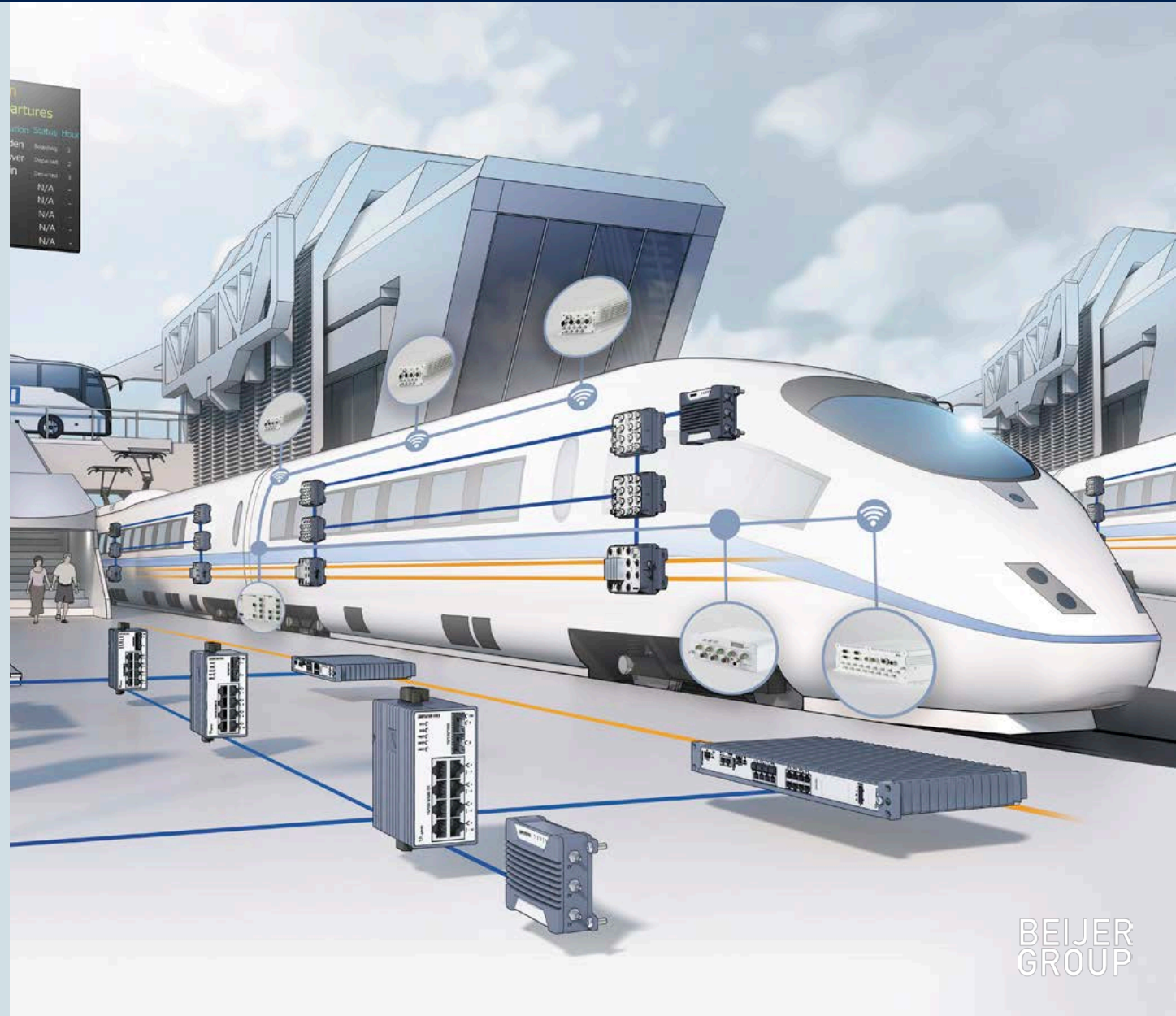


Best quarter to date –
record for both sales and
earnings

Jenny SjödaHL, CEO

Joakim Laurén, CFO



Agenda

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



Business update for the quarter

- ▶ Best quarter ever for sales and earnings
- ▶ Customer demand continues on a good level with another order quarter above 600 MSEK, growth +24%
- ▶ Sales at record 567 MSEK or +38% vs last year. Supply of components still challenging
- ▶ Earnings at 12.2% for the quarter
- ▶ Westermo sales step-up from last quarter and posts an EBIT of 14.5%
- ▶ Beijer Electronics came in with another strong quarter at EBIT 14.2%
- ▶ The uncertain macro situation requires close monitoring. Customer activity and demand still on good level.

