

A woman with long brown hair in a ponytail, wearing a dark blue shirt and white gloves, is painting a wall with a blue roller. The wall is partially painted blue and partially white. The background is a dark blue gradient.

BYGGMAX[®]

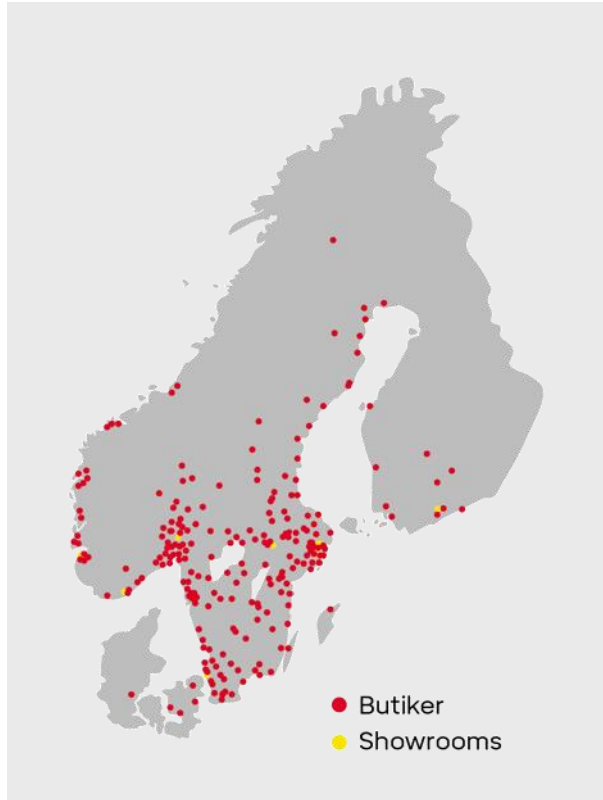
BYGGMAX

March 4, 2025

Karl Sandlund, CEO
Helena Nathhorst, CFO

EVERYBODY HAS THE RIGHT TO A FANTASTIC HOME

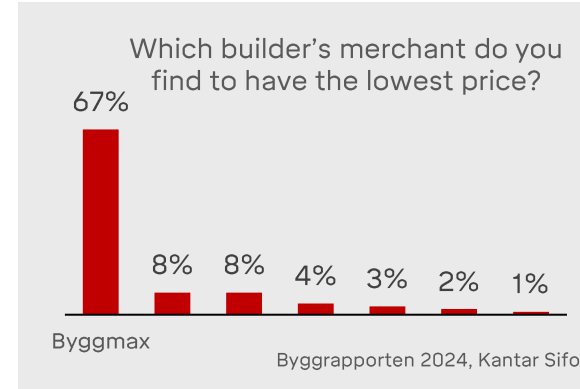
Strong position
on attractive market



Right assortment
store combined with e-com



Best price
and quick & easy shopping



