



ADDTECH

NIKLAS STENBERG

President and CEO

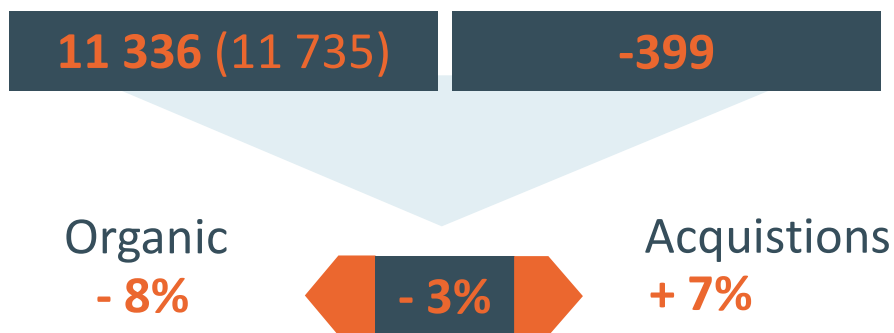
THE FINANCIAL YEAR 2020/2021



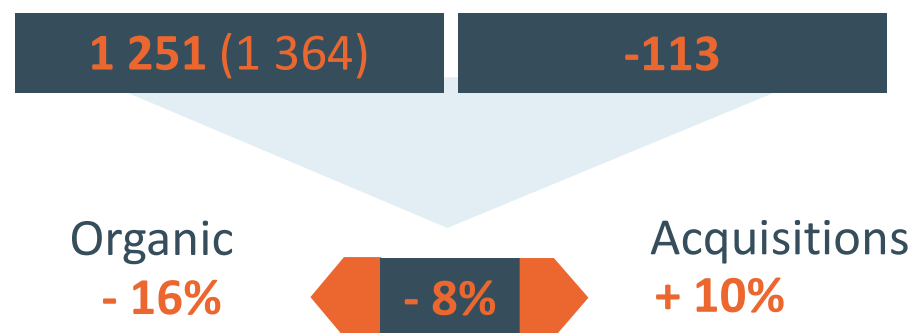
- Extraordinary year affected by the COVID-19 pandemic
- Favorable resilience thanks to high business pace and good cost control
- 14 acquisitions in attractive niches despite the uncertainty
- Updated vision for future growth

A PROOF OF STRENGTH IN A CHALLENGING WORLD

Net sales 2020/2021 (MSEK)



Operating profit EBITA 2020/2021 (MSEK)



EBITA-margin: 2018/2019 = 10.7 %
2019/2020 = 11.6 %
2020/2021 = 11.0 %

GOOD HEDGE GAVE STABLE OUTCOME

Customer Segment	Share	Example
➔ Energy	20%	    
➔ Transportation	8%	 
➔ Mechanical Industry	13%	   
➔ Vehicle	9%	    
➔ Forestry & Process	13%	   
➔ Building & Installation	9%	    
➔ Electronics	6%	   
➔ Medical Technology	8%	  
➔ Data & Telekom	6%	  
➔ Other	8%	    

STRONG ACQUISITION PACE

Acquisition	Business Area	Access	Net sales*, SEK m	Employees*
 Elkome Group Oy	Automation	April, 2020	85	38
 Peter Andersson AB	Energy	April, 2020	30	9
 Valutec Group AB	Industrial Process	April, 2020	350	45
 Fluidcontrol Oy	Components	September, 2020	41	20
 Kaptas Oy	Automation	September, 2020	41	27
 Elsystem i Perstorp AB	Automation	September, 2020	40	18
 Martin Bruusgaard AS	Industrial Process	September, 2020	108	30
 Satco Komponent AB	Components	October, 2020	18	2
 Skyltar & Märken Gruppen AB	Energy	October, 2020	60	23
 OF-Beteiligungs AG	Power Solutions	December, 2020	170	35
 Powernor AS	Power Solutions	January, 2021	35	6
 Synective Labs AB	Automation	January, 2021	30	27
 Impact Air Systems Ltd. och Impact Technical Services Ltd.	Industrial Process	January, 2021	95	33
 Fairfield Trading Company Ltd.	Power Solutions	March, 2021	37	8

*Full year basis at access

14 acquisitions during the financial year

1 140 MSEK total annual sales

321 new employees

9 acquisitions after the end of the year



A VERY GOOD START TO THE NEW YEAR

Net sales 1 April – 30 Juni (MSEK)

3 279 (2 805)

+474

Organic
+ 11%



Acquisitions
+ 8%

- Demand was very strong in most customer segments and geographies
- All business areas enjoyed good development over the quarter
- Continued high acquisition rate and good cost control
- Earnings growth of 31 percent with favorable margins

