

A landscaper in a high-visibility vest is working in a garden. The foreground is filled with tall, thin grasses and several purple flowers on green stems. The background shows a blurred garden scene with more plants and a building.

Green Landscaping Group Second Quarter 2019

August 28, 2019

Today's presenters



Johan Nordström
CEO

- ▶ Started as CEO of Green Landscaping in 2015.
- ▶ Johan has previously been Chairman of the Board and President of Car-O-Liner Production AB and Car-O-Liner Group AB.
- ▶ Studied economics at Lund University and the University of Gothenburg and holds an MBA from Copenhagen Business School.



Carl-Fredrik Meijer
CFO

- ▶ Started as CFO of Green Landscaping in 2015.
- ▶ Carl-Fredrik has approximately 13 years of experience from positions within strategy and business development both in Sweden and abroad.
- ▶ Carl-Fredrik has worked at PwC in London and at Coor Service Management.
- ▶ Holds a BA in Corporate Finance from Lund University and an MSc in Technology Management from Lund University of Technology.



Our vision is to create a green city for all through entrepreneurship, social responsibility and sustainable business



Our vision put into practice

- ▶ A green city for all: Green areas are crucial for the well-being in cities
- ▶ Entrepreneurship: Strong local market leadership with every unit running its own day-to-day operations
- ▶ Social responsibility: A passion for the environment that is visible to the eye, and engagement in a well-functioning society through work integration projects
- ▶ Sustainable business: Long and stable customer relationship and focus on quality throughout our operations

The #1 landscaping service provider in Sweden

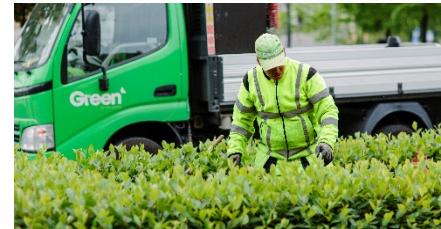
Green Landscaping in brief

- ▶ 16 units distributed over 5 geographic segments
- ▶ Populous and diversified contract portfolio
- ▶ Marketing leading profitability
- ▶ M&A strategy creating additional growth



Our service offering

Ground Maintenance & Landscaping



- ▶ Maintenance services for parks, gardens and green areas, as well as snow removal and gritting



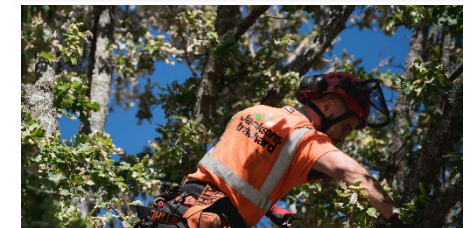
- ▶ Surface planning, surface design, lighting design, renovation of parks, assembly of playgrounds and other facilities

Sports Landscaping



- ▶ Products and maintenance for outdoor and indoor sports, including golf courses and football fields

Arborist Services



- ▶ Planting, tree removal, tree pruning, wood-chip handling



Who we are

- ▶ Making cities enjoyable and green
- ▶ Long customer relationships
- ▶ An organization based on local business and accountability
- ▶ A culture based on quality
- ▶ Always creating customer benefits



Second Quarter 2019

Highlights second quarter 2019

Development

- ▶ Growth and profitability according to plan
- ▶ YTD growth of 83%, whereof 7,5 ppc organic
- ▶ YTD Adj. EBITA of 3,7% (4,2%)
- ▶ Closed acquisition of Mark & Trädgård Skottorp AB (beginning of Q3)
- ▶ Integration of Svensk Markservice continues as planned
- ▶ Strong cash flow from operating activities of SEK 67.3 (9.7) million

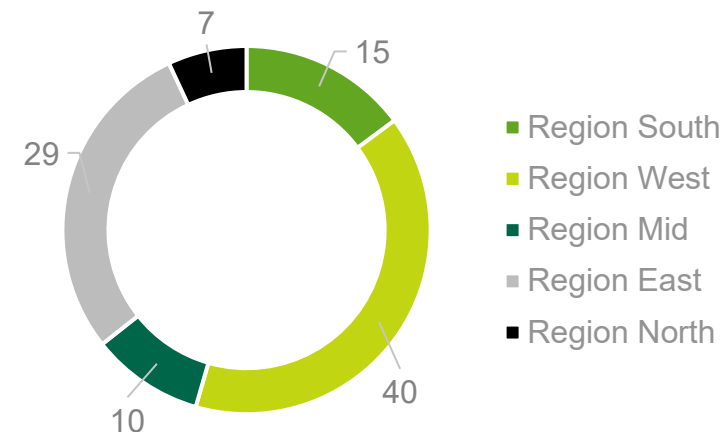
Financials Q2

Net sales	Net sales growth
532.3 SEKm	67.4 %
Adjusted EBITA	Adjusted EBITA margin
34.9 SEKm	6.7 %
Order book	Employees
3.400 SEKm	1 233

