



# Company presentation

**Sijoittaja 2023**

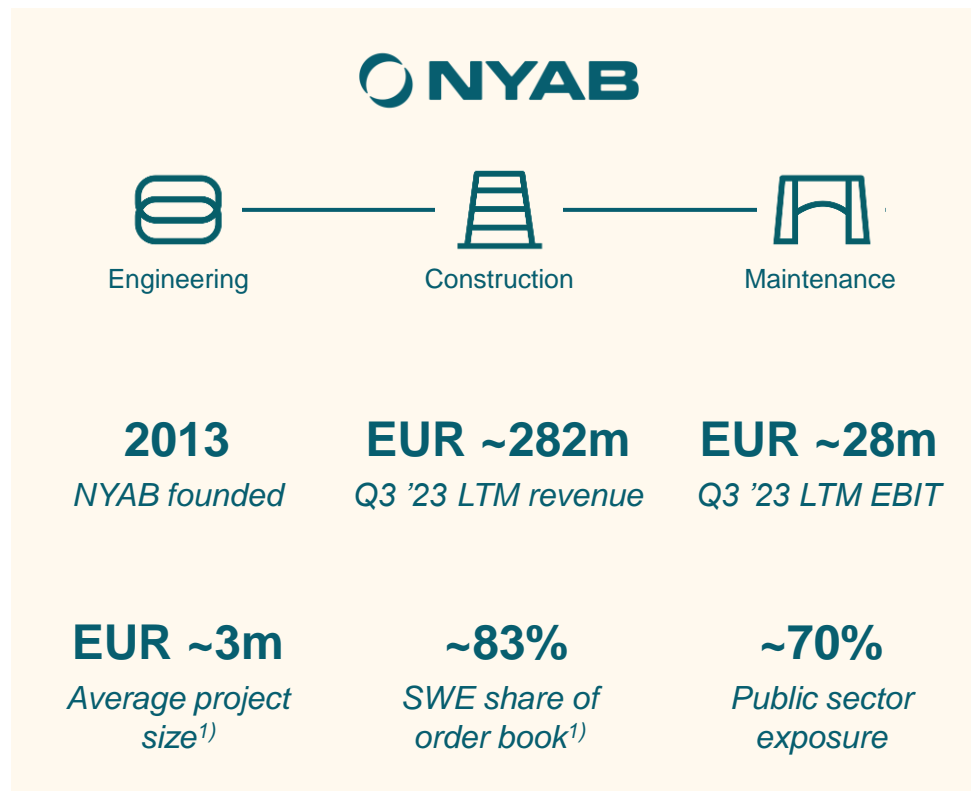
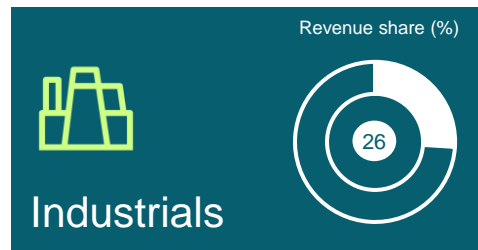
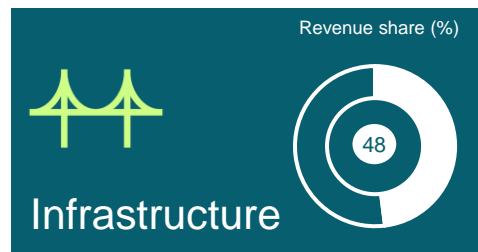
**Presenter: Aku Väliäho, CFO**

