

Beijer Ref AB

Q3 2020



Per Bertland – CEO **Maria Rydén – CFO**

A young child with blonde hair, wearing a long-sleeved shirt with horizontal stripes in pink, yellow, blue, and red, and dark blue jeans, is leaning forward and touching the top edge of a white appliance, possibly a washing machine or dryer. The background is a plain, light-colored wall.

Our mission

To provide global expertise
in temperature control products
and solutions

It's our future.

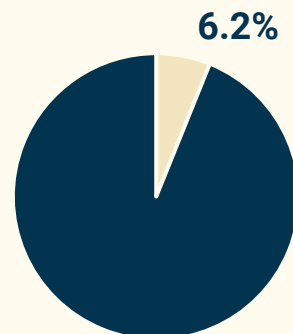
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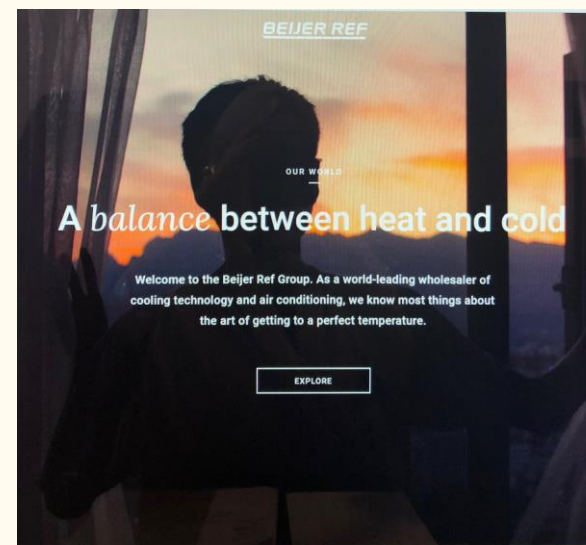
At a glance



Key highlights Q3



- **Beijer Ref and Carrier International Corporation have signed a new exclusive distribution agreement up to 2023.**
- **Carrier has sold 9.2 million shares in Beijer Ref. Still holds 29.7% of the capital and 26.4% of the votes.**
- **E-commerce sales 6.2% out of total sales during Q3.**
- **Australien and NZ have transferred over to Dynamics 365 and more countries will follow.**
- **Cyber attack in France has impacted sales and EBIT in Q3.**



