



Q2 2021

July 20, 2021

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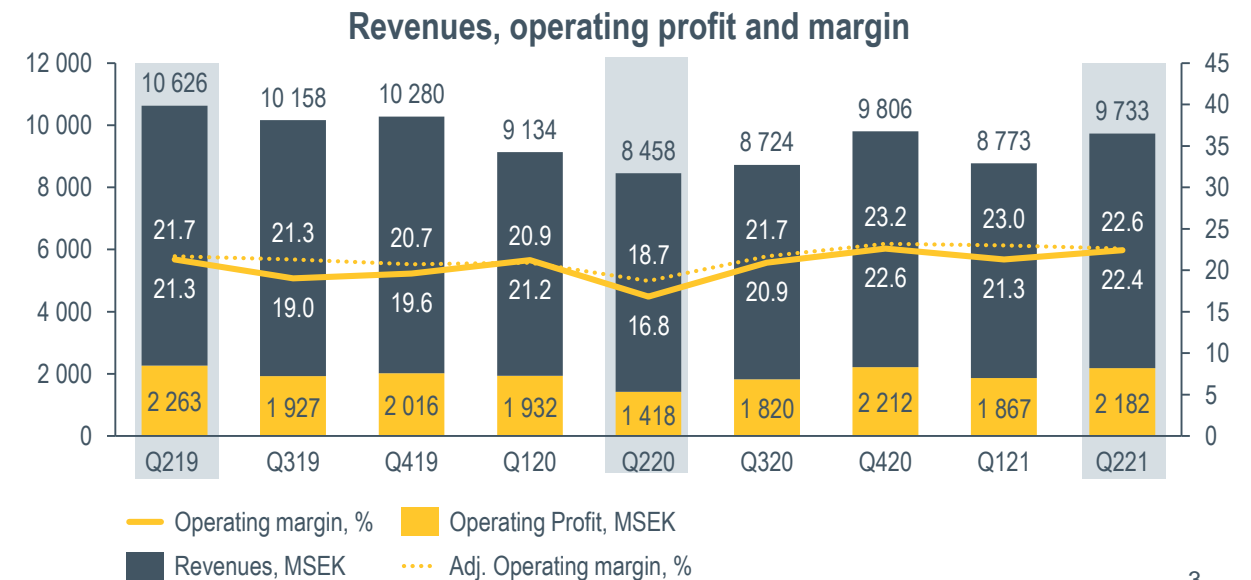
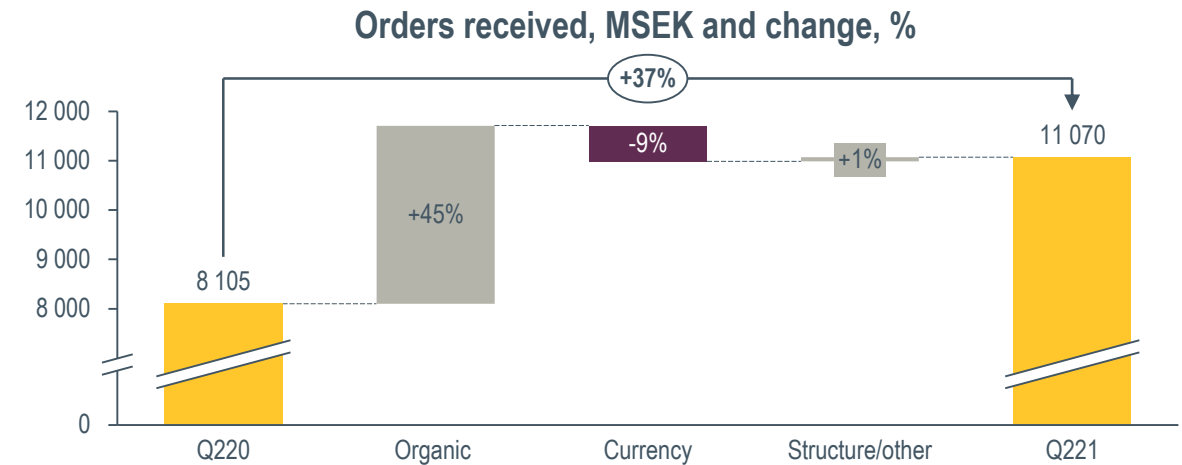
Highlights Q2 2021

- Record orders received
 - High customer activity
 - Strong demand for both aftermarket and equipment
- Covid-19 pandemic affects us all
 - Safety first
 - Limited impact on the business
- Increased revenues
 - Limited impact from supply-chain challenges
- Improved profitability
- Battery-electric advancements
- Several acquisitions announced – creating options for the future



Key financials

- Orders received up 37% to 11 070, +45% organic
 - Equipment +76% organic
 - Service +26% organic
 - Tools & Attachments +42% organic
- Organic revenue growth of 22%
- Operating profit increased 54% to MSEK 2 182 (1 418)
 - MSEK -15 (-165) affecting comparability
- Adjusted margin improved to 22.6% (18.7)
 - Reported margin 22.4% (16.8)
- Operating cash flow of MSEK 1 229 (1 963)

