

BERGMAN & BEVING

INTERIM REPORT

1 April – 30 September 2024

23 October 2024

Magnus Söderlind – CEO
Peter Schön – CFO



HIGHLIGHTS

Second Quarter 2024/2025

Increased earnings, profitability & EPS

- ❖ EBITA increased 12 percent
- ❖ Profitability (P/WC) increased 6 percentage units
- ❖ EPS for the year increased 12 percent

Despite a continued tough market

- ❖ Employees Construction & Industry Nordics -3.4 percent



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Diamonds are formed under pressure

- ❖ Reduced cost in comparable units
- ❖ Maintaining a strong gross margin
- ❖ Reduced inventory organically MSEK 180
- ❖ All three divisions increased profits
- ❖ 19 consecutive quarters with increased profits
- ❖ Continue to deliver on our acquisition strategy

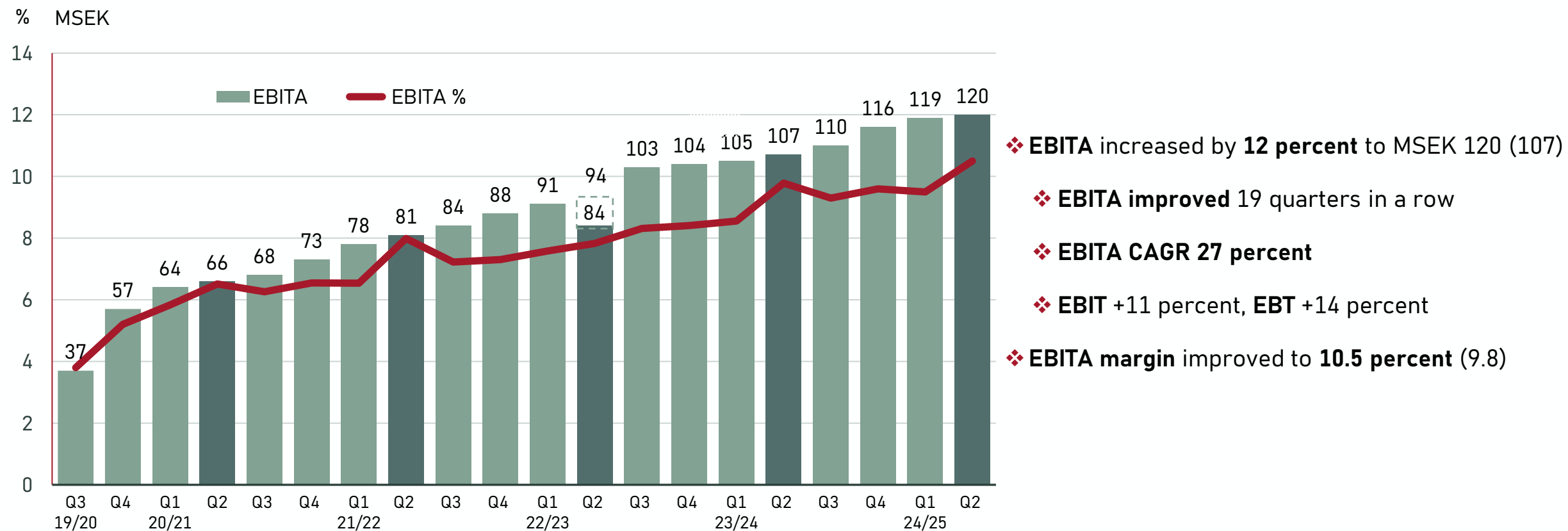


TARGET TO ACQUIRE TOTAL EARNINGS OF MSEK 50–80

		Division	Annual Revenue MSEK	EBITA %	P/WC %	
Q1	 Maskinab	Industrial Equipment	35	>15	>45	
Q2	 Spraylat	Core Solutions	40	>15	>45	
Q3	 Levypinta	Core Solutions	180	>15	>45	
Total			255			

