

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



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

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

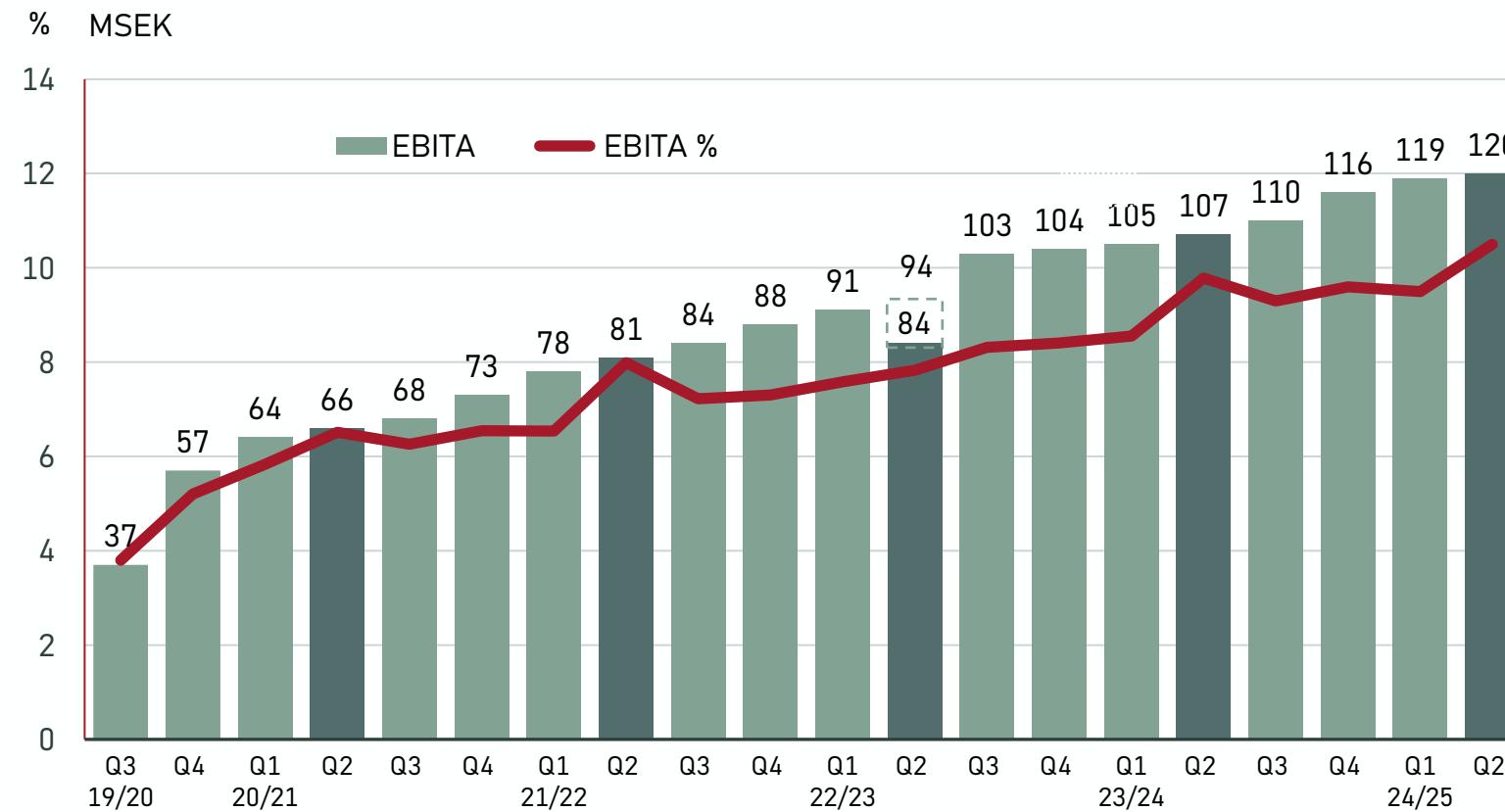


TARGET TO ACQUIRE TOTAL EARNINGS OF MSEK 50-80

	Division	Annual Revenue	EBITA	P/WC	
		MSEK	%	%	
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

