

Q4 2023 Presentation



Presenting today:

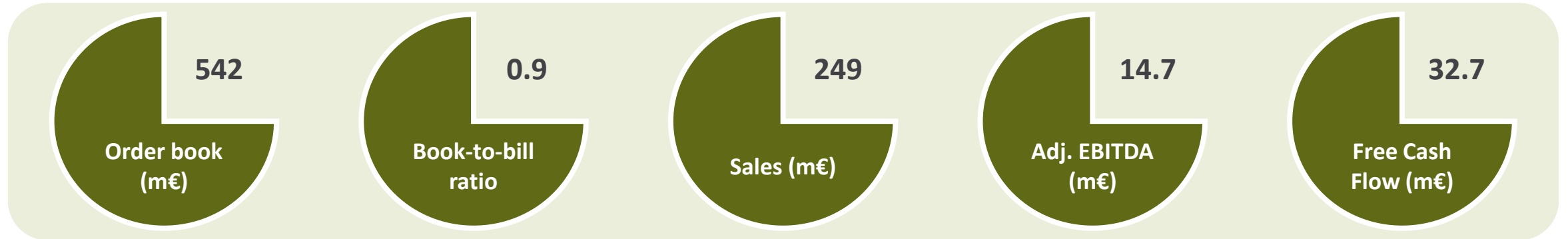
Group CEO, Mikael Stöhr

Group CFO, Daniel Warnholtz

CONSOLIS

Business highlights and significant events

Q4 2023

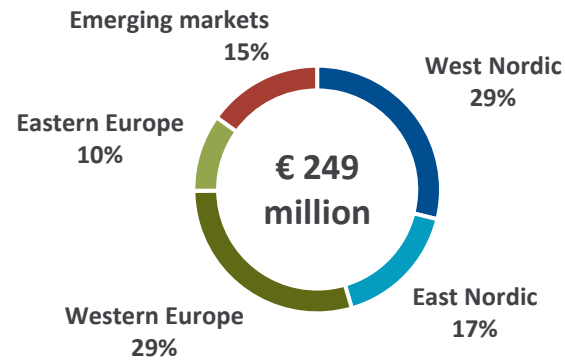


- › Continuously low demand for new residential buildings with softening also in the non-residential segment. A book-to bill of 0.9 in Q4, although with improved order intake at € 223 million
- › Order book of € 542 million worth of orders by end of the quarter
- › Adjusted EBITDA margin at 5.9 % in a challenging market environment with net sales dropping 22 % compared to 2022 amounting € 249 million
- › Free cash flow of € 32.7 million
- › The challenging market environment, especially for new residential buildings, creates an unbalanced development across the group impacting profitability and cash
- › The fourth quarter continued to see revenues decline due to the low order intake and with Q4 2023 in the books this was the seventh consecutive quarter with a book-to-bill for the group below 1.0

