



Storskogen Q1 2025

May 2025



Today's presenters



Christer Hansson

CEO



Lena Glader

CFO

Storskogen in brief

Storskogen is an international business group with YTD net sales of SEK 33.8bn and adj. EBITA of SEK 3.2bn, split across three business areas consisting of business units averaging SEK ~300m¹ in sales

Services



Peter Ahlgren

NO. OF BUSINESS UNITS

52

Sales, LTM

SEK 9,899m

Adj. EBITA margin, LTM

11.4%

Trade



Åsa Murphy

NO. OF BUSINESS UNITS

25

Sales, LTM

SEK 9,487m

Adj. EBITA margin, LTM

8.4%

Industry



Fredrik Bergegård

NO. OF BUSINESS UNITS

36

Sales, LTM

SEK 14,444m

Adj. EBITA margin, LTM

10.5%

Highlights

Q1 in line with last year, positive margin trend continues

NET SALES, Q1:

SEK 7,940m
(-5%¹)

ORGANIC NET SALES GROWTH, YTD:

1%
(-6%²)

ADJ. EBITA, Q1:

SEK 700m
(-1%¹)

ORGANIC EBITA GROWTH, YTD:

-4%
(-21%²)

ADJ. EBITA MARGIN, Q1:

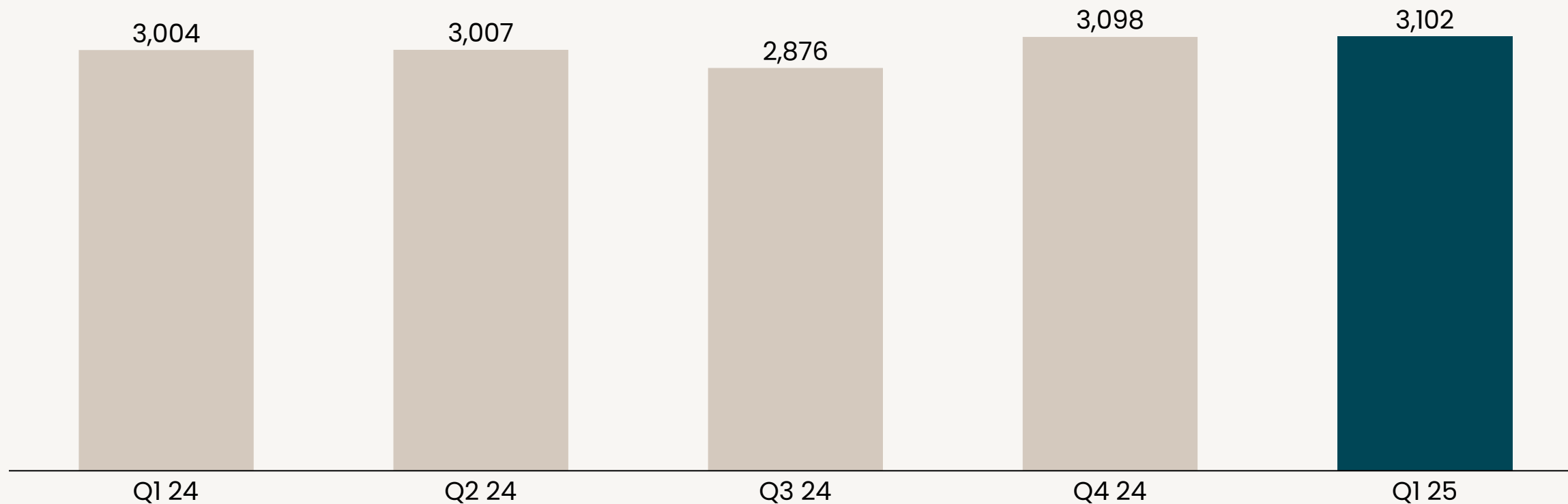
8.8%
(8.4%²)

Key highlights

- Cash flow seasonally softer – LTM cash conversion ahead of target at 88%
- Positive Y/Y margin trend continues
- Interest-bearing net debt/RTM adj. EBITDA at 2.3x
- Operational focus remains key amid continued uncertainty
- Acquisition agenda to be resumed in coming quarters

Cash flow remains solid

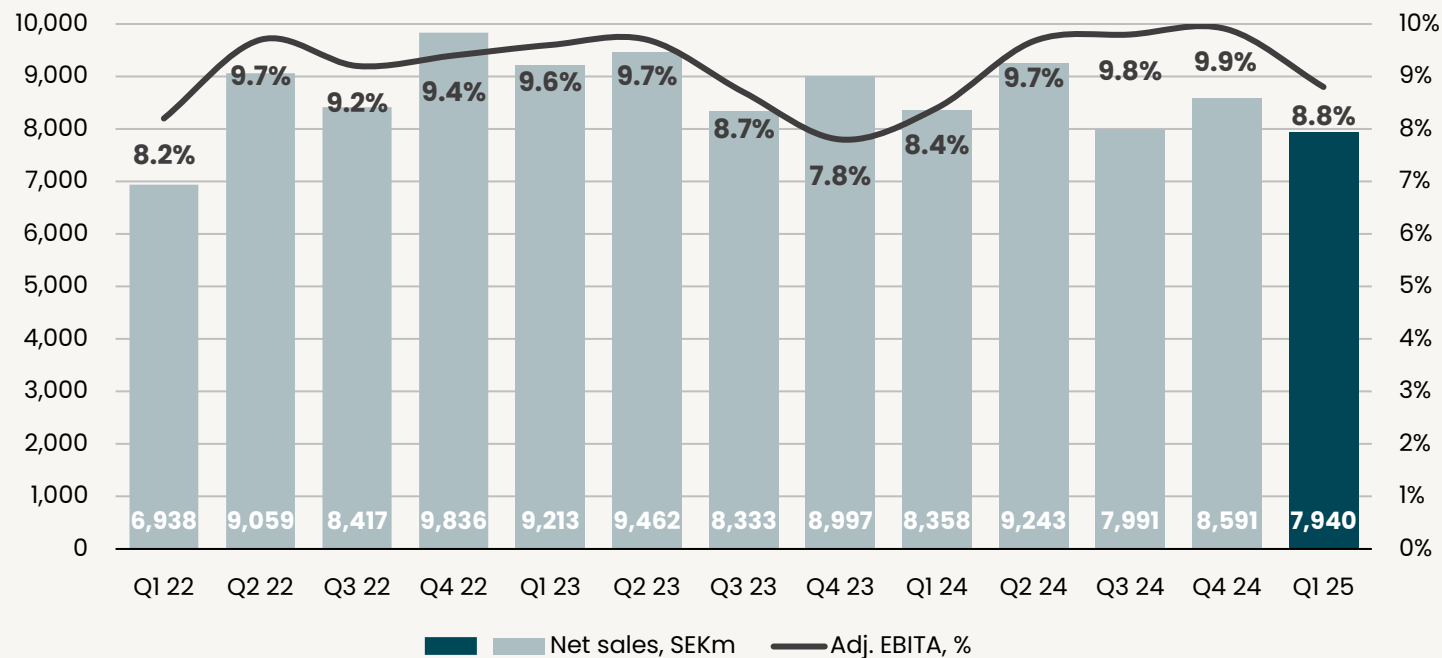
Cash flow from operations, LTM (SEKm)



