

The background of the slide features a close-up, slightly blurred view of a curved, metallic surface. On this surface, the word "EITEL" is printed in a bold, sans-serif font. The letters are dark, and a thin, curved line arches over the top of the letters, forming a stylized logo. The lighting creates soft highlights and shadows, giving the surface a three-dimensional appearance.

# Eitel AB

## Q4 2018

### Presentation

14 February 2019

# Today's presenters




**Casimir Lindholm**  
President and CEO



**Petter Traaholt**  
CFO

# Q4 2018 highlights

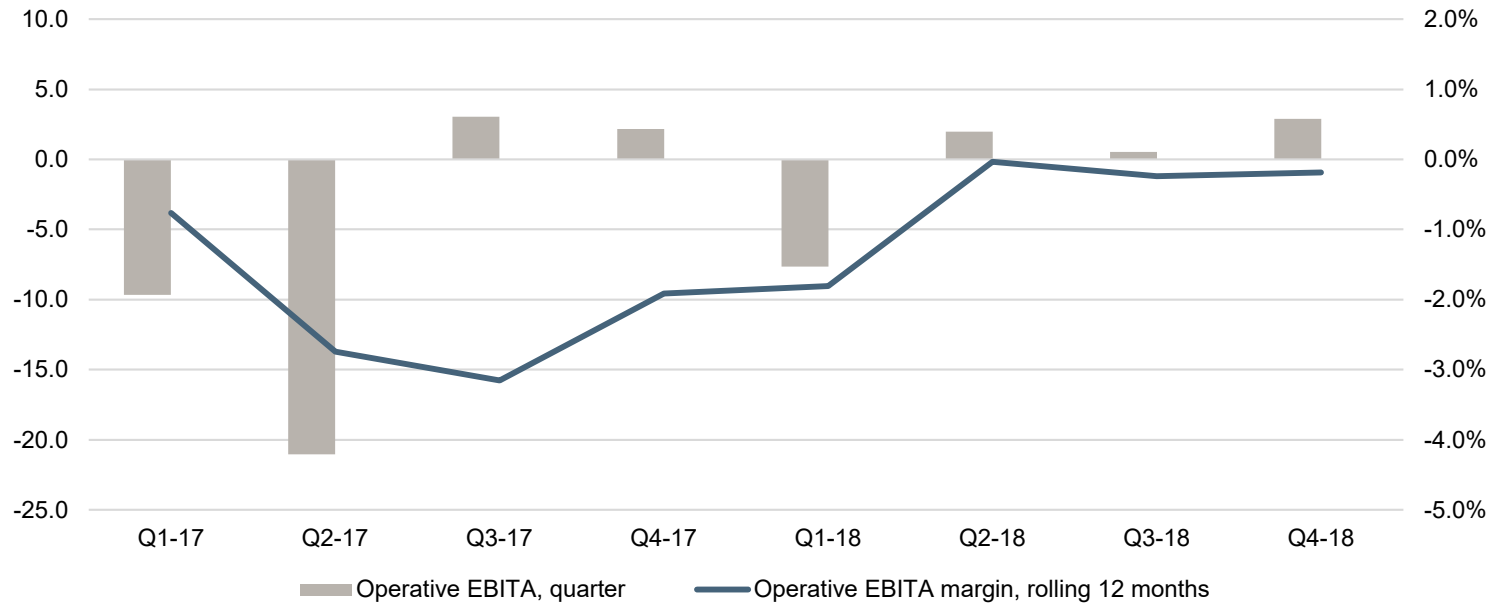
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- Strong cash flow
  - Improved operative EBITA
  - Net sales decreased according to plan
  - New Managing Director for Country Unit Sweden

# Total Group: Q4

## Total Group

- Net sales -11.6% to EUR 330.9 million
- Organic growth in Power and Communication\* -5.1%
- Operative EBITA EUR 2.9 million (2.2)
- Operative EBITA margin 0.9% (0.6)
- Cash flow from operating activities EUR 70.0 million (42.3)

