

Interim report 2025

Highlights January - March 2025

- Net sales increased 66% to SEK 298 (179) million
- Organically, sales increased 17%
- EBITA increased 55% to SEK 47 (30) million
- Pro forma net sales increased 12% to SEK 314 (281) million
- Pro forma adjusted EBITDA increased to SEK 48 (47) million
- Pro forma adjusted EBITA increased 2% to SEK 47 (46) million

Significant events January – March 2025

During the quarter, Qflow have strengthened its position in the Swedish market through two acquisitions:

- In February, Agima Holding AB and its wholly owned subsidiary Agima Management AB were acquired. The company offers project management services within infrastructure and community development.
- In March Bro och Stålkontroll i Stockholm AB was acquired. The company specializes in project management, construction and design within infrastructure.

Key figures

SEKm	jan - mar 2025	jan-mar 2024	jan - dec 2024	LTM mar 2025
Net sales, pro forma	314	281	1 174	1 207
EBITDA, pro forma	48	46	184	187
EBITA, pro forma	47	44	178	181
EBITDA, pro forma adjusted	48	47	192	193
EBITA, pro forma adjusted	47	46	186	187
KPI:s				
Billing rate	80%	80%	82%	82%
Number of Full-time employees	614	382	470	536

Comments from the CEO

Svante Hagman

CEO

A strong first quarter

Pro forma net sales and earnings increased in the quarter compared to last year. March proved to be a strong month for the Group as a whole, with a result clearly better than the previous year. Even adjusted for the absence of an Easter effect in March 2025, the underlying trend in March 2025 indicates a positive trend. Consequently, the quarter, with the same number of working days, ended slightly better than the previous year, despite a weaker start caused by relatively high sick leave and increased time off.

The overall demand for Qflow services is at a stable level.

Continued good demand for services related to the infrastructure segment, in which most of our business is performed. The parts of the business that offer services related to the building segment also had stable demand during the quarter.

Our strategy to recruit more employees to the group has had a good effect and the number of employees is growing according to plan.

Two important acquisitions were made during Q1. Agima strengthens our offering for qualified services in project management, and with Bro & Ståkontroll we strengthen our concept for infrastructure maintenance.



Qflow in brief

- Qflow is a leading Nordic group within specialist engineering consulting
- The Group was founded in 2022 by Svante Hagman (CEO) and Emile Hamon (COO), with support from Aspira Partners, through the acquisitions of two leading platform investments in infrastructure engineering consultancy
- Unique service breadth of specialist competencies from today's 21 subsidiaries with expertise areas in infrastructure, construction, energy and environment as well as testing and inspection
- Highly qualified personnel, consisting primarily of trained engineers (M.Sc., PhDs, etc.)
- With national presence and focus on urban hubs in Sweden and Norway, the Group is positioned to capitalise on Swedish infrastructure investment trends
- Qflow operates a decentralised business model where the Group's subsidiaries are in charge of day-to-day operations, ensuring aligned interests and proximity to end customers, markets, and local know-how
- The common platform is strengthened by central support for recruitment, "bring a friend" co-operation in customer offerings and the Qflow Accelerator program for strategic management and leadership.
- Through both organic and inorganic growth, Qflow has quickly become an important player on the market and is on track to become a leading specialist in civil engineering consulting
- Industry-leading profitability underpinned by high level of customer satisfaction, high utilisation and low

Group performance

January - March 2025

Net sales

Net sales increased by 66 percent in the quarter and amounted to SEK 314 (179) million. The significant increase compared to the same period last year is primarily attributable to the consolidation of newly acquired companies within the Group. From 13 companies at the end of the first quarter of 2024, the Group has grown to 20 companies as of 31 March 2024, including the recent acquisitions of Agima and Bro och Stålkontroll. Each acquisition made since the first quarter of 2024 has contributed directly to increased net sales.

Organic growth was 17 percent.

Cash flow

Cash flow from operating activities amounted to SEK 13 (23) million in the quarter. Stable working capital in the period. Cash flow from investment activities amounted to SEK -120 million (-56), mainly due to acquisitions in the quarter. The acquisition pace has been higher in the first quarter of 2025 compared to the first quarter 2024. Cash flow from financing activities increased to SEK 62 (56). The increase is partly due to the utilization of the company's revolving credit facility.

Financial position

At the end of the period, cash and cash equivalents amounted to SEK 158 million (181). The company demonstrates a solid financial position with an equity ratio of 50%. This indicates that a significant portion of the company's assets are financed by equity, providing a stable foundation for future growth.

