

Year-end report

January – December 2024

Q4

BUFAB

Successful implementation of the strategy and acquisition of VITAL in Italy

Fourth quarter of 2024

- Net sales declined by -4.1 percent to SEK 1,863 million (1,943). Organic growth was -1.5 percent and order intake was somewhat lower than net sales
- Adjusted operating profit (EBITA) was SEK 201 million (229), corresponding to an operating margin of 10.8 percent (11.8)
- Operating profit (EBITA) was SEK 179 million (181) and the operating margin was 9.6 percent (9.3)
- Earnings per share amounted to SEK 2.96 (1.87)
- Cash flow from operating activities amounted to SEK 125 million (321), corresponding to a cash conversion ratio of 68 percent (168)
- Net debt/EBITDA, adjusted, was 2.8 (2.6).
- Acquisition of VITAL S.p.A with annual sales of approximately EUR 48 million

Full-year 2024

- Net sales declined by -7.4 percent to SEK 8,035 million (8,680). Organic growth was -5.4 percent and order intake was lower than net sales
- Adjusted operating profit (EBITA) was SEK 959 million (1,121), corresponding to an operating margin of 11.9 percent (12.9)
- Operating profit (EBITA) decreased by 8.0 percent to SEK 959 million (1,043) and the operating margin was 11.9 percent (12.0).
- Earnings per share amounted to SEK 14.57 (15.17)
- Cash flow from operating activities amounted to SEK 1,101 million (1,446), corresponding to a cash conversion ratio of 111 percent (132)
- The Board of Directors proposes a dividend of SEK 5.25 (5.00) per share

Key figures

	Q4			Jan-Dec		
	2024	2023	Δ %	2024	2023	Δ %
MSEK						
Order intake	1 835	2 036	-9,9	7 814	8 602	-9,2
Net sales	1 863	1 943	-4,1	8 035	8 680	-7,4
Gross profit	554	569	-2,7	2 389	2 494	-4,2
Gross margin (%)	29,7	29,3		29,7	28,7	
Operating expenses	-376	-388	-3,2	-1 429	-1 451	-1,5
Share of net sales (%)	-20,2	-20,0		-17,8	-16,7	
Operating profit (EBITA)	179	181	-1,6	959	1 043	-8,0
Operating margin EBITA (%)	9,6	9,3		11,9	12,0	
Operating profit (EBITA), adjusted	201	229	-12,3	959	1 121	-14,4
Operating margin EBITA, (%) adjusted	10,8	11,8		11,9	12,9	
Operating profit	161	165	-2,5	891	974	-8,5
Operating margin (%)	8,6	8,5		11,1	11,2	
Profit after tax	112	71	56,6	551	574	-4,0
Earnings per share, SEK	2,96	1,87	58,3	14,57	15,17	-4,0
Cash flow from operating activities	125	321	-61,2	1 101	1 446	-23,8
Net debt / EBITDA, adjusted	2,8	2,6	6,7	-	-	

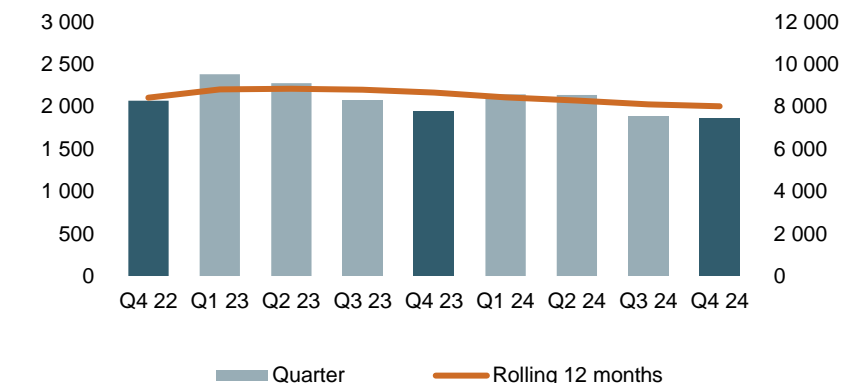
-4.1%

Sales growth

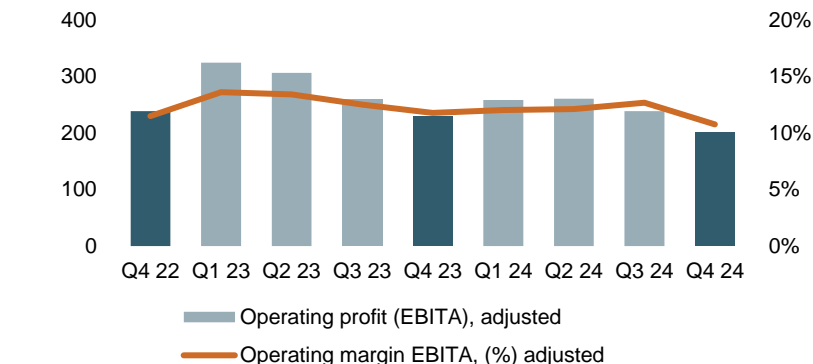
10.8%

Operating margin (EBITA), adjusted

Net sales, SEK million



Operating profit (EBITA) adjusted, SEK million



CEO's overview

Bufab reported an increased gross margin in the fourth quarter, in a continued cautious market. The acquisition of VITAL, with net sales of EUR 48 million, strengthens Bufab's position on the Italian market.

2024 was another good year for Bufab. We delivered a record-strong gross margin and a stable operating margin, despite lower demand. During the year, we have successfully implemented our strategy across the business. We strengthened the added value we deliver to customers by an expanded service and product portfolio. One example is the implementation of a record number of new logistics solutions during the year that strengthen our customer relationships and provide us with an increased growth rate. We also acquired VITAL, a leading Italian distributor of C-parts, and divested the manufacturing companies Bufab Lann and Hallborn Metall. In conclusion, we are in a good position to be able to deliver on our profitability target.

During the fourth quarter, the market trend continued to be cautious, resulting in organic growth of -1.5 percent. However, the organic growth showed an improvement compared to the third quarter, when it was -2.6 percent. We continue to see large variations between different sectors. As earlier in the year, strongest development was noted in the energy and defence sectors. Market conditions in the important mobile home and trailer segment remained challenging, although it looks brighter ahead, and the trend was also weak in the construction, automotive, bath, kitchen and

outdoor recreation sectors. Region Asia-Pacific continued to report strong organic growth of a full 27.4 percent.

The gross margin increased by 0.4 percentage points during the quarter to 29.7 percent, driven mainly by our trading business. For the full year, the gross margin amounted to 29.7 (28.7) percent, the highest level ever for a single year. This improvement is a result of the long-term work that started in 2023 to develop our value proposition to customers, improve our customer and product mix and achieve purchasing savings.

Operating expenses declined relative to the comparative quarter but adjusted for remeasured additional purchase considerations in the comparative period, operating expenses increased. The increase is mainly due to one-off costs but also currency effects. Our work with cost control continues throughout the organisation. The adjusted operating margin was 10.8 (11.8) percent.

Region West and Asia-Pacific recorded good results, while Europe North & East, Americas, and UK/ Ireland noted a weaker trend during the quarter.

Cash flow from operating activities amounted to SEK 125 million (321) for the quarter and was

negatively impacted by investments in inventories. Net debt/EBITDA was 2.8 (2.6).

We continue, according to plan, to implement our strategy and our short-term priorities remain: to capture market share, gradually improve our margin and deliver a strong cash flow.

A focus area for in our strategy is to broaden our customer base and offering to new and adjacent market segments through organic growth and strategic acquisitions. I am very pleased that we during the year, were able to finalise the acquisition of VITAL, a leading Italian distributor of C-parts, with net sales of EUR 48 million and an operating profit margin above Bufab's 2026 profitability target. We see VITAL as a great opportunity to build up our presence in Italy and increase our service level to the customers we are currently supporting there. VITAL is a stepping stone of a suitable size with a great reputation that in the future can be used as a platform for add-on acquisitions and drive market consolidation in a highly fragmented market.

2024 was a challenging year in terms of demand. If we look ahead, uncertainty remains, but at the same time, we see indications of improved demand from the general industry.

However, increased tariffs from the US may impact Bufab's operations in the US in the short

term while in the longer term we may benefit as we are a large and stable supplier that handles these disturbances better than smaller players. We follow the development carefully and will work actively together with both customers and suppliers to handle the situation.

Our efforts to strengthen the gross margin and our focus on cost control, will put us in a strong position once the market rebounds. That said, we take a bright view of the future and the direction our company is taking.

