
Welcome to
Lindab’s capital market event!

Welcome and introduction

20 June 2022
Capital market event

Ola Ringdahl
President & CEO

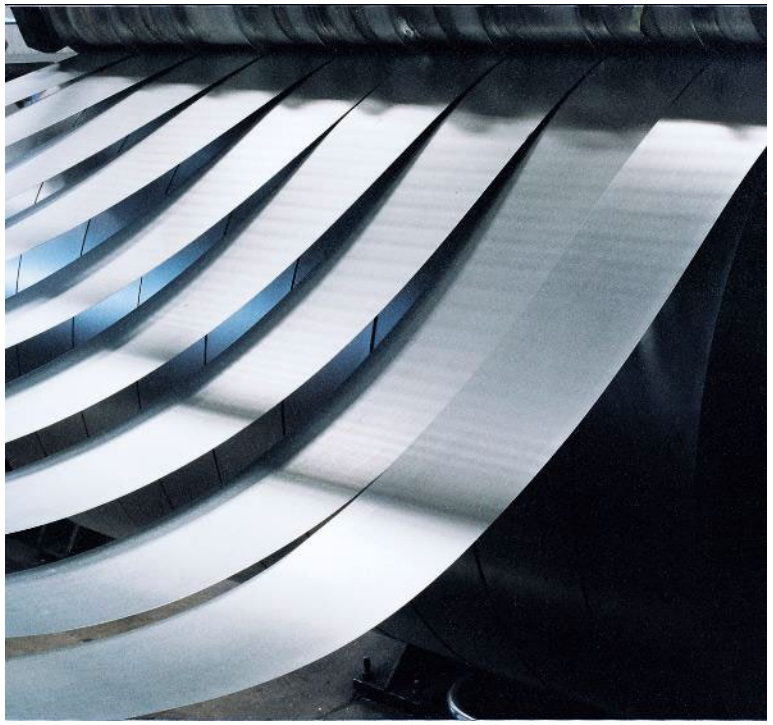
The new Lindab

3 year strategic transformation is completed

	2017	2021
Business areas	3	2
Countries	32	20
Employees	5,100	4,500
Sales	8,242	9,648
EBIT (adj), MSEK	492	1,266
EBIT (adj), %	6.0	13.1

Lindab – trusted supplier in turbulent times

Covid-19



Raw material shortage

War in Ukraine

Financial targets

>10%

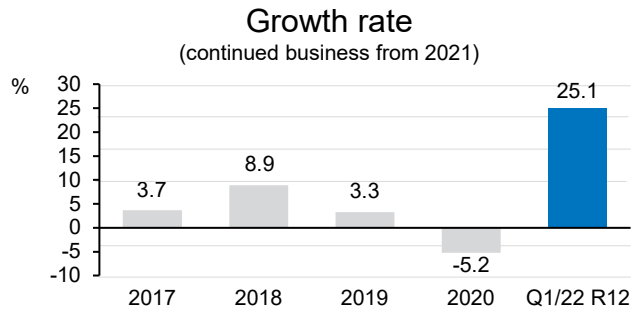
The **annual growth rate** should exceed 10 percent, as a combination of organic and acquired growth.

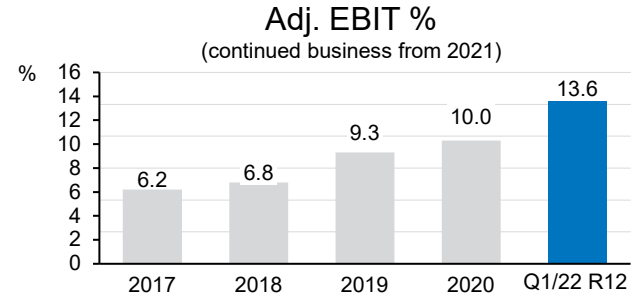
>10%

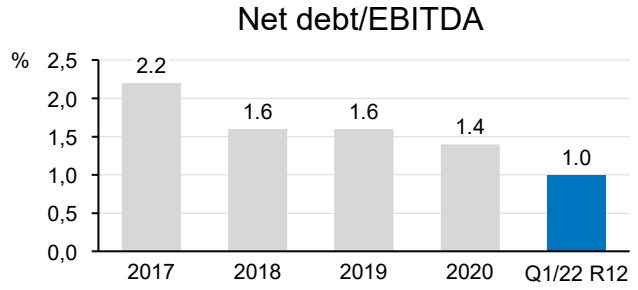
The **operating margin** should exceed 10 percent, excluding one-off items and restructuring costs.

<3.0

The **net debt to EBITDA** ratio should not exceed 3.0, measured over a 12 month average.







Note: from 2019 applies IFRS 16 Leases

Today's agenda

13.00	Welcome and introduction	Ola Ringdahl, President & CEO
	Ventilation of the future	Joakim Lönnberg, Director of Region North Europe
	Advanced ventilation systems	Olof Christensson, Director of Division Ventilation Systems Jan Behrens, Manager Project Support
	Customer presentation by Bravida	Mattias Johansson, CEO Bravida
14.30	Coffee break	
	Acquisition strategy	Lars Christensson, Director of Business Development
	The Ekovent experience	Gabriella Wikander Johansson, Managing Director Ekovent
	From raw material to finished goods	Tobias Augustsson, Managing Director Lindab Steel
	Sustainability	Matilda Isaksson, Group Sustainability
	Summary and questions	Ola Ringdahl, President & CEO

Ventilation of the future

20 June 2022
Capital market event

Joakim Lönnberg
Director Region North Europe

Ventilation is in the news

Amazon Chief Health Officer, Vin Gupta:

The biggest health challenge for public and work spaces this century will be ventilation and air quality.

Air quality at work is directly correlated to brain function and productivity.

We spend 90% of our live, or 72 years of an 80-year life, indoors

An Roinn Oideachais
Department of Education

Lindab

Practical Steps for the Deployment of Good Ventilation Practices in Schools
V3

May 2021

The implementation of the COVID-19 Response Plan is the means through which schools can best prevent the introduction and spread of COVID-19 and demonstrate that they are operating in accordance with requirements of the Public Health advice from the Health Protection Surveillance Centre (HPSC) and the Return to Work Safely Protocol developed by the Health & Safety Authority. These documents are available at www.gov.ie/backtoschool.

The public health guidance for reopening schools and educational facilities includes some important general recommendations about ventilation practices in schools. Schools are urged to:

- Consider if room ventilation especially in classrooms, break rooms and canteens can be improved without causing discomfort.
- Ensure that, wherever possible, doors and windows are open to increase natural ventilation.
- Increase air flow and ventilation weather permitting.

The following practical measures for the deployment of good ventilation practices in schools should be adopted in the implementation by schools of their COVID-19 Response Plans:

Carbon Dioxide (CO_2) monitors

Deployment of these measures can be supplemented and enhanced by the use of Carbon Dioxide (CO_2) monitors. These monitors can provide a useful general indication that areas/ rooms may not be adequately ventilated and can enable occupants to become familiar with the impact of activities, outdoor weather and window openings on levels of good ventilation within a room.

1. We need to build energy efficient houses

The European project Excess is investigating how more plus-energy houses can be built in four different countries and climates. Jukka Lehtonen from the Helsinki area talks about solar panels, geothermal heating and **new smart systems that make the buildings of the future as energy efficient as possible.**

2. The outdoor air affects our health

Indoor air can be as much as 5 times more polluted than outdoor air.

3. Good ventilation protects you from getting sick

The virus that causes COVID-19 spreads easily in indoor and poorly ventilated settings (WHO)

We need to understand what bad air does

Red ear indicates unhealthy sound level

Red circle shows unhealthy air CO2

How do the air affect us - when we need to perform

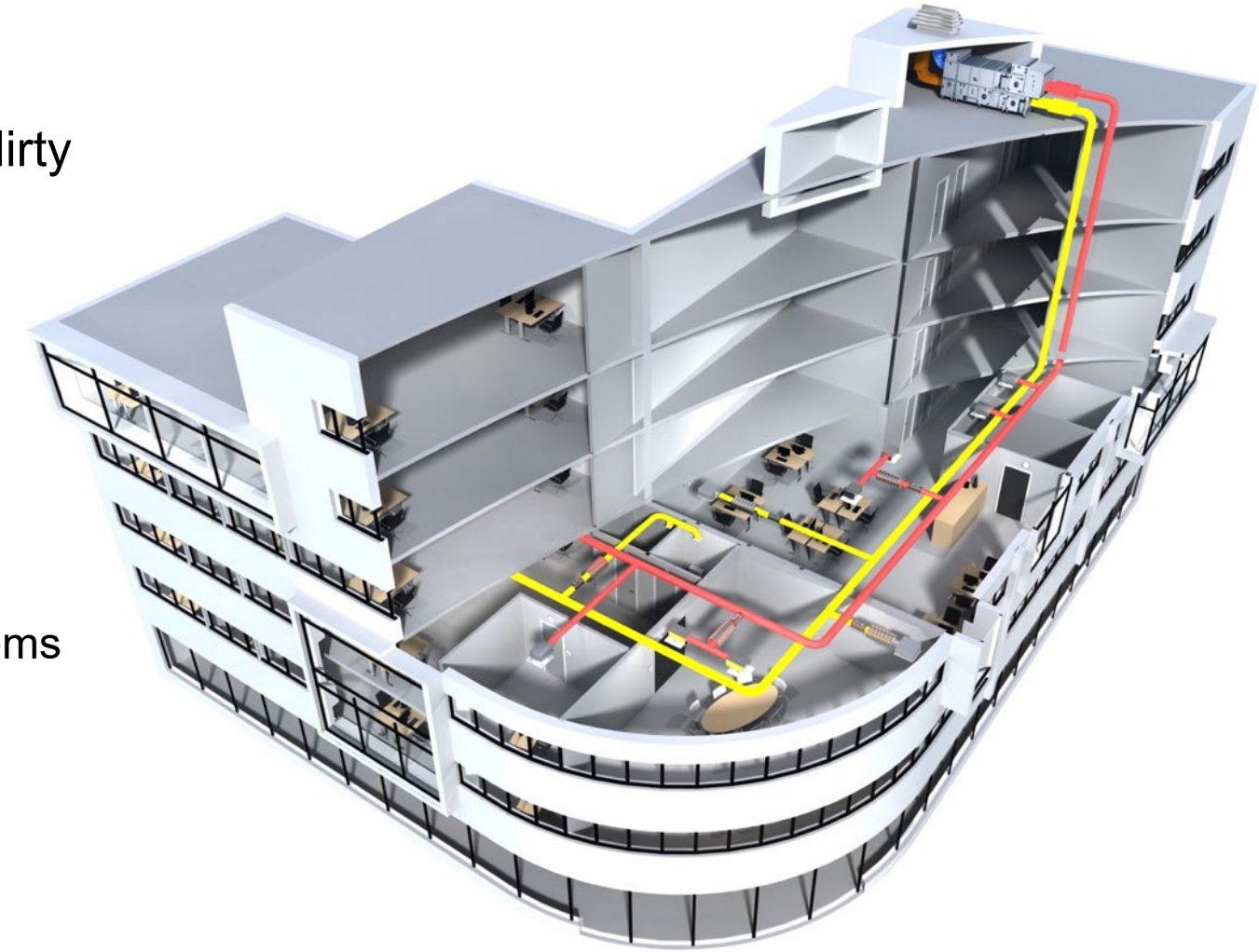
In learning

In sports

In business

Solutions for ventilation and indoor climate

- The air outside can be hot, cold or dirty
- The air indoor we can control
  - Right amount of air
  - Right temperature
  - Clean air
  - Low energy consumption
  - Ventilate out used air (CO2)
  - Move from local to connected systems



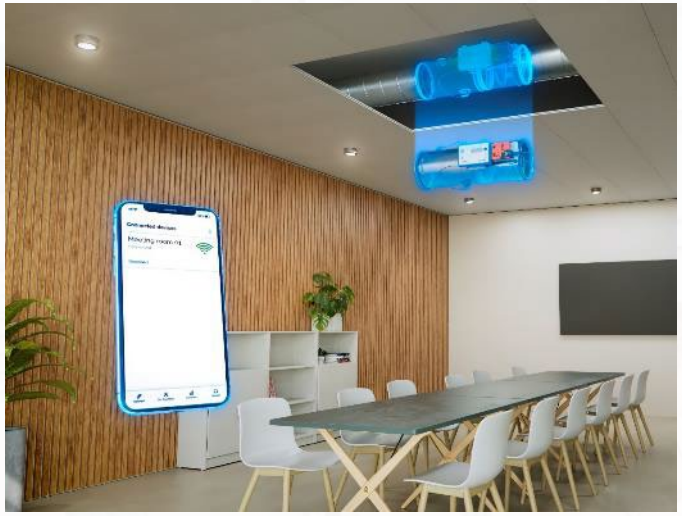
The future is to be “live” and connected

New construction

DCV ONE

The DCV system is an intelligent ventilation system based on variable air flow and indoor climate parameters.

Renovation



Ultra BT

With Ultra BT you get demand-controlled ventilation as a retro-fit to your current system. No wires required.

90%

We spend an average of 90% of our time indoors.

5 times

Indoor air can be 5 times as polluted as outdoor air.

Thank You!
Questions?

