



# Q1 2023 results

# Fasadgruppen in brief

- Fasadgruppen has a leading position within façade work in the Nordic region. **Façade work is a highly specialised and local market with a high level of craftsmanship**
- The service offering consists of mainly **masonry and plastering**, installation and renovation of **balconies, roofs and windows**, and **scaffolding**
- Fasadgruppen focuses on mid-size projects in the range of SEK 1–100m with an average project size of SEK 3–4m; **~75% of projects relate to renovation**
- Fasadgruppen pursues an **active M&A agenda** with the aim to consolidate the highly fragmented Nordic façade industry
- The Group currently comprises **~50 businesses** across Sweden, Denmark, Norway and Finland in a decentralised structure, and has **~2,000 employees**

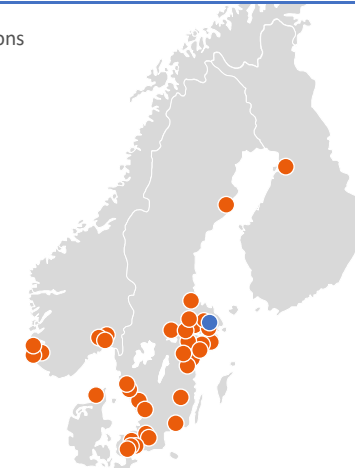
## SERVICE OFFERING



Years	Review every	Replace every
Masonry and plaster	15	30
Balconies	30	50
Roofs	15	30
Windows	20	40

