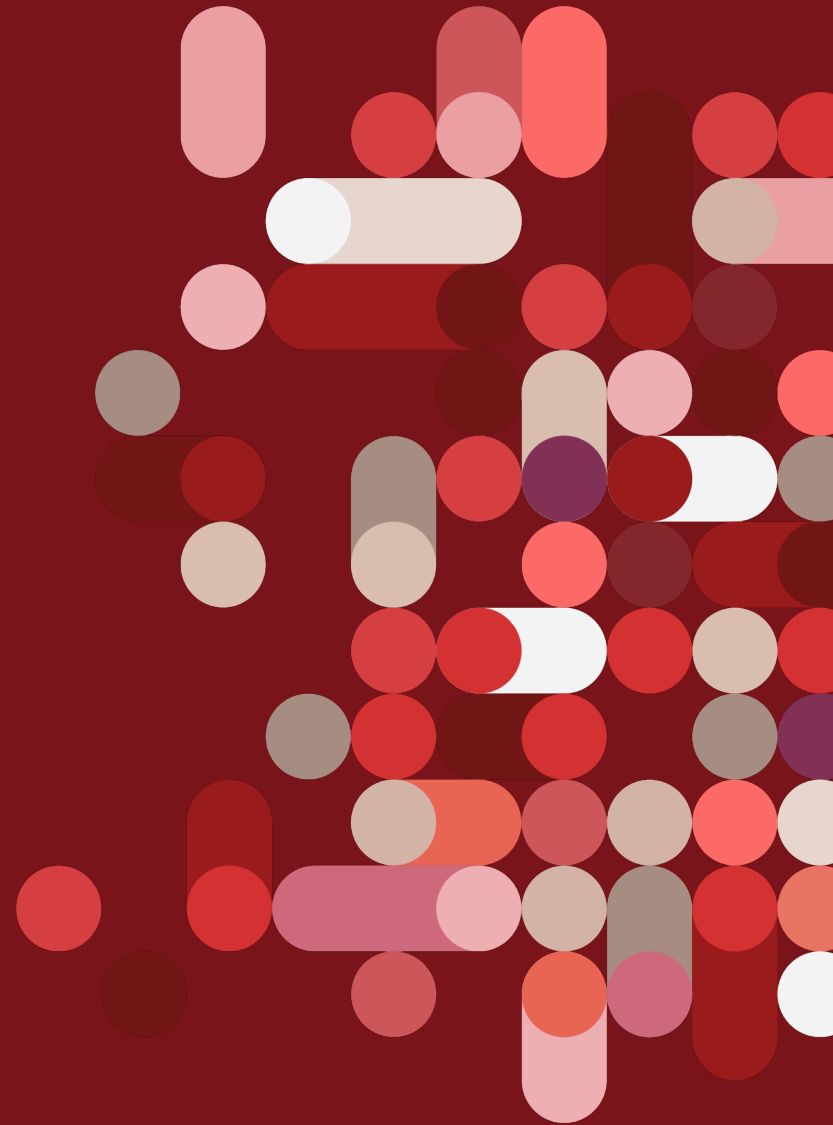


Q2

Presentation

12 July 2024





**We are committed to a future where
technology is a unifying force –
transforming and improving life for
everyone**

We connect the world

Netel builds Northern Europe's infrastructure. A comprehensive technical system where every installation brings us closer to a more connected society. A vital expansion to ensure a future in which availability and reliability are the very foundation for welfare and security.

