
Alimak Group

Q1 2022, 27 April 2022

Ole Kristian Jødahl, CEO

Thomas Hendel, CFO

Business highlights

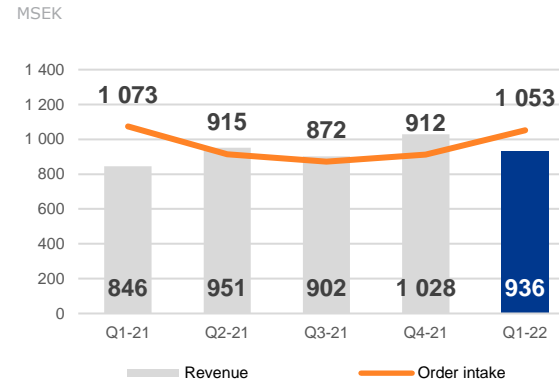
- Continued margin improvements driven by revenue growth and improved gross margin despite increased macro uncertainty
- Focus on activities and investments to deliver profitable growth
 - Sales
 - Product and Service development
- Contract driven business with high fluctuation between months



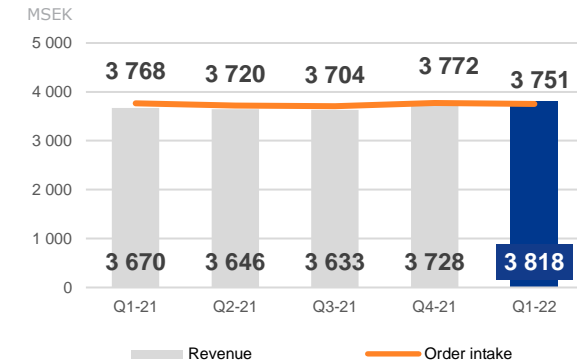
Group quarterly summary

- **Order intake** -2% (-9% organically)
 - Strong organic growth in Industrial
 - Strong service order intake growth
 - Wind reported a continued drop as expected
- **Revenue** +11% (+3% organically)
 - Strong organic increase in Construction, Industrial and Facade Access
 - Wind down as expected
- **EBITA** increased to MSEK 107 (95), margin improved to 11.5% (11.2)
 - Improved profitability driven by revenue growth and improved gross margin

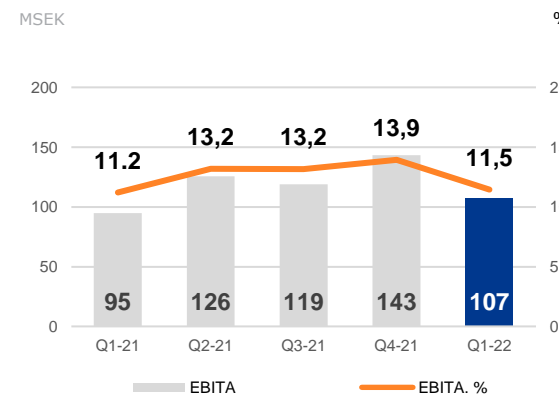
Order intake & Revenue by Quarters



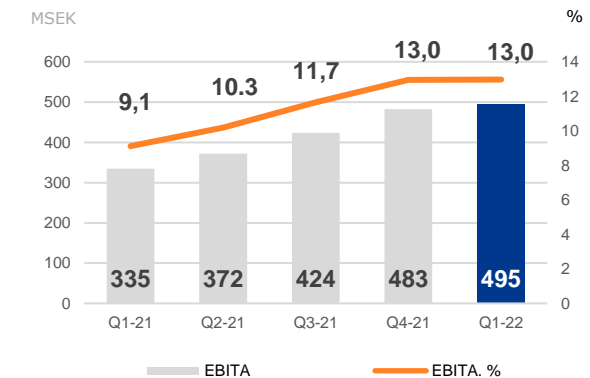
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters



