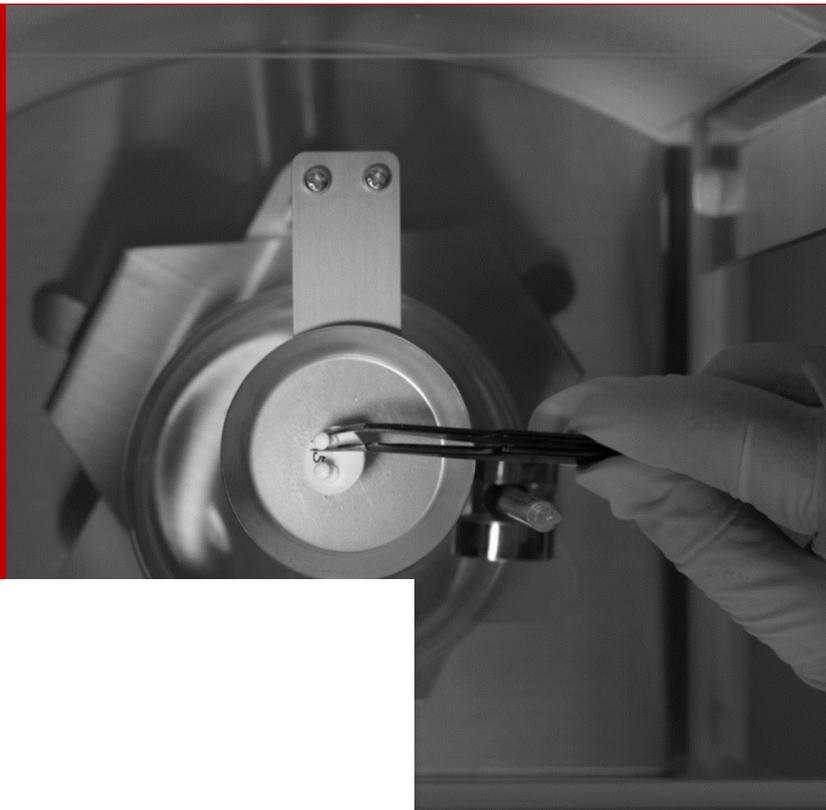


Third quarter

CEO Christer Wahlquist
CFO Per-Ola Holmström

28/10/2021



Medical Solutions



Integrated Solutions



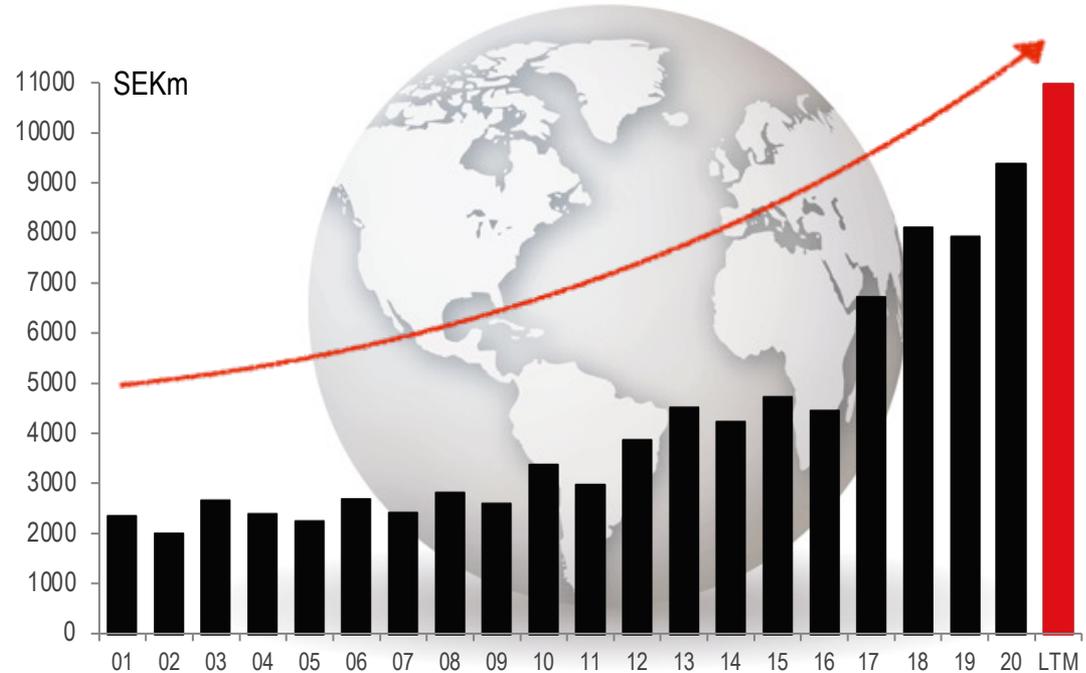
Industrial Solutions



Q3 summary: Group

- Sales totaled SEK 3,033 million (2,500)
 - 21% increase in sales
 - A sharp 16% increase adjusted for currency and acquisitions
 - Supply chain disruptions but strong growth for Integrated Solutions
- Operating profit (EBITA) rose to SEK 339 million (SEK 304 million, excl. a non-recurring item of SEK –17 million)
- EBITA margin of 11.2% (12.2%, excl. the non-recurring item)
- Cash flow after investments was SEK 116 million (SEK 82 million, excl. acquisitions)
- Financial position remains strong, with net financial debt of SEK 72 million (535)

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.

