SVEDBERGS GROUP

Q2 2023



This is Svedbergs Group

Svedbergs Group invest in the finest independent brands in Europe, that design, produce and market sustainable products and services for the bathroom.

We will grow organically and through acquisitions that complement the current business through a broader geographical presence, new product categories and greater expertise in innovation, marketing and sustainability.

The group has set the course to consolidate the European market for bathroom furniture and shower enclosure. A market that currently is characterised as fragmented, consisting of a plethora of independent, strong local brands.

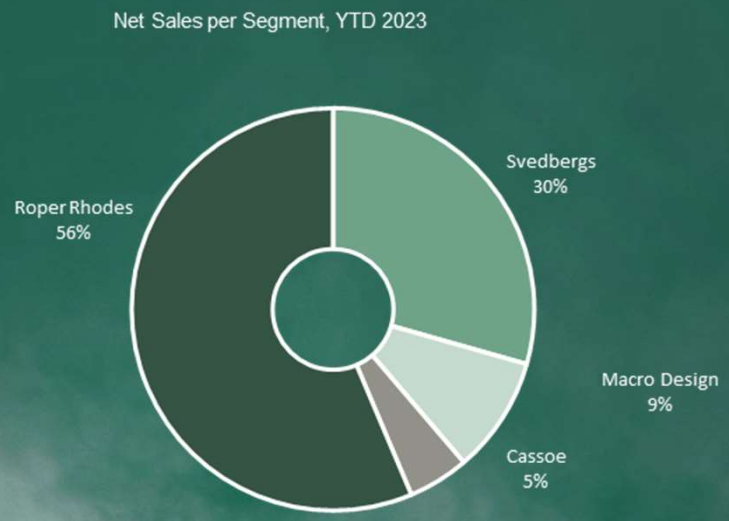
Our brand companies

SVEDBERGS

Macro Design

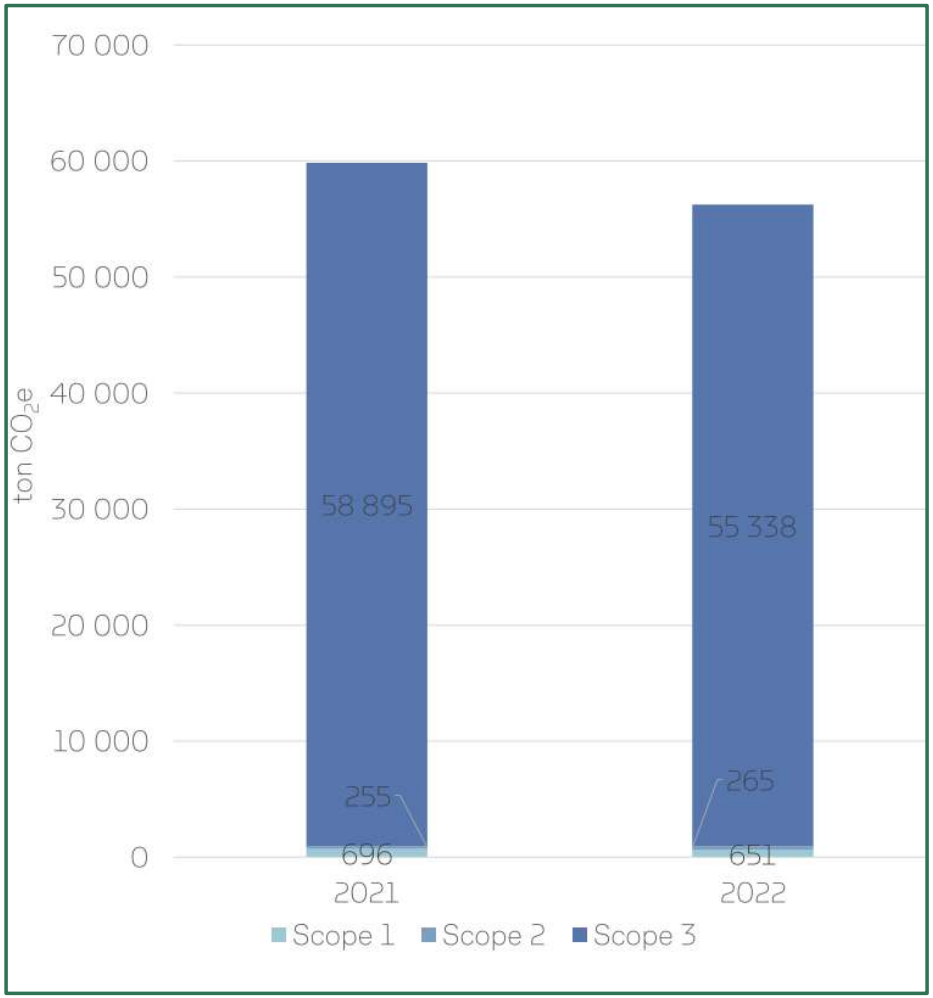
cassøe®

ROPER RHODES®
BATH



Highlights Q2

- Very good performance in UK and Roper Rhodes
  Increased sales, gross margin and EBITA
- A weaker sales development in the Nordics markets, especially Sweden and Denmark
- Continuing to improve our sustainability processes
- Operational excellence and continuing to reduce our costs



Highlights sustainability Q2

Greenhouse gas protocol (GHG) Climate impact for Svedbergs Group compared to last year.

