



SVEDBERGS[®]
GROUP

Svedbergs Presentation, Q2 2021

CEO Per-Arne Andersson & CFO Mats Lundmark



cassøe®

 **Macro Design®**

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Operational Highlights

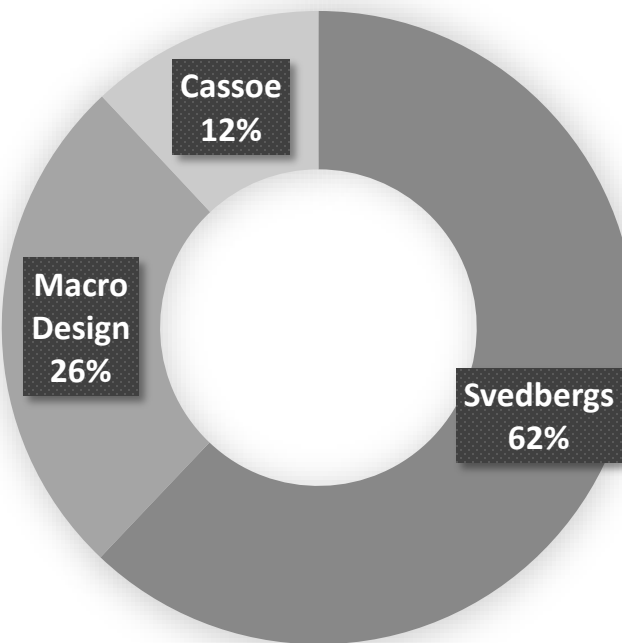
1H -21

- Our latest acquisition Cassøe continues to deliver very good result.
- The integration of Cassøe into the group has worked perfectly and the collaboration works excellently
- This year's product news from Svedbergs contributes to a stronger margin.
- Macro design continues to improve its operations and strengthens its margin through a broader product offering.
- Ensure delivery capability despite the prevailing shipping situation and challenge regarding raw material supply.

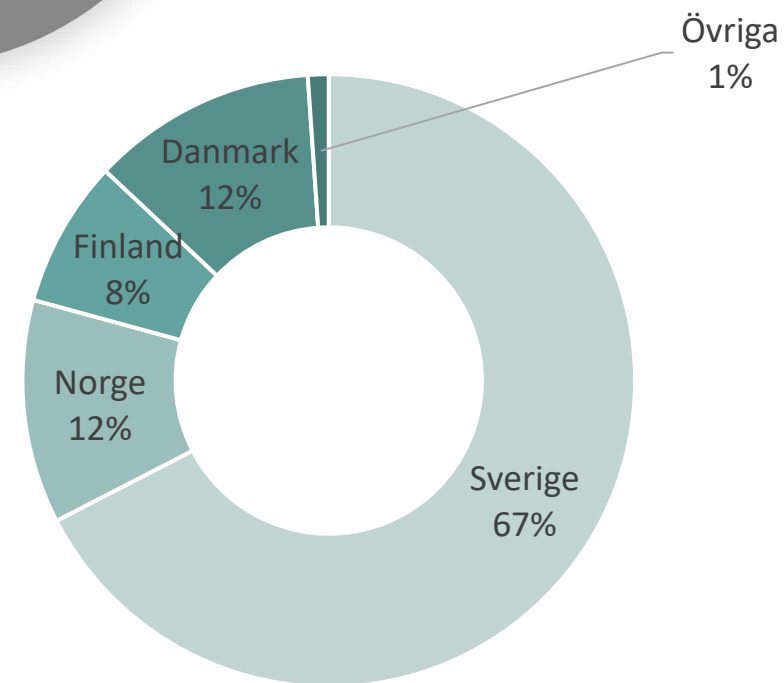


External Net sales per segment

- 1H 2021
- Through the acquisition, Cassoe has strengthened our position in the Danish market.