November 2023

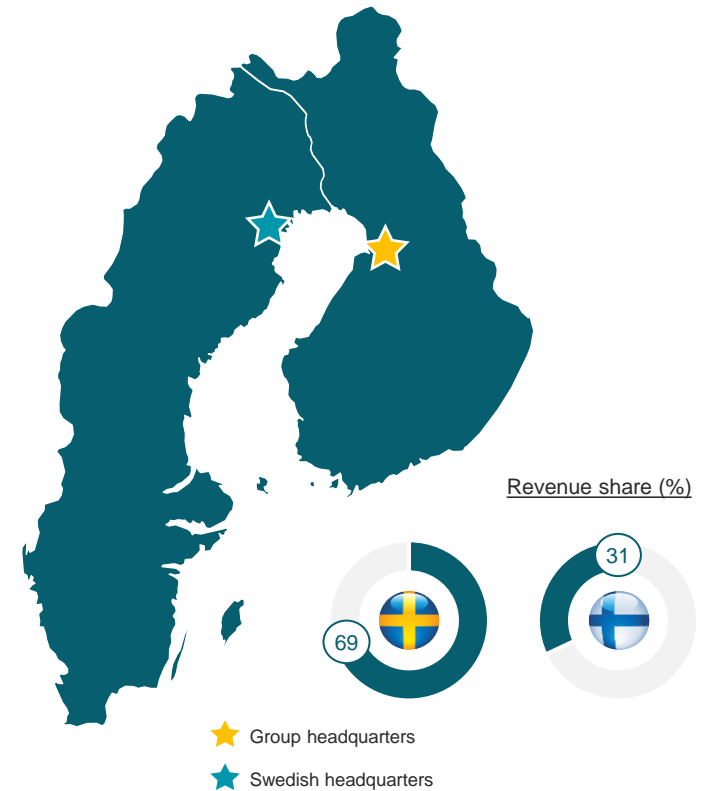


# NYAB is a specialised contractor of sustainable infrastructure and renewable energy projects

## End-to-end provider focused on three growth markets



## Nordic focus



# Why invest in NYAB?

- ① Exposure to attractive growth markets with less cyclical characteristics
- ② Empowering high-performance culture and industry-leading margins
- ③ Superior growth track-record and ability to leverage the business model



**Project:** Tampere region's new central wastewater treatment plant

**Client:** Tampere Region Central Wastewater Treatment Plant Ltd

**Estimated year of completion:** 2024

# Focus on growth sectors that are exposed to global mega trends

## Green transition

- Ongoing transition away from fossil fuels and towards RES
- Significant growth of RES expected coming 10 years driven by both fossil replacement and increased demand for electricity
- Increased electrification will put substantial stress on electricity transmission capacity, already suffering from underinvestment

## Urbanisation

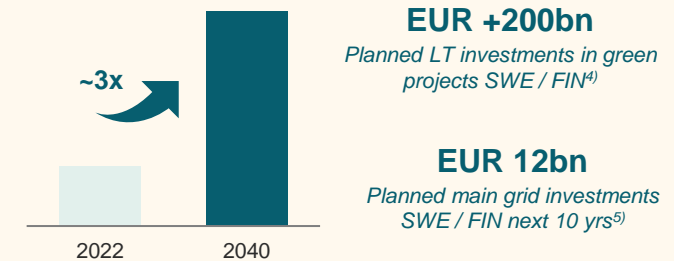
- The trend of urbanisation in the Nordics continues with the expansion of our major cities
- This creates the need for additional investments related to all types of infrastructure that surrounds a city area, e.g. roads, bridges, railways, ports, airports, water and sewage systems, etc.

## De-globalisation

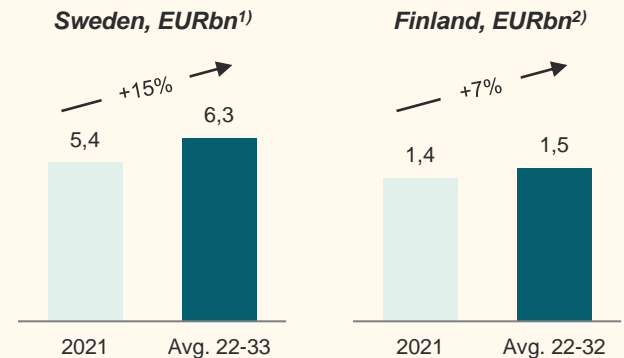
- The COVID-19 pandemic and rising geopolitical uncertainty is leading to a deceleration of globalisation and even de-globalisation
- Disrupted supply chains, unstable geopolitical situation, and trade tension between countries is promoting local investments related to e.g. the production of goods, power production and the defence industry