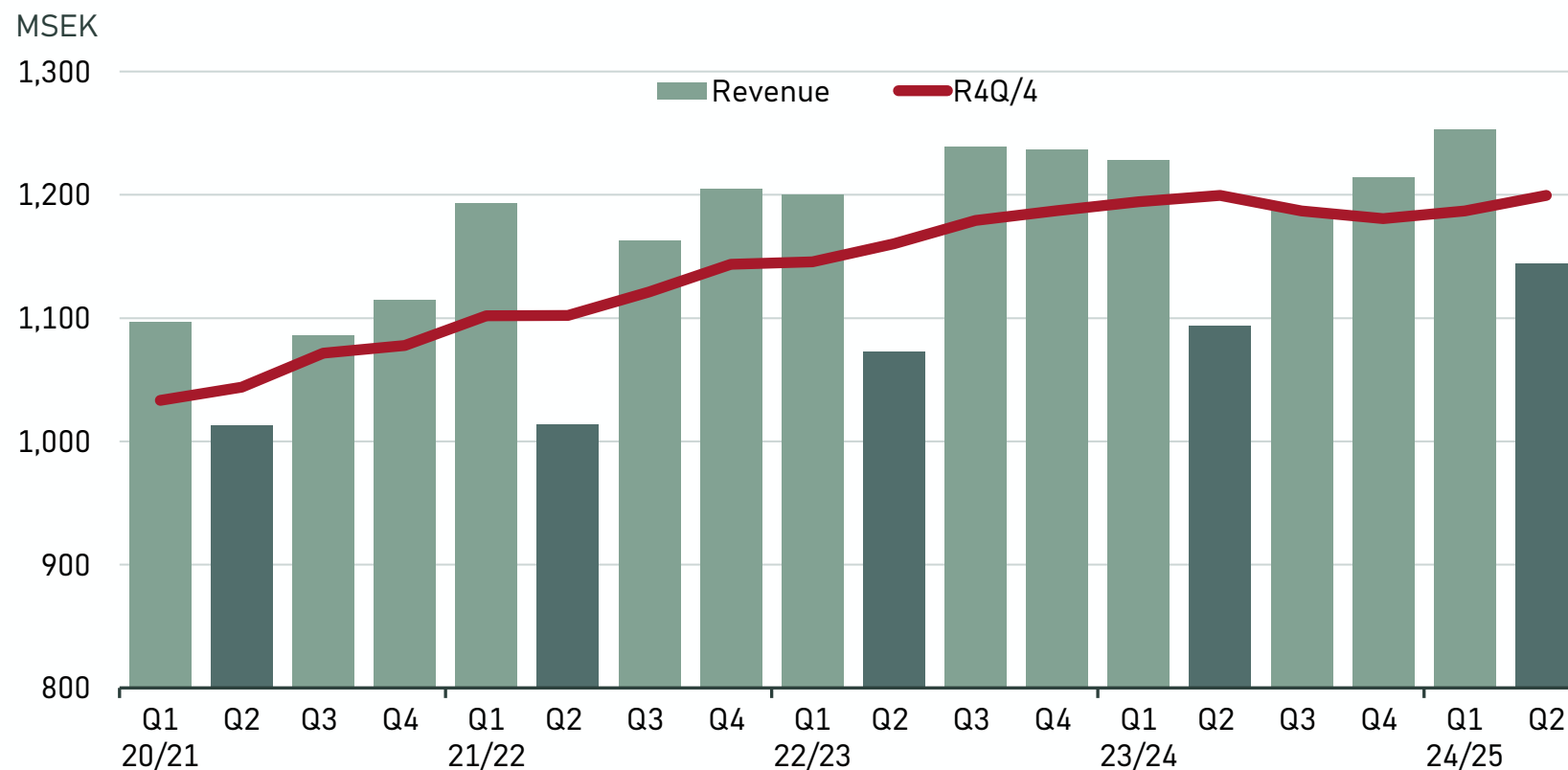
19 CONSEQUITIVE QUARTERS WITH INCREASED EBITA

EBITA per quarter

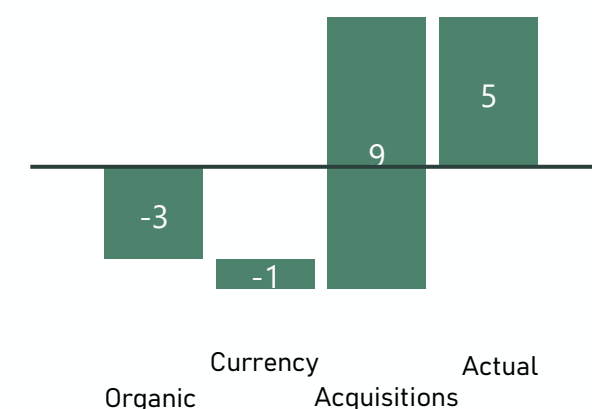


A SOFTER UNDERLYING MARKET (CONTINUED FOCUS ON HIGH-MARGIN BUSINESSES)

