

The background of the slide features a top-down view of several open paint cans containing various shades of red and pink paint. In the upper right corner, a portion of a white color calibration chart with red and white squares is visible. A bright yellow rectangular box with a torn right edge is positioned on the left side of the slide, containing the report title and date.

Q2 REPORT 2023

July 14, 2023

Karl Sandlund, CEO
Helena Nathhorst, CFO

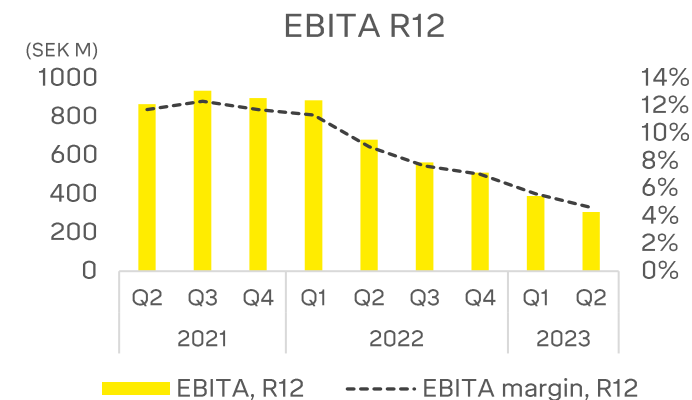
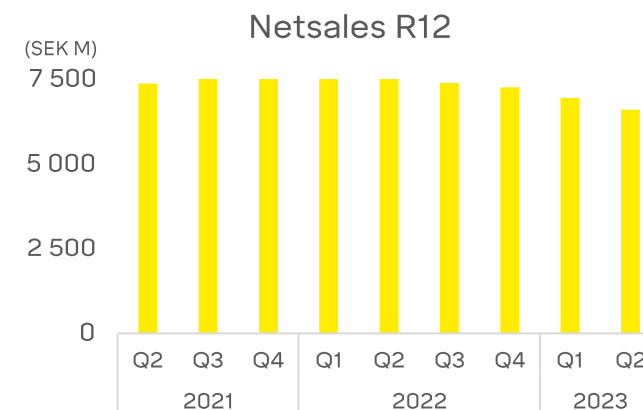
The BYGGMAX logo is located in the bottom right corner. It consists of the word "BYGGMAX" in a bold, red, sans-serif font, followed by a registered trademark symbol (®). The logo is set against a yellow rectangular background.

