



PRESENTATION OF GREEN LANDSCAPING GROUP'S

# Q3 2024

JANUARY – SEPTEMBER 2024  
25 OCTOBER 2024

# Green Landscaping Group

A leading company in the ground maintenance and landscaping industry

Active on a very attractive market

Applying the right business model

Well proven M&A strategy



# Summary

## Rolling twelve months

- **Net sales** increased by 7% to SEK 6,235 million
  - Organic growth contributed by 2%
  - Acquisitions contributed by 7%
  - Changed exchange rates contributed by -2%
- **EBITA** increased by 1% and amounted to SEK 523 million
- **EBITA-margin** amounted to 8.4% (8.9)

## Q3

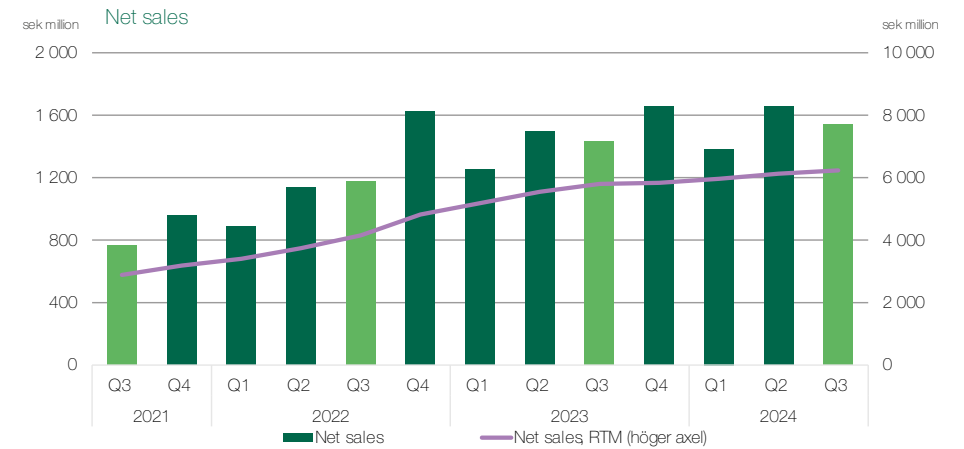
- **Net sales** increased by 8% to SEK 1,539 million
  - Organic growth contributed by 3%
- **EBITA** increased by 1% and amounted to SEK 130 million
- **EBITA-margin** amounted to 8.4% (9.0)
- **Share buybacks** amounting to SEK 10 million
- **Financial discipline**
  - Financial gearing at 2.7, above financial target, below covenant
- **M&A**
  - Three companies joining in July
  - One company announced in September



# Steady growth

Steady growth of net sales and EBITA over time

Stable market and right business model



# Sweden

## Rolling twelve months

- Net sales increased insignificantly to SEK 2,856 million
- EBITA decreased by 10% to SEK 173 million, margin 6.1% (6,7)

Impairments and losses in one subsidiary, and tighter competitive landscape impacting earnings

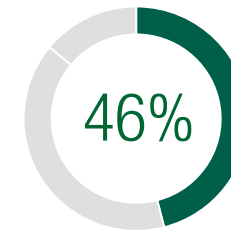
## Q3

- Net sales increased by 2% to SEK 621 million
- EBITA decreased by 19% SEK 17 million, margin 2.7% (3.4)

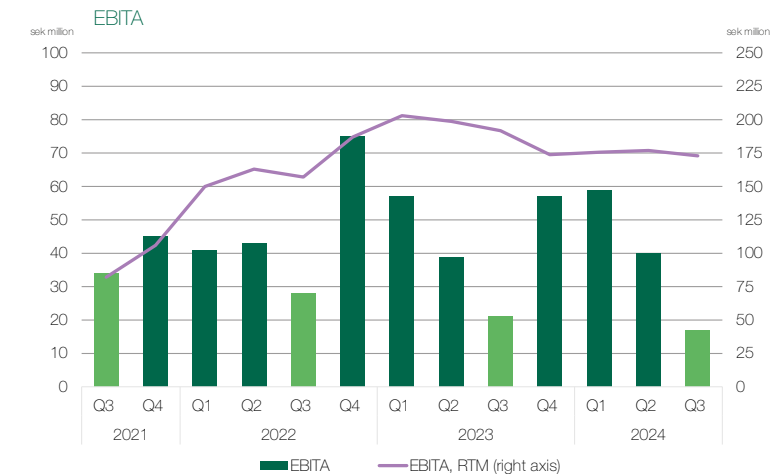
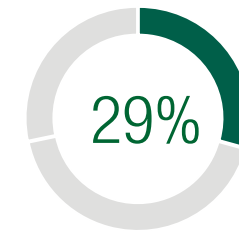
Business conditions for landscaping services in line with preceding quarters

