

COMING TOGETHER

Caring for everyday safety

»TROAX GROUP«

SECOND QUARTER 2025 PRESENTATION
18th of July, 2025

MARTIN NYSTRÖM, PRESIDENT AND CEO
ANDERS EKLÖF, CFO

Summary Q2, 2025

Slower Europe and Americas - flattish Asia

- North Europe continued to develop weakly driven by the automotive and warehousing segments
- Southern Europe grew driven by general industry as well as process segments
- Americas became more hesitant due to 'liberation day' after math and uncertainty around tariffs
- APAC has after a very strong start of the year in Q1 developed flattish

Lower EBITA-margin driven by lower production volumes in Europe and FX-effects

- Solid gross margin in line with our informal target despite low volumes
- Cost reduction program initiated to reduce costs
- FX losses impacted the result negatively by ~70 bps

Working capital discipline kept our cashflow reasonable and net debt stable

- Continued discipline for inventory management, accounts receivables, and accounts payables
- Our balance sheet continues to enable growth investments

Progress on strategic priorities

- Decision to simplify the European supply chain and racking portfolio

-6%

Order intake growth

14.4%

EBITA margin
(excl. one-off items)

1.1

Net debt / EBITDA

Reducing cost and optimizing supply footprint

Press release 25th June, 2025

TROAX GROUP TO REDUCE COSTS AND OPTIMIZE MANUFACTURING FOOTPRINT

Hillerstorp 25th of June 2025, 15.00 CET

Hillerstorp, Sweden: Troax Group ("Troax"), the global leader of indoor perimeter protection, is taking actions to optimize its portfolio and promote efficiency within its European and North American operations.

Troax is continuously looking at ways to strengthen operational efficiency and resilience. The Group has now decided to initiate restructuring activities supporting its strategic and financial targets. The measures include consolidation of production units and optimizing the structure of the organization.

The market demand has similarly to the first quarter continued to be challenging. The market in Europe, especially in the northern parts of Europe, continues at a low level. Over the past years, we have expanded our capacity both organically as well as through acquisitions. Hence, we will adjust our operational footprint to adapt to the current and future needs.

As part of this optimization effort, Troax has initiated 3 main activities:

1. Optimize our organization and reduce white-collar personnel to align to market demand. In total, we will have approximately 100 employees affected during the second quarter.
2. Start consolidating the European footprint for racking products to reduce our fixed cost base. As a result, our manufacturing in Poland will be closed and relevant parts of the manufacturing will be moved to other factories in the Group. Additionally to 1) above, 125 employees will be affected. The restructuring will commence during the second half of the year, and we aim to complete this consolidation by the end of 2025.
3. Our investment into a new modern facility in North American continues as per previous announcements. The new facility located in Tennessee will contribute to higher capacity and substantially higher cost efficiency aimed at the North American market. The facility will be ramped-up during 2026.

The initiative is estimated to generate annual savings of 10 MEUR. The costs related to the restructuring are expected to amount to 6 MEUR which will be reported as non-recurring costs and reported as items affecting comparability in EBITA in the second quarter 2025.

"We regret that this restructuring initiative will affect our colleagues. These actions, however, are necessary to safeguard that we remain competitive now and in the future. We will ensure that our customers continuously get the best products and solutions possible," says Martin Nyström, Troax Group's President and CEO.



Cost reduction program launched during Q2, 2025

1) Reduction of employees in Q2

- ~100 employees based on lower volumes, SG&A efficiency potential and strategic priorities
- **Runrate savings of ~5 MEUR/year effective Q3 2025**

2) Streamline manufacturing footprint in Europe

- Manufacturing of warehousing products will be moved from Poland to Sweden
- The Group will have one comprehensive racking portfolio
- The factory in Poland will be closed and ~125 employees will be affected
- **Runrate savings of ~5 MEUR/year effective Q1 2026**

