

Strong earnings in the fourth quarter

Ventilation

Strålkastare

Dörrstyrning

Bromssystem

Today's presenters



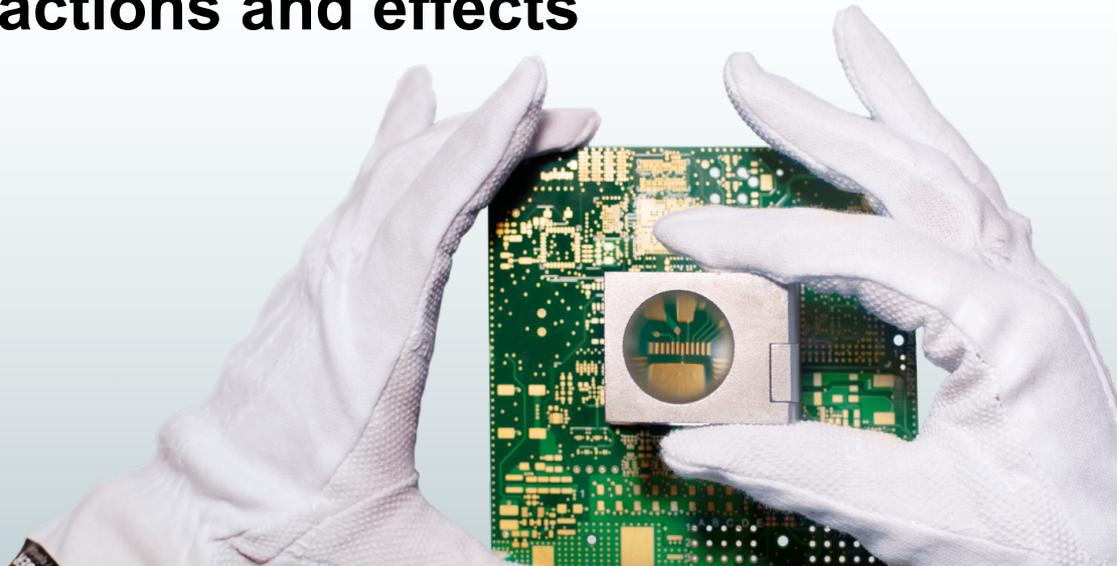
HANS STÅHL
CEO



ANDERS FORSÉN
CFO

Agenda

1. NCAB – who we are and what we do
2. Q4 in short
3. The Corona virus: actions and effects
4. Q4 financials
5. Summary
6. Q & A



17

companies

45

markets

395

specialists

23

factories

MISSION

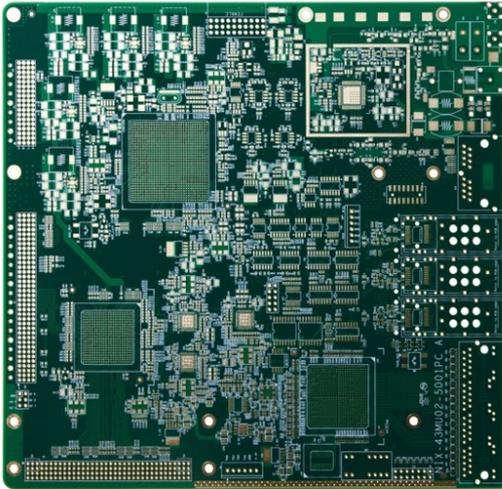
**PCBs for demanding customers,
on time with zero defects, produced
sustainably at the lowest total cost.**

