



QUANT™

Q3 Report 2022

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25 November 2022

SAFETY FIRST



Safety within Quant

Safety is our choice. We are passionate about keeping our people, suppliers and customers safe at all times.

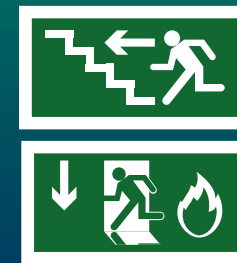
Everybody working for Quant, as an employee or contractor, is required to take care of themselves and their colleagues. We are committed to providing the instructions and training required to ensure they can do so safely.

Improving and developing our safety systems to world class standards is always our focus. Feedback is encouraged and seen as an opportunity to improve and evolve our safety procedures and culture.

Our ultimate safety goal is ZERO accidents. We have only done our job when everyone goes home each and every day safe and sound.

TODAY'S SAFETY ORIENTATION

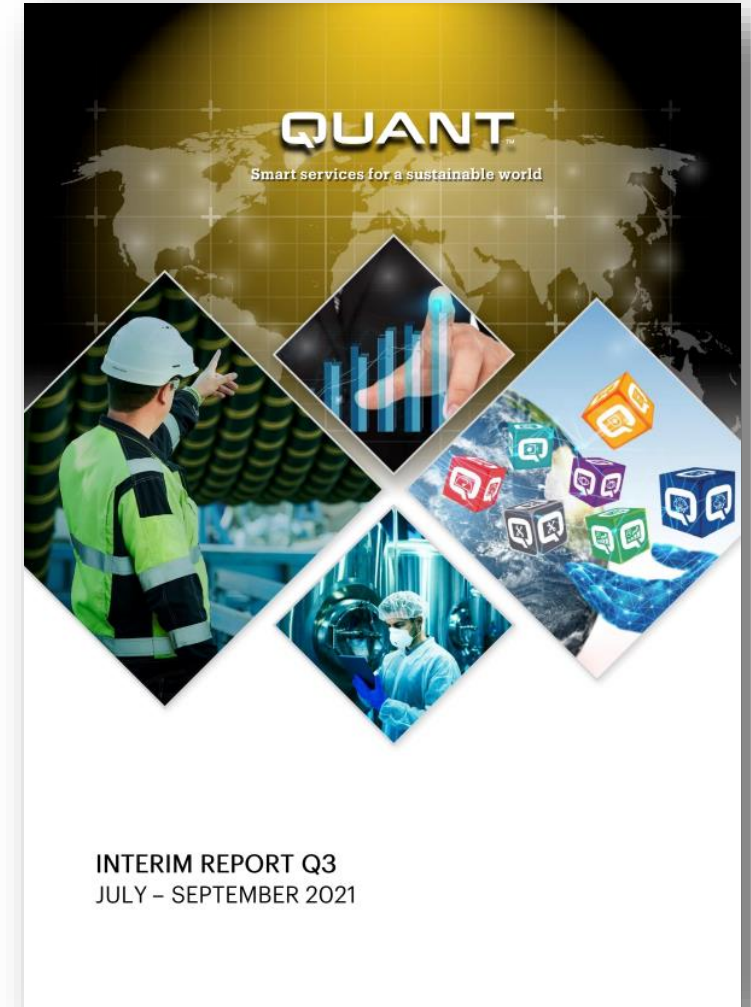
- Everyone is in a safe meeting environment?
- Nobody is driving?