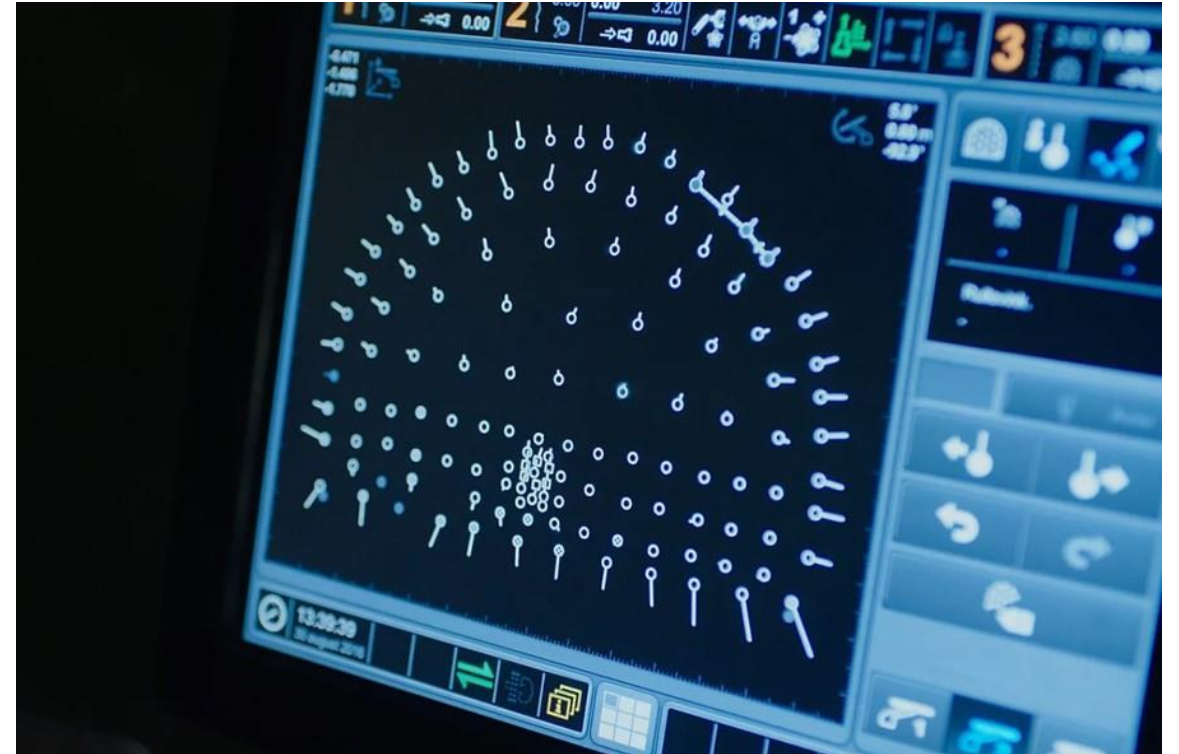


Leading productivity and sustainability partner



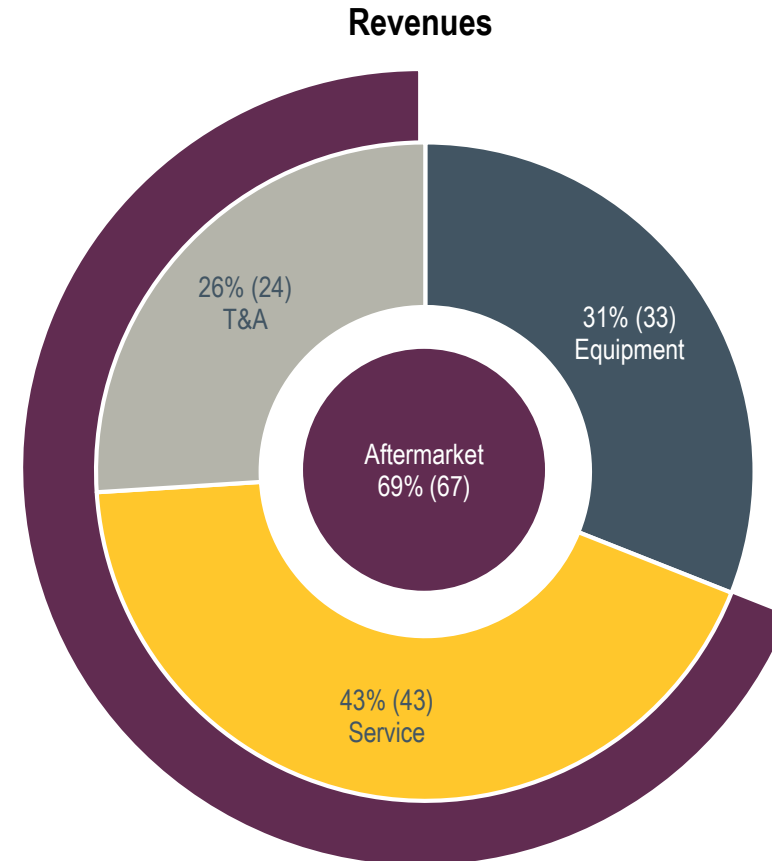
Innovations, acquisitions and partnerships strengthen Epiroc's position

- Innovations
 - Dynamic Tunneling Package
 - Essential Line working tools
- Partnership
 - NEXGEN SIMS
- Acquisitions - Creating options for the future
 - Kinetic Logging Services
 - MineRP
 - Mining Tag
 - 3D-P
 - Meglab
 - DandA Heavy Industries



Strong demand for all types of aftermarket solutions

- High customer activity
- Strong offering
 - Connected fleet growing
- Training
- Supply chain



Actions for operational excellence

- Supply-chain improvement program continues
 - Higher availability
 - Positive financial effect offset by supply-chain challenges
- Supply-chain challenges
 - Limited effect on revenues
- Previously announced initiatives finalized
- RPA - Robotic Process Automation



