

# Assemblin Q3 2021

Investor presentation, November 4, 2021





**Mats Johansson**

*President and CEO, Assemblin*



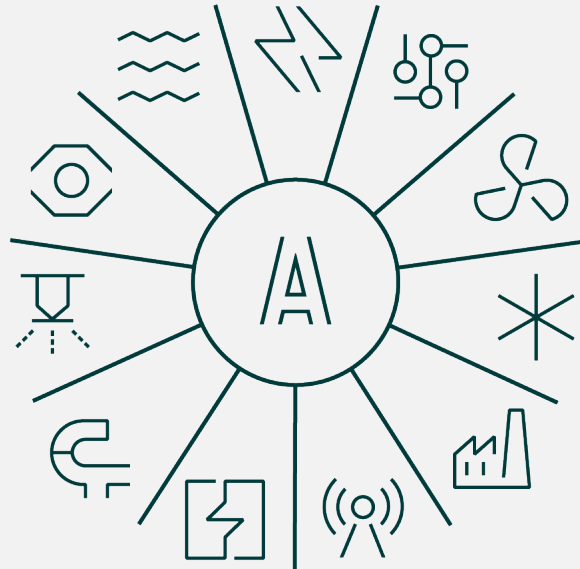
**Philip Carlsson**

*CFO, Assemblin*



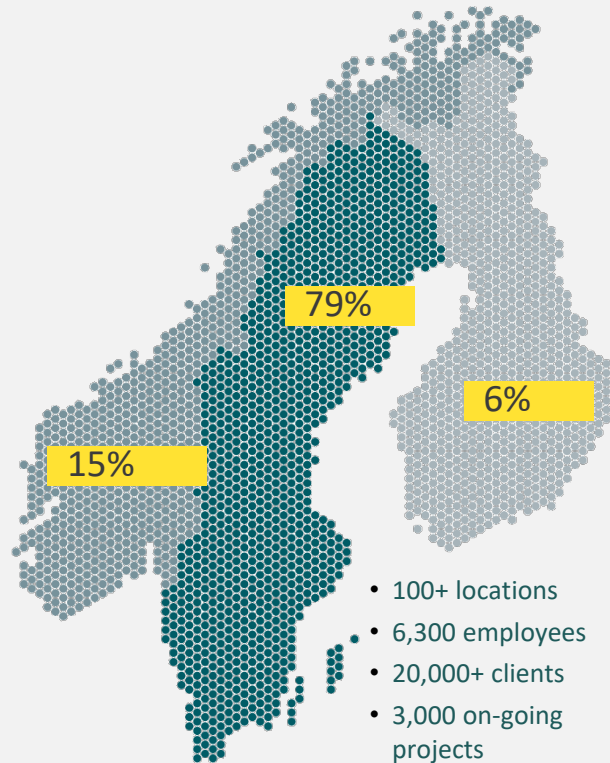
# A leading Nordic provider of smart & sustainable technical installation & service solutions

## Excellence in many areas of technology



- Electrical
- Heating & sanitation
- Ventilation
- BMS
- IMD
- Data and telecom
- Security
- Industrial pipes
- District heating
- Cooling
- Sprinklers
- Instruments
- Solar panels

## Strong local presence



- 100+ locations
- 6,300 employees
- 20,000+ clients
- 3,000 on-going projects
- 100,000 service assignments

## Stable financial performance (LTM Q3 2021)

NET SALES	SEK 10.1 bn
ADJ. EBITA-MARGIN	7.0%
CASH CONVERSION	109%
ORDER BACKLOG	SEK 9.1 bn

### SALES PER BUSINESS AREA



- Sweden Electrical 38 %
- Sweden H&S 28 %
- Sweden Ventilation 13 %
- Norway 15 %
- Finland 6 %