VISION

**The Number 1 PCB Producer
wherever we are.**

THIS IS WHAT WE DO

PCBs for making PCB-As

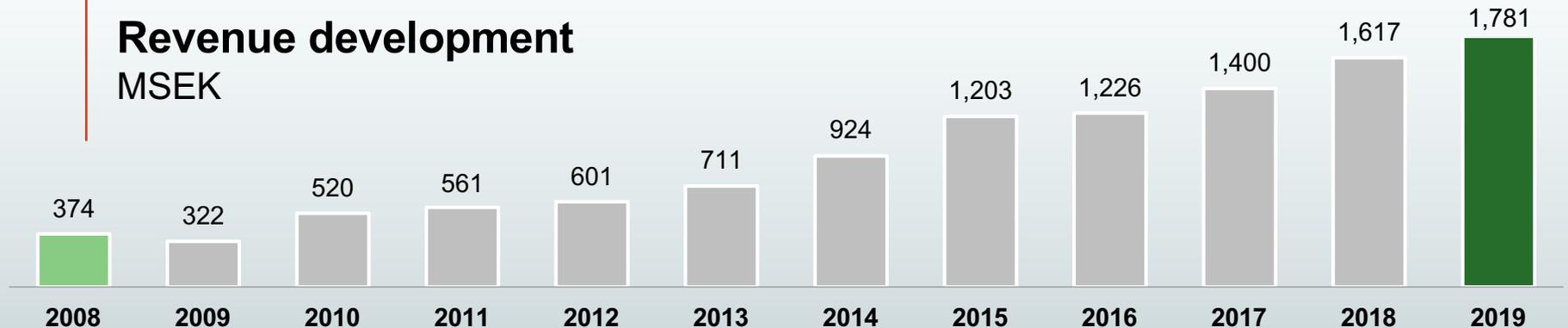


Our journey



CAGR: 15.2%

Revenue development MSEK



The quarter in numbers

Results strong even though growth is slower

Q4
2019

422

Net sales, MSEK

45

Net sales, MUSD

41.2

Adj. EBITA, MSEK

9.7%

Adj. EBITA margin

Change
vs
Q4 2018

+4%

—

+14%

+80

Basis Points

Jan-Dec 2019 accumulated

Jan-
Dec
2019

1,781

Net sales, MSEK

189

Net sales, MUSD

165.4

Adj. EBITA, MSEK

9.3%

Adj. EBITA margin

Change
vs
2018

+10%

+2%

+15%

+40

Basis Points

Events and highlights during and after Q4

- Acquisition of Altus-PCB in the US with good contribution
- Recruitment process of new CEO ongoing
- Second place in "Employer of the year"
- The Corona virus will impact Q1 2020
- Suggested dividend of 4.75 SEK (4.50)



The Corona virus – process and impact

> Situation

- > Own employees not infected
- > Factories 40-50% personnel in place mid February
- > Impact of freight problems and components supplies uncertain

> Process

- > FAQ for customers and internally
- > Active prioritization of order flow closely with customers and factories
- > Daily update externally/internally

> Impact

- > Will affect sales and result during first quarter 2020
- > No order cancellations

Q&As on the supply chain situation due to extended Chinese New Year / Corona virus