3) Investment into North American manufacturing

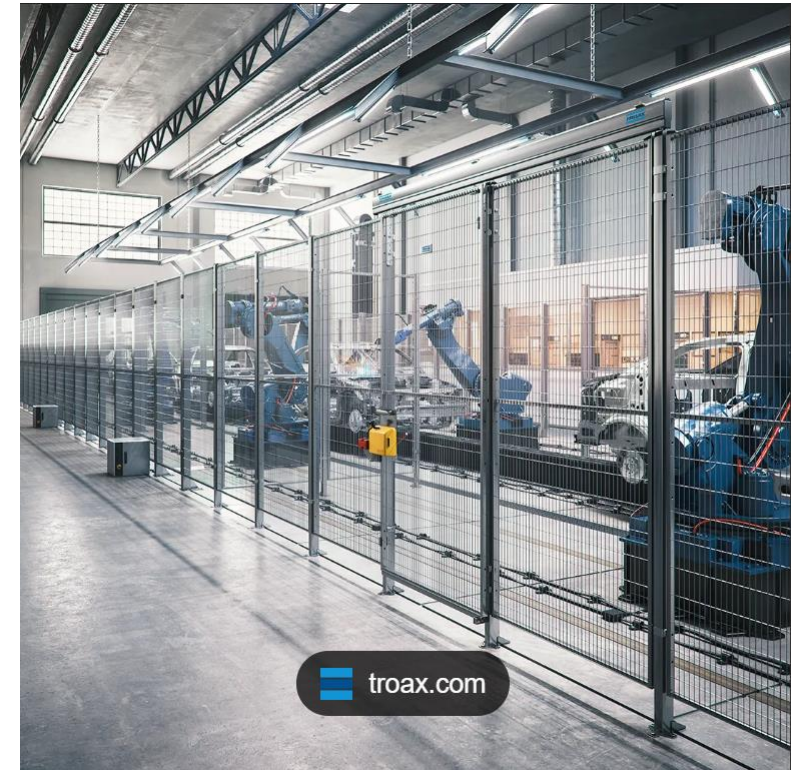
- The new factory in Tennessee will bring higher capacity and higher efficiency
- Progress according to plan with ramp-up mid 2026

• **Total runrate savings: 10 MEUR/year**















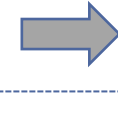



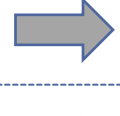

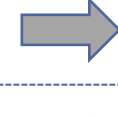

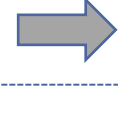

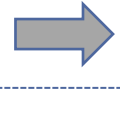
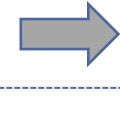
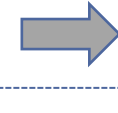
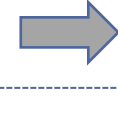
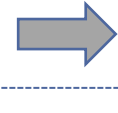
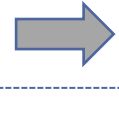
• **Total restructuring cost: 6 MEUR (reported as one-off in Q2)**
Restructuring costs include severance, moving costs, and asset write-downs

Save the date: Troax Group Capital Markets Day 2025

- Update on our business and future ambitions
 - Meet group management members
 - Factory tour
 - Q&A
-
- When: 5 November 2025, 12-16
 - Where: Hillerstorp, Sweden
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- More information and invitations to come during Q3
 - More information will be available @ troax.com



Market development Q2 (Order intake, YoY)

		<div>Total -6%</div>							
			Automotive ~15%	Warehouse ~35%	Construction ~10%	Process ~10%	Other ~30%	Total 100%	
		Share of sales (2024)	Ol change (YoY)						
Northern Europe	79%	-13%							
Southern Europe		+5%							
Americas	16%	-14%							
APAC	5%	0%							

