



Q3 2022

October 26, 2022

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Highlights Q3 2022

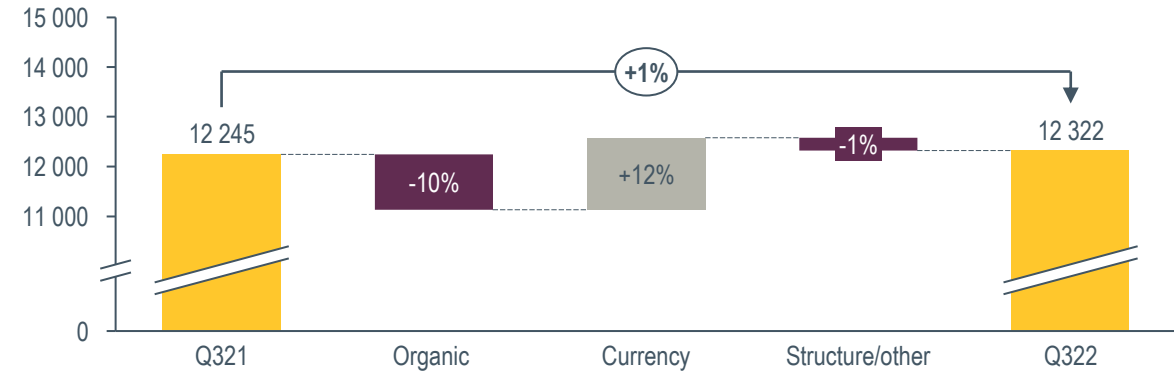
- Strong quarter
 - Order intake, excl. Russia, +5% organic
 - Large orders for solutions for safety, productivity and lower emissions
 - Good aftermarket development, particularly for service
 - Increased output, despite supply-chain challenges
- Profitable growth
 - Record revenues
 - Record profit
- Sustainability and productivity partner
 - Collaboration
 - Several acquisitions



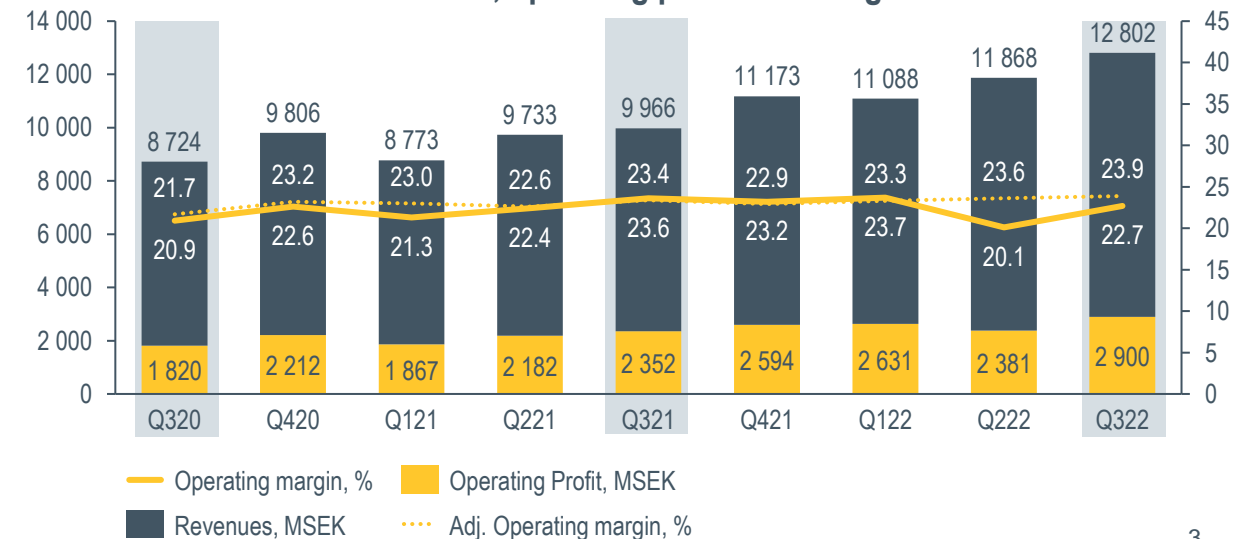
Key financials

- Orders, excl. Russia, MSEK 13 324, +5% organic
 - Reported MSEK 12 322, -10 % organic
 - All Russian orders removed from book
- Record revenues MSEK 12 802, +12% organic
- Operating profit MSEK 2 900 (2 352)
 - Items affecting comparability MSEK -164 (21)
 - Russia -150* (0), LTI -14 (21)
 - Adjusted operating profit MSEK 3 064 (2 331)
- Adjusted margin 23.9% (23.4)
 - Reported margin 22.7% (23.6)
- Operating cash flow of MSEK 1 814 (1 613)