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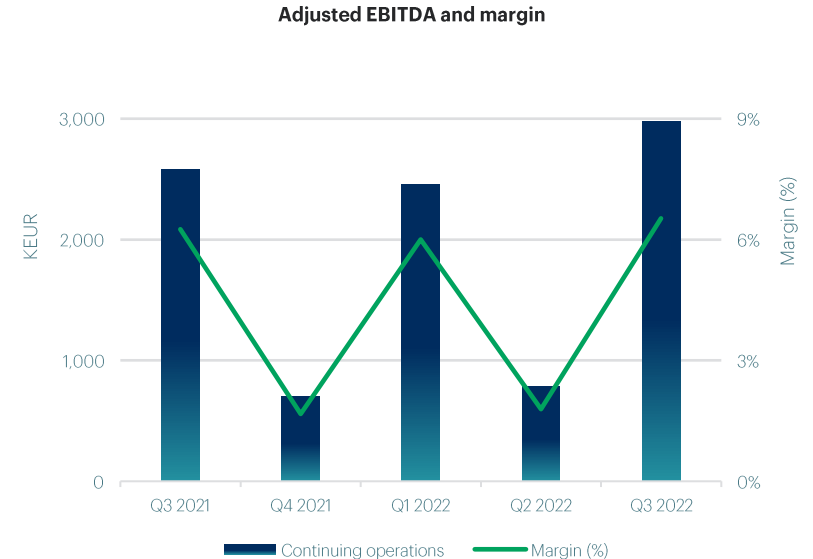
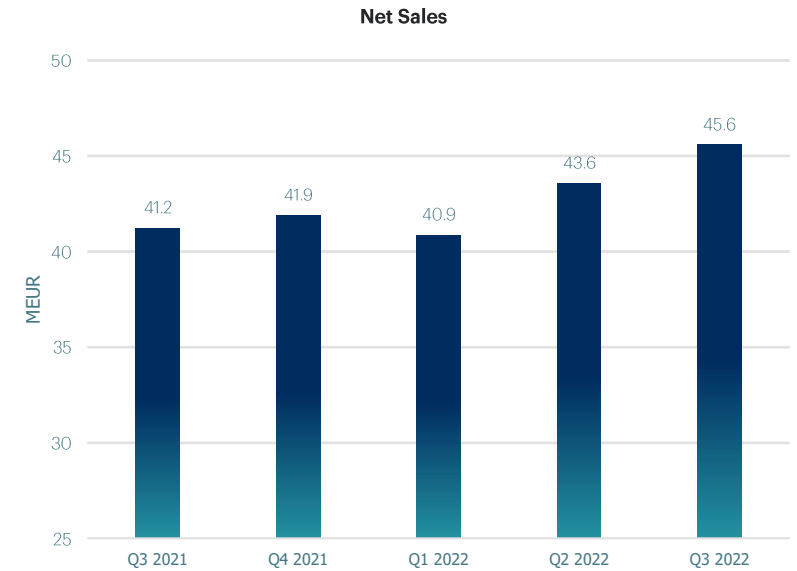
Third quarter development

- **Strong sales during summer, new owners and refinancing**
 - Senior bonds extended to Nov 2025, junior bonds and shareholder loans to be extinguished and contributed back to during the fourth quarter
 - Strong sales in Americas with addition of 30 MEUR contract in Chile in July
 - Macroeconomic uncertainties with high inflation, supply chain disruptions and Russian geopolitical situation
- **Contract portfolio increase during the quarter**
 - Two new contract (+30.8 MEUR), two contracts renewed with same scope and two contracts lost (-2.3 MEUR)
 - Net effect, including change in scope and FX, is an increase of the portfolio value by +29.1 MEUR to a total of 217.9 MEUR compared to 162.6 MEUR end of Q3 2021
- **Continued good performance in region Finland & Baltics, while mobilization of new contracts and lost contracts impacted profitability in region Americas**
 - Adjusted EBITDA of 3.0 MEUR compared to 2.6 MEUR prior year
 - Region Europe & Middle East had topline and profitability increase by about 10% as a result of new contracts, upselling and lower general and administration expenses
 - Region Finland & Baltics increased both topline and profitability in the quarter due to good contract management and contract renewals
 - Region Americas revenue increased, but profitability was negatively impacted by the mobilization of one contract in Brazil, lost contracts and increase in overhead required for mobilizations



