

A man in a blue shirt is working at a control panel in a server room. The room is filled with rows of server racks and multiple computer monitors. The overall color scheme is blue and white.

Strong Q2 results despite weaker economy

Today's presenters



HANS STÅHL
CEO



ANDERS FORSÉN
CFO

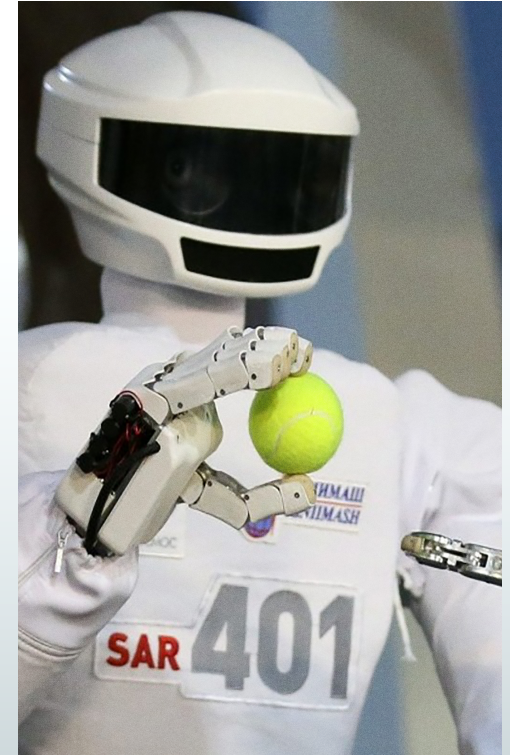
Summary of Q2 2020 for NCAB

- **A quarter affected by the corona pandemic**
- **Weaker order intake due to preordering by customers in the first quarter and "closed" countries**
- **Successful acquisitions drives growth**
- **Organic growth and margins up in the US**
- **Cost savings have given a strong result**



Events and highlights during and after Q2

- 4 April - Peter Kruk was announced to succeed Hans Ståhl as CEO in October
- 24 April - acquisition of BBG, Florida, USA effective 1 May
- 24 April - directed share issue conducted at market price
- 5 June - Annual General Meeting. No dividend to be paid out



Effects of the Corona pandemic in Q2

Situation in NCAB Group

- **Factories in China back in production end of February**
- **Most of Southern Europe and USA closed down from end of March to end of May**
- **Customer deliveries have worked well despite the situation**
- **Orders were in the first quarter placed earlier, dropped in the second quarter**

Activities

- **Building customer relations via, telephone, webex, webinars, etc**
- **Secure deliveries by working closely to customers and factories**
- **Actively seeking state support in a few European countries, totalled 3,6 MSEK**
- **Cost reducing activities successful**

Impact next quarters

- **Uncertainty, likely continued weak demand**

The second quarter in numbers

Strong result and growth thanks to acquisitions



*) adjusted for transaction costs re acquisition

PRESS RELEASE MARCH 12 2020

Acquisition of Flatfield, Netherlands

- **Leading PCB Supplier in the Benelux also selling in Germany**
- **Turnover of about SEK 300 million in 2019**
- **EBITA of approximately SEK 25 million**
- **50 employees in the Netherlands, Germany and China**
- **Purchase price SEK 182 million, EBITA multiple 7**
- **Consolidated into NCAB on March 1**
- **Integration process works well**