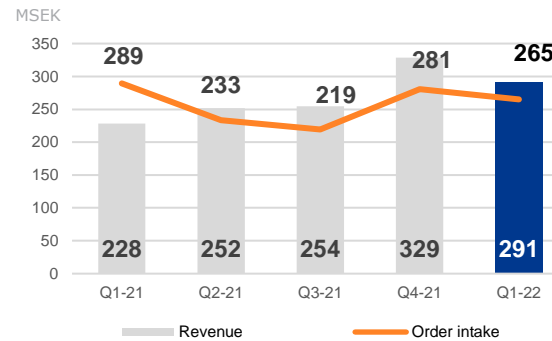
EBITA & EBITA margin by R12M



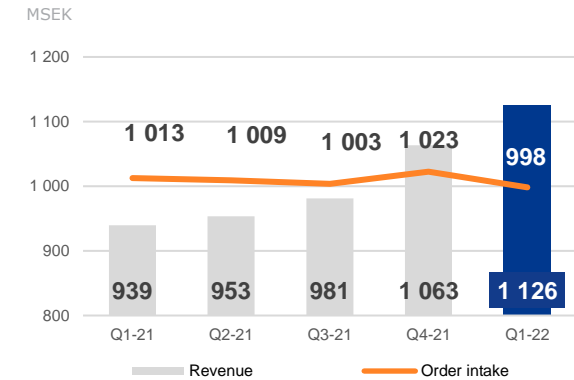
Facade Access

- **Order intake** -8% (-18% organically)
 - Slow market for new equipment for high-rise buildings but increasing activity level in most markets
 - Increased service order intake
- **Revenue** +28% (+17% organically)
 - Stronger equipment and service revenue across all regions
- **EBITA** increased to MSEK 4 (-6), margin was 1.5% (-2.5)
 - Improvement driven by higher volumes and improved gross margin in services
 - Increased raw material costs and supply chain challenges

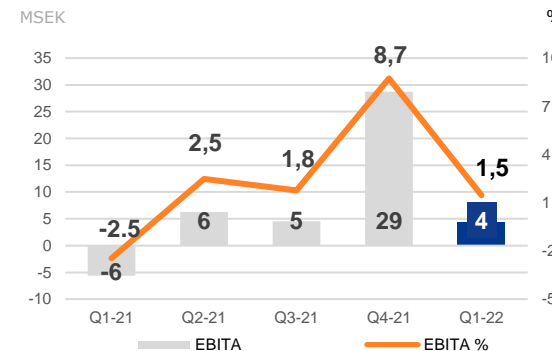
Order intake & Revenue by Quarters



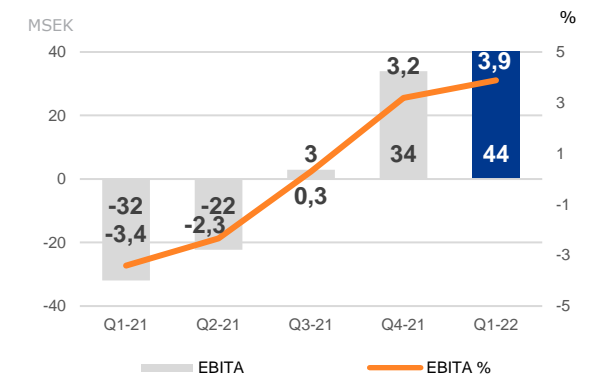
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters

