A serene forest scene with a stream, a glowing lamp post, and sunlight filtering through the trees. The lamp post is a modern, cylindrical design with a warm glow emanating from its top. The forest is lush with green foliage and white flowers, and the stream flows gently through the center. The overall atmosphere is peaceful and natural.

Fagerhult Group

We light up your world

Q4 2022 presentation

February 22, 2023

www.fagerhultgroup.com

Fourth quarter

Sales development

- Our best quarter and best year ever
- Strong organic growth in Q4 at 16,7%
- Order backlog remains strong

Operating margin

- Operating profit at an all-time high for a quarter
- Positive trend continues as businesses focus on pricing

The underlying mega-trends remain positive

Renovation trend continues, ban of fluorescent in 2023

Science Based Targets sent for validation, net zero by 2045



Q4 2022 in figures

Order intake: 1 964 MSEK (1 802)

+2,6% organic

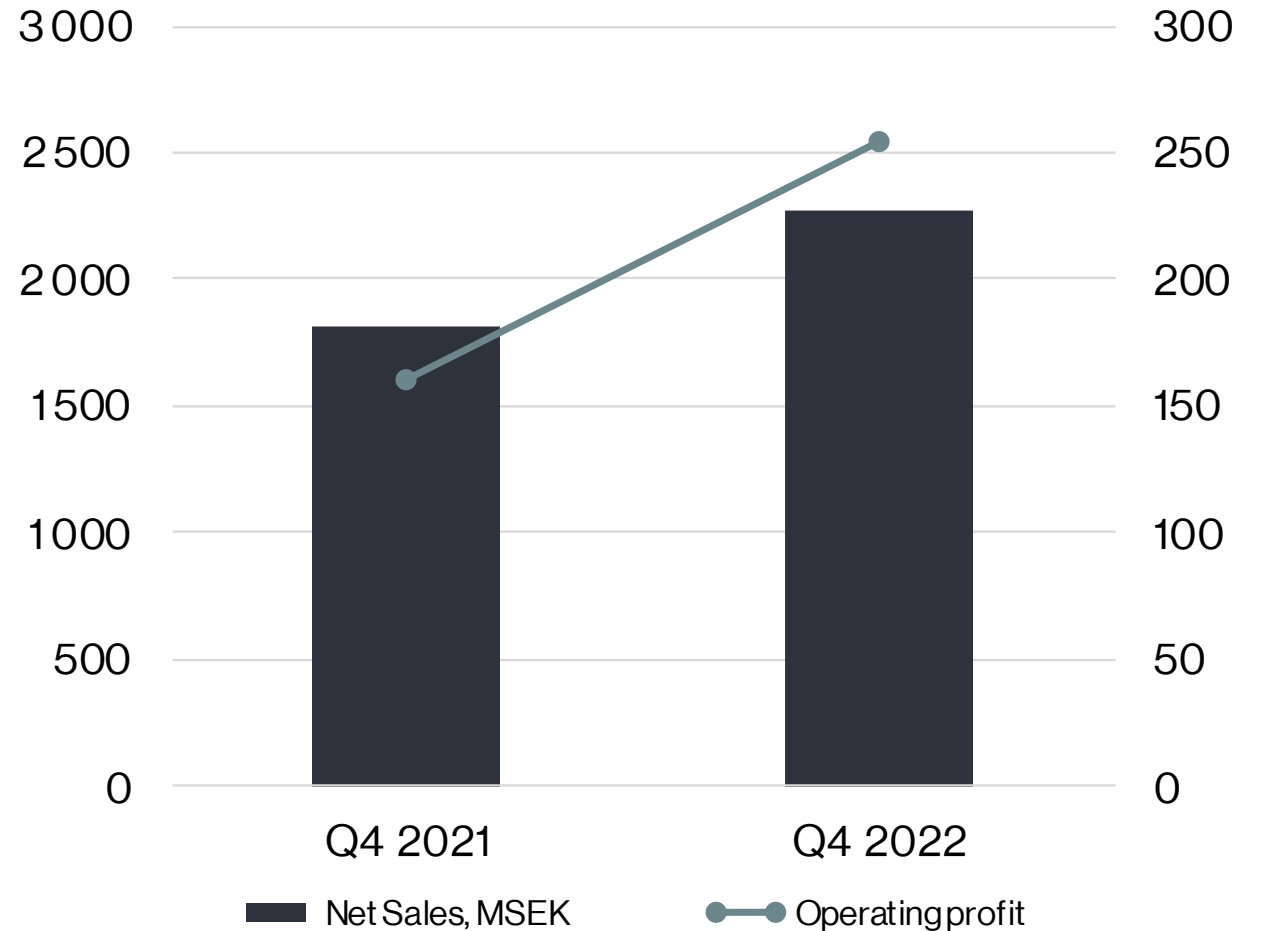
Net sales: 2 271 MSEK (1 820)

+16,7% organic

Operating profit: 255 MSEK (161)

Operating margin: 11,2% (8,9%)

Earnings per share: 0,96 SEK (0,61)



2022 in figures

Order intake: 8 243 MSEK (7 674)

