

Fagerhult Group

We light up your world

Company presentation, May 2024

www.fagerhultgroup.com

How it all started

Brightening up people's lives inspired Bertil Svensson to found Fagerhult in 1945. Today, Fagerhult Group is one of Europe's leading lighting companies with 4,100 employees in 27 countries. We consist of 12 brands organized into four business areas – Collection, Premium, Professional and Infrastructure.

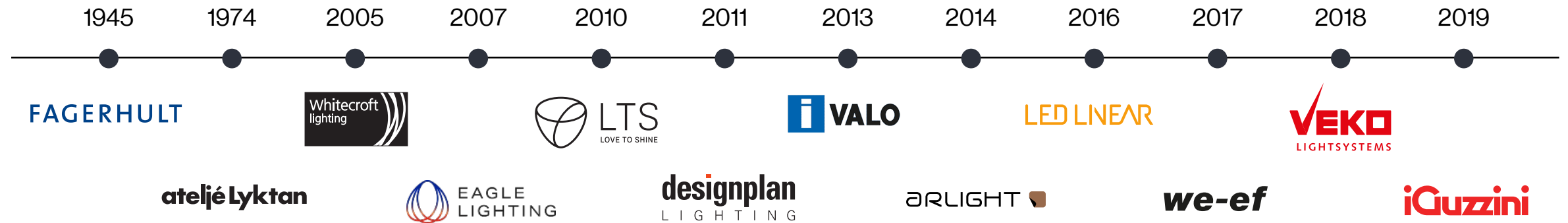
All our brands produce high-quality professional lighting solutions and we work mainly on specifications together with our partners. Together we cover almost every professional lighting application and our presence is worldwide.



From local to international

We have 80 years of lighting knowledge and experience with a history rooted in southern Sweden. Over the years, we have attracted some of the world's leading lighting companies.

Today, Fagerhult Group consists of twelve equally successful brands who share extensive experience and future-facing technology to continue to pioneer professional lighting solutions.



Vision and mission

Vision

A world enhanced by light.

Mission

Together we innovate to deliver professional lighting solutions that are circular and climate-positive and contribute to better lives.

