

BYGGMAX[®]

Q4 REPORT 2024

January 31, 2025

Karl Sandlund, CEO
Helena Nathhorst, CFO



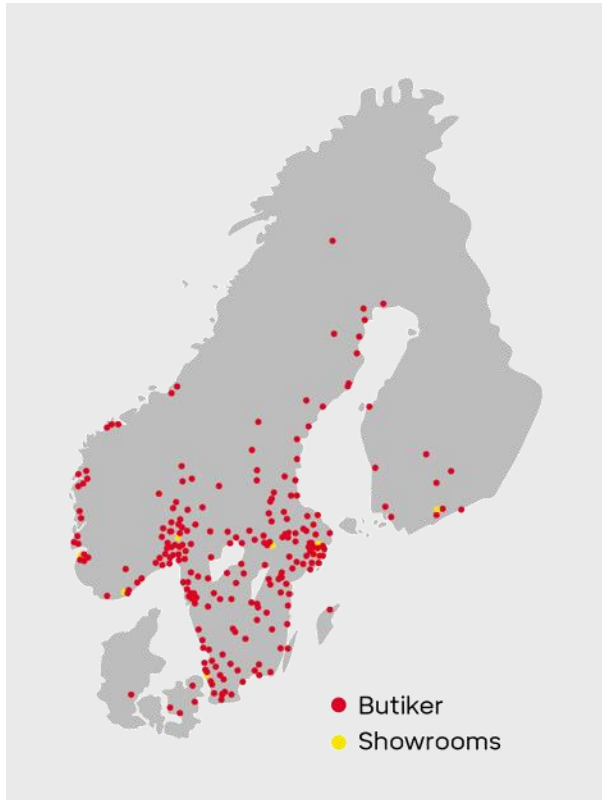
INCREASED SALES AND PROFITABILITY DURING THE FOURTH QUARTER

- Sales increased by +7.6%
- Profitability continues to improve
- Net debt reduced by 35% vs. last year
- Strong delivery on 2024 focus areas
- Proposed dividend of SEK 0.75 per share

	Q4 2024	Q4 2023
Net sales, SEK M	1 073	998
Net sales growth, %	7.6%	-14.8%
EBITA, SEK M	-52	-77
EBITA-margin, %	-4.8%	-7.7%
Net debt, SEK M	618	948

