

Q4 report 2022-23

Roland Kasper CEO, Anders Ulff CFO



Established at HQ in
Skinnskatteberg,
Sweden

1974



Turnover
Annual net sales in mill.
EUR

1,000



Number of countries
with own sales
companies

51



NASDAQ
OMX Nordic Exchange

2007



Countries

18

*Own prod. facilities,
total book value of SEK 1.5 bn.*



Number of
employees

6,600

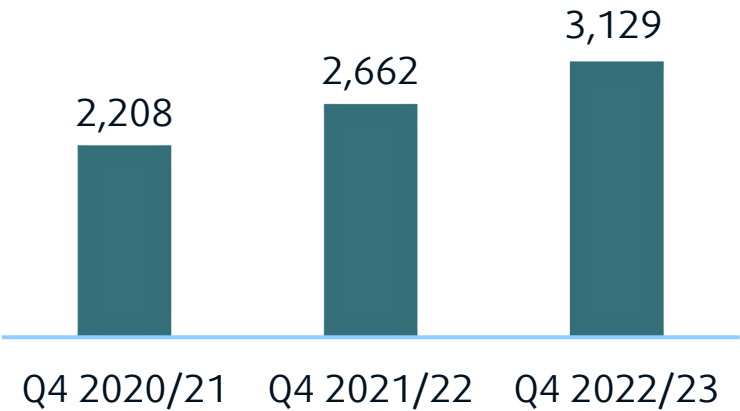


Countries
