

Interim Q2 2024

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Beijer Ref in brief

Net sales
33 479
(LTM MSEK)

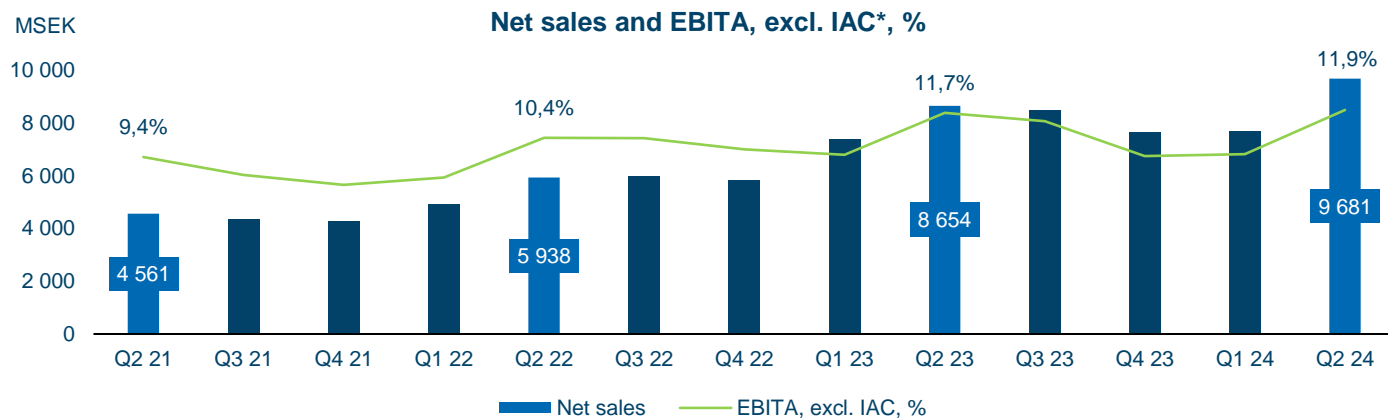
Employees
6 418

Markets
45

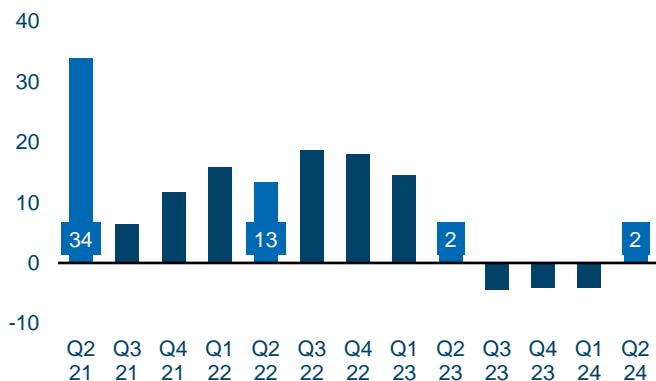
Branches
500+

Customers
200 000+

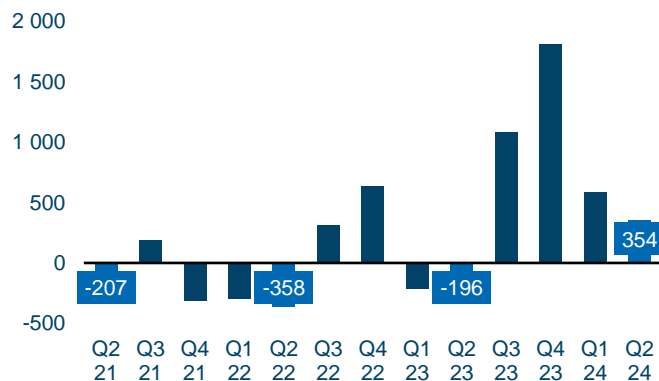
Highlights Q2 2024 – Group



Organic growth, %



Operating cash flow, MSEK

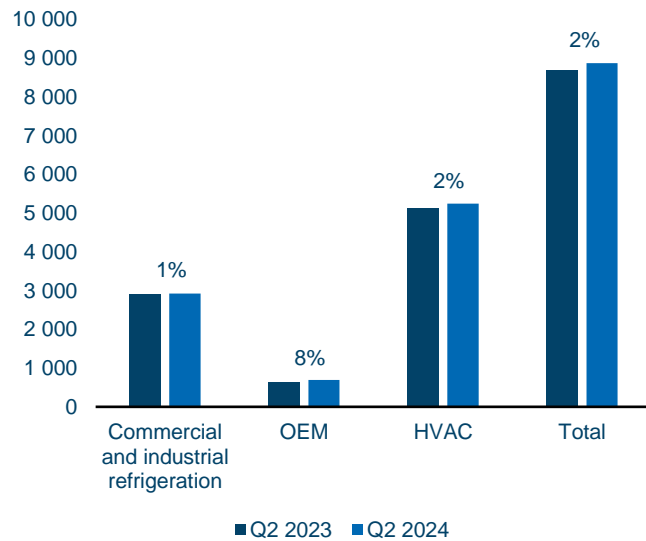


Record quarter with positive organic growth and strong profitability

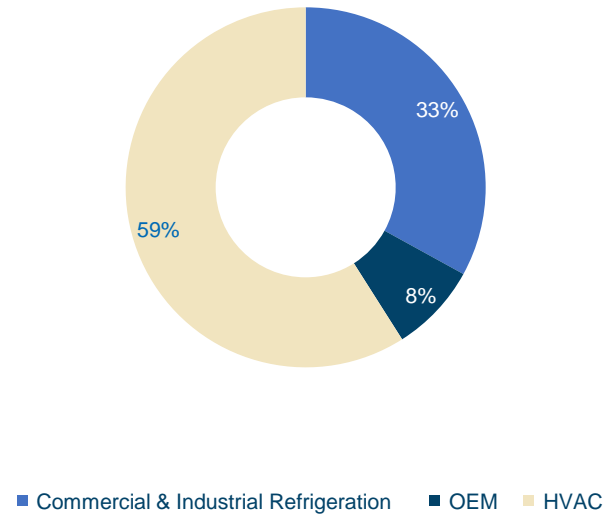
- **Sales** at 9 681 MSEK (8 654), an increase of 12%
 - Organic sales increased by 2%
 - Acquisition impact of +9%
 - FX impact of +1%
- **EBITA** at 1 148 MSEK (1 016), corresponding to a growth of 13% with a margin of 11,9% (11,7)
- **Operating cash flow** at 354 MSEK (-196), despite the negative seasonal effect, – driven by limited build-up of inventory according to plan, adapted for seasonal variations
- **Earnings per share** of 1,42 SEK (1,39), an increase of 2%
- **The acquisition of Young Supply**, North America, was added to the group during the quarter. Annual sales of ~SEK 1.4 billion – important complement to our existing platform in the USA – especially within commercial refrigeration
- **The acquisition of Cool4U**, a leading HVAC distributor in Hungary with annual sales of ~SEK 500 million, was announced during the quarter. The transaction requires approval by the competition authority in Hungary as a condition of completion