EVERYBODY HAS THE RIGHT TO A FANTASTIC HOME

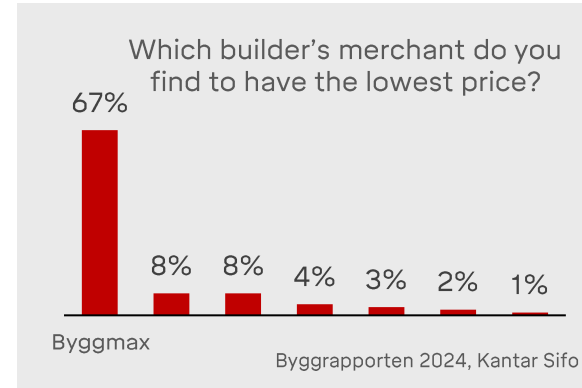
Strong position
on attractive market



Right assortment
store combined with e-com



Best price
and quick & easy shopping

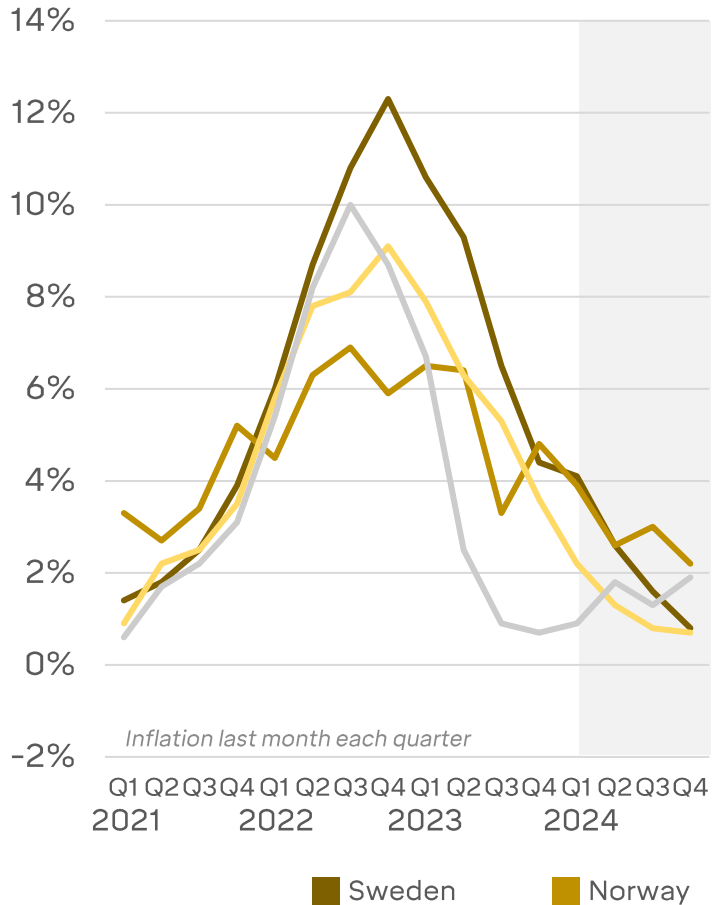


We care
people, society, environment

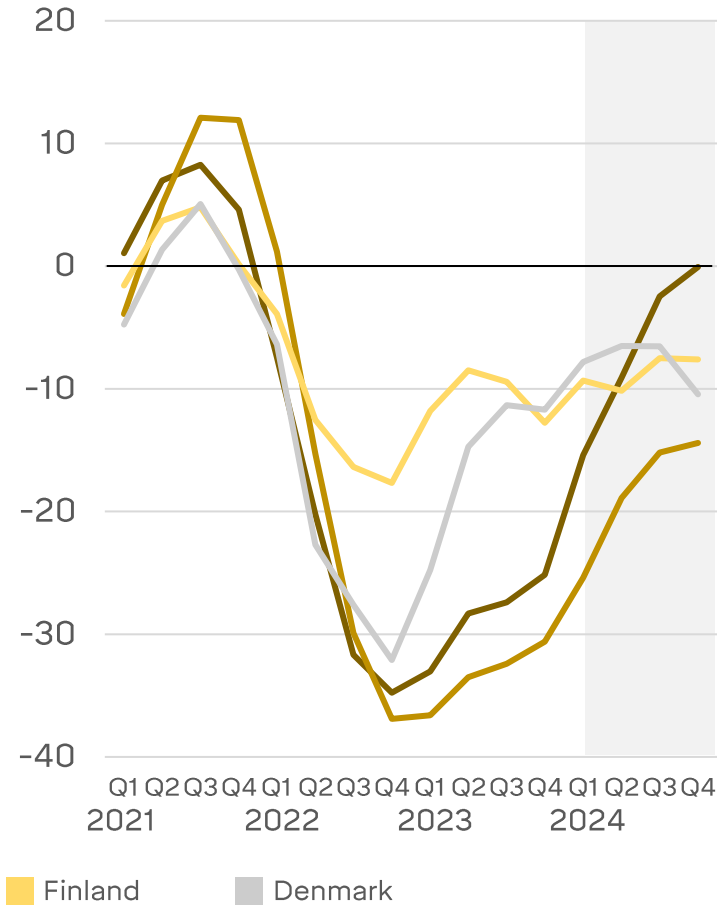


DEVELOPMENT OF MACRO INDICATORS DURING 2024

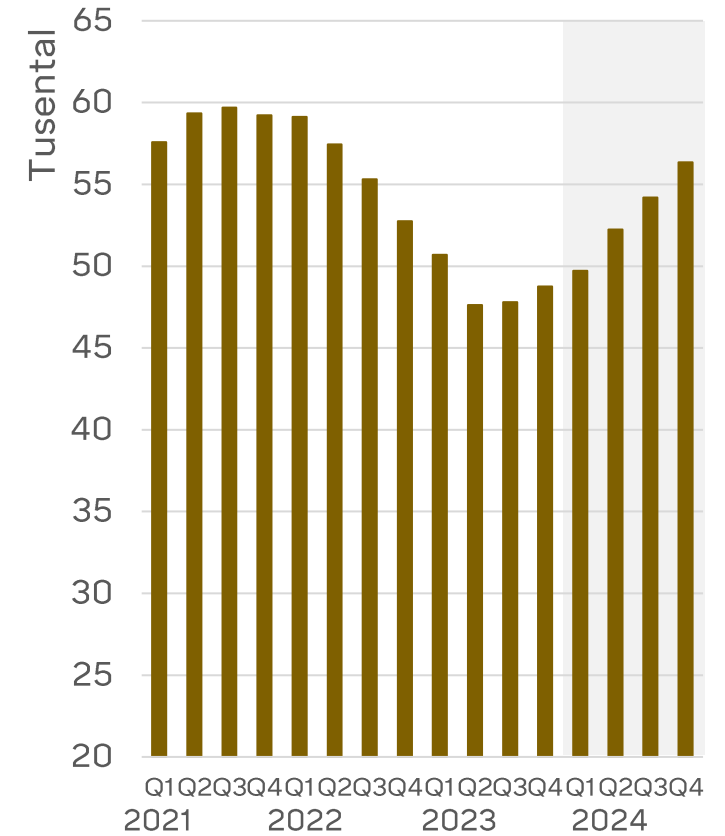
Inflation rates



Consumer confidence



House transactions Sweden (R12)