+2,4% organic

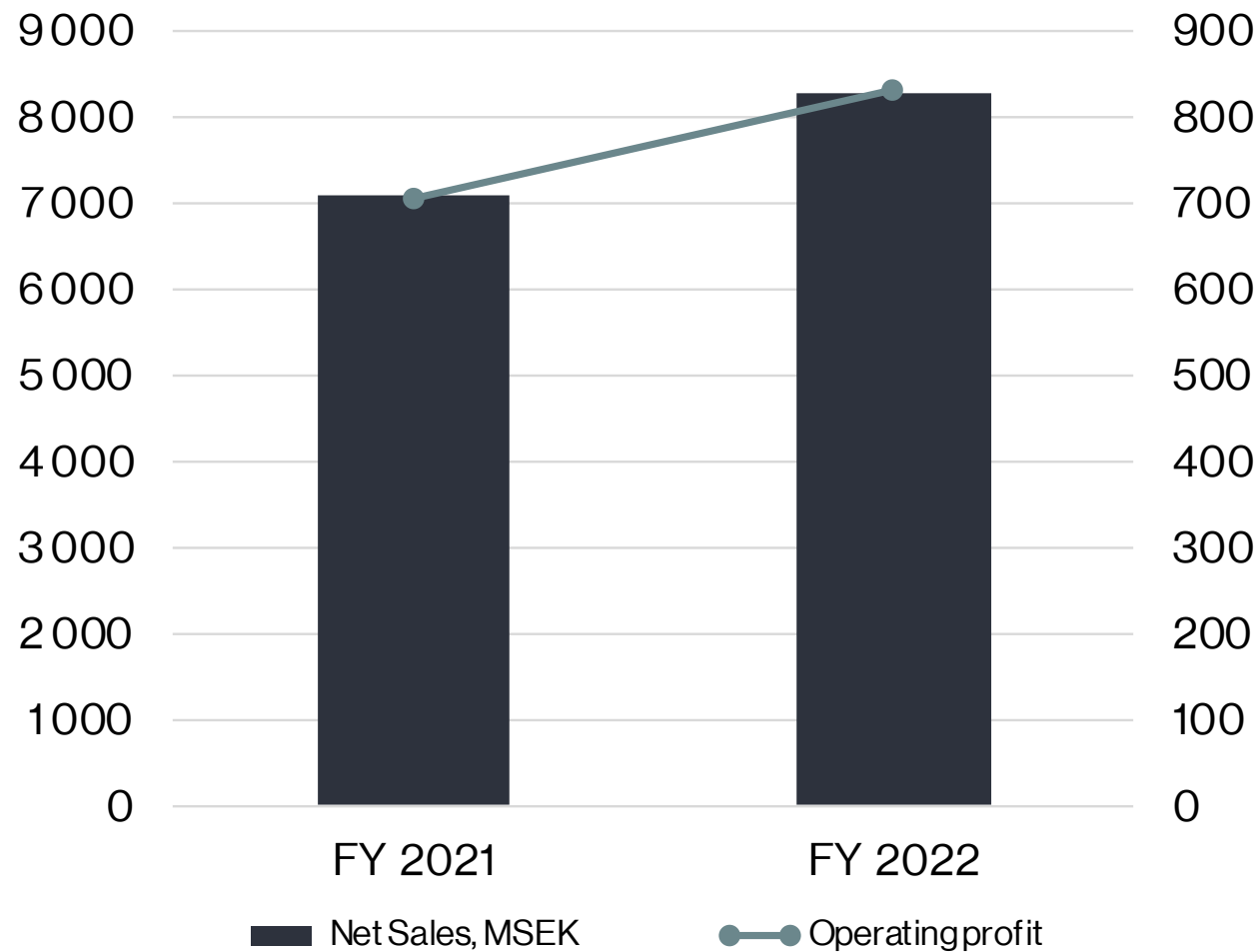
Net sales: 8 270 MSEK (7 088)

+11,0% organic

Operating profit: 833 MSEK (706)

Operating margin: 10,1% (10,0%)

Earnings per share: 3,27 SEK (2,64)



