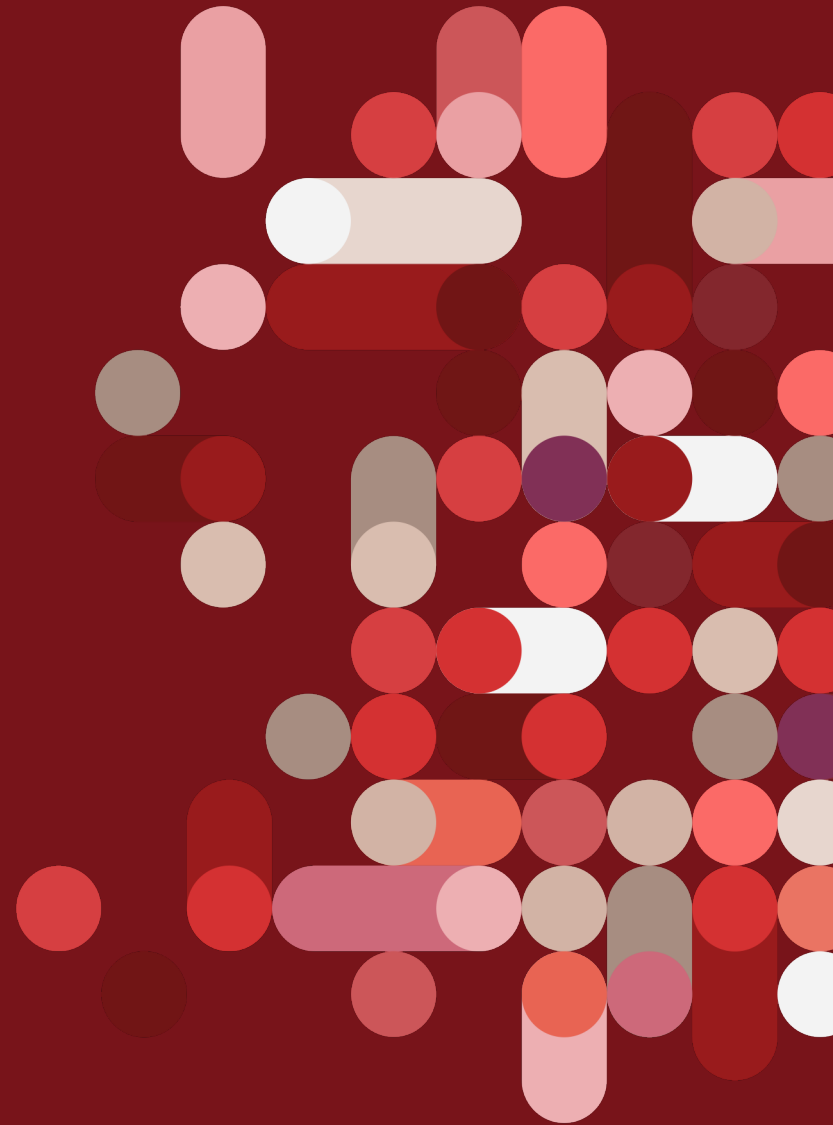


Q3

# Presentation

25 October 2024

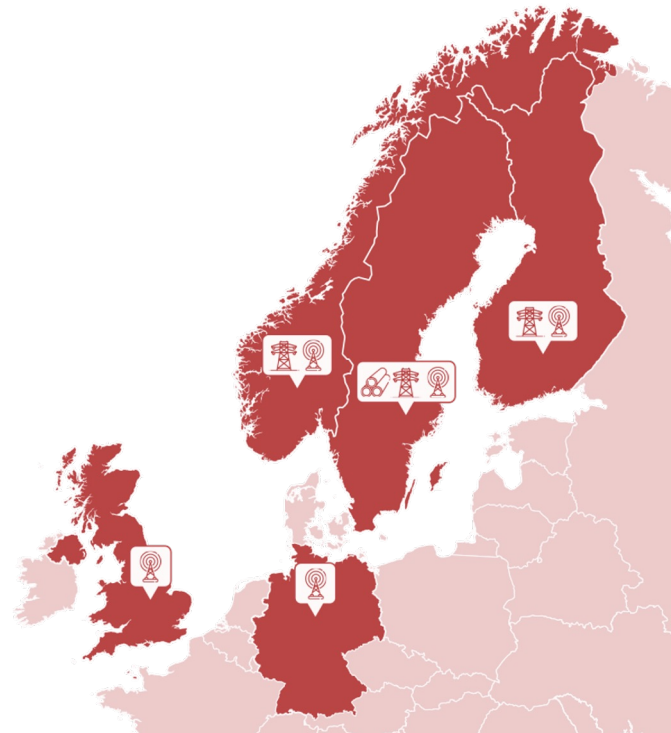


# Q3 highlights – stable performance

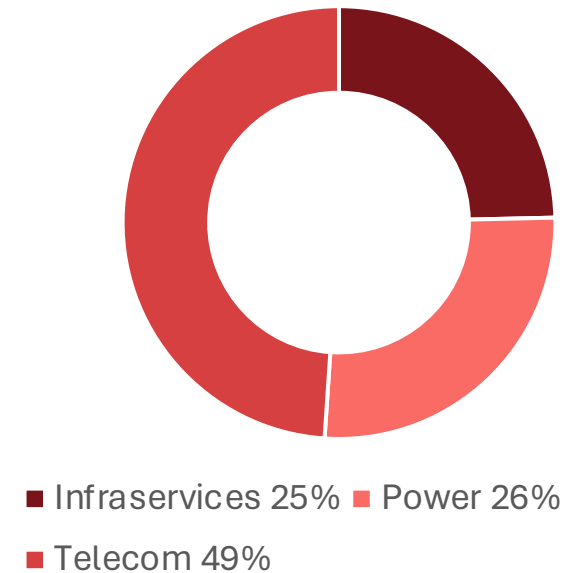
## Numbers

- Net sales MSEK 893, +0.3%
- Adjusted EBITA MSEK 47, margin 5.3%
- Order backlog BSEK 4.0

## Where we are located



## Net sales by segment Q324



# Netel 2024

## January - September

- Net sales MSEK 2 534, +4.1%
- Adjusted EBITA MSEK 106, margin 4.2%
- Order backlog BSEK 4.0

## Indication 2024

The adjusted EBITA margin for the full year 2024 is expected to be in line with 2023 and low net sales growth is expected for the full year 2024. The financial targets are expected to be reached in the medium term.



# 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 – Industry for example
- Focus on sustainability – waiting for SBTi's validation

