

Interim report

1 January – 30 September

Fasadgruppen 

“Continued high and profitable growth”

Third quarter highlights

- Net sales increased to SEK 713.7 million (332.3), corresponding to growth of 114.7 percent. Organic growth was 2.5 percent.
- EBITA increased to SEK 102.8 million (41.8) and the EBITA margin was 14.4 percent (12.6).
- Items affecting comparability¹ impacted EBITA by SEK 8.5 million (-8.0). Adjusted EBITA (excluding items affecting comparability) increased to SEK 94.3 million (49.9).
- Earnings for the period amounted to SEK 72.0 million (30.2), earnings per share before dilution amounted to SEK 1.59 (0.80) and earnings per share after dilution were SEK 1.59 (0.78).
- Operating cash flow rose to SEK 66.7 million (20.7).
- The order backlog increased to SEK 1,628.0 million (988.0).

Significant events during the quarter

- Three new acquisitions have been completed in the quarter: Eklunds Glas, Er-Jill, and Husby Takplåtslageri.
- Fasadgruppen subsidiary company DVS Entreprenør has been contracted to perform comprehensive renovation work on 142 townhouses outside Oslo.

Nine month highlights

- Net sales increased to SEK 1,823.7 million (921.3), corresponding to growth of 97.9 percent. Organic growth was 1.9 percent.
- EBITA increased to SEK 188.4 million (88.7) and the EBITA margin was 10.3 percent (9.6).
- Items affecting comparability¹ impacted EBITA by SEK -7.5 million (-13.3). Adjusted EBITA (excluding items affecting comparability) increased to SEK 195.9 million (102.0).
- Earnings for the period amounted to SEK 124.4 million (63.6), earnings per share before dilution amounted to SEK 2.75 (2.08) and earnings per share after dilution were SEK 2.75 (2.02).
- Operating cash flow rose to SEK 131.6 million (68.9).

Events after the end of the period

- Five additional acquisitions have been completed: Solid Fasad, Stilpro and Kumla Fasadteam in Sweden, SH-Bygg in Norway, and OPN in Denmark.
- Fasadgruppen has entered into two new sustainability linked credit facility agreements for SEK 880 and 350 million respectively. The first of these primarily replaces current financing while the second expands our credit facility parameters.

Key figures^{2,3}

SEK m	2021	2020	Δ	2021	2020	Δ	2021Q3	2020
	July-Sept	July-Sept		Jan-Sept	Jan-Sept		12M	Jan-Dec
Net sales	713.7	332.3	114.7%	1,823.7	921.3	97.9%	2,242.7	1,340.4
EBITA	102.8	41.8	145.8%	188.4	88.7	112.4%	233.6	133.9
EBITA margin, %	14.4	12.6		10.3	9.6		10.4	10.0
Adjusted EBITA	94.3	49.9	89.1%	195.9	102.0	92.1%	242.8	148.9
Adjusted EBITA margin, %	13.2	15.0		10.7	11.1		10.8	11.1
Cash flow from operating activities	66.7	20.7	222.1%	131.6	68.9	91.0%	218.6	155.9
Cash conversion, %	57.4	43.9		59.1	66.6		79.5	100.0
Return on capital employed, %	-	-		12.5	13.3		12.5	10.3
Return on capital employed excluding goodwill etc.,	-	-		176.2	173.6		176.2	58.1
Return on shareholders' equity, %	-	-		16.1	22.2		16.1	15.0
Profit/loss before tax	92.4	37.5	146.4%	159.7	80.3	98.9%	193.6	114.2
Order backlog	1,628.0	988.0	64.8%	1,628.0	988.0	64.8%	1,628.0	1,021.0

¹ For items affecting comparability in the respective period, see note 7.

² IFRS measured are Net Sales and Profit/loss before tax. Other measures are Alternative performance measures, for definitions of Alternative performance measures, see page 20.

³ Definition of performance measures Return on capital employed and shareholders' equity has changed, comparison figures have been recalculated. See Alternative performance measures, p 20.

Fasadgruppen is the largest façade work company in the Nordics and the only complete provider of sustainable façades operating nationwide in Sweden. The operations are based on local entrepreneurial companies that maintain a clear focus on cooperation, commitment and know-how.

CEO comment

Continued high and profitable growth

I am proud to present a strong quarter for Fasadgruppen where we have continued to deliver high growth and strong profitability. As in the previous quarter, we can report organic growth, which suggests we find ourselves in a more normalised market again after the pandemic. However, as planned the majority of growth derives from acquisitions, and already today, we can state that 2021 will be our most successful year ever in terms of the number of newly joined companies.

Sales in the third quarter amounted to SEK 713.7 million, an increase of 114.7 percent compared to the corresponding quarter in the previous year. Organic growth was 2.5 percent and growth through acquisitions 112.2 percent. The order backlog increased by 64.8 percent in the quarter, impacted by the generally lower order intake during the vacation months.

Adjusted EBITA margin amounted to 13.2 percent in the quarter, compared to 15.0 percent in the corresponding quarter in the previous year. The margin in the comparison period was favourably impacted by some delays in operating activities between the second and third quarters, as a consequence of the outbreak of the Covid-19 pandemic in Q2 2020.

Numerous new acquisitions

M&A is a key part of our growth strategy and as of the end of September this year, we have acquired 13 new businesses and a further five businesses after the end of the quarter, with combined estimated annual sales of around SEK 1,094 million. This means that 2021 will be far and away our most acquisition intensive year since the start of Fasadgruppen. During the third quarter, Åby Fasad (announced in June), Eklunds Glas, Er-Jill and Husby Takplåtslageri were added to the Group. Since the end of the quarter, we have also added Solid Fasad, Stilpro and Kumla Fasadteam in Sweden, SH-Bygg in Norway, and OPN in Denmark.

Since the start of Fasadgruppen, we have worked according to an integration model with focus on efficient processes, where the newly acquired companies quickly can benefit from our common strengths while continuing to develop their local market positions based on already existing methods. Our Business Area Managers also fill an important role in ensuring coordination and identification of new sales opportunities. As the group grows, the model is refined, and we experience that the integrations are running increasingly smoother.

In order to ensure the pace in our continued acquisition work, in October, we entered into new sustainability linked credit facility agreements totalling SEK 1.23 billion. The agreements mean that interest terms and conditions will be adjusted based on our ability to deliver lower CO₂



“2021 will be far and away our most acquisition intensive year since Fasadgruppen was started.”

emissions and a decrease in work-related accidents, which is in line with our sustainability ambitions.

Cooperation for more sustainable operations

Since the end of the quarter, we have entered into two new partnerships in the sustainability area. The first concerns a joint project with construction sector equipment supplier El-Björn, with the aim of finding more energy efficient solutions and methods that enable the use of more sustainable heating in façade work. Over the next few months, we are going to perform practical tests using alternative heating methods and we look forward to seeing the results.

The second partnership involves the installation of solar panels whereby Svea Solar will offer Fasadgruppen favourable terms in projects where solar panels are to be installed. We already have a relationship with Aprilice in this area and feel we can therefore offer our customers in-depth know-how when it comes to solar power.

During the quarter, two representatives from Fasadgruppen’s management team have also started their involvement in the Global Compact programme SDG Ambition, with the aim of accelerating the implementation and integration of the global goals for sustainable development in our operations.

Good prospects for growth

We are approaching the end of the year and we have seen continued good activity in the month of October and early November. Altogether, I am satisfied with the year to date and see good prospects to continue to deliver profitable growth, based on our strong market position and continued acquisitions.

