



Annual General Meeting June 26, 2020

Per Samuelsson, President and CEO

BEIJER GROUP in brief



Proforma sales pace at present

~1,6 BSEK

 800 employees at present

Solutions in our everyday lives



Innovations within mission-critical industrial digital technology and IIoT

In contact with our markets



- Factory/Distribution centre/Product development
- Sales entity

Trusted supplier to world-leading companies

ALSTOM



TOSHIBA

ABB



BOMBARDIER

STADLER



FMC Technologies



SEW
EURODRIVE



Knowledge grows

Driving the world

Densitron



Honeywell
THE POWER OF CONNECTED



OTIS



BEIJER
GROUP

Strong owners

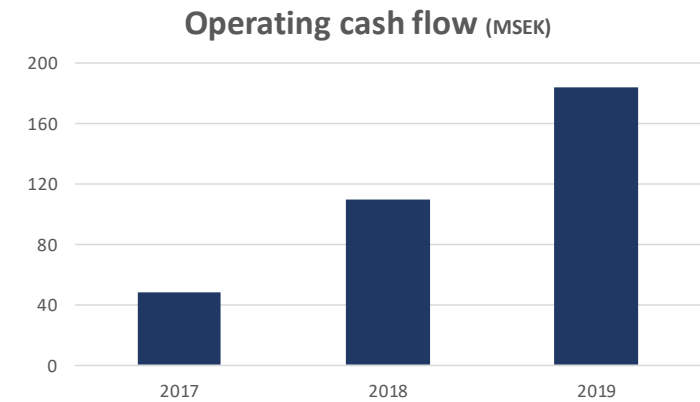
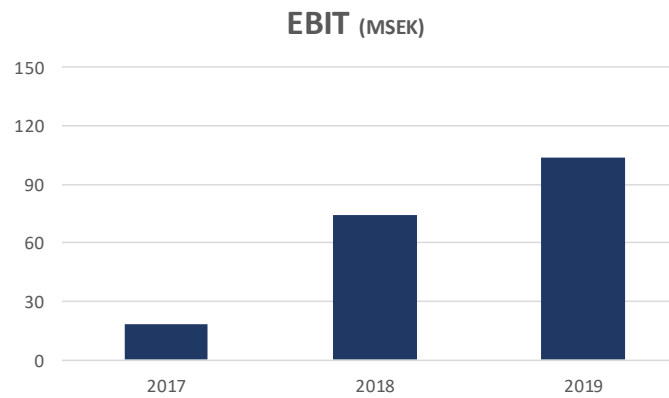
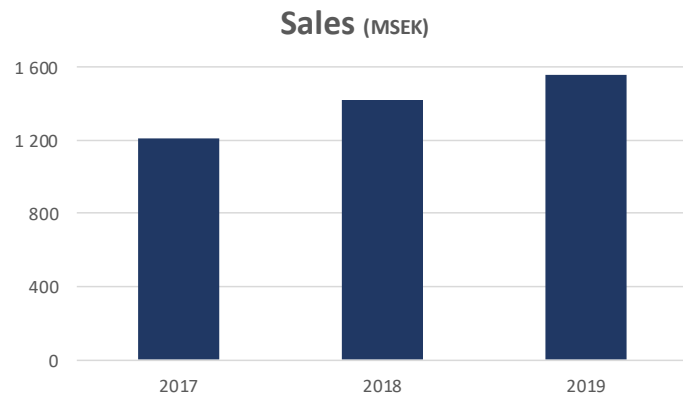
▶ Stena Adactum	29.1%
▶ Svolder	15.1%
▶ Nordea Investment Funds	10.9%
▶ 4:e AP-fonden	7.6%
▶ Humle Kapitalförvaltning	4.8%
▶ Cliens Funds	3.6%



