

Report for Q1 2024

Tom Erixon
President and CEO

Key figures

SEK million

	Q1 2024	Q1 2023	Tot Δ	Organic Δ*	Q4 2023
Order intake	18,272	18,385	-1 %	1 %	16,920
Net sales	14,906	14,111	6 %	7 %	17,839
Adjusted EBITA	2,436	2,387	2 %		2,830
Adjusted EBITA- margin	16.3 %	16.9 %			15.9 %

*) Organic growth i.e. excluding currency effects and structural changes.

Q1 2024

Energy division

Highlights and comments, SEK million

Markets and order intake

- A broad product portfolio geared towards energy efficiency continues to drive good demand.
- Continued high demand in Gas and Refinery.
- HVAC negatively affected by a weaker construction market and a softer heat pump market.
- Record high Service orders.

Profitability (EBITA)

- The margin decreased, as expected, from the elevated level last year but improved sequentially.

	Q1 24	Q1 23	Tot Δ, %	Org Δ, %	Q4 23
ORDERS	5,179	5,437	-4.7	-3.8	4,662
SALES	4,643	4,196	10.7	11.4	5,196
Adj EBITA	917	1,037			900
Adj EBITA (%)	19.8	24.7			17.3



Food & Water division

Highlights and comments, SEK million

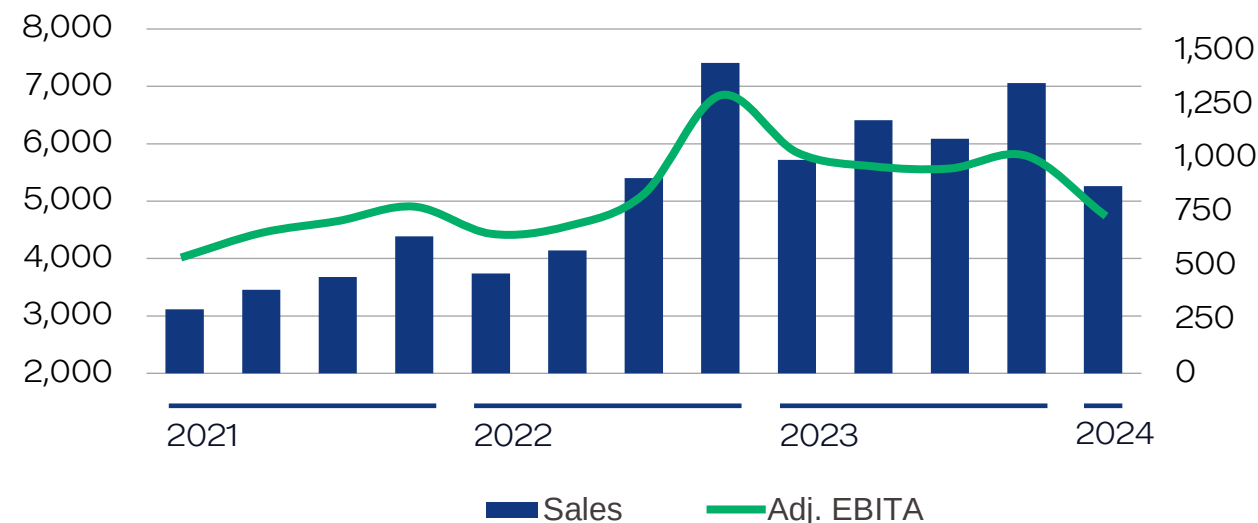
Markets and order intake

- Continued good demand driven by the project business.
- The transactional business remained on a lower level, although improving somewhat compared to recent quarters.
- Maintained high level of Service orders.

Profitability (EBITA)

- Sequentially, the profit margin was on about the same level.
- Profitability was negatively affected by delayed invoicing, mainly related to the project business.

	Q1 24	Q1 23	Tot Δ, %	Org Δ, %	Q4 23
ORDERS	6,357	5,776	10.1	10.5	7,286
SALES	5,263	5,722	-8.0	-7.5	7,060
Adj EBITA	742	1,027			1,011
Adj EBITA (%)	14.1	17.9			14.3



