

Q4 2024 presentation

13 February 2025

INSTALCO

This is Instalco

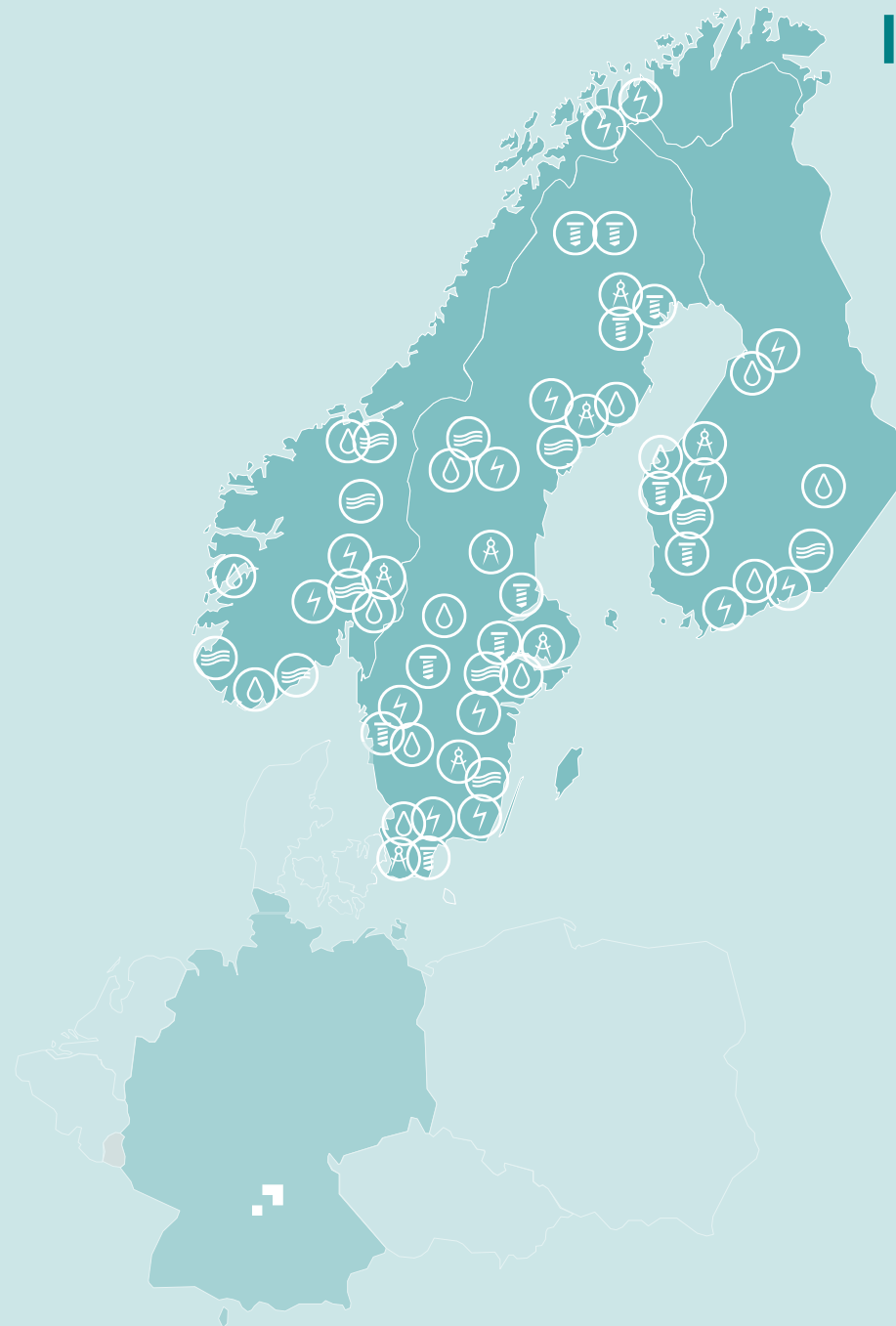
A leading Nordic group within heating and plumbing, electricity, ventilation, industry and technical consulting

Project planning, installation, service and maintenance of systems installed at properties and facilities

Highly decentralised structure – specialised local companies

>6,000 employees

Driving the green transformation – strong underlying market drivers



Key financials, LTM

Net sales, million SEK

13,690

EBITA adj., million SEK

944

Cash flow from operations, million SEK

946

Order backlog, million SEK

9,002

EBITA adj. margin, %

6.9

Service share of revenue YTD, %

35

Quarterly highlights

- Challenging market in all of 2024 met by continuous adjustments which were accelerated in Q4 – one-off costs
- Expansion to Germany and continued building of automation offering
- Announcement of climate targets

Key financials Q4 2024

Net sales

SEK **3,610** million

EBITA adj.