Segment development

- ▶ Continued high growth in all segments, mainly driven by acquisitions
- ▶ Market conditions remain favorable
- ▶ Good business development with the exception of Region East
- ▶ New contracts in the quarter: Poseidon, Region Östergötland, Stena Fastigheter, Newsec, Riksbyggen, Alingsås municipality, MKB, Akademiska Hus in Umeå, Sundsvalls municipality and Falu municipality

SALES PER SEGMENT (%)



SEKm	Sales Q2 2019 (2018)	Adj. EBITA Q2 2019 (2018)
Region South	89.5 (47.4)	7.2 (3.4)
Region West	230.6 (185.7)	20.5 (25,4)
Region East	140.1 (77.8)	1.7 (2.7)
Region Mid	46.8 (14.9)	6.8 (2.0)
Region North	31.3 (-)	2.1 (-)

A photograph of a well-manicured garden with various green plants and trees, overlaid with the word "Financials" in white text. The garden features several small, rounded evergreen trees and a bed of yellow flowers. In the background, a paved walkway and a building are visible, with two people walking in the distance.

Financials

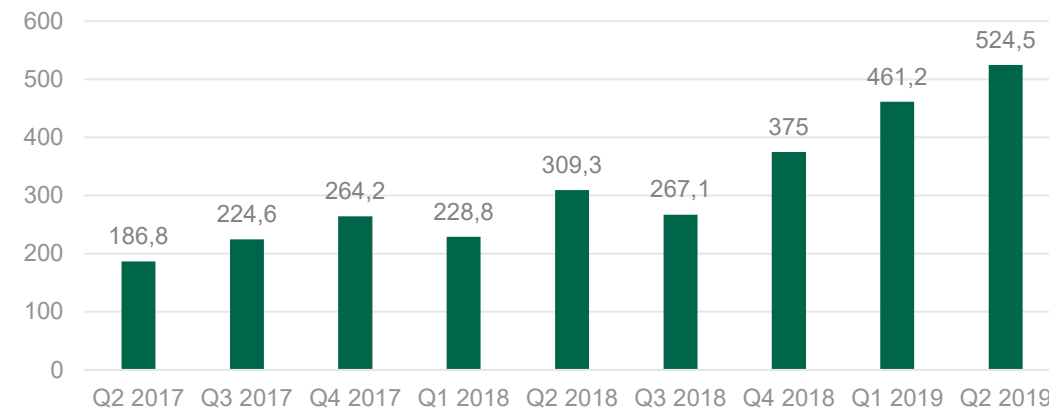
Key P&L items

P&L

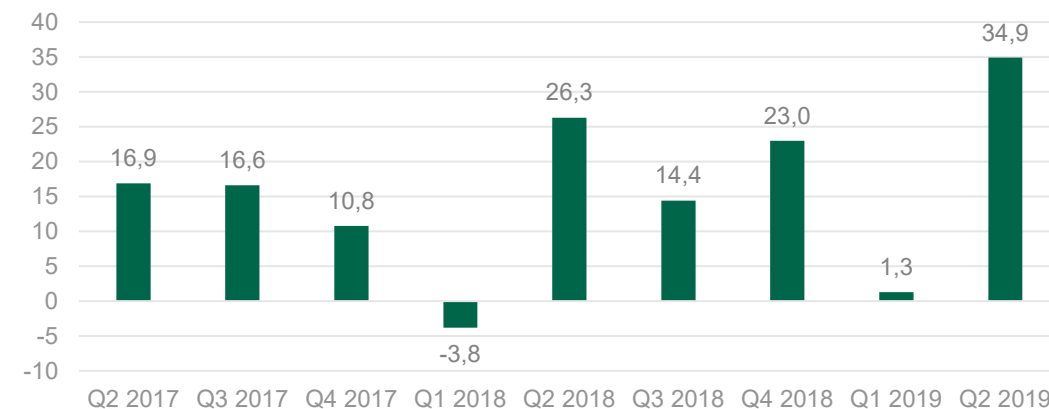
SEKm	Q2 2019	Q2 2018
Net sales	524.5	309.9
Adjusted EBITA	34.9	26.3
Result after financial items	15.6	16.2
Adjusted EBITA margin	6.7%	8.5%
Non-recurring items	8.7	0.4

Sales and profitability development

NET SALES (SEK m)



ADJUSTED EBITA (SEK m)



