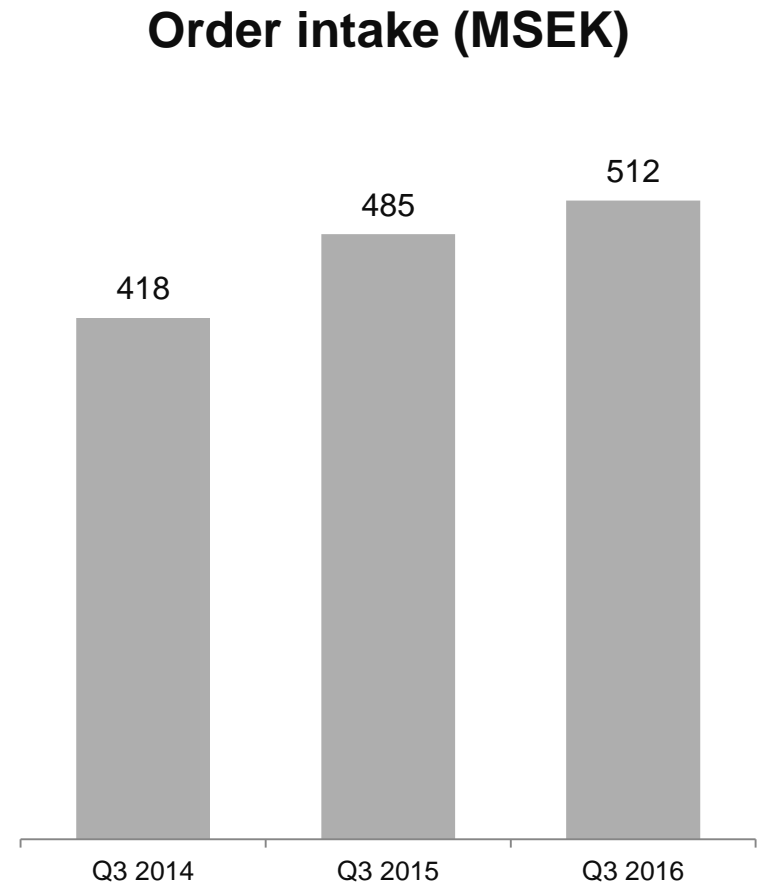
Chart excluding BA with negative EBIT.



Note: EBIT* means before non recurring expenses.

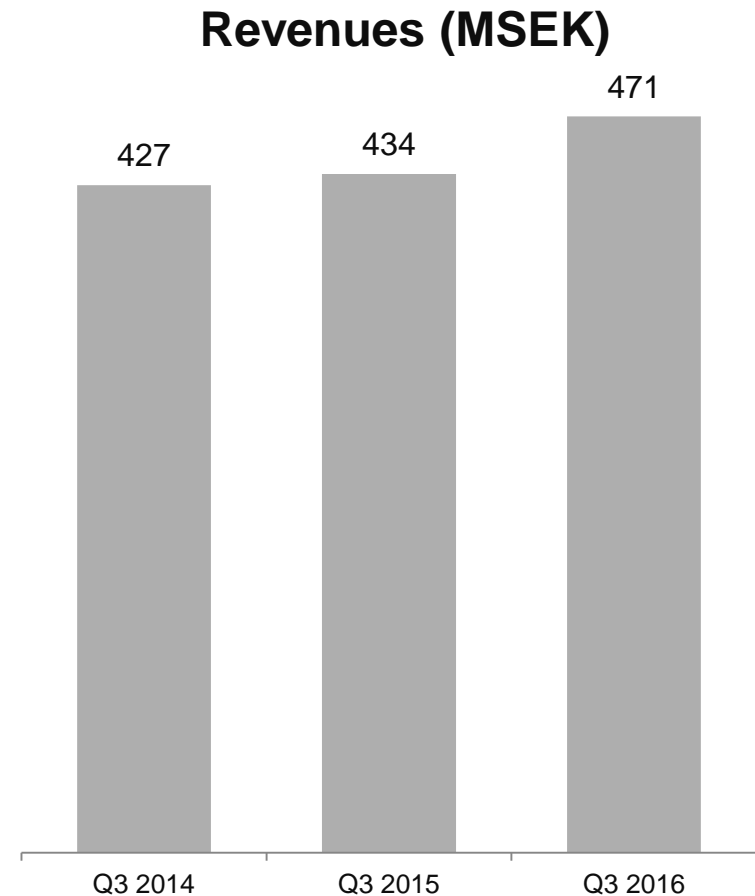
Order intake Q3 2016

- Order intake 512 MSEK (485) +6%
- +7% in local currencies
- Growth in order intake mainly driven by strong performance in Construction Equipment



