



An entrepreneurial world
where people make the difference



Q3 Report 2021

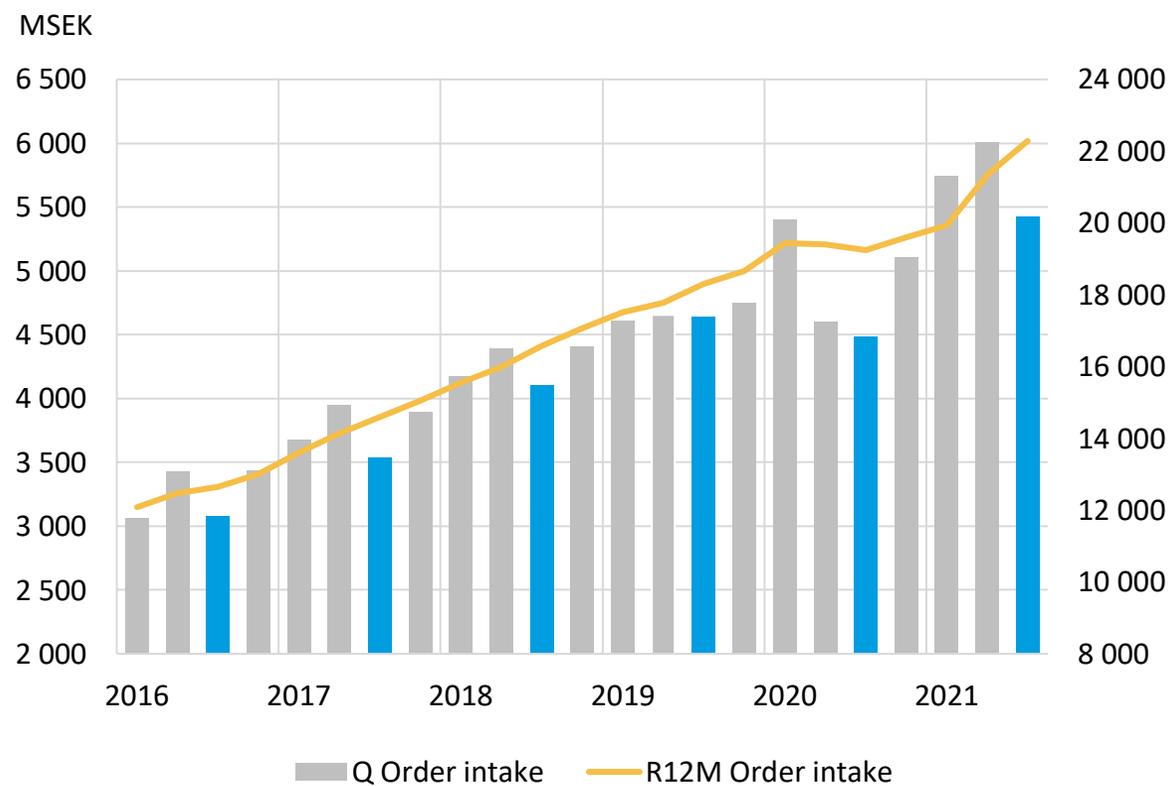
Bo Annvik, President and CEO
Patrik Johnson, CFO

28 October 2021

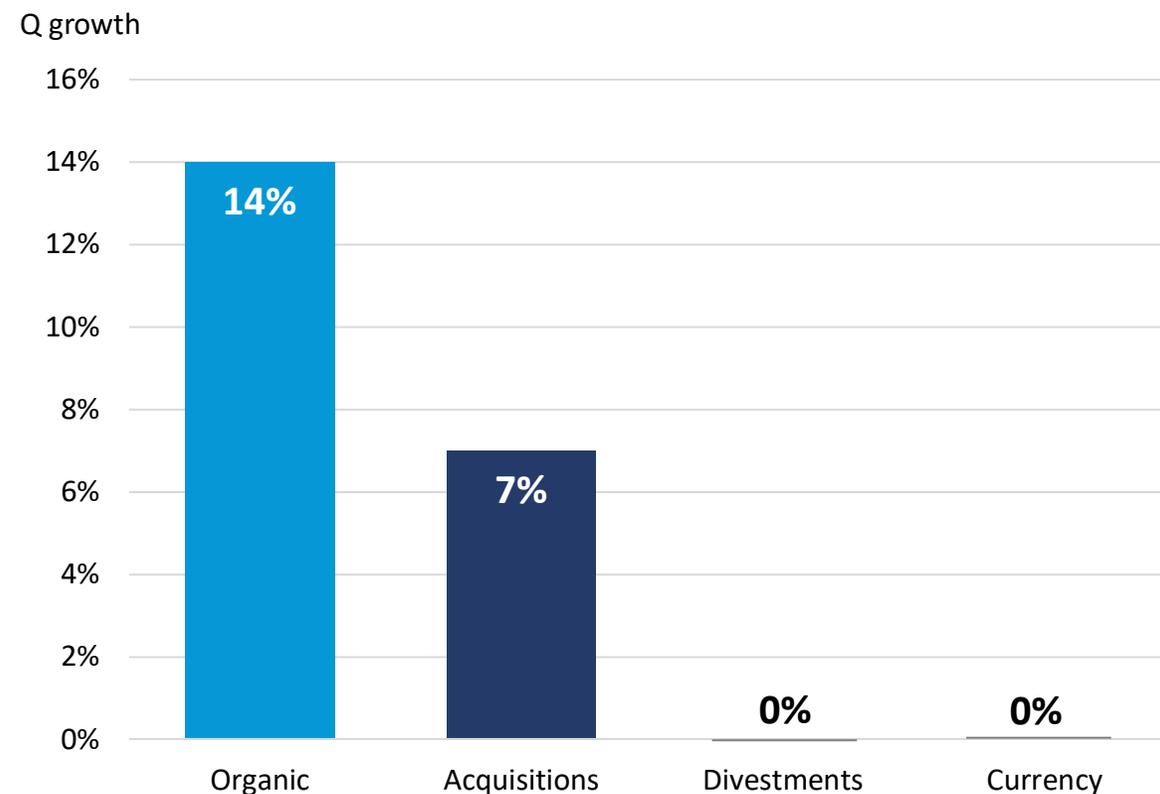
Highlights third quarter 2021

- Continued strong demand and positive development in almost all companies, segments and countries
- Organic order intake +14% and net sales +8%
- Increasing supply chain issues, the overall impact continued to be limited
- All time high EBITA margin!
- Improved working capital efficiency
- In total 13 acquisitions in 2021, with annual turnover > SEK 1 billion – strong pipeline!

