



An entrepreneurial world
where people make the difference

Q2 Report 2024

Bo Annvik, President and CEO
Patrik Johnson, CFO

18 July 2024

Highlights second quarter 2024

- Stable order intake – growth of 6% in total, whereof 1% organically.
 - Continued good demand in Medical technology & Pharmaceutical and Process Industry.
- Net sales increased 5%, organically 1% despite strong references.
- EBITA margin of 14.8%, same as the underlying EBITA margin last year.
- Inventory slightly down from Q1 2024.
- Good acquisition pace – 6 acquisitions completed in Q2 and 12 so far in 2024. The inflow of interesting companies to acquire remains strong.

Net Sales

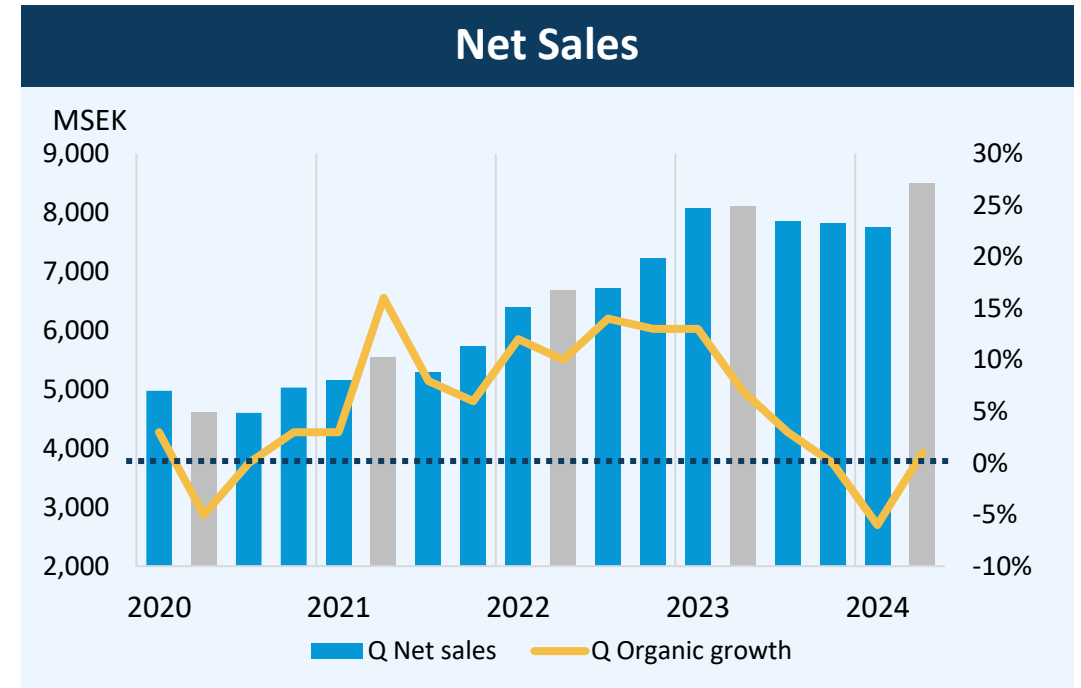
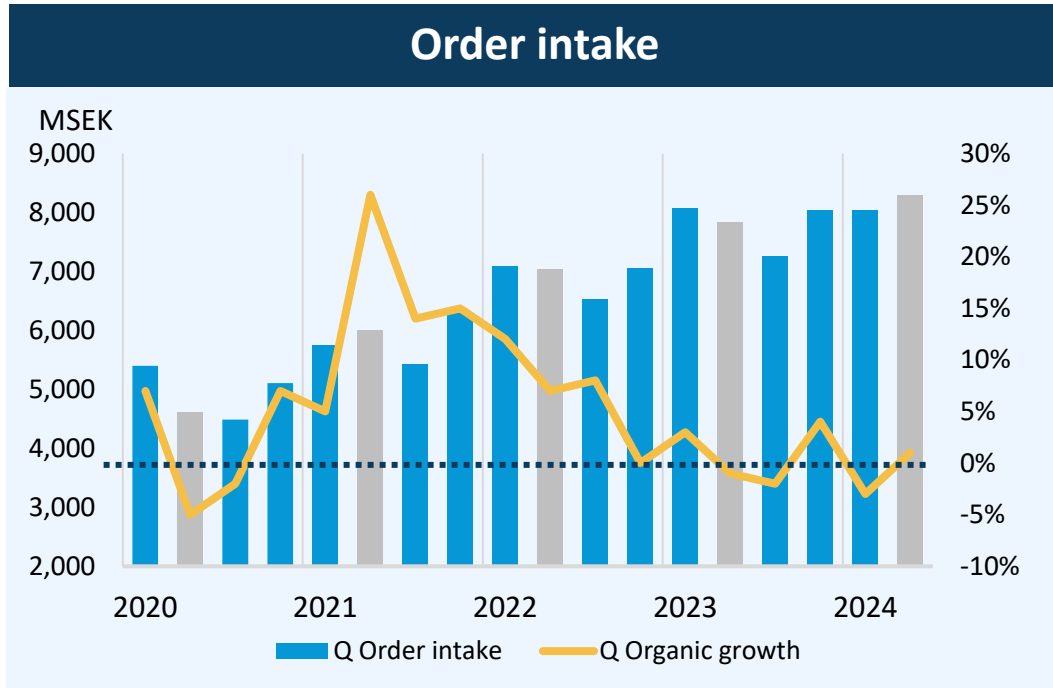
8.5

