



ADDTECH

YEAR-END REPORT 1 APRIL 2023 – 31 MARCH 2024

Niklas Stenberg, President and CEO, and Malin Enarson, CFO

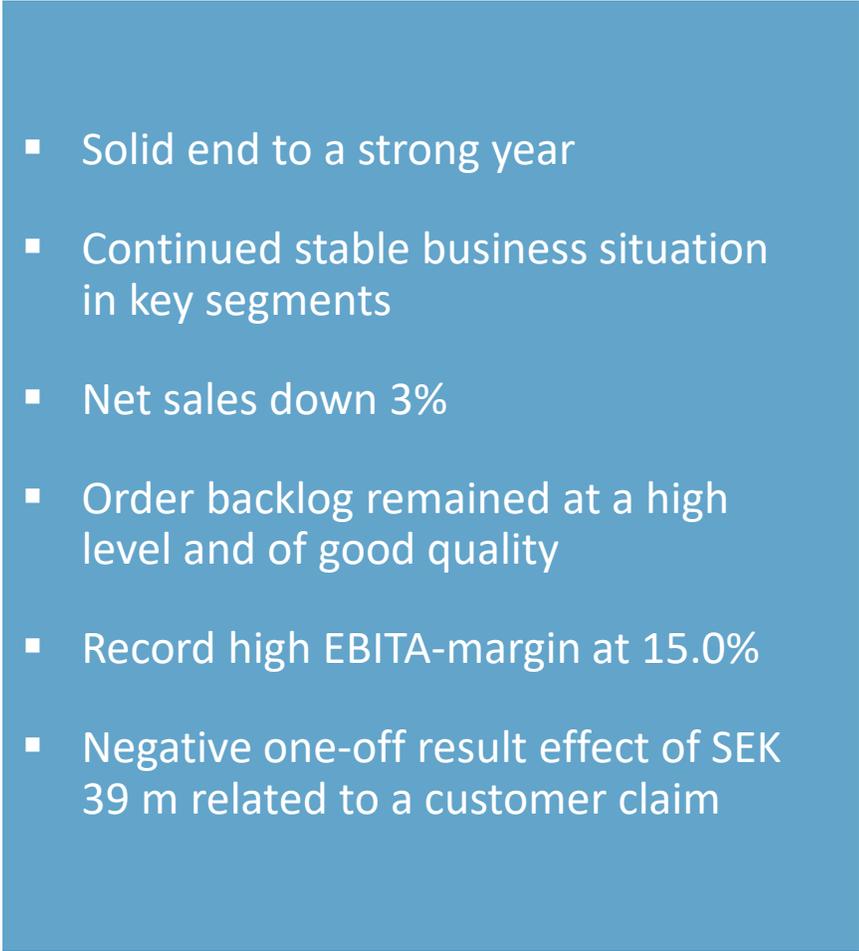
QUARTER 4 HIGHLIGHTS



Net sales
SEK 5,091 m, -3%



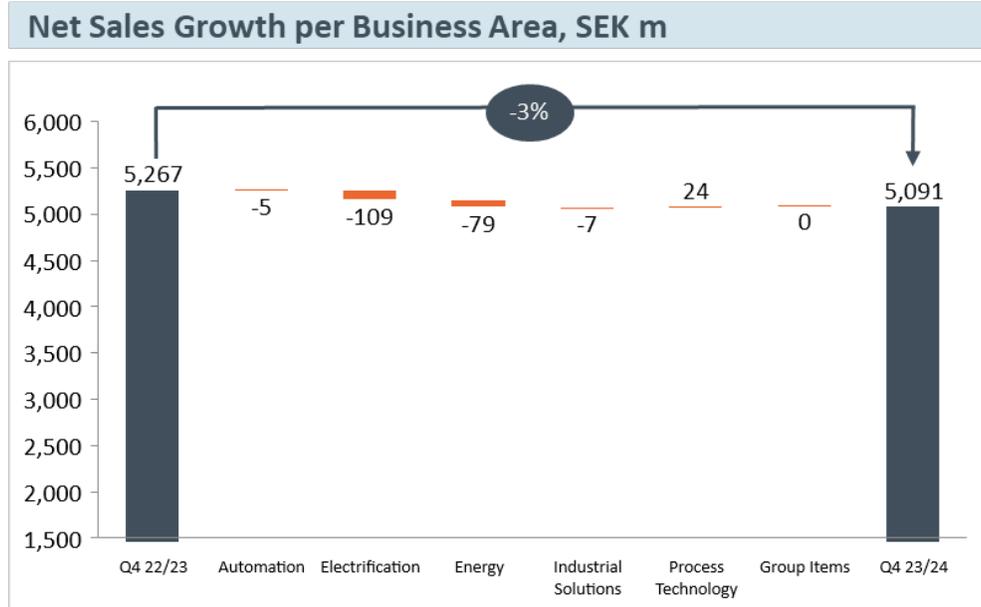
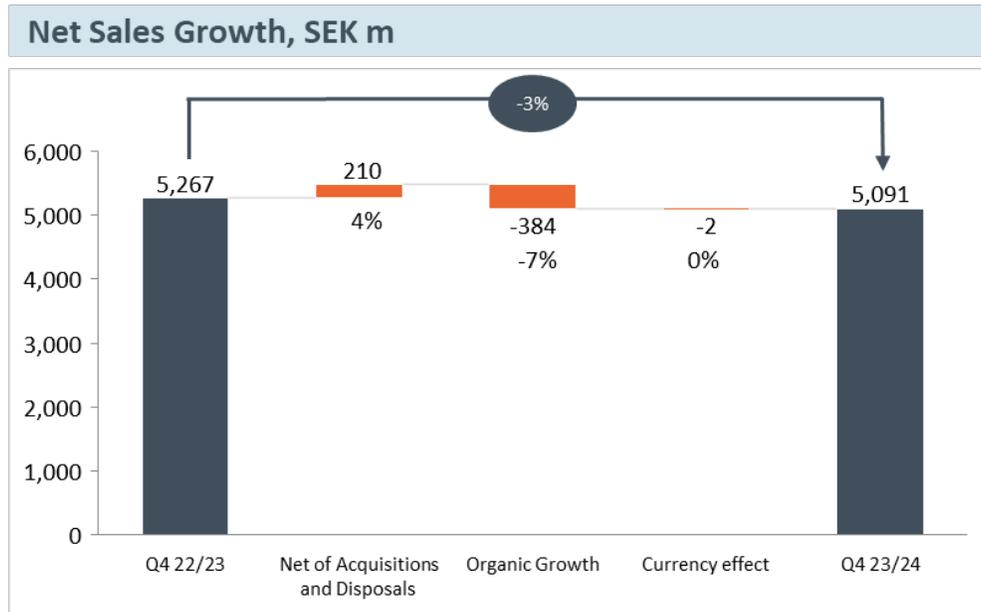
EBITA-margin
15.0%
(14.4%)