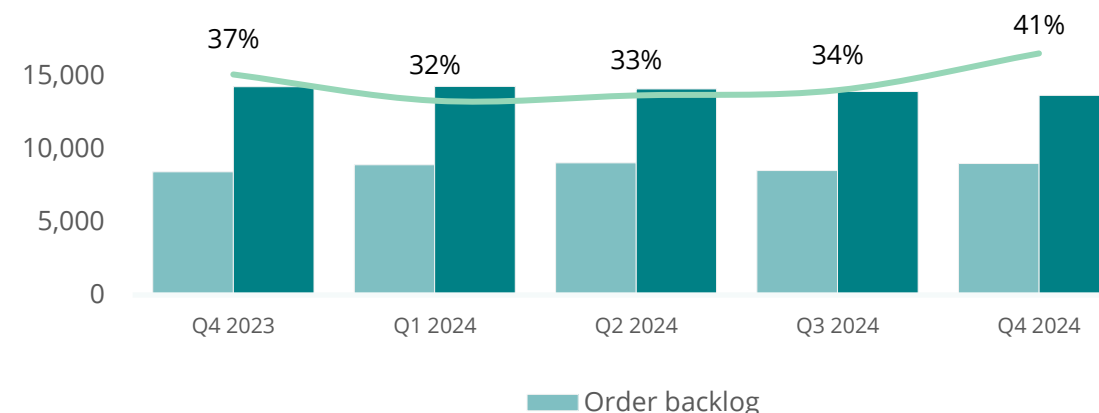
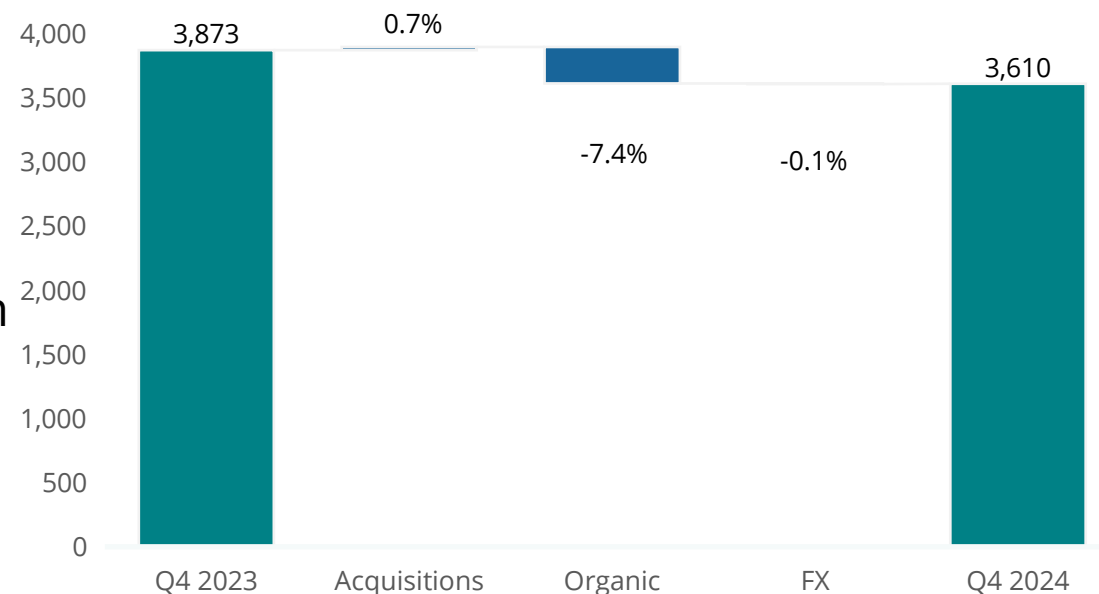
SEK **260** million

EBITA margin adj.