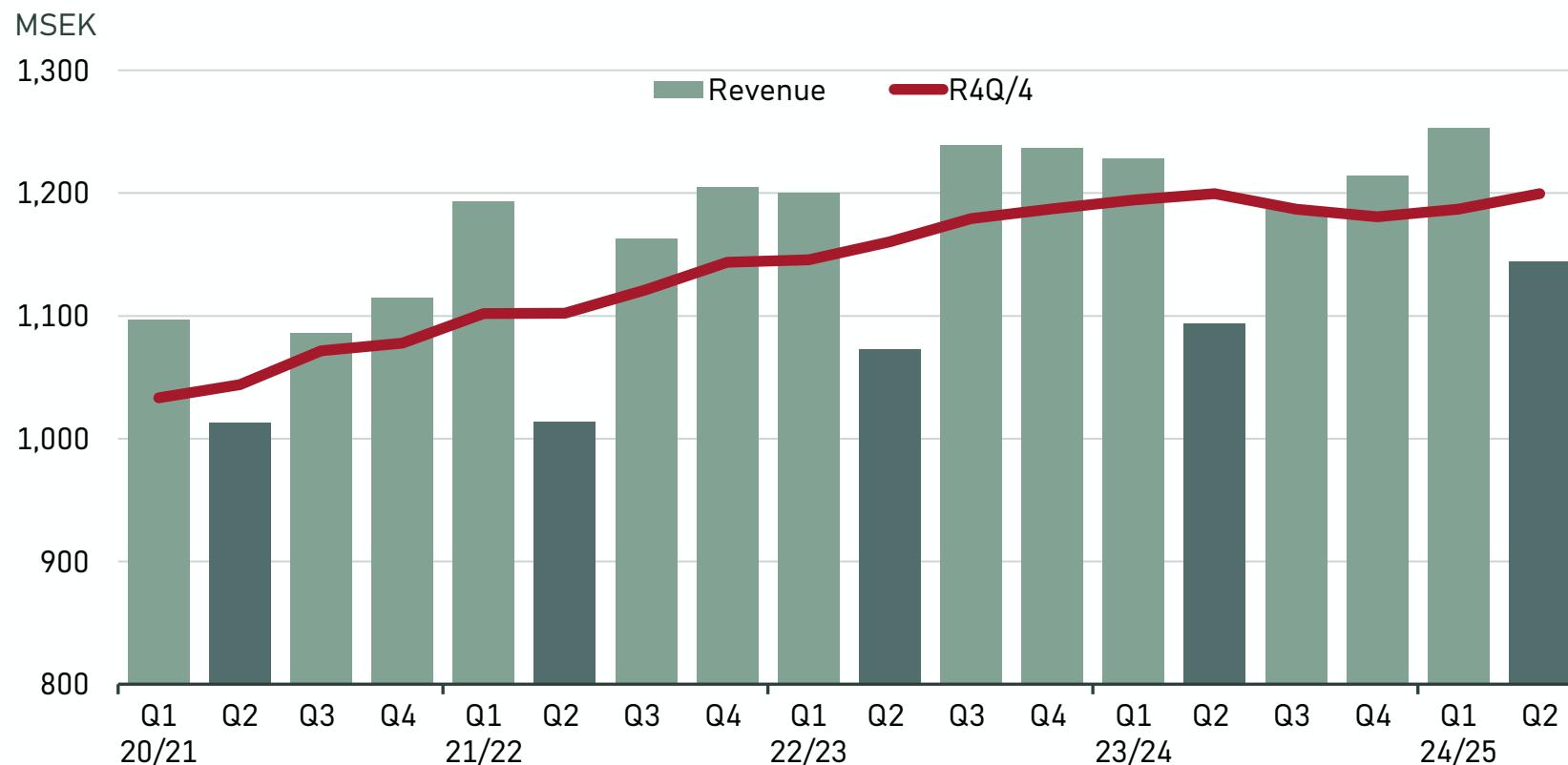
EBITA per quarter



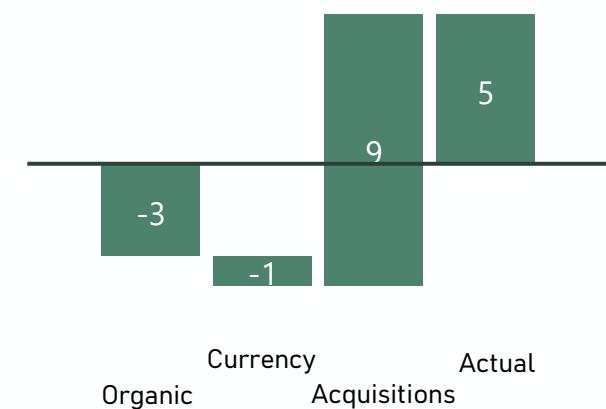
- ❖ EBITA increased by **12 percent** to MSEK 120 (107)
- ❖ EBITA improved 19 quarters in a row
- ❖ EBITA CAGR 27 percent
- ❖ EBIT +11 percent, EBT +14 percent
- ❖ EBITA margin improved to **10.5 percent** (9.8)

