



Sdiptech update

- **Acquisition of Rolec Services Ltd**
- **Divestment Tello and the SE elevator business**

February 22nd, 2021



Creating sustainable, efficient and safe societies

Today's presenters

Jakob Holm

CEO



- Joined SdipTech in 2014
- Holds 258,749 ordinary shares, 1,040 preference shares, 189,000 warrants
- Background: Axholmen, General Electric, Accenture
- Education: M.Sc. in Systems Engineering – KTH Royal Institute of Technology

Bengt Lejdström

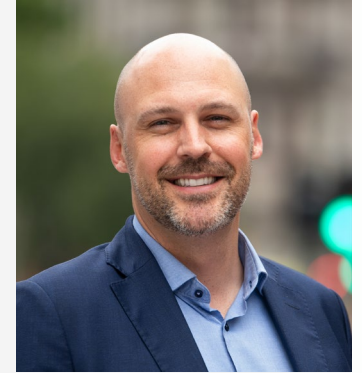
CFO



- Joined SdipTech in 2018
- Holds 50,000 ordinary shares, 500 preference shares, 68,400 warrants
- Background: CFO Lagercrantz Group, Intrum Justitia, Acando
- Education: M.Sc. in Business Economics from Stockholm School of Economics

Fredrik Navjord

Business Area Manager
Water & Energy



- Joined SdipTech in 2017
- Holds 19,069 ordinary shares, 52,500 warrants
- Background: Addtech, Volvo Ventures, Metric
- Education: M.Sc. in Innovation and Entrepreneurship & M.Sc. Intellectual Capital Management – Chalmers University.

➔ **Summary from Feb 19th**
Rolec Services Ltd
Impact on Sdipotech

Summary 19th of Feb

Divestment of Tello

- A well-established installation and technical services company within roof renovation and roof safety in the Stockholm region
- Has been part of Sdiptech's business area Property Technical Services

Divestment of Swedish elevator business

- Specialises in renovation, modernisation and service of elevators in Stockholm
- Has been part of Sdiptech's business area Property Technical Services
- Divestment is expected to be completed after the Swedish Competition Authority's approval in April 2021

Acquisition of Rolec

- Over 30 years of design and manufacture of an extensive range of electric vehicle (EV) charging points and outdoor electrical charging equipment and systems
- Sdiptech's eighth UK business unit
- Will be included in the business area Water & Energy as of February 2021



