

Bravida Q4 2022

Mattias Johansson, CEO

Åsa Neving, CFO

14 February 2023

Today's presenters



Mattias Johansson
CEO and Group President since 2015*

*With Bravida since 1998

Åsa Neving
CFO since 2019

Agenda

1. Bravida and our position in the Nordic market
2. Q4 2022
3. Green-Hub presentation
4. Performance by country
5. Summary and Q&A

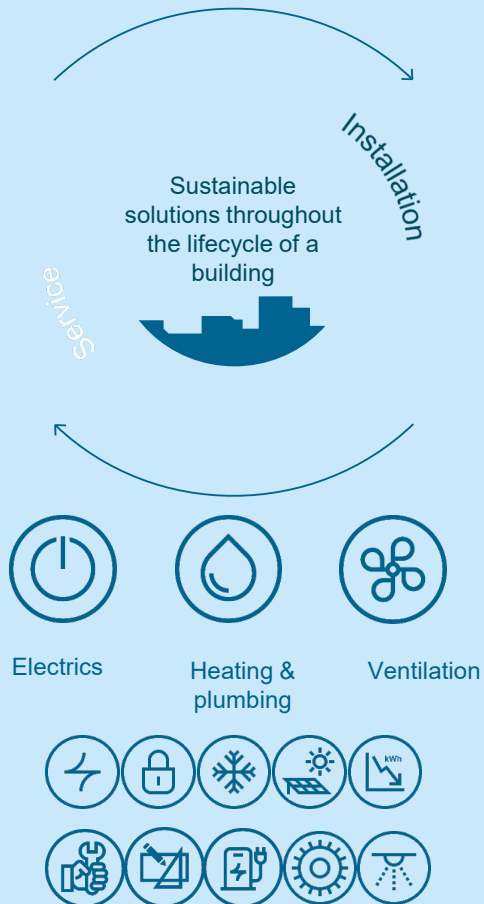


1. Bravida and our position in the Nordic market

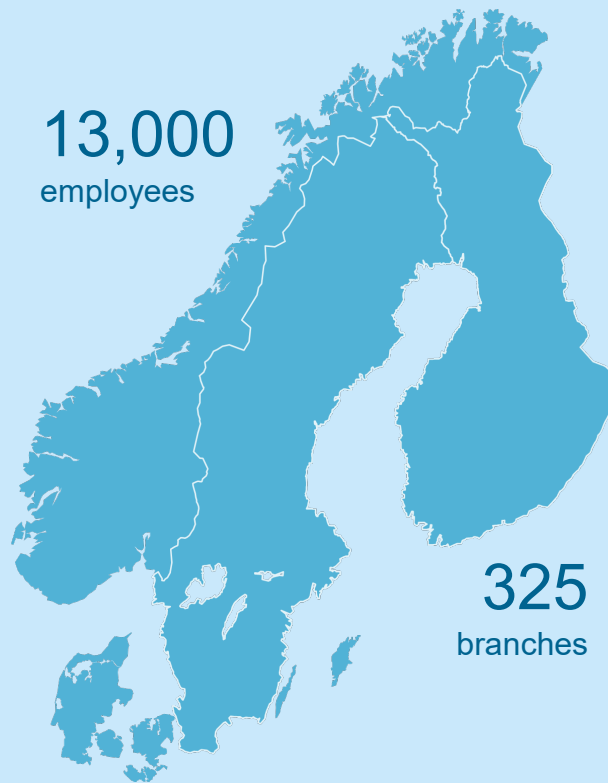


About Bravida

The leading Nordic provider of sustainable technical solutions for buildings



Local presence throughout the Nordics



Broad and stable customer base

26.3 bn

Net sales 2022, SEK

91%

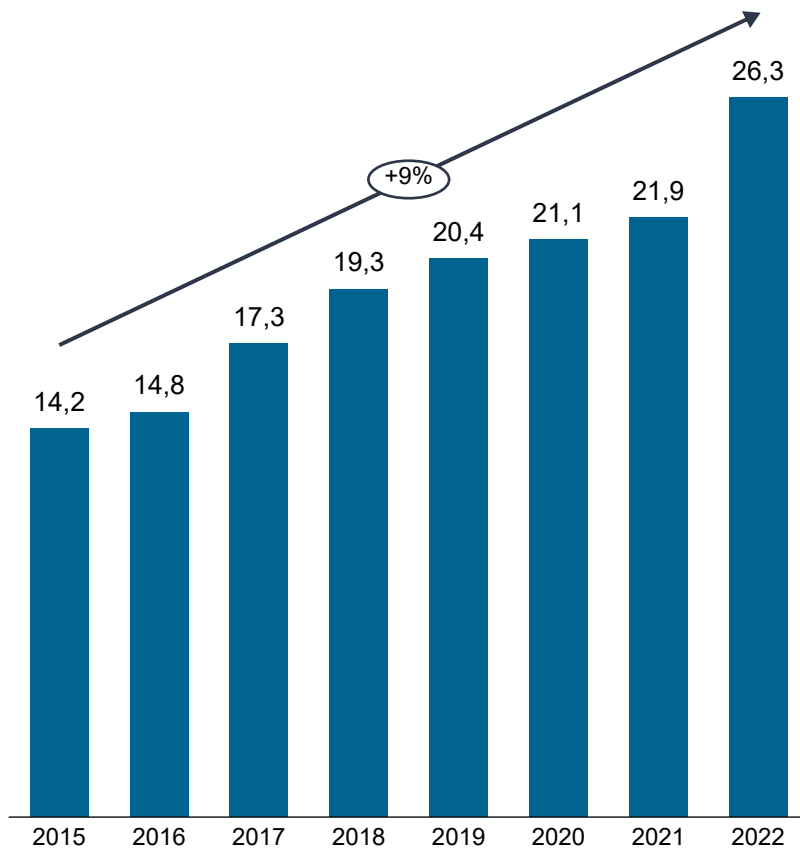
Recurring customers

85%

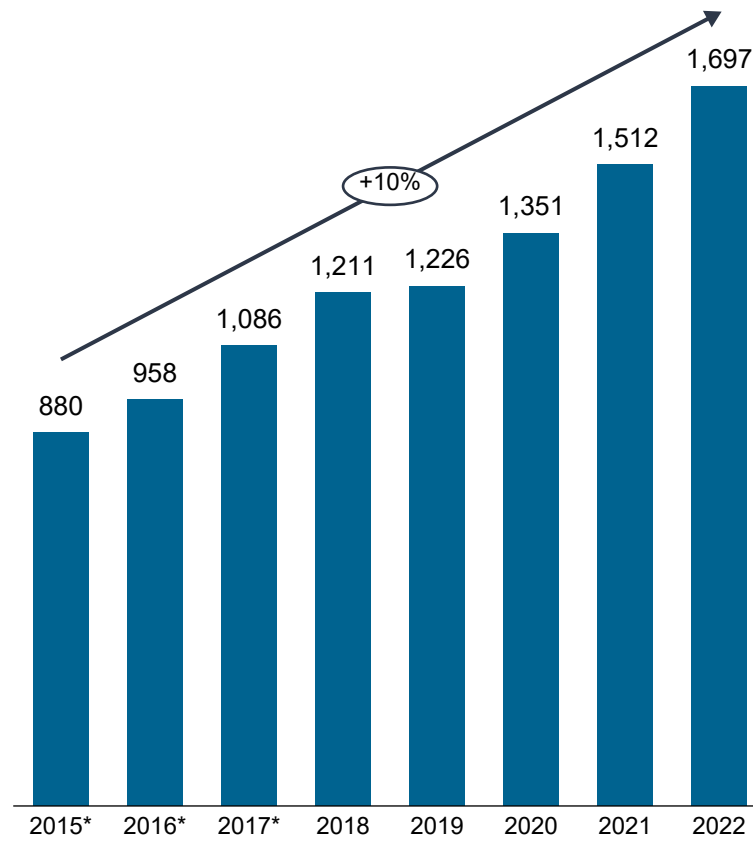
of net sales from order values below
SEK 50m