Geographical Sales



Financials Highlights 1H 21



Net Sales

Net sales increases by 27,2%
Of which acquisition 15,2%, F/X -0,7%, Organic 12,6%

Orders

Book to bill index above 100 for H1 2021

EBITA

EBITA at 61,8 Mkr (39,7)
EBITA% 14,7% (12,0)

Cash Flow From operations

Improvement during Q2
1H at 42,7 Mkr (40,0)

Product development

1. The new shower solution Langfoss by Svedbergs received the Red Dot Award during 1H 2021
2. EPOS a new furniture from Svedbergs in cooperation with the Norwegian designer Halvor Bakke
3. A new shower shelf "Tidy" for the popular shower series Empire from Macro Design
4. Cassoe has launched several new taps during Q2



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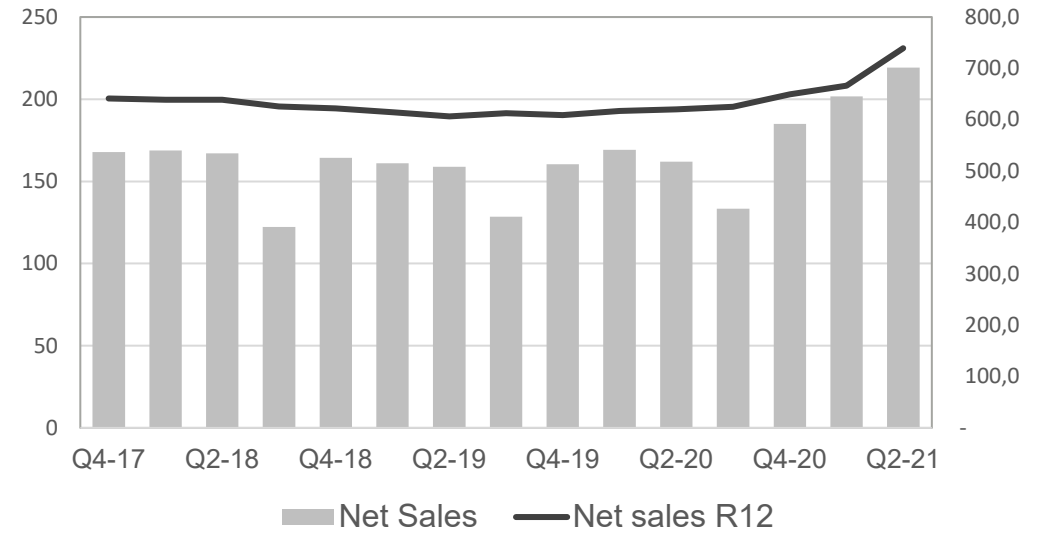
reddot winner 2021

Financials Q2/1H 21 Sales

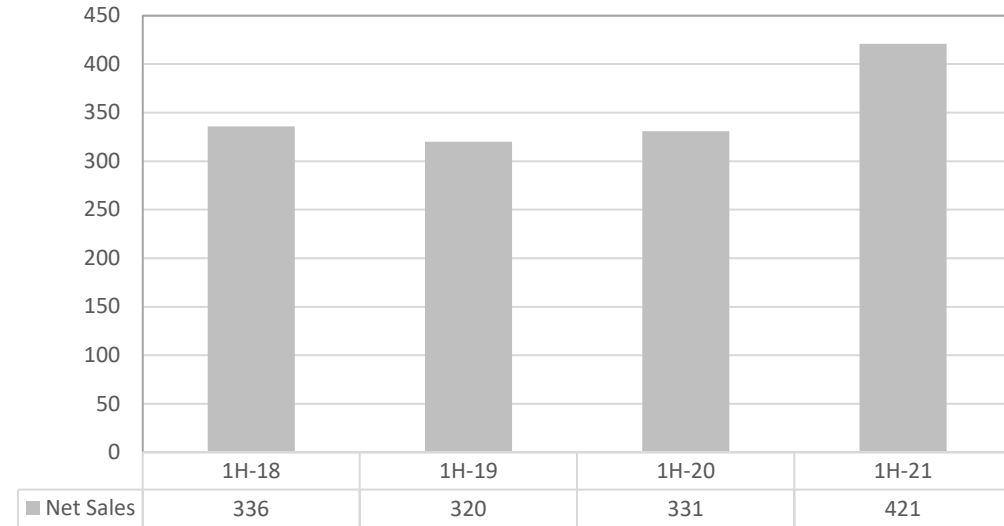
- Sales increase Q/Q +35,4%
- Sales Increase 1H/1H +27,2%
- Sales Increase Q2/Q1 +9%



