Alimak Group

Q4 and FY 2017, 23 February 2018

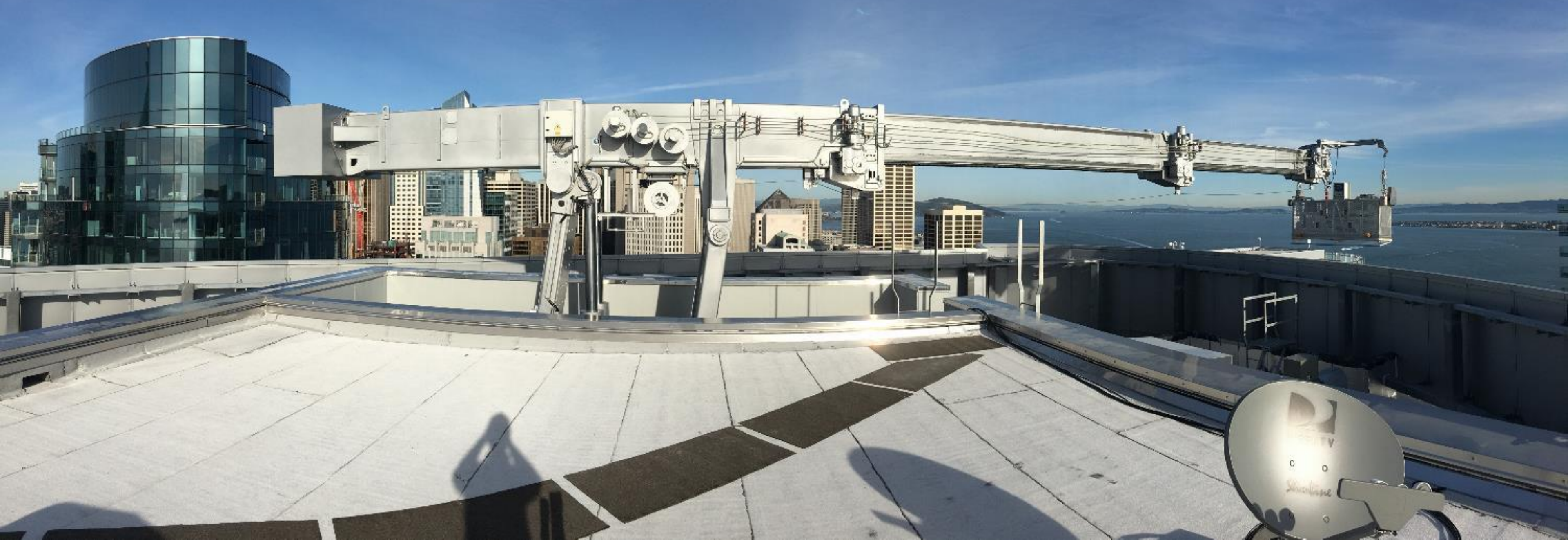
Tormod Gunleiksrud, CEO

Stefan Rinaldo, COO & acting CFO

Including acquired businesses

Q4

- Avanti Wind Systems was consolidated from 1 February 2017
- Facade Access Group was consolidated from 1 March 2017



Solid finish of a strong 2017

Q4

- In the quarter, organic order intake decreased 6%, while reported order intake grew 111%
- Organic revenue growth was 4%, while reported revenue increased 76%
- EBITA margin adj. of 13.8% (17.6), due to dilution from the acquired businesses

Management assessment: If the acquired companies would have been fully consolidated by 1 January 2016

Order intake growth during January-December 2017 would have been 5%

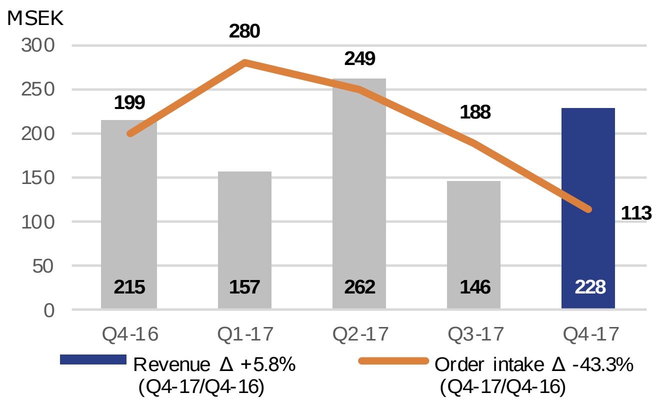
Revenue growth during January-December 2017 would have been 5%

