

The background of the slide is a blurred image of a white surface, possibly a car body, with a large, faint watermark of the Eltel logo. The logo consists of the word 'ELTEL' in a bold, sans-serif font, with a stylized swoosh or arc above the letters 'T' and 'E'.

Eltel AB

Q1 2019

Presentation

26 April 2019

Today's presenters




Casimir Lindholm
President and CEO



Petter Traaholt
CFO

Q1 2019 highlights

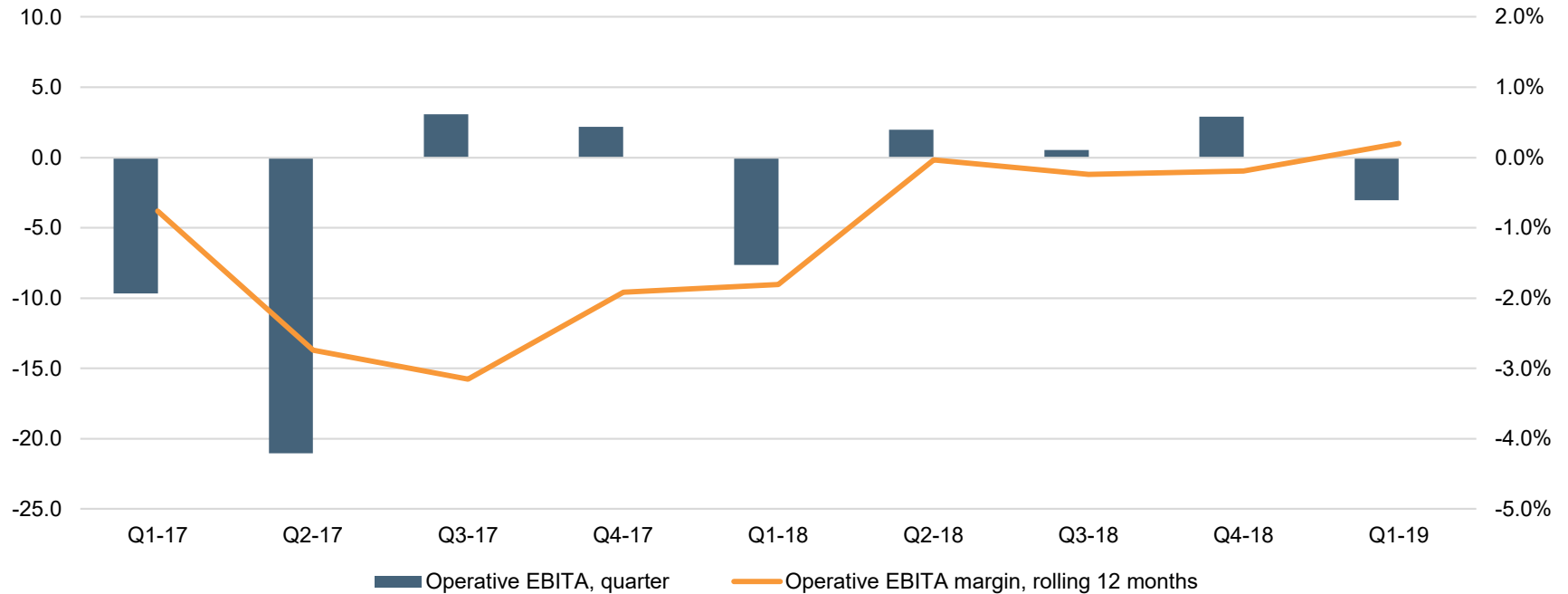
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- A high-angle photograph of a worker in an orange safety suit and blue helmet walking on asphalt. The worker is wearing a blue helmet with a headlamp and has a white tag on their back. The background is a dark, textured asphalt surface.
- Operational improvements
 - Improved Operative EBITA
 - Lower volumes in Smart Grids
 - Future Nordic focus

Total Group: Q1

Total Group

- Net sales -5.9% to EUR 251.0 million (266.6)
- Organic growth in Power and Communication* -2.0%
- Operative EBITA EUR -3.0 million (-7.6)
- Operative EBITA margin -1.2% (-2.9%)

