

Q3 report 2020-21

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Established at HQ in
Skinnskatteberg, Sweden

1974



Turnover
Annual net sales in mill. EUR

890



Number of countries with
own sales companies

52



NASDAQ
OMX Nordic Exchange

2007



Own prod. Facilities, total book
value of SEK 1.1 bn. Countries

19



Number of
employees

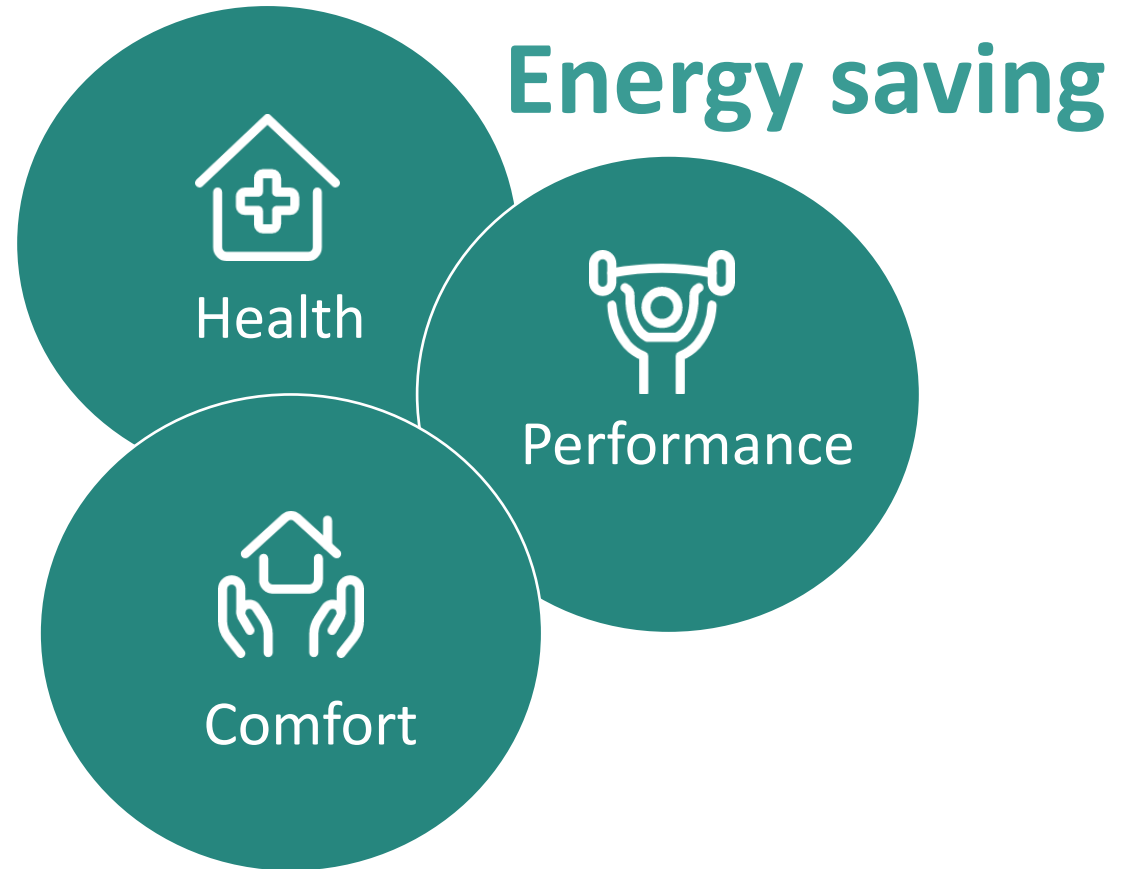
6,200



Countries
exported to