## Operational excellence

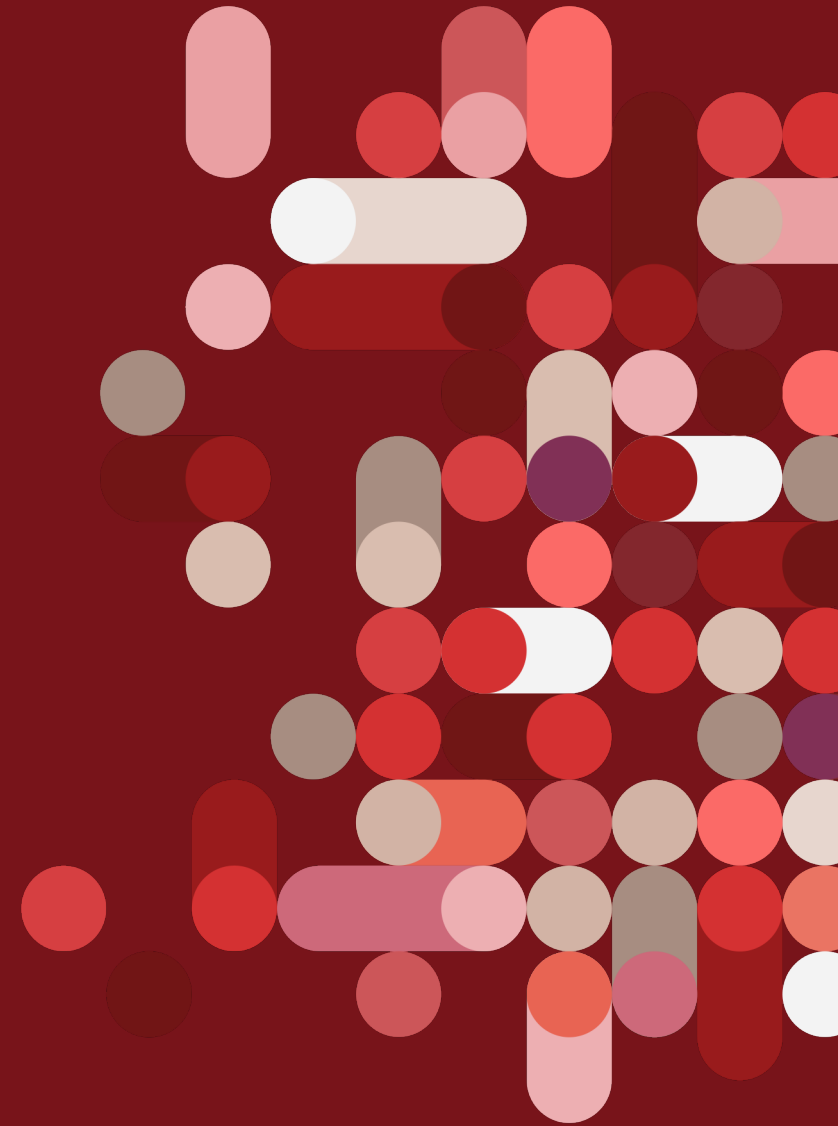
- Our way of working - Empowering our project management skills and have supporting systems for progress and follow up
- Continue margin enhancing activities
- Digitalisation projects across the Group – new business system implemented
- Focus on working capital and cash flow

## Our talents

- Strengthen our employee engagement
- Attract new talents



# Project examples



# Climate adaptation in Uppsala municipality

- The surface of Fålhagen's sports ground was lowered by half a meter
- It became an area for flooding
- Protecting buildings and a railway area from heavy rainfalls



# Electrifying Green Mountain Data Centers

- Design och installation of power systems for the data center in Enebakk, near Oslo
- The project includes the entire system – from the 132 kV line to substations and terminations in the data center
- The project should be completed in 2026



# Project Mobile Sweden

- On behalf of our customers in Telecom we strengthen and secure the mobile networks in the Swedish mountains
- Difficult areas to reach by car, in need of helicopters
- Safety measures must be handled
- Weather dependent





