

# Q4 and full year 2024

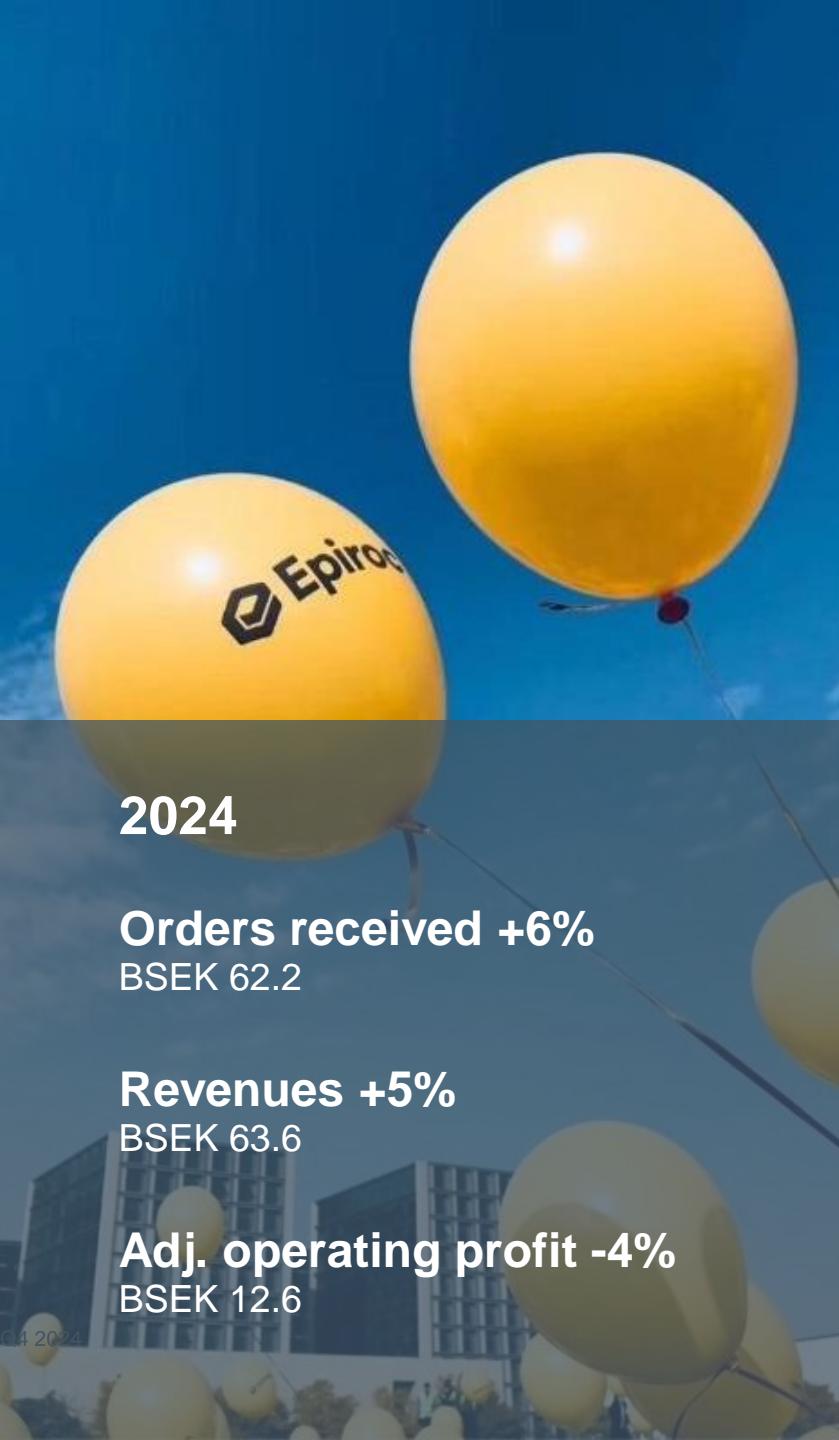
January 30, 2025

Helena Hedblom, President and CEO  
Håkan Folin, CFO



# Highlights 2024

- Record highs for orders received and revenues
  - Acquisitions
  - Strong mining, stable infrastructure and weak construction
- Operating profit lower, adj. EBIT margin 19.8% (21.7)
  - Weak construction, mainly impacting Attachments
  - Strong demand for strategic growth areas
  - Efficiency actions executed according to plan
- Ready for the next horizon of profitable growth
  - Increased portion of recurring and resilient revenue streams
  - Innovation leadership within automation, digitalization and electrification

A background image showing several yellow balloons floating in a blue sky. One balloon in the foreground has the Epiroc logo on it. The text '2024' is overlaid on the left side of the balloons.

2024

**Orders received +6%**  
BSEK 62.2

**Revenues +5%**  
BSEK 63.6

**Adj. operating profit -4%**  
BSEK 12.6

# Innovation leadership: Automation



## Market leader in mixed-fleet automation



### Autonomous load/haul

Epiroc equipment (used mainly underground) that is fully autonomous in operation, and other OEMs' equipment that has ASI Mining and/or RCT's Guidance/Automation technology with fully autonomous tramping capabilities (surface).



### Automated drill rigs

Mainly Epiroc equipment that is autonomous in operation, but in some cases need operator for tramping between areas. Since 2023, RCT mixed-fleet solutions for drill rigs are also included in the number.



### Teleremote

Remotely controlled equipment (Epiroc + other OEMs, surface and underground) using cameras and monitors.

**>3 450 driverless machines**

+21% vs 2023

**Mixed-fleet autonomous load/haul**  
**+20% to 900 (750)**

**Mixed-fleet automated drills**  
**+20% to 1 200 (1 000)**

**Mixed-fleet teleremote**  
**+23% to 1 350 (1 100)**

# Innovation leadership: Digitalization

Digital Solutions geared to scale with increasing customer demand

Strong orders for Digital Solutions  
+30% vs. 2023

 CONNECT



 AUTOMATE



 PROTECT



 PLAN



 OPERATE



 SUSTAIN



Current revenue

Large

Medium

Small

Scalability

Projects

Software & projects

Software & Projects

# Innovation leadership: Electrification



## From first movers to fast followers

Electrification share of Group revenues: 4.2%

### BEV

- BEV utilization more than doubled in 2024
- 39 mining sites have ordered BEV equipment
- 28% of sites with BEVs in operations have ordered more machines

### Product launches to meet various customer demands

- Minetruck MT66 S eDrive (Diesel + electric drivetrain)
- Minetruck MT42 SG Trolley (BEV + Trolley)
- Scooptram ST18 SG and SmartROC D65 BE (BEVs)
- Pit Viper 271 E (Cable electric)

\* Accumulated number of sites and repeat orders since the launch of the 2018 version of technology



# Highlights Q4 2024

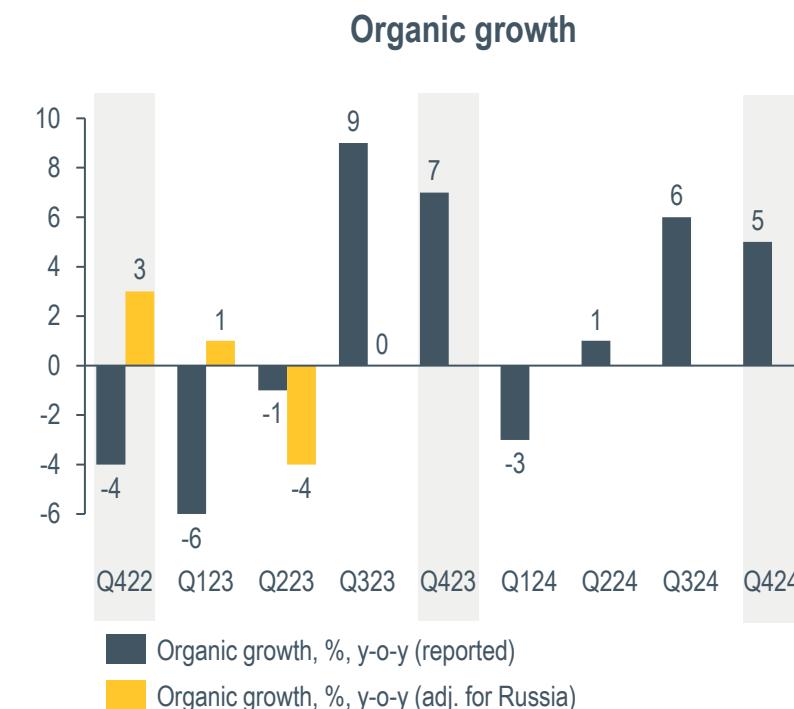
- Strong mining demand
  - MSEK 820 (680) in large orders, incl. MSEK 250+ within digital solutions
  - Good demand for Tools
- Mixed infrastructure
  - Solid tunneling and civil engineering
  - Weak construction demand, mainly impacting attachments

# Group orders received: Strong mining

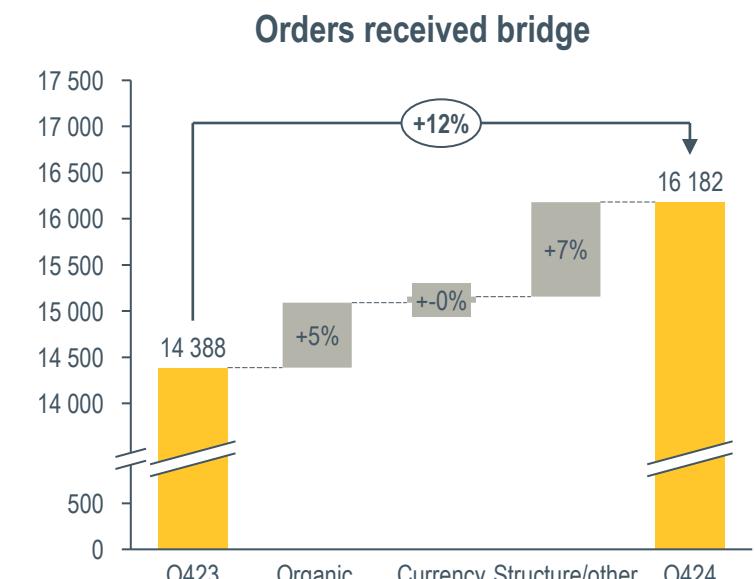
- Orders received +12%
- MSEK 16 182 (14 388)



