Welcome to the World of Trelleborg

Q1, January-March 2025

Peter Nilsson, President & CEO
Fredrik Nilsson, CFO

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Summary & Outlook Q2 2025

Q&A

A solid quarter with record results

Q1 2025 financial summary[1]

- Sales at SEK 8 866 M (8 234), an increase of 8 percent
- Organic sales +1 percent, M&A +6 percent, currency +1 percent
- EBITA at SEK 1 616 M (1 490), corresponding to a margin of 18.2 percent (18.1). Highest EBITA to date for a quarter
- Items affecting comparability at SEK -61 M (-55)
- Operating cash flow at SEK 821 M (718)
- Acquisitions of CRC and NuFlow Technologies
- Post Q1: Acquisitions of Aero-Plastics and National Gummi

[1] Excluding items affecting comparability, continuing operations

Organic sales development by geography

Organic sales continuing operations

Total	
Jan - Mar 25	Jan - Mar 24
1%	-3%

Europe		
Share of sales[1]	Jan - Mar 25	Jan - Mar 24
44%	-5%	0%

North- and South America		
Share of sales[1]	Jan - Mar 25	Jan - Mar 24
33%	3%	-10%

Asia and rest of the world		
Share of sales[1]	Jan - Mar 25	Jan - Mar 24
23%	10%	5%

[1] Share of total sales full-year 2024, continuing operations

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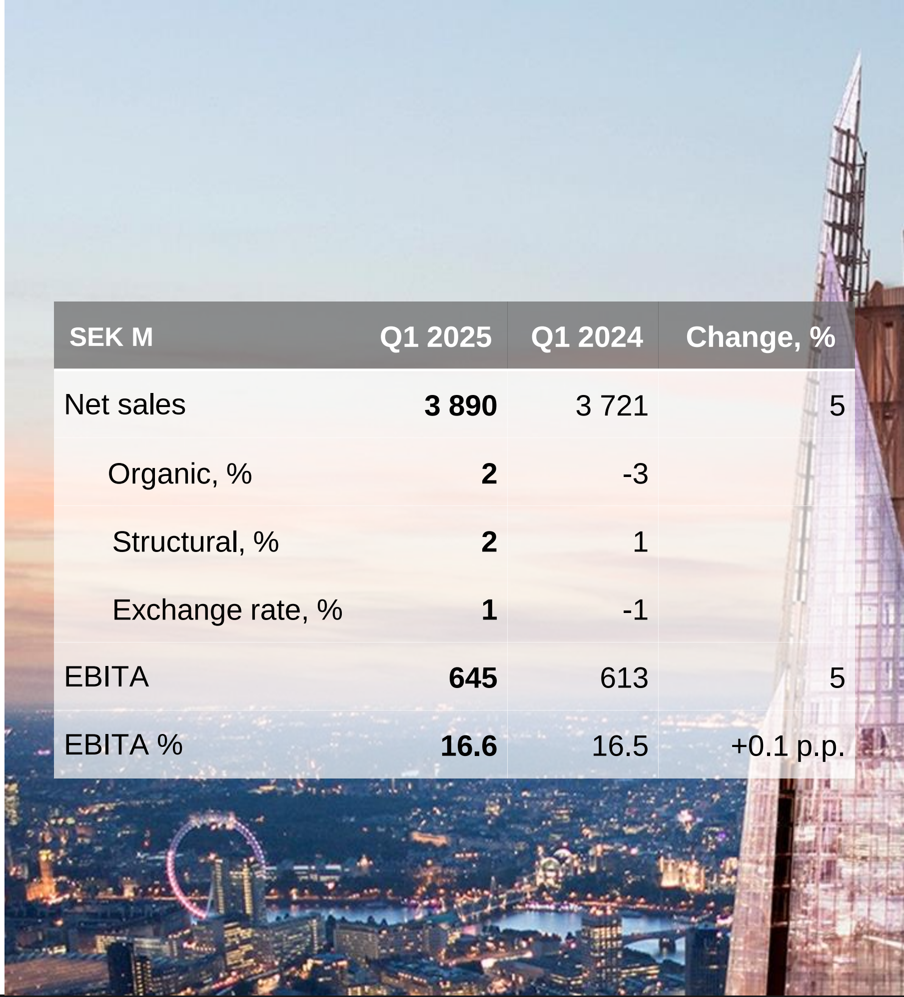
Solid growth and higher earnings
Trelleborg Industrial Solutions[1]

- Organic sales +2 percent; M&A +2 percent
- Mixed development within diversified industrials:
  - Marine solutions, LNG projects and water infrastructure showed strong growth
  - Sales to certain construction segments continue to be challenging, particularly in N.A.
- Deliveries to the automotive industry subdued
- EBITA and margin improved on higher sales and operational and structural improvements
- Acquisition of NuFlow Technologies
- Post Q1: Acquisition of National Gummi



SEK M	Q1 2025	Q1 2024	Change, %
Net sales	**3 890**	3 721	5
Organic, %	**2**	-3	
Structural, %	**2**	1	
Exchange rate, %	**1**	-1	
EBITA	**645**	613	5
EBITA %	**16.6**	16.5	+0.1 p.p.

