



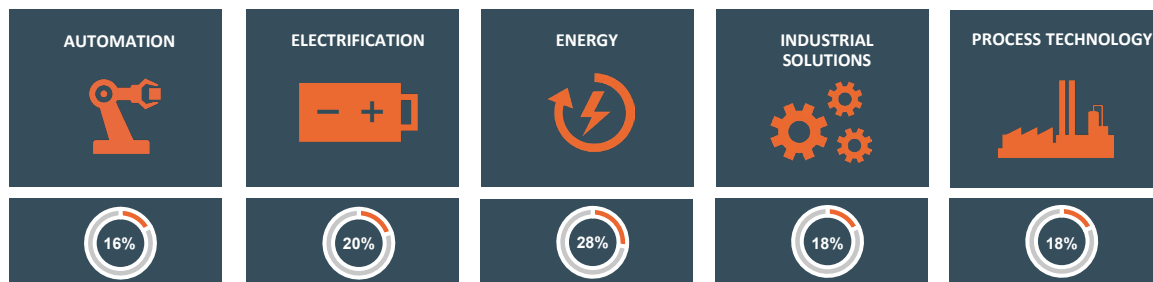
ADDTECH

# LEADING TECHNICAL SOLUTIONS FOR A SUSTAINABLE TOMORROW

Niklas Stenberg, President and CEO

# WELL PROVEN BUSINESS MODEL

## LEADING TECHNICAL SOLUTIONS FOR A SUSTAINABLE TOMORROW



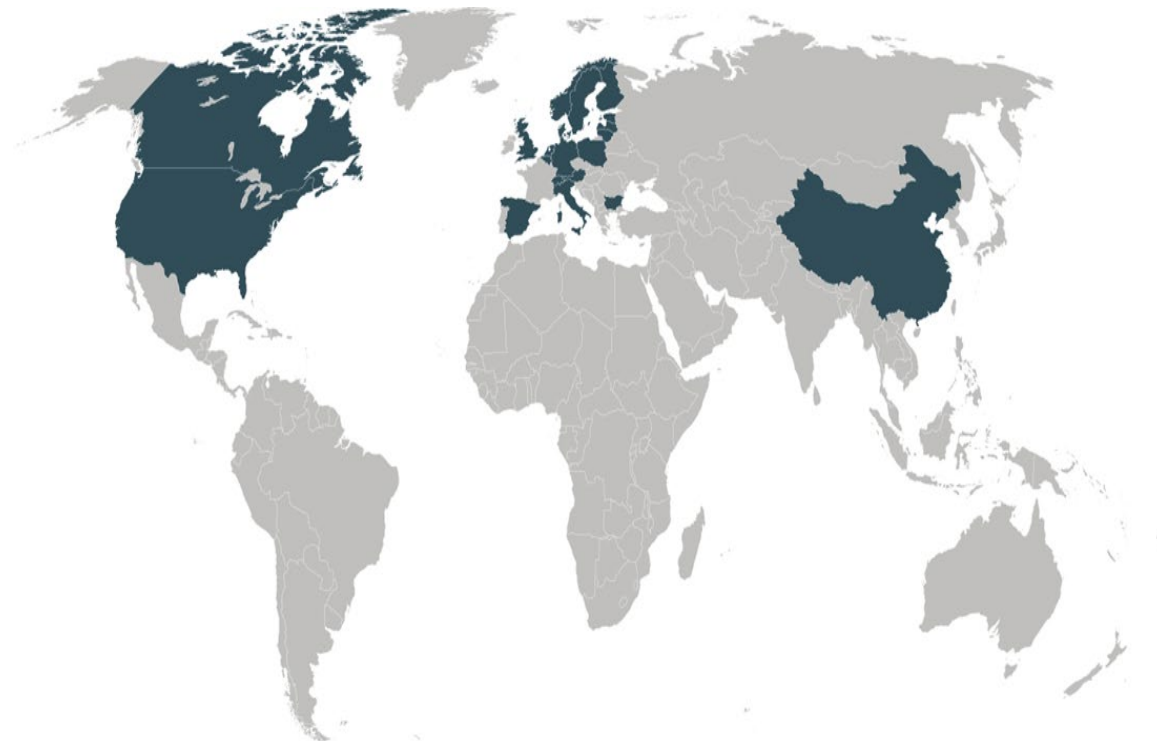
- International B2B value proposition in five business areas
- 150 independent companies offering high-tech products and solutions – primarily to manufacturing and infrastructure sectors
- Dual growth engine: Organic growth & acquisitions in strategic niches
- Listed since 2001