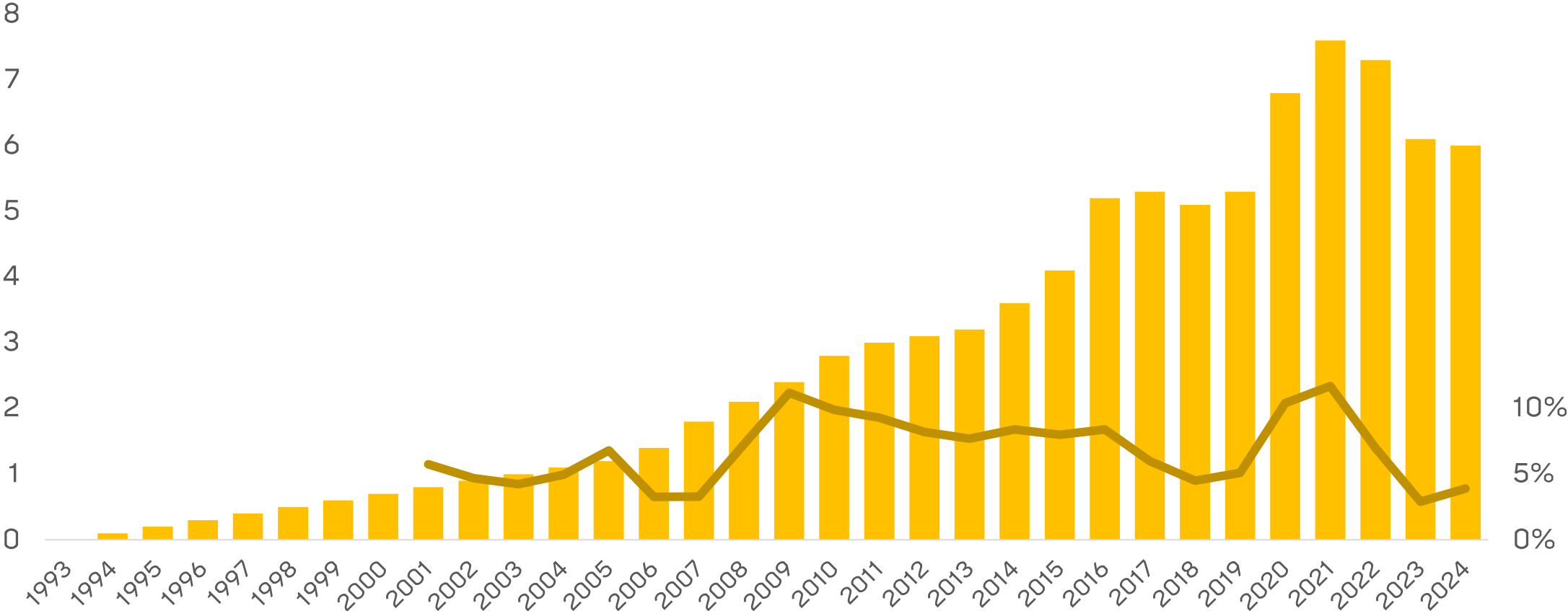
We care
people, society, environment



A JOURNEY OF EFFICIENCY AND GROWTH

Net sales, SEK billions

EBITA-margin, percent

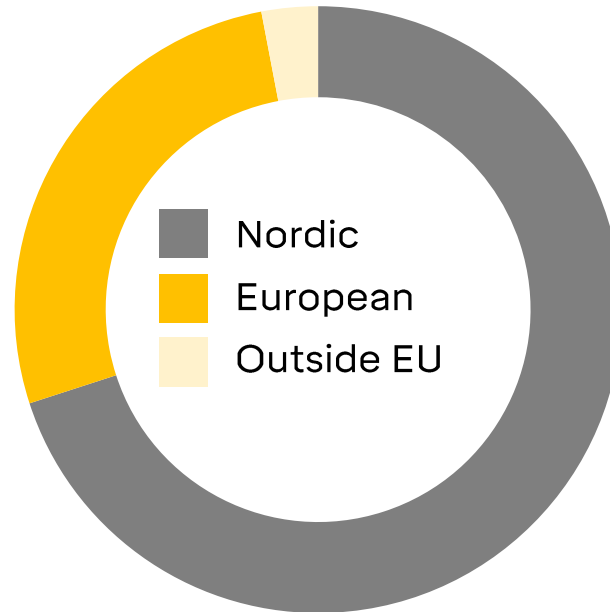


THE BUILDING MATERIALS SECTOR DIFFERS FROM OTHER RETAIL INDUSTRIES

Low level of trends in the assortment



Large share of local suppliers

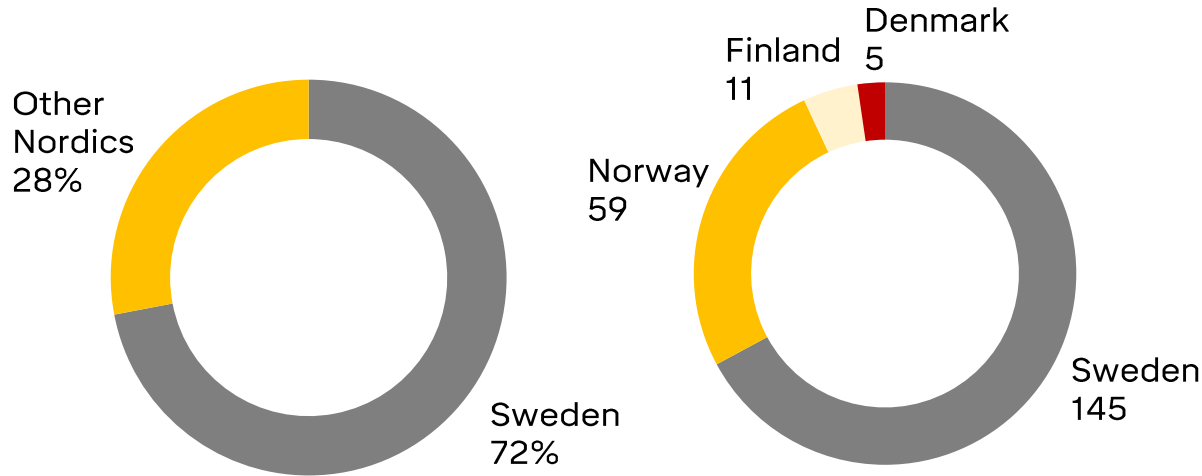


Omni important – low expected online share 2030



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 accompanied with centralized cost-effective administration



