



Q1 2024

Continued focus on the future in a cautious market



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AGENDA APRIL 24, 2024

- Business Update Jenny Sjödahl
- Financial Performance Joakim Laurén
- Concluding Notes and Outlook Jenny Sjödahl
- Q&A

Business Update for the quarter

- ✓ Q1 shows a sequential improvement for order intake, sales and earnings compared to last quarter.
- ✓ Orders still on moderate levels affected by weaker demand for both business entities, driven by the uncertainty in the world economy. Comparison to the record-breaking first half of 2023 is disturbed by the Group's largest customer extending their order horizon first half of 2023, which led to higher order bookings that did not reflect the underlying demand. Adjusted for this, the Train Networks segment shows a stable underlying demand.
- ✓ Sales somewhat lower than same quarter last year and EBIT consequently lower as well. However, the quarter is a step-up vs last quarter driven by improvements in Beijer Electronics and came in at 12.4%.
- ✓ Strong focus on the future including Westermo India establishment, Beijer Electronics' new strategy and high activity in product development combined with increased efficiency and adjusting cost to volume development.

Business Update for the business entities

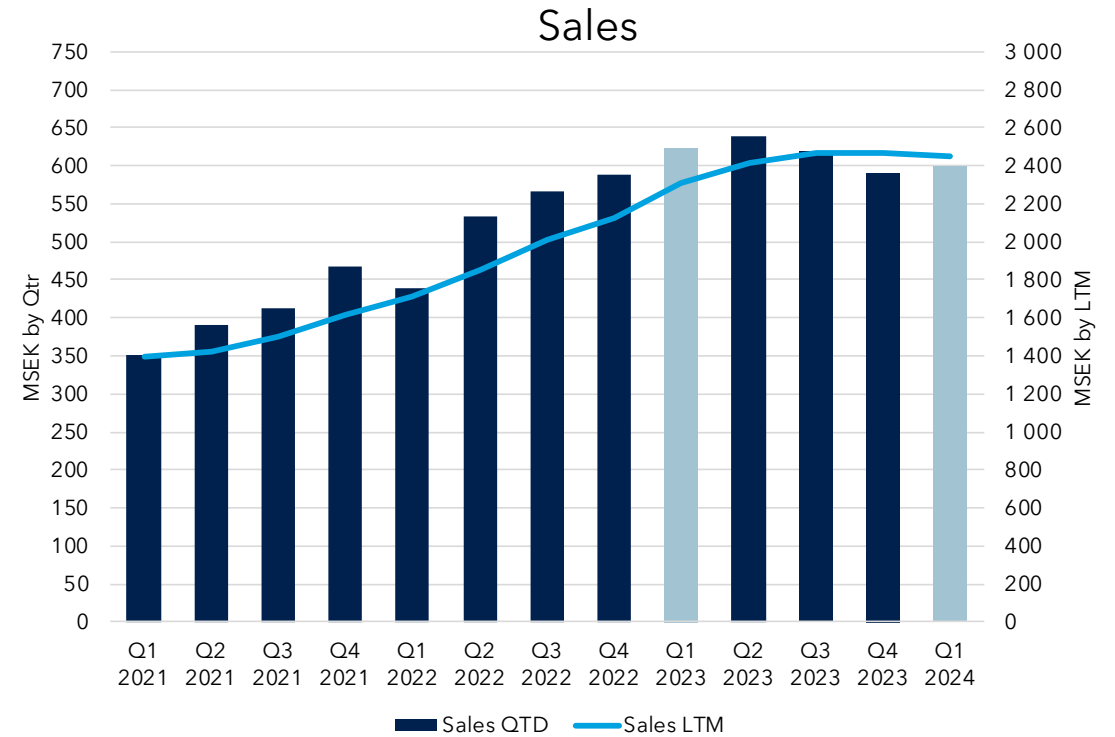
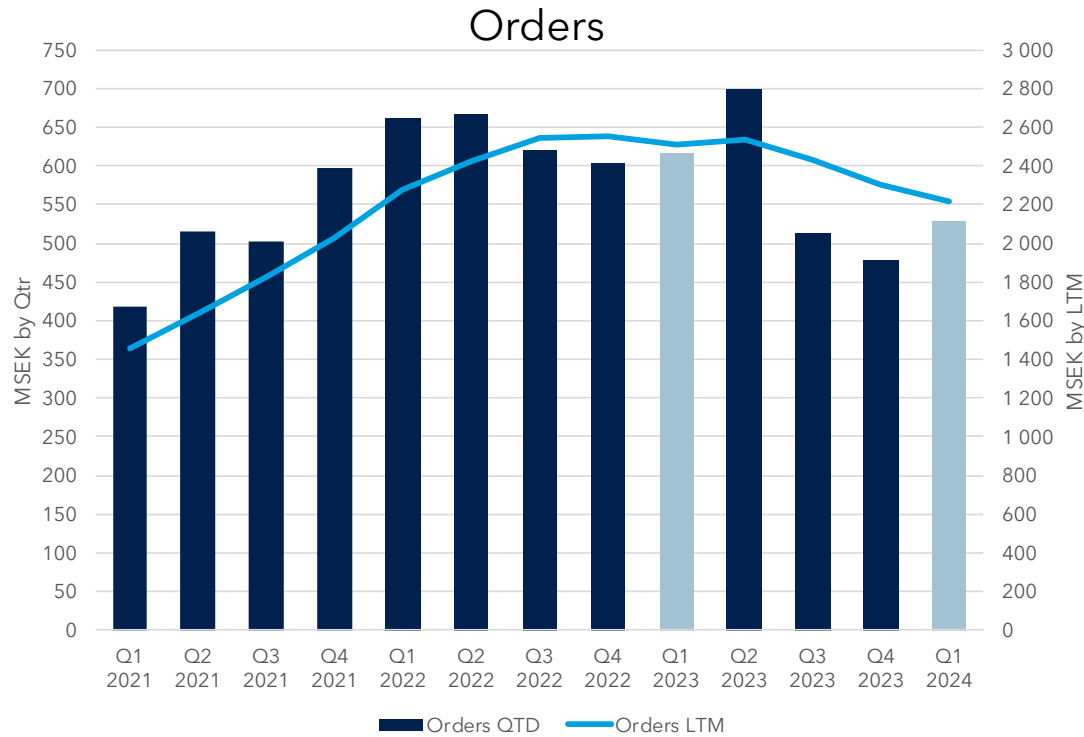
Westermo