7.2 %

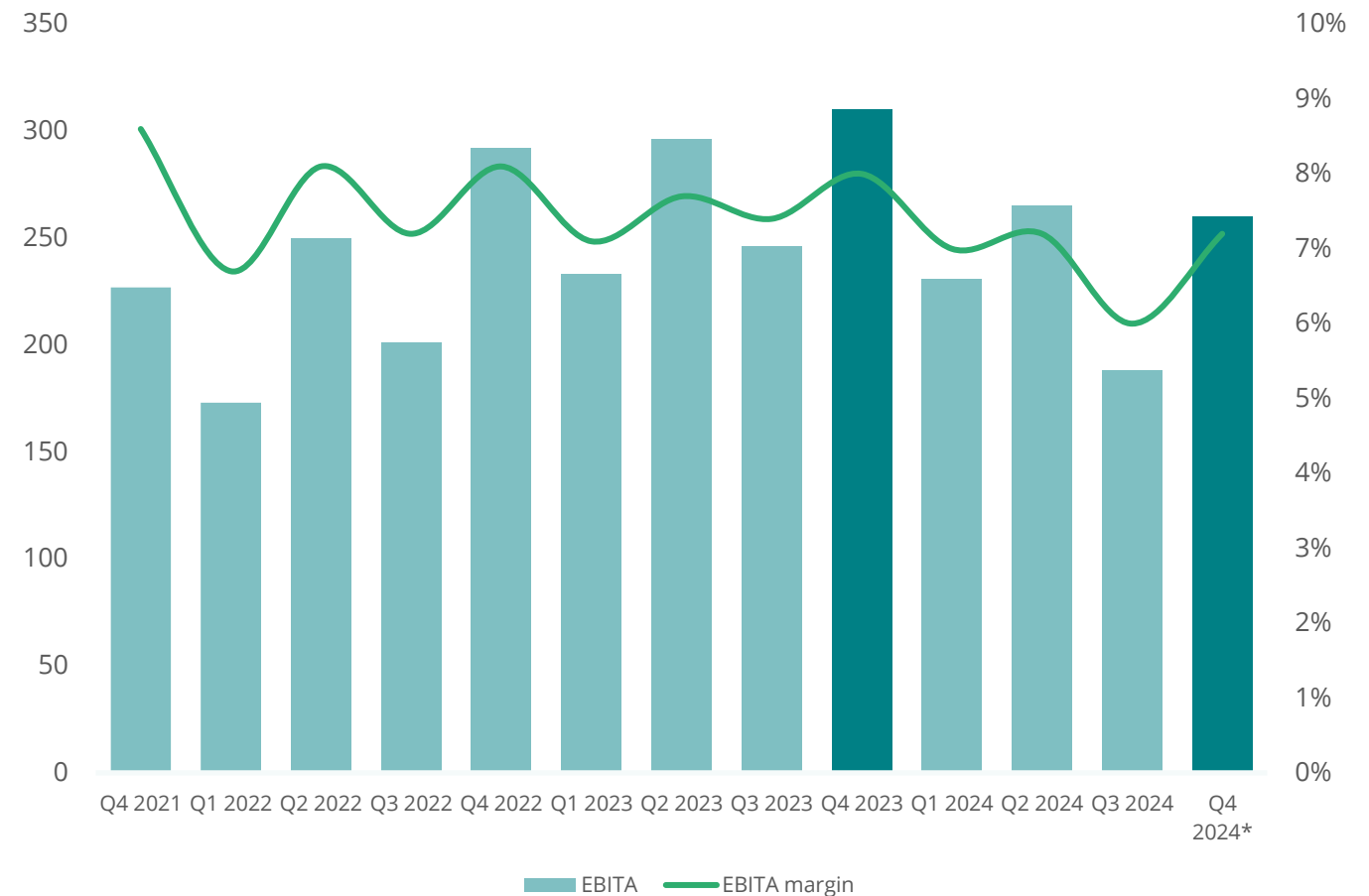
Net sales and order backlog (SEK million)

- Net sales development of -6.8% to SEK 3,610 (3,873) million
- Organic development -7.4%, while acquired growth contributed 0.7%
- Organic order backlog growth of 6.7% - though we remain selective on order taking
- Service, not included in order backlog, made up 41% of sales in the quarter



