



An entrepreneurial world
where people make the difference

Q3 Report 2022

Bo Annvik, President and CEO
Patrik Johnson, CFO

28 October 2022

Highlights third quarter 2022

- Continued solid demand level and increased sales growth
- Majority of companies had positive order development but some variations between segments and companies
- Supply chain disturbances remained but improvements at some companies
- EBITA above SEK 1 billion and EBITA margin all-time high
- Maintained strong financial position although inventory dampened cash flow slightly
- 13 acquisitions so far in 2022, of which 5 completed in Q3, with a total annual turnover of 1 430 MSEK. Pipeline remains strong!

Net Sales

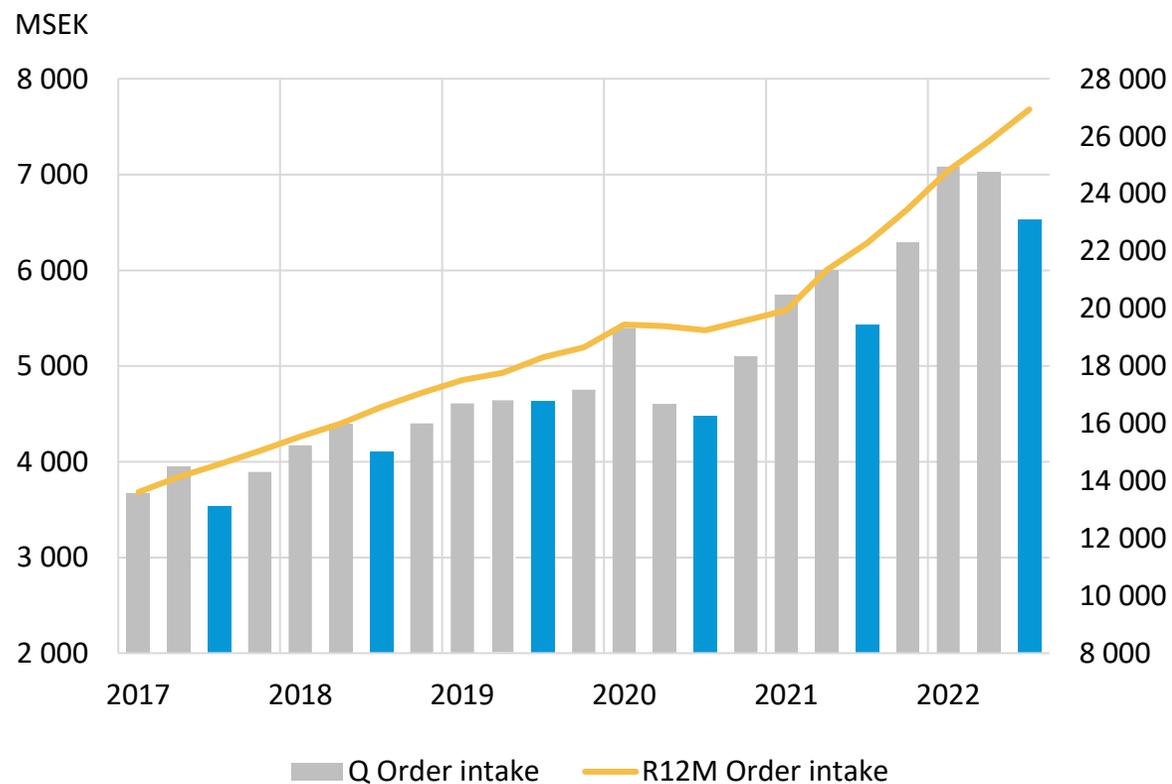
6.7

BSEK

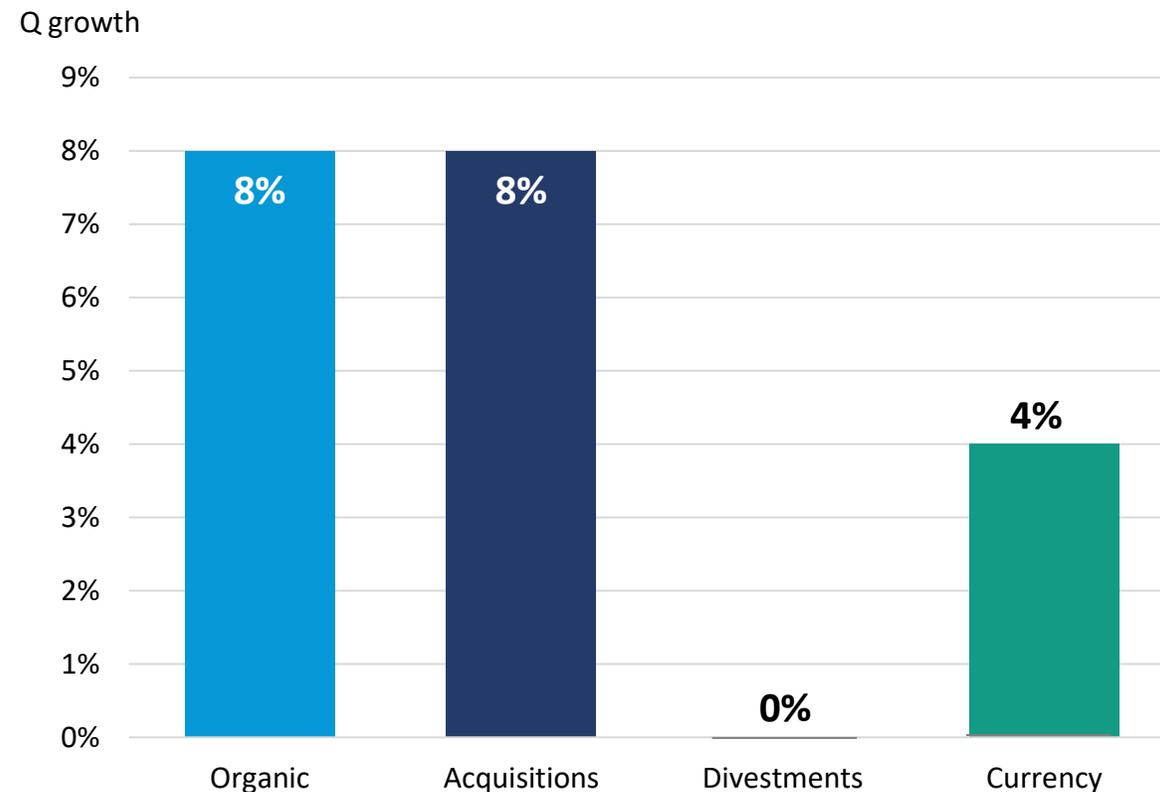