Net sales and EBITDA continuing operations

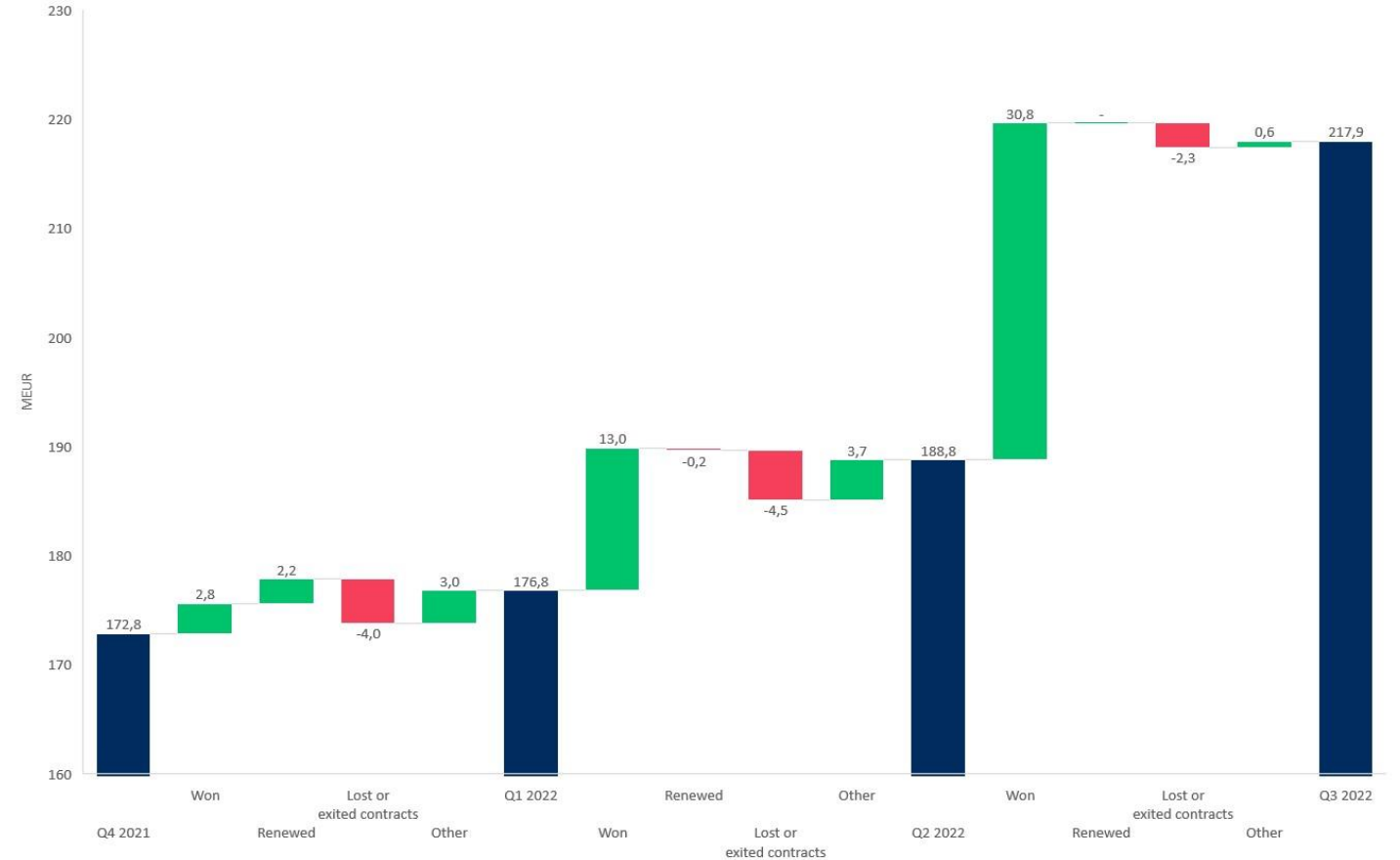
- Net sales for the period increased to EUR 45.6 (41.2) million. Organically, net sales increased by 8.4%
- Gross profit for the quarter was EUR 6.5 million, up from EUR 5.7 million prior year
 - Positively impacted by currency fluctuations on revaluation of internal receivables/payables
 - Improved profitability and upselling in existing contracts in Americas and Finland & Baltics
 - New contracts in Europe & Middle East
 - Partly offset by lost contracts and the mobilization of one contract in Americas
- SG&A was lower than last year due to lower amortization costs
- Quarterly adjusted EBITDA increased to EUR 3.0 million from EUR 2.6 million prior year due to a EUR 0.4 million positive impact from currency fluctuations on revaluation of internal receivables/payables
- Adjusted EBITDA with IFRS 16 increased to EUR 3.4 (3.2) million



