

Q1 2024

May 16

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Sweco - Europe's leading architecture and engineering consultancy

Operations in three segments

Net sales by segment in 2023, %



Well-balanced client portfolio

Net sales by client category in 2023, %



Drivers for success



22,000 experts



Combining organic and acquired growth



Proven operating model

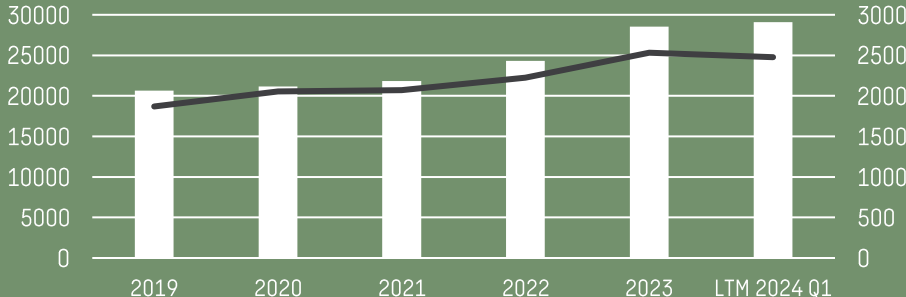
Eight geographical business areas

Net sales by business area in 2023, %

- Sweden: 29
- Belgium: 13
- Finland: 13
- Norway: 12
- Denmark: 10
- Netherlands: 10
- Germany, Central Europe: 8
- UK: 5

Strong financial track-record

Net Sales and EBITA excl. IAC, 2019 – Q1 2024



1.1x

Strong financial position

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



Quarter highlights

Net sales increased to SEK 7,720 million (7,140)

- Organic growth 4 per cent (10), adjusted for calendar effect
- Total growth 8 per cent (17)

EBITA amounted to SEK 793 million (849)

- Increased 16 per cent or 139 MSEK, adj. for calendar
- EBITA margin 10.3 per cent (11.9)

The improvement is driven by higher averages fees, a growing number of FTEs and contribution from acquisitions, while higher personnel costs and a lower billing ratio had a negative effect.



