



**NORDISK**  
BERGTEKNIK

May 6, 2025

# Nordisk Bergteknik Q1

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# This is Nordisk Bergteknik

Was there a better way of building modern, sustainable societies? We believed so. We also considered that a more consolidated market for rock and foundation solutions was part of the answer. So, in 2016, Nordisk Bergteknik was born.

Today, we lead the market in Northern Europe for those services, with 20 operative subsidiaries and over one thousand employees. But our history began in the 1960s, when one of our founders Wolgan Karlsson, provided services such as drilling, blasting, and tunnelling. That experience constitutes the core of our business model, enabling us to apply traditional knowledge to find new ways forward.

## **SECTORS**

Infrastructure, energy, real estate, mining

## **THREE FINANCIAL SEGMENTS**

- Foundation Sweden
- Rock Sweden
- Rock Norway

## **TWO BUSINESS AREAS**

- Rock handling
- Foundation solutions

## **OVERALL GOAL**

To contribute to the development of modern, sustainable societies

# Leading the market in rock and foundation solutions

FOUNDED IN  
**2016**

SEK **119m**  
ADJ. EBIT Q1 2025 LTM

**1,143**  
# OF EMPLOYEES

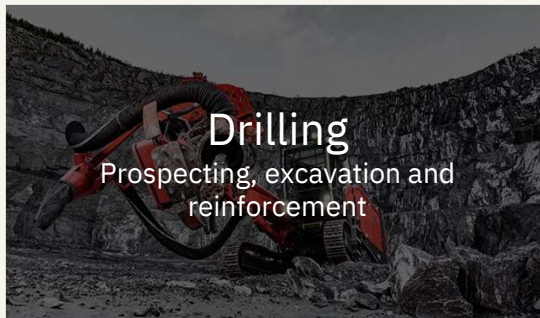
SEK **3,381m**  
SALES Q1 2025 LTM

**3.5%**  
ADJ. EBIT MARGIN Q1 2025 LTM

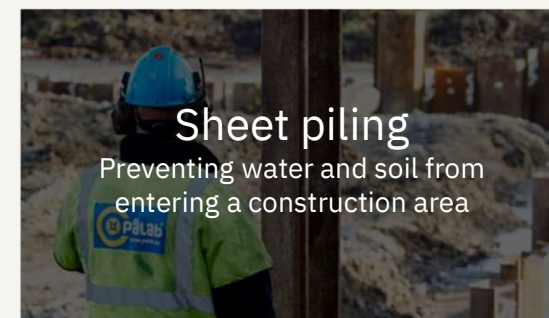
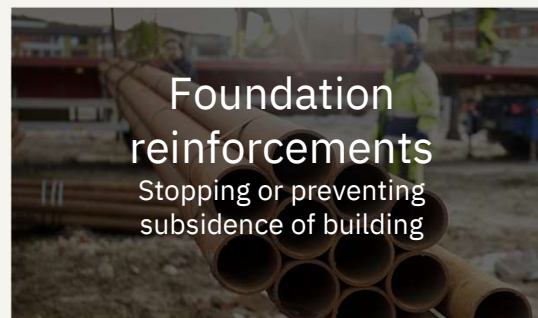
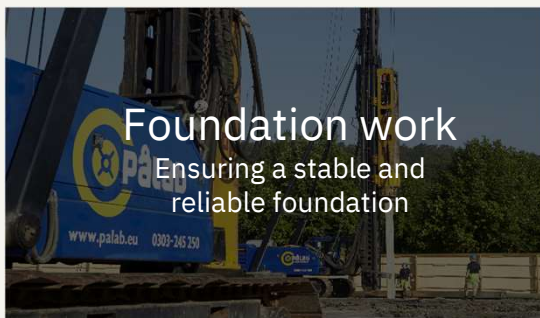
**20**  
OPERATING  
SUBSIDIARIES