[1] Excluding items affecting comparability, continuing operations

Strong growth with high margins
Trelleborg Medical Solutions[1]

- Organic sales +5 percent; M&A +38 percent
- Organic sales of medical solutions improved in Europe, while weaker in North America and Asia
- Deliveries to the life science segment improved
- EBITA and margin increased sharply, mainly due to the acquisition and integration of Baron Group
- Several capacity-enhancing projects ongoing

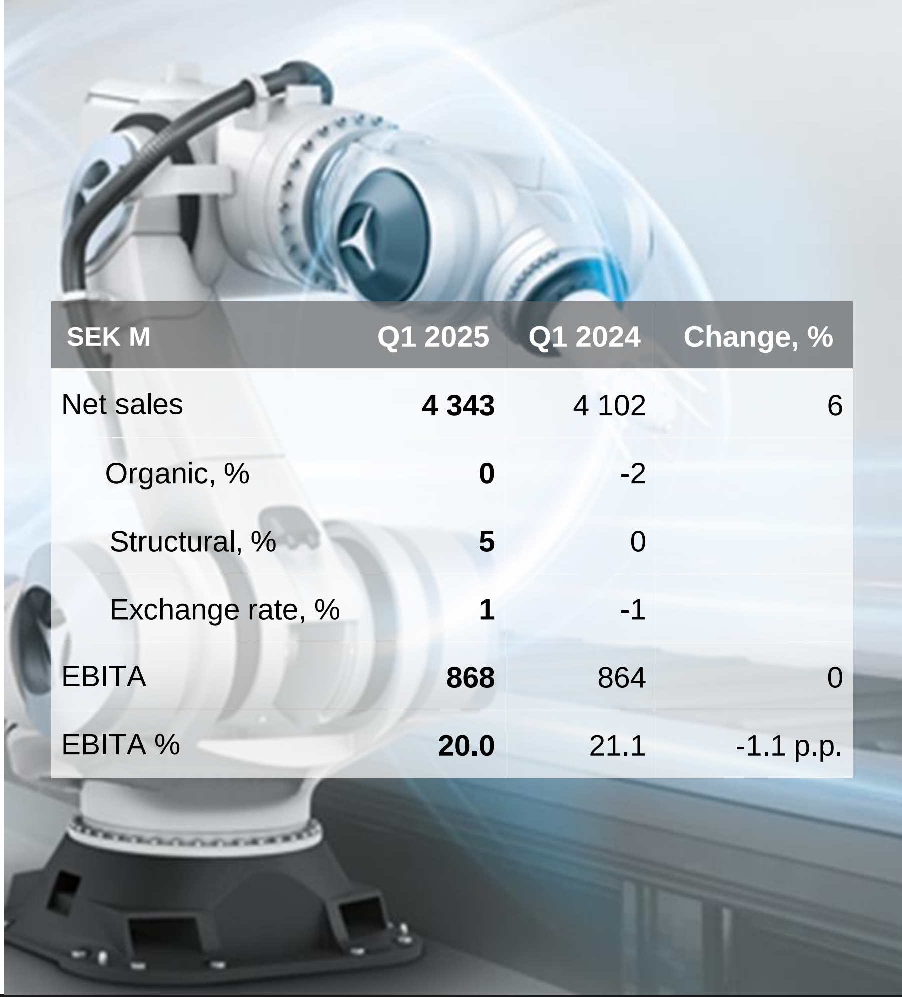
SEK M	Q1 2025	Q1 2024	Change, %
Net sales	**848**	583	45
Organic, %	**5**	-11	
Structural, %	**38**	0	
Exchange rate, %	**2**	0	
EBITA	**171**	82	109
EBITA %	**20.2**	14.0	6.2 p.p.

[1] Excluding items affecting comparability, continuing operations

Stable despite challenging markets

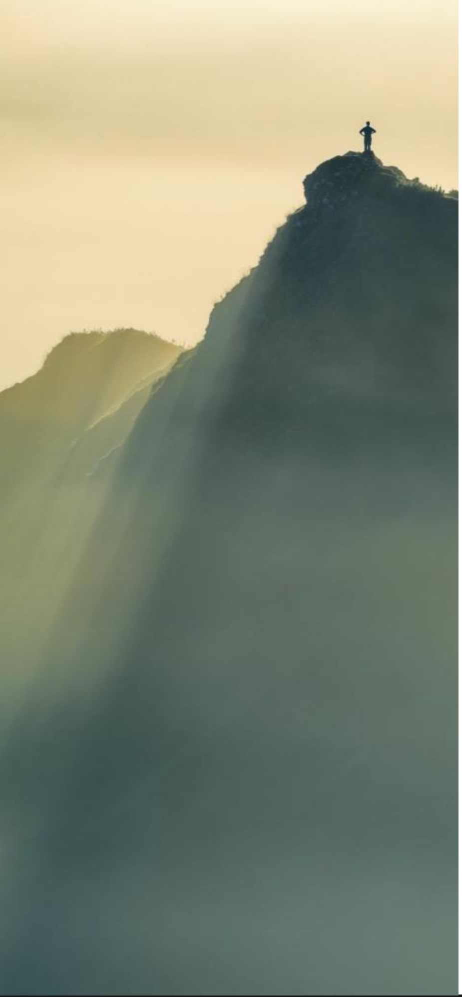
Trelleborg Sealing Solutions[1]

