

NCAB Q2 2022 | July, 21

**Continued robust growth,  
higher margins and good  
cashflow**



# Today's presenters

**PETER KRUK**  
CEO



**ANDERS FORSÉN**  
CFO



## SUMMARY IN FIGURES

# Q2 2022 for NCAB

- **A good quarter with Net Sales of 1,122 MSEK and strong organic growth of 15% in USD.**
  - Acquisitions bring sales growth to 25% in USD.
- **Continued high order intake, 1,035 MSEK down 2% in SEK. For comparable units in USD, it was a decrease of 27%.**
  - However, if the extra order intake estimated to 200 MSEK in Q2 2021 is taken away – order intake increased by ~20%.
- **Our acquired companies are all doing very well.**
- **Improving EBITA to 160 MSEK in the quarter, an increase of 54%, leveraging growing Net Sales.**
  - EBITA margin at record high 14.3 % (13.6).
- **Operating cash flow amounted to 148.2 Mkr (30.3).**





# Important events in the first quarter

- **Dividend for 2022 decided by AGM to be 0.60 sek per share, to be paid with 50% in May and 50% in October.**
- **A new credit facility was signed with Nordea after the quarter for further 300 MSEK in order to facilitate future acquisitions.**
- **On April 8 NCAB sold its Russian operations to the local management for RUB 1. Costs for the write-down was taken in the first quarter.**
- **On 24 June NCAB acquired 100% of the shares in British Kestrel International Circuits, whereby NCAB strengthened its position in the UK market.**



ACQUISITION FINALISED 24 JUNE 2022

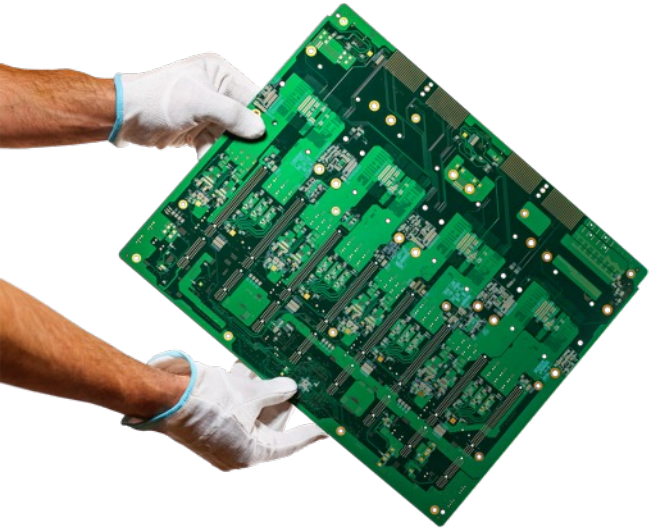
## KESTREL industrial circuits in UK

- Kestrel is a high quality supplier of value-added PCB solutions with annual net sales of 125 MSEK, mainly in the UK.
- In the last twelve months period the EBITA result amounted to 17 MSEK.
- Kestrel was founded in 1995 and has 20 employees in the UK and 5 in China and Hong Kong.
- The purchase price amounts to 103 MSEK.
- The acquisition is expected to be EPS accretive to NCAB in 2022.