Highlights Q2 2024 – Group

MSEK **Organic sales per product segment**



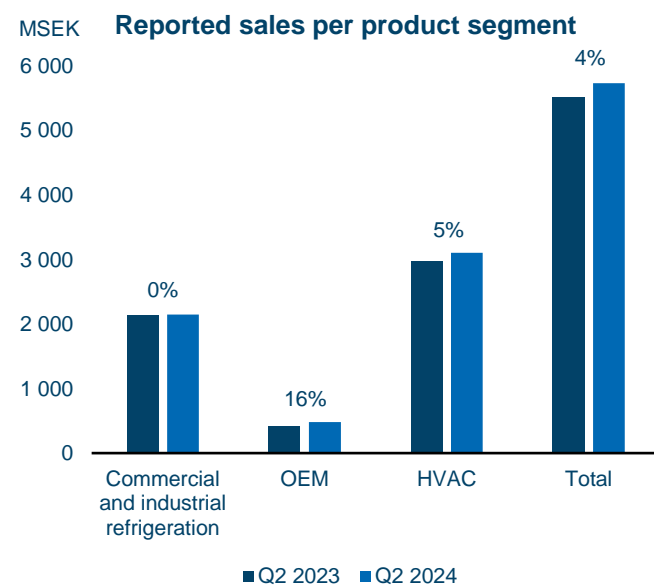
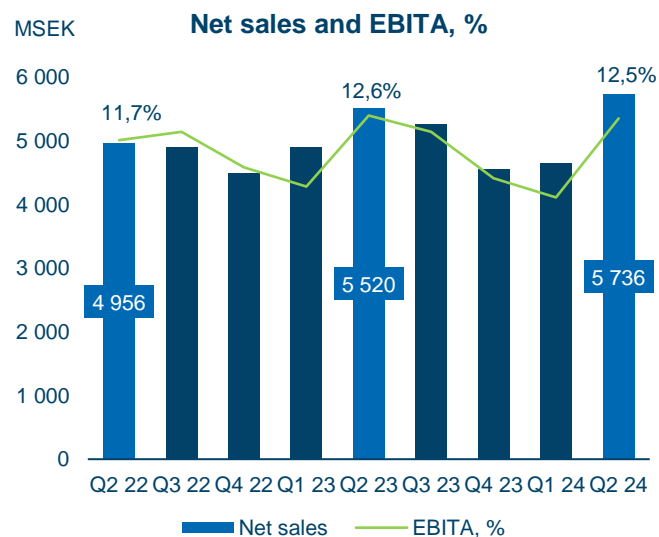
Sales split



- **Positive organic growth across all product segments**
- **OEM segment**, continued strong growth
 - EMEA growth of 16%
 - Breakthrough orders in both SCM Frigo and Fenagy
- **Product segment HVAC** returned to organic growth
- **Commercial & Industrial Refrigeration** stable
- **The market** remained stable in EMEA and APAC, while North America noted a higher activity level during the quarter
- **Our own brands, Sinclair, Inventor and Freddox**, recorded double-digit growth

Highlights Q2 2024 – Division EMEA

MSEK	Q2 24	Q2 23	Change, %	6M 24	6M 23
Net sales	5 736	5 520	4	10 385	10 423
Of which currency effect, %	0,7				
EBITA	718	698	3	1 166	1 188
EBITA margin, %	12,5	12,6		11,2	11,4

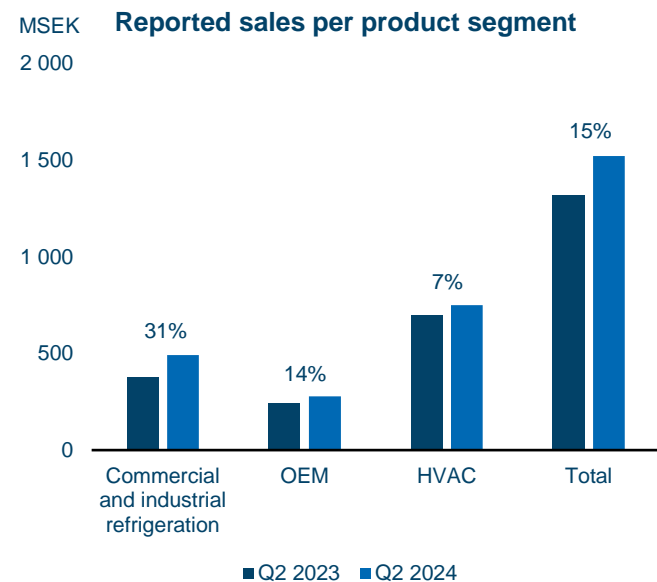
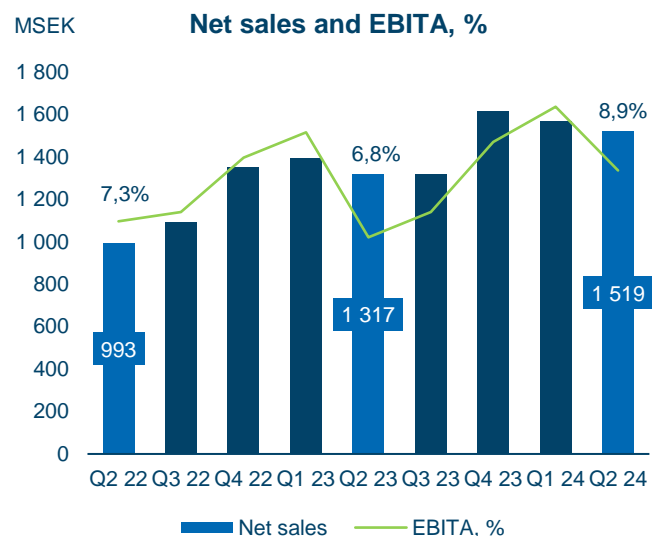


