

A photograph of four workers in a factory or industrial setting. They are wearing high-visibility yellow and blue jackets with 'Assemblin' written on them, and safety helmets. One worker in the foreground is using a laptop. The background shows industrial equipment and a bright, well-lit environment.

Assemblin Q1 2020

Investor presentation, May 13, 2020

Today's presenters



Mats Johansson

President and CEO, Assemblin



Philip Carlsson

CFO, Assemblin

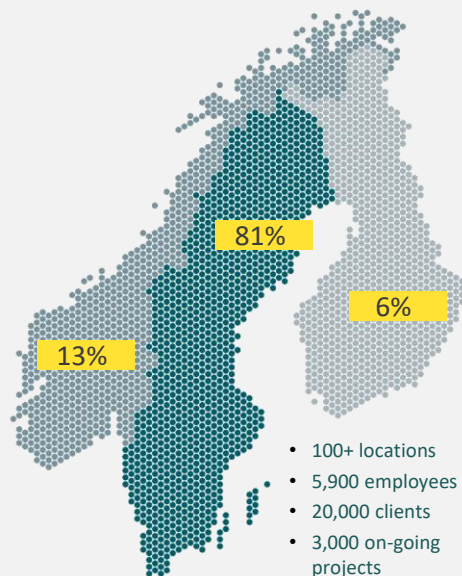
Assemblin is an end-to-end Nordic installation and service partner

Excellence in many areas of technology



- Electrical
- Heating and sanitation
- Ventilation
- Automation
- Data and telecom
- Security
- Industrial pipes
- District heating
- Cooling
- Sprinklers
- Electrical workshop and field service

Strong local presence



- 100+ locations
- 5,900 employees
- 20,000 clients
- 3,000 on-going projects
- 100,000 service assignments