2022: 56 254 ton CO2e
2021: 59 846 ton CO2e

Total decrease: -6%

Decrease against revenue: -14,4%

The largest part of the decrease is seen in scope 3, specifically upstream transportation and distribution and purchased goods.

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Q2 in numbers

Net Sales MSEK	**Q2:** Net sales decreases by 3% to 456 MSEK ➡ Organic Growth -8%
EBITA MSEK	**Q2:** 57,6 MSEK (64,6) EBITA% 12,6% (13,7)
Cash Flow MSEK	Operations: Q2: 106 MSEK (38) Free Cash Flow: Q2: 100 MSEK (26)
Leverage	Net debt to EBITDA at 2.3x (2.0 Year end) incl Earn out UK (1.7 excl Earn out)

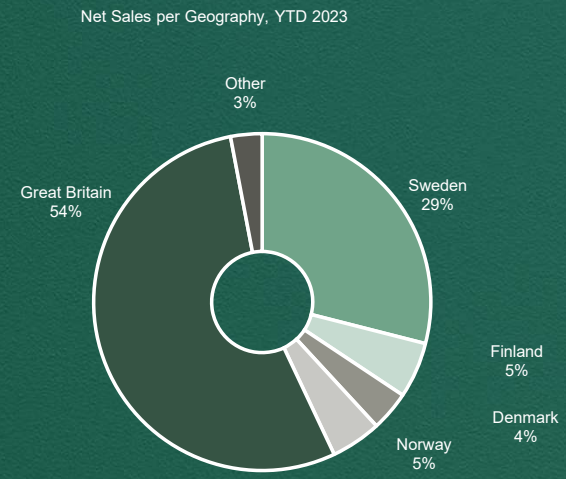
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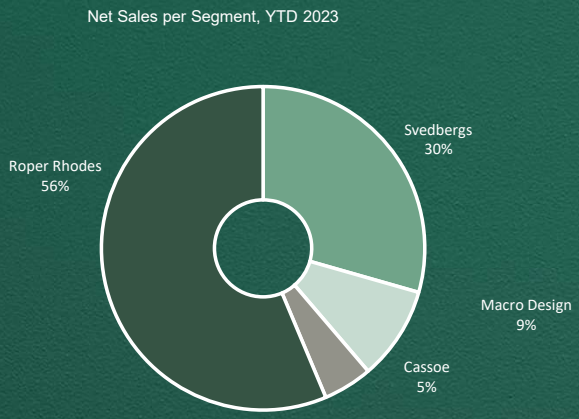
Development first six months 2023

Net Sales MSEK	**YTD:** Net sales decreases by 3% to 931 MSEK ➡ Organic Growth -6%
EBITA MSEK	**YTD:** 121,6 MSEK (138,0) EBITA% 13,1% (14,4)
Cash Flow MSEK	Operations: YTD: 104 MSEK (99) Free Cash Flow: YTD: 89 MSEK (80)

Net Sales per segment/ geography

- Q2/YTD 2023
- Increased sales in UK
- The acquisition of Roper Rhodes has substantially changed the market mix as the Company now represents 56% of group sales YTD and 57% for the quarter
- Softer market in the Nordics