Launch of a new web site
www.beijerref.com

Global reach

76%
Europe

6%
Africa

18%
Asia Pacific

Mega trends drives the market

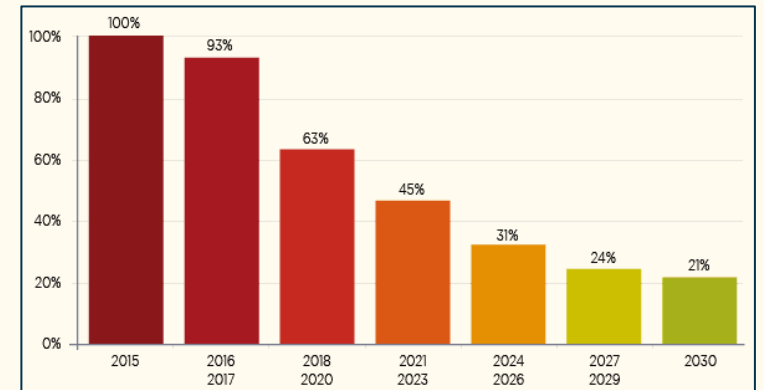
Urbanization/Global warming



Growing middle class



Changed legislation/Phase out scheme



Environment

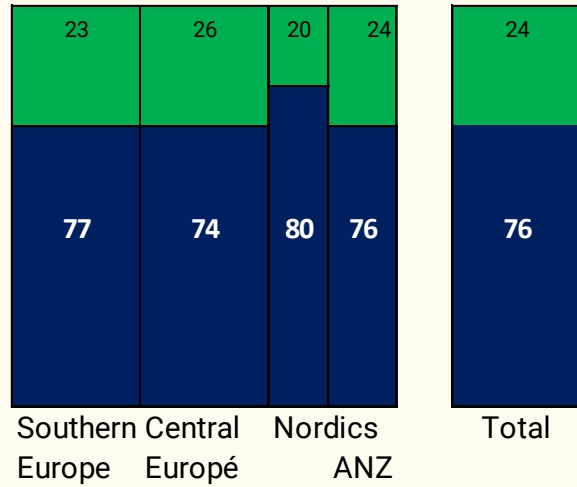


Digitalization

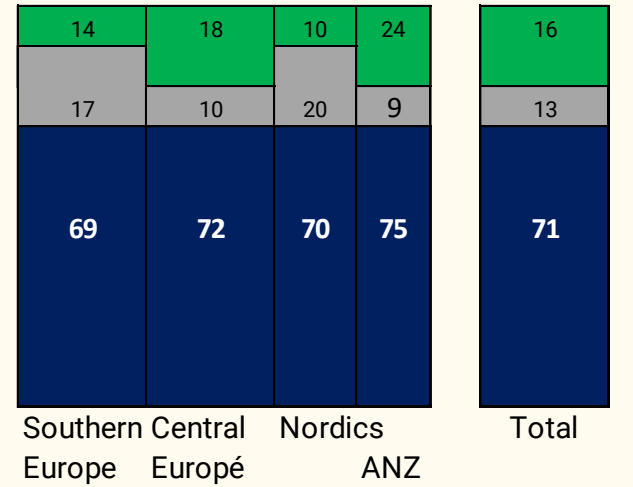


Addressable market Refrigeration 2020

By region



By source of demand

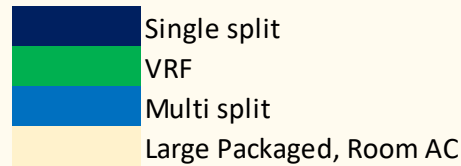