BSEK

EBITA margin

14.8%

Stable demand and increased invoicing



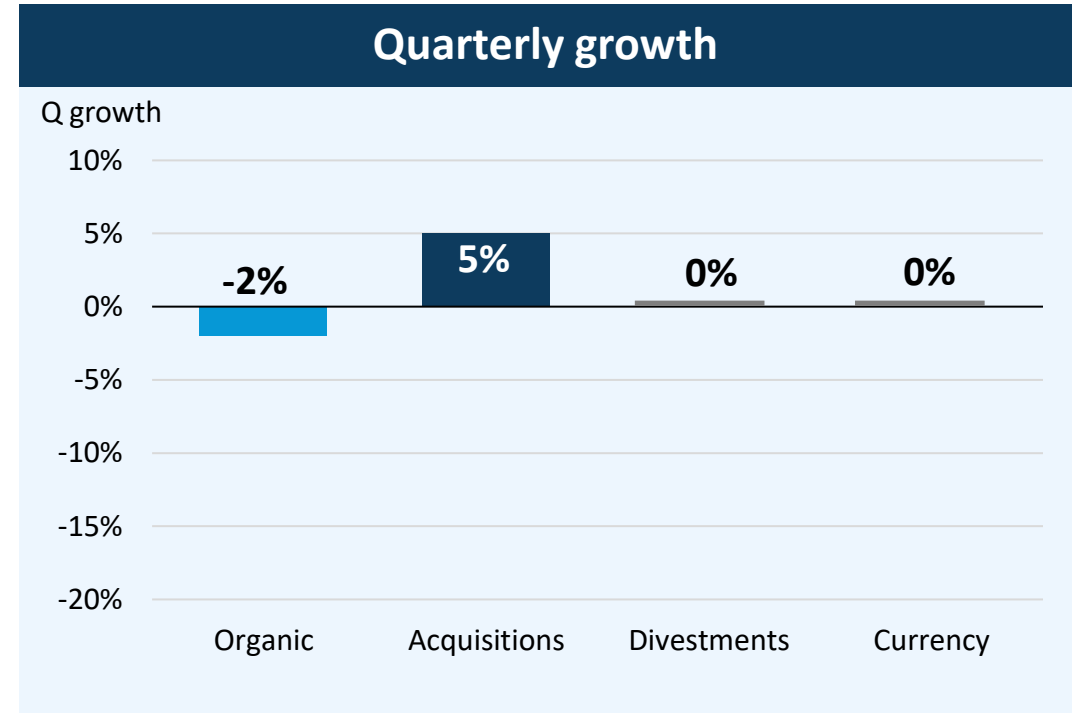
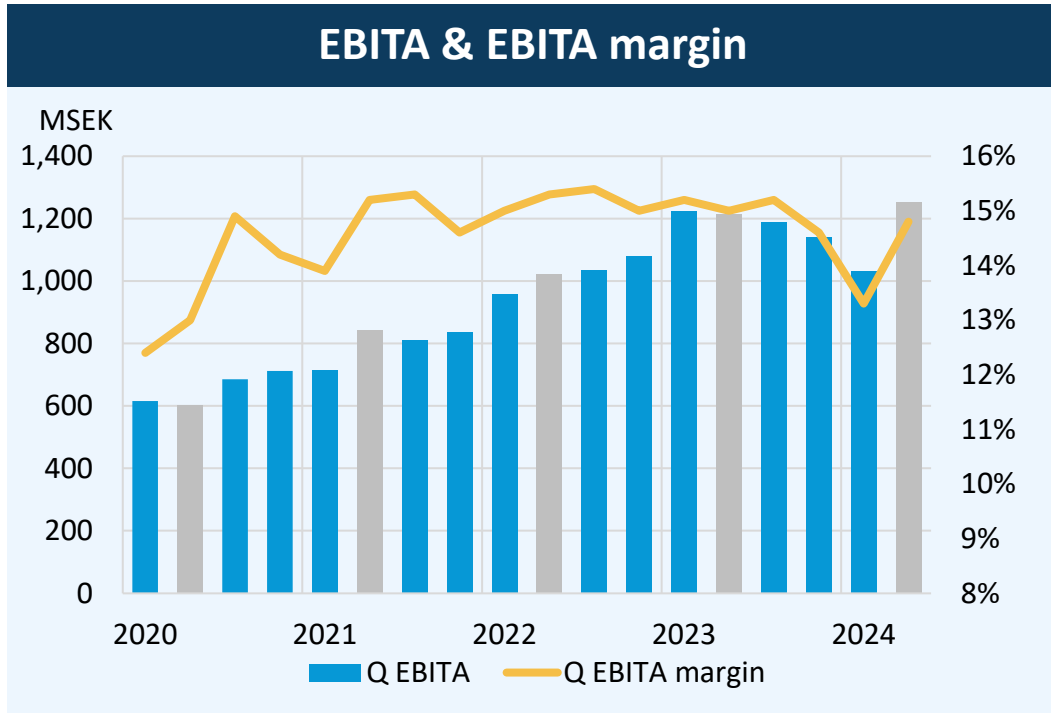
Q2 Growth	TOTAL	ORGANIC	ACQUISITIONS	DIVESTMENTS	CURRENCY
	6%	1%	5%	-1%	1%