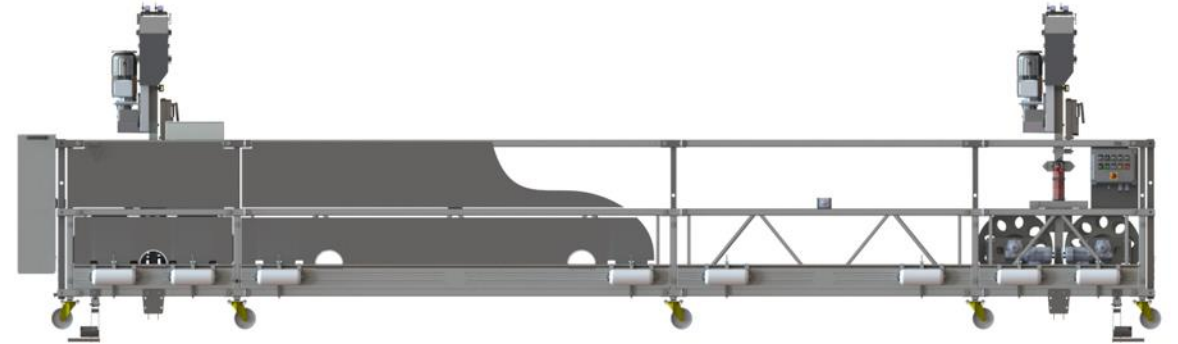


EBITA & EBITA margin by R12M



Facade Access – improving sales and profitability

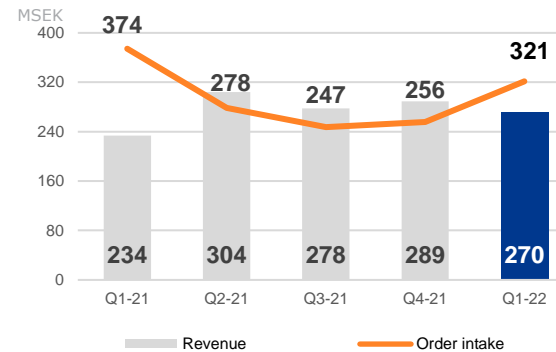
- Activities to improve sales and profitability ongoing
- Expanding product range for low and mid-rise buildings - broadening our addressable market
- Launch of the CoxGomyl 1000-series as a modular self powered platform
- Reopened manufacturing operations in Dubai enhances competitiveness in emerging markets



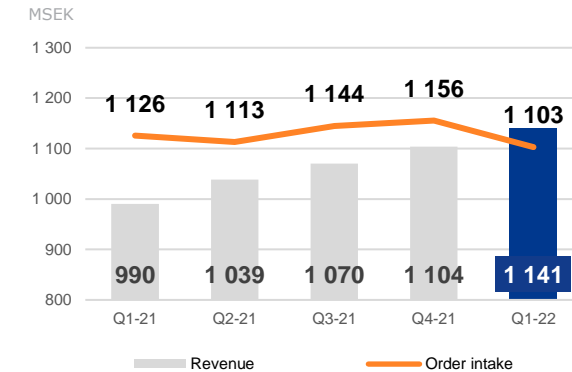
Construction

- **Order intake** -14%, (-19% organically)
 - Tough comparables year-over-year
 - Positive order intake development for new equipment
 - Increased sales of transport platforms in Europe
- **Revenue** +16% (+9% organically)
 - Continued good development across the product portfolio and geographical markets
- **EBITA** at MSEK 41 (35), margin 15.3% (14.9)
 - Higher volumes and continued good cost control
 - Increased investments in R&D

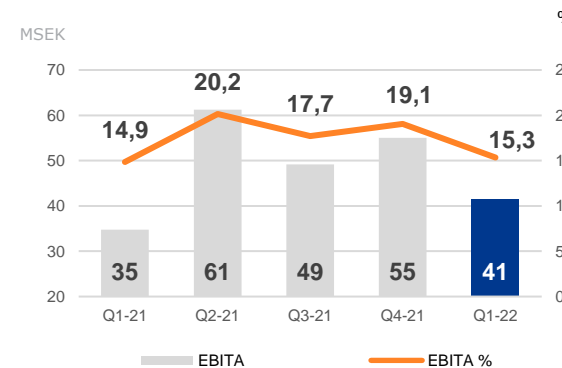
Order intake & Revenue by Quarters



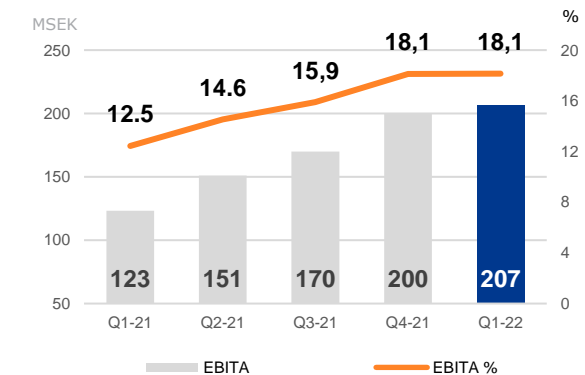
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters



EBITA & EBITA margin by R12M



Construction – expanded markets and offering

- Investments in local sales resources in Norway and Denmark
- Global used equipment sales organisation being established
- Strengthened product management and R&D investment within Mast Climbing Work Platforms and Transport Platforms
- Continue to drive digitalisation strategy with positive responses from our customers e.g., BIM, STS300 customer portal and connected assets reporting