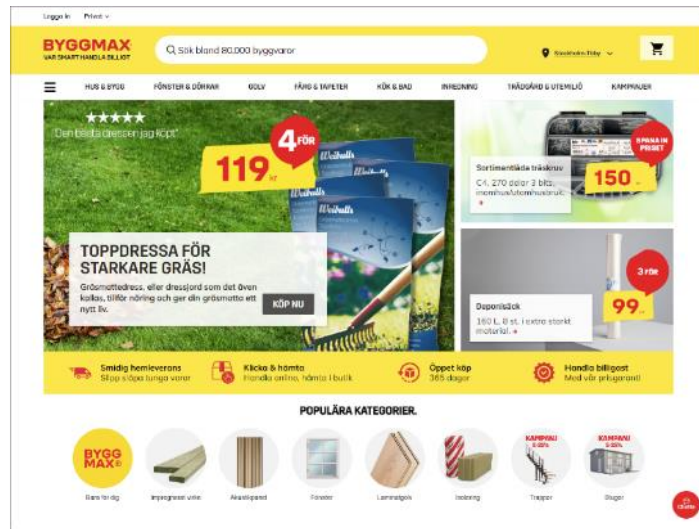
Skånska Byggvaror

RIGHT PRICE TILES

BygMax
...alt til dit byggeri
LA PRIS TRÆ

STRONG ONLINE SALES COMPLEMENTS THE STORE NETWORK

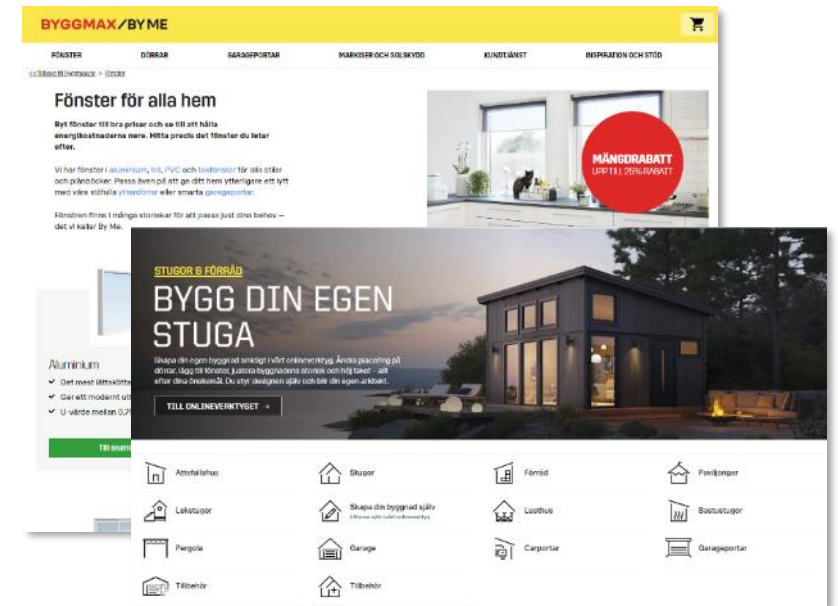
Wide range complements store assortment



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

