

Interim Q3-2023

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BEIJER REF AT A GLANCE

Net sales
30 341
(R12 MSEK)

Employees
5 869

Markets
45

Branches
>500

Customers
>200 000

HIGHLIGHTS Q3-2023 - GROUP

Beijer Ref AB Q3-2023

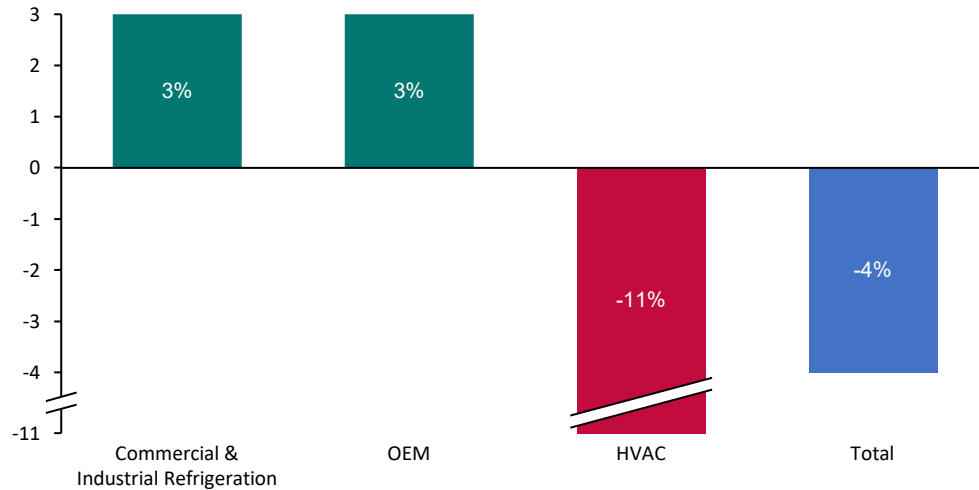
BEIJER REF

Stable quarter with strong cash flow

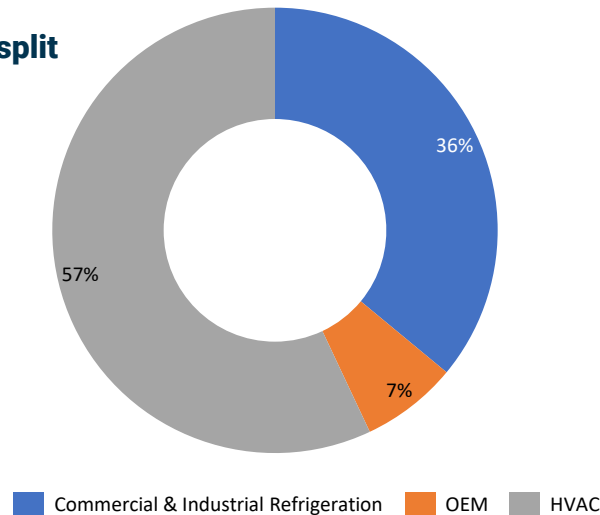
- Sales at 8 491 MSEK (5 979), an increase of 42 percent
 - Organic sales decreased by 4 percent
 - Acquisition impact of +39 percent
 - FX impact of +7 percent
- EBITA at 959 MSEK (622), corresponding to a growth of 54 percent with a margin of 11,3 percent (10,4)
- Operating cash flow at +1 084 MSEK (307) – the highest ever in a quarter driven by the inventory reduction
- The period's result amounted to 567 MSEK (430), an increase of 32 percent
- Earnings per share of 1,10 SEK (1,02), an increase by +8 percent

HIGHLIGHTS Q3-2023 – GROUP

Organic growth by product groups



Sales split



Stable quarter with strong cash flow

- Product segment HVAC had a negative organic growth in Q3 – mainly due to a very strong Q3 2022 (+26%) growth and one less working day
- OEM and Commercial & Industrial Refrigeration reported a stable development compared to a very strong Q3 2022 growth
- Good growth in all Divisions with EMEA reports a YoY growth of +8% and Division APAC reports +21%
- Good trend in Division North America with improved sales compared to Q2
- Previously communicated actions on inventory have had a positive impact on the operating cash flow – this positive trend will continue during Q4
- Entered a new and exciting market in South Korea with the acquisition of the South Korean company, DS Maref, which was closed at the end of the quarter
- The acquisition of the North American company, AMSCO Supply, to expand our existing platform in North America

HIGHLIGHTS Q3–2023 – DIVISION EMEA

MSEK	Q3 2023	Q3 2022	Change %	R12	12M 2022
Sales	5 268	4 897	8%	20 183	18 232
Exchange rate %	8,5%				
EBITA	635	588	8%	2 302	1 991
EBITA %	12,0%	12,0%		11,4%	10,9%
EBIT	619	576	7%	2 235	1 932
EBIT %	11,7%	11,8%		11,1%	10,6%

