



Fourth quarter 2020

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CFO Per-Ola Holmström
February 10, 2021



Medical
Solutions



Integrated
Solutions

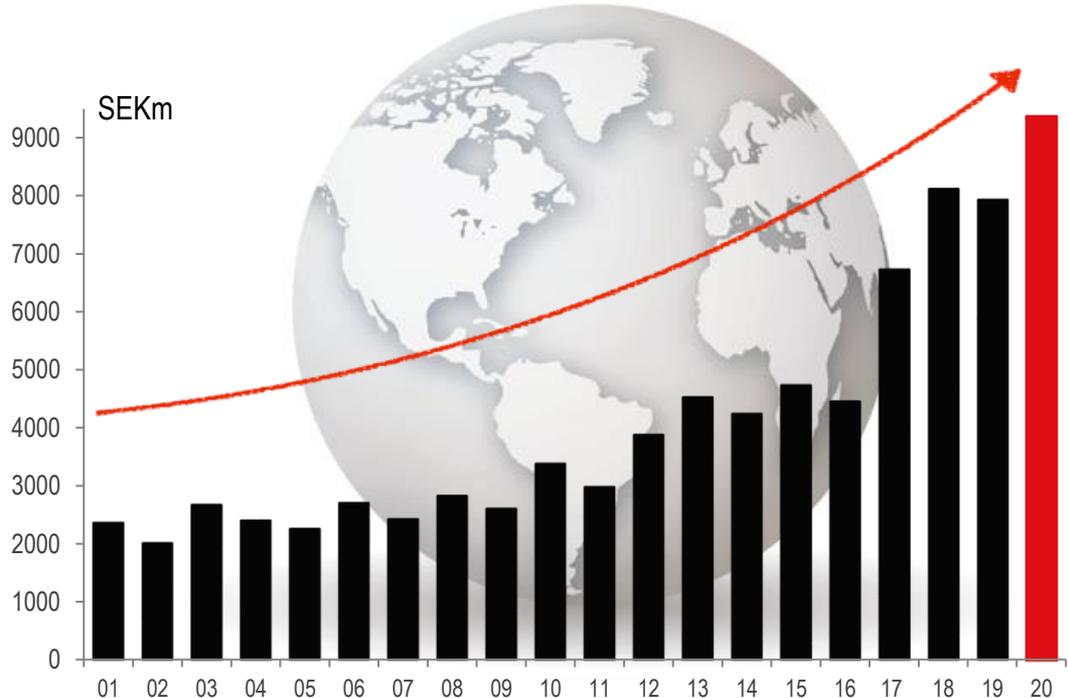


Industrial
Solutions

Q4 in brief – Group

- Sales totaled SEK 2,487 million (2,296)
 - Adjusted for currency and acquisitions, this was a decrease of 2%
 - The GW Plastics acquisition was consolidated from 1 September and integration is proceeding according to plan
- Operating profit (EBITA) rose to SEK 283 million (249)
- EBITA margin of 11.4% (10.8)
 - Strong margin for the Group
- Cash flow after investments was SEK 211 million (SEK 601 million excl. acquisitions)

