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Lindab Group Pre-quarter update

19 September 2024

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President & CEO

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CFO

Market outlook

- The European ventilation market is estimated to have declined by 5% in volume during 2023 and also in the first six months of 2024.
- For Profile Systems, Lindab sales declined by 20% in 2023, and during the first six months of 2024, the organic growth was -11%.
- Signs of market recovery have been noted in Scandinavia in the second quarter.



Acquisitions of high-quality companies



Lindab acquires the Danish ventilation company Venti

May/July
Venti, Denmark

RECENT ACQUISITIONS

2024

	Sales* SEK m	Consolidated as of
ATIB	250	Q4
Venti	120	2 Jul
TGA KlimaPartner	50	2 Apr
Airmaster	542	1 Mar
Vicon	<u>260</u>	8 Feb
	1,222	

2023

HAS-Vent	280	5 Oct 2023
Firmac	40	2 May 2023
Ventilace EU	42	5 Jun 2023
Irish Ventilation & Filtration	100	3 Mar 2023
Raab Lüftungstechnik	<u>160</u>	28 Feb 2023
	622	

* Annual sales communicated at the time of the acquisition

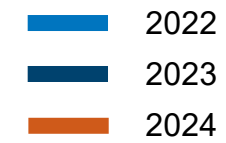
Focus on increased profitability

- Continued strengthening of gross margins
- Pricing activities
- Synergies from acquisitions
- Footprint rationalization
- Special focus on Profile Systems
 - Pricing
 - Shrink into shape
 - Structural measures

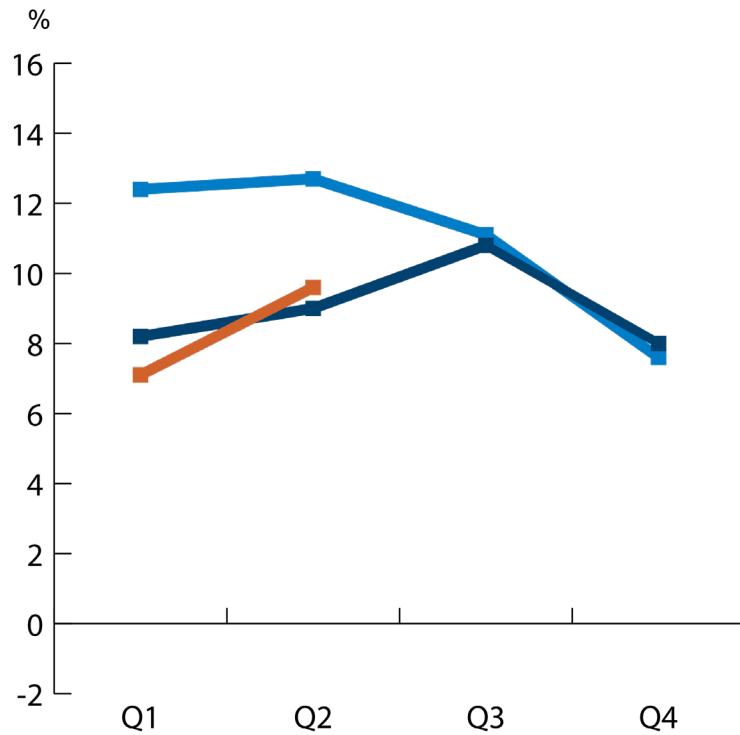
Profitability and
cost control



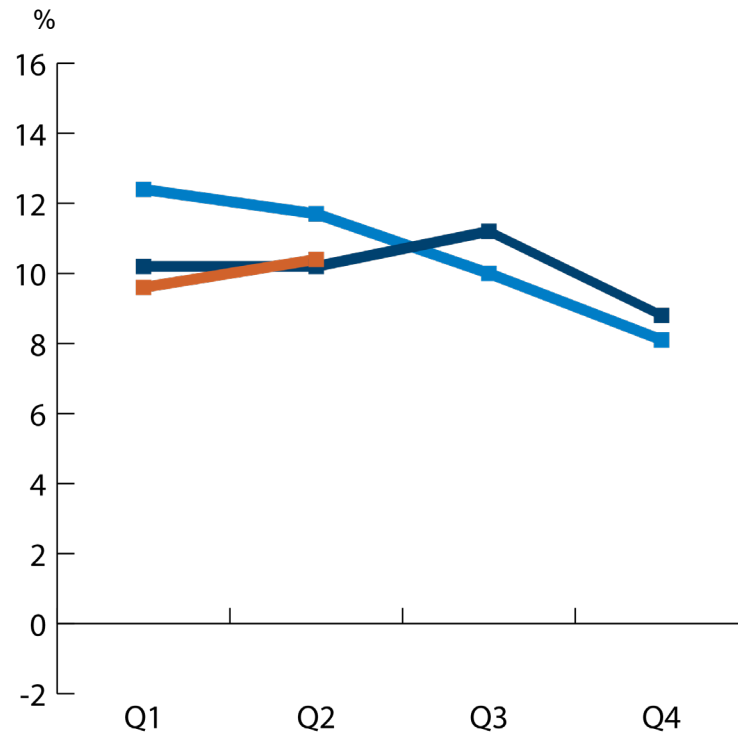
Adjusted EBIT margin per quarter, 2022-2024