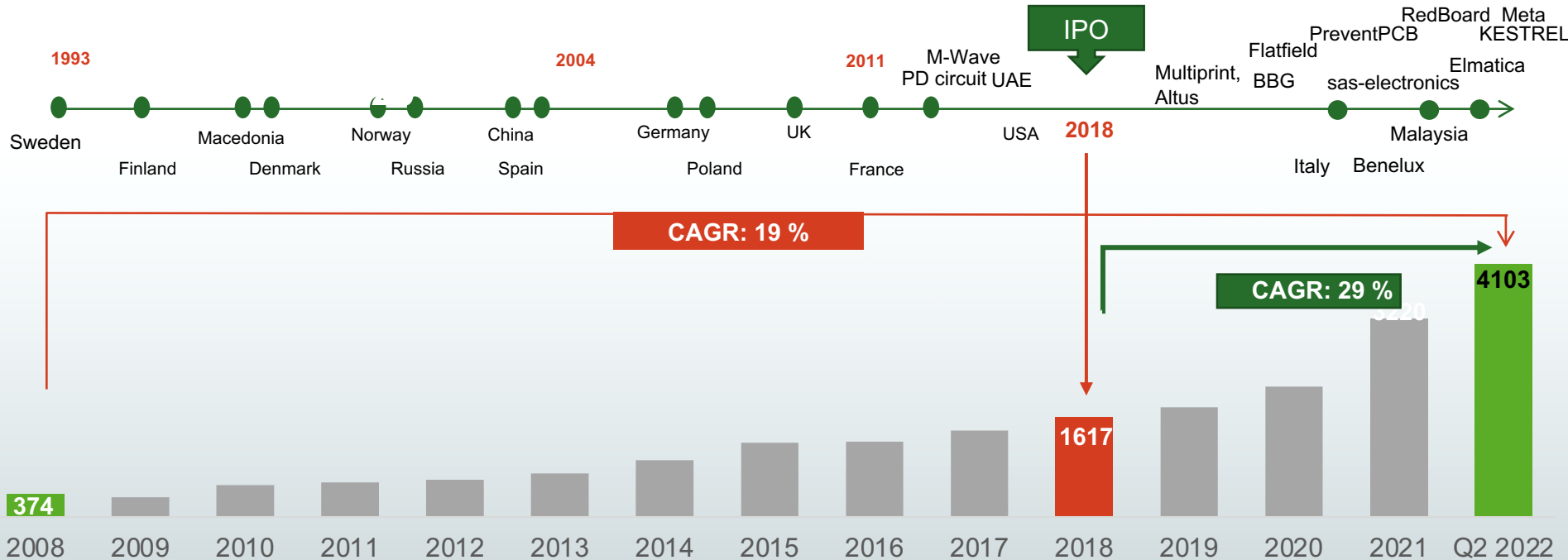
THIS IS WHAT WE DO

# PCBs for making PCB-As



# THIS IS NCAB

## Our growth journey accelerates



# The second quarter in numbers

Robust growth continues

Q2  
2022

**1,122**

Net sales, MSEK

**114**

Net sales, MUSD

**160**

EBITA, MSEK

**14.3 %**

EBITA margin

Change  
vs  
Q2 2021

**+47%**

**+25%**

**+54%**

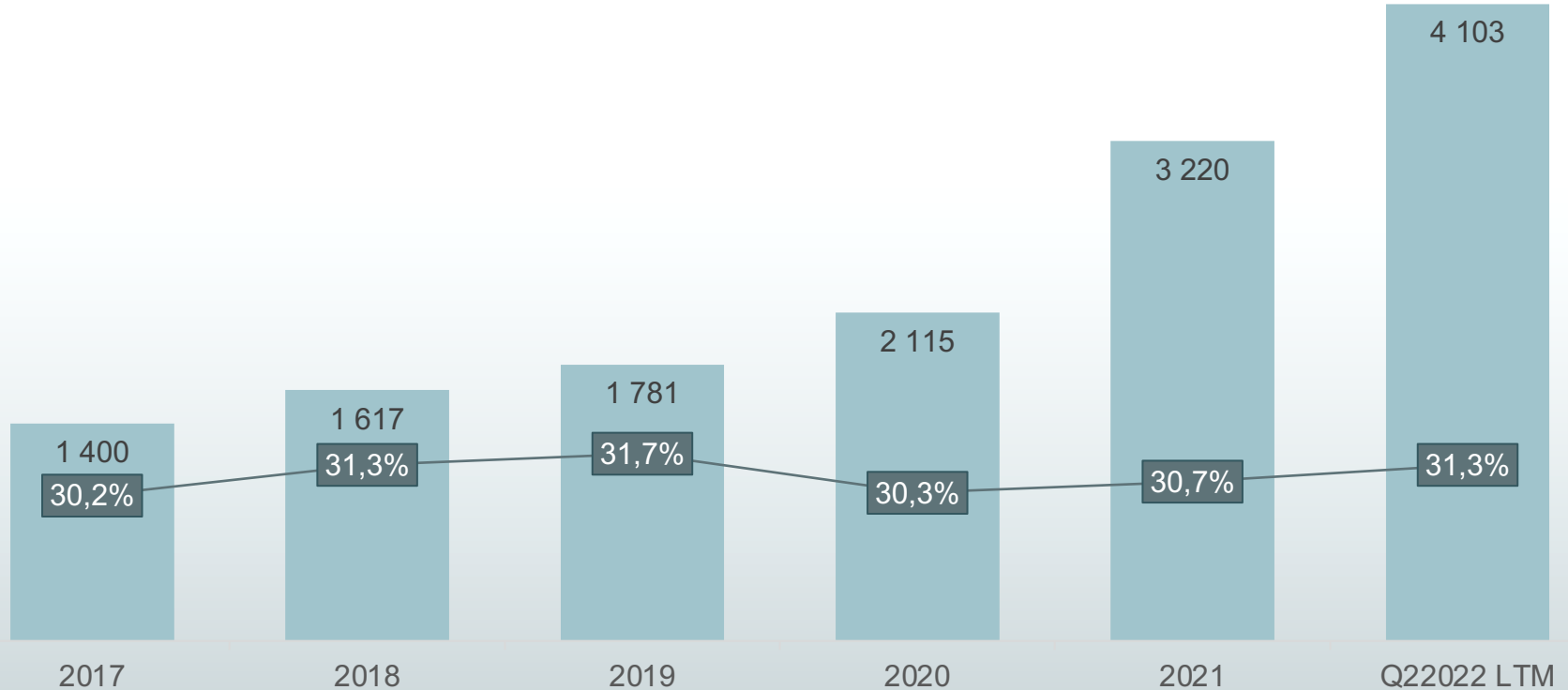
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# Good growth and high margins in the quarter

