



CONTINUED STRONG AND PROFITABLE GROWTH

Relais Group Plc

Interim Review January–March 2024

8 May 2024

RELAIS

PRESENTING TODAY



Arni Ekholm
CEO



Thomas Ekström
CFO

CONTENT

- Relais in brief
- Business review
- Financial review
- Relais as an investment



An aerial photograph of a winter forest. The trees are covered in snow, and a road or path runs through the center. The lighting is soft, suggesting a low sun. A semi-transparent white box is overlaid on the center of the image, containing the main title and a smaller word.

RELAIS IN BRIEF

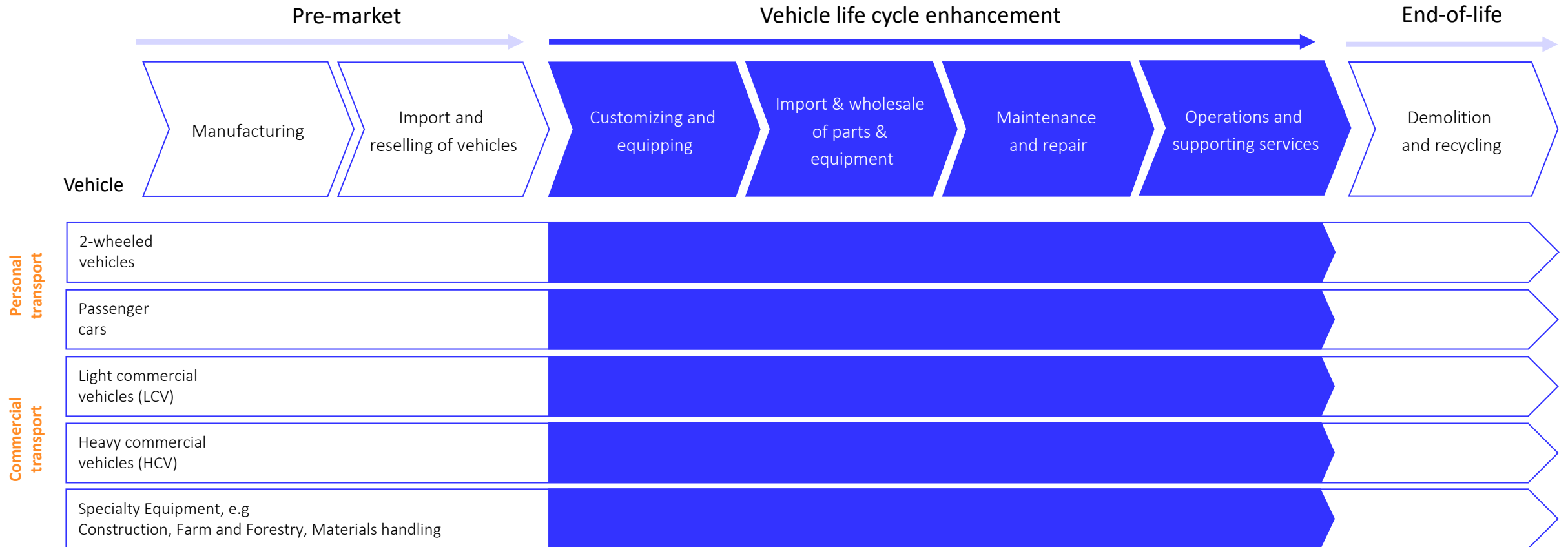
RELAIS

RELAIS POSITIONING

- We are **vehicle aftermarket specialists** and **competent compounders**
- We are one of **the biggest and most profitable** growth platforms in this sector in Northern Europe
- We are focused on the **vehicle aftermarket** since we see the best **value creation potential** in that market. It is also **less cyclical** and more **defensive** than many other markets and grows steadily
- A large part of our business comes from **commercial vehicles**
- We aim to create **shareholder value** by delivering **strong earnings growth** with a strategy based on:
 - **Acquisitions**
 - **Organic growth**
 - **Operational excellence**

RELAIS GROUP TARGET MARKET

Estimated market size in Nordic and Baltic countries: 20 billion €, 19 million vehicles*



*management estimate 2021

RELAIS

RELAIS GROUP COMPANIES

Technical wholesale and products (67%)

Spareparts



30%

Lighting and equipment

strands



37%



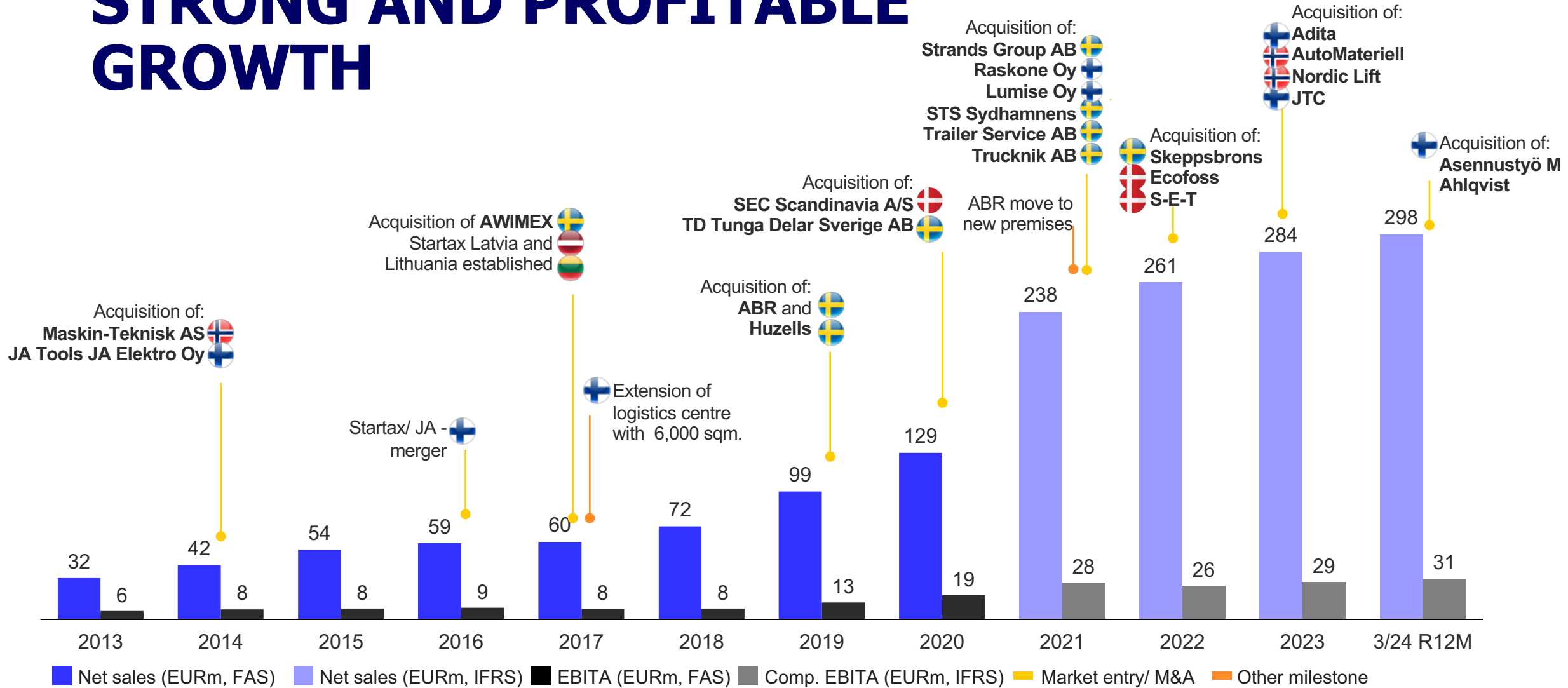
Commercial vehicle repair and maintenance (33%)



Over thousand professionals in 6 countries



STRONG AND PROFITABLE GROWTH




An aerial photograph of a winter forest. The trees are covered in snow, and some have yellowish-brown needles. A road or path runs vertically through the center of the image. The overall scene is bright and crisp.