Our operating model

Business areas

Collection

ateljé Lyktan

iGuzzini

LED LINEAR

we-ef

Premium

FAGERHULT

 **LTS**
LOVE TO SHINE

Professional

ARLIGHT

 **EAGLE LIGHTING**

Whitecroft lighting

Infrastructure

designplan
LIGHTING

i VALO

VEKO
LIGHTSYSTEMS

Connectivity

organic response

citygrid™

Group focus areas



Innovation



Sustainability



People & Culture



A world enhanced by light

Fagerhult Group



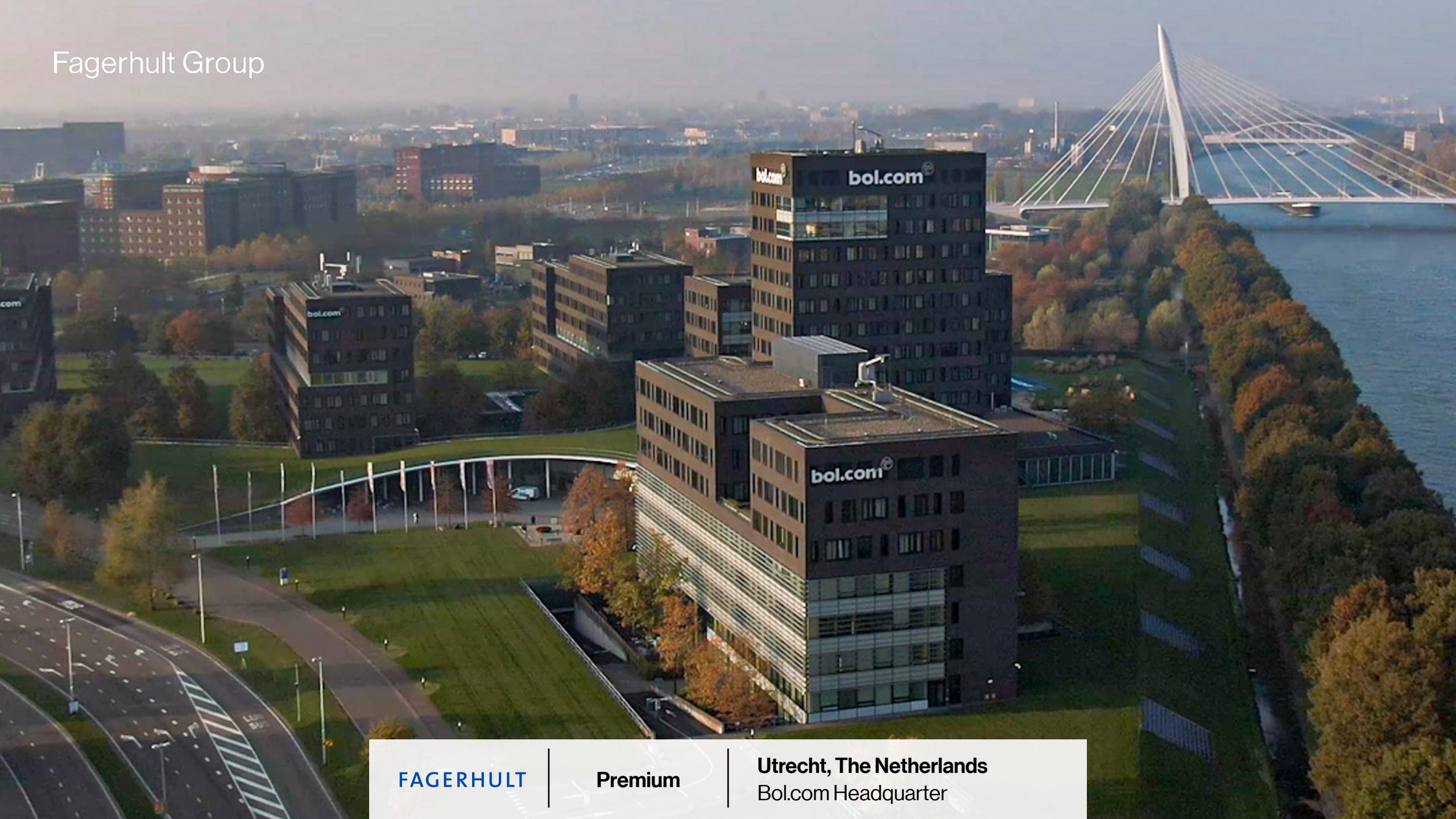
iGuzzini

Collection

Antwerp, Belgium

The Royal Museum for Fine Arts

Fagerhult Group



FAGERHULT

Premium

Utrecht, The Netherlands
Bol.com Headquarter



Fagerhult Group



ateljé Lyktan

Collection

Gothenburg, Sweden
The Pier Hotel

Financial summary Q4

MSEK	Q4 2022	Q4 2021	
Net sales	2 271	1 820	24,8%
- Organic growth	303		16,7%
- FX-differences	148		
Operating profit	255	161	58,1%
Operating profit, %	11,2%	8,9%	+2,3 p.p.
Net profit	169	108	
Earnings per share, SEK	0,96	0,61	
Operating cash flow	366	342	

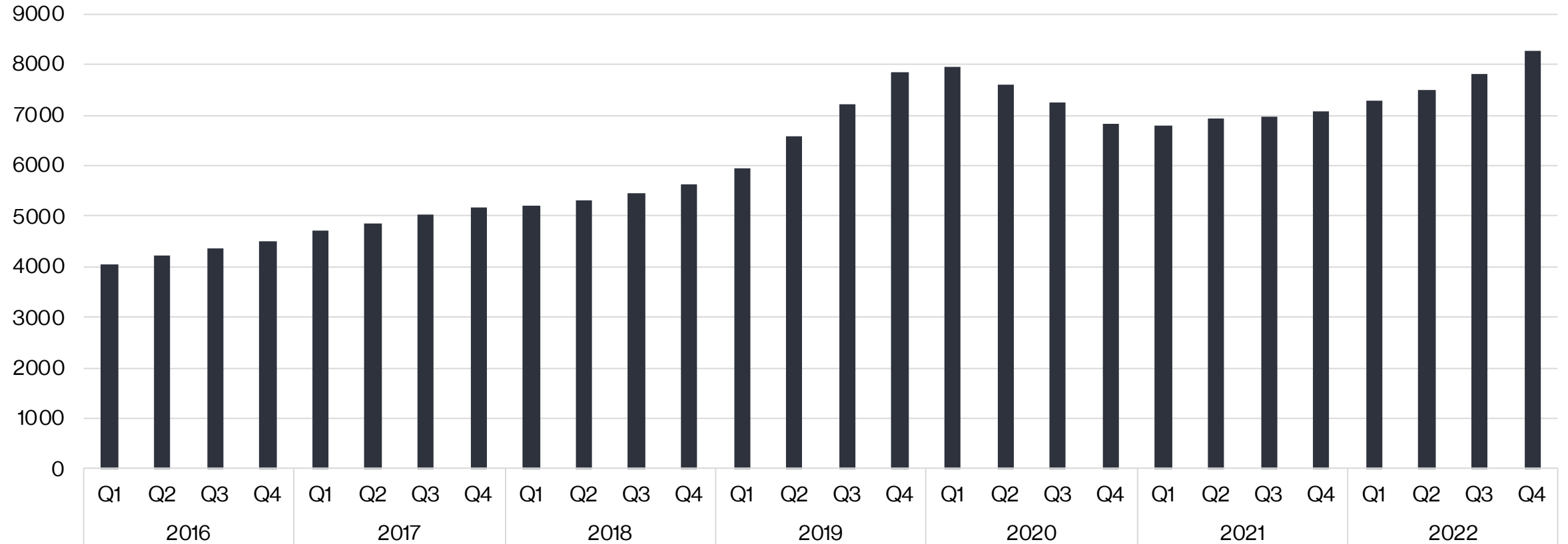
Financial summary 2022

MSEK	Q4 2022	Q4 2021		FY 2022	FY 2021	
Net sales	2 271	1 820	24,8%	8 270	7 088	16,7%
- Organic growth	303		16,7%	777		11,0%
- FX-differences	148			405		
Operating profit	255	161	58,1%	833	706	17,9%
Operating profit, %	11,2%	8,9%	+2,3 p.p.	10,1%	10,0%	+0,1 p.p.
Net profit	169	108		576	470	
Earnings per share, SEK	0,96	0,61		3,27	2,64	
Operating cash flow	366	342		403	803	