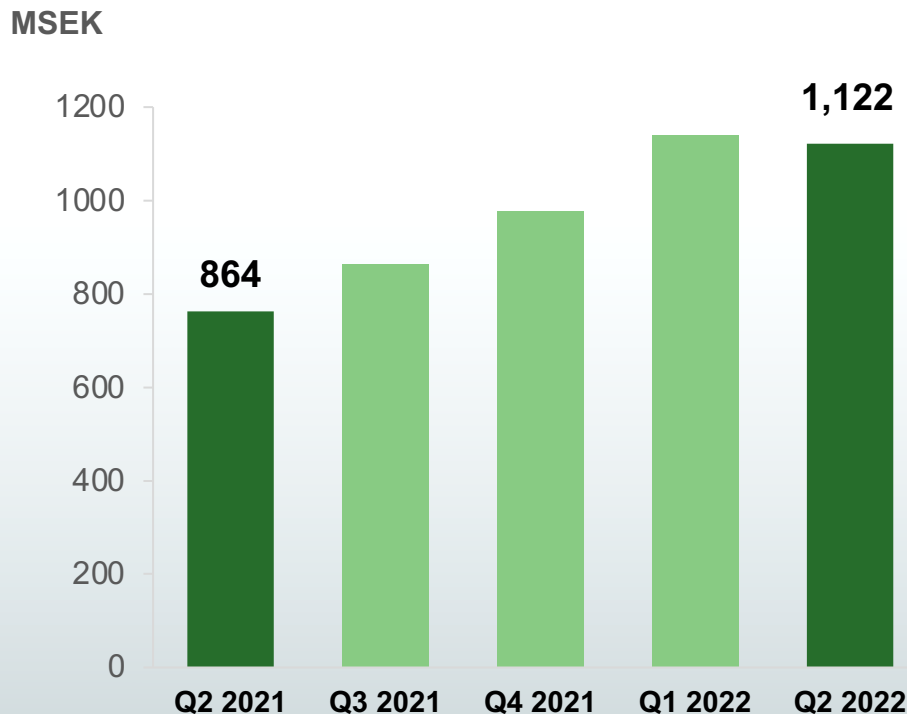
	Sales growth in USD	EBITA margin
<b>NORDIC</b>	<b>+78%</b> incl acquisitions <b>+10%</b> excl	<b>19.9%</b>
<b>EUROPE</b>	<b>+30%</b> incl acquisitions <b>+22%</b> excl	<b>12.4%</b>
<b>NORTH AMERICA</b>	<b>+27%</b> incl acquisitions <b>+19%</b> excl	<b>14.8%</b>
<b>EAST</b>	<b>-53%</b> <b>-18%</b> ex Russia	<b>18.9%</b>

