Alimak Group

Q3 2022, 20 October 2022

Ole Kristian Jødahl, CEO

Thomas Hendel, CFO

Business highlights

Q3

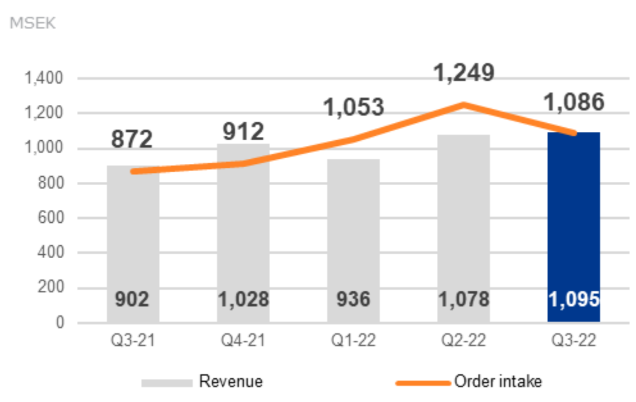
- Accelerated profitable growth - delivering on the New Heights Programme
- Solid organic order intake and revenue growth
- Increased adj. EBITA and adj. EBITA margin
- Improved cash flow vs. first six months of 2022
- Acquisition of Tall Crane Equipment completed
- Acquisition of Tractel signed

Group quarterly summary

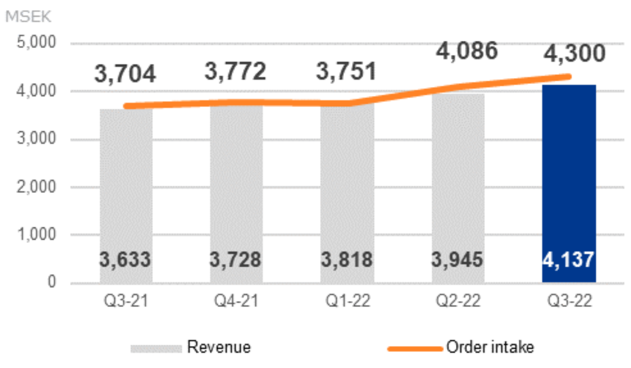
Q3

- **Order intake** +25% (+10% organically)
  - Solid contributions from Facade access, Construction and Industrial
  - Wind market still challenging but good opportunities ahead
- **Revenue** +21% (+7% organically)
  - Solid organic growth in Construction, Industrial and Facade Access
  - Service revenue continue to be a strong growth driver
- **EBITA adj.** increased to MSEK 150 (119), margin at 13.7% (13.2)
  - Higher volumes
  - Effects of increased costs mitigated through active price management

