

Fagerhult Group

# Company presentation

July 2023

[www.fagerhultgroup.com](http://www.fagerhultgroup.com)



## How it all started

Brightening up people's lives inspired Bertil Svensson to found Fagerhult in 1945. Today, Fagerhult Group is one of Europe's leading lighting companies with 4,100 employees in 27 countries. We consist of 12 brands organized into four business areas – Collection, Premium, Professional and Infrastructure.

All our brands produce high-quality professional lighting solutions and we work mainly on specifications together with our partners. Together we cover almost every professional lighting application and our presence is worldwide.



## From local to international

We have 85 years of lighting knowledge and experience with a history rooted in southern Sweden. Over the years, we have attracted some of the world's leading lighting companies.

Today, Fagerhult Group consists of twelve equally successful brands who share extensive experience and future-facing technology to continue to pioneer professional lighting solutions.



# Vision and mission

## **Vision**

A world enhanced by light.

## **Mission**

Together we innovate to deliver professional lighting solutions that are circular and climate-positive and contribute to better lives.



## Value proposition

Fagerhult Group understands the importance of light for better living. We innovate to deliver professional lighting solutions and every Fagerhult Group company has its own unique offering, able to deliver to a customer's standard or bespoke requirements.

Our team understands that everyone benefits from co-creation and collaboration, and we are excited to work together with our colleagues and partners to contribute to more valuable professional environments.

Our society is important to us, and we will always work as one to protect our planet, and to enhance the environment and quality of life for all, through the quality of light.



# Our Business Areas

## Collection

Exceptional lighting solutions for architectural applications worldwide.

ateljé Lyktan

iGuzzini

LED LINEAR

we-ef

## Premium

Lighting solutions for all European markets and for global customers.

FAGERHULT



## Professional

Lighting solutions for selected applications, tailored to local market requirements.

ARLIGHT



## Infrastructure

Specialty lighting solutions for critical infrastructure and industrial applications.

