



Alimak Group

Q3 2021, 21 October 2021

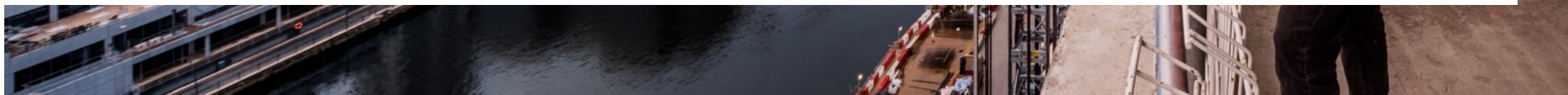
Ole Kristian Jødahl, CEO

Thomas Hendel, CFO

Agenda



- Q3 2021 results and developments
- Q&A



Quarterly highlights

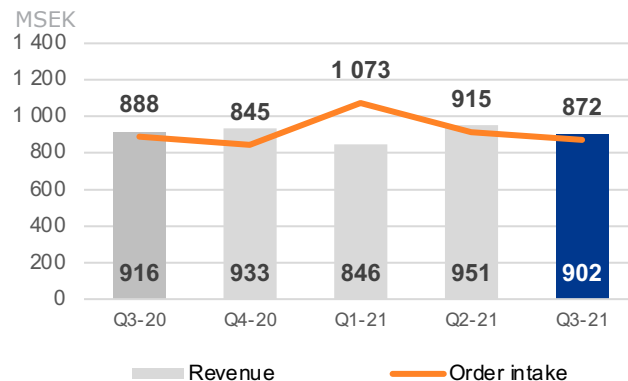
- New Heights programme on track
- Cento acquisition closed
- New product development
 - The new industrial elevator for the emerging markets has contributed positively in the quarter
 - Development of new scaffolding transportation system finalized
- BMU (Building Maintenance Units) management change



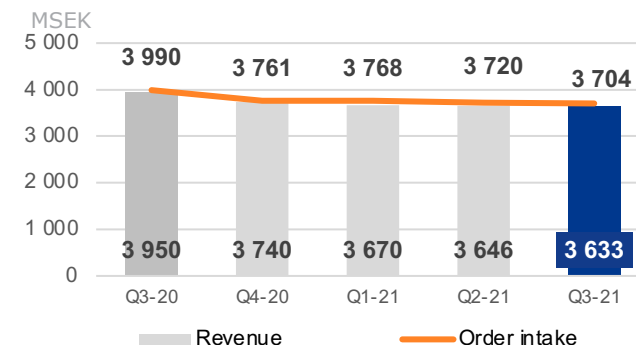
Group quarterly summary

- **Order intake** decreased by 2% (down 3% organically)
 - Strong organic growth in Construction and Industrial
 - Strong service order intake growth, up 26%
 - Wind reported significant drop as expected
- **Revenue** decreased by 1% (down 5% organically)
 - Organic increase in Construction and Industrial
 - Wind down due to tower internals and lower volumes in China
- **EBITA** increased to MSEK 119 (67), margin improved to 13.2% (7.3)
 - Improved profitability driven by higher gross margin and lower SG&A costs
 - MSEK 35 booked in Q3 2020 for New Heights Programme

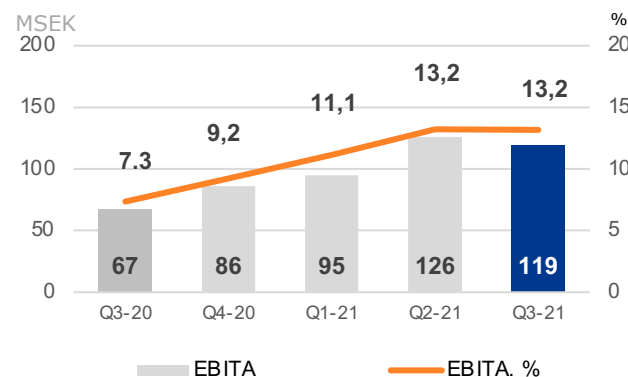
Order intake & Revenue by Quarters



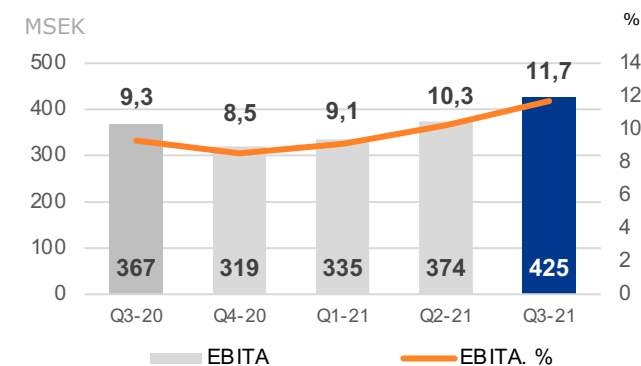
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters

