



We light up your world

2025 Q1 Results Presentation

29 April 2025

CEO comments

- An all-time high order intake, we remain successful in winning large projects
- General market activity levels remain unpredictable
- Gross profit margins improving and cost base reducing – good future indications
- The Trato TLV acquisition will put us second on the French market for professional lighting solutions



Q1 2025 in figures

Order intake: 2 227 MSEK (2 102)

+5,9% organic

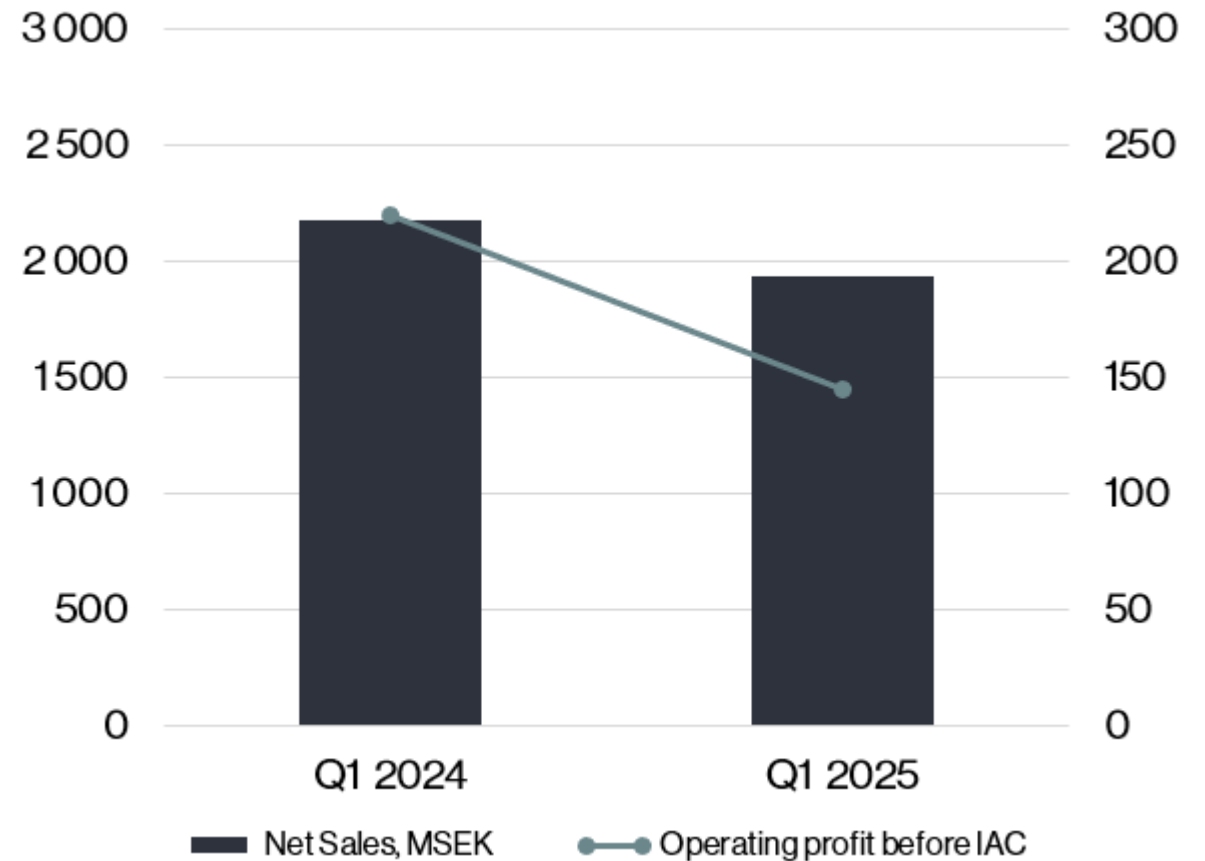
Net sales: 1 940 MSEK (2 180)

–11,0% organic

Operating profit before IAC : 145 MSEK (220)

Operating margin before IAC: 7,5% (10,1%)

Earnings per share before IAC: 0,43 SEK (0,78)



Our operating model

Business
areas

Collection

ateljé Lyktan

iGuzzini

LED LINEAR

we-ef

Premium

FAGERHULT



Professional

ARLIGHT



Infrastructure

designplan
LIGHTING

i VALO

VEKO
LIGHTSYSTEMS

Smart lighting

organic response

citygrid™

Strategic
focus areas



Innovation



Sustainability



People &
Culture



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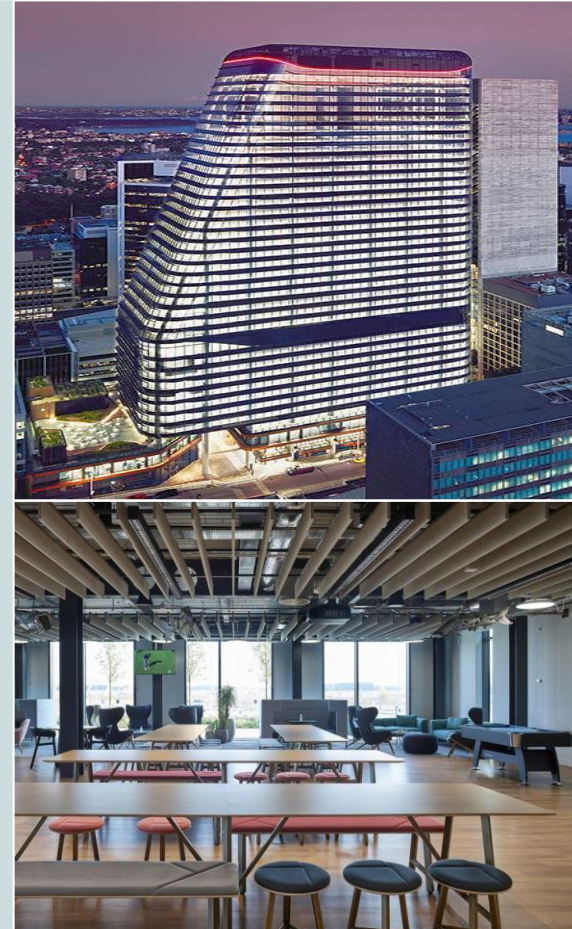
ARLIGHT

