



CONFERENCE CALL

Q3 REPORT 2026

October 20, 2026



Karl Sandlund, CEO



Helena Nathhorst, CFO

Q3

Q3 2026: IMPROVED PROFITABILITY DURING Q3

Key highlights

- Well-executed high season
- Sales growth driven by volume and more customers
- EBITA margin +14.2% (+14.0%)
- Strong financial position
- Share buy-back

	Q3 2026	Q3 2025
Net sales (SEK M)	2,088	1,949
Sales growth (%)	7.1%	-0.8%
EBIT (SEK M)	292	258
EPS (SEK)	3.84	3.26
Net debt (SEK M)	70	196

AFFORDABLE HOME IMPROVEMENT. **MADE EASY.**

Attractive position on valuable market, 210 stores across the Nordics



Right assortment & availability

- Curated range for customer needs
- Products in stock, ready to load



Quick & efficient shopping

- Easy in-store experience
- Efficient e-commerce



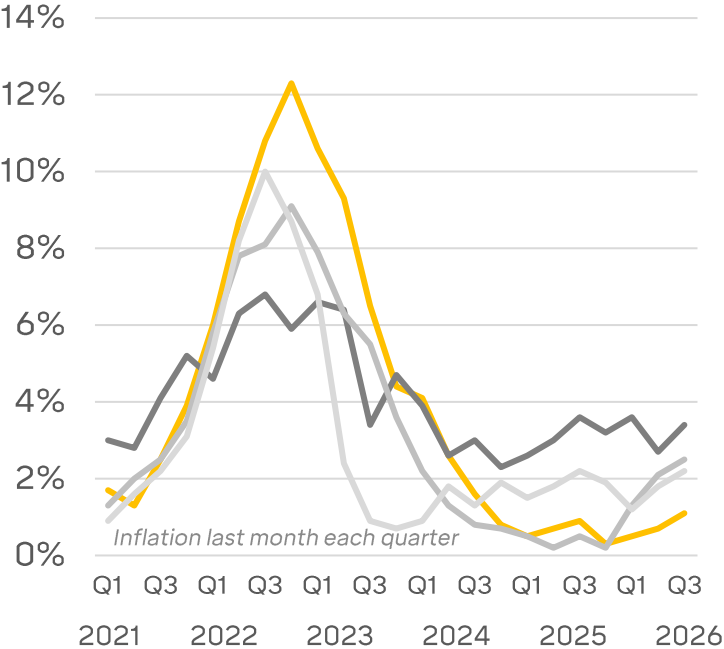
Low price

- Operational excellence
