



Third quarter

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October 26, 2023

Medical
Solutions



Integrated
Solutions



Industrial
Solutions

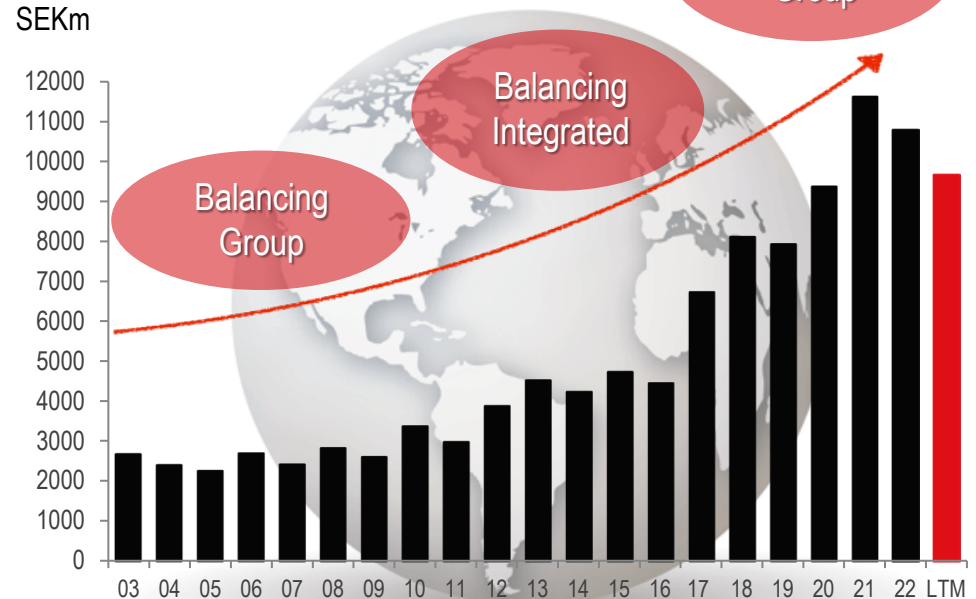


Q3 summary

Group

- Sales totaled SEK 2,340 million (2,626)
 - Positive currency effect; a 15% decrease adjusted for currency and acquisitions
 - Increased sales for Medical and Industrial Solutions but markedly lower volumes for Integrated Solutions
- Operating profit (EBITA) amounted to SEK 193 million (SEK 214), excluding a non-recurring item of SEK 60 million
- EBITA margin of 8.2% (8.1), excluding a non-recurring item
 - SEK 20 million in electricity subsidies from Swedish authorities included
- Cash flow after investments rose to SEK 188 million (166) excluding acquisitions
- Sustained strong financial position

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.