# Areas for our services and solutions

## Rock

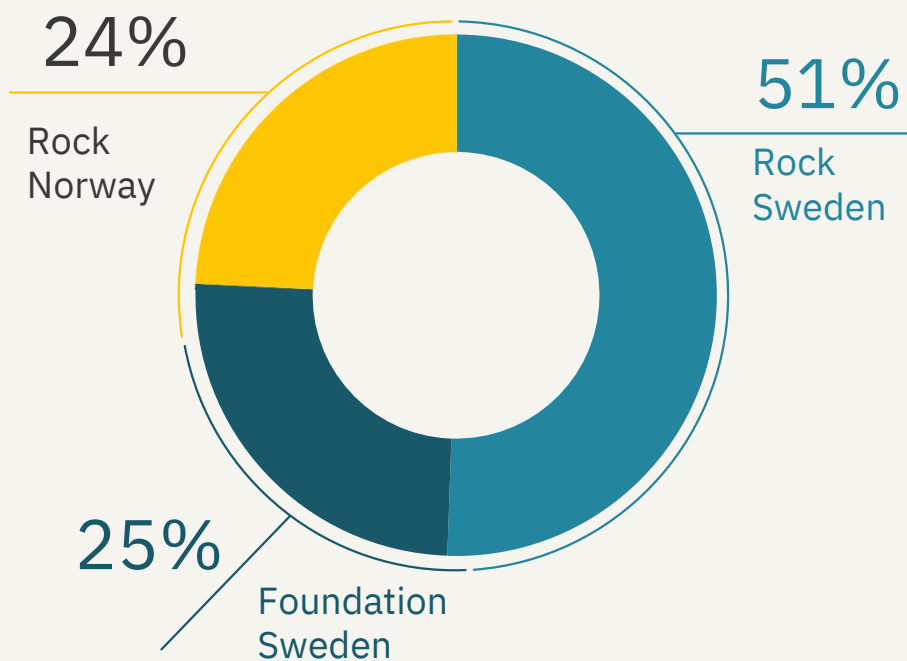


## Foundation

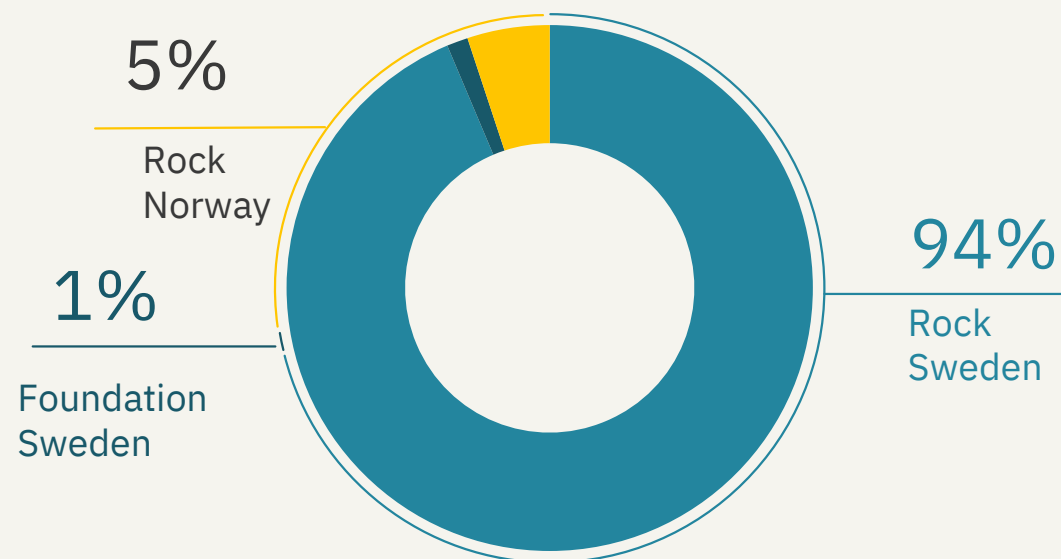


# Attractive business mix

REVENUE BY SEGMENT, LTM Q1 2025



EBIT PER SEGMENT, LTM Q1 2025



# Diversified project portfolio lowers the risk level

High revenue diversification and few projects with fixed price

No. of projects yearly

**~1,500**

Few large projects spread over several years account to less than

**10%**  
yearly turnover

Direct exposure to construction of new housing

**~10%**

Mining and prospect drilling becoming an increased part of the group's sales

**~15%**

# Operational synergies lead to attractive offering and barriers to entry

## Synergies

- Knowledge sharing
- Flexible resource and machine allocation
- Centralised sourcing of raw materials and spare parts
- Efficient overhead functions
- Market coordination



## Barriers to entry

- Economies of scale
- Strong market position and track record
- Highly experienced employees
- Modern and large machine park
- Local know-how