Robust and resilient cash flow generator

Net sales LTM in SEKb and CAGR

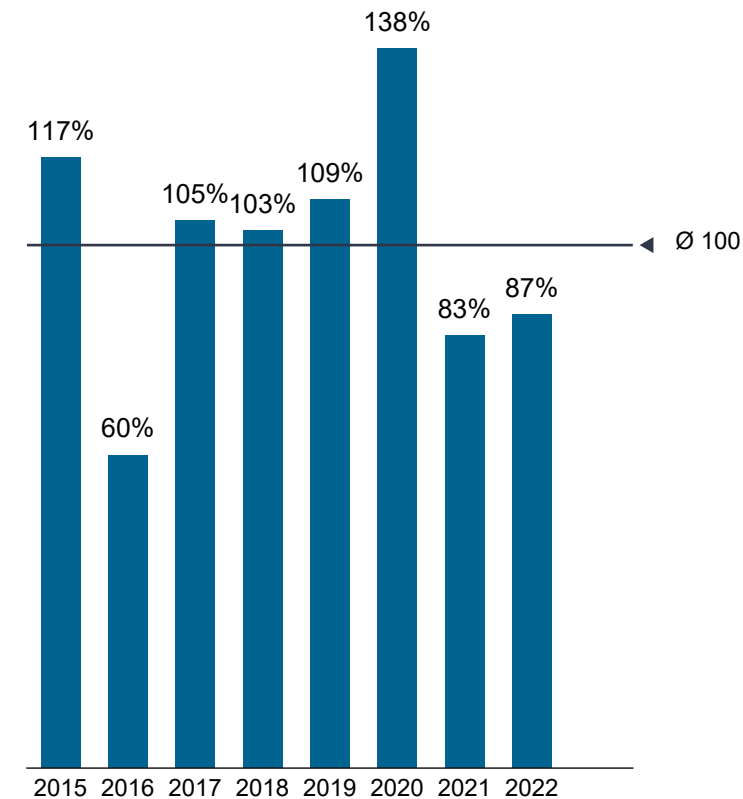


Stable profitability LTM EBITA in SEKm and CAGR

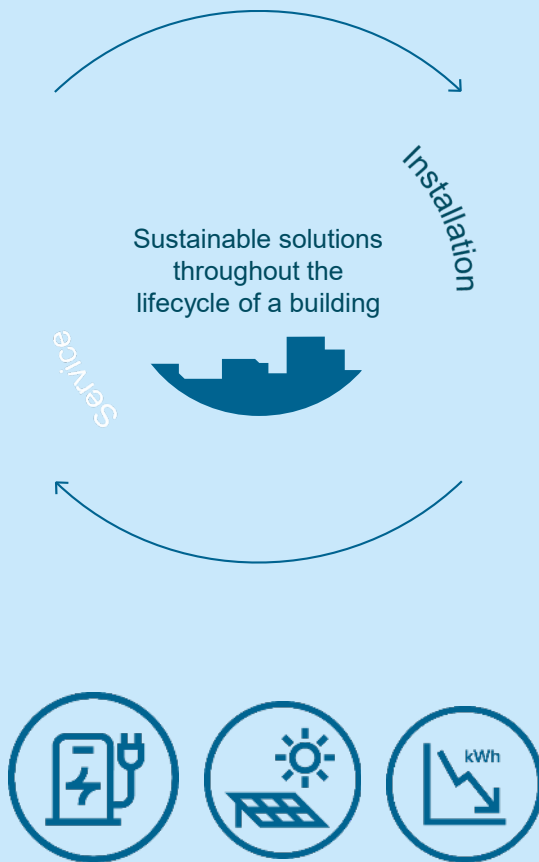


* adjusted

Cash conversion LTM %



Nordic leader in sustainable technical solutions



- Leading Nordic provider of sustainable technical solutions for buildings
- Every customer has access to our entire offering
- Lifecycle perspective for every building
- The industry leader in sustainability

2. Q4 2022



Market outlook

- Growing demand for sustainable and energy efficient solutions
- Still an overall good demand for service and installation except for newbuild residentials
- Uncertain times, increasing interest rates and inflation may lead to delays in investment decisions going forward



Q4 highlights

- Earnings per share: +10% in 2022
- 16% organic growth, growth in all countries
- Increased sales in both service and installation
- Order intake improving in Sweden, Denmark and Finland, in total -6%
- EBITA-margin 8.4 (8.5*)%
- Cash flow SEK 1,110m (1,115)
- LTIFR LTM -19%
- Dividend proposal SEK 3.25 (3.00) per share



Service
sales growth
+26%



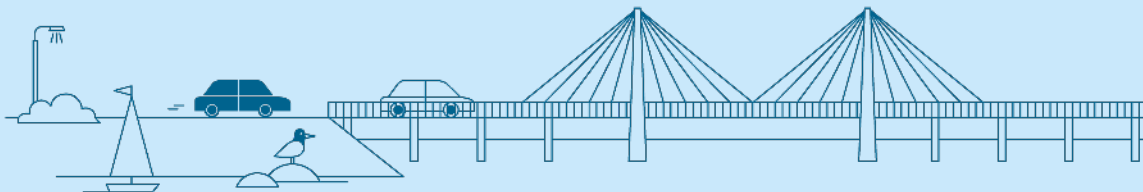
Installation
sales growth
+30%

Net sales
+28%

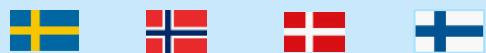
Order backlog
SEK 16,881m

EBITA margin
8.4%

Cash conversion
87%



Group Q4 2022

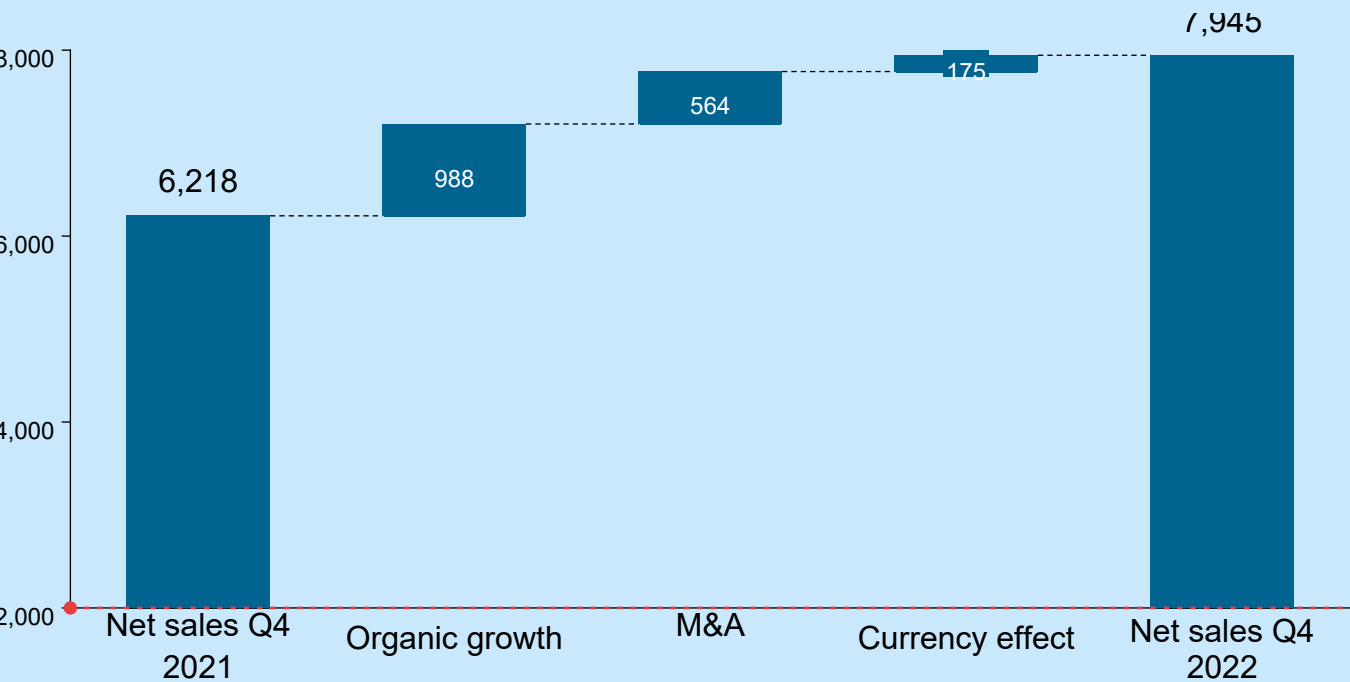


SEKm	Q4 2022	Q4 2021	2022	2021
Net sales	7,945	6,218	26,303	21,876
EBITA	669	625	1,697	1,512
EBITA-margin	8.4%	10.1%	6.5%	6.9%
Order intake	6,816	7,251	25,803	24,237
Order backlog	16,881	16,519	16,881	16,519

- Growth in sales +28%, both in service and installation
- Organic growth +16% and from acquisitions +9%
- EBITA-margin excluding repayment of a health insurance surplus last year was 8.4 (8.5)%
- EBITA-margin 8.4 (10.1)%
- Increasing cost for upgrade of IT-platform, new systems and business development approx. SEK 28m compared to Q4 2021
- Order intake -6% to SEK 6,816m
- Order backlog +2% YoY to SEK 16,881m