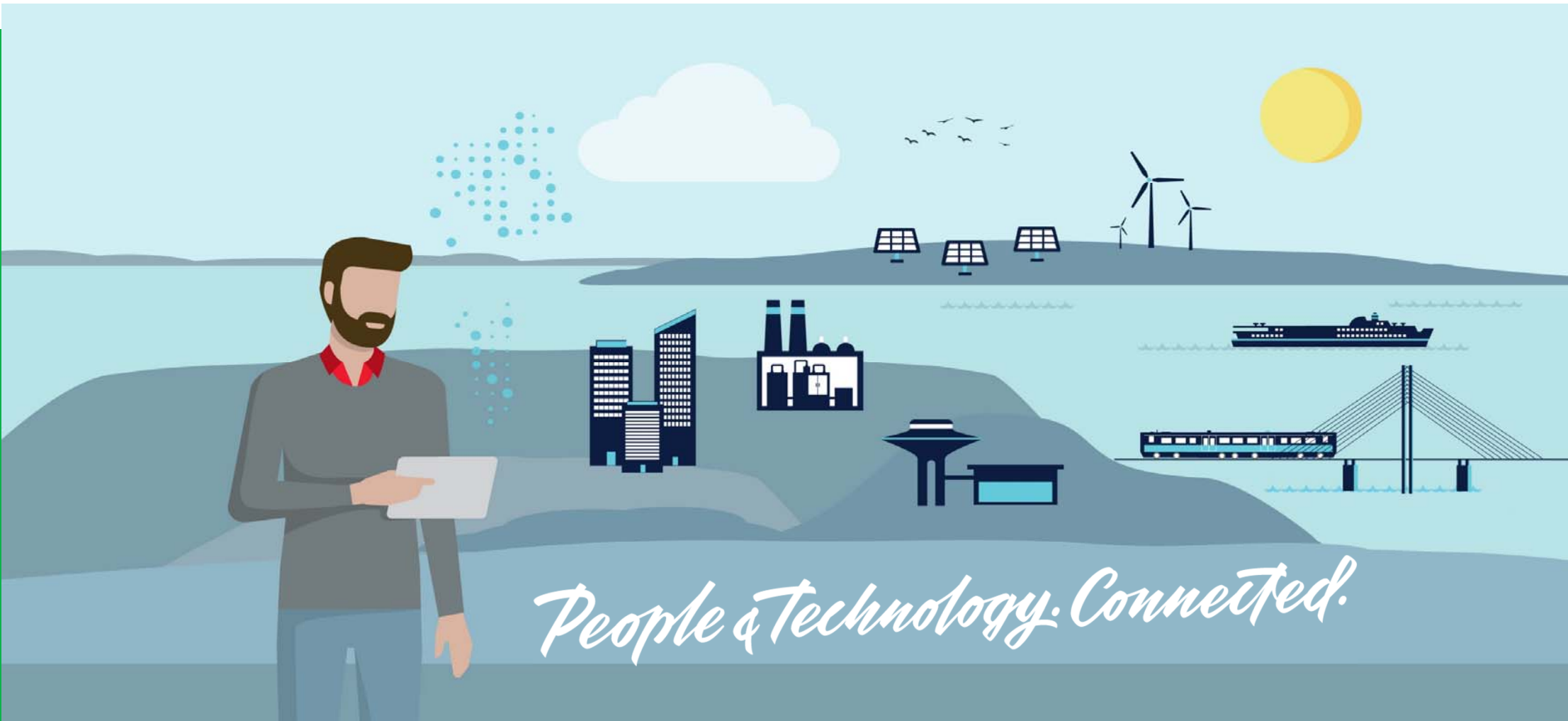
Top 6 represents ~71%

by 29/5/2020

Key figures the last three years



- ▶ The extensive changes implemented since 2016 start to pay off in financial performance
- ▶ Good foundation for moving forward