# Increased top-line growth with higher margins



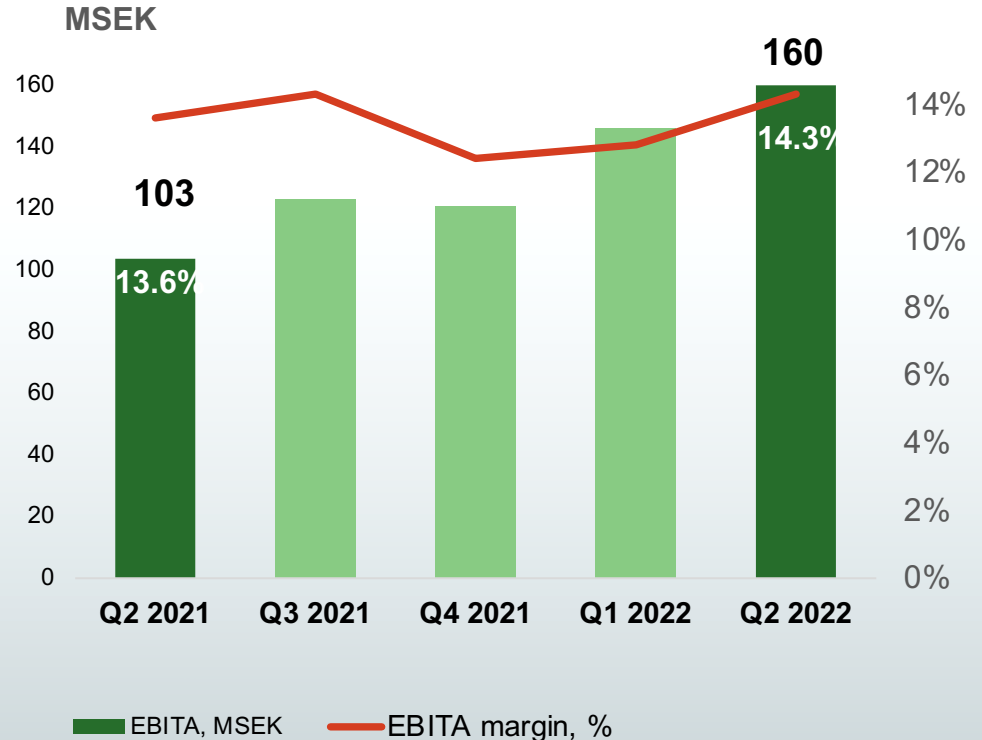
# Net sales growing compared to last year

- > Growth in net sales in USD 25%, in SEK 47%, for comparable units in USD growth 15%.
- > Order intake decreased in USD by 17%, in SEK by 2% to 1,035 MSEK.
- > For comparable units orders decreased 27% in USD, and with 14% in SEK.
- > First half year 2021 saw a surge in order intake due to increasing lead-times and price coming increases.
- > Excluding additional orders in Q2 2021 estimated to 200 MSEK, order intake in SEK grew by ~20%.



# Results and margins continue to increase

- EBITA increased by 54 percent to 160 MSEK (104). The EBITA margin increased to 14.3% (13.6).
- The EBITA margin excluding transaction costs was 14.7 % (12.3).
- Earnings per share was 0.75 SEK (0.42).