Orders received, MSEK and change, %



Revenues, operating profit and margin



Leading productivity and sustainability partner



Innovations, acquisitions and partnerships strengthen Epiroc's position

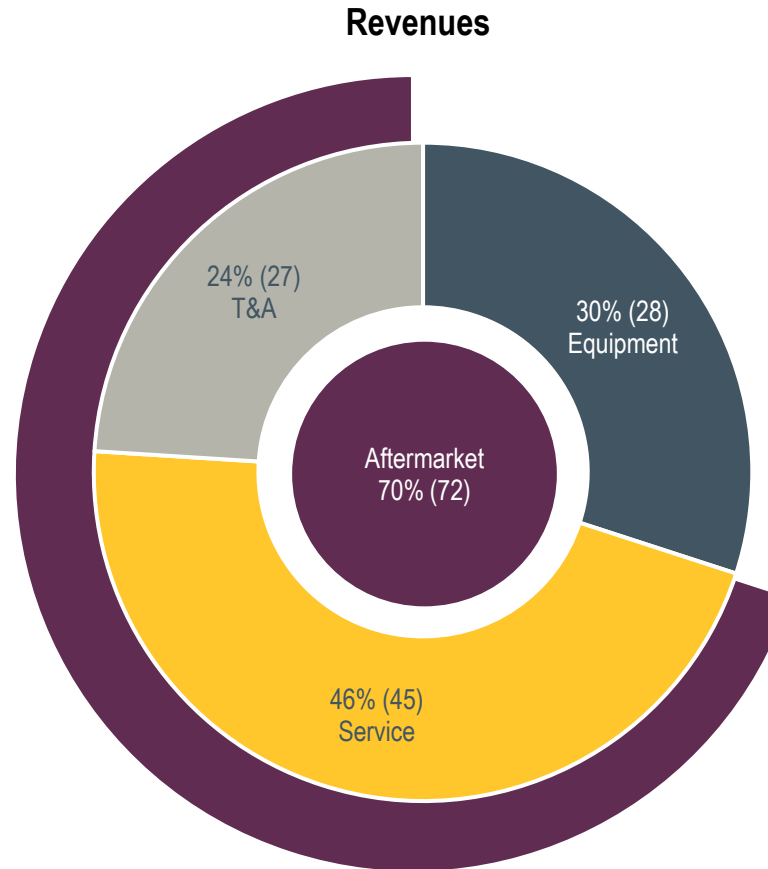
- Innovations
 - Compact face drilling rigs: Boomer E10 and E20
 - First-class operator safety thanks to Auto Bolt Reload (ABR)
- Acquisitions
 - RNP México (finalized)
 - AARD Mining Equipment (announced)
 - Radlink (announced)
 - Geoscan (finalized)
 - Wain-Roy (announced)
- Sustainability
 - Green bonds



The Boomer E20 is compact enough for mining, with the power needed for heavy construction

Aftermarket

- High customer activity
- Strong Service, excl. Russia, +22% organic
- Meaningful order within electrical infrastructure
- Connected fleet growing
- Regional Parts & Services divisions



Operational excellence

- Regional Parts & Services divisions
- Supply-chain program
- Increased output



- People

- Increased share of women
 - Employees up to 18.1% (16.7)
 - Managers up to 22.7% (21.5)
- Increased number of injuries
 - TRIFR at 5.6
 - Actions to reduce injuries



- Planet

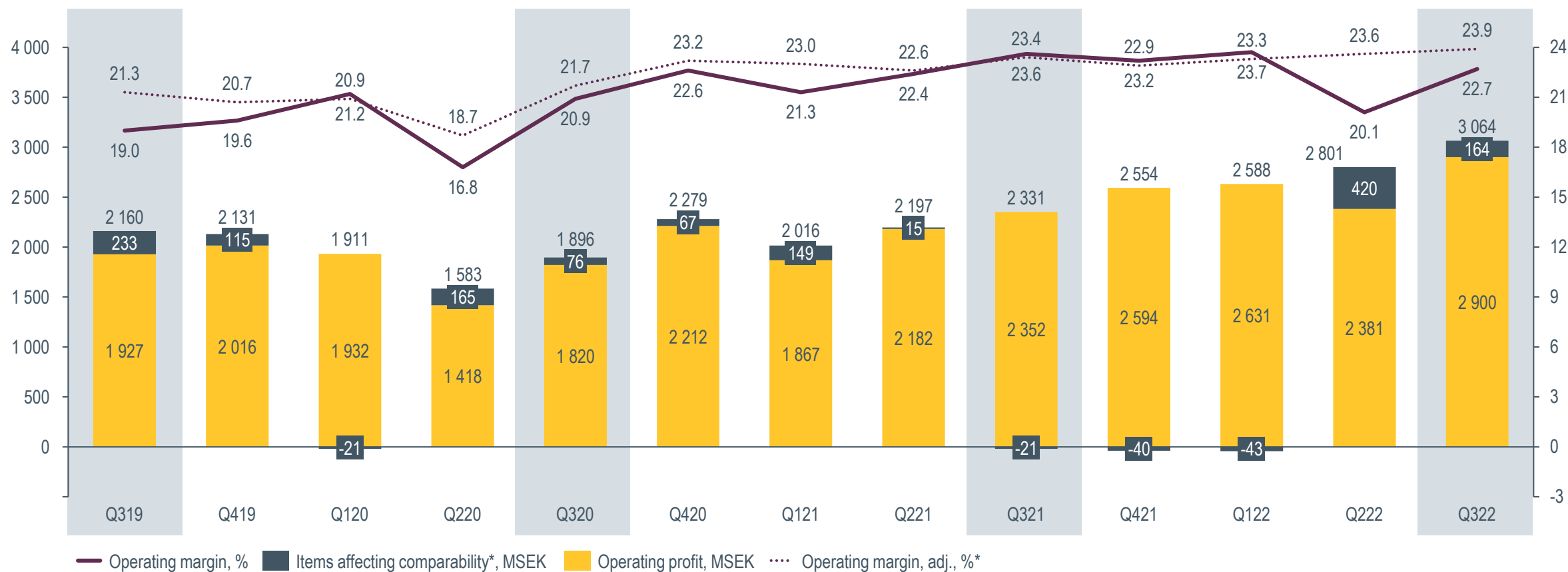
- Lower CO₂e from operations
 - More renewable energy and installation of solar panels
- Higher CO₂e from transport due to higher volumes

Russia

- Currently not possible to conduct business
- All orders removed from order book
 - Impact of BSEK -1 in Q3
- Provision of MSEK -150
 - Provision of MSEK -400 in Q2
- Assets in Russia of MSEK 625
 - Majority cash

