

Fagerhult Group

We light up your world

Q4 2021 presentation

February 24th 2022

www.fagerhultgroup.com



Fourth quarter

Sales development

- Continued good recovery with increased market activity
- Strong organic order intake and record high order backlog

Operating margin

- Good profitability levels, full year at double-digit
- Cost control and increased industrial margins

Continued supply chain challenges

Identified sustainability target areas

200 000 installed Organic Response nodes since launch



Q4 2021 in figures

Order intake: 1 802 MSEK (1 537)

+15,8% organic

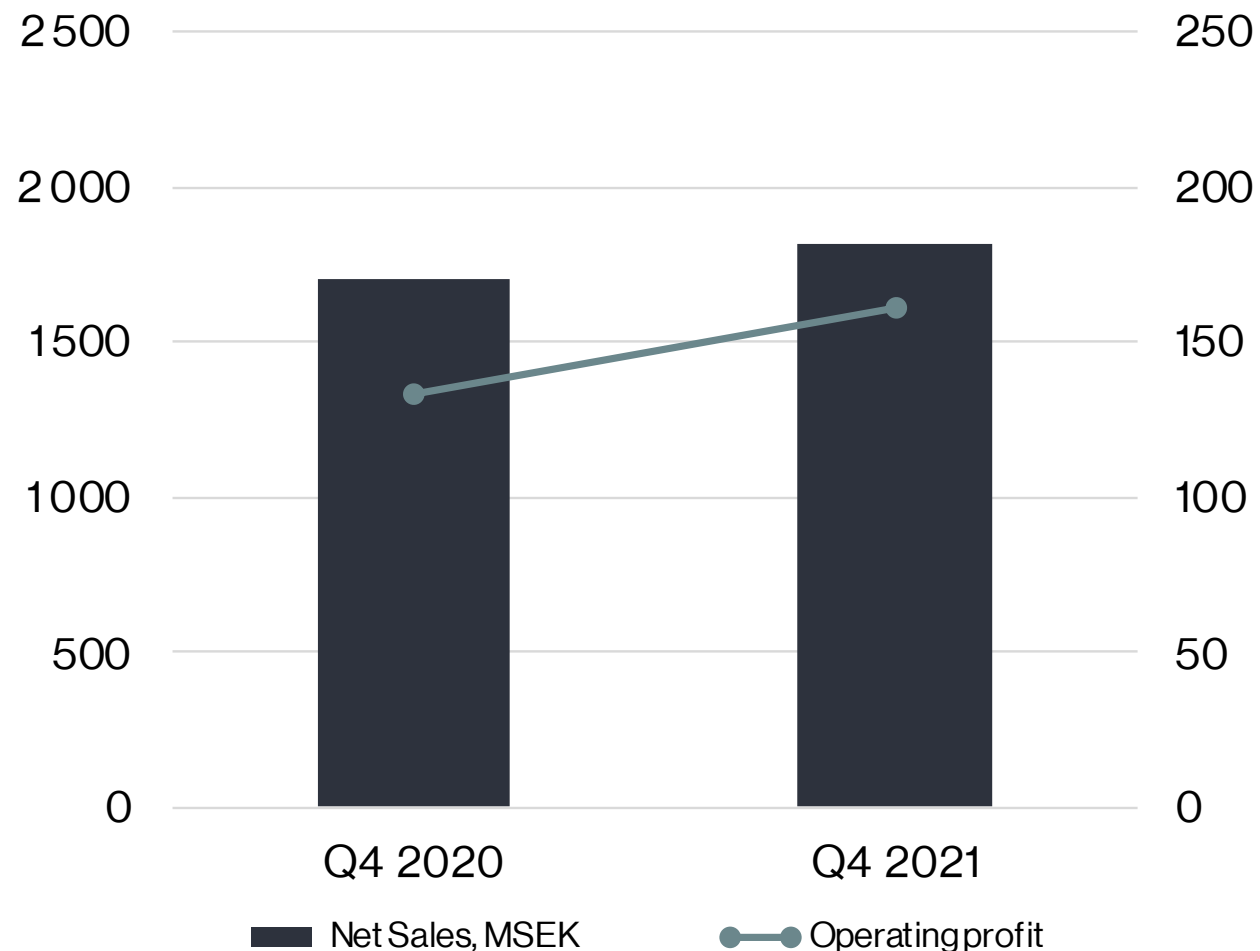
Net sales: 1 820 MSEK (1 701)

+6,9% organic

Operating profit: 161,1 MSEK (133,7¹)

Operating margin: 8,9% (7,9%¹)

Earnings per share: 0,61 SEK (0,28²)



Full year 2021 in figures

Order intake: 7 674 MSEK (7 002)