7,720

Net Sales, SEK million

793

EBITA, SEK million

4%

Organic growth

10.3%

EBITA margin

Operational highlights

A positive start to the year

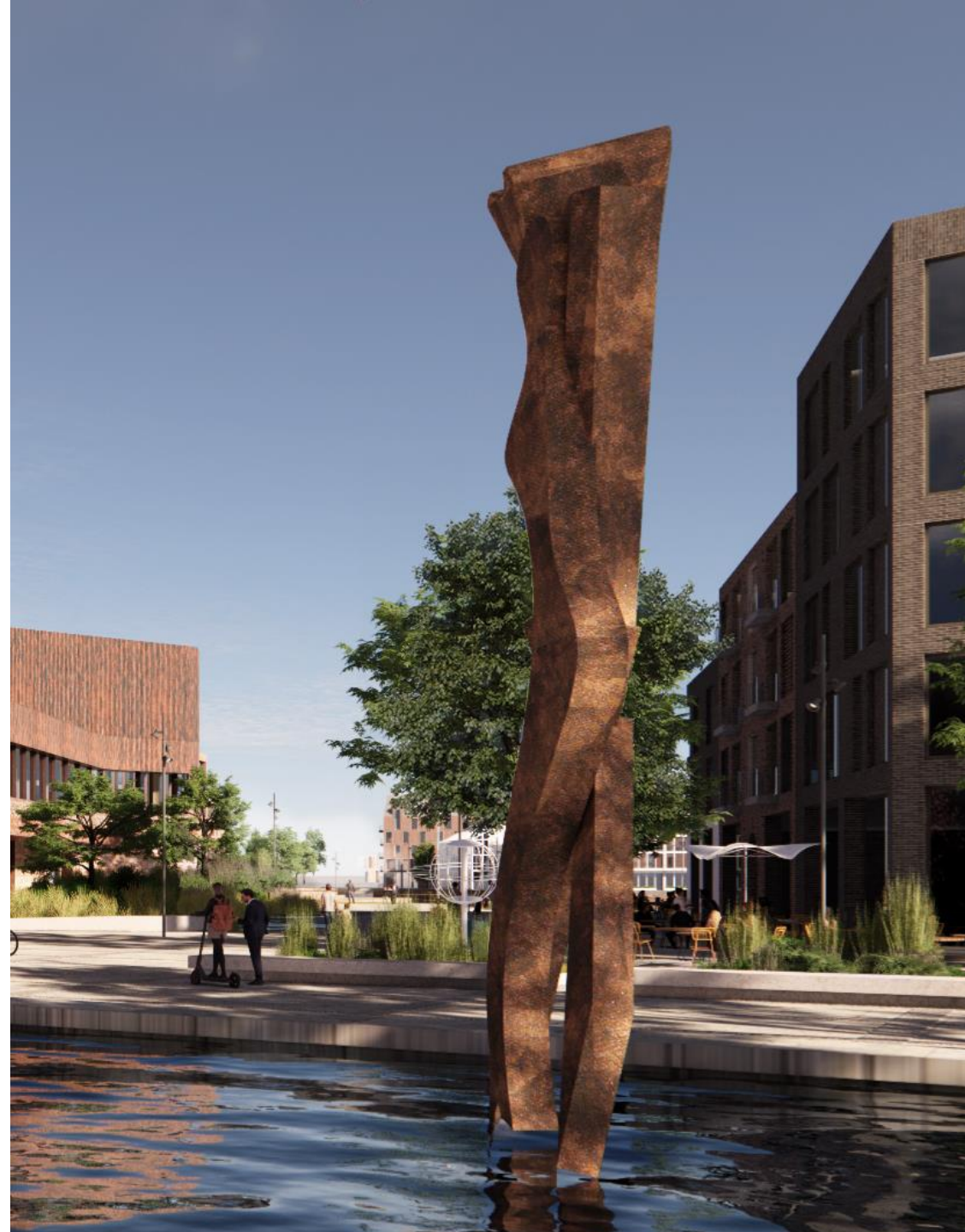
- Solid organic growth
- Positive FTE growth
- Increased EBITA, mainly driven by increased average fees
- Significant negative calendar effect
- Measures in UK and Finland are starting to show effect



Continued focus on efficiency

Several actions to increase billing ratio

- Further improvement actions in Finland
- Ongoing repositioning program in the UK, with further significant redundancies in the first half of 2024
- Adjustment of staffing in Sweden
- Ongoing organisational review to further streamline operations



Market overview

Overall good demand, primarily linked to planning and designing Europe's green transition.

Segments

- **Water, Energy and Industry** – Continued strong demand related to the transition in the energy and industry segments. Strong demand in water. Weaker demand in traditional industry services.
- **Transport infrastructure** – Good demand supported by infrastructure investments and transition to sustainable transportation.
- **Buildings and urban areas** – Stable demand in public buildings. Continued weak demand in residential and commercial real estate.



Summary result

Q1 2024

Net sales SEK 7,720 million (7,140)

- Organic growth 4 per cent, adj. for calendar effect
- Acquired growth 6 per cent
- Currency effects 0 per cent

EBITA SEK 793 million (849)

- Increased 16 per cent or 139 MSEK, adj. for calendar
- EBITA margin of 10.3 per cent (11.9)

Net debt/EBITDA 1.1x (1.1x)



Q1: Net sales – organic growth in 6 out of 8 business areas

SEK 7,720 million (7,140)