Continued good growth in the OEM segment & positive turnaround in the HVAC segment

- Division **EMEA** reported YoY growth of 4% – the largest increase was noted in the **OEM segment** which grew by 16%
- The **HVAC segment** reported a growth of 5%, after three quarters of negative growth, despite a somewhat milder climate in central and southern Europe during May and June
- **Commercial & Industrial Refrigeration** was in line with LY
- **Our own brands, Sinclair, Inventor and Freddox**, reported a double-digit growth
- **SCM Frigo** secured its first order in the USA for a logistics centre at a pharmaceutical company
- **Fenagy** received its two largest individual orders for industrial heat pumps
 - Combined industrial heat pump and chiller that will be used in a data centre

Highlights Q2 2024 – Division APAC

MSEK	Q2 24	Q2 23	Change, %	6M 24	6M 23
Net sales	1 519	1 317	15	3 085	2 706
Of which currency effect, %	-0,4				
EBITA	135	89	51	307	230
EBITA margin, %	8,9	6,8		9,9	8,5



Continued good development

- **Sales** in the quarter increased by 15% – driven by acquisitions and a growing demand for commercial refrigeration
- **Good growth across all product segments**
- **The improved EBITA margin** is driven by continued focus on own brands, greater demand for comprehensive HVAC solutions and the implementation of new initiatives in pricing
- **Overall, a positive trend in demand in APAC**, but the market for larger projects has remained weak during the quarter
 - Positive that many of the larger projects that receive funding are focused on energy-efficient solutions and natural refrigerants
 - Beneficial for us, since we offers a strong, comprehensive range in this segment
- **We hold a strong position** in the countries of the Southern Hemisphere, which entered the winter season during the quarter

Highlights Q2 2024 – Division North America

MSEK	Q2 24	Q2 23	Change, %	6M 24	6M 23
Net sales	2 447	1 827	34	3 933	2 944
Of which currency effect, %	1,2				
EBITA	355	274	30	505	395
EBITA margin, %	14,5	15,0		12,8	13,4

BEIJER REF

Press release

Beijer Ref acquires Young Supply in North America with a strong position in commercial refrigeration

Beijer Ref has signed an agreement to acquire Young Supply, a North American distributor of commercial refrigeration and HVAC with headquarters in Detroit, Michigan. The company serves contractors in the Midwest United States, including Michigan and Ohio – territories adjacent to Beijer Ref's current holdings in the United States. Young Supply has annual sales of approximately SEK 1.4 billion with 18 branches.

Young Supply is a family-owned company that was founded in 1935. With over 85 years of experience, Young Supply provides an experienced and professional team dedicated to offering solutions in commercial refrigeration and HVAC, primarily focusing on the aftermarket for both residential and commercial projects. The company has strong alignment with Beijer Ref's key suppliers in the U.S. region.

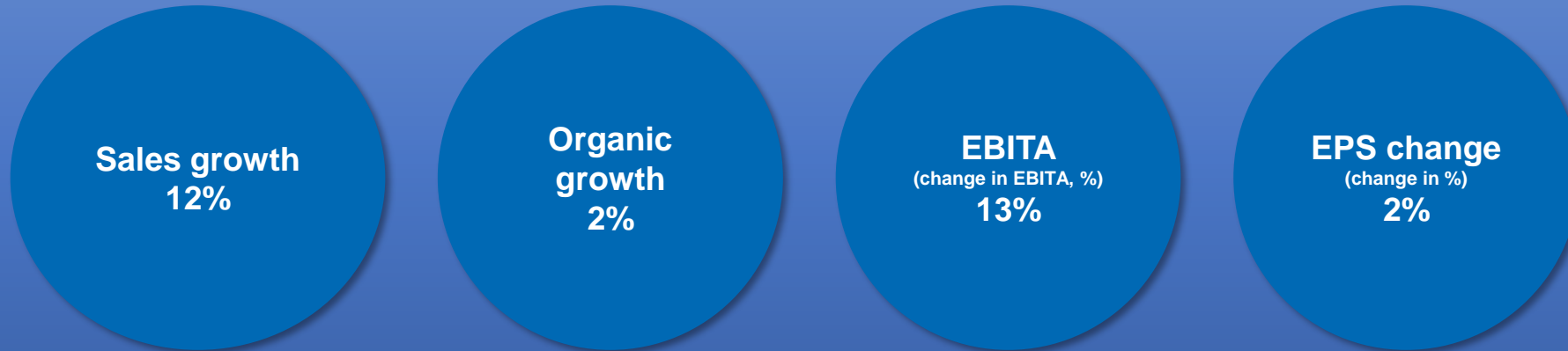
Young Supply will continue to operate under its existing brand, both in distribution and marketing. The existing management will roll-over investment into Beijer Ref's U.S. platform and continue to run the business. The acquisition is expected to have a minor positive impact on the group's result. Young Supply employs approximately 200 people.