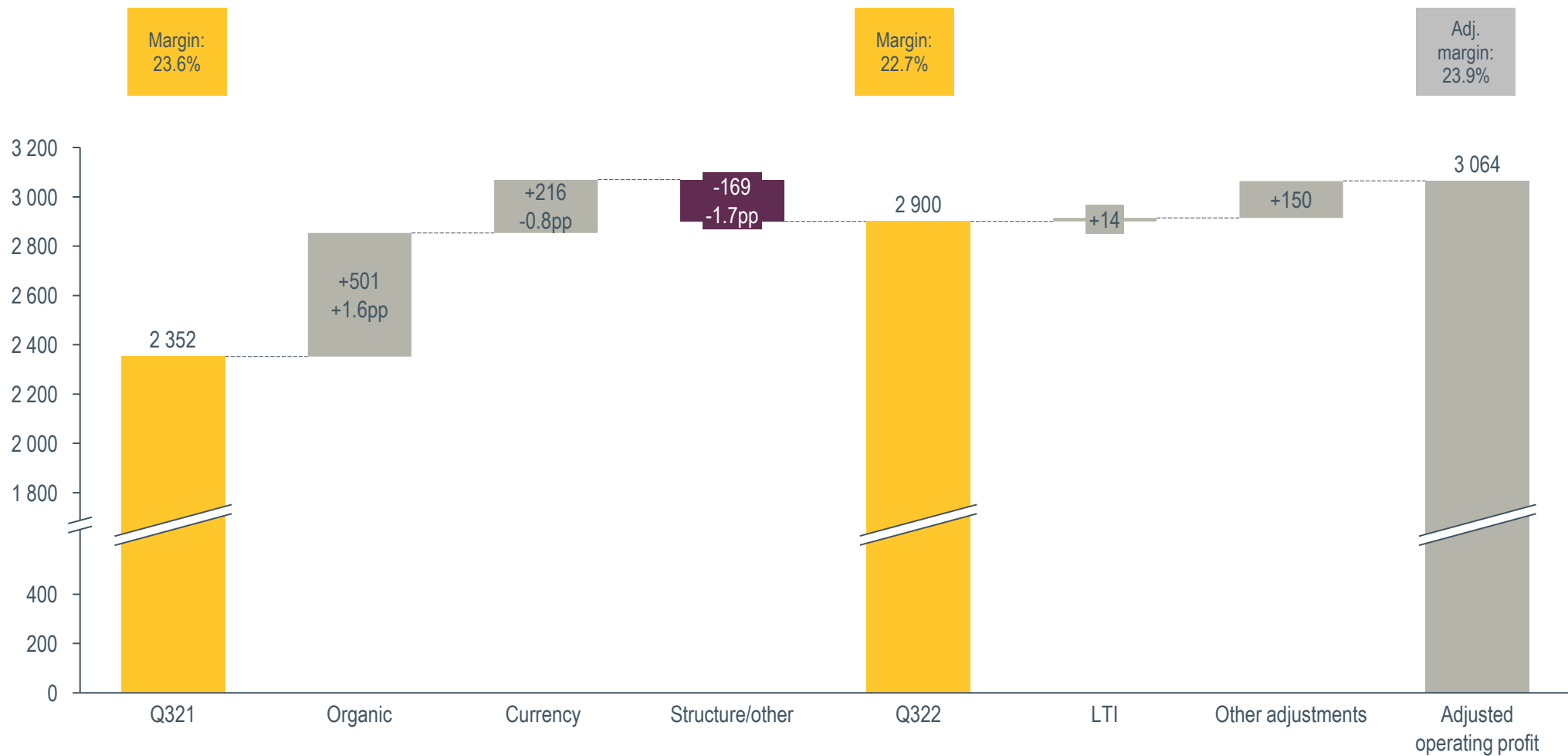


Operating profit and margin



*Q3 2022 items affecting comparability include provisions related to Russia of MSEK -150 and change in provision for the share-based long-term incentive programs of MSEK -14 (+21)