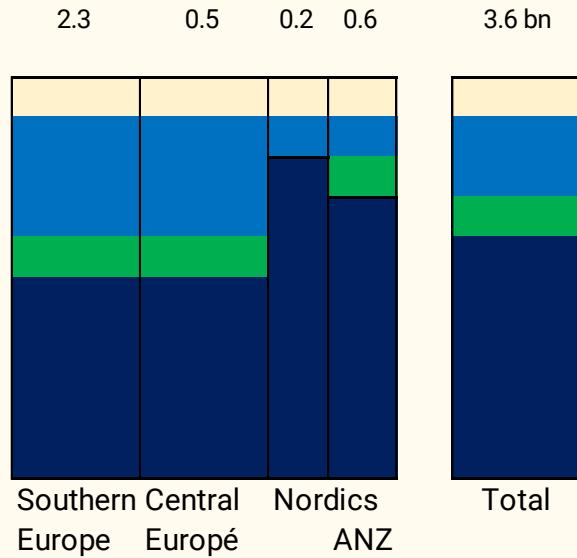


Food Retail
 HORECA

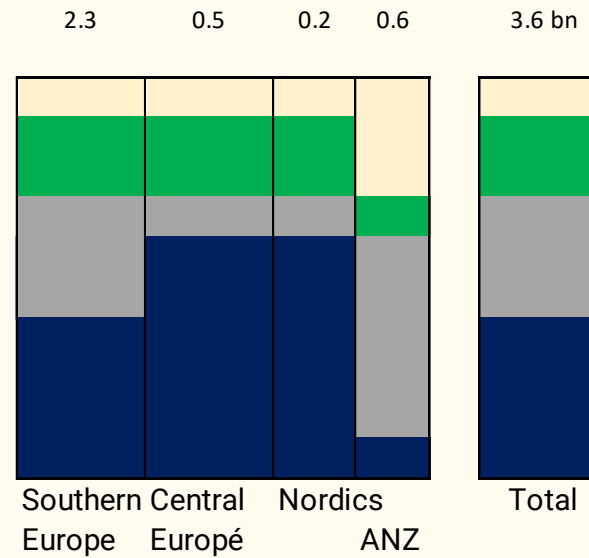
Maintenance and repairs
 System upgrades and new installations
 Like for like replacement & retrofit

Addressable market HVAC 2019

By product type



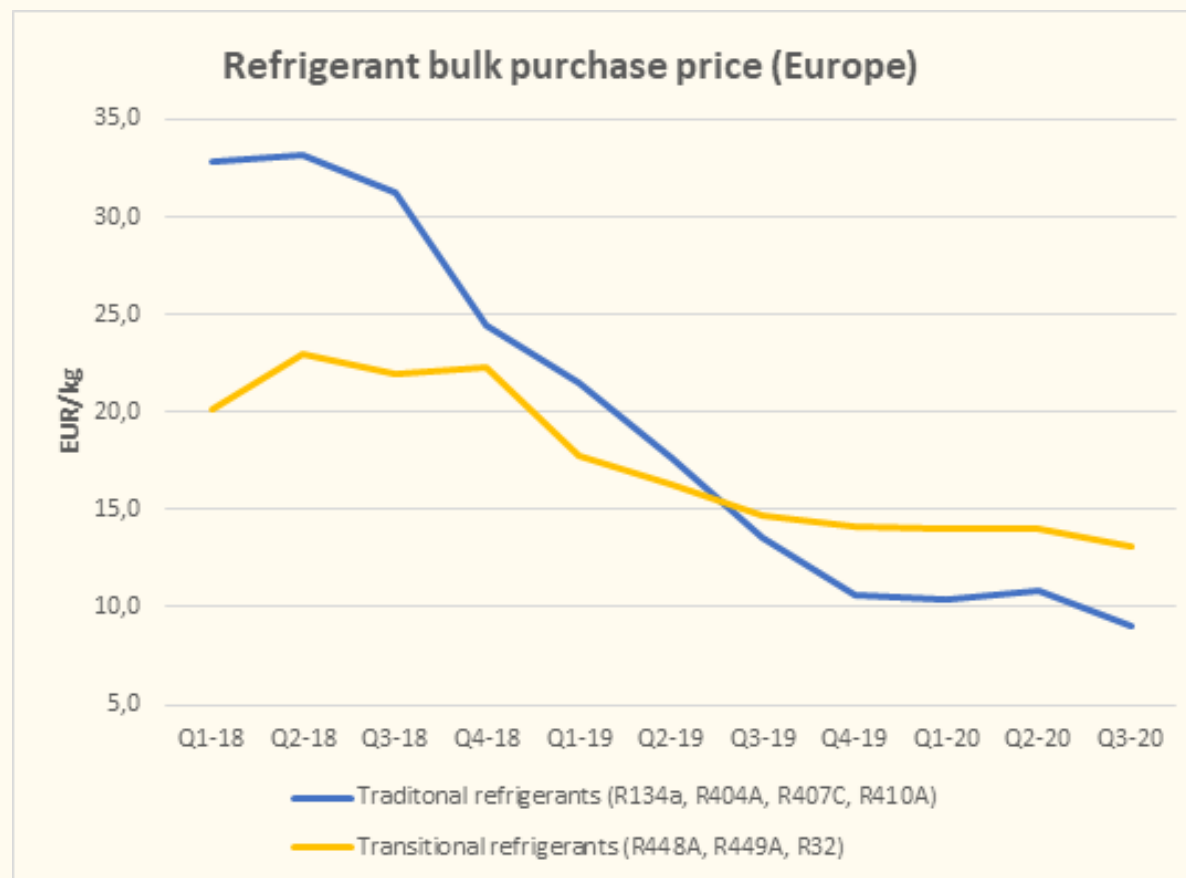
By construction segment



The broader HVAC market is estimated to be 7.5 bn in size

Addressable market size within distribution is 3.6 bn with Southern Europe as the largest region.