Continued good development

- Overall growth of +8% in the quarter
- OEM continues to deliver and reports a YoY growth of +25% - mainly driven by good growth related to heat pumps based on CO2
- EBITA improvement with 8% and with EBITA% of 12,0%
- The acquisition of the Bulgarian company, Condex, was closed in Q3. The company was consolidated on August 1

HIGHLIGHTS Q3–2023 – DIVISION APAC

MSEK	Q3 2023	Q3 2022	Change %	R12	12M 2022
Sales	1 314	1 090	21%	5 370	4 473
Exchange rate %	-0,5%				
EBITA	100	83	20%	456	377
EBITA %	7,6%	7,6%		8,5%	8,4%
EBIT	96	81	19%	441	367
EBIT %	7,3%	7,4%		8,2%	8,2%

Stable development

- Overall growth of +21% in the quarter
- Strong HVAC growth of 46%
- OEM was affected of a generally lower customer activity, mainly related to China
- Strong EBITA improvement with 20% and with EBITA% of 7,6%
- The acquisition of the South Korean company, DS Maref, was closed at the end of the quarter

HIGHLIGHTS Q3-2023 – DIVISION NORTH AMERICA

MSEK	Q3 2023	Q3 2022	Change %	R12	12M 2022
Sales	1 924				
EBITA	262				
EBITA %	13,6%				
EBIT	235				
EBIT %	12,2%				

Good quarter

- Sales in the quarter were in line with seasonal variations
- The months were affected differently by the weather conditions but overall, the development of the quarter was in line with expectations
- Sales in Q3 were higher than Q2 driven by higher equipment sale as the supply chain continued to improve during the quarter
- Good development in EBITA and EBITA% (13,6%)
- Integration progressing according to plan
- The acquisition of AMSCO Supply was signed and closed at the end of the quarter
- Sinclair launched end of the quarter