Financial statements

Consolidated income statement

SEKm	Note	jan-mar 2025	jan-mar 2024	jan - dec 2024
Net sales	2	298	179	891
Other income		1	1	3
Total revenue		300	179	895
Raw materials and consumables		-3	-2	-10
Other external costs		-92	-56	-292
Personnel costs		-156	-89	-453
Depreciation and amortisation		-34	-24	-112
Other operating expenses		0	0	0
Total cost		-285	-171	-866
Operating profit		15	8	29
Financial income		1	0	5
Financial expenses		-13	-5	-31
Total income from financial items		-12	-5	-26
Earnings before tax		3	3	3
Total tax		-6	1	-28
Profit (loss) for the period		-4	4	-25

Consolidated balance sheet, in summary

SEKm	Note	31 mar 2025	31 mar 2024	31 dec 2024
Assets				
Intangible assets	3	1 197	803	1 089
Tangible assets		23	17	21
Financial assets		6	2	3
Total non-current assets		1 226	822	1 113
Inventories		1	1	1
Accounts receivable		138	89	162
Accrued income not yet invoiced		80	45	35
Other receivables		71	37	51
Total Cash & bank		158	181	204
Total current assets		448	354	454
Total Assets		1 674	1 176	1 567
Equity and liabilities				
Total equity		829	714	798
Provisions		16	12	17
Long term liabilities		585	208	545
Short term liabilities to credit institutes		20	40	0
Accounts payable		51	32	42
Other payables		172	169	165
Total Equity and liabilities		1 674	1 176	1 567

Consolidated statement of changes in shareholders' equity

SEKm	Share capital	Other capital contributed	Other equity incl. Profit (loss) for the year	Total
Equity 2024-01-01	2	690	3	696
New share issue	0	129		129
Translation differences			-2	-2
Profit (loss) for the period			-25	-25
Closing balances 2024-12-31	2	819	-25	797
Equity 2025-01-01	2	819	-25	797
New share issue	0	38		38
Translation differences			-2	-2
Profit (loss) for the period			-4	-4
Closing balances 2025-03-31	2	858	-31	829

Consolidated cash flow statement

SEKm	jan-mar 2025	jan - mar 2024	jan - dec 2024
EBIT	15	8	29
Adjustments non-cash items	34	24	109
Interest received	1	0	2
Interest paid	-13	-5	-31
Taxes received/paid	-18	-8	-22
Cashflow from operations before change in working capital	19	18	86
Change in inventories	0	0	0
Change in other operating receivables	-8	13	13
Change in other operating payables	2	-8	4
Cashflow from operating activities	13	23	103
Investments in intangible assets	0	0	-1
Investments in tangible assets	-3	-3	-10
Business acquisitions	-117	-53	-341
Changes in other non-current assets	0	0	3
Cashflow from investing activities	-120	-56	-349
New share issue	1	0	13
New loans	60	56	784
Repayments of loans	0	0	-470
Cashflow from financing activities	62	56	326
Cashflow for the year	-46	23	81
Opening balance cash and cash equivalents	204	158	124
Translation difference	-1	0	-1
Closing balance cash and cash equivalents	158	181	204

Parent company income statement

SEKm	jan - mar 2025	jan - mar 2024	jan - dec 2024
Net sales	3	2	8
Other income	0	-	0
Total revenue	3	2	8
Other external costs	-2	-2	-10
Personnel costs	-4	-3	-11
Total cost	-6	-5	-21
Operating profit	-3	-3	-13
Dividend income from associate companies	0	0	54
Financial income	1	0	0
Financial expenses	-13	-5	-30
Total income from financial items	-12	-5	24
Earnings after financial items	-14	-8	11
Group contribution and untaxed reserves	0	0	38
Earnings before tax	-14	-8	49
Tax	0	0	-4
Profit (loss) for the period	-14	-8	45

Parent company balance sheet, in summary

SEKm	31 mar 2025	31 mar 2024	31 dec 2024
Assets			
Financial assets	1 427	1 027	1 389
Total non-current assets	1 427	1 027	1 389
Receivables group companies	0	0	43
Other receivables	3	1	3
Total Cash & bank	97	107	124
Total current assets	100	108	171
Total assets	1 527	1 135	1 560
Equity and Liabilities			
Total equity	920	729	896
Tax allocation reserves	2	2	2
Long term liabilities	561	211	517
Short term liabilities to credit institutions	20	40	0
Accounts payable	1	0	2
Payables group companies	14	127	124
Other payables	10	27	19
Total Equity and liabilities	1 527	1 135	1 560

Notes

Note 1 Accounting principles

Qflow Group AB's annual report and consolidated financial statements as well as this quarter report have been prepared in accordance with the Annual Accounts Act and the general recommendation BFNAR 2012:1 Annual and Consolidated Financial Statements (K3) issued by the Swedish Accounting Standards Board.