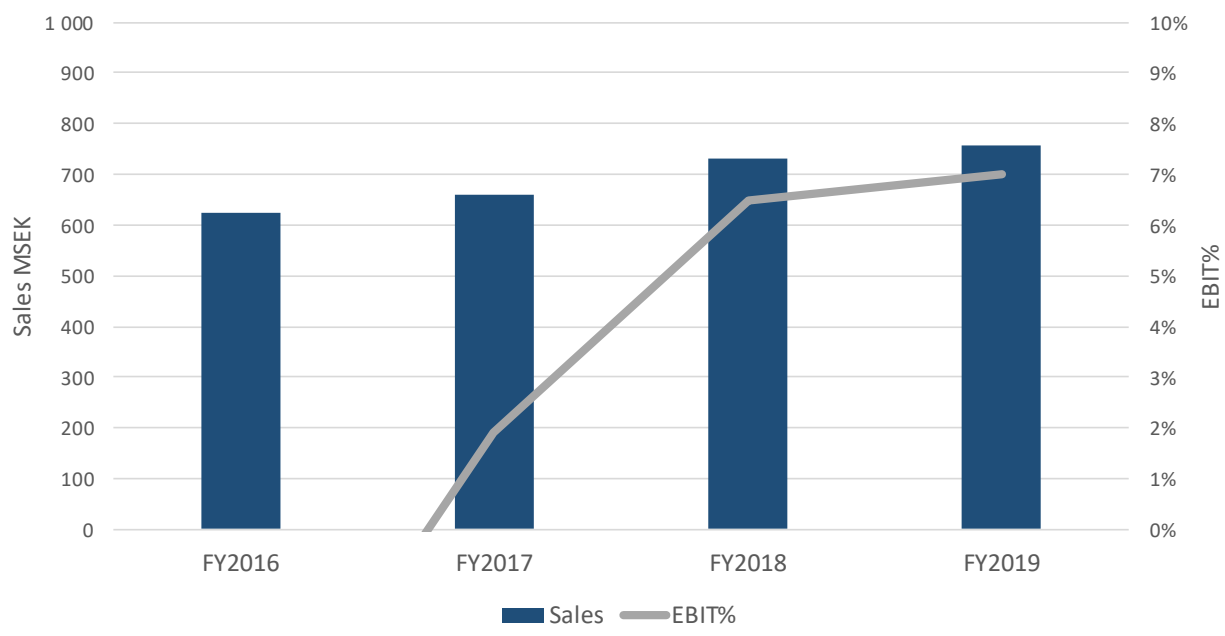
People & Technology. Connected.

Beijer Electronics

**BEIJER
GROUP**



Beijer Electronics financials



Focus on segments



Marine



Energy



Water and wastewater



Infrastructure & building



Machinery & Makers of Things

Operator communication



- | | | | | | | |
|------------------|---------------|--------------|-----------|-----------|-----------------------|------------|
| Beijer | Allen-Bradley | Altus | EMERSON | Eurotherm | FATEK | ... |
| COGNEX | ... | ... | MELTA | BECKHOFF | MOOG | YOKOGAWA |
| Johnson Controls | KEE | KEYENCE | Koyo | Lenze | LS Industrial Systems | Matsushita |
| OMRON | REGIN | saia-burgess | Schneider | SIEMENS | VIGOR | WAGO |
| YAMAHA | ABB | HITACHI | I/A | DDEC | ... | YASKAWA |
| Modbus | ... | ... | EtherCAT | CAN | ... | ... |

Digitalization



Display solutions



BEIJER GROUP

Madrid, Sweden, December 20, 2019

Business entity Beijer Electronics signs agreement with Otis worth more than 150 MSEK

BEIJER GROUP's business entity Beijer Electronics has signed an agreement with Otis valued at more than 150 MSEK. Otis is part of the Otis Group (Schindler group), the world's leading manufacturer and distributor of people-moving products, including elevators, escalators and moving walkways. Otis offers products and services through its companies in approximately 200 countries and territories.

The contract spans over a period of five years for the supply of display solutions for Otis product line Compass. The agreement confirms Beijer Electronics position to have some of the world's leading global companies as core customers in long-term relationships.

Beijer Electronics offers fully integrated and flexible display solutions, tailored to match specific customer requirements.



"We are delighted to have been chosen by Otis to provide a custom display solution that will help drive Otis' success in the market here and in the future. This is the beginning of a partnership for many years that will benefit both organizations," says Magnus Hovell, Vice President, Key Accounts, Beijer Electronics.