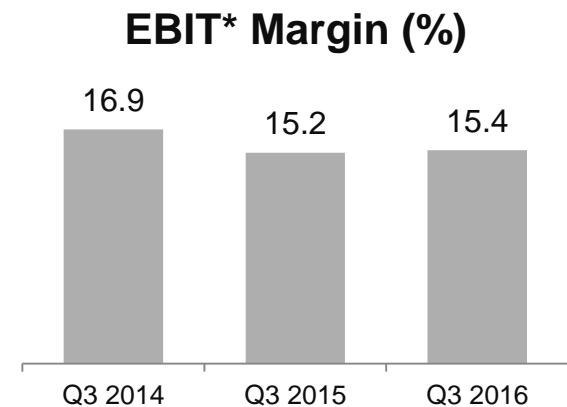
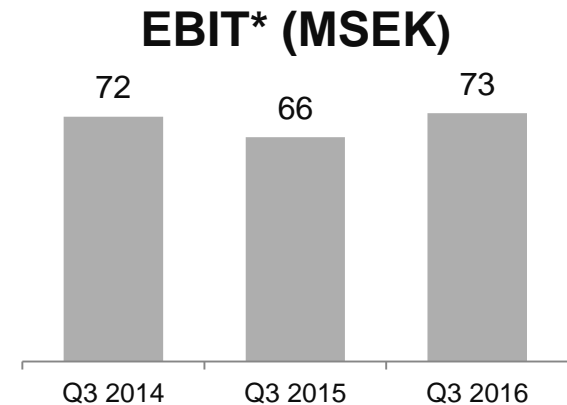
Revenues Q3 2016

- Revenues 471 MSEK (434), +9%
- +9% in local currencies
- Revenue growth mainly driven by strong performance in Construction Equipment



EBIT* Q3 2016

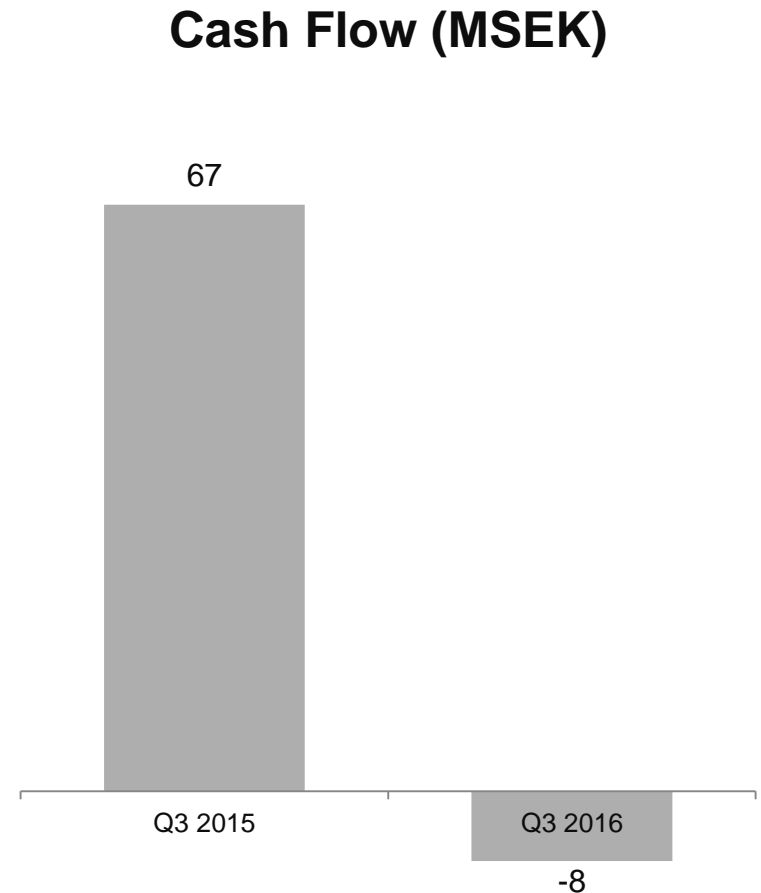
- EBIT* 73 MSEK (66)
- EBIT* increase vs. last year due to
 - Higher volumes in Construction Equipment
 - Efficiency improvements in After Sales and Rental
 - Negative EBIT* impact from low volumes in Industrial Equipment
- EBIT* margin 15.4% (15.2)