Sales development

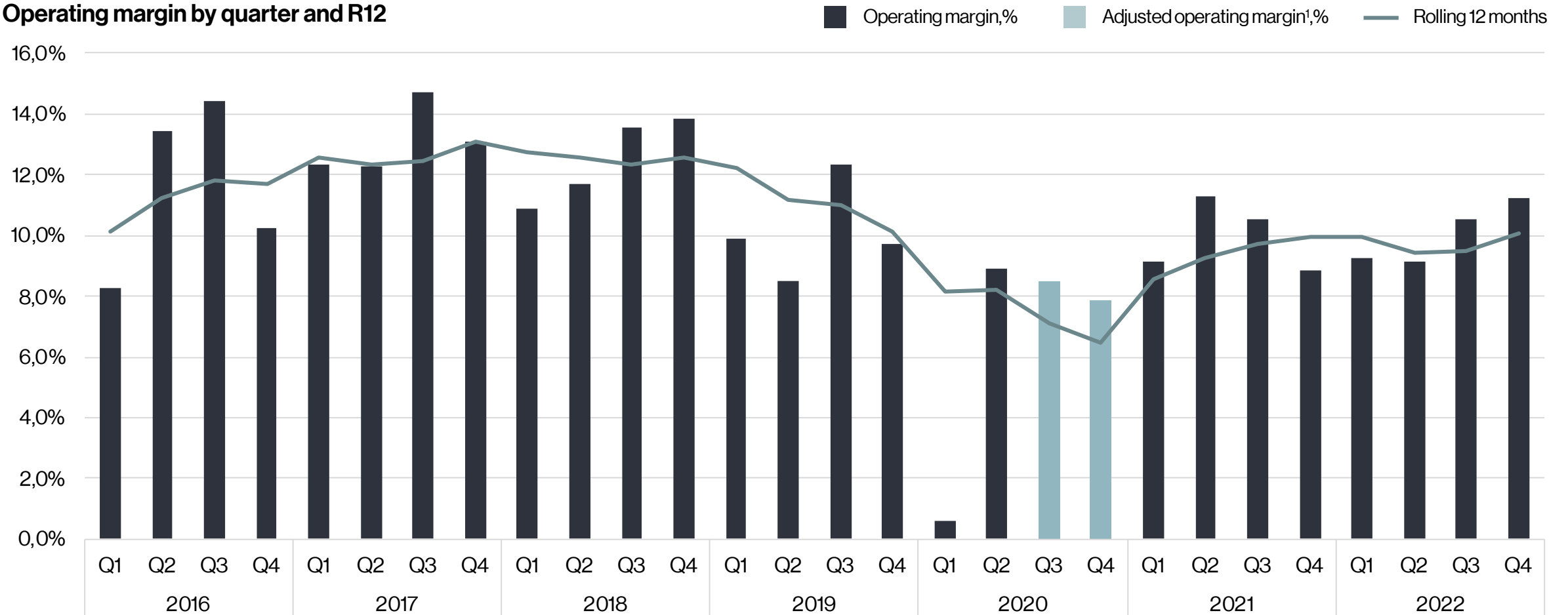
Net sales R12

Net sales R12, MSEK



Margin development

Operating margin by quarter and R12



Collection

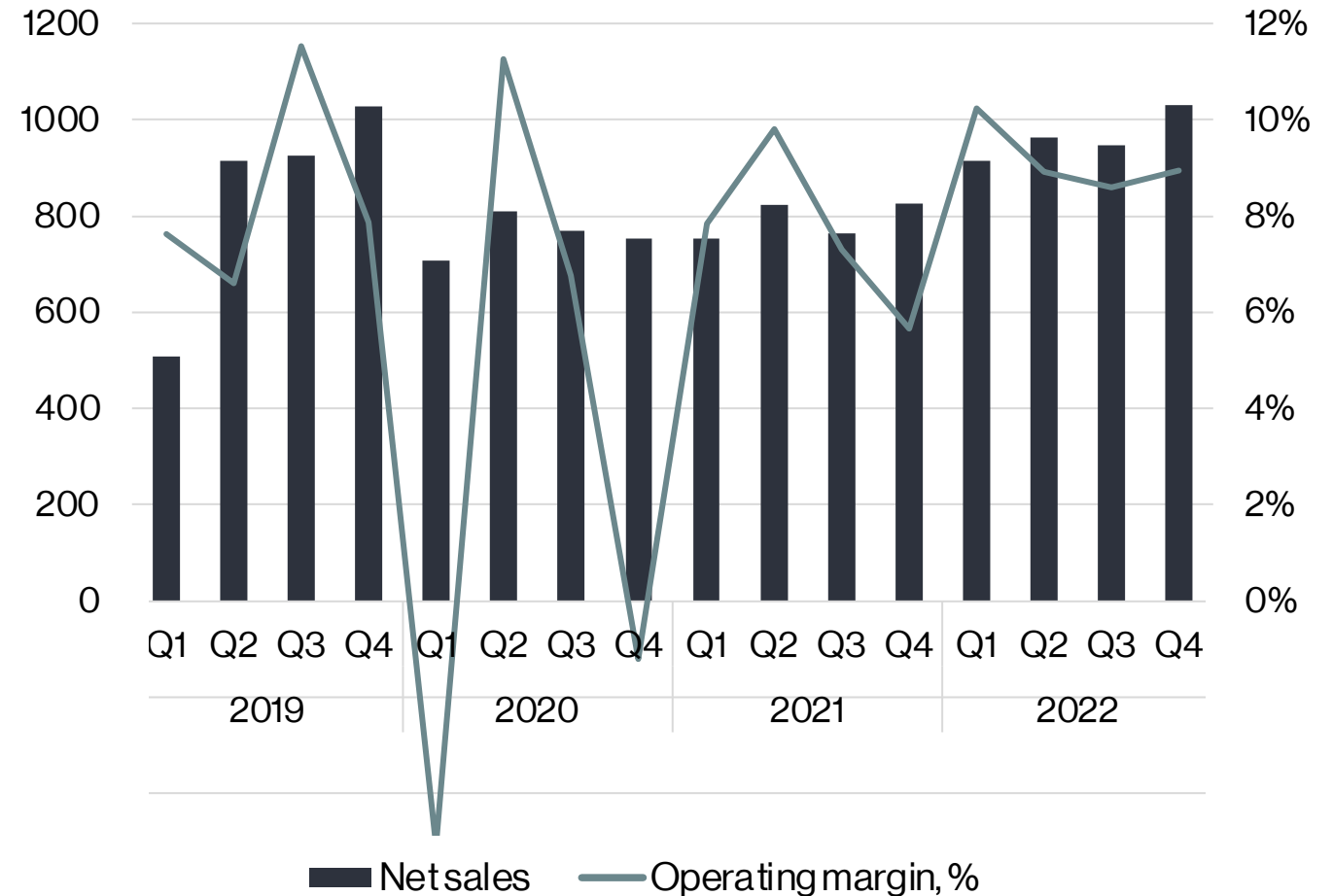
Financials Q4

- Order intake 865 (777) MSEK, organic +1,5%
- Net sales 1 030 (825) MSEK, organic +13,8%
- Operating margin 8,9% (5,6%)

Business update

- Full year order intake position at all time high, 3 695 MSEK
- Good growth in all brands