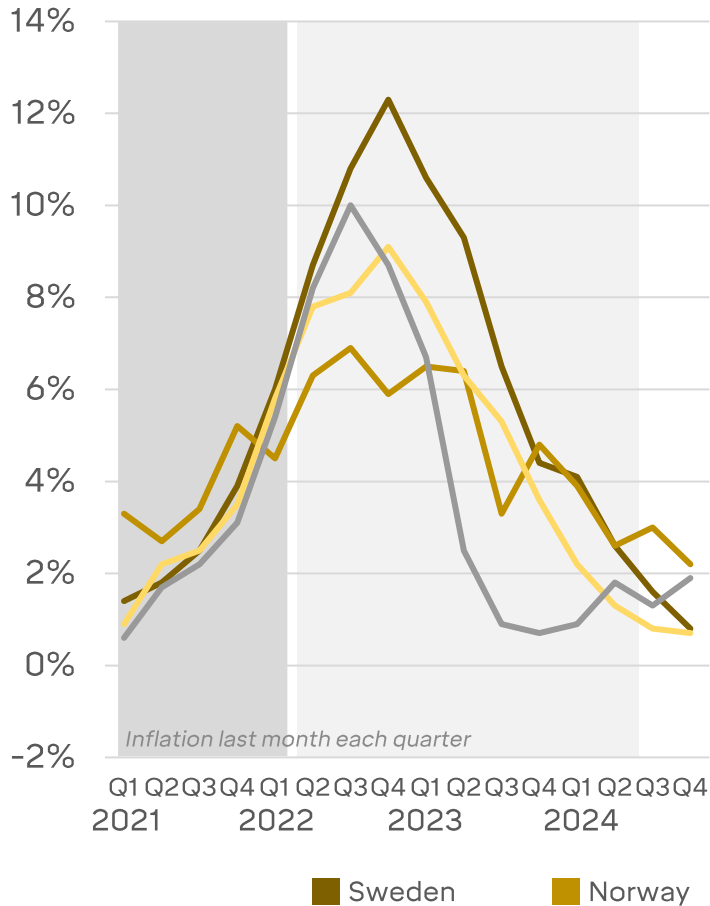


Customized products

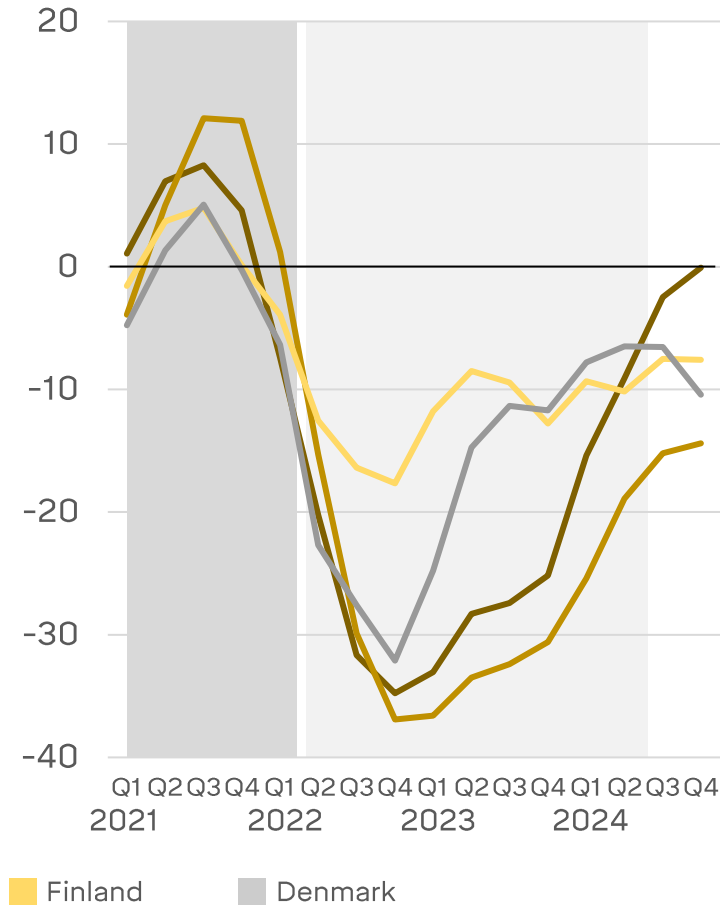


DEVELOPMENT OF MACRO INDICATORS

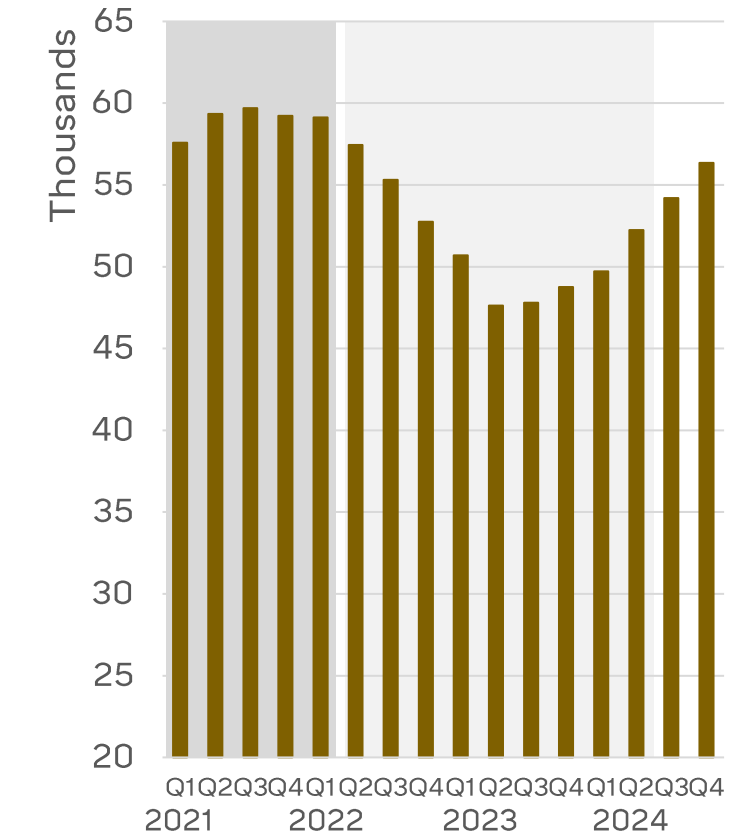
Inflation rates



Consumer confidence



House transactions Sweden (R12)