Financial performance, LTM Q1 2020

NET SALES	SEK 10.1 bn
ADJ. EBITA-MARGIN	5.4%
CASH CONVERSION	122%
ORDER BACKLOG	SEK 8.2 bn

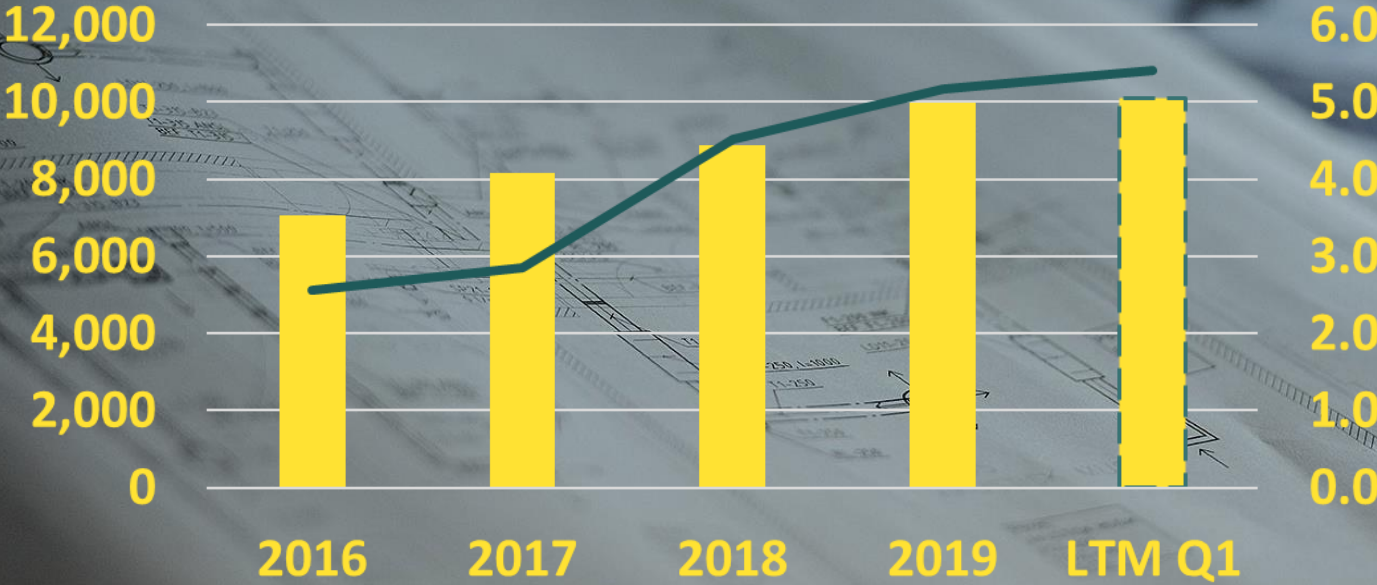
SALES PER BUSINESS AREA



SALES PER TYPE OF ASSIGNMENT



Our journey so far



■ Net sales, SEKm — Adjusted EBITA margin, %



COVID-19 – a pandemic affecting us all

Rapid mitigating actions

- Measures to limit Corona spread and protect our employees
- Close dialogue with customers and suppliers
- Personnel re-allocated between assignments and limited furloughs in service
- Business continuity plans
- Frequent and structured monitoring

Limited impact in Q1

- Increased short term absence
- Limited impact on projects and our supply chain
- Some impact in service operations

Key highlights Q1 2020: "Stability in times of uncertainty"

FINANCIAL HIGHLIGHTS

- Net sales SEK 2,511 m **+4.9%**
 - organic growth 1.7 %
 - acquired growth 3.8 %
 - currency effects -0.6%
- Order intake SEK 2,446 m **-19,8%**
- Adj EBITA SEK 114 m
- Adj EBITA margin 4.5 % **+1.0 pp**
- Cash conversion LTM 122%

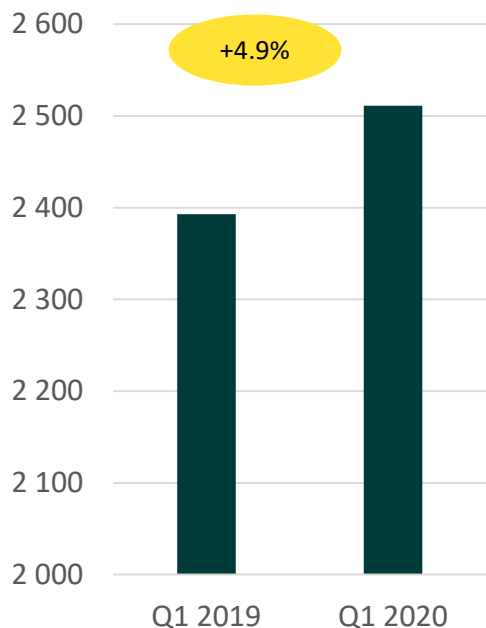
OPERATIONAL HIGHLIGHTS

- Listing of the EUR 250 m senior secured floating rate notes at TISE (CI)
- Continued focus on profitability
- Managing the spread and effects of the COVID-19 virus – adaption to a new reality
 - Virus control according to public health authorities together with customers and suppliers
- M&A
 - Projektuppdrag Syd AB in Malmö