Net sales and EBITA margin

Q1 seasonally softer with slight positive organic sales growth

Financial development



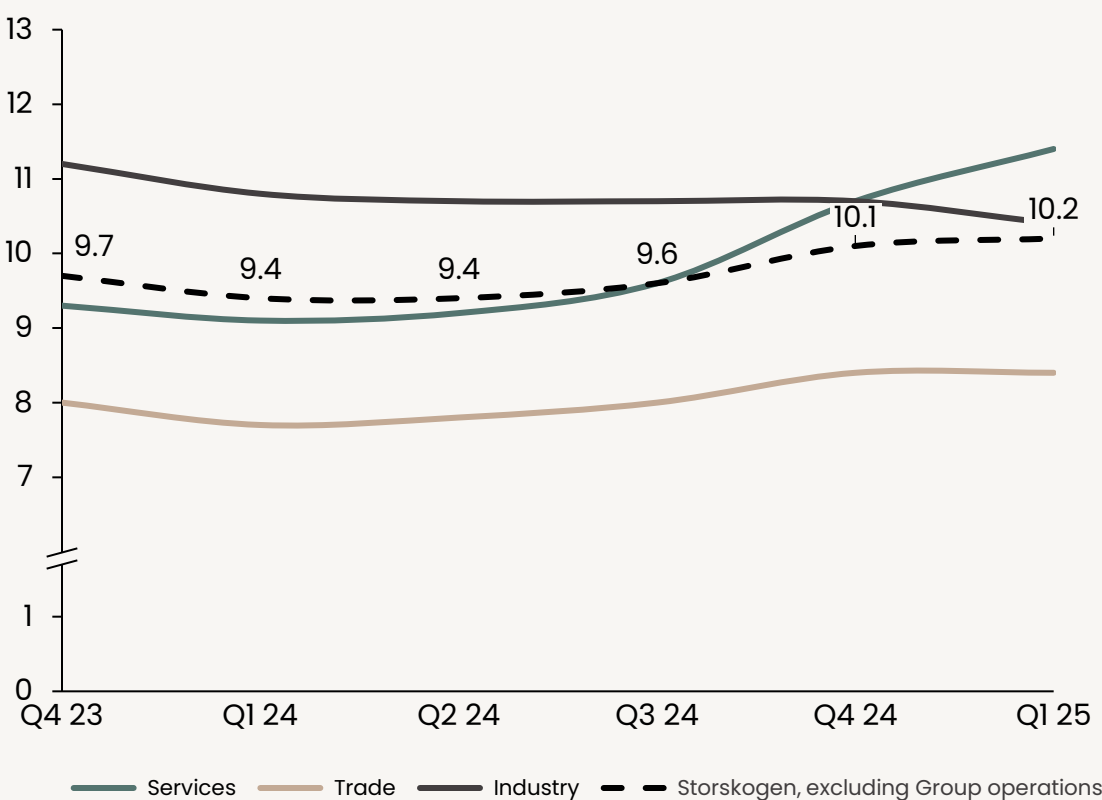
COMMENT

- Sales in line with seasonal patterns
 - Divestments (-6%) and organic growth (1%)
- Y/Y margin improvement driven by divestments and positive organic growth in Services and Trade

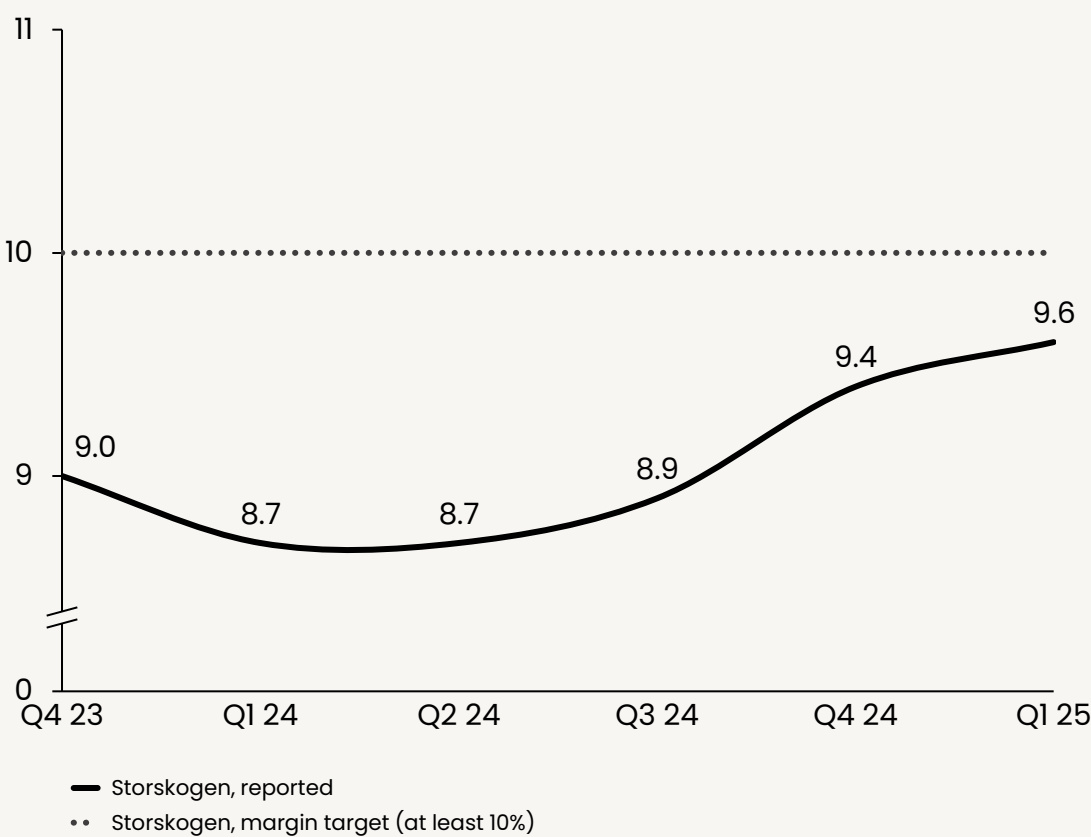
Our diversified approach

Diversified mix supporting overall positive margin trend

Adj. EBITA margin by business area, LTM



Group adj. EBITA margin, LTM



Services

Profitability focus resulted in positive organic EBITA growth

NET SALES, Q1:

