

BYGGMAX®

ABG SUNDAL COLLIER

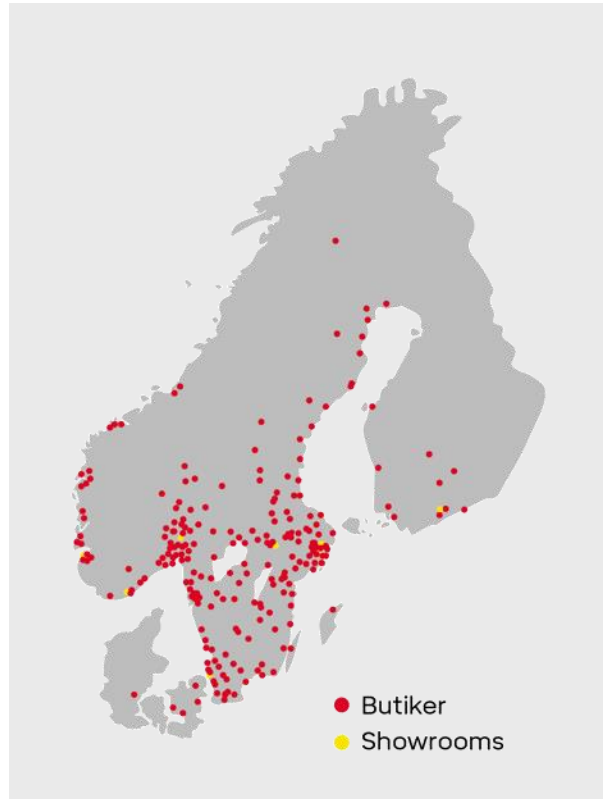
April 16, 2025

Karl Sandlund, CEO
Helena Nathhorst, CFO



EVERYBODY HAS THE RIGHT TO A FANTASTIC HOME

Attractive position
on valuable market



Right assortment
stores combined with e-com



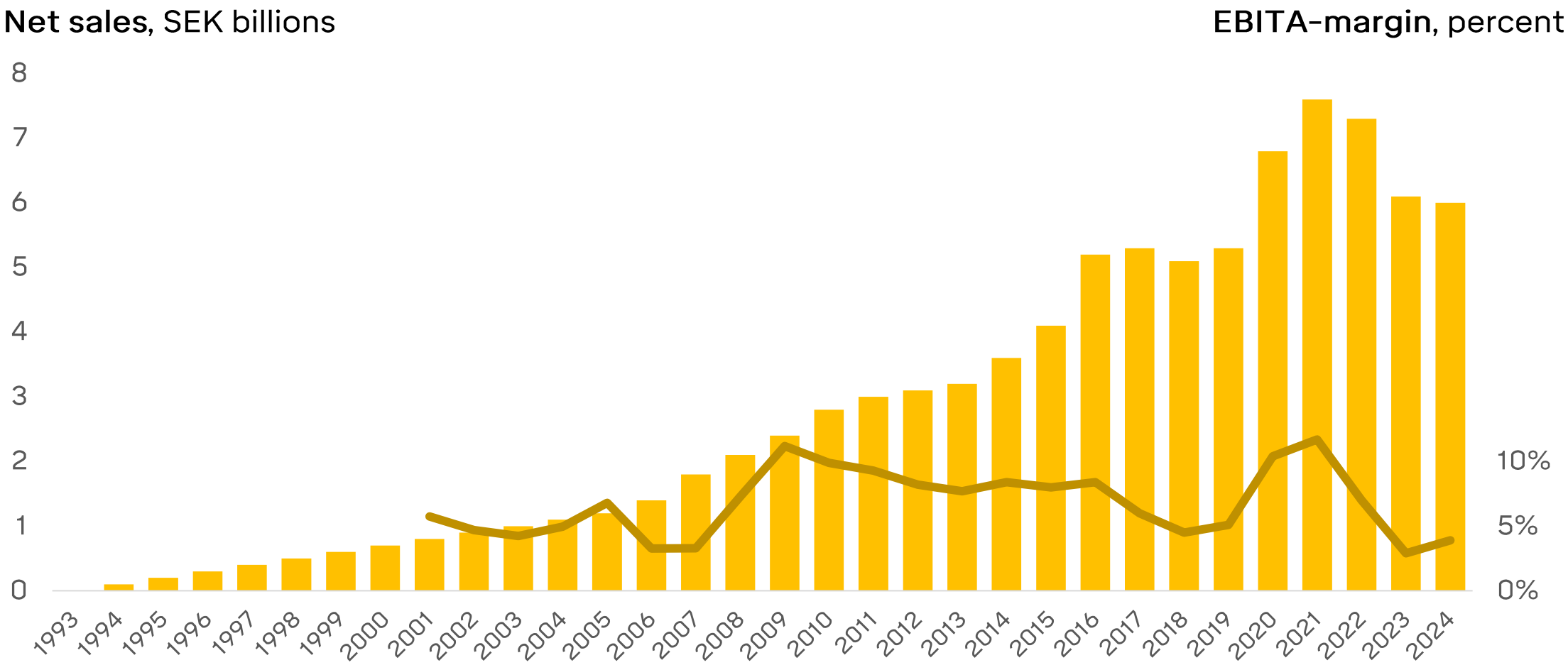
Low price
and quick & easy shopping



We care
people, society, environment