2,340

SALES
SEKm
Q3

193

EBITA
SEKm
Q3

8.2

EBITA MARGIN
%
Q3

Medical Solutions

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

1,320

SALES
SEKm
Q3

126

EBITA
SEKm
Q3

9.5

EBITA MARGIN
%
Q3

Integrated Solutions

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

330

SALES
SEKm
Q3

10

EBITA
SEKm
Q3

3.0

EBITA MARGIN
%
Q3

Industrial Solutions

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

691

SALES
SEKm
Q3

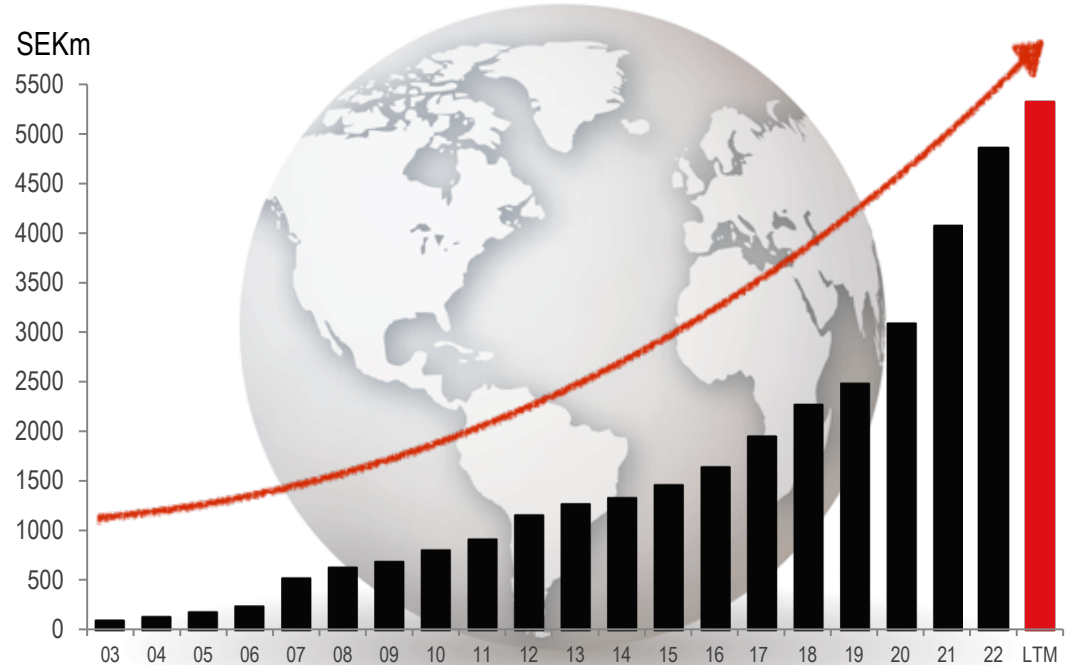
64

EBITA
SEKm
Q3

9.3

EBITA MARGIN
%
Q3

Medical Solutions – Sustainable Growth and Global expansion

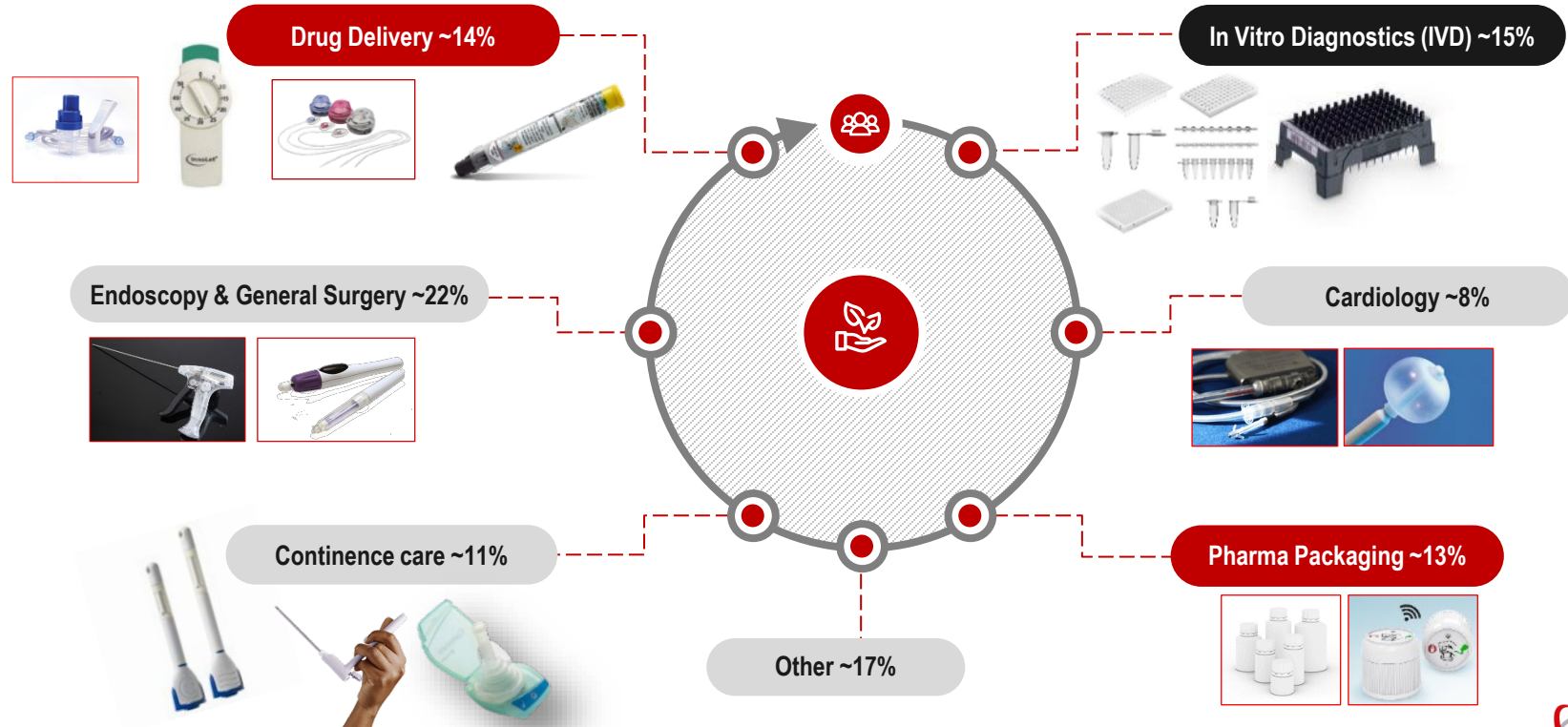


Medical Solutions – Focused product areas

Pharma

Diagnostics

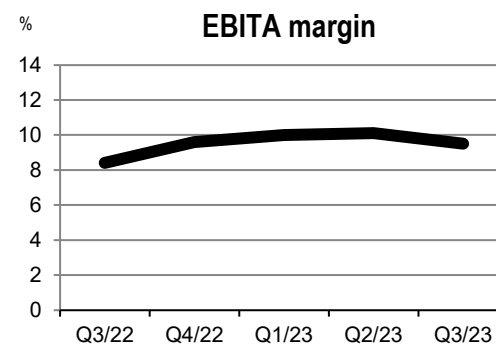
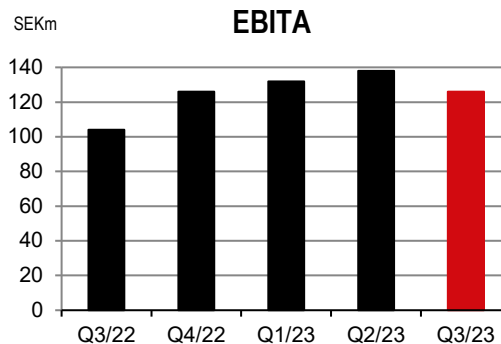
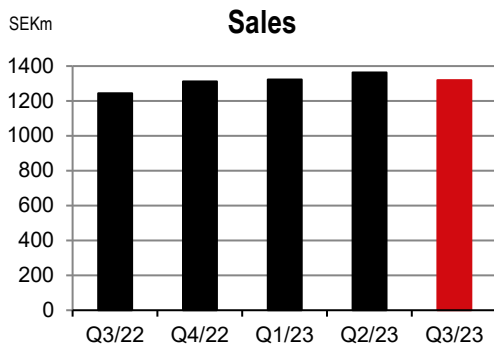
Medical Devices