EBITA development (SEK million and margin %)

- EBITA amounted to SEK 195 (310) million
- EBITA margin of 5.4% (8.0) – adjusted for non-recurring costs margin amounted to 7.2%
 - Non-recurring costs:
 - SEK 65 million impacted EBITA
 - SEK 94 million impacted EBIT
- A result of the weak market and one-off costs



* Q4 24 adjusted with MSEK 65 one-off costs



Segment Sweden

- Net sales amounted to SEK 2,463 (2,703) million
 - Organic development -9.1%
 - Acquired growth of 0.3%
- EBITA down to SEK 135 (247) million, corresponding to a margin of 5.5% (9.1) - adjusted for one-off costs of SEK 54 million, EBITA margin amounted to 7.7%

Key financials Q4 2024

Net sales

SEK **2,463** million

EBITA adj.

SEK **189** million

EBITA margin adj.

7.7 %

Order backlog

SEK **6,966** million



Segment Rest of Nordics

- Net sales amounted to SEK 1,147 (1,170) million
 - Organic development -3.1%
 - Acquired growth of 1.5%
- EBITA amounted to SEK 58 (62) million, corresponding to a margin of 5.0% (5.3) - adjusted for one-off costs of SEK 11 million, EBITA margin amounted to 6.0%

Key financials Q4 2024

Net sales

SEK **1,147** million

EBITA adj.

SEK **69** million

EBITA margin adj.

6.0 %

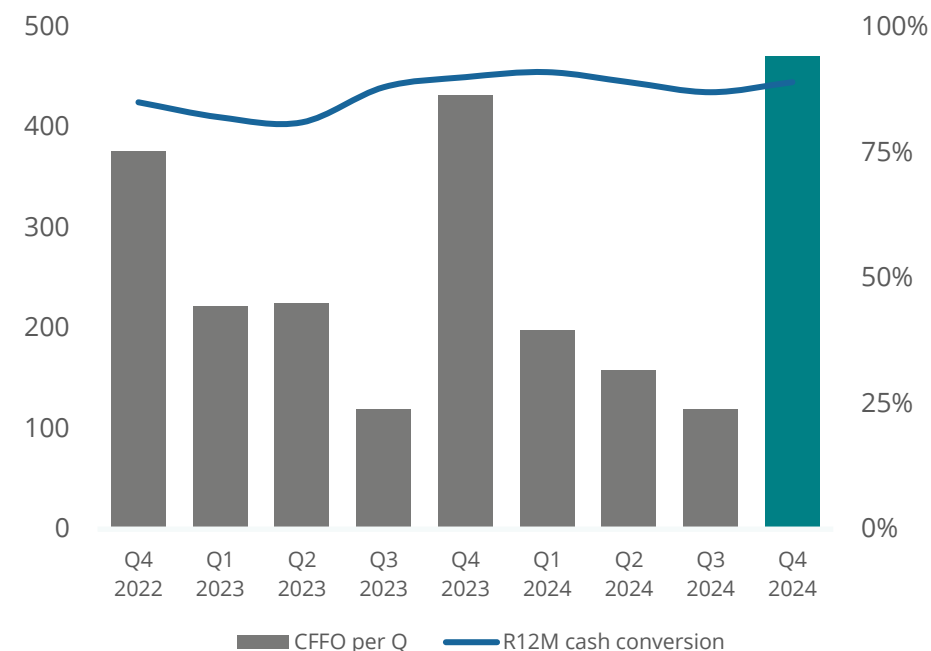
Order backlog

SEK **2,186** million

Cash generation (SEK million)

- Cash conversion stable and quarterly cash flow from operations improving to SEK 471 (432) million, despite the lower earnings – a result of continued focus on working capital and invoicing
- Negative impact from financing activities due to repayment of debt

SEKm	Q4 2024	Q4 2023
EBITDA	302	406
Change in net working capital	141	94
Cash flow from operating activities (CFFO)	471	432
<i>Cash conversion (R12M)</i>	89%	90%
Cash flow from investing activities	-19	-113
Cash flow from financing activities	-368	-170
Cash flow for the period	84	149