Revenue per quarter

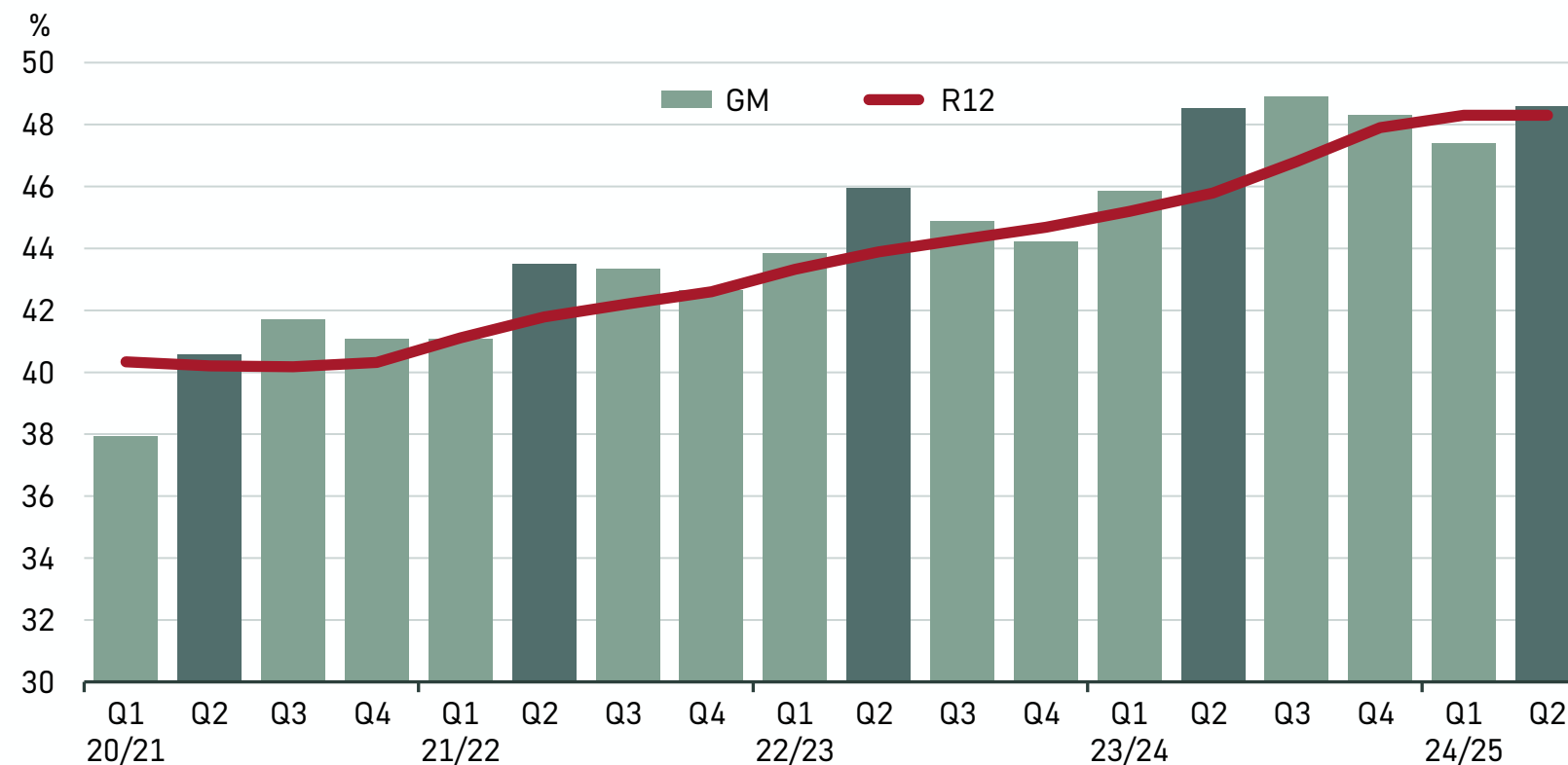


Quarterly Revenue Growth, %

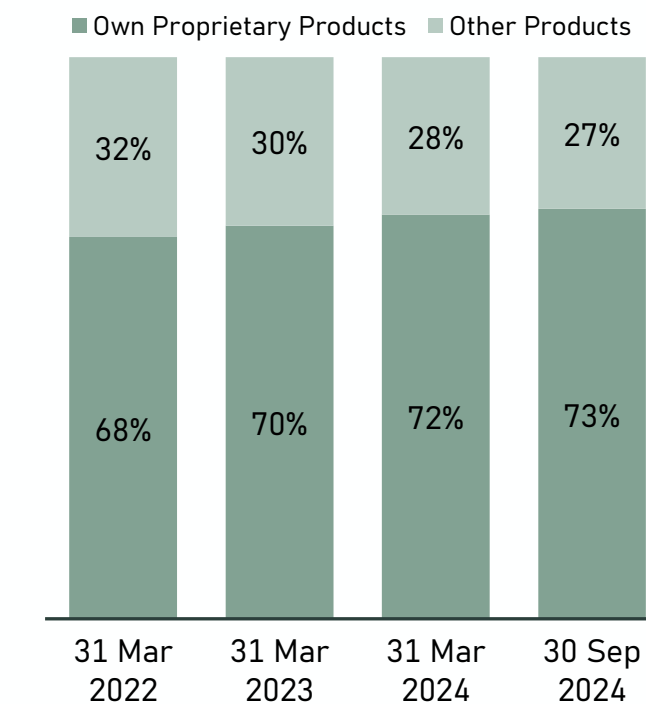


GROSS MARGIN IMPROVEMENT PROGRESSING MORE GRADUALLY

Gross margin per quarter

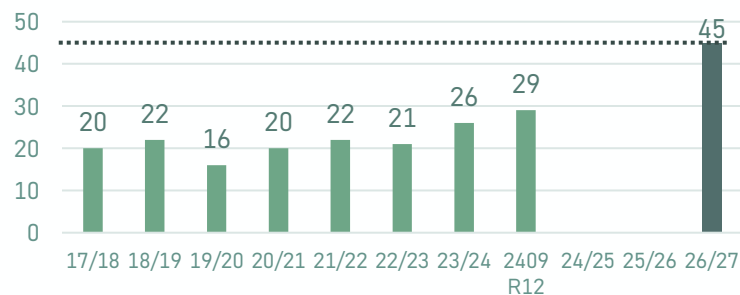