- Efficient sourcing & logistics

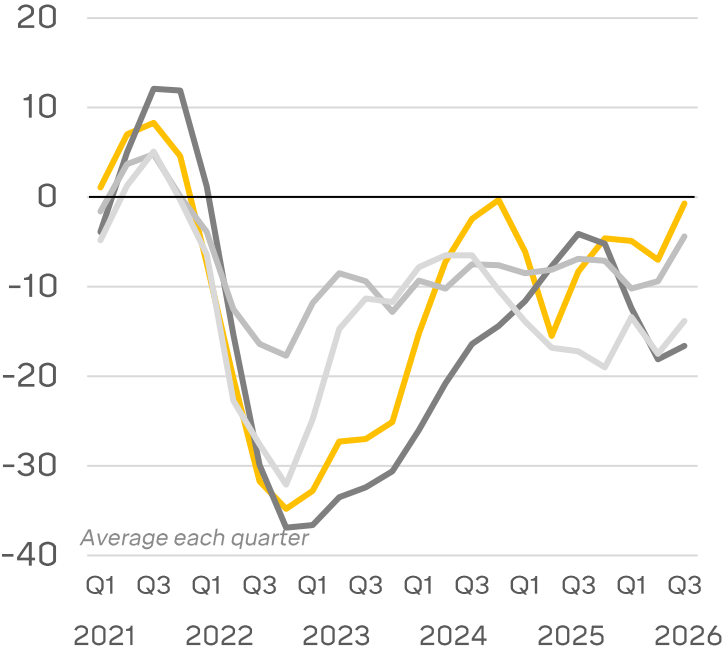


KEY MACRO INDICATORS

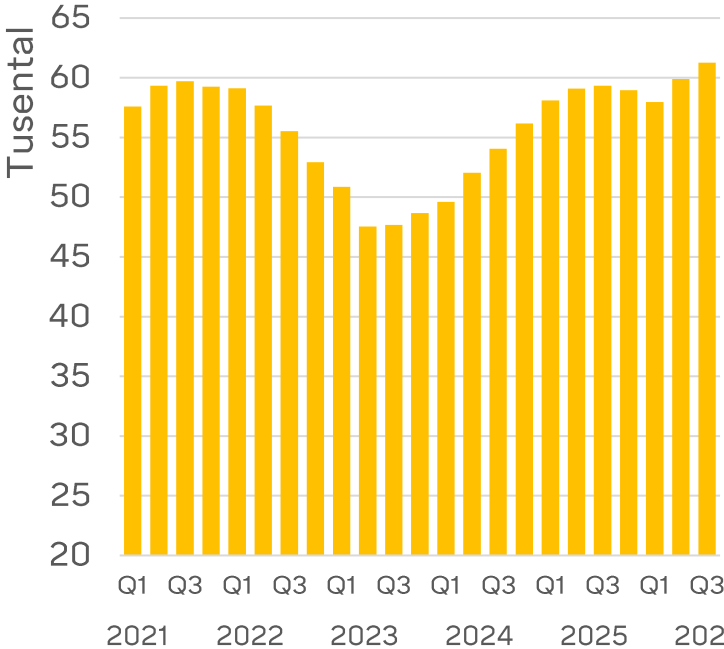
Inflation rates
(%)



Consumer confidence
(Index)



House transactions
(R12, Sweden)



Source: Trading Economics,
Svensk Mäklarstatistik

STRONG OPERATIONAL EXECUTION



High-performing store operations

Consistently high standards in both in-store execution and customer service.



NPS in stores **56** in Sep 2026



Reliable logistics

Smooth and efficient flow of goods throughout the entire supply chain, from supplier to customer.



Reduced out-of-stock situations



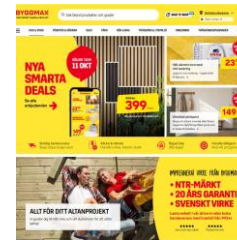
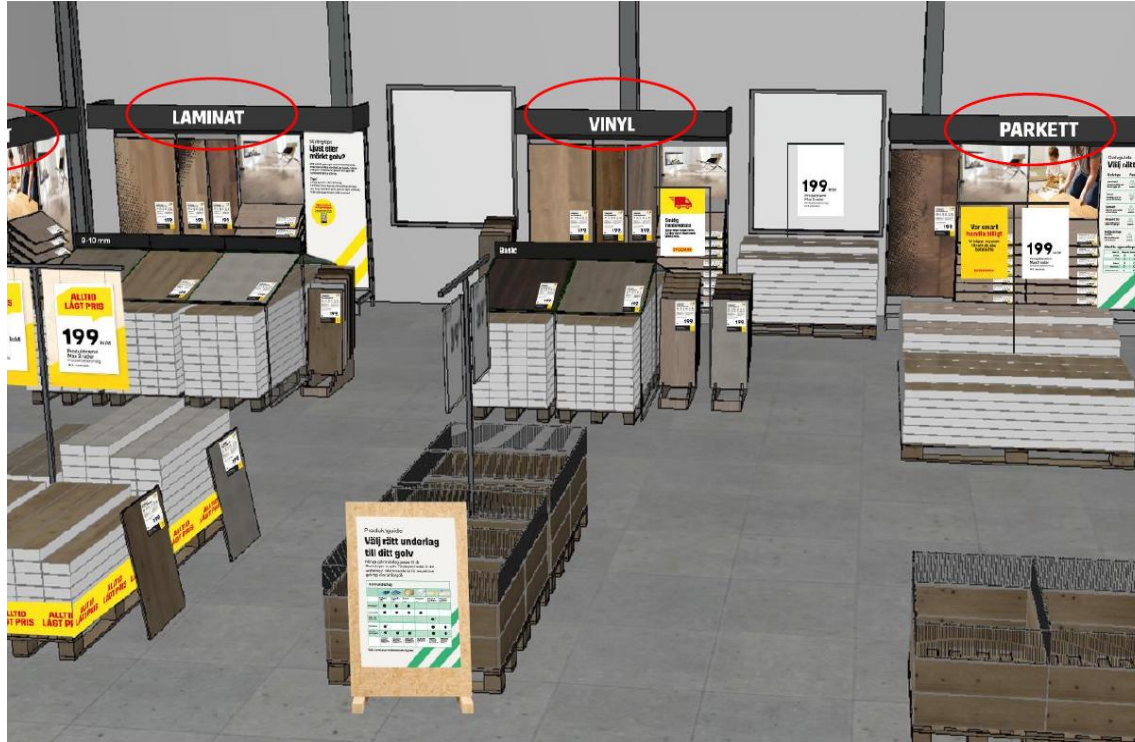
Strong product availability

Consistent availability with increased inventory levels across key ranges to meet customer demand.