exported to

135

Net sales – Q4

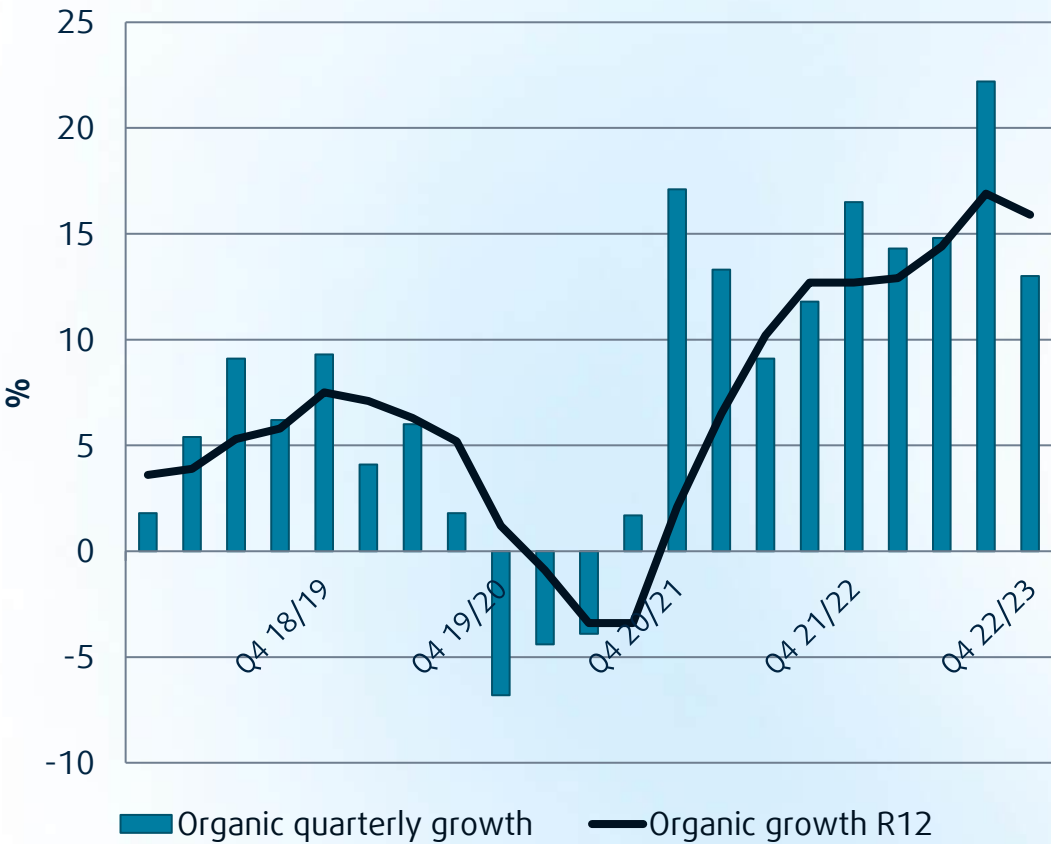
SEK million



17.6%
Growth

13.0%
Organic growth

Organic growth development, R12 %



Growth analyze Q4

Organic

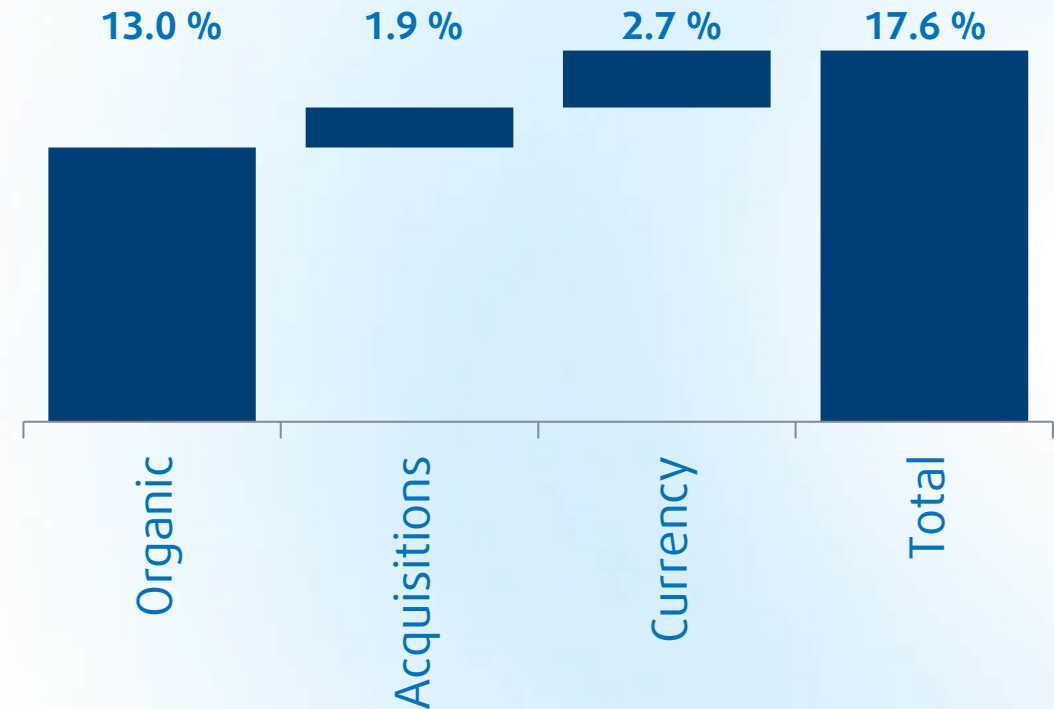
- All regions showed good organic growth.

Acquisitions and divestments

- Mainly impact from the acquisition of Sagicofim and Group SCS and the divestment of the AC-business.