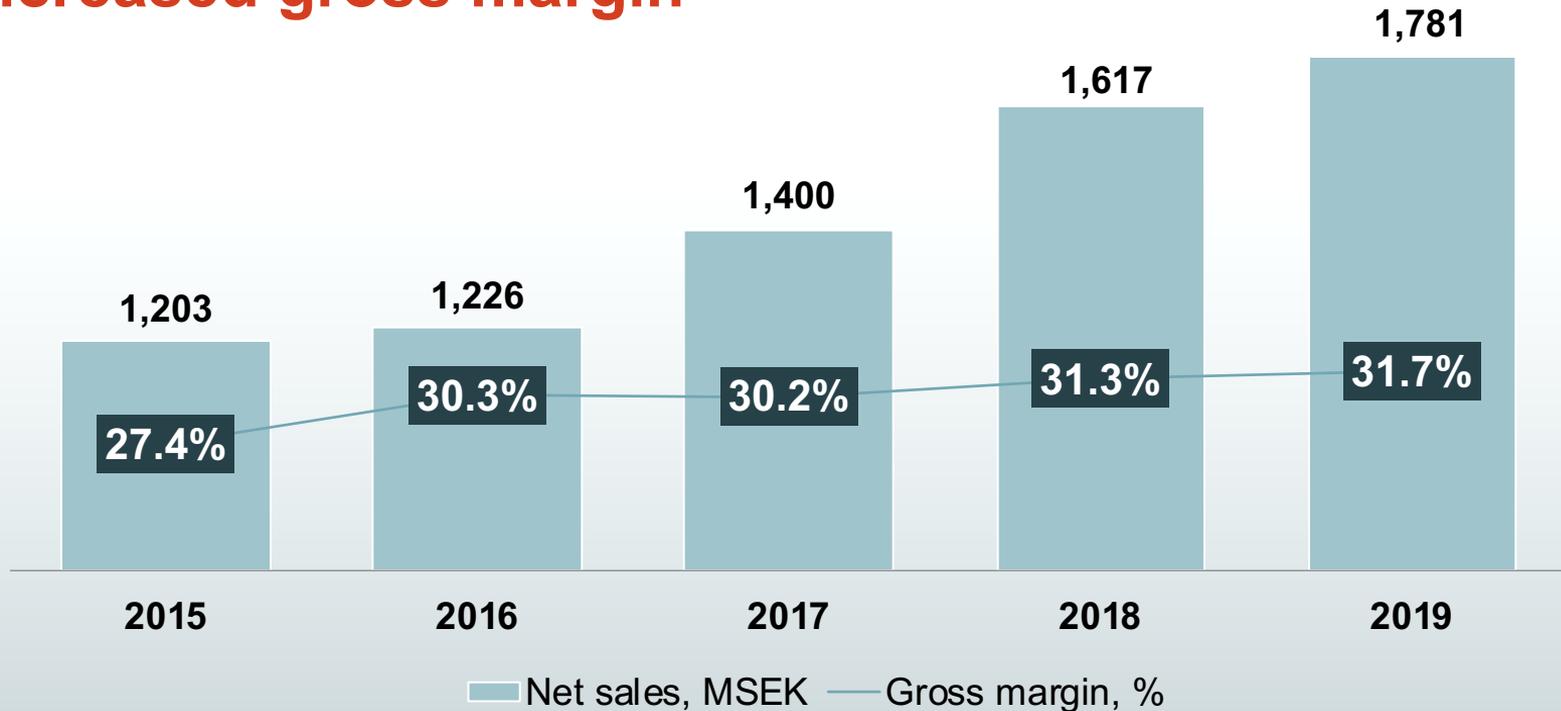
Current situation

The health and wellbeing of our employees is our top priority. To date, none of our 103 employees located in Shanghai, Guangdong or Hubei provinces have been infected by the Corona virus. The four employees who visited Hubei province during the Lunar New Year are, like the rest of the provinces inhabitants, following regional recommendations on hygiene and quarantine and will be working from home until **February 24th** at the earliest. NCAB is constantly keeping track of our employees' health status and is taking appropriate measures to protect employees against the virus.

Differences between the segments

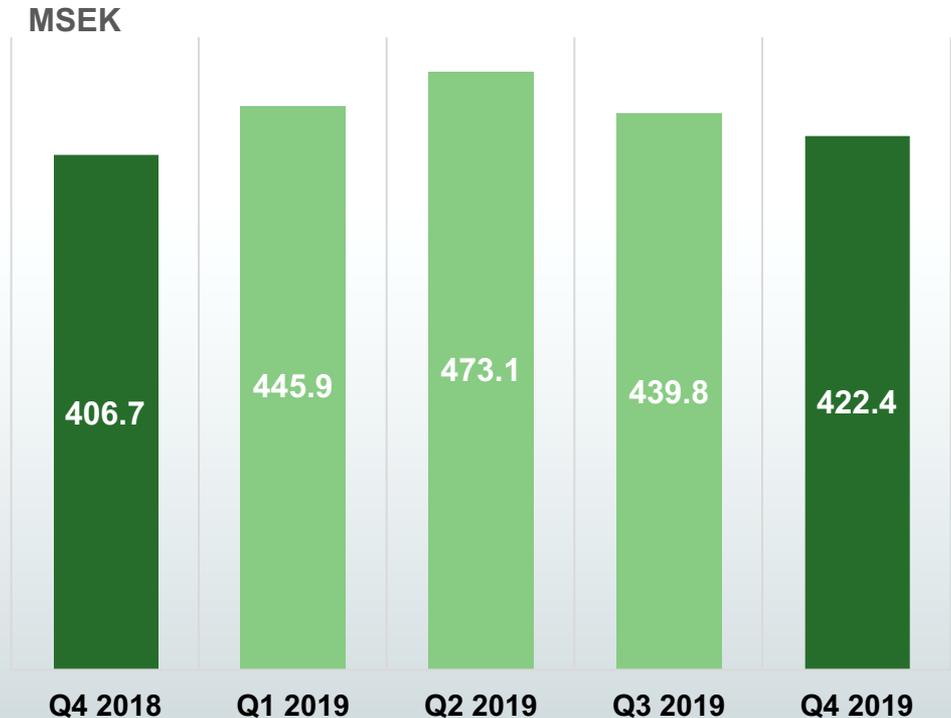
	Growth	EBITA margin
NORDIC	+21%	12.6%
EUROPE	-2%	6.0%
NORTH AMERICA	-4%	9.4%
EAST	+2%	13.4%