designplan  
LIGHTING

VALO

VEKO  
LIGHTSYSTEMS

# Our business areas

Turn-over 2022



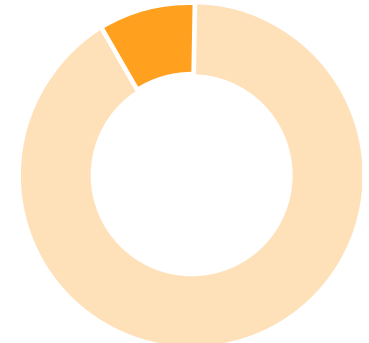
Collection  
3,854 MSEK



Premium  
2,814 MSEK



Professional  
1,019 MSEK



Infrastructure  
909 MSEK

# Our application areas



Offices



Education



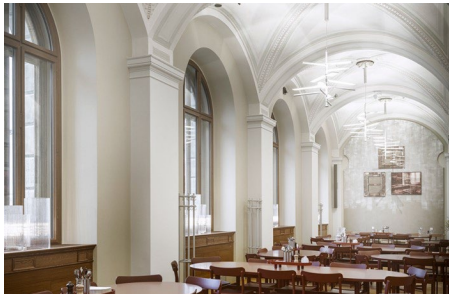
Healthcare



Retail



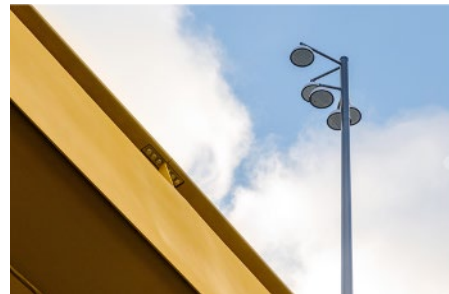
Hospitality & Residential



Culture



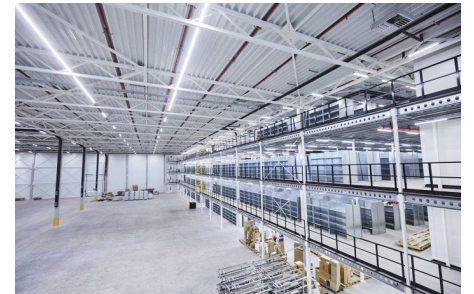
Urban spaces



Street & Pathways



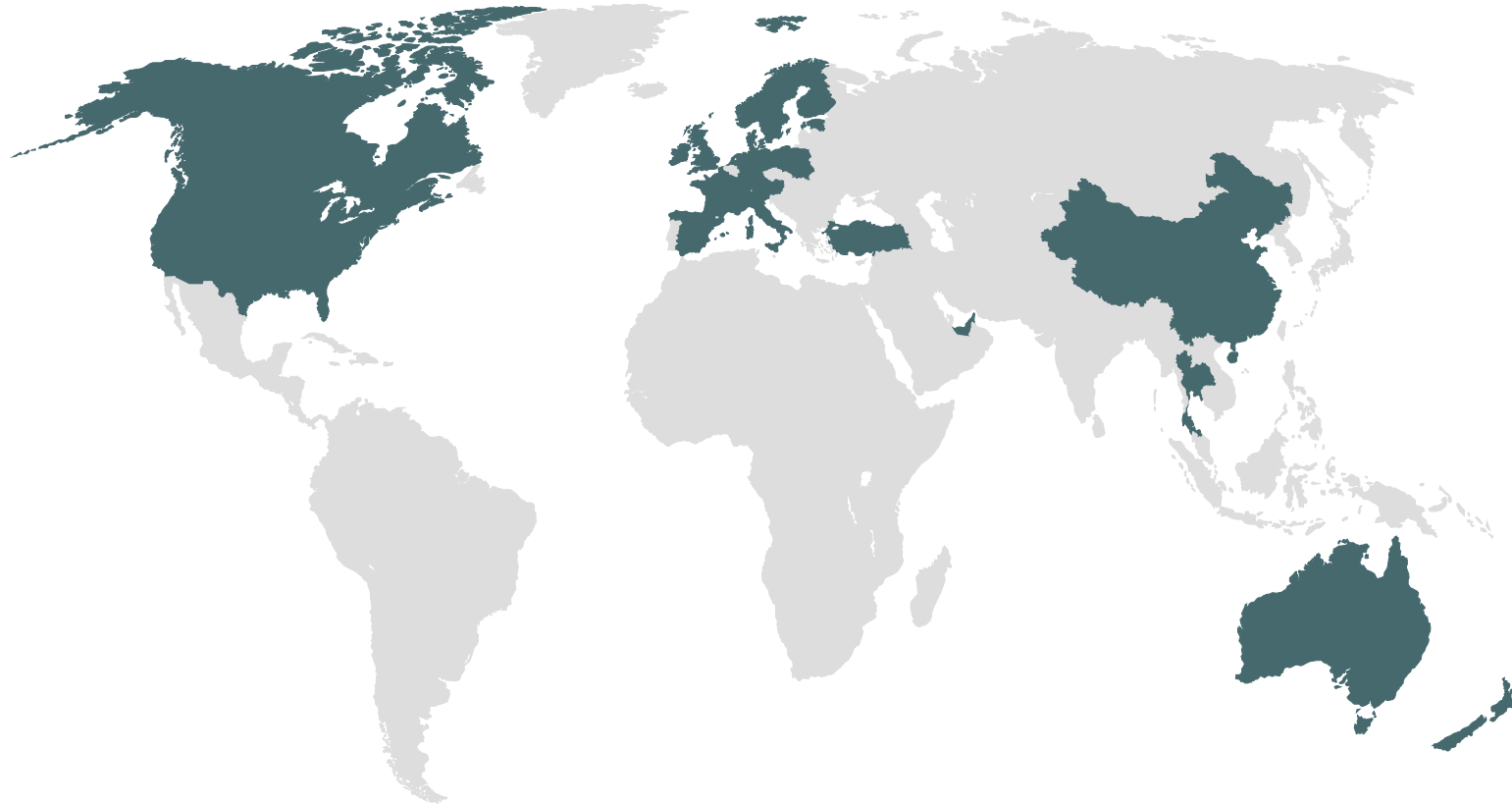
Critical Infrastructure



Industry & Distribution



# We are global with a strong presence in Europe where we are among top 3



## Market shares in Europe

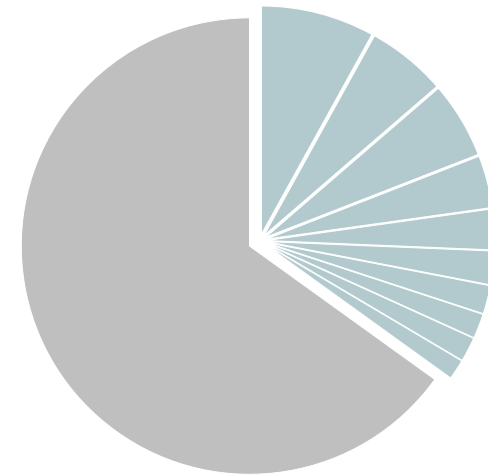
Top 3 players for Professional\*  
Lighting



Fagerhult Group

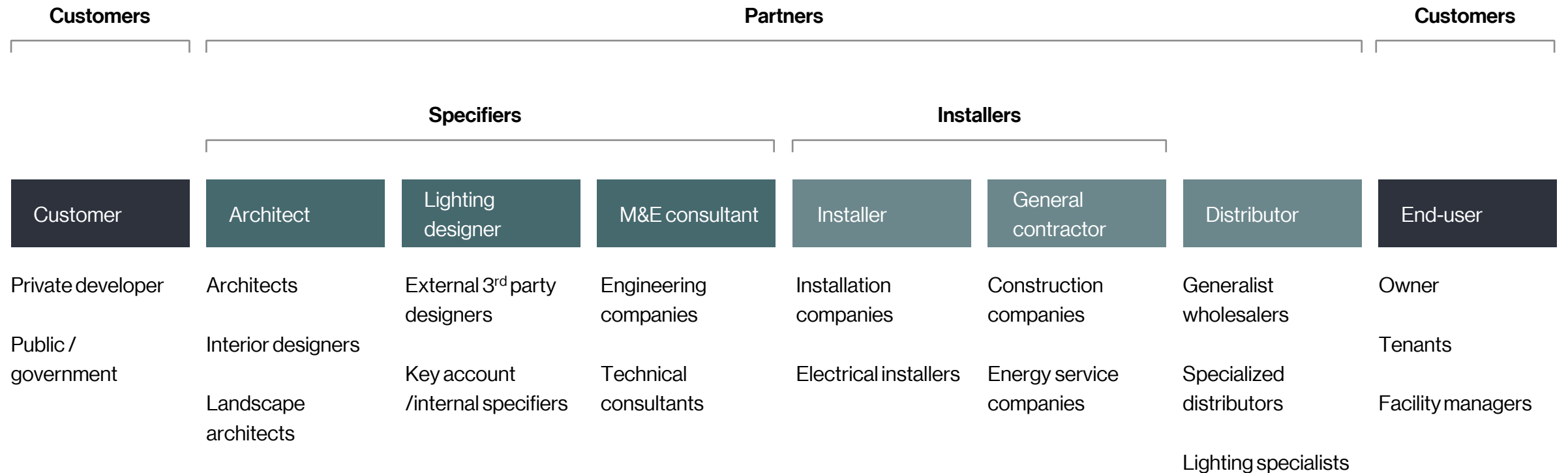


Defragmented European market,  
top 10 only having 30% of the market





# Our stakeholders and partners

## Working with specifiers



# Our business model is based on our Business Areas and Group focus areas



- Purpose to increase collaboration and leverage market opportunities for organic growth
- Main Group focus areas with a common agenda:
  - Connectivity  
  - Innovation
  - Sustainability
  - People & Culture

