



The background of the slide is a photograph of a large, multi-story brick building with many windows, situated along a river. The building has 'FINLAYSONIN ALUE' written on its upper part. In the foreground, a blue truck is driving on a bridge over the river. The truck has a white box and a blue cab. On the side of the white box, there is a green and white logo and the text 'TEEMME VAARALLISISTA JÄTTI ISTÄ VAARATTOMIA JA JÄTTEESTÄ I EEMME RAAKA-AINEITA.' The sky is blue with some clouds.

# LASSILA & TIKANOJA HALF-YEAR FINANCIAL REPORT 2024

Eero Hautaniemi, President & CEO  
Joni Sorsanen, CFO

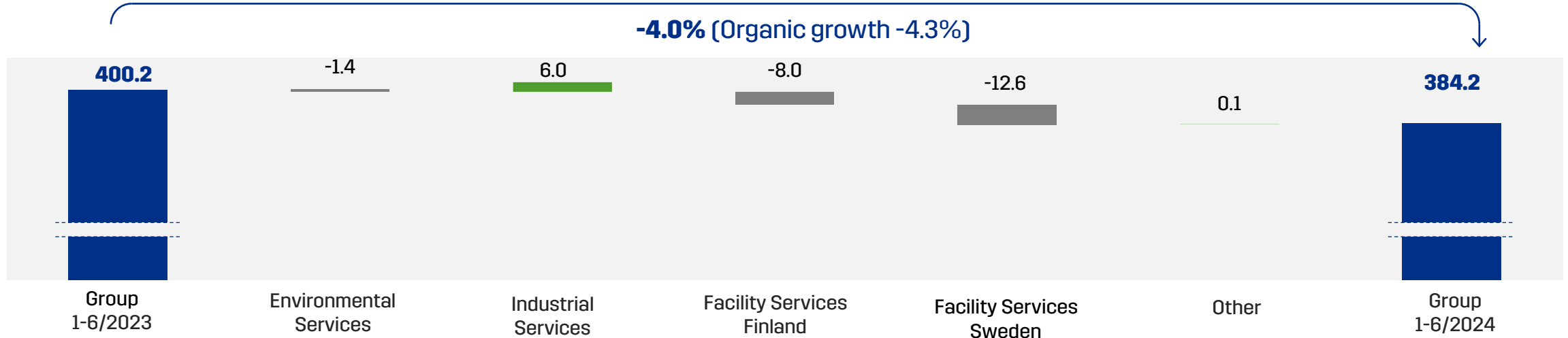
7 August 2024

# IN FOCUS IN H1/2024

- Environmental Services strengthened its position amongst the producer responsibility organisations and municipal contracts
- Net sales increased in Industrial Services. Resourcing of annual maintenance breaks was successful
- In Facility Services Finland the turnaround programme progressed well
- In Facility Services Sweden efficiency programme continued as planned but the loss of a large customer contract end of 2023 effected the result of the division



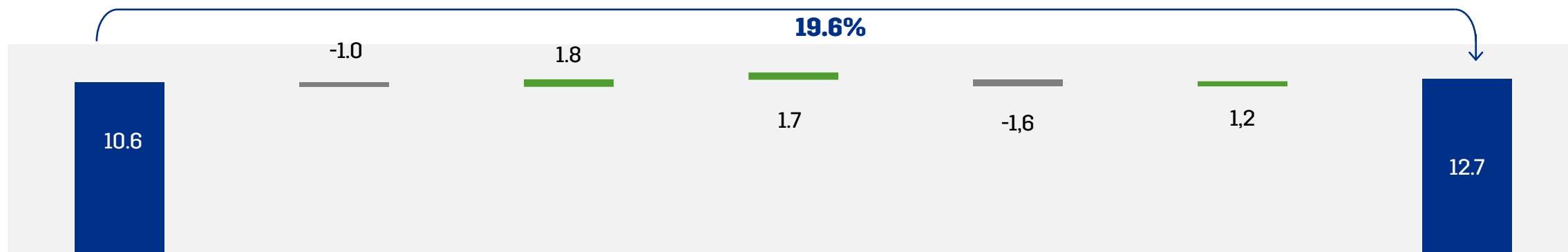
# NET SALES



MEUR	Q2/24	Q2/23	Change%	1-6/24	1-6/23	Change%	2023
Environmental Services	<b>73.9</b>	74.4	-0.6	<b>139.3</b>	140.7	-1.0	<b>283.7</b>
Industrial Services	<b>42.0</b>	38.0	10.5	<b>70.1</b>	64.1	9.4	<b>141.0</b>
Facility Services Finland	<b>58.5</b>	62.7	-6.7	<b>121.8</b>	129.8	-6.2	<b>250.0</b>
Facility Services Sweden	<b>26.2</b>	33.8	-22.5	<b>55.7</b>	68.3	-18.5	<b>133.2</b>
L&T Group	<b>199.2</b>	207.5	-4.0	<b>384.2</b>	400.2	-4.0	<b>802.1</b>



