



Ferronordic

First quarter 2026

May 13, 2026

Q1 2026: Stronger earnings and continued progress



- Revenue amounted to SEK 1,128m (1,206), down 6% YoY but up 6% in fixed currency
- Gross margin improved to 17.7% (16.3)
- Operating profit more than doubled to SEK 37 (13)
- EBITDA increased 49% to SEK 124m (83)
- Net profit improved to SEK 32m (-150) supported by FX gain and lower finance costs
- Net debt amounted to SEK 1,957m (1,826) on Housby integration and planned inventory and fleet build-up

SEK 37m

Operating result

3.2%

Operating margin

+49%

EBITDA

SEK 2.18

EPS

Q1 2026

Stronger earnings and continued progress

- Activity improved through the quarter and accelerated in March
- Increased focus on aftermarket, operational improvements and broader use of technology and data starting to show
- Significant untapped potential within existing operations and geographies
- Selective bolt-on acquisitions continue to be evaluated
- Revenue decreased 6% to SEK 1,128m (1,206), but increased 6% in fixed currency
- Operating profit more than doubled to SEK 37m, supported by strong US performance, positive contribution from Germany and good cost control
- EBITDA increased 49% to SEK 124m (83)
- Net profit improved to SEK 32m (-150), supported by FX gain and lower financing costs
- Net debt increased following integration of Housby and seasonal inventory and rental fleet build-up



Revenue up 6% on
fixed currency basis


Positive operating
profit in Germany

Net profit improved to
SEK 32m (13)

Q1 2026

US highlights

- Strong demand supported by infrastructure and data center investments
- AI-related investments becoming major driver of equipment demand
- Tariffs and gradual price increases have not materially affected market activity
- Sales increased 16% in local currency, with equipment up 13%, aftermarket up 10% and rental up 92%
- Gross margin of 17.5% (17.7), in line with seasonal patterns
- Operating profit reached SEK 47m (48), up 15% in local currency
- EBITDA improved to SEK 112m (95), up 38% in local currency
- Good opportunities remaining to increase market share and aftermarket penetration
- CRM rollout, automated lead generation and rental fleet expansion continued
- Housby in Iowa, our first US bolt-on acquisition, successfully integrated



Revenue up 16% in
USD


EBITDA increased 38%
in USD

Operating result of
SEK 47m with 6.2%
operating margin

Q1 2026

Germany operational highlights

- Aftermarket improvements and cost reductions in Germany starting to show results
- Positive operating profit of SEK 4m (-9) despite subdued market
- Registrations in our territory increased 3%
- Gradual market recovery continued at a moderate pace
- Existing fleets remain active, supporting continued demand for service and parts
- Sales amounted to SEK 337m (402), mainly due to postponed truck deliveries into Q2 and high comparison base
- Aftermarket sales increased 6% in EUR, supported by improved productivity and pricing
- Gross margin improved to 18.2% (13.9), while gross profit increased 9% to SEK 61m (56)
- SG&A decreased 14% following cost reductions implemented during 2025



