

BERGMAN & BEVING

Presentation – Second Quarter 2022/2023

20 October 2022

Magnus Söderlind – CEO
Peter Schön – CFO

1 April–30 September 2022

Second quarter – 2 of 3 divisions just over 20 % increased earnings

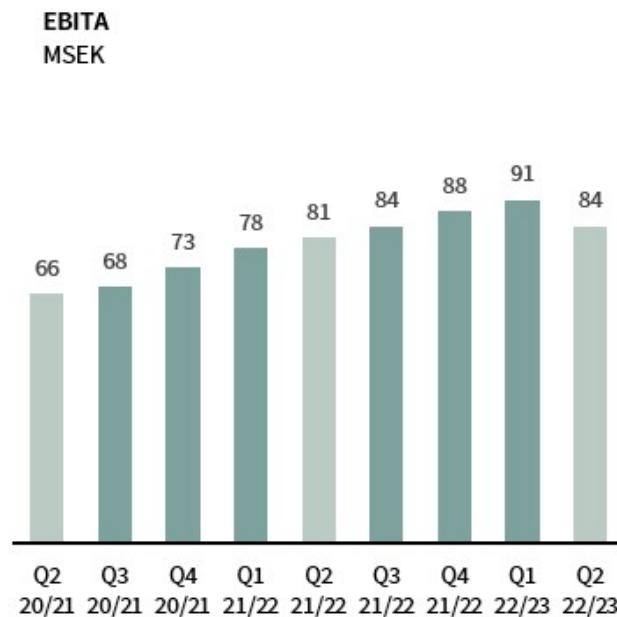
- ❖ Revenue increased by 6 % to MSEK 1,073 (1,014)
 - ❖ Increased by 3 % in local currency – of which 4 % organic decrease and 7 % increase from acquisition
 - ❖ Exchange-rate fluctuations had a positive impact of 3 % on revenue
- ❖ EBITA increased by 4 % to MSEK 84 (81)
- ❖ EBITA margin was 7.8 % (8.0)
- ❖ Deliveries halted when Luna´s logistics partner was target of an IT attack, negative impact EBITA about MSEK 10
- ❖ Two of the Group's divisions, Building Materials and Workplace Safety, increased their earnings by just over 20 %

Six months – Acquired growth

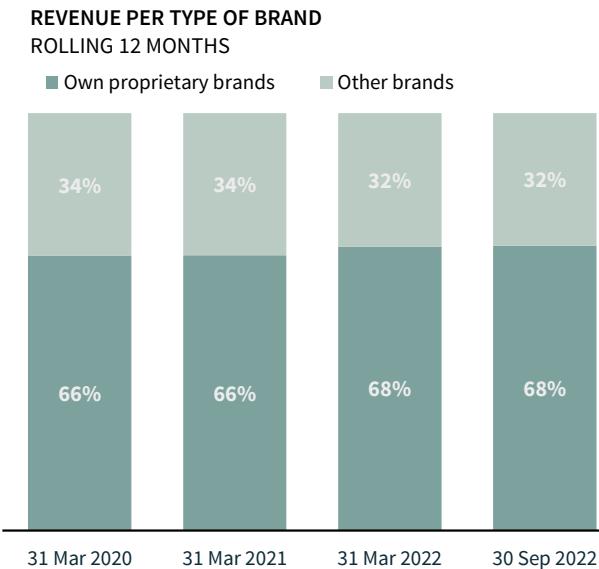
- ❖ Revenue increased by 3 % to MSEK 2,273 (2,207)
 - ❖ Increased by 1 % in local currency – of which 4 % organic decrease and 5 % increase from acquisition
 - ❖ Exchange-rate fluctuations had a positive impact of 2 % on revenue
- ❖ EBITA increased by 10 % to MSEK 175 (159)
- ❖ EBITA margin improved to 7.7 % (7.2)
- ❖ Three acquisitions have been carried out, with total annual revenue of approximately MSEK 200
- ❖ Earnings per share R12 months increased to SEK 7.75 (6.85)

Without halted Luna deliveries earnings trend in line with historic trend

Increased earnings adjusted for IT attack



Own brands will increase share



Building Materials - EBITA increase 24% and margin 1.1 percentage points in Q2

MSEK	Three months	Six months	Year 21/22
Revenue	310	699	1,340
EBITA	26	63	94
EBITA margin (%)	8.4	9.0	7.0

- ❖ The construction market in Sweden and Norway were stable
- ❖ Increased revenue and improvement in margins
- ❖ ESSVE continuing its positive earnings development
- ❖ The fire safety companies performed well, organic growth of 10 %



FireSeal



Workplace Safety - EBITA increased by 21% margin 1.0 percentage points in Q2

MSEK	Three months	Six months	Year 21/22
Revenue	378	789	1,633
EBITA	35	74	145
EBITA margin (%)	9.3	9.4	8.9



- ❖ Demand for personal protective equipment remained stable
- ❖ Positive earnings trend – Increased revenue, along with acquisitions and stronger margins
- ❖ Guide was named Supplier of the Year 2021 by a major Nordic reseller chain

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Tools & Consumables - IT attack negative impact on EBITA approximately MSEK 10 in Q2

MSEK	Three months	Six months	Year 21/22
Revenue	395	805	1,641
EBITA	24	41	103
EBITA margin (%)	6.1	5.1	6.3



- ❖ Demand stable, but IT attack on Luna's logistics partner had negative impact on revenue September
 - ❖ Other companies in division increased their earnings 30 %
- ❖ Luna continued to replace unprofitable volume products
- ❖ Luna secured a major new customer contract focused on products with higher added value
- ❖ As expected, acquired units made positive contribution

Double EBITA by FY2526 at the latest

Improve profitability, EBITA and cash flow in all divisions

- prioritising earnings growth before revenue growth
- focus on higher added value transactions, lower priority on transactions with weaker margins
- implement cost-saving measures to increase efficiency and profitability
- activities to reduce and optimize inventory levels are being intensified
- increasing our acquisition rate over time



**Expect our impressive earnings trend to resume in line with our plan
to double the Group's operating profit within 4–5 years**