# Interim Report Q1

A satisfactory start to the year in the current market climate

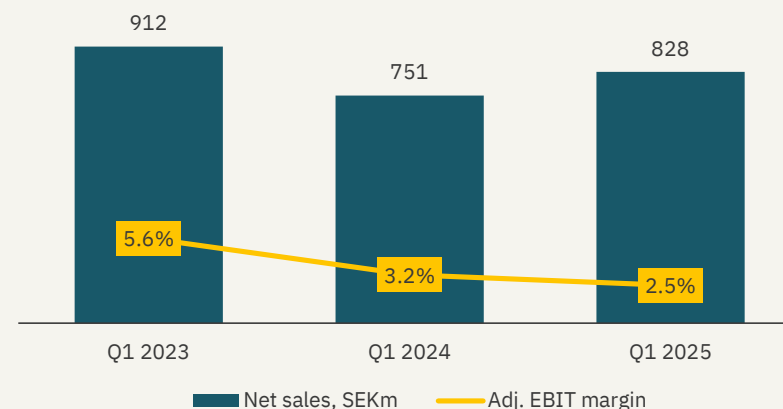
# Financial performance (1/2)

## January - March

- Net sales increased by 10% and amounted to SEK 828m (751).
- Organic growth amounted to 11% (-21)%.
- Adjusted EBIT margin amounted to 2.5 (3.2)%.

## Comments

• In the Foundation Sweden segment, demand has been significantly higher during the quarter compared to previous year. The Rock Sweden segment has had continued increased activity during the quarter, particularly in infrastructure projects and mining and exploration drilling. In the Rock Norway segment market activity has continued to be cautious, which resulted in negative organic growth in the segment.

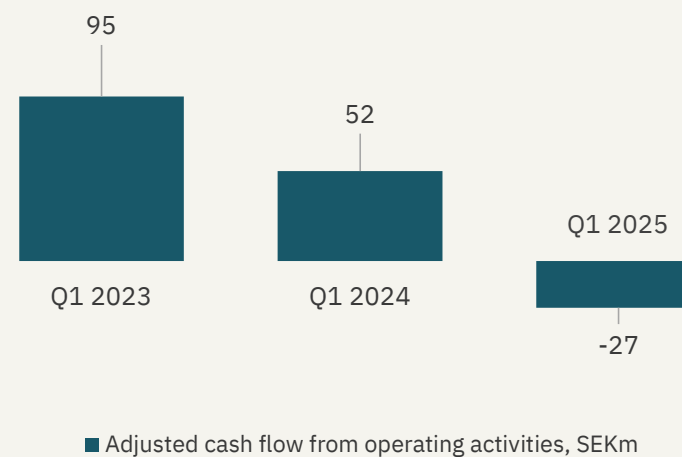


SEKm	Q1 2023	Q1 2024	Q1 2025
Net sales	911.7	751.4	827.5
EBITDA	106.3	105.2	99.4
EBITDA margin	11.7%	14.0%	12.0%
Adj. EBITDA	123.4	106.5	101.9
Adj. EBITDA margin	13.5%	14.2%	12.3%
EBIT	33.7	22.7	18.3
EBIT margin	3.7%	3.0%	2.2%
Adj. EBIT	50.9	24.1	20.8
Adj. EBIT margin	5.6%	3.2%	2.5%