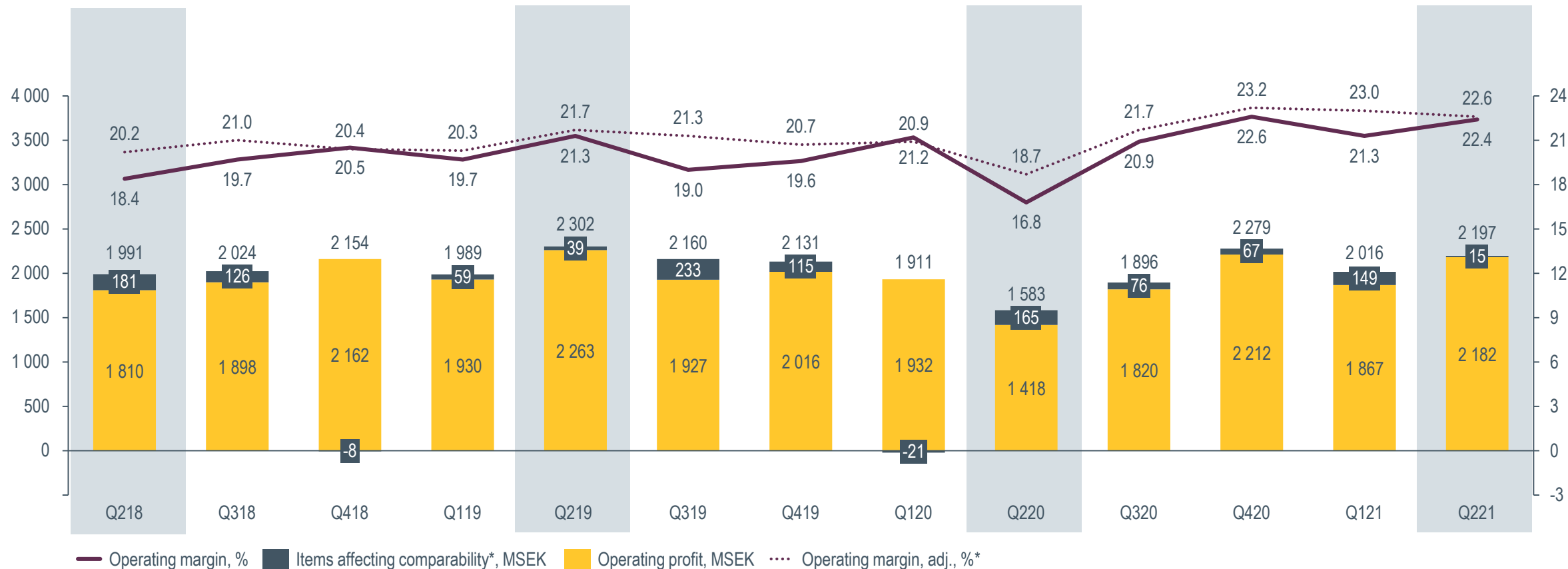
Sustainability: People & planet

- Leadership conference
- Planet:
 - Battery-electric advancements
 - Lower CO₂ emissions from transport
- People:
 - Increased share of women
 - Higher sick leave due to Covid-19



Operating profit and margin

Operating profit and margin

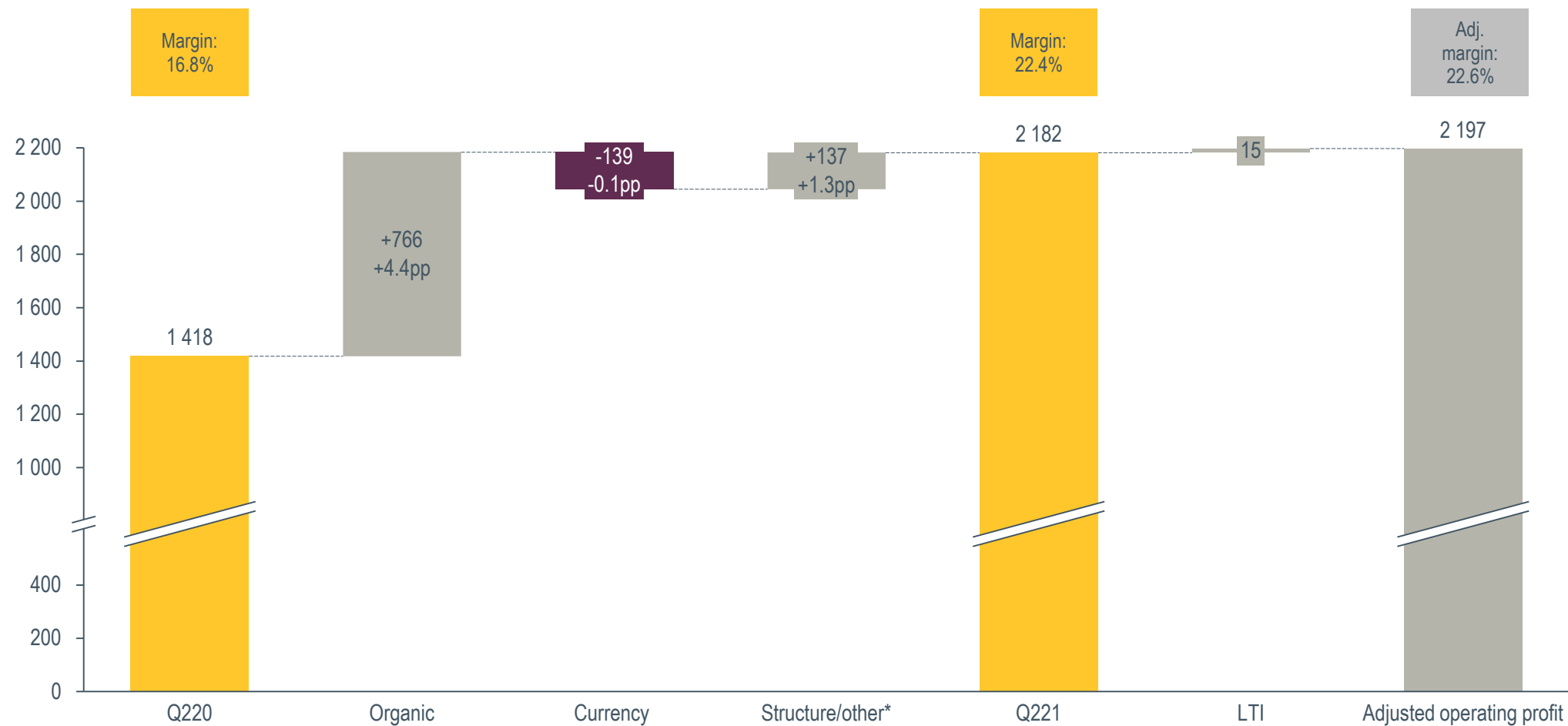


* Q1 2018-Q4 2018 includes costs related to the split from Atlas Copco.