Marine division

Highlights and comments, SEK million

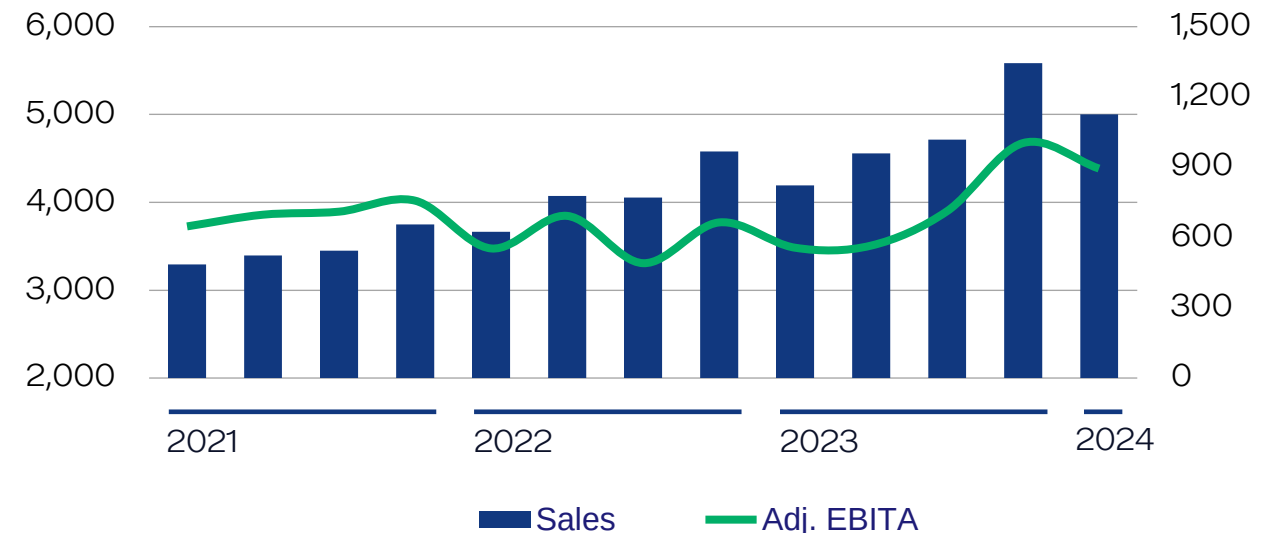
Markets and order intake

- Contracting levels are on a good level and demand is further supported by sustainability related solutions.
- Continued good demand for pumping systems.
- Strong growth in Service.

Profitability (EBITA)

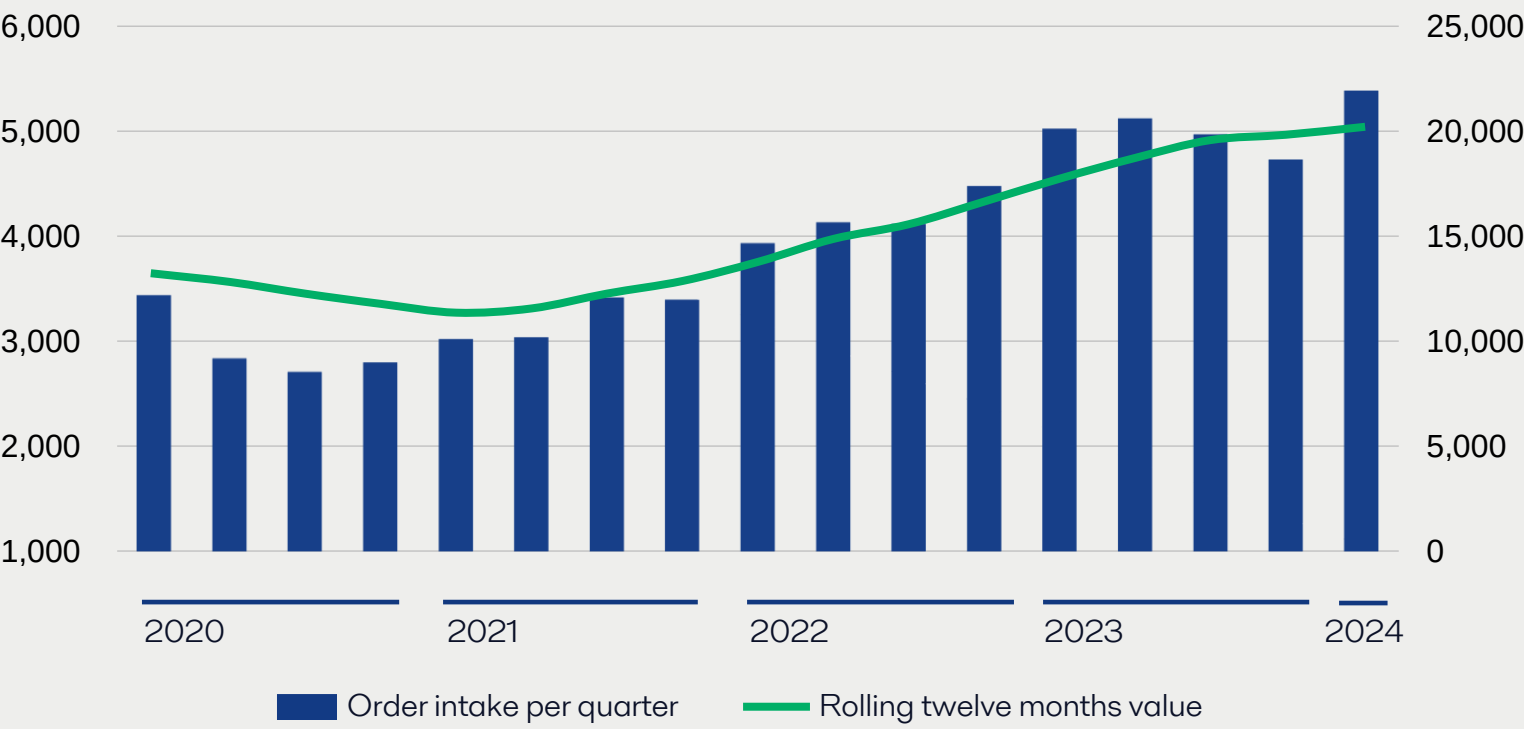
- The margin remained on a good level sequentially, confirming the recovery from a weak 2023.