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



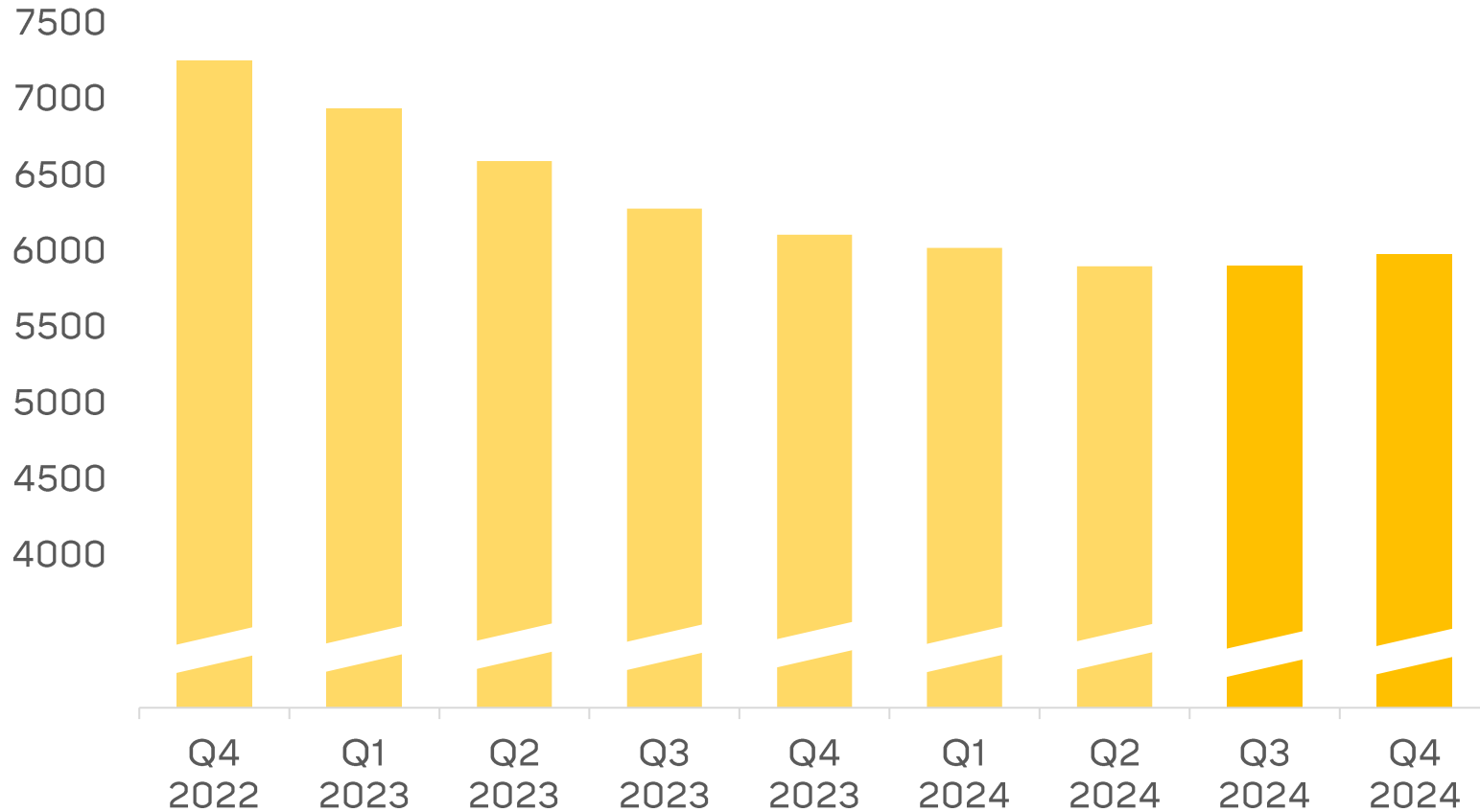
Capitalize on commercial
investments, drive volume in
store network



Leverage cost position and
logistics efficiency

SALES GROWTH IN SECOND HALF OF 2024

Net sales, R12; SEK millions



Jan-Jun 2024:

-6.6%

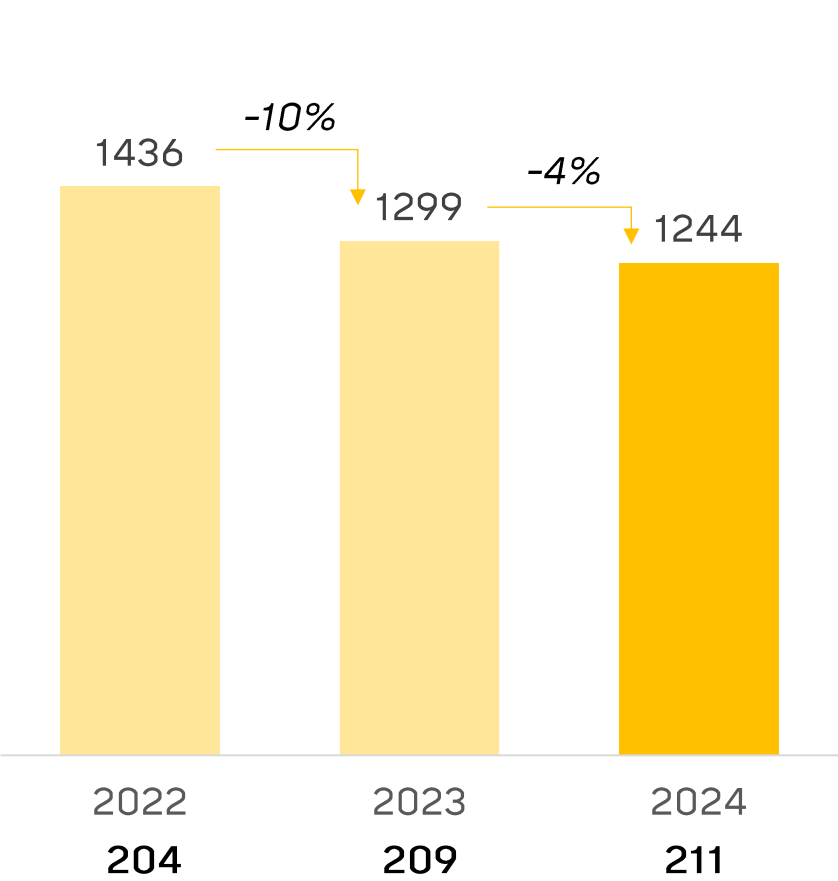
Jul-Dec 2024:

+2.7%

vs. LY

STRONG OPERATIONAL EXCELLENCE

Opex, SEK millions



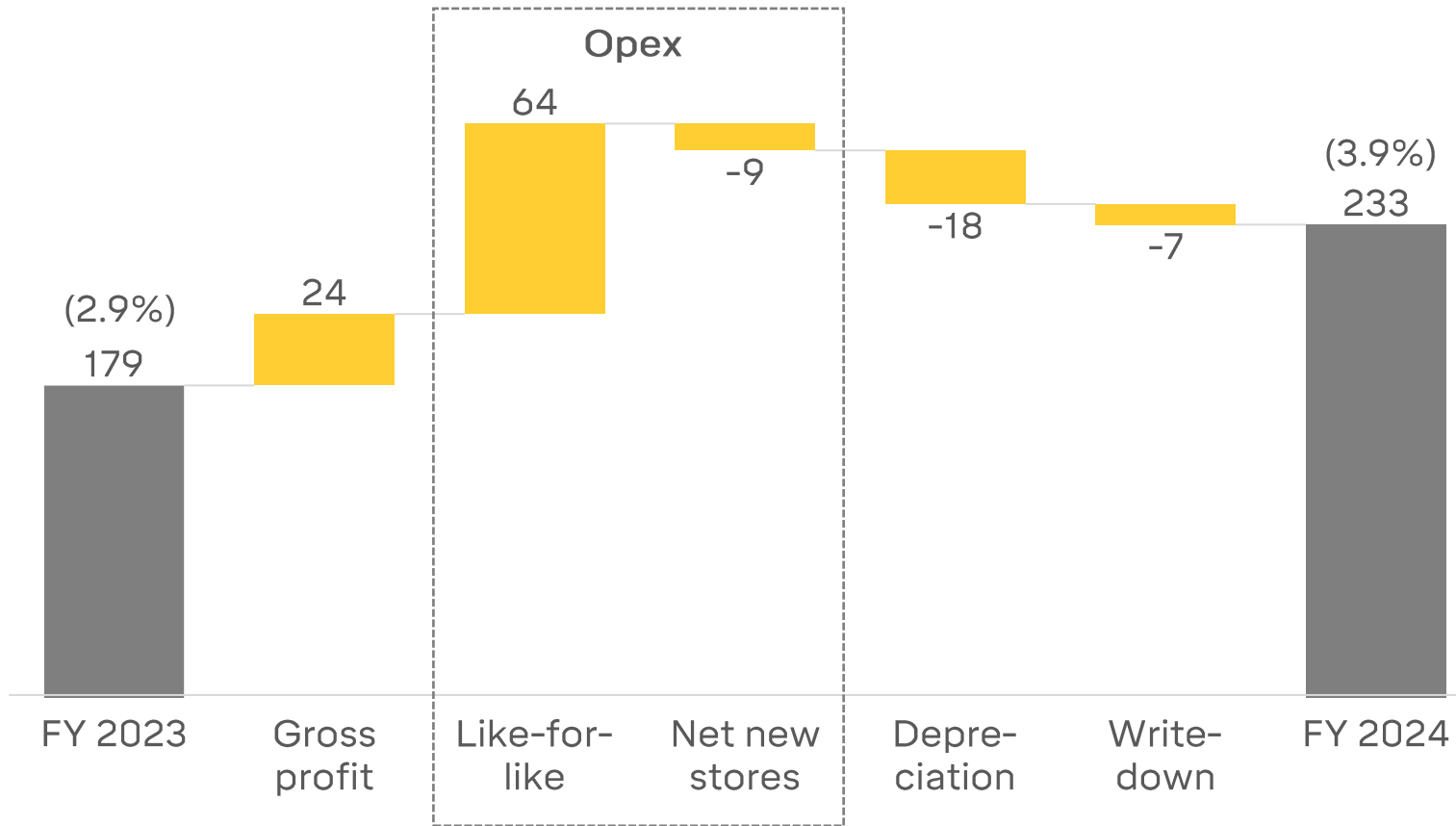
No of stores:
204
209
211

- Improved product availability
- Increased "Happy"-index
- Reduced waste



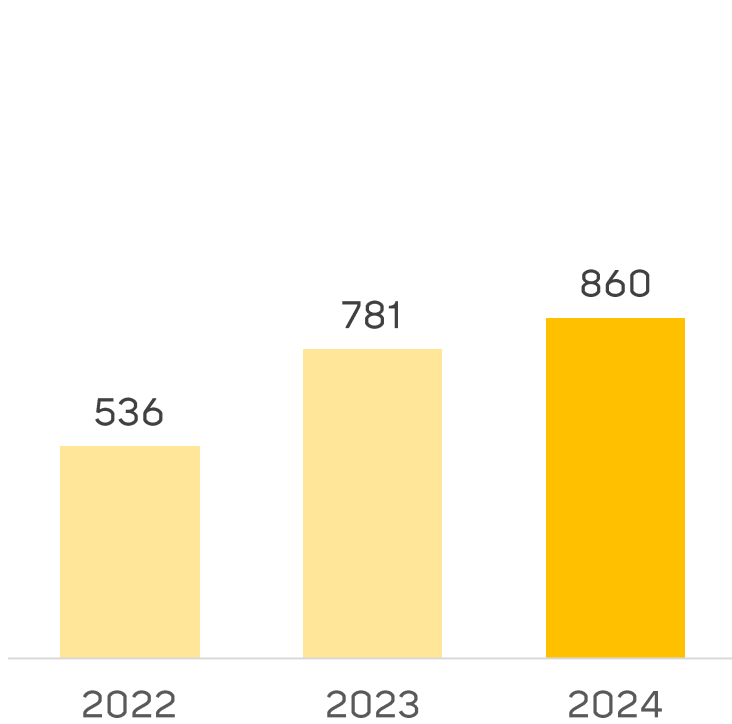
IMPROVED PROFITABILITY THROUGH STRATEGIC FOCUS