* Q2 2021 includes items affecting comparability of MSEK -15 related to change in provision for long-term incentive programs. (LTI)

All details can be found in the quarterly report.

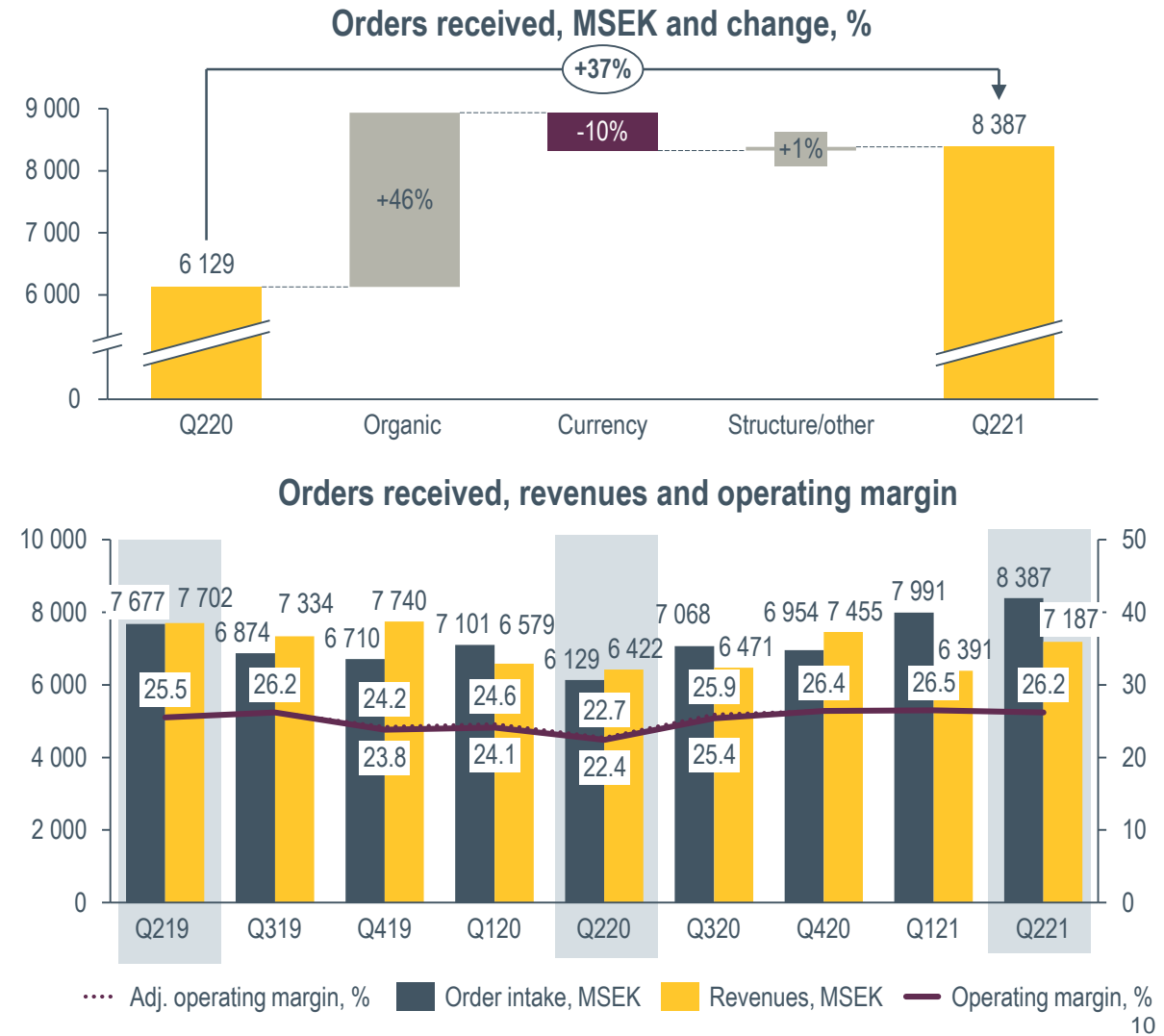
Epiroc Group – Profit bridge



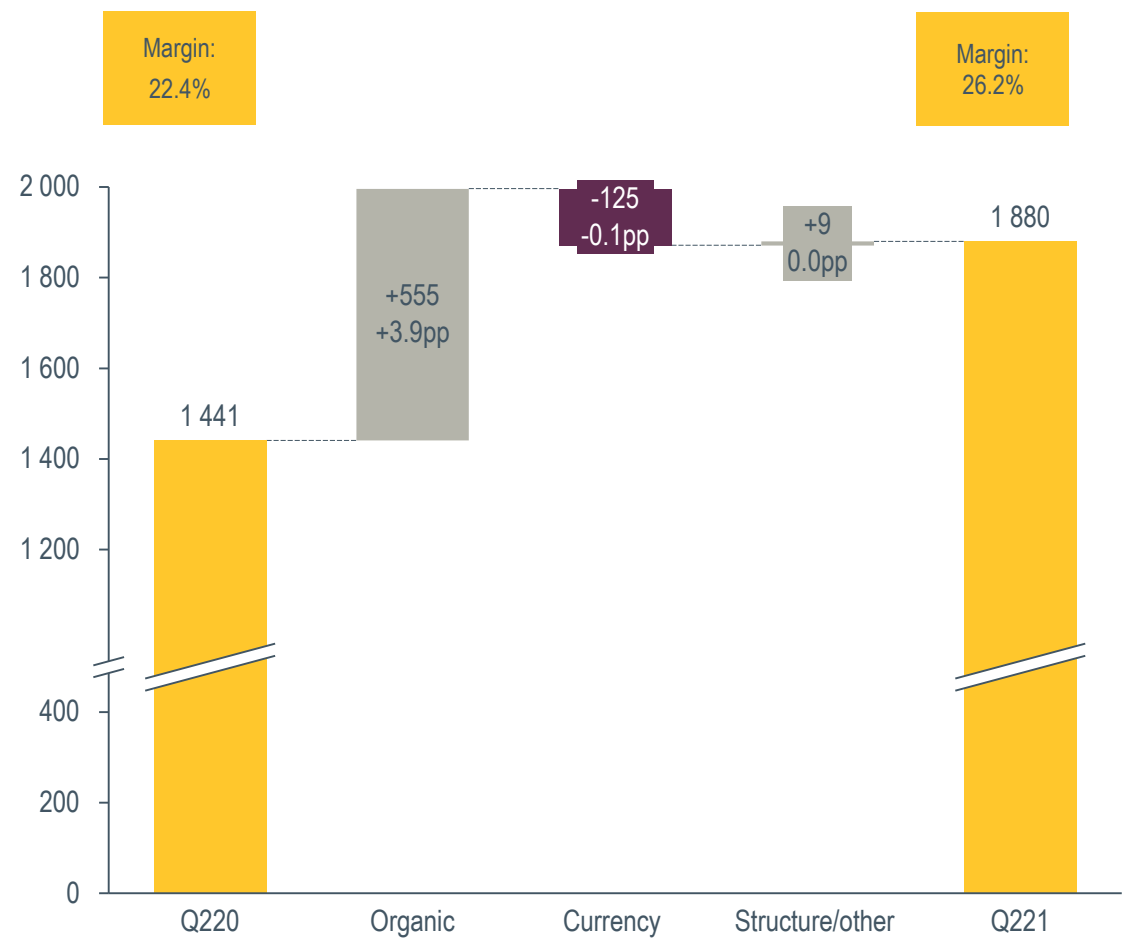
Segment: Equipment & Service



- Orders received up 46% organic
 - Equipment +76%, a few large orders
 - Service +26%, high customer activity and strong service offering
- Revenues up 19% organic
- Operating profit up 30% to MSEK 1 880 (1 441)
 - Operating margin 26.2% (22.4)
 - Positive impact from higher volumes, but diluted by acquisitions
- MineRP, Kinetic Logging Services and 3D-P acquired