## GEOGRAPHICAL PRESENCE

- Fasadgruppen's locations
- Group HQ



# Key financials, LTM Q1-2023

Net sales, SEK million

4,954

Adjusted EBITA, SEK million

462.3

Adjusted EBITA margin, %

9.3

Operational cash flow, SEK million

403.8

Cash conversion, %

74.2

Net debt/adj. EBITDA, x

2.3

Acquired annual sales, SEK million

804

Order backlog, SEK million

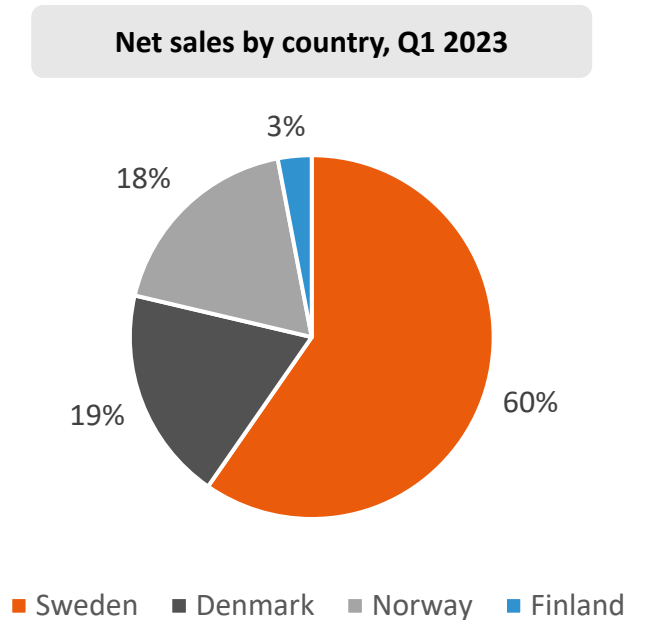
2,852

No of employees

1,935

# Q1-2023 in brief

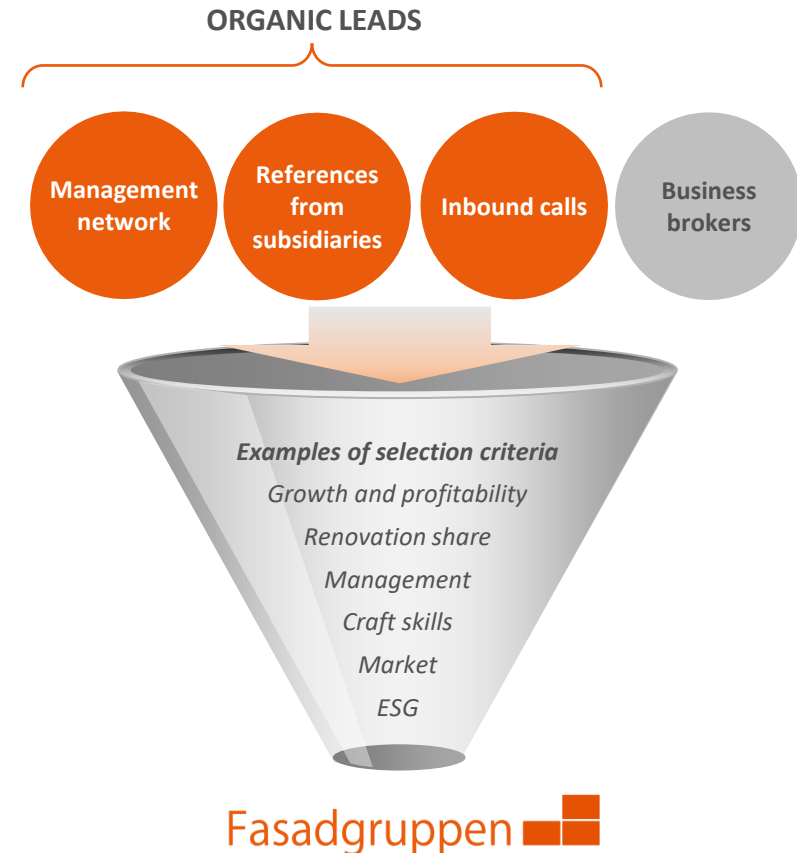
- Strong start to the year with high growth, increased earnings and clear margin improvement
- Cost inflation on material has stabilised
- Net sales +55% y/y of which 25% organic
- Adjusted EBITA +71% y/y
- Adjusted EBITA margin of 6.5%, +0.6ppt y/y
- Increase in new project requests during spring; positive market sentiment



# Acquisitions Q1-2023

- M&A is key in our growth strategy
- Timing in negotiations; several ongoing dialogues
- Focus on earnings resilience and cash flow generation to fuel continued M&A execution
- Daniél Bergman will join as new Head of M&A in September

## FASADGRUPPEN'S ORGANIC APPROACH TO FINDING NEW TARGETS



# Examples of new orders in Q1

## **STARK Fasadrenovering**

Location: Vällingby, Stockholm

Customer: MZ Bygg

Project: Façade and balcony renovation



## **Mjøndalen Mur & Puss**

Location: Vollebekk, Oslo

Customer: JM Norge

Project: Brick façade on new residential buildings



Picture: JM Norge

## **DVS**

Location: Torshov, Oslo

Customer: Oslo municipality/Boligbygg Oslo

Project: Window and door replacements



## **Frillesås Mur & Puts**

Location: Värnamo

Customer: ByggDialog

Project: Brick façade on new school (Trälleborgskolan)



Picture: Fredblad arkitekter

- Increase in new project requests in both renovation and new construction during spring
- Renovation market characterised by long-term stability driven by ageing properties and increased requirements on energy performance
- Façade renovation is a 'must have'; Property owners avoid to postpone planned measures as it may cause damage and increase maintenance costs in the future

# Continued progress in the revision of the EPBD in Q1

- In March, the EU Parliament adopted draft measures to increase the rate of renovation and reduce energy consumption in the European building stock
- Buildings account for 40% of energy consumption and 36% of greenhouse gas emissions in the EU
- Final shape of the bill to be negotiated between Parliament and Council
- The bill will support renovation market growth for many years to come; Fasadgruppen in excellent position with a wide range of services



## ***Non-residential and public buildings***

- Energy performance class E by 2027
- Energy performance class D by 2030



## ***Residential buildings***

- Energy performance class E by 2030
- Energy performance class D by 2033

# Energy efficiency at the core of our services



## Different energy performance measures<sup>1)</sup>

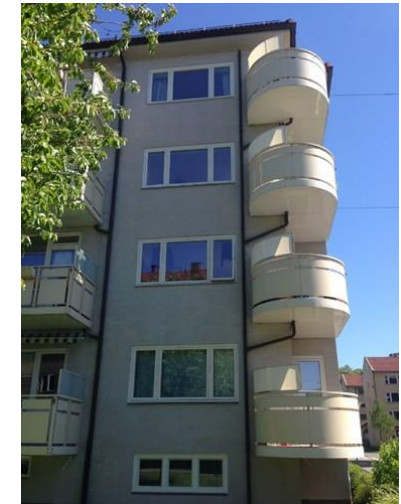
1. Façade insulation 20-25%
2. Attic insulation 8-15%
3. Window renovation 10-20%
4. Window replacement 20-25%
5. Balcony glazing 5-15%
6. New entrance and basement doors 6-7%
7. Adjustment of ventilation system 10-12%
8. Upgrade to FTX ventilation using the SmartFront method 60-65%
9. Installation of solar panels

**~75%** of Fasadgruppen's sales relate to renovation



## Case study Q1 – DVS Entreprenør

- Founded in 1998, acquired in 2020 as Fasadgruppen's first entry to Norway
- One of Norway's largest façade renovation companies with strong position in the Oslo area
- Serving a mix of private and public customers, including tenant-owner associations, construction companies and Oslo's municipal housing company Boligbygg Oslo
- Examples of ongoing/new projects 2023: Blikrud Brl, Åsbråten Brl and Sameiet Skillebekk



A multi-story brick building with red window frames and balconies. The building is constructed of light-colored bricks and features several floors of windows with red frames. Each floor has a balcony with a black metal railing. The balconies are decorated with potted plants. The building has a classic architectural style with arched windows and decorative elements. The text "Q1 financials" is overlaid in the center of the image.