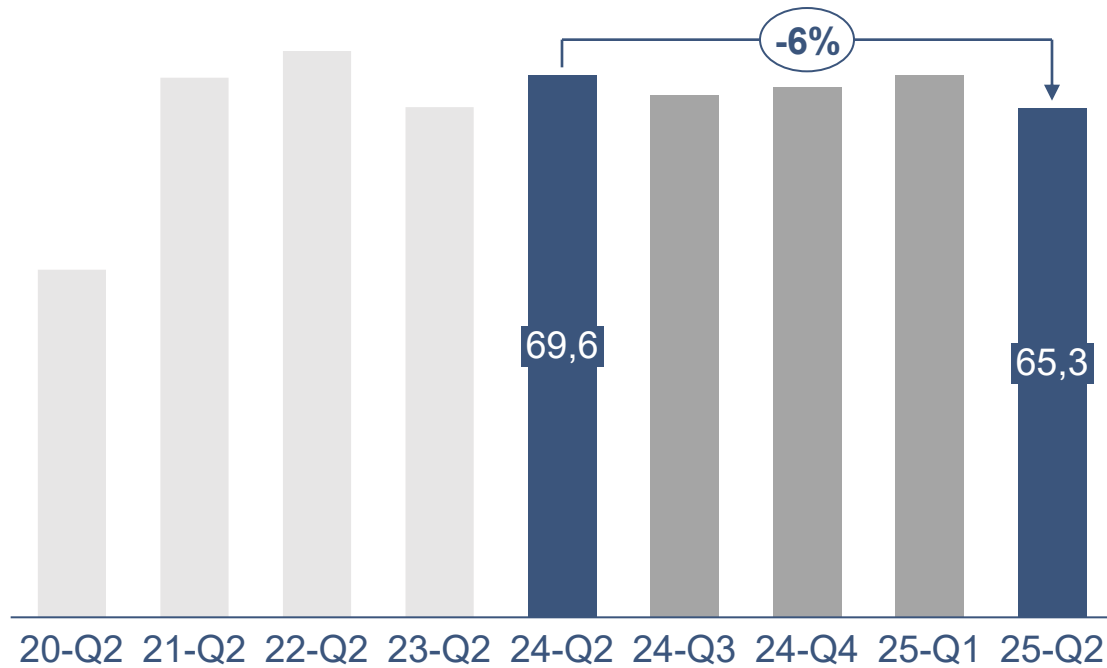
< -5%

-5% to 5%

>5%

Order intake development

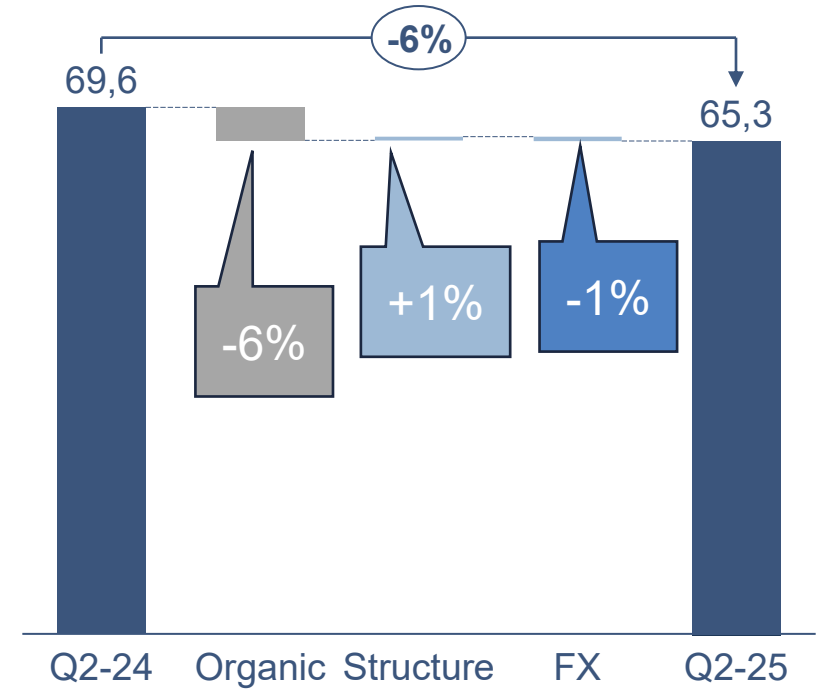
Order intake by quarter (MEUR)



