

# Q3

## Interim report



January to September 2020



# Significant improvement in earnings in third quarter

PE continued to deliver improved earnings in the third quarter compared with the previous year. EBITA for the quarter was SEK 2 million (–22), despite challenging market conditions. The improvement in earnings is consistent with our long-term strategic initiative launched in 2019 to improve the margins. Net revenue declined to SEK 220 million (269) in the quarter as a result of restructuring work and the impact of Covid-19.

## Third quarter, 1 July–30 September 2020

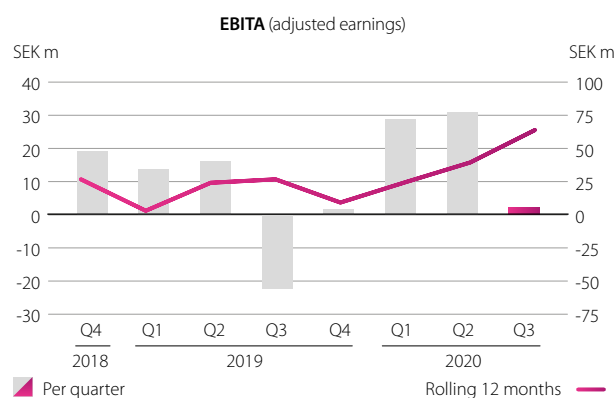
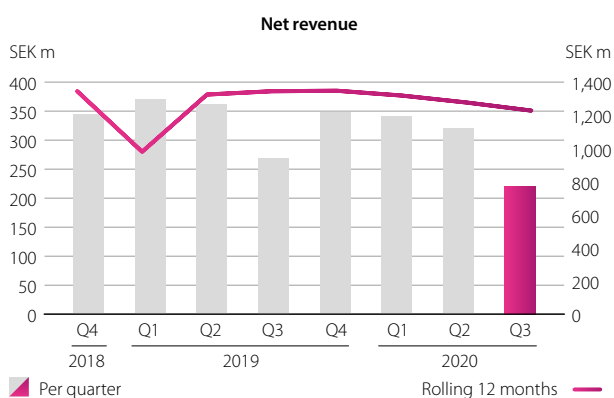
- Net revenue totalled SEK 219.5 million (269.0)
- EBITA increased to SEK 2.3 million (–22.2) and the EBITA margin rose to 1.1 percent (–8.3)
- EBIT totalled SEK –2.5 million (–25.0) and the operating margin was –1.1 percent (–9.3)
- Earnings for the period amounted to SEK –3.1 million (–23.0)
- Earnings per share for the period were SEK –0.13 (–0.93) There is no dilution effect
- PE's Board of Directors has appointed Helena Hed as the new President and CEO

## 1 January–30 September 2020

- Net revenue totalled SEK 880.6 million (1,001.0)
- EBITA increased to SEK 62.2 million (7.4) and the EBITA margin was 7.1 percent (0.7)
- EBIT increased to SEK 51.7 million (1.6) and the operating margin rose to 5.9 percent (0.2)
- Earnings for the period totalled SEK 31.0 million (–6.6)
- Earnings per share for the period were SEK 1.28 (–0.26) There is no dilution effect

## Group summary

| SEK million  | 3 months     |              | 9 months     |              | 12 months    |                 |
|--|--------------|--------------|--------------|--------------|--------------|-----------------|
|  | Jul–Sep 2020 | Jul–Sep 2019 | Jan–Sep 2020 | Jan–Sep 2019 | Jan–Dec 2019 | Rolling 12 mths |
| Net revenue  | 219.5        | 269.0        | 880.6        | 1,001.0      | 1,348.4      | 1,228.0         |
| EBITA  | 2.3          | –22.2        | 62.2         | 7.4          | –16.1        | 38.7            |
| EBITA (adjusted earnings)  | 2.3          | –22.2        | 62.2         | 7.4          | 9.2          | 63.9            |
| EBITA margin, %  | 1.1          | –8.3         | 7.1          | 0.7          | –1.2         | 3.2             |
| EBITA margin, % (adjusted earnings)                                  | 1.1          | –8.3         | 7.1          | 0.7          | 0.7          | 5.2             |
| Operating profit/loss, EBIT  | –2.5         | –25.0        | 51.7         | 1.6          | –24.7        | 25.3            |
| Operating profit/loss, EBIT (adjusted earnings)                      | –2.5         | –25.0        | 51.7         | 1.6          | 0.5          | 50.6            |
| Operating margin, %  | –1.1         | –9.3         | 5.9          | 0.2          | –1.8         | 2.1             |
| Operating margin, % (adjusted earnings)                              | –1.1         | –9.3         | 5.9          | 0.2          | 0.0          | 4.1             |
| Profit/loss for the period   | –3.1         | –23.0        | 31.0         | –6.6         | –40.2        | –2.6            |
| Earnings per share for the period, SEK (there is no dilution effect) | –0.13        | –0.93        | 1.28         | –0.26        | –1.62        | –0.08           |
| Net receivables (-)/debt <sup>1</sup>                                | 334.5        | 419.3        | 334.5        | 419.1        | 400.2        | 334.5           |



<sup>1</sup> Net debt for 2019 is affected by changes to the IFRS 16 accounting policy. The effect of the transition to IFRS 16 amounted to SEK 136 million, while the effect at year-end was SEK 146.5 million. No adjustment has been made to historical figures.

# CEO comments

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In the third quarter, which is seasonally our lowest quarter in terms of revenue, we continued to deliver improved earnings compared with the previous year. This is consistent with our strategic plan to significantly improve our margins, and to establish a robust platform for the future. EBITA for the quarter amounted to SEK 2 million (-22); an improvement in line with what we achieved in the first half of the year. This is despite challenging market conditions due to the Covid-19 pandemic. Net revenue declined to SEK 220 million (269) in the quarter as a result of restructuring work the previous year and the impact of Covid-19.

For the nine-month period, we have achieved EBITA of SEK 62 million (7), which is our highest nine-month earnings to date, corresponding to a margin of 7.1 percent (0.7). The significantly higher earnings and operating cash flow compared with the previous year have helped boost our financial position. Revenue for the period totalled SEK 881 million (1,001).

## Adjustments in response to continued uncertainty

The improvements in earnings we have delivered so far this year are the result of the efficiency measures and strategic initiatives carried out last year. Activities included the consolidation of companies, the introduction of shared support systems, and bringing our offerings together under a single brand. Overall, we have succeeded in reducing our cost base by around SEK 70 million on a full-year basis for 2020 compared with 2019. In the third quarter we saw a continued negative impact on both revenue and earnings as a result of Covid-19. We have to some extent been able to counteract the effect on earnings of the decline in revenue by reducing working hours, with a total of around 260 employees on reduced working hours in the quarter, corresponding to roughly 80 full-time positions. Cutting working hours has allowed us to retain employees within those units that have been adversely affected by the pandemic.

We do not believe that there will be a quick recovery from the market effects of Covid-19. Some of our business units have managed to maintain a high level of activity and have won market share, while others have experienced a significant slowdown. In light of continued uncertainty in certain sections of the market, we have made a decision to adapt the business, with notices of redundancy corresponding to around 70 full-time positions affecting some 15 locations. This is essential in order to create the right conditions for PE to remain strong and profitable.

In the medium term, society will need a sustainable recovery. This will likely bring about significant stimulus measures in areas that relate to parts of our industry. We are just at the start of the transition towards creating a more sustainable society, and architects, engineers and specialists will play a key role in that development.

## Performance of our divisions

The Architecture & Management division saw an improvement in earnings in the quarter compared with the previous year, but continues to experience poor profitability. Activity levels are low and there is uncertainty in the market due to Covid-19, with fewer investments and projects being increasingly postponed.



The Civil Engineering & Infrastructure division experienced a strong trend in the quarter, with organic growth of 11 percent and a significant improvement in earnings compared with the previous year. This positive trend has been achieved through extensive marketing efforts and a strong commercial focus, enabling us to gain market share. A positive trend in the Infrastructure business area also contributed to the division's growth and improved earnings during the quarter.

Earnings for the Systems division improved in the quarter compared with the year-earlier period. The underlying installation engineering business performed as planned, despite some areas being severely affected by the effects of the pandemic. The extensive restructuring work that has been carried out in the Industry & Energy business area continued. During the quarter, the business area won a new order valued at just over SEK 30 million from industrial group Daloc, to be implemented next year.

## One PE with robust local market positions

We have established a more stable and profitable organisation and business, in which our various areas of expertise come together under a single cohesive offering and brand. We will continue to develop our platform and offering, featuring innovative and sustainable solutions that help our clients build the society of the future. In the local markets where we have our base, we intend to gradually consolidate our position through even greater cooperation. This will allow us to develop and deliver the best solutions to complex challenges and opportunities, in partnership with our clients. We will also work tirelessly together to create the industry's most attractive workplace.

On 1 December 2020, Helena Hed will take up her position as the new President and CEO. She will lead efforts aimed at achieving our vision and long-term goals. I would like to extend a warm welcome to Helena, and wish her every success at PE. I would also like to take this opportunity to sincerely thank all our employees. During the pandemic you have continued to deliver exceptional service to our clients, despite extremely challenging conditions. The changes we have implemented have been tough for the organisation, but they have also been essential. We are now even better equipped to face the prevailing market situation.

Per-Arne Gustavsson, President and CEO

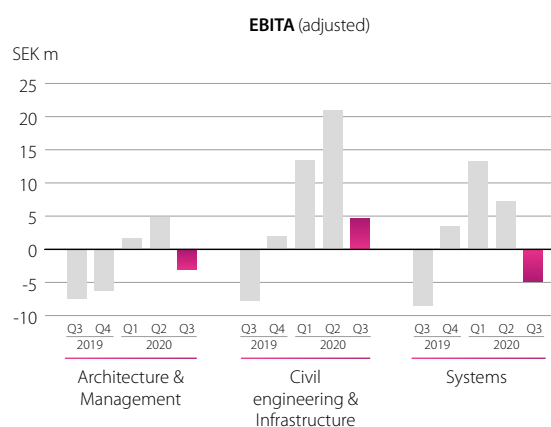
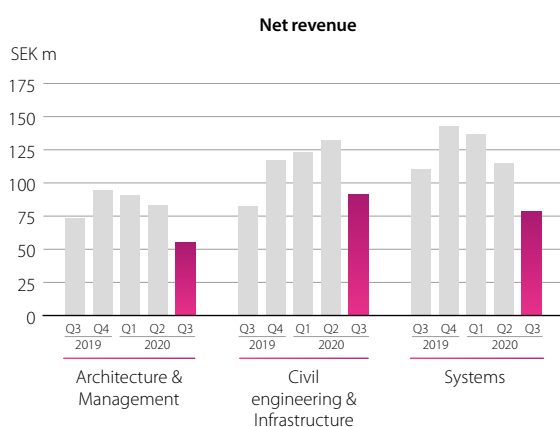
# Divisions: financial overview