BUSINESS REVIEW

Q1/2024

RELAIS

An aerial photograph of a dense forest of evergreen trees covered in a thick layer of snow. The trees are arranged in a grid-like pattern, and the snow is bright white, contrasting with the dark green of the trees. The lighting is soft, suggesting a winter day.

Q1/2024: Continued strong and profitable growth

RELAIS

Q1 IN A NUTSHELL

- Quarter 1/ 2024 was characterized by a strong growth of both net sales and EBITA.
- The net sales of the Group grew with 20%. The organic growth was 12%. The comparable EBITA grew with 27% compared with last year.
- The growth was supported by the exceptionally cold weather prevalent in Northern Europe during January-February, and the effect of the acquisitions carried out during 2023.



Net sales Q1/2024

MEUR **82.8**

+20% vs.
Q1/2023

Comparable EBITA Q1/2024

MEUR **9.7**

+27% vs.
Q1/2023

ROCE Q1/2024

16.7%

+5,5 pp vs.
Q1/2023

Net sales R12M

MEUR **298**

+5% vs.
FY 2023

Comparable EBITA R12M

MEUR **30.9**

+7% vs.
FY 2023

ROCE R12M

11.3%

+1,3 pp vs.
FY 2023

TECHNICAL WHOLESALE AND PRODUCTS

- The sales grew with **29%**. The organic growth was **16%** and the rest of the growth came from the acquired companies **Adita, AutoMateriell** and **Nordic Lift**.
- The cold weather in Jan-Feb contributed to a steep increase in sales of especially **electrical spare parts and equipment**, which are sensitive to very low temperatures.
- The sales growth was strong both in **Finland** and in the **Scandinavian** markets and the **gross profit percentage** remained on a stable level.
- The sales of **spare parts** grew with **27%**. The cold weather boosted the sales of especially **starter batteries**. The **equipment** product group grew with **83%** which is largely coming from the acquired **workshop equipment** businesses. In addition, the sales of some winter related equipment, such as **battery chargers** were positively affected by the cold weather.
- The sales of the **vehicle lighting** products remained on last year's levels.



RELAIS

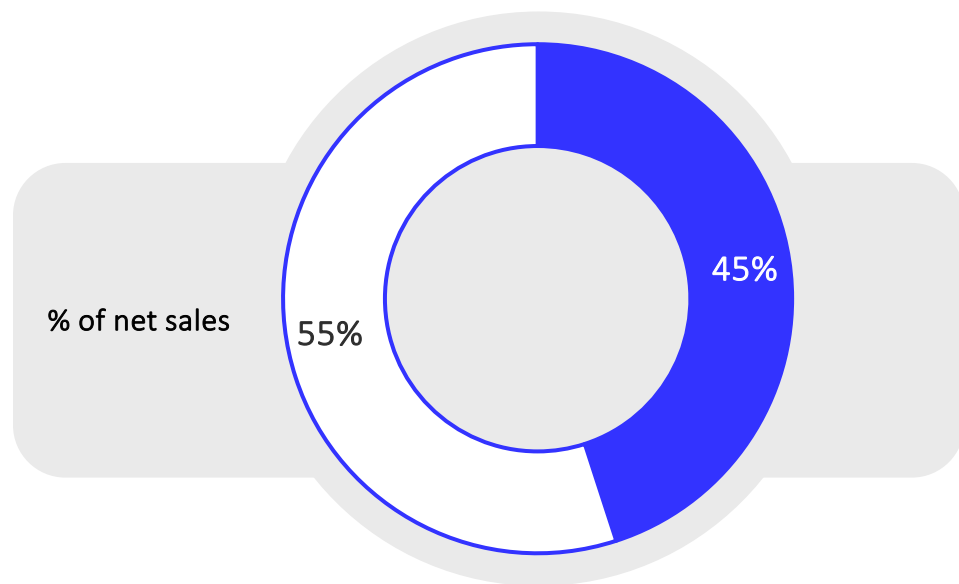
REPAIR AND MAINTENANCE

- The Group's Commercial Vehicle Repair and Maintenance business area developed also **positively**, despite three less working days than last year during the March month.
- The sales growth was **5%**, and the **gross profit levels** were **stable** compared to last year.
- The demand for our services has **continued to grow** as especially bigger **fleet customers** are looking for cost efficiencies in their operations.
- The **resource situation** at our workshops remained **stable** and there were no critical shortages in manpower.



