

MT HØJGAARD **HOLDING**



ABG Investor Day

14 September 2021

Martin Solberg, Group CFO


Agenda


- At a glance
- Strategy and targets
- Order intake
- Order book
- Market trends
- H1 results
- 2021 outlook
- The share
- Q&A





MT Højgaard Holding at a glance

6 independent business units

6.8 DKKbn
Revenue 2021E 

160 DKKm
Operating profit 2021E 

90 %
Share of revenue 

2.476 
Employees



Contractor for new build and refurbishment throughout Denmark



Hire of temporary buildings



Sustainable development and realisation of construction projects and PPP



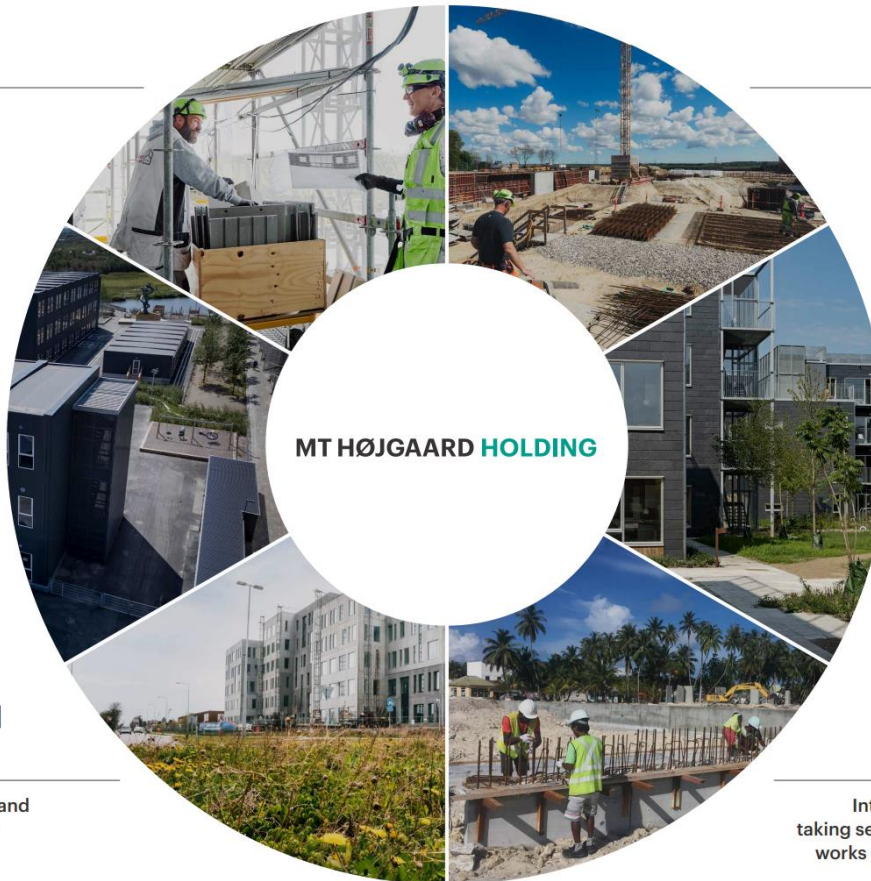
Major contractor for construction, civil works and infrastructure



Market leader in the field of sustainable, certified modular building in wood



International contractor undertaking selected construction and civil works projects on selected markets



