

# Power Technique

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## Agenda

- 1 Facts, market trends, and business fundamentals
- 2 Strategy for growth, focus and priorities
- 3 Contributing to a low carbon society
- 4 Summary

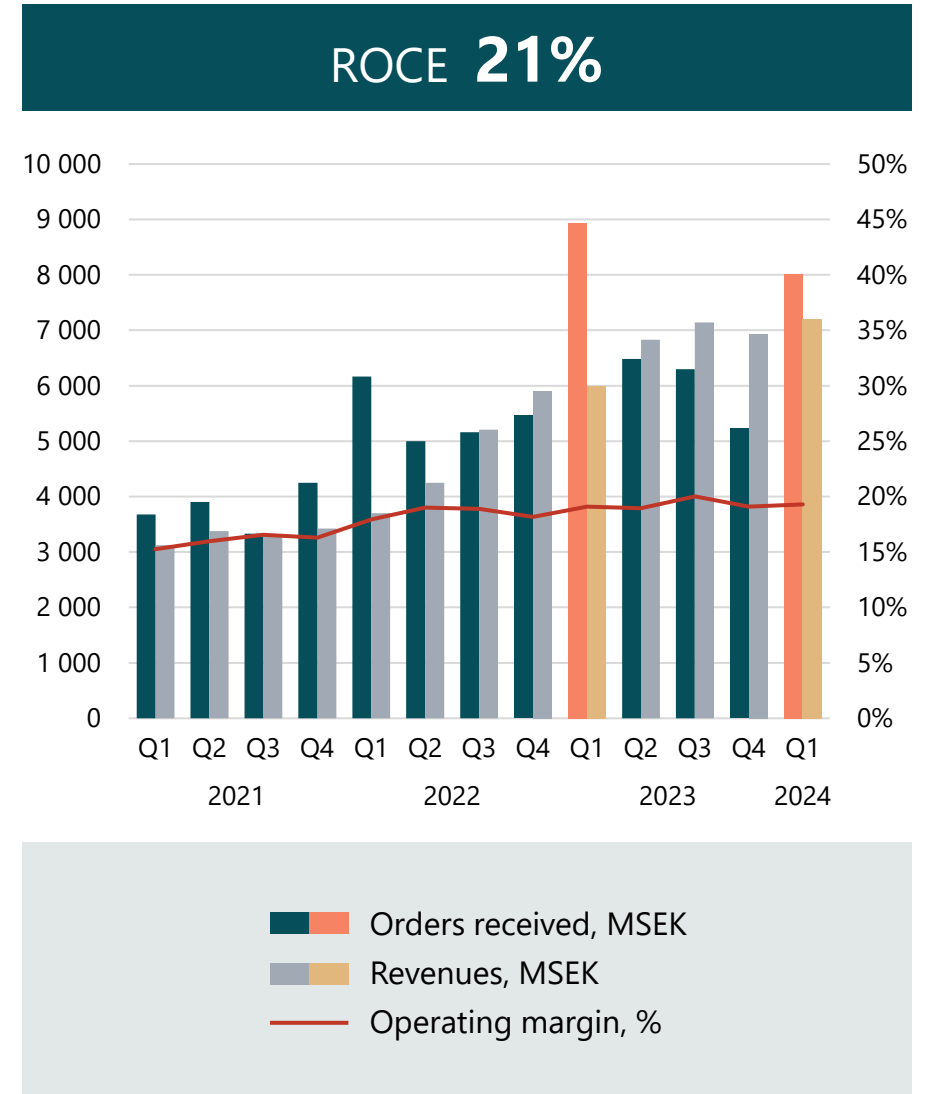


# Facts, market trends, and business fundamentals

# Power Technique

## Current market trends

- Electrification and batteries
- Reducing CO<sub>2</sub> emissions on-site
- More business opportunities due to low carbon society
- Infrastructure investments
- Local for Local



# Orders received – local currency Q1 2024

SHARE OF ORDERS:

**36%**

**41%**

**23%**

Order dev.  
**-40%**

Order dev.  
**+6%**

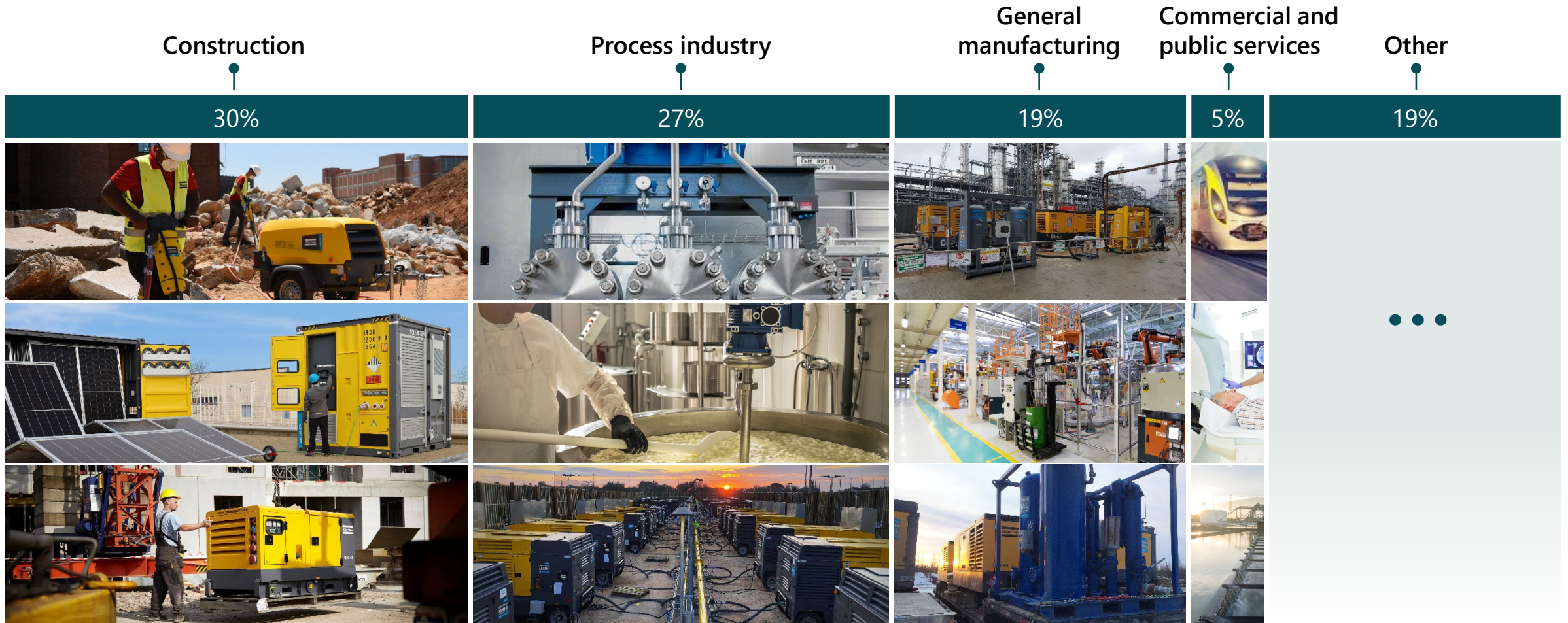
Order dev.  
**+13%**

Order dev.  
**+11%**

Order dev.  
**+23%**

# Growth generated through a wide range of selected marketplaces

– Much more than construction with increased exposure to industrial applications



\* Share of orders received 2023

# Power Technique product portfolio



Portable Air



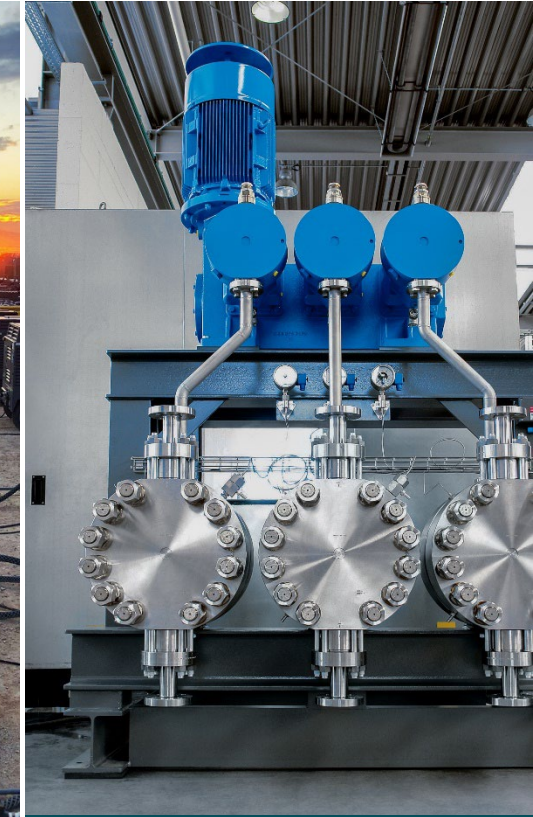
Portable Power  
& Flow



Service



Specialty Rental



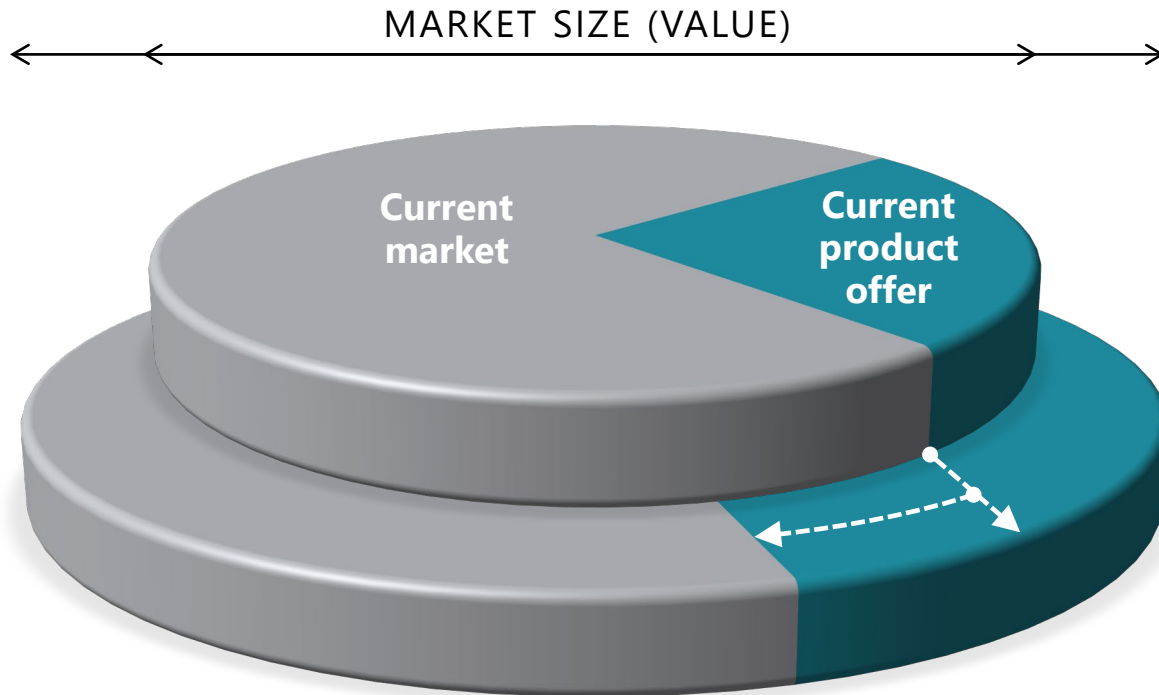
Industrial Flow



# Strategy for growth, focus and priorities



# Growth – Develop our core



## GROWTH THROUGH:



### Portable Air:

Dedicated people, innovation and diversification



### Portable Power & Flow:

Dedicated people, energy solutions and flow mindset



### Industrial Flow:

Industrial Flow Customer Centers development with a multi brand approach



### Service:

Installed base management, dedicated service offer and presence



### Specialty Rental:

Friction free electrical oil-free solutions, nitrogen applications and bubble curtains

