



# Q1 2026

Interim report

# Presenters



**CEO Krister Blomgren**

Tel +46 70 529 92 65

E-mail: [krister.blomgren@engcon.com](mailto:krister.blomgren@engcon.com)



**CFO Marcus Asplund**

Tel +46 72 601 37 17

E-mail: [marcus.asplund@engcon.com](mailto:marcus.asplund@engcon.com)



**Stig Engström**

Tel +46 70 326 75 09

E-mail: [stig.engstrom@engcon.com](mailto:stig.engstrom@engcon.com)

## Q1 business highlights

- Strong start to 2026 with high order intake and net sales growth.
  - Europe reported record order intake and the strong development in the Nordics continued.
- Continued margin pressure from currency, mix effects, and production ramp-up costs.
- Restructured tiltrotator offering into performance steps (Series 1, 2 and 3).
- Price review to reflect customer value and changed cost/currency conditions.
- Customer-focused activities including Conexpo in Las Vegas and a roadshow in Norway with Volvo CE.

## Q1 figures in brief



**27%**

Organic net sales

**10%**

Organic order intake

**38%**

Gross margin

**16%**

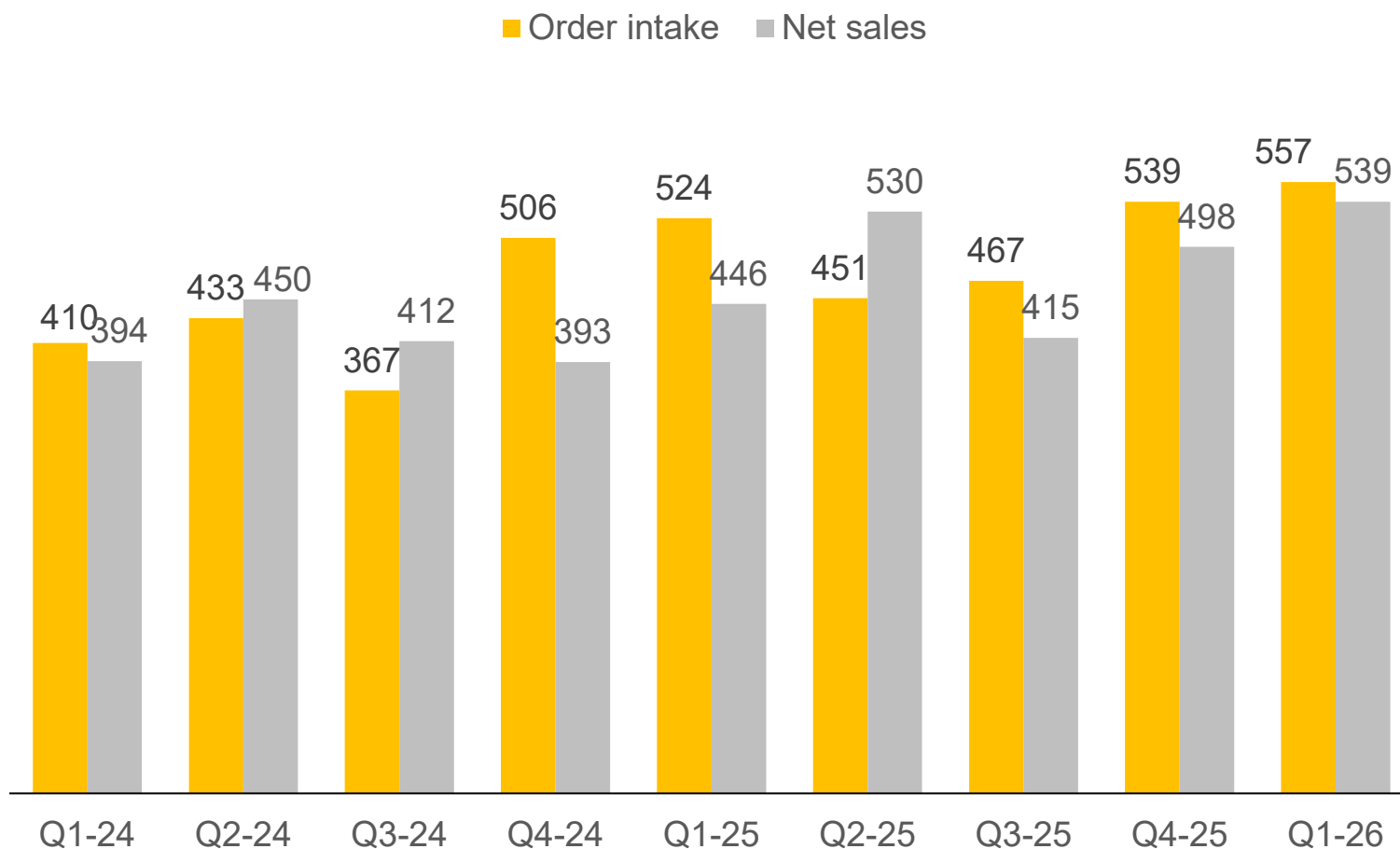
EBIT margin

**35%**

Return on capital employed

# ORDER INTAKE AND NET SALES ON HIGH LEVELS

## Order intake and net sales development per quarter, MSEK



## Key comments

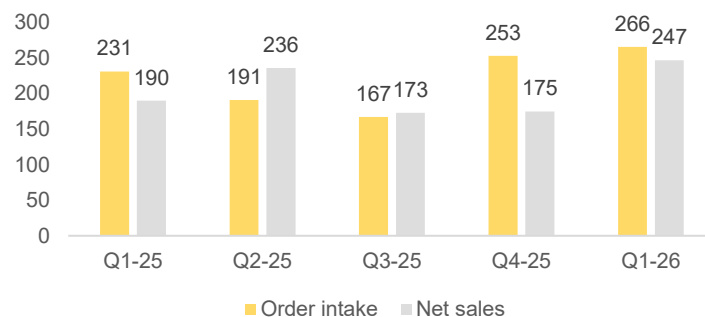
- Order intake increased 6%, organic 10%, negative currency effect of 21 MSEK.
- Net sales increased 21%, organic 27%, negative currency effect of 26 MSEK.
- Strong development in order intake and net sales continues.

# Nordics

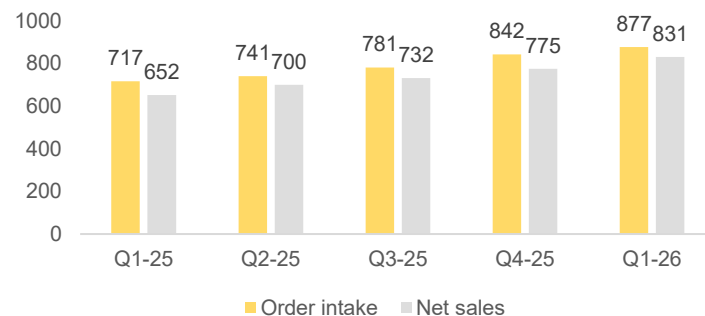
## Q1 2026, Order intake and net sales, MSEK



### Per quarter



### R12



## Key comments

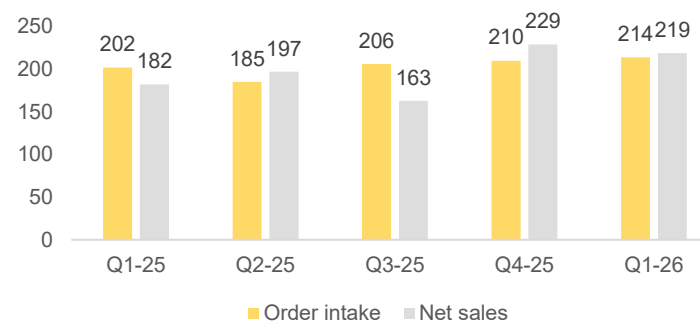
- Order intake increased organic 18%.
- Net sales increased organic 33%.
- Strong start of the digging season driven by infrastructure and renewal needs, uneven recovery in the region.
- Roadshow together with Volvo CE in Norway.