Q2 Growth	TOTAL	ORGANIC	ACQUISITIONS	DIVESTMENTS	CURRENCY
	5%	1%	4%	-1%	1%

YoY organic Sales Growth – major countries

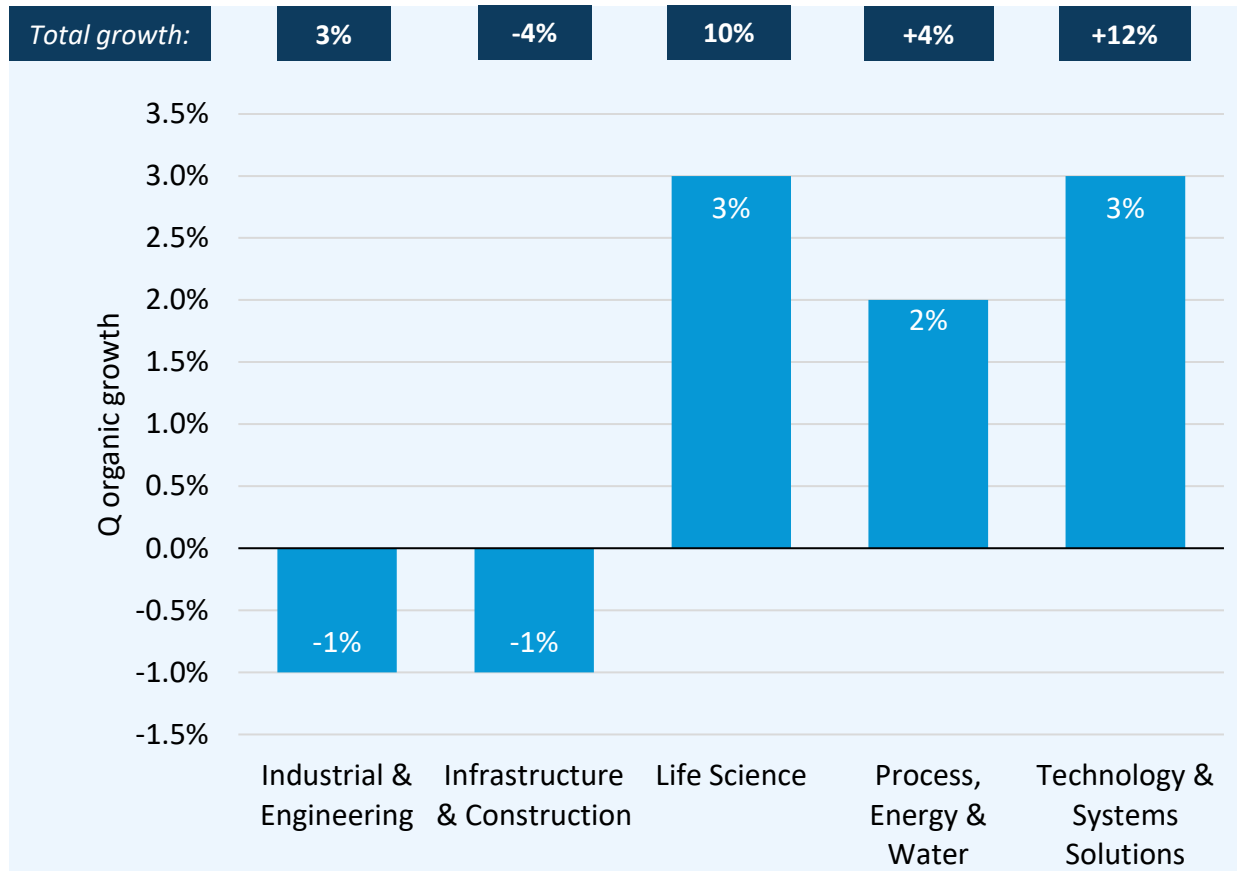
Nordics		Rest of Europe		Rest of the world	
Sweden	↗	Benelux	↘	North America	↗
Denmark	↗	UK/Ireland	→	Asia	→
Finland	→	Germany	→		
Norway	↗	Switzerland & Austria	↘		
Total Nordics	↗	Total Rest of Europe	↘	Total Rest of the world	↗