# Innovation, a key driver for long term profitable growth

## KEY INNOVATIONS:

ESS & Modular  
Solar Plant

Battery storage system

PTE 900 VSD

Electrical oil-free compressor

Electric  
Surface Pump

No CO<sub>2</sub> emissions during pumping operations

HiLight BI+4

Hybrid lighting tower with maximum flexibility

8T Steam Boiler

First globally certified boiler in the market

X-AIR 750-25

Fuel efficient large air compressor for drilling



New product  
introductions in  
2023:

46

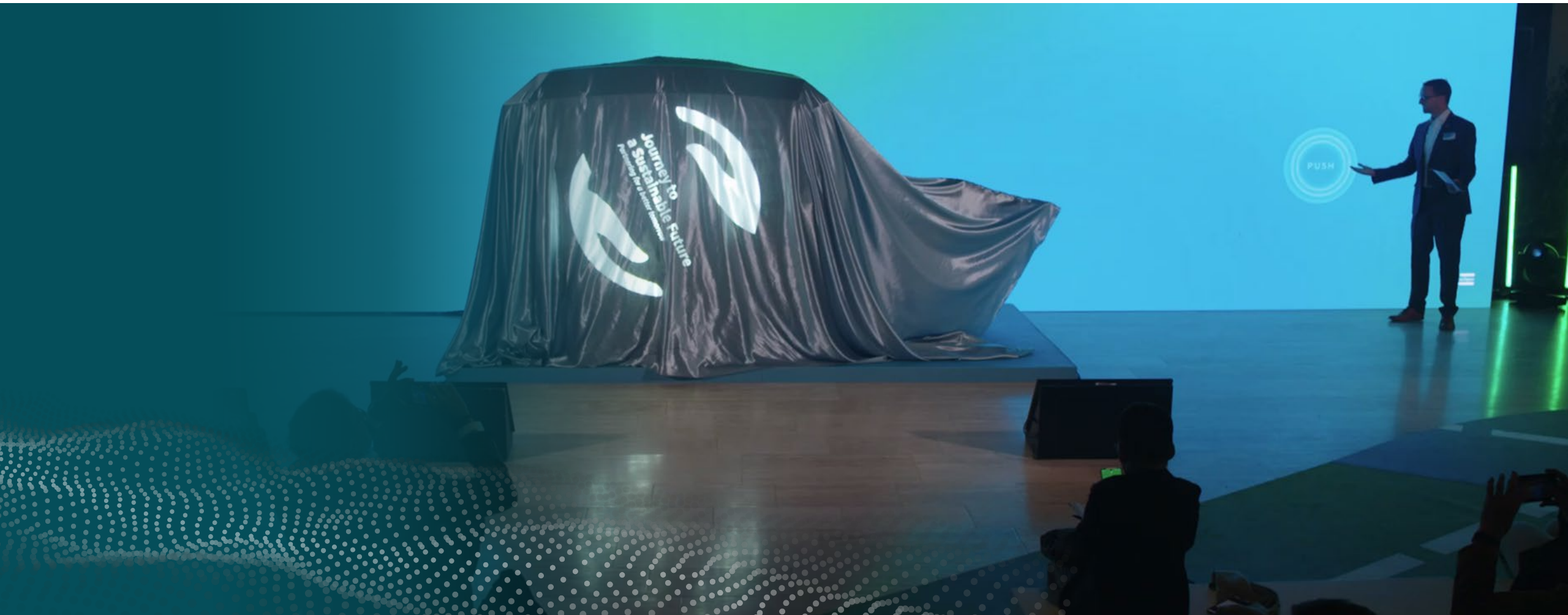
2020:

36

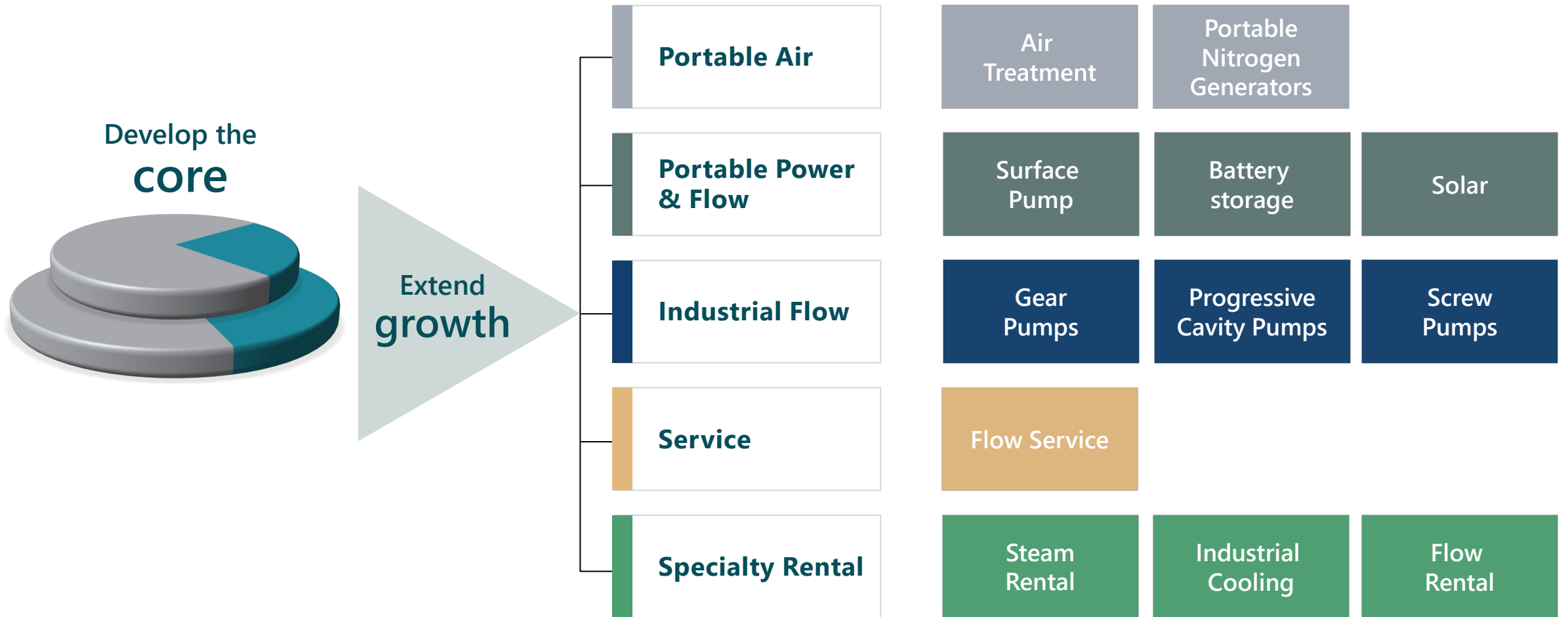
2017:

43

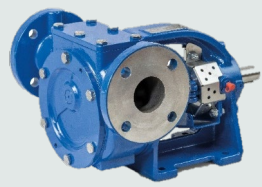
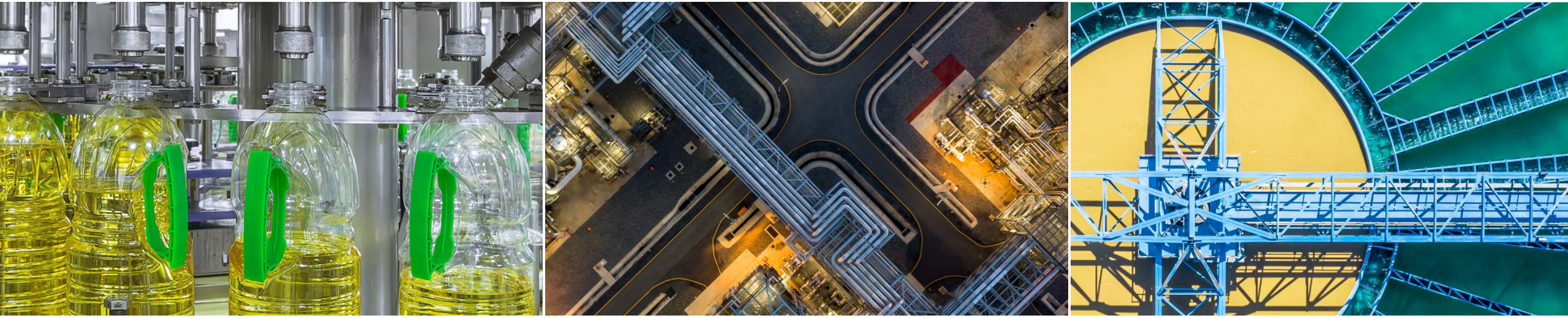
# Innovation, a key driver for profitable growth