Infraservices

Power

Telecom

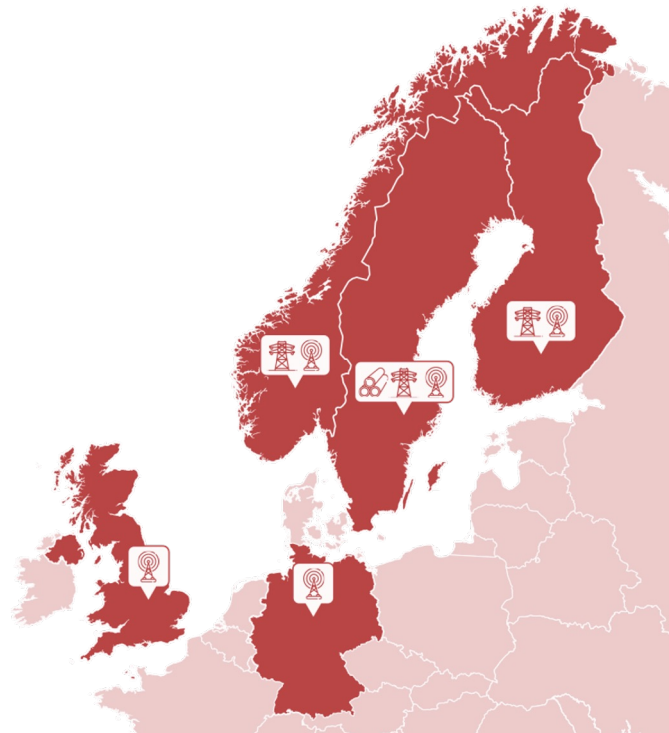


Q2 highlights – good organic growth in all divisions

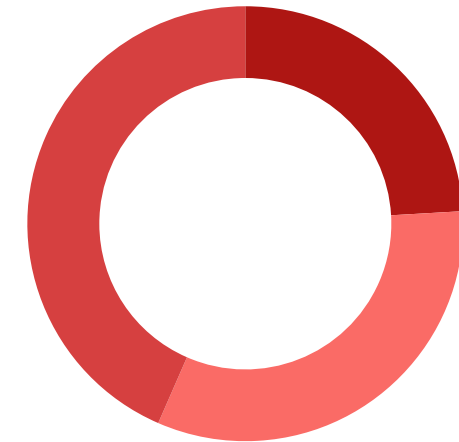
Numbers

- Net sales MSEK 927, +7.7%
- Adjusted EBITA MSEK 44, 4,8 %
- Order backlog BSEK 4.2

Where we are located

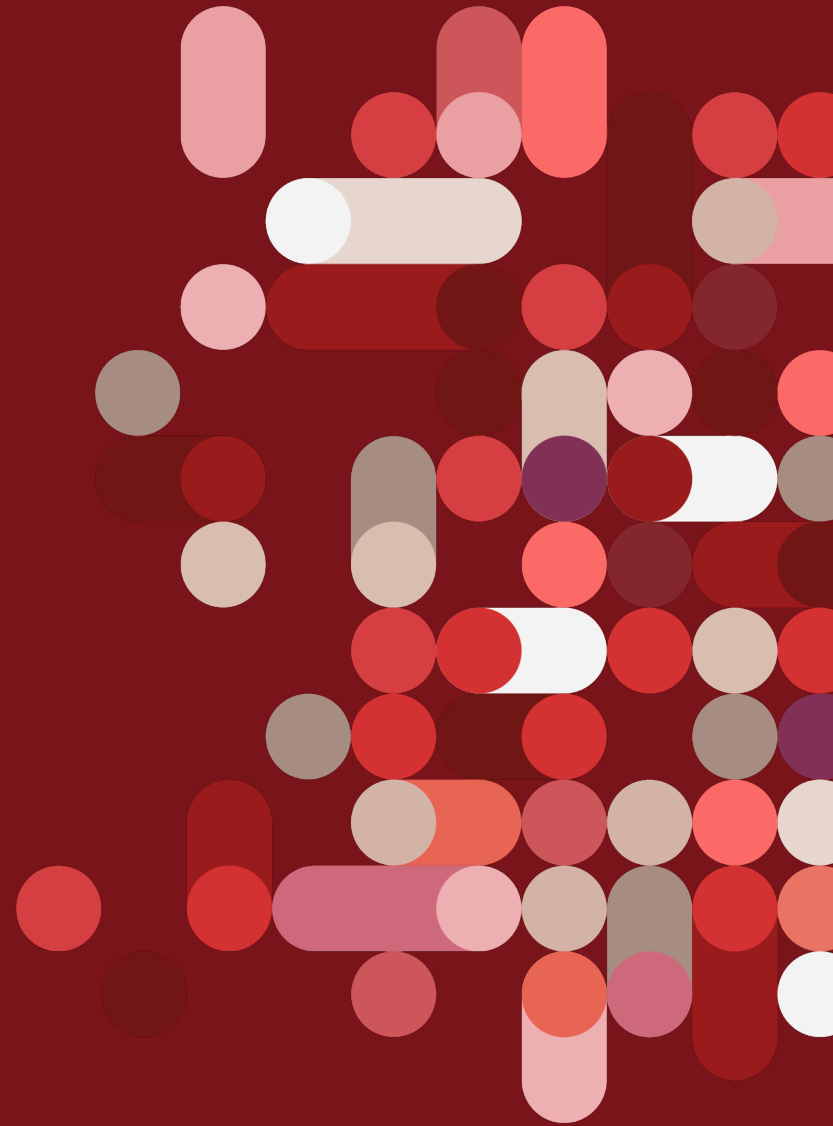


Net sales by segment Q224



- Infraservices 24%
- Kraft 32%
- Telekom 43%

Project example



Expansion of water and sewage in challenging environments

- As part of Karlskoga municipality's sustainability commitment, the quality of water and sewage supply is now being ensured
- Netel's assignment is to develop water and sewage systems for 60 properties with the laying of pipes in lake and ground
- Customer: Karlskoga Energi & Miljö AB
- Production is ongoing and our work should be finished in spring 2025



Electrifying Google in Norway

- One of the world's largest data centers
- In Telemark, Norway
- Turnkey project
- Switching station to be ready October 2024
- Data center to be operational 2026
- Customer: Google/Lede