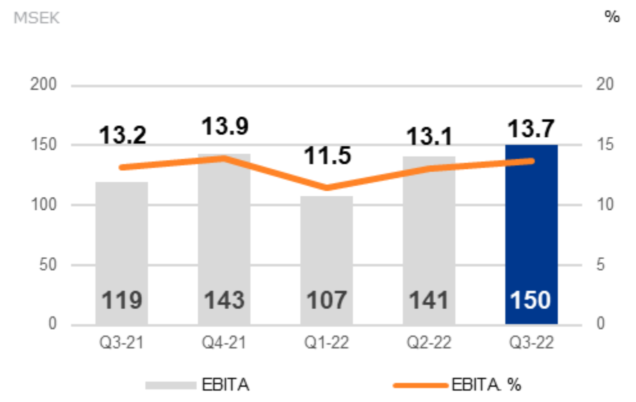
Order intake & Revenue by Quarters



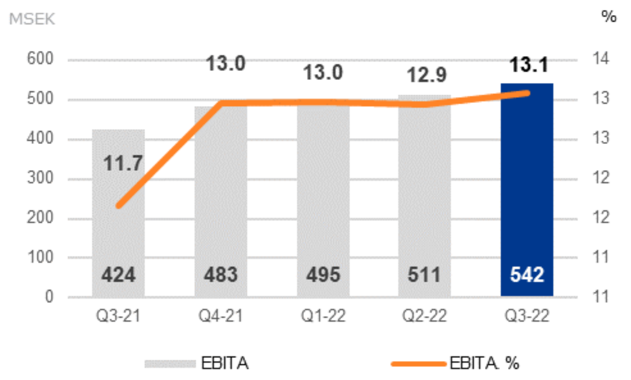
Order intake & Revenue by R12M



EBITA adj & EBITA adj margin by Quarters



EBITA adj & EBITA adj margin by R12M

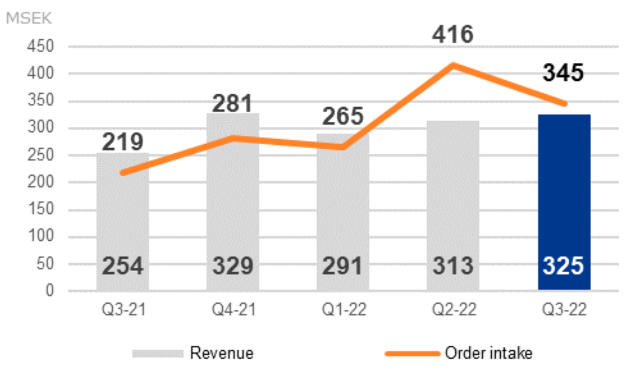


Facade Access

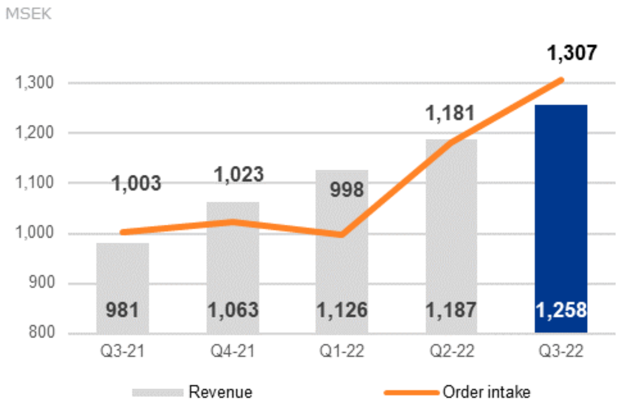
Q3

- **Order intake** +57% (+36% organically)
  - Stronger equipment order intake in all regions, especially in Asia
  - Increased investment activity in the US
- **Revenue** +28% (+11% organically)
  - Stronger equipment revenue driven by Asia
  - Improved service revenue in most regions, especially in Europe
- **EBITA** increased to MSEK 12 (5), margin was 3.7% (1.8)
  - Higher revenue contributed to improved earnings and margin
  - Inflationary cost increases continued to impact equipment margins

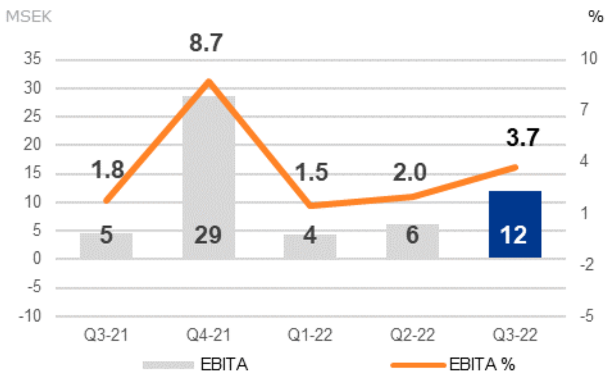
Order intake & Revenue by Quarters



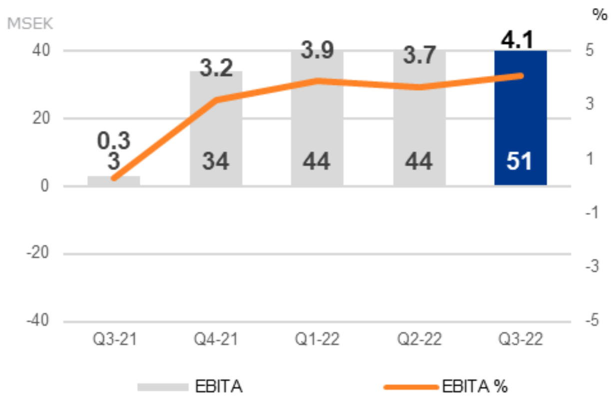
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters

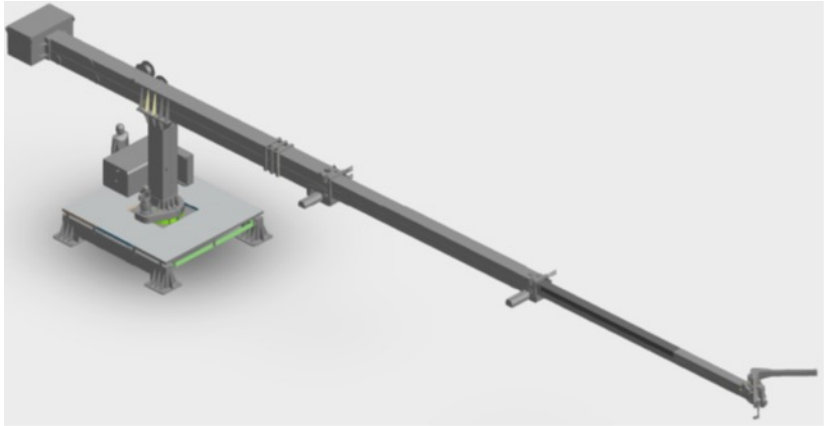


EBITA & EBITA margin by R12M

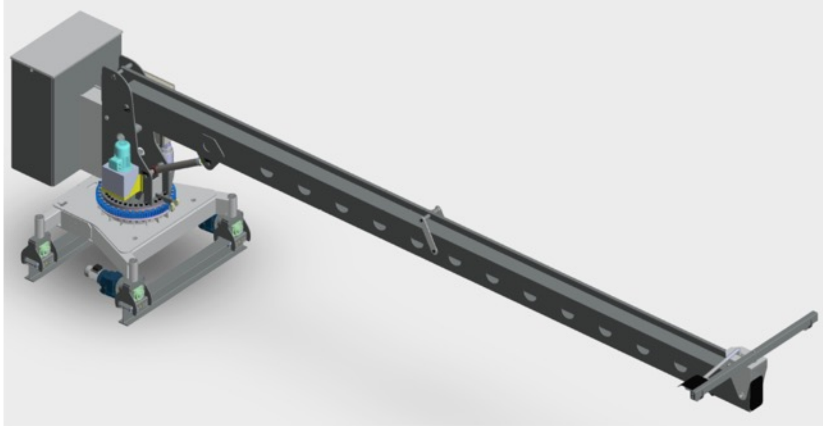


Facade Access – Business Update

- Work to standardize the product range continues
- Good initial sales of the CG4000 series product range into the Hong Kong residential market
- US market continues to rebound, with good order intake in the quarter
- Pressure on gross margin from increased raw material prices remains
- Ensuring profitable commercial terms in all new contracts, including mitigating risk exposure and applying price increases