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

Revenue per quarter

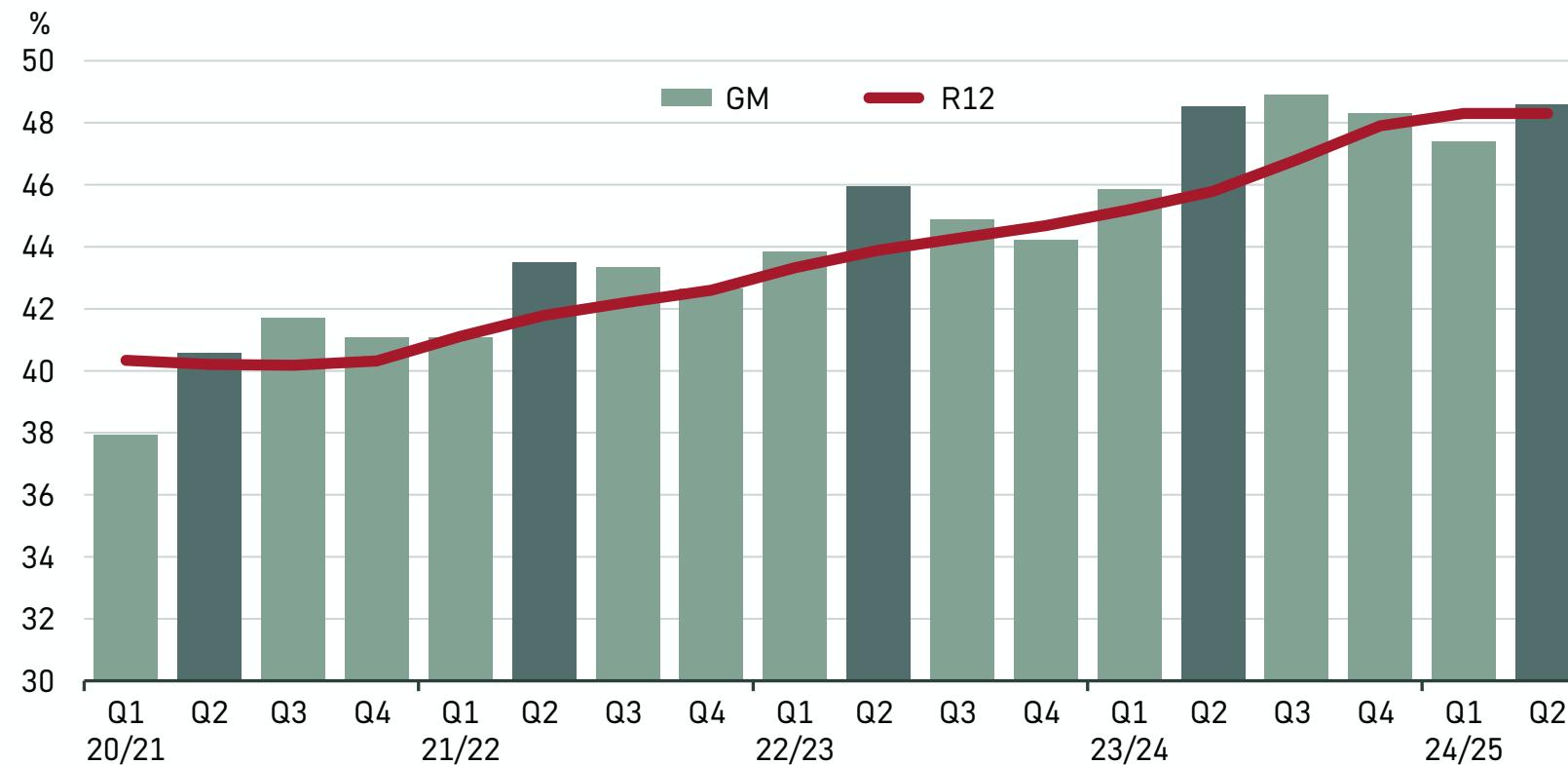


Quarterly Revenue Growth, %

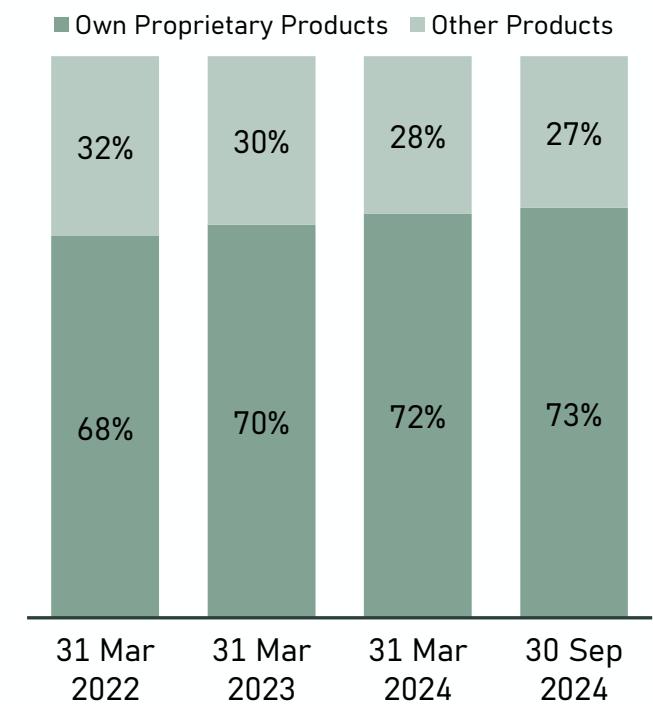


