

Q2 2023

July 18

Åsa Bergman, President & CEO
Olof Stålnacke, CFO



This is Sweco

Sweco - Europe's leading architecture and engineering consultancy

Operations in three segments

Net sales by segment in 2022, %



Well-balanced client portfolio

Net sales by client category in 2022, %



Drivers for success



21,000 experts



Combining organic and acquired growth



Proven operating model

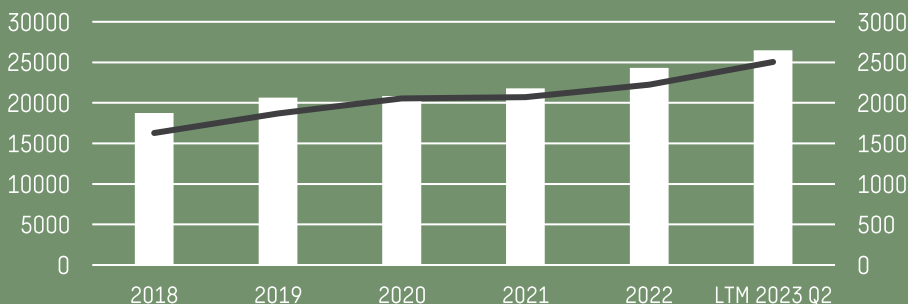
Eight geographical business areas

Net sales by business area in 2022, %

- Sweden: 32
- Norway: 13
- Finland: 13
- Denmark: 9
- Netherlands: 9
- Belgium: 10
- UK: 6
- Germany, Central Europe: 8

Strong financial track-record

Net Sales, EBITA 2018 – Q2 2023



1.5x

Strong financial position

Providing the foundation for continued value-creating acquisitions and dividend growth



Quarterly overview

Quarter highlights

Net sales increased to SEK 7,249 million (6,116)

- Organic growth 9 per cent (5), adjusted for calendar effect
- Total growth 19 per cent

EBITA increased to SEK 564 million (486)

- Increasing 29% year-on-year, adjusted for calendar
- Operating margin 7.8 per cent (7.9)

Improvement driven by higher average fees, FTE growth and contributions from acquisitions

7,249

Net Sales, SEK million

564

EBITA, SEK million

9%

Organic growth

7.8%

EBITA margin

Operations highlights

Solid demand and good momentum in recruitment

Business areas

- Seven out of eight business areas reported organic growth and increasing EBITA levels

Acquisitions and projects

- 4 acquisitions, welcoming around 200 new experts
- Continued strengthened orderbook

7/8

Business Areas
increased EBITA

7/8

Business Area
reported organic growth

Market overview

Mixed picture in market conditions

Green transition continues to be a strong driver

Segments

- **Water, Energy and Industry** – market for investments good, driven by the ongoing energy transition
- **Transport infrastructure** – continued good demand aligned with the green transition of transport sector
- **Buildings and urban areas** – stable demand in public buildings but continued weakened demand for services in residential and commercial real estate



Performance

Summary result

Q2 2023

Net sales SEK 7,249 million (6,116)

- Organic growth 9 per cent, adj. for calendar effect
- Acquired growth 7 per cent
- Currency effects 4 per cent

EBITA SEK 564 million (486)

- Operating margin of 7.8 per cent (7.9)

Net Debt/EBITDA 1.5x (0.9x)



VK Architects+Engineers

Architectural, technical and infrastructure design solutions, adding 600 new experts to Sweco

The acquisition was consolidated into Sweco Belgium and Netherlands as of 31 March

Contribution in Q2 2023:

- Net sales SEK 230 million
- EBITA SEK 32 million
- EBITA Margin 14%



Q2: Net Sales – positive growth in 7 out of 8 Business Areas

SEK 7,249 million (6,116)

19% total growth (8%)

9% organic growth, adj for calendar (5%)

