

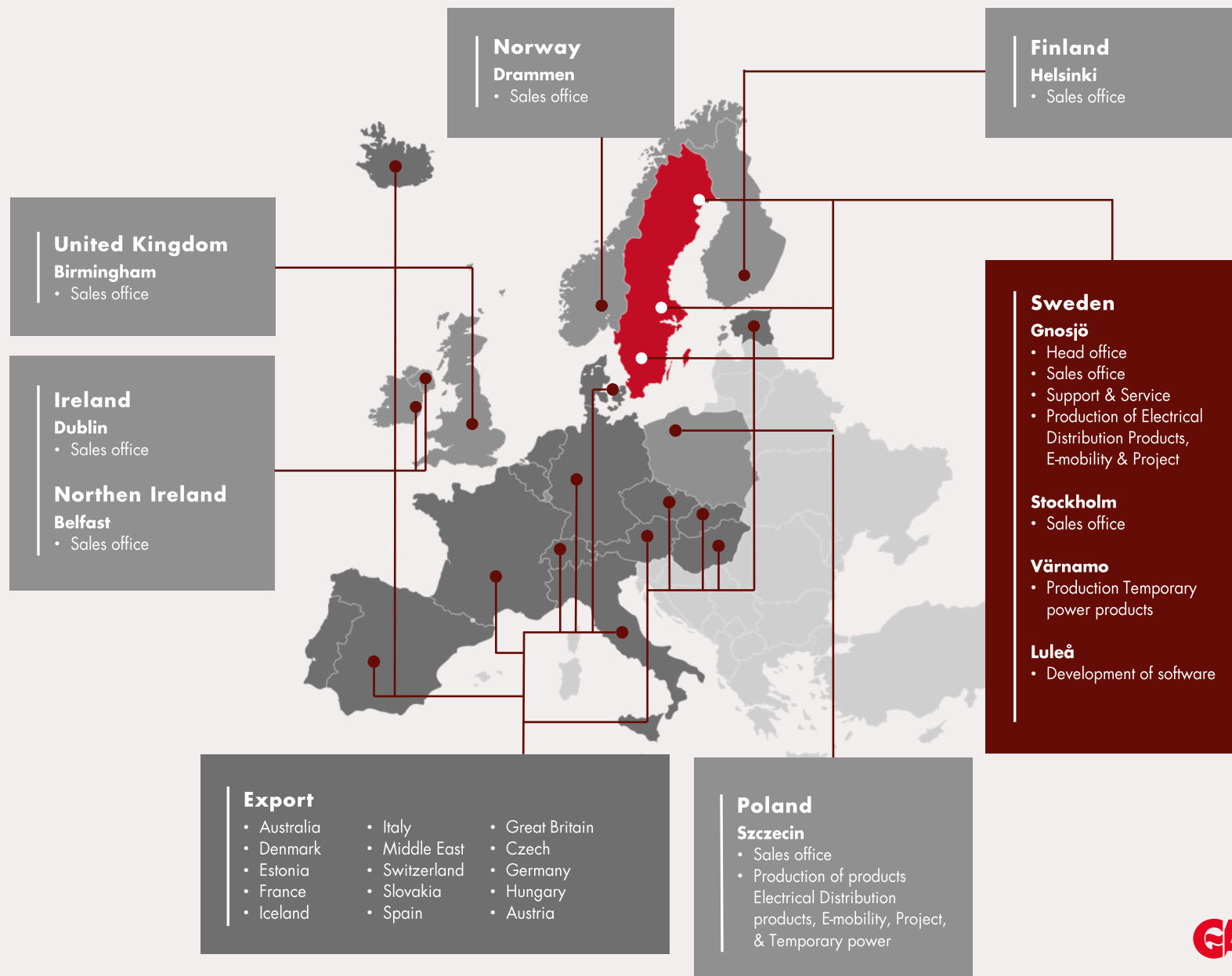


# Q4 2021 Presentation

23 February 2022

**GARO**<sup>®</sup>

# Our market





## ELECTRICAL DISTRIBUTION PRODUCTS

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


**41% (46)**



## E-MOBILITY

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