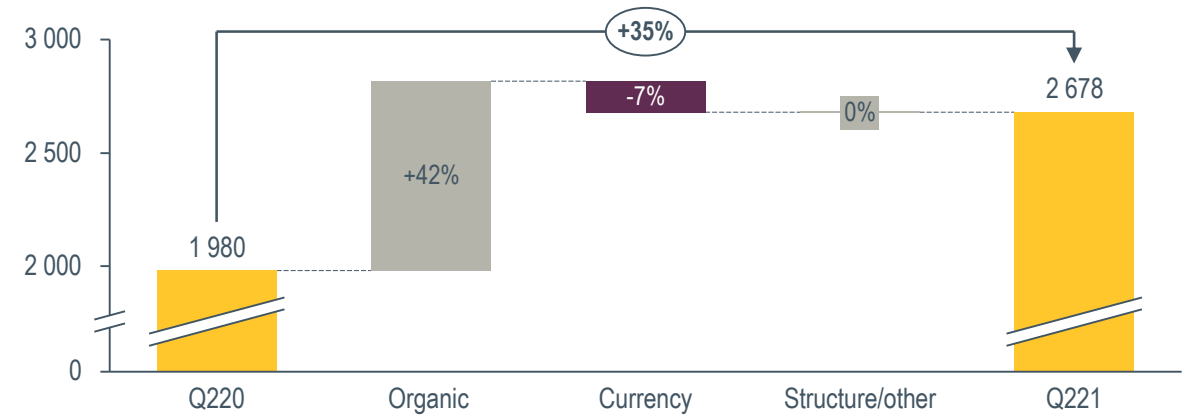
Equipment & Service – Profit bridge



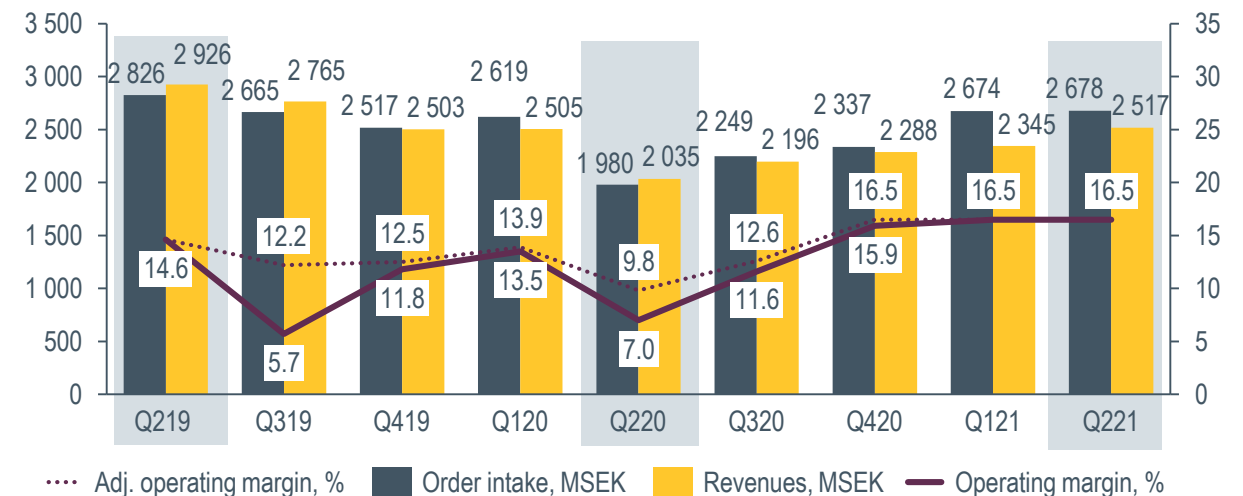
Segment: Tools & Attachments

- Orders received up 42% organic
 - Orders for both hydraulic attachments and consumables increased
 - Strong growth in exploration consumables
- Revenues up 31% organic
- Operating profit up 191% to MSEK 416 (143)
 - Increased volumes and successful actions, negative currency
 - Adj. operating margin of 16.5% (9.8)