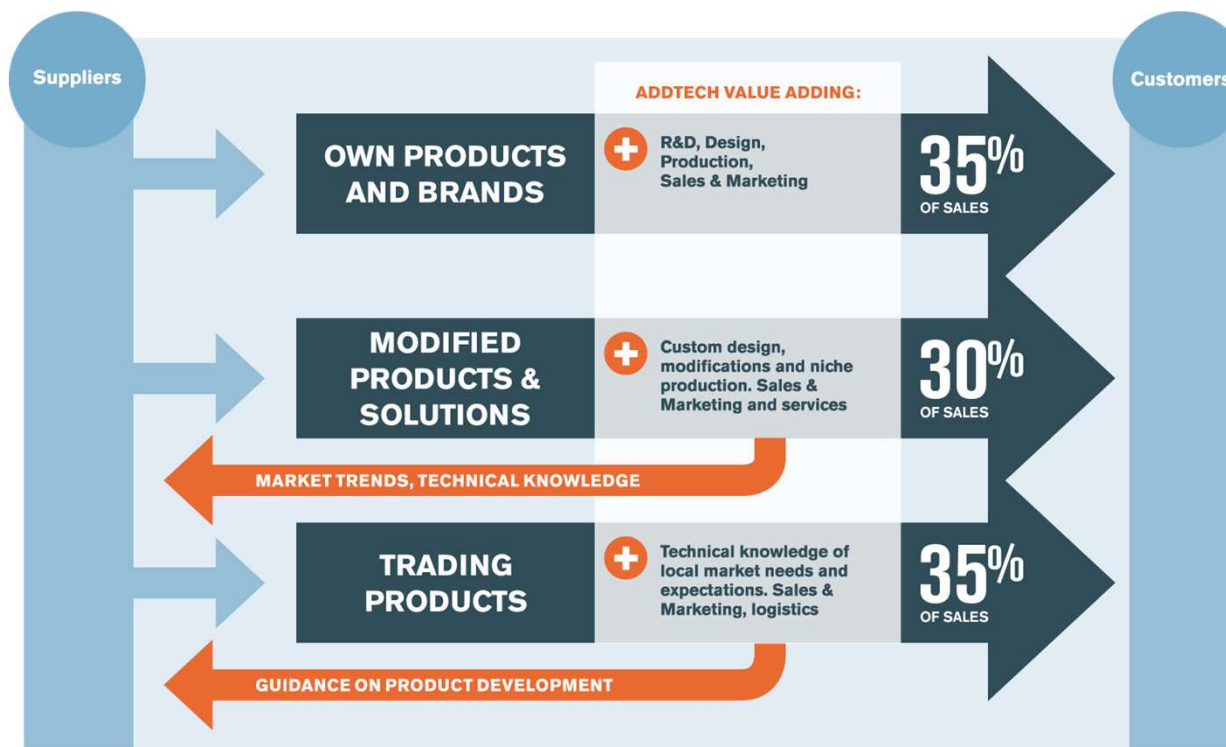
UPDATED VISION FOR FUTURE GROWTH

Leading technical solutions for a sustainable tomorrow



- Increased share of value add
- Catalyst for sustainable growth
- Adding passion for people and entrepreneurship

BUSINESS MODEL FOR CONTINUED VALUE CREATION



- Decentralized organisation
- Constant increase of value-add in relation to trading products over the years
- A mix between own products and brands, customized solutions and trading products
- Trading products always a fundamental part of our model

