



Q4 2022

January 31, 2023

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Highlights 2022

- Strong performance in a challenging market
 - Supply-chain challenges
 - Stopped deliveries into Russia on March 1
- High demand
 - Many large equipment orders
 - Strong aftermarket
- Great execution and profitable growth
- Ground-breaking innovations
 - Broadest BEV offering in the market and recurring orders
 - Strengthened leading market position in automation
- High acquisition pace
 - 9 acquisitions made/announced with combined revenues of BSEK 3



Highlights Q4 2022

- Demand remained high
 - High customer activity but fewer large orders
- Profitable growth
 - Easing supply challenges and good output level
 - Record-high operating profit
- High acquisition pace
 - Four acquisitions finalized, corresponding to MSEK 1 905 in annual revenues
- Innovations that make a true difference
 - Creating the largest autonomous mine in Australia with Roy Hill
 - Successfully commenced live blasting with Avatel

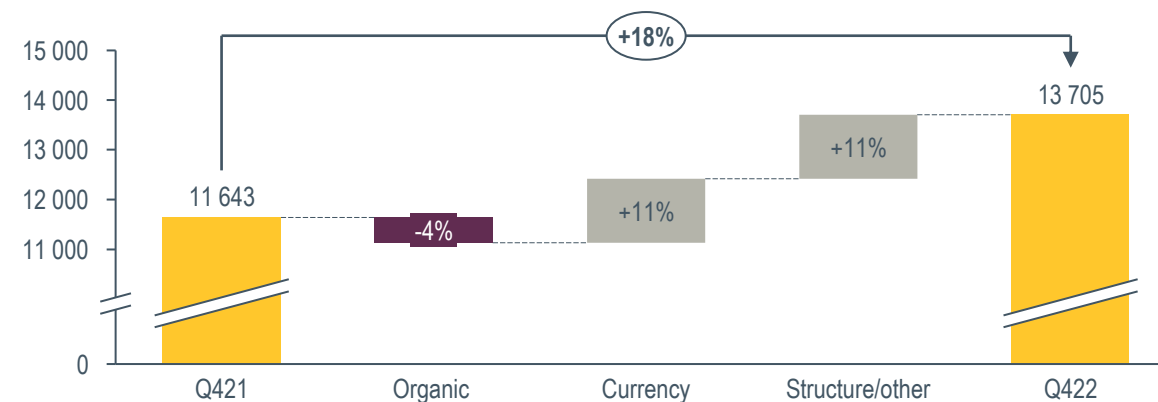


Key financials

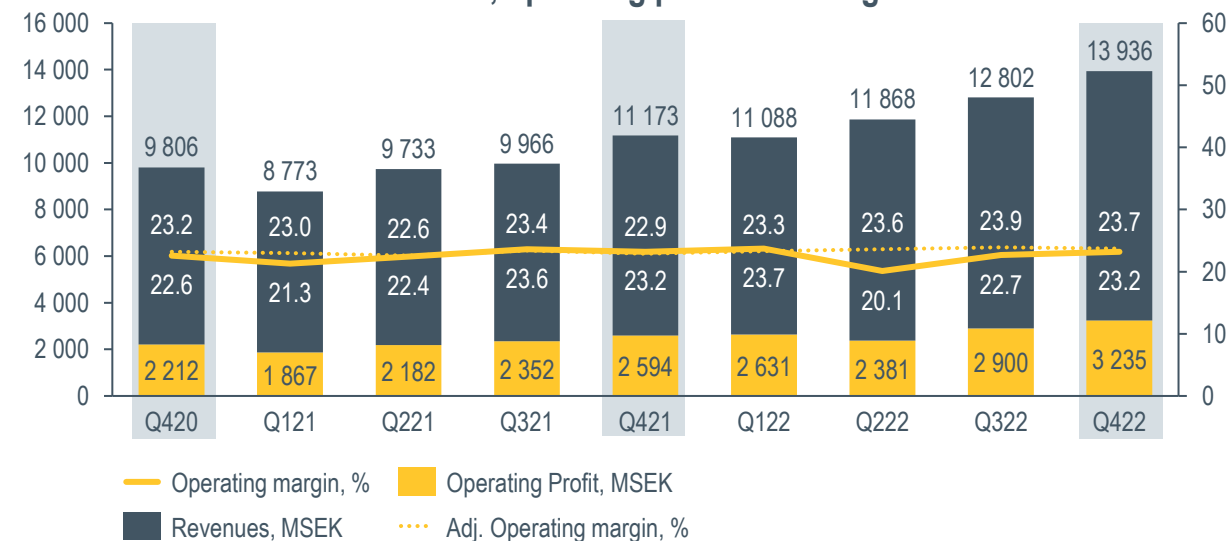


- Orders MSEK 13 705, -4% organic
 - Excl. Russia: organic +3%
- Record revenues MSEK 13 936, +8% organic
- Operating profit MSEK 3 235 (2 594)
 - Items affecting comparability of MSEK -67 (40)
 - LTIP -67 (-127)
 - Prev. year incl. a positive revaluation effect of shares (Mobilaris MCE) of MSEK +167 and LTIP-127
- Adjusted margin up to 23.7% (22.9)
 - Reported margin 23.2% (23.2)
- Operating cash flow of MSEK 1 519 (2 415)

Orders received, MSEK and change, %



Revenues, operating profit and margin



Q4 2022

* In Q4 order received of MSEK 81 was

Leading productivity and sustainability partner



- Successful live blasting with Avatel™
 - Collaboration with Orica and Agnico Eagle
 - The world's first semi-automated charging solution
 - Increased safety
- Mine truck made with fossil-free steel
 - Collaboration with SSAB
 - Battery-electric Minetruck MT42 with fossil-free steel
- Member of CharIN
 - Leading global association promoting interoperability based on the Combined Charging System (CCS)
 - Support transition towards Battery Electric Vehicles
- The world's largest autonomous mixed fleet
 - Collaboration with Roy Hill and ASI Mining
 - 96 haul trucks to be converted to driverless operation



Epiroc supports Roy Hill in Australia in converting its mixed fleet of 96 haul trucks to driverless operation, creating the world's largest autonomous mine.

