



### Good order intake paves the way for higher sales and improved earnings

1 January - 31 March 2021

Per Samuelsson, CEO & Joakim Laurén, CFO

# Agenda

- ▶ Business update
- ▶ Financial performance
- ▶ Concluding notes and Outlook
- ▶ Q&A

# Business update for the quarter, i)

- ▶ Signs of market recovery in the quarter
- ▶ Good order intake driven mainly by Beijer Electronics
- ▶ Sales impacted negatively by the global electronic component shortage situation with about 8-10% and came out on similar level as last quarter
- ▶ The lower cost base provides for a sequential result improvement and the quarter came in with a small profit
- ▶ The acquisition of the German company ELTEC Elektronik AG was closed April 1 and complements Westermo's offer to the train industry in a good way



## Business update for the quarter, ii)

- ▶ Good order bookings in Beijer Electronics driven by all geographical regions open up for sales growth and profitability in the short term
- ▶ No larger projects booked in Westermo in the quarter but the strategic direction, the strong pipeline and the recently signed 250 MSEK agreement with Alstom all provide for confidence
- ▶ Promising order development in Korenix where the cooperation with Beijer Electronics starts to contribute
- ▶ Full focus on capturing the growth as well as increasing supply capacity



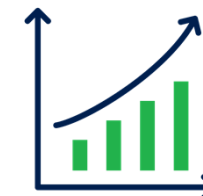
Beijer Electronics



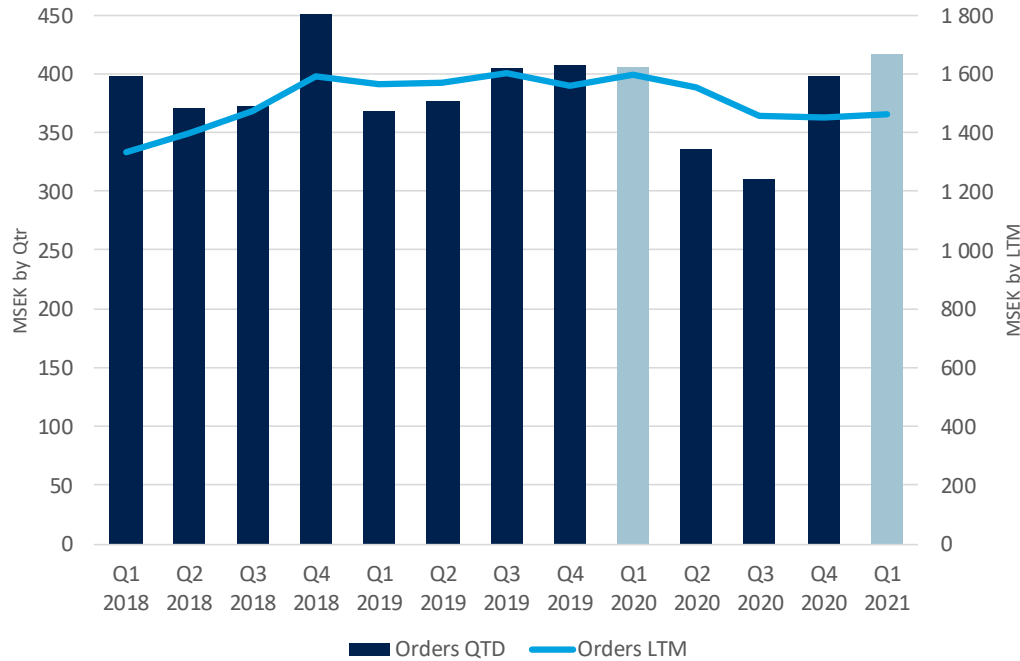
Westermo



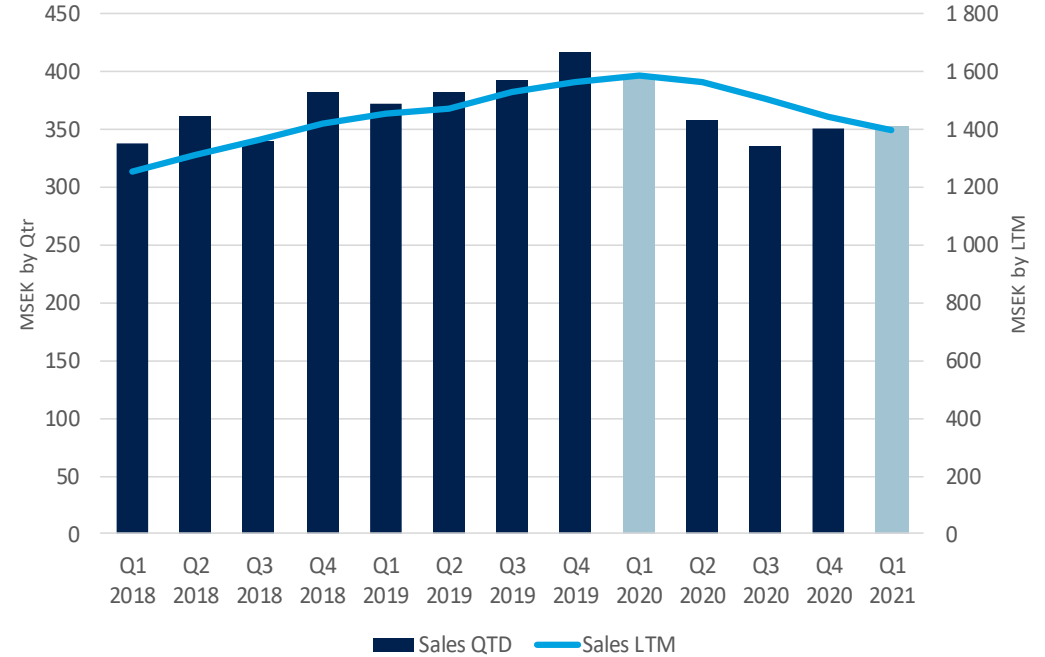
Korenix



### Order intake



### Sales



- ▶ Orders at 417 MSEK or +8% at fixed rates and sequentially +5%
- ▶ Sales at 351 MSEK on similar low level as in Q4 2020
- ▶ The overall backlog increased to 565 MSEK or at *all time high*
- ▶ FX effects hamper volumes with about 5 p.p. in comparison vs last year in the quarter

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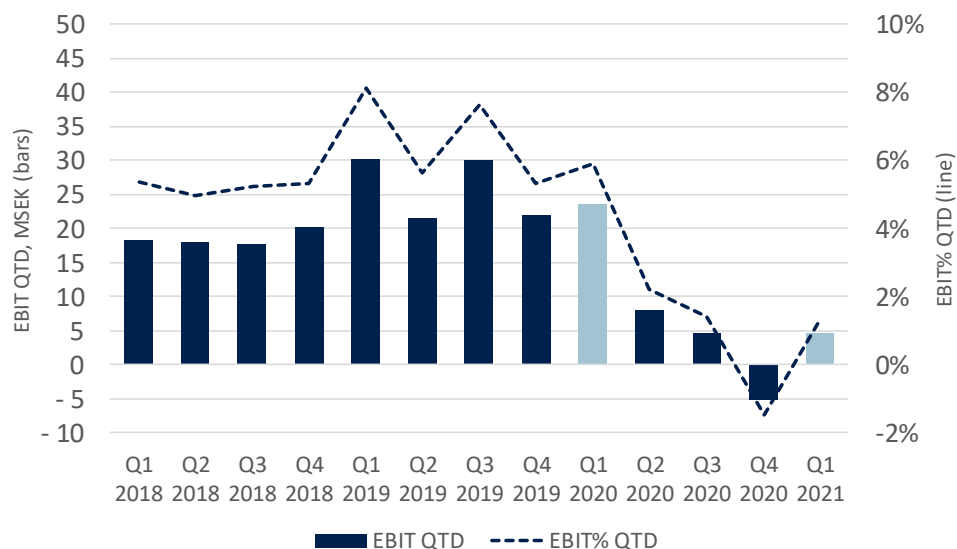
## Group – sales moving sideways and result back in black

MSEK	Q1 2021	Q1 2020	%
Order intake	417.2	405.8	3%
Sales	350.9	395.3	-11%
EBIT	4.6	8.4	-45%
EBIT%	1.3%	2.1%	

### Comments to Q1

- ▶ Sales on similar level as last quarter of 2020 as component shortage impact deliveries 8-10%.
- ▶ EBIT on +4.6 MSEK due to the lower sales.
- ▶ Balanced overall cost level due to restructuring program in 2020 and general cost control.
- ▶ Total currency impact on EBIT of -1.4 MSEK of mainly transactional variances.
- ▶ Net income at +1.6 MSEK.
- ▶ Free cashflow -18 MSEK driven by increases in working capital.