SUSTAINABILITY IS A KEY DRIVER



AUTOMATION



COMPONENTS



ENERGY



INDUSTRIAL PROCESS



POWER SOLUTIONS



GROWTH DRIVERS

- Industry 4.0
- Smart cities
- Internet of Things

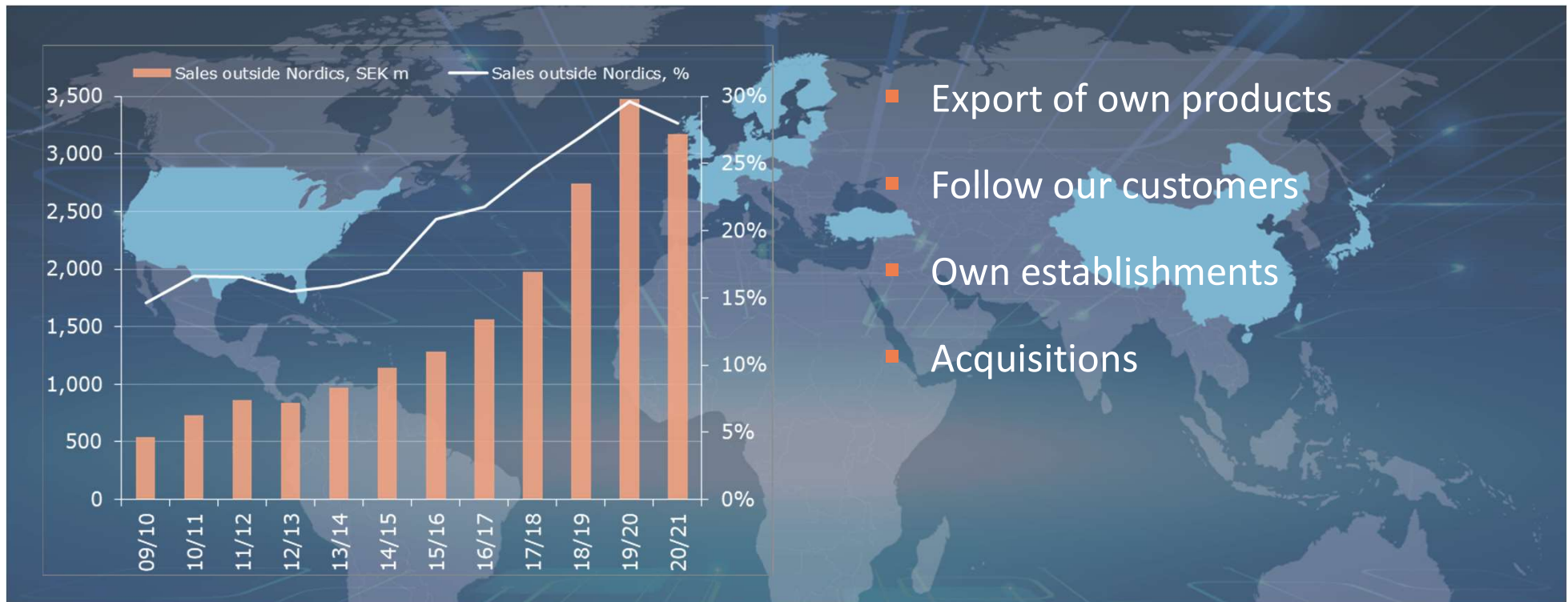
- Electrification
- Environmental development
- Technological development

- Renewable energy
- Grid development
- Higher level of tech in installation

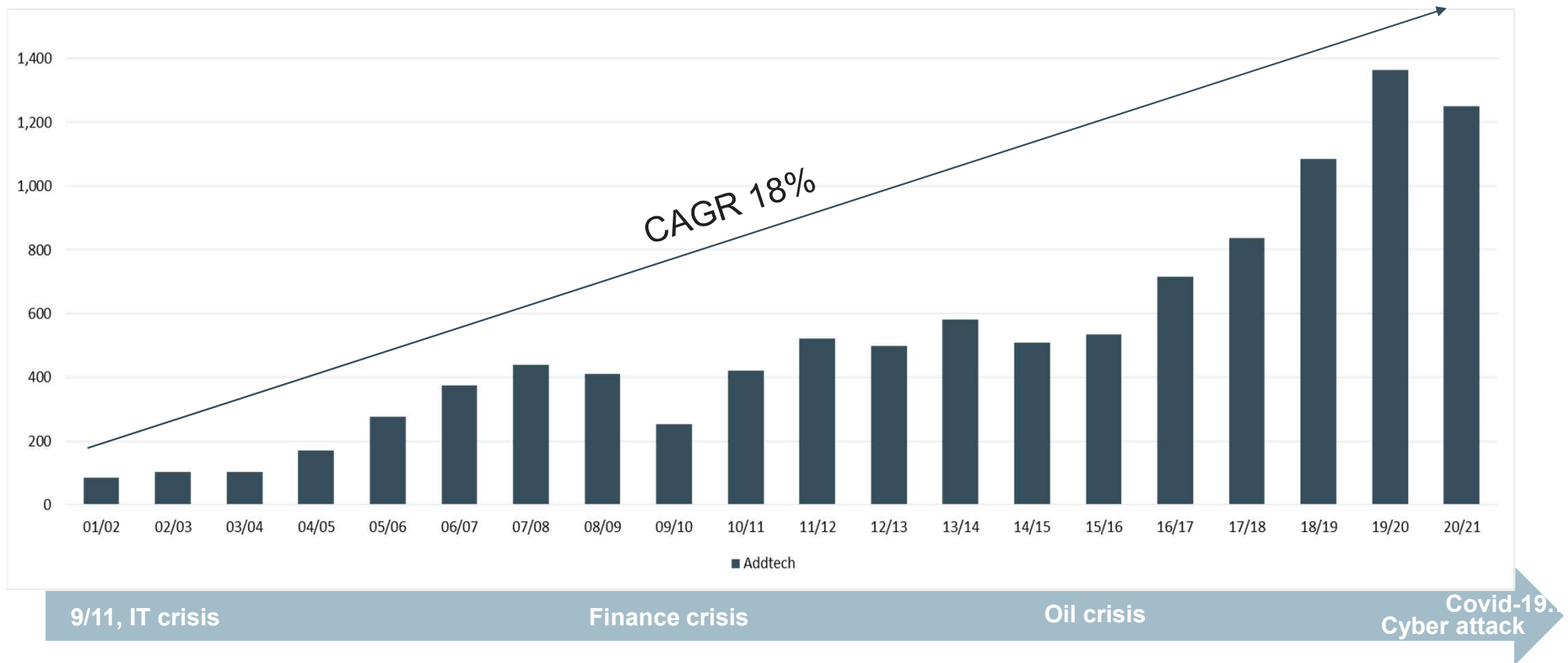
- Environmental regulations
- Optimization and safety
- New products in flow processing