A global solutions provider established on three continents

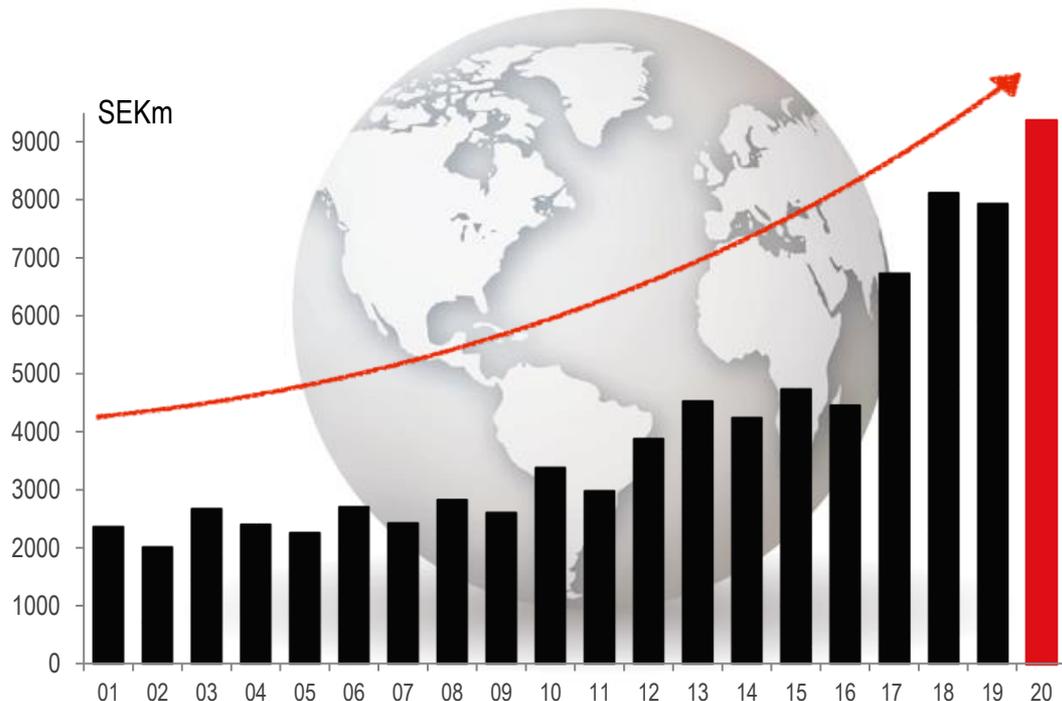


Full year 2020 in brief

Best ever year!

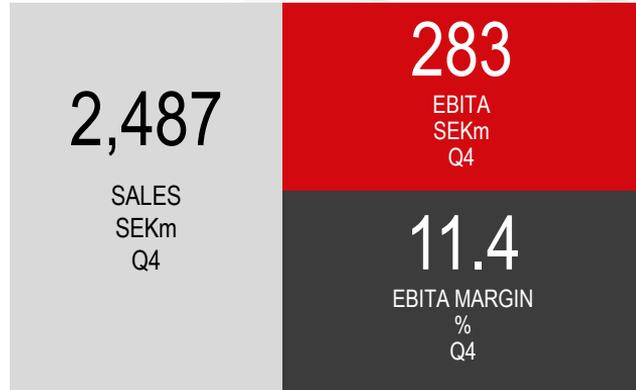
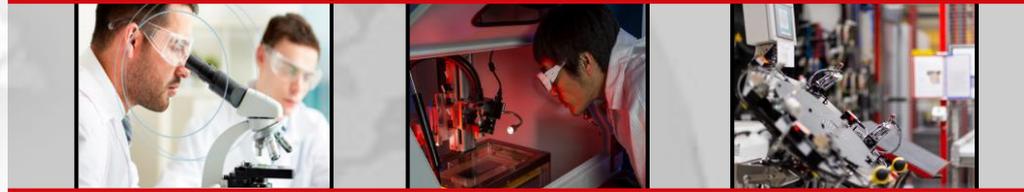
- Earnings per share were SEK 30.24 (SEK 26.60)
- Strong financial position
 - Net financial liabilities of SEK 298 million (assets of + SEK 666 million)
 - Equity/assets ratio of 43% (48)
- Board of Directors' dividend proposal
 - Dividend of SEK 16.00 (0.00)
 - Policy > 50% of net profit
 - Current pay-out ratio of 53% (0)
- The Board proposes a 10:1 share split

A global solutions provider established on three continents

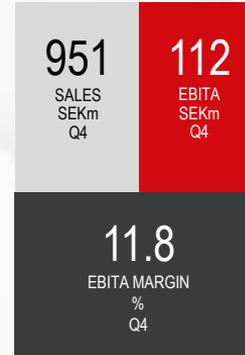


One Group – three business areas

- Responsible business
- Materials technology
- Solutions-oriented development partner
- Production technology