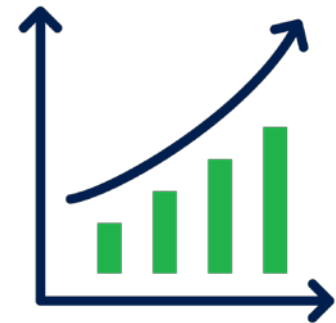
Business update by business entity

Westermo

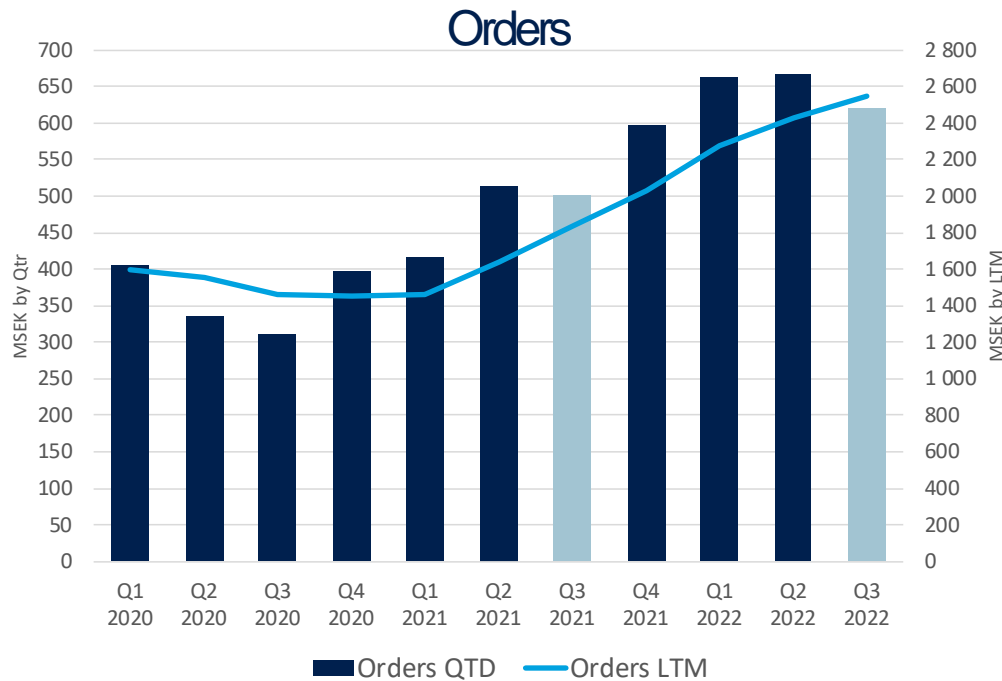
- ▶ Good demand driven by Train and Energy segments, giving a fourth order quarter above 300 MSEK without any larger orders. Supply situation improves compared to last quarter, driving profitability towards the target levels. However, the supply situation is still challenging and sales levels are not yet in balance with order intake.

Beijer Electronics

- ▶ Good quarter with continued high order booking above 300 MSEK passing 1 billion SEK after three quarters. Deliveries in balance with orders giving another strong quarter with profitability close to target.



Orders and sales



- Orders at 621 MSEK or at +24%
- Sales at 567 MSEK or at +38%
- Favourable translation-FX adding on +8-9 p.p. in the quarter comparisons vs last year
- Backlog at all-time-high 1.5 billion SEK (0.8)

