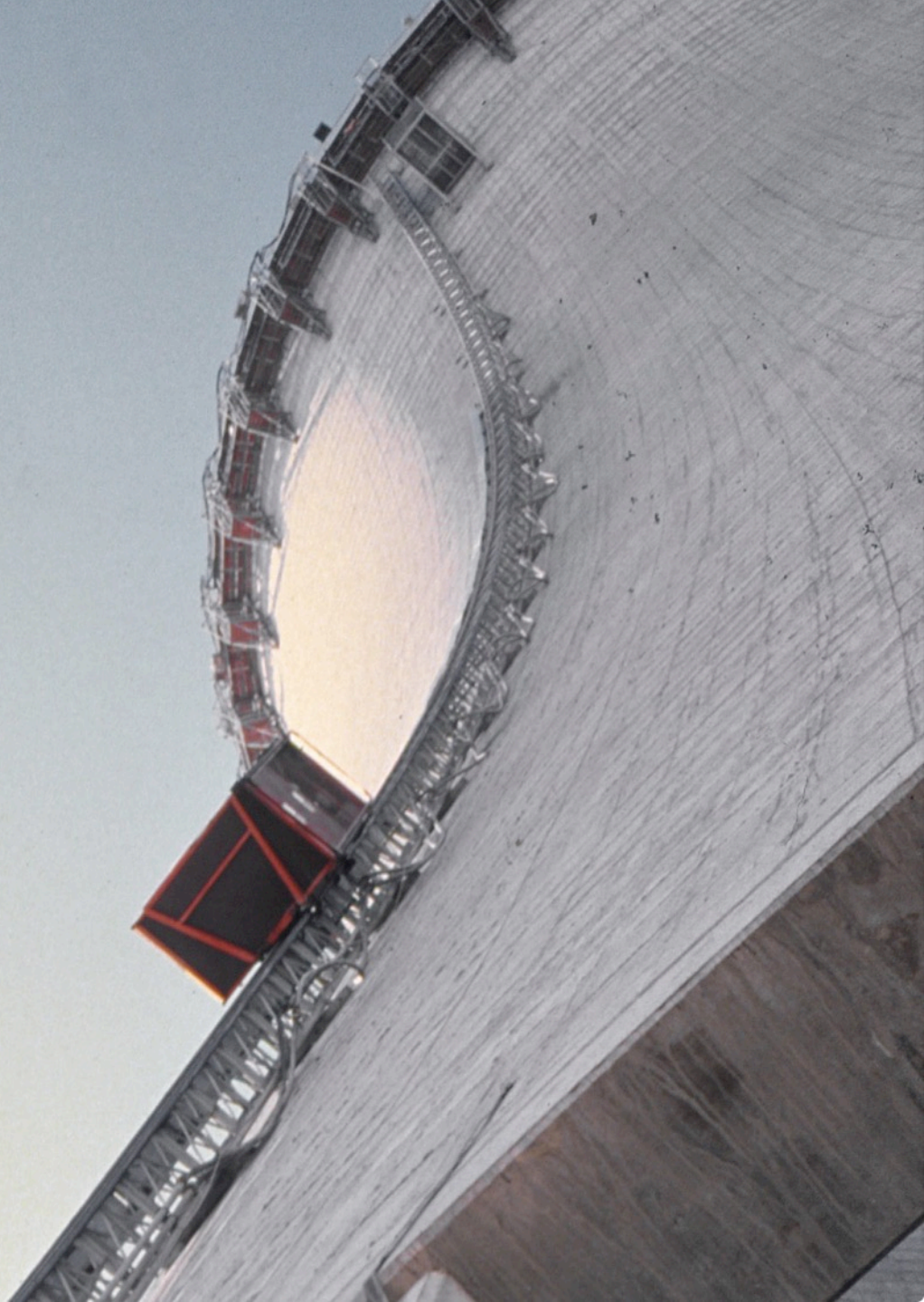


Q2-2015 Interim Report

Tormod Gunleiksrud, CEO

Stefan Rinaldo, CFO

August 19, 2015




Agenda

- **Introduction to Alimak Group**
- Highlights
- Q2 and 6-months 2015: Group and Business Areas
- Update on strategic initiatives
- Summary
- Q&A-session

Alimak at a Glance

- Industrial Rack-and-Pinion Vertical Access Solutions pioneer, founded in 1948
- Headquartered in Sweden
- Elevators, hoists and platforms based on Rack-and-Pinion and Traction technologies
- 21,000 installed units world-wide
- Rack-and-Pinion market leader with 55% global market share in the industrial segment
- Approximately 1,100 full time employees



A photograph showing a complex industrial structure, likely a vertical access system, with a platform and a hoist mechanism. The structure is made of metal and has a red 'ALIMAK' logo on a component. The background is dark and industrial.