GROSS MARGIN IMPROVEMENT PROGRESSING MORE GRADUALLY

Gross margin per quarter

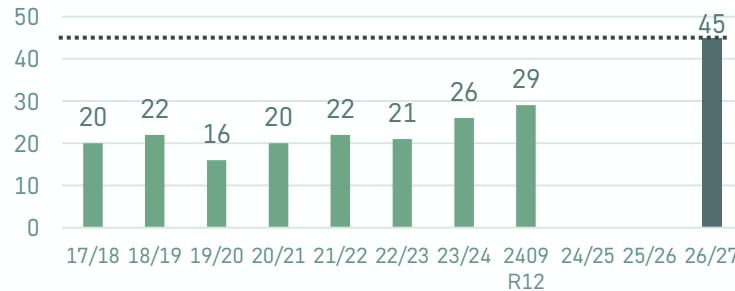


Revenue per type of products Rolling 12 months



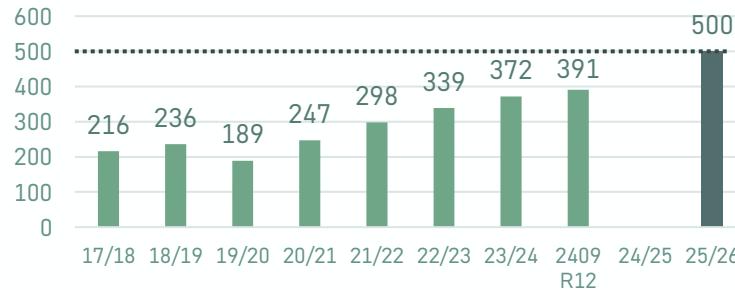