+13,0% organic

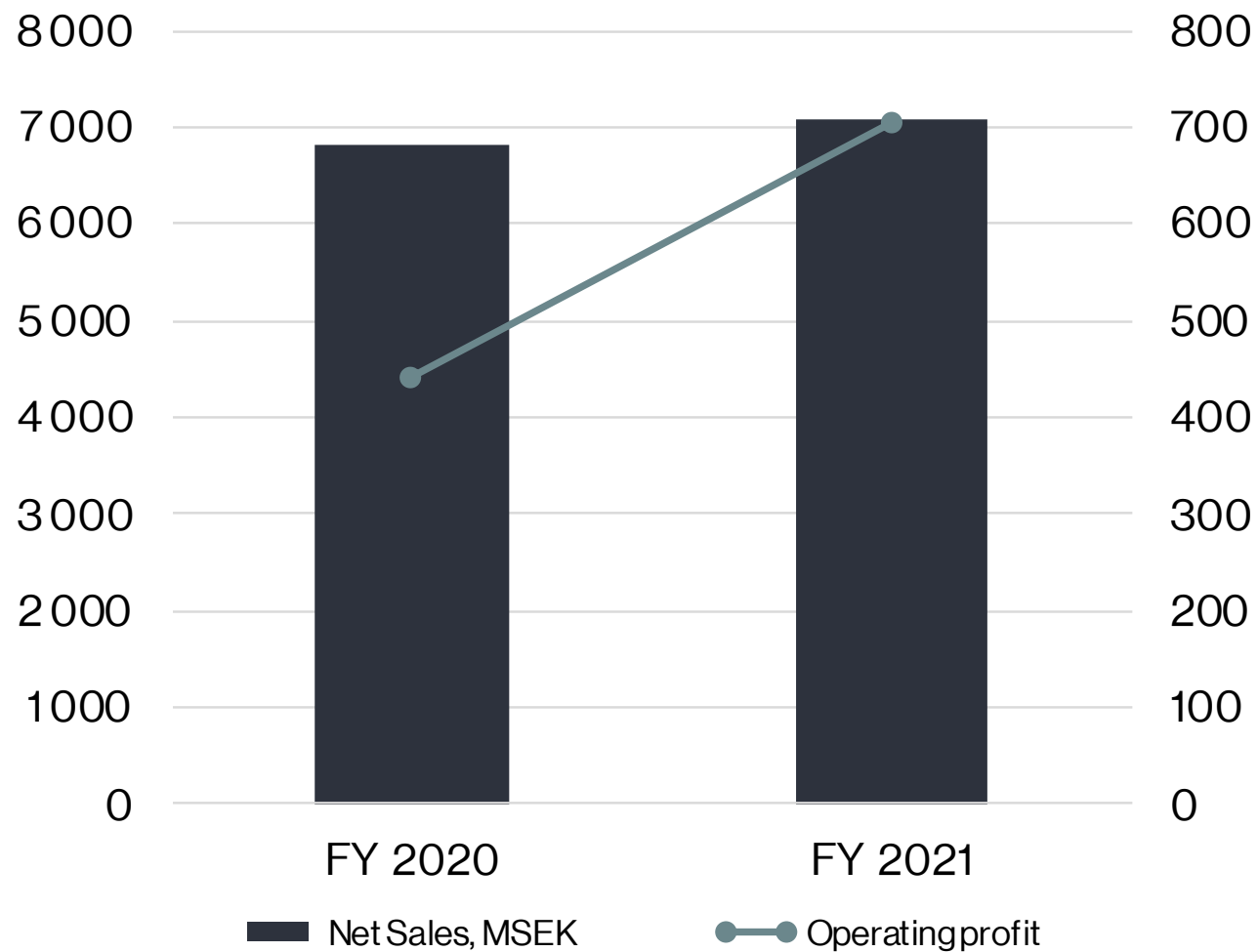
Net sales: 7 088 MSEK (6 816)

+7,4% organic

Operating profit: 706,4 MSEK (442,1¹)

Operating margin: 10,0% (6,5%¹)

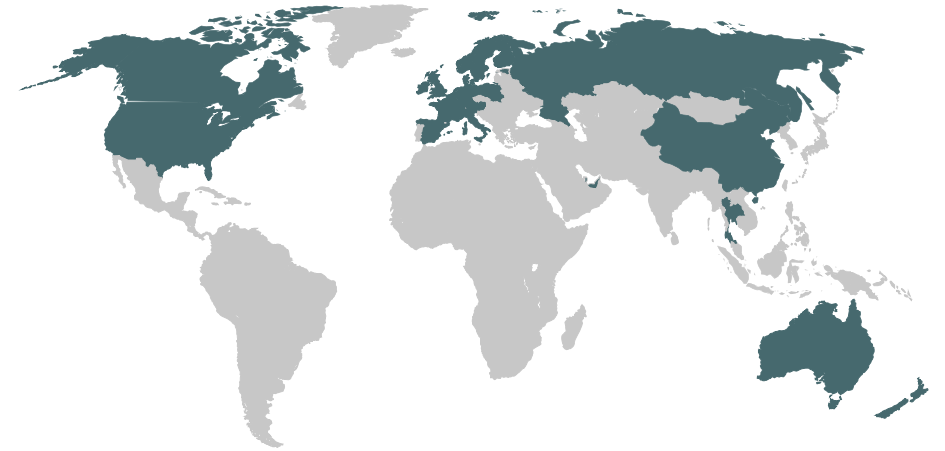
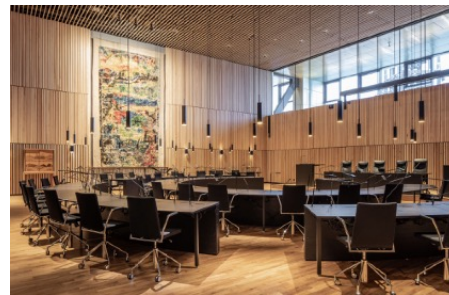
Earnings per share: 2,64 SEK (0,73²)



Recap: Our business model is based on our Business Areas

Collection	ateljé Lyktan	iGuzzini	LED LINEAR	we-ef	
Premium	FAGERHULT	 LTS <small>LOVE TO SHINE</small>			<ul style="list-style-type: none"> – Structure based on similarities in customer segments, stakeholders and geographical markets – Purpose to increase collaboration and leverage market opportunities for organic growth
Professional	ARLIGHT 	 EAGLE LIGHTING			<ul style="list-style-type: none"> – Main Group initiatives with common agenda: <ul style="list-style-type: none"> • Connectivity organic response citygrid • Sustainability • People & Culture
Infrastructure	designplan <small>L I G H T I N G</small>	 VALO	 VEKO <small>L I G H T S Y S T E M S</small>		