EAGLE
LIGHTING

Whitecroft
lighting

Lighting solutions for selected applications, tailored to local market demands

- Focus on local and neighbouring markets
- Local product development and production to deliver bespoke solutions, close to the customer
- Work closely with local partners on project specifications to deliver full solutions
- Gaining advantage from near-shoring and de-globalization trend



ARLIGHT

Brand

- Founded in 1991 as a cable tray workshop
- Joined the Fagerhult Group in 2014
- Based in Ankara



Focus

- Strong customer focus with products tailored for local market demands
- High quality, accredited lighting laboratory

Applications

- Office, Education, Healthcare and selected Outdoor





Brand

- Established in 1972
- Joined the Fagerhult Group in 2007
- Based in Melbourne

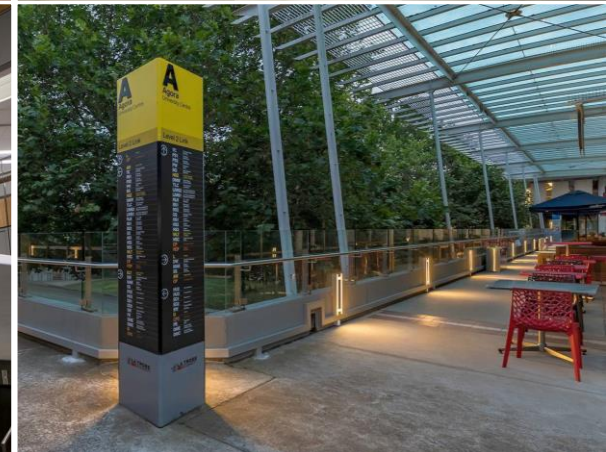
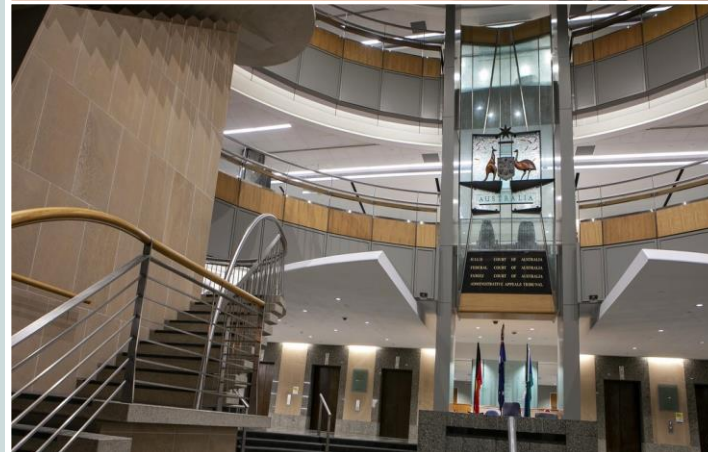


Focus

- Strong brand in the local market – “Made in Australia”
- Promoting some Group brands locally, e.g. Designplan
- Leader in smart lighting, being based in the same city as Organic Response

Applications

- Offices, Education and Healthcare





Brand

- Founded in 1945, one of UK's largest manufacturer of lighting solutions
- Joined the Fagerhult Group in 2005
- Based in Manchester

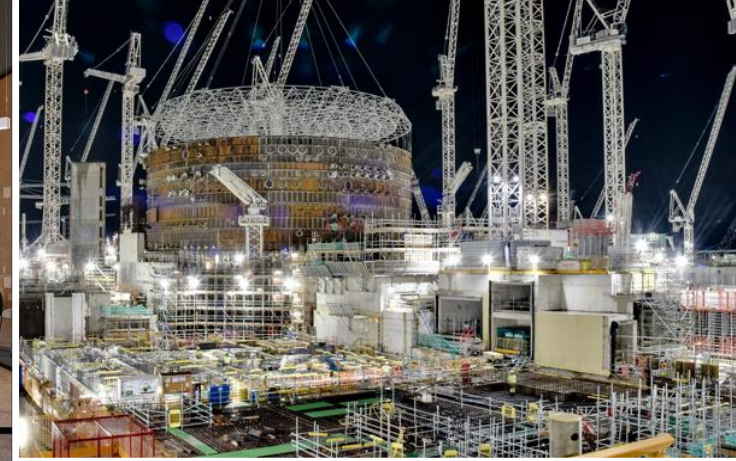


Focus

- Leader in smart and sustainable lighting solutions
- Successfully adopted our smart agenda throughout the business and working close to key stakeholders