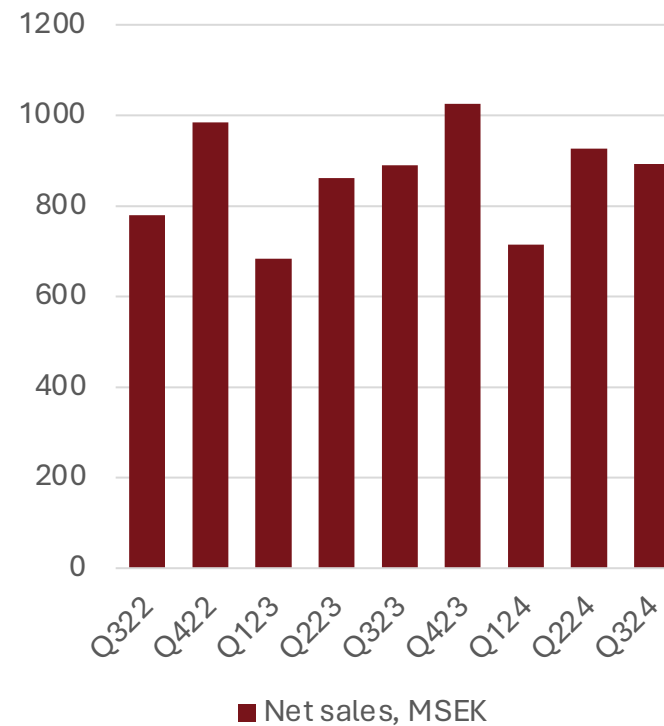
# Financial performance



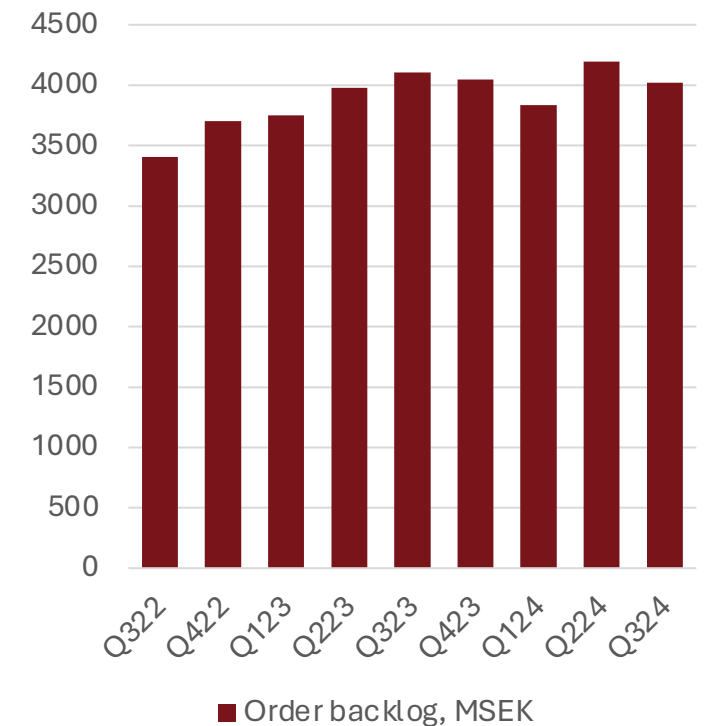
# Organic growth of 0.3%

- Net sales +0.3% to MSEK 893 (890)
  - Organic growth 0.3%
- Strong development in Infraservices and Telecom in Norway and Finland
- FX effects -2.5%