## Net revenue and operating profit by division

| SEK million  | 3 months        |                 | 9 months        |                 | 12 months       |                    |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|--------------------|
|  | Jul-Sep<br>2020 | Jul-Sep<br>2019 | Jan-Sep<br>2020 | Jan-Sep<br>2019 | Jan-Dec<br>2019 | Rolling<br>12 mths |
| <b>Net revenue</b>                                   |                 |                 |                 |                 |                 |                    |
| Architecture & Management                            | 55.1            | 73.5            | 229.3           | 274.7           | 369.3           | 323.9              |
| Civil Engineering & Infrastructure                   | 91.5            | 82.2            | 347.4           | 310.0           | 427.1           | 464.6              |
| Systems <sup>1</sup>                                 | 78.3            | 110.8           | 329.5           | 410.2           | 553.1           | 472.4              |
| Other/Internal eliminations                          | -5.4            | 2.5             | -25.7           | 6.1             | -1.2            | -33.0              |
| <b>Total</b>   | <b>219.5</b>    | <b>269.0</b>    | <b>880.6</b>    | <b>1,001.0</b>  | <b>1,348.4</b>  | <b>1,228.0</b>     |
| <b>Earnings</b>                                      |                 |                 |                 |                 |                 |                    |
| Architecture & Management                            | -3.1            | -7.4            | 3.4             | -2.4            | -8.6            | -2.8               |
| Civil Engineering & Infrastructure                   | 4.6             | -7.7            | 39.0            | 6.6             | 8.6             | 41.0               |
| Systems <sup>1</sup>                                 | -4.9            | -8.5            | 15.5            | 12.1            | 15.5            | 18.9               |
| Other and items affecting comparability <sup>2</sup> | 5.8             | 1.4             | 4.3             | -8.9            | -31.6           | -18.4              |
| <b>EBITA</b>   | <b>2.3</b>      | <b>-22.2</b>    | <b>62.2</b>     | <b>7.4</b>      | <b>-16.1</b>    | <b>38.7</b>        |
| Acquisition-related items                            | -4.9            | -2.8            | -10.5           | -5.8            | -8.7            | -13.4              |
| <b>Operating profit/loss, EBIT</b>                   | <b>-2.5</b>     | <b>-25.0</b>    | <b>51.7</b>     | <b>1.6</b>      | <b>-24.7</b>    | <b>25.3</b>        |
| Net financial items                                  | -3.5            | -3.9            | -10.5           | -9.1            | -12.1           | -13.5              |
| Tax  | 2.9             | 6.0             | -10.2           | 0.9             | -3.3            | -14.4              |
| <b>Profit/loss for the period</b>                    | <b>-3.1</b>     | <b>-23.0</b>    | <b>31.0</b>     | <b>-6.6</b>     | <b>-40.2</b>    | <b>-2.6</b>        |

1 Comparative periods have been restated due to the inclusion of the previous Industry & Energy division.

2 Items affecting comparability amount to SEK 0 million for 2020 and to SEK -25.2 million for the January–December 2019 period



# Revenue and earnings for the Group

## Third quarter, 1 July–30 September 2020

Net revenue for the third quarter was SEK 219.5 million (269.0), a decline of 18 percent compared with the previous year. The lower revenue in the quarter was mainly due to a smaller number of employees and the negative impact of Covid-19.

There are no calendar effects or effects from acquisitions on revenue for the quarter. Profit before acquisition-related items (EBITA) was SEK 2.3 million (–22.2), and operating profit (EBIT) was SEK –2.5 million (–25.0).

During the quarter, a total of SEK 8.8 million (0) in government assistance has been taken up as income, in line with regulations for reduced working hours and compensation for sick pay expenses. These grants are recognised as deductions from corresponding costs, such as cost reductions. See Note 5.

The third quarter continued to exhibit a positive earnings trend, with improved efficiency and a higher utilisation rate despite a negative impact from the effects of Covid-19. All divisions displayed earnings that were either better, or significantly better than the previous year. Furthermore, joint administrative costs have decreased. The positive trend is attributable to the restructuring measures and cost savings programme that was launched in December 2019, combined with the action taken to mitigate the effects of Covid-19.

The Covid-19 pandemic has had a negative impact on the business, and revenue has declined due to a lower order intake. This has been managed by reducing working hours. Meanwhile, absence due to sickness has been higher and IT costs to support working from home have risen. Overall, the pandemic has resulted in a reduction in revenue of around SEK 20 million and a negative earnings impact of around SEK 6 million in relation to recognised revenue of SEK 219.5 million and EBITA of SEK 2.3 million.

## 1 January–30 September 2020

Net revenue for the period was SEK 880.6 million (1,001.0), a decline of 12 percent compared with the previous year. The lower revenue in the period was mainly due to a smaller number of employees and the negative impact of the Covid-19 pandemic. The reduction in personnel mainly related to the Systems division, in which Industry & Energy operations declined, and to the Architecture & Management division, in which the Management department has been closed.

The calendar effect has had a negative impact on revenue in the amount of SEK 6.1 million, as the second quarter had one less working day compared with the previous year. Adjusted for the calendar effect, revenue declined by 11.4 percent compared with the previous year. During the period, a total of SEK 18.5 million (0) in government assistance has been recorded as income in line with regulations for reduced working hours and compensation for sick pay expenses. These grants are recognised as deductions from corresponding costs, such as cost reductions. See Note 5. There was no impact from acquisitions on growth during the period.

Profit before acquisition-related items (EBITA) was SEK 62.2 million (7.4), and operating profit (EBIT) was SEK 51.7 million (1.6). The earnings improvement is a result of the restructuring measures taken in 2019 and the cost savings programme launched in December 2019. All three divisions displayed earnings that were either better, or significantly better than the previous year. Furthermore, joint administrative costs have decreased compared with the previous year.

The Covid-19 pandemic has had a negative impact on the business, and revenue has declined due to a lower order intake. This has been managed by reducing working hours. Meanwhile, absence due to sickness has been higher, which has led to fewer hours worked on assignments. IT costs to facilitate remote working have increased. Overall, the pandemic has resulted in a reduction in revenue of around SEK 41 million and a negative earnings impact of around SEK 14 million in relation to recognised revenue of SEK 881 million and EBITA of SEK 62.2 million.

### Growth

Average annual growth of 15% over a business cycle

### Profitability

EBITA margin exceeding 8% over a business cycle

### Debt/equity ratio

Between 1.5 and 2.0 R12 EBITDA over a business cycle

### Dividend policy

30–50% of profit for the year

Projektengagemang's financial targets

# Architecture & Management

In the Architecture & Management division we offer an extensive range of services within architecture, project management and societal development. This includes everything within urban planning, house architecture, landscape architecture and interior architecture, as well as project management, analysis and consulting on all stages of the building process or on issues concerning societal development and sustainability.

In the third quarter of 2020 the division's net revenue amounted to SEK 55.1 million (73.5), a decline of approximately 25 percent compared with the year-earlier period. EBITA improved to SEK -3.1 million (-7.4) and the EBITA margin was -5.7 percent (-10.1).

During the quarter, the division continued to see an improvement in earnings compared with the previous year, but still has a low level of profitability. The cost savings and efficiency measures that have been implemented continue to have a positive impact, and the negative EBITA margin was 50-percent better despite tough market conditions. The measures that have been carried out are reflected in the drop in revenue, but prevailing market conditions have also have an adverse effect on revenue. In the third quarter the division had a total of 102 individuals working a reduced number of hours, corresponding to roughly

35 full-time positions. Further measures were carried out to adjust staffing levels to prevailing conditions on our local markets.

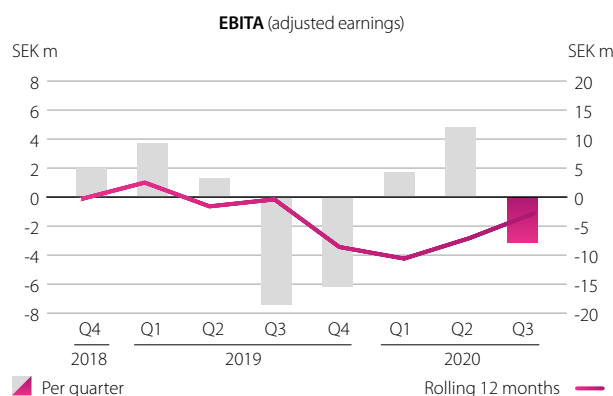
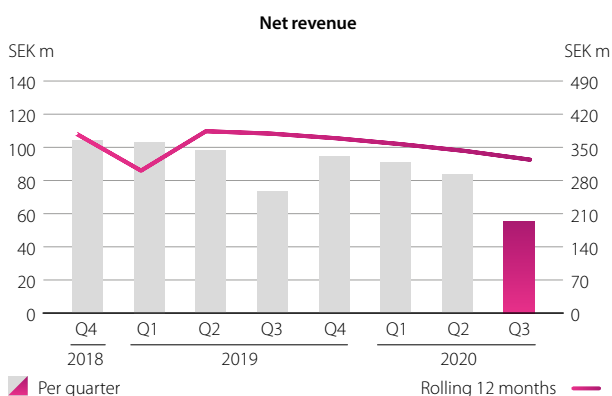
The market for the division's services remained challenging during the quarter. The effects of Covid-19 have led to fewer investments and projects being increasingly postponed. The division's active and purposeful sales efforts are mitigating the effects, but cannot completely compensate for the negative impact of the pandemic. Looking ahead, the market continues to be characterised by uncertainty, and the business is preparing for a number of different scenarios.

#### New assignments

- Urban development assignment in Kungens kurva, which is part of Stockholm's regional expansion
- Temporary landscape architecture in a district of Sundbyberg, designing recreational spaces and a padel court
- Design management for extension of railway depot in Hallsberg

## Division summary

| SEK million                     | 3 months     |              | 9 months     |              | 12 months    |                 |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|-----------------|
|                                 | Jul-Sep 2020 | Jul-Sep 2019 | Jan-Sep 2020 | Jan-Sep 2019 | Jan-Dec 2019 | Rolling 12 mths |
| Net revenue                     | 55.1         | 73.5         | 229.3        | 274.7        | 369.3        | 323.9           |
| - of which internal net revenue | 5.6          | 3.8          | 24.0         | 24.3         | 31.7         | 31.4            |
| Total growth, %                 | -25.0        | -6.4         | -16.5        | -1.2         | -5.0         | -               |
| - of which organic growth, %    | -25.0        | -11.8        | -17.1        | -6.3         | -11.5        | -               |
| - of which acquired growth, %   | 0.0          | 5.4          | 0.6          | 5.1          | 6.5          | -               |
| EBITA                           | -3.1         | -7.4         | 3.4          | -2.4         | -8.6         | -2.8            |
| - EBITA margin, %               | -5.7         | -10.1        | 1.5          | -0.9         | -2.3         | -0.9            |
| Average number of employees     | 222          | 264          | 233          | 278          | 273          | 238             |





# Civil Engineering & Infrastructure

Our Civil Engineering & Infrastructure division offers services to clients in the construction and property sectors, as well as infrastructure. This includes everything from building design, acoustics, geotechnics, energy, environment and sustainability, to bridge and plant design, railways, roads and environmental impact.

In the third quarter of 2020 the division's net revenue amounted to SEK 91.5 million (82.2), an increase of just over 11 percent compared with the year-earlier period. EBITA improved to SEK 4.6 million (-7.7) and the EBITA margin rose to 5.0 percent (-9.3).

The division continued to see an improvement in both earnings and revenue during the quarter. This positive trend has been achieved through extensive marketing efforts and a strong commercial focus, enabling us to gain market share. A positive trend in the Infrastructure business area also contributed to the division's growth and improved earnings during the quarter. In the third quarter the division had a total of 20 individuals working a reduced number of hours, corresponding to roughly 5 full-time positions.