SEK 2,134m
(-14%¹)

ORGANIC NET SALES GROWTH, YTD:

-6%
(-3%²)

ADJ. EBITA, Q1:

SEK 236m
(16%¹)

ORGANIC EBITA GROWTH, YTD:

4%
(-24%²)

ADJ. EBITA MARGIN, Q1:

11.1%
(8.2%²)

Key highlights

- Profitability focus and divestments yielded positive margin effects
- Divestments affected Q1 sales by -8%
- Business Services saw solid sales and improved margins
- Demand in Infrastructure Services was subdued but with signs of a recovery in 2025
- Q2 is a seasonally stronger quarter

Trade

Positive organic sales and EBITA growth

NET SALES, Q1:

SEK 2,240m
(-4%¹)

ORGANIC NET SALES GROWTH, YTD:

3%
(-6%²)

ADJ. EBITA, Q1:

SEK 168m
(-1%¹)

ORGANIC EBITA GROWTH, YTD:

2%
(-21%²)

ADJ. EBITA MARGIN, Q1:

7.5%
(7.3%²)

Key highlights

- Profitability focus yielding positive Y/Y effects
- Divestments affected Q1 sales by -6%, offset by organic growth
- Professional Products had solid sales with improved margins
- Demand improved slightly from low levels in Consumer Products – signs of further improvement in 2025
- Q2 is a seasonally stronger quarter

¹Y/Y growth

²Same metric in the comparable period LY

Industry

Sales in line with last year but negative organic EBITA growth for the quarter

NET SALES, Q1:

SEK 3,579m
(1%¹)

ORGANIC NET SALES GROWTH, YTD:

4%
(-8%²)

ADJ. EBITA, Q1:

SEK 350m
(-9%¹)

ORGANIC EBITA GROWTH, YTD:

-10%
(-20%²)

ADJ. EBITA MARGIN, Q1:

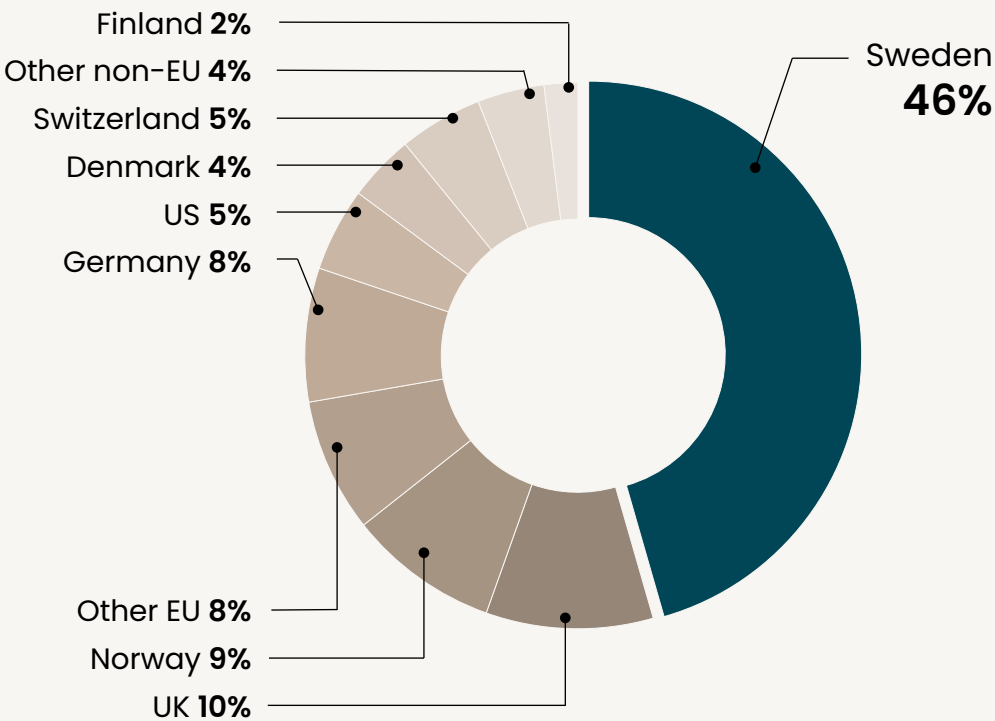
9.8%
(10.9%²)

Key highlights

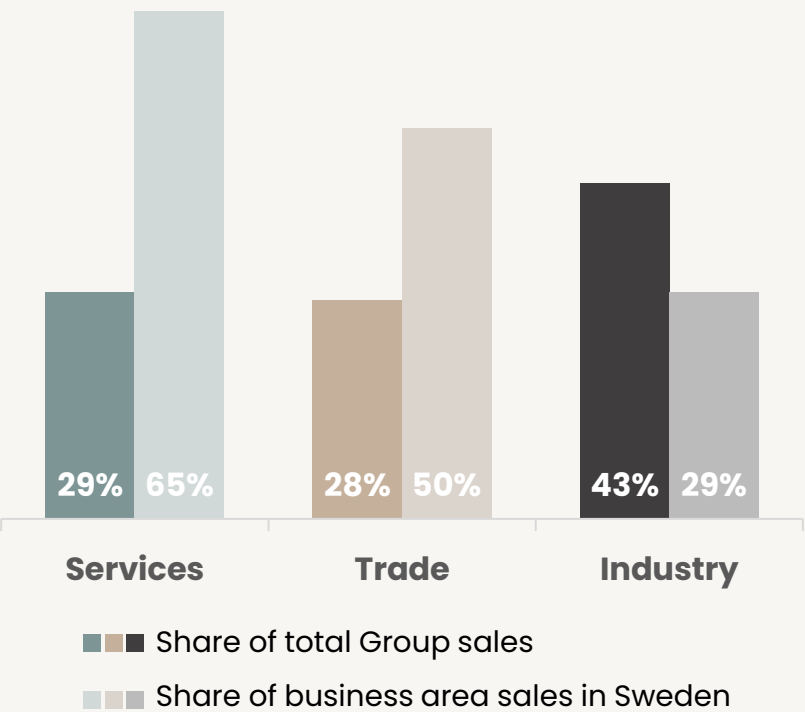
- Y/Y margin declined due to a slow start to the year for Industrial Technologies and Automation
- Product Solutions saw sales and margin in line with last year
- Profitability and efficiency gains remain key focus areas
- Strong ending to the quarter and an improved orderbook – expect profitability in Q2 to be in line with last year