Net sales  
**SEK ~22 bn**

EBITA-margin  
**15.0%**

Employees  
**~4,500**

## 150 COMPANIES IN 20 COUNTRIES



# THE YEAR IN BRIEF

## CONTINUED GROWTH

**21,796** (20,019)

*Net sales, SEKm*

## INCREASED MARGINS

**15.0** (14.3)

*EBITA-margin, %*

## EARNINGS GROWTH

**7.00** (6.05)

*Earnings per share (EPS), SEK*

## STRENGTHENED CASH FLOW

**2,709** (2,575)

*Operating cash flow, SEKm*

## STRONG BALANCE SHEET

**1.4** (1.4)

*Financial debt/EBITDA, multiple*

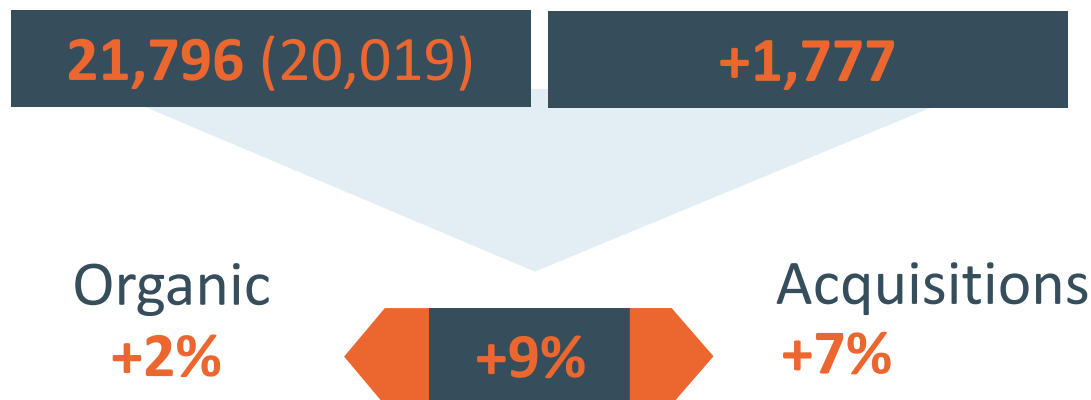
## HIGH ACQUISITION PACE

**12**

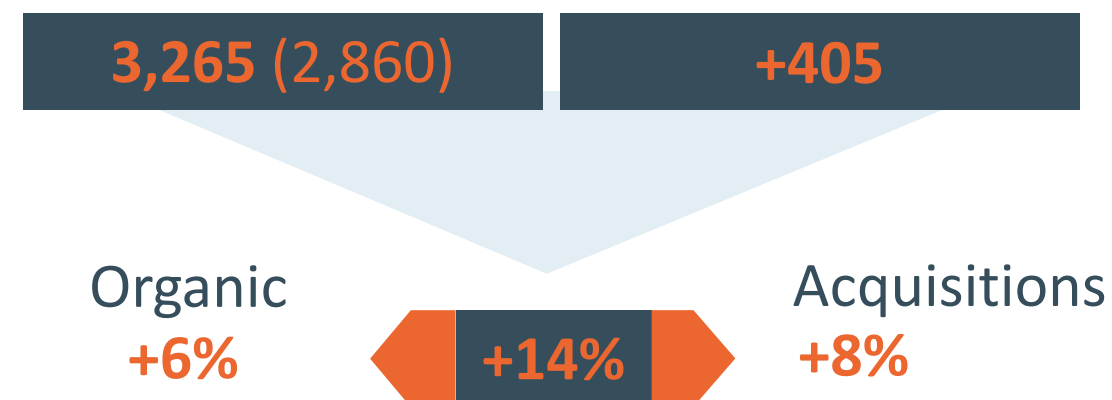
*Number of acquisitions*

# CONTINUED SOLID GROWTH

Net sales 2024/2025 (SEKm)



EBITA 2024/2025 (SEKm)

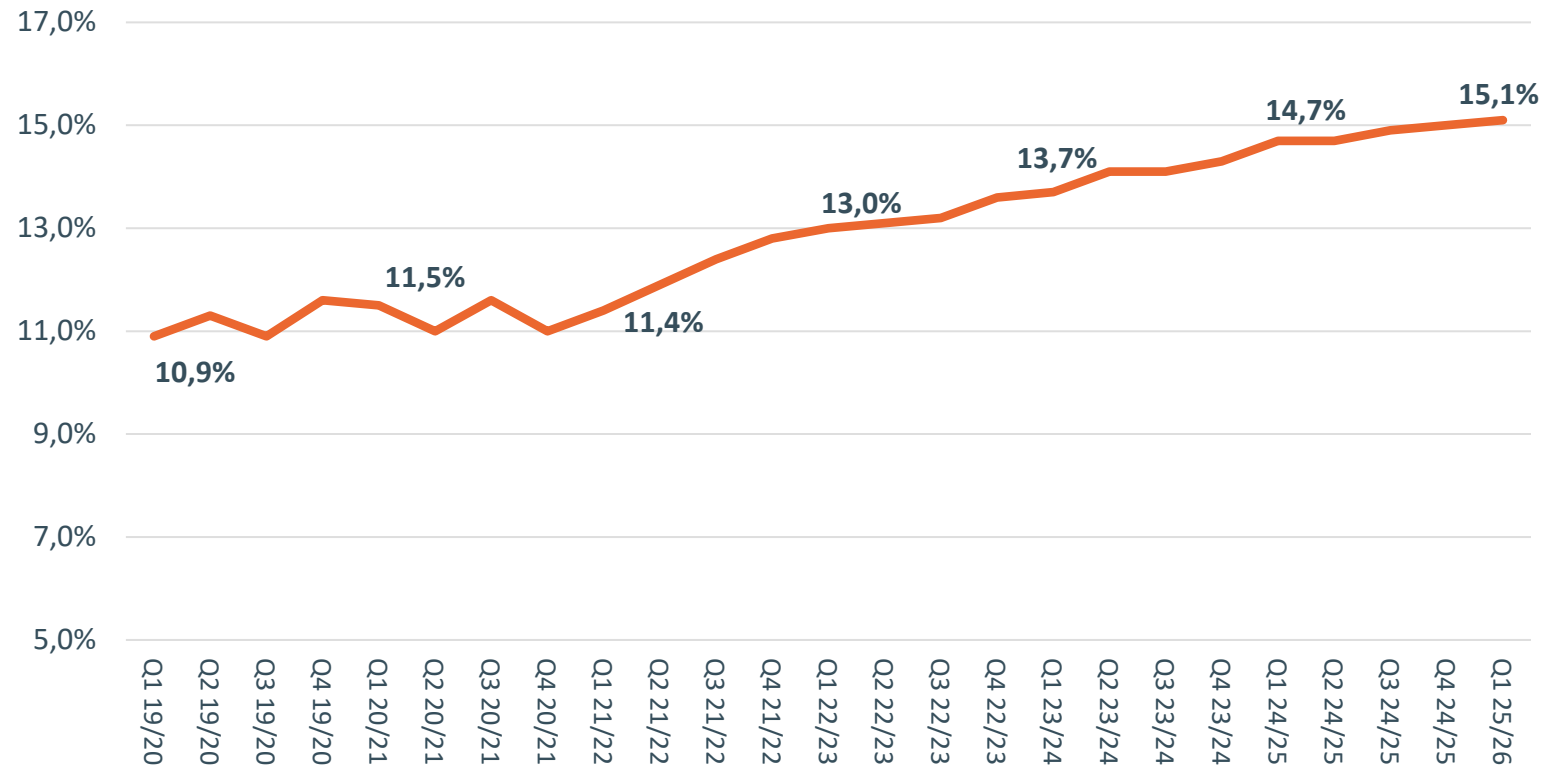


EBITA-margin:

2022/2023:	13.6 %
2023/2024:	14.3 %
2024/2025:	15.0 %

# STEADY INCREASE OF MARGINS OVER TIME

EBITA-margin rolling 12 months



- Added value
- Active pricing
- Strict cost control
- Product mix
- Profitable acquisitions

# VARIED BUSINESS SITUATION BETWEEN SEGMENTS

Customer segment	Share	Customer
Energy	21%	     
Transport	7%	 
Mechanical industry	12%	    
Vehicles	10%	    
Forestry & Process	15%	    
Building & Installat.	8%	   
Electronics	7%	     
Medical technology	7%	    
Data & Telecom	4%	  
Other	9%	   

# HIGH ACQUISITION PACE

	Acquisition	Business area	Access	Net sales, SEKm	Employees
	Novomotec GmbH	Electrification	April 2024	80	9
	Cell Pack Solutions Ltd.	Electrification	April 2024	75	30
	GoDrive AS	Industrial Solutions	April 2024	75	5
	Nuova Elettromeccanica Sud S.p.A.	Energy	June 2024	160	32
	C. Gunnarssons Verkstads AB	Industrial Solutions	July 2024	200	45
	Analytical Solutions and Products B.V.	Process Technology	July 2024	140	20
	Romani Components Srl	Automation	July 2024	125	23
	PGS Tec GmbH	Process Technology	October 2024	80	15
	Unilite A/S	Energy	November 2024	325	78
	Nanosystec GmbH	Electrification	November 2024	90	20
	Coel Motori S.r.l.	Industrial Solutions	January 2025	90	24
	ROSHO Automotive Solutions GmbH	Industrial Solutions	February 2025	150	24
	AMP Power Protection Ltd.	Electrification	April 2025	70	20
	Novatech Analytical Solutions Inc.	Process Technology	April 2025	260	60

**NOVO MOTEC**  
Individuelle Antriebslösungen

**CELL PACK**  
SOLUTIONS

**GO**  
DRIVE

**NES**

**CGV**

**ASAP**

**ROMANI**  
COMPONENTS  
linear motion & power transmission

**PGS Tec GmbH**

Planung und Realisierung von  
Pharma-, Gas- und  
Sonderanlagen-Technologien

**unilite**

**nanosystec**  
PRECISION AUTOMATION

**Coel** Industrial Solutions

**ROSHO**  
Automotive Solutions

**NOVATECH**

**AMP** POWER PROTECTION  
PROTECTED UNINTERRUPTIBLE POWER.



# FIVE AREAS FOR FUTURE GROWTH



## AUTOMATION

- MOTION & DRIVES
- INDUSTRIAL IT & SENSORS



MICHAEL ULLSKOG

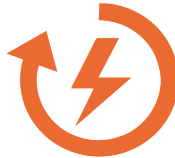


## ELECTRIFICATION

- BATTERY SYSTEMS
- CONNECTIVITY SOLUTIONS
- POWER & MOBILITY



PER LUNDBLAD



## ENERGY

- ENERGY PRODUCTS
- ENERGY SUPPLY



HANS ANDERSÉN



## INDUSTRIAL SOLUTIONS

- MATERIAL PROCESSING
- VEHICLE SOLUTIONS



DANIEL PRELEVIC



## PROCESS TECHNOLOGY

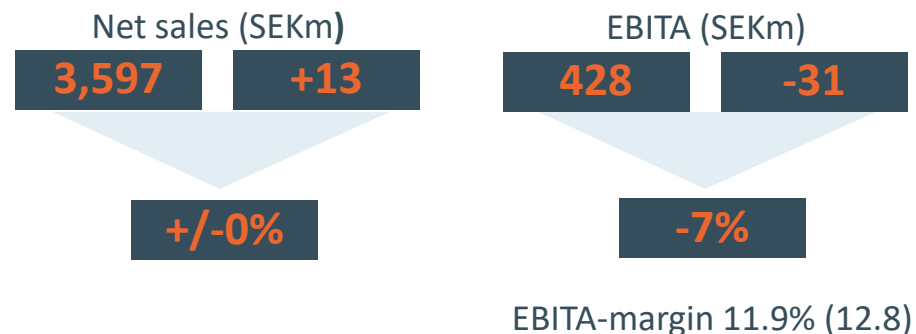
- PROCESS SYSTEMS
- EMISSION CONTROL
- PROCESS CONTROL



CLAUS NIELSEN



# AUTOMATION CHALLENGING YEAR



## Acquisitions during the fiscal year 2024/2025



Romani provides linear- and transmission products to machine builders for the automation industry.