Summary from Feb 19th

→ **Rolec Services Ltd**
Impact on Sdipotech



ROLEC

One of the world's
leading specialists
in outdoor
electrical
equipment



265m

Net Sales
2020, SEK

80m

EBIT
2020, SEK

30%

EBIT margin
2020

155

Employees

3

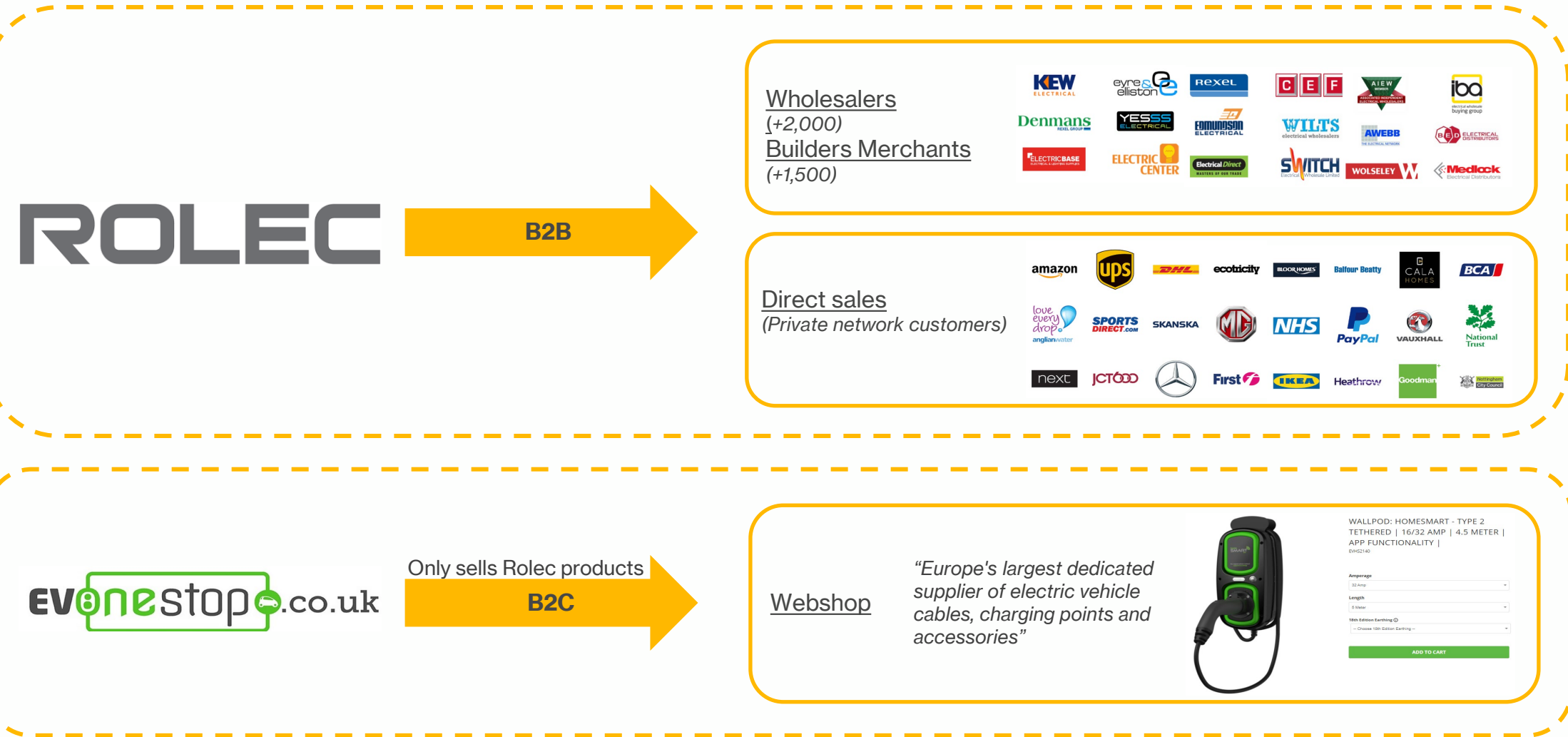
Business
Segments

Company overview

- Founded in 1990, Boston, UK
- Over **30 years of experience in electrical charging products** for the caravan park, marina and EV industries, with products installed across the globe
- One of the **largest independent EV charge point manufacturers** in the UK
- A **comprehensive range of EV charging stations** and equipment
- Build upon core competency in hardware design for a **fully integrated back-end software solution**
- **Three distinct niches;** marinas, caravan parks and within EV B2B complex installations



Sales channels



Products & services



Electrical Vehicle Charging

- B2B direct and wholesale for private networks in UK
- EV OneStop for B2C sales in UK and across Europe



Marina Service

- Leverage existing network of 40 sales agents globally



Caravan Hook-Ups (Leisure)

- B2B direct and wholesale channels

The product offering is supported by a **back-office software platform** that enables their customers to control infrastructure management, charging payments and other functionality for the end user



Positioning

*Leading wholesaler-focused manufacturer of electrical charge points in the UK with a differentiated position through its **strong sales force**, **superior product quality**, **competitive price point**, and a **vast installer network** with over 2,000 trained installers*

- **Strong sales capabilities**

Built on a wide network of technical sales agents throughout the UK, including a trained installer base

- **Product quality**

Highly reliable and weather resistant products, both technically advanced and user-friendly

- **Customer preferred**

Very strong customer feedback across EV, Marina and Caravan, particularly in B2B-wholesale