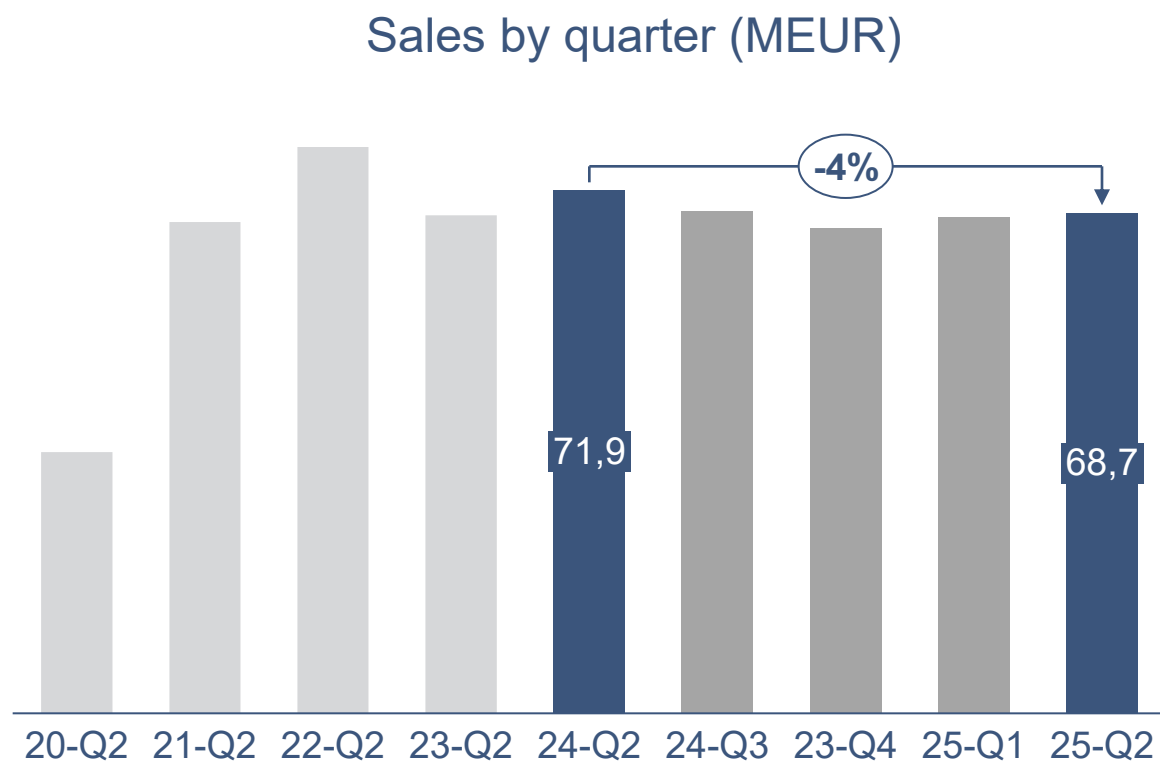
Order intake (MEUR)

65.3 (-6%)