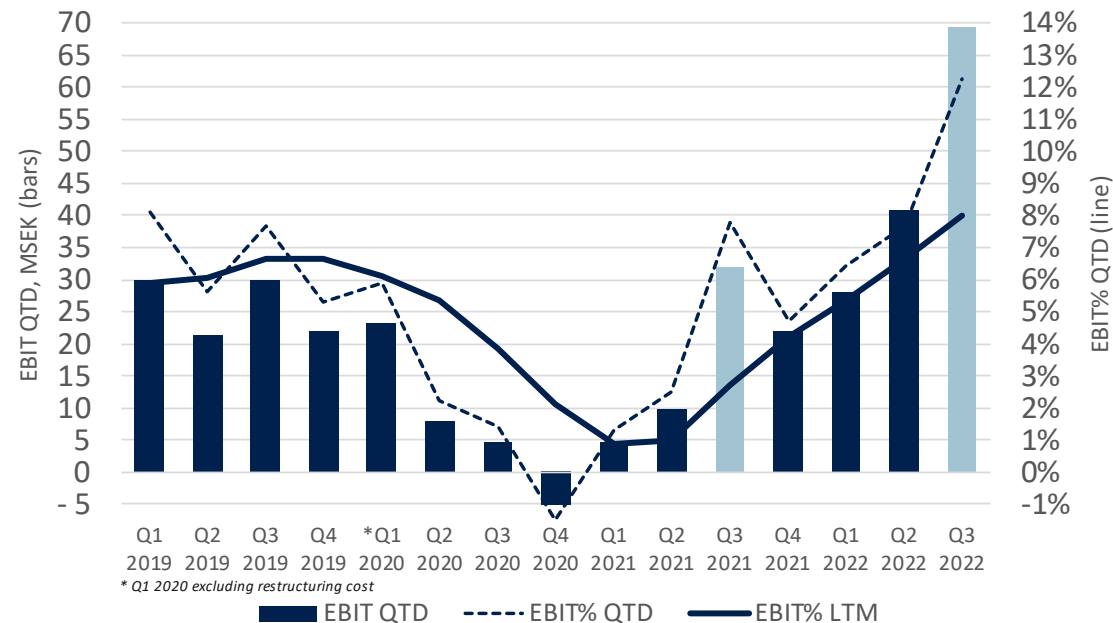
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Group – record quarter

MSEK	Q3 2022	Q3 2021	%	YTD 2022	YTD 2021	%	FY 2021
Order intake	620.7	501.9	24%	1,949.2	1,433.4	36%	2,030.6
Sales	566.8	411.7	38%	1,539.8	1,152.4	34%	1,618.8
EBIT	69.4	31.9	198%	138.4	46.4	198%	68.3
EBIT%	12.2%	7.8%		9.0%	4.0%		4.2%

EBIT and EBIT% QTD & LTM



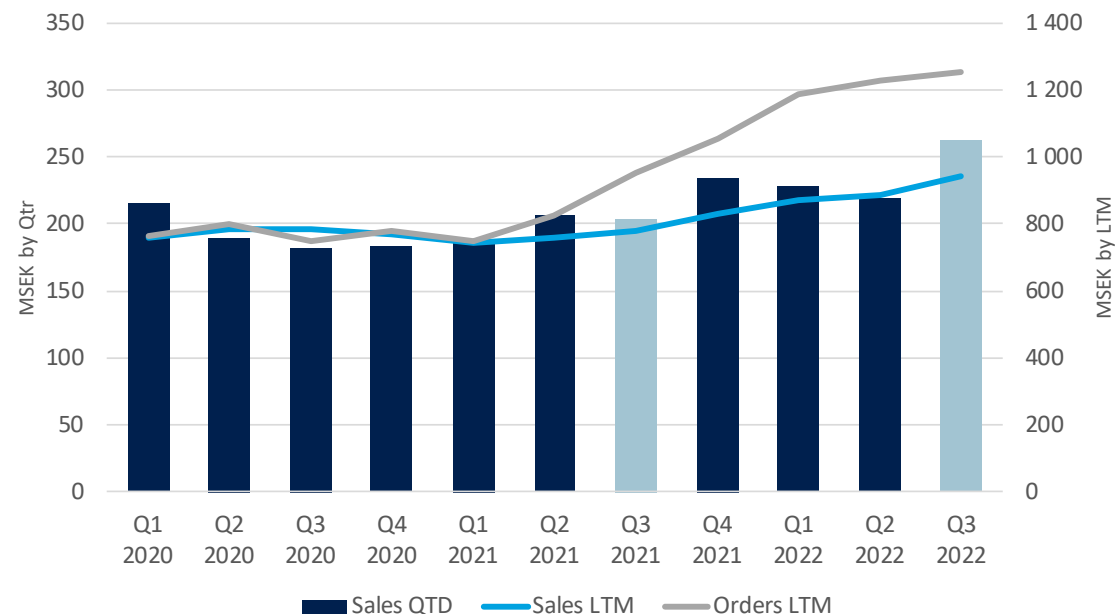
Comments to Q3

- ▶ Orders good – third quarter above 600 MSEK
- ▶ Sales at all-time-high
- ▶ EBIT at all-time-high
- ▶ Favourable FX impacts EBIT with total +11.6 MSEK of which +4.5 MSEK translation- and +7.1 MSEK transactional-variances
- ▶ Continued high working capital levels limits the free cash flow to +27 MSEK
- ▶ Net Income at +51 MSEK (+21)
- ▶ EPS at 1.77 SEK