Positive earnings
despite weak market

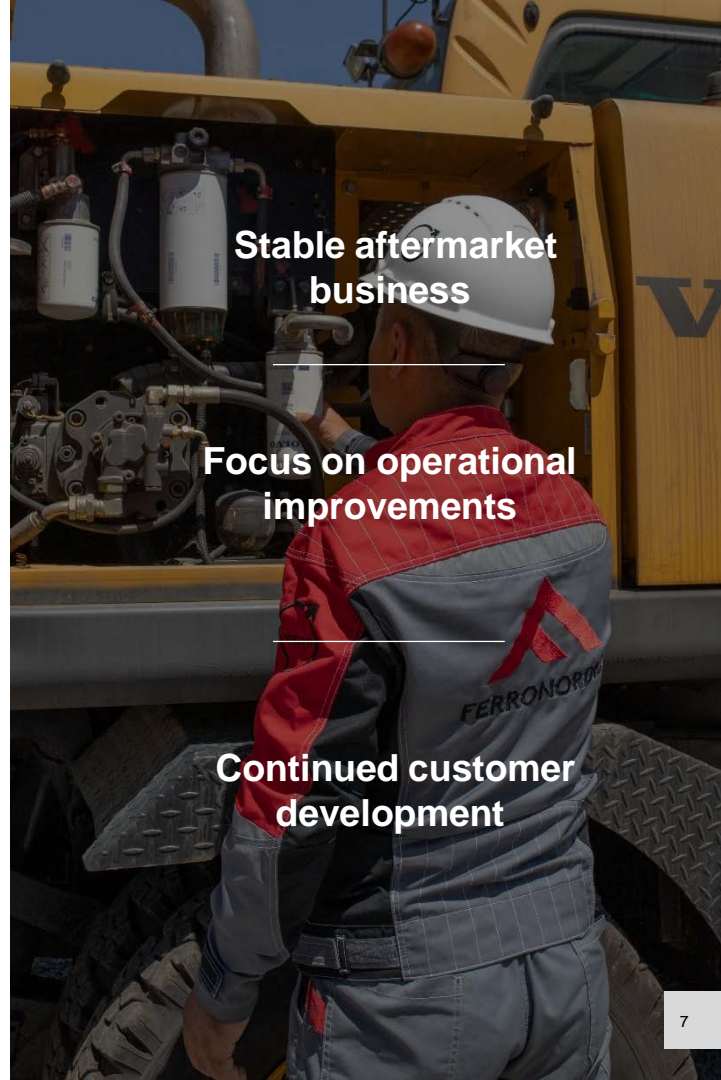
Aftermarket sales up
6% in euro

Improved margins and
lower cost base

Q1 2026

Kazakhstan operational highlights

- Sales amounted to SEK 32m (42)
- Lower equipment sales but stable aftermarket sales
- Gross margin improved to 16.0% (13.9)
- Operations broadly break-even
- Inventory being rebuilt in line with current market demand following reduction of older inventory during 2025
- Focus on operational improvements and continued customer development



Stable aftermarket business

Focus on operational improvements

Continued customer development

Q1 2026

Income statement

SEKm	Q1 2025				Q1 2026				% change Group
	US	Germany	Kazakhstan	Group	US	Germany	Kazakhstan	Group	
(USD/SEK, EUR/SEK, SEK/KZT)	10.68	11.23	47.63		9.14	10.69	54.44		
New units sold	71	148	28	247	65	100	9	174	-30%
Revenue	762	402	42	1,206	760	337	32	1,128	-6%
Gross profit	135	56	6	197	133	61	5	200	1%
% Margin	17.7%	13.9%	13.9%	16.3%	17.5%	18.2%	16.0%	17.7%	1.4pp
Operating profit¹	48	-9	1	13	47	4	0	37	172%
% Margin	6.3%	-2.3%	3.5%	1.1%	6.2%	1.3%	0.9%	3.2%	2.1pp
Net profit for the period				-150				32	121%
EPS				-10.32				2.18	121%
EBITDA¹	95	13	2	83	112	26	1	124	49%

¹ Group operating profit includes Group costs not allocated to the reporting segments

- Revenue amounted to SEK 1,128m, down 6% but up 6% in fixed currency
 - 67% US, 30% Germany and 3% Kazakhstan
 - 53% equipment and trucks, 39% aftermarket, and 8% rental
- Gross margin improved to 17.7% (higher in Germany and Kazakhstan and largely flat in US)
- SG&A decreased 11% to SEK 173m
- SG&A as % of revenue decreased to 15.3% (16.2)
- Operating margin increased to 3.2% (1.1)
- Operating profit increased to SEK 37m (13), supported by improvement in Germany and lower Group costs
- Net profit improved to SEK 32m, supported by lower financing costs and FX gain