FINANCIALS Q3-2023

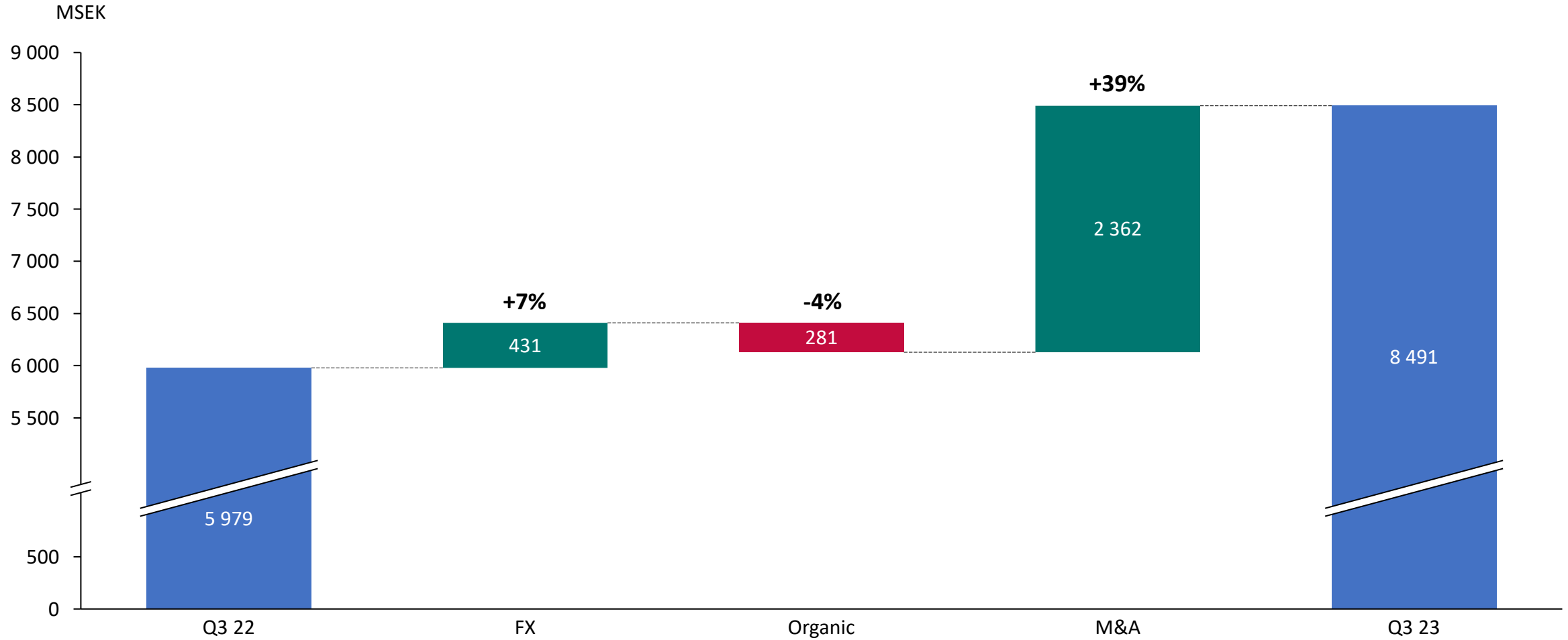
Sales growth
42%

Organic growth
-4%

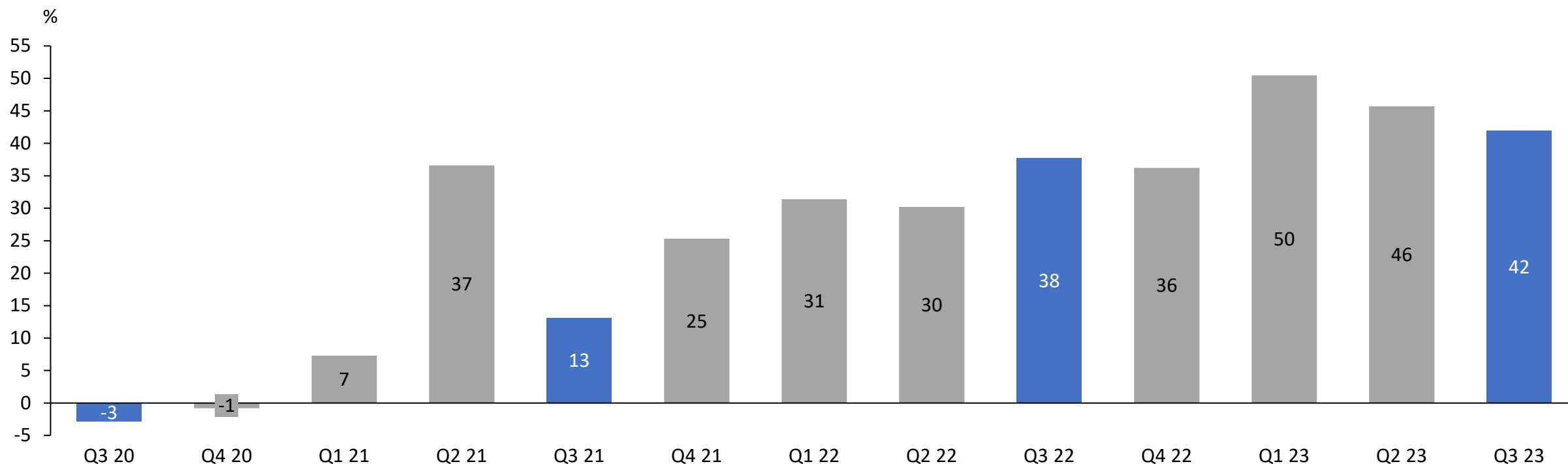
EBITA
(change in EBITA, %)