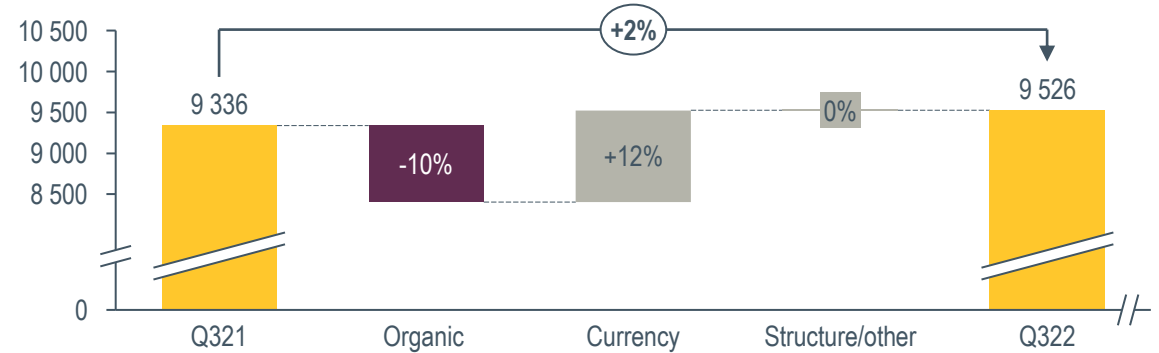
Epiroc Group: Profit bridge



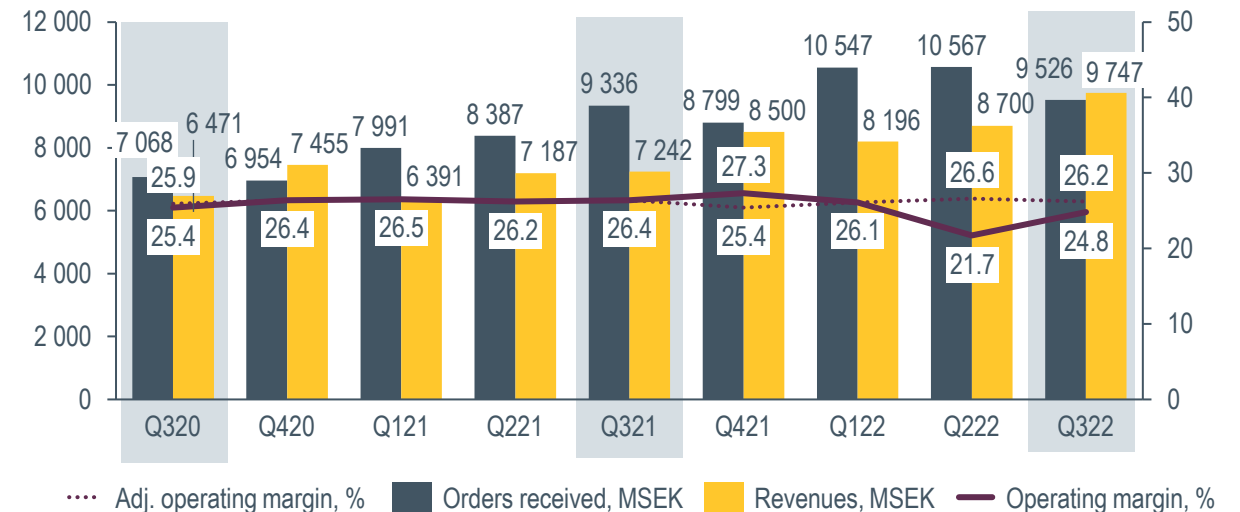
Segment: Equipment & Service

- Orders, excl. Russia, MSEK 10 457, +8% organic
 - Equipment, excl. Russia, -7% organic
 - Strong service, excl. Russia, +22% organic
- Revenues +18% organic
- Reported operating profit MSEK 2 417
 - Provision of MSEK -138 related to Russia
- Adjusted operating profit MSEK 2 555 (1 909)
 - Adjusted margin at 26.2% (26.4)
- Several acquisitions
- Regional Parts & Services divisions