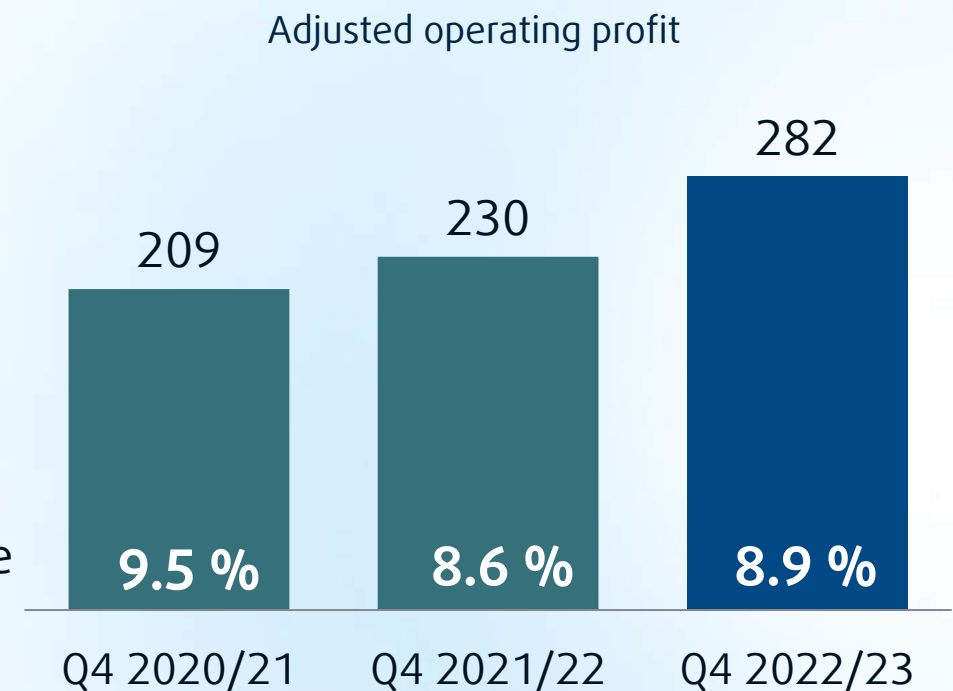
Currency

- Weaker SEK towards EUR,USD and CAD



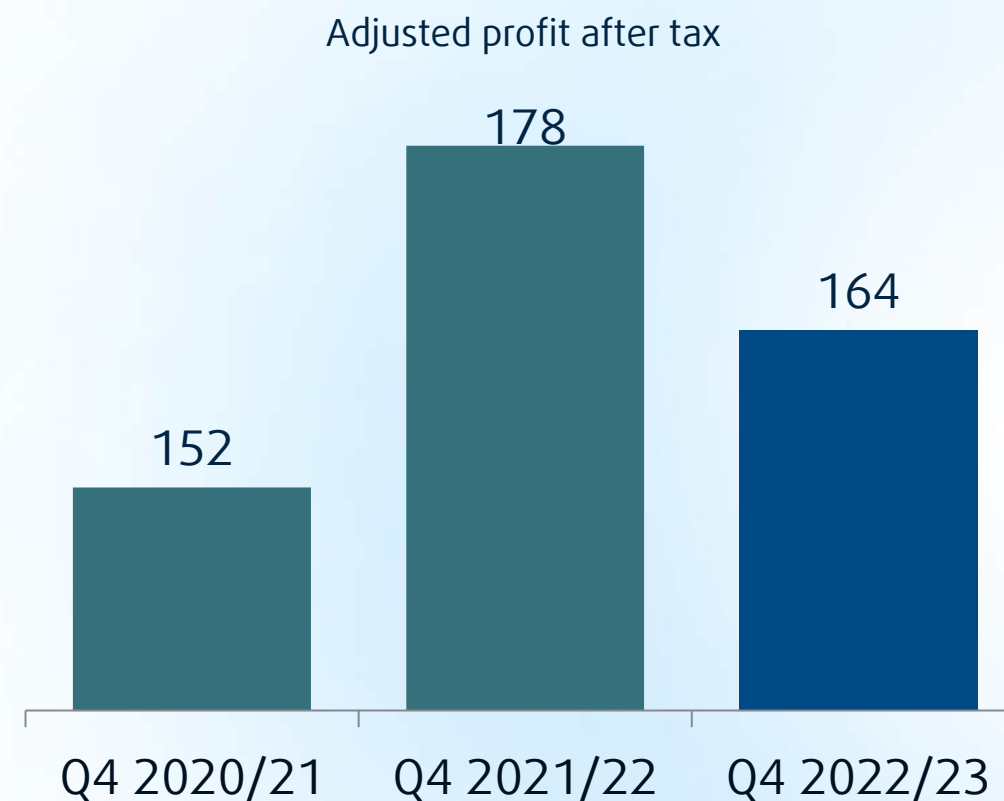
Operating profit Q4

- The gross margin increased to 34.2 percent (34.1).
- Adjusted operating profit amounted to SEK 281.7 million (230.0). The adjusted operating margin amounted to 8.9 percent (8.6).
- The operating result has been affected by a capital gain on the sale of the air conditioning business of SEK +445.5 million, hyperinflation calculation in Turkey of a total of SEK -18.5 million and income from changed pension accounting in Norway of SEK +25.8 million.
- Operating profit amounted to SEK 734.5 million (191.4). The operating margin amounted to 23.5 percent (7.2).
- Selling and administration expenses for the quarter increased by 9.8 percent for comparable units.



Profit after tax – Q4

- Net financial items for the fourth quarter amounted to SEK -32.7 million (+5.4) mainly due to increased interest expenses.
- Currency effects on long-term receivables, loans and bank balances amounted to a net of SEK -8.7 million (+13.5).
- Interest expenses for the quarter amounted to SEK -24.4 million (-9.1).