Net Sales



Net Sales



Net Sales Growth

- Total Growth

- Q2 35,4%
- 1H 27,2%

- Acquisition

- Q2 16,2%
- 1H 15,2%

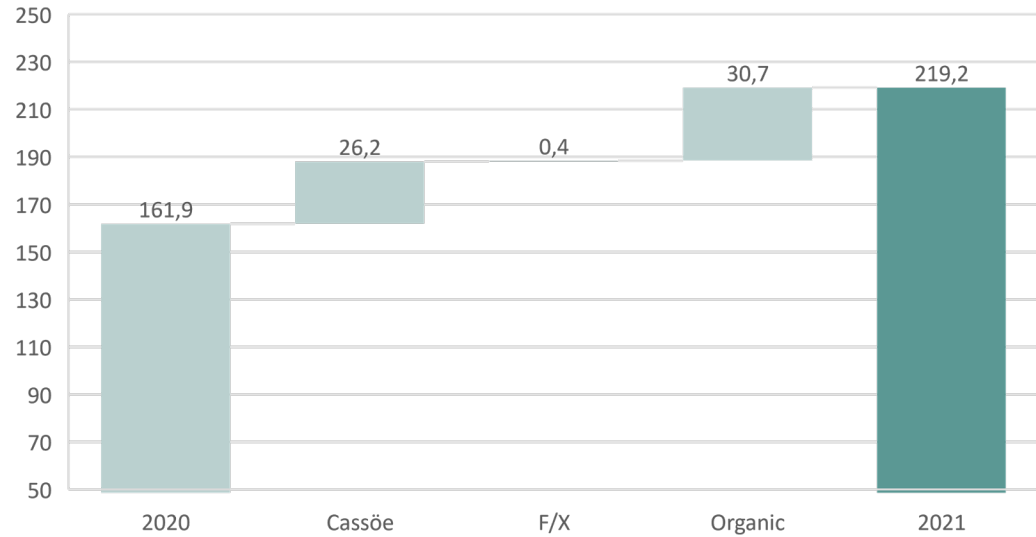
- F/X

- Q2 0,1%
- 1H -0,7%

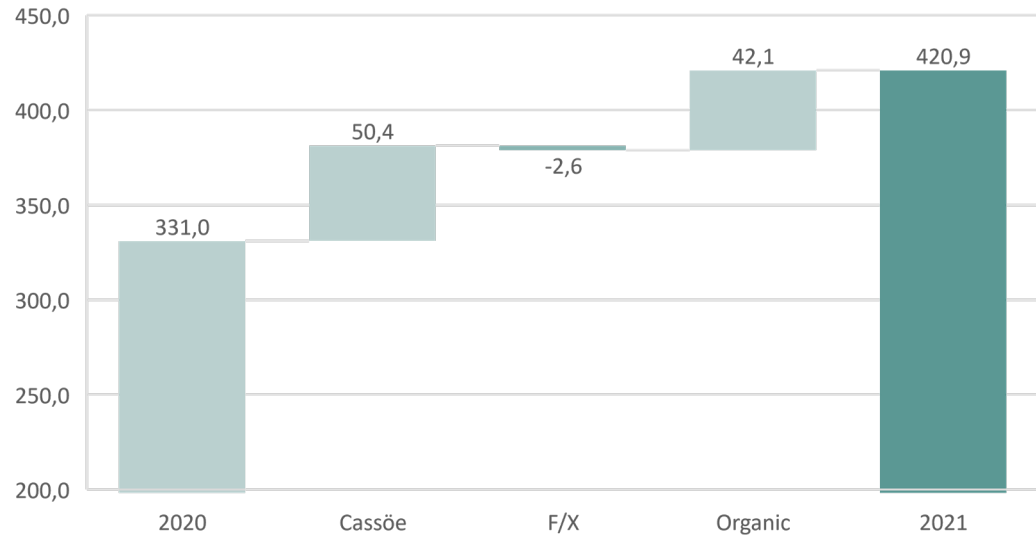
- Organic

- Q2 19,1%
- 1H 12,6%

Growth Q2 (Mkr)



Growth 1H Mkr