## Net sales

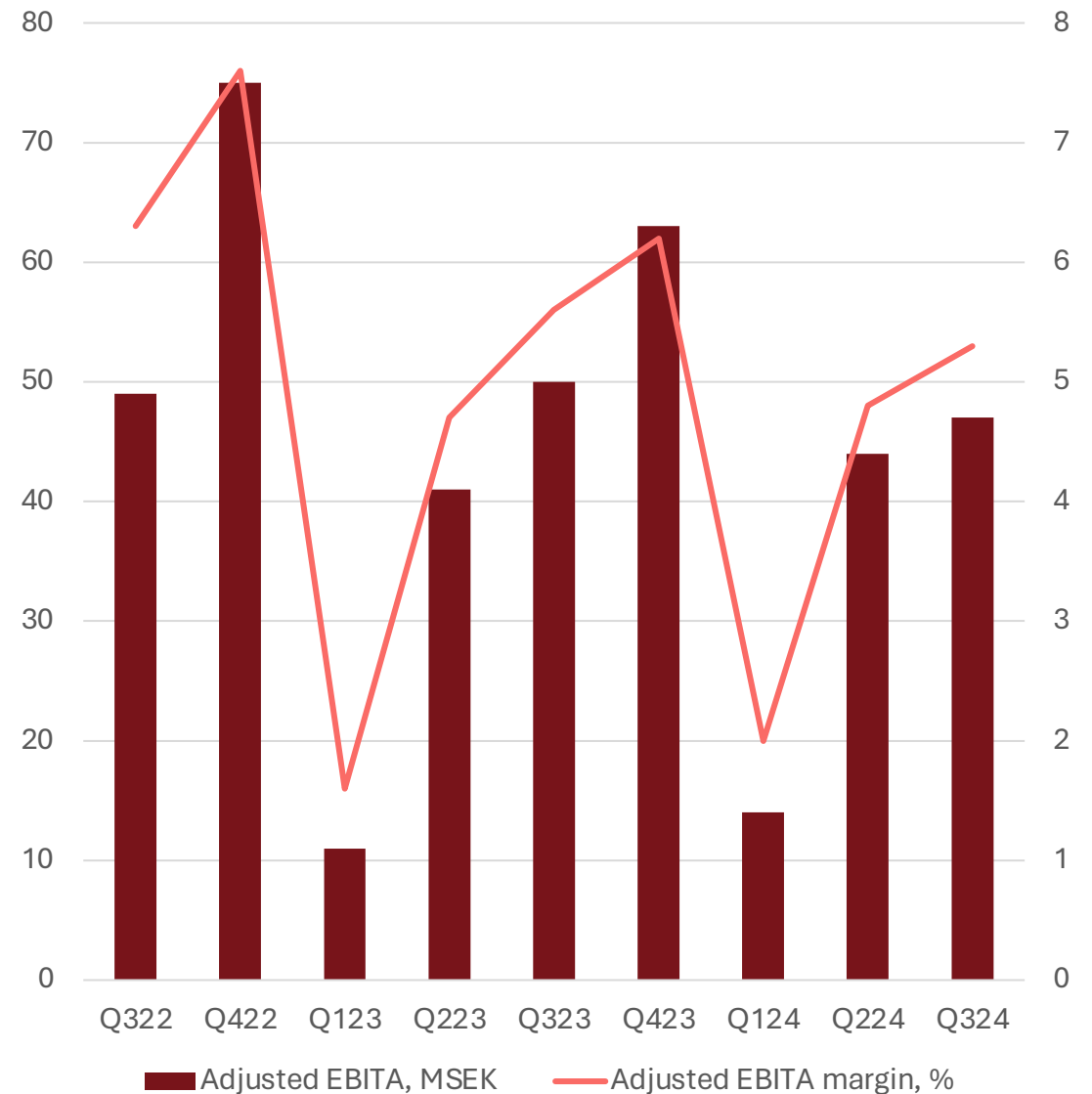


## Order backlog