## Green transition investments

Global installed RES capacity<sup>3)</sup>



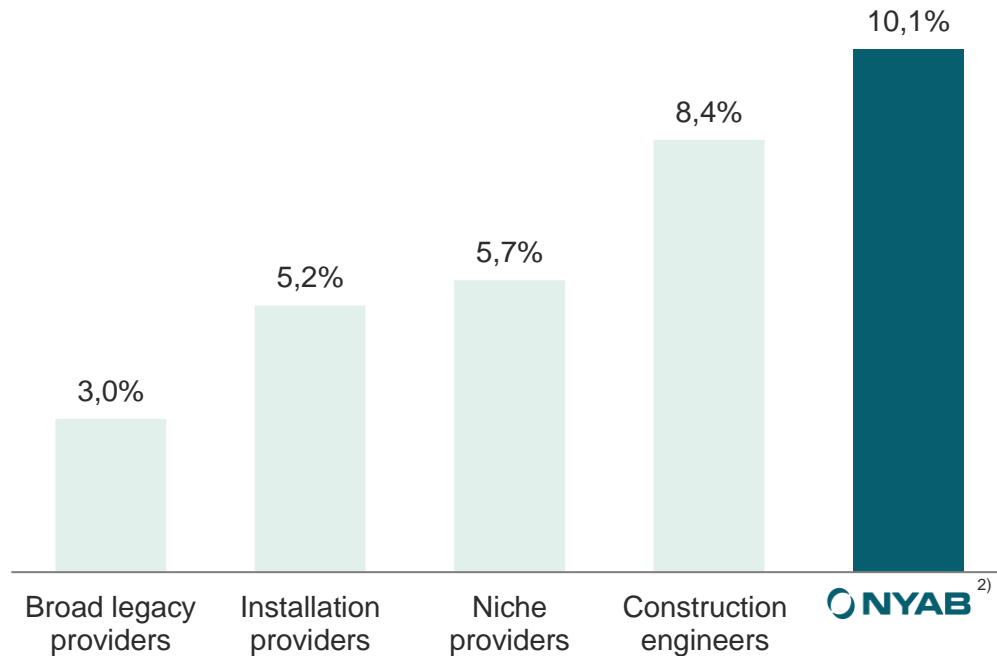
## Public infrastructure investments p.a.



# Industry leading performance compared to peer groups

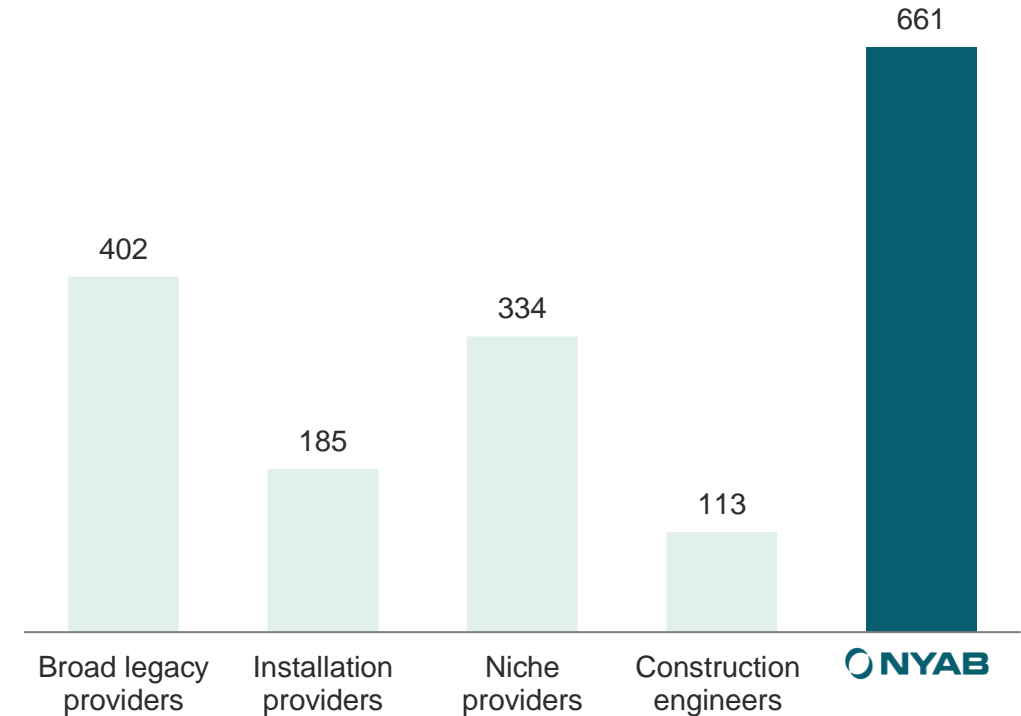
## Superior margin profile compared to related companies<sup>1)</sup>

