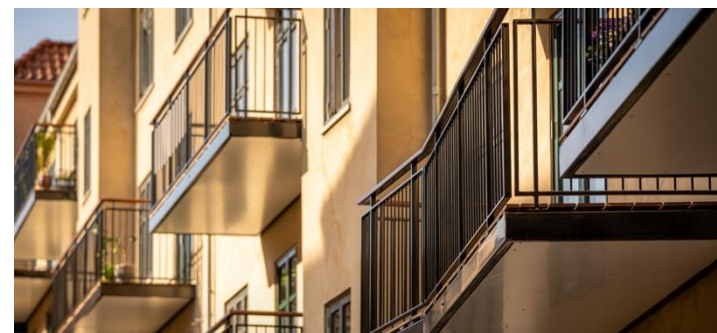


BALCO | GROUP

Q1 Report 2026

January - March

CAMILLA EKDAHL, CEO
VIKTOR ARVIDSSON, CFO



BALCO / RIIKKU / BALCO ALTANER / RK TEKNIK / TBO-HAGLINDS /
STORA FASAD / SÖDERÅSEN / SUOMEN OHUTLEVYASENNUS

Snapshot of Balco Group

The Group

- Balco Group was founded in 1987 and consists of the companies Balco, Riikku, RK Teknik, TBO-Haglinds, Balco Altaner, Stora Fasad, Söderåsens Mur & Kakel and Suomen ohutlevyasennus.
- The head office is in Växjö, and the group has approximately 500 employees.

The offering

- Balco operates in two main segments: renovations and new build.
- The core expertise is supplying glazed balconies and balcony solutions, primarily on the renovation market and to tenant-owner associations and replacing existing balconies with new glazed balconies according to the Balco method.
- However, the group has a broad offering of balcony solutions, including both open and glazed balconies, as well as complementary offerings such as façade renovations.

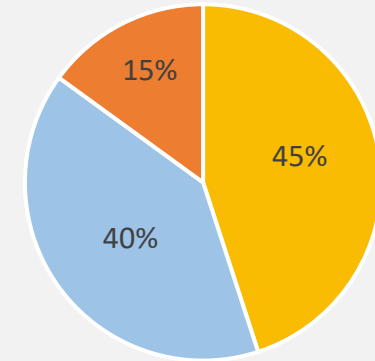
The market

- Balco Group is the market leader in the Nordics with key markets being Sweden, Denmark, Norway and Finland.
- Strong challenger position on other northern European markets.

Energy-savings

- All glazing of a balcony results in energy savings. Simpler glazing provides 5 to 10 percent energy savings, while Balco's patented glazing provides a documented energy saving of 20 to 30 percent.
- Facade renovation with additional insulation give energy savings of up to 10 percent.

REVENUE PER MARKET (2025)



■ Sweden ■ Other Nordics ■ Other Europé



Q1 highlights

Order intake

- In line with the corresponding period last year: 270 MSEK (275).
- Order backlog +21% vs. Q1 2025.

Cash flow

- Solid operating cash flow: 32 MSEK.

Net sales and profitability

- Net sales decreased by 5%, (FX impact -2%)
- Net sales: 299 MSEK (316).
- Profitability below target.
 - New build segment had a negative impact
 - Renovation segment affected by lower volumes in some companies and downward revisions of contribution margins in individual projects.

Further cost savings and structural measures

- Extensive measures implemented
- Not sufficient- further cost-saving and structural measures ongoing

Q1 2026

Order intake

270 MSEK
Jan - Mar 2026

275 MSEK
Jan - Mar 2025



Market update

- The trend of increased activity in the renovation segment in Sweden and Norway remains but customer dialogues and investment decisions are affected by increased macro uncertainty.
- No clear market recovery for the Finnish market. The total order intake increased for the renovation segment vs. Q1 2025.
- The Danish market remains challenging.
- The UK new build market potential remains substantial.
- The renovation market in Germany continues to show good underlying demand. Our Finnish glazing from Riikku is expanding our offering.
- The maritime segment remains positive. Current order backlog at the shipyards, indicates potential for additional orders to Balco.
- Some positive signals in the new build segment, but from a very low level.