Contract portfolio overview

- Currently 77 sites in operation
- Contracts with annualized net sales of EUR 42.3 million scheduled for renewal during the next twelve months
- Third quarter development:
 - Two contract were won with annualized net sales of EUR 30.8 million
 - Two contracts were renewed with same scope
 - Two contract were lost in the quarter EUR - 2.3 million
 - Scope changes and exchange rate effects of EUR 0.6 million
- The combined effect of these changes amount to an increase in the contract portfolio annualized net sales of EUR 29.1 million compared to the previous quarter

Portfolio Annualized Net Sales



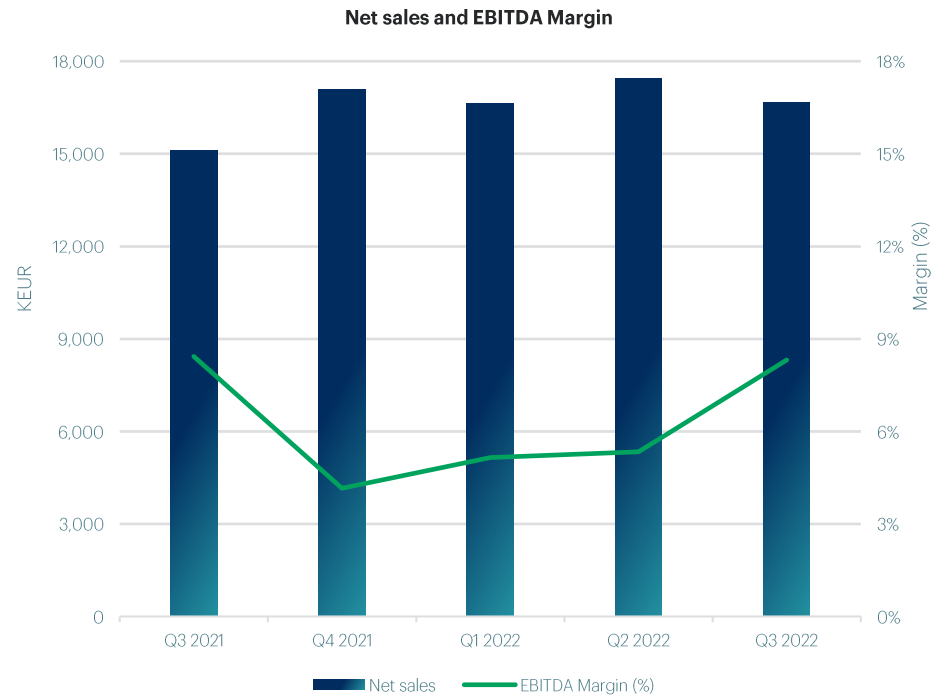
Cash flow

- Cash flow from operating activities for the quarter amounted to EUR -0.5 (-3.5) million
- Change in net working capital was EUR -1.4 (-4.9) million for the quarter
- Net debt / Adjusted EBITDA of 19.0
- Cash flow from financing activities was EUR -1.6 million, compared to EUR 0.6 million last year
- For the total Group, including both continuing and discontinued operations, cash flow for the quarter was EUR -1.8 (-3.5) million
- As of 30 September 2022, the amount drawn on the revolving working capital facility amounted to EUR 0.0 (3.0) million