Increased supplier bonuses

STRENGTHENING THE CUSTOMER PROPOSITION ACROSS KEY CATEGORIES AND CHANNELS



- 1. Renewed flooring offer**
Launched a new flooring range and upgraded the in-store flooring department, improving both inspiration and choice for customers.
- 2. Expanded outdoor living range**
Introduced premium decking, broadening the assortment within a strategically important category.
- 3. Enhanced e-commerce proposition**
Improved the online offering to increase product accessibility and support sales growth.

Example of initiatives strengthen customer relevance, improve availability and support conversion across channels.

BUILDING ON A STRONG FOUNDATION TO DRIVE CUSTOMER-LED, PROFITABLE GROWTH

Foundation

Profitable business

Strong financial position

Operational excellence

Strategic priorities



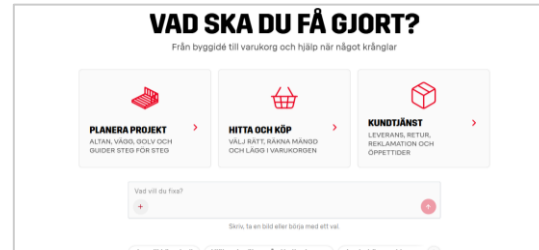
Win the customer



Run a more commercial store



Strengthen the commercial offering



Use AI and tech

Value creation

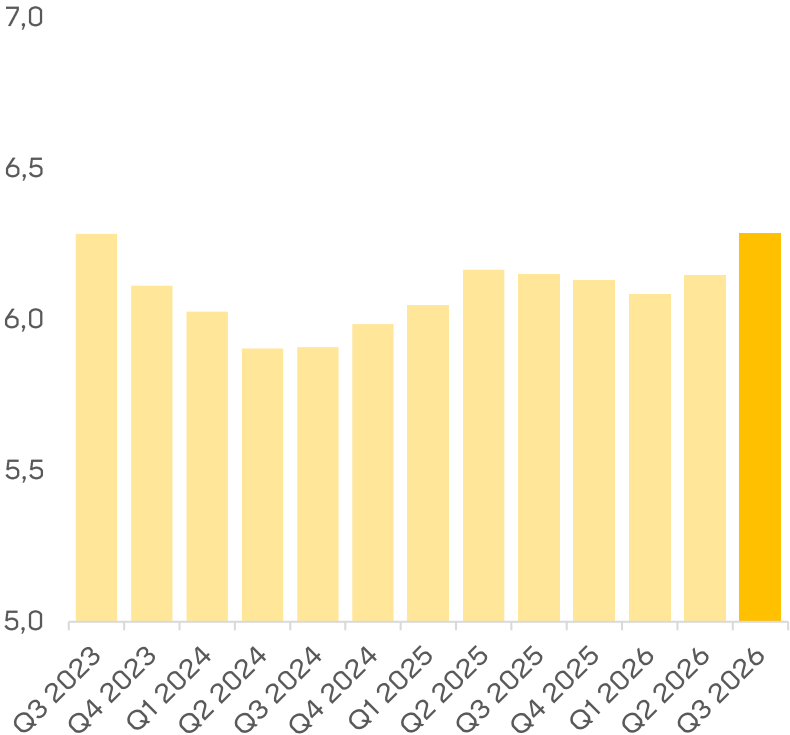
More customers
Across more purchase occasions