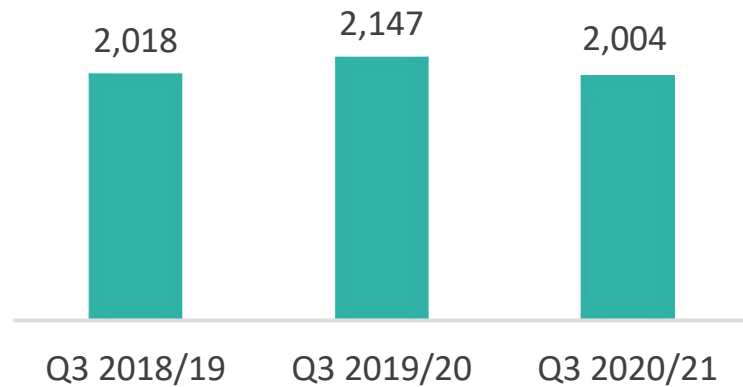
135

Systemair Business model



Net sales – Q3

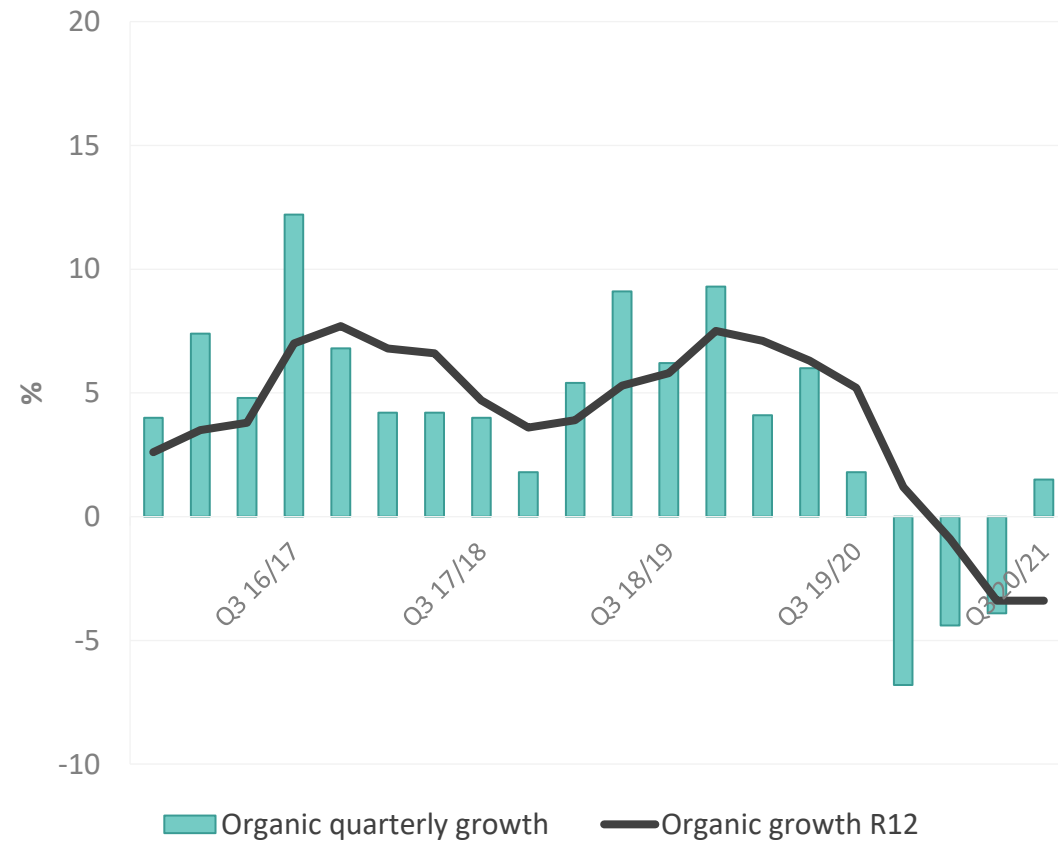
SEK million



-6.7%
Growth

1.5%
Organic growth

Organic growth development, R12 %



Growth analyze Q3

Organic

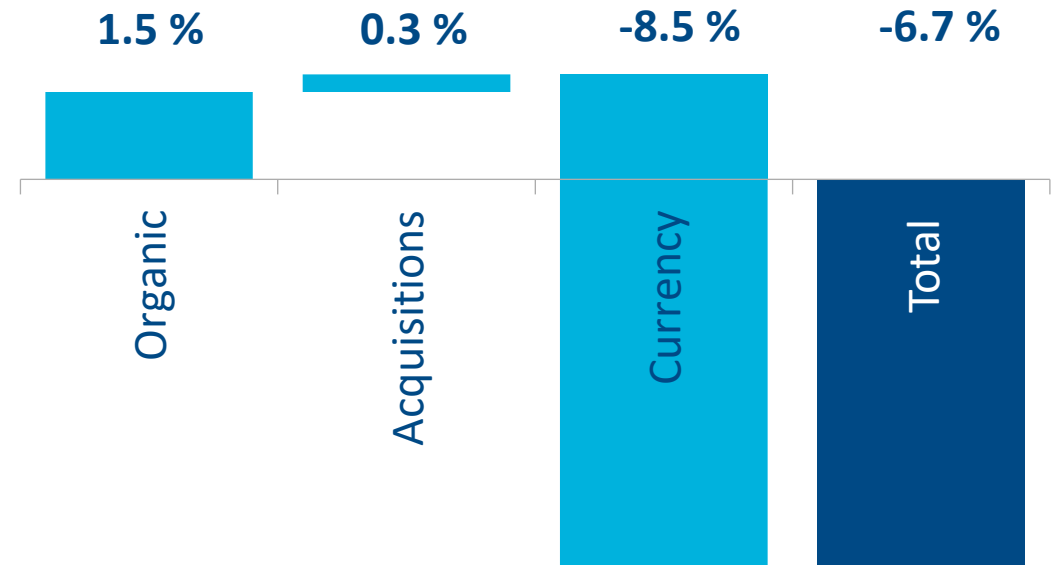
- Especially good organic growth in North America, Middle East and Malaysia.

Acquisitions

- Effected by the acquisition of Frico A/S in Denmark and Divid AB in Sweden.

