

# First quarter

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May 4, 2021



## Medical Solutions



## Integrated Solutions



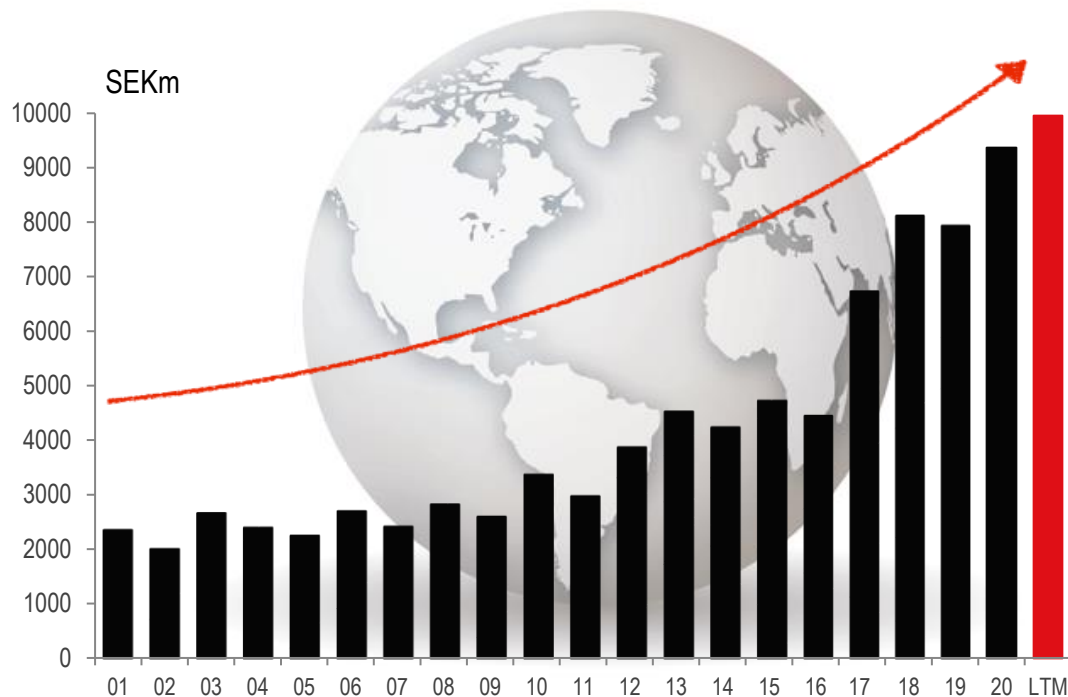
## Industrial Solutions



# Q1 in brief – Group

- Sales totaled SEK 2,645 million (2,065)
  - 28% increase in sales
  - Adjusted for currency and acquisitions, this was a considerable 22% increase
  - GW Plastics acquisition consolidated from September 1 and integration going to plan
  - Negative currency effect
- Operating profit (EBITA) increased to SEK 308 million (227)
- EBITA margin of 11.6% (11.0)
  - Strong margin for the Group
- Cash flow after investments amounted to SEK 71 million (–73)

A global solutions provider established on three continents



# One Group – three business areas

## Nolato

Our offering as a strategic partner for selected global customers comprises development and production, primarily in the field of polymers, along the entire value chain.

2,645

SALES  
SEKm  
Q1

308

EBITA  
SEKm  
Q1

11.6

EBITA MARGIN  
%  
Q1

## Medical Solutions

Development and manufacture of complex product systems and components for medical devices, the pharmaceutical industry and diagnostics.

1,006

SALES  
SEKm  
Q1

121

EBITA  
SEKm  
Q1

12.0

EBITA MARGIN  
%  
Q1

## Integrated Solutions

Design, development and manufacture of advanced components, subsystems and ready-packaged products for consumer electronics, EMC and Thermal.

1,045

SALES  
SEKm  
Q1

125

EBITA  
SEKm  
Q1

12.0

EBITA MARGIN  
%  
Q1

## Industrial Solutions

Development and manufacture of products and product systems for customers in the automotive, hygiene, packaging, gardening/forestry, domestic appliance and furniture sectors, and other selected industrial segments.