BYGGMAX GROUP – 2024

NUMBER OF
STORES

211

NET SALES R12

**SEK
6.0bn**

EBITA R12

**SEK
233M**

CASH FLOW FROM
OPERATING
ACTIVITIES R12

**SEK
860M**

SHARE OF E-
COMMERCE R12

18%

FOCUS AREAS DURING 2024

Strengthen balance sheet



Operational Excellence



Customer offering



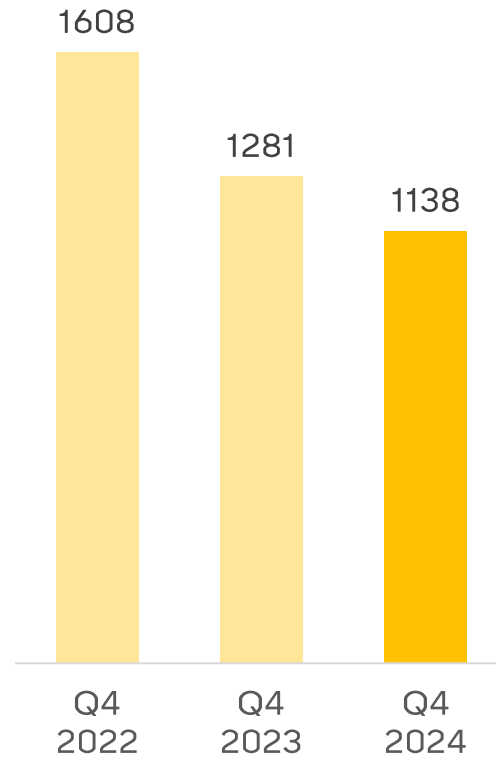
STRENGTHENED BALANCE SHEET

Optimization of assortment with focus on relevance and profitability

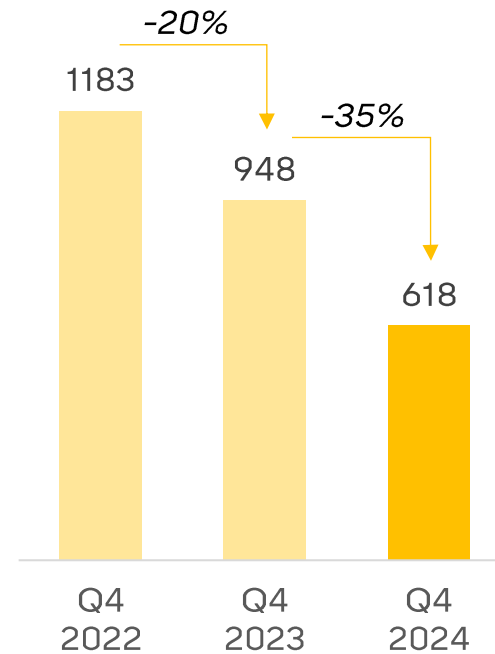
Improved capital efficiency and product availability in stores

Stronger cashflow and lower investment level

Inventory
SEK millions



Net debt
SEK millions



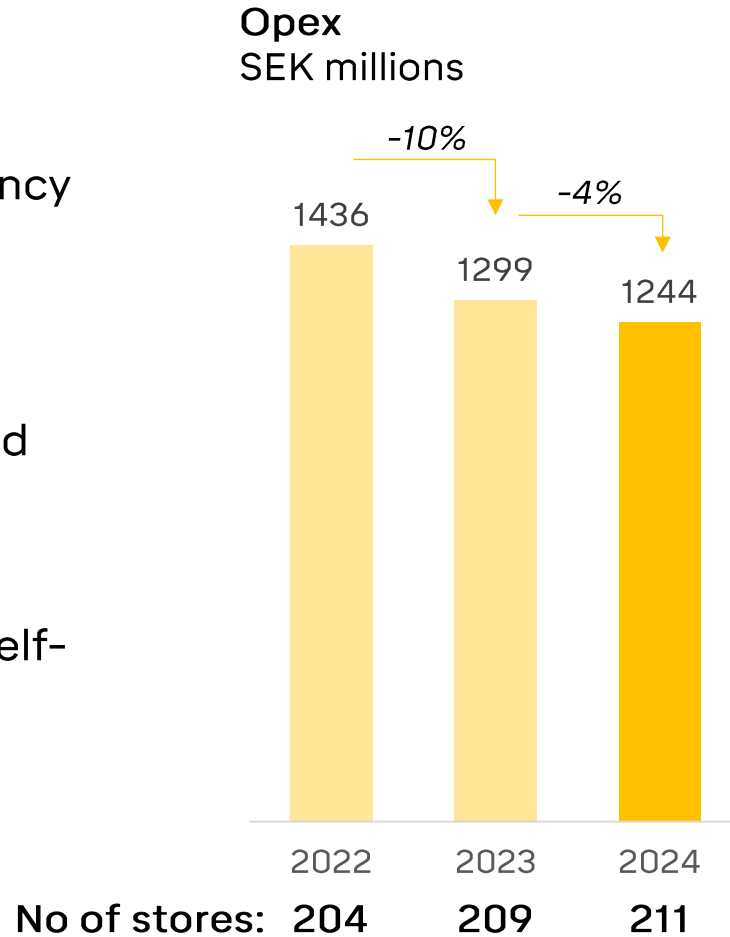
STRONG OPERATIONAL EXCELLENCE

Strong focus on efficiency across the business

Improved logistics

Reduced external spend

Focus on customer experience – product availability, improved self-service, easy-to-shop



Improved product availability

Increased “Happy”-index

Reduced waste



IMPROVED CUSTOMER OFFER

New stores



Continuous improvement of store experience















Operational excellence



OPTIMIZATION OF E-COMMERCE

More made-to-order

 <p>Ytterdörr - enkel Byggmax ByMe Hitta din favoritmodell, mängder av olika konfigurationer.</p> <p>To mig ditt</p>	 <p>Slagportar Byggmax ByMe Snygga och klassiska slagportar för alla hem. CE-märkta garageportar av slagportmodell.</p> <p>Visa varianter</p>	 <p>Ytterdörrar - pardörrar Byggmax ByMe Ge dig själv en pompig entré. Här hittar du stabila och välisolerade dörrar.</p> <p>To mig ditt</p>	 <p>Takskjutportar Byggmax ByMe Snygg entré till ditt garage med ståtliga säkra takskjutportar.</p> <p>Visa varianter</p>
 <p>Altandörrar & balkongdörrar Byggmax ByMe Skräddarsy din dörr genom att välja starkt färg, låsningstyp och mycket mer. Allt för att passa just dina behov.</p> <p>Visa varianter</p>	 <p>Fönstermarkiser Byggmax ByMe Fönstermarkiser på Byggmax. Hitta den perfekta markisen till ditt hem.</p> <p>Visa varianter</p>	 <p>Sidöljus ByMe Skapa en välkomnande entré och större ljusläpp i din hall med sidöljus och överljus.</p> <p>Visa varianter</p>	 <p>Tillbehör garage Byggmax ByMe Tillbehör till din garageport som gör livet enklare.</p> <p>Visa varianter</p>
 <p>Lamellgardiner Byggmax ByMe En effektiv solskydd som passar</p>	 <p>Överljus ByMe Skapa en välkomnande entré och</p>	 <p>Utbytbar markisväv Byggmax ByMe</p>	 <p>Vertikalmarkiser Byggmax ByMe</p>