# ADJUSTED OPERATING PROFIT



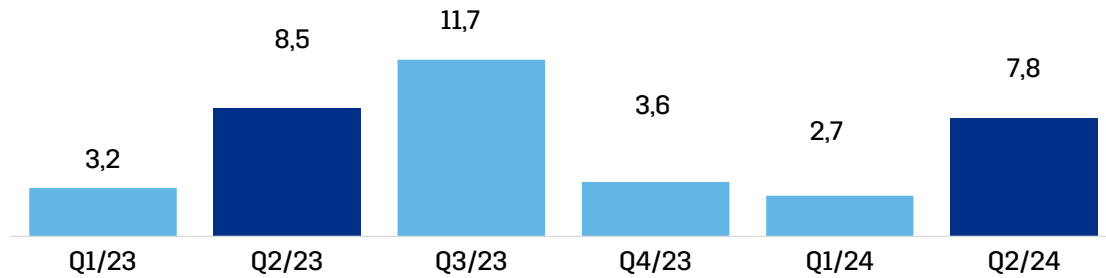
Adjusted operating profit 1-6/2023      Environmental Services      Industrial Services      Facility Services Finland      Facility Services Sweden      Other      Adjusted operating profit 1-6/2024

MEUR	Q2/24	Q2/23	Change%	1-6/24	1-6/23	Change%	2023
Environmental Services	<b>8.0</b>	8.5	-5.7	<b>10.7</b>	11.8	-8.7	<b>27.1</b>
Industrial Services	<b>5.9</b>	3.9	52.7	<b>5.8</b>	4.0	45.0	<b>14.0</b>
Facility Services Finland	<b>2.0</b>	-0.0		<b>1.9</b>	0.2	894.7	<b>4.4</b>
Facility Services Sweden	<b>-2.5</b>	-2.0		<b>-4.6</b>	-3.0		<b>-3.7</b>
Group administration and other	<b>-0.8</b>	-1.3		<b>-1.1</b>	-2.4		<b>-2.8</b>
Adjusted operating profit	<b>12.7</b>	9.2	38.2	<b>12.7</b>	10.6	<b>19.6</b>	<b>39.0</b>

