

Q4 2018

13 FEBRUARY 2019

Åsa Bergman, President & CEO
Jonas Dahlberg, CFO

WELCOME!

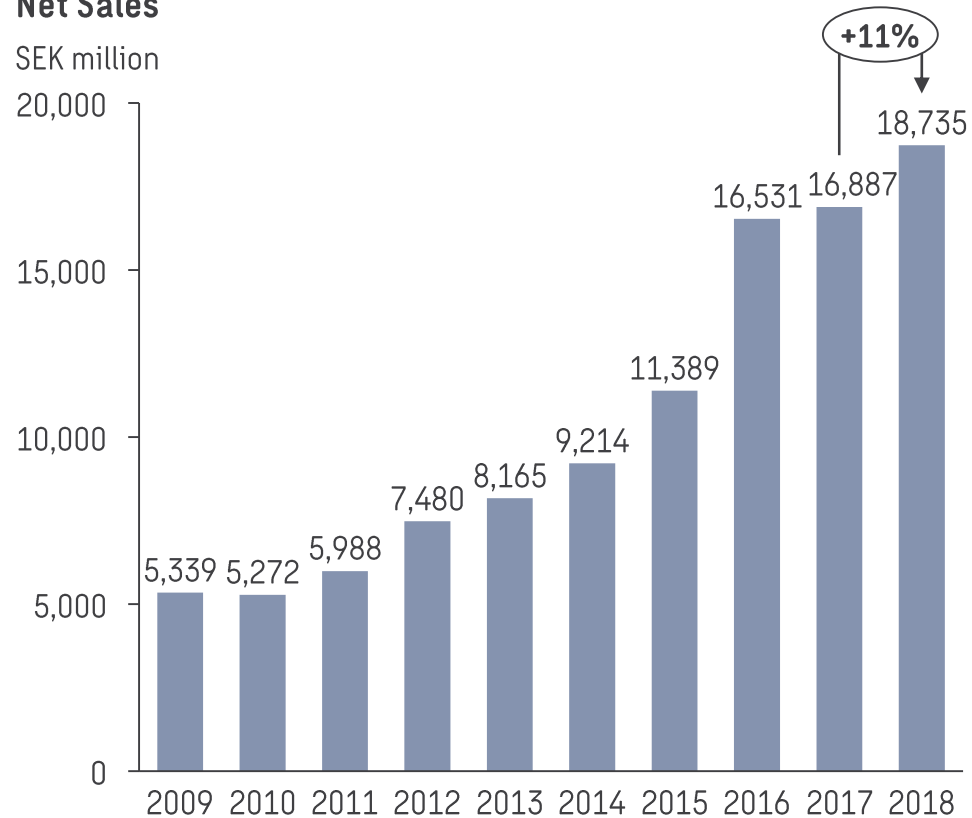


Ending the best year so far...

- Organic growth momentum, total 5 per cent
- Acquired growth adding 3 per cent

Net Sales

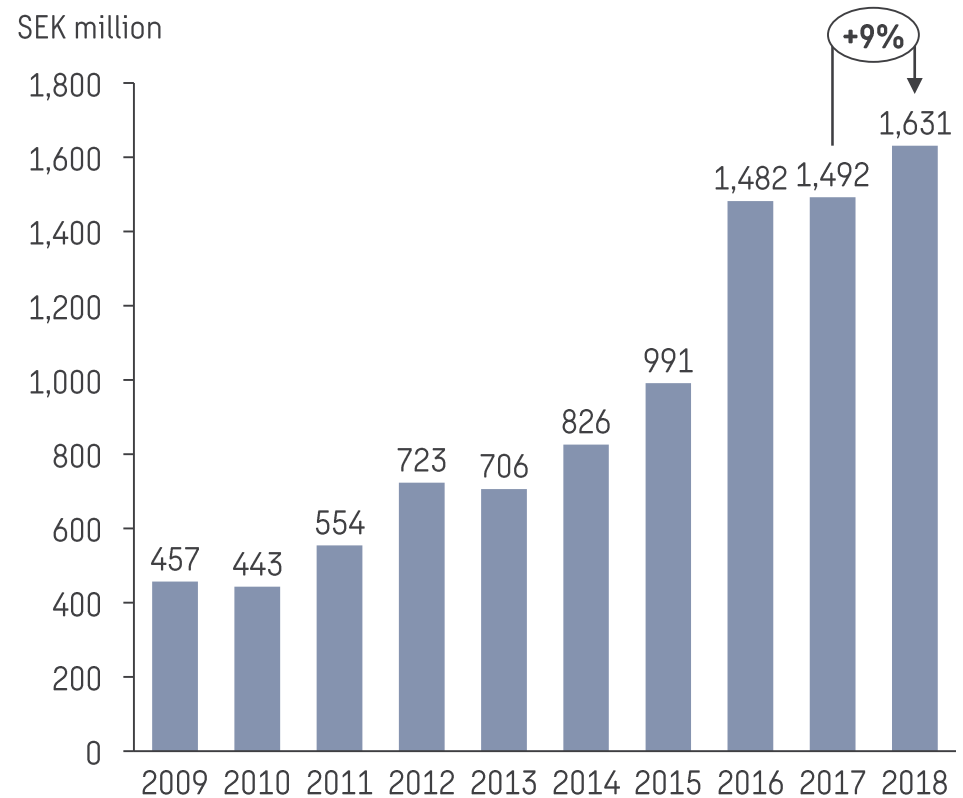
SEK million



- Good demand, fee development and order back log
- All BAs contributing to improvement