Loss-making contract for one subsidiary ended at the end of September

Share of net sales, RTM



Share of EBITA, RTM



# Norway

## Rolling twelve months

- Net sales increased by 4% to SEK 2,516 million
  - Organic growth contributed 5%
  - Acquisitions contributed 3%
  - Changed exchange rates contributed -4%
- EBITA decreased by 4% to SEK 250 million, margin 9.9% (10,7)

## Q3

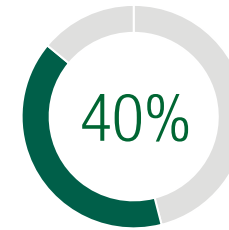
- Net sales increased by 1% to SEK 605 million
- EBITA increased by 4% to SEK 59 million, margin 9.8% (9,5)

Business conditions for landscaping services in line with preceding quarters

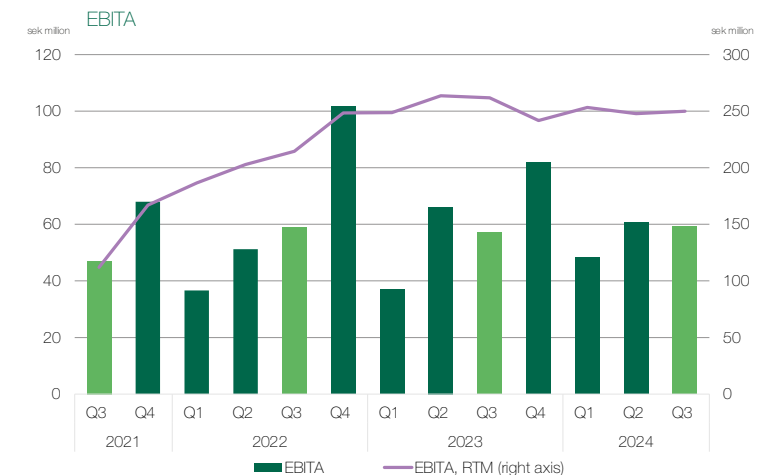
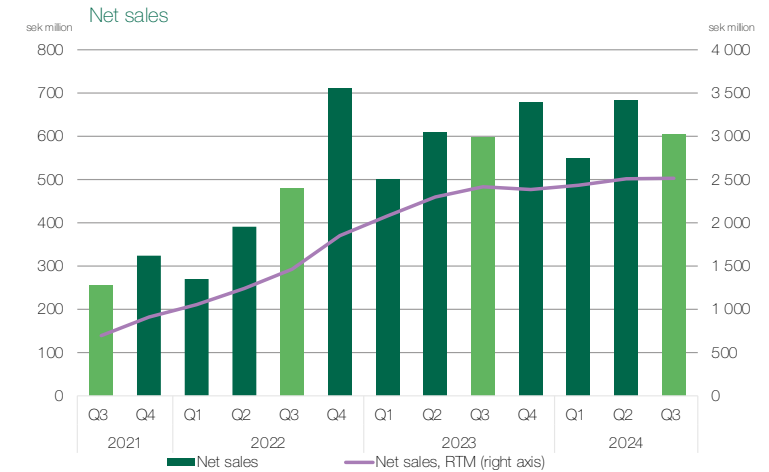
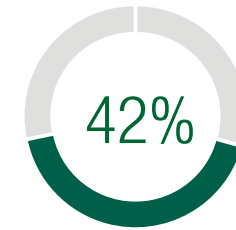
Successful broadening of the customer base resulting in sales increase, offset by currency headwinds