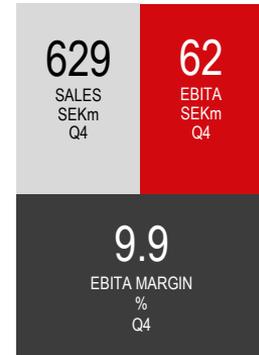
Medical Solutions



Integrated Solutions



Industrial Solutions





Medical Solutions

Q4

951

SALES
SEKm

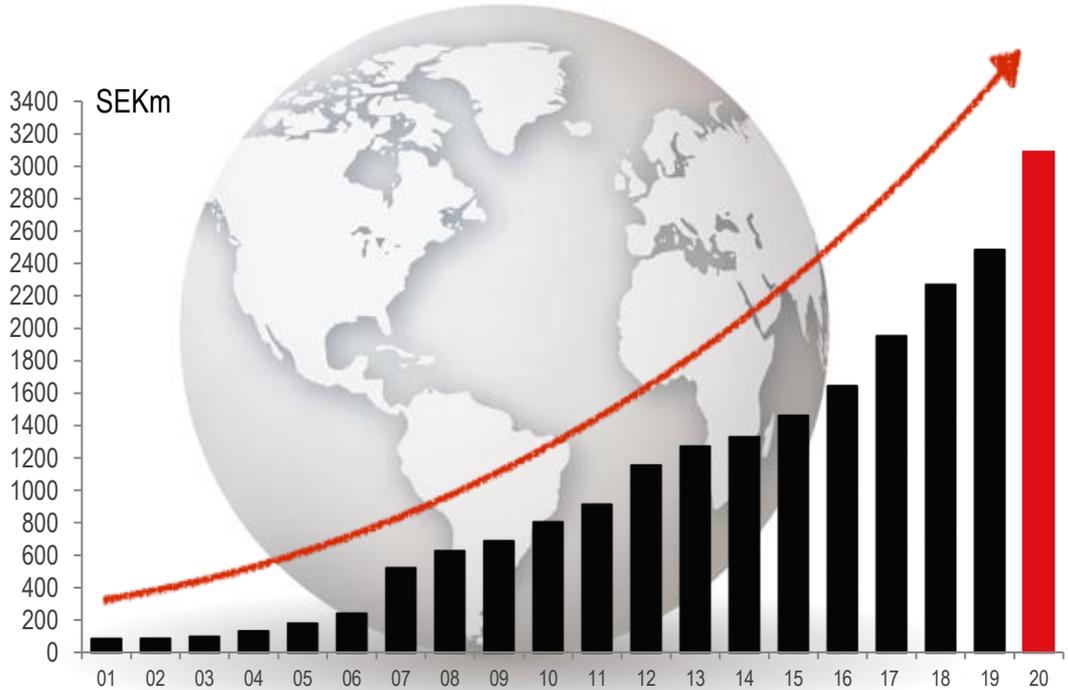
112

EBITA
SEKm

11.8

EBITA MARGIN
%

Global expansion



Medical Solutions – focused product areas

Drug Delivery



In Vitro Diagnostics (IVD)



Endoscopy & General Surgery



Cardiology



Continence Care



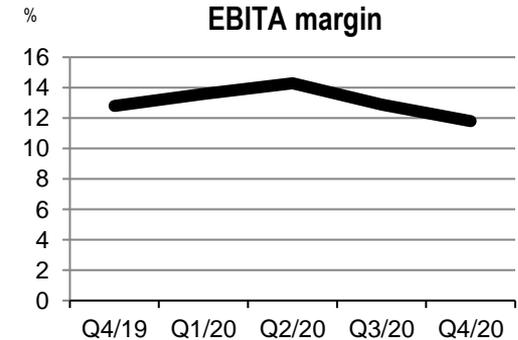
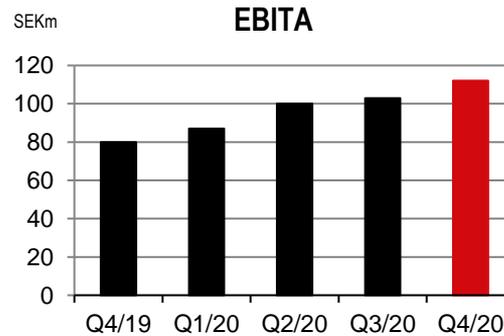
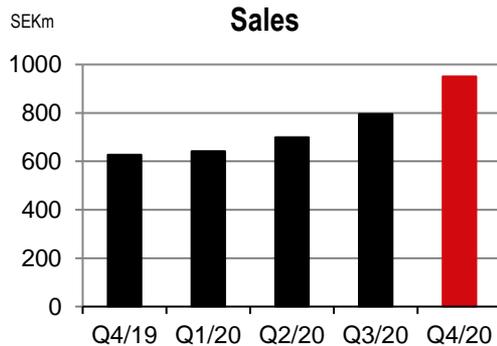
Pharma