PRESS RELEASE APRIL 24 2020

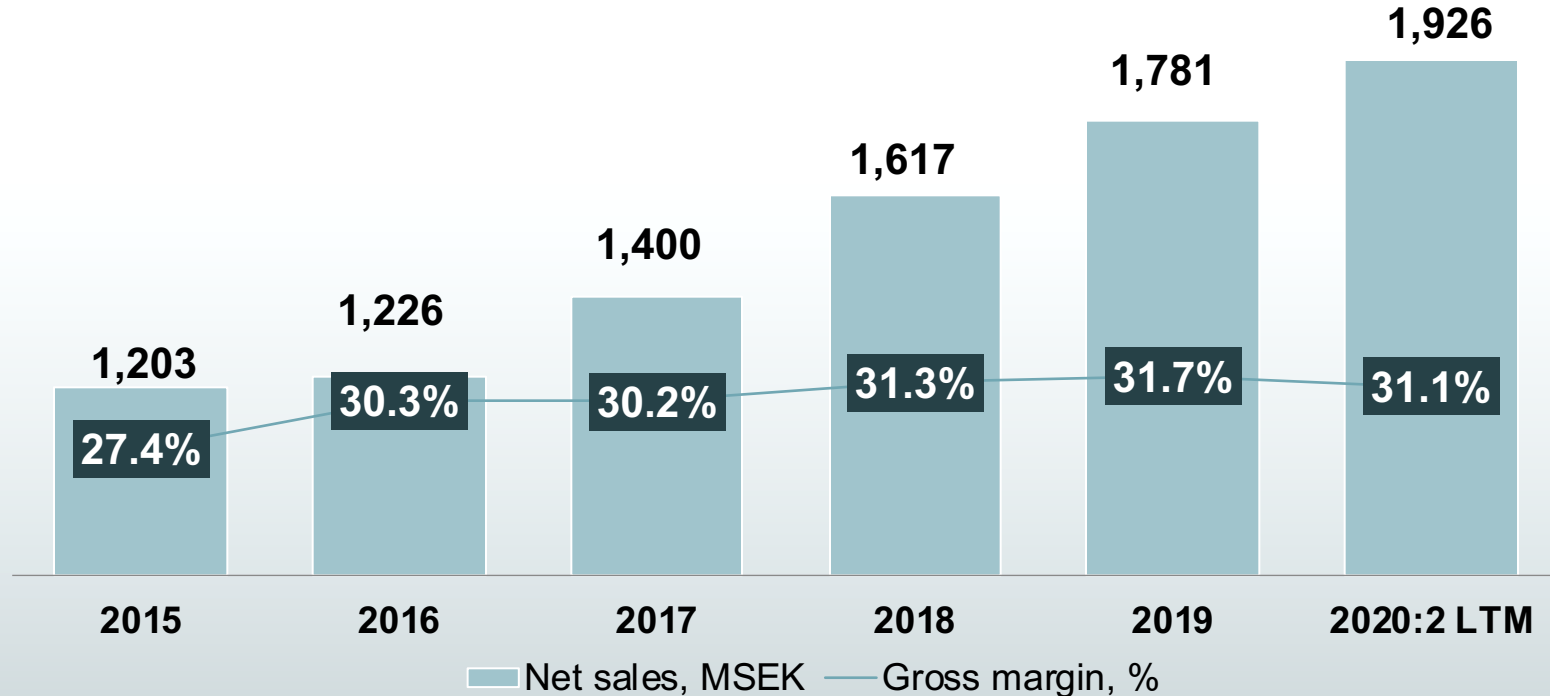
Acquisition of BBG in Largo, Florida, USA

- **Leading PCB Supplier in the US selling also in Canada**
- **Main suppliers in Taiwan, without US import tariffs**
- **Turnover of just over SEK 280 million in 2019**
- **EBITA SEK 18 million**
- **30 employees where of 10 in Taiwan**
- **Purchase price SEK 125 million, EBITA multiple 7**
- **Consolidated into NCAB US on May 1**
- **Integration process started**

Differences between the segments in Q2

	Growth	EBITA margin
NORDIC	-	14.9%
EUROPE	+ 26% incl Flatfield - 14% excl	7.7%
NORTH AMERICA	+ 97% incl Altus, BBG tariffs + 9% excl	8.1%
EAST	- 2%	16,8%

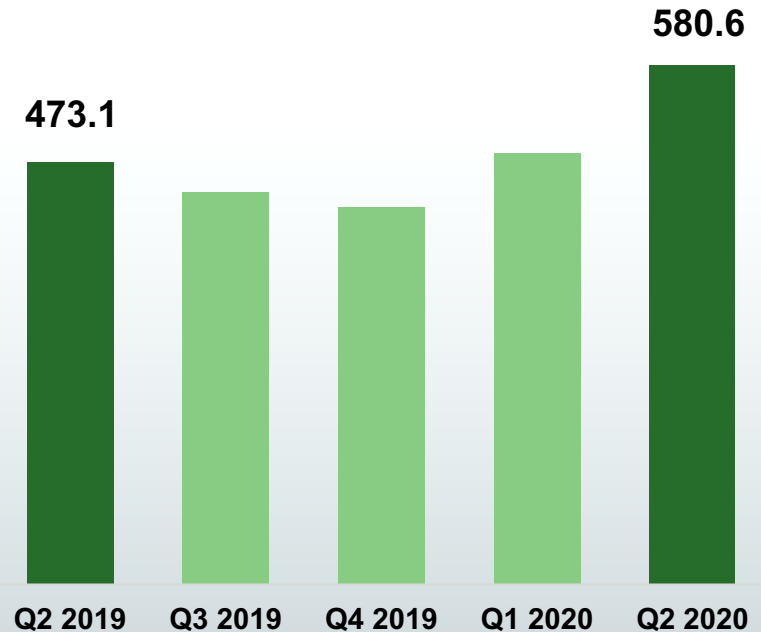
Increased top-line growth due to acquisitions