- Organic sales +/-0 percent; M&A +5 percent
- Sales to diversified industry declined in Europe and North America, but improved in Asia
- Deliveries to the automotive industry weaker in all markets
- Continued strong sales to aerospace globally
- EBITA largely unchanged, while margin impacted by lower production volumes and recent acquisitions with initially lower margins
- Several greenfield projects ongoing
- Acquisition of CRC
- Post Q1: Acquisition of Aero-Plastics



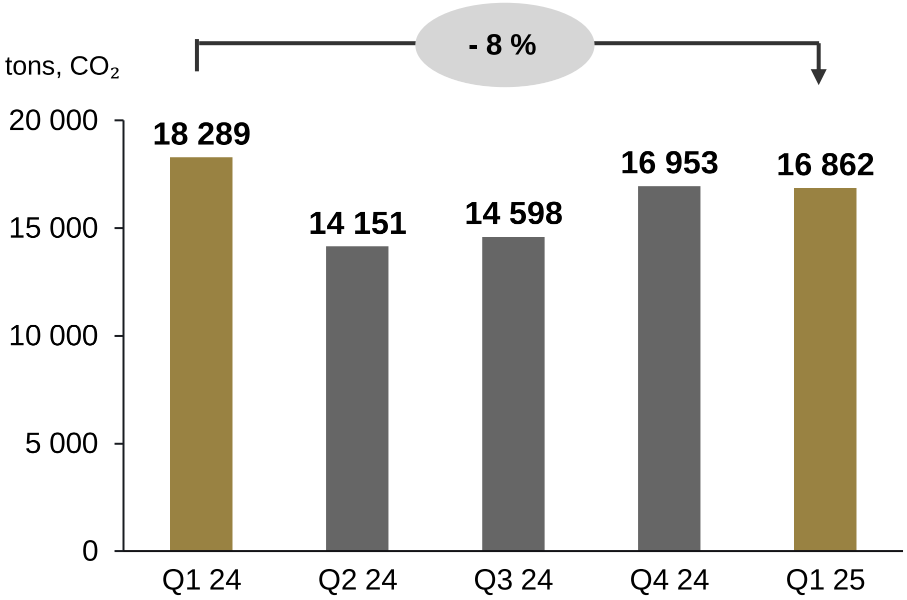
SEK M	Q1 2025	Q1 2024	Change, %
Net sales	**4 343**	4 102	6
Organic, %	**0**	-2	
Structural, %	**5**	0	
Exchange rate, %	**1**	-1	
EBITA	**868**	864	0
EBITA %	**20.0**	21.1	-1.1 p.p.

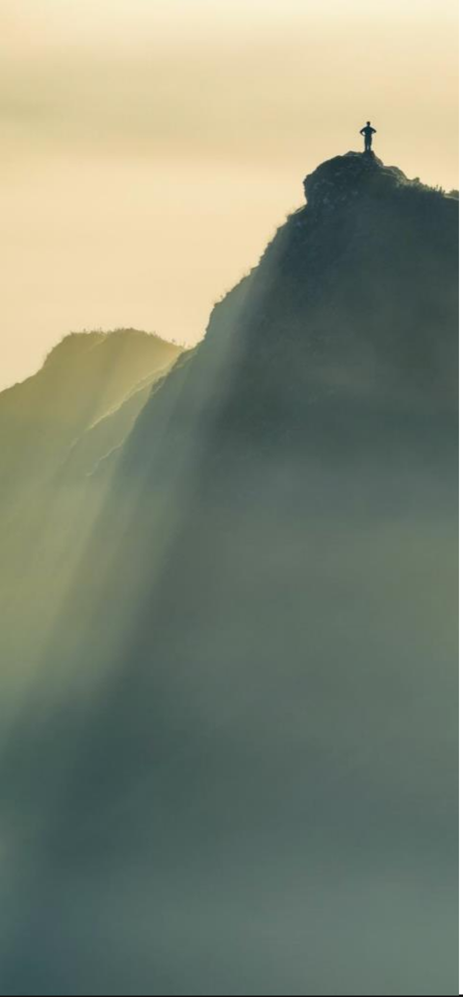
[1] Excluding items affecting comparability, continuing operations