# OPERATING PROFIT BY DIVISION

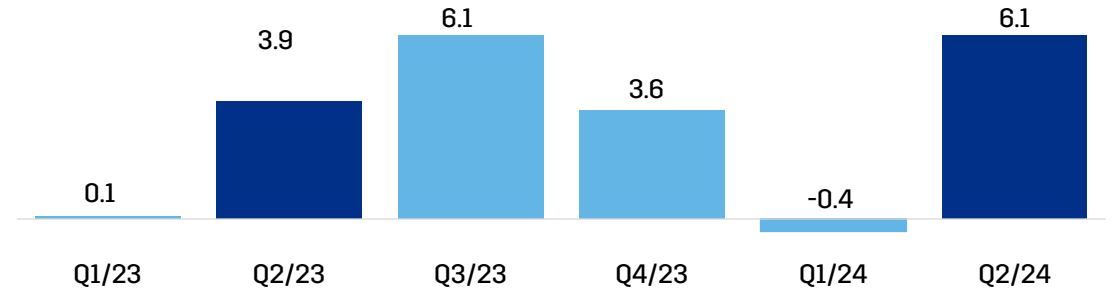
## ENVIRONMENTAL SERVICES

MEUR



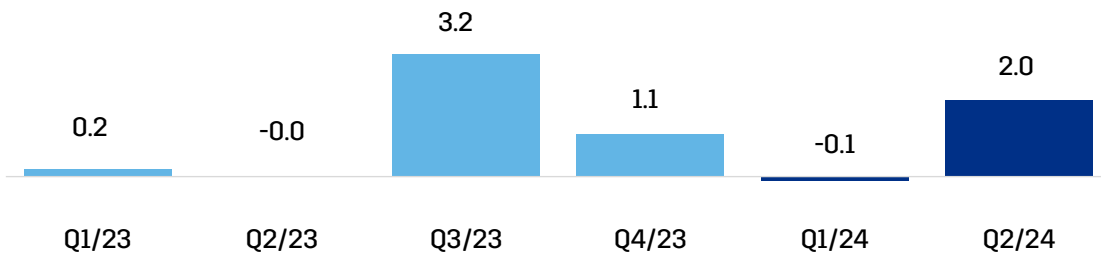
## INDUSTRIAL SERVICES

MEUR



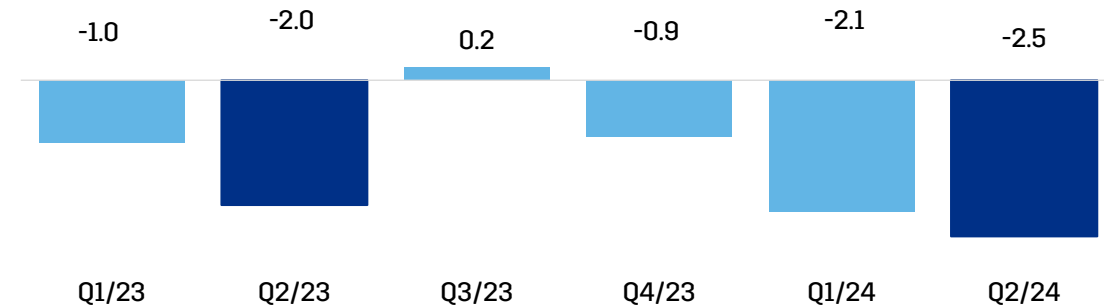
## FACILITY SERVICES FINLAND

MEUR



## FACILITY SERVICES SWEDEN

MEUR

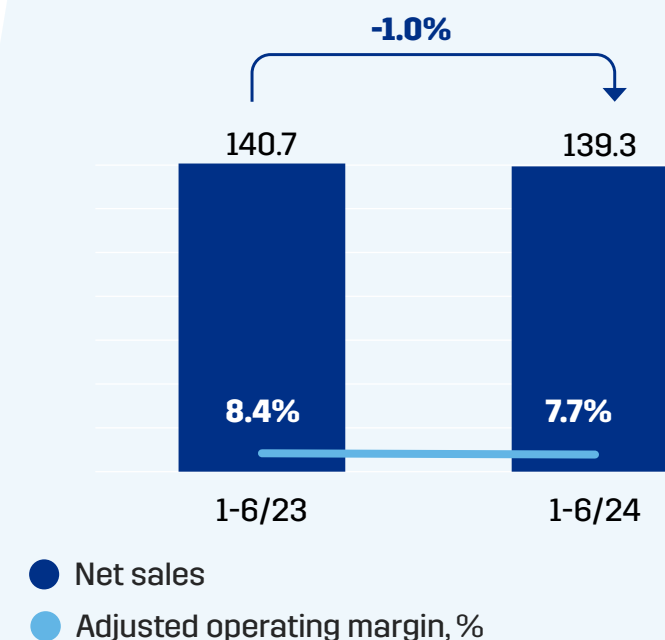


# ENVIRONMENTAL SERVICES

- The challenging economic environment and the political strikes reduced demand of recycling and waste management services.
- Demand and price level of recycled raw materials stabilised in the second quarter
- The division strengthened its position amongst the producer responsibility organisations and municipal contracts
- The restructuring and efficiency measures progressed well and largely compensated for the effects of municipalisation of residential packaging waste