	Q1 24	Q1 23	Tot Δ, %	Org Δ, %	Q4 23
ORDERS	6,736	7,172	-6.1	-4.3	4,972
SALES	5,000	4,193	19.2	20.8	5,583
Adj EBITA	894	556			1,003
Adj EBITA (%)	17.9	13.3			18.0



Service orders

Order intake, SEK million



Q1 2024



Marine



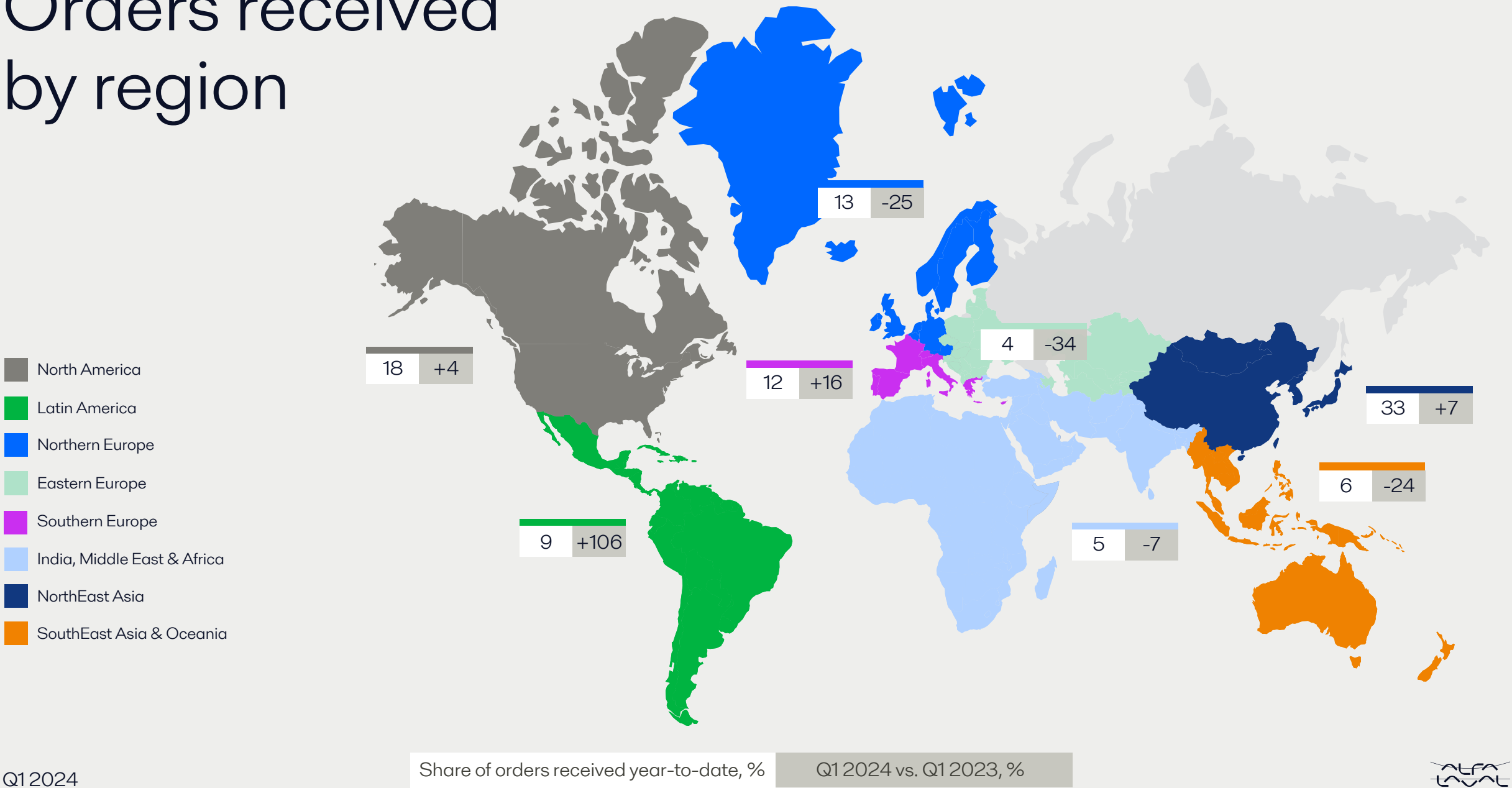
Food & Water



Energy

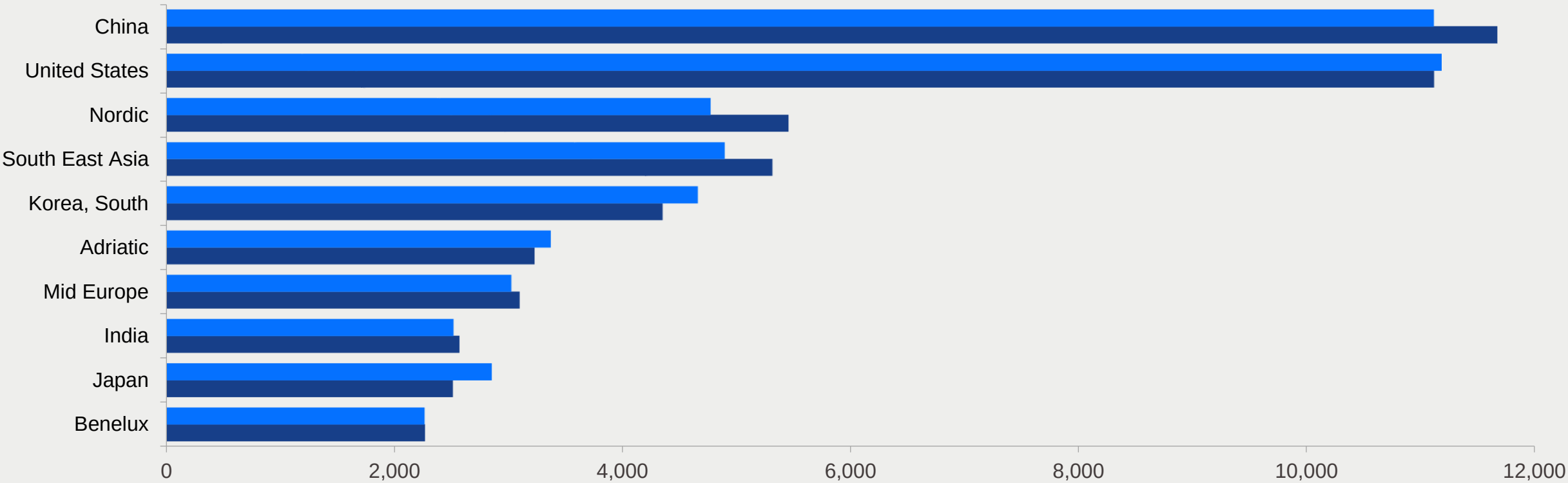


Orders received by region



Top ten markets*

SEK million



*Top ten markets order intake development 2023.