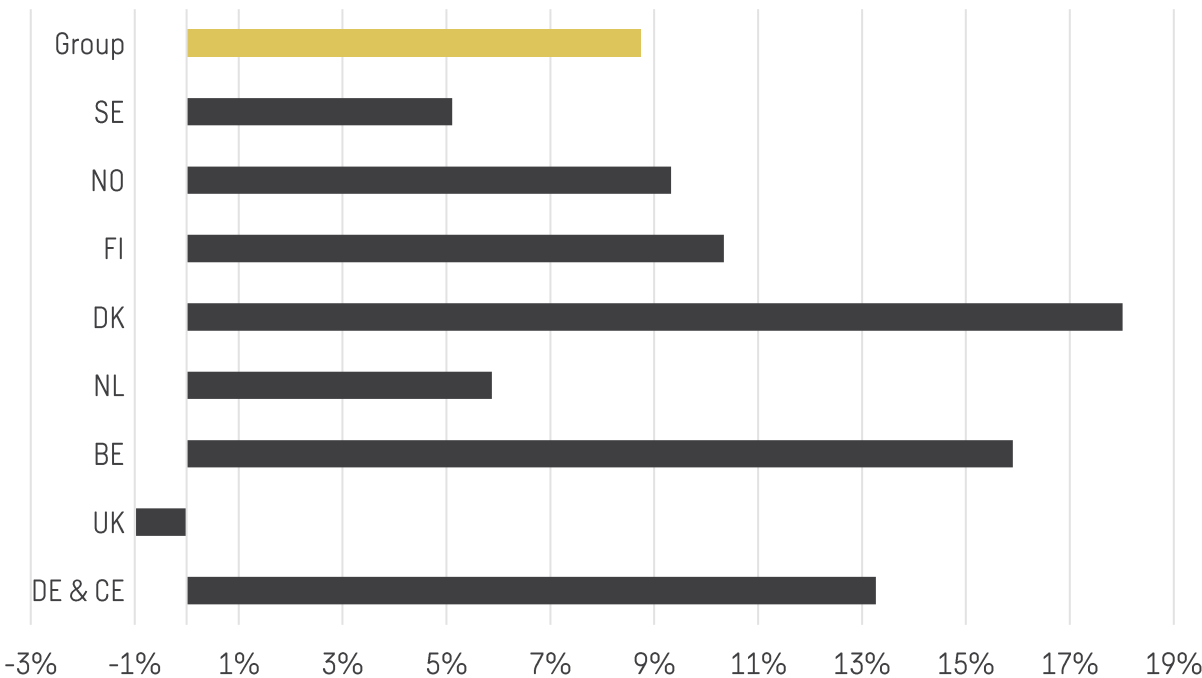
7 out of 8 Business Areas

- delivered organic growth

Net Sales positively affected

- by higher average fees and a higher number of employees

Organic growth adjusted for calendar, %



Q2: EBITA increased SEK 140 million adjusted for calendar

SEK 564 million (486)

29% increase y-o-y, adjusted for calendar

7.8% group margin (7.9%)