# Europe

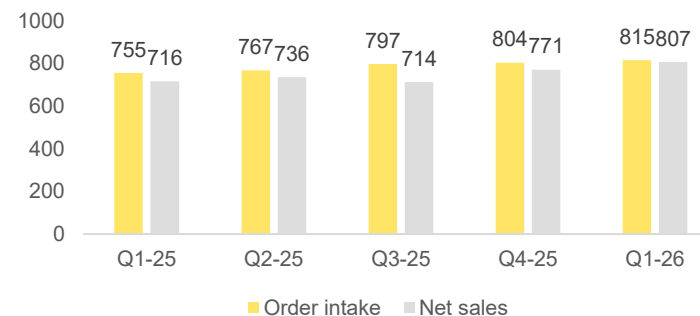
## Q1 2026, Order intake and net sales, MSEK



### Per quarter



### R12



## Key comments

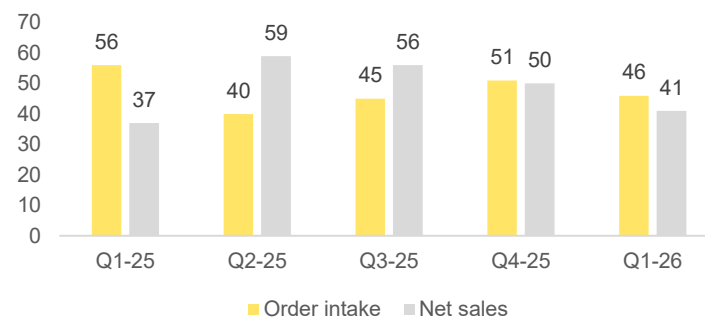
- Order intake increased organic 10%.
- Net sales increased organic 26%.
- Record high order intake of 214 MSEK.
- Strong net sales supported by underlying growth momentum.

# Americas

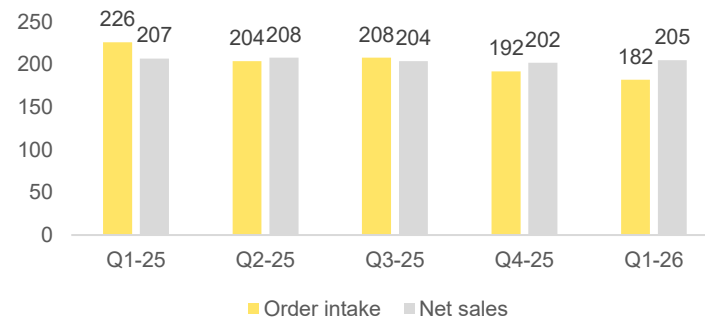
## Q1 2026, Order intake and net sales, MSEK



### Per quarter



### R12



## Key comments

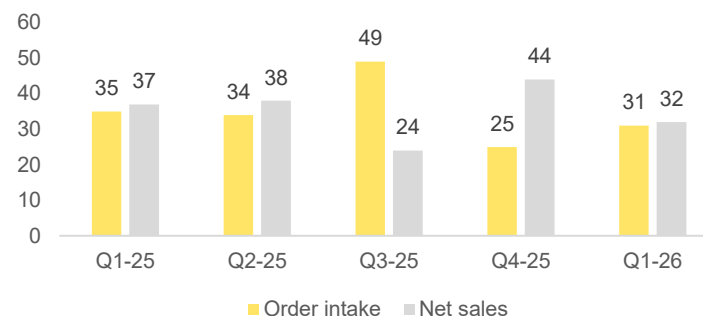
- Order intake decreased organic 12%.
- Net sales increased organic 28%.
- Flat demand development following tariffs and uncertainties.
- Participation at Conexpo in Las Vegas.

