



Alimak Group Full Year and Fourth Quarter 2016

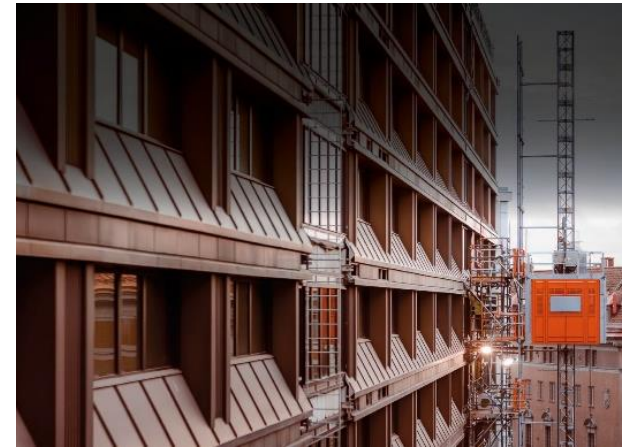
Tormod Gunleiksrud, CEO

Per Ekstedt, CFO

23 February, 2017

Strong finish of a challenging year

- Construction Equipment gained market share and showed strong growth in all regions during 2016
- After Sales increased the penetration in the construction industry
 - Maintained a high EBIT margin during 2016
- Rental developed well due to increased levels of utilization
- Industrial Equipment impacted by weak oil & gas and mining industries
- Two large acquisitions creating an even more dynamic and diversified Group



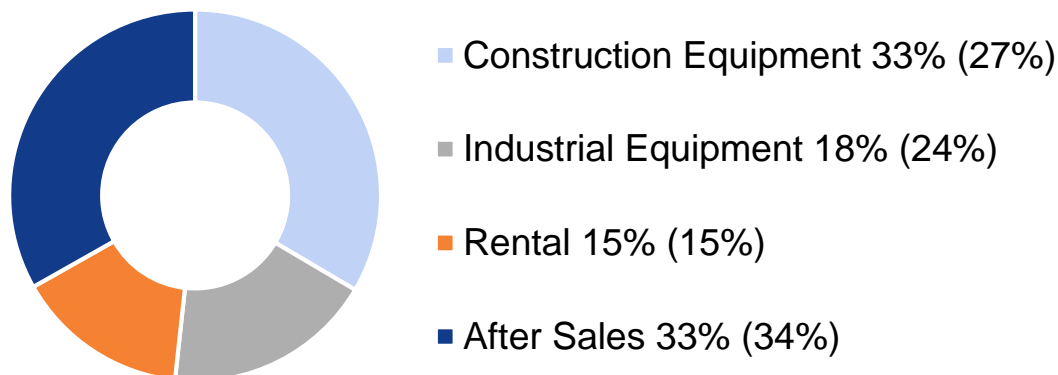
Full year 2016 summary

- Order intake increased by 2%
 - 2,144 MSEK (2,110)
- Revenues increased by 1%
 - 2,049 MSEK (2,036)
- Operating profit (EBIT adj.) 330 MSEK (350)
 - Profit impacted by lower volume in Industrial Equipment
- EBIT margin (EBIT adj. percentage) 16.1% (17.2)

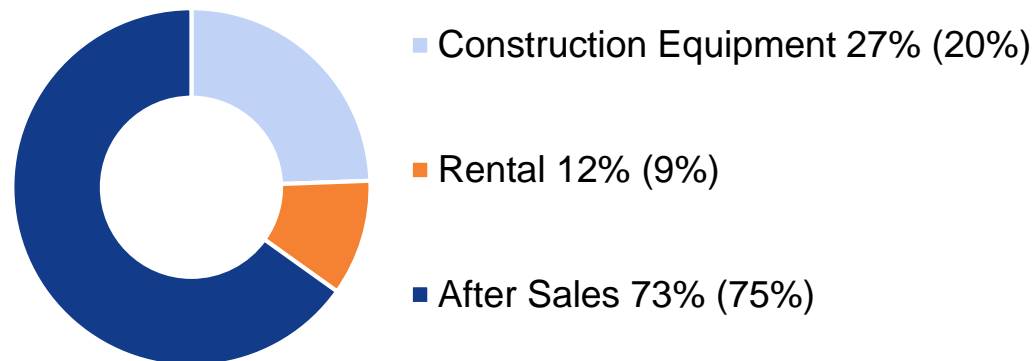


Business Areas - Share of total Revenue & EBIT

Revenues Full Year 2016 – share of group total (last year)



EBIT (adj.) 2016 – share of group total (last year)*



*Note: Industrial Equipment is not included in the chart (-14 MSEK in 2016).