EBITA margin

15.4%

Order intake



QUARTERLY GROWTH



6,535 MSEK

Q GROWTH

+20%

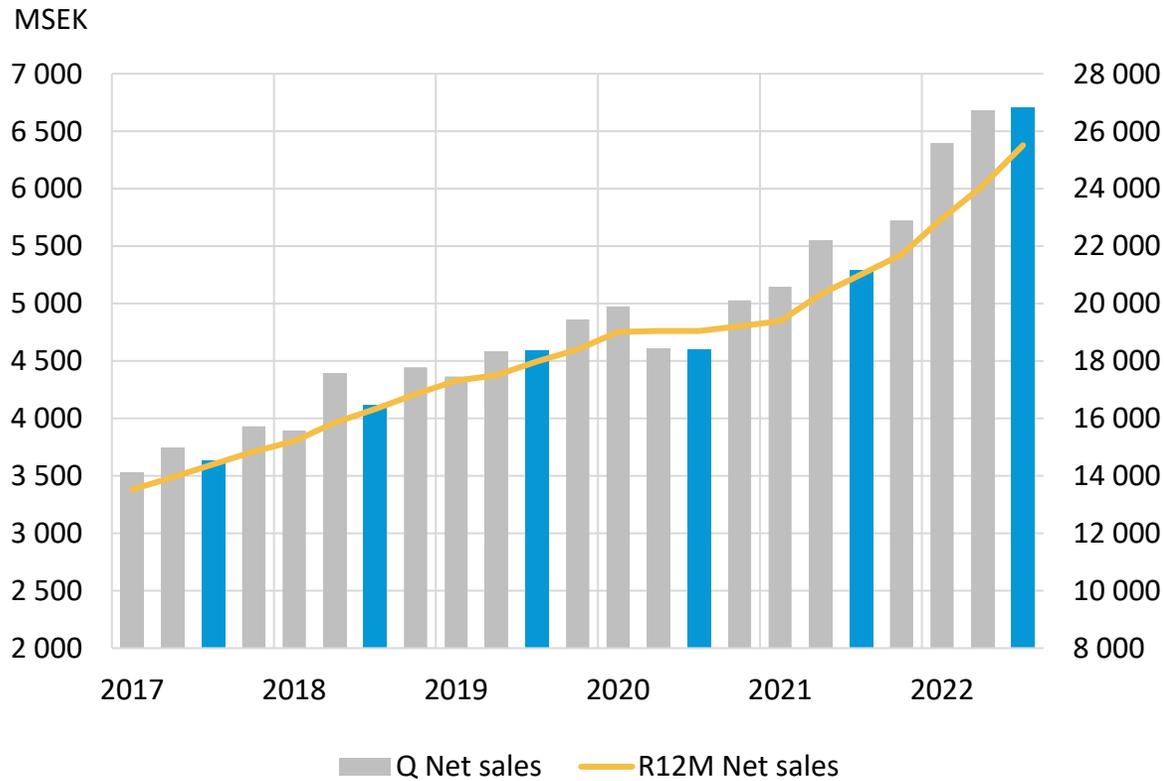
YTD GROWTH

+20%

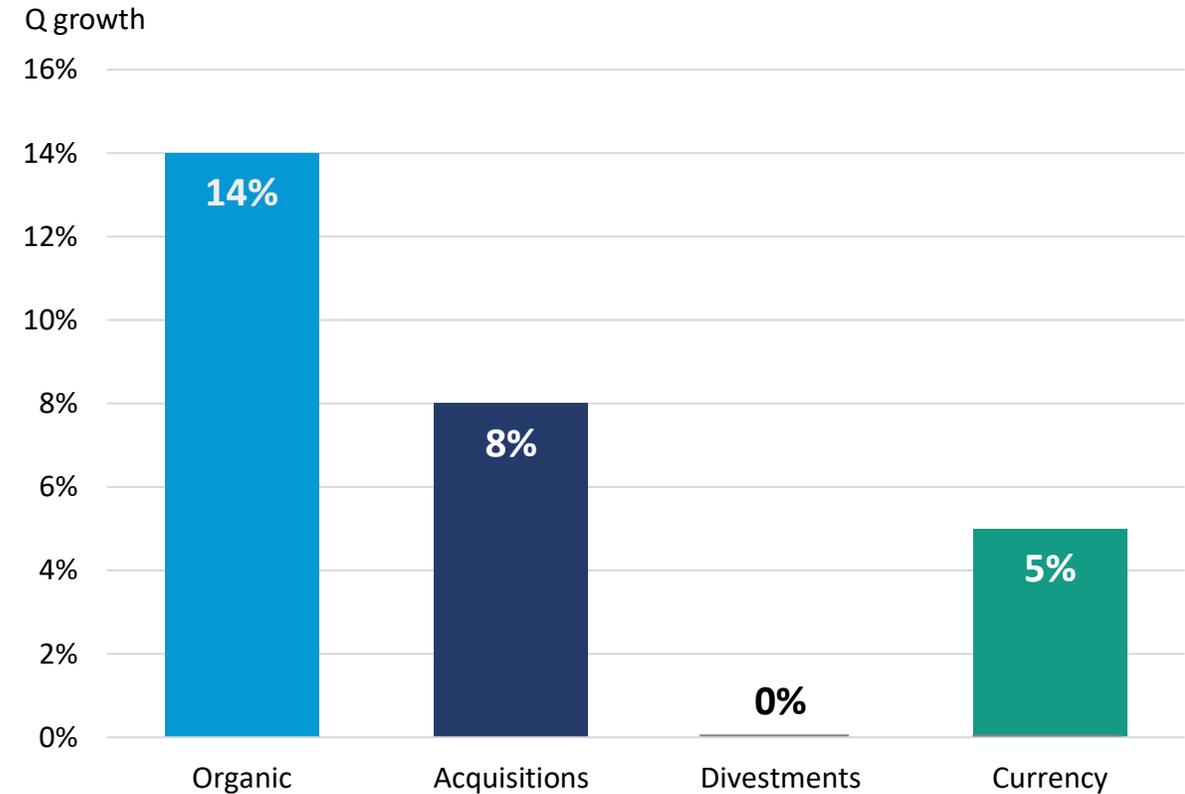
R3Y CAGR

+12%

Net sales



QUARTERLY GROWTH



6,707 MSEK

Q GROWTH

+27%

YTD GROWTH

+24%

R3Y CAGR

+13%

Organic Sales Growth – major countries



+ +



+ +



+ +



+ +



+ + +



+ +