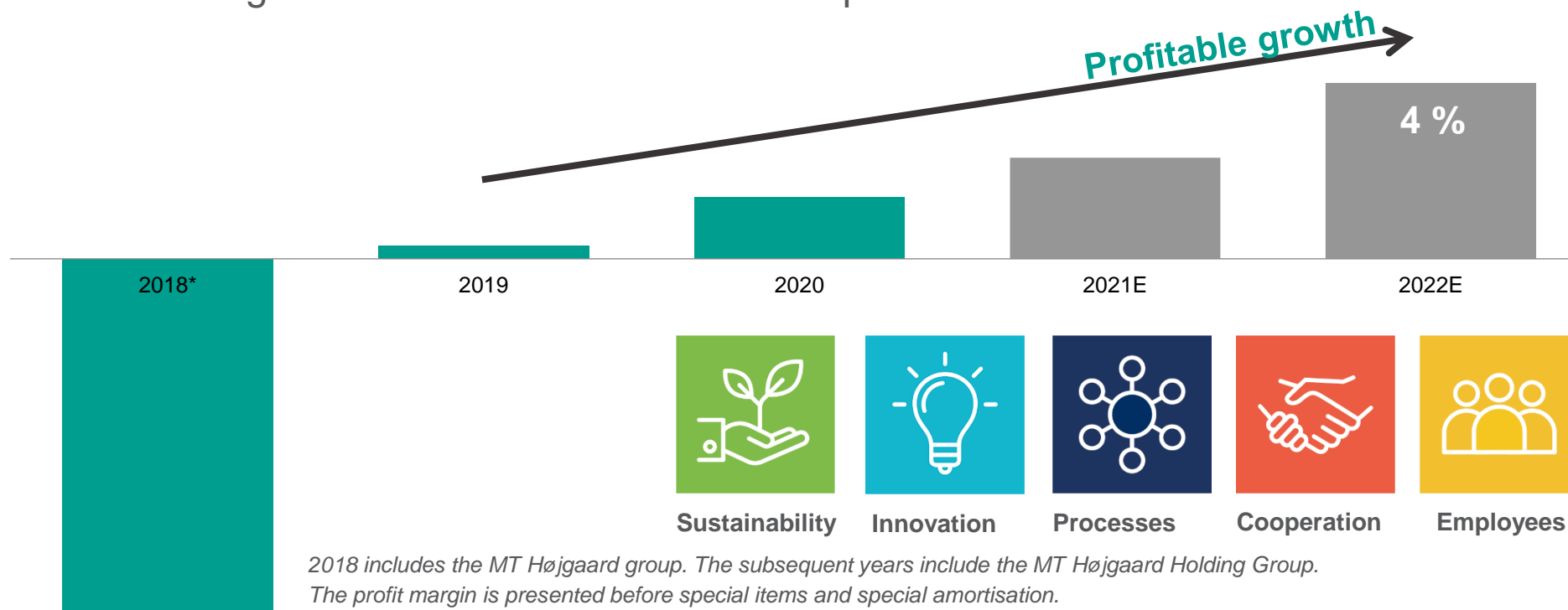
MT HØJGAARD HOLDING

Operating profit is presented before special items and special amortisation.

Strategic transformation towards 4% profit margin

Priorities

- Efficiencies ● Competitiveness ● Reduction of corporate overhead
- Risk Management ● Execution ● Portfolio optimisation



Ongoing optimisation of portfolio

Focus on areas where the Group possesses strong skills, critical mass and reasonable margins