Pål Warolin
CEO and President of the Group

Group development

Third quarter

Net sales

Net sales for the third quarter of 2021 amounted to SEK 713.7 million (332.3), a 114.7 percent increase compared to the same period last year. Exchange rate fluctuations had a negative effect on net sales of -0.6 percent compared to the comparison period. Organic growth amounted to 2.5 percent and growth through acquisitions 112.2 percent. Organic growth remained positive during the current quarter but at a lower level than the previous quarter. This strong organic growth during the previous quarter was impacted by weak comparison figures for the second quarter of 2020, where the Covid-19 pandemic had a significant effect. During the third quarter 2021, Fasadgruppen has completed three acquisitions and they all joined the Group in the quarter, together with Åby Fasad in Sweden that was acquired in June 2021. The acquisitions of Eklunds Glas, Er-Jill and Husby Takplåtslageri in Sweden, were all completed in July. For more information on acquisitions in the third quarter of 2021, please see page 6 and note 8 on pages 16.

Earnings

EBITA for the current quarter rose to SEK 102.8 million (41.8) and adjusted EBITA to SEK 94.3 million (49.9). EBITA have been positively impacted in the current quarter by items affecting comparability amounting to SEK 10.0 million, related to a revaluation of earnouts that have not yet been paid. A need for any writedown in general related to the revaluation has not been identified. Items affecting comparability in the quarter amounted to SEK +8.5 million (-8.0), see note 7. The adjusted EBITA margin for the current quarter amounted to 13.2 percent (15.0). The margin in the comparison period was favourably impacted by certain delays in operating activities between the second and third quarters, as a consequence of the outbreak of the Covid-19 pandemic in Q2 2020. Net financial items for the quarter amounted to SEK -4.4 million (-4.3). Interest expenses on loans from credit institutions amounted to SEK -3.5 million (-2.2). Profit for the period amounted to SEK 72.0 million (30.2), corresponding to earnings per share of SEK 1.59 (0.80) before dilution. The effective tax rate was 22.1 percent (19.6).

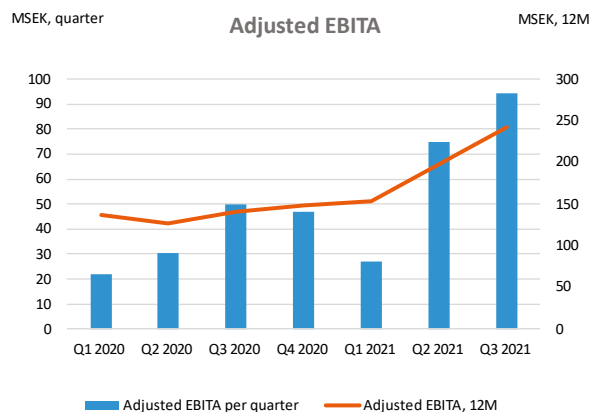
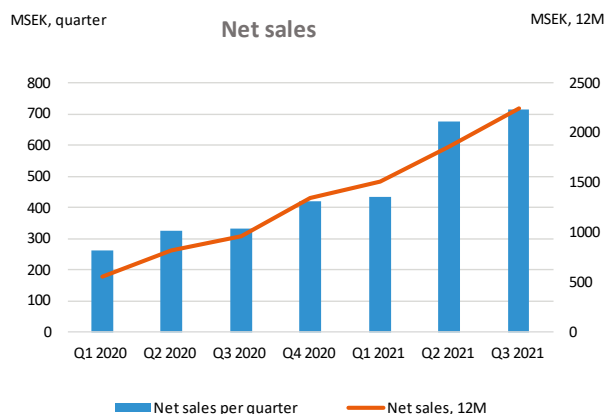
January–September

Net sales

Net sales for January–September 2021 amounted to SEK 1,823.7 million (921.3), a 97.9 percent increase compared to the same period last year. Exchange rate fluctuations had a negative effect on net sales of -0.5 percent compared to the comparison period. Organic growth amounted to 1.9 percent and growth through acquisitions 96.0 percent. The months of January and February 2021 were significantly colder than the same period in 2020, which has resulted in a weaker start to the year. As a rule, the first quarter of the year is weaker than the remaining nine month period as the winter conditions make roof work and other outdoor services for example, more difficult. From January–September 2021, Fasadgruppen has implemented 13 acquisitions, including one asset acquisition and they have all been added during the period. For more information on acquisitions in the period January–September 2021, please see page 6 and note 8 on pages 16.

Earnings

EBITA for the period January–September 2021 rose to SEK 188.4 million (88.7) and adjusted EBITA to SEK 195.9 million (102.0). Items affecting comparability during the period amounted to SEK -7.5 million (-13.3), please see note 7, with an adjusted EBITA margin of 10.7 percent (11.1). The margin for the current period was impacted by the significantly colder weather conditions early in the year, which has meant a weaker start to the year than in the comparison period in terms of both sales and profitability in relative terms. Net financial items for the period January–September 2021 amounted to SEK -11.1 million (-8.4). Interest expenses on loans from credit institutions amounted to SEK -8.0 million (-4.4). Profit for the period amounted to SEK 124.4 million (63.6), corresponding to earnings per share of SEK 2.75 (2.08) before dilution. The effective tax rate was 22.1 percent (20.8).



Order backlog

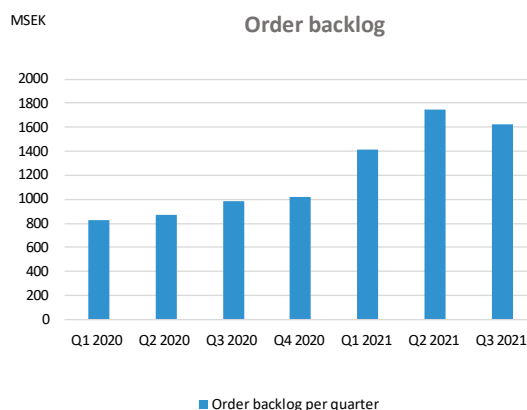
The order backlog at the end of September 2021 amounted to SEK 1,628 million (988), a 64.8 percent increase. The order backlog for comparable companies at the end of September 2020 had decreased by -0.6 percent, while the acquired growth in the order backlog amounted to 65.4 percent. Since year-end, the order backlog has increased by SEK 608 million, companies acquired and added in the period January-September 2021 had added SEK 450 million to the order backlog at the end of the period. The order intake is generally lower during the vacation months.

Financial position and financing

At the end of the period, shareholders' equity was SEK 1,190.8 million (673.0). The change in shareholders' equity between the period ends can primarily be attributed to new and offset share issues between the period ends that amounted to a total of SEK 379.0 million. Of this, SEK 351.7 million was added in the previous year and SEK 27.3 million in the period January-September 2021 in association with the acquisition-related offset share issue. SEK 7.8 million was added as option liquidity and during the second quarter two 2021, a dividend of SEK 27.1 million was paid (0.0). Interest-bearing net debt on 30 September 2021 amounted to SEK 794.0 million (486.2). Interest-bearing net debt includes shareholder loans amounting to SEK 0.0 million (87.9) and leasing liabilities amounting to SEK 112.3 million (62.2). The remaining shareholder loans were repaid in full during the fourth quarter of 2020 and replaced with external financing. New financing in the period January to September 2021 has primarily been utilised in association with acquisitions completed amounting to SEK 300.0 million. The ratio of Fasadgruppen interest-bearing net debt to adjusted EBITDA 12M (not on a proforma basis) was 2.8 (3.0) at the end of the period. On 30 September 2021, the Group held cash and cash equivalents and other short-term investments amounting to SEK 159.0 million (41.8). In addition to cash and cash equivalents and other short-term investments, there were unutilised credit facilities of SEK 30.0 million at the end of the period. For the period January-September, change in working capital was SEK -68.5 million (-27.4). The negative change for the period can mainly be attributed to an increase in Group accounts receivable. This is assessed as primarily being of a seasonal nature.

Investments and cash flow

Cash flow from operating activities amounted to SEK 131.6 million (68.9) for the period January-September 2021. Group net investments in tangible non-current assets amounted to SEK -20.8 million (-7.2) for the same period. In first quarter 2020, one property was divested which delivered positive cash flow of SEK 11.5 million. Depreciation on non-current assets for the period amounted to SEK -51.8 million (-14.8), of which depreciation on acquired intangible assets, such as customer relationships, amounted to SEK -17.6 million



(0.0). Investments in company acquisitions for the period January-September 2021 amounted to SEK -459.1 million (-282.0). This amount mainly concerns businesses acquired in the period January to September 2021. Other than this, the amount consists of contingent considerations related to settlements for acquisitions from previous years, SEK -11.4 million.

