

The logo for PHM Group, featuring the text "PHM Group" in a bold, teal-colored sans-serif font. The text is centered within a dark navy blue rectangular box. The background of the entire slide is a light teal color with a faint, abstract pattern of white dots and lines, resembling a molecular or network structure, overlaid on a blurred image of green foliage.

PHM Group

Financial Statements Bulletin

1-12 2021

15 February 2022

Presenting today



Ville Rantala

Chief Executive Officer



Petri Pellonmaa

Chief Financial Officer

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PHM Group is a leading residential property maintenance company in the Nordics

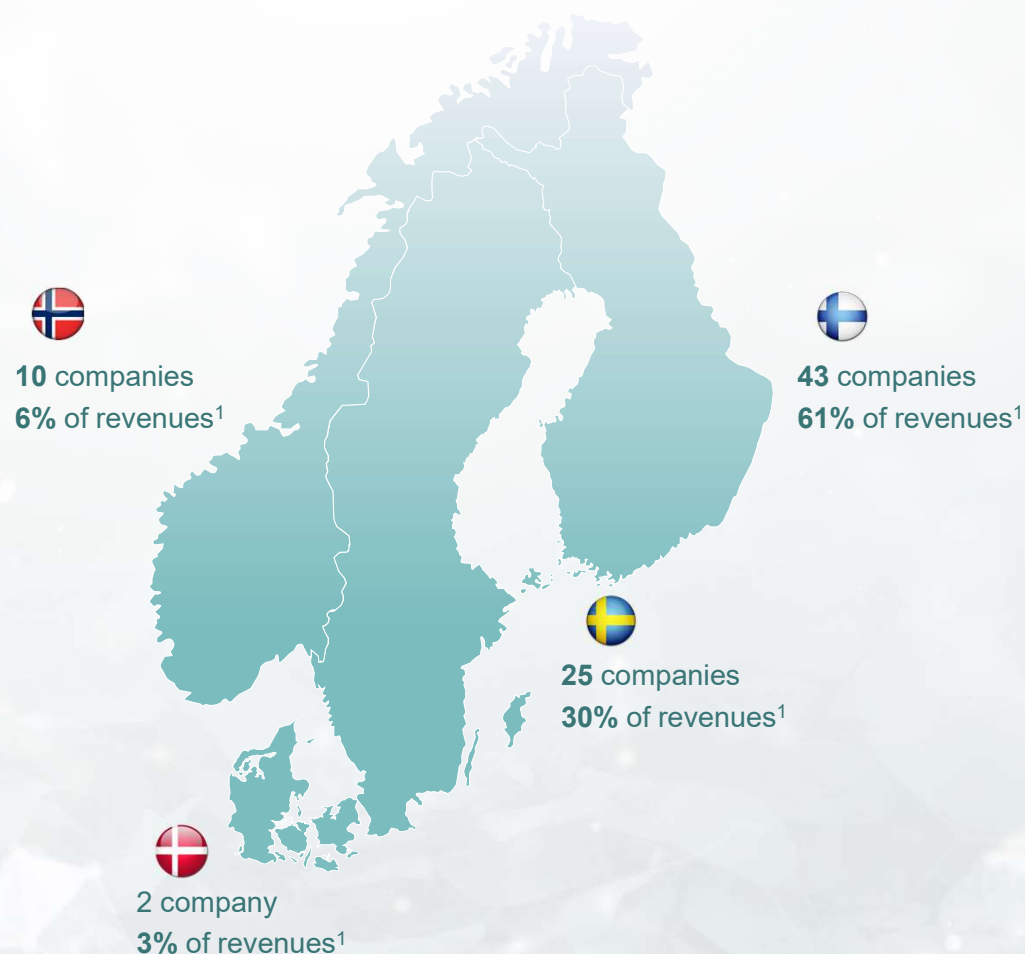
Key facts as per 31 December 2021



Broad service offering



Finnish market leader with a Nordic stronghold



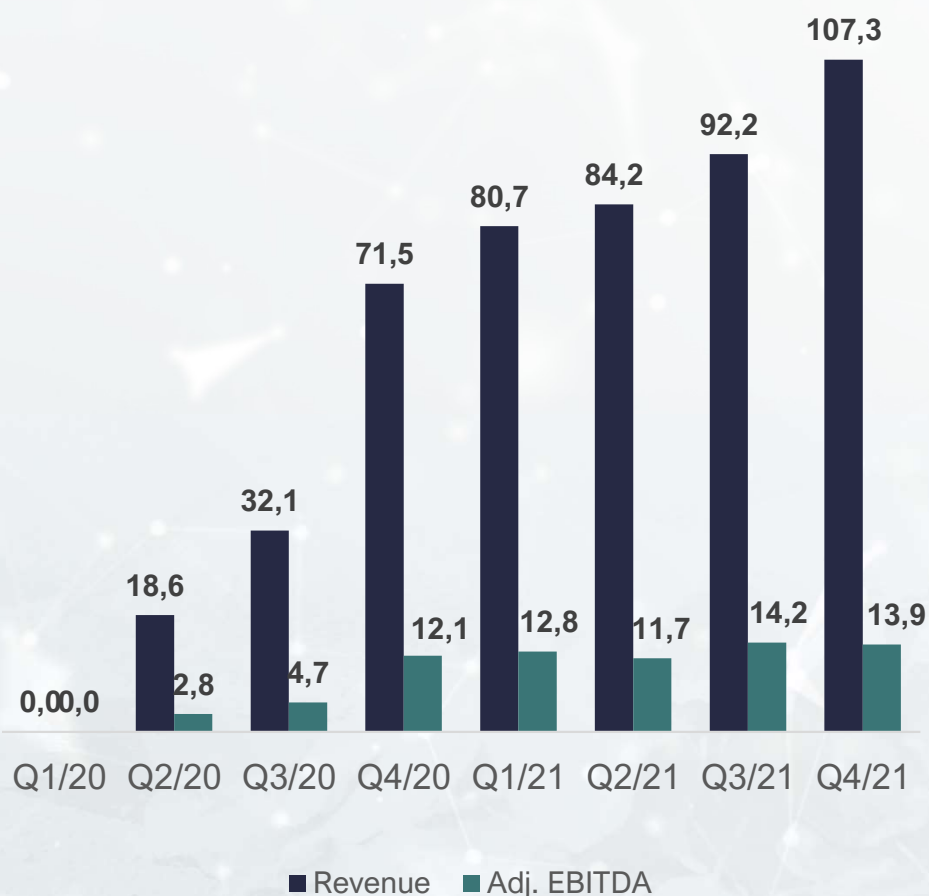
Highlights Q4/2021

- Despite Covid-19 pandemic demand for PHM Group's services remained good and operations remained relatively mildly affected
- Continued clear growth y-o-y in terms of actual revenue and profitability
- LFL revenue increased, but profitability decreased slightly
 - High revenues generated by increased add on sales and contract base
 - Adjusted EBITDA adversely impacted by increased operating costs coupled with an abnormally high Q4/20
- Operating cash flow was strong driven by seasonality in working capital
- Execution of M&A strategy continued strong during Q4
 - 12 acquisitions during Q4, making total acquisition growth 105.5 MEUR for the full year
 - Further 2 acquisitions closed in Jan/2022
- Development of ESG strategy started, together with renewal of existing governance practices



Reported revenue and earnings continued to grow year on year

Group revenue and adjusted EBITDA, MEUR reported



- The Group was established in March 2020 and ramped up its operations in April 2020 when the Group acquired PHM Finland Oy (formerly PHM Group Oy) and its subsidiaries from funds managed by Intera Partners and former management in an acquisition completed on 30th April 2020.
- Further the Group acquired Kotikatu Group in September 2020, which materially increased the scale PHM Group's operations
- This together with the high M&A activity in 2021 saw revenues increase materially from Q4/20 onwards and further in Q4/21
- EBITDA improved year on year mainly due to the increased scale of the business. Full year EBITDA improvement driven also strongly by organic growth in sales and improved operational efficiency.
- Adjusted EBITDA increased in all operating countries during full year 2021

Like-for-like revenue grew through out the year. Impressive profitability growth year on year, with slight decrease in Q4

