



# Bravida Q2 2021

Mattias Johansson, CEO  
Åsa Neving, CFO

16 July 2021

# Today's presenters

Åsa Neving  
CFO since 2019



Mattias Johansson  
CEO and Group President  
since 2015\*



\*With Bravida since 1998

# Agenda

1. Bravida and our position in the Nordic market
2. Q2 2021
3. Performance by country
4. Summary and Q&A

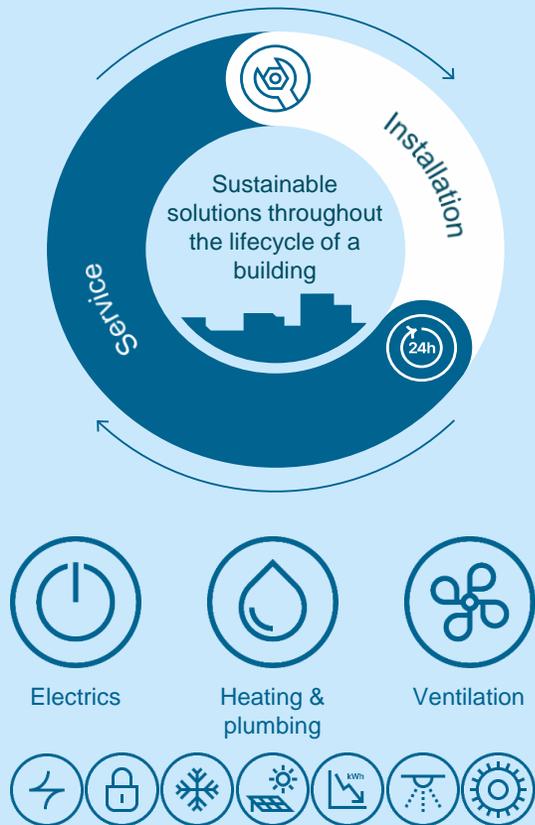


# 1. Bravida and our position in the Nordic market

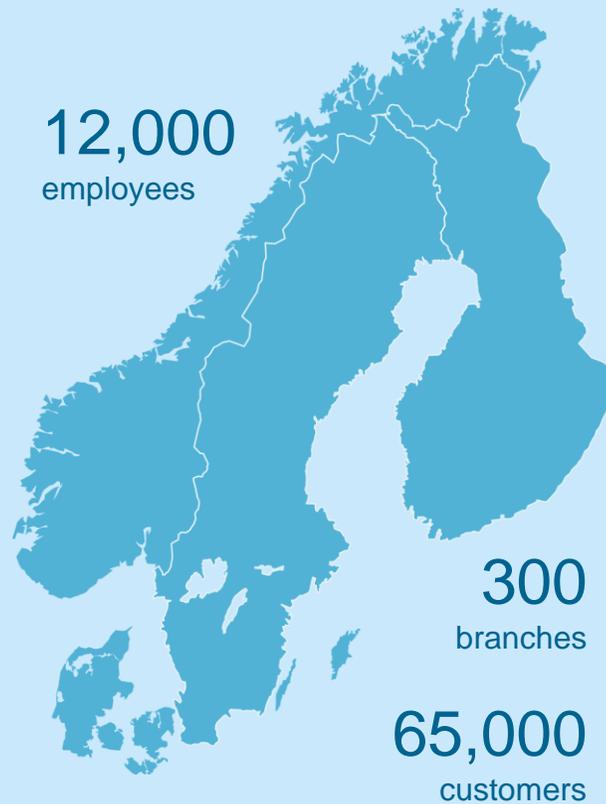


# About Bravida

The leading Nordic provider of sustainable technical solutions for buildings



Local presence throughout the Nordics

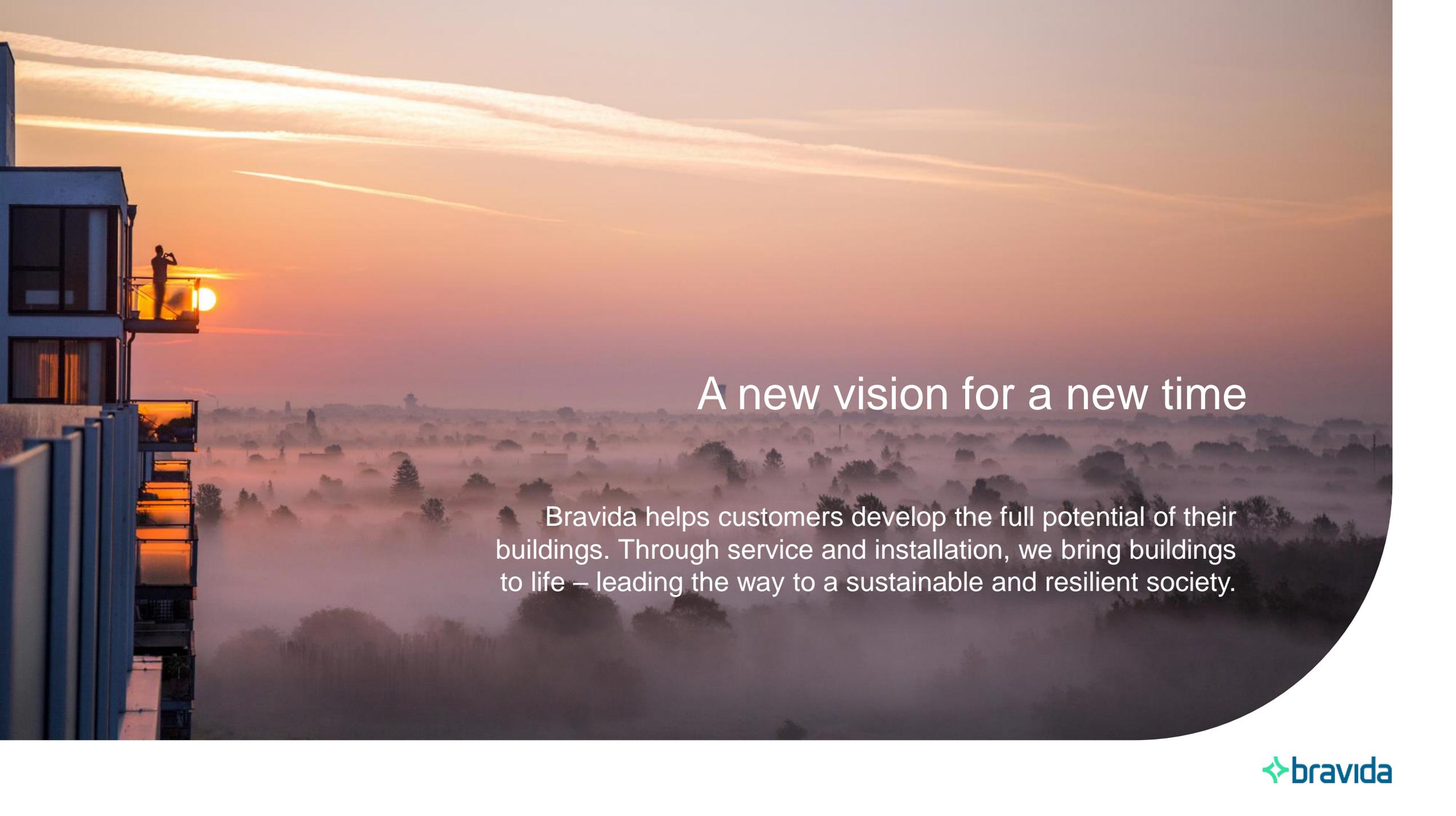


Broad and stable customer base

21.2 bn  
LTM net sales 2021, SEK

94%  
Recurring customers

89%  
of projects have an order value of below SEK 50 m

A person stands on a balcony of a modern building, silhouetted against a bright sunset. The sun is low on the horizon, casting a warm glow over a cityscape filled with trees and buildings. The sky is a mix of orange, yellow, and blue, with several white contrails from an airplane streaking across it. The overall mood is serene and hopeful.

## A new vision for a new time

Bravida helps customers develop the full potential of their buildings. Through service and installation, we bring buildings to life – leading the way to a sustainable and resilient society.

# Nordic leader in sustainable technical solutions



- Leading Nordic provider of sustainable technical solutions for buildings