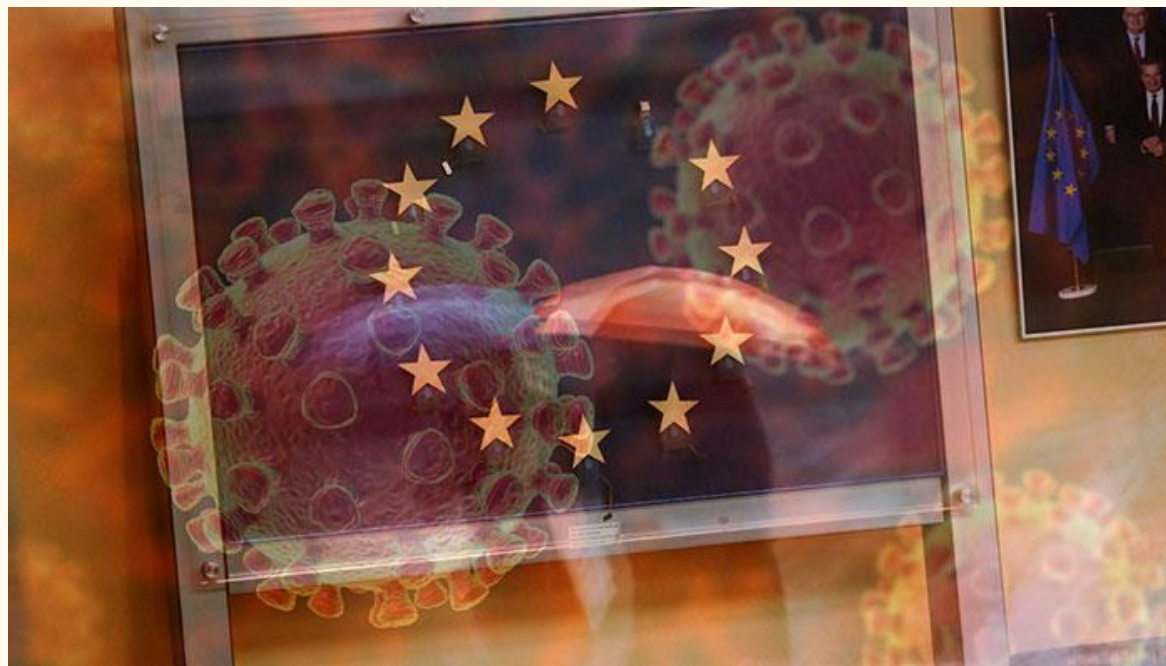
Price development of Refrigerants



Impact of Covid-19 and Refrigerants excluding acquisitions

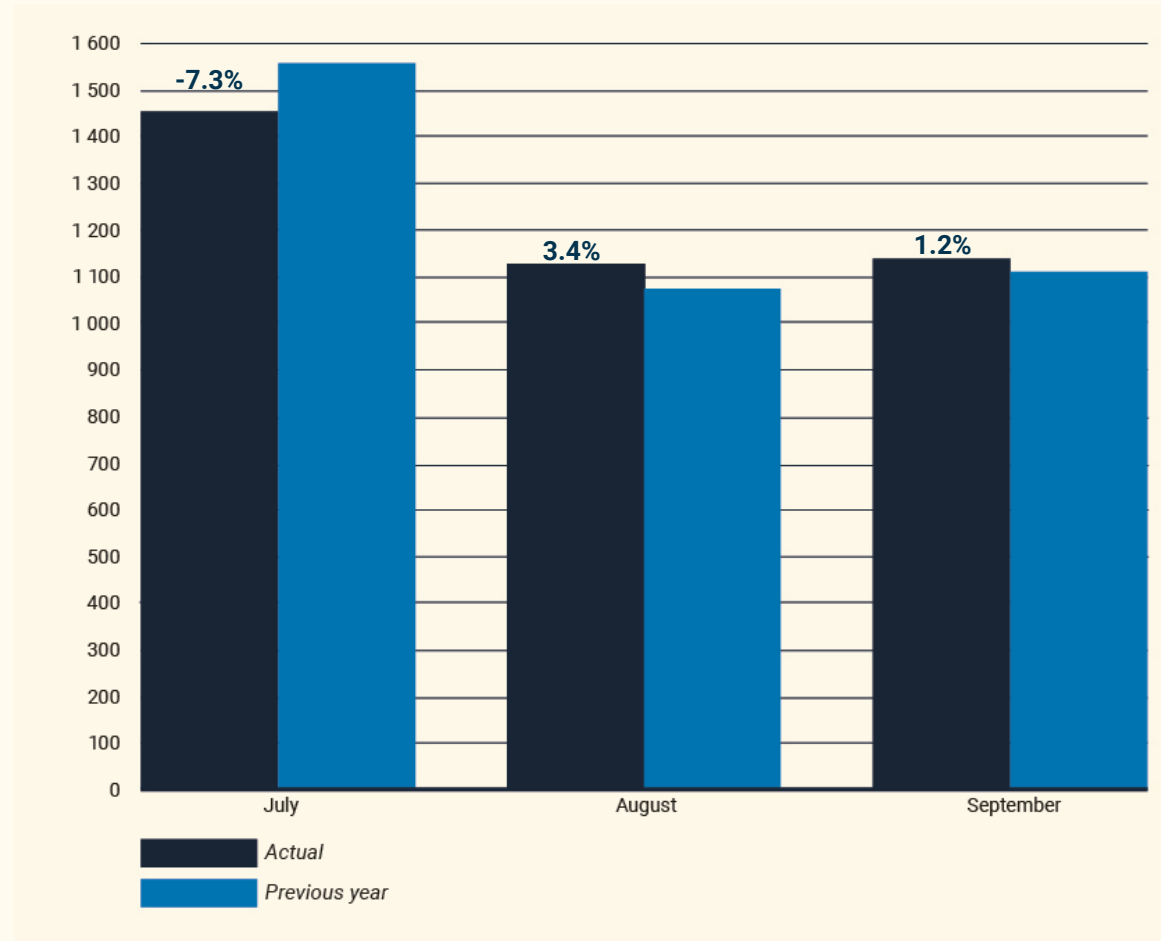
mSEK	1H 2020	Q3 2020	YTD 2020
Total drop in Sales	830	245	1 075
whereof Covid-19 and other	539	-88*	451
whereof Refrigerants	270	151	421
whereof Currency	21	182	203
Net Savings	150	80	230

* Includes increase in HVAC with 163 mSEK



Including subsidies of 50 million SEK.

