

# Q2 2022 Presentation

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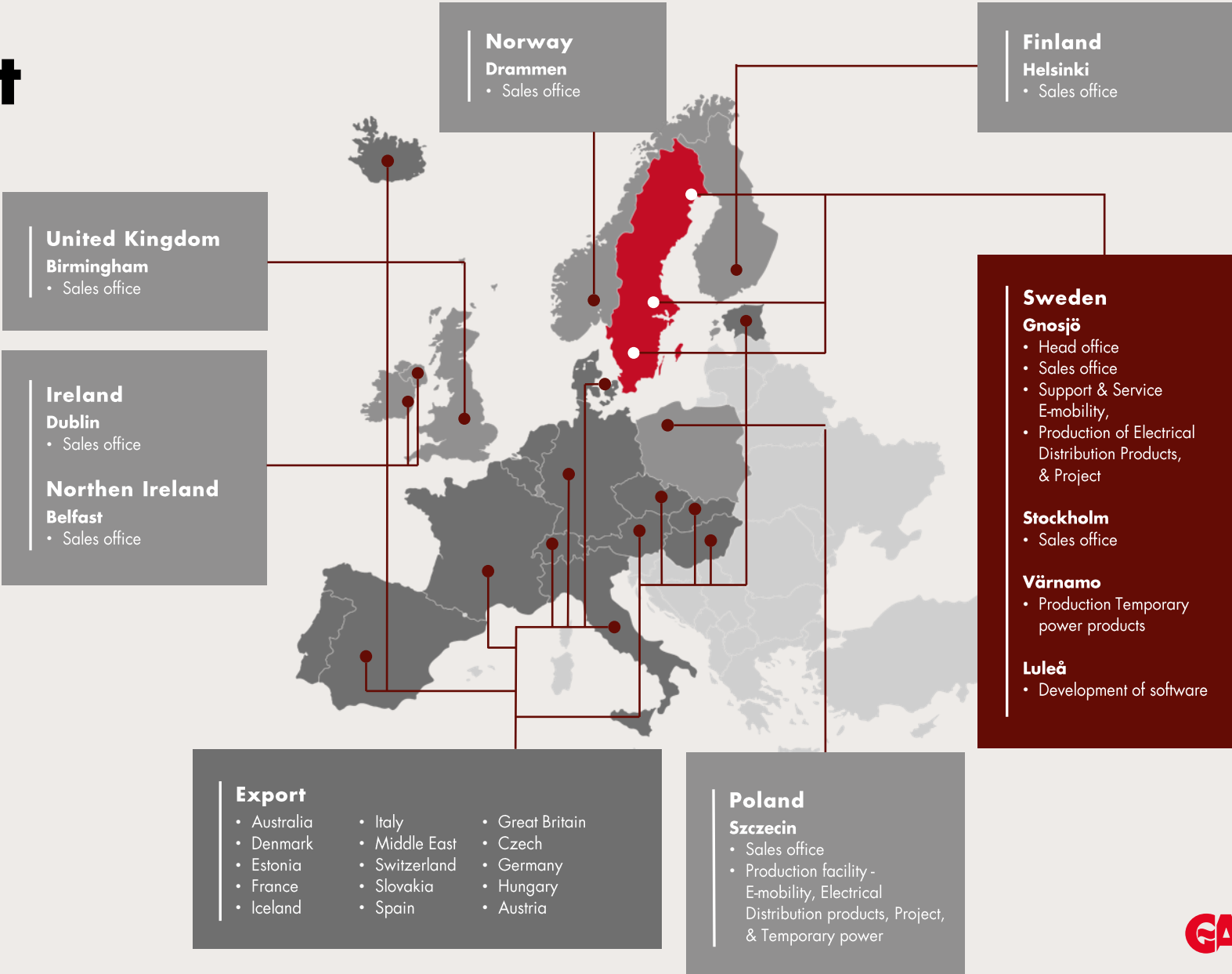


# Charging the future.

It is our responsibility to provide a smarter and more sustainable future with innovative solutions for everyone. We are equipped with the right tools to create positive change. The future is ours to create.