BYGGMAX®

Q2 2023: BYGGMAX DELIVER IN CONTINUED WEAK MARKET

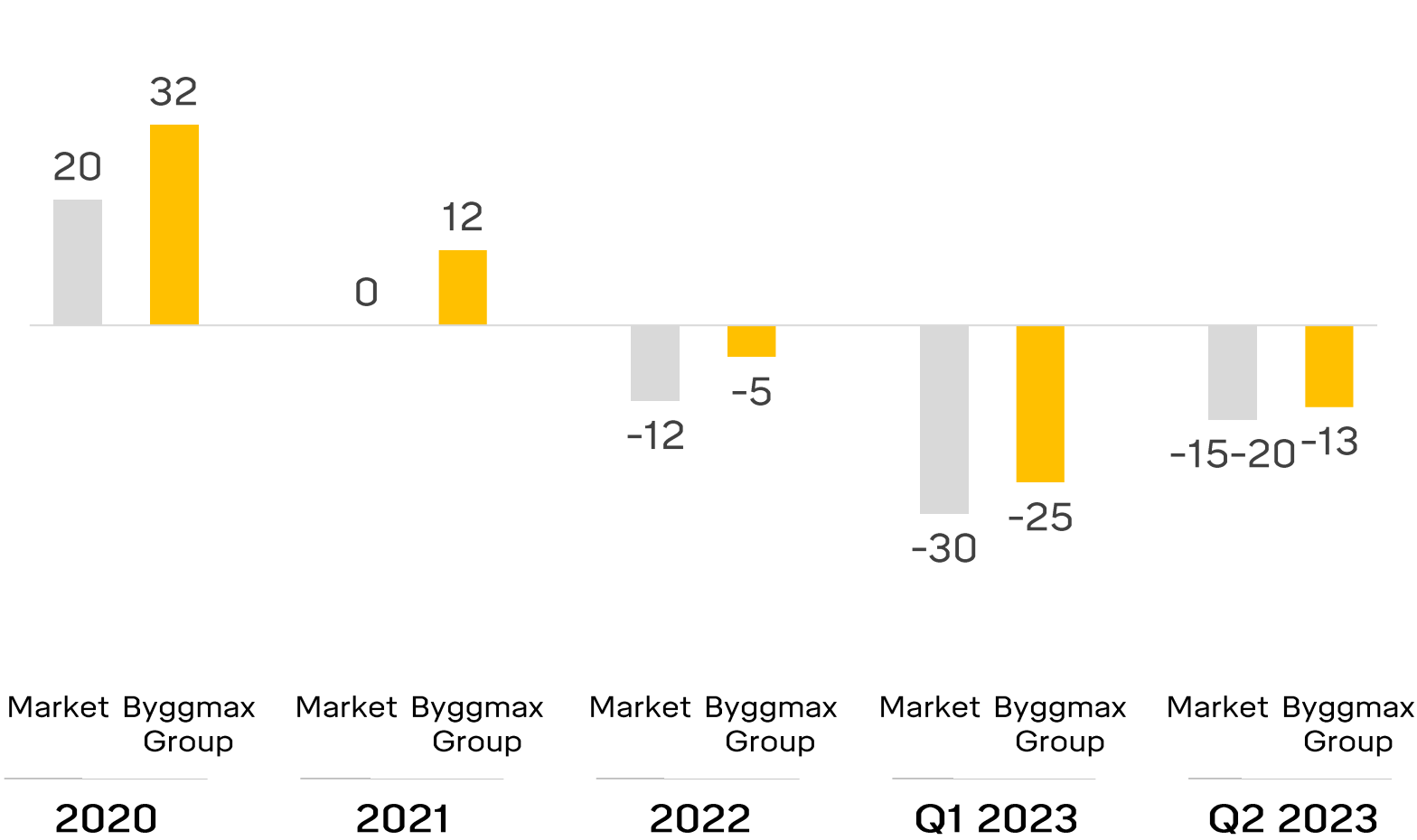
By strong gross margin and cost control, Byggmax delivered solid profitability in second quarter

- Q2 net sales decreased -13.4% to 2,203 M (2,546)
 - Like-for-like sales decreased -14.3%
 - E-com accounted for 19% of Group sales (R12)
 - Continued tough consumer market
 - Continued market share gains
- Strong gross margin
- Strict cost control, operating costs below last year's level
- Inventory below last year
- EBITA SEK 172 M (254)
EBITA margin 7.8% (10.0%)