Film: The world's largest autonomous mixed fleet



Acquisitions: Creating options for the future

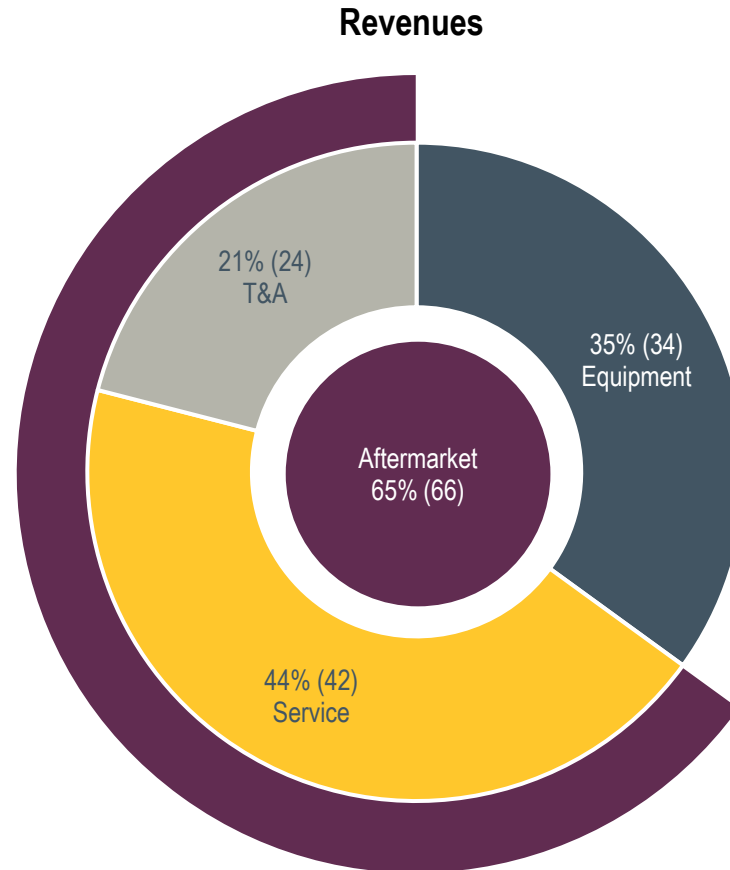


- **CR** expands Epiroc's offering of essential consumables and digital solutions.
- **Mernok Elektronik** strengthens Epiroc's position as a world leading provider of automation and safety solutions for mining operations.
- **Remote Control Technologies*** makes Epiroc the world-leading automation solutions provider not only for surface and underground rock drilling but also for underground loading and haulage.
- **Wain-Roy*** strengthens Epiroc's presence in the North American construction market and increases manufacturing capacity for advanced attachments in the region.
- **Radlink*** strengthens Epiroc's offering in automation and digital solutions.
- **Geoscan*** complements Epiroc's offering within orebody knowledge, which in turn strengthens productivity in customers operations.
- **AARD Mining Equipment** complements Epiroc's underground offering as well as strengthens Epiroc's footprint in Africa.



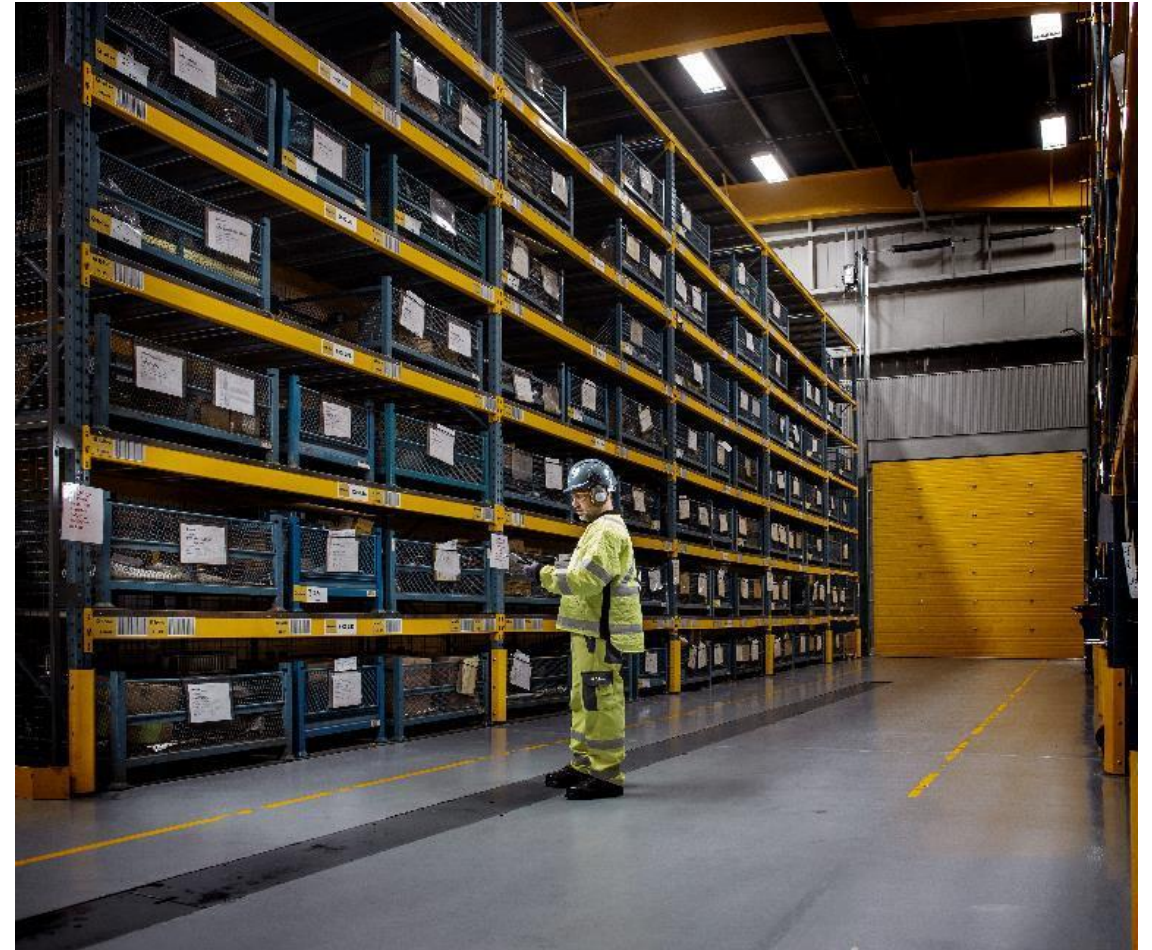
Aftermarket

- High customer activity
- Good growth in service
- Regional Parts & Services divisions
- Somewhat weaker T&A



Operational excellence

- Regional Parts & Services divisions
- Regional distribution center in Chile
- Potential to improve working capital
- New battery assembly organization



- People

- 16 996 employees
 - Acquisitions
- Increased share of women
 - Employees up to 18.2% (17.1)
 - Managers up to 22.7% (22.5)
- Increased number of injuries
 - TRIFR at 5.7 (5.1)
 - Actions to reduce injuries

