

Beijer Ref AB

Q3-2023

English version

BEIJER REF

Beijer Ref AB

Q3-2023

Third quarter

- Net sales increased by 42.0 per cent to SEK 8,491 million (5,979). Organic sales fell by -4.4 per cent in the quarter compared to the previous year. Acquisition effects amounted to 39.5 per cent and currency effects were 6.9 per cent.
- EBITA amounted to SEK 959 million (622), which is an increase of 54 per cent over the same period the previous year. The EBITA margin amounted to 11.3 per cent, marking a 90-basis point increase compared to the same period previous year (10.4 per cent).
- Operating cash flow was positive and amounted to SEK 1,084 million (307) during the quarter. Goods in stock and accounts receivable decreased during the quarter by SEK 525 million and SEK 717 million respectively. Efforts to reduce inventory had a negative impact of SEK 848 million on accounts payable and cash flow.
- The period's result amounted to SEK 567 million (430), which is an increase of 32 per cent.
- Profit per share before and after dilution amounted to SEK 1.10 (1.02), which is an increase of 8 per cent.
- In the quarter, Beijer Ref signed an agreement to acquire the assets of AMSCO Supply, a North American HVAC distributor. This acquisition is a strategic part of Beijer Ref's expansion plans in the US.
- During the quarter, Beijer Ref signed an agreement to acquire the business of DS Maref and thereby established itself on the South Korean market.

| Key figures, SEK M | Q3-23 | Q3-22 | Δ% | 9M 23 | 9M 22 | Δ% | R12 | 12M 22 |
|--|-------|-------|------|--------|--------|------|--------|--------|
| Net sales | 8 491 | 5 979 | 42.0 | 24 522 | 16 820 | 45.8 | 30 341 | 22 638 |
| Organic sales, % | -4.4 | 18.6 | | 3.2 | 15.9 | | | 16.4 |
| EBITA excluding items affecting comparability | 959 | 622 | 54.3 | 2 677 | 1 647 | 62.6 | 3 247 | 2 217 |
| EBITA margin excluding items affecting comparability, % | 11.3 | 10.4 | | 10.9 | 9.8 | | 10.7 | 9.8 |
| Items affecting comparability | - | - | | - | - | | -245 | -245 |
| EBITA | 959 | 622 | 54.3 | 2 677 | 1 647 | 62.6 | 3 002 | 1 971 |
| Operating profit excluding items affecting comparability (EBIT) | 912 | 607 | 50.3 | 2 548 | 1 602 | 59.0 | 3 091 | 2 145 |
| Profit margin excluding items affecting comparability, % | 10.7 | 10.1 | | 10.4 | 9.5 | | 10.2 | 9.5 |
| Operating profit (EBIT) | 912 | 607 | 50.3 | 2 548 | 1 602 | 59.0 | 2 846 | 1 900 |
| Net profit | 567 | 430 | 31.9 | 1 633 | 1 115 | 46.5 | 1 784 | 1 266 |
| Profit per share after dilution, SEK ¹ | | | | | | | | |
| Excluding items affecting comparability ² | 1.10 | 1.02 | 8.0 | 3.60 | 2.66 | 35.4 | 4.51 | 3.54 |
| Including items affecting comparability | 1.10 | 1.02 | 8.0 | 3.37 | 2.66 | 26.8 | 3.80 | 3.00 |
| Operating cash flow | 1 084 | 307 | | 679 | -457 | | 1 312 | 176 |
| Return on operating capital, excluding items affecting comparability, (R12), % | - | - | | - | - | | 11.4 | 16.2 |
| Return on equity (R12), % | - | - | | - | - | | 10.0 | 20.4 |

The total amount in tables and statements might not always sum-up as there are rounding differences. The aim is to have each line item corresponding to the source and it might therefore be rounding differences in the total.

¹ Comparative figures are recalculated as a result of the rights issue that was completed in March 2023.

² The measure has been adjusted for items affecting comparability regarding transaction costs, financial costs and tax related to the acquisition of Heritage Distribution.

CEO comments

Good profitability and a strong cash flow

Compared with the same period last year, total sales increased by 42 per cent. Operating profit (EBITA) amounted to SEK 959 million, which is an increase of 54 per cent over the same period last year. Operating margin (EBITA margin) was 11.3 per cent, marking a 90-basis point increase compared to the same period previous year (10.4 per cent).

Given the high comparison figures (19 per cent), as well as one fewer sales day, underlying organic sales were slightly negative. However, we noted good margins and a strong cash flow.

Organic sales were -4 per cent, mainly due to a negative impact from the HVAC segment, which in the quarter was down by 11 per cent. HVAC's negative organic growth is mainly attributable to the fact that the segment had high comparative figures. The organic growth of the HVAC segment amounted to 26 per cent in the corresponding period of the previous year. OEM and commercial and industrial refrigeration showed positive growth during the quarter.

The high comparison figures in HVAC will continue to affect us in the fourth quarter (29 per cent Q4 2022) and first quarter (17 per cent Q1 2023) of 2024. The strong sales growth in these quarters were greatly influenced by the energy situation in Europe. By the end of the first quarter in 2024, the high comparative numbers will begin to be normalized.

The trend in the USA was good and showed better sales compared to the second quarter.

Operating cash flow for the quarter was strong and amounted to SEK 1,084 million – the highest ever in a quarter, driven primarily by previously communicated stock reductions. This positive trend will continue in the fourth quarter. The EBITA margin continued its favourable development and amounted to 11.3 per cent, compared with 10.4 per cent in the same period last year.

During the quarter, we welcomed two new companies to the group: DS Maref and AMSCO Supply. DS Maref, headquartered in Seoul (South Korea), is in a new and exciting market for Beijer Ref, where we have identified a variety of growth opportunities. AMSCO Supply, which is headquartered in Tulsa, Oklahoma (USA), has over 45 years of experience in HVAC and has extensive expertise that brings valuable synergies to our existing platform in the USA. Both acquisitions are in line with Beijer Ref's overall strategy and complement our existing offering. Going forward, we continue to see a strong acquisition pipeline in all of our regions.

I would also like to take this opportunity to highlight two of our subsidiaries in OEM, SCM Frigo and Fenagy. SCM Frigo, with

its expertise in CO₂-based refrigeration technology, introduced an innovative series of transcritical CO₂ products during the quarter. These are specially suited to larger installations and warmer climates. I would also like to congratulate Fenagy, which marks yet another milestone in its journey with the largest heat pump order to date. The heat pump installation, consisting of five H2600 models, will play a key role in the decarbonisation of the district heating system in Haderslev (Denmark). The expected revenue for an order of this magnitude is approximately SEK 90 million.

A big thank you to all our dedicated and committed employees who together contribute to creating value and sustainable growth for all stakeholders. We continue to have a strong position and are well equipped to navigate any fluctuations and unforeseen events.