SALES BY SEGMENT

1-3/2023



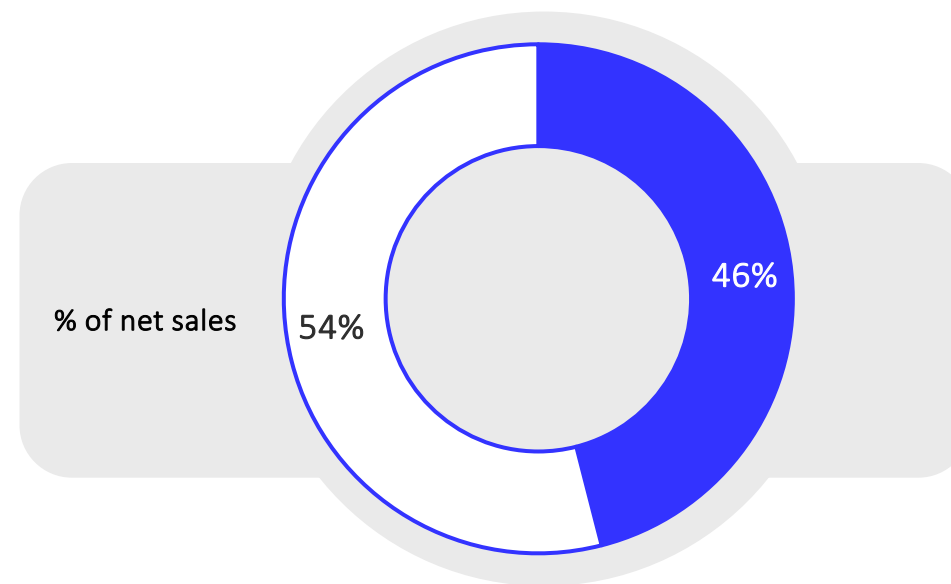
Scandinavia Finland & Baltics

EURm

38.0

30.9

1-3/2024



Scandinavia Finland & Baltics

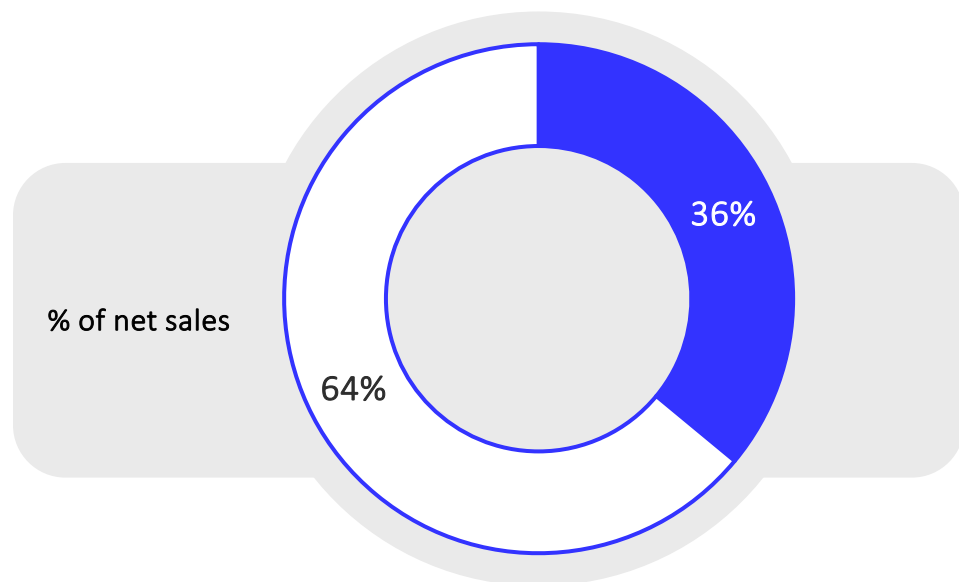
EURm

42.9

36.3

SALES BY BUSINESS AREA

1-3/2023



% of net sales

64%

36%



Technical wholesale and products



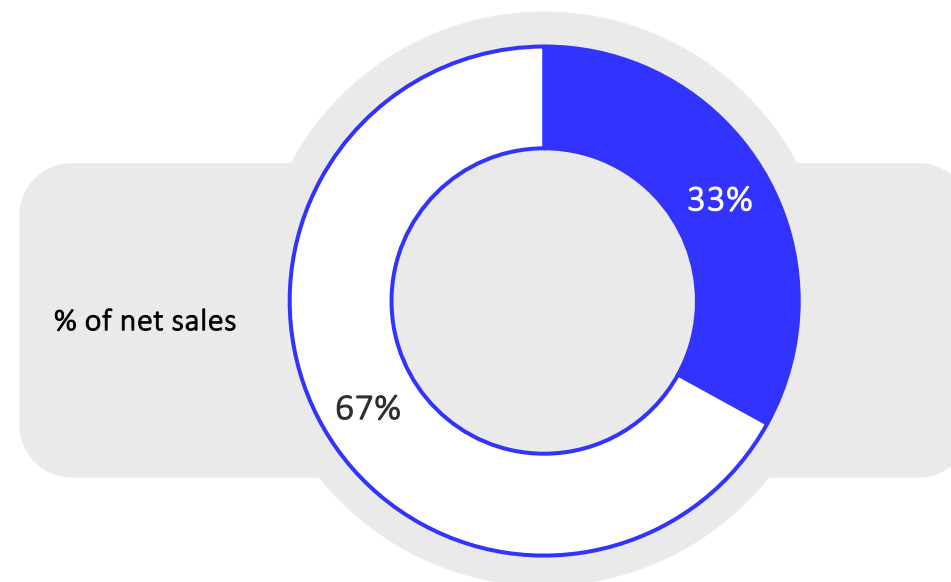
Repair and maintenance

EURm

44.3

24.7

1-3/2024



% of net sales

67%

33%



Technical wholesale and products



Repair and maintenance

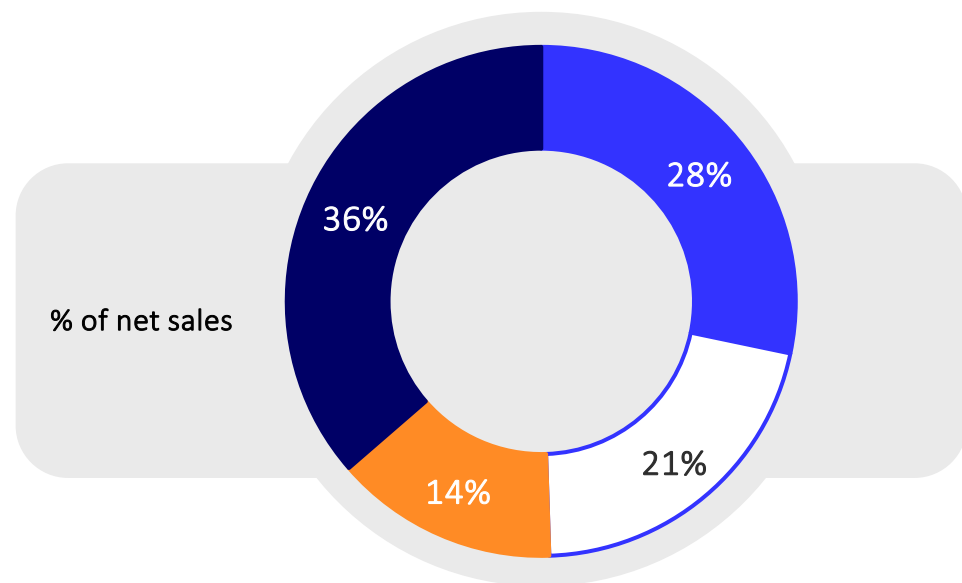
EURm

53.3

25.9

SALES BY PRODUCT GROUP

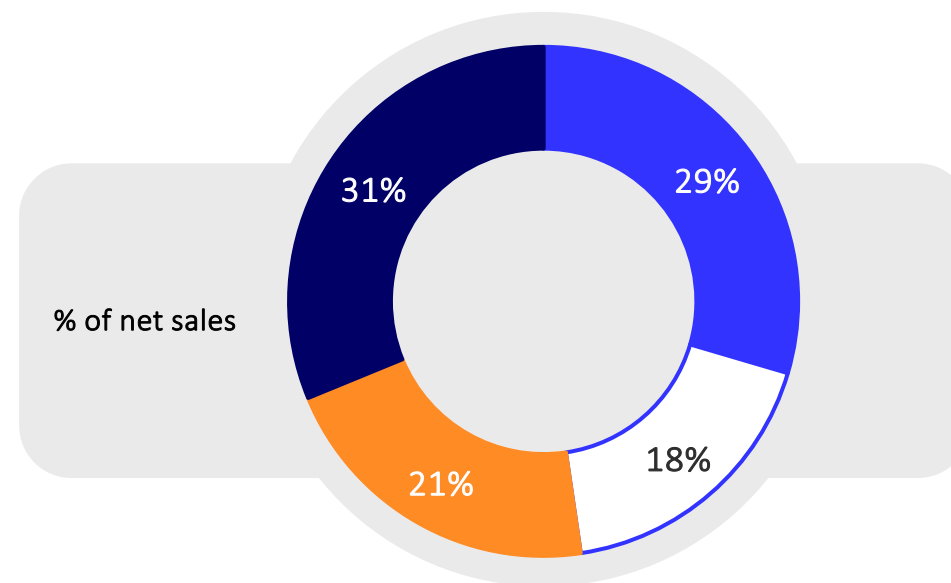
1-3/2023



EURm



1-3/2024



EURm



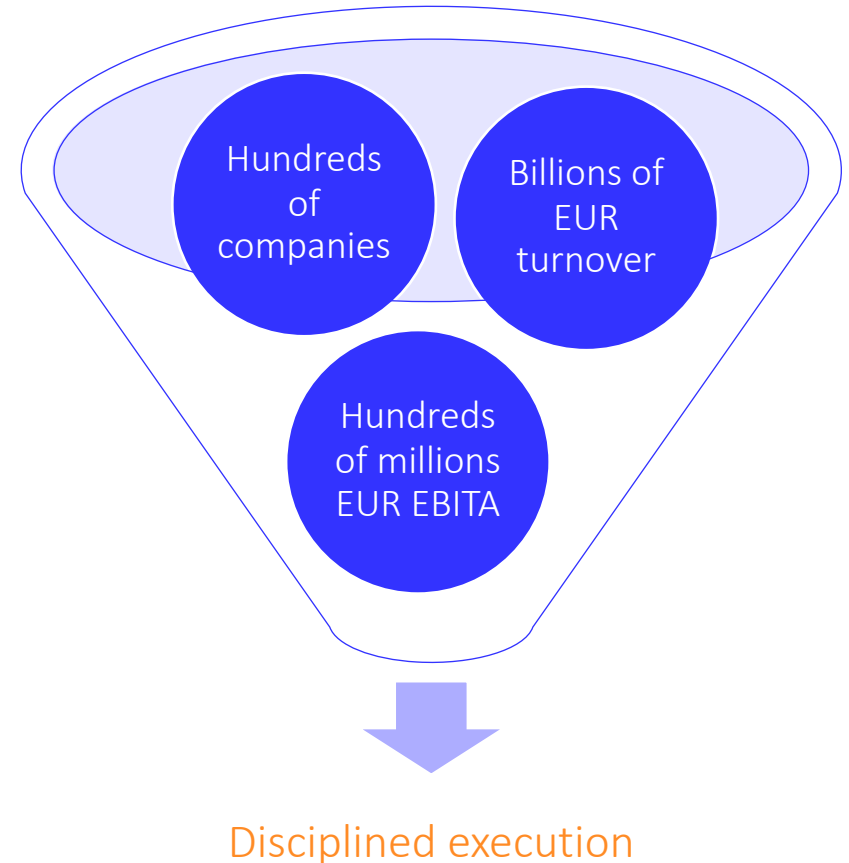
An aerial photograph of a winter forest. The ground is covered in snow, and the evergreen trees are heavily laden with white snow. A road or path runs vertically through the center of the image. The overall scene is serene and cold.

ACQUISITIONS

RELAIS

ACQUISITIONS

- We continued to scan the market for **good acquisition opportunities**.
- There are **several interesting targets** having a good strategic fit with us within the Nordic marketplace.
- We are on a regular basis **actively contacting** various business owners in order to have a **healthy M&A pipeline** for the coming months and years.
- After the review period we completed the latest acquisition, in which we acquired **Asennustyö M Ahlqvist Oy** in Finland.



ACQUISITIONS: AHLQVIST

- Family company with a **30-year history** of providing maintenance and repair services for **heavy commercial vehicles and trailers** in Southwest Finland.