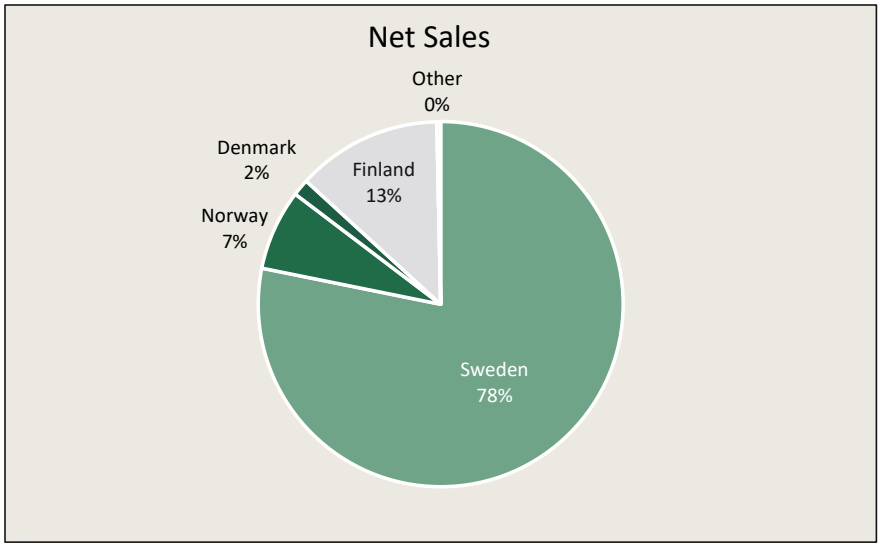




Svedbergs (Dalstorp, Västra Götaland, Sweden)

- Turnover 2022: MSEK 602
- FTE (SE, FI, NO, DK) 160
- Geography: Nordic

	Q2-23	Q2-22	Idx	YTD 23	YTD 22	Idx
Ext sales	128,2	153,6	83	273,7	301,5	91
EBITA	13,4	26,6	50	37,7	52,6	72
EBITA%	10,4	17,3	60	13,8	17,4	79