Order intake



QUARTERLY GROWTH



5,428 MSEK

Q GROWTH

+21%

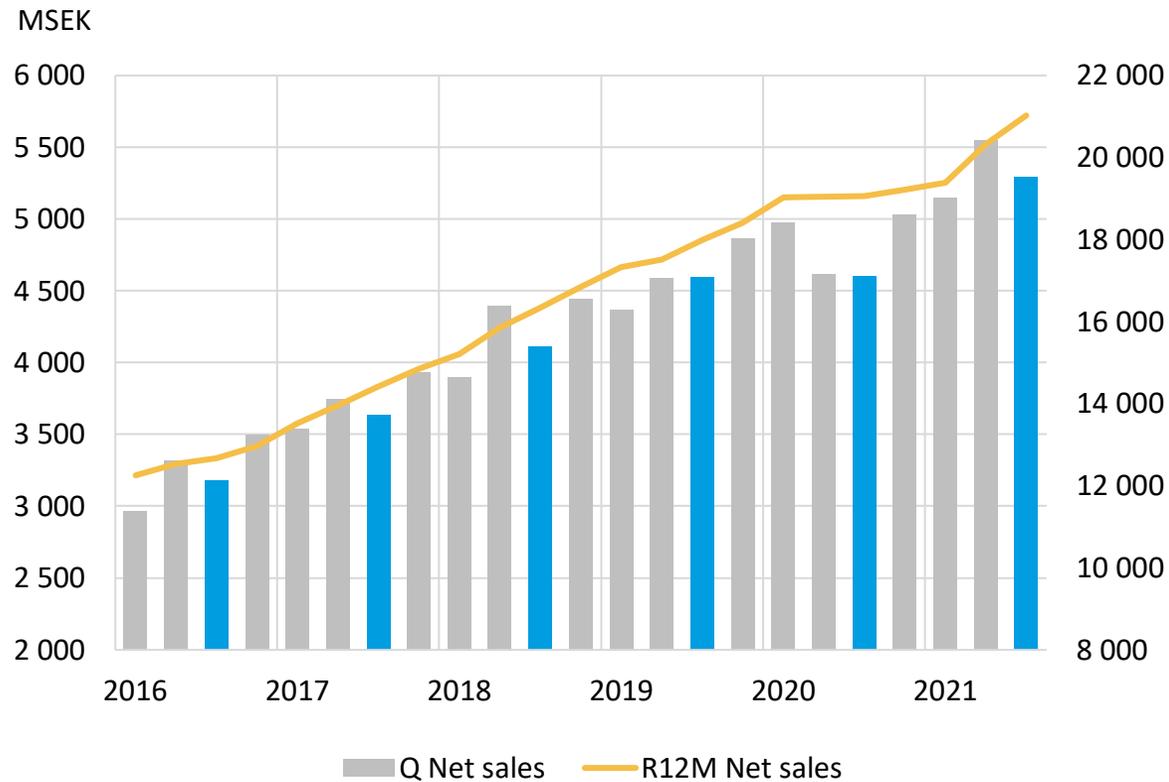
YTD GROWTH

+19%

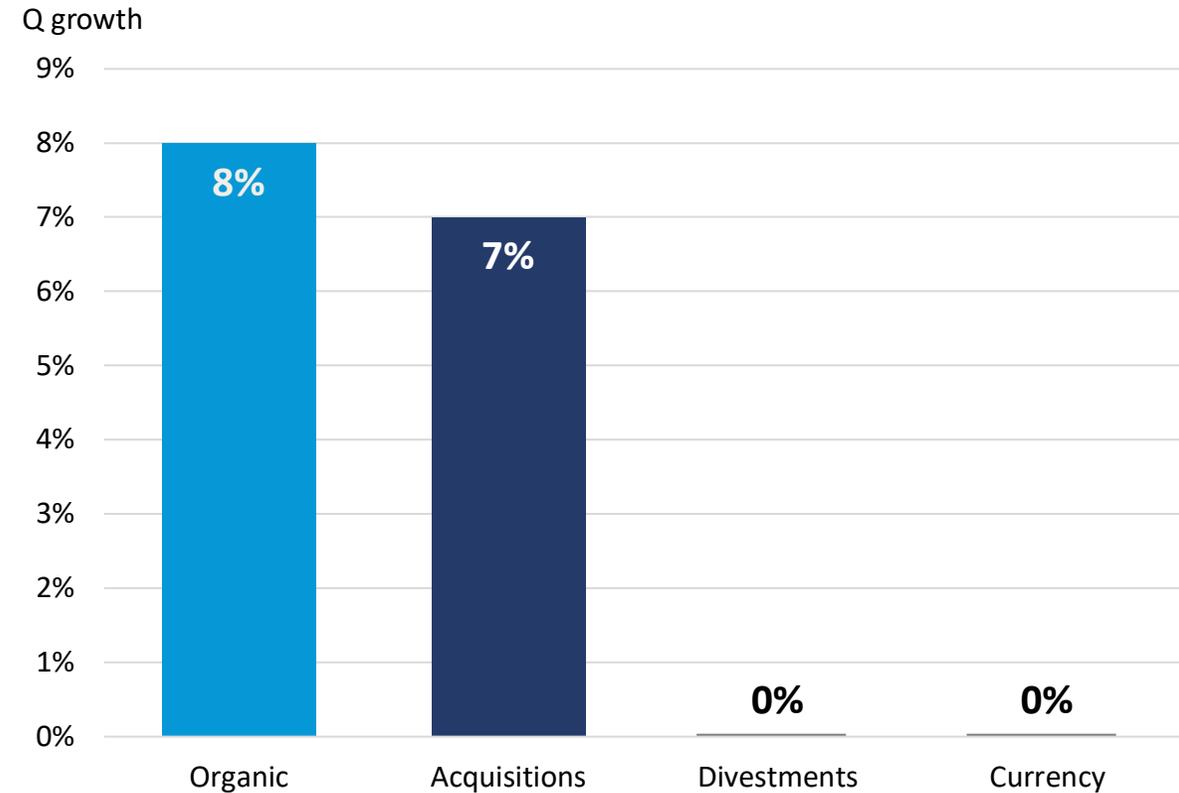