AUTOMATION

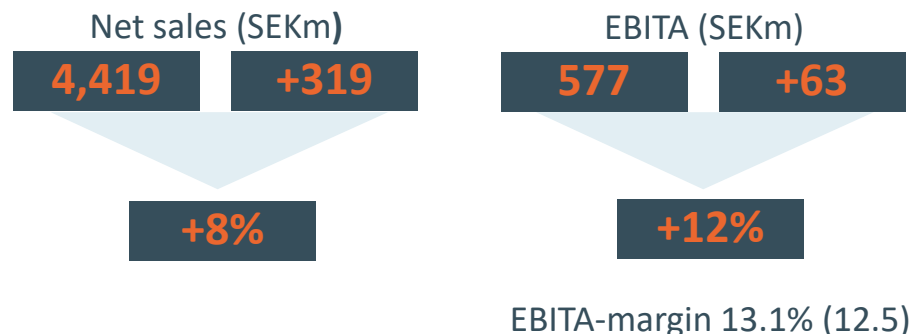
- MOTION & DRIVES
- INDUSTRIAL IT & SENSORS

*Strong position to capture the potential from increased use of automation solutions in growing industries*



- Mechanical industry 28%
- Medical technology 13%
- Forestry & Process 12%
- Energy 6%
- Vehicles 6%
- Other segments

# ELECTRIFICATION SOLID END



## Acquisitions during the fiscal year 2024/2025



Novomotec is a leading supplier of compact electric motors to OEM customers in light electric vehicles, medical technology and automation applications.



Cell Pack develops, manufactures and markets internationally battery solutions under its own brand to customers primarily in water treatment, safety and medical technology.



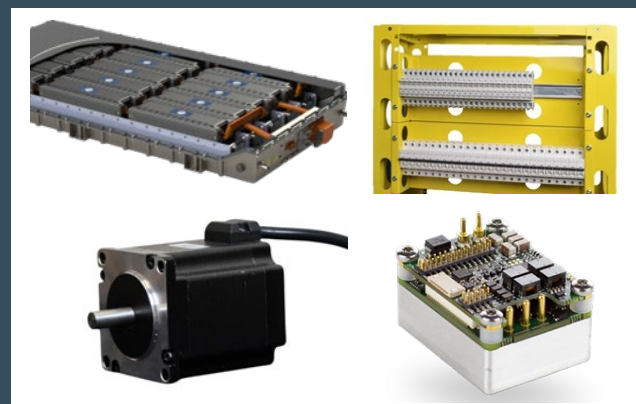
Nanosystec develops, produces and sells production equipment primarily for manufacture of opto-electronics and precision mechanics.



### ELECTRIFICATION

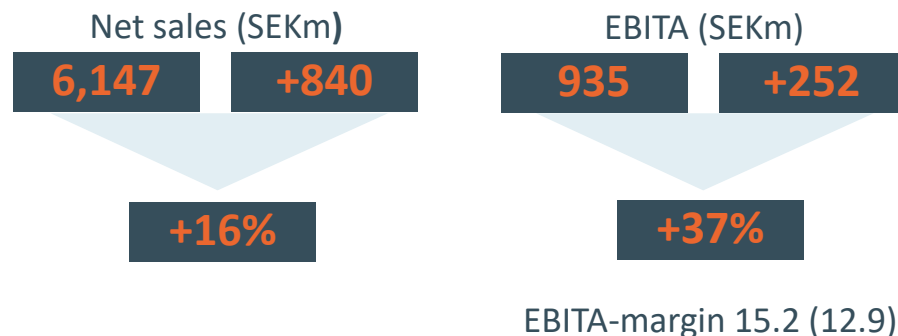
- BATTERY SYSTEMS
- CONNECTIVITY SOLUTIONS
- POWER & MOBILITY

*Well positioned to respond to strong drivers in electrification and carbon dioxide reduction in industry*



- Electronics 23%
- Vehicles 14%
- Medical technology 14%
- Energy 13%
- Mechanical industry 10%
- Other segments

# ENERGY STRONG DEMAND



## Acquisitions during the fiscal year 2024/2025



NES develops, manufactures and sells equipment and components for electric transmission lines and substations.



Unilite develops, manufactures and sells energy-efficient fire safety- and ventilation solutions for industrial, commercial and public buildings.



ENERGY

ENERGY  
PRODUCTS

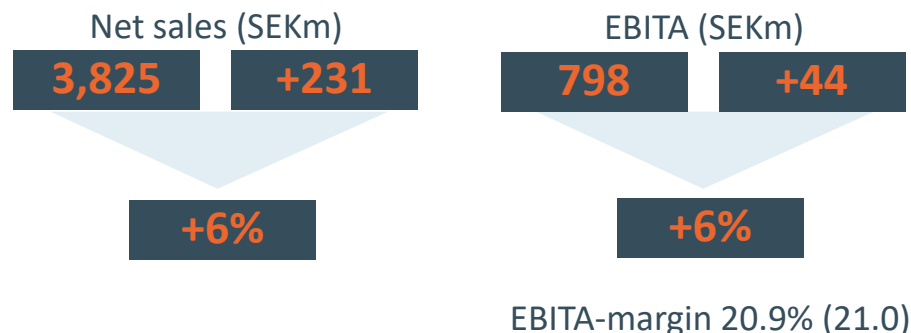
ENERGY  
SUPPLY

*Technologically advanced offering contributing to the expansion of the infrastructure that will comprise the energy systems of tomorrow*



- Energy 49%
- Building & Installation 16%
- Data & Telecom 9%
- Mechanical industry 7%
- Transport 6%
- Other segments

# INDUSTRIAL SOLUTIONS STABLE YEAR



## Acquisitions during the fiscal year 2024/2025



GoDrive is a leading supplier of frequency converters and accessories on the Norwegian market.



CGV is a leading supplier on the Nordic market of machines and production lines for lumber handling.



Coel is a manufacturer and supplier of electric break motors and patented brake modules for industrial applications in the European market.



ROSHO designs and configures innovative safety and assistance systems based on camera technology to vehicle manufacturers, mainly in the public transport segment.