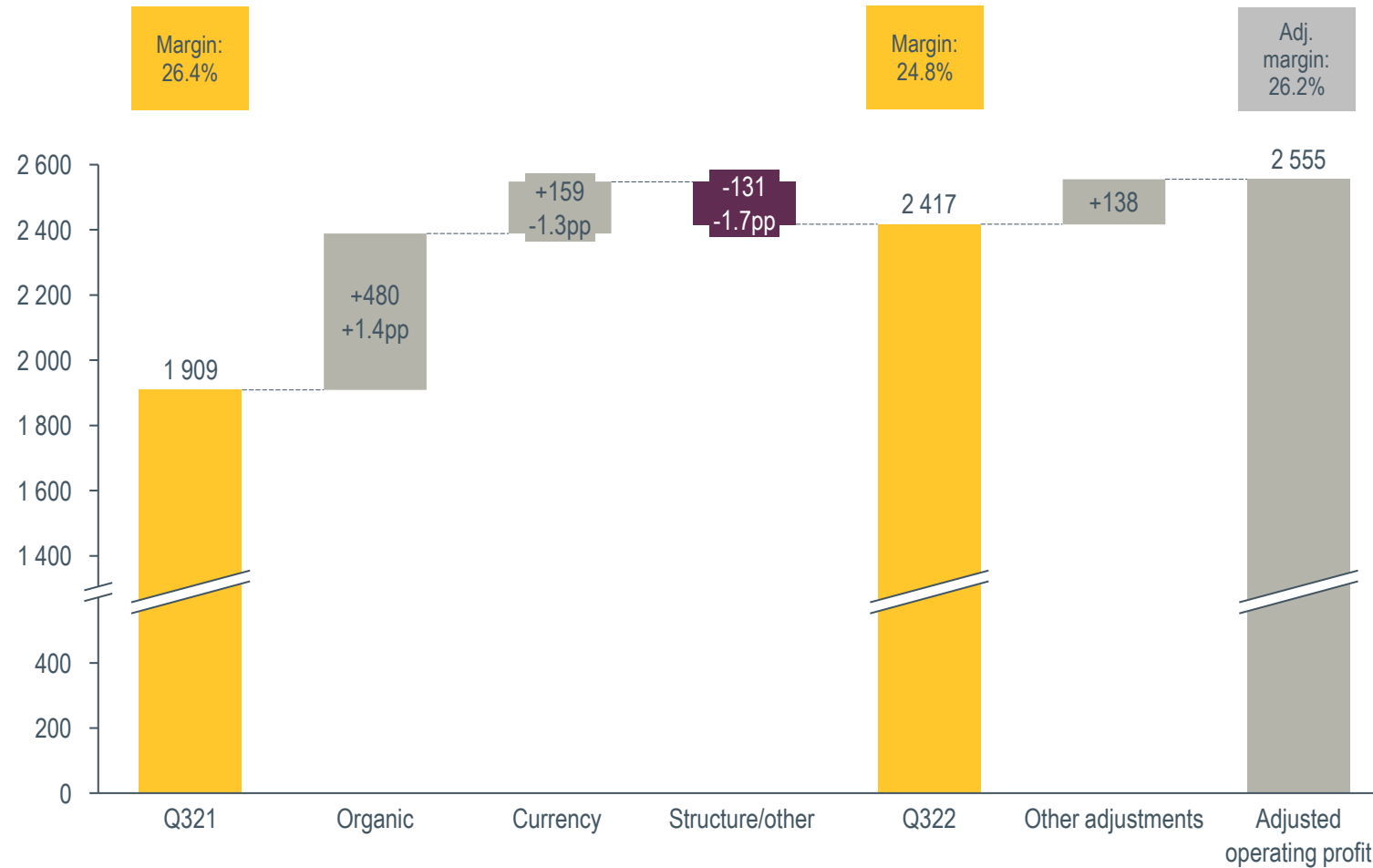
Orders received, MSEK and change, %



Orders received, revenues and operating margin



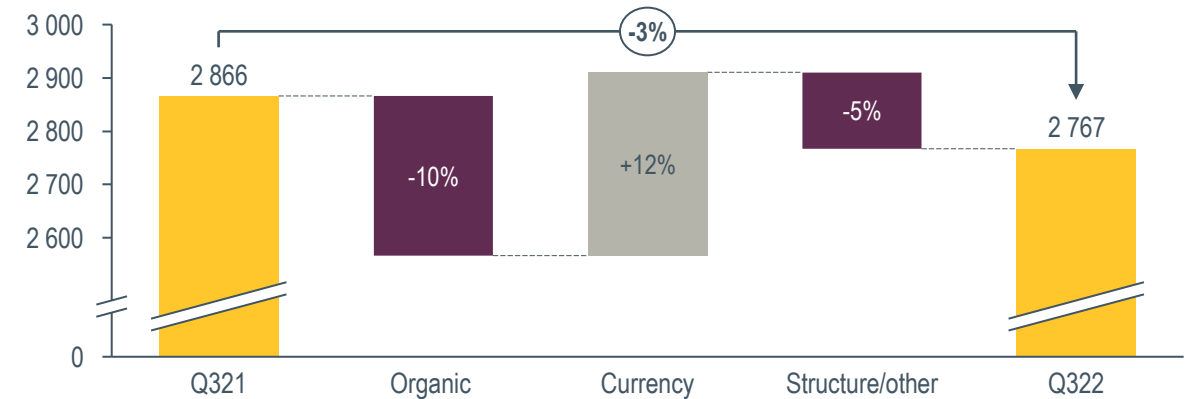
Equipment & Service: Profit bridge



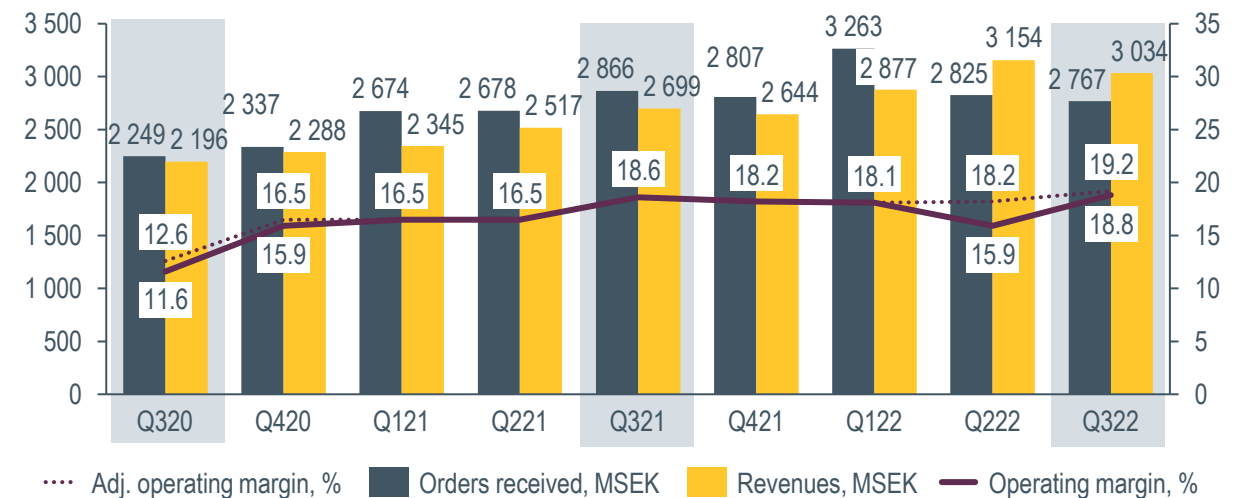
Segment: Tools & Attachments

- Orders, excl. Russia, -2% organic
 - Orders for both hydraulic attachments and rock drilling tools decreased
 - Negative acquisition contribution (bridge)
- Revenues MSEK 3 034, -1% organic
- Operating profit MSEK 571 (502)
 - Operating margin of 18.8% (18.6)
 - Provision of MSEK -12 related to Russia
- Adjusted operating profit MSEK 583
 - Adjusted margin 19.2% (18.6)

