

BERGMAN & BEVING

Year End Report 2021/2022

13 May 2022

Magnus Söderlind – CEO
Peter Schön – CFO

Quarter and full-year with improved profit & margin

Fourth quarter – continued positive profit and margin trend

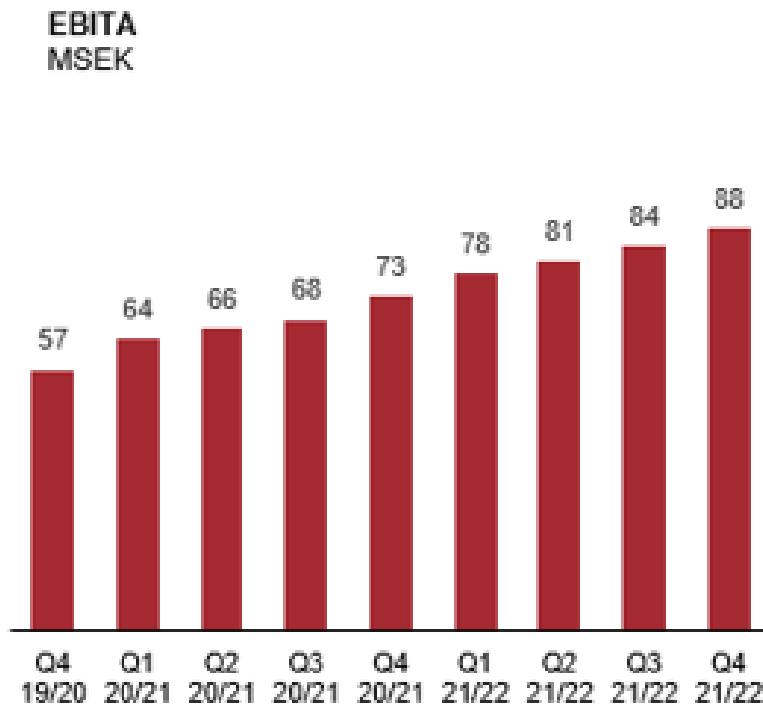
- ❖ Revenue increased by 8 % to MSEK 1,205 (1,115)
 - ❖ Increased by 5 % in local currency – of which 1 % organic
- ❖ EBITA increased by 21 % to MSEK 88 (73)
- ❖ EBITA margin improved to 7.3 % (6.5)

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

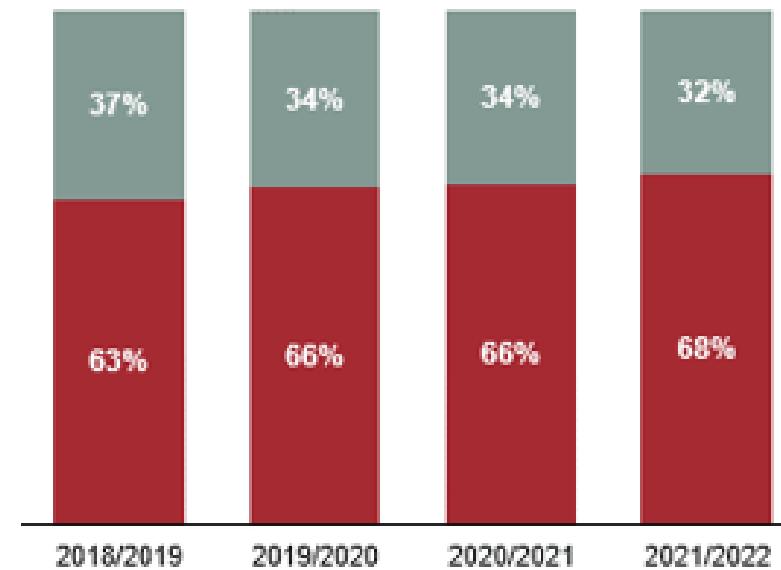
Increased EBITA nine consecutive quarters



Increased the share of proprietary products

REVENUE PER TYPE OF BRAND
ROLLING 12 MONTHS

■ Own proprietary brands ■ Other brands



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 performed 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



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Skomakare sedan 1839

SKYDDA
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- ❖ 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

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

LIDÉN
WEIGHING

UVECO

GERM

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 aquisitions
 - ❖ 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