

Hancap

The Group
13 March 2019



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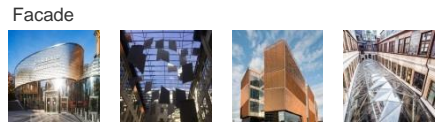
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The Group in Brief

- Hancap AB (publ) (“the Group”) is active in the North European market for construction-related niche products such as windows, glass doors, roofing, conservatories and facade solutions
- The Groups largest markets are the Nordic countries Sweden, Norway and Denmark, but it also operates in the UK, Germany and Switzerland
- The main subsidiaries are divided into the two divisions; Hancap Facade and Hancap Windows
- Net sales in 2018 is estimated to SEK 863m
- 250 employees

Facade



Conservatory Production and Installation



Windows



Window replacement and renovation

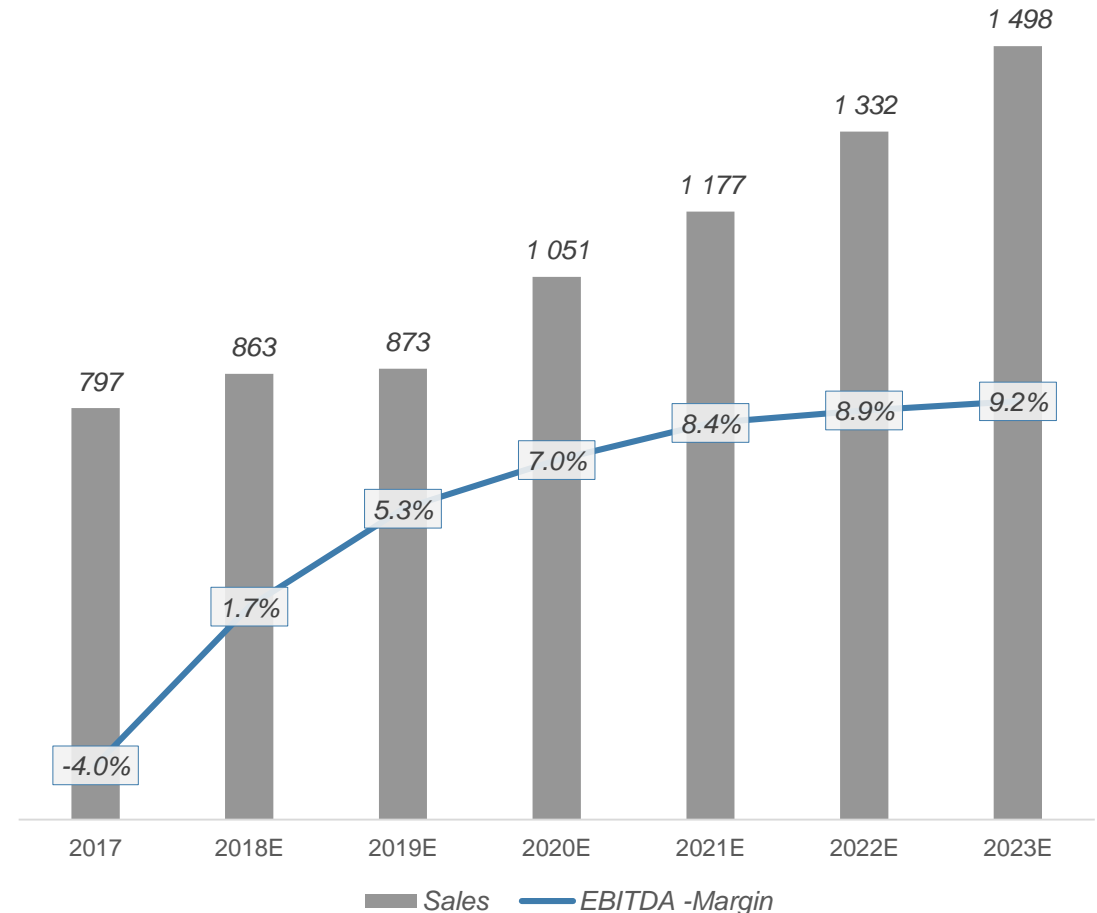


Other



Group - Net sales & EBITDA forecast

(In SEKm)