- Every customer has access to our entire offering
- Lifecycle perspective for every building
- The industry leader in sustainability



# Bravida launches GreenHub – a fossil free service delivery

- A complete service offering for customers located in the city centre of cities
- Customer offering includes all Bravida's current technical service solutions
- Enable customers to reduce the energy consumption in their properties and to improve the indoor climate
- Our transport to customers is done by 100% fossil free vehicles preferably bicycles and electrical mopeds
- Strong focus on recycling



2. Q2 2021



# Market outlook

- Service sales recovering
- Improved demand for installation projects
- Demand for sustainable solutions
- Rising raw material prices
- Risk for material shortage
- Building confidence indicators improved



# Q2 highlights

- Positive trend for service in all countries
- Organic growth in Sweden, Denmark and Finland
- Good order intake, +12%
- Continued strong order backlog
- Unchanged EBITA-margin 5.9%



Service sales growth  
**13%**



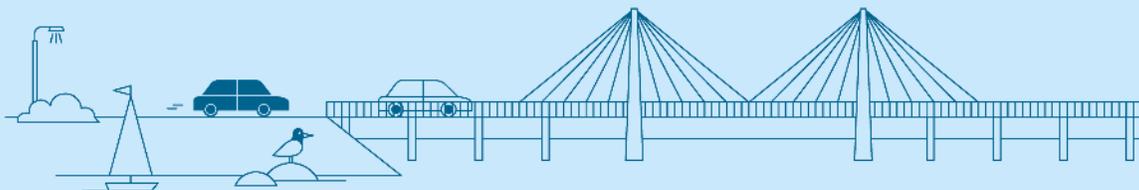
Installation sales growth  
**-4%**

Net sales  
**+3%**

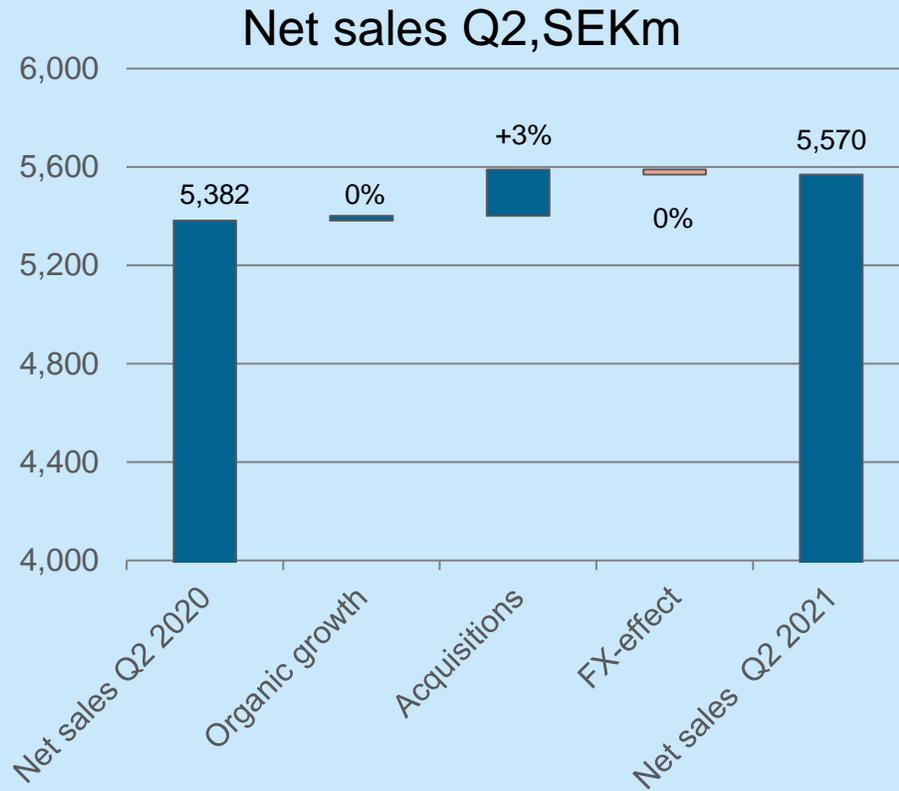
Order backlog  
**+SEK 510m**

EBITA margin  
**5.9%**

Cash conversion  
**89%**



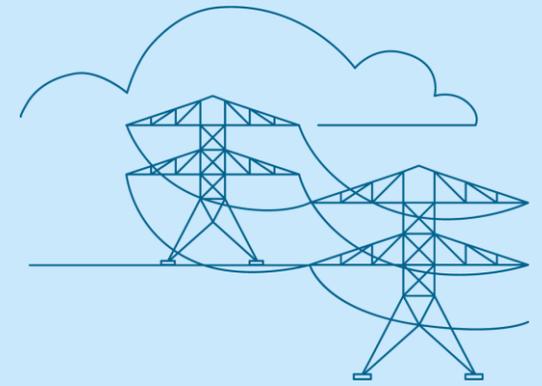
# Net sales performance in Q2



## Sales growth

- Slight organic growth on Group level
- Organic growth in all countries except in Norway
- 3% growth from acquisitions
- FX effects 0%

