

Q4 report

Webcast June 4th
Roland Kasper, CEO
Anders Ulff, CFO

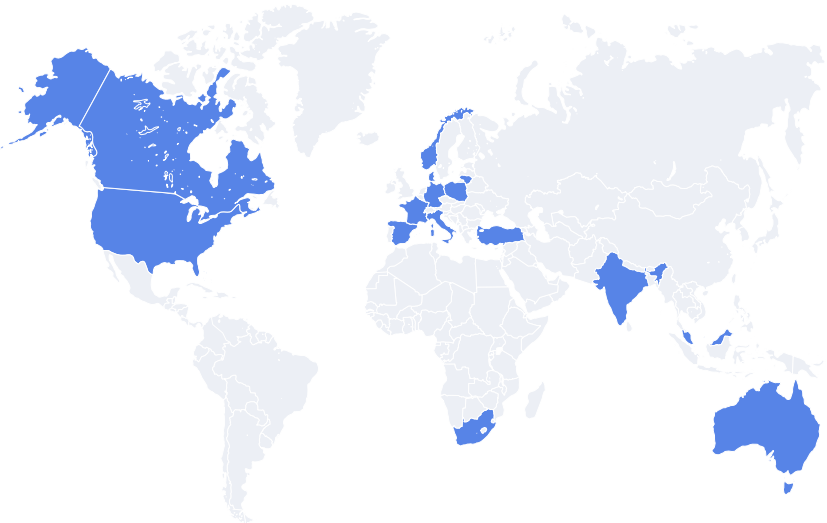
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Systemair in brief

Operating from the core values of simplicity and reliability, our business concept is to develop, manufacture and market energy-efficient, high-quality ventilation products.

With our customers in focus, our aim is to be seen as a company to rely on, with the emphasis on delivery reliability, availability, sustainability and quality.



1974

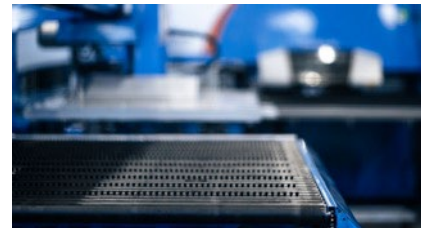
Established at HQ in Skinnskatteberg, Sweden

1,100

Turnover Annual Net sales in mill.R12 EUR

2007

NASDAQOMX Nordic Exchange



52

Number of countries with own sales companies

18

Countries Own prod. facilities, total book value of SEK 1.3 bn.

6,600

Number of employees

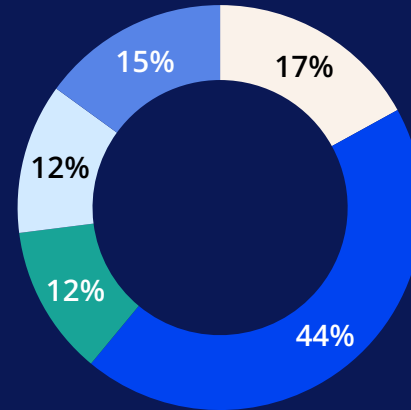
135

Countries exported to



Markets


We have a global and diversified customer base. This provides us with a solid foundation for profitable growth and high resilience.




17 %
Nordic region
(18)


44 %
Western Europe
(46)


12 %
Eastern Europe
& the CIS (12)


12 %
North America
(11)


15 %
Other markets
(13)

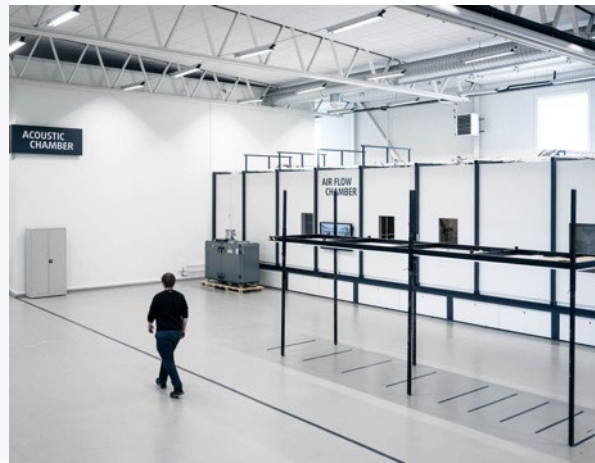
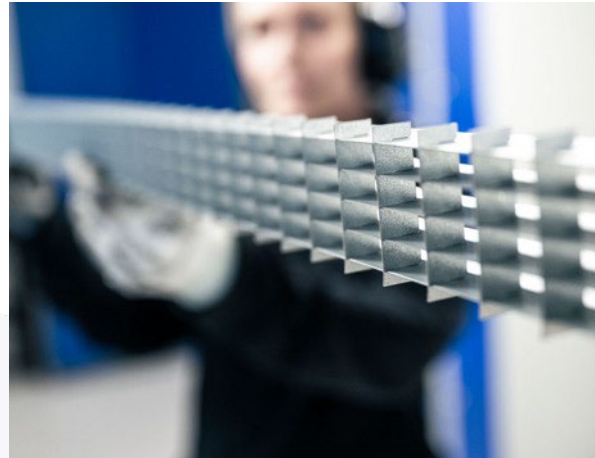


Q4 Sales

- Sales in the Q4 were in line with the previous year. We see this as a sign of strength, given that we are still dealing with relatively tough like-for-like figures in an uncertain market.