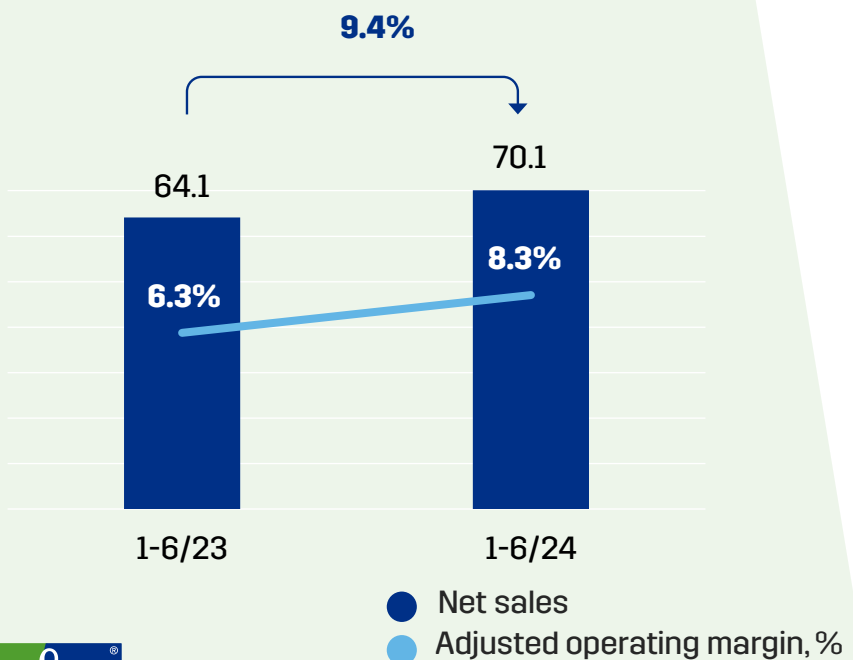
MEUR	Q2/24	Q2/23	Change%	1-6/24	1-6/23	Change%	2023
Net sales	<b>73.9</b>	74.4	-0.6	<b>139.3</b>	140.7	-1.0	<b>283.7</b>
EBITDA	<b>15.4</b>	15.7	-1.9	<b>25.5</b>	26.0	-1.8	<b>57.5</b>
Adjusted operating profit	<b>8.0</b>	8.5	-5.7	<b>10.7</b>	11.8	-8.7	<b>27.1</b>
Adjusted operating margin, %	<b>10.9</b>	11.5		<b>7.7</b>	8.4		<b>9.5</b>
Employees				<b>1,663</b>	1,712		<b>1,576</b>





# INDUSTRIAL SERVICES

- Political strikes in Finland postponed some process cleaning activities from the first quarter to the second quarter
- Annual maintenance breaks were carried out as planned and resourcing was successful
- The process cleaning business expanded in Sweden to the Gävleborg region through an acquisition of PF Industriservice AB. After the acquisition, Industrial services employs some 100 professionals in Sweden

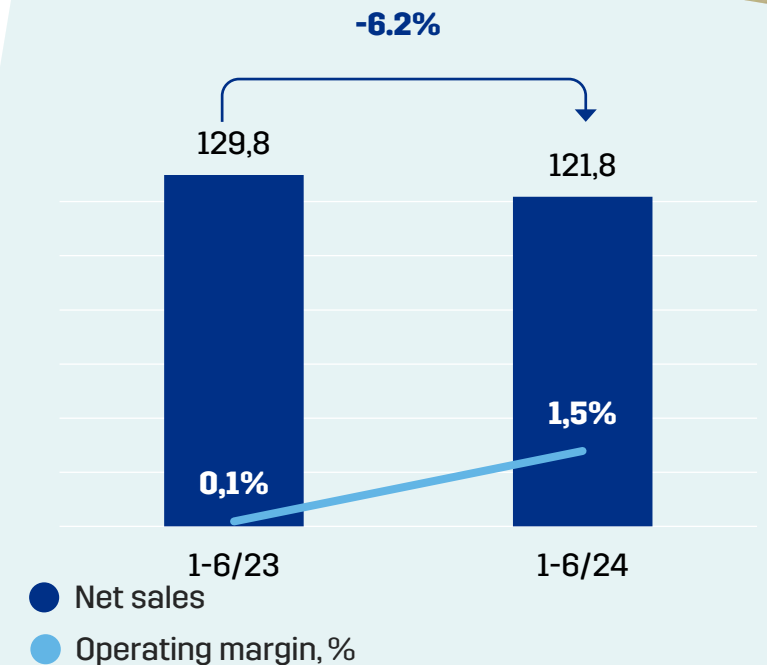


MEUR	Q2/24	Q2/23	Change%	1-6/24	1-6/23	Change%	2023
Net sales	<b>42.0</b>	38.0	10.5	<b>70.1</b>	64.1	9.4	<b>141.0</b>
EBITDA	<b>9.5</b>	7.1	32.6	<b>12.3</b>	10.4	18.0	<b>26.6</b>
Adjusted operating profit	<b>5.9</b>	3.9	52.7	<b>5.8</b>	4.0	45.0	<b>14.0</b>
Adjusted operating margin, %	<b>14.2</b>	10.3		<b>8.3</b>	6.3		<b>9.9</b>
Employees				<b>747</b>	728		<b>679</b>