A JOURNEY OF EFFICIENCY AND GROWTH

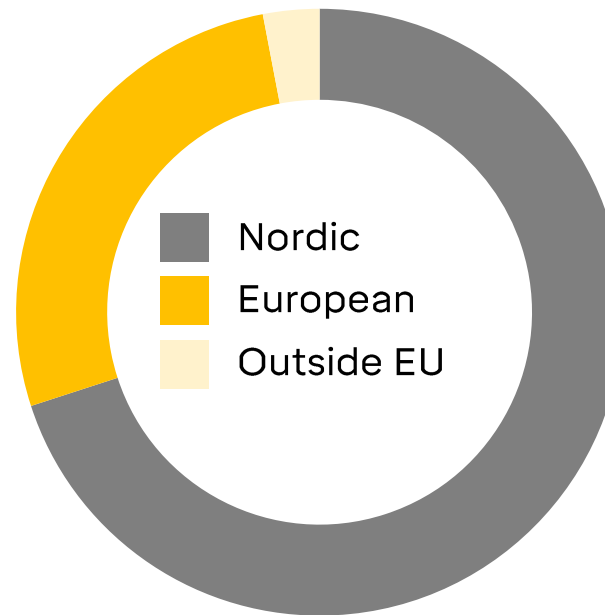


THE BUILDING MATERIALS SECTOR DIFFERS FROM OTHER RETAIL INDUSTRIES

Low level of trends in the assortment



Large share of local suppliers

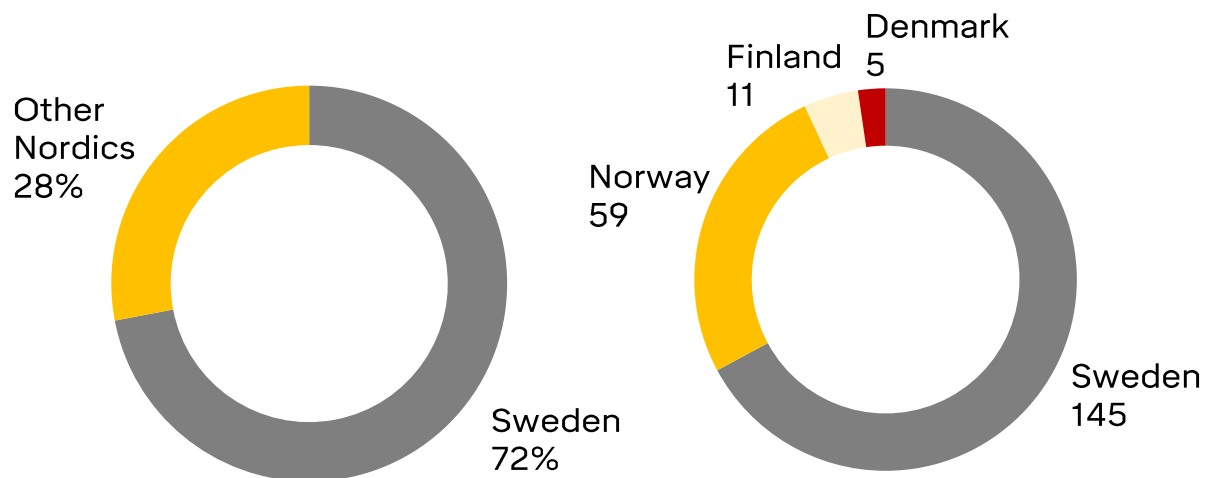


Omni important – low expected online share 2030



Source: Svensk Handel "Läget i handeln 2023"