- Margins develop well, full year closed at 9,1% (7,6%)

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Premium

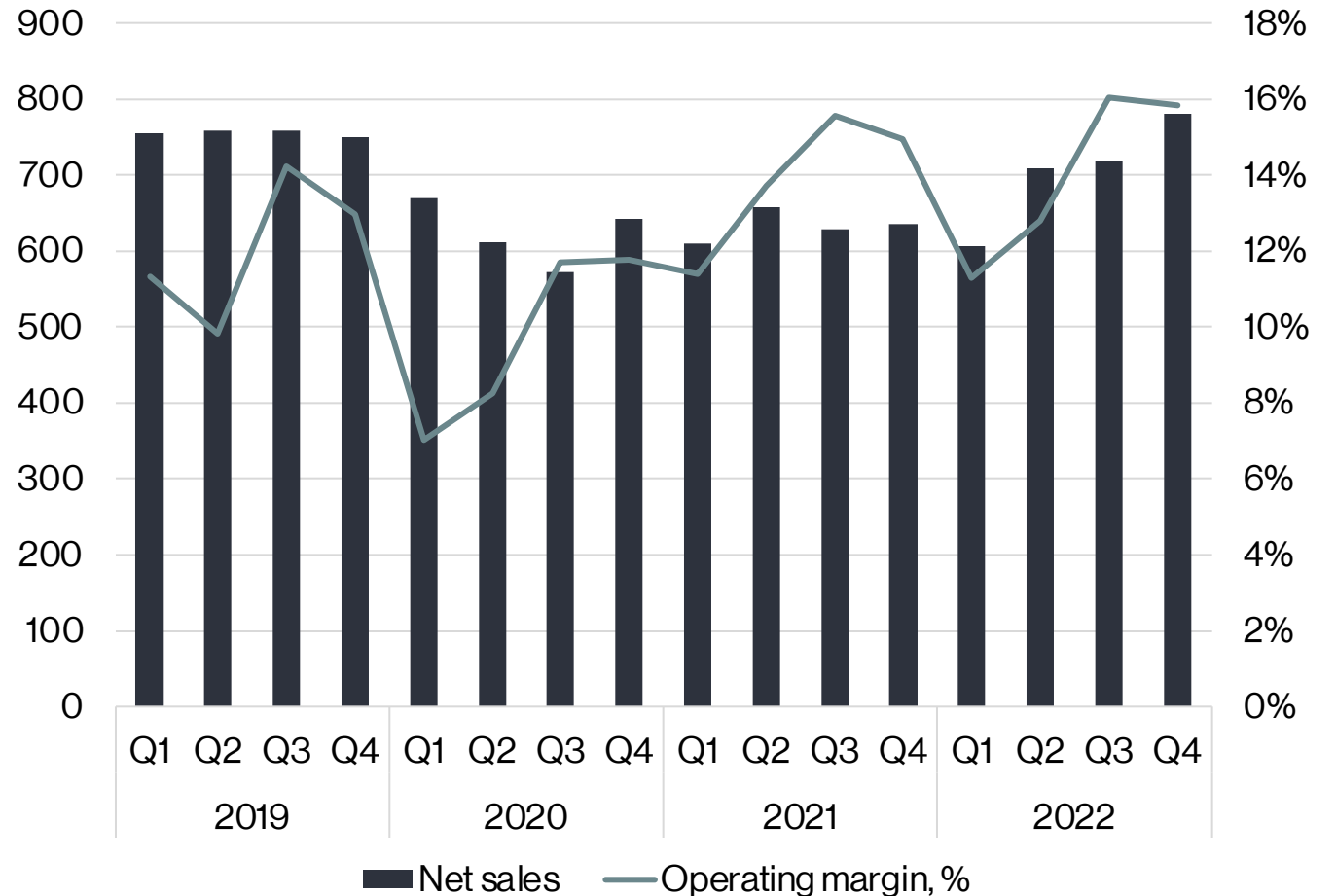
Financials Q4

- Order intake 680 (666) MSEK, organic -2,6%
- Net sales 781 (635) MSEK, organic +16,7%
- Operating margin 15,8% (14,9%)

Business update

- Solid performance with good organic sales growth
- Continued strong operating margins, full year at 14,1%
- Full year order intake position ahead of last year