Construction Equipment

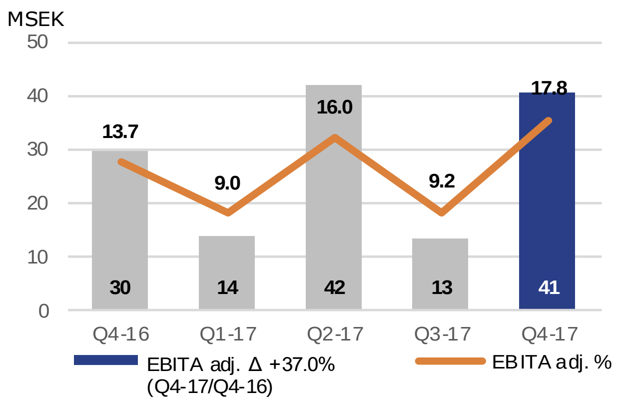
Q4

- Low order intake on the back of longer decision processes in the market
- Organic revenue growth of 11% driven by Europe and Middle East
- Very strong EBITA margin adj. of 17.8% (13.7)

Order intake & Revenue



EBITA adj. & EBITA margin adj.

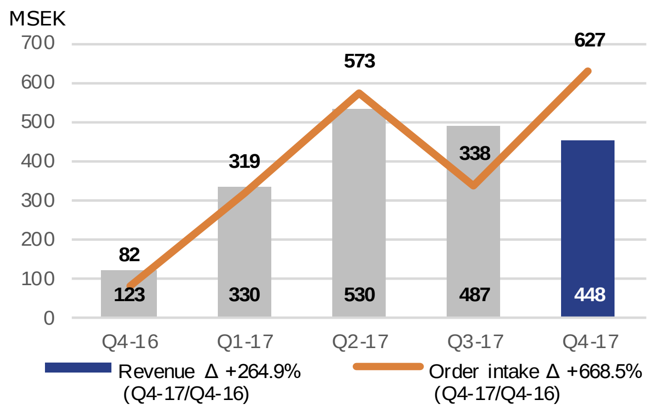


Industrial Equipment

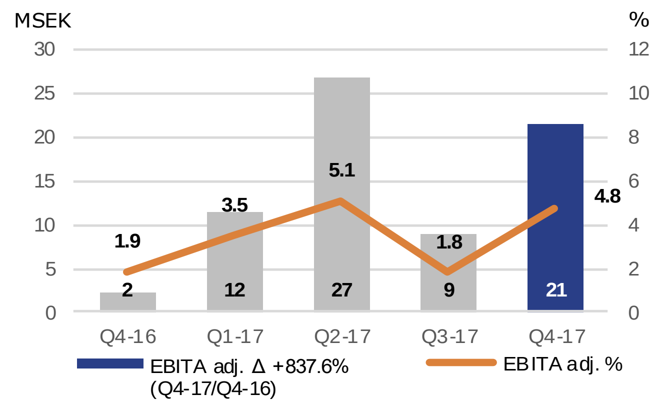
Q4

- Strong order intake growth in the acquired businesses. Organic order intake decrease of 18%.
- Organic revenue decrease of 14% due to timing of projects in backlog
- Increased EBITA margin adj. of 4.8% (1.9) with positive development both organically and in acquired businesses

Order intake & Revenue



EBITA adj. & EBITA margin adj.



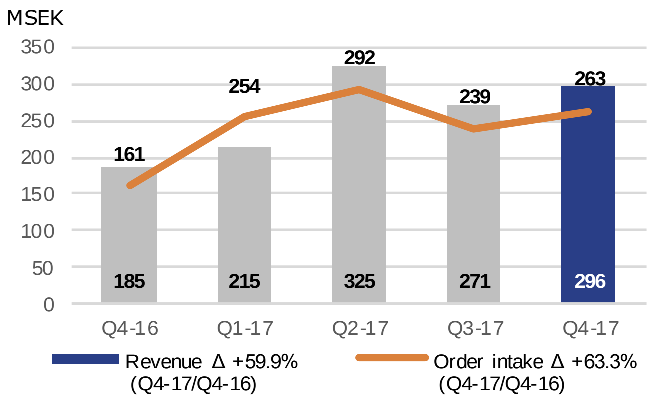
Q3 2017 impacted by PPA adjustment of MSEK 15