# FACILITY SERVICES FINLAND

- Measures to streamline the cost structure and improve operational efficiency continued successfully
- All business lines achieved a stronger result than in the comparison period

MEUR	Q2/24	Q2/23	Change%	1-6/24	1-6/23	Change%	2023
Net sales	<b>58.5</b>	62.7	-6.7	<b>121.8</b>	129.8	-6.2	<b>250.0</b>
EBITDA	<b>3.7</b>	2.1	70.5	<b>5.2</b>	4.6	14.1	<b>12.5</b>
Operating profit	<b>2.0</b>	-0.0		<b>1.9</b>	0.2		<b>4.4</b>
Operating margin, %	<b>3.4</b>	0.0		<b>1.5</b>	0.1		<b>1.8</b>
Employees				<b>4,519</b>	5,267		<b>4,603</b>

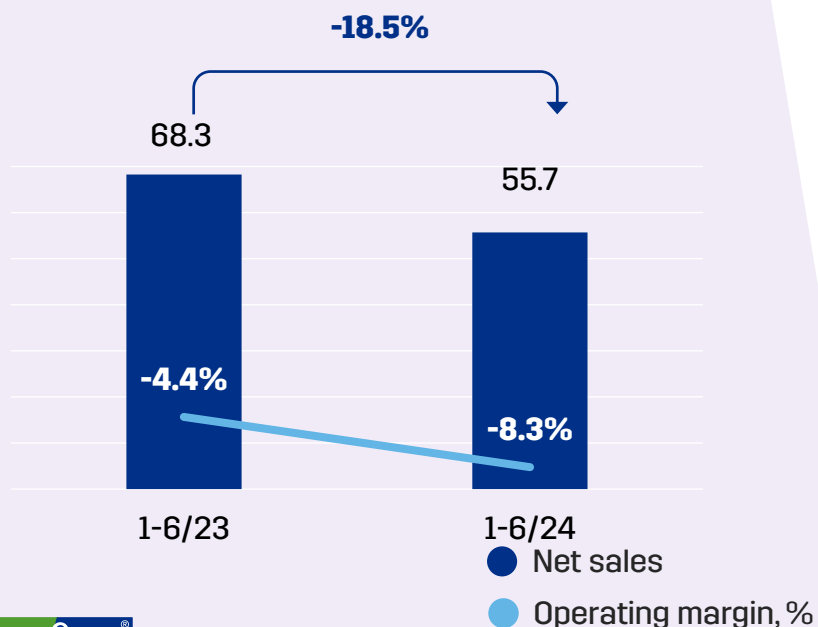






# FACILITY SERVICES SWEDEN

- A large customer contract ended in the end of 2023, and the loss of the contract was not sufficiently compensated by new customer accounts during the review period
- The division has a programme ongoing to simplify operating models and adapt them to the changed business environment



MEUR	Q2/24	Q2/23	Change%	1-6/24	1-6/23	Change%	2023
Net sales	<b>26.2</b>	33.8	-22.5	<b>55.7</b>	68.3	-18.5	<b>133.2</b>
EBITDA	<b>-1.3</b>	-0.8		<b>-2.1</b>	-0.5		<b>1.3</b>
Operating profit*	<b>-2.5</b>	-2.0		<b>-4.6</b>	-3.0		<b>-3.7</b>
Operating margin, %	<b>-9.6</b>	-5.8		<b>-8.3</b>	-4.4		<b>-2.8</b>
Employees				<b>1,100</b>	1,294		<b>1,187</b>

\*Operating profit before the amortisation of purchase price allocations of acquisitions was EUR -2.2 million (-1.7) in Q2 2024 and EUR -4.0 million (-2.4) in January-June 2024