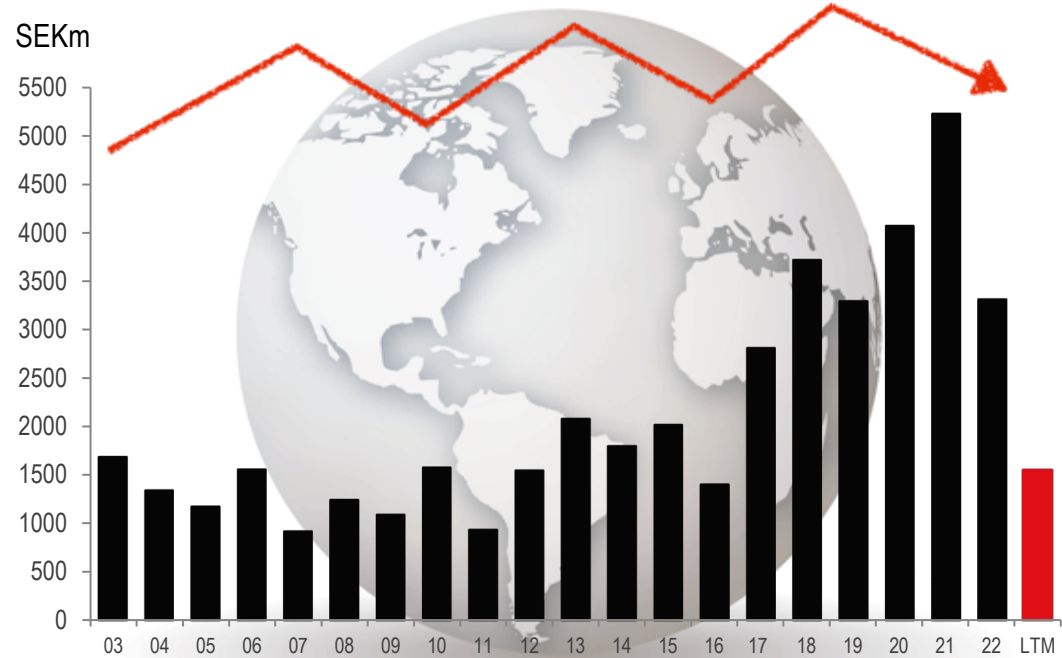
Medical Solutions – Q3

- 6% increase in sales
 - Increase of 1% adjusted for currency
 - Continued inventory adjustments and change in the customer mix in IVD
 - Somewhat lower volumes in the surgery area
- EBITA margin of 9.5% (8.4)
 - Approx. SEK 10 million in electricity subsidies in Sweden included

SEKm	Q3		Acc. 9 months	
	2023	2022	2023	2022
Sales	1,320	1,245	4,008	3,547
Operating profit (EBITA)	126	104	396	331
EBITA margin (%)	9.5	8.4	9.9	9.3
Operating profit (EBIT)	118	97	372	309