Westermo – good order bookings and sales & profit step-up

MSEK	Q3 2022	Q3 2021	%	YTD 2022	YTD 2021	%	FY 2021
Order intake	314.6	290.2	8%	933.0	739.2	26%	1,056.7
Sales	262.8	203.5	29%	710.2	597.1	19%	831.5
EBIT	38.1	25.9	47%	67.8	62.6	8%	85.0
EBIT%	14.5%	12.7%		9.5%	10.5%		10.2%

Westermo Sales & Orders



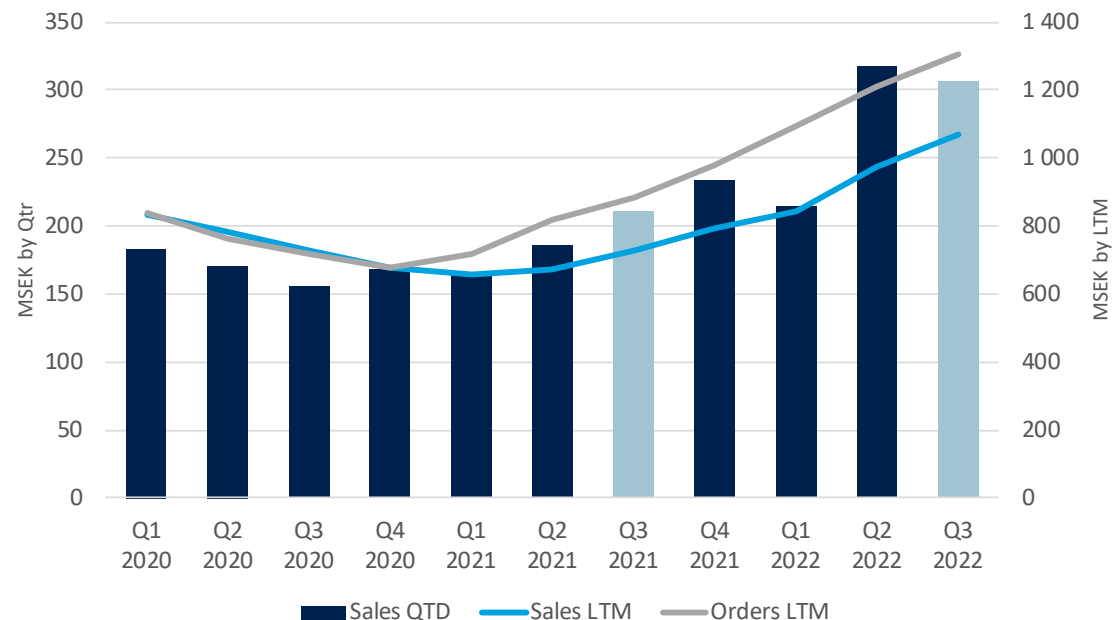
Comments to Q3

- ▶ Fourth consecutive order quarter above the 300 MSEK mark
- ▶ Step-up of deliveries giving all-time-high sales in the quarter. Order pace still exceeds shipments.
- ▶ Good profit generation driven by volume, EBIT at 14.5%.
- ▶ Challenging component situation remains and will continue to impact the near future.
- ▶ Active price management to compensate for cost inflation.

Beijer Electronics – stable performance above 14% EBIT

MSEK	Q3 2022	Q3 2021	%	YTD 2022	YTD 2021	%	FY 2021
Order intake	307.8	213.7	44%	1,023.6	698.9	46%	980.5
Sales	305.7	210.2	45%	837.0	560.0	49%	793.9
EBIT	43.5	14.6		104.9	12.8		23.0
EBIT%	14.2%	6.9%		12.5%	2.3%		2.9%

Beijer Electronics Sales & Orders



Comments to Q3

- ▶ Third consecutive order quarter above the 300 MSEK mark
- ▶ Deliveries continue on a stable high level in balance with order bookings
- ▶ Profitability stable on the EBIT 14% level
- ▶ Also in Q3 we see impact of Covid-19 on our organisations in China and Taiwan. Still, they managed an excellent performance.
- ▶ Active price management to compensate for cost inflation
- ▶ The operational integration of Korenix continues with further synergy potential

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Concluding notes by Jenny

- Good order bookings and continued high customer activity levels. Close monitoring of the development
- The good profitability in the quarter confirms our strategy
- Component shortage situation remains challenging but our organisations are finding ways to handle. Some signals of ease in 2023
- Global macro-economics create uncertainty

Outlook

” BEIJER GROUP will achieve a significant better financial performance in 2022 than in 2021.”

Unchanged

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BEIJER GROUP