+ + +



+ +



North America

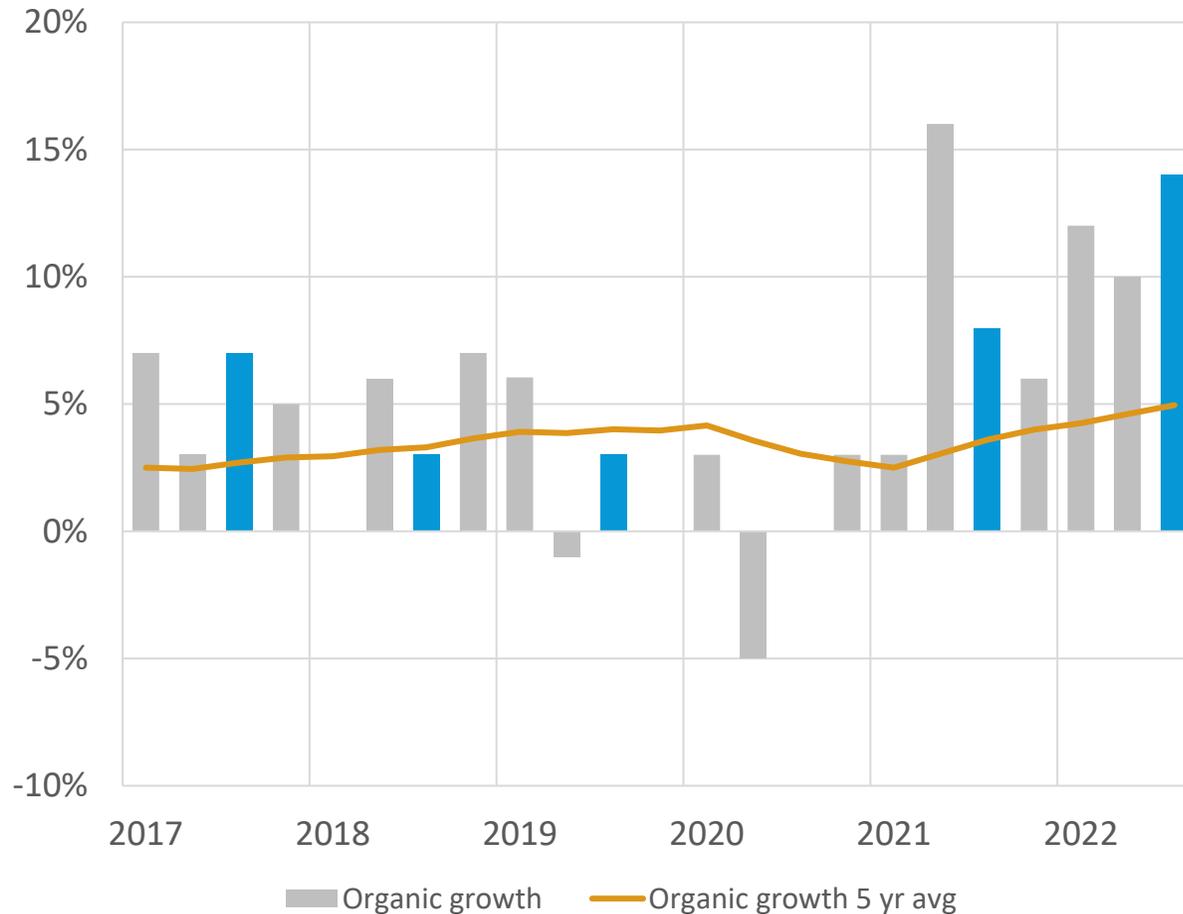
+ +



Asia

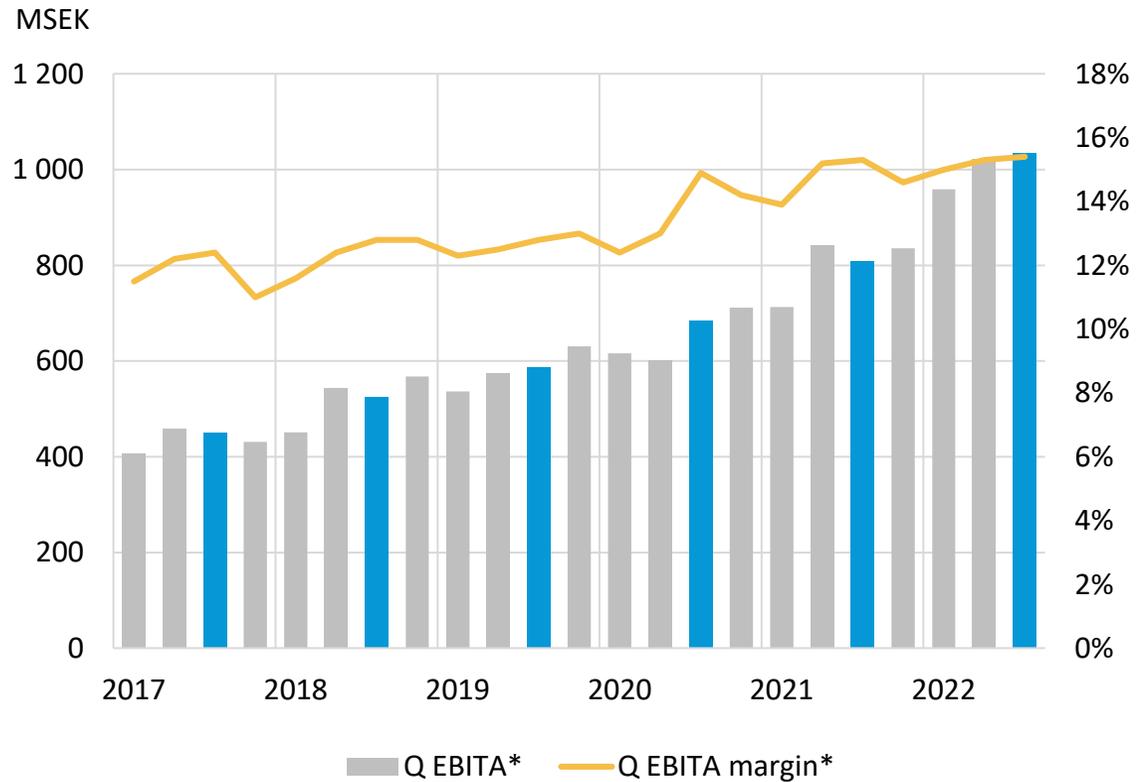
+ + +

Organic Sales Growth trend

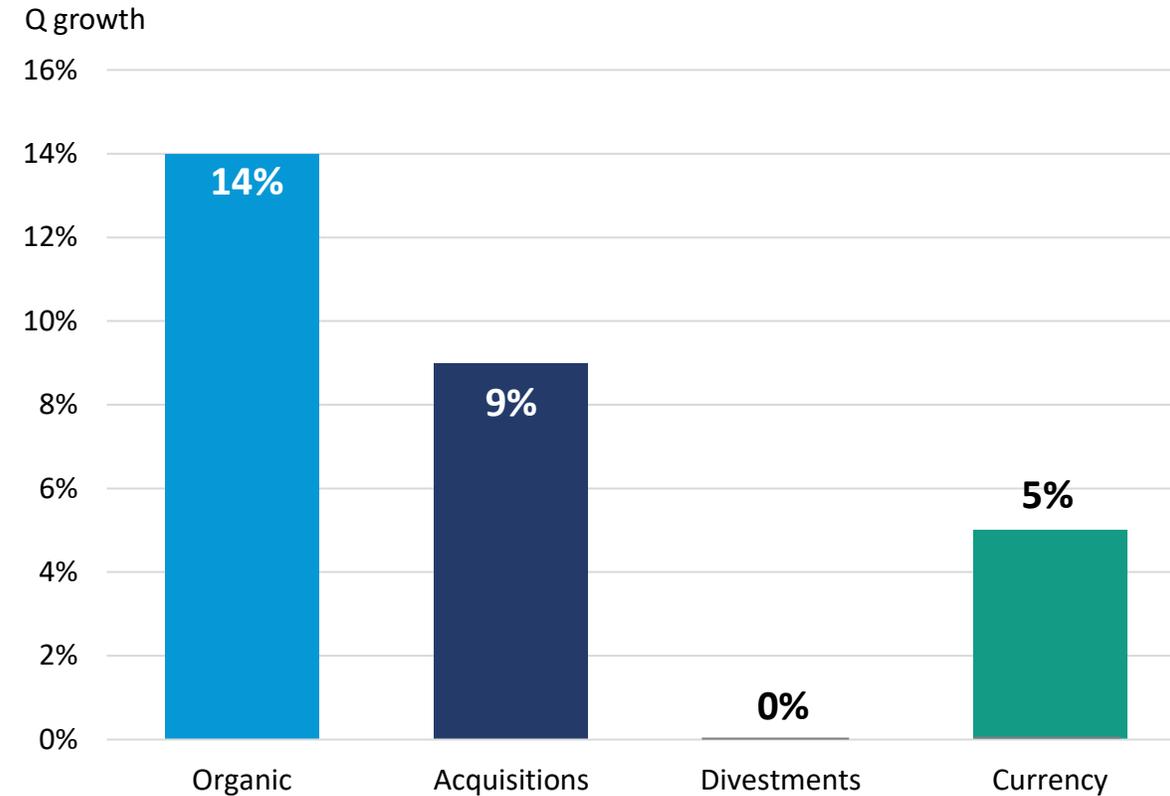


- Organic growth eight consecutive quarters
- Increasing growth rate
- Combination of volume and price
- Organic growth in all Business Areas and most companies
- Strong order back-log