Finally, I want to thank all our customers around the world for the trust you have shown us during the year and send a big thank you to our 1,800 "solutionists" worldwide for a great job during 2024.

Erik Lundén
President and CEO



The Group in brief

Fourth quarter

Order intake decreased to SEK 1 835 million (2,036) and was slightly lower than net sales. Net sales declined by -4.1 percent to SEK 1 863 million (1,943). Of the total change in sales, 0.5 percent was attributable to currency effects, -3.1 percent to acquisitions/divestment and -1.5 percent to organic growth.

The gross margin strengthened compared with the preceding year to 29.7 percent (29.3).

Operating expenses declined relative to the comparative quarter but adjusted for remeasured additional purchase considerations of SEK -48 million in the comparative period, operating expenses increased. The increase was mainly due to increasing obsolescence reserves of SEK 17 million related to a limited product group, acquisition/divestment costs and restructuring costs of SEK 22 million and negative currency effects of SEK 7 million.

Adjusted operating profit (EBITA) decreased to SEK 201 million (229), corresponding to an operating margin of 10,8 percent (11.8). Operating profit (EBITA) decreased to SEK 179 million (181), corresponding to an operating margin of 9,6 percent (9.3).

Earnings per share amounted to SEK 2,96 (1.87).

January – December

Order intake decreased to SEK 7 814 million (8,602) and was lower than net sales. Net sales declined by -7.4 percent to SEK 8 035 million (8,680). Of the total growth, -0.4 percent was attributable to currency effects, -1.6 percent to acquisitions/divestments and -5.4 percent to organic growth.

The gross margin strengthened compared with the preceding year to 29.7 percent (28.7).

The share of operating expenses increased to 17.8 percent (16.7). The increase compared with last year was mainly due to lower volumes, inflationary effects and higher obsolescence reserves, but also to remeasured additional purchase considerations for the full year, which were SEK +11 million compared with SEK -78 million in the comparison period.

Adjusted operating profit (EBITA) declined to SEK 959 million (1,121), corresponding to an operating margin of 11.9 percent (12.9). Operating profit (EBITA) declined to SEK 959 million (1,043) and the operating margin was 11.9 percent (12.0).

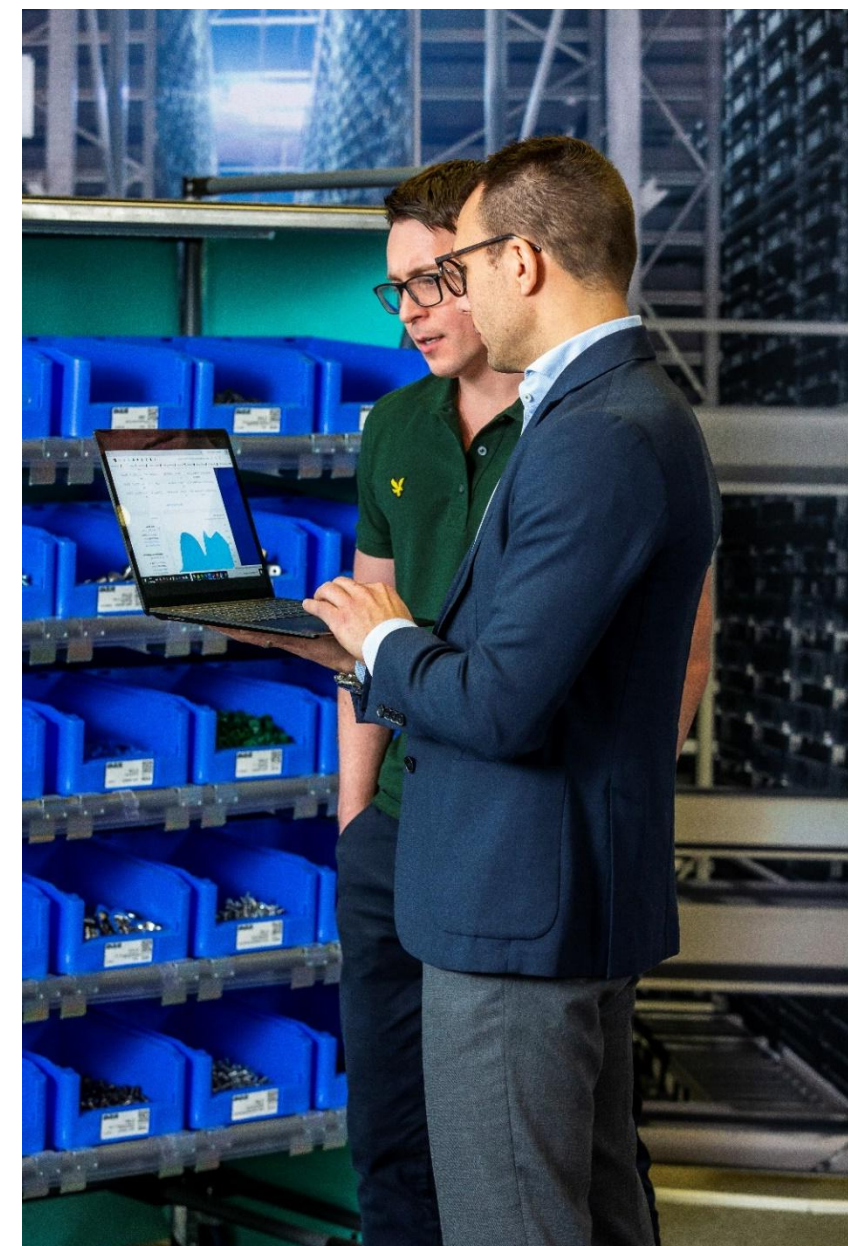
Earnings per share amounted to SEK 14.57 (15.17)

Q4

2024	Group	Europe North & East	Europe West	Americas	UK/Ireland	Asia-Pacific
Organic growth	-1,5	-0,6	-0,1	-11,3	-5,1	27,4
Currency translation effects	0,5	0,2	-1,2	-2,0	4,6	2,0
Acquisitions	1,9	-	8,4	-	-	-
Divestments	-5,0	-12,0	-	-	-	-
Recognised growth	-4,1	-12,4	7,1	-13,3	-0,5	29,4

Jan-Dec

2024	Group	Europe North & East	Europe West	Americas	UK/Ireland	Asia-Pacific
Organic growth	-5,4	-4,5	-4,4	-10,0	-7,7	4,4
Currency translation effects	-0,4	0,1	-2,1	-3,1	2,3	-1,3
Acquisitions	0,4	-	1,8	-	-	-
Divestments	-2,0	-5,1	-	-	-	-
Recognised growth	-7,4	-9,5	-4,7	-13,1	-5,4	3,1



Financial items and tax

The Group's net financial items totalled SEK -41 million (-71) for the fourth quarter, of which exchange-rate differences accounted for SEK 3 million (-17) and interest expense for SEK -47 million (-50). For the full year, net financial items amounted to SEK -196 million (-219), of which exchange-rate differences accounted for SEK -3 million (-3) and interest expense for SEK -191 million (-210). The Group's profit after financial items was SEK 120 million (93) for the quarter and SEK 695 million (755) for the full year.

The improvement in net financial items for the quarter compared with the comparative period is primarily attributable to exchange-rate differences.

The tax expense for the quarter was SEK -9 million (-22), resulting in an effective tax rate of 7,2 percent (23,7). The lower tax rate for the quarter was mainly attributable to utilisation of loss carry-forwards. The full-year tax expense was SEK -144 million (-181), implying an effective tax rate of 20,7 percent (24,0).

Cash flow, working capital and financial position

Cash flow from operating activities amounted to SEK 125 million (321), corresponding to a cash conversion ratio of 68 percent (168). For the full year, cash flow from operating activities amounted to SEK 1 101 million (1,446), corresponding to a cash conversion ratio of 111 percent (132)

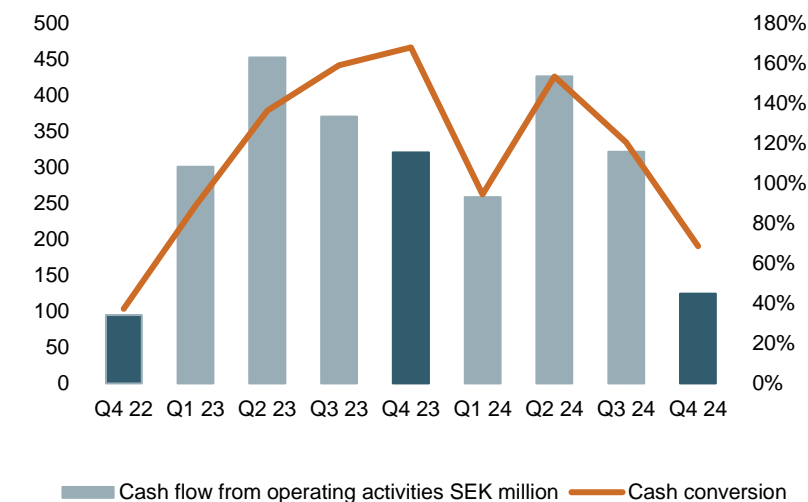
Cash flow from operating activities was lower than in the comparative period, and was a result of lower earnings and increased inventory.

