

# Capital Markets Update

AUGUST 2022



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### **AGENDA**

# Capital Markets Update 2022

10:00 am	Second quarter and first half 2022 results Henning Olsen and Ole Anton Gulsvik	<u>11:00 am</u>	Performance and market opportunities Arild Moe, Robert Röder and Harri Lukkarinen
10:15 am	Succeeding as a leader in sustainable infrastructure Henning Olsen	<u>11:30 am</u>	Strengthening value creation Ole Anton Gulsvik and Henning Olsen
10:30 am	Leveraging improved operational processes Henning Olsen	11:50 am	Q&A





### PART 1

# Second quarter and first half 2022 results



### **KEY FIGURES**

## Improved results and strong order intake

**REVENUE** 

1.9 billion

Q2 2021: NOK 1.5 billion

**ORDER INTAKE** 

1 NOK 2.7 billion

Q2 2021: NOK 2.2 billion

EBITA\*

1 NOK 63 million

Q2 2021: NOK 47 million

**OPERATING CASH FLOW** 

1 NOK -90 billion

Q2 2021: NOK -45 billion

EBITA\* margin

**3.3%** 

Q2 2021: 3.0%

ORDER BACKLOG

1 NOK 8.3 billion

Q2 2021: NOK 6.7 billion



# Quarterly revenue and EBITA\* per country

Region	Organic growth	Revenue (NOK million)	EBITA* (NOK million)	Notes
NO	+58%	433	18 2	<ul> <li>Revenue growth of 58% with major improvement in all division</li> <li>Improved profitability driven by operational improvement in the Environment division</li> <li>LTM Book to Bill at 1.1</li> </ul>
SWE	+34%	516 400	-12	<ul> <li>Revenue growth of 34% in local currency due to increased volumes in Rail and Civil construction</li> <li>Improved profitability due to better project margins</li> <li>LTM Book to Bill at 1.5 in local currency</li> </ul>
FIN	+3%	712 695	53 65	<ul> <li>Increased volumes in rail construction</li> <li>Decrease in profitability due to the lower activity in light rail</li> <li>LTM Book to Bill of 1.3 in local currency</li> </ul>
	Q2 2022	Q2 2022 Q2 2021	Q2 2022 Q2 2021	



### **HEALTH AND SAFETY**

# Fewer injuries resulting in absence

LTI<sup>1</sup>

4.3

Q2 2021: 7.8

**SICKNESS ABSENCE** 

4.3%

Q2 2021: 3.9%

TRI<sup>2</sup>

16.6

Q2 2021: 20.5

**SERIOUS INJURIES** 

1

Q2 2021: 0





### INFLATION AND SYPPLY CHAIN RISKS

## Limited impacts of the global economy and the war in Ukraine

- $\begin{pmatrix} 1 \end{pmatrix}$  Limited supplies from Ukraine
- 2 Short term well protected against rise in material and fuel prices
- Continue to manage risks in projects

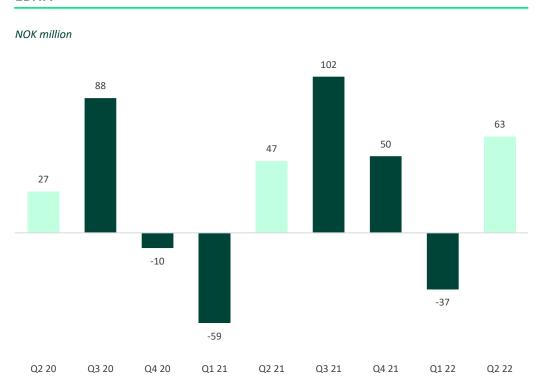




### **PROFIT & LOSS**

# Improved results

#### EBITA\*



#### **Profit & loss**

(NOK million)	Q2 2022	Q2 2021	FY 2021
Revenue	1 912	1 529	5 957
Operating expenses	1 804	1 430	5 621
Other income and expenses (M&A expenses)	0	-5	-34
EBITDA	109	93	302
Depreciation	-45	-52	196
EBITA*	63	47	139
EBITA	63	41	105
Amortisation	-9	-21	64
Operating profit/loss (EBIT)	54	20	42
Net financial items	-14	-15	-66
Profit/loss before tax (EBT)	40	-5	-24

#### Notes

- Revenues +25 % from Q2 21
- EBITA\* improvement of NOK 16 million compared to same period last year
- EBITA\* margin of 3.3% vs 3.0%



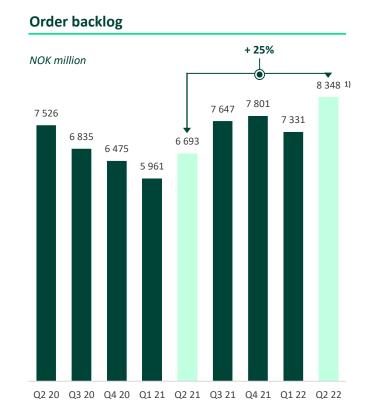
### **BACKLOG**

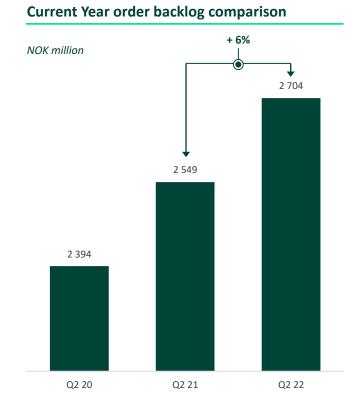
## Strong order intake and order backlog

# **Order Intake & Book-to-bill LTM** NOK million 1 872 1 393 1 3 1 9

Q2 20 Q3 20 Q4 20 Q1 21 Q2 21 Q3 21 Q4 21 Q1 22 Q2 22

■ Announced ■ Unannounced







### **EU TAXONOMY**

# Results 1st half 2022

	Eligible	Aligned	
Turnover (revenue)	1 88% 2021: 87%	<b>69%</b> 2021: 62%	
Operational expenses (OpEx)	1 88% 2021: 87%	<b>69%</b> 2021: 63%	
Investments (CapEx)	<b>76%</b> 2021: 77%		