OVER 210 STORES ACROSS FOUR NORDIC MARKETS



Carefully selected assortment secures high-quality products at the lowest possible price

Drive-in and smart self-service solutions

Efficient store operations companied with centralized cost-effective administration



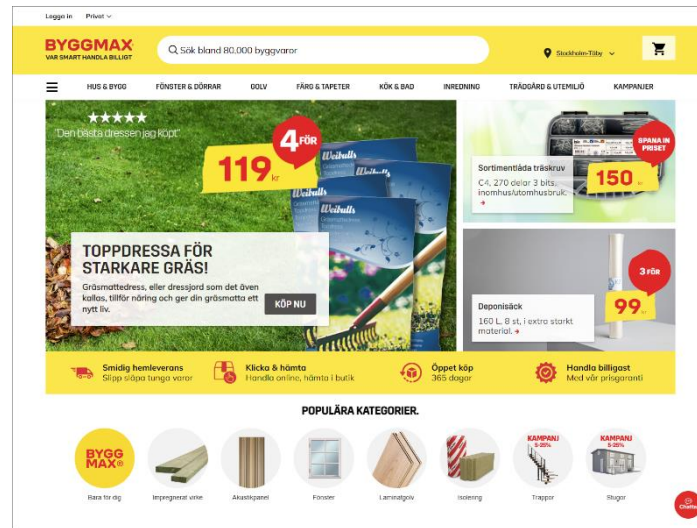
Skånska Byggvaror

RIGHT
PRICE
TILES

BygMax
...alt til dit byggeri
LA PRIS TRÆ

STRONG ONLINE SALES COMPLEMENTS THE STORE NETWORK

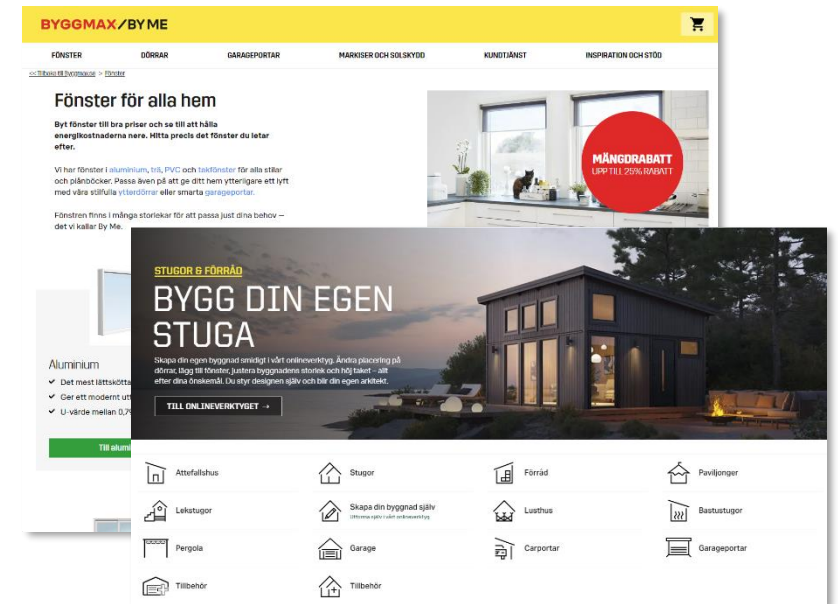
Wide range complements store assortment



Home delivery and click-and-collect – from all stores



Customized products

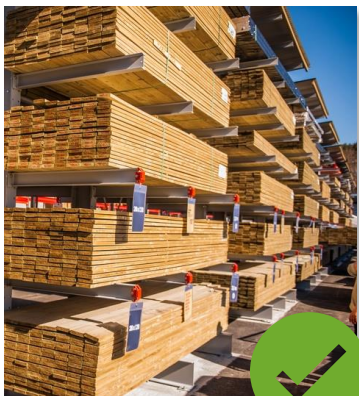


IMPROVED POSITION TO BUILD FROM

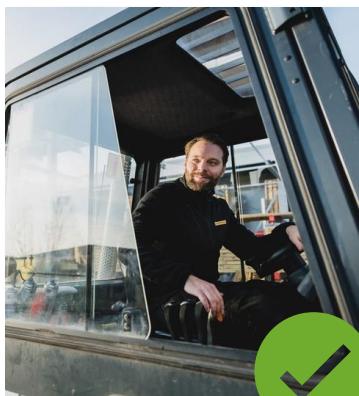
2024 efforts have built a solid foundation...