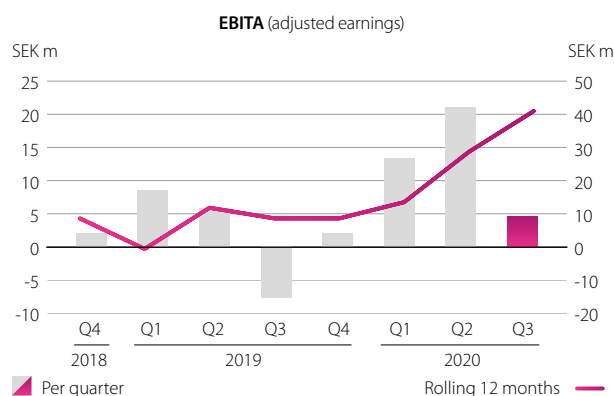
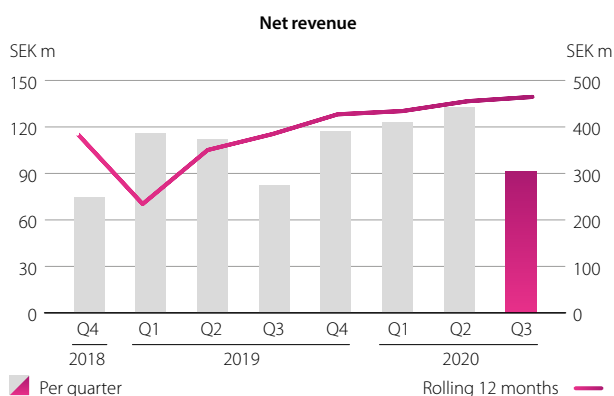
The market for the division's services is challenging. However, the division's dedicated marketing efforts have brought about a stable order intake, which paves the way for healthy activity levels and a good utilisation rate. The effects of the pandemic have impacted the division's operations negatively, but demand within building design and infrastructure remains high. However, a number of the division's smaller units with expertise in areas such as the environment, environmental impact and acoustics have been adversely affected.

#### New assignments

- Partnering for Peab regarding design documentation for new public bath-house in Uddevalla
- Sustainability services for Wihlborgs Fastigheter i Malmö AB, including environmental coordination and sustainability certifications for new housing projects
- Environmental support and geohydrological and surface water advice for SL at Vallentuna depot

## Division summary

| SEK million                     | 3 months     |              | 9 months     |              | 12 months    |                 |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|-----------------|
|                                 | Jul-Sep 2020 | Jul-Sep 2019 | Jan-Sep 2020 | Jan-Sep 2019 | Jan-Dec 2019 | Rolling 12 mths |
| Net revenue                     | 91.5         | 82.2         | 347.4        | 310.0        | 427.1        | 464.6           |
| - of which internal net revenue | 5.0          | 3.2          | 21.2         | 13.6         | 20.1         | 0.0             |
| Total growth, %                 | 11.3         | 72.1         | 12.1         | 8.2          | 70.7         | -               |
| - of which organic growth, %    | 11.3         | -19.3        | 12.1         | 6.0          | -11.2        | -               |
| - of which acquired growth, %   | 0.0          | 91.3         | 0.0          | 2.2          | 81.9         | -               |
| EBITA                           | 4.6          | -7.7         | 39.0         | 6.6          | 8.6          | 41.0            |
| - EBITA margin, %               | 5.0          | -9.3         | 11.2         | 2.1          | 2.0          | 8.8             |
| Average number of employees     | 324          | 368          | 329          | 363          | 361          | 334             |



# Systems

Our Systems division offers installation engineering services at all stages of the building process, focusing on HVAC and sanitation design, electrical and telecommunications engineering, security, fire safety, risk, protection and sprinkler systems, as well as services within automation and digitalisation aimed at the industrial sector.

The division's net revenue amounted to SEK 78.3 million (110.8) for the third quarter of 2020, a decrease of around 29 percent. EBITA improved to SEK -4.9 million (-8.5) and the EBITA margin was -6.3 percent (-7.8).

Earnings for the division improved in the quarter compared with the year-earlier period. The underlying installation engineering business continues to perform as planned, despite some areas being severely affected by the effects of the pandemic. The extensive restructuring work that has been carried out in the Industry & Energy business area continued during the quarter. In the third quarter the division had a total of 85 individuals working a reduced number of hours, corresponding to roughly 33 full-time positions. Some parts of the division have been severely impacted by the effects of the pandemic, and during the period

efforts to adapt the organisation to prevailing uncertain market conditions continued.

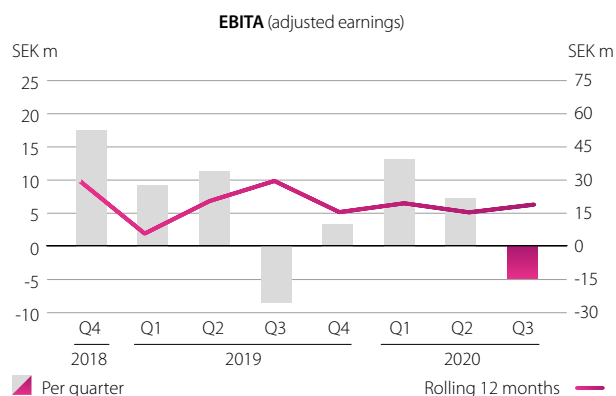
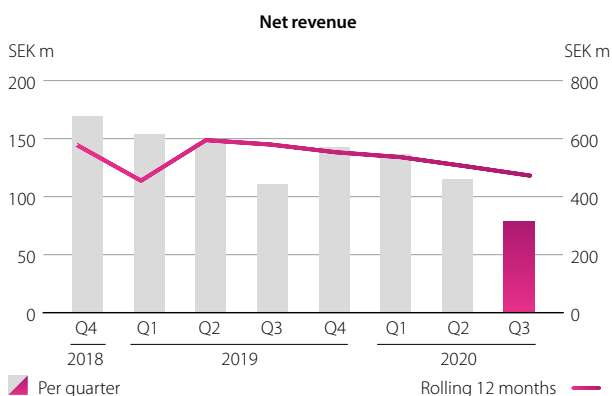
The market for the division's services remains unsettled, due to the pandemic. As previously, the number of new assignments declined and several existing projects have been temporarily halted or postponed. The market continues to be affected by uncertainty.

#### New assignments

- Commissioned by Fastighetskontoret at Stockholm City Council to rebuild and renovate Kungsholmen fire station
- HVAC and sanitation investigation of competition proposal for Citycon for Järfälla's new municipal building
- Streamlining production's transport system and automation of final assembly for Daloc Trädörrar AB in Töreboda

## Division summary

| SEK million                     | 3 months     |              | 9 months     |              | 12 months    |                 |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|-----------------|
|                                 | Jul-Sep 2020 | Jul-Sep 2019 | Jan-Sep 2020 | Jan-Sep 2019 | Jan-Dec 2019 | Rolling 12 mths |
| Net revenue                     | 78.3         | 110.8        | 329.5        | 410.2        | 553.1        | 472.4           |
| - of which internal net revenue | 3.2          | 2.7          | 14.0         | 16.7         | 22.6         | 0.0             |
| Total growth, %                 | -29.4        | -12.1        | -19.7        | -5.7         | -8.5         | -               |
| - of which organic growth, %    | -29.4        | -21.4        | -19.7        | -11.4        | -13.2        | -               |
| - of which acquired growth, %   | 0.0          | 9.4          | 0.0          | 5.7          | 4.8          | -               |
| EBITA                           | -4.9         | -8.5         | 15.5         | 12.1         | 15.5         | 18.9            |
| - EBITA margin, %               | -6.3         | -7.8         | 4.7          | 2.9          | 2.8          | 4.0             |
| Average number of employees     | 364          | 480          | 379          | 496          | 449          | 464             |





# Cash flow and financial position

## Third quarter, 1 July–30 September 2020

Cash flow from operating activities amounted to SEK 5.4 million (–25.0). Change in working capital totalled SEK –16.4 million (–22.0). Investing activities showed a net outflow in the quarter of SEK 6.2 million (1.5). Cash flow from financing activities amounted to SEK –39.8 million (–16.3) and is attributable to the amortisation of bank loans in the amount of SEK 12.3 million, amortisation of lease liabilities in the amount of SEK 19.5 million and payment of contingent considerations amounting to SEK 8 million.

## 1 January–30 September 2020

Cash flow from operating activities amounted to SEK 134.5 million (24.5). Change in working capital totalled SEK 35.1 million (–38.5). Investing activities exhibited a net outflow during the period of SEK 9.8 million (32.0) and comprise purchases of non-current assets. Cash flow from financing activities totalled SEK –128.1 million (–89.0). This mainly consists of changes to drawn overdraft facilities of SEK 26.9 million, amortisation of bank loans and lease liabilities of SEK 36.9 million and SEK 54.6 million respectively, and payment of contingent considerations of SEK 8 million. Net debt at the end of the quarter totalled SEK 334.5 million (419.1). Excluding the lease liability due, which from 2019 is recognised in accordance with IFRS 16, net debt is SEK 189.1 million (283.4).

## Acquisitions

No companies have been acquired in 2020.

## Investments, depreciation and amortisation

Purchases of non-current assets for the period amounted to SEK 9.9 million (5.9). Depreciation of total non-current assets amounted to SEK 63.3 million (70.0), including depreciation of leased assets of SEK 48.1 million (55.8), amortisation of acquisition-related items of SEK 8.4 million (8.5) and amortisation of other intangible assets of SEK 1.2 million (0.6). Purchase considerations paid relating to acquired companies amounted to SEK 0.0 million (28.1), excluding cash and cash equivalents in the acquired companies.

## Significant events in the period

1 January–30 September 2020

### **New President and CEO**

On 7 July, PE's Board of Directors appointed Helena Hed as the new President and CEO. Helena has over 15 years' experience of various senior roles within the Sweco group, and her most recent position was CEO of Sweco Management. Helena has an MSc in Civil Engineering and considerable experience from working in the engineering consultancy sector. Her leadership style focuses on employees, the client and society.

### **Impact of the Covid-19 pandemic**

The impact of Covid-19 resulted in a gradual change in market conditions from the latter part of March onwards. In addition to protecting the health of our employees, clients and cooperation partners, PE is complying with the decisions and recommendations of the authorities and taking the measures required to minimise the spread of the virus. Several measures are being implemented to mitigate the financial impact of Covid-19. Reduced working hours have been introduced in some areas of the business; see Note 5. In total this corresponds to approximately 80 full-time positions and concerns all divisions and administrative employees. PE is continually planning its business in response to the effects of Covid-19 and preparing appropriate measures based on several different potential scenarios.

Further cost savings have been implemented. It is still difficult to predict the financial impact of Covid-19. There is uncertainty on the market, resulting in both postponed and cancelled projects. We have not currently identified any indication of a need for impairment of Group assets and have not made any special provision as a result of the impact of Covid-19.

## Significant events after the end of the period

The start date for PE's new President and CEO has been brought forward, and Helena Hed will take up her position on 1 December 2020.

# Other information

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## Employees

The average number of FTEs in the quarter amounted to 1,010 (1,190). The number of employees at the end of the period was 1,028 (1,172).

## Tax

The tax expense for the 1 January–30 September period totalled SEK –10.2 million (0.9).

## Parent Company

The Parent Company's net revenue for the 1 January–30 September period totalled SEK 0 million (76.6), with operating income (EBIT) corresponding to SEK –11.3 million (–16.0). The company's operations were transferred to the subsidiary PE Teknik & Arkitektur AB in April 2019.

## Share information

The company's B shares have been listed on Nasdaq Stockholm since 19 June 2018. The buying price at 30 September for PENG-B was SEK 25.00, an increase of 66 percent in 2020.

## Related-party transactions

In 2020, PE purchased consulting services from K-Konsult Management AB for SEK 0.2 million (0.3). The transactions took place at market prices.

## Calendar effects

There was no calendar effect for the third quarter of 2020 compared with 2019. The accumulated effect for the year is one less day. See page 25 for further information.