Revenue per type of products Rolling 12 months



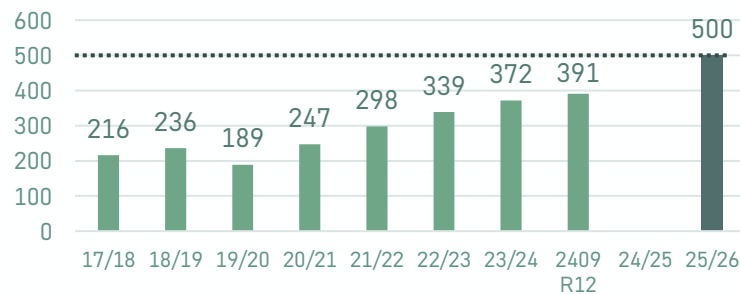
GROUP TARGET OVERVIEW

P/WC



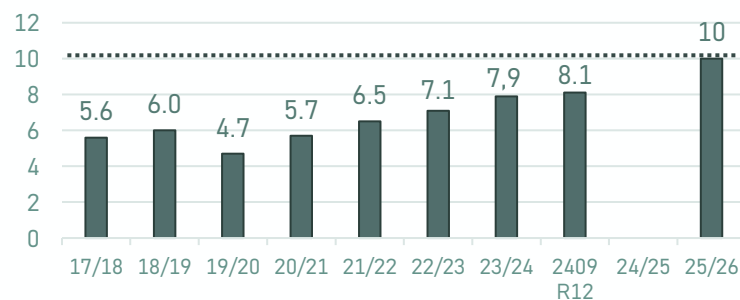
45%
latest FY26/27

EBIT



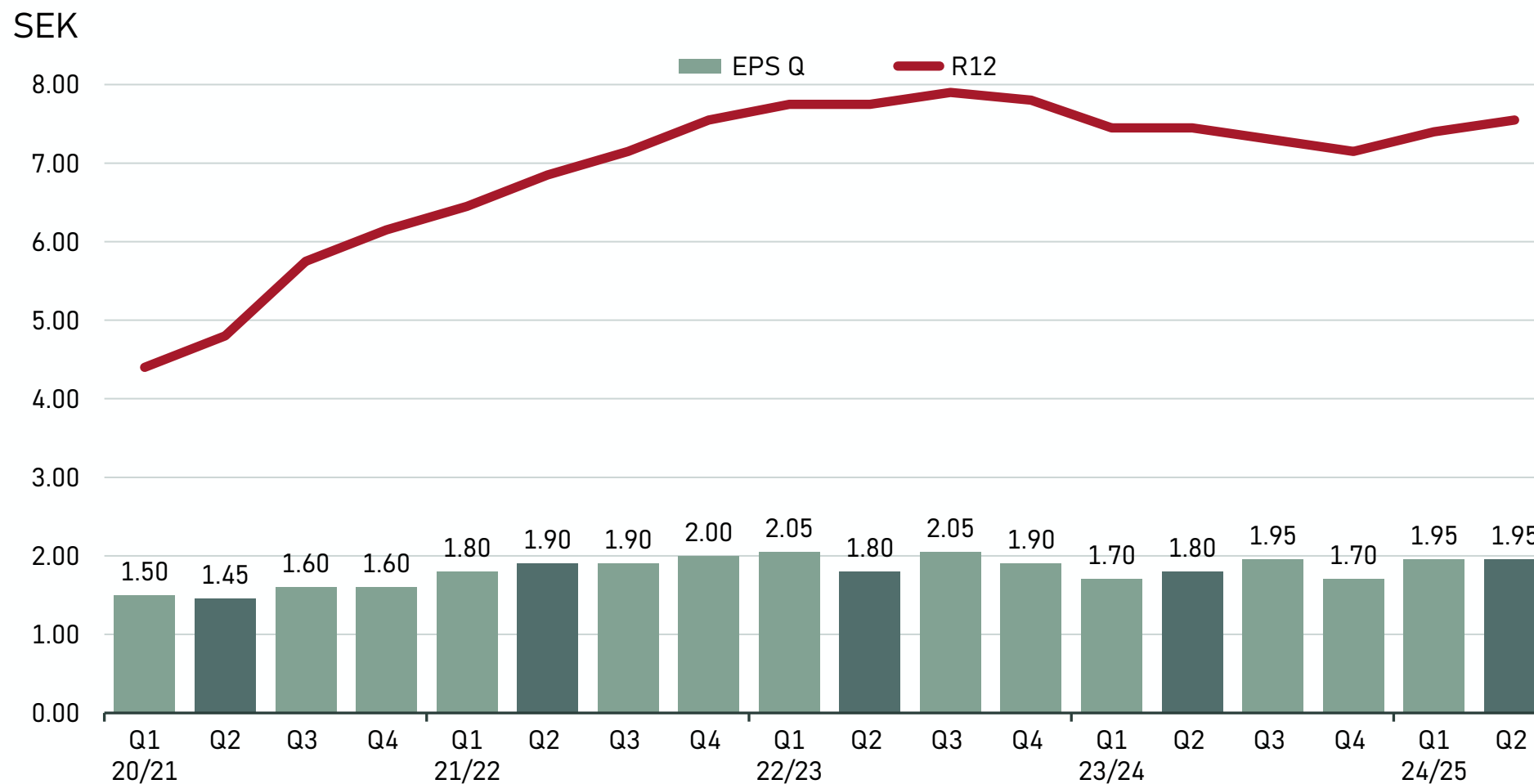
500 MSEK
latest FY25/26

EBIT-