Advanced ventilation systems:
Lindab Experience centre as an example

20 June 2022
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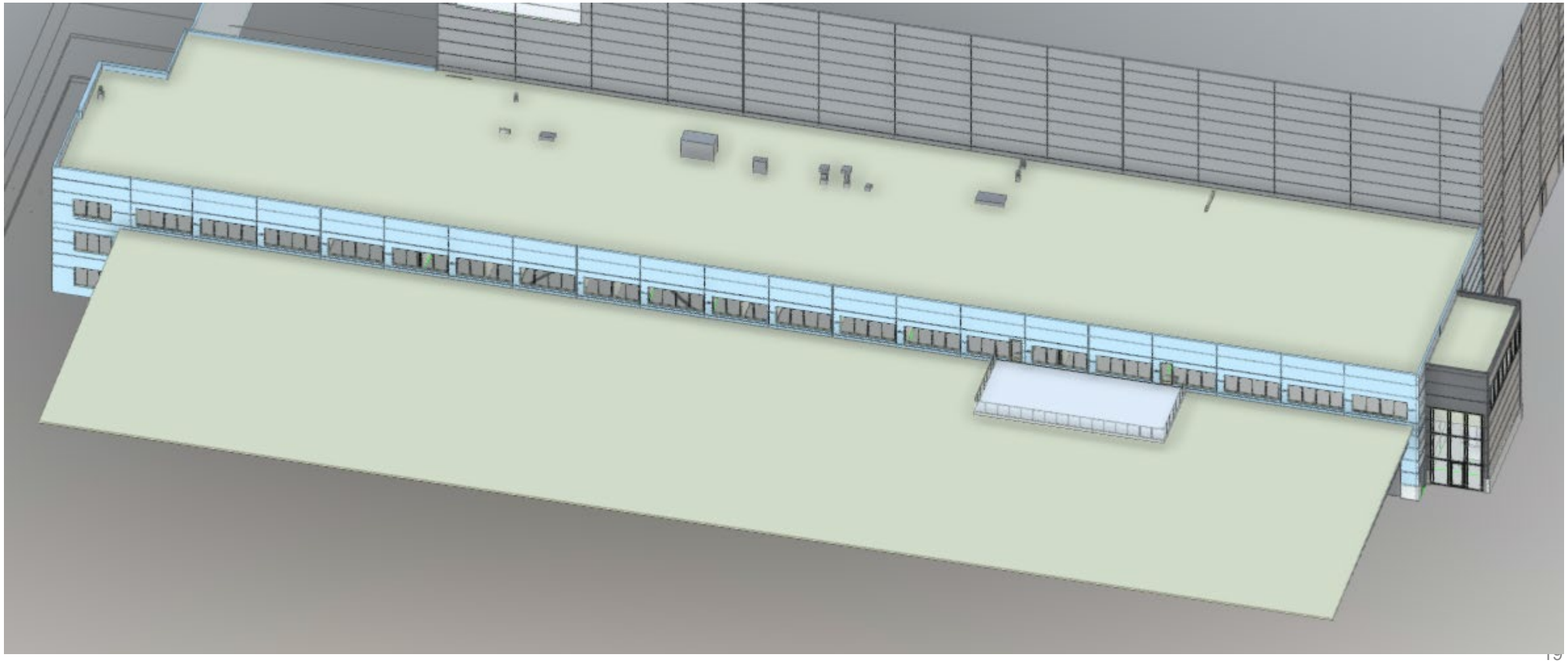
Jan Behrens, Dipl. Ing. (FH)
Lindab Innovation Hub

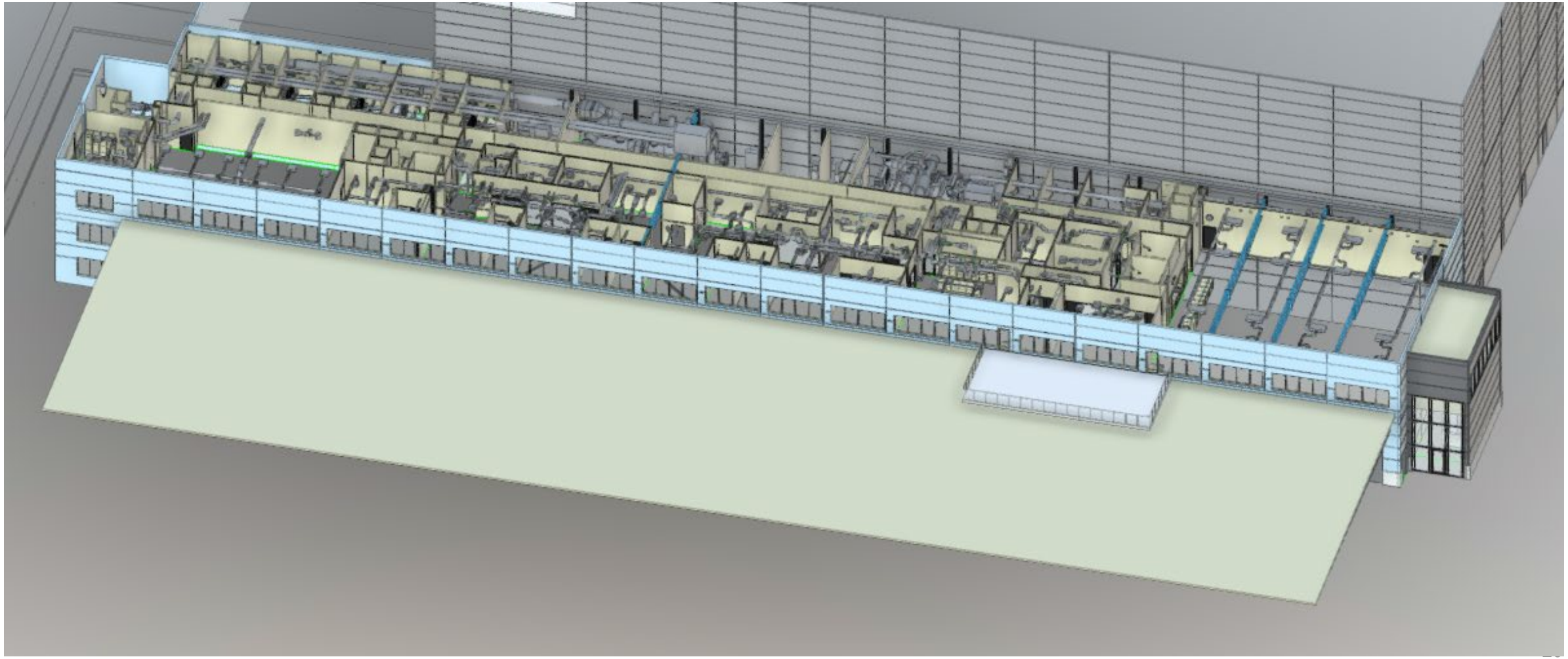
Lindab Experience Center and Head Office

What is behind the ceiling?



Lindab Experience Center and Head Office

World best indoor climate solution!



What makes a good indoor climate?

Influenceable factors

- Room Temperature
- Air velocity inside the occupied zone
- Impact on Activity Level
- Impact on Clothing
- Humidity
- Air quality
- Sound level
- Lightning

What makes a good indoor climate?

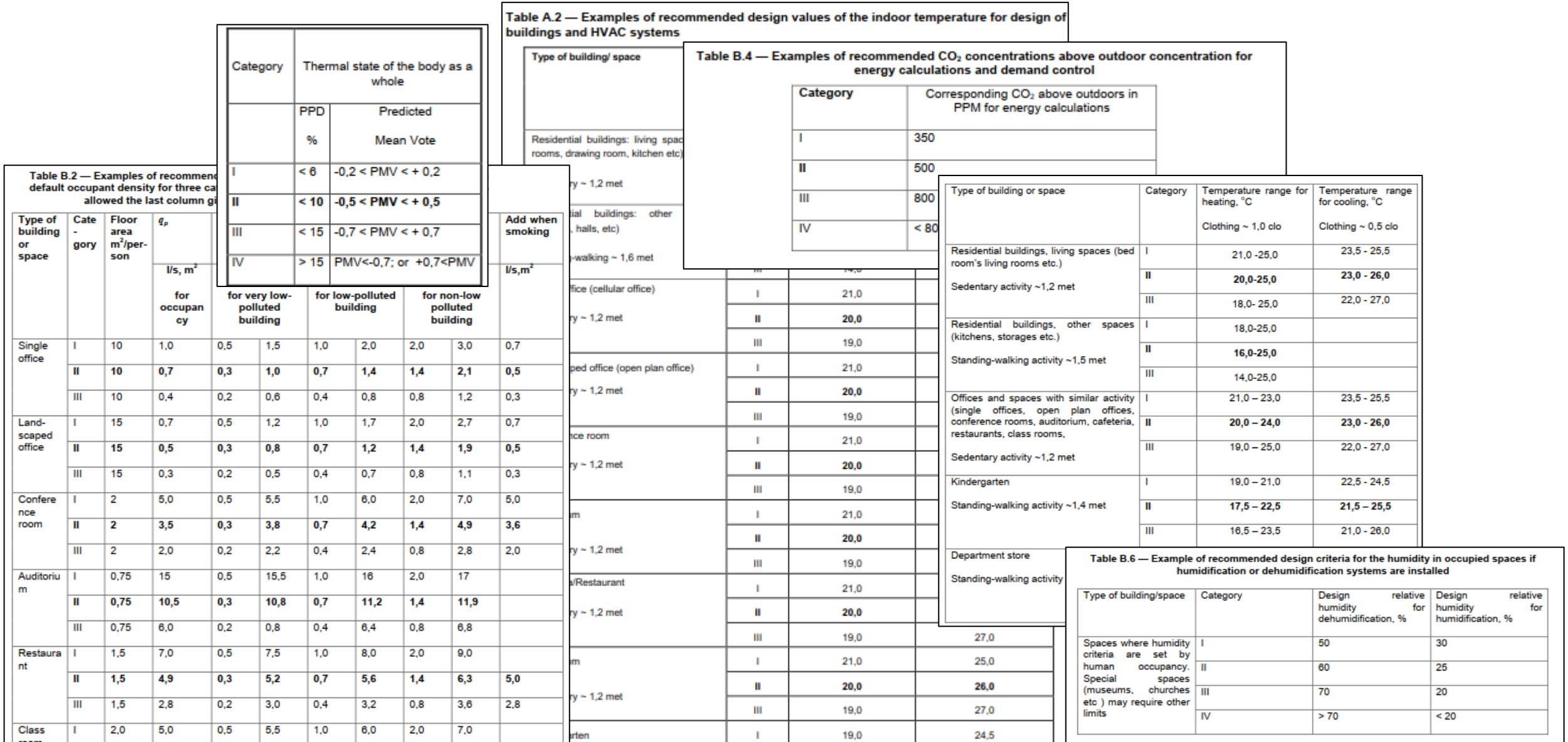
Classification of indoor climate parameters:
From EN 15251 (New EN 16798)

Indoor environmental input parameters for design and assessment of energy performance of buildings addressing indoor air quality, thermal environment, lighting and acoustics

Category	Explanation
I	High level of expectation and is recommended for spaces occupied by very sensitive and fragile persons with special requirements like handicapped, sick, very young children and elderly persons
II	Normal level of expectation and should be used for new buildings and renovations
III	An acceptable, moderate level of expectation and may be used for existing buildings
IV	Values outside the criteria for the above categories. This category should only be accepted for a limited part of the year

Category	Expected Percentage Dissatisfied	Airflow per person l/s/pers
I	15	10
II	20	7
III	30	
IV	> 30	< 4

What makes a good indoor climate?



Category	Thermal state of the body as a whole	
	PPD %	Predicted Mean Vote
I	< 6	-0,2 < PMV < + 0,2
II	**< 10**	**-0,5 < PMV < + 0,5**
III	< 15	-0,7 < PMV < + 0,7
IV	> 15	PMV<-0,7; or +0,7<PMV

Table A.2 — Examples of recommended design values of the indoor temperature for design of buildings and HVAC systems

Type of building/ space			
Residential buildings: living spac rooms, drawing room, kitchen etc)	I	21,0	
ry ~ 1,2 met	**II**	**20,0**	
ial buildings: other , halls, etc)	III	19,0	
-walking ~ 1,6 met	I	21,0	
ffice (cellular office)	**II**	**20,0**	
ry ~ 1,2 met	III	19,0	
ped office (open plan office)	I	21,0	
ry ~ 1,2 met	**II**	**20,0**	
	III	19,0	
ce room	I	21,0	
ry ~ 1,2 met	**II**	**20,0**	
	III	19,0	
m	I	21,0	
	II	**20,0**	
ry ~ 1,2 met	III	19,0	
/Restaurant	I	21,0	
ry ~ 1,2 met	**II**	**20,0**	
	III	19,0	27,0
m	I	21,0	25,0
ry ~ 1,2 met	**II**	**20,0**	**26,0**
	III	19,0	27,0
rten	I	19,0	24,5

Table B.4 — Examples of recommended CO_2 concentrations above outdoor concentration for energy calculations and demand control

Category	Corresponding CO_2 above outdoors in PPM for energy calculations
I	350
II	500
III	800
IV	< 80

Type of building or space	Category	Temperature range for heating, °C Clothing ~ 1,0 clo	Temperature range for cooling, °C Clothing ~ 0,5 clo
Residential buildings, living spaces (bed room's living rooms etc.) Sedentary activity ~1,2 met	I	21,0 -25,0	23,5 - 25,5
	II	**20,0-25,0**	**23,0 - 26,0**
	III	18,0- 25,0	22,0 - 27,0
Residential buildings, other spaces (kitchens, storages etc.) Standing-walking activity ~1,5 met	I	18,0-25,0	
	II	**16,0-25,0**	
	III	14,0-25,0	
Offices and spaces with similar activity (single offices, open plan offices, conference rooms, auditorium, cafeteria, restaurants, class rooms, Sedentary activity ~1,2 met	I	21,0 – 23,0	23,5 - 25,5
	II	**20,0 – 24,0**	**23,0 - 26,0**
	III	19,0 – 25,0	22,0 - 27,0
Kindergarten Standing-walking activity ~1,4 met	I	19,0 – 21,0	22,5 - 24,5
	II	**17,5 – 22,5**	**21,5 – 25,5**
	III	16,5 – 23,5	21,0 - 26,0
Department store Standing-walking activity			

Table B.6 — Example of recommended design criteria for the humidity in occupied spaces if humidification or dehumidification systems are installed

Type of building/space	Category	Design relative humidity for dehumidification, %	Design relative humidity for humidification, %
Spaces where humidity criteria are set by human occupancy. Special spaces (museums, churches etc) may require other limits	I	50	30
	II	60	25
	III	70	20
	IV	> 70	< 20

Table B.2 — Examples of recommend default occupant density for three ca allowed the last column gi

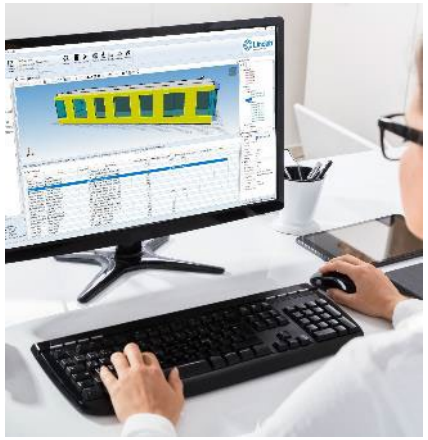
Type of building or space	Cate-gory	Floor area m^2/per-son	q_p l/s, m^2 for occupancy	for very low-polluted building		for low-polluted building		for non-low polluted building		Add when smoking l/s,m^2
Single office	I	10	1,0	0,5	1,5	1,0	2,0	2,0	3,0	0,7
	II	**10**	**0,7**	**0,3**	**1,0**	**0,7**	**1,4**	**1,4**	**2,1**	**0,5**
	III	10	0,4	0,2	0,6	0,4	0,8	0,8	1,2	0,3
Land-scaped office	I	15	0,7	0,5	1,2	1,0	1,7	2,0	2,7	0,7
	II	**15**	**0,5**	**0,3**	**0,8**	**0,7**	**1,2**	**1,4**	**1,9**	**0,5**
	III	15	0,3	0,2	0,5	0,4	0,7	0,8	1,1	0,3
Conference room	I	2	5,0	0,5	5,5	1,0	6,0	2,0	7,0	5,0
	II	**2**	**3,5**	**0,3**	**3,8**	**0,7**	**4,2**	**1,4**	**4,9**	**3,6**
	III	2	2,0	0,2	2,2	0,4	2,4	0,8	2,8	2,0
Auditorium	I	0,75	15	0,5	15,5	1,0	16	2,0	17	
	II	**0,75**	**10,5**	**0,3**	**10,8**	**0,7**	**11,2**	**1,4**	**11,9**	
	III	0,75	6,0	0,2	0,8	0,4	6,4	0,8	6,8	
Restaurant	I	1,5	7,0	0,5	7,5	1,0	8,0	2,0	9,0	
	II	**1,5**	**4,9**	**0,3**	**5,2**	**0,7**	**5,6**	**1,4**	**6,3**	**5,0**
	III	1,5	2,8	0,2	3,0	0,4	3,2	0,8	3,6	2,8
Class room	I	2,0	5,0	0,5	5,5	1,0	6,0	2,0	7,0	

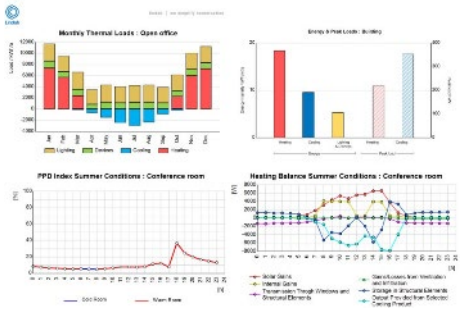
Indoor climate simulation

Lindab ITsolutions is a software package designed to develop optimal and reliable ventilation solutions in the shortest possible time.