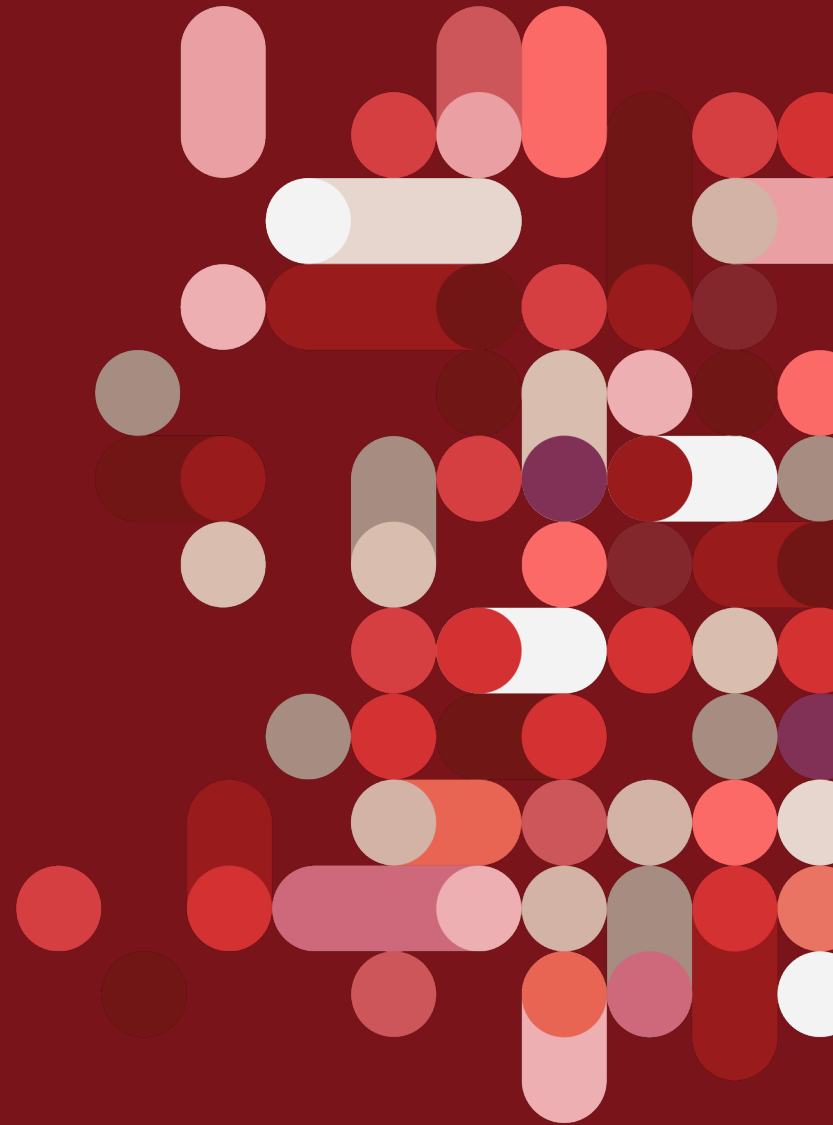


Contract signed with Telenor in Norway

- Three-year frame agreement covering operation, maintenance and expansion of fibre networks
- Contract value NOK 0.9-1.2 billion
- Significantly larger than the current agreement in terms of geography and areas of operation
- First framework agreement with Telenor in Norway signed 2021
- Netel has built a local organisation that can capitalise on the larger volumes