- Son of entrepreneur continues as Managing Director and member of Raskone's management team.
- Workshops are located in Rusko, Laitila, and Uusikaupunki.
- Another add-on by Raskone, following the acquisition of JTC in October 2023.
- Heavy commercial vehicle trailer business is strategically important for Raskone.



Net sales

MEUR **8.7** (FY22/23)

EBIT

MEUR **0.6** (FY22/23)

68

Employees

3

Workshops

RELAIS

An aerial photograph showing a two-lane asphalt road winding through a dense forest of tall evergreen trees. The road is bordered by a grassy shoulder. In the upper left corner, a body of blue water is visible. The overall scene is bright and scenic, with sunlight filtering through the trees.

OUTLOOK 2024

RELAIS

OUTLOOK 2024

- Even if the market demand for our products and services are **on a stable level**, there are still some **macroeconomic factors** which may potentially affect the markets negatively during the coming quarters.
- The economic development in **Finland** is poor and there are also some signs of increasing **unemployment**. The **interest rate levels** also seem to stay on current levels longer than expected, which has a negative effect on the **purchase power** of the customers and especially the consumers.
- However, the **Scandinavian** markets seem to suffer less from these macroeconomic trends, and also in Finland **we are well positioned** to serve our customers in the best possible way despite the market conditions.
- We feel that we have a **good possibility** to continue **implementing our strategy** during 2024.