# EBITA per Q2



EBITA, SEKm

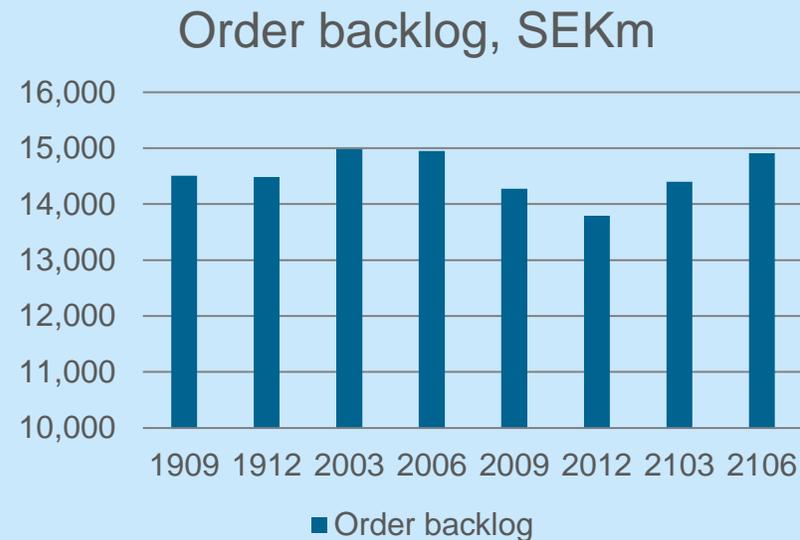


## EBITA development

- EBITA-margin unchanged, 5.9%
- Improved EBITA-margin in Sweden and Finland and unchanged in Norway and Denmark
- Group-wide EBITA negative due to initiatives
- EBITA affected by costs for realising the digital initiatives in the business plan, SEK 7m in Q2 and SEK 13m YTD
- EBITA-margin unchanged YTD, 5.5%

# Order intake and backlog

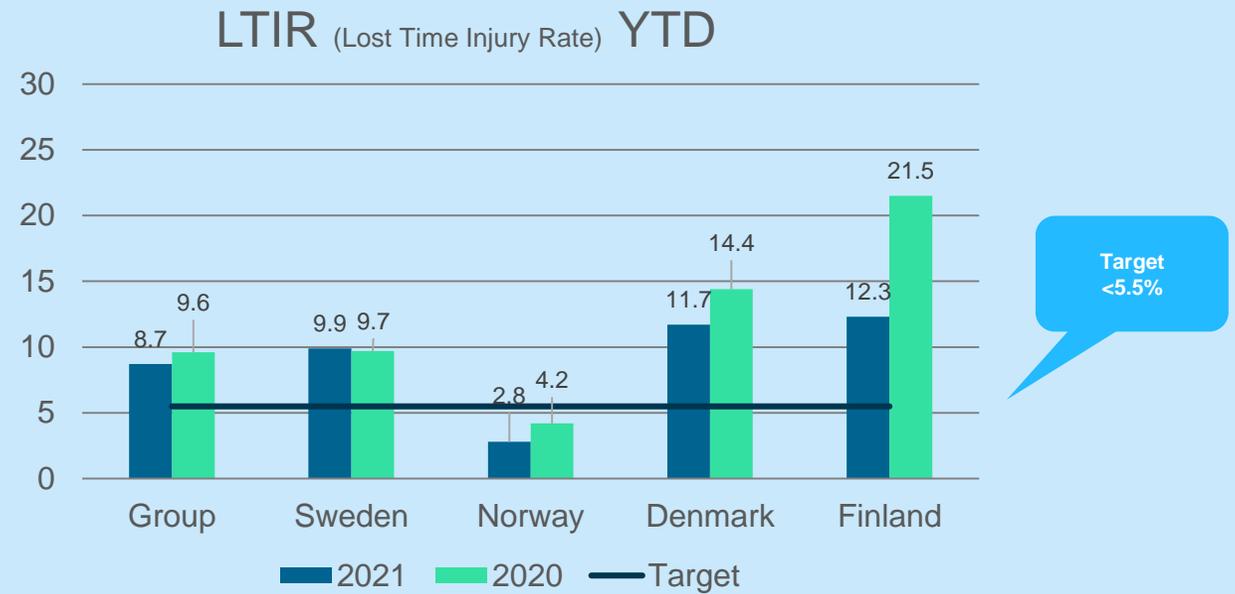
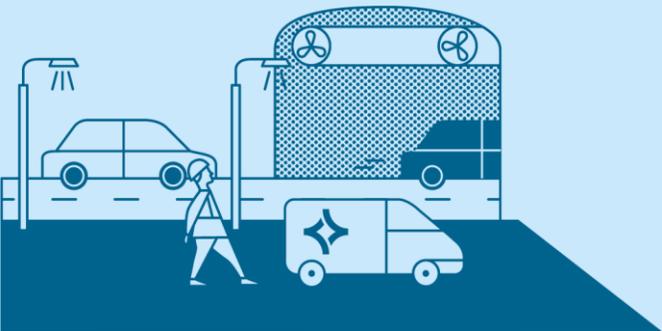
- Growing order backlog in Q2 in all countries except Norway, SEK 510m
- Order backlog on same level YoY, SEK 14,908m
- Order intake increased by 12% YoY
- Service growth in all countries



# Health and Safety

## Decreasing injury numbers on Group level

- Improving LTIR in Norway, Denmark and Finland



# Acquisitions 2021

- Continued strong pipeline
- Acquisitions still at attractive multiples

Acquisitions 2021

10

SEK

~584m

acquired sales 2021



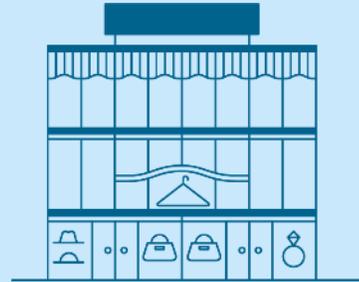
### 3. Performance by country



# Our markets



- Growth in service and installation
- Confidence indicator building industry above normal level



- Growth in service
- Good demand from renovation projects
- Confidence indicator above normal level



- Growth in service
- Demand for installation projects was picking up at the end of the quarter

- Stable demand for service and installation
- Confidence indicator below normal level but improved in the quarter