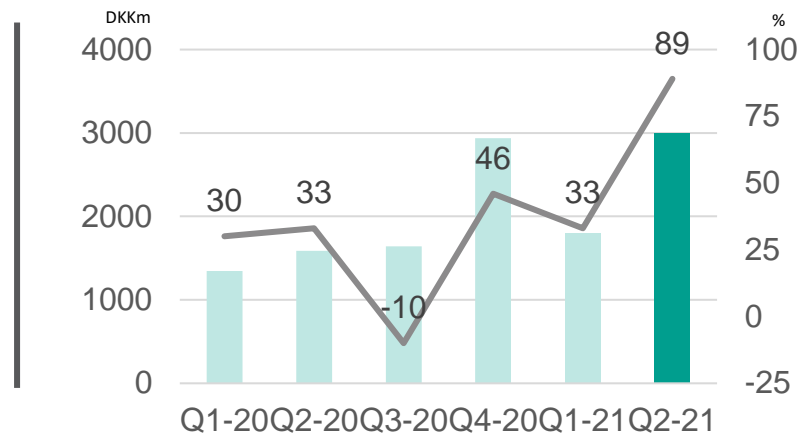


64% growth in order intake in H1

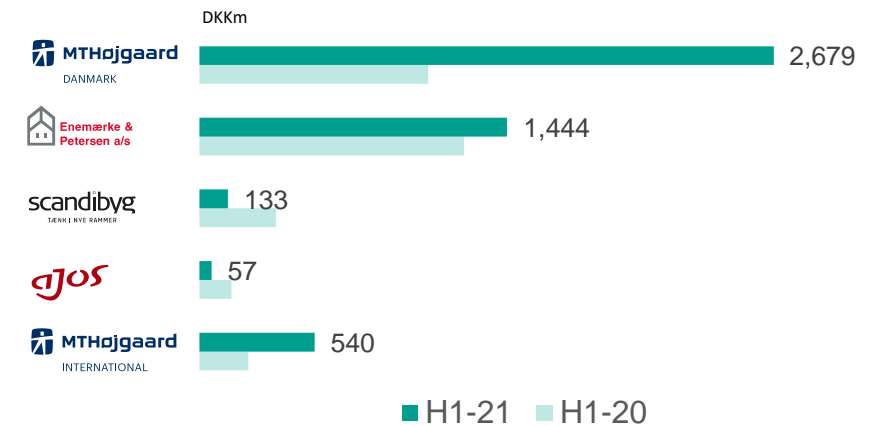
Order intake



Quarterly order intake and growth



The business units' order intake



- Improved competitiveness and higher quality in tendering
- Positive market conditions, solid demand within the Group's focus areas
- High priority to partnerships and strategic framework agreements

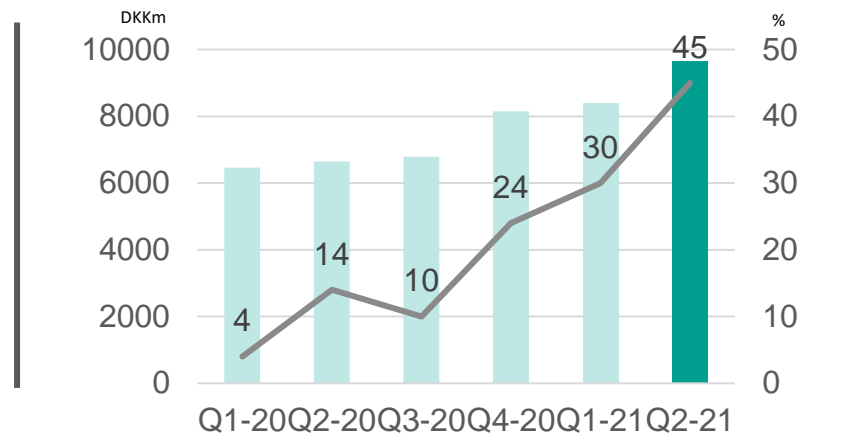
Significant growth in order book in H1

Order book

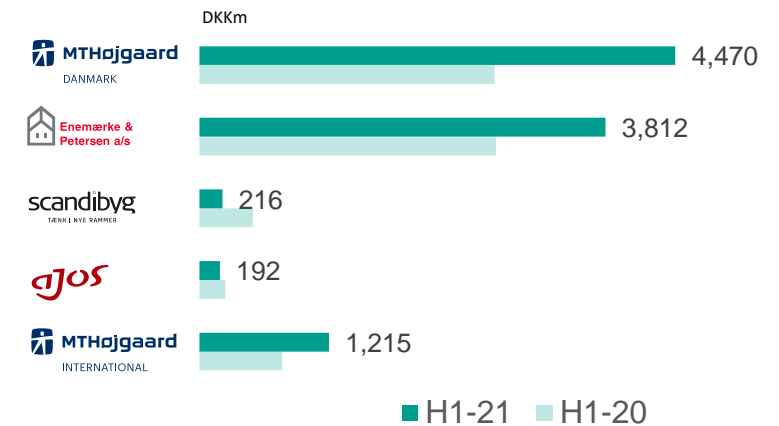
9.7 DKKbn
H1 2021

6.6 DKKbn
H1 2020

Quarterly order book and growth



The business units' order books



- Projects won, but not yet contracted at a value of around DKK 4 billion
- Future activity in strategic partnerships
- Order book provides firm foundation for future activities