After Sales

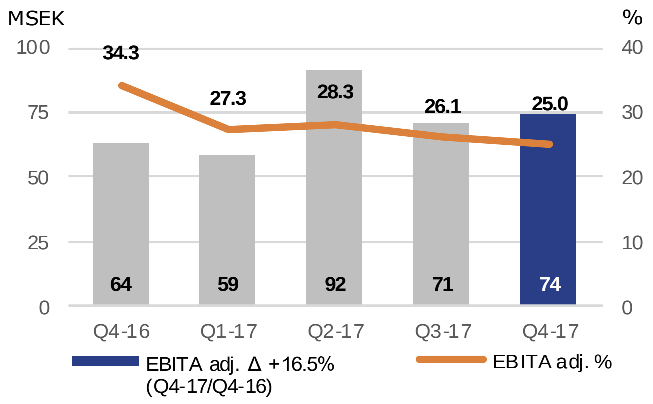
Q4

- Strong growth of 28% in organic order intake
- Revenue with solid momentum in all areas except Wind. US pilot running during the quarter
- Lower EBITA margin adj. of 25.0% (34.3) coming from dilution from acquired business, revenue mix and lower utilization in some units

Order Intake & Revenue



EBITA adj. & EBITA margin adj.



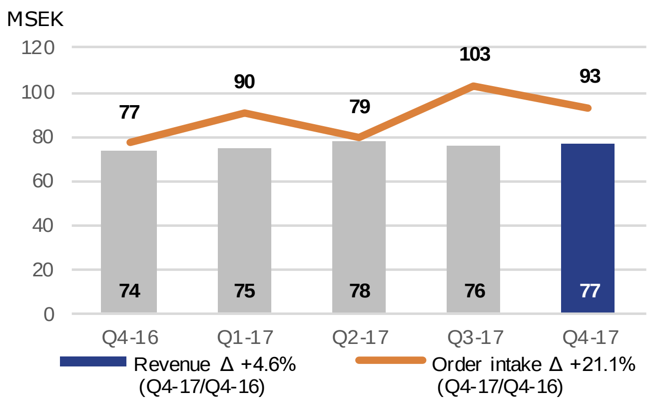
Q3 2017 impacted by PPA adjustment of MSEK 2

Rental

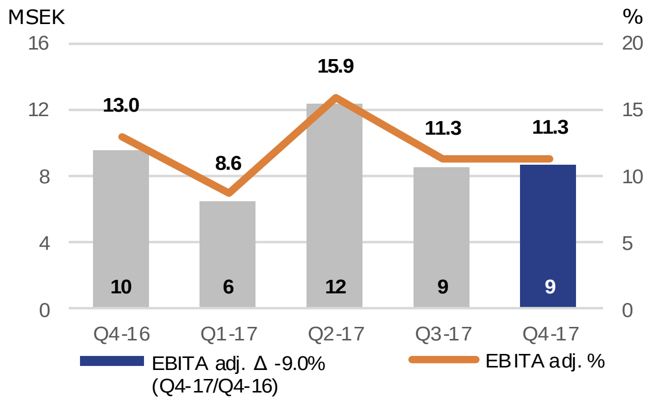
Q4

- Strong organic growth in order intake of 25%, driven by the European rental fleet
- Organic revenue growth of 8%
- Stable EBITA-margin adj. of 11.3% (13.0) in line with Q3 2017