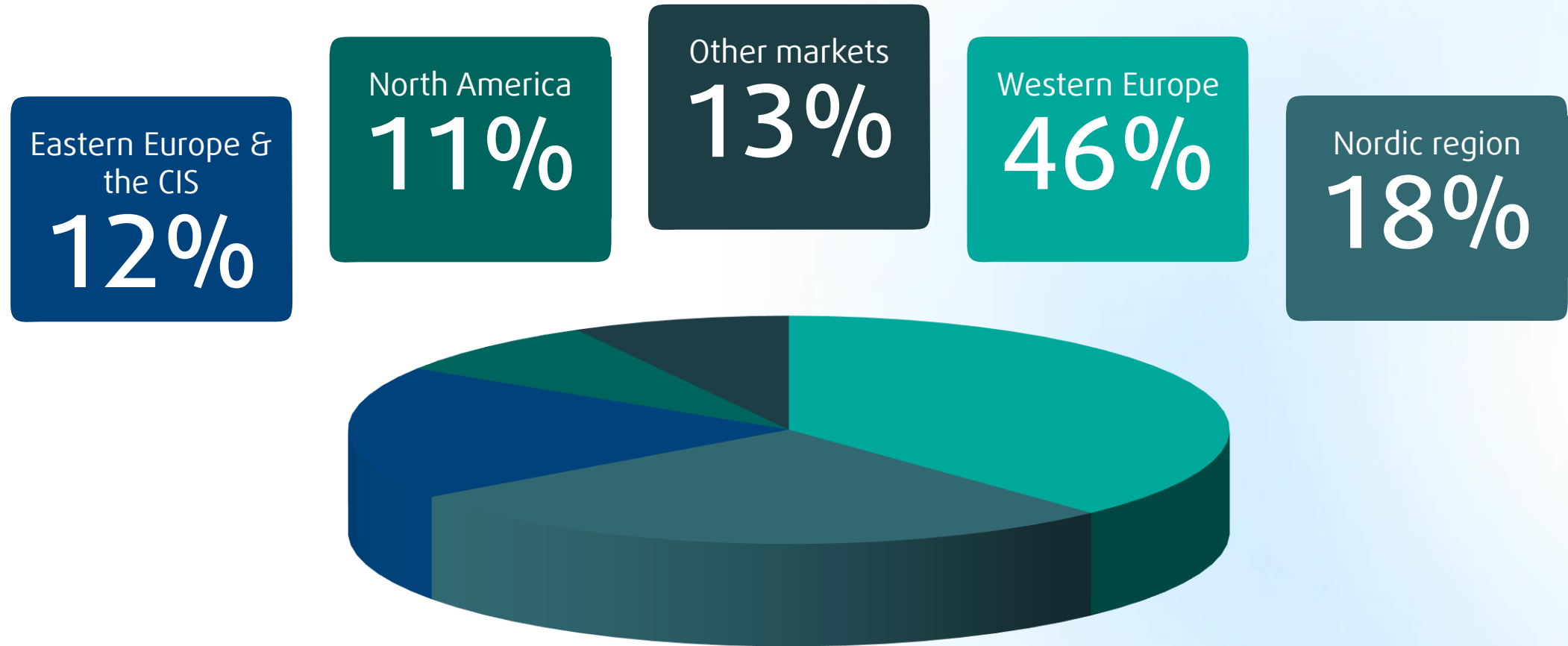


Cash flow analysis – Q4

	Q4 2022/23	Q4 2021/22
Cash flow from operating activities	363.9	247.9
Change in working capital	-193.3	-279.5
Net investments, excl. acquisitions	-19.5	-84.0
Free cash flow	151.1	-115.6
Net debts	1,523.2	2,118.0

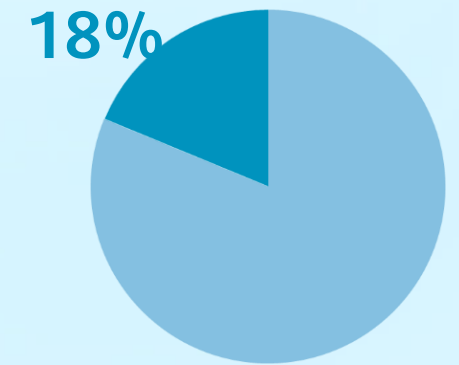
- Change in working capital mainly due to increased trade receivables +394 (+182).
- Net investments primarily in Czech Republic, Slovakia and Spain.