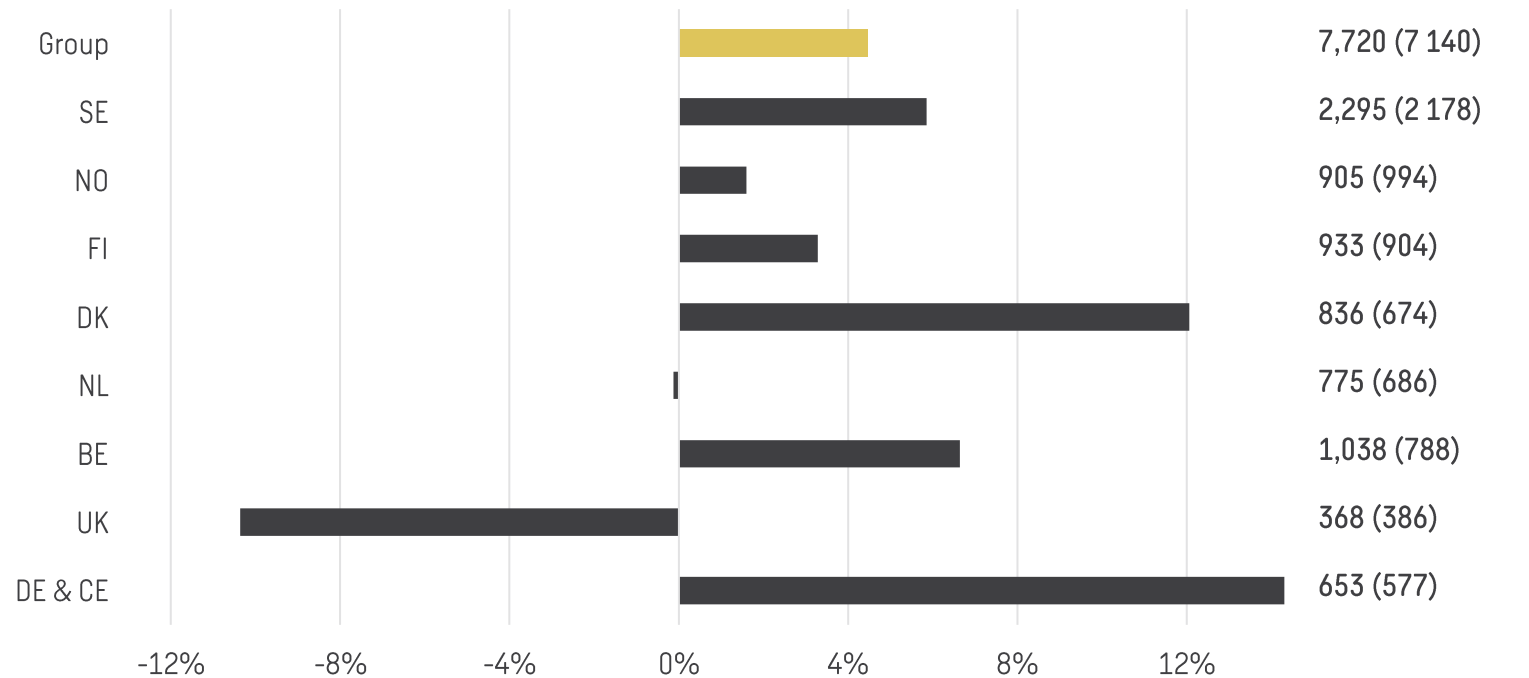
8% total growth (17%)

4% organic growth, adj for calendar (10%)

Net sales affected by

- Higher average fees and FTE growth had a positive impact
- More vacation due to Easter and lower billing ratio had a negative impact