GROUP TARGET OVERVIEW

P/WC



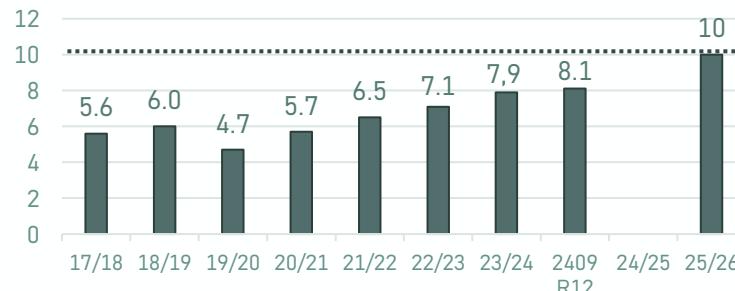
45%
latest FY2627

EBIT



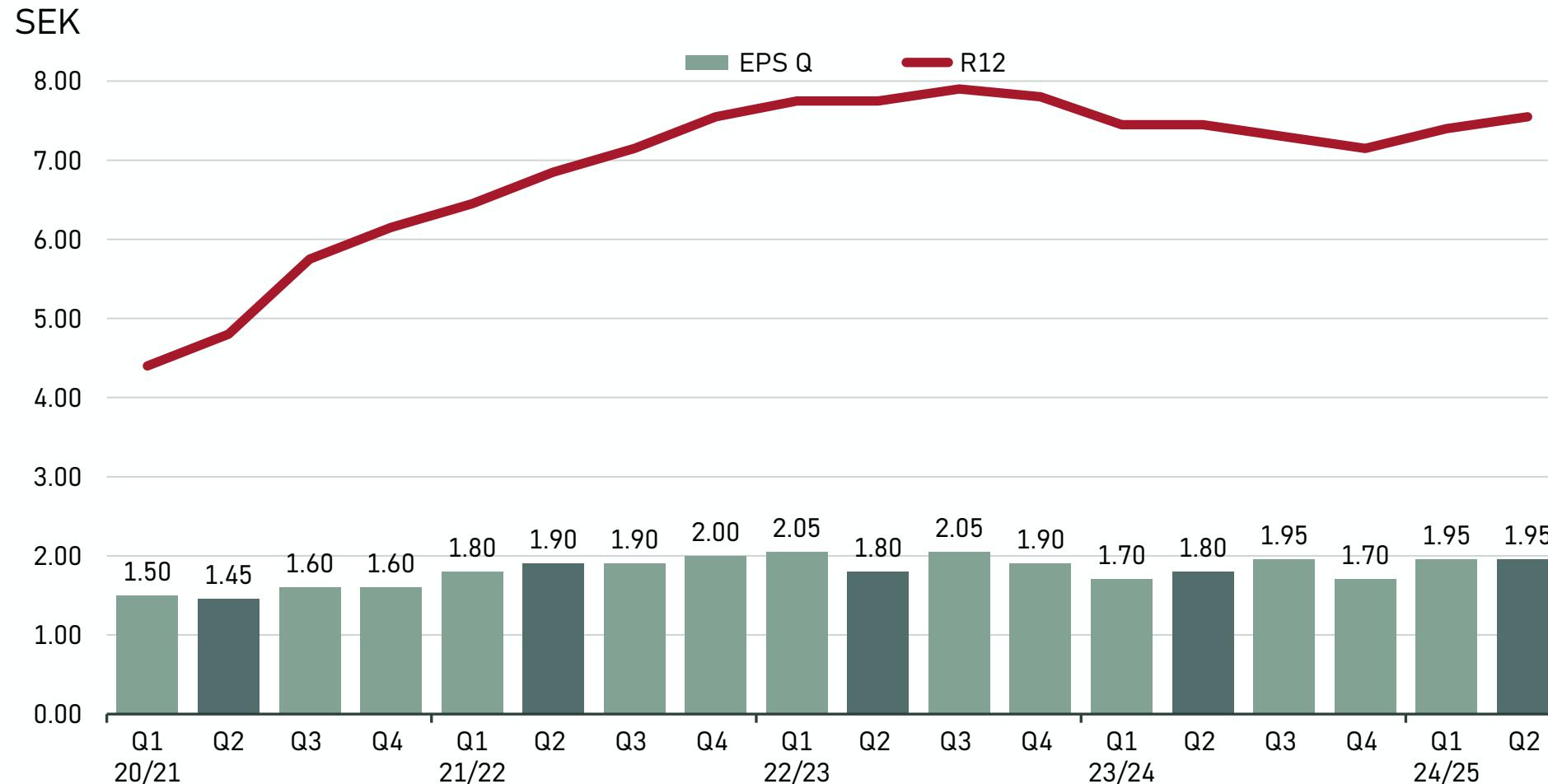
500 MSEK
latest FY2526

EBIT-
margin

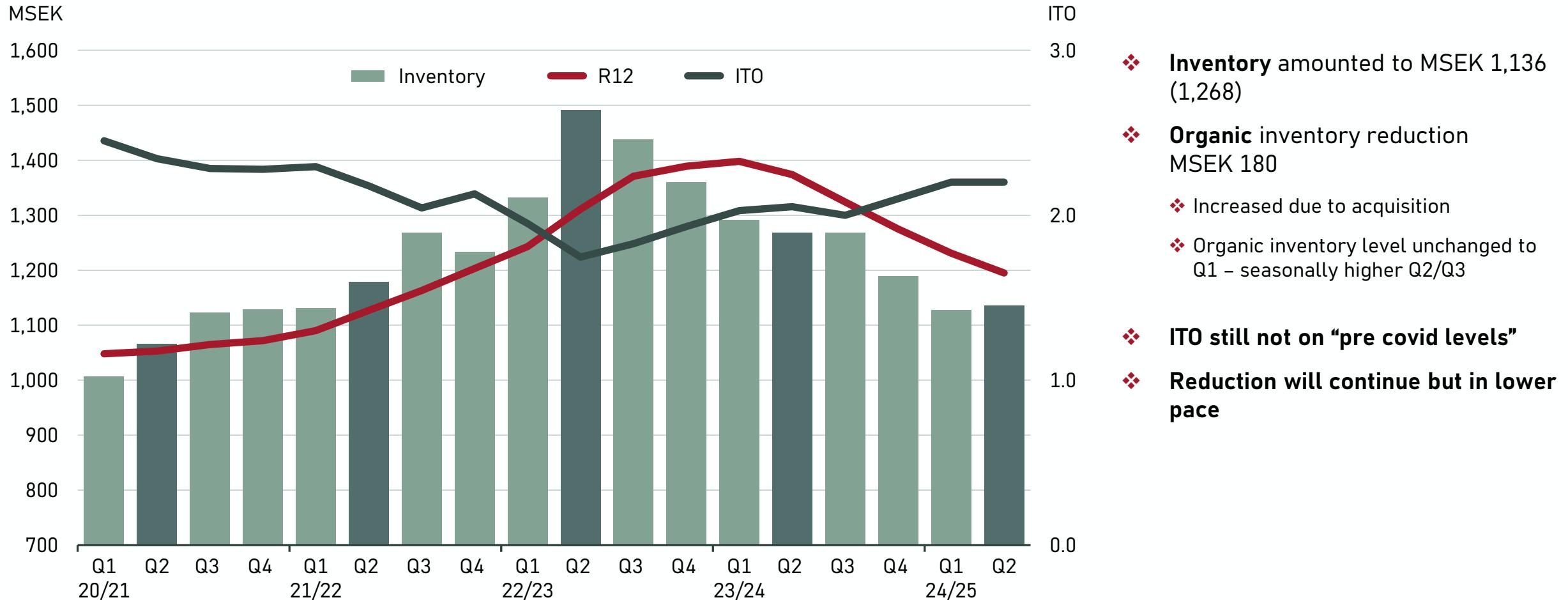