Growth

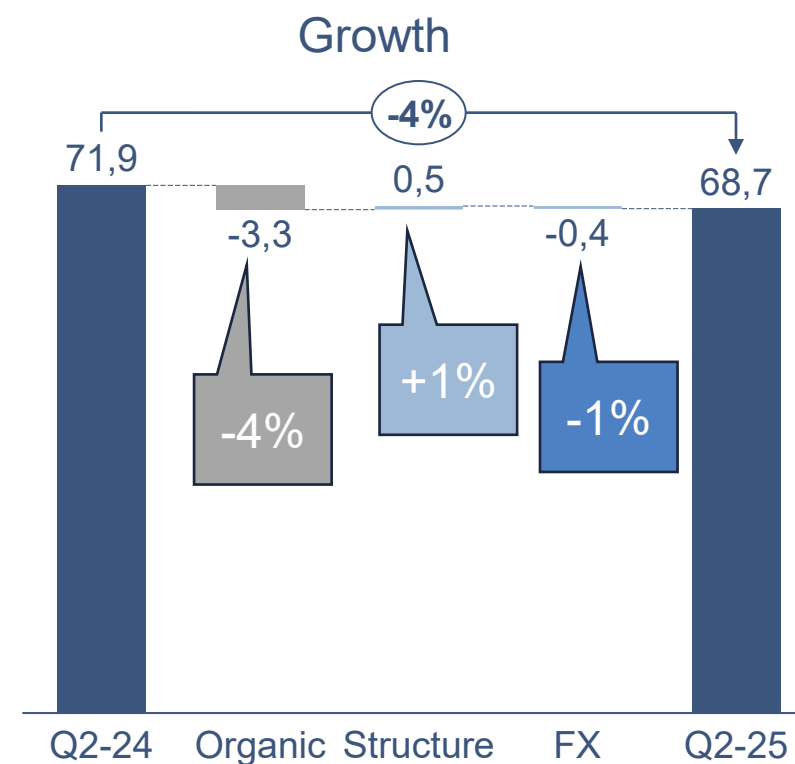


Net sales development

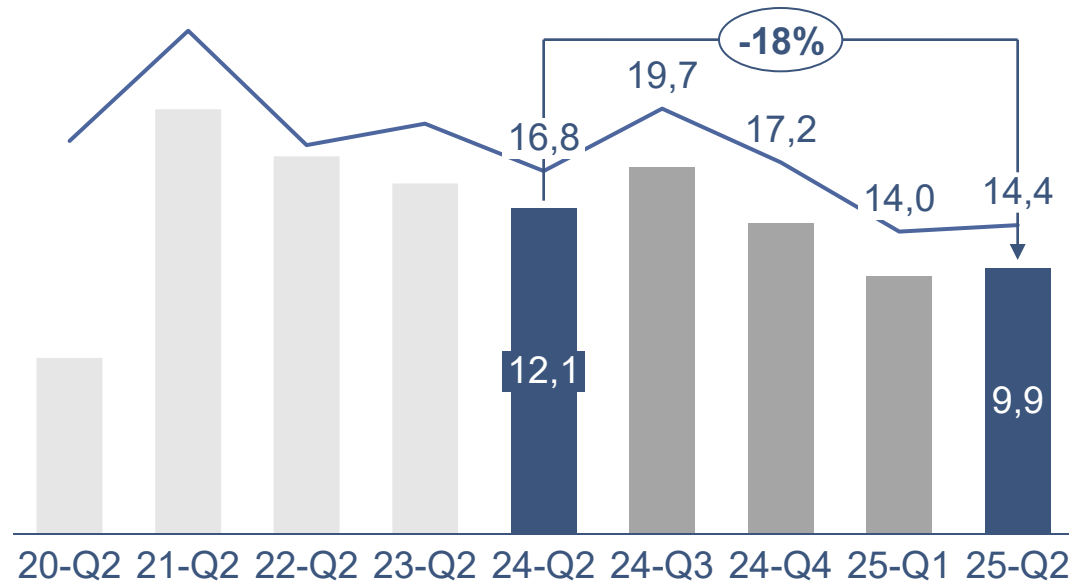


Sales (MEUR)

68.7 (-4%)