# Group initiatives defined by main market trends

## Market trends



### Sustainable

More sustainable solutions, both minimizing energy consumption and manufactured responsible



### Human

Increasing human well-being, both recognizing peoples' preferences and enhancing environments



### Smart

Lighting as integrated part of the emerging eco-systems for smart building and cities



# The demand for connectivity comes from the market

## Market trends

## Connectivity



Sustainable



Significant energy savings from presence detection and smart lighting control

~70% energy savings\*



Human



Adopt the lighting to specific situations and chosen preferences by tenants and users

Increased well-being



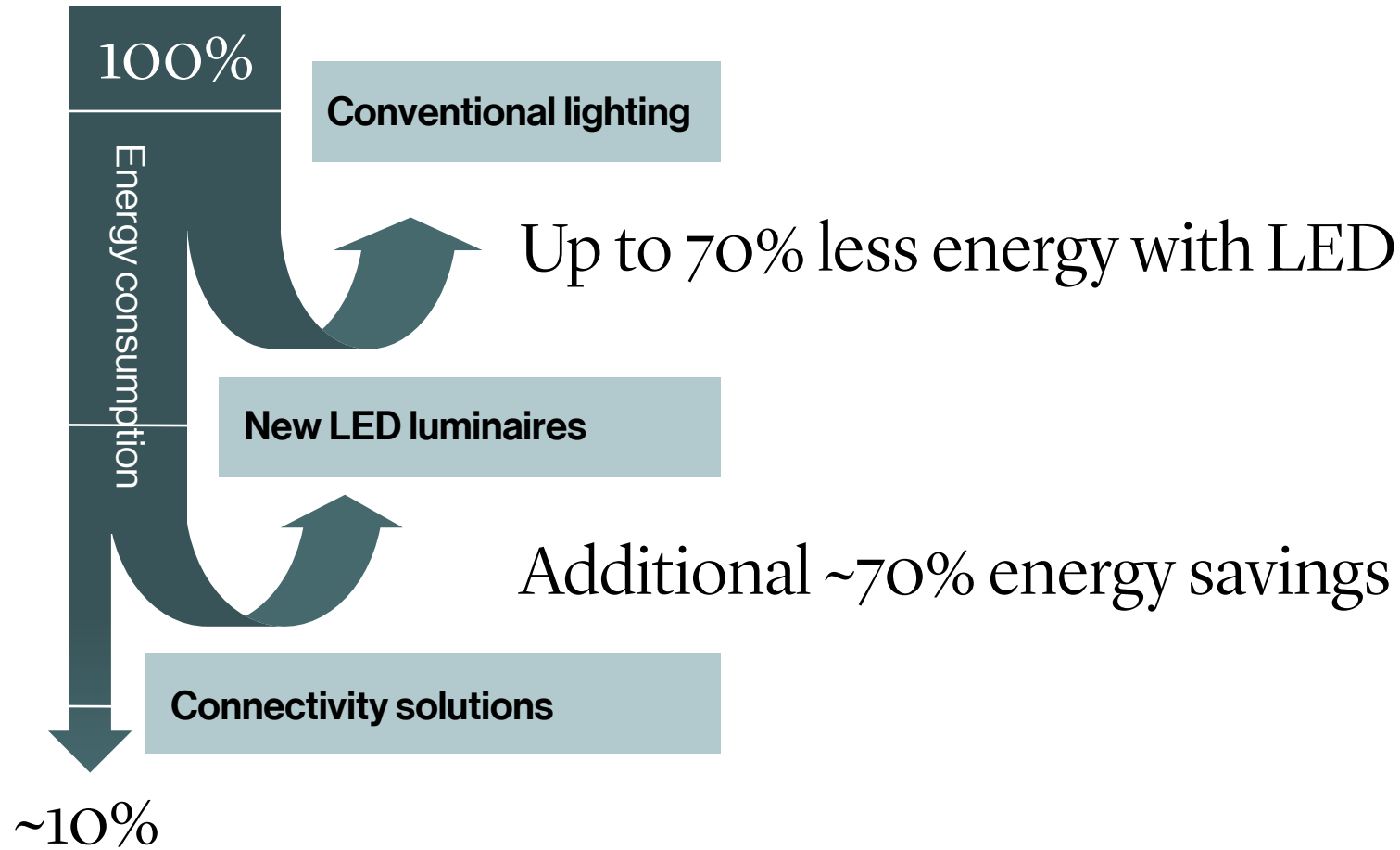
Smart



Added functionality by making use of built-in sensors and data in other connected systems