Acquisition of A. Markussen AS

Share of net sales, RTM



Share of EBITA, RTM



# Other Europe

## Rolling twelve months

- Net sales increased by 63% to SEK 866 million
  - Organic growth contributed by -2%
  - Acquisitions contributed by 64%
  - Changed exchange rates contributed by 1%
- EBITA increased by 52% to SEK 167 million, margin 19.3% (20.6)

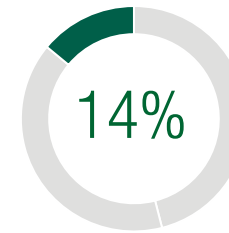
## Q3

- Net sales increased by 41% to SEK 314 million
- EBITA increased to SEK 69 (56) million, margin 22.0% (25.2)

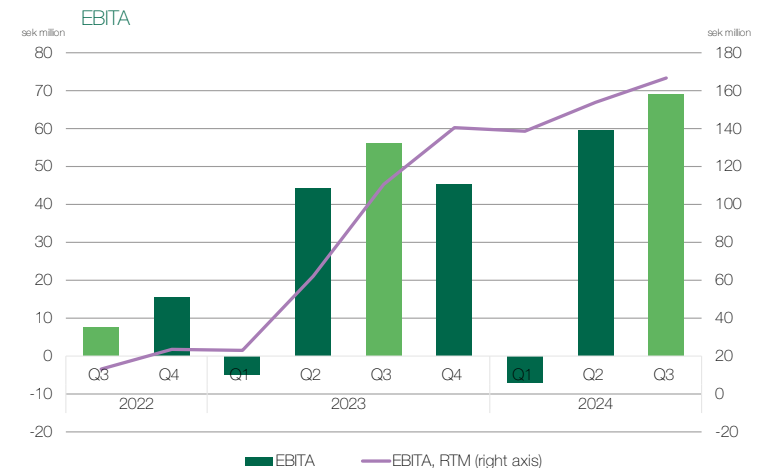
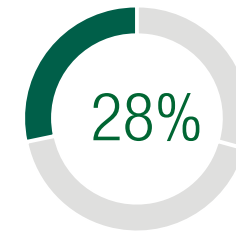
Strong growth in sales and profit through new companies joining the Group

Profit margin normalizing as segment grows

Share of net sales, RTM



Share of EBITA, RTM





# Acquired companies Q3 2024

## A. Markussen AS

- Founded in 1978
- Operates in Northern Norway with headquarter in Narvik
- Offers full range of services in landscaping, gardening services, infrastructure and maintenance of outdoor environments
- Annual sales of approximately NOK 130 million
- 45 employees



A. Markussen





# Acquired companies Q3 2024

## Stange Grünanlagen & Winterdienst GmbH

- Founded in 2009
- Operates in Neubrandenburg
- Provides maintenance services for public areas including winter services for outdoor areas
- Annual sales of approximately EUR 4 million
- 15 employees



# Acquired companies Q3 2024

## BUK Garten- und Landschaftsbau GmbH

- Founded in 2011
- Operates in greater Munich area
- Creates and maintains high-end gardens
- Annual sales of approximately EUR 8.5 million
- 30 employees