Large orders and cooperations in 2021



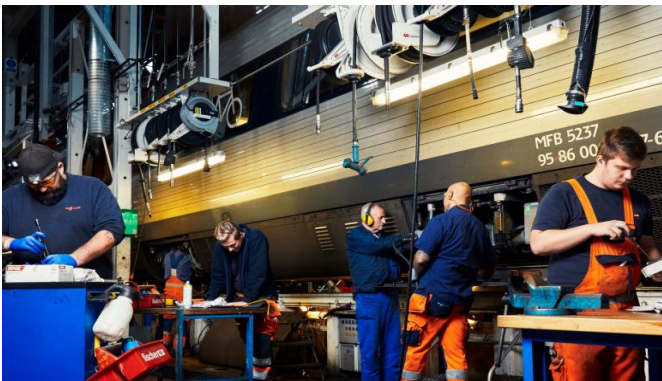
Enemærke & Petersen: Partnership with Civica.
Scope of DKK 3 billion with team LIVA.



MT Højgaard Danmark: Partnership with Capital Region of DK. Scope of DKK 1.8-2.2 billion.



MT Højgaard Danmark: New headquarters for AP Pension, Nykredit etc. DKK 1.6 billion.



MT Højgaard Danmark: Workshops for DSB.
Phased contract. Potential value: DKK 900 million.



MT Højgaard Projektudvikling: Sale and construction of project in Dalum. DKK 577 million.



Enemærke & Petersen: Renovation of residential areal Galgebakken. DKK 1.1 billion.

Strong drivers in Danish home market

Cooperation and early involvement

- Byk med Trust og &os Byggepartnerskab
- New partnerships with Civica og Region Hovedstaden
- Framework agreements with DSB and others

Renovation

- Firm demand from social housing sector and public customers
- Stabilising initiatives
- Cap on civil works in public sector raised
- DKK 30bn from Green Housing Agreement

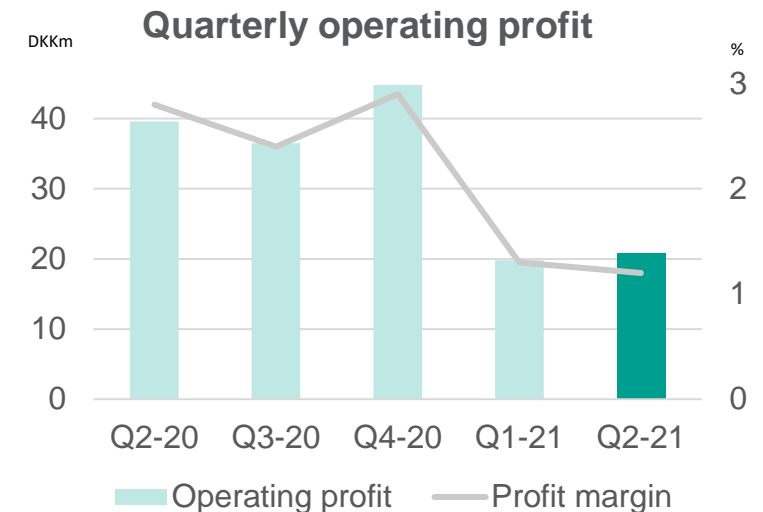
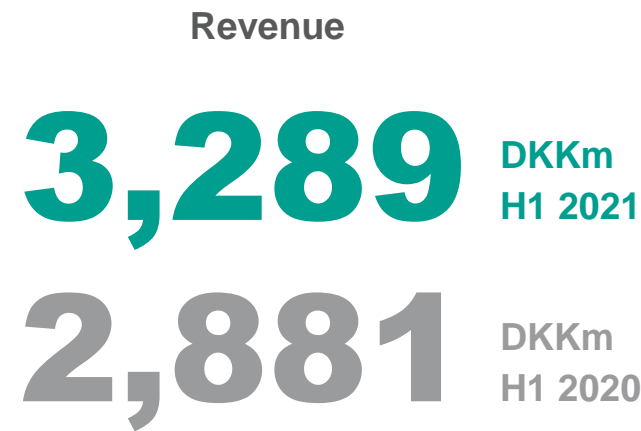
Sustainability