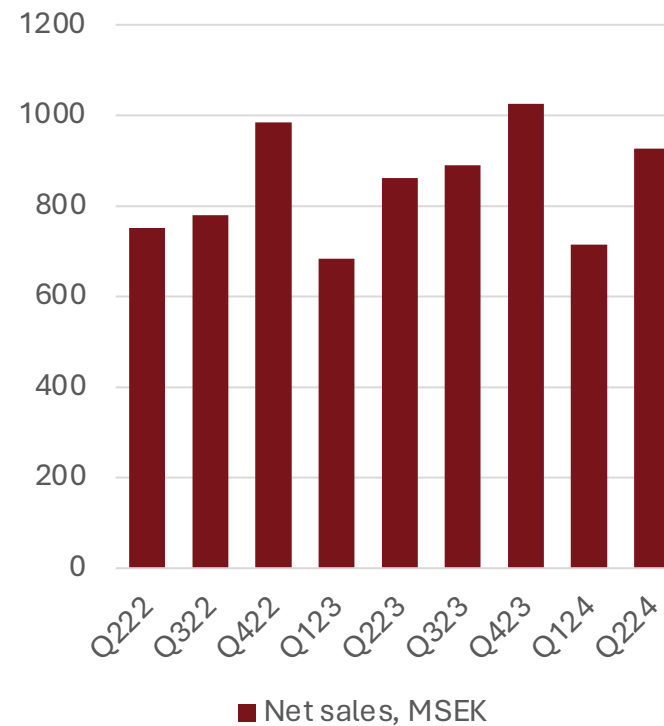
Financial performance



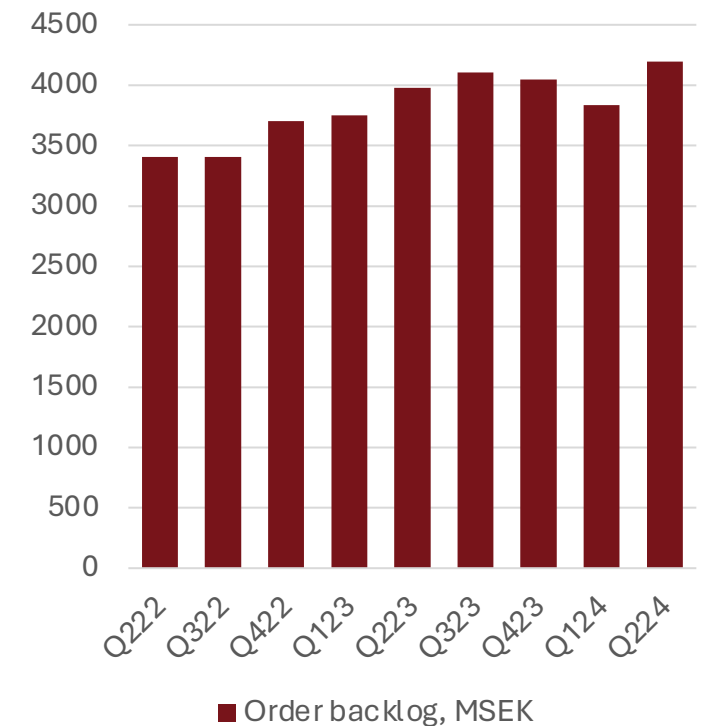
Organic growth of 7.7%

- Net sales +7.7% to MSEK 927 (861)
 - Organic growth 7.7%
- Strong development in Infraservices, Power Sweden and Telecom in Norway and Finland
- FX effects -0.5%

