



Green Landscaping Group Year-end report 2020

17 February 2021



This is Green

- ▶ The largest Nordic landscaping provider
- ▶ 27 subsidiaries
- ▶ Decentralized structure
- ▶ Diversified contract portfolio with long contracts
- ▶ The leading consolidator of the Nordic landscaping market



Key financials – LTM

Net sales, million SEK

2 134

Order backlog, million SEK

4 434

EBITA, million SEK

101

EBITA margin, %

4.7

Number of employees

1 357

Acquired annual sales, million SEK

650

Q4 2020 Highlights

- ▶ Net sales growth by 29.4%
- ▶ Organic growth was -0.5 percent
 - ▶ Organic growth between comparable units amounted to 1.0 percent, adjusted for the discontinued operations of Svensk Markservice
- ▶ EBITA amounted to SEK 33.3 (15.1) million. An increase of 120.4 percent.
- ▶ The EBITA margin was 5.1 (3.0) percent.
- ▶ Cash flow from operating activities 100.5 million
- ▶ Net debt SEK 796.5 (690.3) million.
- ▶ Three companies were acquired during the quarter; Oveland Utemiljø, Bengtssons Trädgårdsanläggningar and Thormans Entreprenad

Key Financials Q4 2020

Net sales, million SEK

656.1

EBITA, million SEK

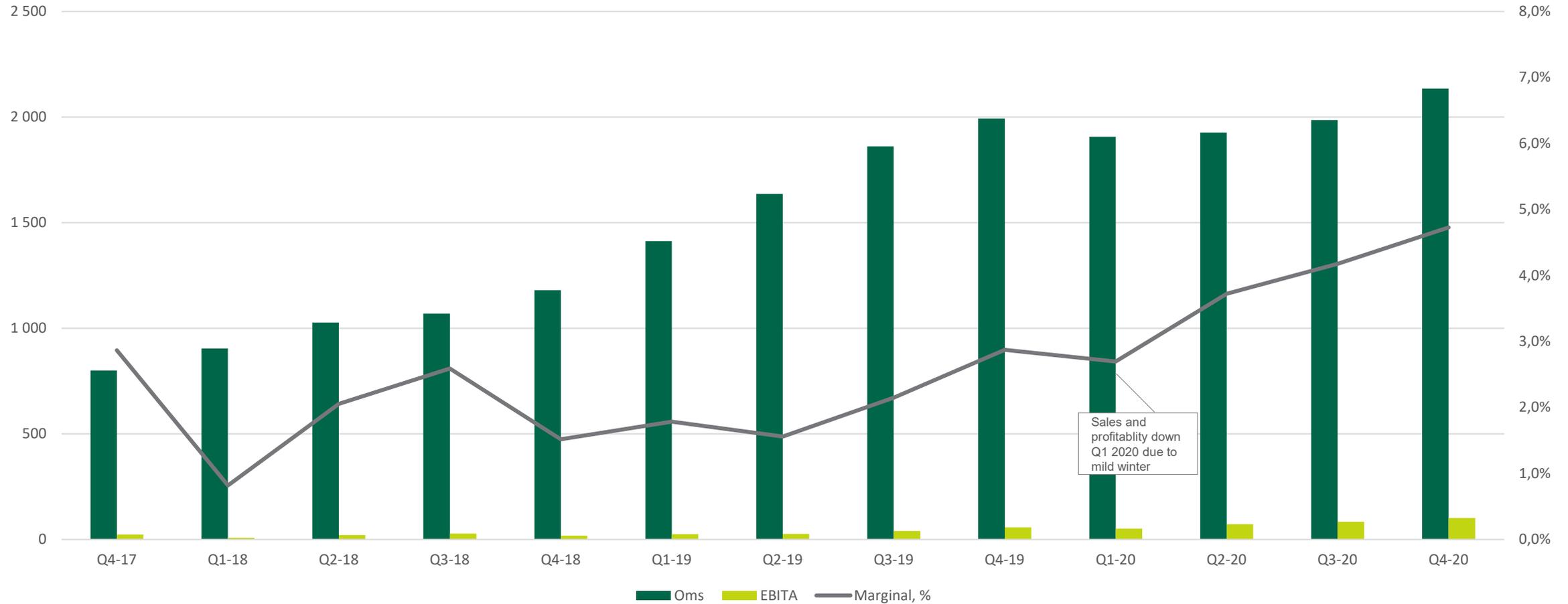
33.3

EBITA margin, %

5.1

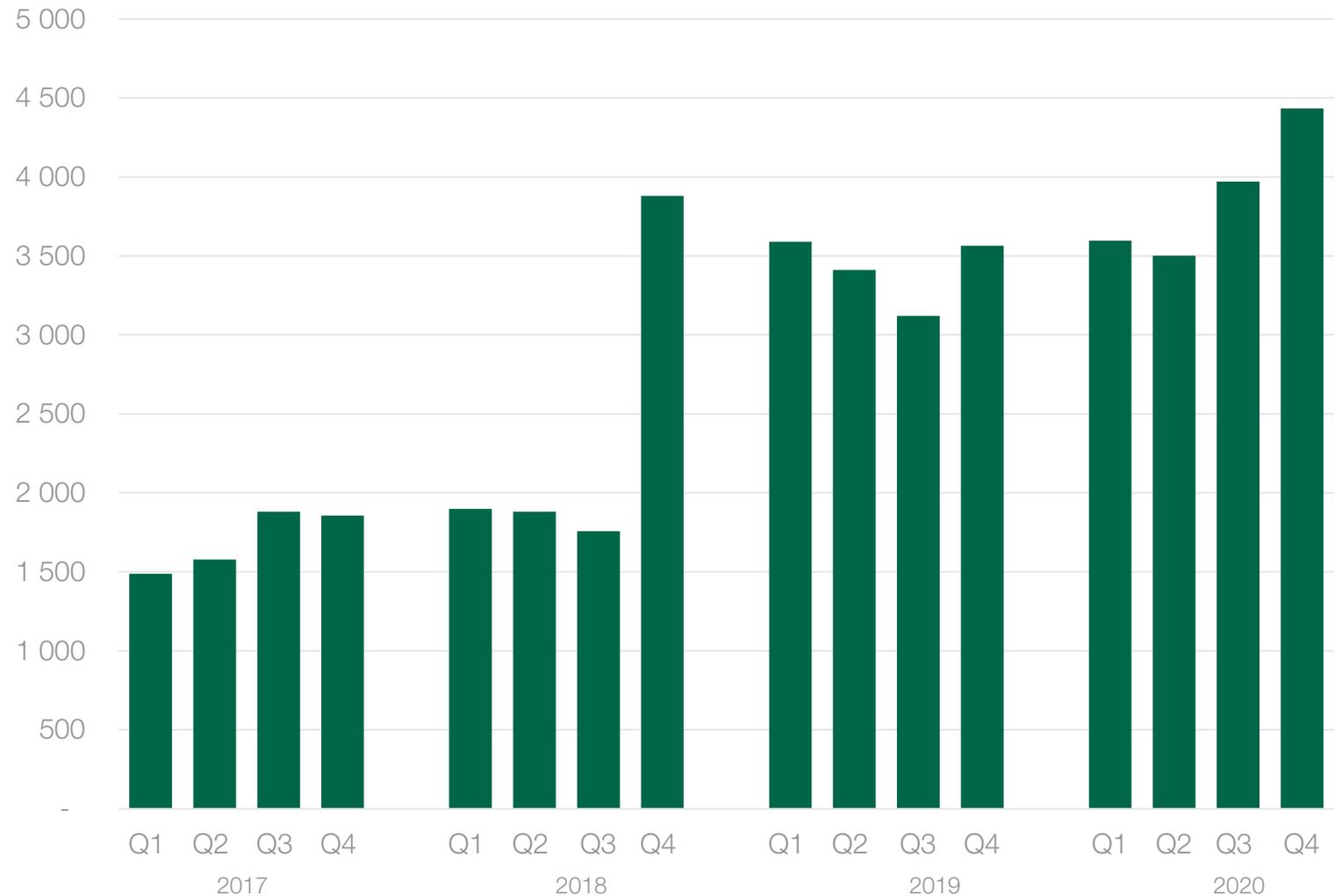
Positive development of revenue and margin

Revenue and EBITA, LTM 2017Q4-2020Q4



Order backlog of 4,4 SEK billion

- ▶ Growth of 24% compared with Q4 2019
- ▶ Volume increase compared to previous year primarily driven by acquisitions