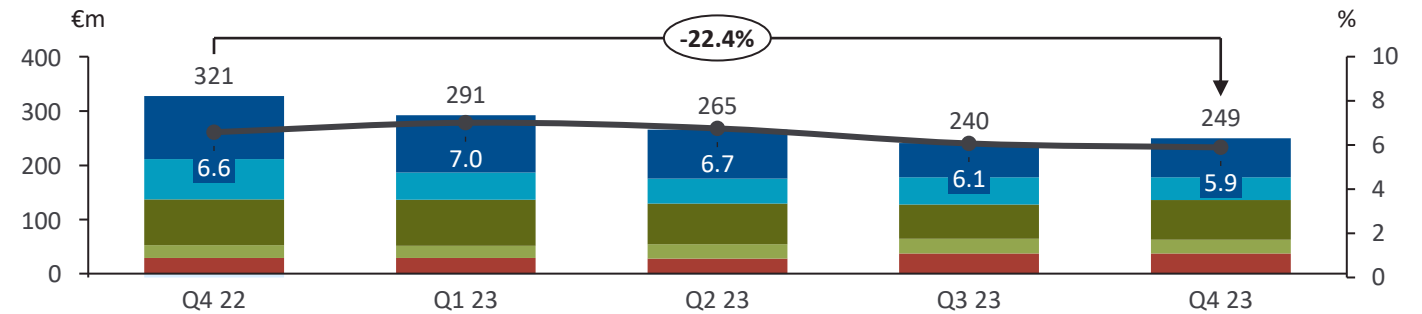
Financial overview

Q4 2023

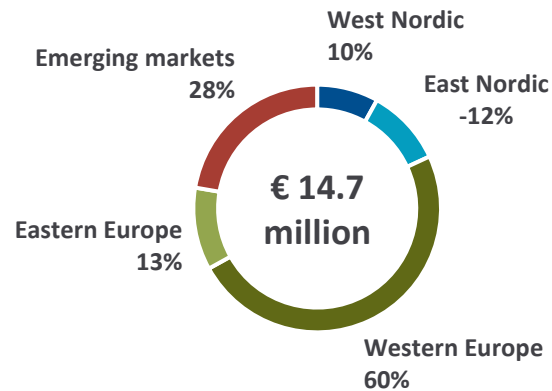
Segment share of Net Sales



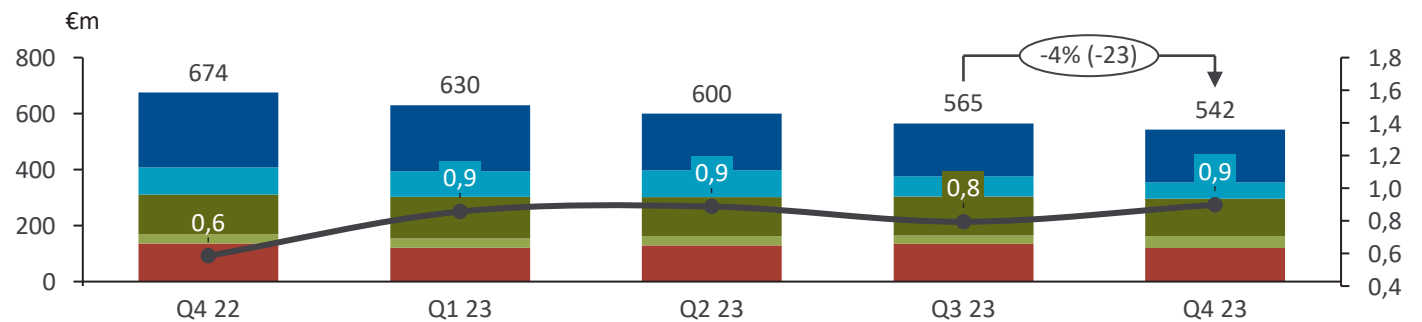
Net sales and adjusted EBITDA-margin



Segment share of Adjusted EBITDA



Order book and book-to-bill ratio

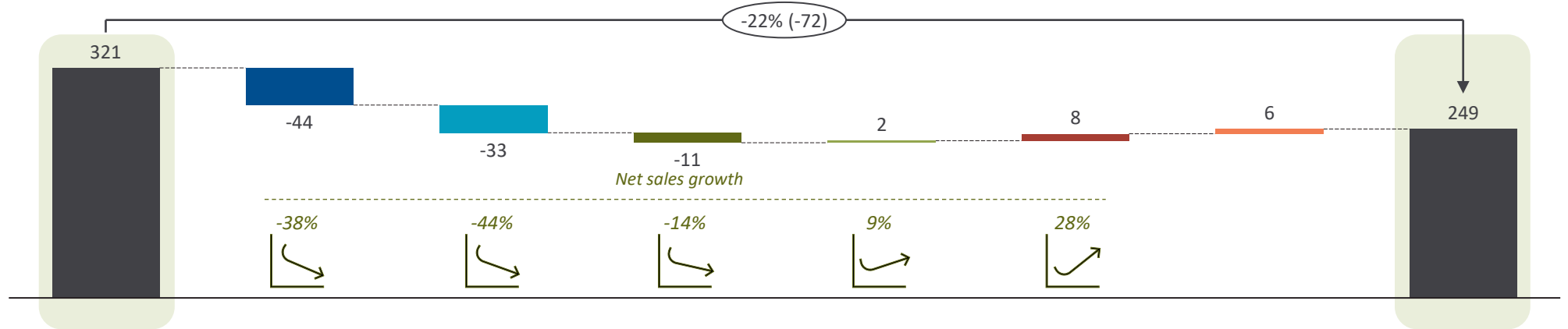


—●— Margin % / Book to bill ratio ■ West Nordic ■ East Nordic ■ Western Europe ■ Eastern Europe ■ Emerging markets