- 
- Solid end to a strong year
 - Continued stable business situation in key segments
 - Net sales down 3%
 - Order backlog remained at a high level and of good quality
 - Record high EBITA-margin at 15.0%
 - Negative one-off result effect of SEK 39 m related to a customer claim

QUARTER 4: NET SALES DEVELOPMENT

UNDERLYING A SOLID QUARTER

- Net sales decreased by 3%
 - Organic net sales decreased by 7%
 - Order backlog remained at a high level
 - Weaker sales in Battery Systems and decreased volume business within Energy
 - Negative sales effects from customer claim within Energy

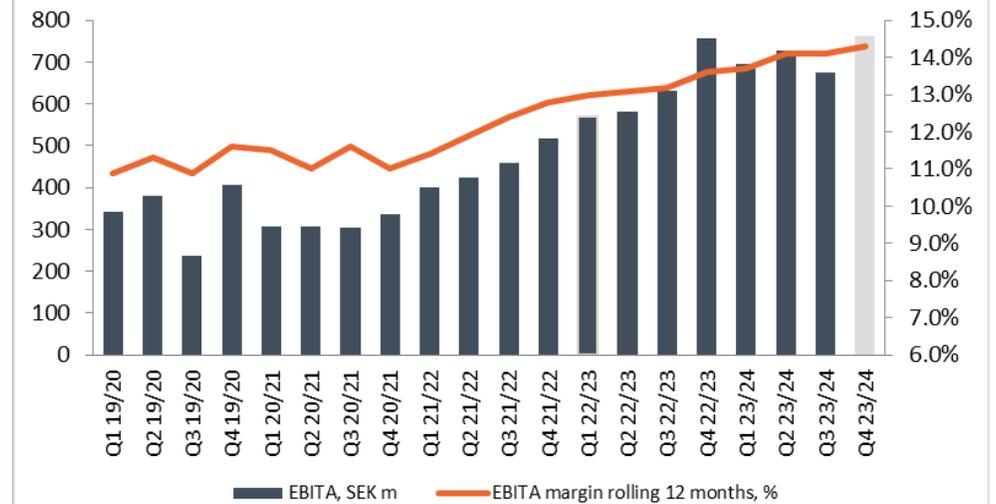


QUARTER 4: EBITA DEVELOPMENT

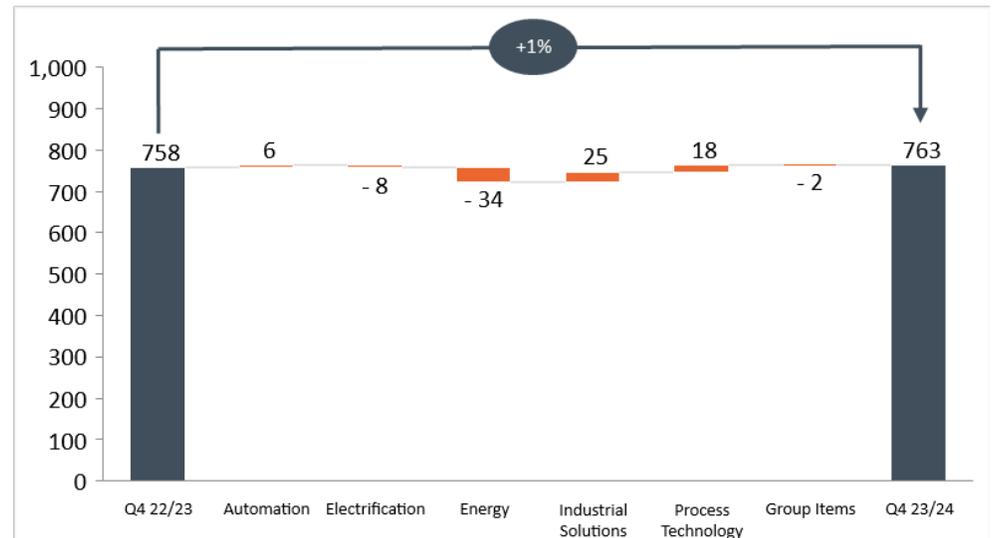
IMPROVED PROFITABILITY

- Stable EBITA with a record high margin of 15.0%
 - Increased value add, improved product mix and strong contributions from acquisitions
 - Negative one-off effect of SEK 39 m in business area Energy
 - P/WC 68% (66)

EBITA, SEK m and EBITA margin rolling 12 months, %



EBITA Growth per business area, SEK m



STABLE MARKET CONDITIONS AT HIGH LEVELS



AUTOMATION

Net sales SEK 957 m (962) **+/-0%**
 EBITA SEK 132 m (126) **+5%**
 EBITA-margin **13.9%**

- Solid end to the fiscal year
- Continued good demand for companies supplying the defense and process industry
- Stable demand in mechanical industry and medical technology



ELECTRIFICATION

Net sales SEK 1,040 m (1,149) **-10%**
 EBITA SEK 135 m (143) **-6%**
 EBITA-margin **13.0%**

- Weak quarter with very challenging comparisons
- Stable demand within energy, special vehicles, mechanical industry and medical technology
- Good demand in defense remained



ENERGY

Net sales SEK 1,276 m (1,355) **-6%**
 EBITA SEK 142 m (176) **-19%**
 EBITA-margin **11.1%**

- Tough quarter affected by the negative effects from the customer claim
- The business situation within electric power distribution remained strong
- Stable demand in mechanical industry and positive signs within wind power
- Weak demand within building and installation as well as for fiber optic network products



INDUSTRIAL SOLUTIONS

Net sales SEK 930 m (937) **-1%**
 EBITA SEK 215 m (190) **+13%**
 EBITA-margin **23.1%**