Q1 financials

# Q1-2023 figures in summary

- Revenues were SEK 1,143.3 million (737.5), organic growth of 25.2%\*
- Adjusted EBITA at SEK 74.1 million (43.4), margin of 6.5% (5.9)
- Order backlog was SEK 2,851.6 million (2,616.0)
- Profit for the period was SEK 28.9 million (22.2)
- Basic earnings per share were SEK 0.58 (0.48)
- Operating cash flow was SEK 77.1 million (74.9)

Q1 2023 (Q1 2022)

Net sales, SEK million

**1,143.3**  
(737.5)

Adjusted EBITA, SEK million

**74.1**  
(43.4)

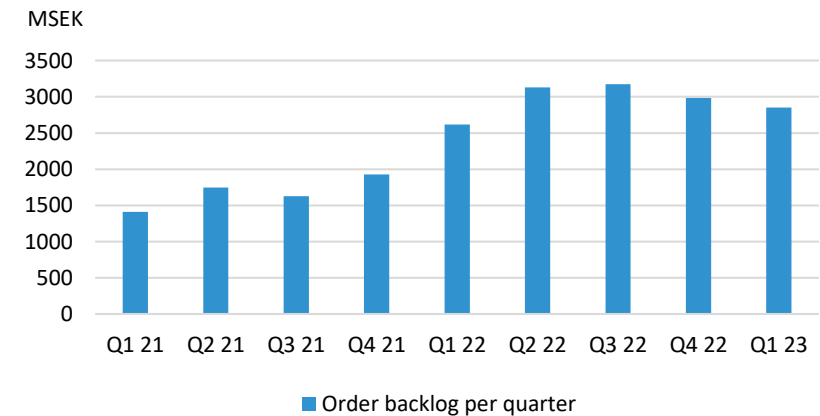
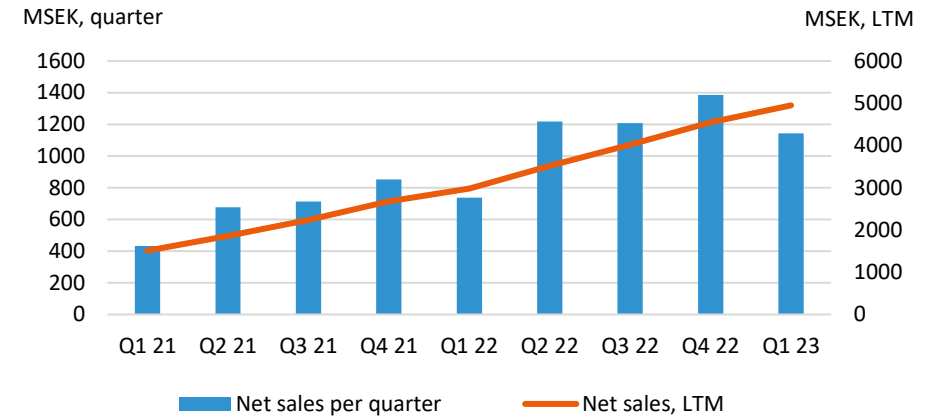
Adjusted EBITA margin, %