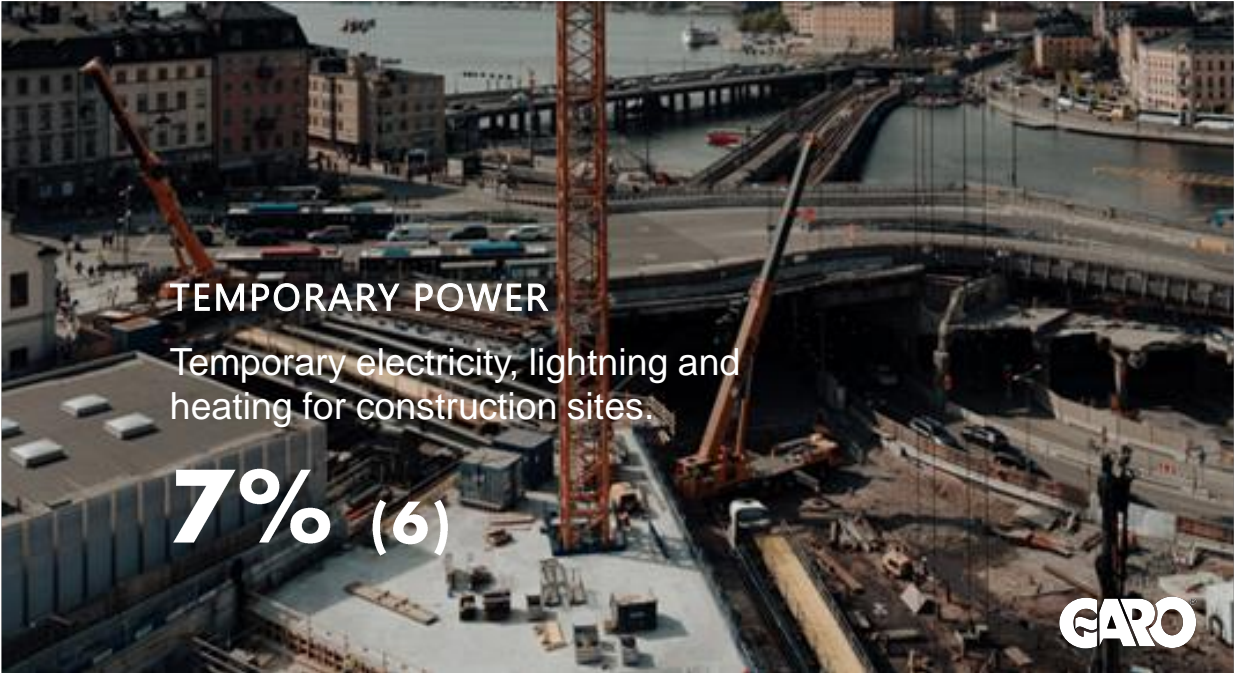
**34% (28)**



## PROJECT BUSINESS

Complete and fully customized  
solutions ready for installation.

**18% (20)**



## TEMPORARY POWER

Temporary electricity, lightning and  
heating for construction sites.