Order intake & Revenue

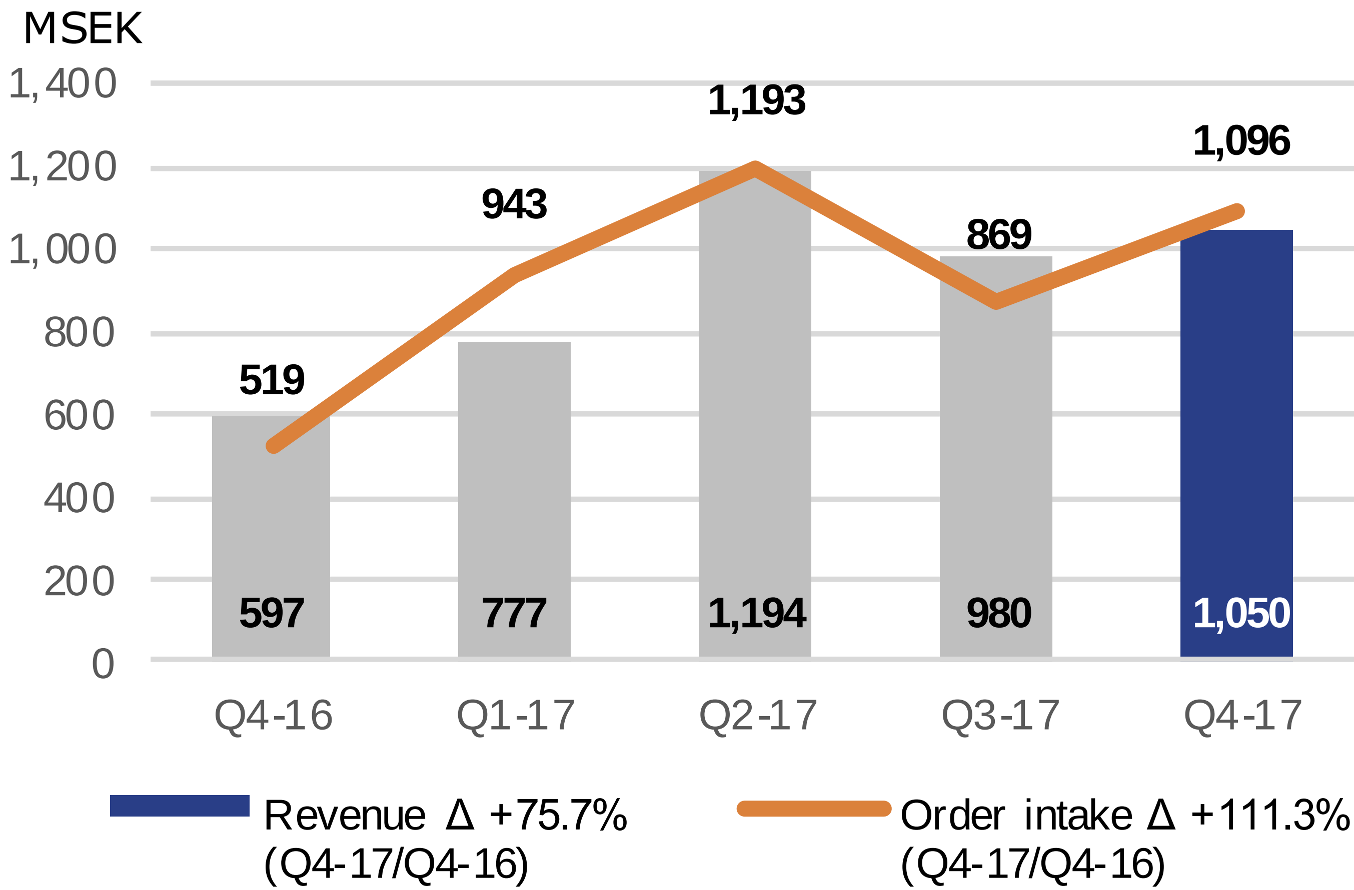


EBITA adj. & EBITA margin adj.