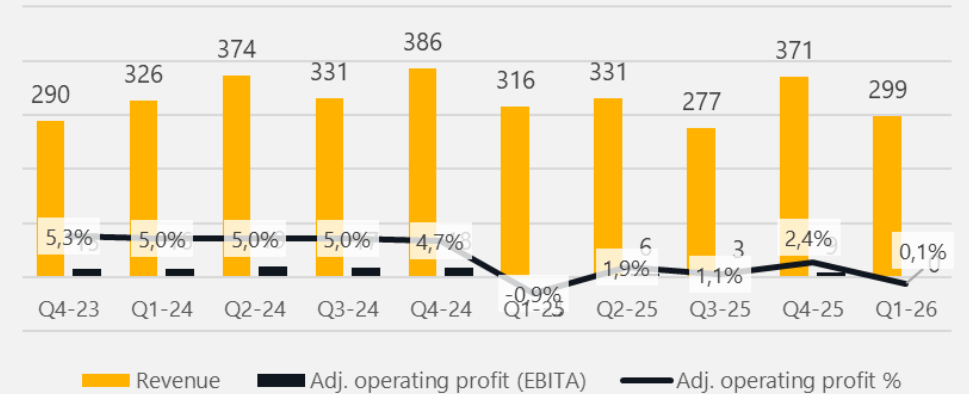
70 years lifetime City balconies	90 years lifetime Glazed balconies
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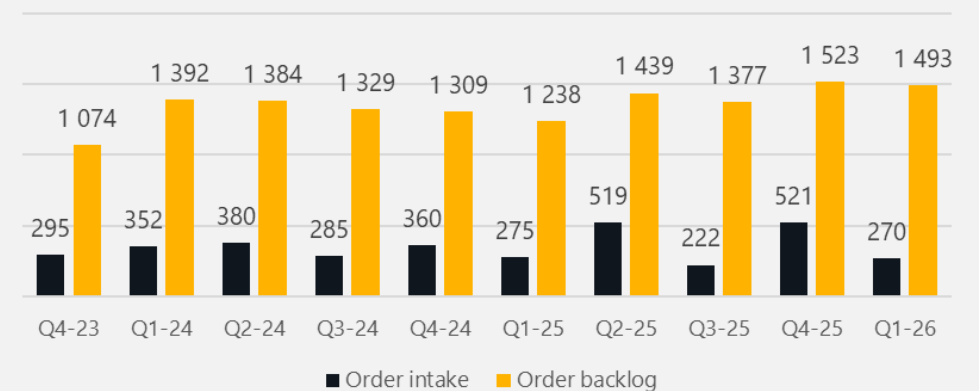
Quarterly results

- **Net sales** amounted to 299 MSEK (316).
Organic growth was -3 percent and currency effect was -2 percent.
- **Adjusted operating result (EBITA)** amounted to 0 MSEK (-3), corresponding to an adjusted EBITA-margin of 0.1 percent (-0.9).
- **Order intake** amounted to 270 MSEK (275).
- **Order backlog** increased by 21 percent to 1,493 MSEK (1,238).
- **Adjusted earnings per share** amounted to 0.01 SEK (-0.24).
Earnings per share amounted to -0.03 SEK (-1.31).
- **Operating cash flow** amounted to 32 MSEK (1).