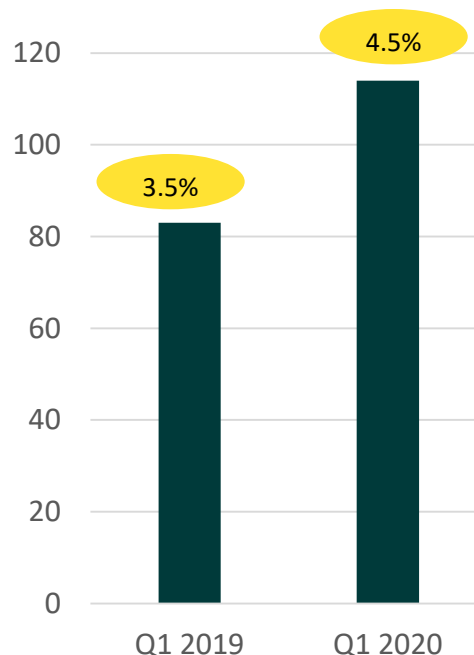


Group development - Net sales and adjusted EBITA margin

SALES SEKm / GROWTH %



ADJ EBITA SEKm / ADJ EBITA MARGIN %



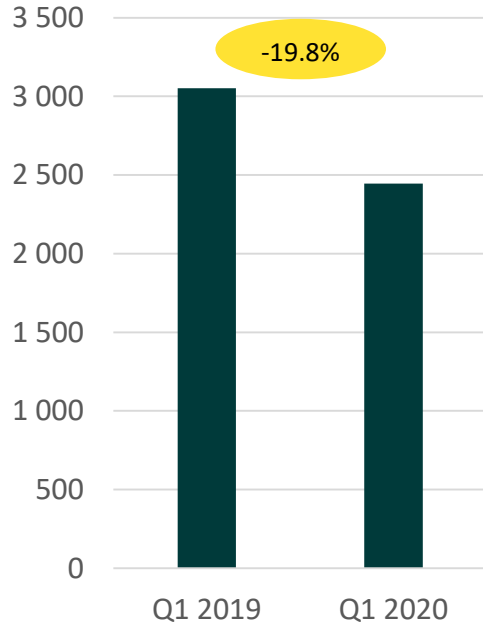
COMMENTS

- Growth continues despite closing certain branches and COVID-19 (5.5% excluding FX effects)
- Approx. 1/3 organic and the remainder acquired
- Acquisitions adding to growth primarily within service
- Margin increase driven by the accelerated profitability programme, fewer project write-downs and acquisitions

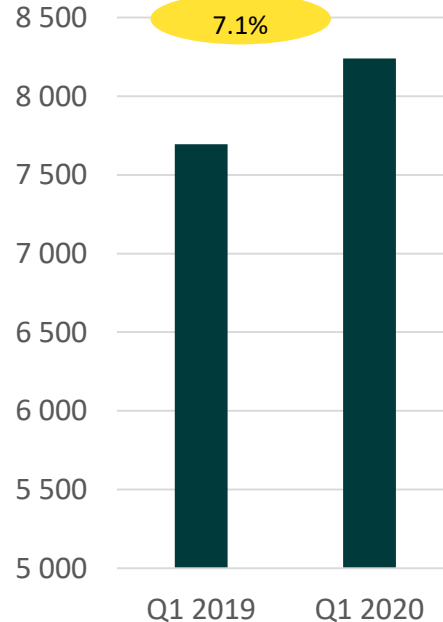


Group development - Order development

ORDER INTAKE SEKm / GROWTH %



ORDER BACKLOG SEKm / GROWTH %



COMMENTS

- Order intake in the first quarter mainly small- and midsize projects. The comparison is skewed by the Bypass project (SEK 520m) in Q1-19
- Several orders in pipeline but increased uncertainty due to COVID-19
- Order backlog includes a very limited service share despite service growing more than projects



Business area development

SWEDEN

ASSEMBLIN EL



ASSEMBLIN VS



ASSEMBLIN VENT.



ASSEMBLIN NORWAY



ASSEMBLIN FINLAND



	Q1 2020	LTM	Q1 2020	LTM	Q1 2020	LTM	Q1 2020	LTM	Q1 2020	LTM
Net sales, SEK m	1,034	4,172	651	2,659	309	1,338	378	1,355	153	625
Growth, %	2.6	12.3	4.9	10.9	-8.7	-1.8	22.7	16.4	21.4	11.2
Adj EBITA, SEK m	54	226	33	144	11	75	18	89	-1	14
Adj EBITA margin, %	5.3	5.4	5.0	5.4	3.5	5.6	4.7	6.6	-0.6	2.2
FTE	2,801	2,845	1,418	1,432	549	566	741	647	351	372

- Organically driven growth and improving margins

- Strong Q1 margin improvement and acquisition driven growth

- Decreased revenues due to delays in large projects unrelated to COVID-19

- Strong acquired and organic growth and healthy margin improvement, partly due to write-downs in Q1 2019