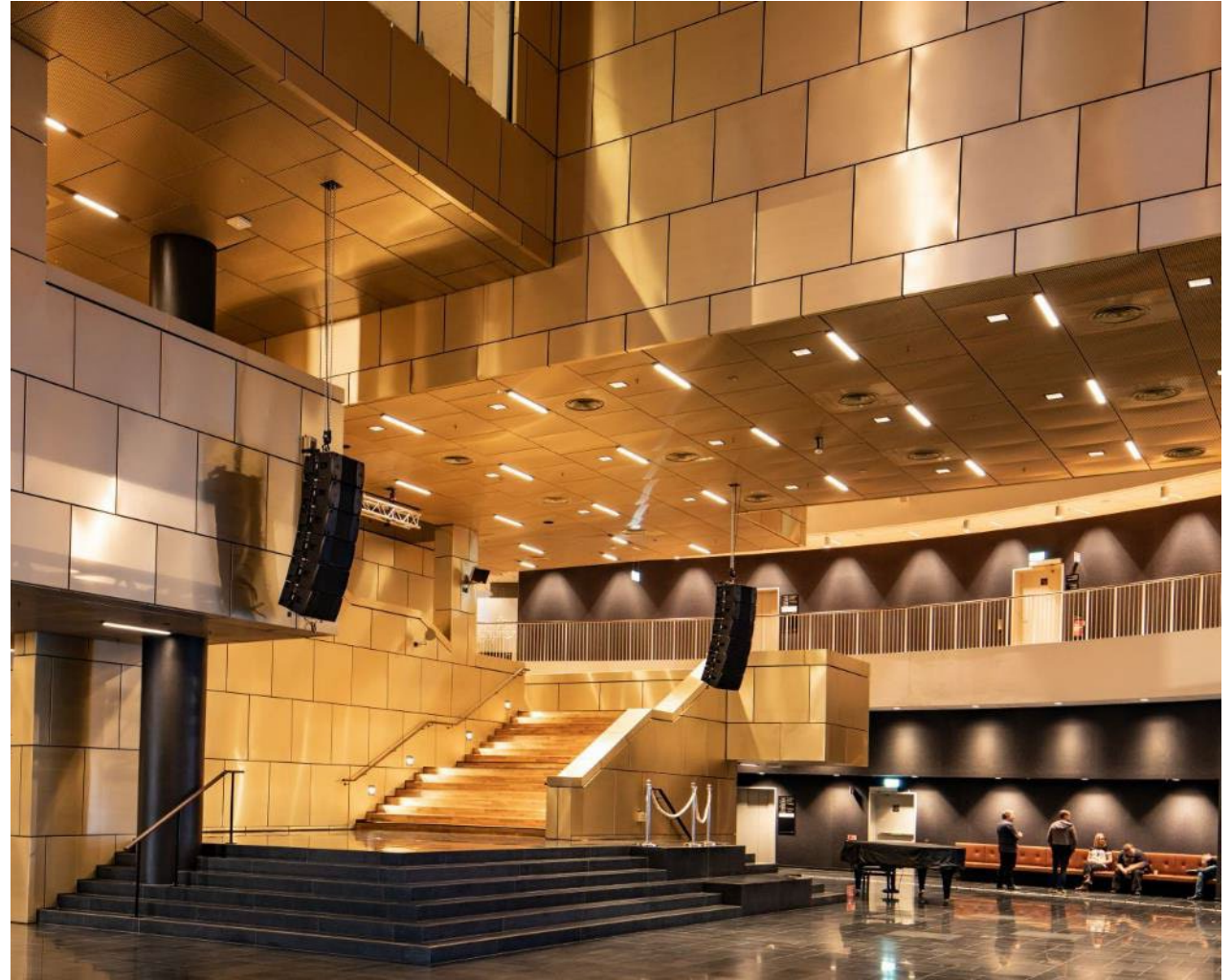


Value proposition

Fagerhult Group understands the importance of light for better living. We innovate to deliver professional lighting solutions and every Fagerhult Group company has its own unique offering, able to deliver to a customer's standard or bespoke requirements.

Our team understands that everyone benefits from co-creation and collaboration, and we are excited to work together with our colleagues and partners to contribute to more valuable professional environments.

Our society is important to us, and we will always work as one to protect our planet, and to enhance the environment and quality of life for all, through the quality of light.



Our Business Areas

Collection

Exceptional lighting solutions for architectural applications worldwide.

ateljé Lyktan

iGuzzini

LED LINEAR

we-ef

Premium

Lighting solutions for all European markets and for global customers.

FAGERHULT



Professional

Lighting solutions for selected applications, tailored to local market requirements.

ARLIGHT



Infrastructure

Specialty lighting solutions for critical infrastructure and industrial applications.