## Accounting policies

This report has been prepared in accordance with IAS 34, Interim Financial Reporting, International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and interpretative statements from the International Financial Reporting Interpretations Committee (IFRIC) as adopted by the EU.

The Group applies the same accounting policies as detailed in Note 1 of the 2019 annual accounts, with the addition of IAS 20 Accounting for Government Grants and Disclosure of Government Assistance. Government grants are recognised in

the financial statements when there is reasonable assurance that the grant will be received and that the company will satisfy the terms associated with the grant. Government grants to cover costs are recorded on an accrual basis and recognised as income systematically in profit/loss for the year in the same way and over the same periods as the costs that the grants are intended to cover. These grants are recognised as deductions from corresponding costs, such as cost reductions. The balance sheets are presented in summary.

To increase comparability with other companies on the market, as of 1 January 2018 PE introduced the earnings concept EBITA, which is defined as operating profit excluding acquisition-related items. Operating profit is therefore adjusted for amortisation and impairment of acquisition-related intangible assets, including goodwill, and revaluation of contingent considerations and gains/losses from the divestment of companies and operations. PE applies all EU-adopted IFRS standards and statements (IFRIC), to the extent possible within the framework of the Swedish Annual Accounts Act, and in some cases for tax reasons. This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Financial Reporting Board's recommendation RFR 2 Accounting for Legal Entities.

## Risks and uncertainties

PE is exposed to business risks associated with economic and structural changes, as well as changes in market trends. Other risks include the ability to recruit, retain and develop employees. Furthermore, the Group is exposed to interest rate, foreign exchange and credit risks. In the event of a significant change in circumstances in the company's markets, PE could experience problems in signing new credit facilities and consequently need to use a larger portion of cash flow to make interest payments and repayments. This could have a negative effect on the company. The risk exposure described in the 2019 annual accounts provides further details of risks and uncertainties. These have not changed for this period.

PE is currently involved in two disputes with Cortus AB. On 5 June 2019, two summons applications were submitted against Cortus AB, in which the claim amounts to approximately SEK 5.3 million. PE's claim relates to remuneration for work carried out. Cortus AB has responded with a counterclaim amounting to approximately SEK 12.6 million. PE believes Cortus AB's claims are without merit.

## Audit

This report has been subject to a limited assurance review.

## Nomination Committee ahead of 2021 AGM

Projektengagemang's Annual General Meeting will be held on 5 May 2021 in Stockholm.

In accordance with the established instructions regarding the composition of the Nomination Committee of Projektengagemang, the three largest shareholders in terms of votes have appointed members of the Nomination Committee in preparation for the 2021 AGM, with Chairman of the Board Per Göransson as convenor. The members of the Nomination Committee are Per Göransson (Projektengagemang Holding AB), Tim Floderus, (Investment AB Öresund) and Dag Marius Nereng (Protector Forsikring). Per Göransson has been appointed chair of the Nomination Committee.

## Forward-looking information

Forward-looking information in this report is based on company management's expectations at the time of writing. As with all assessments regarding the future, such assumptions include risks and uncertainties that may mean actual outcomes differ from the anticipated result. The company does not undertake to update or rectify such forward-looking information other than what is stipulated by law.

This information is information that Projektengagemang Sweden AB (PUBL) is obliged to disclose under the EU market abuse regulation. The information was submitted, through the provision of the contact person, for publication on 5 November 2020 at 07:30 at CET.

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Stockholm 05/11/2020  
Projektengagemang Sweden AB (publ)

Per-Arne Gustavsson  
*CEO*

# Auditor's report

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Projektengagemang Sweden AB (publ) company reg. no 556330-2602

## Introduction

We have conducted a limited assurance review of the financial interim information in summary (interim report) for Projektengagemang Sweden AB (publ) at 30 September 2020 and the nine-month period ending on the same date. The Board of Directors and CEO are responsible for preparing and presenting this financial interim information in accordance with IAS 34 and the Swedish Annual Accounts Act. It is our responsibility to express an opinion on this interim report based on our limited assurance review.

## Focus and scope of the limited assurance review

We have conducted our limited assurance review in accordance with the International Standard on Review Engagements ISRE 2410 Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A limited assurance review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other limited assurance procedures. The procedures performed as part of a limited assurance review vary in nature from, and are significantly less in scope than for a reasonable assurance review conducted in accordance with ISA and generally accepted au-

ditng standards in Sweden. The audit procedures carried out as part of a limited assurance review mean that it is not possible for us to obtain such a level of assurance that would make us aware of all significant circumstances that could have been identified in a reasonable assurance review. Accordingly, we do not express a reasonable assurance opinion.

## Opinion

Based on our limited assurance review, no circumstances have arisen that give us cause to consider that this interim report has not, in all material respects, been prepared for the Group in accordance with IAS 34 and the Swedish Annual Accounts Act, and for the Parent Company in accordance with the Swedish Annual Accounts Act.

Stockholm, 5 November 2020  
PricewaterhouseCoopers AB

Camilla Samuelsson  
*Authorised Public Accountant*

# Group income statement

| SEK million   | 3 months        |                 | 9 months        |                 | 12 months       |                    |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|--------------------|
|   | Jul-Sep<br>2020 | Jul-Sep<br>2019 | Jan-Sep<br>2020 | Jan-Sep<br>2019 | Jan-Dec<br>2019 | Rolling<br>12 mths |
| <b>Net revenue</b>  | <b>219.5</b>    | <b>269.0</b>    | <b>880.6</b>    | <b>1,001.0</b>  | <b>1,348.4</b>  | <b>1,228.0</b>     |
| Other external expenses                                     | -47.7           | -75.6           | -191.3          | -237.7          | -322.9          | -276.5             |
| Personnel costs   | -149.1          | -194.7          | -572.2          | -694.3          | -945.5          | -823.4             |
| <b>Profit/loss before depreciation/amortisation, EBITDA</b> | <b>22.7</b>     | <b>-1.4</b>     | <b>117.1</b>    | <b>69.0</b>     | <b>80.0</b>     | <b>128.1</b>       |
| Depreciation, amortisation and impairment losses            | -20.3           | -20.8           | -54.9           | -61.5           | -96.0           | -89.4              |
| <b>Operating profit/loss, EBITA</b>                         | <b>2.3</b>      | <b>-22.2</b>    | <b>62.2</b>     | <b>7.4</b>      | <b>-16.1</b>    | <b>38.7</b>        |
| Acquisition-related items <sup>1</sup>                      | -4.9            | -2.8            | -10.5           | -5.8            | -8.7            | -13.4              |
| <b>Operating profit/loss, EBIT</b>                          | <b>-2.5</b>     | <b>-25.0</b>    | <b>51.7</b>     | <b>1.6</b>      | <b>-24.7</b>    | <b>25.3</b>        |
| Financial items   | -3.5            | -3.9            | -10.5           | -9.1            | -12.1           | -13.5              |
| <b>Profit/loss after financial items</b>                    | <b>-6.0</b>     | <b>-29.0</b>    | <b>41.2</b>     | <b>-7.5</b>     | <b>-36.9</b>    | <b>11.8</b>        |
| Tax   | 2.9             | 6.0             | -10.2           | 0.9             | -3.3            | -14.4              |
| <b>Profit/loss for the period<sup>2</sup></b>               | <b>-3.1</b>     | <b>-23.0</b>    | <b>31.0</b>     | <b>-6.6</b>     | <b>-40.2</b>    | <b>-2.6</b>        |
| Attributable to:  |                 |                 |                 |                 |                 |                    |
| Parent Company shareholders                                 | -3.1            | -22.8           | 31.3            | -6.5            | -39.7           | -1.9               |
| Non-controlling interests                                   | -0.0            | -0.1            | -0.3            | -0.1            | -0.5            | -0.7               |
| Basic and diluted earnings per share for the period, SEK    | -0.13           | -0.93           | 1.28            | -0.26           | -1.62           | -0.08              |

1 Acquisition-related items are defined as depreciation/amortisation and impairment of goodwill and acquisition-related intangible assets, revaluation of contingent considerations and gains and losses from divestments of companies, operations, land and buildings.

2 No deviations between the profit or loss for the period and comprehensive income for the period.

# Consolidated statement of comprehensive income

| SEK million                              | 3 months        |                 | 9 months        |                 | 12 months       |                    |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|--------------------|
|  | Jul-Sep<br>2020 | Jul-Sep<br>2019 | Jan-Sep<br>2020 | Jan-Sep<br>2019 | Jan-Dec<br>2019 | Rolling<br>12 mths |
| Profit/loss for the year                 | -3.1            | -23.0           | 31.0            | -6.6            | -40.2           | -2.6               |
| <b>Comprehensive income for the year</b> | <b>-3.1</b>     | <b>-23.0</b>    | <b>31.0</b>     | <b>-6.6</b>     | <b>-40.2</b>    | <b>-2.6</b>        |

# Consolidated balance sheet

| SEK million  | 30 Sep 2020    | 30 Sep 2019    | 31 Dec 2019    |
|--|----------------|----------------|----------------|
| <b>ASSETS</b>  |                |                |                |
| <b>Non-current assets</b>                                  |                |                |                |
| Goodwill   | 597.4          | 597.5          | 597.4          |
| Other non-current intangible assets                        | 34.6           | 44.2           | 42.9           |
| Property, plant and equipment                              | 196.6          | 193.6          | 187.5          |
| Financial assets   | 3.3            | 4.7            | 3.4            |
| <b>Total non-current assets</b>                            | <b>831.8</b>   | <b>840.0</b>   | <b>831.2</b>   |
| <b>Current assets</b>                                      |                |                |                |
| Current assets excluding cash and cash equivalents         | 293.6          | 362.6          | 359.3          |
| Cash and cash equivalents including short-term investments | 26.2           | 13.4           | 29.4           |
| <b>Total current assets</b>                                | <b>319.7</b>   | <b>376.0</b>   | <b>388.6</b>   |
| <b>TOTAL ASSETS</b>  | <b>1,151.6</b> | <b>1,216.0</b> | <b>1,219.8</b> |
| <b>EQUITY AND LIABILITIES</b>                              |                |                |                |
| <b>Equity</b>  |                |                |                |
| Equity attributable to Parent Company shareholders         | 552.8          | 556.1          | 521.9          |
| Non-controlling interests                                  | 0.2            | 1.1            | 0.5            |
| <b>Total equity</b>  | <b>553.0</b>   | <b>557.1</b>   | <b>522.4</b>   |
| <b>Liabilities</b>   |                |                |                |
| Non-current liabilities                                    | 248.1          | 298.7          | 295.7          |
| Current liabilities, accrued expenses                      | 325.4          | 334.8          | 380.6          |
| Deferred tax liabilities                                   | 25.0           | 25.4           | 21.1           |
| <b>Total liabilities</b>                                   | <b>598.6</b>   | <b>658.8</b>   | <b>697.5</b>   |
| <b>TOTAL EQUITY AND LIABILITIES</b>                        | <b>1,151.6</b> | <b>1,216.0</b> | <b>1,219.8</b> |

# Consolidated statement of changes in equity

| SEK million                      | 30 Sep 2020  | 30 Sep 2019  | 31 Dec 2019  |
|----------------------------------|--------------|--------------|--------------|
| <b>Equity at start of period</b> | <b>522.4</b> | <b>587.2</b> | <b>587.2</b> |
| Profit/loss for the period       | 31.0         | -6.6         | -40.2        |
| Dividends paid                   | -            | -24.6        | -24.6        |
| Other transactions               | -0.4         | 1.0          | 0.1          |
| <b>Equity at end of period</b>   | <b>553.0</b> | <b>557.1</b> | <b>522.4</b> |
| Attributable to:                 |              |              |              |
| Parent Company shareholders      | 552.8        | 556.1        | 521.9        |
| Non-controlling interests        | 0.2          | 1.1          | 0.5          |
| <b>Total</b>                     | <b>553.0</b> | <b>557.1</b> | <b>522.4</b> |