Contracts won on the basis of quality; Green Östergötland and Thormans awarded 2 out of 3 areas

Green Östergötland and Thormans Entreprenad

- ▶ Ground maintenance and winter work in connection to Lejonfastigheter houses in Linköping municipality
- ▶ Tender process with great emphasis placed on added value and not just price
- ▶ In the tender evaluation both Green and Thormans received high points for their quality in terms of organization, customer satisfaction, long-term operations and systematic quality work
- ▶ Green Östergötland and Thormans received 161 and 154 out of 200 possible points with other bidders on an average of 89 points



Example of recent project; a larger construction work

JE Mark AB

- ▶ Stone laying of the entrances at Bonnierhuset and Bonniers Konsthall in Stockholm
- ▶ The paving stone is in rough-hewn granite and the pattern is based on the artist Jens Fänge's vision
- ▶ Customer Bonnier Real Estate



Example of recent project; construction of outdoor areas

GAST A/S

- ▶ Upgrade of 2 000 m² play areas at preschool
- ▶ Project has included a new system for handling surface water, new play equipment, with climbing frame, swing set, slide, dump swing, playhouse and bike path
- ▶ Project carried out without reduced opening hours, which has required a strict focus on interaction, logistics and progress
- ▶ Customer Oslo Municipality



Example of recent project; installation of mulm box and insect hotels

Jacksons Trädvård

- ▶ Under the Ravenwood brand, we have during the autumn placed a number of mulm boxes and insect hotels in Stockholm
- ▶ The mulm box is a wooden construction that is placed next to a tree trunk and is designed to mimic conditions in old hollow trees which are in short supply in our urban green areas
- ▶ The boxes are filled with mulm, bark and withered leaves for insects to thrive.
- ▶ The hexagon-shaped insect hotel in the picture is not only comfortable for small insects but the construction also serves as a seating bench for people



Healthy performance in four out of five segments

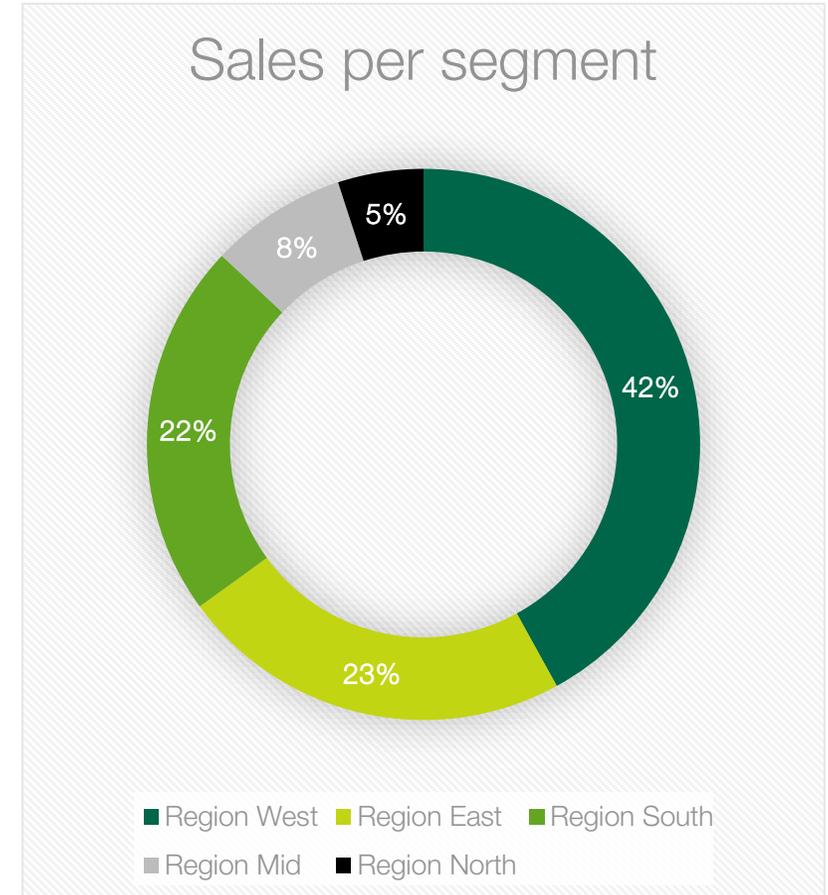
Q4

SEKm	Sales	EBITA	EBITA Margin, %
Region South	158	7.7	4.9%
Region West	311	19.3	6.2%
Region East	158	-0.8	-0.5%
Region Mid	51	6.8	13.6%
Region North	30	3.9	12.9%