REVENUE AND ADJUSTED OPERATING PROFIT, MSEK



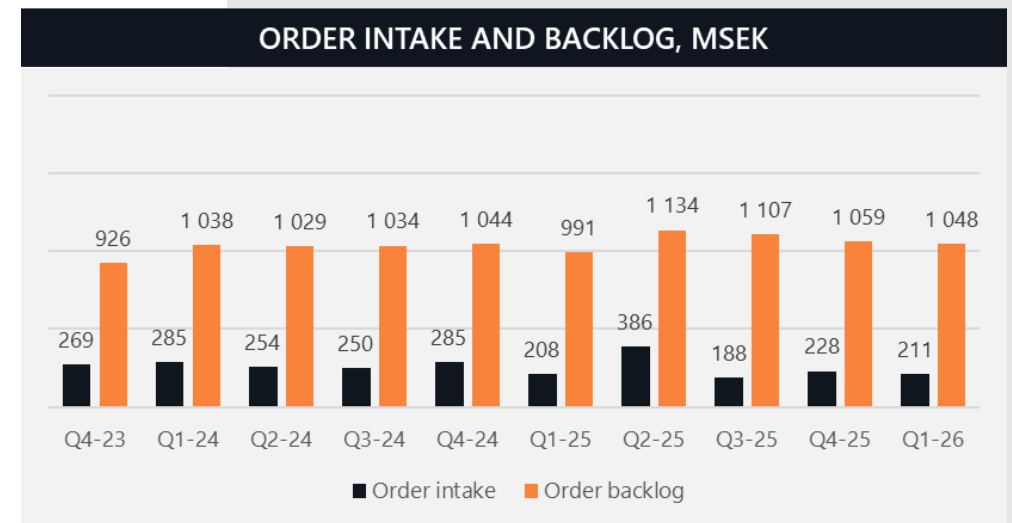
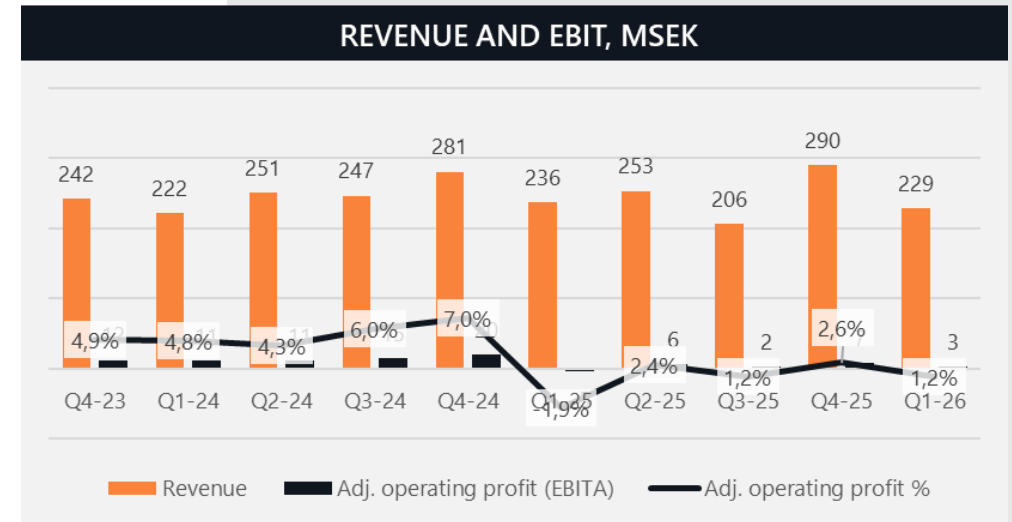
ORDER INTAKE AND BACKLOG, MSEK



Renovation

- **Net sales** in the quarter amounted to 229 MSEK (236), which corresponds to 77 percent (75) of the total net sales.
- **Order intake** in the quarter amounted to 211 MSEK (208), which corresponds to 78 percent (76) of the total order intake.
- **Adjusted operating result (EBITA)** in the quarter amounted to 3 MSEK (-5), corresponding to an adjusted operating margin of 1.2 percent (-1.9).
- **Order backlog** amounted to 1,048 MSEK (991) which corresponds to 70 percent (80) of the total order backlog.

