



ADDTECH

INTERIM REPORT 1 APRIL – 31 DECEMBER 2024

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

## QUARTER 3 HIGHLIGHTS

Net sales  
**SEK 5,481 m, +11%**



EBITA-margin  
**14.4%**  
From 13.6%

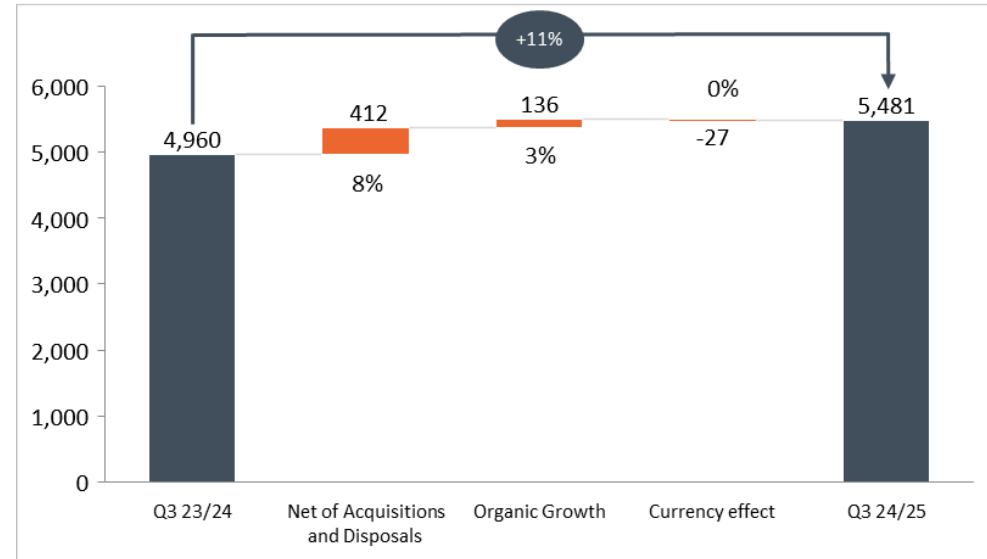
- Activity remained high
- Net sales up 11% of which 3% organic
- EBITA growth of 17% with improved margin
- Record high P/WC of 74%
- High acquisition pace