margin

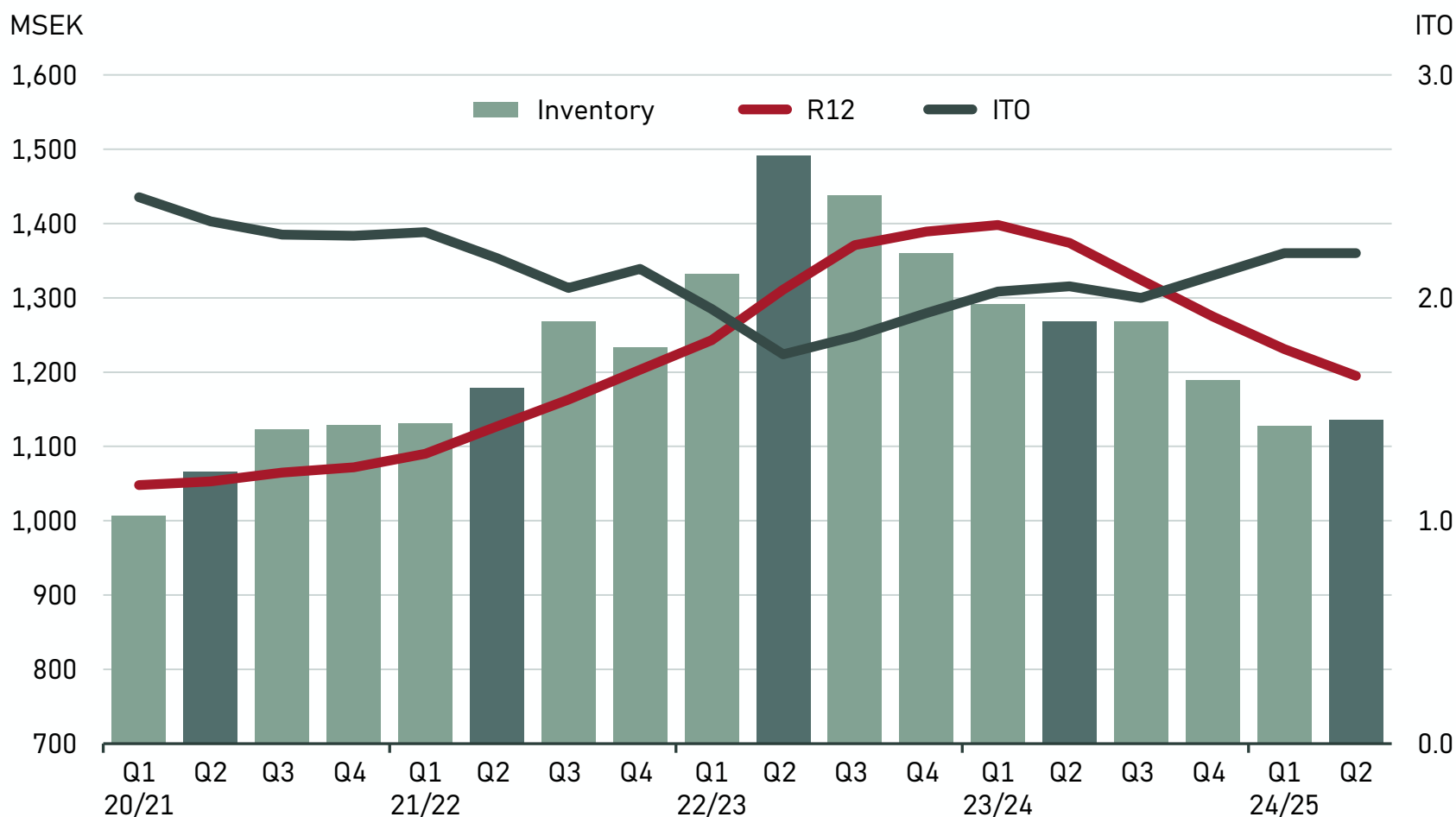


>10%
latest FY25/26

TURNING POINT FOR EPS

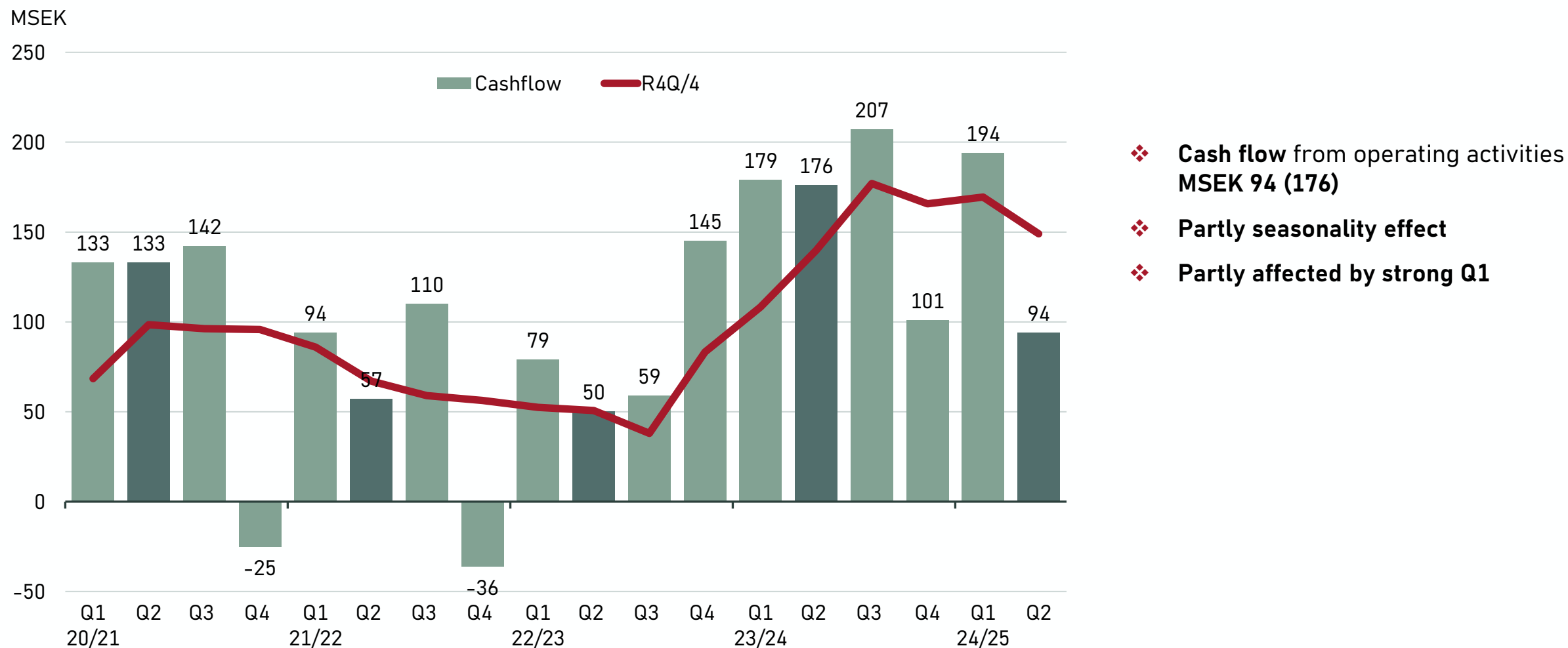


INVENTORY LEVEL – STILL POTENTIAL FOR INCREASED ITO

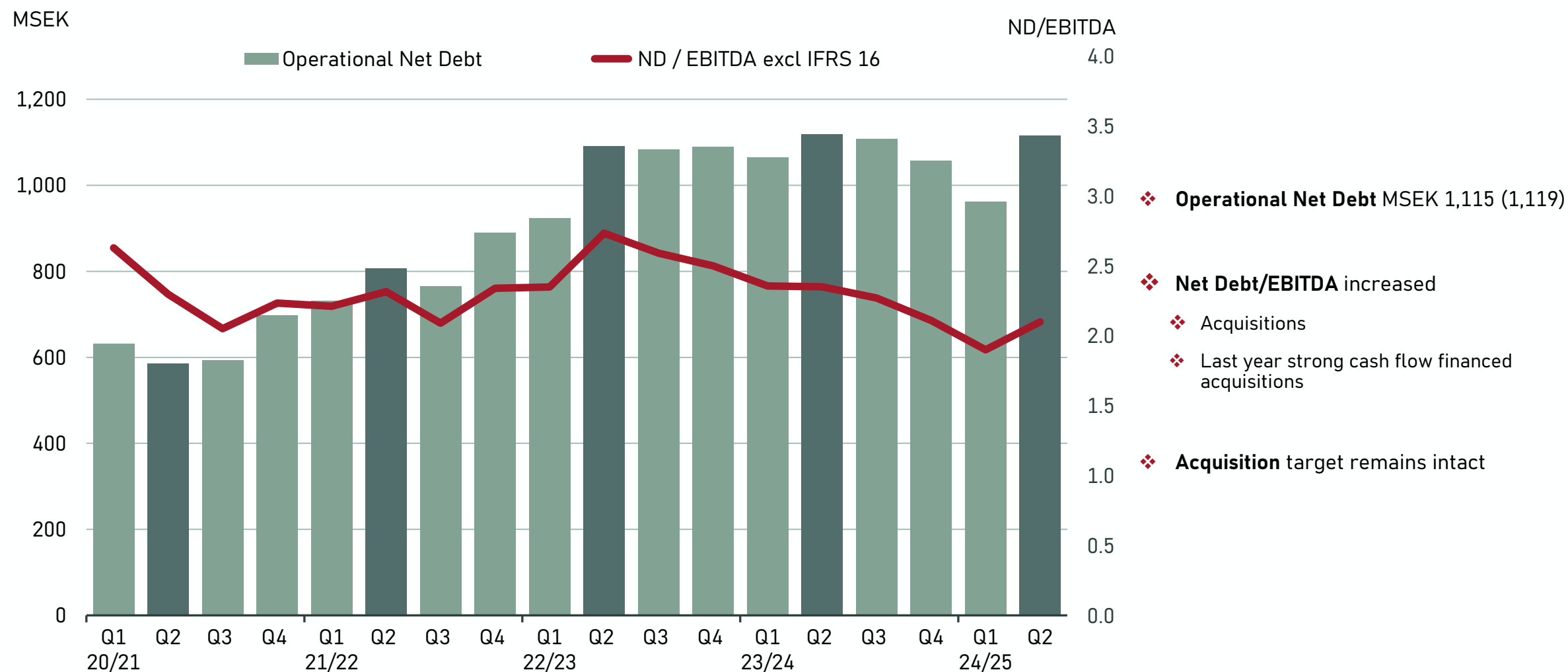


- ❖ **Inventory** amounted to MSEK 1,136 (1,268)
- ❖ **Organic** inventory reduction MSEK 180
 - ❖ Increased due to acquisition
 - ❖ Organic inventory level unchanged to Q1 – seasonally higher Q2/Q3
- ❖ **ITO still not on “pre covid levels”**
- ❖ **Reduction will continue but in lower pace**