designplan
LIGHTING

VALO

VEKO
LIGHTSYSTEMS

Our business areas

Turn-over 2023



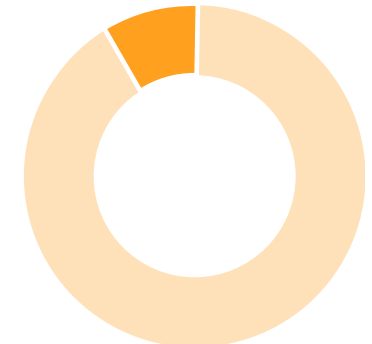
Collection
3,860 MSEK



Premium
2,951 MSEK



Professional
1,041 MSEK



Infrastructure
1,017 MSEK

Our application areas



Offices



Education



Healthcare



Retail



Hospitality & Residential



Culture



Urban spaces



Street & Pathways



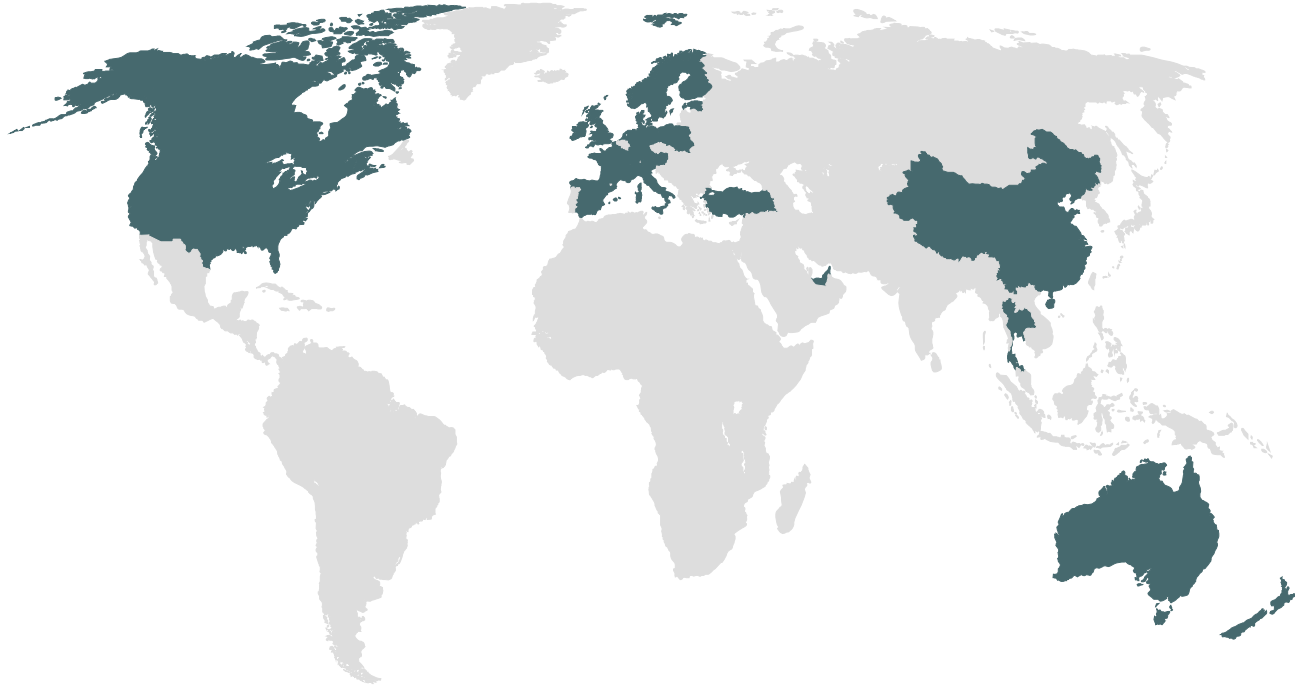
Critical Infrastructure



Industry & Distribution

We are global with a strong presence in Europe

– Among top 3



Source: CSIL – The European Market For Lighting Fixtures May 2021

Market shares in Europe

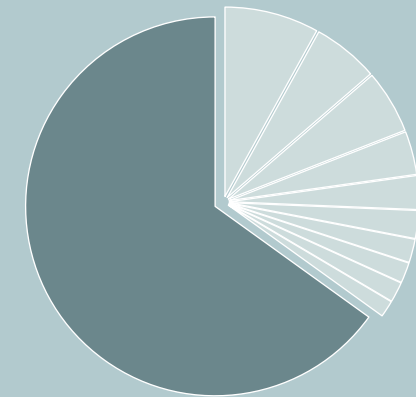
Top 3 players for Professional* Lighting



Fagerhult Group



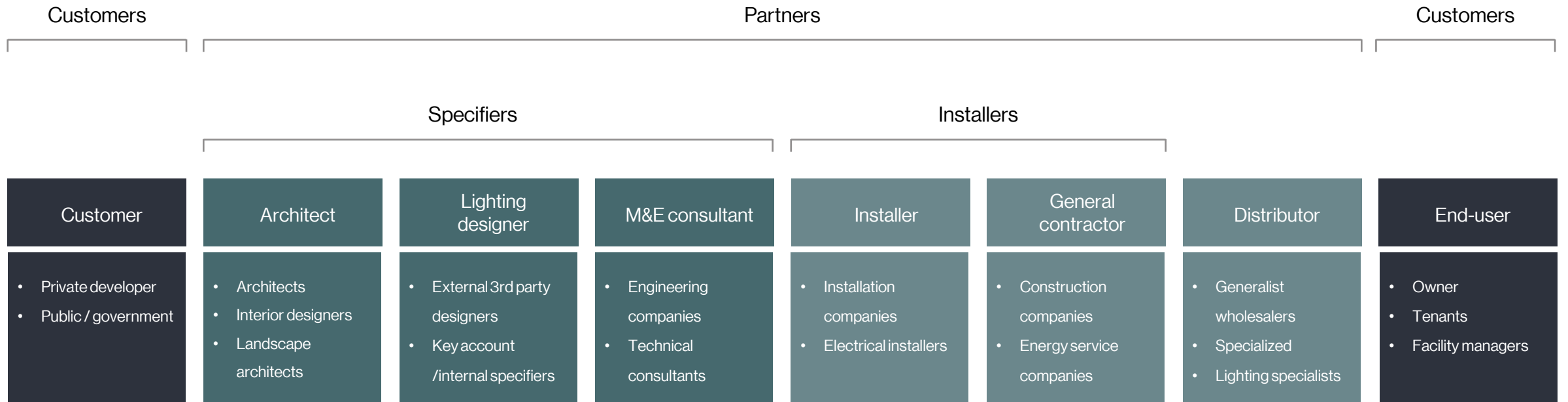
Defragmented European market,
top 10 only having 30% of the market



(*Segments for Commercial, Industrial and Outdoor applications)

Our stakeholders and partners

– Working with specifiers



Our business model is based on our Business Areas and Group focus areas



Group initiatives defined by main market trends

Market trends



Sustainable

More sustainable solutions, both minimizing energy consumption and manufactured responsible



Human

Increasing human well-being, both recognizing peoples' preferences and enhancing environments



Smart

Lighting as integrated part of the emerging eco-systems for smart building and cities



The demand for smart lighting comes from the market

Market trends

Smart lighting



Sustainable



Significant energy savings from presence detection and smart lighting control

~70% energy savings*



Human



Adopt the lighting to specific situations and chosen preferences by tenants and users