...ready for the future

BYGGMAX®



Strengthen
balance sheet



Operational
Excellence



Customer
offering



Customer focus through
continuous enhancement of
our offering



Capitalize on commercial
investments, drive volume in
store network



Leverage cost position and
logistics efficiency

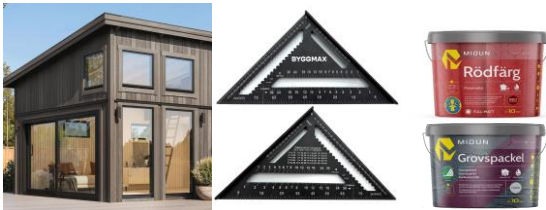
PREPARED FOR A NEW SEASON



Improved availability of products in stores



Enhanced customer experience



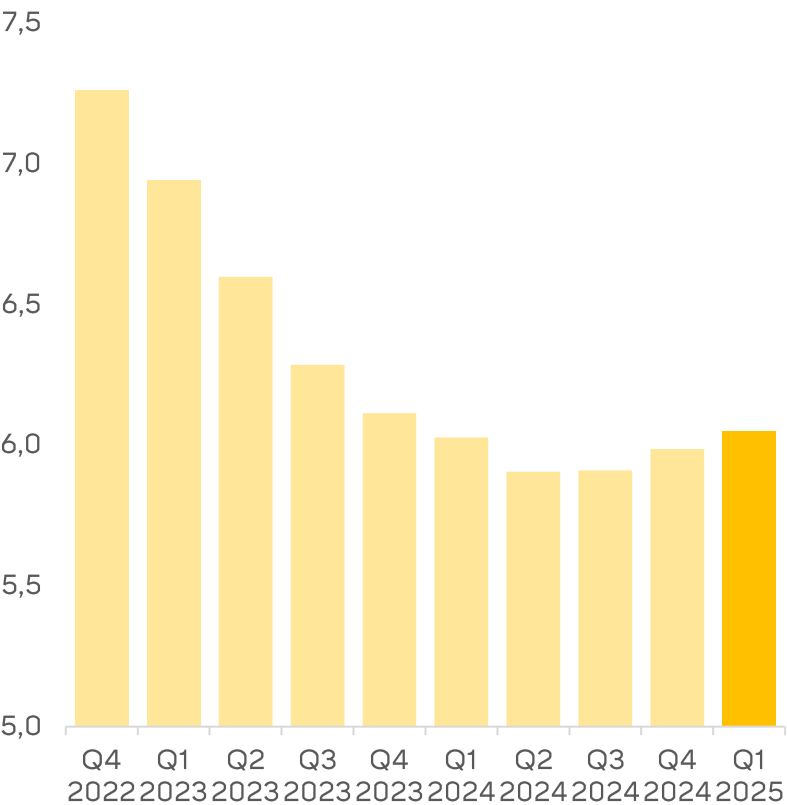
Several new products



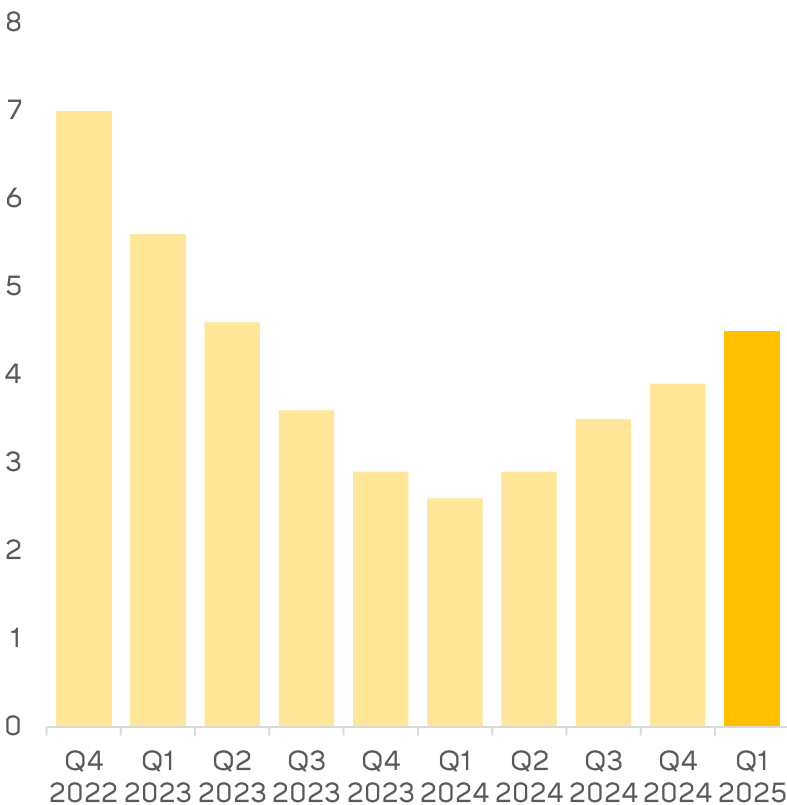
Optimization of e-commerce

CONSECUTIVE QUARTERS OF SALES AND PROFITABILITY GROWTH

R12 Sales
SEK billion



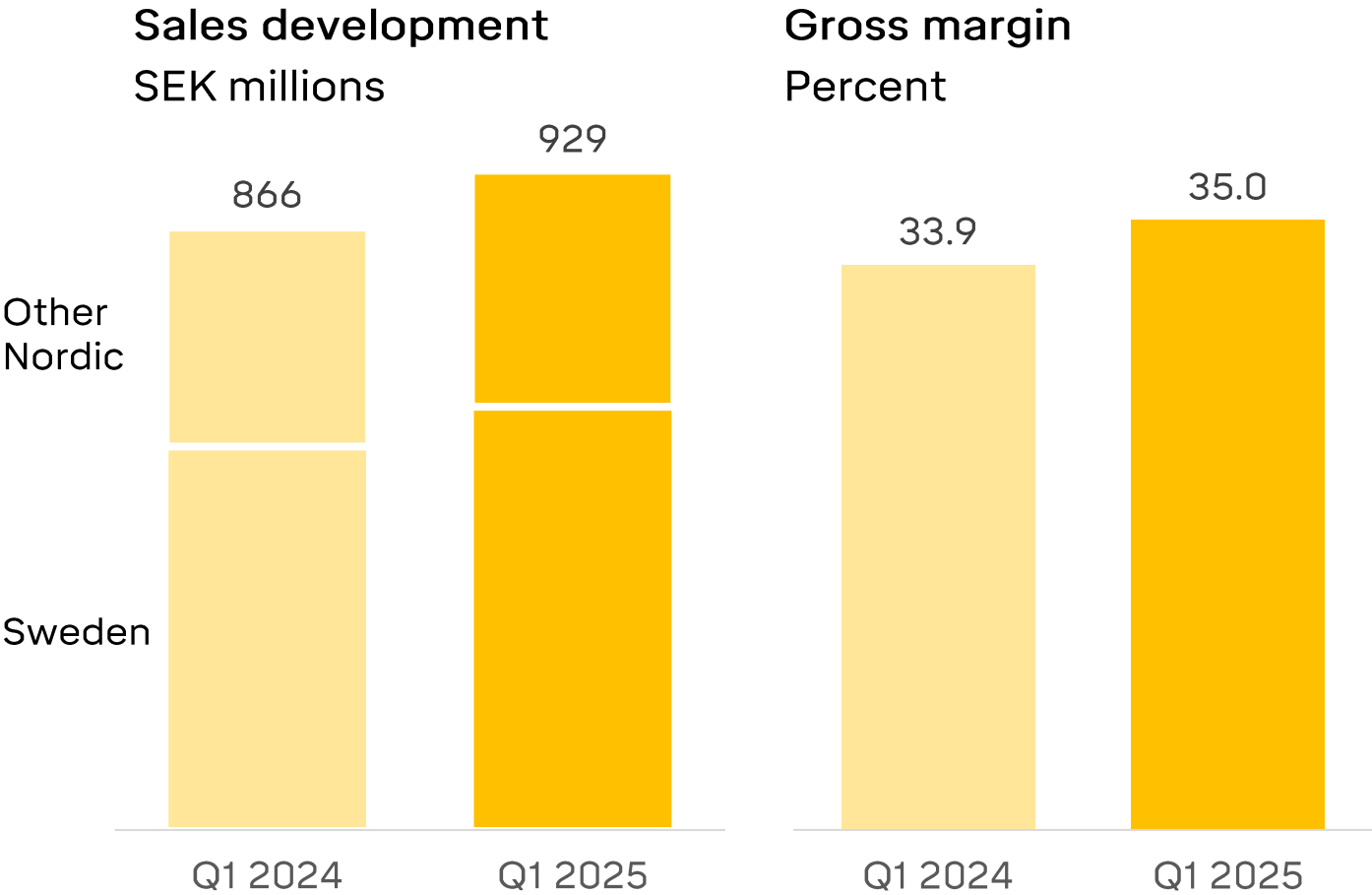
R12 EBITA-margin
Percent