Personnel

The Group had 1,350 employees (723) on 30 September 2021, of whom 49 were women (24). The average number of employees for the period January-September 2021 was 1,133 (606). The significant change from the comparison period is primarily attributable to new acquisitions. For more information on acquisitions in the period January-September 2021, please see page 6.

Parent Company

Fasadgruppen Group AB had up to 30 June 2020 purely acted as a holding company for the Group without any employees. From 1 July 2020, the business also includes head office functions such as Group-wide management, administration and a finance department. The Parent Company accordingly had limited operations in the comparison period. Income comprises management fees from Group companies for Group-wide services and costs covered by the Parent Company. Earnings for the period January-September 2021 amounted to SEK -14.5 million (-7.2). Assets primarily consist of participations in, and receivables from, Group company Fasadgruppen Norden AB and amounted to SEK 1,275.8 million (724.9) at the end of the period. Shareholders' equity amounted to SEK 905.0 million (539.0) on balance sheet date. At the end of the period, the Parent Company had 3 employees (3).

Market overview

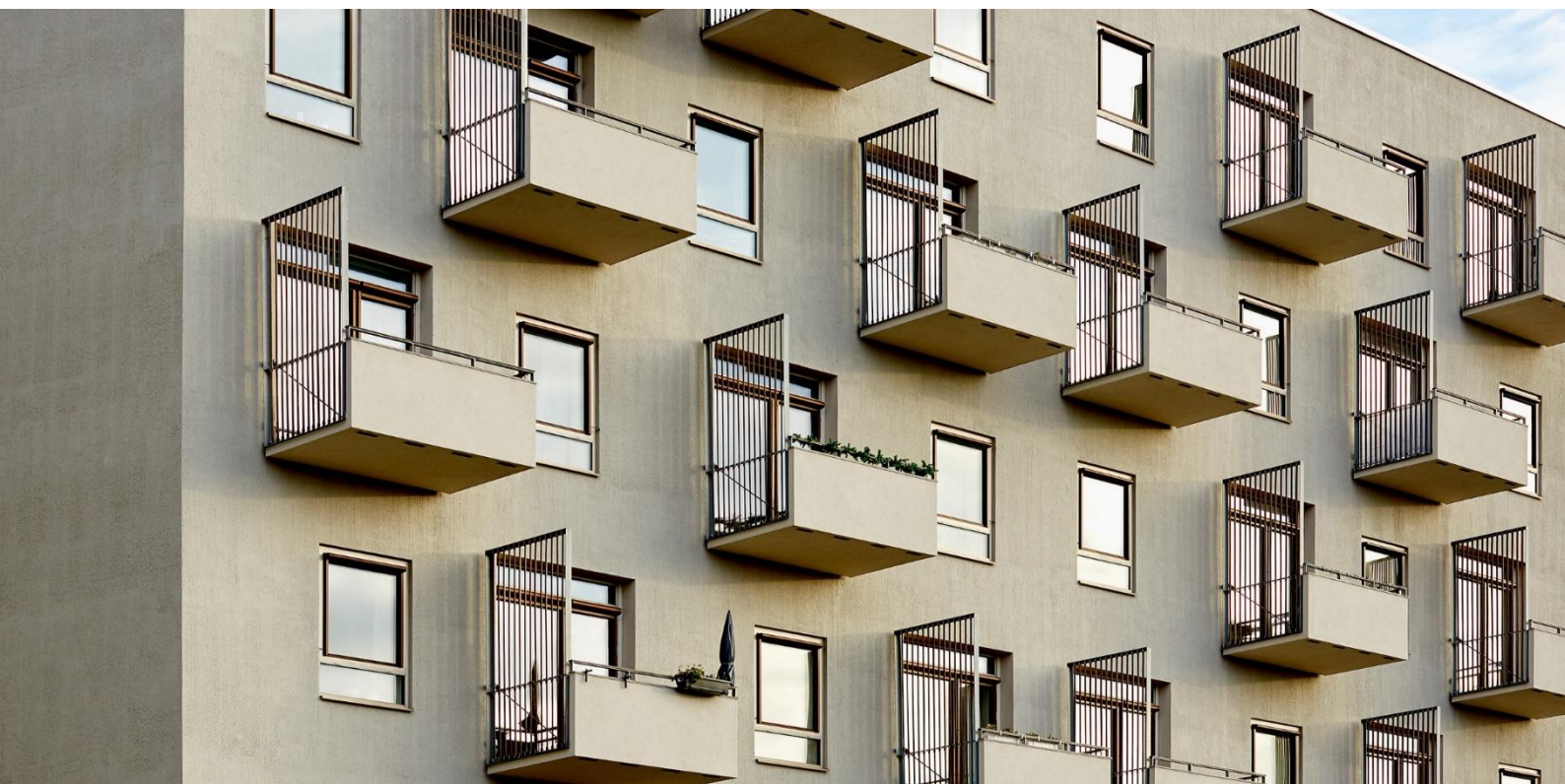
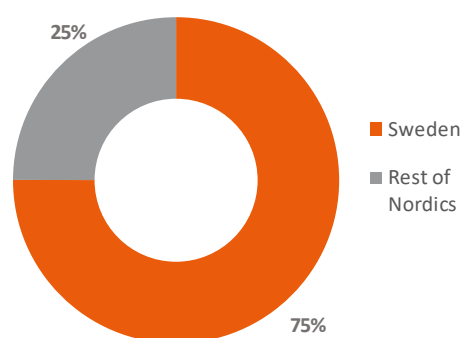
Fasadgruppen is the leading complete provider of sustainable façades with a local presence in Sweden, Norway and Denmark. The Group's main customers are property owners, construction companies, property management companies, consultants, cooperative apartment associations, government, municipalities and county council authorities.

According to a market survey, sales in the Scandinavian façade market are estimated at around SEK 97 billion. The Swedish market is estimated at around 37 billion, the Norwegian market 31 bn and the Danish approx. 29 bn. Big city regions account for around half of sales.

Fasadgruppen's markets are characterized by long-term stability, driven by an underlying need to renovate both residential and commercial properties. In connection with new construction, façade work also comprises a crucial and specialised activity that construction companies to a large extent outsource. In addition to the underlying need for façade work, the trend towards more energy efficient façade solutions is also assessed as being able to further drive market growth.

Fasadgruppen is active in the mid-size segment of the market where projects are in the magnitude of SEK 1–100 million. Based on this, the Group has created a diversified structure with many smaller, flexible companies in a large number of geographical areas. Local subsidiary company CEOs can take quick business decisions independently and adapt to customer requirements. This means the Group has a stable platform from which to enjoy sustainable profitable growth moving forward.

Sales per geographical area 2021 12M



Acquisitions

Up until 30 September this year, Fasadgruppen has acquired 13 new businesses, and after the end of the reporting period, has acquired a further five businesses, a total of 16 company acquisitions and two asset acquisitions have been completed in 2021. These acquisitions are a key part of the Group's growth strategy and are carefully chosen based on selective criteria that are defined in the Fasadgruppen growth strategy.

Since the start of the year, the Group has acquired an estimated SEK 1,094 million in annual sales and added around 557 new employees, that bring new know-how and working capacity to the Group.

Goodwill totalling SEK 1,749.1 million within the Group is a result of continuous and consciously targeted acquisitions

over a number of years. Accumulated goodwill primarily relates to growth expectations, expected future profitability, the significant knowledge and expertise possessed by subsidiary company personnel and expected synergies on the costs side.

Four new acquisitions have been completed in the third quarter of 2021: Åby Fasad (announced in June), Eklunds Glas, Er-Jill, and Husby Takplåtslageri. All acquisitions have been completed in accordance with the Fasadgruppen strategy and all companies complement and strengthen the Group's competitiveness.

For more information on acquisitions in the period January-September 2021, please see note 8 on page 16.