INDUSTRIAL  
SOLUTIONS

MATERIAL  
PROCESSING

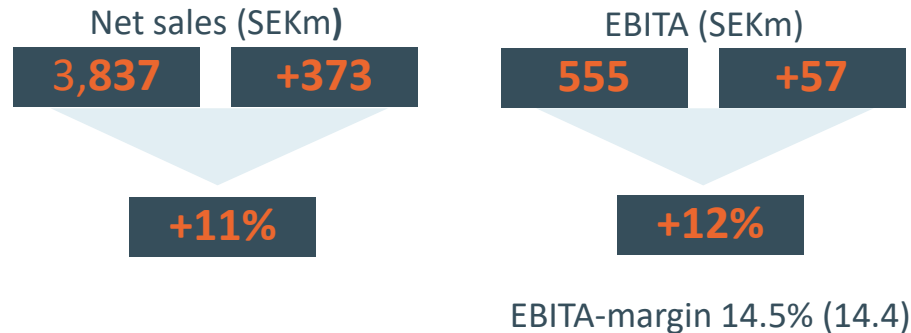
VEHICLE  
SOLUTIONS

*Generating value associated with the increasing use of fiber-based materials, ergonomic products, energy-efficient drive systems and waste and recycling solutions*



Vehicles 32%  
 Forestry & Process 32%  
 Mechanical industry 12%  
 Transport 8%  
 Building & Installation 3%  
 Other segments

## PROCESS TECHNOLOGY GOOD GROWTH



### Acquisitions during the fiscal year 2024/2025



ASaP manufactures and supplies analytical solutions to primarily the process- and energy industries.

PGS Tec GmbH

Planung und Realisierung von  
Pharma-, Gas- und  
Sonderanlagen-Technologien

PGS designs, assembles and installs customized water and gas supply systems to pharmaceutical, industrial and laboratory customers.



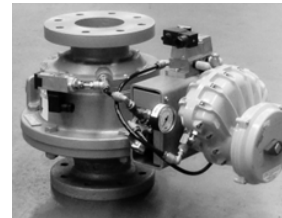
#### PROCESS TECHNOLOGY

PROCESS  
SYSTEMS

EMISSION  
CONTROL

PROCESS  
CONTROL

*Leveraging the potential of the need for optimized processes, compliance with emissions requirements and greater control to reduce the environmental impact and energy intensity of industry*



- Forestry & Process 40%
- Energy 18%
- Transport 16%
- Medical technology 9%
- Mechanical industry 8%
- Other segments

# OUR SUSTAINABILITY JOURNEY CONTINUES ACCORDING TO PLAN

## SUSTAINABLE BUSINESS



**100%**

Result 24/25 **73%**

Percentage of sales that contribute  
to sustainable development

## SUSTAINABLE ORGANISATION



**50%**

Result 24/25 **42%**

Reduced carbon  
dioxide intensity

**40%**

Result 24/25 **21%**

Women in  
leading positions

## SUSTAINABLE SUPPLY CHAIN



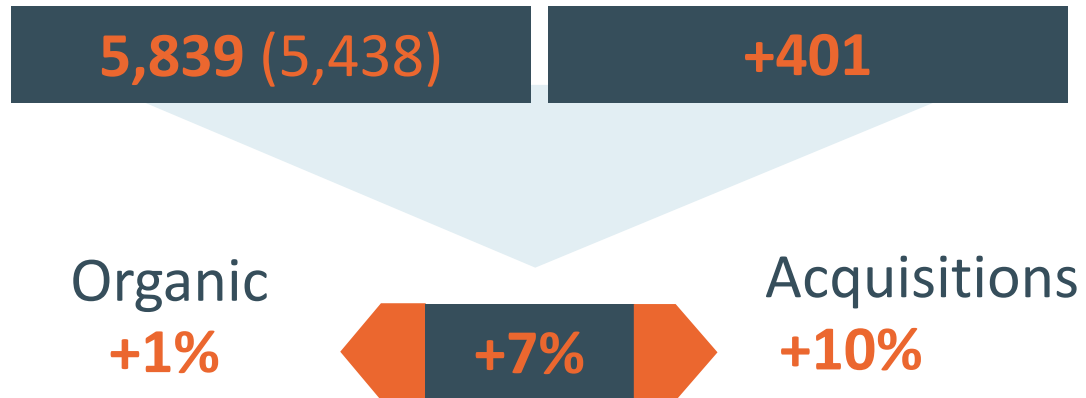
**80%**

Result 24/25 **59%**

Purchase volume assessed by  
Code of Conduct

# Q1 – CONTINUED GROWTH AND STRENGTHENED PROFITABILITY

Net sales 1 April – 30 June (SEKm)



First quarter in brief

- Solid start to the new year
- Activity remained high
- Net sales up 7% of which 1% organic – FX -4%
- EBITA increased by 11% with a continued positive margin trend to 15.8% (15.3)
- Two acquisitions completed