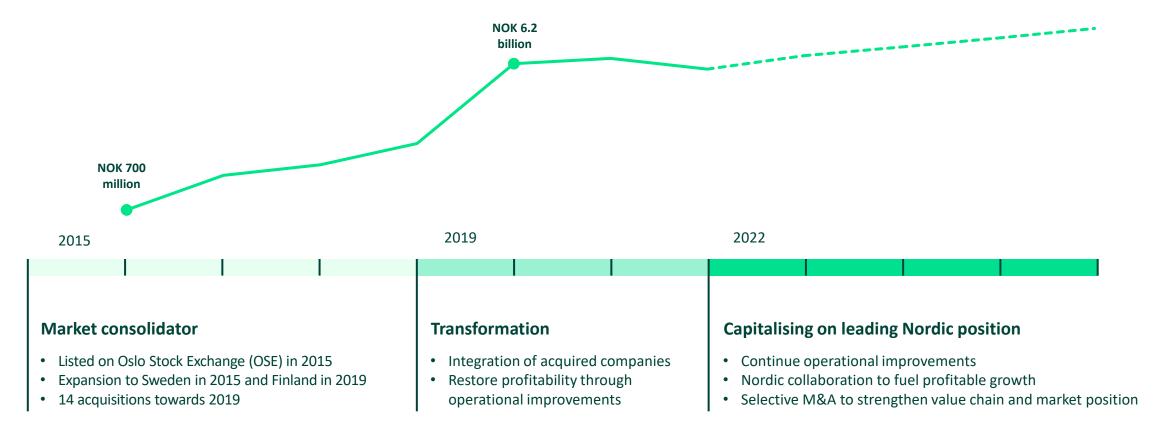


### PART 2

# Succeeding as a leader in sustainable infrastructure



### Positioned for profitable growth





Revenue

## Ready to capitalise on leading Nordic position

The leading rail infrastructure company in the Nordics with strong ESG anchoring

Record high order backlog in a growing market resilient to macro downturns

Strengthened tendering and project execution yield improved margins





## Leading position in growing market

Markets with strict regulations and high barriers of entry

Nordic rail investments to continue at historically high levels driven by urbanization and sustainability megatrends

Long-term growth supported by National Transport Plans

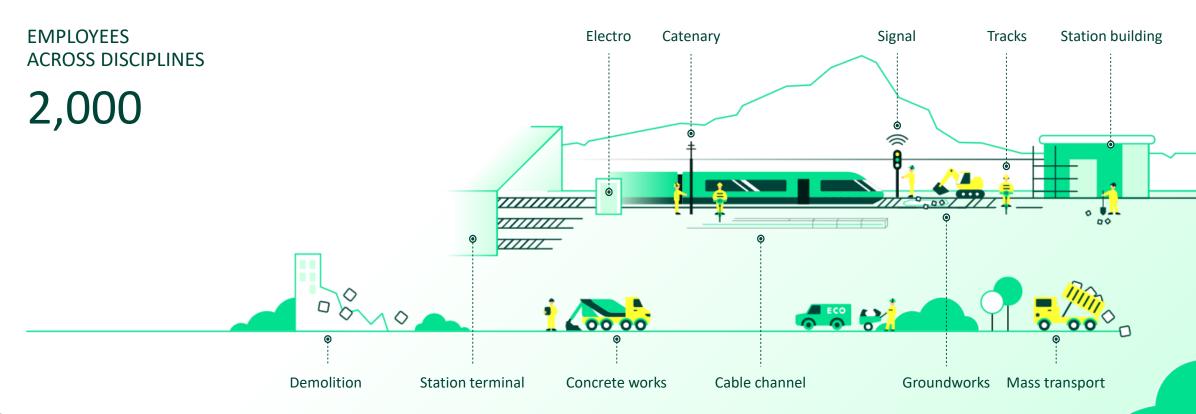
#1 NOK ~65 Billion	
OSLO	O HELSINKI O STOCKHOLM

Yearly investments and maintenance NOK 21 billion NOK 18 billion





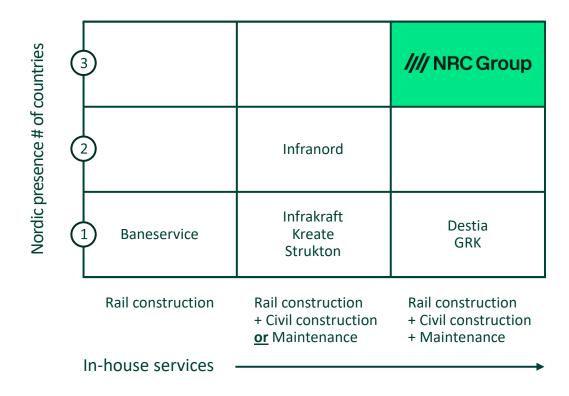
## Competitive advantage through a complete value chain

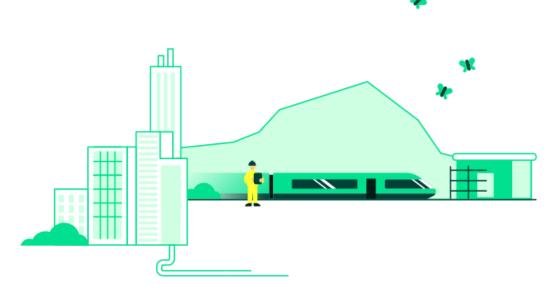




# Unique market position in the Nordics

Competitors with more than NOK 1 billion revenue







uadrant based on NRC Group's analysis and estimates.

## Turning sustainability into contract wins



**NOK 400 million** mass removal and disposal contract for the City of Oslo's new drinking water supply using biogas trucks to significantly reduce the CO<sub>2</sub> emissions



NOK 760 million contract for the electrification of Trønder- and Meråkerbanen with 48% reduction of the CO<sub>2</sub> emissions by optimising concrete volumes and use of low-carbon concrete

### **Strategic targets**

Reduction target for GHG emissions within 2025

30%

Recycling rate in all countries

>70%

Net zero emission in the year

2050



# Robust foundation for growth and continued improved profitability

	Short-term guiding 2022	Medium-term target 2024-2025	Long-term ambitions
Revenue	Moderate to strong growth	Above 5% growth p.a. over the	cycle + bolt-on M&A
EBITA* margin	Moderate increase compared to 2021	4-5 % EBITA* margin	5-7% EBITA* margin
	Resume dividend dis	stribution	
	30% CO <sub>2</sub> emission reduction 202	5 vs. 2022**	