Revenues (2014)	SEK 1,742 M
Growth (YoY)	+15%
EBIT (2014)	SEK 288 M

Global Footprint

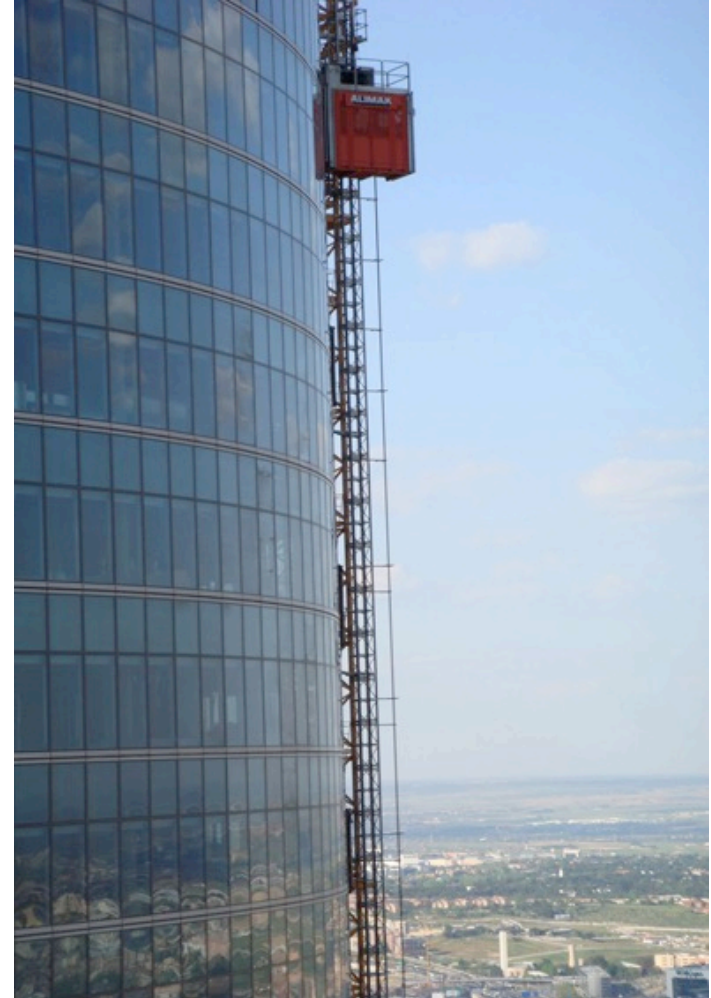


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Market development – Q2

- Stable development on mature markets; USA, Australia, Europe
- Signs of recovery in southern Europe
- Challenging market conditions in China and Latin America
- Positive development in emerging markets in South East Asia and Middle East
- Still slow in upstream oil and gas



Business highlights – Q2

- Statoil order for Johan Sverdrup-project, SEK 155 M, largest ever for Alimak
- Agreement with Manitowoc regarding supply of tower crane elevators
- Successful IPO on Nasdaq Stockholm in June 2015



Financial highlights – 6 months 2015

- Order intake SEK 1,199 (925) M +30%
 - Of which FX effects +14 p.p.
- Continued sales growth and increased EBIT (adjusted)
 - Positive effects from Heis-Tek acquisition
 - Higher volumes and profitability in Construction Equipment and Rental
 - Cost efficiency
- Sales SEK 1,014 (797) M + 27%
 - Growth factors: Organic +6 p.p. Acquisitions +7 p.p., FX effects +14 p.p.
- Adj. EBIT SEK 180 (136) M + 33%
- EPS SEK 0,62 (0,63*)

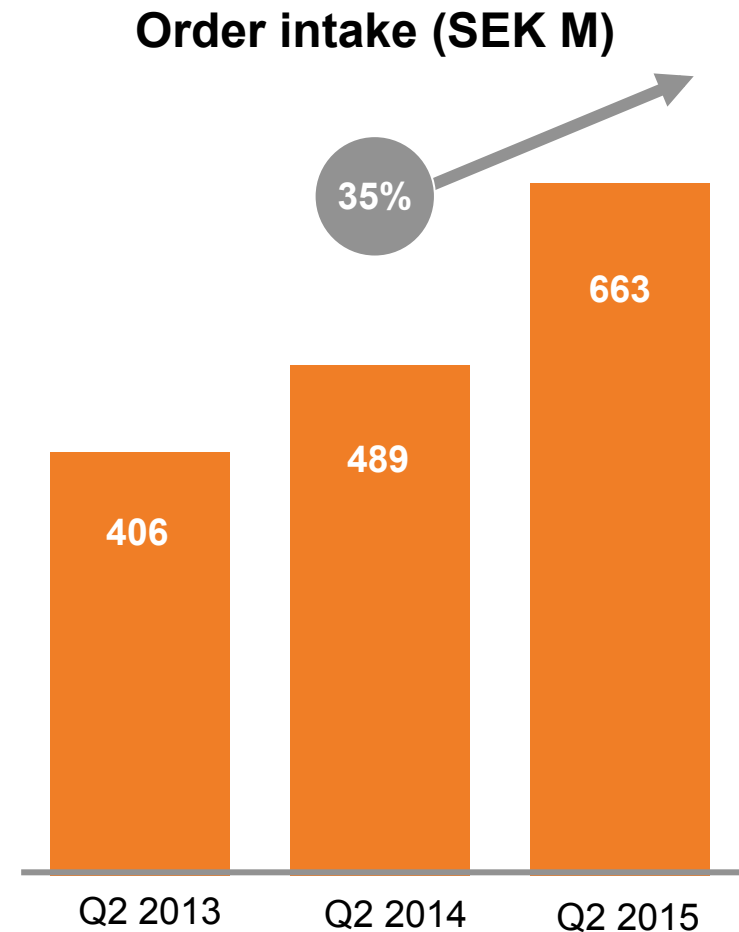
*Calculated based on the existing number of shares, 43 326 289