# Asia-Oceania

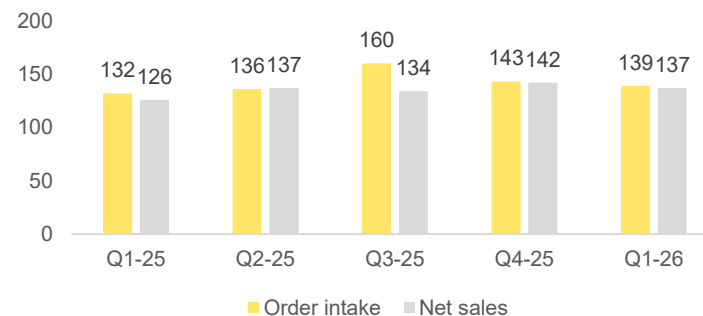
## Q1 2026, Order intake and net sales, MSEK



### Per quarter



### R12



## Key comments

- Order intake decreased organic 5%.
- Net sales decreased organic 3%.
- The region is characterized by large fluctuations in sales between quarters.



# Financial development

# Overview of costs and EBIT

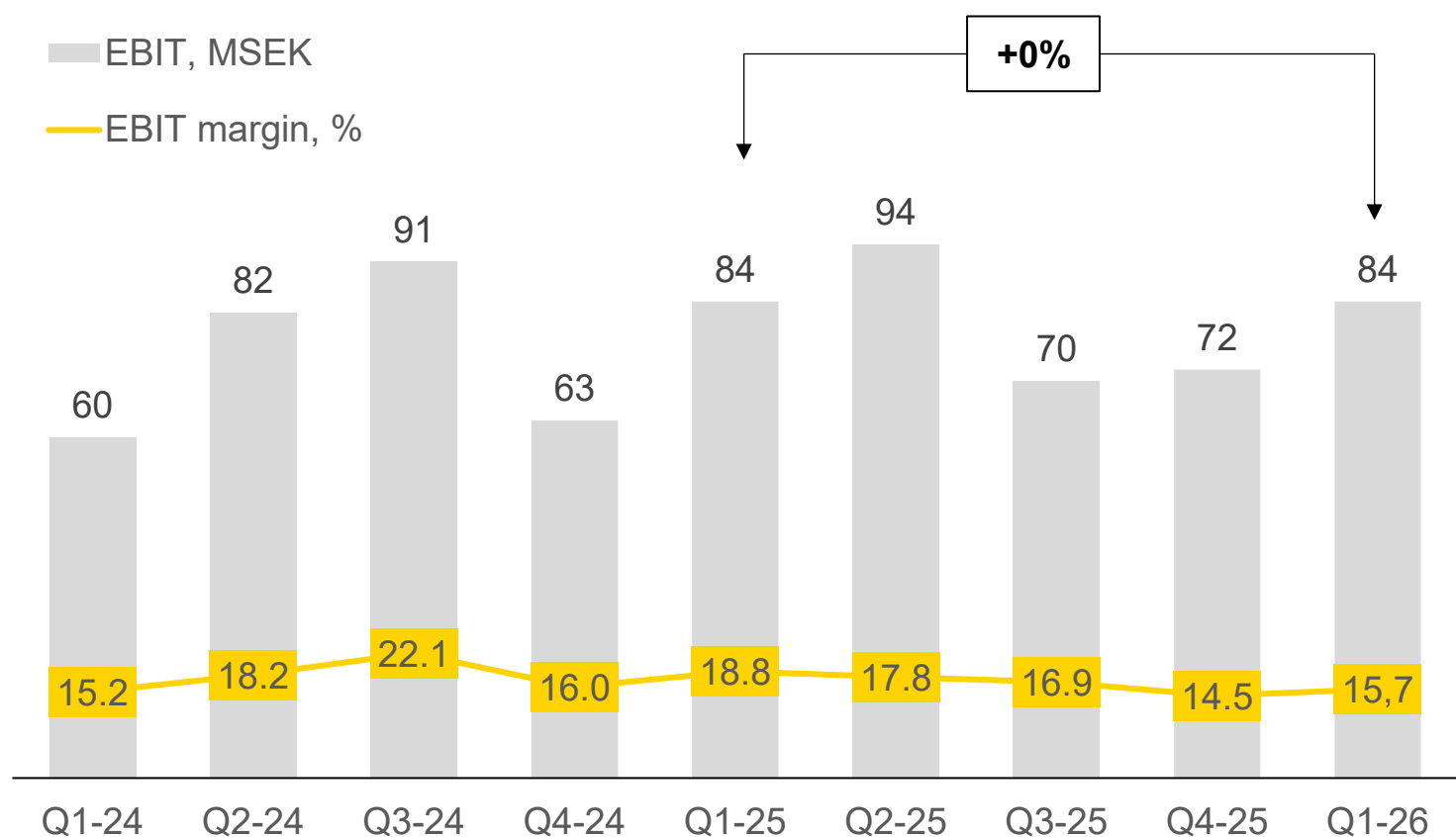
MSEK	2026 Q1	2025 Q1	2026 R12	2025 FY
Net sales	539	446	1,981	1,889
COGS	-333	-240	-1,183	-1,090
<i>Gross margin</i>	38.2%	46.1%	40.3%	42.3%
Selling expenses	-74	-66	-281	-272
<i>% of net sales</i>	-13.7%	-14.8%	-14.2%	-14.4%
Administrative expenses	-39	-34	-138	-132
<i>% of net sales</i>	-7.2%	-7.6%	-7.0%	-7.0%
R&D expenses	-17	-13	-60	-55
<i>% of net sales</i>	-3.2%	-2.9%	-3.0%	-2.9%
Other operating income and expenses	10	-10	-1	-19
<i>% of net sales</i>	2.0%	-2.0%	-0.1%	-1.0%
<b>EBIT</b>	<b>84</b>	<b>84</b>	<b>322</b>	<b>321</b>
<i>EBIT margin</i>	15.7%	18.8%	16.2%	17.0%