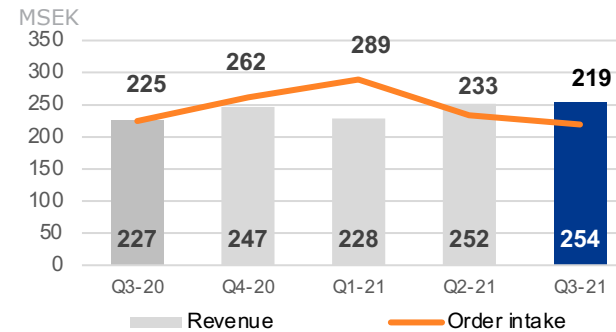


EBITA & EBITA margin by R12M

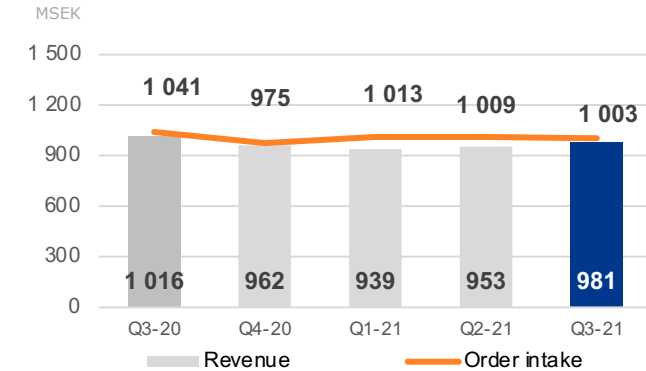


- **Order intake** decreased by 3% (down 7% organically)
 - Significantly higher service order intake
 - Weak equipment sales
- **Revenue** increased by 12% (down 1% organically)
 - Revenue contribution from Cento and Verta acquisitions
 - Total revenues flat in the quarter organically
- **EBITA** at MSEK 5 (-21), margin 1.8% (-9.1)
 - Improvement driven by higher volumes, better utilisation and reduced SG&A expenses
 - Activities to improve sales and profitability ongoing

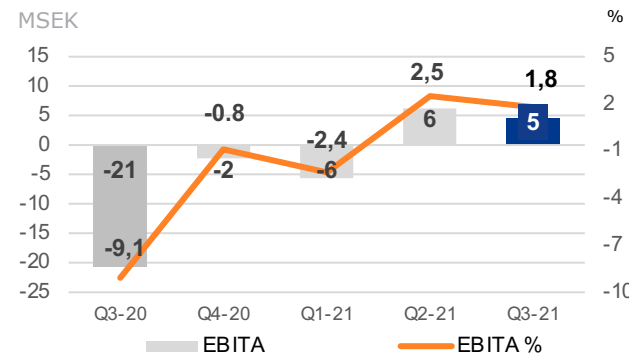
Order intake & Revenue by Quarters



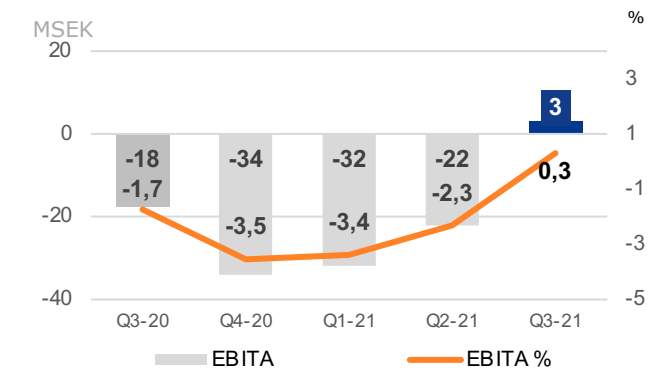
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters