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Order intake Q2 2015

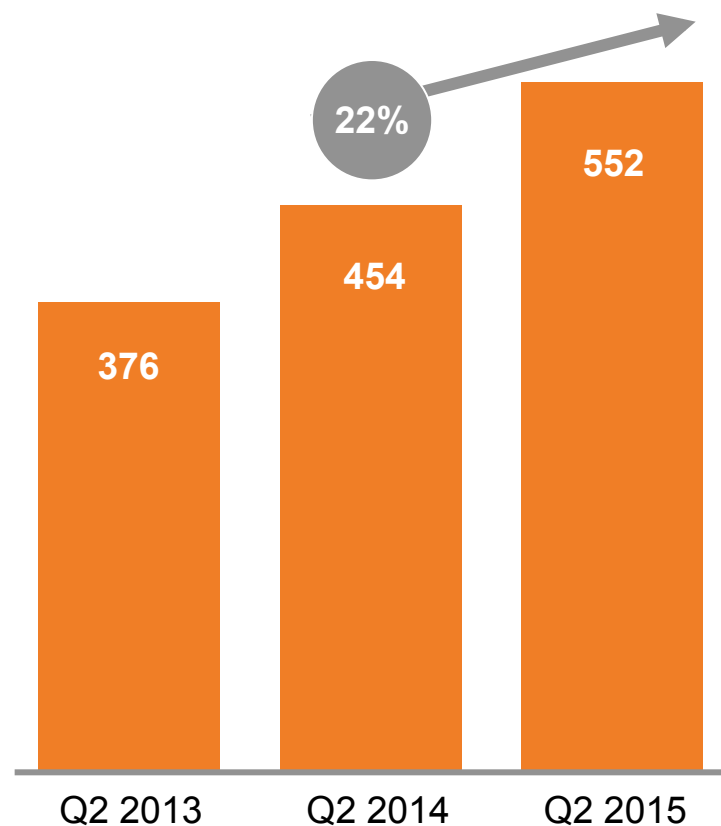
- Order intake SEK 663 (489) M +35%
- Statoil order contributed to strong growth in order intake - improved order book in Industrial Equipment segment