Growth in net sales due to acquisitions

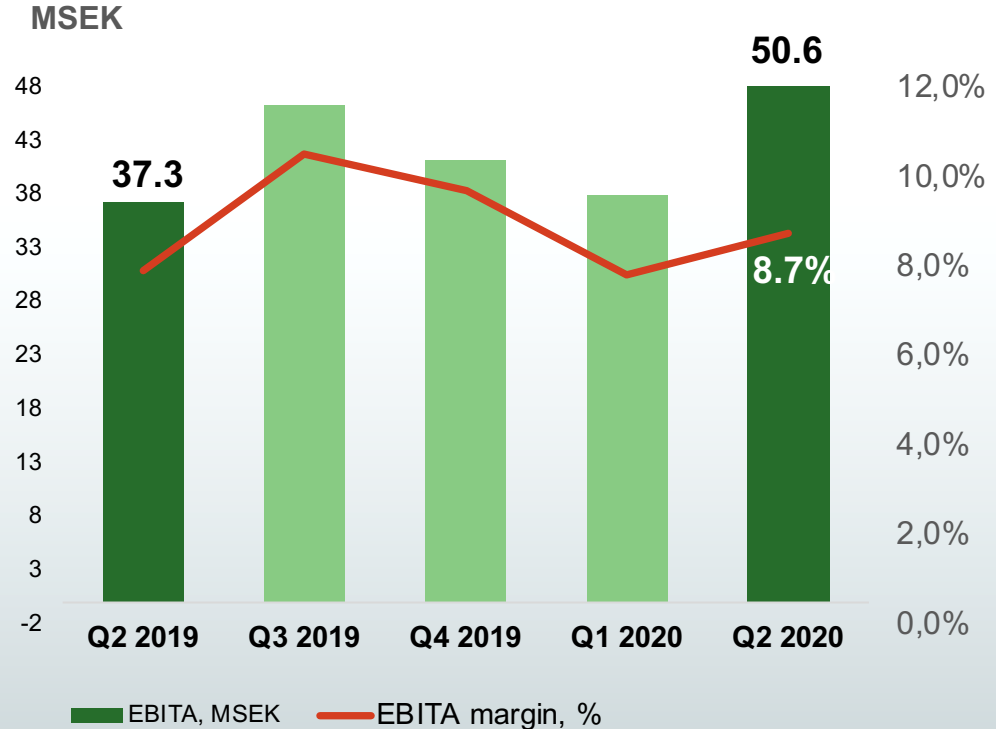
MSEK

- > 23 % growth in net sales due to acquisitions, in USD +20%
- > Net sales from comparable units decreased by 3 % compared to Q2 2019
- > Order intake increased by 8% in MSEK, for comparable units a decrease by 15 percent.