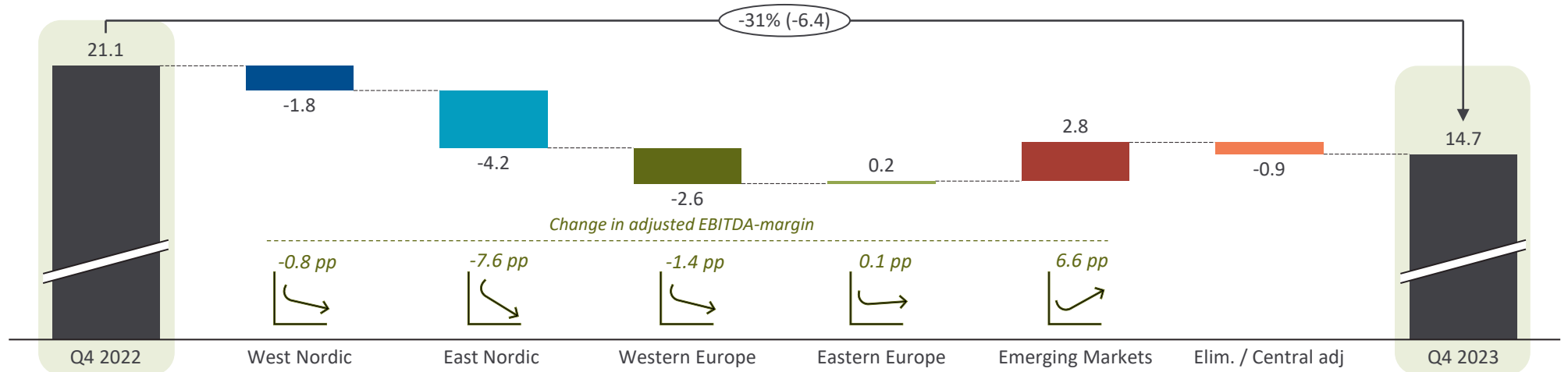
Net sales and adjusted EBITDA-bridge

Q4 2022 to Q4 2023

Net sales (€ million)



Adjusted EBITDA (€ million)



Financials per segment

WEST NORDIC

Share of Net Sales

29%

- › Good order intake in the quarter compared to last year but still significantly below historic levels
- › Continued sales declined in all three markets in the quarter
- › Ongoing execution of restructuring program to adapt the segment to lower net sales and volumes. Although very challenging to fully of-set volume drop by cost reductions

€ million	Q4 2023	Q4 2022	Change, %
Order intake	70	44	59%
Order book	189	267	-29%
Book-to-bill	1.0	0.4	156%
Net sales	72	116	-38%
Organic			-33%
Currency			-5%
Adj. EBITDA	1.5	3.2	-55%
Organic			-52%
Currency			-2%
Adj. EBITDA, %	2.0%	2.8%	-0.8 pp

EAST NORDIC

Share of Net Sales

17%

- › Very low order intake resulting in low order book. Primarily impacted by the low levels of residential buildings, but also a slower non-residential market
- › Significant net sales decline in both Baltics and Finland
- › Ongoing execution of restructuring program to adapt the segment to a lower net sales and volumes. Although very challenging to fully of-set volume drop by cost reductions

€ million	Q4 2023	Q4 2022	Change, %
Order intake	26	29	-7%
Order book	57	97	-41%
Book-to-bill	0.6	0.4	66%
Net sales	41	74	-44%
Organic			-44%
Currency			-
Adj. EBITDA	(1.8)	2.4	-176%
Organic			-176%
Currency			-
Adj. EBITDA, %	-4.4%	3.2%	-7.6 pp

WESTERN EUROPE

Share of Net Sales

29%

- › Stable order intake in the quarter driven by development in Spain. Continued weaker residential order intake in the Netherlands
- › Lower order book and sales driven by decline of residential market in the Netherlands
- › Decline in profit margin due to the lower net sales with some effect of less operational leverage due to lower volumes in the Netherlands

€ million	Q4 2023	Q4 2022	Change, %
Order intake	67	65	3%
Order book	134	141	-5%
Book-to-bill	0.9	0.8	19%
Net sales	73	85	-14%
Organic			-14%
Currency			-
Adj. EBITDA	8.8	11.4	-23%
Organic			-23%
Currency			-
Adj. EBITDA, %	12.1%	13.5%	-1.4 pp