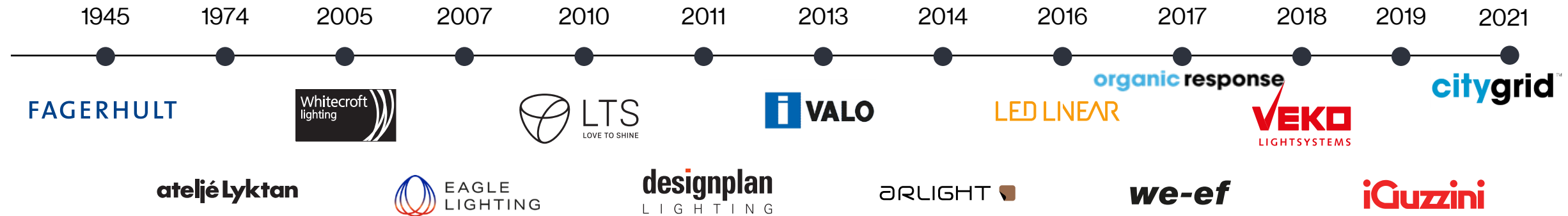
Applications

- Office, Education and Healthcare



Announced signing of agreement¹ to acquire Trato TLV

TRATOTLV





Retail Lighting



Medical supply units and healthcare interior



TRATOTLV

Brand



- Founded in 1947, TLV added in 1980
- Closing of the transaction expected to be in Q2 2025
- Based in Lille

Focus

- Strong retail offering with innovative solutions (Trato)
- Customer-oriented with long-term relationships
- Highly customized healthcare equipment offering (TLV)

Applications

- Retail, Healthcare and Industry





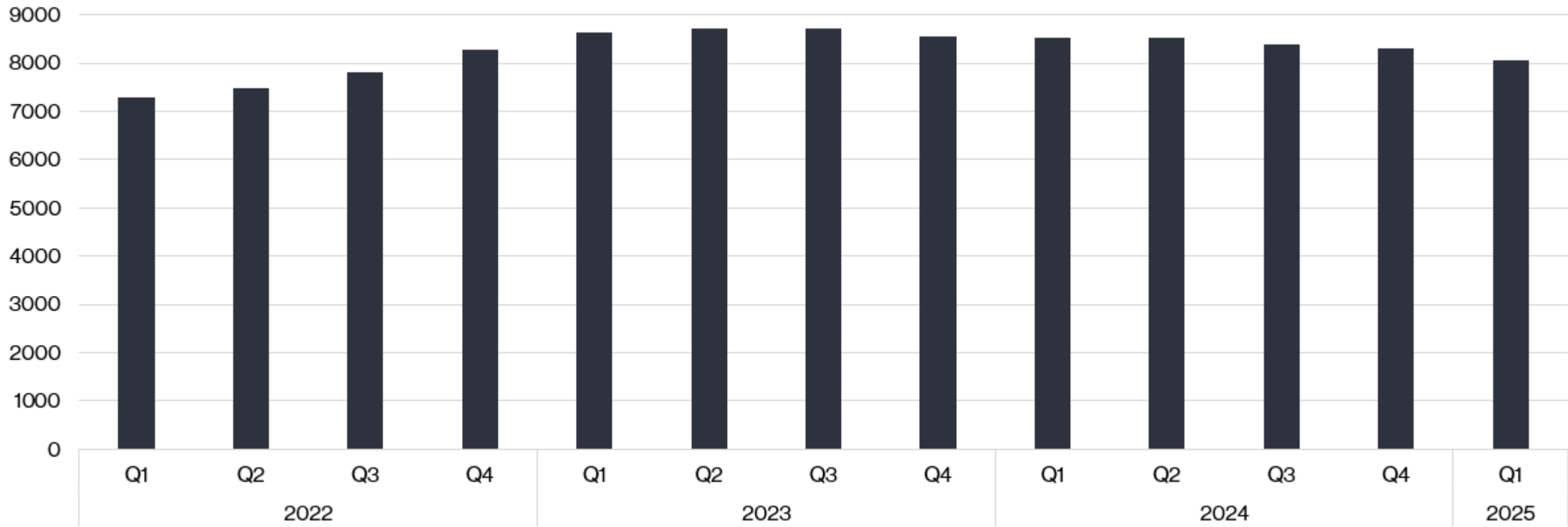
Financial summary Q1

MSEK	Q1 2025	Q1 2024	
Net sales	1 940	2 180	-11,0%
- Organic growth	-240		-11,0%
- FX-differences	0		
Operating profit before IAC	145	220	-34,0%
Operating profit before IAC, %	7,5%	10,1%	-2,6 p.p.
Earnings per share before IAC, SEK	0,43	0,78	
Operating cash flow	26	114	