### PART 3

# Leveraging improved operational processes



# Operational improvements focused on project business

		Norway	Sweden	Finland	Notes
Project business ~NOK 4.8 billion LTM	Rail construction				<ul> <li>Refurbishment, upgrades and new build</li> <li>Medium to big sized projects         30 MNOK – 1,000 MNOK</li> <li>Contracts from 6 - 36 months</li> </ul>
	Civil construction	•	•	0	Contracts from 6 - 36 months
	Environment				<ul> <li>Complementary service provider to own projects</li> <li>Mainly smaller and short-term projects</li> <li>+ selective large project</li> </ul>
Long-term contract business ~NOK 1.5 billion LTM	Rail maintenance	0			<ul> <li>Operational maintenance of rail infrastructure</li> <li>High value contracts 200 MNOK – 1,000 MNOK</li> <li>Good visibility with contracts from 4 - 7 years</li> </ul>
Develop capabilities t	Rail materials  o support core rail projects	<b>○</b> Marke	t not open for private (	contractors	<ul> <li>Procurement, logistics and warehousing (3PL) of rail materials (FTIA)</li> <li>Stable business approximately NOK 500 million annually</li> <li>Long term contract 4 + 2 + 2 years</li> </ul>



# Positioned to gain market share in long-term business portfolio

		Existing contracts	LTM revenue	Notes
Rail maintenance	Finland	<ul> <li>4 out of 20 track maintenance areas</li> <li>3 out of 4 electrical areas</li> </ul>	~NOK 600 million	<ul> <li>Long-term contracts with revenue and margin visibility</li> <li>Platform for growth with recent contract wins</li> <li>First maintenance contracts expire in 2024</li> </ul>
	Sweden	• 4 out of 38 areas	~NOK 500 million	<ul> <li>Targeting improved profitability through operational efficiency and scale</li> </ul>
				<ul> <li>Synergies with rail construction by sharing machinery and expertise</li> </ul>
Rail material	Finland	Single supplier	~NOK 400 million	



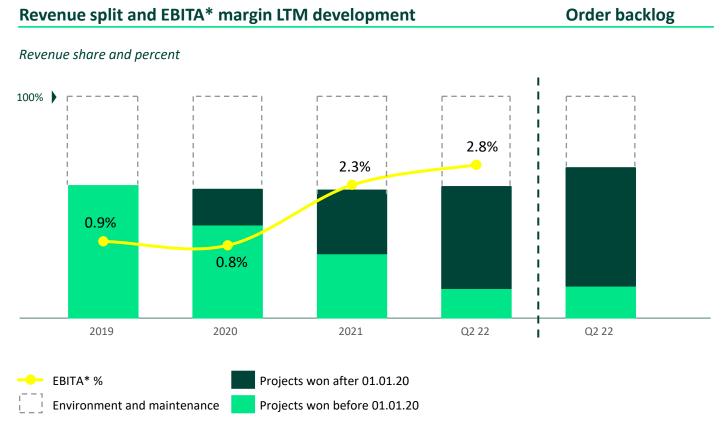


# Strengthened project business through transformation

CMU 2020 focus		Actions	Results
<b>Leadership</b> Attract and retain right leadership	>	<ul> <li>Strengthening management to support improvement processes and integration activities</li> </ul>	
<b>Tender approach</b> Win the right projects at the right price	>	<ul> <li>Selecting projects based on competitive edge and commercial potential</li> <li>Professionalising calculation and risk assessment process</li> </ul>	<ul> <li>Improved project margins</li> <li>A more balanced risk profile in the project portfolio</li> </ul>
<b>Project execution</b> Do the projects right	>	<ul> <li>Strengthening execution model and portfolio governance</li> <li>Training and developing employees</li> </ul>	<ul> <li>Project profitability improves through the lifecycle of the project</li> <li>Contract wins on sustainability proposition</li> </ul>
Sustainability integration Be the most attractive employer of tomorrow's infrastructure	>	<ul> <li>Attracting and retaining the right leadership, project managers and skilled workforce</li> <li>Making ESG a competitive advantage</li> </ul>	
		Improved core processes yield results	



### Loss making projects won before 2020 finished



#### **Notes**

- Loss making projects won before 2020 are finished
- Remaining order backlog with projects won before 2020 are profitable



\* Before other income and expenses (M&A expenses)

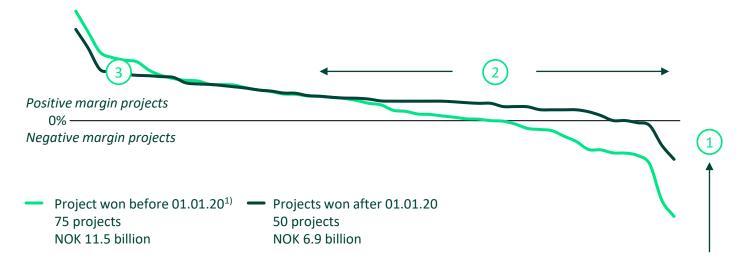
## Improved project margins in rail and civil construction portfolios

Average project profitability 2%-points above 2019

- Significant reduction of loss-making projects
- Significant reduction of projects with low profitability
- Still maintaining the upside from good projects

### Project margins up 2%-points vs. projects won before 2020

Rail and Civil construction in Finland, Sweden and Norway, contract value > NOK 30 million



25



<sup>1)</sup> Excluding projects completed per 31.12.19

### Improved project control yields net positive project adjustments

# **Net project adjustments Group** NOK million, last 12 months, entire project portfolio excl maintenance and environment Q1 21 Q2 21 Q3 21 Q4 21 Q1 22 Q2 22 Q4 20

#### **Notes**

- Improved processes across all project phases from tendering to completion
- Early identification and mitigation of risks and opportunities to improve execution and margins
- Project portfolio subject to assessment and adjustment according to progress and de-risking
- Improved predictability in financial results



# Ready to leverage improved operational processes

### **EBITA\*** margin



## Strategic focus going forward



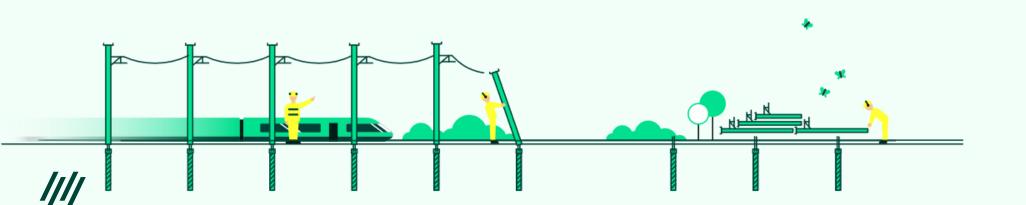
Margin improvement
Continue to improve
core processes



Profitable growth
Increase revenue
from large projects
Potential bolt-on M&A
to optimise value chain