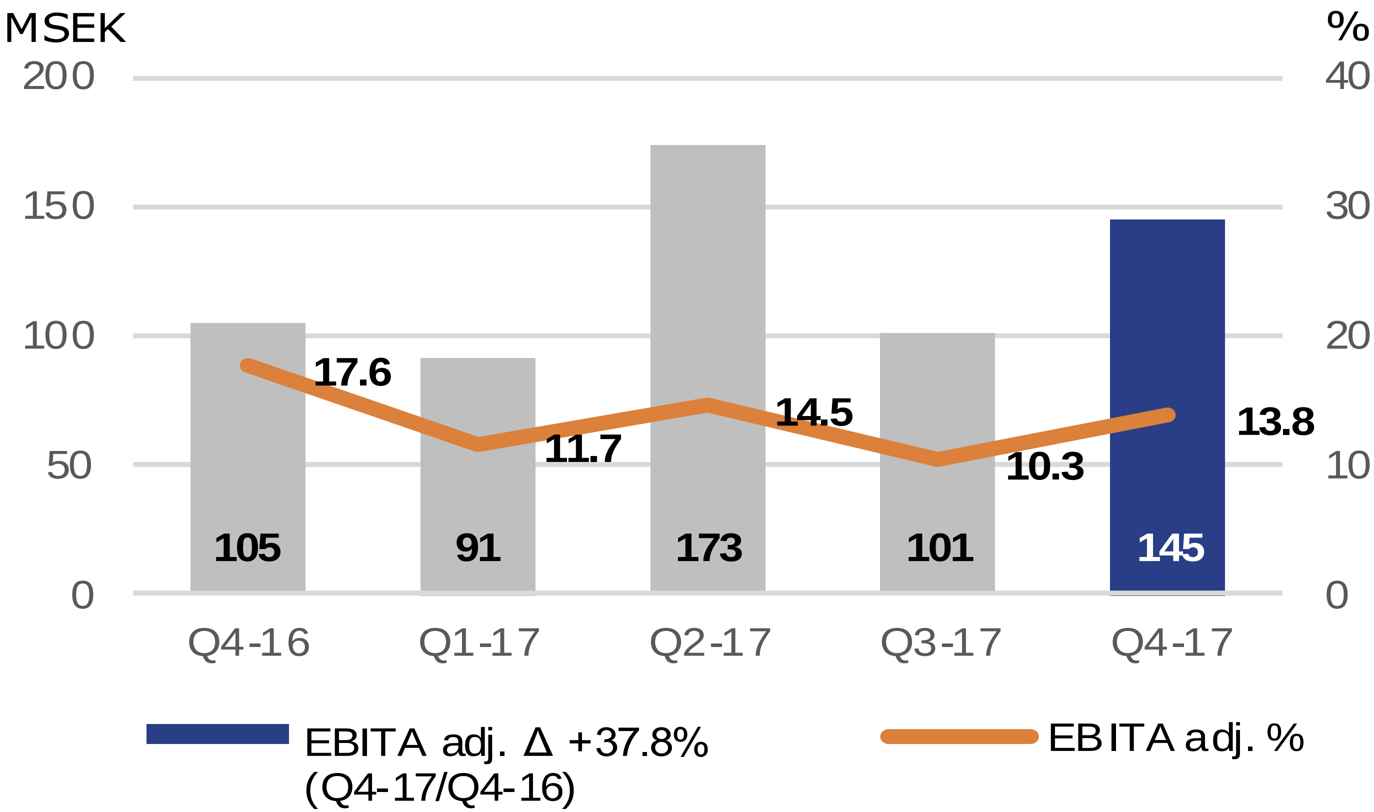
Order Intake & Revenue by quarters

Q4



EBITA adj. & margin by quarters

Q4



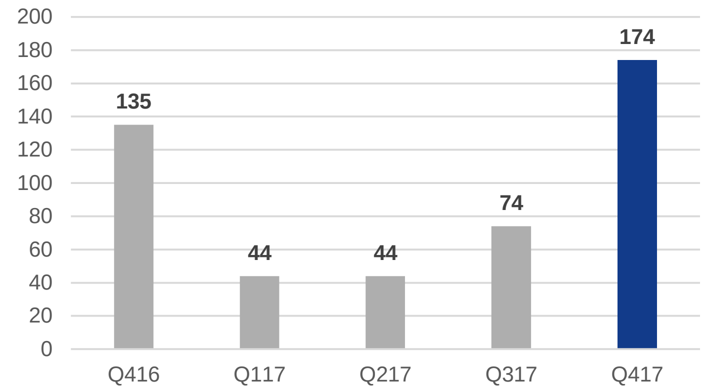
Acquired companies fully consolidated from Q2 2017 impacting margins
Q3 2017 impacted by PPA adjustment of MSEK 17