## QUARTER 3: NET SALES DEVELOPMENT

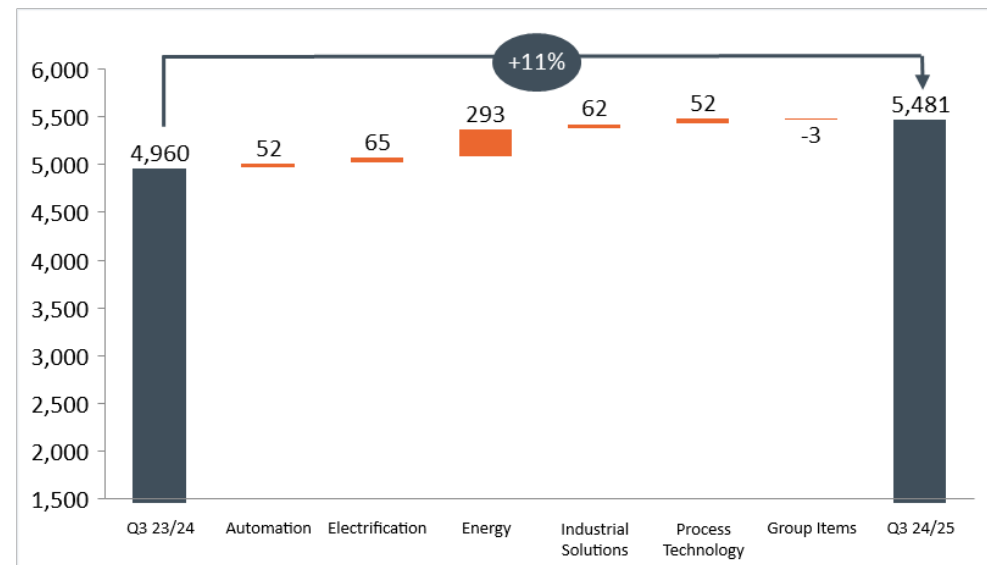
# SOLID TOP-LINE GROWTH

- Net sales increased by 11% of which 3% organic
  - Overarching customer activity was stable at a high level, with continued clear variations between segments
  - Sales growth in all business areas, with very strong growth in Energy
  - Well-filled order backlog with solid order intake during Q3