Acquisitions of companies

Fasadgruppen has added the following acquisitions in 2021.

Access	Acquisitions	Country	Estimated annual sales at time of acquisition, SEK million	No. of employees
November 2021	Kumla Fasadteam AB	Sweden	65	25
October 2021	OPN Entreprise A/S	Denmark	41	31
October 2021	SH-Bygg AS (incl SH Tømmer AS and SH-Bygg Tegl AS)	Norway	74	43
October 2021	Stilpro AB (asset acquisition)	Sweden	4	2
October 2021	Solid Fasad Stockholm AB	Sweden	50	16
July 2021	Husby Takplåtslageri & Ventilation AB	Sweden	58	38
July 2021	Er-Jill Byggnadspått AB (incl Er-Jill Service AB)	Sweden	27	20
July 2021	Hans Eklund Glasmästeri AB	Sweden	44	26
July 2021	Åby Fasad I Sverige AB	Sweden	55	44
May 2021	Byens Tag & Façade A/S	Denmark	220	69
May 2021	Engman Tak AB	Sweden	59	29
May 2021	Rogaland Blikk AS	Norway	18	10
May 2021	RSM Fasade AS	Norway	49	19
March 2021	Mur & Puts i Örebro AB	Sweden	23	18
February 2021	Tello Service Partner AB	Sweden	60	22
February 2021	Bruske/Delér Fönsterrenoveringar AB	Sweden	60	38
January 2021	Mjøndalen Mur & Puss AS	Norway	175	95
January 2021	Mölnlycke Mur & Puts AB (asset acquisition)	Sweden	12	11
			1,094	557

The Fasadgruppen M&A strategy

Fasadgruppen has an active M&A strategy. Acquisitions are primarily implemented with the aim of broadening the Group geographically and to strengthen its offer. In addition to adding new companies to the Group, add-on acquisitions are also made to existing companies with the aim of adding expertise, framework agreements and critical mass.

Fasadgruppen has established a number of acquisition criteria with requirements such as good profitability, geographic locations and long-term management. In Sweden, over 500 potential acquisition candidates have been identified. The corresponding figure for the other Nordic countries is over 1,800 potential companies.

Other information

Risks and uncertainty factors

Fasadgruppen's business is affected by a number of risks whose effects on earnings and our financial position can be managed to varying degrees. When assessing the Group's future development, it is of importance to consider the risk factors in addition to possible opportunities for earnings growth. The Group is exposed to different types of risk in its business, such as operational risks, financial risks and external risks. External risks are primarily related to factors outside Fasadgruppen's own businesses, such as macroeconomic growth on the Group's main markets. Operational risks are related to day-to-day operations such as tendering, capacity utilisation, percentage of completion and price risks. The financial risks include liquidity and loan financing risks. Risk management is clearly defined in the Fasadgruppen management system, which is designed to prevent and reduce the Group's risk exposure. Risk management in the Group aims to identify, measure, control and limit risks in the business.

Like the rest of society, Fasadgruppen has been affected by the ongoing Covid-19 pandemic in 2020 and the first quarter 2021 in particular. The principal impact took the form of project postponements, particularly related to tenant-owner association customers but also to property owners and new construction. Because most of Fasadgruppen's services are performed outdoors, however, the impact on project implementation has been limited, and employees have been able to follow official recommendations for mitigating the risk of the spread of infection in workplaces without major disruption. Office-based workers have been able to work from home as far as possible. In line with the Fasadgruppen business model, individual subsidiaries have been able to adapt their operations locally and at their own discretion. The Group continues to monitor developments closely as part of its ongoing risk management work, making adjustments as necessary. No additional risks and uncertainties, beyond those presented, are deemed to have arisen during the period.

For further information on the Group's risks, please see the 2020 Annual Report.

Seasonal variations

Fasadgruppen activities and markets are affected by season variations to a certain degree. As a rule, the first quarter of the year is weaker than the remaining nine month period as the winter conditions can make roof work and other outdoor services for example, more difficult. Low temperatures mean it is more difficult for rendering and masonry work to be cured to the expected compressive strength and therefore larger projects involving rendering and masonry are avoided during winter months. The Group's diversified structure with regard to both its market offer and geographic presence, limits exposure to seasonal variations to a certain extent, however.

Future projections

The Nordic market is expected to continue to have stable underlying renovation requirements in the future. Underlying driving forces such as low interest rates for the foreseeable future, are assessed as leading to a continuing willingness to invest among the Group's customer groups, which points to continued long-term growth potential for Fasadgruppen. The Group has a well underpinned acquisition strategy and future acquisition opportunities are assessed as continuing to be good. Business operations in the rest of the Nordic region are under development and talks about acquisitions are being held with a number of companies outside Sweden. The Group's financial base creates the stability that aids both investments and acquisitions. Fasadgruppen continues to develop its sustainability work with the focus on profitability and those products that are being developed for the sustainable façade solutions of the future that should boost the competitiveness of customers. The Group is firmly resolved to drive both daily improvement work in the business and the transformation of the façade sector towards safe and more sustainable solutions.

The ongoing pandemic has also had a braking effect on sales growth in the first quarter of 2021 in the form of an assessed short-term negative impact due to postponed projects. However, we assess that a normalisation has occurred in quarter three 2021 in particular. It is too early to say what the full scale effects will be in the longer term for Fasadgruppen. Read more about how the Group is working to counter possible risks as a consequence of the ongoing Coronavirus pandemic in the section on Risks and uncertainty factors.

Incentive programme

The 2021 Annual General Meeting resolved to introduce a long-term incentive programme for employees in the Group consisting of a maximum 932,010 warrants. Each warrant entitles the holder to subscribe to a new share in the company in June 2024. The subscription price for each such share shall be SEK 164.1, which corresponds to 125 percent of the averaged volume weighted price paid for the company's shares on the Nasdaq Stockholm over the last ten trading days before the 2021 AGM.

At this moment in time, 489,863 warrants have been issued to 65 employees in the Group at a market price calculated in accordance with the Black & Scholes model. Option premiums paid amount to SEK 7.8 million. The remaining 442,147 warrants are held by the company's wholly owned subsidiary, Fasadgruppen Norden AB, and have been transferred free of charge.

Under certain circumstances, the company has the right to buy back warrants from holders who cease to be employees of the Group or that wish to transfer their warrants to a third party. For more information on the warrant terms and conditions, please see the company website.

Shares and share capital

The number of shares and votes increased in June following the issue of 210,336 new shares as part of the purchase consideration on the acquisition of Byens Tag & Facade A/S. The number of shares and votes in Fasadgruppen Group AB has otherwise remained unchanged in the period January to September 2021. As of 30 September 2021, the number of shares and votes amounted to 45,332,816 with a share capital of SEK 2.3 million, corresponding to a quotient value of SEK 0.05 per share. The three largest shareholders in the company at the end of September 2021 were Capital Group, Connecting Capital and Swedbank Robur Fonder.

Events after the end of the period

- Five additional acquisitions have been completed: Solid Fasad, Stilpro and Kumla Fasadteam in Sweden, SH-Bygg in Norway, and OPN in Denmark.
- Fasadgruppen has entered into two new sustainability linked credit facility agreements with Skandinaviska Enskilda Banken AB (publ) and AB Svensk Exportkredit (publ) for SEK 880 million and 350 million respectively.

