

Q3 2026

Interim report

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Presenters



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Q3 business highlights

Still waiting for the upturn

- Uncertainty continue to impact the global economy.
- Organic order intake fell 10%.

Sweden drives sales, France disappoints

- Sweden has recovered. Uncertainty still holds back demand in Europe.

Agreement with OilQuick and Zero Degree in place

- Focus to further deepen our cooperation in DACH region.

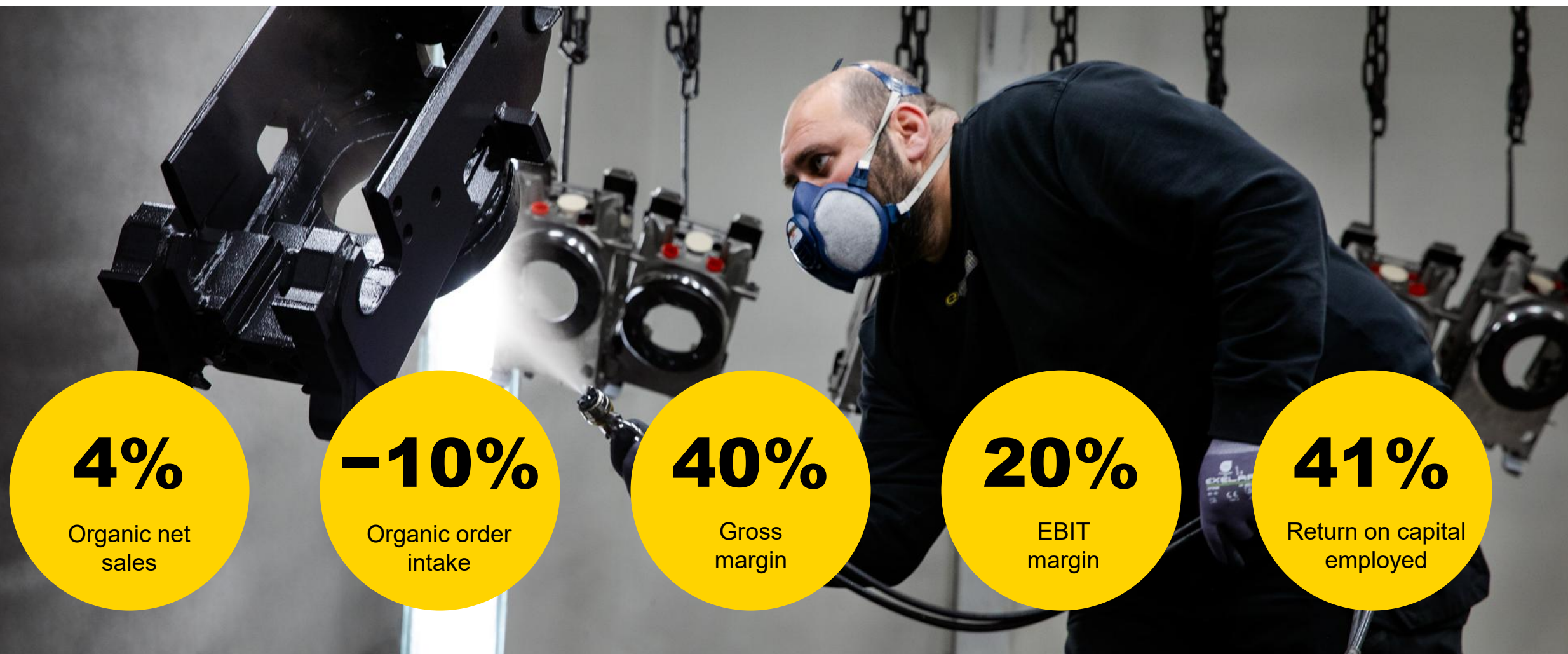
Profit improved, thanks to the currency

- Tighter cost control helped while the lower gross margin impacted negative.