Net Sales Growth, SEK m



Net Sales Growth per Business Area, SEK m

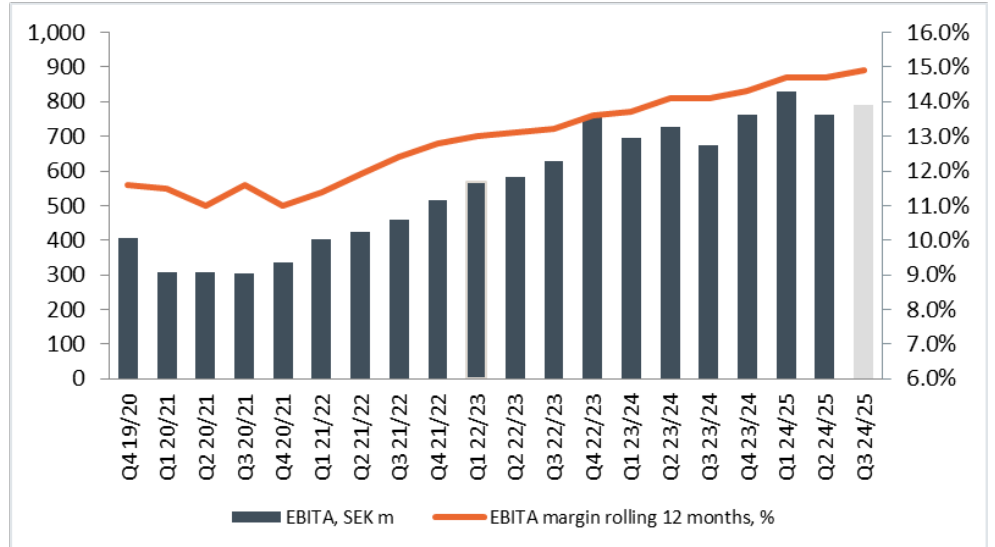


## QUARTER 3: EBITA DEVELOPMENT

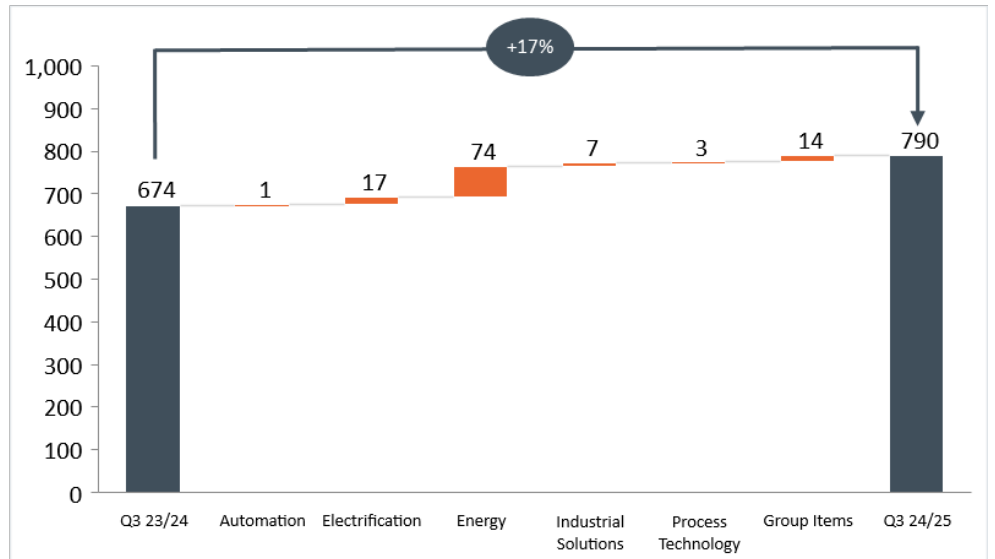
# STRONG RESULT

- 17% EBITA growth with a margin of 14.4% (13.6)
  - All business areas contributed to the EBITA growth, with a very strong development in Energy
  - EBITA margin increased due to good leverage on organic growth and margin accretive acquisitions
  - Stable operating cash flow
  - P/WC 74% (68)

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



EBITA Growth per business area, SEK m



## QUARTER 3: BUSINESS AREA DEVELOPMENT

# CLEAR VARIATIONS BETWEEN SEGMENTS



### AUTOMATION

Net sales SEK 920 m (868) **+6%**  
EBITA SEK 105 m (104) **+1%**  
EBITA-margin **11.3%**

- Good market situation in general with solid top-line growth
- Medical technology-, mechanical- and defense industry segments showed stable demand
- Negative impact on margins from calendar effects and a weaker product mix



### ELECTRIFICATION

Net sales SEK 1,072 m (1,007) **+7%**  
EBITA SEK 129 m (112) **+15%**  
EBITA-margin **12.0%**

- Strong business situation but with variations between segments
- Strongest development within mechanical industry, medical technology, and defense segments
- Building and installation remained weak while data and telecom improved during the period
- Stable demand within energy, special vehicles and electronics