## Key comments

- Gross margin of 38.2% (46.1) and 40.3% for R12.
- Selling expenses increase mainly driven by Conexpo.
- Administrative expenses are lower compared to net sales however burdened by costs mainly related to IT.
- Negative currency effects and less favorable market- and product mix are holding back the margins.

# EBIT Development

## EBIT and EBIT margin per quarter



## Key comments

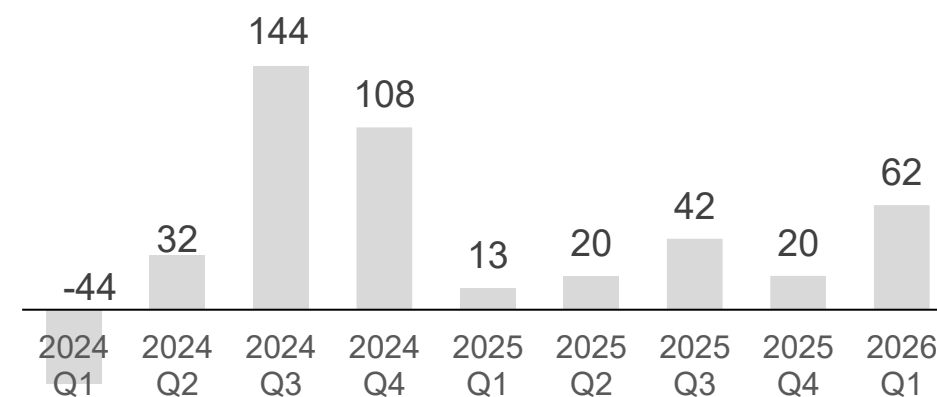
- EBIT is on the same level as previous year and amounts to 84 (84) MSEK.
- EBIT margin decreased to 15.7% from 18.8%.