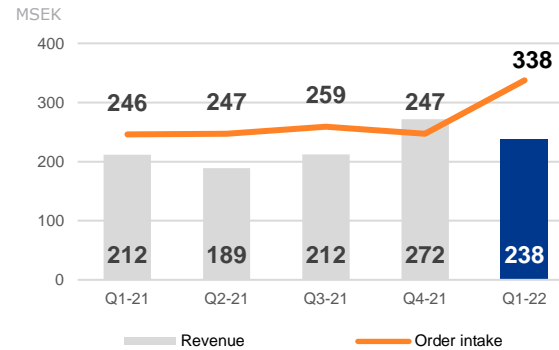
Industrial

- **Order intake +37% (+28% organically)**
 - Higher equipment and service order intake globally
 - Positive development for our Traction technology solutions
 - Contribution from new product for emerging markets and special engineered elevators

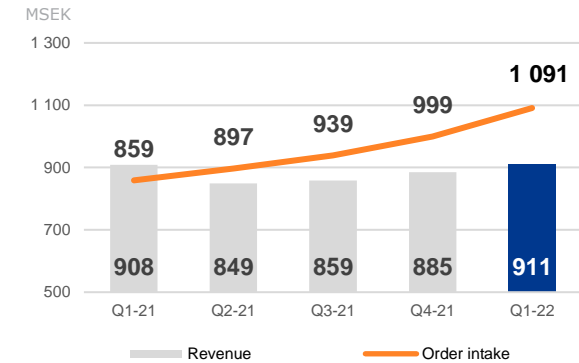
- **Revenue +12% (+5% organically)**
 - Higher volumes mainly driven by strong service and parts sales globally

- **EBITA decreased to MSEK 46 (50), a margin of 19.3% (23.7)**
 - Higher profitability in Q1 2021 due to favourable mix and lower selling expenses

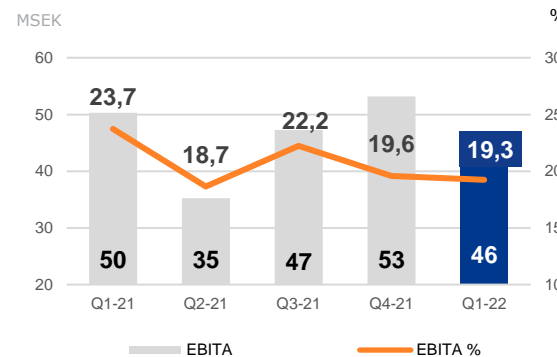
Order intake & Revenue by Quarters



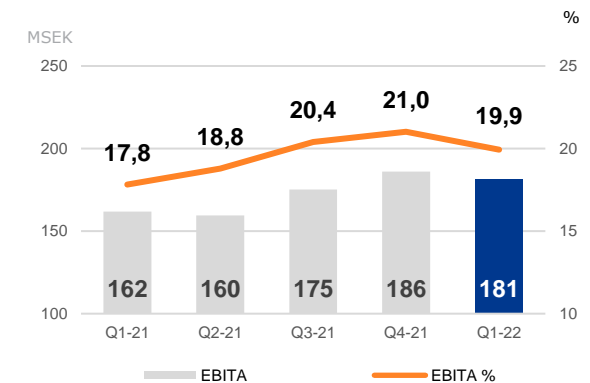
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters



EBITA & EBITA margin by R12M



Industrial – global and regional segment focus

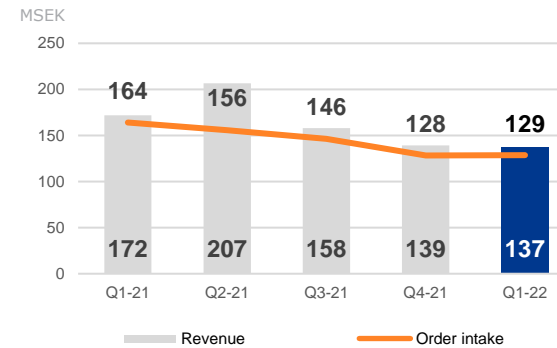
- Dedicated and focused salesforce
 - Focus on enhancing the global and regional segment focus
 - Increasing customer interaction
- Increased activity in energy related segments
- Continued progress for the solution for offshore support vessels for wind turbines