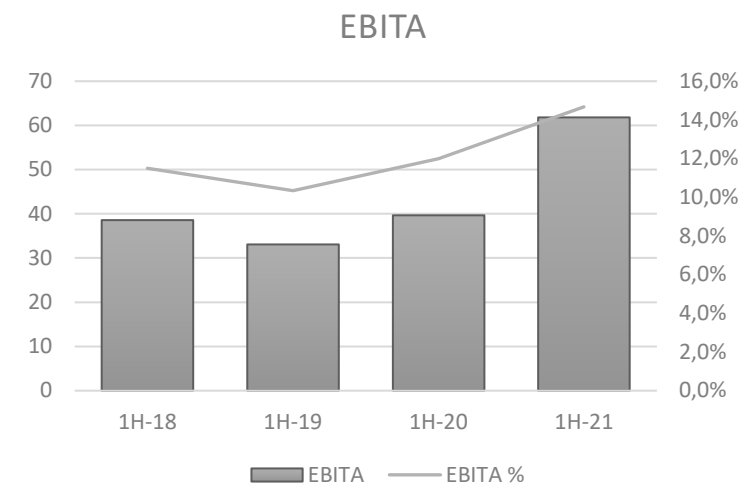
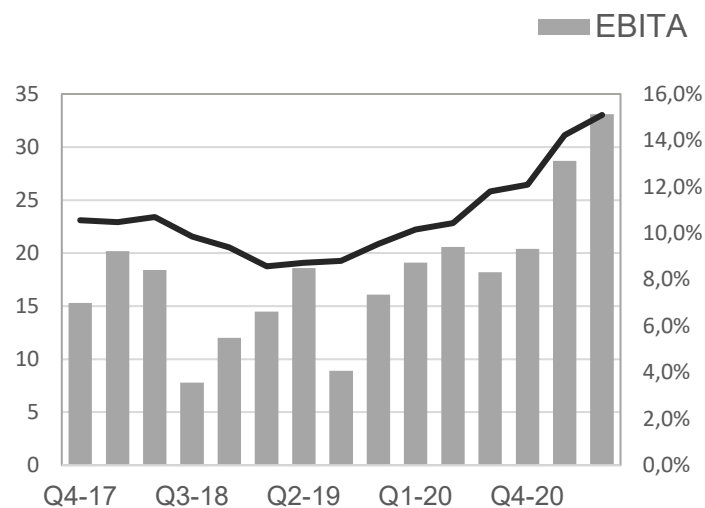


Financials Q2/1H 2021

Profit & Margins

- GM% change
 - Q/Q +1,2%
 - 1H/1H +0,8%
 - Q2/Q1 -0,6%
- EBITA% change
 - Q/Q +2,4%
 - 1H/1H +2,7%
 - Q2/Q1 +0,9%
- EBITDA% change
 - Q/Q +2,1%
 - 1H/1H +2,5%
 - Q2/Q1 +0,6%