Markets



Nordic

- Sales in the Nordics region increased during the fourth quarter by 5.1 percent compared to the previous year.
- Adjusted for foreign exchange effects and acquisitions, sales increased by 5.3 percent.
- The Swedish and Danish markets showed growth mainly in the commercial sector during the quarter, while the turnover of the Finnish and Norwegian markets slightly decreased

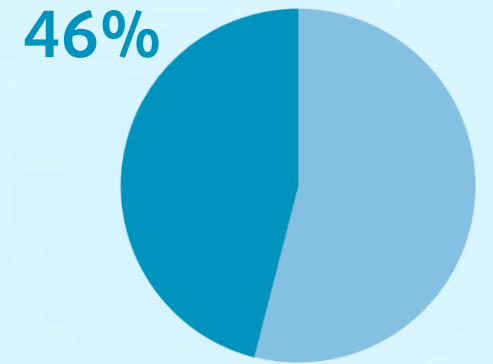


540 MSEK Sales

Growth 5.1%
Organic 5.3%

Western Europe

- Sales development on the Western European market remained strong during the quarter with an increase of 27.6 percent compared to the corresponding period last year.
- Adjusted for foreign exchange effects and acquisitions, sales increased by 15.4 percent.
- Germany, France and Italy showed growth during the quarter, while the UK's turnover decreased slightly compared to last years same period.



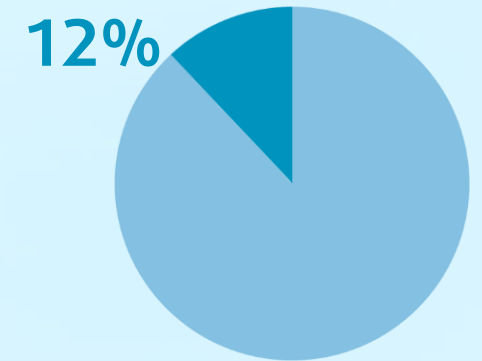
■ Percentage of turnover

1,503 MSEK Sales

Growth 27.6%
Organic 15.4%

Eastern Europe and CIS

- Sales in Eastern Europe and CIS decreased during the quarter by 3.3 percent.
- Adjusted for foreign exchange effects and acquisitions, sales decreased by 8.2 percent.
- The main reason to the decrease is stopped deliveries to Russia.
- Growth in the region, excluding Russia, amounted to 23.3 percent.
- Other major markets within the region showed good growth, especially in the Czech Republic, but also in Poland and Slovenia.



■ Percentage of turnover

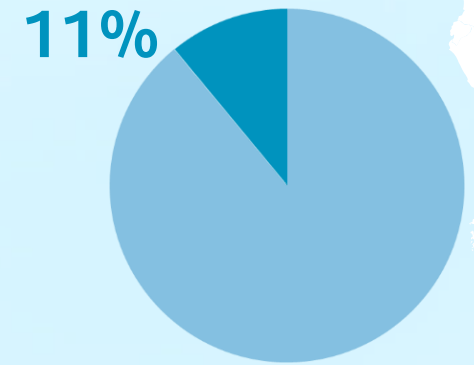
327 MSEK Sales

Growth -3.3%

Organic -8.2%

North America

- Sales in North America increased by 33.3 percent during the quarter compared to the same period last year.
- Adjusted for foreign exchange effects, sales increased by 24.4 percent.
- Both the American and Canadian markets showed good growth during the quarter, especially within residential and commercial air handling.



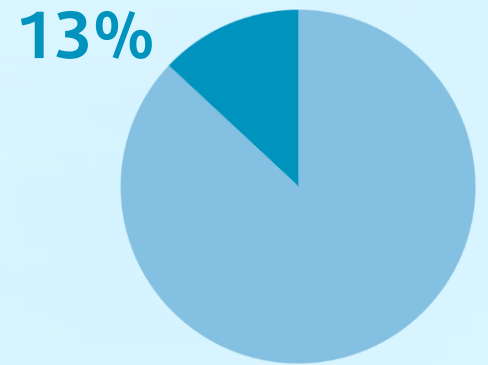
■ Percentage of turnover

374 MSEK Sales

Growth 33.3%
Organic 24.4%

Middle East, Asia, Australia and Africa

- Sales in the Middle East, Asia, Australia and Africa increased by 9.5 percent compared to the same period last year.
- Adjusted for foreign exchange effects and acquisitions, sales increased by 27.5 percent.
- Growth was especially positive in both Turkey and India during the period, high end applications, Pharma and Hospital projects developed very well.