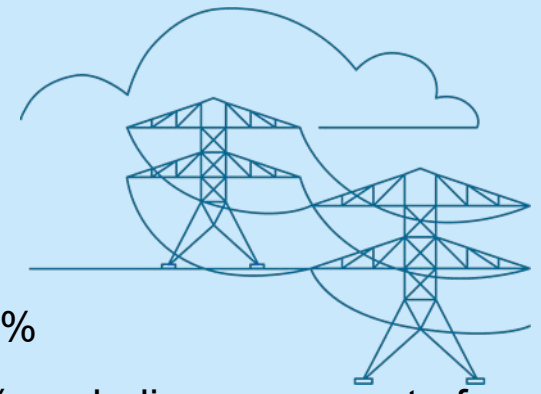


Net sales performance in Q4, SEKm

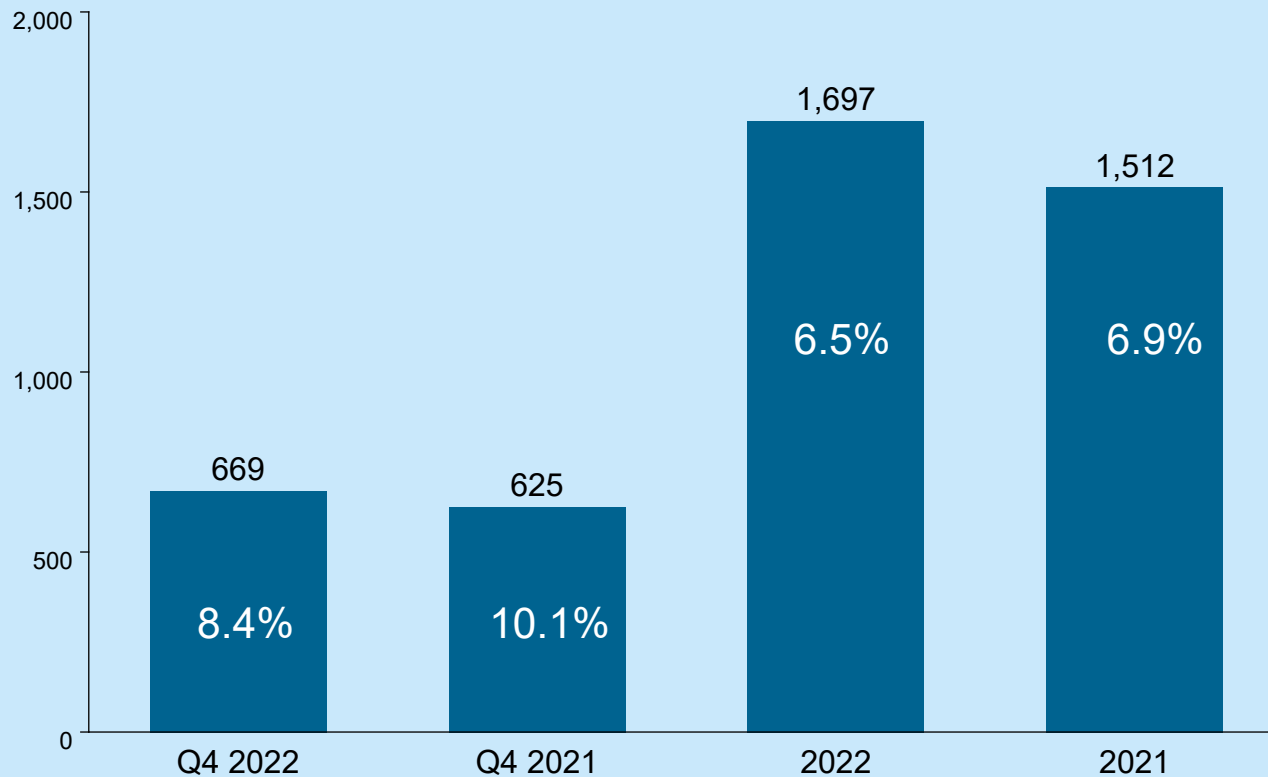


Sales growth +28%

- Organic growth +16%
- Growth in both service and installation business
- Organic growth in all countries
- Growth from acquisitions +9%
- FX effects +3%



EBITA, SEKm



EBITA development

- EBITA-margin 8.4 (10.1)%
- EBITA-margin 8.4 (8.5)% excluding repayment of health insurance surplus last year. Improved EBITA-margin in Denmark, but lower in the other countries
- EBITA-margin 11.4 (9.6)% in Sweden improved excluding repayment of health insurance surplus
- EBITA affected by non-recurring costs for implementing new digital solutions and IT systems needed to realise the business plan, SEK 26m (18) in Q4 and SEK 76m (38) YTD
- Forecast 2023 for digital initiatives including initiatives for improving the Service business, amounting to approximately SEK 100m
- EBITA also affected by cost for development in new businesses, sustainability and modern IT-platform according to plan

Driving the business plan forward increases administrative expenses but will enable improved margin and growth

Increased recurring costs

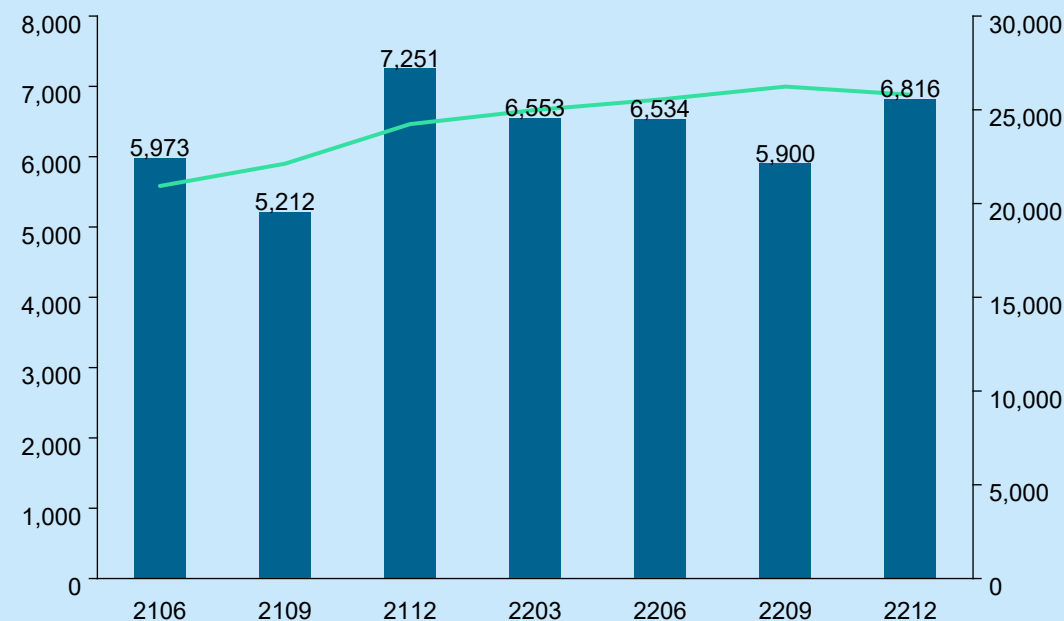
- Strengthening the IT platform
- Digital development capabilities
- Increased sustainability focus
- Improved HR support

Initial costs for investments in new businesses

- Technical Facility Management
- Automation
- Energy Management
- Expected to add positively to the margin in the end of 2023