FINANCIAL REVIEW

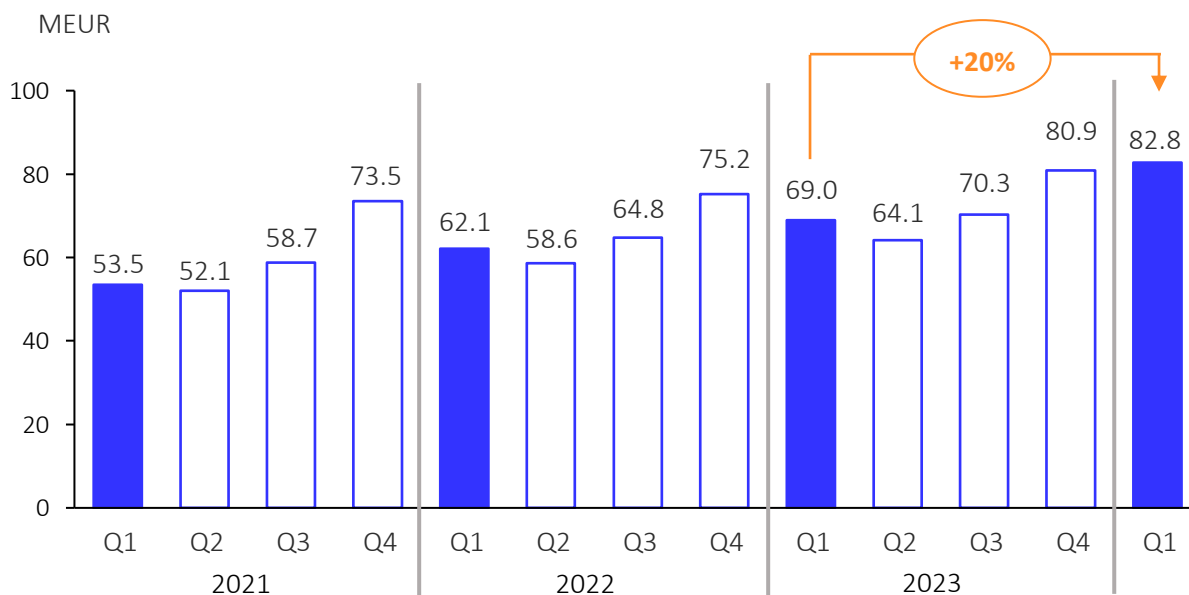
RELAIS



NET SALES AND EBITA

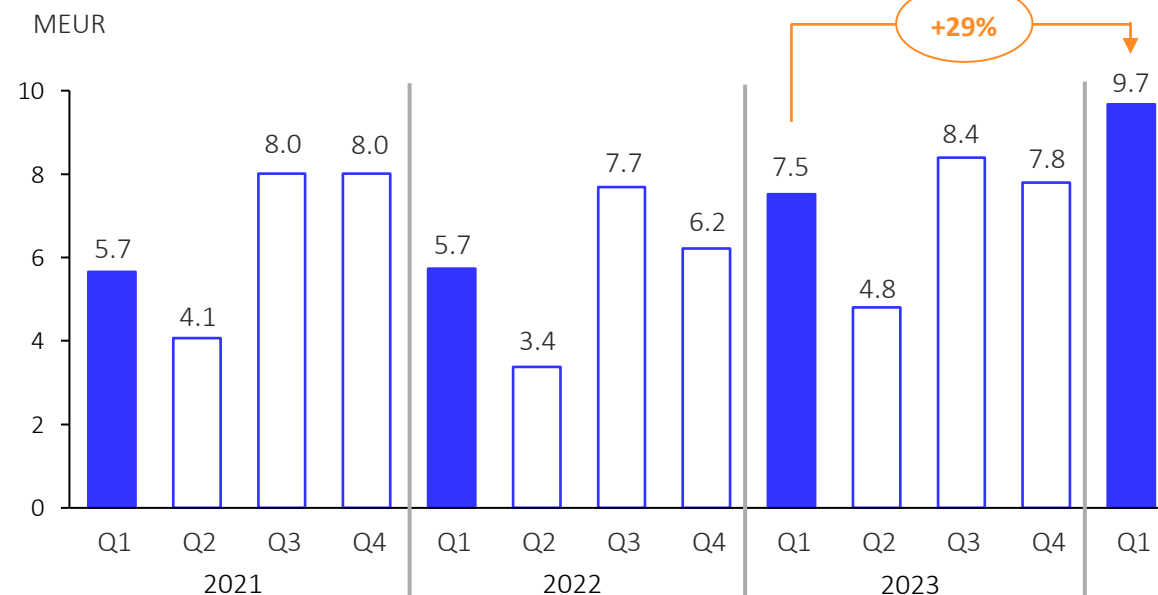
Strong and profitable growth continued

Net sales



- + Strong organic net sales increase in Technical Wholesale and Products supported by very cold weather in Jan-Feb in FIN+SWE
- + Positive impact from Q3 2023 acquisitions in Norway
- + Strong demand and growth continued in Commercial Vehicle Repair and Maintenance
- Otherwise heavy competition and weak overall consumer demand continued in the spare parts market in Finland

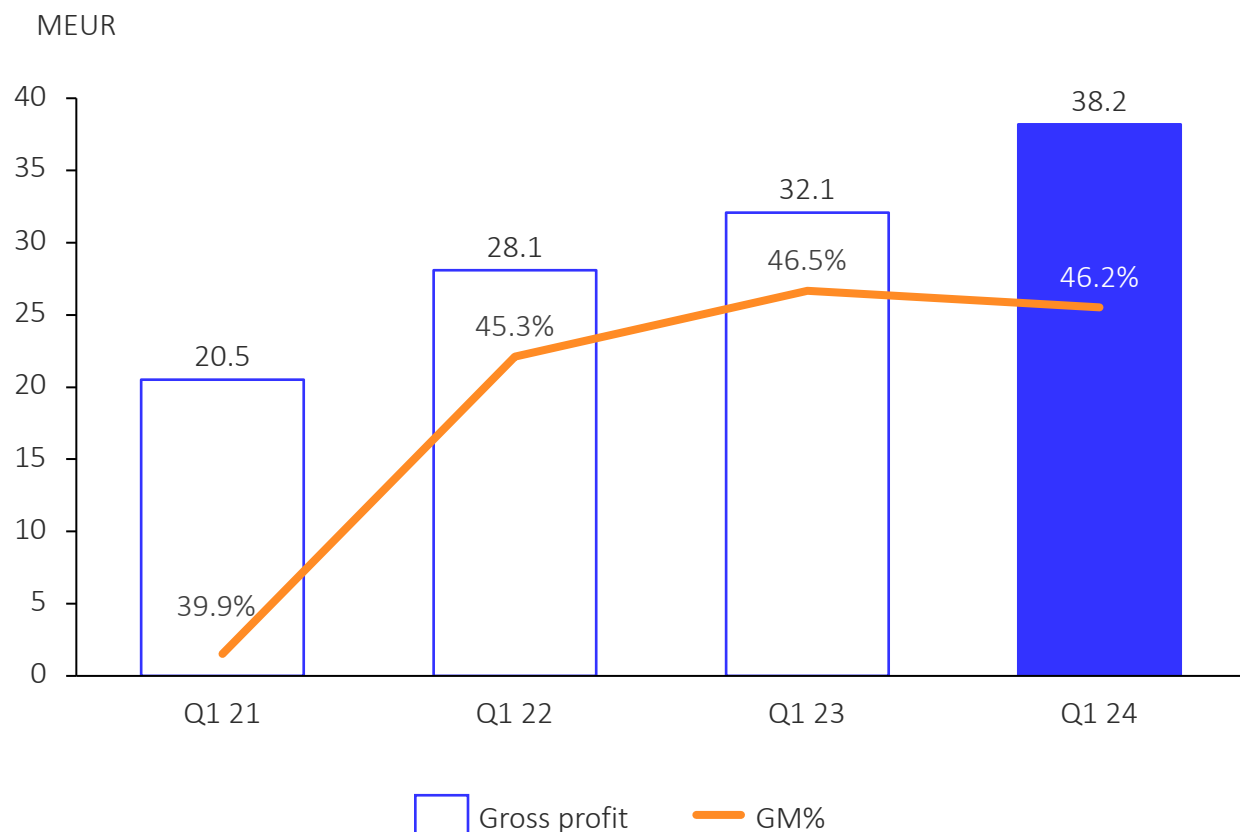
EBITA



- + EBITA improvement originated in the improved profitability of the Technical Wholesale and Products business.
- ± EUR/SEK exchange rate due to slight weakening of the average SEK rate

GROSS PROFIT AND GROSS MARGIN

Significant improvement in gross profit | Gross margin slightly lower due to different sales mix