R3Y CAGR

+10%

Net sales

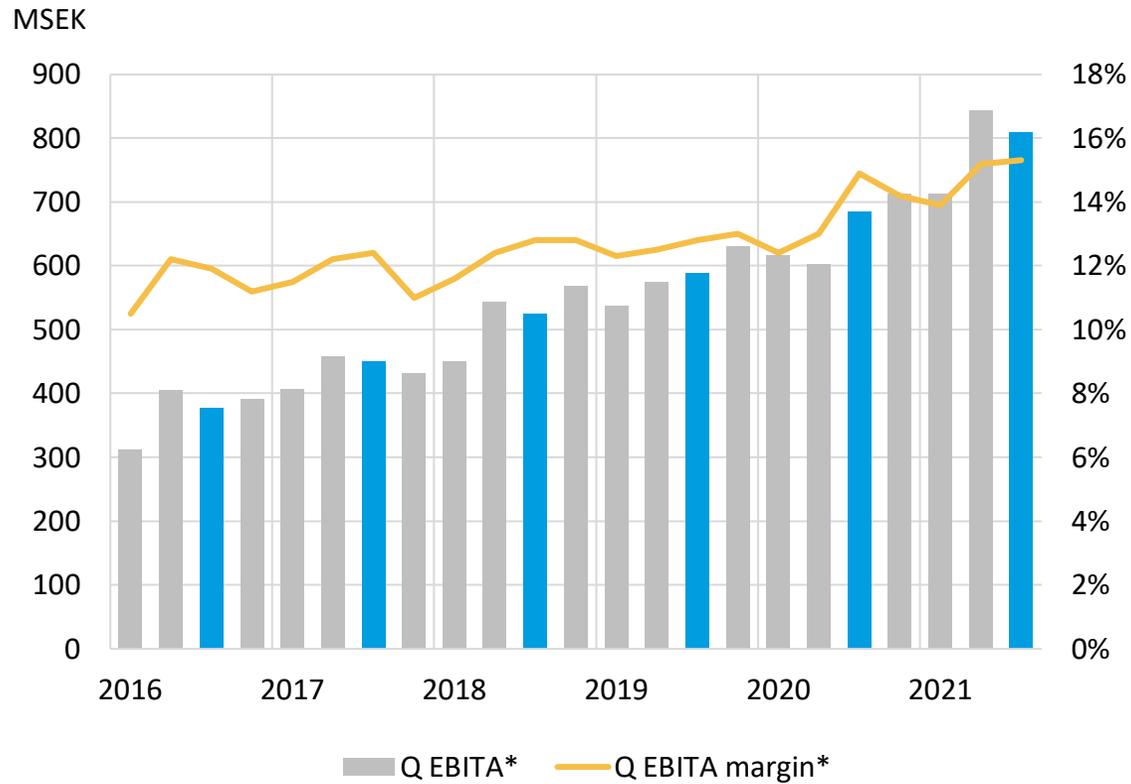


QUARTERLY GROWTH

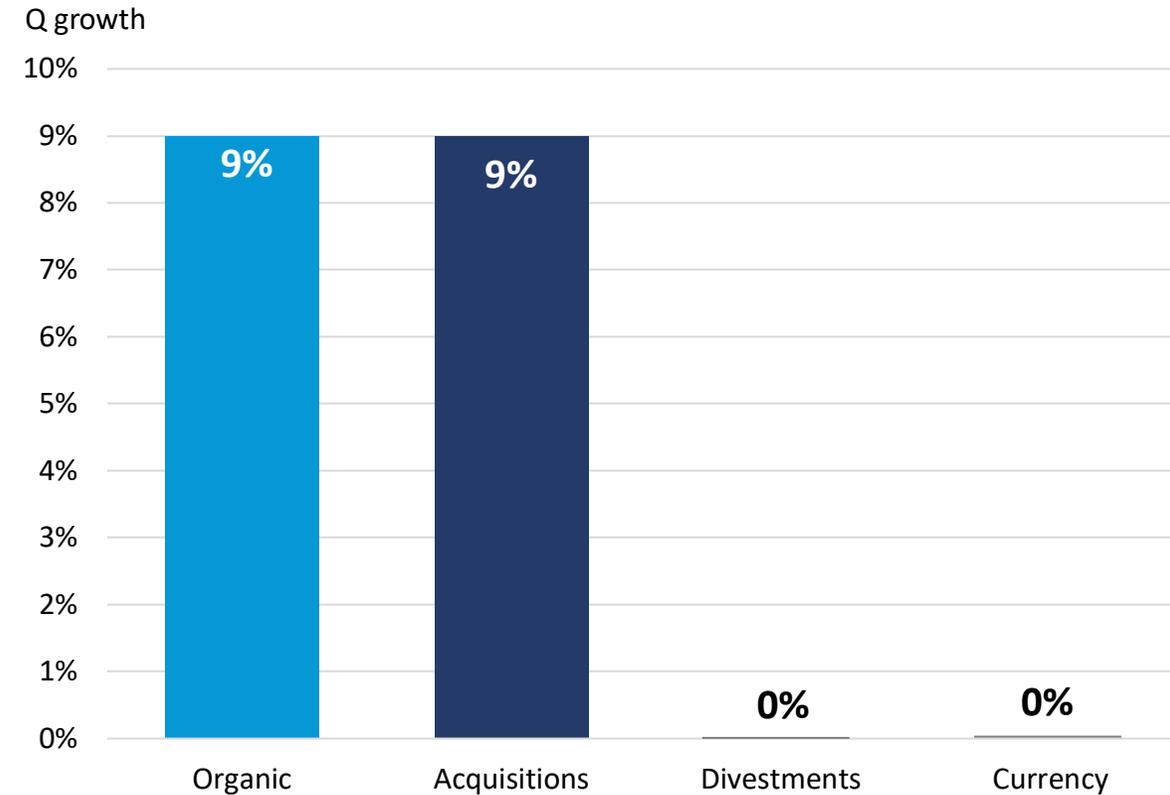


	Q GROWTH	YTD GROWTH	R3Y CAGR