Continued sales growth in Q1 2025

Profitability strengthened over the past four quarters

INCREASED SALES AND STRONG GROSS MARGIN IN Q1 2025



Sales

- +7.2% vs last year
- Growth in both Sweden and other Nordics

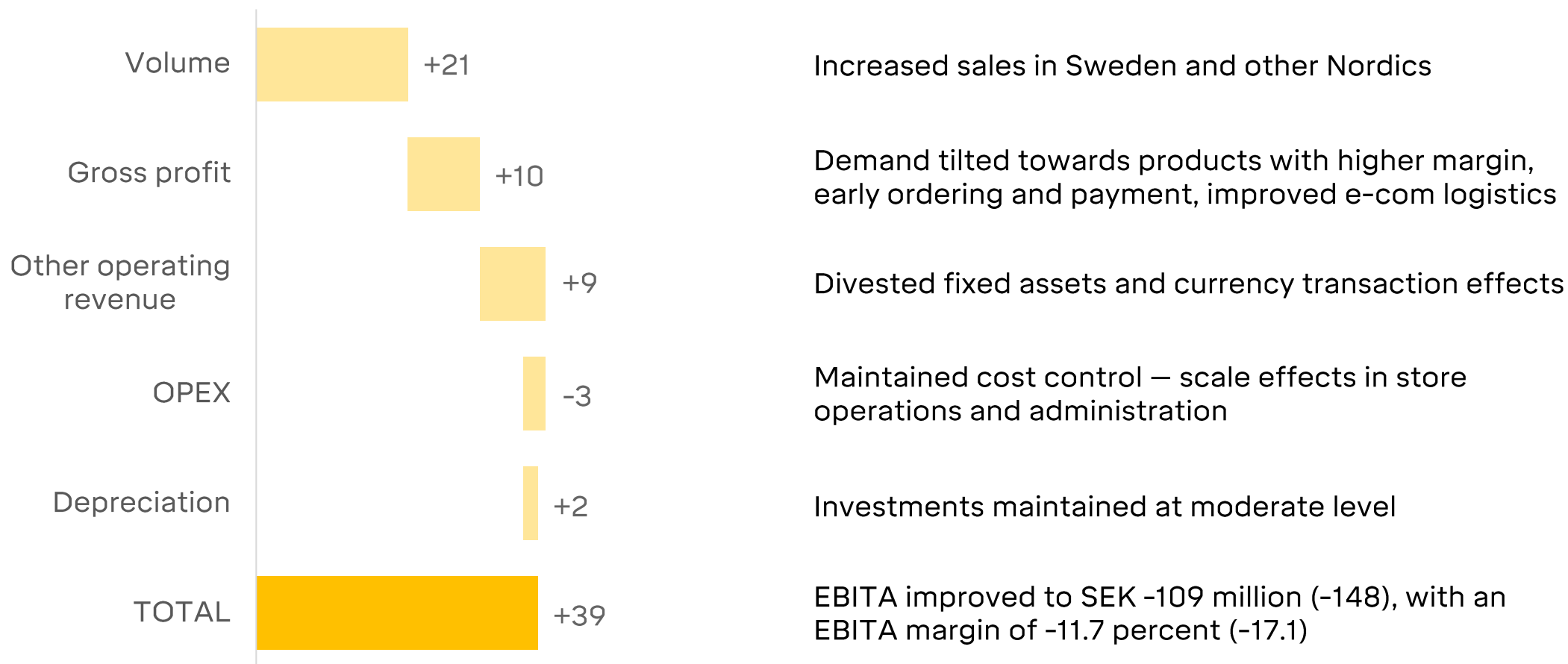
Gross margin

- Demand tilted towards products with higher margin
- Early ordering and payment
- Improved e-com logistics