- Strong end to a record year
- Weak sales within special vehicles
- Good sales within forest and sawmill industry, but with continued low will to invest in new projects
- Lower demand within manufacturing industry
- Favorable business situation in waste & recycling



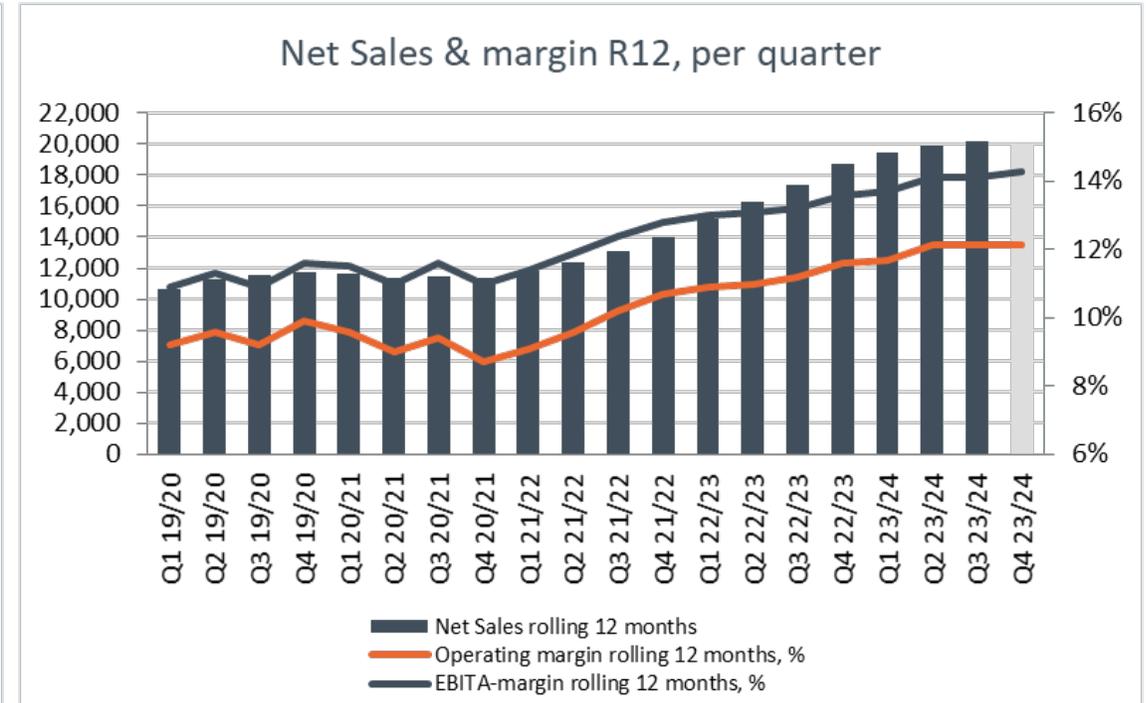
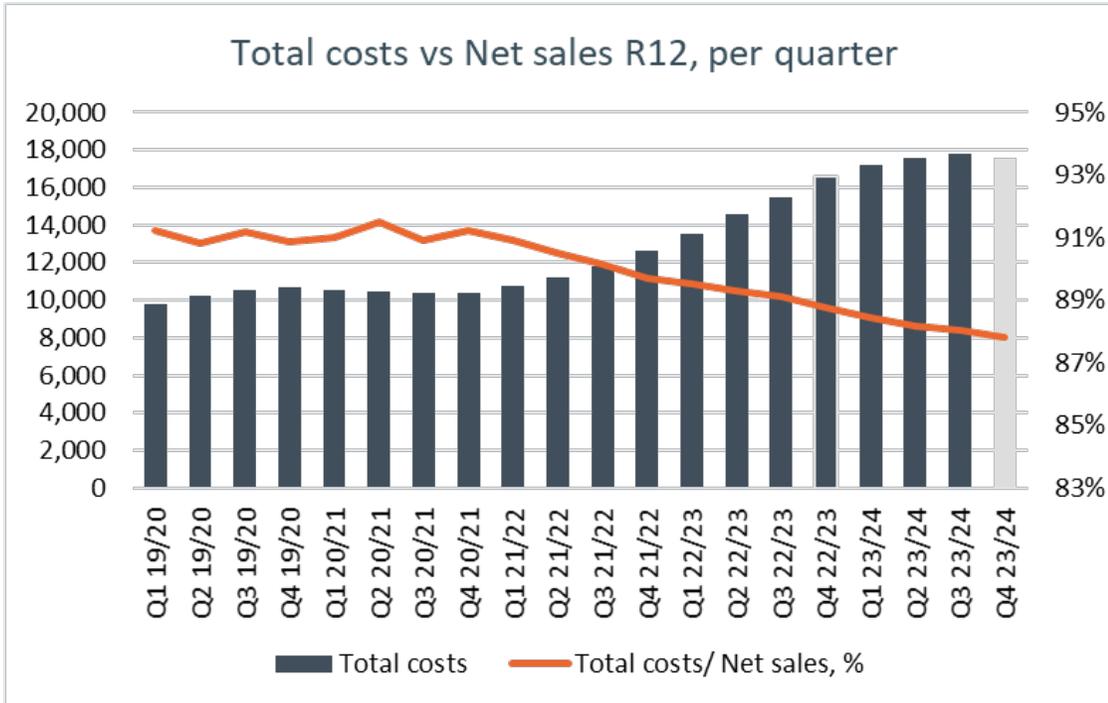
PROCESS TECHNOLOGY

Net sales SEK 899 m (875) **+3%**
 EBITA SEK 143 m (125) **+13%**
 EBITA-margin **15.9%**

