

Pressrelease

Värnamo, April 24, 2024

Historical numbers recalculated in relation to the new regional structure in Bufab

As previously communicated, as of January 1 Bufab has a new reporting structure that will enable more effective governance of the Group. The new structure comprises five regions: Europe North & East, Europe West, Americas, UK/Ireland, and Asia-Pacific. Below are the restated historical numbers for the last eight quarters.

Europe North & East

MSEK	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23
Net sales	830	889	780	853	968	900	760	800
Gross profit	222	246	211	221	261	237	204	218
Gross margin (%)	26.7	27.7	27.1	25.9	27.0	26.4	26.8	27.2
Operating expenses	-125	-123	-123	-119	-121	-128	-116	-115
Share of net sales (%)	-15.1	-13.8	-15.8	-14.0	-12.5	-14.3	-15.3	-14.4
Operating profit (EBITA)	97	124	88	101	140	109	88	103
Operating margin EBITA (%)	11.7	13.9	11.3	11.9	14.5	12.1	11.5	12.8
Operating profit (EBITA), adjusted	97	124	88	101	140	109	88	103
Operating margin EBITA, (%) adjusted	11.7	13.9	11.3	11.9	14.5	12.1	11.5	12.8

Europe West

MSEK	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23
Net sales	455	442	435	425	546	501	475	429
Gross profit	110	106	106	108	134	120	117	103
Gross margin (%)	24.2	24.0	24.4	25.5	24.6	23.8	24.6	23.9
Operating expenses	-57	-55	-56	-60	-58	-57	-57	-57
Share of net sales (%)	-12.6	-12.5	-13.0	-14.2	-10.6	-11.5	-11.9	-13.3
Operating profit (EBITA)	53	51	50	48	77	62	60	46
Operating margin EBITA (%)	11.6	11.5	11.4	11.2	14.0	12.4	12.7	10.7
Operating profit (EBITA), adjusted	53	51	50	48	77	62	60	46
Operating margin EBITA, (%) adjusted	11.6	11.5	11.4	11.2	14.0	12.4	12.7	10.7

Americas

MSEK	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23
Net sales	344	370	360	299	315	315	295	258
Gross profit	108	123	113	98	107	113	101	91
Gross margin (%)	31.5	33.4	31.2	32.9	33.9	36.0	34.2	35.1
Operating expenses	-63	-245	-95	-61	-71	-40	-61	-62
Share of net sales (%)	-18.2	-66.2	-26.3	-20.3	-22.5	-12.8	-20.7	-24.1
Operating profit (EBITA)	46	-121	18	38	36	73	40	28
Operating margin EBITA (%)	13.3	-32.8	5.0	12.6	11.4	23.2	13.4	11.0
Operating profit (EBITA), adjusted	62	69	48	35	44	61	40	28
Operating margin EBITA, (%) adjusted	17.9	18.5	13.3	11.6	14.0	19.4	13.4	11.0

UK/Ireland

MSEK	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23
Net sales	235	421	414	382	427	442	441	366
Gross profit	79	130	125	113	127	139	144	126
<i>Gross margin (%)</i>	33.6	30.9	30.2	29.6	29.9	31.5	32.8	34.5
Operating expenses	-40	38	-33	-70	-67	-82	-124	-131
<i>Share of net sales (%)</i>	-17.0	9.1	-8.1	-18.4	-15.7	-18.7	-28.2	-35.8
Operating profit (EBITA)	39	168	92	43	60	57	20	-5
Operating margin EBITA (%)	16.6	40.0	22.1	11.2	14.1	12.8	4.6	-1.3
<i>Operating profit (EBITA), adjusted</i>	39	57	55	43	54	57	60	43
<i>Operating margin EBITA, (%) adjusted</i>	16.6	13.6	13.2	11.2	12.7	12.8	13.7	11.8

Asia-Pacific

MSEK	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23
Net sales	131	119	132	112	131	122	100	90
Gross profit	44	37	41	34	41	37	31	28
<i>Gross margin (%)</i>	33.6	30.9	31.0	30.5	31.3	30.4	31.3	30.9
Operating expenses	-17	-18	-20	-19	-19	-18	-19	-18
<i>Share of net sales (%)</i>	-13.1	-14.7	-15.1	-17.3	-14.6	-14.8	-18.7	-19.7
Operating profit (EBITA)	27	19	21	15	22	19	13	10
Operating margin EBITA (%)	20.5	16.2	15.9	13.1	16.7	15.6	12.6	11.2
<i>Operating profit (EBITA), adjusted</i>	27	19	21	15	22	19	13	10
<i>Operating margin EBITA, (%) adjusted</i>	20.5	16.2	15.9	13.1	16.7	15.6	12.6	11.2

Group

MSEK	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23
Net sales	2,002	2,241	2,122	2,074	2,386	2,280	2,071	1,943
Gross profit	561	645	601	583	675	649	601	569
<i>Gross margin (%)</i>	28.0	28.8	28.3	28.1	28.3	28.5	29.0	29.3
Operating expenses	-318	-411	-329	-341	-351	-331	-381	-388
<i>Share of net sales (%)</i>	-15.9	-18.4	-15.5	-16.4	-14.7	-14.5	-18.4	-20.0
Operating profit (EBITA)	243	233	272	242	323	319	220	181
Operating margin EBITA (%)	12.1	10.4	12.8	11.7	13.5	14.0	10.6	9.3
<i>Operating profit (EBITA), adjusted</i>	256	314	274	239	325	307	260	229
<i>Operating margin EBITA, (%) adjusted</i>	12.8	14.0	12.9	11.5	13.6	13.4	12.6	11.8