

ΔREJLERS

INVESTOR PRESENTATION Q4 2022



REJLERS AT A GLANCE

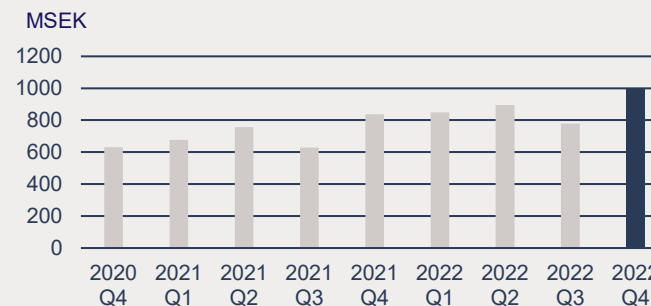
NORDIC PRESENCE

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

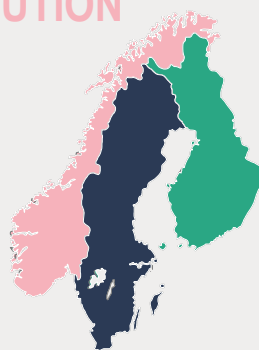
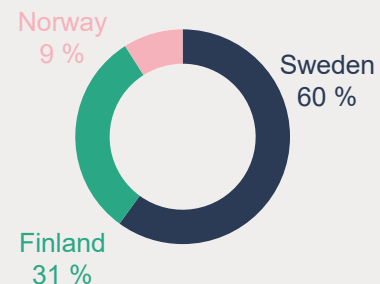
STRONG PLATFORM

Rejlers has a strong foundation, with 80 years of history, about 2,780 qualified engineers, a growing network of partners and a high customer satisfaction

NET SALES DEVELOPMENT



NET SALES DISTRIBUTION

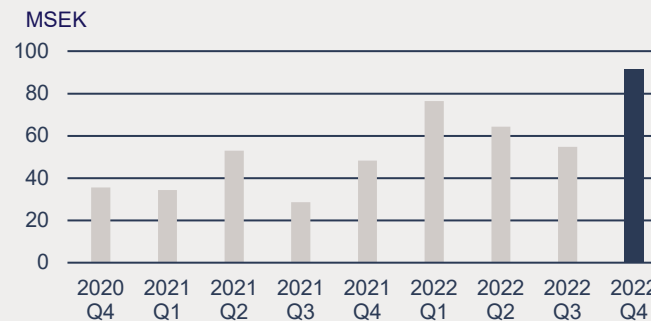


Refers to share of net sales Q4 2022

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 Q4: 91.8 (48.3) MSEK, + 90 %
- EBITA margin Q4: 9.3 (5.8) %
- EBITA acc: 287.3 (164.3) MSEK, + 75 %
- EBITA margin acc: 8.2 (5.7) %

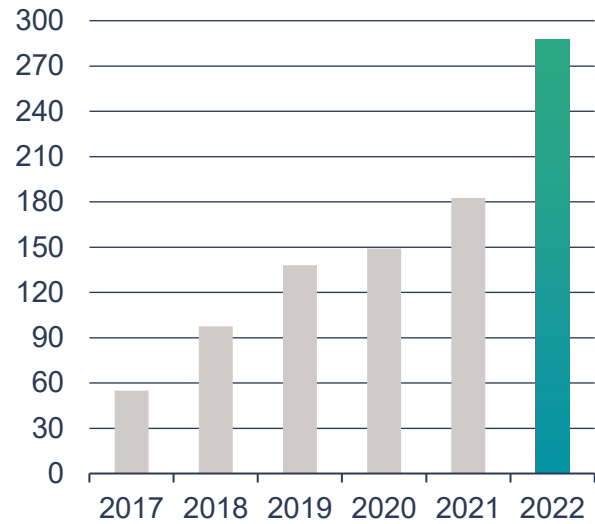
- Strong accumulated growth, 22 %, including organic growth, 12 %
- Many new colleagues + 309 employees cpt December
- Strong operational cash flow, 275 (170) MSEK
- 80 years celebration in 2022
- The transformation towards 2025 continues