Presentation of interim report

The interim report will be presented via a telephone conference and webcast today, 18 November at 8:15 a.m. CET via <https://tv.streamfabriken.com/fasadgruppen-group-q3-2021>. Phone number for participation: +46 8 566 42 692



Financial reports

Group income statement and statement of comprehensive income, summary

SEK m	2021 July-Sept	2020 July-Sept	2021 Jan-Sept	2020 Jan-Sept	2021Q3 12M	2020 Jan-Dec
Net sales	713.7	332.3	1,823.7	921.3	2,242.7	1,340.4
Other operating income	13.7	6.0	22.7	21.1	38.5	36.8
Operating income	727.3	338.3	1,846.4	942.4	2,281.2	1,377.2
Materials and consumables	-369.2	-172.6	-932.2	-465.3	-1,139.4	-672.5
Remuneration to employees	-197.0	-90.5	-563.7	-291.3	-704.4	-432.0
Depreciation and impairments of tangible and intangible non-current assets	-19.3	-5.3	-51.8	-14.8	-65.5	-28.5
Other operating costs	-44.9	-28.0	-127.9	-82.3	-162.4	-116.8
Total operating costs	-630.5	-296.4	-1,675.6	-853.7	-2,071.7	-1,249.8
Operating profit/loss	96.8	41.8	170.8	88.7	209.5	127.4
Net financial items	-4.4	-4.3	-11.1	-8.4	-15.9	-13.2
Profit/loss after financial items	92.4	37.5	159.7	80.3	193.6	114.2
Tax on profit for the period	-20.5	-7.3	-35.3	-16.7	-43.1	-24.6
Profit/loss for the period:	72.0	30.2	124.4	63.6	150.5	89.6
Other comprehensive income for the period						
<i>Items that will not be reclassified to income statement</i>	-	-	-	-	-	-
<i>Items that can be reclassified to income statement</i>						
Exchange rate differences on recalculation of foreign activities	4.3	-1.4	11.8	-1.3	7.6	-5.5
Other comprehensive income for the period, net after tax	4.3	-1.4	11.8	-1.3	7.6	-5.5
Comprehensive income for the period	76.3	28.8	136.3	62.3	158.1	84.1
<i>Comprehensive income for the period attributable to:</i>						
Shareholders in the Parent Company	76.3	28.8	136.3	62.3	158.1	84.1
Holdings without controlling interest	-	-	-	-	-	-
Earnings per share for the period before dilution SEK	1.59	0.80	2.75	2.08	3.41	2.71
Earnings per share for the period before dilution SEK	1.59	0.78	2.75	2.02	3.40	2.65
Average no of shares, before dilution*	45,342,816	37,701,745	45,203,362	30,571,287	44,098,651	33,124,594
Average no of shares, after dilution*	45,342,816	38,543,845	45,203,362	31,413,387	44,218,627	33,876,146
Actual no of shares at the end of the period*	45,342,816	38,540,200	45,342,816	38,540,200	45,342,816	45,132,480

*Recalculated in respect of the share split in 2020.

Group balance sheet, summary

SEK m	30 September 2021	30 September 2020	31 December 2020
ASSETS			
Brand	227.4	70.0	119.8
Customer relationships	9.8	-	13.6
Goodwill	1,749.1	1,050.6	1 258.3
Other intangible assets	0.5	0.7	0.6
<i>Total intangible assets</i>	<i>1,986.9</i>	<i>1,121.3</i>	<i>1 392.2</i>
Right-of-use assets	114.6	63.7	81.4
Tangible non-current assets	66.2	25.7	45.9
<i>Total tangible non-current assets</i>	<i>180.8</i>	<i>89.5</i>	<i>127.3</i>
Financial non-current assets	4.0	1.1	1.3
Total non-current assets	2,171.7	1,211.8	1,520.8
Inventories	13.4	6.2	6.5
Accounts receivable	436.1	208.4	187.0
Revenues from contracts with customers and similar receivables	127.1	150.4	74.7
Prepaid costs and accrued income	21.1	13.0	18.9
Other receivables	5.2	2.7	5.4
Cash and cash equivalents	159.0	41.8	409.3
Total current assets	761.9	422.6	701.8
TOTAL ASSETS	2,933.7	1,634.4	2,222.6
SHAREHOLDERS' EQUITY AND LIABILITIES			
Shareholders' equity	1,190.8	673.0	1,046.5
Non-current interest-bearing liabilities	811.5	175.6	513.7
Non-current lease liabilities	79.8	47.5	59.2
Deferred tax liabilities	60.0	23.3	30.3
Other non-current liabilities	123.7	53.7	100.3
Total non-current liabilities	1,075.0	300.0	703.5
Current interest-bearing liabilities	29.2	290.2	131.2
Short-term lease liabilities	32.5	14.7	19.9
Accounts payable	215.2	99.3	88.5
Contract and similar liabilities	250.4	163.3	100.5
Accrued costs and prepaid income	126.1	85.5	101.1
Other current liabilities	14.6	8.2	31.3
Total current liabilities	667.9	661.3	472.5
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	2,933.7	1,634.4	2,222.6

Summary of changes in shareholders' equity

SEK m	Share capital	Other contributed capital	Retained earnings including profit/loss for the period	Reserves	Total shareholders' equity
Shareholders' equity					
01 January 2020	1.2	34.0	116.2	-0.7	150.7
Profit/loss for the period:	-	-	63.6	-	63.6
<i>Other comprehensive income:</i>					
Exchange rate differences on recalculation of foreign activities	-	-	-	-1.3	-1.3
Total comprehensive income	-	-	63.6	-1.3	62.3
New share issue	0.7	459.3	-	-	460.0
Transactions with owners	0.7	459.3	-	-	460.0
Shareholders' equity					
30 September 2020	1.9	493.3	179.8	-2.0	673.0
Shareholders' equity					
01 January 2020	1.2	34.0	116.2	-0.7	150.7
Profit/loss for the period:	-	-	89.6	-	89.6
<i>Other comprehensive income:</i>					
Exchange rate differences on recalculation of foreign activities	-	-	-	-5.5	-5.5
Total comprehensive income	-	-	89.6	-5.5	84.1
New share issue	1.1	810.6	-	-	811.7
Transactions with owners	1.1	810.6	-	-	811.7
Shareholders' equity					
31 December 2020	2.3	844.7	205.8	-6.2	1,046.5
Shareholders' equity					
01 January 2021	2.3	844.7	205.8	-6.2	1,046.5
Profit/loss for the period:	-	-	124.4	-	124.4
<i>Other comprehensive income:</i>					
Exchange rate differences on recalculation of foreign activities	-	-	-	11.8	11.8
Total comprehensive income	-	-	124.4	11.8	136.3
Dividend	-	-	-27.1	-	-27.1
Option liquidity	-	7.8	-	-	7.8
New share issue	0.0	27.3	-	-	27.3
Transactions with owners	0.0	35.0	-27.1	-	8.0
Shareholders' equity					
30 September 2021	2.3	879.7	303.2	5.6	1,190.8

Group cash flow analysis, summary

SEK m	2021 July-Sept	2020 July-Sept	2021 Jan-Sept	2020 Jan-Sept	2021Q3 12M	2020 Jan-Dec
Operating activities						
Profit/loss after financial items	92.4	37.5	159.7	80.3	193.6	114.2
Adjustments for items not included in cash flow	10.3	4.8	45.0	15.6	45.3	15.9
Interest paid	-3.2	-2.2	-8.2	-4.8	-13.1	-9.7
Tax paid	-22.0	-5.4	-51.5	-23.5	-37.4	-9.4
Changes in working capital	-38.3	-16.3	-70.2	-27.4	-28.5	14.3
Cash flow from operating activities	39.3	18.4	74.8	40.1	159.9	125.2
Investment activities						
Acquisition of subsidiaries and businesses	-122.6	-54.8	-459.1	-282.0	-643.0	-465.9
Investments in non-current assets	-11.3	-10.1	-20.8	-18.8	-27.8	-25.8
Property sales	-	-	-	11.5	-	11.5
Net investments in financial assets	0.8	0.0	0.5	-0.2	0.3	-0.4
Cash flow from investment activities	-133.1	-64.9	-479.4	-289.5	-670.5	-480.6
Financing activities						
New share issue	-	1.5	-	77.4	301.7	379.0
Payment of warrants	-	-	7.8	-	7.8	-
Dividend paid	-	-	-27.1	-	-27.1	-
Proceeds from borrowings	88.8	62.7	345.0	265.9	990.0	910.9
Repayment of loans	-29.2	-26.7	-149.3	-89.2	-615.1	-555.0
Repayment of lease liability	-9.4	-3.7	-24.2	-10.3	-30.8	-16.8
Cash flow from financing activities	50.2	33.8	152.2	243.7	626.5	718.1
Cash flow for the period	-43.5	-12.8	-252.4	-5.6	115.9	362.7
Cash and cash equivalents at start of period	201.9	55.5	409.3	48.4	41.8	48.4
Calculation difference cash and cash equivalents	0.6	-0.9	2.1	-1.0	1.3	-1.8
Cash and cash equivalents at end of period	159.0	41.8	159.0	41.8	159.0	409.3