# Group: Operative EBITA development



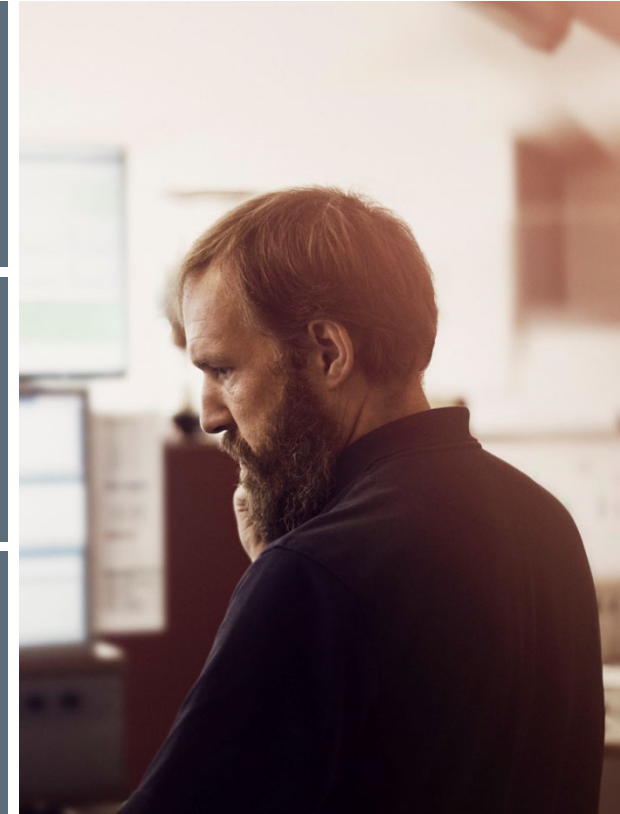
# Net sales segments: Q4

<p><b>Power</b></p>	<ul style="list-style-type: none"> <li>▪ Net sales -11.9% to EUR 115.1 million               <ul style="list-style-type: none"> <li>▪ Lower volumes in Finland</li> <li>▪ Ramp down of certain service contracts in Sweden</li> </ul> </li> <li>▪ Organic growth in current operations* -11.1%</li> </ul>
<p><b>Communication</b></p>	<ul style="list-style-type: none"> <li>▪ Net sales -3.9% to EUR 207.1 million               <ul style="list-style-type: none"> <li>▪ Lower volumes in Build Sweden and adjustments of revenue recognition</li> <li>▪ Increased volumes in Finland and Denmark</li> </ul> </li> <li>▪ Organic growth in current operations* -1.5%</li> </ul>
<p><b>Other</b></p>	<ul style="list-style-type: none"> <li>▪ Net sales -87.1% to EUR 3.6 million               <ul style="list-style-type: none"> <li>▪ In line with the strategy of divestments and discontinuing of operations</li> </ul> </li> </ul>



# Operative EBITA segments: Q4

<p><b>Power</b></p>	<ul style="list-style-type: none"> <li>▪ Operative EBITA EUR -1.9 million (-0.5)</li> <li>▪ Operative EBITA margin -1.6% (-0.3)               <ul style="list-style-type: none"> <li>▪ Measures taken in High Voltage starts to show effect</li> <li>▪ Lower volumes and underperformance in Service Finland</li> </ul> </li> </ul>
<p><b>Communication</b></p>	<ul style="list-style-type: none"> <li>▪ Operative EBITA EUR 9.7 million (12.9)</li> <li>▪ Operative EBITA margin 4.7% (6.0)               <ul style="list-style-type: none"> <li>▪ Lower net sales and margin adjustments in Sweden</li> <li>▪ Improved gross margin levels and performance in Build Norway</li> </ul> </li> </ul>
<p><b>Other</b></p>	<ul style="list-style-type: none"> <li>▪ Operative EBITA EUR -1.1 million (-5.8)</li> <li>▪ Operative EBITA margin -30.4% (-21.0)               <ul style="list-style-type: none"> <li>▪ Majority of Rail business discontinued</li> <li>▪ Discontinuation of Power Transmission International according to plan</li> </ul> </li> </ul>



