

A woman with long blonde hair, wearing a white blouse and dark pants, stands on a balcony or near a large window. She is looking out at a historic, multi-story brick building with many windows. She is holding a white mug. The scene is brightly lit, suggesting daytime.

For a better  
climate™



## Lindab Group Q2 2021

20 July 2021

Ola Ringdahl  
President & CEO

Madeleine Hjelmberg  
Acting CFO

# Key highlights Q2

- Record high sales in the quarter.
- Organic growth in all business areas.
- Ventilation Systems and Profile Systems, had the highest sales and the highest operating profit ever for a single quarter.
- During the last twelve months, the adjusted operating margin was 11.0 percent.
- Continued strong financial position.

+24%  
**2,747**  
SALES,  
SEK m

+3.0 pp  
**13.0%**  
OPERATING  
MARGIN (adj)

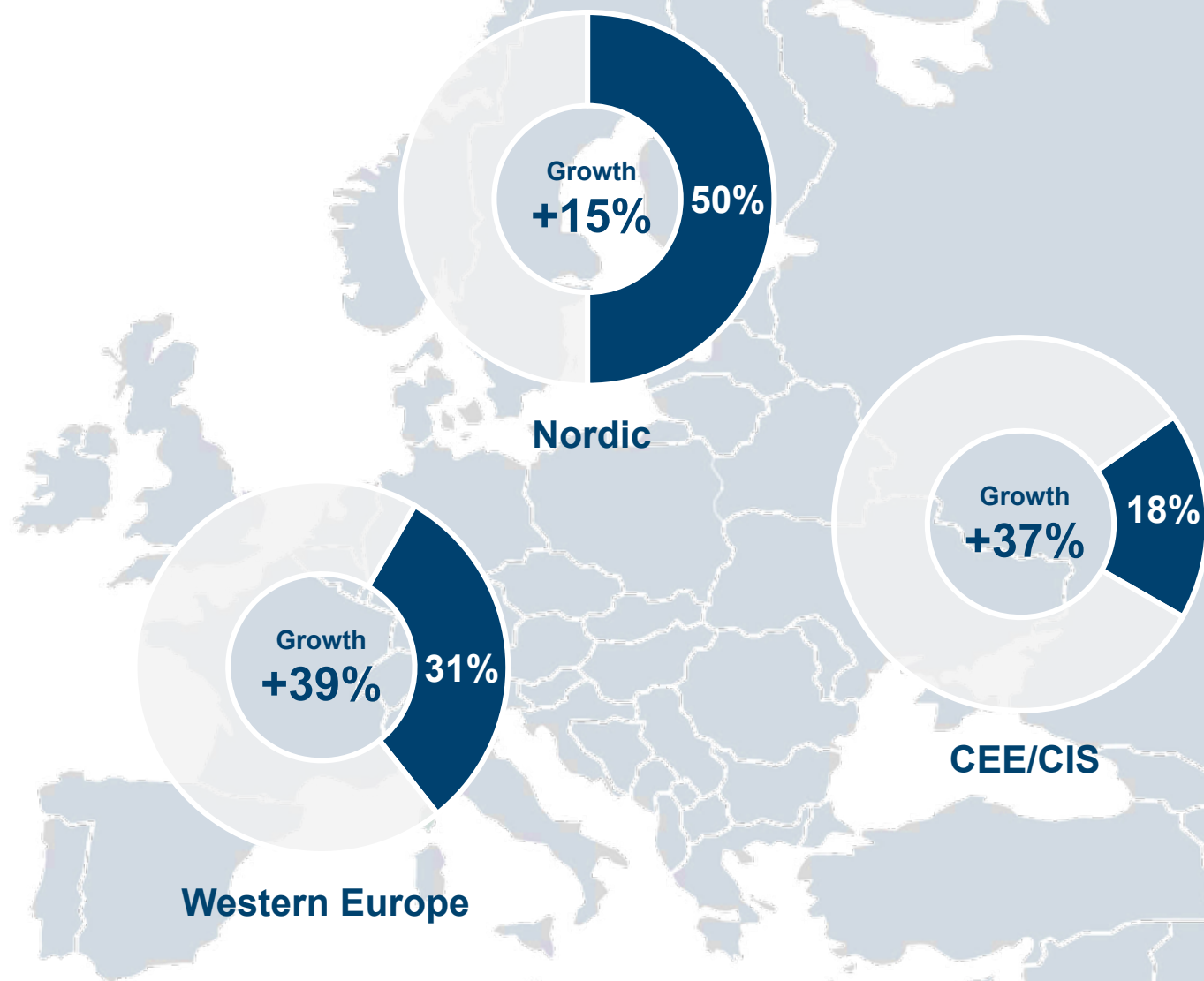
**86** <sup>(67)</sup>  
INVESTMENTS,  
SEK m