Parent Company income statement, summary

SEK m	2021 July-Sept	2020 July-Sept	2021 Jan-Sept	2020 Jan-Sept	2021Q3 12M	2020 Jan-Dec
Operating income	2.2	-	6.7	-	12.6	5.9
Operating costs	-3.5	-5.4	-17.3	-5.4	-25.6	-13.7
Operating profit/loss	-1.3	-5.4	-10.7	-5.4	-13.0	-7.7
Net financial items	-3.1	-1.7	-7.6	-3.8	-10.2	-6.4
Profit/loss after net financial items:	-4.4	-7.1	-18.3	-9.2	-23.2	-14.1
Appropriations	-	-	-	-	31.5	31.5
Profit/loss before tax	-4.4	-7.1	-18.3	-9.2	8.3	17.3
Tax on profit for the period	0.9	1.5	3.7	2.0	-1.9	-3.7
Profit/loss for the period*	-3.5	-5.6	-14.5	-7.2	6.3	13.6

*There are no items recognised in other comprehensive profit/loss in the Parent Company and therefore the statement of comprehensive profit/loss is the same as profit/loss for the period.

Parent Company balance sheet, summary

SEK m	30 September 2021	30 September 2020	31 December 2020
ASSETS			
Tangible non-current assets	0.2	-	-
Financial non-current assets	1,275.5	724.9	1239.1
Total non-current assets	1,275.8	724.9	1,239.1
Current receivables	1.6	1.3	1.5
Cash and bank	470.0	-	312.3
Total current assets	471.6	1.3	313.8
TOTAL ASSETS	1,747.4	726.1	1,552.9
SHAREHOLDERS' EQUITY AND LIABILITIES			
Restricted shareholders' equity	2.3	1.9	2.3
Unrestricted shareholders' equity	902.8	537.1	909.3
Total shareholders' equity	905.0	539.0	911.6
Non-current liabilities	811.5	175.1	513.7
Accounts payable	1.0	-	2.0
Other current liabilities	28.1	7.1	122.2
Accrued costs and prepaid income	1.8	4.9	3.5
Total liabilities	842.4	187.1	641.3
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	1,747.4	726.1	1,552.9

Notes

Note 1 Accounting principles

Fasadgruppen Group AB applies the International Financial Reporting Standards (IFRS) as they have been adopted by the European Union. The consolidated accounts in this interim report have been prepared in accordance with IAS 34 Interim Financial Reporting plus applicable regulations in the Swedish Annual Accounts Act. The Parent Company accounts have been prepared in accordance with the Swedish Annual Accounts Act and RFR 2, Accounting for Legal Entities. The interim report should be read together with the annual accounts for the financial year ending on 31 December 2020. Accounting principles and calculation basis are in accordance with those that were applied in the annual accounts for 2020. Information in accordance with IAS 34 16A also appears in other parts of the interim report in addition to the financial reports and associated notes.

The amounts are rounded to the nearest million. (SEK m) with one decimal place unless otherwise stated. As a consequence of rounding, figures presented in the financial reports may not add up to the exact total in certain cases and percentage figures can differ from the exact percentage figures. Amounts in brackets concern the comparison period.

Note 3 Allocation of income

Group, SEK million	2021 July-Sept	2020 July-Sept	2021 Jan-Sept	2020 Jan-Sept	2021Q3 12M	2020 Jan-Dec
Sweden	488.5	322.4	1325.2	891.6	1682.8	1249.2
Rest of Nordics	225.2	9.9	498.5	29.7	560.0	91.2
Total	713.7	332.3	1823.7	921.3	2242.7	1340.4

The Fasadgruppen business consists of one operating segment. Income comes from external customers, of which no individual customer accounts for ten percent or more of sales.

Note 4 Related party transactions

The character and scale of related party transactions are described in the Group Annual Report for 2020.

Transactions with related parties arise in current operations and are based on business terms and conditions and market prices. In addition to ordinary transactions between Group companies and remuneration to executives and directors, the following transactions with related parties have occurred in the period:

Note 2 Significant estimates and assessments

Preparation of the interim report requires company management to make critical judgements and estimates and assessments and assumptions that affect the application of accounting principles and the figures disclosed for assets, liabilities, earnings and costs. The actual outcome can deviate from these estimates and assessments. The critical assessments and estimates made when preparing this interim report are the same as in the most recent annual report.

Income outside Sweden comprises 27.3 percent (3.2) of total income for the Group for the period January to September 2021. The Group applies the percentage of completion method.

During the period 1 January to 30 September 2021, Fasadgruppen has bought and sold services to/from companies controlled by senior executives for amounts totalling SEK 2.5 million for purchased services and SEK 33.5 million for services sold linked to project-related work. As of 30 September 2021, Fasadgruppen's current liabilities to companies controlled by senior executives amounted to SEK 0.4 million and current receivables to SEK 15.9 million for project-related work.

Note 5 Pledged securities and contingent liabilities

signing of a new, comprehensive financing agreement in the fourth quarter of 2020.

Group, SEK million	30 Sep 2021	30 Sep 2020	31 Dec 2020
Pledged securities:			
Company mortgages	56.0	21.9	78.6
Net assets, Group	-	643.9	-
Other	34.8	-	19.4
Contingent liabilities:			
Pledged securities	166.1	34.0	122.4
Parent Company, SEK million	30 Sep 2021	30 Sep 2020	31 Dec 2020
Pledged securities:			
Shares in subsidiary companies	-	450.0	-

It was possible to negotiate the removal of pledged assets from external financing agreements in connection with the

Note 6 Fair value of financial instruments

The Group has financial instruments where level 3 has been used to determine fair value. Financial liabilities are measured at fair value via the income statement concerning contingent earnouts not yet resolved, and as of 1 January 2021, amounted to SEK 107.5 million. For the period January–September 2021, earnouts of SEK 11.4 million were settled. Additional new earnouts amounted to SEK 118.1 million from the acquisitions of Mjøndalen Mur & Puss AS, Engmans Tak AB, Byens Tag & Façade A/S, Hans Eklund Glasmästeri AB, Er-Jill Byggnadsplåt AB and Husby Takplåtslageri & Ventilation AB. At the end of the period, earnouts not yet resolved amounted to SEK 204.9 million. In all these cases, the earnout amounts were based on either EBITDA, EBIT or post-tax profits for the years 2021, 2022 and/or 2023. The earnouts are valued using a probability assessment where it is assessed that they will be paid in the agreed amount. Management has here considered the risk on the outcome of future cash flows, where the time factor given the

prevailing interest situation, has not been assessed as important. In the assessed valuation as of 30 September 2021, the values of earnouts yet to be resolved have been revised down by a net SEK 10.0 million.

Fair value of Group financial assets and liabilities is estimated as equal to their book value. The Group does not apply netting for any of its significant assets or liabilities. No transfers between levels or valuation categories occurred in the period.

Changes in contingent earnouts, SEK million

Opening contingent earnouts 1 Jan 2021	107.5
Contingent earnouts added in 2021	118.1
Earnouts settled in 2021	-11.4
Earnouts settled in 2021 above their assessed valuation	0.8
Estimated contingent earnouts in 2021	-10.0
Closing contingent earnouts 30 September 2021	204.9
Expected disbursements	
Expected disbursements in < 12 months	-85.7
Expected disbursements in > 12 months	-119.2

Note 7 Items affecting comparability¹

The table below presents items affecting comparability during the quarter and period.