**BUK**  
GARDEN COUTURE

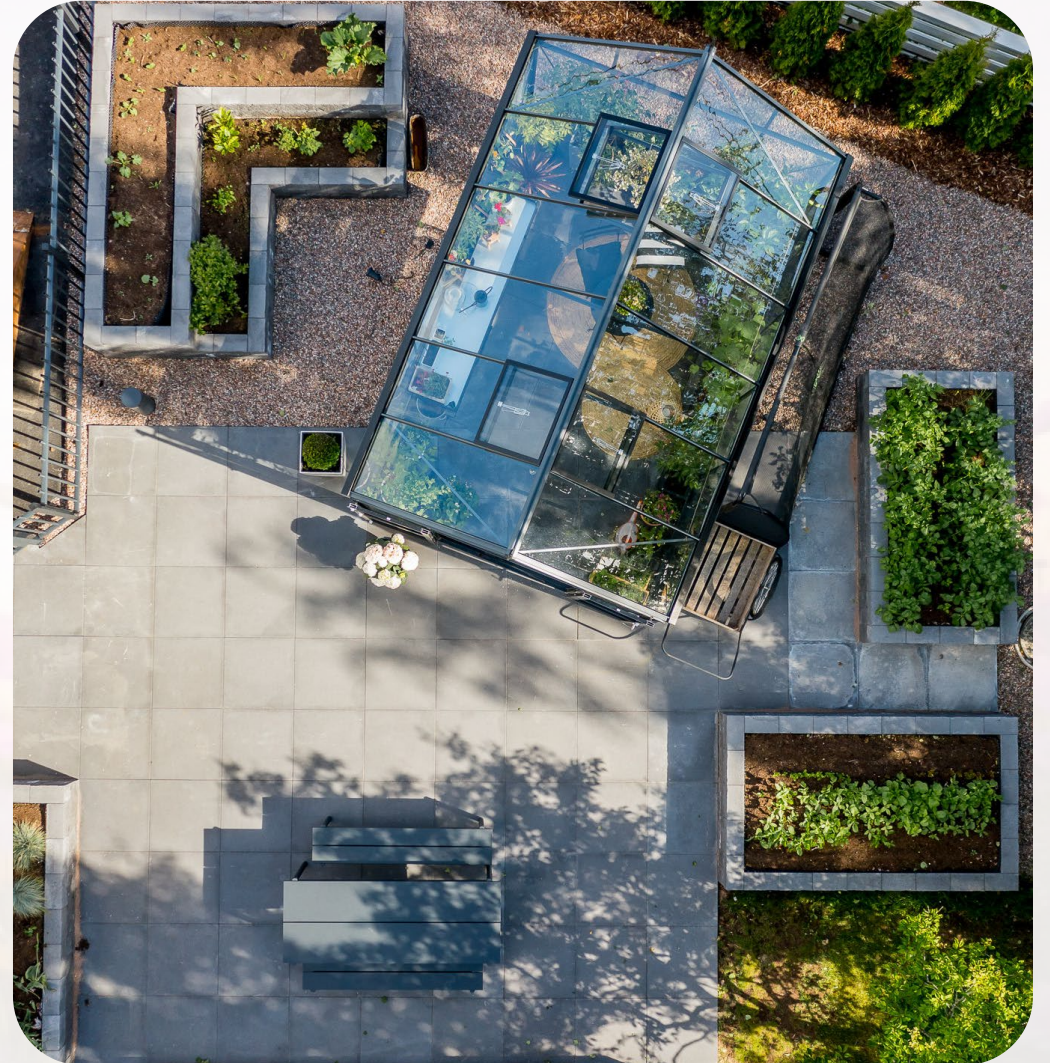
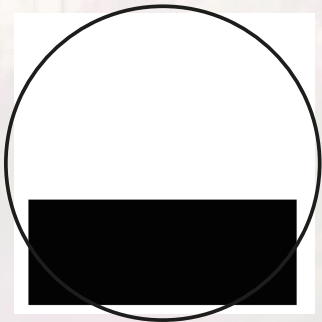




# Announced acquisition Q3 2024

## Turun Reunakivi- ja Laatta-asennus Oy

- Founded in 1985
- Operates in Turku, Finland
- Offer full range of landscaping and maintenance services
- Annual sales of approximately EUR 3.6 million
- 20 employees





A lush garden scene with green grass, purple and pink flowers, and a blurred background of trees and a house. The word "FINANCIALS" is overlaid in white, sans-serif capital letters in the center of the image.