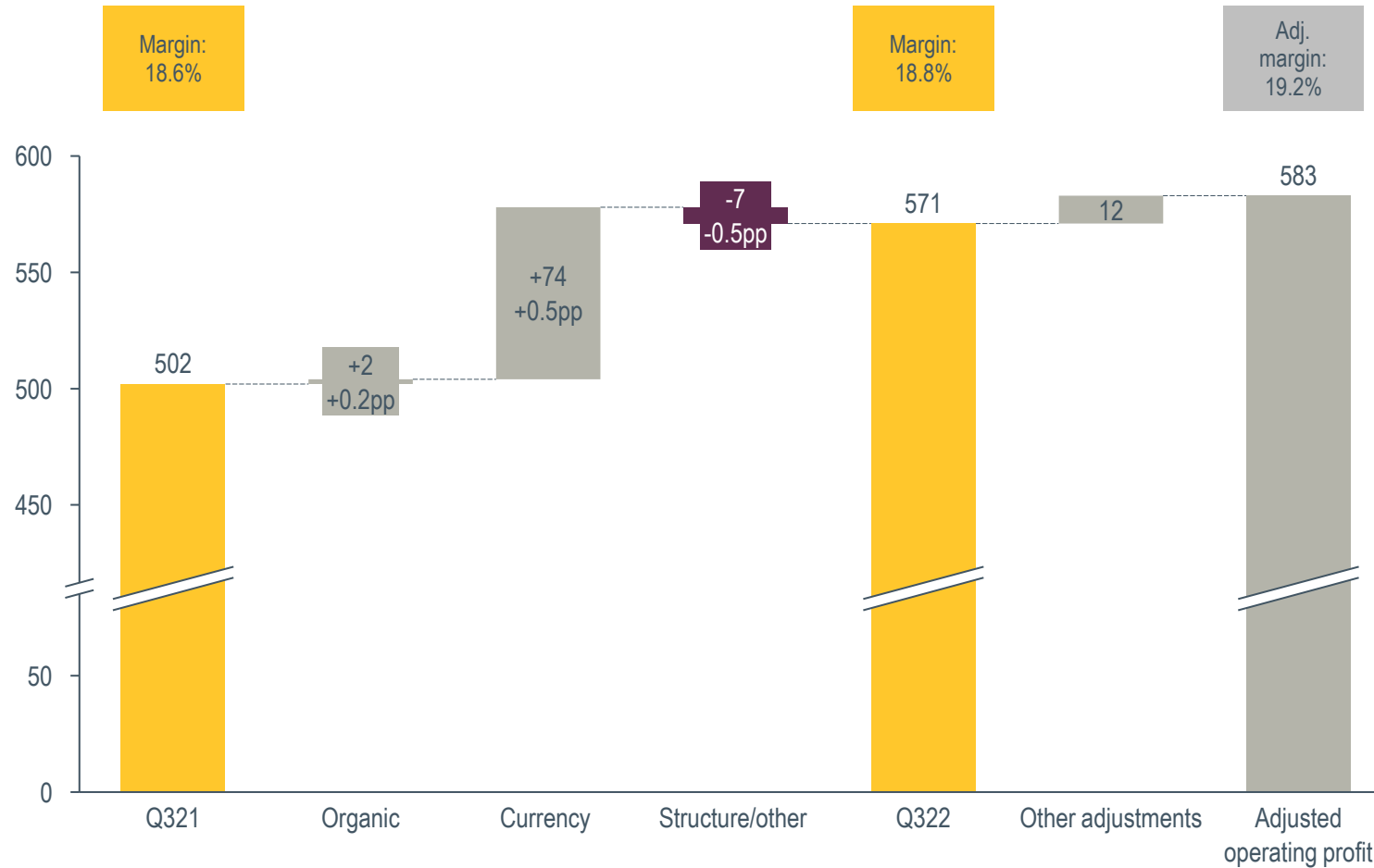
Orders received, MSEK and change, %



Orders received, revenues and operating margin

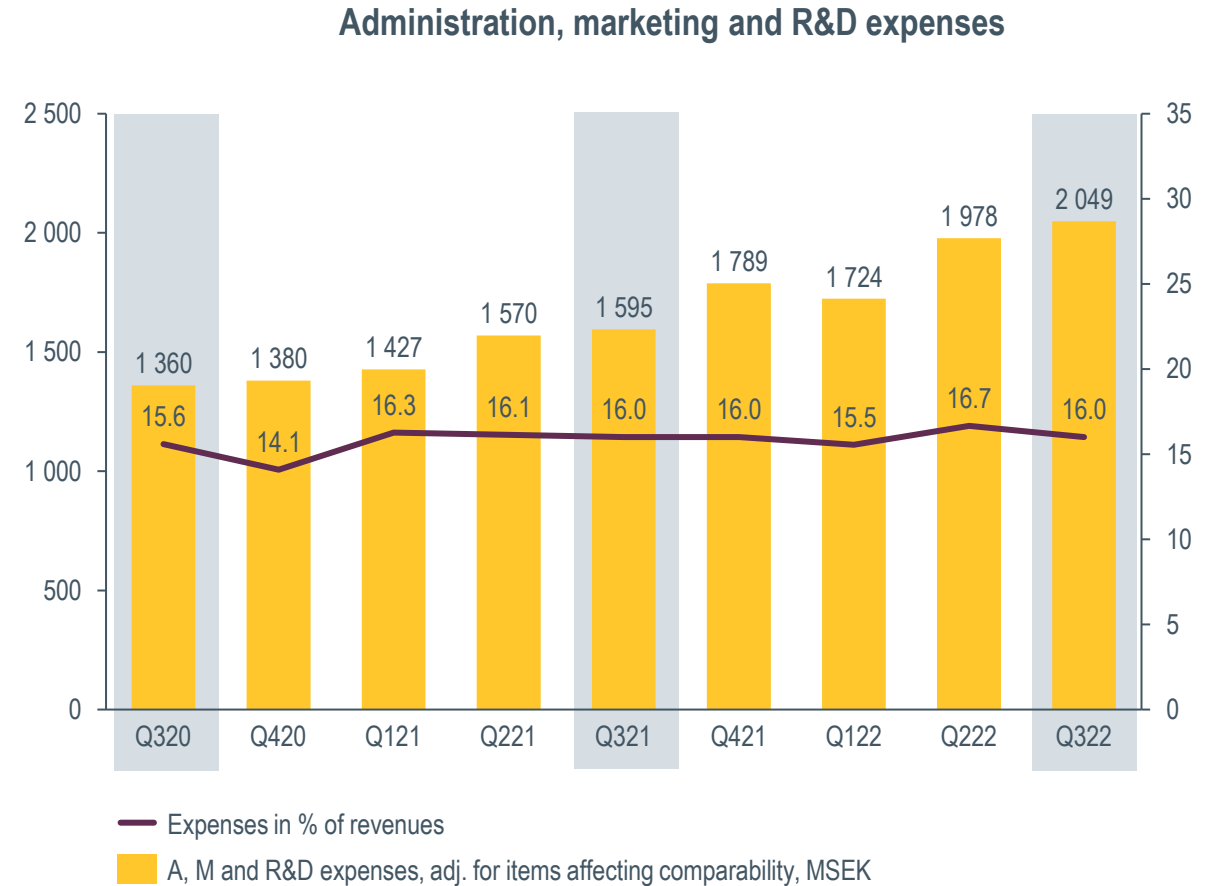


Tools & Attachments: Profit bridge



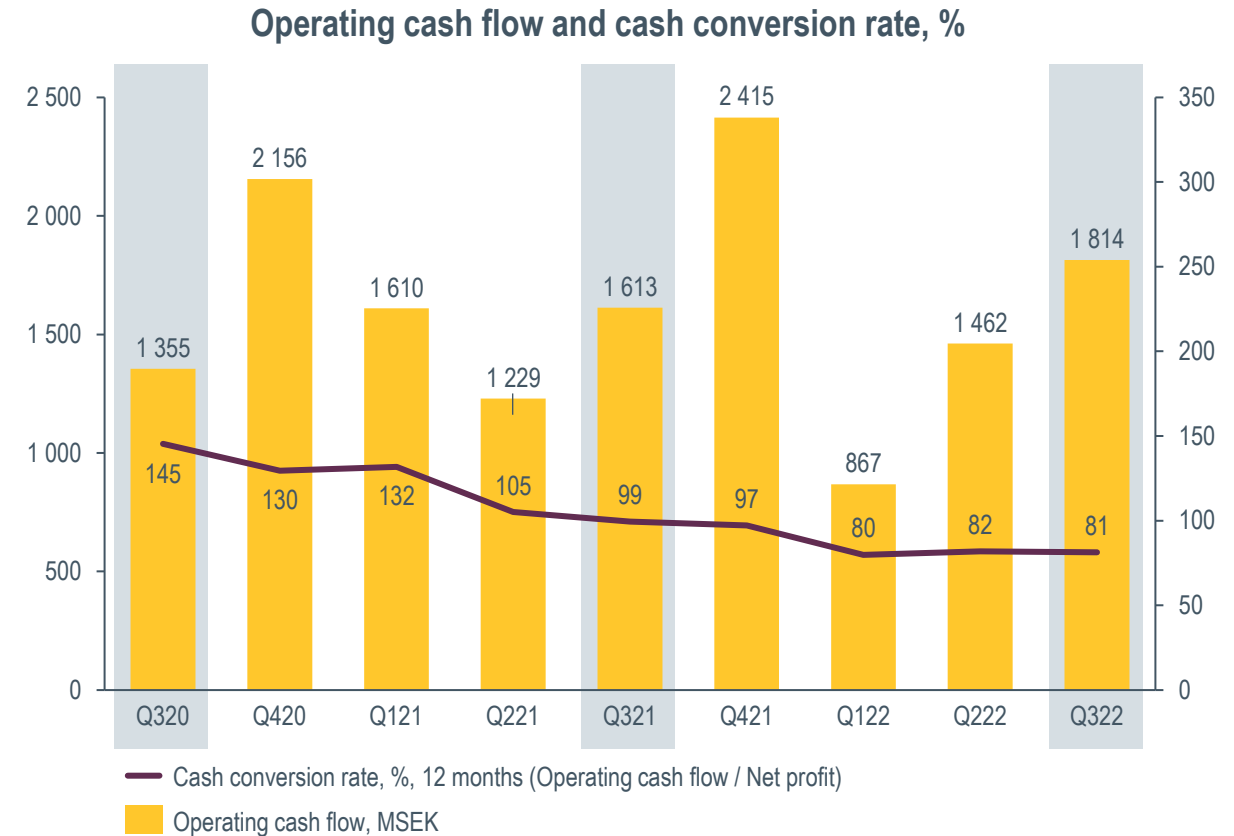
Costs, net financials and tax

- Increased costs
 - Growth, increased activity, R&D
 - Currency and acquisitions
- Net financial items MSEK -24 (73)
 - Interest net MSEK -23 (-24)
- Tax expense MSEK -663 (-496)
 - Effective tax rate 22.0% (20.5)



Operating cash flow

MSEK	Q3 2022	Q3 2021
Operating profit	2 900	2 352
Depreciation, amortization and impairment	526	462
Capital gain/loss and other non-cash items	18	-51
Net financial items received/paid	-23	93
Taxes paid	-466	-456
Change in working capital	-1 131	-487
Investments, incl. rental equipment*	-322	-325
Pension funding and other**	312	25
Operating cash flow	1 814	1 613
Acquisitions and divestments	-210	-492