-23%  
**227**  
CASH FLOW  
SEK m<sup>1</sup>



# Strong geographic performance in Q2

- High organic sales growth in all geographic regions.
- Strong sales for Ventilation Systems and Profile Systems in all regions.
- Sales growth for Building Systems, primarily in CEE/CIS.



Note: Information refers to share of total sales and organic growth in Q2 compared to the same quarter last year. Other markets represent 1% of sales.



# Financials

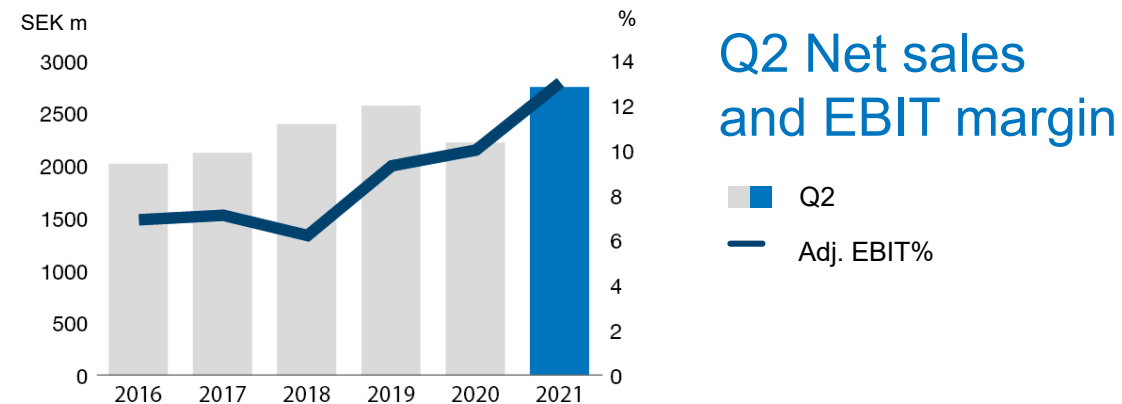
# Lindab Group Q2 financial highlights



## High sales growth and record strong results

- Currency adjusted sales was 28% higher than Q2 the previous year. Construction activity has continued to recover.
- EBIT increased by 60% to SEK 356 m, thanks to strong sales growth, increased efficiency from the investment program, and good cost control.
- Adj. EBIT-margin improved to 13.0%.
- Government grants of SEK 2 m in the quarter, compared to SEK 30 m previous year.

1) Net of acquisitions and divestments.  
2) Excluding one-off items of SEK 0 m (-74).



## Key figures

SEK m	Q2'21	Q2'20	Change %
Net sales	2,747	2,218	+24
Organic, %			+26
Structure <sup>1</sup> , %			+2
Currency, %			-4
EBIT <sup>2</sup>	356	222	+60
EBIT <sup>2</sup> , %	13.0	10.0	3.0pp
Net profit, SEK m	278	76	+266