Balance sheet

Balance sheet

SEKm	30 June 2019	30 June 2018
Total non-current assets	864.0	220.8
Total current assets	488.0	302.3
Total assets	1352.0	523.1
Total equity	195.5	150.4
Total non-current liabilities	629.7	98.7
Total current liabilities	526.8	274.0
Total equity and liabilities	1352.0	523.1

- ▶ Net debt SEK 652.9 million
(of which 115.1 million due to IFRS 16)
- ▶ Cash and available facility of SEK 119 million
- ▶ Working Cap SEK 22.8 million, c. 1.1%

Cash flow

Cash flow

SEKm	Q2 2019	Q2 2018
Cash flow from operating activities before changes in working capital	45.4	18.2
Cash flow from operating activities	45.5	9.1
Cash flow from investing	-3.5	-8.5
Cash flow from financing	-66.0	-57.4
Cash flow for the period	-24.0	-56.8
Cash and cash equivalents at the end of the period	68.7	31.1

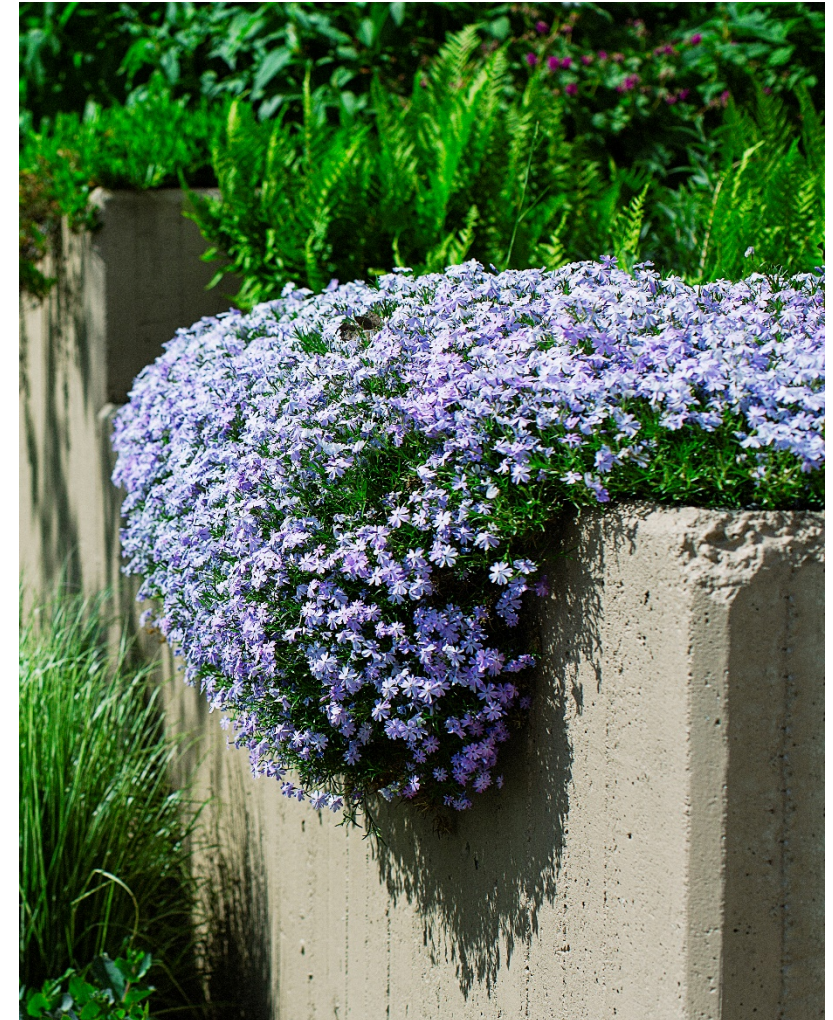
- ▶ Positive cash flow from operating activities despite NRI of SEK 8.7 million
- ▶ IFRS 16 impact of c. SEK 12 million
- ▶ Less accrued income as % of sales



Summary

Summary second quarter 2019

- ▶ Growth and profitability according to plan
- ▶ Positive synergies from acquisition of Svensk Markservice; Integration to continue over the year
- ▶ Focus on delivering our promise to our customers in the new organisation
- ▶ *Favorable market and long-term contracts give good conditions for sustainable growth*
- ▶ *Focus on quality, price, cost and collaboration to further enhance customer satisfaction and a winning corporate culture*



A row of manicured pine trees in a garden. The trees are green and have a tiered, rounded shape. In the foreground, there are yellow flowers and green foliage. The background is blurred, showing a paved area, a building, and two people walking. The text "Q&A" is overlaid in the center of the image.

Q&A