Note: EBIT* means before non recurring expenses

Cash flow and Net debt Q3 2016

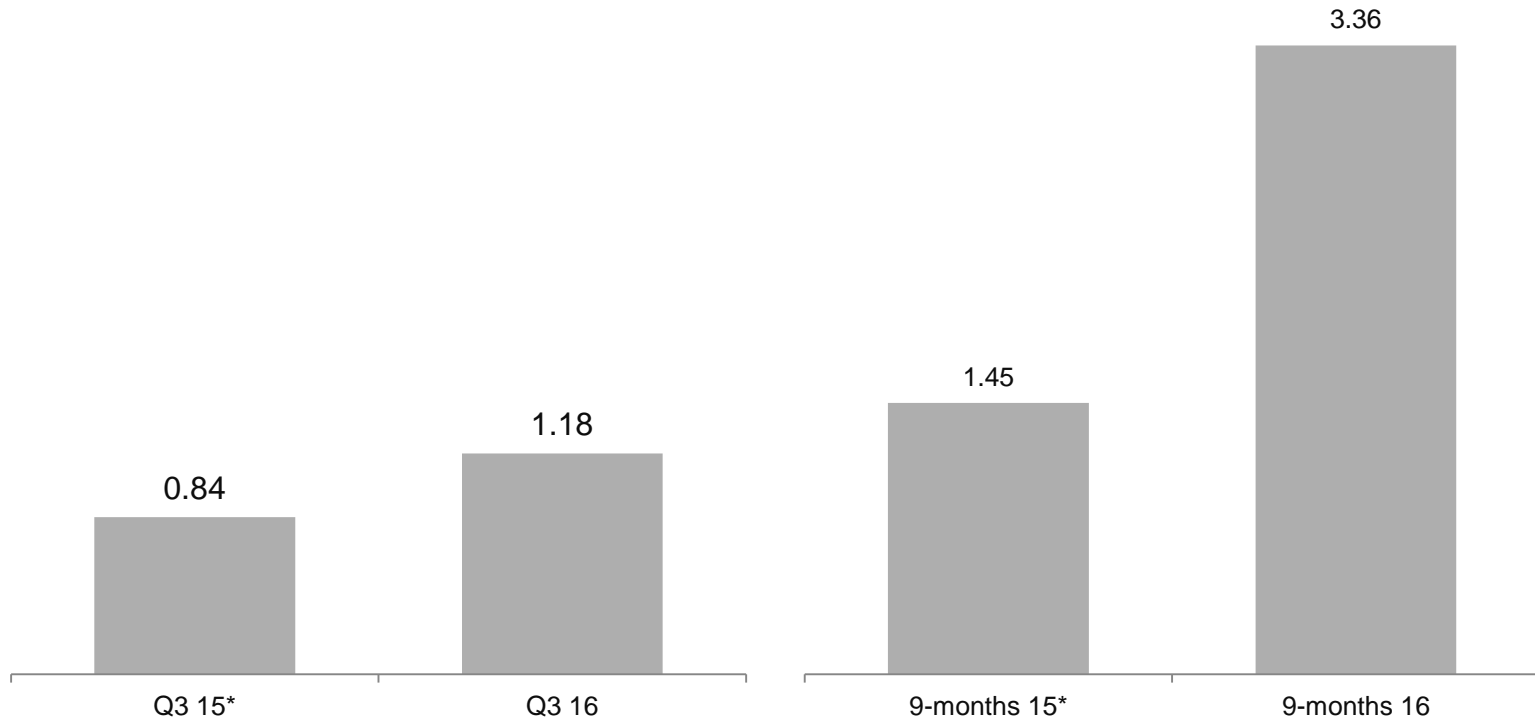
- Cash flow from operating activities -8 MSEK (67)
 - Growth and high share of revenues late in the quarter
- Net debt 399 MSEK (491)
- Leverage (Net debt/EBITDA ratio) at 1.0 (1.5)