- Growing demand across customer portfolio
- Focus on DGNB-, LEED-, BREEAM- and Nordic Swan Ecolabel certifications
- Strong knowhow in all business units

Infrastructure

- Political plan scopes investments until 2035
- DKK 106 billion to new projects
- DKK 55 billion to maintenance and completion of projects

Results as expected in H1



- Higher activity level: 14% growth overall, ~8% organic growth
- Earnings on par with H1-2020 following loss on property sale and increased selling & bidding costs
- Outlook unchanged: Substantial pick-up in earnings projected in H2

Operating profit and profit margin are presented before special items and special amortisation (amortisation of the write-ups of customer relationships, brands and order book in connection with enterprise acquisitions)

2021 outlook reaffirmed

Revenue

~6.8 DKKbn
2021

5.9 DKKbn
2020

Operating profit

~160 DKKm
2021

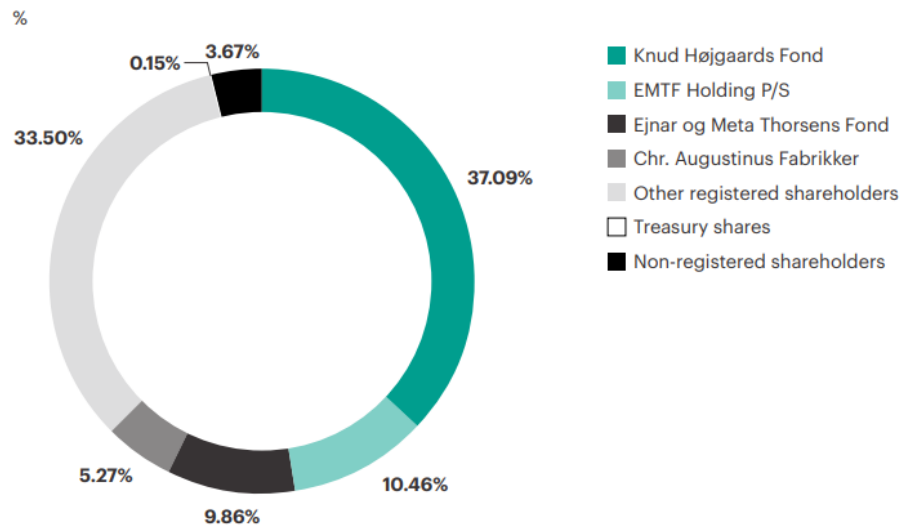
124 DKKm
2020

- Double-digit growth in both revenue and earnings in 2021
- Progressive rise in earnings in H2, driven by increasing revenue and higher capacity utilisation
- Growing activity under new strategic partnerships and ongoing projects in H2
- Significantly increasing income from sales of projects and properties in H2