Mkr	2021 Q2	2020 Q2	idx	2021 1H	2020 1H	idx	R12 jul-jun	FY 20 FY	FY 19 FY
<i>Net Sales</i>	219,2	161,9	135	420,9	331,0	127	739,3	649,4	609,0
GM	93,7	67,2	139	181,2	139,8	130	315,2	273,9	257,6
GM%	42,7	41,5	103	43,0	42,2	102	42,6	42,2	42,3
EBITA	33,1	20,6	161	61,8	39,7	156	100,2	78,2	58,1
EBITA%	15,1	12,7	119	14,7	12,0	122	13,6	12,0	9,5
EBITDA	40,6	26,6	153	76,7	51,9	148	126,7	101,9	81,9
EBITDA%	18,5	16,4	113	18,2	15,7	116	17,1	15,7	13,4
PBT	31,3	17,2	182	57,0	31,4	181	87,6	62,1	53,6
Net profit	24,6	13,5	182	44,8	24,7	181	68,2	48,2	41,6



Performance per segment

- Positive development in all 3 segments

Svedbergs						
	Q2-21	Q2-20	Idx	1H-21	1H-20	Idx
Ext sales	137,4	113,6	121	261,3	235,2	111
EBITA	21,6	14,1	153	37,0	29,2	127
EBITA%	15,7	12,4	127	14,2	12,4	114

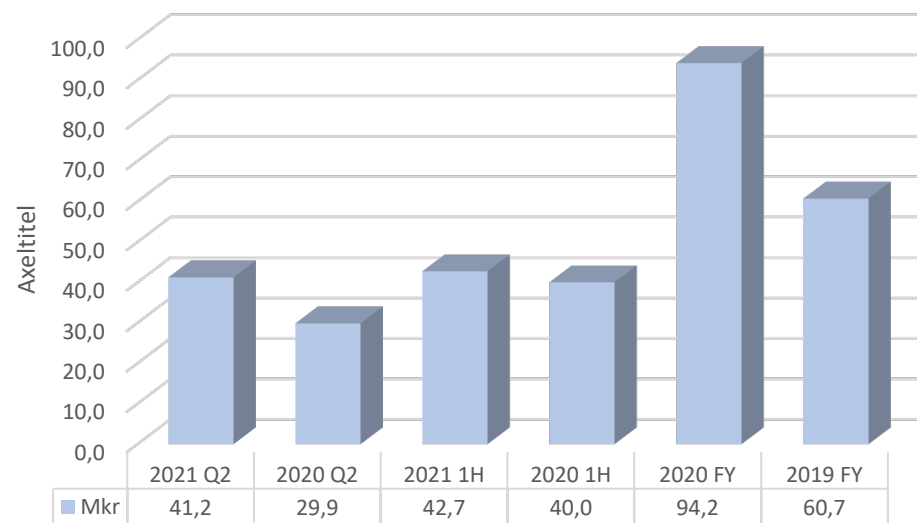
Macro Design						
	Q2-21	Q2-20	Idx	1H-21	1H-20	Idx
Ext sales	55,6	48,3	115	109,2	95,8	114
EBITA	7,5	6,2	121	14,6	9,4	155
EBITA%	13,5	12,8	105	13,4	9,8	136

Cassoe						
	Q2-21	Q2-20	Idx	1H-21	1H-20	Idx
Ext sales	26,2	21,4	122	50,4	43,6	115
EBITA	6,3	5,2	121	12,1	10,8	112
EBITA%	24,0	24,3	99	24,0	24,8	97

Balance sheet & Cash flow

- Cash Flow improved during Q2 after a Low Q1-Driven by EBITDA
- Working Capital increase during 1H due to receivables & stock increase.
- Equity ratio includes dividend 2021 of 1,25SEK/Share-26,5 Mkr. No dividend 2020.
- Investments mainly production equipment, product development & digitalization