Monthly organic sales in Q3



Future focus areas



Acquisitions



OEM



Supply chain



Digitalisation



CSR

Financials

Q3 2020



Q3 2020

-2.9%

Net sales decrease

-4.5%

Operating profit change

8.9%

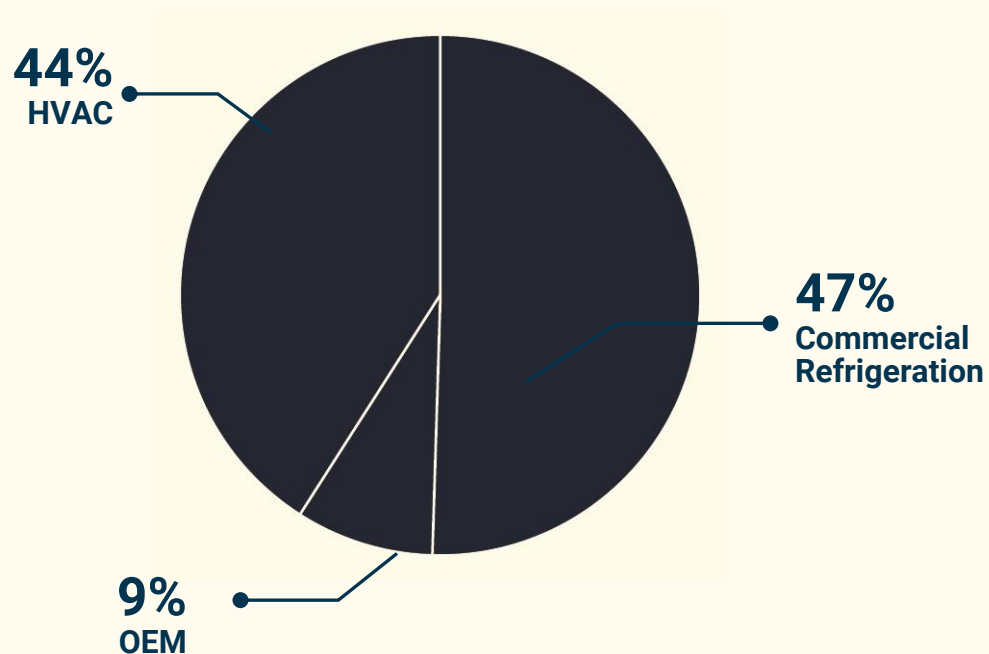
Return on Sales

38%

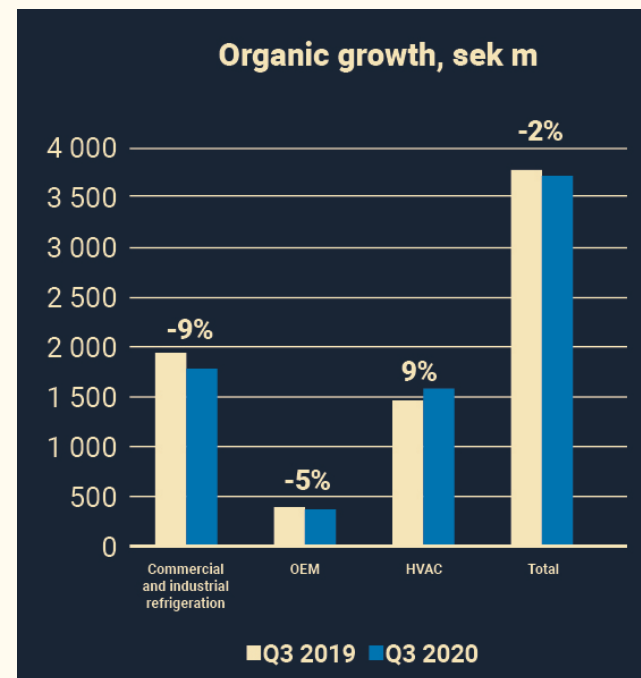
Equity ratio

Organic sales growth

Q3 Sales per product segment



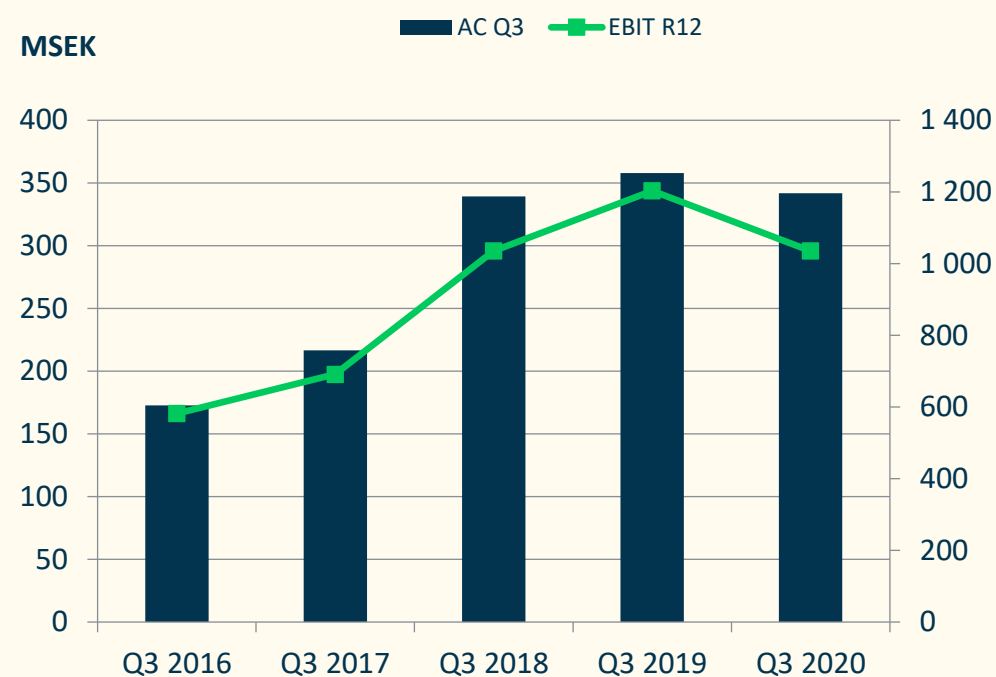
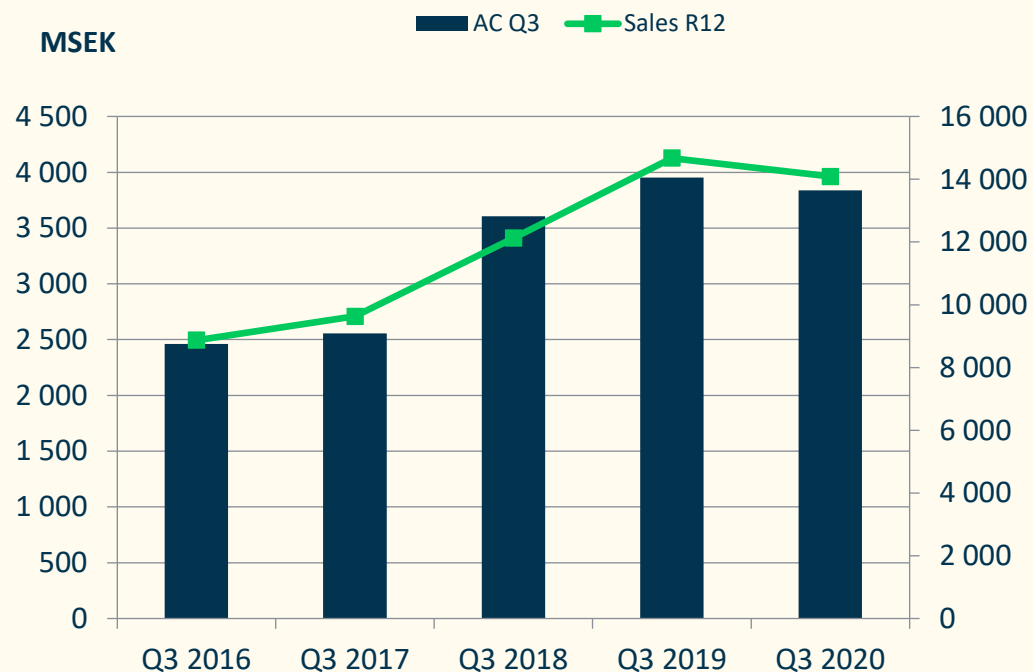
Q3 Organic sales growth