Current geographical mix

Sales distribution¹



Share of sales, split by business area¹



Achieving resilience and profitable growth

Increasing
exposure to
**non-cyclical
businesses**

Increasing
geographical exposure
outside Sweden

Increasing exposure to
selected **investment
themes**

Profitable growth and resilience

Improving resilience in the portfolio

SERVICES



Health and wellbeing



Automation



Energy and sustainability



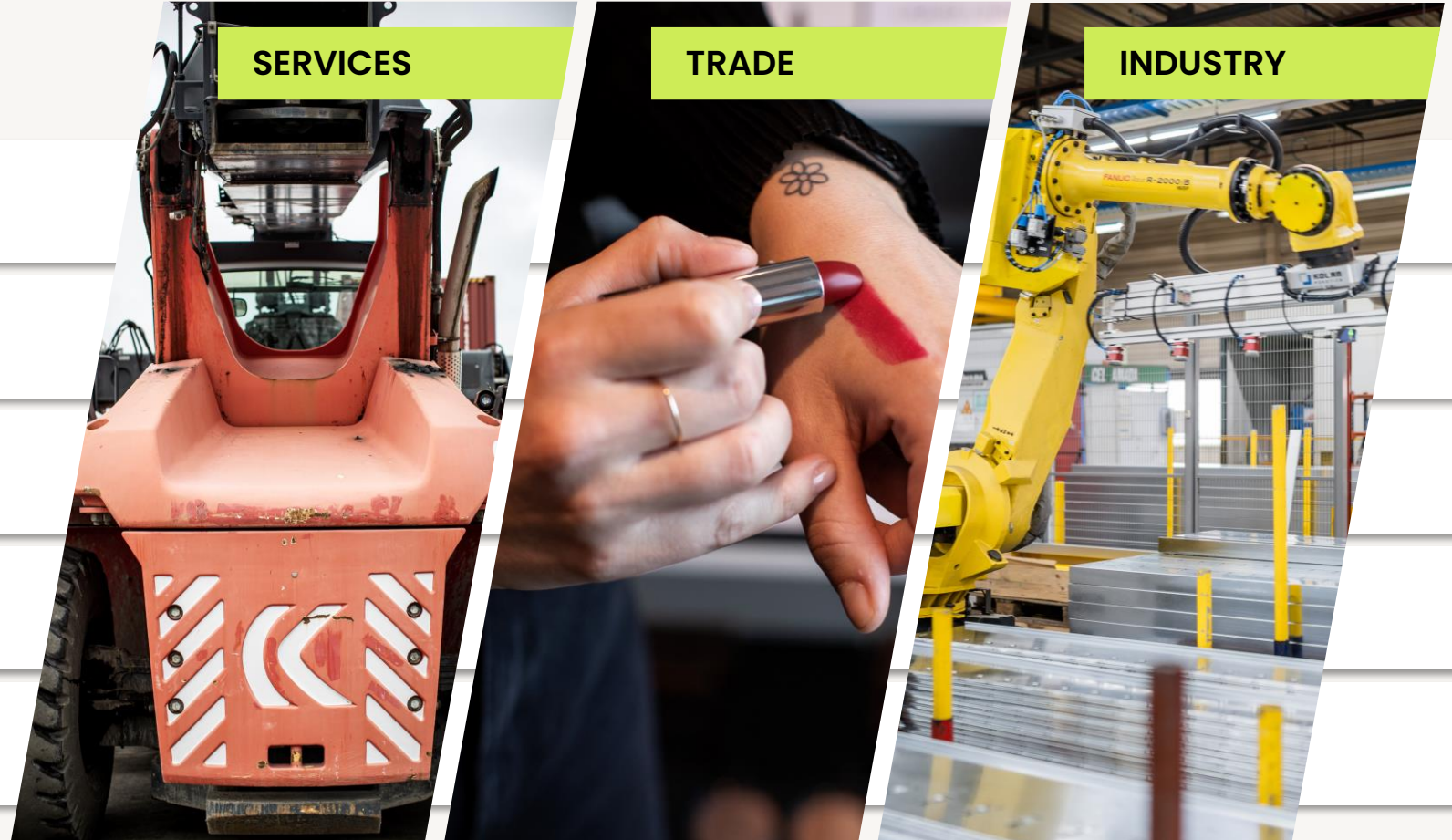
Digitalisation



Infrastructure

TRADE

INDUSTRY



Financial update

Financial summary, adjusted for IAC

Y/Y sales declined due to divestments; profit growth was supported by lower financial items and efficiency gains

SEKm, reported	Q1 25	Q1 24	Chg., %
Net sales	7,940	8,358	-5
Raw material and supplies	-4,169	-4,455	-6
Other external expenses	-956	-985	-3
Personnel expenses	-1,944	-2,076	-6
Other income and expenses	91	146	-38
Adj. EBITDA	962	987	-3
Depreciation	-263	-284	-7
Adj. EBITA	700	703	-1
Amortisation	-176	-206	-14
Adj. operating profit (EBIT)	523	497	5
Net financial items	-198	-256	-23
Adj. profit before tax	325	241	35

Financial KPIs	Q1 25	Q1 24	Chg., %
Adj. EBITA margin, %	8.8	8.4	0.4 pp
Adj. EPS, after dilution	0.13	0.09	35
Adj. RoE, %	5.8	3.7	2.1 pp
RoCe ¹ , %	10.4	9.5	0.9 pp

¹ As of Q1 2025 the definition has been updated where adjusted EBITA replaces the previously used operating profit plus interest income. In addition, in the definition of capital employed, current investments and cash and cash equivalents are excluded. According to the previous definition, return on capital employed would have been 4.8 percent (6.4)..