Net sales

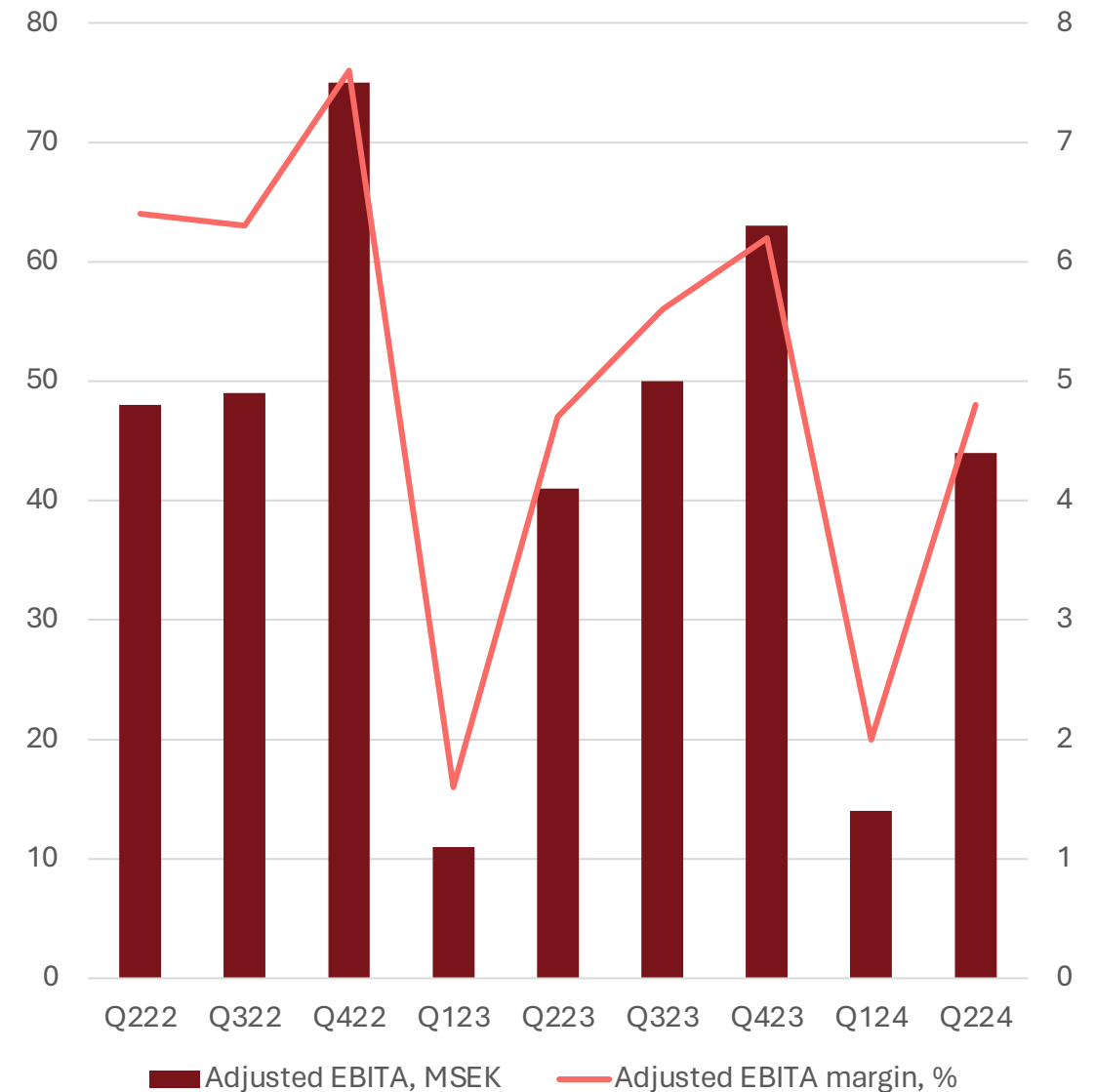


Order backlog



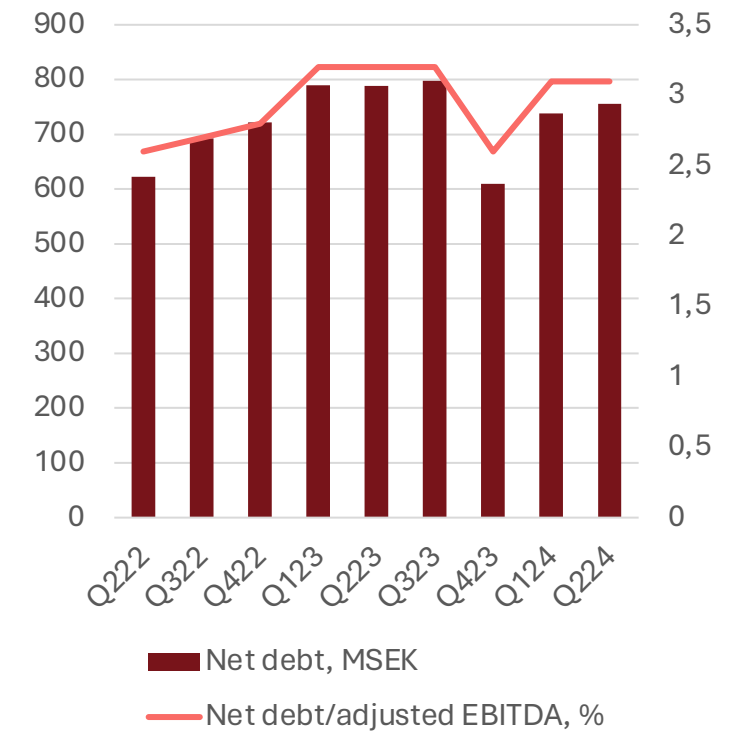
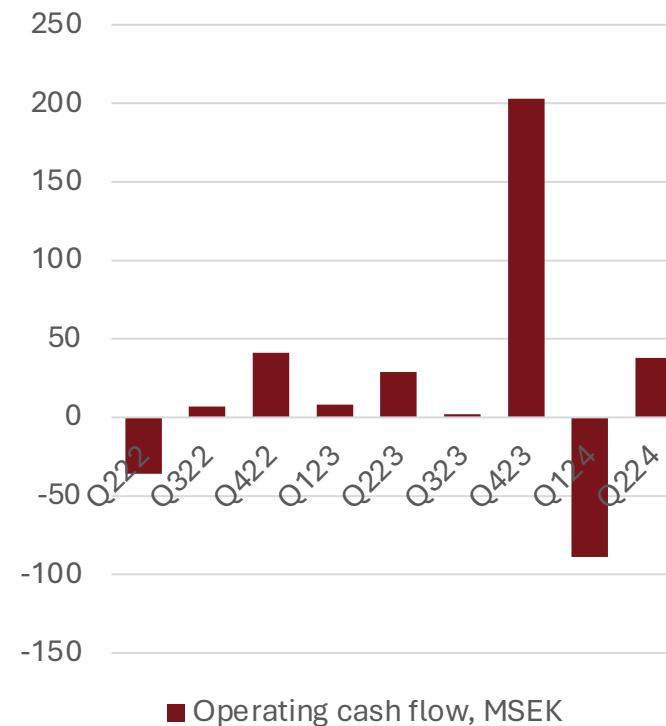
Adjusted EBITA