# Consolidated cash flow statement

| SEK million   | 3 months        |                 | 9 months        |                 | 12 months       |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|
|   | Jul-Sep<br>2020 | Jul-Sep<br>2019 | Jan-Sep<br>2020 | Jan-Sep<br>2019 | Jan-Dec<br>2019 |
| <b>Operating activities</b>   |                 |                 |                 |                 |                 |
| Profit/loss after financial items   | -6.0            | -29.0           | 41.2            | -7.5            | -36.9           |
| Adjustments for non-cash items  | 23.8            | 27.5            | 64.4            | 75.7            | 113.5           |
| Tax paid  | 4.0             | -1.5            | -6.1            | -5.1            | -6.2            |
| <b>Cash flow before changes in working capital</b>                          | <b>21.7</b>     | <b>-3.0</b>     | <b>99.4</b>     | <b>63.1</b>     | <b>70.4</b>     |
| Cash flow from changes in working capital                                   | -16.4           | -22.0           | 35.1            | -38.5           | 7.2             |
| <b>Cash flow from operating activities</b>                                  | <b>5.4</b>      | <b>-25.0</b>    | <b>134.5</b>    | <b>24.5</b>     | <b>77.6</b>     |
| Purchase of property, plant and equipment and non-current intangible assets | -6.3            | -0.3            | -9.9            | -5.9            | -9.9            |
| Acquisition of Group companies, incl. cash funds                            | -               | -0.0            | -               | -24.9           | -24.9           |
| Sale of Group companies, incl. cash funds                                   | -               | -0.6            | -               | -0.6            | -0.6            |
| Change in financial assets  | 0.1             | -0.5            | 0.1             | -0.6            | -0.3            |
| <b>Cash flow from investing activities</b>                                  | <b>-6.2</b>     | <b>-1.5</b>     | <b>-9.8</b>     | <b>-32.0</b>    | <b>-35.6</b>    |
| Dividend paid   | -               | -               | -               | -24.6           | -24.6           |
| Amortisation of loans   | -39.8           | -31.1           | -101.1          | -93.3           | -124.5          |
| Change in credit facilities   | -               | 14.8            | -26.9           | 28.9            | 26.9            |
| <b>Cash flow from financing activities</b>                                  | <b>-39.8</b>    | <b>-16.3</b>    | <b>-128.1</b>   | <b>-89.0</b>    | <b>-122.1</b>   |
| <b>Cash flow for the period</b>   | <b>-40.7</b>    | <b>-42.8</b>    | <b>-3.3</b>     | <b>-96.4</b>    | <b>-80.2</b>    |
| Cash and cash equivalents at start of period                                | 66.1            | 55.4            | 28.8            | 109.0           | 109.0           |
| Exchange rate difference in cash and cash equivalents                       | -0.0            | 0.0             | -0.0            | -0.0            | 0.0             |
| <b>Cash and cash equivalents at end of period</b>                           | <b>25.4</b>     | <b>12.6</b>     | <b>25.4</b>     | <b>12.6</b>     | <b>28.8</b>     |

## Parent Company income statement

| SEK million   | 3 months        |                 | 9 months        |                 | 12 months       |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|
|   | Jul-Sep<br>2020 | Jul-Sep<br>2019 | Jan-Sep<br>2020 | Jan-Sep<br>2019 | Jan-Dec<br>2019 |
| <b>Net revenue</b>  | <b>0.0</b>      | <b>5.0</b>      | <b>0.0</b>      | <b>76.6</b>     | <b>125.0</b>    |
| Other external expenses                                     | -1.6            | -1.9            | -6.0            | -62.4           | -60.8           |
| Personnel costs   | -1.4            | -2.3            | -5.2            | -19.0           | -23.2           |
| <b>Profit/loss before depreciation/amortisation, EBITDA</b> | <b>-3.0</b>     | <b>0.8</b>      | <b>-11.2</b>    | <b>-4.9</b>     | <b>41.1</b>     |
| Depreciation, amortisation and impairment losses            | 0.0             | -4.2            | 0.0             | -11.1           | -26.9           |
| <b>Operating profit/loss, EBIT</b>                          | <b>-3.1</b>     | <b>-3.4</b>     | <b>-11.3</b>    | <b>-16.0</b>    | <b>14.2</b>     |
| Financial items   | -2.3            | -2.1            | -8.4            | -6.2            | -8.4            |
| <b>Profit/loss after financial items</b>                    | <b>-5.4</b>     | <b>-5.5</b>     | <b>-19.7</b>    | <b>-22.2</b>    | <b>5.8</b>      |
| Appropriations  | 0.0             | 0.0             | 0.0             | 0.1             | 11.8            |
| <b>Profit/loss before tax</b>                               | <b>-5.4</b>     | <b>-5.5</b>     | <b>-19.7</b>    | <b>-22.1</b>    | <b>17.6</b>     |
| Tax   | -0.8            | 0.0             | -2.1            | 0.0             | -8.1            |
| <b>Profit/loss for the period</b>                           | <b>-6.2</b>     | <b>-5.5</b>     | <b>-21.8</b>    | <b>-22.1</b>    | <b>9.5</b>      |

## Parent Company statement of comprehensive income

| SEK million                              | 3 months        |                 | 9 months        |                 | 12 months       |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|
|  | Jul-Sep<br>2020 | Jul-Sep<br>2019 | Jan-Sep<br>2020 | Jan-Sep<br>2019 | Jan-Dec<br>2019 |
| Profit/loss for the year                 | -6.2            | -5.5            | -21.8           | -22.1           | 9.5             |
| <b>Comprehensive income for the year</b> | <b>-6.2</b>     | <b>-5.5</b>     | <b>-21.8</b>    | <b>-22.1</b>    | <b>9.5</b>      |

# Parent Company balance sheet

| SEK million                         | 30 Sep 2020  | 30 Sep 2019  | 31 Dec 2019  |
|-------------------------------------|--------------|--------------|--------------|
| <b>ASSETS</b>                       |              |              |              |
| <b>Non-current assets</b>           |              |              |              |
| Other non-current intangible assets | 0.2          | 0.1          | 0.1          |
| Property, plant and equipment       | 0.0          | 55.2         | 35.5         |
| Deferred tax assets                 | 1.1          | 6.8          | 2.8          |
| Financial assets                    | 778.3        | 776.7        | 776.3        |
| <b>Total non-current assets</b>     | <b>779.6</b> | <b>838.8</b> | <b>814.7</b> |
| <b>Current assets</b>               |              |              |              |
| Current assets                      | 25.5         | 41.8         | 51.4         |
| <b>Total current assets</b>         | <b>25.5</b>  | <b>41.8</b>  | <b>51.4</b>  |
| <b>TOTAL ASSETS</b>                 | <b>805.1</b> | <b>880.6</b> | <b>866.1</b> |
| <b>EQUITY AND LIABILITIES</b>       |              |              |              |
| Equity                              | 469.0        | 459.3        | 490.9        |
| Non-current liabilities             | 139.0        | 232.0        | 215.4        |
| Current liabilities                 | 197.1        | 189.3        | 159.8        |
| <b>Total liabilities</b>            | <b>336.1</b> | <b>421.3</b> | <b>375.2</b> |
| <b>TOTAL EQUITY AND LIABILITIES</b> | <b>805.1</b> | <b>880.6</b> | <b>866.1</b> |

# Income statement per quarter for the Group<sup>4</sup>

| SEK million   | Jul-Sep<br>2020 | Apr-Jun<br>2020 | Jan-Mar<br>2020 | Oct-Dec<br>2019 | Jul-Sep<br>2019 | Apr-Jun<br>2019 | Jan-Mar<br>2019 | Oct-Dec<br>2018 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Net revenue</b>  | <b>219.5</b>    | <b>320.0</b>    | <b>341.1</b>    | <b>347.4</b>    | <b>269.0</b>    | <b>361.6</b>    | <b>370.4</b>    | <b>343.8</b>    |
| Other external expenses   | -47.7           | -78.3           | -65.3           | -85.2           | -75.6           | -82.5           | -79.6           | -97.0           |
| Personnel costs   | -149.1          | -194.3          | -228.8          | -251.2          | -194.7          | -242.4          | -257.2          | -222.8          |
| <b>Profit/loss before depreciation/amortisation, EBITDA</b>                                 | <b>22.7</b>     | <b>47.4</b>     | <b>47.0</b>     | <b>11.0</b>     | <b>-1.4</b>     | <b>36.7</b>     | <b>33.6</b>     | <b>24.0</b>     |
| <b>Profit/loss before depreciation/amortisation, EBITDA (adjusted earnings)<sup>1</sup></b> | <b>22.7</b>     | <b>47.4</b>     | <b>47.0</b>     | <b>23.7</b>     | <b>-1.4</b>     | <b>36.7</b>     | <b>33.6</b>     | <b>24.0</b>     |
| Depreciation, amortisation and impairment losses  | -20.3           | -16.5           | -18.0           | -34.5           | -20.8           | -20.6           | -20.1           | -4.7            |
| <b>Operating profit/loss, EBITA</b>   | <b>2.3</b>      | <b>30.9</b>     | <b>28.9</b>     | <b>-23.5</b>    | <b>-22.2</b>    | <b>16.1</b>     | <b>13.6</b>     | <b>19.3</b>     |
| <b>Operating profit/loss, EBITA (adjusted earnings)<sup>1</sup></b>                         | <b>2.3</b>      | <b>30.9</b>     | <b>28.9</b>     | <b>1.7</b>      | <b>-22.2</b>    | <b>16.1</b>     | <b>13.6</b>     | <b>19.3</b>     |
| Acquisition-related items <sup>2</sup>  | -4.9            | -2.8            | -2.8            | -2.9            | -2.8            | -2.8            | -0.1            | -0.9            |
| <b>Operating profit/loss, EBIT</b>  | <b>-2.5</b>     | <b>28.1</b>     | <b>26.1</b>     | <b>-26.3</b>    | <b>-25.0</b>    | <b>13.2</b>     | <b>13.4</b>     | <b>25.4</b>     |
| <b>Operating profit/loss, EBIT (adjusted earnings)<sup>1</sup></b>                          | <b>-2.5</b>     | <b>28.1</b>     | <b>26.1</b>     | <b>-1.1</b>     | <b>-25.0</b>    | <b>13.2</b>     | <b>13.4</b>     | <b>18.3</b>     |
| Financial items   | -3.5            | -3.8            | -3.2            | -3.0            | -3.9            | -2.1            | -3.0            | -1.6            |
| <b>Profit/loss after financial items</b>  | <b>-6.0</b>     | <b>24.3</b>     | <b>22.9</b>     | <b>-29.4</b>    | <b>-29.0</b>    | <b>11.1</b>     | <b>10.4</b>     | <b>23.8</b>     |
| Tax   | 2.9             | -6.4            | -6.6            | -4.2            | 6.0             | -3.0            | -2.2            | -1.7            |
| <b>Profit/loss for the period<sup>3</sup></b>   | <b>-3.1</b>     | <b>17.9</b>     | <b>16.2</b>     | <b>-33.6</b>    | <b>-23.0</b>    | <b>8.1</b>      | <b>8.2</b>      | <b>22.1</b>     |
| Attributable to:  |                 |                 |                 |                 |                 |                 |                 |                 |
| Parent Company shareholders   | -3.1            | 18.0            | 16.4            | -33.2           | -22.8           | 8.1             | 8.2             | 21.9            |
| Non-controlling interests   | -0.0            | -0.2            | -0.3            | -0.5            | -0.2            | 0.0             | 0.0             | 0.3             |

1 Adjusted for items affecting comparability 2019 and earlier.

2 Acquisition-related items are defined as amortisation and impairment of goodwill and acquisition-related intangible assets, revaluation of contingent considerations and gains and losses from divestments of companies, operations, land and buildings. EBIT January–March 2019 boosted by a capital gain of SEK 2.6 million.