# Ventilation Systems Q2 financial highlights

## Strong organic sales growth and record high profitability

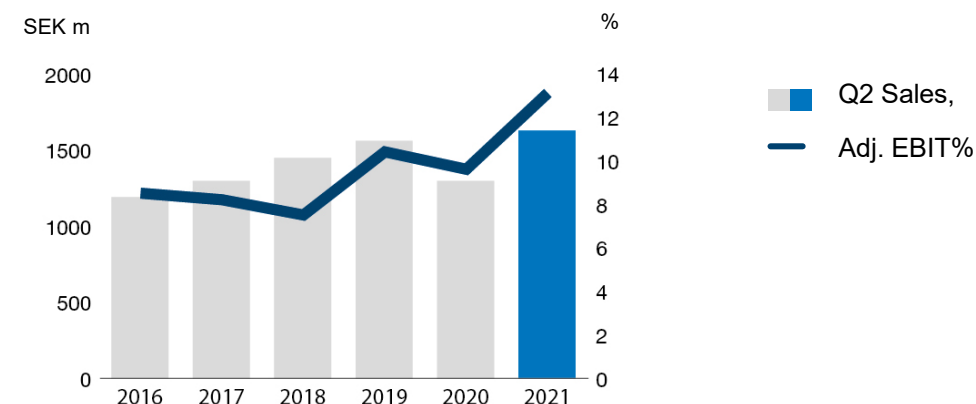
- Strong development in all geographic regions.
- Organic growth was 26%. Acquisitions and divestments, contributed with 4%.
- Record high adj. EBIT-margin of 13.1%, mainly explained by significant sales growth but also strengthened gross margin.
- All production units and pro-shops have been fully operational. High delivery performance.

1) The values for 2016 to 2017 are best estimates by Lindab since the segment was not established during this period.

2) Net of acquisitions and divestments.

3) Excluding one-off items of SEK 0 m (-74).

## Q2 Net sales and EBIT margin<sup>1</sup>



## Key figures

SEK m	Q2'21	Q2'20	Change, %
Net sales	1,628	1,297	+26
Organic, %			+26
Structure <sup>2</sup> , %			+4
Currency, %			-4
EBIT <sup>3</sup>	213	125	+70
EBIT <sup>3</sup> , %	13.1	9.6	+3.5 pp

# Profile Systems Q2 financial highlights

## Strong organic sales growth and record high profitability

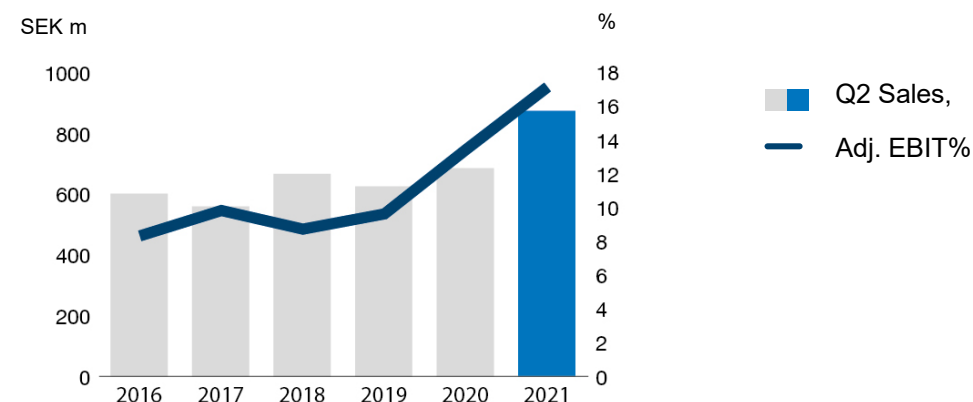
- Organic growth corresponded to 29% and was related to growth in all geographic regions.
- During the quarter, significant deliveries were also made to two major logistics terminals.
- Record high EBIT due to high sales growth and strengthened gross margin.
- During the quarter, Lindab completed a new logistic centre for Profile Systems in Sweden. The 9,000 sqm building enables increased storage capacity, improved delivery performance to the customers and a safer working environment.

1) The values for 2016 to 2017 are best estimates by Lindab since the segment was not established during this period.

2) Net of acquisitions and divestments.