Average EBIT-margin, L5Y



## Lean organisation focused on high value-added services

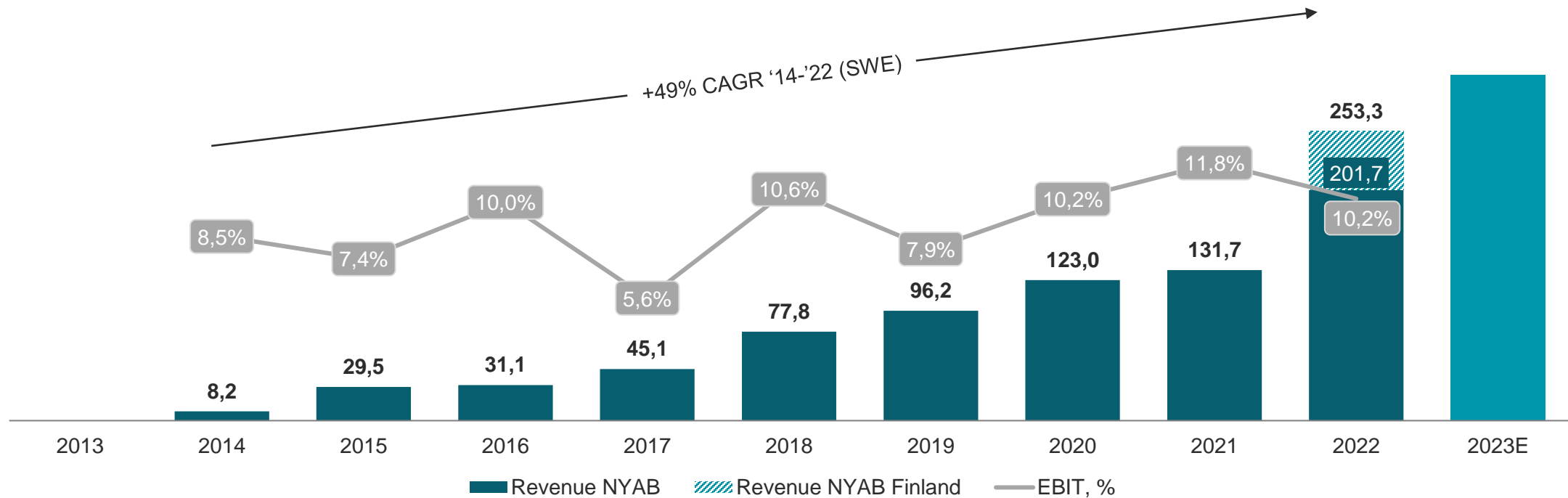
Revenue per FTE, EUR thousand, 2022



# Close to ten years of uninterrupted and constantly profitable growth

## Financial performance, NYAB

EURm



# Strong financial performance Q3'23 with improved profitability and significant new agreement signed

## Q3'23 in brief

### July-September

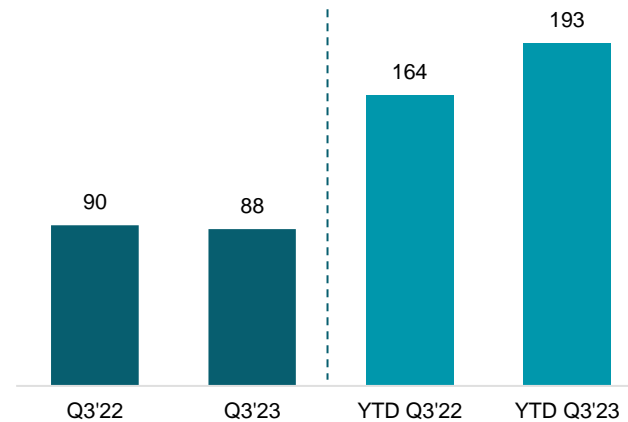
- Revenue amounted to EUR 88.1m (90.3m)
- Order backlog amounted to EUR 183.3m (267.7m)
- EBIT improved by 26% and the margin amounted to 7.5% (5.8%)

### Operations and highlights

- NYAB continues to perform well in a period of macroeconomic headwinds resulting in a challenging market situation with inflation and increasing interest rates causing delays in investment decisions
- NYAB's addressable market continues to offer a high level of business opportunities and tenders
- Furthermore, NYAB has been able to mitigate increasing costs with solid project execution, and by that preserve healthy margins in projects
- A significant agreement regarding the construction of Aurora Line with an estimated value of EUR 89m was signed after the end of the quarter