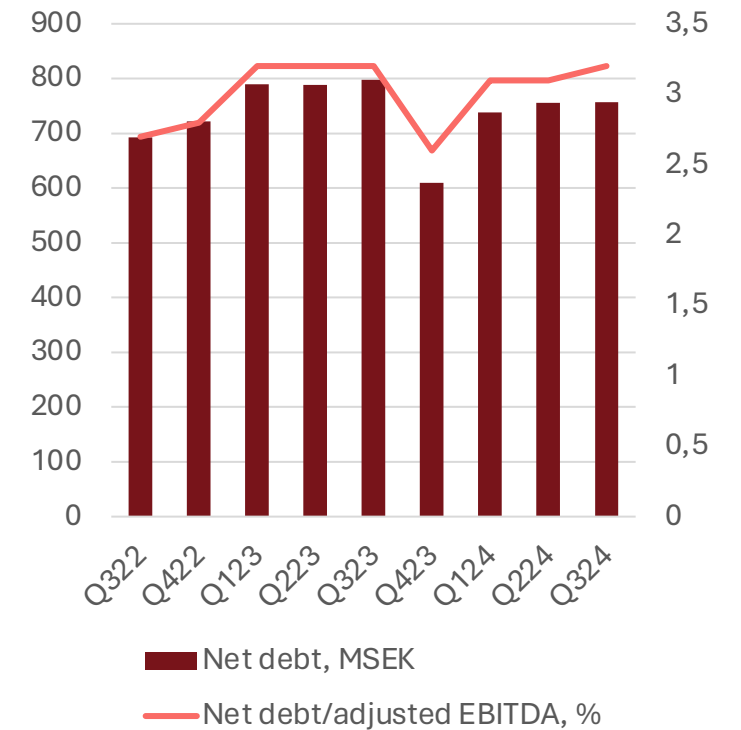
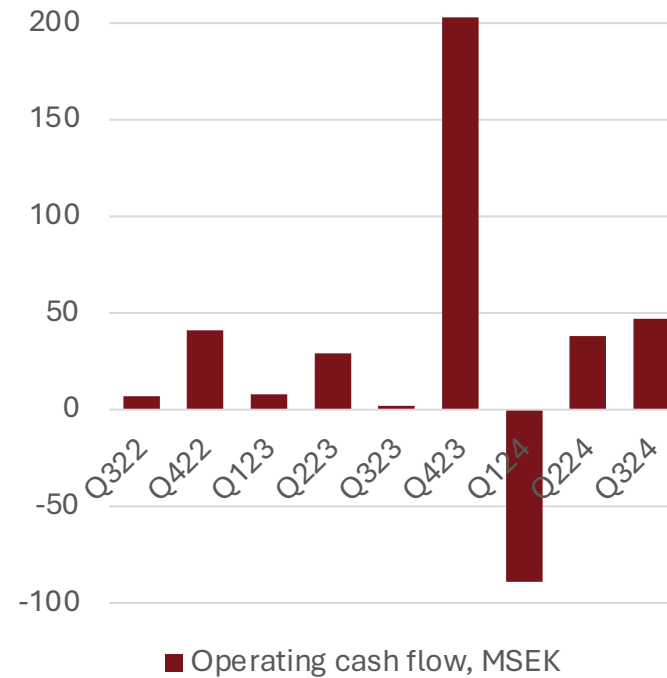
# Adjusted EBITA

