



**Lars-Eric Aaro**

Sr Advisor, M.Sc., Dr.h.c.

*ÅF Group*

# Interim report

JANUARY – DECEMBER 2018

JONAS GUSTAVSSON, CEO

FEBRUARY 7, 2019



# We're an engineering and design company

11,000

Employees

14 BSEK

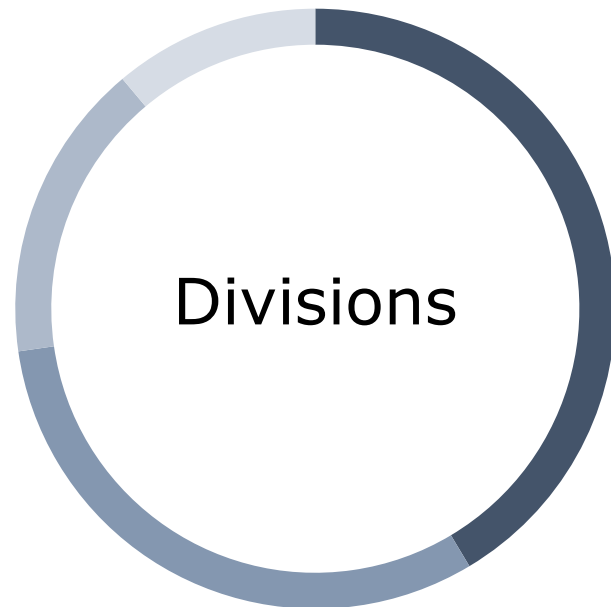
Net Sales 2018

90%

Net Sales in the Nordic Region

100

Activity in more than 100 countries



- Infrastructure 41%
- Industry 31%
- Digital Solutions 17%
- Energy 11%



# Strong customer base

- AB Volvo
- AstraZeneca
- Avinor
- Ericsson
- FMV
- GE
- Scania
- Trafikverket
- Vattenfall
- Volvo Cars



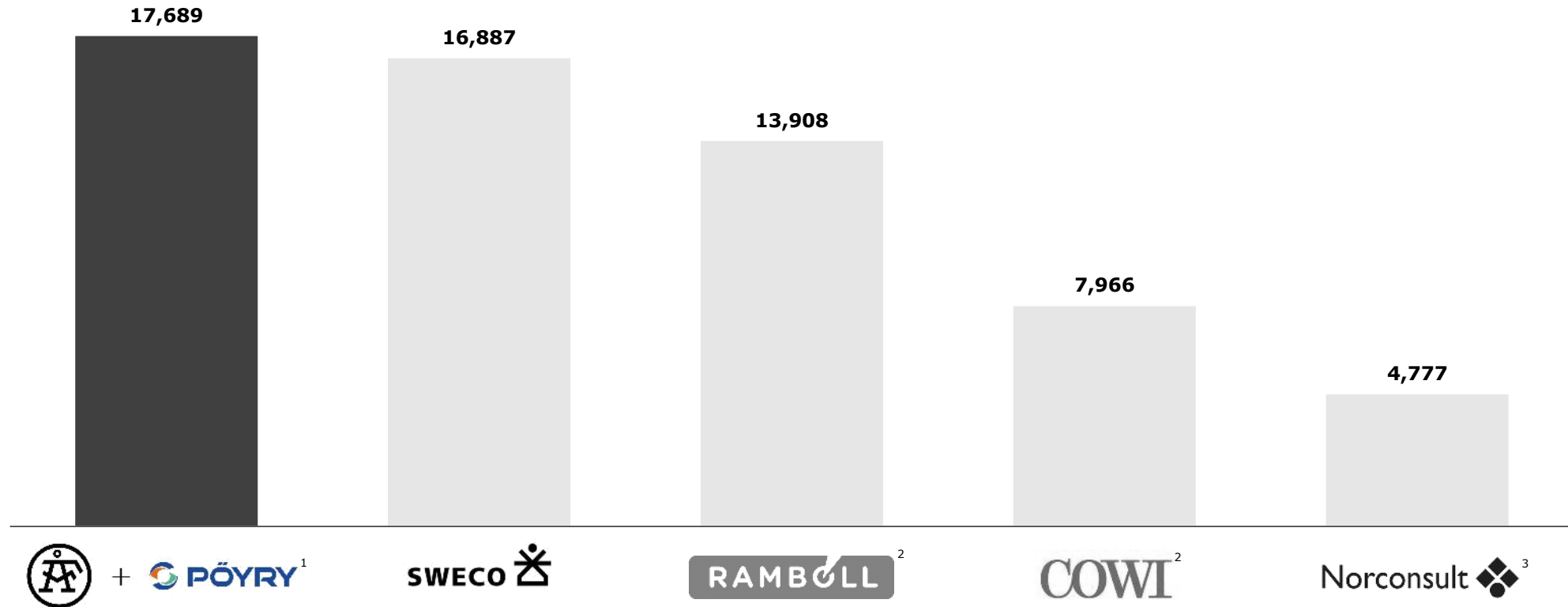
# Taking Making Future to the next level