Slower top-line growth but increased gross margin



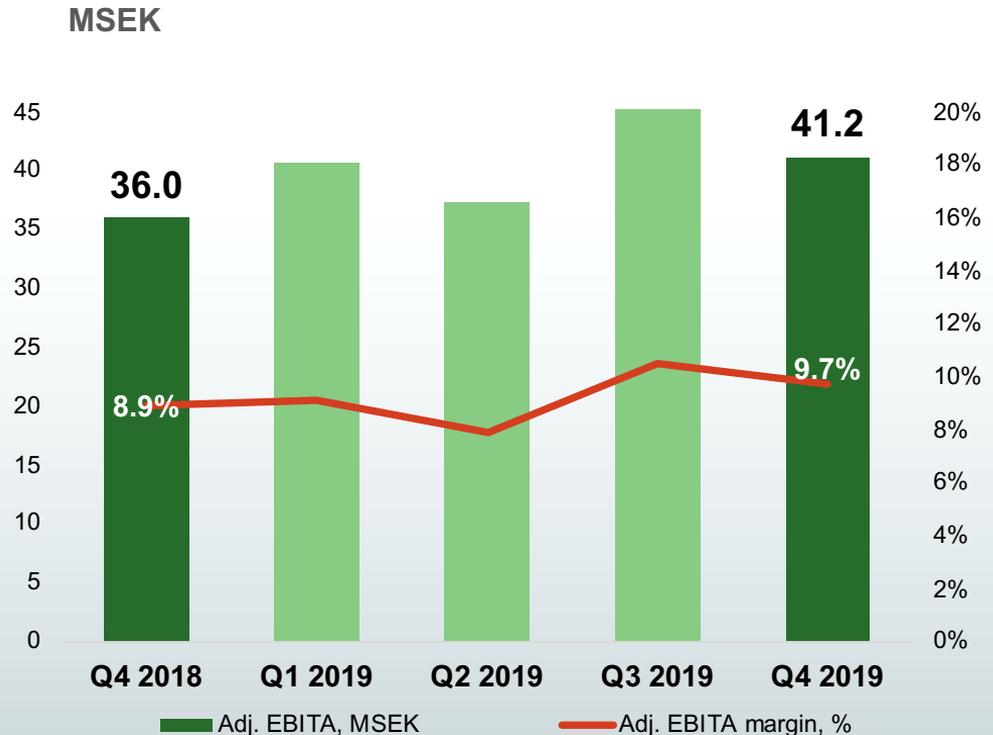
Slower growth in net sales and order intake in the quarter

- › Continued weaker growth in net sales and order intake weakening from Q3
- › Growth strongest in Nordics and East. North America recovering
- › Net sales increased by 4% in SEK and was flat in USD
- › Order intake increased by 1% in SEK, but decreased by -5% in USD



Strong result and EBITA margin in the quarter

- EBITA increased by 14%, reached 41.2 MSEK (36.0)
- EBITA margin of 9.7% (8.9)
- Stronger result due to cost efficiency, slower pace in hiring
- Earnings per share reached 1.88 SEK (2.06)