3 No deviations between profit or loss for the period and comprehensive income for the period.

4 2018 not restated for IFRS 16.

# Key performance indicators, Group

| SEK million                               | 3 months        |                 | 9 months        |                 | 12 months       |                    |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|--------------------|
|   | Jul-Sep<br>2020 | Jul-Sep<br>2019 | Jan-Sep<br>2020 | Jan-Sep<br>2019 | Jan-Dec<br>2019 | Rolling<br>12 mths |
| <b>PROFITABILITY</b>                      |                 |                 |                 |                 |                 |                    |
| EBITDA                                    | 22.7            | -1.4            | 117.1           | 69.0            | 80.0            | 128.1              |
| EBITDA margin, %                          | 10.3            | -0.5            | 13.3            | 6.9             | 5.9             | 10.4               |
| EBITDA (adjusted earnings) <sup>1</sup>   | 22.7            | -1.4            | 117.1           | 69.0            | 92.7            | 140.8              |
| EBITDA margin, % (adjusted earnings)      | 10.3            | -0.5            | 13.3            | 6.9             | 6.9             | 11.5               |
| EBITA                                     | 2.3             | -22.2           | 62.2            | 7.4             | -16.1           | 38.7               |
| EBITA margin, %                           | 1.1             | -8.3            | 7.1             | 0.7             | -1.2            | 3.2                |
| EBITA (adjusted earnings) <sup>1</sup>    | 2.3             | -22.2           | 62.2            | 7.4             | 9.2             | 63.9               |
| EBITA margin, % (adjusted earnings)       | 1.1             | -8.3            | 7.1             | 0.7             | 0.7             | 5.2                |
| EBIT                                      | -2.5            | -25.0           | 51.7            | 1.6             | -24.7           | 25.3               |
| EBIT margin, %                            | -1.1            | -9.3            | 5.9             | 0.2             | -1.8            | 2.1                |
| EBIT (adjusted earnings) <sup>1</sup>     | -2.5            | -25.0           | 51.7            | 1.6             | 0.5             | 50.6               |
| EBIT margin, % (adjusted earnings)        | -1.1            | -9.3            | 5.9             | 0.2             | 0.0             | 4.1                |
| <b>NET REVENUE</b>                        |                 |                 |                 |                 |                 |                    |
| Total growth, %                           | -18.4           | 8.1             | -12.0           | 13.7            | 10.2            | -                  |
| - of which organic growth                 | -18.4           | -6.5            | -12.0           | -5.4            | -6.8            | -                  |
| - of which acquired growth                | -               | 14.6            | -               | 19.1            | 17.0            | -                  |
| <b>FINANCIAL POSITION</b>                 |                 |                 |                 |                 |                 |                    |
| Equity/assets ratio, %                    | 48.0            | 45.8            | 48.0            | 45.8            | 42.8            | -                  |
| Available cash and cash equivalents       | 186.2           | 244.8           | 186.2           | 244.8           | 162.7           | -                  |
| - of which undrawn credit facilities      | 160.0           | 231.4           | 160.0           | 231.4           | 133.4           | -                  |
| Leverage                                  | 2.6             | 4.5             | 2.6             | 4.5             | 5.0             | 2.6                |
| <b>OTHER</b>                              |                 |                 |                 |                 |                 |                    |
| Number of employees                       | 1,028           | 1,172           | 1,028           | 1,172           | 1,129           | 1,028              |
| Average number of employees               | 1,010           | 1,190           | 1,043           | 1,205           | 1,198           | 1,140              |
| Utilisation rate, %                       | 75.0            | 71.7            | 77.2            | 72.5            | 73.0            | 76.4               |
| Basic and diluted earnings per share, SEK | -0.13           | -0.93           | 1.28            | -0.26           | -1.62           | -0.08              |
| Equity per share, SEK                     | 22.51           | 22.64           | 22.51           | 22.64           | 21.25           | 22.51              |

<sup>1</sup> Adjusted for items affecting comparability.

# Notes

## NOTE 1 Acquisitions

No acquisitions of subsidiaries were made in 2020. A contingent consideration relating to FAST Engineering Göteborg AB has been paid.

### Acquisition-related items

| SEK million   | 3 months        |                 | 9 months        |                 | 12 months       |                    |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|--------------------|
|   | Jul-Sep<br>2020 | Jul-Sep<br>2019 | Jan-Sep<br>2020 | Jan-Sep<br>2019 | Jan-Dec<br>2019 | Rolling<br>12 mths |
| <b>EBITA</b>  | <b>2.3</b>      | <b>-22.2</b>    | <b>62.2</b>     | <b>7.4</b>      | <b>-16.1</b>    | <b>38.7</b>        |
| Amortisation of acquisition-related non-current intangible assets | -2.8            | -2.8            | -8.4            | -8.5            | -11.3           | -11.3              |
| Contingent consideration  | -2.1            | 0.0             | -2.1            | 0.0             | 0.0             | -2.1               |
| Acquisition-related capital gain from sale of non-current asset   | 0.0             | 0.0             | 0.0             | 2.6             | 2.6             | 0.0                |
| <b>Acquisition-related items</b>                                  | <b>-4.9</b>     | <b>-2.8</b>     | <b>-10.5</b>    | <b>-5.8</b>     | <b>-8.7</b>     | <b>-13.4</b>       |
| <b>Operating profit/loss, EBIT</b>                                | <b>-2.5</b>     | <b>-25.0</b>    | <b>51.7</b>     | <b>1.6</b>      | <b>-24.7</b>    | <b>25.3</b>        |



## NOTE 2 Financial instruments by category

The fair value of the Group's financial instruments is established via market valuation, e.g. recently completed transactions, the price of similar instruments and discounted cash flows. When there is no reliable data available for fair value measurement, financial instruments are recognised at cost (Level 3). There were

no transfers between any of the levels during the period. No financial instruments have been classified at Level 2. Carrying amount is deemed to represent a reasonable estimate of the fair value of all financial assets and liabilities. The financial assets and liabilities are assigned to valuation categories 2 and 3.

### 30 Sep 2020

| SEK million                               | Measured at fair value via profit/loss | Financial assets measured at amortised cost | Financial liabilities measured at fair value through profit/loss | Of which fair value per level* |          |            |
|---|--|---|--|--------------------------------|----------|------------|
|   |  |   |  | 1                              | 2        | 3          |
| <b>Financial instruments, assets</b>      |  |   |  |                                |          |            |
| Financial investments                     | 3.2                                    | –   | –  | –                              | –        | 3.2        |
| Trade receivables                         | –                                      | 124.0                                       | –  | –                              | –        | –          |
| Short-term investments                    | 0.8                                    | –   | –  | –                              | –        | 0.8        |
| Other non-current receivables             | –                                      | 0.0   | –  | –                              | –        | –          |
| <b>Total financial assets</b>             | <b>4.0</b>                             | <b>124.1</b>                                | <b>–</b>   | <b>–</b>                       | <b>–</b> | <b>4.0</b> |
| <b>Financial instruments, liabilities</b> |  |   |  |                                |          |            |
| Recognised purchase considerations        | 2.0                                    | –   | –  | –                              | –        | 2.0        |
| Liabilities to customers and suppliers    | –                                      | –   | 64.5   | –                              | –        | –          |
| Other non-current liabilities             | –                                      | –   | 1.3  | –                              | –        | –          |
| Interest-bearing liabilities, non-current | –                                      | –   | 245.8  | –                              | –        | –          |
| Interest-bearing liabilities, current     | –                                      | –   | 114.9  | –                              | –        | –          |
| <b>Total financial liabilities</b>        | <b>2.0</b>                             | <b>–</b>                                    | <b>426.5</b>   | <b>–</b>                       | <b>–</b> | <b>2.0</b> |

### 30 Sep 2019

| SEK million                               | Measured at fair value via profit/loss | Financial assets measured at amortised cost | Financial liabilities measured at fair value through profit/loss | Of which fair value per level* |          |             |
|---|--|---|--|--------------------------------|----------|-------------|
|   |  |   |  | 1                              | 2        | 3           |
| <b>Financial instruments, assets</b>      |  |   |  |                                |          |             |
| Financial investments                     | 6.8                                    | –   | –  | –                              | –        | 6.8         |
| Trade receivables                         | –                                      | 163.6                                       | –  | –                              | –        | –           |
| Short-term investments                    | 0.7                                    | –   | –  | –                              | –        | 0.7         |
| Other non-current receivables             | –                                      | 0.4   | –  | –                              | –        | –           |
| <b>Total financial assets</b>             | <b>7.5</b>                             | <b>164.1</b>                                | <b>–</b>   | <b>–</b>                       | <b>–</b> | <b>7.5</b>  |
| <b>Financial instruments, liabilities</b> |  |   |  |                                |          |             |
| Recognised purchase considerations        | 15.3                                   | –   | –  | –                              | –        | 15.3        |
| Liabilities to customers and suppliers    | –                                      | –   | 68.8   | –                              | –        | –           |
| Other non-current liabilities             | –                                      | –   | 0.2  | –                              | –        | –           |
| Interest-bearing liabilities, non-current | –                                      | –   | 287.1  | –                              | –        | –           |
| Interest-bearing liabilities, current     | –                                      | –   | 145.7  | –                              | –        | –           |
| <b>Total financial liabilities</b>        | <b>15.3</b>                            | <b>–</b>                                    | <b>501.8</b>   | <b>–</b>                       | <b>–</b> | <b>15.3</b> |

Financial assets and financial liabilities measured at fair value in the balance sheet, or where disclosures are submitted regarding fair value, are classified according to one of three levels based on the information used to establish the fair value. No transfers have occurred between these levels in 2020 or 2019.

#### Level 1

Financial instruments for which fair value is established based on observable (unadjusted) quoted prices in active markets for identical assets and liabilities. A market is considered active if quoted prices from a stock market, broker, industrial group, pricing service or supervisory authority are easily and regularly available, and such prices represent actual and regularly occurring arm's-length market transactions.

#### Level 2

Financial instruments for which fair value is established according to valuation models based on observable data for the asset or liability other than quoted prices included in Level 1, either directly (as quoted prices) or indirectly (derived from quoted prices). Examples of observable data under Level 2 are:

- Quoted prices for similar assets and liabilities.
- Data that may constitute grounds for assessing price, e.g. market rates and yield curves.

#### Level 3

Financial instruments for which fair value is established according to valuation models in which material inputs are based on unobservable data. No significant transfers between the levels have occurred during the periods. For other financial assets and financial liabilities, the recognised values are in all material respects deemed to correspond to the fair values. Recognised purchase considerations and financial investments are valued based on future earnings forecasts.

## NOTE 3 Deferred tax assets/tax liabilities

The interim report's balance sheet is aggregated. Deferred tax assets are therefore netted against deferred tax liabilities. In order to illustrate the impact of such netting on the balance sheet, the table below shows how the various components affect the deferred tax asset and deferred tax liability.