REJLERS - 6 YEARS

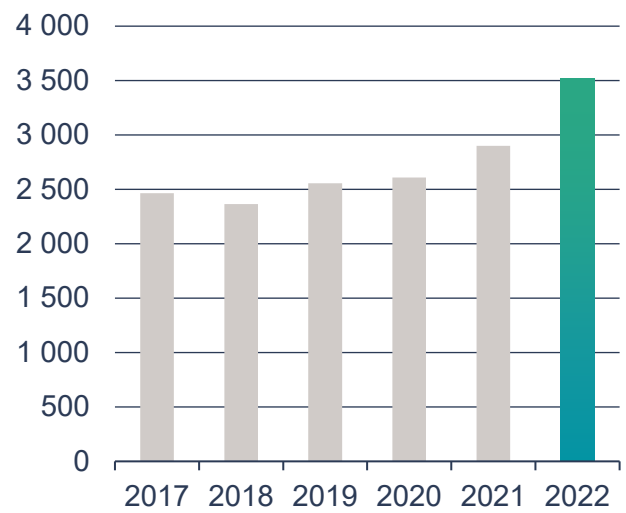
ADJ. EBITA

MSEK



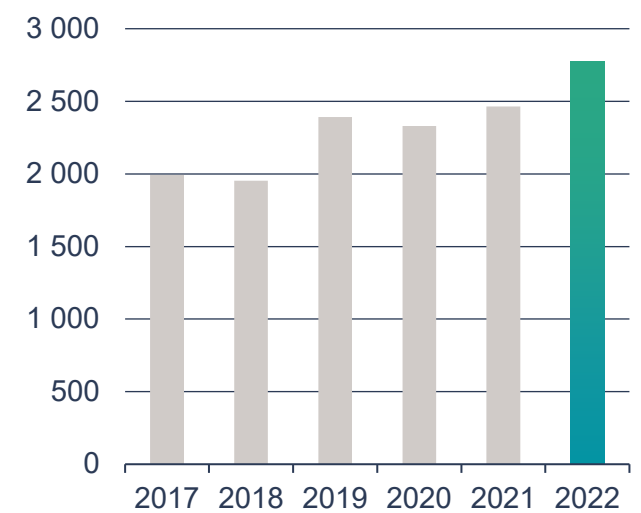
NET SALES

MSEK



EMPLOYEES

NUMBER



REJLERS GROUP Q4 2022

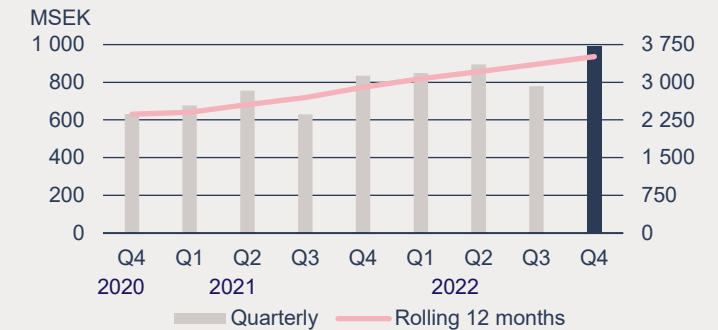
FINANCIAL HIGHLIGHTS Q4 2022

- Sales SEK 990.2 million (835.9), + 18.5 %
- EBITA SEK 91.8 million (48.3), + 90 %
- EBITA margin 9.3 % (5.8)
- Earnings per share before dilution SEK 3.73 (1.61)

FINANCIAL HIGHLIGHTS 2022

- Sales SEK 3,513.0 million (2,898.7), + 21.2 %
- EBITA SEK 287.3 million (164.3), + 75 %
- EBITA margin 8.2 % (5.7)
- Earnings per share before dilution SEK 9.64 (5.60)

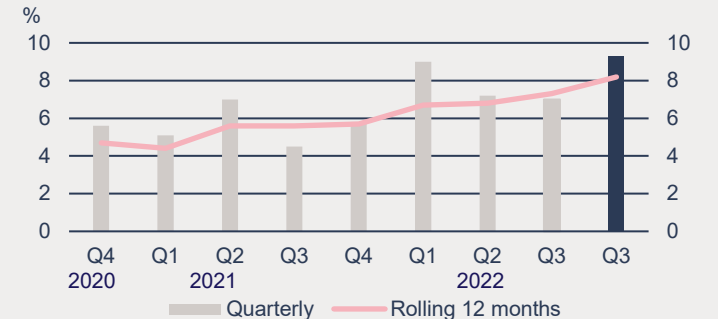
NET SALES



EBITA



EBITA MARGIN



REJLERS SWEDEN Q4 2022

FINANCIAL HIGHLIGHTS Q4 2022

- Net sales amounted to SEK 600.5 million (501.4)
- EBITA SEK 59.0 million (42.5)
- EBITA margin 9.8 % (8.5)