3,033

SALES
SEKm
Q3

339

EBITA
SEKm
Q3

11.2
EBITA MARGIN
%
Q3

Medical Solutions

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

977

SALES
SEKm
Q3

100

EBITA
SEKm
Q3

10.2
EBITA MARGIN
%
Q3

Integrated Solutions

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

1,519

SALES
SEKm
Q3

200

EBITA
SEKm
Q3

13.2
EBITA MARGIN
%
Q3

Industrial Solutions

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

540

SALES
SEKm
Q3

42

EBITA
SEKm
Q3

7.8
EBITA MARGIN
%
Q3

Medical Solutions



977

SALES
SEKm, Q3

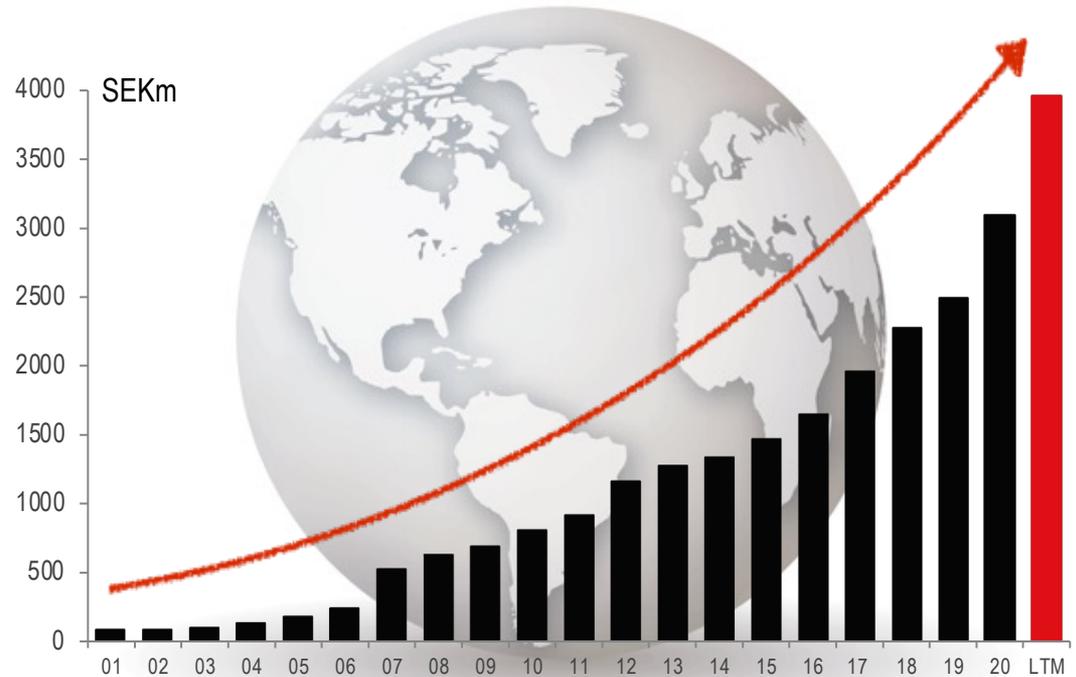
100

EBITA
SEKm, Q3

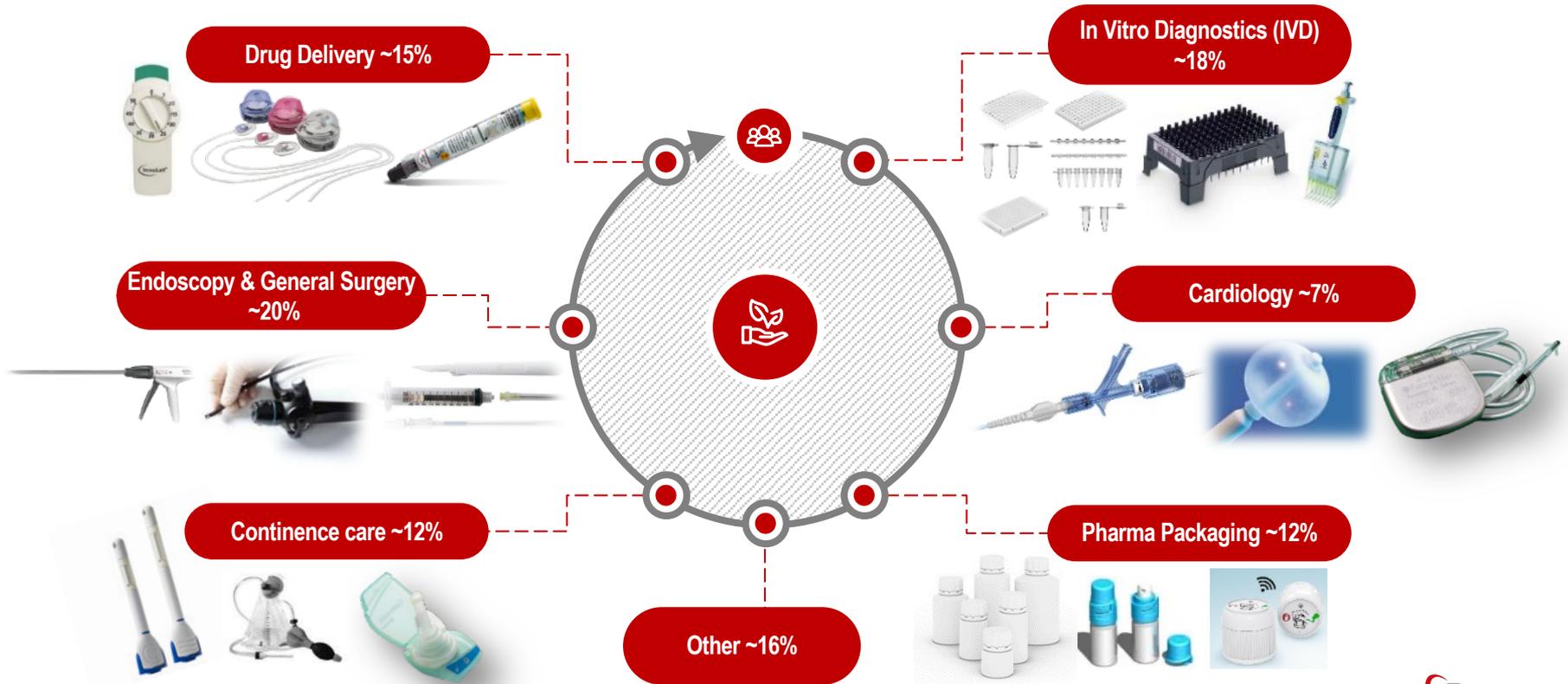
10.2

EBITA MARGIN
%, Q3

Global expansion



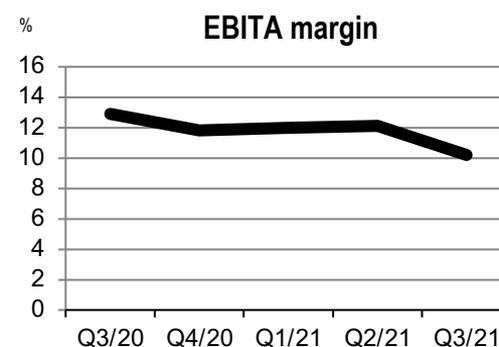
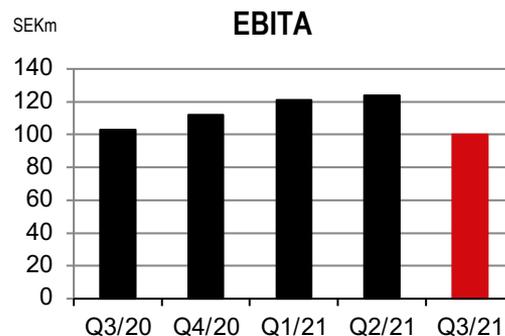
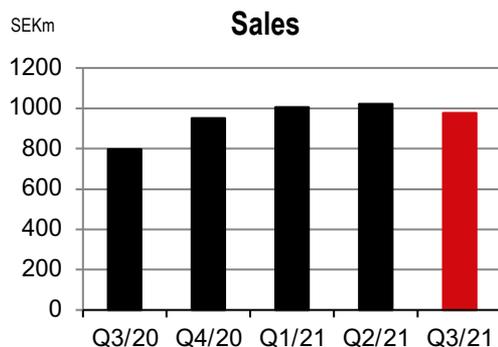
Medical Solutions – focused product areas



Medical Solutions – Q3

- 23% increase in sales
 - A decrease of 4% adjusted for currency and acquisitions
 - Postponed surgical operations are continuing to have a negative impact
 - Inventory adjustments in other areas following reduced impact from the pandemic
- EBITA margin of 10.2% (12.9)
 - The dilutive effect from the acquired US business is affecting the margin
 - Volume impact
 - Ramp-up of a large new project resulting in disruptions in Q3 and Q4
- Expansion of production capacity
 - Switzerland, Hungary, Poland, the US and Sweden proceeding according to plan

SEKm	Q3		Acc. 9 months	
	2021	2020	2021	2020
Sales	977	796	3,004	2,138
Operating profit (EBITA)	100	103	345	290
EBITA margin (%)	10.2	12.9	11.5	13.6
Operating profit (EBIT)	94	100	326	286