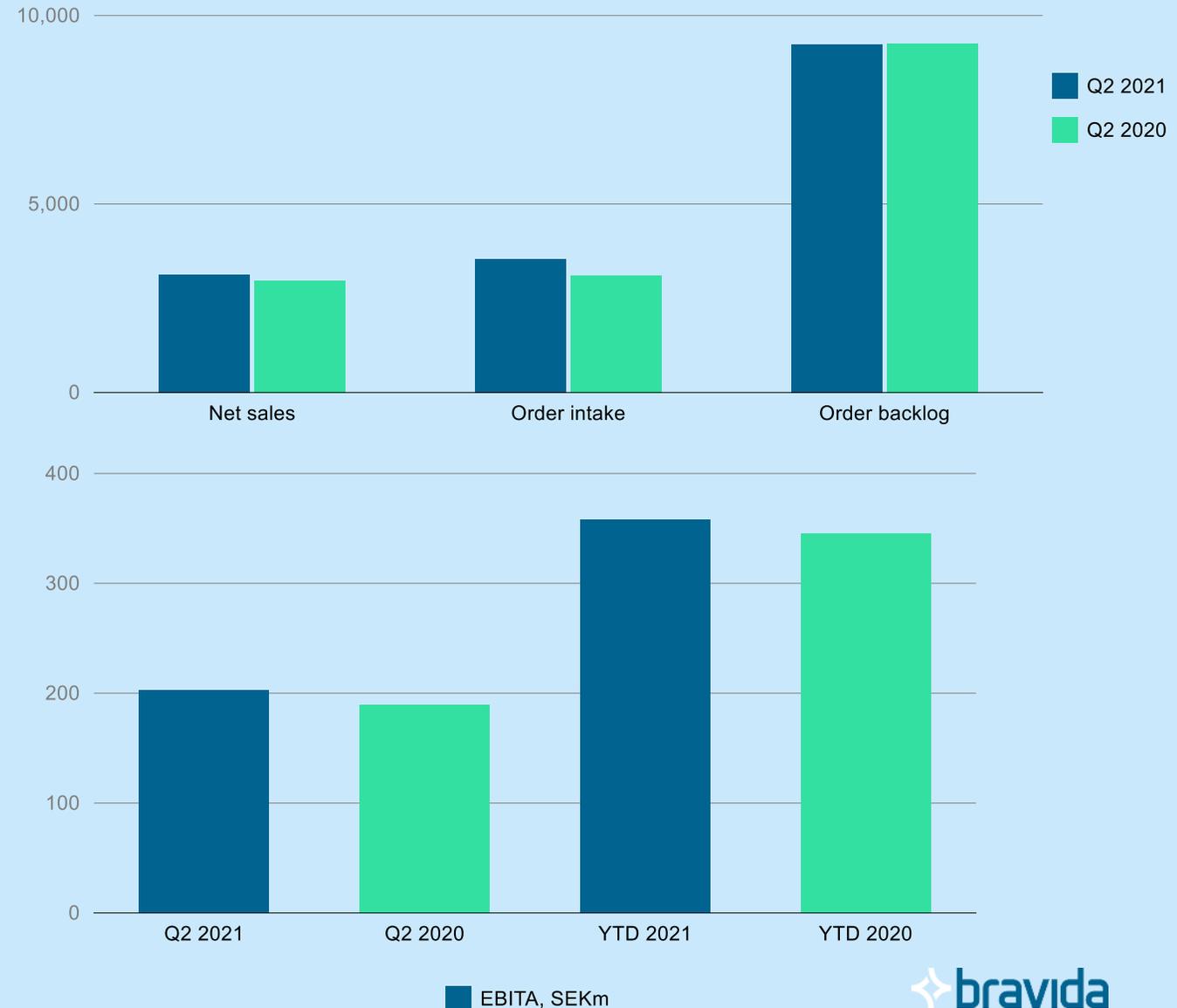


# Sweden Q2 2021



SEKm	Q2 2021	Q2 2020	YTD 2021	YTD 2020
Net sales	3,119	2,961	5,959	5,768
EBITA	203	190	358	345
EBITA-margin	6.5%	6.4%	6.0%	6.0%
Order intake	3,532	3,096	6,686	5,993
Order backlog	9,235	9,245	9,235	9,245

- Growth in sales +5% both in service and installation
- Organic growth +2%
- EBITA-margin improved to 6.5 (6.4)%
- Order intake +14%, one large order SEK 270m
- Order backlog increased by SEK 521m in the quarter