Working capital as a percentage of net sales was 40 percent (36). The decline was due to an increased accumulation of inventory and also to negative currency effects.

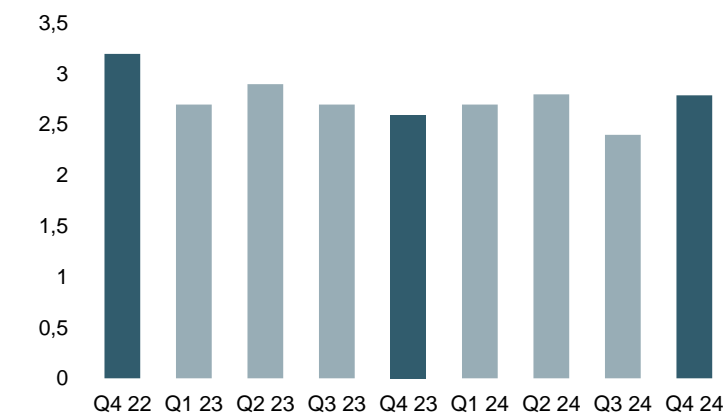
As per 31 December 2024, adjusted net debt totalled SEK 2,757 million (2,861) and the debt/equity ratio was 86 percent (99). During the quarter, net debt increased by SEK 390 million, mainly due to the acquisition of VITAL. The lower net debt compared with the preceding year was attributable to the favourable operating cash flow over the previous four quarters.

The key figure net debt/EBITDA, adjusted, was 2.8 (2.6) on 31 December 2024.

Operating cash flow and cash conversion ratio



Net debt/EBITDA, adjusted



Region Europe North & East

38%
Share of total sales

The region consists of Bufab's operations in Sweden, Finland, Norway, Denmark, Poland, Hungary, Romania, the Baltic States and Slovakia.

Fourth quarter

Revenue growth was -12.4 percent in the quarter and the organic growth was -0.6 percent. The divestment of Bufab Lann and Hallborn Metall earlier in the year impacted revenue by -12.0 percent. The market situation in kitchens and bathrooms remained challenging, and Bufab Finland also noted weak development. Meanwhile, Tilka Trading, acquired in 2021, saw strong demand during the quarter.

Gross margin improved by 2.7 percentage points year-on-year. The strengthened gross margin is due to active work on the customer offering, an improved customer and product mix, and purchasing savings in the region.

Operating expenses increased by 22 MSEK compared to the same quarter last year. The increase is mainly due to obsolescence reserves related to a limited product group, negative currency effects, and inflation effects.

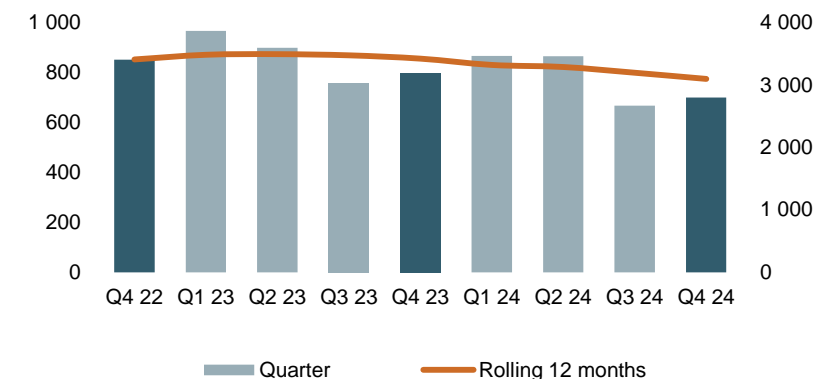
The adjusted operating profit decreased by 29 MSEK, resulting in an adjusted operating margin of 10.5 percent (12.8).

Key figures

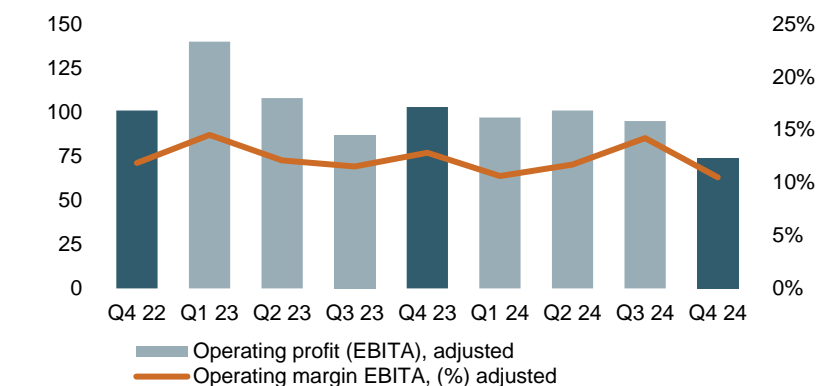
MSEK	Q4			Jan-Dec		
	2024	2023	Δ %	2024	2023	Δ %
Order intake	695	831	-16	2 888	3 424	-16
Net sales	701	800	-12	3 103	3 429	-9
Gross profit	209	218	-4	888	920	-3
Gross margin (%)	29,9	27,2		28,6	26,8	
Operating expenses	-137	-115	19	-519	-480	8
Share of net sales (%)	-19,5	-14,4		-16,7	-14,0	
Operating profit (EBITA)	73	103	-29	368	440	-16
Operating margin EBITA (%)	10,4	12,8		11,9	12,8	
Operating profit (EBITA), adjusted	74	103	-28	362	440	-18
Operating margin EBITA, (%) adjusted	10,5	12,8		11,7	12,8	

-12.4% Sales growth
10.5% Operating margin (EBITA), adjusted

Net sales, SEK million



Operating profit (EBITA) adjusted, SEK million



Region Europe West

The region consists of Bufab's operations in France, the Netherlands, Germany, the Czech Republic, Austria, Spain, Türkiye and Italy.

Fourth quarter

Sales growth amounted to 7.1 percent in the quarter and the organic growth was -0.1 percent. Of the total change in sales, 8.4 percent was attributable to the acquisition of VITAL. The energy industry continued to develop well, especially in Bufab France and Bufab Czech Republic, compensating for lower activity levels in the automotive and construction industries.

The gross margin improved by 0.4 percentage points year-on-year, due to purchasing savings, price increases and an improved customer mix.

Key figures

MSEK	Q4			Jan-Dec		
	2024	2023	Δ %	2024	2023	Δ %
Order intake	464	451	3	1 878	1 902	-1
Net sales	460	429	7	1 861	1 951	-5
Gross profit	112	103	9	467	474	-2
Gross margin (%)	24,3	23,9		25,0	24,3	
Operating expenses	-62	-57	9	-234	-229	3
Share of net sales (%)	-13,4	-13,3		-12,6	-11,7	
Operating profit (EBITA)	50	46	10	233	245	-5
Operating margin EBITA (%)	10,9	10,7		12,5	12,6	
Operating profit (EBITA), adjusted	51	46	12	234	245	-4
Operating margin EBITA, (%) adjusted	11,1	10,7		12,6	12,6	

25%

Share of total sales

Operating expenses increased by SEK 5 million year-on-year, mainly related to VITAL and inflationary effects. The share of operating expenses to sales was in line with last year.

The adjusted operating profit increased by SEK 5 million, resulting in an adjusted operating margin of 11.1 percent (10.7).