CONTINUING TO OUTPERFORM THE MARKET

Percent, Nordic B2C market for building materials

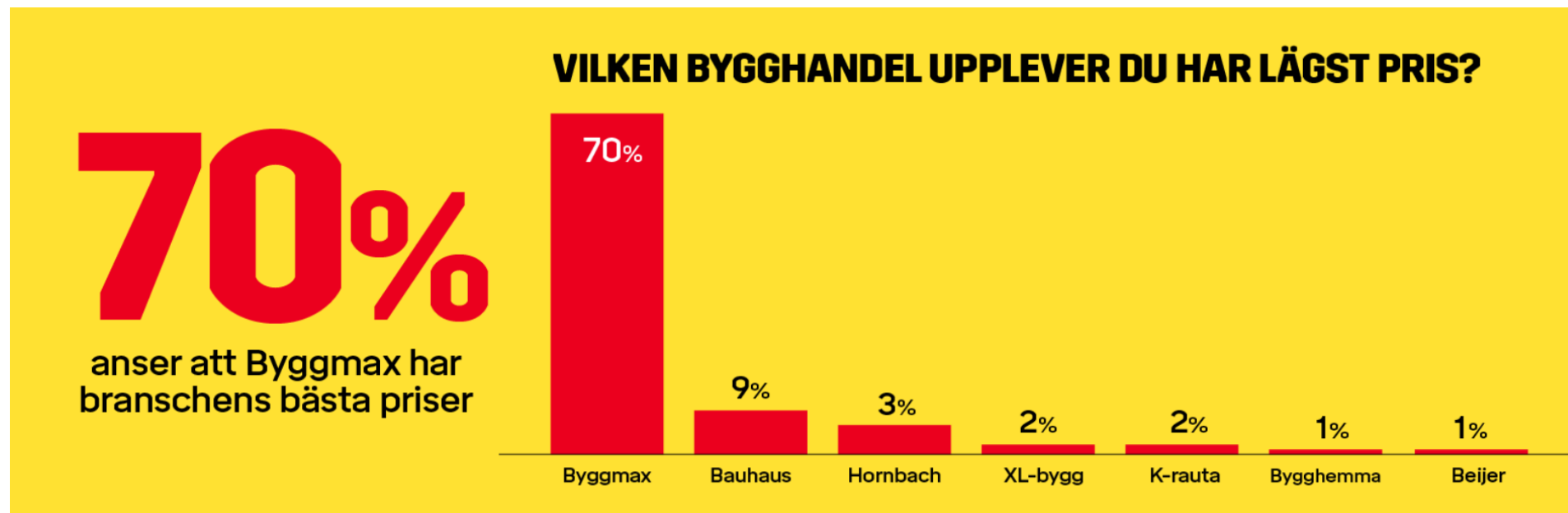


Q2 2023: Continued weak market, less negative development than Q1

- Continued hesitant consumer, particularly related to larger purchases
- Market below pre-pandemic levels in Q2 2023
- Some bright spots, e.g., consumer confidence increased, although very low levels
- Customer behaviors returning to pre-pandemic patterns

Byggmaterialhandlarna VIRKE

UNDISPUTED LOW PRICE LEADER



Gör-det-själv-projekt
— Ja tack!

74%

bygger själv för att
spara pengar



TOP PRIORITY UPDATE – Q2 2023

Status Q2 2023

- | | | |
|----------|---|--|
| 1 | Take market share and increase competitiveness | <ul style="list-style-type: none">– New and upgraded stores – strengthened position– Continued efficiency gains: lower operating costs and inventory level compared to last year despite more stores– High customer satisfaction |
| 2 | Tune in new growth initiatives | <ul style="list-style-type: none">– E-com concept for customer specific small buildings– New omnichannel solution to sell Byggmax online assortment in our stores |
| 3 | Capture new opportunities | <ul style="list-style-type: none">– Opportunities continuously evaluated by management: store locations, suppliers, M&A– Byggmax Green Ventures: Investment in circular board materials |

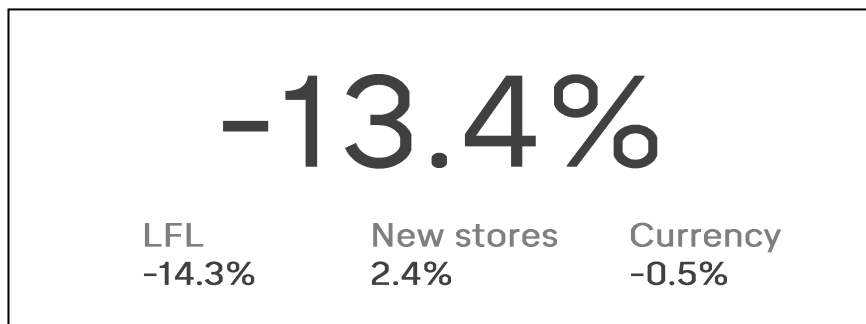
BYGGMAX GREEN VENTURES: RECOMA – REPLACING OSB AND PLASTER BOARD WITH RECYCLED MATERIALS