The accounting principles applied for preparing consolidated financial statements are disclosed in more detail in the annual report. The accounting principles are unchanged from the latest annual report. Tax is calculated and booked only in the full year periods.

Note 2 Net sales

Sales by country

SEKm	jan - mar 2025	jan - mar 2024	jan - dec 2024
Sweden	266	177	827
Norway	31	0	54
Other	1	2	6
Total Sales	298	179	888

Note 3 Acquisitions of companies

During Q1 2025 two acquisitions were completed, Agima Holding AB and Bro och stålkontroll i Stockholm AB.

Company name	Corporate ID	Consolidated as of	Full- year sales	Number of employees
Agima Holding Group*		2025-03	70	45
Bro och stålkontroll i Stockholm AB	556697-8861	2025-03	43	16

*Agima Holding Group contains: Agima Holding AB (559065-9693) and Managment AB (556846-9216).

The acquired companies have contributed to SEK 9.7 million in net sales and SEK 1.4 million in EBITA to the Group's results for the quarter.

In all acquisitions, 100% of the share capital was acquired.

Note 4 Significant events after the year end of the reporting period

As of April 16, Qflow Group has acquired Novaform AS (991 356 959). Novaform AS is a leading company in construction- and project management, and consulting within the building and civil engineering sector in Norway. The full year sales amount to approximately SEK 250 million and 150 employees.

Other information

The group issued a senior secured floating rate bond on 25 September 2024 amounted to SEK 575 million. The bond is listed at Frankfurt open market (ISIN SE0022759825). The final maturity date is 25 September 2028.

Key performance indicators for the Group

SEKm	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023
Net sales	298	297	205	211	179	180	122	84	57
Net sales pro forma	314	340	252	302	281	316	235	292	267
EBITA	47	47	28	31	30	35	11	15	6
EBITA margin %	16%	16%	14%	14%	17%	20%	9%	17%	10%
EBITA pro forma	47	57	33	45	44	62	31	46	53
EBITA pro forma adj	47	60	33	47	46	63	32	47	53
EBITDA	49	48	30	32	31	37	13	15	6
EBITDA margin %	16%	16%	14%	15%	18%	20%	10%	18%	10%
EBITDA pro forma	48	58	34	46	46	64	33	48	54
EBITDA pro forma adj	48	61	35	48	47	65	33	48	54
Working capital	46	38	60	45	31	51	37	35	31
KPI:s									
Net debt / Pro forma EBITDA R12 ggr	2,2x	1,7x	1,7x	1,3x	0,6x	0,4x	0,4x	-	-
Equity/assets ration, %	50%	51 %	42%	61 %	61 %	65%	65%	69%	87%
Number of shares	707 998	689 351	678 578	658 112	633 549	625 599	616 404	562 861	530 314
Average number of employees	614	560	511	458	382	331	305	170	129

Definitions of alternative performance measures

Note	Key ratios definition
Net sales pro forma	Total revenue according to income statement including acquired entities, as if they were part of the Group during the complete period
EBITA	Operating profit (loss) before amortization and impairment of intangible assets
EBITA margin, %	EBITA as a percentage of net sales
EBITA pro forma	Pro forma adjusted EBITA in relation to pro forma net sales
EBITA pro forma adj	EBITA adjusted for nonrecurring items and including acquired entities, as if they were part of the Group during the complete period
EBITDA	Earnings before interest tax, depreciation, and amortization and before write-down of intangible and tangible assets
EBITDA margin %	EBITDA as a ratio of net operating revenue
EBITDA pro forma	Pro forma adjusted EBITDA in relation to pro forma net sales
EBITDA pro forma adj	EBITDA adjusted for nonrecurring items and including acquired entities, as if they were part of the Group during the complete period
Working capital	Current assets not including cash and cash equivalents, less current liabilities
Net debt / Pro forma EBITDA LTM, ggr	Net debt in relation to proforma EBITDA, last twelve month
Equity/assets ratio, %	Equity in relation to total assets
Organic growth	Increase in sales of legal entities owned both the current period as well as the entire comparison period
Billing rate	Total number of billable hours in relation to the total number of worked hours

Assurance

The CEO gives assurance that the interim report provides a true and fair overview of the Group's and Parent Company's operations, financial position and earnings.

Malmö, 2025-05-05

Svante Hagman
CEO

This report has not been subject to review by the company's auditors.

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