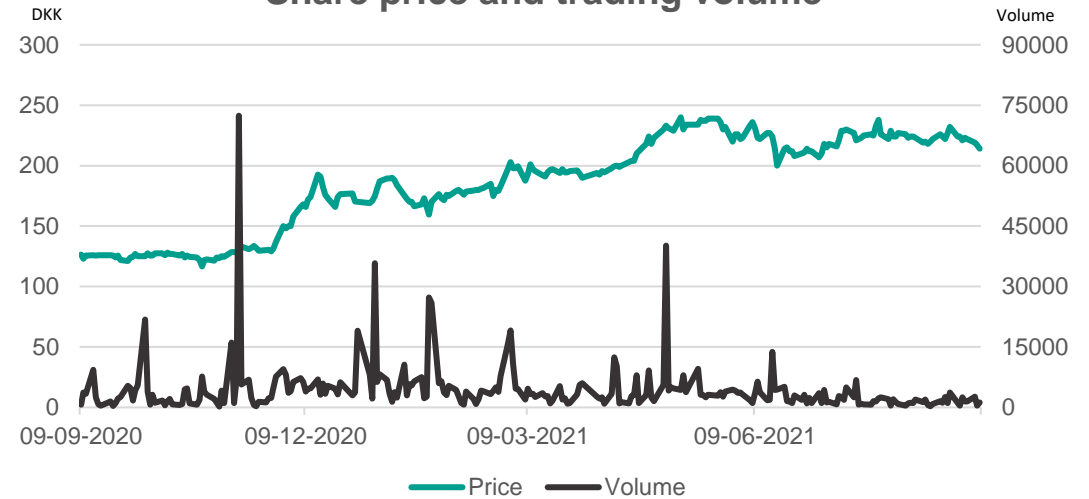
Profit margin is presented before special items and special amortisation

Share information

SHARE COMPOSITION AT 31/12 - 2020



Share price and trading volume



- ~3,000 shareholders and +40% free float
- Dividend policy related to solvency ratio:
 - Solvency of 20-30% > distribution of 25-30% of net profit
 - Solvency above 30% > distribution of at least 50% of net profit

Profit margin is presented before special items and special amortisation

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Q&A session

Key figures and financial highlights

Results (DKKm)	Q2 2021	Q2 2020	H1 2021	H1 2020
Revenue	1,743	1,401	3,289	2,881
Gross profit	120	125	232	227
Operating profit*	21	40	41	42
Special items, net	-	-	-	-
Special amortization	-9	-9	-15	-18
EBIT	12	30	26	24
Net financials	-13	-14	-19	-23
Result of continuing operations	-1	19	6	-1
Result of discontinued operations	-	-	-	79
Net result	-1	19	6	78

Cash flows (DKKm)

Cash flows from operating activities	-10	243	-6	265
Cash flows for investing activities, net	-8	-24	-69	168
Cash flows from financing activities	-39	-46	-79	-77

*Operating profit and profit margin are presented before special items and special amortisation (amortisation of the write-ups of customer relationships, brands and order book in connection with enterprise acquisitions)

7.1%

gross margin
(H1 2020: 7.9%)

DKK 84m

selling and bidding costs
(H1 2020: DKK 58m)

3.5%

admin costs / revenue
(H1 2020: 4.0%)

1.2%

profit margin
(H1 2020: 1.5%)

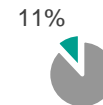
Positive outlook for MT Højgaard units in H2



+8%
Revenue

DKK 10m (4m)
Operating profit

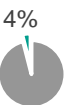
- Turn-around starts yielding results
- New forms of collaborations secure orders
- Focus on earnings improvements in H2 2021



+9%
Revenue

DKK -11m (11m)
Operating profit

- Earnings impacted by Covid-19 and write-downs
- Reduced activity in some markets
- Reorganization and strengthening of local anchoring



+40%
Revenue

DKK -29m (-11m)
Operating profit

- Higher activity level
- Earnings impacted by costs for development activities and loss from sale of property
- Tied-up capital reduced to DKK 424 million

H1 results in other business units



+33%

Revenue

DKK 63m (34m)

Operating profit

- 16% organic growth
- High utilisation of capacity drives earnings
- Strong position within schools and institutions



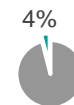
-2%

Revenue

DKK 8m (11m)

Operating profit

- Stable revenue despite postponed project
- Growing demand for sustainable pavilions
- Focus on productivity and competitiveness



-3%

Revenue

DKK 5m (8m)

Operating profit

- Growth in continuing operations
- Earnings impacted by restructurings
- Focus on sustainable solutions