Beijer Electronics sees the agreement as a confirmation of the corporate strategy. "Our products now fully match the requirements of large enterprises with high demands and attention to detail, and we are excited to take the next steps together with Otis in our collaboration," says Stefan Lager, CEO of Beijer Electronics.

Deliveries start in spring 2020 and will gradually contribute positively to Beijer Electronics' result during the year.

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 Registration No. 2019000000 Hovells, Sweden www.beijer-electronics.com

- ▶ Significant impact of Covid-19 pandemic.
- ▶ Restructuring done and co-ordination with Beijer Electronics running.
- ▶ Ongoing activities to upgrade software and hardware offering.

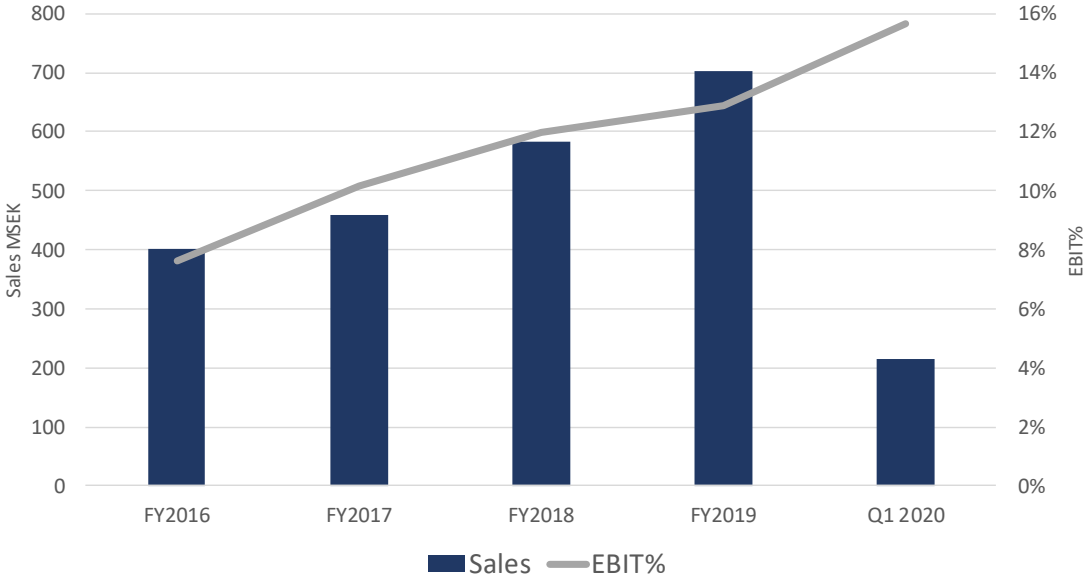
korenix
A Beijer Group Company

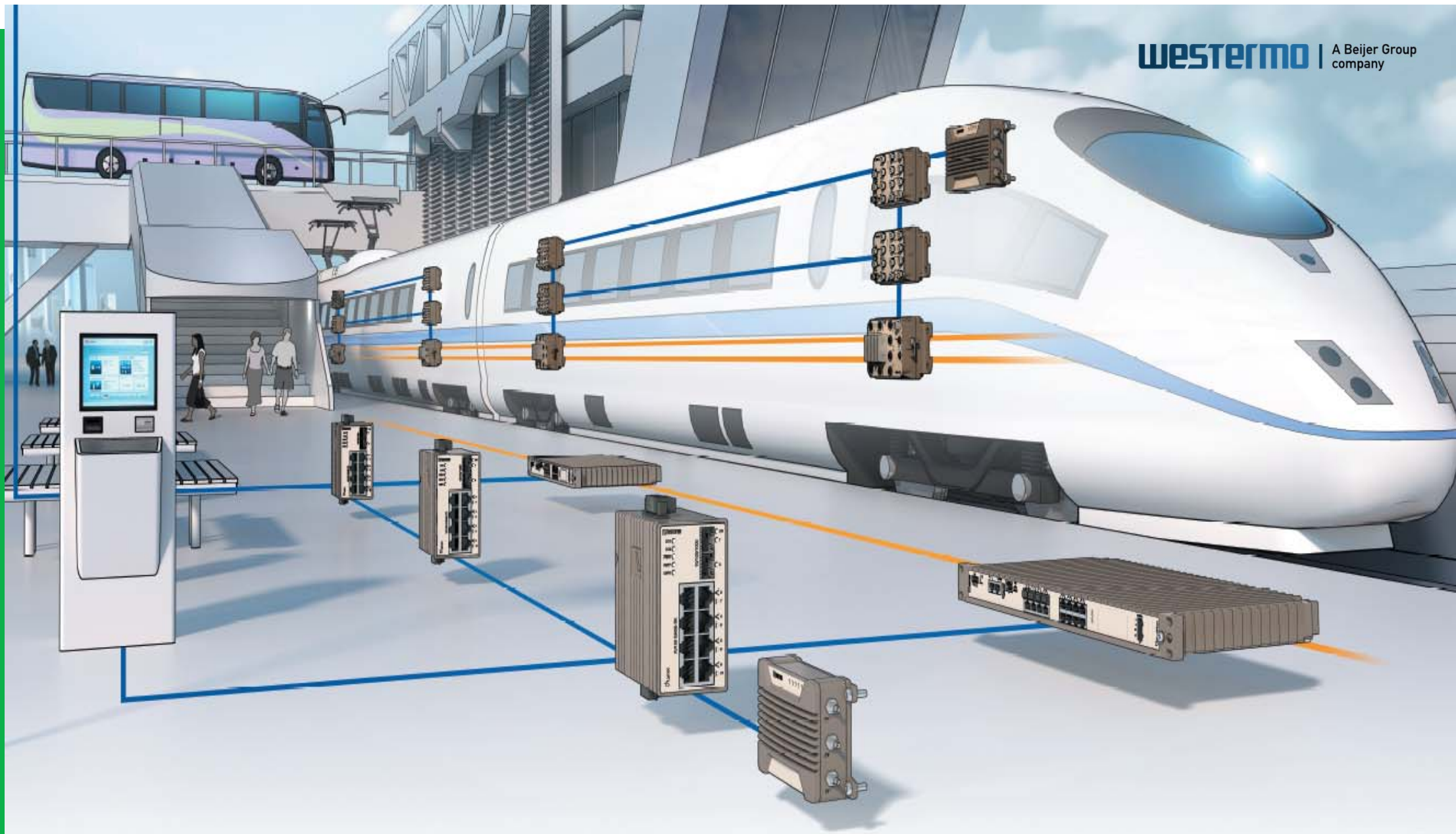


Westermo



Westermo financials





WeGrow strategy

- ▶ Market leader in
 - Train Networks
- ▶ New segments defined in WeGrow strategy
 - Power Distribution
 - Train Trackage
- ▶ Now we add on
 - Service & Software



POWER DISTRIBUTION



TRAIN NETWORKS



TRACKSIDE



SERVICE & SOFTWARE

WESTERMO | A Beijer Group company

**BEIJER
GROUP**

WHERE TO PLAY



TRAIN
NETWORKS



RAIL
TRACKSIDE

The Power Grid



Power generation conventional



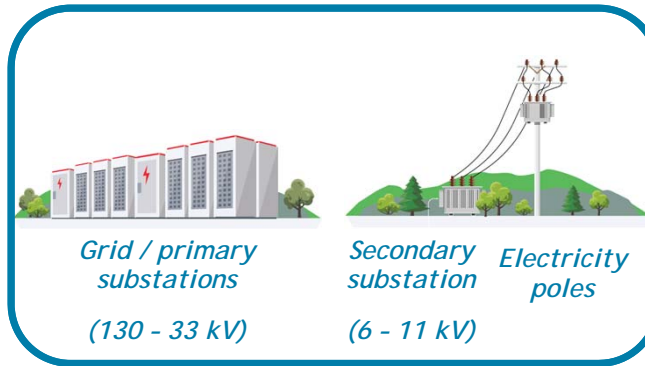
Power generation renewables



Transmission lines
(110 - 800 kV)



Transmission substation
(130 - 250 kV)



Grid / primary substations
(130 - 33 kV)