EBITA margin recovered



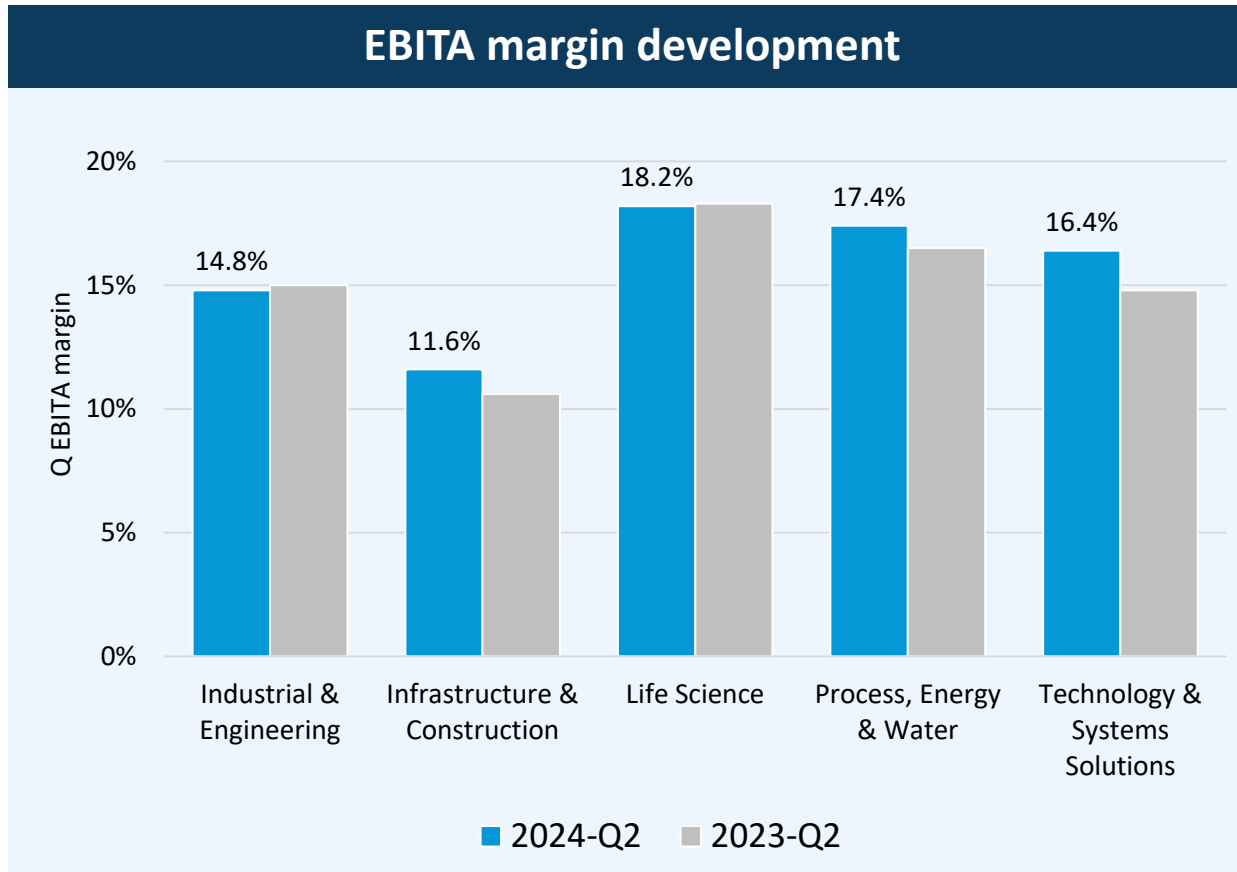
	Q2-24 MARGIN	Q GROWTH	YTD GROWTH
1,253 MSEK	14.8%	3%	-6%

Net Sales by Business Area















- Strongest development in Business Areas Life Science and Technology & Systems Solutions
 - Development in Life Science driven by sales of MedTech products in the Nordics and equipment for pharma production in Denmark
 - Growth in the majority of companies in Technology & Systems Solutions and in Process, Energy & Water
- Slightly dampened market climate impacts Business Areas Industrial & Engineering and Infrastructure & Construction