Q4 2016 summary

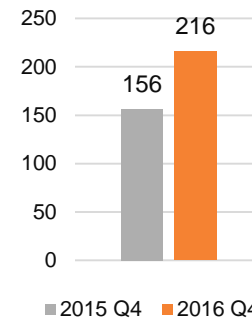
- Strong order intake +22%
 - Mainly driven by Construction Equipment
- Revenues +2%
 - Strong revenue growth in Construction Equipment +38%
- EBIT margin (EBIT adj.) of 17.5% (17.8)
- Improved After Sales EBIT margin (EBIT adj.) to 34.2% (32.0)



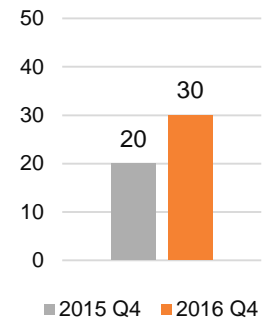
Construction Equipment, Q4 2016

- Strong growth in all regions - order intake +49%
- Strong revenue growth, +38%
- Improved EBIT margin (EBIT adj.), 13.7% as a result of higher volumes

Revenue



EBIT adj.



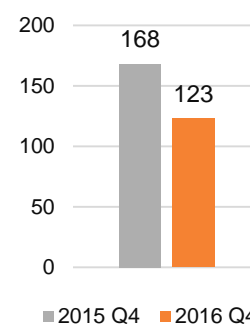
- **Order intake**
 - 199 MSEK (134), +49%
- **Revenues**
 - 216 MSEK (156), +38%
- **EBIT adj. and EBIT margin (adj.)**
 - 30 MSEK (20), +51%
 - 13.7% (12.5)



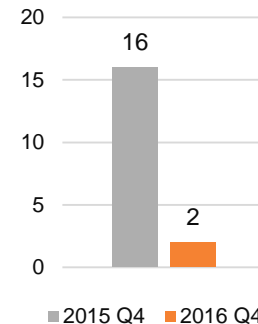
Industrial Equipment, Q4 2016

- Order intake –2% due to challenging market conditions
- EBIT margin (EBIT adj.) impacted by lower volumes 1.7% (9.3)
- Oil & gas and mining industries remained weak

Revenue



EBIT adj.



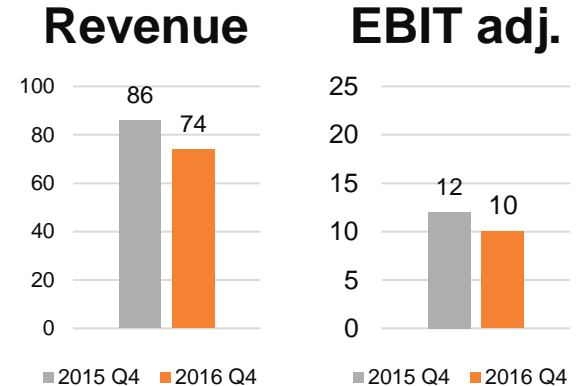
- **Order intake**
 - 82 MSEK (84), -2%
- **Revenues**
 - 123 MSEK (168), -27%
- **EBIT adj. and EBIT margin adj.**
 - 2 MSEK (16)
 - 1.7% (9.3)



Rental, Q4 2016

- Strong order intake +55% although favorable comparables
- Revenues -14% due to timing of projects and the divestment of the US Rental operation in Q3 2016
- EBIT margin (EBIT adj.) decreased to 13.0% (14.5) impacted by lower activity in the quarter