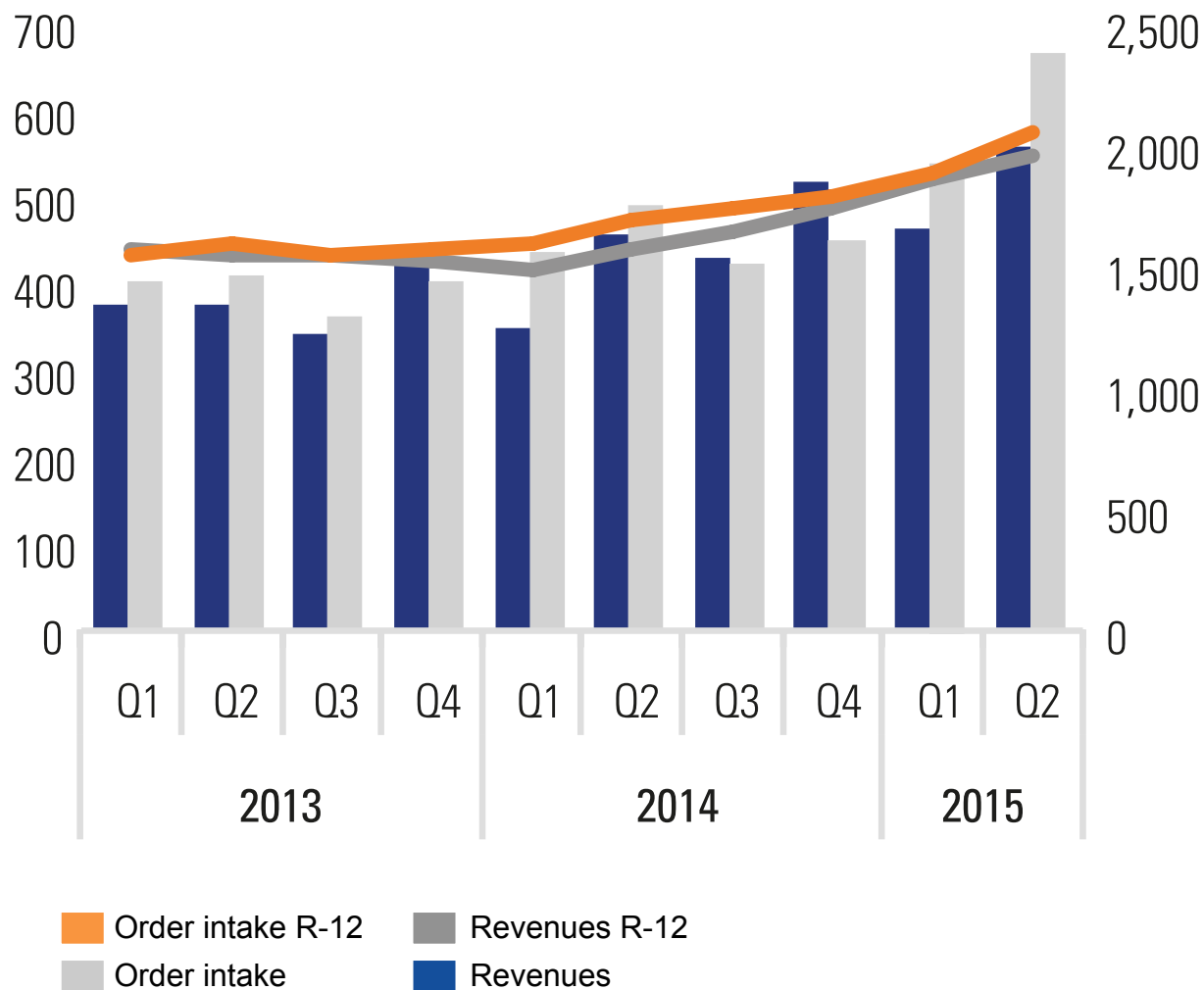
Revenues Q2 2015

- Revenue SEK 552 (454) M +22% of which
 - FX effects +14 p.p.
 - Acquisitions +7 p.p.
 - Organic + 1 p.p.

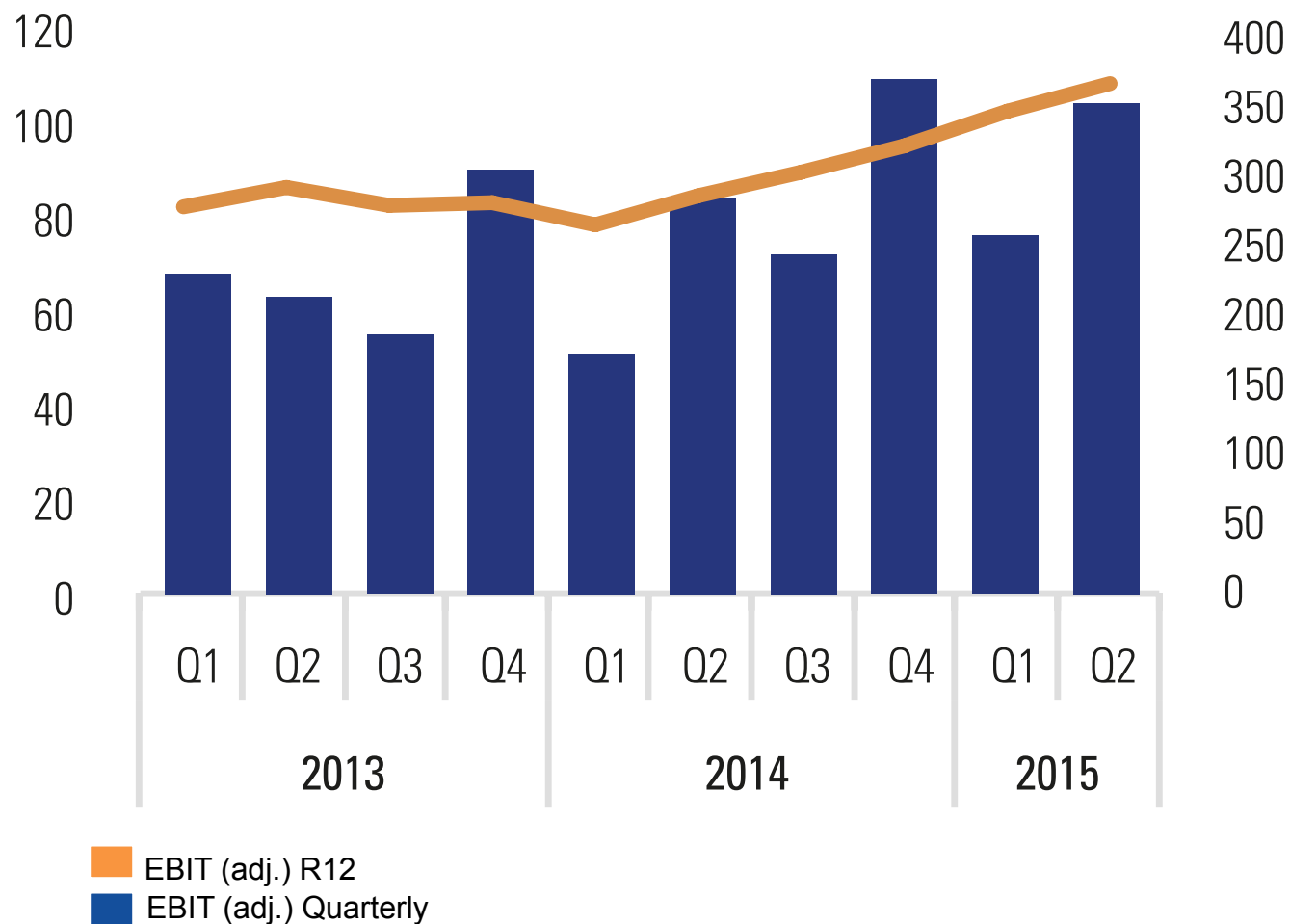
Revenues (SEK million)