EBITA



QUARTERLY GROWTH



*) Excluding restructuring costs 2017-Q4

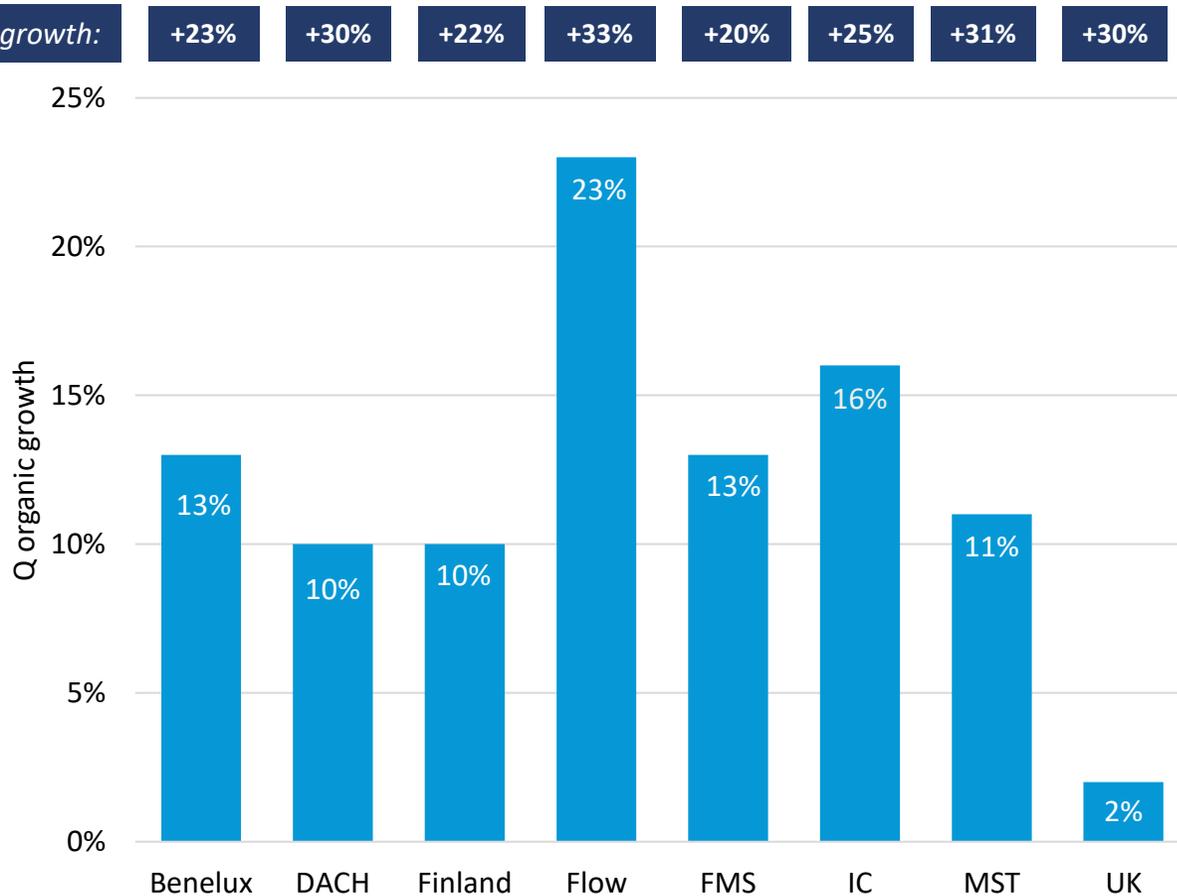
1,035 MSEK

Q3-22 MARGIN
15.4%

Q GROWTH
+28%

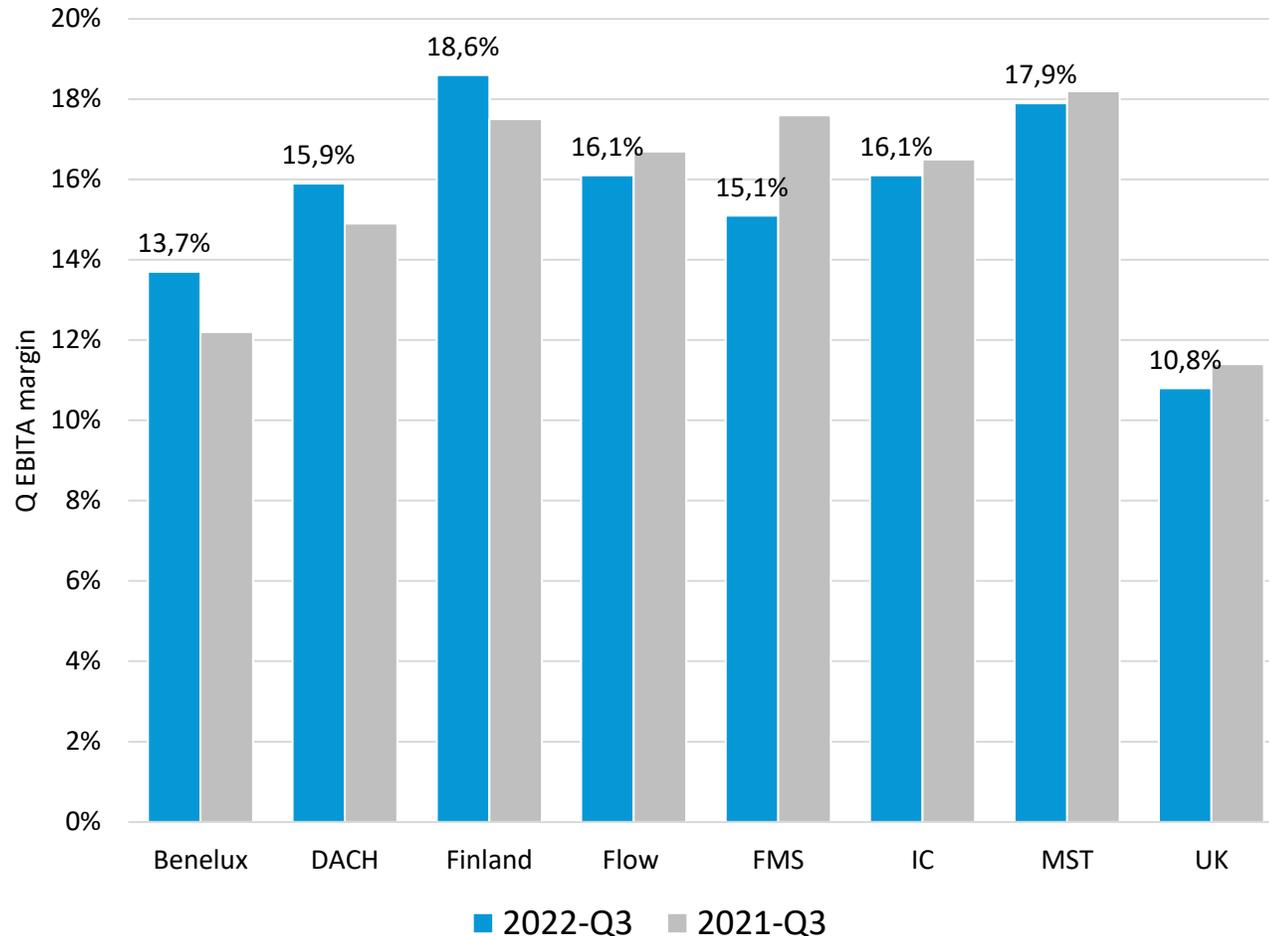
YTD GROWTH
+28%

Organic sales growth Q3 by Business Area



- Organic sales growth in all Business Areas, and 7 out of 8 grew double digit
- Strongest growth in Business Areas Flow Technology and Industrial Components
 - Positive development in most companies
 - The Process industry and Medtech and Pharma customer segments stand out positively
- Dampened growth in Business Areas UK
 - Majority of companies developed positively
 - The growth was held back by a couple of companies in the infrastructure and construction segment

EBITA margin by Business Area



- All time high EBITA margin
 - Main contribution from newly acquired companies and the strong organic growth
 - Development dampened by increased activity and expense levels and slightly lower gross margins