Increased well-being



Smart

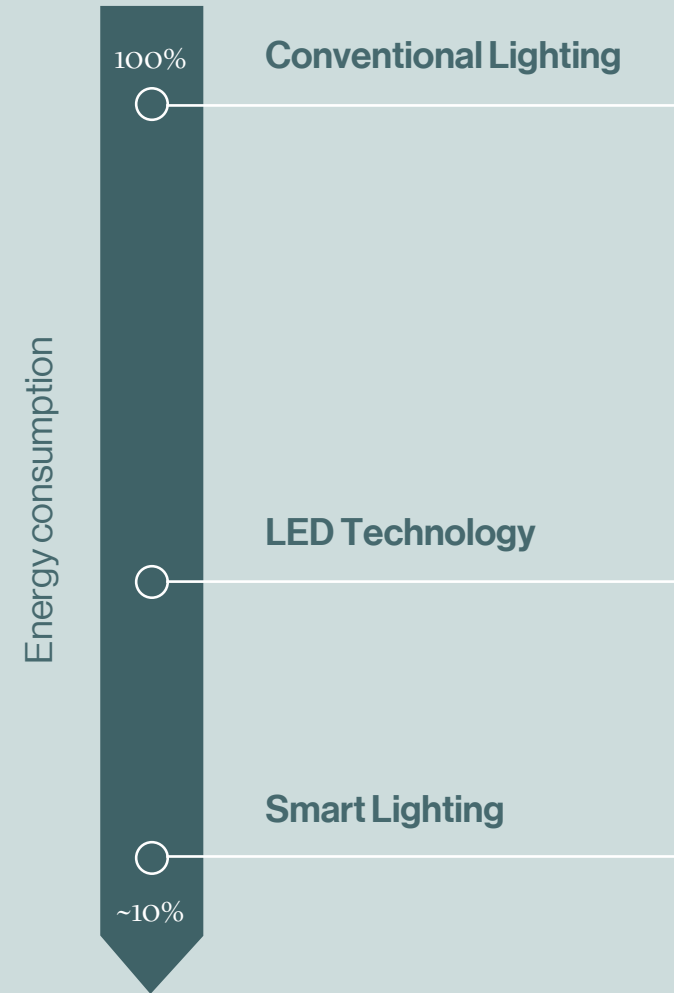


Added functionality by making use of built-in sensors and data in other connected systems

New opportunities

Smart Lighting brings savings beyond LED technology

- Up to 70% less energy with LED
- Additional -70% energy savings



We have two smart solutions within the Group

organic response



Same basic principles:



Energy savings with presence detection



Easy installation



Open systems for integrations and partnerships

citygrid



Our sustainability agenda

- Strategy launch to further inspire and engage
- Create Carbon emission baseline, Scope 1-3
- Refine Taxonomy reporting, 99% eligible
- Develop Diversity & Inclusion strategy



Why light matters

04 \$

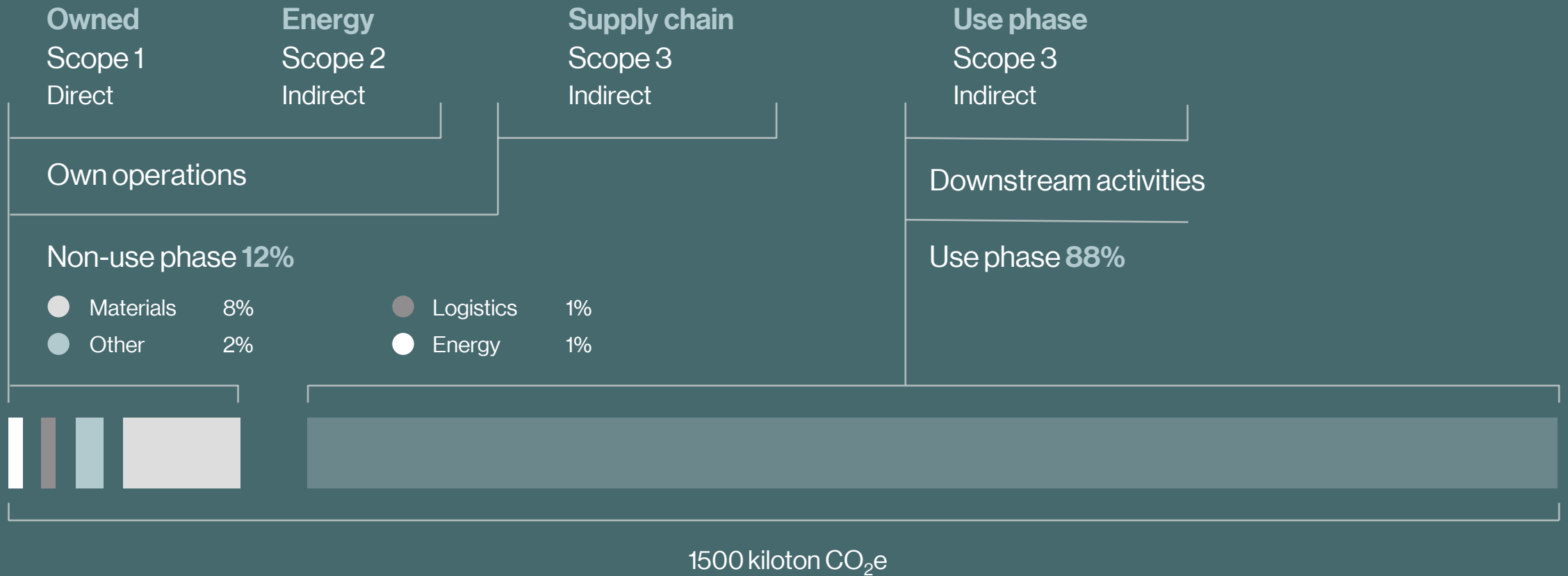
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Our footprint