EBITA

SEK million



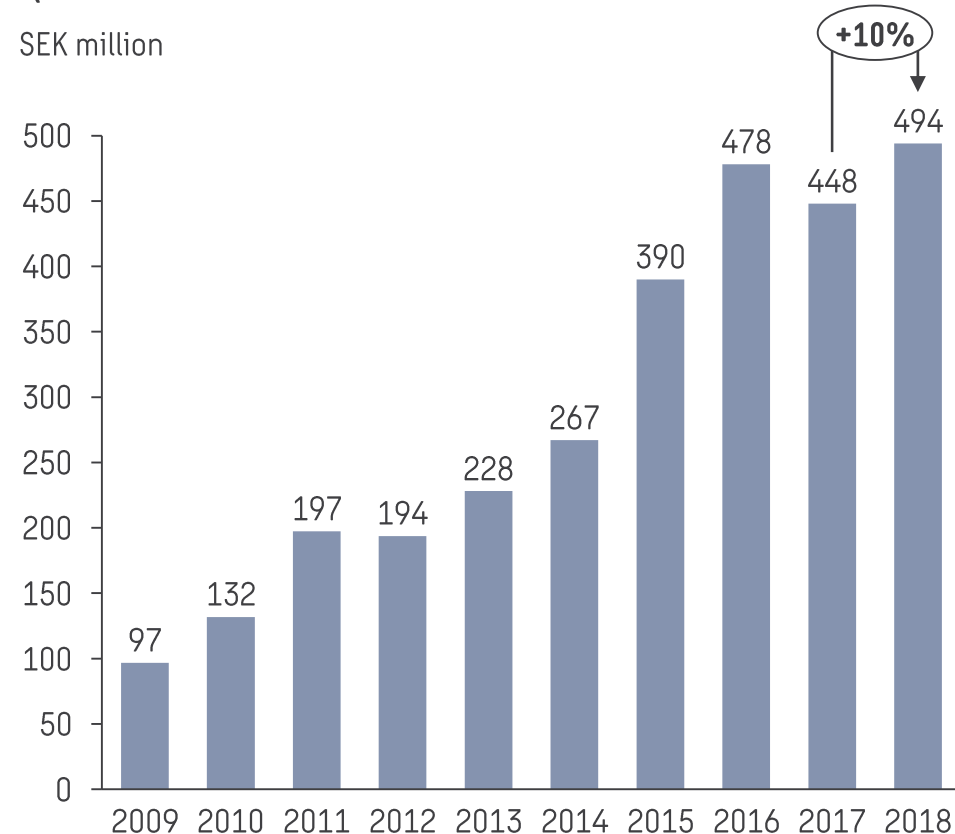
...with the best Q4 so far

Q4 2018

- Net sales SEK 5,112 million (4,582) + 12%
- EBITA SEK 494 million (448) + 10%
- EBITA margin 9.7 per cent (9.8)
- Good growth across the group
 - All BAs delivering organic growth
 - Total organic growth 6 per cent