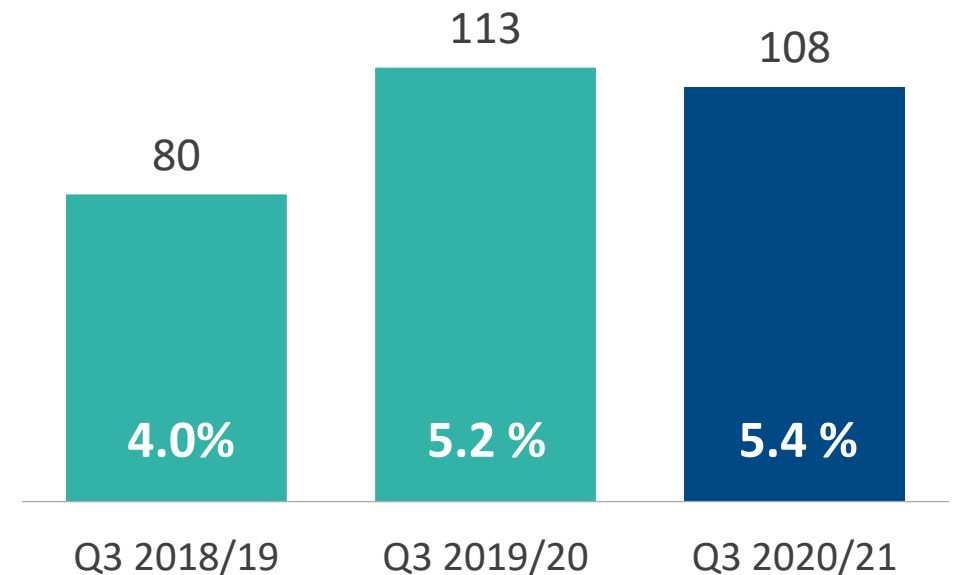
Currency

- Mainly strengthened SEK



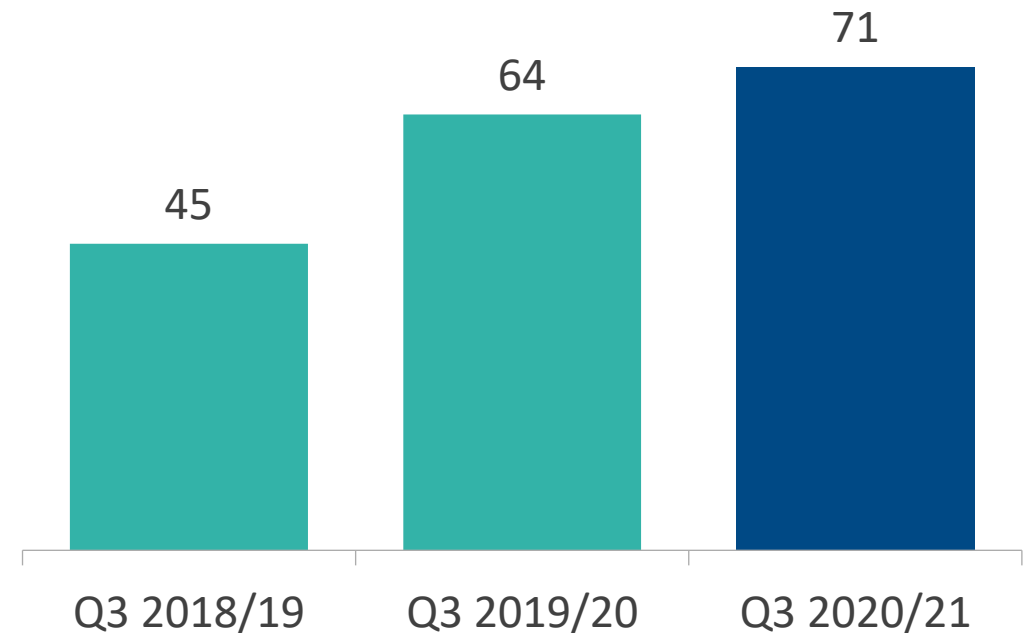
Operating profit Q3

- Gross margin decreased slightly to 33.6 percent (33.8).
- Selling and administration expenses for the quarter decreased by 7.8 percent for comparable units.
- Operating profit for the third quarter amounted to SEK 108.0 million (112.6).



Profit after tax – Q3

- Net financial items in the third quarter were SEK -7.3 million (-19.5).
- The impact of foreign exchange on long-term receivables, loans and bank balances totalled SEK -0.6 million (-10.0) net.
- Interest expenses for the quarter totalled SEK -6.2 million (-9.2).
- Estimated tax for the quarter amounted to SEK -29.8 million (-28.6) or 29.6 percent.