54%

EPS growth
(change in %)
8%

FINANCIALS Q3-2023 – SALES



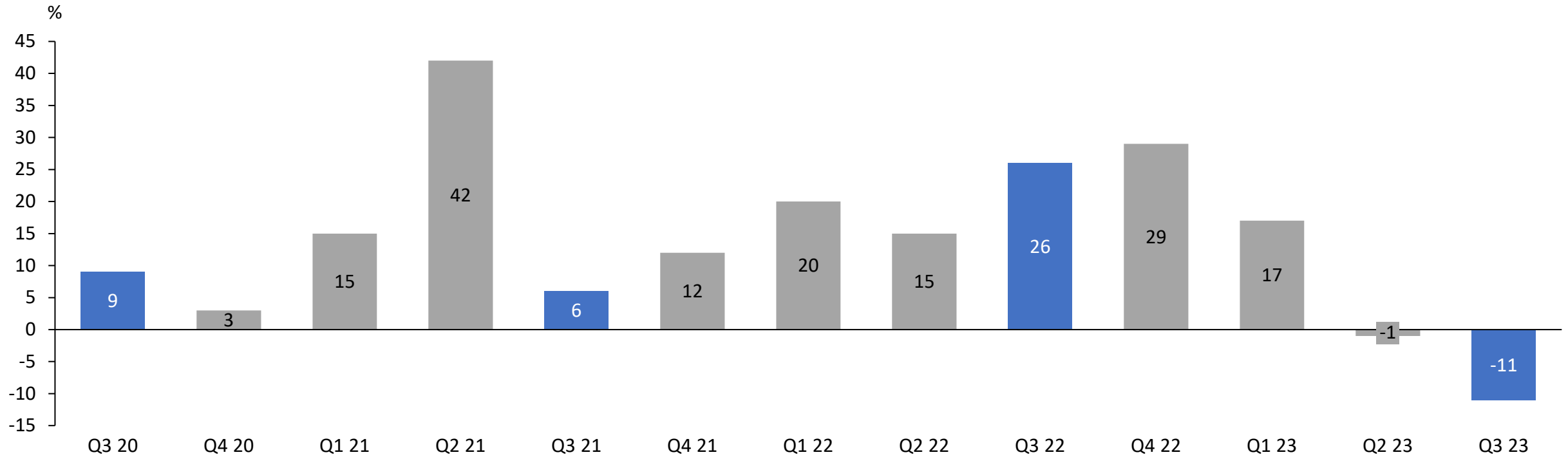
FINANCIALS Q3-2023 – SALES DEVELOPMENT, %