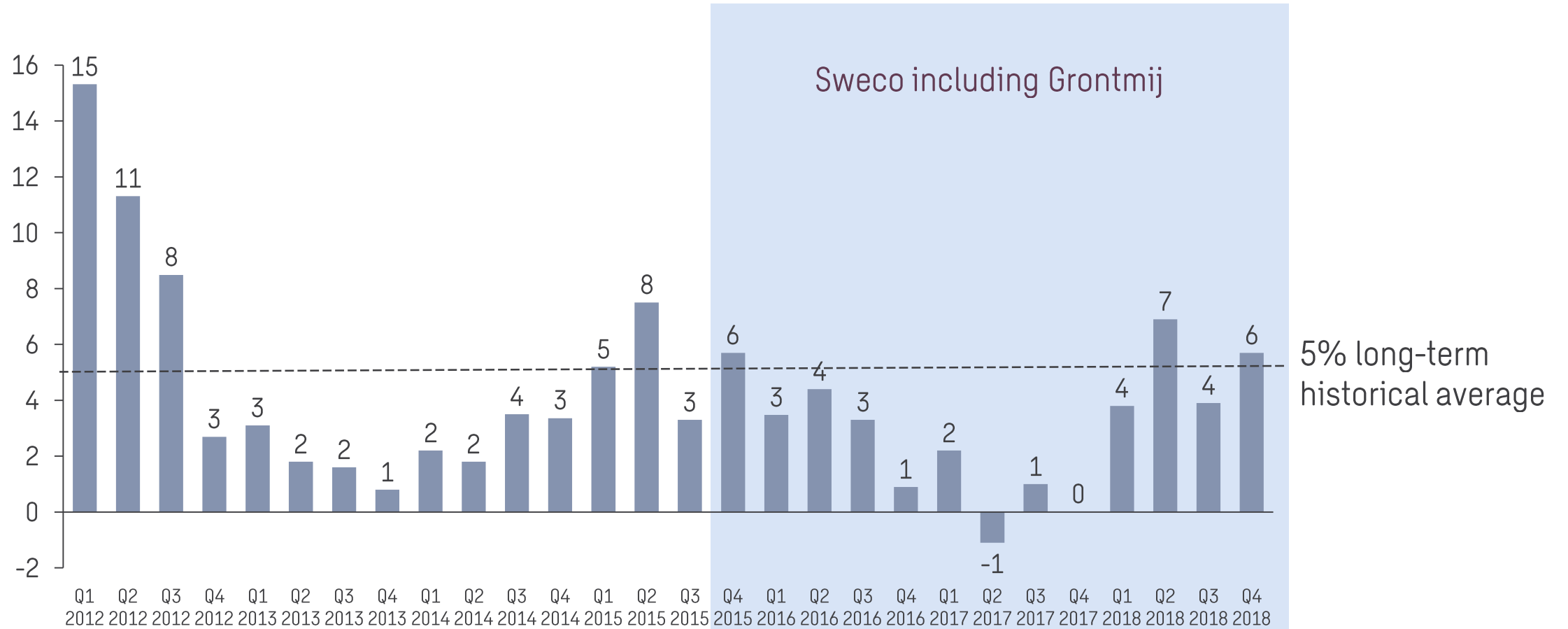
Q4 EBITA ex E/O

SEK million



Solid organic growth in Q4 – in line with historical average

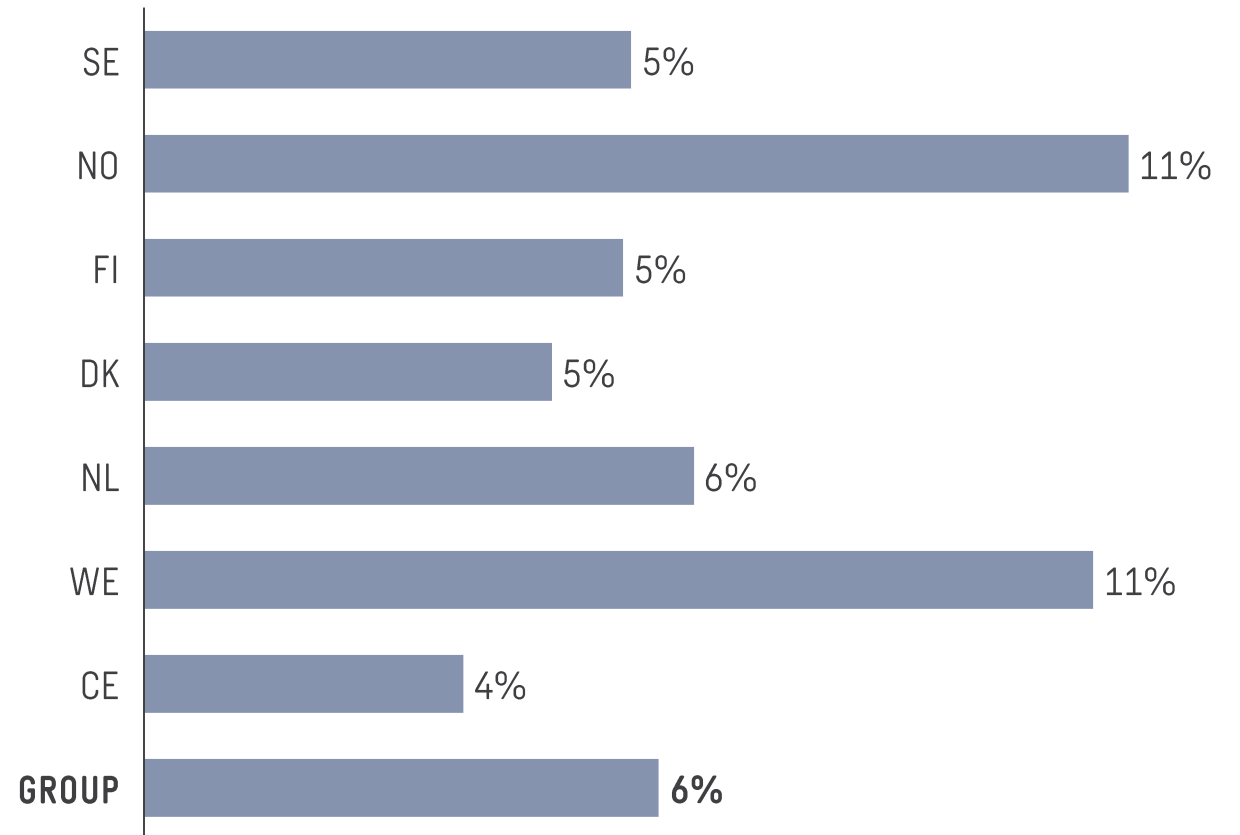
Sweco group, y/o/y, per cent, adjusted for calendar



All BAs contributing to organic growth...