Cash flow and Net debt

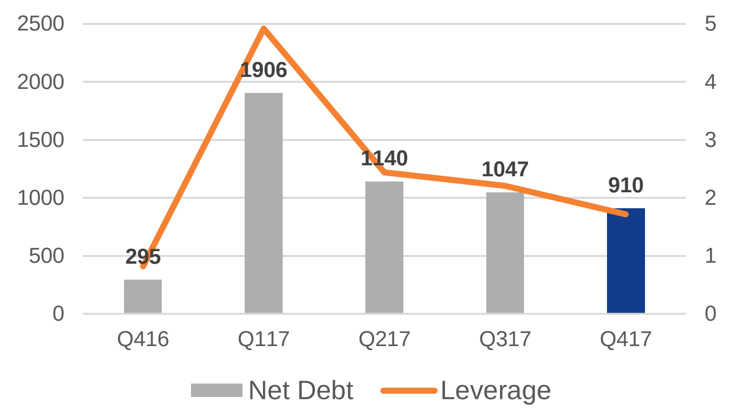
Q4

- Cash flow from operating activities was MSEK 174 (135)
- Net debt now MSEK 910 (295)
- Leverage (Net debt/EBITDA ratio) at 1.72 (0.82)

Cash Flow, MSEK



Net Debt, MSEK

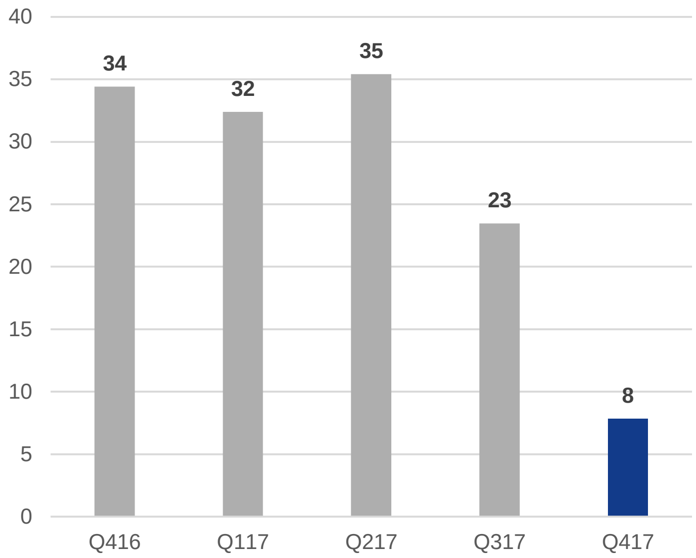


Tax Expense

Q4

- Tax expense for the period was MSEK 8 (25).
- The lower tax rate in Q4 of 8% (34%) is mainly coming from a revaluation triggered by the new, lower tax rates in the US.
  - This effect is non-recurring

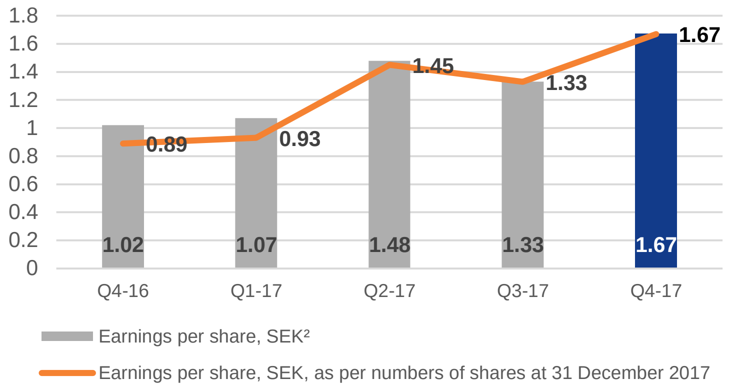
Tax Expense, % of EBT

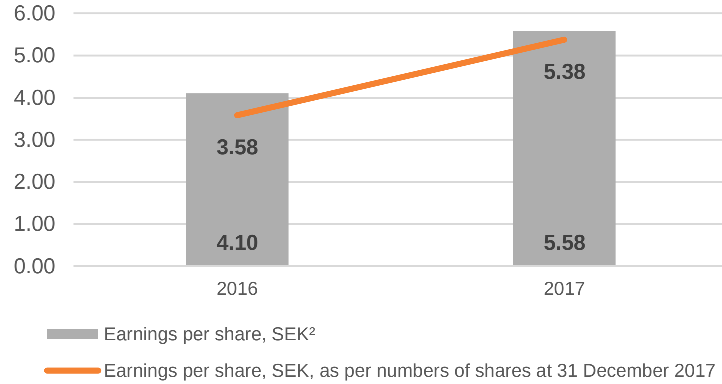


EPS by quarters

- 54,157,861 shares as per 2017-12-31
- The Board of Directors proposes a dividend for 2017 of SEK 2.30 per share based on the existing number of shares