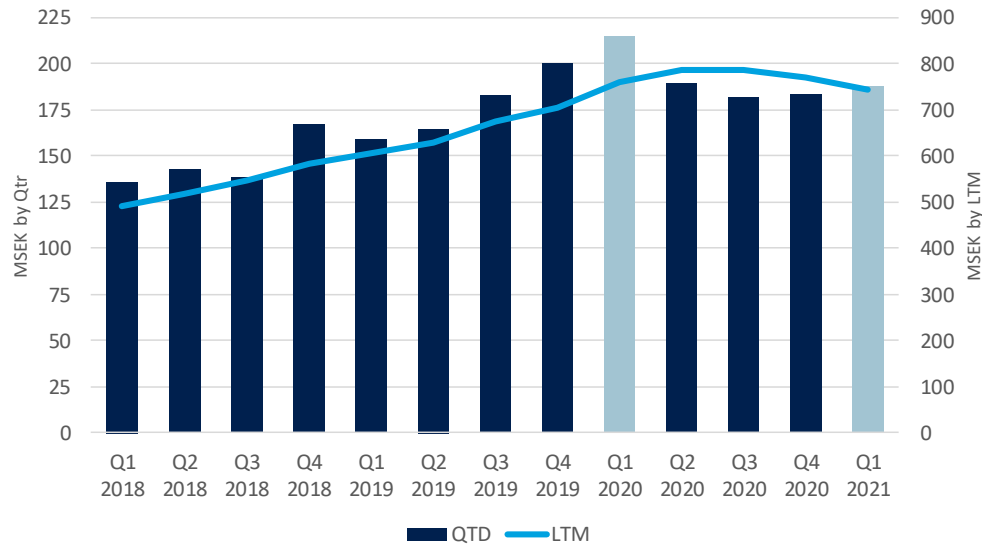
EBIT and EBIT% QTD (Q1 2020 excluding restructuring cost)



## Westermo – similar sales and result as last quarter

MSEK	Q1 2021	Q1 2020	%
Order intake	172.1	201.9	-15%
Sales	187.4	214.6	-13%
EBIT	17.0	33.4	-49%
EBIT%	9.1%	15.6%	

### Westermo Sales



### Comments to Q1

- ▶ The comparison to Q1 last year is challenging as it was a record quarter.
- ▶ Both sales and result came in slightly better than last quarter in 2020. Some impact of component shortage.
- ▶ No larger orders booked during the quarter but promising pipeline still.
- ▶ Continued focus on the strategy WeGrow with ongoing activities in the Energy segment.
- ▶ The acquisition of ELTEC opens up for further growth within the Train market. Consolidated as from April.



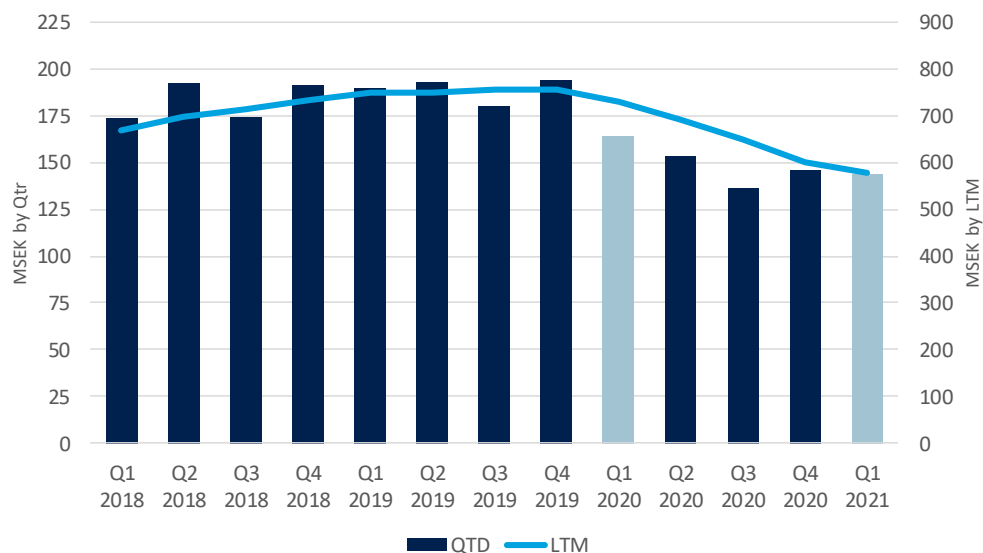
## Beijer Electronics – strong order bookings