### SALES PER TYPE OF ASSIGNMENT

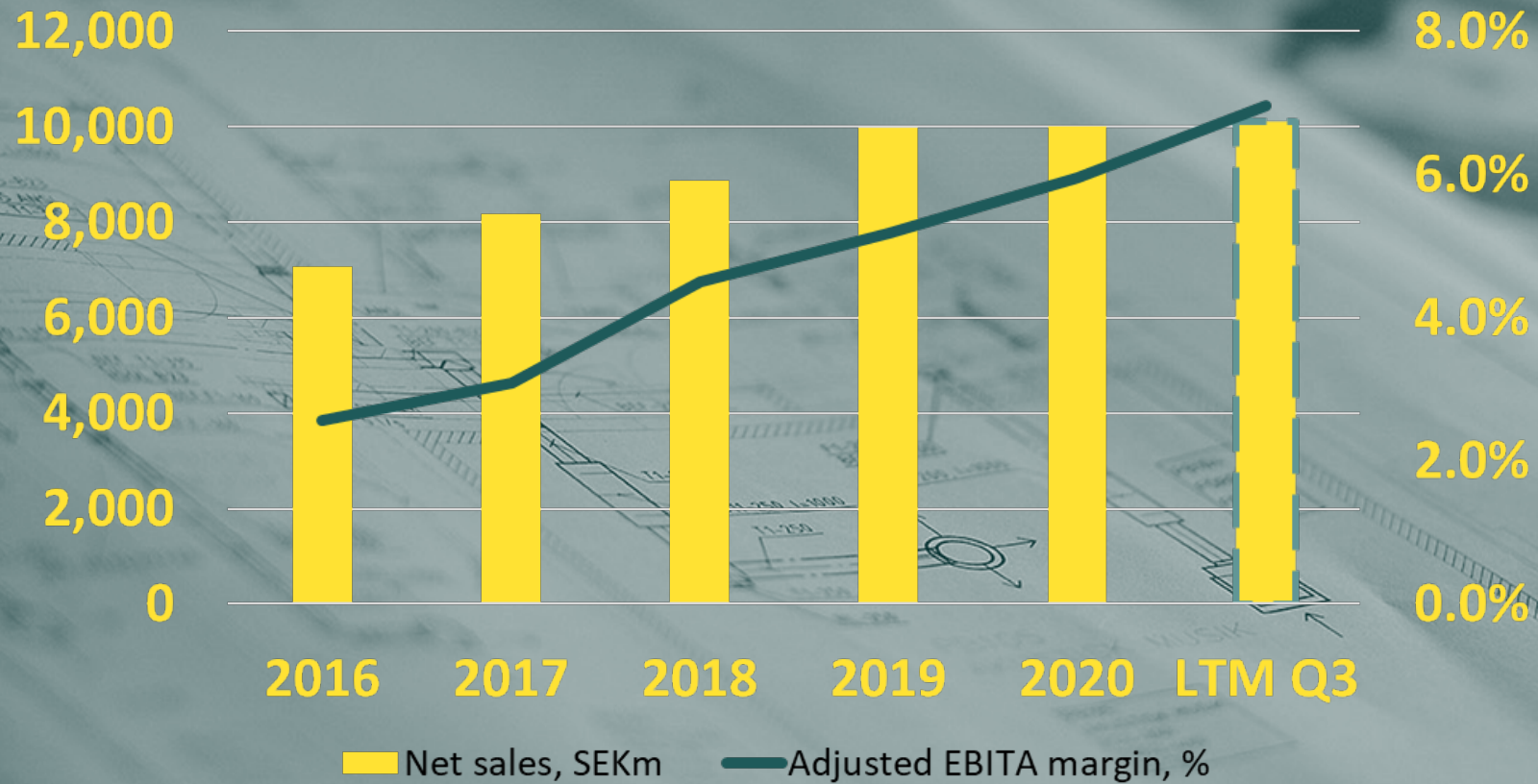


- Services 41%
- Projects 59%





# Our successful journey continues





# Key highlights Q3 2021: Continued increased profitability and growth in green technology and smart buildings

## FINANCIAL HIGHLIGHTS

- Net sales SEK 2,296 m **+5.9%**
- Order intake SEK 2,499 m **+25.7%**
- Adj EBITA SEK 160 m
- Adj EBITA margin 7.0% **+1.7 pp**
- Cash conversion LTM 109%