CG4000 – Standard/Telescoping



CG4000 - Luffing

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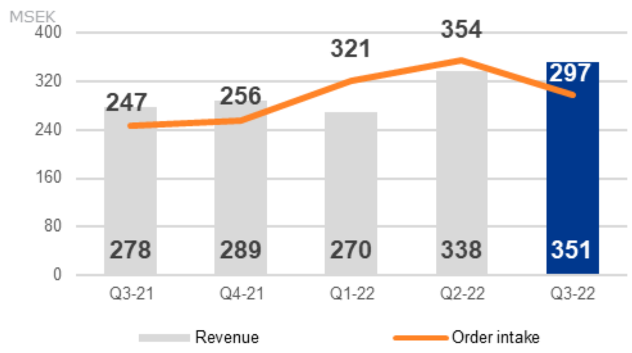
Construction

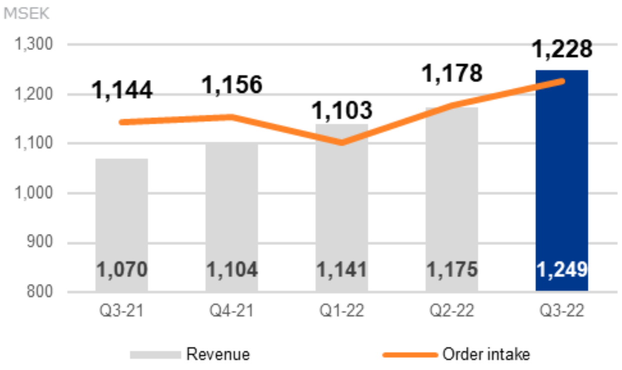
Q3

- **Order intake** +20%, (+3% organically)
  - Improved new equipment and rental sales in Europe and increased parts and service sales in APAC and in Americas
- **Revenue** +27% (+12% organically)
  - Strong rental activity
  - Increased deliveries to emerging markets
- **EBITA** at MSEK 65 (49), margin 18.6% (17.7)
  - High volumes, price management and activities to mitigate supply chain cost increases

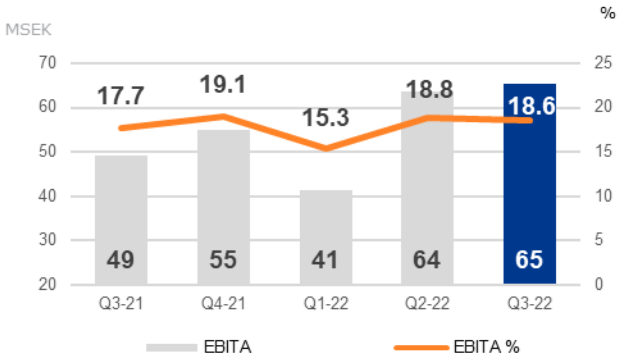
Order intake & Revenue by Quarters



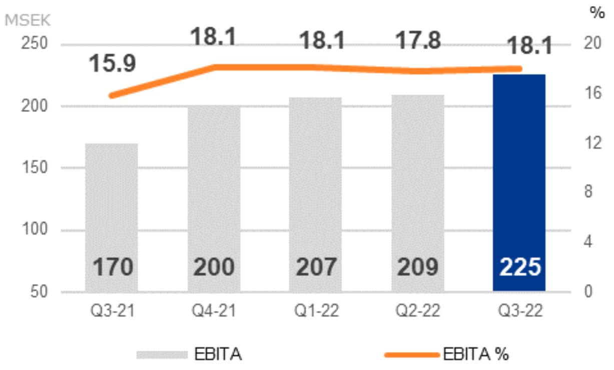
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters

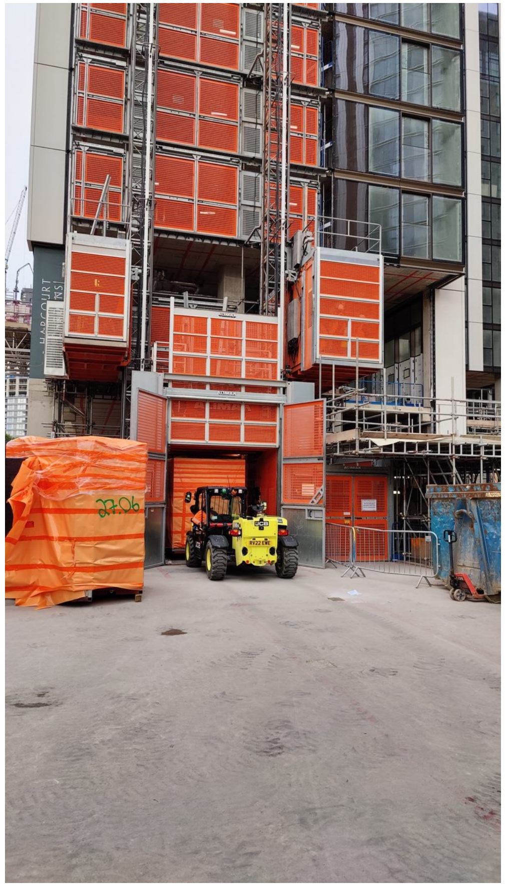


EBITA & EBITA margin by R12M



Construction Business Update

- The division continues to drive a wide range of logistic solutions for our customers
- Secured several important orders during the quarter
  - Large equipment order in the US for Scando 650s and Twin Scando 650 FCS
  - Orders for the new SC45/30 in India
  - Large parts & service order in Australia
- Acquisition of Tall Crane Equipment opening up attractive business opportunities in Canada
  - Tall Crane Equipment contributed with order intake of 11 MSEK and revenue of 11 MSEK since the closing on August 24

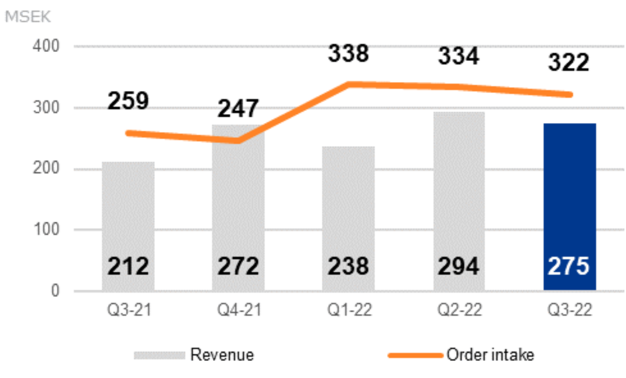


Industrial

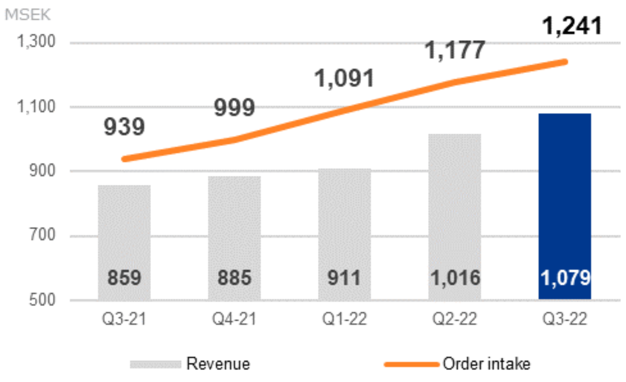
Q3

- **Order intake** +24% (+12% organically)
  - Strong equipment order intake in US and in Europe
  - Continued strong development in the Marine and Power segments
  - Increased order intake in parts and services in all regions
- **Revenue** +30% (+15% organically)
  - Strong growth driven by the strategic focus on service as well as the high order backlog for equipment
- **EBITA** increased to MSEK 50 (47), a margin of 18.3% (22.2)
  - Price increases has not yet fully compensated for the high-cost inflation
  - Increased investments in sales

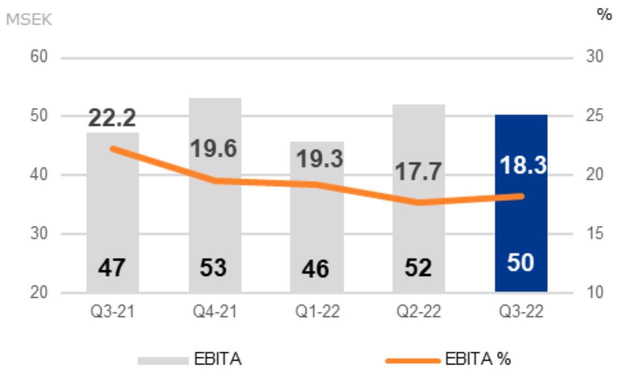
Order intake & Revenue by Quarters



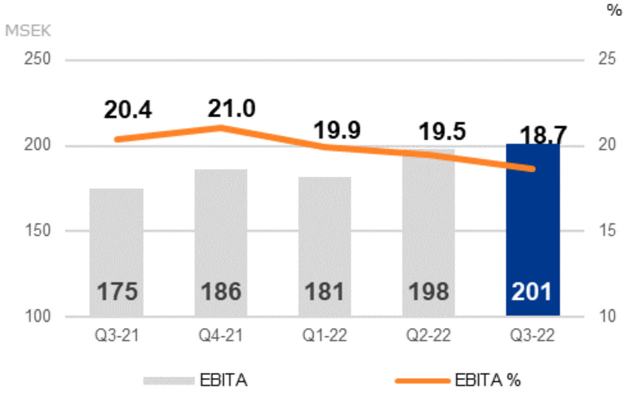
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters



EBITA & EBITA margin by R12M



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Industrial Business Update

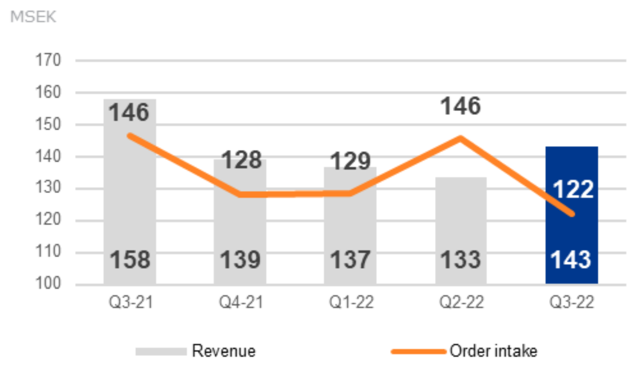
- Increased activity globally
  - Dedicated and customer-oriented organization – closer to our customer through segment focus
  - Largest service contract ever in North America in the power segment
  - Strong refurbishment orders in APAC within ports segment

Wind

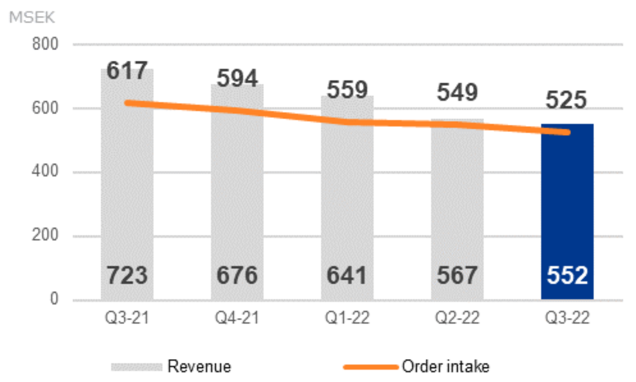
Q3

- **Order intake** -16% (-24% organically)
  - The Chinese market continued to be challenging
  - Order intake for ladders in the US was strong
- **Revenue** -10% (-18% organically)
  - Lower volumes in China
  - Equipment revenue in Spain and Denmark as well as Services in Germany improved
- **EBITA** increased to MSEK 22 (18), a margin of 15.6% (11.3)
  - EBITA and margin improved due to continuous focus on cost reductions and proactive price management

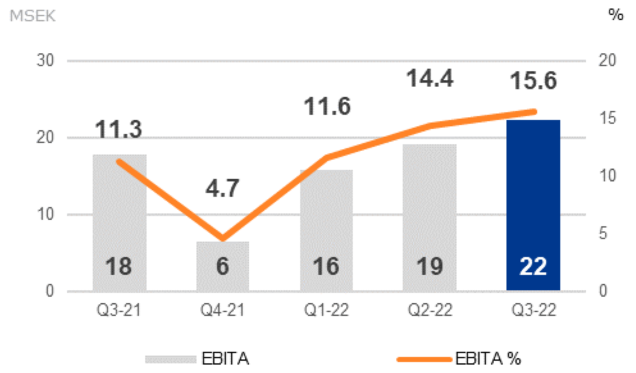
Order intake & Revenue by Quarters



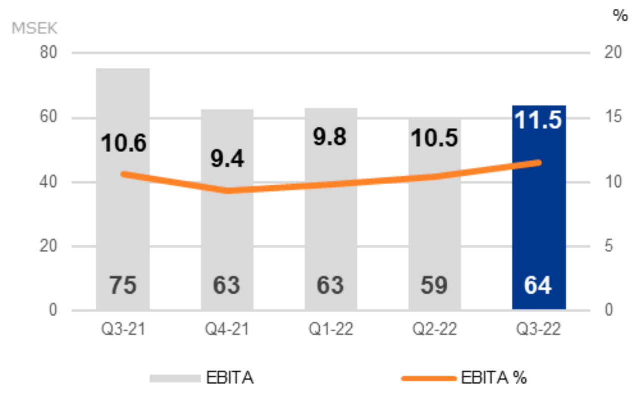
Order intake & Revenue by R12M



EBITA & EBITA margin by Quarters



EBITA & EBITA margin by R12M



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Wind – Business Update

- Short term market challenges remains
  - China
  - High-cost inflation
- Attractive long term opportunities based on increased demand for renewable energy
- Price management, cost control and lean plans have driven the Wind division results to a record high margin of 15,6% in the quarter
- Strategic review of the Wind division concluded, will remain part of Alimak Group

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“Moving people, material and
businesses safely to new heights”

Executing on the New Heights Programme

1

Establish the base

2020

2

Secure margin improvements

2021

3

Profitable growth

2022-2025

Tractel acquisition creates a world leading provider of sustainable premium height solutions

- Accelerating Alimak Group's profitable growth strategy
- Annual revenue exceeding SEK 6.0 billion and an EBITA margin of 17% (LTM per 30 June 2022)
- Tractel is a high performing organization with a resilient business model and has delivered stable high margins for the last ten years
- Excited to get the 1,100 highly competent Tractel people onboard!
- The transaction is expected to close in Q4 2022

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Adding new vertical – Height Safety & Productivity Solutions