**6.5**  
(5.9)

*\*38 companies included in organic growth calculations*

# Net sales and order backlog Q1-2023

- Net sales increase of 55.0% y/y
  - Organic +25.2%
  - Acquired +29.8%
  
- Order backlog increase of 9.0% y/y
  - Organic -8.3%
  - Acquired +17.3%



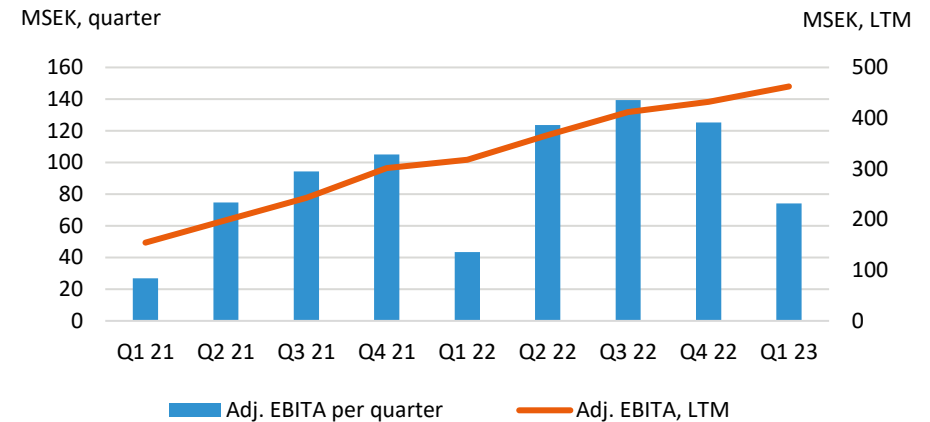
# Adjusted EBITA Q1-2023

- Adjusted EBITA increase of 70.6% y/y
- Adjusted EBITA margin 6.5% (5.9)
- NRI of SEK 2.1 million include:
  - M&A costs SEK -0.4m
  - Other SEK -1.7m

Q1 2023 (Q1 2022)

Adjusted EBITA, SEK million

**74.1** (43.4)



## P&L detail

	2023	2022	2023 Q1	2022
SEK million	Jan-Mar	Jan-Mar	LTM	Jan-Dec
Net sales	1,143.3	737.5	4,953.5	4,547.7
Other revenues	11.0	6.7	184.3	179.9
<b>Total operating revenues</b>	<b>1,154.4</b>	<b>744.2</b>	<b>5,137.8</b>	<b>4,727.6</b>
Raw materials and consumables	-618.5	-367.6	-2,679.4	-2,428.5
Personnel costs	-358.3	-265.0	-1,440.5	-1,347.1
Depreciation and amortisation	-32.3	-22.7	-129.0	-119.4
Other operating expenses	-82.2	-56.4	-473.8	-448.0
<b>Total operating expenses</b>	<b>-1,091.4</b>	<b>-711.6</b>	<b>-4,722.8</b>	<b>-4,343.0</b>
<b>Operating profit</b>	<b>63.0</b>	<b>32.6</b>	<b>415.0</b>	<b>384.6</b>
Financial net income/expenses	-24.0	-3.5	-58.7	-38.2
<b>Profit before tax</b>	<b>39.0</b>	<b>29.1</b>	<b>356.3</b>	<b>346.3</b>
Income tax	-10.2	-6.9	-77.7	-74.4
<b>Net profit for the period</b>	<b>28.9</b>	<b>22.2</b>	<b>278.6</b>	<b>271.9</b>

## Balance sheet and leverage

SEK million	31 Mar 2023	31 Mar 2022
<b>Non-current assets</b>	<b>3,516.5</b>	<b>2,723.6</b>
-Brand	402.4	316.0
-Customer relationships	8.2	16.5
-Goodwill	2,829.0	2,126.3
<b>Current receivables</b>	<b>999.4</b>	<b>718.3</b>
<b>Cash and cash equivalents</b>	<b>406.1</b>	<b>685.0</b>
<b>Total assets</b>	<b>4,922.0</b>	<b>4,126.9</b>
<b>Equity</b>	<b>2,094.9</b>	<b>1,737.9</b>
<b>Non-current liabilities</b>	<b>1,806.6</b>	<b>1,512.2</b>
<b>Current liabilities</b>	<b>1,020.4</b>	<b>876.8</b>
<b>Total equity and liabilities</b>	<b>4,922.0</b>	<b>4,126.9</b>

SEK million	31 Mar 2023	31 Mar 2022
Total interest-bearing net debt	1,268.9	683.7
<b>Net debt / adjusted EBITDA (x)</b>	<b>2.3x</b>	<b>1.8x</b>

# Cash flow and cash conversion

SEK million	Jan-Mar 2023	Jan-Mar 2022	2023 Q1 LTM	Jan-Dec 2022
EBITDA	95.3	55.3	544.0	504.0
ΔNWC	-7.4	33.7	-86.3	-45.2
Net tangible and intangible capital expenditure (excl. M&A)	-10.8	-14.1	-53.9	-57.1
<b>Operating cash flow</b>	77.1	74.9	403.8	401.7
<b>Cash conversion</b>	<b>80.8%</b>	<b>135.5%</b>	<b>74.2%</b>	<b>79.7%</b>