Christopher Norbye
CEO



Third quarter 2023

42%
Sales increase

-4%
Organic growth

54%
EBITA-increase

8%
Increase
result/share

| Financial overview, SEK M | Q3-23 | Q3-22 | Δ% | 9M 23 | 9M 22 | Δ% | R12 | 12M 22 |
|---|-------|-------|------|--------|--------|------|--------|--------|
| Net sales | 8 491 | 5 979 | 42.0 | 24 522 | 16 820 | 45.8 | 30 341 | 22 638 |
| Organic change, % | -4.4 | 18.6 | | 3.2 | 15.9 | | | 16.4 |
| Change through acquisition ¹ , % | 39.5 | 12.0 | | 36.1 | 11.3 | | | 10.7 |
| Exchange rate fluctuation, % | 6.9 | 7.1 | | 6.5 | 6.0 | | | 6.8 |
| Change total, % | 42.0 | 37.7 | | 45.8 | 33.1 | | | 33.9 |
| EBITA excluding items affecting comparability | 959 | 622 | 54.3 | 2 677 | 1 647 | 62.6 | 3 247 | 2 217 |
| EBITA margin excluding items affecting comparability, % | 11.3 | 10.4 | | 10.9 | 9.8 | | 10.7 | 9.8 |
| Items affecting comparability | - | - | | - | - | | -245 | -245 |
| EBITA | 959 | 622 | 54.3 | 2 677 | 1 647 | 62.6 | 3 002 | 1 971 |
| Operating profit excluding items affecting comparability (EBIT) | 912 | 607 | 50.3 | 2 548 | 1 602 | 59.0 | 3 091 | 2 145 |
| Profit margin excluding items affecting comparability, % | 10.7 | 10.1 | | 10.4 | 9.5 | | 10.2 | 9.5 |
| Operating profit (EBIT) | 912 | 607 | 50.3 | 2 548 | 1 602 | 59.0 | 2 846 | 1 900 |
| Net financial income/expense, excluding items affecting comparability | -158 | -40 | | -321 | -119 | | -381 | -179 |
| Net financial income/expense, items affecting comparability | - | - | | -138 | - | | -138 | - |
| Net financial income/expense | -158 | -40 | | -458 | -119 | | -518 | -179 |
| Tax | -186 | -137 | | -457 | -369 | | -543 | -456 |
| Net profit | 567 | 430 | 31.9 | 1 633 | 1 115 | 46.5 | 1 784 | 1 266 |
| Profit per share after dilution, SEK ² | | | | | | | | |
| Excluding items affecting comparability ³ | 1.10 | 1.02 | 8.0 | 3.60 | 2.66 | 35.4 | 4.51 | 3.54 |
| Including items affecting comparability | 1.10 | 1.02 | 8.0 | 3.37 | 2.66 | 26.8 | 3.80 | 3.00 |

¹ Acquisition effect is calculated 12 months after the date of takeover. For more information regarding Beijer Ref's acquisitions, please see acquisition table on p. 17.

² Comparative figures are recalculated as a result of the rights issue that was completed in March 2023.

³ The measure has been adjusted for items affecting comparability regarding transaction costs, financial costs and tax related to the acquisition of Heritage Distribution.

Net sales

Net sales increased by 42.0 per cent to SEK 8,491 million (5,979). Organic sales fell -4.4 per cent in the quarter compared to the previous year. Acquisition effects amounted to 39.5 per cent and currency effects were 6.9 per cent.

The EMEA and APAC regions reported growth of 8 per cent and 21 per cent respectively in the quarter. The trend in North America was good and showed better sales compared to the second quarter.

HVAC reported negative organic growth in the quarter of -11 per cent, impacted by high comparative figures and one less sales day compared to the same quarter last year. OEM reported organic growth of 3 per cent, impacted by a weak market in APAC (mainly in China). Commercial and industrial refrigeration reported stable organic growth of 3 per cent in the quarter, in spite of one fewer sales day compared to the same quarter last year.

Profit

The group's EBITA totalled SEK 959 million (622) during the third quarter, which is an increase of 54 per cent. Positive exchange rate effects of SEK 57 million (21) are included in EBITA. The EBITA margin amounted to 11.3 per cent (10.4).

Net financial items amounted to SEK -158 million (-40), impacted by higher debt and interest rates, as well as by a higher interest load from IFRS 16, which partly comes from acquired operations. Net financial items were also affected by unrealised exchange rate differences of SEK -41 million. The tax rate in the quarter was 25 per cent (24).

Profit before tax was SEK 753 million (567). Profit for the period totalled SEK 567 million (430). Profit per share before and after dilution amounted to SEK 1.10 (1.02), which is an increase of 8 per cent.

| Operating cash flow and Net debt, SEK M | Q3-23 | Q3-22 | 9M 23 | 9M 22 | R12 | 12M 22 |
|---|--------------|------------|--------------|--------------|--------------|--------------|
| Operating profit excl. items affecting comparability (EBIT) | 912 | 607 | 2 548 | 1 602 | 3 091 | 2 145 |
| Depreciation/write-downs on tangible assets | 179 | 126 | 513 | 366 | 647 | 500 |
| Amortisation/write-downs on intangible assets | 47 | 15 | 129 | 45 | 156 | 72 |
| EBITDA excluding items affecting comparability | 1 138 | 747 | 3 190 | 2 012 | 3 895 | 2 717 |
| Changes in working capital | 167 | -314 | -1 923 | -2 080 | -1 813 | -1 970 |
| Investments in tangible fixed assets | -90 | -35 | -227 | -127 | -295 | -195 |
| Payments related to amortisation of lease liabilities | -125 | -98 | -360 | -283 | -463 | -386 |
| Non-cash generated items | -6 | 7 | 0 | 20 | -10 | 10 |
| Operating cash flow | 1 084 | 307 | 679 | -457 | 1 312 | 176 |
| Net debt | | | 8 941 | 6 413 | | 7 204 |
| Of which: | | | | | | |
| Pension debt | | | 115 | 169 | | 110 |
| Leasing liabilities, according to IFRS 16 | | | 2 312 | 1 492 | | 1 814 |
| Net debt excluding pension and leasing liabilities | | | 6 514 | 4 752 | | 5 280 |
| Authorised credit limit | | | 11 000 | 9 346 | | 22 620 |
| Of which remains to be utilised | | | 2 235 | 2 981 | | 16 930 |
| Net debt/EBITDA | | | 2.45 | 2.61 | | 2.92 |
| Net debt/EBITDA excluding items affecting comparability | | | 2.30 | 2.61 | | 2.65 |
| Net debt/EBITDA excl leasing liabilities, pension liability and items affecting comparability | | | 1.94 | 2.31 | | 2.30 |

Cash flow and net liabilities

Operating cash flow was positive and amounted to SEK 1,084 million (307) during the quarter. Goods in stock and accounts receivable decreased during the quarter by SEK 525 million and SEK 717 million respectively. Efforts to reduce goods in stock had a negative impact of SEK 848 million on accounts payable and cash flow.

Net liabilities at the end of the quarter amounted to SEK 8,941 million (6,413). The increase over the previous year is due to a higher tie-up of working capital and acquisition activities. Net liabilities in relation to EBITDA amounted to 2.45 (2.61). Excluding lease liabilities (IFRS 16) and pension, financial liabilities amount to SEK 6,514 million (4,752). Adjusted net liabilities in relation to adjusted EBITDA amounted to 1.94 (2.31).

At the end of the period, the company had credit facilities amounting to SEK 11,000 million (9,346), of which unutilised credits amounted to SEK 2,235 million (2,981).

January – September 2023

Organic sales increased by 3.2 per cent in the first nine months of the year compared with the same period the previous year. Acquisition effects amounted to 36.1 per cent and currency effects were 6.5 per cent. Net sales increased by a total of 45.8 per cent to SEK 24,522 million (16,820).

The group's EBITA totalled SEK 2,677 million (1,647) during the first nine months of the year, which is an increase of 62.6 per cent. Positive exchange rate effects of SEK 126 million (54) are included in EBITA. The EBITA margin amounted to 10.9 per cent (9.8).

Net financial income and expenses amounted to SEK -458 million (-119), affected by non-recurring costs related to temporary financing of SEK 138 million for the acquisition of the North American operation Heritage. Profit after tax for the group was SEK 1,633 million (1,115). Profit per share for the group before and after dilution, excluding items affecting comparability, amounted to SEK 3.60 (2.66). Profit per share before and after dilution amounted to SEK 3.37 (2.66). Operating cash flow amounted to SEK 679 million (-457).