# FINANCIALS



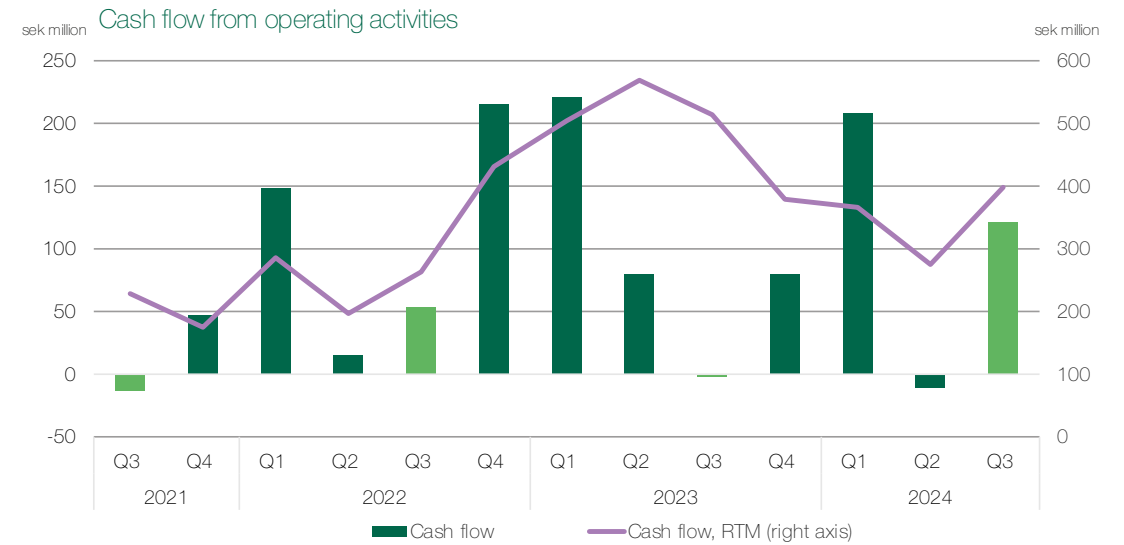
# Key financials

- Net sales at SEK 1.5 billion for the quarter and SEK 6.2 billion rolling twelve months
- EBITA margin at 8.4% for the quarter and rolling twelve months, respectively
  - Strong contribution from segment Rest of Europe
  - Higher common costs, SEK 15 (6) million, new accrual routine
- Stronger cash flow due to significant customer payments at the beginning of the quarter
- Solid order backlog, varies over time
- Financial leverage above target, below financial covenant
- EPS 0.96 (0.84) SEK

SEK million	Q3 2024	Q3 2023	RTM
NET SALES	1,539	1,430	6,235
EBITA	130	128	523
EBITA-MARGIN, %	8.4	9.0	8.4
CASH FLOW FROM OPER. ACTIVITIES	121	-2	399
ORDER BACKLOG	8,008	7,986	8,008
EARNINGS PER SHARE	0.96	0.84	4.06
FINANCIAL LEVERAGE	2.7x	2.5x	2.7x

# Cash flow

- Cash flow from operating activities amounting to SEK 399 (365) million rolling twelve months
- Cash flow from operating activities amounting to SEK 121 (-2) million in Q3
- Cash and cash equivalents at the end of the period amounted to SEK 456 (498) million