# Financial performance (2/2)

## Financials

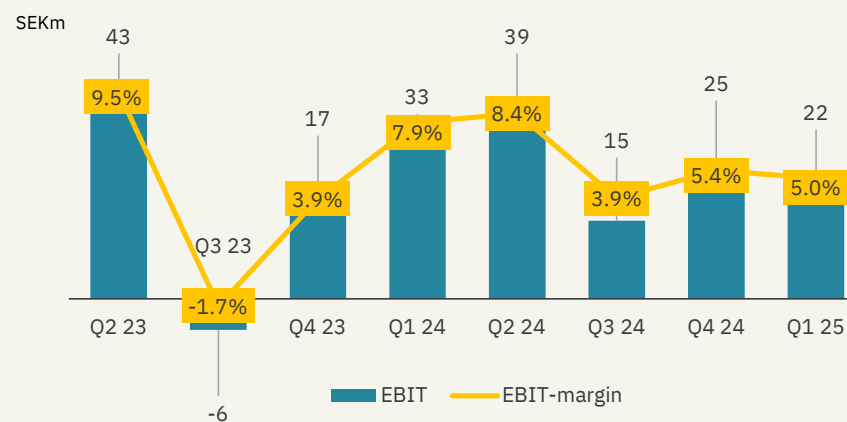
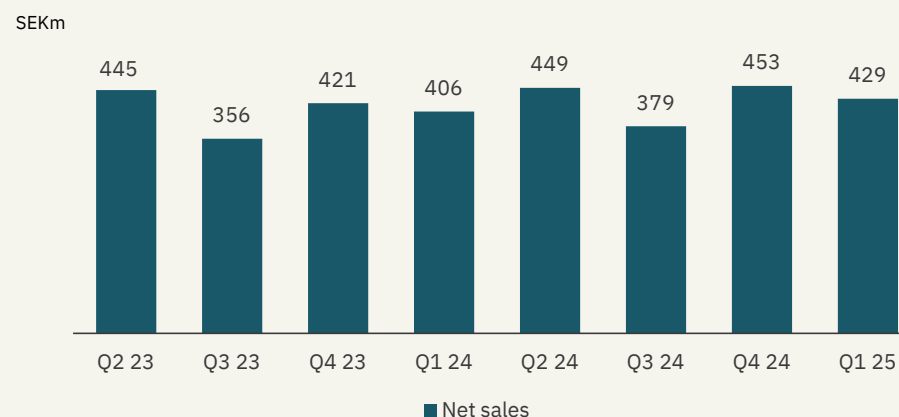
- Adjusted cash flow from operating activities amounted to SEK -27m (52) during Q1. Cash flow from operating activities was negative as we had significant capital tied up at the end of the quarter, primarily as a result of project starts within Rock Sweden.
- Net debt/adjusted EBITDA amounted to 3.5x (3.5).
- Cash and cash equivalents at the end of the period was SEK 13m (80).
- Unused credit and overdraft facilities amounts to SEK 229m.



# Performance per segment

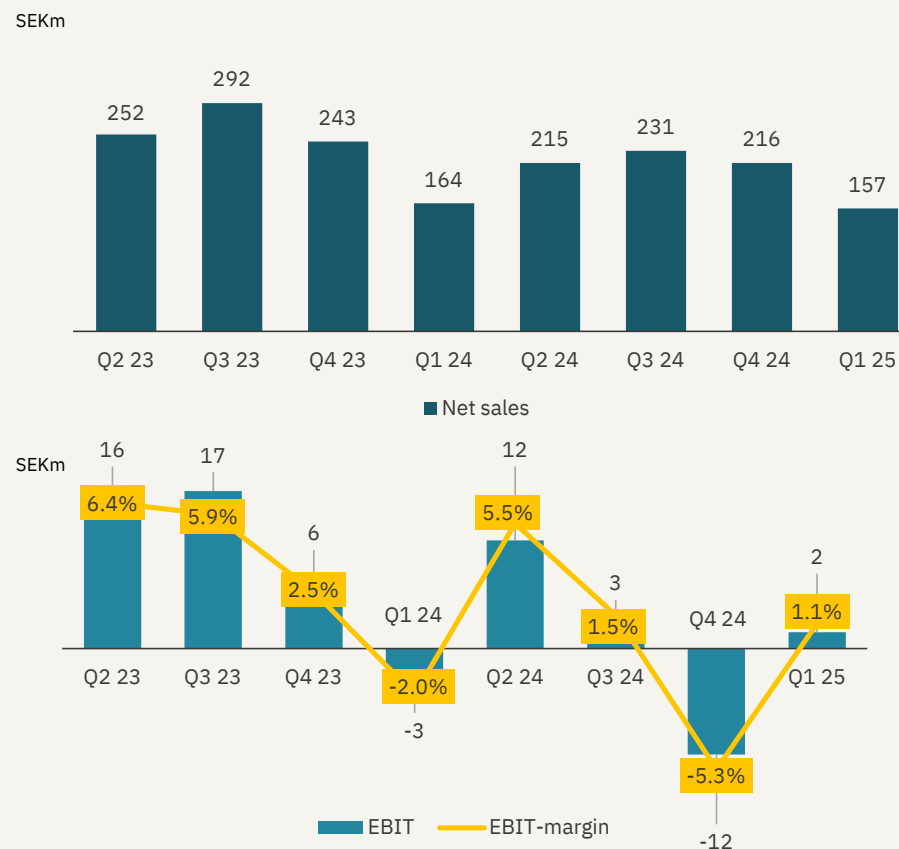
## – Rock Sweden

- Rock Sweden's external net sales increased with 6% and organic growth amounted to 6%.
- The growth is mainly explained by a higher demand during the quarter compared to the previous year.
- The weaker EBIT margin is mainly attributed to project mix, with a lower share of larger projects in the quarter.