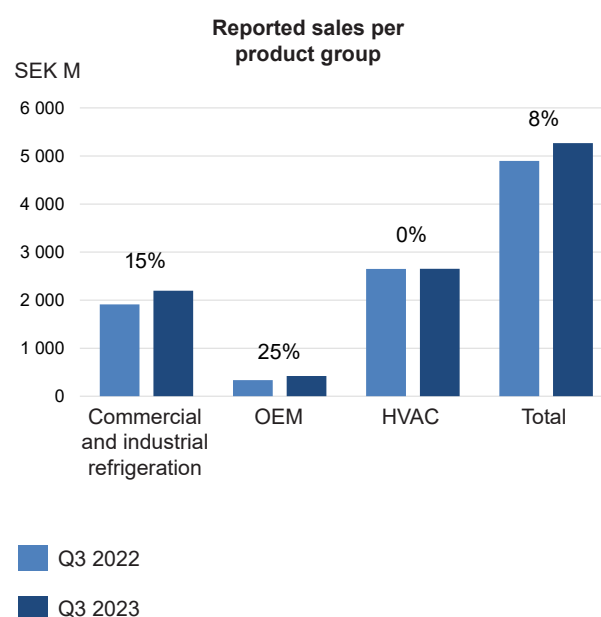
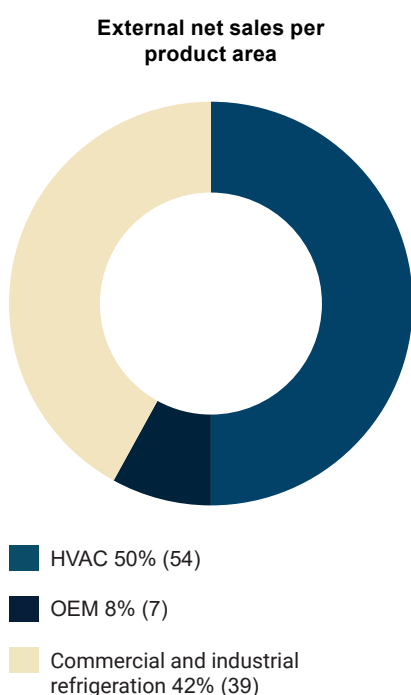
Operating segment EMEA

| SEK M | Q3-23 | Q3-22 | Δ% | 9M 23 | 9M 22 | Δ% | R12 | 12M 22 |
|---------------------------------------|-------|-------|-----|--------|--------|------|--------|--------|
| Net sales | 5 268 | 4 897 | 7.6 | 15 691 | 13 740 | 14.2 | 20 183 | 18 232 |
| Of which exchange rate fluctuation, % | 8.5 | 5.5 | | 7.5 | 5.2 | | | 6.1 |
| EBITA | 635 | 588 | 7.9 | 1 822 | 1 511 | 20.6 | 2 302 | 1 991 |
| EBITA margin, % | 12.0 | 12.0 | | 11.6 | 11.0 | | 11.4 | 10.9 |
| EBIT | 619 | 576 | 7.3 | 1 778 | 1 475 | 20.5 | 2 235 | 1 932 |
| EBIT, % | 11.7 | 11.8 | | 11.3 | 10.7 | | 11.1 | 10.6 |

Sales increased by 8 per cent in the quarter compared to the same period last year, of which currency effects contributed 8 per cent. OEM and commercial and industrial refrigeration reported growth about 25 per cent and 15 per cent respectively. Within OEM it is primarily heat pumps, which are based on the natural refrigerant CO₂, that reported good growth. HVAC reported an unchanged sales of 0 per cent affected by high comparative figures and a sales day less compared to the same quarter last year.

EBITA increased by 8 per cent to SEK 635 million (588). The EBITA margin was reported at 12.0 per cent (12.0).

During the quarter, the acquisition of the Bulgarian company Con-dex was closed. The company was consolidated on August 1.



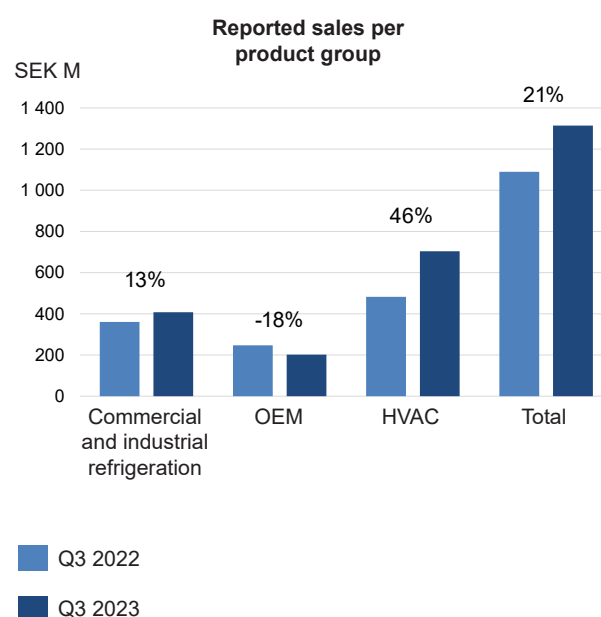
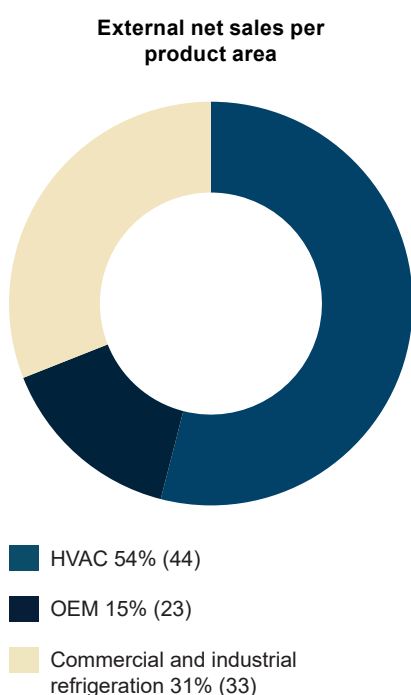
Operating segment APAC

| SEK M | Q3-23 | Q3-22 | Δ% | 9M 23 | 9M 22 | Δ% | R12 | 12M 22 |
|---------------------------------------|-------|-------|------|-------|-------|------|-------|--------|
| Net sales | 1 314 | 1 090 | 20.5 | 4 020 | 3 122 | 28.8 | 5 370 | 4 473 |
| Of which exchange rate fluctuation, % | -0.5 | 14.7 | | 2.0 | 9.6 | | | 9.5 |
| EBITA | 100 | 83 | 20.1 | 330 | 251 | 31.4 | 456 | 377 |
| EBITA margin, % | 7.6 | 7.6 | | 8.2 | 8.0 | | 8.5 | 8.4 |
| EBIT | 96 | 81 | 18.8 | 318 | 244 | 30.3 | 441 | 367 |
| EBIT, % | 7.3 | 7.4 | | 7.9 | 7.8 | | 8.2 | 8.2 |

Sales increased by 21 per cent in the quarter compared with the corresponding period last year, of which currency effects had an impact -1 per cent. HVAC reported a growth of 46 per cent, OEM a negative growth of -18 per cent and commercial and industrial refrigeration reported a growth of 13 per cent during the quarter. OEMs were affected by a general reduction in customer activity, primarily related to China.

EBITA increased by 20 per cent to SEK 100 million (83). The EBITA margin was reported at 7.6 per cent (7.6).

During the quarter, the acquisition of DS Maref (South Korea) was completed. The company will be consolidated in terms of results from October 1.