- Strong mining
- Solid infrastructure and weak construction



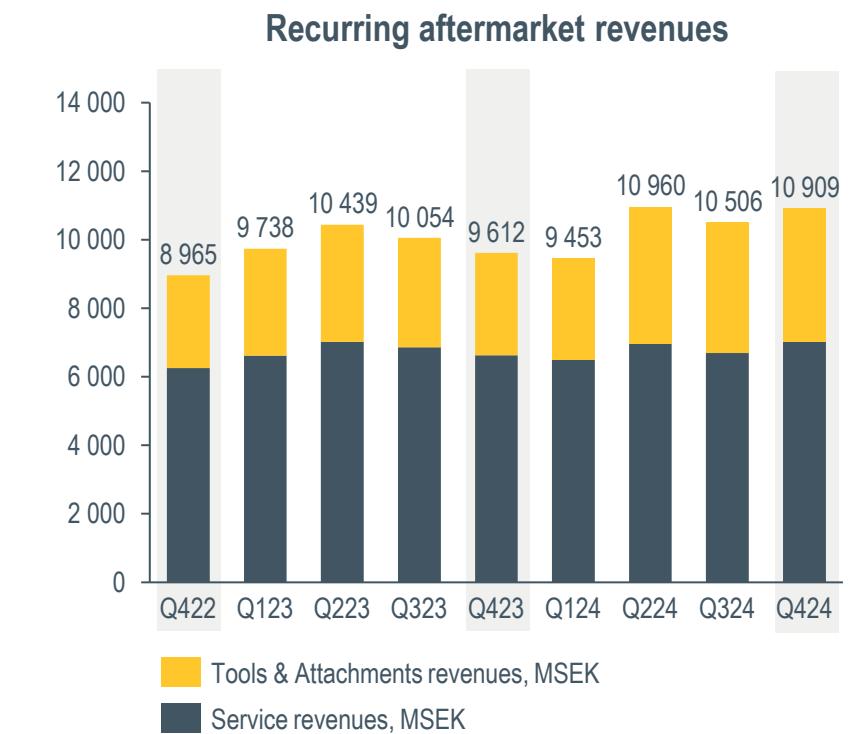
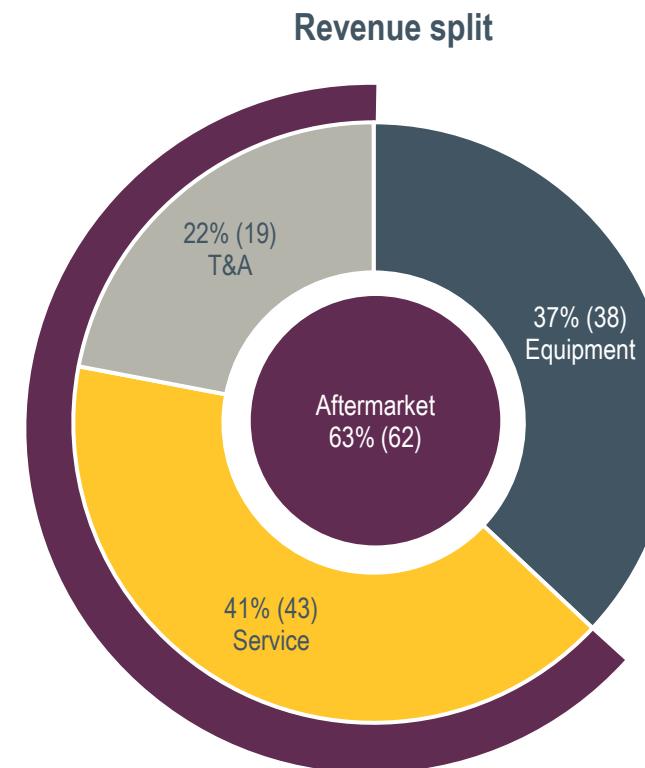
- +5% organic growth
- +7% acquisition growth





## Aftermarket

- High mining activity level with a particularly good demand for Digital Solutions and Tools
- Weak construction, impacting mainly Attachments





## Operational excellence

- Efficiency measures implemented according to plan
  - Sequential reduction of workforce by around -135\*
  - Full year reduction of workforce by -1 135\*
  - Further measures ongoing
- Sequential reduction of inventory by BSEK 1
  - More efficient in final modifications, leading to more deliveries



## Sustainability: People

- Improved safety
  - Focus on a strong safety culture
  - Total recordable injury frequency rate decreased to 4.3 (5.1)
- Employees up 4% to 18 874 (18 211)
  - Acquisitions
- Increased number and proportion of women
  - Employees 19.8% (19.0)
  - Managers 24.4% (23.4)



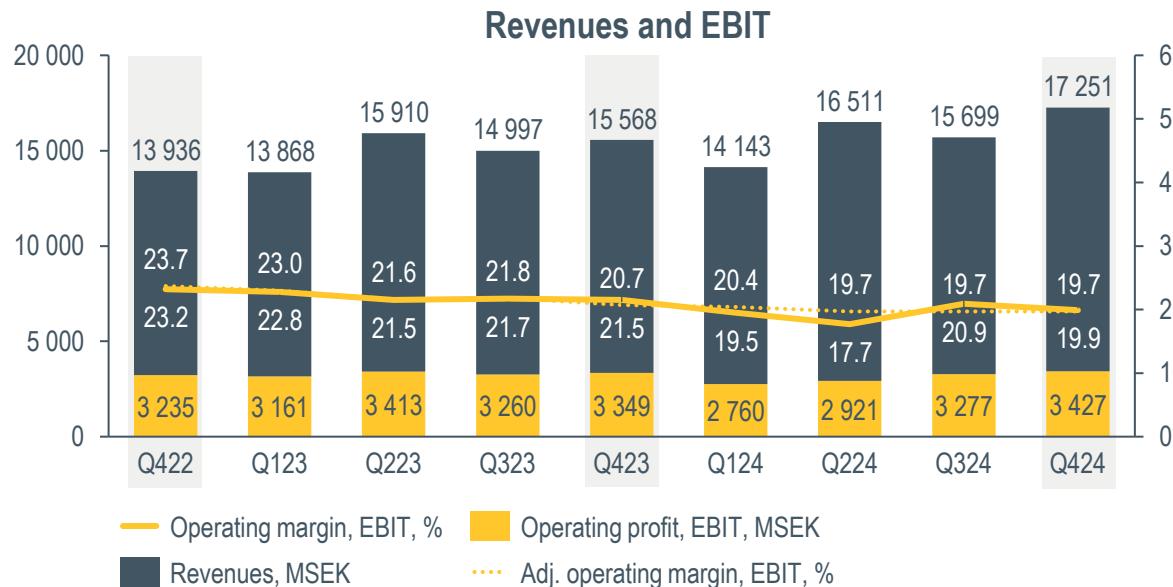
## Sustainability: Planet

- CO<sub>2</sub>e emissions from operations\* -9% to 17 153 (18 879) tonnes
  - Higher share of renewable energy purchased and installation of solar panels
- CO<sub>2</sub>e emissions from transport\* +8% to 101 010 (93 258) tonnes
- TIME Magazine: World's Best Companies in Sustainable Growth 2025