EBITA margin by Business Area



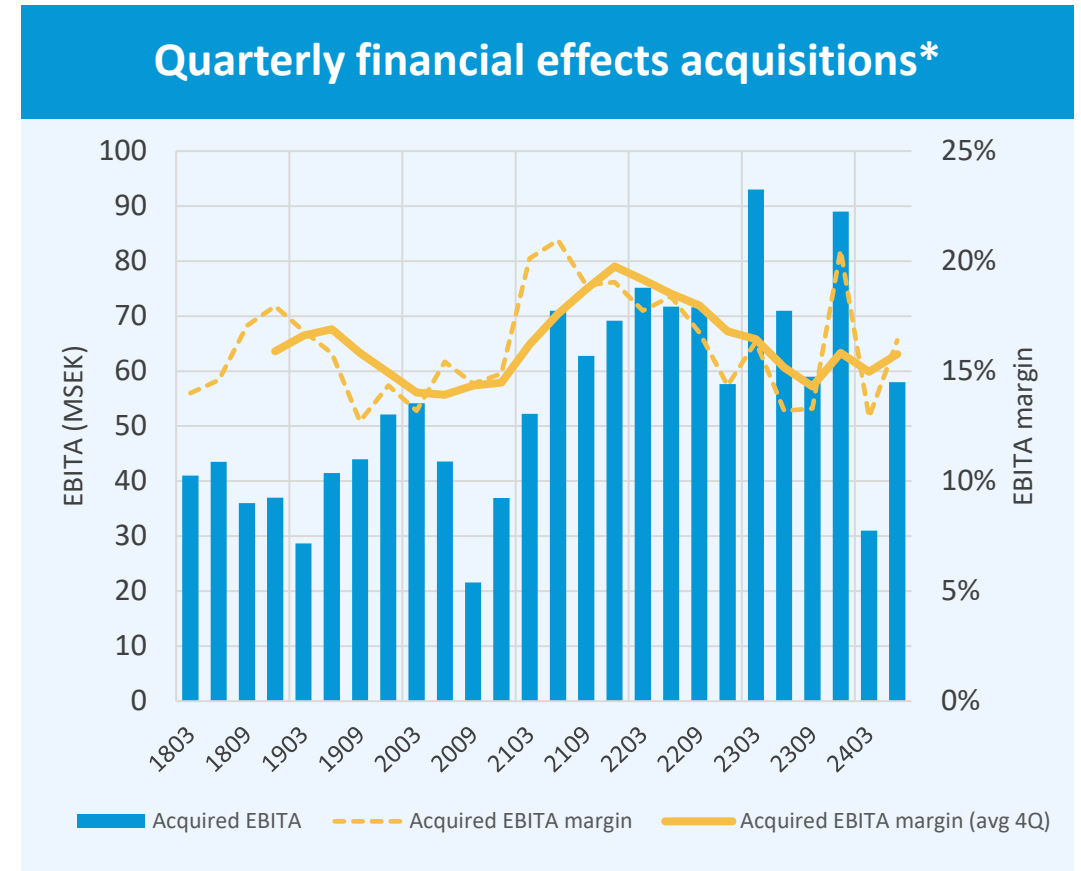
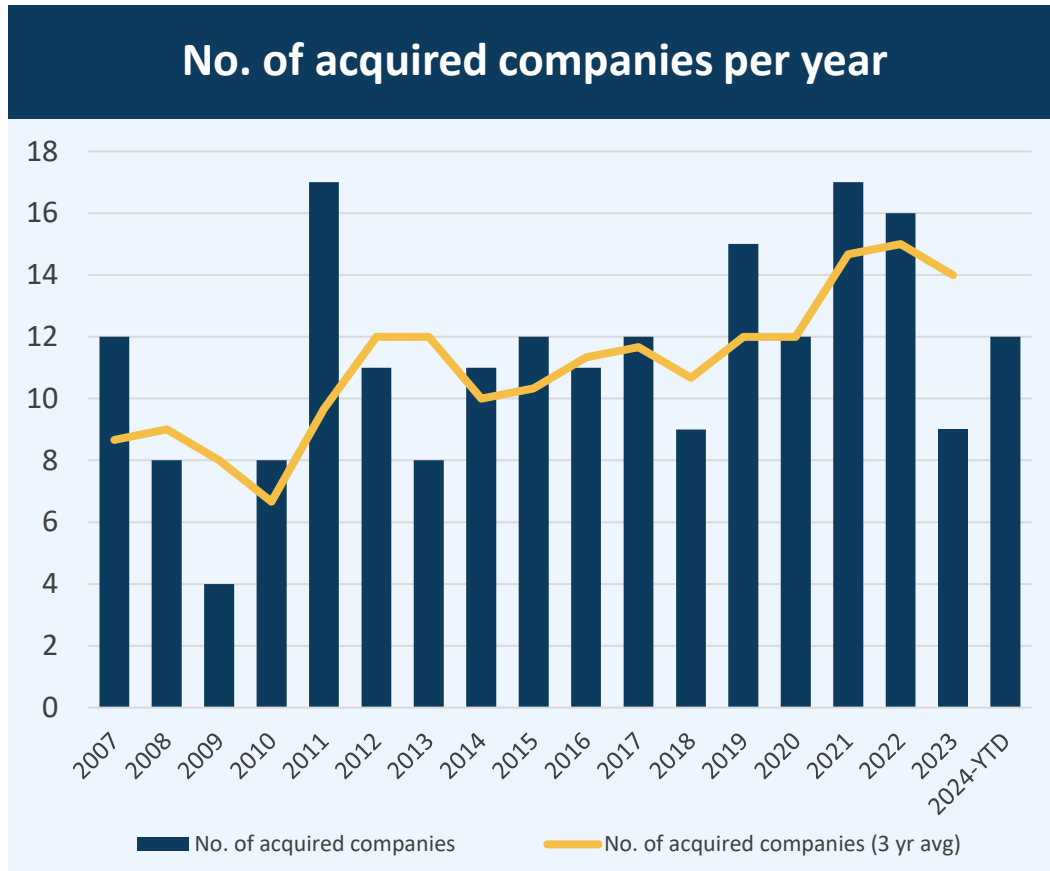
- EBITA margin improved in three Business Areas with strongest improvement in Technology & Systems Solutions
- Improved gross margin but a dampened overall organic development
- Acquisitions and divestments contribute positively to the margin development, particularly in Business Area Infrastructure & Construction