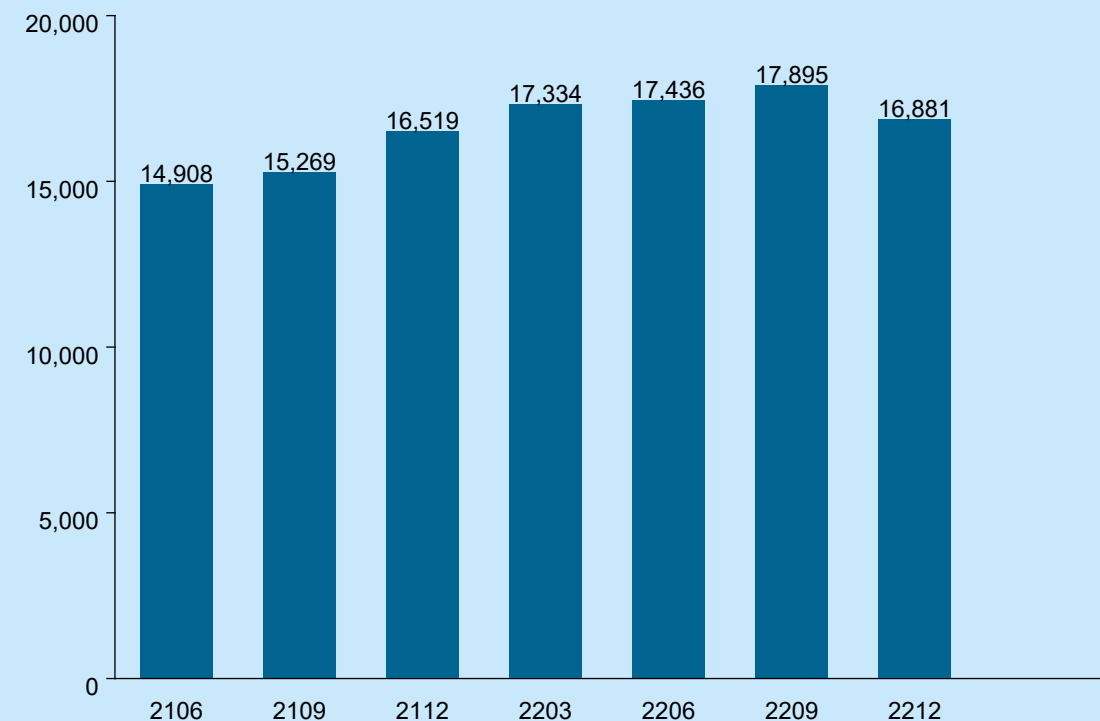
Order intake and backlog, SEKm

Order intake LTM and per quarter



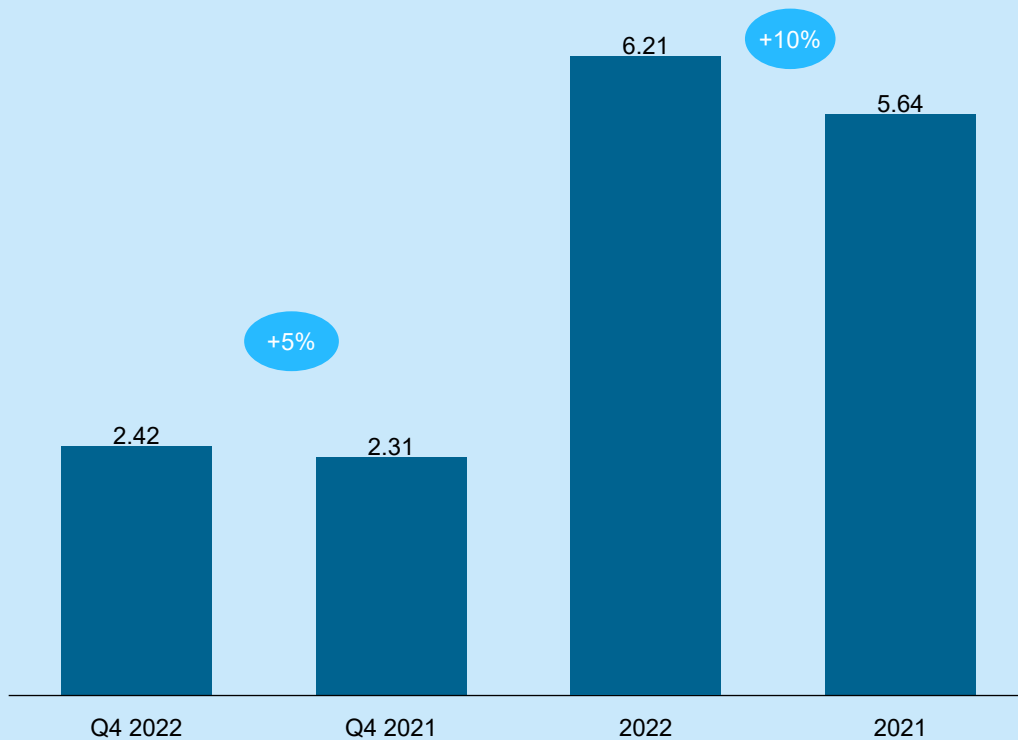
- Decreasing order backlog SEK-1,014m in the quarter, but growing order backlog in Finland
- Order backlog increased by 2% YoY, to SEK 16,881m
- Order intake decreased by -6% YoY, but growth in Sweden, Denmark and Finland

Order backlog

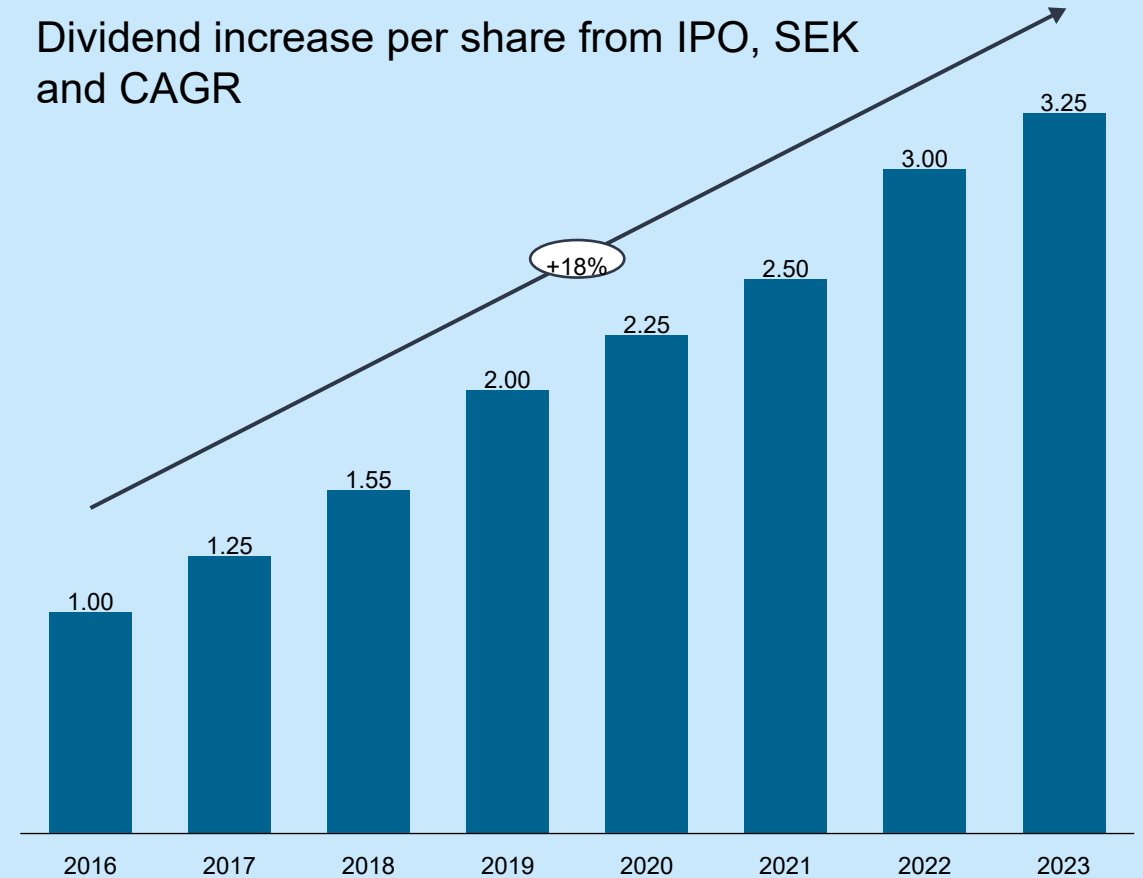


Earnings per share and increased dividend, proposed 3.25 SEK an increase by 8.3% and 52% of net profit