### ENERGY

Net sales SEK 1,599 m (1,306) **+22%**  
EBITA SEK 245 m (171) **+43%**  
EBITA-margin **15.3%**

- Very strong sales development
- Demand for infrastructure products for electric transmission, niche products for electric power distribution and products and solutions towards data halls was strong
- The market situation was positive within wind power and traffic safety and remained weak in building and installation
- Stable demand for fiber installations and within the mechanical industry



### INDUSTRIAL SOLUTIONS

Net sales SEK 968 m (906) **+7%**  
EBITA SEK 195 m (188) **+4%**  
EBITA-margin **20.2%**

- Overarching the business situation was good during the period with solid contributions from newly acquired companies
- The weak demand within the forest- and sawmill industry as well as special vehicles remained
- Waste management and subsea remained good while mechanical industry weakened somewhat during the quarter



### PROCESS TECHNOLOGY

Net sales SEK 930 m (878) **+6%**  
EBITA SEK 122 m (119) **+3%**  
EBITA-margin **13.2%**

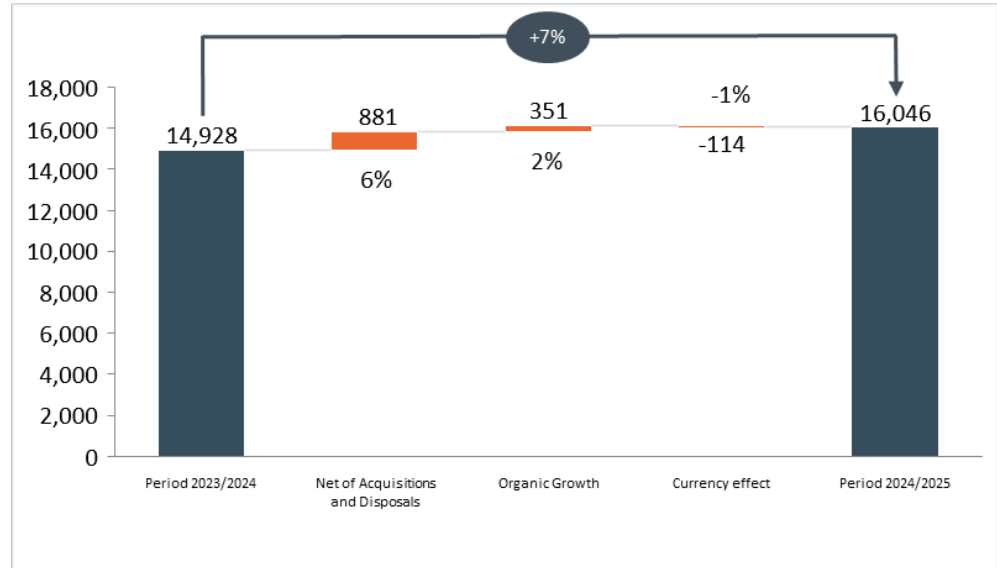
- Stable in general but with variations between segments
- Weak business situation for companies operating in aftermarket and service to the forest industry
- Stable demand within medical technology, mechanical- and process industry
- The marine segment remains favorable while energy and special vehicles weakened