Capital efficiency

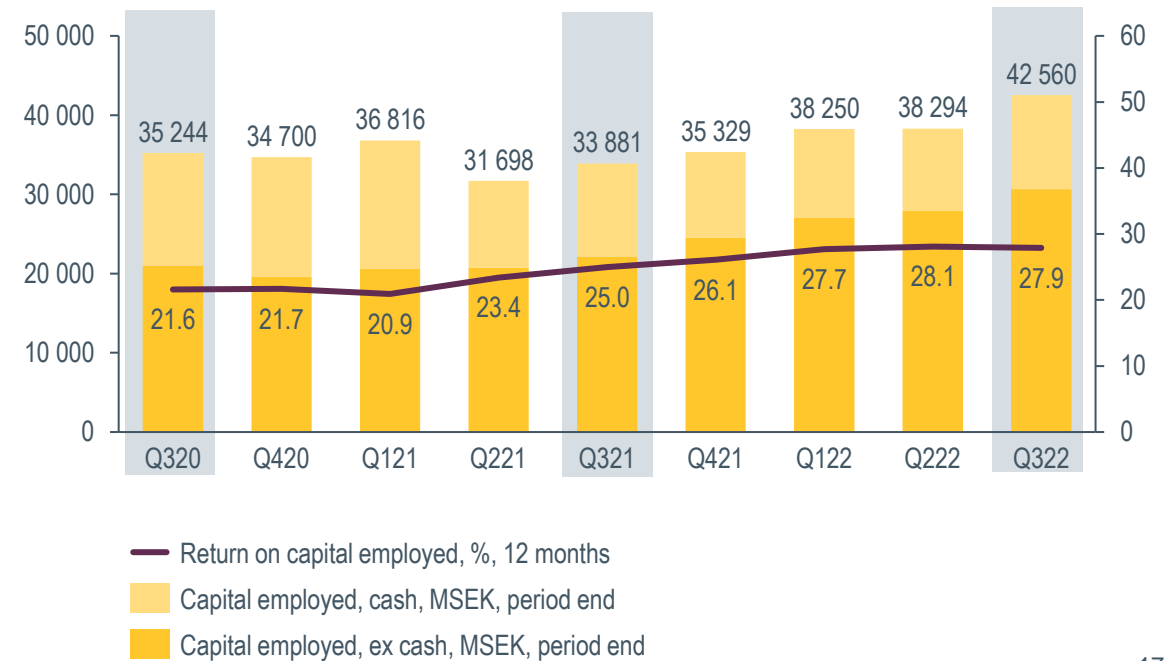
- Net working capital MSEK 17 744
 - Excl. acquisitions and currency +23%
 - 30.4% (29.8) of revenues

Net working capital

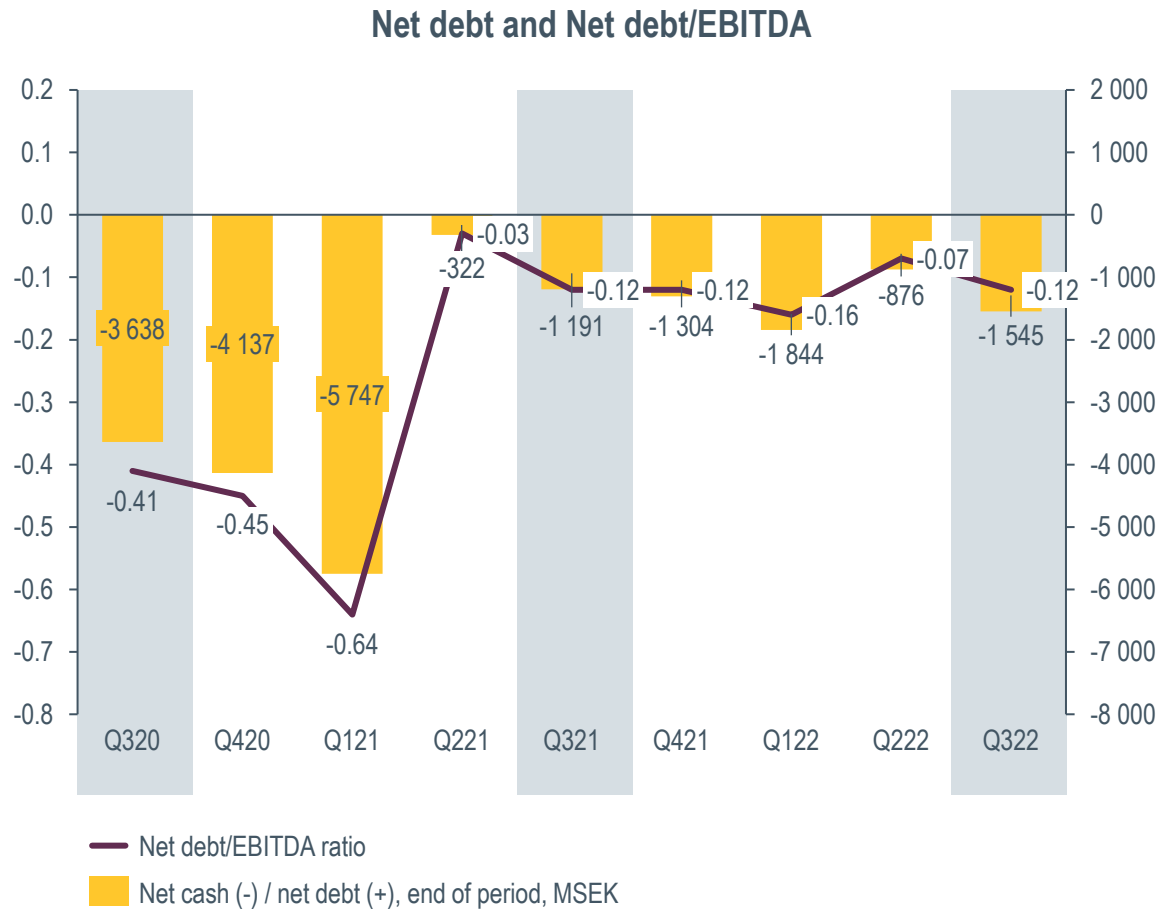


- ROCE improved to 27.9% (25.0)

Capital employed and ROCE



Capital structure



- Strong financial position
 - Net cash MSEK 1 545 (1 191)
 - Green bonds MSEK 2 000
- Net debt/EBITDA ratio at -0.12 (-0.12)
- MSEK 1 809 dividend to be paid
 - Second installment of SEK 1.50 per share
 - Record date October 24
 - Payment October 27

Summary



- Strong quarter
- Large orders for solutions for safety, productivity and lower emissions
- Strong service
- Increased output, despite supply-chain challenges
- Profitable growth
- Several acquisitions
- Drive the transformation

Looking ahead



“We expect that underlying demand, both for equipment and aftermarket, will remain at a high level in the near term.”

Q&A



See more of Epiroc!



Capital Markets Day: June 1-2, 2023, Örebro, Sweden



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and commitment drives us to keep moving forward.
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