Sustainability KPIs – continuing operations

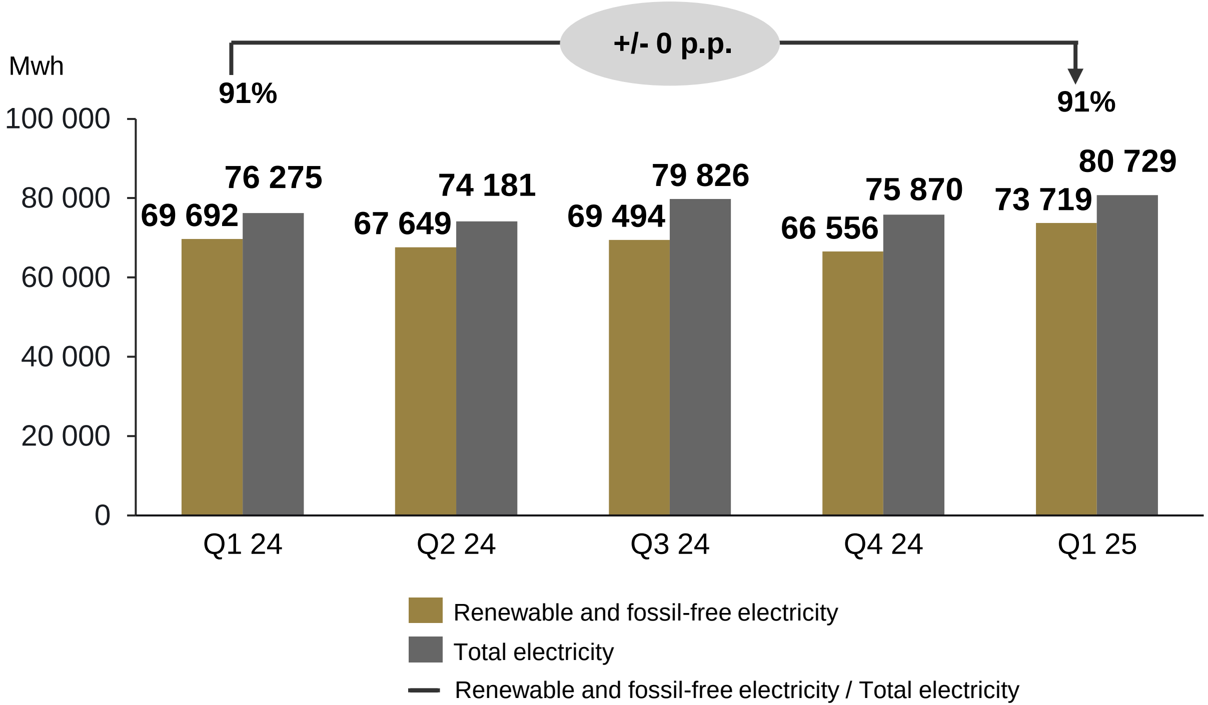
Carbon dioxide emissions





Sustainability KPIs – continuing operations

Share of renewable and fossil-free electricity



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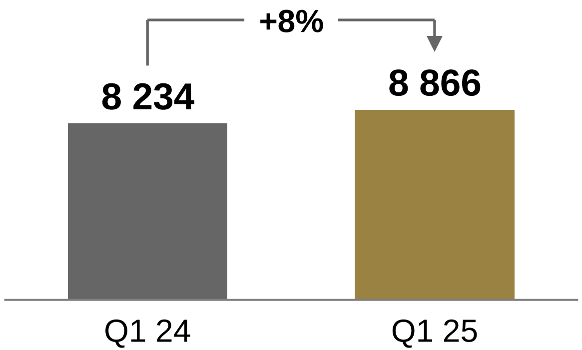
Solid sales improvement

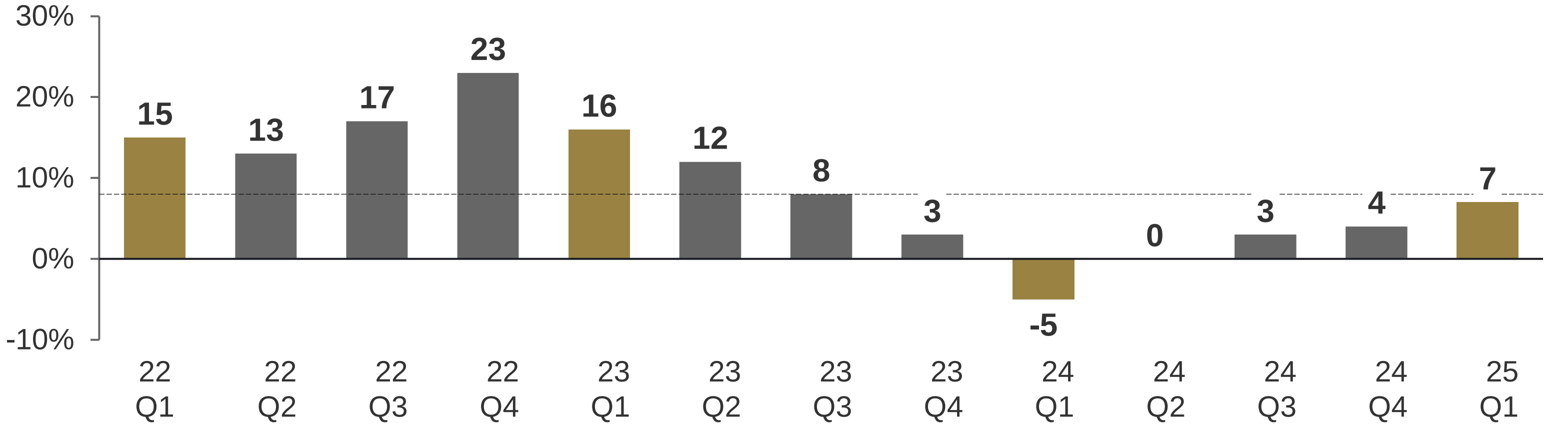
Sales development continuing operations



January – March 2025 (%)	
Organic	1
Structural	6
Currency	1
Total	**8**

Small organic sales growth in challenging markets

Target: 8% annual sales growth with constant currencies over a business cycle[1]



Of which organic growth, %:

13	**11**	**15**	**15**	**7**	**3**	**-1**	**0**	**-3**	**1**	**1**	**1**	**1**

[1] Structural growth + organic growth, excluding currency effects and discontinued operations