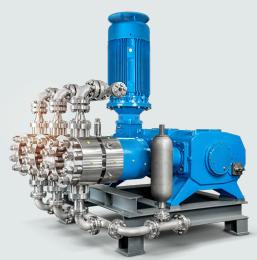
# Growth – Extend our core



# Growth – Industrial Flow



**varisco**  
solid pumping solutions



**LEWA**  
Creating Fluid Solutions



**geveke**



**KRACHT**  
FLUID TECHNOLOGY AND SYSTEMS

**W**  
WANGEN PUMPEN

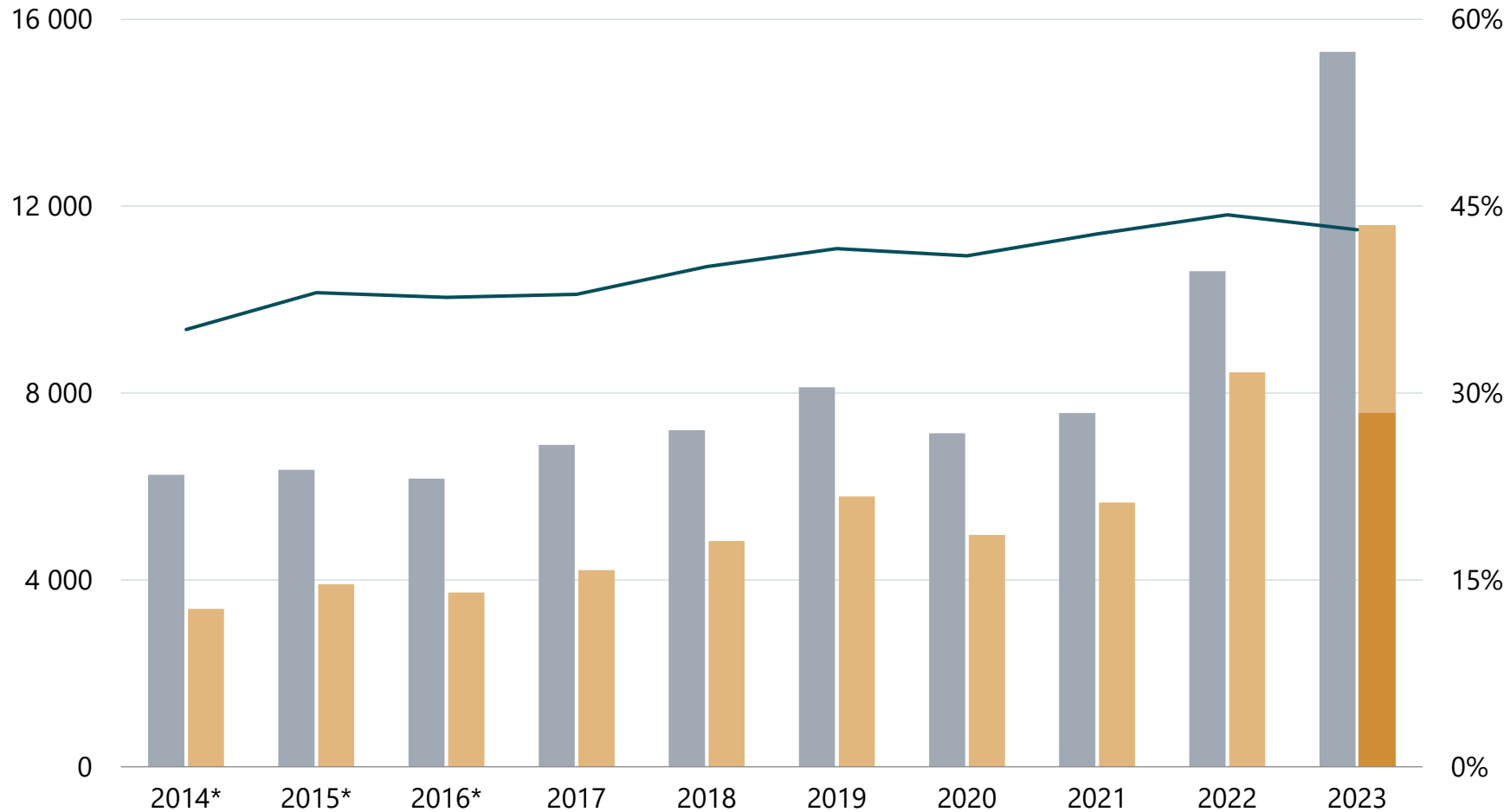
# Industrial Flow





# Service

# Service – Growth and resilience



CAGR  
Equipment  
**9%**

CAGR  
Service  
**13%**

- Equipment revenues, MSEK
- Service revenues, MSEK
- Specialty Rental, MSEK
- Service, share of revenues, %

CAGR refers to total growth 2014 – 2023 (FX and structure included)

\* Figures for the years 2014-2016 are best estimated numbers, as the effects of the distribution of Epiroc and restatements for IFRS15 are not fully reconciled.



# Service



Proactive Install  
Base Management



Dedicated  
service offer



Passionate People  
Close by



Reliable Supply  
Chain

Care for our Customers and their Business through first class Service

# Specialty Rental



Special applications



Dedicated expertise



Specialized fleet



Passionate people

Experts in providing specialized temporary solutions for challenging circumstances