Sales development

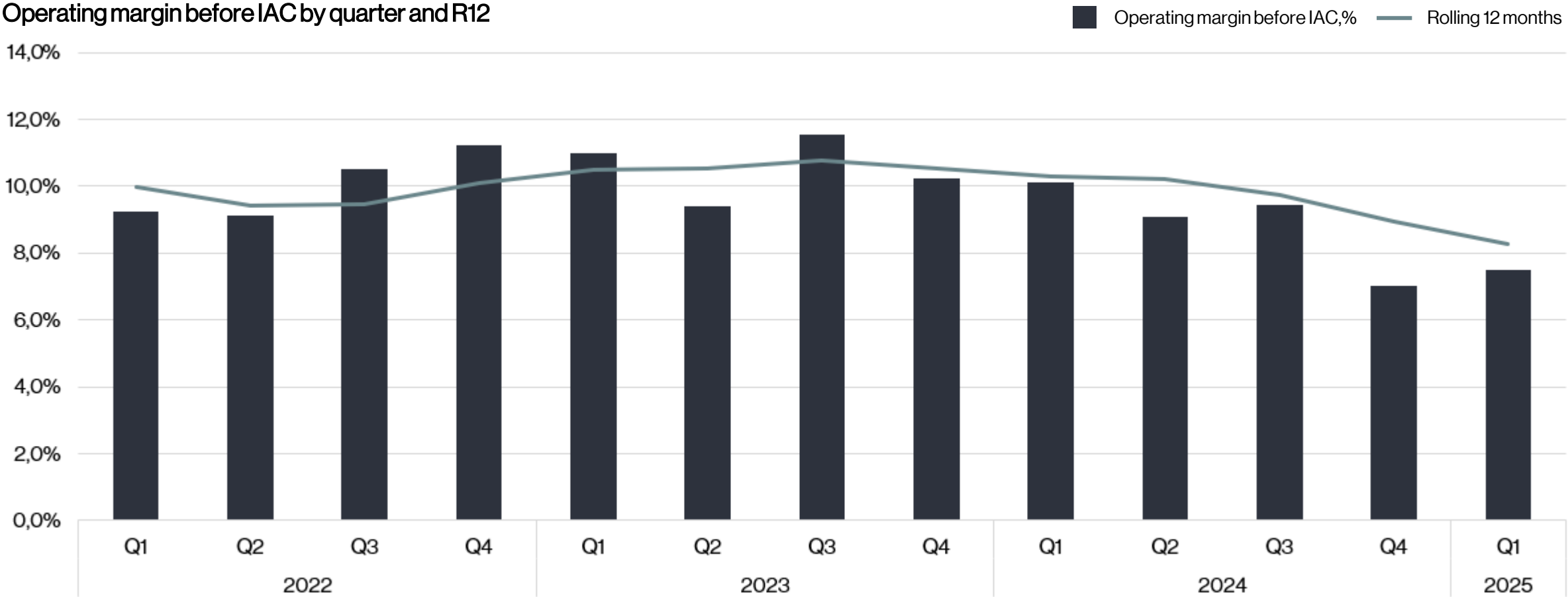
Net sales R12

Net sales R12, MSEK



Margin development

Operating margin before IAC by quarter and R12



Collection

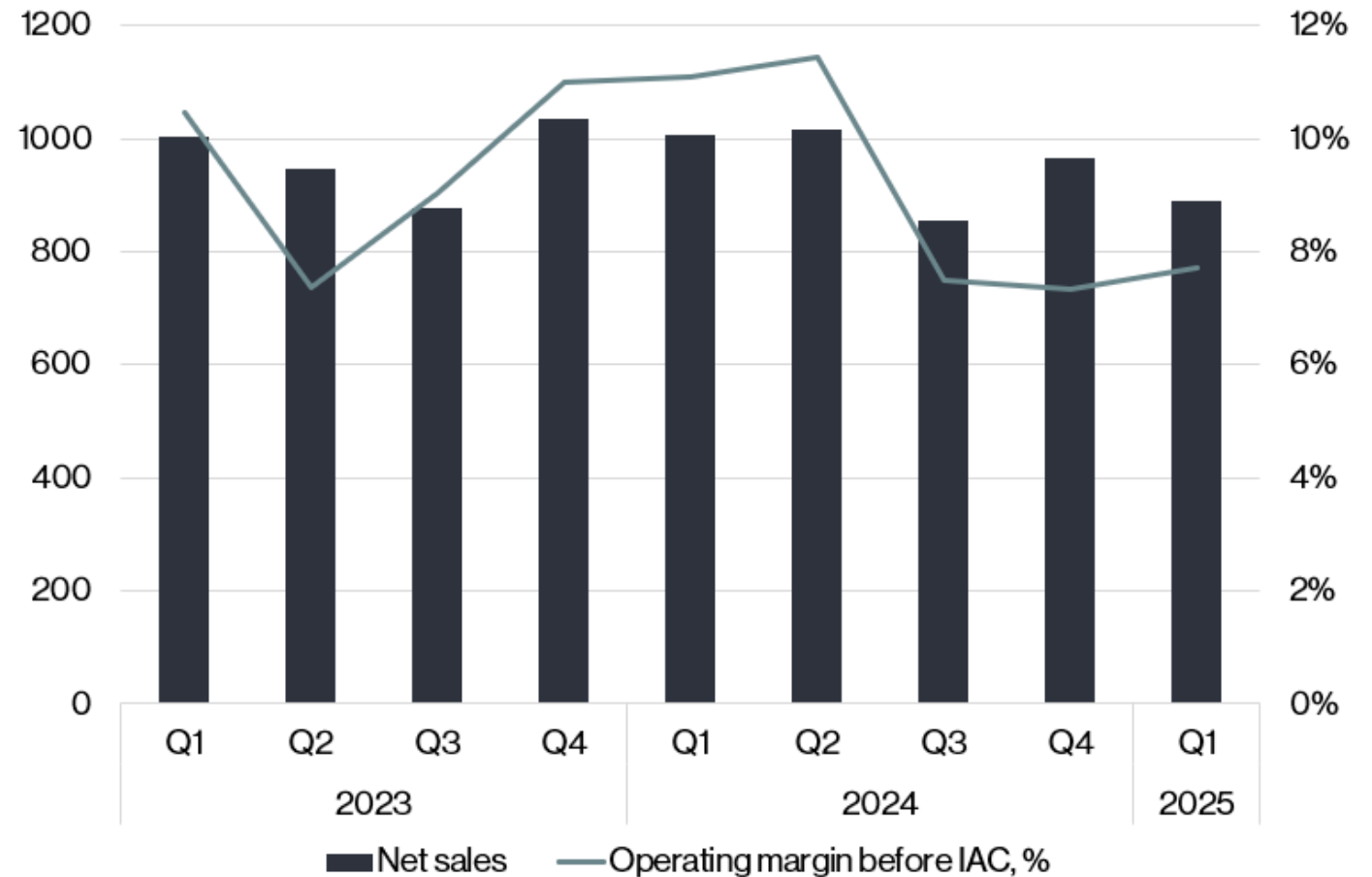
Financials Q1

- Order intake 1 022 (936) MSEK, organic +9,0%
- Net sales 889 (1 006) MSEK, organic –11,7%
- Operating margin before IAC 7,7% (11,1%)