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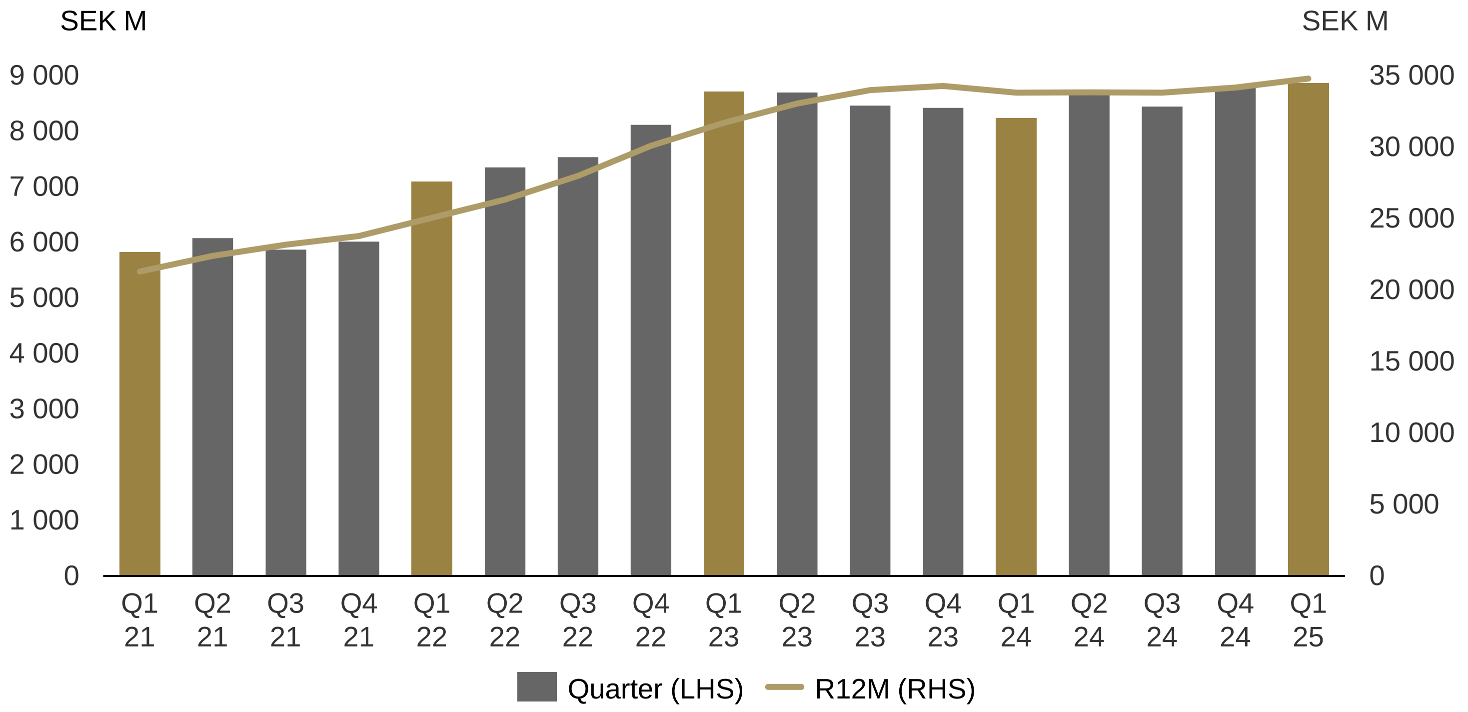
Sales development

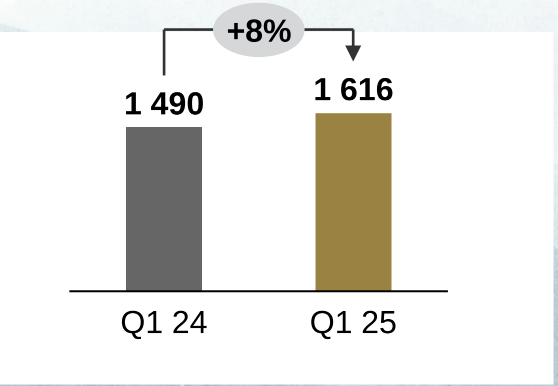
Continuing operations, R12M



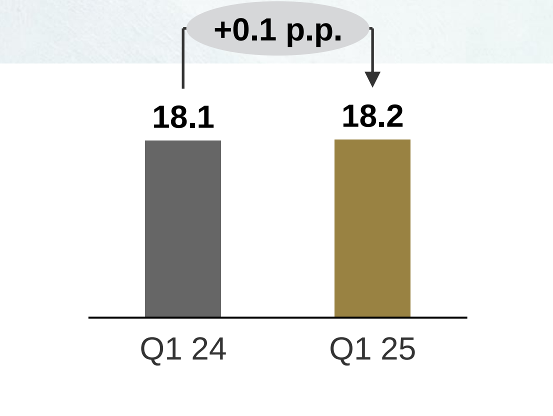
EBITA and margin improved further

EBITA and margin development[1]