3) Excluding one-off items of SEK 0 m (0).

## Q2 Net sales and EBIT margin<sup>1</sup>



## Key figures

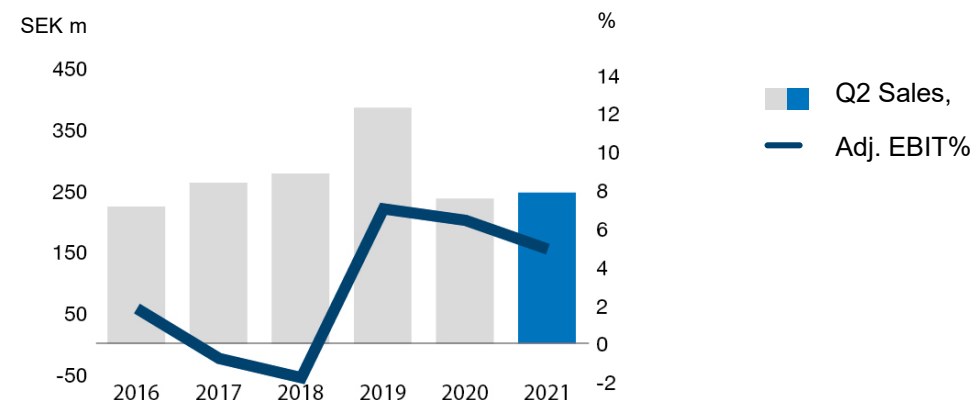
SEK m	Q2'21	Q2'20	Change, %
Net sales	873	685	+27
Organic, %			+29
Structure <sup>2</sup> , %			-
Currency, %			-2
EBIT <sup>3</sup>	149	92	+62
EBIT <sup>3</sup> , %	17.1	13.4	+3.7 pp

# Building Systems Q2 financial highlights

## Stable performance with increasing order activity

- Net sales increased organically by 14%. Negative currency effect due to weaker Russian rouble.
- Adj. EBIT margin of 4.9%, a sequential improvement compared to Q1.
- During the quarter, Building Systems signed agreements on nine major orders, each worth more than SEK 10 m.

## Q2 Net sales and EBIT margin<sup>1</sup>



## Key figures

SEK m	Q2'21	Q2'20	Change, %
Net sales	246	236	+4
Organic, %			+14
Structure <sup>1</sup> , %			-
Currency, %			-10
EBIT <sup>2</sup>	12	15	-20
EBIT <sup>2</sup> , %	4.9	6.4	-1.5 pp

1) Net of acquisitions and divestments.  
2) Excluding one-off items of SEK 0 m (0).