- Adjusted EBITA +7.3% to MSEK 44 (41)
- Adjusted EBITA margin 4.8% (4.7)
- Negatively impacted by a continued high proportion of projects in start-up phase and internal efficiency measures
- Continued margin enhancing measures mainly in Power in Norway and Finland as well as Telecom in Norway
- EPS 0.22 (0.07) SEK

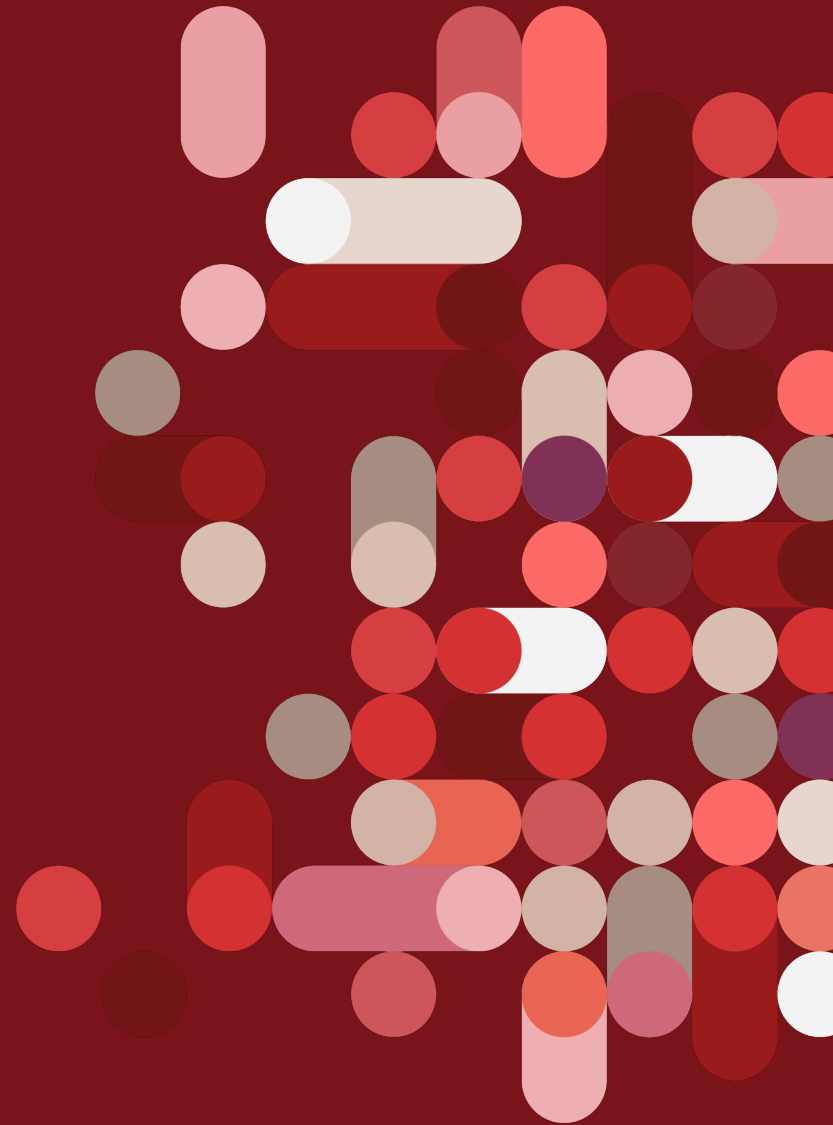


Cash flow

- Operating cash flow MSEK 38 (29)
- Seasonality and impact from projects in start-up phase
- Unutilized credit facilities and cash MSEK 552
- Leverage ratio 2.8 – higher than the medium term capital structure target