Business update

- Record Q1 order intake, King Salman Park 123 MSEK
- Difficult first quarter trading result, but...
- Cost reductions will enhance the operating result from Q2
- 5.7% of Group net sales in the USA, all in Collection

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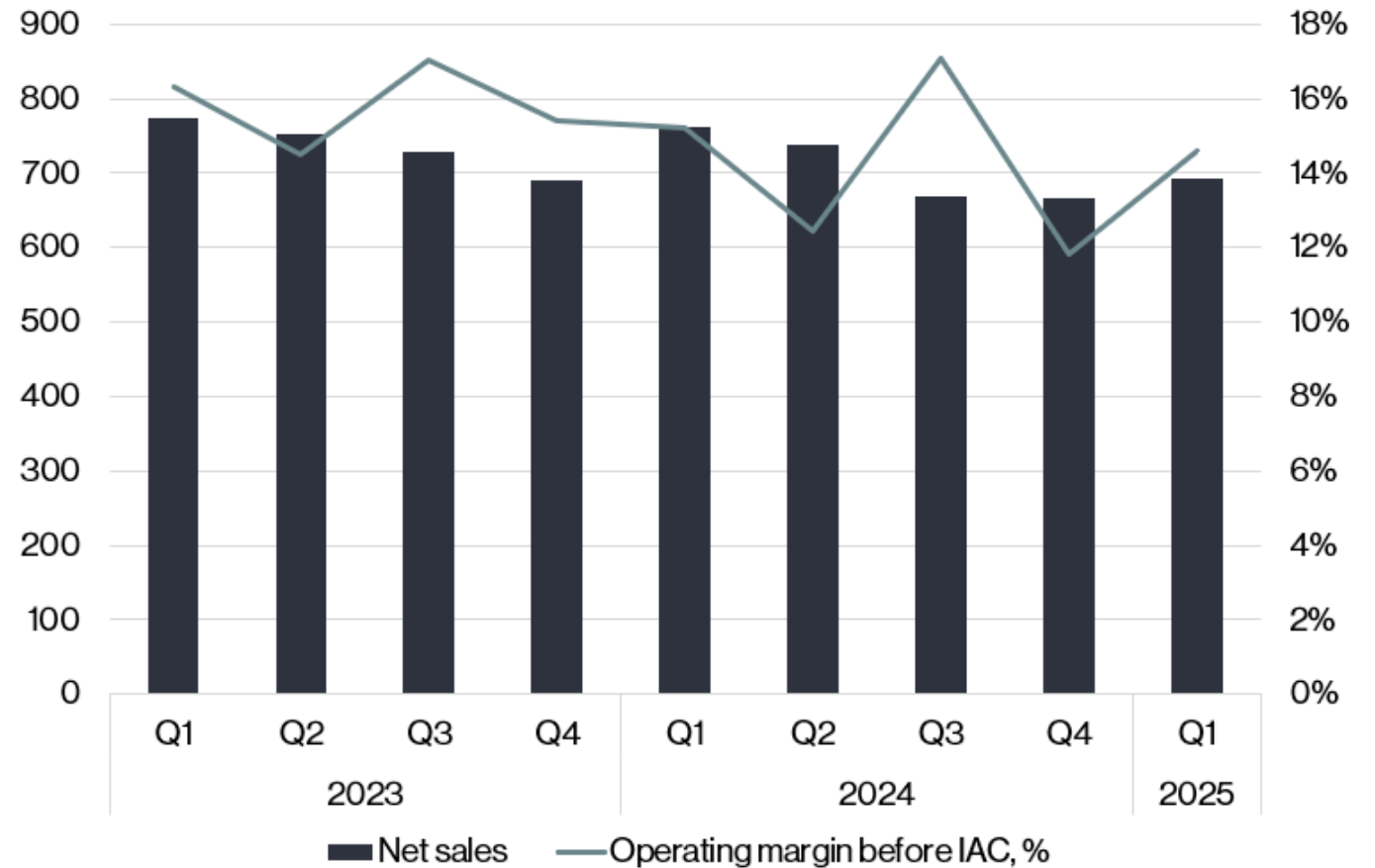
Premium

Financials Q1

- Order intake 726 (729) MSEK, organic –0,4%
- Net sales 694 (762) MSEK, organic –8,9%
- Operating margin before IAC 14,6% (15,2%)

Business update

- Order intake remains flat in a volatile market
- Continued healthy margins despite tough markets
- Further cost reductions expected from Q2 onwards