TeknoSIM

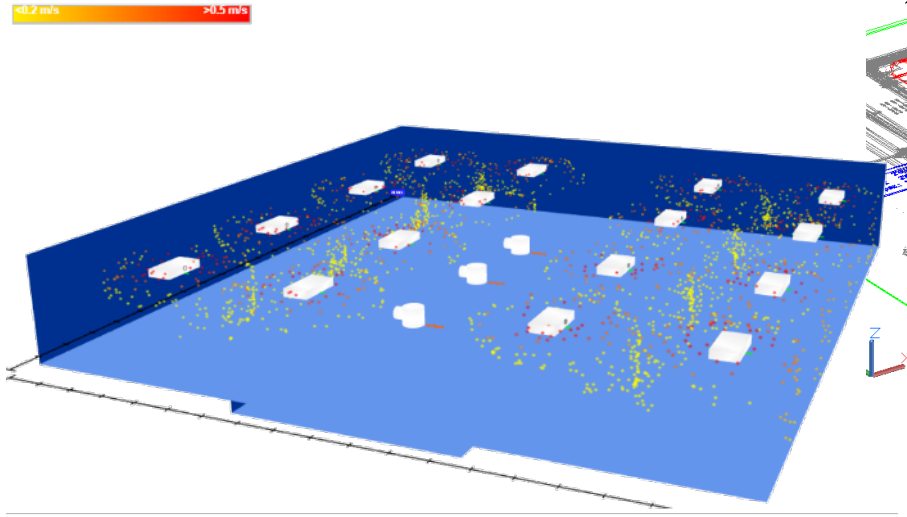
Heating an cooling load calculations, operative temperature and energy simulations for complete buildings





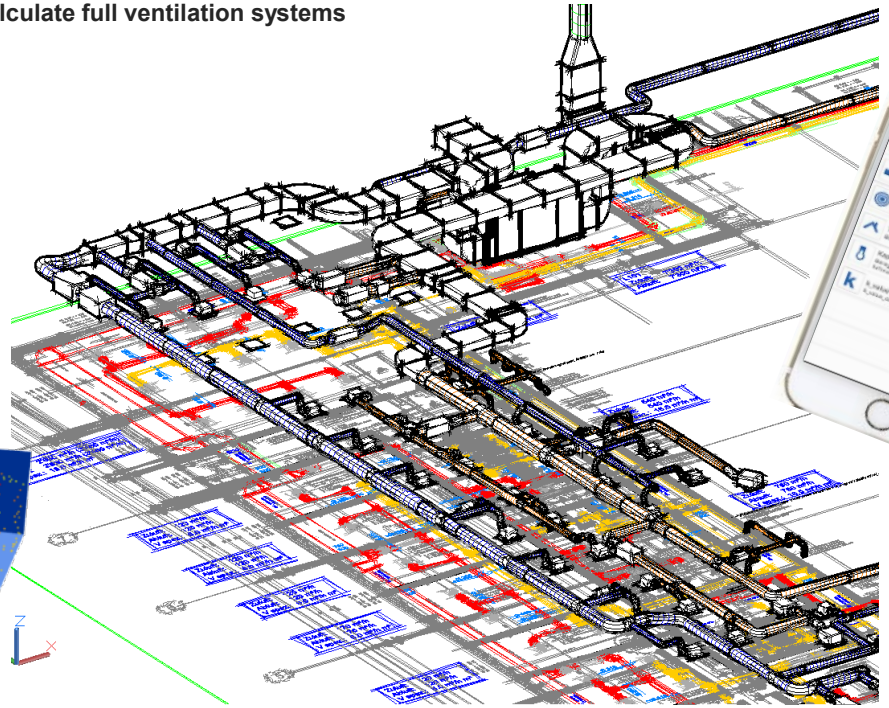
www.LindQST.com

Online application to select, configure, calculate and document Lindab Indoor Climate and Fire Protection products



CADvent plugin

Lindabs BIM solution for design, select and calculate full ventilation systems



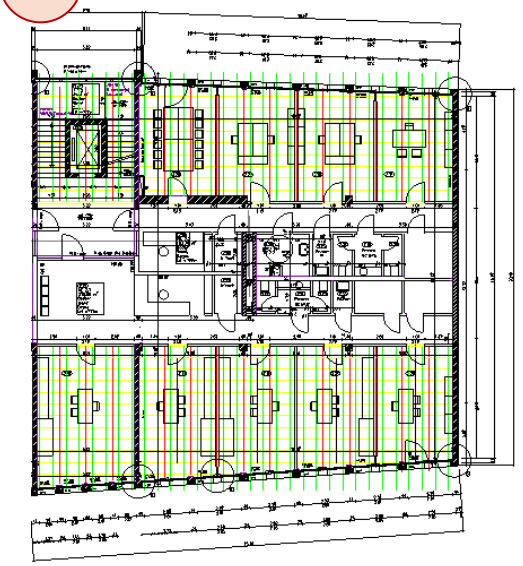
Lindab VentTools

Mobile help and supporting tools

Indoor climate simulation

ACAD/Revit –> TEKNOsim -> LindQST -> MagiCAD - Data transfer

1



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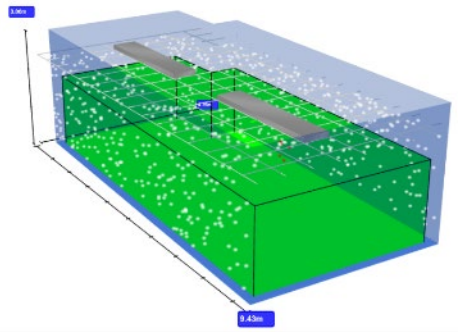

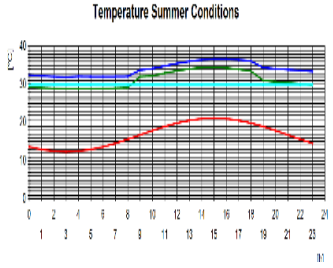

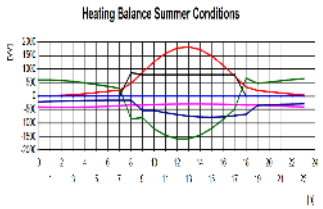

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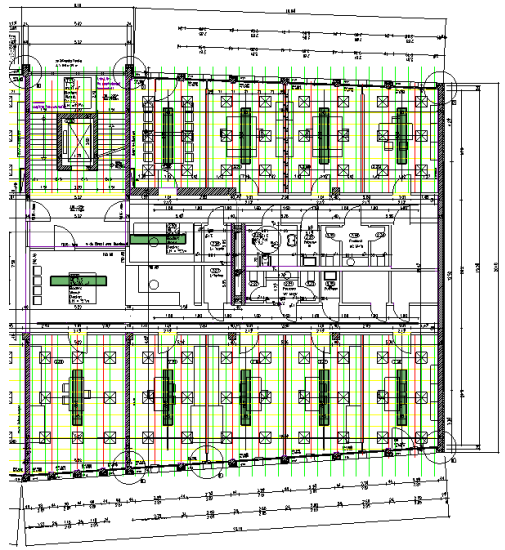

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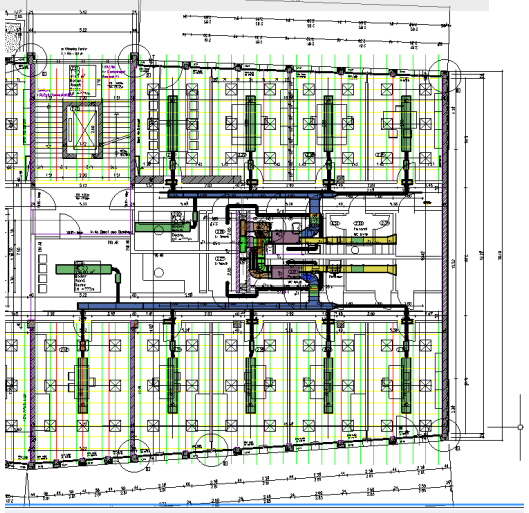

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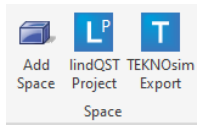

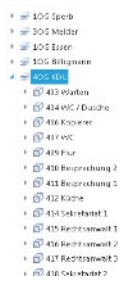

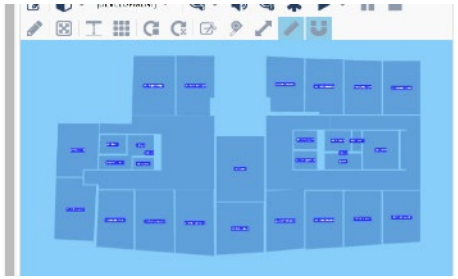

Selected Products: Chilled beam Plexus

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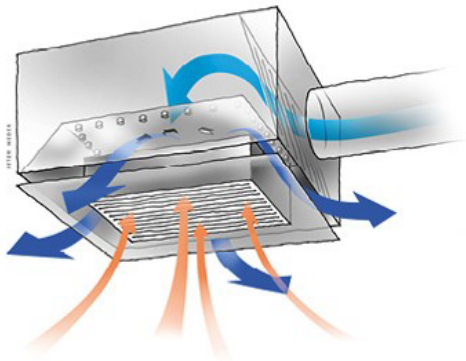
PLEXUS chilled beam

Air Supply Device

Patented Technology by Lindab



Problem to solve

Ventilation and cooling a building generally need a lot of equipment and room space. The compact design of PLEXUS can easily be integrated in suspended ceilings.

How does it work

The primary air entering PLEXUS uses the pressure difference over the nozzles to create induction of room air which passes the cooling coil and becomes chilled by the cool water circuit. The amount of induced room air is several times more than the primary air creating an efficient circulating unit with great cooling capacity in the room. No fan is needed, only the pressure in the primary air is used.

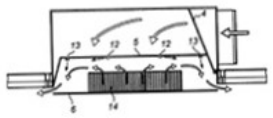
Customer Benefits

- Compact chilled beam with air outlets on all sides (360° air pattern)
- Low draught rate
- Low noise rate

By combining the technology of a diffuser with an efficient cooling coil of a chilled beam with an internal diffuser element, the size and weight are reduced to a minimum. Because the system is working by induction, the noise level is very low. At the same time, the unique 360° diffusion air pattern of the PLEXUS minimizes the draught risk.

Resume of patent claim - Patent No. EP 1 637815 B1

An air supply device comprising a diffuser element (4), an airflow guide (5), in which device a chamber is arranged between the inlet and the outlet, which device further comprising an air distributor (6) arranged downstream of the airflow guide (5) at the outlet, in which device a cooling-coil battery (14) further is arranged in such a manner that indoor air in operation of the air supply device is drawn through the cooling-coil battery (14) by induction and mixed with supply air, which airflow guide (5) comprises nozzles (13) arranged along the periphery of at least two sides of the airflow guide, characterized in that, in which device a secon chamber is formed by the casing, the diffuser element and the airlow gide (5), which airflow guide (5) in operation is arranged to direct air flowing therein at right angles to the place of the outlet.



Lindab

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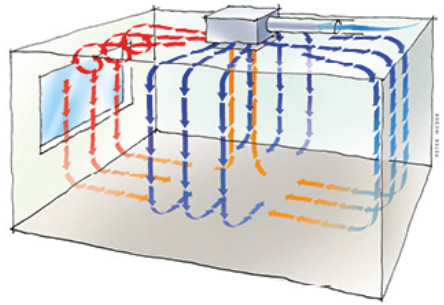
Zone Heating for Plexus

Method and device for ventilation of a space

Patented Technology by Lindab



Problem to solve

As hot air tends to rise compared to areas of cold air around it which tends to fall to the ground, induction of only hot air to a room will make the warm room air stay at the ceiling, creating warm zones at the ceiling and cold zones at the floor.

How does it work

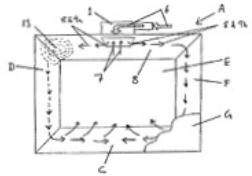
The chilled beam supply hot air in only one direction to the cool surface, where it is needed most. The cold wall surface then cools the hot air whereby it slowly floates towards the floor and mixes with the room air. In the other 3 directions supplied air is slightly cooler than the room temperature meaning that the cool air drops and mixes with the air in the space naturally and well meaning no thermal stratisfaction.

Customer Benefits

- High ventilation efficiency even in heating mode
- Reduced down draught under the windows
- Reduced room temperature stratification meaning a more homogenous temperature gradient

Resume of patent claim - No. WO 2009/123552 A1

The invention relates to a method and a device (1) for ventilation of a space (A) containing room air, which device (I) is supplied with intake air (B) at lower temperature than the temperature of the room air, is supplied with recirculating room air (7) and causes output air (8) to flow out into the space (A). In the first output air direction (9a), output air (8) flows at a temperature which is higher than the temperature of the room air towards a cooling surface (D), e.g. a window. In the second output air direction (9b), output air (8) flows at a temperature which is lower than or equal to the temperature of the room air towards at least one wall surface (E;F;G). In an upper zone (13), output air (8) is cooled to follow the surface (D) towards the floor (C), whereby socalled cold draught in the space (A) is reduced while at the same time ventilation effect in the space (A) is optimised.



Lindab

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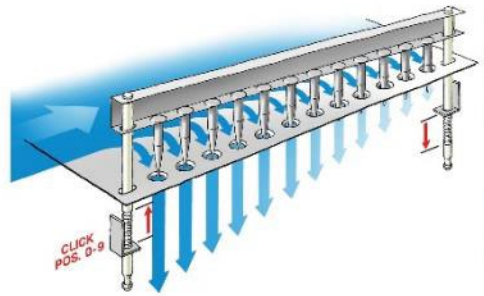
JetCones

Supply Air Terminal Device

Patented Technology by Lindab



Problem to solve

Bringing a ventilation system in line normally takes days or even weeks. The JetCone technology is less time consuming and makes commissioning easier as both air flow, air presure and air pattern can be adjusted in a simple way. Also, room design may change according to needs. In this situation the JetCone technology makes it easy to readjust the air distribution and air pattern without having to do recalculations.

How does it work

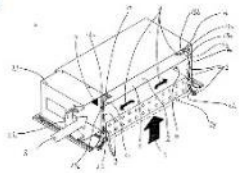
Air with higher pressure enters above the JetCones. The aerodynamic shape creates a high air speed when air is passing through. This ensures an improved performance as this will increase the induction of room air through the cooling battery.
Adjustment of airflow is done by moving the JetCones up and down in the nozzles.