Medical Solutions – Q4

- 52% increase in sales
 - Adjusted for currency and acquisitions, this was a 5% increase
 - Integration of GW Plastics is proceeding according to plan and will result in significant market synergies over time
 - High demand in segments such as diagnostics and respiratory aids, which have increased as a result of the pandemic
 - Weak demand in the surgery segment in the US business as a result of postponed operations due to the pandemic
- EBITA margin of 11.8% (12.8)
 - High capacity utilization and favorable sales mix had a positive impact
 - The dilutive effect from the acquired business is affecting the margin
- Expansion of production capacity in Switzerland, Hungary and Sweden

SEKm	Q4		Full year	
	2020	2019	2020	2019
Sales	951	627	3,089	2,484
Operating profit (EBITA)	112	80	402	320
EBITA margin (%)	11.8	12.8	13.0	12.9
Operating profit (EBIT)	105	79	391	317

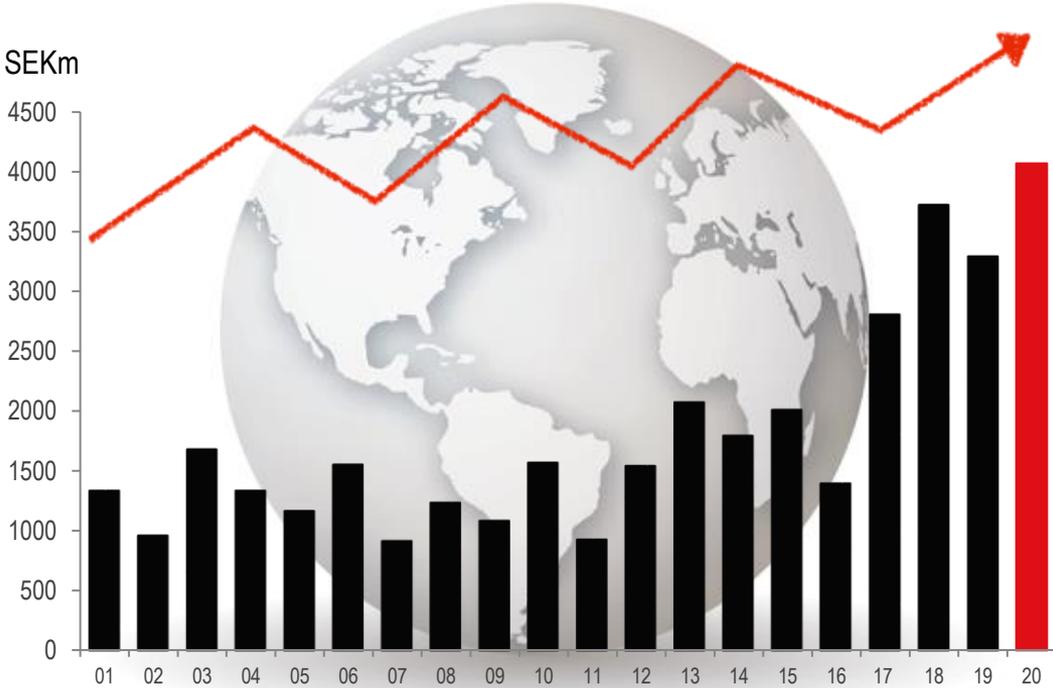


Q4

Integrated Solutions

907	111
SALES SEKm	EBITA SEKm
	12.2
	EBITA MARGIN %