- Adjusted EBITA -6.0% to MSEK 47 (50)
- Adjusted EBITA margin 5.3% (5.6)
- Negatively impacted by our decision to end some less profitable projects within Infraservices and the volume in Power in the quarter
- Continued margin enhancing measures mainly within Power in Norway and Finland as well as Telecom in Norway
- EPS 0.17 (0.27) SEK

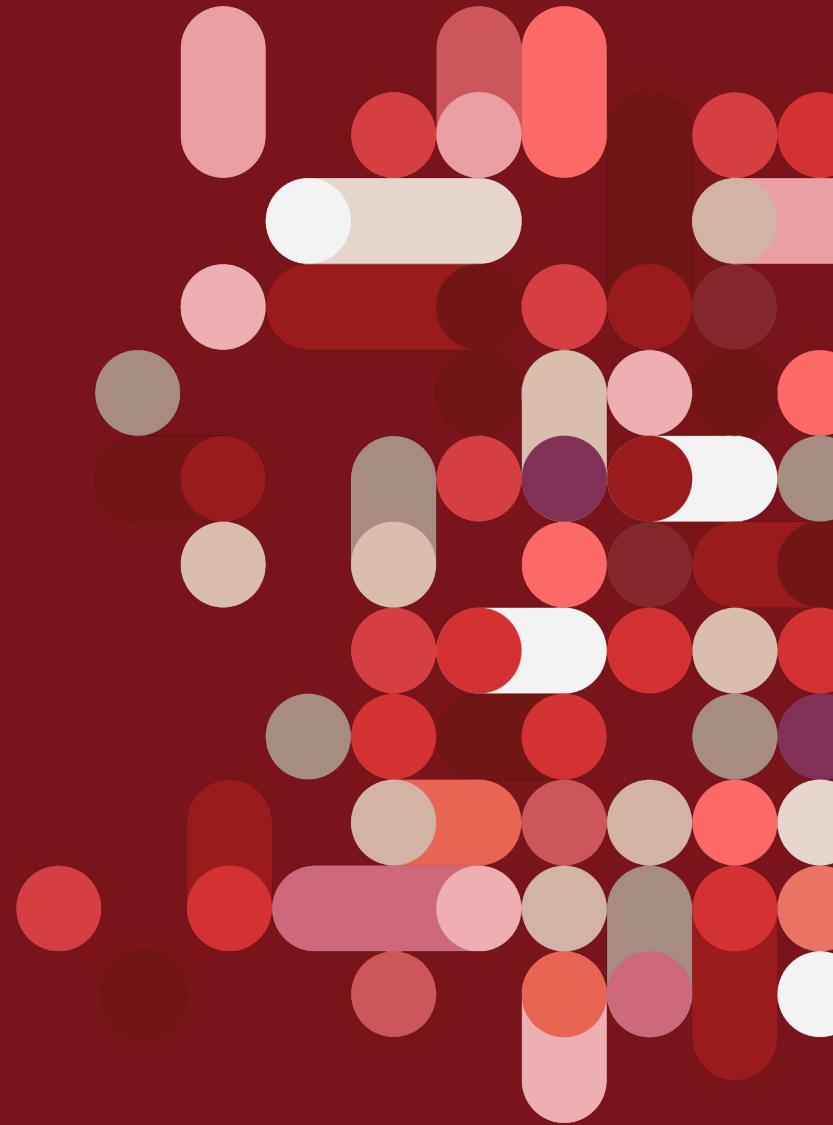


# Cash flow

- Operating cash flow MSEK 47 (2)
- Unutilized credit facilities and cash MSEK 547