EBITA



Jan - Mar

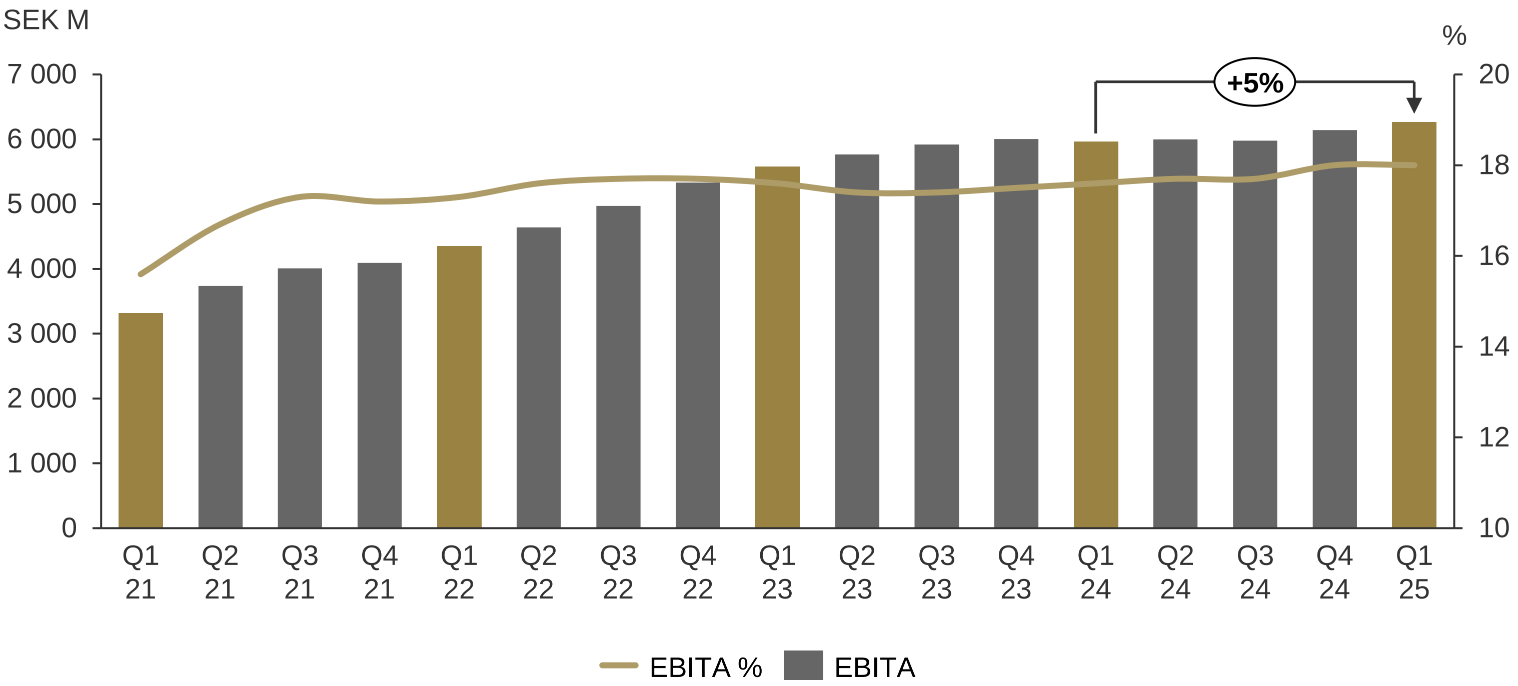


EBITA %

[1] Excluding items affecting comparability, continuing operations

R12M EBITA – continued improvement

EBITA and margin, R12M[1]



[1] Excl. items affecting comparability, continuing operations

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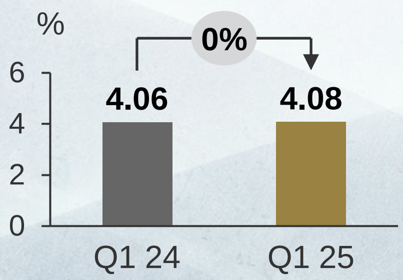
Profit & loss statement

SEK M	Q1 2025	Q1 2024	Change, %
Net sales	8 866	8 234	8
EBITA, excluding items affecting comparability	**1 616**	**1 490**	**8**
EBITA-margin, %	18.2	18.1	
EBIT, excluding items affecting comparability	**1 462**	**1 379**	**6**
EBIT-margin, %	16.5	16.8	
Items affecting comparability	-61	-55	
EBIT	**1 401**	**1 324**	**6**
Financial income and expenses	-144	-20	
Profit before tax	**1 257**	**1 304**	**-4**
Taxes	-316	-324	2
Net profit, continuing operations	**941**	**980**	**-4**
Net profit, discontinuing operations	-	-	
Net profit, Group	**941**	**980**	**-4**
Earnings per share, SEK, Group	4.08	4.06	0
Earnings per share, SEK Continuing operations, excluding items affecting comparability	4.28	4.23	1

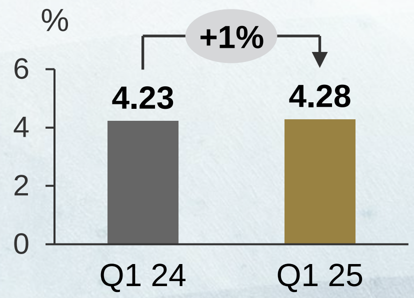
Slight EPS growth in continuing operations

Earnings per share[1]