5,290 MSEK	+15%	+13%	+9%

EBITA



QUARTERLY GROWTH



*) Excluding restructuring costs 2017-Q4

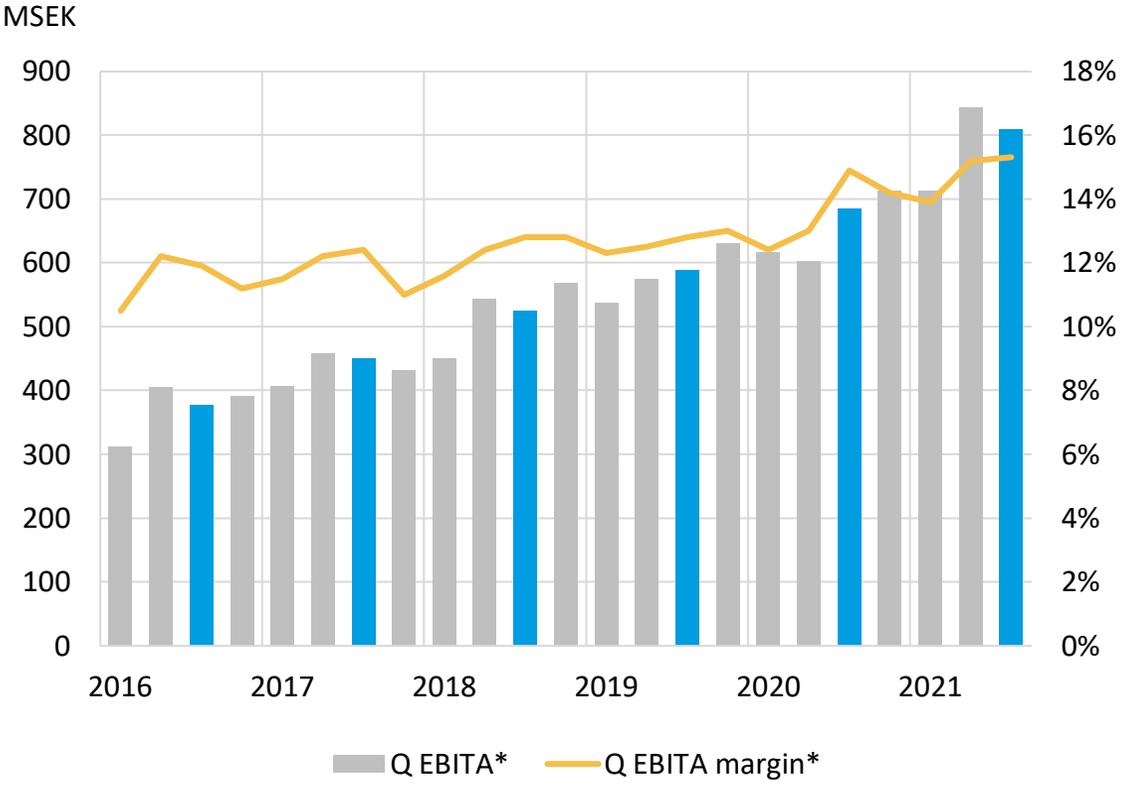
810 MSEK

Q3-21 MARGIN
15.3%