EBITA (adj) development

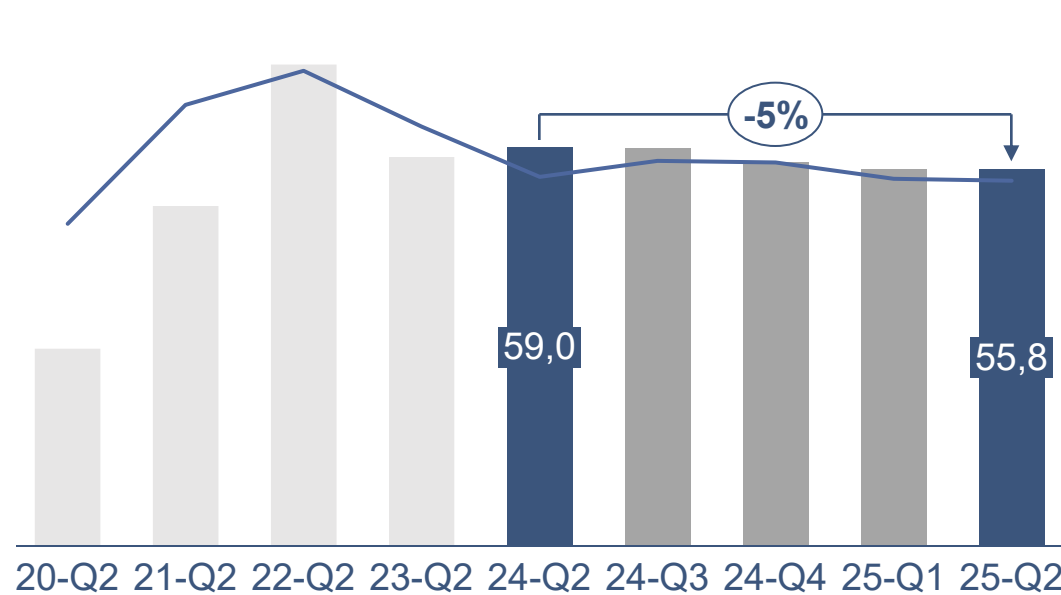


Adj. EBITA margin (%)

14.4%

- Sequential improvement to Q1
- Lower volumes in Europe put pressure to the EBITA-margin
- Negative impact from FX loss ~70 bps. Excl FX 15.1% (vs. 16.5% Q2 2024)
- Price discipline and continuous improvements counterbalance lower organic volumes to some extent
- High sales and admin costs in relation to sales – addressed through cost reduction program launched in Q2

Working capital development



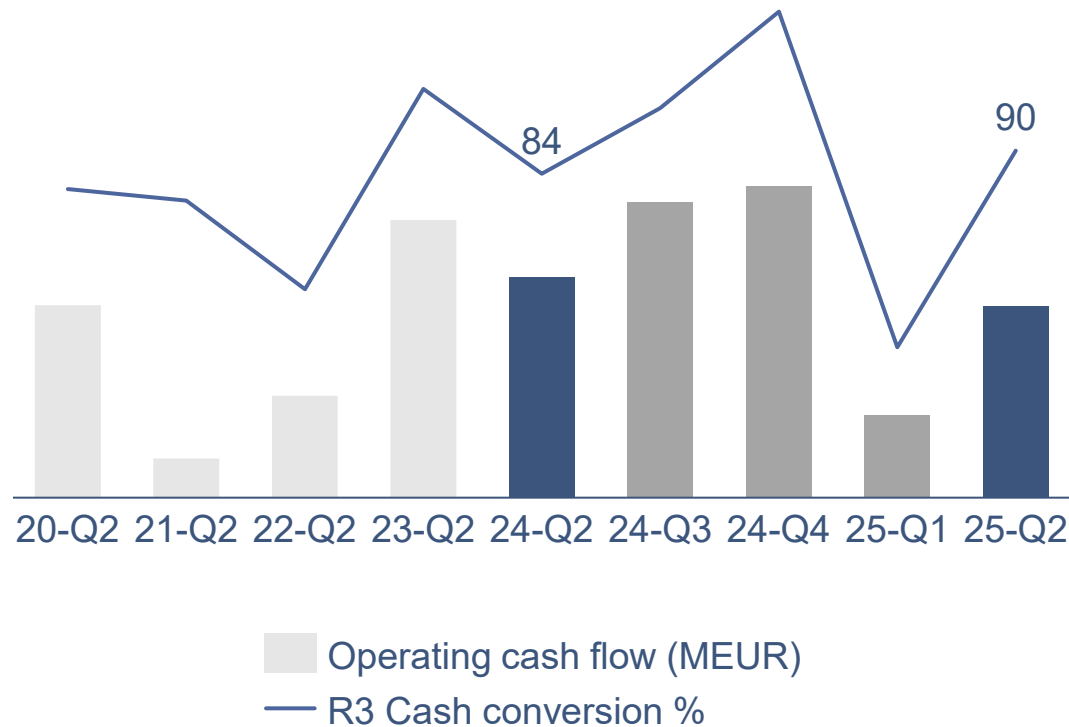
Working Capital

55.8 MEUR (-5%)

- Stable and lower working capital

NOTE: Working capital is defined as 3 month rolling (Accounts receivables + inventory – Accounts payable)
Revenues defined as last 3 months times 4