Christopher Norbye, CEO Beijer Ref, comments:

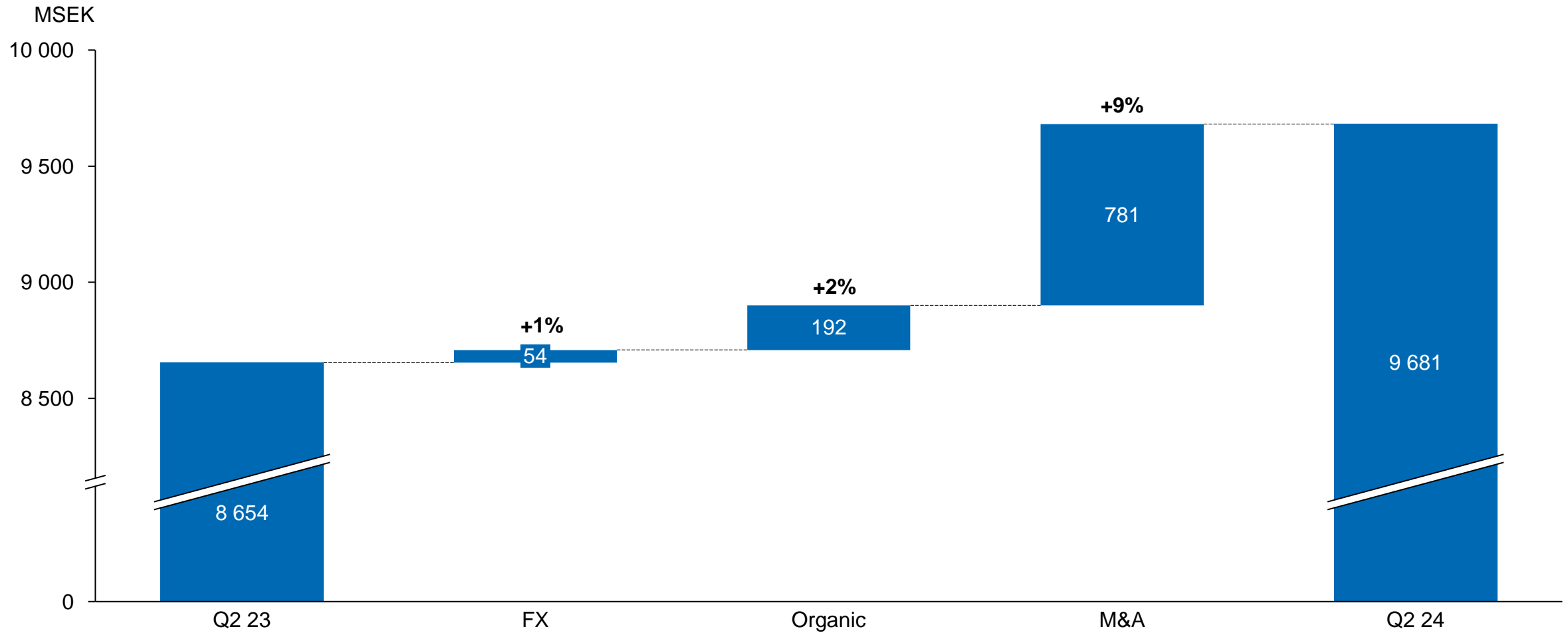
"We are pleased to welcome Young Supply to the Beijer Ref group. The company offers comprehensive expertise and knowledge, primarily in commercial refrigeration, which will be an important addition to Beijer Ref's existing platform in the United States. With our collective industry knowledge, new opportunities arise to create meaningful synergies that support the long-term goals of the business. The acquisition aligns with our overall acquisition strategy and we look forward to continuing to drive growth and develop the company together with the existing owners."

Good and eventful quarter

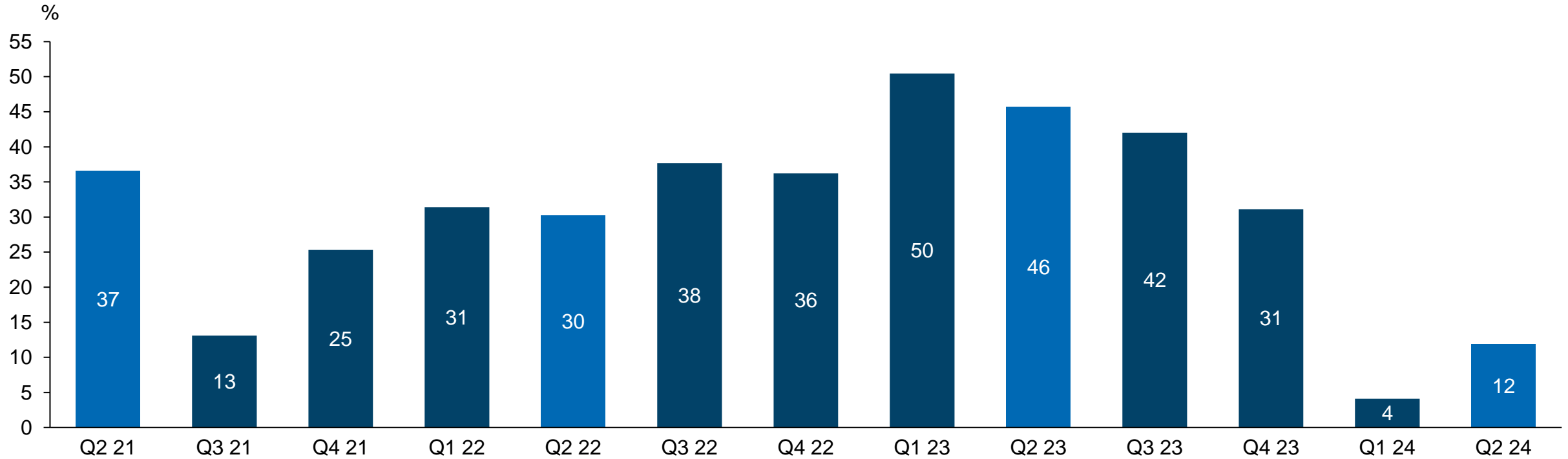
- **Sales growth** in the quarter of 34%, **primarily driven by acquisitions**. Favourable weather conditions at the end of the quarter and strategic sales initiatives also contributed to the sales growth
- Given the operating margins of the newly acquired companies, **the underlying development of the EBITA margin was good**
- **During the quarter, significant progress was made within:**
 - Strategic initiatives to expand our own brands
 - Establish new branches
 - Identify value-creating acquisitions
- **Our North America platform will continue to develop**
 - Opening two new branches in Q3
 - Completing the integration of our acquired companies
 - Expand our presence in commercial refrigeration
 - Scale up the newly launched e-commerce platform throughout the entire business
 - Strong acquisition pipeline going forward
 - We will actively drive the industry's transition to more sustainable refrigerants