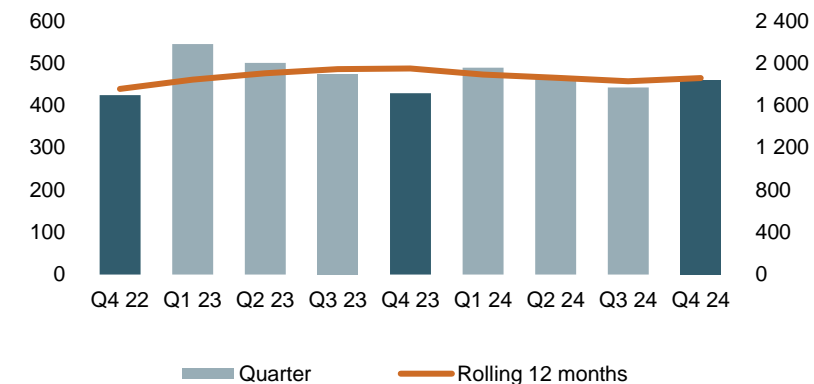
7.1%

Sales growth

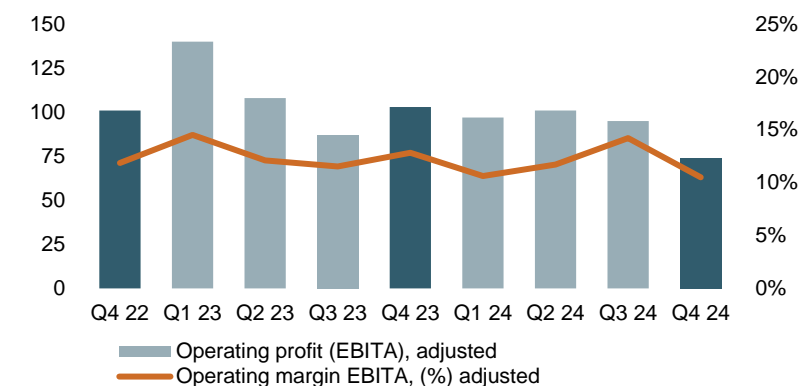
11.1%

Operating margin (EBITA), adjusted

Net sales, SEK million



Operating profit (EBITA) adjusted, SEK million



Region Americas

The region comprises Bufab's operations in the US and Mexico.

Fourth quarter

Sales growth amounted to -13.3 percent in the quarter and the organic growth was -11.3 percent. The decline was attributable to the low demand in the mobile home and trailer market, which are important to American Bolt and Screw, and also in the automotive industry, which especially impacted Component Solutions Group. Higher tariffs from the US may impact Bufab's operations in the region in the short term.

The gross margin declined by 1.8 percentage points year-on-year due to price reduction for one customer with quarterly pricing at our company American Bolt and Screw.

Key figures

MSEK	Q4			Jan-Dec		
	2024	2023	Δ %	2024	2023	Δ %
Order intake	221	230	-4	1 004	1 092	-8
Net sales	223	258	-13	1 028	1 182	-13
Gross profit	74	91	-18	360	412	-13
Gross margin (%)	33,3	35,1		35,0	34,8	
Operating expenses	-59	-62	-5	-246	-235	5
Share of net sales (%)	-26,6	-24,1		-23,9	-19,8	
Operating profit (EBITA)	15	28	-47	114	177	-35
Operating margin EBITA (%)	6,7	11,0		11,1	15,0	
Operating profit (EBITA), adjusted	17	28	-40	116	174	-33
Operating margin EBITA, (%) adjusted	7,6	11,0		11,3	14,7	

12%

Share of total sales

Operating expenses decreased by SEK 3 million year-on-year thanks to a good cost control despite the sharp sales decline. The share of operating expenses to sales increased year-on-year.

The adjusted operating profit decreased by SEK 11 million, resulting in an adjusted operating margin of 7.6 percent (11.0).

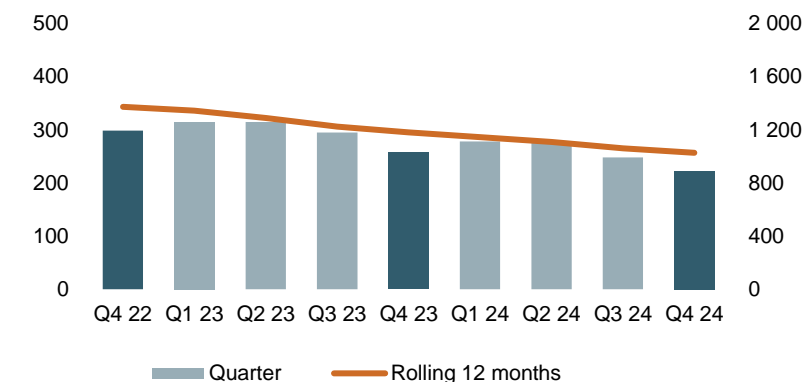
-13.3%

Sales growth

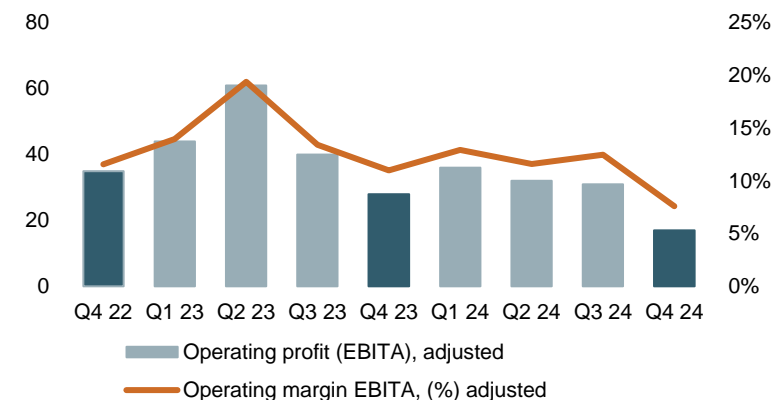
7.6%

Operating margin (EBITA), adjusted

Net sales, SEK million



Operating profit (EBITA) adjusted, SEK million



Region UK/Ireland

20%

Share of total sales

The region comprises Bufab's operations in the UK and Ireland.

Fourth quarter

Sales growth amounted to -0.5 percent in the quarter and the organic growth was -5.1 percent. The decline was attributable to lower market prices, which impacted Apex Stainless Fasteners and TIMCO.

The gross margin declined by 3.8 percentage points from a high level last year, mainly due to higher global freight rates which peaked during the previous quarter, but impacts the profitability in the quarter.

Operating expenses decreased sharply in the quarter as the comparable quarter was impacted by a negative effect from remeasurement of additional purchase considerations of SEK 48 million. Adjusted for this, both operating expenses and the share of operating expenses to sales were in line with last year.

The adjusted operating profit decreased by SEK 13 million, resulting in an adjusted operating margin of 9.0 percent (11.8).

Key figures

MSEK	Q4			Jan-Dec		
	2024	2023	Δ %	2024	2023	Δ %
Order intake	350	441	-21	1 561	1 754	-11
Net sales	364	366	-1	1 586	1 676	-5
Gross profit	112	126	-11	516	537	-4
Gross margin (%)	30,7	34,5		32,5	32,1	
Operating expenses	-82	-131	-37	-330	-405	-18
Share of net sales (%)	-22,6	-35,8		-20,8	-24,1	
Operating profit (EBITA)	30	-5	-711	186	133	40
Operating margin EBITA (%)	8,1	-1,3		11,7	7,9	
Operating profit (EBITA), adjusted	33	43	-25	185	214	-13
Operating margin EBITA, (%) adjusted	9,0	11,8		11,7	12,8	

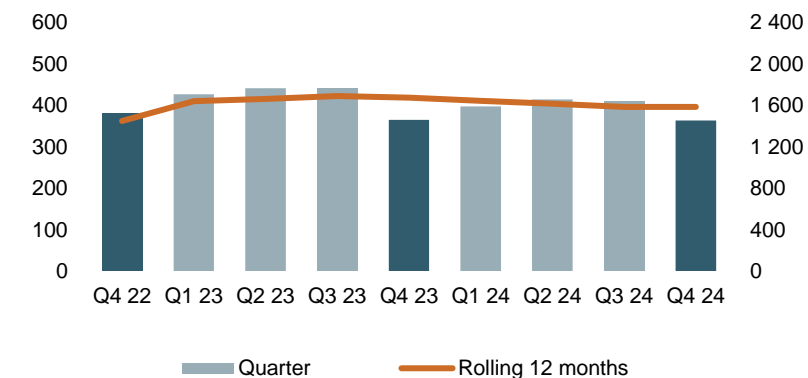
-0.5%

Sales growth

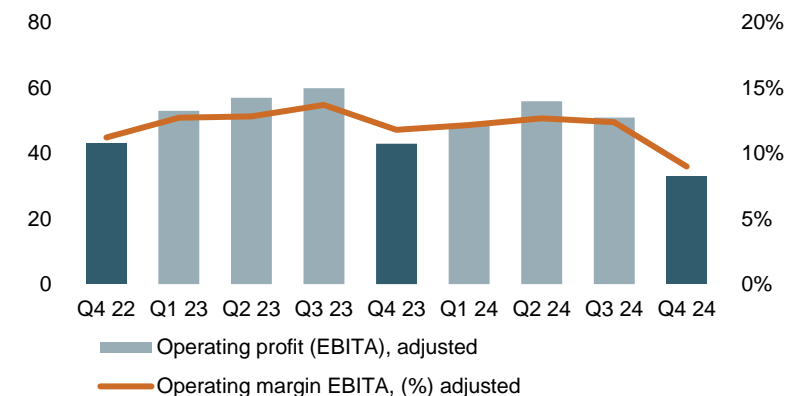
9.0%

Operating margin (EBITA), adjusted

Net sales, SEK million



Operating profit (EBITA) adjusted, SEK million



Region Asia-Pacific

The region consists of Bufab's operations in China, India, Singapore and other countries in Southeast Asia.