211 stores at the end of both Q1 2024 and Q1 2025

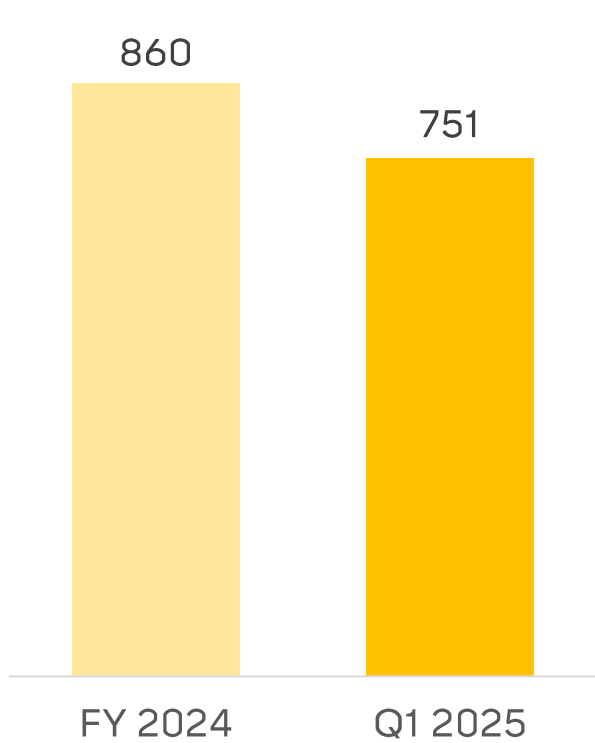
ILLUSTRATIVE PATH BETWEEN Q1 2024 TO Q1 2025

Q1 2025 vs Q1 2024, SEK millions

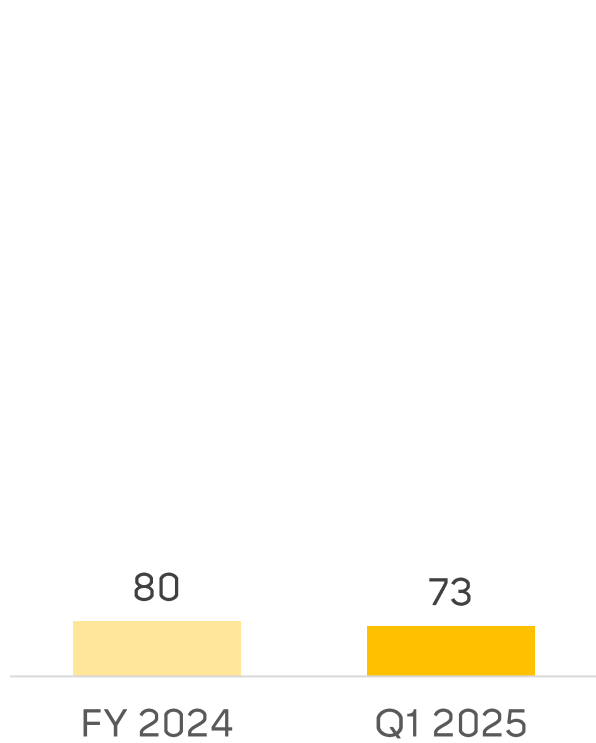


UPHELD CASH GENERATION AND LOW INVESTMENT LEVEL

Cash flow from operating activities
R12, SEK millions



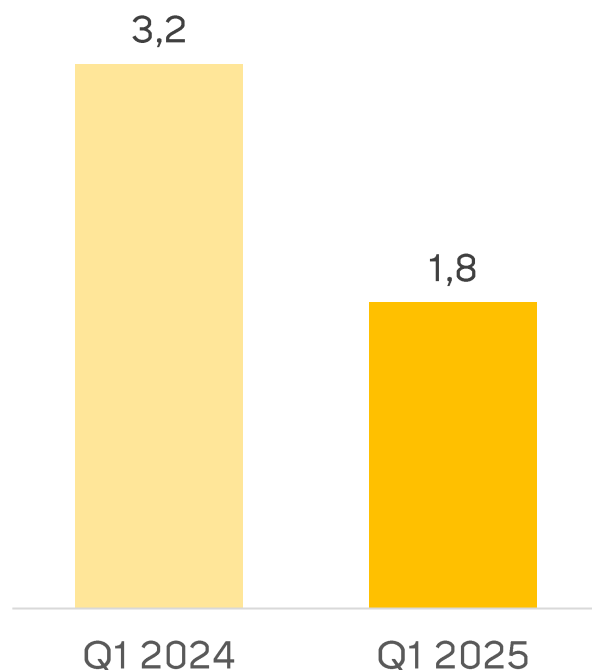
Investing activities
R12, SEK millions



- Improved profitability
- Lower working capital driven by inventory build-up and lower accounts payable
- Investments maintained at moderate level

