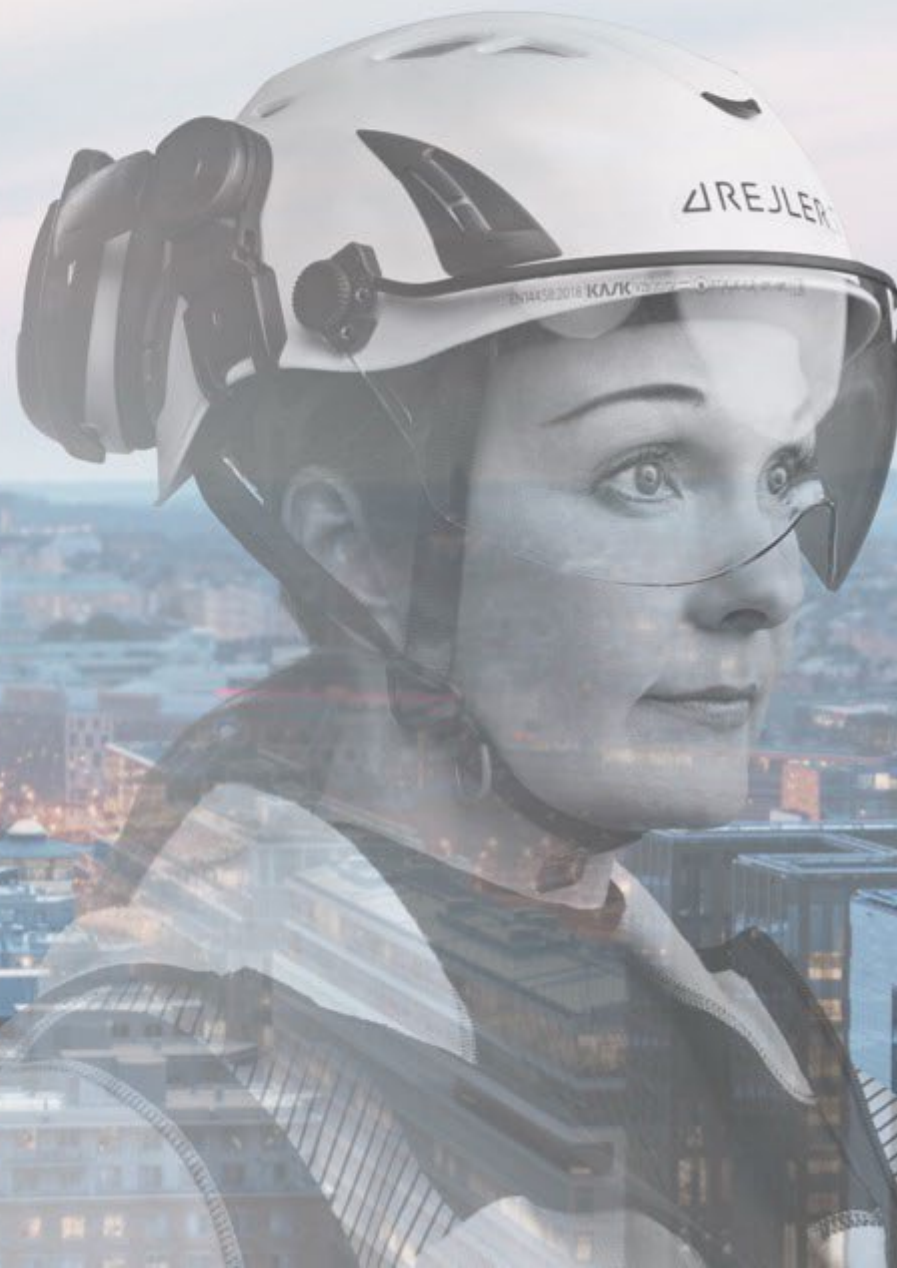


ΔREJLERS

INVESTOR PRESENTATION Q3 2022



REJLERS AT A GLANCE

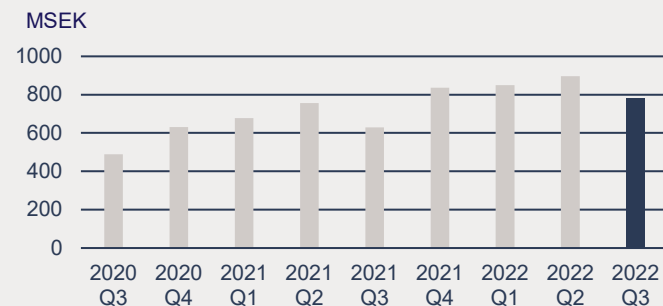
NORDIC PRESENCE

Rejlers is a Nordic group offering technical consultancy services. We help our customers to meet the challenges facing them today: Future-proofing communities, Industry transformation and Energy transition

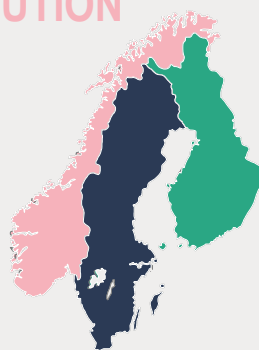
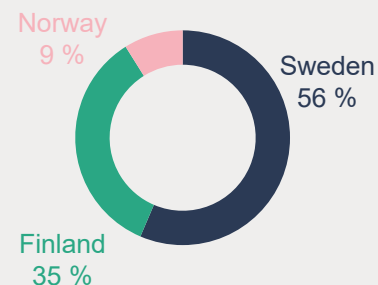
STRONG PLATFORM

Rejlers has a strong foundation, with 80 years of history, about 2,750 qualified engineers, a growing network of partners and a high customer satisfaction

NET SALES DEVELOPMENT



NET SALES DISTRIBUTION

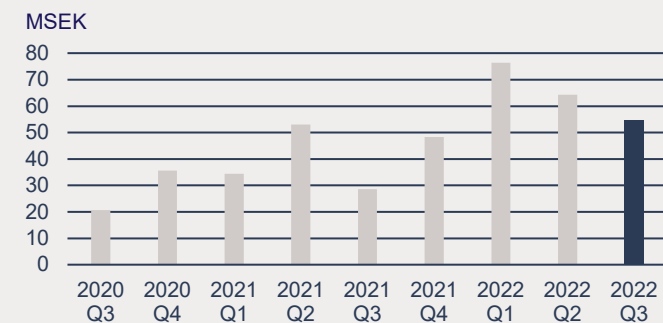


Refers to share of net sales Q3 2022