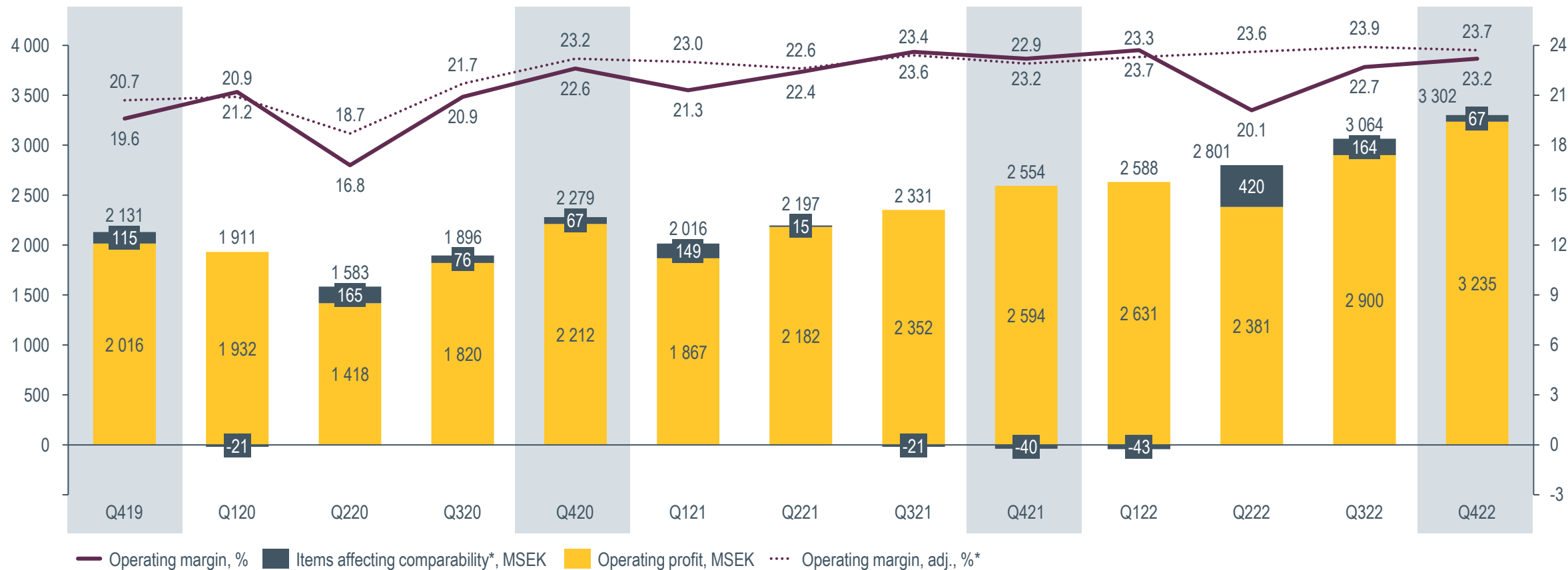


A battery-electric Minetruck MT42 with a dump box made of fossil-free steel, thereby reducing CO₂e emissions by 10 tonnes per manufactured dump box.

- Planet

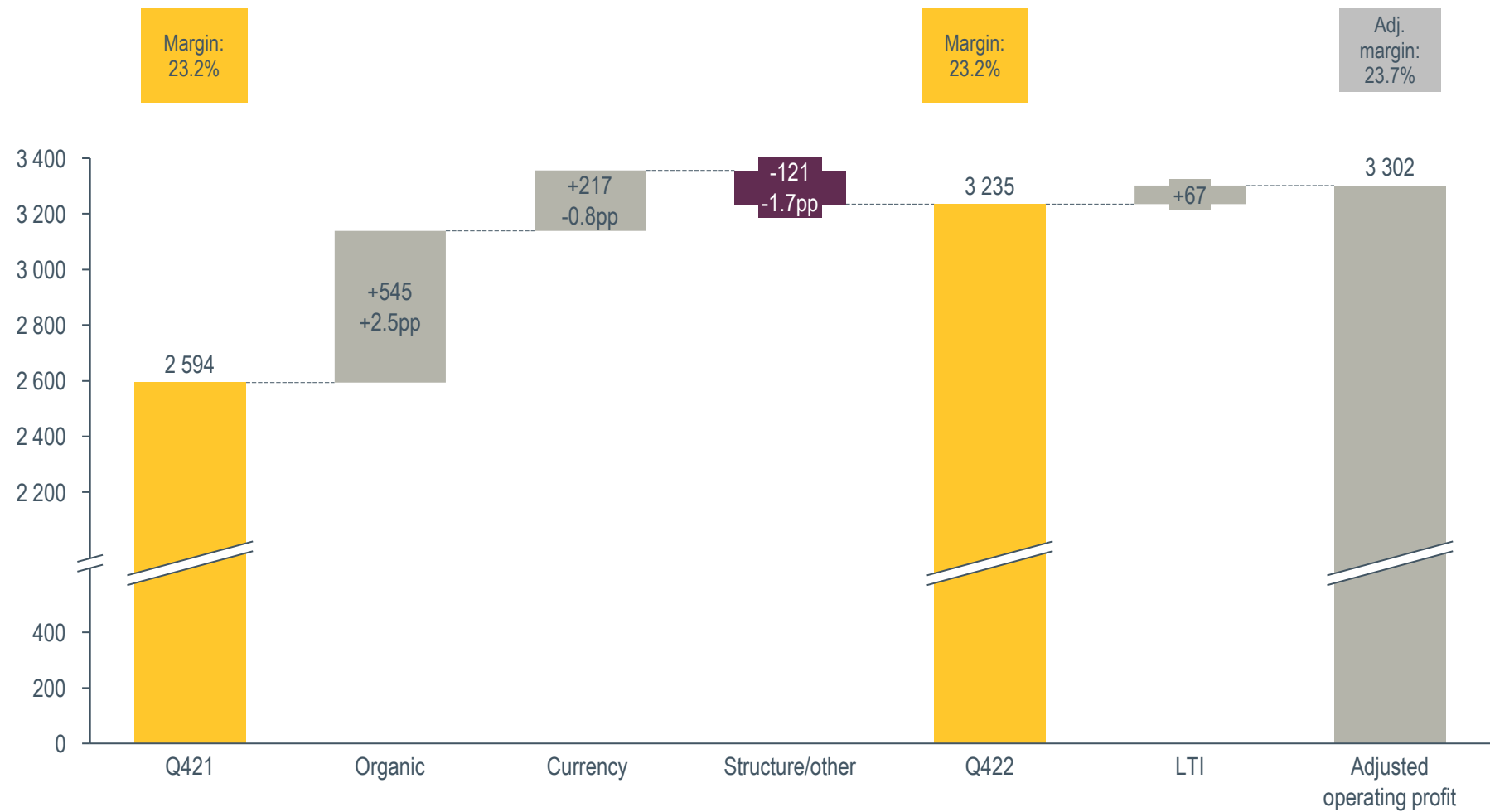
- Lower CO₂e from operations
 - More renewable energy and installation of solar panels
- Higher CO₂e from transport due to higher volumes
 - Lower emissions per COS