Order intake and revenue - Quarterly & R12 SEK M

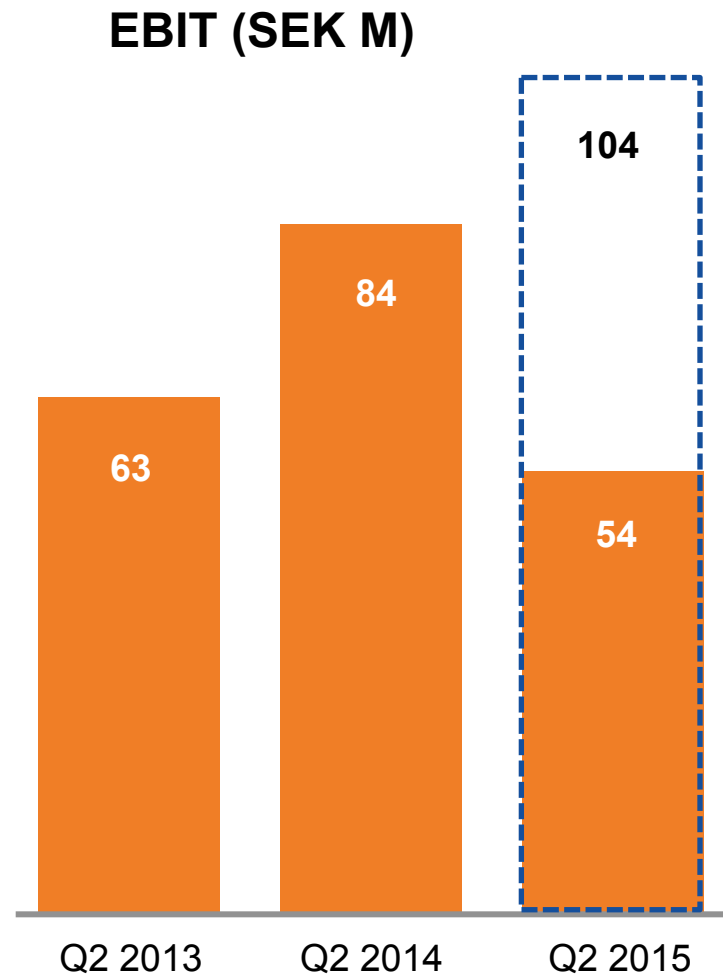


EBIT (adj.), Quarterly and R12 SEK M



EBIT Q2 2015

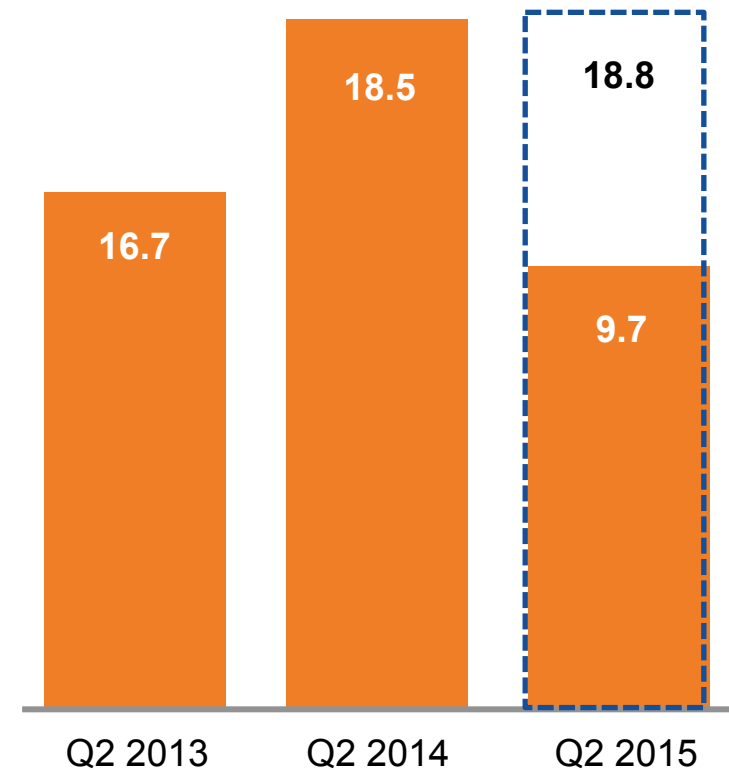
- EBIT SEK 54 (84) M
- Extra ordinary items SEK 50 M
 - Listing/IPO costs
 - Refinancing write down costs
 - Restructuring costs in the Netherlands



EBIT margin Q2 2015

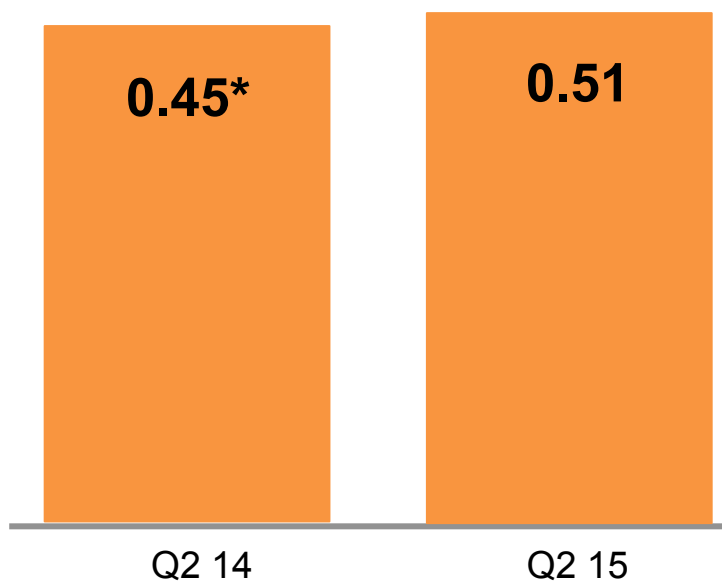
- EBIT margin 9.7% (18.5)
- Margin impact of XO-items: 9.1 p.p.