Q GROWTH
+18%

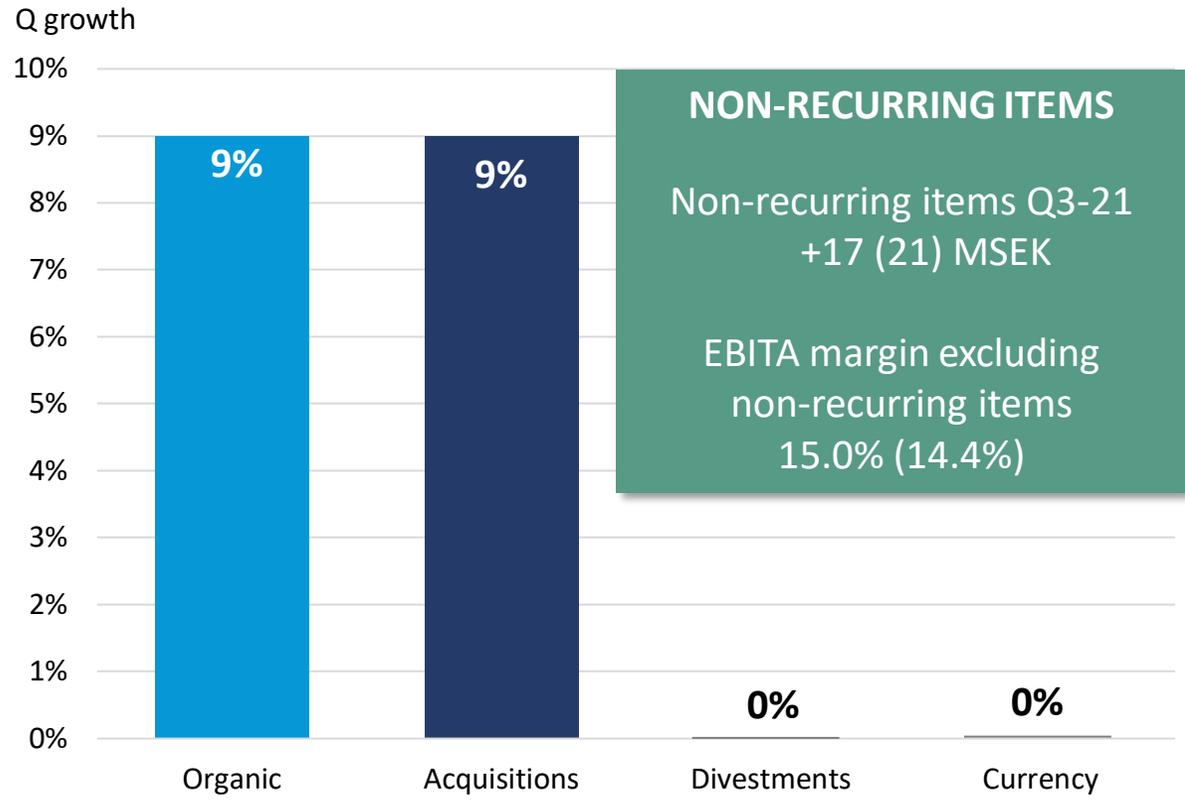
YTD GROWTH
+24%

EBITA



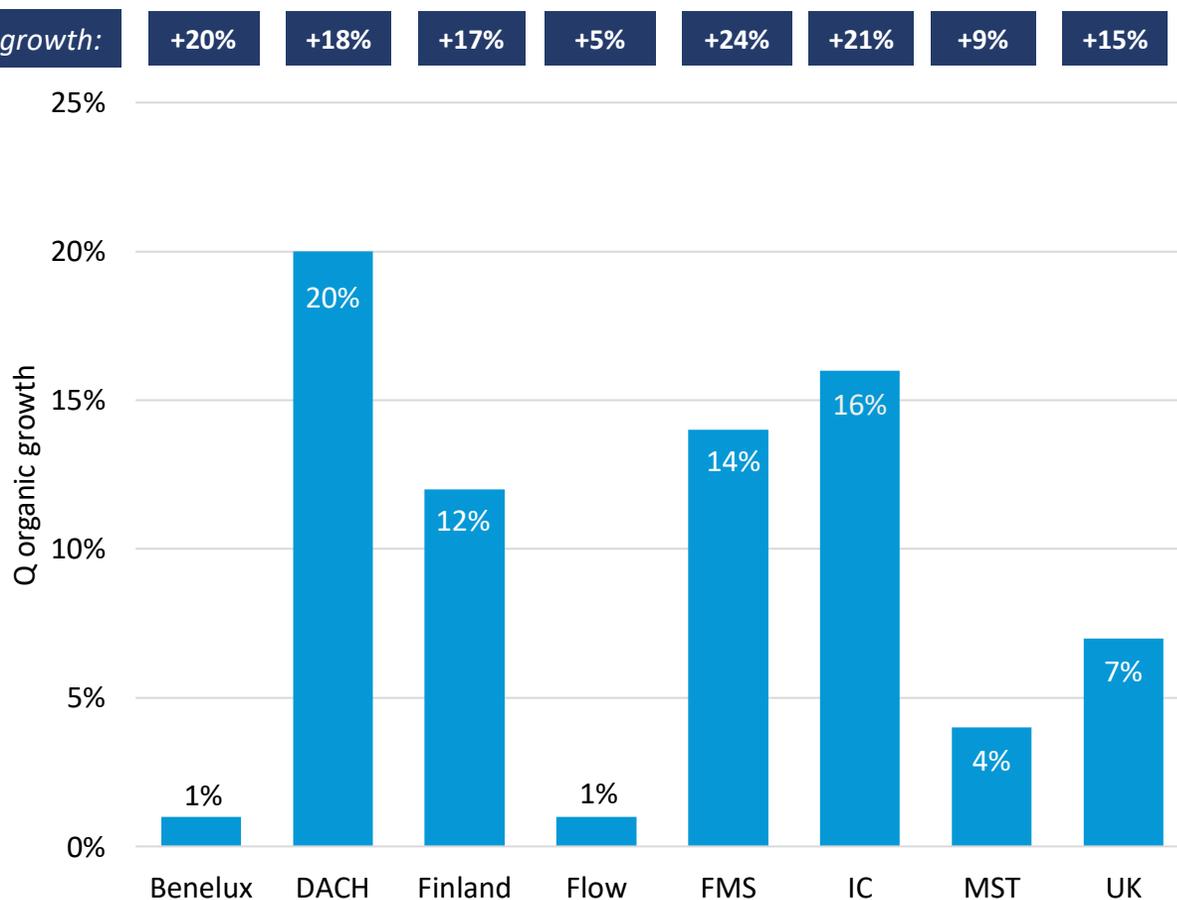
*) Excluding restructuring costs 2017-Q4