Cash Flow from operations



	2021 Q2	2020 Q2	2021 1H	2020 1H	2020 FY	2019 FY
<i>Equity ratio, %</i>	34,1	38,0	34,1	38,0	33,7	33,1
<i>Net Debt, Mkr</i>	182,4	171,7	182,4	171,7	187,8	198,3
<i>Capital Employed, Mkr</i>	487,6	403,1	487,6	403,1	473,6	413,5
<i>Return on Capital Employed, %</i>	15,6	9,3	28,3	17,6	16,8	15,3
<i>Return on equity, %</i>	21,8	14,7	39,8	27,0	23,7	24,3
<i>Investments, Mkr</i>	5,2	4,4	10,7	14,2	84,5	26,2
<i>Net Debt/EBITDA</i>	1,4	1,9	1,4	1,9	1,8	2,4

Focus areas sustainability

Sustainability is an important part of our strategy. In 2019, Svedbergs Group developed a sustainability strategy with five focus areas that are linked to the UN's global goals and Agenda 2030. The Group's focus areas within sustainability are:



Overall Objectives

- *Reduce the environmental impact of our products*
- *Reduce greenhouse gas emissions*
- *Resource efficiency*
- *Wood from sustainable and enduring forestry*
- *Responsible business*

Activities 2021 ff. (examples)

- *Sustainability training for employees*
- *Improved heating efficiency & energy consumption*
- *GHG Protocol reporting*
- *Decision to convert to Bio Gasol as from 2022*

The effect of the Covid –19 pandemic

- The increased interest in interior design in the home environment has a positive impact on the group sales.
- Some market areas have been looked down.
- We have managed to handle the challenging situation with increased cost for freight and containers in a controlled manner.
- During 1H we announced a price adjustment to the market.



Market outlook

- Positive on the project side.
- A major upgrade in the Groups product range.
- We follow the development of the Corona Pandemic.
- Challenges regarding transport from Asia, cost and lead time.

Årsindex

Maj 2020 - Apr 2021
jämfört med perioden:



Maj 2019 - Apr 2020



Maj 2018 - Apr 2019



Maj 2017 - Apr 2018

Trend - Byggstartsindex

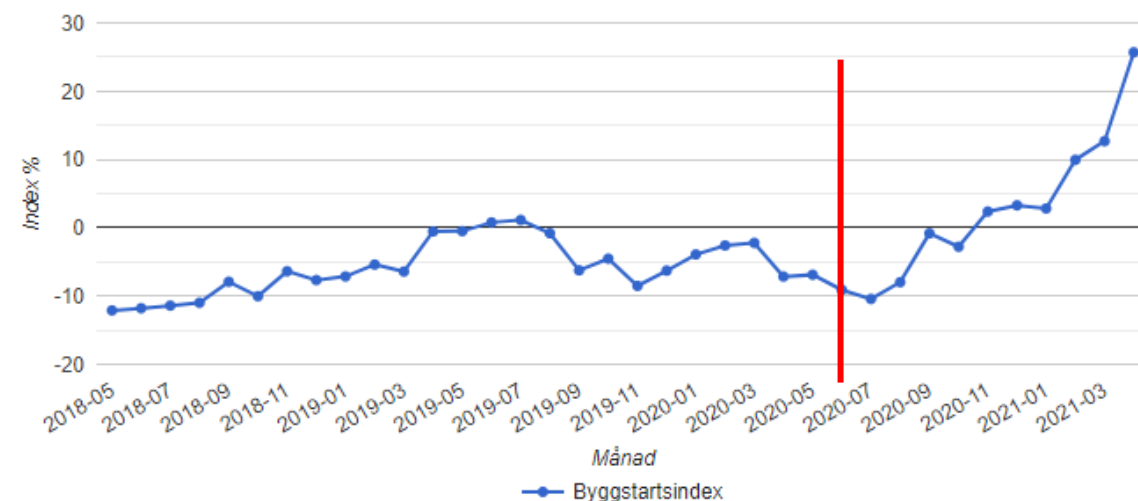
[Visa korrelation](#) [Spara som bild](#)

Tidsintervall:

3 år

X-axel:

Månad



Källa: Byggfakta

Q & A



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