We've had our net-zero targets approved by SBTi

Near-term targets

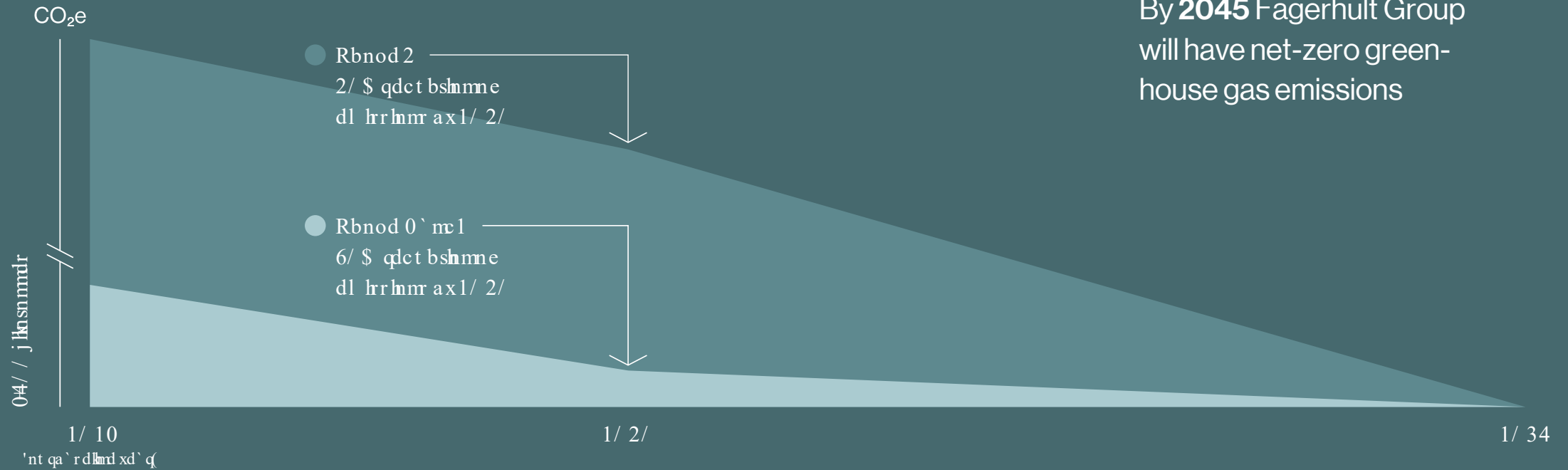
Reduce Scope 1 and 2 by **70%** and Scope 3 by **30%** by **2030**

Long-term target

Reduce to **net-zero** by **2045**



Our roadmap to reach our net-zero target



2030

We have prioritized these activities to achieve our near-targets by 2030:

Use phase

- Develop and increase the adoption of smart lighting.
- Encourage use of high efficiency luminaires.

Operations (energy) & logistics

- Reduce footprint from transportation through optimized logistics and low-carbon transports.
- Become more energy efficient and transition to low-carbon energy in production.
- Reduce waste in production

Materials & components

- Develop products with less material, i.e. light-weighting.
- Increase share of recycled materials, e.g aluminium, steel and plastic.
- Use low carbon electricity aluminium.
- Reduce number and size of electronic components.

2045

To reach our net-zero targets to 2045 we will continue to work on the following:

Use phase

- Adoption of 100% smart lighting.

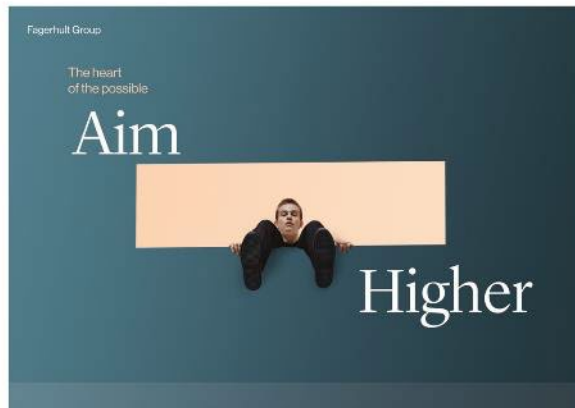
Operations (energy) & logistics

- Use only renewable energy in production.

Materials & components

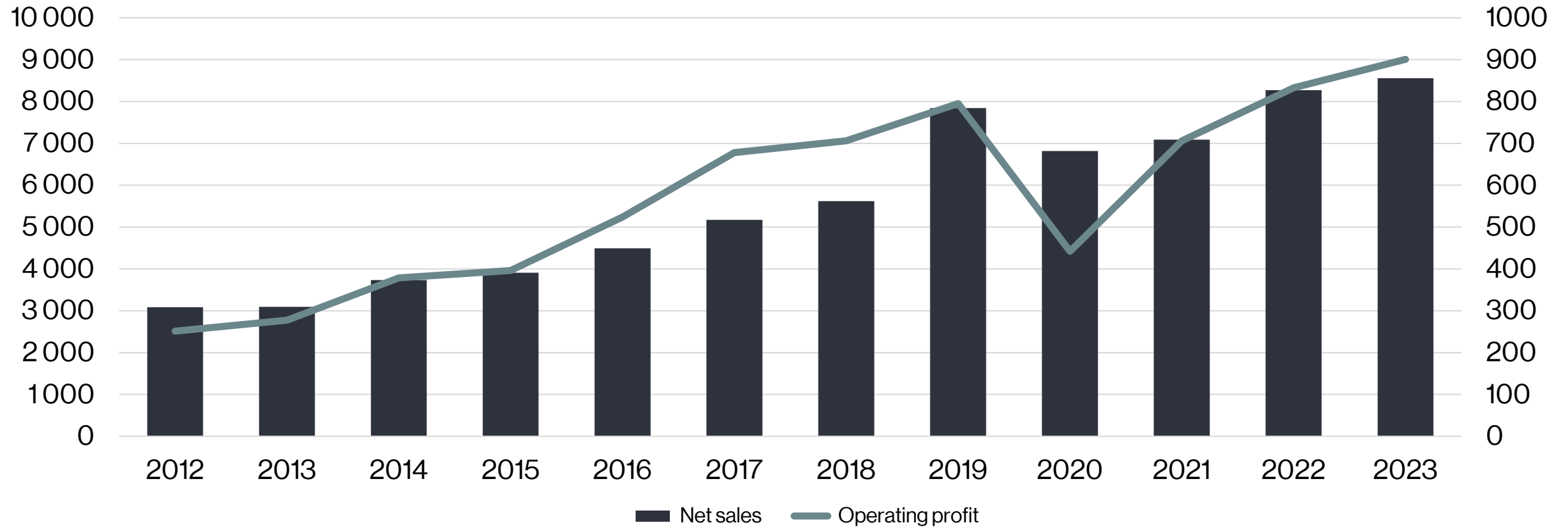
- Continue increasing share of recycled materials.
- Shift to low-carbon electronics.
- Reduce footprint even more from materials through reducing low-CO2 steel, bioplastics, ultralow-CO2 aluminium, and reducing casings.