## OPERATIONAL HIGHLIGHTS

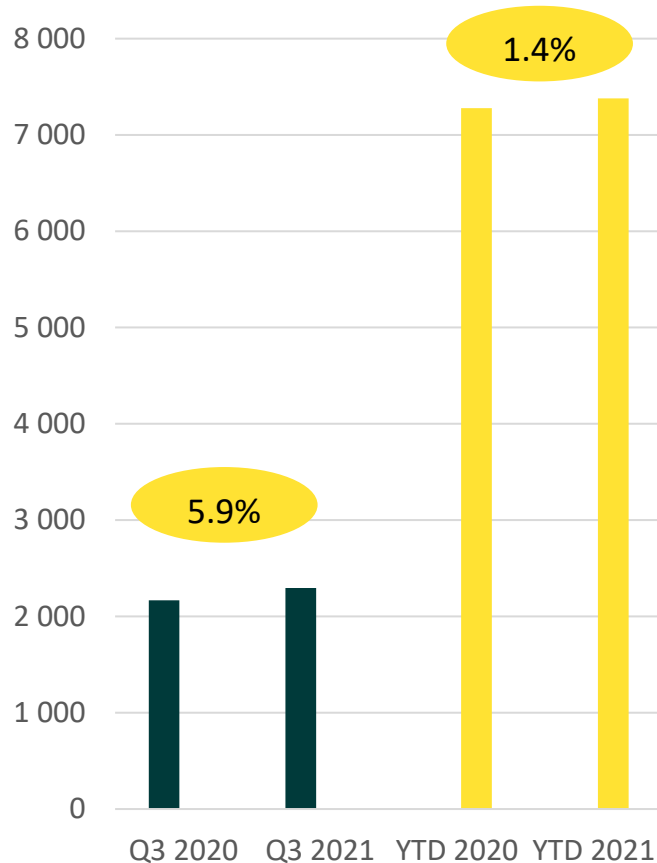
- Increased profitability with stable cash flow
- Strong order intake and strong order backlog in an improved market
- Seven acquisitions strengthening our green technology and smart building capabilities
  - In total 538 employees and annual sales of SEK 1,144 m
  - Divestment of parts of Finland automation (Assemblin Finland)