Financial summary, reported

FY EBITA in line with last year, improved PBT largely due to lower net financial items

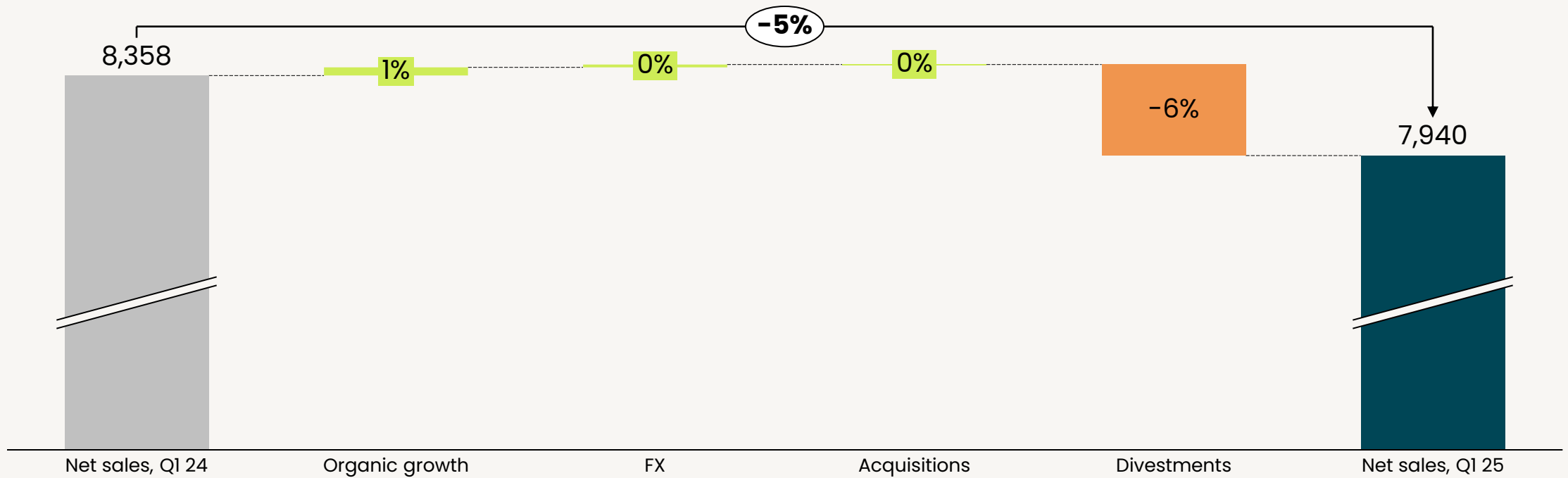
SEKm, reported	Q1 25	Q1 24	Chg., %
Net sales	7,940	8,358	-5
Raw material and supplies	-4,169	-4,455	-6
Other external expenses	-956	-985	-3
Personnel expenses	-1,944	-2,095	-7
Other income and expenses	71	146	-52
EBITDA	942	968	-3
Depreciation	-263	-284	-7
EBITA	680	684	-1
Amortisation	-176	-206	-14
Operating profit (EBIT)	503	478	5
Net financial items	-198	-280	-29
Profit before tax	305	198	54
Financial KPIs	Q1 25	Q1 24	Chg., %
EBITA-margin, %	8.6	8.2	0.4 pp
EPS, before and after dilution	0.12	0.07	64
RoE, %	0.9	2.8	-1.9 pp
RoCe ¹ , %	10.4	9.5	0.9 pp

¹ As of Q1 2025 the definition has been updated where adjusted EBITA replaces the previously used operating profit plus interest income. In addition, in the definition of capital employed, current investments and cash and cash equivalents are excluded. According to the previous definition, return on capital employed would have been 4.8 percent (6.4)..

Q1 sales bridge

Negative Y/Y change explained by divestments

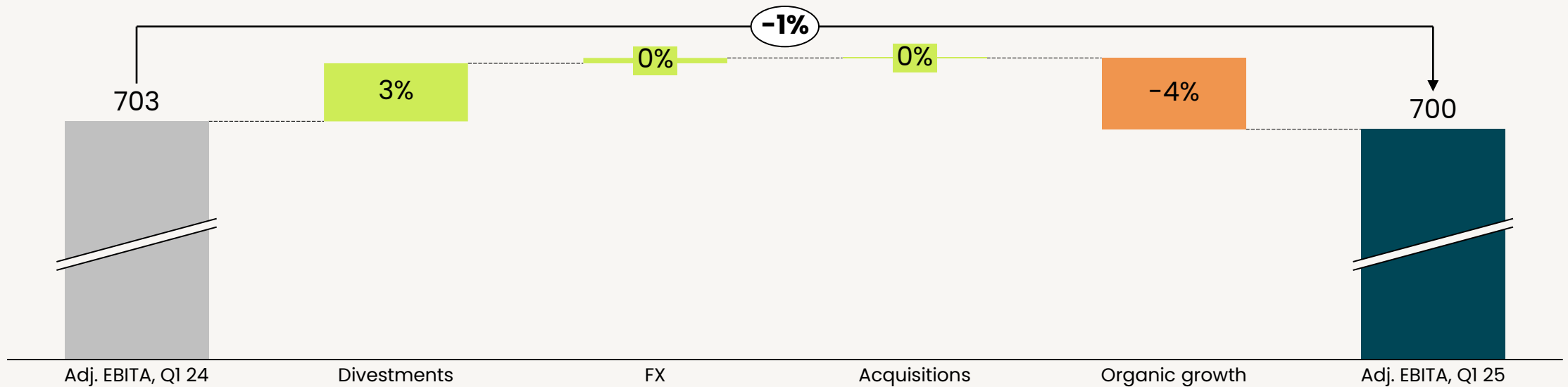
SEKm



Q1 EBITA bridge

Relatively unchanged Y/Y as negative organic growth in Industry was offset by divestments

SEKm



Condensed cash flow

Cash flow from operating activities in line with last year, with a seasonal effect of a change in WC offset by lower taxes paid; capex/sales of 1.9%.