Fourth quarter

Sales growth amounted to 29.4 percent in the quarter and the organic growth was 27.4 percent. The organic growth was strong in all companies, led by Kian Soon, which had a positive impact from a large project business, but also due to a strong growth in Bufab Shanghai.

The gross margin improved by 1.3 percentage points year-on-year, due to purchasing savings in combination with a favourable customer and product mix.

Key figures

MSEK	Q4			Jan-Dec		
	2024	2023	Δ %	2024	2023	Δ %
Order intake	106	84	27	482	431	12
Net sales	116	90	29	457	443	3
Gross profit	38	28	35	142	137	4
Gross margin (%)	32,2	30,9		31,2	31,0	
Operating expenses	-18	-18	3	-80	-74	9
Share of net sales (%)	-15,7	-19,7		-17,6	-16,6	
Operating profit (EBITA)	19	10	90	62	64	-2
Operating margin EBITA (%)	16,5	11,2		13,6	14,4	
Operating profit (EBITA), adjusted	19	10	90	62	64	-2
Operating margin EBITA, (%) adjusted	16,5	11,2		13,6	14,4	

6%

Share of total sales

Operating expenses were in line with last year and the share of operating expenses to sales decreased year-on-year, impacted positively by currency effects and good cost control. At the same time, the region continued to invest in the sales force throughout the region.

The adjusted operating profit increased by SEK 9 million, resulting in an adjusted operating margin of 16.5 percent (11.2).

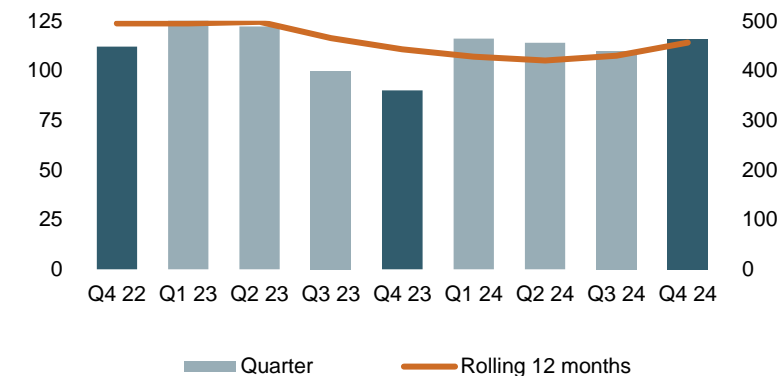
29.3%

Sales growth

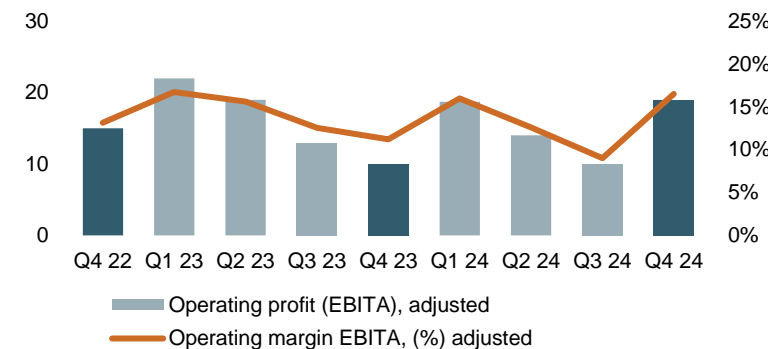
16.5%

Operating margin (EBITA), adjusted

Net sales, SEK million



Operating profit (EBITA) adjusted, SEK million



Financial statements

Condensed Consolidated Income Statement

MSEK	Q4		Jan-Dec	
	2024	2023	2024	2023
Net sales	1 863	1 943	8 035	8 680
Costs of goods sold	-1 309	-1 374	-5 646	-6 186
Gross profit	554	569	2 389	2 494
Distribution costs	-239	-220	-971	-920
Administrative expenses	-157	-135	-590	-552
Other operating income and operating expenses	3	-50	63	-48
Operating profit	161	164	891	974
Profit/loss from financial items				
Interest income and similar profit/loss items	6	3	13	15
Interest expenses and similar profit/loss items	-47	-74	-209	-234
Profit after financial items	120	93	695	755
Tax on net profit for the period	-9	-22	-144	-181
Profit after tax	112	71	551	574

Statement of Comprehensive Income

MSEK	Q4		Jan-Dec	
	2024	2023	2024	2023
Profit after tax	112	71	551	574
Other comprehensive income				
Items that will not be reclassified in profit or loss				
Actuarial loss / profit on pension obligations, net after tax	-3	-1	-3	-1
Items that may be reclassified subsequently to profit or loss				
Translation differences / Currency hedging net after tax	78	-92	127	-14
Other comprehensive income after tax	75	-93	124	-15
Total comprehensive income	187	-22	675	559
Total comprehensive income attributable to:				
Parent Company shareholders	187	-22	675	559

Earnings per share

SEK	Q4		Jan-Dec	
	2024	2023	2024	2023
Earnings per share	2,96	1,87	14,57	15,17
Weighted number of shares outstanding before dilution, thousands	37 897	37 888	37 878	37 825
Diluted earnings per share, SEK	2,94	1,86	14,50	15,03
Weighted number of shares outstanding after dilution, thousands	38 102	38 081	38 063	38 157

Condensed Consolidated Balance Sheet

MSEK	31 Dec	
	2024	2023
Assets		
Fixed assets		
Intangible fixed assets	3 724	3 289
Property plant and equipment	783	769
Financial assets	43	32
Total non-current assets	4 551	4 090
Current assets		
Inventories	2 803	2 857
Current receivables	1 627	1 435
Cash and cash equivalents	211	218
Total current assets	4 640	4 510
Total assets	9 191	8 600

MSEK	2024	
Equity and liabilities		
Equity	3 899	3 418
Non-current liabilities		
Non-current liabilities, interest bearing	3 265	3 346
Non-current liabilities, non-interest bearing	368	201
Total non-current liabilities	3 633	3 547
Current liabilities		
Current liabilities, interest bearing	315	271
Current liabilities, non-interest bearing	1 345	1 364
Total current liabilities	1 659	1 635
Total equity and liabilities	9 191	8 600

Consolidated Statement of Changes in Equity

MSEK	31 Dec	
	2024	2023
Equity at beginning of year	3 418	3 036
Comprehensive income		
Profit after tax	551	574
<i>Other comprehensive income</i>		
Items that will not be reclassified in profit or loss		
Actuarial loss / profit on pension obligations, net after tax	-3	-1
Items that may be reclassified in profit or loss		
Translation differences / Currency hedging net after tax	127	-14
Total comprehensive income	675	559
Transactions with shareholders		
Option programme	-	-
Issued call options	4	5
Redemption call options	8	19
Repurchase of own shares	-17	-21
Dividend to shareholders	-189	-180
Total transactions with shareholders	-194	-177
Equity at end of period	3 899	3 418

Consolidated Cash Flow Statement

MSEK	Q4		Jan-Dec	
	2024	2023	2024	2023
Operating activities				
Profit before financial items	161	165	891	974
Depreciation and amortization	69	76	280	278
Interest and other finance income	7	-12	9	15
Interest and other finance expenses	-47	-60	-209	-234
Other non-cash items	4	48	-72	81
Income tax paid	-32	-32	-182	-178
Cash flow from operations	161	185	717	936
Changes in working capital				
Increase (-)/decrease (+) in inventories	-179	85	215	584
Increase (-)/decrease (+) in operating receivables	96	179	-18	110
Increase (+)/decrease (-) in operating liabilities	47	-128	187	-184
Cash flow from operating activities	125	321	1 101	1 446
Investing activities				
Purchase of intangible assets	-8	-3	-15	-8
Acquisition of property, plant and equipment	-12	-13	-64	-78
Company acquisitions including additional purchase considerations	-356	-22	-525	-648
Företagsförvärv försäljning	-	-	110	-
Cash flow from (-used in) investing activities	-376	-38	-493	-734
Financing activities				
Dividend paid	-	-86	-189	-180
Option programme	6	3	-5	3
Increase (+)/decrease (-) in borrowings	240	-322	-429	-636
Cash flow from financing activities	246	-405	-623	-813
Cash flow for (-used in) the period	-5	-122	-16	-101
Cash and cash equivalents at the beginning of the period	208	362	218	322
Translation differences	8	-22	9	-3
Cash and cash equivalents at the end of the period	211	218	211	218