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

Collection – Financial update

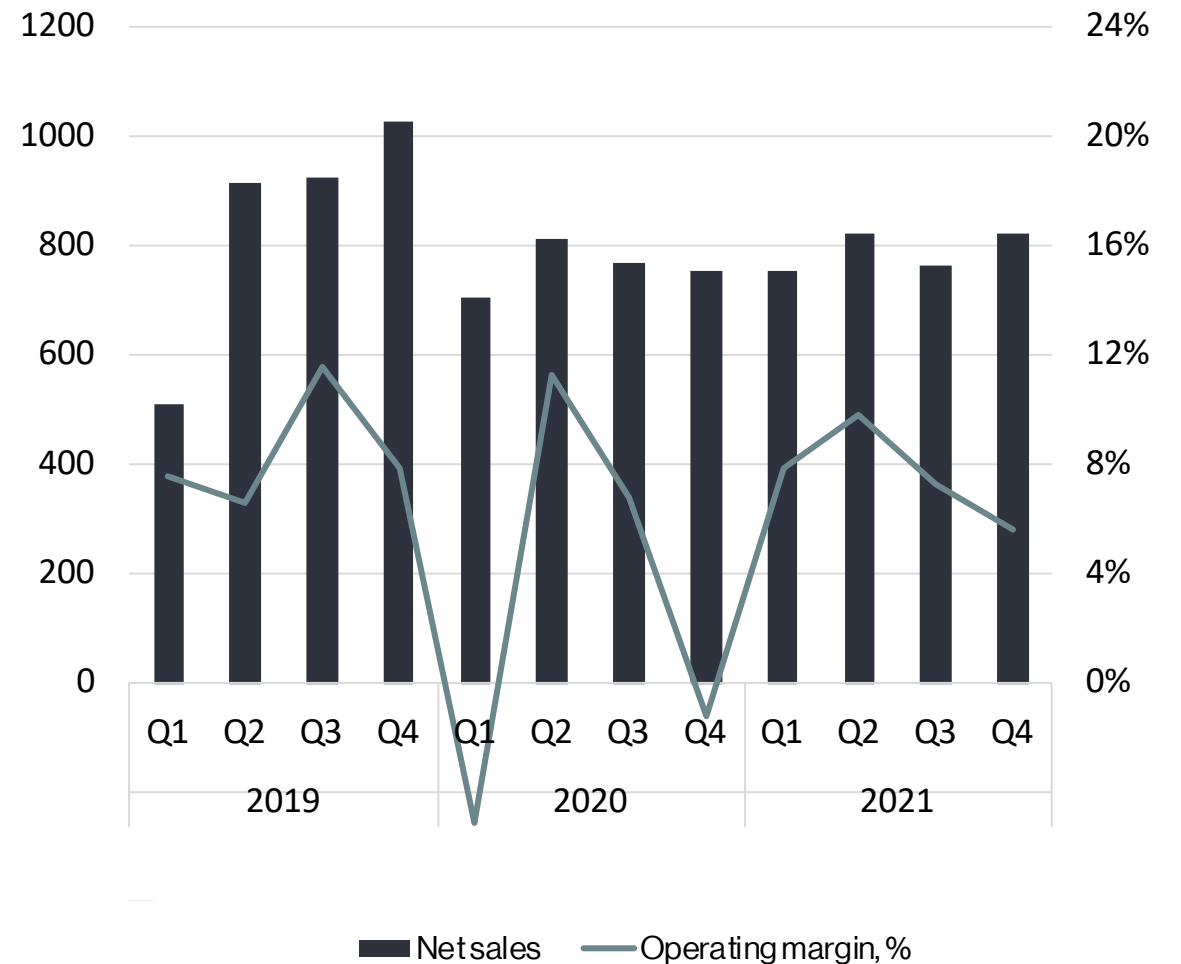
Financials Q4

- Order intake 777 (611) MSEK, organic 25,0%
- Net sales 825 (753) MSEK, organic 9,3%
- Operating margin 5,6% (-1,2%)

Business update

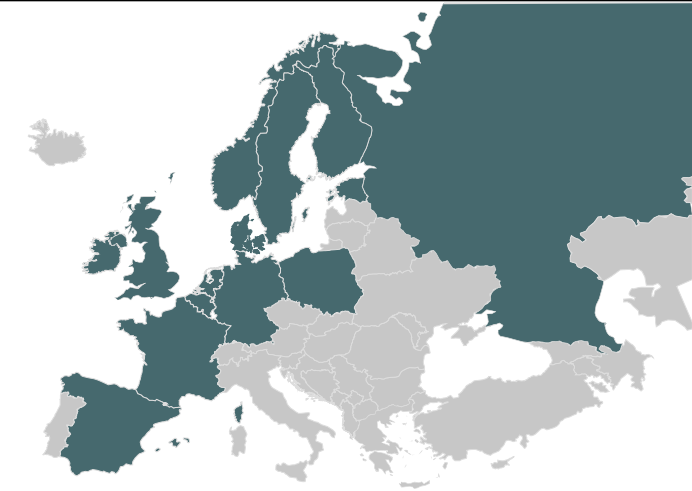
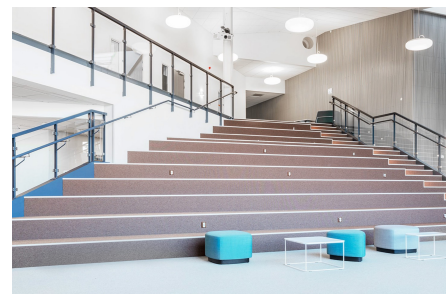
- Good growth, where all businesses contributed
- Supply chain challenges affected net sales by 49 MSEK
- Full year operating profit +146%, operating margin 7,6 (3,2) %