EPS, SEK





[2] Previous periods have been adjusted to take into account the change in the number of shares after completion of the rights issue in Q2 2017

Integration plan

Q4

Synergy potential

- Synergies of 2 percentage points (baseline 12.0%, actual proforma 2016) on the EBITA margin with full effect during 2019
  - 13.2% outcome in 2017 a good step forward
- Procurement and manufacturing optimization
- After Sales
  - Increased footprint, size and utilization
  - Improved structure and service levels
- Strengthened organization and structure

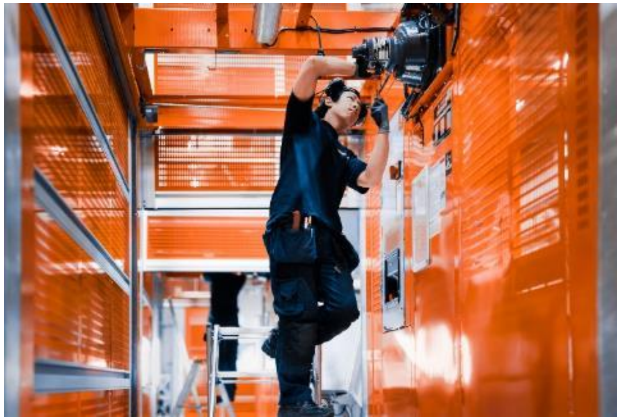
Integration plan

- Transformation ready by 2019
- 15 cross functional work streams with the task to develop the best practice across the organization
- Integration costs ~MSEK 110
  - Costs expected to be incurred in 2017 and 2018

Integration project update

Q4

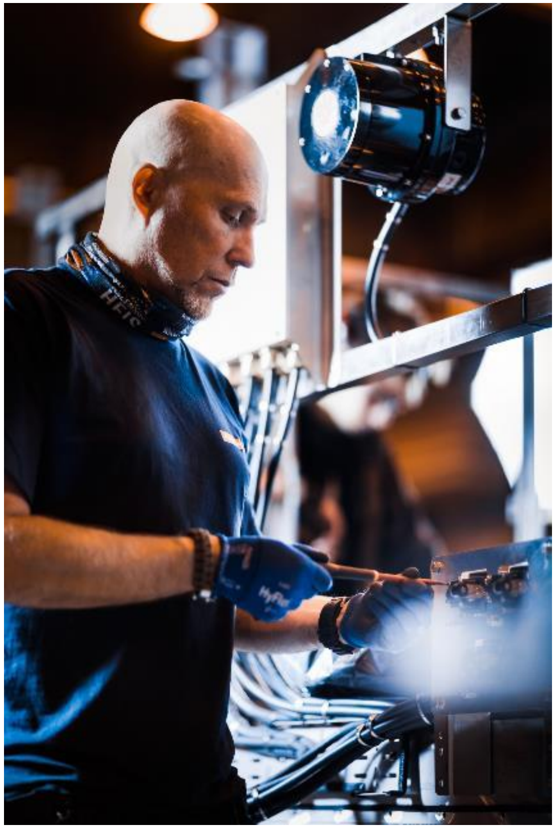
- The After Sales US pilot project was started during the fourth quarter
  - Joint sales and service organization
  - Harmonized services and spare parts offering
- Preparations ongoing for launch of joint After Sales in rest of major markets during 2018
  - Will be three waves of implementation
- Procurement integration project progressing well, savings under execution
- Streamlining of administration and support organizations ongoing in all entities during 2018
- Legal and tax structures being reviewed and modified in 2018 and 2019



Summary

Q4

- Full year organic growth in order intake was above 7%
  – Proforma order intake growth FY 5%*
- Increased revenue in the quarter – full year organic growth of 9%
  – Proforma revenue growth FY 5%*
- EBITA margin adj. in Q4 at 13.8% – full year at 13.2% excluding the PPA adjustment in Q3
- Integration progressing according to plan – acquired companies contributed significantly to Group order intake and sales