QUARTERLY GROWTH



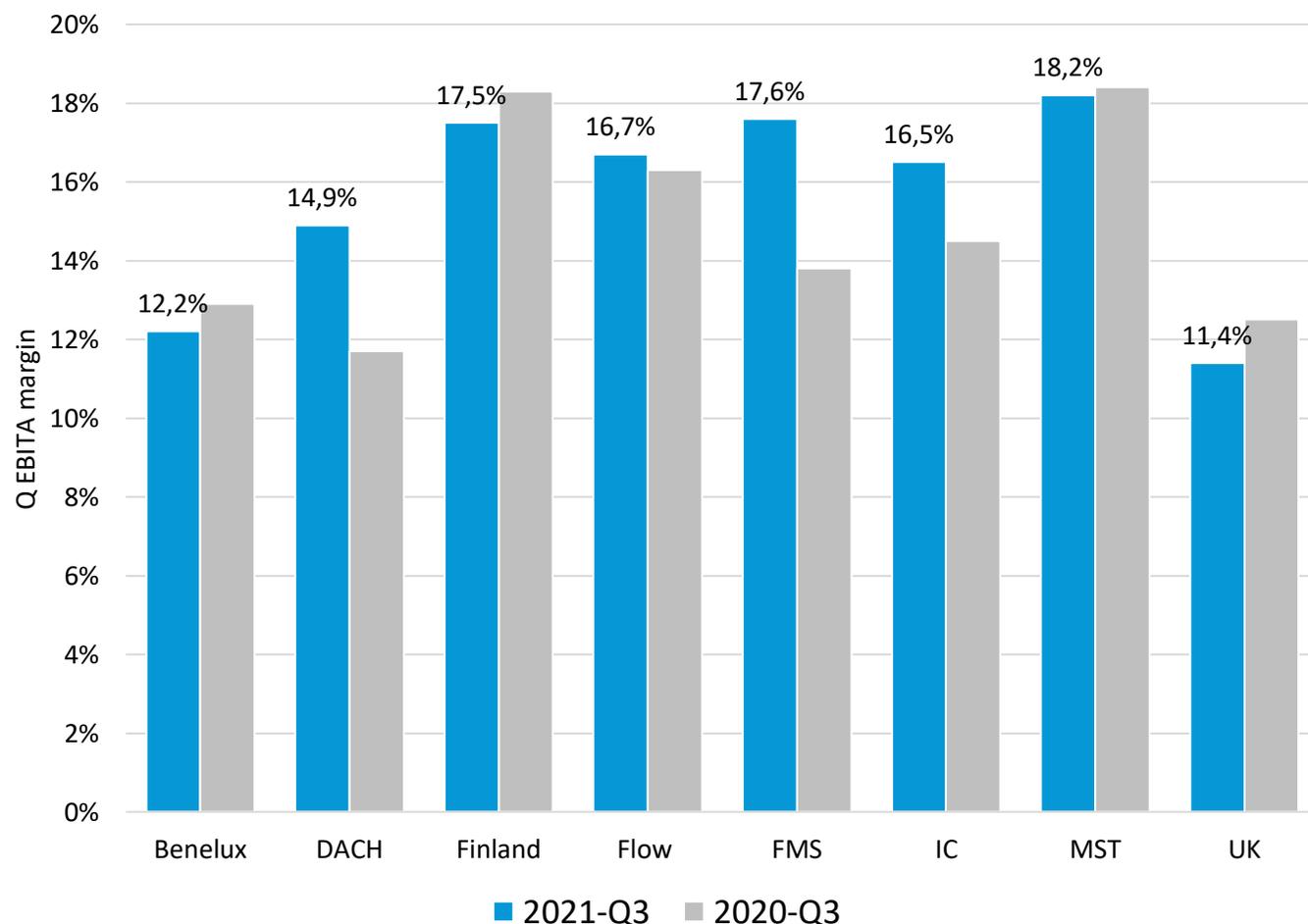
Q3-21 MARGIN	Q GROWTH	YTD GROWTH
810 MSEK	15.3%	+18%
		+24%

Organic sales growth Q3 by Business Area



- Demand improved broadly with positive sales development in almost all companies, segments and countries
- All Business Areas reported high sales levels and grew organically
- Strongest organic growth in Business Areas DACH and Industrial Components, supported by continued positive development within MedTech and Pharma customer segments
- Slightly weaker growth in Business Areas Benelux and Flow, mainly due to stronger references Q3-20

EBITA margin by Business Area



- All time high EBITA margin
- Improved gross margin despite price increases from suppliers
- Strongest improvements in Business Areas DACH and Fluids & Mechanical Solutions, mainly driven by positive organic sales development
- Improved EBITA margin in many companies in Business Areas UK and Benelux, however partly offset by weaker development in valves for power generation (Benelux), and unfavourable product mix (UK)
- Positive development among newly acquired companies

Acquisitions 2021

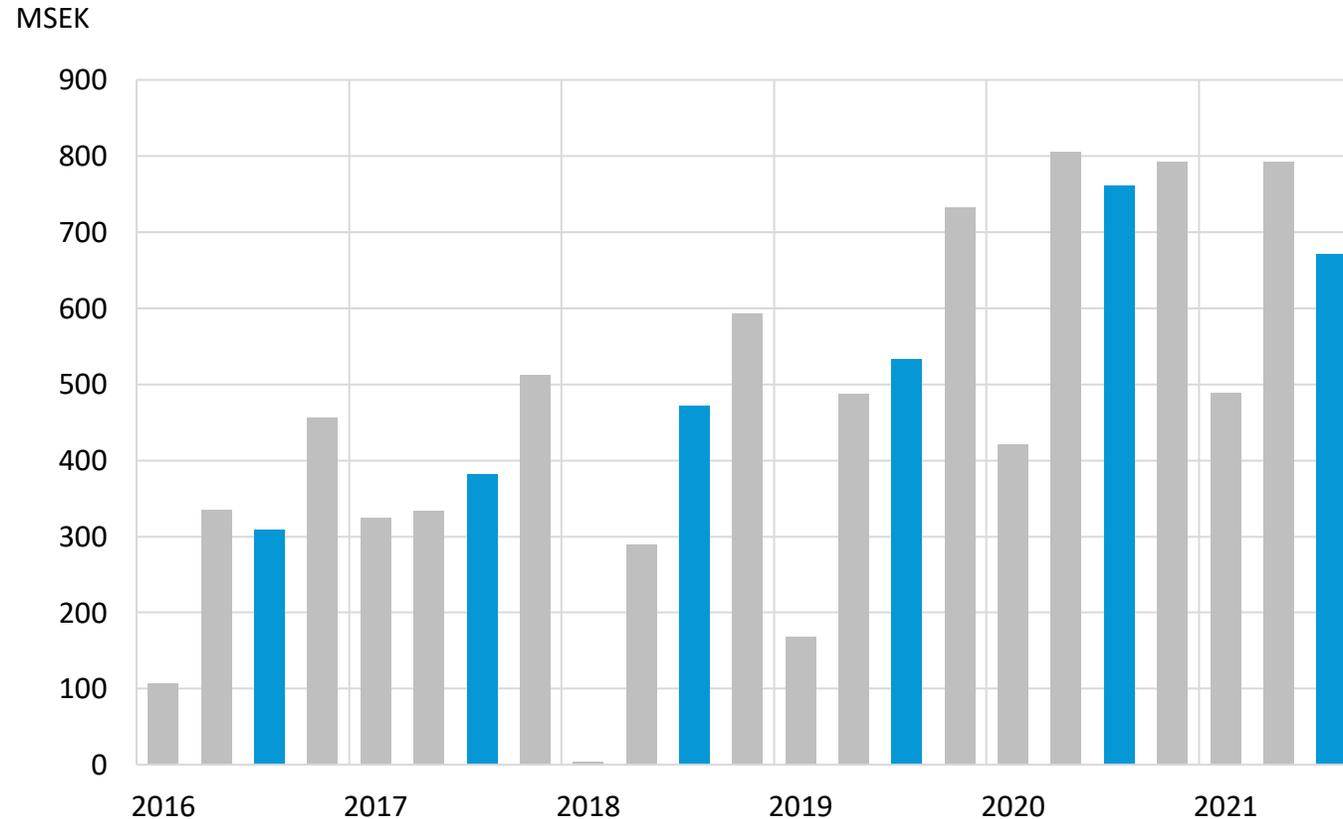
Acquisitions	Business Area	Annual Sales
Q1	 Pistesarjat Oy Finland	100 MSEK
	 Tecno Plast Industrietechnik GmbH Benelux	230 MSEK
	 Fire Proof B.V. Benelux	70 MSEK
	 Typhoon Group Benelux	40 MSEK
	 Efcon Water B.V. Benelux	20 MSEK
Q2	 CKJ Steel A/S Fluids & Mechanical Solutions	140 MSEK
	 Lamisa Teknik AB Industrial Components	23 MSEK
	 Buhl & Bønsøe A/S Industrial Components	40 MSEK
Q3	 Atlas Industrial Print AB Fluids & Mechanical Solutions	50 MSEK
	 Advance Welding Ltd UK	50 MSEK
Q4	 Alflow Scandinavia A/S Flow Technology	140 MSEK
	 SILROC CZ a.s. DACH	35 MSEK
	 Italprotec Industries S.r.l. DACH	100 MSEK
Total		1 038 MSEK