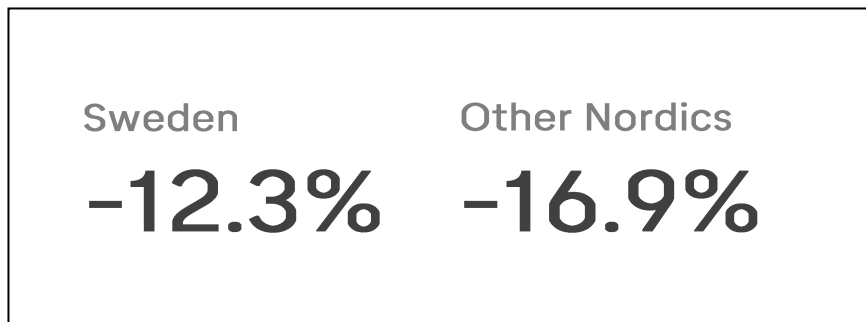
- Low carbon building materials made from upcycled packaging
- No additives; zero glues, zero chemicals, zero adhesives
- Substitutes plaster boards, OSB, Plywood or chipboards
- 80–90 percent lower emissions than traditional products, at the same price

SALES DEVELOPMENT Q2 2023

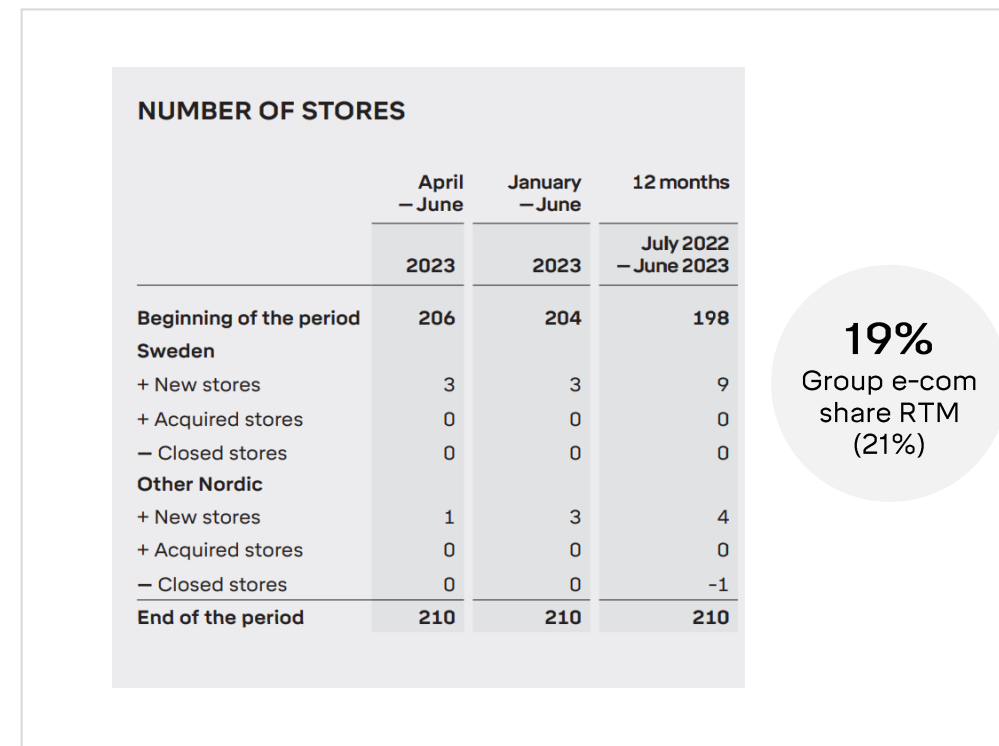
Sales development, Q2 2023 vs. 2022



Sales development by geography



Store portfolio and channel development



- Sales decline on a continued weak market, still with good performance on smaller projects
- New stores contributed with 2.4%, four new stores opened during the period. 13 opened and one closed in the last 12 months
- Store portfolio upgrade plan finalized. All stores with long term rental agreements are upgraded in accordance with plan