Increase competitiveness
Implement best practice
across the Nordics
Sustainability as a
competitive edge



# Continue to improve core processes

### Win the right projects at the right price

A fact-based analytical approach throughout the tender process by

- Selecting projects based on competitive edge and commercial potential
- Professionalising the calculation process
- Group-wide process for commercial risk assessments in the tender phase
- Analytical pricing approach based on systematic use of market intelligence

### Operational excellence – do the projects right

Strengthen execution model and portfolio governance by

- Robust project organisation matching capabilities with project challenges
- Strengthen resource planning and sub-contractor strategy
- Contract management
- Implementing new risk management tools
- Monthly processes for governance of production cost vs. actual completion rate



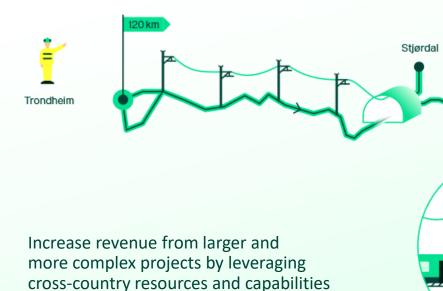


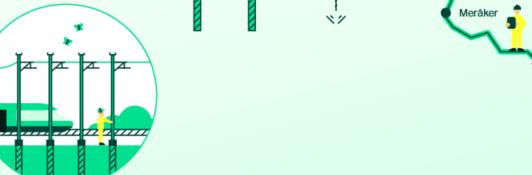
# Increase revenue from large projects

Electrification of Trønder- and Meråkerbanen the first joint win between Norway and Sweden



estimated reduction of CO<sub>2</sub> emissions by optimising concrete volumes and by utilising low-carbon concrete





00 000





# Potential bolt-on M&A to optimise value chain

Financial capacity to execute M&A



Considering smaller to medium-sized candidates



Focus on profitability and strengthening value chain







# Identify and implement best practice through Nordic collaboration

# Sharing competence and capacity across countries

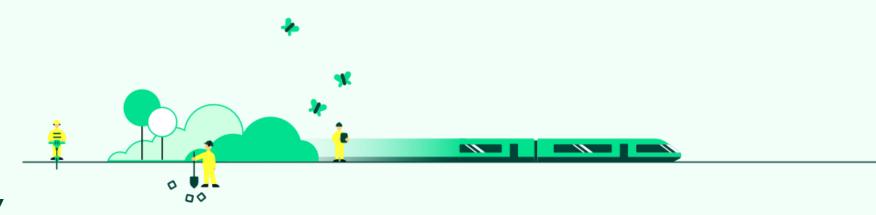
Winning and executing big projects with cross-national teams, utilising machinery

# Targeting key processes for implementing best practice

Tendering, maintenance, bigger projects, digitalisation

# Leverage and strengthen sustainability position and performance

Generate profitable growth, retain and attract talents, accelerate the green shift





### PART 4

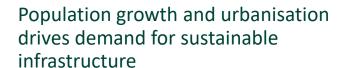
# Regional review



### Large markets driven by strong megatrends



Market drivers and characteristics



International focus on low-carbon transport solutions to reach sustainability targets

National transportation plans provide good visibility on long-term investments

Combined railway maintenance backlog of NOK ~80 billion

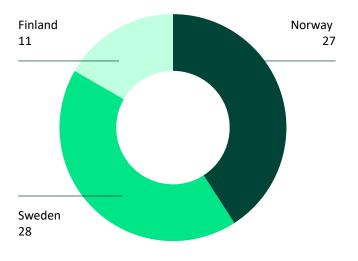


Rail and metro systems





# Yearly NOK ~65 billion investments and maintenance



~2% expected market growth

NOK billion, 2022 estimate



Regional differences call for tailored approach

		FY 2019 EBITA* %	LTM Q2'22 EBITA* %	Share of LTM revenue
NRC	Capitalising on leading Nordic position	0.9%	2.8%	
NO	Positioned for profitable growth	4.3%	2.9%	34%
SWE	Continued focus on restoring profitability	-8.1%	-2.5%	25%
FIN	Market leadership with proven execution	4.9%	7.3%	41%





### PART 4

# Regional review Norway





### **CLOSE-UP ON NORWAY**

### Positioned for profitable growth

#### **Key statistics**



**600** Employees



**2.2** BNOK revenue LTM



2.3 BNOK order backlog



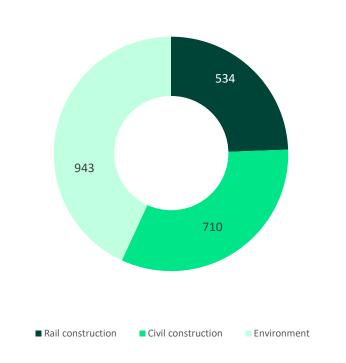
**1.6** LTI

### **EBITA\*** margin LTM



### **Revenue per division LTM**





37



\*Before other income and expenses (M&A expenses)

### Leveraging strong market positions



#### **RAIL CONSTRUCTION**

Market size NOK 27 billion<sup>1</sup> in 2022
Major projects requiring a full
value chain approach
#2 position rail technical work



#### **CIVIL CONSTRUCTION**

Rail projects with significant civil scope
Niches such as harbours and
city infrastructure
Minor overall market share



#### **ENVIRONMENT**

Leading position in mass transportation, Oslo Top 3 position in demolition and recycling Support NRC Group scope in rail projects Wastewater/sewage projects















### **NITTEDAL STATION**

### Applying full in-house value chain

### **Project details**

Start: December 2020

**Completion:** August 2022

Place: Nittedal

**Customer:** Bane NOR

Value: NOK 220 million

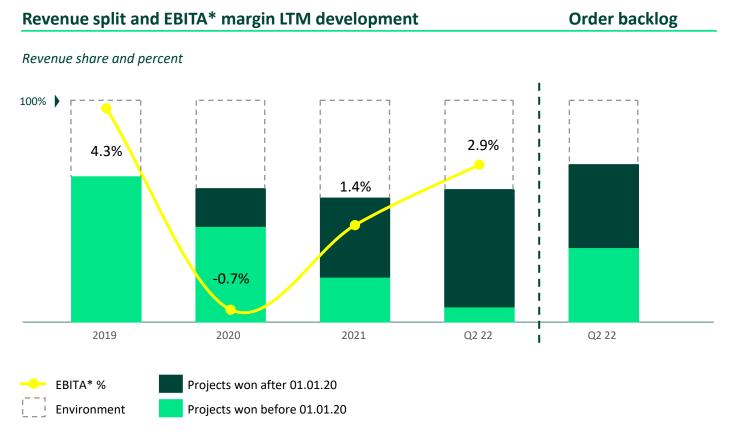


### **Timeline**





### Profitable growth through bigger projects



#### **Accomplished**

- Turnaround in Rail Construction and Demolition and recycling
- Winning bigger projects to achieve profitable growth and build a stronger organisation
- Training and development of employees and building strong project teams