Strong result and improved EBITA margin in the quarter

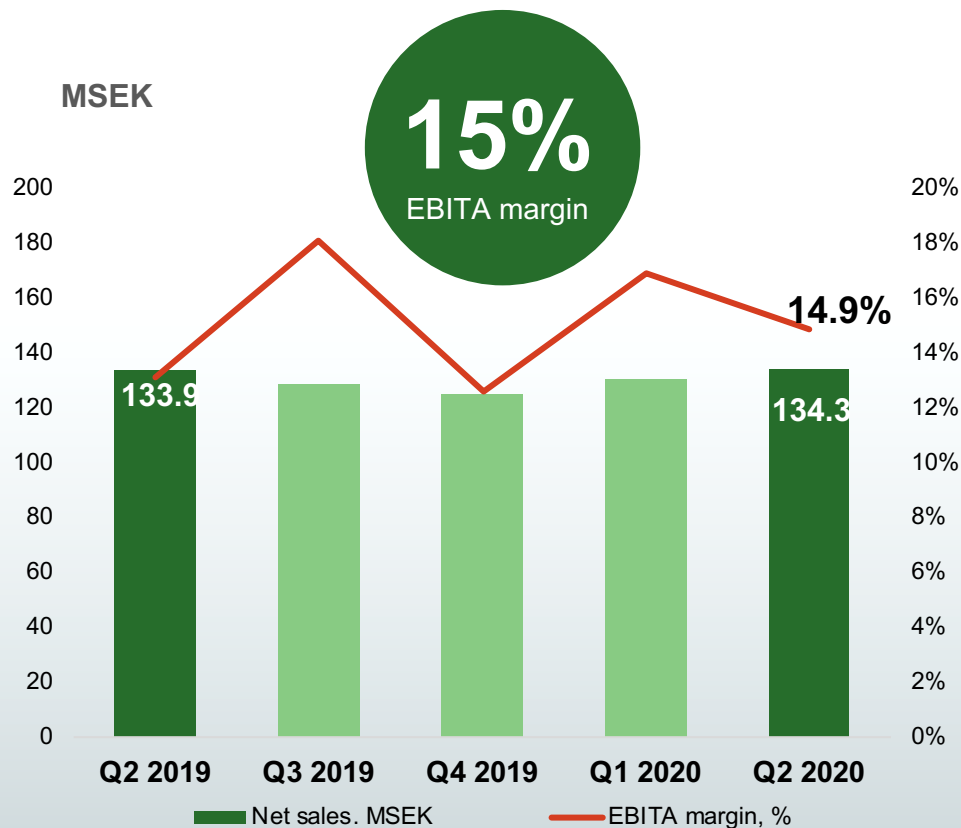
- EBITA increased to 50,6 MSEK (37,3)
EBITA margin of 8,7% (7.9)
- EBITA excl transaction cost 59,7
MSEK or 10,3%
- Earnings per share reached 1,12
SEK (1.39)
- State support from a few European
countries amounted to 3,6 MSEK.
- Operating costs lower than normal



SEGMENTS

Nordic

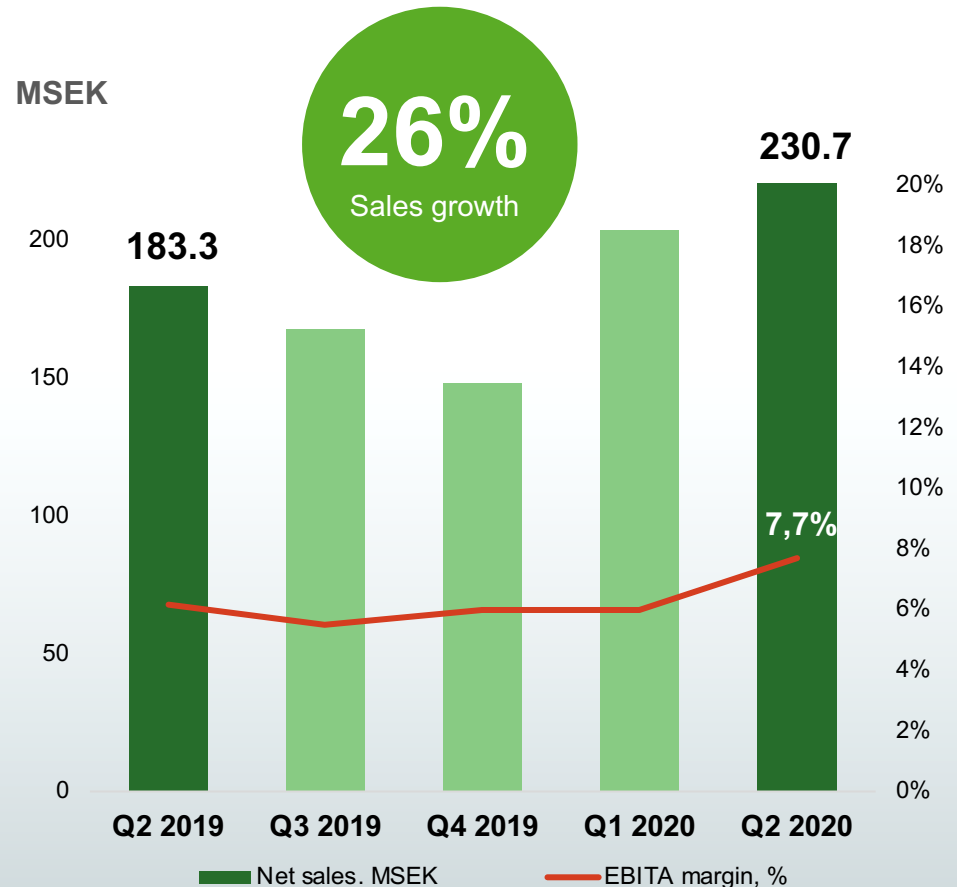
- > Net sales was flat 134.3 MSEK (133.9)
- > EBITA increased to 20.0 MSEK (17.5)
- > EBITA margin still strong at 14.9%
- > Order intake decreased by 14% in the quarter