Group revenue (MEUR) and adjusted EBITDA margin (%), Like-for-Like



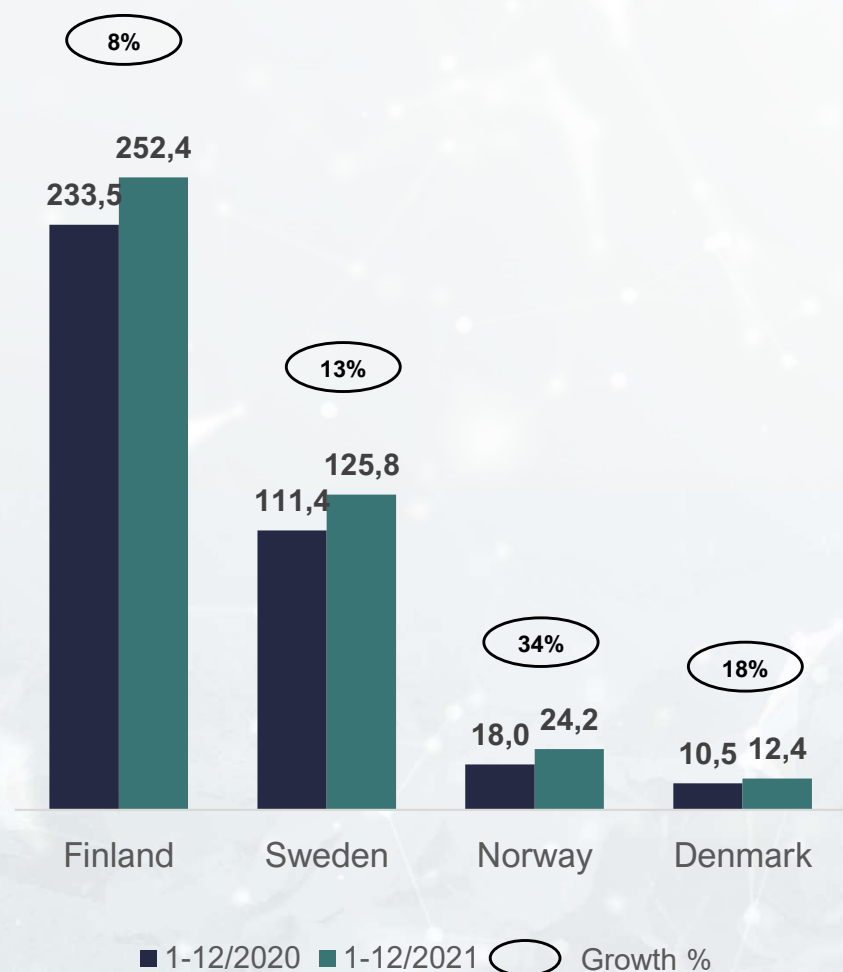
Group revenue (MEUR) and adjusted EBITDA margin (%), Like-for-Like

MEUR	Q4/21	Q4/20	Change, %	1-12/21	1-12/20	Change, %	LTM 12/2021	2020
Net Sales	110.4	103.7	6.5%	414.8	373.4	11.1%	414.8	373.4
Gross margin	80.8	78.3	3.1%	310.2	285.3	8.7%	310.2	285.3
Gross margin %	73.2%	75.6%	-2.3%	74.8%	76.4%	-1.6%	74.8%	76.4%
Personnel costs	-49.5	-46.8	5.7%	-191.8	-178.1	7.7%	-191.8	-178.1
% of revenue	-44.8%	-45.2%	0.3%	-46.2%	-47.7%	1.5%	-46.2%	-47.7%
Other operating expenses	-16.9	-15.2	11.2%	-59.9	-55.7	7.5%	-59.9	-55.7
% of revenue	-15.3%	-14.6%	-0.7%	-14.4%	-14.9%	0.5%	-14.4%	-14.9%
Adjusted EBITDA	14.4	16.3	-11.7%	58.5	51.4	13.8%	58.5	51.4
Adjusted EBITDA margin %	13.1%	15.8%	-2.7%	14.1%	13.8%	0.3%	14.1%	13.8%

- Q4/21 revenue increase compared to Q4/20 was driven by increased contract customer base as well as a respective increase in additional sales. Growth vs. Q3/21 explained by higher add on sales volumes.
- Q4/21 adjusted EBITDA decreased compared to Q3/21 and Q4/20
 - Q4/21 cost base increased by a mix of increased Covid-19 related sickness absences, snow clearance costs, increased fuel and energy prices as well as increased raw material prices and workload in projects that the Group was not fully able to pass on to its customers
- Comparison period LFL result also exceptionally high due to harmonization of accounting principles in acquired entities, which however do not impact full year comparison
- 1-12/21 revenue increase was driven by increased contract customer base as well as increased additional sales coupled with an active winter season
- In 1-12/21 adjusted EBITDA increased clearly due to increased revenue, synergies realized from acquired entities and efficient utilization of the Group's resources combined with successful use of subcontracting during workload peaks
- Profitability improved especially in newly acquired units