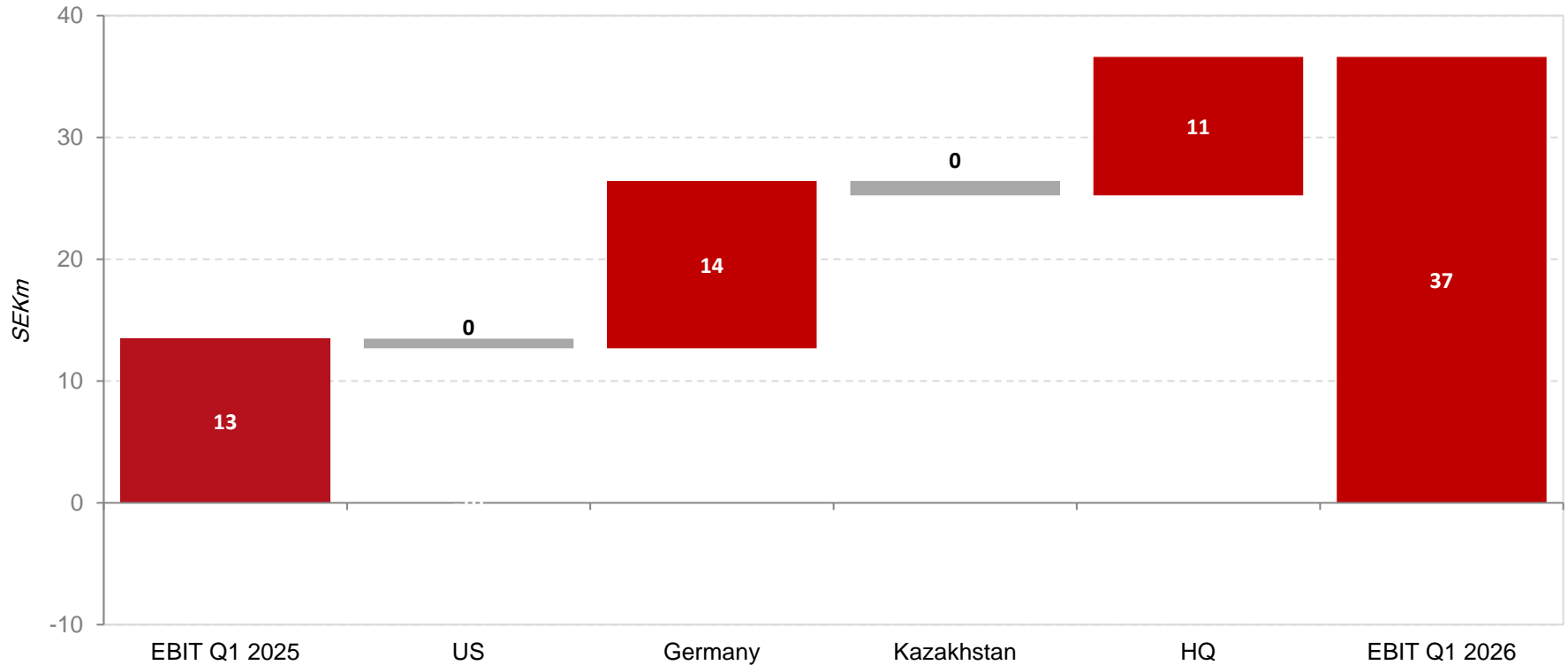
Q1 2026

Balance sheet

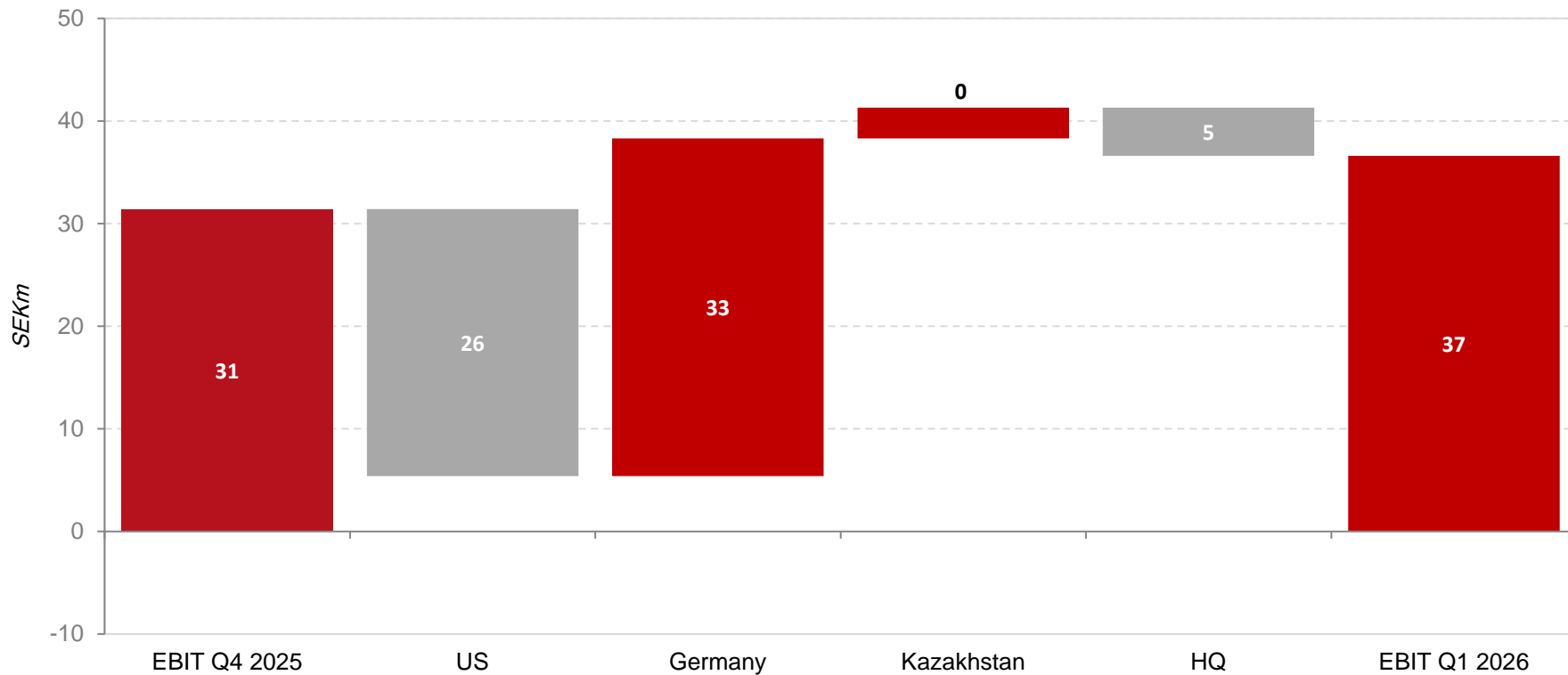
SEKm	Q1 2025	Q4 2025	US Q1 2026	Q1 2026
<i>USD/SEK</i>	10.03	9.20		9.52
<i>EUR/SEK</i>	10.85	10.82	9.52	10.94
<i>SEK/KZT</i>	50.07	54.72		50.73
Property, plant and equipment	2,282	2,136	1,692	2,336
Cash and cash equivalents	232	153	0	117
Debt	2,003	1,686	2,012	1,969
Finance Leases	55	83	22	105
Net debt / (cash)	1,826	1,616	2,034	1,957
Working capital	825	664	610	849
<i>% of Revenue</i>	17%	14%	21%	19%
Shareholders equity	1,372	1,306	162	1,352
Total Assets	4,540	3,994	3,008	4,522
Equity / Assets	30%	33%	5%	30%

- PP&E increased Y-o-Y, mainly reflecting a seasonal expansion of the rental fleet, but also currency effects
- In US, working capital increased Q-o-Q from 14% to 21% of LTM revenue due to Housby and seasonal build-up of inventory
- In Germany, working capital increased Q-o-Q from 6% to 13% of LTM revenue, mainly due to postponed truck deliveries
- In Kazakhstan, working capital increased Q-o-Q from 42% to 74% of LTM following seasonal build-up of inventory and low LTM revenue base
- Net debt increased SEK 341m Q-o-Q to SEK 1,957m due to higher working capital and currency effects
- Equity/assets decreased Q-o-Q to 30%