Key data summary

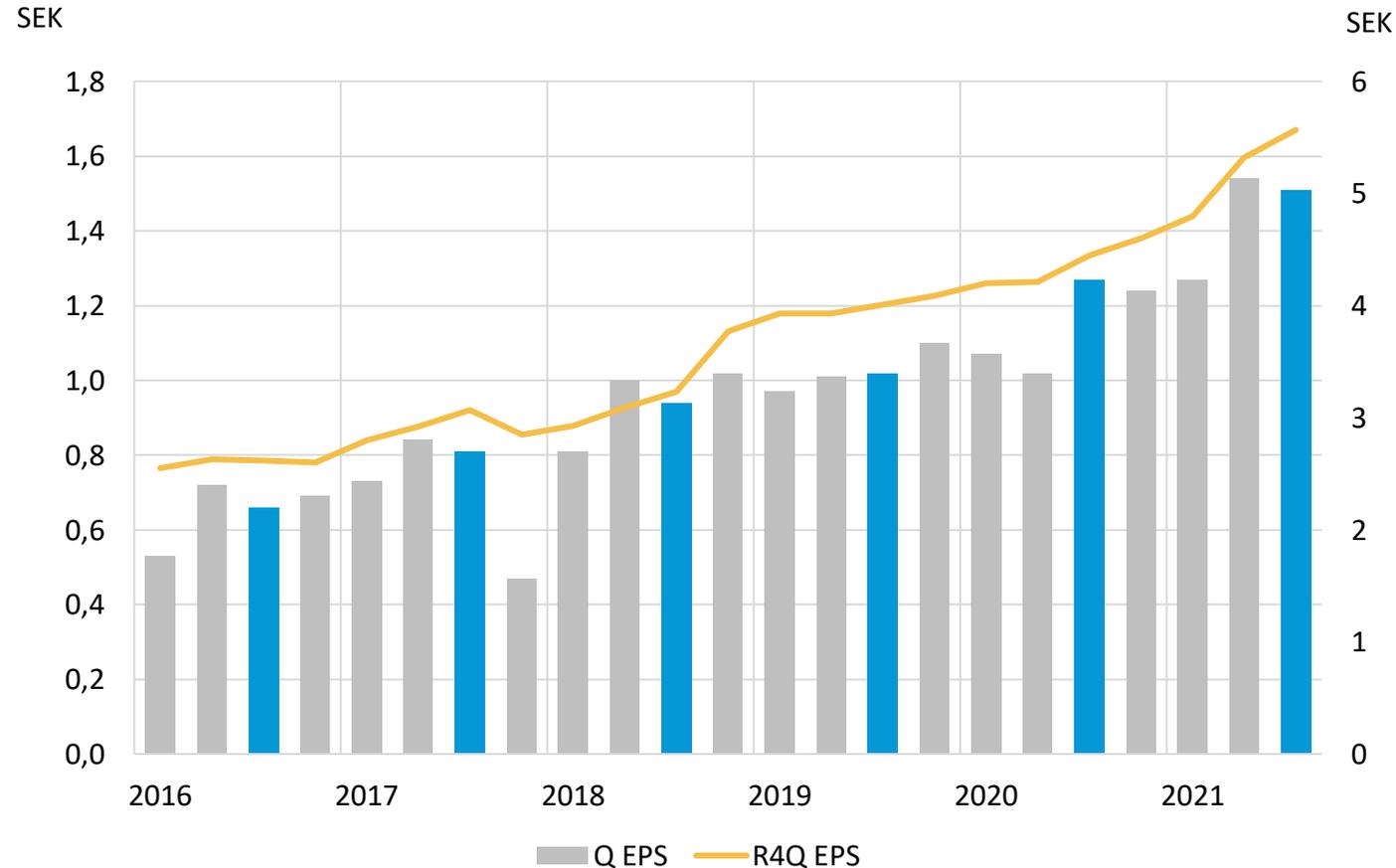
MSEK	2021-Q3	2020-Q3	Change	2021-YTD	2020-YTD	Change
Order Intake	5,428	4,486	21%	17,181	14,491	19%
Net Sales	5,290	4,599	15%	15,989	14,189	13%
Gross margin, %	35.1	33.6		34.7	33.8	
EBITA	810	685	18%	2,366	1,903	24%
EBITA-margin, %	15.3	14.9		14.8	13.4	
Net financial items	-20	-26	-23%	-78	-93	-16%
Tax	-146	-115	27%	-439	-333	32%
Earnings per share (before dilution), SEK	1.51	1.27	19%	4.32	3.36	29%
Return On Capital Employed, %	22	19		22	19	
Cash Flow from operating activities	671	761	-12%	1,952	1,988	-2%
Net debt / EBITDA, times	1.3	1.5		1.3	1.5	