- The acquisition adds a new vertical into Alimak Group – Height Safety & Productivity Solutions
- Provides significant synergies for cross selling of solutions
- Contributes with a global network of distributors, new customers and segments
- The end customers are found within the construction segment as well as in most industrial segments

Tirfor manual hoist

Dynafor Load indicator

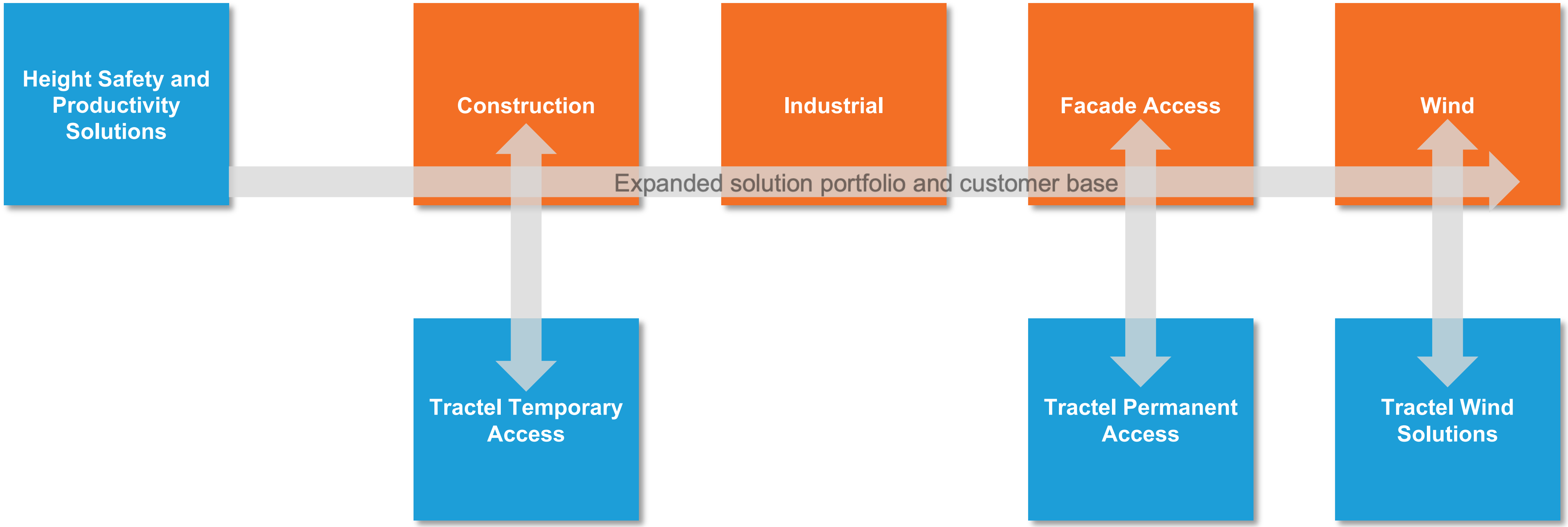
Harnesses and belts

Faba Safety latters

Tirak man riding hoist

Davitrac Access and lifting

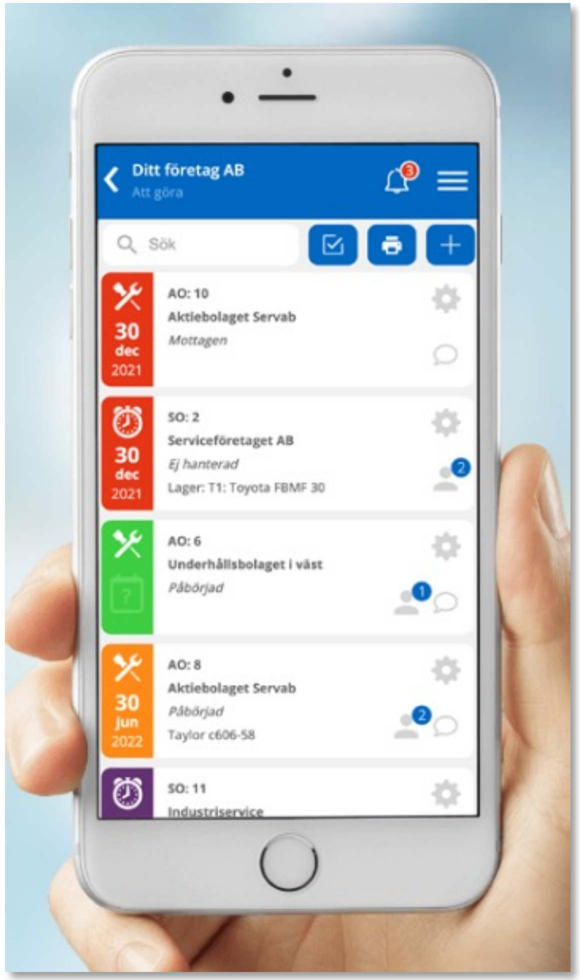
Commercial opportunities from the Tractel Acquisition



- Tractel acquisition strengthens the solution portfolios within Construction, Facade Access and Wind division as well as significantly increasing the potential for the service business
- It also unlocks cross-selling opportunities from the new vertical – Height Safety and Productivity Solutions

Strategic partnership with OO Software providing Web-based tool for field service management

- Alimak has acquired 45% of the shares in OO Software AB, a developer of a web-based tool, Service Protocol, for field service management
  - Reduced administration for the service techs
  - Automated back-end administration
  - Easy to access
  - Supports any device – mobile, tablet, laptop, etc.
- Perfect match with Alimak Group´s IoT-hub in Borås
  - To be integrated with other digital initiatives from the group like My Alimak, etc.