Orders received, MSEK and change, %



Orders received, revenues and operating margin

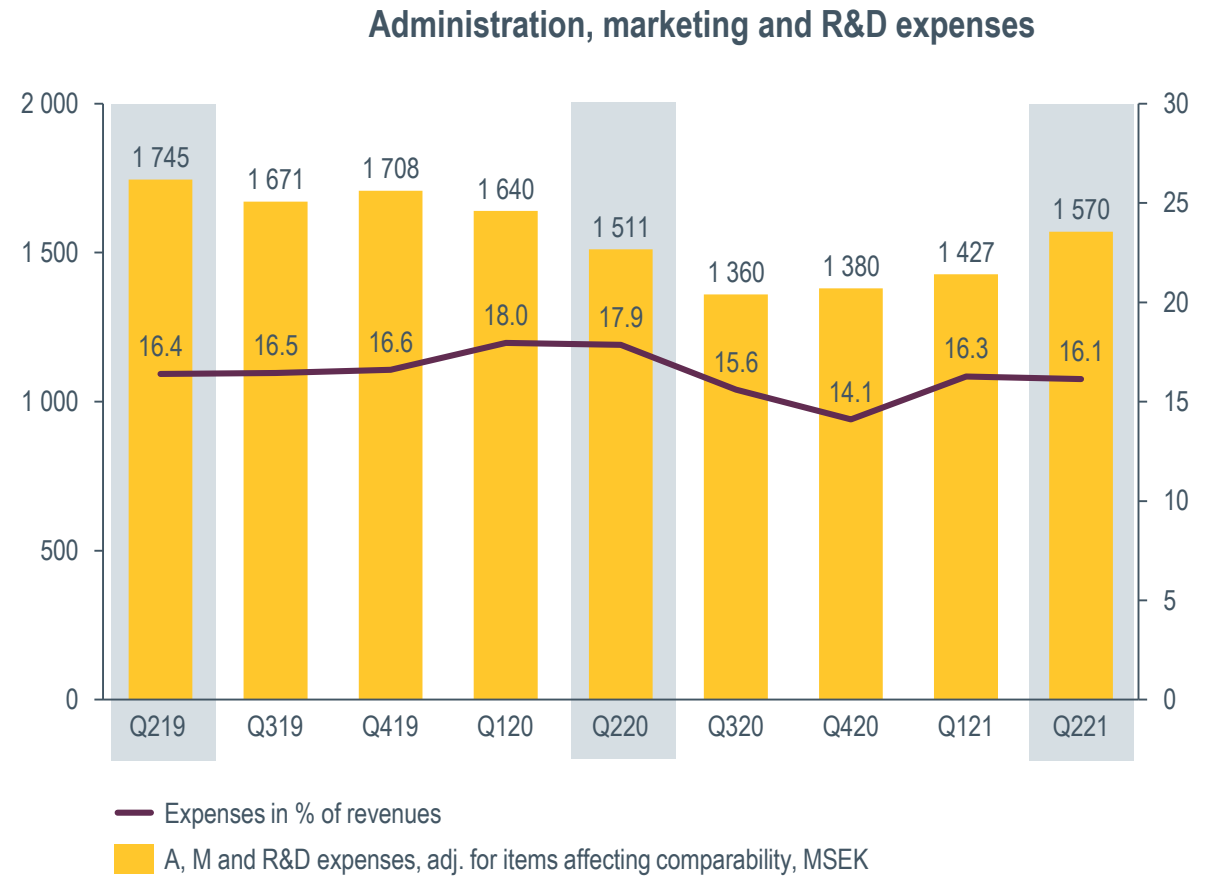


Tools & Attachments – Profit bridge

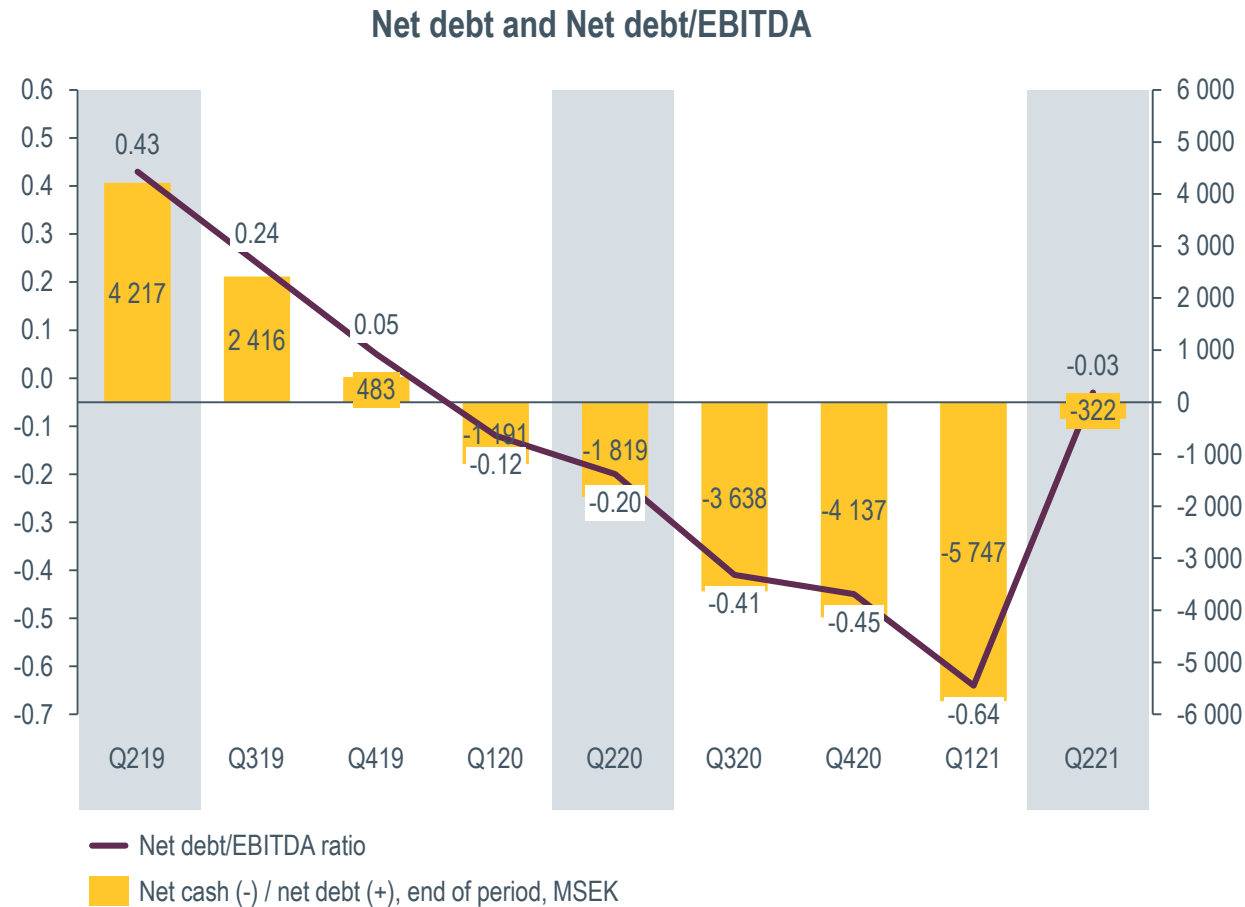


Costs, net financials and tax

- Increasing costs
 - Growth and increased activity
 - Investments for the future
 - Positive effects from finalized initiatives
- Net financial items MSEK -44 (-51)