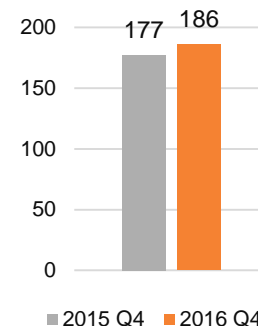
- **Order intake**
 - 77 MSEK (50), +55%
- **Revenues**
 - 74 MSEK (86), -14%
- **EBIT (adj.) and EBIT margin (adj.)**
 - 10 MSEK (12), -23%
 - 13.0% (14.5)



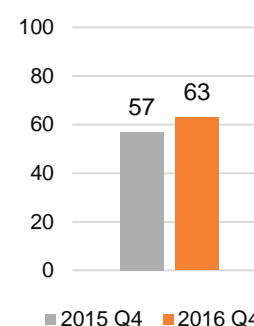
After Sales, Q4 2016

- Stable order intake +2%
- Revenues +5%
- Improved EBIT margin (EBIT adj.) 34.2% (32.0) due to favorable business mix and higher utilization rate

Revenue



EBIT adj.

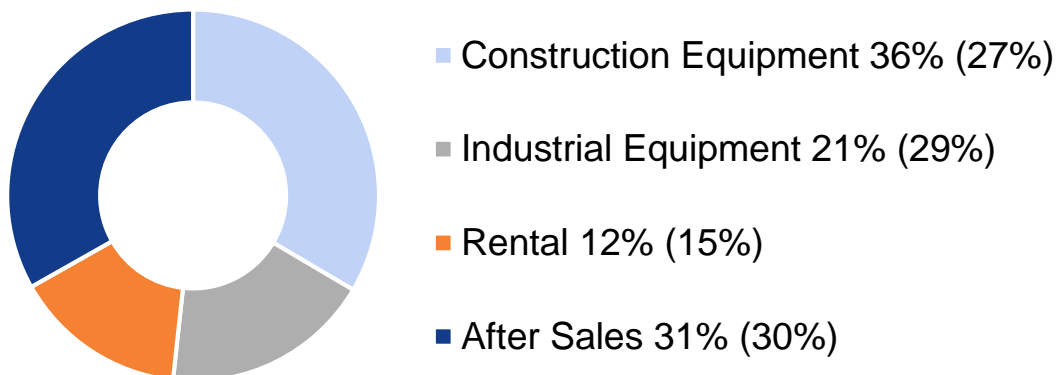


- **Order intake**
 - 161 MSEK (159), +2%
- **Revenues**
 - 186 MSEK (177), +5%
- **EBIT (adj.) and Operating margin (EBIT adj.)**
 - 63 MSEK (57), +12%
 - 34.2% (32.0)

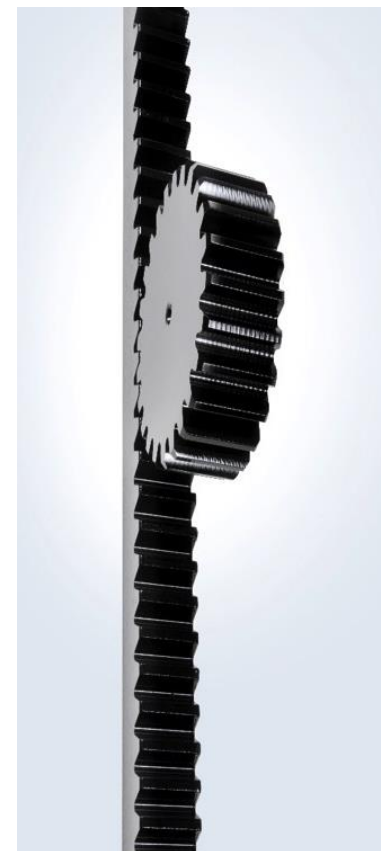
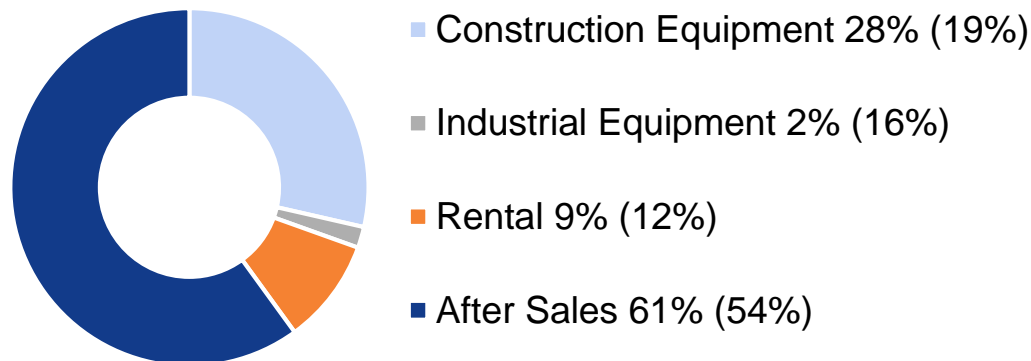


