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Increased sales - record quarter for IDC
Interim report Q2, 14 July 2015

Agenda

About us

Key events in the quarter

Financials

Q&A



Beijer Electronics – an innovative company within Industrial Automation and Data Communication

- ▶ Founded in 1981
- ▶ Global headquarter in Malmö
- ▶ A global supplier—present in 19 countries
- ▶ R&D facilities in Sweden, Germany, Taiwan and USA
- ▶ 20% of all employees in R&D
- ▶ Own products account for more than 80% of sales
- ▶ Revenue 2014: 1.4 BSEK



The business is divided in two business areas



Beijer Electronics' core offer consists of own technology areas IDC and HMI

Agenda

About us

Key events in the quarter

Financials

Q&A



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- ▶ Beijer Electronics and Mitsubishi Electric have decided to part ways due to different strategies
 - This includes the distribution agreement in the Nordics and the sales of operator panels to Mitsubishi Electric
 - Total effect 2016 is estimated to 160 MSEK lower sales, with no effect on EBIT
 - In 2015 the effect on sales will be limited—EBIT will be affected by a restructuring cost at present assessed to 5-10 MSEK
- ▶ Per Samuelsson will be new CEO of Beijer Electronics, starting September 1st
- ▶ Anna Belfrage, Acting CEO will leave Beijer Electronics September 1st

Agenda

About us

Key events in the quarter

Financials

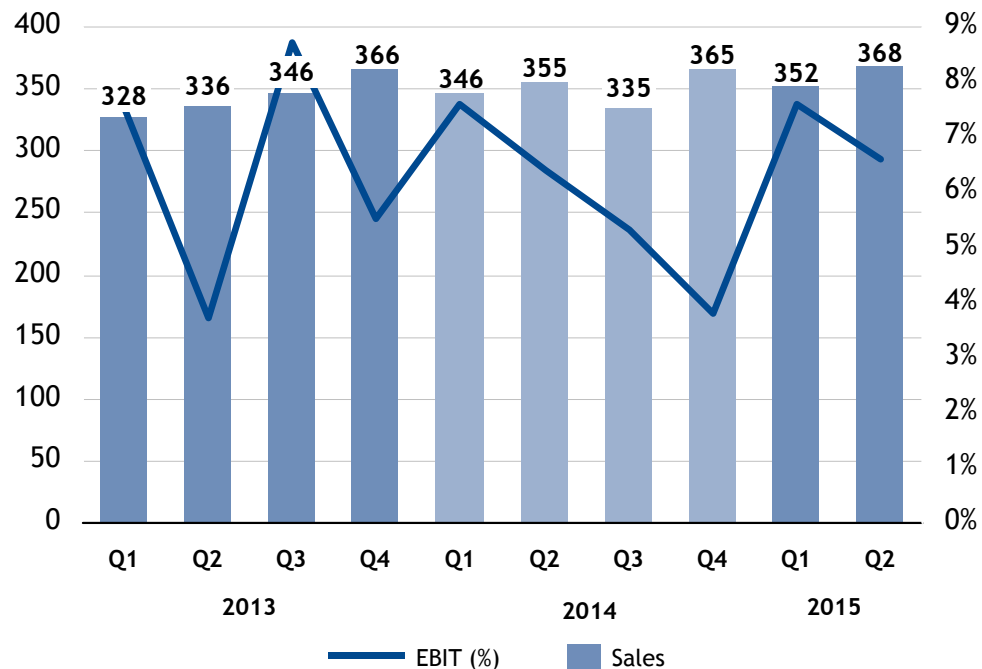
Q&A



Group – Increased sales, record quarter in IDC

(MSEK)	Q2 2015	Q2 2014	+/-	YTD 2015	YTD 2014	+/-
Order intake	337.0	343.5	-1.9%	680.4	698.1	-2.5%
Sales	367.5	355.4	3.4%	719.3	701.5	2.5%
EBITDA	39.6	72.0	-45.0%	81.3	115.0	-29.3%
EBITDA %	10.8%	20.3%		11.3%	16.4%	
EBIT	24.2	55.7	-56.6%	50.9	81.9	-37.9%
EBIT %	6.6%	15.7%		7.1%	11.7%	