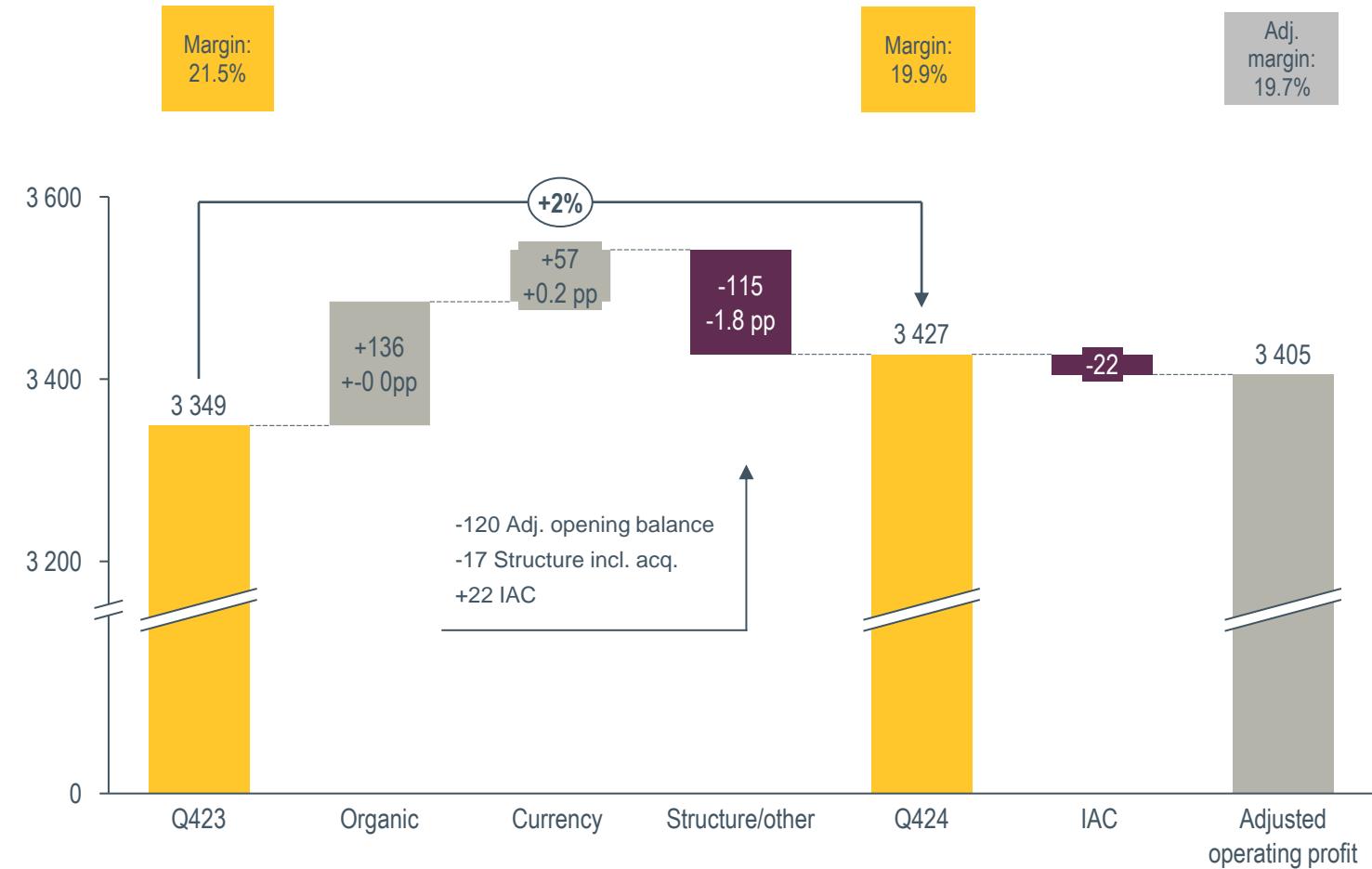
## Group revenues and EBIT

- Revenues increased 11% to MSEK 17 251, +4% organic
- Operating profit MSEK 3 427 (3 349), incl. IAC of MSEK 22 (120)
  - Earn-out of acquisition of MSEK -15 and change in provision for LTIP of MSEK 37 (-2)
- Adj. EBIT MSEK 3 405 (3 229), 19.7% (20.7)
  - Dilution from acquisitions -1.4 percentage points





## Group EBIT profit bridge

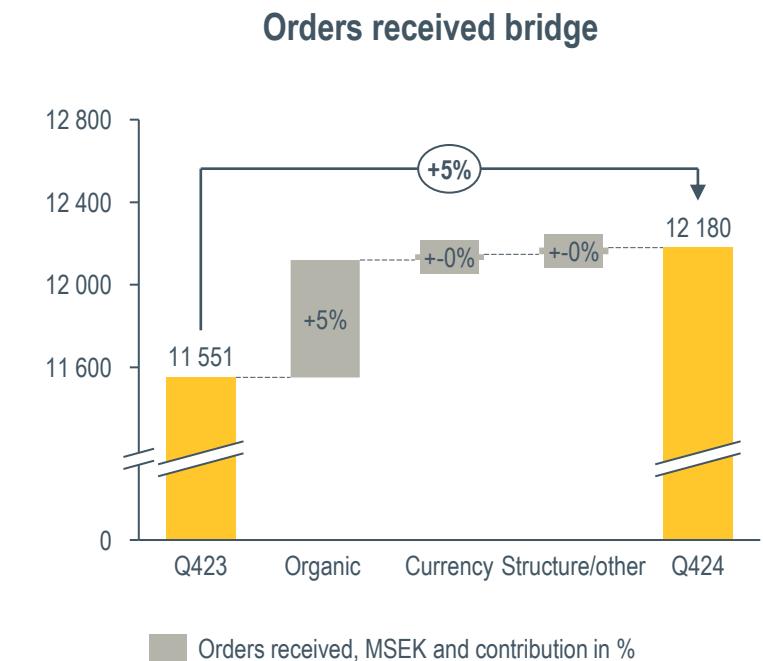
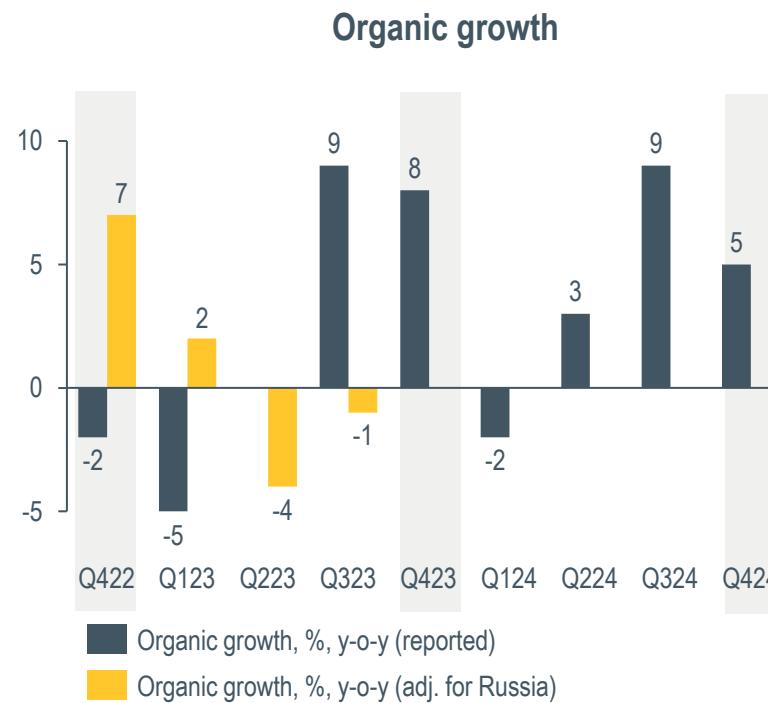


# Equipment & Service orders received: Strong mining

- Orders received +5%
- MSEK 12 180 (11 551)