7 out of 8 Business Areas

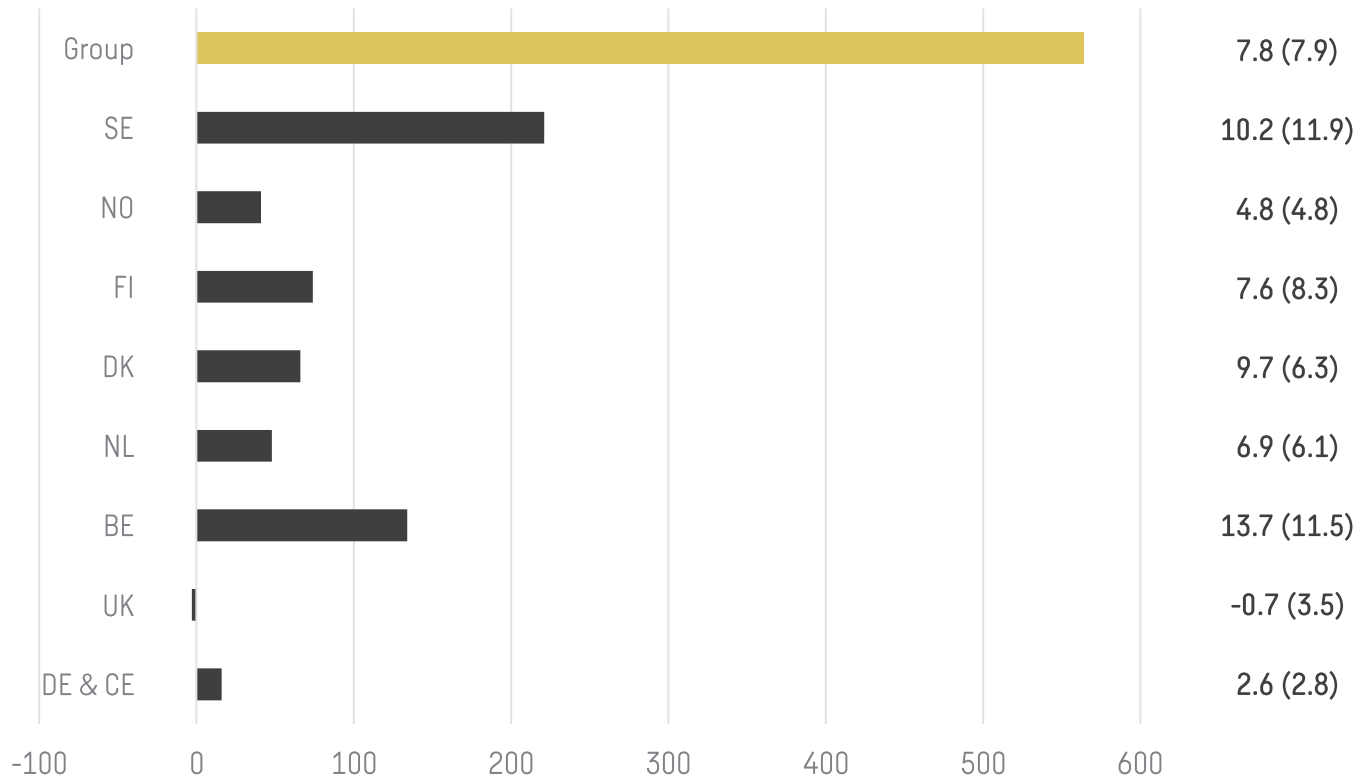
- reported increasing EBITA, adjusted for calendar