Operating segment

North America

| SEK M | Q3-23 | Q3-22 | Δ% | 9M 23 | 9M 22 | Δ% | R12 | 12M 22 |
|-----------------|-------|-------|----|-------|-------|----|-------|--------|
| Net sales | 1 924 | - | | 4 868 | - | | 4 868 | - |
| EBITA | 262 | - | | 657 | - | | 657 | - |
| EBITA margin, % | 13.6 | - | | 13.5 | - | | 13.5 | - |
| EBIT | 235 | - | | 587 | - | | 587 | - |
| EBIT, % | 12.2 | - | | 12.1 | - | | 12.1 | - |

Sales in the third quarter were in line with seasonal variations. The months were impacted differently by the weather, but overall, for the quarter, the performance was in line with expectations. Sales in the third quarter were higher than the second quarter and the supply chain continued to improve during the quarter. EBITA and EBITA margin developed well.

The integration strategy is proceeding according to plan. At the end of the quarter the acquisition of AMSCO Supply was signed and closed. The company will be consolidated in terms of results from October 1.

Significant events during the quarter

During the quarter, Beijer Ref announced the acquisitions of DS Maref (South Korea) and AMSCO Supply (North America).

On September 8, 2023, the board of Beijer Ref decided, based on the authorisation granted by the Annual General Meeting on April 25, 2023, to acquire 316,500 of its own class B shares on Nasdaq Stockholm. The purpose of the repurchase is to ensure Beijer Ref's delivery of shares to participants in the incentive programme LTIP 2023/2026.

Significant events after the end of the period

No significant events have occurred after the end of the period.

Sustainability

Sustainability is a well-integrated part of Beijer Ref. Doing business based on sound standards is a responsibility that the group takes very seriously, while at the same time it is woven in as a natural approach in all parts of the organisation. Beijer Ref's sustainability strategy is based on the UN's sustainable development goals in Agenda 2030, which cover economy, society and the environment.

Beijer Ref believes that it is in the environmental field that Beijer Ref can make the biggest difference. In order to further strengthen the work to develop environmentally friendly refrigeration technology, the group measures the proportion of Beijer Ref's OEM sales that is environmentally friendly. The goal is for it to increase from today's 39 per cent to 50 per cent by 2025. On our website and in the annual report, we give more information about our goals and how we perform in relation to the goals.

Risk description

Beijer Ref group's operations are affected by a number of external factors whose effects on the group's operating profit can be monitored to varying degrees. The group's operations depend on general economic developments, which govern demand for Beijer Ref's products and services.

Acquisitions are normally associated with risks, such as loss of key personnel. Other operating risks, such as agency and supplier agreements, product liability and delivery commitments, technical development, guarantees, dependence on individuals etc., are continuously analysed. If necessary, measures are taken to reduce the group's risk exposure. In its operations, Beijer Ref is exposed to financial risks such as foreign exchange risk, interest rate risk and liquidity risk. The parent company's risk pattern is the same as that of the group. For further information, see the group's annual report.

Accounting principles

This interim report was prepared in accordance with IAS 34, the Swedish Annual Reports Act and RFR 2. Beijer Ref continues to apply the same accounting policies and valuation methods as described in the most recent annual report. Information pursuant to IAS 34.16A, in addition to disclosure in the financial reports and their associated notes, also appears in other parts of the interim report.

Financial instruments

A financial asset or financial liability is recognised in the balance sheet when the company becomes a party to the instrument's contractual terms. A financial asset is removed from the balance sheet once all the benefits and risks associated with ownership have been transferred. A financial liability is removed from the balance sheet when the obligation in the agreement is fulfilled or otherwise concluded.

Financial instruments are initially valued at fair value and then at fair value or accrued acquisition value depending on classification. Financial instruments reported at acquisition value are initially reported at an amount corresponding to the fair value of the instrument with an addition for transaction costs. Financial instruments reported at fair value are initially reported at an amount corresponding to the fair value of the instrument; transaction costs are expensed directly. A financial instrument is classified when first reported based on the purpose for which it has been acquired. The classification determines how the financial instrument is measured after the first entry as described below.

All financial derivative instruments are reported on an ongoing basis at fair value. Purchases and sales of financial assets are recognised on the transaction date, which is the date when the group commits to purchase or sell the asset.

Other

Related party transactions

No significant changes have occurred for the group or for the parent company regarding transactions or relationships with related parties, compared to what is described in Note 32 of the Annual Report for 2022.

Key assessments and assumptions for accounting purposes

The management and board make assessments and assumptions about the future. These assessments and assumptions affect reported assets and liabilities, income and expenses and other information provided. These assessments are based on historical experience and the different assumptions deemed reasonable under the circumstances. The areas identified as important have not changed since the 2022 annual report was issued and are described in more detail in Note 4.

Webcast and Telephone conference Q3 2023

The company invites investors, analysts and the media to attend a combined webcast and telephone conference at which CEO Christopher Norbye and CFO Ulf Berghult will present the interim report for the third quarter of 2023. The presentation will be held in English and lasts for about 20 minutes. The meeting is on October 24, at 10.00 CET.

If you wish to participate via a telephone conference, please register using the following [link](#). After registration, you will receive a phone number, a conference ID and a user ID to log into the conference. During the telephone conference, you will have the opportunity to ask questions.

To follow the live webcast, please register using the following [link](#).

A presentation will be available on the company's website www.beijerref.com from 08:30 on October 24.

This interim report for Beijer Ref AB (publ) has been submitted following approval by the Board of Directors.

This interim report has been subject to a general review by the company's auditor.

Malmö, October 24, 2023

Beijer Ref AB (publ)
Christopher Norbye, CEO

For more information, please contact:

Niklas Willstrand
Global Corporate Communications Manager
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Auditors review report

Beijer Ref AB (publ), org nr 556040-8113

Introduction

We have reviewed the interim report for Beijer Ref AB (publ), corp. reg. no. 556040-8113, for the period January 1 - September 30, 2023. The Board of Directors and the President are responsible for the preparation and presentation of this interim report in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

Scope of Review

We conducted our review in accordance with the International Standard on Review Engagements ISRE 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review has a different focus and is substantially less in scope than an audit conducted in accordance with ISA and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not give the same level of assurance as a conclusion expressed based on an audit.

