

BERGMAN & BEVING

Year End Report 2020/2021

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1 April–31 March 2021

Fourth quarter

- Revenue increased by 2 percent to MSEK 1,115 (1,090).
 - Revenue increased by 5 percent in local currency, of which 2 percent was organic and 3 percent was from acquisitions.
 - Exchange-rate fluctuations had a negative impact of 3 percent on revenue.
- EBITA increased by 28 percent to MSEK 73 (57) and the EBITA margin improved to 6.5 percent (5.2).
- Cash flow from operating activities was on level with the previous year.

12 months

- Revenue increased by 6 percent to MSEK 4,311 (4,060).
 - Revenue increased by 9 percent in local currency, of which 5 percent was organic and 4 percent was from acquisitions.
 - Exchange-rate fluctuations had a negative impact of 3 percent on revenue.
- EBITA increased by 30 percent to MSEK 271 (208) and the EBITA margin improved to 6.3 percent (5.1).
- Cash flow from operating activities increased to MSEK 383 (222).

1 April–31 March 2021

- Bergman & Beving continued the positive performance during the fourth quarter. It became our best quarter to date as an independent company both in revenue, operating profit and earnings per share.
 - Revenue increased by 5 percent in local currency, of which 2 percent was organic.
 - Operating profit (EBITA) increased by 28 percent to MSEK 73, and the operating margin improved to 6.5 percent.
 - The year as a whole became also a clear step in the right direction for Bergman & Beving. Revenue increased by 9 percent in local currency, of which 5 percent was organic.
 - Operating profit (EBITA) increased by 30 percent to MSEK 271, and the operating margin improved to 6.3 percent.
 - Cash flow from operating activities increased to MSEK 383, or SEK 14.40 per share.
 - We are pleased that we delivered our highest revenue and operating profit to date as an independent company and a record-breaking cash flow.
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1 April–31 March 2021

- Demand in our main markets was mostly strong during the quarter, with a limited impact from the pandemic.
 - During the year, demand has varied significantly between segments and regions.
 - In general, demand was higher than in the preceding year and many of our units strengthened their market positions, both organically and through acquisitions.
 - Our business areas have successfully handled both the challenges and the opportunities presented by the situation. Our decentralised model, with a large share of responsibility and decision-making taken on by the individual companies, has worked well.
 - All our divisions, led by Building Materials, improved their earnings and operating margins during the quarter.
 - Our largest product companies ESSVE, Guide, Arbesko, Cresto and Teng Tools, posted a positive performance, as did many of our smaller companies.
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1 April–31 March 2021

- For the full year, the Building Materials and Workplace Safety divisions delivered especially strong performances, with significant earnings improvements.
 - The Tools & Consumables division was negatively affected during the beginning of the year and gradually improved after adjustments were made to adapt to the new market conditions and demand recovered.
 - We increased our rate of acquisitions during the year and completed seven acquisitions.
 - The majority will become new niche profit units, while the two smallest companies were acquired to supplement our proprietary products in currently existing focus areas.
 - The intention is to complete additional value-generating acquisitions going forward and we are in ongoing discussions with several companies of interest.
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Building Materials

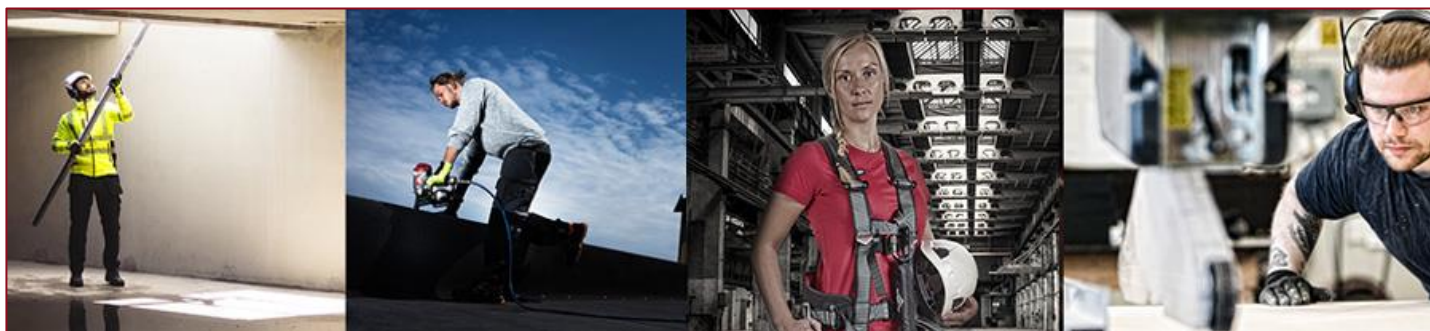
MSEK	Three months	12 months	Year 19/20
Revenue	364	1,269	1,143
EBITA	25	85	53
EBITA margin (%)	6.9	6.7	4.6

- The construction market was strong and demand in both Sweden and Norway was higher than in the preceding year.
- Sales increased in all companies.
- The margin improved despite the negative impact of a weak Norwegian krona and increased shipping costs.
- ESSVE Construction and ESSVE Industry led the positive earnings performance.
- The other units posted favourable earnings and operating margins.



Workplace Safety

MSEK	Three months	12 months	Year 19/20
Revenue	383	1,589	1,401
EBITA	30	137	95
EBITA margin (%)	7.8	8.6	6.8



- Demand for personal protective equipment was strong, although sales of protective equipment related to COVID-19 were not as high as in the year-earlier period.
- Cresto Group's earnings improved despite low service sales.
- The division also strengthened its position in fall protection and rescue at height through two European acquisitions, one of which was carried out after the end of the period.
- The division also improved its market position in safety signs through the acquisition of a Danish company.
- Guide performed well and strengthened its position in both the Nordic region and other prioritised markets.
- Arbesko also improved its position and made a strong contribution to the business area's earnings performance.



Tools & Consumables

MSEK	Three months	12 months	Year 19/20
Revenue	377	1,495	1,565
EBITA	21	57	73
EBITA margin (%)	5.6	3.8	4.7



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- A further recovery in demand was noted in the fourth quarter.
- Teng Tools experienced weaker demand as a result of lockdowns in many international markets.
- Luna increased its earnings through the implementation of various measures.
- The division strengthened its leading position in tool fall protection through an acquisition after the end of the period.
- The smaller technology companies in the division performed well, delivering positive earnings.