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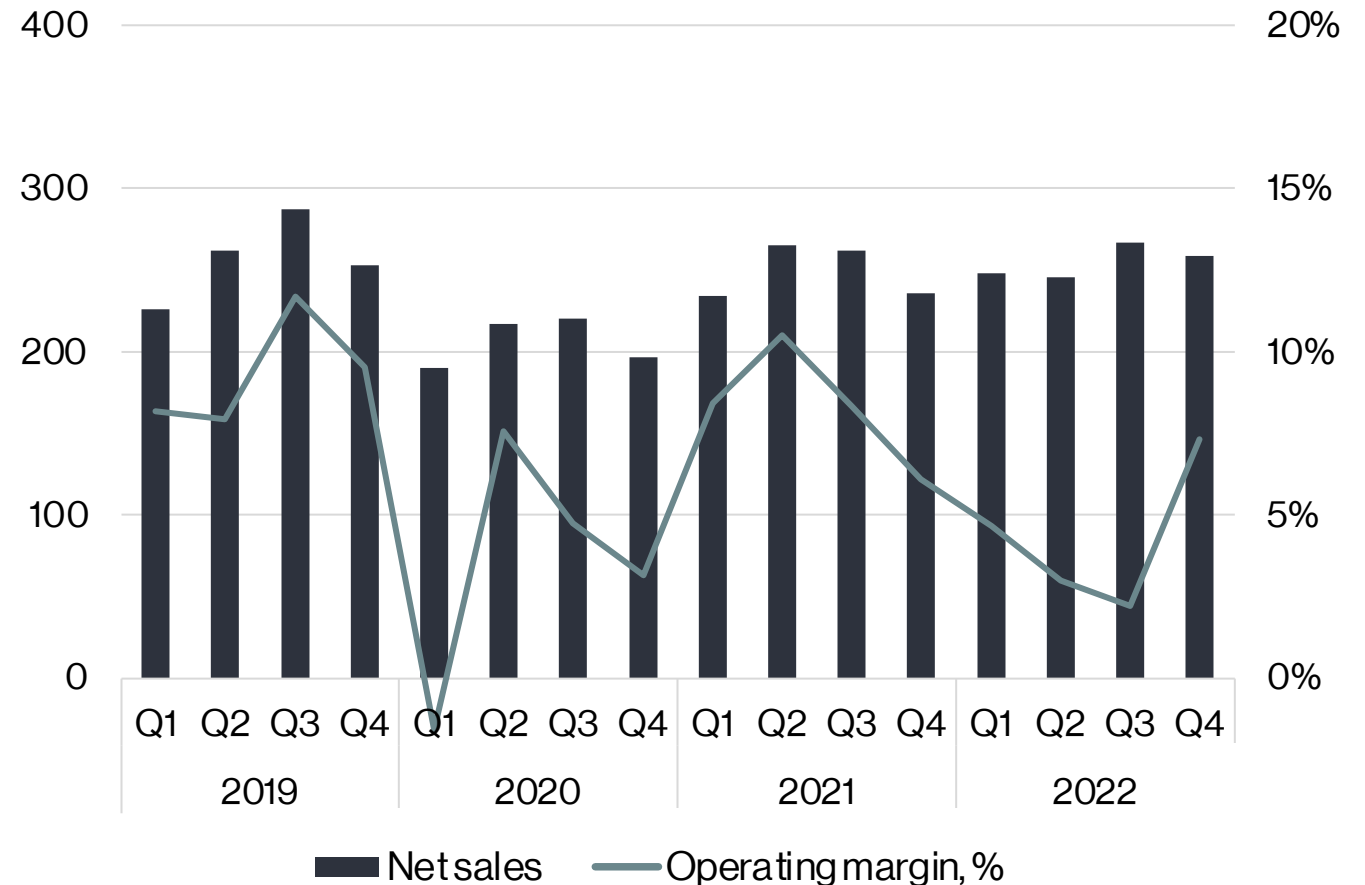
Professional

Financials Q4

- Order intake 218 (218) MSEK, organic +2,8%
- Net sales 258 (236) MSEK, organic +9,4%
- Operating margin 7,3% (6,1%)

Business update

- More stable position in both the UK and Australia
- Good results in Turkey despite challenging environment
- Continued focus on improvements in 2023