Revenue growth
Assortment and sales activation

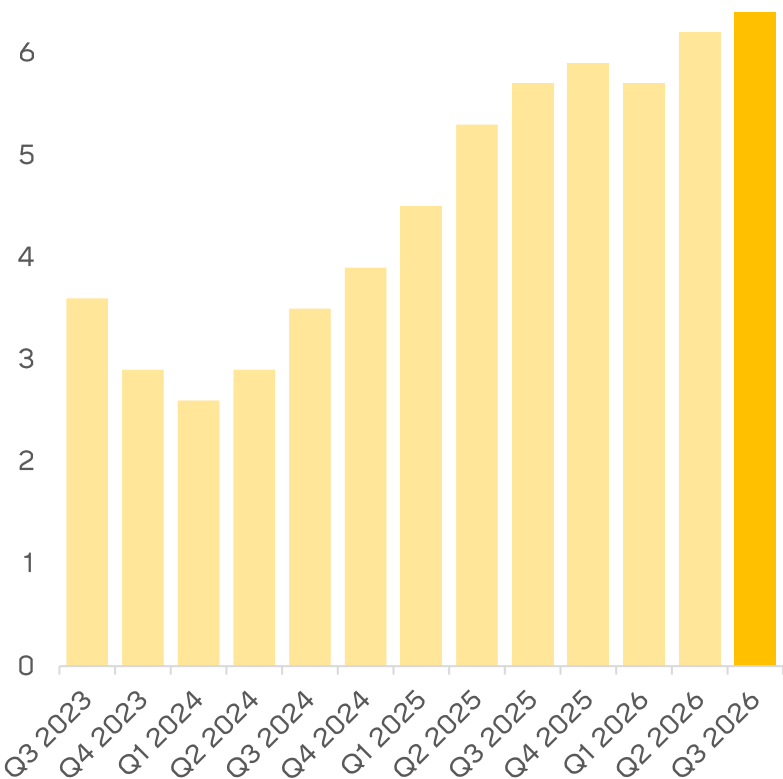
Sustainable profitability
Resources focused on highest-potential areas