# SUSTAINABILITY SCORE CARD 1-6/2024

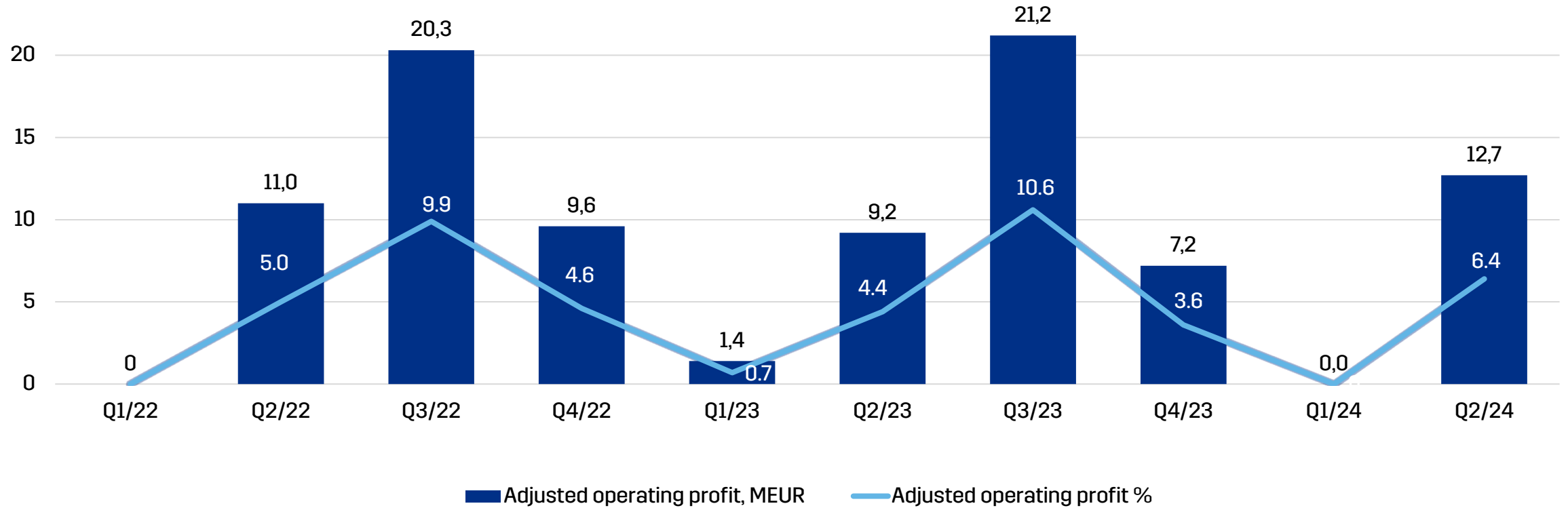
- L&T's customer satisfaction score (NPS) grew by 7 points with all divisions and business lines improving their score. Both circular economy divisions had a high score, above 40
- Occupational safety improved due to increased training and safety culture development

<b>L&amp;T</b>	2020	2021	2022	2023	1-6/2023	<b>1-6/2024</b>	Target 2024	Target 2026	Target 2030
<b>CARBON FOOTPRINT (tCO2-ekv)</b>	36,700	37,800	34,200	31,200	16,000	14,600	29,800	27,200	24,400
<b>CARBON HANDPRINT (MCO2-ekv)</b>	-506.8	-524.9	-534.5	-457.0	-231.0	-224.0			
<b>RECYCLING RATE (%)</b>	58.6	58.4	59.4	57.8	57.2	55.5*	59	65	70
<b>TRIF</b>	24	24	23	23	26	20	21	19	15
<b>SICK LEAVE (%)</b>	4.7	5.1	5.6	5.1	5.8	5.0	4.7	4.3	4