Operating profit and margin



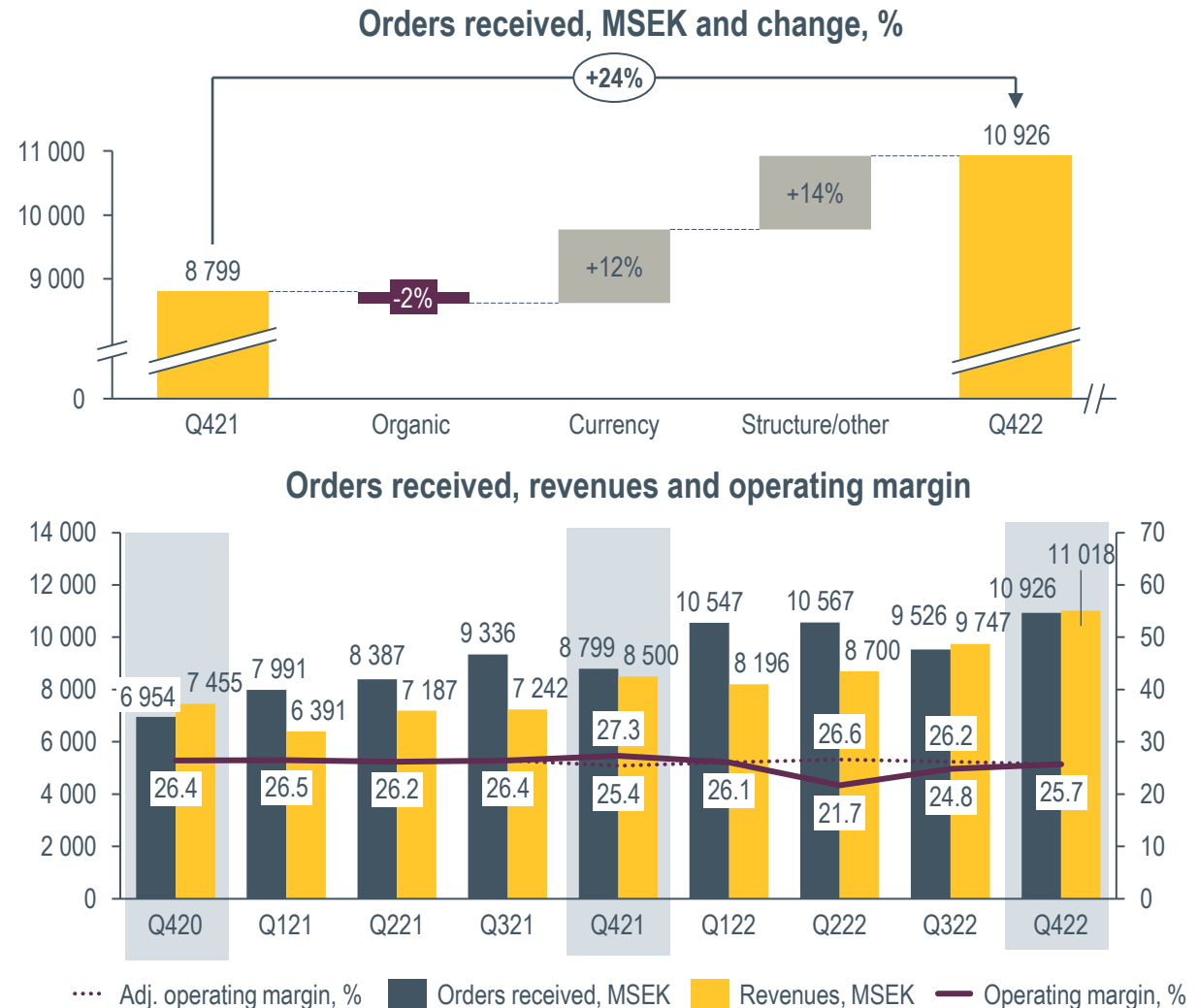
*Q4 2022 items affecting comparability include provisions for the share-based long-term incentive programs of MSEK -67 (+40). Q4 2021 includes a positive revaluation effect of the shares held prior to the acquisition of the remaining shares of Mobilaris of MSEK 167 and a change in provision for the share-based long-term incentive programs of MSEK -127.

Epiroc Group: Profit bridge

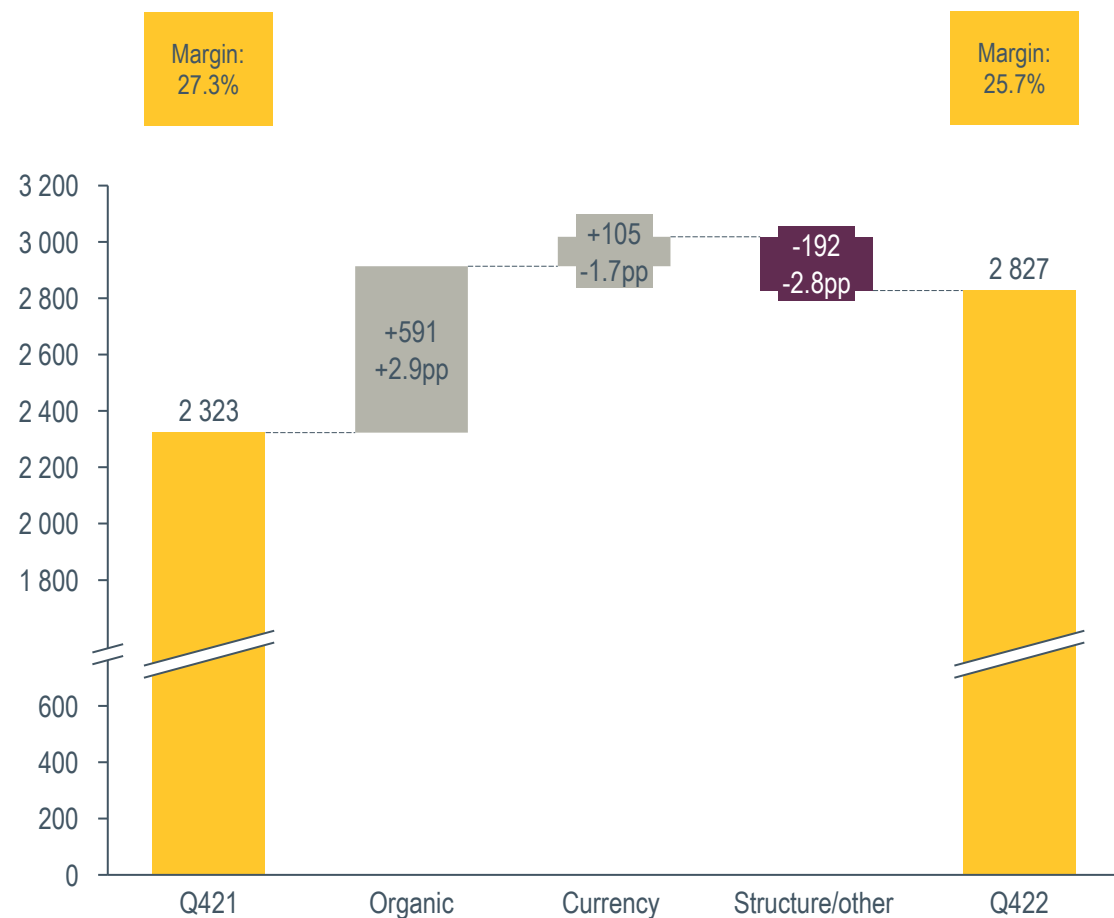


Segment: Equipment & Service

- Orders received MSEK 10 926, -2% organic
 - E&S, excl. Russia +7% organic
- Revenues +12% organic
- Reported operating profit MSEK 2 827 (2 323)
- Adjusted operating profit MSEK 2 827 (2 156)
 - Adjusted margin at 25.7% (25.4)
- Several acquisitions
- Regional Parts & Services divisions