Organic growth Q4 2018 vs LY, % Adjusted for FX, acquisitions & divestments and calendar

- Strong organic growth in NO and WE
- Solid growth also in the other BAs
- Organic increase of ~550 FTEs supported by good order backlog development

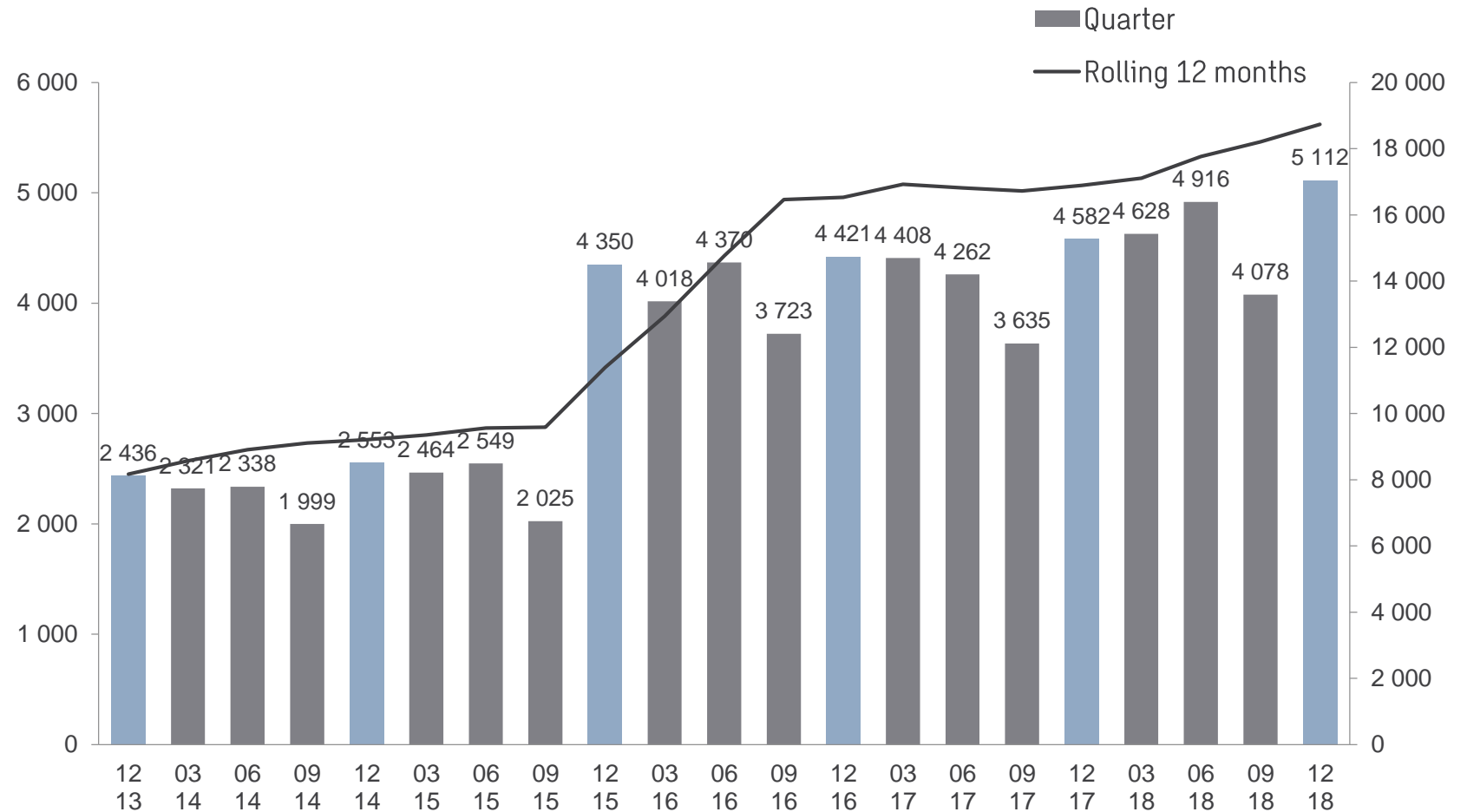


Net sales increasing 12 per cent

Net Sales, Quarter and rolling 12 months, SEK million

Quarter

- Organic growth 6%
- 1 less working hour vs LY
- Acquired growth 3%
- Currency effect 3%