Organic growth adjusted for calendar, %



Q1: EBITA increased SEK 139 million adjusted for calendar

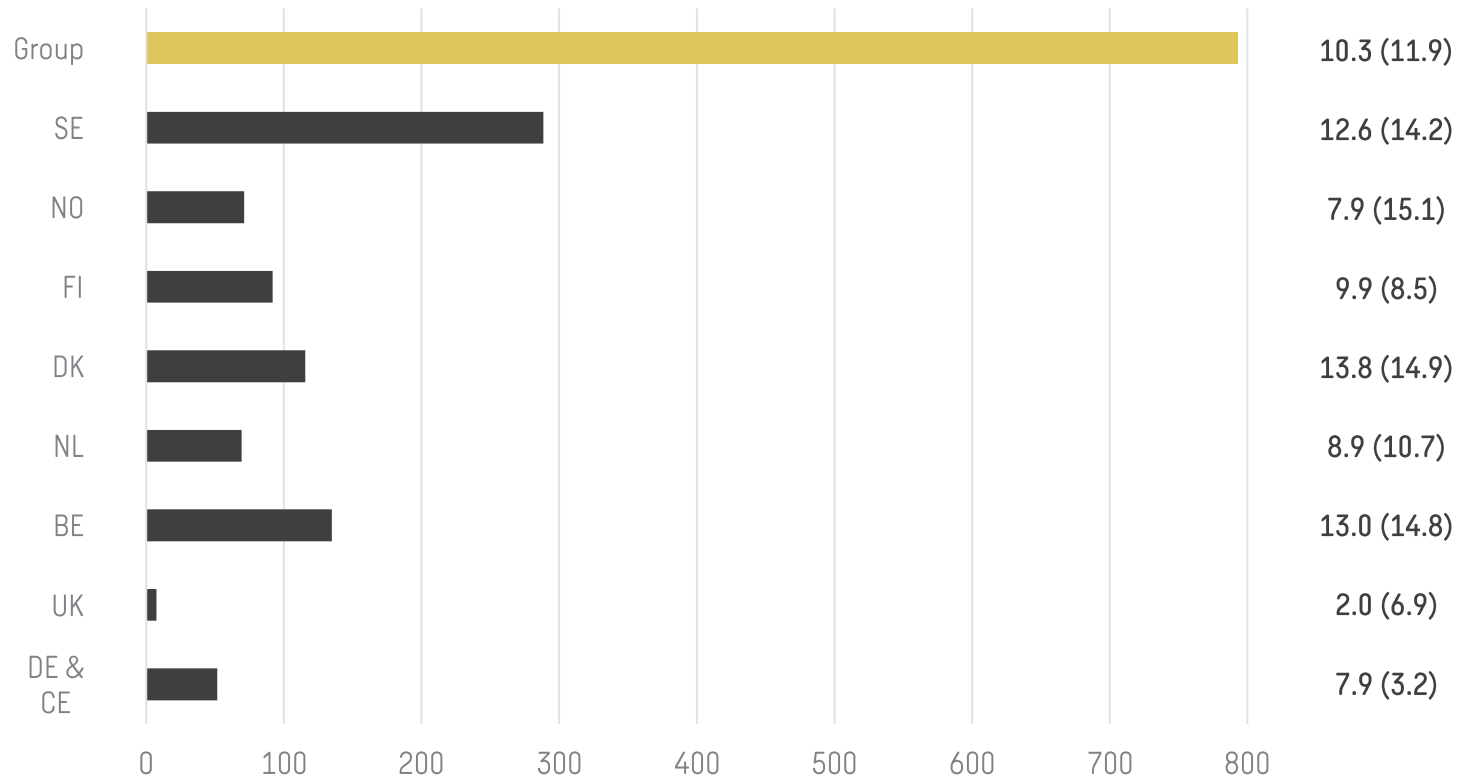
SEK 793 million (849)