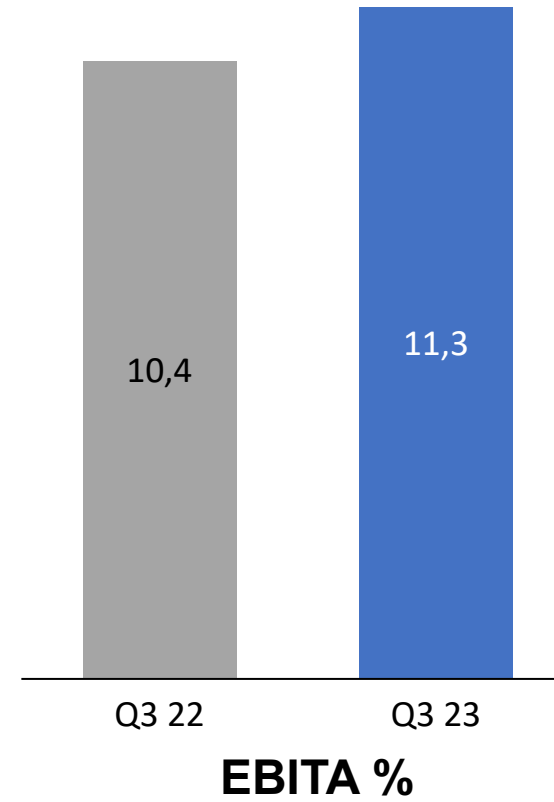
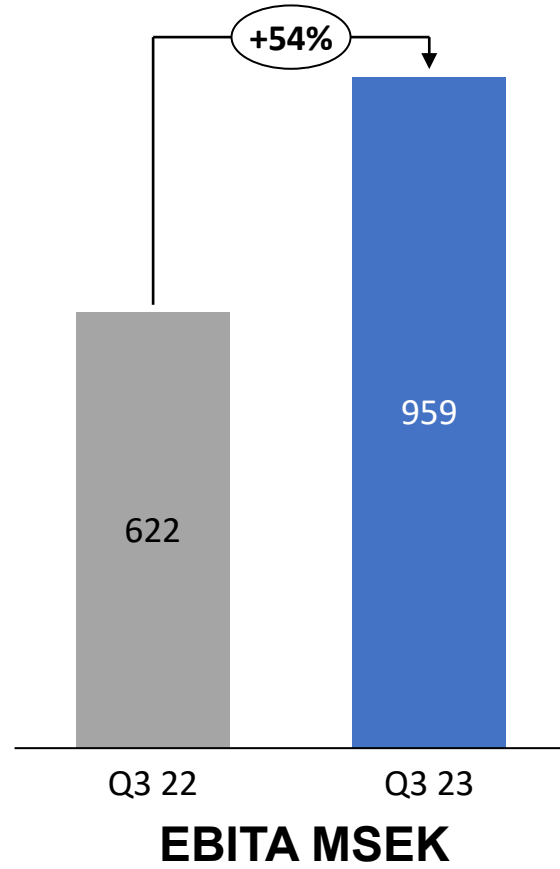
Of which organic growth

Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23
-1,7	-0,6	7,3	33,8	6,4	11,6	15,8	13,3	18,6	17,9	14,5	1,7	-4,4

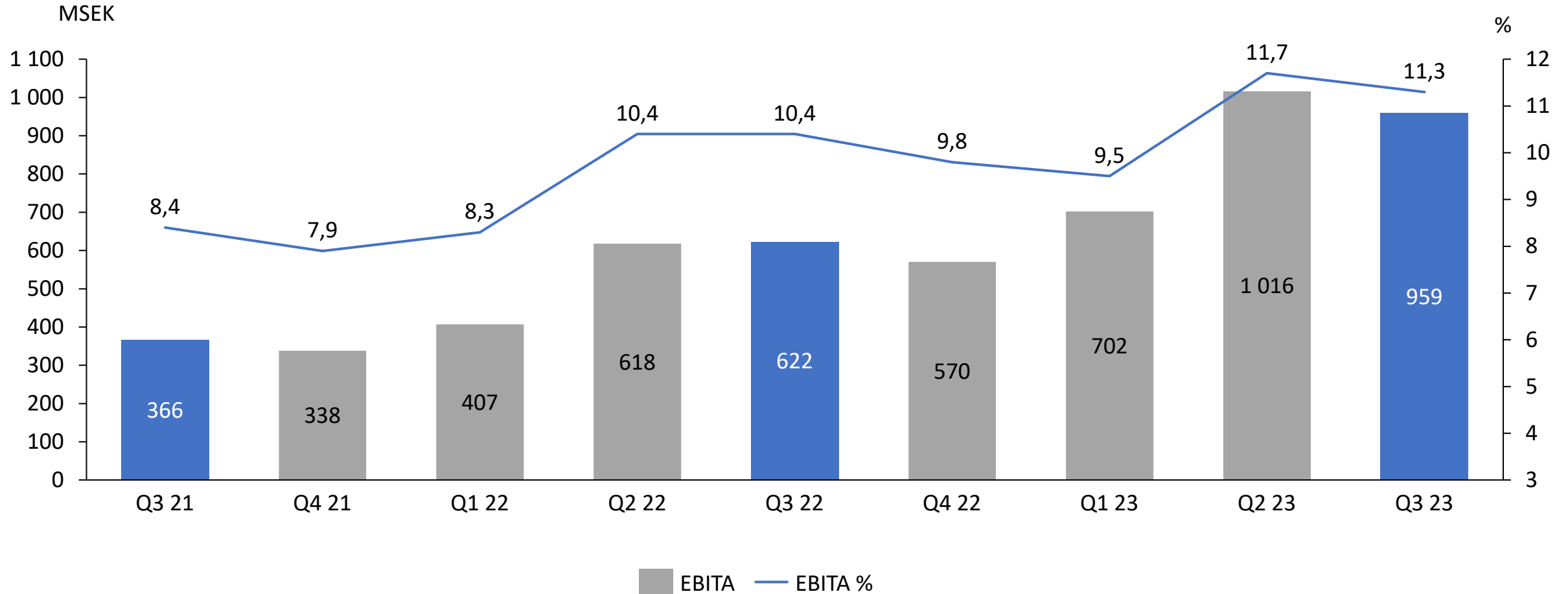
FINANCIALS Q3-2023 – HVAC Organic SALES DEVELOPMENT, %