- **One-stop shop**

Complete hardware- and software range , including service network

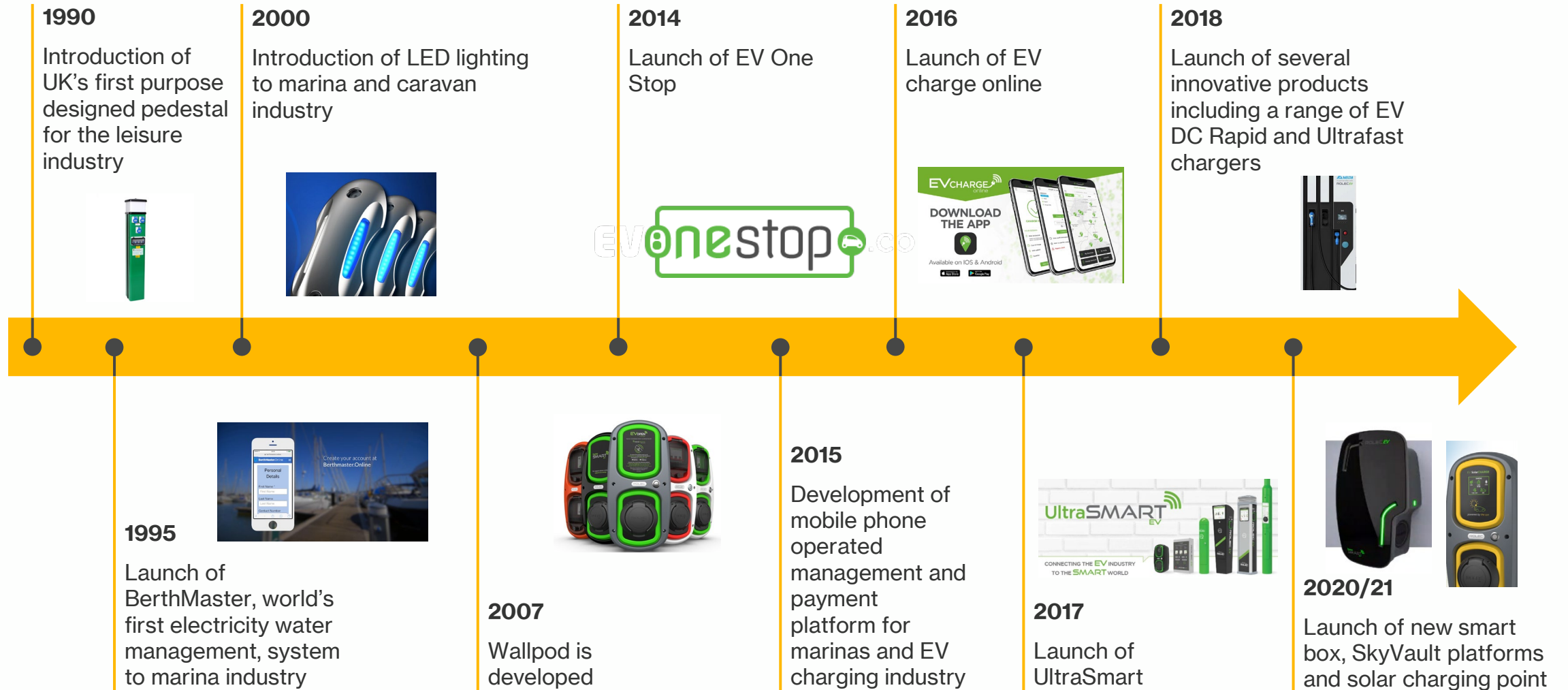


Market drivers for EV & Rolec

- Strong electrification of the societies
- Work-place, private fleet and residential installations
 - Accounting for 95% of cumulative charging infrastructure volume and 85% of value by 2030
- Growth in private fleet and residential infrastructure
 - Favor B2B-wholesale and direct to consumer sales channels



30 years experience in charging platforms



Strong customer feedback

“Overall Rolec is the most credible, it’s the top”