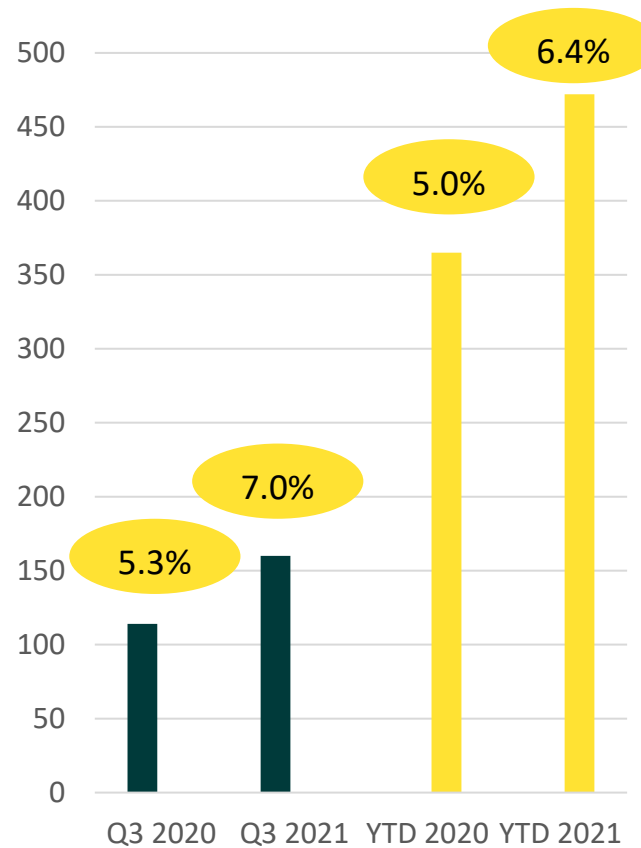


# Growth and profitability

NET SALES SEKm / GROWTH %



ADJ EBITA SEKm / EBITA MARGIN %



COMMENTS

## Key highlights in Q3

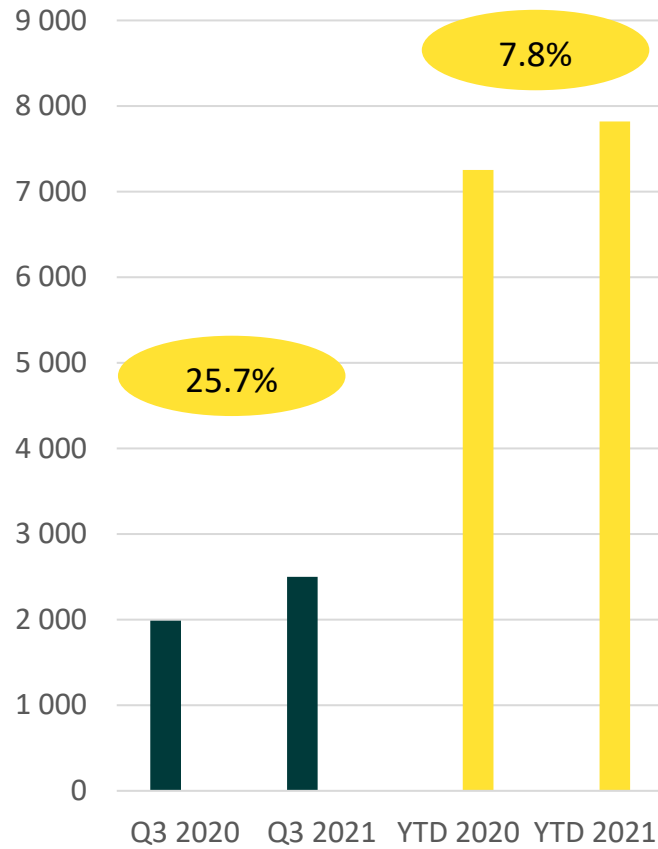
- Positive growth driven by acquisitions
  - 4.4 % organic
  - +10.2 % acquired
  - +0.2 % FX effect
- Share of service assignment increased to 42 (40) per cent
- Continued margin expansion (7.0 per cent)