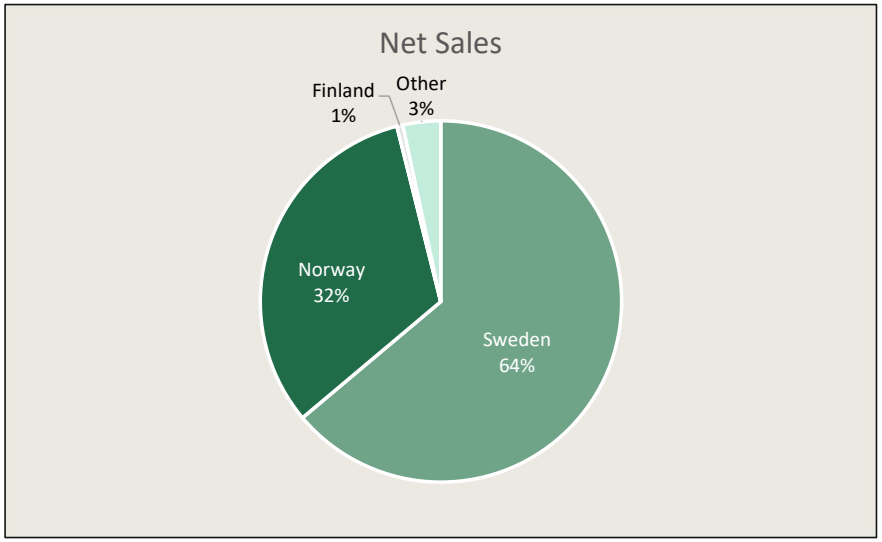


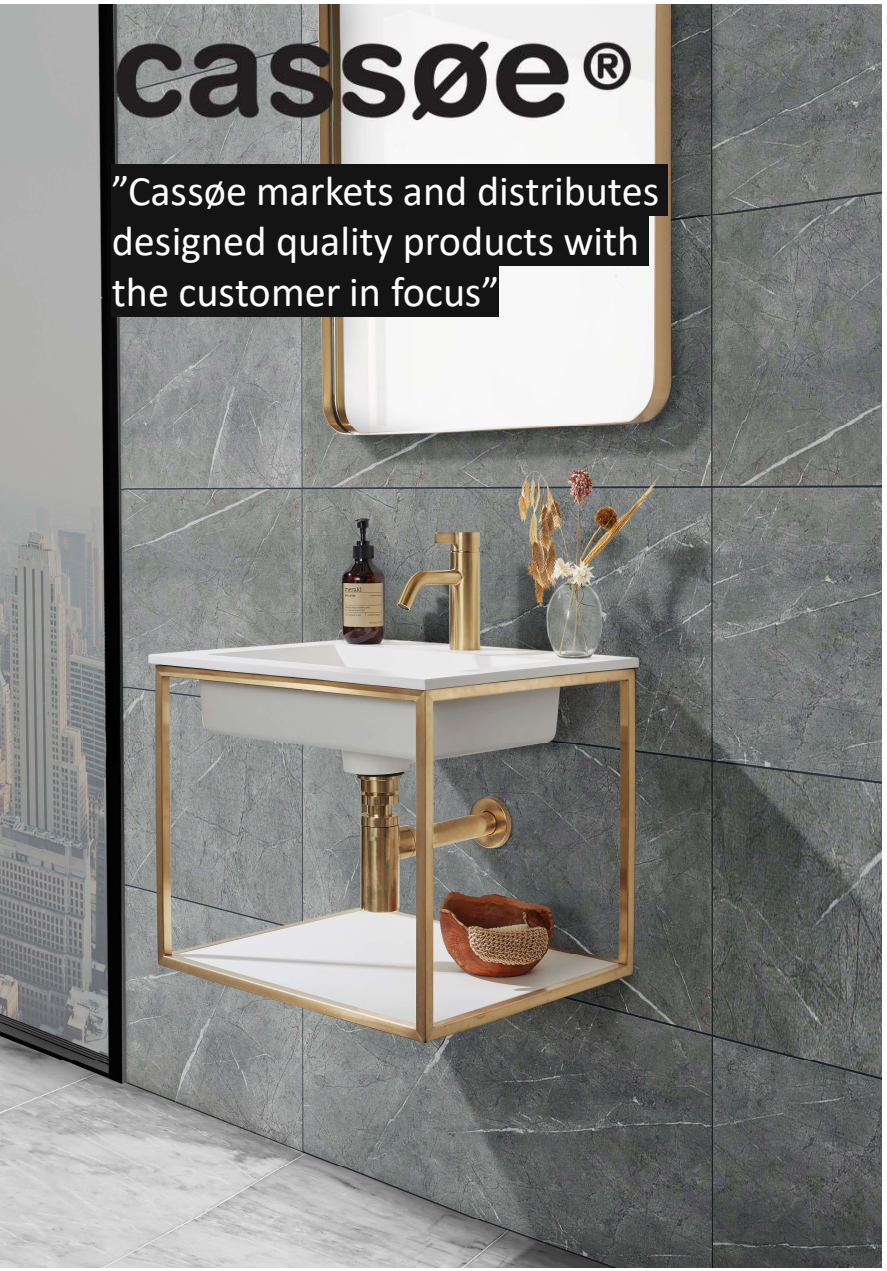


Macro Design (Laholm, Halland, Sweden)

- Turnover 2022: MSEK 199
- FTE (SE, NO) 45
- Geography: Sweden and Norway

	Q2-23	Q2-22	Idx	YTD 23	YTD 22	Idx
Ext sales	43,4	57,4	76	87,2	111,5	78
EBITA	3,2	7,4	43	7,0	14,9	47
EBITA%	7,4	12,9	57	8,1	13,4	60

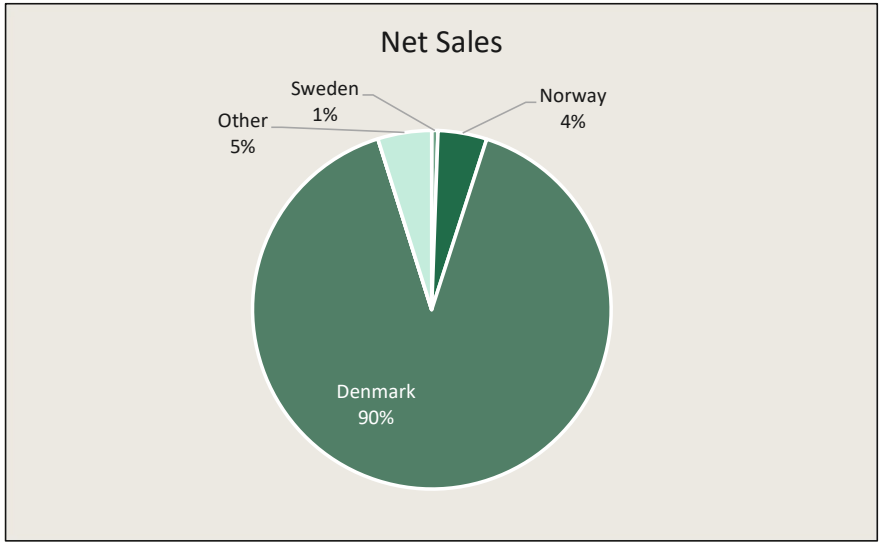




Cassøe (Herning, Jylland, Danmark)