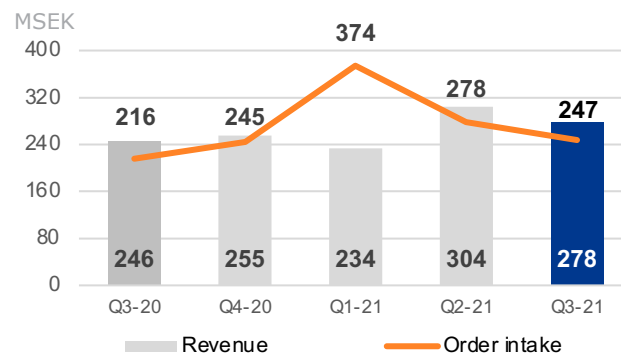
EBITA & EBITA margin by R12M



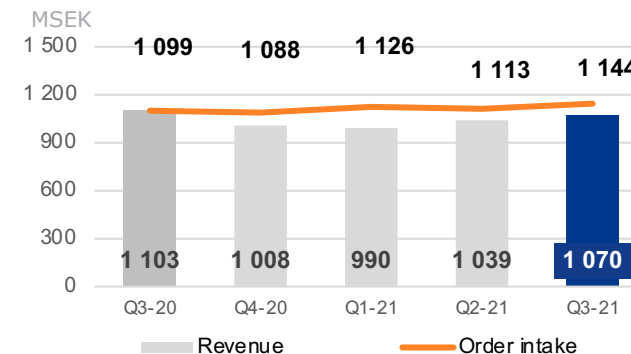
Construction

- **Order intake** increased by 15%, (up 14% organically)
 - Strong new equipment sales in US. Strong parts sales in Europe
 - Continued good development in Rental
- **Revenue** increased by 13% (up 13% organically)
 - Strong equipment revenue in Europe and Americas and parts deliveries in Europe
- **EBITA** at MSEK 49 (30), margin 17.7% (12.2)
 - Higher volumes and continued good cost control

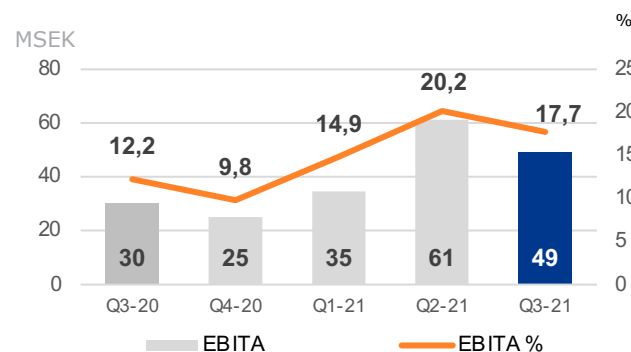
Order intake & Revenue by Quarters



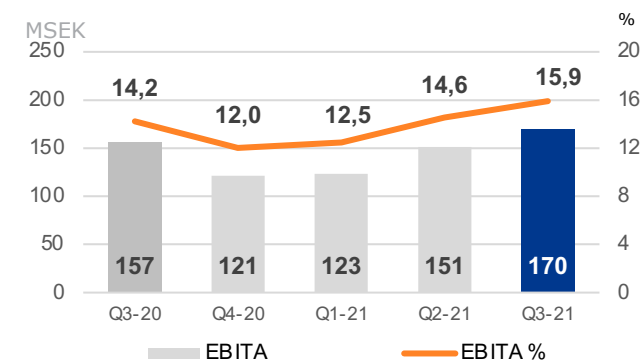
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters



EBITA & EBITA margin by R12M



Launch of Scaffolding Transportation System

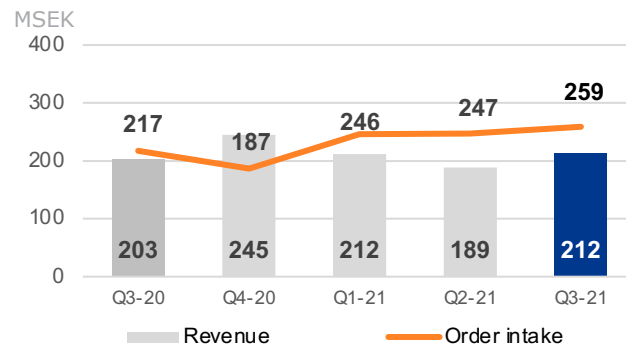


- Expanding our market offering into a new area
- The system enables
 - Smart transportation and storage
 - Increased productivity
 - Improved safety
 - Better working conditions for scaffolders
- Comes with a digital channel - My Alimak
 - Online manuals
 - E-training
 - Parts-on-line