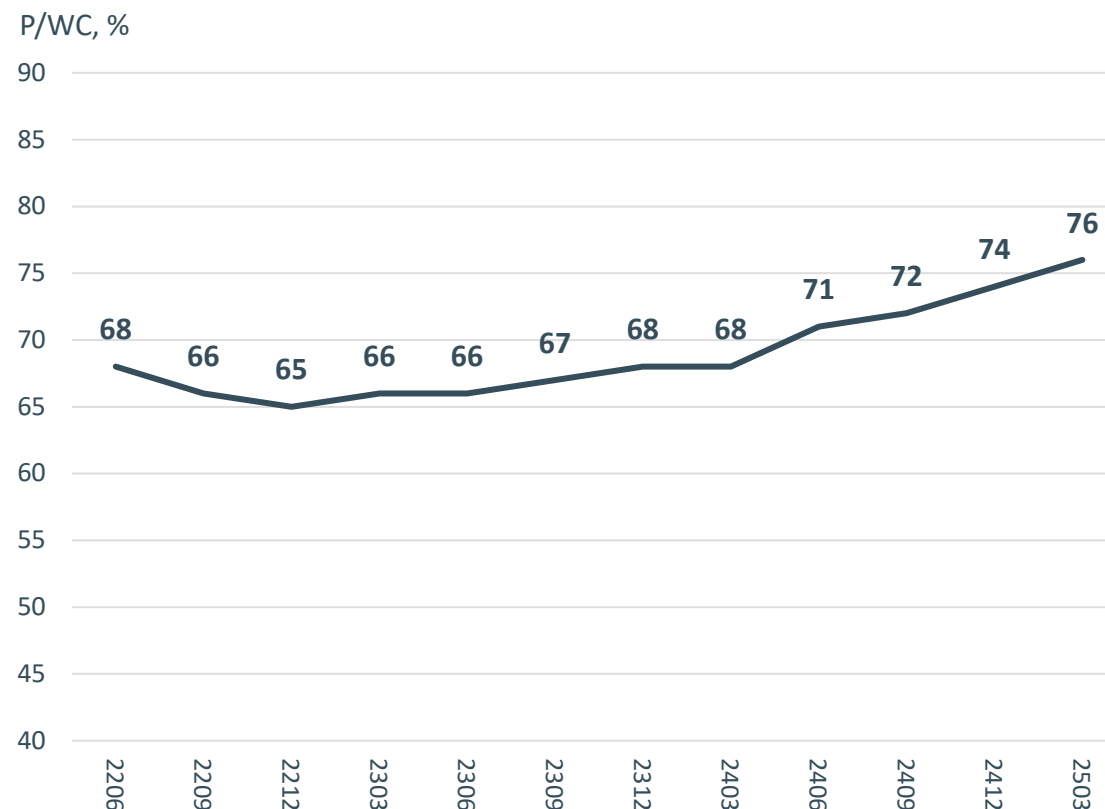
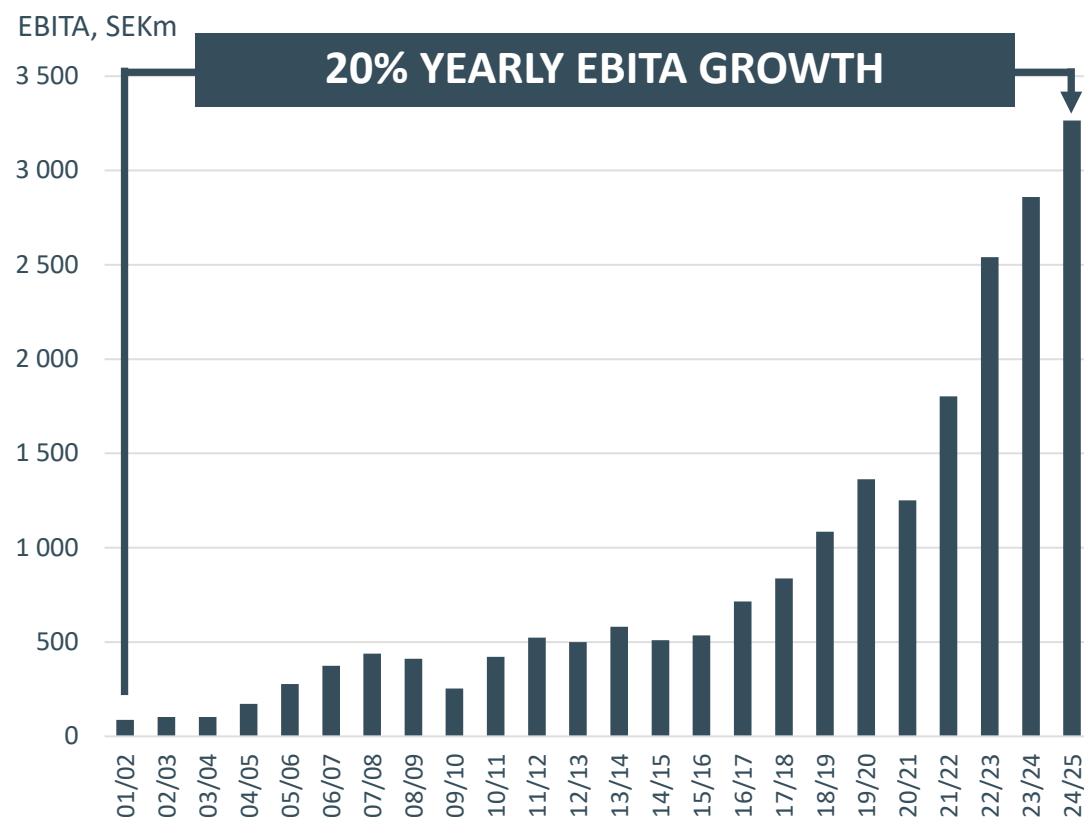
# AMBITIOUS TARGETS WITH A SOLID TRACK RECORD...