Strategic update

- Acquisition of PHEM in Malaysia
- Investments in Lithuania & Germany
- Cost reductions made where needed
- Focus on strategic priorities



Product launches

We successfully launched new Geniox AHU versions side-by-side and updated integrated fully reversible heat pumps with our next generation of Access Control System

Menerga relocation

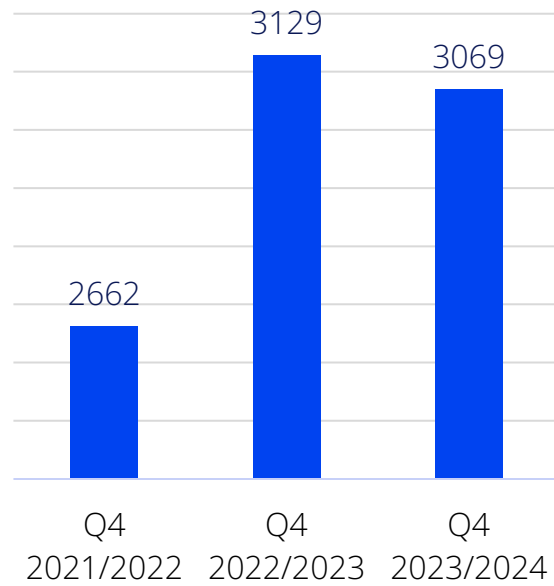
The move of Menergas production from Germany to Slovenia will be finalized in Q1. The move is a milestone in Systemair's profit improvement program.

50 years celebration

During 2024 Systemair is celebrating it's 50 years anniversary



Net sales



↗
1.0 %
 Organic Growth

↗
-1.9 %
 Growth



Growth analyze Q4

Organic

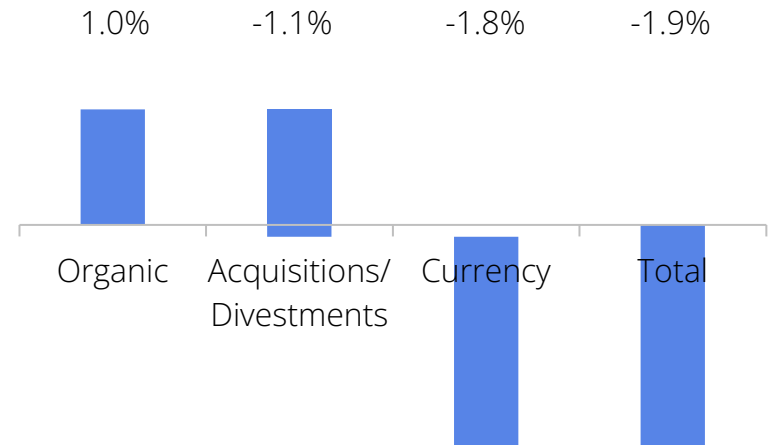
→ Organic growth in North America and in Middle East, Asia and Africa.

Acquisitions

→ Main impact from the divestment of the AC business last year.

Currency

→ Strengthened SEK against EUR, USD and CAD.



Geographic breakdown Q4

Nordic region

→ All Nordic markets showed growth, while the SE market reported reduced sales during the quarter.

Western Europe

→ Strong comparables, LYQ org growth (15%). Positive in GR, ES and NL, negative in DE.

Eastern Europe & CIS

→ RS and EE showed growth during the quarter, while SK, CZ and SI markets softened.

North America

→ Both the US and CA markets grew.