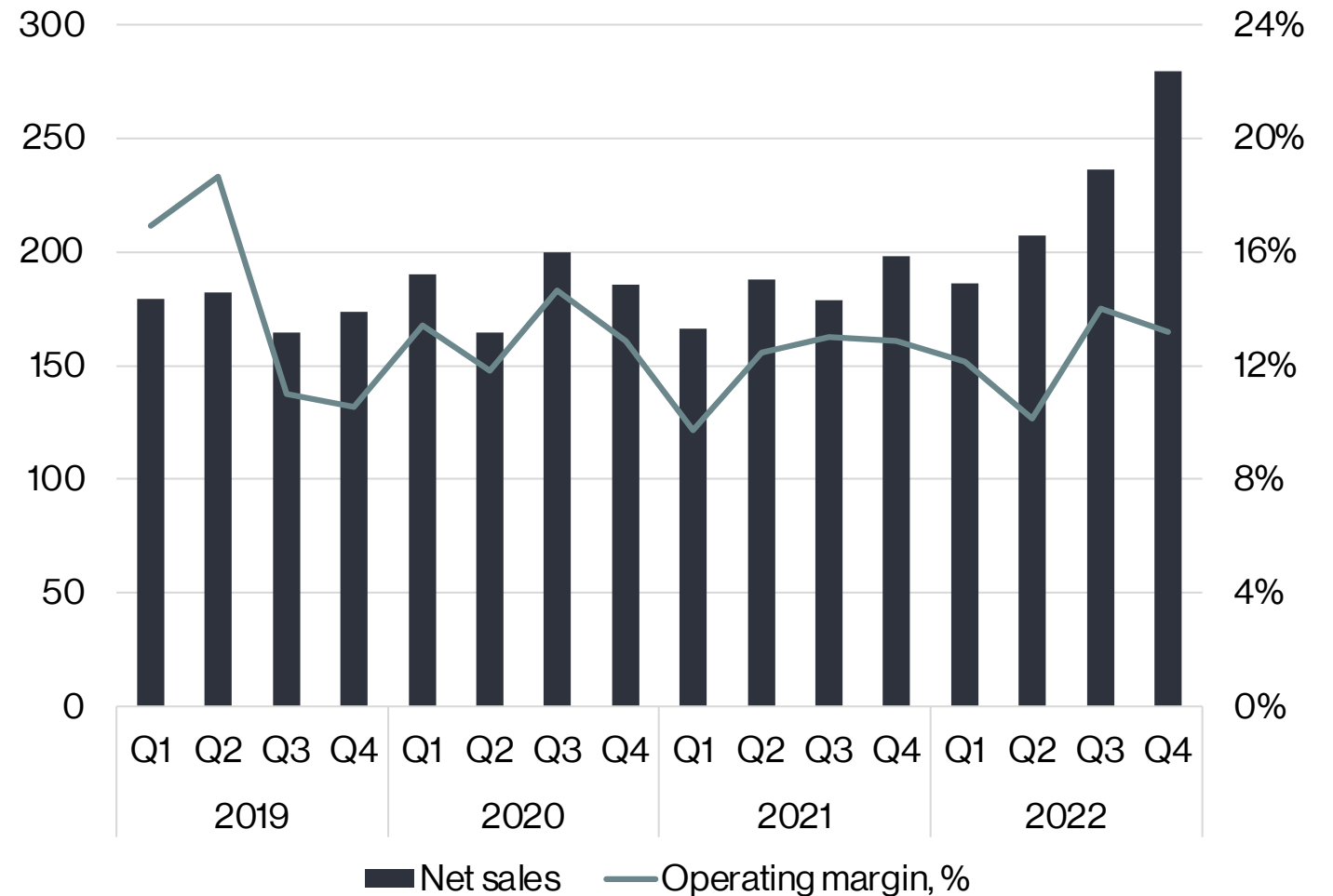
Infrastructure

Financials Q4

- Order intake 201 (141) MSEK, organic +31,9%
- Net sales 280 (198) MSEK, organic +32,1%
- Operating margin 13,2% (12,9%)

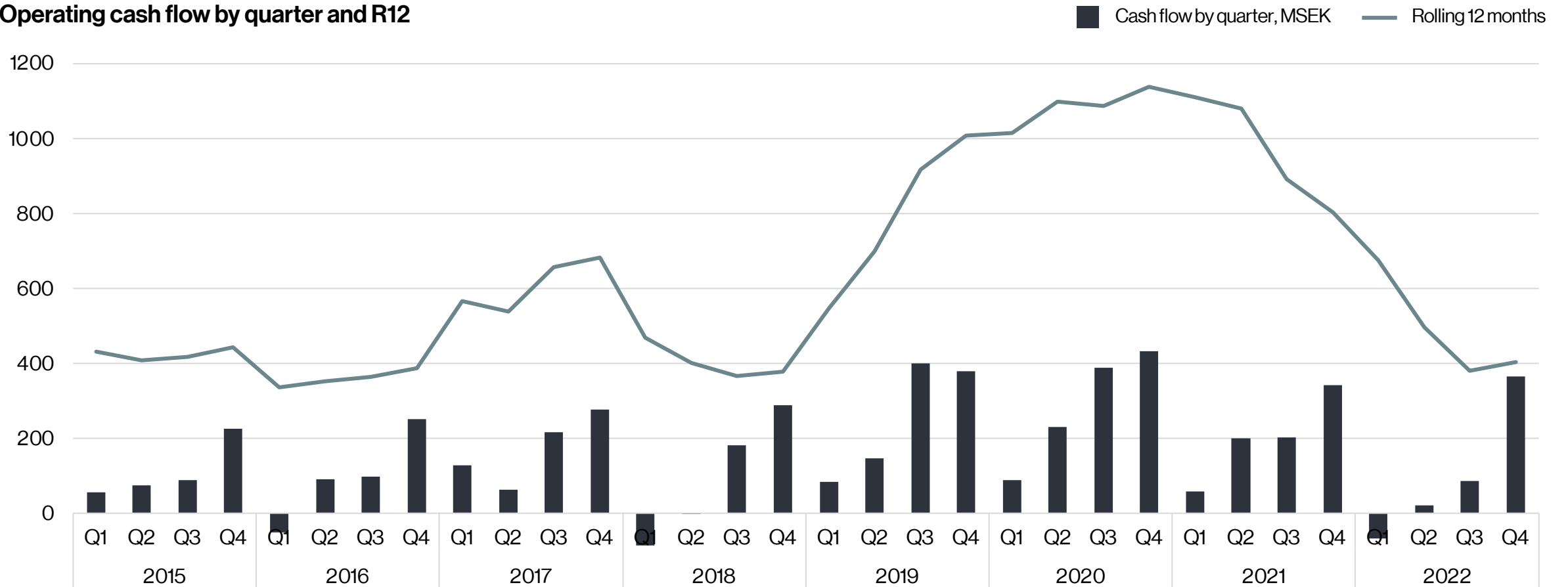
Business update

- Very strong growth in the quarter
- Growth coming from the Netherlands and the UK
- Stable operating margins at a good level