ateljé Lyktan
iGuzzini
LED LINEAR
we-ef



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

Premium – Financial update

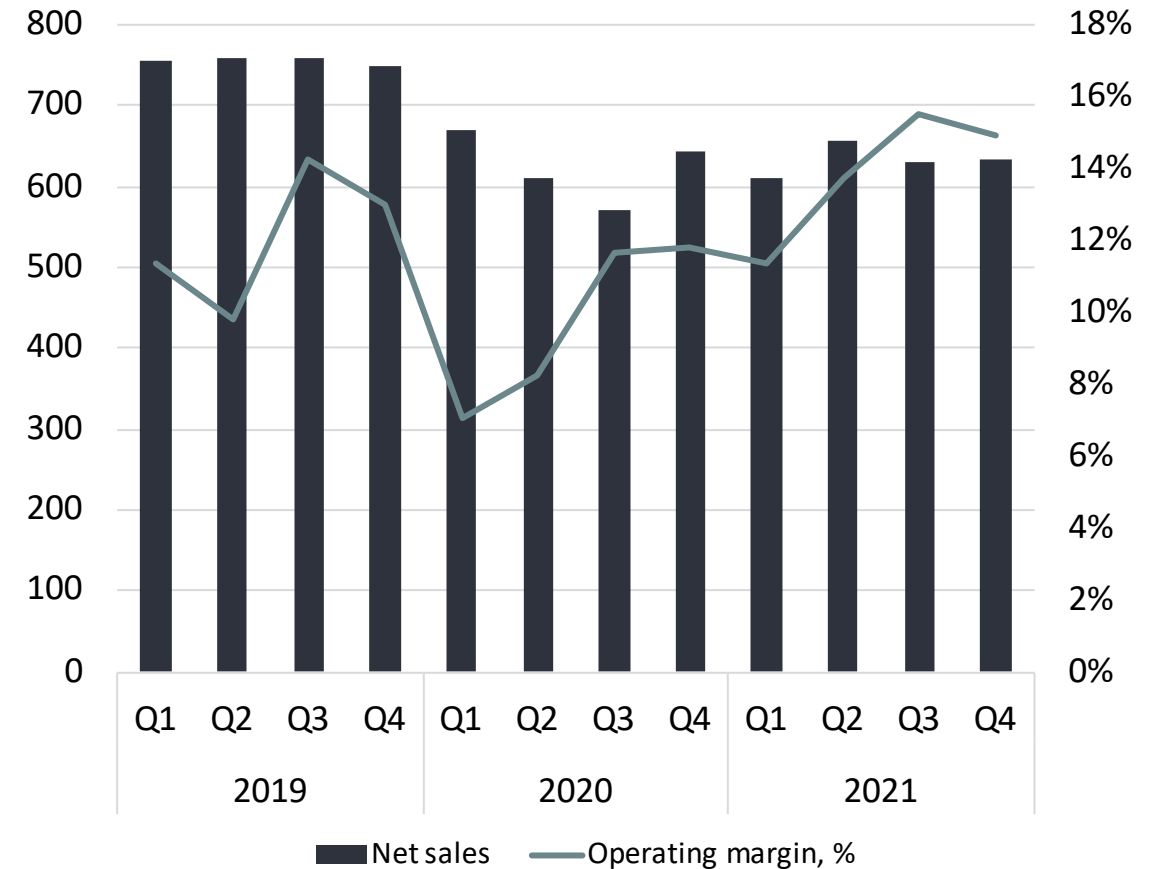
Financials Q4

- Order intake 666 (568) MSEK, organic 16,2%
- Net sales 635 (643) MSEK, organic -1,9%
- Operating margin 14,9% (11,8%)

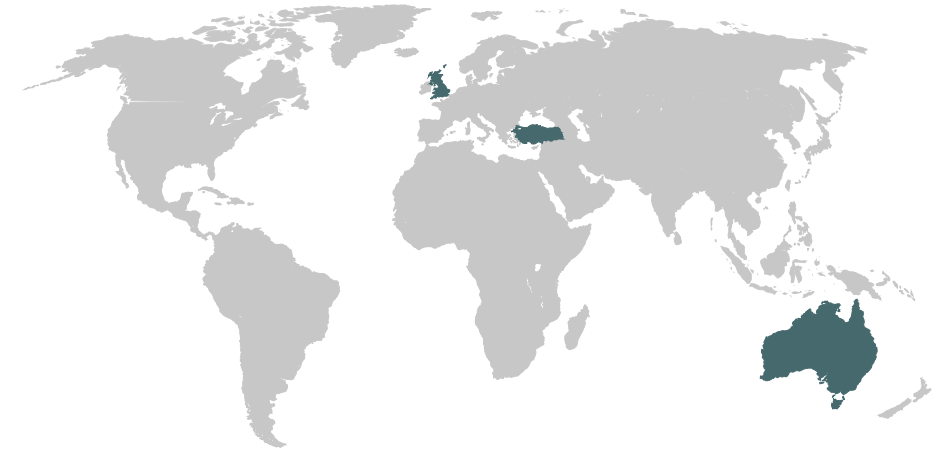
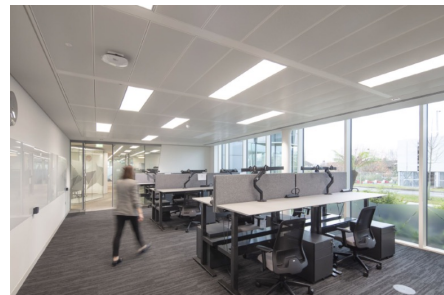
Business update

- Continued strong organic growth in both brands
- Supply chain challenges affected net sales by 34 MSEK
- Strong profitability levels, full year operating margin increases to 13,9 (9,6)%

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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