LTM

FY 2023



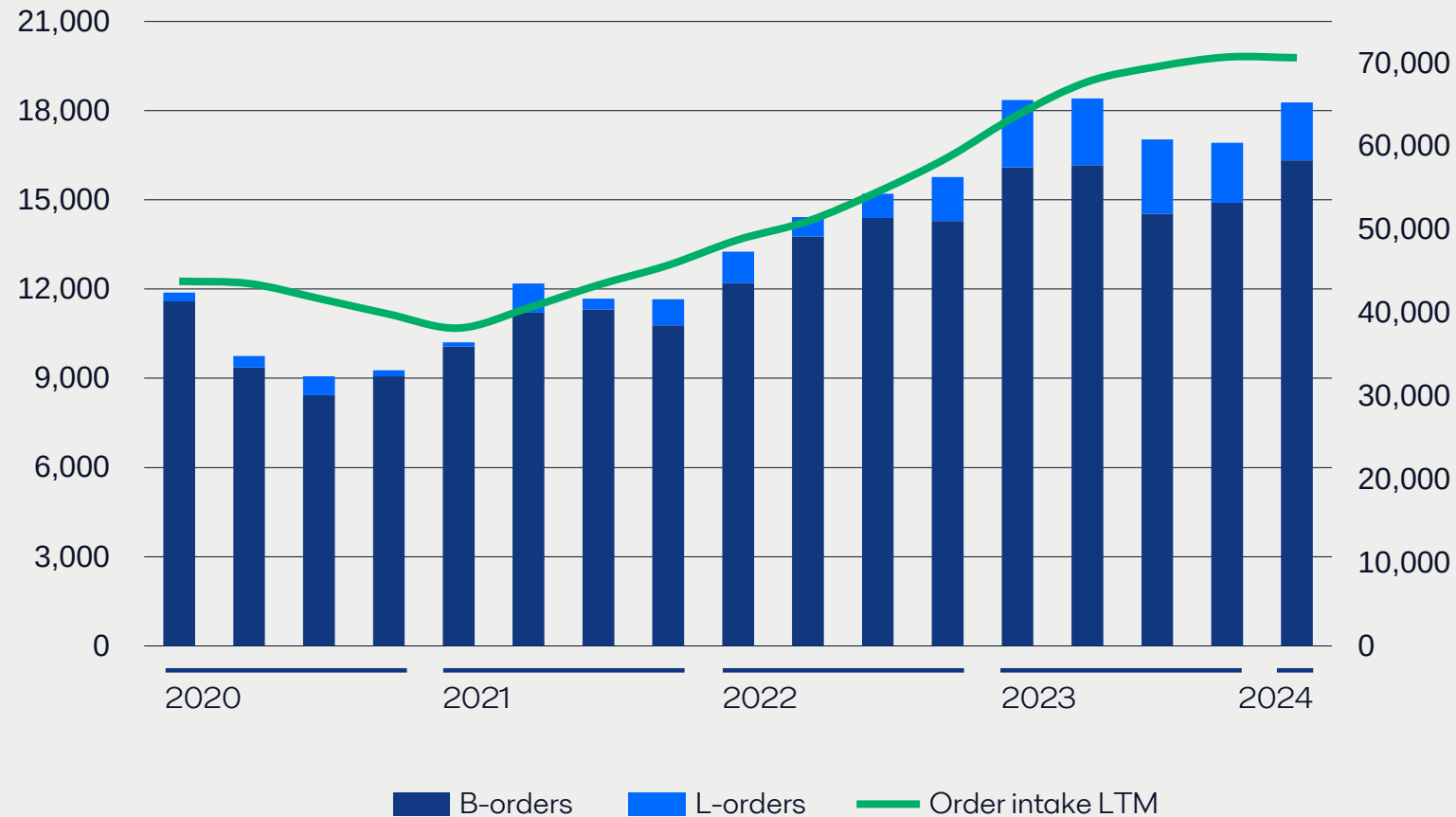
Financials Q1 2024

Fredrik Ekström, CFO



Orders received

SEK million



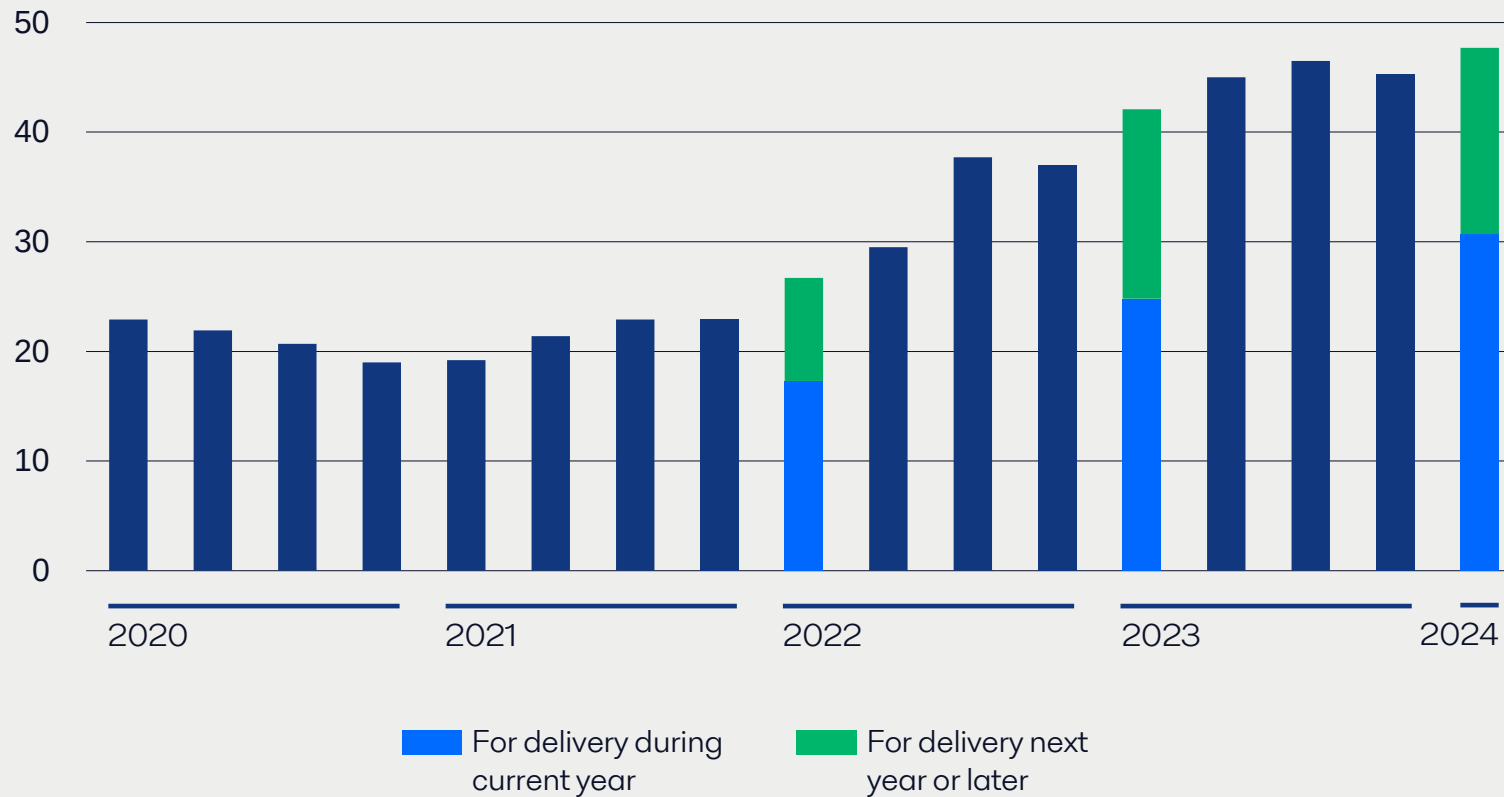
Q1 2024

- Order intake of 18,272 MSEK (18,385)
- -0.6% growth
 - 0.5% organic growth
 - 0.2% structure
 - -1.3% currency