Group EBIT Y-o-Y

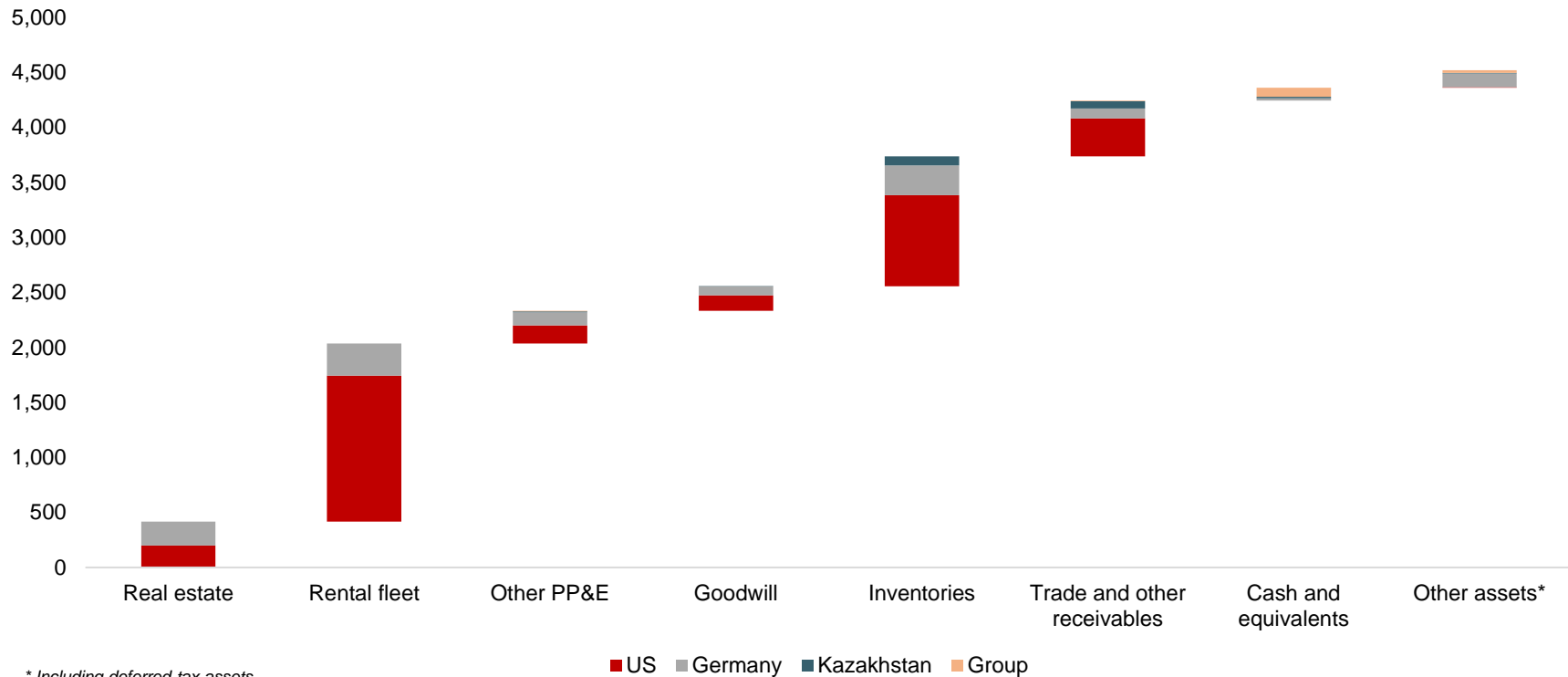


Group EBIT Q-o-Q



Group assets by segment

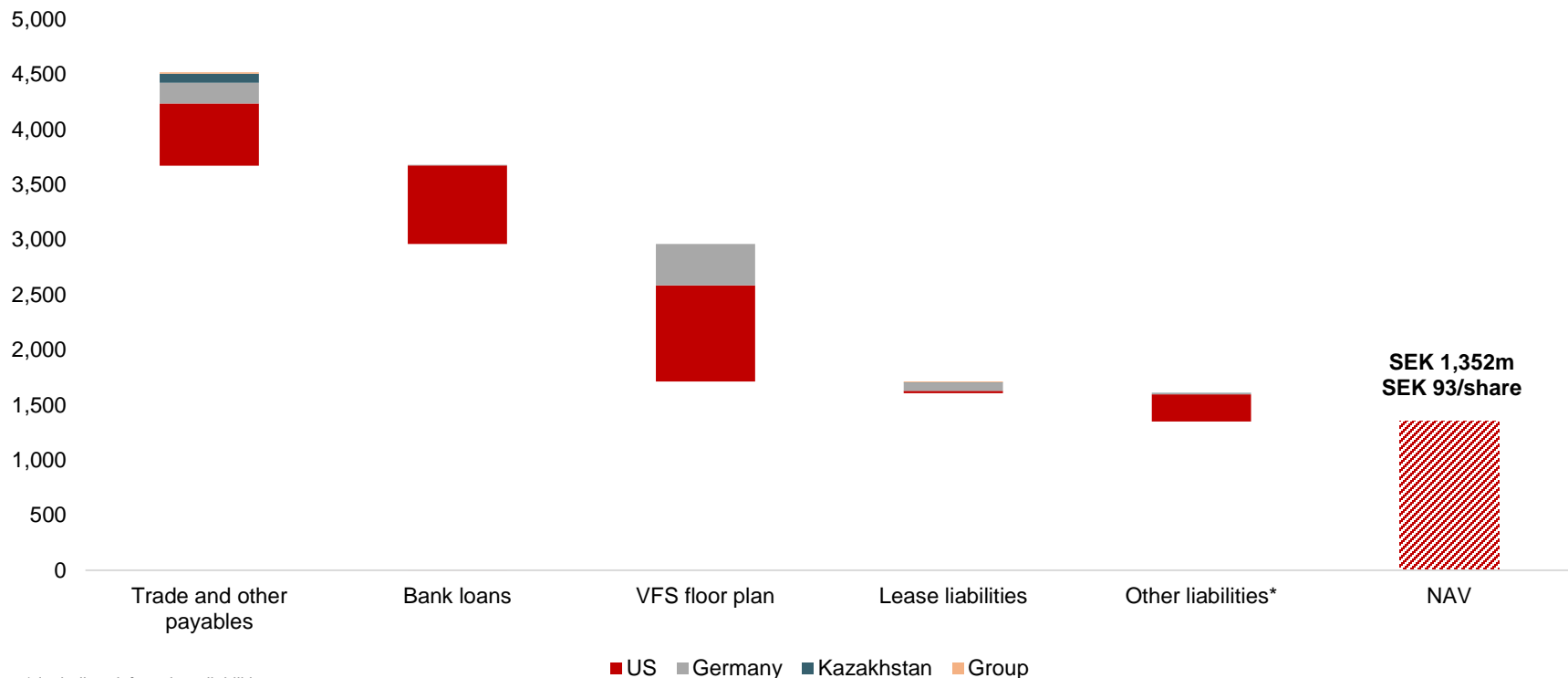
Split by main items and segment as at 31.03.2026



* Including deferred tax assets

Group liabilities by segment

Split by main items and segment as at 31.03.2026



* Including deferred tax liabilities

Financial objectives and dividend policy

KPI	Objective	LTM Q1 2026
Revenue	Double 2024 revenue in current markets over 5 years ¹	0.92x
Operating margin	>6%	2.2%
Net debt / EBITDA	<3x <i>(over a business cycle)</i>	3.8x
Dividend policy	<p>At least 50% of net profit shall be distributed if net debt after dividend is below 1.0x EBITDA, and at least 25% if it exceeds 1.0x EBITDA.</p> <p>When proposing dividends, the Board considers several factors, including legal requirements, the articles of association, the Group's financial position, expansion opportunities and other investment needs.</p>	

1) 2024 revenue amounted to SEK 4.9b. Current markets are defined as Ferronordic's existing sales areas in the US, Germany and Kazakhstan, including expansion into additional brands and products and expansion into adjacent geographies (for example, the expansion to Iowa in 2026).

Outlook



We are optimistic about our US operations and the market environment ahead. Infrastructure spending remains at a high level across our territory and is increasingly complemented by large-scale data center investments. The scale of planned AI-related investments in the US is unprecedented, with several major projects within our territory, and is expected to support strong construction activity and equipment demand for years to come. Customer order books remain solid, and underlying demand remains robust. With Housby integrated, and continued investments in rental, CRM and lead generation, we are well positioned for increased market share, increased aftermarket penetration, and improved operational leverage.

In Germany, we expect the recovery to continue as fleet renewal needs continue to build, although higher fuel prices linked to the conflict in the Middle East add uncertainty. Demand for service and parts remains strong, and improving new truck sales should support further aftermarket growth. With a lower cost base, a stronger aftermarket business, and an organization able to handle larger volumes, we are well positioned for higher sales and improved operational leverage as the market normalizes.

In Kazakhstan, we continue to see good opportunities, particularly in mining and road construction. With new management in place and improved operational execution, we are well positioned to grow revenue and profitability over time.

Thank you