Financial summary

Q3

MSEK	Q3 2022	Q3 2021	Δ%	YTD 2022	YTD 2021	Δ%
Order intake	**1,086**	**872**	25	**3,388**	**2,860**	18
Organic order growth			10			7
Revenue	**1,095**	**902**	21	**3,109**	**2,699**	15
Organic revenue growth			7			4
EBITA adj	**150**	**119**	26	**398**	**339**	17
EBITA adj %	**13.7**	**13.2**	+0.5 pp	**12.8**	**12.6**	+0.2 pp
EBITA	**118**	**119**	-1	**366**	**339**	8
EBITA%	**10.7**	**13.2**	-2.4 pp	**11.8**	**12.6**	-0.8 pp
Operating cash flow	**134**	**244**	-45	**207**	**507**	-59

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Earnings summary

Q3

- EBITA adj
  - Margin improved vs. last year, mainly due to increased Revenues. GM-level kept on a high level through active price management offsetting a challenging market with high-cost inflation
- Financial net
  - Interest net of MSEK -4 and currency effects of MSEK +4 y-o-y
- Taxes
  - Tax rate for the quarter of 20.9% (26.2), reflecting the country profit distribution

MSEK	Q3 2022	Q3 2021	∆MSEK
EBITA adj	**150**	**119**	**31**
Items affecting comparability	-32	-	-32
EBITA	**118**	**119**	**-1**
Amortisations	-10	-9	-2
EBIT	**107**	**110**	**-3**
Financial net	-9	-9	0
EBT	**98**	**101**	**-3**
Taxes	-20	-26	6
Result for the period	**77**	**74**	**3**

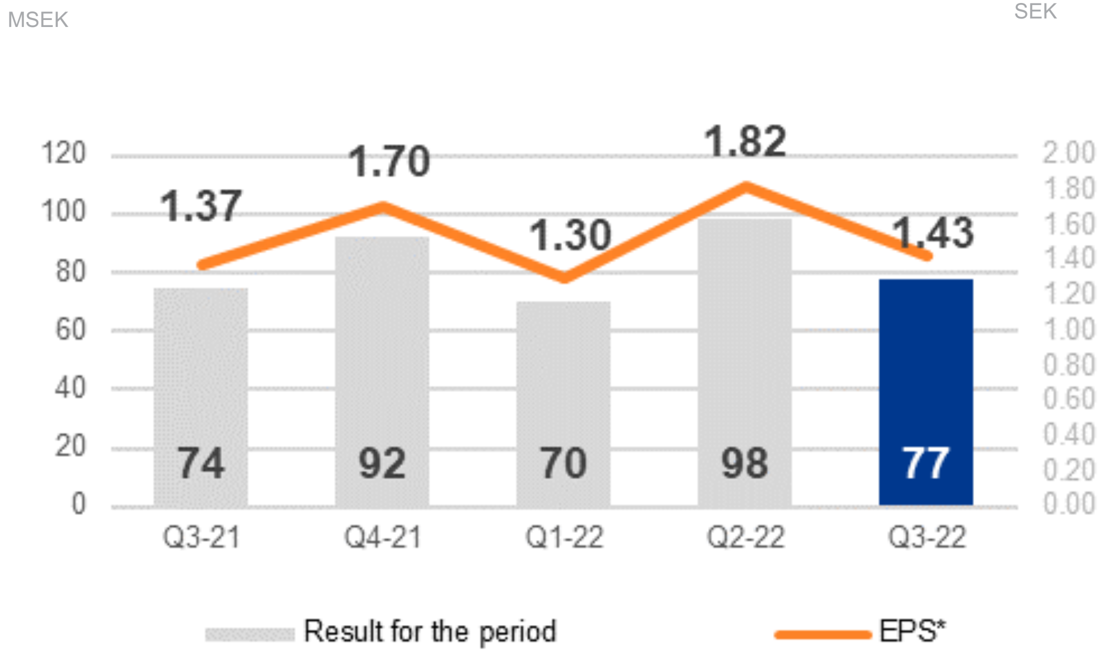
Result for the period and EPS

Q3

- Result for the period was MSEK 77 (74)
- Adjusted for items affecting comparability (IAC): MSEK 103 (74)

- Earnings per share was SEK 1.43 (1.37) growth of 4%
- Adjusted for IAC: 1.90 (1.37), growth of 39%