Cash Flow from operating activities



- Continued good cash flow level
- Operating cash flow during the quarter was 671 (761) MSEK
- The decline versus last year was mainly due to an increase in the working capital. Last year working capital decreased.
- The working capital efficiency improved further during the quarter

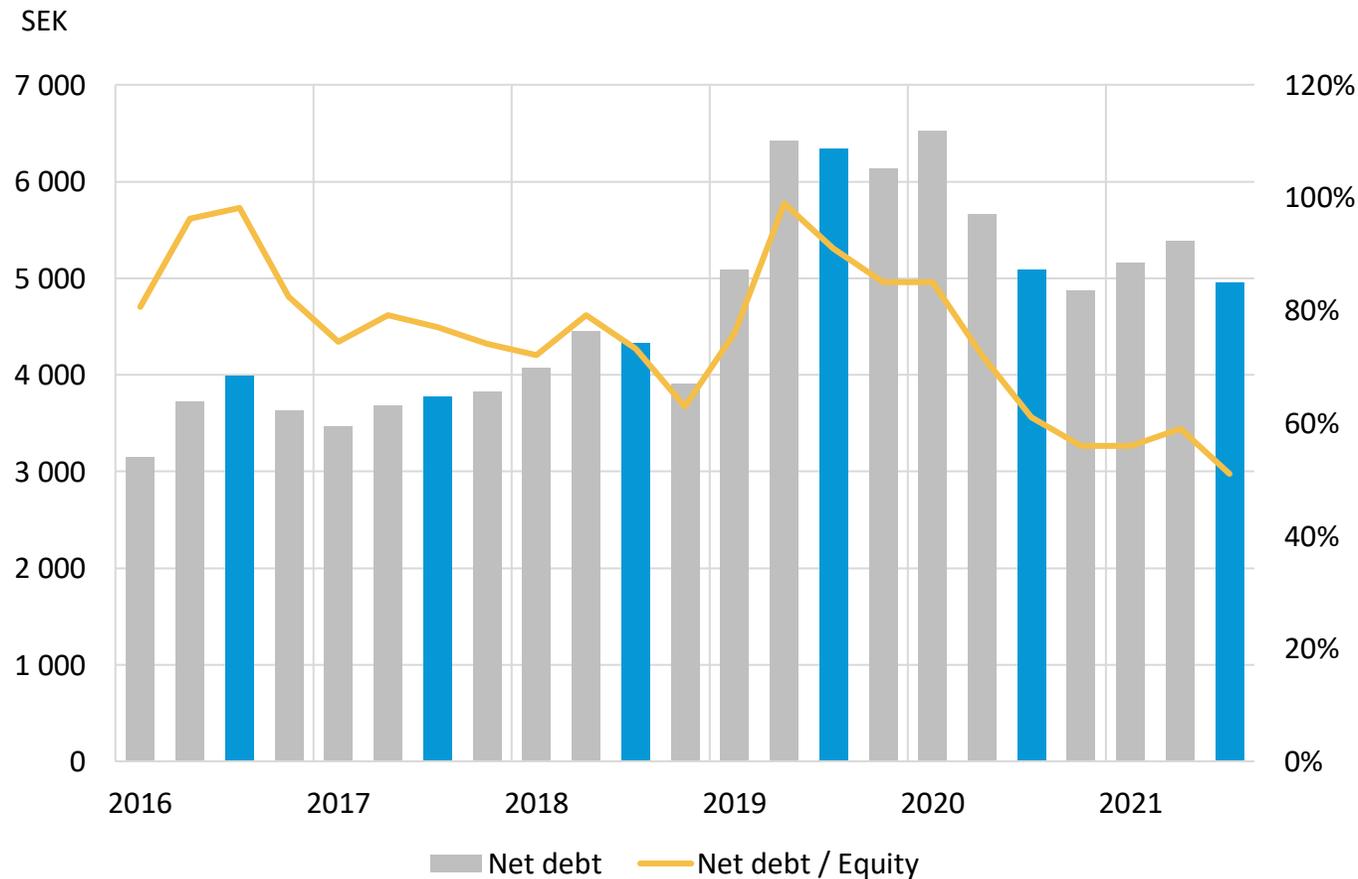
Earnings per share



- EPS during the quarter grew 19% to SEK 1.51 (1.27)
- Improvements mainly driven by higher EBITA
- 3- and 5-year rolling 4Q earnings per share CAGR*, were 17% and 16%

* Adjusted with the Meson restructuring in 2017-Q4

Net debt



- The interest-bearing net debt decreased to 4,958 (5,088) MSEK
- The decrease was mainly due to a strong operational cash flow
- Net debt/equity ratio was 51% (61%)

Strategic cornerstones – for sustainable profitable growth

DIGITALISATION & “NEW NORMAL”



People

talent management



Knowledge

sharing



Sustainability

as a business opportunity



Indutrade

toolbox

STRUCTURED AND PROFESSIONAL GOVERNANCE FRAMEWORK

Key takeaways

- Continued strong demand with positive development in most companies, segments and countries
- All time high EBITA margin and improved capital efficiency
- Strong order backlog and expected continued good demand
- Supply chain issues likely to continue, but likely to be manageable
- So far 13 acquisitions in 2021 with turnover > 1 billion SEK – good pipeline ahead
- Well positioned for continued sustainable profitable growth, organically as well as through acquisitions

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 parallel lines, 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. A white, ribbed shirt cuff is visible on the right side of the frame.

Indutrade

Financial calendar & contact details

2 FEBRUARY 2022

Year End Report 2021

29 APRIL 2022

Interim Report 1 January – 31 March 2022

19 JULY 2022

Interim Report 1 January – 30 June 2022

28 OCTOBER 2022

Interim Report 1 January – 30 September 2022

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entrepreneurs