Integrated Solutions



1,519

SALES
SEKm, Q3

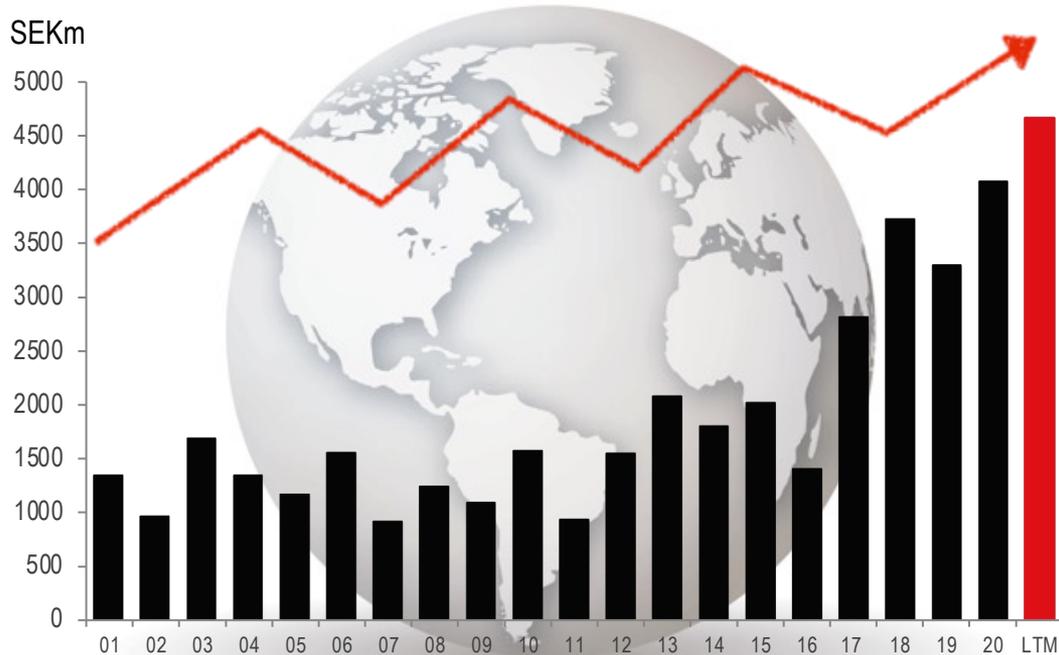
200

EBITA
SEKm, Q3

13.2

EBITA MARGIN
%, Q3

Expansion into new market segments



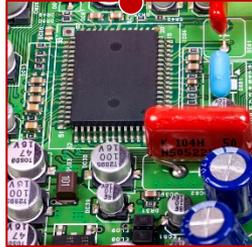
Integrated Solutions

VHP



Consumer Electronics

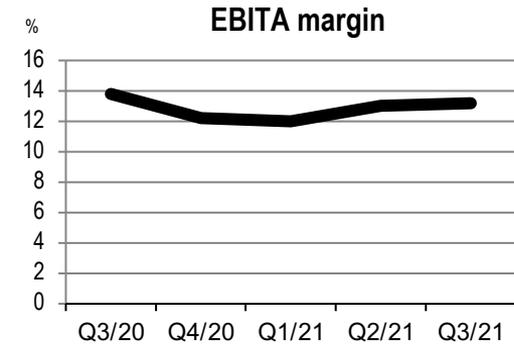
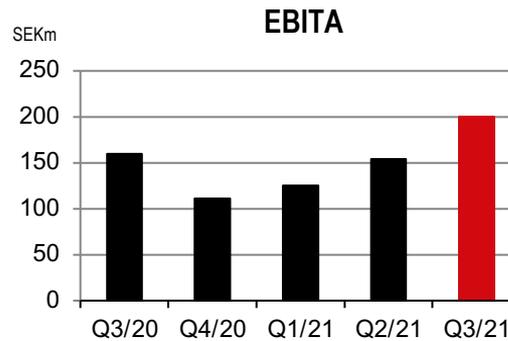
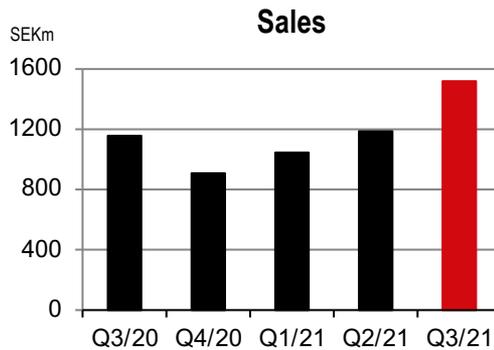
EMC/Thermal



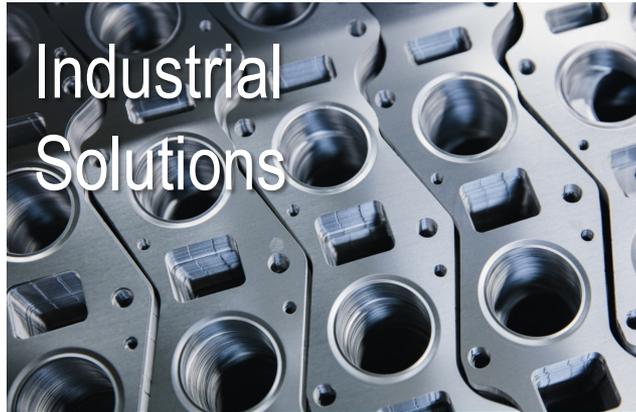
Integrated Solutions – Q3

- 31% increase in sales
 - Remarkable 39% increase adjusted for currency
 - Strong VHP growth, increased volumes but also some impact from inventory build-up
 - Strong growth in EMC
 - * 5G roll-out is generating good growth in telecom
 - * Strong relative growth in automotive
 - Fourth-quarter sales are expected to be in line with or slightly lower than this year's third-quarter sales
- EBITA margin of 13.2% (13.8)