EARNINGS GROWTH (REX)

>15%

PROFITABILITY (P/WC)

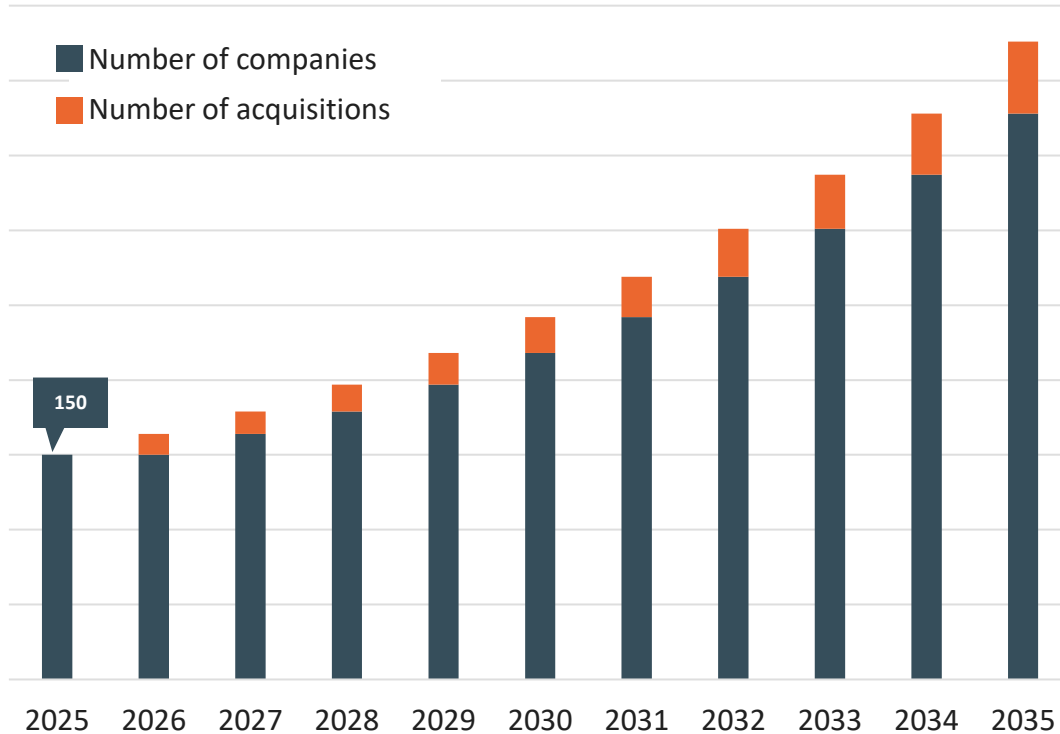
>45%



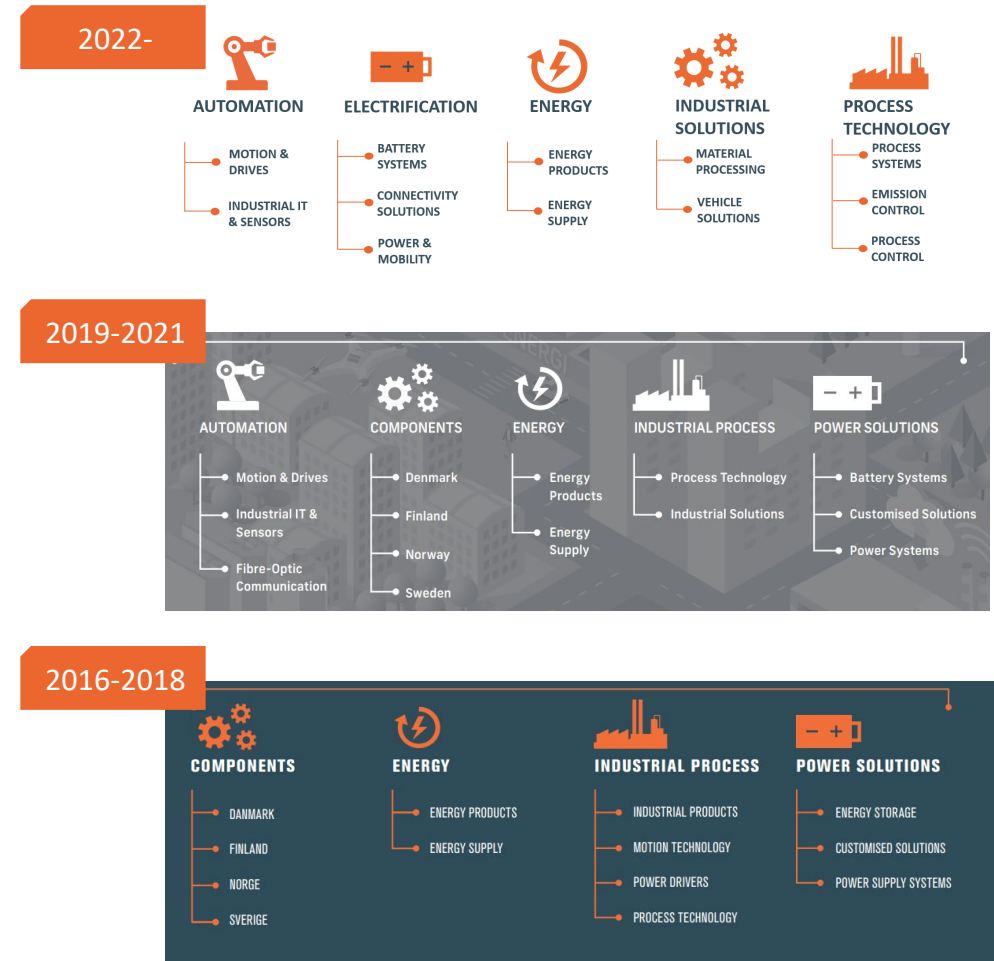
## ...DOUBLES THE RESULT EVERY FIVE YEARS...