EBITA positively affected by

- higher average fees
- higher number of employees
- acquisitions

EBITA in Q2 2023 by business area, MSEK

EBITA margin, %



Q2: 7 of 8 Business Areas increased EBITA adjusted for calendar

Positive impact

- from higher average fees, a higher number of employees and acquisitions

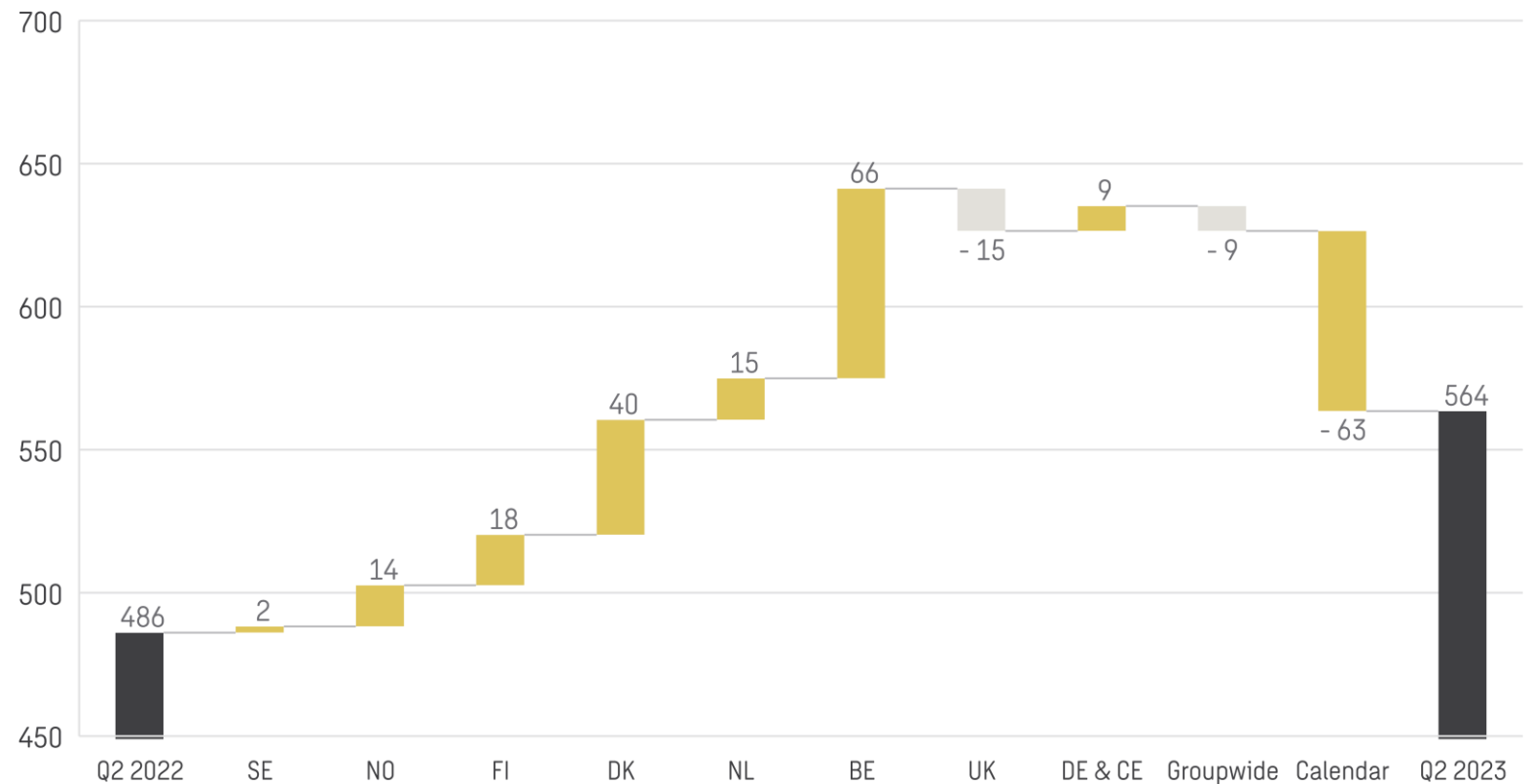
Negative impact

- from higher personnel and other operating expenses

6 less working hours

- corresponding to a negative year-on-year impact of SEK 63 million

Q2 2023 EBITA contributors



Q2: Net Debt increase driven by acquisitions

SEK 4,097 million Net Debt (2,014)