595

SALES  
SEKm  
Q1

66

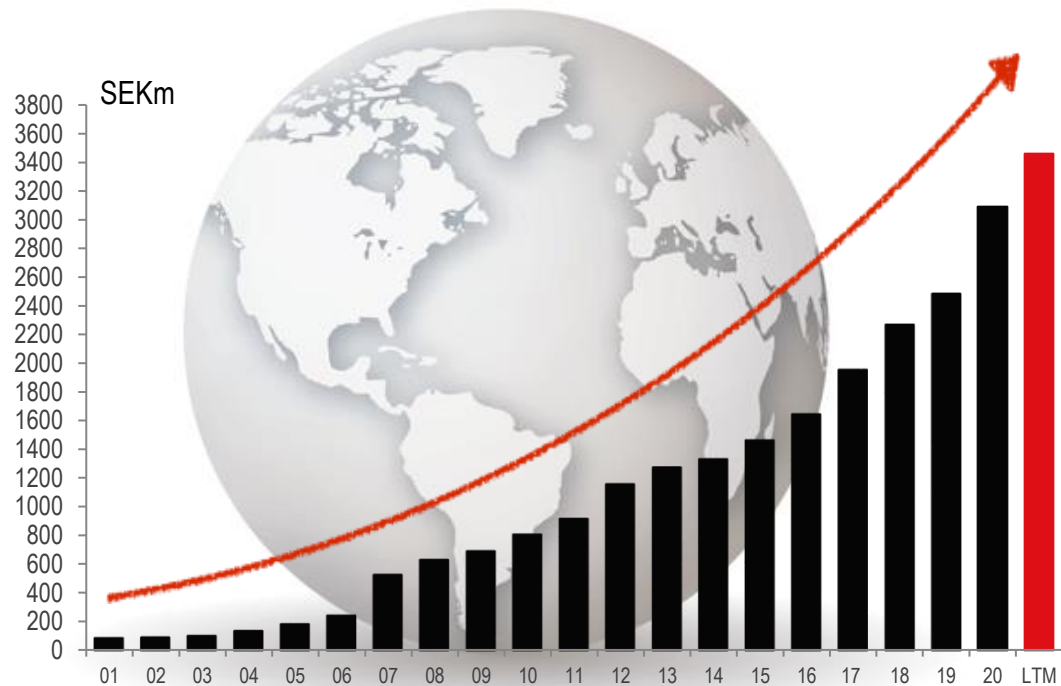
EBITA  
SEKm  
Q1

11.1

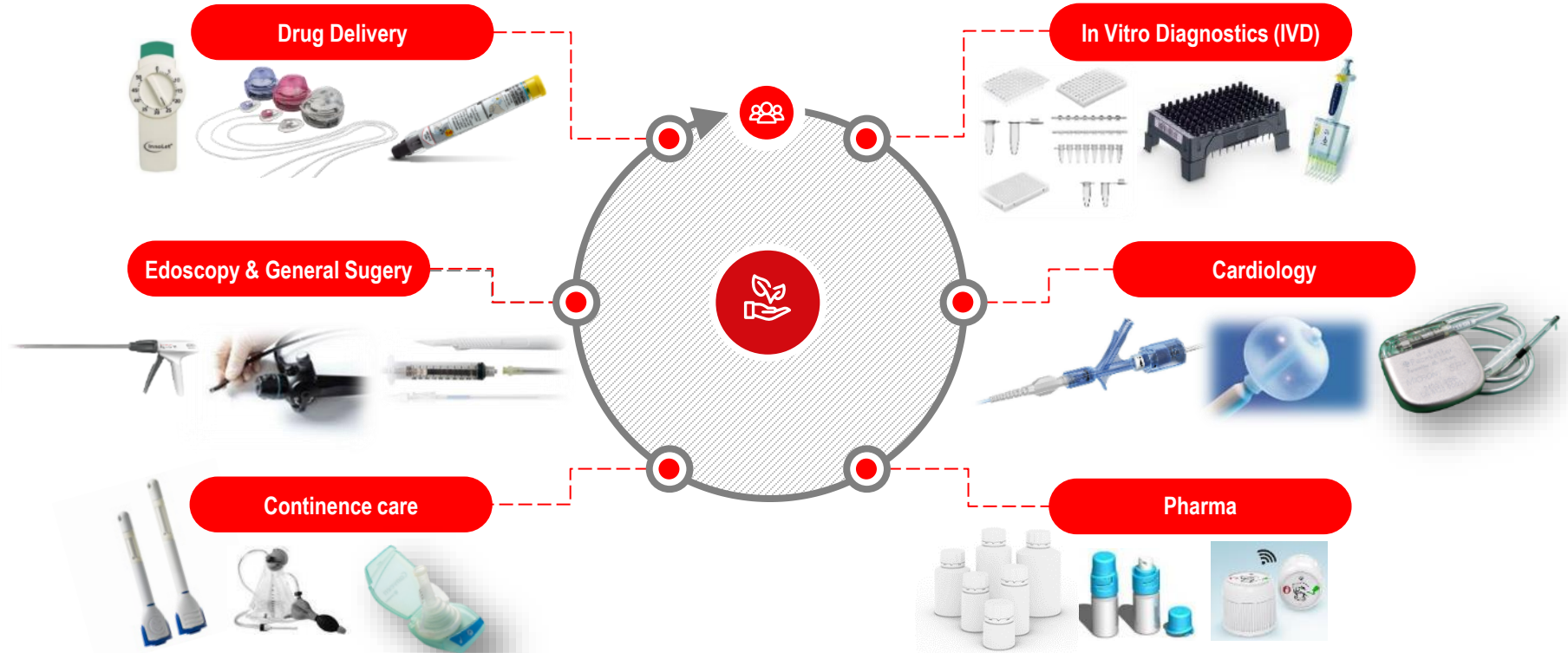
EBITA MARGIN  
%  
Q1



## Global expansion



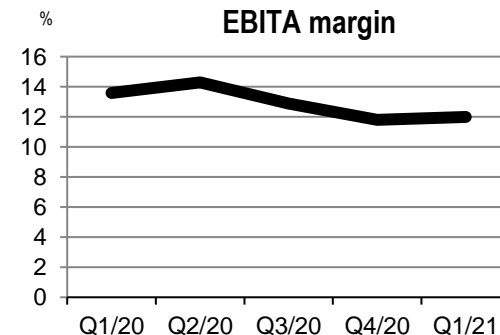
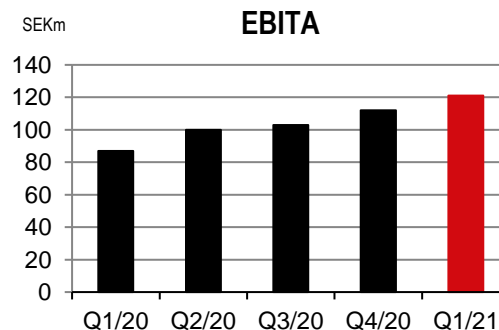
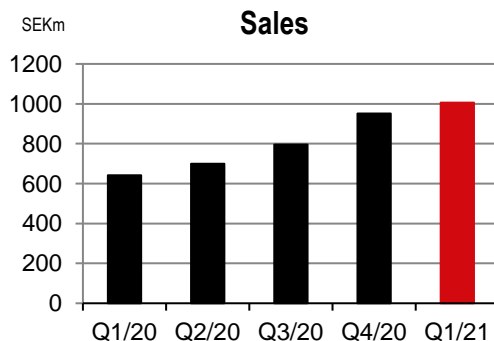
# Medical Solutions – key product areas



# Medical Solutions – Q1

- 57% increase in sales
  - Adjusted for currency and acquisitions, this was a strong 17% increase
  - High demand in diagnostics, which is growing partly because of the pandemic
  - High level of billing for development work and production equipment
  - Weak demand in surgery segment in US business due to postponed operations because of pandemic, but slightly better end to the quarter in this area
- EBITA margin of 12.0% (13.6)
  - The dilutive effect from the acquired US business is affecting the margin, but the company's margin was stronger than in the fourth quarter
- Expansion of production capacity
  - Switzerland, Hungary and Sweden proceeding according to plan
  - New decisions on capacity expansion in Poland and the US

SEKm	Q1		Full year	
	2021	2020	2020	2019
Sales	1,006	642	3,089	2,484
Operating profit (EBITA)	121	87	402	320
EBITA margin (%)	12.0	13.6	13.0	12.9
Operating profit (EBIT)	114	86	391	317