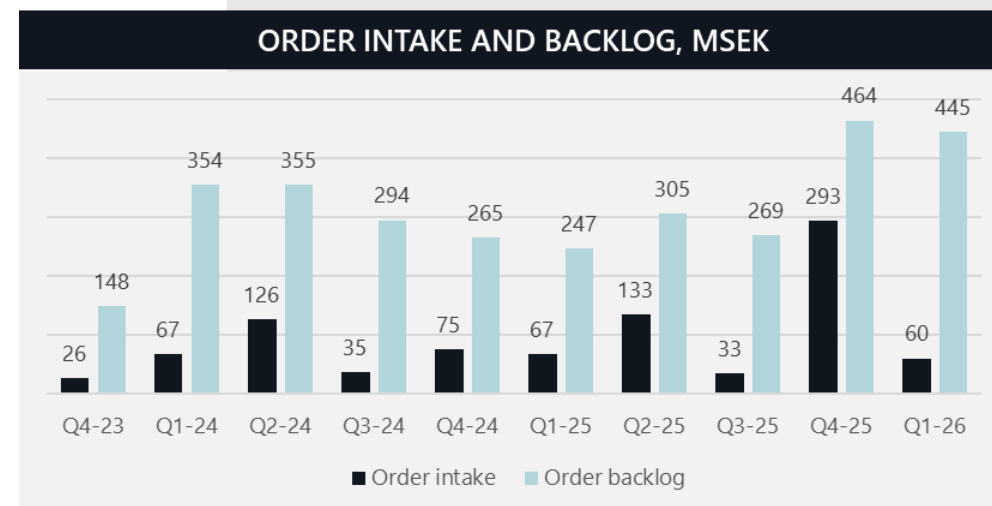
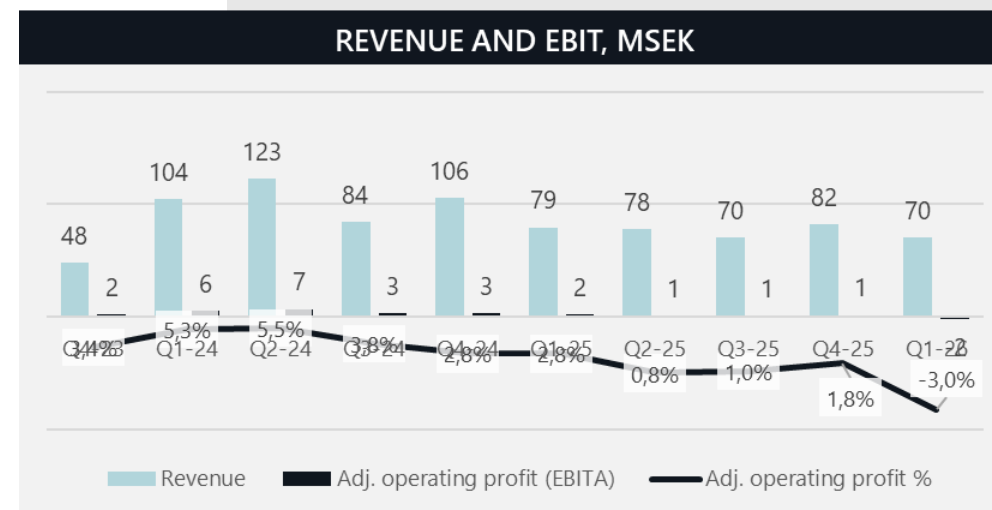
	jan-mar 2026	jan-mar 2025	apr-mar 2025/26	jan-dec 2025
Renovation, MSEK				
Net Sales	228,9	236,4	978,1	985,6
Adjusted operating profit (EBITA)	2,7	-4,6	18,5	11,2
Adjusted operating margin (EBITA), %	1,2	-1,9	1,9	1,1
Order intake	210,6	208,0	1 013,4	1 010,7
Order backlog	1 048,3	991,1	1 048,3	1 059,5



New build

- **Net sales** in the quarter amounted to 70 MSEK (79), which corresponds to 23 percent (25) of the total net sales.
- **Order intake** in the quarter amounted to 60 MSEK (67), which corresponds to 22 percent (24) of the total order intake.
- **Adjusted operating result (EBITA)** in the quarter amounted to -2 MSEK (2), corresponding to an adjusted operating margin of -3.0 percent (2.8).
- **Order backlog** amounted to 445 MSEK (247) which corresponds to 30 percent (20) of the total order backlog.