- Turnover 2022: MSEK 94
- FTE (DK) 15
- Geography: Denmark and Norway

	Q2-23	Q2-22	Idx	YTD 23	YTD 22	Idx
Ext sales	22,1	25,5	87	45,6	53,8	85
EBITA	4,6	6,4	72	9,6	13,2	72
EBITA%	20,8	25,0	83	21,0	24,5	85

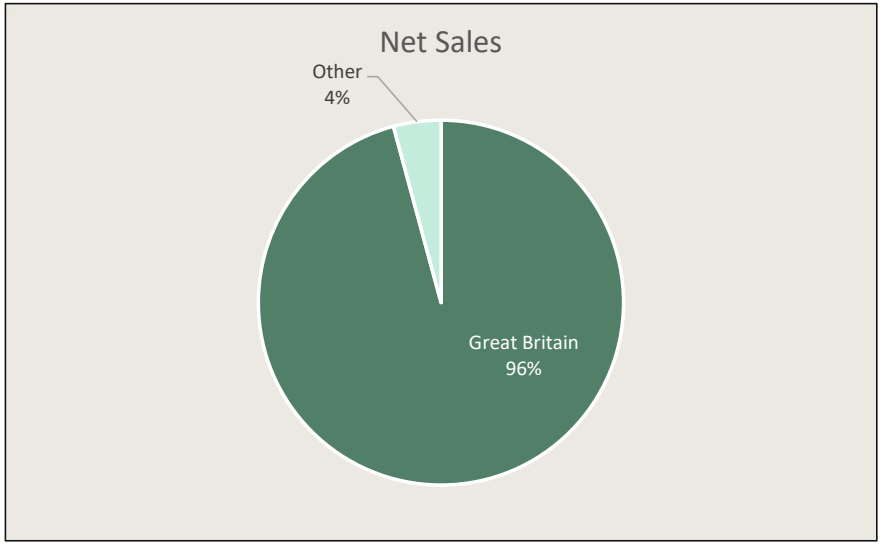




Roper Rhodes (Bath, UK)

- Turnover 2022: MSEK 977
- FTE (UK, IRE) 200
- Geography: UK and Ireland

	Q2-23	Q2-22	Idx	YTD 23	YTD 22	Idx
Ext sales	262,0	234,9	112	524,9	492,5	107
EBITA	38,9	26,6	146	76,1	65,3	117
EBITA%	14,9	11,3	131	14,5	13,3	109