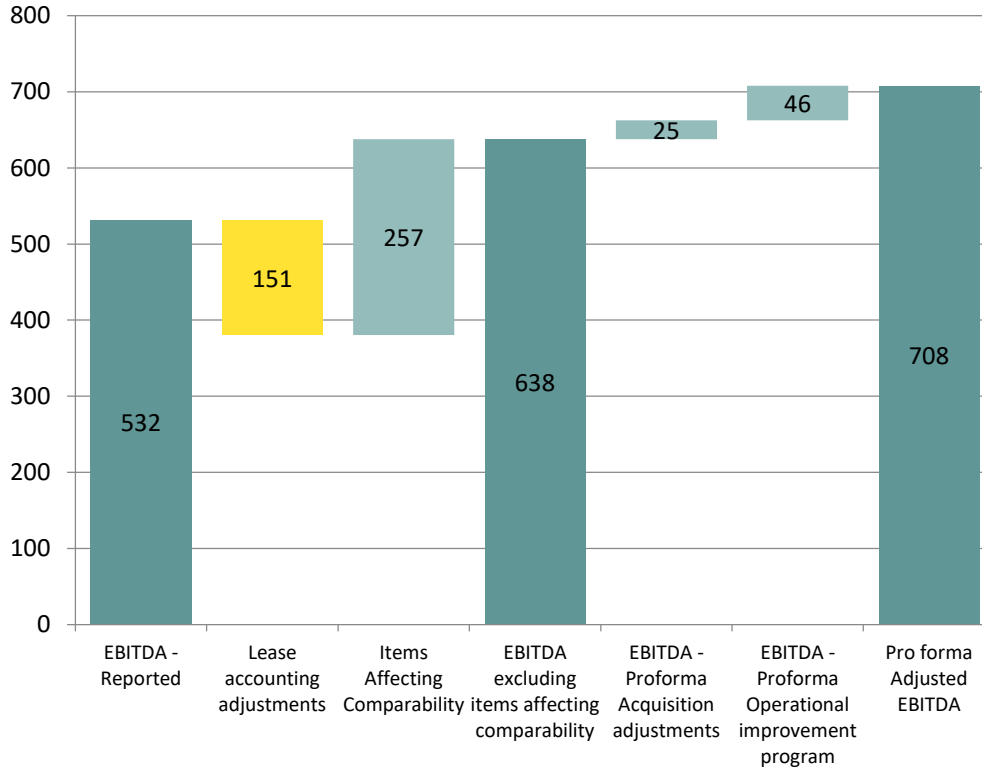
- Growth with some margin improvement



LTM Pro forma adjusted EBITDA

Consolidated net leverage ratio

3.4x



COMMENTS

- Reported EBITDA is adjusted to exclude the effect of implementing IFRS16
- Items affecting comparability of SEK 12m in the quarter mainly relating to follow-on bond-issuance costs and acquisition/ new starts
- Pro forma acquisition adjustments reflects an estimate of the full twelve-month impact of M&A completed prior to March 2020
- The full year effect of the accelerated profitability program is SEK 46 million



Cash flow and net debt

SEK m	Q1 2020
Adjusted EBITDA	137
Change to NWC adj for non cash items	176
Net Capex, incl vehicle leasing capex	25
Free Cash Flow	287
Cash conversion (FCF / Adj. EBITA)	251%
	LTM Q120
Consolidated net leverage	2,389
Pro forma Adjusted EBITDA	708
Consolidated Net Leverage Ratio	3.4x

COMMENTS
<ul style="list-style-type: none"> Free cash flow seasonally strong in first quarter but this year especially robust due to increased invoicing/cash focus LTM Q1-20 cash conversion (free cash flow over adjusted EBITA) is 122% and 251% in Q1-20 isolated Consolidated leverage decreasing from 4.3x LTM Q3-2019 to 3.4x due to strong cash flow and increasing EBITDA





To conclude: Stability in times of uncertainty

- Quick adaption to the COVID-19 pandemic
- Growth driven both organically and by acquisitions, especially within service
- Stable order intake of small/mid projects and service assignments with few large projects
- Successfully concluded accelerated profitability programme supports margin expansion
- Cash conversion >100 per cent on a LTM basis
- Uncertain outlook despite underlying positive market drivers

Q&A



Assemblin. So that life runs smoothly everyday.

We use air, energy and water to make buildings work and make people feel comfortable. That is our mission and our driving force in all our assignments – big and small.



Our expertise and our commitment are our strengths

- Deep technical skills
- Geographical diversification – close to our customers
- Coordination of installation disciplines
- From design and installation to service
- 5,900 dedicated employees
- Proven processes and methods



Our vision is to create sustainable and smart installations, for people and by people.