Mixed picture with order bookings affected by a somewhat cautious market, but customer activities and pipeline remains on a strong level. Sales growth with a less favourable mix limits the profitability to 15%. Short term, we see a weaker backlog for the second quarter. Many forward-looking activities and at the same time reducing ongoing costs. Several launches of new or updated products.

Beijer Electronics

Sequential improvement for orders, sales and profitability. Order intake influenced also this quarter by weak demand in Asia, while EMEA showed a slight uptick and Americas remained stable. Phase-out of Display Solutions in Asia also affects order bookings since Q4 last year. The cost reduction program finalised last quarter now supports the profitability improvement to more decent 13% in the quarter. The product development is fully focused on next generation of HMI's with the aim to launch towards the end of the year. The new production site in Malmö started series deliveries in the quarter.

Ependion



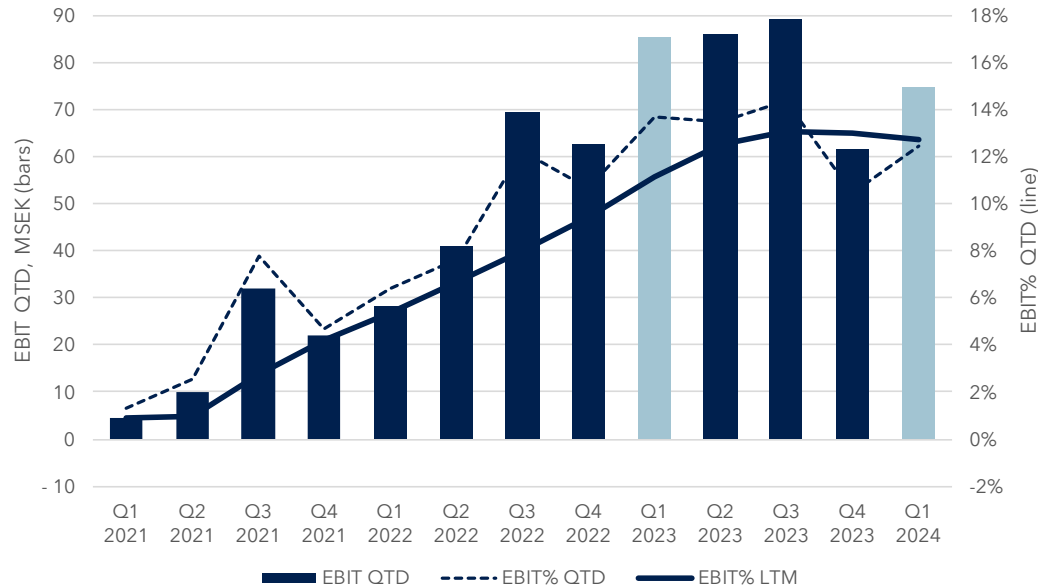
- ✓ Orders at 528 MSEK or at -15% vs. last year. Sequentially at +10%.
- ✓ Sales at 599 MSEK or -4% vs. last year. Sequentially at +1%.
- ✓ Unfavorable translation-FX corresponding to abt 1 p.p. in the quarter comparisons vs last year.
- ✓ Backlog still at decent 1.2 billion SEK (1.5).