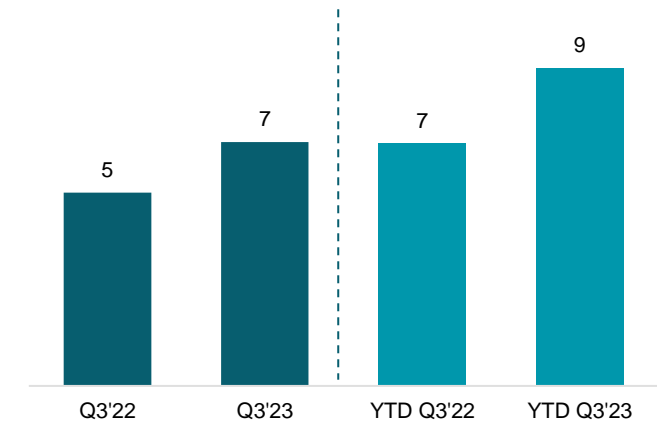
## Revenue development

EUR million



## EBIT development

EUR million



**7.5%**

EBIT margin  
Q3'23

**+3.6%**

Growth in constant  
currencies Q3'23

**13.8%**

ROCE  
LTM Q3'23

**70.9%**

Equity ratio  
Q3'23

**EUR 15m**

Free cash flow  
LTM Q3'23



# Organisation with expert skillset in high demand, geared for complex projects

## Case study: Aurora Line

Energy



**EUR 89m**

*Estimated project revenue*

**Nov 23**

*Project start*

**Dec 25**

*Project completion*

- **NYAB and Svenska kraftnät has entered into a collaborative agreement regarding the construction of the Aurora Line**
- **Aurora Line is a 380 km long 400kV transmission line between Sweden and Finland, a joint project between Fingrid and Svenska kraftnät**
- **Improves supply security and equalizes electricity prices between Finland and the Nordics by increasing transmission capacity**
- **Enables an increase in renewable energy production in the Baltic Sea region**

“

*Aurora Line is a crucial project for the green industrial transition in the Nordics and ensures an important part of the future Nordic electricity supply as well as the common European market*

**Magnus Granljung, Senior Vice President, NYAB**

”

## Key project highlights

- ✓ NYAB started preparing and planning for the project in Dec 2022 together with Svenska kraftnät – the extensive commitment resulted in gaining the agreement for construction
- ✓ The collaborative agreement between NYAB and Svenska kraftnät limits NYABs downside risk
- ✓ Healthy margins in the project
- ✓ Low competition on the tender due to limited expertise from competitors on high voltage level transmission lines
- ✓ NYAB was able to utilize cross-border expertise both in securing the project and for future construction highlighting NYABs broad expertise across the value chain



# Listing in Sweden will provide the best basis for creating further value for our shareholders

## Key objectives

### Improve stock liquidity

- Improved liquidity lowers volatility, narrows the spread and eases trading of the share
- Liquidity in the Swedish market is on average much higher compared to Finland, especially for small and mid-caps

### Gain commercial benefits

- NYAB is already relatively well-known in Finland with a strong brand especially in Northern Sweden
- Listing on First North Premier in Sweden would improve awareness and bring us closer to our largest customers

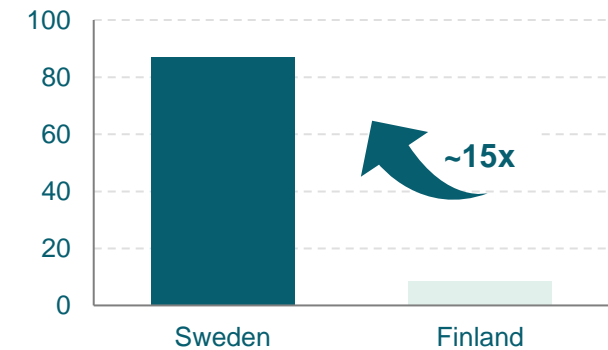
### Increase access to capital

- The Swedish equity capital market is significantly larger than the Finnish (approx. 3x larger by market cap)
- The Swedish market also has a much larger and more dynamic domestic ecosystem for investing in small and mid-caps

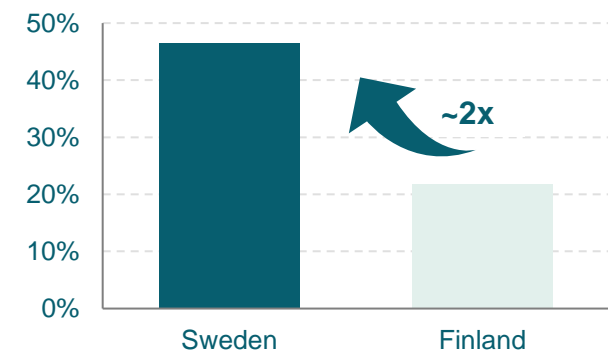
### Smooth transition for shareholders

- The ownership structure will not be directly affected by the conversion
- Formal feedback from relevant tax authorities, implies no direct tax consequences and initial analysis suggests no tax effects on future dividends for current shareholders with regular custodial accounts

AUM domestic funds, EURbn<sup>1)</sup>



Turnover velocity<sup>2)</sup>



# Thank you!