The Group's Segment Reporting

Europe North & East									
MSEK	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 24	Q4 24
Net sales	853	968	900	760	800	868	867	668	701
Gross profit	221	261	237	204	218	236	246	197	209
Gross margin (%)	25,9	27,0	26,4	26,8	27,2	27,2	28,4	29,4	29,9
Operating expenses	-119	-121	-128	-116	-115	-143	-145	-94	-137
Share of net sales (%)	-14,0	-12,5	-14,3	-15,3	-14,4	-16,5	-16,7	-14,1	-19,5
Operating profit (EBITA)	101	140	109	88	103	92	101	102	73
Operating margin EBITA (%)	11,9	14,5	12,1	11,5	12,8	10,6	11,7	15,3	10,4
Operating profit (EBITA), adjusted	101	140	109	88	103	92	101	95	74
Operating margin EBITA, (%) adjusted	11,9	14,5	12,1	11,5	12,8	10,6	11,7	14,2	10,5

Europe West									
MSEK	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 24	Q4 24
Net sales	425	546	501	475	429	490	469	443	460
Gross profit	108	134	120	117	103	123	119	113	112
Gross margin (%)	25,5	24,6	23,8	24,6	23,9	25,1	25,3	25,6	24,3
Operating expenses	-60	-58	-57	-57	-57	-59	-60	-53	-62
Share of net sales (%)	-14,2	-10,6	-11,5	-11,9	-13,3	-12,0	-12,9	-12,0	-13,4
Operating profit (EBITA)	48	77	62	60	46	64	58	61	50
Operating margin EBITA (%)	11,2	14,0	12,4	12,7	10,7	13,1	12,4	13,7	10,9
Operating profit (EBITA), adjusted	48	77	62	60	46	64	58	61	51
Operating margin EBITA, (%) adjusted	11,2	14,0	12,4	12,7	10,7	13,1	12,4	13,7	11,1

Americas									
MSEK	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 24	Q4 24
Net sales	299	315	315	295	258	278	278	248	223
Gross profit	98	107	113	101	91	98	100	87	74
Gross margin (%)	32,9	33,9	36,0	34,2	35,1	35,2	36,1	35,2	33,3
Operating expenses	-61	-71	-40	-61	-62	-62	-68	-56	-59
Share of net sales (%)	-20,3	-22,5	-12,8	-20,7	-24,1	-22,3	-24,5	-22,7	-26,6
Operating profit (EBITA)	38	36	73	40	28	36	32	31	15
Operating margin EBITA (%)	12,6	11,4	23,2	13,4	11,0	12,9	11,6	12,5	6,7
Operating profit (EBITA), adjusted	35	44	61	40	28	36	32	31	17
Operating margin EBITA, (%) adjusted	11,6	14,0	19,4	13,4	11,0	12,9	11,6	12,5	7,6

UK/Ireland									
MSEK	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 24	Q4 24
Net sales	382	427	442	441	366	398	415	409	364
Gross profit	113	127	139	144	126	131	138	135	112
Gross margin (%)	29,6	29,9	31,5	32,8	34,5	32,8	33,2	33,1	30,7
Operating expenses	-70	-67	-82	-124	-131	-82	-82	-84	-82
Share of net sales (%)	-18,4	-15,7	-18,7	-28,2	-35,8	-20,7	-19,7	-20,6	-22,6
Operating profit (EBITA)	43	60	57	20	-5	48	56	51	30
Operating margin EBITA (%)	11,2	14,1	12,8	4,6	-1,3	12,2	13,6	12,5	8,1
Operating profit (EBITA), adjusted	43	54	57	60	43	48	53	51	33
Operating margin EBITA, (%) adjusted	11,2	12,7	12,8	13,7	11,8	12,2	12,8	12,5	9,0

Asia-Pacific									
MSEK	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 24	Q4 24
Net sales	112	131	122	100	90	116	114	110	116
Gross profit	34	41	37	31	28	37	34	34	38
Gross margin (%)	30,5	31,3	30,4	31,3	30,9	31,5	30,2	30,6	32,2
Operating expenses	-19	-19	-18	-19	-18	-18	-20	-24	-18
Share of net sales (%)	-17,3	-14,6	-14,8	-18,7	-19,7	-15,6	-17,6	-21,6	-15,7
Operating profit (EBITA)	15	22	19	13	10	19	14	10	19
Operating margin EBITA (%)	13,1	16,7	15,6	12,6	11,2	16,0	12,6	9,0	16,5
Operating profit (EBITA), adjusted	15	22	19	13	10	19	14	10	19
Operating margin EBITA, (%) adjusted	13,1	16,7	15,6	12,6	11,2	16,0	12,6	9,0	16,5

Group									
MSEK	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 24	Q4 24
Net sales	2 074	2 386	2 280	2 071	1 943	2 149	2 142	1 880	1 863
Gross profit	583	675	649	601	569	625	639	575	554
Gross margin (%)	28,1	28,3	28,5	29,0	29,3	29,1	29,8	30,6	29,7
Operating expenses	-341	-351	-331	-381	-388	-365	-376	-317	-379
Share of net sales (%)	-16,4	-14,7	-14,5	-18,4	-20,0	-17,0	-17,6	-16,8	-20,3
Operating profit (EBITA)	242	323	319	220	181	259	263	258	179
Operating margin EBITA (%)	11,7	13,5	14,0	10,6	9,3	12,1	12,3	13,7	9,6
Operating profit (EBITA), adjusted	239	325	307	260	229	259	261	239	201
Operating margin EBITA, (%) adjusted	11,5	13,6	13,4	12,6	11,8	12,1	12,2	12,7	10,8

Consolidated Key Figures

MSEK	Q4		Δ	Jan-Dec		Δ
	2024	2023		2024	2023	
Order intake	1 835	2 036	-10%	7 814	8 602	-9%
Net sales	1 863	1 943	-4%	8 035	8 680	-7%
Gross profit	554	569	-3%	2 389	2 494	-4%
EBITDA	230	242	-5%	1 159	1 252	-7%
EBITDA, adjusted	185	192	-3%	991	1 097	-10%
Operating profit (EBITA)	179	181	-2%	959	1 043	-8%
Operating profit (EBITA), adjusted	201	229	-12%	959	1 121	-14%
Operating profit	161	165	-3%	891	974	-9%
Profit after tax	112	71	57%	551	574	-4%
Gross margin	29,7%	29,3%		29,7%	28,7%	
Operating margin EBITA	9,6%	9,3%		11,9%	12,0%	
Operating margin EBITA, adjusted	10,8%	11,8%		11,9%	12,9%	
Operating margin	8,6%	8,5%		11,1%	11,2%	
Net margin	6,0%	3,7%		6,9%	6,6%	
Net debt, SEK million	3 369	3 399	-1%			
Net debt, adjusted, SEK million	2 757	2 861	-4%			
Debt/equity ratio, (%)	86	99	-13%			
Net debt / EBITDA, adjusted	2,8	2,6	7%			
Working capital, SEK million	3 084	2 929	5%			
Average working capital, SEK million	3 047	3 448				
Working capital in relation to net sales, (%)	38	33				
Solidity (%)	42	40				
Return on capital employed (%)	12,5	13,8				
Cash flow from operating activities	125	321	-61%			
Earnings per share, SEK	2,96	1,87	58%	14,57	15,17	-4%

Condensed Parent Company Income Statement

MSEK	Q4		Jan-Dec	
	2024	2023	2024	2023
Administrative expenses	-7	-6	-25	-20
Other operating revenue	0	4	8	11
Operating profit	-7	-2	-17	-9
Profit/loss from financial items	-	-	190	150
Interest income and similar profit/loss items	4	0	0	1
Interest expenses and similar profit/loss items	-2	-	-2	-0
Profit after financial items	-5	-2	171	142
Appropriations	35	98	35	98
Tax on net profit for the period	-5	-20	-5	-20
Profit after tax	26	76	201	220