Management assessment

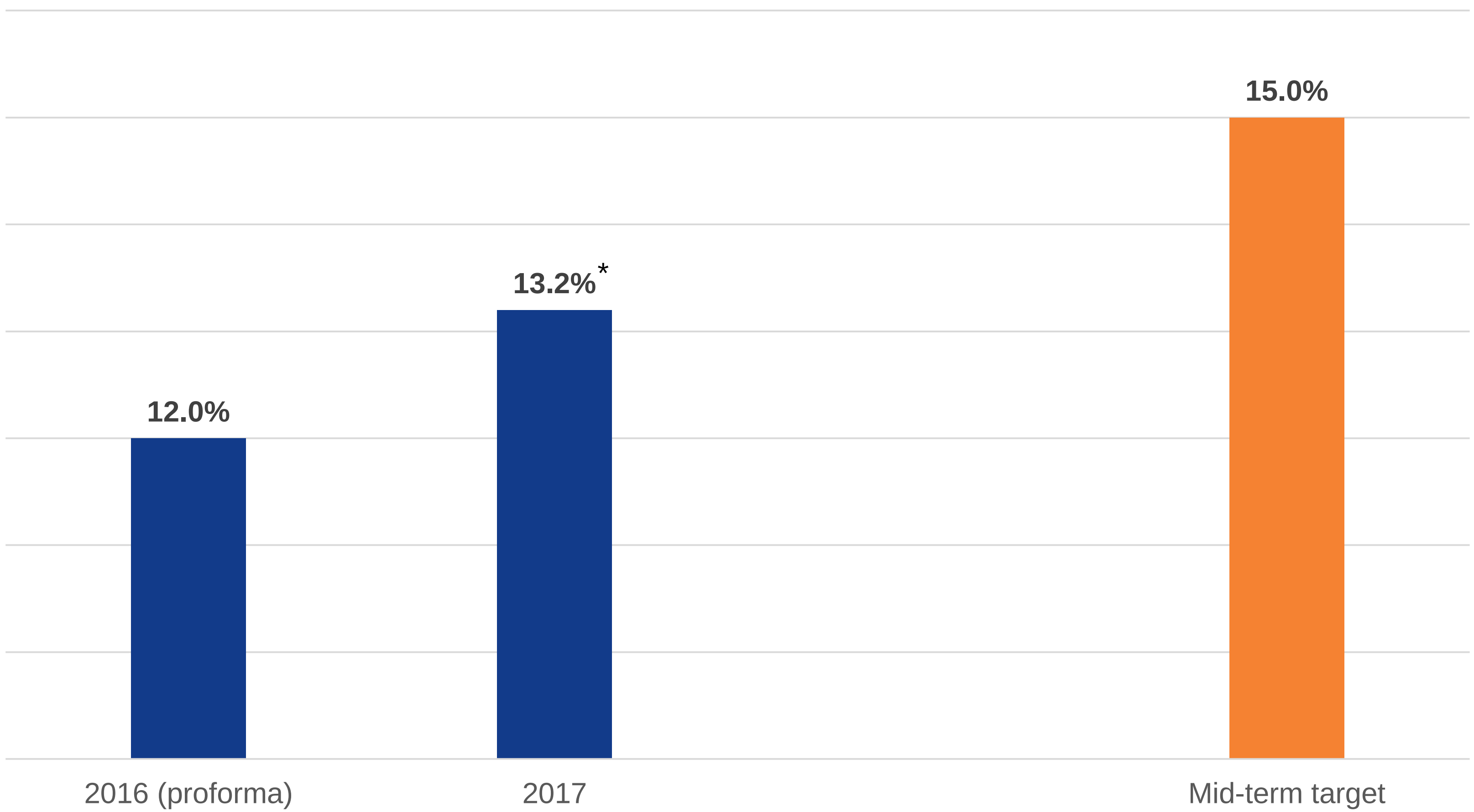
Mid-term Financial Targets

Q4

Revenue growth target	EBITA margin target	Leverage target (net debt/EBITDA)
6 %	**15%**	**2.0x**
The Group's mid-term target is to have an average annual organic revenue growth of at least 6%.	The Group's mid-term target is to reach an operating EBITA margin of at least 15%.	The company will maintain an effective capital structure with a net debt of around 2.0x EBITDA. The capital structure will be flexible and allow for strategic initiatives.

Financial target EBITA margin

Q4



* excl. PPA adjustment in Q3

Q&A