Expansion into new market segments



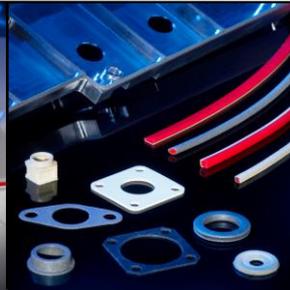
Integrated Solutions

Consumer
Electronics

V H P



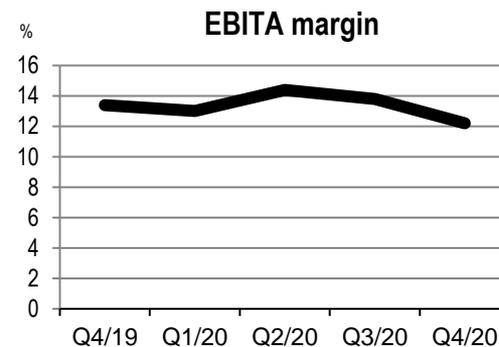
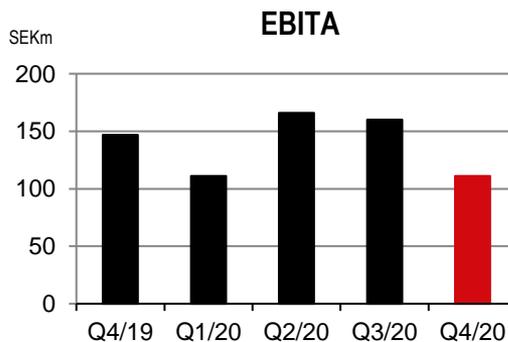
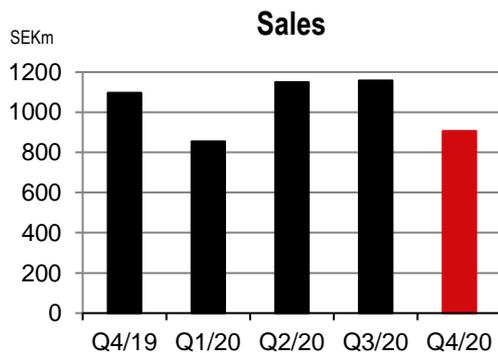
EMC/
Thermal



Integrated Solutions – Q4

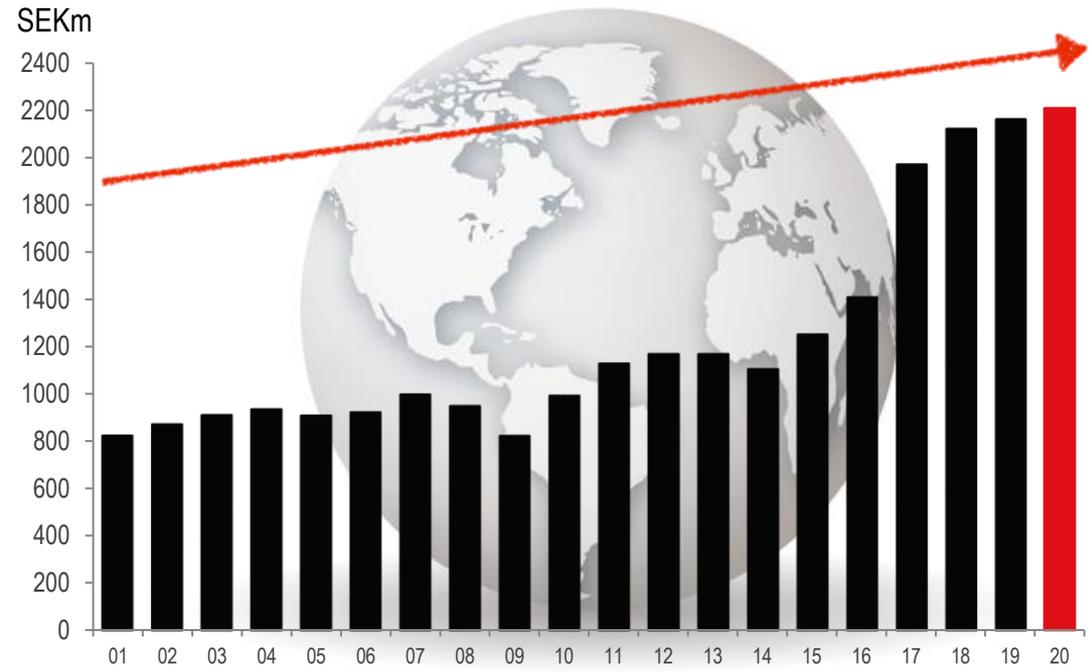
- 17% decrease in sales
 - Adjusted for currency and acquisitions, this was a decrease of 10%
 - We have made cost reductions in the supply chain together with a customer
 - Slightly lower VHP volumes
 - Sales in this business area are expected to exceed SEK 1 billion in Q1 2021
 - EMC saw solid sales and continued low mobile phone volumes
- EBITA margin of 12.2% (13.4)
 - Lower volumes had a slight impact
 - Last year was boosted by the VHP product mix and high capacity utilization in mobile phones

SEKm	Q4		Full year	
	2020	2019	2020	2019
Sales	907	1,097	4,068	3,292
Operating profit (EBITA)	111	147	548	427
EBITA margin (%)	12.2	13.4	13.5	13.0
Operating profit (EBIT)	110	147	546	427