Financials Q2 2024 – Sales



Financials Q2 2024 – Sales development, %

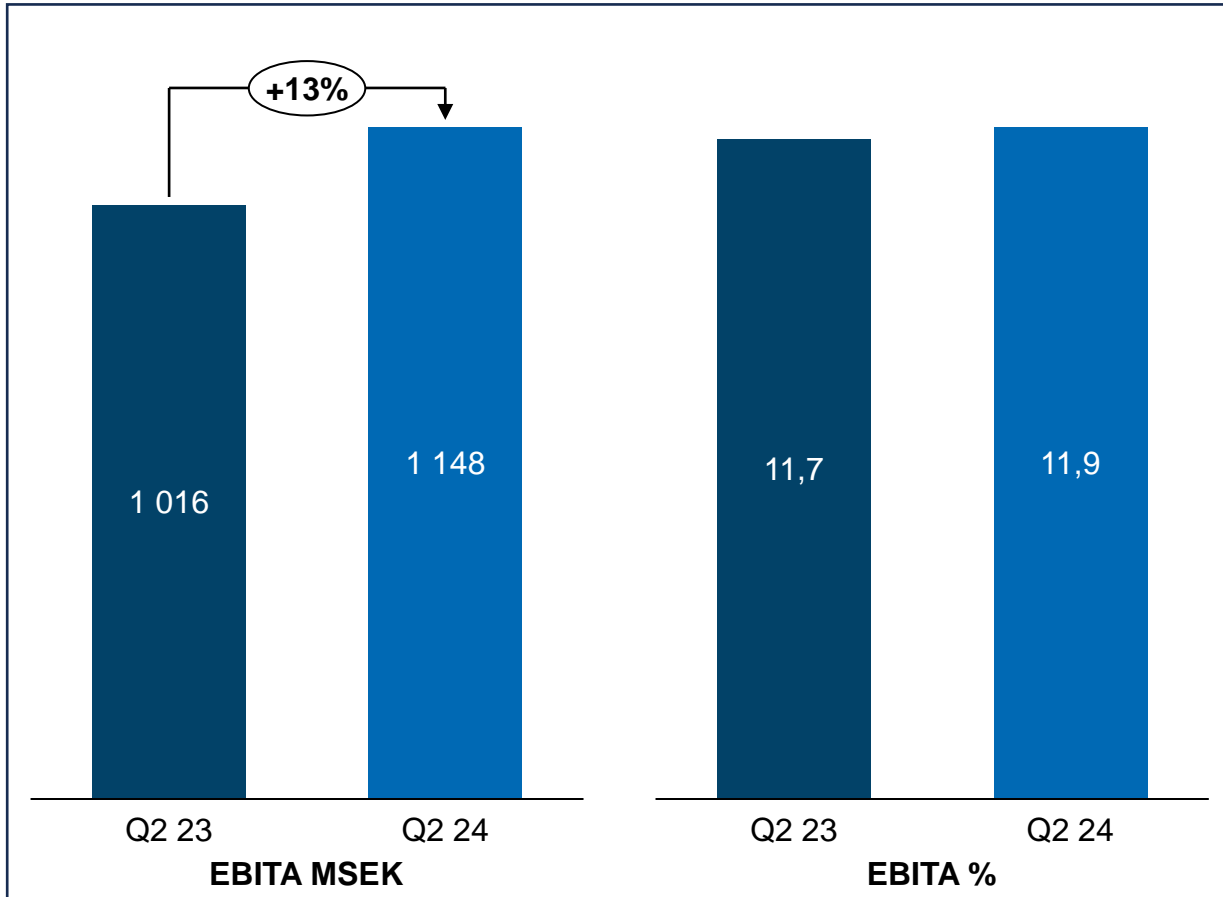


Of which organic growth

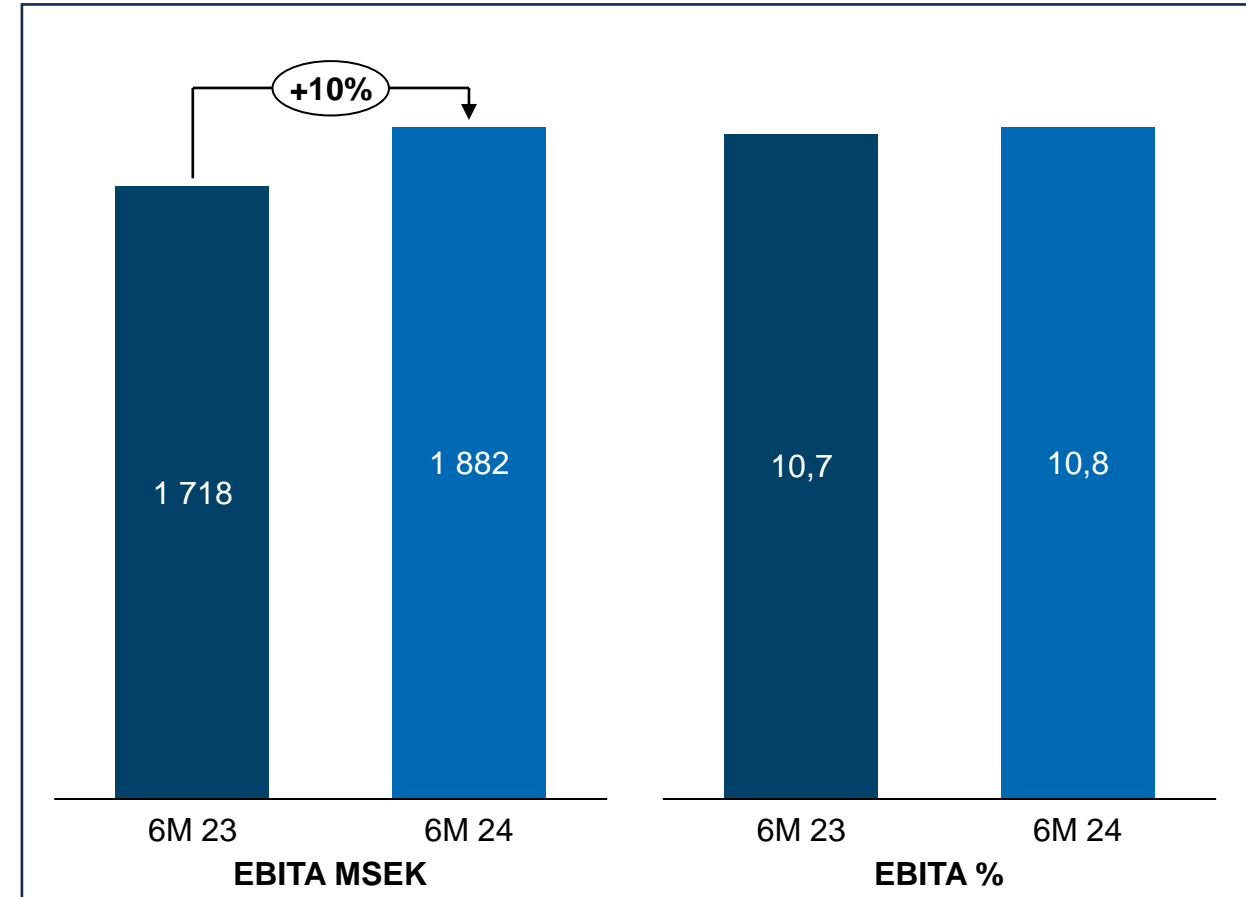


Financials Q2 2024 – EBITA

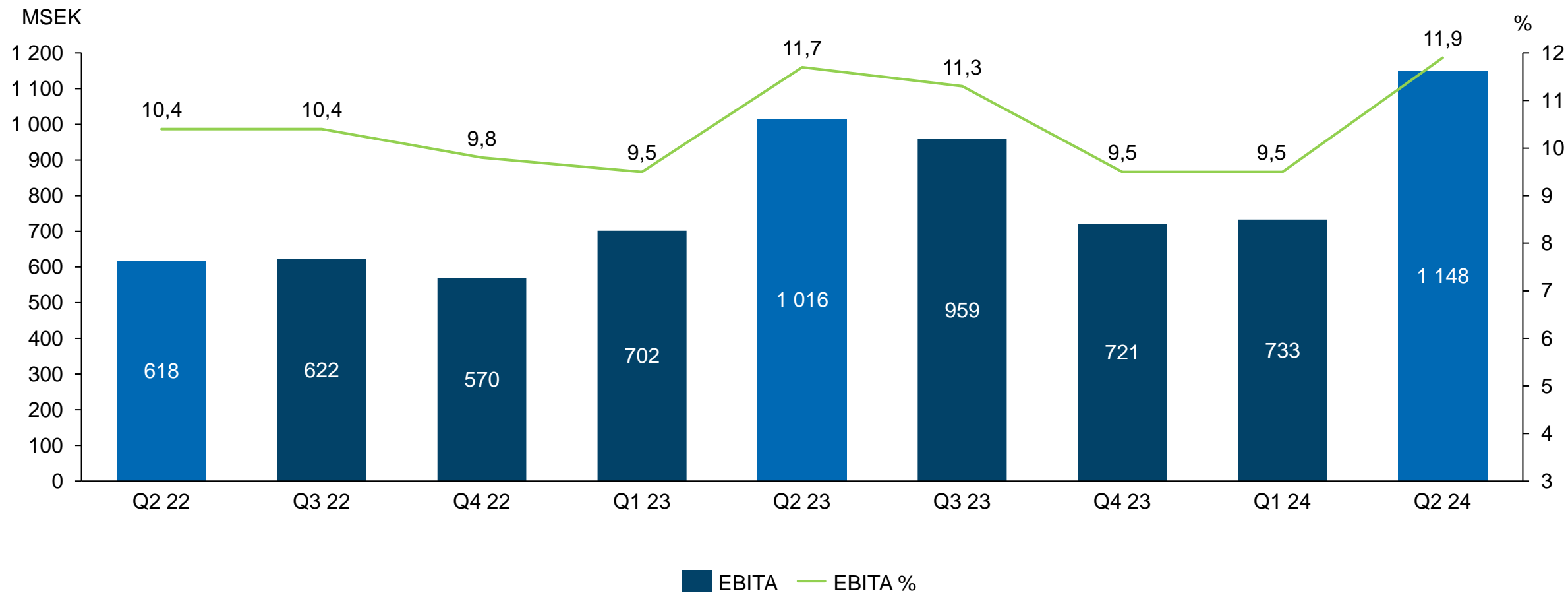
Quarter



YTD



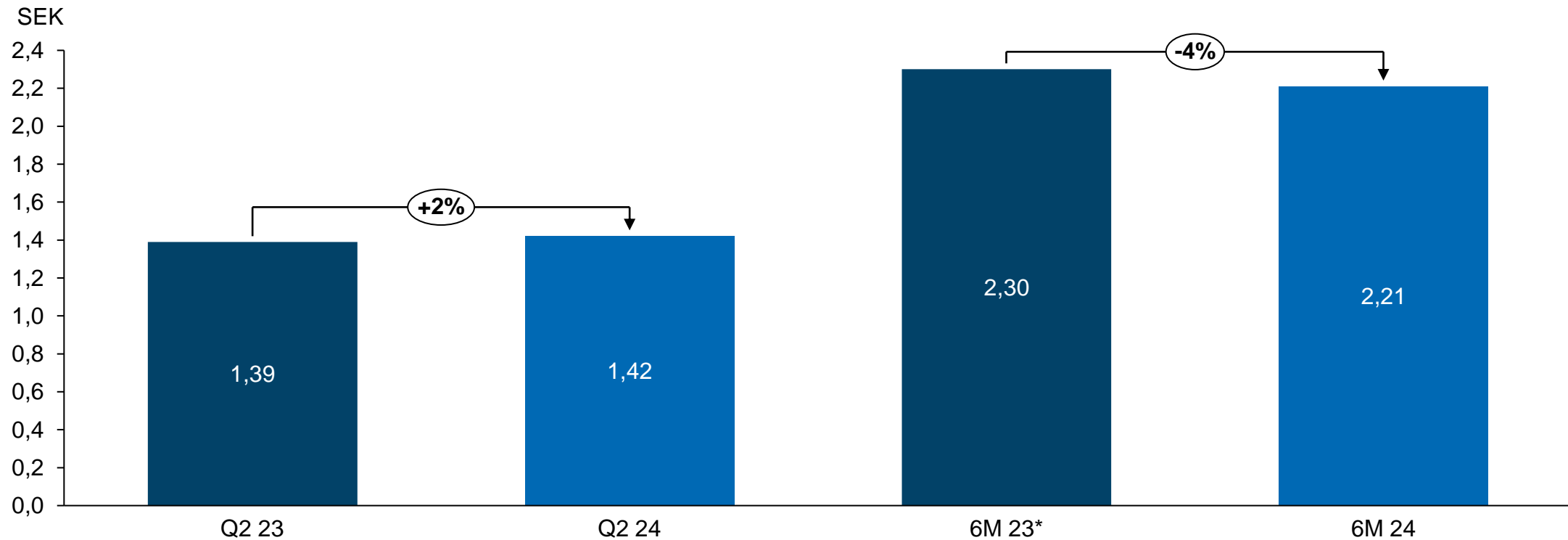