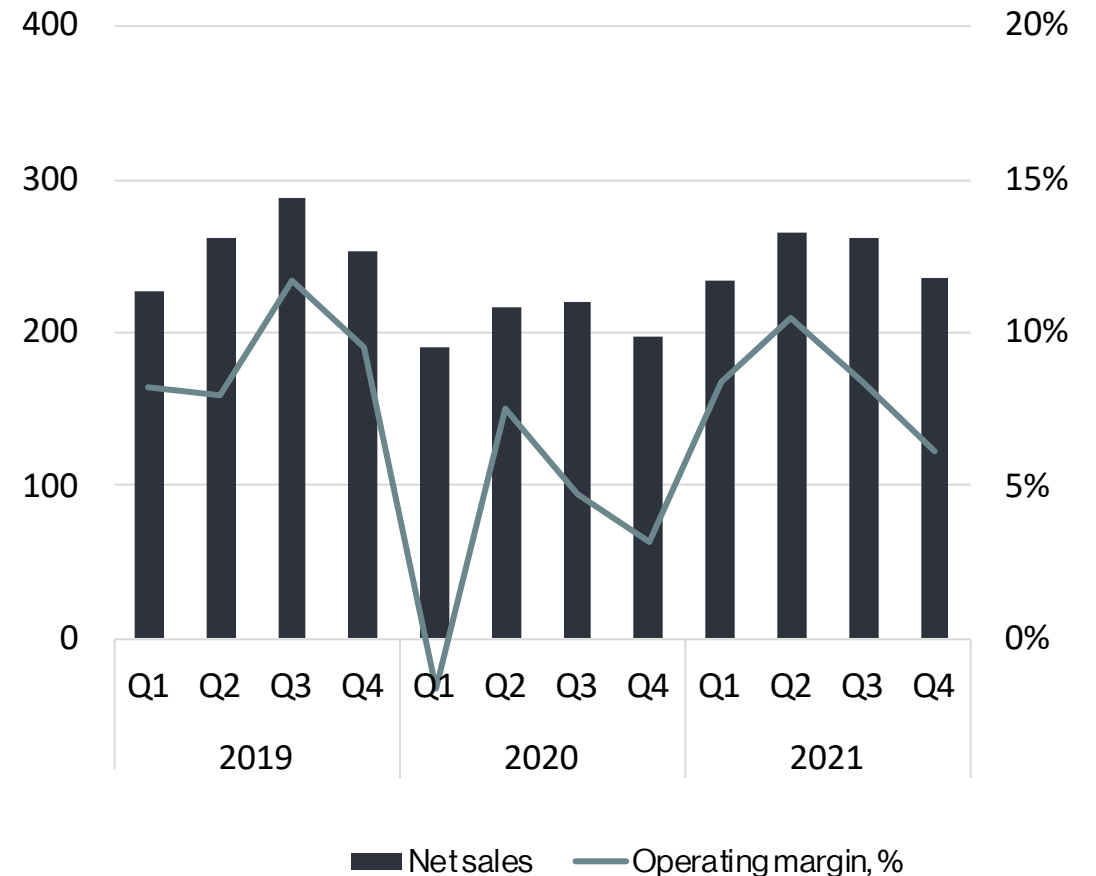
Professional – Financial update

Financials Q4

- Order intake 218 (168) MSEK, organic +25,6%
- Net sales 236 (197) MSEK, organic 20,1%
- Operating margin 6,1% (3,2%)

Business update

- Strong growth in both order intake and net sales
- Supply chain challenges affected net sales by 12 MSEK
- Full year operating profit increased by 178% and operating margins more than doubles to 8,4 (3,7) %

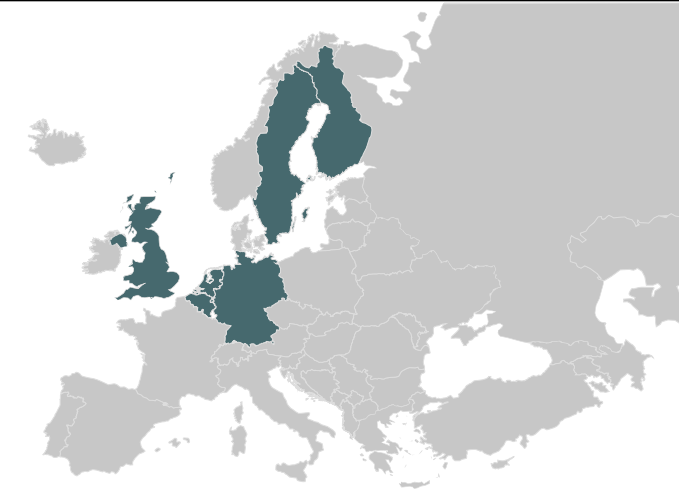
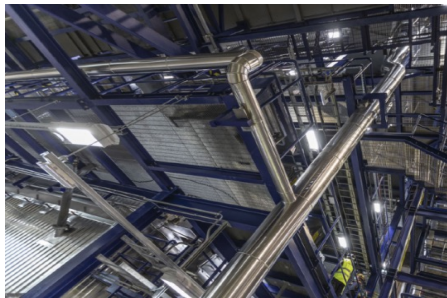