- Record margin in Business Areas DACH and Finland
- Margin in Business Area UK not in line with the other Business Areas
 - Aggregated demand and sales level slightly dampened
 - Increased activity and expense level in many companies

Acquisitions 2022

Acquisitions	Business Area	Annual Sales
Q1	 Autoroll UK Ltd	UK
	 NTi Audio AG	MST
Q2	 Stabalux GmbH	FMS
	 PMH International AB	IC
	 acti-Chem A/S	Flow
	 Pro Diagnostics Scandinavia AB	IC
	 Oscar Medtec AB	IC
Q3	 Beck Sensortechnik GmbH	MST
	 Primed Fysio och Rehab AB	IC
	 OCI B.V.	BEN
	 Tebra Messen Industrie B.V.	BEN
	 CaTec B.V.	BEN
Q4	 Bramming Plast-Industri A/S	FMS
Total		1 429 MSEK



Bramming Plast-Industri A/S

Leading Danish manufacturer of customer specific engineered foam solutions

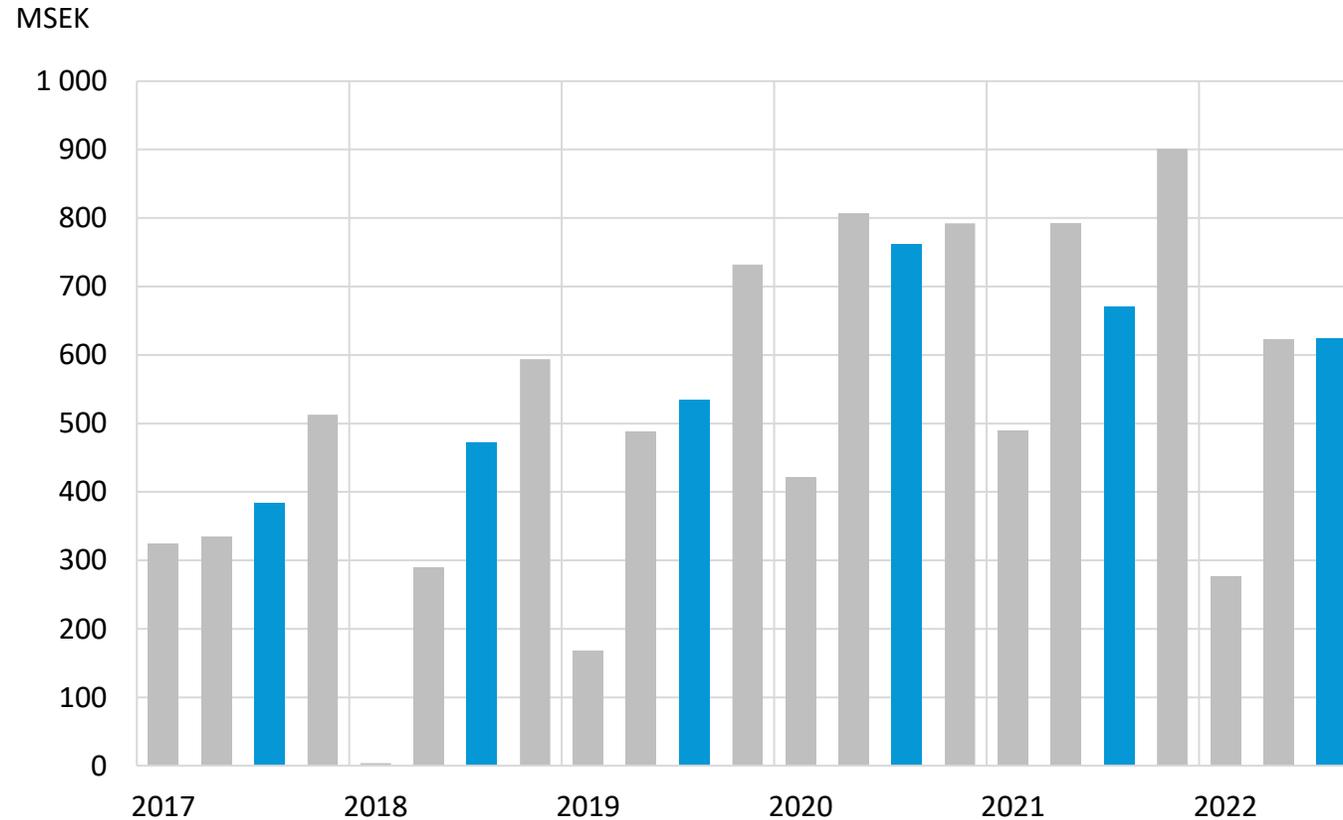
Annual Sales: SEK 500 million
 Founded: 1971
 No employees: 397
 Location: Bramming, Denmark