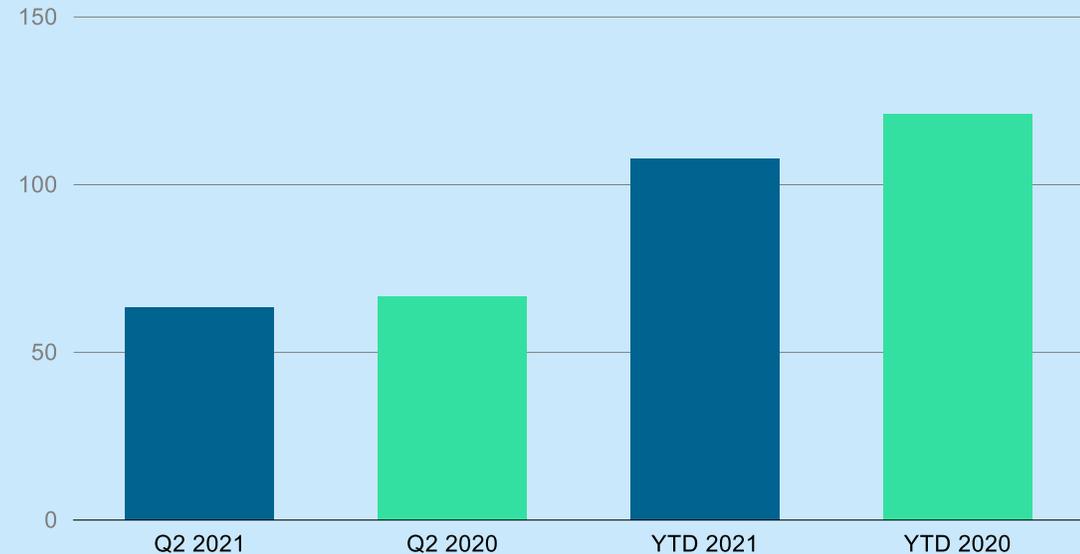
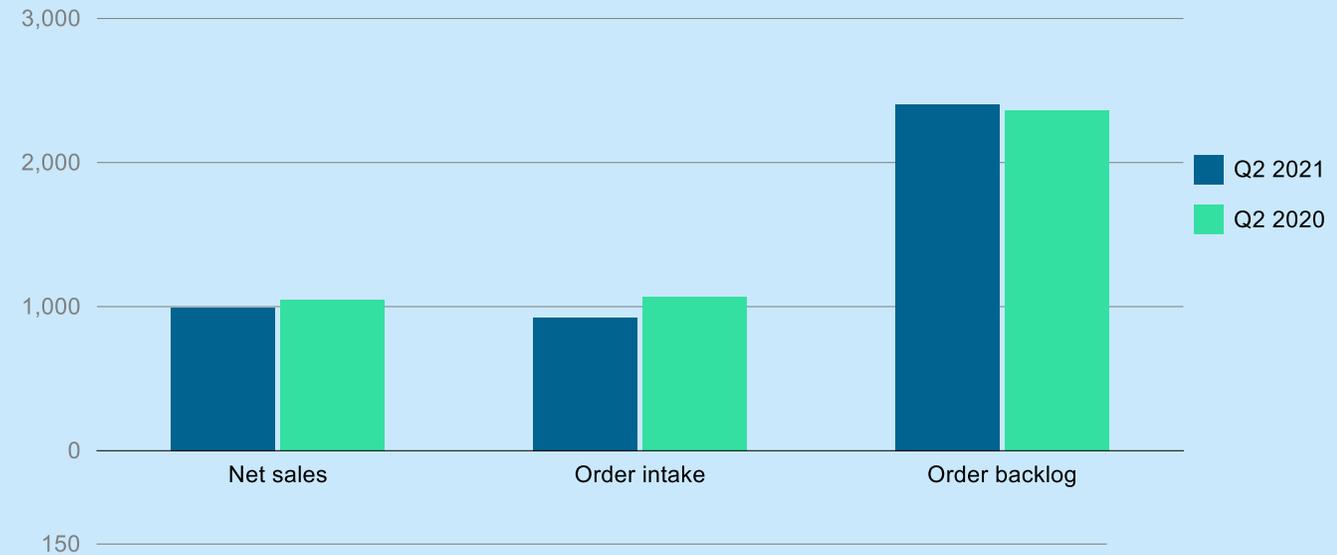


# Norway Q2 2021



SEKm	Q2 2021	Q2 2020	YTD 2021	YTD 2020
Net sales	987	1,048	1,968	2,262
EBITA	64	67	108	121
EBITA-margin	6.4%	6.4%	5.5%	5.3%
Order intake	919	1,067	2,272	2,068
Order backlog	2,401	2,359	2,401	2,359

- Growth in sales -6% negative impact from pandemic
- Improved sales in the end of the quarter
- Growth in Service
- Organic growth -10%
- EBITA-margin unchanged 6.4%
- Order intake -14%
- Order backlog +2% YoY

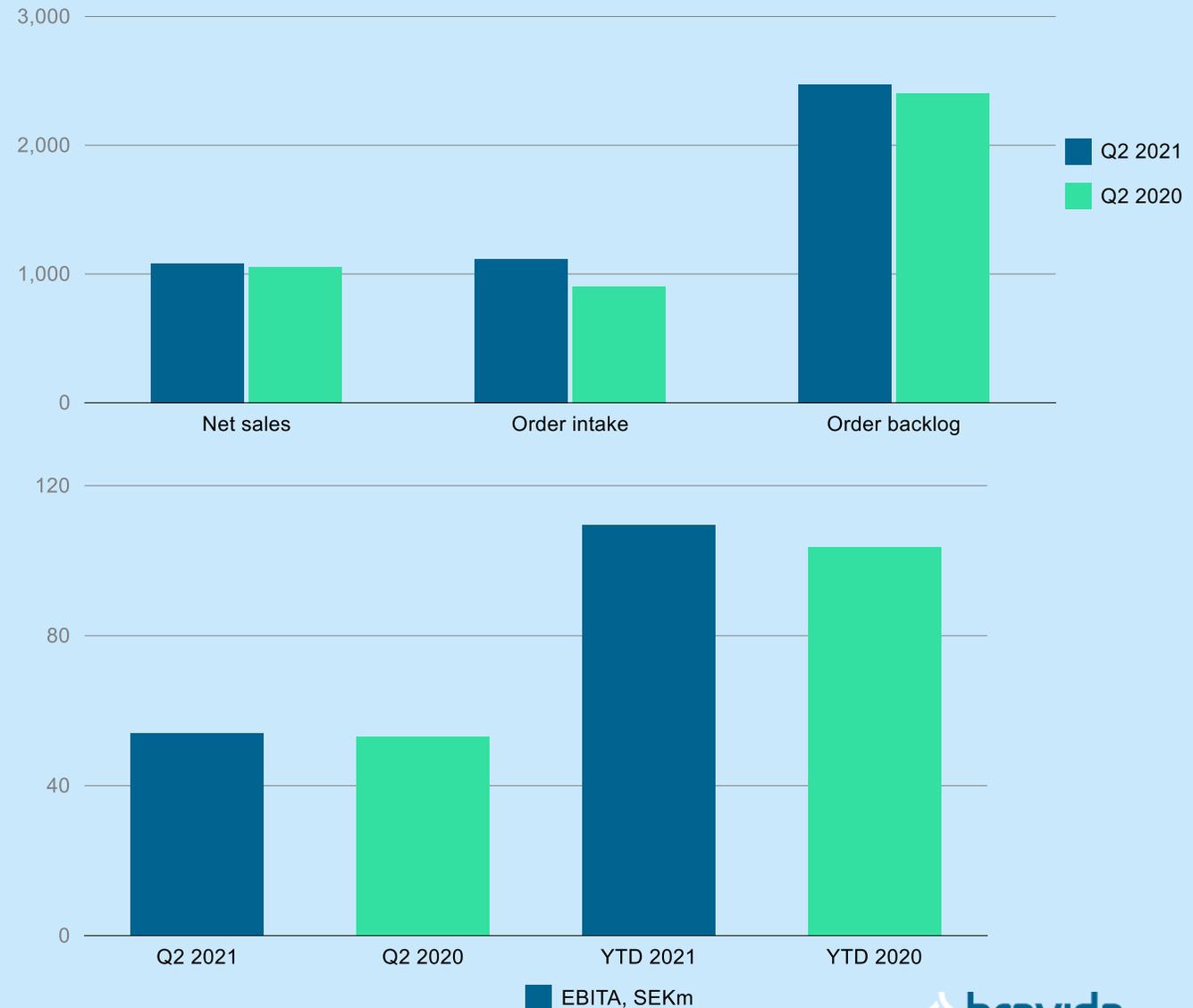


EBITA, SEKm

# Denmark Q2 2021

SEKm	Q2 2021	Q2 2020	YTD 2021	YTD 2020
Net sales	1,082	1,052	2,146	2,119
EBITA	54	53	110	104
EBITA-margin	5.0%	5.0%	5.1%	4.9%
Order intake	1,117	903	2,162	2,159
Order backlog	2,467	2,398	2,467	2,398