The journey towards our financial targets continues

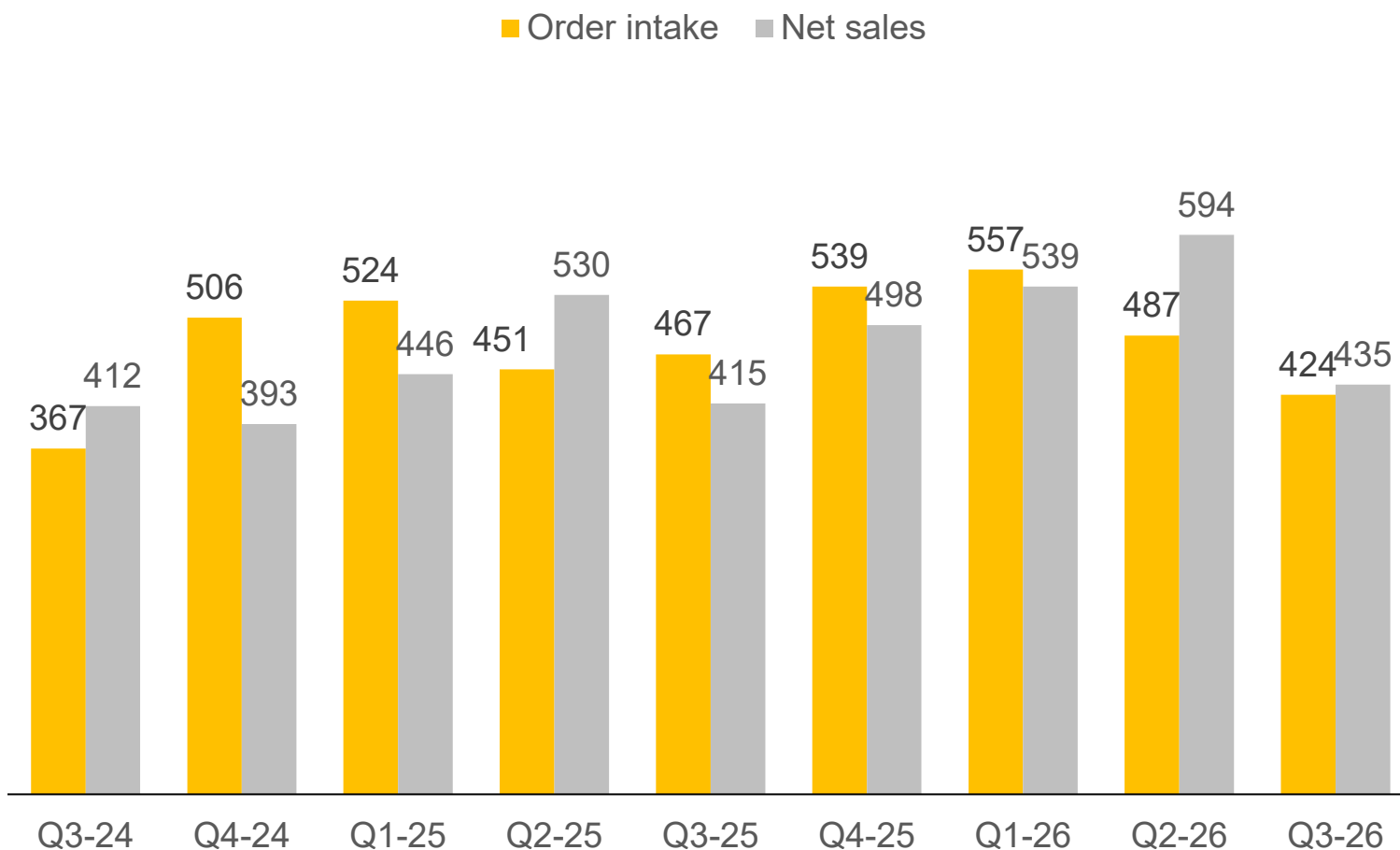


Q3 figures in brief



LOWER DEMAND IN THE QUARTER

Order intake and net sales development per quarter, MSEK