OUR CUSTOMER OFFERING

- To accelerate value and profitability
- To increase turnover and profitability by designing and digitalizing solutions for the future
- To contribute with knowledge and innovation
- To transform business by being the engine in the project

EBITA DEVELOPMENT



REJLERS – OPERATIONAL HIGHLIGHTS

- EBITA Q3: 54.8 (28.6) MSEK, + 91 %
- EBITA-margin Q3: 7.0 (4.5) %
- EBITA acc: 195.5 (116.0) MSEK, + 69 %
- EBITA-margin acc: 7.7 (5.6) %

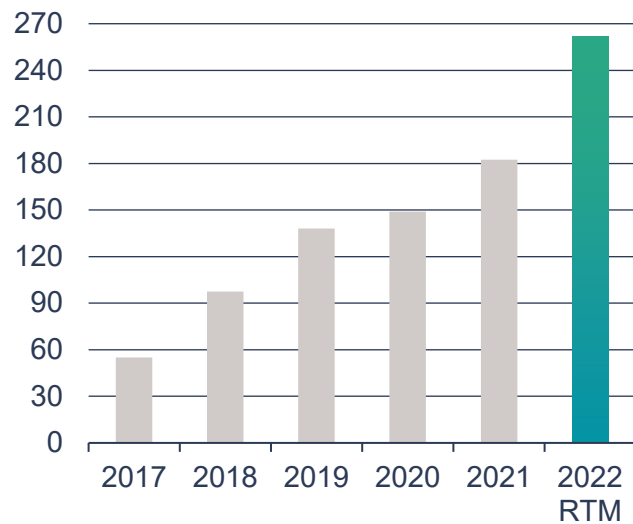
- Strong accumulated growth, 22 %, including organic growth, 13 %
- Many new colleagues + 270 employees cpt December
- Strong operational cash flow, 190.4 (94.3) MSEK
- 80 years celebration in 2022
- The transformation towards 2025 continues