SEKm	Q3		Acc. 9 months	
	2021	2020	2021	2020
Sales	1,519	1,158	3,750	3,161
Operating profit (EBITA)	200	160	479	437
EBITA margin (%)	13.2	13.8	12.8	13.8
Operating profit (EBIT)	200	160	478	436



Industrial Solutions



540

SALES
SEKm, Q3

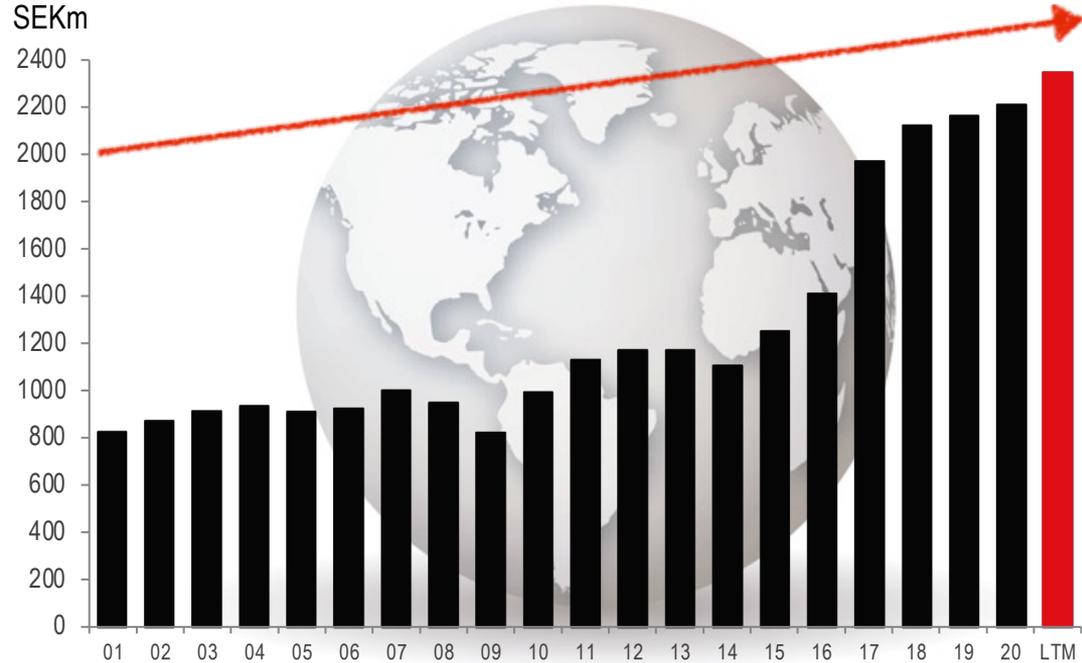
42

EBITA
SEKm, Q3

7.8

EBITA MARGIN
%, Q3

Technological and geographical expansion



Industrial Solutions



General Industry

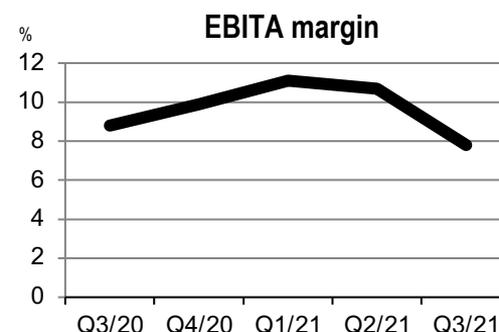
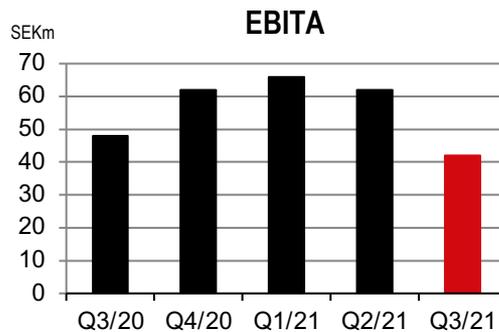
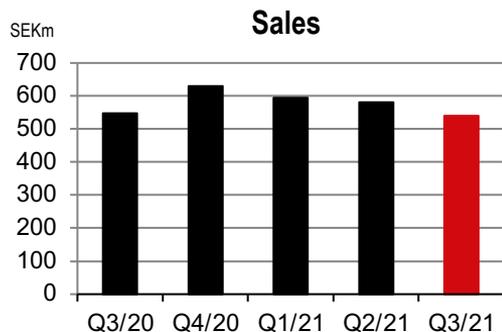
Automotive