SUSTAINABLE DECREASE IN NET DEBT

Net debt/EBITDA, x



Net debt excl IFRS 16

Q1 2025

SEK 764M

-228M vs. Q1 2024

Committed credit facilities

Q1 2025

SEK 1,500M

700M available

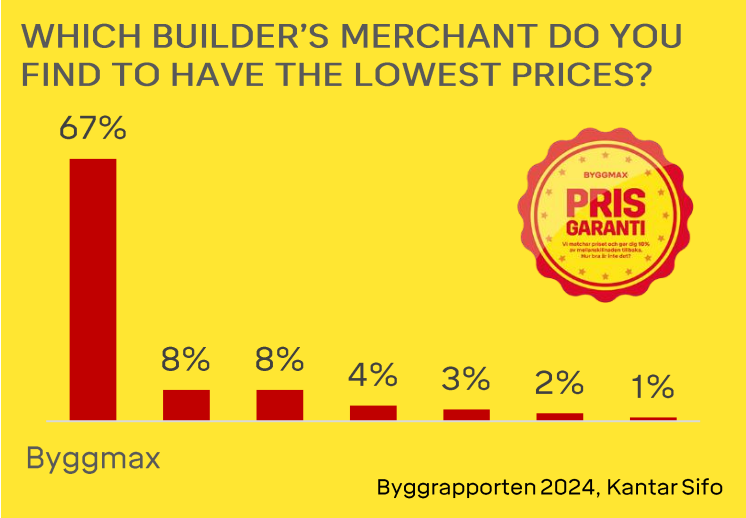
Net debt/EBITDA in Q1 2025 at 1.8x compared to 3.2x Q1 2024

The average net debt leverage over the past 12 months well below the financial target of 2.5x

Long term bank credit facilities

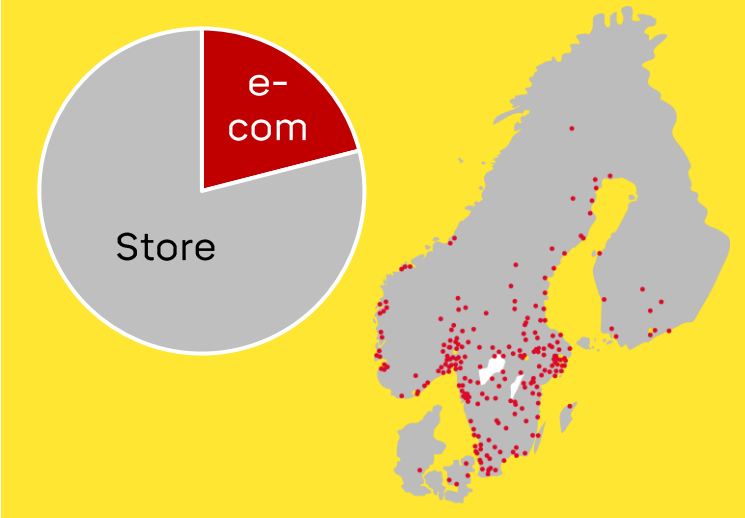
BYGGMAX AT A GLANCE

Clear low price position



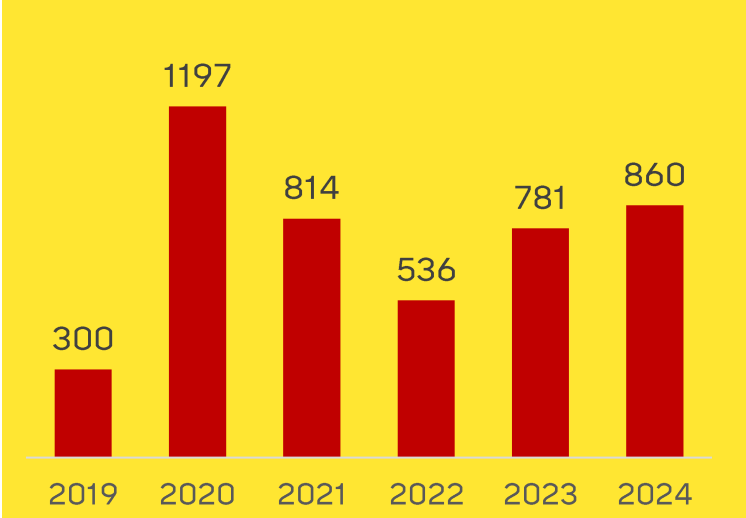
Modern low-price concept with high customer satisfaction and a relevant product range

Widespread store network combined with online sales



Dense store network combined with e-com secures efficient logistics. Ready to handle increased volumes

Cash flow enabling organic growth and dividend



Profitability and strong cash generation enabling dividends and growth

BYGGMAX®

VAR SMART HANDLA BILLIGT