Group: Operative EBITA development



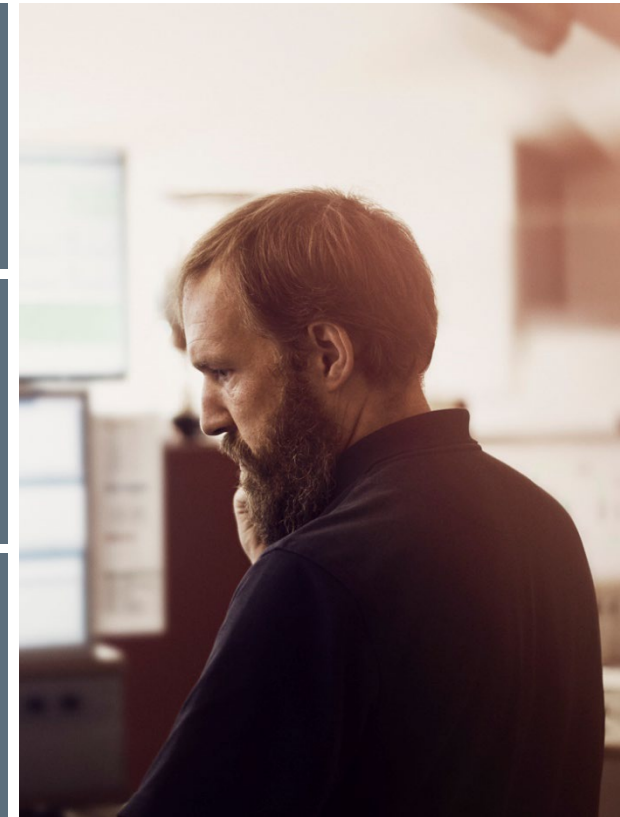
Net sales segments: Q1

<p>Power</p>	<ul style="list-style-type: none"> ▪ Net sales -9.1% to EUR 87.0 million <ul style="list-style-type: none"> ▪ Lower volumes in Finland and Smart Grids ▪ Increased volumes in High Voltage Poland ▪ Organic net sales* -8.1%
<p>Communication</p>	<ul style="list-style-type: none"> ▪ Net sales -0.6% to EUR 161.4 million <ul style="list-style-type: none"> ▪ Lower volumes in Sweden and currency effects ▪ Increased volumes in Norway and Denmark ▪ Organic growth* 1.6%
<p>Other</p>	<ul style="list-style-type: none"> ▪ Net sales -67.7% to EUR 3.1 million <ul style="list-style-type: none"> ▪ In line with the strategy of divestments and discontinuations of operations



Operative EBITA segments: Q1

<p>Power</p>	<ul style="list-style-type: none"> ▪ Operative EBITA EUR -4.2 million (-1.3) ▪ Operative EBITA margin -4.8% (-1.4) <ul style="list-style-type: none"> ▪ Lower net sales in Smart Grids ▪ Lower gross margin and higher costs in High Voltage Nordics and Poland
<p>Communication</p>	<ul style="list-style-type: none"> ▪ Operative EBITA EUR 4.6 million (1.1) ▪ Operative EBITA margin 2.9% (0.7) <ul style="list-style-type: none"> ▪ Increased Operative EBITA in all markets, except for Finland ▪ Increased utilisation, favourable winter conditions and rightsizing of organisations
<p>Other</p>	<ul style="list-style-type: none"> ▪ Operative EBITA EUR -0.1 million (-3.7) ▪ Operative EBITA margin -3.7% (-38.8) <ul style="list-style-type: none"> ▪ Majority of Rail business discontinued ▪ Discontinuation of Power Transmission International according to plan