- Leverage ratio 2.8 – higher than the medium term capital structure target



# Segment performance

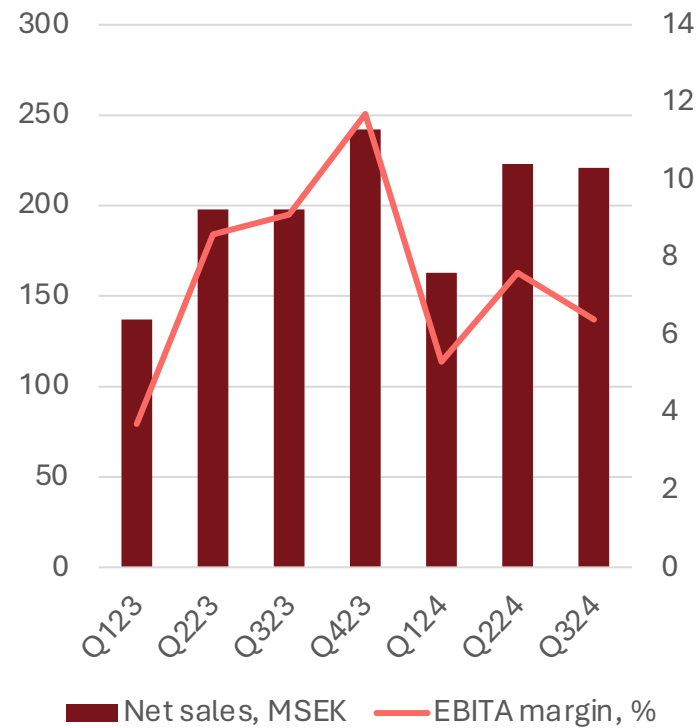


# Infraservices

## Numbers

- Net sales +8.4% to MSEK 220
- EBITA MSEK 14
- EBITA margin 6.5% (9.1)

## Sales & Margin – Q by Q



## Sales & Margin

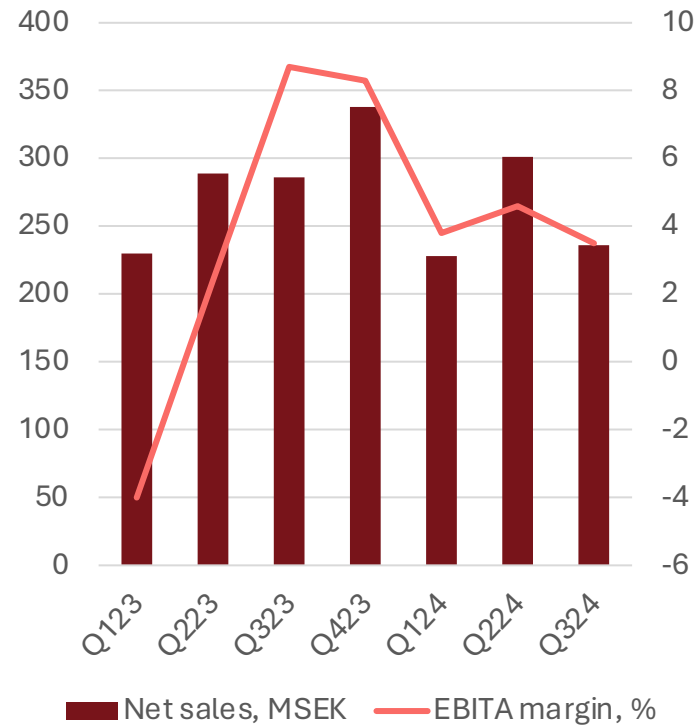
	Q3			12 months		
MSEK	2024	2023	Δ	R12M	2023	Δ
Net sales	220	203	8.4%	848	776	9.3%
- Sweden	220	198	10.8%	848	776	9.3%
EBITA	14	18	-21.2%	68	68	-0.4%
EBITA margin	6.5%	9.1%	2.6	8.0%	8.8%	0.8