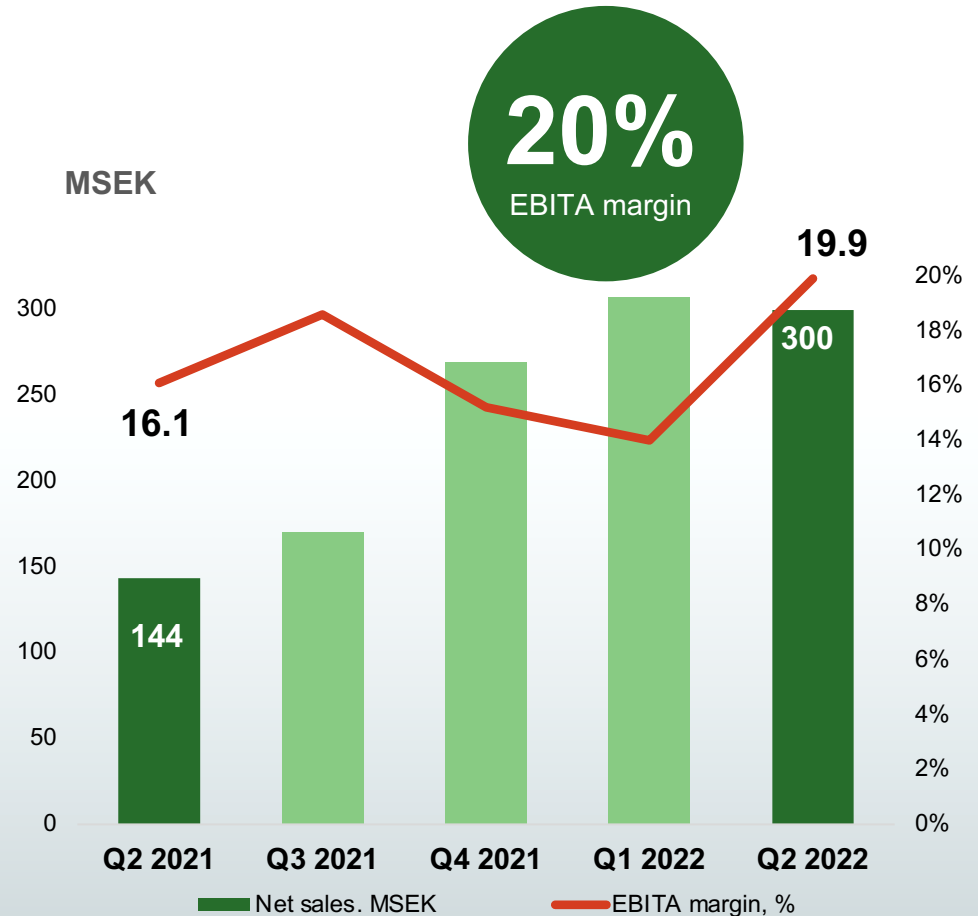




## SEGMENTS

### Nordic

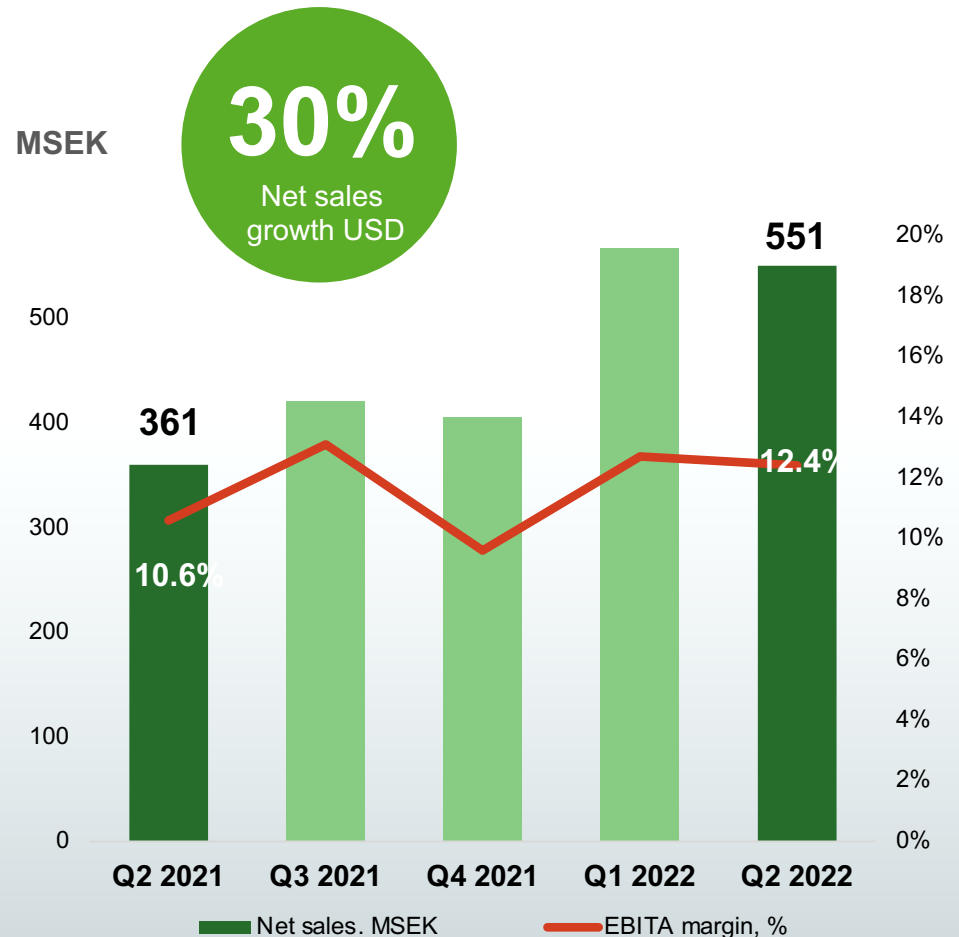
- > Order intake increased by 30% in USD and by 53% in SEK.
- > Driven by acquisition of Elmatica and strong development in Denmark and Norway.
- > Net sales in USD grew by 78% and in SEK by 109% to 300 MSEK (144).
- > EBITA increased to 59.7 MSEK (23.1).
- > EBITA margin increased to 19.9% (16.1).