YTD

Sales	EBITA	EBITA Margin, %
492	28.0	5.7%
943	76.4	8.1%
515	-13.1	-2.5%
177	8.2	4.6%
113	11.4	10.1%

Sales per segment



Financial position

- ▶ Net Debt / EBITDA PF 2.8X
 - ▶ Room for continued acquisitions
- ▶ Cash flow from operations after leasing payments of SEK 82 (0) million in quarter. Positive SEK 116 (11) million in 2020
- ▶ SEK 48 (2) million from WC this quarter which is positive
- ▶ Rights issue of SEK ~150 million in second quarter to be used for acquisitions
- ▶ SEK 364 (15) million used for acquisitions during 2020

Cash Flow Statement

mkr	okt-dec 2020	okt-dec 2019	jan-dec 2020	jan-dec 2019
Rörelseresultat	19,0	7,3	58,6	28,7
Återläggning avskrivningar	40,8	35,4	142,7	136,3
Rearesultat	-2,3	-2,2	-4,2	-5,0
Ovriga ej likviditetspåverkande poster	-3,1	-	-3,1	-
Erhållna räntor	0,0	0,1	0,1	0,2
Betalda räntor	-6,3	-4,9	-23,8	-19,4
Betalda inkomstskatt	4,7	-15,6	0,7	-11,2
Kassaflödet från den löpande verksamheten före förändringar av rörelsekapital	52,8	20,1	171,0	129,6
Forändring av varulager	2,8	2,9	2,0	-2,6
Forändring av fordringar	30,3	-0,1	4,7	15,5
Forändring av kortfristiga skulder	14,6	-1,0	15,2	-44,2
Kassaflöde från den löpande verksamheten	100,5	21,9	192,9	98,3
Rörelseförvärv	-161,9	-	-364,4	-15,2
Förvärv av materiella anläggningstillgångar	-43,9	-10,7	-58,7	-24,6
Förvärv av immateriella anläggningstillgångar	-1,4	-5,2	-7,3	-6,8
Försäljning av anläggningstillgångar	6,5	3,0	10,1	8,6
Kassaflöde från investeringsverksamheten	-200,7	-12,9	-420,3	-38,0
Nyemission	0,2	-	148,6	-
Upptagna lån	143,0	7,4	367,6	27,8
Nettoförändring checkräkningskredit	4,5	17,8	-14,7	1,7
Amortering av lån	-13,5	-14,1	-147,0	-55,0
Amortering av leasingkulda	-18,3	-22,1	-76,7	-87,0
Återköp av egna aktier	-	-2,5	-1,0	-2,5
Optioner	-	-	1,6	2,9
Kassaflöde från finansieringsverksamheten	115,9	-13,5	278,4	-112,1
Periodens kassaflöde	15,7	-4,5	51,0	-51,8
Likvida medel vid periodens början	79,7	49,0	44,5	96,3
Omräkningsdifferens i likvida medel	0,1	0,0	0,0	0,0
Likvida medel vid periodens slut	95,5	44,5	95,5	44,5

We have made seven acquisitions totaling c. SEK 650 million in revenue (annual sales) this year

Acquisition	Segment	Estimated yearly sales (SEKm)	Acquired
GAST Entreprenør AS	Norway	95	Q1
Park i Syd AB	Sweden, region south	45	Q1
TH Anlegg AS	Norway	35	Q2
Hadeland Maskindrift AS	Norway	240	Q3
Bengtssons Trädgårdsanläggningar AB	Sweden, region south	90	Q4
Oveland Utemiljø AS	Norway	50	Q4
Thormans Entreprenad AB	Sweden, region west	120	Q4
TOTAL		c. 650	

Acquired companies in Q4 2020



Bengtssons Trädgårdsanläggningar

- ▶ Founded in 1985
- ▶ Company with strong company culture and high customer satisfaction
- ▶ Focus on landscaping in the Malmö region
- ▶ Delivers mainly to municipalities and housing companies
- ▶ High efficiency underpins high margins
- ▶ Annual sales SEK 90 million
- ▶ 30 employees