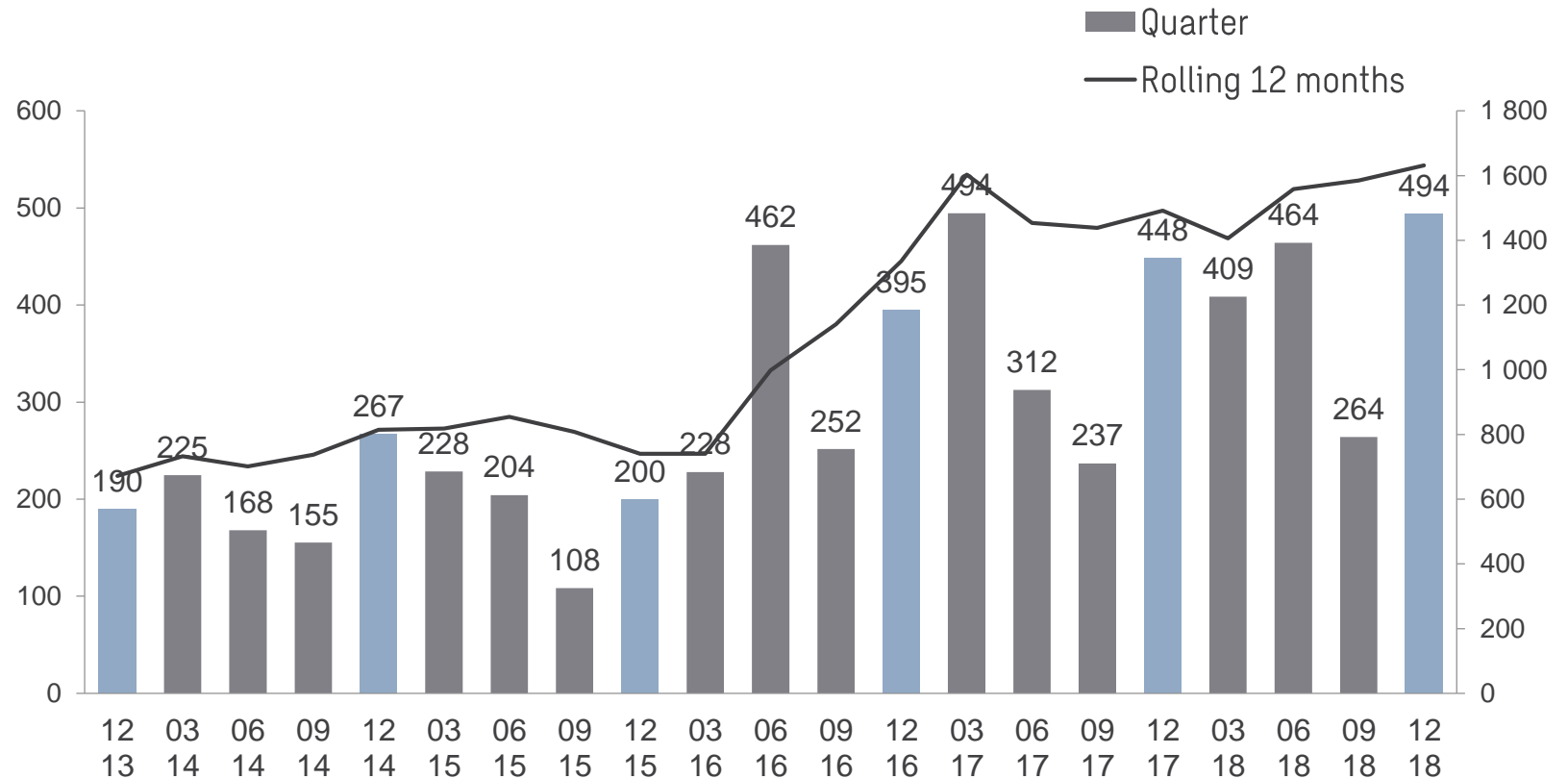


Q4 EBITA SEK 46 million higher than LY

EBITA, Quarter and rolling 12 months, excl. E/O items, SEK million

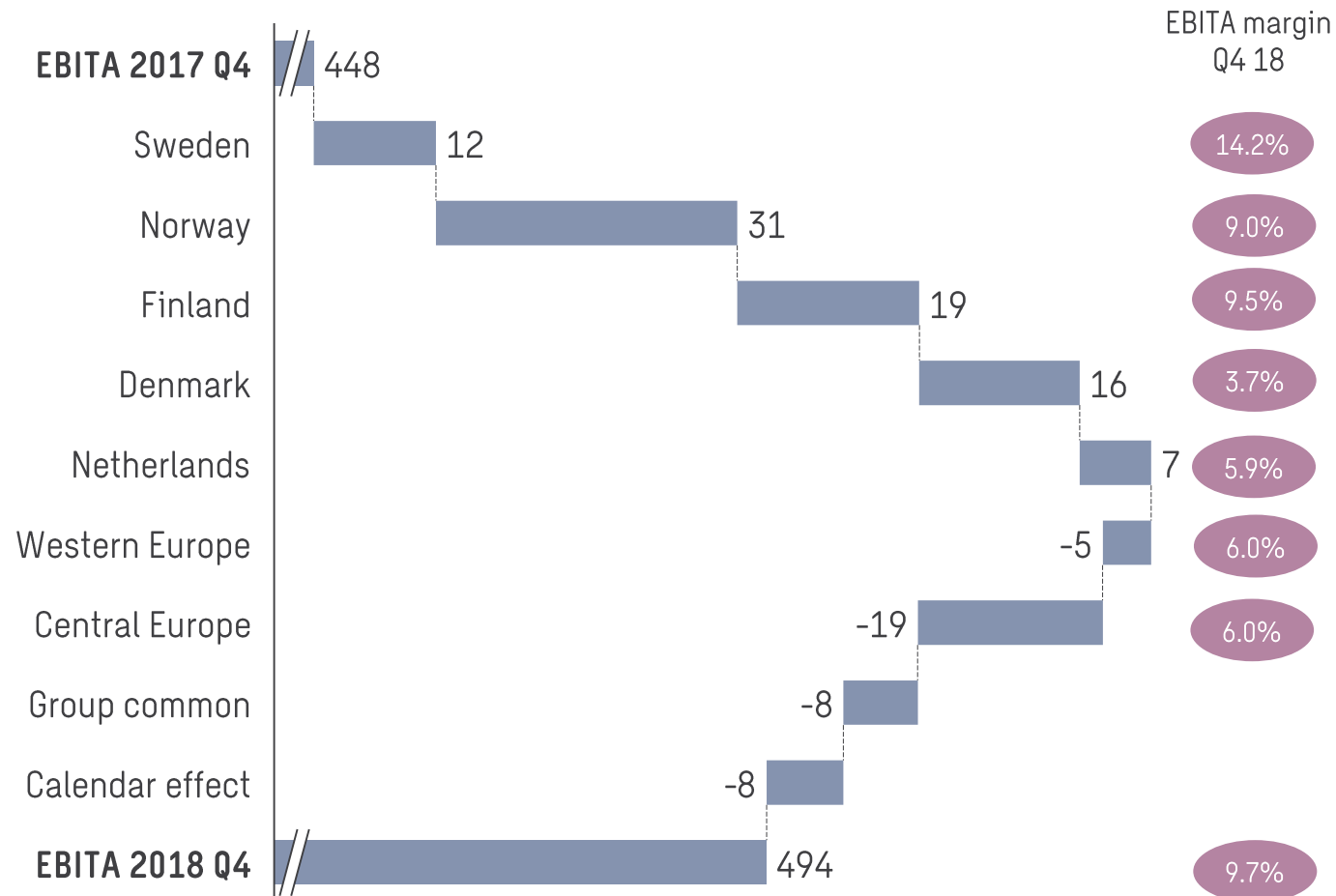
Quarter

- Improvement of SEK +54 million, adjusted for calendar
- Negative calendar effect of SEK 8 million
- EBITA SEK 494 million (448)



5 BAs contributing to EBITA improvement

EBITA Q4 bridge by Business Area – Calendar adjusted, SEK million



Group EBITA improvement driven by

- Positive fee developments
- Lower project adjustments
- FTE growth

Norway recovery from LY project adjustments

UK impacted by lower billing ratio

Strong improvement of Cash flow in Q4 and full year

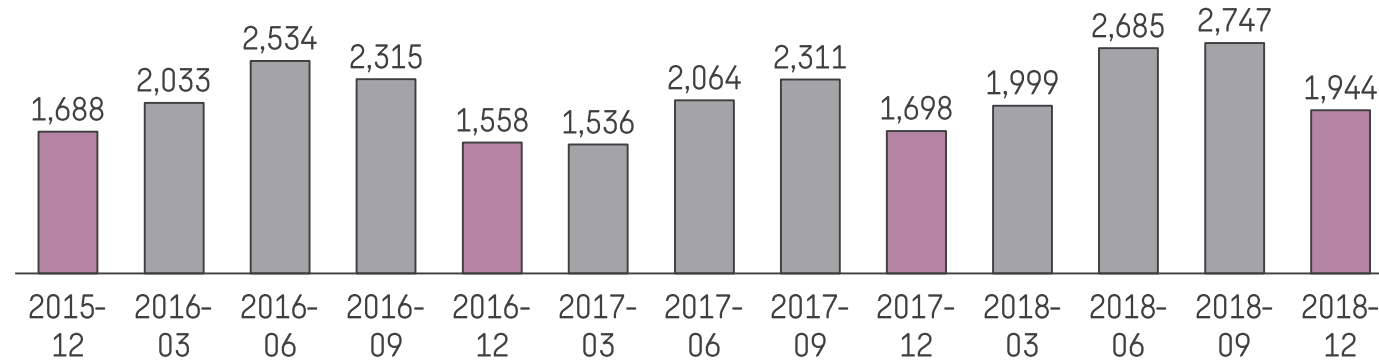