FAGERHULT



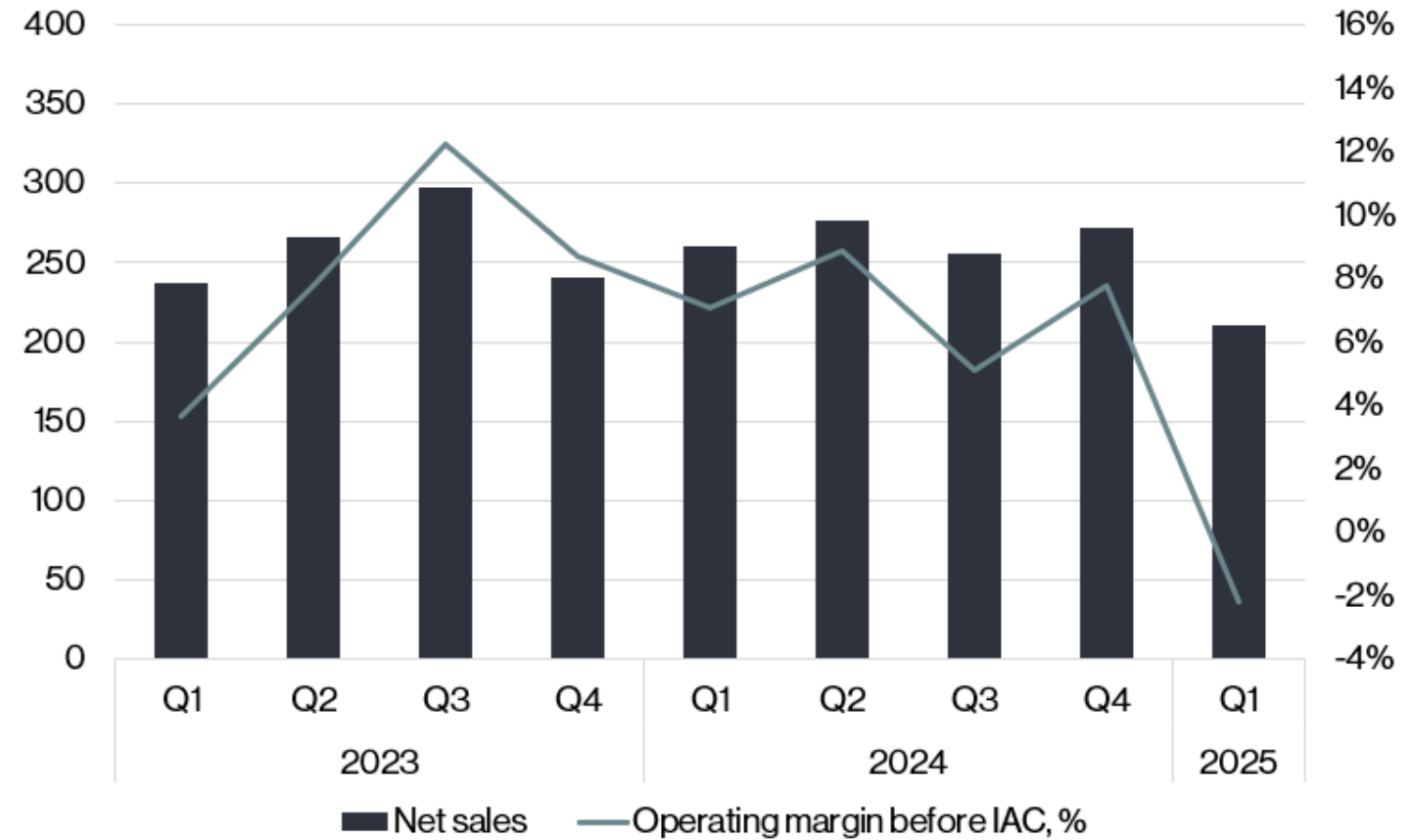
Professional

Financials Q1

- Order intake 275 (233) MSEK, organic +18,0%
- Net sales 210 (261) MSEK, organic –18,6%
- Operating margin before IAC –2,2% (7,1%)

Business update

- Order intake in Q4 and Q1 2025 has been very strong
- Significant increase in order backlog
- Cost reductions completed in all 3 businesses



ORLIGHT

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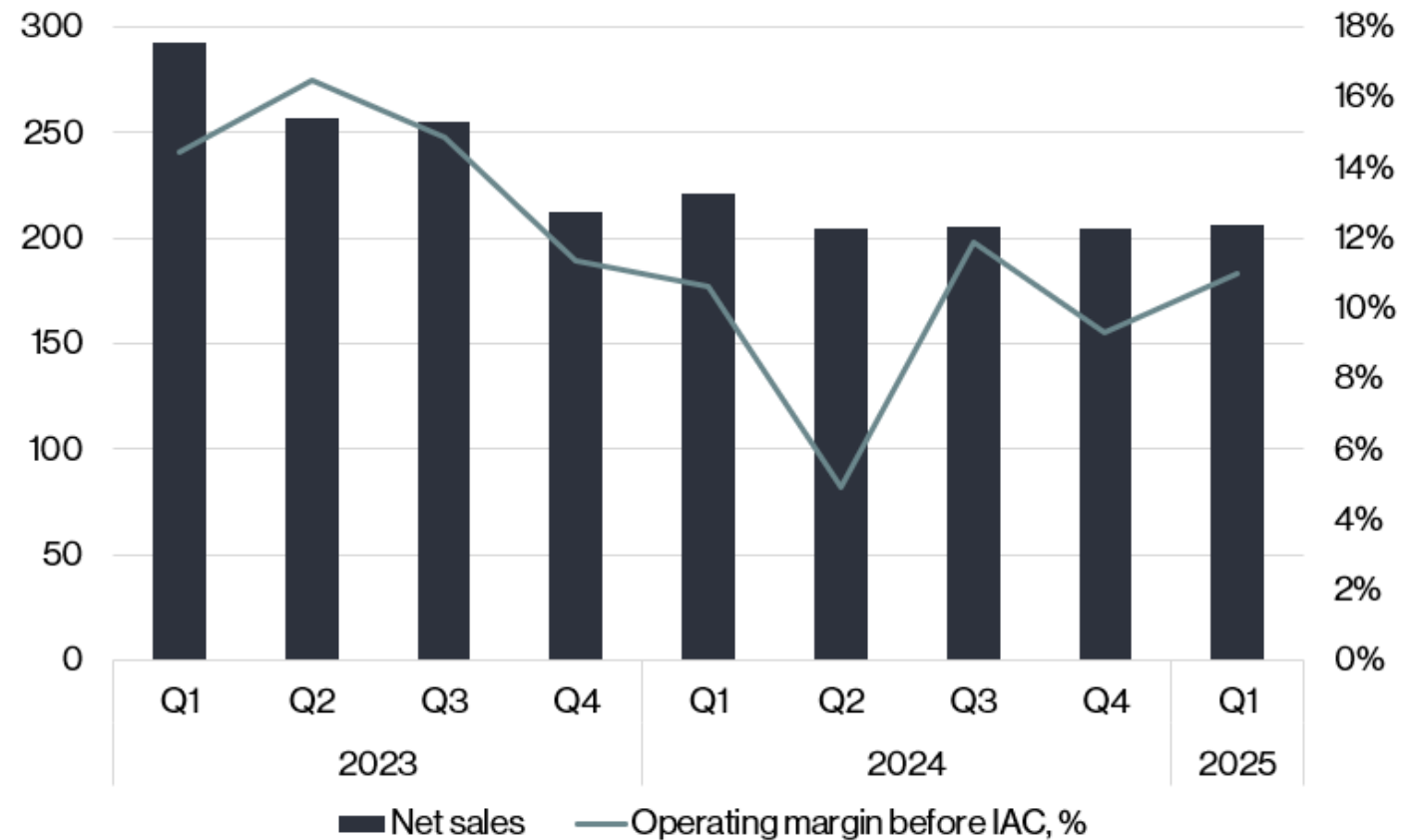
Infrastructure