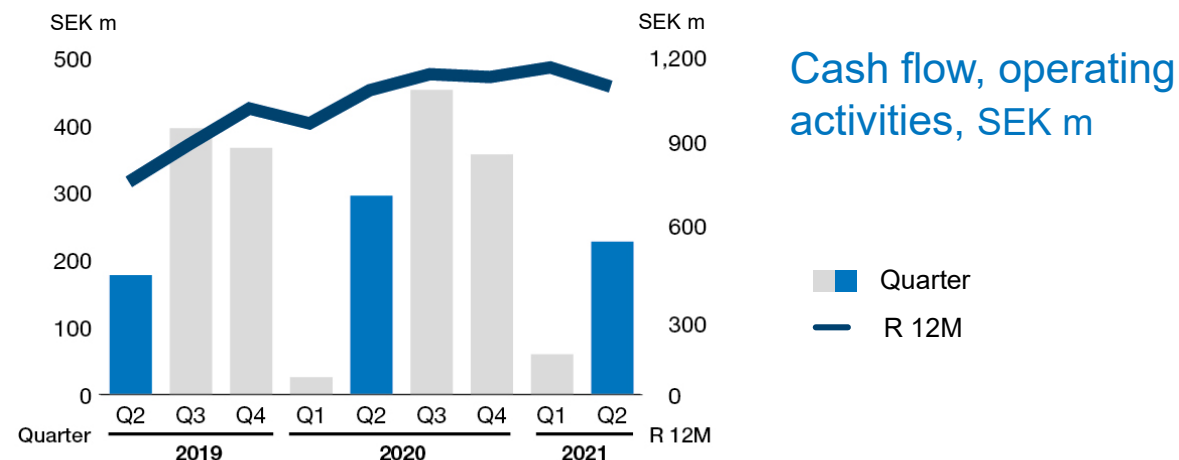


# Lindab Group Q2 cash flow



## Continued strong financial position

- Free cash flow adjusted for M&A amounted to SEK 147 m (229) in Q2.
- Our strategic focus on delivery performance and the higher demand, have led to increasing inventory in the quarter.
- Net debt decreased to SEK 1,777 m (1,859) which gives a net debt/EBITDA ratio of 1.2 (1.5).



## Key figures

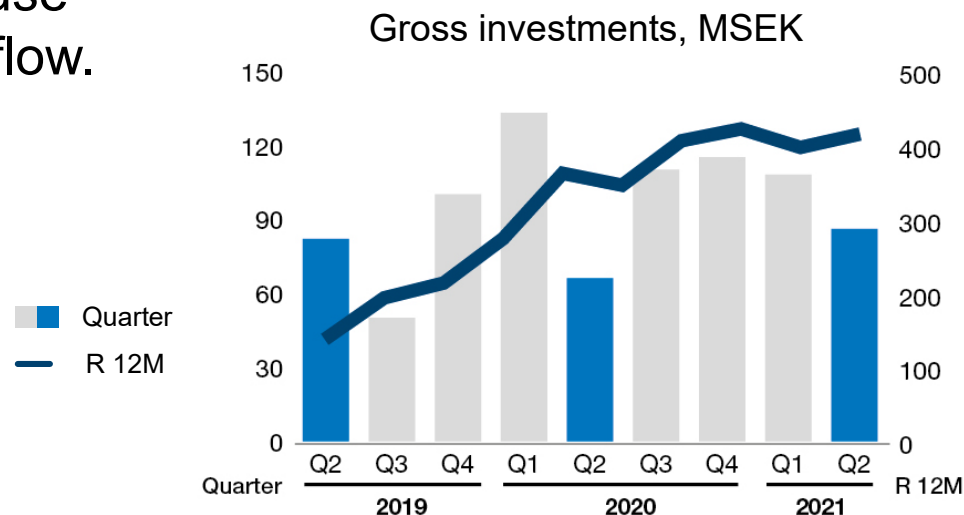
SEK m	Q2'21	Q2'20
Operating profit adj. for non-cash items	461	307
Change in working capital	-178	41
Financial net paid	-11	-6
Tax paid	-45	-47
Cash flow, operating activities	227	295
Investing and M&A activities	-92	-105
Free cash flow	135	190
Free cash flow adjusted for M&A	147	229



## Investment program

# Investments to increase efficiency, capacity and safety

- SEK 86 m invested in Q2, with attractive payback.
- Increased automation to improve efficiency.
- New equipment to create a safer work environment.
- Expansion of regional production facilities to meet increased demand.
- New and expanded warehouse facilities to optimise logistic flow.



New logistic centre in Förslöv (SE), with transparent walls.



## Building a stronger Lindab



# Acquisition of H.A Helgesen

- In May, Lindab signed an agreement to acquire the Norwegian ventilation company H.A. Helgesen & Sønner AS.
- Lindab gets access to sales and production of rectangular ventilation ducts and distribution in western Norway.
- Sales of NOK 15 m and an operating margin that is higher than Lindab's operating margin.
- H.A. Helgesen has 9 employees.
- Will be part of business area Ventilation Systems.