Segment performance

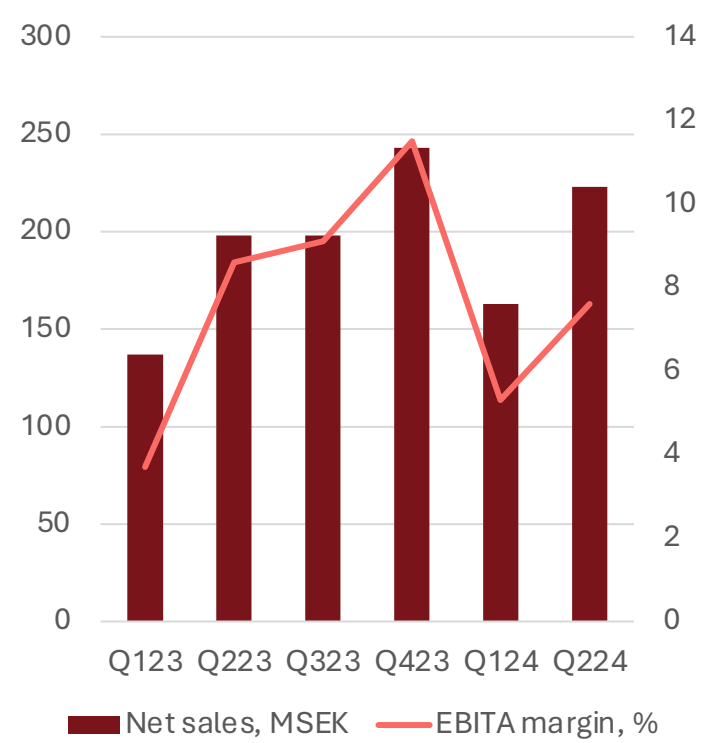


Infraservices

Numbers

- Net sales +12.8% to MSEK 223
- EBITA MSEK 17
- EBITA margin 7.6% (8.6)

Sales & Margin – Q by Q



Sales & Margin – Q2 & R12M

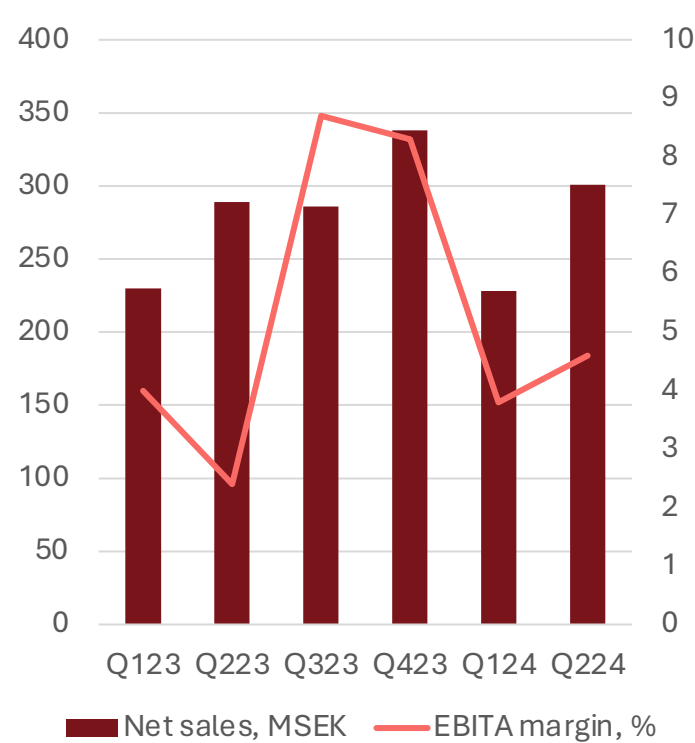
	Q223					
MSEK	2024	2023	Δ	R12M	2023	Δ
Net sales	223	198	12.8%	827	776	6.6%
- Sweden	223	198	12.8%	827	776	6.6%
EBITA	17	17	0.0%	72	68	5.9%
EBITA margin	7.6%	8.6%	-1.0	8.7%	8.8%	-0.1

Power

Numbers

- Net sales +4.2% to MSEK 301
- EBITA +100% to MSEK 14
- EBITA margin 4.6% (2.5)

Sales & Margin – Q by Q



Sales & Margin – Q2 & R12M

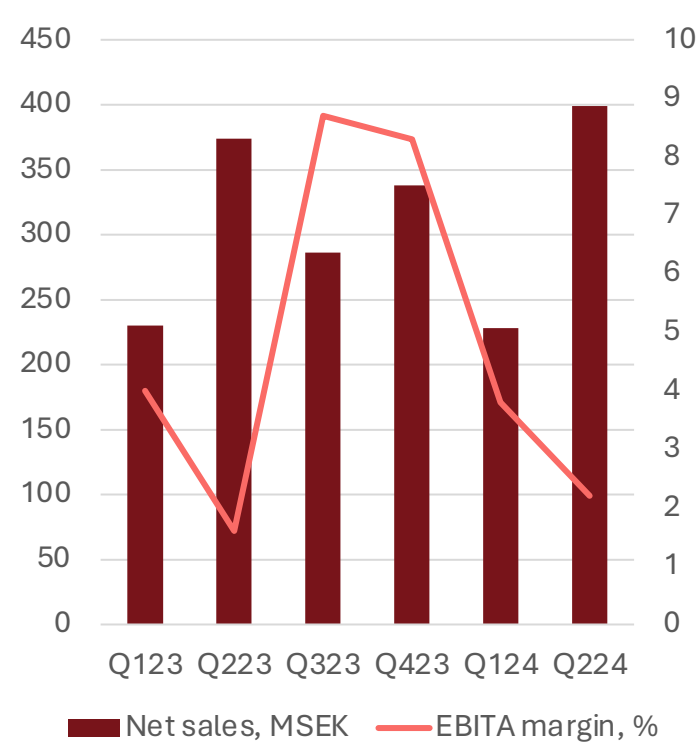
	Q223					
MSEK	2024	2023	Δ	R12M	2023	Δ
Net sales	301	289	4.2%	1,153	1,144	0.8%
- Sweden	162	142	13.8%	662	630	5.1%
- Norway	113	105	7.7%	382	371	3.0%
- Finland	23	41	-43.3%	107	142	-24.6%
EBITA	14	7	100%	75	51	47.1%
EBITA margin	4.6%	2.4%	2.1	6.5%	4.5%	2.0