EPS, Q3 and January - September

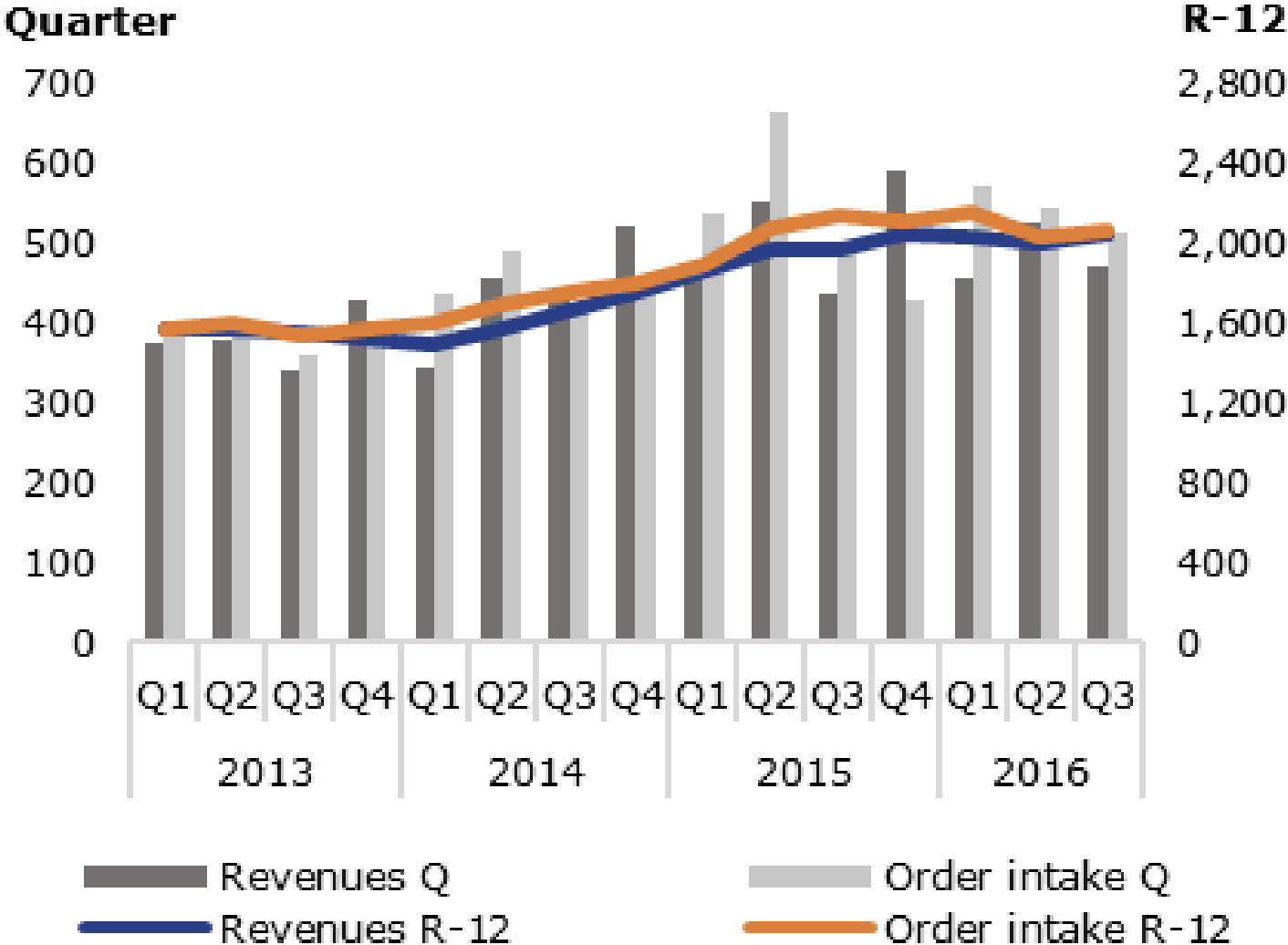
EPS (SEK) Q3

EPS (SEK) Jan-Sept

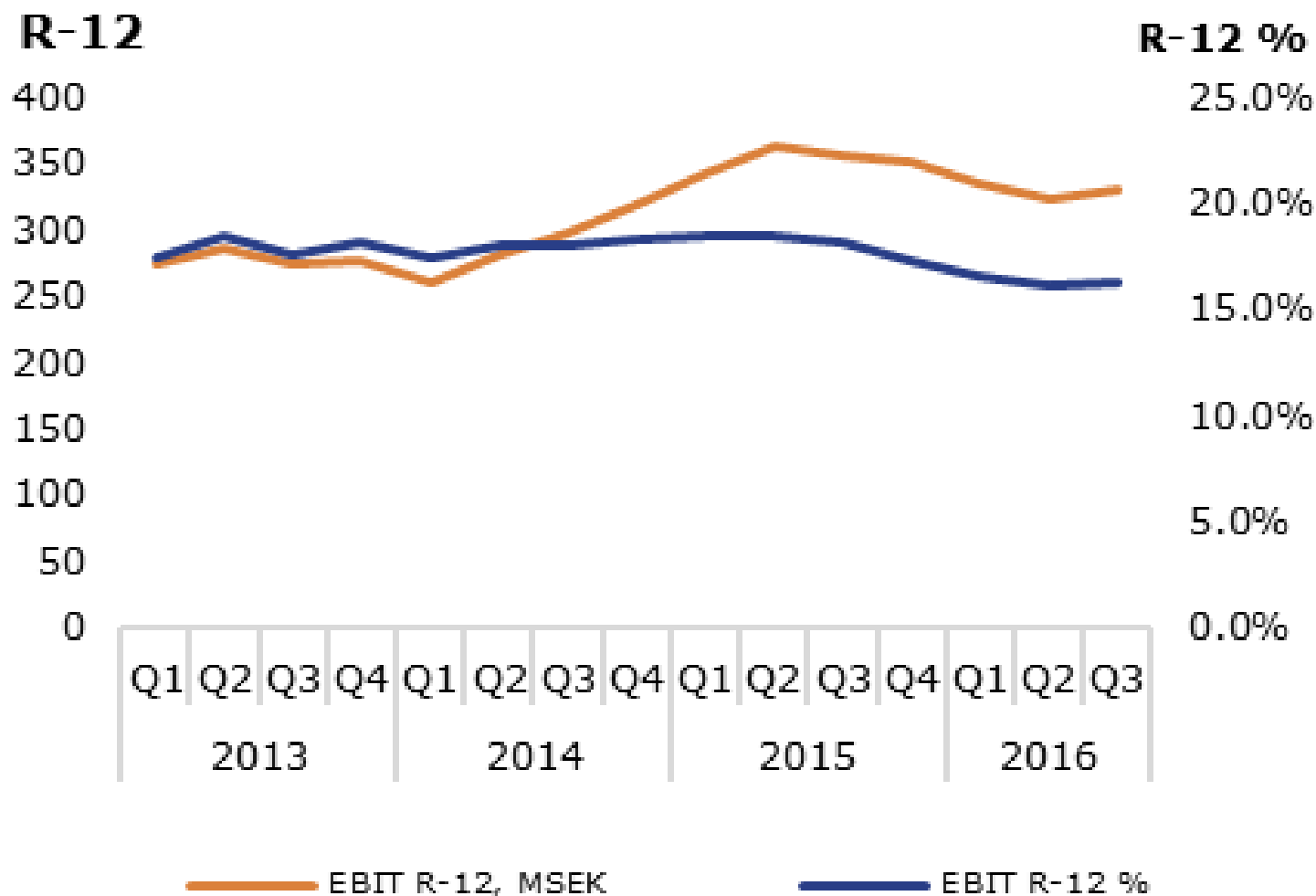


*Calculated based on the existing number of shares, 43,326,289

Order intake and Revenue R-12, MSEK



EBIT* R-12



Note: EBIT* means before non recurring expenses

Outlook 2016

- Industrial market still under pressure
- Continued strong demand in construction market
- As in the previous year, I expect a finish in line with last year's good volumes and margins