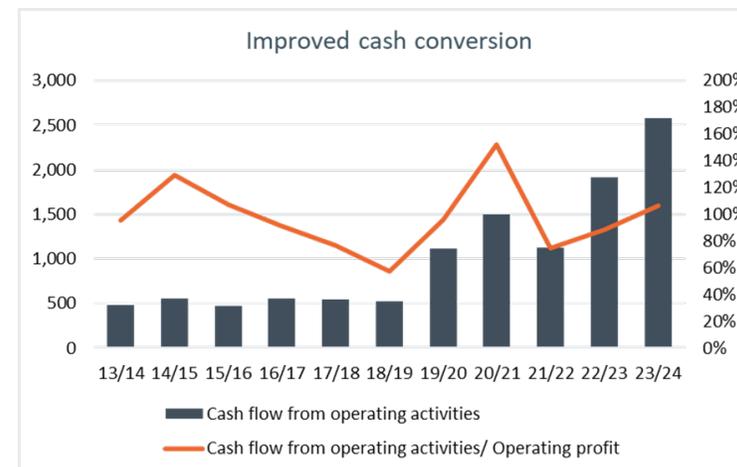
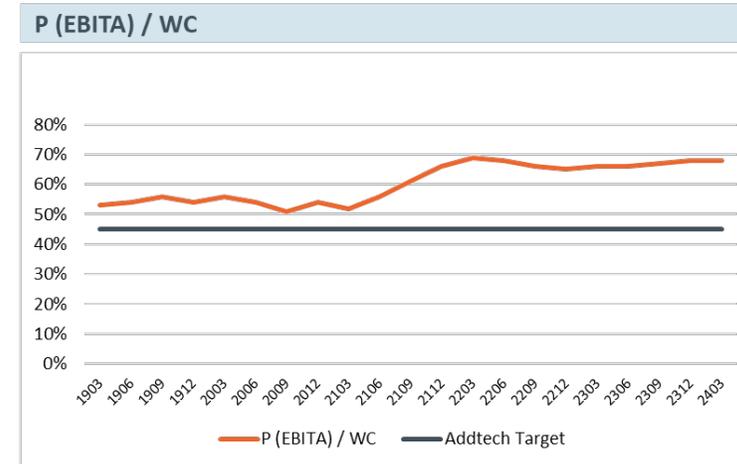
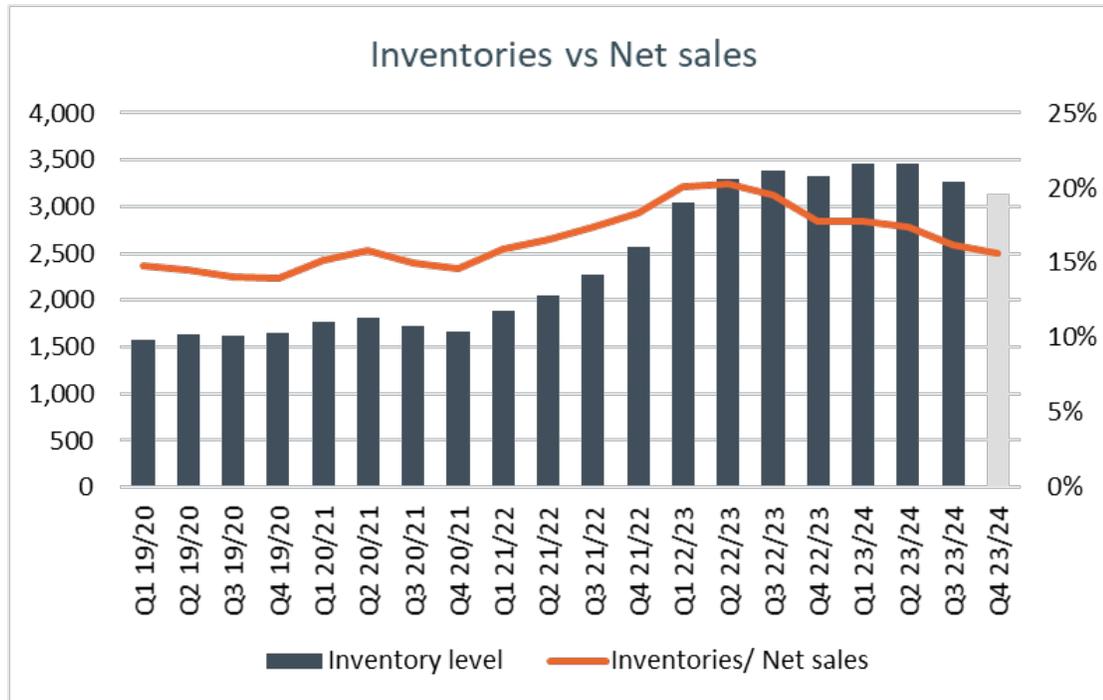
- Solid quarter with variations between segments
- Good demand situation within energy and process industry – especially chemical and oil & gas
- Stable demand in medical technology and marine segments
- Lower demand in forest and mechanical industry as well as special vehicles

QUARTER 4

STEADY INCREASE IN PROFITABILITY

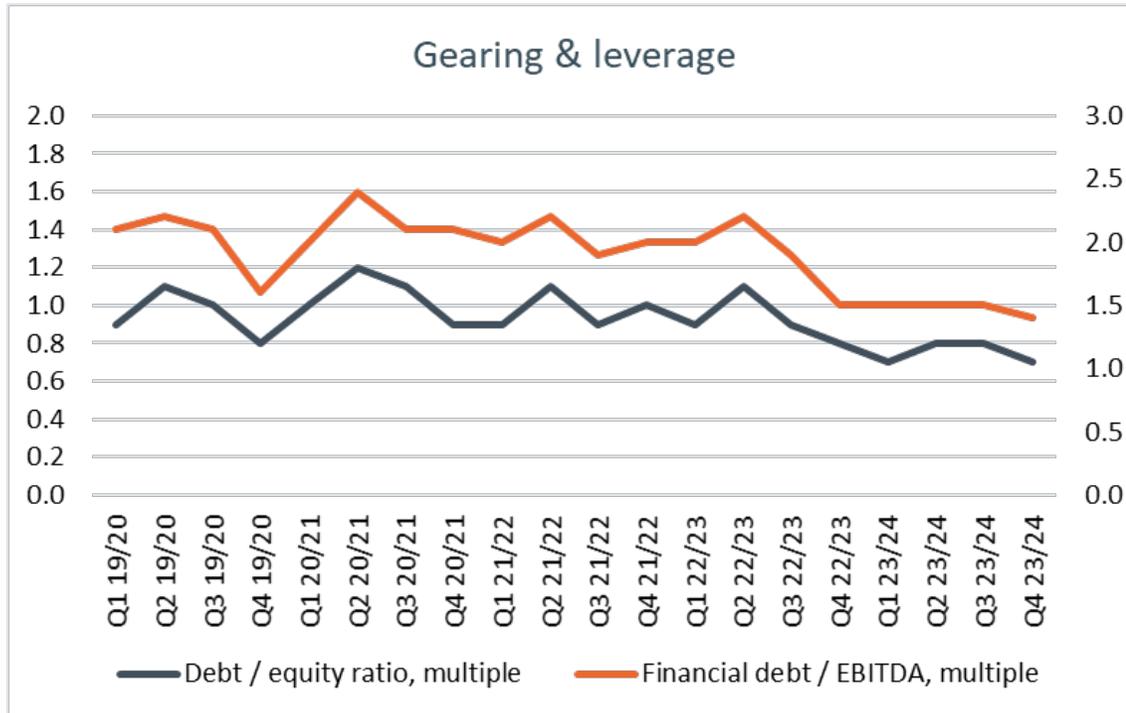


INVENTORY LEVELS CONTINUE TO COME DOWN



QUARTER 4

LOW RISK BALANCE SHEET



- Equity ratio 39% (36%)
- Leverage 1.4 (1.5)
- Gearing 0.7 (0.8)