Before other income and expenses (M&A expenses)

### Key priorities to drive profitable growth



Process and organisation



**Project priorities** 



Continuous focus on tender process, project execution, resource utilisation and professionalisation of organisation

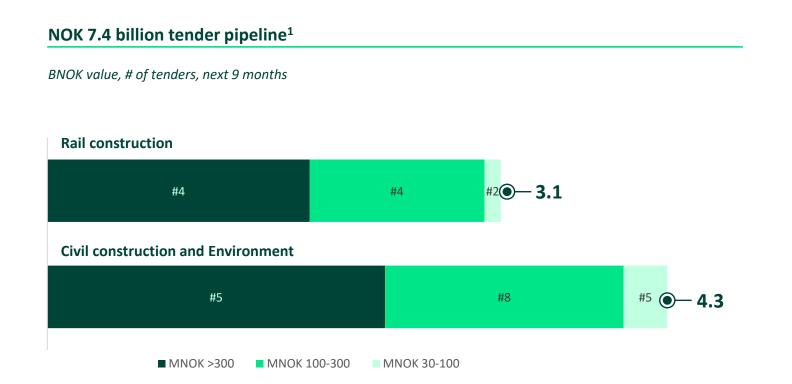
Profitable growth through large rail and civil construction projects

Leverage and further develop leading local market positions in environment division to drive profitable growth





### Solid tender pipeline with high number of large projects



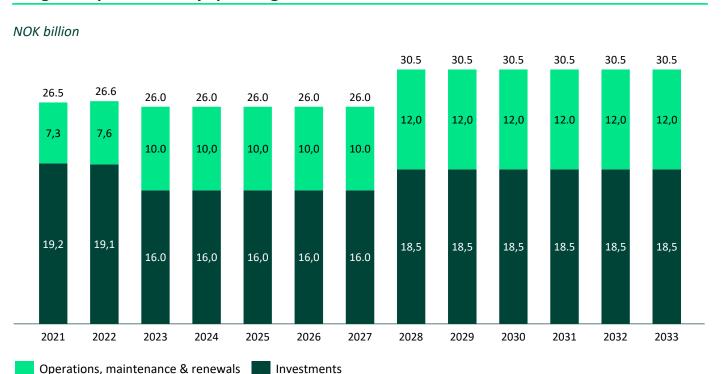
#### **Notes**

Increased by NOK 1.2 billion in tender pipeline compared to Q1 22 mainly related to civil and environment, and a decrease of NOK 0.9 billion vs last year, related to rail constructions

Budget for 2022<sup>2</sup> NOK 26.7 billion, at same level as 2021 and in National Transport Plan for 2022

### Long-term railway spending expected to grow

### Long-term public railway spending<sup>1</sup>



#### **Notes**

- Long-term stable to growing market based on the 2022-2033 National Transport Plan (NTP)
- Annual investments in new infrastructure increased 5% in the new NTP
- Increased focus on maintenance and renewal
- Major metro and light-rail projects underway



### PART 5

## Regional review Sweden





### **CLOSE-UP ON SWEDEN**

### Continued focus on restoring profitability

### **Key statistics**



**400** Employees



**1.6** BNOK revenue LTM



2.5 BNOK order backlog



**8.0** LTI

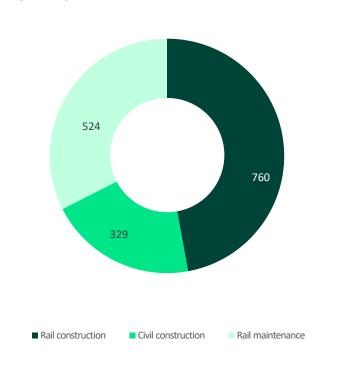
### **EBITA\*** margin LTM

Percent



### **Revenue per division LTM**

NOK million





### Competitive markets with attractive size and growth potential



#### **RAIL CONSTRUCTION**

Market size NOK 14 billion<sup>1</sup> in 2022
#3 position
Growing market, highly competitive
Consolidation in the sub-contractor segment



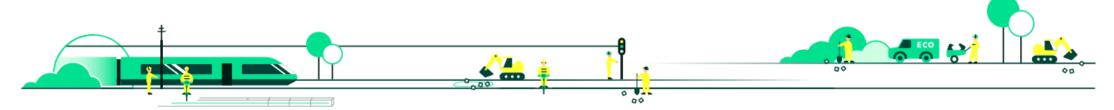
### **MAINTENANCE**

Market size NOK 14 billion<sup>1</sup> in 2022 #3 position Market share 4 of 38 maintenance contracts Stable, competitive market environment



#### **CIVIL CONSTRUCTION**

Minor overall market share Executing civil works in Rail projects Niche player with selective tender approach focused on private clients in the Karlstad area





### GODSBANEGÅRDEN NORRKÖPING

### Utilising synergies between rail and civil construction

### **Project details**

Start: August 2022

Completion: May 2026

Place: Norrköping

**Customer:** The Swedish Transport Administration

Value: SEK 157 million



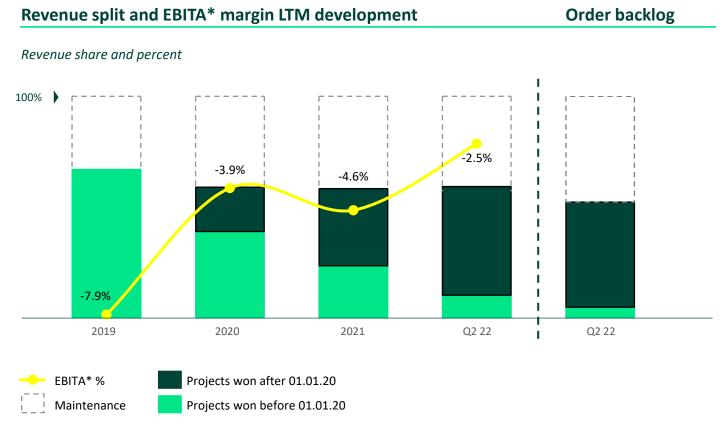
### **Timeline**



0% completed



### Improved profitability in projects won after 2020



#### **Accomplished**

- Strengthened tender process
- Stable operations and profitability in Maintenance
- Finished production on loss-making legacy projects in rail and civil
- Projects won after 2020 shows better profitability in Rail Construction