Operating cash flow development

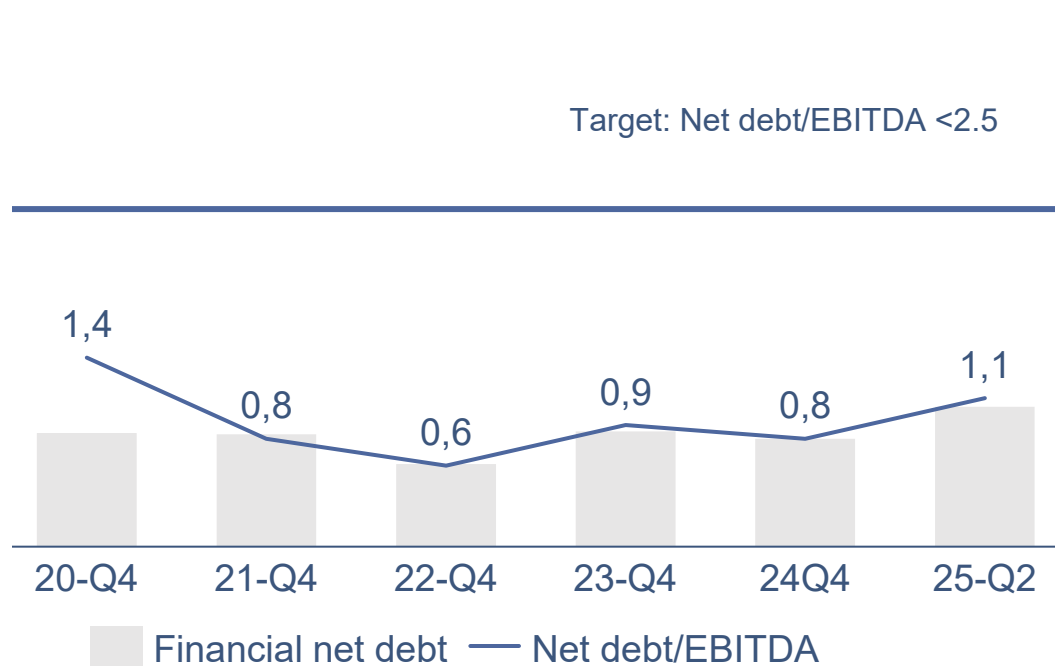


Free operating cash flow

8.9 MEUR

- Solid cash flow generated from operations

Net debt development



Financial Net debt / EBITDA

1.1 (R12)

- Net debt kept stable and well below target
- Significant fire power for acquisitions
- Market for acquisitions is somewhat 'hesitant'

Financial summary, Q2 2025

KEY FINANCIALS (MEUR)	Q2 2024	Q2 2025
Order intake	69.5	65.3
Sales	71.9	68.7
Adj. EBITA	12.1	9.9
<i>Adj. EBITA (%)</i>	16.8	14.4
<i>Adj. EBITA (% excl FX)</i>	16.5	15.1
Net debt / EBITDA	1.1	1.1
EPS (adjusted)	0.14	0.11

GROWTH (YoY)	OI	Sales
Organic	-6	-4
Structure	+1	+1
Organic + structure	-5%	-5%
Currency	-1	-1
Total	-6%	-4%

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A safety authority

-Caring for everyday safety

We believe your everyday safety matters.

In essence, is it all about providing you with peace of mind.

Everyday safety means bringing every employee back home safe, businesses sustainably higher productivity, and valuables untouched.

By working as a team, we aim for a superior customer experience with the right solutions – bringing you peace of mind.

With Troax Group you partner up with a safety authority caring for your everyday safety.

Play it safe – play Troax Group.

**Our people make
the difference**

**First in mind -
customers' first choice**

We offer the right solution



»Q&A«