FULL YEAR 2023/2024 HIGHLIGHTS

Net sales
SEK 20,019 m +7%



EBITA-margin
14.3%
From 13.6%

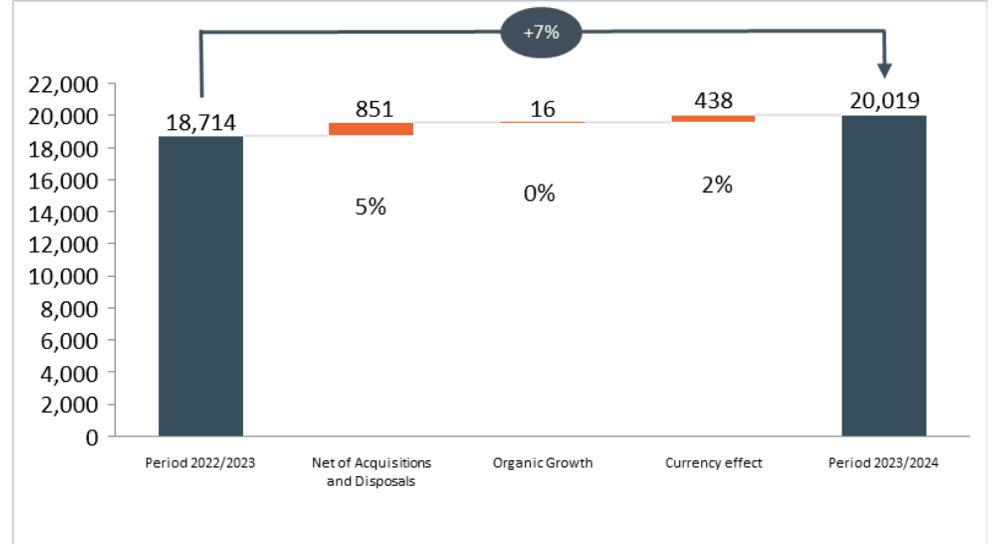
- High customer activity and increased profitability in all business areas
- Net sales up 7% and a very satisfying EBITA growth of 13%
- Strengthened cashflow and improved inventory levels
- Ten carefully selected acquisitions to strengthen and complement our niche strategies – another three after closing
- Evaluated and validated in accordance with the Science Based Targets initiative framework

FULL YEAR 2023/2024

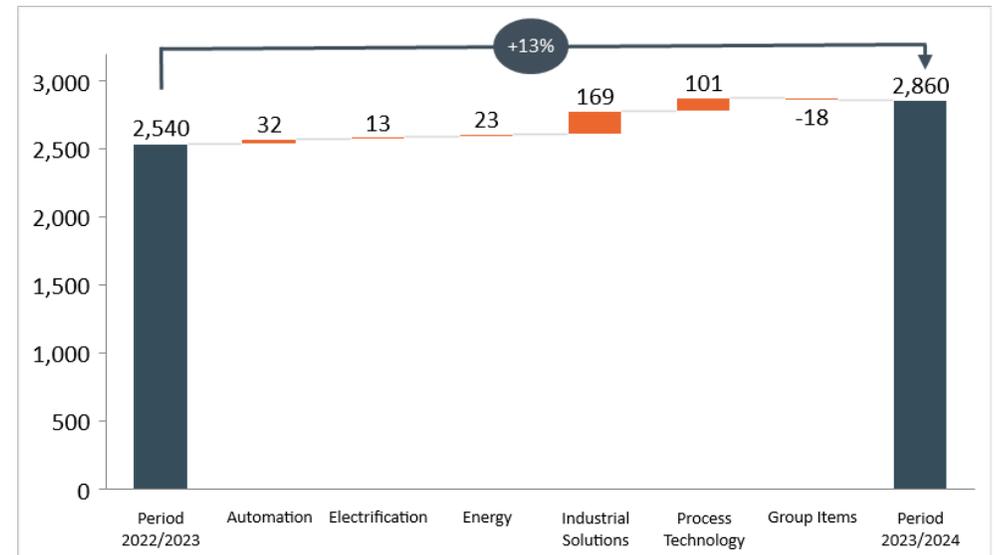
A SUCCESSFUL YEAR

- Net sales increased by 7% to SEK 20,019 m (18,714)
- The organic sales were flat, the acquired growth 5% and the currency effect was 2%
- EBITA increased by 13% and amounted to SEK 2,860 m (2,540) corresponding to an EBITA margin of 14.3% (13.6)
- Operating profit increased by 12% and amounted to SEK 2,426 m (2,167) corresponding to an operating margin of 12.1% (11.6)
- Profit after tax increased by 9% and amounted to SEK 1,691 m (1,554)
- Cash flow from operating activities amounted to SEK 2,575 m (1,911)
- Earnings per share before/after dilution amounted to SEK 6.05 (5.55)
- Board proposes a dividend of 2.80 SEK (2.50) per share

Net Sales Growth, SEK m, 12 months



EBITA Growth per business area, SEK m, 12 months



SOLID YEAR WITH IMPROVED MARGINS

- Net sales increased by 5%
 - Tough start but with sequentially improvements during the year
- EBITA growth of 8%
 - EBITA-margin 12.8% (12.5)

Acquisitions during the fiscal year



BV Teknik designs and builds customized production solutions and other high-tech equipment for the automation industry with focus on medical technology



AUTOMATION

- MOTION & DRIVES
- INDUSTRIAL IT & SENSORS

Strong position to capture the potential of strong driving forces such as Industry 4.0, smart production processes and the Industrial Internet of Things.