EASTERN EUROPE

Share of Net Sales

10%

- › Strong order book in the quarter helped by good momentum in Hungary and Romania
- › Sales increase driven by good quarter in Hungary whereas Romania dropped slightly, and Poland continued to be challenging
- › Continuously stable margin driven by Hungary improving from last year while Romania and Poland was weaker

€ million	Q4 2023	Q4 2022	Change, %
Order intake	38	19	99%
Order book	43	33	29%
Book-to-bill	1.5	0.8	83%
Net sales	25	23	9%
Organic			3%
Currency			6%
Adj. EBITDA	1.9	1.8	10%
Organic			4%
Currency			6%
Adj. EBITDA, %	7.7%	7.7%	0.1 pp

EM. MARKETS

Share of Net Sales

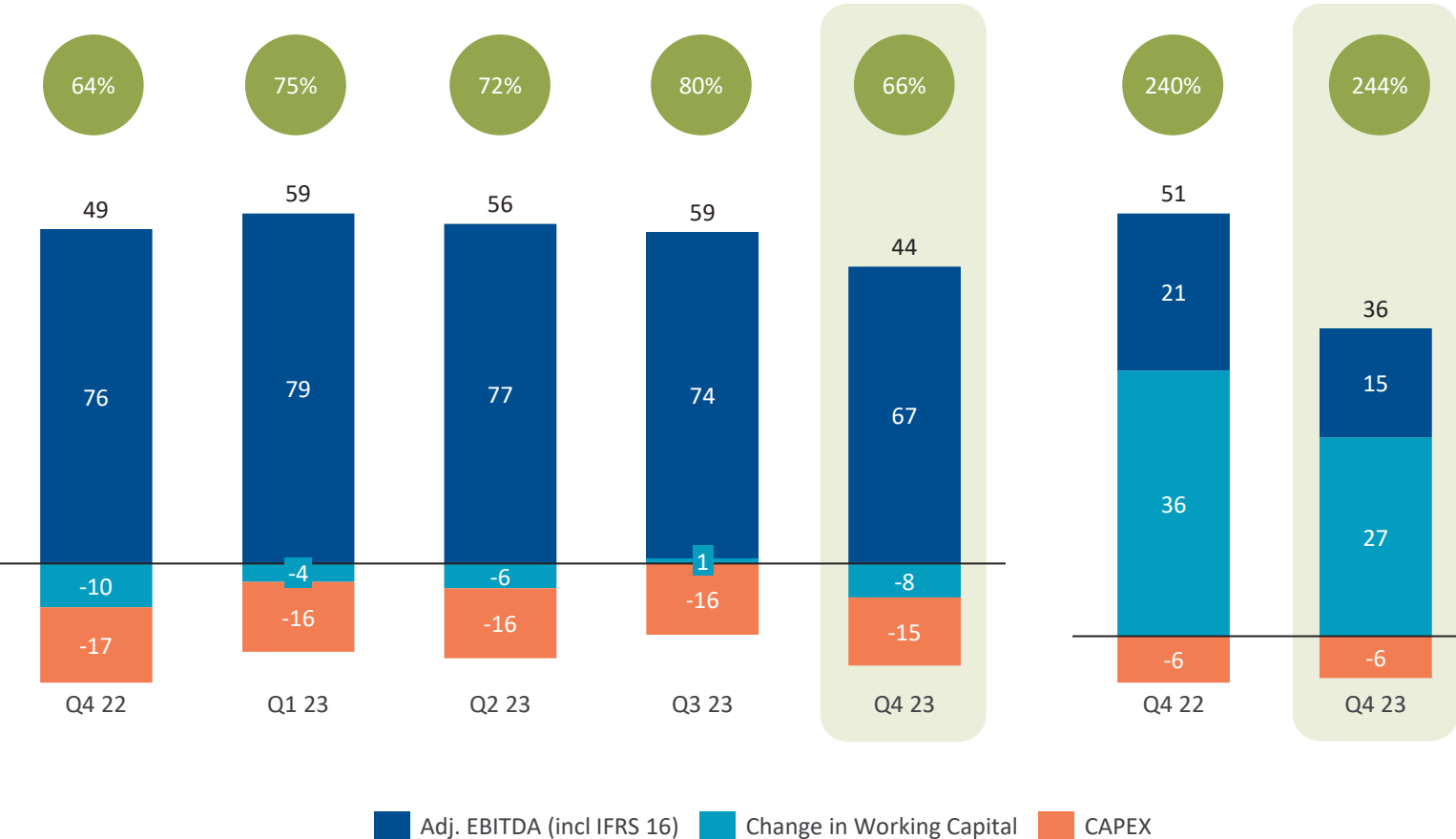
15%

- › Low order intake in the quarter due to timing of a few large orders. Still good pipeline of tenders in especially Tunisia, but also Egypt
- › Sales growth in the quarter driven by the continuously stable underlying performance In Egypt and Tunisia with Q4 2022 impacted by devaluation in Egyptian pound
- › As for net sales, improvement driven by Tunisia and the devaluation of EGP impacting Q4 2022

€ million	Q4 2023	Q4 2022	Change, %
Order intake	23	32	-29%
Order book	120	137	-12%
Book-to-bill	0.6	1.1	-45%
Net sales	38	29	28%
Organic			35%
Currency			-7%
Adj. EBITDA	4.0	1.2	237%
Organic			212%
Currency			25%
Adj. EBITDA, %	10.7%	4.1%	6.6 pp