Q1 2024

Order backlog as per March 31

SEK billion



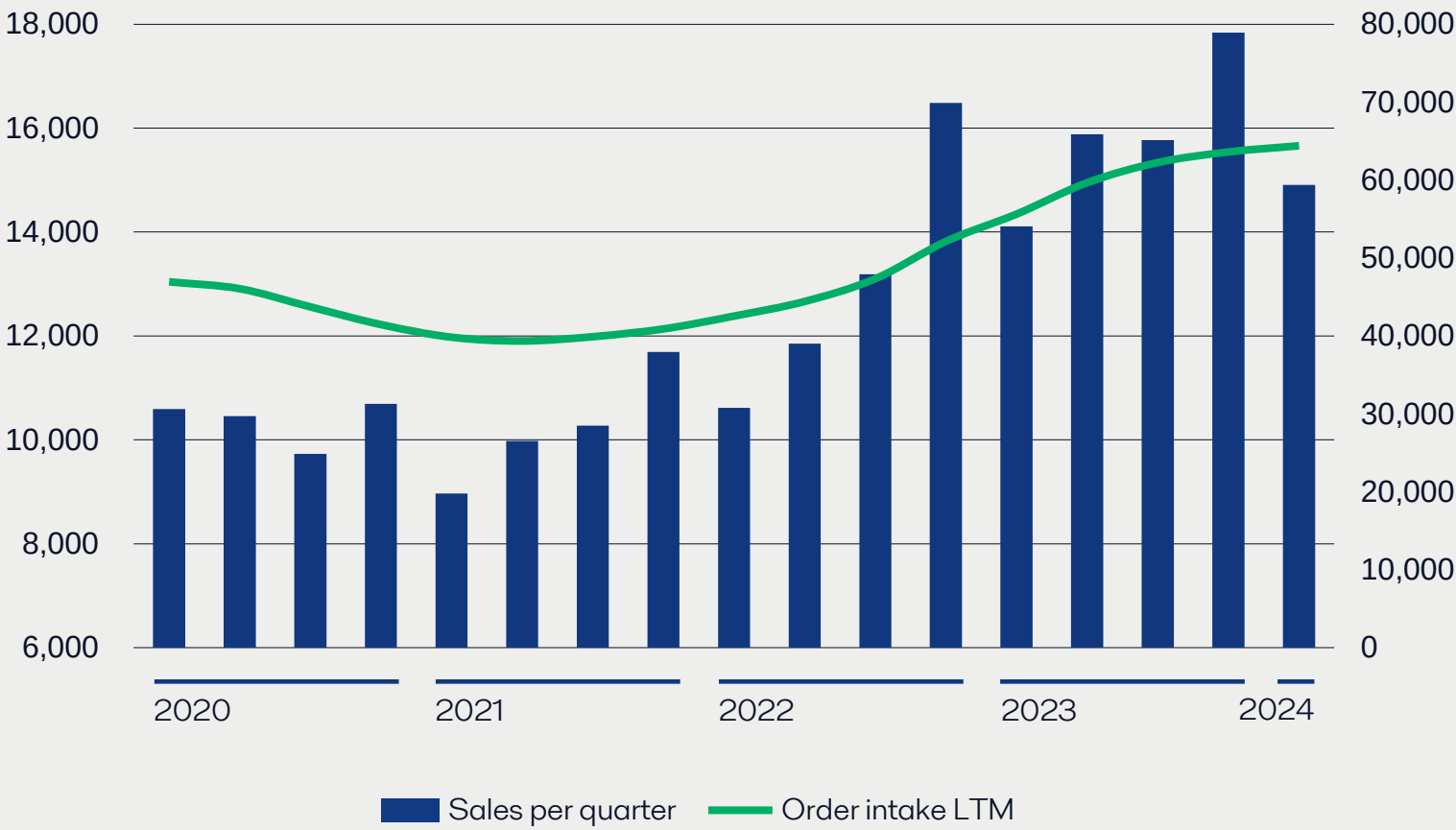
Q1 2024

Q1 2024

- Order backlog of 48 BSEK
 - 31 BSEK for delivery 2024
 - 17 BSEK for delivery 2025 or later
- 13% increase YoY
- Current backlog corresponding to 8.9 months of sales
- Q1 book-to-bill of 1.23

Sales

SEK million



Q1 2024

- Sales of 14,906 MSEK (14,111)
- 5.6% growth
 - 6.6% organic growth
 - 0.2% structure
 - -1.2% currency

Key figures

SEK million

	Q1 2024	Q1 2023
Sales	14,906	14,111
Gross profit	5,210	4,865
Sales & Admin	-2,457	-2,179
R&D	-395	-359
Net other cost/income	-173	-194
Operating income	2,199	2,146
Financial net	51	-98
Profit before tax	2,250	2,048
Taxes	-557	-533
EPS	4.07	3.64