### Deferred tax effect

| SEK million                           | 30 Sep 2020  | 30 Sep 2019  |
|---------------------------------------|--------------|--------------|
| <b>Deferred tax assets</b>            |              |              |
| Loss carry-forwards                   | 1.0          | 11.9         |
| Non-current assets                    | 18.5         | 10.2         |
| Accrued expenses                      | 1.5          | 0.0          |
| <b>Total deferred tax assets</b>      | <b>21.0</b>  | <b>22.1</b>  |
| <b>Deferred tax liabilities</b>       |              |              |
| Untaxed reserves                      | 16.4         | 17.4         |
| Current assets                        | 21.8         | 30.1         |
| Non-current assets                    | 7.8          | 0.0          |
| <b>Total deferred tax liabilities</b> | <b>46.0</b>  | <b>47.5</b>  |
| <b>Net deferred tax effect</b>        | <b>-25.0</b> | <b>-25.4</b> |

## NOTE 5 Government assistance related to Covid-19

| SEK million            | amount received before 30 Sep | amount received in October | Period concerned |
|------------------------|-------------------------------|----------------------------|------------------|
| Short-term furloughing | 10.25                         |                            | April–July 2020  |
| Short-term furloughing |                               | 5.60                       | July–Sep 2020    |
| Sick pay cost          | 2.66                          |                            | April–July 2020  |

This assistance is recognised as income in its entirety in the second and third quarters of 2020 and has reduced personnel costs. SEK 5.6 million of the assistance for short-term furloughing was received in October and is included in 'Other current receivables' in the balance sheet at 30 September 2020.

In addition to the government assistance, PE has been granted extra time to pay VAT, employer contributions and the retained tax deduction of SEK 99.9 million. The entire amount has been credited to the tax account and is not included in cash and cash equivalents. This balance has been netted against these items in the balance sheet, i.e. current receivables have been netted against current liabilities.

## NOTE 4 Revenue breakdown

PE's revenue comprises one type of income relating to delivery of assignments to customers. Revenue is broken down based on the company's business areas, which are separated into the divisions into which PE is segmented. For further information regarding the Group's revenue recognition, please refer to the accounting policies detailed in the 2019 Annual Report.

| SEK million                                   | 3 months     |              | 9 months     |                | 12 months      |                 |
|---|--------------|--------------|--------------|----------------|----------------|-----------------|
|   | Jul–Sep 2020 | Jul–Sep 2019 | Jan–Sep 2020 | Jan–Sep 2019   | Jan–Dec 2019   | Rolling 12 mths |
| <b>Net revenue</b>                            |              |              |              |                |                |                 |
| Architecture                                  | 275          | 32.4         | 124.9        | 130.4          | 183.2          | 172.4           |
| Project Management                            | 25.3         | 41.0         | 95.8         | 144.4          | 186.1          | 142.9           |
| Societal Development                          | 2.3          | 0.0          | 8.6          | 0.0            | 0.0            |                 |
| <b>Architecture &amp; Management</b>          | <b>55.1</b>  | <b>73.5</b>  | <b>229.3</b> | <b>274.7</b>   | <b>369.3</b>   | <b>323.9</b>    |
| Building                                      | 17.3         | 27.0         | 71.0         | 106.9          | 143.1          | 107.2           |
| Infrastructure                                | 23.9         | 13.9         | 85.7         | 51.1           | 74.9           |                 |
| Integra                                       | 41.8         | 41.4         | 161.9        | 152.0          | 209.2          |                 |
| Building Environment                          | 8.4          | 0.0          | 28.8         | 0.0            | 0.0            | 28.8            |
| <b>Civil Engineering &amp; Infrastructure</b> | <b>91.5</b>  | <b>82.2</b>  | <b>347.4</b> | <b>310.0</b>   | <b>427.1</b>   | <b>464.6</b>    |
| Electrical, Telecommunications & Security     | 33.5         | 46.7         | 145.3        | 170.8          | 235.0          | 209.5           |
| HVAC and Sanitation Design                    | 24.3         | 26.1         | 93.2         | 93.3           | 126.6          | 126.5           |
| Fire, Risk & Protection                       | 13.9         | 17.7         | 57.5         | 69.4           | 95.2           |                 |
| Industry & Energy                             | 6.7          | 20.3         | 33.6         | 76.7           | 96.3           | 53.2            |
| <b>Systems</b>                                | <b>78.3</b>  | <b>110.8</b> | <b>329.5</b> | <b>410.2</b>   | <b>553.1</b>   | <b>472.4</b>    |
| Internal eliminations                         | -5.4         | 2.5          | -25.7        | 6.1            | -1.2           | -33.0           |
| <b>Total</b>                                  | <b>219.5</b> | <b>269.0</b> | <b>880.6</b> | <b>1,001.0</b> | <b>1,348.4</b> | <b>1,228.0</b>  |

# Key performance indicators, definitions

This report contains financial measures that are not defined in IFRS. These financial measures are used to monitor, analyse and direct operations and to supply the Group's stakeholders with information about the Group's financial position, earnings and performance. These financial measures are considered to be necessary to be able to monitor and direct the development of the Group's financial targets and it is therefore relevant to publish them regularly. Below is a list of definitions of the key performance indicators used in this report.

## Share-based measures

### Earnings per share

Profit/loss for the year attributable to shareholders divided by a weighted average of the number of shares during the year

## Performance figures

### Return on equity

Profit/loss for the year according to income statement excluding minority's share, as a percentage of average equity

### Return on capital employed

Profit/loss after net financial items, including earnings from participations in associates with reversal of interest expenses, as a percentage of average capital employed

### Return on total capital

Profit/loss after net financial items, including earnings from participations in associates plus finance costs, as a percentage of average total assets

## Financial measures

### Acquisition-related items

Defined as depreciation/amortisation and impairment of goodwill and acquisition-related intangible assets, revaluation of contingent considerations and gains and losses from divestments of companies, operations, land and buildings

### Average period of fixed interest

Period of fixed interest weighted according to outstanding interest-bearing liabilities

### Average equity

Average amount of recognised equity at 1 January and 31 December

### EBITA

Operating profit/loss excluding acquisition-related items

### Adjusted earnings

Operating profit/loss adjusted for items affecting comparability

### Items affecting comparability

Items relating to terminated operations, significant restructuring, acquisition and integration expenses and IPO expenses

### Asset turnover

Net revenue divided by average capital employed

### Net receivables (-)/debt

Interest-bearing liabilities less financial assets including cash and cash equivalents

### Net revenue

Net revenue corresponds to invoicing of current projects

### Order intake

The value of projects taken on and changes to existing projects during the current period

### R12

Rolling 12 months

### Interest coverage ratio

Profit/loss after financial items plus finance costs divided by finance costs

### Leverage

Net receivables (-)/debt divided by EBITDA, rolling 12 months

### Debt/equity ratio

Net receivables (-)/debt divided by equity

### Equity/assets ratio

Total equity as a percentage of total assets

### Capital employed

Total assets less non-interest-bearing liabilities including deferred tax liabilities. Average capital employed is calculated as the average of values at 1 January and 31 December

## Margins

### Operating margin

Operating profit/loss as a percentage of net revenue

### EBITA margin

EBITA as a percentage of net revenue

### Profit margin

Profit/loss after financial items as a percentage of net revenue for the period

## Other key performance indicators

### Number of employees

Total number of employees, all forms of employment, at end of period

### Utilisation rate

Time charged to customer in relation to total attendance

### Average number of FTEs

Average number of employees during the year recalculated to full-time equivalents. The actual number of employees is higher due to part-time positions, and the fact that some employees only work for part of the year

### Calendar effect

Average number of employees for the period multiplied by the difference in the number of available working days during the period, multiplied by average revenue/employee

### Average interest

Nominal interest weighted according to outstanding interest-bearing liabilities at the balance sheet date

## Calculations of financial performance measures not defined according to IFRS

Some of the descriptions and analyses presented in this interim report include alternative performance measures that are not defined by IFRS. The company is of the opinion that this information, in combination with comparable defined IFRS measures, is useful for investors, as it provides a basis for measuring operating earnings and the ability to repay liabilities and invest in the business. Company management uses these financial measures, together with the most directly comparable financial measures according to IFRS, when evaluating operating earnings

and value creation. These alternative performance measures should not be considered in isolation from, or as a substitute for financial information published in the financial statements in accordance with IFRS. The alternative performance measures that are reported do not necessarily need to be comparable with similar measures published by other companies. Reconciliations are presented in the tables below.

| SEK million  | 3 months        |                 | 9 months        |                 | 12 months       |                    |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|--------------------|
|  | Jul-Sep<br>2020 | Jul-Sep<br>2019 | Jan-Sep<br>2020 | Jan-Sep<br>2019 | Jan-Dec<br>2019 | Rolling<br>12 mths |
| Non-current, interest-bearing liabilities                                | 245.8           | 287.1           | 245.8           | 287.1           | 283.8           | 245.8              |
| Current, interest-bearing liabilities                                    | 114.9           | 145.7           | 114.9           | 145.7           | 145.9           | 114.9              |
| Cash and cash equivalents including short-term investments               | -26.2           | -13.8           | -26.2           | -13.8           | -29.4           | -26.2              |
| <b>Net receivables (-)/debt</b>  | <b>334.5</b>    | <b>419.1</b>    | <b>334.5</b>    | <b>419.1</b>    | <b>400.2</b>    | <b>334.5</b>       |
| Net receivables (-)/debt   | 334.5           | 419.1           | 334.5           | 419.1           | 400.2           | 334.5              |
| EBITDA, rolling 12 months  | 128.1           | 92.9            | 128.1           | 92.9            | 80.0            | 128.1              |
| <b>Leverage</b>  | <b>2.6</b>      | <b>4.5</b>      | <b>2.6</b>      | <b>4.5</b>      | <b>5.0</b>      | <b>2.6</b>         |
| Net receivables (-)/debt   | 334.5           | 419.1           | 334.5           | 419.1           | 400.2           | 334.5              |
| EBITDA, rolling 12 months (adjusted earnings)                            | 140.8           | 92.9            | 140.8           | 92.9            | 92.7            | 140.8              |
| <b>Adjusted debt</b>   | <b>2.4</b>      | <b>4.5</b>      | <b>2.4</b>      | <b>4.5</b>      | <b>4.3</b>      | <b>2.4</b>         |
| Operating profit/loss, EBIT  | -2.5            | -25.0           | 51.7            | 1.6             | -24.7           | 25.3               |
| Net revenue  | 219.5           | 269.0           | 880.6           | 1,001.0         | 1,348.4         | 1,228.0            |
| <b>Operating margin EBIT, %</b>  | <b>-1.1</b>     | <b>-9.3</b>     | <b>5.9</b>      | <b>0.2</b>      | <b>-1.8</b>     | <b>2.1</b>         |
| Operating profit/loss, EBIT (adjusted earnings)                          | -2.5            | -25.0           | 51.7            | 1.6             | 0.5             | 50.6               |
| Net revenue  | 219.5           | 269.0           | 880.6           | 1,001.0         | 1,348.4         | 1,228.0            |
| <b>Adjusted operating margin EBIT, %</b>                                 | <b>-1.1</b>     | <b>-9.3</b>     | <b>5.9</b>      | <b>0.2</b>      | <b>0.0</b>      | <b>4.1</b>         |
| Operating profit/loss, EBIT  | -2.5            | -25.0           | 51.7            | 1.6             | -24.7           | 25.3               |
| Acquisition-related items  | -4.9            | -2.8            | -10.5           | -5.8            | -8.7            | -13.4              |
| EBITA  | 2.3             | -22.2           | 62.2            | 7.4             | -16.1           | 38.7               |
| Net revenue  | 219.5           | 269.0           | 880.6           | 1,001.0         | 1,348.4         | 1,228.0            |
| <b>EBITA margin, %</b>   | <b>1.1</b>      | <b>-8.3</b>     | <b>7.1</b>      | <b>0.7</b>      | <b>-1.2</b>     | <b>3.2</b>         |
| Operating profit/loss, EBIT (adjusted earnings)                          | -2.5            | -25.0           | 51.7            | 1.6             | 0.5             | 50.6               |
| Acquisition-related items  | -4.9            | -2.8            | -10.5           | -5.8            | -8.7            | -13.4              |
| EBITA (adjusted earnings)  | 2.3             | -22.2           | 62.2            | 7.4             | 9.2             | 63.9               |
| Net revenue  | 219.5           | 269.0           | 880.6           | 1,001.0         | 1,348.4         | 1,228.0            |
| <b>Adjusted EBITA margin, %</b>  | <b>1.1</b>      | <b>-8.3</b>     | <b>7.1</b>      | <b>0.7</b>      | <b>0.7</b>      | <b>5.2</b>         |
| Operating profit/loss, EBIT  | -2.5            | -25.0           | 51.7            | 1.6             | -24.7           | 25.3               |
| Amortisation and acquisition-related items                               | 25.2            | 23.7            | 65.4            | 67.4            | 104.7           | 102.7              |
| Profit/loss before depreciation/amortisation, EBITDA                     | 22.7            | -1.4            | 117.1           | 69.0            | 80.0            | 128.1              |
| Net revenue  | 219.5           | 269.0           | 880.6           | 1,001.0         | 1,348.4         | 1,228.0            |
| <b>EBITDA margin, %</b>  | <b>10.3</b>     | <b>-0.5</b>     | <b>13.3</b>     | <b>6.9</b>      | <b>5.9</b>      | <b>10.4</b>        |
| Operating profit/loss, EBIT (adjusted earnings)                          | -2.5            | -25.0           | 51.7            | 1.6             | 0.5             | 50.6               |
| Amortisation and acquisition-related items                               | 25.2            | 23.7            | 65.4            | 67.4            | 92.2            | 90.2               |
| Profit/loss before depreciation/amortisation, EBITDA (adjusted earnings) | 22.7            | -1.4            | 117.1           | 69.0            | 92.7            | 140.8              |
| Net revenue  | 219.5           | 269.0           | 880.6           | 1,001.0         | 1,348.4         | 1,228.0            |
| <b>Adjusted EBITDA margin, %</b>   | <b>10.3</b>     | <b>-0.5</b>     | <b>13.3</b>     | <b>6.9</b>      | <b>6.9</b>      | <b>11.5</b>        |