LFL revenue continued to increased in all operating countries

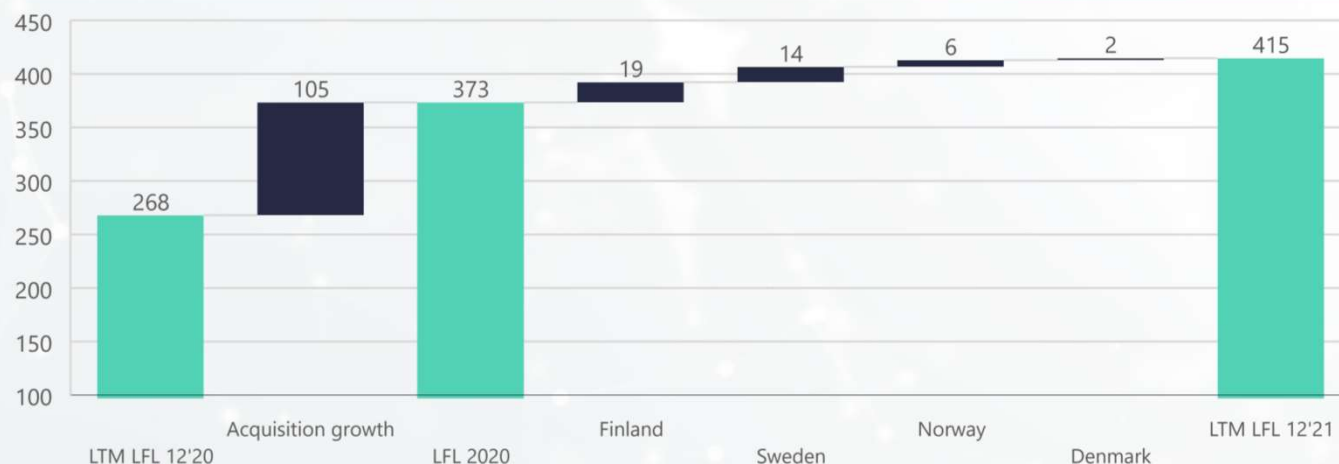
LFL revenue (MEUR) by country and growth y-o-y (%)



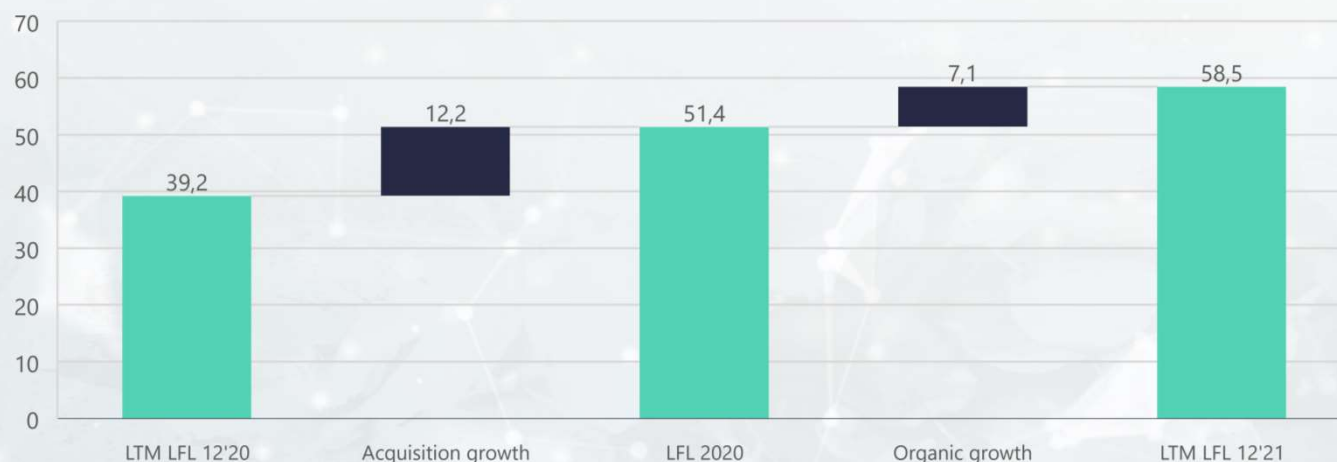
- Active winter season boosting snow related sales especially in Finland and Sweden compared to 2020.
- Limited impact from the Covid –19 pandemic on demand for services thanks to high share of recurring revenues from necessary day to day services.
- The main impact from the unusual situation has been on postponement of non-essential additional works, however offset slightly by increased demand for mainly cleaning services.
- Positive signs visible in the market in terms of demand especially in Sweden and Norway with higher technical sales compared to 2020
- However, Covid related sickness absences have impacted the ability to execute on add on services on some occasions in Q4.
- Increase in customer base driving growth in Norway and Denmark, with positive development also in Sweden and Finland