PERIOD 1 APRIL – 31 DECEMBER 2024

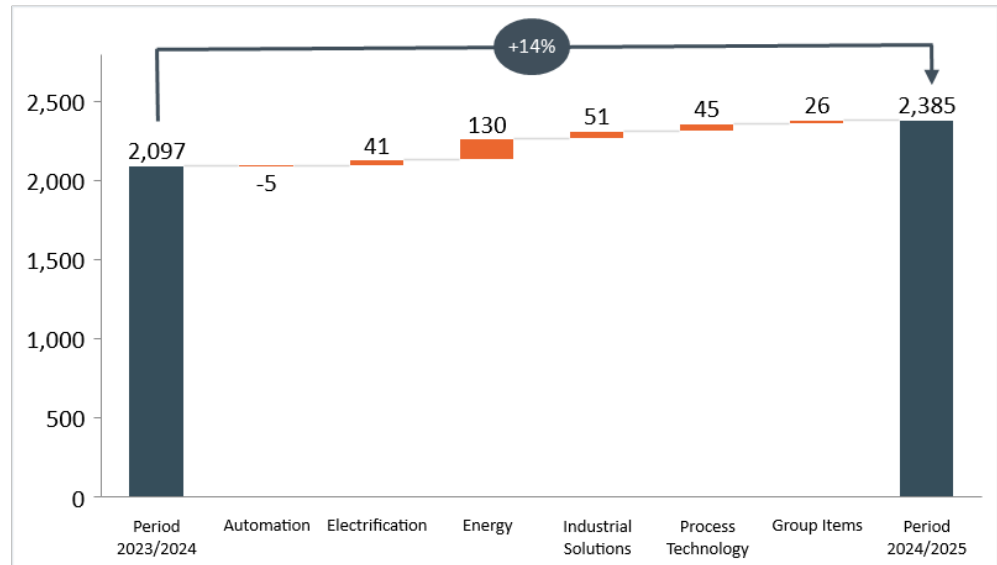
# STEADY GROWTH

- Net sales increased by 7% to SEK 16,046 m (14,928)
- The organic growth amounted to 2 % and acquired growth amounted to 6%
- EBITA increased by 14% and amounted to SEK 2,385 m (2,097) corresponding to an EBITA margin of 14.9% (14.0)
- Operating profit increased by 13% and amounted to SEK 2,014 m (1,777) corresponding to an operating margin of 12.6% (11.9)
- Profit after tax increased by 13% and amounted to SEK 1,397 m (1,240)
- Cash flow from operating activities amounted to SEK 1,848 m (1,894)
- Earnings per share before dilution amounted to SEK 5.05 (4.45)