Ependion

MSEK	Q1 2024	Q1 2023	%	FY 2023
Order intake	527.5	617.3	-15%	2,307.0
Sales	598.5	623.2	-4%	2,470.6
EBIT	74.5	85.2	-13%	321.7
EBIT%	12.4%	13.7%		13.0%

EBIT and EBIT% QTD & LTM



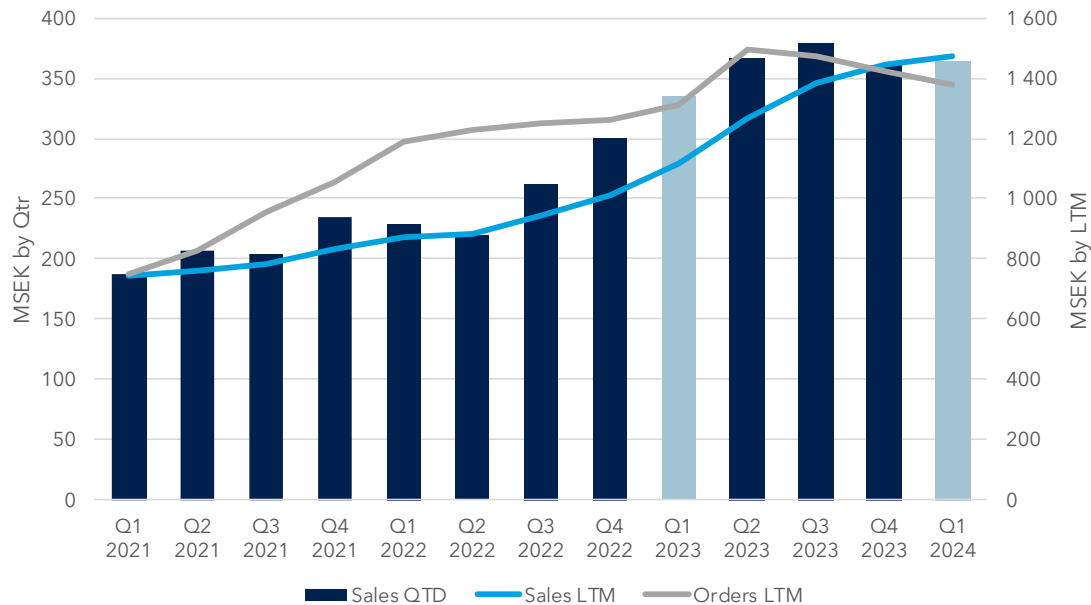
Comments to Q1

- ✓ Earnings step-up from last quarter to 74 MSEK but lower than the record-breaking first half of the year.
- ✓ Positive total FX-impact driven by the weaker SEK contributing +8 MSEK of which mainly transactional variances.
- ✓ Free cash flow at -8 MSEK compared to -39 MSEK last year where working capital still is on high levels.
- ✓ Tax cost somewhat lower than last year due to more favourable geographical mix of the profit generation.
- ✓ Net income at 51 MSEK (56).
- ✓ EPS ended at 1.78 SEK (1.95).