Strong growth in LTM revenue and EBITDA compared to Dec20

LTM LFL revenue development, MEUR



LTM LFL adj. EBITDA development, MEUR



- Successful M&A activity during 2021 drove LTM revenue growth, but also clear organic growth in all operating countries
- LTM EBITDA has grown from 39.2 MEUR at the end of 2020 to 58,5 MEUR at the end of 2021
- Growth explained by an even mix of organic and acquired growth
- Organic EBITDA growth driven by
 - Improved operational efficiency and synergies realised both from the Kotikatu merger as well as by improving the performance of other add on acquisitions according to PHM's integration model
 - Organic revenue growth.
- Realized synergies from the PHM Kotikatu merger included in the LTM adjusted EBITDA amounted to 3,7 MEUR, with another 0,5 MEUR still to be realized from actions taken to date

High M&A activity continued in Q4

Completed acquisitions 1-12/2021

Target company	Country	Region	Closing	Currency	Net sales *)	EBITDA *)
Tomina AB	Sweden	Stockholm	January	SEKm	39.0	3.90
Montasjelaget AS	Norway	Stavanger	February	NOKm	18.9	1.9
Olies Renhold AS	Norway	Stavanger	February	NOKm	4.9	0.7
Meranti Siivouspalvelut Oy	Finland	Oulu	March	EURm	3.6	0.5
Janitor Oy	Finland	Hyvinkää	March	EURm	0.8	0.1
Kiinteistöhuolto 3J Oy	Finland	Paimio	April	EURm	1.2	0.1
QSC Group	Finland	Oulu, Joensuu, Rovaniemi	April	EURm	16.8	2.2
Viherkehä Oy	Finland	Capital region	April	EURm	1.5	0.2
Ejendomsvirke A/S	Denmark	Copenhagen	April	DKKm	67.5	6.7
Höga Kusten Skog & Fastighet AB	Sweden	Northern Sweden	April	SEKm	63.7	6.8
Vihdin Rakennustekniikka VRT Oy	Finland	Vihti	May	EURm	1.7	0.2
Optimal Service Sverige AB **)	Sweden	Göteborg	May	SEKm	31.2	2.9
Gröna Gården AB	Sweden	Landskrona	May	SEKm	27.7	5.1
Ostkustens Trädgårdsservice AB	Sweden	Kalmar	May	SEKm	18.7	1.3
Trondheim Renholdsservice AS	Norway	Trondheim	June	NOKm	12.7	1.0
Uterom Entreprenør AS **)	Norway	Oslo	June	NOKm	28.1	9.1
Kiinteistöhuolto Lyijynen Oy	Finland	Lappeenranta	June	EURm	4.3	1.9
Kiinteistöpalvelu Tim Turunen Oy	Finland	Savonlinna	June	EURm	1.6	0.2
Flow Fastighetsvärden AB	Sweden	Stockholm, Mälardalen and Southern Sweden	July	SEKm	231.9	9.4
Mark & Fastighetsservice i Kalmar Ab	Sweden	Kalmar	July	SEKm	27.5	1.4
Uudenmaan Huoltokeskus Oy	Finland	Capital region	September	EURm	1.6	0.2
Økonomiske Løsninger AS	Norway	Oslo	September	NOKm	19.3	4.0
Bromma Fönsterputs Ab and Fönsterputskåren i Stockholm Ab	Sweden	Stockholm	October	SEKm	8.8	0.5
Raahen Kiinteistöhoito Oy and Raahen Talonhoito Oy	Finland	Raahen	November	EURm	1.2	0.1
993 Hjelp As	Norway	Stavanger	November	NOKm	11.2	1.3
Fastighet Mark Teknik Förvaltning Norr Ab	Sweden	Umeå	November	SEKm	18.0	-0.8
Puhdas Tuuli Oy	Finland	Oulu	December	EURm	0.3	0.0
Pirkanmaan Talotoimi Oy	Finland	Tampere	December	EURm	1.3	0.4
Duo Siivouspalvelut Oy	Finland	Tampere	December	EURm	2.6	0.5
Kouvola Talonhoito Oy	Finland	Kouvola	December	EURm	0.7	0.1
Kiinteistöhoito Juhala Oy	Finland	Turku	December	EURm	0.8	0.1
Kiinteistöhuolto Honkapää Oy	Finland	Tampere	December	EURm	0.7	0.2
TIP TOP Ejendomservice ApS	Denmark	Copenhagen	December	DKKm	14.9	1.4
Trappevask Service As	Norway	Oslo	December	NOKm	9.2	3.7