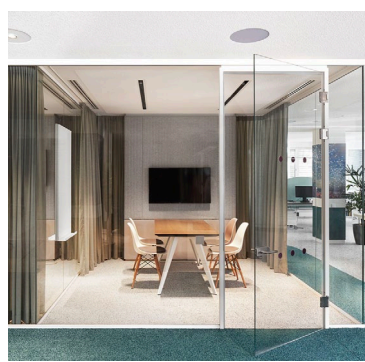
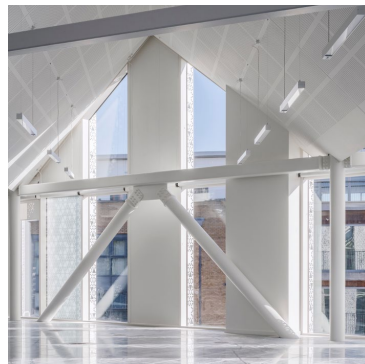
New opportunities

# Connectivity solutions brings additional savings to already efficient LED luminaires



# We have two Connectivity solutions within the Group

## organic response



### Same basic principles:



Energy savings with presence detection

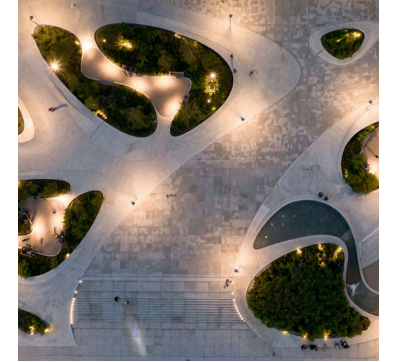


Easy installation



Open systems for integrations and partnerships

## citygrid



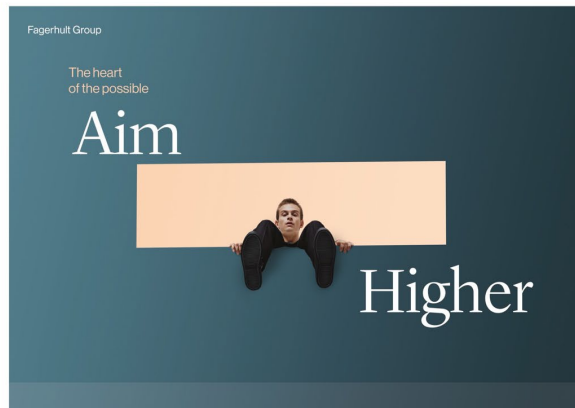
## New sustainability agenda launched with clear next steps

- Strategy launch to further inspire and engage
- Create Carbon emission baseline, Scope 1-3
- Refine Taxonomy reporting, 99% eligible
- Develop Diversity & Inclusion strategy



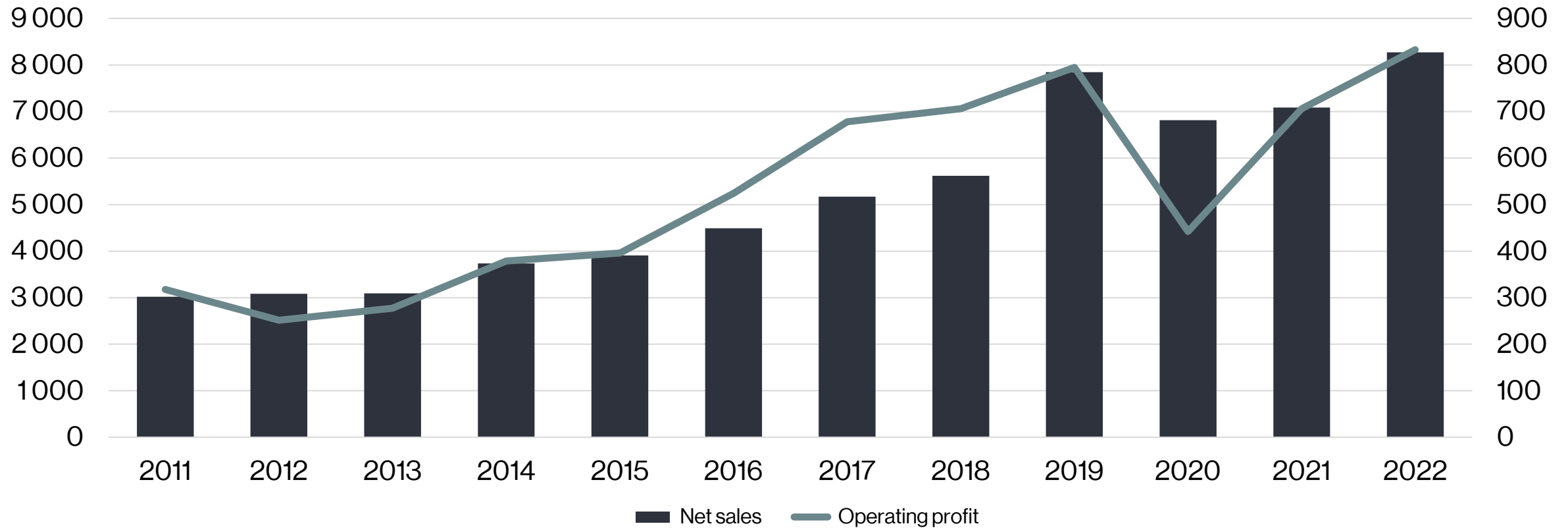


# Group Core values



“If you believe in people  
you believe in values.”