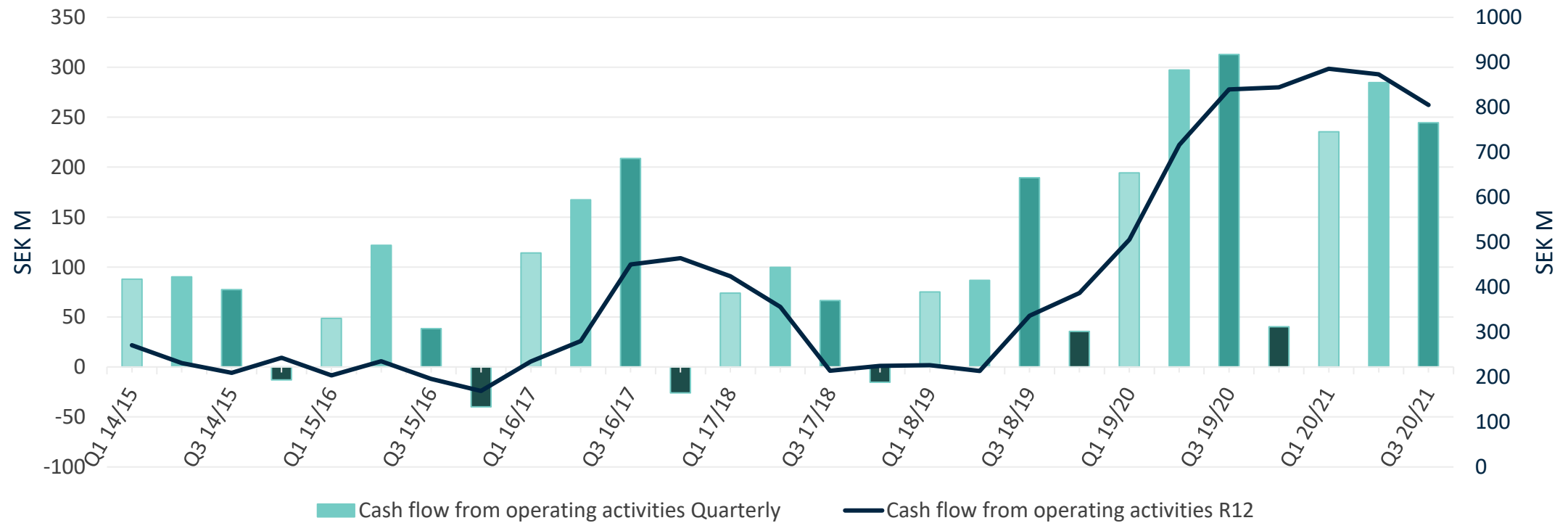


Cash flow analysis – Q3

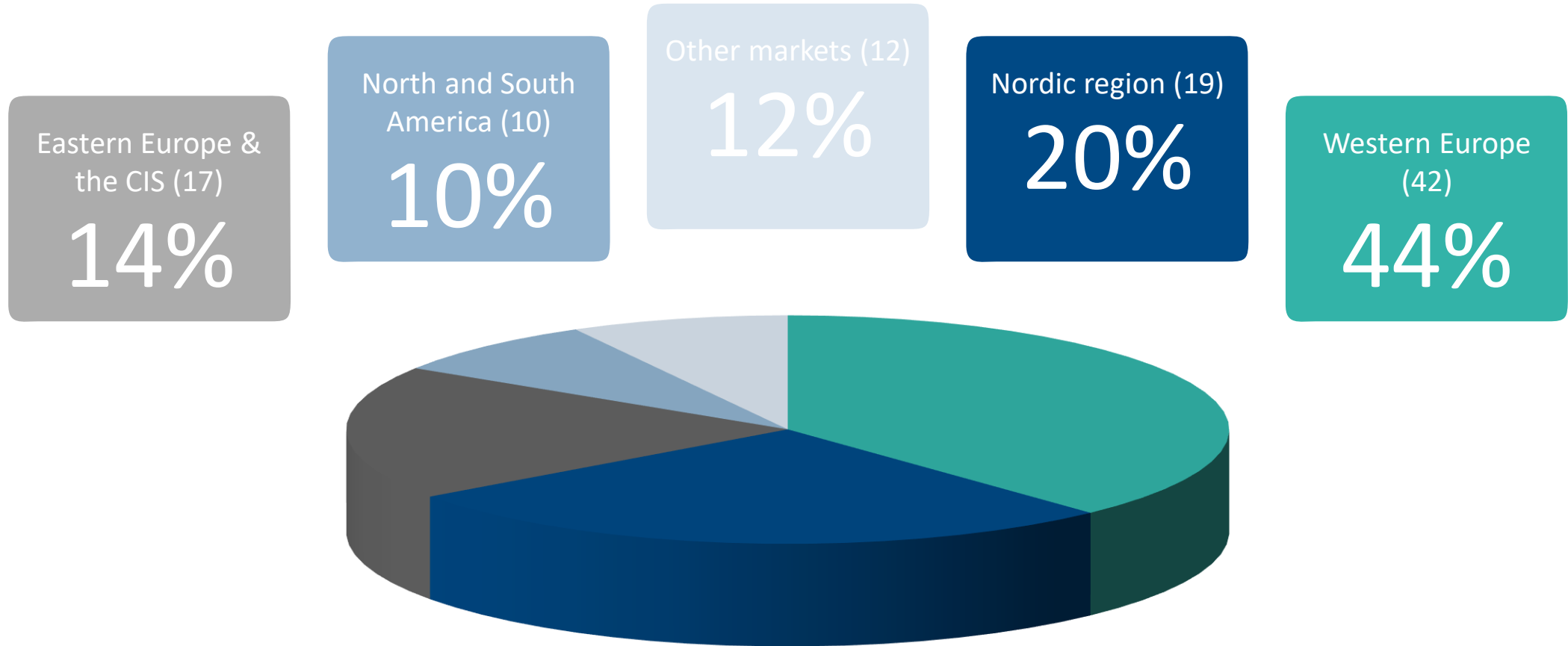
	Q3 2020/21	Q3 2019/20
Cash flow from operating activities	139.4	149.0
Change in working capital	105.1	163.8
Net investments, excl. acquisitions	-133.6	-34.2
Free cash flow	110.9	278,6
Net indebtedness	1,601.4	1,993.9