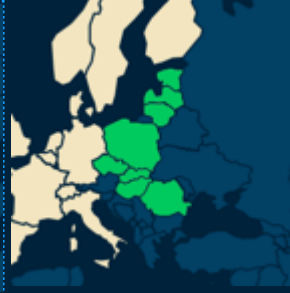


Sales, EBIT & ROS

Sales

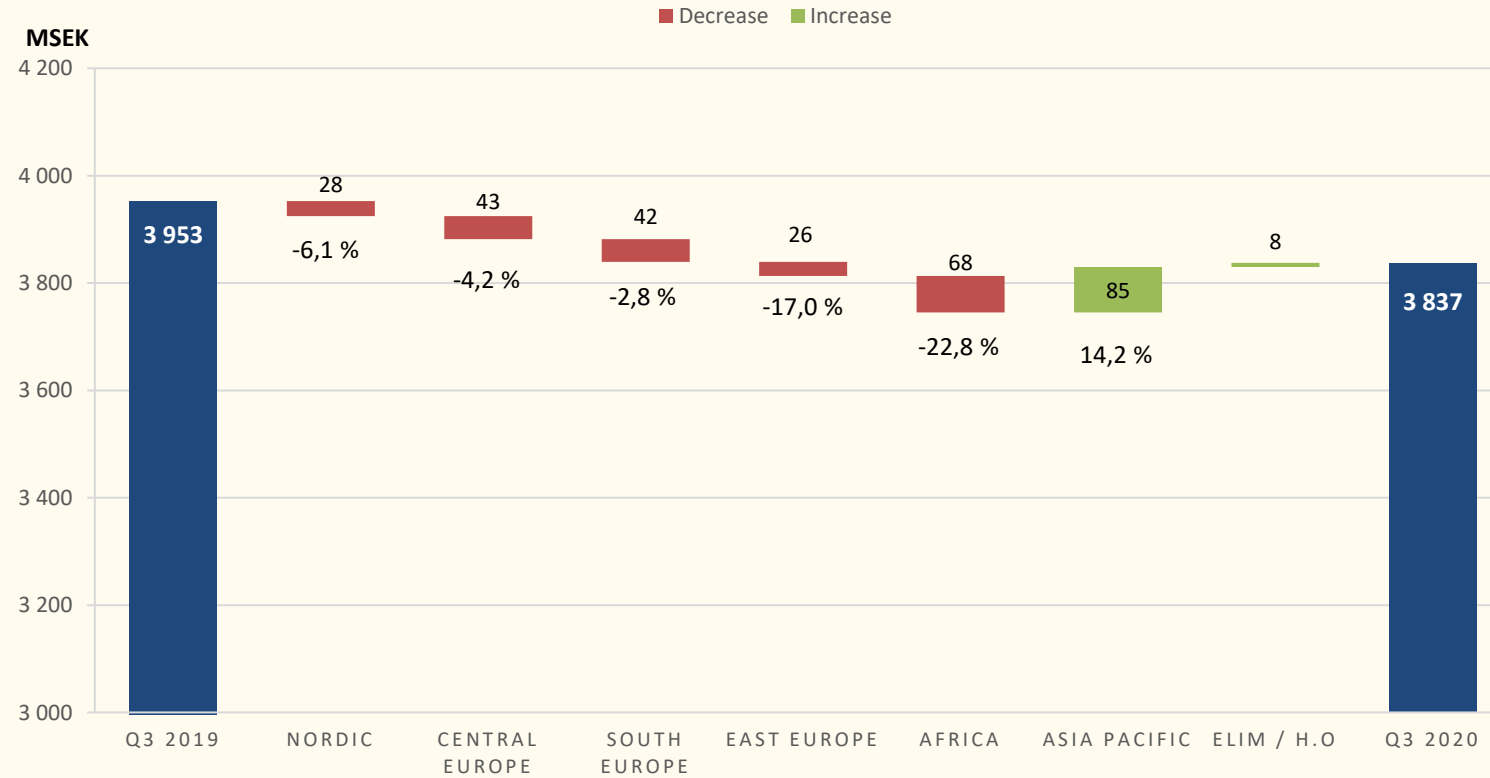
EBIT/ROS



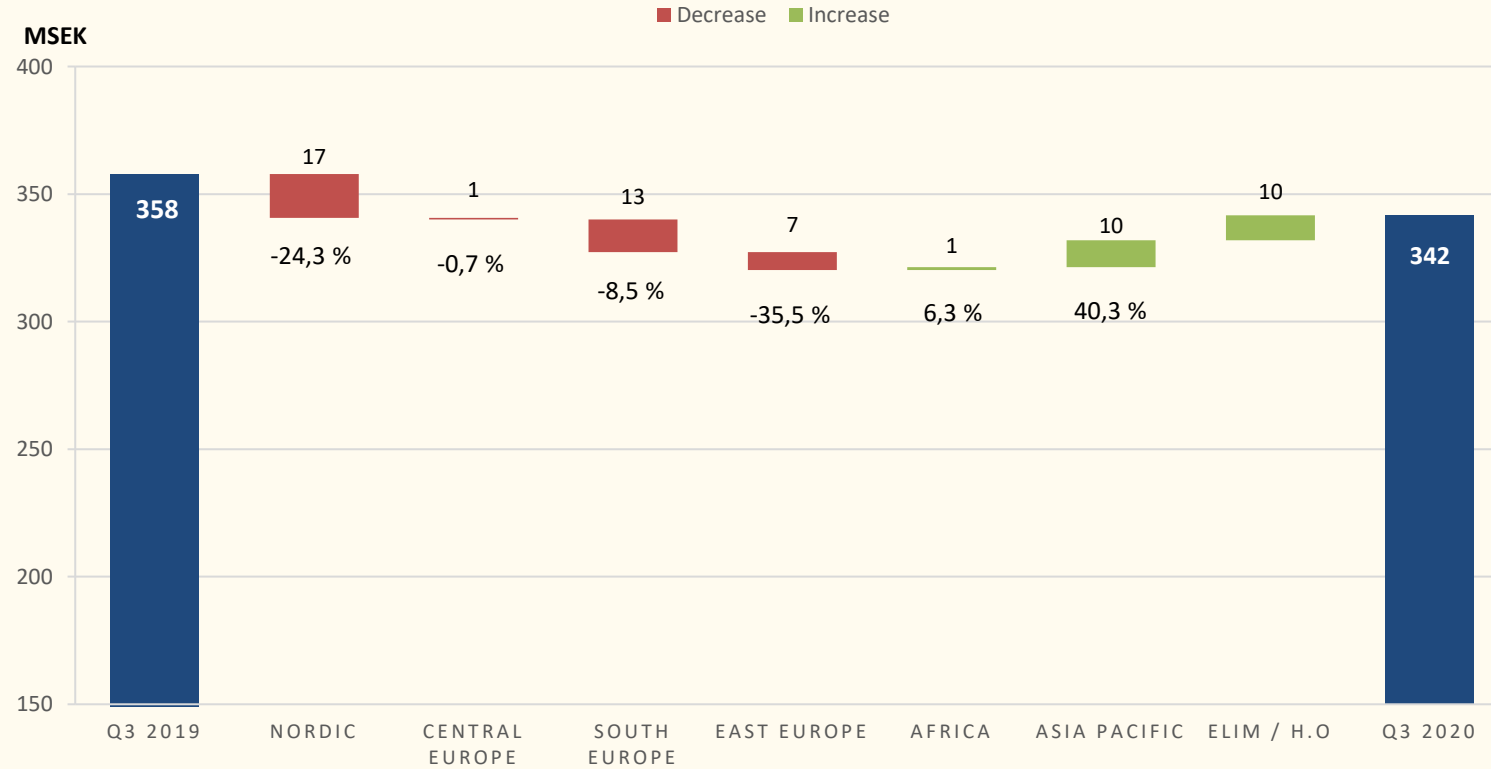
Financials per region Q3

% of Total	11%	26%	36%	3%	6%	18%
Region	Nordic	Central Europe	Southern Europe	Eastern Europe	Africa	Asia Pacific
Net Sales (msek)	428	985	1 390	124	231	679
EBIT (MSEK/ROS (%))	53 (12.5%)	96 (9.7%)	138 (9.9%)	13 (10.5%)	19 (8.4%)	37 (5.4%)
						