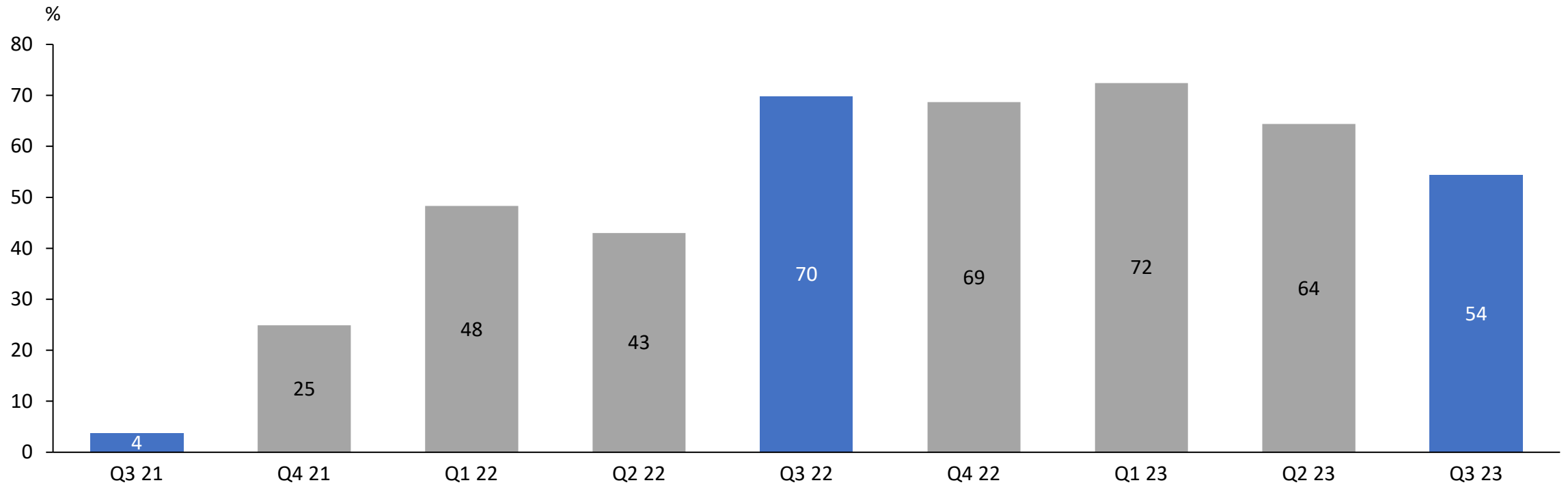
FINANCIALS Q3-2023 – EBITA



FINANCIALS Q3-2023 – EBITA* DEVELOPMENT



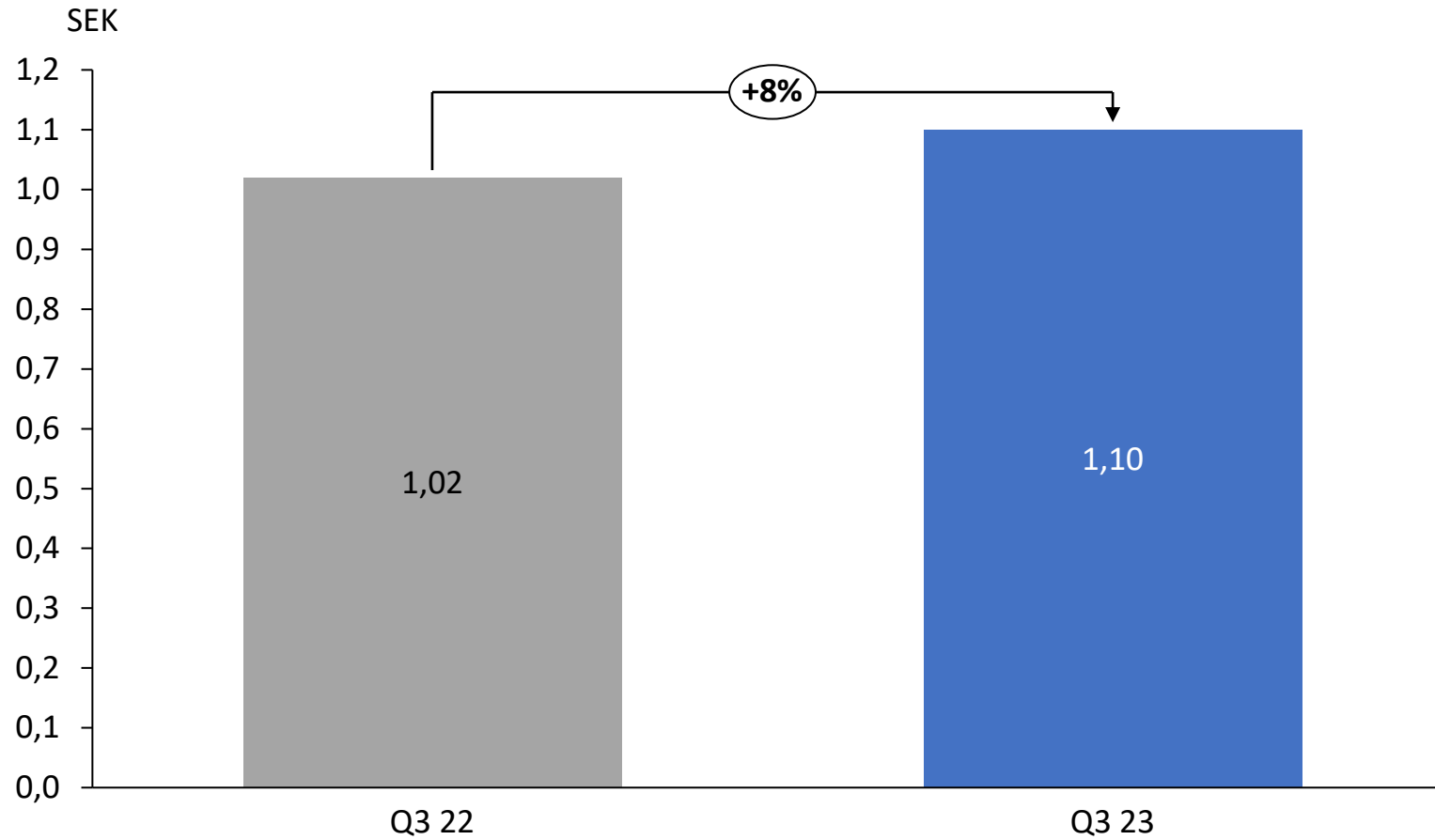
FINANCIALS Q3-2023 – EBITA* DEVELOPMENT, %



FINANCIALS Q3-2023 – P&L

MSEK	Q3 2023	Q3 2022	Change %	R12	12M 2022
Sales	8 491	5 979	42%	30 341	22 638
Organic change %	-4,4%				
Change through acquisitions %	39,5%				
Exchange rate %	6,9%				
Change total %	42,0%				
EBITA excl. items affecting comparability	959	622	54%	3 247	2 217
EBITA %	11,3%	10,4%		10,7%	9,8%
EBIT excl. items affecting comparability	912	607	50%	3 091	2 145
Items affecting comparability	0	0		-245	-245
EBIT	912	607		2 846	1 900
Heritage financing costs	0	0		-138	0
Normal Net financial	-158	-40		-381	-179
Net financial income/expense	-158	-40		-518	-179
Profit before tax	753	567		2 327	1 721
Tax	-186	-137		-543	-456
Net profit	567	430	32%	1 784	1 266
Net profit per share after full dilution, SEK					
Excluding Items affecting comparability	1,10	1,02	8%	4,51	3,54
Including Items affecting comparability	1,10	1,02	8%	3,80	3,00