- High mining activity
- Large orders MSEK 820 (680)
- Digital solutions strong

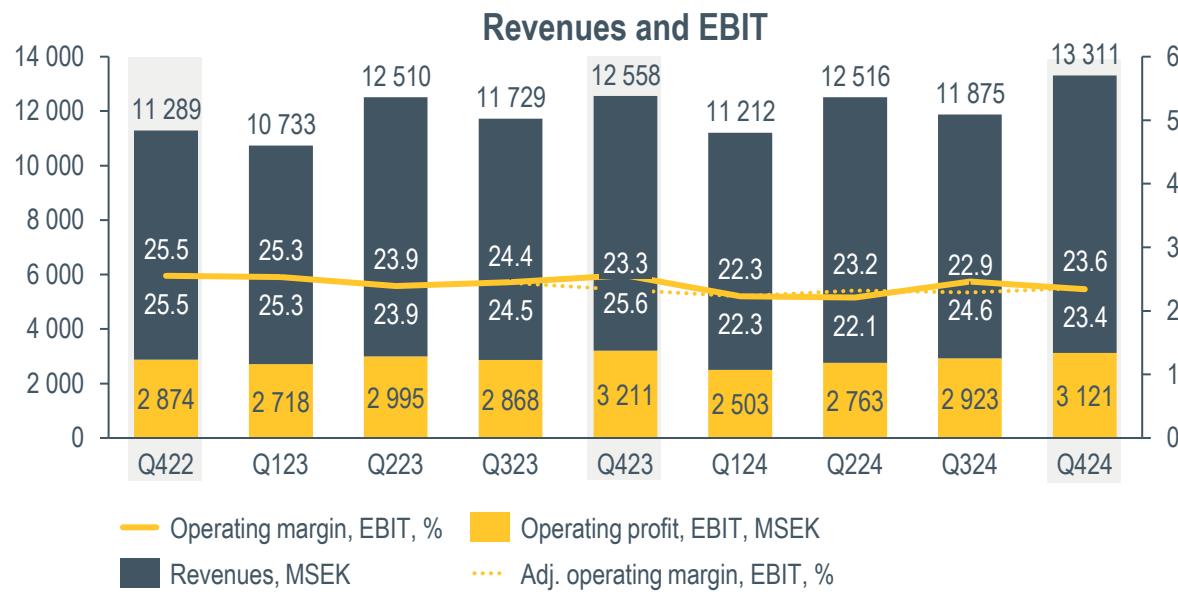
- +5% organic growth





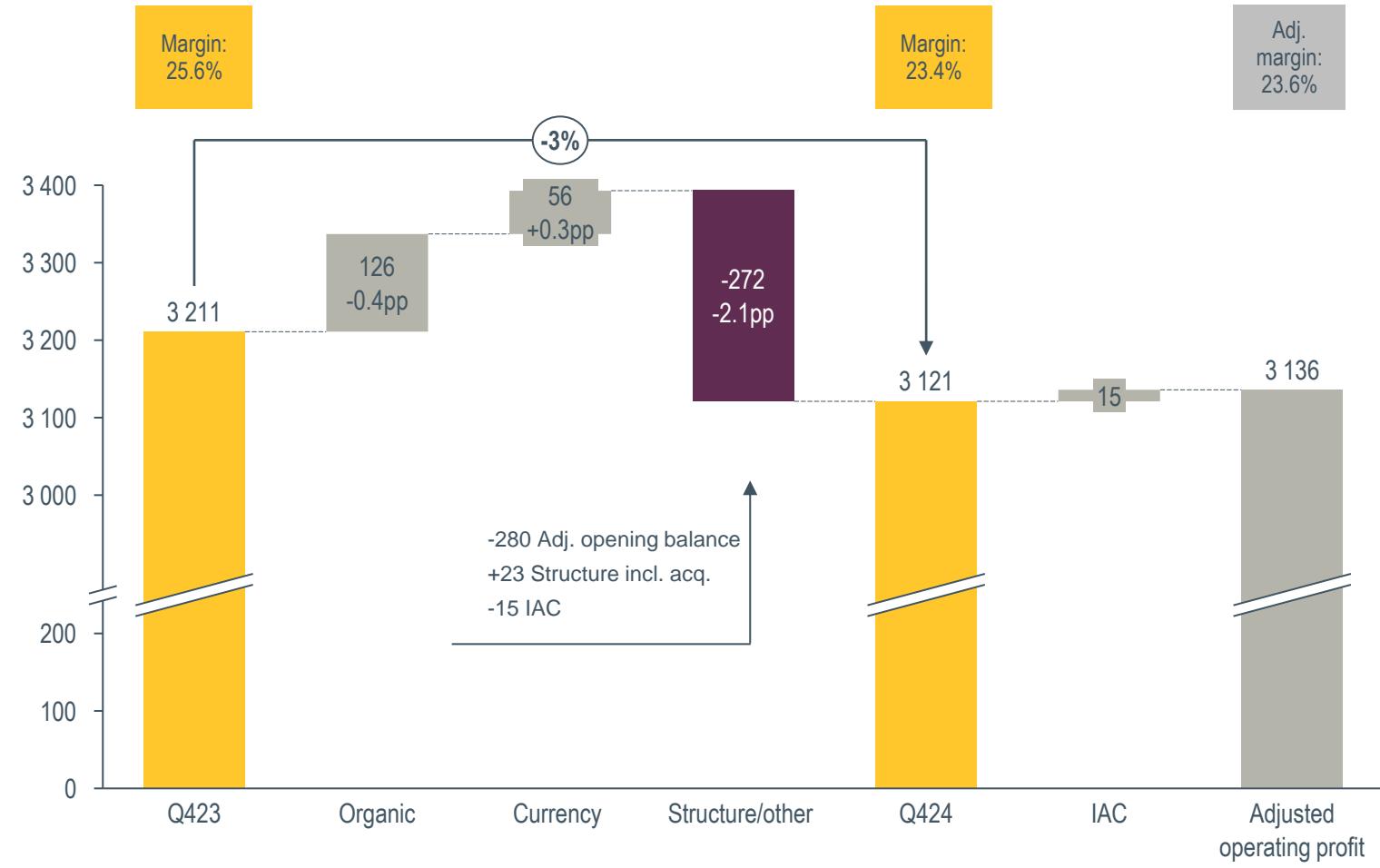
## E&S revenues and EBIT

- Revenues +6% organic to MSEK 13 311 (12 558)
- Operating profit MSEK 3 121, incl. IAC of MSEK -15 (280)
  - Earn-out for the acquisition of RCT
- Adj. EBIT MSEK 3 136 (2 931) and adj. EBIT margin 23.6% (23.3)





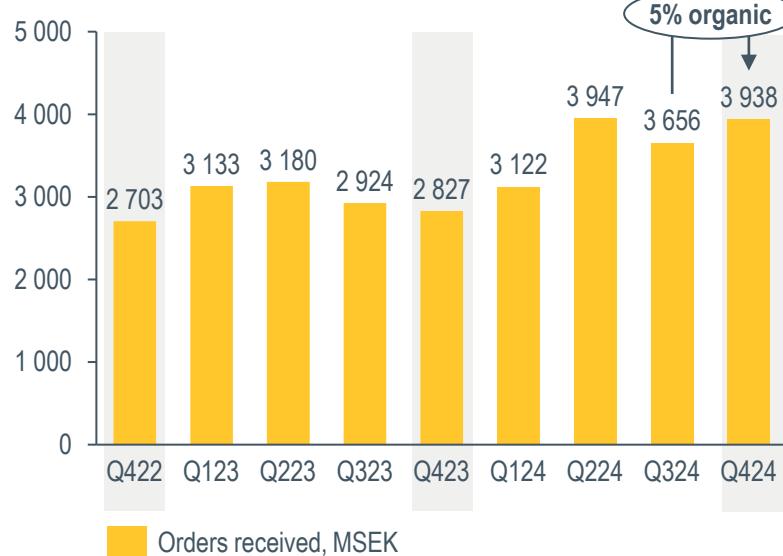
## E&S profit bridge



# Tools & Attachments orders received: Mixed demand

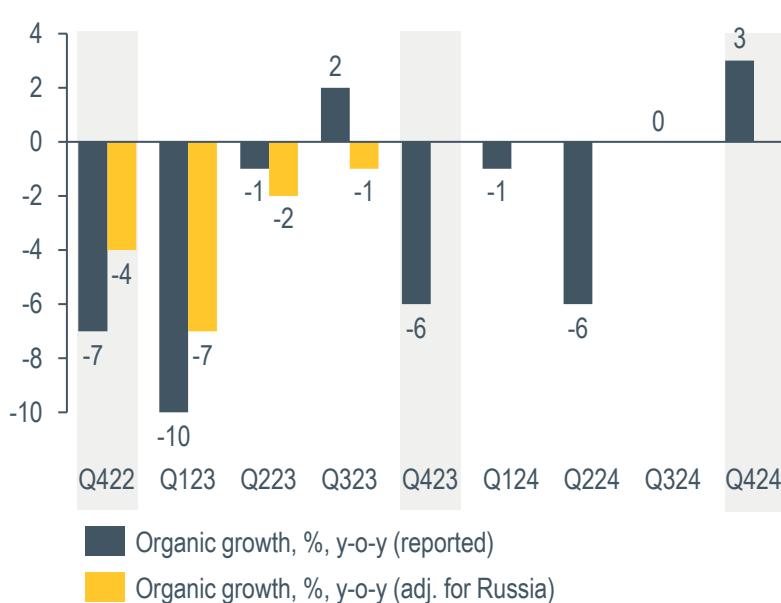
- Orders received +39%
- Acquisitions of Stanley Infrastructure and ACB+
- MSEK 3 938 (2 827)

Orders received



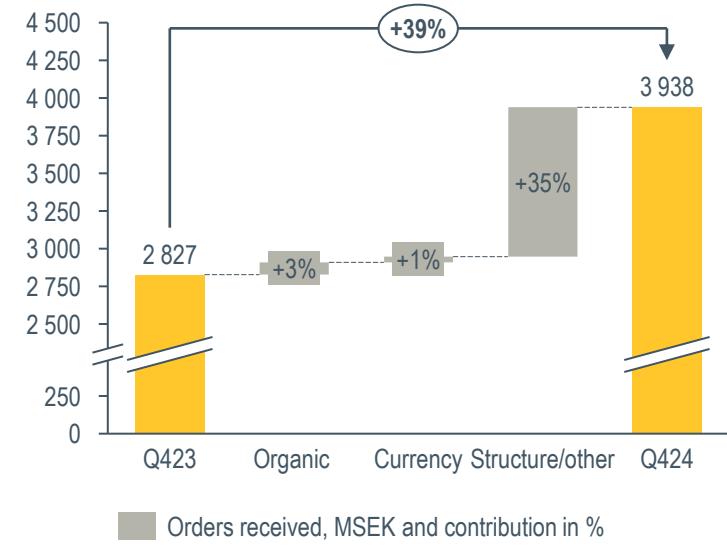
- Construction remained weak
- Good demand from mining customers