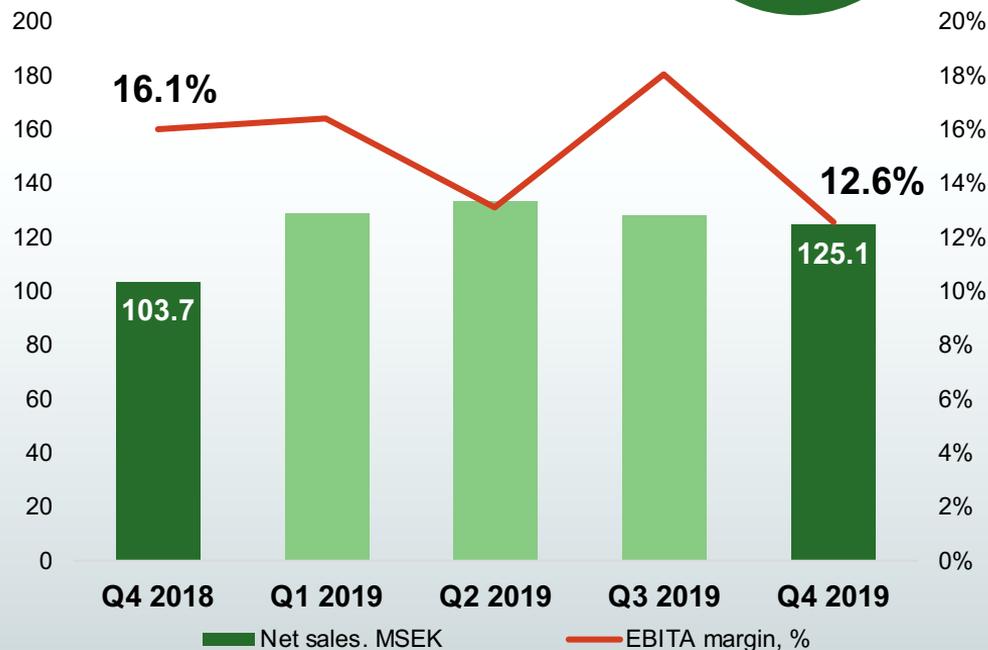
SEGMENTS

Continued strong growth in Nordic

MSEK

13%
EBITA margin

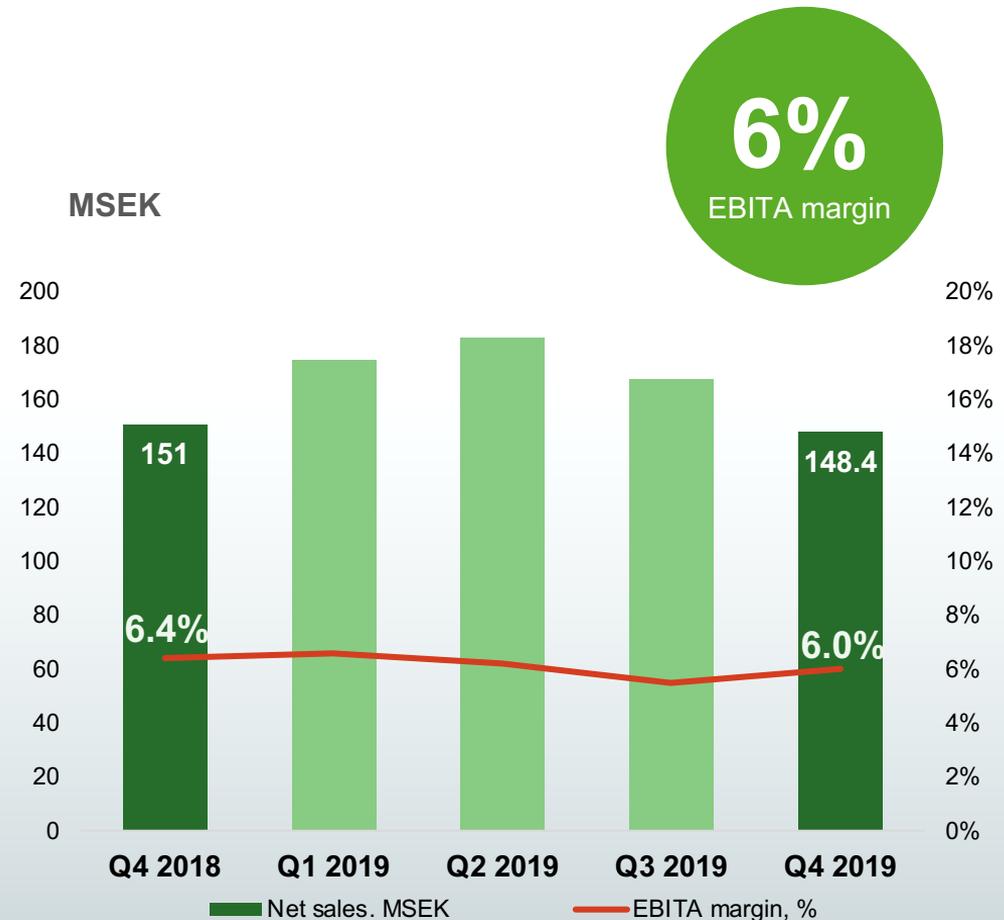
- Continued strong growth – net sales increased by 21% to 125.1 MSEK (103.7)
- Growth excl. acquired Multiprint was 5%
- EBITA was 15.8 MSEK (16.7) a decrease of 5%
- EBITA margin shrinking due to different mix of countries



SEGMENTS

Europe is slowing down

- > Net sales slowing down 2% to 148.4
- > Weaker sales especially in UK due to Brexit and a general slowdown in Germany
- > EBITA decreased to 8.8 MSEK (9.6), corresponding to a margin of 6.0% (6.4)