## SEGMENTS

### Europe

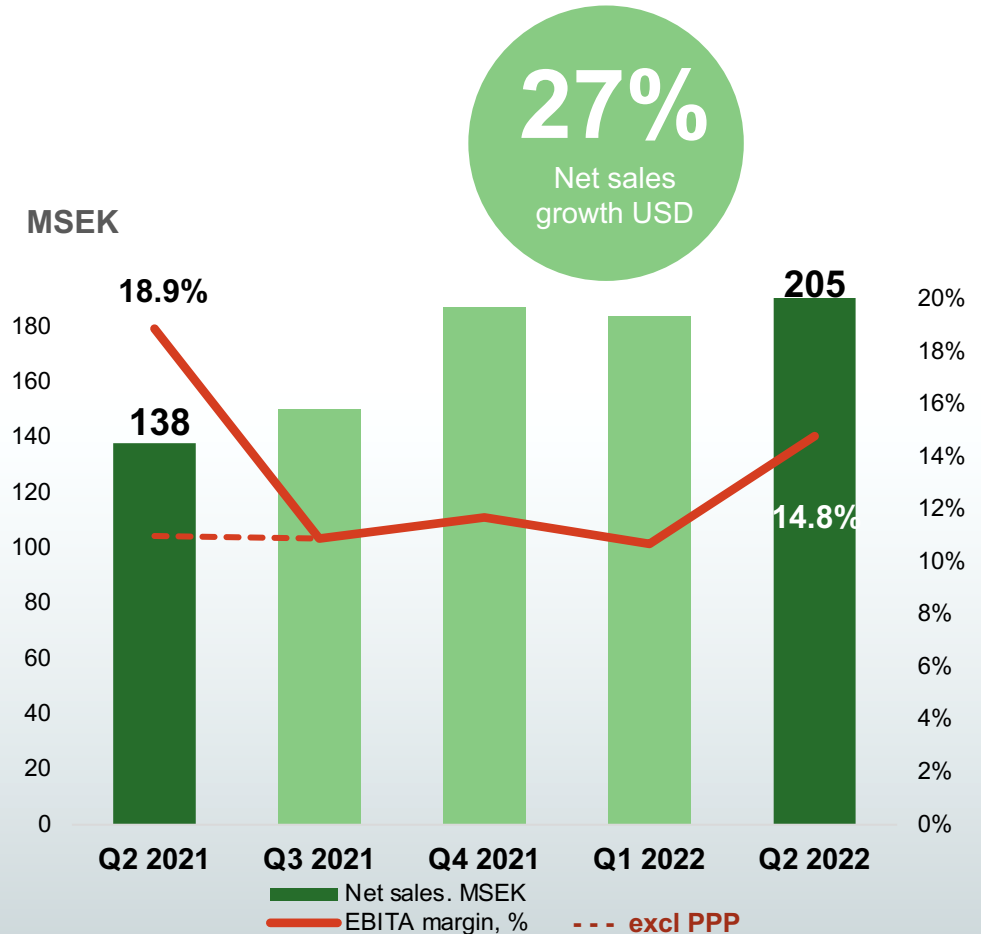
- › Strong net sales growth in all markets, especially Germany, Netherlands and UK.
- › Net sales increased by 30% in USD and with 53% to 551 MSEK (361), growth for comparable units 22% in USD.
- › Order intake decreased by 26% in USD and with 13% to 549 MSEK, comparable units decreased 30% in USD.
- › Significant 2021 Q2 order boost due to increasing lead times.
- › EBITA increased to 68.4 MSEK (38.2), corresponding to a margin of 12.4% (10.6%).