Earnings per share, SEK

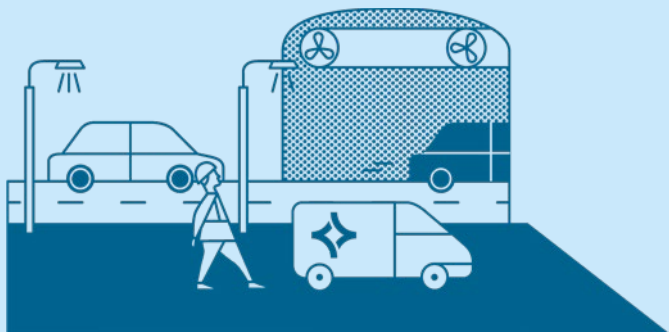


Dividend increase per share from IPO, SEK
and CAGR

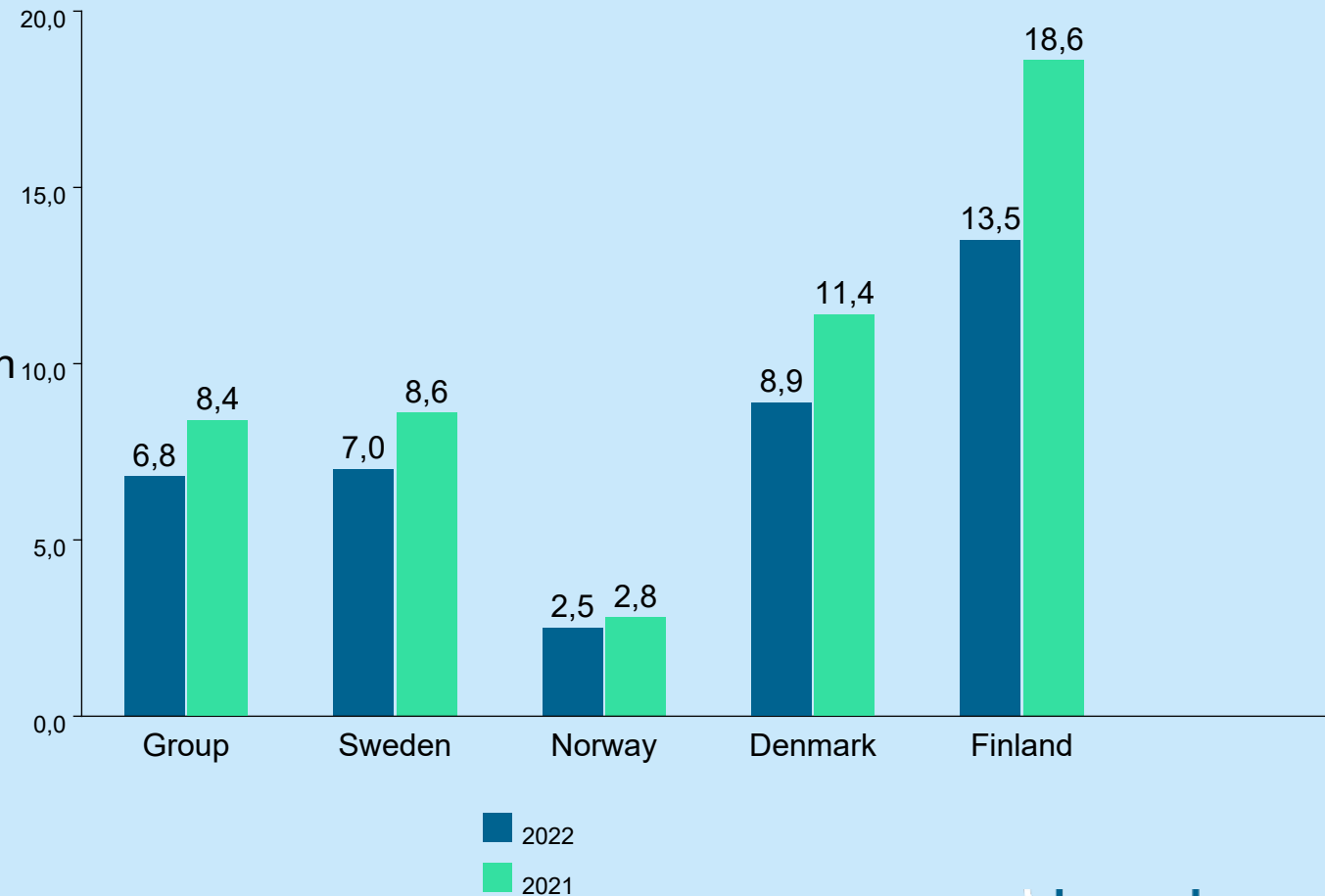


Sustainability

- Declining LTIFR on Group level, -19%
- Declining LTIFR in all countries
- Norway well below target, <5,5
- 11 percent of the vehicle fleet is electric powered
- 73% of vehicles ordered 2022 were electric
- 8% Change in CO₂e emissions from vehicles in relation to net sales LTM -14.2%



LTIFR (lost time injury frequency rate) LTM



Acquisitions 2022

- 21 acquisitions 2022 adding annual sales of SEK 1,6bn
- Continued strong pipeline
- Acquisitions still at attractive multiples
- 4 acquisitions completed so far in Q1 2023 adding annual sales of approximately SEK 115m