- Improvement in working capital mainly due to decrease in trade accounts receivables +190 (+263)
- Net investments mainly relates to new production facilities in Russia and in Canada.

Cash flow from operating activities

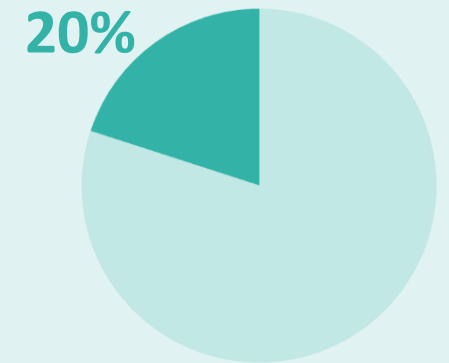


Markets



Nordic

- During the third quarter, sales in the Nordic region decreased by 7.5 percent from the same period in the preceding year.
- All markets in the region decreased during the quarter.
- Adjusted for the effects of foreign exchange and acquisitions, sales were down 4.5 percent.



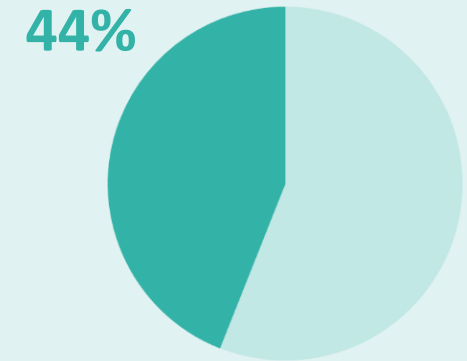
■ Percentage of turnover

419 MSEK Sales

Growth -7.5%
Organic -4.5%

Western Europe

- During the quarter, sales in the West European market were 2.5 percent lower than in the corresponding period last year.
- Adjusted for foreign exchange effects and acquisitions, sales rose by 2.3 percent.
- Germany, Ireland and Spain showed growth during the period, while other major markets, including the UK, the Netherlands and Italy, declined.



■ Percentage of turnover

863

MSEK Sales

Growth

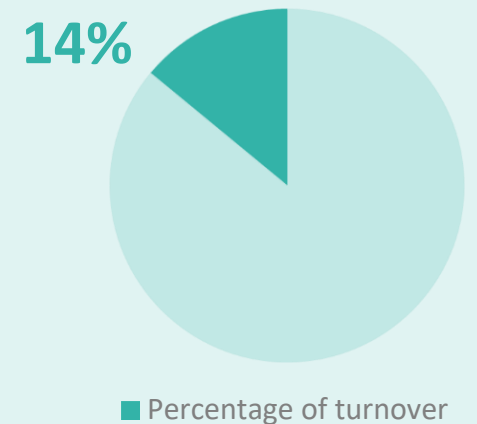
-2.5%

Organic

2.3%

Eastern Europe and CIS

- Sales in Eastern Europe and the CIS decreased by 15.8 percent during the quarter.
- Adjusted for foreign exchange effects and acquisitions, sales decreased by 2 percent.
- Sales in Russia decreased by 8.9 percent compared with the previous period, calculated in Swedish kronor. The Russian market accounts for 29.7 percent of sales in the region.
- Other major markets that declined in the region were the Czech Republic and Poland, while Serbia and Slovenia showed growth.