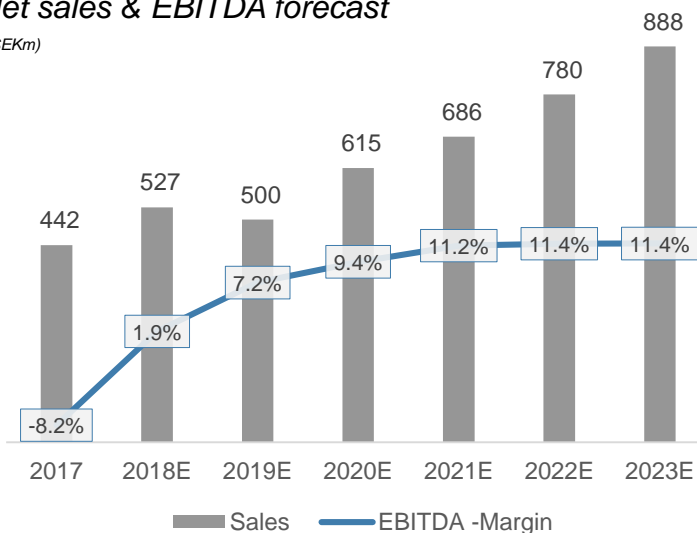


The Facade division

- Consists of 3 operational entities: Skandinaviska Glassystem, Uterumsmästarna, and Santex System (includes Santex Glas)
- Goal of making visions of contemporary architecture come alive
- Offices in Gothenburg, Stockholm and Halmstad
- 140 employees
- Markets: Sweden, Denmark, Norway, Switzerland, Germany and Finland
- Backlog: SEK 327m entering January 2019

Net sales & EBITDA forecast

(In SEKm)



Facade and exteriors

- Acquired by the Group in 2016
- Accounts for ~50% of the Group's revenue
- Provides specialized façade solutions in glass and other materials to construction projects with unique design and solutions
- Development is carried out in collaboration with architects and engineers



Conservatory production

- Santex manufactures and delivers custom-made systems for conservatories with quality wood frames
- Production takes place in the company's own manufacturing facilities in Halmstad
- Product range consists of systems for complete rooms as well as folding – and sliding doors for facade installation



Conservatory installations

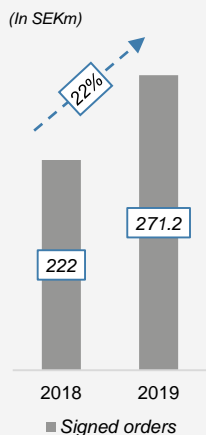
- Sells and assembles high-end conservatories
- Product range include conservatories, winter gardens, roofs, foundations, sun shades, folding doors and glass verandas
- Primarily sells and markets products and solutions manufactured by Santex



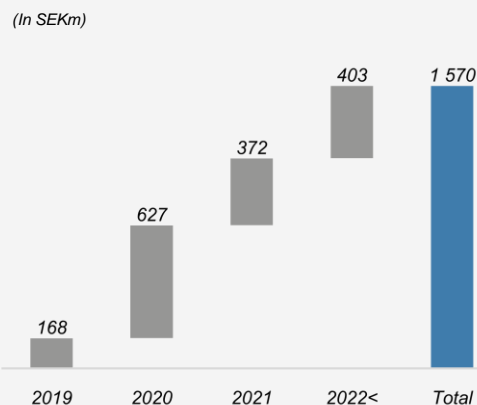
Skandinaviska Glassystem in brief

- SGS is Hancap's largest subsidiary and is recognized as one of the leading innovators of advanced technological facades in Scandinavia
- Accounts for ~50% of the Group's revenue
- Was acquired by the Group in 2016
- Head office in Gothenburg, Sweden
- 88 employees
- Operates in Sweden, Denmark and Norway
- Offices in Stockholm, Umeå, Copenhagen, and Oslo

Signed orders



Tender list per Q1 2019*



Reference projects

Opera House, Oslo



Expansion of Oslo Airport



Circus, Stockholm



Tivoli Hjørnet, Copenhagen



Ongoing projects

Munch Museum, Oslo



Brohuset, Stockholm



Hästskon, Stockholm



55 successfully completed projects**

20 ongoing projects

65% market share of advanced technological facades in Scandinavia

SEK 271.2m in signed orders per Q1 2019

“We consider SGS one of the absolute top suppliers in Europe (and thereby the world) within their field”

- Tom Holtman, Creative Director of Snøhetta

*35% average probability of tender turning into signed order based on management's experience