Before other income and expenses (M&A expenses)

### Key priorities to restore profitability and grow



Process and organisation



Operational leverage



**Expand into new segments** 

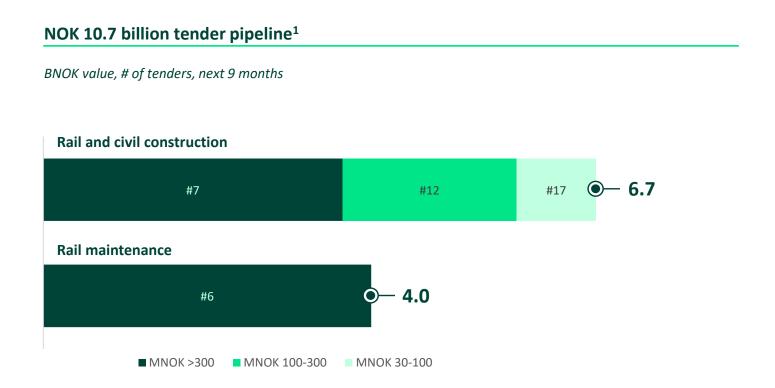
Improve project execution by development and training of employees

Optimise production and win new contracts to leverage scale effects in maintenance

Enter the NOK 4.5 billion Stockholm metro market



### High tender activity expected – focused on profit before growth



#### **Notes**

Increase of NOK 0.6 billion in tender pipeline vs Q2 21 and increase of NOK 1.7 billion compared to same period last year explained by both rail construction and maintenance

Budget for 2022<sup>2</sup> SEK 30.7 billion, +2% higher than estimated in the National Transport Plan



1) NRC Group estimates 2) National Budget 50

### Positioning to benefit from long-term trends

### Long-term railway spending<sup>1</sup>



#### **Notes**

- Growth in investments driven by new railway lines, including high-speed lines, and ERTMS
- Increased maintenance spend with aim to reduce maintenance deficit



### PART 6

## Regional review Finland





### **CLOSE-UP ON FINLAND**

### Market leadership with proven execution

#### **Key statistics**



**1,000** Employees



**2.6** BNOK revenue LTM



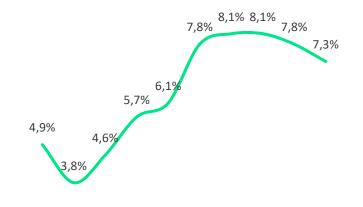
3.6 BNOK order backlog



4.2 LTI

### **EBITA\*** margin LTM

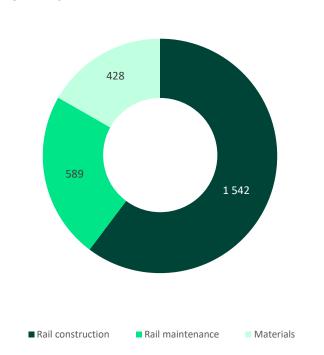




#### Q1 20 Q2 20 Q3 20 Q4 20 Q1 21 Q2 21 Q3 21 Q4 21 Q1 22 Q2 22

### **Revenue per division LTM**

#### NOK million





Before other income and expenses (M&A expenses)

### Leading market position with growth opportunities



**RAIL CONSTRUCTION** 

Market size EUR 450 million<sup>1</sup> in 2022 #1 position



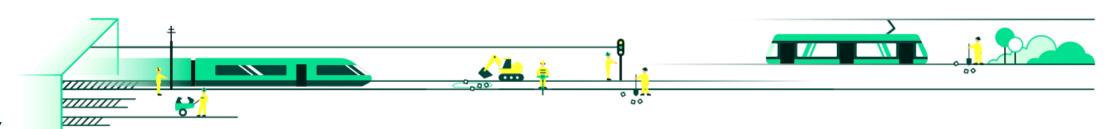
**MAINTENANCE** 

Market size EUR 350 million<sup>2</sup> in 2022 #3 position



**LIGHT-RAIL** 

Market size EUR 290 million in 2022 #1 position





### JOENSUU RAILWAY YARD

### Executing complex upgrade during ongoing train traffic

### **Project details**

May 2021 Start:

Completion: December 2023

Place: Joensuu

**Finnish Transportation Customer:** Infrastructure Agency

#### EUR 42 million Value:



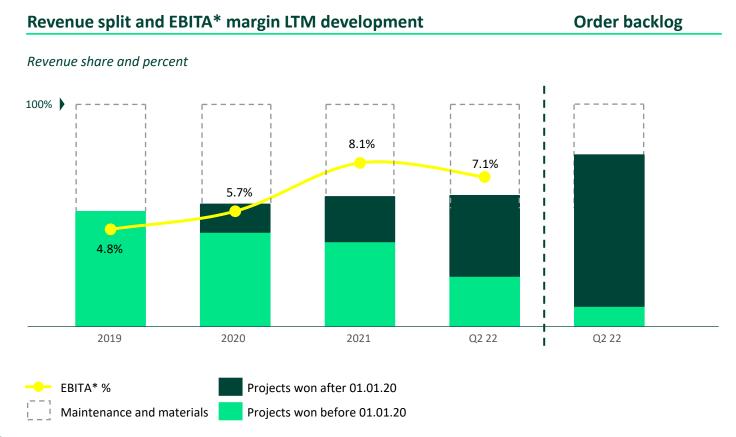
### **Timeline**



40% completed



### Strong profitability based on solid tendering and execution



#### **Accomplished**

- Strong profitability driven by light rail and rail construction
- Right-sized maintenance and machine operations based on lower market share
- Material contracts extended for five years



### Key priorities to drive profitable growth



Strengthen value chain



**Alliance contract wins** 



**Increase market share** 

Add adjacent capabilities within civil construction disciplines to strengthen value chain in rail construction