# Growth – Specialty Rental



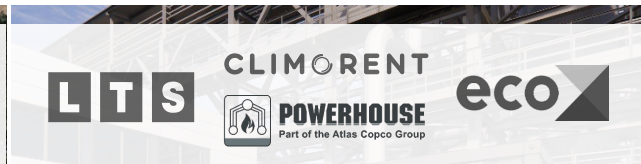
Air



Power

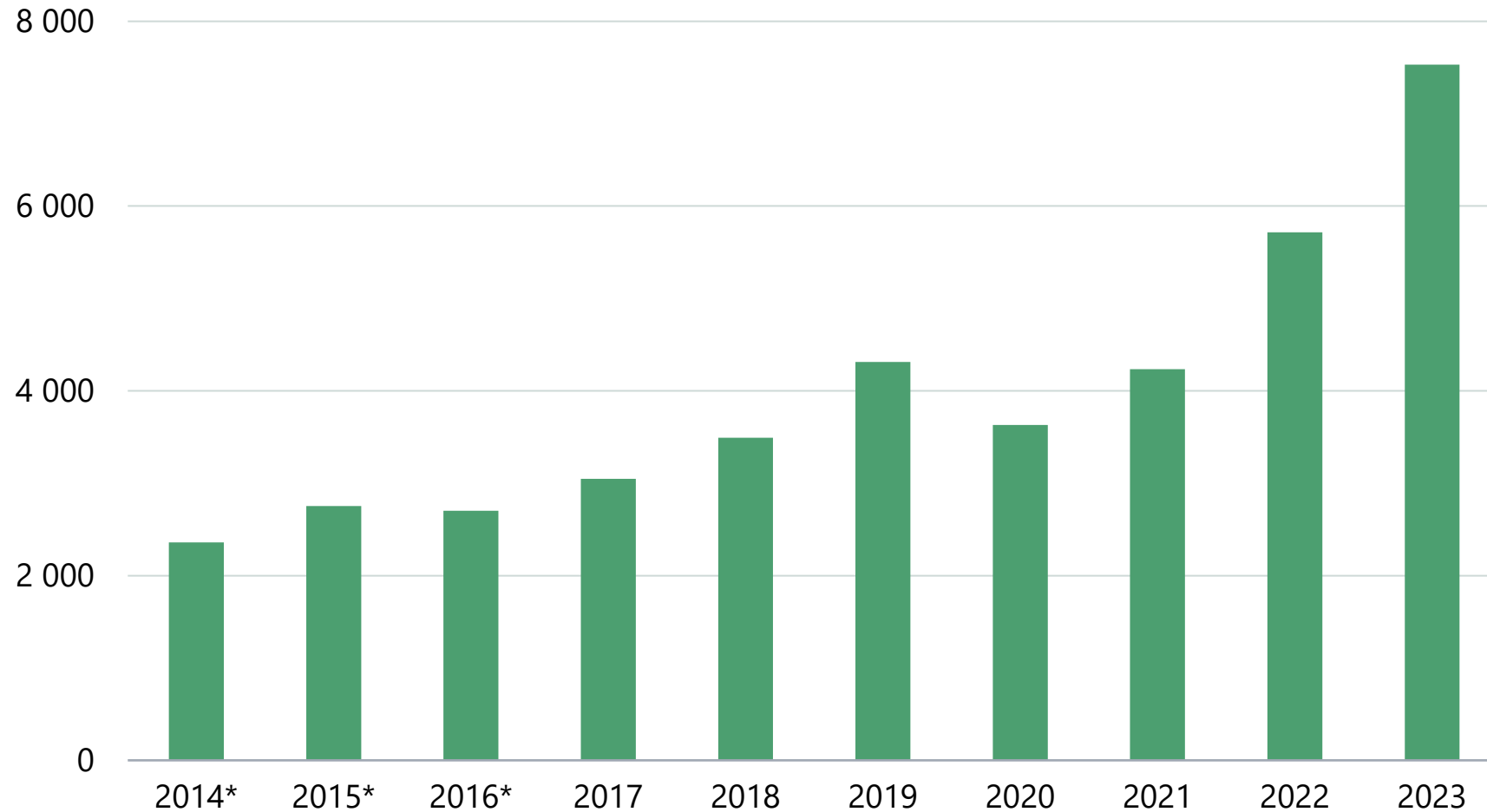


Flow



Temperature

# Specialty Rental – Revenue development




**CAGR**  
Service  
**12%**

■ Rental Revenues, MSEK

CAGR refers to total growth 2014 – 2023  
(FX and structure included)

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# Contributing to the transformation into a low-carbon society

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Further electrification  
of our portfolio



Efficient logistics



Continuous innovation to  
increase energy efficiency



Support sustainable applications  
& capture business potential



Digitalization &  
smart control



Lower energy footprint  
of our own operations



# Summary



# Summary Power Technique

Portable  
**Air**



Portable  
**Power**



Portable  
**Flow**



Industrial  
**Flow**



Continuous development of our **core** business

**Innovation** to grow and extend the core

Industrial Flow offers new **areas for growth**

**Diversification** of our business

Increased **service** potential

**Megatrends** drive business growth and potential

Strategic **acquisitions** to support further growth

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# Forward-looking statements

“Some statements in this report are forward-looking, and the actual outcome could be materially different. In addition to the factors explicitly discussed, other factors could have a material effect on the actual outcome. Such factors include, but are not limited to, general business conditions, fluctuations in exchange rates and interest rates, political developments, the impact of competing products and their pricing, product development, commercialization and technological difficulties, interruptions in supply, and major customer credit losses.”