Financials Q1

- Order intake 203 (204) MSEK, organic –0,5%
- Net sales 206 (222) MSEK, organic –7,0%
- Operating margin before IAC 11,0% (10,6%)

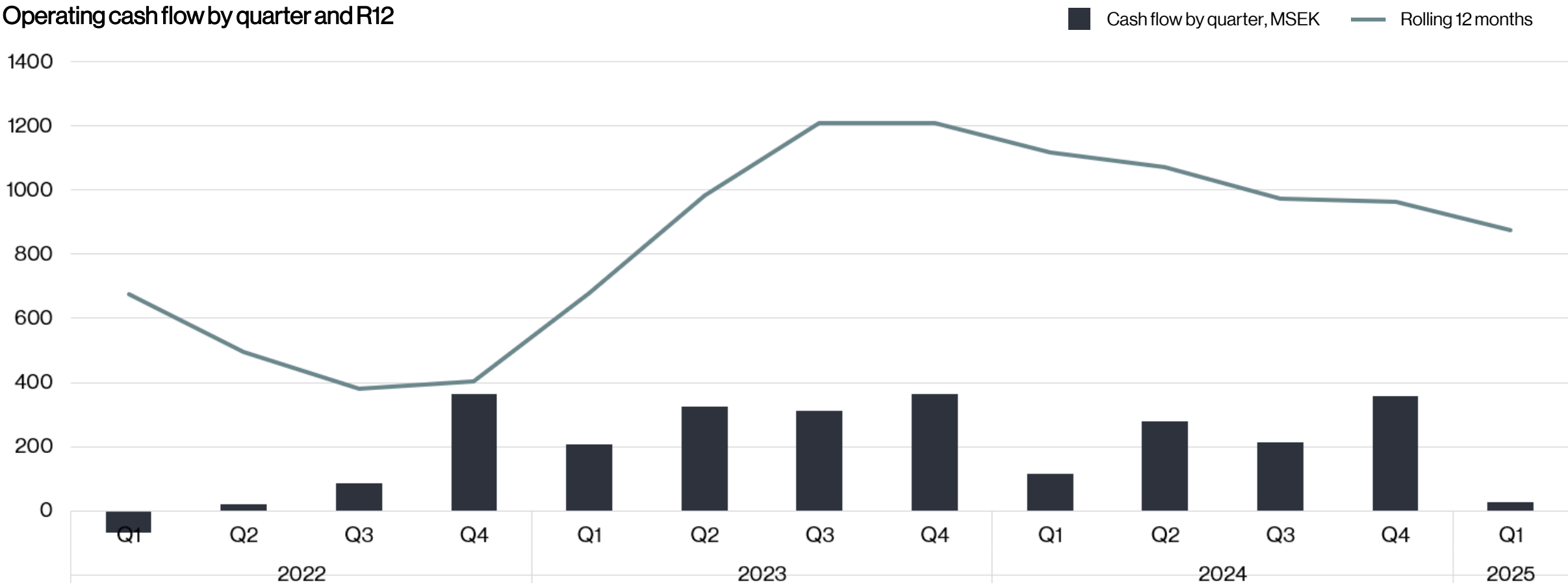
Business update

- Order backlog at a good level
- Veko cost base reduction in Q4 now benefitting the operating result
- Good order intake at both I-Valo and Designplan