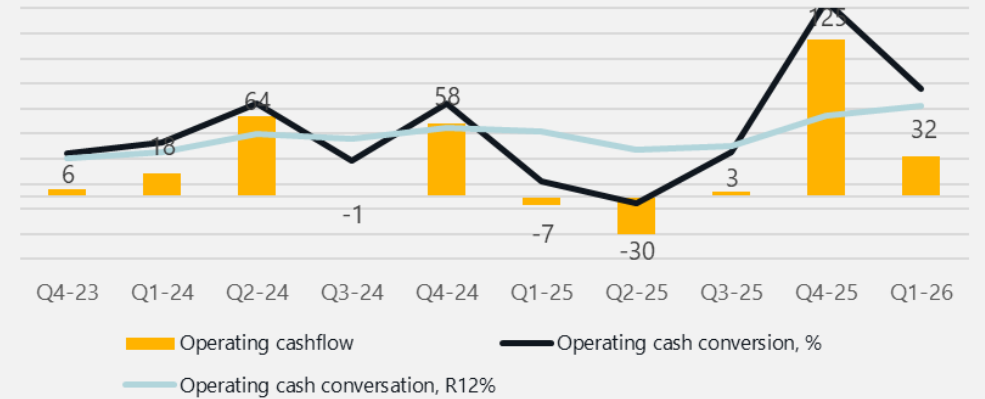
	jan-mar 2026	jan-mar 2025	apr-mar 2025/26	jan-dec 2025
New Build, MSEK				
Net Sales	69,9	79,4	299,9	309,4
Adjusted operating profit (EBITA)	-2,1	2,2	0,7	5,0
Adjusted operating margin (EBITA), %	-3,0	2,8	0,2	1,6
Order intake	59,5	67,0	519,0	526,5
Order backlog	444,6	246,9	444,6	463,8



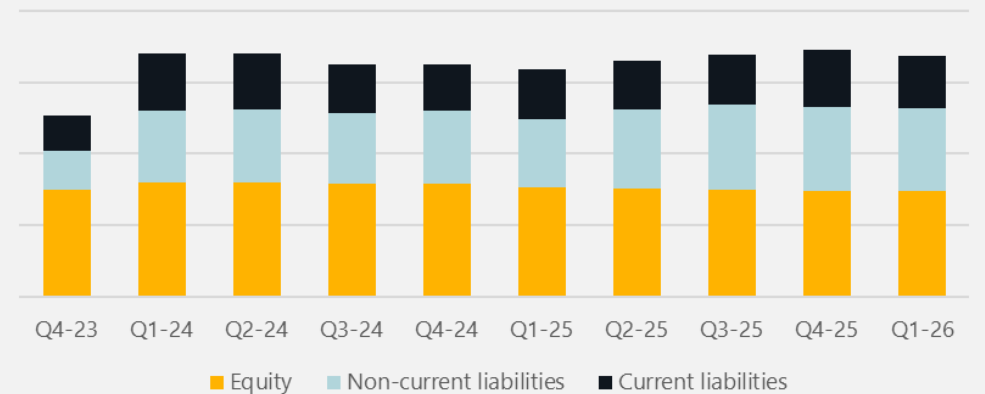
Financial position

- At the end of the quarter, the Group's equity amounted to 738 MSEK (757). Equity/assets ratio at 44 percent (47).
- Interest-bearing net debt including leasing debt in relation to adjusted EBITDA amounted to 5.5 times (3.9) down from 6.0 times in quarter 4 2025.
- In December 2025, a waiver was obtained together with an amendment to the existing credit agreement. The covenants are within this agreement.

OPERATING CASH FLOW, MSEK



EQUITY, LIABILITIES AND NET DEBT



Concluding remarks

Outlook

- Continued improvement in renovation activities in Sweden and Norway.
- Gradual recovery in the Finnish renovation segment
- Danish market remains challenging despite higher order intake vs. Q1 2025.
- Geopolitical uncertainty is creating a more cautious and uncertain outlook
- Slower recovery expected in the Nordic new build segment, particularly for the balcony companies.
- Potential for further growth in Germany and the UK.
- Positive outlook for the maritime segment, supported by strong shipyard order intake and our broader product offering, creating potential for new orders.
- Continued focus on profitability improvement measures and capital structure.





Q&A

BALCO

GROUP