## Lindab acquires H.A. Helgesen in Norway

To the left: Tore Helgesen, Managing Director and co-owner of H.A. Helgesen  
To the right: John Georg Storvik, Managing Director of Lindab Norway

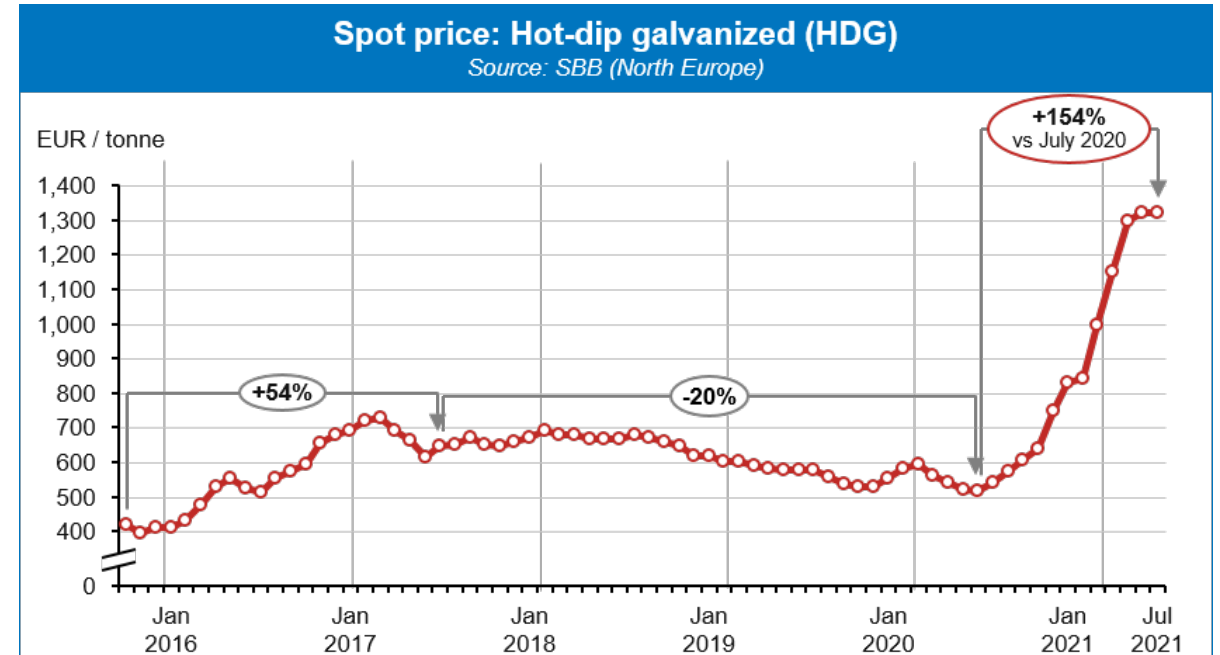
# Acquisition of the Swedish roof specialist Kami

- In July Lindab acquired KAMI AB.
- Sheet metal roof with a sand-coated surface, having the appearance of a tile roof. Kami's roof is marketed under the name Plegel.
- Strengthens Lindab's market position in northern Sweden and in Norway.
- Annual sales of SEK 100 m and an operating margin that is higher than Lindab's operating margin.
- Kami has 22 employees.
- Will be part of business area Profile Systems.



# Steel price development

- Significant shortage of steel and other raw materials in the market
- As a large purchaser of steel, Lindab has guaranteed access to raw material and good visibility of the price development.
- High steel prices are expected going forward.
- Lindab is continuously adjusting its prices to compensate for the higher cost of raw material.





# Key highlights Q2

- Record high sales in the quarter.
- Organic growth in all business areas.
- Ventilation Systems and Profile Systems, had the highest sales and the highest operating profit ever for a single quarter.
- During the last twelve months, the adjusted operating margin was 11.0 percent.
- Continued strong financial position.

**+24%**  
**2,747**  
 SALES,  
 SEK m

**+3.0 pp**  
**13.0%**  
 OPERATING  
 MARGIN (adj)

**86** <sup>(67)</sup>  
 INVESTMENTS,  
 SEK m

**-23%**  
**227**  
 CASH FLOW  
 SEK m<sup>1</sup>





**Thank you!  
Questions?**