16% increase y-o-y, adjusted for calendar

10.3% group margin (11.9) – impacted by significant calendar effect

EBITA in Q1 2024 by business area, MSEK

EBITA margin, %



Q1: 6 of 8 business areas increased EBITA adjusted for calendar

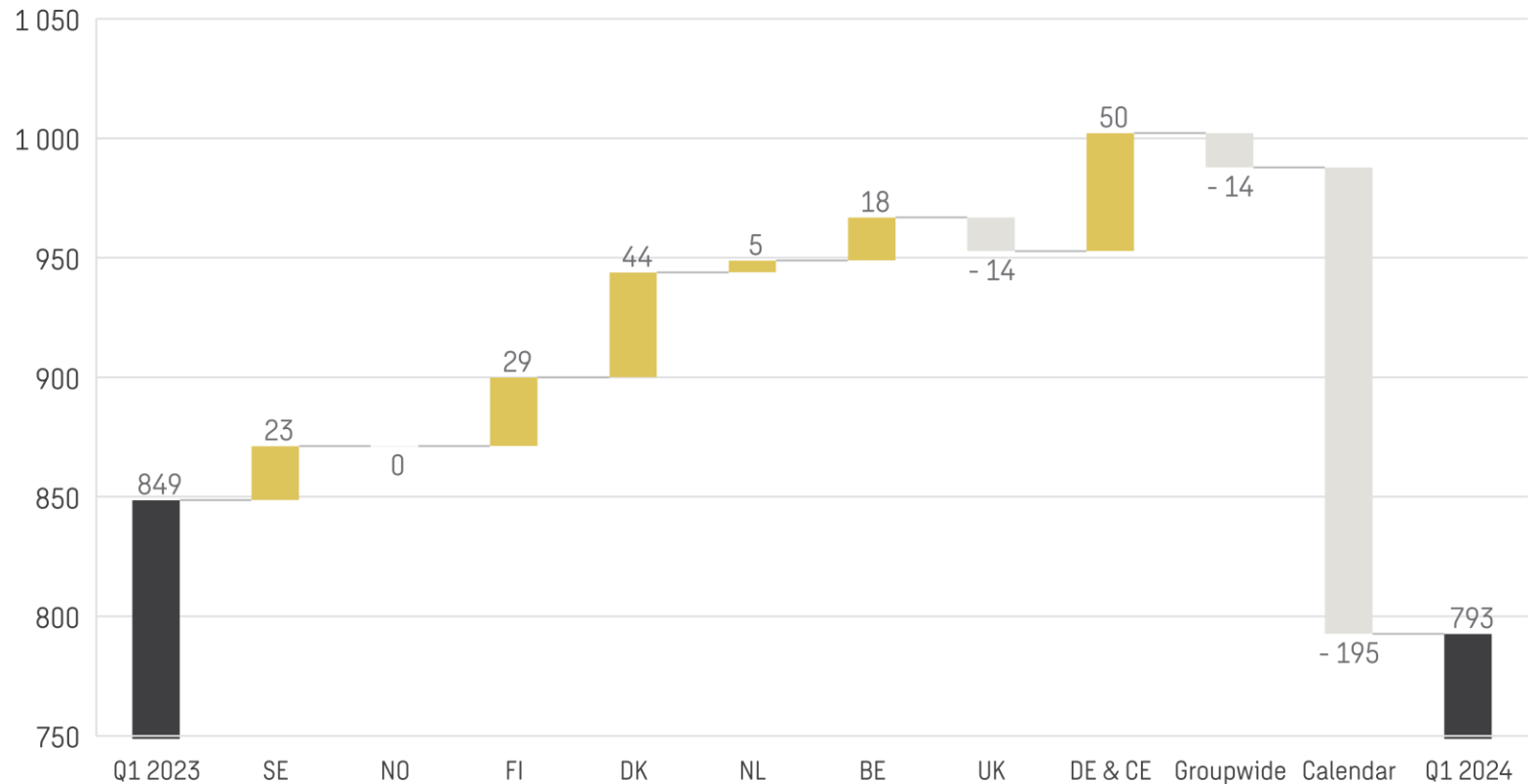
EBITA affected by

- Higher average fees
- FTE growth
- Acquisitions
- Higher personnel expenses and a lower billing ratio had a negative effect

15 less working hours

- Corresponding to a negative year-on-year impact of SEK 195 million

Q1 2024 EBITA contributors



Q1: Financial position remains strong

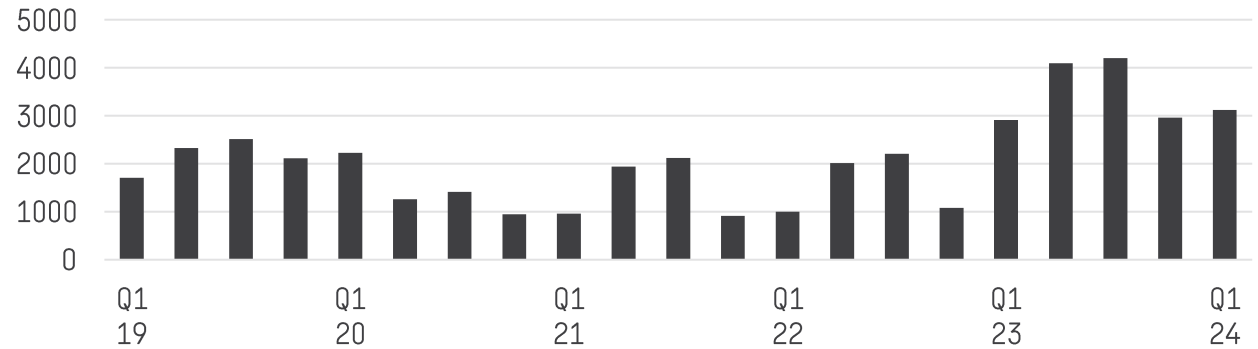
SEK 3,118 million Net debt (2,916)