Group, Total



Jan - Mar

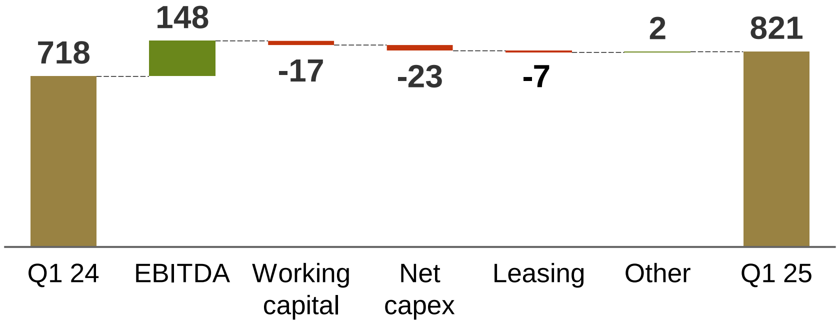


Continuing operations,
excl. items affecting comparability

[1] No dilution effects

Strong cash flow generation

Operating cash flow[1]

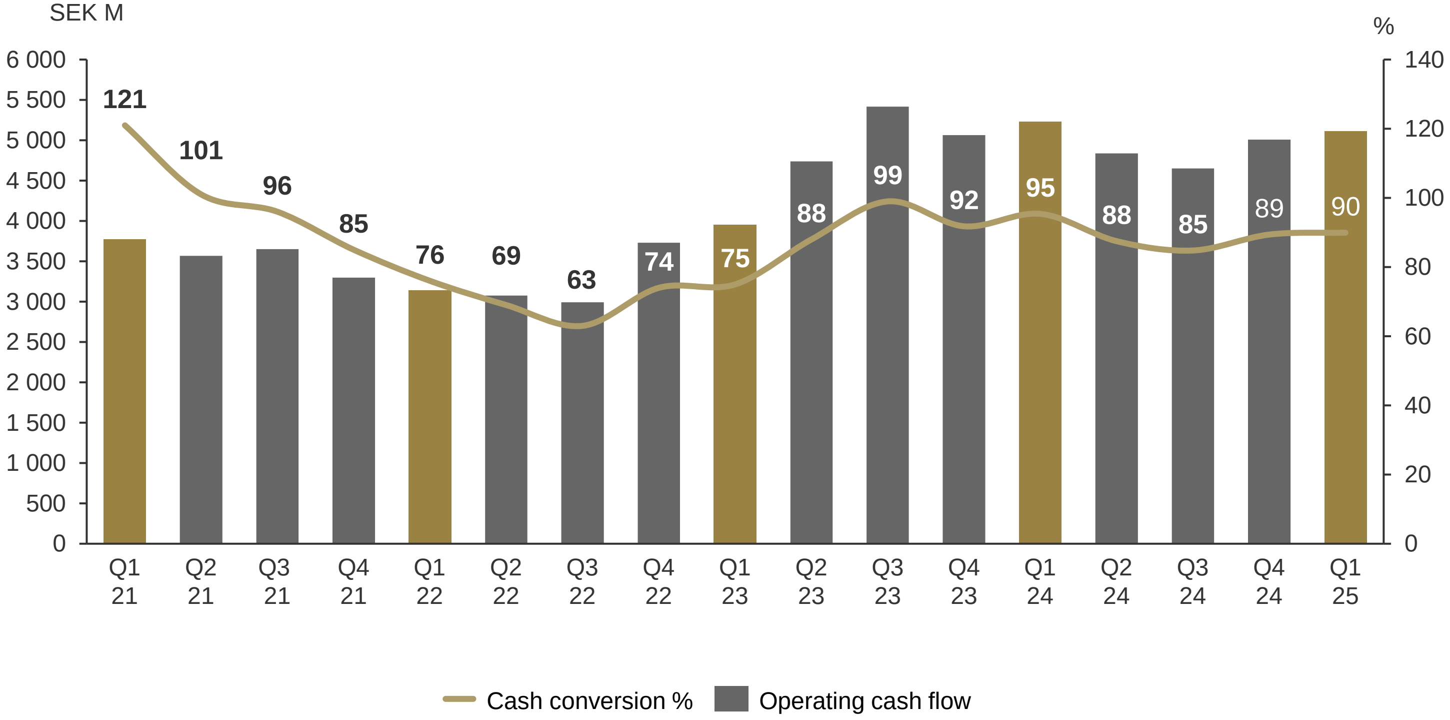


SEK M	Q1 2025	Q1 2024	Change
EBITDA	1 982	1 834	148
Working capital	-688	-671	-17
Net capex	-379	-356	-23
Leasing	-92	-85	-7
Other	-2	-4	2
Operating cash flow	**821**	**718**	**103**

[1] Excluding items affecting comparability, continuing operations

Cash conversion remains at a solid and high level

Operating cash flow, R12M[1]