- Build on existing mission, vision, values
- Leverage for business, innovation and internationalisation
- Strengthen our leadership
- Focus on gender equality and diversity
- Improved career opportunities and development



# ÅF Pöyry will be a leading Nordic based engineering, design and consultancy company

Top 5 Nordic based consulting and engineering companies by net sales FY2017 (SEKm)



Source: Annual reports

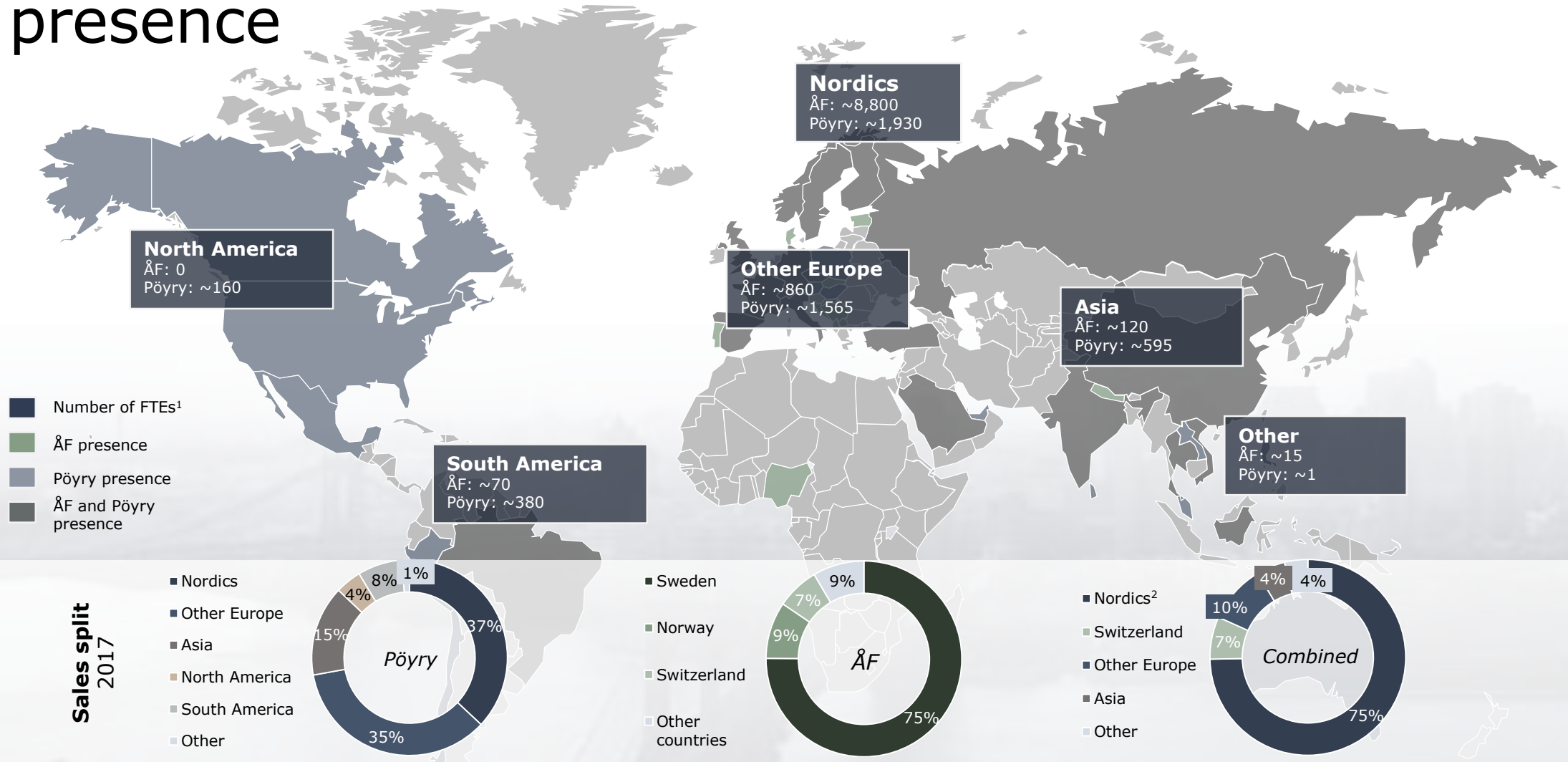
1) Translated into SEK using average 2017 EUR/SEK exchange rate of 9.6326

2) Translated into SEK using average 2017 DKK/SEK exchange rate of 1.2949

3) Translated into SEK using average 2017 NOK/SEK exchange rate of 1.0330



# Nordic base with strengthened international presence



1) FTE employees at the end of 2017 for Pöyry and employees at the end of September 2018 for ÅF  
 2) ÅF's sales in the Nordics includes some sales in the Baltics





# Making Future.