FINANCIAL HIGHLIGHTS 2022

- Net sales amounted to SEK 2,060.9 million (1,684.5)
- EBITA SEK 182.6 million (107.5)
- EBITA margin 8.9 % (6.4)



KEY FIGURES	Q4 2022	Q4 2021	Full year 2022	Full year 2021
Net sales, SEK million	600.5	501.4	2,060.9	1,684.5
EBITA, SEK million	59.0	42.5	182.6	107.5
EBITA margin, %	9.8	8.5	8.9	6.4
Operating profit, SEK million	54.0	38.8	163.3	99.4

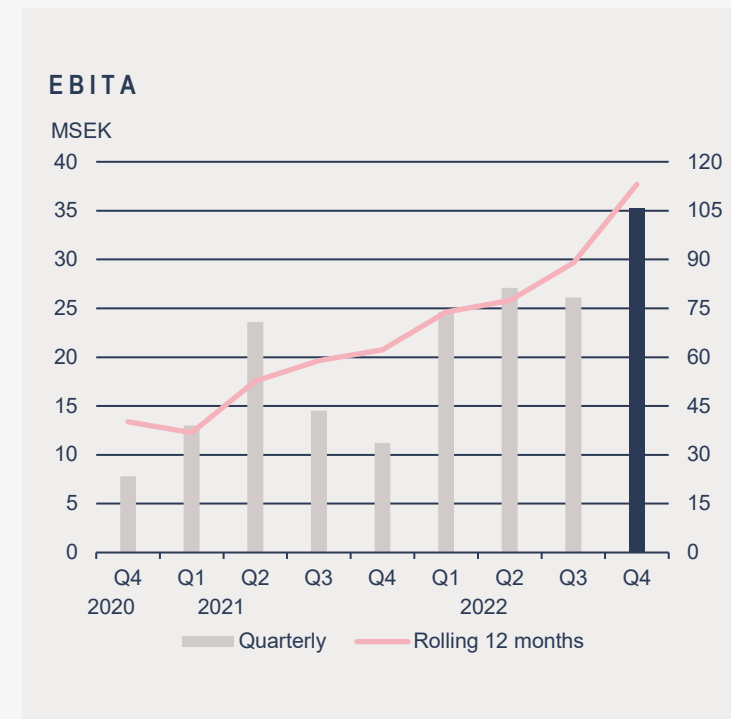
REJLERS FINLAND Q4 2022

FINANCIAL HIGHLIGHTS Q4 2022

- Net sales amounted to SEK 318.4 million (279.5)
- EBITA SEK 35.3 million (11.2)
- EBITA margin 11.1 % (4.0)

FINANCIAL HIGHLIGHTS 2022

- Net sales amounted to SEK 1,186.1 million (1,028.4)
- EBITA SEK 113.1 million (62.3)
- EBITA margin 9.5 % (6.1)



KEY FIGURES	Q4 2022	Q4 2021	Full year 2022	Full year 2021
Net sales, SEK million	318.4	279.5	1,186.1	1,028.4
EBITA, SEK million	35.3	11.2	113.1	62.3
EBITA margin, %	11,1	4.0	9.5	6.1
Operating profit, SEK million	30.0	7.7	93.8	46.1

REJLERS NORWAY Q4 2022

FINANCIAL HIGHLIGHTS Q4 2022

- Net sales amounted to SEK 86.1 million (58.9)
- EBITA SEK 8.4 million (5.4)
- EBITA margin 9.8 % (9.2)

FINANCIAL HIGHLIGHTS 2022

- Net sales amounted to SEK 302.8 million (194.7)
- EBITA SEK 29.0 million (16.6)
- EBITA margin 9.6 % (8.5)



KEY FIGURES	Q4 2022	Q4 2021	Full year 2022	Full year 2021
Net sales, SEK million	86.1	58.9	302.8	194,7
EBITA, SEK million	8.4	5.4	29.0	16.6
EBITA margin, %	9.8	9.2	9.6	8.5
Operating profit, SEK million	6.4	1.5	17.9	9.5

THANK YOU!

△REJLERS

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LEARNING MINDS