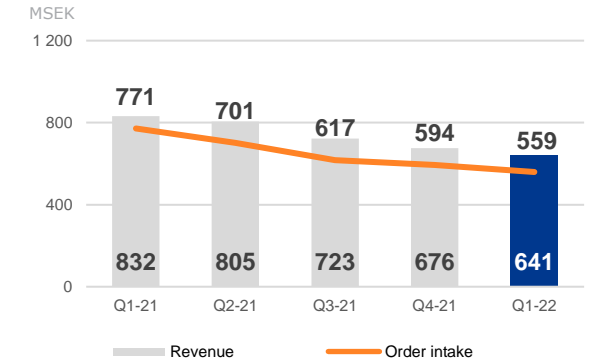
Wind

- **Order intake** -22% (-28% organically)
 - Effect of exiting tower internals, volume impact Q1 -27 MSEK y-o-y
 - China continues to be challenging
- **Revenue** -20% (-27% organically)
 - Tower internals impact Q1 -20 MSEK y-o-y
 - Decreased order backlog in China
- **EBITA** increased to MSEK 16 (15), a margin of 11.6% (9.1)
 - EBITA-margin increase due to activities to improve margins
 - Favourable product mix in the quarter

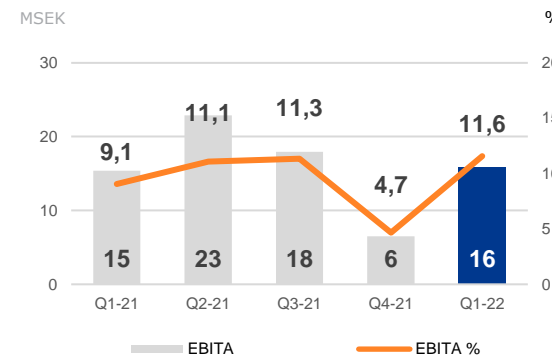
Order intake & Revenue by Quarters



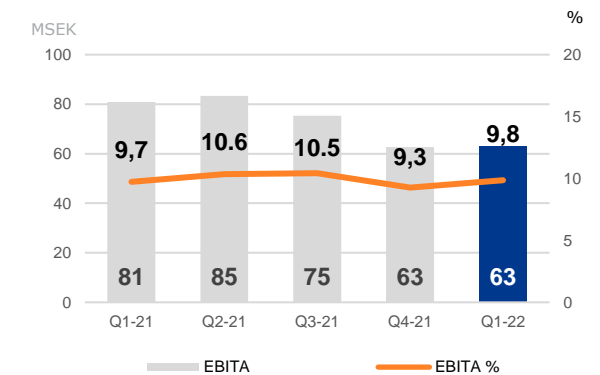
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters



EBITA & EBITA margin by R12M



Wind – pursuing value creating opportunities

- Increased focus on renewable energy
- Product development to expand product and service range
- Price management to mitigate effects of raw material and freight cost increases
- Strategic review of the Wind division, initiated in Q1, is ongoing to explore future strategic alternatives



Financial summary Group March 2022

MSEK	Q1 2022	Q1 2021	Δ%
Order intake	1,053	1,073	-2
Organic order growth			-9
Revenue	936	846	11
Organic revenue growth			3
EBITA	107	95	13
EBITA-%	11.5%	11.2%	+0.3 pp
Operating cash flow	36	112	-68