Condensed Parent Company Balance Sheet

MSEK	31 Dec	
	2024	2023
Assets		
Fixed assets		
Financial assets		
Investments in group companies	845	845
Other assets		
Other non-current receivables	2	1
Total non-current assets	847	846
Current assets		
Receivables from Group companies	354	372
Other current receivables	19	4
Cash and cash equivalents	-	-
Total current assets	373	376
Total assets	1 220	1 222
Equity and liabilities		
Equity		
Equity	1 123	1 116
Untaxed reserves		
Untaxed reserves	82	97
Non-current liabilities		
Other non-current liabilities	2	1
Total non-current liabilities	2	1
Current liabilities		
Trade payables	1	1
Other current liabilities	12	8
Total current liabilities	13	9
Total equity and liabilities	1 220	1 222

Other information

Accounting policies

This year-end report has been prepared pursuant to IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. The Parent Company's financial statements were prepared in accordance with the Swedish Annual Accounts Act, Chapter 9 and the Swedish Financial Reporting Board's recommendation RFR 2. The accounting policies applied correspond to the accounting policies and measurement principles presented in the 2023 Annual Report. The 2023 Annual Report is available at www.bufabgroup.com

Risks and risk management

Exposure to risk is a natural part of business activity, and this is reflected in Bufab's approach to risk management. Risk management aims to identify and prevent risks and to limit any loss or damage from these risks. The main risks to which the Group is exposed relate to the impact of the economy on demand. For further information regarding risks and risk management, see Note 3 of the 2023 Annual Report.

Seasonal variations

Bufab has no significant seasonal variation in its sales, but sales over the year vary based on the number of production days in each quarter for customers.

Related-party transactions

No related-party transactions occurred during the year, except for the payment of the fee to the Board of Directors, remuneration of the President and senior executives, and new subscription for call options within the framework of the long-term share-based incentive programme adopted at the Annual General Meeting under the terms outlined in more detail below. Further, the redemption of the long-term share-based incentive programme adopted at the 2021 Annual General Meeting was implemented on the terms contained in the 2023 Annual Report.

Acquisitions

On 26 November 2024, all shares in VITAL S.p.A, a distributor of C-parts, were acquired. The company is based in Milan, Italy. The purchase consideration amounted to SEK 624 million, of which SEK million 129 is conditional. Unconditional purchase price amounted to SEK 495 million whereof SEK 367 million was paid upon acquisition date and SEK 128 million is deferred purchase price and is due for payment during 2025 and 2026. The conditional purchase price consideration, which is performance-

based (a so-called earn-out) and comprises a maximum of SEK 129 million, can be paid during the period 2025-2028 and is contingent upon the acquired company's future operating profit performance.

VITAL S.p.A. is included in Bufab's Region Europe West. Transaction costs resulting from the acquisition are estimated at SEK 8 million.

From the date of its acquisition, the acquired company contributed SEK 36 million and SEK 7 million to the Group's revenues and profit before tax, respectively.

If the acquisition had occurred on 1 January 2024, the Group's revenues and profit before tax at 31 December 2024 would have amounted to SEK 524 million and SEK 97 million, respectively.

Net assets acquired (MSEK)	IFRS16 effect	Total
Intangible assets	9	9
Other non-current assets	19	28
Inventories	150	150
Other current assets	208	208
Cash and cash equivalents	20	20
Deferred tax liabilities	-2	-2
Other liabilities	-86	-28
Identifiable net assets	318	0.0
Goodwill	306	306
Total purchase price*	624	624

Deductible and additional items:

Cash and cash equivalents in acquired business	-20	-20
Deferred purchase price	-128	-128
Additional purchase price (earn-out)	-129	-129

Impact on the Group's cash and cash equivalents:	347	0.0	347
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* Purchase consideration excluding acquisition costs

The acquisition analysis above is preliminary. Goodwill arising in connection with the acquisition is attributable to the knowledge accrued in the acquired company and the established and consolidated market positions and anticipated profitability.

Additional purchase considerations

The Group's liabilities for contingent considerations attributable to acquisitions are measured at fair value. These items are recognised at fair value in the balance sheet with changes in value recognised in profit or loss. Total recognised liabilities for additional purchase considerations amounted to SEK 324 million at 31 December 2024 (280), of which SEK 231 million (50) was recognised as Non-current liabilities, non-interest-bearing and SEK 93 million (230) was recognised as Current liabilities, non-

interest-bearing in the consolidated balance sheet. The reported additional purchase considerations are included – according to the Group's definition – in the amounts for "net indebtedness" and "net debt, adjusted" from the time when they are finally calculated until they are paid out.

Significant events during the quarter

During the quarter, VITAL S.p.A., was acquired, a leading Italian distributor of C-parts. The company has 57 employees and net sales of EUR 48 million in 2023, with an operating margin that surpasses Bufab's 2026 profitability target.

Employees

The number of employees in the Group at 31 December 2024 amounted to 1,762 (1,782).

Contingent liabilities and collaterals

No additional significant changes were made to the company's contingent liabilities during the quarter.

Dividend

The Board of Directors proposes a dividend of SEK 5.25 (5.00) per share for 2024, corresponding to a total dividend of SEK 199 million (190). The proposed record date is 29 April 2025 and the expected payment date is 5 May 2025, with the share being traded without entitlement to a dividend as of 28 April 2025.

Annual General Meeting

The Annual General Meeting (AGM) of Bufab AB (publ) will be held in Värnamo, Sweden, on 24 April 2025 at 10:30 a.m. Notice of the AGM will be available on Bufab's website, www.bufabgroup.com on 21 March 2025. The Annual Report for 2024 will be published no later than 3 April 2025.

Audit review

This interim report has not been examined by the company's auditors.

Definitions of key figures

Gross margin, %

Gross profit as a percentage of net sales for the period

EBITDA

Operating profit before depreciation, amortisation and impairment

EBITDA, adjusted

Operating profit before depreciation, amortisation and impairment, less amortisation on right-of-use assets according to IFRS 16 Leases. This key figure is intended to present a comparable EBITDA as though IAS 17 continued to be applied.

Operating profit (EBITA)

Gross profit less operating expenses.

Net debt

Interest-bearing liabilities, less cash and cash equivalents and interest-bearing assets, calculated at the end of the period

Net debt, adjusted

Interest-bearing liabilities, excluding lease liabilities according to IFRS 16, less cash and cash equivalents and interest-bearing assets, calculated at the end of the period

Debt/equity ratio, %

Net debt divided by equity, calculated at the end of the period

Net debt/EBITDA, adjusted

Net debt, adjusted, at the end of the period divided by EBITDA, adjusted, in the last twelve months

Operating expenses

Total distribution costs, administrative expenses, other operating income/expenses excluding depreciation, amortisation and impairment of acquisition-related intangible assets

Working capital

Total current assets less cash and cash equivalents less current non-interest-bearing liabilities, calculated at the end of the period

Working capital in relation to net sales, %

Working capital as a percentage of net sales in the last twelve months

Equity/assets ratio, %

Equity as a percentage of total assets, calculated at the end of the period.

Return on capital employed (ROCE), %

Profit after financial items plus interest expenses as a percentage of average equity and average interest-bearing liabilities.

Cash conversion

Cash flow from operating activities divided by EBITDA, adjusted

Earnings per share

Profit after tax for the period divided by the average number of common shares

Performance measures not defined in accordance with IFRS

Bufab uses certain performance measures not defined in the rules for financial reporting adopted by Bufab. The purpose of these performance measures is to provide a better understanding of the performance of the operations. It should be pointed out that these alternative performance measures, as they are defined, are not fully comparable with other companies' performance measures with the same name.

Organic growth

Bufab has operations in many countries with different currencies, it is therefore essential to provide an understanding of the company's performance without currency effects when translating foreign subsidiaries. In addition, Bufab has an important strategic objective in carrying out value-generating acquisitions. For these reasons, growth is also recognised excluding currency effects when translating foreign subsidiaries and excluding acquired operations within the term Organic growth. This performance measure is expressed in percentage points of last year's net sales.