Group Core values



“If you believe in people you believe in values.”

Fagerhult Group financial development 2012-2023



Good performance in Q1, high comparables

- Mega-trends remain favourable
- Order intake growth in our two largest business areas
Collection and Premium
- Continued growth in renovation and retrofit projects - new
build activity remains subdued but some early positive signs
- Gross profit margins develop positively in all 4 business areas
- Innovation launches highly active – Superduper Tube
- Total 24% reduction in carbon emissions in 2023



Q1 2024 in figures

Order intake: 2 102 MSEK (2 179)

-3,3% organic

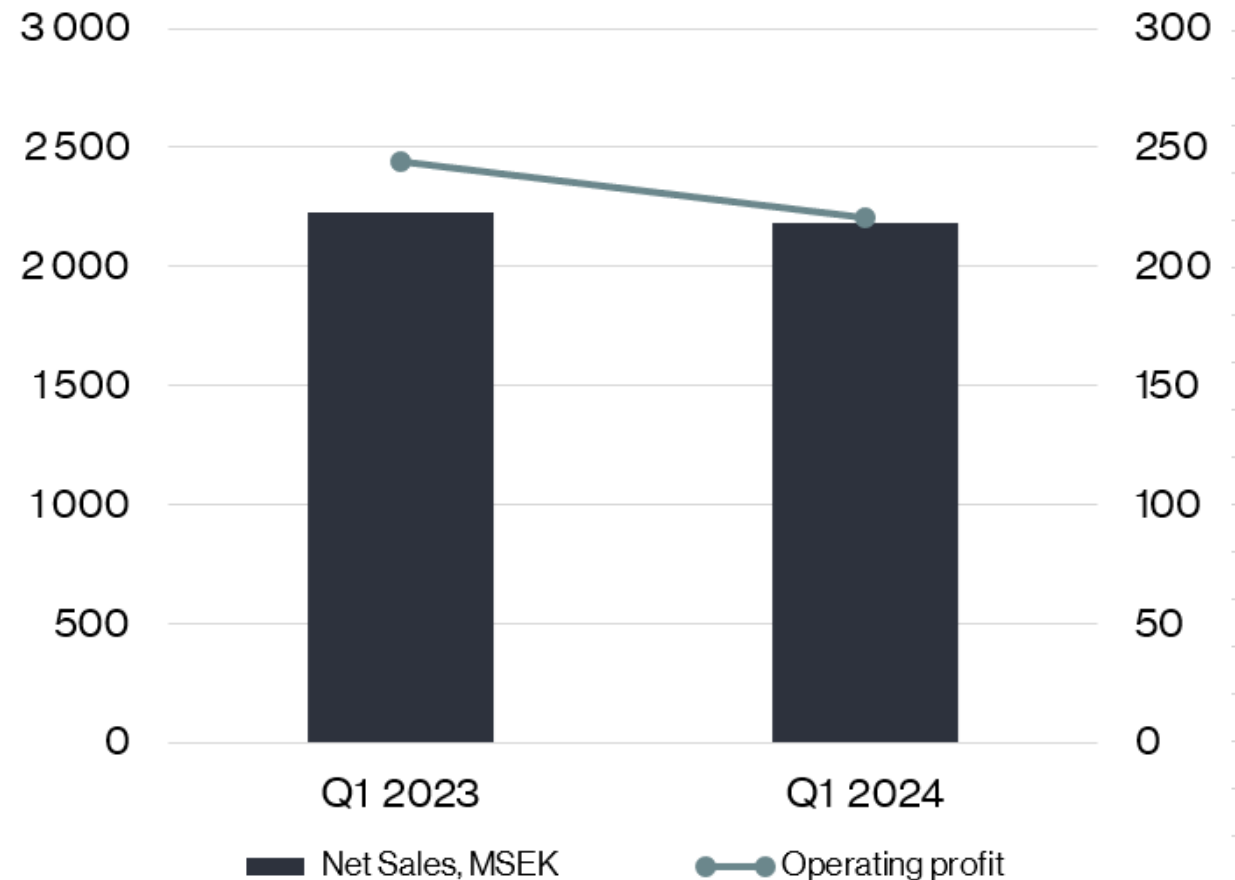
Net sales: 2 180 MSEK (2 224)