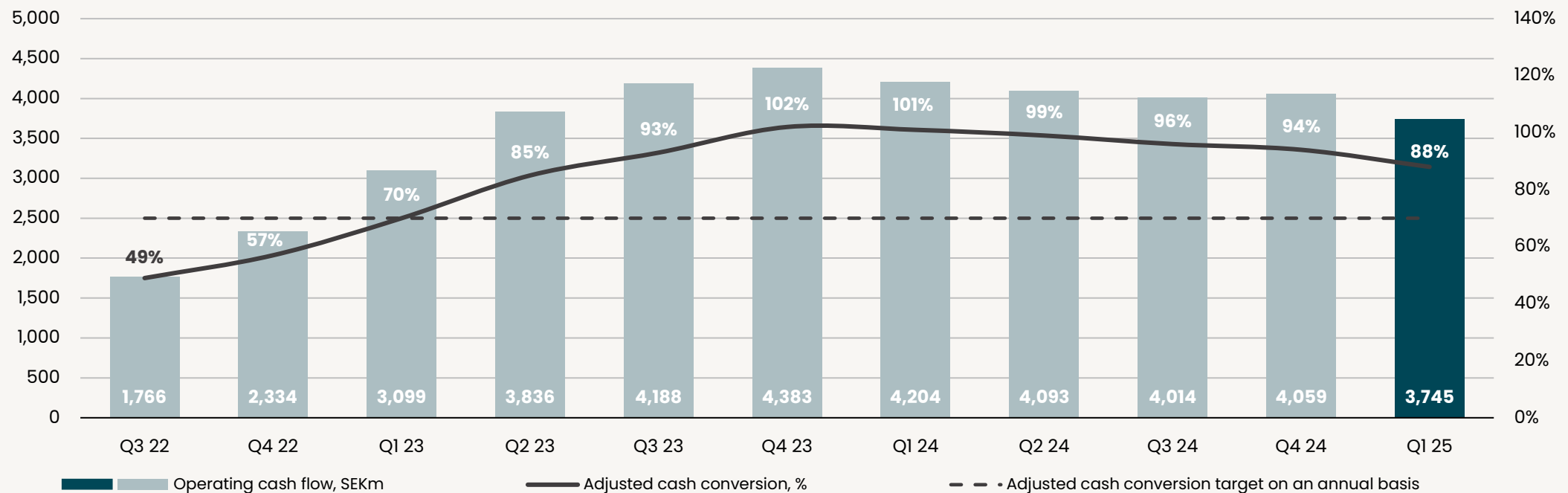
SEKm	Q1 25	Q1 24	Chg., %	LTM
Profit before tax	305	198	54	600
Adjustment for non-cash items	414	461	-10	2,850
Income tax paid	-170	-387	-56	-444
Change in WC	-436	-163	167	97
Cash flow from operating activities	113	109	4	3,102
Net investments in non-current assets	-153	-105	46	-797
Acquisitions & divestments	-4	-176	-98	-200
Cash flow from investing activities	-157	-281	-44	-998
Cash flow from financing activities	-733	-4	n/a	-2,397
Cash flow for the period	-777	-176	341	-291
Cash at the beginning of the period	1,899	1,560	22	1,407
Cash at the end of the period	1,078	1,407	-23	1,078

Financial KPIs	Q1 25	Q1 24	Chg., %	LTM
Adjusted cash conversion, %	39	70	-31 pp	88
Total available liquidity, SEKm	4,134	3,711	11	4,134

Operating cash flow and cash conversion

Cash flow seasonally lower and cash conversion (LTM) trending closer to target

Operating cash flow¹ (LTM)



Condensed balance sheet

Strengthened Y/Y by net debt and working capital reduction, and a goodwill write-down related to divestments

SEKm	Mar 25	Mar 24	Chg., %	Dec 24
Total non-current assets	28,988	30,880	-6	29,797
Total current assets	12,757	14,192	-10	13,383
Total assets	41,746	45,072	-7	43,180
Total equity	20,273	20,739	-2	20,807
Interest-bearing non-current liabilities	7,941	10,278	-23	8,575
Non-current lease liabilities	1,163	1,389	-16	1,114
Non-interest-bearing non-current liabilities	1,096	1,909	-43	1,167
Total non-current liabilities	12,086	15,689	-23	12,863
Interest-bearing current liabilities	1,399	603	132	1,423
Current lease liabilities	495	471	5	492
Non-interest-bearing current liabilities	4,993	5,016	Unch.	5,285
Total current liabilities	9,386	8,644	9	9,510
Total equity and liabilities	41,746	45,072	-7	43,180

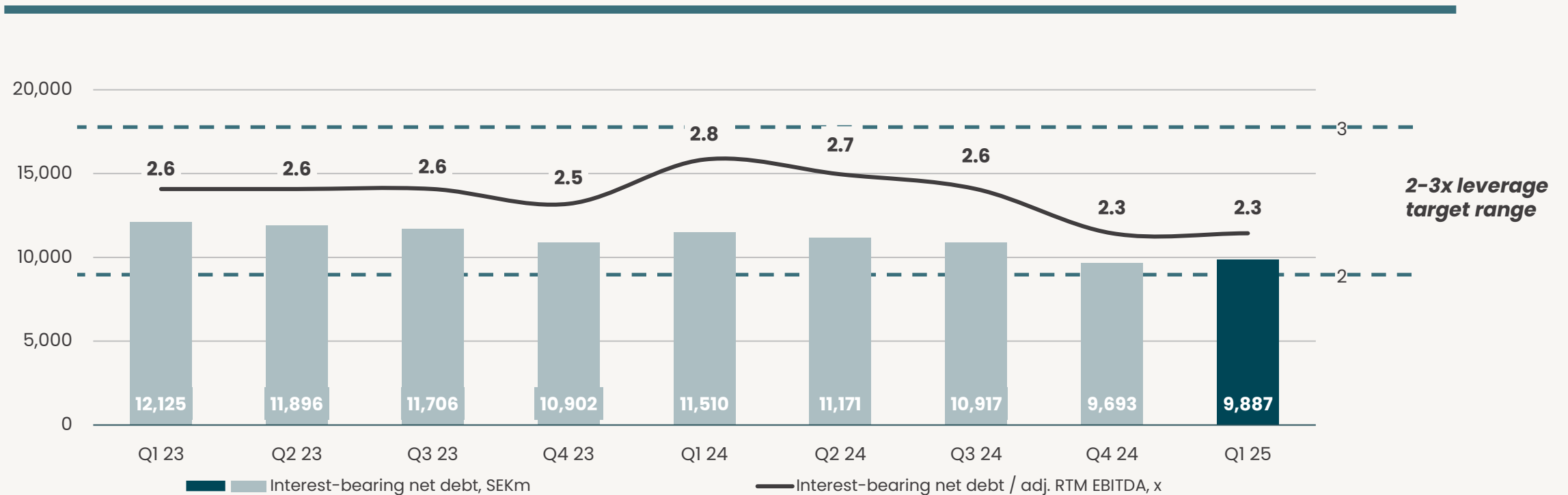
Financial KPIs	Mar 25	Mar 24	Chg.,	Dec 24
Leverage ratio ¹ , x	2.3	2.8	-0.5x	2.3
Equity/assets ratio, %	49	46	3 pp	48