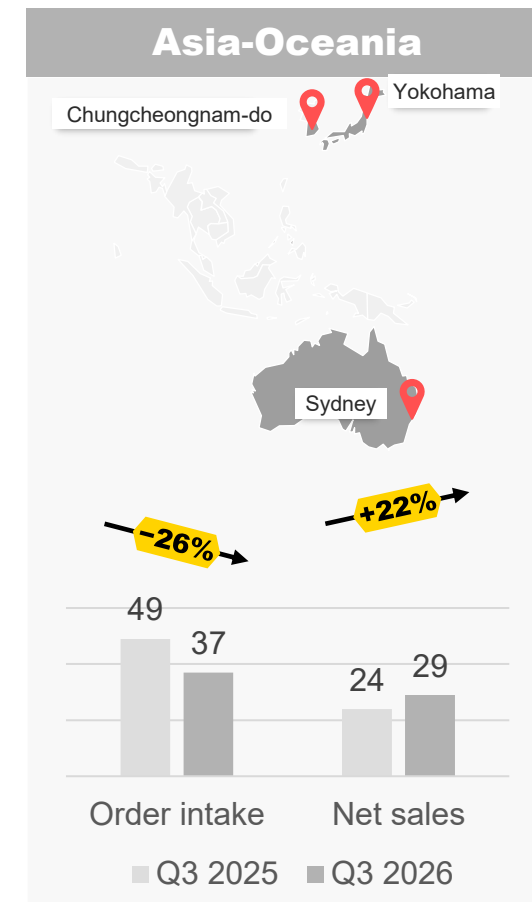
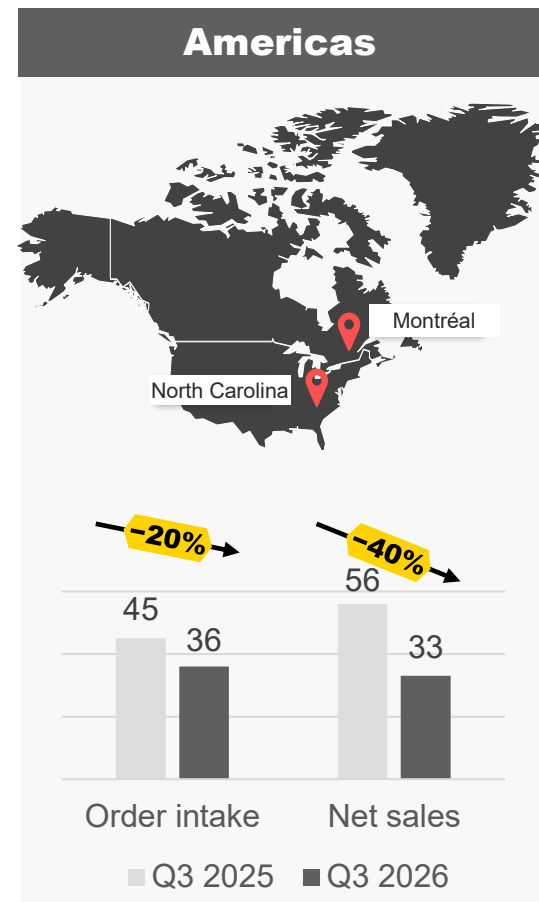
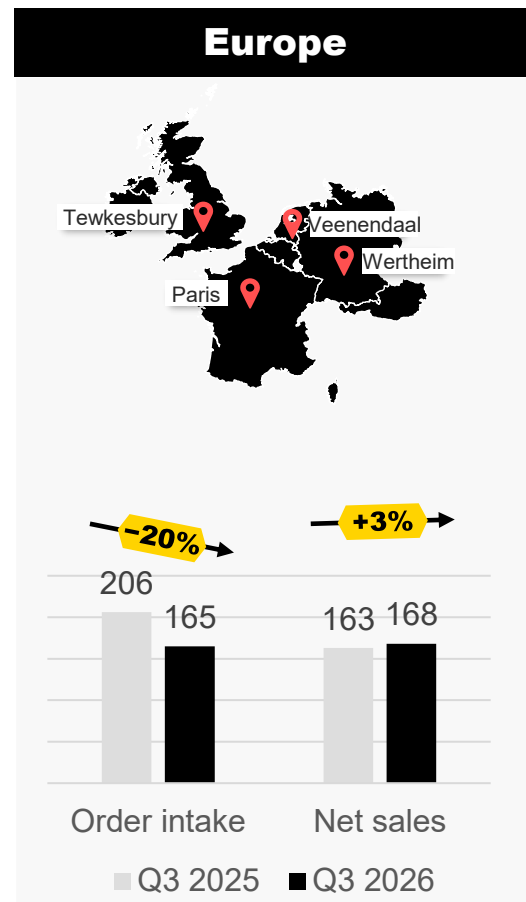
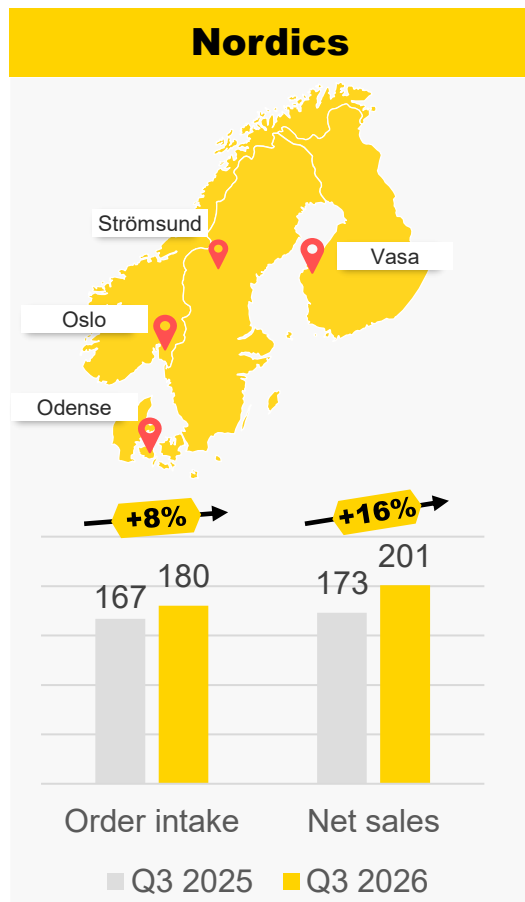