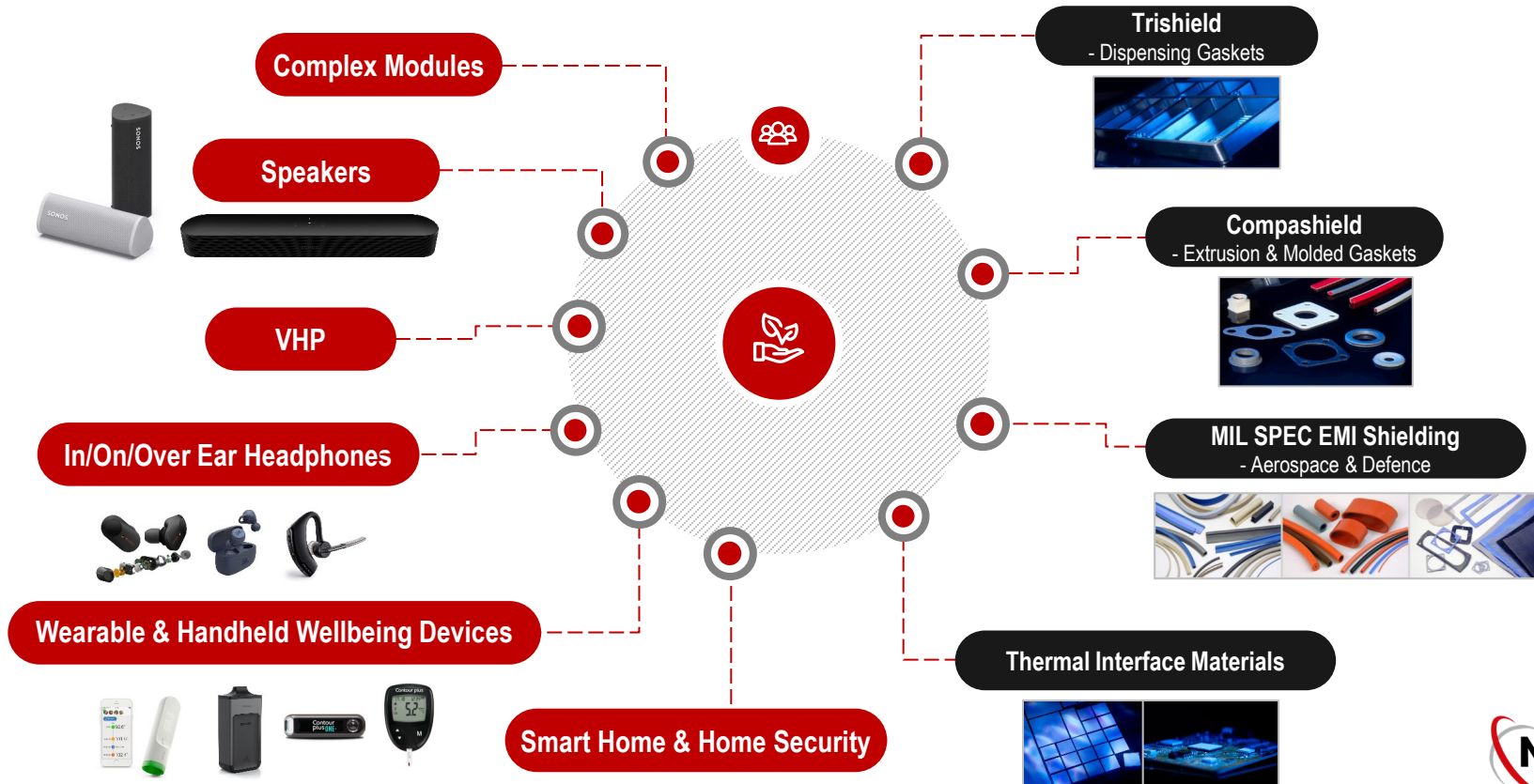
Integrated Solutions – Expansion into new market segments



Integrated Solutions – Focused product areas

Consumer Electronics

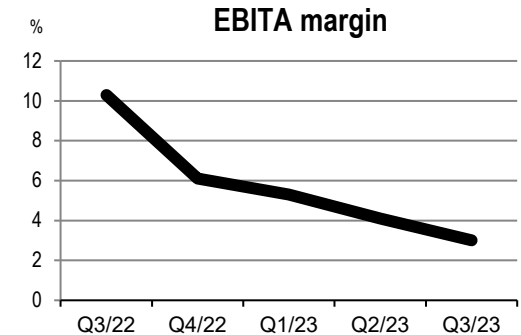
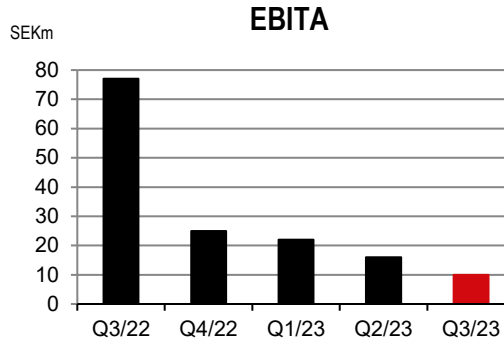
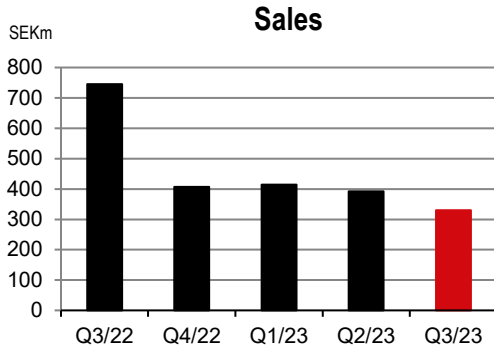
EMC & Thermal