## Fagerhult Group financial development 2010-2022



## Second quarter 2023

### **Sales development**

- Organic growth at 0,4% to 2,147 MSEK
- Different activity levels in different geographic markets and applications

### **Operating margin**

- Positive gross and operating margin development, pricing improvements continue
- Increased operating margin to 9,4% (9,1%)

### **Mega-trends remains positive for the Group**

**Momentum grows in renovation and refurbishment, driven by ban of fluorescent lamps**

**Steady progress on our strategic focus areas**



## Q2 2023 in figures

**Order intake: 2 107 MSEK (2 183)**

-8,6% organic

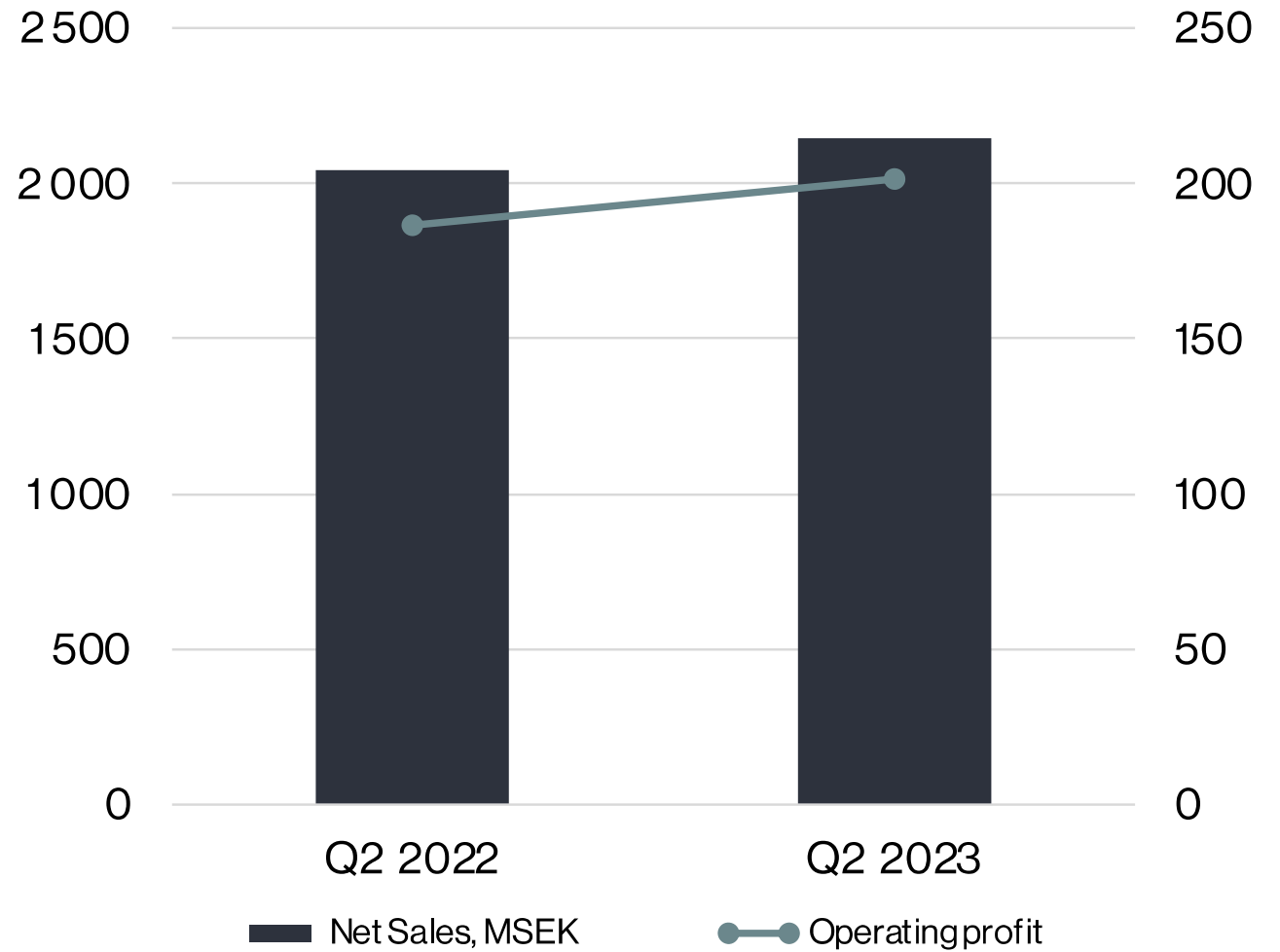
**Net sales: 2 147 MSEK (2 045)**

+0,4% organic

**Operating profit: 202 MSEK (187)**

**Operating margin: 9,4% (9,1%)**

**Earnings per share: 0,68 SEK (0,74)**



## YTD 2023 in figures

**Order intake: 4 286 MSEK (4 388)**

-6,4% organic

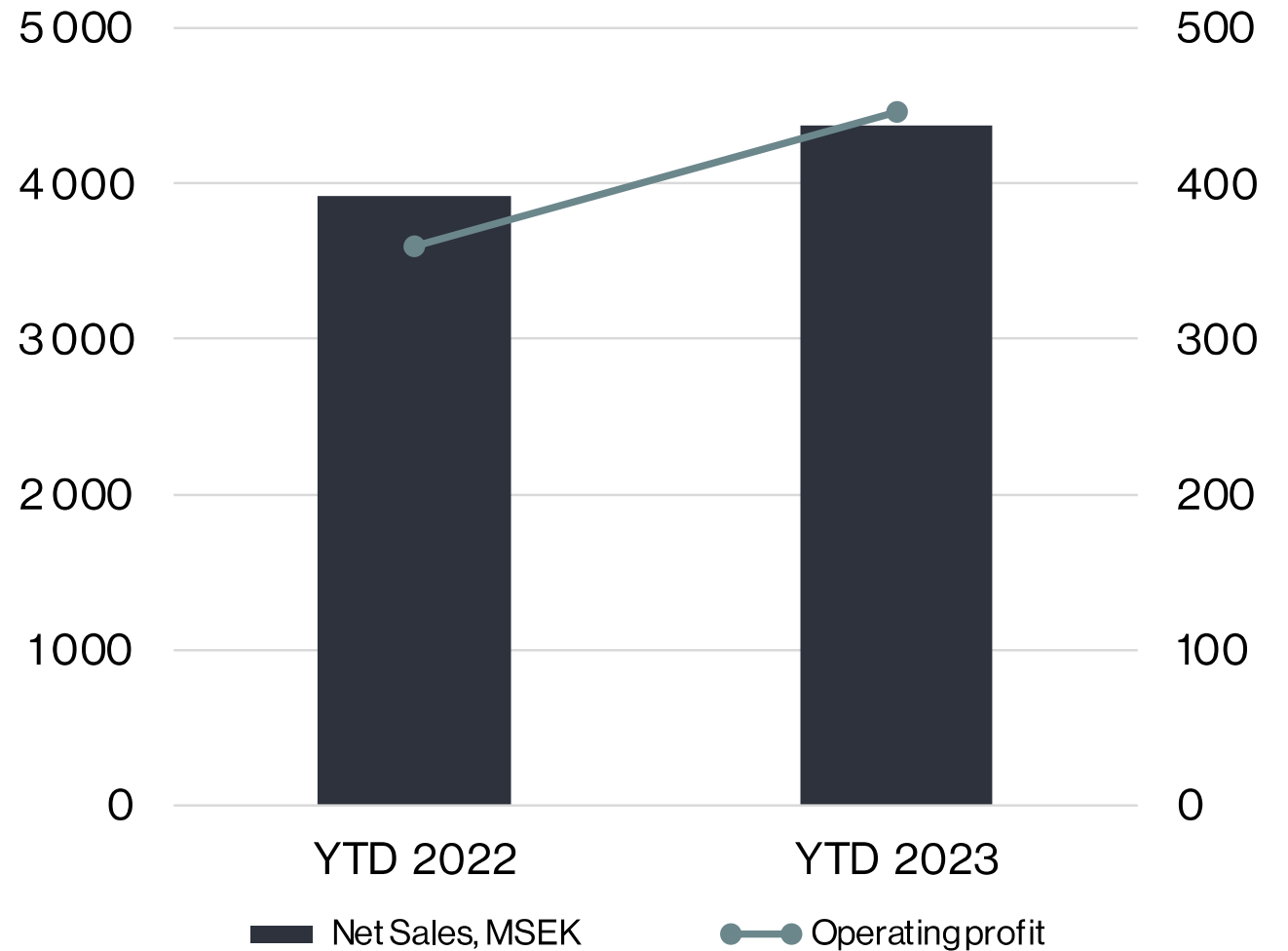
**Net sales: 4 371 MSEK (3 917)**

+7,0% organic

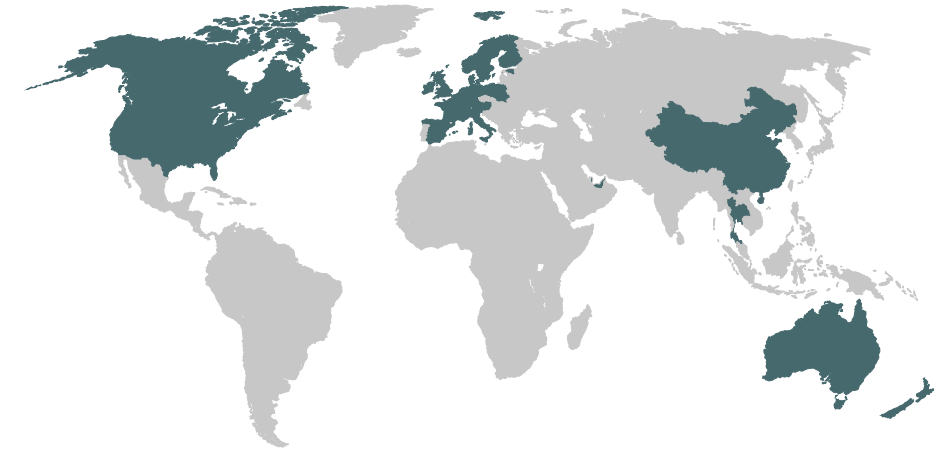
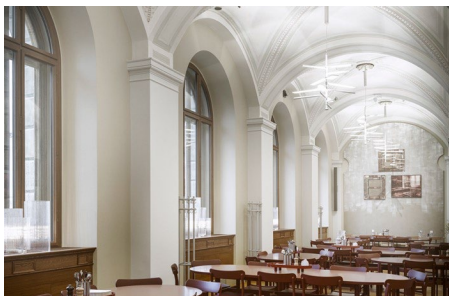
**Operating profit: 446 MSEK (360)**