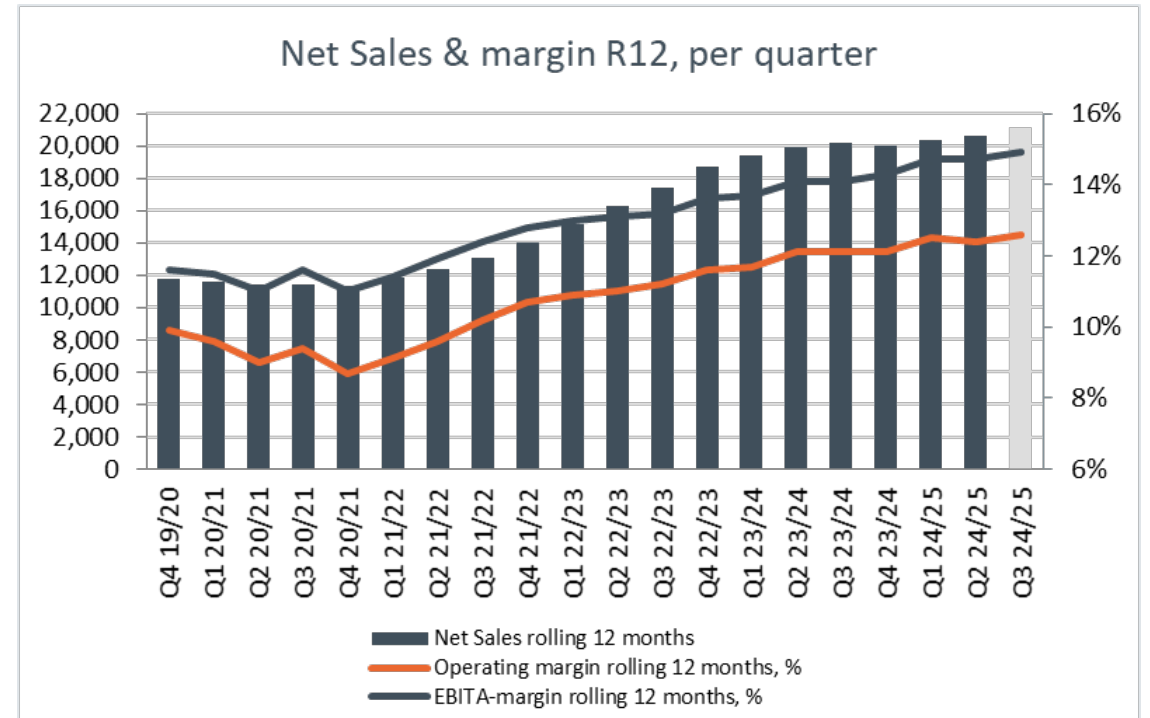
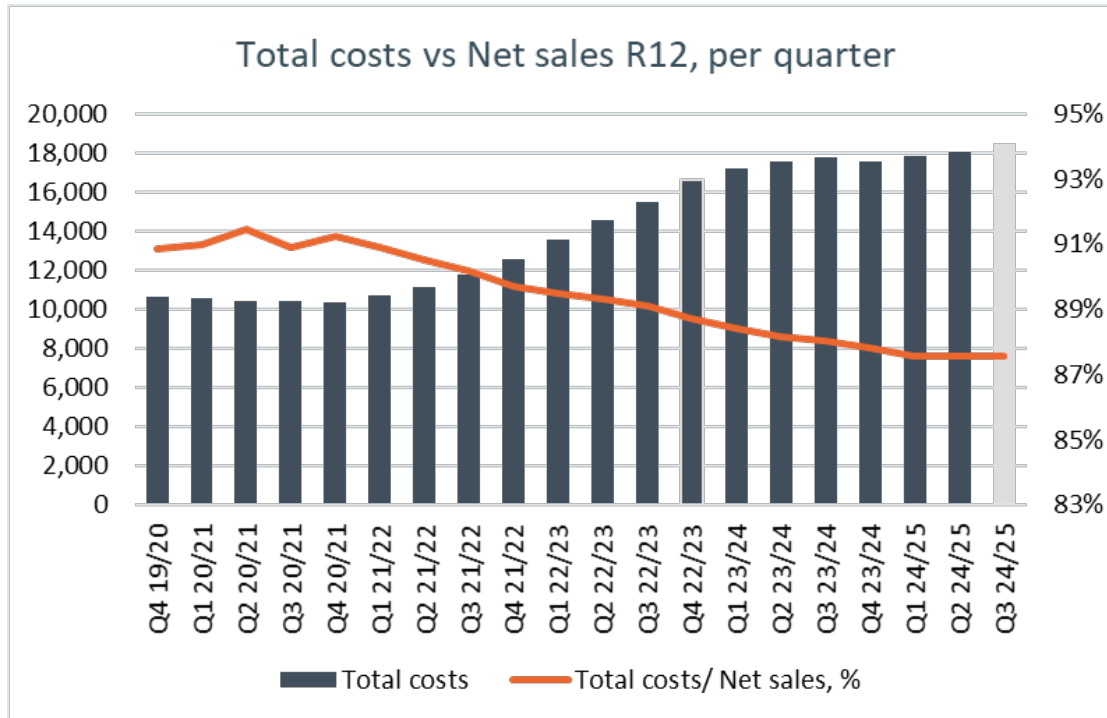
Net Sales Growth, SEK m, 9 months