Organic growth



- +3% organic growth
- +35% acquisition growth

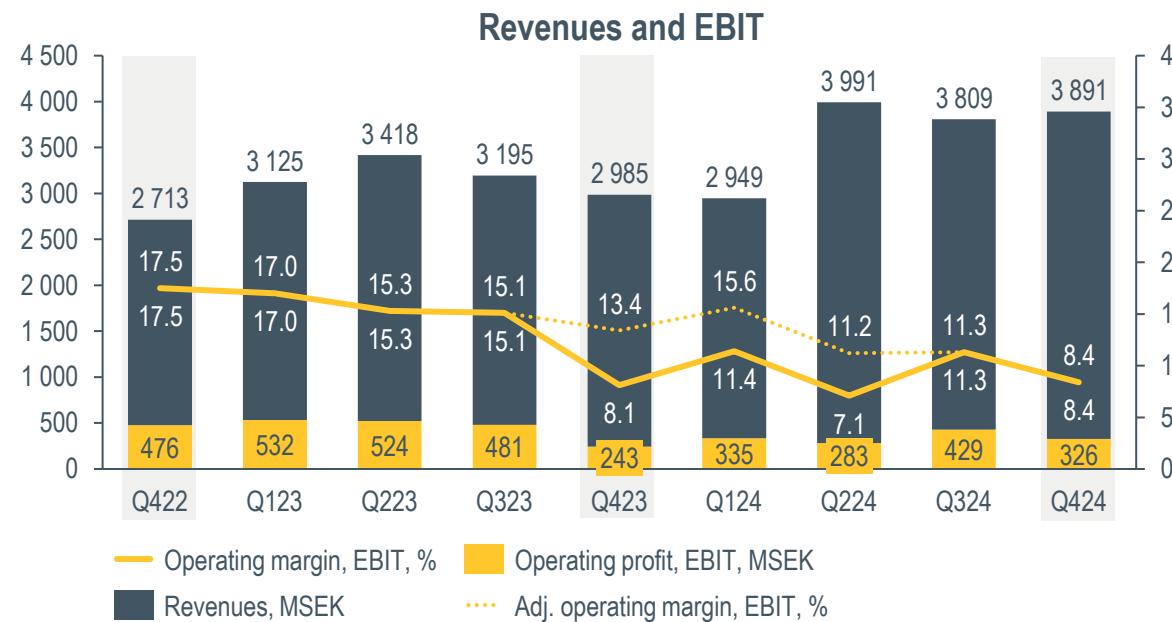
Orders received bridge





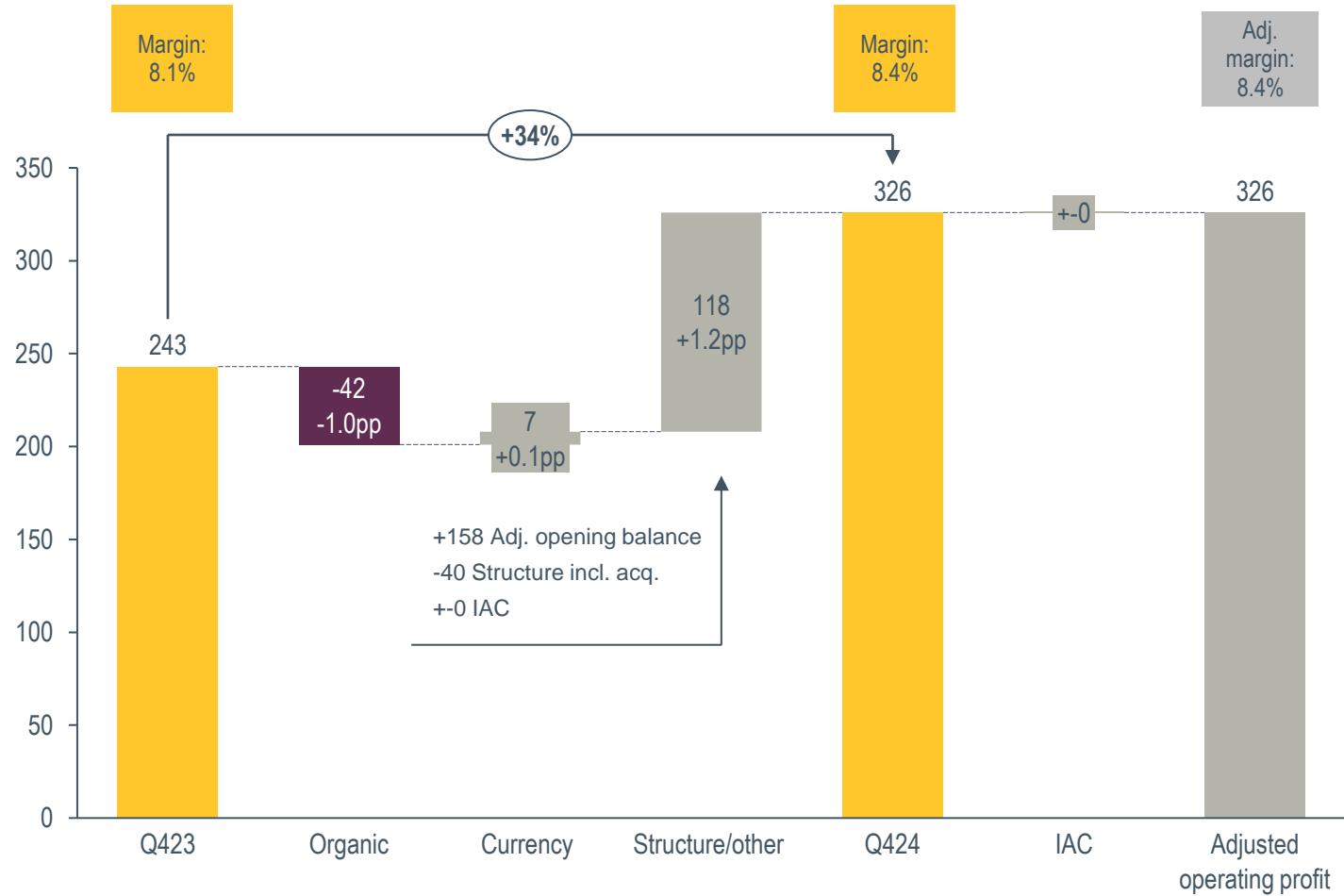
## T&A revenues and EBIT

- Revenues up 30% to MSEK 3 891, -1% organic
- Operating profit MSEK 326 (243)
  - EBIT margin 8.4% (8.1), of which dilution from acquisitions -4.0 percentage points



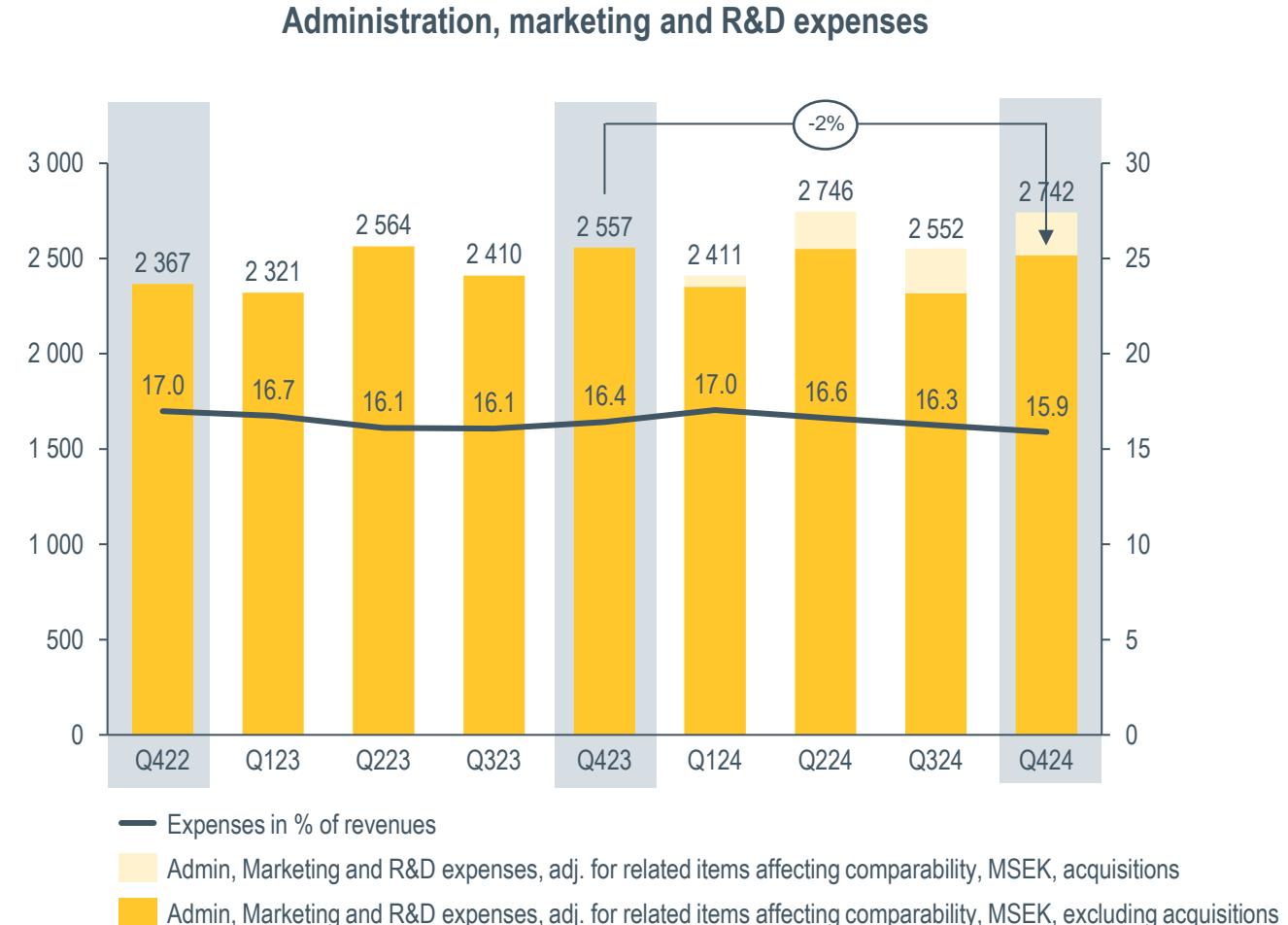


## T&A profit bridge



# Costs, net financials and tax

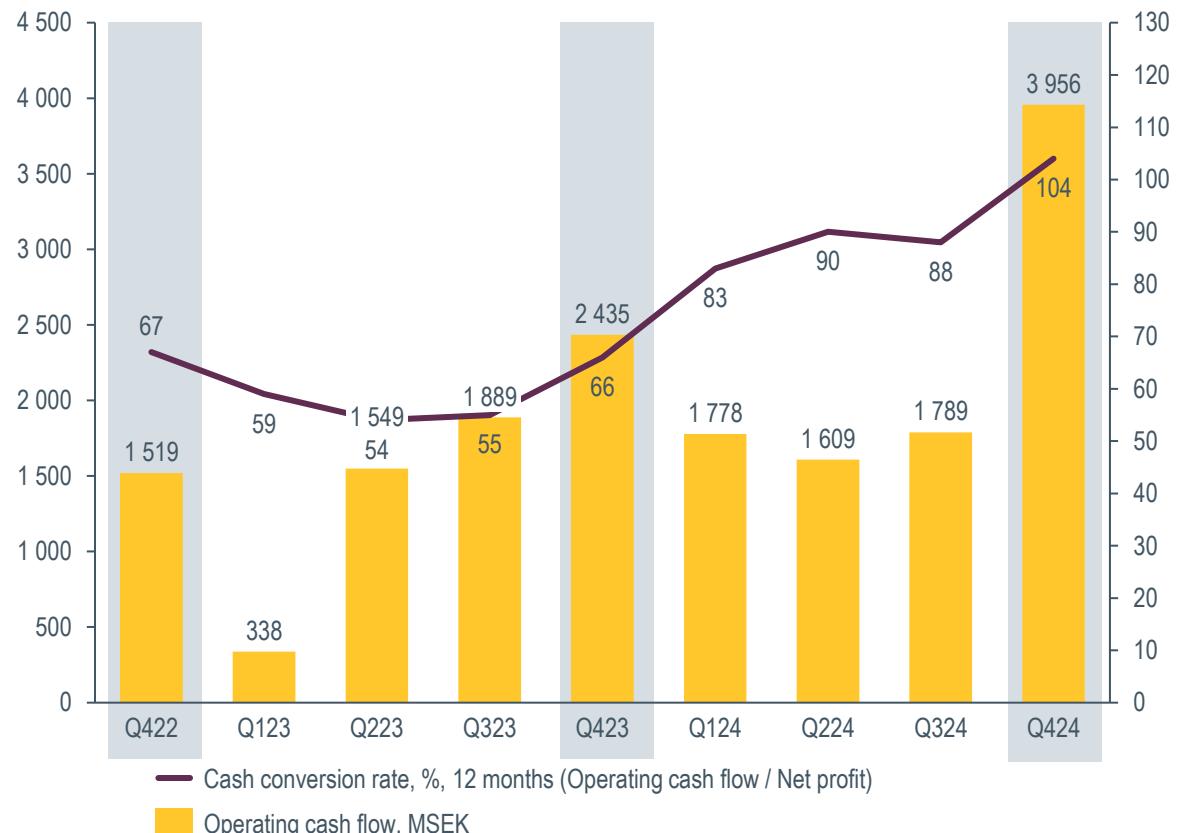
- Admin, marketing and R&D
  - Higher costs, but down for comparable units
  - Increased investments in R&D
- Net financial items MSEK -301 (-435)
  - Interest net MSEK -248 (-110)
- Tax expense MSEK -747 (-646)
  - Effective tax rate 23.9% (22.2)