EBIT Margin (%)

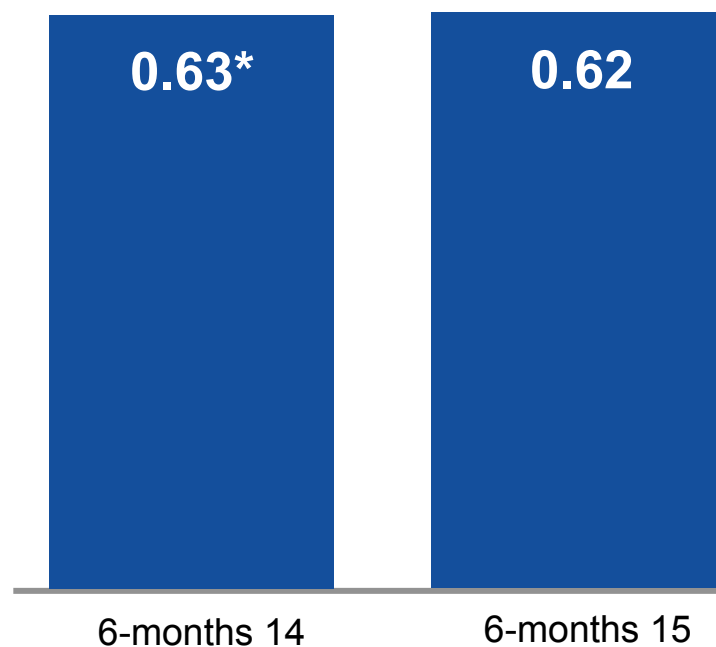


EPS Q2 and 6-months 2015

EPS (SEK) Q2



EPS (SEK) 6-months



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

Business Areas

Revenues 6-months 2015 – share of group total



- Construction Equipment 30%
- Industrial Equipment 21%
- Rental 15%
- After Sales 34%



EBIT excl. XO costs 6-months 2015 – share of group total



- Construction Equipment 19%
- Industrial Equipment 11%
- Rental 5%
- After Sales 65%

Business Area Construction Equipment

Business Highlights

- Good momentum in Australia, Middle East, North America and parts of South East Asia
- Northern Europe recovering
- Agreement with Manitowoc regarding supply of tower crane elevators

Order intake

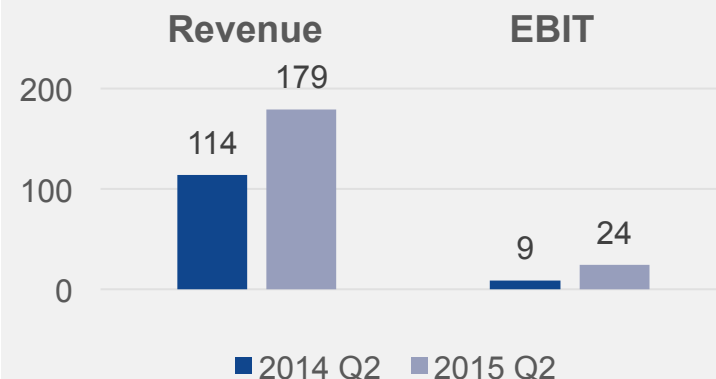
- SEK 119 (151) M, - 21%

Revenues

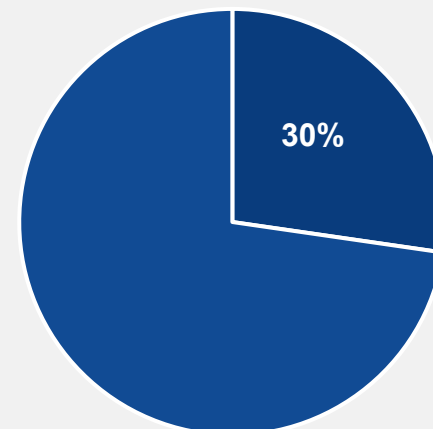
- SEK 179 (114) M, + 57%

Operating profit (adj.)

- SEK 24 (9) M



Share of total revenue 6-months 2015



Business Area Industrial Equipment

Business Highlights

- Order from Statoil for Johan Sverdrup project, value SEK 155 M
- Good development in North America, Asia, including China
- Increased penetration outside upstream Oil & Gas