Modular houses with more options



Expanded private label range of conservatories and greenhouses



IMPROVED POSITION TO BUILD FROM

Elevate

Amplify

Simplify

BYGGMAX®

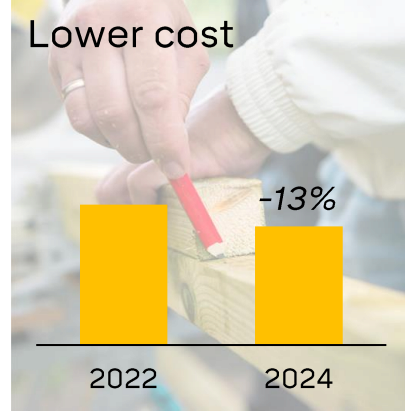
High customer satisfaction



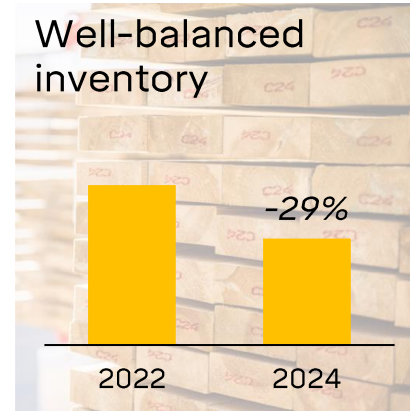
Improved stores & e-com



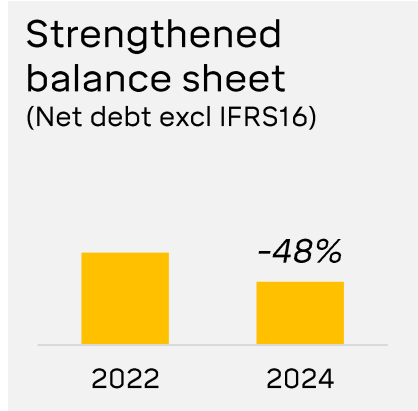
Lower cost



Well-balanced inventory



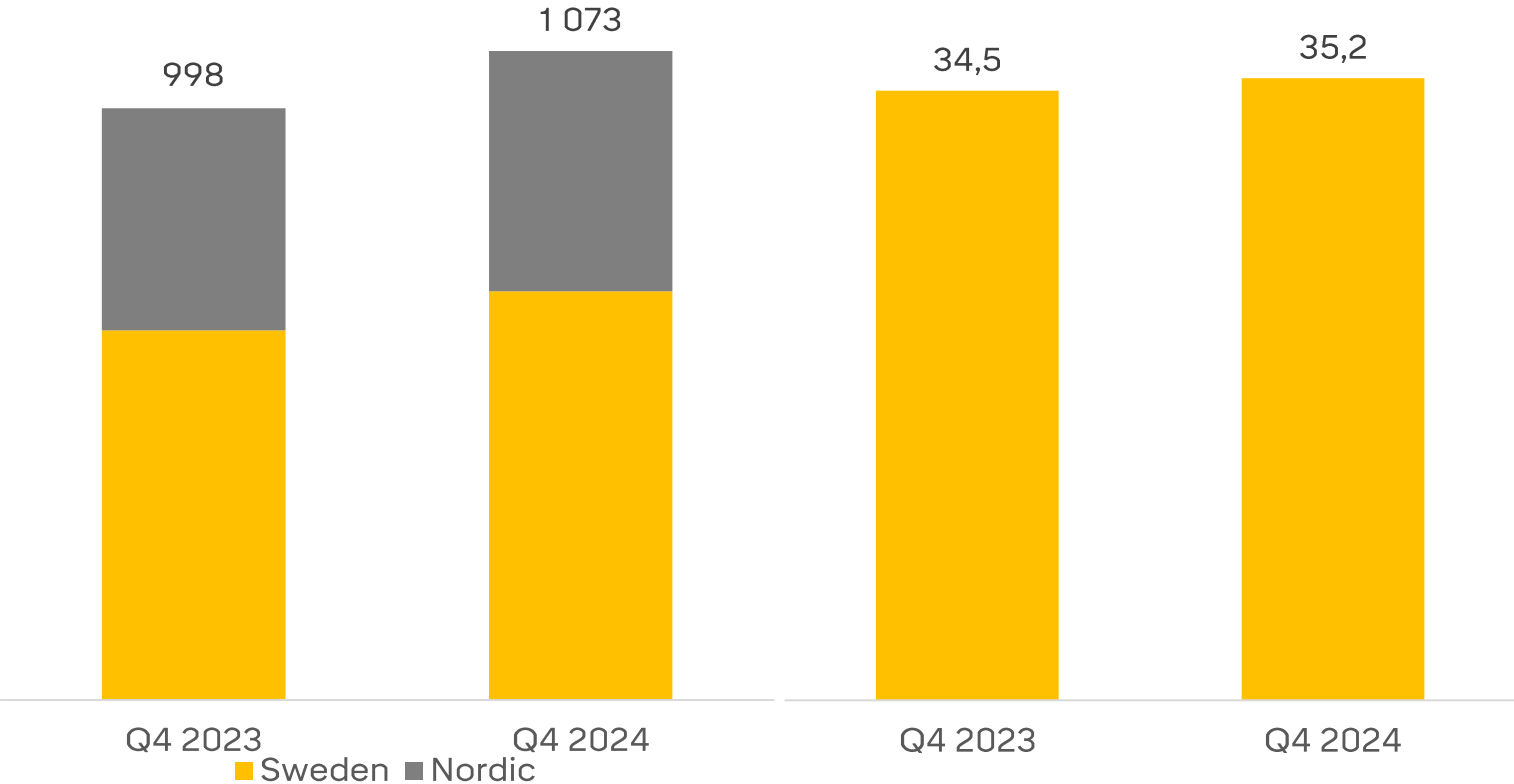
Strengthened balance sheet
(Net debt excl IFRS16)