SEK million	Oct-Dec 18	Oct-Dec 17	Jan-Dec 18	Jan-Dec 17
Cash flow from operating activities before changes in working capital and tax paid	564	509	1,966	1,790
Tax paid	-69	-46	-329	-226
Changes in working capital	589	284	-164	-504
Cash flow from operating activities	1,084	747	1,473	1,060
Cash flow from investing activities	-95	-93	-569	-364
Cash flow from financing activities	-570	-414	-693	-1,005
Cash flow for the period	419	240	211	-309

SEK 1,084 million operating cash flow in Q4

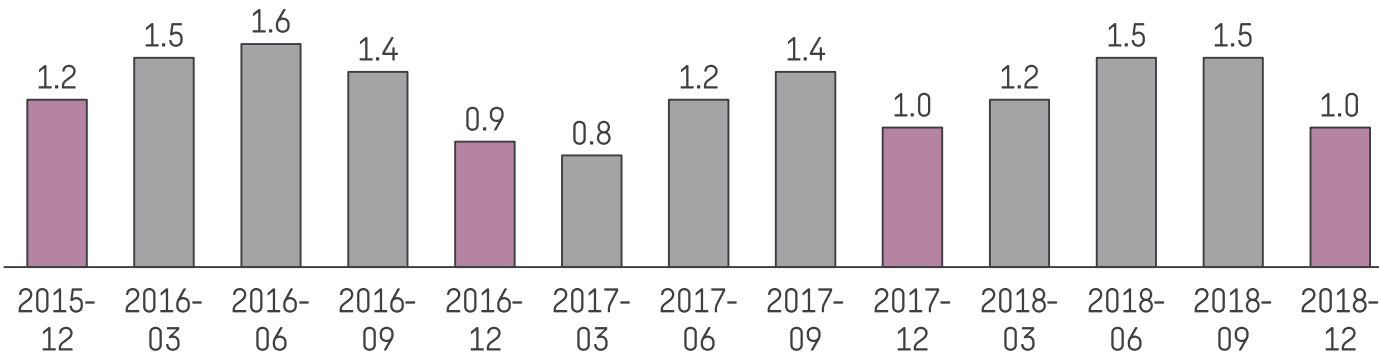
- Q4 operating cash flow SEK 337 million higher vs LY
- Normal seasonal cash release
- Earnings improvement
- Positive effect from working capital development of SEK 305 million vs LY