-2,2% organic

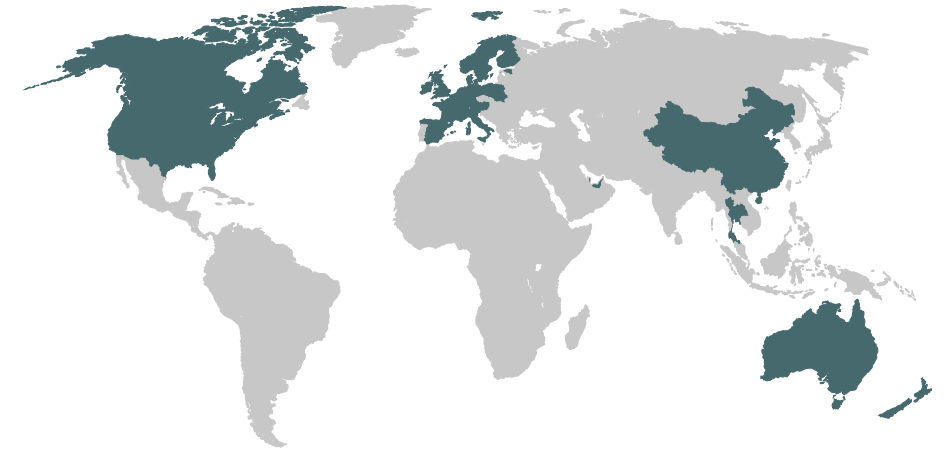
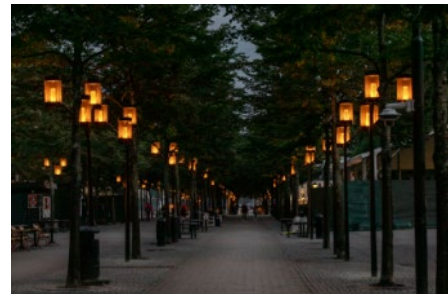
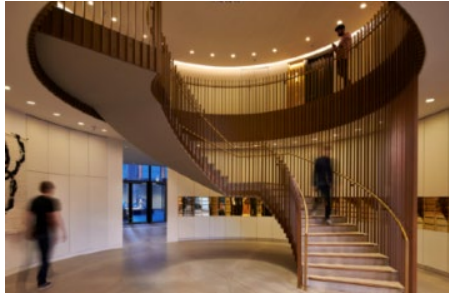
Operating profit: 220 MSEK (244)

Operating margin: 10,1% (11,0%)

Earnings per share: 0,78 SEK (0,90)



Collection **ateljé Lyktan** **iGuzzini** **LED LINEAR** **we-ef**



Culture, Hospitality, High-end residential, Urban landscape



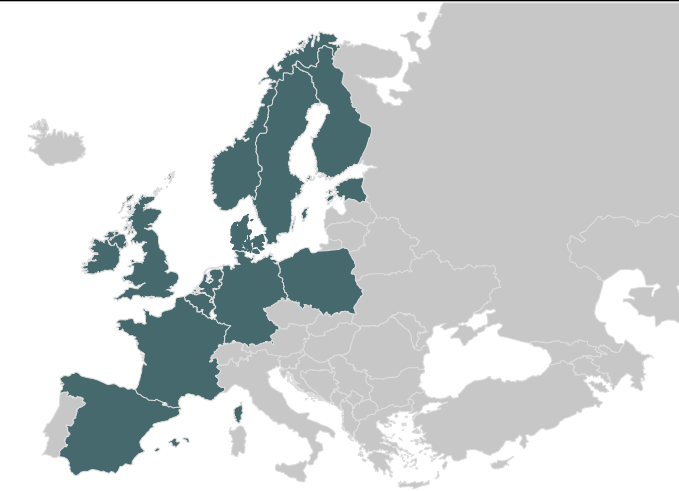
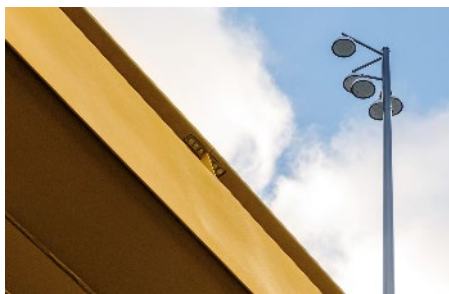
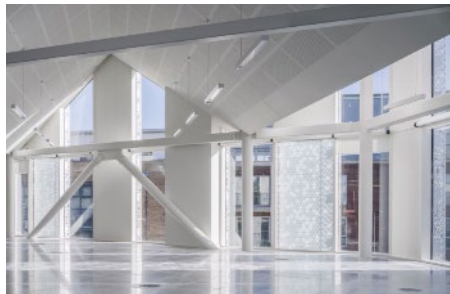
Working with global community of architects and lighting designers



- Leverage Collection global footprint to grow
- Specific North American growth strategy

Premium

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Office, Education,
Healthcare, Retail and
selected outdoor areas