# Integrated Solutions

Q1

1,045

SALES  
SEKm

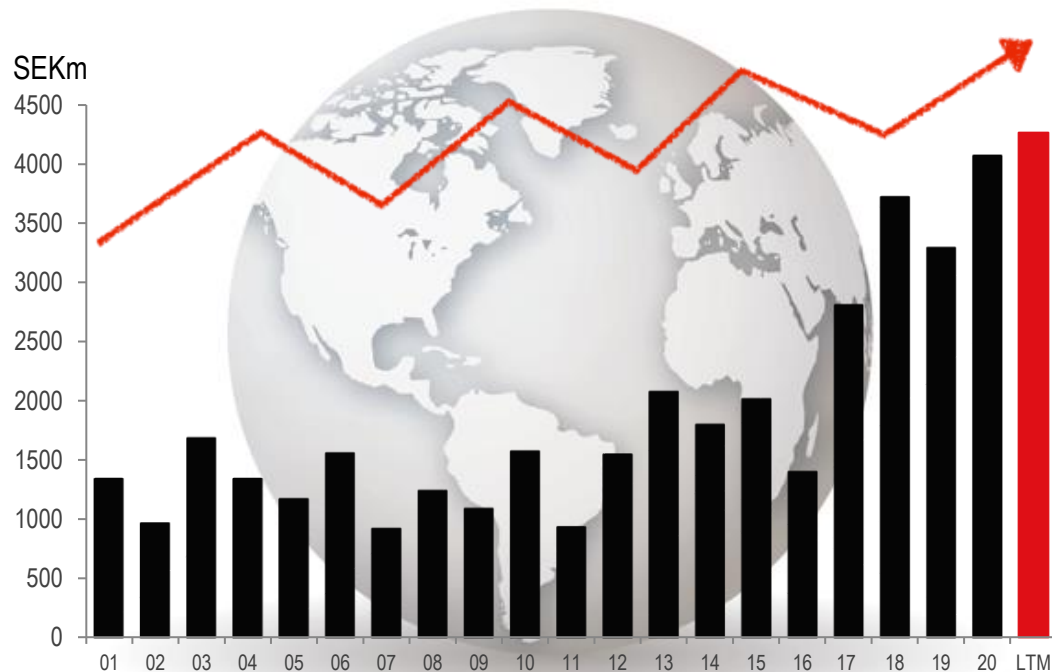
125

EBITA  
SEKm

12.0

EBITA MARGIN  
%

## Expansion into new market segments





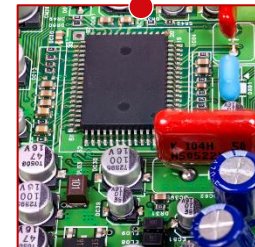
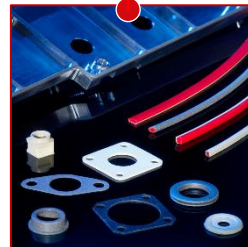
# Integrated Solutions

VHP



Consumer Electronics

EMC/Thermal





# Integrated Solutions – Q1

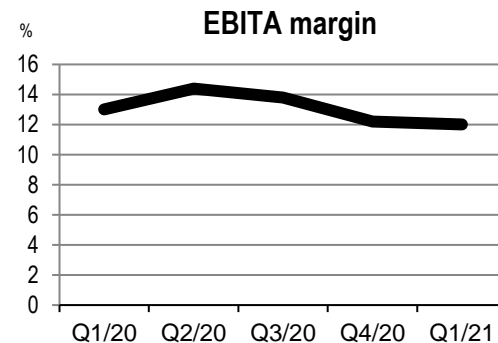
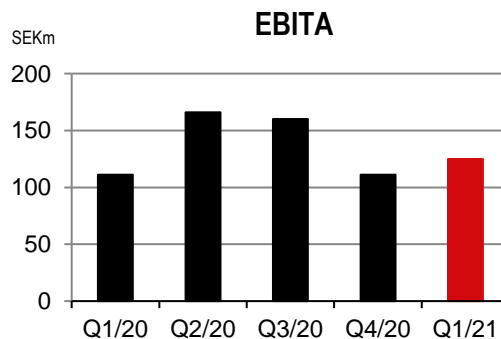
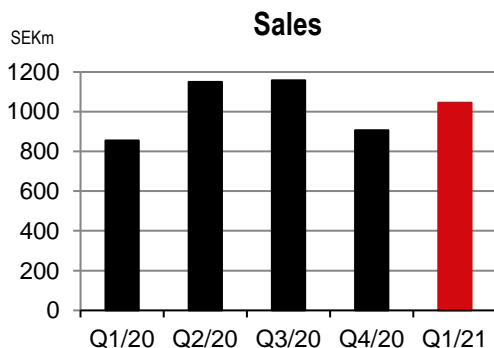
- 22% increase in sales