# Performance per segment – Rock Norway

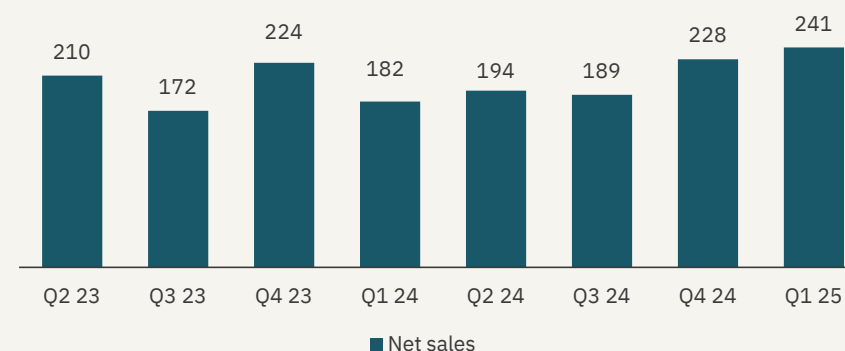
- Rock Norway’s external net sales decreased with 4% and organic growth amounted to -2%, primarily attributable to continued low market activity.
- Continuing to restructure and consolidate the Norwegian operations into fewer units, and to adapt the business to current market conditions.
- The EBIT margin amounted to 1.1 (-2.0) %. The increase is mainly a result of the cost measures implemented in the segment.



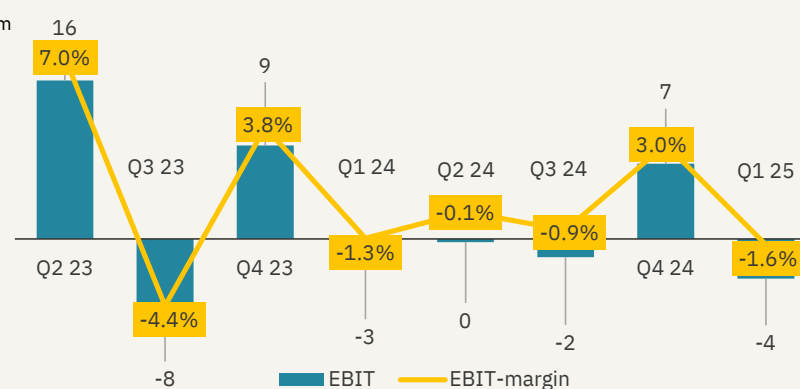
# Performance per segment – Foundation Sweden

- The external net sales during the first quarter increased by 33% organically. The challenging market with lower construction and related local infrastructure has continued during the quarter, but activity was higher compared to the previous year with more and larger projects, which contributed to the increased revenue.
- The EBIT margin was negatively affected by restructuring costs amounting to -1.4 MSEK. Adjusted for this, EBIT amounted to -2.5 MSEK and was in line with the previous year.