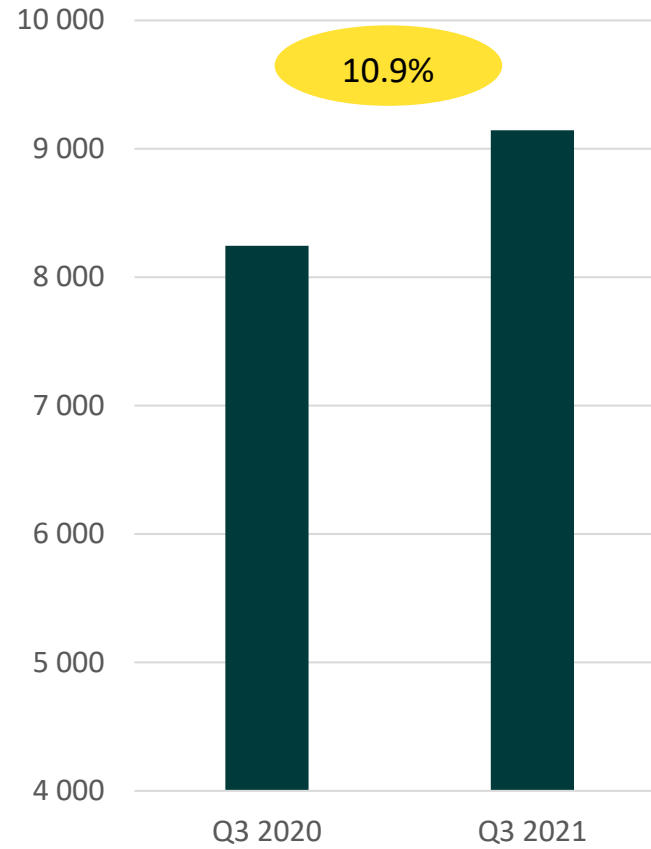


# Order intake and order backlog

## ORDER INTAKE SEKm / GROWTH %



## ORDER BACKLOG SEKm / GROWTH %



## COMMENTS

- Increased order intake in Q3 amounting to 2,495 (1,988) MSEK driven by small- and mid-sized projects
- Order backlog increased to record high 9,144 (8,245) MSEK





# Complementary and strategic acquisitions

## ACQUISITIONS Q1

- TIS EI in Karlstad (Assemblin Electrical)
- Åby Eltjänst in Norrköping (Assemblin Electrical)
- EA Installationer in Trelleborg (Assemblin Electrical)
- Vantec System (Assemblin H&S)
- NOR Klima T. Svendsen (Assemblin Norway)

IN TOTAL  
Acquired sales: SEK 200 m

## ACQUISITIONS AND DIVESTMENTS Q2

- J. Wretvall Rörservice (Assemblin H&S)
- Hemsedal VVS (Assemblin Norway)
- Electrotec Energy (Assemblin Electrical)
- Divestment of Elechtromechanical WS (Assemblin Electrical)

IN TOTAL  
Acquired sales: SEK 155 m  
Divested sales: SEK 90 m

## ACQUISITIONS AND DIVESTMENTS Q3

- Hallingdal Varme Og Sanitaer (Assemblin Norway)
- Suomen Teollisuuskylmä (Assemblin Finland)
- Norrköpings Låsverkstad (Assemblin EI)
- Tom Allen Senera (Assemblin Finland)
- Fidelix (Assemblin Finland)
- Säkra Fastigheter (Assemblin EI)
- Roslagens Värmemontage (Assemblin VS)
- Divestment of parts of Finland automation (Assemblin Finland)

IN TOTAL  
Acquired sales: SEK 1,144 m  
Divested sales: SEK 100 m

## ACQUISITIONS Q4 (SO FAR)

- Grillby & F100 (Assemblin VS)
- Eltex Sähkö ja Automaatio Oy (Finland)