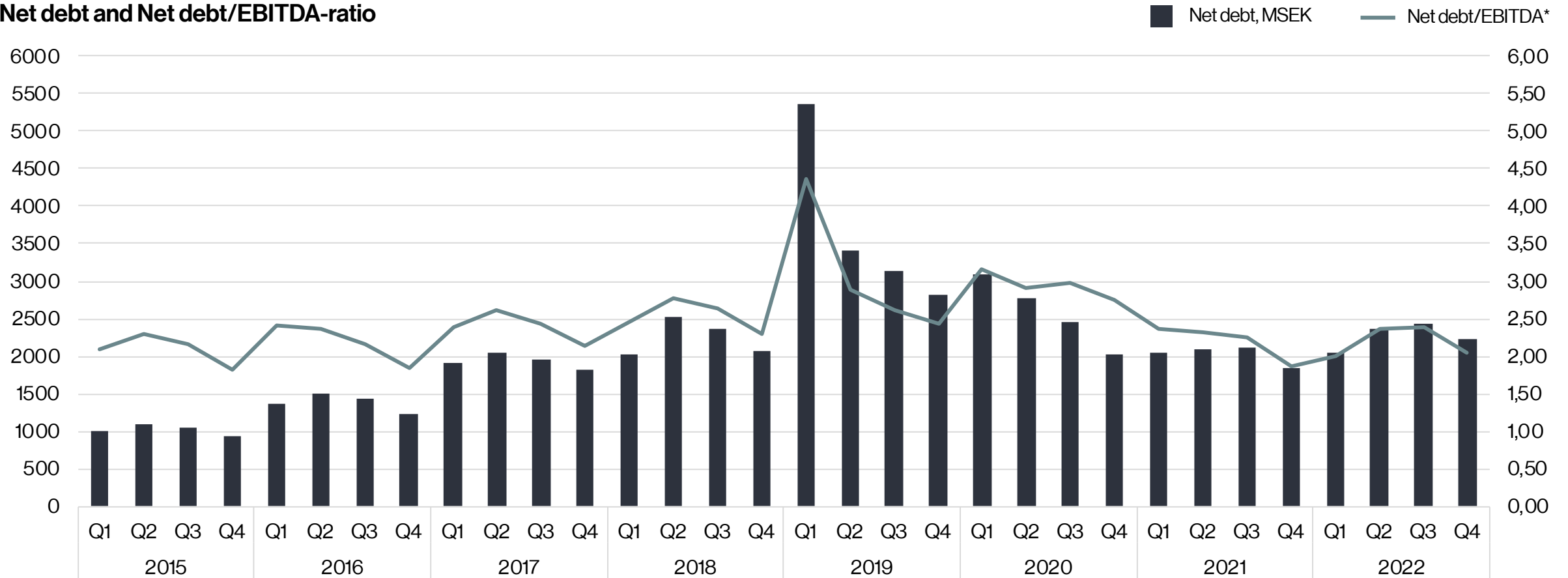
Cash flow

Operating cash flow by quarter and R12



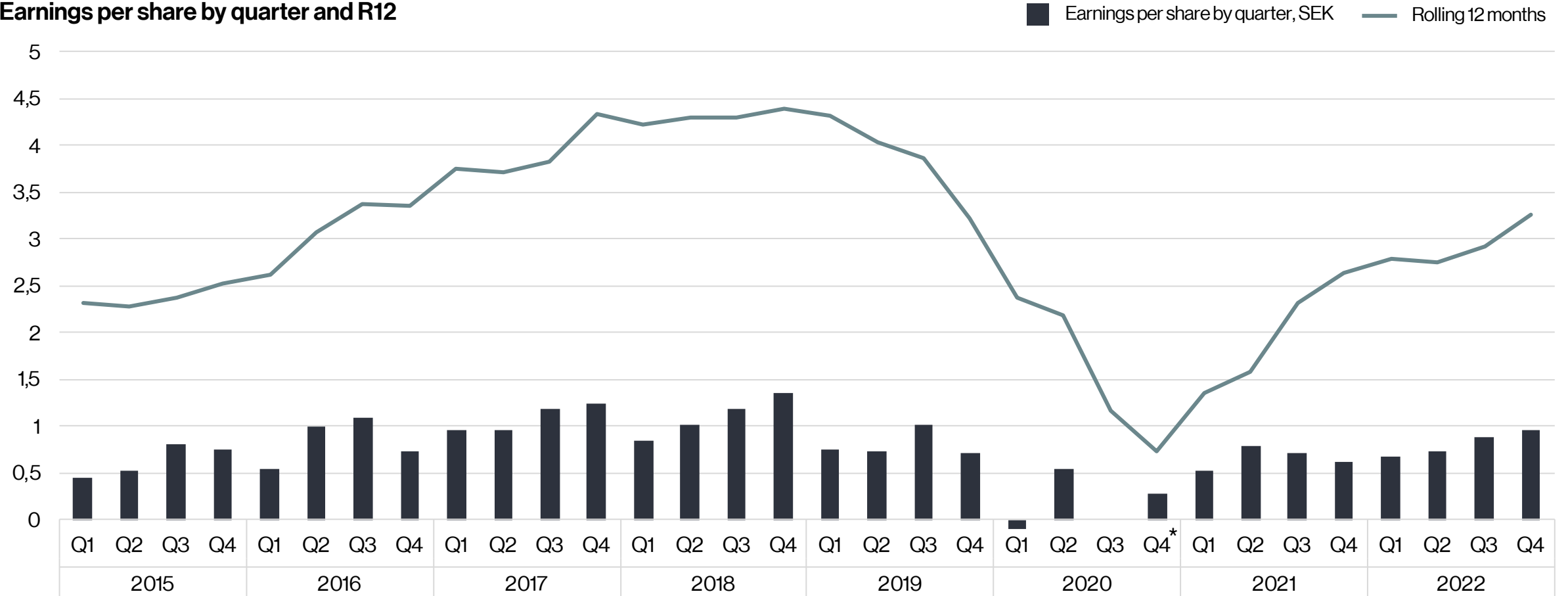
Net debt development

Net debt and Net debt/EBITDA-ratio



Earnings per share

Earnings per share by quarter and R12





Conclusions and recap

- We delivered our best quarter and best year ever for net sales and operating profit
- Our strategic focuses are clear and we make steady progress on our activities
- The Group's performance continues to improve and the mega-trends remain positive
- We have submitted our targets for validation by Science Based Targets initiative:
 - The Paris Agreement, 1,5 degree target
 - Net zero by 2045



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