¹ Interest-bearing net debt / adjusted RTM EBITDA

Net debt and leverage

Net debt and leverage ratio in line with Q4 in the seasonally softer first quarter

Leverage ratio



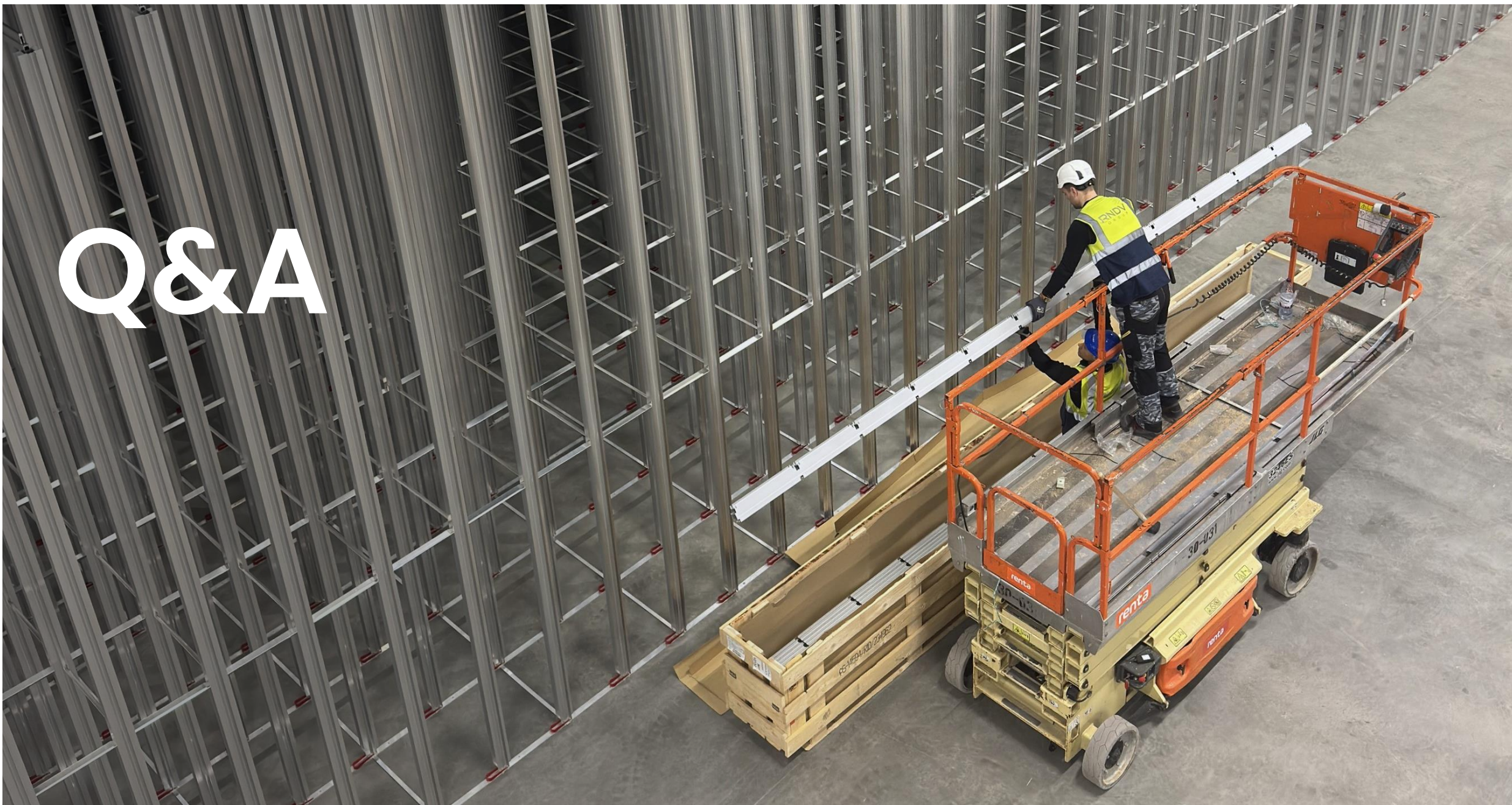
Key takeaways

Progress in 2024 created a solid foundation

- ✓ Seasonally slower quarter as expected – margin expansion and continued strong cash flow (LTM) – looking ahead to a stronger Q2
- ✓ Continued focus on operational value drivers to improve market positions, and to deliver organic EBITA growth and strong cash flows
- ✓ Looking to start acquisition agenda in the coming quarters



Q&A



Appendix

WARNING: DEATH OR SERIOUS INJURY MAY RESULT FROM:
• EXPLOSION OF AIR LINE OR AIR LINE ASSEMBLY DUE TO IMPROPER MOUNTING.
• ONLY SPECIALLY TRAINED PERSONNEL SHOULD BE ALLOWED TO MOUNT, DISMOUNT, OR INFLATE THIS TIRE.
• THIS TIRE IS NOT TO BE USED FOR INFLATION PURPOSES EXCEPT AS SPECIALLY TRAINED PERSONNEL.
• INFLATION INFLATION EXCESSIVE SPEED.
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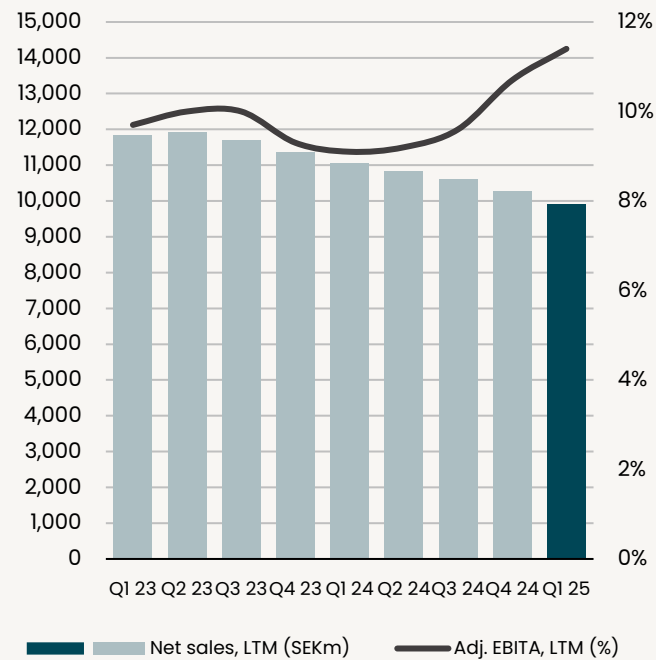
TUBELESS