REJLERS - 5 YEARS

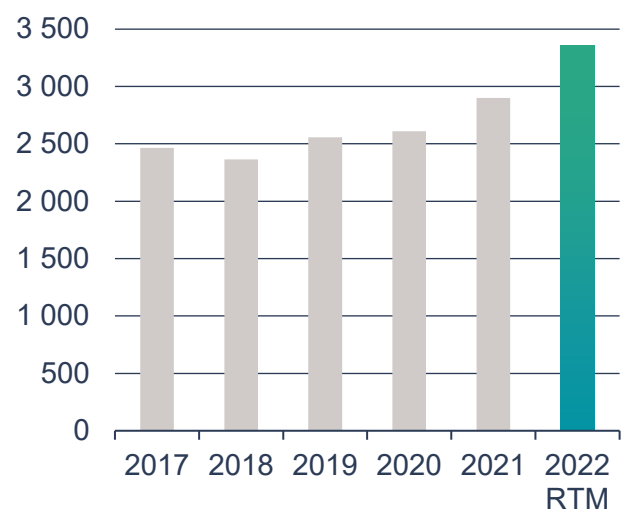
ADJ. EBITA

MSEK



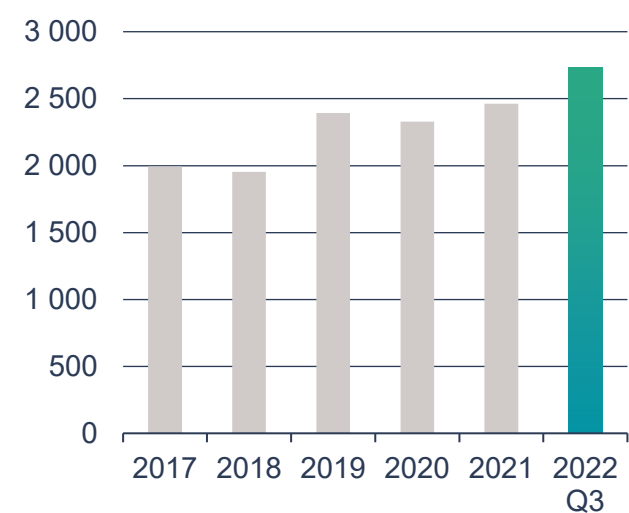
NET SALES

MSEK



EMPLOYEES

NUMBER



REJLERS GROUP Q3 2022

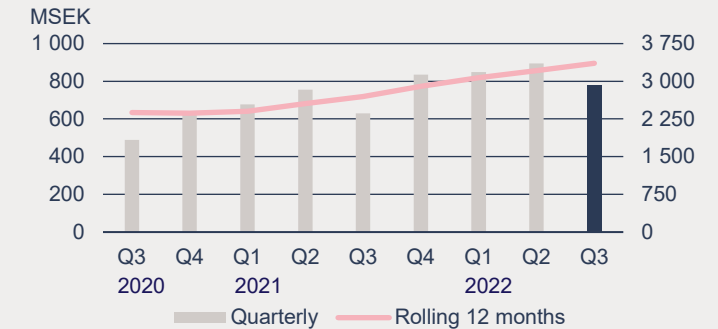
FINANCIAL HIGHLIGHTS Q3 2022

- Sales SEK 778.4 million (629.6), + 24 %
- EBITA SEK 54.8 million (28.6), + 92 %
- EBITA margin 7.0 % (4.5)
- Earnings per share before dilution SEK 1.53 (0.79)