\*The reporting has been refined beginning of 2024

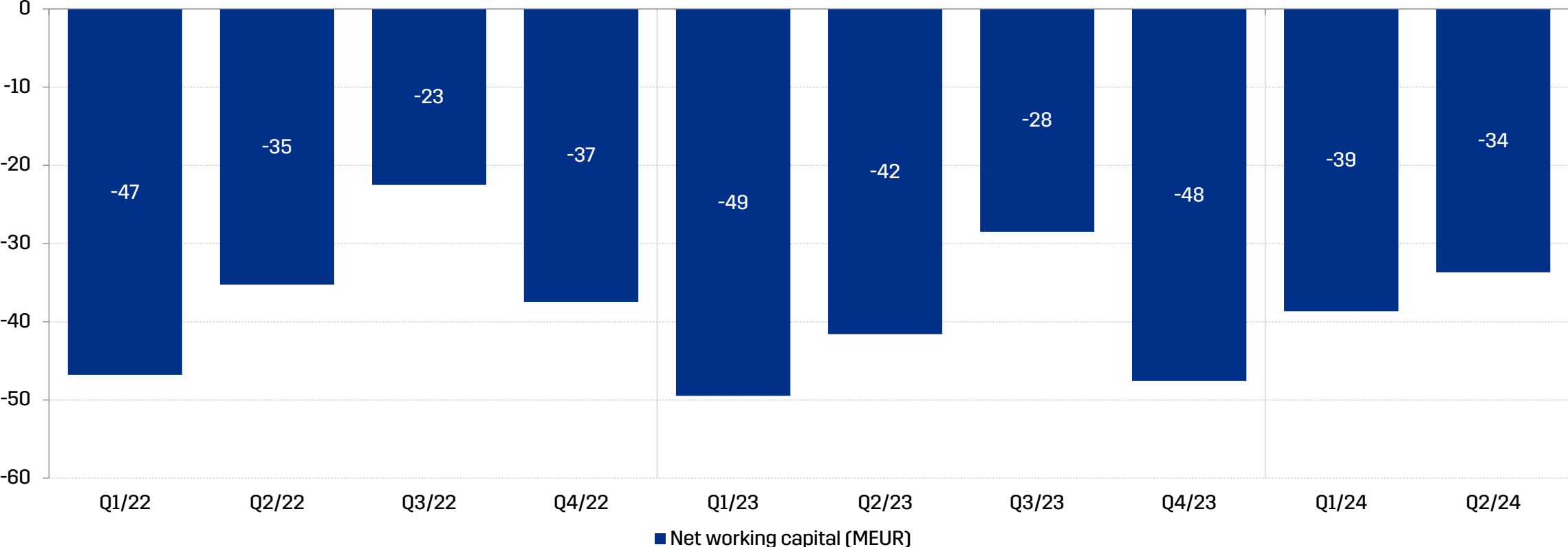


# ADJUSTED OPERATING PROFIT



# NET WORKING CAPITAL

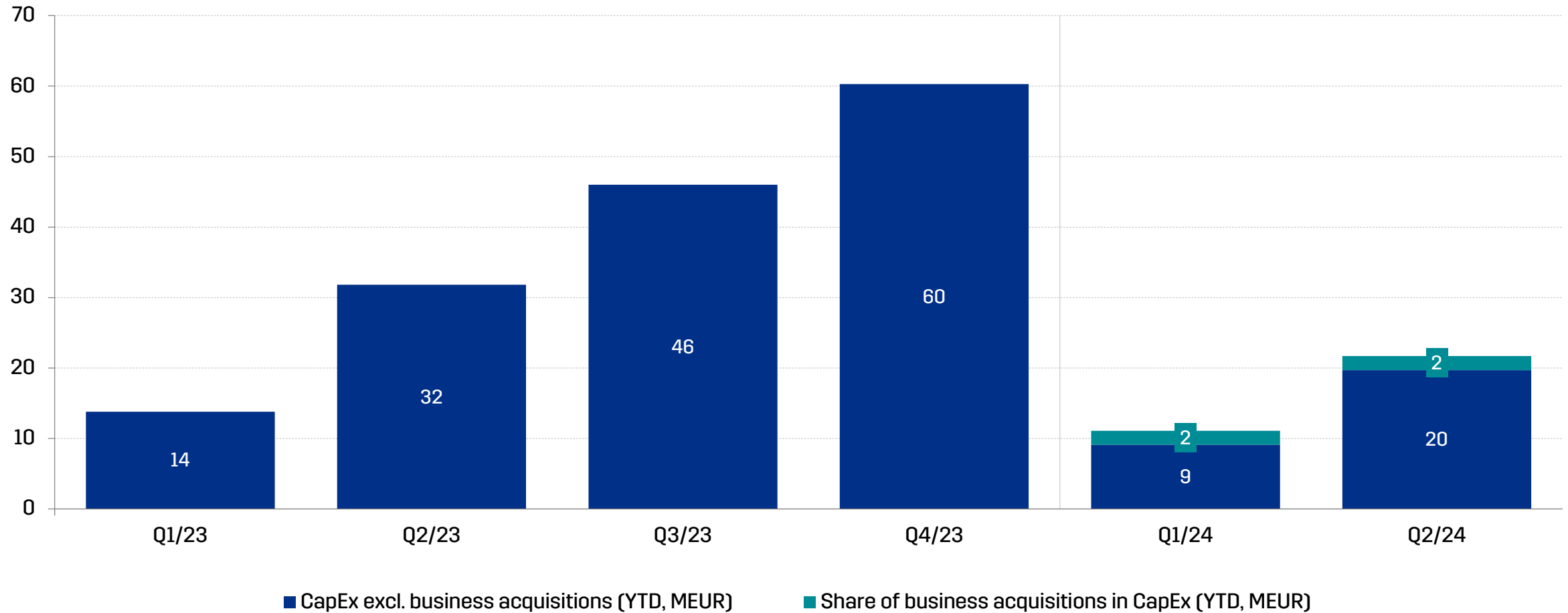
- Trade payables decreased mainly due to lower level of investments
- Personnel related liabilities decreased due to reduction in the number of employees