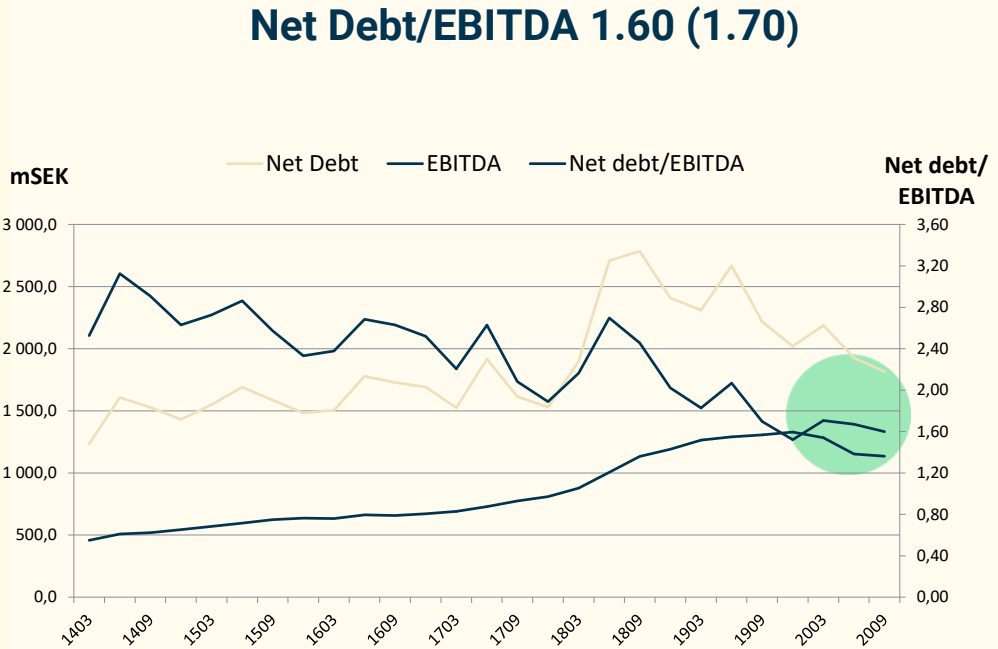
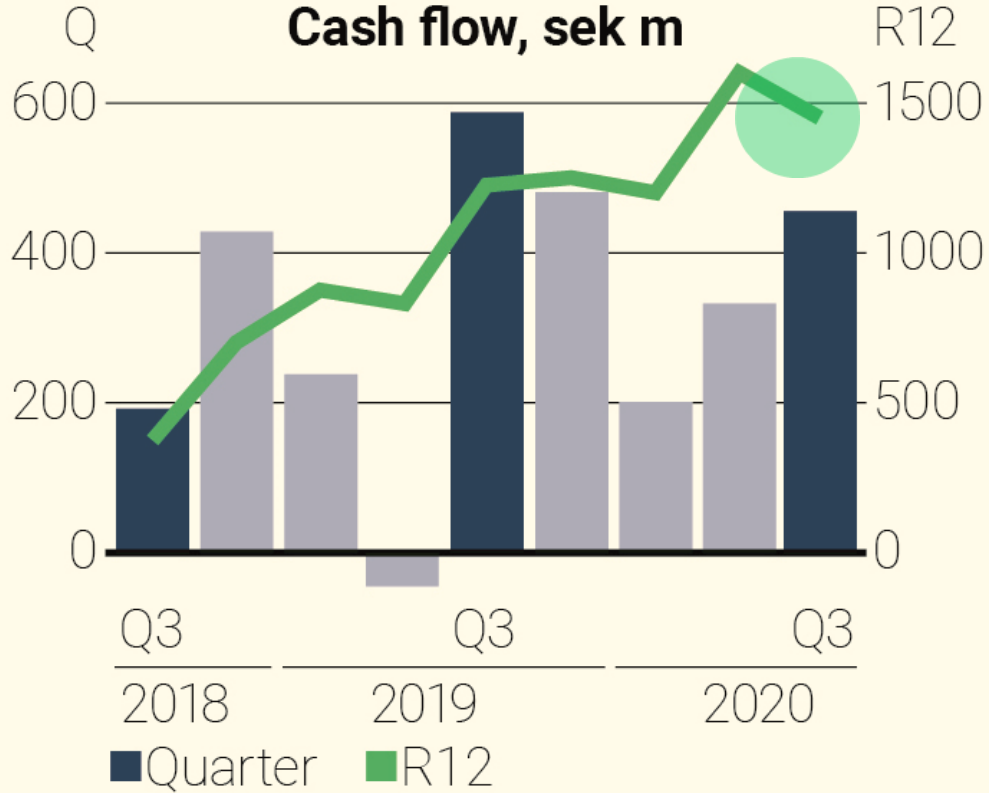
Sales bridge– Group