Business Areas - Share of total Revenue & EBIT

Revenues Q4 2016 – share of group total (Q4 2015)



EBIT adj. Q4 2016 – share of group total (Q4 2015)



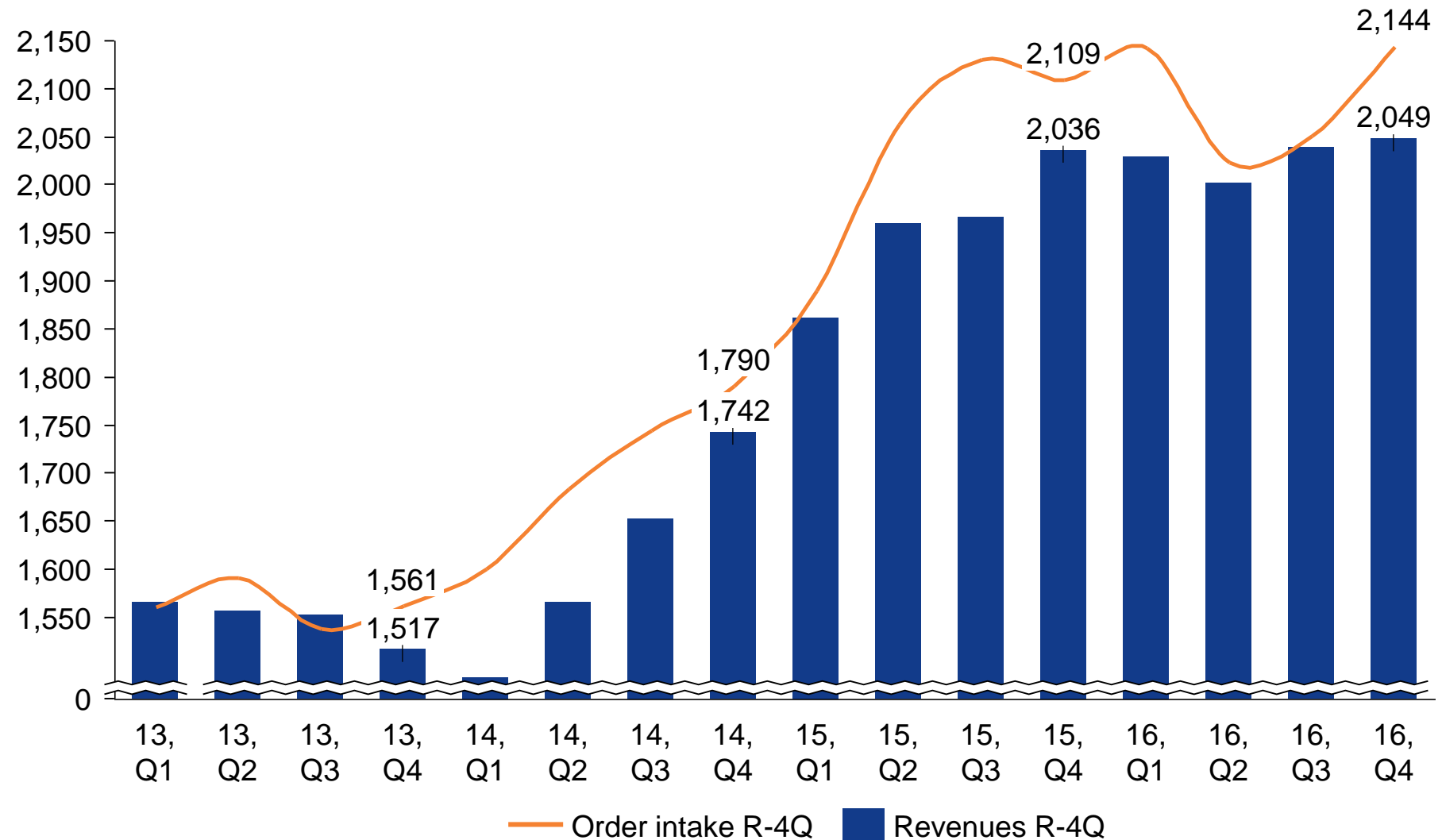
Group financials