Keep and develop competitive advantage in light rail to win new projects

Improve profitability and increase market share in maintenance





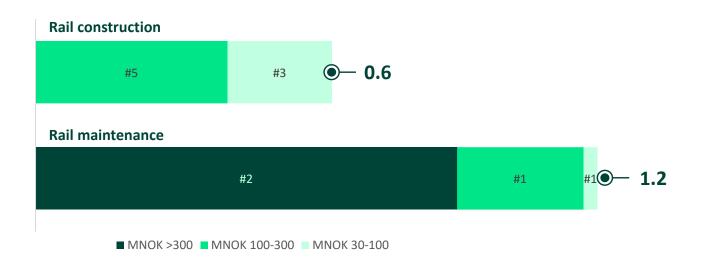




### Increased tender pipeline for maintenance

### NOK 1.8 billion tender pipeline<sup>1</sup>

BNOK value, # of tenders, next 9 months



#### **Notes**

Increased by NOK 0.6 billion from Q1 22 pipeline related to maintenance contracts

Decrease of NOK 1.0 billion from same period last year mainly related to reduced tender pipeline for rail construction

Continued high investment level expected for light rail projects in the coming years

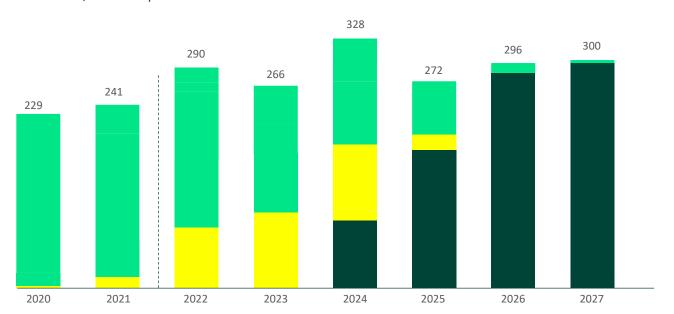


58

### Four major light rail contracts coming up for award

#### **Estimated light rail market size**

EUR million, NRC Group estimates



NRC Group projects: Tampere 1, 2 and 2B, Jokeri Light Rail, Crown bridges

Other projects: Kalasatama

In design phase, not awarded: Vantaa Tramway, Tampere 3, Western Helsinki, Turku Tramway

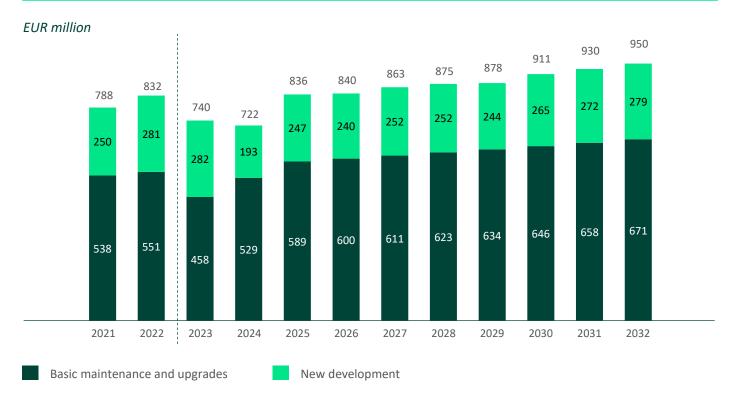
#### **Notes**

- NRC Group contracted on 4 of 5 light rail projects
- Executed under the alliance project model
- Upcoming tenders for additional
   4 projects total value of EUR 1.1 billion
- Potential revenue impact from 2024



### Stable long-term growth in railway spending

#### Long-term public railway spending<sup>1</sup>



#### **Notes**

- New rail developments focused on network upgrades
- Growth in maintenance to repair and replace aging and non-working structures
- Significant projects being developed outside the NTP



### PART 7

## Strengthening value creation



### Leverage on a solid foundation for profitable growth

**Transformation** 

### **Revenue and EBITA\* margin**



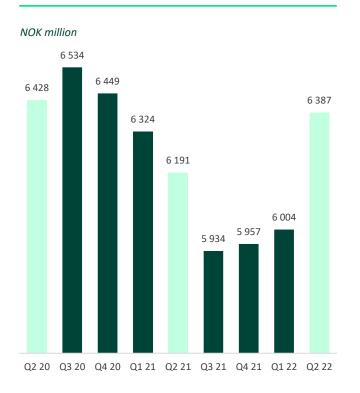


| Capitalising on leading Nordic position

**Market consolidator** 

### Improvement program is yielding results

#### **Revenue LTM**



#### EBITA\* LTM



#### **Notes**

- Improvement program gradually yielding results
- Solid financial recovery during the latter part of the transformation phase
- Higher profit driven by increased margin
- Revenue growth from 2022 on back of strong order intake

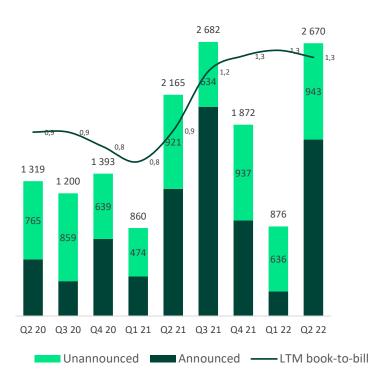


\* Before other income and expenses (M&A expenses)

### Order intake and backlog support further growth

#### Order intake and Book-to-bill LTM

NOK million



### **Order backlog**





#### **Notes**

- Order intake and order backlog at record levels
- Rail infrastructure market remains strong
- Limited impact from economic uncertainties and war in Ukraine
- Well protected from increased material prices and inflation

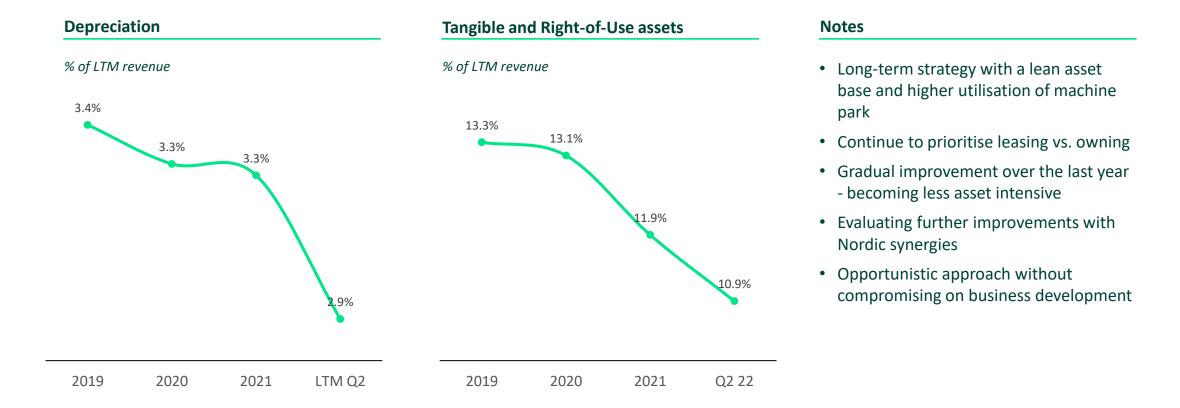
64

 Low order backlog risk with public customers representing > 90%\*



\* As of December 31, 2021

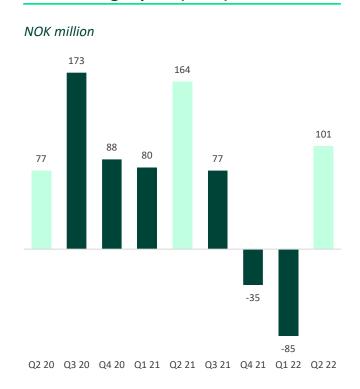
### Leaner asset base with improved utilisation