Middle East, Asia, Australia and Africa

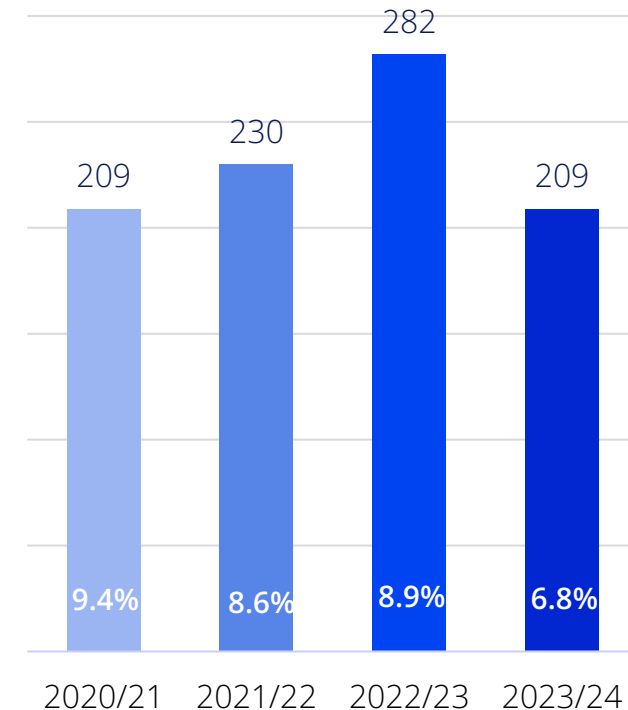
→ ZA, India and the Middle East showed good growth during the period.

	2023/24 Feb - Apr 3 mths	Change in sales	Of which organic
Nordic region	529.3	-2.0%	-1.4%
Western Europe	1,349.0	-10.2%	-9.4%
Eastern Europe & CIS	307.7	-6.0%	-0.9%
North America	388.4	3.7%	2.9%
Middle East, Asia, Australia and Africa	494,4	28.8%	45.3%
Total	3,068.8	-1.9%	1.0%



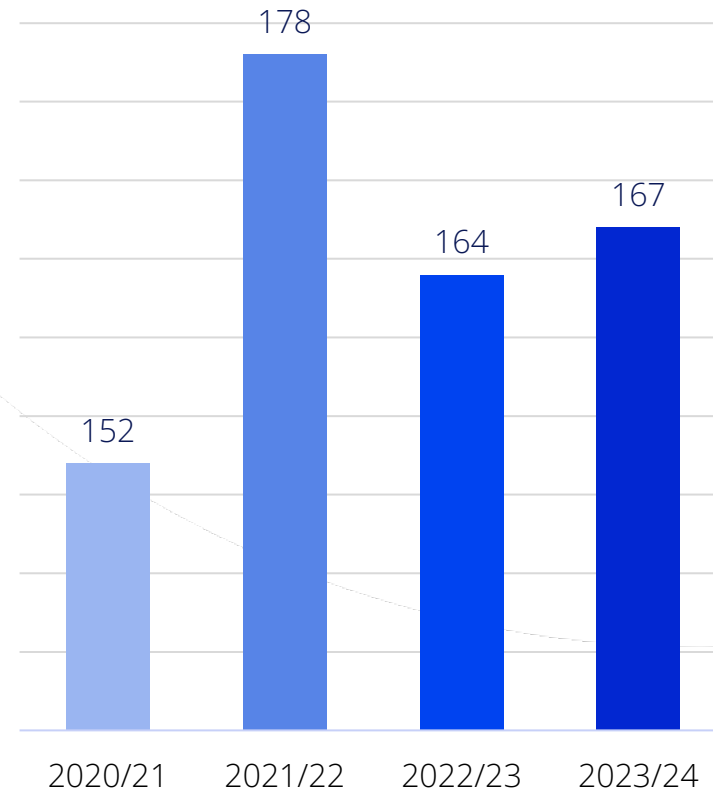
Adjusted Operating profit Q4

- The gross margin amounted to 35.1 percent (34.2).
- The adjusted operating profit for the fourth quarter amounted to SEK 209 million (282).
- The operating margin amounted to 7.6 percent (23.5). In the previous year, capital gains of SEK 445 million from the divested air conditioning business were reported. Operating profit includes a customer loss in Norway of SEK -5.4 million and adjustments after hyperinflation calculation of SEK +29.8 million.
- Selling and administration expenses for the quarter increased by SEK 57.8 million for comparable units.



Adjusted Profit after tax Q4

- Net financial items for the fourth quarter amounted to SEK -2.9 million (-32.7).
- Currency effects on long term receivables, loans and bank balances amounted to a net of SEK +15.3 million (-8.7).
- Interest expenses for the quarter amounted to SEK -22.9 million (-24.4).



Cash flow analysis Q4

	Q4 2023/24	Q4 2022/23
Cash flow from operating activities	217.5	363.9
Change in working capital	-26.6	-193.3
Net investments, excl acquisitions	-114.9	-19.5
Free cash flow	76.0	151.1
Net debt	1,070.2	1,523.2

- Changes in working capital mainly due to increased trade receivables +236 (+394).
- Net investments primarily in Germany, Lithuania, Canada and the Czech Republic.
- Adjusted leverage was 0.69 (1.00).