Conclusion

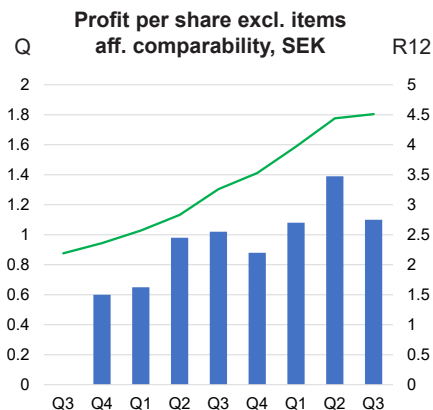
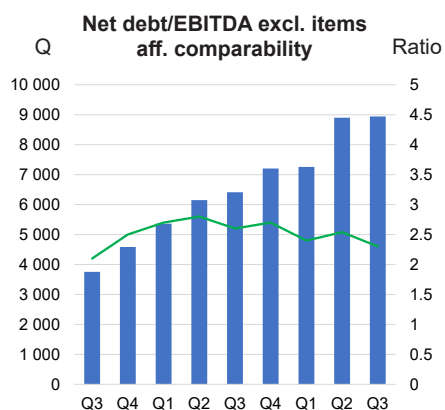
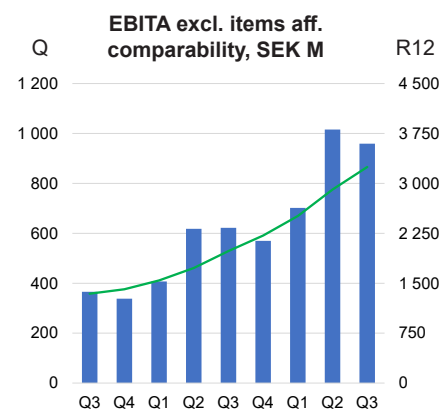
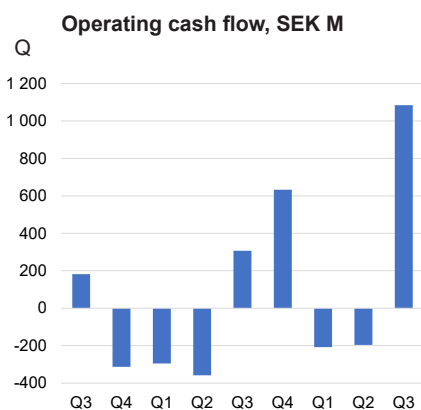
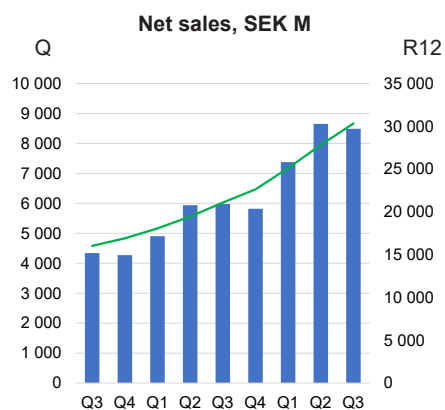
Based on our review, nothing has come to our attention that causes us to believe that the interim report is not, in all material respects, prepared for the Group in accordance with IAS 34 and the Annual Accounts Act, and for the Parent Company in accordance with the Annual Accounts Act.

Malmö, October 24, 2023

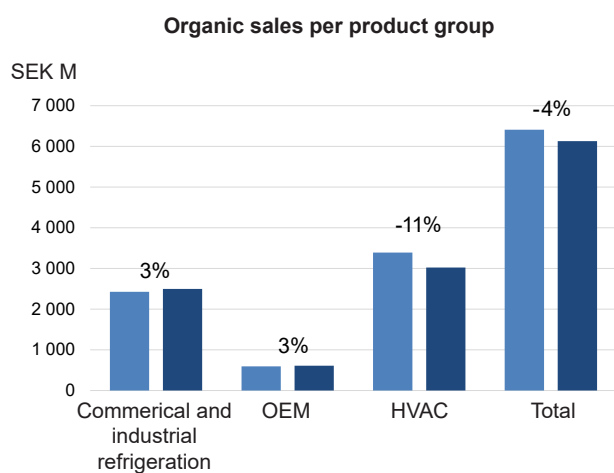
Deloitte AB

Richard Peters
Authorized Public Accountant

Financial overview

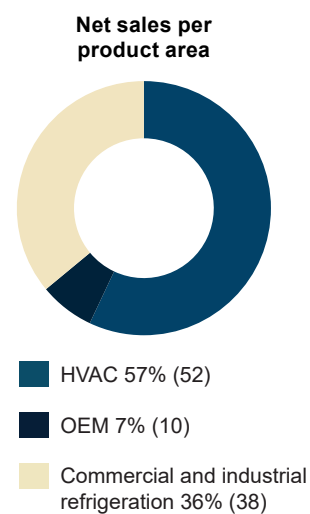
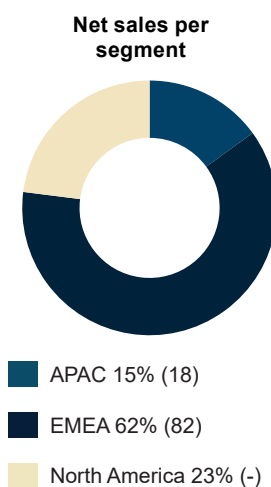


■ Quarter ■ R12



■ Q3 2022

■ Q3 2023



| Summarised profit and loss account, SEK M | Q3-23 | Q3-22 | 9M 23 | 9M 22 | R12 | 12M 22 |
|---|------------|------------|--------------|--------------|--------------|--------------|
| Net sales | 8 491 | 5 979 | 24 522 | 16 820 | 30 341 | 22 638 |
| Other operating income | 25 | 104 | 90 | 123 | 113 | 145 |
| Operating expenses | -7 378 | -5 336 | -21 423 | -14 930 | -26 805 | -20 312 |
| Depreciation and write-down of intangible and tangible fixed assets | -227 | -141 | -642 | -410 | -803 | -571 |
| Operating profit (EBIT) | 912 | 607 | 2 548 | 1 602 | 2 846 | 1 900 |
| Net financial income/expense | -158 | -40 | -458 | -119 | -518 | -179 |
| Profit before tax | 753 | 567 | 2 089 | 1 483 | 2 327 | 1 721 |
| Tax | -186 | -137 | -457 | -369 | -543 | -456 |
| Net profit | 567 | 430 | 1 633 | 1 115 | 1 784 | 1 266 |
| <i>Net profit attributable to:</i> | | | | | | |
| The parent company's shareholders | 560 | 425 | 1 616 | 1 103 | 1 761 | 1 248 |
| Non-controlling interests | 7 | 5 | 17 | 12 | 23 | 17 |
| Net profit per share before dilution, SEK ¹ | 1.10 | 1.02 | 3.37 | 2.66 | 3.80 | 3.00 |
| Net profit per share after dilution, SEK ¹ | 1.10 | 1.02 | 3.37 | 2.66 | 3.80 | 3.00 |

¹ Comparative figures are recalculated as a result of the rights issue that was completed in March 2023.

| The Group's summarised report on other comprehensive income, SEK M | Q3-23 | Q3-22 | 9M 23 | 9M 22 | R12 | 12M 22 |
|--|------------|------------|--------------|--------------|--------------|--------------|
| Net profit | 567 | 430 | 1 633 | 1 115 | 1 784 | 1 266 |
| Other comprehensive income: | | | | | | |
| Items which will not be reversed in the profit and loss account | 1 | -14 | -2 | -13 | 59 | 48 |
| Income tax relating to components in above item | - | - | - | - | -13 | -13 |
| Items which can later be reversed in the profit and loss account | -207 | 119 | 650 | 506 | 752 | 608 |
| Income tax relating to components in above items | -45 | 8 | -34 | 6 | -29 | 11 |
| Total comprehensive income for the period | 316 | 543 | 2 247 | 1 614 | 2 552 | 1 919 |
| Attributable to: | | | | | | |
| The parent company's shareholders | 312 | 540 | 2 231 | 1 599 | 2 524 | 1 892 |
| Non-controlling interests | 4 | 2 | 16 | 15 | 28 | 27 |

| Summarised balance sheet, SEK M | 30 Sep 23 | 30 Sep 22 | 31 Dec 22 |
|---------------------------------------|---------------|---------------|---------------|
| ASSETS | | | |
| Intangible fixed assets | 18 058 | 4 322 | 5 484 |
| Tangible fixed assets | 1 665 | 799 | 872 |
| Right of use assets | 2 251 | 1 451 | 1 771 |
| Deferred tax asset | 408 | 279 | 299 |
| Other fixed assets | 180 | 179 | 167 |
| Total fixed assets | 22 562 | 7 029 | 8 592 |
| Inventories | 11 033 | 7 144 | 7 389 |
| Trade debtors | 5 097 | 4 263 | 3 681 |
| Other receivables | 831 | 710 | 685 |
| Liquid funds | 1 950 | 1 741 | 1 518 |
| Total current assets | 18 912 | 13 859 | 13 272 |
| Total assets | 41 475 | 20 888 | 21 864 |
| EQUITY AND LIABILITIES | | | |
| Equity | 22 115 | 6 474 | 6 714 |
| Total equity | 22 115 | 6 474 | 6 714 |
| Long-term liabilities | 10 166 | 7 579 | 6 975 |
| Deferred tax liabilities | 901 | 186 | 245 |
| Total long-term liabilities | 11 068 | 7 765 | 7 220 |
| Trade creditors | 3 005 | 3 102 | 2 586 |
| Other liabilities | 5 287 | 3 547 | 5 344 |
| Total current liabilities | 8 292 | 6 649 | 7 930 |
| Total equity and liabilities | 41 475 | 20 888 | 21 864 |
| Of which interest-bearing liabilities | 10 891 | 8 154 | 8 722 |