# Cash flow

## Cash flow and net working capital overview, MSEK

MSEK	2026 Q1	2025 Q1	2025 FY
Cash flow before changes in working capital	89	52	296
Inventories	498	405	477
Accounts receivables	416	282	257
Other receivables	34	31	33
Accounts payables	173	157	58
Other payables	62	47	43
Net working capital	713	514	666
<i>% of net sales, 12 months</i>	36%	30%	35%
Cash flow from operating activities	62	13	95
Investing activities	-7	-7	-37

## Operating cash flow per quarter, MSEK



### Key comments

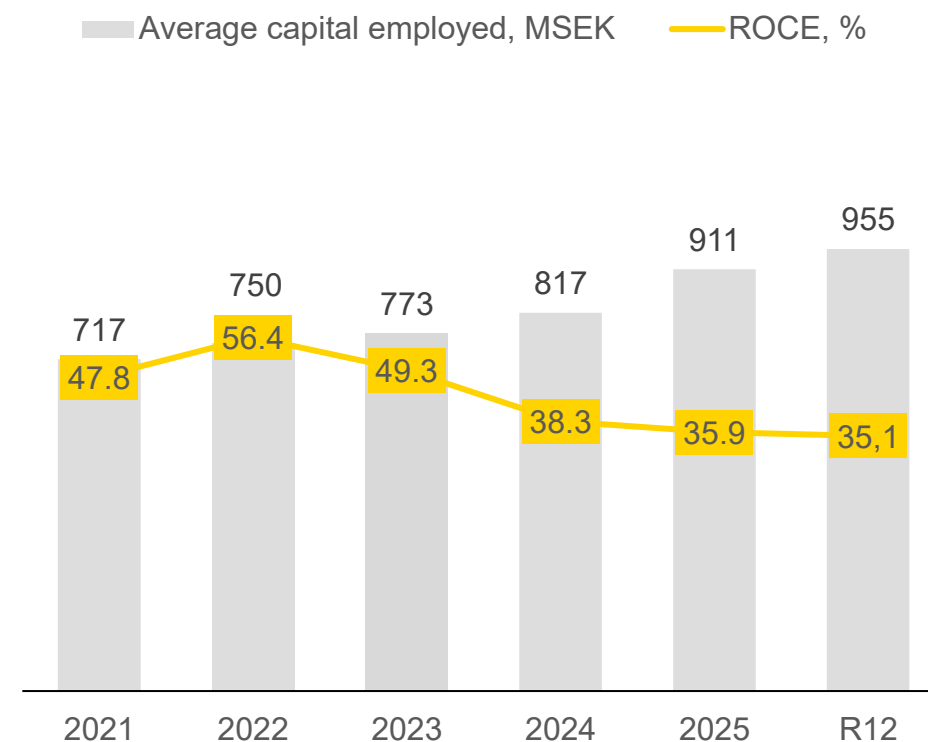
- Higher cash flow from operating activities compared to last year mainly due to currency and lower tax payments.
- Unutilized total liquidity of 316 (412) MSEK.

# ROCE level

## Return on capital employed overview

MSEK	2022	2023	2024	2025	R12
EBT	415	365	295	290	312
Interest expense	8	16	18	38	23
Capital employed, beginning of period	735	765	781	853	896
Capital employed, end of period	765	781	853	969	1,014
Capital employed, average	750	773	817	911	955
Total assets	1,186	1,012	1,112	1,210	1,433
Non-interest-bearing liabilities	421	231	258	242	418
<b>ROCE</b>	<b>56.4%</b>	<b>49.3%</b>	<b>38.3%</b>	<b>35.9%</b>	<b>35.1%</b>

## Average capital employed and ROCE



## SUMMARY

- Strong start to the year – Solid order intake and net sales growth.
- Europe, our key growth region, continues to serve as a strong growth engine.
- Continued momentum in the Nordics.
- Margin pressure despite higher sales – price adjustments implemented.
- Launch of 1-2-3 series.



Q&A

CHANGE  
THE WORLD OF  
DIGGING



For more information visit [www.engcongroup.com](http://www.engcongroup.com)