>10%
latest FY2526

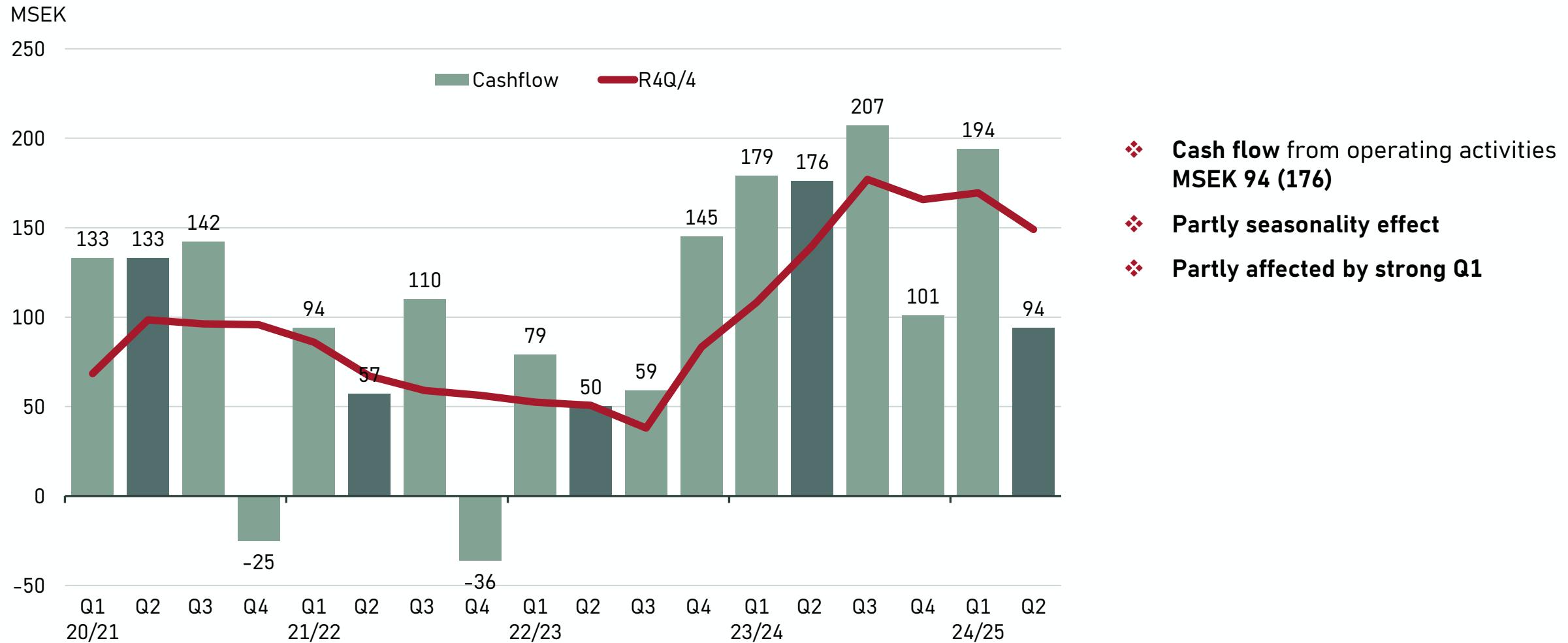
TURNING POINT FOR EPS



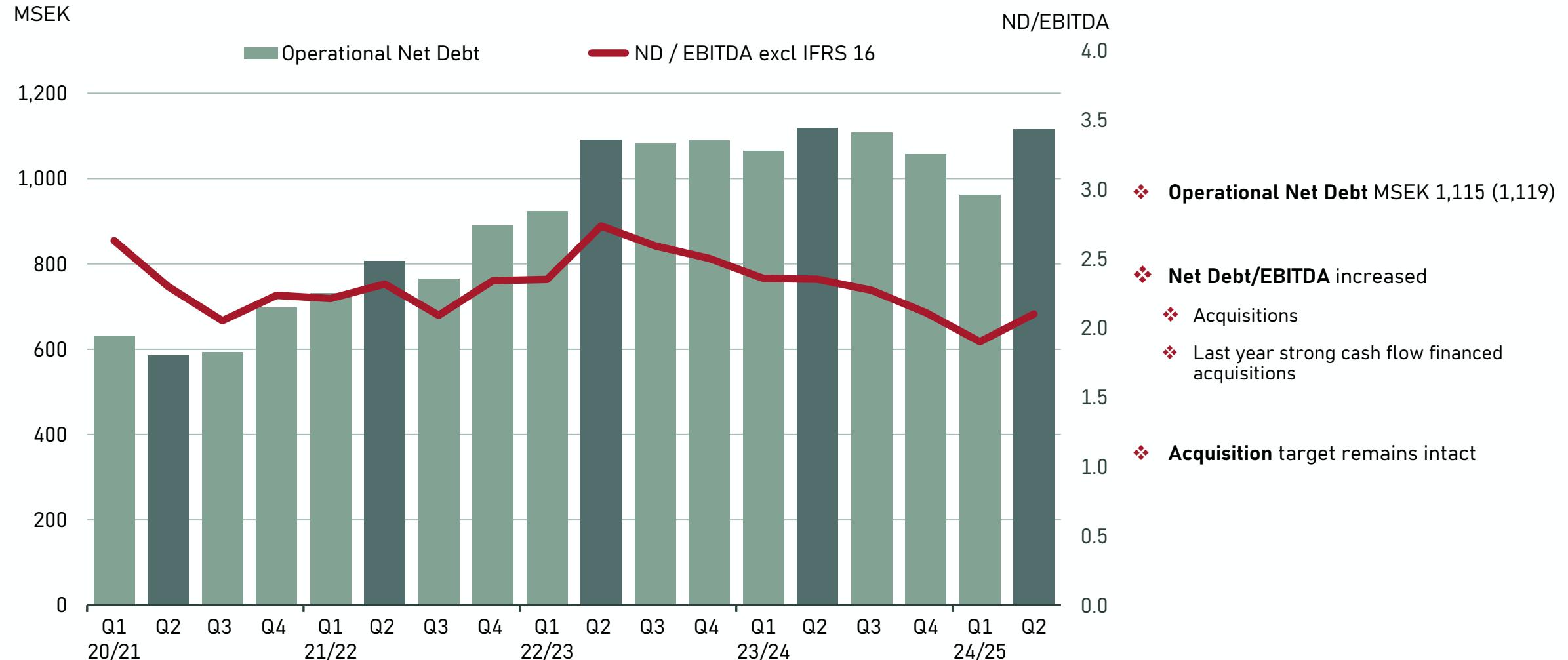
INVENTORY LEVEL – STILL POTENTIAL FOR INCREASED ITO



