

BERGMAN & BEVING

Presentation – Second Quarter 2021/2022

1 April–30 September 2021

Second quarter

- ❖ Revenue amounted to MSEK 1,014 (1,013)
 - ❖ Revenue was unchanged in local currency
 - ❖ 4 percent organic decrease
 - ❖ 4 percent increase from acquisitions
 - ❖ Exchange-rate fluctuations had no impact on revenue
- ❖ EBITA increased by 23 percent to MSEK 81 (66)
- ❖ EBITA margin improved to 8.0 percent (6.5)

Six months

- ❖ Revenue increased by 5 percent to MSEK 2,207 (2,110)
 - ❖ Revenue increased by 5 percent in local currency, of which 5 percent was attributable to acquisitions
 - ❖ Exchange-rate fluctuations had no impact on revenue
- ❖ EBITA increased by 22 percent to MSEK 159 (130)
- ❖ EBITA margin improved to 7.2 percent (6.2)

1 April–30 September 2021

- ❖ The positive performance continued – highest quarterly earnings and operating margin since the split
 - ❖ EBITA increased by 23 percent to MSEK 81 (66)
 - ❖ EBITA margin improved to 8.0 percent (6.5)
 - ❖ Acquired companies have developed according to plan – a positive contribution to the result
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1 April–30 September 2021

- ❖ Tools & Consumables – significant improvement in earnings and operating margin
 - ❖ Primarily due to stronger earnings in Luna
 - ❖ Workplace Safety – improved earnings and operating margin
 - ❖ The division's largest unit, Skydda, was able to compensate for the positive effects of the pandemic in the preceding year and delivered earnings that were in line with the year-earlier period
 - ❖ Several of the division's product companies strengthened their earnings
 - ❖ Building Materials – performance was roughly on par with the year-earlier period, despite a slightly weaker market, particularly for ESSVE
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- ➔ Further potential in all divisions
 - ➔ Demand in our main markets is expected to remain favourable
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1 April–30 September 2021

Conditions to deliver on the ambition to double operating profit:

- ❖ Strengthened decentralisation
 - ❖ Increased focus on profitability
 - ❖ Intensified management by objectives
 - ❖ Strong management team
 - ❖ Increase our value generation in order to strengthen our margins and improve our profitability (P/WC)
 - ❖ Continue to implement initiatives to improve our earnings
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Building Materials

MSEK	Three months	Six months	Year 20/21
Revenue	288	663	1,269
EBITA	21	55	85
EBITA margin (%)	7.3	8.3	6.7

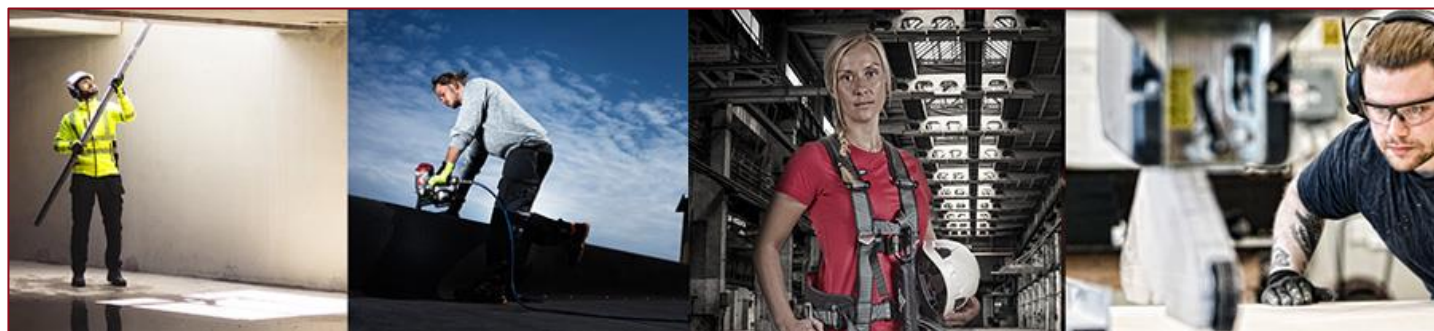
- ❖ The construction market remained favourable in Sweden and Norway.
- ❖ Shortage and higher prices of important input products had negative impact on ESSVE's revenue.
- ❖ Higher buffer inventories – good delivery capacity.



Workplace Safety

MSEK	Three months	Six months	Year 20/21
Revenue	351	779	1,589
EBITA	29	65	137
EBITA margin (%)	8.3	8.3	8.6

- ❖ Demand for personal protective equipment was strong.
- ❖ Sales of protective equipment related to COVID-19 were not as high as in year-earlier period, which mainly impacted Skydda.
- ❖ The product companies increased their revenue and several strengthened their earnings.



Tools & Consumables

MSEK	Three months	Six months	Year 20/21
Revenue	385	784	1,495
EBITA	31	45	57
EBITA margin (%)	8.1	5.7	3.8

- ❖ Demand was favourable.
- ❖ Most of the companies increased their earnings.
- ❖ Luna increased its earnings as a result of a larger share of proprietary products with higher margins.



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H.M. Albretsen