Profitability (EBITA), SEK millions

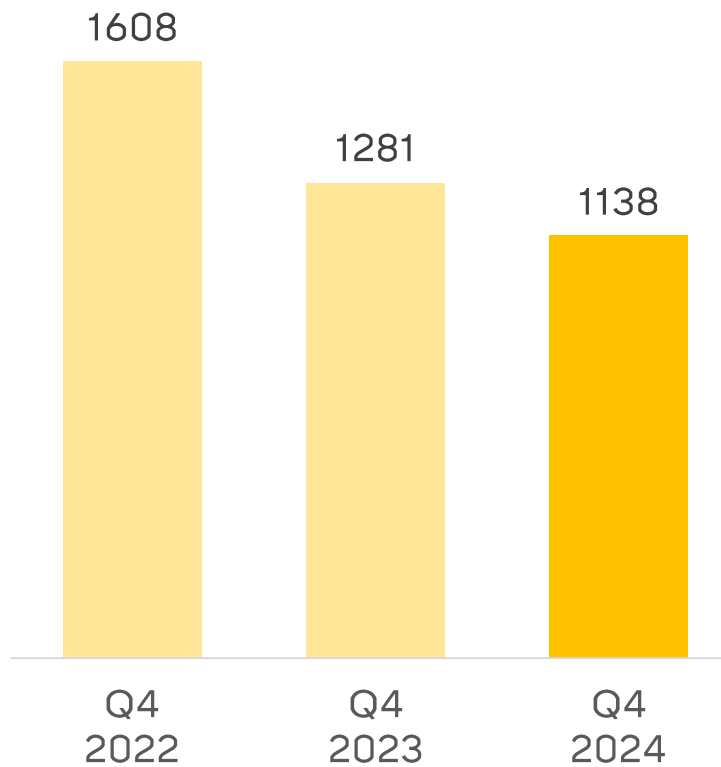


STRENGTHENED BALANCE SHEET

Cash flow from operating activities
SEK millions

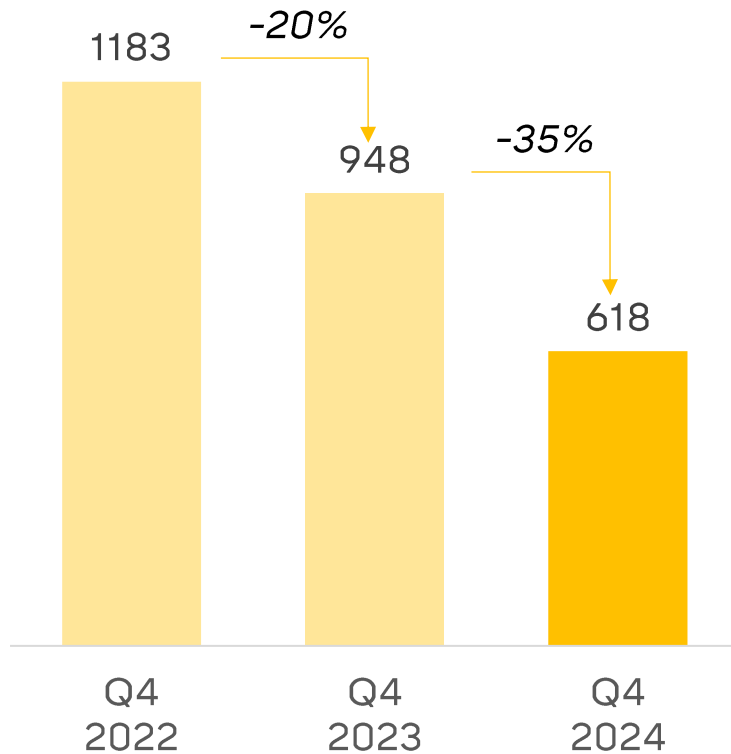


Inventory
SEK millions



SIGNIFICANTLY REDUCED NET DEBT

Net debt excl IFRS 16
SEK millions



Net debt excl IFRS 16
Q4 2024

SEK 618 M
-330M vs. Q4 2023