Earnings summary

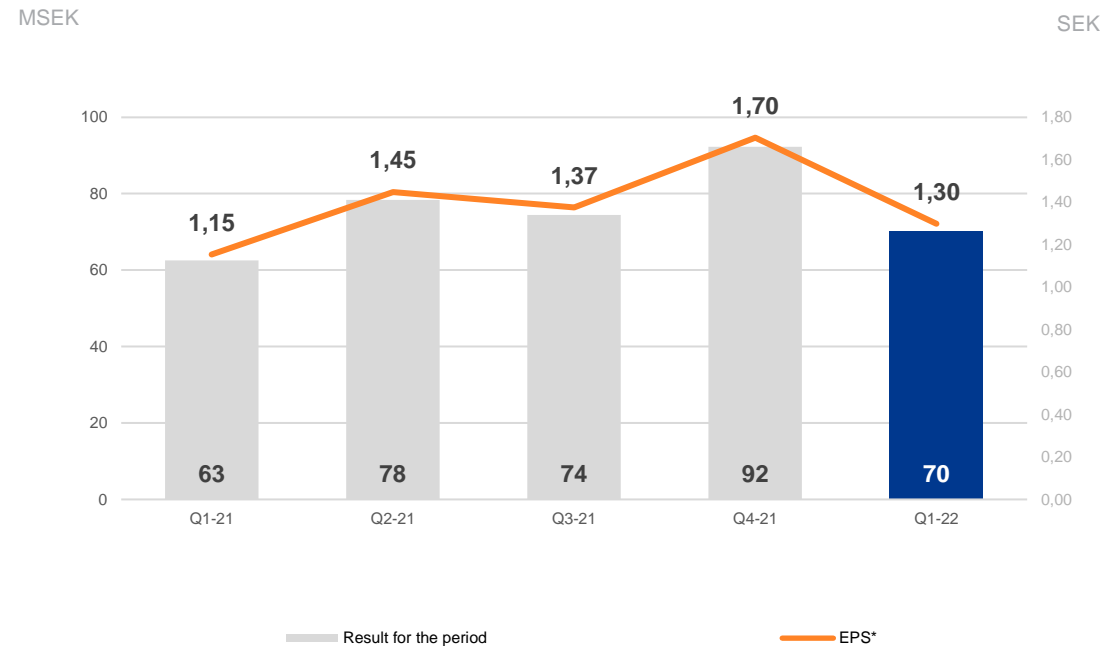
- EBITA
 - Profit improvement driven by revenue growth and improved gross margin
- Financial net
 - Interest net (+2) and currency effects (-5) y-o-y
- Taxes
 - Tax rate for the quarter of 23% (25) reflecting the country profit distribution

MSEK	Q1 2022	Q1 2021	ΔMSEK
EBITA	107	95	12
Amortisations	-9	-9	0
EBIT	98	86	12
Financial net	-7	-3	-3
EBT	91	83	9
Taxes	-21	-20	-1
Result for the period	70	63	8

Result for the period and EPS

- Result for the period MSEK 70 (63)
- Earnings per share was SEK 1.30 (1.15) growth of 13%

Result for the period and EPS

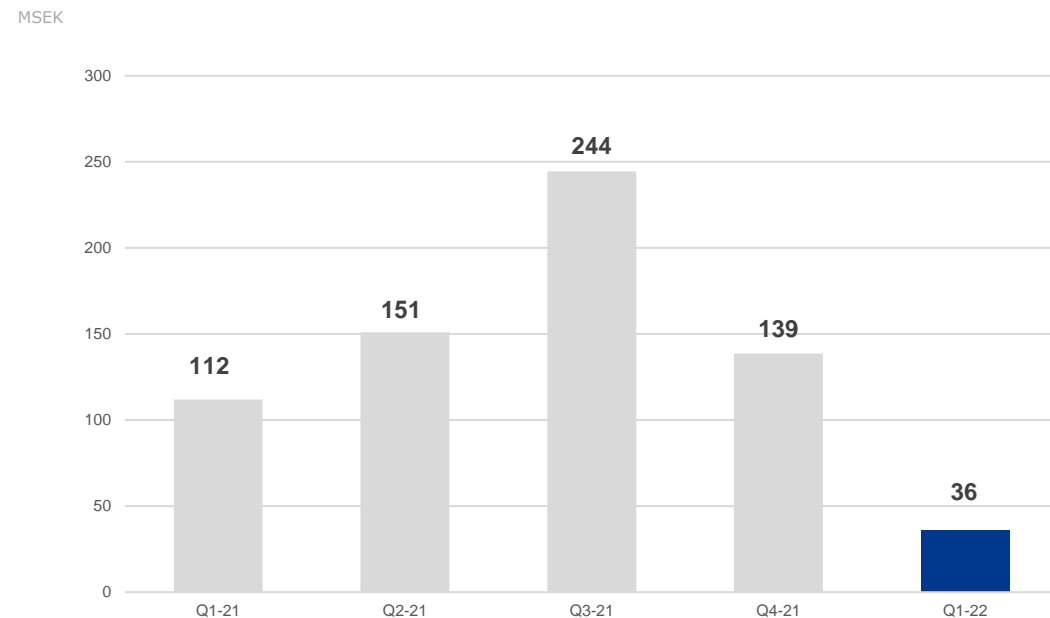


*) Calculated on numbers of shares
at 2022-03-31: 54,157,861

Cash flow

- Cash flow from operations MSEK 36 (112)
 - Good cash collection in the quarter with reduced overdue receivables, however lower cash conversion due to the following areas:
 - Timing of shipments leading to increased goods in transit
 - Fewer payment milestones in the projects leading to increased contract assets
 - Planned inventory build-up to secure future deliveries