| Summarised consolidated cash flow analysis, SEK M | Q3-23 | Q3-22 | 9M 23 | 9M 22 | R12 | 12M 22 |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| Operating profit (EBIT) | 912 | 607 | 2 548 | 1 602 | 2 846 | 1 900 |
| Non-cash generated items | 222 | 50 | 647 | 443 | 814 | 610 |
| Impact of transaction costs related to Heritage | -5 | - | -228 | - | 8 | 236 |
| Paid interest | -132 | -73 | -467 | -129 | -522 | -184 |
| Paid income tax | -136 | -122 | -472 | -338 | -625 | -491 |
| Realisation result on sale of tangible fixed assets | -1 | -13 | -5 | -14 | -11 | -20 |
| Changes in working capital | 167 | -314 | -1 923 | -2 080 | -1 813 | -1 970 |
| Cash flow from current operations | 1 027 | 134 | 99 | -515 | 695 | 81 |
| Cash flow from investment operations | -1 076 | -404 | -8 659 | -793 | -9 197 | -1 331 |
| Cash flow from financial operations | 107 | 1 202 | -4 120 | 2 485 | -4 094 | 2 511 |
| Payments related to amortisation of lease liabilities | -125 | -98 | -360 | -283 | -463 | -386 |
| Rights issue, net after costs and tax | - | - | 13 708 | - | 13 708 | - |
| Dividend paid | -5 | -6 | -256 | -246 | -443 | -434 |
| Change in liquid funds | -72 | 828 | 412 | 649 | 205 | 442 |
| Exchange rate difference in liquid funds | -31 | 44 | 20 | 89 | 4 | 72 |
| Liquid funds at the beginning of the period | 2 053 | 869 | 1 518 | 1 004 | 1 741 | 1 004 |
| Liquid funds at the period end | 1 950 | 1 741 | 1 950 | 1 741 | 1 950 | 1 518 |

| Equity, SEK M | 30 Sep 23 | 30 Sep 22 | 31 Dec 22 |
|---|---------------|--------------|--------------|
| Opening balance | 6 714 | 5 266 | 5 266 |
| Net profit | 1 633 | 1 115 | 1 266 |
| Other comprehensive income for the period | 614 | 499 | 654 |
| Total comprehensive income for the period | 2 247 | 1 614 | 1 919 |
| Rights issue | 13 757 | - | - |
| Option premium obtained with the issue of option programme LTIP 2022-2025 | - | 7 | 7 |
| Option premium obtained with the issue of option programme LTIP 2023-2026 | 7 | - | - |
| Purchase of own shares | -39 | - | -21 |
| Dividend to shareholders for 2022 | -477 | - | - |
| Dividend to shareholders for 2021 | - | -419 | -419 |
| Dividend to shareholders' with non-controlling interest | -45 | -9 | -9 |
| Non-controlling interest arising on business combinations | - | 12 | - |
| Change in fair value of liabilities linked to acquisitions | -49 | 3 | -29 |
| Closing balance | 22 115 | 6 474 | 6 714 |

| Key figures* | 30 Sep 23 | 30 Sep 22 | 31 Dec 22 |
|--|-------------|-------------|-------------|
| Equity ratio, % | 53.3 | 31.0 | 30.7 |
| Return on equity (R12), % | 10.0 | 23.2 | 20.4 |
| Return on operating capital, excluding items affecting comparability, (R12), % | 11.4 | 16.0 | 16.2 |
| Debt/equity, ratio | 0.4 | 1.0 | 1.1 |
| Interest coverage, excluding items affecting comparability, ratio | 7.6 | 10.6 | 11.8 |
| Net debt/EBITDA | 2.45 | 2.61 | 2.92 |
| Net debt/EBITDA excluding items affecting comparability | 2.30 | 2.61 | 2.65 |
| Net debt/EBITDA excluding leasing liabilities, pension liability and items affecting comparability | 1.94 | 2.31 | 2.30 |
| Average number of employees | 5 869 | 4 550 | 4 720 |
| Number of outstanding shares | 506 810 926 | 380 468 980 | 380 345 570 |
| Holding of own shares ¹ | 2 275 000 | 1 835 090 | 1 958 500 |
| Total number of shares | 509 085 926 | 382 304 070 | 382 304 070 |
| Average number of outstanding shares ² | 479 924 649 | 415 512 175 | 415 478 482 |

¹ Holdings of own shares ensure the delivery of shares to participants in the options programme. The option programmes expire in June 2024, June 2025 and June 2026.

² Comparative figures are recalculated as a result of the rights issue that was completed in March 2023.

*The table contains alternative key figures, for more details see p. 19.

Overview per segment

The group's operations are divided into operating segments based on how the company's executive decision-makers, i.e. the CEO, follow the operations. As of the first quarter of 2023, the group has the following segments; EMEA, APAC and North America.

The segment report for the regions contains net sales, EBIT and EBIT per cent. Internal sales within each segment are eliminated in net sales, internal sales between segments are eliminated at the total level.

The previous operating segments Nordics, Central Europe, Southern Europe, Eastern Europe and Africa, which were reported separately, are now included in EMEA. The former operating segment Asia Pacific is included in APAC. All acquisitions closed on the North American market are included in the operating segment North America.

Reporting for segments

| Net sales, SEK M | Q3-23 | Q3-22 | Δ% | 9M 23 | 9M 22 | Δ% | R12 | 12M 22 |
|------------------|--------------|--------------|-----------|---------------|---------------|-----------|---------------|---------------|
| APAC | 1 314 | 1 090 | 21 | 4 020 | 3 122 | 29 | 5 370 | 4 473 |
| EMEA | 5 268 | 4 897 | 8 | 15 691 | 13 740 | 14 | 20 183 | 18 232 |
| North America | 1 924 | - | - | 4 868 | - | - | 4 868 | - |
| Eliminations | -15 | -8 | - | -57 | -42 | - | -81 | -66 |
| Group | 8 491 | 5 979 | 42 | 24 522 | 16 820 | 46 | 30 341 | 22 638 |

| Operating profit (EBIT), SEK M | Q3-23 | Q3-22 | Δ% | 9M 23 | 9M 22 | Δ% | R12 | 12M 22 |
|--|------------|------------|-----------|--------------|--------------|-----------|--------------|--------------|
| APAC | 96 | 81 | 19 | 318 | 244 | 30 | 441 | 367 |
| EMEA | 619 | 576 | 7 | 1 778 | 1 475 | 20 | 2 235 | 1 932 |
| North America | 235 | - | - | 587 | - | - | 587 | - |
| Other | -38 | -50 | - | -135 | -117 | - | -171 | -154 |
| Group | 912 | 607 | 50 | 2 548 | 1 602 | 59 | 3 091 | 2 145 |
| Items affecting comparability | - | - | - | - | - | - | -245 | -245 |
| Group incl. items affecting comparability | 912 | 607 | 50 | 2 548 | 1 602 | 59 | 2 846 | 1 900 |