Telecom

Numbers

- Net sales +6.7% to MSEK 399
- EBITA +50.0% to MSEK 9
- EBITA margin 2.2% (1.6)

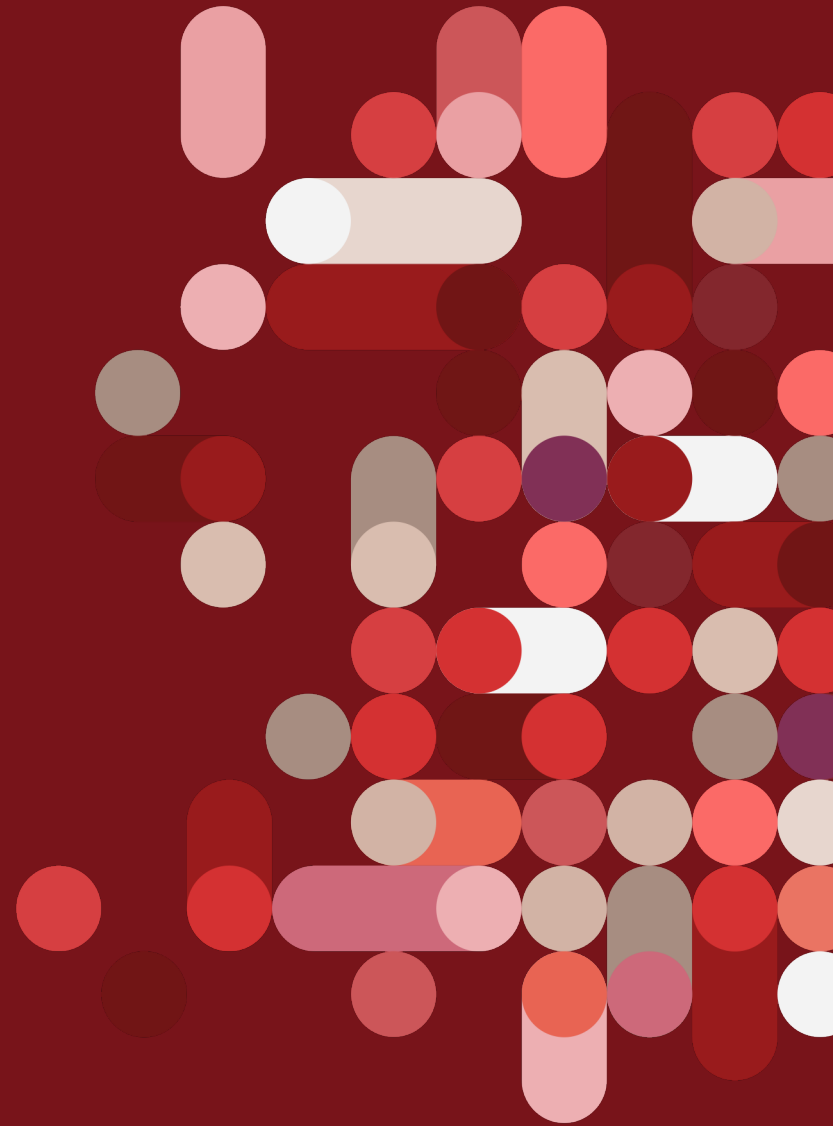
Sales & Margin – Q by Q



Sales & Margin – Q2 & R12M

	Q223					
MSEK	2024	2023	Δ	R12M	2023	Δ
Net sales	399	374	6.7%	1,576	1,540	2.3%
- Sweden	67	86	-21.8%	270	282	-4.3%
- Norway	218	181	20.1%	885	824	7.4%
- Finland	49	25	91.1%	156	131	19.1%
- UK	22	30	-28.8%	96	110	-12.7%
- Germany	42	52	-18.3%	166	192	-13.5%
EBITA	9	6	50.0%	14	23	-39.1%
EBITA margin	2.2%	1.6%	0.6	0.9%	1.5%	-0.6

Key ongoing initiatives



Key ongoing initiatives

Growth

- Further strengthening our position as a leader in critical infrastructures in Northern Europe
- Focus on new segments and broaden our customer base in all divisions
- Focus on sustainability, application for SBTi is submitted for approval

Operational excellence

- Continue margin enhancing activities
- Digitalisation projects across the Group
- Focus on working capital and cash flow

Our talents

- Strengthen our employee engagement
- Attract new talents



Q3 2024

25 October 2024