**Operating margin: 10,2% (9,2%)**

**Earnings per share: 1,57 SEK (1,42)**



Collection **ateljé Lyktan** **iGuzzini** **LED LINEAR** **we-ef**



Culture, Hospitality, High-end residential, Urban landscape



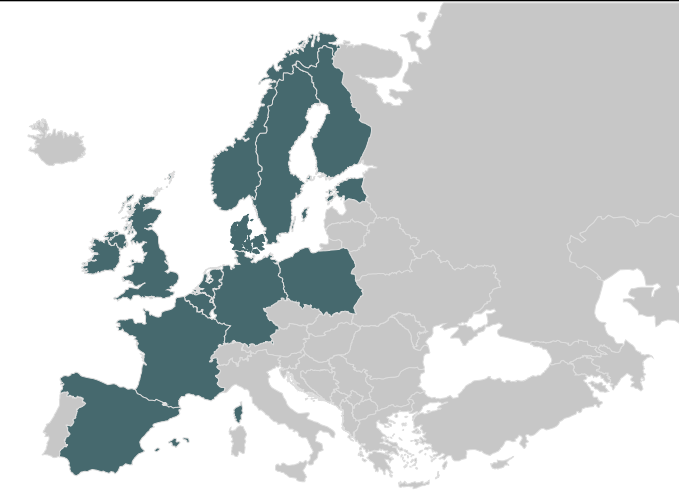
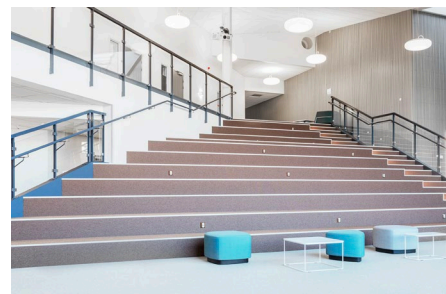
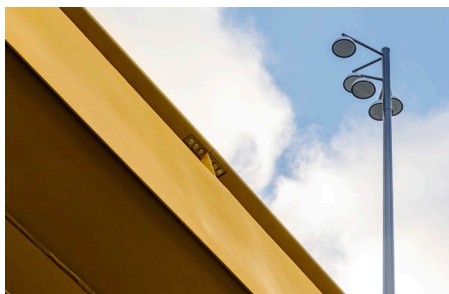
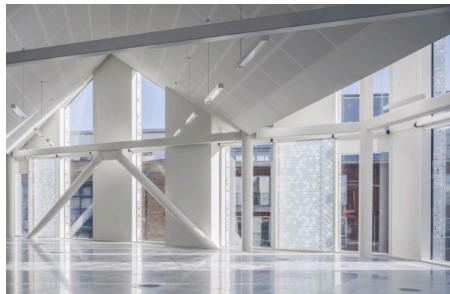
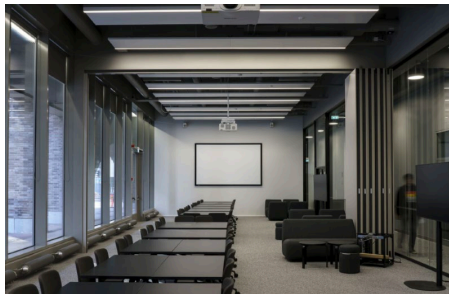
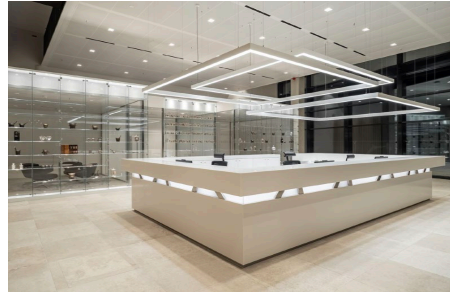
Working with global community of architects and lighting designers



- Leverage Collection global footprint to grow
- Specific North American growth strategy

# Premium

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Office, Education,  
Healthcare, Retail and  
selected outdoor areas

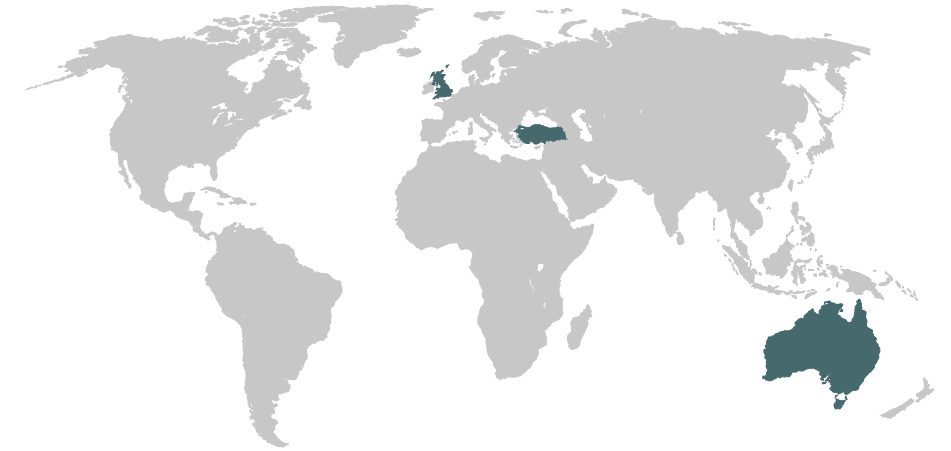
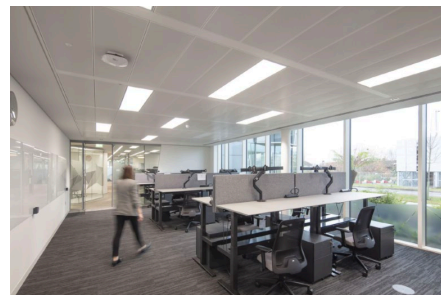
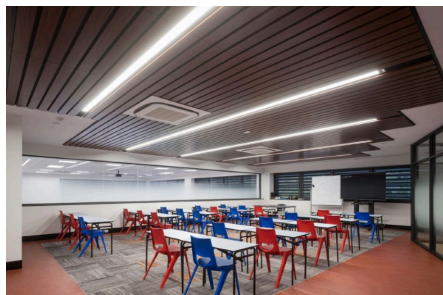
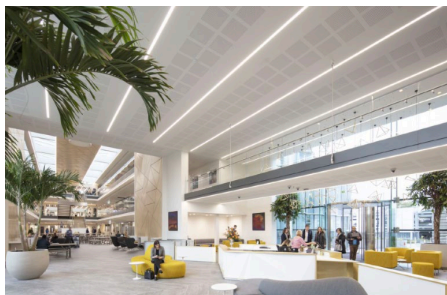
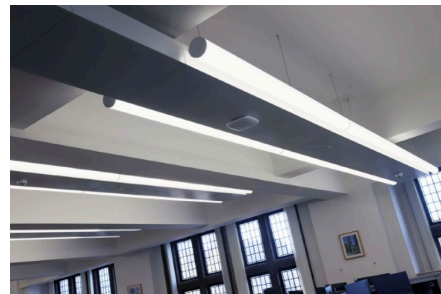
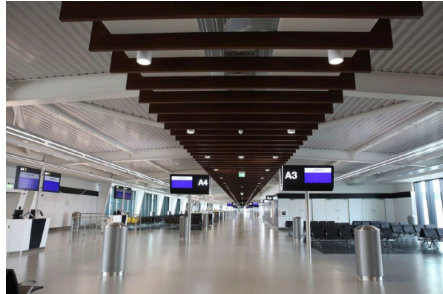
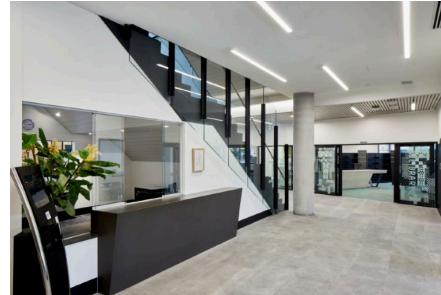