**7% (6)**

# Operational Highlights

## Growth, profitability and cash flow

- Sales in Q4: +21% Q4, FY: +25%
- Driven by GARO Sweden as well as GARO International
- Good development in all product areas
- FY development of Electrical distribution products better than the underlying market
- EBIT-margin of 15.6% in Q4 and 16.0% FY 2021

## Strategy and challenges

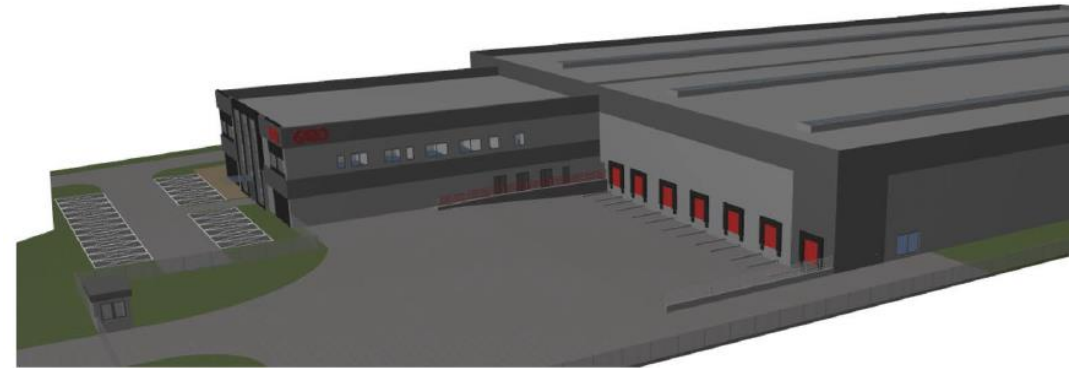
- Strong demand but also uncertainty concerning access to components prevails
- Strong order book by year-end
- Product development – broad product- and service offering in all product areas creates synergies
- New division of segments to increase focus and clarity
- Decision to invest in a new production and logistics facility in Poland

## E-mobility

- Sales in Q4:+35%, FY:+52%
- Strong growth in Sweden, UK, Ireland and Finland while weaker in Norway
- Increasing numbers of rechargeable cars and high demand within charging infrastructure

# New production and logistics facility

- Strategically positioned for the fast-growing European market.
- 15 000 sqm giving substantially increased capacity within mainly E-mobility but also within Electrification
- Expected to be ready by the summer of 2023
- Investment of approximately MSEK 85



# Financial Highlights FY 2021

- Net sales +25% to MSEK 1 295.8
- EBIT +52% to MSEK 207.2
- EBIT margin of 16.0%
- Profit after tax MSEK 166.7
- Net cash position: MSEK 9.4
- Proposed dividend: SEK 1.40 per share



# Financial Highlights Q4

- Net sales increased by 21% driven by organic growth
- EBIT increased to MSEK 57.7 (49.5), an effect of increased volume and favourable product mix
- EBIT margin of 15.6% (16.2)
- Profit after tax of MSEK 46.4 (34.4)

MSEK	Q4 2021	Q4 2020	%	Jan-Dec 2021	Jan-Dec 2020	%
Net sales	370.1	306.3	21	1 295.8	1 039.8	25
EBIT	57.7	49.5	17	207.2	136.2	52
EBIT margin,%	15.6	16.2	-	16.0	13.1	-
Profit for the period	46.4	34.4	35	166.7	95.3	75
EPS, SEK	0.93	0.69	35	3.33	1.91	75

# GARO Sweden

- Net sales increased by 24% in the quarter
  - Electrical distribution products +2%
  - E-mobility +48%, driven by good demand across the whole product range
  - Project business +19%
  - Temporary power +30%
- EBIT increased by 26% in the quarter
  - Explained by increasing volumes and favorable product mix

MSEK	Q4 2021	Q4 2020	Change, %	Jan-Dec 2021	Jan-Dec 2020	Change, %
Net sales	258.1	208.7	24	892.6	698.1	28
EBIT	48.2	38.3	26	151.5	90.2	68
<i>EBIT margin, %</i>	18.7	18.4	-	17.0	12.9	-