Strategic targets

Growth

≥10%

Average sales growth should be at least 10% per year over a business cycle. Growth will take place both organically and through acquisitions

Cash conversion

100%

Instalco aims to achieve a cash conversion ratio of 100%, measured over a rolling twelve-month period over a business cycle

Dividend policy

30%

Instalco targets a dividend payout ratio of 30% of net profit

Profitability

8%

Instalco aims to deliver an EBITA margin of 8.0%

Capital structure (Net Debt/EBITDA)

2.5x

Instalco's net debt in relation to EBITDA shall not exceed a ratio of 2.5

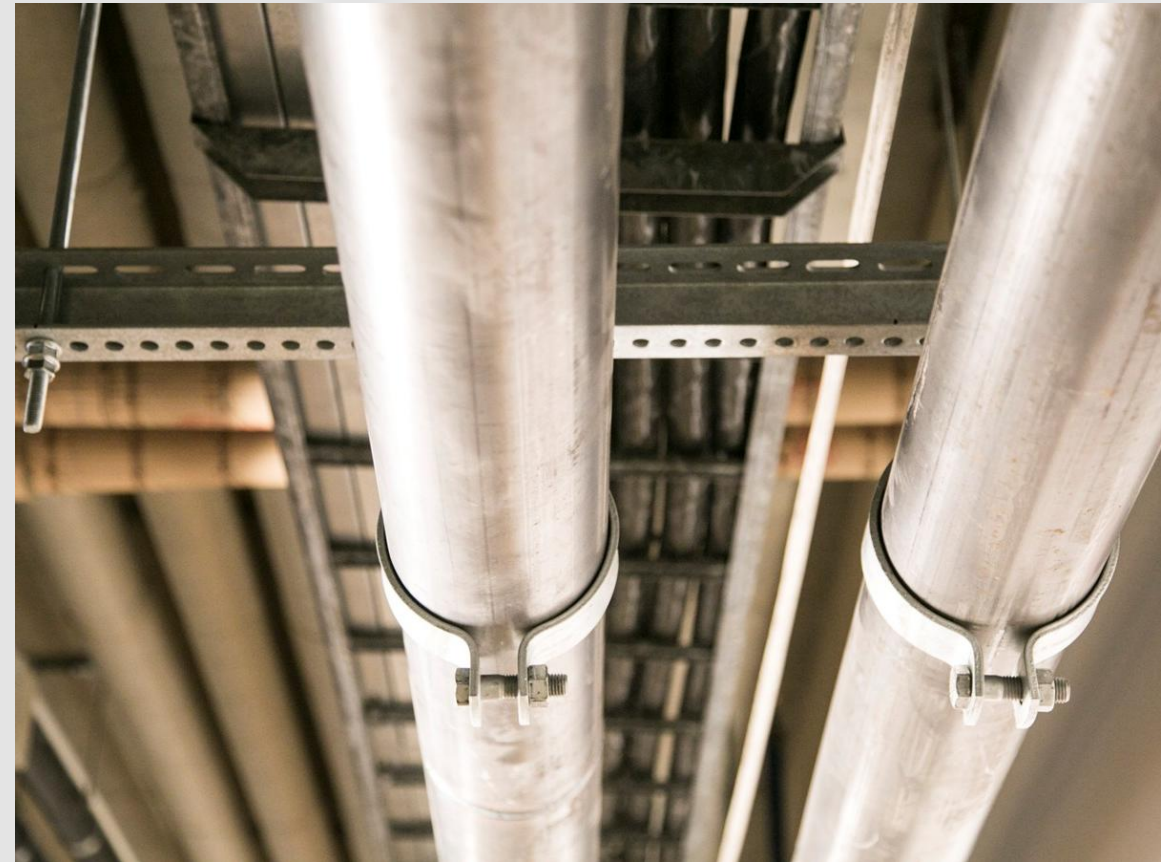
Climate target

50%

Reduction of GHG emission intensity in Scope 1 and 2 by 2030, with 2020 as base year

Project: Joint assignment in Finland

- Kuopion LVI-Talo and Twinpukti won a joint assignment for installations at a major grocery store project in Kuopio.
- New construction of approximately 12,000 square metres.
- Heating & plumbing, ventilation and sprinkler installations.
- Project value of approximately EUR 4 million for Instalco.