Key data summary

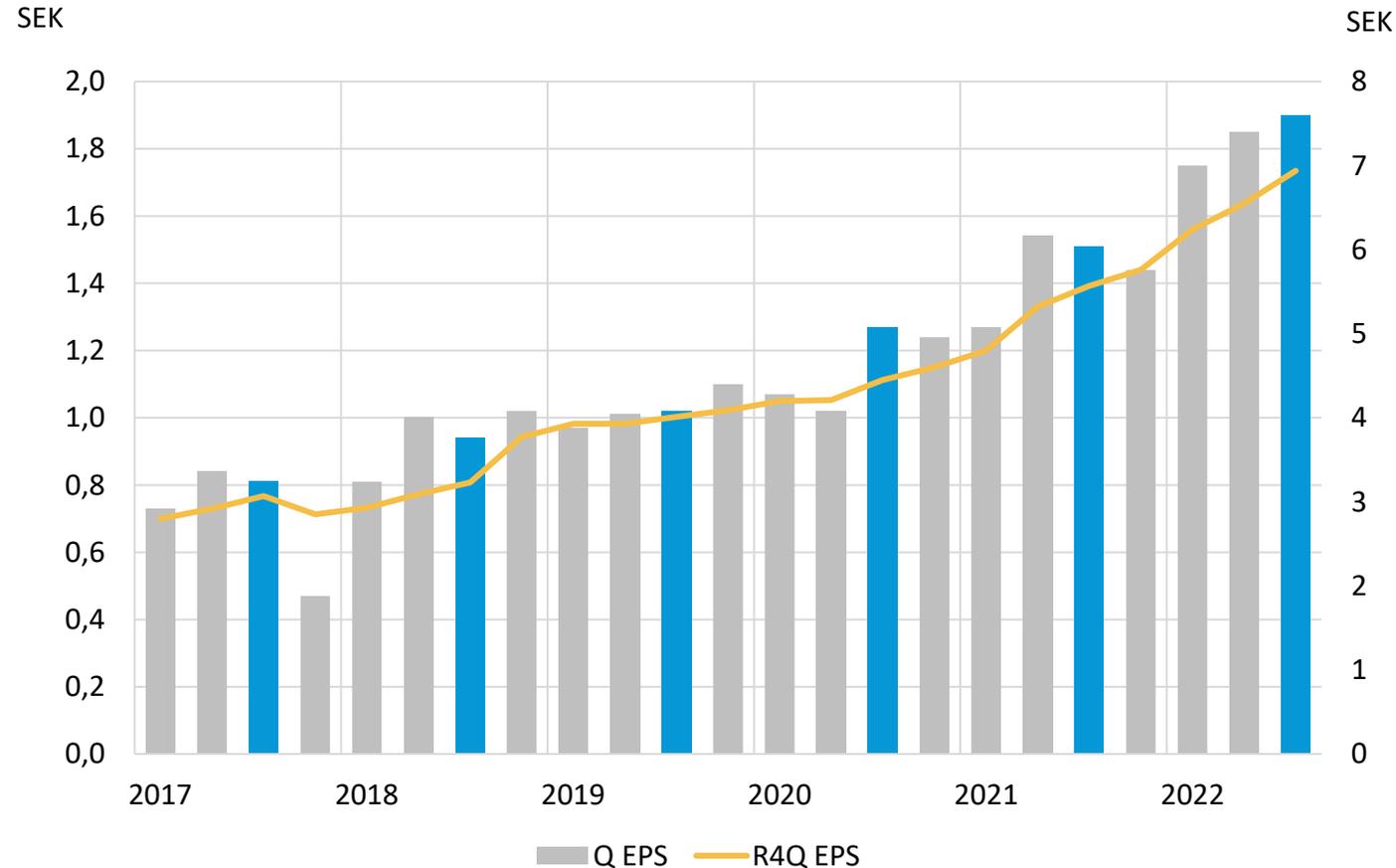
MSEK	2022-Q3	2021-Q3	Change	2022-YTD	2021-YTD	Change
Order Intake	6,535	5,428	20%	20,649	17,181	20%
Net Sales	6,707	5,290	27%	19,788	15,989	24%
Gross margin, %	34.2	35.1		34.6	34.7	
EBITA	1,035	810	28%	3,017	2,366	28%
EBITA-margin, %	15.4	15.3		15.2	14.8	
Net financial items	-42	-20	110%	-114	-78	46%
Tax	-179	-146	23%	-551	-439	26%
Earnings per share (before dilution), SEK	1.90	1.51	26%	5.50	4.32	27%
Return On Capital Employed, %	23	22		23	22	
Cash Flow from operating activities	624	671	-7%	1,522	1,952	-22%
Net debt / EBITDA, times	1.6	1.3		1.6	1.3	

Cash Flow from operating activities



- Operating cash flow during the quarter was 624 (671) MSEK
- The decline versus last year was mainly related to increases in inventory, driven by supply chain disturbances
- The working capital efficiency was slightly lower than last year