Technological and geographical expansion



Industrial Solutions

General
Industry



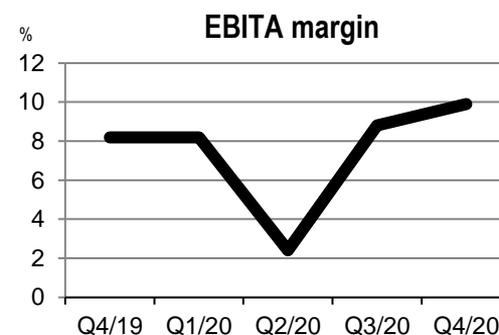
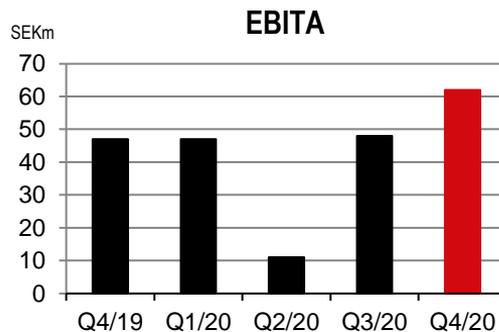
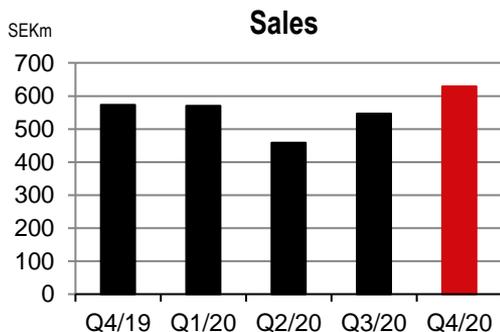
Automotive



Industrial Solutions – Q4

- 10% increase in sales
 - Adjusted for currency and acquisitions, this was a 4% increase
 - Increased demand in both general industry and the automotive sector
- EBITA margin of 9.9% (8.2)
 - Higher volumes
 - Greater efficiency

SEKm	Q4		Full year	
	2020	2019	2020	2019
Sales	629	573	2,205	2,159
Operating profit (EBITA)	62	47	168	181
EBITA margin (%)	9.9	8.2	7.6	8.4
Operating profit (EBIT)	61	45	163	176



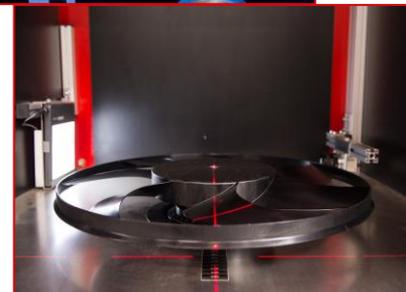
Group financial highlights

SEKm	Q4		Full year	
	2020	2019***	2020**	2019***
Net sales	2,487	2,296	9,359	7,919
Operating profit (EBITA)	283	249	1,066	895
EBITA margin (%)	11.4	10.8	11.4	11.3
Profit after financial income and expenses	269	236	1,014	857
Profit after tax	211	206	806	703
Effective tax (%)	–	–	20.5	18.0
Cash flow after investments, excl. acquisitions and disposals	211	601	905	800
Net investments, affecting cash flow, excl. acquisitions and disposals	102	81	347	360
Earnings per share (SEK)	7.87	7.75	30.24	26.60
Adjusted earnings per share (SEK)	8.13	7.83	30.76	26.82
Equity/assets ratio (%)	–	–	43	48
Net financial liabilities (-)/net financial assets (+)	–	–	-298	666
Return on capital employed (%)	–	–	20.7	23.1
Operating profit (EBIT)	274	246	1,048	887
Cash conversion (%)	–	–	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



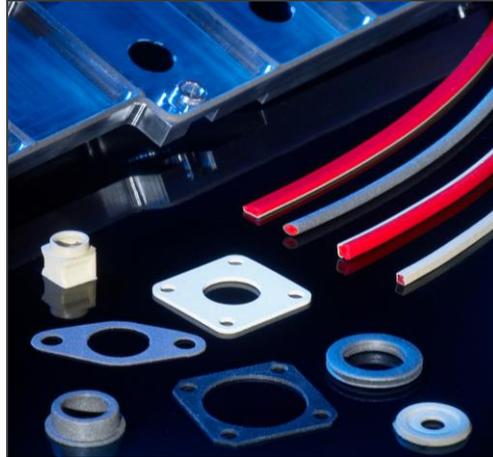
Current situation

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
- Flexible production structure
- VHP: Cost reductions throughout the supply chain together with a customer

Industrial Solutions



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

Thank you.



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