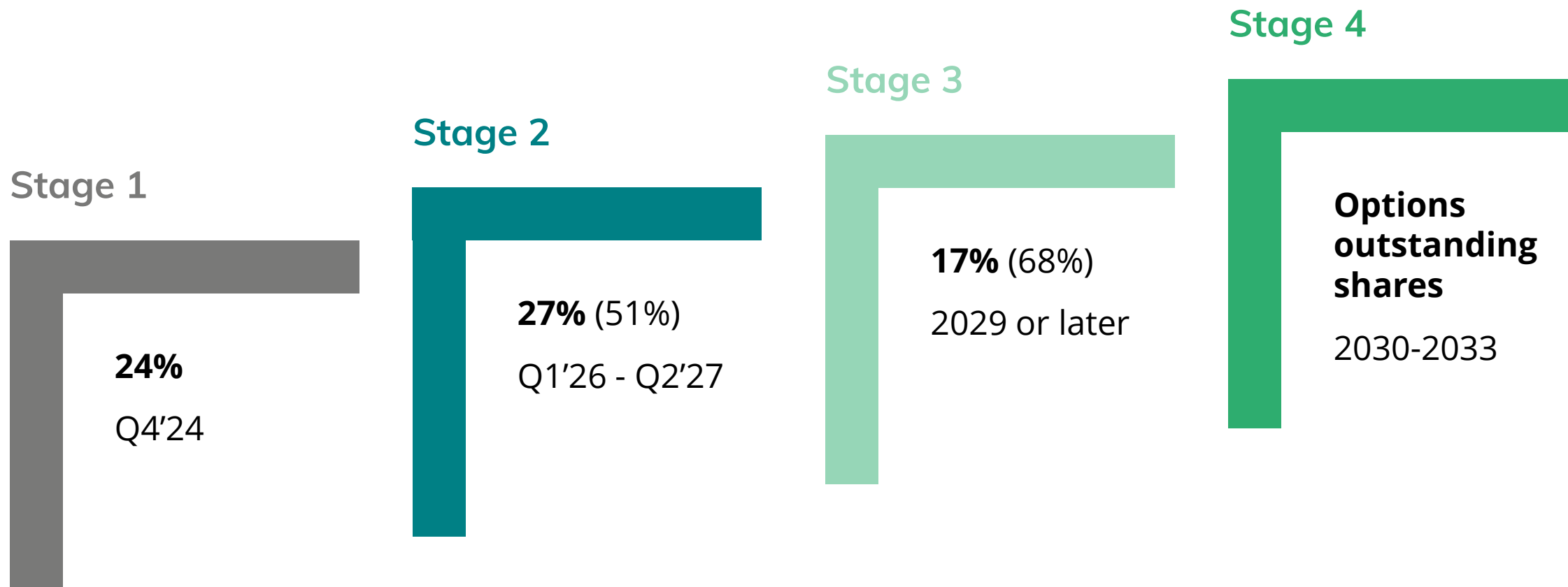
CEO's theme **Expansion into Germany**



FABRI COMPANIES 2024

Strong locally &
Strong as a group

Deal structure – shared risk and upside



The FABRI Group in three numbers

12
companies

The foundation of our Group is formed by economically well-positioned craft businesses that have a strong regional presence with their brand

»400
people

All employees are characterized by their in-depth specialist knowledge, enriching the collaboration and strengthening our entire team.

»70 Mio
turnover

Every company in the FABRI Group benefits from the size of the Group.

The FABRI Group in three numbers

14
companies

The foundation of our Group is formed by economically well-positioned craft businesses that have a strong regional presence with their brand.