Secondary substation Electricity poles
(6 - 11 kV)



Embedded generation

Storage, EVs



Process industries substation
(480 V - 36 kV)



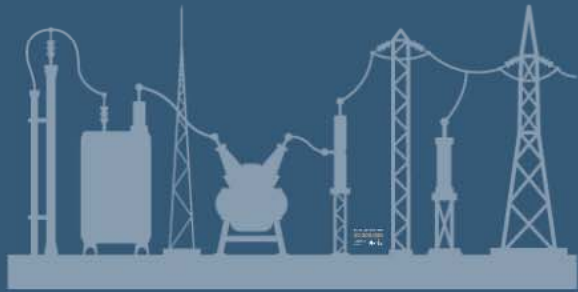
Electricity meters

Consumers (90 - 240 V)

WeGrow Strategy 2018-2022



WHERE TO PLAY



POWER
DISTRIBUTION



TRAIN
NETWORKS



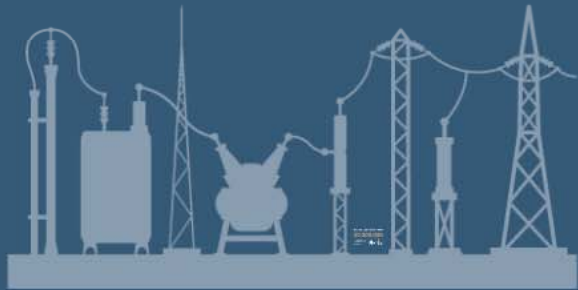
RAIL
TRACKSIDE

INSTALLED BASE OF ROLLING STOCK:

6 MILLION UNITS



WHERE TO PLAY



POWER
DISTRIBUTION



TRAIN
NETWORKS



RAIL
TRACKSIDE

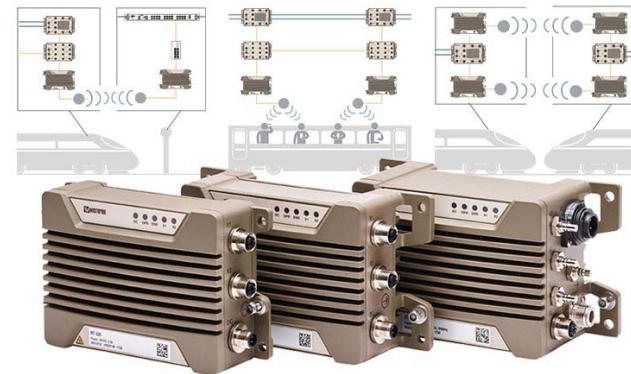
THERE ARE MORE THAN
1,700,000 KM
RAILROAD TRACKS IN THE WORLD.

ENOUGH TO CIRCLE
THE EARTH 42 TIMES



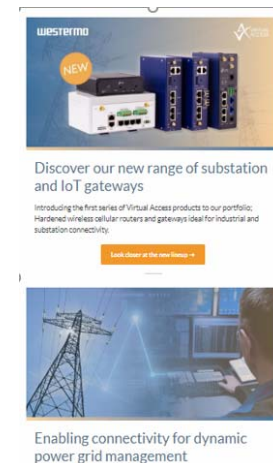
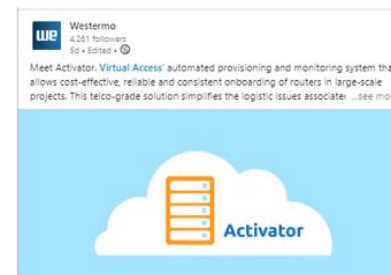
Neratec acquisition

- ▶ Integration project completed including identity change to Westermo
- ▶ Focus on Train and Trackside segments
- ▶ Wireless WLAN technology - strong demand and well positioned
- ▶ Technology centre in Bubikon, Switzerland
- ▶ Westermo world-wide sales network opens up for good growth going forward