Customer Benefits

- Easy commissioning
- High cooling efficiency
- Easy supply airflow adjustment
- Easy air pattern adjustment

Resume of patent claim - No. WO 2010/090592 A2

A supply air terminal device (1) which supply air terminal device comprises an adjustable regulating element (10), which regulating element comprises at least one beam element (12a, 12b, 12c, 12d), which beam element is connected to means (13a, 13b, 13c) each of which means (13a, 13b, 13c) has in its direction per unit length a narrowing crosssection area and is adjustable in the respective air flow passage (7a, 7b, 7c, whereby a throughflow cross-section (9a, 9b, 9c) for each air flow passage (7a, 7b, 7c) can be adjusted between at least a first size of throughflow cross-section and at least a second size of throughflow cross-section.



Lindab

Selected Products: Ultra Link Flow regulation

UltraLink is a strong key component for any demand controlled ventilation system.

With the ultrasonic sensor technology, UltraLink measure airflow, velocity and temperature with a very high precision and reliability.

- ✓High precision measurement
- ✓No unnecessary pressure loss
- ✓Easy to clean and maintain
- ✓Reduced noise level

Selected Products: LRCA Sound attenuator

LRCA is a circular straight silencer designed to significantly reduce any noise in ventilation systems.

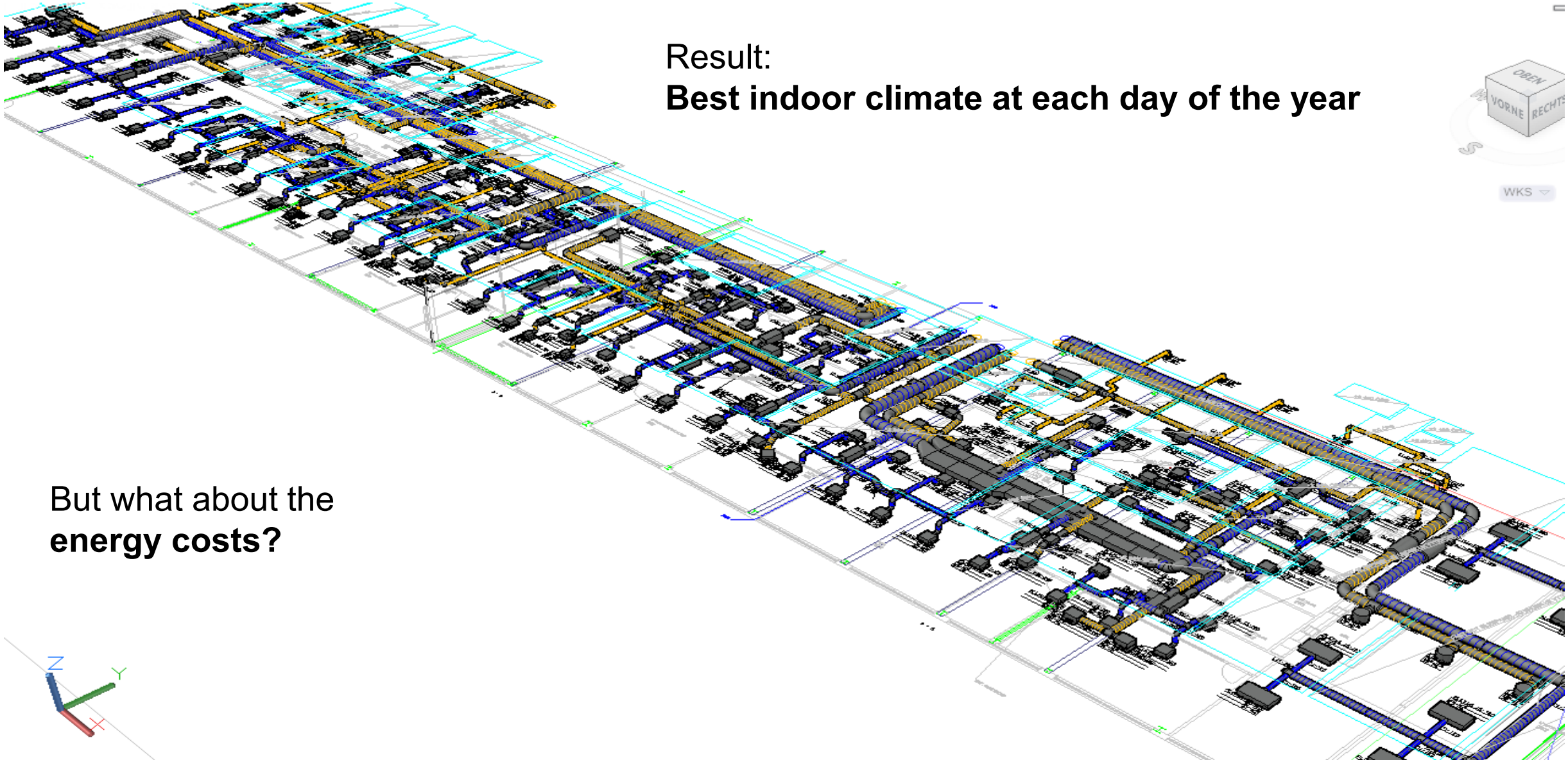
Whilst maintaining a low profile which permits installation into tight spaces without loss of performance.

- ✓Fulfils tightness class D.
- ✓Insulation thickness 50 mm.
- ✓Attenuation material is high pressed glass wool.
- ✓Made with galvanised steel casing.
- ✓Tested according to ISO 7235 standard.

The best silencer in its class

Indoor climate simulation

Result:
Best indoor climate at each day of the year



But what about the
energy costs?

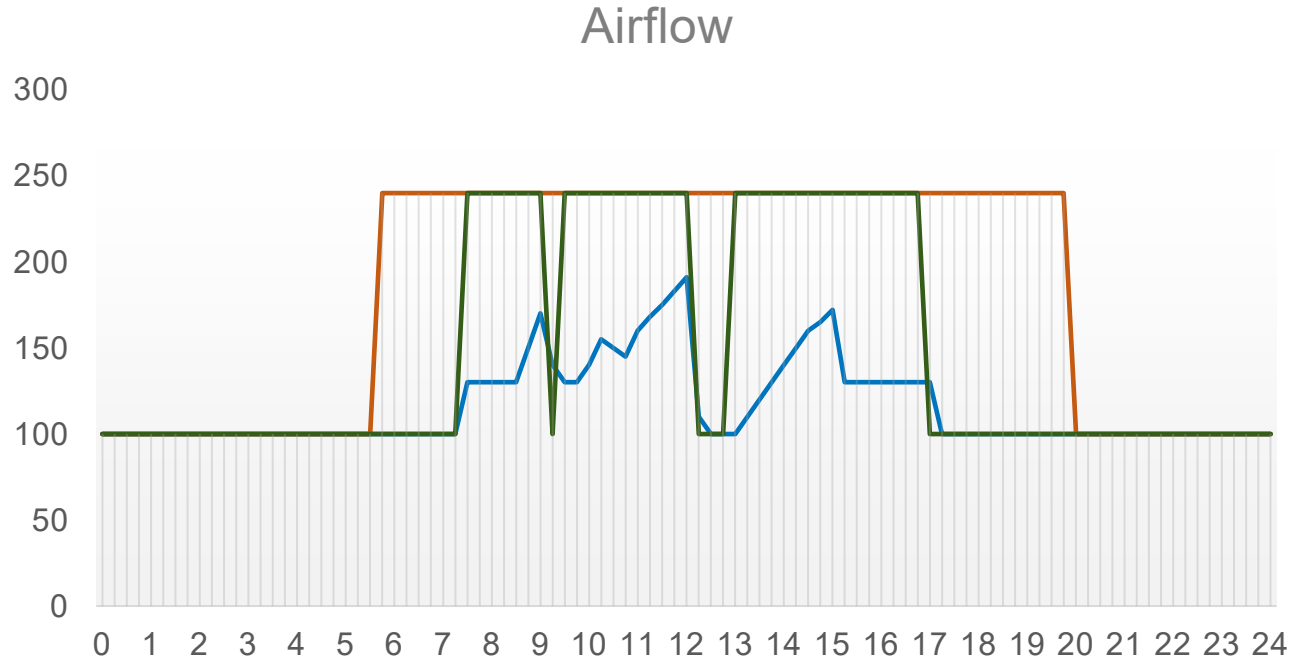
CAV versus VAV versus DCV

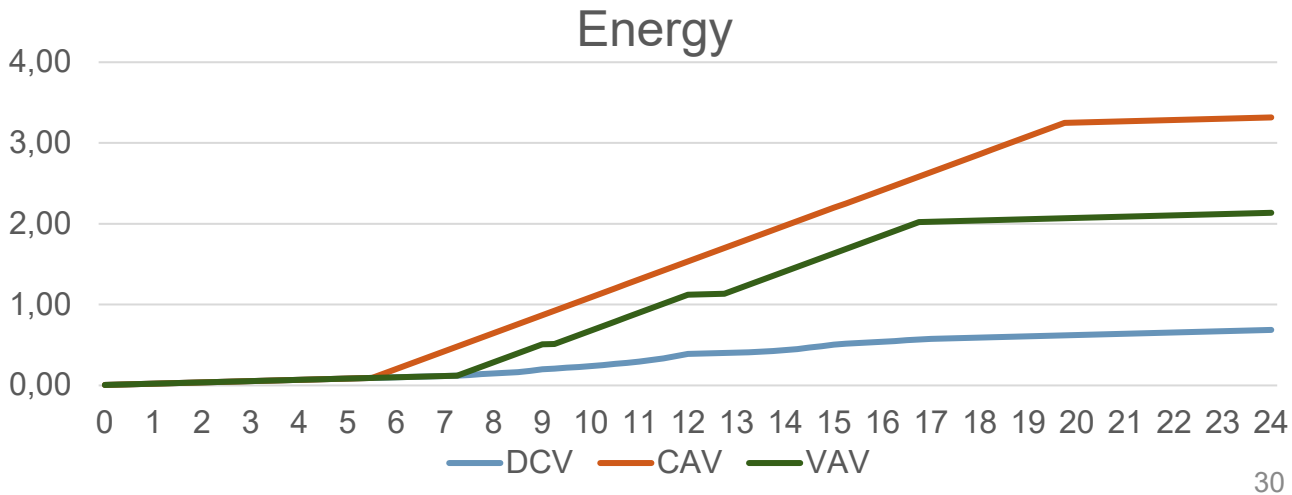
CAV = Constant air flow (orange)

VAV = variable air flow (green)

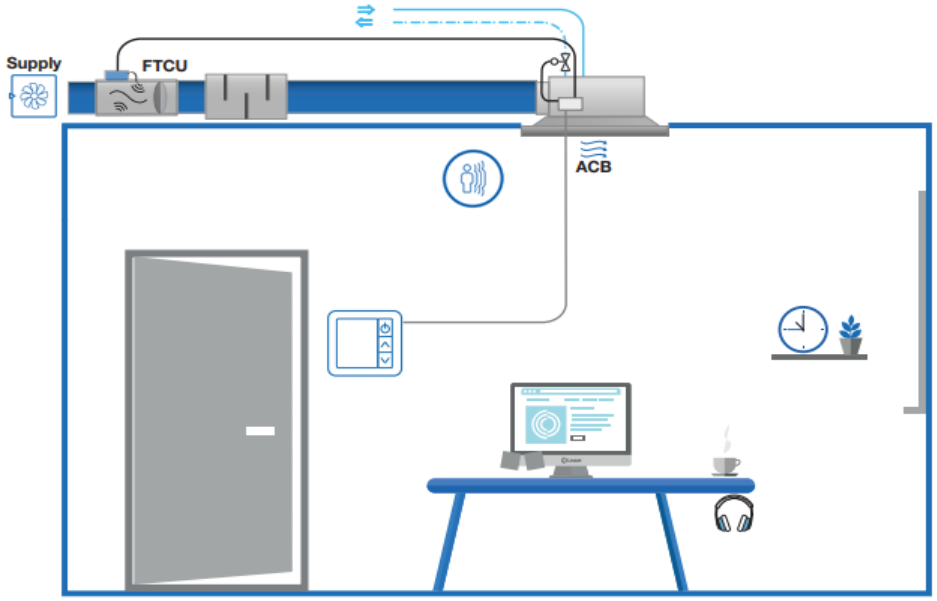
DCV = Demand controlled airflow (blue)

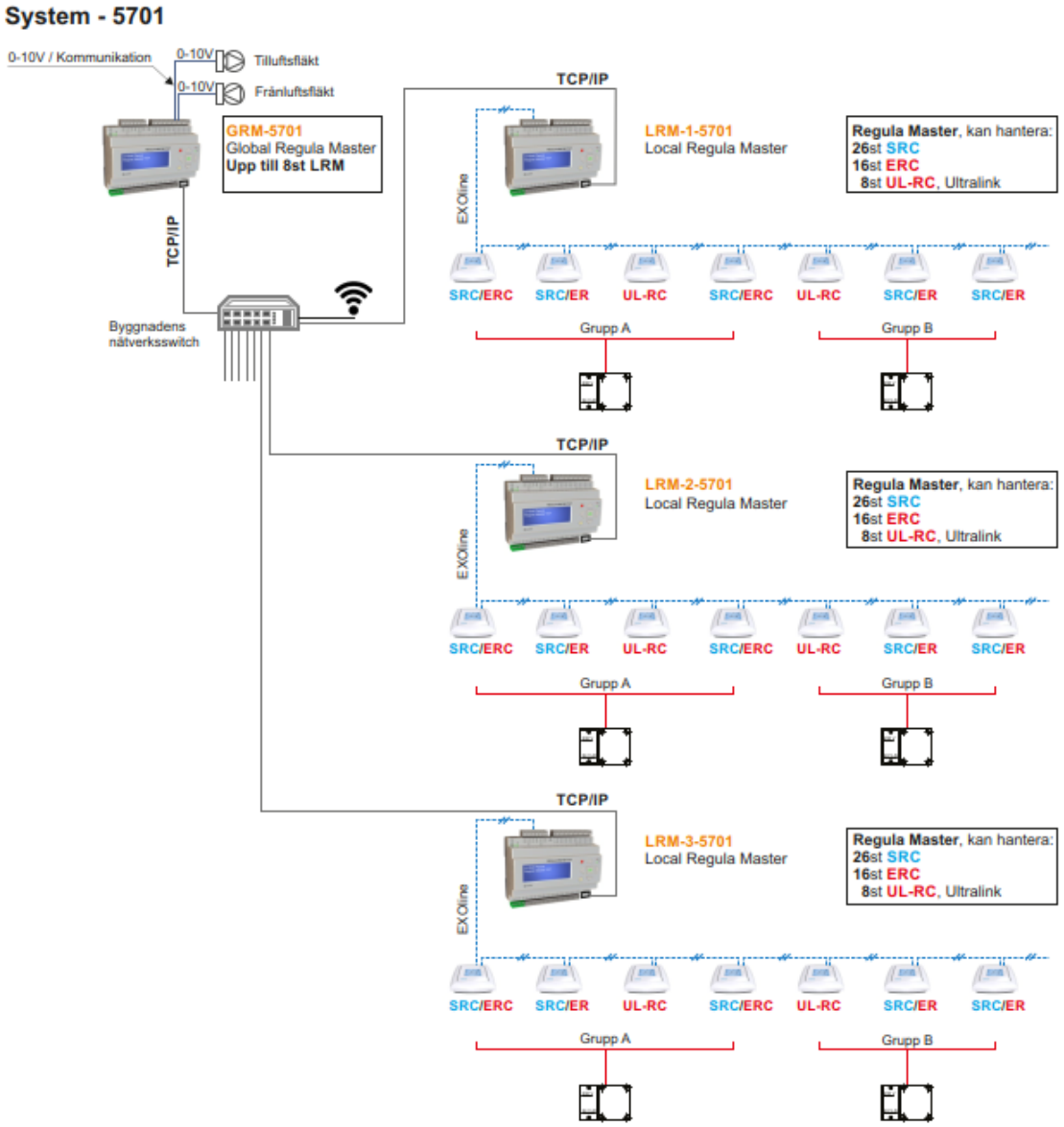
Lindab Pascal is a DCV solution with fan optimizer function