FINANCIALS Q3-2023 – EARNINGS PER SHARE



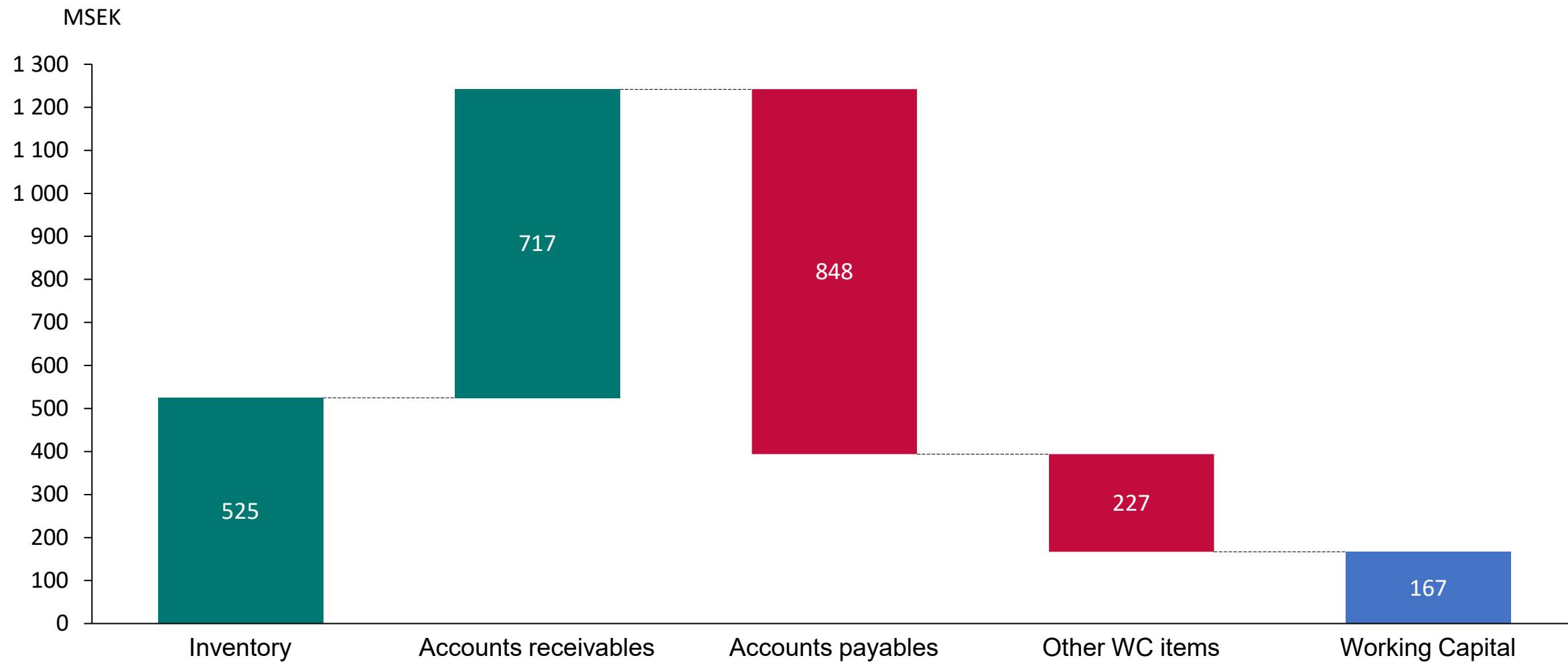
FINANCIALS Q3-2023 – OPERATING CASH FLOW



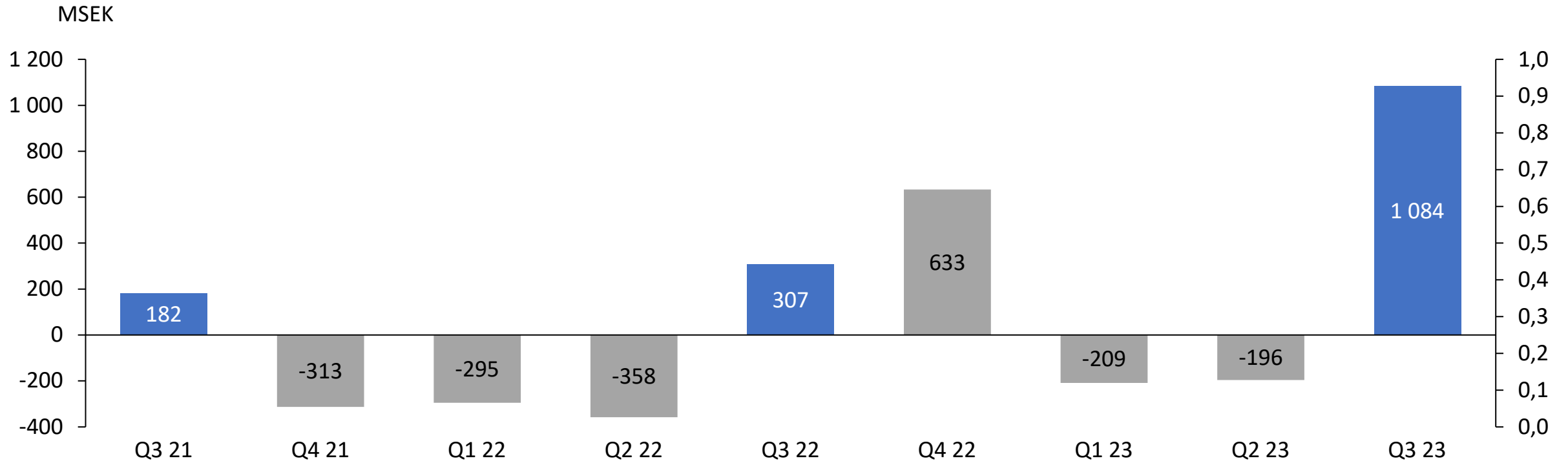
FINANCIALS Q3-2023 – OPERATING CASH FLOW