** From and including 2016

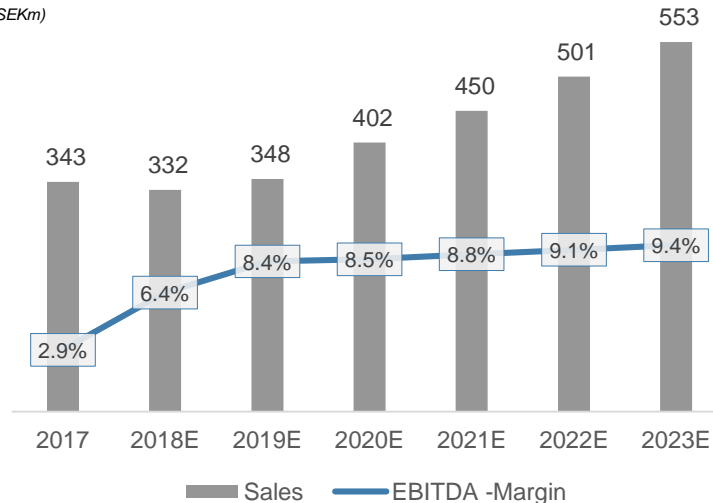


The Windows division

- Consists of two under-divisions and three operational subsidiaries
- Goal of providing the market with high quality design and finish and improve the quality of life for customers
- Offices in Stockholm, Trollhättan, Borlänge and Bury St. Edmunds
- 89 employees
- Markets: Sweden, Norway and UK
- Backlog: SEK 85m entering January 2019

Net sales & EBITDA forecast

(In SEKm)



Windows & sliding door production

- Well-established manufacturer of high-quality “made to measure” windows and sliding doors
- Production is effective and flexible in an automated process
- Inventory levels are low through a modular product concept and an order-driven planning



Window replacement & renovation

- Business division consists of Mistral Gruppen and Dalkarlarna
- Specializes in window replacements and window renovations
- Offer customized and energy efficient window solutions for larger properties and apartment buildings





Mark Baljeu
Chief Executive Officer
Hancap AB

- CEO of Hancap AB, Dec 2018
- Previous Director and CEO of Grönklittsgruppen from 2013-2017 where he was part of a new strategy implementation, which resulted in a turnaround from negative results to a triple digits revenue growth and a solid profitability
- Other experience includes key positions in O-Ringen, Branäsgruppen, AB Kandre and several board positions in various Swedish companies
- Education: Economy at Gothenburg Business School, Högskolan Dalarna and ARU at Berghs School of Communication

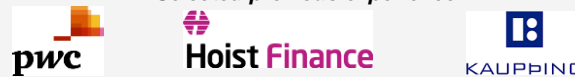
Selected previous experience



Peter Hermansson
Chief Financial Officer
Hancap AB

- CFO, Hancap AB, Dec 2018
- 30 years wide experience in finance, banking, investment banking, business administration and appointment as board member and chairman
- Prior experience includes Head of Corporate Structure/Taxes/Credits at Hoist Kredit, Head of Corporate Banking at Kaupthing Bank Sverige and Manager and CPA at PWC
- Education: BSc in Business Administration, University of Gothenburg, Chartered Accountant, PWC

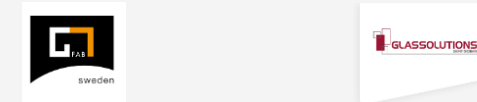
Selected previous experience



Jonathan Engstøm
Managing Director
Hancap Facade

- Managing Director, Hancap Facade, Nov 2018
- Director of Santex System from Jan 2017 until Nov 2018
- 20 years experience in construction related product markets from Director positions in GFAB Glasteam and Gemaxglas and various manager positions within Saint-Gobain Emmaboda Glas AB
- Education: Technical College, Växjö

Selected previous experience



Finn Johnsson
Chairman of the Board

- Chairman of the Board, Sept 2018
- Experience as chairman of the board of among other Bravida, Volvo and KappAhl and as Managing Director at Mölnlycke Health Care
- Currently chairman of among others, Thomas Concrete Group, Cassandra Oil and Birger Jarl Securities
- Education: MSc Business & Economics, Stockholm School of Economics

Selected previous experience



Per Helander
Owner

- Founder and main owner of Hancap AB.
- Owner of Windoor (2004-2007). Founder, owner & chairman of WinGroup, which manufactures and sells glass and aluminum products such as winter gardens, glazed balconies in Switzerland, Germany, Austria, UK and the Nordic countries.
- Education: MSc. in Business and Economics, University of Linköping

Selected previous experience



Peter Isakson
Managing Director
Hancap Windows

- Managing Director of Hancap Windows and has held various positions within the Group since he was hired in 2014
- Prior experience includes different managing positions at Inwido SE, sales at Ljungberg & Co and Berglunds Byggvaror
- Vast experience from B2B and B2C sales

Selected previous experience