## Adjusted operating profit/loss EBIT and EBITA for items affecting comparability

Company management is of the opinion that the operating performance measures EBIT and EBITA, adjusted for acquisition expenses and integration expenses associated with significant acquisitions, together with listing-related costs and

restructuring costs provide useful information allowing investors to monitor and analyse the underlying earnings performance of the business, and create comparable performance measures between different periods.

| SEK million                                | 3 months     |              | 9 months     |              | 12 months    |                 |
|--|--------------|--------------|--------------|--------------|--------------|-----------------|
|  | Jul-Sep 2020 | Jul-Sep 2019 | Jan-Sep 2020 | Jan-Sep 2019 | Jan-Dec 2019 | Rolling 12 mths |
| <b>EBITA</b>                               | <b>2.3</b>   | <b>-22.2</b> | <b>62.2</b>  | <b>7.4</b>   | <b>-16.1</b> | <b>38.7</b>     |
| Efficiency improvements                    | 0.0          | 0.0          | 0.0          | 0.0          | 25.2         | 25.2            |
| <b>EBITA items affecting comparability</b> | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>25.2</b>  | <b>25.2</b>     |
| <b>Adjusted EBITA</b>                      | <b>2.3</b>   | <b>-22.2</b> | <b>62.2</b>  | <b>7.4</b>   | <b>9.2</b>   | <b>63.9</b>     |

| SEK million                               | 3 months     |              | 9 months     |              | 12 months    |                 |
|---|--------------|--------------|--------------|--------------|--------------|-----------------|
|   | Jul-Sep 2020 | Jul-Sep 2019 | Jan-Sep 2020 | Jan-Sep 2019 | Jan-Dec 2019 | Rolling 12 mths |
| <b>Operating profit/loss, EBIT</b>        | <b>-2.5</b>  | <b>-25.0</b> | <b>51.7</b>  | <b>1.6</b>   | <b>-24.7</b> | <b>25.3</b>     |
| EBITA items affecting comparability       | 0.0          | 0.0          | 0.0          | 0.0          | 25.2         | 25.2            |
| <b>Items affecting comparability EBIT</b> | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>0.0</b>   | <b>25.2</b>  | <b>25.2</b>     |
| <b>Adjusted EBIT</b>                      | <b>-2.5</b>  | <b>-25.0</b> | <b>51.7</b>  | <b>1.6</b>   | <b>0.5</b>   | <b>50.5</b>     |

## Net revenue growth

For clarification of net revenue growth, PE attributes growth partly to acquired growth and organic growth, and partly to the calendar effect.

| SEK million  | 3 months     |              |          | 9 months     |              |          |
|--|--------------|--------------|----------|--------------|--------------|----------|
|  | Jul-Sep 2020 | Jul-Sep 2019 | Growth % | Jan-Sep 2020 | Jan-Sep 2019 | Growth % |
| Reported revenue   | 219.5        | 269.0        | -18.4%   | 880.6        | 1,001.0      | -12.0%   |
| Adjustment for acquisitions/divestments  | -            | -            | -        | -            | -            | -        |
| Revenue adjusted for acquisitions/divestments (organic growth)   | 219.5        | 269.0        | -18.4%   | 880.6        | 1,001.0      | -12.0%   |
| Adjustment for calendar effect   | -            | -            | -        | 6.1          | -            | -        |
| Revenue adjusted for acquisitions/divestments and calendar effect (organic growth taking account of calendar effect) | 219.5        | 269.0        | -18.4%   | 886.7        | 1,001.0      | -11.4%   |
| Adjustment for loss of revenue due to Covid-19   | 20.1         | -            | -        | 41.1         | -            | -        |
|  | 239.6        | 269.0        | -10.9%   | 927.8        | 1,001.0      | -7.3%    |

## Calendar effect days

Average number of employees for the period multiplied by the difference in the number of available working days during the period, multiplied by average net revenue/employee.

| Quarter      | 2020         | 2019         | Difference |
|--------------|--------------|--------------|------------|
| Q1           | 63.0         | 63.0         | 0.0        |
| Q2           | 57.0         | 58.0         | -1.0       |
| Q3           | 66.0         | 66.0         | 0.0        |
| Q4           | 61.5         | 60.5         | 1.0        |
| <b>Total</b> | <b>247.5</b> | <b>247.5</b> | <b>0.0</b> |

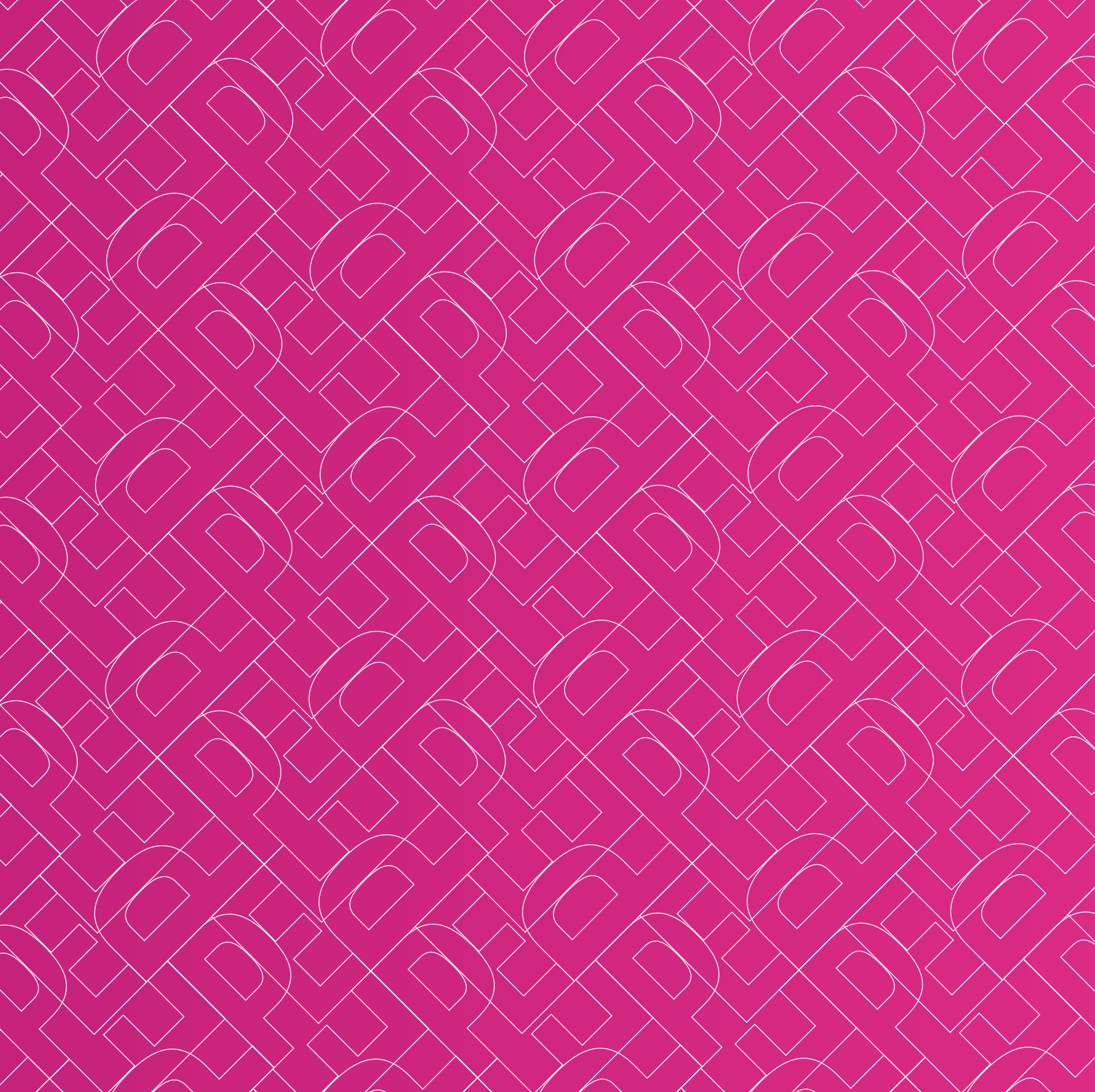
## Contact details

**Per-Arne Gustavsson**  
President and CEO  
+46 (0)10 516 00 00  
per-arne.gustavsson@pe.se

**Peter Sandberg**  
CFO  
+46 (0)10 516 03 67  
peter.sandberg@pe.se

## Financial calendar

|                                    |                  |
|------------------------------------|------------------|
| Year-end report 2020               | 19 February 2021 |
| Interim report January–March 2021  | 5 May 2021       |
| 2021 Annual General Meeting        | 5 May 2021       |
| Interim report April–June 2021     | 16 July 2021     |
| Interim report July–September 2021 | 29 October 2021  |
| Year-end report 2021               | 11 February 2022 |



### Headquarters

Årstaängsvägen 11  
100 74 Stockholm, Sweden

pe.se

Projektengagemang Sweden AB (publ)  
Company reg. no 556330-2602

Questions regarding this report  
can be sent to [ir@pe.se](mailto:ir@pe.se)

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