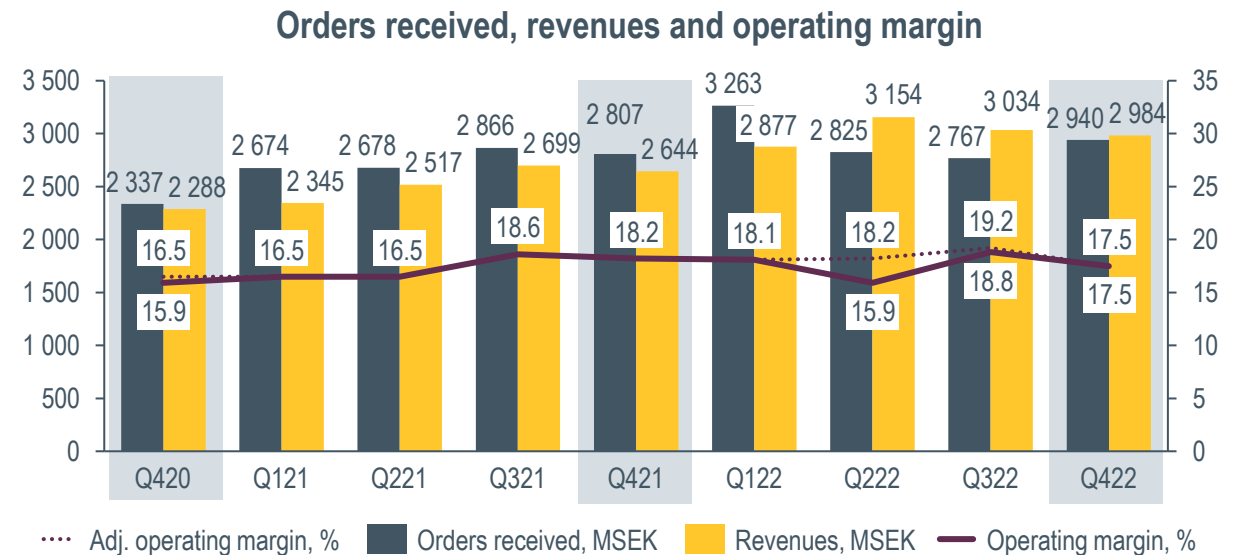
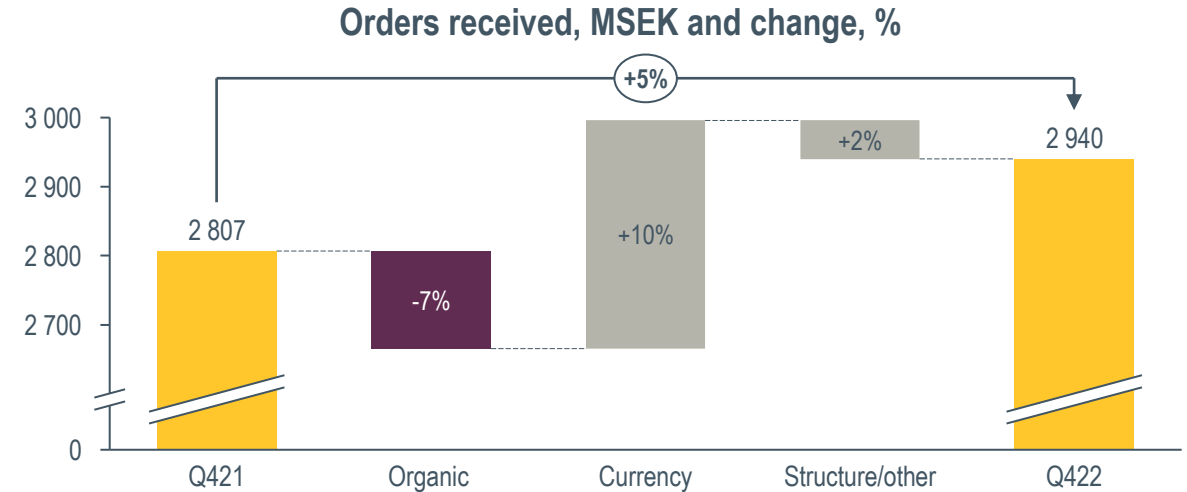
Equipment & Service: Profit bridge