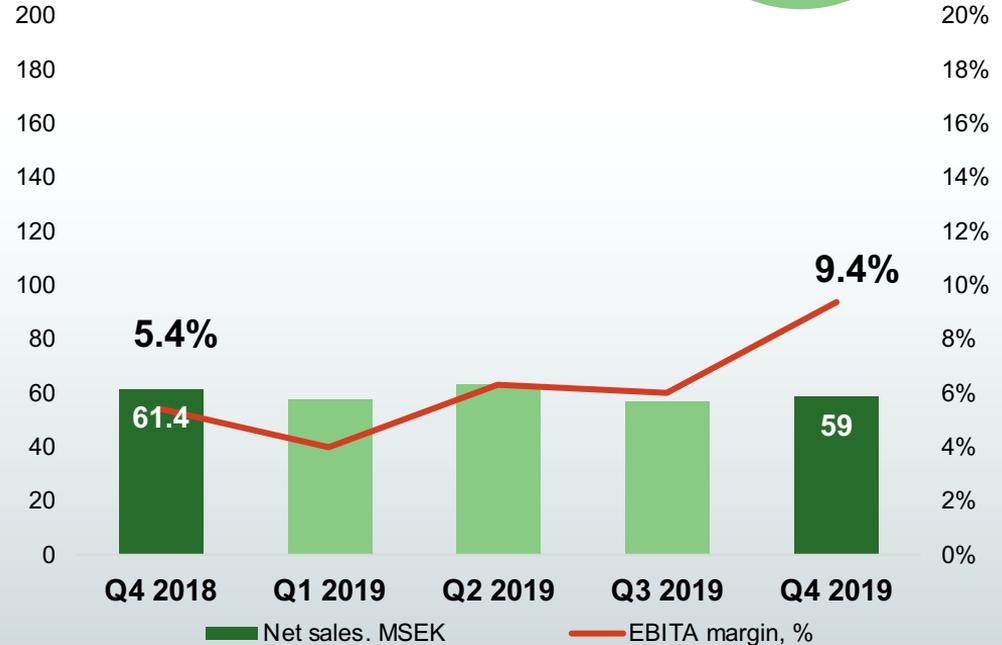


SEGMENTS

North America starting to recover

- > Net sales continued decreasing by 4% to 59 MSEK (61.4)
– in USD revenue fell by 9%
- > However, sales started to pick up in the end of the quarter and the acquisition of Altus-PCB helped out
- > Altus-PCB in New Jersey was acquired in November
- > EBITA was 5.5 MSEK (3.3), corresponding to a margin of 9.4% (5.4)