Infrastructure

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

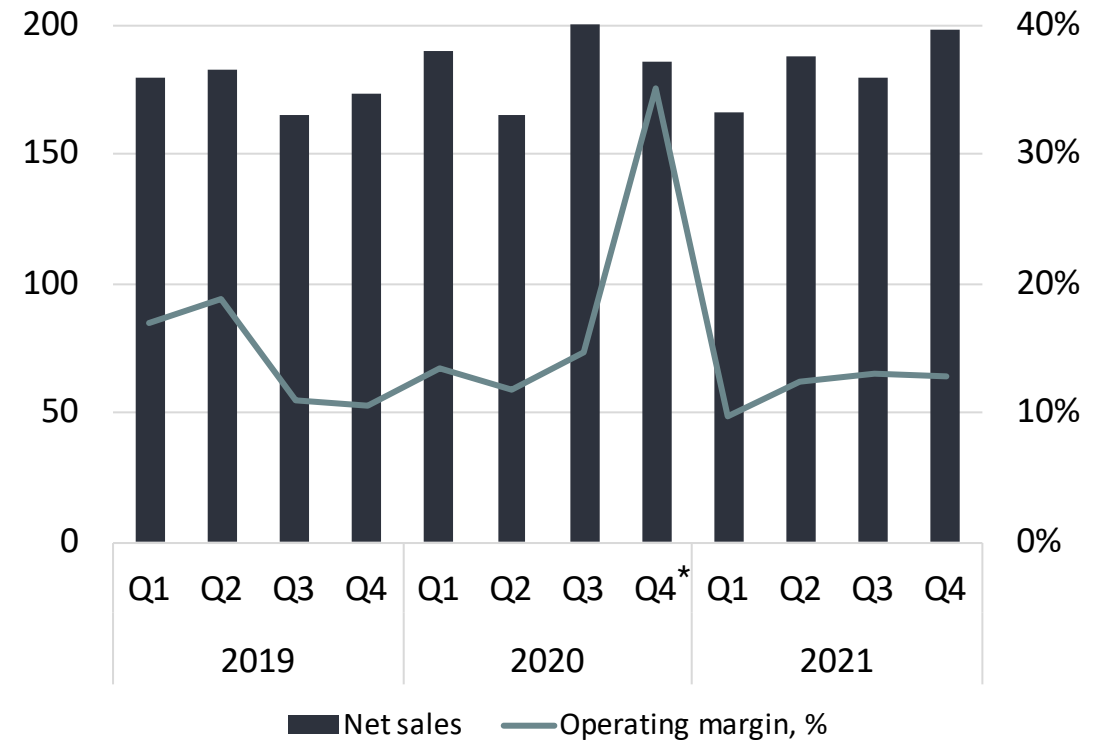
Infrastructure – Financial update

Financials Q4

- Order intake 141 (184) MSEK, organic -25,0%
- Net sales 198 (186) MSEK, organic +7,4%
- Operating margin 12,9% (35,1%)

Business update

- Full year order intake +4,9%, on top of +9,7% in 2020
- Supply chain challenges affected net sales by 12 MSEK
- Stable profitability levels, 2020Q4 included one-off reversal of earn-out



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VETENSKAPS-
AKADEMIEN**
THE ROYAL SWEDISH ACADEMY OF SCIENCES

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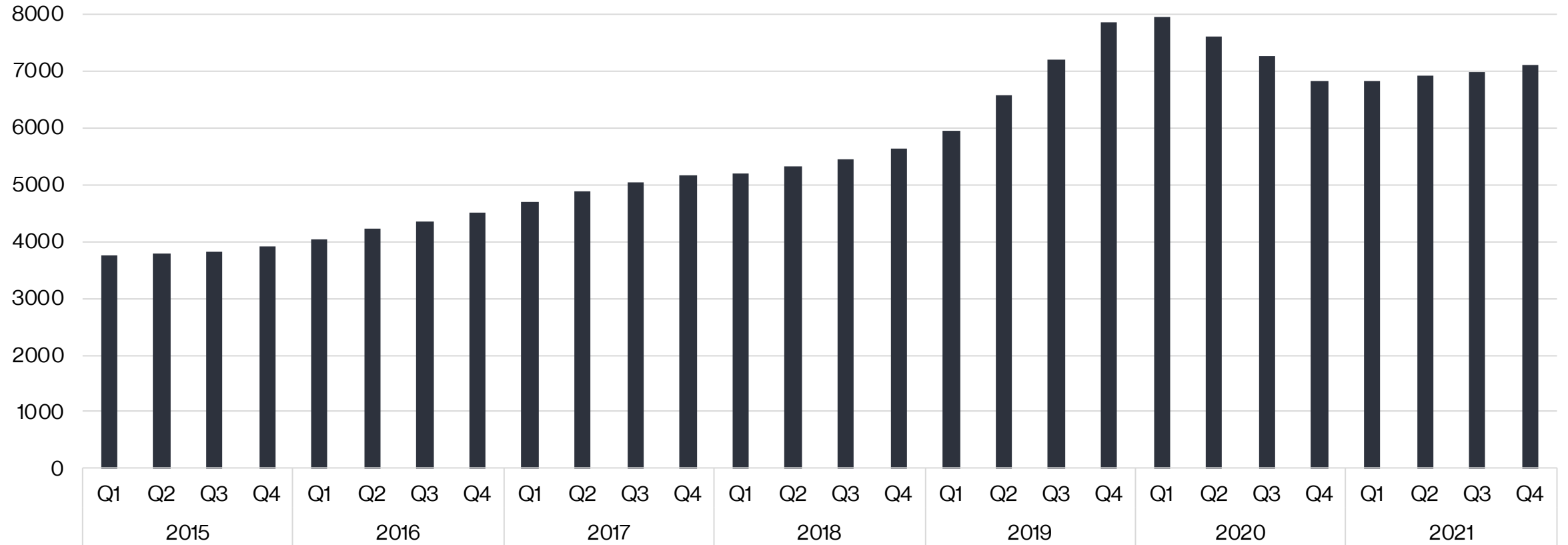
Financial summary

MSEK	Q4 2021	Q4 2020		FY 2021	FY 2020	
Net sales	1 820	1 701	7,0%	7 088	6 816	4,0%
- Organic growth	117		6,9%	500		7,4%
- FX-differences	9			-176		
- Acquisition / divestment	-7			-52		
Operating profit ¹	161	134		706	442	
Operating profit, % ¹	8,9%	7,9%		10,0%	6,5%	
Net profit ²	108	49		470	136	
Earnings per share, SEK ²	0,61	0,28		2,64	0,73	
Operating cash flow	342	431		803	1 138	