Examples of products

Solutions for industrial communications, control systems, sensors and vision products, products for linear and rotating motion, different types of digitalisation tools and data collection solutions.



Industry	Percentage
Mechanical industry	28%
Medical technology	16%
Forestry & Process	13%
Vehicles	7%
Electronics	6%
Other	21%

FULL YEAR 2023/2024: ELECTRIFICATION

WEAK END TO THE YEAR

- Net sales increased by 2%
 - Overall stable but with variations between segments
 - Challenging year for Battery Systems
- EBITA growth of 2%
 - EBITA-margin 12.5% (12.4)

Acquisitions during the fiscal year



Electrum develops, produces and sells mobile electronics and complete solutions to leading manufacturers of machines and vehicles



ELECTRIFICATION

- BATTERY SYSTEMS
- CONNECTIVITY SOLUTIONS
- POWER & MOBILITY

Well positioned to respond to the strong drivers of electrification and carbon reduction

Examples of products

Battery solutions, power supply components, consumables for powertrains, cabling, electric brushes, electronic components, HMI and media conversion.



- Electronics 25%
- Energy 15%
- Vehicles 14%
- Medical technology 11%
- Mechanical industry 11%
- Other

CONTINUED HIGH DEMAND IN KEY SEGMENTS

- Net sales increased by 3%
 - Strong demand among grid owners throughout the year
 - Negative effects from customer claim
- EBITA growth of 4%
 - EBITA-margin 12.9% (12.9)

Acquisitions during the fiscal year



Tygesen sells equipment and electricity transmission materials for electrical distribution networks, transmission networks, railways and stations



ENERGY



ENERGY PRODUCTS

ENERGY SUPPLY

Strong offering that contributes to the expansion of the infrastructure that will constitute the energy system of the future

Examples of products

Power line steel, transformers, insulators and insulator chains, fuses, relays, cable, thermostats, lighting control, crossing signals, electric car chargers, security-enhancing outdoor lighting, signs and traffic control systems.



- Energy 46%
- Building & Installation 20%
- Data & Telecom 8%
- Transport 7%
- Mechanical industry 6%
- Other

FULL YEAR 2023/2024: INDUSTRIAL SOLUTIONS RECORD YEAR

- Net sales increased by 11%
 - Entered the year with a very solid order backlog
- EBITA growth of 29%
 - EBITA-margin 21.0% (18.1)
 - High margins on completed projects

Acquisitions during the fiscal year



Feritech is a leader in the design and manufacture of bespoke technical solutions for the geotechnical subsea sector



Darby Manufacturing offers both standard and customized operator seats to special vehicles



Control Cutter provides leading technical solutions to the global offshore market for the decommissioning of oil and gas wells



Crescocito develops and manufactures components and complete turnkey solutions within industrial painting technology



INDUSTRIAL SOLUTIONS

MATERIAL PROCESSING

VEHICLE SOLUTIONS

Creates value linked to the increased use of fiber-based materials, ergonomic products and waste and recycling systems

Examples of products

Waste and recycling systems, ground radar equipment, ergonomic driver's seats, joysticks, controls, pedals, hydraulic solutions, wood dryers, timber conveyors, lifting chains, electric drive systems, frequency converters and surface treatment machines.



- Vehicles 35%
- Forestry & Process 33%
- Mechanical industry 10%
- Transport 7%
- Building & Installation 3%
- Other

STRONG YEAR WITH VARIATIONS BETWEEN SEGMENTS

- Net sales increased by 18%
 - Good demand within energy and process industry
 - Marine segment improved from low levels
- EBITA growth of 25%
 - EBITA-margin 14.4% (13.5)

Acquisitions during the fiscal year

INDAG

INDAG produces and sells dynamic inline mixers to the process industry with a main focus on the food and chemical segments



Clyde is a leading supplier of products and systems for pneumatic conveying primarily to the process and energy industries



Kemic is a leading supplier of water purification plants and solutions. The company offers design and construction of new-builds, mobile waterworks as well as renovation and service



Capturing the potential of the green energy transition and increasingly stringent emission requirements and controls to reduce industry's environmental impact

Examples of products

Waste water treatment systems, complete systems and instruments for analyses of gases and liquids, monitoring and purification of flue gases, IoT solutions and complete factory control systems, conveyor chains, gaskets, equipment and systems for the chemical and pharmaceutical industries, instruments and valves for regulating and monitoring pressure, flows and energy.



- Forestry & Process 35%
- Energy 18%
- Transport 16%
- Mechanical industry 12%
- Medical technology 6%
- Other

FOCUS ON MORE VALUE-ADD AND HIGHER PROFITABILITY

Acquisition	Business area	Access	Net sales, SEKm*	Employees*
 INDAG Maschinenbau GmbH	Process Technology	April 2023	55	40
 Clyde Holding Ltd.	Process Technology	April 2023	150	49
 Feritech Global Ltd.	Industrial Solutions	May 2023	55	21
 Electrum Automation AB	Electrification	June 2023	80	22
 Darby Manufacturing Ltd.	Industrial Solutions	June 2023	50	14
 S. Tygesen Energi A/S	Energy	June 2023	75	3
 Control Cutter AS	Industrial Solutions	October 2023	160	18
 BV Teknik A/S	Automation	November 2023	85	24
 Kemic Vandrens A/S	Process Technology	January 2024	95	20
 Crescocito AB	Industrial Solutions	February 2024	60	10
 Novomotec GmbH	Electrification	April 2024	80	9
 Cell Pack Solutions Ltd.	Electrification	April 2024	75	30
 GoDrive AS	Industrial Solutions	April 2024	75	5