CASH FLOW FROM OPERATING ACTIVITIES IN LINE WITH EXPECTATION



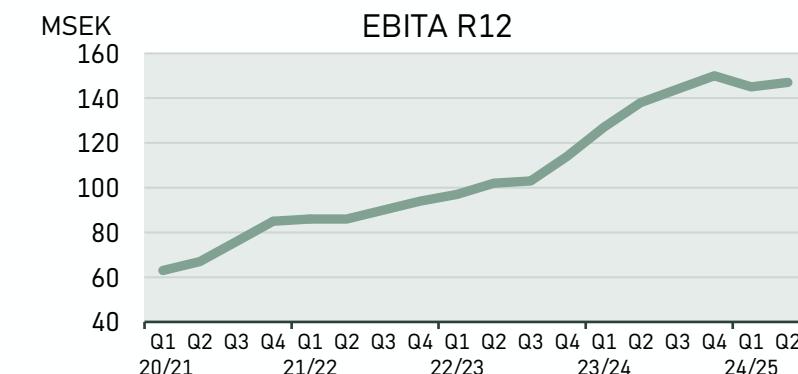
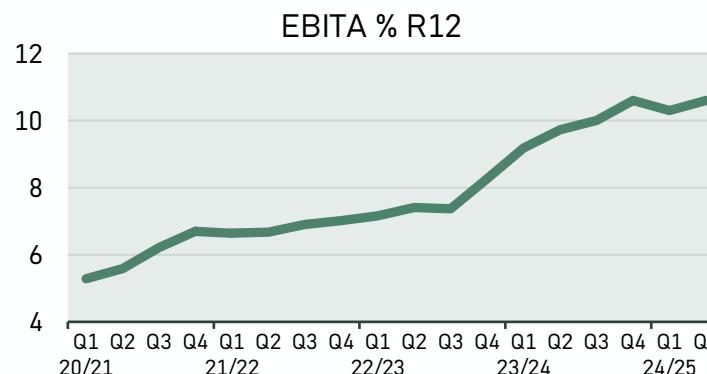
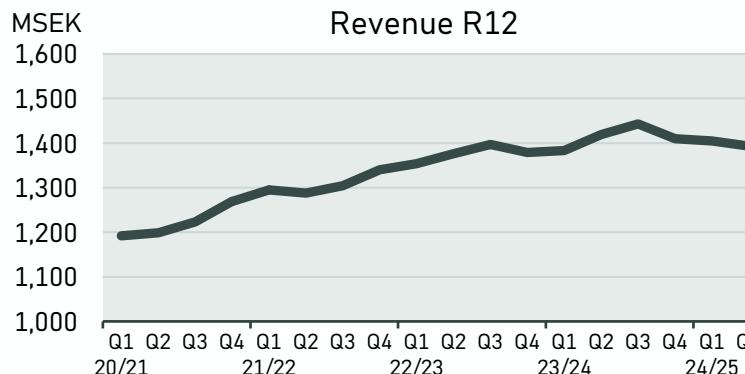
THE NET DEBT SUPPORTS THE ACQUISITION PLAN



CORE SOLUTIONS

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

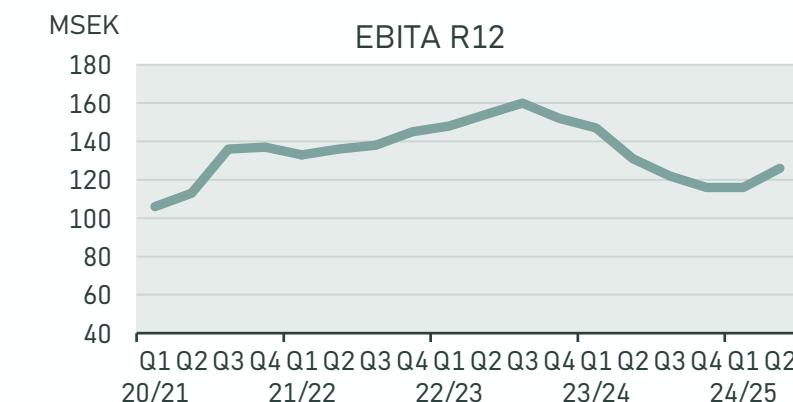
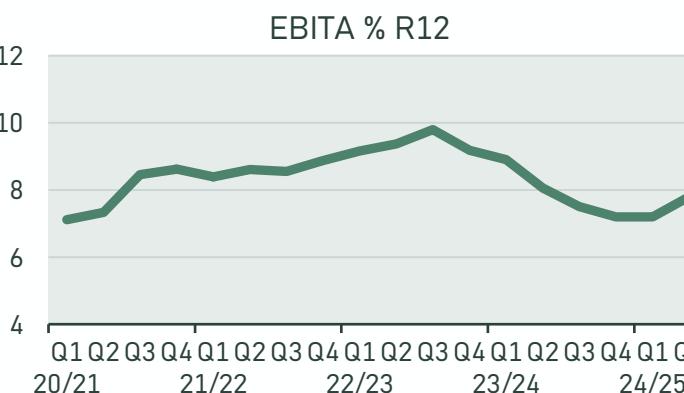
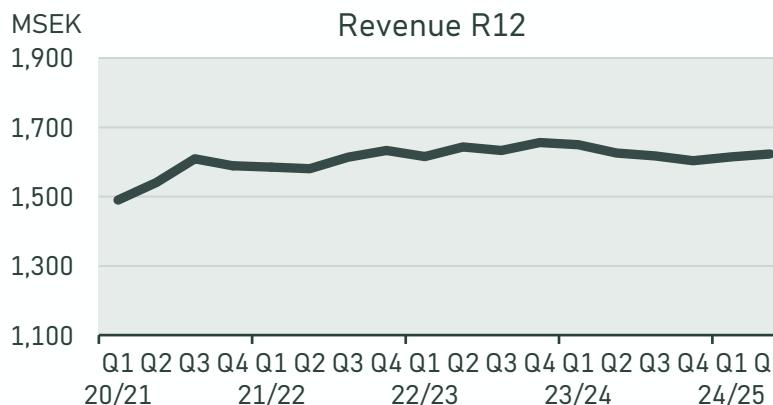
- ❖ Majority of division companies faced a **weaker demand including ESSVE...**
....but ESSVE increased turnover in Sweden due to new customer contracts
- ❖ **Acquired Spraylat** July 1 and **Levpinta** October 1
- ❖ **Revenue** MSEK 334 (346)
- ❖ **EBITA** increased by 5 percent to MSEK 39 (37)
- ❖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