# GAROs footprint







## E-MOBILITY

All types of vehicle chargers –  
home chargers to fast  
chargers.

**30%** (35)



## DESTINATION CHARGERS

Full service solutions at home,  
work places and in public  
places.





## **ELECTRICAL DISTRIBUTION PRODUCTS**

3 500 products and turn-key solutions for the electrical installation market.

**45%** (41)



## **PROJECT BUSINESS**

Complete and fully customized solutions ready for installation.

**21%** (17)



## **TEMPORARY POWER**

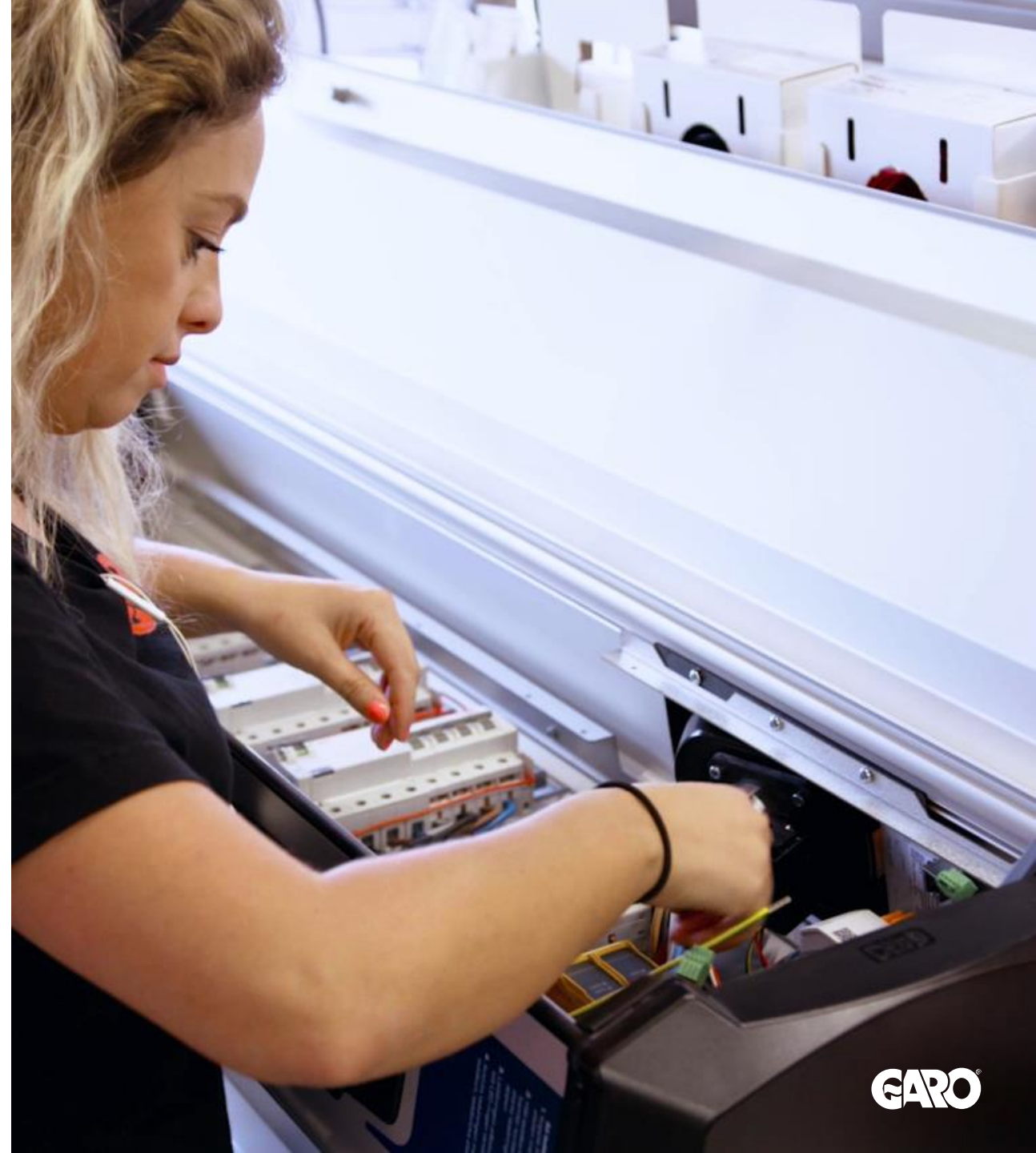
Temporary electricity, lightning and heating for construction sites.