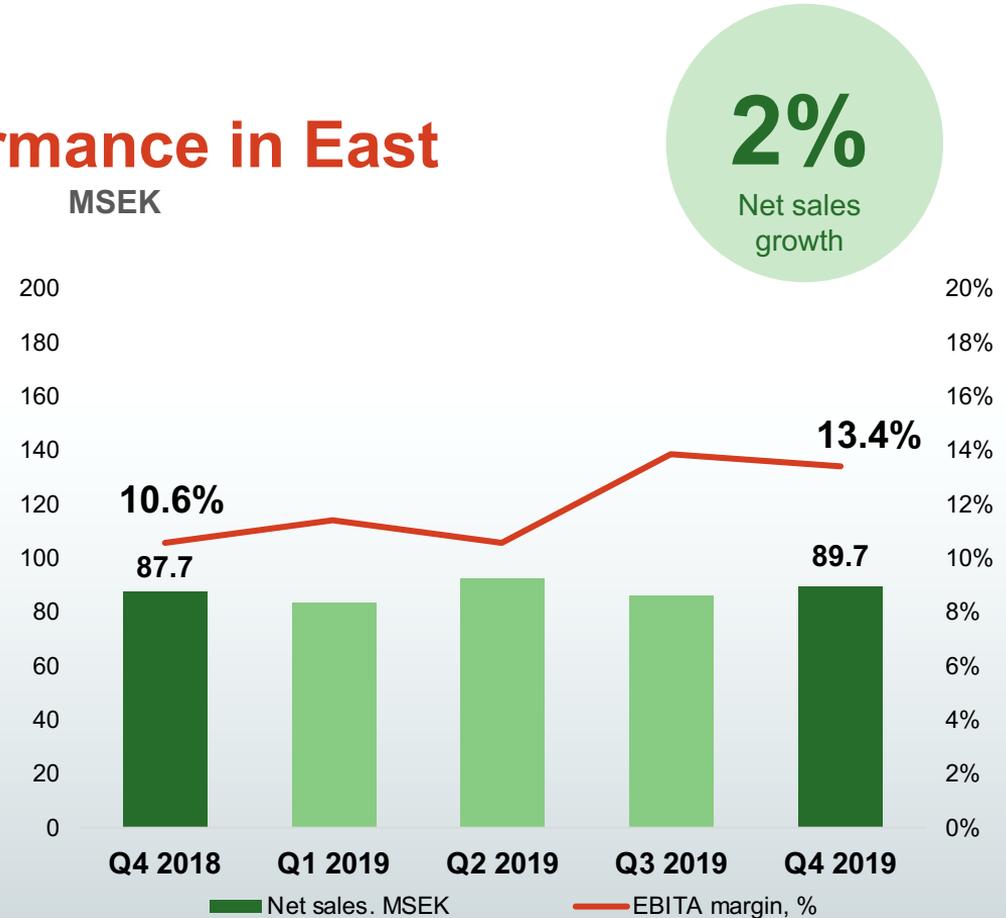
MSEK



SEGMENTS

Continued strong performance in East

- > Net sales increased 2% to 89.7 MSEK compared to last year (87.7)
- > Improved EBITA to 12.1 MSEK (9.3), corresponding to a margin of 13.4% (10.6)