■ Percentage of turnover

384 MSEK Sales

Growth 9.5%
Organic 27.5%

Systemair acquires Group SCS

On 15 March 2023, Systemair has acquired UK-based SCS Engineering Ltd, and its subsidiary Smoke Control Services Ltd, together Group SCS.

Group SCS is a leader in smoke control solutions for residential and commercial buildings, herewith forming a great addition to our fire safety offer and providing Systemair with capabilities within smoke control systems for residential multifamily houses.

The company's revenues amounted to 12 MGBP in 2022. It has a head office in Cardiff, an assembly plant in Dorset and offices in London and Portsmouth, combined counting 57 FTEs.



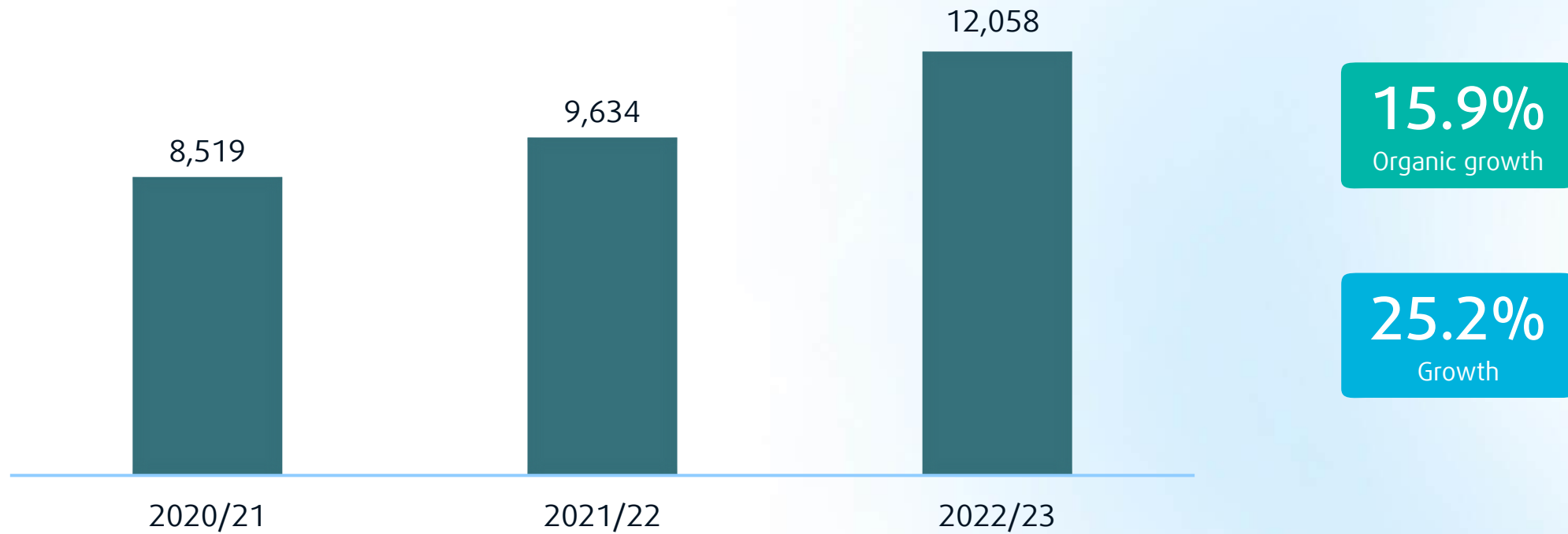
Systemair opened new production facility in India

The new facility, located in Greater Noida, boasts a total area of 10,000 sqm and is dedicated to the production of air distribution products and fans. In our two other factories in India, we manufacture air handling units and fire safety products.