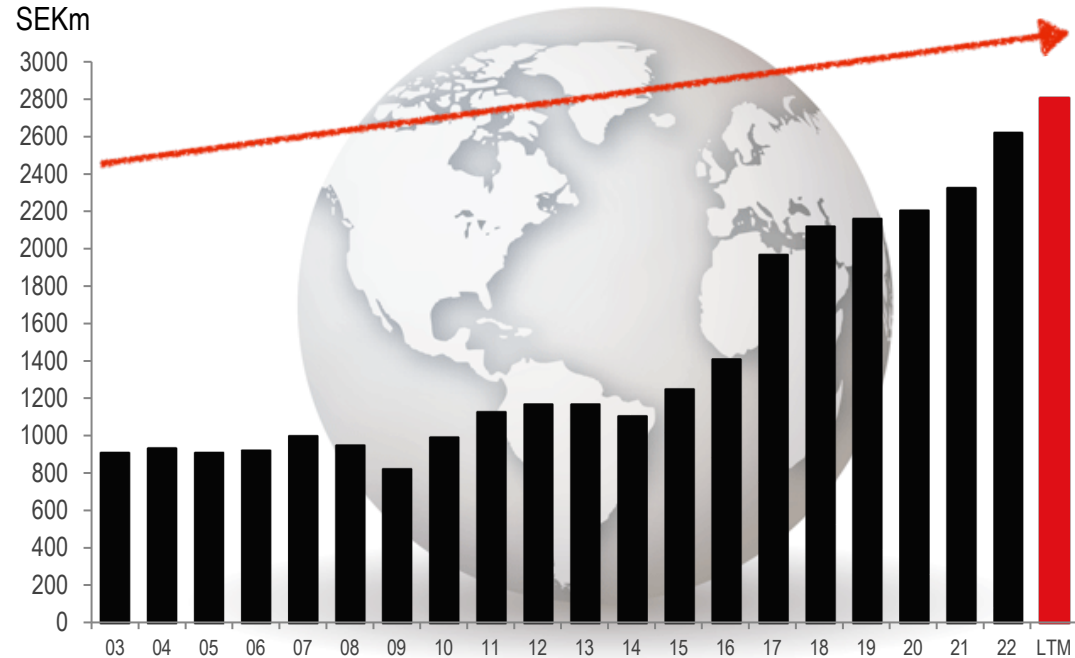
Integrated Solutions – Q3

- 56% decrease in sales
 - A decrease of some 57% adjusted for currency and acquisitions
 - Low volumes and a change in sourcing strategy at a previously significant customer had a negative impact
 - EMC sales totaled SEK 170 million (185)
 - The automotive area increased significantly, while the telecom area had lower volumes
- EBITA margin of 3.0% (10.3)
 - The margin was affected by lower volumes