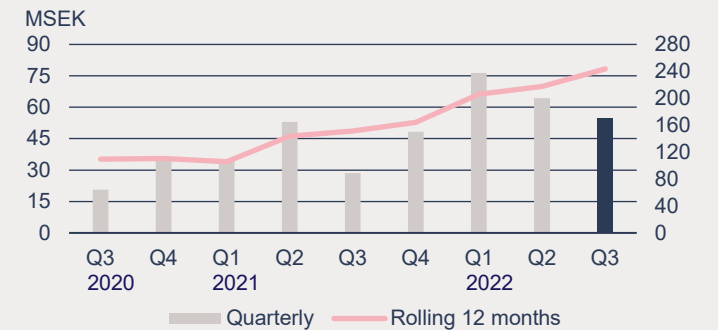
FINANCIAL HIGHLIGHTS YTD 2022

- Sales SEK 2,522.8 million (2,062.9), + 22 %
- EBITA SEK 195.5 million (116.0), + 69 %
- EBITA margin 7.7 % (5.6)
- Earnings per share before dilution SEK 5.91 (4.00)

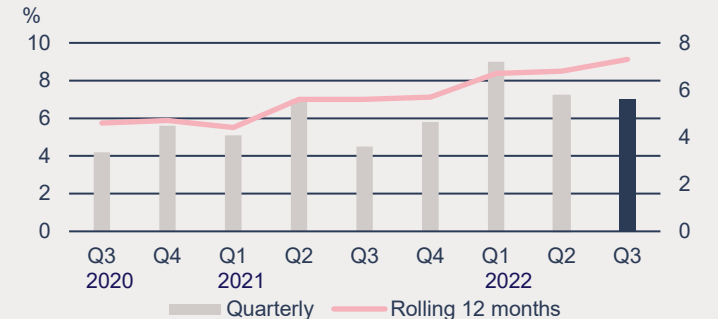
NET SALES



EBITA



EBITA MARGIN



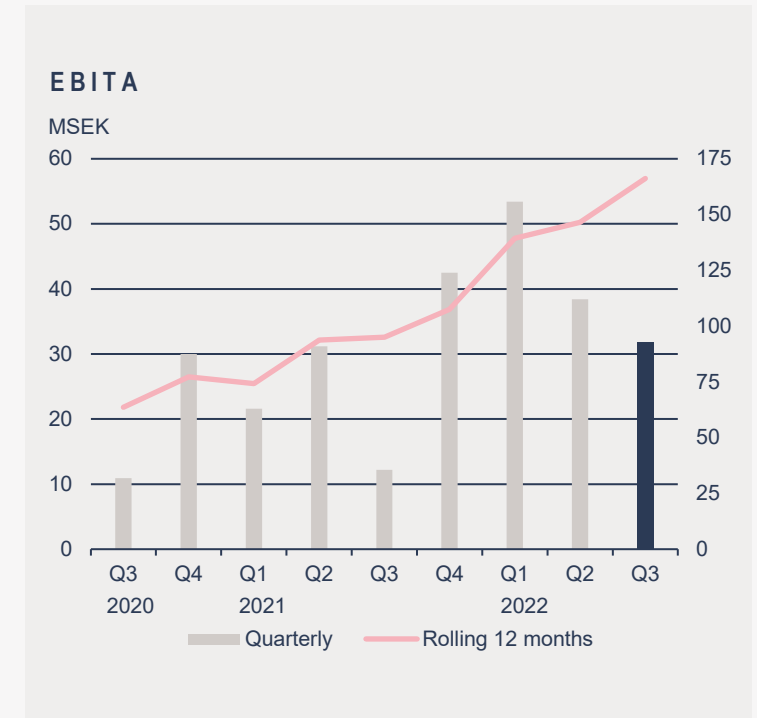
REJLERS SWEDEN Q3 2022

FINANCIAL HIGHLIGHTS Q3 2022

- Net sales amounted to SEK 442.6 million (356.0)
- EBITA SEK 31.8 million (12.2)
- EBITA margin 7.2 % (3.4)

FINANCIAL HIGHLIGHTS YTD 2022

- Net sales amounted to SEK 1,460.4 million (1,183.1)
- EBITA SEK 123.6 million (65.0)
- EBITA margin 8.5 % (5.5)