# Operating cash flow

- Operating cash flow increased to record high MSEK 3 956 (2 435)
- Strong invoicing of equipment
- Positive contribution from increased profit

Operating cash flow and cash conversion rate, %



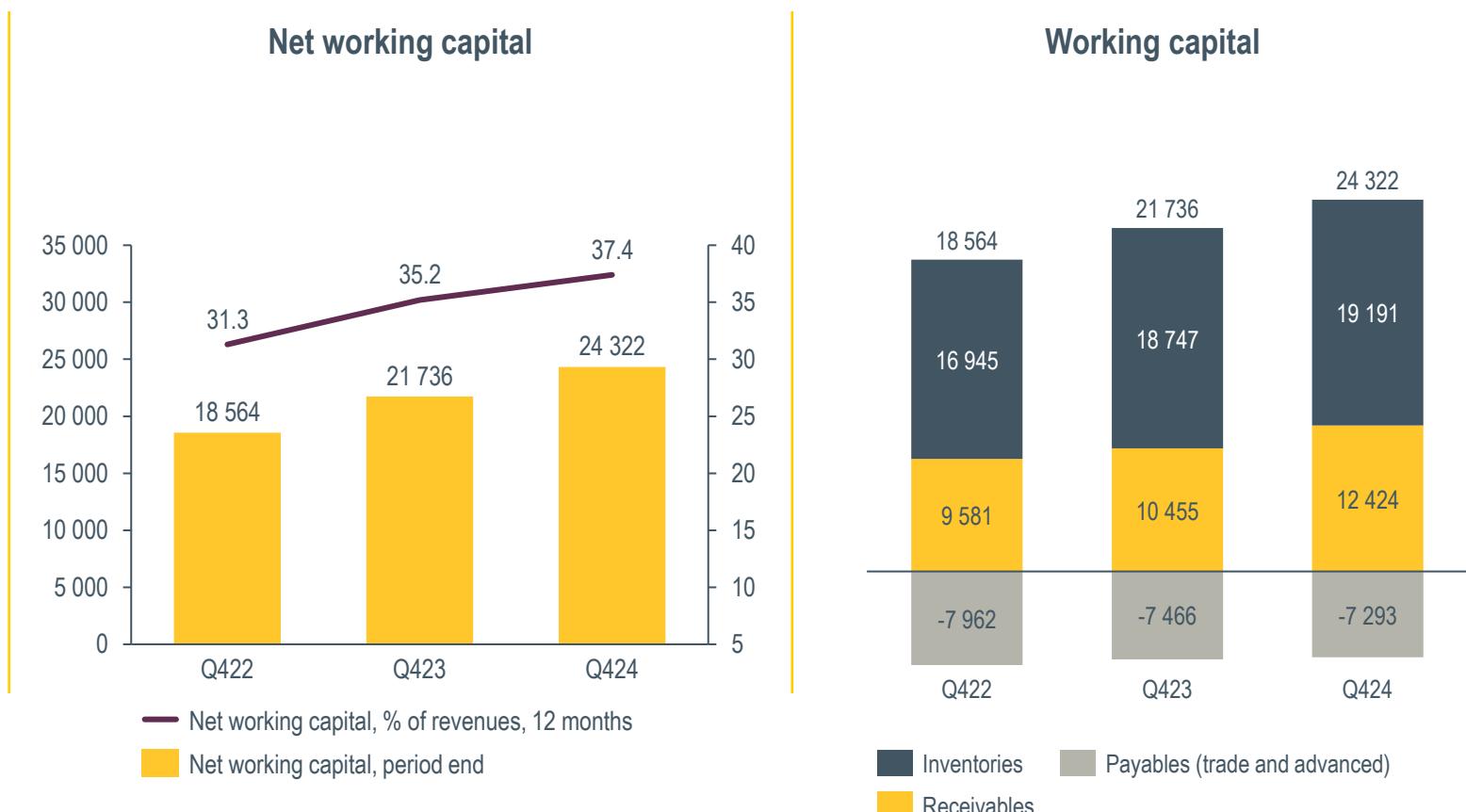
\* Investments include rental investments, net, other PPE, net, and intangible assets, net.

\*\* 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

## Year-on-year

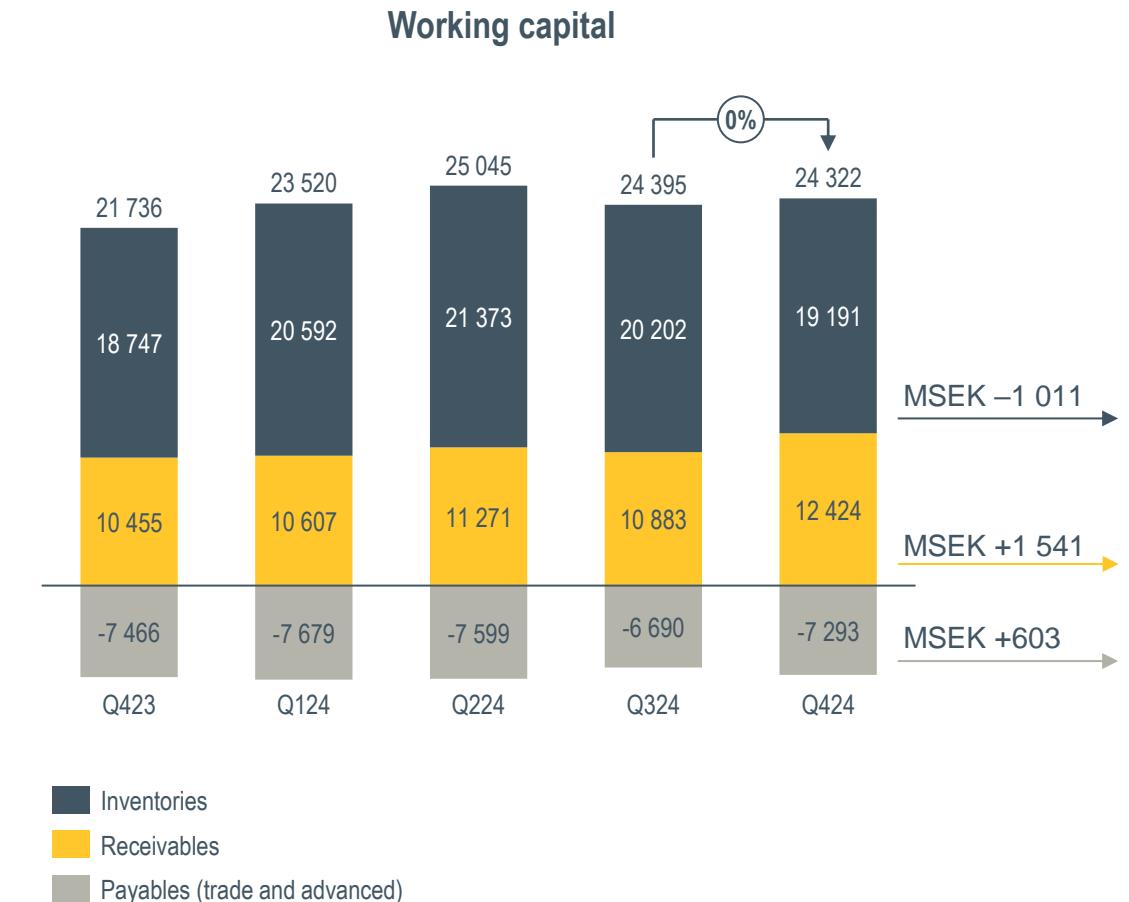
- Net working capital +12% to MSEK 24 322 (21 736)
  - Acquisitions and currency
  - 37.4% (35.2) of revenues