 - Interest net MSEK -19 (-19)
- Tax expense MSEK -445 (-340)
 - Effective tax rate 20.8% (24.8)
 - Guidance: below 25%



Capital structure



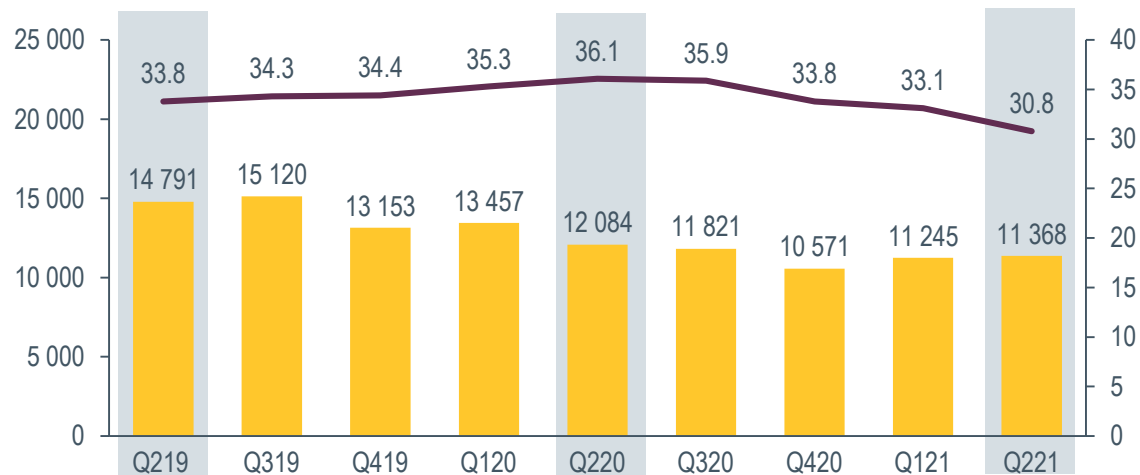
- Strong financial position, despite distribution to shareholders
 - MSEK 5 127 paid in dividend and redemption
 - Net cash MSEK 322 (1 819)
- Net debt/EBITDA ratio at -0.03 (-0.20)

Capital efficiency

Net working capital was MSEK 11 368 (12 084)

