

# BERGMAN & BEVING

Year End Report 2021/2022

13 May 2022

Magnus Söderlind – CEO  
Peter Schön – CFO

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# Quarter and full-year with improved profit & margin

## Fourth quarter – continued positive profit and margin trend

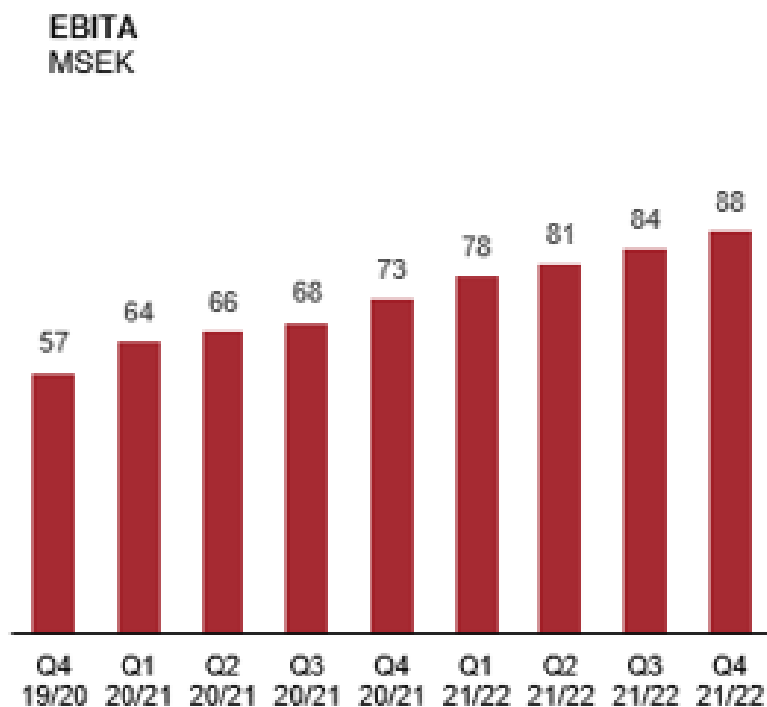
- ❖ Revenue increased by 8 % to MSEK 1,205 (1,115)
  - ❖ Increased by 5 % in local currency – of which 1 % organic
- ❖ EBITA increased by 21 % to MSEK 88 (73)
- ❖ EBITA margin improved to 7.3 % (6.5)

## 12 months – Highest-ever margin and annual earnings

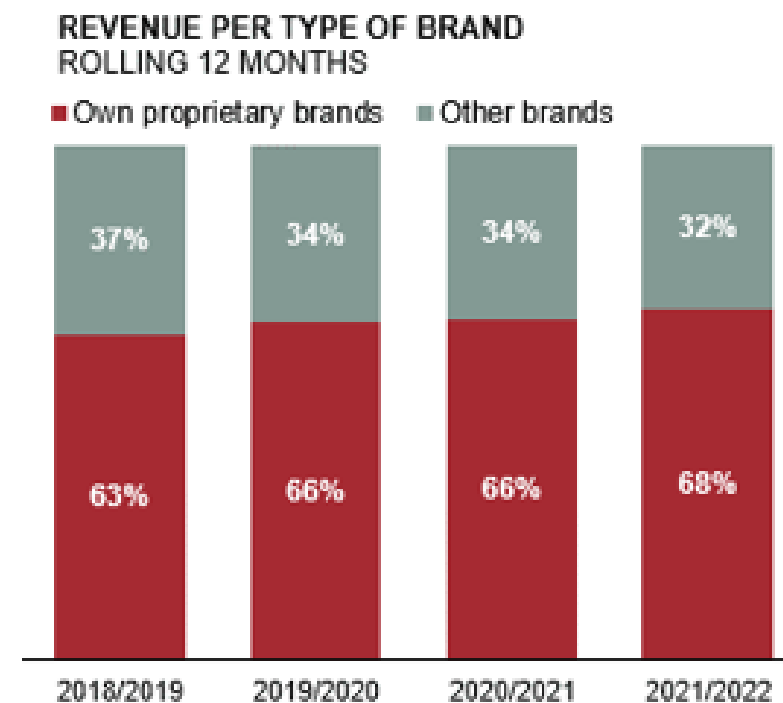
- ❖ Revenue increased by 6 % to MSEK 4,575 (4,311)
  - ❖ Increased by 5 % in local currency - most attributable to acquisitions
- ❖ EBITA increased by 22 % to MSEK 331 (271)
- ❖ EBITA margin improved to 7.2 % (6.3)
- ❖ All three of our divisions increased their revenue, earnings and operating margins
- ❖ Six acquisitions have been completed (Abtech, Albretsen, (3) Screen, Safety Technology, BSafe and Retco), one of which after the end of the period – total revenue approx. MSEK 170
- ❖ Earnings per share increased to SEK 7.55 (6.15)

# Continued positive profit trend

Increased EBITA nine consecutive quarters



Increased the share of proprietary products



# Building Materials – The year ended on a strong note

MSEK	Three months	FY21/22	FY20/21
Revenue	400	1,340	1,269
EBITA	29	94	85
EBITA margin (%)	7.3	7.0	6.7

- ❖ The construction market in Sweden and Norway were stable
- ❖ An increase in orders in the spring period for ESSVE compared with the preceding year
- ❖ ESSVE and Fireprotection preformed well
  - ❖ Good delivery capacity (higher buffer inventories)



# Workplace Safety – Compensated for COVID-19 related items in the preceding year

MSEK	Three months	FY21/22	FY20/21
Revenue	402	1,633	1,589
EBITA	37	145	137
EBITA margin (%)	9.2	8.9	8.6

- ❖ Demand for COVID-19 related items was lower than in the preceding year
  - ❖ Primarily had an impact on Skydda, Guide and Zekler
- ❖ Other units – favourable demand and improved earnings
  - ❖ Cresto and SIS Group more than doubled their earnings
- ❖ As expected, acquired units made positive contributions



**CRESTO GROUP**  
EXPECT MORE

**SISGROUP**  
SAFETY & INDUSTRIAL SIGNAGE

**GUIDE**  
THE RIGHT GLOVES

**ARBESKO**  
Skomakare sedan 1839

**ZEKLER**

**SKYDDA**  
PROTECTING PEOPLE

# Tools & Consumables – Strong earnings and margins increase

MSEK	Three months	FY21/22	FY20/21
Revenue	413	1,641	1,495
EBITA	25	103	57
EBITA margin (%)	6.1	6.3	3.8

- ❖ Demand remained favourable
- ❖ Luna continued to replace unprofitable volume products – increased profit > MSEK 30
- ❖ Teng Tools increased its sales in all markets – good earnings trend
- ❖ As expected, acquired units made positive contributions



H.M. Albretsen

Luna



UVECO



BELANO MASKIN AB

# Double EBITA by FY2526 at the latest

- ❖ Further improvement potential in all divisions
    - ❖ Potential transformed into tangible action plans for each company; organic growth, improved margins and working capital optimisation
  - ❖ Intensified our work related to acquisitions
    - ❖ Prioritising leading product companies – niche needs in construction and industry
    - ❖ With improved profitability and cash flows → increase rate of acquisition
  - ❖ Growing inflation and uncertainty about where the economy is heading
    - ❖ Good potential to double the Group's operating profit within 4–5 years
    - ❖ Assuming that the underlying situation does not dramatically worsen
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