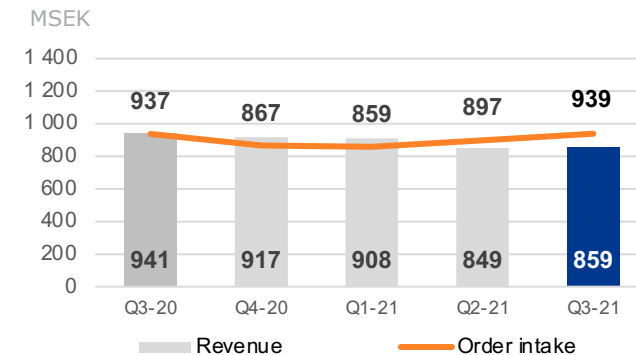
Industrial

- Order intake** increased 19% (up 19% organically)
 - Higher order intake in the US and higher equipment sales in the Middle East.
 - Contribution from new product for emerging markets
- Revenue** increased by 5% (up 5% organically)
 - Increase driven by solid order intake earlier in the year
 - Some delayed shipments from Q3 to Q4
- EBITA** increased to MSEK 47 (32), a margin of 22.2% (15.7)
 - Higher volumes and continued good cost control

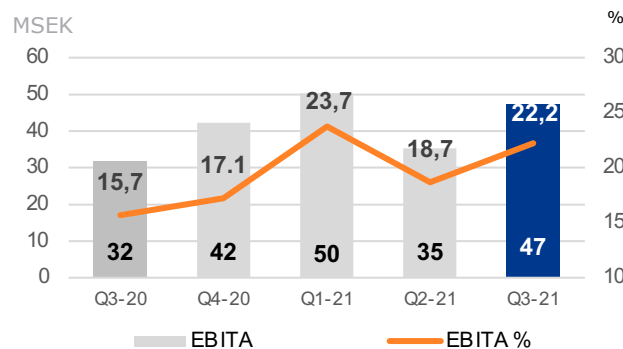
Order intake & Revenue by Quarters



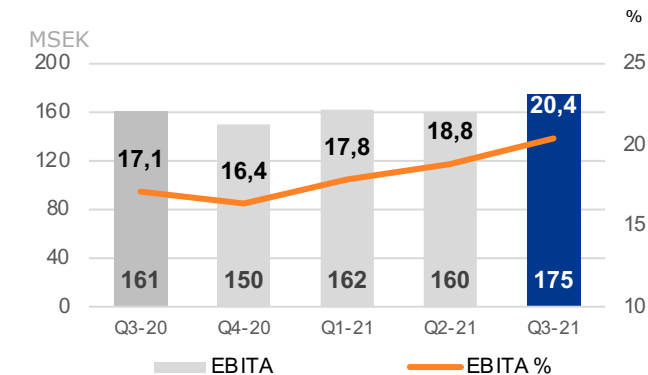
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters

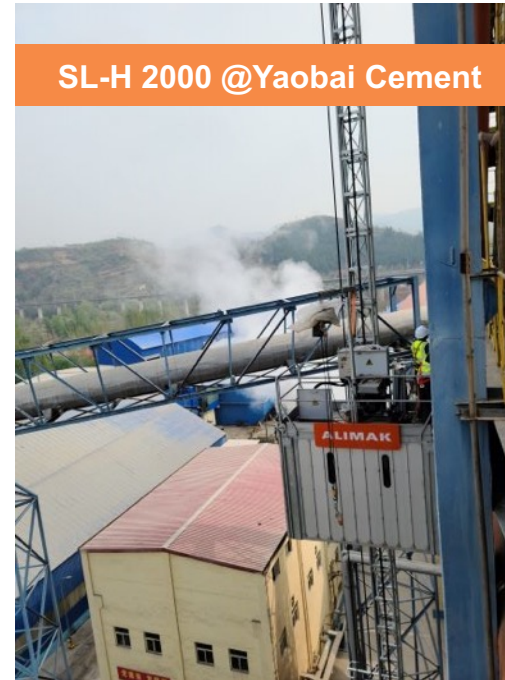


EBITA & EBITA margin by R12M



SL-H 2000, new lift for the industrial market

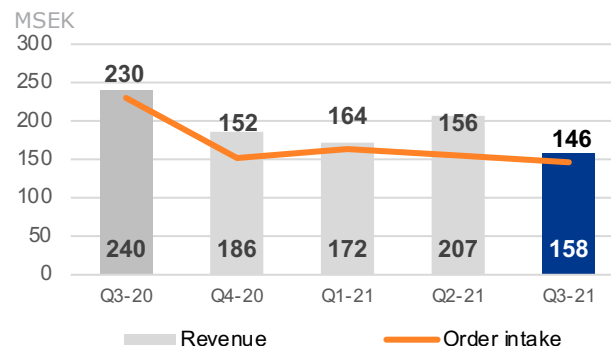
- Chinese industrial market and other emerging markets
- Large investments in the industrial and infrastructure sectors combined with increased focus on health and safety
- New Lift SL-H 2000
 - Cement plants
 - Steelworks
 - Power plants
 - Bridges and other infrastructure
- China for China strategy
 - Designed and Manufactured in China
 - High interest in the market



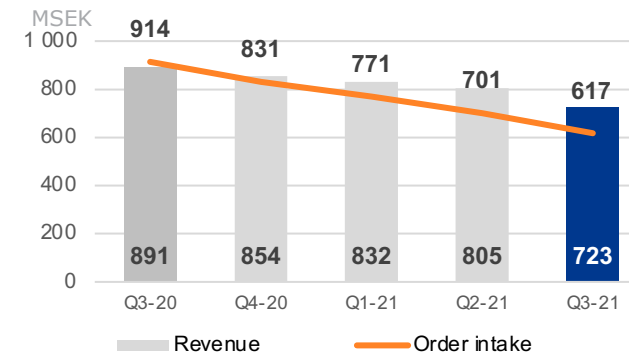
Wind

- Order intake** decreased 36% (down 37% organically)
 - Effect of exiting tower internals, volume impact Q3 -20 MSEK y-o-y and -62 MSEK YTD
 - China continues to be challenging and weak
- Revenue** decreased by 34% (same organically)
 - Tower internals impact Q3 -41 MSEK y-o-y and -87 MSEK YTD
 - Decreased order backlog in China
- EBITA** at MSEK 18 (26), a margin of 11.3% (10.8)
 - EBITA-margin improvement driven by the previously implemented cost reduction measures
 - Additional cost measures taken to mitigate effects of lower volumes

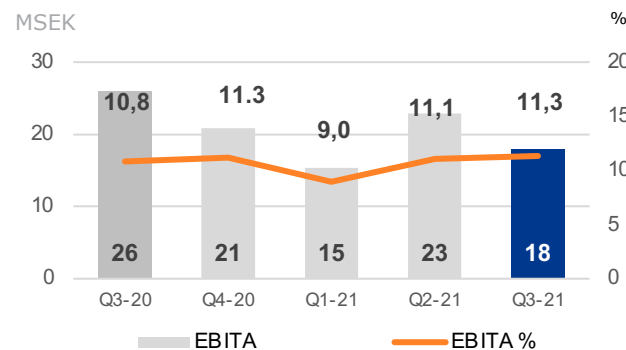
Order intake & Revenue by Quarters



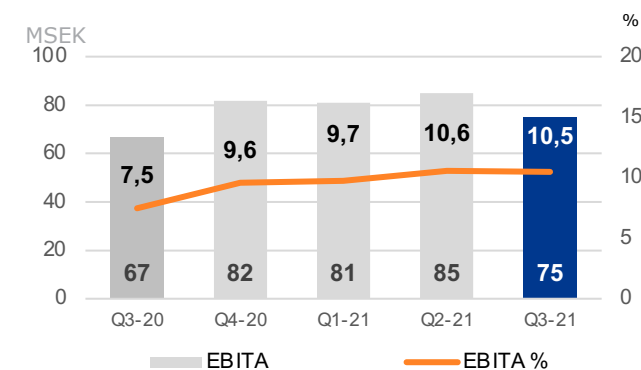
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters



EBITA & EBITA margin by R12M



Financial summary Group September 2021

MSEK	Q3 2021	Q3 2020	Δ%	YTD 2021	YTD2020	Δ%
Order intake	872	888	-2	2,860	2,917	-2
Organic order growth			-3			+2
Revenue	902	916	-1	2,699	2,807	-4
Organic revenue growth			-5			0
EBITA	119	67	77	339	233	46
EBITA%	13.2%	7.3%	+5.9 pp	12.6%	8.3%	+4.3 pp
Operating cash flow	244	206	19	507	341	49

