

# BERGMAN & BEVING

Presentation – Third Quarter

# 1 April–31 December 2020

## Third quarter

- Revenue increased by 11 percent to MSEK 1,086 (976).
  - Revenue increased by 15 percent in local currency, of which 12 percent was organic and 3 percent was from acquisitions.
  - Exchange-rate fluctuations had a negative impact of 4 percent on revenue.
- EBITA increased by 84 percent to MSEK 68 (37) and the EBITA margin improved to 6.3 percent (3.8).
- Cash flow from operating activities amounted to MSEK 142 (151).

## Nine months

- Revenue increased by 8 percent to MSEK 3,196 (2,970).
  - Revenue increased by 12 percent in local currency, of which 7 percent was organic and 5 percent was from acquisitions.
  - Exchange-rate fluctuations had a negative impact of 4 percent on revenue.
- EBITA increased by 31 percent to MSEK 198 (151) and the EBITA margin improved to 6.2 percent (5.1).
- Cash flow from operating activities increased to MSEK 408 (245).

# 1 April–31 December 2020

- Bergman & Beving continued its positive performance, which resulted in a significantly stronger quarter with favourable growth and improved earnings compared with the same period last year.
  - Revenue increased by 15 percent in local currency, of which 12 percent was organic, which was a higher growth rate compared with earlier in the year.
  - Operating profit (EBITA) increased by 84 percent to MSEK 68 and the operating margin improved to 6.3 percent
- The operations also delivered a solid cash flow.
- In general, demand was higher than in the preceding year and many of our units strengthened their positions in the market.
  - Demand for personal protective equipment remained strong, as did demand from construction customers.
  - The recovery in demand from industrial customers continued during the quarter, as observed in the beginning of the autumn.
- We have not yet felt the effects of the pandemic's second wave and it is difficult to predict how demand will develop in the future.

# 1 April–31 December 2020

- The Workplace Safety division delivered a strong quarter with a favourable earnings performance.
  - The improvement was primarily driven by the largest units, Skydda and Guide, but also by improved profitability in the smaller units.
- The Building Materials division also improved its results thanks to a favourable sales trend and cost control.
  - One gratifying example is the growth in ESSVE Industry, where previous restructuring measures have had a positive impact.
- The Tools & Consumables division recovered, with a steady earnings improvement compared with previous periods during the year.
- Our acquisitions contributed to the positive earnings performance during the quarter and so far this year. Thanks to our positive cash flow and our strong balance sheet, we stepped up our acquisition agenda and completed four attractive acquisitions.
- The intention is to complete additional value-generating acquisitions going forward and we have continuous discussions with several companies of interest.

# 1 April–31 December 2020

- Despite the uncertain market conditions and negative currency effect, the Group increased its earnings. This is rewarding and an effect of the continuous improvement efforts carried out in our various units.
  - There is great potential in all of our divisions and we have considerable room for improvement.
  - One prioritised focus area is to increase our value generation in order to strengthen our margins.
- We are continuing to work on our decentralised structure, with clear objectives and measures at each company.
  - The units are working continuously on improvements to strengthen their competitiveness and leverage growth opportunities, whether organic or through acquisitions.

# Building Materials

MSEK	Three months	Nine months	Year 19/20
Revenue	261	905	1,143
EBITA	6	60	53
EBITA margin (%)	2.3	6.6	4.6



- The construction market remained strong in the normally weaker third quarter and demand in both Sweden and Norway was higher than in the preceding year.
- The margin improved despite the negative impact of a weak Norwegian krona and increased shipping costs.
- Sales growth in ESSVE Construction contributed to the earnings performance.
  - However, earnings were temporarily charged with start-up costs for new ERP system.
- The measures introduced in ESSVE Industry were effective and the company improved its earnings.
- The fire protection companies BVS and Fireseal delivered good results.

# Workplace Safety

MSEK	Three months	Nine months	Year 19/20
Revenue	418	1,206	1,401
EBITA	41	107	95
EBITA margin (%)	9.8	8.9	6.8



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- Demand for personal protective equipment remained very strong and efforts to expand the customer portfolio yielded results.
- Seven of the division's eight business units improved their earnings and operating margins.
- The largest units, Skydda and Guide, led this positive trend.

# Tools & Consumables

MSEK	Three months	Nine months	Year 19/20
Revenue	420	1,118	1,565
EBITA	23	36	73
EBITA margin (%)	5.5	3.2	4.7



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- Demand recovered during the third quarter.
- Teng Tools experienced favourable demand after a successful sales campaign and its earnings improved.
- The recovery in the largest unit, Luna, continued, with positive effects from the measures carried out.
  - The implementation of secured customer contracts continued but has not yet had full effect.