Q1 2024



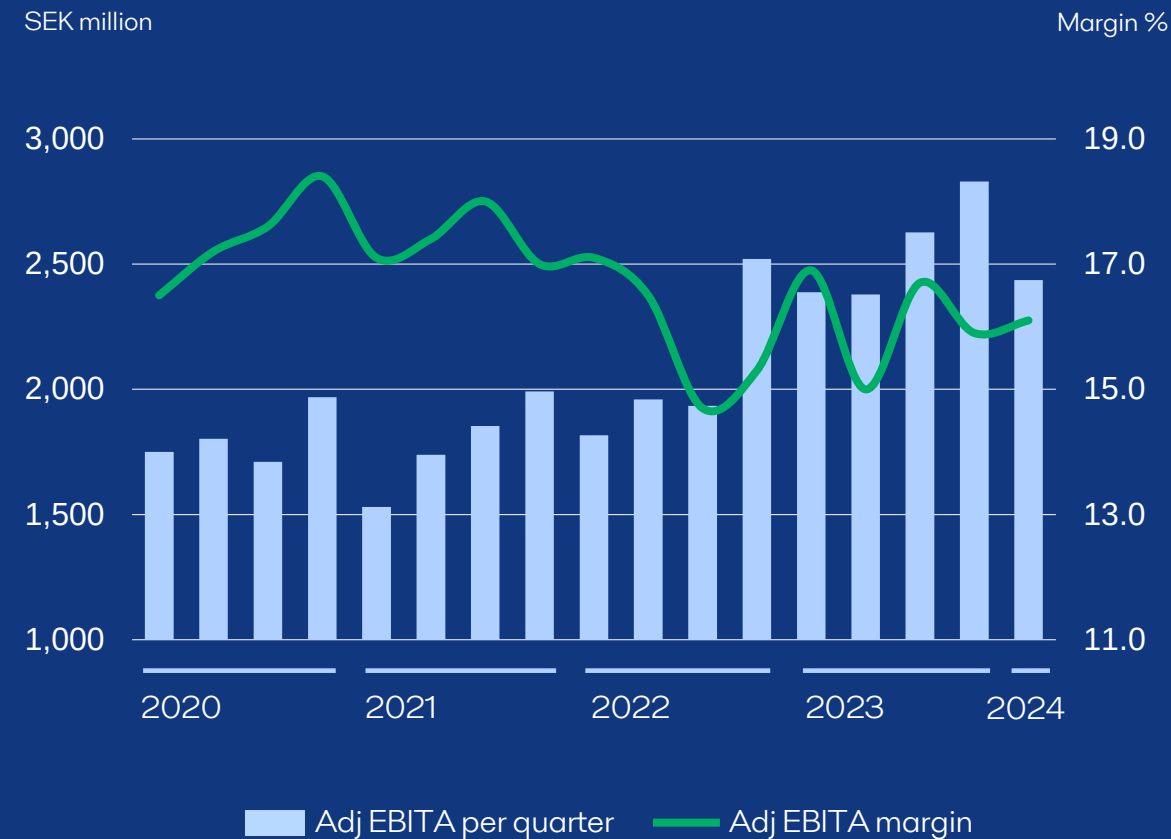
Adjusted EBITA margin*

SEK million and in percent of sales

	Q1 2024	Organic	Currency	Structure	Q1 2023
Sales	14,906	933	-168	30	14,111
Sales growth %	5.6%	6.6%	-1.2%	0.2%	
Adj EBITA	2,436	99	-41	-10	2,387
Adj EBITA %	16.3%				16.9%
Dil/Acc		-0.4%	-0.1%	-0.1%	

* Adjusted EBITA – "Earnings before interests, taxes, amortization of goodwill and step-up values and comparison distortion items."