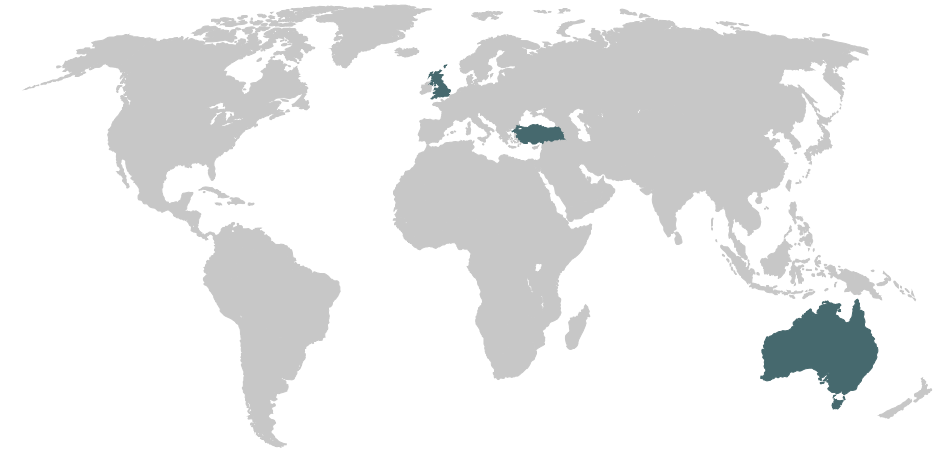
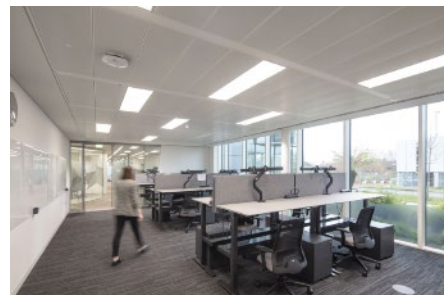
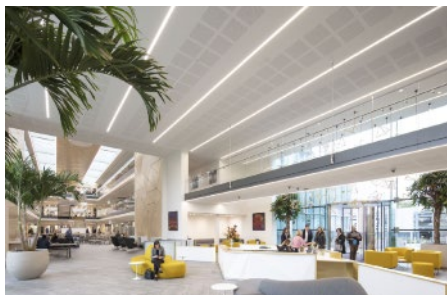


Working with lighting
designers, electrical
consultants and installers



- Strengthen existing markets within focus segments
- Grow in specific European markets, e.g. DACH-region

Professional



Office, Education and Healthcare



Working with electrical consultants, installers and construction companies



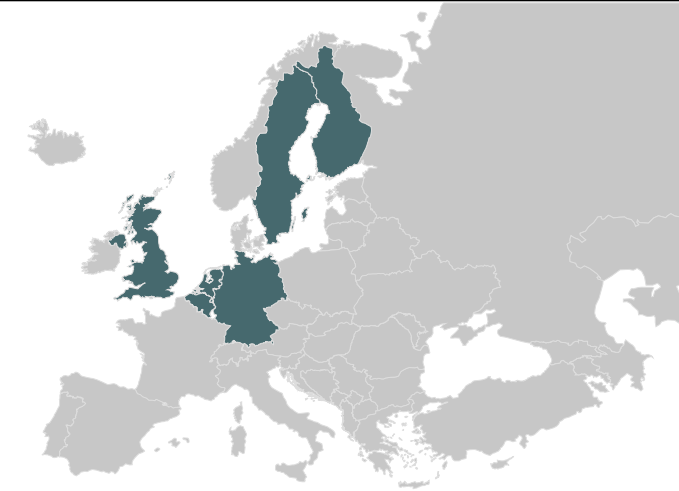
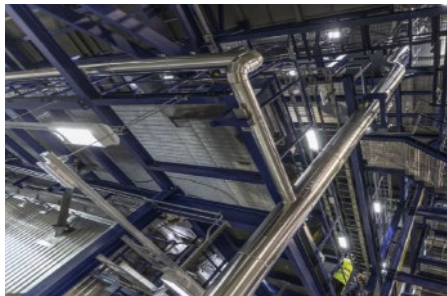
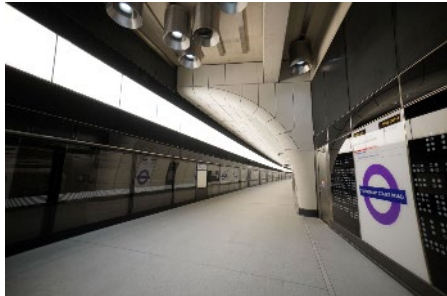
- Focus on key segments and new technologies
- Strengthen position as most sustainable partner

Infrastructure

designplan
LIGHTING

VALO

VEKO
LIGHTSYSTEMS



Critical Infrastructure,
Industry and Distribution
centres



Working with electrical
consultants and installers



- Expand product offering within focus segments
- Grow in selected European markets

Group Management Team



Bodil Sonesson
President and CEO



Michael Wood
Chief Financial Officer

Group functions



Andrea Gageik
Chief People Officer



Johan Lembre
Chief Technology Officer



Michael Brüer
Chief Strategy and
Communication Officer

Business Area
responsible



Edwin Roobol
Head of Business
Area Collection



Frank Augustsson
Head of Business
Area Premium



Michael Wood
acting Head of Business
Area Professional



Stéphanie Praloran
Head of Business
Area Infrastructure

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