Lindab Pascal system





Energy Consumption

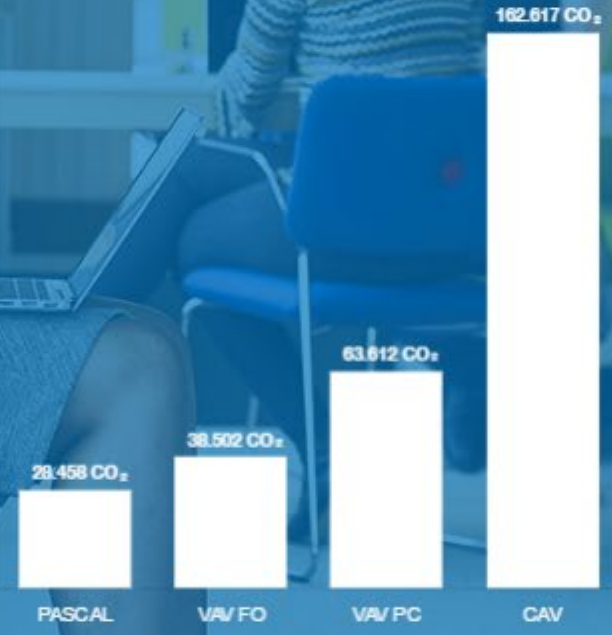
Energy use by the different systems on the selected conditions

Energy Cost

Energy costs for the different systems on the selected conditions

CO_2 Emissions

CO_2 emission generated by the different systems on the selected conditions



CAV: Constant airflow system with constant pressure fan control • **VAV PC:** Variable airflow system with constant pressure fan control
VAV FO: Variable airflow system fan optimised on zone level • **PASCAL:** Variable airflow system fan optimised on room level


Welcome to the building with the best indoor climate.
Developed, supported and produced by Lindab.

Thank you!
Questions?

A good building makes a difference. That’s why Bravida exists.

Bravida

Mattias Johansson, CEO & Group President

We provide assistance with all the technical functions of the property

Each Bravida branch focuses on one of our many areas of technical specialisation. But as a Bravida customer, you have access to all our technical expertise!

Together, our branches make sure all the technology in your building or facility is working properly.

Electrical systems

Heating & plumbing

Ventilation

Automation

Power

Security

Cooling

Solar panels

Energy optimisation

Sprinklers

Technical service management

Bravida Charge

Critical Power

bravida

Bravida - Nordic leader in sustainable technical solutions

Business highlights

Bravida is the premier multi-technical service provider in the Nordics

Represented in around 170 locations

65,000 customers
Top 4 customers represent ~11% of sales

~90% recurring customers

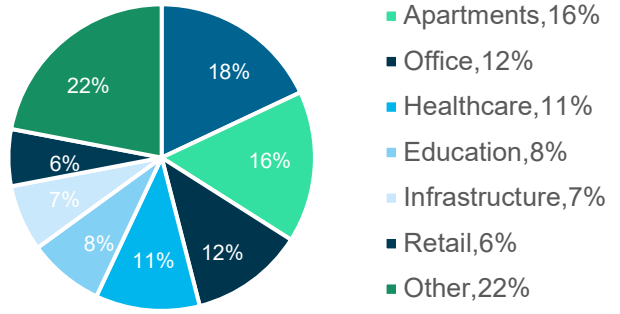
SEK 22.5bn
LTM net sales

SEK 1,541m
LTM EBITA

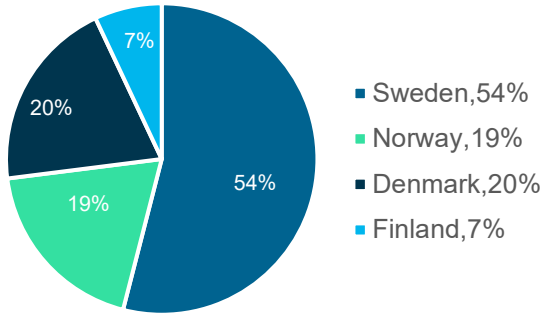
~12,000
FTEs

Sales split based on 2021 sales

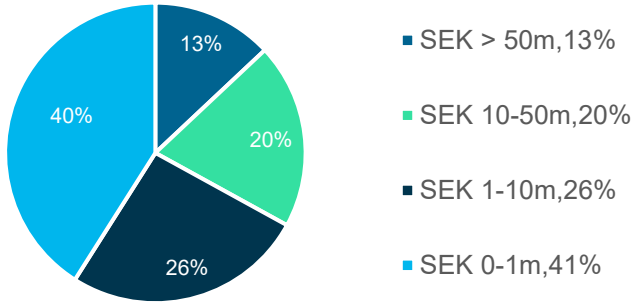
Net sales by type of facility



Sales by segment



Net sales by order size



Market drivers

Energy efficient building solutions - installation

Energy optimisation in buildings – service

High energy costs

Increased complexity in buildings

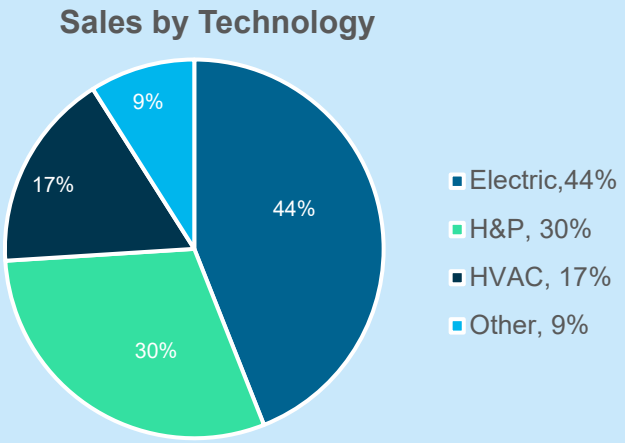
EU Green-Deal – renovate buildings

EU taxonomy – climate change mitigation

Market outlook

- Still good demand for service and installation
- Growing demand for sustainable and energy efficient solutions
- Rising raw material prices
- Risk for material shortage
- Uncertain times, increasing interest rates and inflation may lead to delays in investment decisions going forward

Bravidas ventilation business at a glance,17% of total sales 2021



- In 2021 12% of total sales related to installation of new ventilation equipment
- Largest type of faclities: industry, dwellings, healthcare and education
- Largest customer groups: construction, industry and public

Lindab
- Nordic Preferred Supplier of Ventilation Products

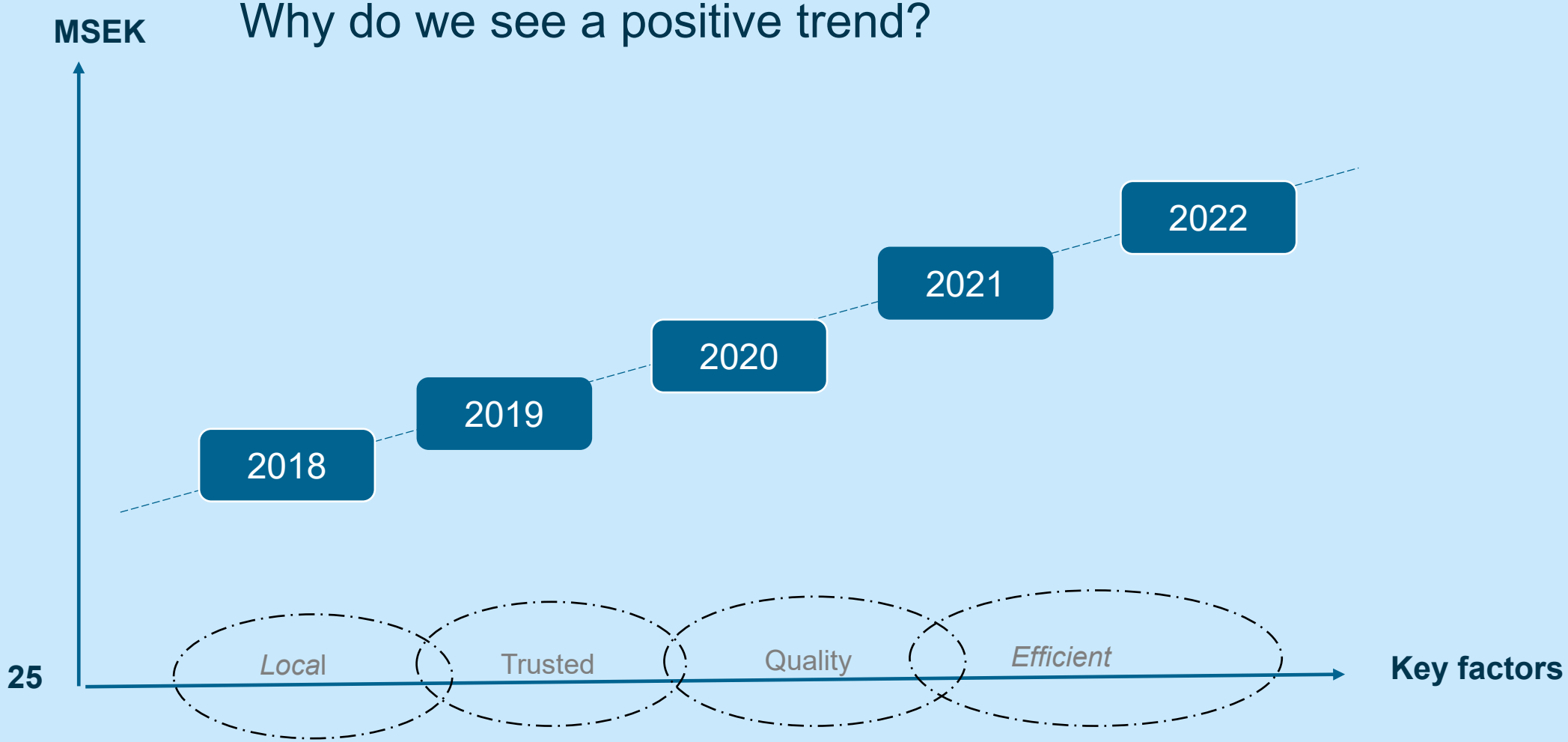
1,7 million
articles

Supply over **30**
Bravida Branches

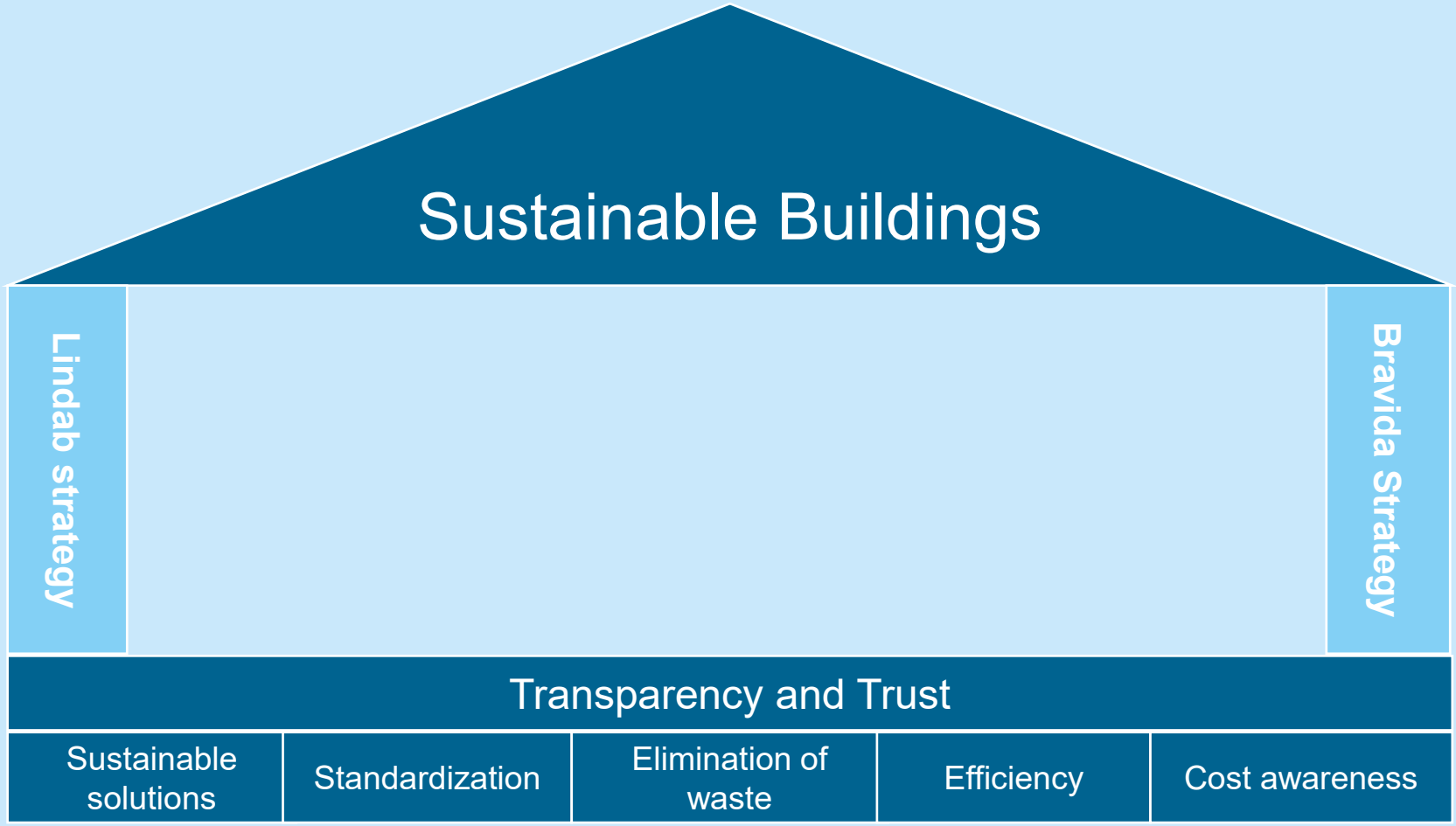
Nordic Agreement with a yearly spend >250MSEK