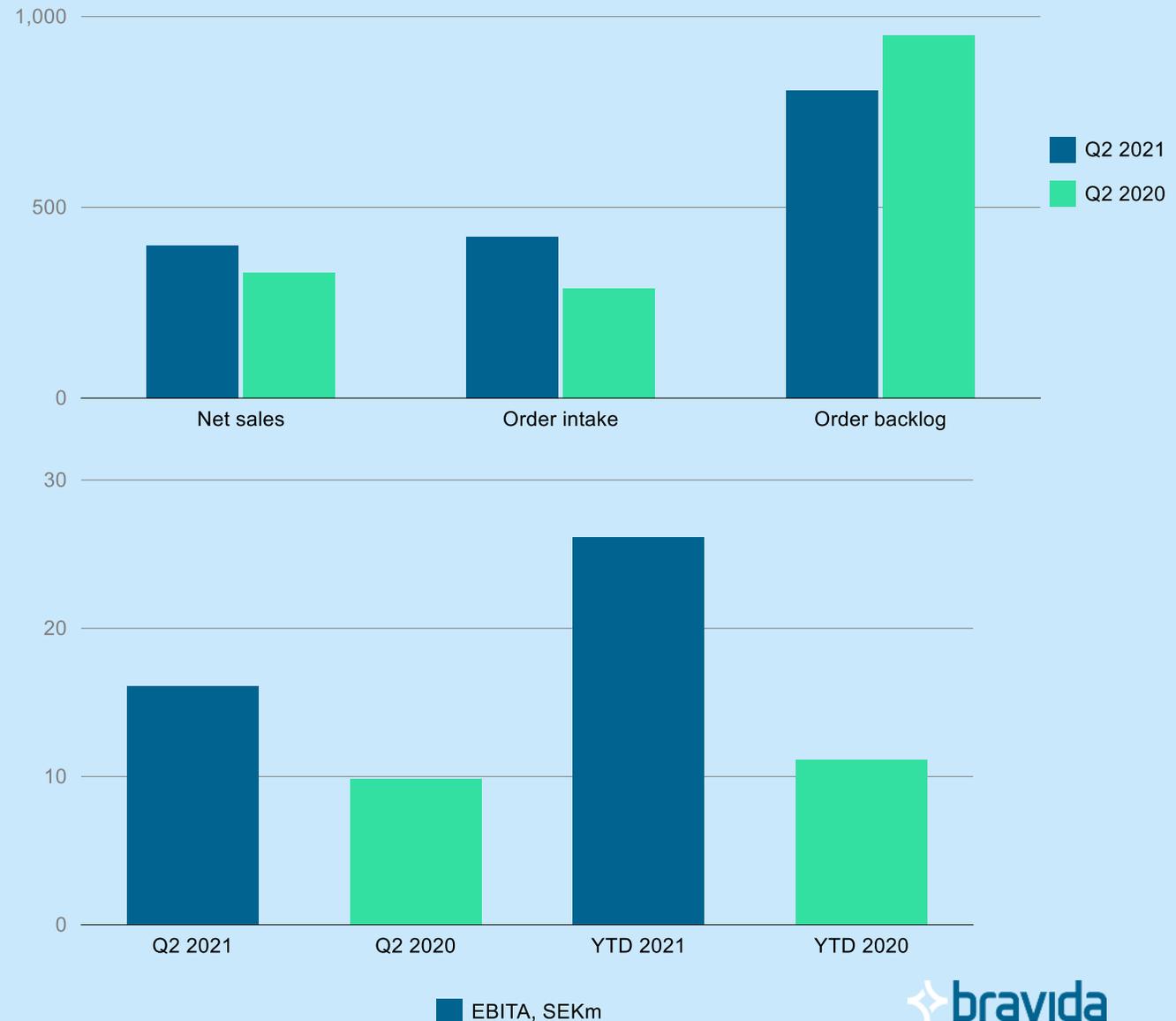
- Growth in sales +3%
- Growth in service
- Organic growth +4%
- EBITA-margin unchanged 5.0%
- Order intake +24%
- Order backlog +3% YoY



# Finland Q2 2021

SEKm	Q2 2021	Q2 2020	YTD 2021	YTD 2020
Net sales	400	328	783	653
EBITA	16	10	26	11
EBITA-margin	4.0%	3.0%	3.3%	1.7%
Order intake	422	286	707	875
Order backlog	804	950	804	950

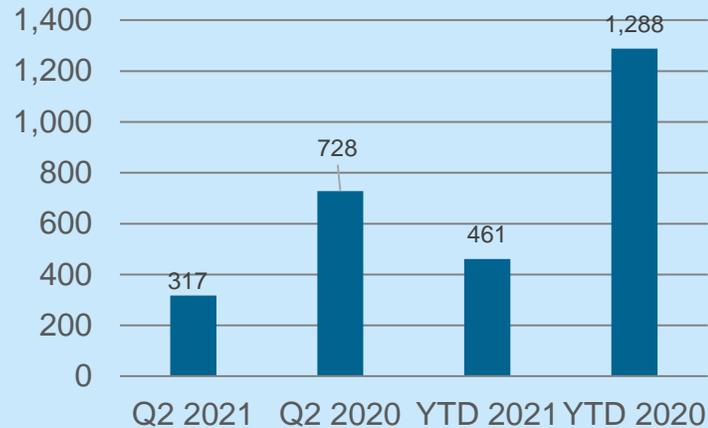
- Growth in sales +22%, both in service and installation
- Organic growth +12%
- EBITA-margin improved to 4.0 (3.0)%
- Order intake +47%
- Order backlog -15% YoY