Earnings summary

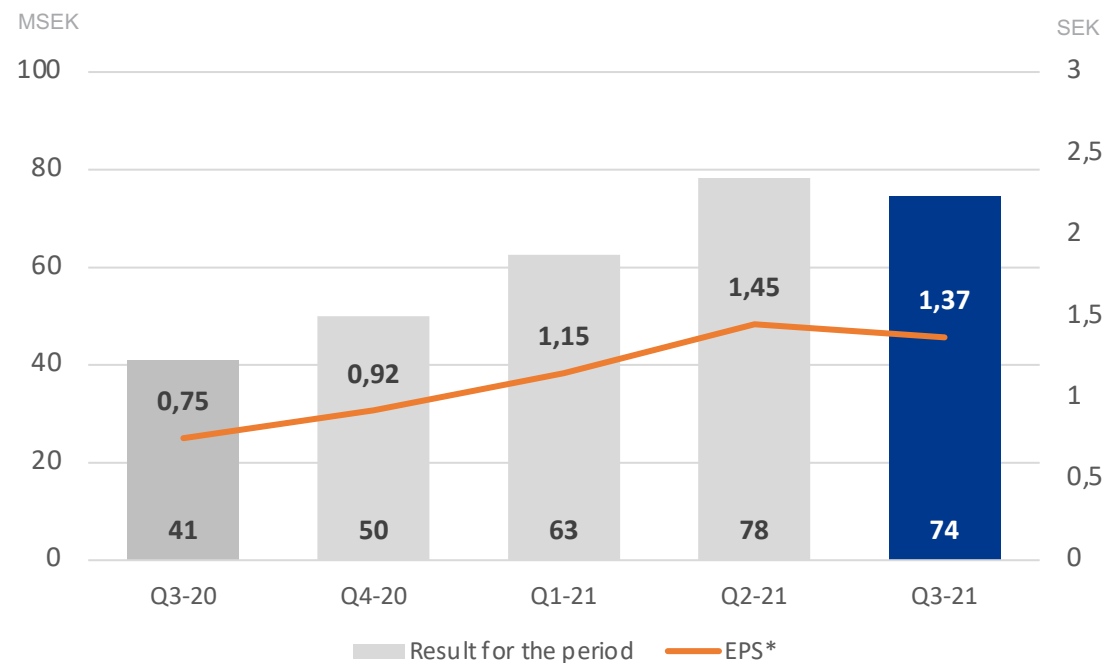
- EBITA
 - Lower cost base after implementation of the cost reduction programme initiated in 2020 – impacting both Cost of Goods Sold and SG&A
 - Improved gross margin with active price management to mitigate effects of raw materials and freight cost increases
 - 35 MSEK was booked in Q3 2020 related to the New Heights Programme
- Financial net
 - Interest net (+) and currency effects (-) y-o-y
- Taxes
 - Tax rate of 26% (22)

MSEK	Q3 2021	Q3 2020	ΔMSEK
EBITA	119	67	52
Amortisations	-9	-9	0
EBIT	110	59	52
Financial net	-9	-6	-3
EBT	101	52	49
Taxes	-26	-11	-15
Result for the period	74	41	34

Result for the period and EPS

- Result for the period MSEK 74 (41)
- Earnings per share was 1,37 (0,75)