| EBIT % | Q3-23 | Q3-22 | Δ | 9M 23 | 9M 22 | Δ | R12 | 12M 22 |
|--|-------------|-------------|------------|-------------|------------|------------|-------------|------------|
| APAC | 7.3 | 7.4 | -0.1 | 7.9 | 7.8 | 0.1 | 8.2 | 8.2 |
| EMEA | 11.7 | 11.8 | 0.0 | 11.3 | 10.7 | 0.6 | 11.1 | 10.6 |
| North America | 12.2 | - | 12.2 | 12.1 | - | 12.1 | 12.1 | - |
| Group | 10.7 | 10.1 | 0.6 | 10.4 | 9.5 | 0.9 | 10.2 | 9.5 |
| Group incl. items affecting comparability | 10.7 | 10.1 | 0.6 | 10.4 | 9.5 | 0.9 | 9.4 | 8.4 |

| Net sales, SEK M | Q3-23 | Q2-23 | Q1-23 | Q4-22 | Q3-22 | Q2-22 | Q1-22 | Q4-21 | Q3-21 |
|------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| APAC | 1 314 | 1 317 | 1 389 | 1 350 | 1 090 | 993 | 1 039 | 1 017 | 778 |
| EMEA | 5 268 | 5 520 | 4 903 | 4 492 | 4 897 | 4 956 | 3 886 | 3 265 | 3 568 |
| North America | 1 924 | 1 827 | 1 118 | - | - | - | - | - | - |
| Eliminations | -15 | -10 | -32 | -24 | -8 | -11 | -23 | -11 | -5 |
| Group | 8 491 | 8 654 | 7 378 | 5 818 | 5 979 | 5 938 | 4 903 | 4 271 | 4 341 |

| Operating profit (EBIT), SEK M | Q3-23 | Q2-23 | Q1-23 | Q4-22 | Q3-22 | Q2-22 | Q1-22 | Q4-21 | Q3-21 |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| APAC | 96 | 85 | 137 | 123 | 81 | 70 | 93 | 102 | 38 |
| EMEA | 619 | 683 | 476 | 457 | 576 | 570 | 329 | 264 | 342 |
| North America | 235 | 247 | 104 | - | - | - | - | - | - |
| Other | -38 | -45 | -51 | -37 | -50 | -37 | -30 | -40 | -26 |
| Group | 912 | 970 | 666 | 543 | 607 | 603 | 393 | 326 | 354 |
| Items affecting comparability | - | - | - | -245 | - | - | - | - | - |
| Group incl. items affecting comparability | 912 | 970 | 666 | 298 | 607 | 603 | 393 | 326 | 354 |

| EBIT % | Q3-23 | Q2-23 | Q1-23 | Q4-22 | Q3-22 | Q2-22 | Q1-22 | Q4-21 | Q3-21 |
|--|-------------|-------------|------------|------------|-------------|-------------|------------|------------|------------|
| APAC | 7.3 | 6.5 | 9.8 | 9.1 | 7.4 | 7.0 | 9.0 | 10.0 | 4.9 |
| EMEA | 11.7 | 12.4 | 9.7 | 10.2 | 11.8 | 11.5 | 8.5 | 8.1 | 9.6 |
| North America | 12.2 | 13.5 | 9.3 | - | - | - | - | - | - |
| Group | 10.7 | 11.2 | 9.0 | 9.3 | 10.1 | 10.2 | 8.0 | 7.6 | 8.2 |
| Group incl. items affecting comparability | 10.7 | 11.2 | 9.0 | 5.1 | 10.1 | 10.2 | 8.0 | 7.6 | 8.2 |

Sales per product group

In the tables below, net sales are distributed by respective product group, i.e. HVAC, OEM and Commercial and Industrial Refrigeration

| Net sales, SEK M | Q3-23 | Q3-22 | Δ% | 9M 23 | 9M 22 | Δ% | R12 | 12M 22 |
|---|--------------|--------------|-----------|---------------|---------------|-----------|---------------|---------------|
| HVAC | 4 852 | 3 131 | 55 | 14 085 | 8 693 | 62 | 17 115 | 11 724 |
| OEM | 608 | 577 | 5 | 1 864 | 1 573 | 18 | 2 463 | 2 172 |
| Commercial and industrial refrigeration | 3 031 | 2 271 | 33 | 8 574 | 6 553 | 31 | 10 763 | 8 742 |
| Group | 8 491 | 5 979 | 42 | 24 522 | 16 820 | 46 | 30 341 | 22 638 |

| Net sales, SEK M | Q3-23 | Q2-23 | Q1-23 | Q4-22 | Q3-22 | Q2-22 | Q1-22 | Q4-21 | Q3-21 |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| HVAC | 4 852 | 5 122 | 4 110 | 3 030 | 3 131 | 3 175 | 2 387 | 1 926 | 1 998 |
| OEM | 608 | 649 | 608 | 599 | 577 | 527 | 469 | 448 | 400 |
| Commercial and Industrial Refrigeration | 3 031 | 2 883 | 2 660 | 2 189 | 2 271 | 2 236 | 2 047 | 1 897 | 1 943 |
| Group | 8 491 | 8 654 | 7 378 | 5 818 | 5 979 | 5 938 | 4 903 | 4 271 | 4 341 |

Company acquisitions

For each acquisition, the company performs a materiality assessment based on sales, product area and market. It is our assessment that an acquisition is material in cases where the sales of the acquired company exceed 5 per cent of the group's total sales. During the year, eleven acquisitions have been consolidated in the group's accounts, of which Heritage Distribution was assessed as a material acquisition; the other ten acquisitions were each deemed to be immaterial. Of the consolidated acquisitions for the year, five of the acquisitions are acquisitions of assets and liabilities. Information about the acquisitions is provided in the table below.

2023

Third quarter

During the third quarter, Beijer Ref acquired 95 per cent of the shares of Industrifiber (Norway) and has a put/call option to acquire the remaining shares. Beijer Ref also acquired 100 per cent of the business of DS Maref (South Korea) and AMSCO Supply (North America) during the quarter. DS Maref and AMSCO Supply have had no effect on the consolidated income statement during the third quarter.

2022

Third quarter

During the corresponding quarter last year, Beijer Ref acquired 85 per cent of the shares of EID, with an option to acquire the remaining shares. Beijer Ref signed agreements to acquire AAD and HVAC Consolidated and Transport Cooling SA.

Accounting for acquisitions

Identified customer lists are written off over 10-15 years, while brands are judged to have an indefinite lifespan and are not written off. Most accrued acquisition goodwill is explained by synergy gains with the group's existing operations. In 2023, shares and asset deals have been executed, wherein portions of the final purchase considerations will be settled through option rights within the timeframe of 2023-2027. The options have been valued at the likely outcome and entered as current and non-current liability; this liability amounts to SEK 633 million in total. Acquisitions that include a put/call option, where ownership will amount to 100 per cent, are consolidated in their entirety at the time of acquisition.