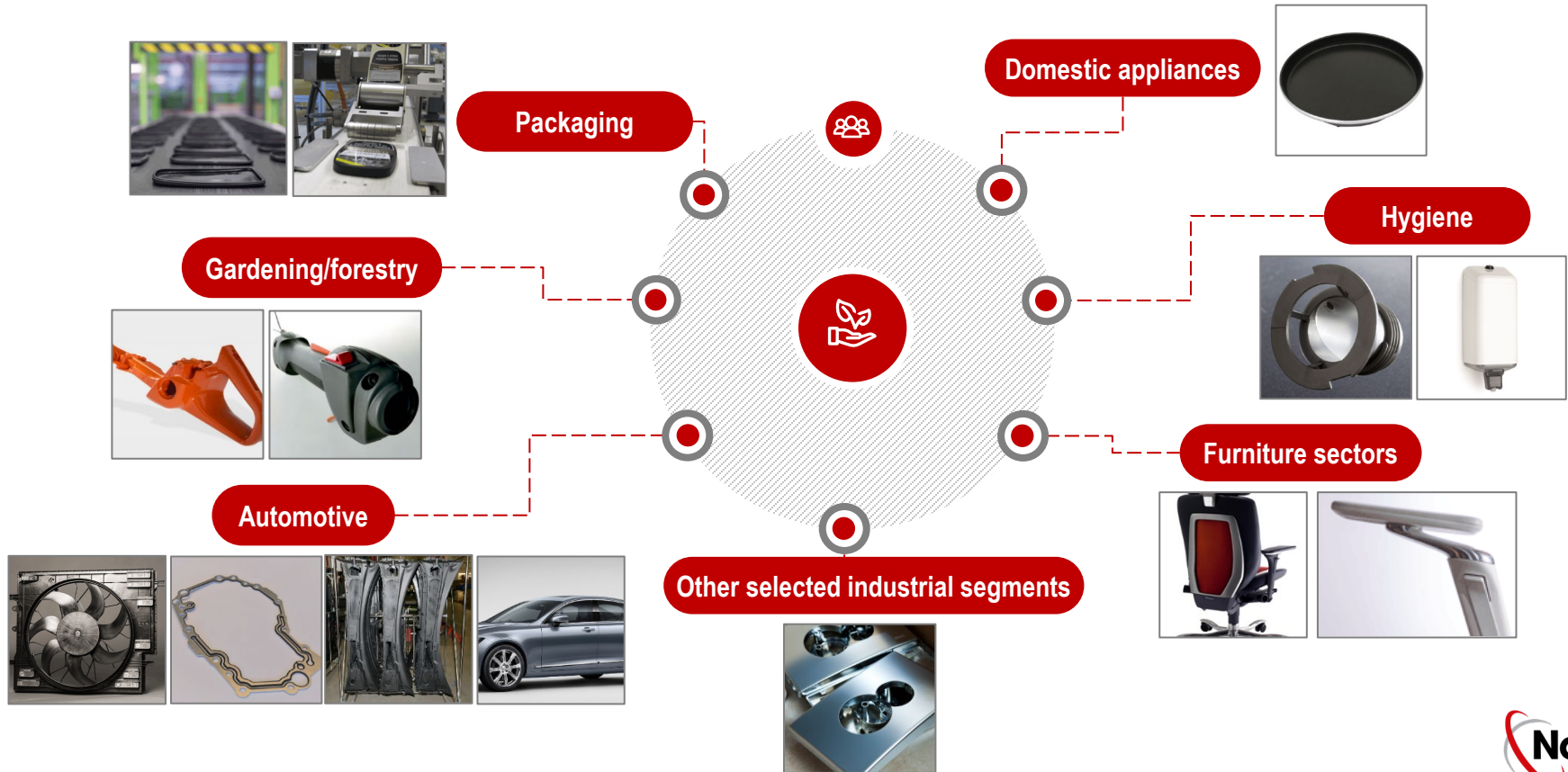
SEKm	Q3		Acc. 9 months	
	2023	2022	2023	2022
Sales	330	745	1,136	2,904
Operating profit (EBITA)	10	77	48	309
EBITA margin (%)	3.0	10.3	4.2	10.6
Operating profit (EBIT)	10	77	47	308