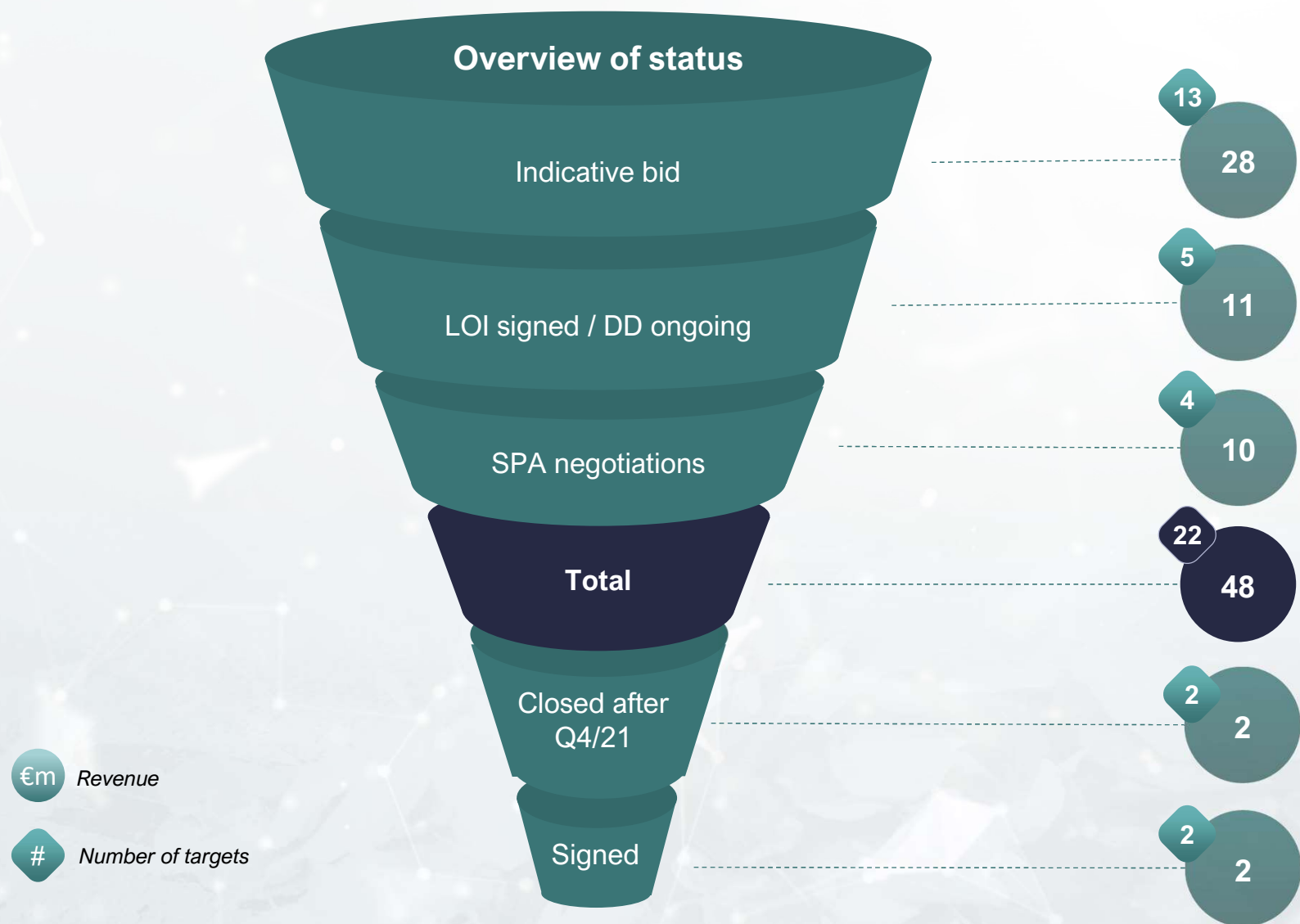
*) Presented financials are based on latest available audited financial statements