Result for the period and EPS

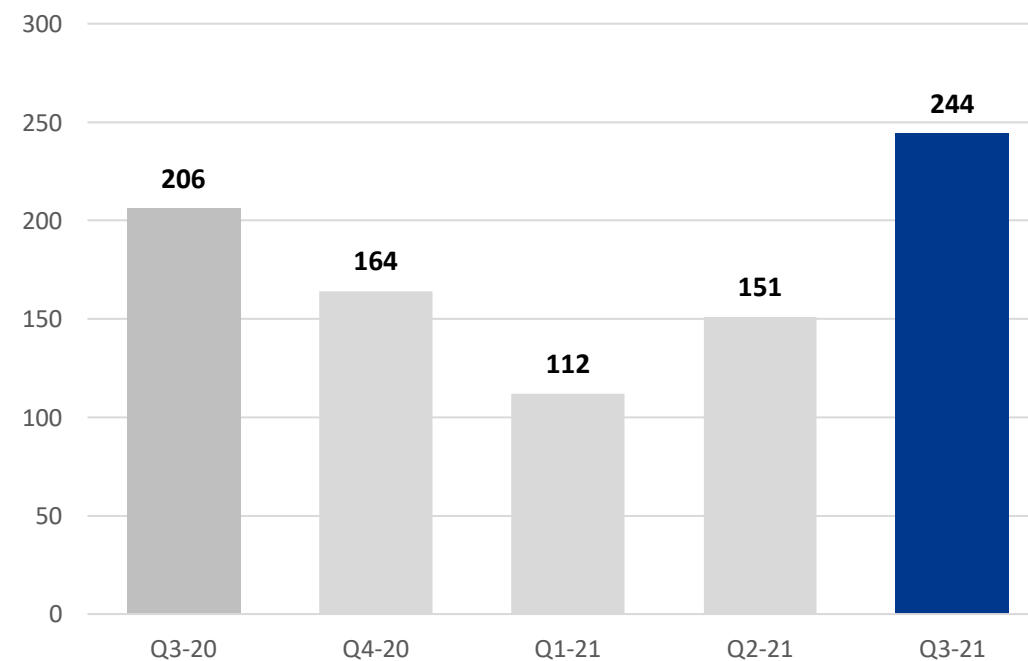


*) Calculated on numbers of shares
at 2021-09-30: 54,157,861

Cash flow

- Cash flow from operations MSEK 244 (206)
 - Drivers
 - Improved EBITDA
 - Reduction in working capital of MSEK 120
 - Strong cash collection in the quarter
- Cash management actions
 - High attention on overdue receivables and payment terms in new contracts
 - Execute payment milestones in the projects