Strong financial position

Net debt, SEK million



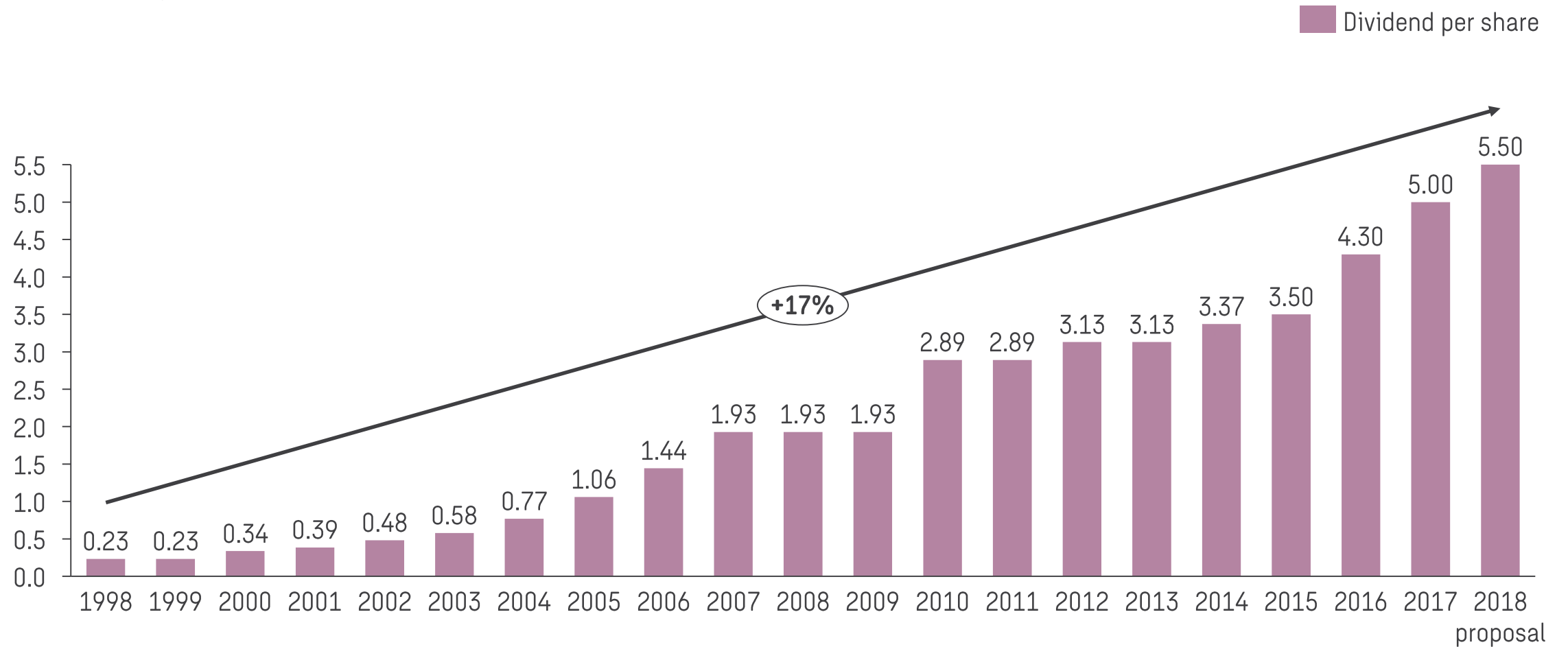
Net debt/EBITDA, pro forma excl. E/O



- Net debt SEK +246 million during year:
 - Share buy backs SEK 520 million (289)
 - M&A SEK 261 million (123)
 - Dividends SEK 593 million (513)
- Solid financial position with Net debt/EBITDA at 1.0x (1.0)
- Available liquid assets, including unutilised credit lines, of SEK 1,749 million (1,991)

Stable increase of dividend

1998-2018, SEK¹



¹ Figures restated for share split in 2007 and rights issue in 2015. Excluding extra dividend in 2000, 2001, 2002, 2005, 2006 and 2009.