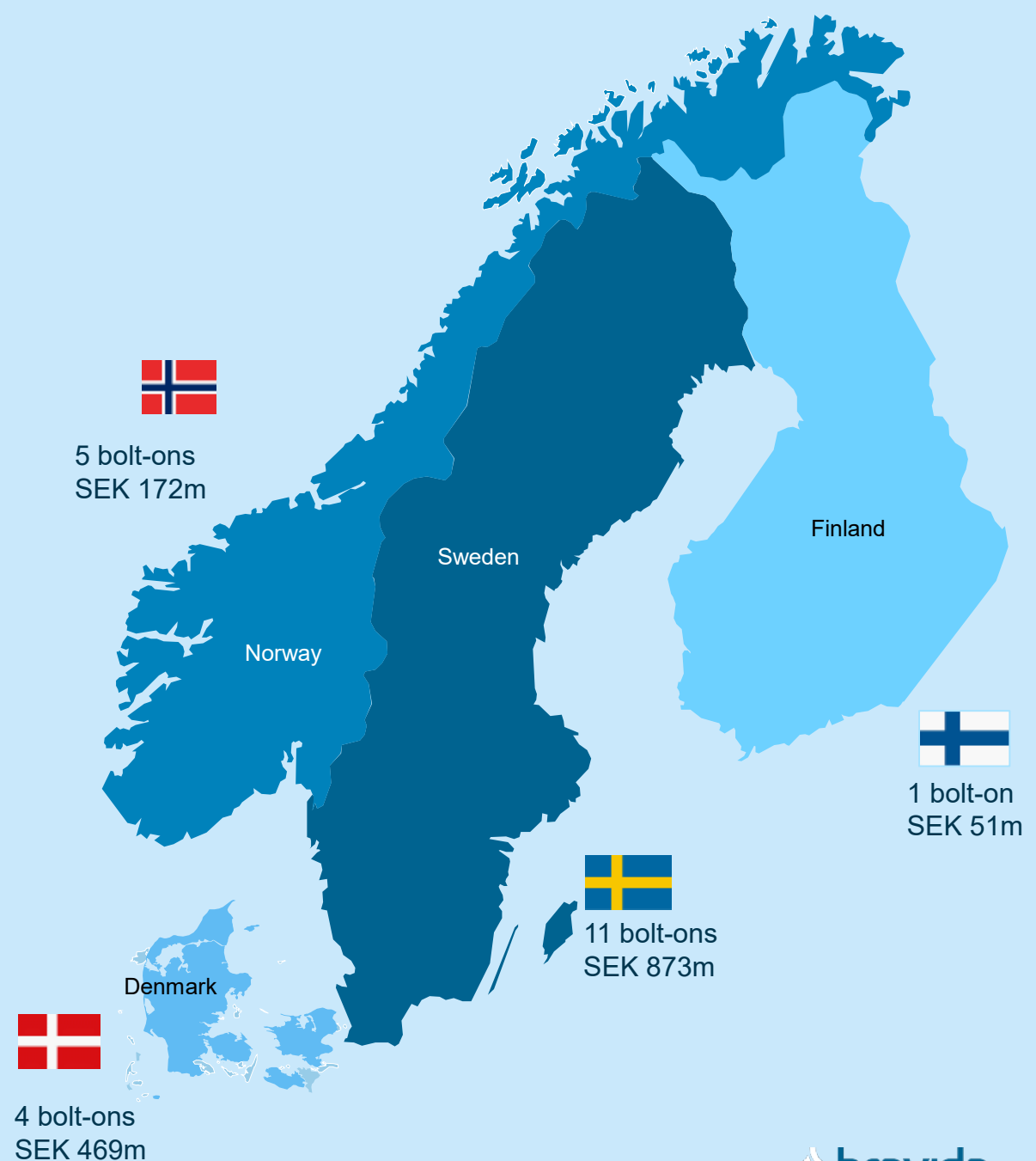
Acquisitions 2022

21

SEK

~1.6bn

acquired sales 2022



4. Performance by country

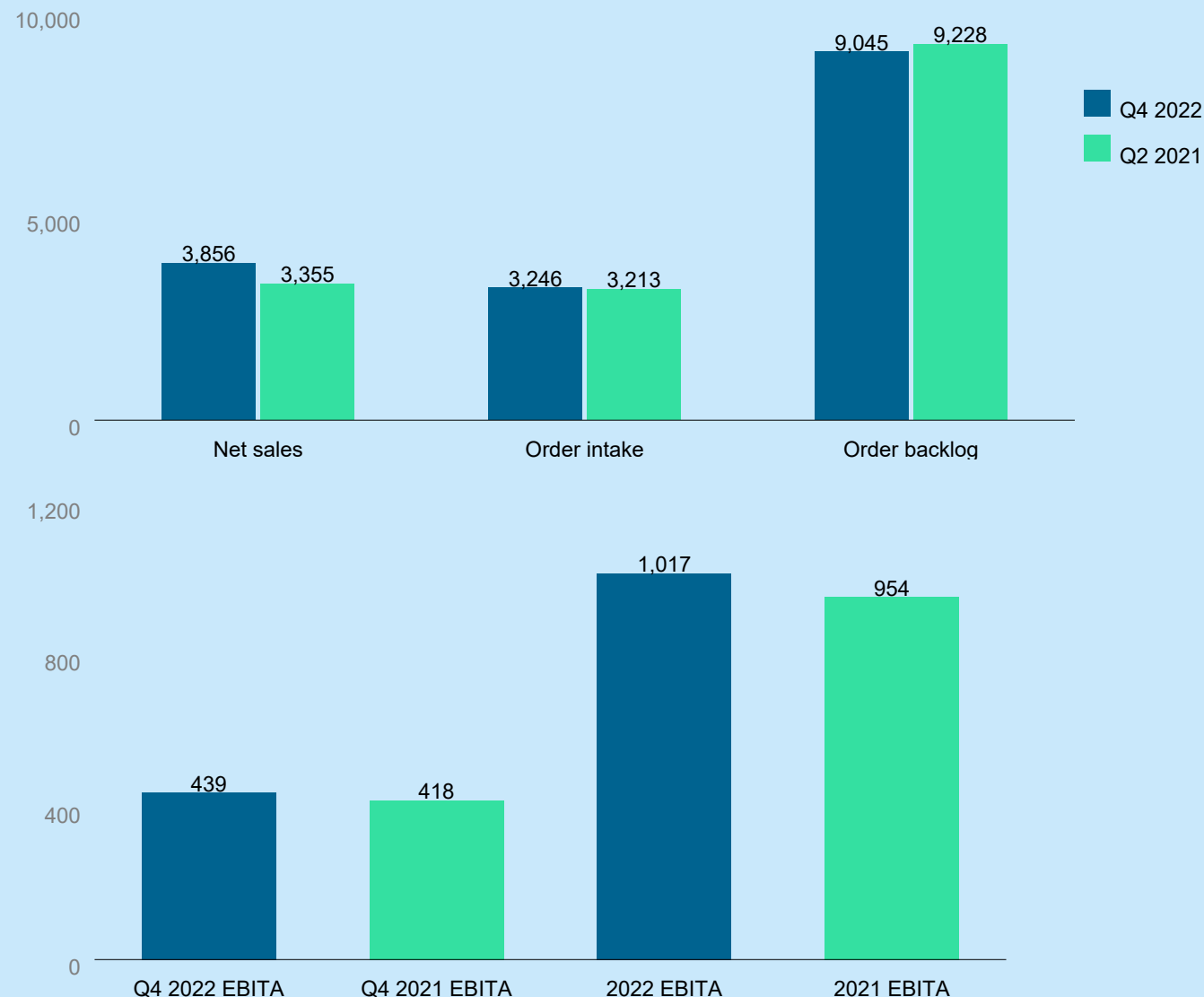


Sweden Q4 2022



SEKm	Q4 2022	Q4 2021	2022	2021
Net sales	3,856	3,355	13,040	11,894
EBITA	439	418	1,017	954
EBITA-margin	11.4%	12.5%	7.8%	8.0%
Order intake	3,246	3,213	12,756	12,615
Order backlog	9,045	9,228	9,045	9,228

- Growth in sales +15%
- Growth in installation and service
- Organic growth +7%
- EBITA-margin 11.4 (12.5)% but excluding last years repayment of health insurance surplus 11.4 (9.6)%
- Order intake +1%
- Order backlog -2% YoY

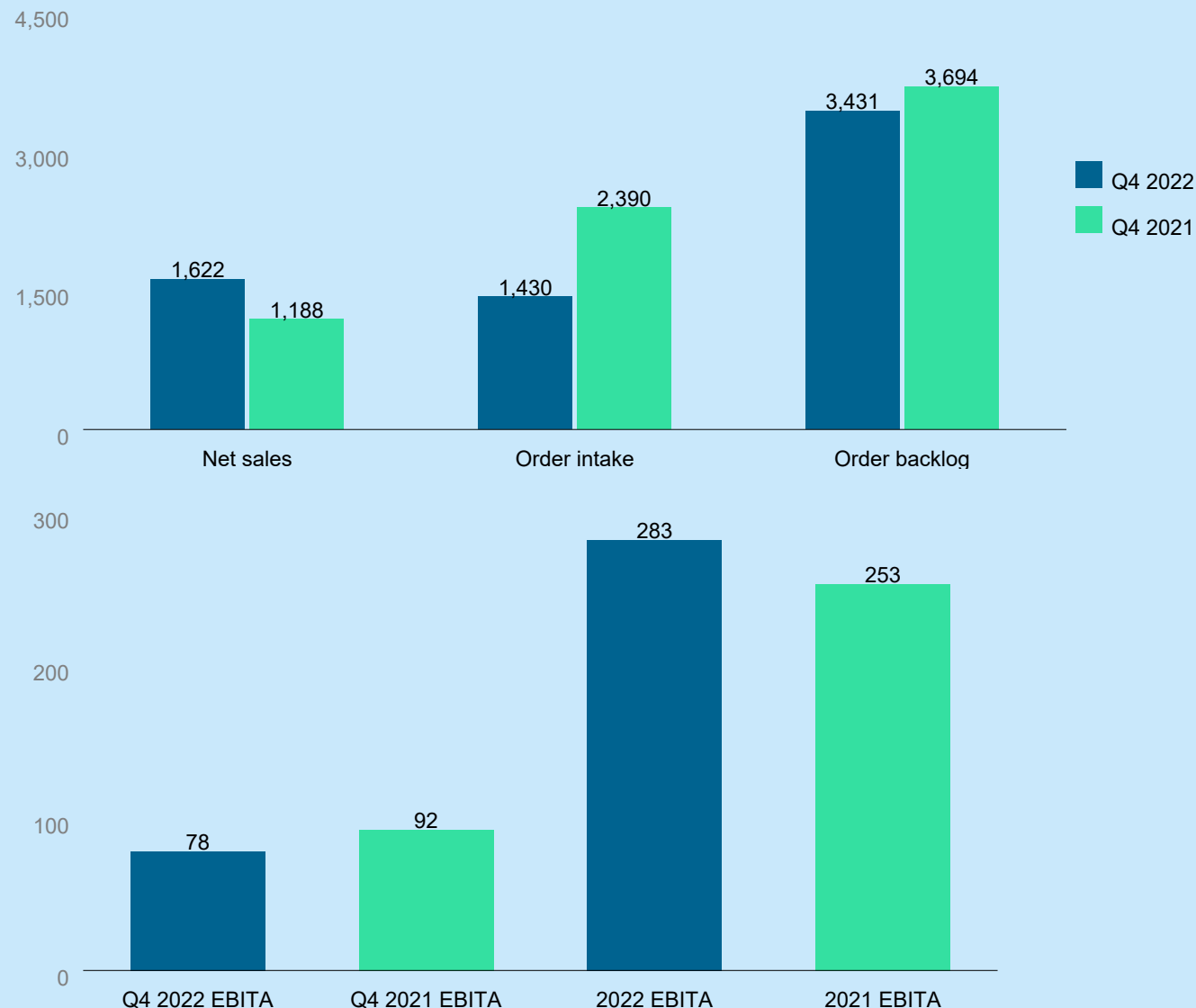


Norway Q4 2022



SEKm	Q4 2022	Q4 2021	2022	2021
Net sales	1,622	1,188	5,555	4,066
EBITA	78	92	283	253
EBITA-margin	4.8%	7.8%	5.1%	6.2%
Order intake	1,430	2,390	5,179	5,663
Order backlog	3,431	3,694	3,431	3,694