- Account Manager, Wholesaler Customer

“Our stores have done ~£400k with Rolec in the last year and have **not had a single product being returned”**

- Former Chief Operating Officer, EV Competitor

“I would rate Rolec as a 10 overall, **they have the best range and are the most established business”**

- Director of Operations, Wholesale customer

“Rolec is the best at training and customer service by a country mile”

- Account manager, Wholesale customer

“We only use Rolec, I won't go to anywhere else”

- Managing Director, Wholesale Customer

“Rolec is the only one I'd recommend. The only one I know I can trust. I can ring them and they will arrange everything including the installation – they have a ‘cradle to grave’ attitude while others only care about the sale”

- Business Development Manager, Wholesale Customer

“No other company meet Rolec’s standard – so we don’t even compare to other brands and providers”

- Director, Marina & Leisure customer

“Their product range fulfils almost every application”

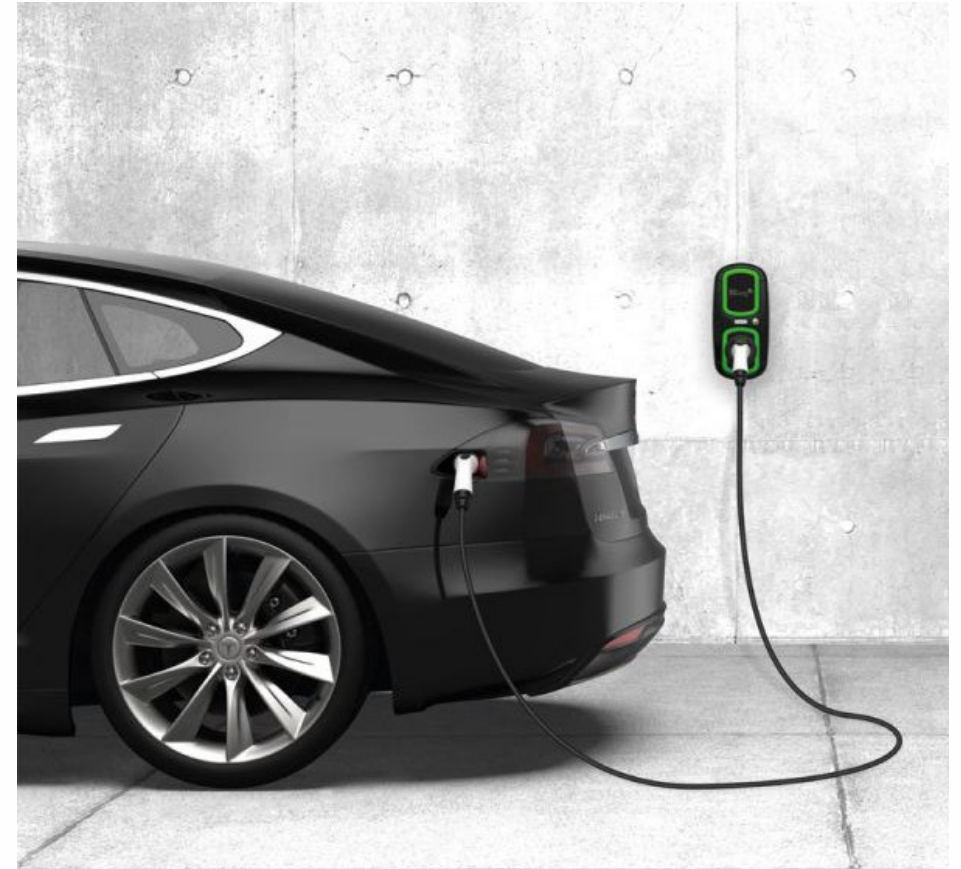
Business Development Manager, Wholesale customer