**) Unofficial consolidation of group entities

Q4 M&A highlights

- High M&A activity with several processes initiated during Q3 completed before year end
- Altogether twelve acquisitions made in Q4, including
 - Acquisitions to strengthen the Group's market position in several key areas (Tampere, Turku, Stockholm, Oslo, Stavanger, Copenhagen)
 - Expansion into new areas (Kouvola, Umeå)
 - Service offering broadened in several geographies
 - Second acquisition in Denmark completed

Strong M&A pipeline with total revenues of ~EUR 48m. Four deals waiting to be closed or closed after the end of Q4



Note: Pipeline is as of 15 February 2022 and only includes companies which PHM has at minimum submitted an indicative bid to. In addition, there are several companies where PHM is in dialogue with to initiate a process.

Strong operating cash flow in Q4

- Strong EBITDA and seasonality in working capital supported operating cash flow
 - Increase in payables and holiday pay accruals towards the end of the year main driver for NWC development
- Investments into tangible assets in Q4/21 remained relatively high as in Q3/21 due to renewals of machinery in preparations for the winter season. Also, investments in 2021 in general have been higher due to a decision to renew more machinery to secure quality of delivery and to lower maintenance costs.
- Successful M&A activity in 2021 visible in high M&A capex recorded. M&A activity financed through cash flows and increased lending.

Operating cash flow and investments breakdown, MEUR

Operating cash flow, MEUR	10-12 2021	1-12 2021
EBITDA	11.9	49.1
Change in net working capital	7.2	0.2
CAPEX	-4.6	-13.4
Operating cash flow before acquisitions	14.4	35.9
Acquisition of subsidiaries net of cash acquired	-9.1	-88.5
Operating cash flow after acquisitions	5.4	-52.5
Cash conversion	10-12 2021	1-12 2021
EBITDA, MEUR	11.9	49.1
Operating cash flow before acquisitions, MEUR	14.4	35.9
Cash conversion before acquisitions	121%	73%
Maintenance CAPEX	10-12 2021	1-12 2021
CAPEX, MEUR	-4.6	-13.4
Revenue, reported MEUR	107.3	364.3
CAPEX % of revenue	4.3%	3.7%

*) EBITDA + change in NWC (excluding intra group liability to ultimate parent) – CAPEX (excluding acquisition capex)

**) EBITDA / Operating cash flow before acquisitions

Leverage increased slightly, liquidity remains strong

- Despite high M&A activity during Q4 and the payment of the first bond coupons, interest bearing net debt increased only slightly thanks to the strong operating cash flow
- Leverage increased slightly during Q4 due to the increased net debt, but was still below incurrence test threshold of 5,5x
- Liquidity position remains strong backed by 18.4 MEUR cash and cash equivalents, as well as undrawn 22 MEUR super senior RCF
- Liquidity was further strengthened in January 2022 as the Group successfully completed its first tap issue on the bond placing an additional 40 MEUR of new notes on the market. The proceeds were used to repay the outstanding 28 MEUR super senior RCF and strengthen the cash balance to enable the Group to continue its strategy of strong M&A growth.

Leverage breakdown

Leverage	31.12.2021
Senior Secured Fixed Rate Bond	300.0
Super Senior Revolving Credit Facility	28.0
Other interest bearing liabilities	15.3
Interest bearing liabilities 31.12.2021	343.3
Cash and cash equivalents	-18.4
Interest bearing net debt 31.12.2021, MEUR	324.9
EBITDA LTM, reported	49.1
LFL adjustments	5.9
Non recurring items	3.5
Unrealised synergies	1.2
Synergy adjusted EBITDA, MEUR	59.7
Leverage*, x	5.44

The background of the slide is a photograph of a sun-dappled forest path, overlaid with a faint, light blue geometric network pattern consisting of dots and lines.