IN TOTAL  
Acquired sales: SEK 70 m

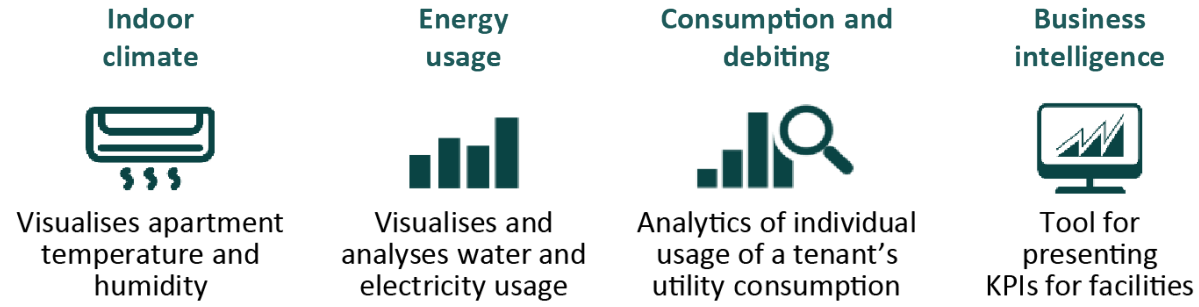






# Assemblin is now #1 when it comes to smart building capabilities





**Collection of millions of data points from individual apartments**

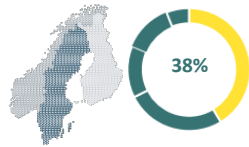




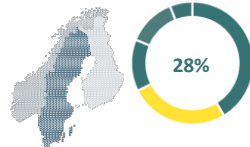
# Business area development in Q3

## SWEDEN

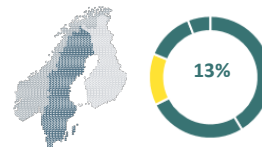
### ASSEMBLIN ELECTRICAL



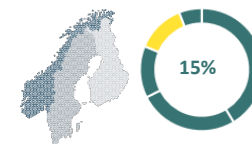
### ASSEMBLIN H&S



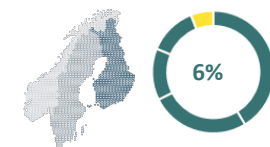
### ASSEMBLIN VENT.



### ASSEMBLIN NORWAY



### ASSEMBLIN FINLAND



	Q3 2021	LTM	Q3 2021	LTM	Q3 2021	LTM	Q3 2021	LTM	Q3 2021	LTM
Net sales, SEK m	840	3,945	620	2,832	291	1,364	364	1,524	215	622
Growth, %	0.1	-4.9	9.7	6.6	-3.6	1.0	1.7	4.1	68.9	2.9
Adj EBITA, SEK m	38	243	51	217	17	91	32	130	19	31
Adj EBITA margin, %	4.5	6.2	8.2	7.7	6.0	6.6	8.9	8.5	8.8	4.9
FTE	2,707	2,769	1,406	1,433	538	546	805	769	367	326

- In Q3 we have seen an improving market across Sweden although lower sales than last year due to unit restructuring (mainly performed Q3-20)
- Significantly we are increasing EBITA in absolute terms and thus driving to our goal of increased margins

An improving market but margins not reaching quite as high as Q3-2020

A significant positive impact from acquisitions but also a stronger underlying business