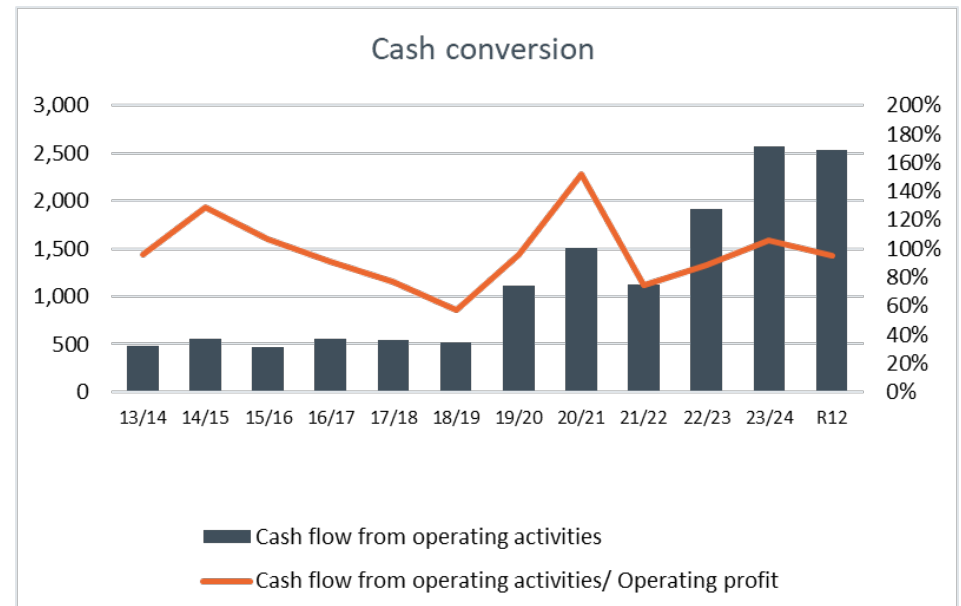
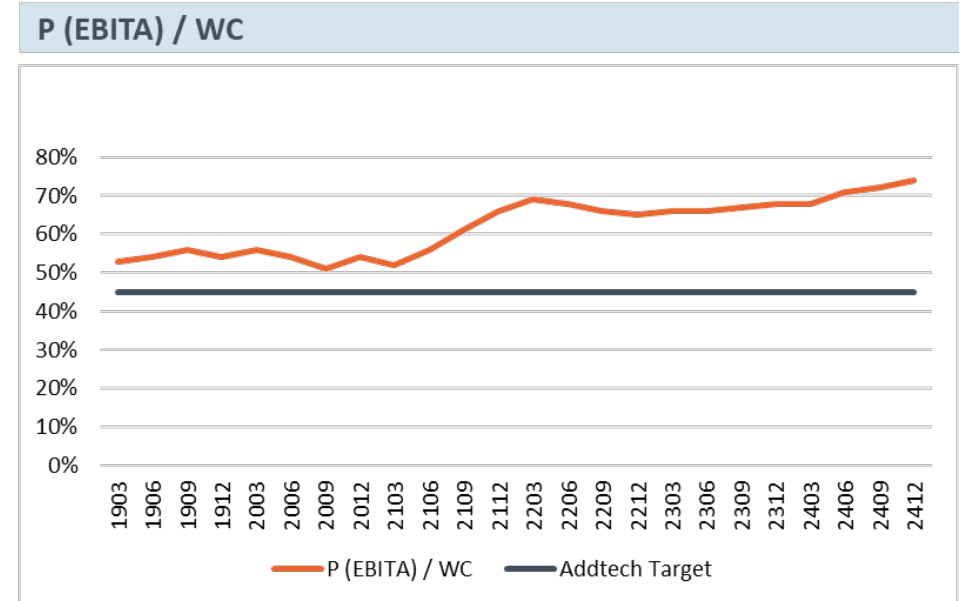
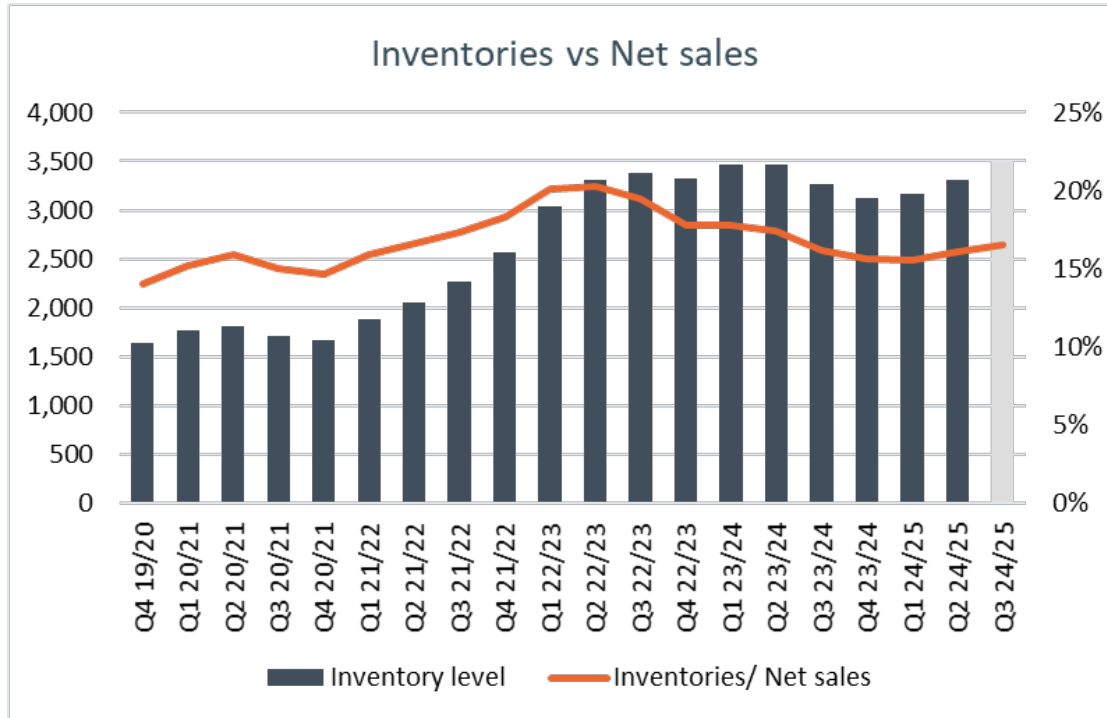
EBITA Growth per business area, SEK m, 9 months