- Adjusted for currency, a remarkable 40% increase
- Strong growth in VHP with increased volumes
- Strong growth in EMC
  - \* 5G roll-out is driving volumes in Telecom
  - \* Initiatives in Automotive are performing well
- This business area's Q2 2021 sales are expected to increase by around 15% in the second quarter compared with the first quarter of the year

- EBITA margin of 12.0% (13.0)

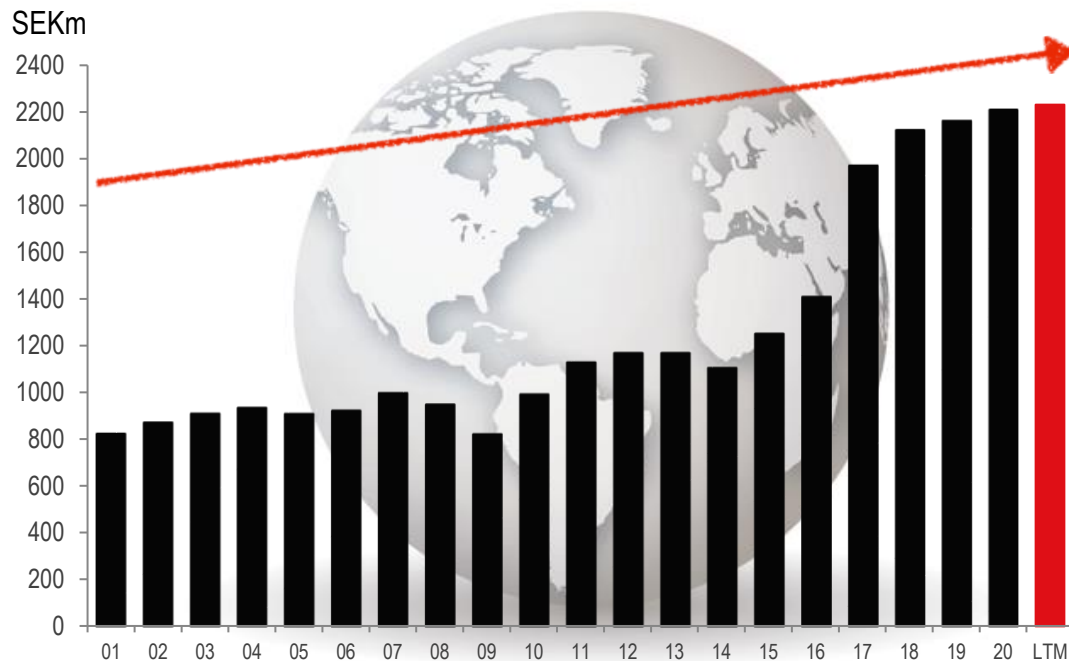
- The margin is consequently in line with the situation at the end of last year

SEKm	Q1		Full year	
	2021	2020	2020	2019
Sales	1,045	854	4,068	3,292
Operating profit (EBITA)	125	111	548	427
EBITA margin (%)	12.0	13.0	13.5	13.0
Operating profit (EBIT)	125	111	546	427





## Technological and geographical expansion



# Industrial Solutions



General Industry

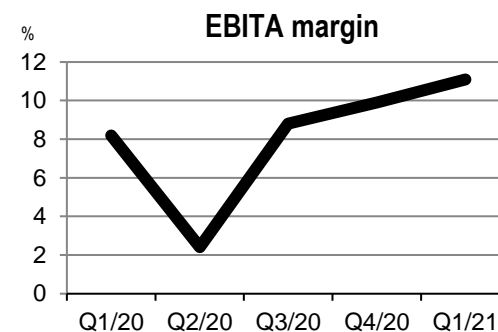
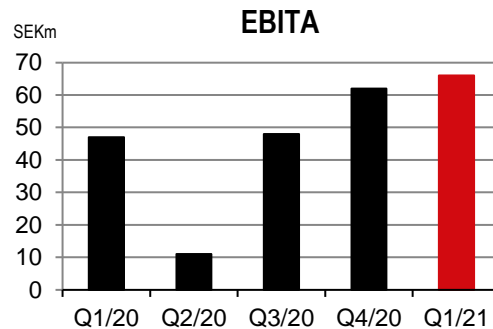
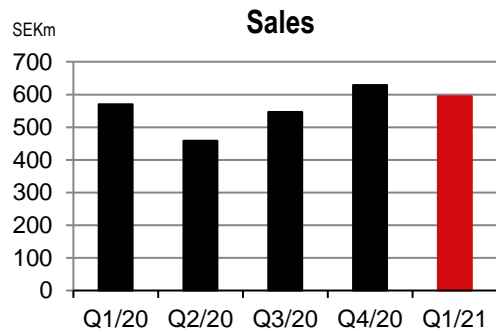
Automotive