Q4 WITH INCREASED SALES AND SUSTAINED STRONG GROSS MARGIN

Sales development SEK M

Gross margin %



Sales increased by 7.6%

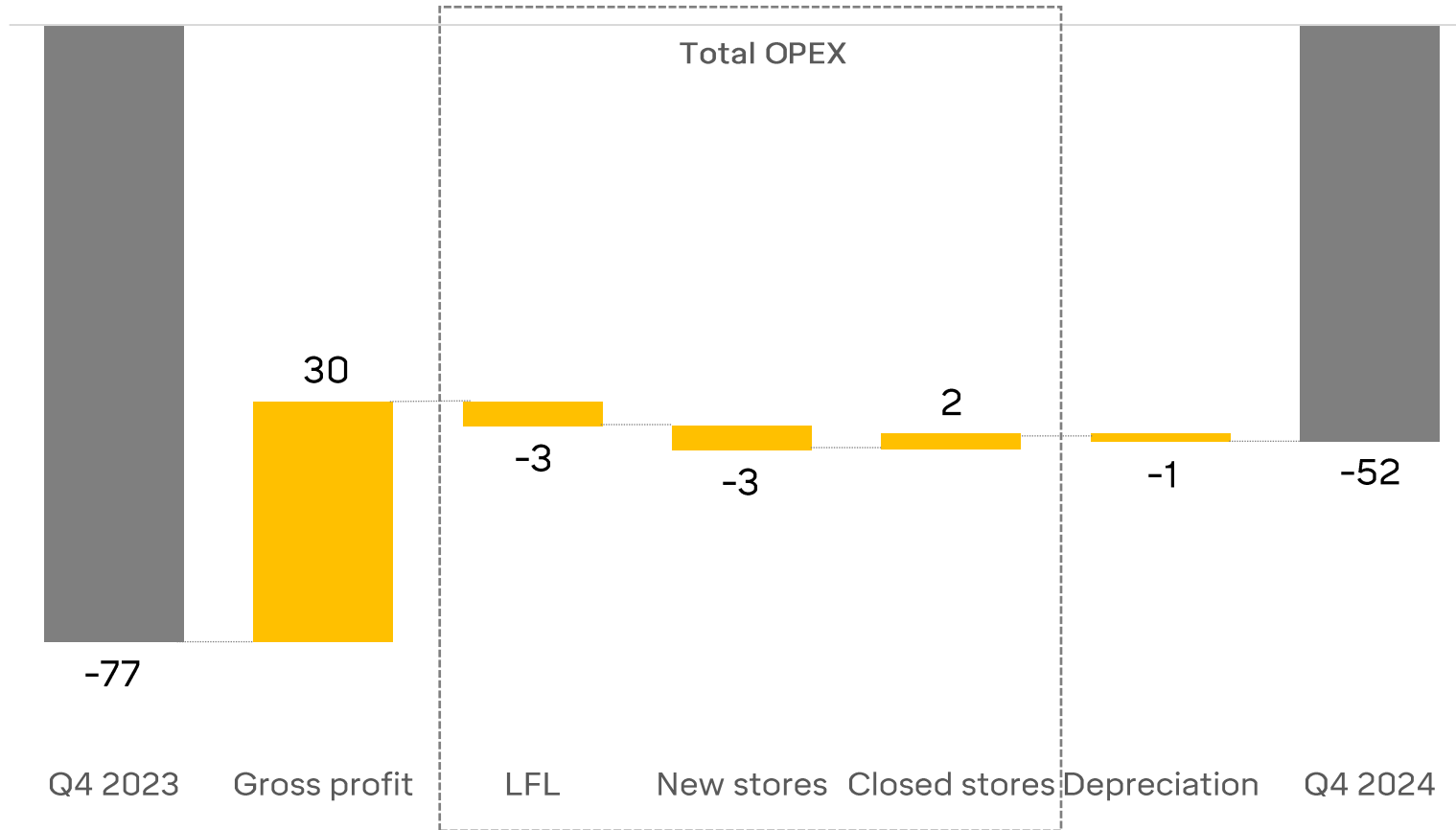
Growth in both Sweden and Nordics

Net 2 new stores in 2024 in total 211 stores at year end

Margin improvements from effective purchasing and optimization of e-commerce offer