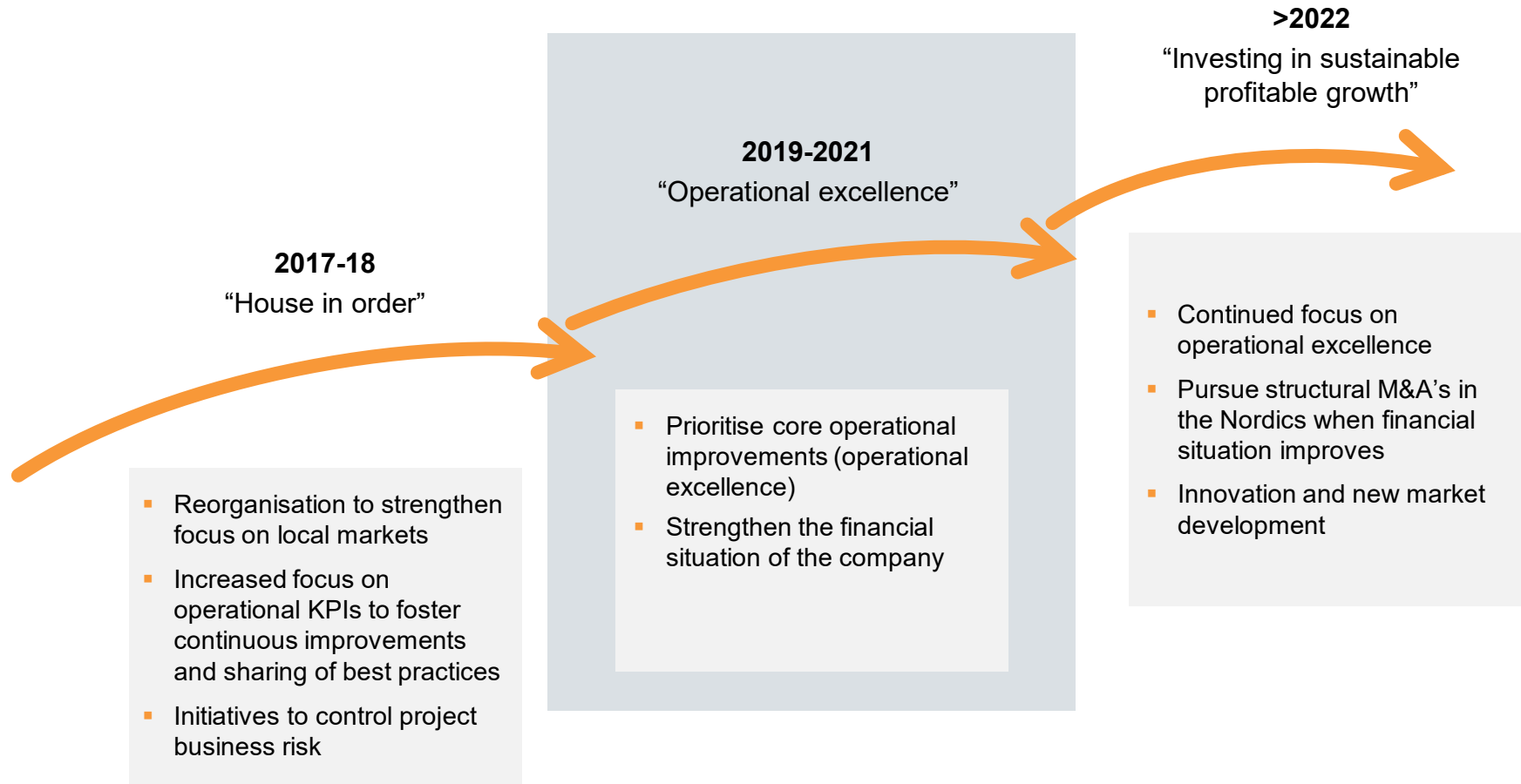
# Full year 2018

## Total Group


- Net sales -10.6% to EUR 1,188.9 million
- Organic growth in Power and Communication\* 0.3%
- Operative EBITA EUR -2.2 million (-25.5)
- Operative EBITA margin -0.2% (-1.9)
- Cash flow from operating activities EUR 3.2 million (-65.2)



# Our long-term plan



# Operational focus in 2019

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- A background image showing two workers in safety gear (hard hats and high-visibility vests) standing on a grassy bank overlooking a body of water. The worker on the right has "ELTEL" written on their vest. An orange arrow points from the left box to the right box.
- Tender
  - Right people
  - Implementation & execution
  - Production planning
  - Training

- Cash generation
- Lower net debt

# Q&A