SEGMENTS

Europe

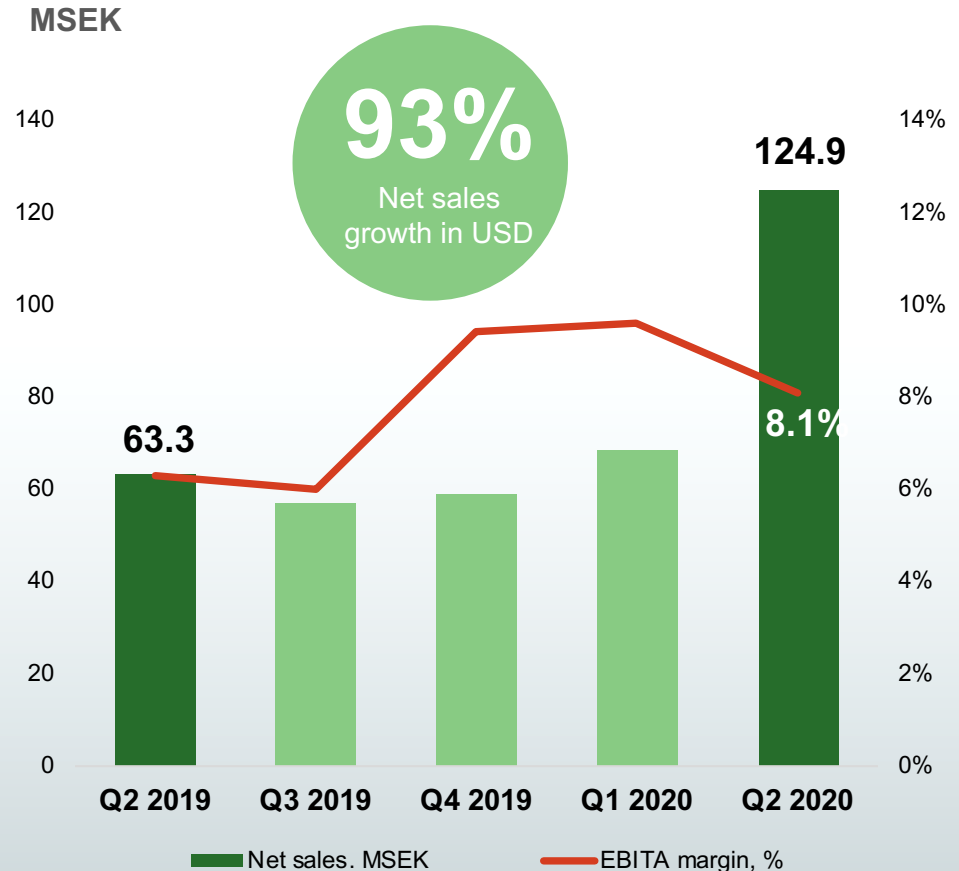
- Net sales increased with 26% to 230.7, without Flatfield a decrease of 14%
- Weaker sales in Southern Europe and UK due to Covid-19 and exposure to one customer in the transport sector
- Strong growth in Germany
- EBITA increased to 17.8 MSEK (11.3), corresponding to a margin of 7.7% (6.2)
- Order intake increased 15%