The Sdiptech fit



Welcome to Sdiptech

- Rolec is the
 - 14th business unit in Water & Energy
 - 8th business unit in UK
- Approx. SEK 265m in added sales
- Approx. SEK 80m in added EBIT
- Approx. 30% EBIT margin
 - Expected EBIT-margin going forward: approx. 28%
- Expected growth: approx. 12-15% CAGR (combined EV, Marine, Leisure)



Summary from Feb 19th
Rolec Services Ltd

➔ **Impact on Sdipotech**

Effect from the three transactions

Acquisition of Rolec:

- Multiple approx. 9xEBIT (2020)
- Approx. SEK 265m in added sales
- Approx. SEK 80m in added EBIT
- Approx. 30% EBIT margin
 - Expected EBIT-margin going forward: approx. 28%

Divestment of Tello & The SE elevator business:

- Multiple approx. 11xEBIT (2020)
- Approx. SEK 360m in divested sales
- Approx. SEK 27m in divested EBIT
- Approx. 8% EBIT margin

New guidance:

- 19-20% (17%) EBITA* margin for the Group for 2021

Strategy and business model

- We acquire and develop small and medium-sized companies within our focus areas for **long-term ownership**
- We deliver niched technical products and services to **critical needs in the infrastructure** sector
- We focus on **niche positions** in high-margin markets with strong drivers for long-term growth
- We are organised in a **decentralised structure** so that important decisions are made closest to our customers