Result for the period and EPS



*) *Calculated on numbers of shares at 2022-09-30:* 54,157,861

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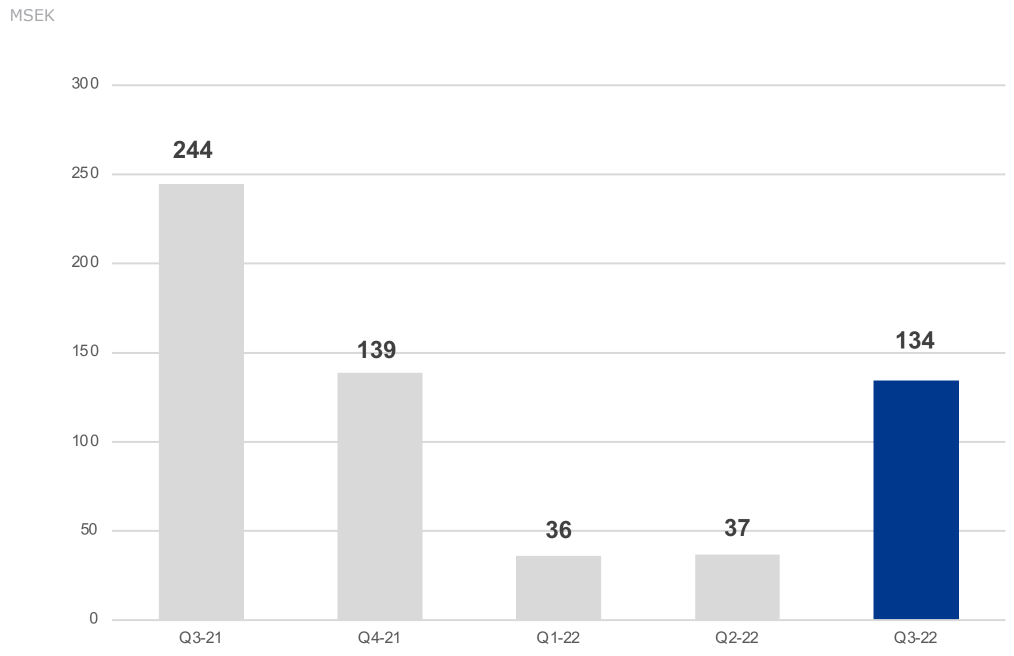
Cash flow

Q3

- Cash flow from operations MSEK 134 (244)
  - Improvement of operating cash flow vs. Q1 and Q2 2022
  - Lower operating cash flow Q3'22 vs. Q3'21 mainly due to
    - Timing of project payment milestones – increased contract assets
    - Selective inventory build up to secure deliveries of critical components
    - High level of trade receivables in spite of improved cash collection trend Q3
  - Focus on working capital: targets and actions

Operating Cash flow, MSEK by Quarter



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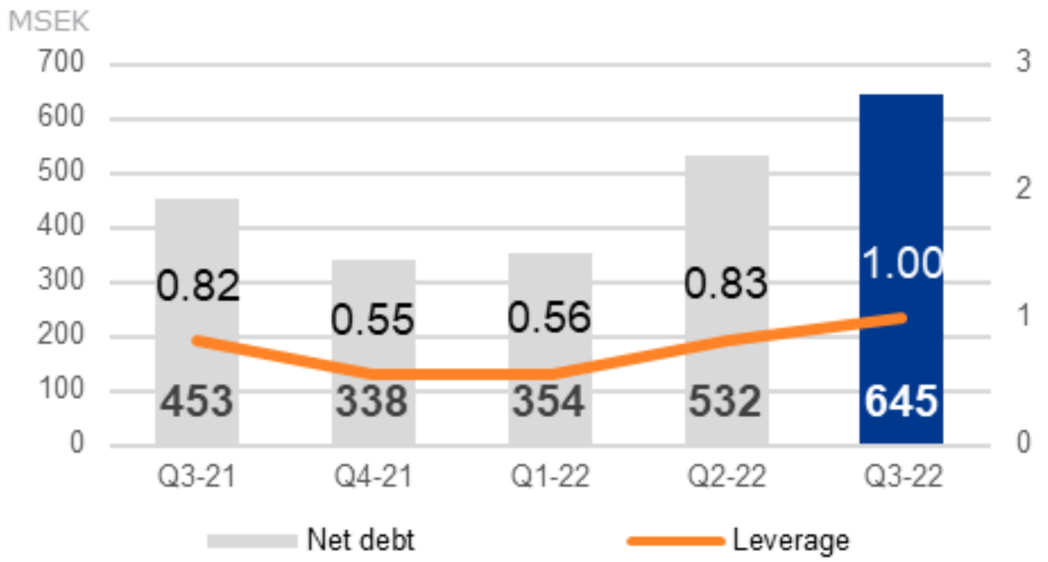
Net debt

Q3

- Net debt
  - Increased debt in the quarter, mainly due to the acquisition of Tall Crane appr. MSEK 200
  - The lower cash conversion 2022 impacting the current debt level
- Leverage
  - Continued strong financial position
- ~ 1.7 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 – (40%-60% of net income)

Net debt, MSEK and Leverage by Quarter



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Summary – Accelerated profitable growth

Q3

- Executing the New Heights Programme
  - Accelerated profitable growth in the quarter
  - Acquisition of Tall Crane Equipment (closed 24 August)
  - Acquisition of Tractel (expected closing in Q4)
- Rights issue as soon as practically possible after the closing of Tractel
- Turbulent and uncertain macro environment expected to continue during the remainder of the year
- Focus on cash, cost and pricing
- Continue to execute on the New Heights Programme, working as a team
- Thank you to all committed and dedicated employees!

Q&A