Sales & EBIT (%) per quarter, MSEK



Comments for the quarter

- Order intake is -2%, currency adjusted -10% or -38 MSEK, of which -33 MSEK related to IAS and -5 MSEK related to IDC
- Sales is +3%, currency adjusted -5% or -20 MSEK, of which -38 MSEK related to IAS and +18 MSEK related to IDC
- Record quarter in IDC, first quarter over 150 MSEK sales
- All time high sales in Westermo, third straight quarter
- Continued challenging sales situation in IAS driven by Oil & Gas in US and lower Mitsubishi sales in Nordics and EMEA
- Gain on sale of 32.9 MSEK affected Q2 2014
- Comparable EBIT of 22.8 MSEK, meaning an increase of 1.4 MSEK in the quarter

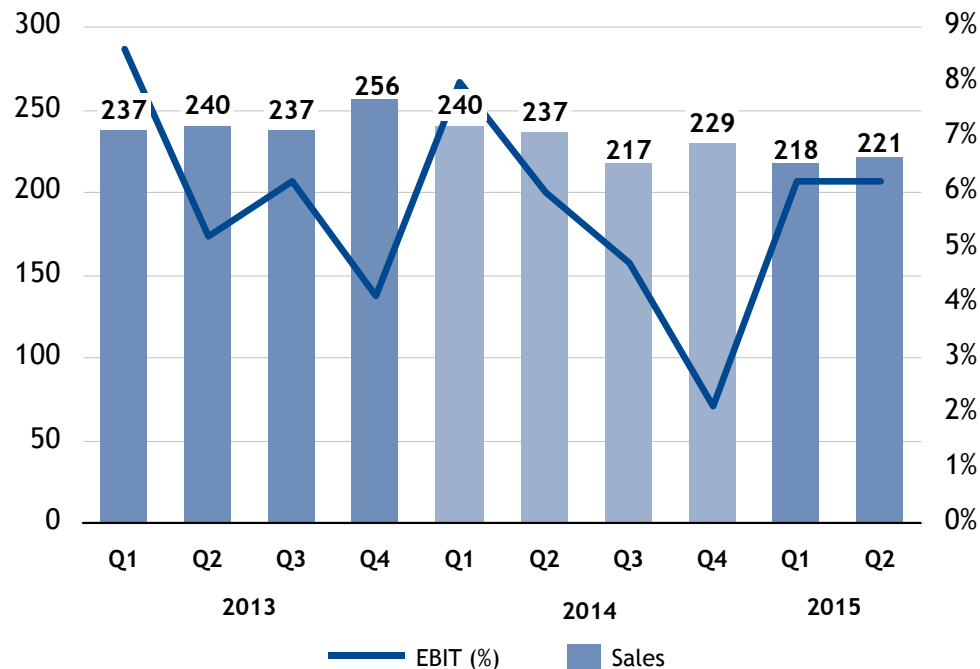
IAS – Result in line with last year, despite lower sales

(MSEK)	Q2 2015	Q2 2014	+/-	YTD 2015	YTD 2014	+/-
Order intake	214.4	227.7	-5.8%	434.4	464.3	-6.4%
Sales	220.7	236.6	-6.7%	438.3	476.8	-8.1%
EBITDA	18.8	53.9	-65.1%	37.4	80.5	-53.5%
EBITDA %	8.5%	22.8%		8.5%	16.9%	
EBIT	13.7	47.1	-71.0%	27.2	66.3	-59.0%
EBIT %	6.2%	19.9%		6.2%	13.9%	

Comments

- Order intake is -11% Q2 and -10% YTD adjusted for Vehicle and currency
- Q2 currency adjusted order intake is -33 MSEK, of which -7 MSEK related to Vehicle and -11 MSEK related to the Oil & Gas situation in US. Mitsubishi orders are -10 MSEK, affecting Nordics and EMEA
- Sales are -9% in Q2 and -10% YTD adjusted for Vehicle and currency
- Q2 currency adjusted sales are -38 MSEK, of which -16 MSEK related to Vehicle and -12 MSEK related to the Oil & Gas situation in US. Mitsubishi sales are -14 MSEK, affecting Nordics and EMEA
- Cost reduction activities implemented last year has resulted in OH -11 MSEK in Q2 and -19 MSEK YTD currency adjusted
- Gain on sale of 32.9 MSEK affected Q2 2014
- Comparable EBIT of 14.2 MSEK, meaning result in line with last year