Industrial Solutions – Q3

- 1% decrease in sales
 - A decrease of 4% adjusted for currency and acquisitions
 - Supply chain disruptions leading to lower volumes in Q3 and Q4
- EBITA margin of 7.8% (8.8)
 - Lower volumes and low production efficiency

SEKm	Q3		Acc. 9 months	
	2021	2020	2021	2020
Sales	540	547	1,715	1,576
Operating profit (EBITA)	42	48	170	106
EBITA margin (%)	7.8	8.8	9.9	6.7
Operating profit (EBIT)	40	46	164	102



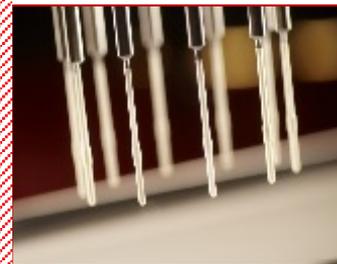
Group financial highlights

SEKm	Q3		Acc. 9 months		LTM ¹⁾	Full year 2020 ^{2,3)}
	2021	2020 ²⁾	2021 ¹⁾	2020 ^{2,3)}		
Net sales	3,033	2,500	8,464	6,872	10,951	9,359
Operating profit (EBITA)	339	287	1,033	783	1,316	1,066
EBITA margin (%)	11.2	11.5	12.2	11.4	12.0	11.4
Profit after financial income and expenses	322	267	968	745	1,237	1,014
Profit after tax	257	211	774	595	985	806
Effective tax (%)	20.2	21.0	20.0	20.1	20.4	20.5
Cash flow after investments, excl. acquisitions and disposals	116	82	533	694	744	905
Net investments affecting cash flow, excl. acquisitions and disposals	245	112	577	245	679	347
Earnings per share (SEK)	0.95	0.79	2.88	2.24	3.67	3.02
Equity/assets ratio (%)	–	–	45	41	45	44
Net financial liabilities (-)/net financial assets (+)	–	–	-72	-535	-72	-298
Return on capital employed (%)	–	–	20.6	21.8	20.6	20.7
Operating profit (EBIT)	331	282	1,007	774	1,281	1,048
Cash conversion (%)	–	–	–	–	62	87

¹⁾ Including non-recurring items of SEK +50 million in Q2 2021.

²⁾ Including non-recurring items (acquisition expenses) of SEK -17 million in Q3 2020.

³⁾ Including non-recurring items of SEK -14 million in Q1 2020.



Current situation

Medical Solutions



- Maintained growth strategy
- Focus on innovation
- Strong customer relationships
- Impact of the pandemic
- Temporary high costs for ramp-up of large new project

Integrated Solutions



- Established position in new product areas
- Flexible production structure
- 5G roll-out and new initiatives in the automotive sector are positive for EMC

Industrial Solutions



- Advanced market positions
- Continual efficiency improvements
- Impact of supply chain disruptions
- Emphasis on sustainable solutions

Thank you.



This presentation may contain forward-looking statements. When used in this presentation, words such as "anticipate", "believe", "estimate", "expect", "plan" and "project" are intended to identify forward-looking statements. Such statements could encompass risks and uncertainties pertaining to product demand, market acceptance, effects of economic conditions, impact of competitive products and pricing, foreign currency exchange rates and other risks. These forward-looking statements reflect the views of Nolato's management as of the date made with respect to future events but are subject to risks and uncertainties. While all of these forward-looking statements are based on estimates and assumptions made by Nolato's management and are believed to be reasonable, they are inherently uncertain and difficult to predict. Actual results and experience could differ materially from the forward-looking statements. Nolato disclaims any intention or obligation to update these forward-looking statements.