Group, SEK million	2021 July-Sept	2020 July-Sept	2021 Jan-Sept	2020 Jan-Sept	2021Q3 12M	2020 Jan-Dec
Property divestment	-	-	-	5.3	5.3	5.3
Costs related to IPO	-	-2.5	-4.9	-12.1	-9.8	-17.0
Acquisition related costs	-1.5	-5.4	-11.8	-6.4	-14.7	-9.3
Revaluation of earnouts	10.0	-	9.2	-	16.7	7.5
Other	-	-0.1	-	-0.1	-1.4	-1.5
Total	8.5	-8.0	-7.5	-13.3	-9.2	-15.0

¹ The definition of items affecting comparability has been adjusted as of the fourth quarter 2020 inclusive to also include revaluations of earnouts resolved during the quarter. The adjustment has no effect on the comparison periods and has thus not caused any recalculation of comparative figures. For a complete definition, see page 20.

Note 8 Business acquisitions

Share transfers January–September 2021

During the period, Fasadgruppen has completed acquisitions of and added all shares in Mjøndalen Mur & Puss AS, Bruske/Delér Fönsterrenoveringar AB, Tello Service Partner AB, Mur & Puts i Örebro AB, Engman Tak AB, Rogaland Blikk AS, RSM Fasade AS, Byens Tag & Façade A/S, Åby Fasad I Sverige AB, Hans Eklund Glasmästeri AB, Er-Jill Byggnadsplåt AB, and Husby Takplåtslageri & Ventilation AB.

The acquisitions were made to strengthen the Group's position within façade, window and roof work. Mjøndalen that complements our business in Norway with a specific focus on new construction, Bruske/Delér and Tello that bring specialist know-how within window renovation and roof services respectively, plus Mur & Puts i Örebro that strengthens our position in Närke. The latter will be merged with Mellansvenska Fasad later this year. Engman Tak is a complete roofing supplier that offers both new build and renovation services. Fasadgruppen is continuing to expand in Norway and has gained a footing in Stavanger via the acquisition of RSM Fasade and Rogaland Blikk, and in Denmark via the acquisition of Byens Tag & Façade that is a highly reputable contracting company that focuses on roof, window and façade renovations. Åby Fasad mainly works with windows and roofing, plus balcony glazing, Eklund Glasmästeri focuses on the production and installation of aluminium and glass façades. With the acquisitions of Er-Jill and Husby, the Group is further honing its offer within roof and architectural sheet metal working.

The acquired companies reported total earnings of around SEK 864 million and EBITA amounted to around SEK 108 million for the 2020 calendar year. Since the

time of the acquisitions and up to 30 September 2021, the companies have contributed SEK 397.5 million to Group net sales and SEK 44.8 million to Group EBITA.

The combined purchase consideration amounted to SEK 692.8 million, of which SEK 547.4 million has been paid via cash and cash equivalents on gaining possession and SEK 27.3 million via new shares issued. The outcome of the earnouts that are dependent on future operating profits achieved by the companies concerned has been valued via a probability assessment where it is assessed that the agreed amount will be paid within the term of the earnout period that is 1-3 years.

Acquisition costs totalling SEK 11.8 million are recognised as other operating costs for January-September 2021.

Other acquisitions January–September 2021

Mölnlycke Mur & Puts AB

In January 2021, subsidiary Frillesås Mur & Puts AB completed the acquisition of the business from Mölnlycke Mur & Puts AB via the transfer of agreed assets and liabilities. The acquired business has annual sales of around SEK 12 million and 11 employees. As a consequence of their size, the assets and liabilities are not considered substantial in relation to the Group's financial position and earnings.

Earnouts resolved

During the period, earnouts have been settled in a total of SEK 11.4 million attributable to the acquisitions of Karlaplans Plåtslageri AB and P. Andersen & Søn Entreprise A/S. Settlement of the earnouts was SEK 0.8 million above assessments previously made.

Acquisition analyses

Some of the overvalues in the preliminary acquisition analyses have been allocated to the Company brand and customer relationships while unallocated overvalues have been attributed to goodwill.

The brands consist of the acquired company brands that are retained and utilised indefinitely, which is a key part of the Fasadgruppen strategy. Goodwill is primarily attributable to the growth expectations of the business, expected future profitability, the significant knowledge and expertise possessed by the personnel and synergies on the costs side. Customer relationships derive from the written agreements comprising the order backlog at the time of acquisition. Most of the agreements have a shorter term than 12 months and all are deemed to have been terminated within a maximum of 24 months.

Goodwill and brands have an indeterminable usage period and are not depreciated but tested for impairment annually or if such is indicated. The assessed value of customer relationships is depreciated over the term of the order backlog.

Value according to acquisition analysis - Share transfers January–September 2021

SEK m	Carrying amount	Fair value adjustment	Fair value
Brand	-	105.0	105.0
Customer relationships	-	13.5	13.5
Right-of-use assets	-	47.7	47.7
Tangible non-current assets	22.7	-	22.7
Financial non-current assets	0.8	-	0.8
Inventories	9.1	-	9.1
Customer receivables and other receivables	169.3	-	169.3
Cash and cash equivalents	105.9	-	105.9
Deferred tax liabilities	-3.7	-25.4	-29.1
Lease liabilities	-	-47.7	-47.7
Appropriations	-5.8	-	-5.8
Other liabilities	-10.5	-	-10.5
Accounts payable and other payables	-166.6	-	-166.6
Identifiable net assets	121.3	93.0	214.3
Goodwill			478.5
Consideration			692.8
Of which earnout			118.1
Of which new share issue			27.3
Of which cash and cash equivalents transferred			-547.4
Acquired cash and cash equivalents			105.9
Change in Group cash and cash equivalents			-441.5

Signatures

The Board of Directors and the Chief Executive Officer hereby confirm that the interim report gives a true and fair view of the Company's and the Group's operations, financial position and performance, and describes significant risks and uncertainties faced by the Company and the companies in the Group.

Stockholm, 17 November 2021

Fasadgruppen Group AB

Per Sjöstrand
Chair of the Board

Ulrika Dellby
Board Member

Tomas Georgiadis
Board Member

Christina Lindbäck
Board Member

Tomas Ståhl
Board Member

Gunilla Öhman
Board Member

Pål Warolin
Group President and CEO

This interim report has been reviewed by the Company's auditors.

The information in this report is such that Fasadgruppen Group AB (publ) is obliged to publish under the EU Market Abuse Regulation. The information was submitted, under the auspices of the CEO, for publication on 18 November 2021 at 7.30 a.m. CET.

Auditor's review

Introduction

We have reviewed the interim report for Fasadgruppen Group AB (publ), co. no. 559158-4122, for the period 1 January 2021 to 30 September 2021. The Board of Directors and CEO are responsible for the preparation and fair presentation of this interim report in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim financial information based on our review.

Scope and orientation of this review

We have performed our review in accordance with the International Standard on Review Engagements ISRE 2410 Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review has a different orientation and significantly smaller scope compared to the orientation and scope of an audit in accordance with ISA and generally accepted auditing standards. The review procedures that are taken during a review only provide us with limited assurance on the accuracy of all important circumstances that could have been identified if an audit had been performed. The conclusion expressed in a review does not therefore provide the same assurance as a conclusion expressed based on an audit.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim financial information has not been prepared in accordance with IAS 34 and the Swedish Annual Accounts Act, and in the case of the parent company, in accordance with the Annual Accounts Act.

Stockholm 17 November 2021

Deloitte AB

Richard Peters

Chartered Accountant

Definitions alternative performance measures

Fasadgruppen reports key ratios to describe the underlying profitability of the business and to improve comparability. The Group applies the ESMA guidelines on alternative performance measures. A reconciliation of alternative performance measures is available at www.fasadgruppen.se

Growth in net sales

Change in net sales as a percentage in the comparison period, previous year.

The change in net sales reflects the sales growth achieved by the Group over time.

Organic growth

Change in net sales as a percentage of net sales during the comparison period, previous year, for the companies that were part of the Group throughout the comparison period and the current period unadjusted for any currency effects.