Sales – full year

SEK million



Growth – full year

Organic

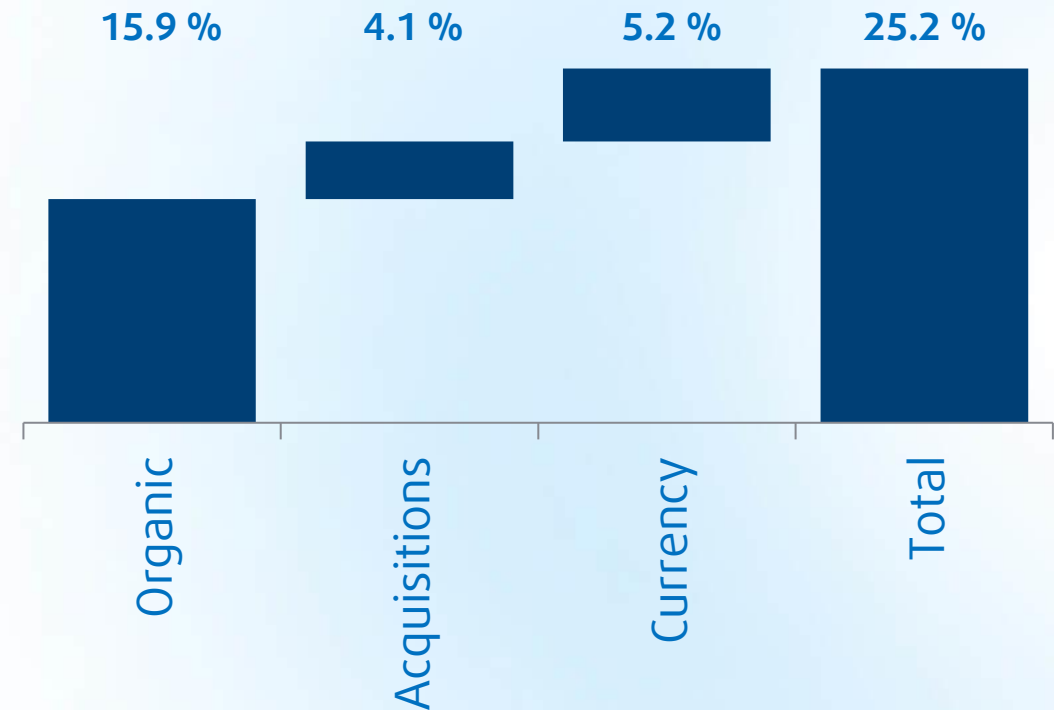
- All regions showed good organic growth except Eastern Europe.

Acquisitions and divestments

- Mainly impact from the acquisition of Sagicofim and Group SCS and the divestment of the AC-business.