CRESTO GROUP
EXPECT MORE

SIS GROUP
SAFETY & INDUSTRIAL SIGNAGE

ateco

GUIDE
THE RIGHT GLOVES

ARBESKO
Skomakare sedan 1839

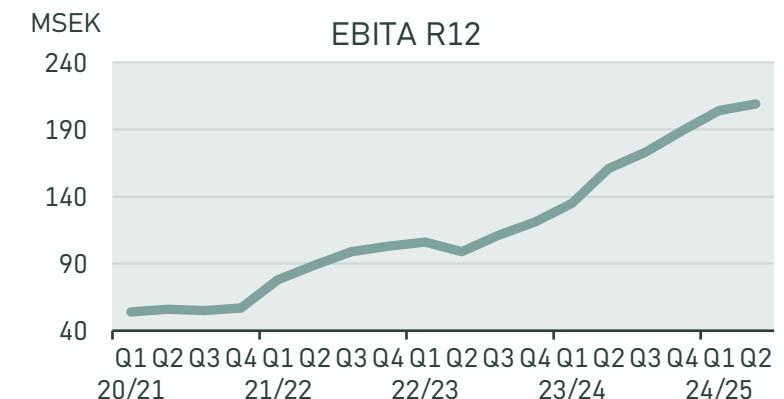
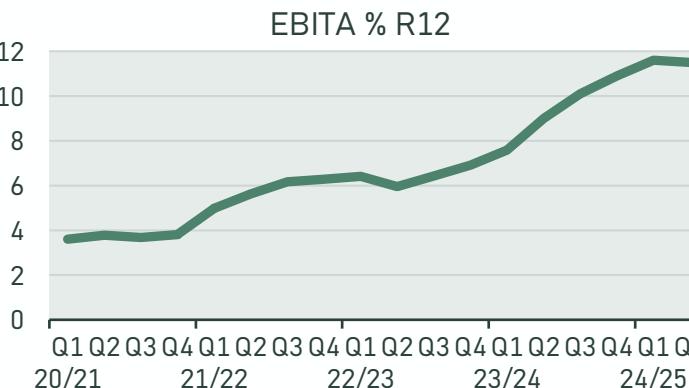
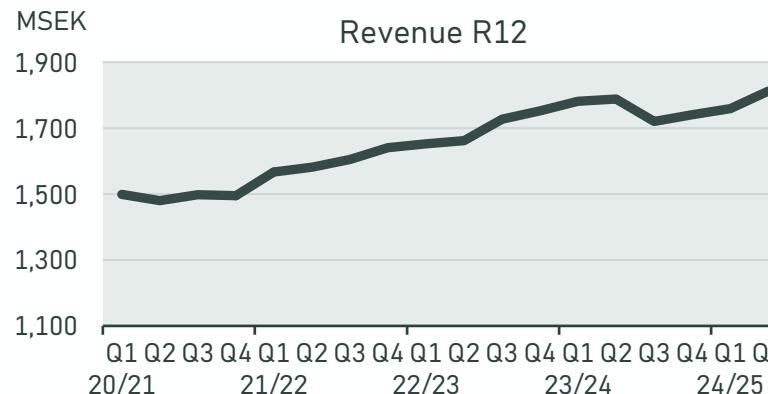
SKYDDA
PROTECTING PEOPLE

ZEKLER

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

Investor Relations

Peter Schön

 +46 70 339 89 99

 ir@bb.se

Calendar



5 February 2025

Interim Report 1 April – 31 December 2024



9 May 2025

Financial Report 1 April 2024 – 31 March 2025



SHAPING GREAT COMPANIES SINCE 1906