3

Business
Areas

31

Business
Units

1,520

Employees

19-20%

EBITA*-margin
guidance



**Water &
Energy**



**Special Infrastructure
Solutions**



**Property Technical
Services**



14

Business
Units



13

Business
Units

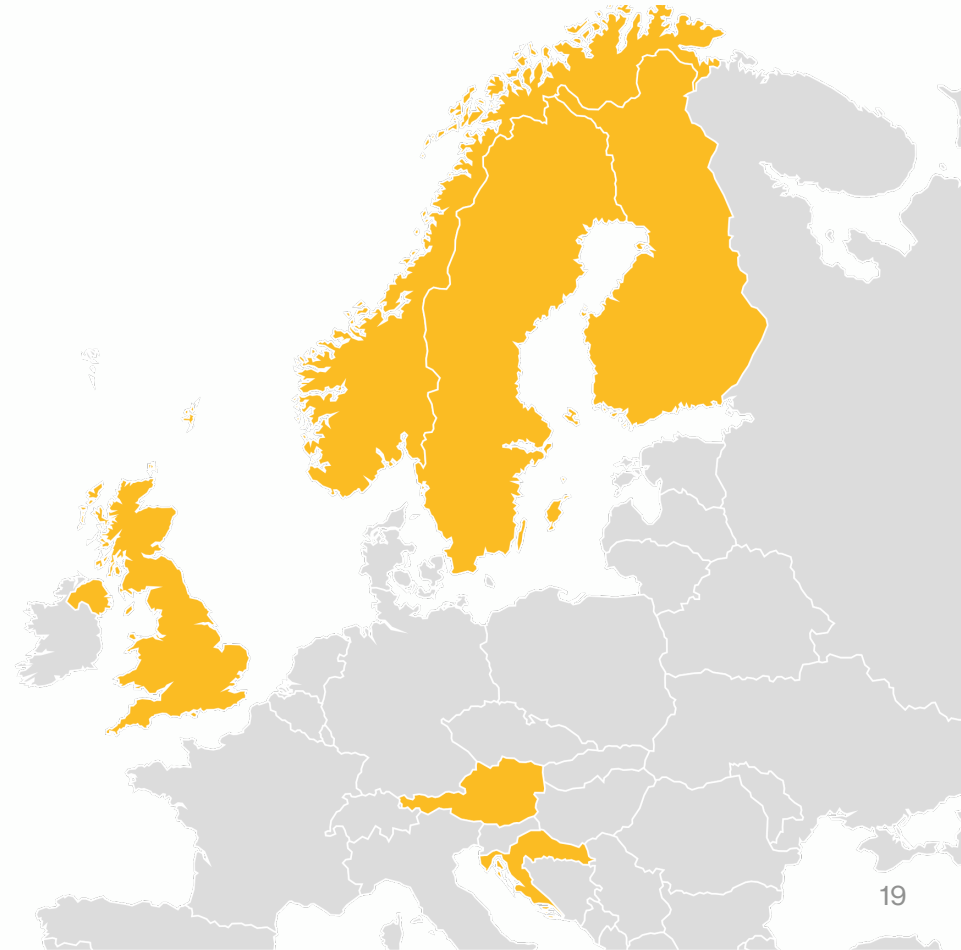


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Business
Units

AN INFRASTRUCTURE TECHNOLOGY GROUP

Creating sustainable,
efficient and safe societies





Thank you for listening!

Questions?








SDIPTeCH







Appendix

Management Team and Board of Directors

Management

	Jakob Holm CEO	258,749 (Class B) 1,040 (Pref) 189,000 (Warrants) Axholmen, General Electric, Accenture M.Sc. KTH Royal Institute of Technology		Fredrik Navjord Head of Water & Energy	18,345 (Class B) 52,500 (Warrants) Metric, Addtech, Volvo M.Sc. Chalmers University of Technology
	Bengt Lejdström CFO	50,000 (Class B) 500 (Pref) 68,400 (Warrants) Lagercrantz Group, Interim Justitia, Acando M.Sc. Stockholm School of Economics		Anders Mattson Head of Special Infrastructure Solution	68,400 (Warrants) Munters, Roland Berger, Bearingpoint M.Sc. Chalmers University of Technology
	Steven Gilsdorf Head of Acquisitions	2,485 (Class B) 68,400 (Warrants) GE Capital, Booz & Co., Bisnode MBA, London Business School			

Board of Directors

	Jan Samuelson Chairman	236,000 (Class B) 90,000 (Buy options) Resurs Holding, Stillfront Group, Accent Equity Partners, EF Education M.Sc. Stockholm School of Economics, LL.M. Stockholm University		Birgitta Henriksson Board Member	4,600 (Class B) Fogel & Partner, Stillfront Group, Carnegie B.Sc. Business Administration Uppsala University
	Ashkan Pouya Board Member	4,300,000 (Class B) 1,000,000 (Pref) Serendipity Group B.Sc. Business Administration Uppsala University		Urban Doverholt Board Member	No holdings Assa Abloy, BAE Systems Hägglunds, M.Sc. KTH Royal Institute of Technology, IMD Lausanne
	Johnny Alvarsson Board Member	18,200 (Class B) Indutrade, Beijer Alma, Ericsson, Instalco, VBG M.Sc. Engineering Linköping University		Eola Änggård Runsten Board Member	No holdings AcadeMedia, EQT, SEB, B.Sc. Business Administration Stockholm School of Economics

Ownership 31 Jan 2021

Owner	SDIP A	SDIP B	PREF	CAPITAL %	VOTES %
Ashkan Pouya	1,000,000	4,300,000		14.98%	26.78%
Saeid Esmaeilzadeh	1,000,000	2,890,479		10.99%	24.14%
Swedbank Robur Fonder		3,463,659		9.79%	6.49%
Invesco		2,490,923		7.04%	4.67%
Handelsbanken Fonder		2,440,000		6.89%	4.57%
Danske Invest (Lux)		1,127,000		3.18%	2.11%
Cliens Fonder		953,302		2.69%	1.79%
ODIN Fonder		730,000		2.06%	1.37%
Nordnet Pensionsförsäkring		664,635	64,840	2.06%	1.37%
Avanza Pension		494,080	183,007	1.91%	1.27%
FORUM Family Office GmbH		651,982		1.84%	1.22%
Fredrik Holmström		625,021		1.77%	1.17%
Fidelity Investments (FMR)		543,627		1.54%	1.02%
Berenberg Funds		394,930		1.12%	0.74%
Enter Fonder		358,228		1.01%	0.67%
Total	2,000,000	31,641,827	1,750,000	100.00%	100.00%