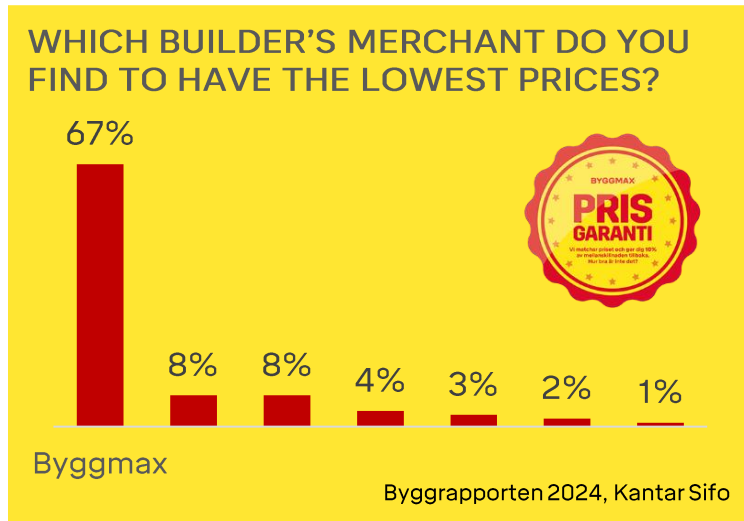
Committed credit facilities
Q4 2024

SEK 1,500 M
882 M available



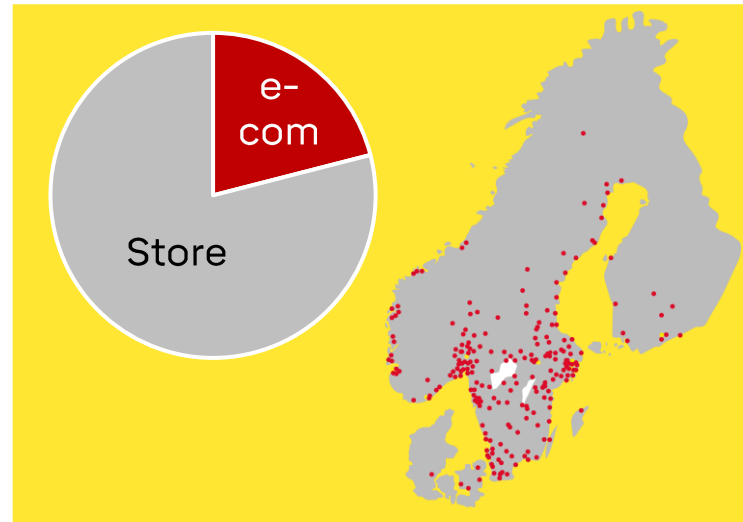
BYGGMAX AT A GLANCE

Clear low-price position



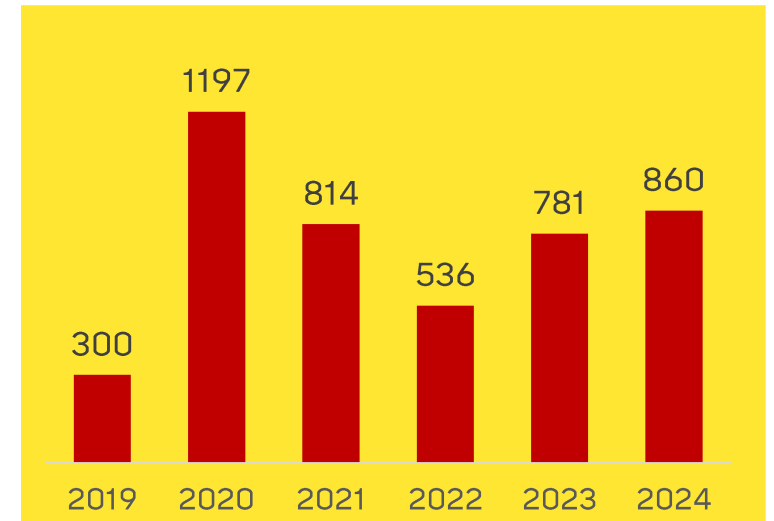
Modern low-price concept with high customer satisfaction and a relevant product range

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