# Industrial Solutions – Q1

- 4% increase in sales
  - Adjusted for currency and acquisitions, this was a 1% increase
  - A components shortage in the automotive sector and effects of the pandemic in some areas had a slightly negative impact
- EBITA margin of 11.1% (8.2)
  - Increased efficiency

SEKm	Q1		Full year	
	2021	2020	2020	2019
Sales	595	570	2,205	2,159
Operating profit (EBITA)	66	47	168	181
EBITA margin (%)	11.1	8.2	7.6	8.4
Operating profit (EBIT)	64	46	163	176



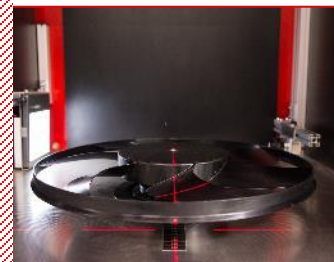
# Group financial highlights

SEKm	Q1		Full year	
	2021	2020 <sup>**</sup> )	2020 <sup>*)</sup> )	2019 <sup>***</sup> )
Net sales	2,645	2,065	9,359	7,919
Operating profit (EBITA)	308	227	1,066	895
EBITA margin (%)	11.6	11.0	11.4	11.3
Profit after financial income and expenses	286	221	1,014	857
Profit after tax	226	177	806	703
Effective tax (%)	21.0	19.9	20.5	18.0
Cash flow after investments, excl. acquisitions and disposals	71	-73	905	800
Net investments, affecting cash flow, excl. acquisitions and disposals	178	70	347	360
Earnings per share (SEK)	8.43	6.67	30.24	26.60
Adjusted earnings per share (SEK)	8.69	6.74	30.76	26.82
Equity/assets ratio (%)	43	49	43	48
Net financial liabilities (-)/net financial assets (+)	-258	601	-298	666
Return on capital employed (%)	20.2	23.2	20.7	23.1
Operating profit (EBIT)	299	225	1,048	887
Cash conversion (%)	95	72	87	88

\* Including non-recurring items (acquisition costs) of SEK -17 million in Q3 2020

\*\* Including non-recurring items of SEK -14 million in Q1 2020

\*\*\* Including non-recurring items of SEK -22 million in Q4 2019



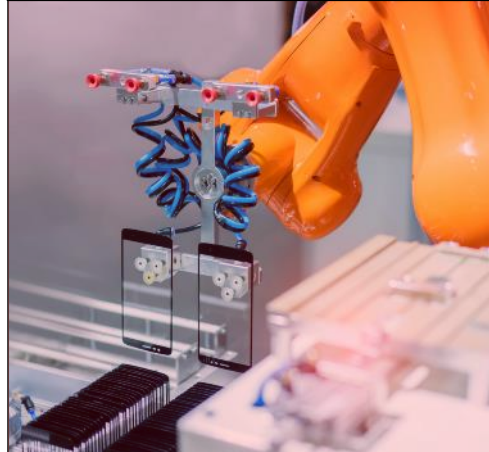
# Current situation

## Medical Solutions



- Maintained growth strategy
- Focus on innovation
- Strong customer relationships
- Achievement of synergies across markets
- Impact of the pandemic

## Integrated Solutions



- Established position in new product areas
- Continued strong position within EMC
- 5G roll-out and new automotive initiatives positive for EMC
- Flexible production structure

## Industrial Solutions



- Advanced market positions
- Continual efficiency improvements
- Impact of the pandemic
- Emphasis on sustainable solutions

# Thank you.



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