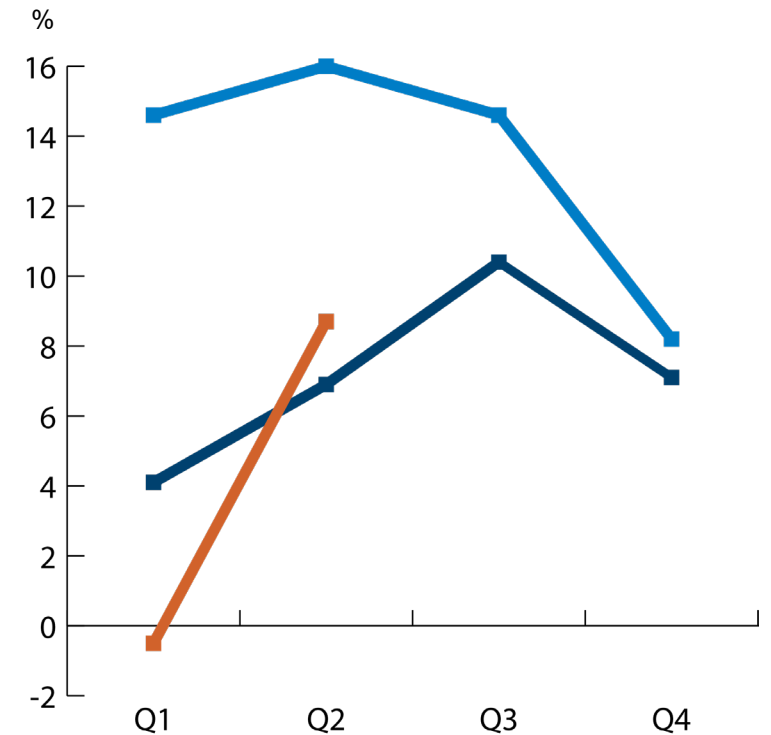
Lindab Group



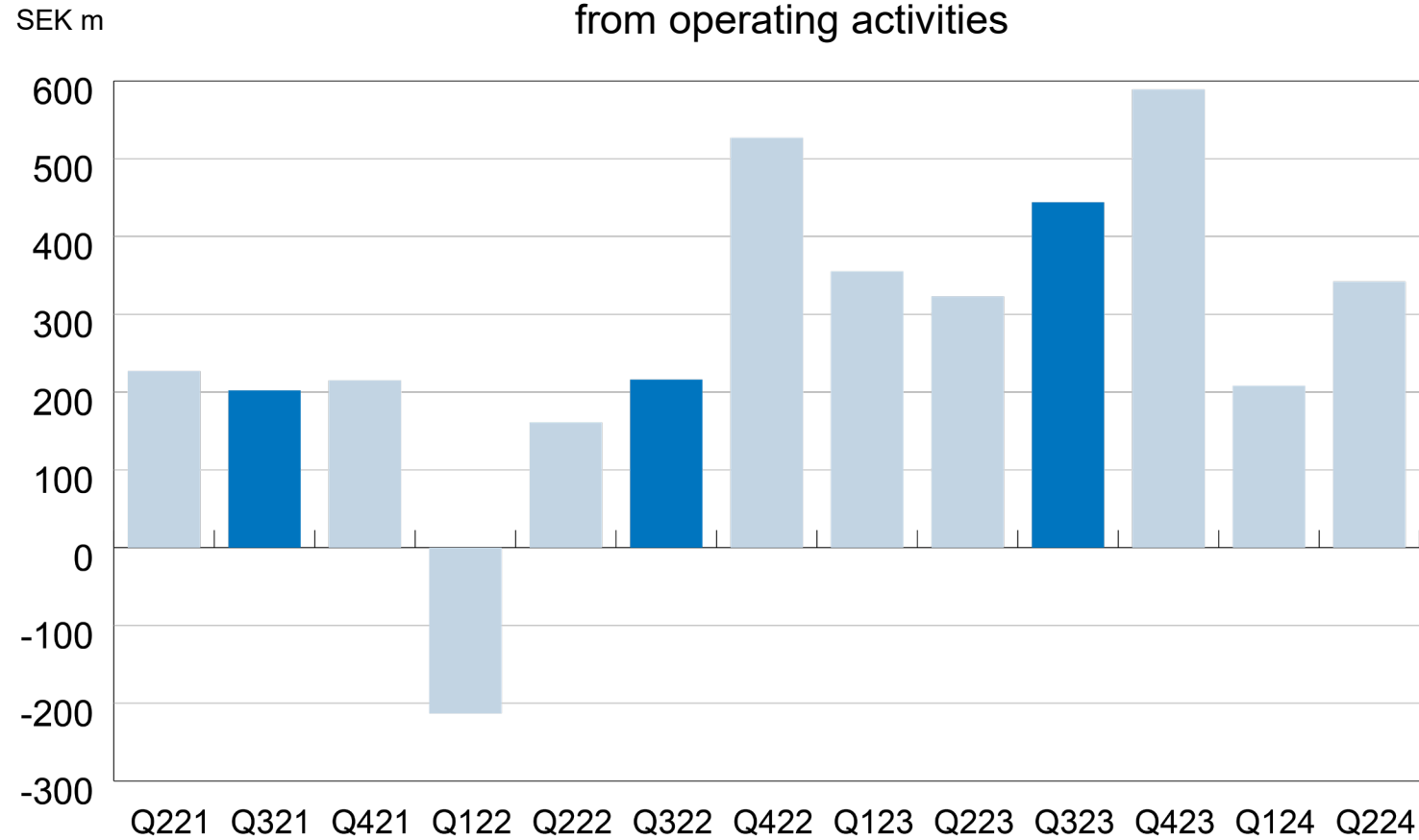
Ventilation Systems



Profile Systems



Quarterly cash flow
from operating activities



Strong financial
position supports
additional acquisitions



**Thank you!
Questions?**