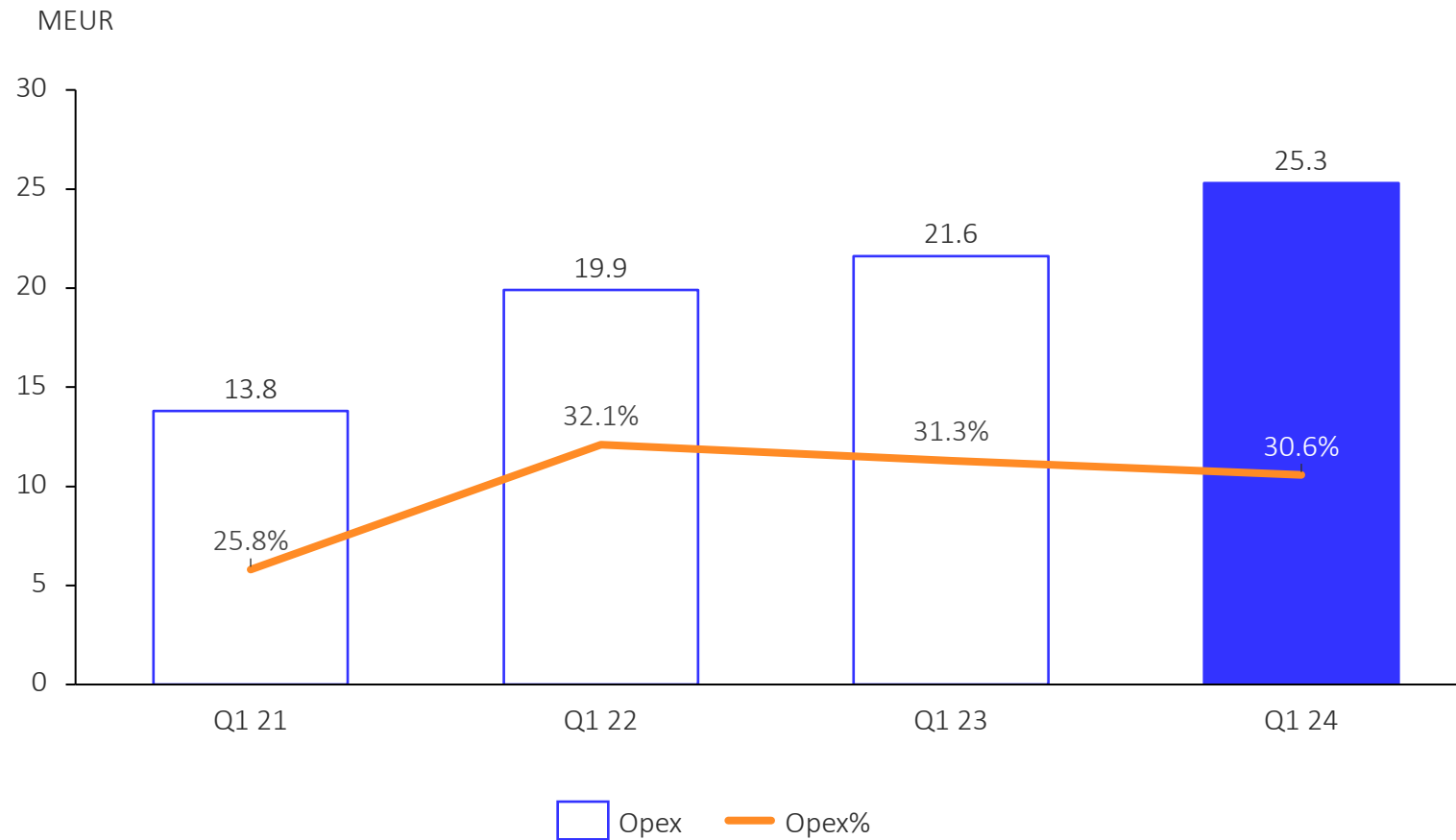


Q1

- + Very strong organic net sales growth in Technical Wholesale and Products
- + Good growth also in Repair and Maintenance
- Increased weight of the relatively lower margin Technical Wholesale and Products impacts the average gross margin slightly negatively

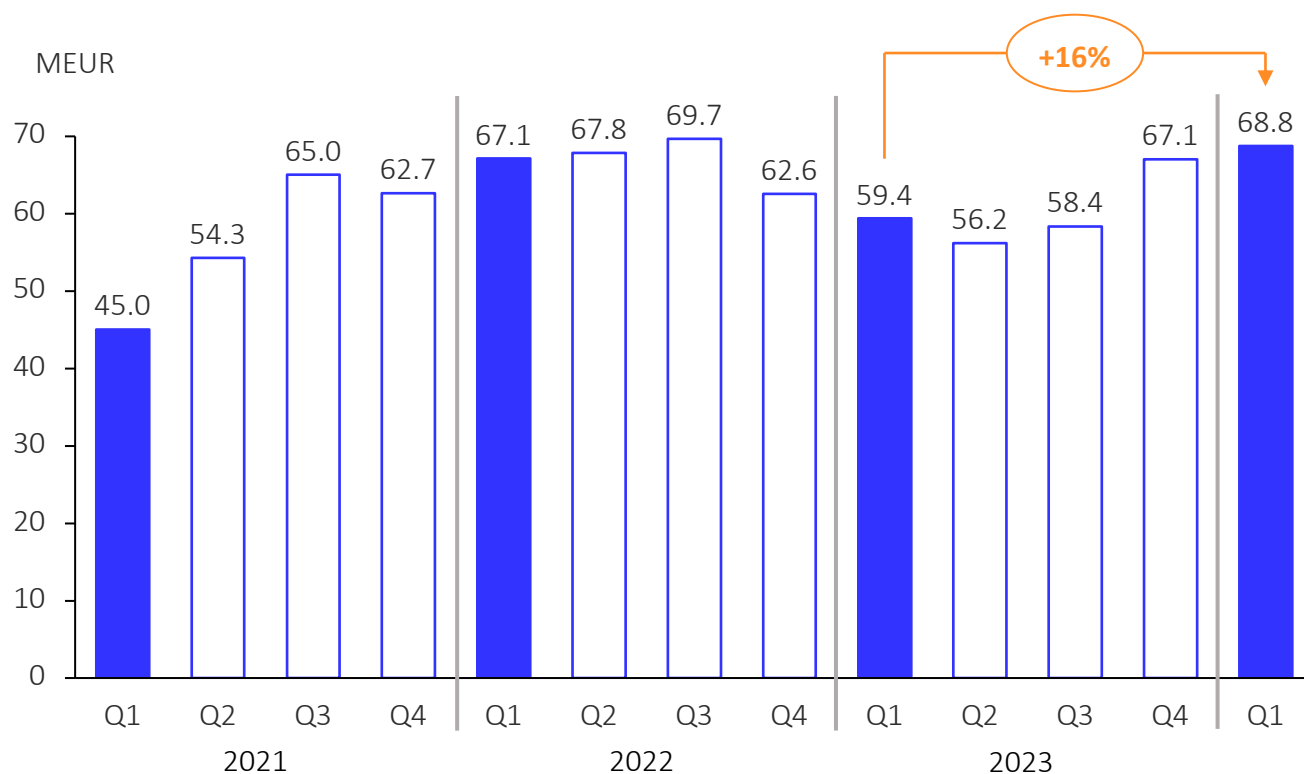
OPERATING EXPENSES

Increase mostly driven by acquisitions | Decreased opex% for second consecutive year



NET WORKING CAPITAL

NWC turnover stable | Acquisitions, inventory investments and inflation increase euro value