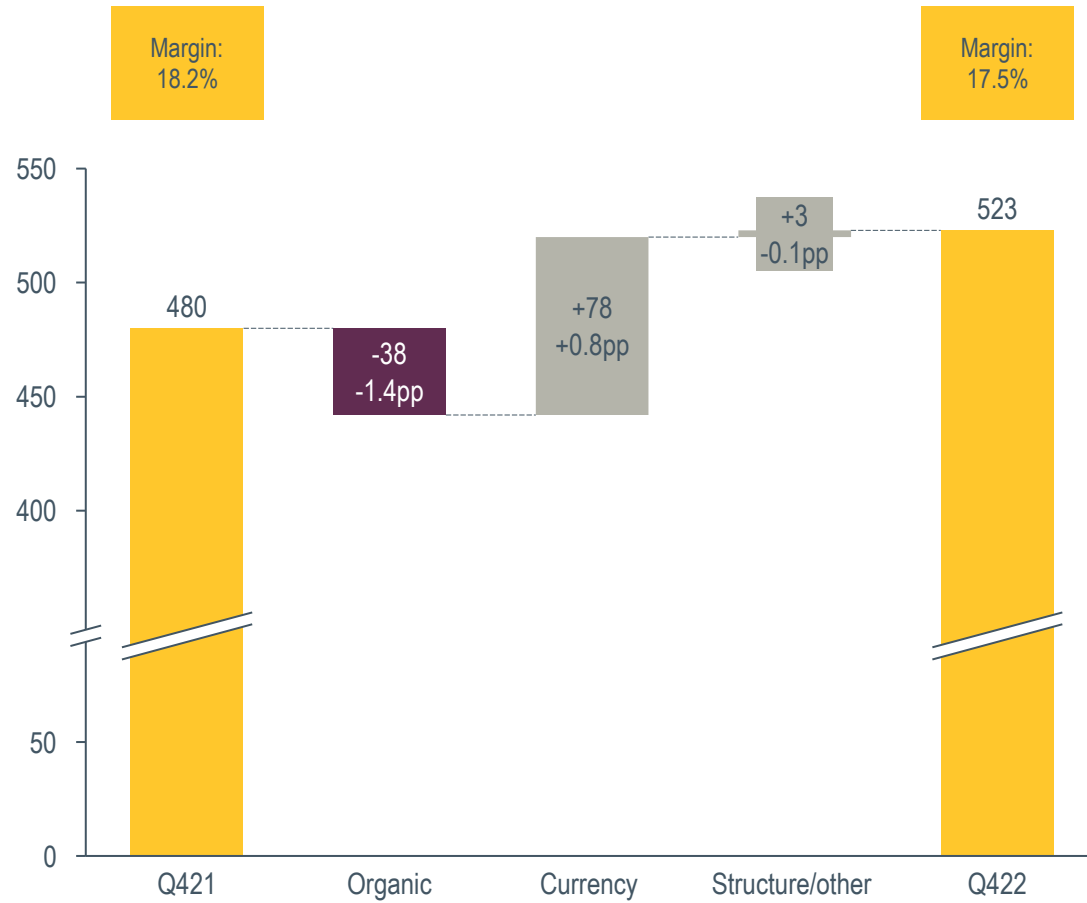
Segment: Tools & Attachments



- Orders received MSEK 2 940, -7% organic
 - T&A excl. Russia, -4% organic
- Revenues MSEK 2 984, +1% organic
- Operating profit MSEK 523 (480)
 - Operating margin of 17.5% (18.2)



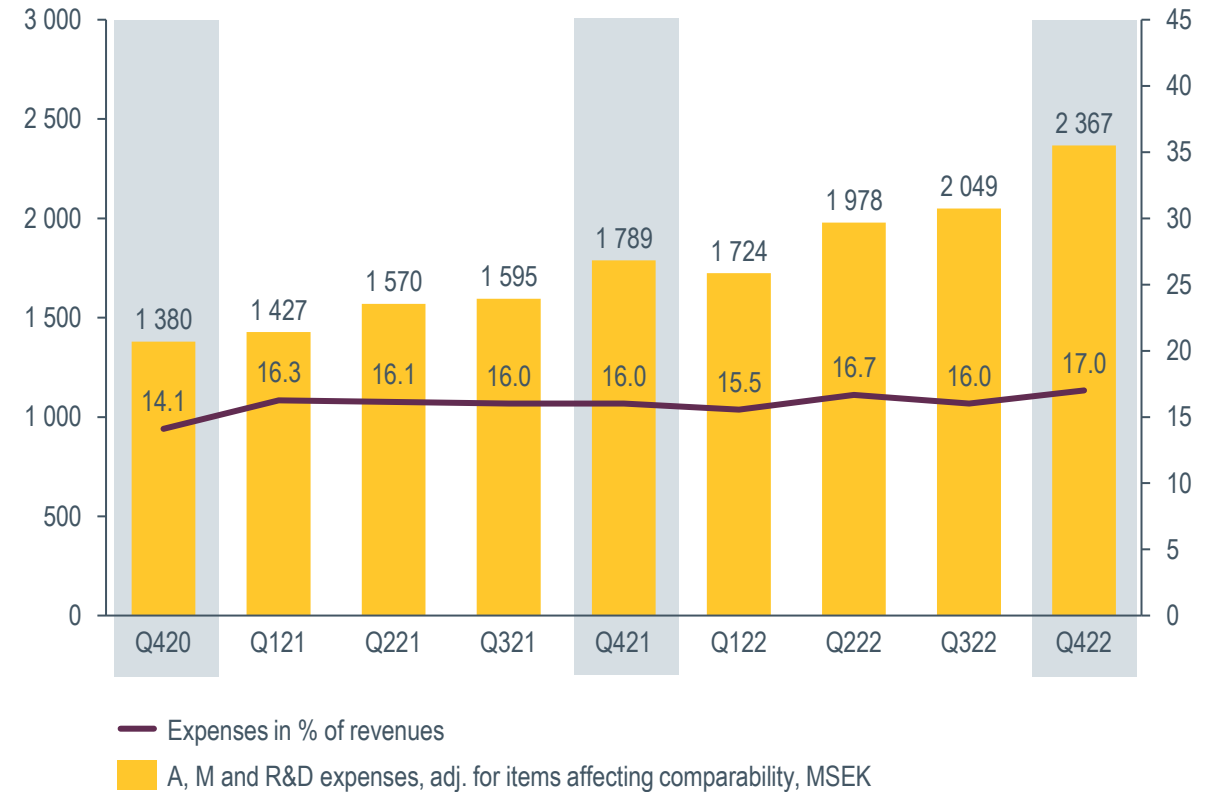
Tools & Attachments: Profit bridge



Costs, net financials and tax

- Increased costs
 - Acquisitions and currency
 - Growth and activity
 - R&D
- Net financial items MSEK -189 (-27)
 - Interest net MSEK -67 (-25)
- Tax expense MSEK -651 (-510)
 - Effective tax rate 21.4% (19.9)

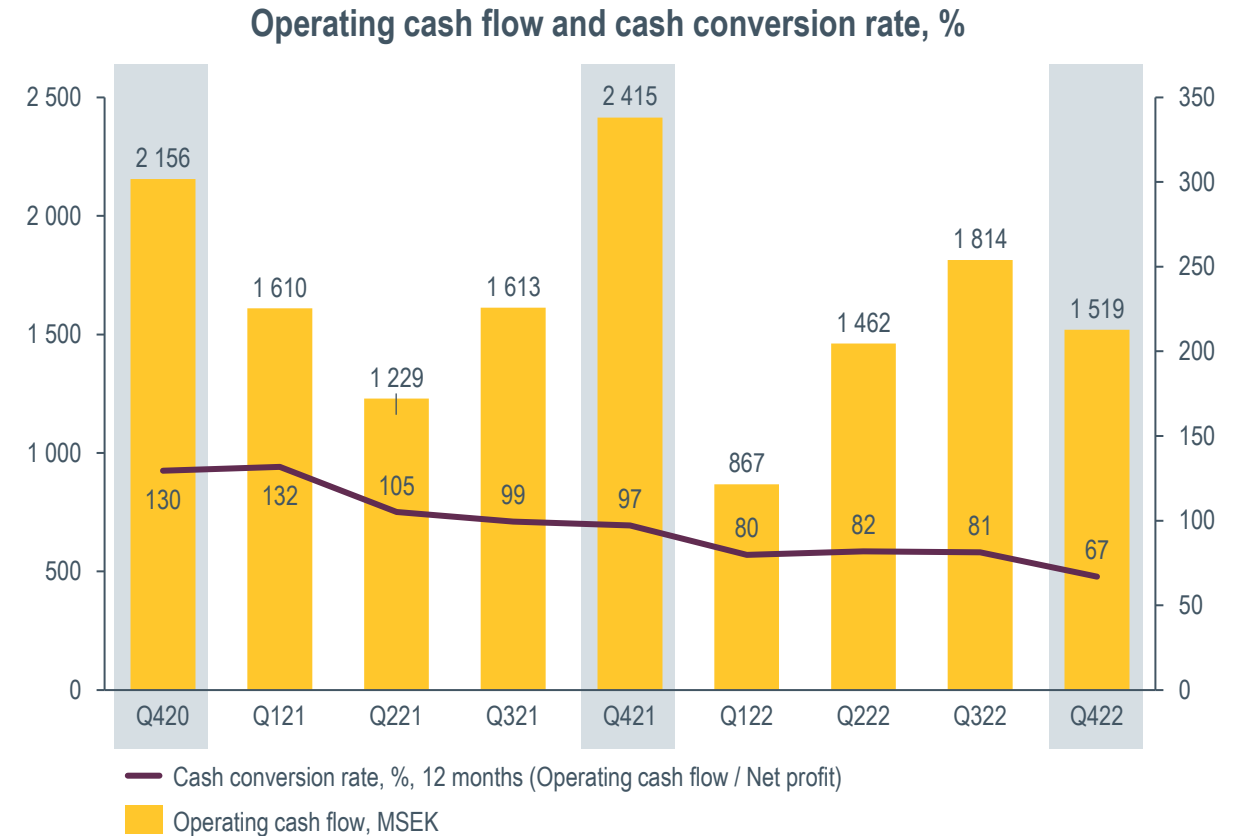
Administration, marketing and R&D expenses