**4%** (7)



# Product development

- Product development is a decisive part of GARO's operations and a key element for organic growth
- Enables redesign of products, a necessity when managing component shortages
- Creates software integrations and test environments for different back-ends
- Enables synergy effects between the two business areas - with the end customer in focus
- Development for new product launches to be expected within soon, mainly within E-mobility



# Operational Highlights

**Strong development within GARO Electrification while E-mobility has been hampered by components shortage**

## **GARO Electrification**

- Increased sales by 11%
- Demand for construction-related products, renovation requirements and energy efficiency drove sales
- Good sales growth of recreational products used to control, measure and power marinas and camping sites

## **GARO E-mobility**

- Sales decreased by 13% a result of supply shortage of components
- Strong order intake and long lead-times - creating large order book
- New charger introduced for heavy electric vehicles
- Framework agreement signed with vehicle producer, deliveries during the end of third quarter

## **Growth and profitability**

- Strong growth in GARO Electrification partly offset by lower sales in GARO E-mobility
- Good sales growth outside the Nordics countries
- Profitability hampered due to lower volumes sold. Continue to invest for the long-term.
- GARO's business model - two business areas complementing each other and create growth in challenging times

# Financial Highlights Q2 2022

- Net sales +3% to 350.2 MSEK (341.2)
- EBIT -28% to 39.6 MSEK (55.1)
- EBIT margin of 11.3 % (16.1)
- Profit after tax 33.3 MSEK (42.6)
- Net debt position: 51.8 MSEK (66.8)

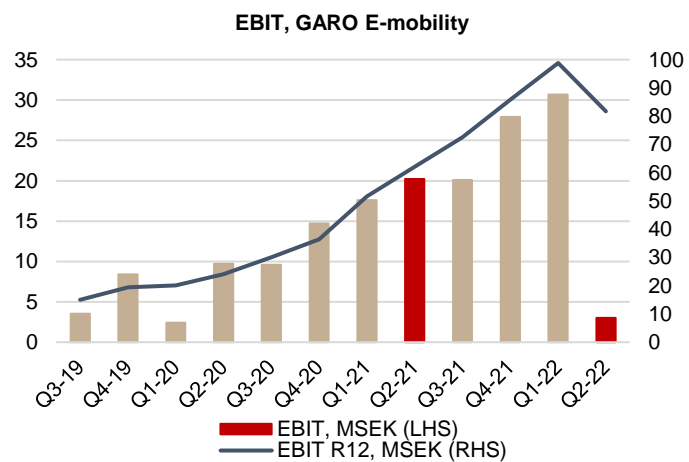
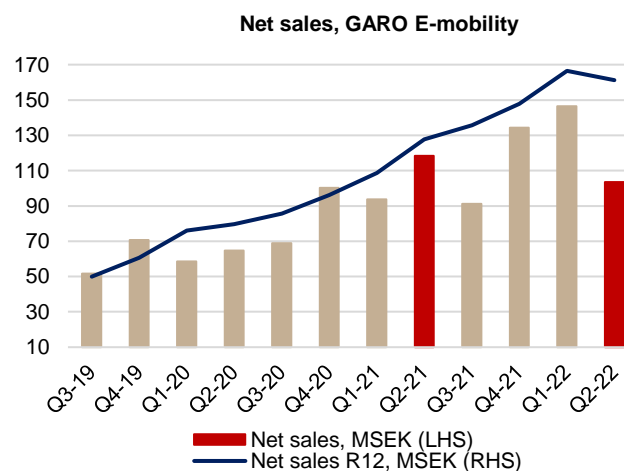