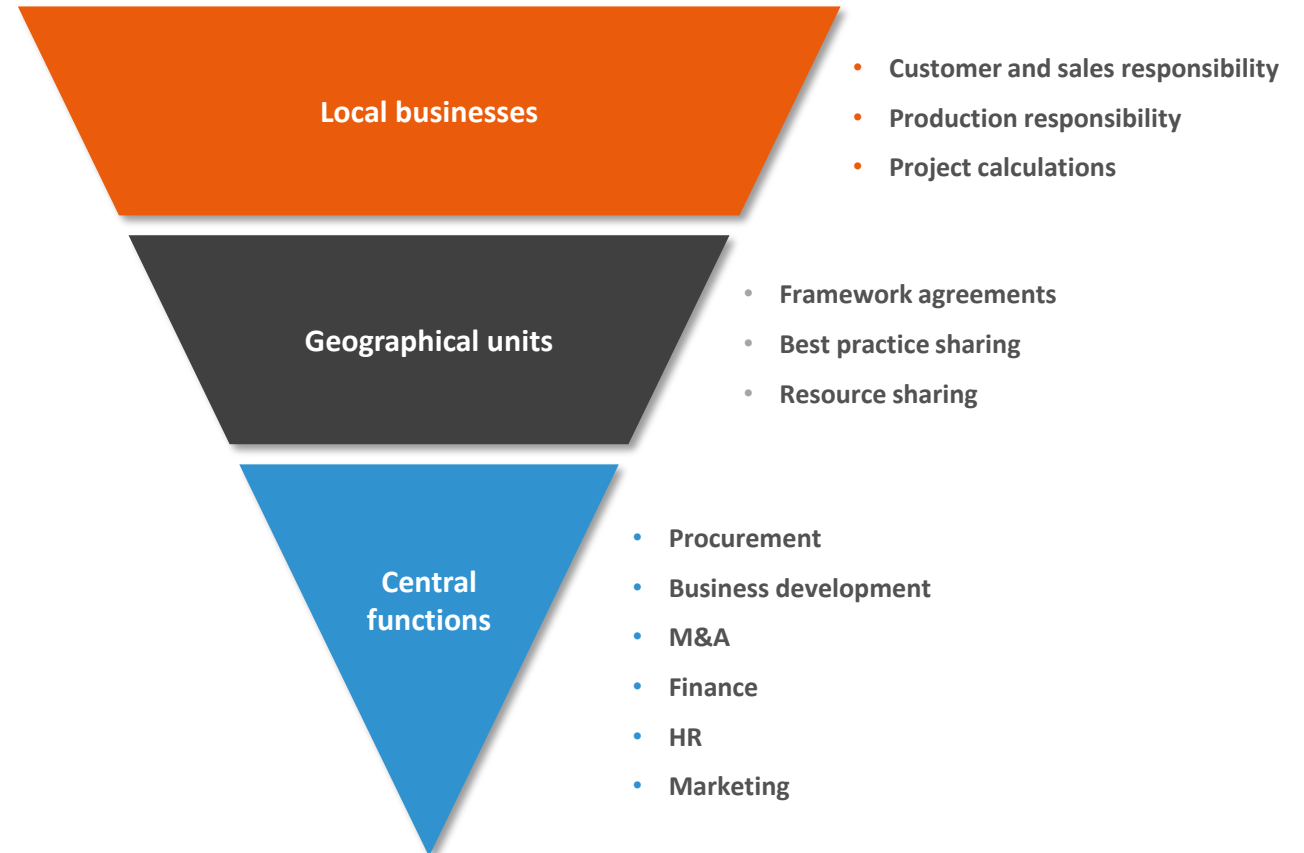


# Summary

# Concluding remarks Q1-2023

- Strong start to 2023
- Increased amount of new project requests during spring
- More stable conditions on material prices compared to 2022
- Many ongoing M&A dialogues
- Focus on margins and cash flow
- All in all, positive view on 2023

## FASADGRUPPEN'S BUSINESS MODEL ENABLING PROFITABLE GROWTH



# Martin Jacobsson new CEO as of 12 May

- First employee of Fasadgruppen's parent company
- CFO 2018-19, deputy CEO and Head of M&A 2019-
- Completed 60+ acquisitions
- MSc in Industrial Engineering from LTH, Faculty of Engineering



*Martin Jacobsson and Head of HR Jennie Sundberg visiting subsidiary GAJ in connection with workplace safety day, September 2022*

# Looking ahead

- Business as usual – we will continue to strengthen our market leadership with focus on profitable growth; margins and cash flow are key
  - 1) Continue to consolidate the Nordic facade market, potentially expand outside Nordics in the mid-term
  - 2) Improve efficiency through digitalisation and education
  - 3) Increase our services within energy efficiency and our sustainability-offering
- Fasadgruppen's main strength is our people and their know-how, important to keep the entrepreneurial spirit

# Fasadgrupper



Q&A