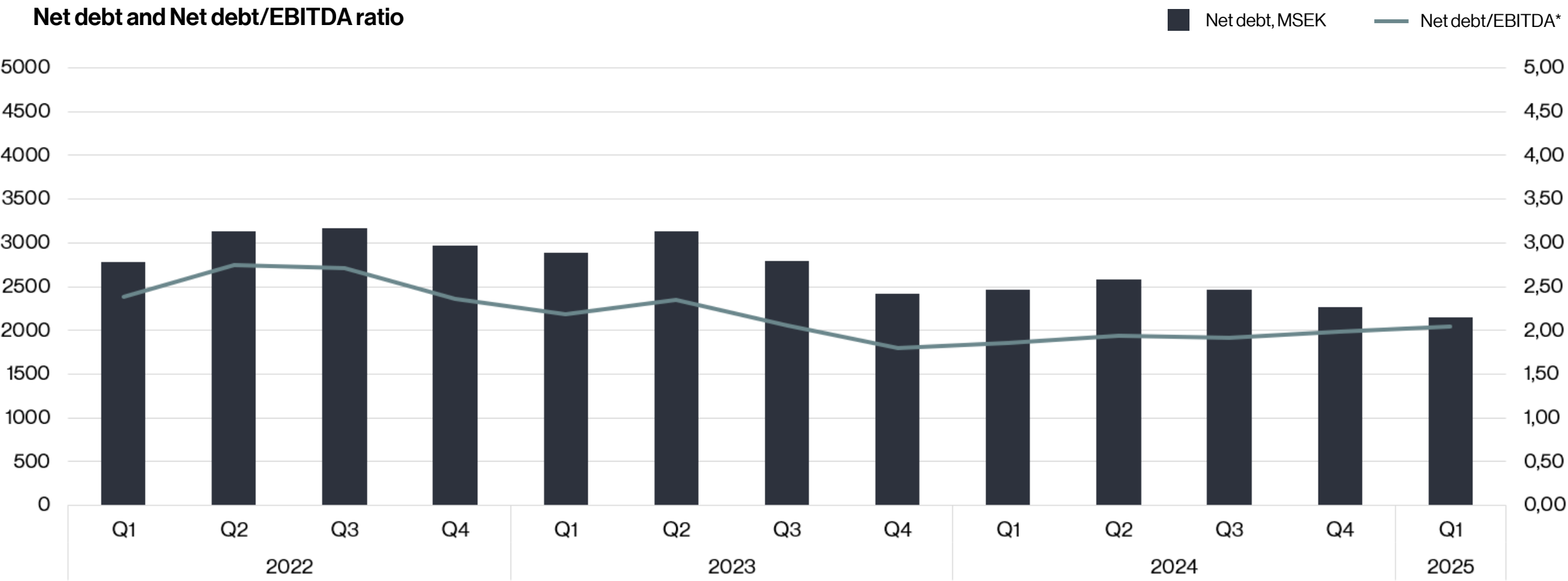
Cash flow

Operating cash flow by quarter and R12



Net debt development

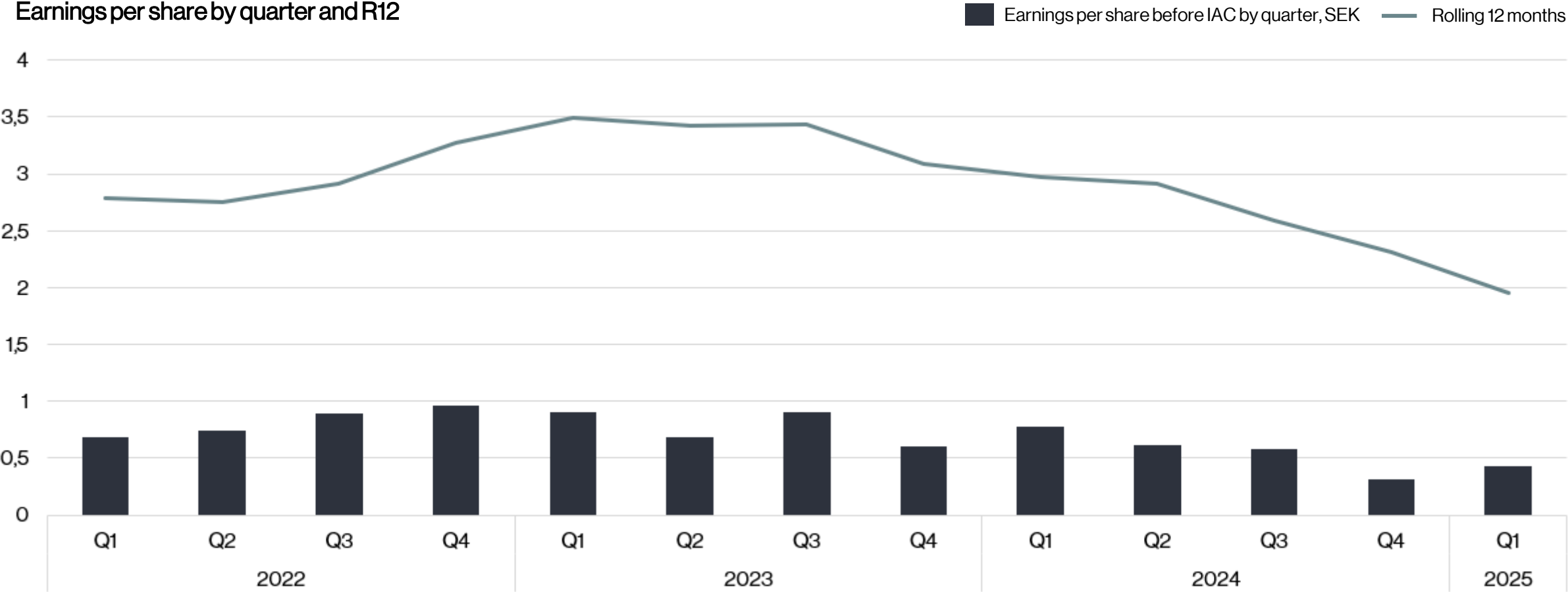
Net debt and Net debt/EBITDA ratio



*EBITDA adjusted for acquisitions/divestments on a proforma basis and excluding items affecting comparability

Earnings per share

Earnings per share by quarter and R12



Conclusions and recap

- We have delivered a positive order intake thanks to large orders
- Cost reductions have and are continuing to be made
- Global political situation is not good for new build investment decisions
- However, there are increasing positive signs in renovation
- We look forward to welcoming Trato TLV to the Group





Questions?