High acquisition pace

Acquisitions 2024	Business Area	Annual Sales	
Q1	 pure! GmbH	Industrial & Engineering	110 MSEK
	 SDT Scandinavian Drive Technologies AB	Industrial & Engineering	55 MSEK
	 MeHow Medical Ireland Ltd.	Life Science	160 MSEK
	 Atline ApS	Life Science	60 MSEK
	 Hemomatik AB	Technology & Systems Solutions	65 MSEK
Q2	 Matriks AS*	Life Science	205 MSEK
	 Geosense Ltd.	Infrastructure & Construction	120 MSEK
	 LYFTonline AB	Industrial & Engineering	45 MSEK
	 CH Rustfri	Life Science	60 MSEK
	 Beratherm AG**	Process, Energy & Water	55 MSEK
	 West Technology Systems Ltd.	Technology & Systems Solutions	50 MSEK
Q3	 Miclev Medical Products AB	Life Science	130 MSEK
Total		1,115 MSEK	



Successful acquisition track record

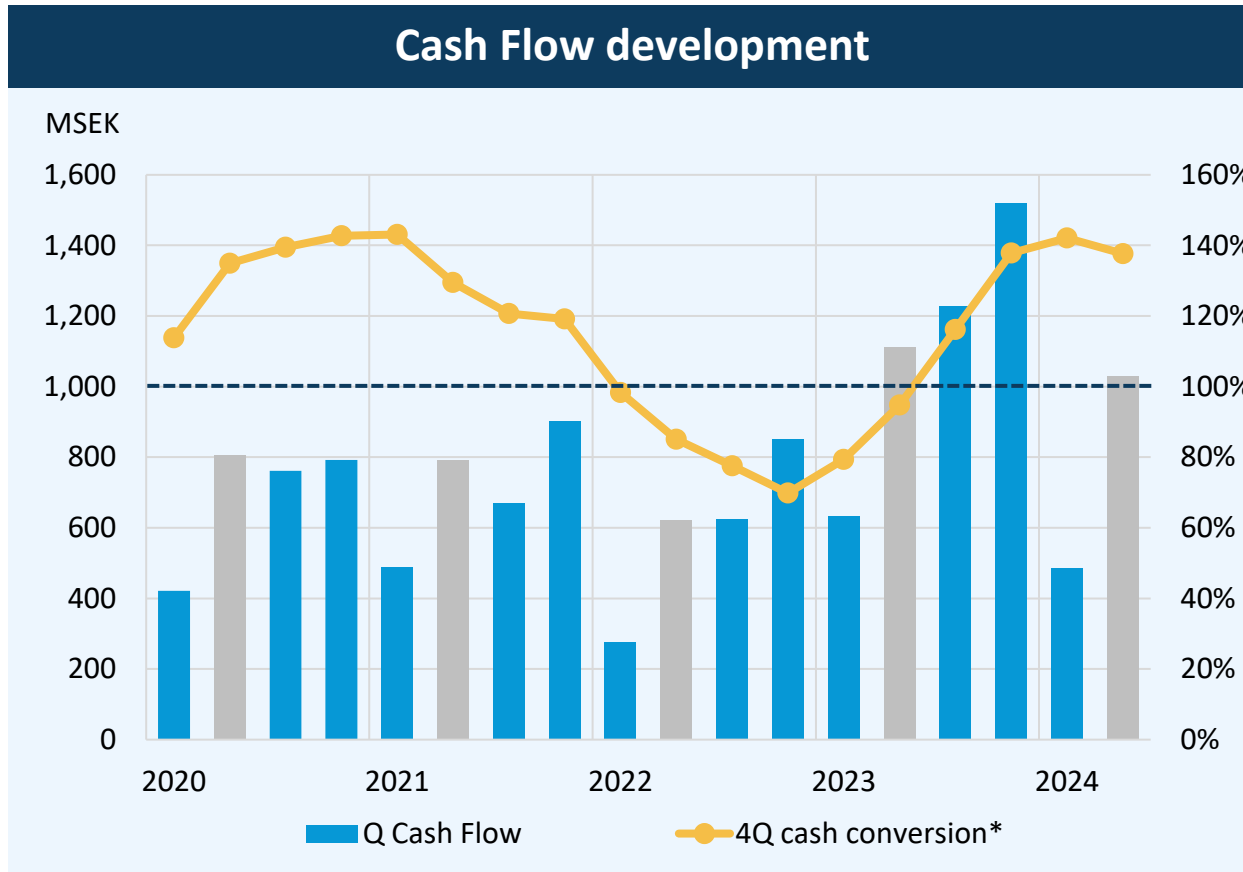


* "bridge effects" from acquisitions last 12 months from date of closing, in respective quarter