»500
people

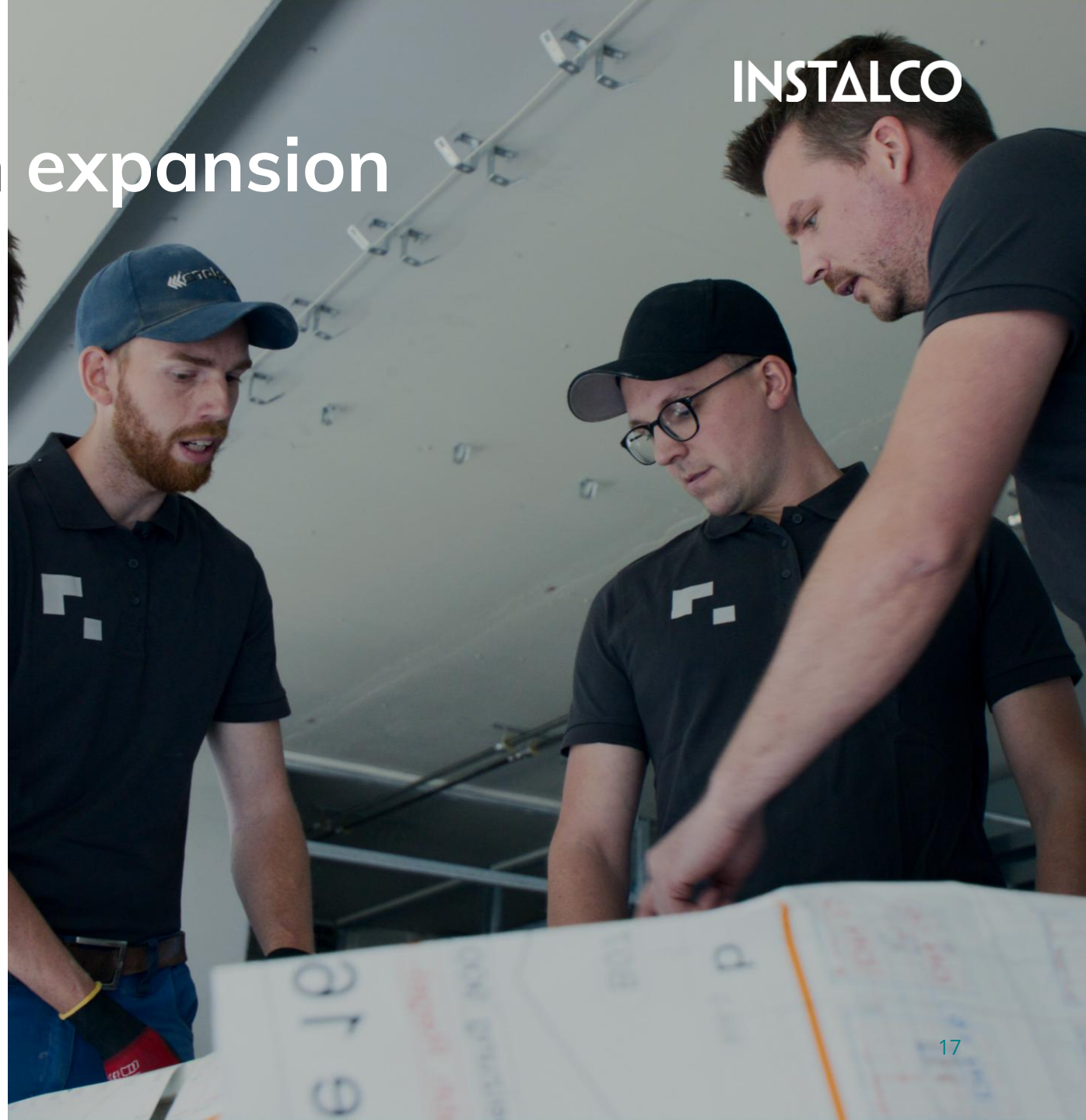
All employees are characterized by their in-depth specialist knowledge, enriching the collaboration and strengthening our entire team.

»80 Mio
turnover

Every company in the FABRI Group benefits from the size of the Group.

A platform for German expansion

- Fabri invests in successful, regionally rooted installation businesses
- Each of the companies operates independently, flexibly, and autonomously
- Decentralization determine the daily actions
- Decisions are made by the local decision-makers
- Fabri stands as a strong and reliable partner alongside its companies



Summary

- Increased mitigation efforts in Q4 – measures will gradually take effect during the coming year
- Improved order backlog – we remain selective and cautiously optimistic
- High services share of sales – adaptive organization
- Climate targets to strengthen our position as a reliable partner in the green transition.
- Building for the future: Strategic expansion to a new market and continued building of technical consulting and automation business



Q&A

INSTALLCO

Full power installations from a powerful team