- Electrification
- Increased focus on ergonomy
- Increased focus on batteries

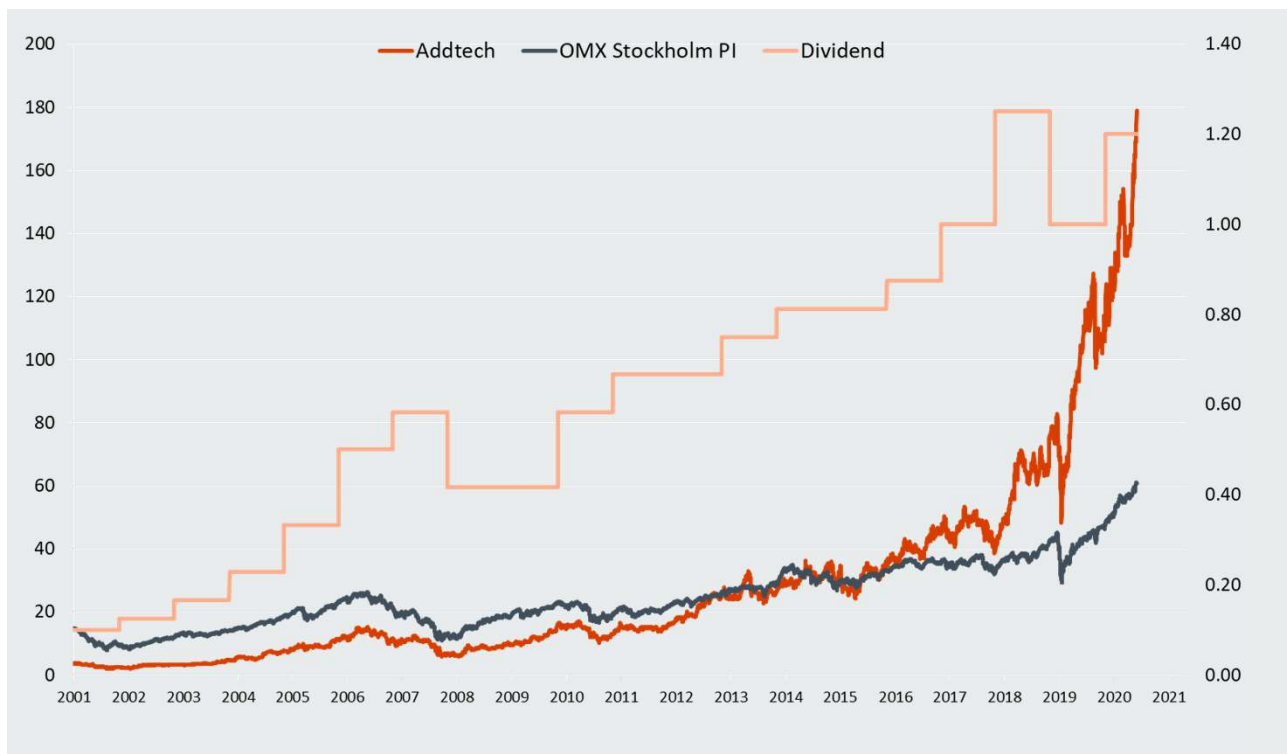
ACCELERATED INTERNATIONAL EXPANSION



SOLID TRACK RECORD OF PROFITABLE GROWTH...



...AND SHAREHOLDER VALUE CREATION



	OMX	ADDTECH
Total return over 20 years	345%	5 139%
Yearly average	8%	22%
Yearly total return incl dividend		23%

SUMMARY

- A proof of strength in a challenging world
- Stable result thanks to high business pace and good cost control
- Continued high acquisition pace and attractive pipeline of ongoing projects
- A very good start to the new year – strong position for future growth
- 20th anniversary – considerable shareholder value created