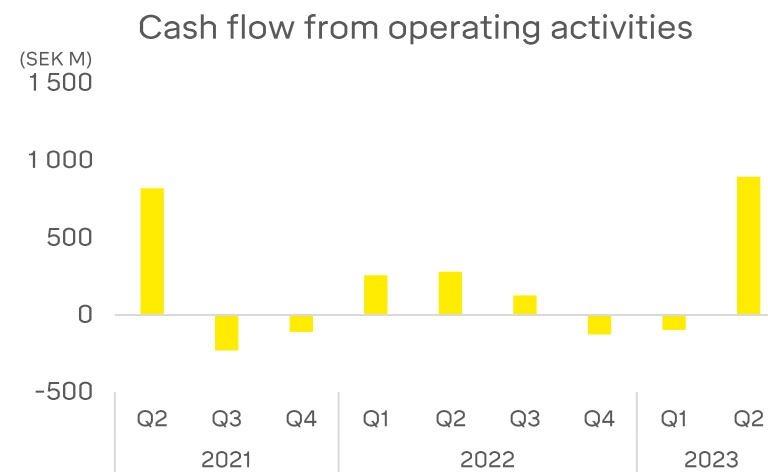
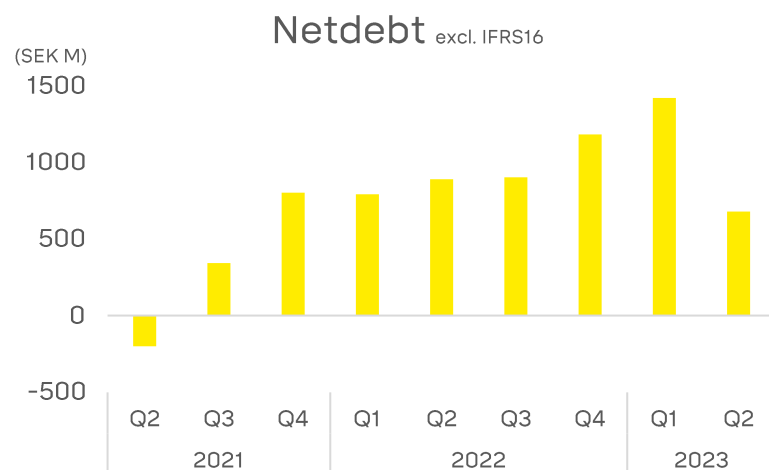
P&L Q2 2023 - EFFICIENCY GAINS AND STRONG OPERATIONAL FOCUS

SEK M	2023	2022
Net sales	2 203	2 546
Other operating income	3	8
Total revenue	2 207	2 553
Cost of goods sold	-1 498	-1 730
Other external costs and operating expenses	-162	-195
Personnel costs	-225	-238
Depreciation and amortization of tangible assets	-163	-150
Total operating expenses	-2 049	-2 314
EBIT	158	240
Amortization of intangible fixed assets related to acquired surplus values	14	14
EBITA	172	254

Byggmax Group

- Net sales in Q2 decreased by -13.4 percent to SEK 2,203 M (2,546).
- The gross margin was 32.0 percent, same as in the corresponding quarter last year (32.0). The gross margin was impacted by product mix, high promotion activities and lower input prices for timber material related product categories.
- The comparable costs, i.e. costs excluding new stores and acquired businesses, decreased SEK 59 M (+20). Strong operational focus in the period, cost base have been modified to meet lower sales volumes, primarily through staffing in stores and new more efficient ways of working.
- EBITA decreased to SEK 172 M (254)
- EBITA margin decreased to 7.8 percent (10.0)

CASH FLOW & NET DEBT



Cash flow from operating activities amounted to SEK 895 M for Q2 2023, an increase of SEK 615 M compared to Q2 2022. Strong cash flow from continued strategic actions on inventory levels and increased accounts payables in the period.

Net debt amounted to SEK 679 M excluding IFRS16 (891). Decrease driven by strong cash flow in the quarter combined with reduced investment activity.

SUMMARY: HIGH SEASON CONTINUES

Bygghmax deliveries solid profitability in important second quarter

- Strong cost control – lower cost than last year, despite inflation and more stores
- Stable and high gross margin
- Inventory lower than last year
- EBITA SEK 172 million and EBITA margin 7.8 percent

Strengthened position

- Bygghmax continues to strengthen its market position
- Market continued to be weak market in Q2, but development less negative than during the first quarter
- Bygghmax low price model is even more relevant in times of high inflation

Priorities remain: Bygghmax ready with upgrades stores, stronger e-com offer and lowest prices

- Increased competitiveness
- Tune in growth initiatives
- Capture new opportunities



Q&A

BYGGMAX®