Per Ekstedt, CFO

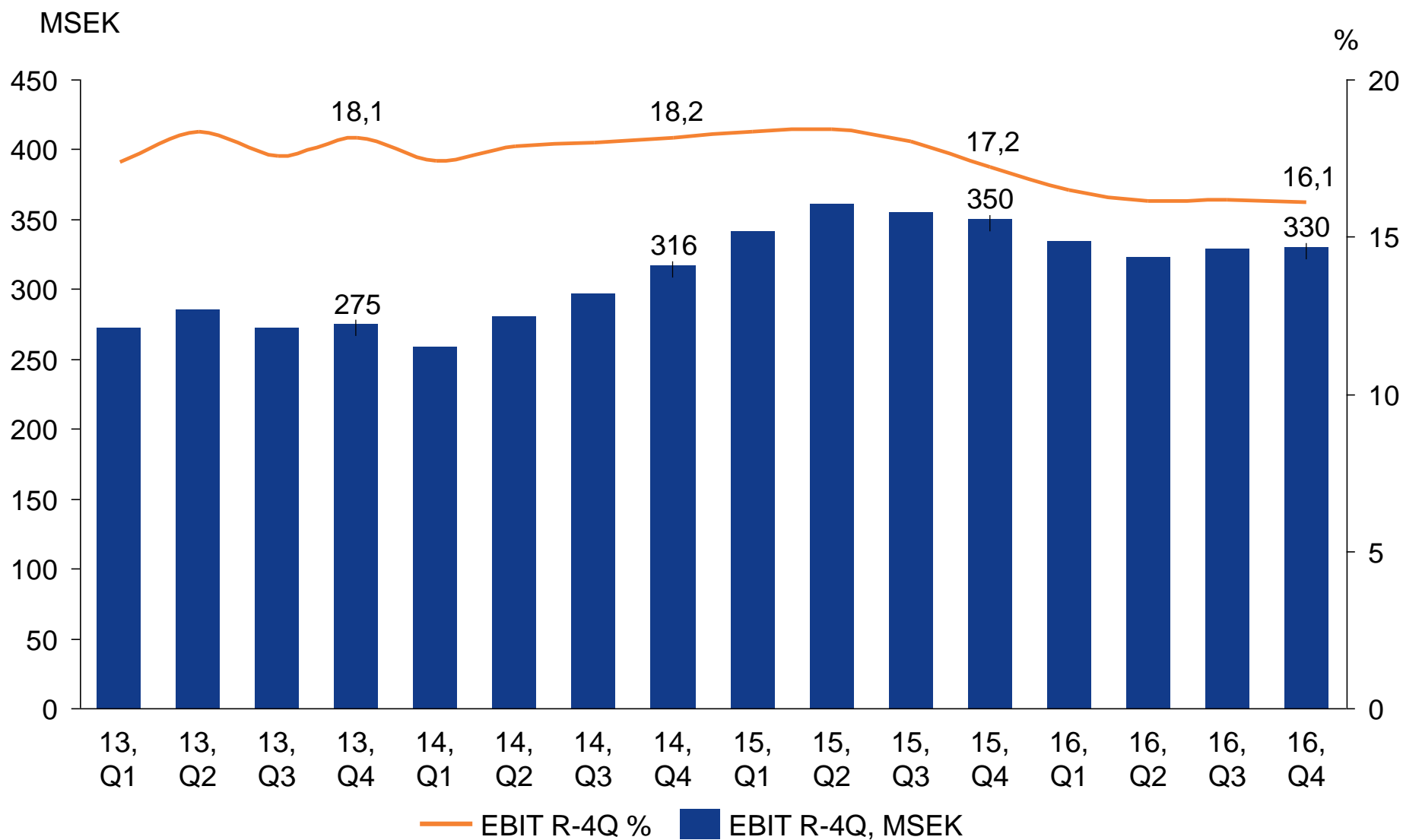


Order Intake & Revenue, rolling 4 quarters

MSEK

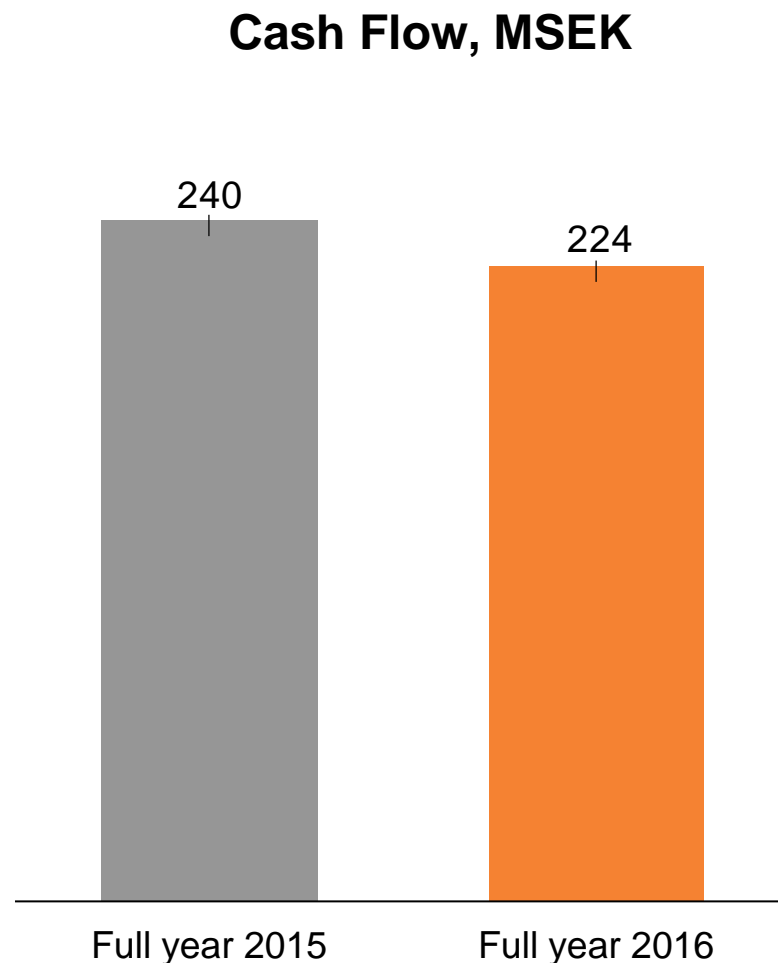


EBIT adj., rolling 4 quarters



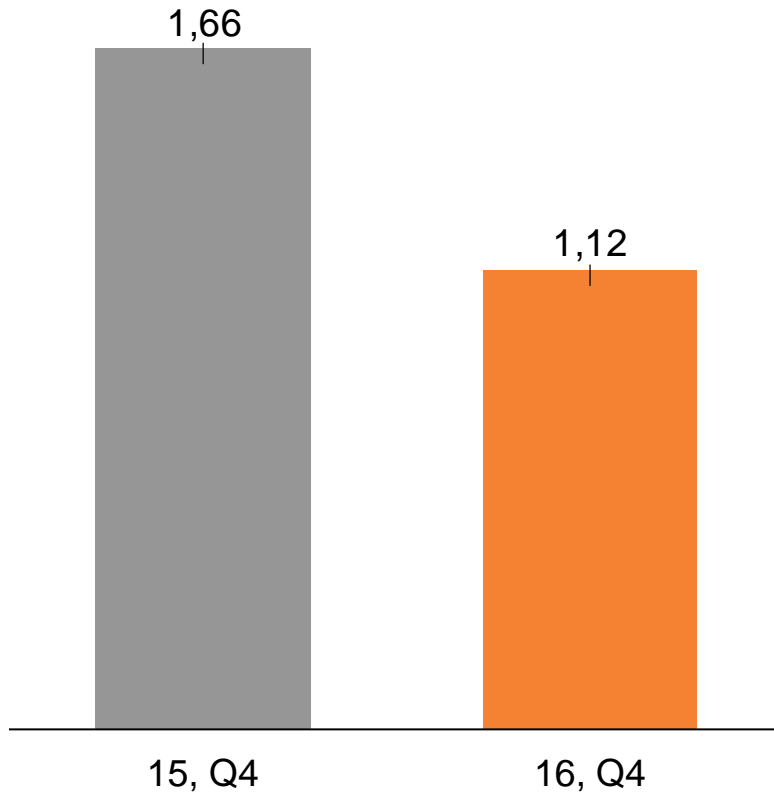