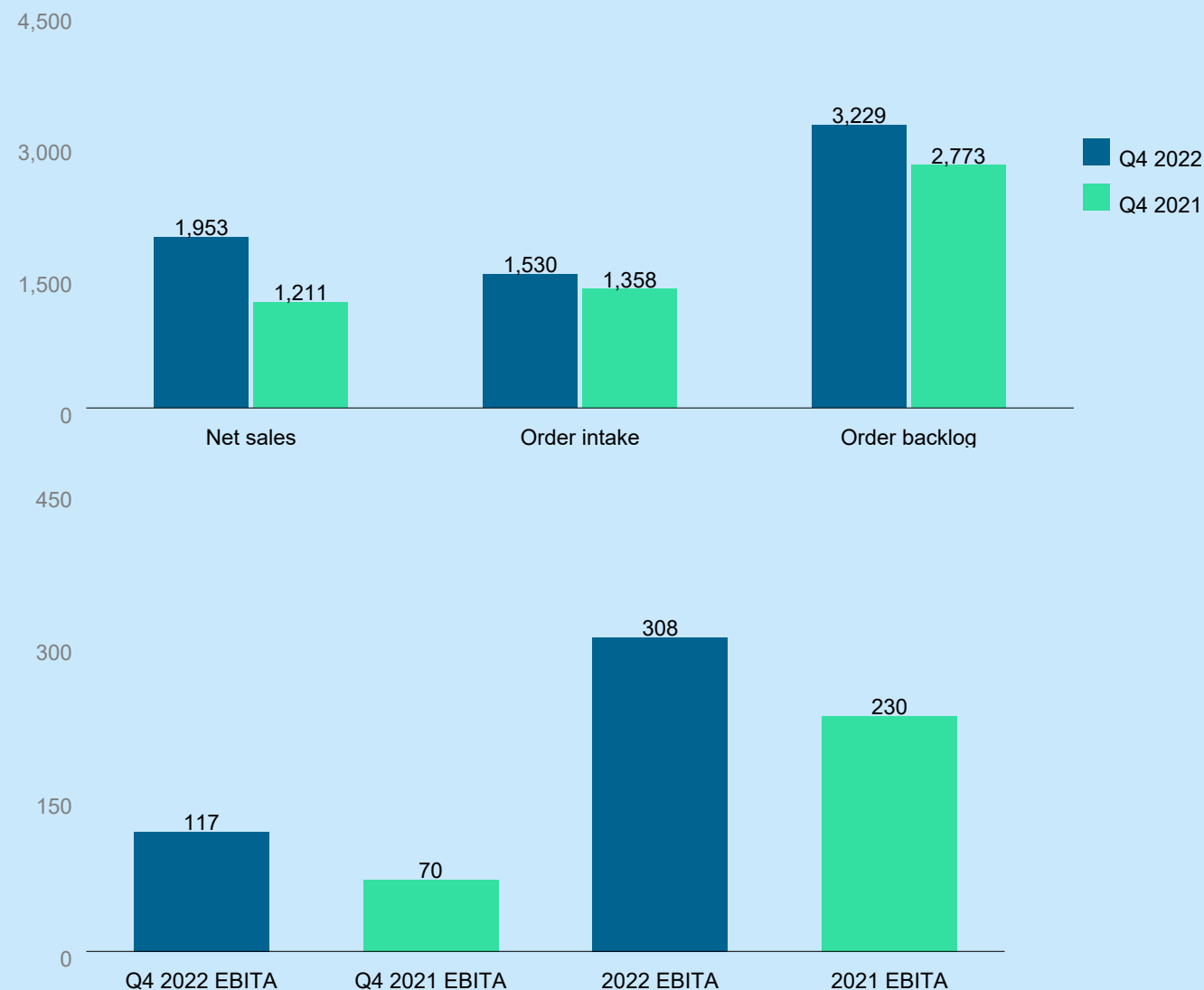
- Growth in sales +37%
- Growth in installation and service
- Organic growth +27% and from acquisitions +4%
- EBITA-margin declined to 4.8 (7.8)% explained by change in the sales mix and write-downs in some projects
- Order intake -40%, explained by strong comparative figures
- Order backlog -7% YoY



Denmark Q4 2022

SEKm	Q4 2022	Q4 2021	YTD 2022	YTD 2021
Net sales	1,953	1,211	6,038	4,381
EBITA	117	70	308	230
EBITA-margin	6.0%	5.8%	5.1%	5.3%
Order intake	1,530	1,358	5,930	4,695
Order backlog	3,229	2,773	3,229	2,773

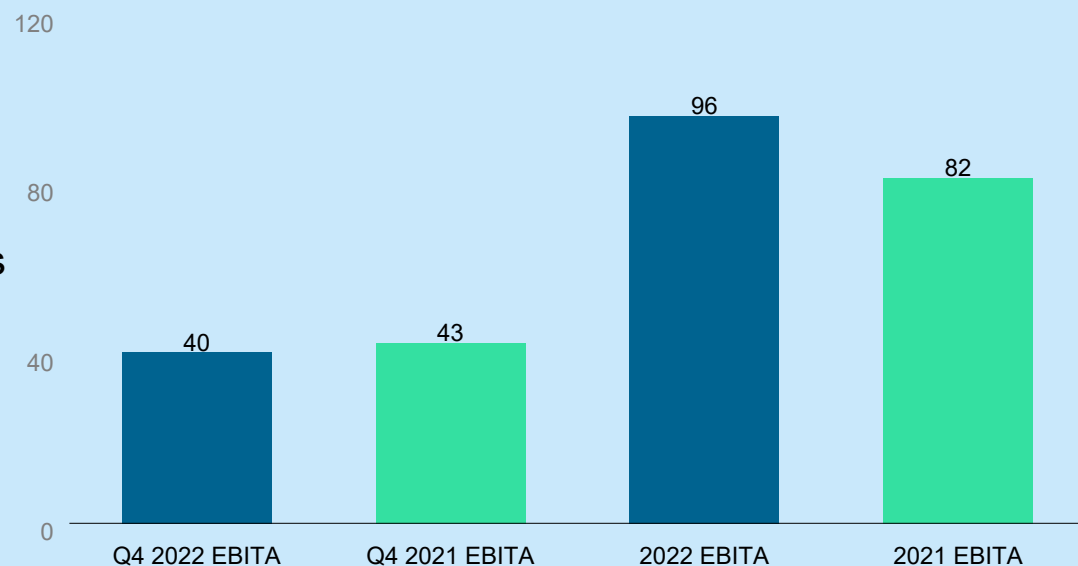
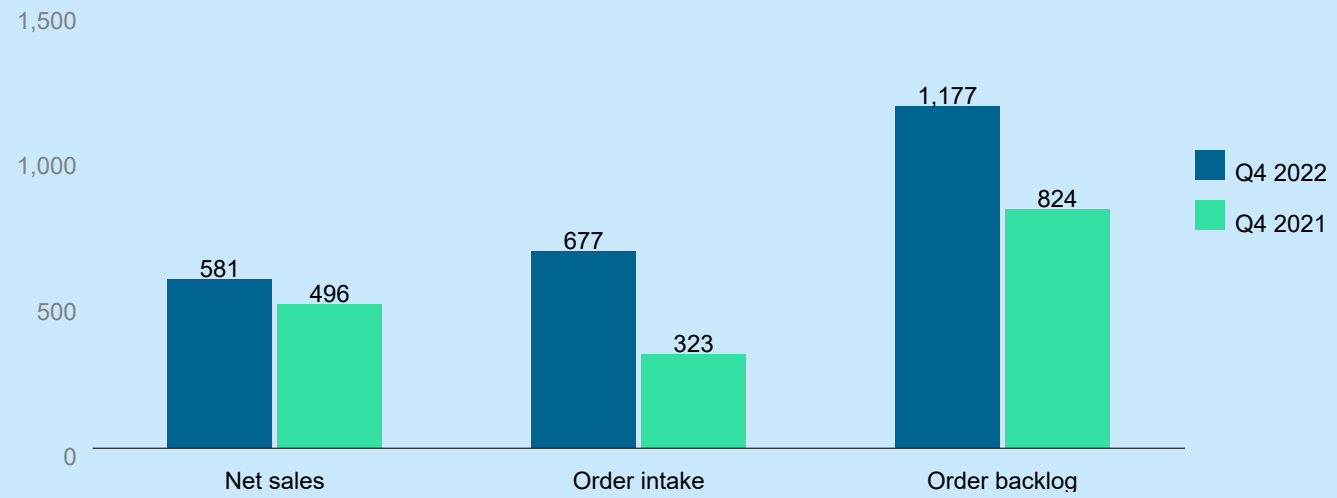
- Growth in sales +61%
- Growth in service and installation
- Organic growth +34% and from acquisitions +17%
- EBITA-margin improved to 6.0 (5.8)% explained by higher margin in the installation business
- Order intake +13%
- Order backlog +16% YoY