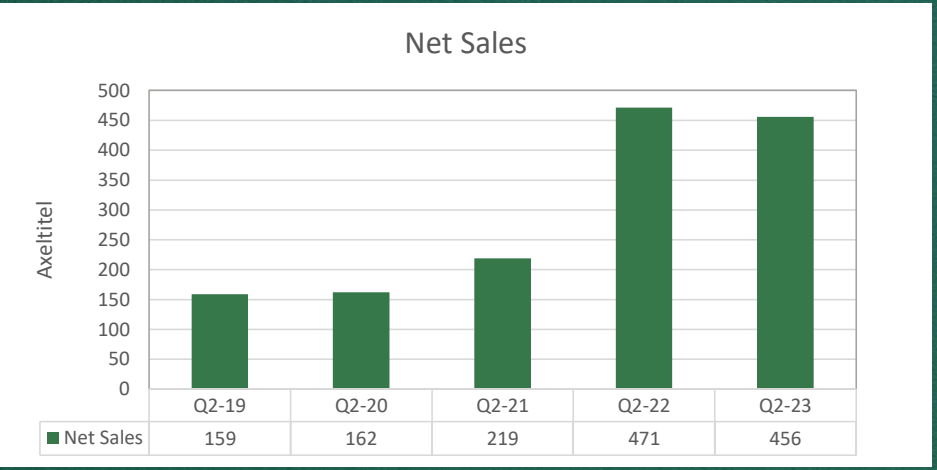


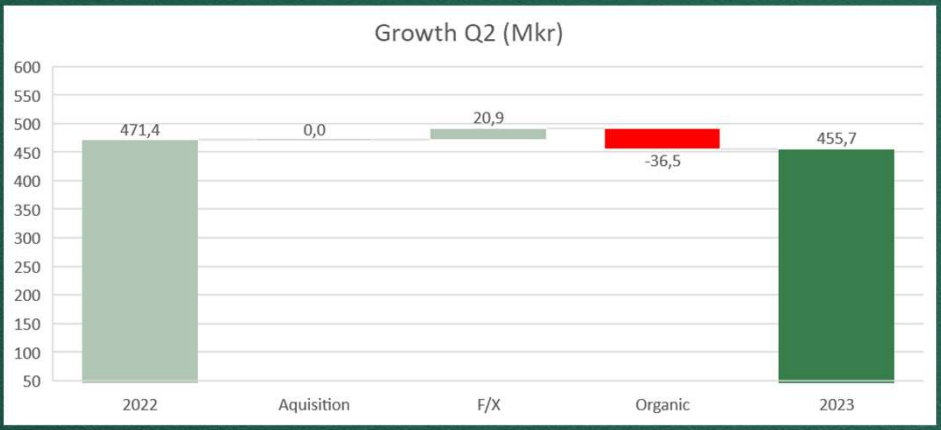


Q2 in numbers

Financial development - Sales Quarter 2 2023

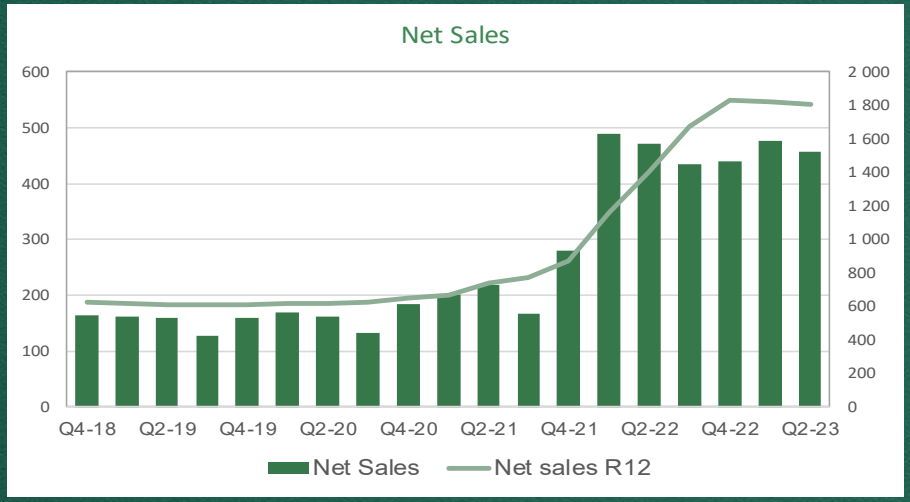
- Net sales for the period amounted to SEK 456 million (471), corresponding to a decrease of 3 percent compared to the previous year
- The currency has had a positive effect on sales by 4 percent during the quarter. The organic growth was -8 percent

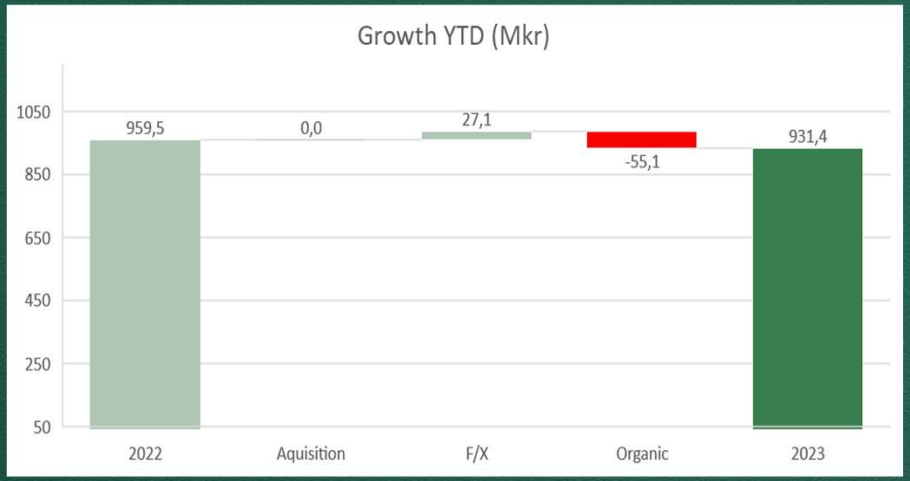




Financial development - Sales YTD 2023

- Net sales for the period amounted to SEK 931 million (960), corresponding to a decrease of 3 percent compared to the previous year
- The currency has had a positive effect on sales by 3 percent during the year. The organic growth was -6 percent
- Net Sales R12 at SEK 1 805 million, SEK 1 833 million FY 2022