Focus in 2019

Operational focus

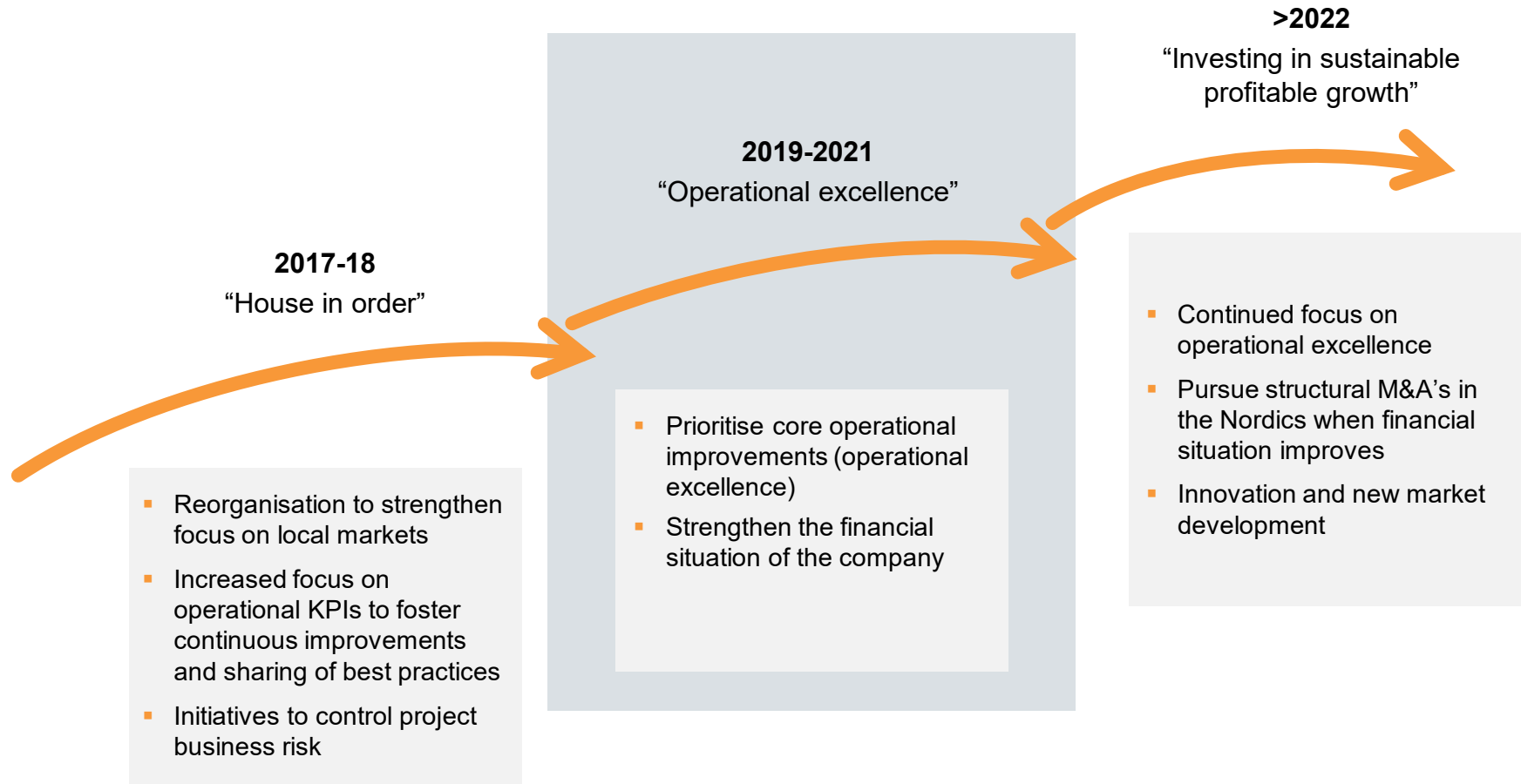
- Tender
- Right people
- Implementation & execution
- Production planning
- Training

Strategic focus

- Evaluation of strategic alternatives for the Polish and German operations, including a potential divestment

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- No. 1 Nordic player
 - High customer satisfaction
 - Lower risk and fewer capital intensive projects
 - Cash generation
 - Lower net debt

Our long-term plan



Q&A