bravida

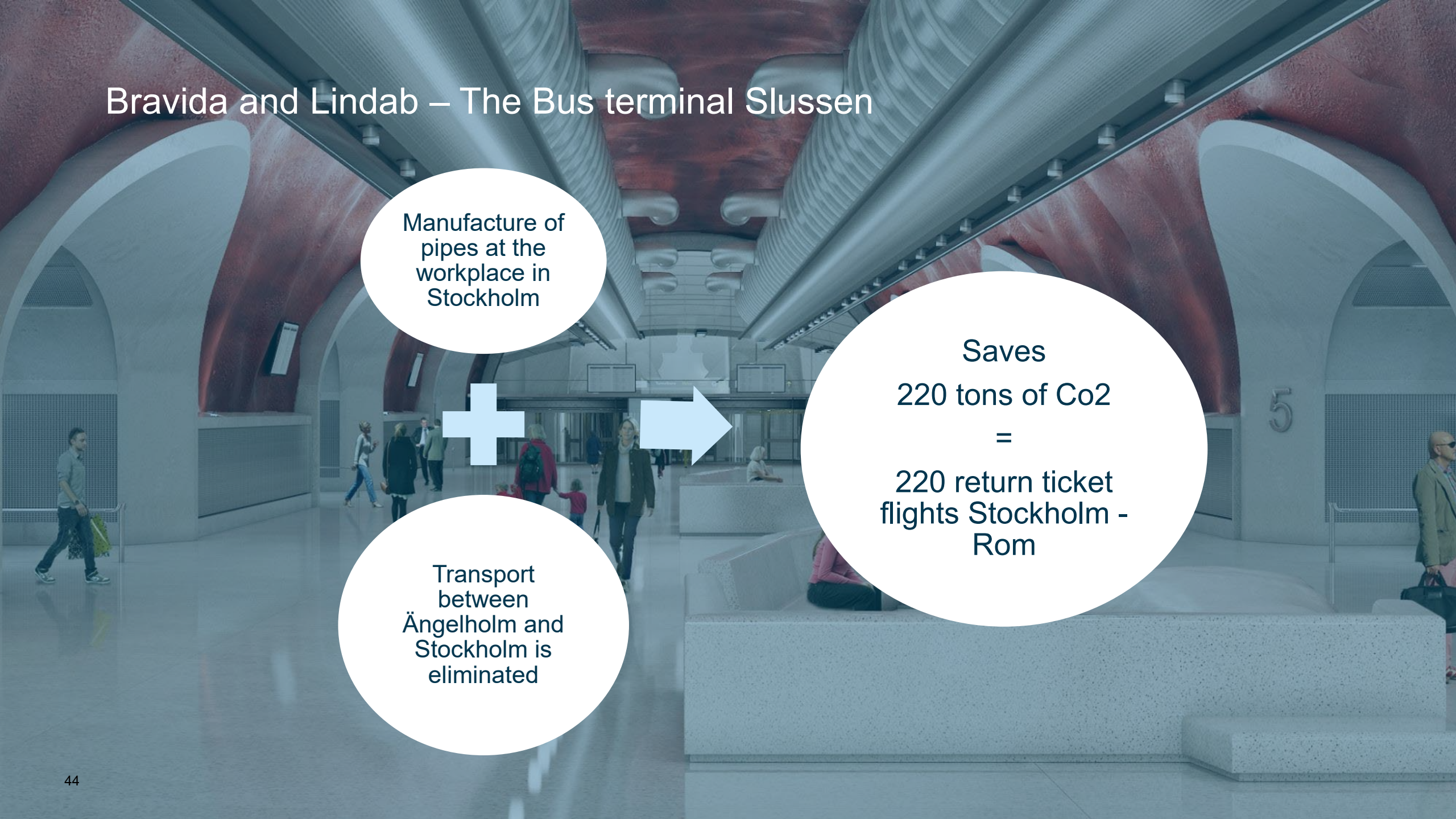
Why do we see a positive trend?



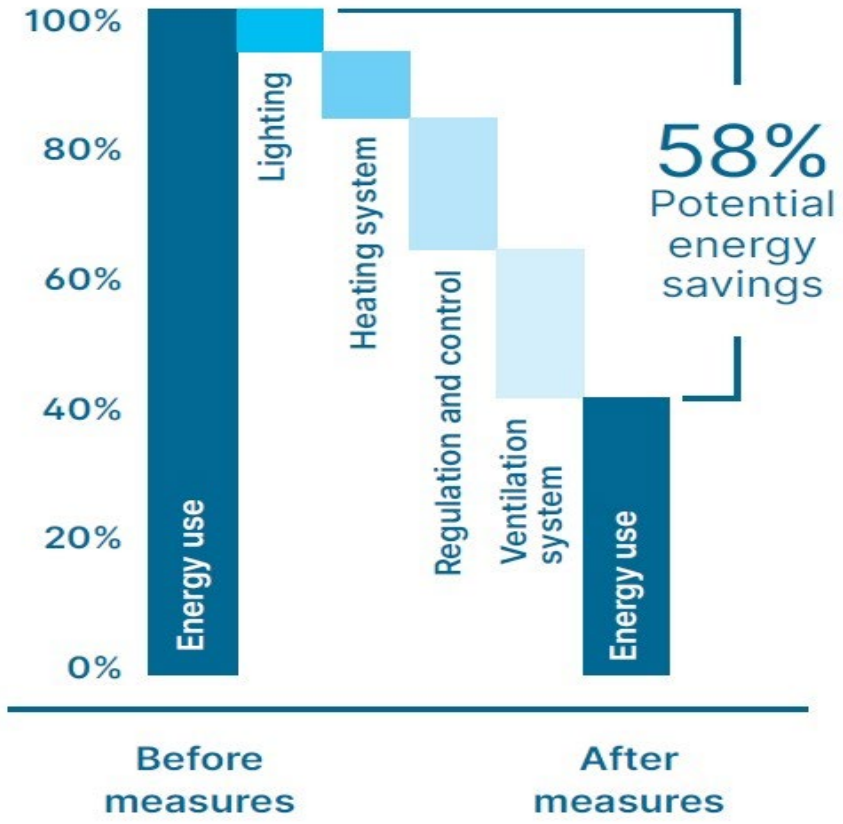
How we need to work to create a sustainable business



Bravida and Lindab – The Bus terminal Slussen



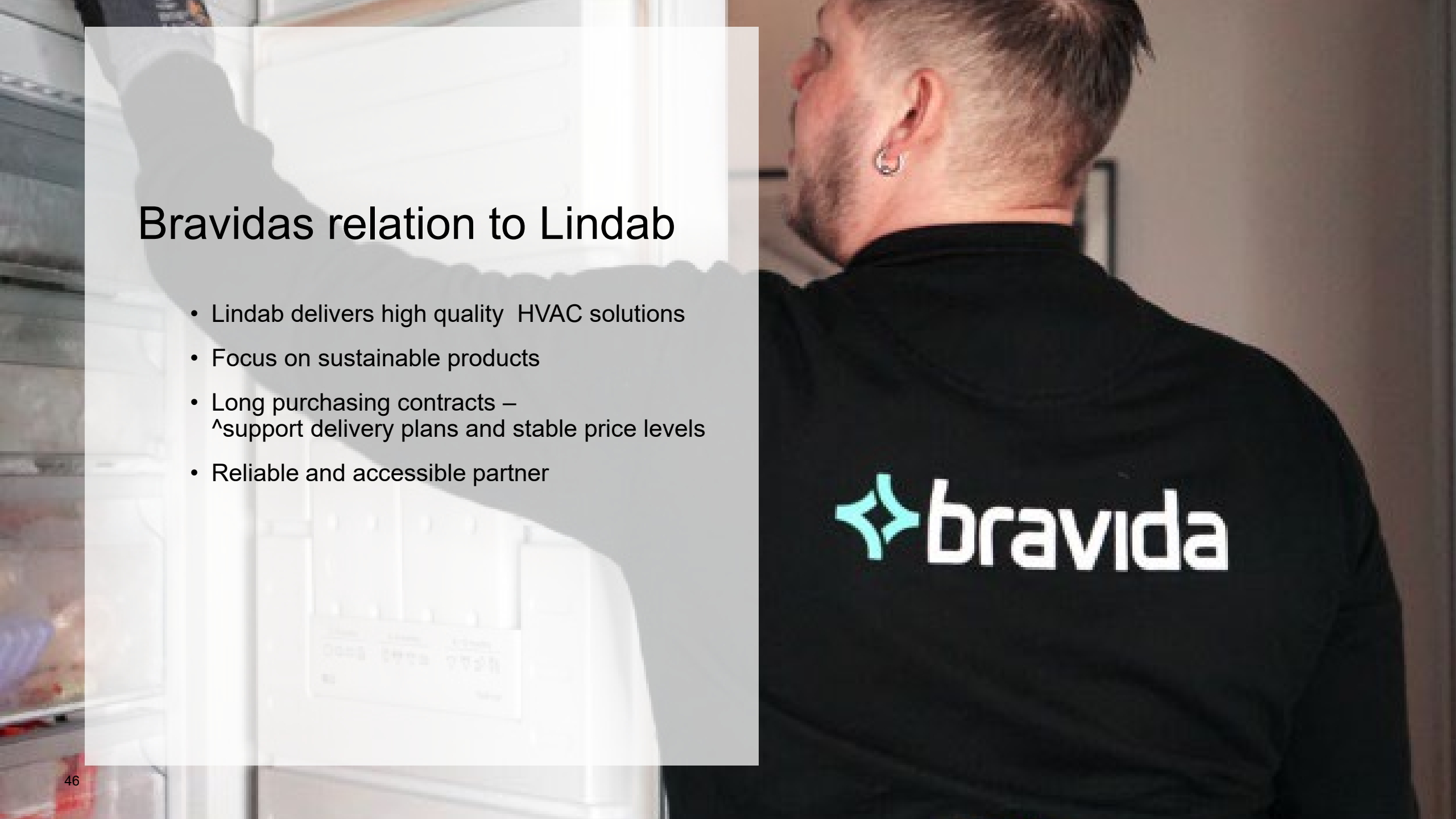
Potential energy saving by replacing old ventilation equipment, 20 %



bravida

Bravidas relation to Lindab

- Lindab delivers high quality HVAC solutions
- Focus on sustainable products
- Long purchasing contracts –
  ^support delivery plans and stable price levels
- Reliable and accessible partner



Q&A

bravida

We bring buildings to life.