Operating cash flow and cash conversion

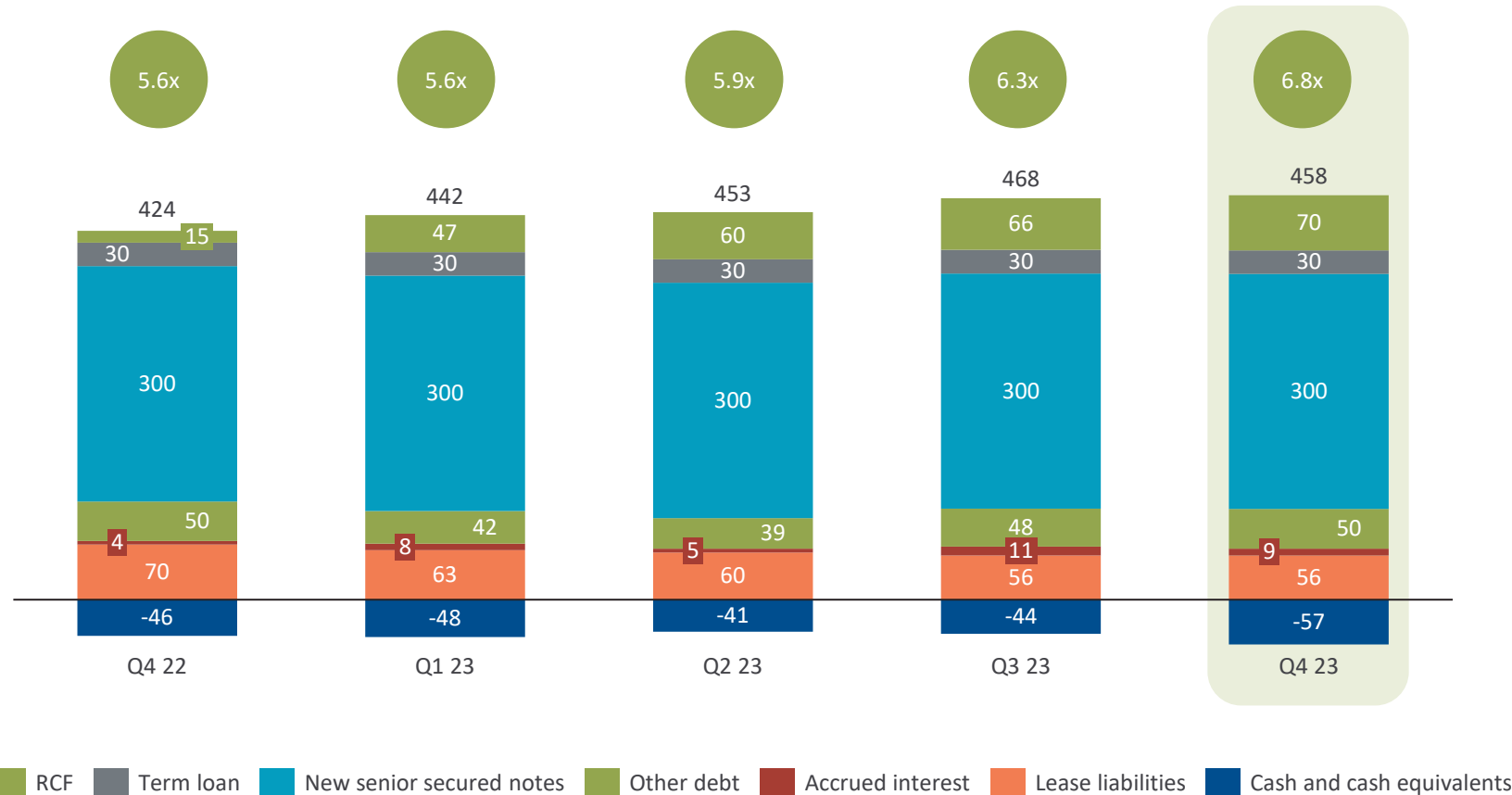
LTM



- › LTM cash conversion: 66%
- › LTM operating cash flow: € 44 million
- › Improvement in working capital compared to last year in LTM but lower working capital in Q4 due to improvements seen throughout 2023

Financing and leverage

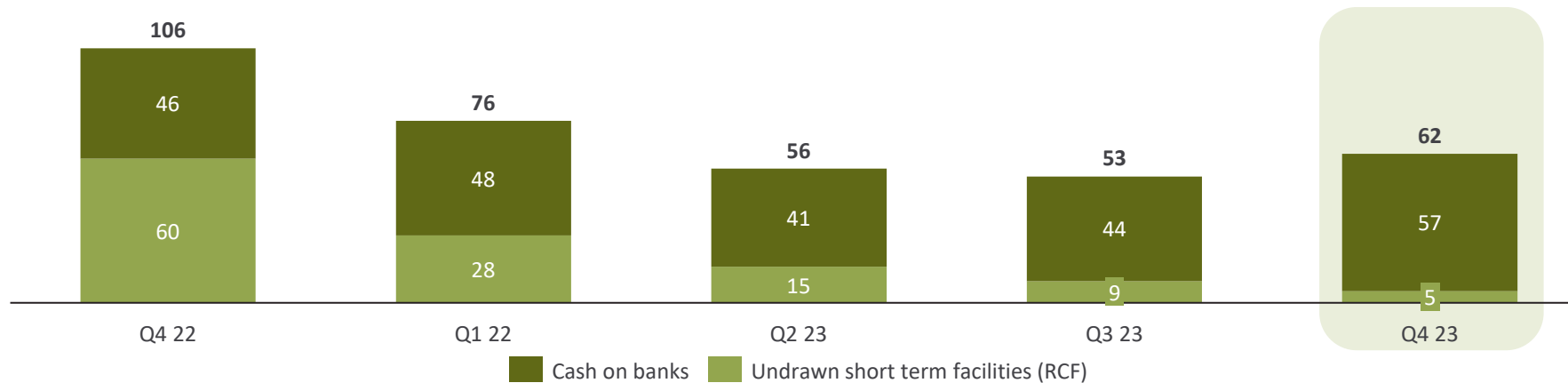
Net debt and leverage



- › €4 million of RCF drawn during Q4
- › €5 million available on RCF as end of Q4
- › Higher use of RCF than same period last year driven by decrease in both EBITDA and working capital, and on top the fact that the last day of the quarter was a Sunday thus the group kept some extra headroom as some clients paid first days of January

Liquidity

Available liquidity



- › Liquidity by end of Q4 at € 62 million with € 57 million being cash on bank and € 5 million available under the RCF

Concluding remarks

- › Challenging market environment with continuously low order intake, and unbalanced between regions
- › Although improved order intake since last year the book to bill also in Q4 below 1, for the seventh consecutive quarter
- › Continued execution on restructuring program in West- and East Nordics. Since summer 2022 we assess to have taken out some 25-30% of capacity across the Nordics, both via the restructuring program but also through regular operations
- › After the quarter was closed the group finalized a Sale and Leaseback transaction in the Netherlands adding € 30 million of liquidity
- › Firm belief that the long-term underlying trend for our market is strong with pent-up residential demand, request for lower CO₂ products and attractive precast industry tailwinds





CONSOLIS