Virtual Access acquisition

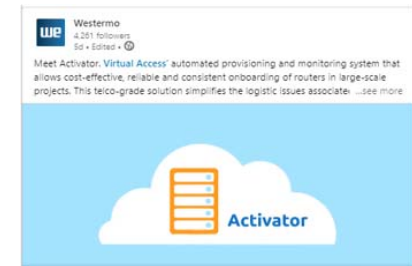
- ▶ Integration project ongoing
- ▶ Focus on energy (including Power distribution) and security segments
- ▶ Wireless cellular technology and software for remote digitalisation - strong demand and well positioned
- ▶ Technology centre in Dublin, Ireland
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Offering examples



WEOS **WECONFIG** **WECONNECT**

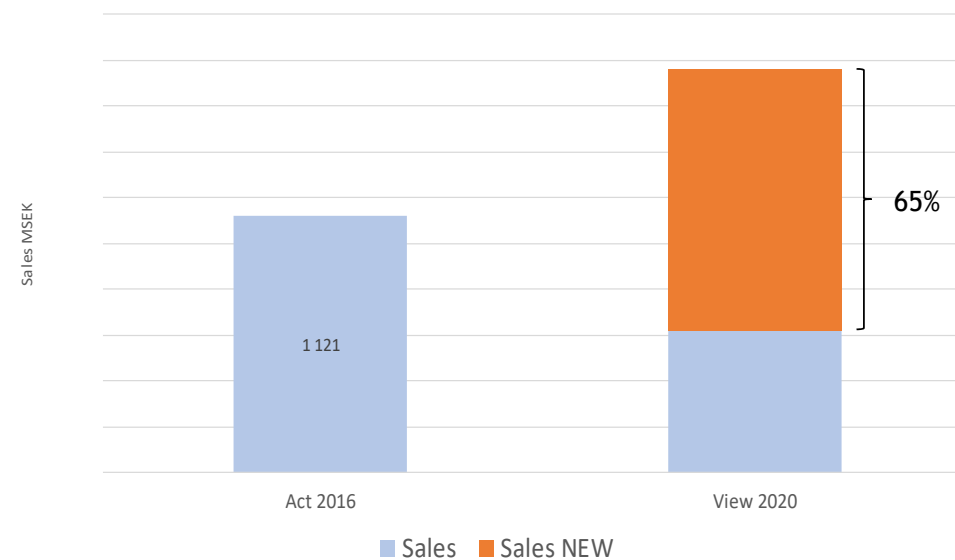


BEIJER GROUP

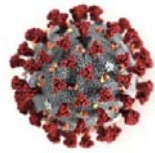
Innovation in focus - R&D spending 2019 & sales mix of new products