bravida


Lindab
Coffee break

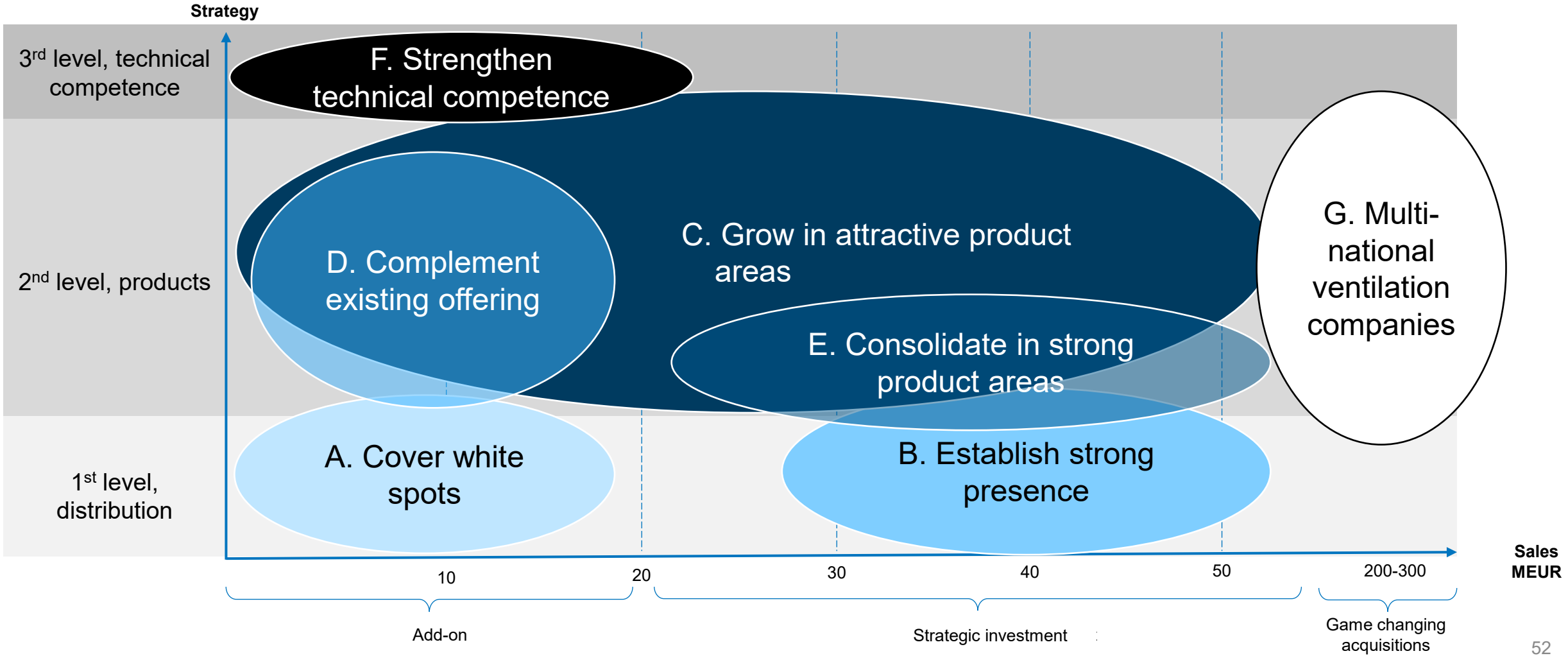
Lindab M&A

20 June 2022
Capital market event

Lars Christensson
Director of Business Development and M&A

We look for quality companies which easily can be plugged into Lindab

Our focus is add-on acquisitions and strategic investments




EKOVENT®
WE LEAD THE AIR

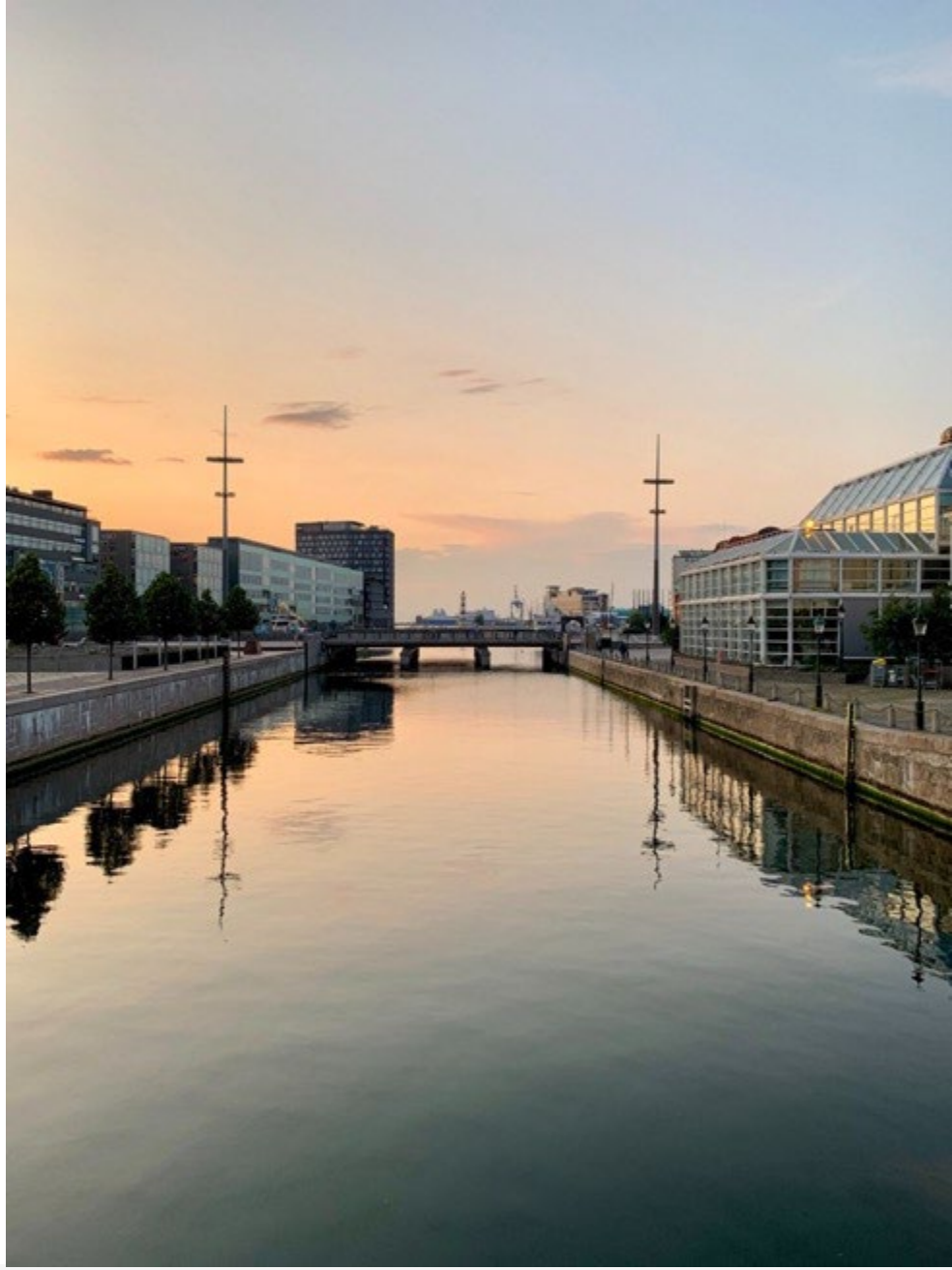
About EKOVENT

Introduction

The best, the most and the latest in ventilation and fire protection

EKOVENT is a Malmö based company that for nearly 50 years has developed, produced and marketed products in ventilation and fire protection.

With own factories, R&D and local sales offices we produce products of the highest quality that meet your needs.

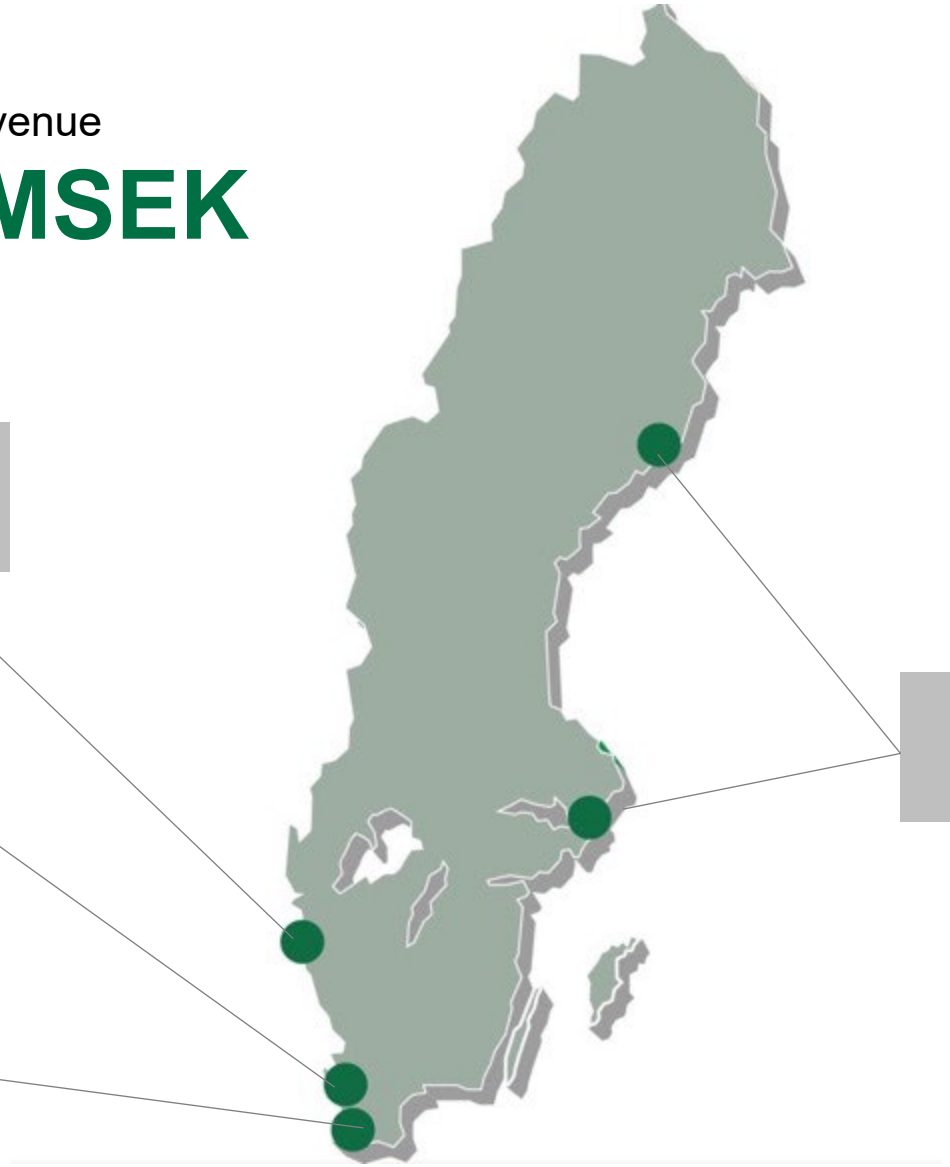



EKOVENT®
acquired by
Lindab®
since 2020-10-01

Founded
1972

Revenue
150 MSEK

Employees
70



Göteborg
Regional office

Helsingborg
Regional office

Vellinge
Head office

Stockholm
Regional office

EKOVENT®

Product range

EKOVENT®

A wide product range

Our range includes many well-known products, but we often launch new innovations that we know our customers need. In our wide ventilation program you will find, among other things, fire dampers, roof hoods, louvres, dampers, fans, VAV, and control and monitoring systems

Fire protection

Roof hoods

Louvres

Dampers

VAV-/CAV system

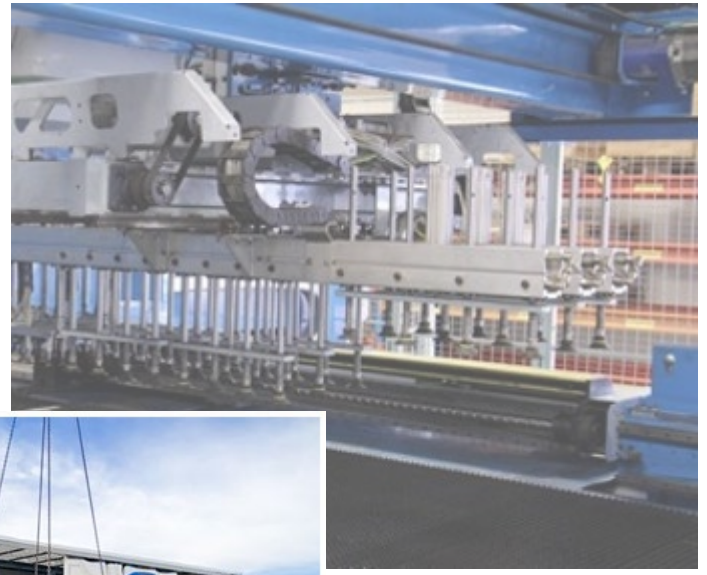
Fans

EKOVENT®

Highlights from being acquired by Lindab

Investments

- How can we transform Ekovent to manage future challenges?
- Strong company as ”mother”
- Open for investments according to investments requirements



EKOVENT®

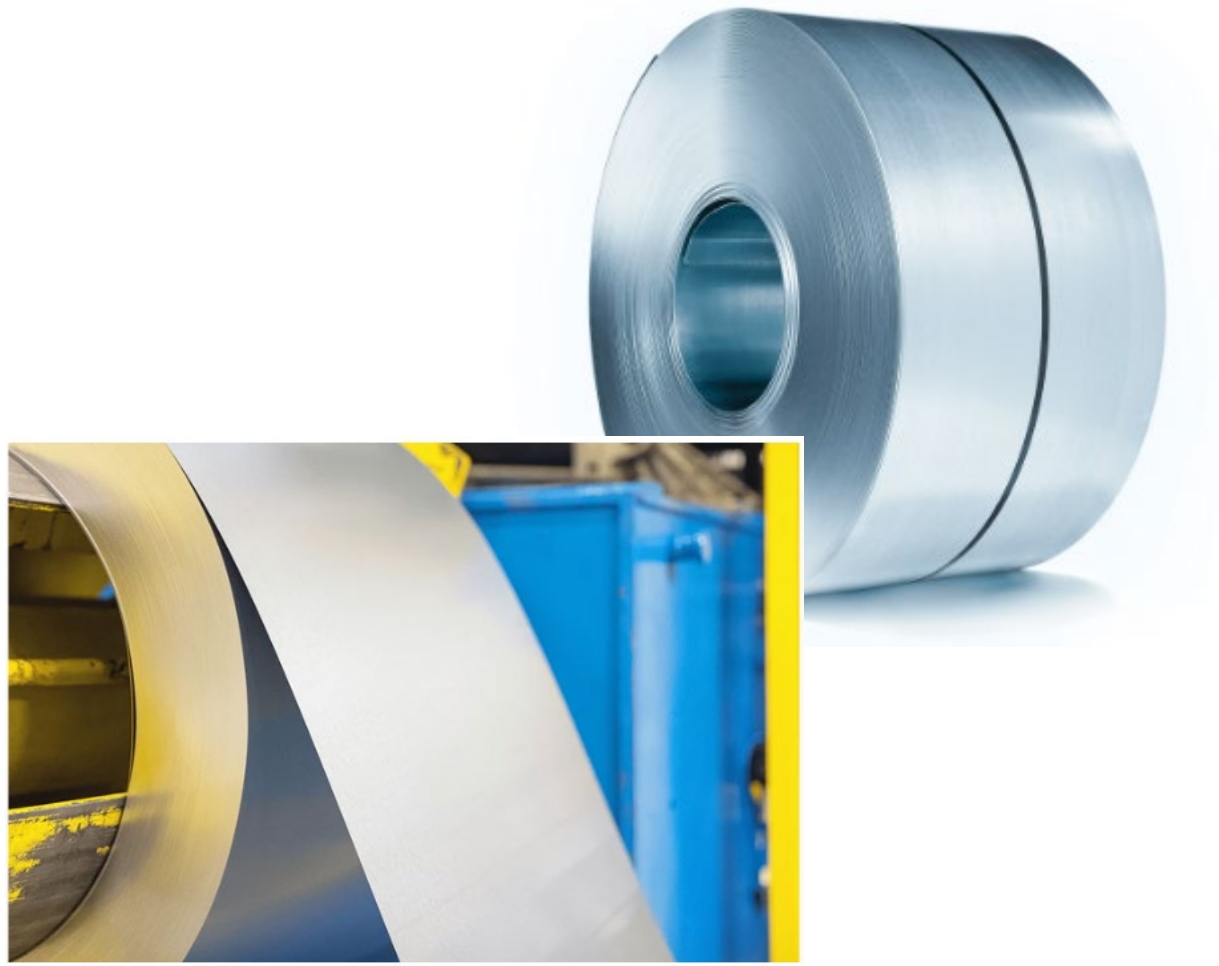
Sales

”It’s about collaboration not incorporation”

- Common customers - common agreements
- Using common sales channels to develop sales
- Local presence
- Participation in Lindabdagarna

Purchasing

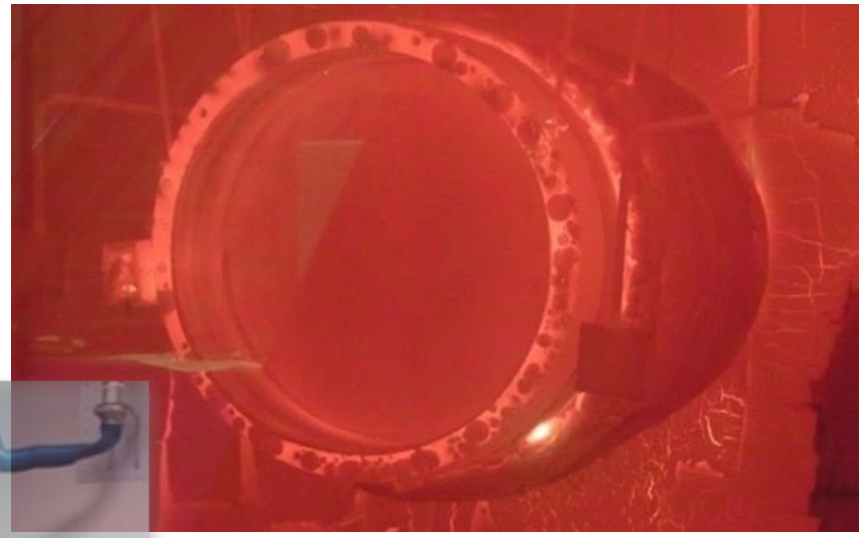
- Optimize sourcing
- Market knowledge

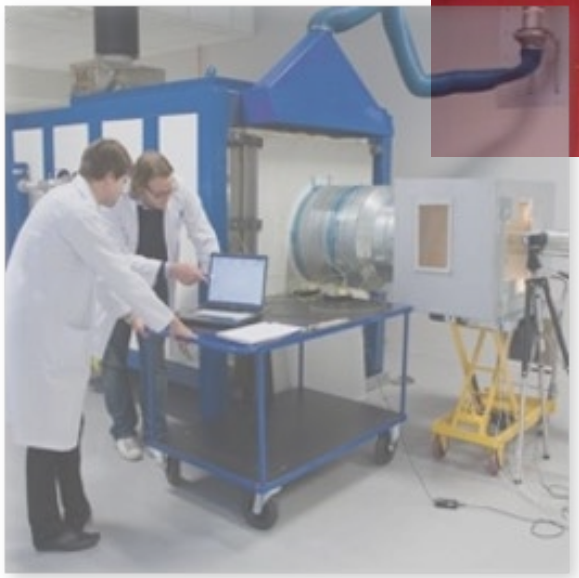


R&D

More possibilities

- Access to high tech laboratories
- Experts in special fields
- Support in the development process





EKOVENT®

And much more…..