	19/20	20/21	21/22	22/23	23/24	24/25
Net sales, SEKm	11,735	11,336	14,038	18,714	20,019	21,796
EBITA, SEKm	1,364	1,251	1,803	2,540	2,860	3,265
EBITA-margin, %	11.6	11.0	12.8	13.6	14.3	15.3
ROCE, %	21	15	20	22	22	22
Cash flow per share, SEK	4.15	5.60	4.15	7.10	9.55	10.05
Net debt/EBITDA, multiple	1.6	2.1	2.0	1.5	1.4	1.4

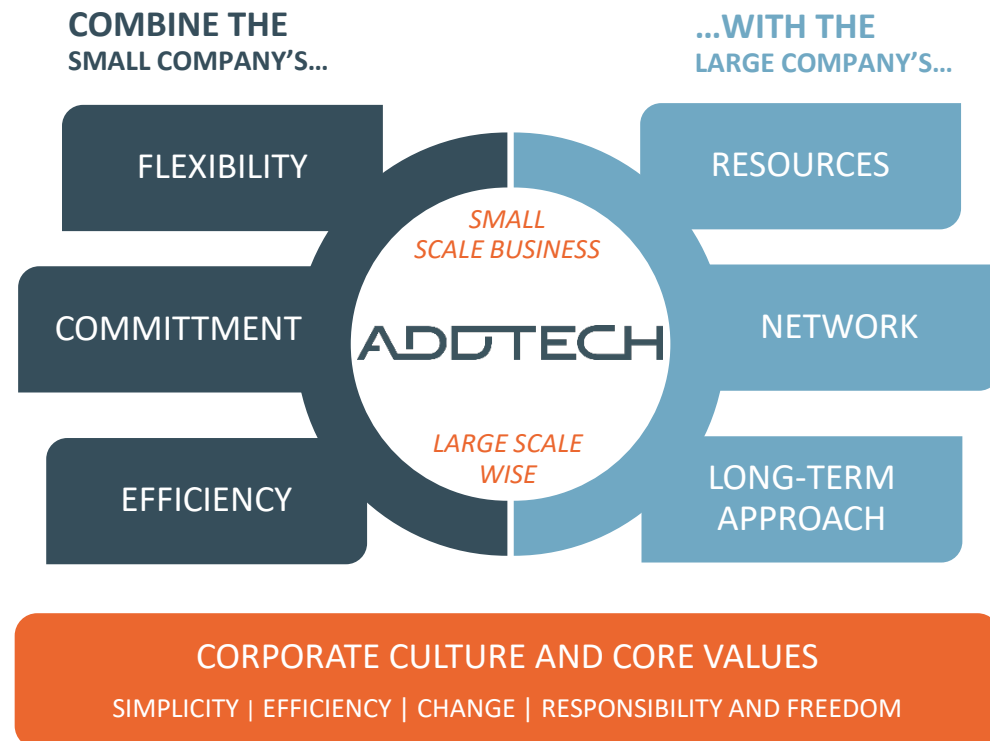
# ...SETS DEMANDS FOR SCALABILITY AND DEVELOPMENT...



Illustrative example based on a 60% reinvestment rate



# ...WITHOUT CHANGING OUR VALUES AND CULTURE

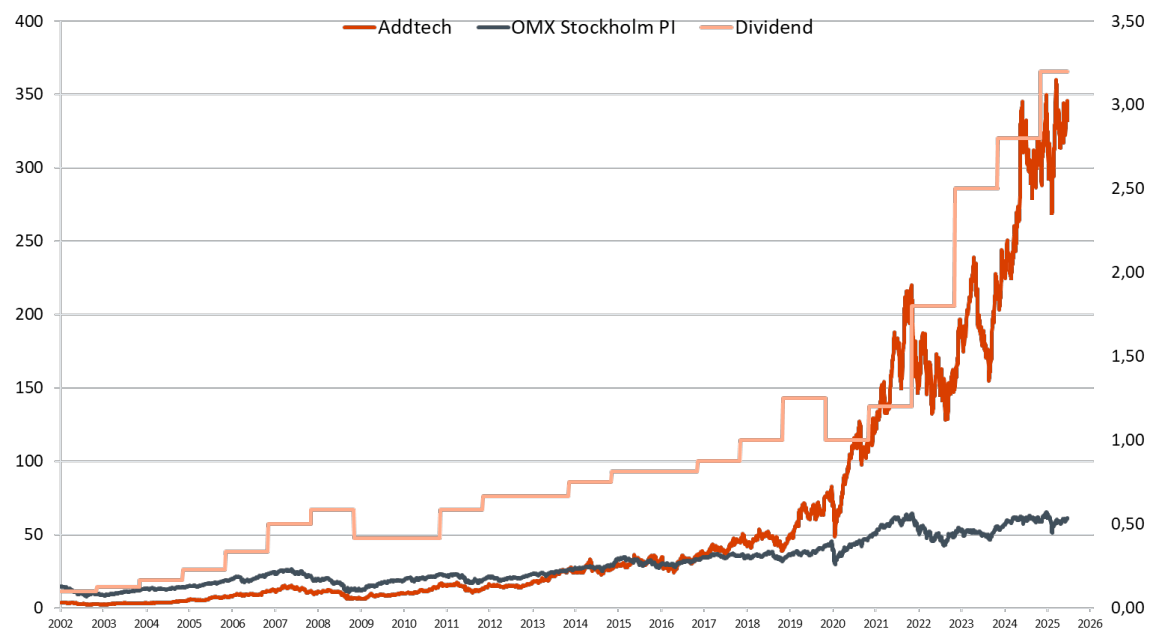


- Strong corporate culture based on entrepreneurship and own responsibility
- Highly integrated core values
- Agile organisation where all decisions are made close to the customer
- Addtech Academy is a cornerstone
- Culture beats strategy

# SUMMARY

Share price, SEK

Dividend, SEK



- Another successful year for Addtech with solid growth and strengthened margins
- Overall stable business situation but with variations between segments
- High pace of acquisitions – our international expansion continues
- Our journey towards our long-term sustainability targets continues according to plan
- Good start to the new year

	Addtech	OMXSPI
Share price development fiscal year 2024/2025	+20%	-2%
Share price development 2025 (1 Jan - 20 Aug)	+15%	+4%
Share price development since 2001	+10,015%	+348
Average yearly total return	+21%	+6%