# Working capital

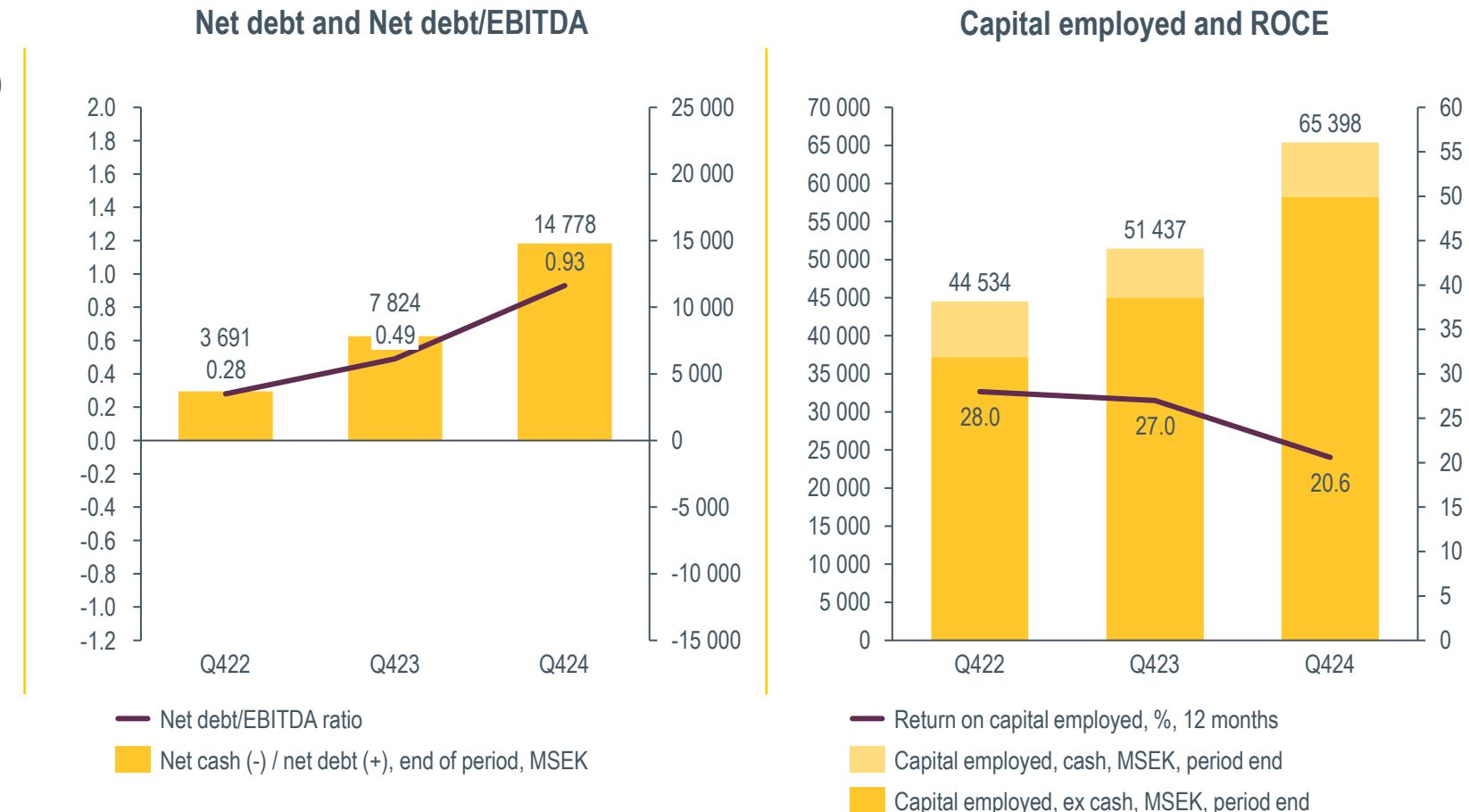
## Sequentially

- Sequentially, the working capital has decreased
  - Inventory reduced by MSEK 1 011
  - Receivables increased by MSEK 1 541
  - Payables increased by MSEK 603
- Working capital in relation to sales decreased sequentially to 37.4% from 38.0%



# Capital efficiency

- Net debt at MSEK 14 778 (7 824)
  - Acquisitions
- Net debt/EBITDA 0.93 (0.49)
- ROCE 20.6% (27.0)
  - Acquisitions and higher intangible assets, such as goodwill
- 46% green long-term financing

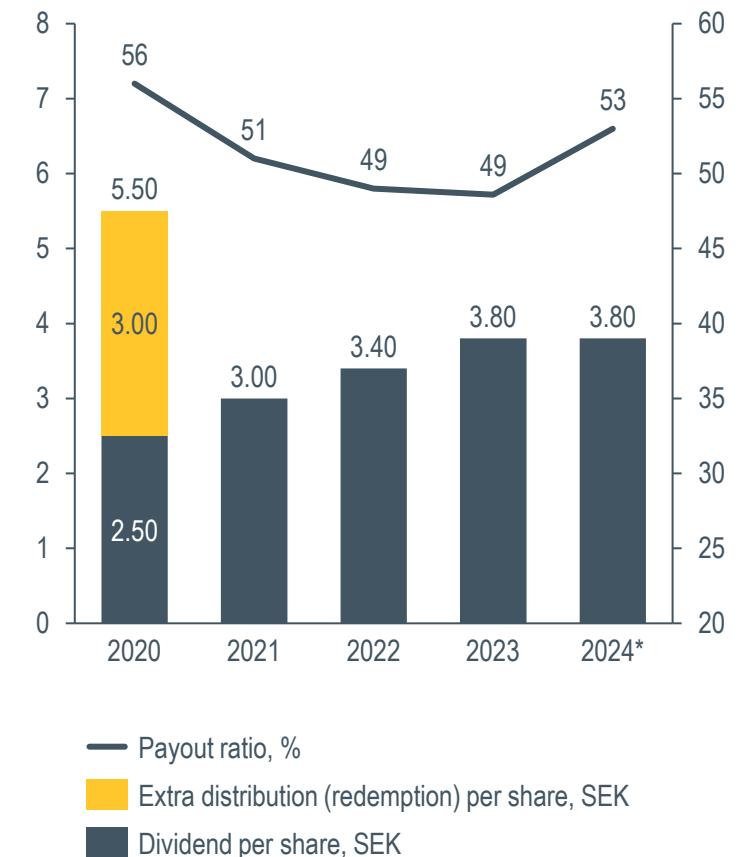


# Dividend\*



- Dividend of SEK 3.80 (3.80) per share
- Two equal installments with record dates May 12 and October 14, 2025
- MSEK 4 592 (4 591)

Dividend and payout ratio



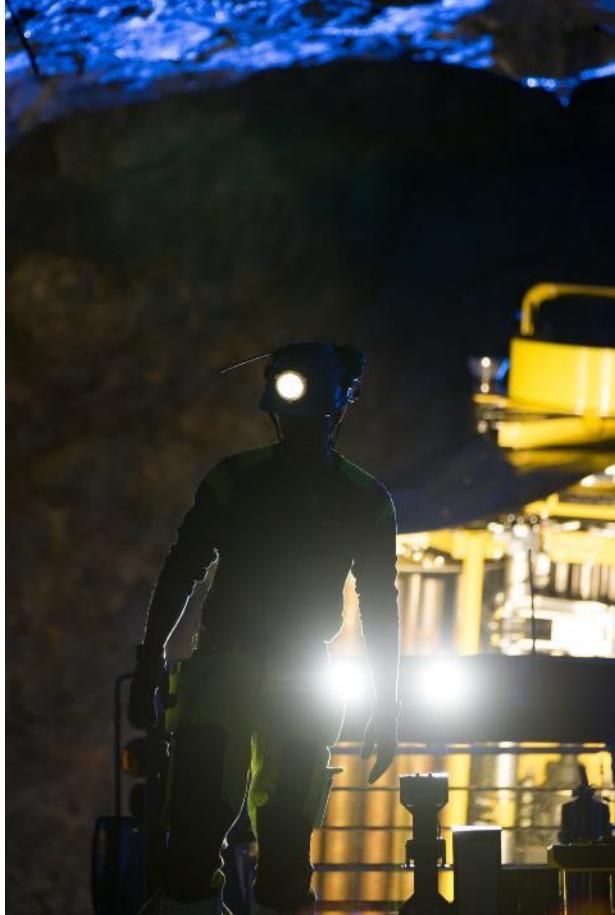
\* Proposed by the Board to the AGM. The dividend for the fiscal year 2024 is to be paid out in 2025.

# Summary



- Strong mining (78% of orders)
  - Organic growth for both equipment and service
  - Large orders MSEK 820 (680)
- Mixed infrastructure (22% of orders)
  - Solid tunneling and civil engineering
  - Weak construction
- Record-high revenues
- Record high cash flow
- Innovation leadership

# Looking ahead



*In the near term, we expect that the underlying mining demand, both for equipment and aftermarket, will remain at a high level, while the demand from construction customers is expected to remain weak*

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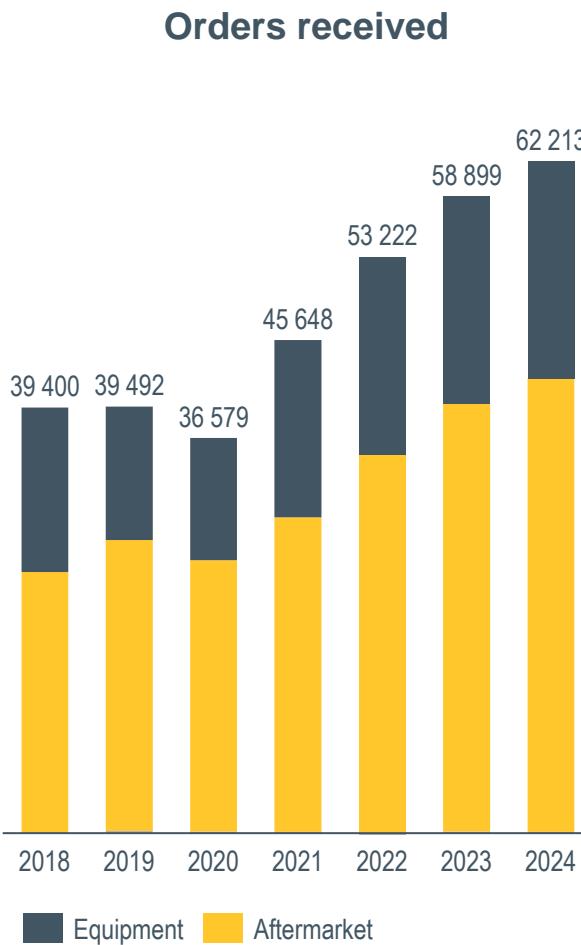
## Q&A