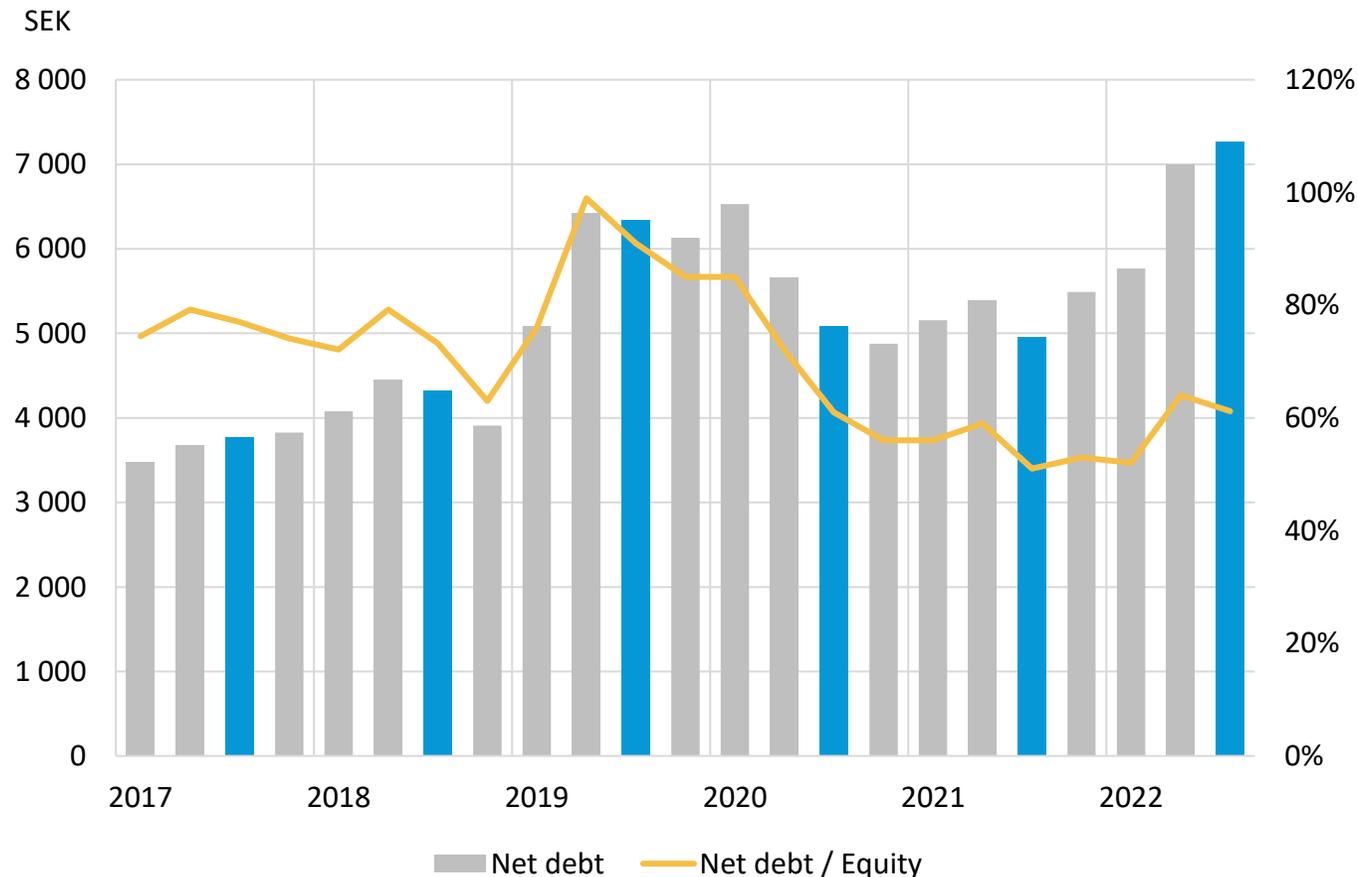
Earnings per share



- EPS during the quarter grew 26% to SEK 1.90 (1.51)
- Improvements mainly driven by higher EBITA
- 3- and 5-year rolling 4Q earnings per share CAGR*, were 20% and 18%

* Adjusted with the Meson restructuring in 2017-Q4

Net debt



- The interest-bearing net debt increased to 7,267 (4,958) MSEK
- The increase compared to last year is mainly due to the slightly dampened operational cash flow and continued high acquisition pace
- Net debt/equity ratio was 61% (51%)
- Net debt/EBITDA at 1.6x (1.3).

Agile through a business cycle



Flexibility to make decisions adapted to the local conditions



Capital light and people light businesses



Focus on technically advanced products with recurring sales pattern



Strong exposure to growth segments

No or low segment dependency

Decarbonisation – a key priority!

GROUP LEVEL:

Focus on strategic decision making and climate governance

Carbon literacy

Climate risk analysis

“Green” investments & acquisitions

COMPANY LEVEL:

“Biggest emitters”
To address 20 % of total emissions

Climate Guide and tailored emission reduction initiatives

Training and spreading good examples

More focus on sustainable innovation and low carbon products

“Emission cluster”
To address 80 % of total emissions

Climate Guide for
the Indutrade Group

 Indutrade



Key takeaways

- Continued sales increase and all-time high margin.
- Despite increased uncertainties and some indications of lower activity in a few customer segments, the overall demand situation remains at a good level.
- Record high order backlog supports good invoicing and profit development in the coming quarters.
- Continued capability improvements to be able to handle more acquisitions – good pipeline!
- One larger acquisition in October – Bramming Plast-Industri with SEK 500 million in annual sales.
- Strong platform for long-term sustainable, profitable growth!

Capital Markets Day 2022

8 November 11:30-17:00
Operaterassen
Stockholm

www.indutrade.com

Thank you!

Q&A

A pair of tortoiseshell glasses is resting on a black folder. The folder has the Indutrade logo, which consists of three slanted vertical bars, followed by the word "Indutrade" in a white sans-serif font. The folder is placed on a light-colored wooden desk. In the background, a person's hand is visible holding a pen over a notebook. To the right, a white ribbed shirt cuff is visible.

Indutrade

Financial calendar & contact details

2 FEBRUARY 2023

Year-end Report 1 January – 31 December 2022

27 APRIL 2023

Interim Report 1 January – 31 March 2023

20 JULY 2023

Interim Report 1 January – 30 June 2023

27 OCTOBER 2023

Interim Report 1 January – 30 September 2023

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