SALES GROWTH AND IMPROVED PROFITABILITY

Q4 EBITA, SEK M

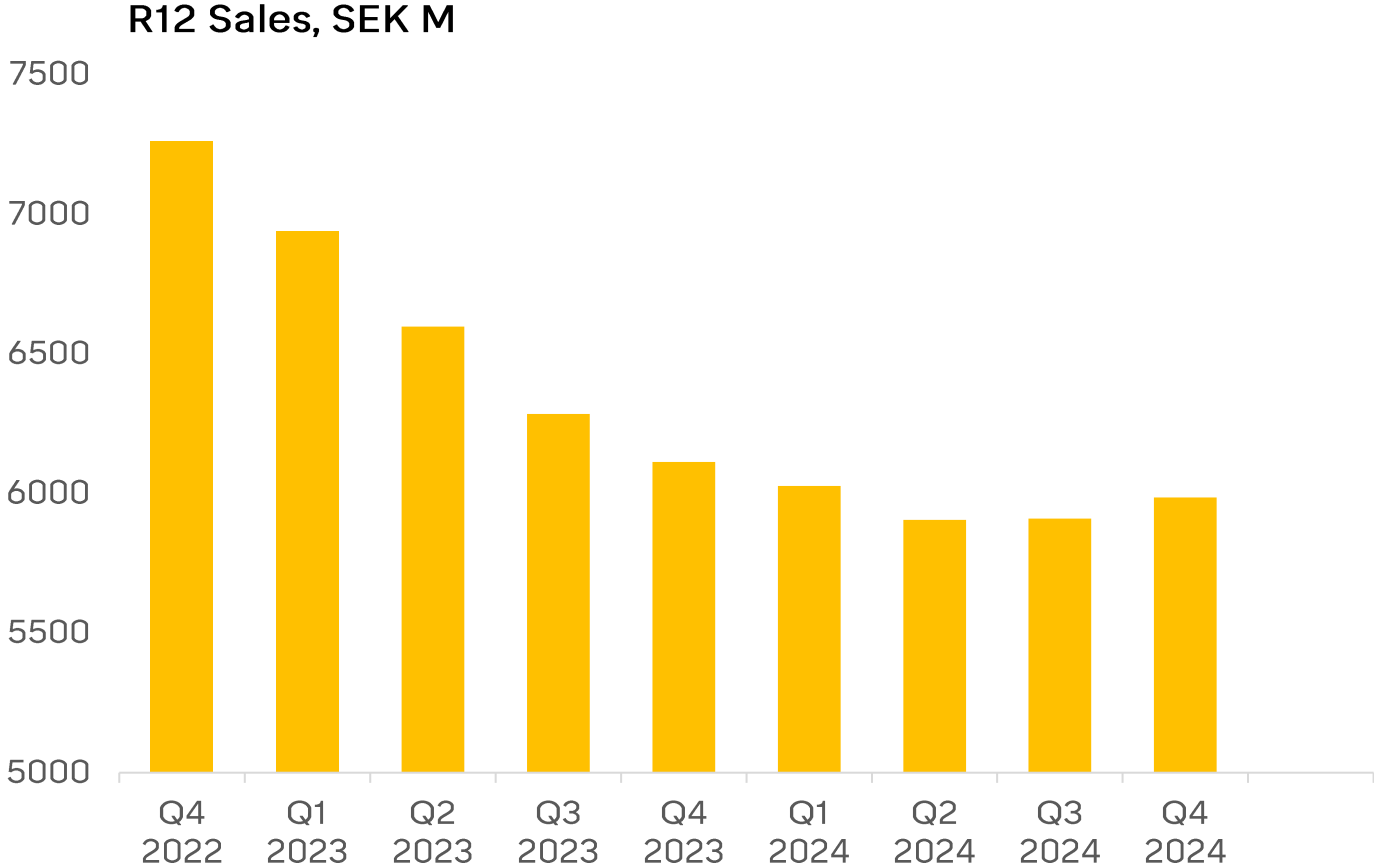


The improved profitability in the quarter is driven by a combination of increased sales and strengthened gross margin

Lowered cost base after 2 years of cost cutting

Depreciation from increase in lease store cost (IFRS 16)