Key data summary

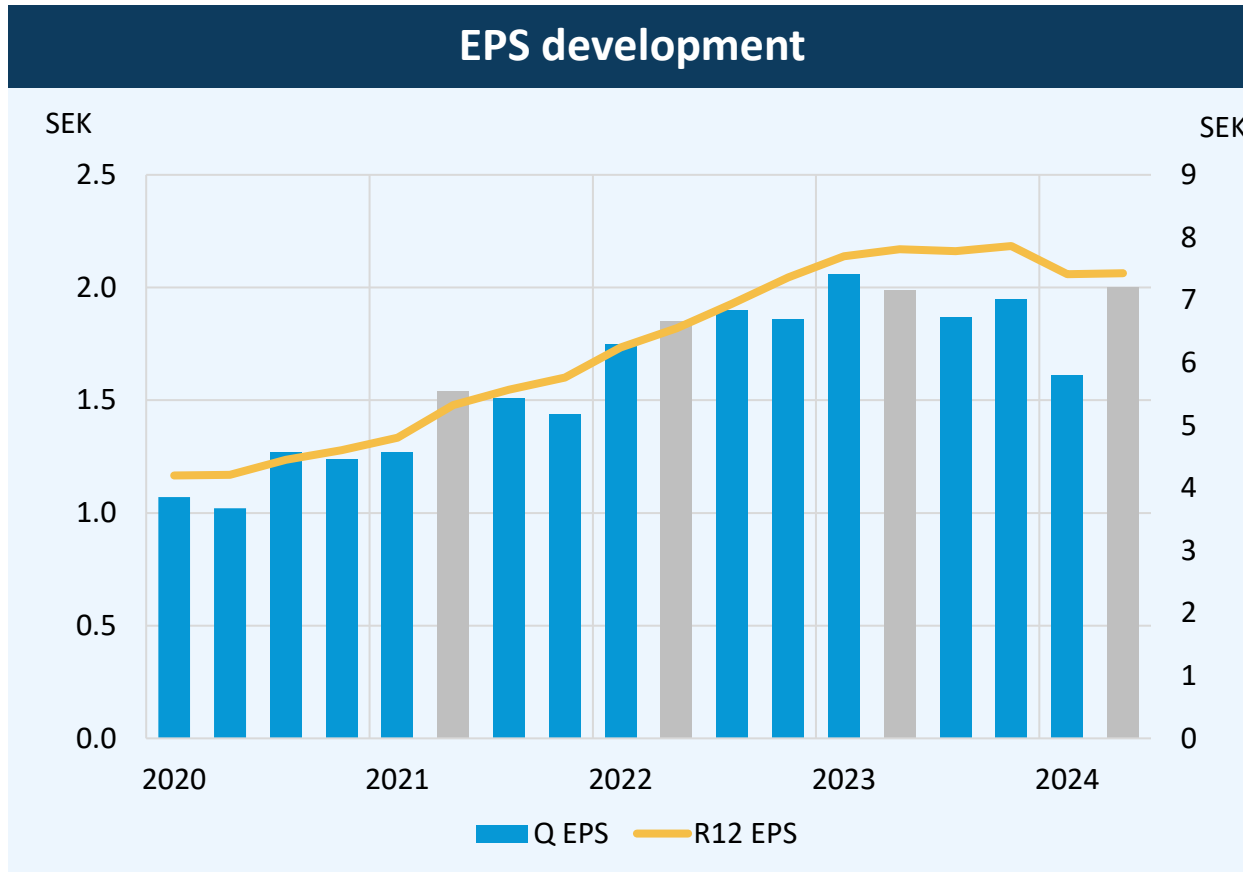
MSEK	2024-Q2	2023-Q2	Change	2024-YTD	2023-YTD	Change
Order Intake	8,296	7,829	6%	16,333	15,905	3%
Net Sales	8,491	8,100	5%	16,235	16,163	0%
Gross margin, %	35.4	34.6		35.2	34.6	
EBITA	1,253	1,213	3%	2,286	2,438	-6%
EBITA-margin, %	14.8	15.0		14.1	15,1	
Net financial items	-140	-122	15%	-255	-220	16%
Tax	-217	-215	1%	-394	-444	-11%
Earnings per share (before dilution), SEK	2.00	1.99	1%	3.61	4.05	-11%
Return On Capital Employed, %	20	22		20	22	
Cash Flow from operating activities	1,029	1,112	-7%	1,516	1,744	-13%
Net debt / EBITDA, times	1.7	1.9		1.7	1.9	