Key comments

- Order intake decreased 9%, organic –10%, positive currency effect of 6 MSEK.
- Net sales increased 5%, organic 4%, positive currency effect of 4 MSEK.
- Net sales reached 435 MSEK, compared with 415 MSEK in Q3 2025.

Q3 – MIXED REGIONAL DEMAND

Organic order intake and net sales by region, MSEK



OILQUICK & ZERO DEGREE

- Collaboration agreement to strengthen engcon's position in the DACH-region.
- Exclusive rights to distribute engcon products.
- Accelerate market penetration of tiltrotators in Europe's largest excavator market.
- Significant investment by OilQuick in its own assembly and demonstration facilities





Financial development

Overview of costs and EBIT

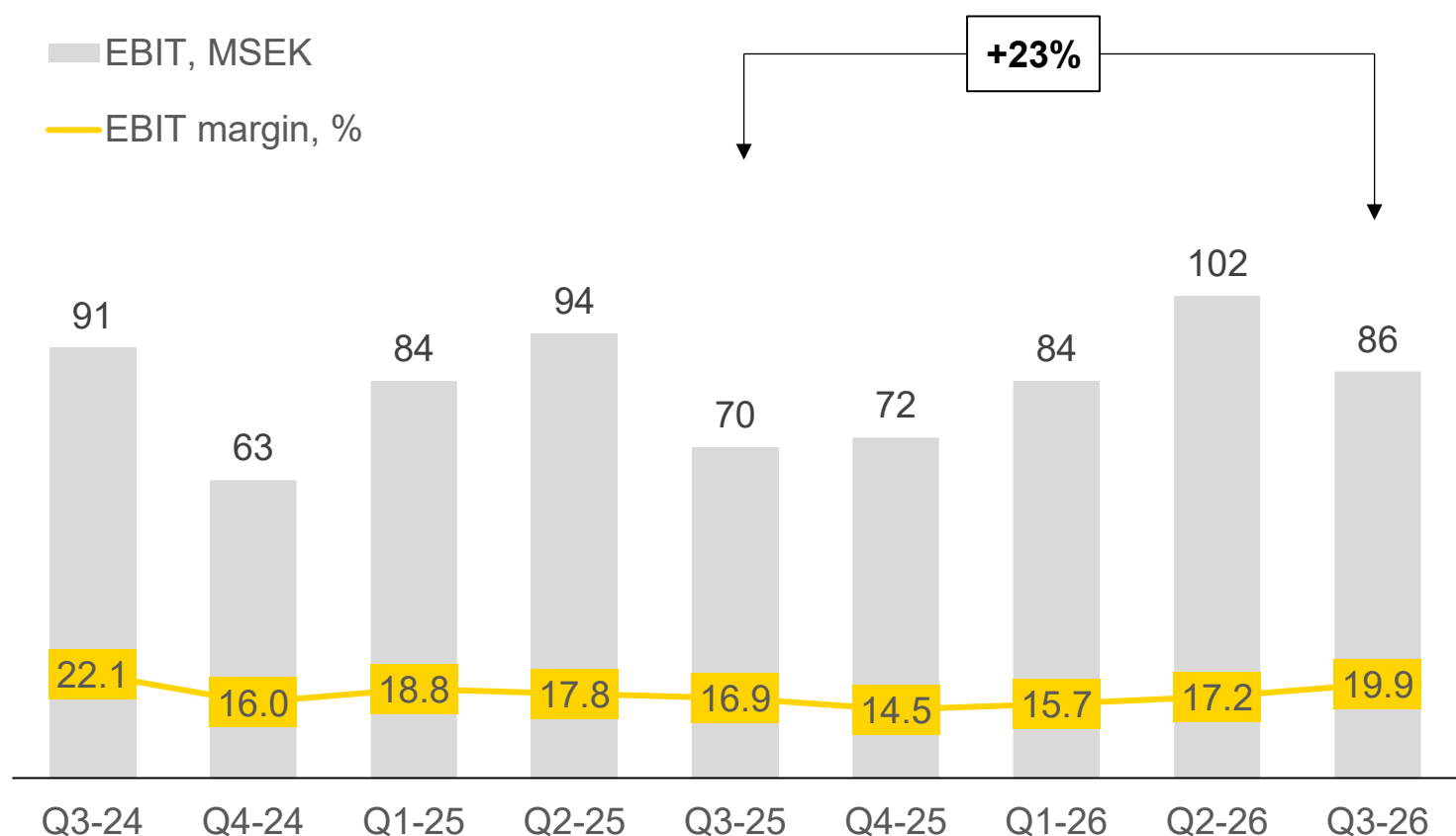
MSEK	2026 Q3	2025 Q3	2026 R12	2025 FY
Net sales	435	415	2,065	1,889
COGS	-261	-239	-1,257	-1,090
Gross margin	40.0%	42.6%	39.1%	42.3%
Selling expenses	-64	-65	-274	-272
% of net sales	-14.7%	-15.7%	-13.3%	-14.4%
Administrative expenses	-27	-27	-151	-132
% of net sales	-6.2%	-6.5%	-7.3%	-7.0%