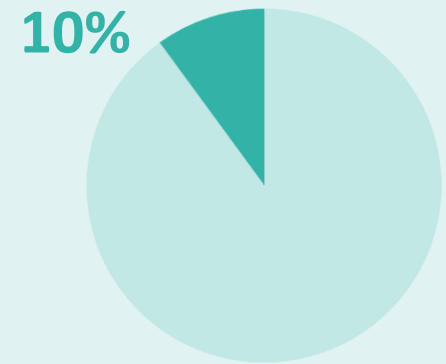


290 MSEK Sales

Growth	-15.8%
Organic	-2.0%

North and South America

- Sales in the North and South America region increased by 1.2 percent during the quarter compared with the same period last year.
- Adjusted for foreign exchange effects and acquisitions, sales increased by 13.8 percent in the quarter.
- It is primarily the sale of residential ventilation but also ventilation units for schools that showed positive growth in North America.



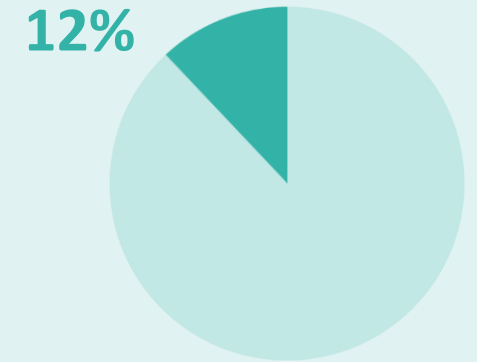
■ Percentage of turnover

193 MSEK Sales

Growth	1.2%
Organic	13.8%

Middle East, Asia, Australia and Africa

- Sales in the Middle East, Asia, Australia and Africa decreased by 12.7 percent compared to the same period last year.
- Adjusted for foreign exchange effects and acquisitions, sales in the region increased by 5.9 percent.
- Malaysia, Australia and Morocco showed growth during the period while other major markets such as Turkey and India weakened.



■ Percentage of turnover

239 MSEK Sales

Growth	-12.7%
Organic	5.9%

RelAix Networks data center saves 440 tons of CO2 annually

- Menerga Adsolair comfort air handling units with indirect, adiabatic evaporative cooling (cooling with water only) provide perfect climate in the new data center of RelAix Networks in Aachen, Germany.
- The adiabatic cooling in the RelAix data center can save up to 440 tons of CO2 per year compared to conventional cooling solutions.



Systemair in South Africa supplies largest Data Centre in the country

- The project is the largest data centre in South Africa, built by Teraco.
- Systemair South Africa (ZA) has been appointed to supply the AHUs from their factory for the first phase, comprising of 40 double deck units of 19 and 24 m/s, order value 2 500 k€.



Product Development & Sustainability

- Energy saving is the central theme in our product development.
- In Europe, development is being driven by EU directives that impose requirements on energy-smart products as well as energy-efficient buildings.
- It is in this area that Systemair makes the biggest difference from a sustainability perspective.
- We estimate that 47 percent of our products are in line with the new EU sustainability taxonomy

We are taking our responsibility for the future

- Peoples health and wellness
 - Comfortable indoor climate
 - High amount of fresh air
- Sustainable environment
 - Air handling and Air conditioning with minimum Energy use
 - Product Lifecycle with lowest possible environmental impact
 - Use of best possible refrigerant

Summary Q3

- Back to organic growth, especially good growth in North America
- Improved operating profit, while volumes still affected by lower demand
- Announced resilience programs in Europe and North America will support future growth
- Ongoing investments in North America and Europe to strengthen our ability to supply products in line with markets demand



**Thank you,
welcome with questions!**