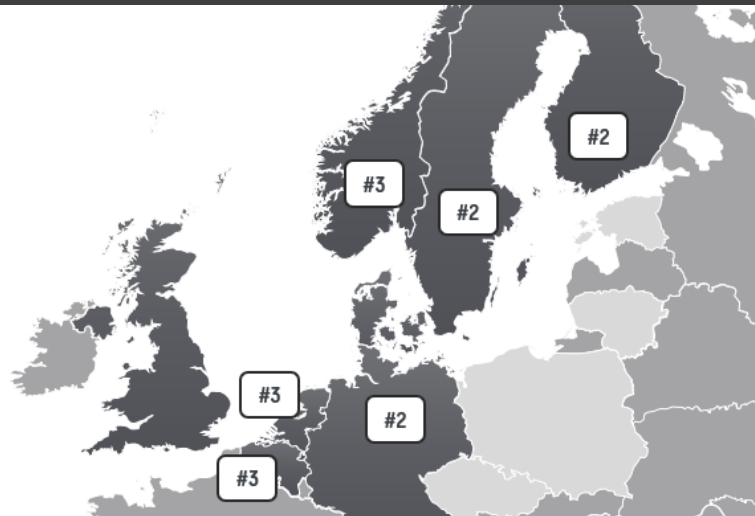
Strong platform for future growth

Experts on the built society



- Plans and designs the communities and cities of the future
- Strong underlying trends

Market leading positions



- Solid core business in stable markets
- Organic and acquired growth potential

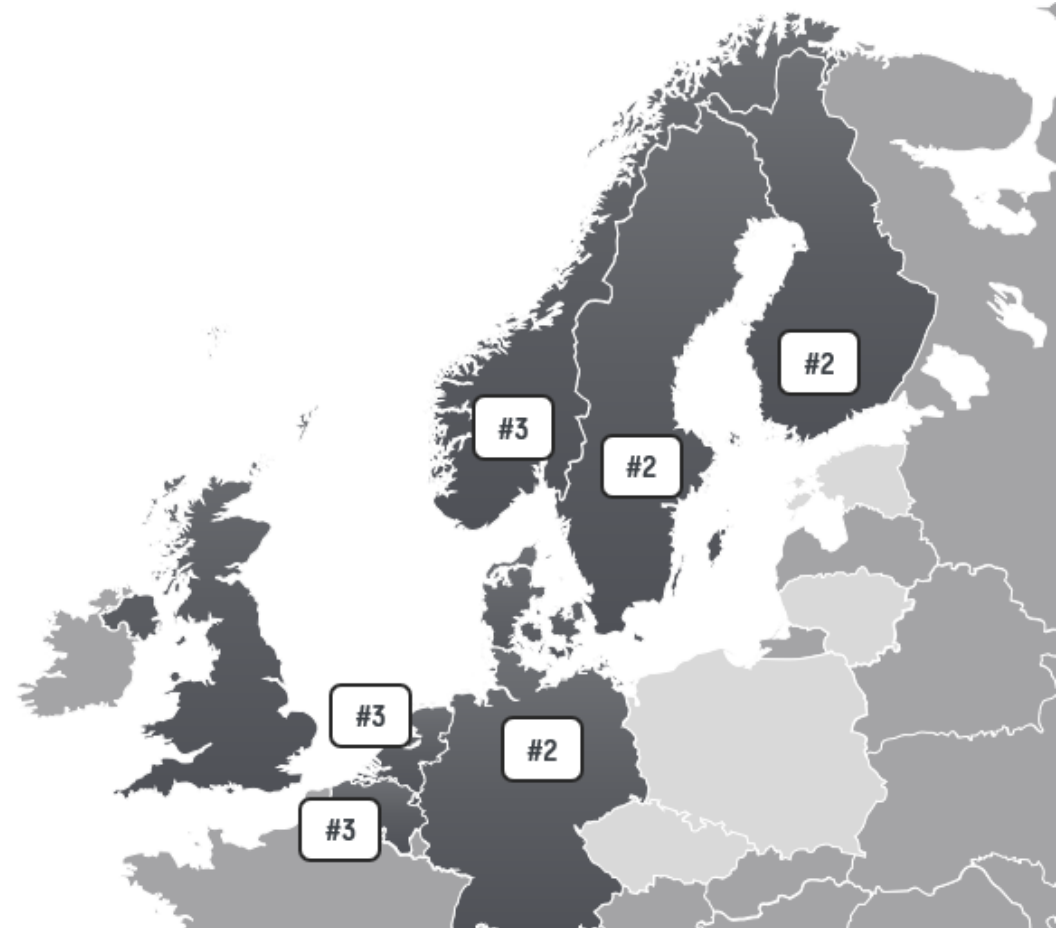
Proven operating model



- Best people, efficiency and customer focus
- Decentralised responsibility

Adjustment of BA structure to reflect strategy

- Focus on eight core markets in Northern Europe
- UK and Belgium become separate Business Areas
- Central Europe renamed “Germany & Central Europe” to reflect importance of Germany



Market situation

- Overall good demand for Sweco's services, supported by underlying trends
- Good demand in:
 - infrastructure
 - water
 - industry segments
- However, demand in commercial buildings in London (UK) and residential construction in the Nordics has slowed down



To conclude

- Strongest quarter and year so far
- All Business Areas contributing positively to organic growth in Q4 2018
- Strong financial position, solid increase in earnings => Dividend proposed to increase by 10 per cent to SEK 5.50

SWECO