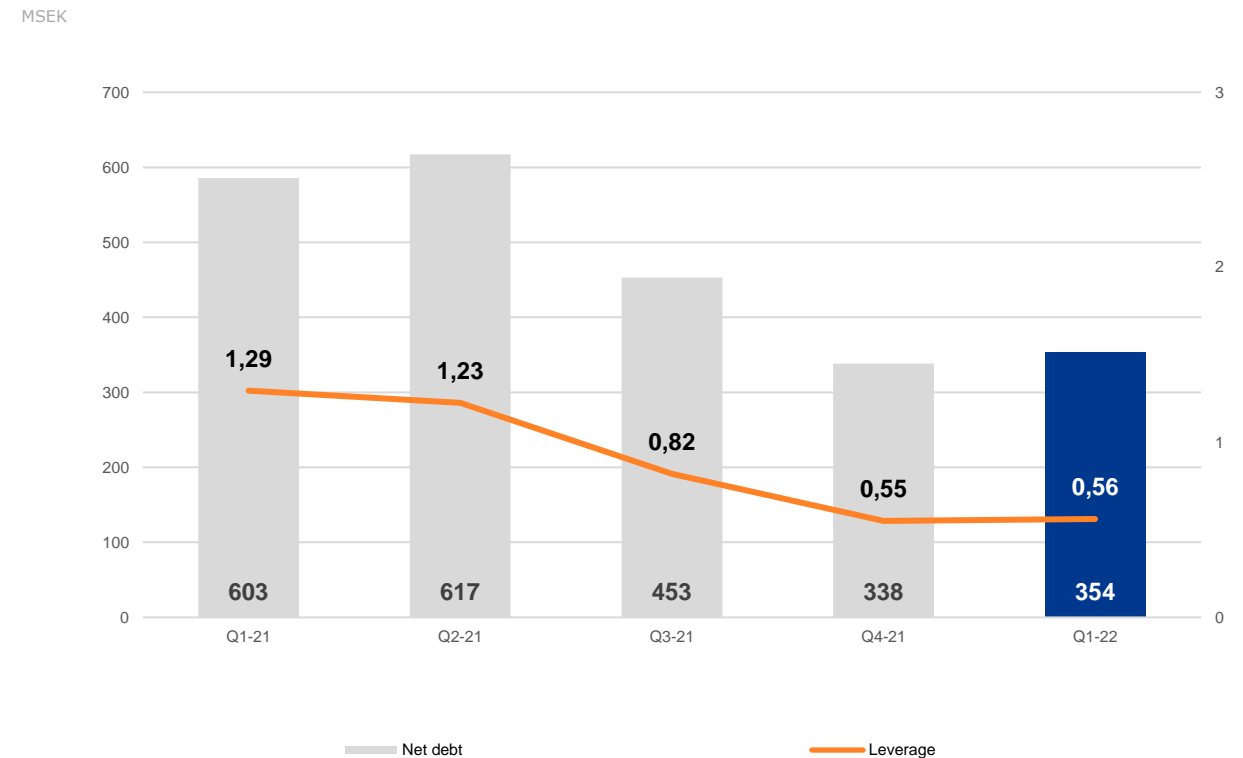
Operating Cash flow, MSEK by Quarter



Net debt

- Net debt
 - Stable since year-end
- Leverage
 - Continued strong financial position
- > 2 billion SEK in unutilised credit facilities
- Capital allocation priorities remains:
 - Profitable growth – sales and development
 - M&A – increased activity
 - Pay out according to dividend policy – 59% of net income proposed to the Annual General Meeting

Net debt, MSEK and Leverage by Quarter



Summary – focus on profitable growth

- Continued margin improvements delivered in line with New Heights Programme
- The war in Ukraine and the continued lockdowns in China have brought further uncertainty into the markets globally
- Exit from Russia initiated
- Set for growth and further margin improvements
 - Expanding range of products and solutions
 - Further service penetration
 - Accelerating efforts in R&D and digitalisation
 - Increasing our M&A efforts





Q&A