Working with lighting  
designers, electrical  
consultants and installers



- Strengthen existing markets within focus segments
- Grow in specific European markets, e.g. DACH-region

# Professional



Office, Education and Healthcare



Working with electrical consultants, installers and construction companies



- Focus on key segments and new technologies
- Strengthen position as most sustainable partner

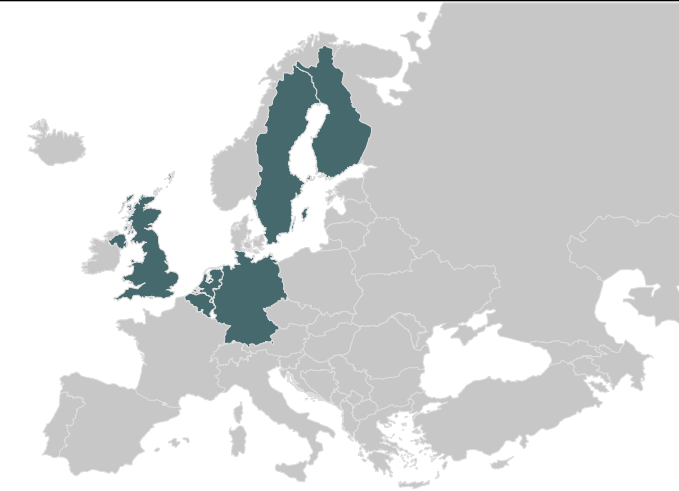
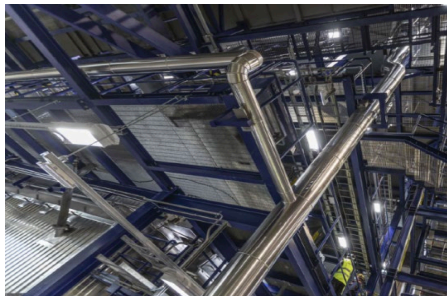
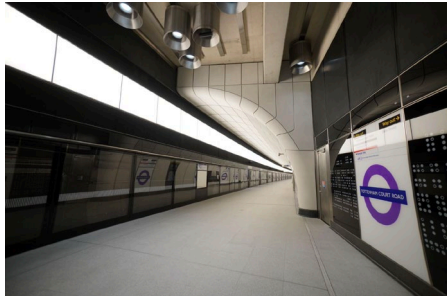
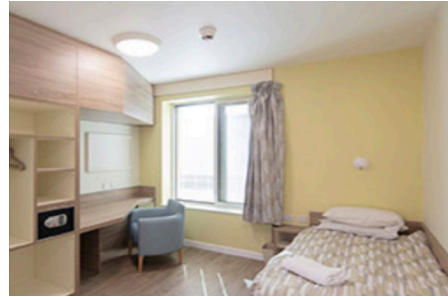


# Infrastructure

designplan  
LIGHTING

VALO

VEKO  
LIGHTSYSTEMS



Critical Infrastructure,  
Industry and Distribution  
centres



Working with electrical  
consultants and installers



- Expand product offering within focus segments
- Grow in selected European markets

## Group Management Team



**Bodil Sonesson**  
President and CEO



**Michael Wood**  
Chief Financial  
Officer

### Group functions



**Andrea Gageik**  
Chief People  
Officer



**Johan Lembre**  
Chief Technology  
Officer



**Anders Fransson**  
Chief Sustainability  
Officer



**Michael Brüer**  
Chief Strategy and  
Communication Officer

### Business area responsible



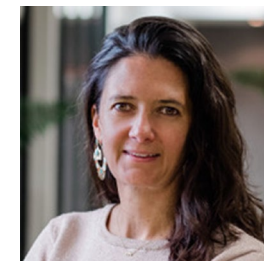
**Edwin Roobol**  
Head of Business  
Area Collection  
(starting Sep 1<sup>st</sup>)



**Frank Augustsson**  
Head of Business  
Area Premium



**Michael Wood**  
acting Head of  
Business Area  
Professional



**Stéphanie Praloran**  
Head of Business Area  
Infrastructure