Cash flow and Net Debt Full Year 2016

- Strong financial position
- Cash flow from operating activities 224 MSEK (240)
- Net debt MSEK 295 (371)
- Leverage (Net debt/EBITDA ratio) at 0.8(1.1)

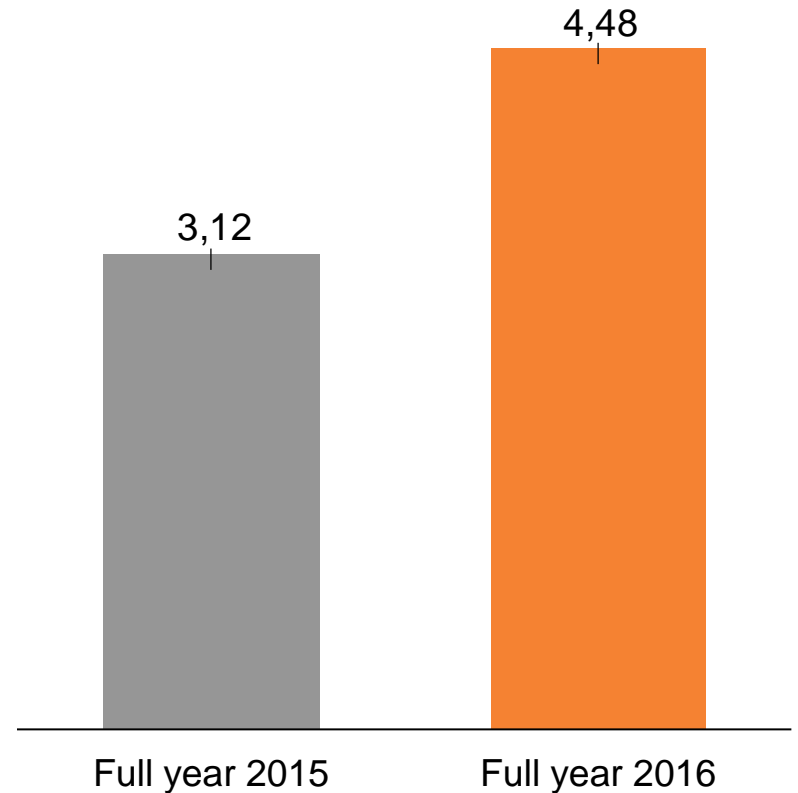


EPS Q4 and Full Year 2016

EPS Q4, SEK



EPS Full Year, SEK



Dividend proposal 2016

Proposed dividend: 86,652,578 SEK which corresponds to 2.00 SEK per share with existing numbers of shares.