MSEK	Q1 2021	Q1 2020	%
Order intake	220.3	187.7	17%
Sales	143.8	164.0	-12%
EBIT	-0.5	-4.6	-88%
EBIT%	-0.4%	-2.8%	

### Comments to Q1

- ▶ All geographical regions – Americas, EMEA and APAC – showed good order growth in the quarter and consolidated at fixed rates at +25%.
- ▶ Sales hampered by component shortage with sales on similar level as Q4 2020.
- ▶ EBIT close to break-even due to the low sales while the overall cost level off-set.
- ▶ The cooperation with Korenix progress as planned.

### Beijer Electronics Sales



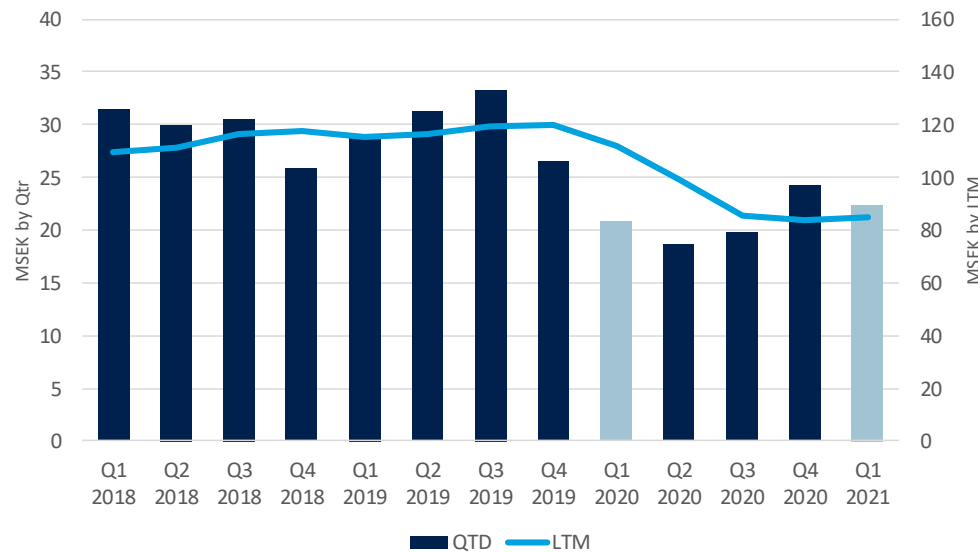
# Korenix – good order intake and lowered cost base

MSEK	Q1 2021	Q1 2020	%
Order intake	27.5	20.3	35%
Sales	22.3	20.7	8%
EBIT	-1.4	-9.0	-85%
EBIT%	-6.2%	-43.6%	

## Comments to Q1

- ▶ Continued positive order development with sequential growth of +14%.
- ▶ Sales improve vs Q1 last year but still somewhat lower sequentially.
- ▶ Result improvement but still in red due to the lower sales level.
- ▶ Cost lowered as the restructuring program contributes.
- ▶ The cooperation with Beijer Electronics continues including sales channel activities as well as supply chain optimisation.

## Korenix Sales



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## Concluding notes by Per...



# Our strategy



**Leading technology  
Group; high-tech  
hardware and  
software**



**High degree of  
repetitive revenues  
creates stability over  
time**



**Decentralised  
organisation close to  
the customer**



**Growth target  
achieved through  
organic growth and  
acquisitions**

# Well positioned for innovation driven growth



**7 development centres**



**200 development engineers, of which 120 in software**

Long-term development in cooperation with customers

5-15 years lifecycle as part of our customers' solutions

## Outlook

*“ There are reasons for increased optimism and the short-term uncertainty regarding demand has been reduced. This offers BEIJER GROUP good potential to achieve better financial performance in 2021 than in 2020. ”*

# Five reasons to invest in BEIJER GROUP

**1** Digitalisation is driving demand

**3** Strong growth

**5** Autonomous business entities

**2** Leading products

**4** Attractive product portfolio



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# BEIJER GROUP