Operating cash flow



MSEK	Q4 22	Q4 21
Operating profit	3 235	2 594
Depreciation, amortization and impairment	651	491
Capital gain/loss and other non-cash items	124	-148
Net financial items received/paid	-263	-17
Taxes paid	-910	-470
Change in working capital	-1 001	247
Investments, incl. rental equipment*	-369	-357
Pension funding and other**	52	75
Operating cash flow	1 519	2 415
Acquisitions and divestments	-4 201	-578



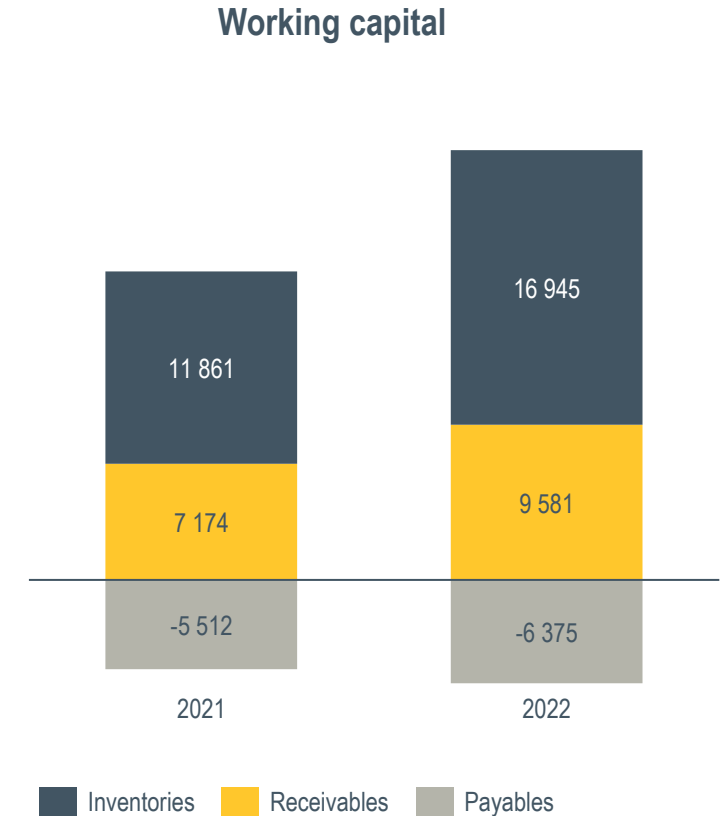
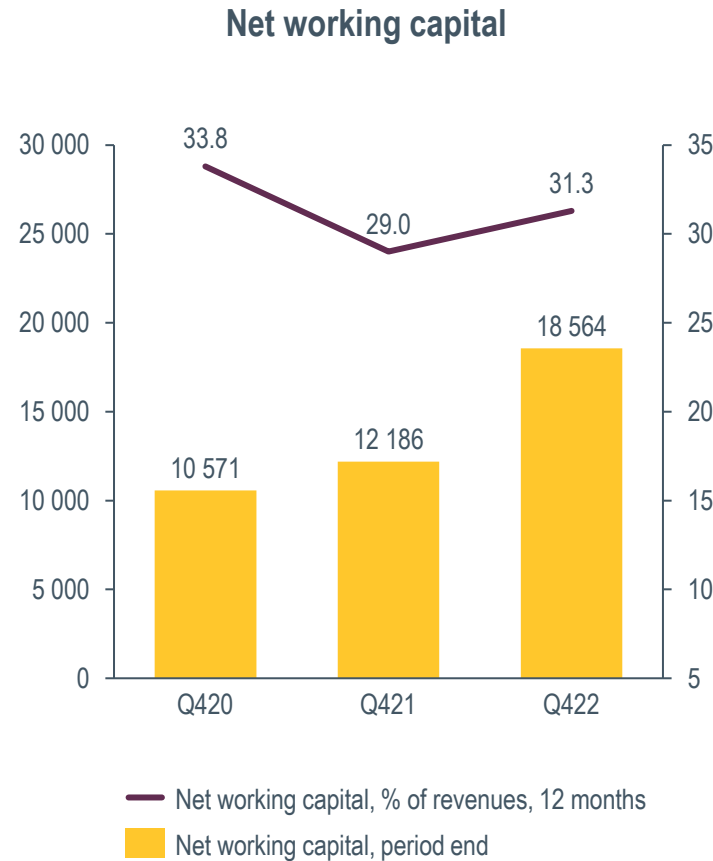
Q4 2022

* Investments include rental investments, net, other PPE, net, and intangible assets, net.

** Other includes adjustments for currency hedges of loans and proceeds to/from other financial assets, adjusted for divestment of Financial Solutions credit portfolios.