Industrial Solutions – Technological and geographical expansion



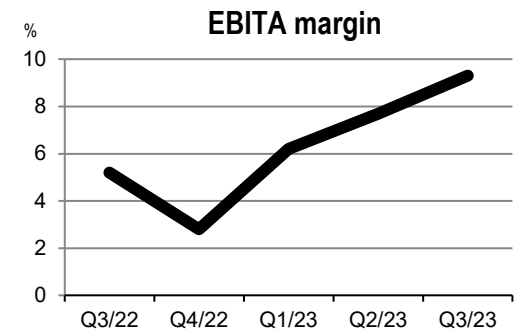
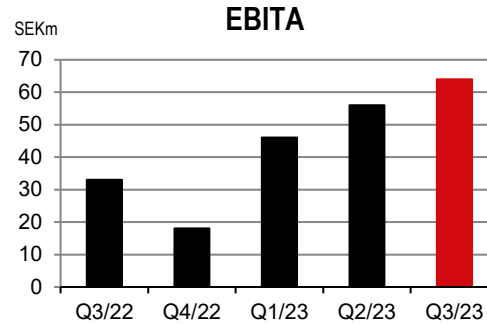
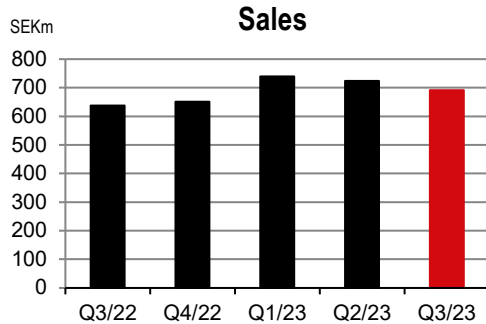
Industrial Solutions – Focused product areas



Industrial Solutions – Q3

- 8% increase in sales
 - Increase of 2% adjusted for currency
 - Volumes in automotive have risen and supply chain disruptions have had less of an impact than previously
 - Demand for products in consumer discretionary sector slightly lower due to weaker economic conditions
- EBITA margin of 9.3% (5.2)
 - Less disruption in the supply chain for automotive meant more efficient production
 - Approx. SEK 10 million in electricity subsidies in Sweden included

SEKm	Q3		Acc. 9 months	
	2023	2022	2023	2022
Sales	691	638	2,155	1,967
Operating profit (EBITA)	64	33	166	110
EBITA margin (%)	9.3	5.2	7.7	5.6
Operating profit (EBIT)	62	31	159	103



Group financial highlights

SEKm	Q3		Acc. 9 months		R-12	Full year 2022
	2023	2022	2023	2022		
Net sales	2,340	2,626	7,294	8,410	9,658	10,774
Operating profit (EBITA)*)	133	214	524	745	687	908
Operating profit (EBITA), excl. a non-recurring item 2023	193	214	584	745	747	908
EBITA margin (%), excl. a non-recurring item 2023	8.2	8.1	8.0	8.9	7.7	8.4
Profit after financial income and expense*)	102	197	467	689	653	875
Profit after tax*)	69	160	360	551	506	696
Effective tax (%), excl. a non-recurring item 2023	–	–	20.3	20.0	–	20.3
Cash flow after investments, excl. acquisitions and disposals	188	166	366	196	178	8
Net investments affecting cash flow, excl. acquisitions and disposals	92	109	319	352	418	451
Earnings per share (SEK)*)	0.26	0.59	1.34	2.05	1.88	2.59
Adjusted earnings per share (SEK)*)	0.29	0.62	1.43	2.13	2.00	2.70
Equity/assets ratio (%)	–	–	54	51	54	54
Net financial liabilities (-)/net financial assets (+)	–	–	-1,003	-580	-1,003	-708
Return on capital employed (%)	–	–	9.4	16.7	9.4	12.8
Operating profit (EBIT)*)	123	205	492	715	644	867
Cash conversion (%)	–	–	–	–	25	1

*) Non-recurring costs for concentration of the Chinese business had a SEK –60 million impact on earnings for Q3 2023, acc. 9 months 2023 and R-12.



Current situation

Medical Solutions



- Maintained growth strategy
- Focus on margins
- Innovation and sustainability
- Deep, longstanding customer relationships

Integrated Solutions



- Established position in new product areas
- Success in automotive area positive for EMC, but lower volumes in telecom area
- Geopolitical concerns

Industrial Solutions



- Advanced market positions
- Emphasis on sustainable solutions
- Generally weaker economy

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.