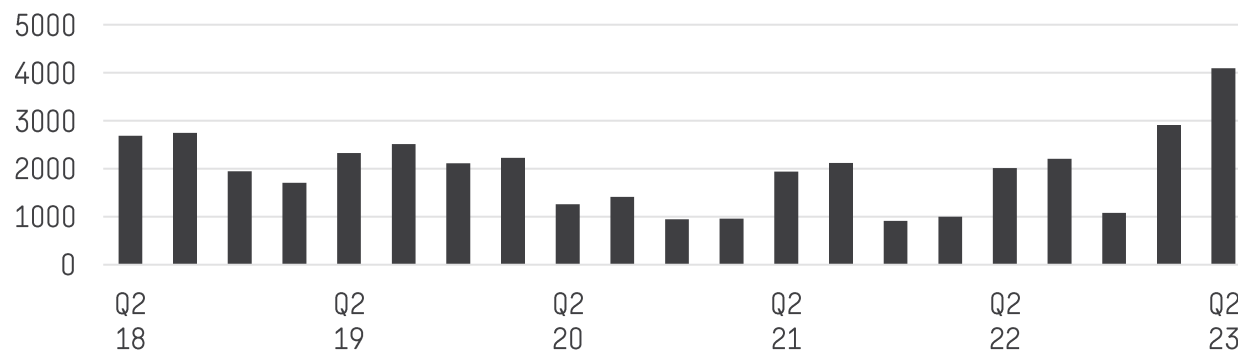
- Cash flow from operating activities of SEK 512 million (739)
- M&A cash outflows of SEK 1,320 million (375)
- Seasonal and growth-driven TWC build-up

1.5x Net Debt/EBITDA (0.9x)

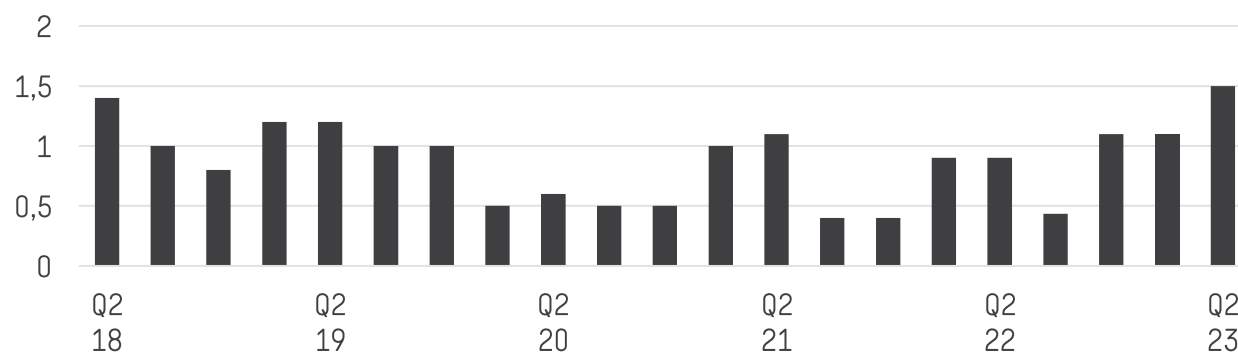
SEK 3,235 million available liquid assets (3,250)

EUR 400 million revolving credit facility converted to sustainability-linked loan

Net debt, Q2 2018–Q2 2023 (SEK million)



Net debt to EBITDA, Q2 2018–Q2 2023



Business highlights

4 new acquisitions in Q2

Four acquisitions in Q2 and one in July

Mixture of companies in building control, architecture and engineering

- Combined Net Sales - SEK 260 million
- Adding around 220 new experts

Strengthening Sweco's position in Sweden, Finland, UK and Belgium

Acquisitions in line with Sweco's strategy to have a strong and integrated offering in all segments



Projects

Solid demand for Sweco's services mainly driven by the green transition

- Demand for sustainability related services is growing in all Business Areas and in all segments
- Acquisitions prove themselves vital, in Sweco's expansion as well as strengthening our position and reaching new clients in the market



De Lijn

Sweco supports Belgian public transport company to transform facilities for electric buses. This is a part of making the public transport emission free by 2035.

Trilogy Real Estate

Sweco will assist the design team in the transformation of a listed heritage property in Manchester, U.K.



Stora Enso

Sweco is taking part in developing a unique wood building concept for mixed hotel and office use in Finland, that proposes new ways of increasing the circularity in buildings



Focus going forward

Continue increasing fees

Cost control and efficiency

Agility and flexibility

Execute on M&A strategy

THANK YOU!

Transforming society together