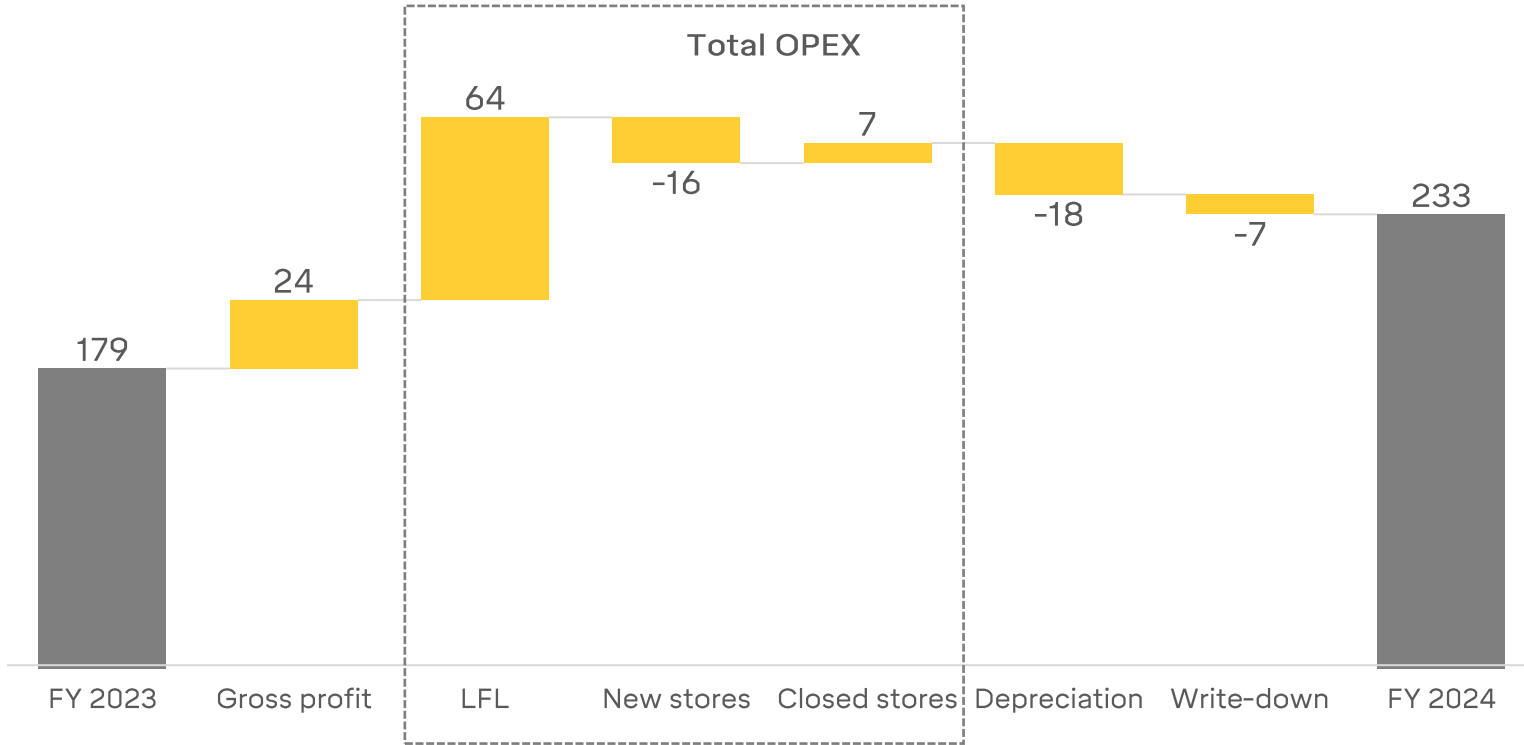
SALES GROWTH IN SECOND HALF OF 2024



Revenue growth in the second half of the year mainly driven by Sweden, supported by a gradual improvement in the Nordics

2024 IMPROVED PROFITABILITY THROUGH STRATEGIC FOCUS

2024 EBITA, SEK M



Improved profitability in 2024 from increased gross margin and focused cost reductions

Cost base adjusted to sales volume, more efficient administration and reduced project activities

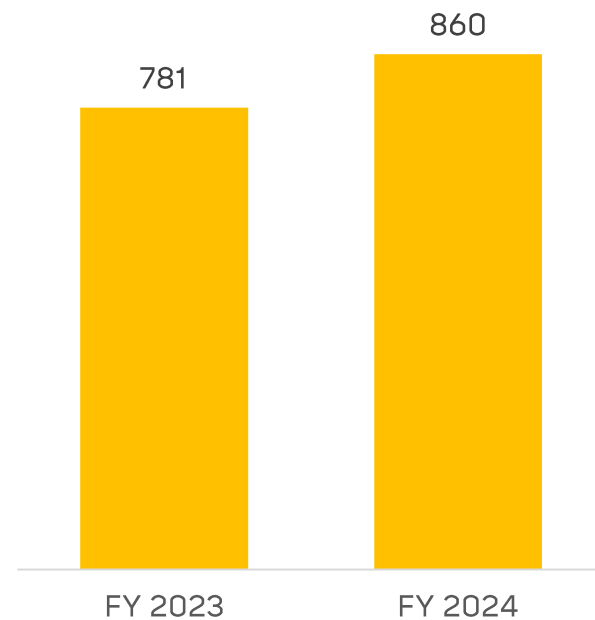
Depreciation increase from IFRS 16 store portfolio leases

Write-down of Green Venture

STRONG CASH GENERATION AND LOW INVESTMENT LEVEL

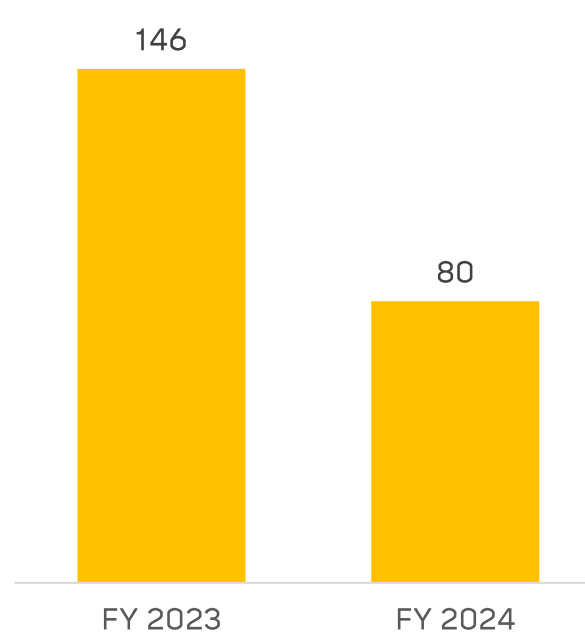
Cash flow from operating activities

SEK M



Investing activities

SEK M



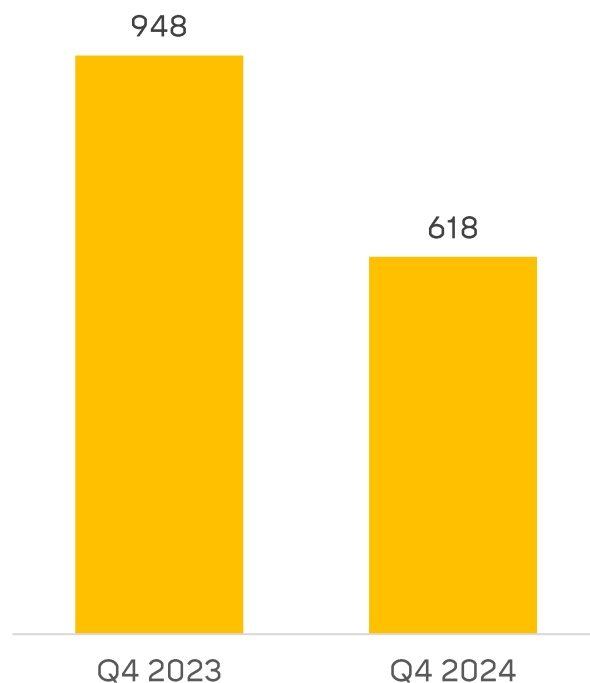
Improved cashflow from enhanced profitability