Sales & EBIT (%) per quarter, MSEK



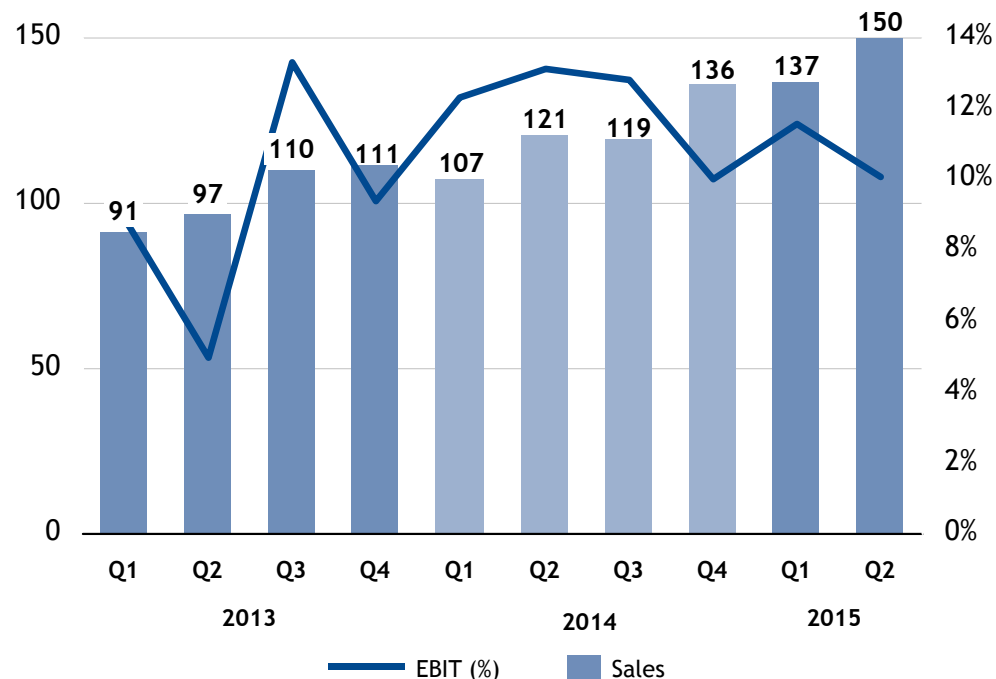
IDC – Another record quarter, first time over 150 MSEK

(MSEK)	Q2 2015	Q2 2014	+/-	YTD 2015	YTD 2014	+/-
Order intake	122.6	115.8	5.9%	246.0	233.8	5.2%
Sales	150.0	120.8	24.2%	286.8	228.1	25.7%
EBITDA	22.4	22.6	-0.9%	45.5	42.6	6.8%
EBITDA %	14.9%	18.7%		15.9%	18.7%	
EBIT	15.2	15.8	-3.8%	31.1	29.0	7.3%
EBIT %	10.1%	13.1%		10.9%	12.7%	

Comments

- Order intake -4% currency adjusted in Q2, -5% YTD, somewhat weaker than expected due to timing of some large orders
- Currency adjusted sales +13% in Q2, +14% YTD
- YTD sales growth of 26%—slightly higher than growth plans as a result of currency
- Strong pipeline for the second half of 2015 for both Westermo and Korenix
- Increased OH of 12 MSEK in Q2, 23 MSEK YTD (8 MSEK/17 MSEK currency adjusted) in line with growth plans
- EBIT of 15.2 MSEK in Q2, 10.1%—slightly higher than growth plans as a result of high sales

Sales & EBIT (%) per quarter, MSEK



Agenda

About us

Key events in the quarter

Financials

Q&A



Q & A