Working capital

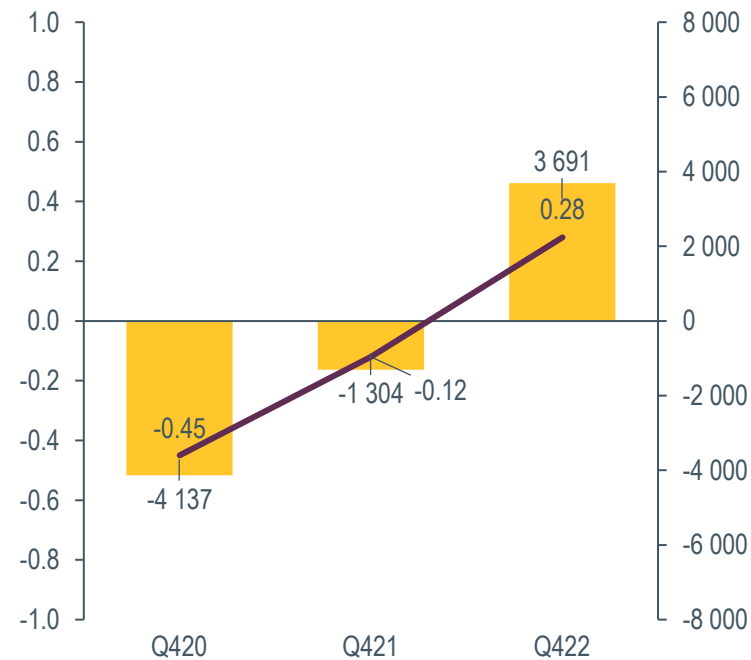
- Inventory reflecting strong demand and supply chain issues
- All time high for receivables
- Net working capital MSEK 18 564
 - Excl. acquisitions and fx +33%
 - 31.3% (29.0) of revenues



Capital efficiency

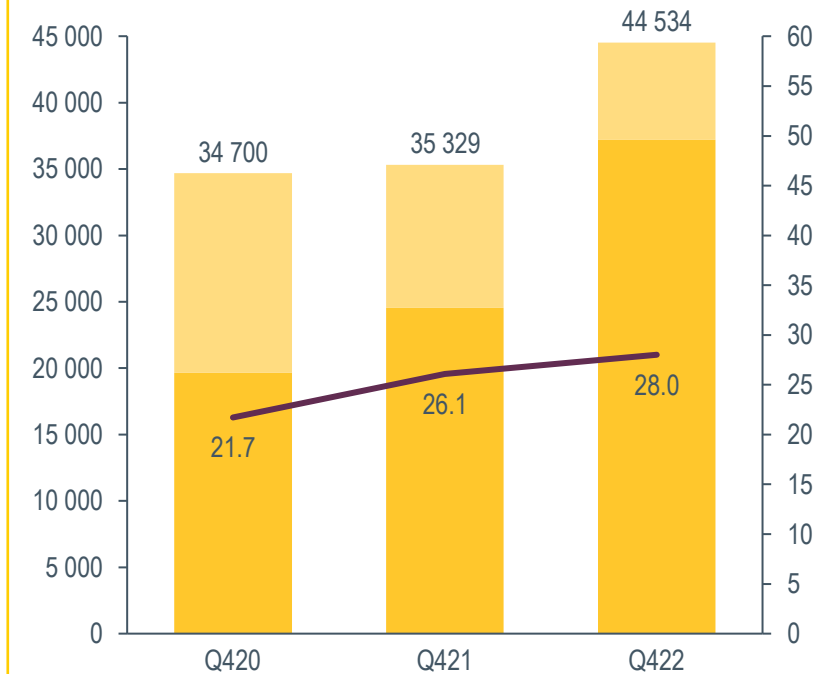
- Net debt at MSEK 3 691
 - Acquisitions MSEK -4 201
 - Dividend MSEK -1 809
 - Working capital
- Net debt/EBITDA 0.28 (-0.12)

Net debt and Net debt/EBITDA



— Net debt/EBITDA ratio
■ Net cash (-) / net debt (+), end of period, MSEK

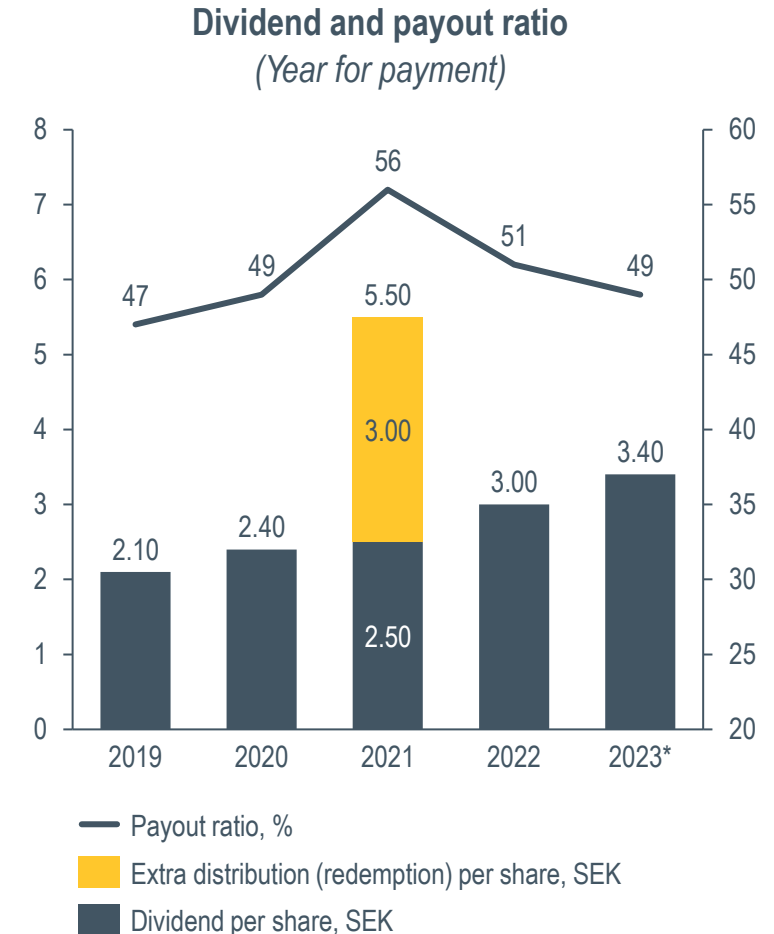
Capital employed and ROCE



— Return on capital employed, %, 12 months
■ Capital employed, cash, MSEK, period end
■ Capital employed, ex cash, MSEK, period end

Proposed distribution to shareholders

- Epiroc's goal is to provide long-term stable and rising dividends to its shareholders
 - The dividend should correspond to 50% of net profit over the cycle
- Proposed distribution to shareholders
 - Dividend of SEK 3.40 (3.00) per share
 - Two equal installments with record dates May 25 and October 24, 2023
 - MSEK 4 099 (3 619)



Summary



- Strong but challenging 2022
- High customer activity in Q4
- Profitable growth
- Dare to think new
- Innovations that make a true difference
- A stronger Epiroc than ever

Looking ahead



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

See more of Epiroc!



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



Q&A



Appendix: Russia

- Q4 2022
 - 3% organic order growth excl. Russia
 - Assets in Russia of MSEK 240, majority cash
- Previous information
 - Q3: All Russian orders (BSEK 1) removed from order book
 - Q3: Provision of MSEK -150
 - Q2: Cancellation of orders (MSEK 400)
 - Q2: Provision of MSEK -400
 - Q1: Deliveries into Russia stopped on March 1



United. Inspired.

Performance unites us, innovation inspires us,
and commitment drives us to keep moving forward.
Count on Epiroc to deliver the solutions you need
to succeed today and the technology to lead tomorrow.

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