Sales development and share of products launched 2016-2020



Covid-19

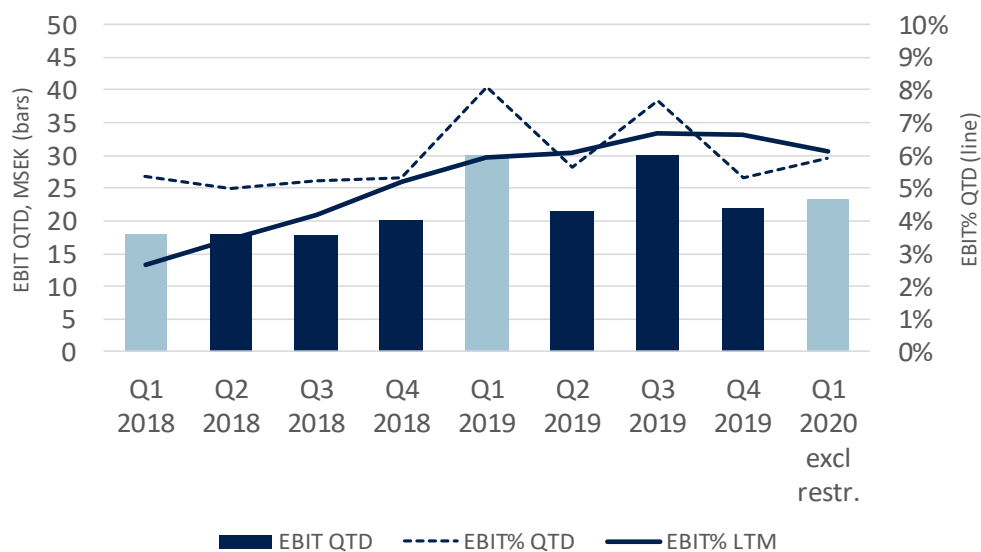


- ▶ Health and safety is #1.
- ▶ Wherever possible, staff work remotely or from home. Contacts and meetings via various digital tools.
- ▶ Supply chains operate with full capacity.
- ▶ Exploring and making use of country specific support packages when applicable across the world.
- ▶ Liquidity buffer to maintain operations during crises
 - No dividend suggested
 - Cost & Cash-flow focus all across organisations
 - Additional financing with the bank agreed, if needed
- ▶ BEIJER GROUP will adapt its cost levels to prevail market conditions and at the same time safeguard its long-term skills

Group – stable underlying progress but Covid-19 having an impact

MSEK	Q1 2020	Q1 2019	%	FY 2019
Order intake	405.8	368.5	10%	1,557.2
Sales	395.3	370.9	7%	1,558.7
EBIT excl restructuring Q1-2020	23.4	30.1	-22%	103.5
<i>EBIT excl restruct. %</i>	<i>6.0%</i>	<i>8.1%</i>		<i>6.6%</i>
EBIT	8.4	30.1	-72%	103.5
<i>EBIT%</i>	<i>2.1%</i>	<i>8.1%</i>		<i>6.6%</i>

EBIT and EBIT% QTD and EBIT% LTM (Q1 2020 excl restructuring cost)

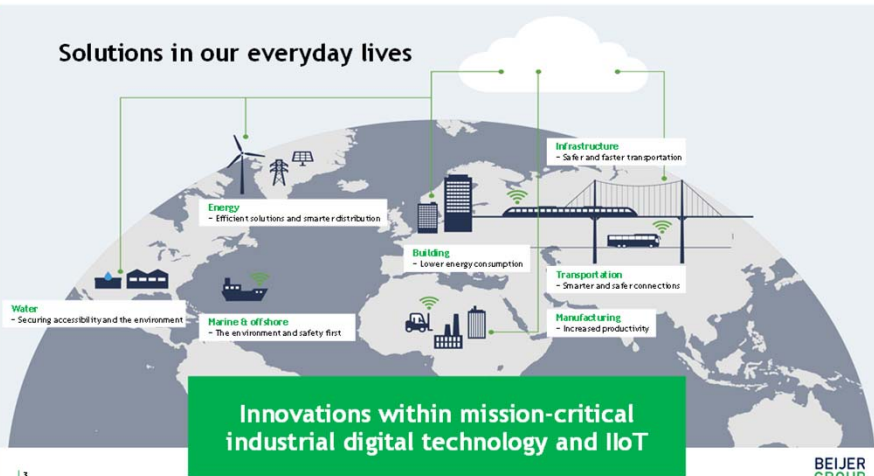


Comments to Q1

- ▶ EBIT at +8.4 MSEK impacted by 15 MSEK in restructuring cost for program launched in March. The program involved staff downsizing of some 40 people in Korenix and Beijer Electronics.
- ▶ Net income at +5.2 MSEK (+20.0) and EPS at 0.19 SEK (0.70).
- ▶ Free cash flow at +3.5 MSEK in Q1 driven by good progress in mainly Beijer Electronics.

Foundations for growth, i)

Growing markets



Good people



Superior technology & competence



Foundations for growth, ii)

Beijer | A Beijer Group company
ELECTRONICS



OTIS agreement

Display solutions for elevators

Estimated value of 150 MSEK

WESTERMO | A Beijer Group company



North American train operator agreement

Data network solution for signalling and video surveillance systems

Estimated value of 80 MSEK



WESTERMO | A Beijer Group company

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WESTERMO | A Beijer Group company

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BEIJER GROUP

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Outlook for 2020

“ It is not possible to judge the effect of the spread of the coronavirus on society and the global economy at present.

This means that BEIJER GROUP is not publishing any estimates of underlying financial performance for the full year 2020.”

” Once the crisis is over, our organization will be intact, and remain attractive to customers and employees.



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