– Down 6%, of which 4% currency

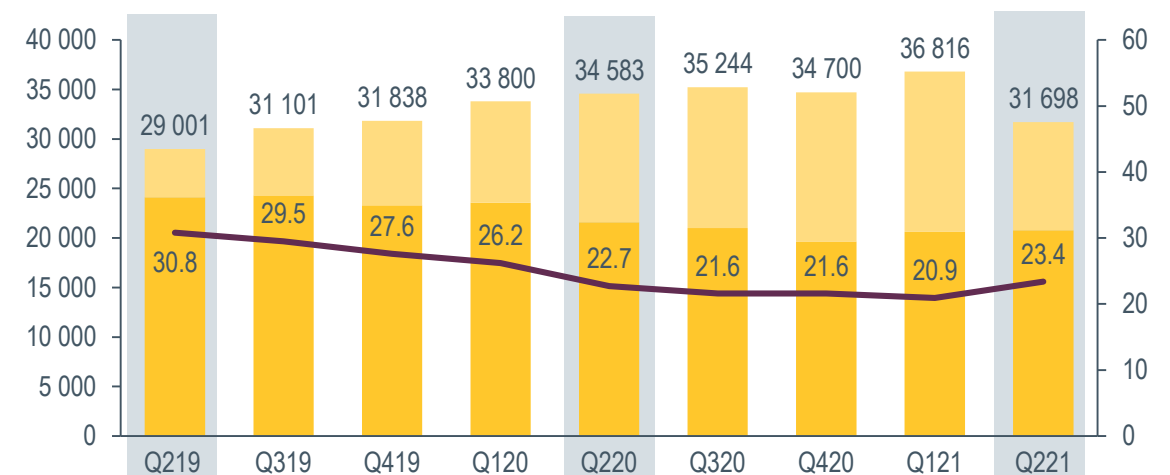
Net working capital



— Net working capital, % of revenues, 12 months
■ Net working capital, period end

ROCE at 23.4% (22.7)

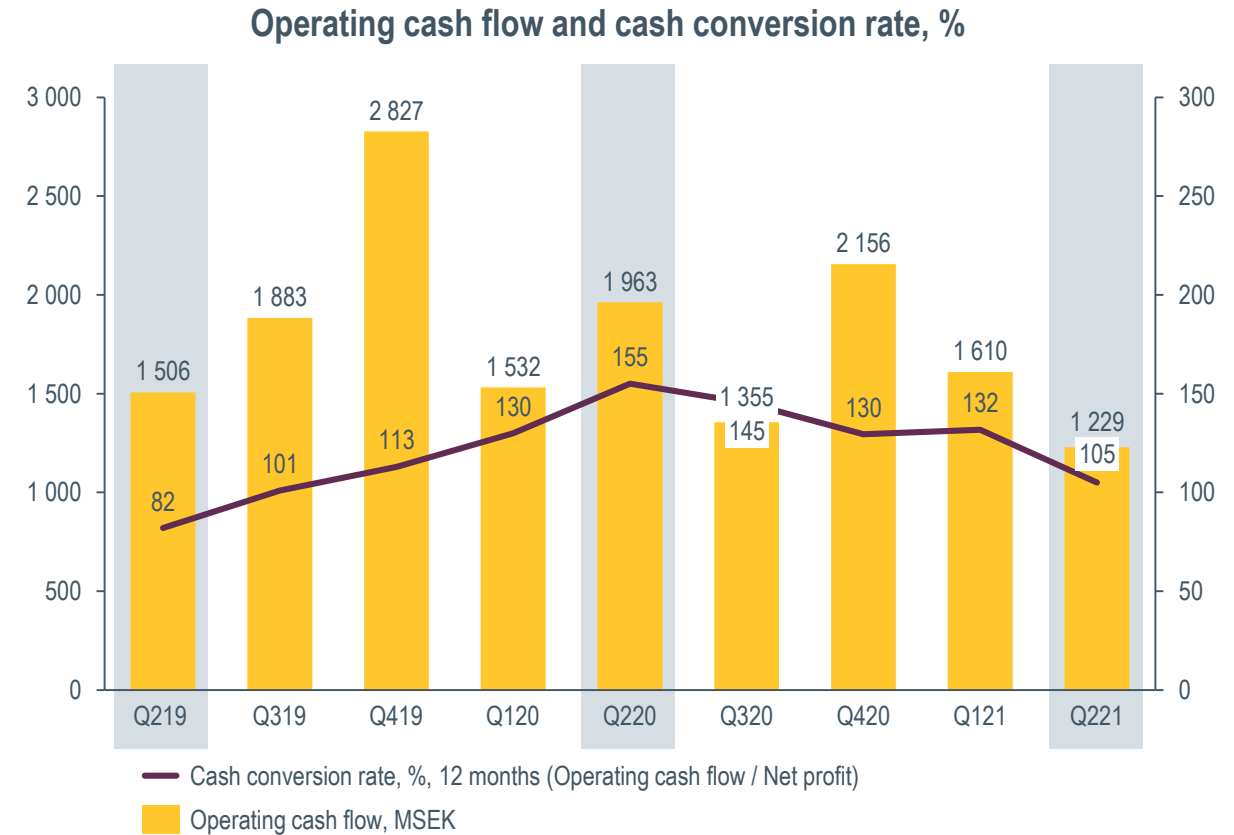
Capital employed and ROCE



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

Operating cash flow

MSEK	Q2 2021	Q2 2020
Operating profit	2 182	1 418
Depreciation, amortization and impairment	411	441
Capital gain/loss and other non-cash items	1	49
	2 594	1 908
Net financial items received/paid	-172	-32
Taxes paid	-581	-344
Change in working capital	-223	985
Investments, incl. rental equipment*	-386	-344
Pension funding and other**	-3	-210
Operating cash flow	1 229	1 963
Acquisitions and divestments	-1 282	-28



Summary



- High customer activity
- Record high orders received
- High revenue growth
- Improved profitability
- Several acquisitions
- Good development for BEV
- Dare to think new

Looking ahead



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

Save the date

Capital Markets Day

December 1, 15:00 CET

See you online!



Q&A



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