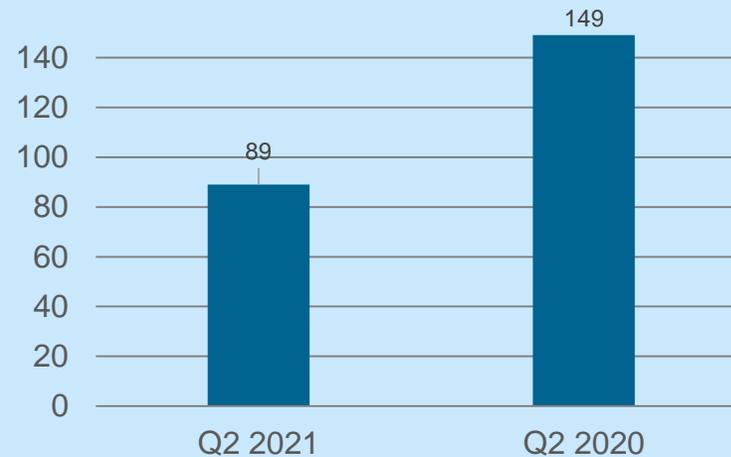
# Net debt and cash flow

- Lower operating cash flow due to normalisation of working capital
- Cash conversion 89 (149)%
- Net debt/EBITDA ratio 0.9 (0.7), dividend paid 507 MSEK

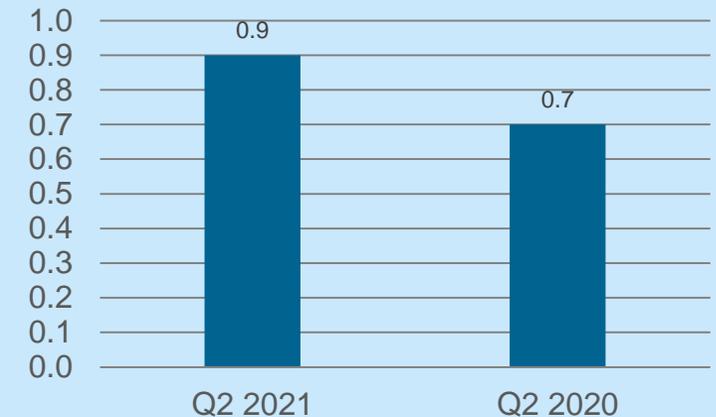
Operating cash flow  
(SEKm)



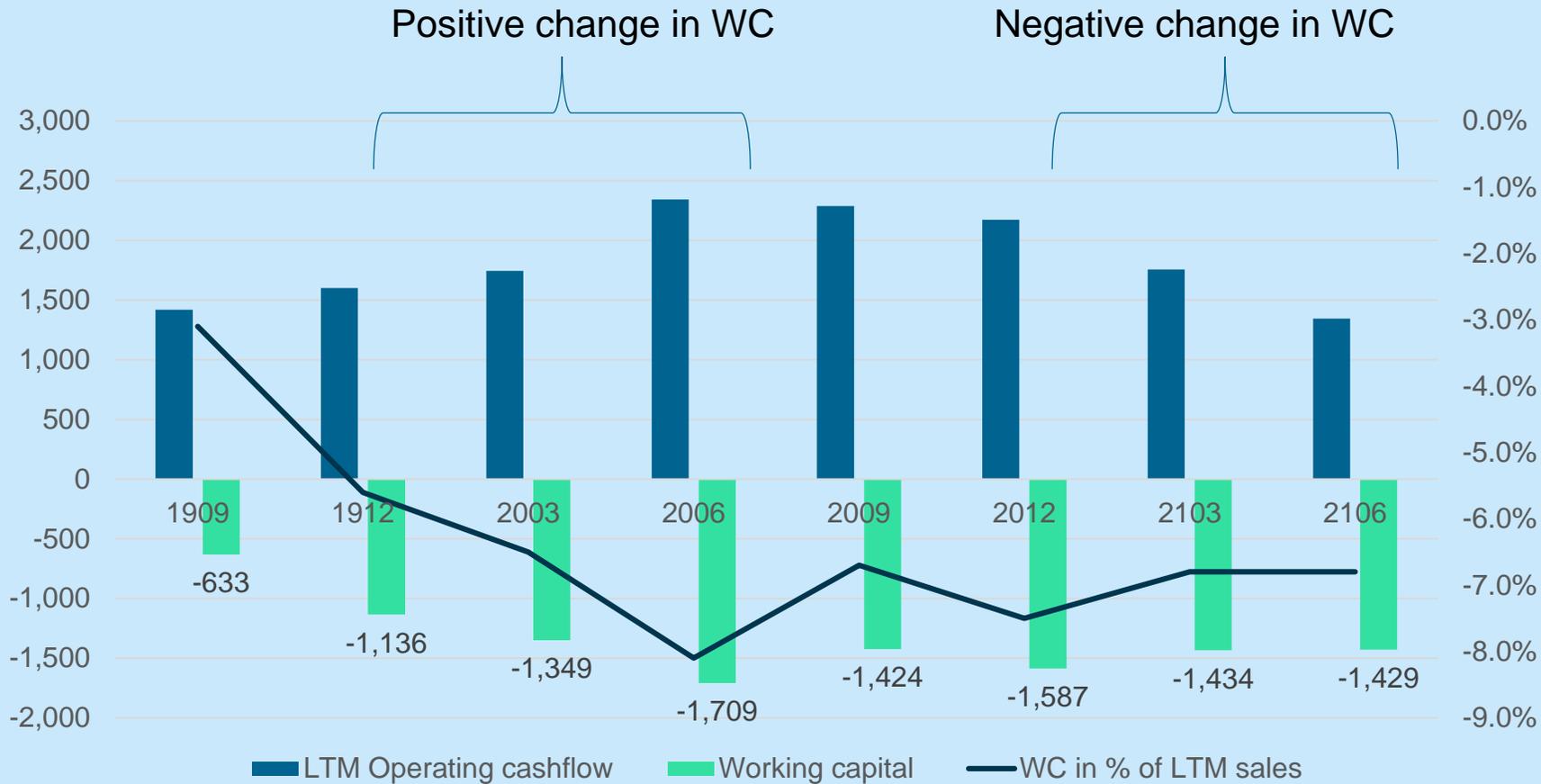
Cash conversion, %  
Target >100%



Net debt/ EBITDA, x  
Target <2.5x



# Normalisation of working capital



Q4 2019

- Resolving old risk projects in division Stockholm
- Large projects with good payment plans

H1 2020: Positive Change

- Large projects with good payment plans
- Good activity in Installation
- Deferred tax payments due to Covid 19

H1 2021: Negative change

- Slower activity in installation, fewer project start ups
- Large projects, higher percentage of completion and less pre-payments left
- Payments of deferred taxes
- Higher AR due to high invoicing and outstanding receivables in Denmark