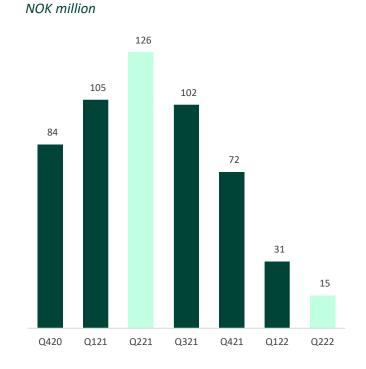


### Improved working capital management

### **Net working capital (NWC)**



#### **NWC** – Average of last four quarters

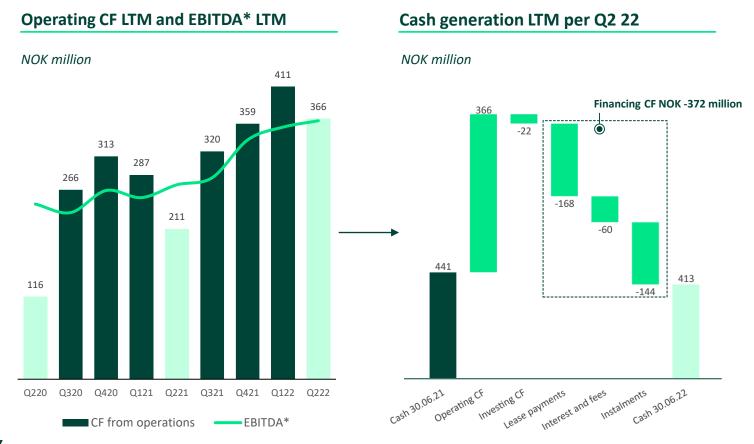


#### **Notes**

- Public contracts less flexible focus on internal culture and processes
- Limited counterparty risk due to high share of public customers
- Seasonality in working capital with high trade receivables in second quarter
- Improved working capital management and cash conversion cycle



### Delivering steady improvement in cash flow



#### **Notes**

- Solid operational cash flow from improved profitability and working capital management
- Targeted investments in tangible assets in line with strategy of lean asset base
- Prioritised an ample cash position and debt instalments during transformation phase



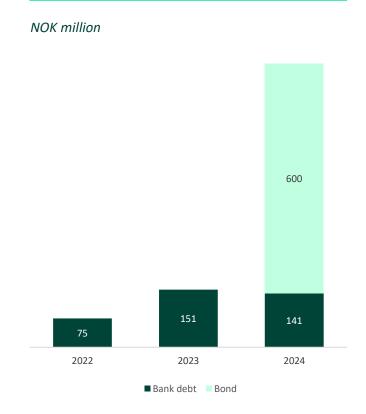
\* Before other income and expenses (M&A expenses)

### Ensuring a robust financial position

## Net interest-bearing debt (NIBD) Q2 22 NOK million



#### Bank and bond maturities



#### **Notes**

- Solid cash position even at peak working capital season
- Undrawn NOK 200 million credit facility
- Aligning debt structure with updated strategy and financials
- Improve financial flexibility and reduce cost of debt



### Flexibility to increase the free cash flow to equity

#### Leverage ratio: NIBD / EBITDA\* LTM ratio



#### **Notes**

- Long term leverage ratio target NIBD/EBITDA < 2.5x maintained</li>
- Reduced leverage ratio due to increased profitability and prioritized debt instalments
- Flexibility to increase the free cash flow to equity going forward
- Resume dividend payments
- Execute bolt-on M&A



### Clear capital allocation priorities



Support existing activities and organic growth

Continue to improve profitability over time



Optimise capital structure

Maintain lean, efficient and sustainable asset base

Manage working capital

Align debt structure with updated strategy



Dividend and M&A

Competitive direct returns over time

Policy of distributing a dividend of minimum 30% of net profit

Accretive M&A







# Robust foundation for growth and continued improved profitability

	Short-term guiding 2022	Medium-term target 2024-2025	Long-term ambitions
Revenue	Moderate to strong growth	Above 5% growth p.a. over the cycle + bolt-on M&A	
EBITA* margin	Moderate increase compared to 2021	4-5 % EBITA* margin	5-7% EBITA* margin
	Resume dividend distribution		
	30% CO <sub>2</sub> emission reduction 2025 vs. 2022**		



### Strategic focus going forward



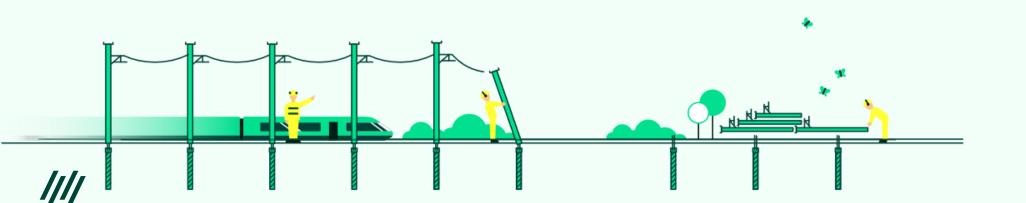
Margin improvement
Continue to improve
core processes



Profitable growth
Increase revenue
from large projects
Potential bolt-on M&A
to optimise value chain



Increase competitiveness
Implement best practice
across the Nordics
Sustainability as a
competitive edge



### Ready to capitalise on leading Nordic position

The leading rail infrastructure company in the Nordics with strong ESG anchoring

Record high order backlog in a growing market resilient to macro downturns

Strengthened tendering and project execution yield improved margins





## Questions?