Cash Flow from operating activities



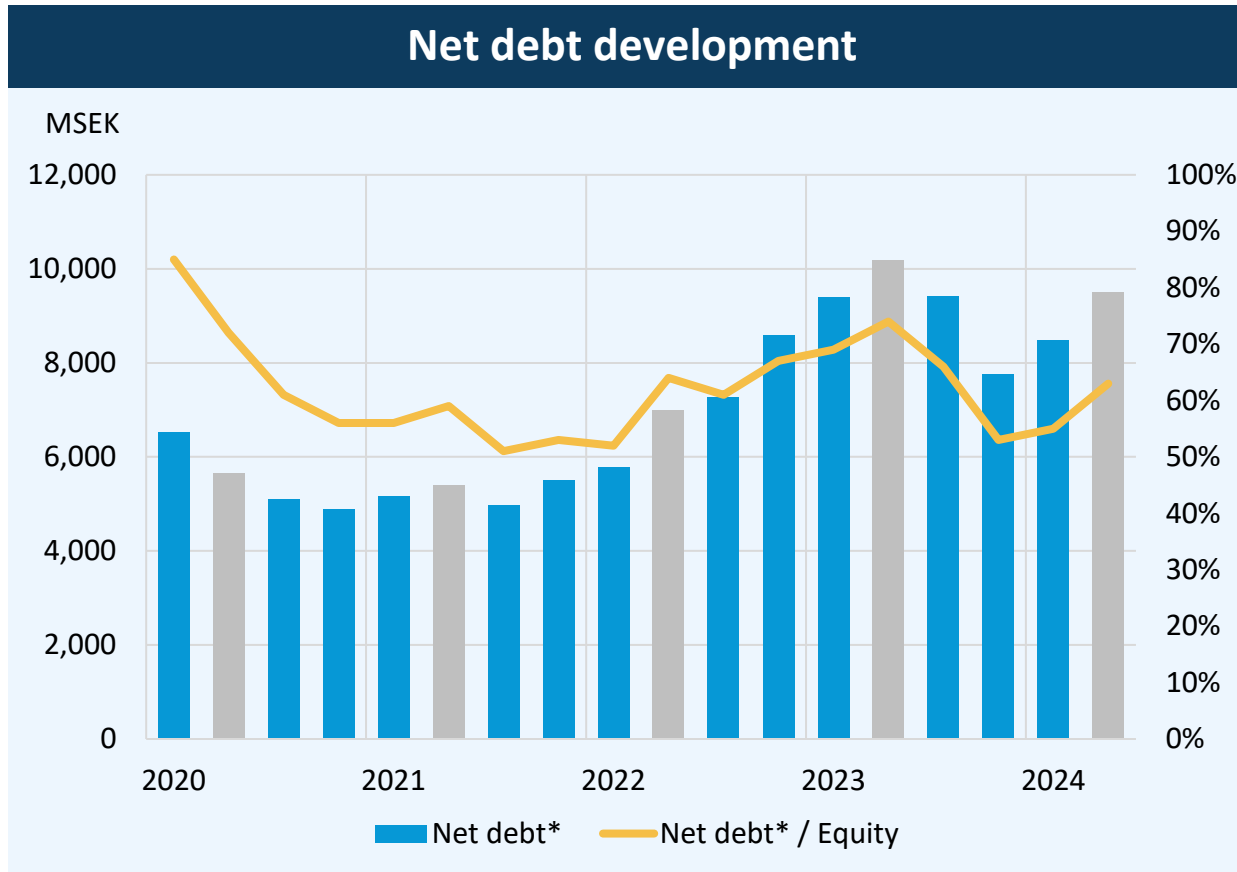
- Operating cash flow during the quarter decreased slightly to SEK 1,029 million (1,112), driven by less favorable working capital development
- Inventories declined slightly
- Strong cash conversion
- The working capital efficiency** in line with last year

Earnings per share



- EPS increased 1% in the quarter to SEK 2.00 (1.99) per share
- Driven by higher EBITA but dampened slightly by increased interest costs and amortizations
- 3- and 5-year rolling 4Q earnings per share CAGR, were 12% and 14%

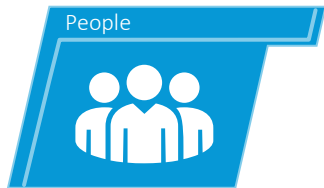
Strong financial position



- The interest-bearing net debt increased since last quarter to SEK 9,490 million (10,166), mainly due to dividend pay out
- Net debt/equity ratio was 63% (74%)
- Net debt/EBITDA was 1.7x (1.9x).
Excluding earn-out liabilities 1.6x (1.7x)

Sustainability as a business opportunity

INDUTRADE SUSTAINABILITY AWARDS 2024



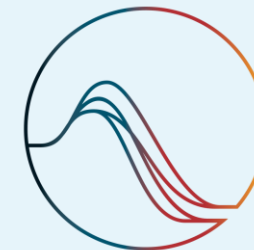
YTM



ETP
ETP Transmission AB



 **BPI**



SCIENCE
BASED
TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

Updated targets to be
validated and approved by
SBTi

Key takeaways

- Stable demand and increasing net sales, despite challenging references.
- Solid EBITA margin and cash flow.
- High acquisition pace – 12 acquisitions so far in 2024, with combined annual sales of SEK 1.1 billion.
- The uncertainty around the general business climate remains for the second half of the year.
- Somewhat easier references, the strong acquisition pace and solid back log support the development the coming quarters.
- Well positioned for further growth with a strong portfolio of entrepreneurial companies in a new Group structure!



Thank you!

Q&A



Indutrade

Financial calendar & contact details

25 OCTOBER 2024

Interim Report Q3 2024

30 JANUARY 2025

Year-end Report 2024

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