Financials Q2 2024 – EBITA* development



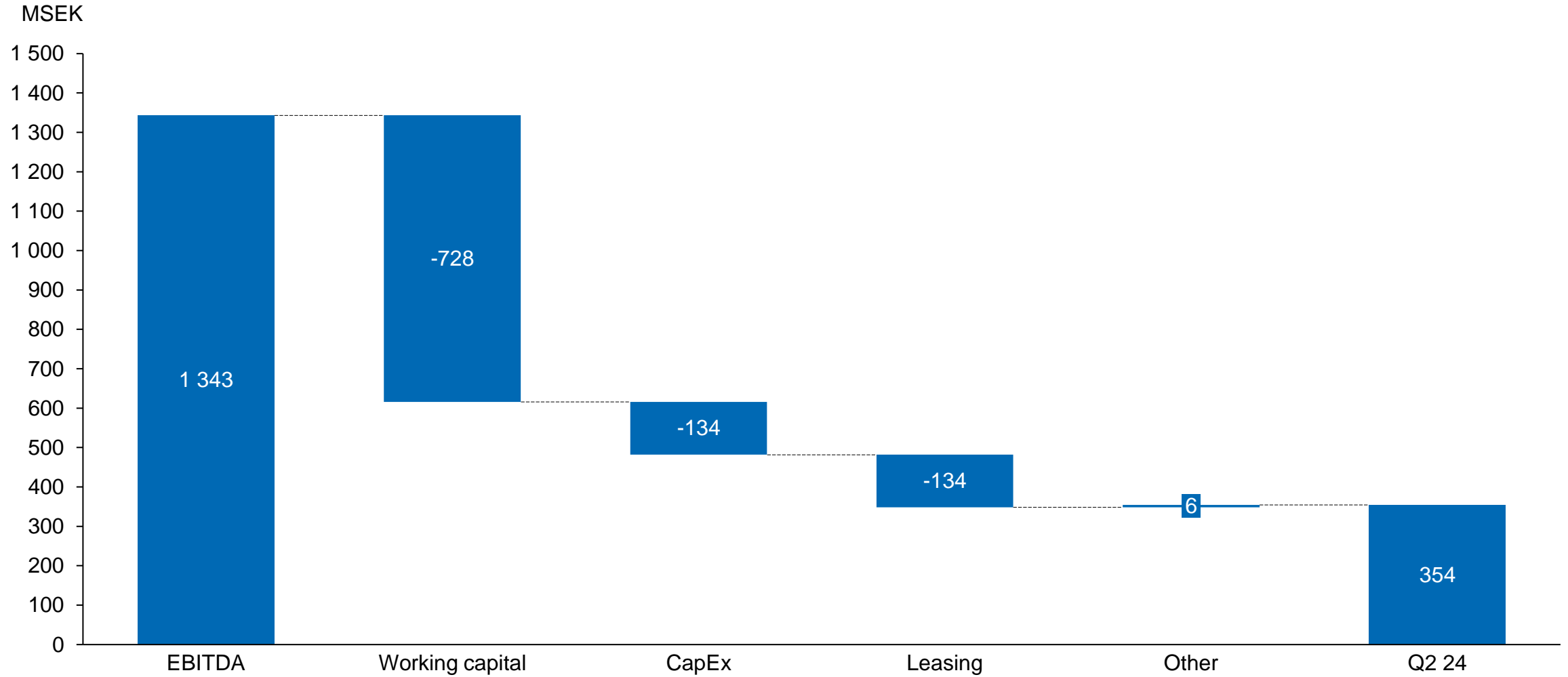
Financials Q2 2024 – P&L

MSEK	Q2 2024	Q2 2023	Change, %	6M 2024	6M 2023
Sales	9 681	8 654	12%	17 360	16 031
EBITA	1 148	1 016	13%	1 882	1 718
EBITA margin, %	11,9%	11,7%		10,8%	10,7%
EBIT	1 097	970	13%	1 781	1 636
Net financial income/expense excl. IAC	-139	-93		-280	-162
Net financial income/expense	-139	-93		-280	-300
Tax excl. IAC	-230	-167		-365	-299
Tax	-230	-167		-365	-271
Net profit excl. IAC	728	710	2%	1 136	1 175
Net profit	728	710		1 136	1 066
Earnings per share after full dilution, SEK*					
Excl. IAC	1,42	1,39		2,21	2,50
Reported	1,42	1,39	2%	2,21	2,26