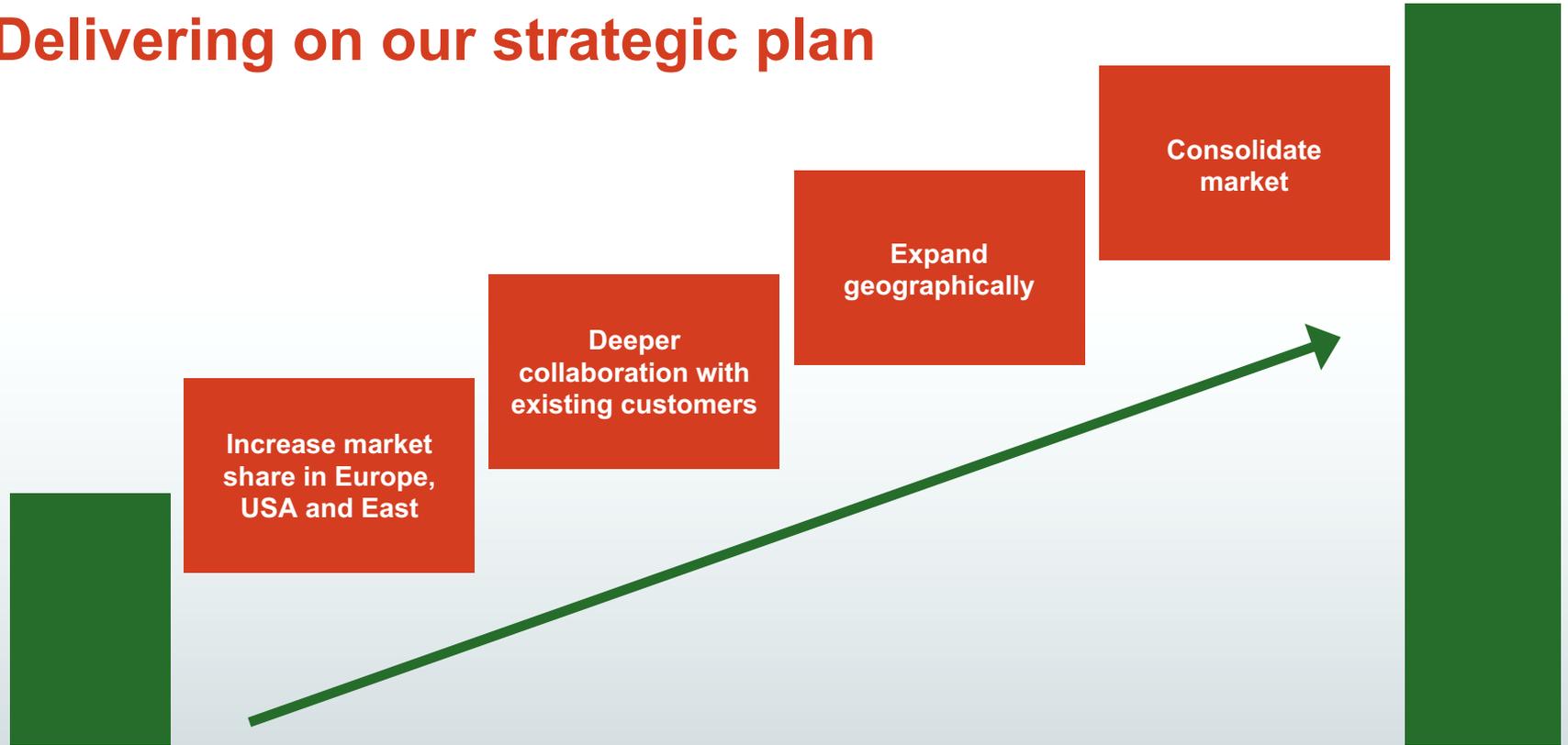
KPIs

	Dec 2019	Dec 2018
ROE, %	39.8	51.9
Net debt/Adj. EBITDA	0.2	-0.1
Equity/Asset ratio, %	39.9	41.1
Net working capital, MSEK	125.8	135.3

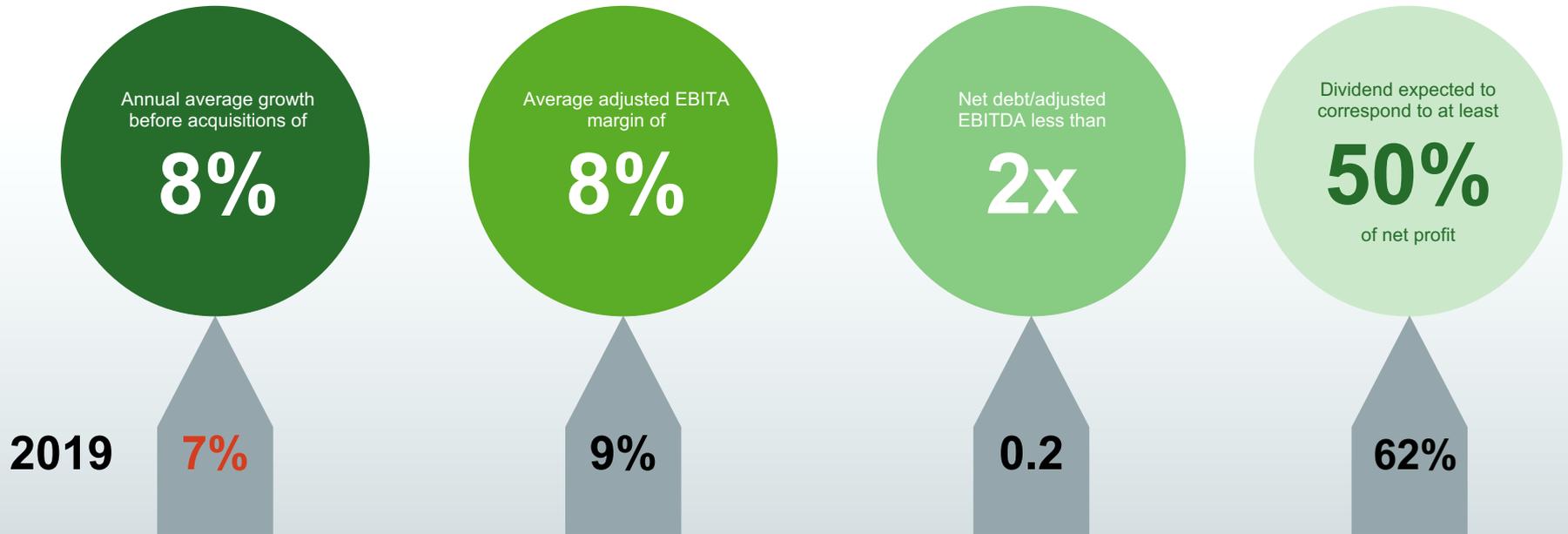
Summary of the Q4 report

- **Continued weaker top line growth, both in Net sales and Order intake**
- **Gross margin increasing**
- **EBITA and EBITA margin stronger due to cost savings**
- **Nordic growing well thanks to Norway and the acquisition in Denmark**
- **North America is slowly recovering with better margins**
- **Positive synergies from our acquisitions promising for the future**

Delivering on our strategic plan



Financial targets, medium-term





Q&A

Next quarterly report:

January-March, 2020

May 8, 2020

Investor contact:

Gunilla Öhman

gunilla.ohman@ncabgroup.com





Thank you!