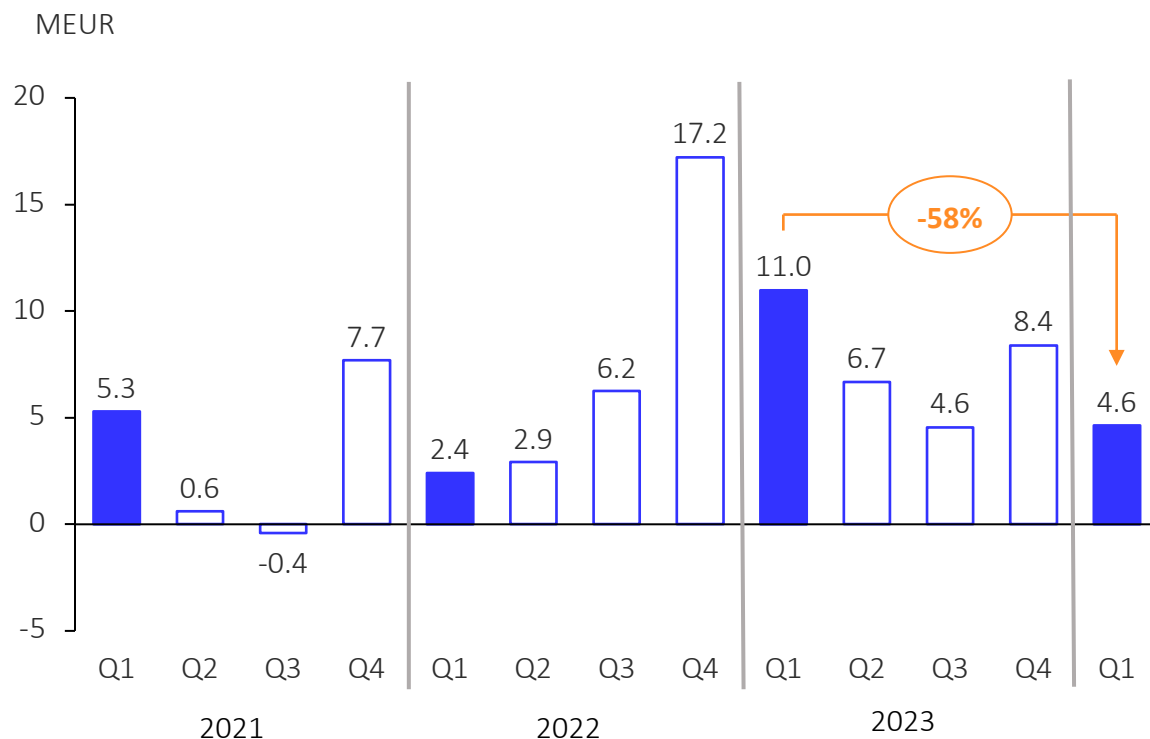


MEUR	3/2024	03 2023	12/2023
Inventories	73.1	66.4	74.1
Trade and other receivables	48.2	39.1	45.5
Trade and other payables	52.5	46.1	52.5
Total net working capital	68.8	59.4	67.1
NWC turnover	4.4	4.4	4.7

- + NWC turnover stable
- Build-up of receivables after the acquisition of the AutoMateriell business
- Inventories acquired in connection of the acquisition of AutoMateriell and Nordic Lift
- Growth related investment in inventories in the Lighting product group
- Increased sourcing and sales unit prices inflated NWC value

CASH FLOW FROM OPERATING ACTIVITIES

Positive impact from improved profitability | Negative change in NWC



MEUR	1-3/2024	1-3/2023	2023
CF before change in NWC	13.9	11.4	44.4
Change in NWC	-5.9	2.0	-2.4
CF from net financials	-3.4	-2.4	-11.4
CF from operations	4.6	11.0	30.6

+ Improved profitability

- Development in net working capital

CASH FLOW SUMMARY

Decrease in cash flow from operations

Cash flow from operations

EUR **4.6** (11.0)
million

- + Improved profitability
- Development in net working capital

Cash flow from investing activities

EUR **-0.7** (-1.4)
million

- No material investments
- Investments in intangible and tangible assets

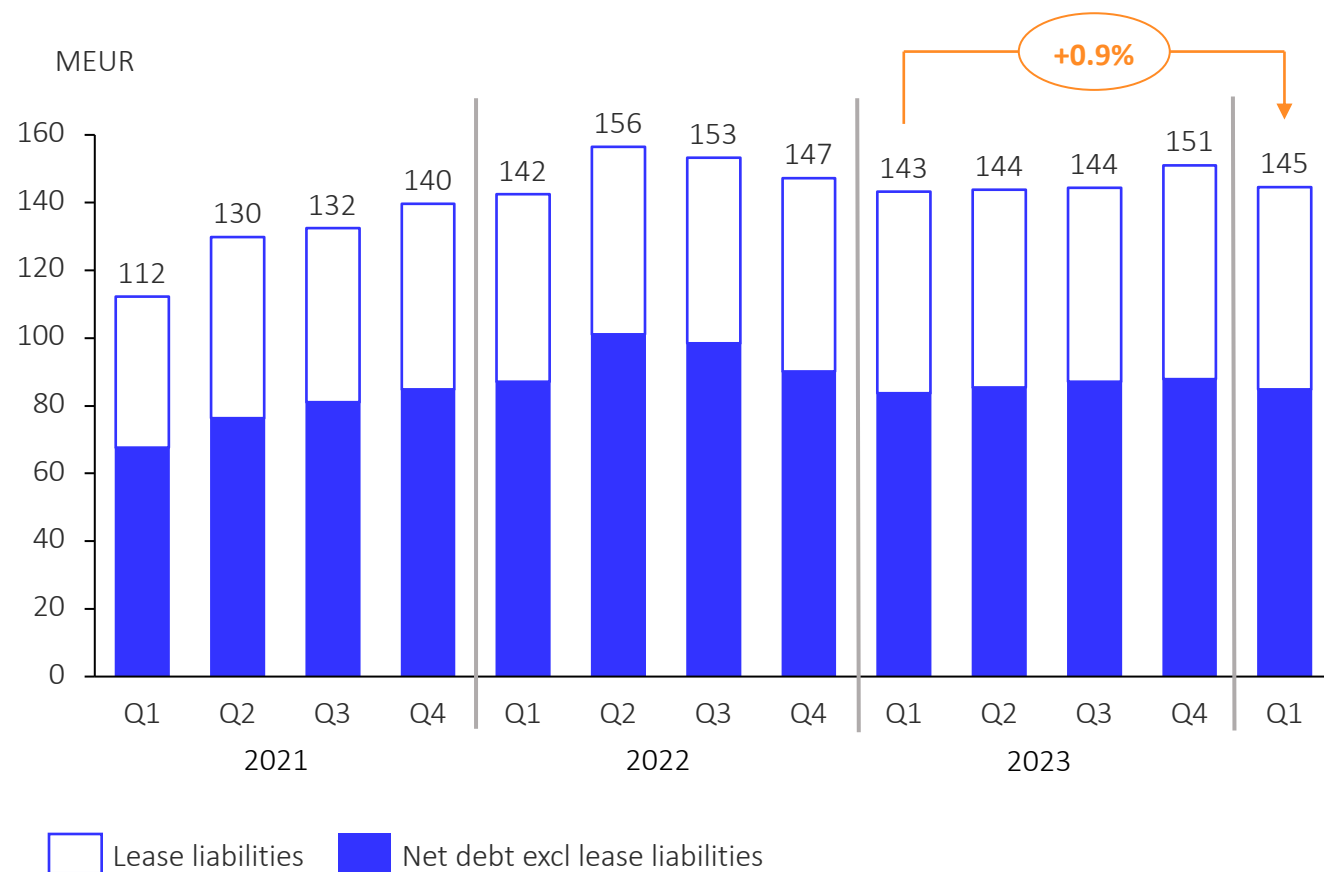
Cash flow from financing activities

EUR **-3.3** (-3.0)
million

- ± Normal repayments of lease liabilities

INTEREST-BEARING NET DEBT

Normal amortisation of interest-bearing loans and lower cash (=at year end 2023 level)