PHM Group

Thank you for your attention

Appendix

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Consolidated income statement

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Consolidated balance sheet

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Consolidated cash flow statement

Consolidated income statement

CONSOLIDATED INCOME STATEMENT, FAS

EUR THOUSAND

	10-12 2021	10-12 2020	1-12 2021	1-12 2020
Revenue	107,329	71,526	364,336	122,176
Other operating income	1,659	621	3,448	671
Materials and services	-30,087	-9,228	-96,399	-33,052
Personnel expenses	-48,774	-33,703	-167,858	-54,807
Other operating expenses	-18,202	-11,385	-54,471	-19,034
EBITDA	11,925	9,401	49,057	15,954
% of revenue	-1.0%	13.1%	13.5%	13.1%
Depreciation	-3,790	-5,378	-16,665	-7,199
EBITA	8,136	4,023	32,391	8,755
% of revenue	7.6%	5.6%	8.9%	7.2%
Amortisation and impairment	-12,495	-10,835	-47,010	-18,762
Operating result	-4,360	-6,812	-14,618	-10,008
% of revenue	-4.1%	-9.5%	-4.0%	-8.2%
Net financial expenses	-9,728	-3,261	-22,536	-12,369
Result before taxes	-14,088	-10,073	-37,154	-22,377
Income taxes	-486	-871	-2,783	-912
Group contribution	-669		-669	
Result for the financial period	-15,244	-10,944	-40,607	-23,289

Consolidated balance sheet

CONSOLIDATED BALANCE SHEET, FAS
EUR THOUSAND

12 2021

12 2020

ASSETS

Non-current assets

Intangible assets

Consolidated goodwill

395,775

346,565

Goodwill

4,444

5,822

Other long-term expenditure

2,145

369

Property, plant and equipment

43,861

36,216

Other tangible assets

1,247

1,355

Investments

3,109

2,547

Advance payments

1,176

562

Deferred tax assets

-22

116

Total non-current assets

451,736

393,551

Current assets

Inventories

1,112

971

Trade receivables

37,167

21,177

Other receivables

24,729

6,049

Cash and cash equivalents

18,353

17,531

Total current assets

81,361

45,728

Total assets

533,097

439,279

EQUITY AND LIABILITIES

Equity

Invested unrestricted equity

158,318

193,910

Retained earnings

-23,336

-46

Profit for the period

-40,606

-23,289

Total equity

94,376

170,574

LIABILITIES

Non-current liabilities

Subordinated loans

0

18,711

Long-term interest-bearing liabilities

309,873

187,210

Deferred tax liabilities

1,748

865

Total non-current liabilities

311,621

206,786

Current liabilities

Short-term interest-bearing liabilities

33,385

13,222

Accounts payable

18,793

10,137

Other liabilities

72,950

37,153

Current tax liabilities

1,971

1,408

Total current liabilities

127,099

61,919

Total liabilities

438,720

268,705

Total equity and liabilities

533,097

439,279

Consolidated cash flow statement

CONSOLIDATED CASH FLOW STATEMENT, FAS

EUR THOUSAND

10-12 2021

1-12 2021

Profit (Loss) before income taxes for the financial year	-14,088	-37,154
Adjustments:	0	
Depreciation	16,285	63,675
Finance income and finance expenses	9,728	22,536
Other adjustments ¹	214	-723
Cash flows before change in net working capital	12,139	48,333
Change in net working capital:	0	
Change in trade and other receivables (increase (-) / decrease (+))	-15,167	-16,852
Change in inventories (increase (-) / decrease (+))	158	197
Change in trade and other payables (increase (+) / decrease (-))	10,630	18,102
Cash flows before finance items	7,761	49,780
Other inflows without payment	-960	-960
Income taxes paid	111	-1,199
Net cash from operating activities (A)	6,912	47,621
Cash flows from investing activities		
Acquisition of intangible and tangible assets	-4,642	-13,374
Acquisition of subsidiaries net of cash acquired	-9,093	-88,459
Net cash used in investing activities (B)	-13,735	-101,833
Cash flows from financing activities		
Decrease in share capital for consideration	15,000	-35,592
Repayment of loans and borrowings	-3,596	-377,142
Proceeds from current loans and borrowings	7,800	491,852
Net interest and finance costs paid	-9,693	-23,970
Net cash from financing activities (C)	9,511	55,148
Net cash from (used in) operating, investing and financing activities (A+B+C)	2,688	936
Net increase (decrease) in cash and cash equivalents	2,688	936
Cash and cash equivalents at the beginning of the period	15,745	17,531
Effect of fluctuations in exchange rate on cash held	-80	-114
Cash and cash equivalents at reporting end	18,353	18,353