CASH FLOW FROM OPERATING ACTIVITIES IN LINE WITH EXPECTATION



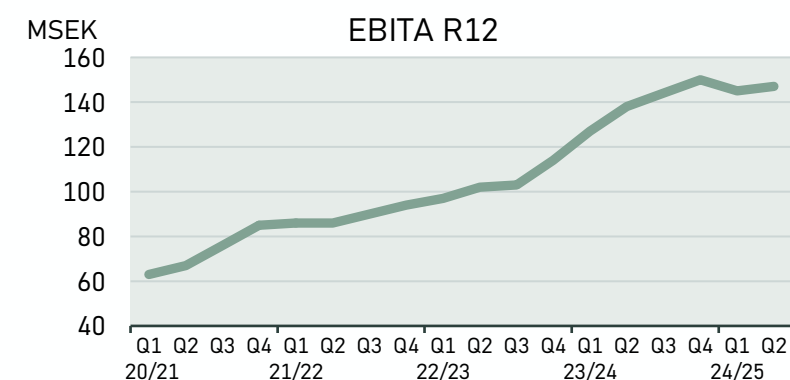
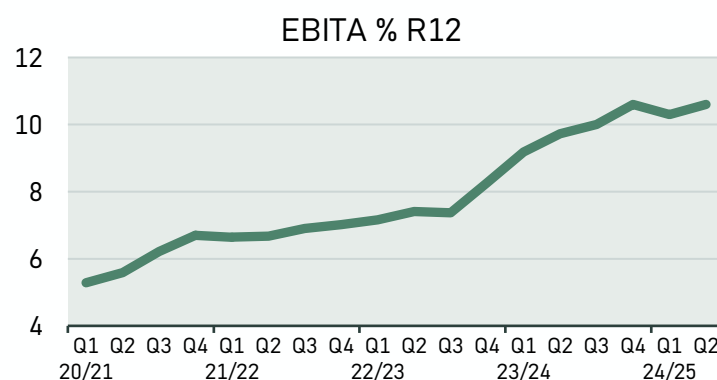
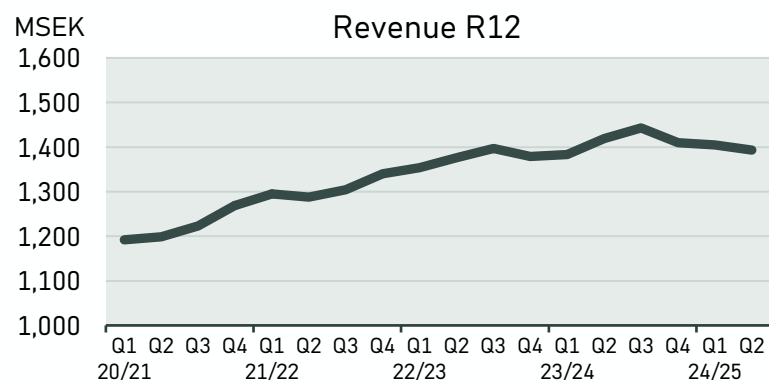
THE NET DEBT SUPPORTS THE ACQUISITION PLAN



CORE SOLUTIONS

Still facing a slow market but manage to improve profit and profitability

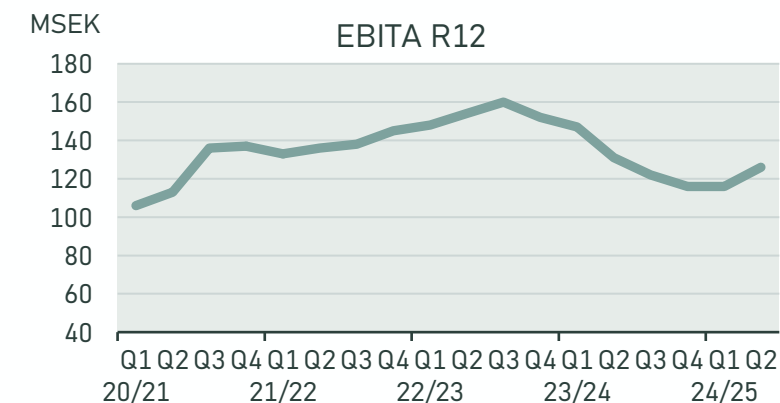
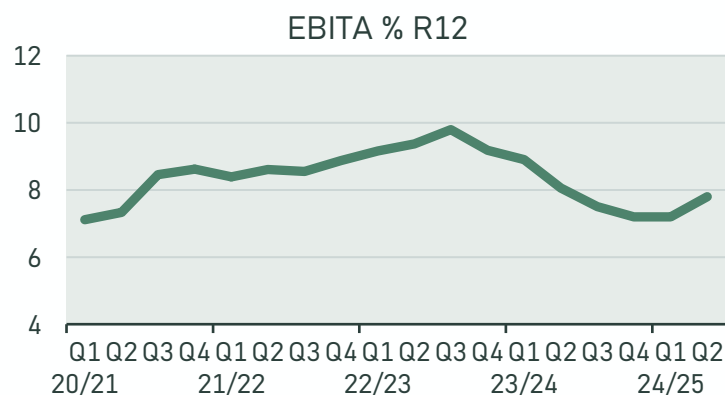
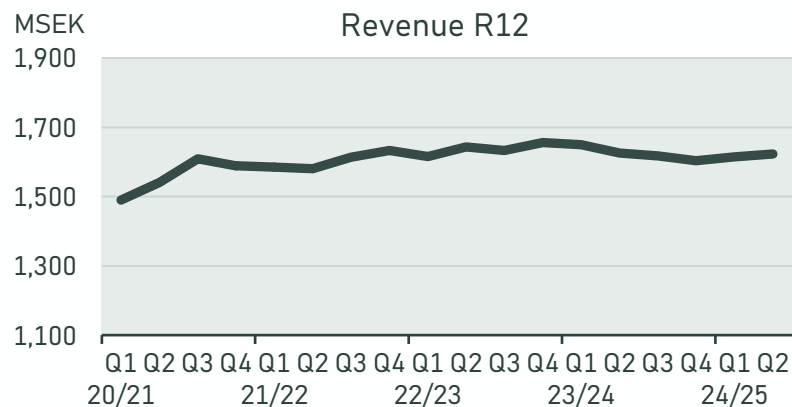
- ❖ Majority of division companies faced a **weaker demand including ESSVE...**
...but ESSVE increased turnover in Sweden due to new customer contracts
- ❖ **Acquired Spraylat** July 1 and **Levypinta** October 1
- ❖ **Revenue** MSEK 334 (346)
- ❖ **EBITA** increased by 5 percent to MSEK 39 (37)
- ❖ **EBITA margin** 11.7 percent (10.7)