Relais Group (IFRS) MEUR	3/2024	3/2023	12/2023
Loans from financial institutions, l-t	87.6	95.2	88.8
Loans from financial institutions, s-t	7.0	7.2	7.1
Lease liabilities	59.7	59.7	63.1
Other liabilities	0.6	1.2	1.7
Gross debt	154.9	163.3	160.7
Cash and bank	10.3	20.0	9.7
Net debt	144.6	143.3	151.0
Net debt excl. lease liabilities	84.9	83.6	87.9
Undrawn RCF	5.6	4.8	5.6
Undrawn uncommitted facility	15.5	15.5	15.5
Cash+unused credit facilities	31.4	40.3	30.8

NET FINANCIALS

Increase in net interest expenses and FX net losses

(EUR 1,000)	1-3/2024	1-3/2023	1-12/2023
Financial income			
Foreign exchange gains	2,057	773	1,289
Interest income	56	36	121
Other financial income	138	0	27
Changes in fair values	-	0	-
Financial income total	2,251	808	1,436
Financial expenses			
Foreign exchange losses	-3,132	-1,184	-1,145
Interest expenses	-1,976	-1,701	-7,415
Other financial expenses	-259	-74	-313
Changes in fair values	-	-	-4
Financial expenses total	-5,367	-2,959	-8,876
Net financial expenses	-3,117	-2,150	-7,440

- **Net interest expenses**
increased due to the increase in reference interest rates on interest-bearing loans
- **Exchange rate net losses**
increased by 0,7 MEUR
- FX net gains originate in the net exchange rate difference of SEK denominated interest-bearing loans and SEK denominated group internal interest-bearing loan receivables

BALANCE SHEET AND FINANCIAL POSITION

31 MARCH 2024

Total assets

EUR **324.0** (321.2)
million

Total equity

EUR **111.7** (105.8)
million

Interest-bearing net debt

EUR **144.6** (143.3)
million

Net gearing

129.4 (135.4)
%

Equity ratio

34.5 (32.9)
%

Cash assets

EUR **10.3** (20.0)
million

EVENTS AFTER THE REVIEW PERIOD

- **10 April 2024:**
Resolutions of the Annual General Meeting held on 10 April 2024
- **30 April 2024:**
Extension to Relais Group Plc's senior term and multicurrency revolving facilities agreement
- **2 May 2024:**
Acquisition of all shares in Asennustyö M Ahlqvist Oy
- **2 May 2024:**
Juri Viitaniemi appointed Director Compliance, Legal and HR










An aerial photograph showing a two-lane road winding through a dense forest of tall, thin trees. The forest is situated on a peninsula or shoreline next to a large body of blue water. The lighting is bright, suggesting a sunny day, with some trees showing early autumn colors. A semi-transparent white rectangular box is overlaid on the center of the image, containing the main title and logo.

RELAIS AS AN INVESTMENT

RELAIS

RELAIS AS AN INVESTMENT

-  Sector specialist, competent compounder
-  Profitable and unique growth platform in Northern Europe
-  Successful acquisition track record
-  Strong profitability and cash flow
-  Growing, defensive underlying market
-  Own brands with growth potential
-  Lean and effective operating model

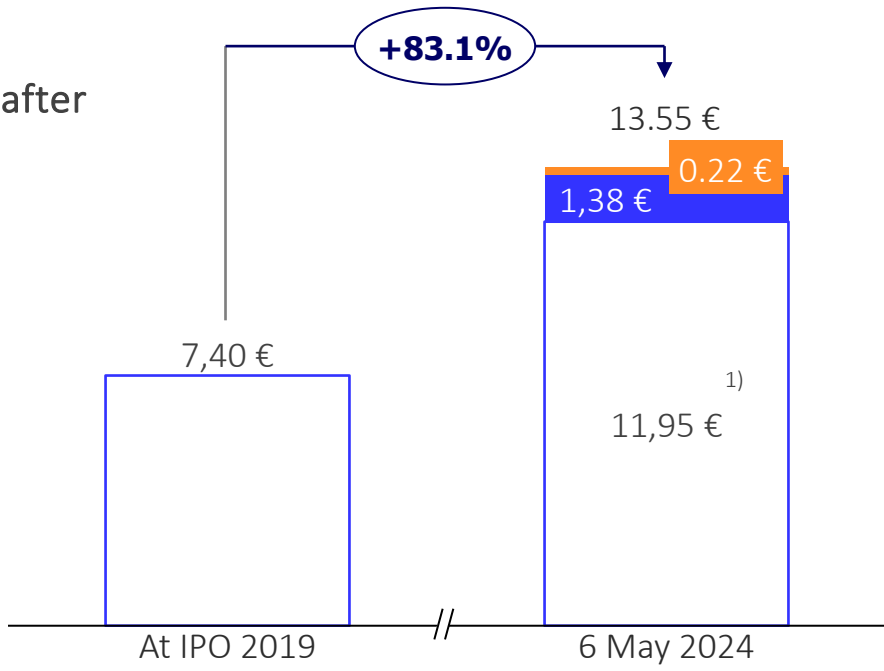




RELAIS GROUP VALUE CREATION FOR SHAREHOLDERS

Value creation per share after the IPO in 2019

- Upcoming dividend 2024 ²⁾
- Dividends paid 2020-2024
- Share price



Note: 1) As of closing 6 May 2024; 2) 2nd instalment of the dividend resolution in AGM 2024 to be paid in November 2024

A rally car, primarily blue and orange, is shown driving on a snowy mountain road. The car is heavily branded with logos, including 'DIMEX * WRC' on the windshield, 'OPTIBeam' on the front bumper, and 'PIRELLI' on the side. The license plate reads 'SP 0651'. The background consists of snow-covered trees and a steep, snowy slope.

STOCK EXCHANGE RELEASES AFTER Q1 REPORT

RELAIS

STOCK EXCHANGE RELEASES AFTER THE Q1 REPORT ON 8 MAY

- 1) Share buy-back program
- 2) Liquidity providing agreement
- 3) New stock option plans
- 4) Change in the terms of the 2021 long-term incentive plan



An aerial photograph of a vast, snow-covered forest. A road or railway track winds through the trees, and a train is visible in the lower right. The sun is low on the horizon, creating a warm, golden glow. A semi-transparent white rectangle is overlaid on the center of the image.

Q & A

RELAIS