SEKm

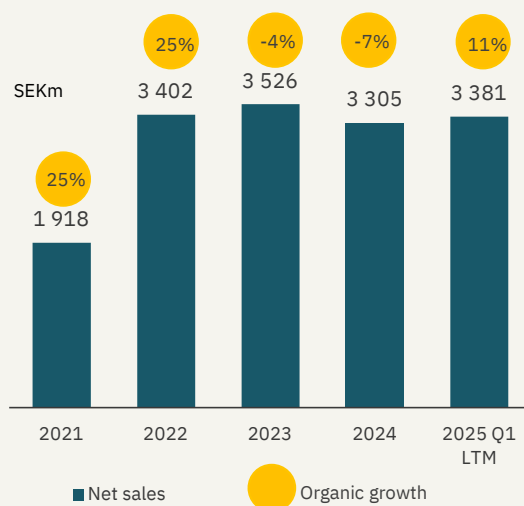


SEKm



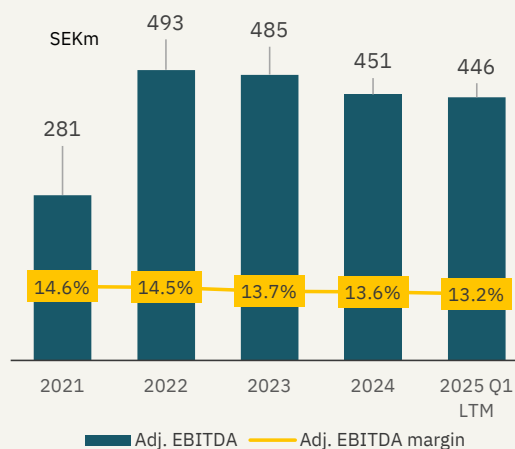
# Sustainable financial outlook

## NET SALES DEVELOPMENT



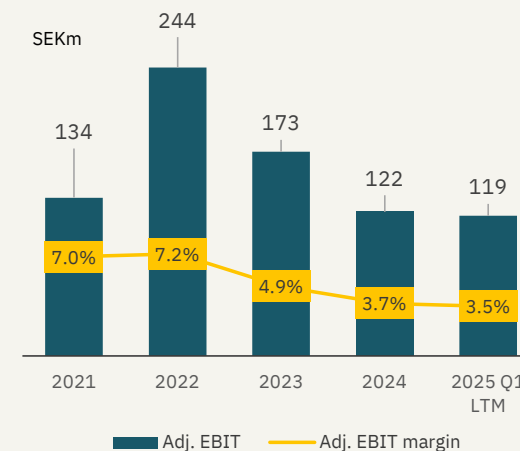
- Strong organic growth over time as a result of Nordisk Bergteknik's capability with a large machine park and extensive in-house competences. Current market climate has slowed down the organic growth.
- The average organic growth between the period 2021-2024 amounts to 10%.
- Growth has also been driven by an active M&A agenda with several acquisitions during the last three years. Current market climate has slowed down the M&A agenda.

## ADJUSTED EBITDA DEVELOPMENT



- Strong increase in nominal EBITDA with margins stable around 14 %.
- Successful integrations of acquired companies combined with operational efficiency has allowed for increased growth.
- Further potential for economies of scale and synergies over time.

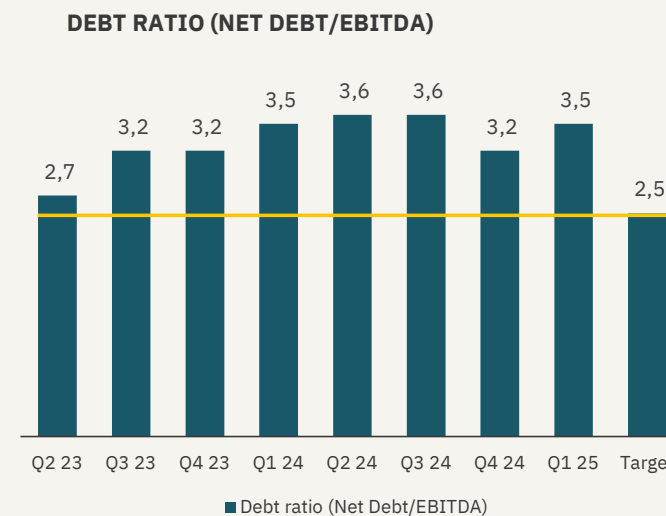
## ADJUSTED EBIT DEVELOPMENT



- Completed acquisitions have given a positive contribution to the margin development.
- Current market climate has negatively affected EBIT during 2023 and 2024.

# Net debt and leverage

- Net debt amounts to SEK 1,541m (1,614).
- Machine loans amounts to SEK 445m and lease liabilities to SEK 289m.
- Debt ratio (net debt/EBITDA LTM) amounts to 3.5x (3.5).
- Cash and cash equivalents amounts to SEK 13m (80).
- The group has additional unused liquidity of total SEK 229 (312) million.