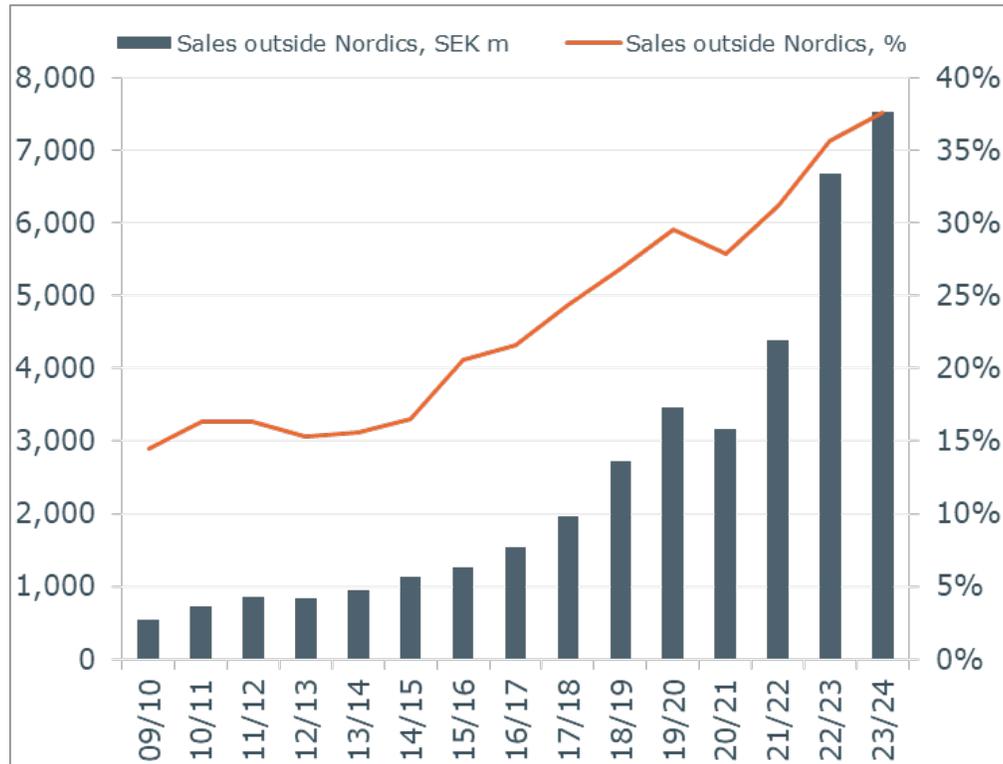
- Ten companies acquired during the fiscal year – three more after closing
- In total, all 13 adding approx. SEK 1,100 m and 265 new employees to the Group



FULL YEAR 2023/2024

HIGH POTENTIAL FROM INTERNATIONAL EXPANSION

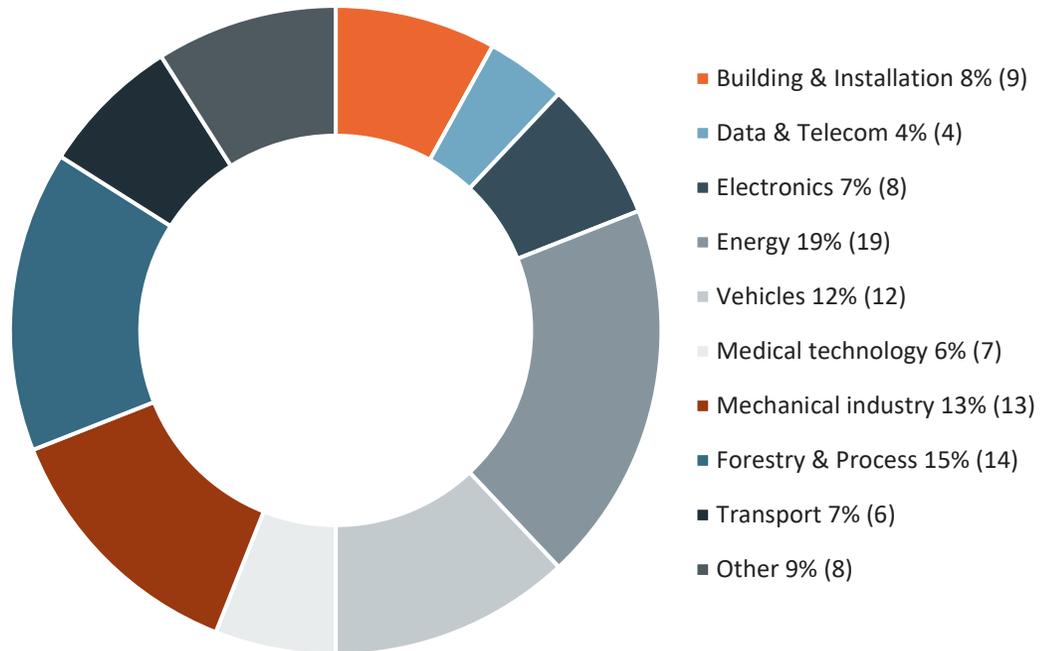
Increased sales outside the Nordics



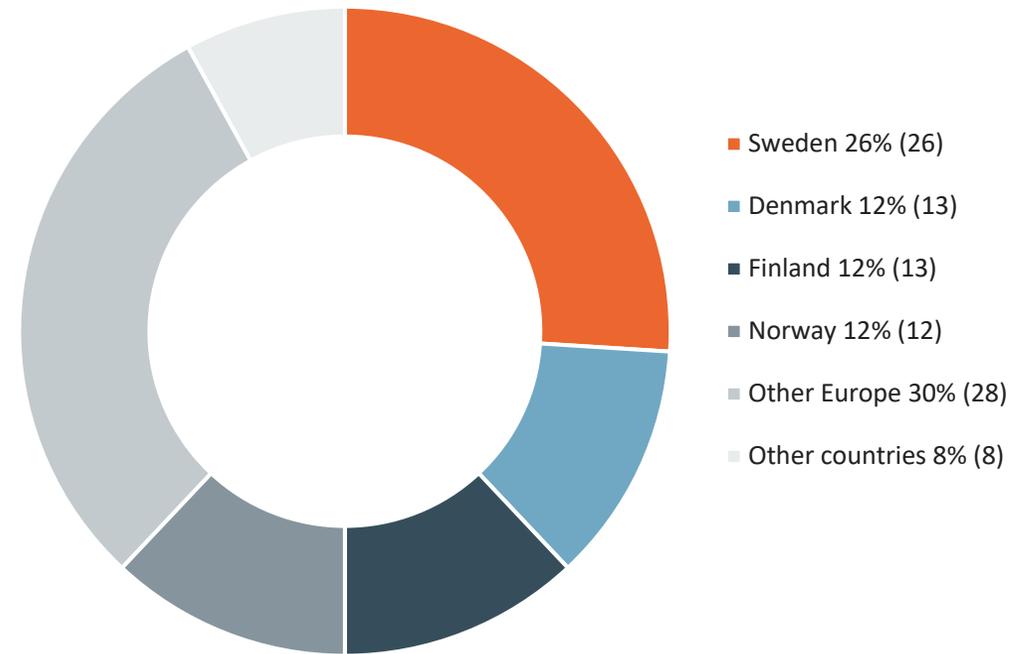
- Almost half of the acquired sales during the year came from companies outside the Nordic region
- Strong focus on strategic and culture match regardless of geography