- Cash flow from operating activities of SEK 351 million (136)
- M&A cash outflows of SEK 101 million (1,217)

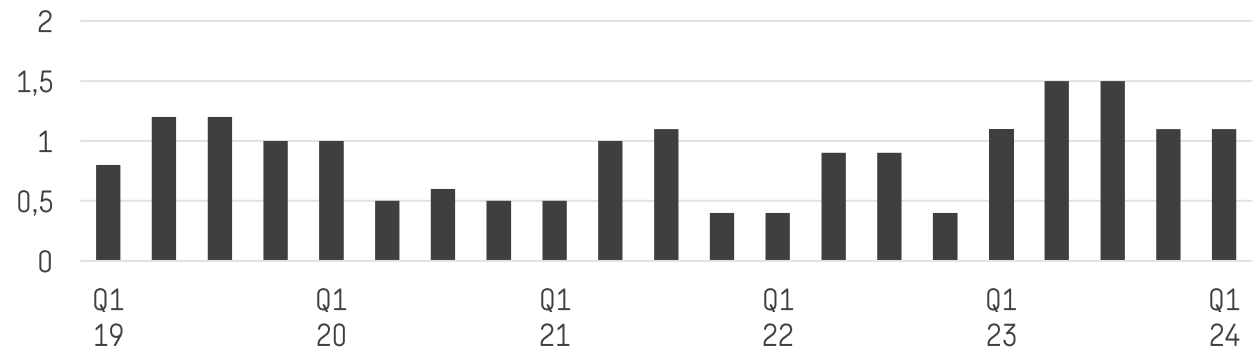
1.1x Net debt/EBITDA (1.1x)

SEK 3,829 million available liquid assets (3,085)

Net debt, Q1 2019–Q1 2024 (SEK million)



Net debt to EBITDA, Q1 2019–Q1 2024



Calendar effects

The number of normal working hours in 2024, based on the 12-month sales-weighted business mix, is broken down as follows:

	2024	2023	Diff.
Quarter 1	489	504	-15
Quarter 2	475	462	13
Quarter 3	516	508	7
Quarter 4	484	487	-3
Total	1,964	1,962	2



Projects

The green transition and its impact on energy, transport, industrial and urban transitions continue to be core drivers for Sweco.

Gasunie

Sweco won a € 100M contract to support energy operator Gasunie to develop new energy infrastructure for transportation of hydrogen, CO₂, renewable gas and heat, in the Netherlands.



Bremen Public Transport

Sweco has been assigned responsibility for an engineering study, evaluation of route options and advise to expand and improve the public transport infrastructure in the German city of Bremen.

Oslo urban development

Sweco has been rewarded a contract for architectural design of the urban transformation project Pilestredet 75, in line with the City of Oslo's strategy for sustainable urban and housing development.



Zeebrugge Rail Terminal

Sweco is designing an open-access rail terminal in Zeebrugge's back port. This terminal will handle unaccompanied trailer traffic, using an innovative system to load and unload more trailers, including non-craneable ones.

Supporting Ukraine

Two new water projects announced today

- Sweco is helping rebuild Ukraine by providing expertise in projects to secure drinking water and modernise waste water treatment in two communities.
- Specialists from Sweco will provide expertise in waste water treatment, water engineering, hydrology and environmental impact assessments in projects financed by Swedfund.

Other Sweco projects in Ukraine

- Securing a drinking water supply for 220,000 residents in the city of Kremenchuk
- Building homes in six cities in western Ukraine



Focus going forward

Capture business opportunities in attractive growth segments

Execute on M&A strategy

Accelerate efficiency improvements

Next report

July 16

Q2-2024 Financial report



Transforming society together