## SEGMENTS

### North America

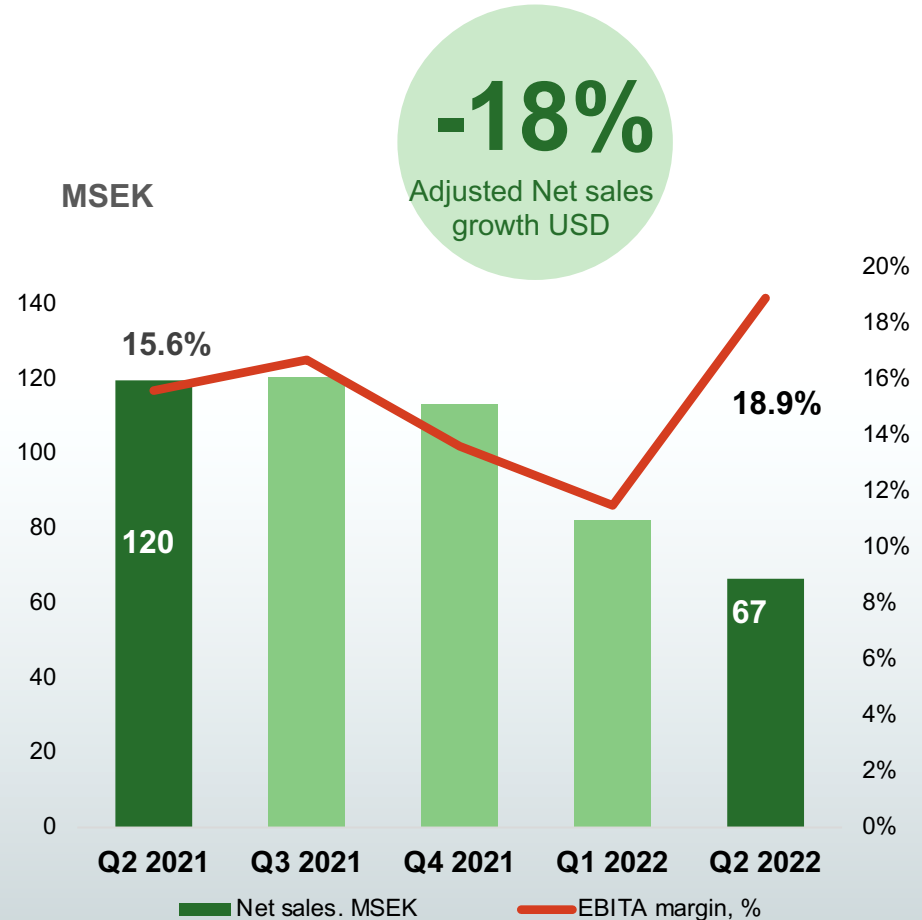
- Order intake decreased by 6% in USD but increased by 11% in SEK, excluding acquisitions -13% in USD.
- Net sales increased by 27% in USD and with 48% to 205 MSEK (138), excluding acquisitions 19% in USD.
- EBITA increased to 30.3 MSEK (26.2), corresponding to a margin of 14.8% (18.9, including PPP loan) excluding PPP 11.0%.



## SEGMENTS

### East

- Order intake decreased by 63% in USD, and with 56% to 60 MSEK.
- Net sales decreased by 53% in USD and with 44% to 67 MSEK (120). But taken into account the sale of the Russian operations sales decreased only 3 % in SEK.
- EBITA decreased to 12.6 MSEK (18.7), corresponding to a margin of 18.9% (15.6).
- Customers in China had problems with covid lockdowns.