HIGHLY DIVERSIFIED BUSINESS

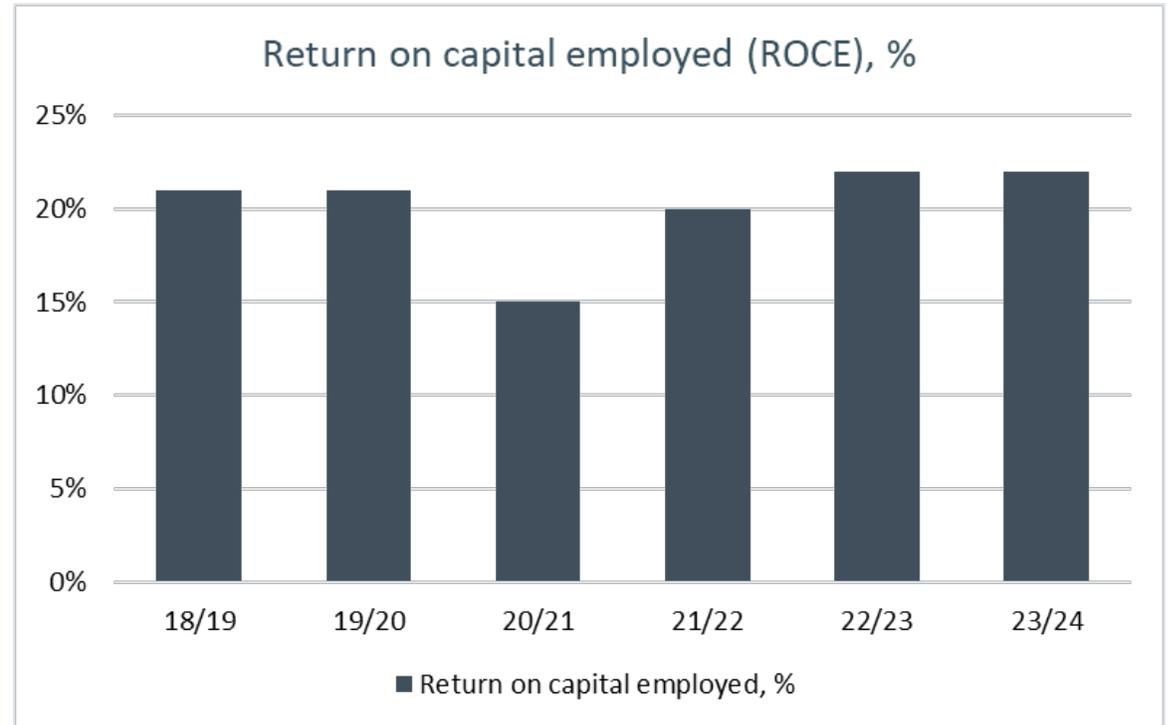
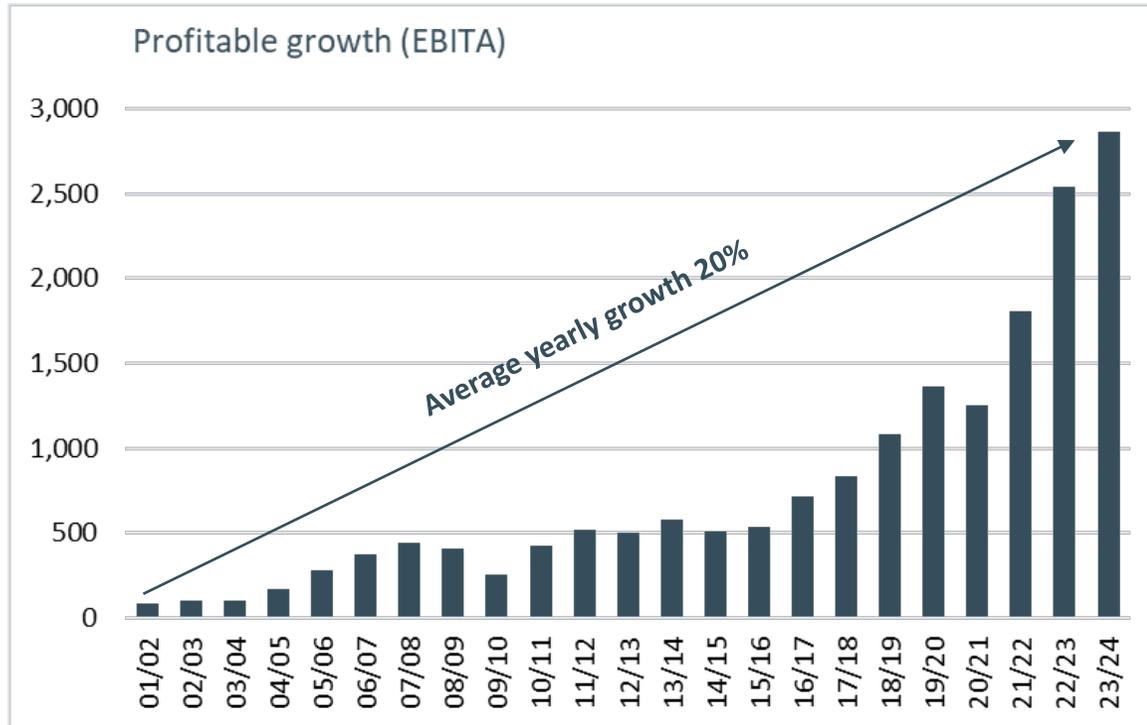
Sales per customer segments



Sales per geographic market



LONG-TERM SHAREHOLDER VALUE CREATION



SUMMARY

- A solid Q4 concludes a strong year with high customer activity and increased profitability in all business areas
- Order backlog remained at a high level and of good quality
- Strengthened cashflow and strong financial position
- Strong start of the new year in M&A activities - the international expansion continues
- Validated and approved in accordance with the Science Based Targets initiative framework
- We are entering the new financial year with well-filled, high-quality order books and an ambitious plan for continued growth