Building a stronger Systemair





Drivers | Creating strong tailwind for our business

Governments' climate actions

- Green Deal (EU)
- Fit for 55 (EU)
- Inflation Reduction Act (US)
- Build back better act (US)

Indoor Air Quality focus

- Increased health and productivity
- Roadmap to improve and ensure good indoor ventilation in the context of COVID-19 (WHO)
- Clean air in buildings challenge (US)
- Updated EPBD with IAQ focus

Demand for modern health care

- Rising economic prosperity
- Expansion of modern healthcare treatments
- Modernization of HVAC solutions



Strategic priorities

→ Develop people and strong relationships

→ Efficient operational set-up with continuous improvement

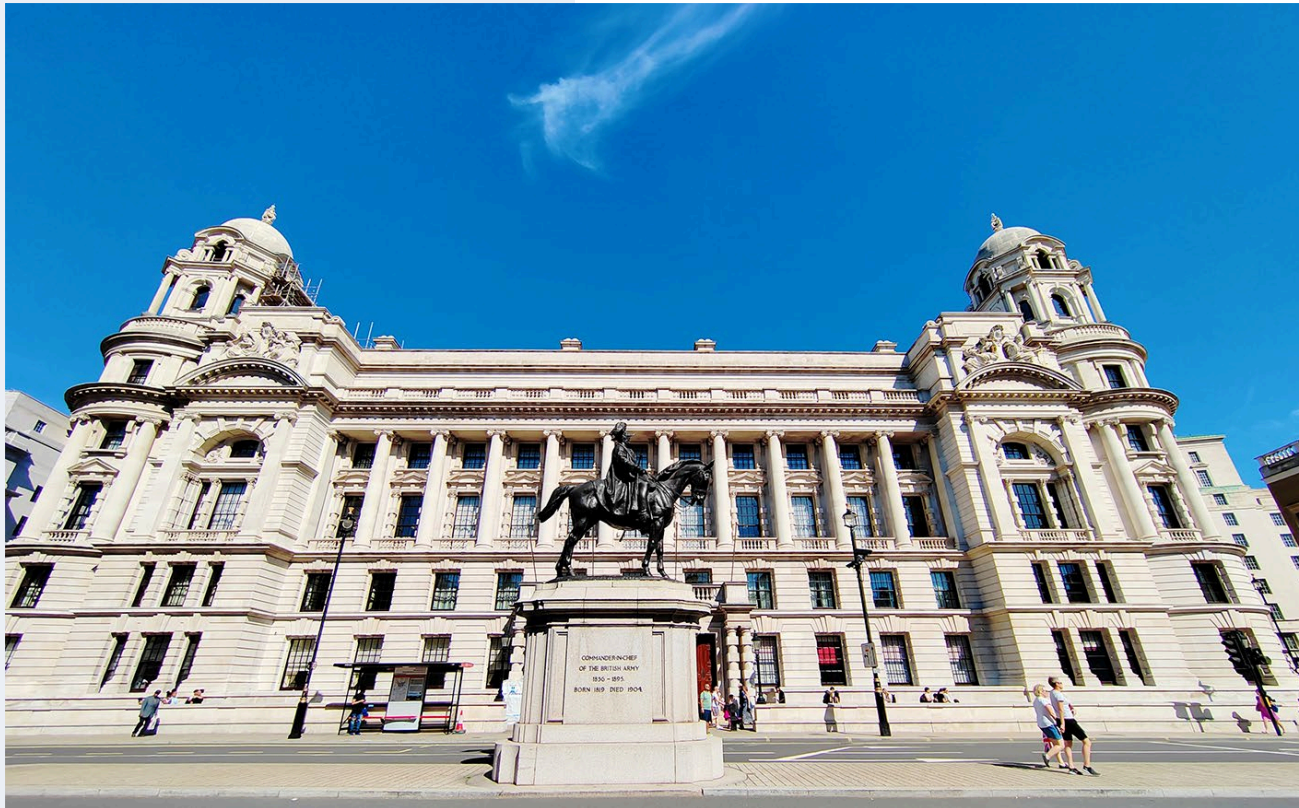
→ Strong position benefiting from structural growth

→ Attractive offer based on standardised platforms

→ Sustainable and future-proof business



Systemair products used at Old War Office for its transformation into private homes and five-star hotel



The Systemair company, Group SCS, provided ventilation and smoke ventilation systems across residential and hotel areas – including an underground car park ventilation system – at the Old War Office, London, which has been transformed into private homes and the 5-star Raffles London hotel.

With a value of more than 4 million euro, the Old War Office – Winston Churchill's headquarters during World War II – is one of the highest value projects in the history of Group SCS.



New delivery to atNorth ICE02

The partnership with atNorth started back in 2018 when atNorth opened its first data center in Iceland.

Their business concept is sustainable data centers that run entirely on green renewable energy and use the surrounding cold air for cooling.

Since 2019, Systemair has delivered multiple units to their projects and in April 2024, another 16 Direct free cooling units were delivered at a value of 10 MSEK.

The ICE02 project continues with further stages over the next two years.





Q&A