Condensed investment activity in new stores and store upgrades in 2024

SIGNIFICANTLY REDUCED NET DEBT

Net debt excl IFRS 16

SEK M



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

Net debt reduced 330 M

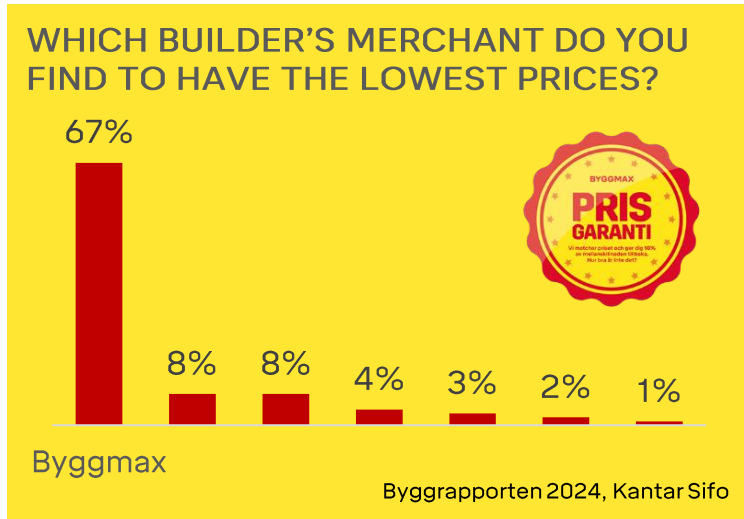
Net debt/EBITDA in Q4 at 1.6x compared to 2,8x last year

Average net debt leverage last 12 month below financial target 2.5x

3-year bank credit facilities commitment

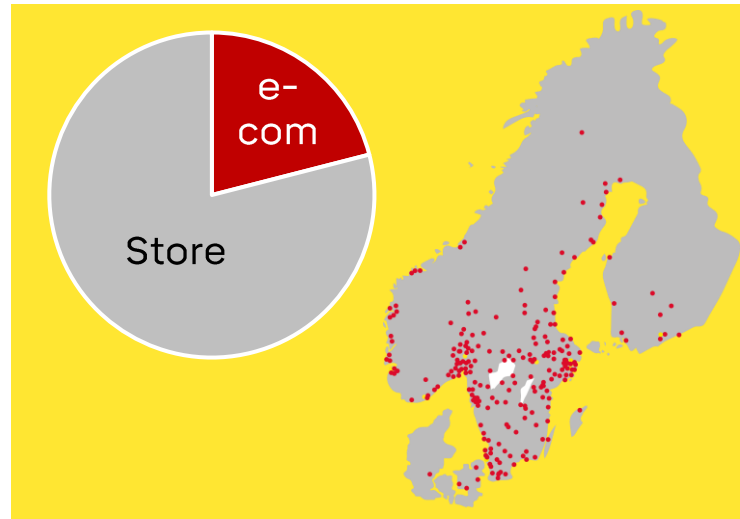
BYGGMAX AT A GLANCE

Clear low price position



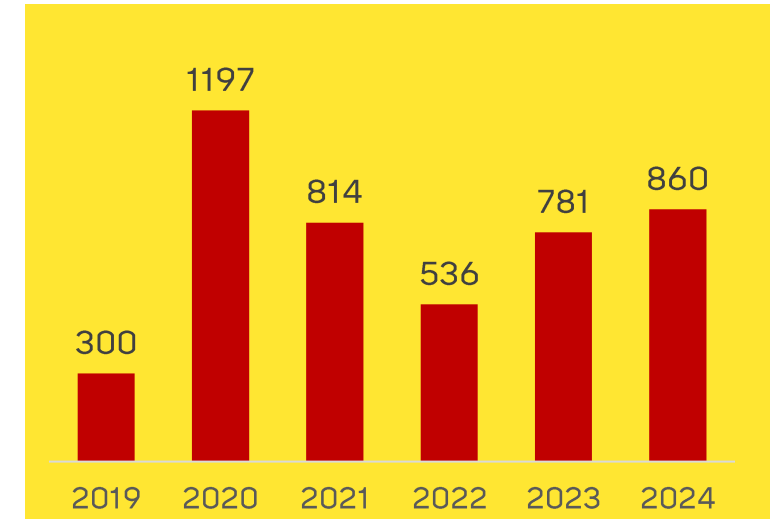
Modern low-price concept combined with high customer satisfaction and a relevant product range

Widespread store network combined with online sales



Dense store network secures efficient logistics. Ready to handle increased volumes

Cash flow enabling organic growth and dividend



Profitability and strong cash generation enabling dividends and growth

READY FOR THE FUTURE



Market development

- Gradually increasing consumer confidence, lower interest rates, and more housing transactions



Improved position to build from

- This year's efforts have built a solid foundation – high customer satisfaction, stronger balance sheet and improved efficiency
- Highly motivated employees ready to welcome more customers!



Ready for the future

- Customer focus through continuous enhancement of our offering
- Capitalize on commercial investments, drive volume in store network
- Leverage cost position and logistics efficiency

BYGGMAX

VAR SMART HANDLA BILLIGT

