

# BERGMAN & BEVING

Third Quarter 2021/2022

9 February 2022  
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Peter Schön – CFO

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# 1 April–31 December 2021

## Third quarter

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- ❖ Revenue increased by 7 percent to MSEK 1,163 (1,086)
  - ❖ Revenue increased by 5 percent in local currency, most of which was attributable to acquisitions
  - ❖ Exchange-rate fluctuations had a positive impact of 2 percent on revenue
- ❖ EBITA increased by 24 percent to MSEK 84 (68)
- ❖ EBITA margin improved to 7.2 percent (6.3)

## Nine months

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- ❖ Revenue increased by 5 percent to MSEK 3,370 (3,196)
  - ❖ Revenue increased by 4 percent in local currency, most of which was attributable to acquisitions
  - ❖ Exchange-rate fluctuations had a positive impact of 1 percent on revenue
- ❖ EBITA increased by 23 percent to MSEK 243 (198)
- ❖ EBITA margin improved to 7,2 percent (6.2)
- ❖ Four acquisitions (Abtech, Albretsen, (3) Screen and Safety Technology) – total revenue approx. MSEK 90
- ❖ Earnings per share R12 months increased to SEK 7.15 (5.65) before dilution and SEK 7.10 (5.65) after dilution

## Third quarter 2021/2022 – The Group's positive performance continued

- ❖ Increased our earnings
  - ➔ Increased our earnings for the eighth consecutive quarter and highest quarterly earnings since the distribution of Momentum Group
  - ➔ Operating margin (rolling 12 month) improved each quarter
- ❖ Highest gross margin to date as an independent company
- ❖ Good cost control
- ❖ Organic growth low but not fully accurate
  - ➔ Preceding year included non-recurring transactions related to breathing protection and disposable gloves driven by pandemic
  - ➔ Increased focus on transactions where we offer higher added value, deliverately assigned a lower priority to lower-margin transactions
    - ❖ Negative impact on business volume, positive impact on the gross margin and earnings
- ❖ Faced challenges in the global supply disruptions – handled well in our governance model with decentralised and entrepreneur-run companies
- ❖ Continued pressures on costs – proactive price adjustments

## Building Materials – strong improvement in earnings

MSEK	Three months	Nine months	Year 20/21
Revenue	277	940	1,269
EBITA	10	65	85
EBITA margin (%)	3.6	6.9	6.7

- ❖ The construction market in Sweden and Norway displayed a positive trend
- ❖ General shortage of wood products and sheet materials
- ❖ Improved EBITA by 67 percent
- ❖ ESSVE and KGC increased their earnings
  - ❖ Indications that ESSVE had a better delivery capacity than its competitors



# Workplace Safety – EBITA rosed despite last year's sales driven by the pandemic

MSEK	Three months	Nine months	Year 20/21
Revenue	452	1,231	1,589
EBITA	43	108	137
EBITA margin (%)	9.5	8.8	8.6

- ❖ Increased EBITA and revenue
  - ❖ Sales were favourable overall, despite the fact that the preceding year included non-recurring transactions in the companies Zekler, Guide and Skydda
  - ❖ Sales in Cresto and Arbesko was favourable – the companies delivered healthy earnings increases
- ❖ The acquisitions; Abtech, (3) Screen and Safety Technology delivered as expected – had a positive impact on the outcome



**CRESTO GROUP**  
EXPECT MORE

**SISGROUP**  
SAFETY & INDUSTRIAL SIGNAGE

**GUIDE**  
THE RIGHT GLOVES

**ARBESKO**  
Skomakare sedan 1839

**ZEKLER**

**SKYDDA**  
PROTECTING PEOPLE

## Tools & Consumables – strong earning increases, Luna strongest improvement

MSEK	Three months	Nine months	Year 20/21
Revenue	444	1,228	1,495
EBITA	33	78	57
EBITA margin (%)	7.4	6.4	3.8

- ❖ Demand remained favourable
- ❖ Challenging delivery situations
- ❖ Continued the positive trend – increased EBITA by 43 percent
- ❖ Most of the companies increased their earnings
- ❖ Especially Luna increased its earnings
  - ❖ replacing unprofitable volume products
  - ❖ increasing sales of own brands



**Luna**

**LIDÉN**  
WEIGHING



H.M. Albretsen

**UVECO**



**BELANO MASKIN AB**

# Double EBITA by FY2526 at the latest

Increase earnings, profitability and cash flow in order to increase acquisition rate

- ❖ Further improvement potential in all divisions – ambition to double EBITA by FY2526 at the latest (MSEK 271 in FY2021)
  - ❖ Potential to continue boosting our earnings, profitability and cash flow in coming quarters
    - ❖ Ambition to double EBITA by FY2526 at the latest (**MSEK 271 in FY2021**)
    - ❖ Objectives transformed into tangible action plans for each company; organic growth, improved margins and working capital optimisation
  - ❖ Intensified our work related to acquisitions
  - ❖ Improving our profitability and cash flow ➔ increase our acquisition rate
    - ❖ Prioritising leading product companies – niche needs in construction and industry
    - ❖ Proven, strong earnings capacity, stable cash flows and growth potential
    - ❖ Strengthen our existing companies through add-on acquisitions
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