FINANCIALS Q3-2023 – Working Capital specification



FINANCIALS Q3-2023 – OPERATING CASH FLOW

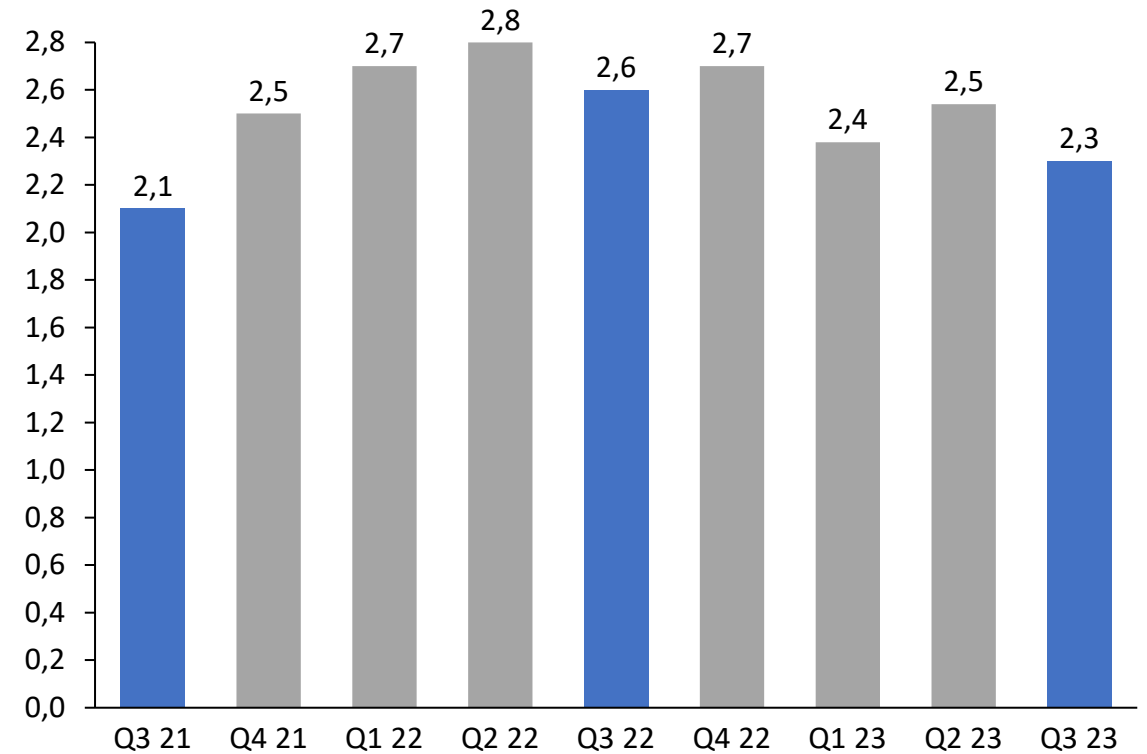


FINANCIALS Q3-2023 – NET DEBT

Net debt

MSEK	Q3 23	Q3 22
L12M EBITDA excl. Items affecting comparability	3 895	2 461
Net debt	8 941	6 413
Of which		
Pension debt	115	169
Leasing liabilities, according to IFRS 16	2 312	1 492
Net debt excluding pension and leasing liabilities	6 514	4 752
Net debt / EBITDA*	2,30	2,61
Net debt / EBITDA excl. Leasing & Pension*	1,94	2,31

Net debt / EBITDA*



Summary

Q3 – stable quarter with good profitability and strong cash flow

- Total sales growth of 42% driven by acquisitions growth of 39%
- EBITA growth of 54% and improved margin from 10,4% to 11,3%
- Operating cash flow at +1 084 MSEK – the highest ever in a quarter driven by the inventory reduction
- Good development in NA as supply chain in equipment improves towards the end of the quarter
- First add on acquisition in the US – Amsco supply
- Entered a new market - South Korea – interesting growth potential going forward

SOLID FOUNDATION FOR CONTINUED LONG-TERM GROWTH

- Continued good long-term tailwinds supporting our business – Sustainability, Electrification and Regulation
 - Updates on F-gas regulation in EU – acceleration in the phase out
 - US updates on transition to natural refrigerants in HVAC for 2025
- The US platform continues to develop well, and trends and activity supports our long-term growth conclusions
 - Sinclair products launched towards end of the quarter and good traction in the refrigeration segment
- Continued strong comps for the next 2 quarters especially in the HVAC segment related to the energy situation in Europe
- Strong cash flow generations to continue in Q4 as we reduce our inventory levels
- Continued strong acquisition pipeline

Q&A

Thank you