# The pipeline of possible acquisitions is growing



# Our integration process important for synergies

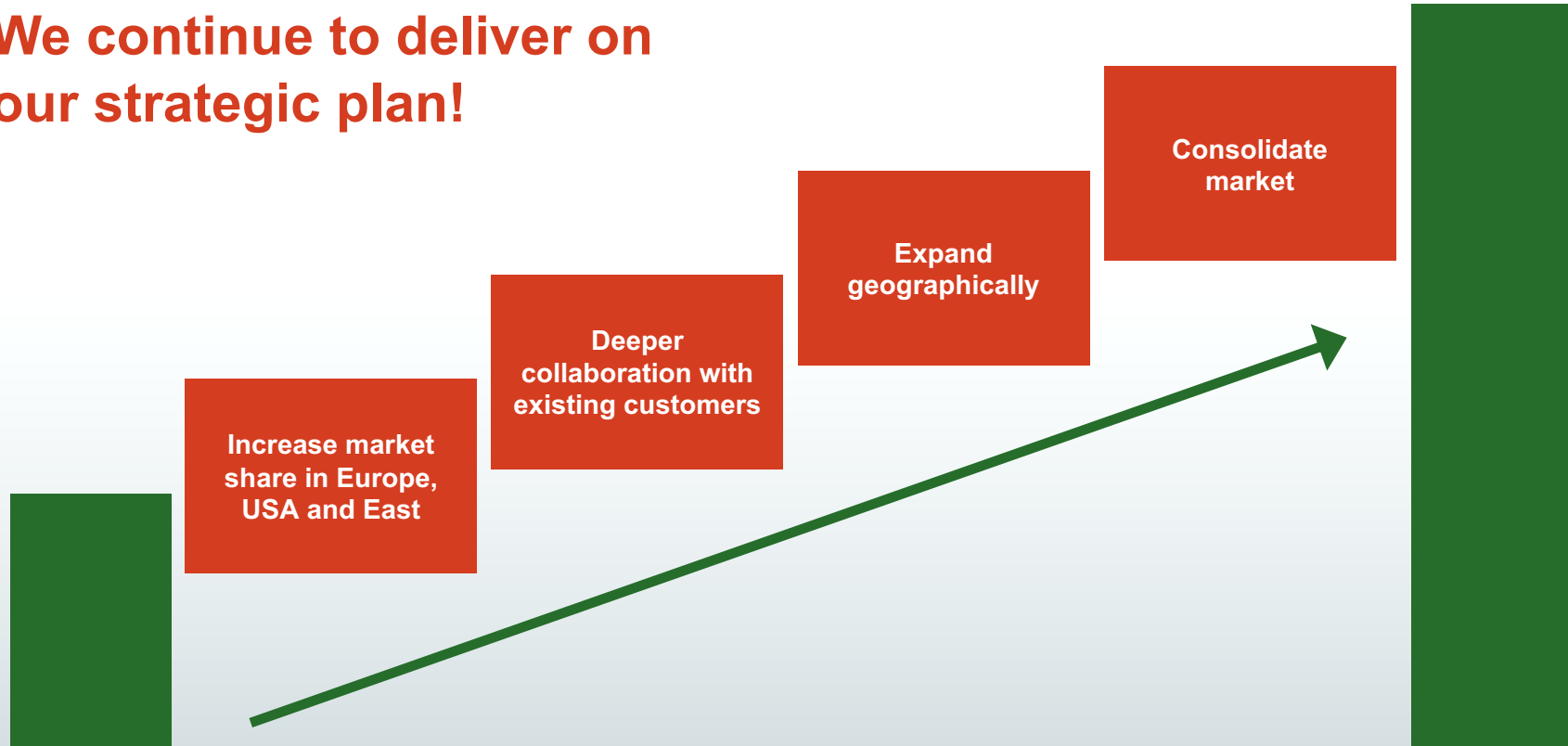


Acquired companies to be fully integrated, within **12-18** months

# KPIs

	June 2022	June 2021
ROE %	43.2	38.7
Net debt/EBITDA	1.6	0.7
Equity/Asset ratio %	32.5	42.3
Net working capital, MSEK	590.4	257.7
Net working capital/Net sales LTM %	10.7	8.0
Available liquidity, MSEK	735	358

# We continue to deliver on our strategic plan!





**Q&A**



# Next quarterly report:

**Q3 2022, November 8**

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