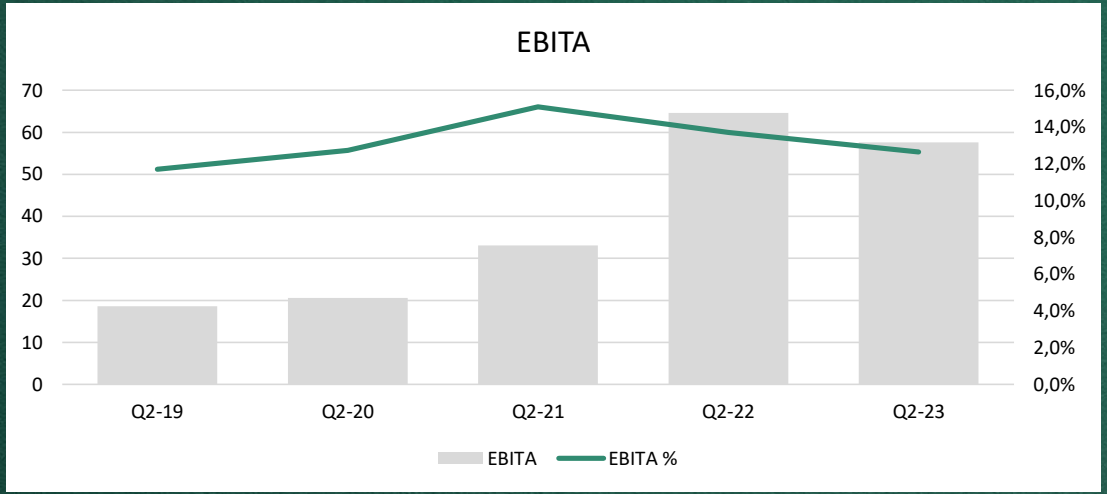




Financials Q2/YTD 2023 Profit & Margins

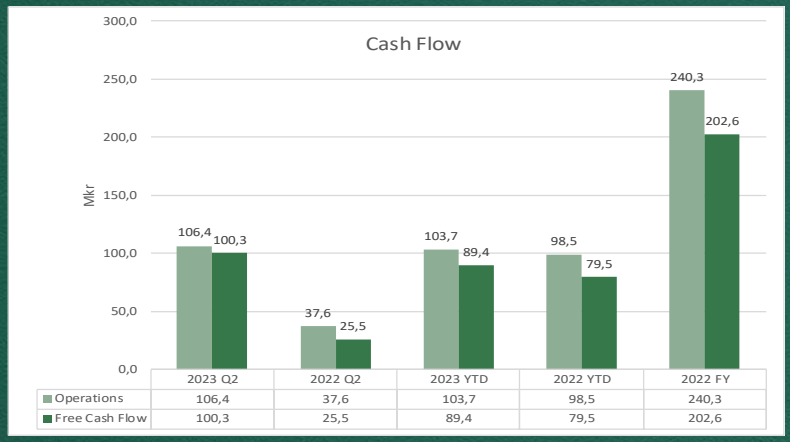
- Gross Margin both in the quarter and YTD improved due to price increases made and cost reductions
- EBITA Margin decreases due to volume and logistic cost increase as positive one offs quarter 1 previous year

Mkr	2023 Q2	2022 Q2	idx	2023 YTD	2022 YTD	idx	R 12	FY 22 FY
Net Sales	455,7	471,4	97	931,4	959,5	97	1 804,9	1 832,9
GM	192,6	194,0	99	389,6	394,2	99	752,6	757,2
GM%	42,3	41,2	103	41,8	41,1	102	41,7	41,3
EBITA	57,6	64,6	89	121,6	138,0	88	234,7	251,1
EBITA%	12,6	13,7	92	13,1	14,4	91	13,0	13,7
EBITDA	69,9	75,8	92	145,8	161,1	91	282,7	298,0
EBITDA%	15,3	16,1	95	15,7	16,8	93	15,7	16,3
PBT	41,5	48,3	86	93,3	114,9	81	184,4	206,0
Net profit	33,0	39,0	84	74,9	93,6	80	146,8	165,5
FTE	422	450	94	426	444	96	434	447
EPS	0,93	1,10	84	2,12	2,90	73	4,16	4,90