Organic growth reflects the Group's realised sales growth, excluding acquisitions, over the measurement period.

EBITA

Earnings before interest and taxes (EBIT) before depreciation, amortisation and impairment of goodwill, brands and customer relationships.

EBITA provides a picture of earnings generated from current operations

EBITDA

Net earnings (EBIT) before depreciation and impairments of tangible and intangible non-current assets.

EBITDA provides a picture of a company's current operating profitability before depreciation.

EBIT margin

Earning (EBIT) as a percentage of net sales

The EBIT margin is used to measure operating profitability.

EBITA margin

EBITA as a percentage of net sales.

The EBITA margin is used to measure operating profitability.

Items affecting comparability¹

Items affecting comparability are, property sales, acquisition related costs, costs in association with refinancing, preparatory costs floatation and floatation costs, restructuring costs and revaluations of earnouts.

Excluding items affecting comparability, makes it easier to compare earnings between periods.

Adjusted EBIT

EBIT adjusted for items affecting comparability.

Adjusted EBIT improves comparability between periods.

Adjusted EBITA

EBITA adjusted for items affecting comparability.

Adjusted EBITA improves comparability between periods.

Adjusted EBITA margin

Adjusted EBITA as a percentage of net sales.

The EBITA margin is used to measure operating profitability.

Adjusted EBITDA

EBITDA adjusted for items affecting comparability.

Adjusted EBITDA improves comparability between periods.

Cash flow from operating activities

EBITDA with deductions for net investments in tangible and intangible non-current assets plus adjustments for cash flow from change in working capital.

Cash flow from operating activities is used to monitor cash flow from operating activities.

Cash conversion

Cash flow from operating activities as a percentage of EBITDA.

Cash conversion ratio is used to monitor how efficiently the Group manages investment activities and working capital.

Order backlog

The value of outstanding, not yet accrued project income from orders received at the end of the period.

The order backlog is an indicator of the Group's outstanding project income from orders already received.

Return on shareholders' equity²

Total earnings for the last 12 months as a percentage of average shareholders' equity during the corresponding period (shareholders' equity at the start and end of the period respectively divided by two).

Return on shareholders' equity is important for investors who want to be able to compare their investment with alternative investments.

Return on capital employed²

Total earnings before tax plus financial costs over the last twelve months as a percentage of capital employed under the corresponding period (sum of capital employed at the start and end of the period respectively, divided by two).

Return on capital employed is important to assess profitability on externally financed capital and shareholders' equity.

Return on capital employed, excluding goodwill²

Total earnings before tax plus financial costs for the last twelve months as a percentage of capital employed with deductions for goodwill and other acquisition related intangible non-current assets over the same period (the sum of capital employed minus goodwill and other acquisition related intangible non-current assets at the start and end of the period, divided by two).

The return on capital employed, excluding goodwill and other acquisition related intangible non-current assets is important to assess profitability on externally financed capital and shareholders' equity adjusted for goodwill arising via acquisitions.

Capital employed

Total capital with or without goodwill minus non-interest-bearing liabilities and appropriations.

Capital employed shows by how much company assets are financed by the return on this capital.

Interest-bearing net debt³

Current and non-current interest-bearing liabilities minus cash and cash equivalents.

Interest-bearing net debt is used as a measure showing the Group's total indebtedness.

Net debt to adjusted EBITDA ratio

Net debt at the end of the period divided by adjusted EBITDA for a rolling 12-month period.

The net debt to adjusted EBITDA ratio, provides an estimate of the company's ability to reduce its debt. It represents the number of years it would take to repay the debt if the net debt and adjusted EBITDA were to remain constant, without taking into consideration cash flow related to interest, tax and investments.

Net debt to equity ratio

Interest-bearing net liabilities as a percentage of total shareholders' equity.

The net debt to equity ratio measures the extent to which the Group is financed by loans. As cash and cash equivalents and other current investments can be used to pay off debt at short notice, net debt is used instead of gross debt in the calculation.

¹ The definition of items affecting comparability has been adjusted as of the fourth quarter 2020 inclusive to also include revaluations of earnouts resolved during the quarter. The adjustment has no effect on the comparison periods and has thus not caused any recalculation of comparative figures.

² The definition of key ratios has been changed from quarter one, 2021. Key ratios are calculated on a rolling 12-month period instead of an annualisation of the return in the period concerned. Comparison figures have been recalculated.

³ The definition of key ratios has been changed from quarter one, 2021 and now includes leasing liabilities, unlike previously. Comparison figures have been recalculated.



Fasadgruppen in brief

Vision

Fasadgruppen aims to create sustainable façades and so contribute to a more sustainable and enduring society with beautiful buildings and a good living environment for people.

Business concept

The Fasadgruppen business concept is to offer competitive, multidisciplinary solutions by enabling collaboration between leading local and specialized subsidiaries to achieve economies of scale and synergy effects between the companies.

Business model

The Fasadgruppen business model is based on a decentralized structure with extensively delegated responsibilities to entrepreneurial subsidiaries supported by a Group-wide organization with purchasing, business development, acquisitions, finance and similar services. Four geographical business areas simplify regional coordination through resource sharing and best practice, identification of cross-selling opportunities and joint sales initiatives. In this way, the entrepreneurial endeavour, convenience and modest overheads of each local company, are enhanced by Group opportunities to achieve economies of scale and offer comprehensive solutions to customers.

Offering

Fasadgruppen possesses expertise in all aspects of exterior work on properties. The offering includes services within façade renovation, energy efficiency, window replacement, balcony and roof renovation.

Projects and customers

Fasadgruppen mainly focuses on medium size projects with an order value from SEK 1–100 million. Our customers operate in the Nordic construction and renovation market and include owners of public, commercial and residential properties, tenant-owner housing associations, construction companies and private home owners.

Strategy

Develop local market leaders

Fasadgruppen aims to maintain and growth its position on local markets by attracting and retaining the best contractors and personnel in each local market.

Promoting cooperation

Synergy effects between local units aim to be achieved by means of an organisation that promotes effective cooperation. The Group employs a proven model to achieve economies of scale that are implemented directly on the acquisition of a new company, ensuring optimal integration and synergies throughout the Fasadgruppen Group.

Efficient processes

Via continuously optimizing its processes, the Group can be managed in the best possible way, and subsidiaries given a platform to increase their profitability.

Growth through acquisitions

Acquisitions play an important role in the Fasadgruppen strategy for profitable growth. Acquisitions enable the Group to expand geographically, broaden its offer, enhance its expertise and achieve economies of scale within existing companies.

Financial targets

Fasadgruppen's financial targets aim to ensure long-term and stable profitability and growth in value to give our shareholders a good return.

Sales growth >15%

We should achieve an average growth in sales of at least 15 percent per year over an entire economic cycle. Growth should be both organic and via acquisitions.

EBITA margin >10%

Our EBITA margin should be at least 10 percent per year over an entire economic cycle.

Cash conversion ratio 100%

Our cash conversion ratio should be 100 percent.

For sustainable development

Sustainability is an integral part of Fasadgruppen business activities and strategy. Via clear goals, long-term thinking and total commitment, we aim to contribute towards sustainable development. Fasadgruppen supports Agenda 2030 and has identified five of the global sustainable development goals as the most relevant for our business.



Fasadgruppen Group AB
 Drottninggatan 81 A, SE 111 60 Stockholm
 info@fasadgruppen.se
 www.fasadgruppen.se
 Co. no.: 559158 - 4122

Contact information

Casper Tamm, CFO
 Tel: +46 (0)73 820 00 07
 Email: casper.tamm@fasadgruppen.se

Adrian Westman, Head of IR
 Tel: +46 (0)73 509 04 00
 Email: adrian.westman@fasadgruppen.se

Financial calendar

Year-end report 202117 February 2021
 Interim report January-March 2022.....12 May 2022
 Annual General Meeting 2022.....12 May 2022
 Interim report January-June 2022.....16 August 2022
 Interim report January-September 2022...15 November 2022
 Year-end report 2022.....14 February 2023