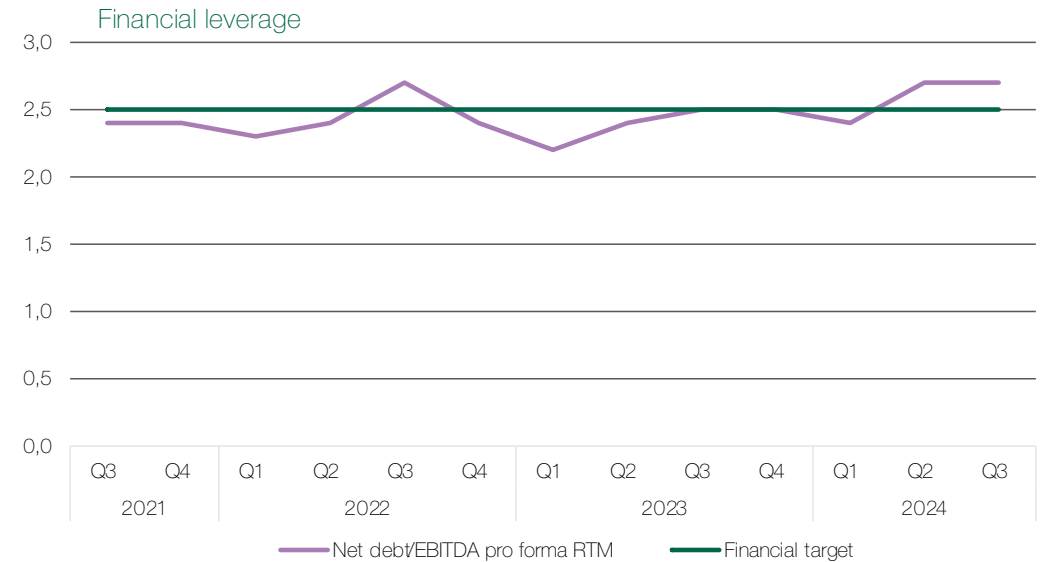
# Cash flow bridge

SEK million



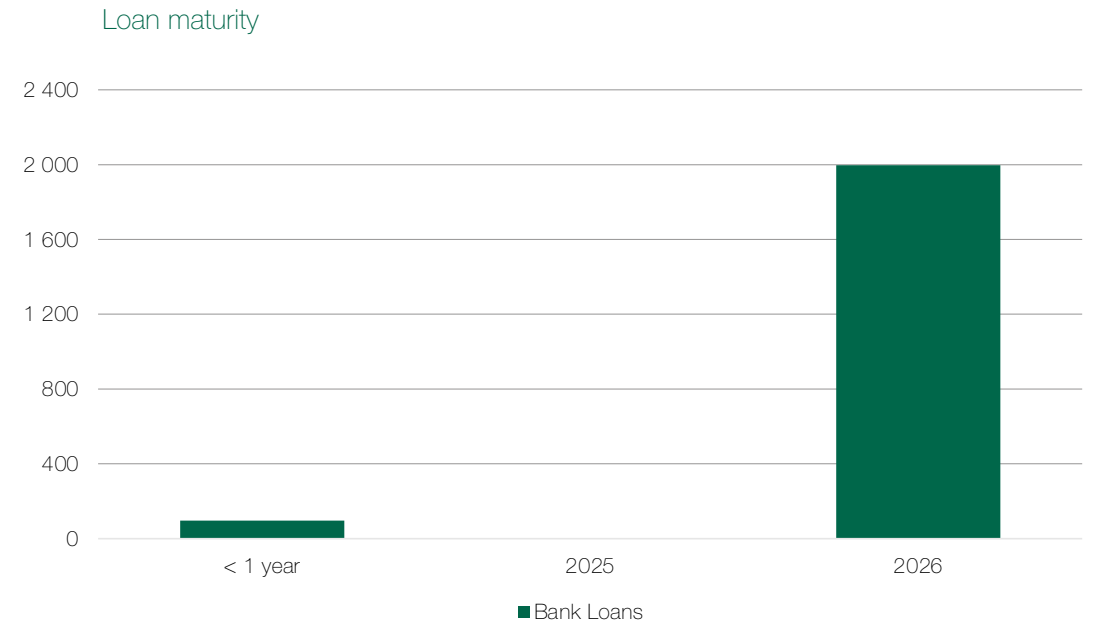
# Financial leverage

- Financial leverage amounted to 2.7X (2.5X)
- Level above financial target, yet with significant headroom to financial covenant
- Steady state means deleveraging through cash flow from operating activities



# Loan maturity profile

- Total maturities amounting to SEK 2,093 million
  - Short-term SEK 96 million
  - Long-term SEK 1,997 million
- Only covenant being Net debt / EBITDA pro forma. Current level leaves plenty of headroom





# Financial targets

<p>Growth</p> <p><b>10%</b></p> <p>Sales shall, on average, grow by 10 percent per year (organically and via acquisitions)</p>	<p>EBITA margin</p> <p><b>8%</b></p> <p>EBITA margin shall, on average, amount to 8 percent per year</p>	<p>Leverage (ND/EBITDA)</p> <p><b>2.5x</b></p> <p>Net debt in relation to EBITDA shall over the long term, not exceed 2.5 times</p>	<p>Dividend (% of NI)</p> <p><b>40%</b></p> <p>Approximately 40% of profit for the year shall be distributed as dividends to shareholders. The dividend proposal shall take into account Green Landscaping Group's long-term growth potential, financial position and investment requirements.</p>
<p>Rolling twelve months</p> <p><b>7%</b></p>	<p>Rolling twelve months</p> <p><b>8.4%</b></p>	<p>2024 Q3</p> <p><b>2.7X</b></p>	<p>2024</p> <p><b>0%</b></p>

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# Green

landscaping group