Finland Q4 2022

SEKm	Q4 2022	Q4 2021	YTD 2022	YTD 2021
Net sales	581	496	1,812	1,622
EBITA	40	43	96	82
EBITA-margin	6.9%	8.6%	5.3%	5.0%
Order intake	677	323	2,081	1,352
Order backlog	1,177	824	1,177	824

- Growth in sales +17%
- Growth in service and installation
- Organic growth +4% and from acquisitions +6%
- EBITA-margin declined to 6.9 (8.6)% due to lower margin in both the service and installation business
- Order intake +110%
- Order backlog +43% YoY



Net debt and Cash Flow in SEKm

Operating Cash Flow

Financial position

Q4 2022

Cash balances	1,308
Term loan, RCF, Commercial paper	-1,563
Leasing, IFRS 16	-1,050

Net debt

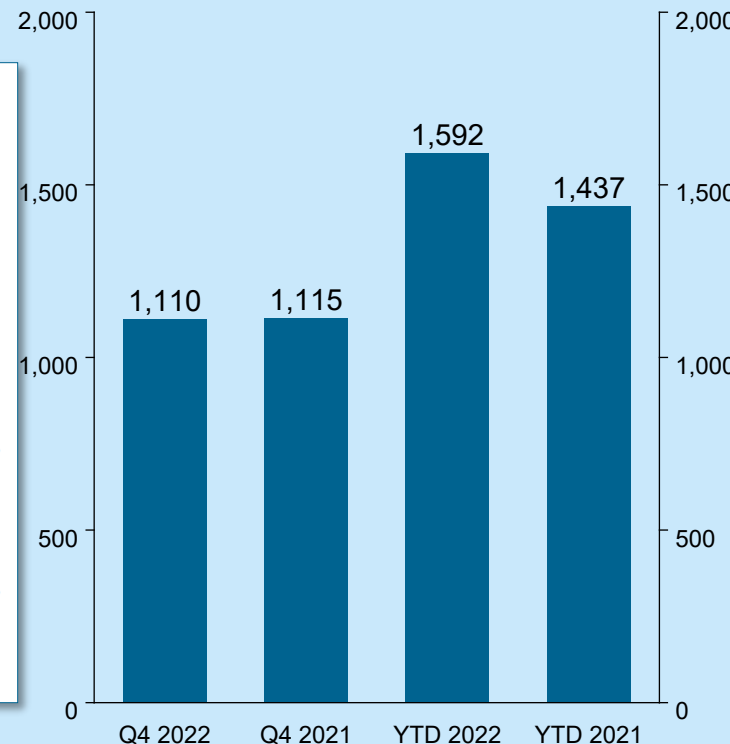
-1,304

LTM EBITDA

2,165

Net debt/LTM EBITDA

0.6x



Key highlights Q4 2022

- SEK 2,500m sustainable linked (RCF)
 - Drawn facility SEK 400m
 - Maturity 2024-10-14
- Commercial paper programme SEK 1,500m and EUR 50m
- 3-year term loan facility signed in August 2022, SEK 500m

- Cash conversion 87% (83)

Financial targets

>7%

EBITA margin

>100%

Cash conversion

<2.5x

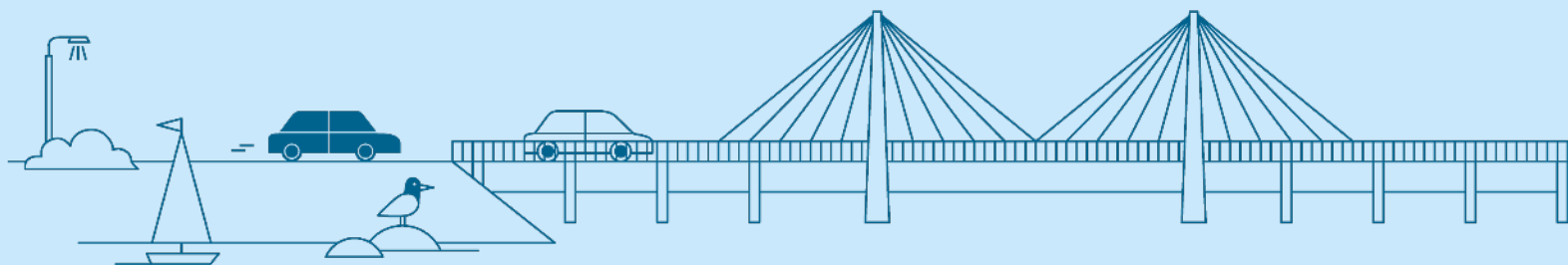
Net debt/EBITDA
Target leverage ratio

>5%

Sales growth

>50%

of net profit
Target pay-out ratio





5. Summary

Summary Q4 2022

- Earnings per share: +10% in 2022
- Sales increased in all countries, +28%
- Organic growth +16%
- Organic growth in all countries
- Growth from acquisitions +9%
- Slightly lower but stable EBITA-margin excluding repayment of health insurance surplus in Q4 2021
- EBITA-margin affected by increased cost for develop the business according to plan
- Dividend proposal SEK 3.25 (3.00) per share
- LTIFR -19% LTM

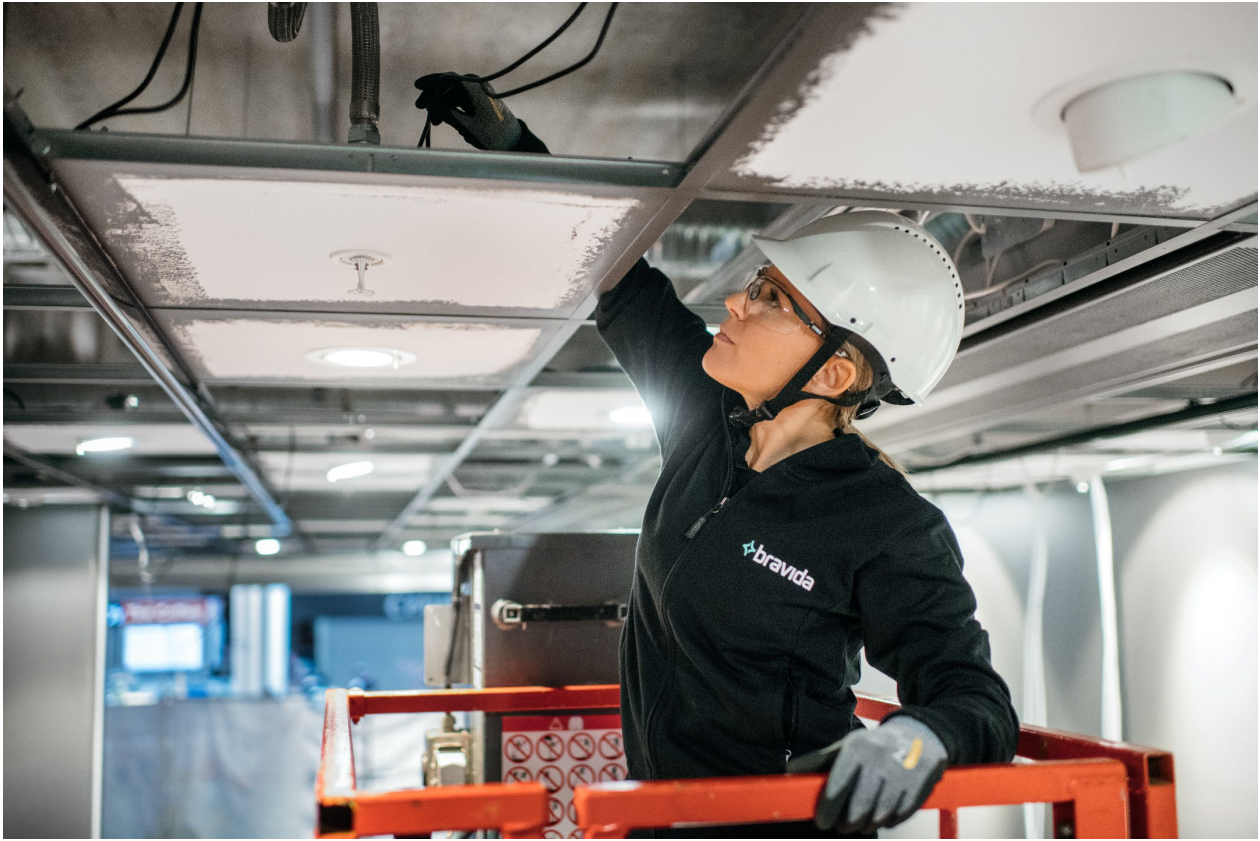


Q&A



Upcoming events

Day	Event
28 April	AGM
3 May 2023	Interim Report Q1 2023
14 July 2023	Interim Report Q2 2023
25 October 2023	Interim Report Q3 2023



We bring buildings to life.