40PLY RATING
FOR HARD IMPROVED SURFACE
SPEED 25 km/h (15.5 mph) MAX. LOAD 15200 kg (33500 lb.)
AT PRESSURE 1050 kPa (150 psi) COLD
SPEED 10 km/h (6.2 mph) MAX. LOAD 15200 kg (33500 lb.)
AT PRESSURE 1050 kPa (150 psi) COLD

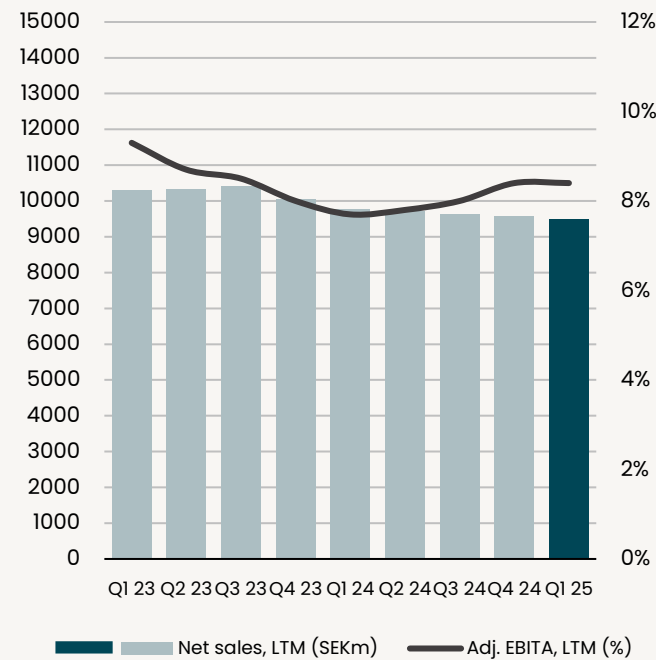
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Financial development per business area

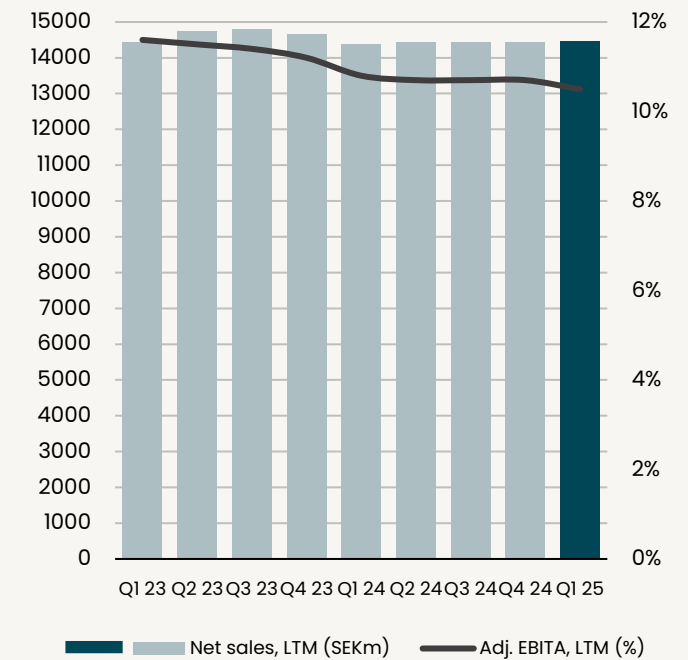
Services



Trade

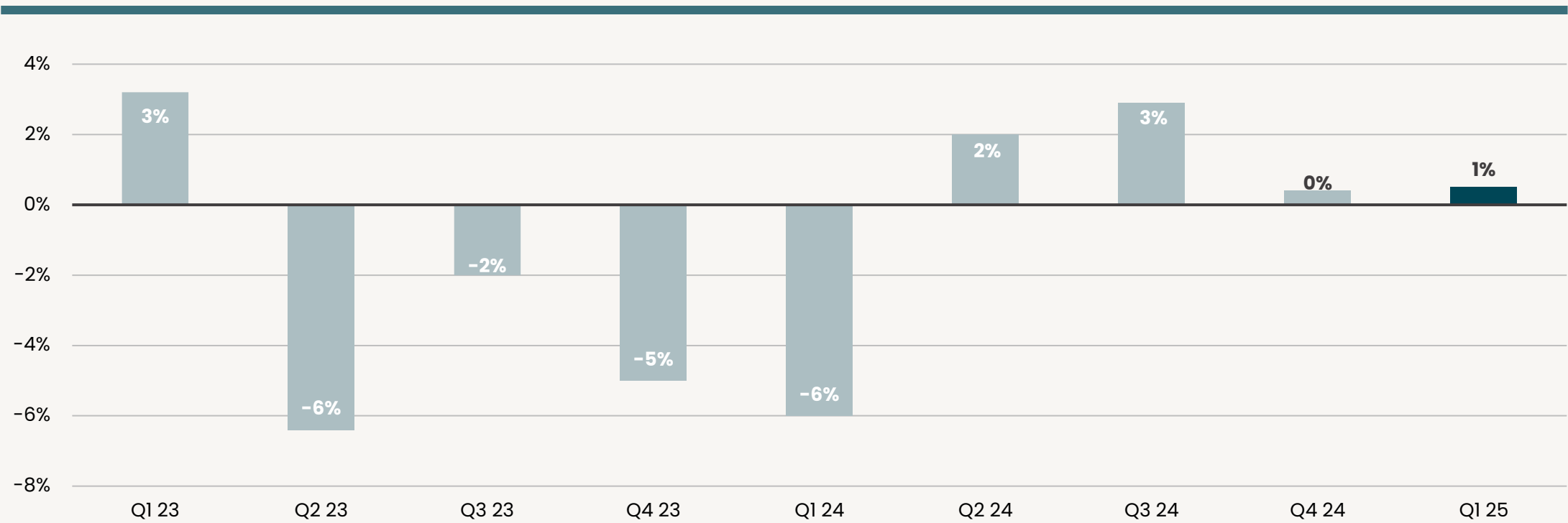


Industry



Organic sales growth

Organic growth (QTD¹)



¹ Comparable sample based on portfolio companies owned as of January in the comparison year, i.e. the same sample as organic YTD data

Cash flow bridge

LTM, SEKm