## Appendix



# A 152-year old start-up company and a leading productivity and sustainability partner



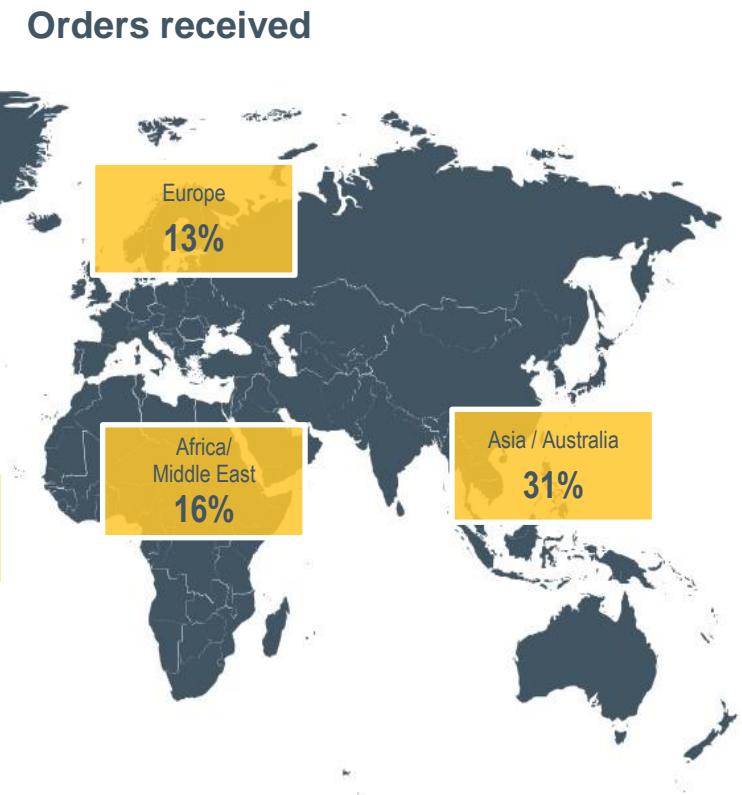
Revenues in  
~150 countries

→ ~ 19 000  
employees

EBIT margin\*  
19.5%

← Equipment\*  
33%

← Aftermarket\*  
67%



# Our strategy is our investment case

We accelerate the productivity and sustainability transformation in our industry

We have a high proportion of recurring business

We have a well-proven business model

Attractive niches

We focus on attractive niches with structural growth

Innovation

Aftermarket

Operational excellence

Outperformance

We create value for our stakeholders

Our success is based on sustainability and a strong corporate culture

# Financial goals at a glance

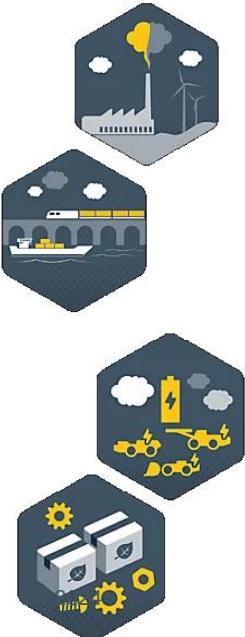


Goals	Description	Q4 2024	2024	2015-2024
<b>Growth</b>	Annual revenue growth of 8% over a business cycle.	11%	5%	9%
<b>Profitability (EBIT)</b>	Industry-best operating margin, with strong resilience over the cycle.	19.9% Adj. 19.7%	19.5% Adj. 19.8%	20.3% Adj. 20.8%
<b>Capital efficiency (ROCE)</b>	Improve capital efficiency and resilience. Investments and acquisitions shall create value.	20.6%	20.6%	25.0%
<b>Capital structure</b>	Have an efficient capital structure and have the flexibility to make selective acquisitions. The goal is to maintain an investment grade rating.	Rating <b>BBB+</b>		
<b>Dividend policy</b>	Provide long-term stable and rising dividends to its shareholders. The dividend should correspond to 50% of net profit over the cycle.	Dividend for 2024, paid in 2025: <b>SEK 3.80**</b> in two installments		<b>50% pay out (2018-2024)</b>

# 2030 goals for people and planet



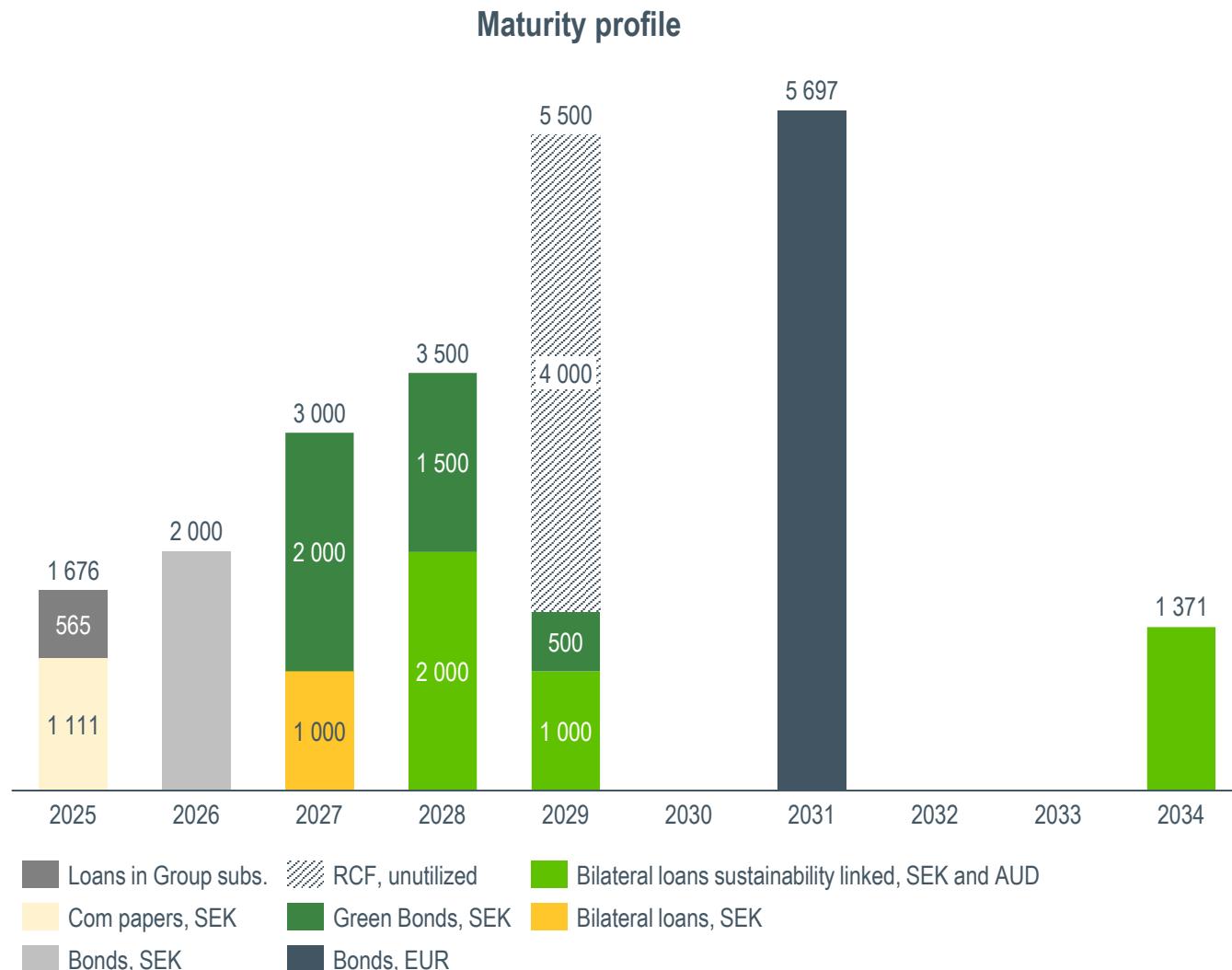
- No work-related injuries
- Balanced workforce and double the number of women in operational roles
- Have all employees and business partners comply with our Code of Conduct and Responsible Sales Assessment Process implemented



- Halve CO<sub>2</sub>e emissions in operations\*
- 90% renewable energy in own operations
- Halve transport CO<sub>2</sub>e emissions
- Offer a full range of emission-free products
- Halve CO<sub>2</sub>e emissions from machines sold\*
- Require 50% reduction of CO<sub>2</sub>e emissions from relevant suppliers



# Debt information and maturity profile



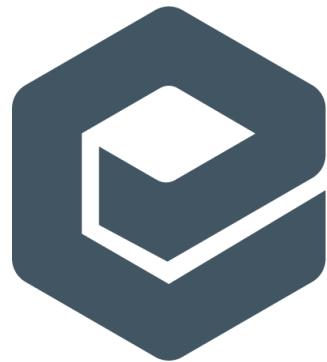
- Net debt/EBITDA: 0.93
- S&P rating: BBB+ Stable outlook
- External financing: BSEK 18.2
- 94% long term financing
- 46% green or sustainability linked
- 4.5 years average tenor (long-term)
- Average interest duration: 20 months
- Average interest rate: 4.21%
- 69% SEK financing

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and commitment drives us to keep moving forward.  
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to succeed today and the technology to lead tomorrow.

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# Epiroc

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