Q1 2024

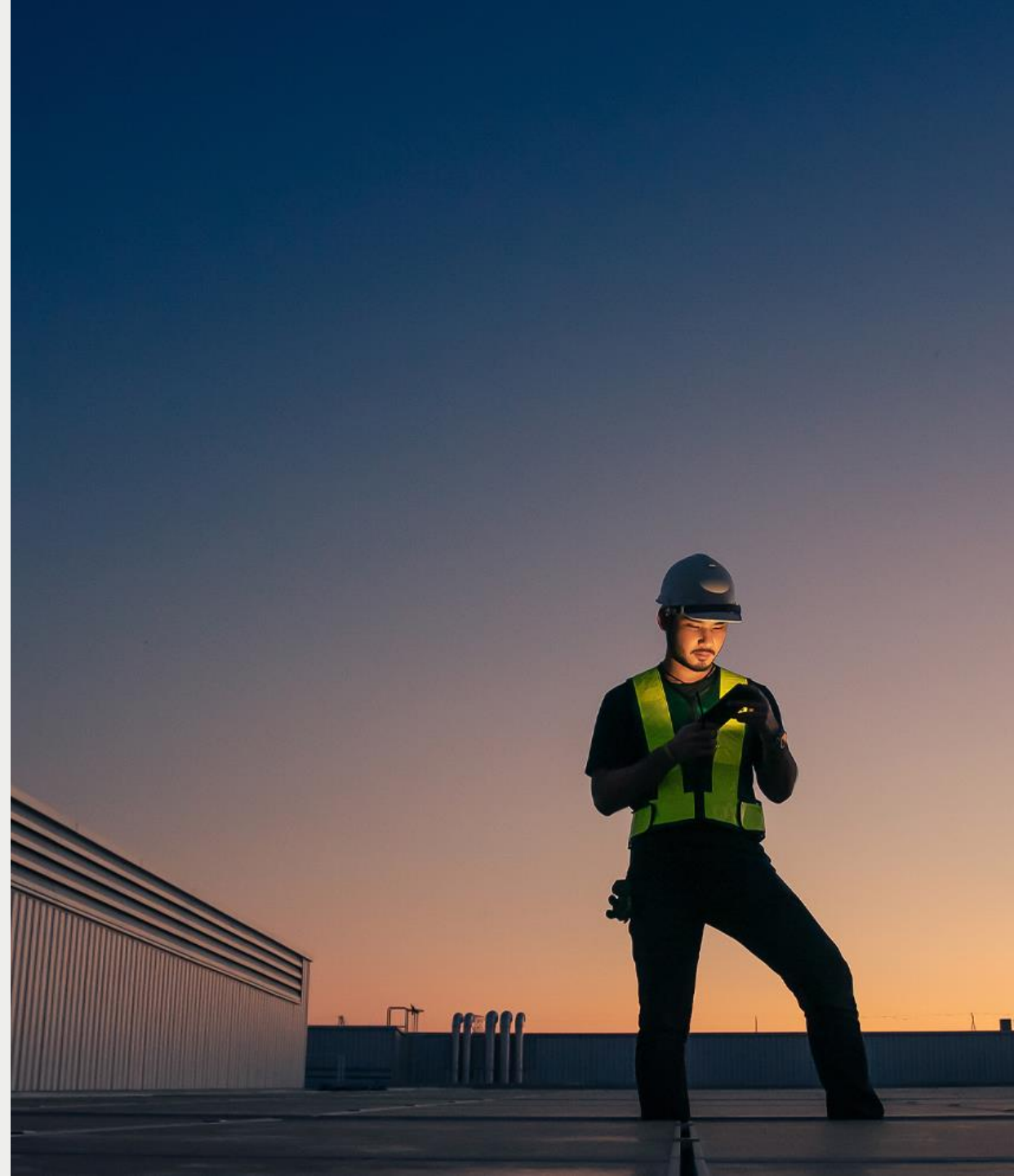


Cash-flow statement

SEK million

	Q1 2024	Q1 2023
EBITDA	2,881	2,752
Working Capital	-636	-1,312
Taxes paid	-494	-436
Cash flow from operating activities	1,751	1,004
Capital expenditures	-818	-440
Free cash flow	933	564
Disposals	44	1
Acquisitions	-48	-86
Cash flow after investing activities	929	479
Financing activities	328	-686
Cash flow	1,257	-207

Q1 2024



Debt position

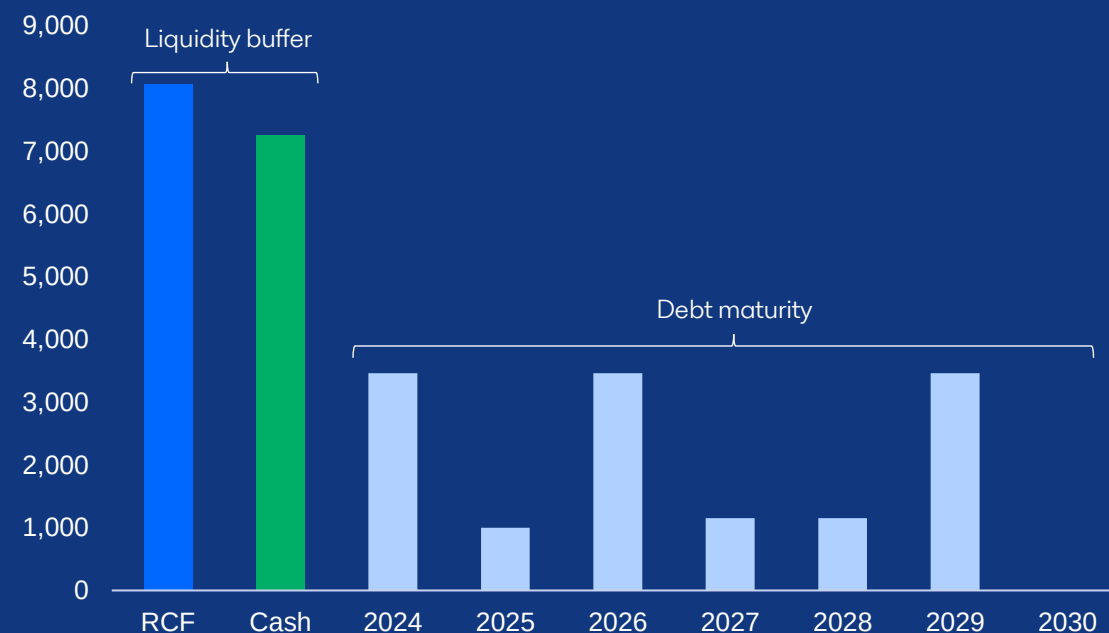
SEK million

Net debt	Q1 2024	Q1 2023
Debt	13,913	14,761
Debt/EBITDA	1.17	1.51
Cash & cash equivalents and current deposits	-7,002	-4,459
Net Debt excl leases	6,911	10,302
Net Debt excl leases/EBITDA LTM	0.58	1.05
Lease liabilities	2,606	2,583
Net Debt incl leases	9,517	12,583
Net Debt incl leases/EBITDA LTM	0.80	1.32

Q1 2024

Maturity profile and liquidity buffer

- Loans maturing 2024-2029: 13,698 MSEK
- Average funding rate on our debt is 1.72% per annum



Guidance

	Q2 2024	FY 2024	FY 2025
CAPEX (cash)	Estimated 0.4 - 0.6 BSEK	Estimated 2.0 - 2.5 BSEK	Estimated 2.5 – 3.0 BSEK
Currency impact on EBITA*	Estimated transaction and translation impact of 35 MSEK	Estimated transaction and translation impact of 200 MSEK	
PPA amortization		~700 MSEK	~500 MSEK
Tax rate		24-26%	24-26%



Outlook for the
second quarter:

“We expect **demand** in the
second quarter to be **somewhat
higher** compared to the first
quarter.”

Q&A

Financial calendar 2024

Interim report Q2 2024

23 July 2024

Interim report Q3 2024

24 October 2024

Capital Markets Day 2024

21 November 2024

Q1 2024





Cautionary statement

This presentation contains forward-looking statements that are based on the current expectations of the management of Alfa Laval Group.

Although management believes that the expectations reflected in such forward-looking statements are based on reasonable assumptions, no assurance can be given that such expectations will prove to have been correct. Accordingly, results could differ materially from those implied in the forward-looking statements as a result of, among other factors, changes in economic, market and competitive conditions, changes in the regulatory environment, other government actions and fluctuations in exchange rates. Alfa Laval undertakes no obligation to publicly update or revise these forward-looking statements, other than as required by law or other regulations.