STRONGER EARNINGS WITH LIMITED TOP-LINE GROWTH

R12 Sales
SEK billion



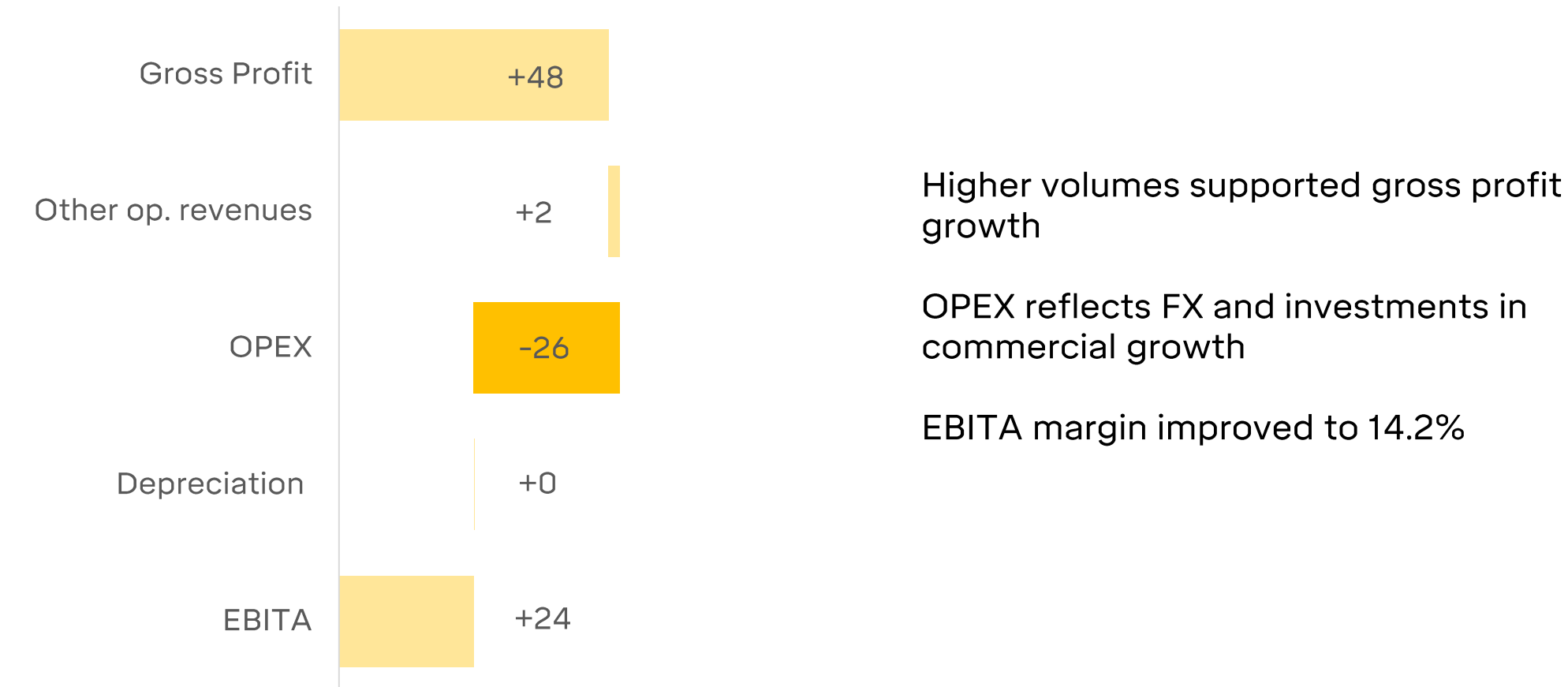
R12 EBITA-margin
Percent



Margin expansion driven by improved gross margin and cost discipline

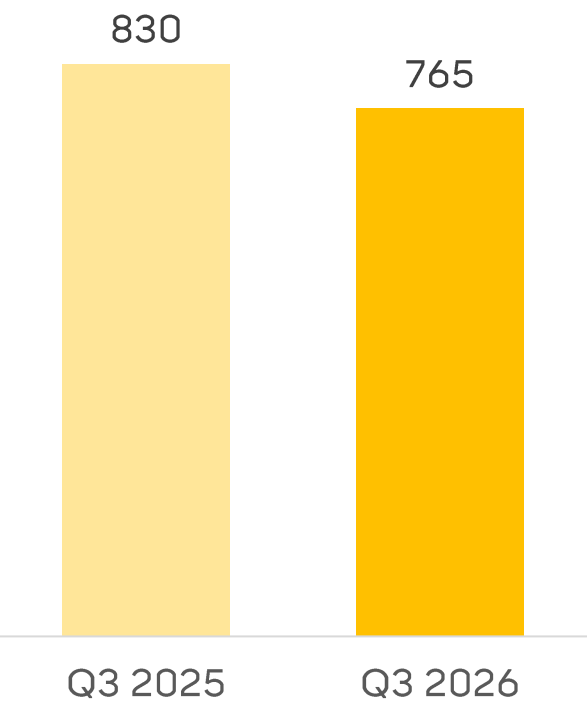
HIGHER SALES AND GROSS PROFIT OFFSET INCREASED OPEX

EBITA bridge Q3 2025 vs Q3 2026
SEK millions

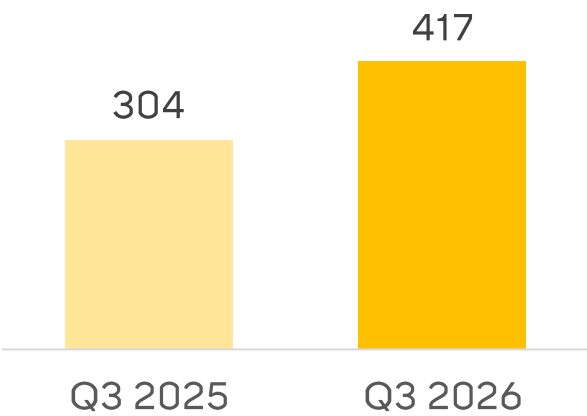


STRONG OPERATING CASHFLOW WHILE INVESTING IN INVENTORY

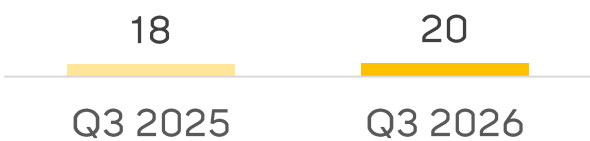
Cash flow from operating activities, R12, SEK millions