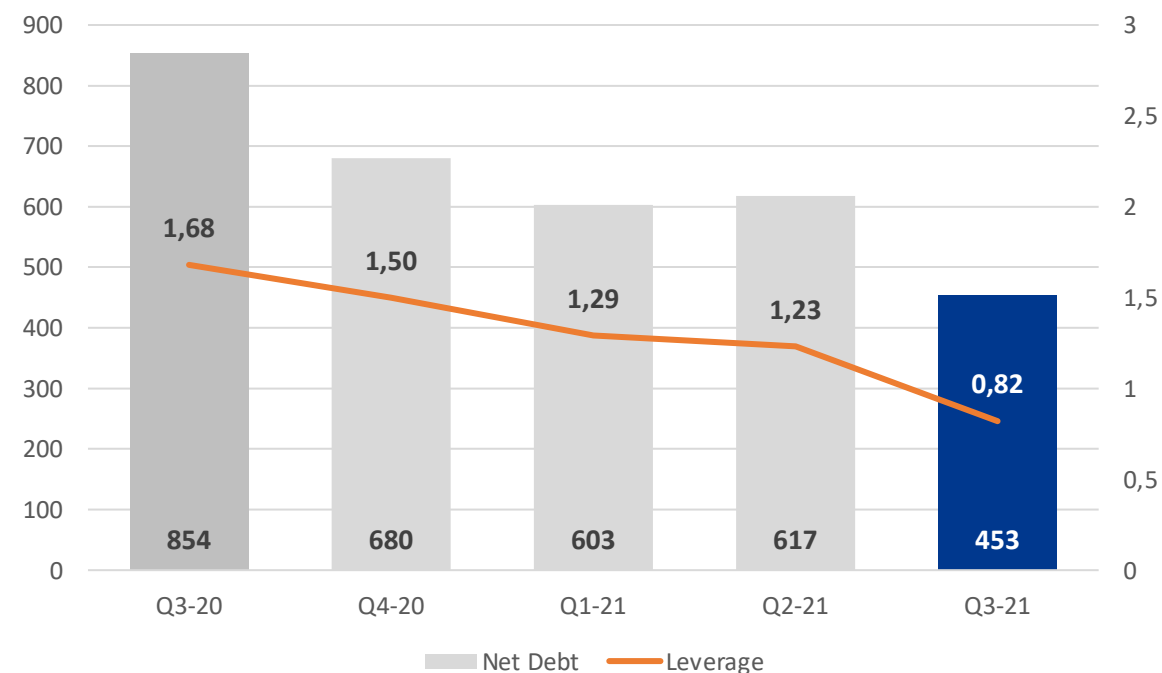
Operating Cash flow, MSEK by Quarter



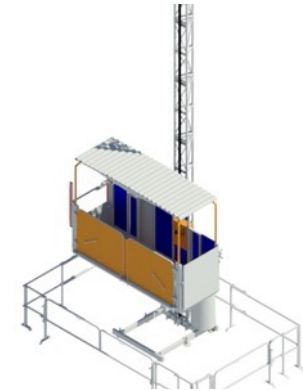
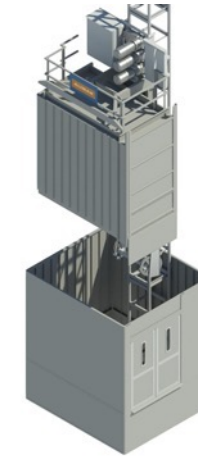
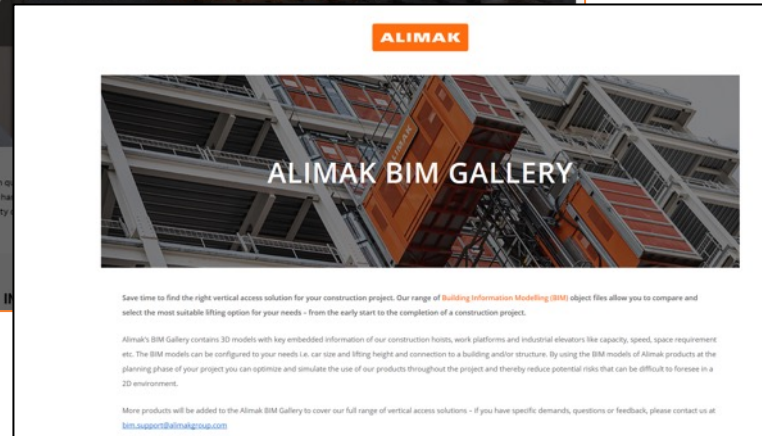
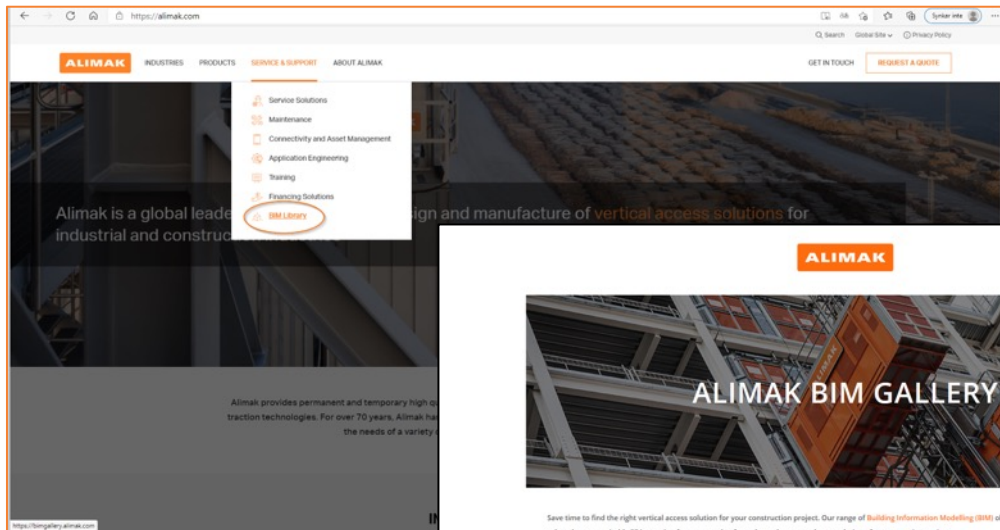
Net debt

- Net debt
 - Strong operating cash flow
 - Improved EBITDA & Reduced Net Working Capital
- Leverage
 - Lower Net debt
 - Higher EBITDA result
- > 1.9 billion SEK in unutilised credit facilities
- Further strengthened financial position

Net debt, MSEK and Leverage by Quarter



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Summary

- Strong organic order intake in Construction and Industrial. Continued challenges in BMU and Wind
- Strong service revenue growth
- Improved gross margin and EBITA-margin in all divisions in line with plan
- Set for growth and further margin improvements in a continued uncertain macro environment
 - Expanding range of products and solutions
 - Further service penetration
 - Accelerating efforts in R&D and digitalisation
 - Increasing our M&A efforts





Q&A