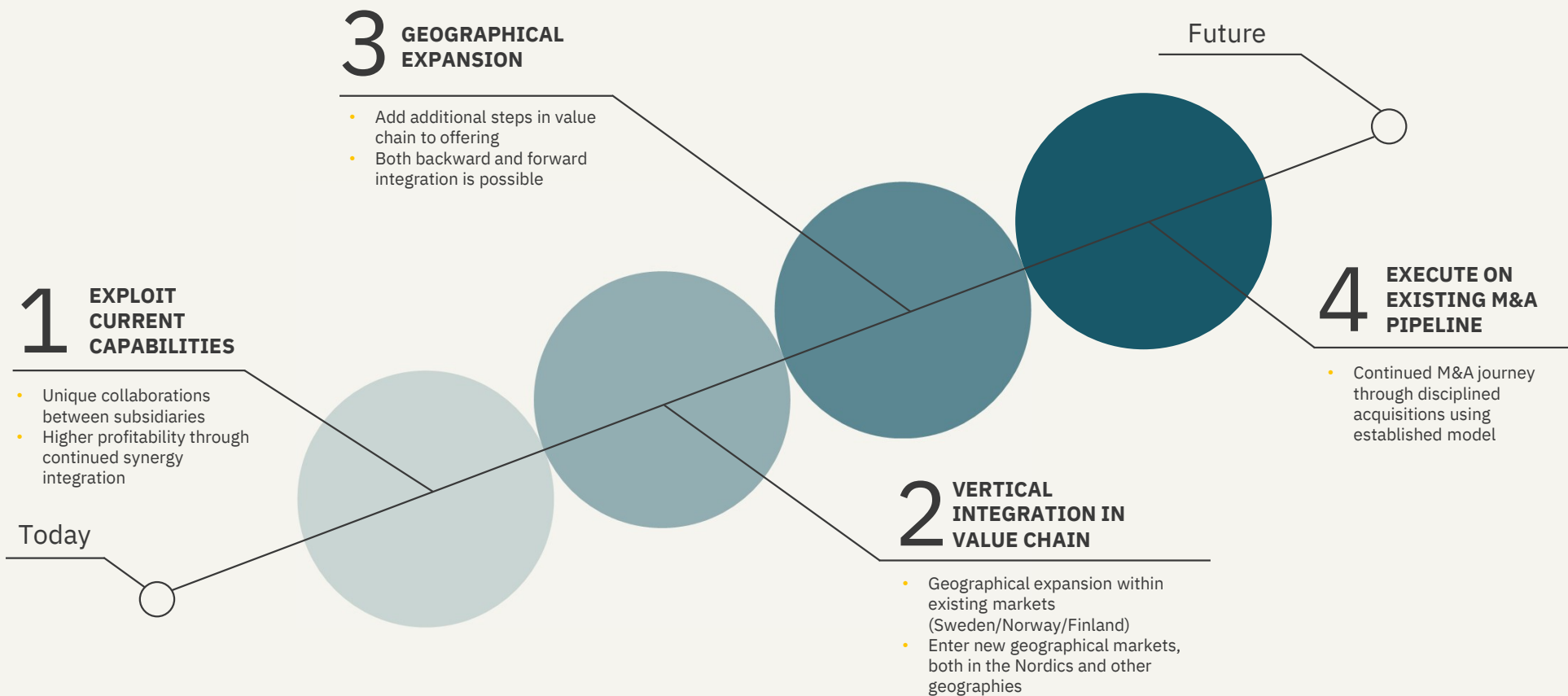


# Nordisk Bergteknik's environment



# Strategy and financial targets

# Predicted continued growth (1/2)



# Predicted continued growth (2/2)

## Successful operations in a niche market

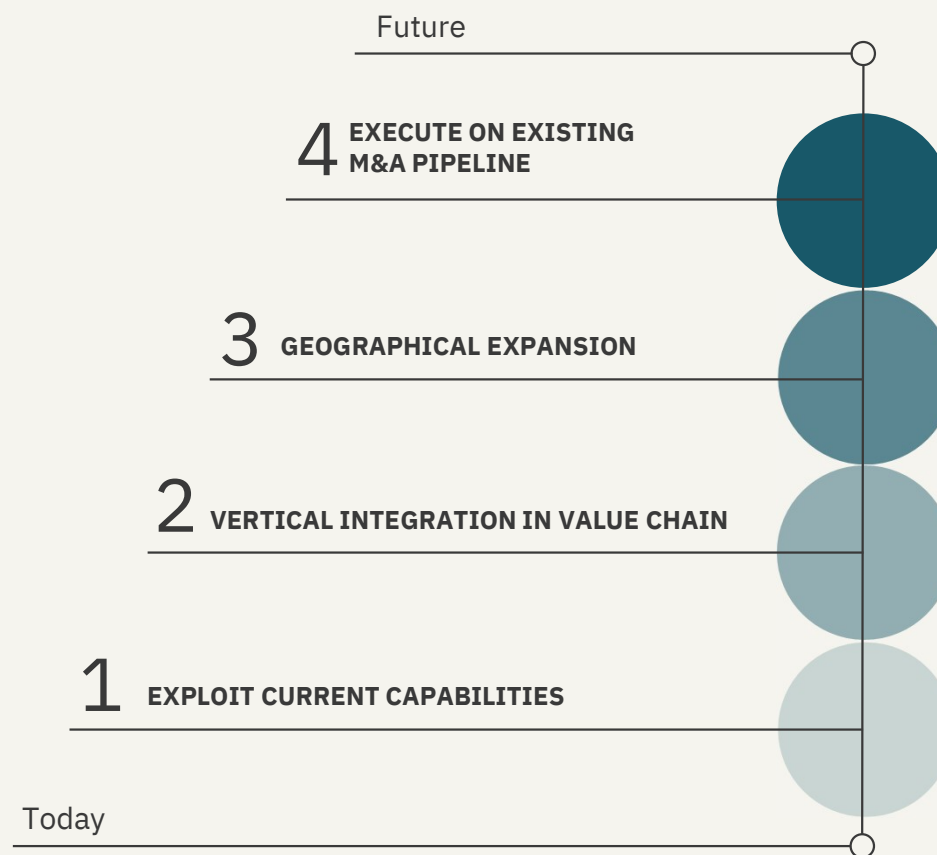
- Limited competition in a niche market with high barriers to entry since operations requires a high level of expertise, specialized equipment and machine capacity
- Additional upside with further materialisation of synergies and continued implementation of effectiveness initiatives

## Positive long-term market outlook with compelling growth

- Nordisk Bergteknik operates in a niche market that has shown a stable growth over time
- Long-term market growth is expected to continue growing supported by an attractive infrastructure investment pipeline over the next decade

## Opportunity to continue building a market leader

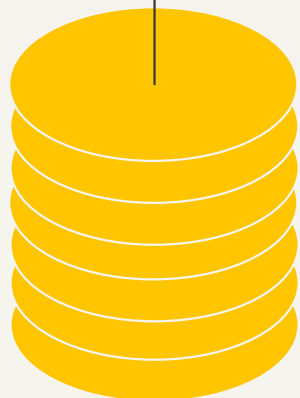
- Leading positions in rock segment. Opportunity to reach higher market share by executing on the acquisition pipeline over time