R&D expenses	-13	-13	-65	-55
% of net sales	-3.0%	-3.1%	-3.1%	-2.9%
Other operating income and expenses	18	-1	24	-19
% of net sales	4.1%	-0.2%	1.2%	-1.0%
EBIT	86	70	345	321
EBIT margin	19.9%	16.9%	16.7%	17.0%
Adjusted EBIT			358	
Adjusted EBIT margin			17.4%	

Key comments

- Gross margin of 40.0% (42.6), affected by lower utilization in production and 39.1% for R12, still affected by currency headwinds.
- Selling expenses lower than previous year, mainly due to timing of events and sponsoring.
- Administrative expenses are at the same level as last year in the quarter, R12 burdened by costs related to restructuring costs.
- The change in other operating income and expenses is related to positive currency effects.

EBIT Development

EBIT and EBIT margin per quarter



Key comments

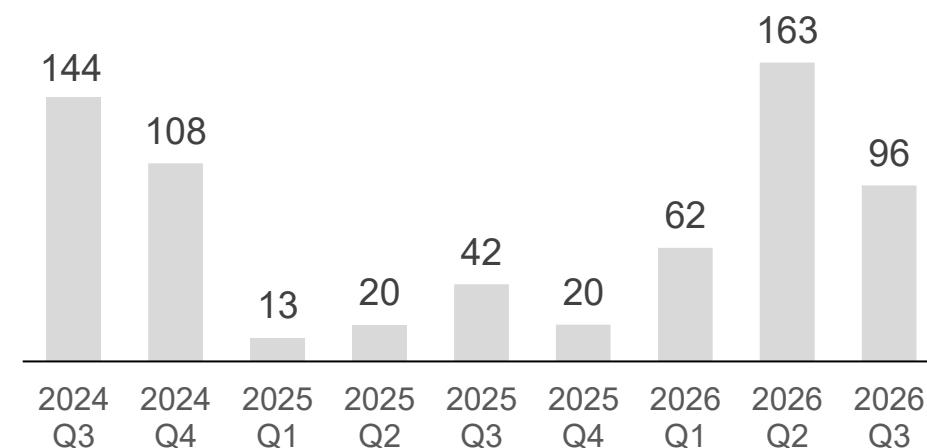
- EBIT amounts to 86 (70) MSEK and is higher than previous year due to increased net sales and positive currency effects.
- EBIT margin increased to 19.9% from 16.9%.