# GARO International

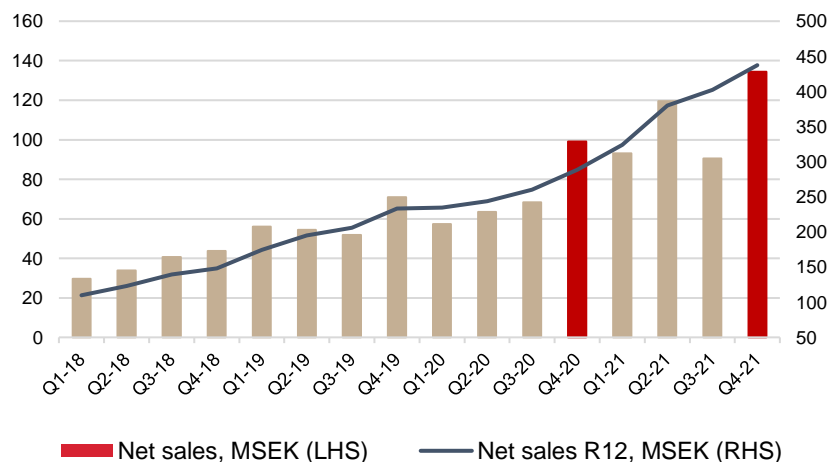
- Net sales increased by 14% in the quarter
  - Electrical distribution products +15% and Project +31% following a strong recovery in the markets
  - E-mobility +5%
- EBIT 9.5 MSEK (11.2)
- EBIT margin of 8.5% (11.4)

MSEK	Q4 2021	Q4 2020	Change, %	Jan-Dec 2021	Jan-Dec 2020	Change, %
Net sales	112.0	98.2	14	402.3	342.4	17
EBIT	9.5	11.2	-15	55.7	46.0	21
EBIT margin, %	8.5	11.4	-	13.9	13.4	-

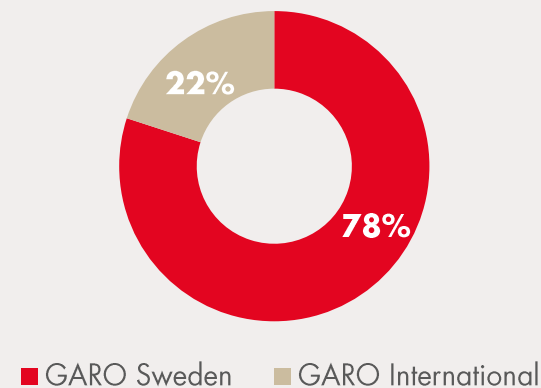
# Product area E-mobility

- Net sales increased by 35%
  - GARO Sweden +48%
  - GARO International 5%
- Good growth in all markets except for Norway which is showing a weaker development
- Strong demand
- Still high value in order books

Net sales in the E-mobility product area



Net sales in E-mobility by business area, Jan-Dec 2021



# Cash flow and balance sheet

- CF from operating activities in the quarter of MSEK 47.6 (82.6) as a result of higher working capital requirements
- CF from operating activities for the full year of MSEK 121.7 (86.9) for the full year
- Strong balance sheet
  - Net cash of MSEK 9.4 compared to a net debt of 11.3 last year
  - Available liquidity including unutilized overdraft facilities of MSEK 182.0 (166.7)

MSEK	Q4 2021	Q4 2020	Jan-Dec 2021	Jan-Dec 2020
Cash flow from operating activities	47.6	82.6	121.7	86.9
Cash flow from investing activities	-10.4	-9.5	-44.4	-45.3
Cash flow for the period	35.1	65.1	11.9	28.9
Net debt(+) / net cash (-)	-9.4	11.3	-9.4	11.3
Equity / assets ratio, %	58.9	57.9	58.9	57.9

# Strong growth and development opportunities



## **GARO'S VISION AND GOAL**

Become the leading  
brand on its chosen  
markets

# Outlook

- Core market conditions have essentially not changed
  - The market for charging infrastructure is growing structurally.
  - Demand for construction-related products, combined with the important renovation sector is expected to remain good.
- Uncertainty concerning access to electrical components prevails.



**Q&A**



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