Q4						
2024	Group	Europe North & East	Europe West	Americas	UK/Ireland	Asia-Pacific
Organic growth	-1,5	-0,6	-0,1	-11,3	-5,1	27,4
Currency translation effects	0,5	0,2	-1,2	-2,0	4,6	2,0
Acquisitions	1,9	-	8,4	-	-	-
Divestments	-5,0	-12,0	-	-	-	-
Recognised growth	-4,1	-12,4	7,1	-13,3	-0,5	29,4

Jan-Dec						
2024	Group	Europe North & East	Europe West	Americas	UK/Ireland	Asia-Pacific
Organic growth	-5,4	-4,5	-4,4	-10,0	-7,7	4,4
Currency translation effects	-0,4	0,1	-2,1	-3,1	2,3	-1,3
Acquisitions	0,4	-	1,8	-	-	-
Divestments	-2,0	-5,1	-	-	-	-
Recognised growth	-7,4	-9,5	-4,7	-13,1	-5,4	3,1

EBITDA

EBITDA is an expression of operating profit before depreciation, amortisation and impairment. The performance measure is defined below.

MSEK	Q4		Jan-Dec	
	2024	2023	2024	2023
Operating profit	161	166	891	974
Depreciation and amortization	68	76	269	278
EBITDA	230	242	1 159	1 252

EBITDA, adjusted

The performance measure EBITDA, adjusted, is an expression of operating profit before depreciation, amortisation and impairment, less amortisation on right-of-use assets and interest expenses on lease liabilities according to IFRS 16. The performance measure is defined below.

MSEK	Q4		Jan-Dec	
	2024	2023	2024	2023
Operating profit	161	166	891	974
Depreciation and amortization	68	76	269	278
Less: amortisation on right-of-use assets according to IFRS 16	-39	-44	-148	-138
Less: interest expenses on lease liabilities according to IFRS 16	-6	-7	-19	-17
EBITDA, adjusted	185	192	991	1 097

EBITA

Bufab's growth strategy includes the acquisition of companies. For the purpose of illustrating the underlying operation's performance, management has chosen to monitor EBITA (operating profit before depreciation, amortisation and impairment of acquired intangible assets). The performance measure is defined below.

MSEK	Q4		Jan-Dec	
	2024	2023	2024	2023
Operating profit	161	166	891	974
Depreciation and amortisation of acquired intangible assets	17	16	69	69
EBITA	179	181	959	1 043

EBITA, adjusted

The key figure Operating profit (EBITA) adjusted is an expression of the operating profit excluding items affecting comparability, which include but are not limited to restructuring costs, remeasurement of additional purchase considerations, and gains and losses in conjunction with divestment of operations.

Operating expenses

Operating expenses is an expression of operating expenses before depreciation, amortisation and impairment of acquired intangible assets. The performance measure is defined below.

MSEK	Q4		Jan-Dec	
	2024	2023	2024	2023
Distribution costs	-239	-220	-971	-920
Administrative expenses	-157	-135	-590	-552
Other operating income and operating expenses	3	-50	63	-48
Depreciation and amortisation of acquired intangible assets	17	18	69	69
Operating expenses	-376	-388	-1 429	-1 451

Working capital

Because Bufab is a trading company, working capital represents a large share of the balance sheet's value. In order to optimise the company's cash generation, management focuses on the local company's development, and thereby the entire Group's development, of working capital as it is defined below.

MSEK	31 Dec	
	2024	2023
Current assets	4 640	4 510
Less: cash and cash equivalents	-211	-218
Less: current non-interest-bearing liabilities excluding liabilities for additional purchase prices	#NAMN?	#NAMN?
Working capital on the balance-sheet date	#NAMN?	#NAMN?

Net debt

Net debt is an expression of how large the financial borrowing is in the company in absolute figures after deductions for cash and cash equivalents. The performance measure is defined below.

MSEK	31 Dec	
	2024	2023
Non-current liabilities, interest bearing	3 265	3 346
Current liabilities, interest bearing	315	271
Less: cash and cash equivalents	-211	-218
Less: other interest-bearing receivables	-	-
Net debt on balance-sheet date	3 369	3 399

Net debt, adjusted

Net debt, adjusted, is an expression of how large the financial borrowing is in the company in absolute figures after deductions for lease liabilities according to IFRS 16 and cash and cash equivalents. The performance measure is defined below.

MSEK	31 Dec	
	2024	2023
Non-current liabilities, interest bearing	3 265	3 346
Current liabilities, interest bearing	315	271
Less: lease liabilities according to IFRS 16	-612	-538
Less: cash and cash equivalents	-211	-218
Less: other interest-bearing receivables	-	-
Net debt, adjusted, on the balance-sheet date	2 757	2 861

Return on capital employed

Return on capital employed is an expression of profitability after taking into account the amount of capital utilised. The performance measure is defined below.

MSEK	31 Dec	
	2024	2023
Result after financial items L12M	687	754
Interest expense	-213	-256
Average shareholder's equity	3 691	3 416
Average interest-bearing liabilities	3 580	3 918
Return on capital employed	12,5%	13,8%

Information and addresses

● Countries where Bufab has operations

Conference call

A conference call will be held on 6 February 2025 at 10:00 a.m. CET. Erik Lundén, President and CEO, and Pär Ihrskog, CFO, will present the results. Analysts and investors who wish to ask questions are asked to connect to the presentation via the following Teams link: [Click here to join the meeting](#) and use the "Raise Your Hand" function during the Q&A session.

Calendar

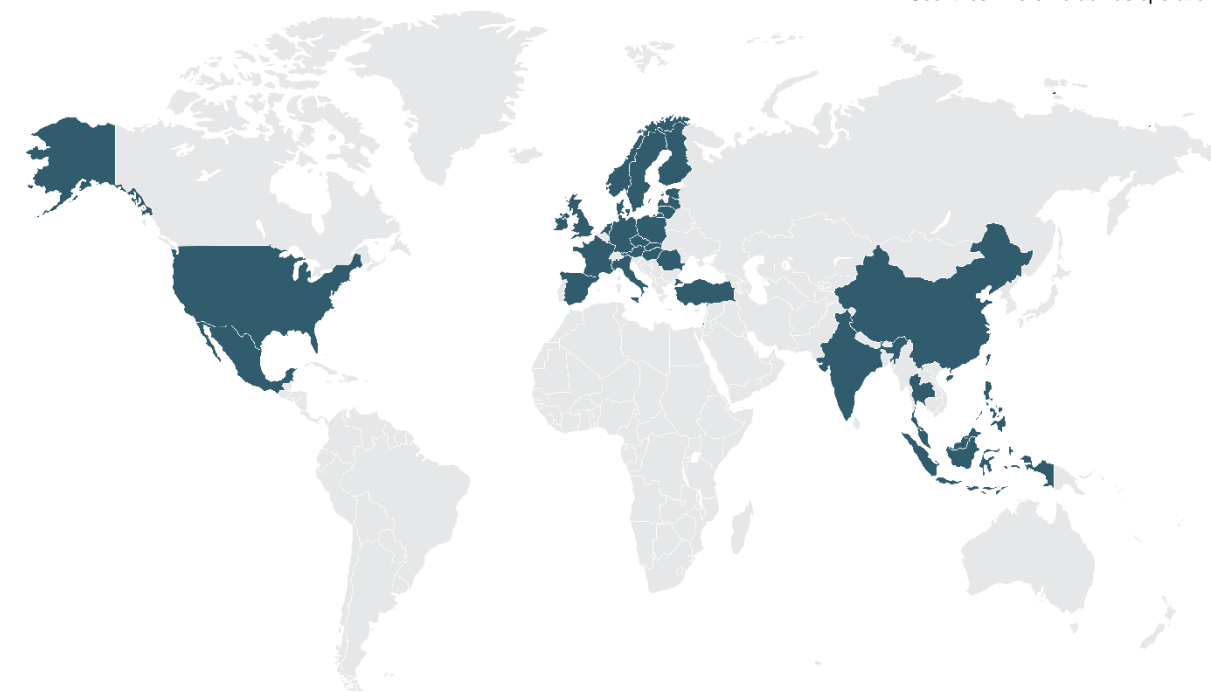
Interim report Q1, 2025:	24 April 2025
Annual General Meeting 2025:	24 April 2025
Interim report Q2, 2025:	15 July 2025
Interim Report Q3, 2025:	24 October 2025

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About Bufab

Bufab is a trading company that offers its customers a full-service solution as a Supply Chain Partner for sourcing, quality control, sustainability and logistics for C-Parts.

Bufab was founded in 1977 in Småland, Sweden, and is an international Group that currently consists of more than 50 companies. The Group has about 1,800 employees in 29 countries and annual sales in 2024 amounted to SEK 8.0 billion. The share has been listed on Nasdaq Stockholm since 2014. Please visit www.bufabgroup.com for more information.

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Countries

52

Sister companies

1,800

Employees

BUFAB