Cash flow

Cash flow and net working capital overview, MSEK

MSEK	2026 Q3	2025 Q3	2025 FY
Cash flow before changes in working capital	85	70	296
Inventories	474	493	477
Accounts receivables	315	290	257
Other receivables	36	34	33
Accounts payables	118	150	58
Other payables	125	120	43
Net working capital	582	547	666
% of net sales, 12 months	28%	31%	35%
Cash flow from operating activities	96	42	95
Investing activities	-59	-10	-37

Operating cash flow per quarter, MSEK



Key comments

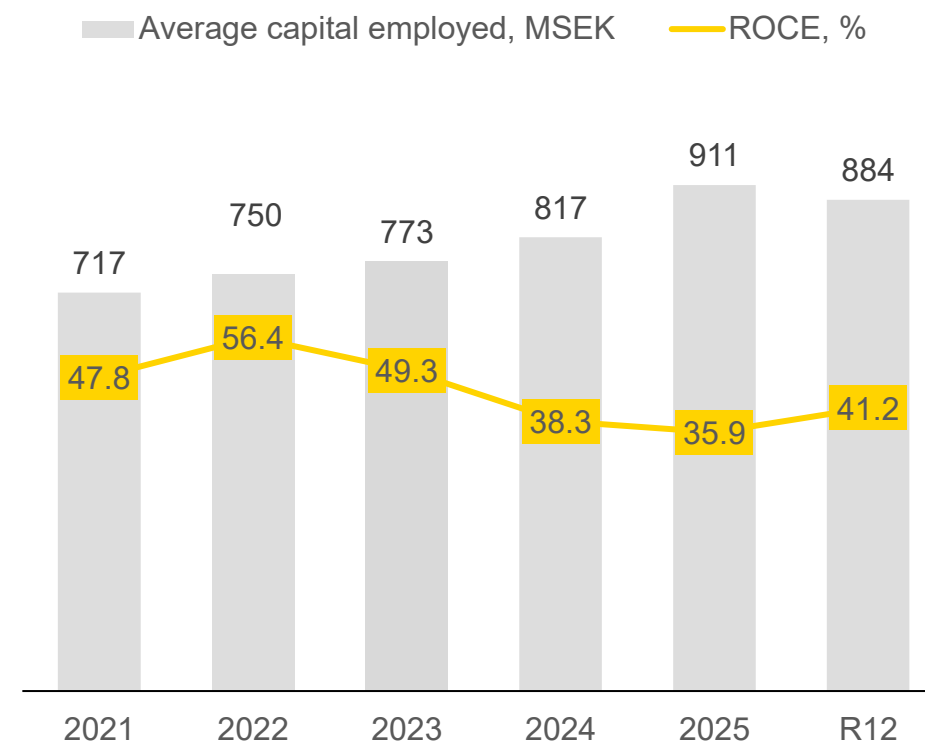
- Higher cash flow from operating activities compared to previous year mainly due to a stronger EBIT and changes in net working capital.
- Higher investing activities mainly due to acquisition of property in Poland and expanded production capacity in Strömsund.
- Unutilized total liquidity of 378 (293) MSEK.

ROCE level

Return on capital employed overview

MSEK	2022	2023	2024	2025	R12
EBT	415	365	295	290	347
Interest expense	8	16	18	38	17
Capital employed, beginning of period	735	765	781	853	850
Capital employed, end of period	765	781	853	969	918
Capital employed, average	750	773	817	911	884
Total assets	1,186	1,012	1,112	1,210	1,368
Non-interest-bearing liabilities	421	231	258	242	450
ROCE	56.4%	49.3%	38.3%	35.9%	41.2%
Adjusted ROCE					42.7%

Average capital employed and ROCE



SUMMARY & OUTLOOK

- The journey towards our financial targets continues - Our direction stays the same.
 - Many uncertainties in the world economy remain.
- Focus on what we can control:
 - Continue to develop the DACH-region
 - Increase sales by being customers first choice
 - Invest in personal, production and sales process.
 - Continued focus on organizational efficiency and Inventory levels.
 - Concreate measures to reduce fossil use.

We will have capacity and skills to **change the world of digging.**



Q&A

CHANGE THE WORLD OF DIGGING