Sales development

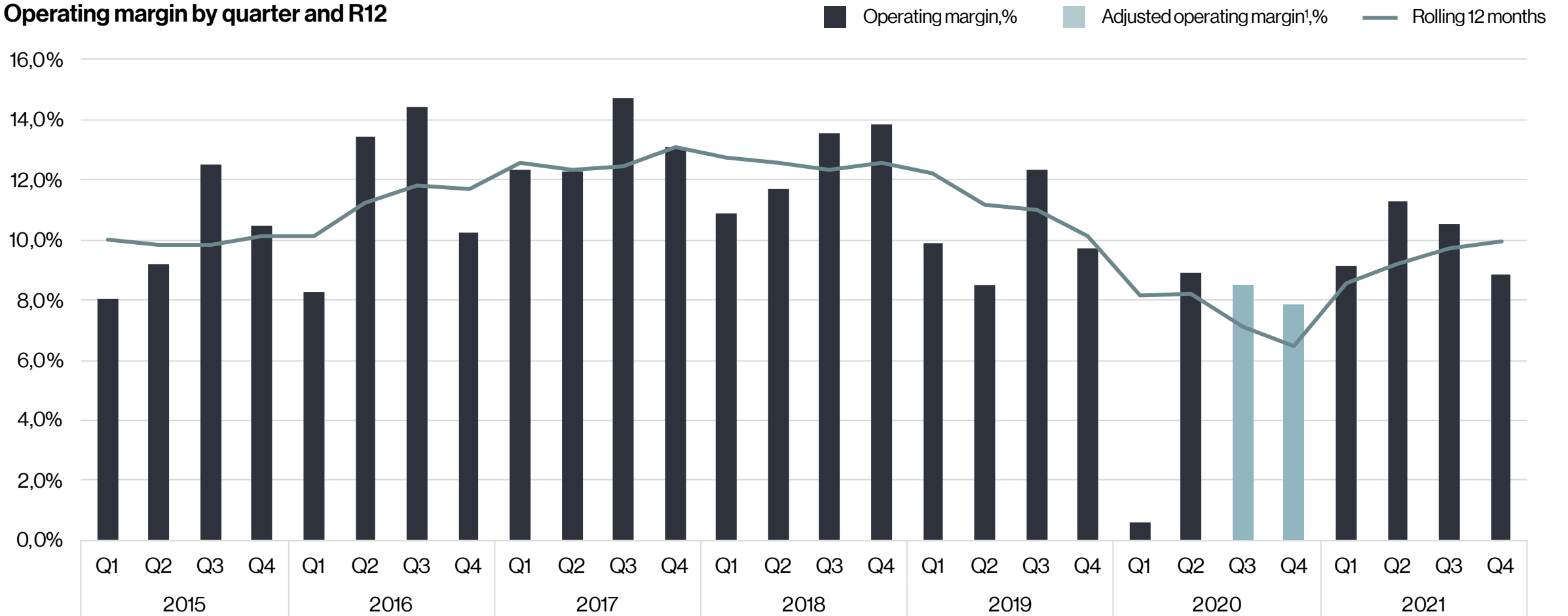
Net sales R12

■ Net sales R12, MSEK



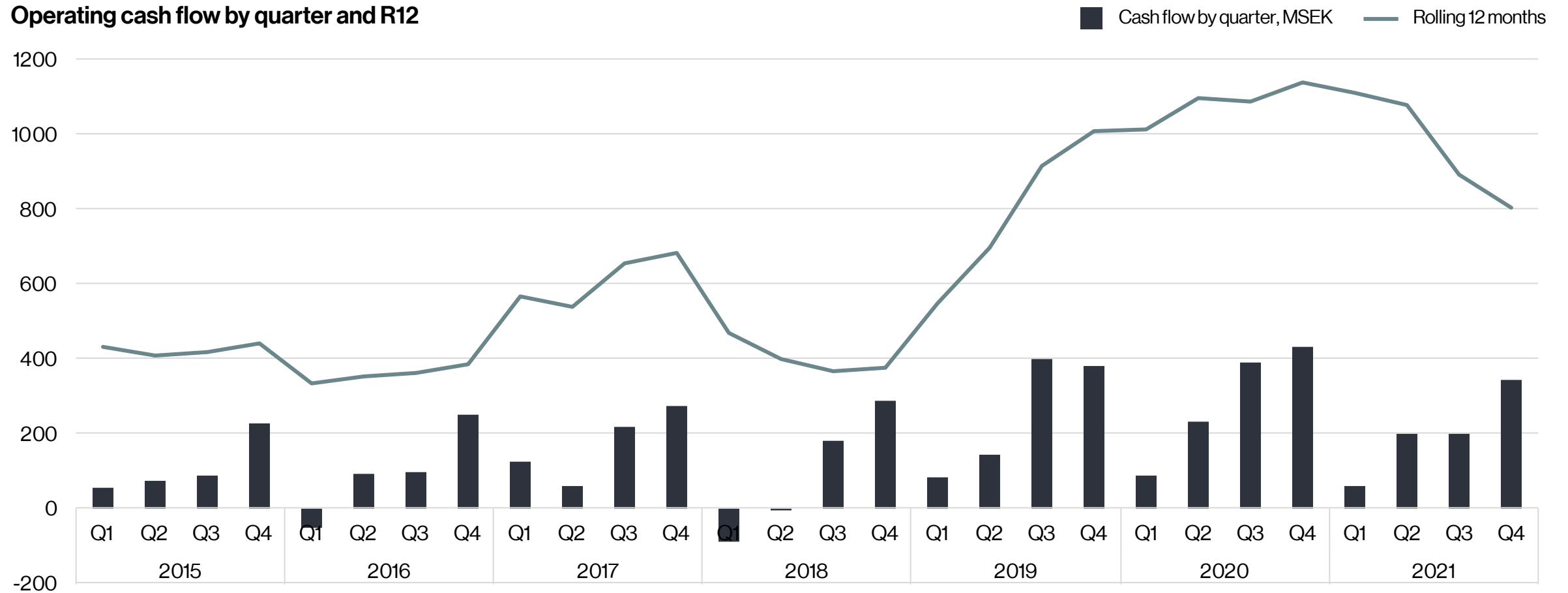
Margin development

Operating margin by quarter and R12



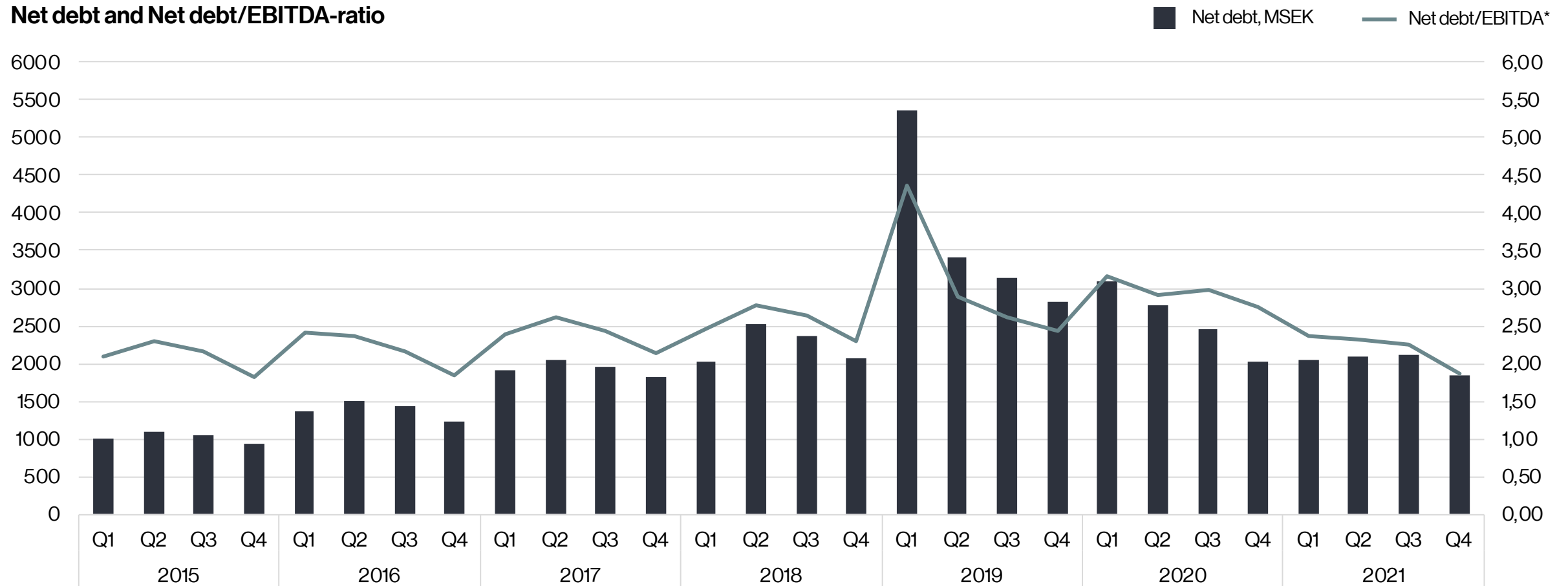
Cash flow

Operating cash flow by quarter and R12



Net debt development

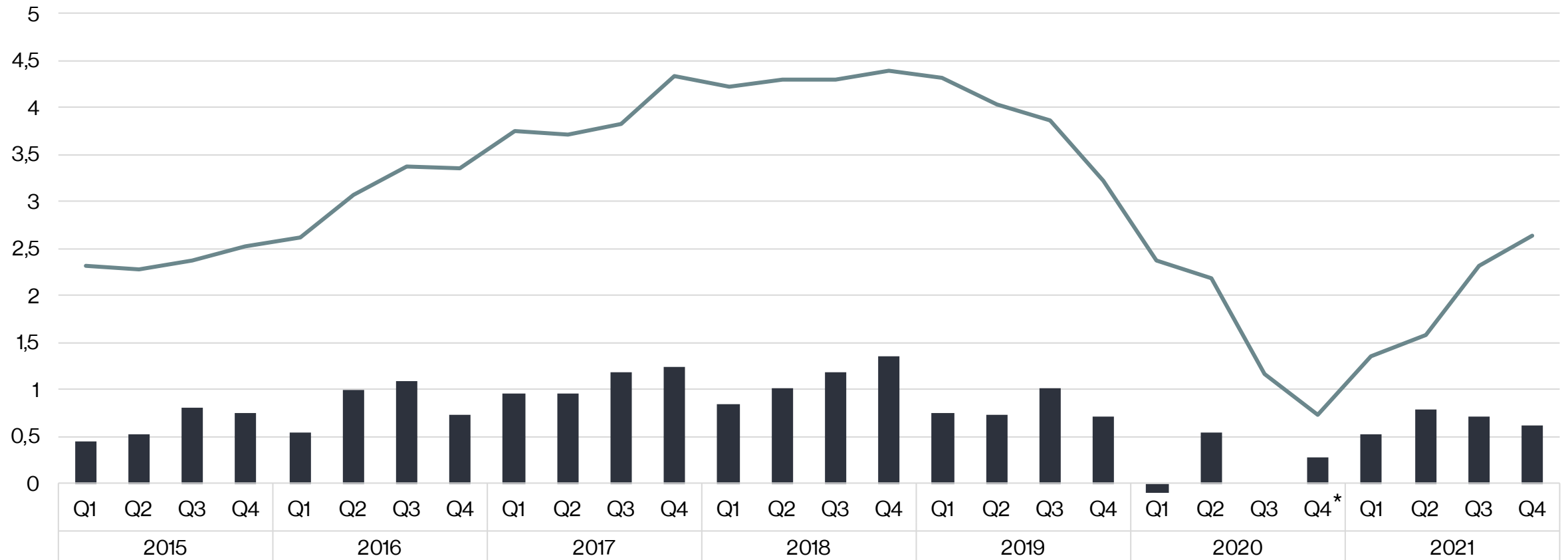
Net debt and Net debt/EBITDA-ratio



Earnings per share

Earnings per share by quarter and R12

■ Earnings per share by quarter, SEK — Rolling 12 months





Conclusions and recap

- Strong organic order intake growth and record high order backlog
- Good and stable profitability levels
- Availability of components and materials remains a challenge
- Lifted restrictions will enable us to strengthen business relations and collaboration across the Group