# Financial targets

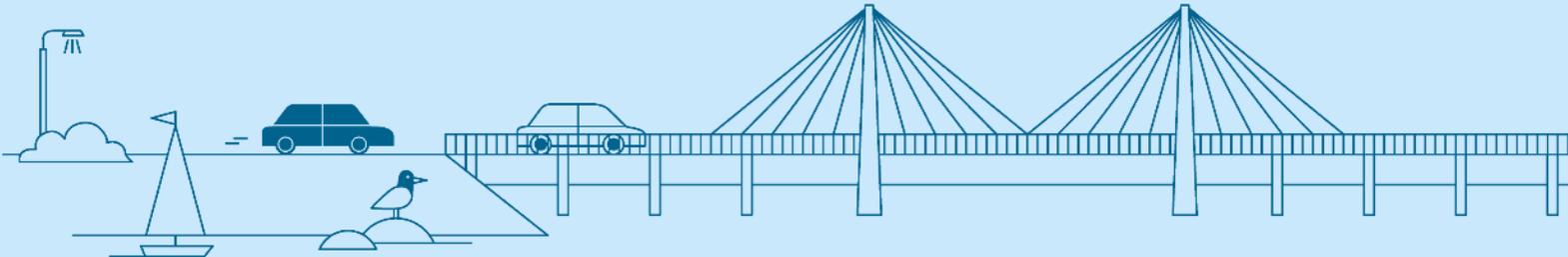
**>7%**  
EBITA margin

**>100%**  
Cash conversion

**<2.5x**  
Net debt/EBITDA  
Target leverage ratio

**> 5%**  
Sales growth

**>50%**  
of net profit  
Target pay-out ratio





## 4. Summary

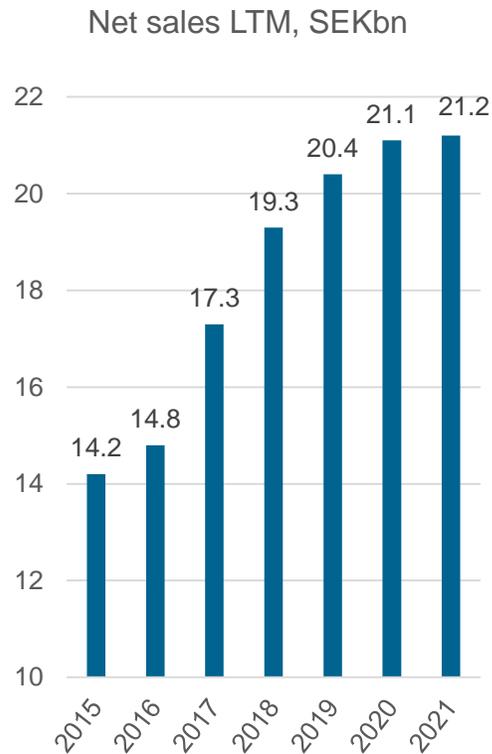
# Summary Q2 2021

- Service sales increased in all countries, +13%
- Organic growth in all countries except Norway, but positive trend in Norway
- Increased order backlog in the second quarter, SEK 510m
- Norway was negatively impacted by Covid-19 measures, especially in the beginning of the quarter
- Improved production volumes in the end of the quarter
- Stable EBITA-margin 5.9%
- Costs for digital initiatives in business plan amounted to a total of SEK 7m in Q2 (SEK 40m estimated for full year)

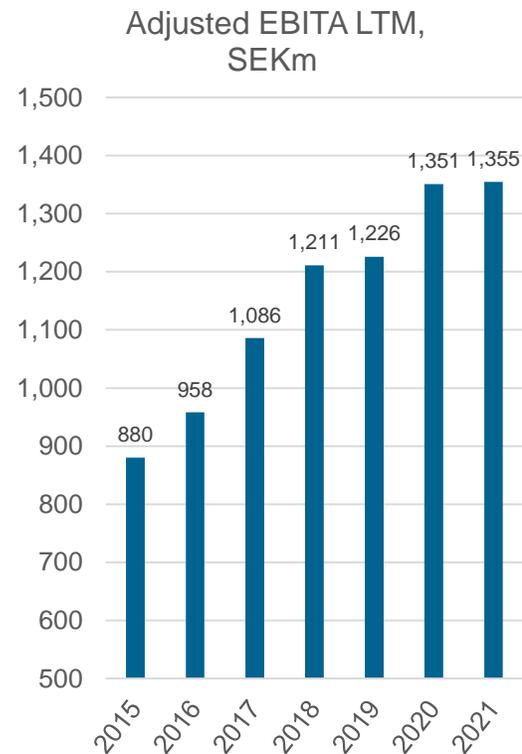


# Robust and resilient cash flow generator

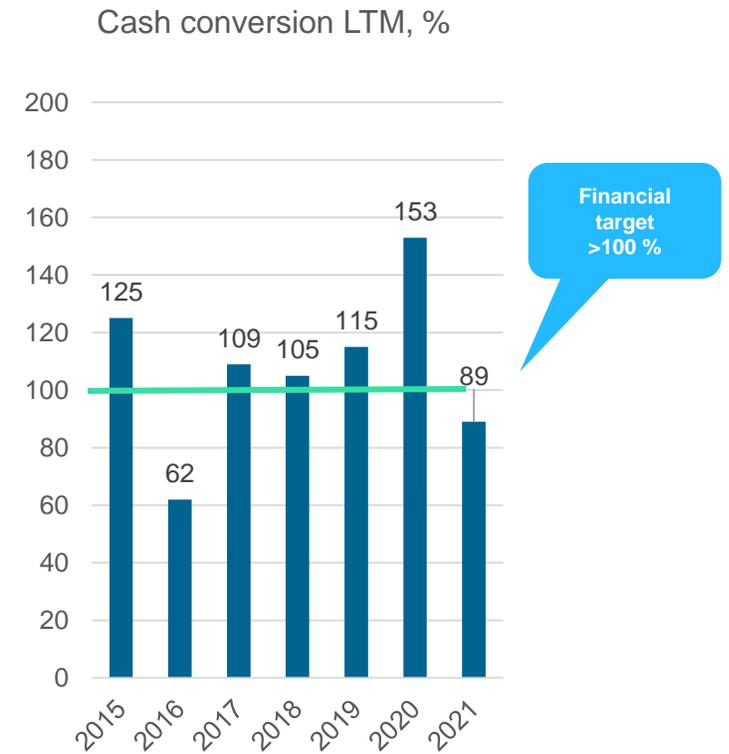
## Net sales, growth



## Stable profitability



## Good cash conversion



# Q&A



# Upcoming events

Day	Event
26 October 2021	Interim Report Q3 2021
15 February 2022	Interim Report Q4 2021



We bring buildings to life.