# IMPROVED MARGINS

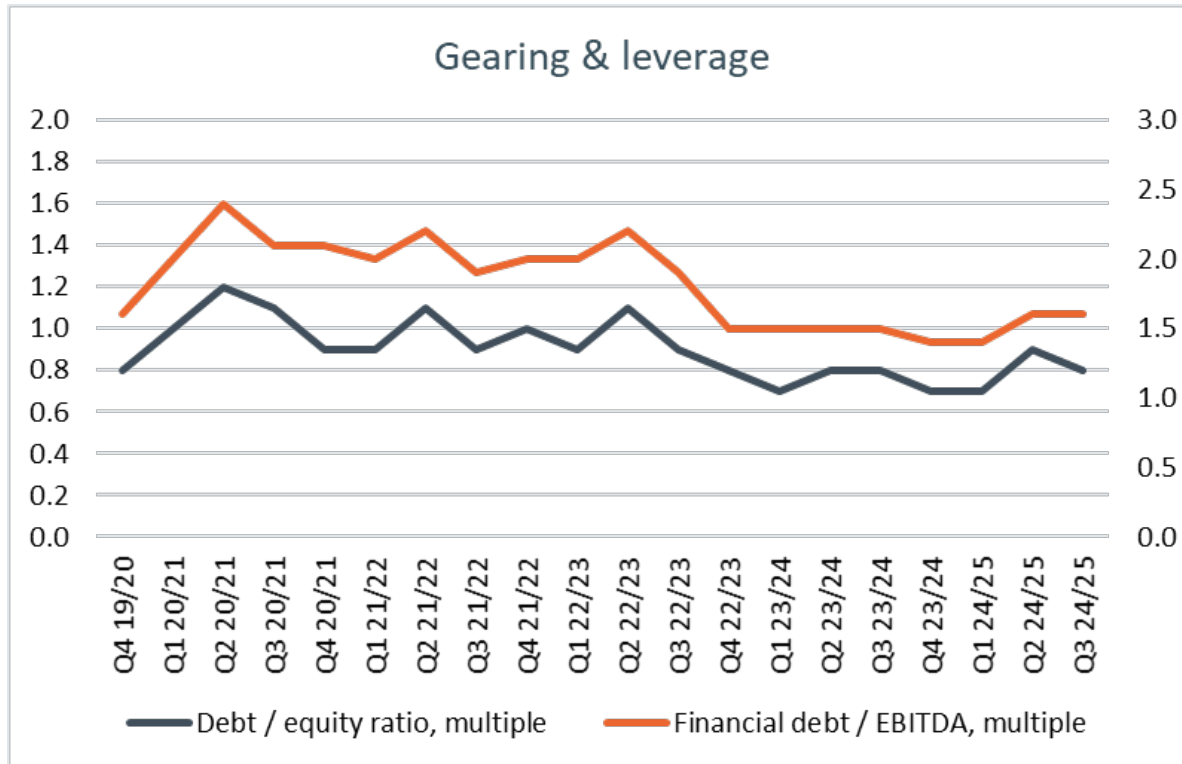


# STABLE CASH FLOW AT HIGH LEVELS
















# LOW RISK BALANCE SHEET



- Equity ratio 38% (38%)
- Leverage 1.6 (1.5)
- Gearing 0.8 (0.8)

# HIGH PACE OF ACQUISITIONS

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

- Three acquisitions completed during the quarter followed by one more after closing
- In total 11 new companies welcomed during the fiscal year, of which 8 outside the Nordics, adding about SEK 1,450 m and 300 new employees



\*Refers to assessed situation on a full-year basis at the time of acquisition

# SUMMARY

- Strong results in a challenging market
- Overarching market activity remains high – clear variations between segments
- Well-filled orderbooks with a solid intake during the period
- High acquisition pace continued – 11 new companies added during the fiscal year
- Short-term outlook remains good