KEUR	Q3		Jan-Sep		LTM	Jan-Dec
	2022	2021	2022	2021	Sep 2022	2021
Continuing operations						
Cash flow from operating activities	-428	-3.500	1.859	-4.147	4.225	-1.781
Cash flow from investing activities	-616	-300	-1.530	-795	-1.673	-937
Cash flow from financing activities	-1.608	656	779	-9.234	1.644	-8.369
Net debt	131.577	135.773	131.577	135.773	131.577	135.295
Net debt / Adjusted EBITDA, times	N/A	N/A	N/A	N/A	19	19
Net debt / Adjusted EBITDA IFRS 16, times	N/A	N/A	N/A	N/A	15	14
Discontinued operations						
Cash flow, discontinued operations	-122	-359	93	-1.199	465	-827
Group						
CASH FLOW FOR THE PERIOD	-2.774	-3.503	1.201	-15.375	4.662	-11.914

Segment financials

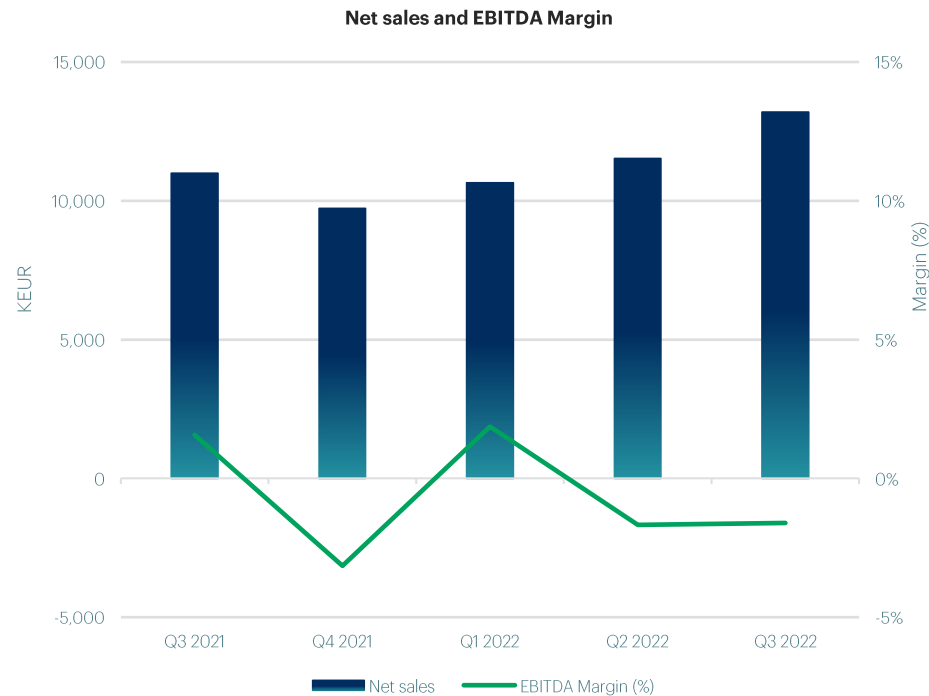
Europe & Middle East



- Net sales in the quarter was EUR 16.7 (15.1) million, due to new contracts and increased scope in existing contracts, partially offset by lost contracts
- Adjusted EBITDA for the quarter was EUR 1.4 (1.3) million. Profitability improves as a result of new sites, high upselling in existing contracts and lower costs

Segment financials

Americas



- Net sales in the quarter increased to EUR 13.2 (11.0) due to higher revenue from projects, upselling and new sales, partially offset by lost contracts
- Adjusted EBITDA in the quarter was EUR -0.2 (0.2). This was mainly due to the mobilization of one contract in Brazil, lost contracts and increased costs

Segment financials

Finland & Baltics



- Net sales in the first quarter increased to EUR 15.7 (15.2) million due upselling, more projects in existing contracts and new contracts, partially offset by lost contracts
- Adjusted EBITDA in the quarter was EUR 1.6 (1.2) million as many contracts increased profitability due to good contract management and mutually beneficial discussions with customers and due to increased upsell in existing contracts

The background of the slide features a pair of hands, one from the left and one from the right, cupping a glowing blue globe. The globe is semi-transparent and has a network of white lines and dots overlaid on it, suggesting a global network or data flow. The lighting is soft, highlighting the texture of the hands and the glow of the globe.

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THANK YOU!

Interim Report Q4 2022 will be released on 28 February 2023

FOR MORE INFORMATION GO TO QUANTSERVICE.COM