Order intake

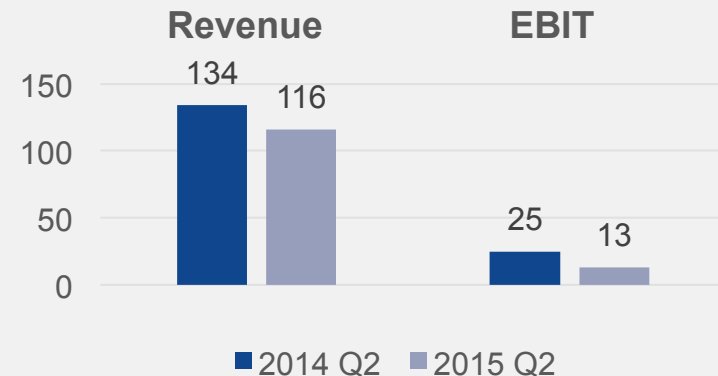
- SEK 277 (105) M, +164%

Revenues

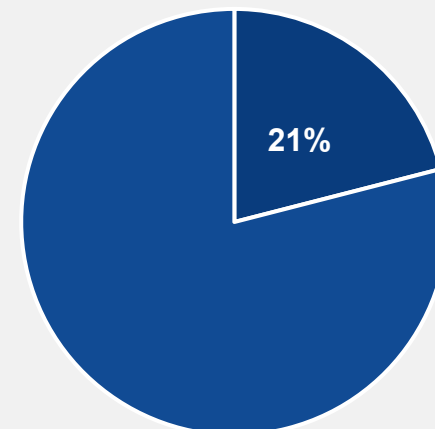
- SEK 116 (134) M, -13%

Operating profit (adj.)

- SEK 13 (25) M



Share of total revenue 6-months 2015



Business Area Rental

Business Highlights

- Strong demand from Australian market
- Central Europe recovering

Order intake

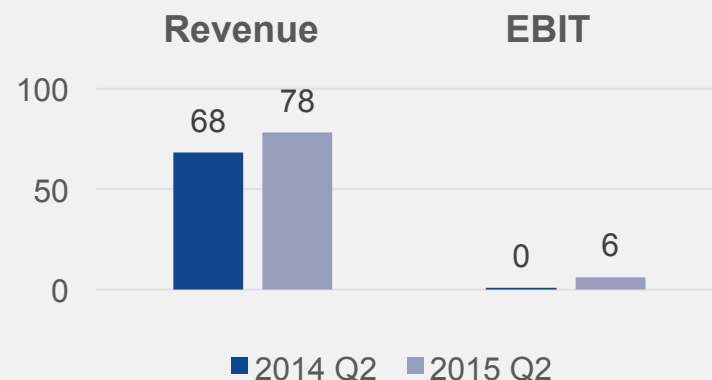
- SEK 92 (86) M, +7%

Revenues

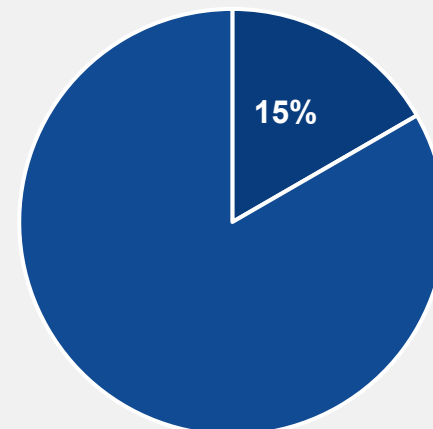
- SEK 78 (68) M, +14%

Operating profit (adj.)

- SEK 6 (0) M



Share of total revenue 6-months 2015



Business Area After Sales

Business Highlights

- Higher activity in mature markets
- Increased penetration of services towards construction customers
- Cost-conscious customers open for refurbishing

Order intake

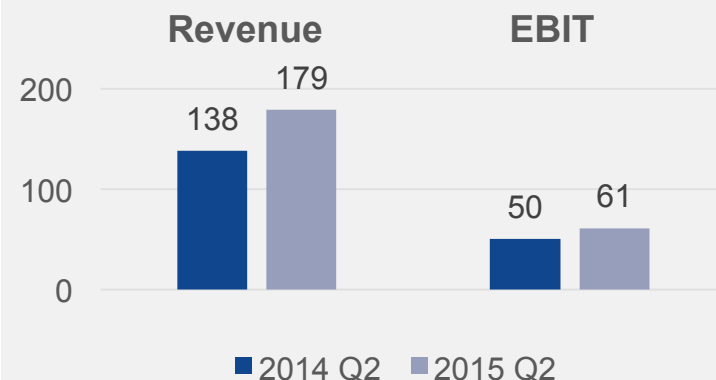
- SEK 175 (147) M, + 19%

Revenues

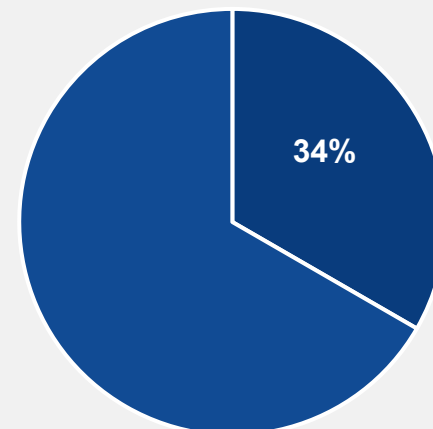
- SEK 179 (138) M, + 30%

Operating profit (adj.)