- Internal control – including the whole company
- Sustainability
  - Mapping the company
  - Sustainability reporting
- Working environment
  - Registration of risks and deviations
  - Monitoring improvements
  - Network within the group

EKOVENT®

EKOVENT®

WE LEAD THE AIR

www.ekovent.com

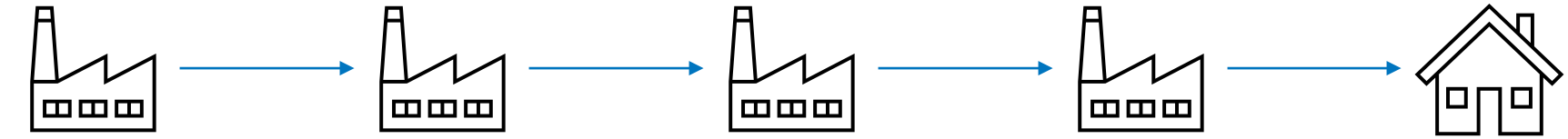
From raw material to finished goods in Lindab

20 June 2022
Capital market event

Tobias Augustsson
Managing Director, Lindab Steel

Steel – the material

Steel flow through Lindab



Steel mill → Lindab Steel → Lindab production unit → Lindab branches → End customer

Steel mills

- Main suppliers
  - TATA Steel
  - ArcelorMittal
  - SSAB
- Long and strong relationships
  - Availability is key for Lindab.
  - Long term planning for volumes.
- The mills deliver steel coils to Lindab Steel or directly to other Lindab units.
  - Ship, train and truck.

Lindab Steel

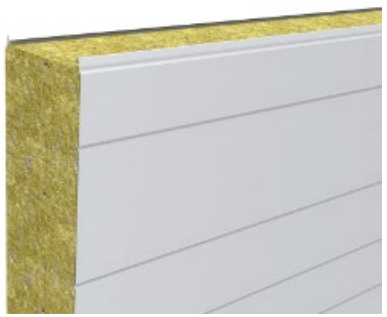
- Lindab's internal steel service centre.
- Stores, processes and distributes steel to Lindab units for production and/or re-selling.
  - Largest buyer of steel coils in Northern Europe
- Three main processes
  - Slitting
  - Cutting
  - Re-coiling
- Competence centre (technical and steel market expertise).

Lindab production units

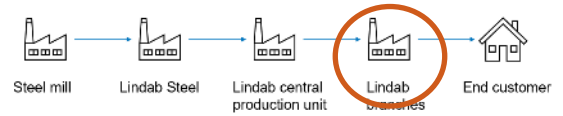
- Produces products to Ventilation or Profile customers.
  - Ventilation
    - Ducts, silencers, monitoring, fire dampers
  - Profile
    - Rainline systems, roofing, wall panels

- Central production units
  - Highly automated production with very large volumes.
  - Normally smaller products that are easy to transport.

- Local production units
  - More manual production compared to central and often larger products.



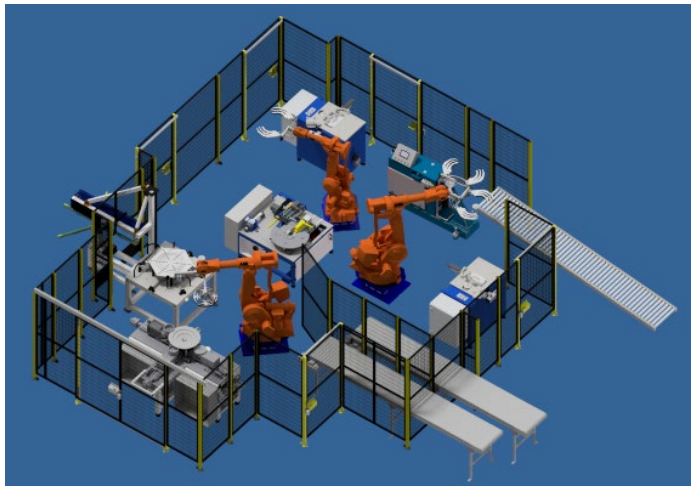
Lindab branches

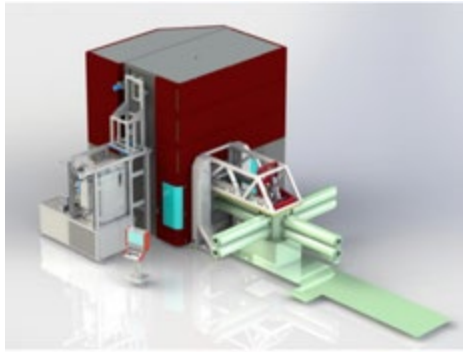


- Point of contact for professionals like installers and construction companies.
- Can have minor production, but mainly serves as warehouse and sales centre.
- In the branches – Lindab products are supplemented by other items our customers might need….”one-stop-shop”

Investments

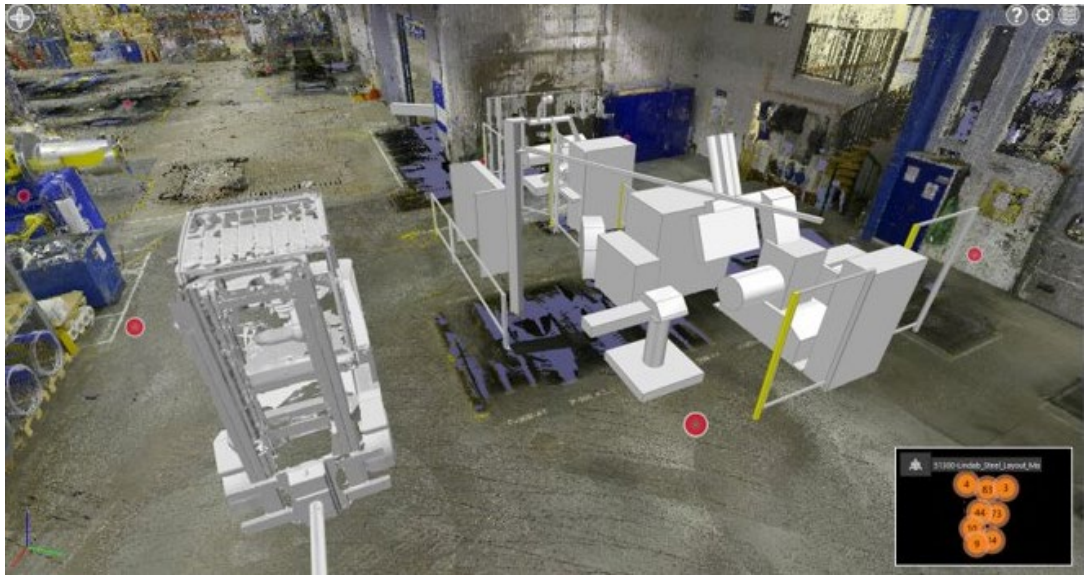
To have a competitive edge, we continuously invest in our equipment and facilities.





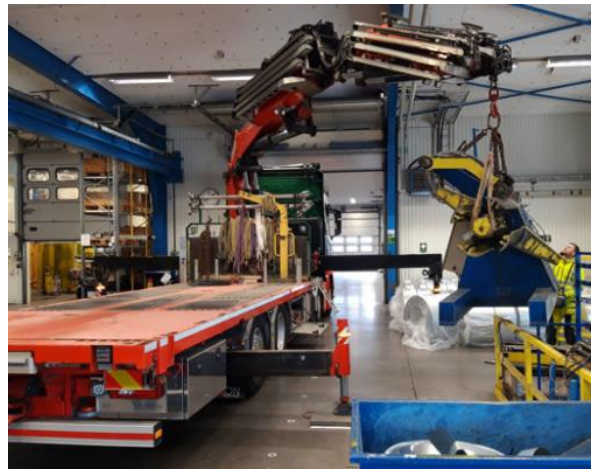
Investments – slitting line Lindab Steel

- Idea
  - Redundancy, capacity and safety.
- Pre-study
  - Capabilities of new equipment
  - Where to install
  - Risk analysis
  - Detailed business case and realisation plan



Investments – slitting line Lindab Steel

- Realisation and closure
  - Mitigation activities.
  - Moving and scrapping slitting lines.
  - Installation and ramp-up
- Follow-up



Thank you!

Questions?

Sustainability

20 June 2022
Capital market event

Matilda Isaksson
Group Sustainability

For a better climate

We want to create a better climate.

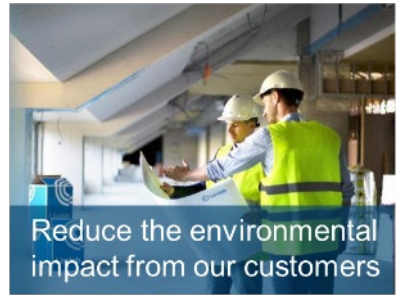
Most of us spend a majority of our time indoors. The indoor climate is crucial for our well-being and productivity. Lindab wants to contribute to a better indoor climate. And we will do it in a way that contributes to a better climate for our planet.

Status update

- Fossil-free steel from 2026.
- All companies are integrating sustainability in the everyday business.
- Improvements of KPI: attractive employer, scrap, emissions, sustainable sourcing. More KPI's are under development.
- Recruitment of Sustainability Specialists to accelerate sustainability work, one per region.
- Lindab is prepared for CSRD.
  - Sustainability integrated in Annual Report since 2019.
  - Traceable, transparent and high quality data to enable third party review.
  - External verification of Scope 1 and 2.
  - Screening of Scope 3, will be included in Annual Report for 2022.
  - EU Taxonomy, reported the share that is eligible and aligned in Annual Report 2021 for Climate Mitigation, and the share that is eligible for Climate Adaptation.
  - GRI part of report.

FOR EVERYONE

FOR CUSTOMERS



FOR LINDAB

EU Taxonomy

- 73% of Lindab's sales are eligible. The EU Taxonomy will include more sectors and products in the future.
- 66% of sales are assessed to be aligned with the sustainability criteria for goal 1 Climate Mitigation.
- Lindab have greatest possibility to make an impact on goal 1 Climate Mitigation and 4 Transition to a circular economy. Other goals are important but more difficult to apply on Lindab.
- Lindab is following the development of a Social Taxonomy.

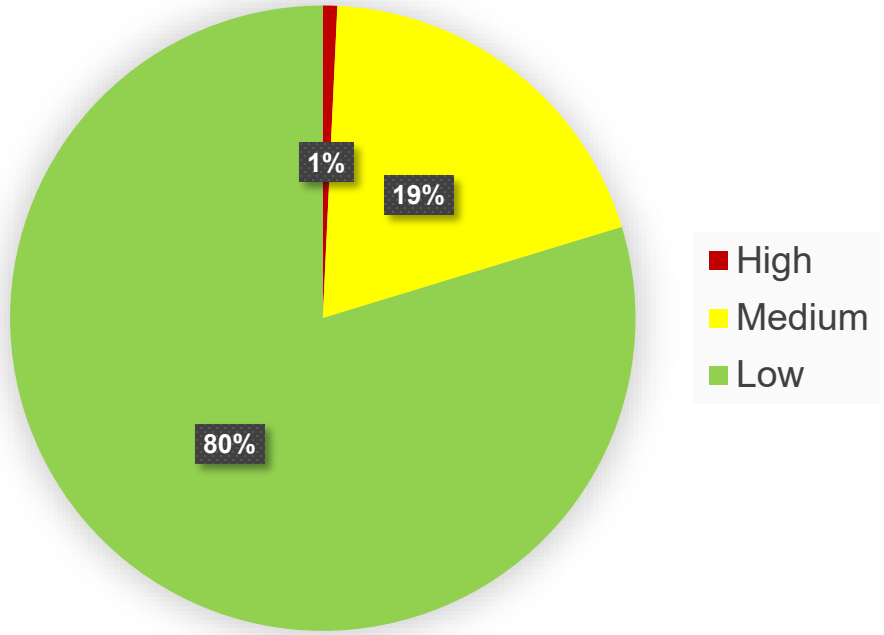
Annual Report 2021

	Total (SEK thousands)	Share of economic activities eligible for the taxonomy (%)	Share of economic activities not eligible for the taxonomy (%)
Sales	9,648	73	27
Operational expenditures	161	0	100
Capital expenditures	408	54	46

Sustainable sourcing

- Lindab take responsibility through out the supply chain.
- Three steps for evaluation:
    1. Sign Lindab Supplier Code of Conduct.
    2. Assessment, based on risk.
    3. On-site audit by third-party for high risk.
- Corruption Perceptions Index (CPI) used to determine the risk of the supplier's location.
- Suppliers in the scope for evaluation:
    - High risk: above 25k EUR
    - Low and medium risk: above 100k EUR or strategical importance
- Preparing for EU Due Diligence.
    - First steps are taking.
    - Implementing method in all companies.
    - Risk assessment to include more going forward.

Share of suppliers per risk category 2021



Science Based Targets (SBT)

- Decision on SBT during 2022.
- Pre-study of Scope 3 finished in Q2, emissions accounts for more than 90% of total emissions.
- Purchased material and products (3.1) have most impact. Collaboration with steel suppliers: SSAB, H2 Green Steel.
- Use of sold products (3.11) and transport (3.4, 3.9) needs more reliable data.
- Use of sold products (3.11) includes emissions from products during the entire usage phase. Smart products that reduce energy consumption in buildings, but depend on electricity to work, and have long lifetime, results in high emissions.

Thank you!
Questions?

Summary

20 June 2022

Ola Ringdahl
President & CEO

Outlook & Priorities

Market outlook

- Strong long-term demand for healthy indoor environments. Growing demand for energy-savings, driven by higher energy prices.
- Short-term demand is difficult to predict as building activity will be affected by higher prices, shortage of raw material and increased interest rates.

Lindab priorities

- Secure high delivery performance to customers and ensure raw material availability.
- Launch new products for renovation of buildings in Europe.
- Continue to implement the investment program.
- Nurture the acquisition pipeline.
- Activities to achieve updated sustainability targets.

Acquisitions of high-quality companies

14 companies in 24 months

NORDTRADE
din lokala plåtgrossist

R-VENT®

Profilplåt

MUNCHOLM

EKOVENT®

THOR DUCT®
EN Fire Rated Ductwork

aer faber

CRENNA

TECNOVENT
SWISS TECHNOLOGY

H.A. HELGESEN
& SØNNER AS Etabl. 1855

Acquisitions and divestments the last 24 months

Acquired

Company	Type	Country	Revenue (MSEK)	EBIT vs Lindab
R-Vent	Products/Distribution	Netherlands	500	Comparable
Muncholm	Distribution	Denmark	250	Comparable
Felderer	Distribution	Germany	700	Lower
Nord Trade	Distribution	Sweden	20	Lower
Alig Ventilation	Distribution	Sweden	65	Higher
Profilplåt	Products/Distribution	Sweden	70	Higher
Klimatek	Products	Denmark	30	Lower
Tecnovent	Products/Distribution	Switzerland	20	Lower
Kami	Products/Distribution	Sweden	100	Higher
H.A. Helgesen	Products/Distribution	Norway	15	Higher
Aer Faber	Distribution	Norway	53	Higher
Crenna	Products/Distribution	Sweden	118	Comparable
Ekovent	Products/Technology	Sweden	127	Comparable
Thor Duct	Products/Technology	Ireland	15	Higher
Leapcraft (part-owned)	Technology	Denmark	-	-

Divested

Company/Unit	Type	Country	Revenue (MSEK)	EBIT vs Lindab
Business Area Building Systems (Astron)	Customized steel buildings	Several countries, with a majority in Eastern Europe	946	Lower
IMP Klima	Air handling unit	Slovenia	269	Lower

2,083 MSEK acquired

1,215 MSEK divested

Thank you!
Questions?