Acquisition costs for acquisitions completed in 2023 and charged to profit for 2023 amount to approximately SEK 19 million and are included in other costs. Acquisition costs and acquisition calculations are preliminary. The acquisition calculations for the companies acquired during the first nine months of 2022 have now been determined. No significant adjustments have been made to the calculations.

| Consolidated acquisitions | Consolidated from | Segments | Net sales, SEK M | Number of employees |
|---|-------------------|---------------|------------------|---------------------|
| 2023 | | | | |
| Companies | | | | |
| Heritage Distribution | January 20 | North America | 6 492 | 800 |
| Transport Cooling SA (asset deal) | February | EMEA | 150 | 90 |
| Roobear Ltd | February | EMEA | 3 | 1 |
| AFM (asset deal) | March | EMEA | 20 | 4 |
| Shravan Engineering (asset deal) | April | APAC | 53 | 22 |
| CFD | June | EMEA | 75 | 10 |
| GMC Airconditioning | June | EMEA | 40 | 17 |
| Industrifiber | July | EMEA | 8 | 2 |
| Condex | August | EMEA | 350 | 41 |
| DS Maref (asset deal) | September 30 | APAC | 375 | 82 |
| AMSCO Supply (asset deal) | September 30 | North America | 500 | 50 |
| 2022 | | | | |
| Companies | | | | |
| Deltron | January | EMEA | 400 | 110 |
| Mackay Air Supply and GMR Supplies (asset deal) | April | APAC | 50 | 8 |
| EID | August | EMEA | 170 | 20 |
| Easy Air Conditioning | October | EMEA | 70 | 8 |
| AAD and HVAC Consolidated | November | APAC | 800 | 125 |
| Acquisitions not yet consolidated | | | | |
| HVAC Depot (asset deal) | Q4 2023 | APAC | 20 | 13 |

| Acquisitions of companies, SEK M | Heritage Distribution | Other acquisitions | 9M 23 | 9M 22 |
|---|-----------------------|--------------------|---------------|-------------|
| Fair value in the Group: | | | | |
| Intangible assets | 4 435 | 136 | 4 571 | 62 |
| Tangible and financial fixed assets | 1 135 | 120 | 1 255 | 36 |
| Deferred tax asset | - | 1 | 1 | 2 |
| Inventories | 1 891 | 548 | 2 438 | 86 |
| Other current assets | 558 | 177 | 735 | 122 |
| Liquid funds | 432 | 51 | 483 | 109 |
| Deferred tax liability | -533 | -14 | -547 | -13 |
| Provisions | - | -1 | -1 | -3 |
| Other current liabilities | -1 014 | -257 | -1 272 | -118 |
| Liabilities to credit institutions | -5 619 | -50 | -5 669 | -30 |
| Total identifiable net assets: | 1 285 | 710 | 1 994 | 253 |
| Goodwill | 6 673 | 889 | 7 562 | 523 |
| Effect on the cash flow: | | | | |
| Consideration | -7 958 | -1 599 | -9 556 | -776 |
| Non-paid consideration | 317 | 367 | 683 | 248 |
| Paid consideration for previous years' acquisitions | - | -73 | -73 | - |
| Repaid consideration for previous years' acquisitions | - | 14 | 14 | - |
| Liquid funds in acquired companies | 432 | 51 | 483 | 109 |
| Total | -7 209 | -1 240 | -8 449 | -418 |

The table shows the total cash flow effect from acquisition activities. The presentation of identifiable net assets refers to acquisitions made during the first nine months of 2023 and the corresponding period of 2022 respectively. Other acquisitions include the effects of all acquisitions consolidated in 2023 excluding Heritage Distribution. These companies have been aggregated in the above table as the respective acquisitions are not material individually.

| Parent company profit and loss account in summary, SEK M | Q3-23 | Q3-22 | 9M 23 | 9M 22 | R12 | 12M 22 |
|---|------------|------------|-------------|-------------|------------|------------|
| Operating income | 3 | 1 | 7 | 6 | 125 | 124 |
| Operating expenses | -45 | -43 | -167 | -126 | -218 | -177 |
| Depreciation and write-down of intangible and tangible fixed assets | -1 | -1 | -2 | -3 | -2 | -3 |
| Operating profit (EBIT) | -43 | -43 | -162 | -123 | -95 | -56 |
| Net financial income/expense | 73 | 14 | 209 | -26 | 140 | -95 |
| Result of participations in Group companies | 37 | 12 | 535 | 632 | 535 | 632 |
| Profit before appropriations | 67 | -17 | 581 | 483 | 579 | 481 |
| Appropriations | - | - | - | - | 102 | 102 |
| Profit before tax | 67 | -17 | 581 | 483 | 681 | 583 |
| Tax | -6 | -6 | 19 | - | 29 | 10 |
| Net profit | 61 | -23 | 599 | 483 | 709 | 593 |

| Parent company balance sheet in summary, SEK M | 30 Sep 23 | 30 Sep 22 | 31 Dec 22 |
|--|---------------|--------------|--------------|
| ASSETS | | | |
| Intangible fixed assets | 7 | 6 | 6 |
| Tangible fixed assets | 4 | 4 | 4 |
| Financial fixed assets | 22 301 | 7 399 | 7 472 |
| Current assets | 3 305 | 2 074 | 2 284 |
| Total assets | 25 616 | 9 483 | 9 766 |
| EQUITY AND LIABILITIES | | | |
| Shareholders' equity | 15 968 | 2 032 | 2 119 |
| Long-term liabilities | 7 068 | 6 208 | 4 810 |
| Current liabilities | 2 581 | 1 243 | 2 837 |
| Total equity and liabilities | 25 616 | 9 483 | 9 766 |

Definitions of key figures

Beijer Ref uses a number of alternative key figures. The group believes that the key figures are useful to users of the financial statements as a complement to the profit and loss account and balance sheet and cash flow statement. Examples of alternative key figures linked to financial position: return on equity and operating capital, net liabilities, debt to equity ratio and equity/assets ratio. The group also uses the cash flow measurement of operating cash flow to give an indication of the funds that the business generates in order to be able to carry out strategic investments, make amortisations and provide returns to shareholders. The performance measurements EBITDA, EBITA and EBIT are measurements that Beijer Ref considers relevant for investors who wish to understand the business's profit generation. For further description including calculations and key figures, see <https://www.beijerref.com/alternative-performance-measures/>.

Trade terms

ARW

Air Condition & Refrigeration Wholesale.

Chiller

Liquid refrigeration unit.

CO₂ equivalent

A measurement of greenhouse gas emissions and how much carbon dioxide is needed to produce the same effect on the climate.

F-gas

Synthetic gases containing fluorine, such as HCFCs and HFCs.

GWP

Global Warming Potential.

HCFC

HydroChloroFluoroCarbons, which affects the ozone layer and contribute to global warming.

HFC

HydroFluoroCarbons, Fluorised greenhouse gases which contribute to global warming.

HFO

HydroFluoroOlefins, synthetic environmentally friendly refrigerants.

HORECA

Hotels, Restaurants, Catering.

HVAC

Heating, Ventilation, Air Conditioning.

OEM

Original Equipment Manufacturer.

Transcritical

Heat transfer with gas cooler.

Operating segments

EMEA

APAC

North America

Other

CSR

Corporate Social Responsibility.

KPI

Key Performance Indicator.

PIM

Product Information Management, centralised management of product information that is needed to market and sell the products through one or more distribution channels.

Beijer Ref in brief

This is Beijer Ref

The Beijer Ref Group is focused on trade and distributor activities within refrigeration products, air conditioning and heat pumps. The product range mainly consists of products from leading international manufacturers and in addition some manufacturing of our own products combined with service and support for the products. The group creates added value by adding technical expertise to the products, providing knowledge and experience about the market and providing efficient logistics and warehousing.

Beijer Ref supplies customers across large parts of the world with a wide range of products. Through its >140 subsidiaries in Europe, North America, Africa and Asia and Oceania, sales, purchasing, logistics and distribution are handled. Part of the sales comes from own production. The business is divided into three operating segments: EMEA, APAC and North America. Growth occurs both organically and through the acquisition of companies that complement current operations.

Seasonal effects

Beijer Ref's sales are seasonally dependent as demand for refrigeration and air conditioning is at its peak during the warm months of the year. It means that demand in the northern hemisphere is at its peak during the second and third quarters whilst demand in the southern hemisphere is at its peak during the first and fourth quarters.

Financial calendar 2023

- Interim report for the fourth quarter will be published January 31, 2024





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This document is a translation of the Swedish language version. In the event of any discrepancies between this translation and the original Swedish document, the latter shall be deemed correct.