SAFETY TECHNOLOGY

Improved profits by revenue increase, improved gross margin and lower cost

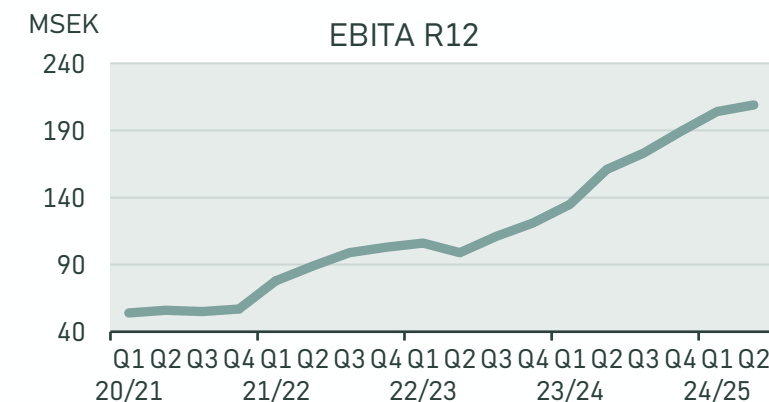
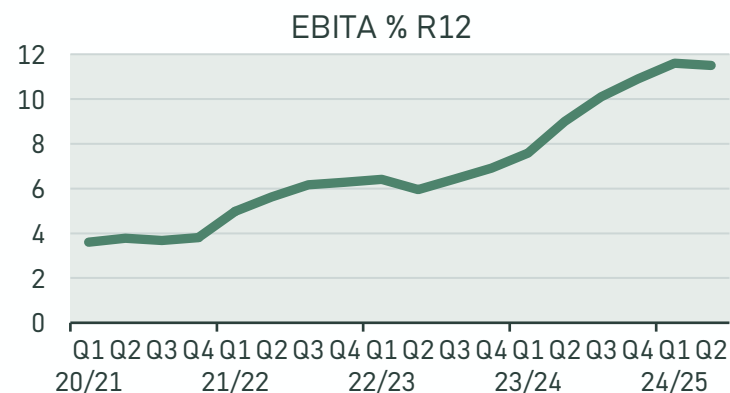
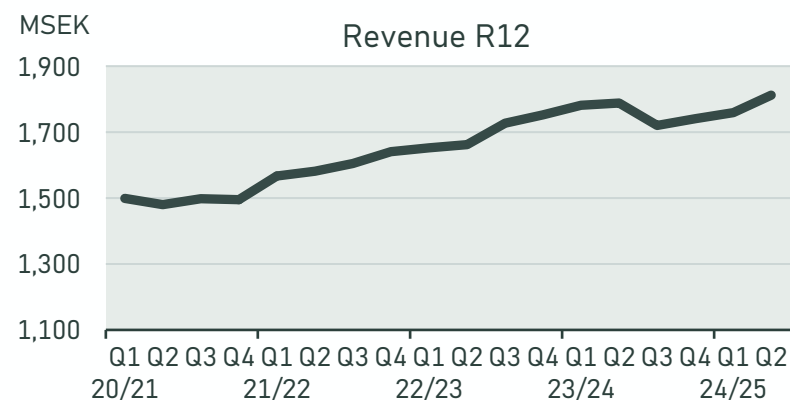
- ❖ Eric Persson new division head since mid Q1
- ❖ Five out of seven companies increased profits
- ❖ Skydda's efficiency measures and product phase-out have an impact, but the underlying market remains slow
- ❖ Revenue increased by 2 percent to MSEK 362 (354)
- ❖ EBITA increased by 53 percent to MSEK 29 (19)
- ❖ EBITA margin 8.0 percent (5.4)



INDUSTRIAL EQUIPMENT

Profit continues to expand, mainly driven by acquired companies

- ❖ Nordic industry customers demand stable but on a lower level
- ❖ The profit and margin improvement is primarily related to acquired companies
- ❖ Luna's cost reductions and product phase-outs had a positive impact, outweighed by a slower underlying market
- ❖ Revenue increased by 13 percent to MSEK 455 (402)
- ❖ EBITA increased by 10 percent to MSEK 55 (50)
- ❖ EBITA margin 12.1 percent (12.4)



HOW TO REACH '500/ten/45'

WHAT WE ALWAYS DO

- ❖ Profit expansion over revenue growth
- ❖ B&B Focus Model guides capital allocation
- ❖ Company-by-company strategy, goals and activities
- ❖ Group support – B&B Tool Box
- ❖ Acquisition of highly profitable B2B companies with leading positions in growing niche markets

CURRENT GROUP THEMES

- ❖ Continue work to strengthen Cash Flow
 - ❖ Stock (ITO) back to 'pre-corona' levels
 - ❖ Cautious asset investments
- ❖ Tight Cost Control (COS%)
- ❖ Gross margin protection
- ❖ Prepare to capitalize on an improved economic situation

Contact

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Calendar



5 February 2025

Interim Report 1 April – 31 December 2024



9 May 2025

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SHAPING GREAT COMPANIES SINCE 1906