- Grow organically by realization of synergies and implementation of optimization initiatives



# Financial targets and dividend policy

15%

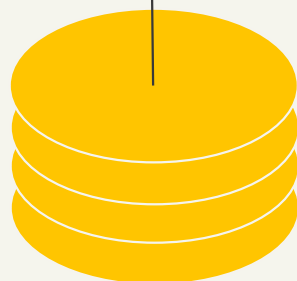
Growth



Achieve annual net sales growth of more than 15 percent over a business cycle. The growth should be achieved through a combination of organic growth and acquisitions.

7%

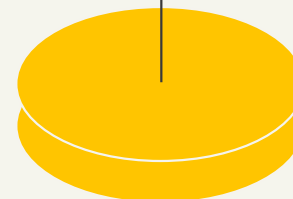
Profitability



The Group targets an adjusted EBIT-margin of 7 percent in the medium term.

<2,5x

Capital structure



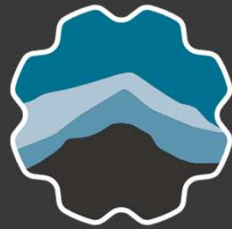
The net debt in relation to adjusted EBITDA shall not exceed a ratio of 2.5x. Indebtedness can temporarily be higher, for example in connection with larger acquisitions.

40%

Dividend policy



Nordisk Bergteknik aims to distribute 40 percent of the Group's consolidated net income over time, taking into consideration other factors such as M&A and growth opportunities as well as financial position and cash conversion.



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