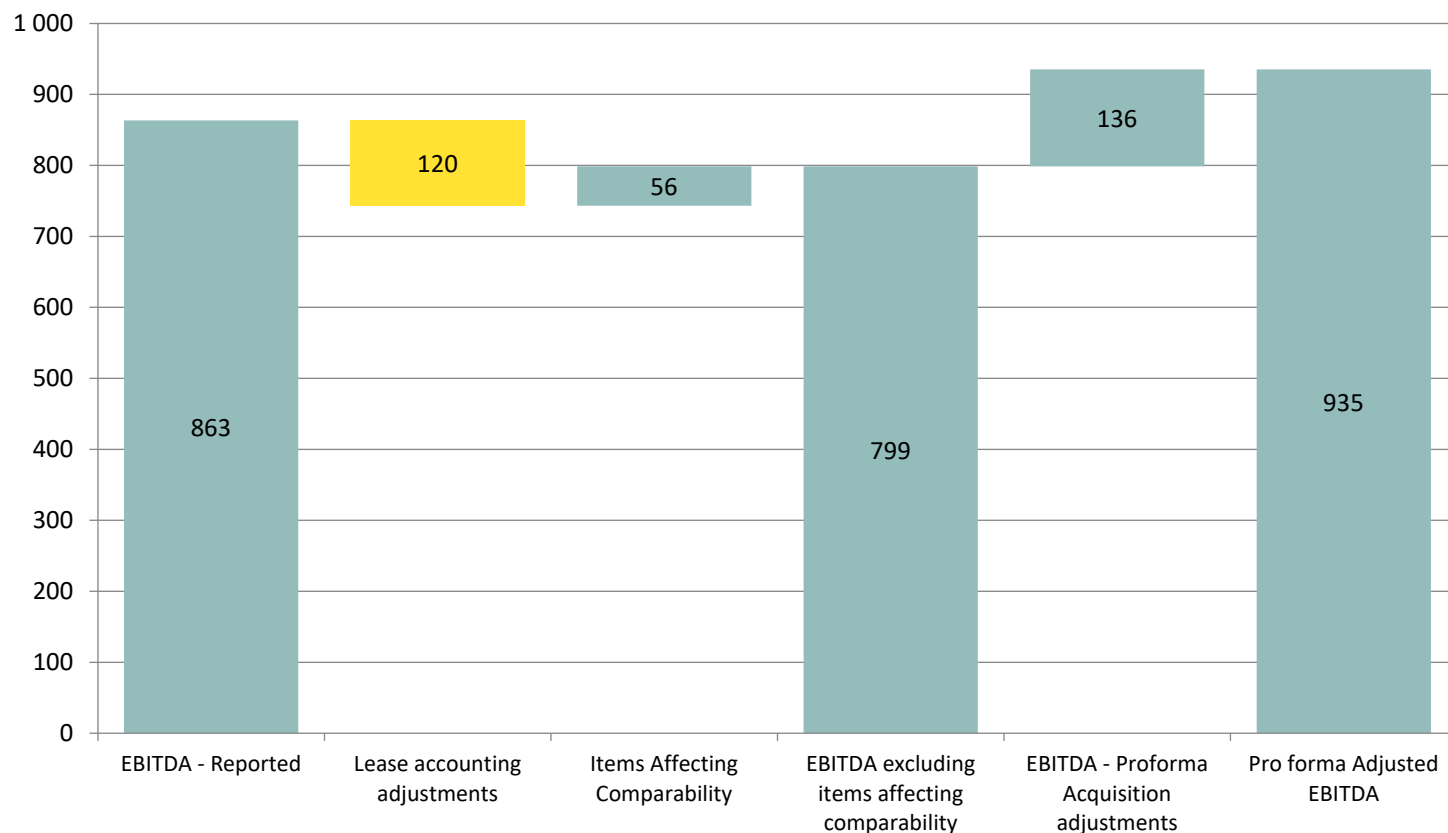




# LTM Pro forma adjusted EBITDA

Consolidated net leverage ratio

4.0x



## COMMENTS

- Reported EBITDA adjusted to exclude the effect of implementing IFRS16
- Items affecting comparability comprising significant both positive and negative items in the quarter
- Acquisition adjustments reflects the full twelve-month estimated impact of M&A completed prior to 1 October 2021
- For this quarter we have included LTM revenue (SEK 11 193m) and LTM adjusted EBITA (SEK 826m) on a pro forma basis due to the significant quantum of acquisitions closed in the quarter





# Cash flow and net debt

SEK m	LTM Q3 2021
<b>Adjusted EBITDA</b>	<b>919</b>
Lease accounting adjustments	-120
Change to NWC adj for non cash items	53
Net Capex, incl vehicle leasing capex	-86
<b>Free Cash Flow</b>	<b>766</b>
<b><i>Cash conversion (FCF / Adj. EBITA)</i></b>	<b><i>109%</i></b>
<hr/>	
Consolidated net leverage	3,758
Pro forma Adjusted EBITDA	935
<b>Consolidated Net Leverage Ratio</b>	<b>4.0x</b>

COMMENTS
<ul style="list-style-type: none"><li>• LTM Q3-21 cash conversion (free cash flow over adjusted EBITA) is 109%</li><li>• Consolidated leverage increased from 3.1x to 4.0x due to funding large acquisitions, namely Fidelix and Tom Allen Senera</li></ul>





To conclude:

## **Continued increased profitability and growth in green technology and smart buildings**

- Increased profitability and stable cash flow
- Strong order intake and record high order backlog
- Growth underpinned by successful acquisitions although impacted by run-off of unprofitable operations
- Continued high acquisition rate – strategic acquisitions strengthening our capacity in BMS and green technology
- Favourable prospects in an improved market





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