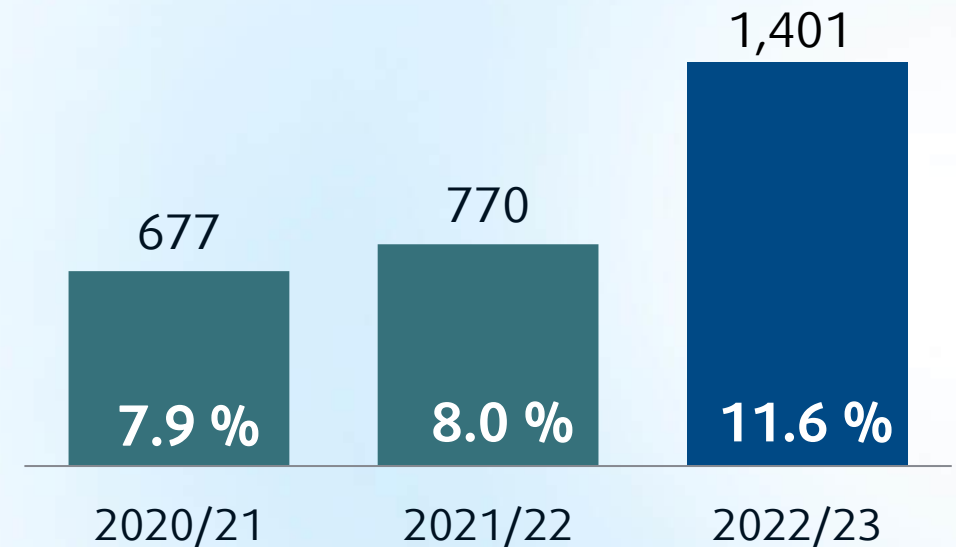
Currency

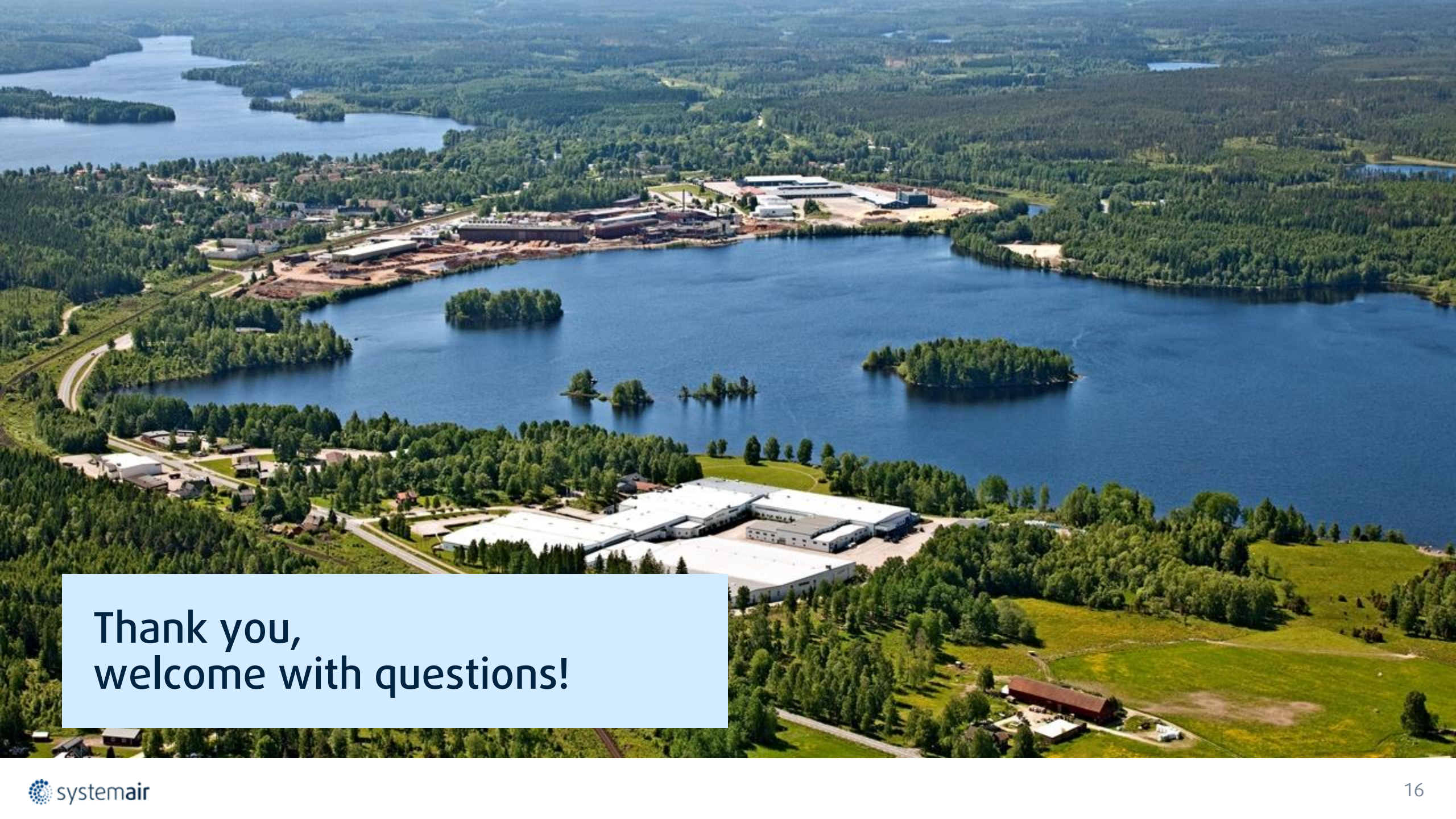
- Weakened SEK towards EUR,USD and CAD



Operating profit – full year

- Operating profit totalled SEK 1,401.4 million (769.8). The operating margin amounted to 11.6 percent (8.0).
- Adjusted operating profit amounted to SEK 1,109.9 million (821.1). The adjusted operating margin amounted to 9.2 percent (8.5).
- Selling and administration expenses for the quarter increased by 15.2 percent for comparable units.



An aerial photograph showing a large body of water, likely a lake or reservoir, surrounded by dense green forests. In the foreground, there are several large industrial buildings with white roofs. In the background, there are more industrial structures and a winding road. The text "Thank you, welcome with questions!" is overlaid on the bottom left of the image.

Thank you,
welcome with questions!