SEGMENTS

North America

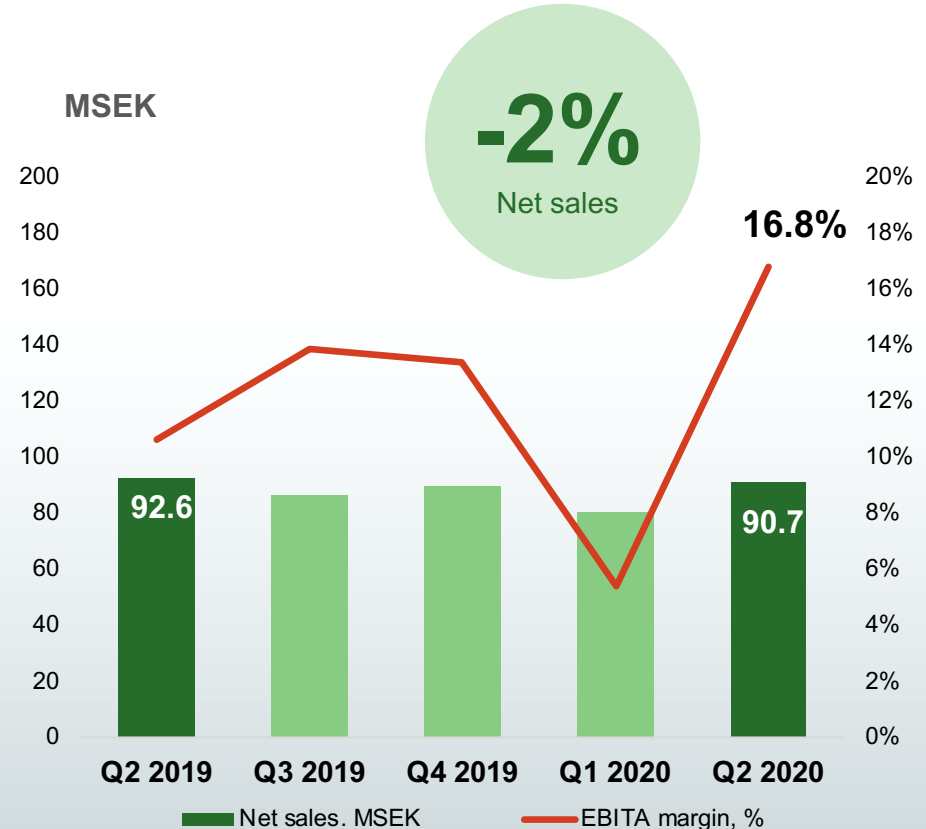
- > Net sales increased by 97% to 125 MSEK (63)
- > Impacts from acquisitions of Altus, BBG and tariffs now included in net sales. Organic growth was 9 percent
- > EBITA increased to 10.1 MSEK (4.0), corresponding to a margin of 8.1% (6.3)
- > Order intake increased by 69%, whereof BBG counted for 65 percentage points



SEGMENTS

East

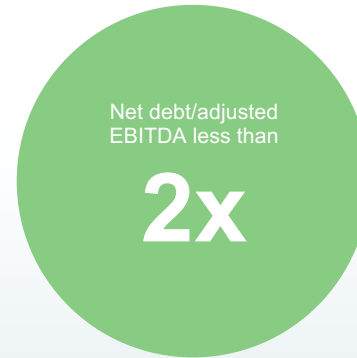
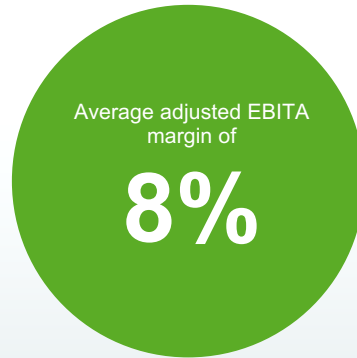
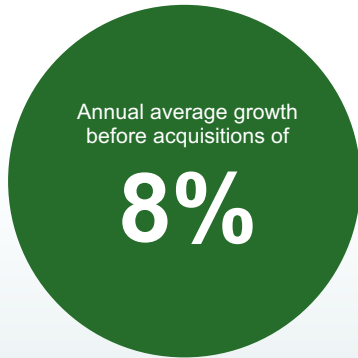
- Net sales decreased 2% to 90.7 MSEK partly because of the shutdown in Russia in April
- EBITA increased to 15.2 MSEK (9.8), corresponding to a margin of 16.8% (10.6).
- Main reasons were increased profitability in China and a positive exchange effect from the ruble by 1.6 MSEK
- Order intake decreased 17%



KPIs

	June 2020	Dec 2019
ROE, %	27.4	39.8
Net debt/Adj. EBITDA	0.0	0.2
Equity/Asset ratio, %	43.3	39.9
Net working capital, MSEK	177.8	125.8
Available liquidity, MSEK	578	188

Financial targets and dividend policy, medium term



Delivering on our strategic plan



Next quarterly report:

Third quarter July-september:
November, 10 2020

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