# Power

## Numbers

- Net sales -17.7% to MSEK 236
- EBITA -66.5% to MSEK 8
- EBITA margin 3.5% (8.6)

## Sales & Margin – Q by Q



## Sales & Margin

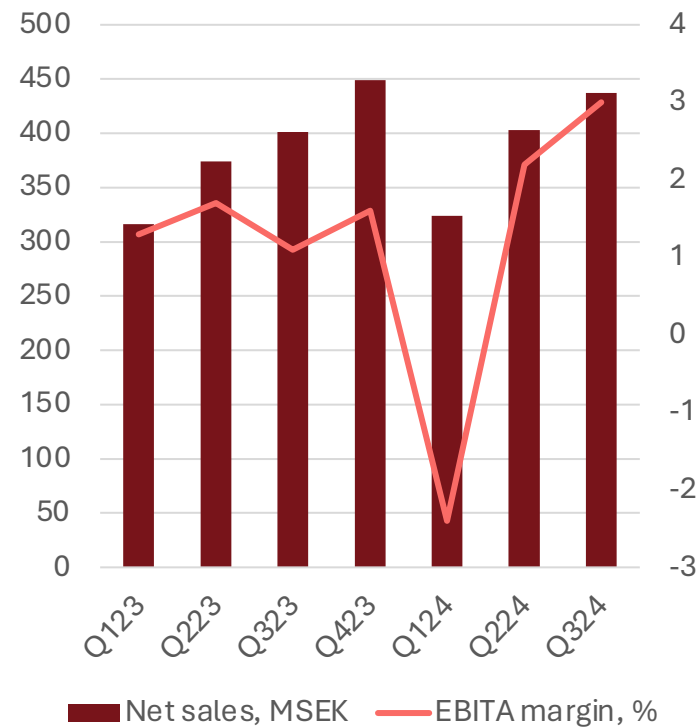
	Q3			12 months		
MSEK	2024	2023	Δ	R12M	2023	Δ
Net sales	236	286	-17.7%	1,103	1,144	-3.6%
- Sweden	143	153	-6.6%	652	630	3.5%
- Norway	64	105	-39.1%	341	371	-8.2%
- Finland	29	29	-2.2%	107	142	-24.3%
EBITA	8	25	-66.5%	59	51	10.0%
EBITA margin	3.5%	8.7%	-5.1	5.4%	4.5%	0.9

# Telecom

## Numbers

- Net sales +9.1% to MSEK 437
- EBITA +184.5% to MSEK 13
- EBITA margin 3.0% (1.1)

## Sales & Margin – Q by Q



## Sales & Margin

	Q3			12 months		
MSEK	2024	2023	Δ	R12M	2023	Δ
Net sales	437	401	9.1%	1,612	1,540	4.7%
- Sweden	53	54	-2.0%	269	282	-4.6%
- Norway	254	228	11.6%	912	824	10.7%
- Finland	68	42	61.4%	182	131	38.9%
- Germany	47	45	3.3%	85	110	-23.0%
- UK	15	32	-51.7%	162	192	-15.6%
EBITA	13	5	184.5%	14	23	-39.1%
EBITA margin	3.0%	1.2%	1.8	0.9%	1.5%	-0.6



# Building a stronger Netel



# Building a stronger Netel

- Our strategic initiatives
- Ongoing activities according to plan
- Improvement step-by-step
- Reach our financial targets mid-term



# Q4 2024

7 February 2025