**Nała**  
korzystając



# GARO E-mobility

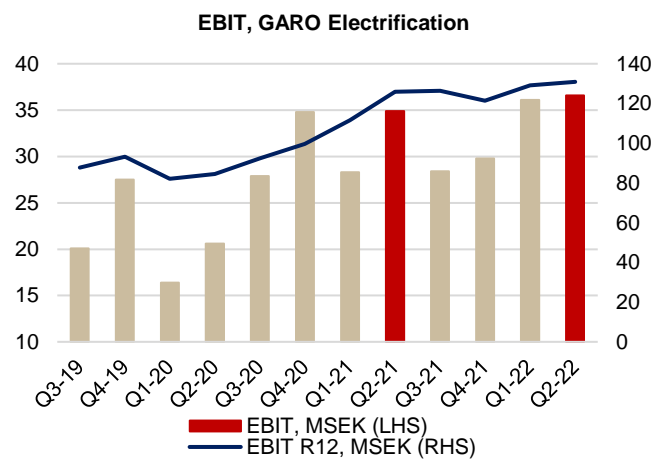
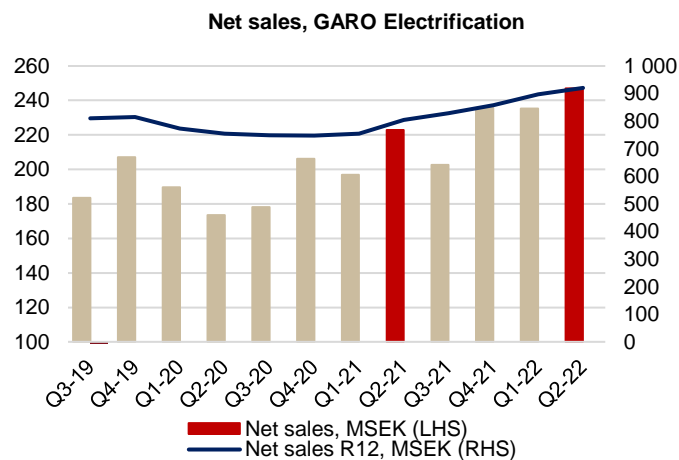
- Net sales amounted to 103.3 MSEK (118.4) a decline of 13%
- Lack of components has affected production and deliveries
- EBIT amounted to 3.0 MSEK (20.2)
- EBIT margin of 2,9% (17,0)





# GARO Electrification

- Net sales amounted to 246.9 MSEK (222.8)
- Strong development within Electrical Distribution products and Project business
- EBIT amounted to 36.6 MSEK (34.9)
- EBIT margin of 14,8% (15,7)





# Cash flow and balance sheet

- CF from operating activities in the quarter of MSEK 33.9 (5.5)
- Good development of working capital partially offset by a lower operating profit
- Tactical purchases of components in order to secure supplies for planned product launches
- Strong balance sheet
  - Net debt of MSEK 51.8 (66.8)
  - Available liquidity including unutilized overdraft facilities of MSEK 123.0 (106.6)

MSEK	Q2 2022	Q2 2021	R12	Full year 2021
Cash flow from operating activities	33.9	5.5	145.6	121.7
Cash flow from investing activities	-16.4	-15.1	-54.2	-44.3
Cash flow for the period	-54.2	-56.9	7.3	11.9
Net debt(+) / net cash (-)	51.8	66.8	51.8	-9.4
Equity / assets ratio, %	61.2	57.7	61.2	58.9



# Strong growth and development opportunities



# GAROs outlook

## Short term

- The situation for supply of components and material looks better for the second half of 2022
- GARO E-mobility is expected to show growth in the second half of the year, compared to the same period 2021
- Additional product launches to be expected, mainly within E-mobility

## Long term

- Investment in production capacity in Sweden and Poland
- Investment within E-mobility for higher market presence and a stronger organisation, enabling expansion outside the Nordic countries







**Q&A**

**GARO®**