Westermo

MSEK	Q1 2024	Q1 2023	%	FY 2023
Order intake	310.3	355.7	-13%	1,421.6
Sales	363.8	335.0	9%	1,444.0
EBIT	55.4	54.8	1%	237.7
EBIT%	15.2%	16.4%		16.5%

Sales & Orders



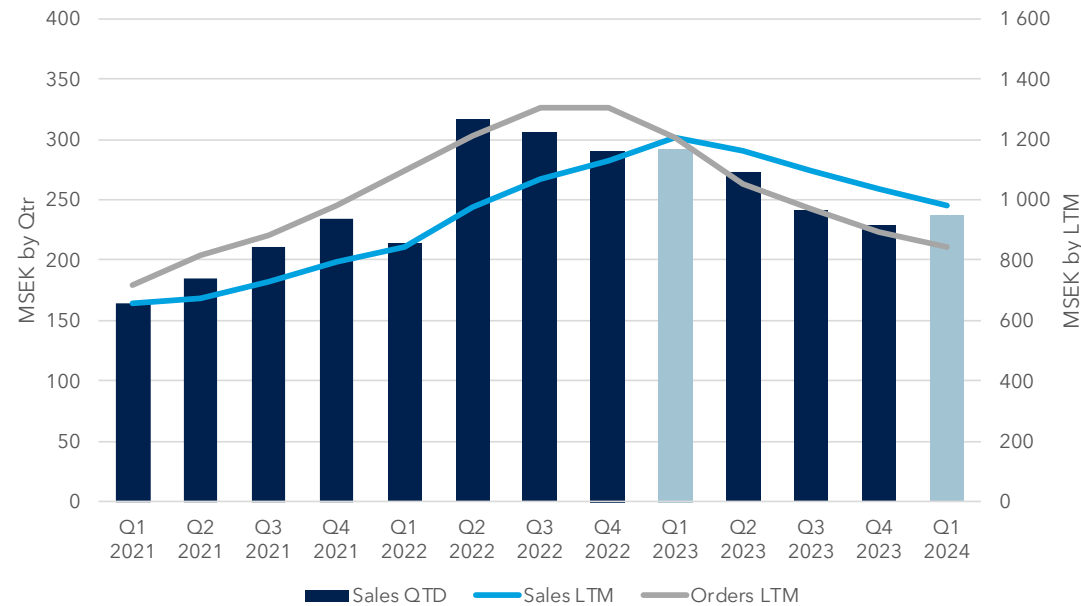
Comments to Q1

- ✓ Order intake comparison disturbed by last year's order horizon adjustments by the largest customer in the first half-year.
- ✓ The good backlog provided for sales growth in the quarter.
- ✓ Unfavourable mix is the main reason for somewhat lower profitability.
- ✓ Full focus on lowering operating costs and balance to volume development.
- ✓ India project progressing according to plan and launch of new sales entity in Denmark.
- ✓ Strong opportunity pipeline and high customer facing activity levels.

Beijer Electronics

MSEK	Q1 2024	Q1 2023	%	FY 2023
Order intake	218.9	264.8	-17%	891.5
Sales	236.4	291.4	-19%	1,032.9
EBIT	31.4	44.0	-29%	133.7
EBIT%	13.3%	15.1%		12.9%

Sales & Orders



Comments to Q1

- ✓ Overall order booking levels similar to the last three quarters. Asia region still low while EMEA show an uptick and Americas remain stable.
- ✓ Phasing out Display Solutions in Asia impacts order bookings as from Q4 2023. Total sales in 2023 at 50 MSEK and expect about 30 MSEK in 2024.
- ✓ Sales somewhat better than last quarter but still on low levels.
- ✓ The cost reduction program finalised last quarter now giving full effect. Continued cost caution mode by the business entity.
- ✓ Profitability step-up to 13% for the quarter.
- ✓ Still high activity within R&D with focus on new HMI generation with planned launch by the end of 2024.



Concluding notes by Jenny

- The start of 2024 is a step-up compared to Q4 last year.
- We are balancing future-focused activities with adjusting running costs to current volumes.
- The general market is still uncertain, and we keep close attention on the development – we are prepared to act further if needed.
- Strategic directions of both business entities remain unchanged.

Ependion Financial targets

REVENUES

10 % average annual growth - acquired growth added



PROFITABILITY

15 % operating margin (EBIT)



DIVIDEND

A dividend-paying company



Outlook

Ependion operates in attractive markets with good underlying growth and, in the mid term, has good prospects for reaching both the growth and profitability targets.

At the same time, there is still a great deal of uncertainty about the development in 2024, both in geopolitical and economic terms.

The mixed picture we have seen for some time is therefore expected to persist in 2024.