- SEK 61 (50) M

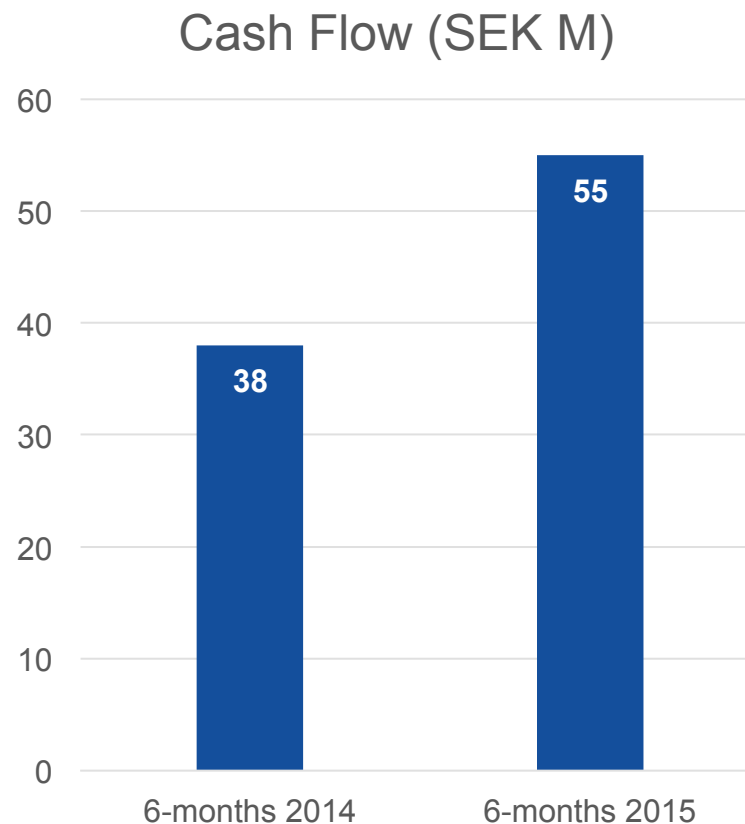


Share of total revenue 6-months 2015



Cash flow and Net Debt - 6 months 2015

- Cash flow from operating activities SEK 55 (38) M
 - Improved underlying profit level
- Total cash flow, SEK 7 (-41) M
- Net debt, SEK 532 (762) M
- Net debt/EBITDA ratio 1.6 (2.4)



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Alimak's Vision



ALIMAK GROUP

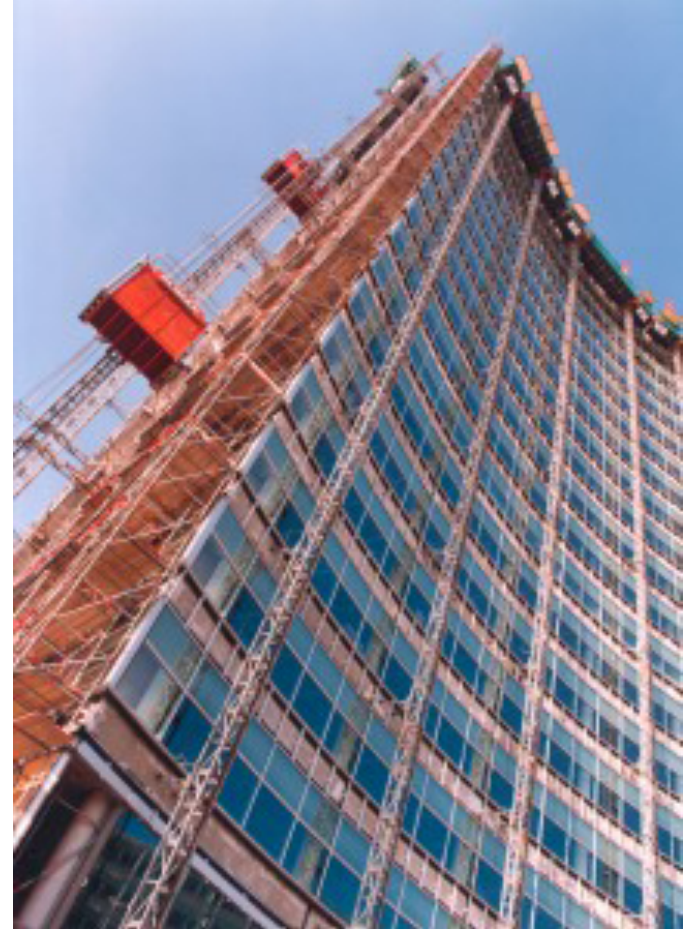


**Undisputed No.1
in Mature Markets
and a Leading Player in
Emerging Markets ...**

**... Providing Vertical
Access Solutions
to Industrial and
Construction
Customers**

Strategic initiatives and business plan 2015

- Business development and sales into additional industries and application areas
- Development of mid market offering, sales and distribution network in mature and emerging markets
- Increased penetration of After Sales services into our installed base
- Develop sales and profitability in Business Area Rental
- Utilize potential sales and product cost synergies from Heis-Tek acquisition



Strong Customer Value Proposition

Safety and Reliability

Brand Name and Track Record

Tailor-made solutions

Global Aftermarket Support

Lean Manufacturing and
Supply Chain



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Q2 and 6 months 2015 summary

- Record order within Oil & Gas Industry and improved order intake
- Strong growth in order intake, revenues and operating profit (adj.)
- Sales and profit growth supported by Heis-Tek acquisition and currency effects
- Implementation of our strategic initiatives to advance our market positions globally



Mid term financial targets

Financial targets

Revenue Growth:	Mid term annual growth of 10%
EBIT Margin:	Mid term EBIT margin of 17%
Leverage:	Net Debt/EBITDA of around 2x, subject to flexibility for strategic activities
Dividend Policy:	Intention to pay out around 50% of the annual net profit for the period, subject to the company's financial position and strategic considerations

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Q&A