[1] Excluding items affecting comparability, continuing operations

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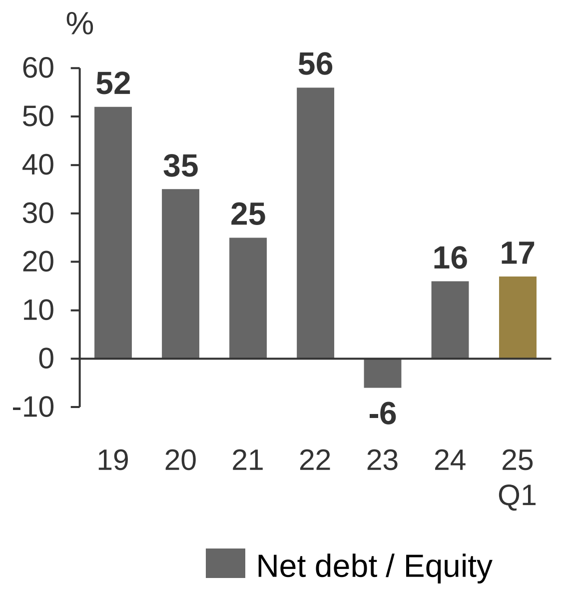
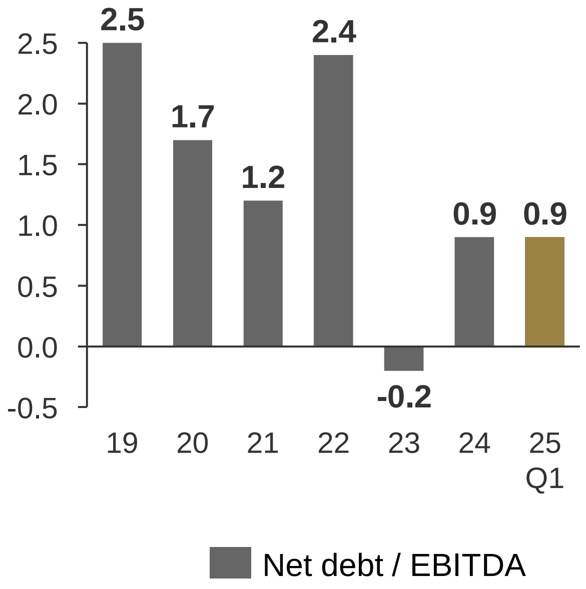
Strong balance sheet despite acquisitions and share buy-backs

Gearing and leverage, R12M, Group[1]

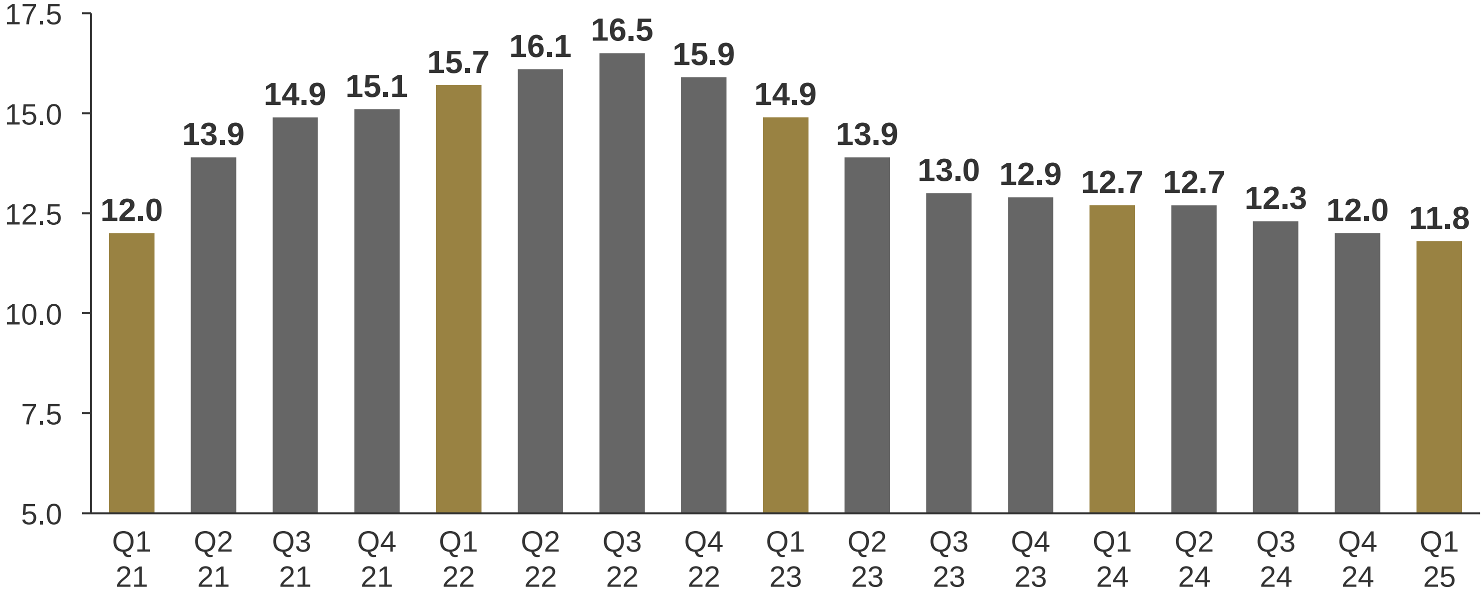




[1] From 2019 gearing and leverage are impacted by IFRS 16 (lease liability)

ROCE impacted by acquisitions

Return on capital employed, R12M, %[1]



[1] Excluding items affecting comparability, continuing operations

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Financial guidelines for full-year 2025

Continuing operations

SEK	SEK	SEK	
~1.65 B	**~300 M**	**~650 M**	**~25%**
Capex	Restructuring costs	Amortization of intangible assets	Underlying tax rate

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Outlook Q2 2025

- Demand is expected to be on a par with the first quarter of 2025, adjusted for seasonal variations
- Due to the geopolitical situation, the outlook is associated with unusually high uncertainty

[1] Excluding items affecting comparability, continuing operations

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