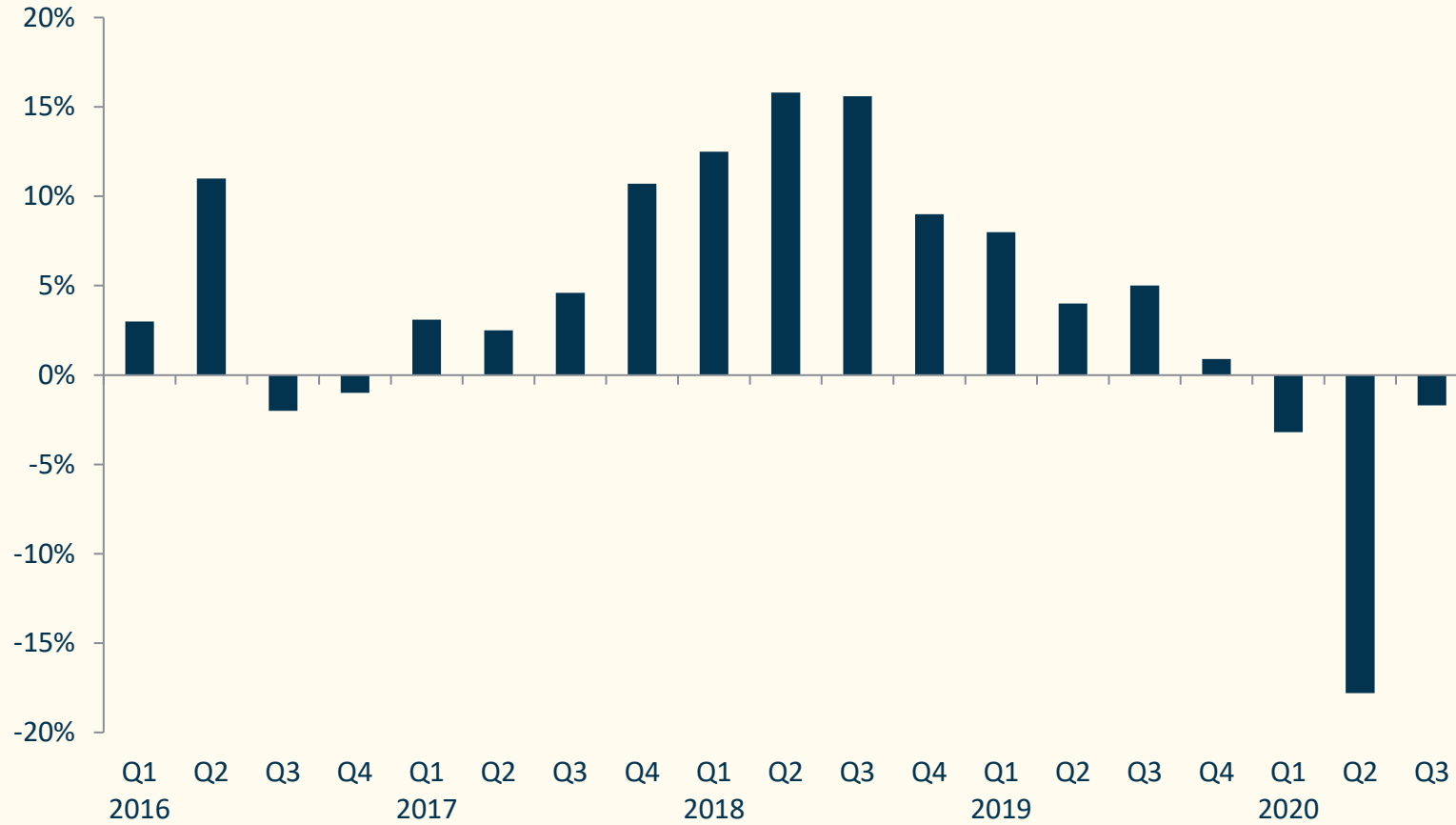
EBIT bridge – Group



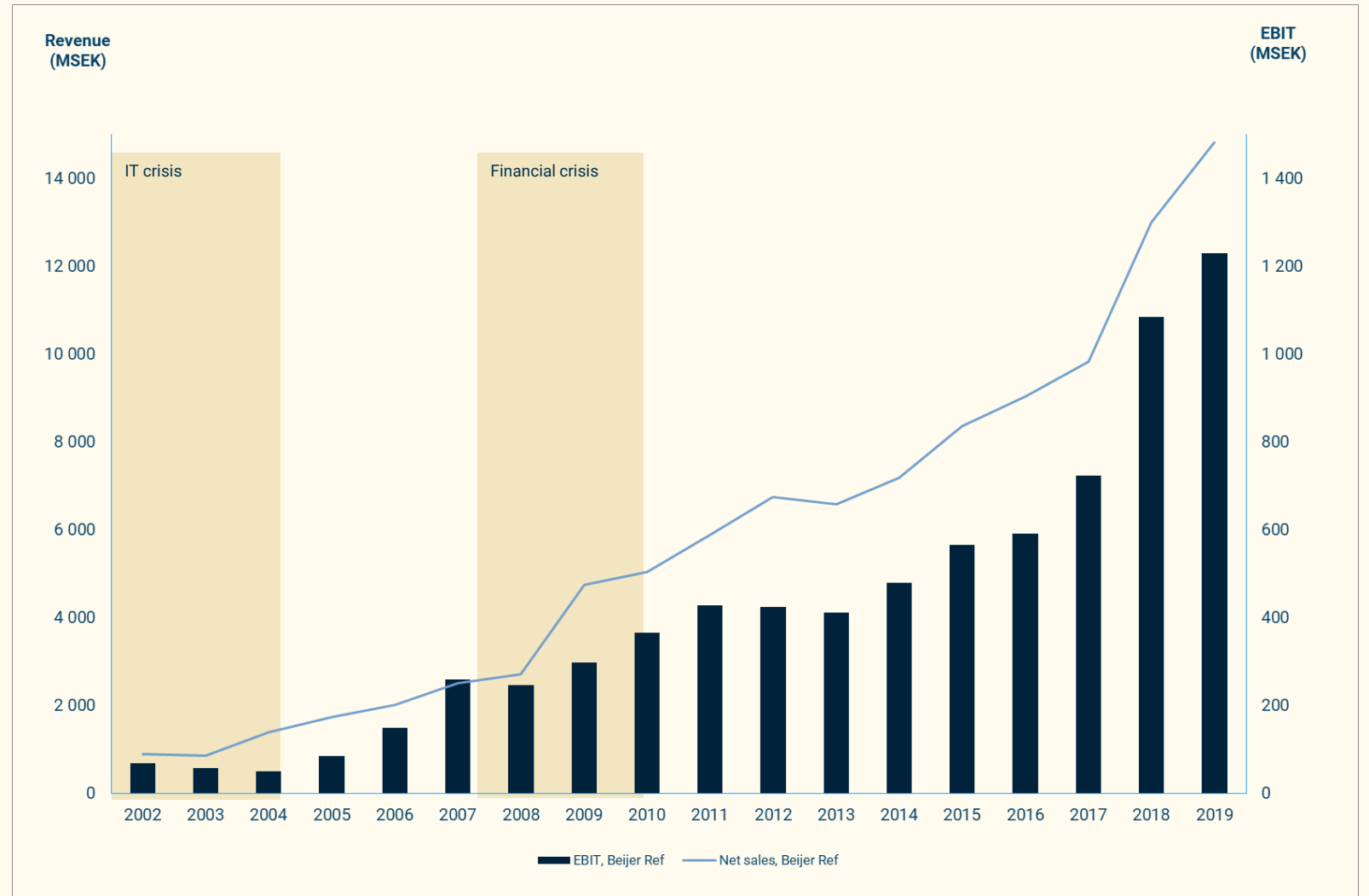
Cash flow



Organic growth



Beijer Ref will come out stonger



Q&A