KEY FIGURES	Q3 2022	Q3 2021	YTD 2022	YTD 2021	Full year 2021
Net sales, SEK million	442.6	356.0	1,460.4	1,183.1	1,684.5
EBITA, SEK million	31.8	12.2	123.6	65.0	107.5
EBITA margin, %	7.2	3.4	8.5	5.5	6.4
Operating profit, SEK million	27.1	10.3	109.3	60.6	99.4

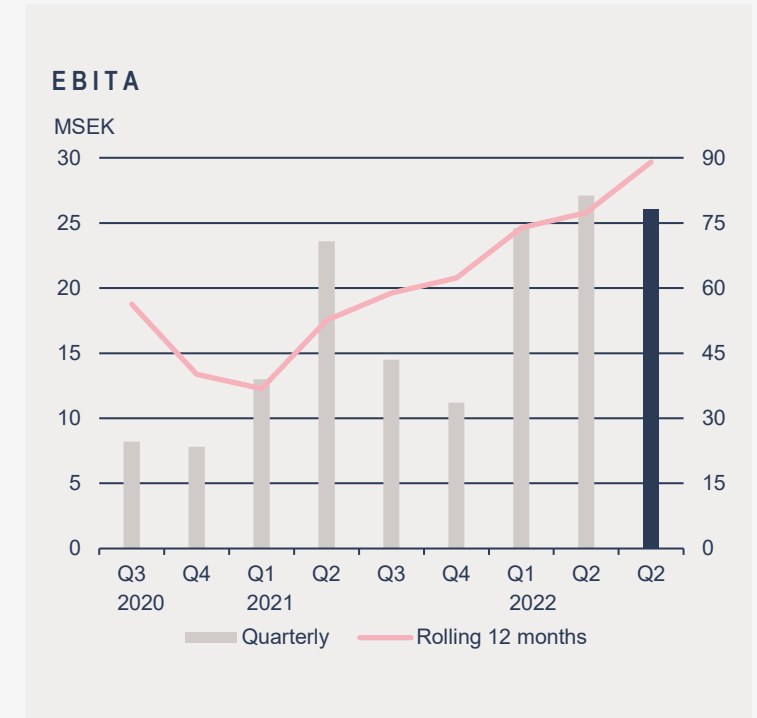
REJLERS FINLAND Q3 2022

FINANCIAL HIGHLIGHTS Q3 2022

- Net sales amounted to SEK 274.0 million (234.9)
- EBITA SEK 26.1 million (14.5)
- EBITA margin 9.5 % (6.2)

FINANCIAL HIGHLIGHTS YTD 2022

- Net sales amounted to SEK 867.7 million (748.9)
- EBITA SEK 77.8 million (51.1)
- EBITA margin 9.0 % (6.8)



KEY FIGURES	Q3 2022	Q3 2021	YTD 2022	YTD 2021	Full year 2021
Net sales, SEK million	274.0	234.9	867.7	748.9	1,028.4
EBITA, SEK million	26.1	14.5	77.8	51.1	62.3
EBITA margin, %	9.5	6.2	9.0	6.8	6.1
Operating profit, SEK million	21.9	10.3	63.8	38.4	46.1

REJLERS NORWAY Q3 2022

FINANCIAL HIGHLIGHTS Q3 2022

- Net sales amounted to SEK 71.8 million (40.3)
- EBITA SEK 6.4 million (2.7)
- EBITA margin 8.9 % (6.7)

FINANCIAL HIGHLIGHTS YTD 2022

- Net sales amounted to SEK 216.7 million (135.8)
- EBITA SEK 20.6 million (11.2)
- EBITA margin 9.5 % (8.2)



KEY FIGURES	Q3 2022	Q3 2021	YTD 2022	YTD 2021	Full year 2021
Net sales, SEK million	71.8	40.3	216.7	135.8	194.7
EBITA, SEK million	6.4	2.7	20.6	11.2	16.6
EBITA margin, %	8.9	6.7	9.5	8.2	8.5
Operating profit, SEK million	3.3	1.7	11.5	8.0	9.5

THANK YOU!

△REJLERS

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