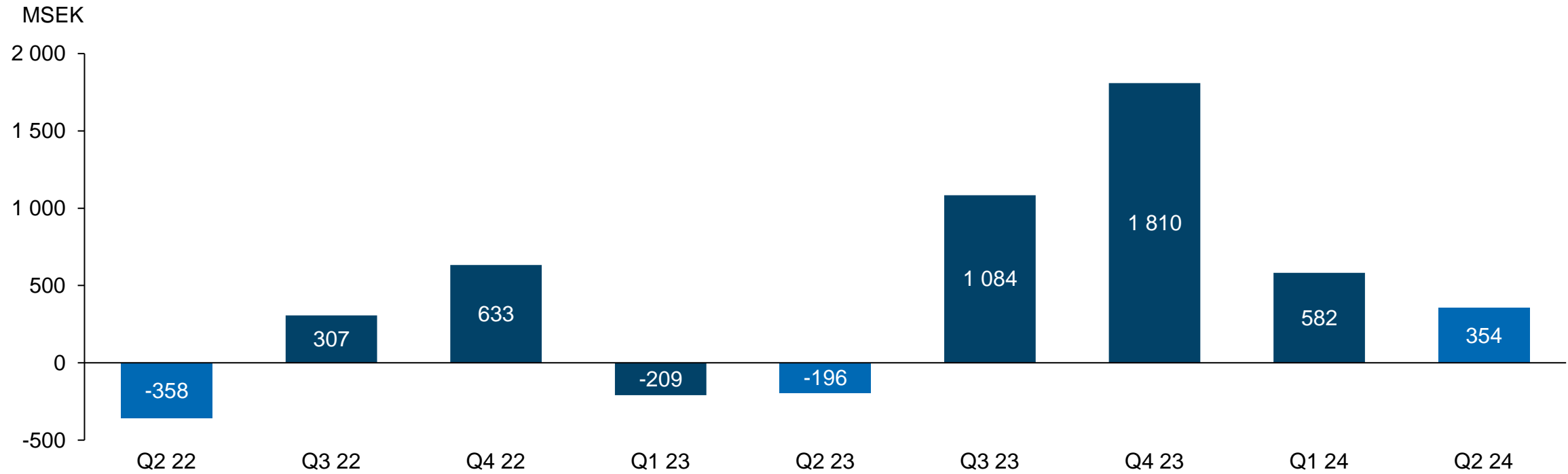
Financials Q2 2024 – Earnings per share



Financials Q2 2024 – Operating cash flow



Financials Q2 2024 – Operating cash flow

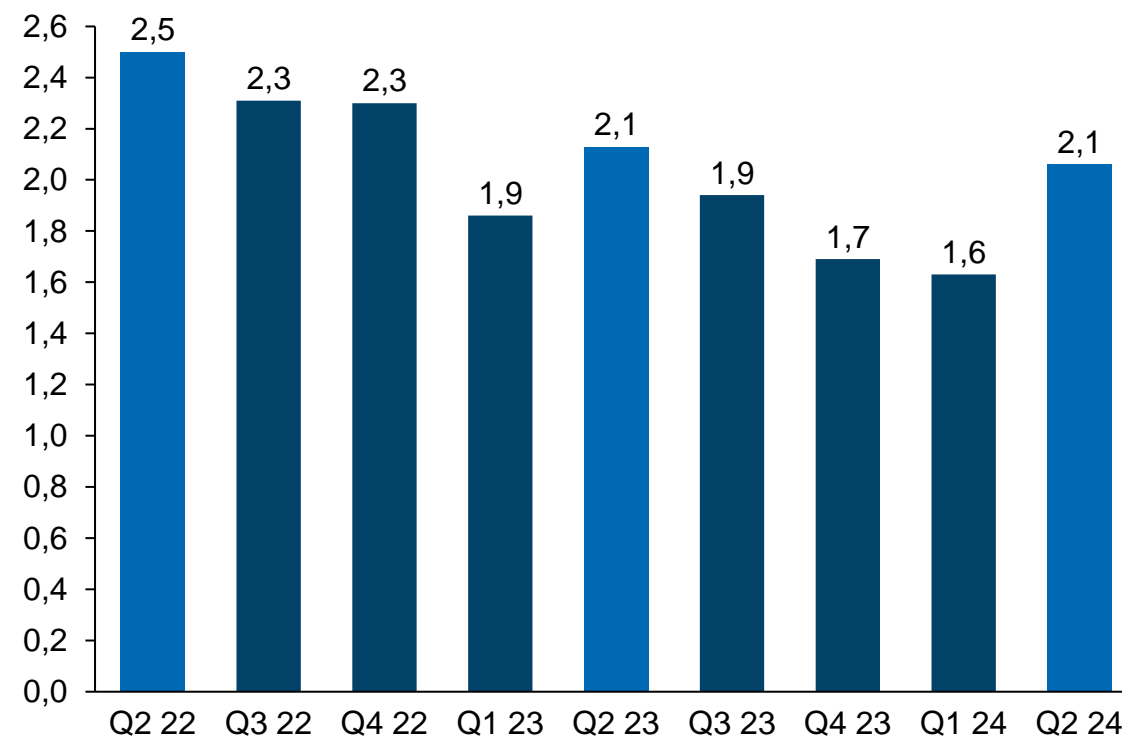


Financials Q2 2024 – Net debt

Net debt

MSEK	Q2 24	Q2 23
LTM EBITDA excl. IAC	4 300	3 503
LTM EBITDA impact of leasing (IFRS 16)	-621	-496
LTM EBITDA excl. leasing (IFRS 16) and IAC	3 679	3 007
Net debt	10 032	8 901
Of which		
Pension debt	112	116
Leasing liabilities, according to IFRS 16	2 343	2 384
Net debt excl. pension and leasing liabilities	7 577	6 400
Net debt / EBITDA*	2,33	2,54
Net debt / EBITDA* excl. leasing and pension	2,06	2,13

Net debt / EBITDA* excl. leasing and pension



Summary Q2

Q2 – Record quarter with positive organic growth and strong profitability

- Total sales growth of 12% (organic +2%) – positive organic growth across all product segments
- EBITA growth of 13% with a margin of 11,9% – record EBITA and EBITA margin for a quarter
- Positive operating cash flow at 354 MSEK (-196), despite the negative seasonal effect, – driven by limited build-up of inventory according to plan, adapted for seasonal variations
- Earnings per share of 1,42 SEK (1,39), an increase of 2%
- The acquisition of Young Supply, North America, was added to the group during the quarter. Annual sales of ~SEK 1.4 billion – provides a platform for commercial ref which is an important complement to our existing platform in the USA
- The acquisition of Cool4U, a leading HVAC distributor in Hungary with annual sales of ~SEK 500 million, was announced during the quarter. The transaction requires approval by the competition authority in Hungary as a condition of completion

Continued solid foundation for 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 in 2024
- US transition to A2L refrigerants in HVAC for 2025 – to be started in 2024
- The US platform continues to build up well, and trends and activity supports our long-term growth conclusions
- Refrigeration expansion, private label, new branches and strategic agreements to drive growth with our partners
- Good acquisition pipeline going forward

Q&A

Thank you