Acquired companies in Q4 2020



Oveland Utemiljø

- ▶ Founded in 2002
- ▶ Developed from being a small player in landscaping to being a well-established company
- ▶ Offer services within landscaping, especially stone walls, and ground maintenance
- ▶ Annual sales NOK 50 million
- ▶ 50 employees

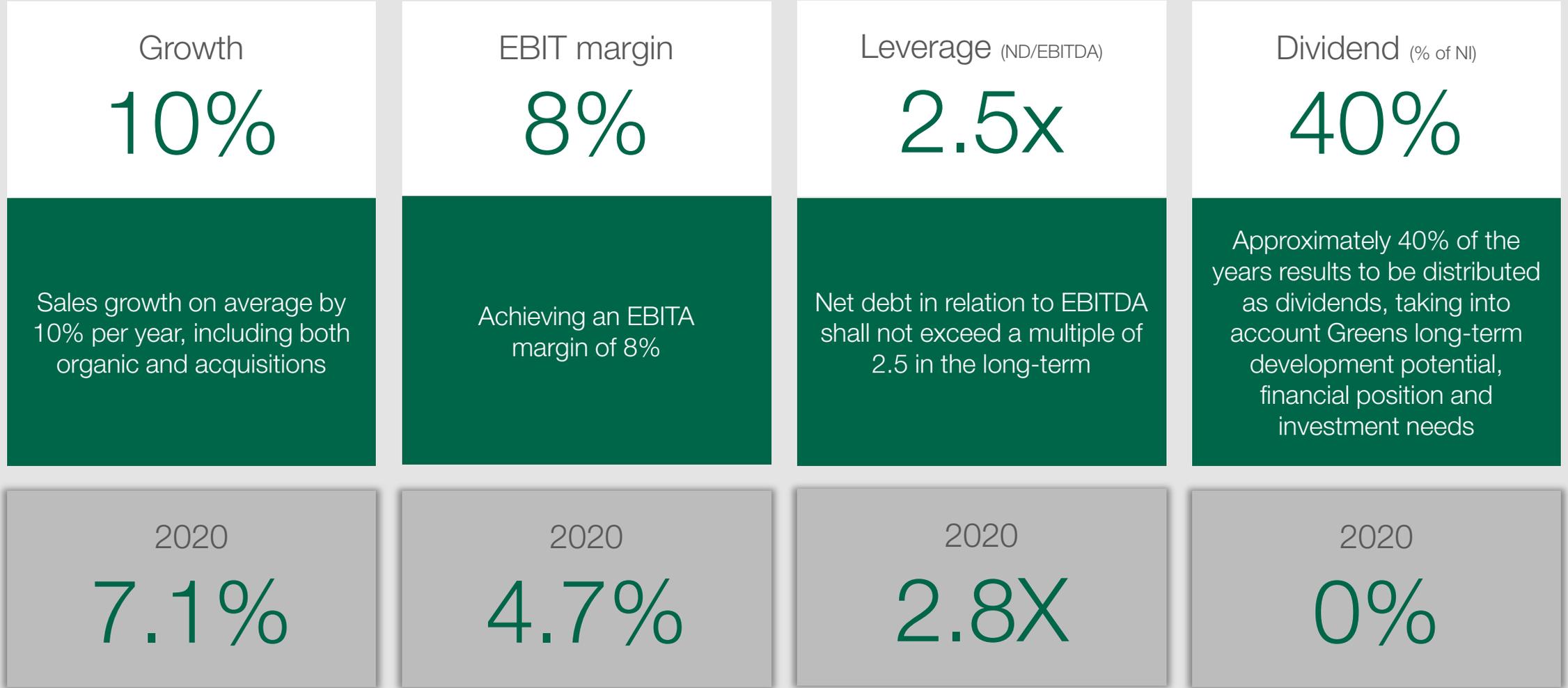
Acquired companies in Q4 2020



Thormans Entreprenad

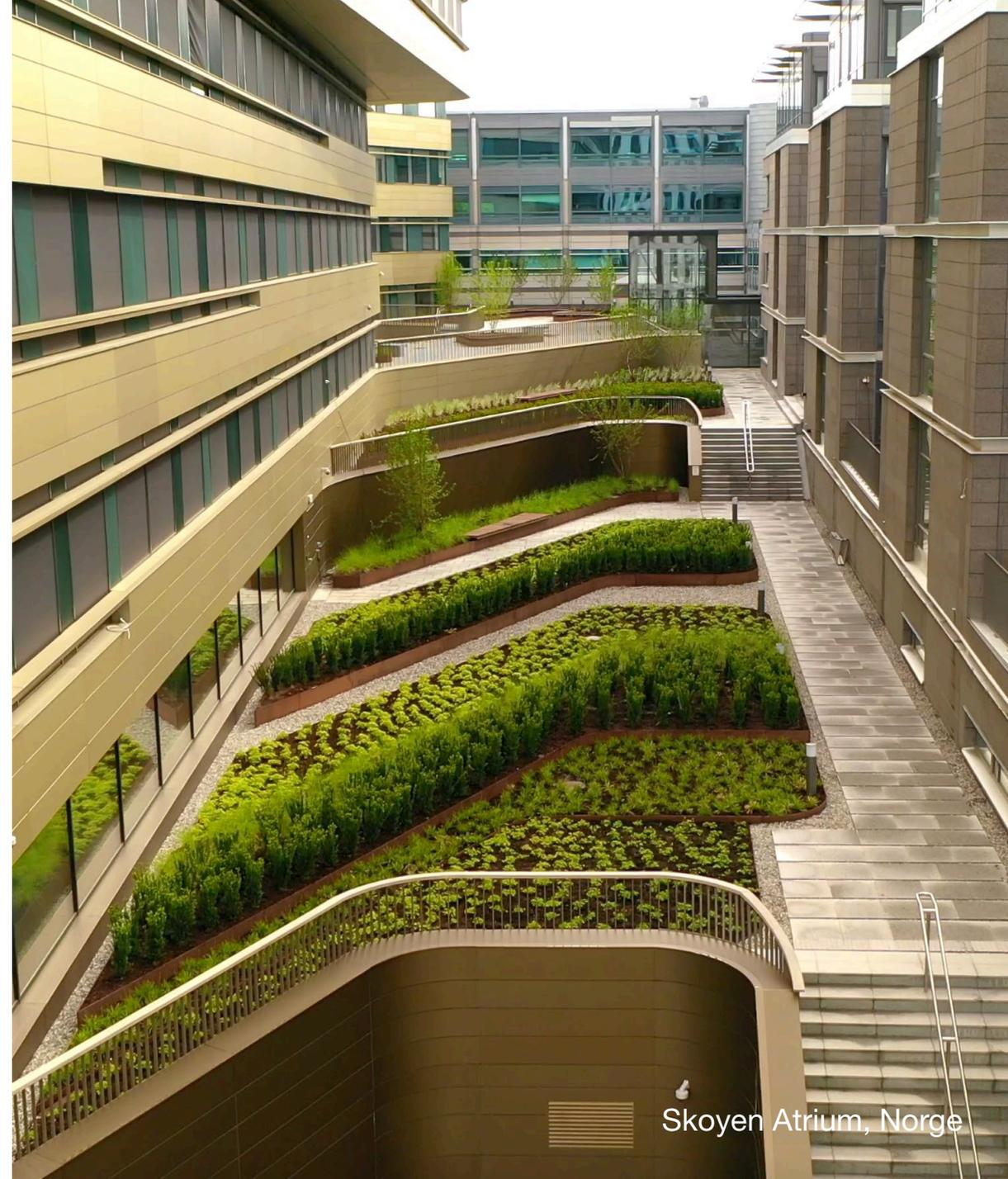
- ▶ Founded in 2003
- ▶ Well-known company in the industry and has over the years succeeded with impressive growth
- ▶ Offers a number of services within ground maintenance and landscaping with a geographical emphasis on Östergötland
- ▶ Focus on improving efficiency and margins going forward
- ▶ Annual sales of SEK 120 million
- ▶ 100 employees

Financial targets



Summary

- ▶ A quarter with strong growth, significant margin improvement and three acquisitions
- ▶ Revenue growth of 29.4%
- ▶ EBITA-margin improved by 2.1 ppc, to 5.1%
- ▶ Seven acquisitions completed year-to-date



Green



landscaping group