Balance sheet & Cash flow Q2/ YTD

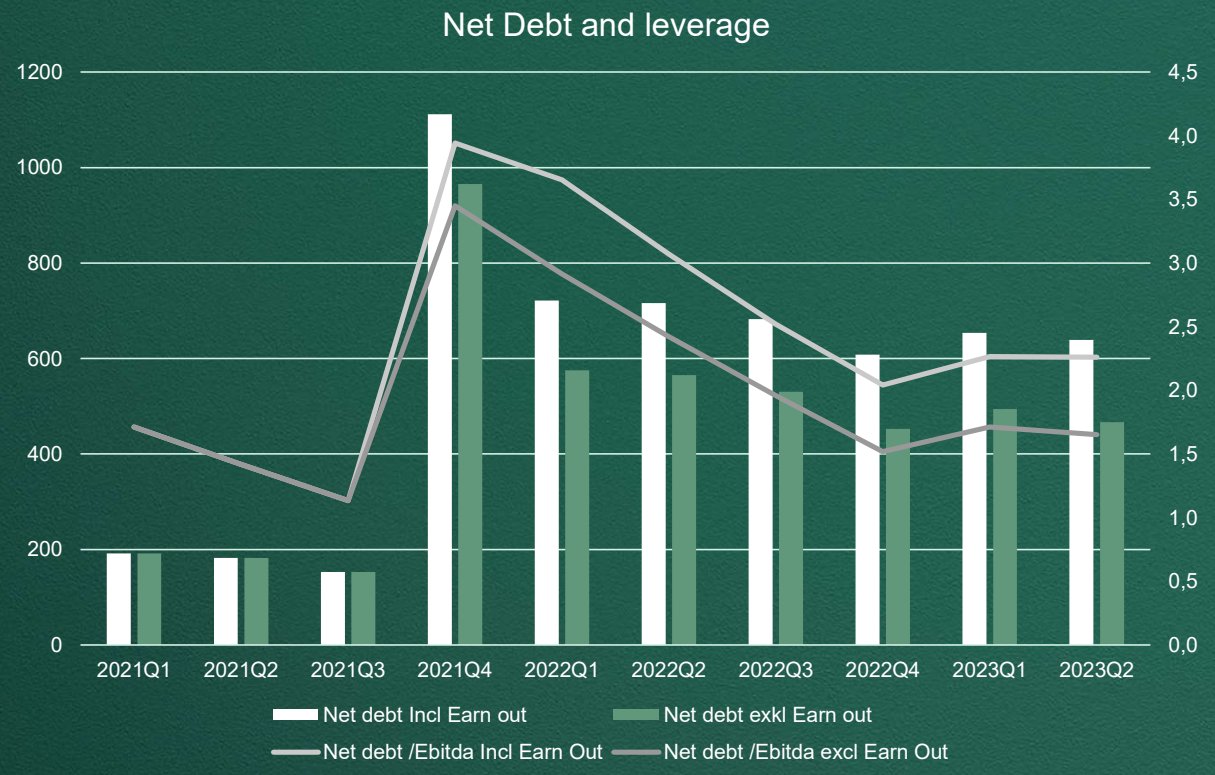
- Positive Cash flow due to Working Capital and tax
- Increased equity ratio to 42,6% (38,2)
- Proposed dividend 1,50/share in two installments. Instalment 1 paid out in May of MSEK 26
- Working Capital. Impact of change in accounting principles as well as important to be able to supply and shift in assortment
- Investments mainly production equipment, product development and IT



	2023 YTD	2022 YTD	2022 FY	2021 FY
Equity ratio, %	42,6	38,2	40,8	11,5
Net Debt, Mkr	639,2	716,0	608,2	1111,8
Investments, Mkr	14,2	19,0	37,7	15,5
Return on Capital Employed, %	14,5	14,8	15,0	12,1
Return on equity, %	15,7	22,1	22,1	237,0
Net Debt/EBITDA*	2,3	3,1	2,0	3,9
EBITDA-R12	283	233	298	148

Net debt and leverage

- Net down up to MSEK 639. Affected by roughly MSEK 75 in currency effects
- Net debt IFRS 16 impact MSEK 33
- Net Debt/EBITDA at 2,3 incl Earn out UK (1,7 Without earn out) flat vs Q1.



Outlook and summary

- Gain market share through product innovation and proactive sales
- Drive Operational excellence – reduce OPEX
- Sustainability in all that we are doing
- Continuing looking for potential acquisitions that complement the group

Questions

- We will now answer questions live and previously sent to ir@svedbergsgroup.com
- To participate, please follow the link in the press release from 10 July, which you find on www.svedberggroup.se under Press.



Thank you!

Per-Arne Andersson, CEO
Mats Lundmark, CFO