Net Working capital SEK millions

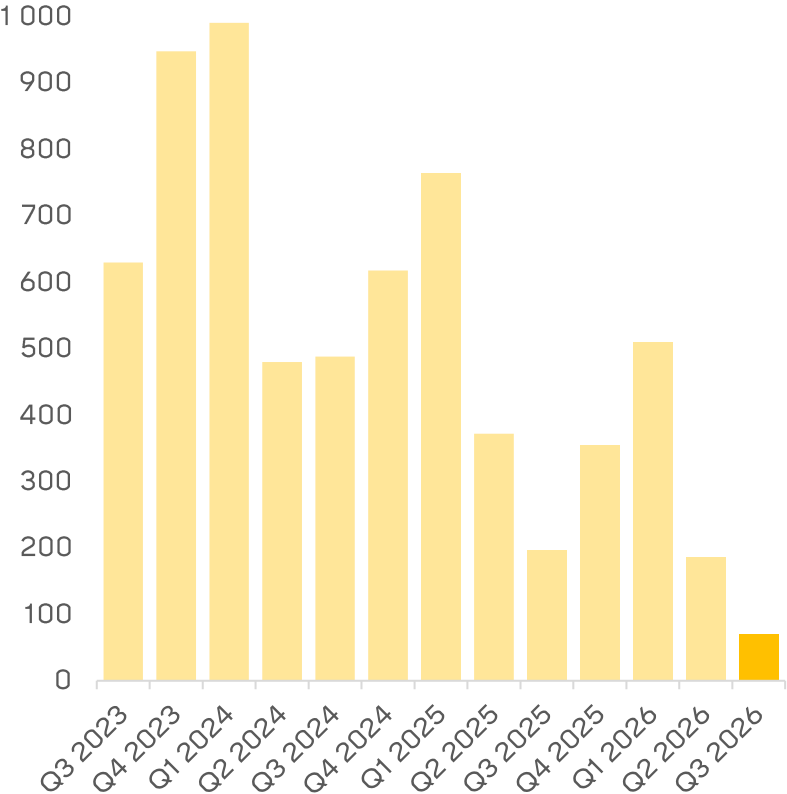


Capex SEK millions

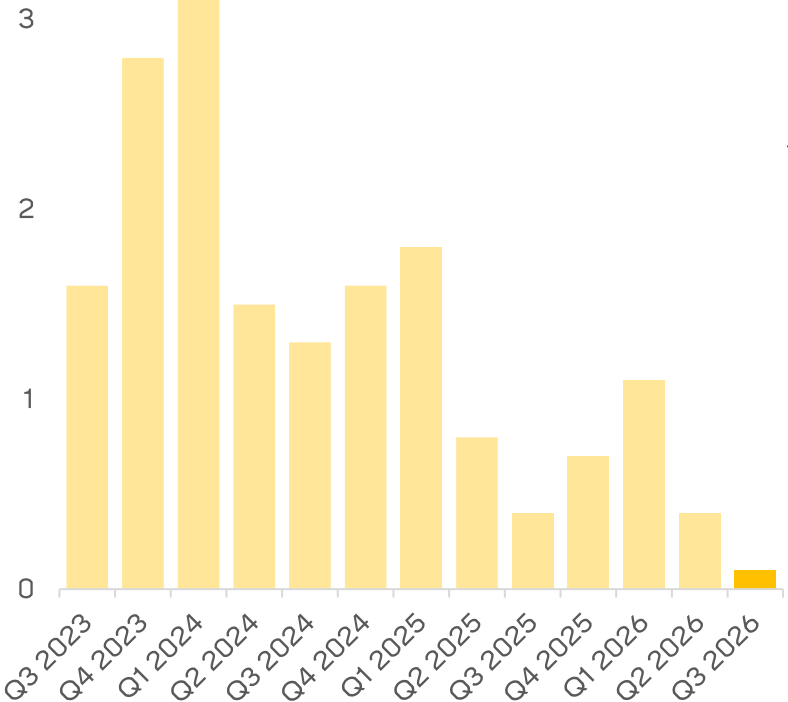


NET DEBT/EBITDA AT 0.1X WITH SIGNIFICANT COVENANT HEADROOM

Net debt
SEK millions



Net debt/EBITDA
covenant



A solid reduced net debt position

Net debt excl IFRS/EBITDA
0.1x compared to 0.4x LY

SEK 60M SHARE REPURCHASE PROGRAM

The introduction of a share buy-back program aims to adapt Byggmax capital structure and reflects Byggmax's strong balance sheet.

Repurchasing of shares complements the dividend policy.

The board continuously evaluate how Byggmax capital structure can be adapted and it is the board's long-term ambition to use repurchases of its own shares.

Byggmax holding of own shares may not exceed five percent of the outstanding shares in accordance with the authorization from the 2026 annual general meeting.

Q3 2026: SUMMARY AND PRIORITIES

Performance

Well-executed high season

Sales growth driven by volume and more customers

Solid profitability and strong financial position

Priorities

Mobilize the next transformation phase

Sharpen customer focus and commercial execution

Unlock profitable growth from the existing platform

BYGGMAX®