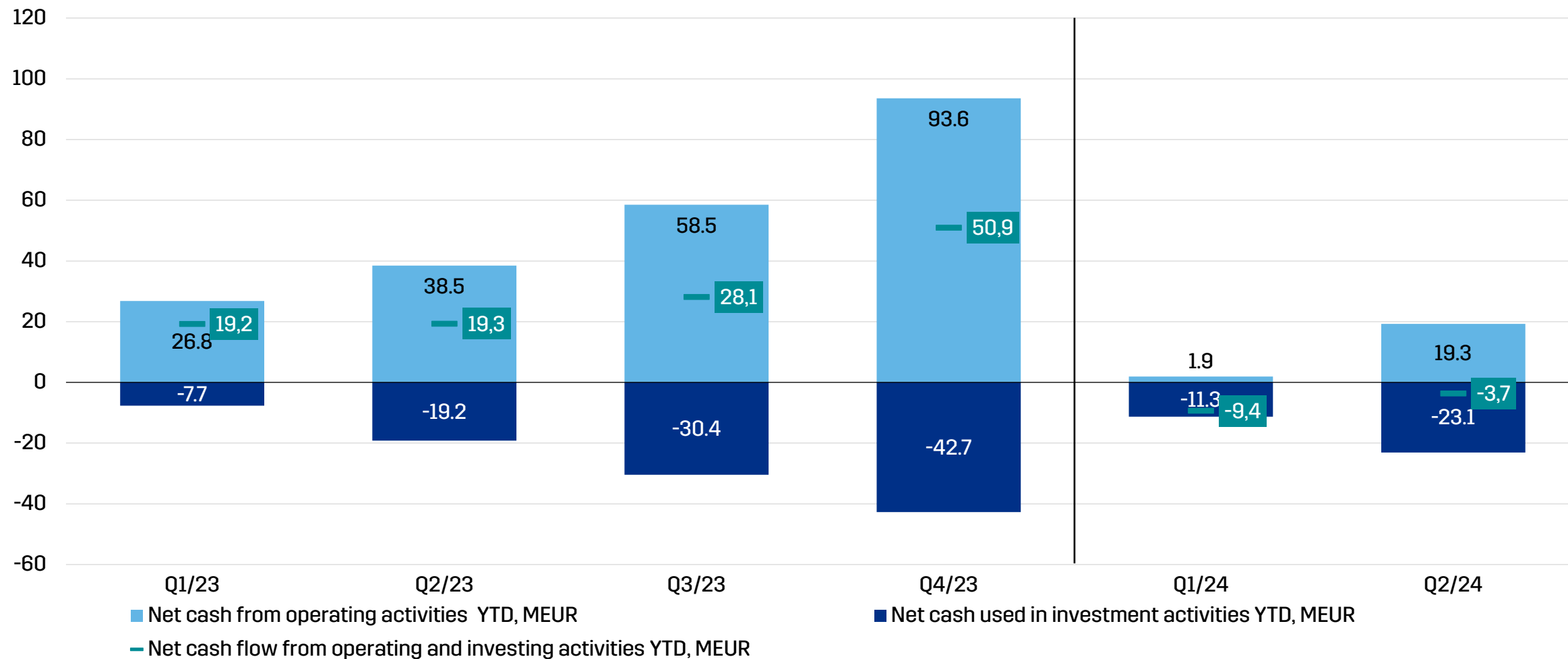
Net working capital = Current assets - income tax receivables - cash and cash equivalents - other non-current liabilities excluding deferred consideration - current trade and other payables  
 Net working capital, % of net sales = Net working capital / 12 month rolling net sales \* 100



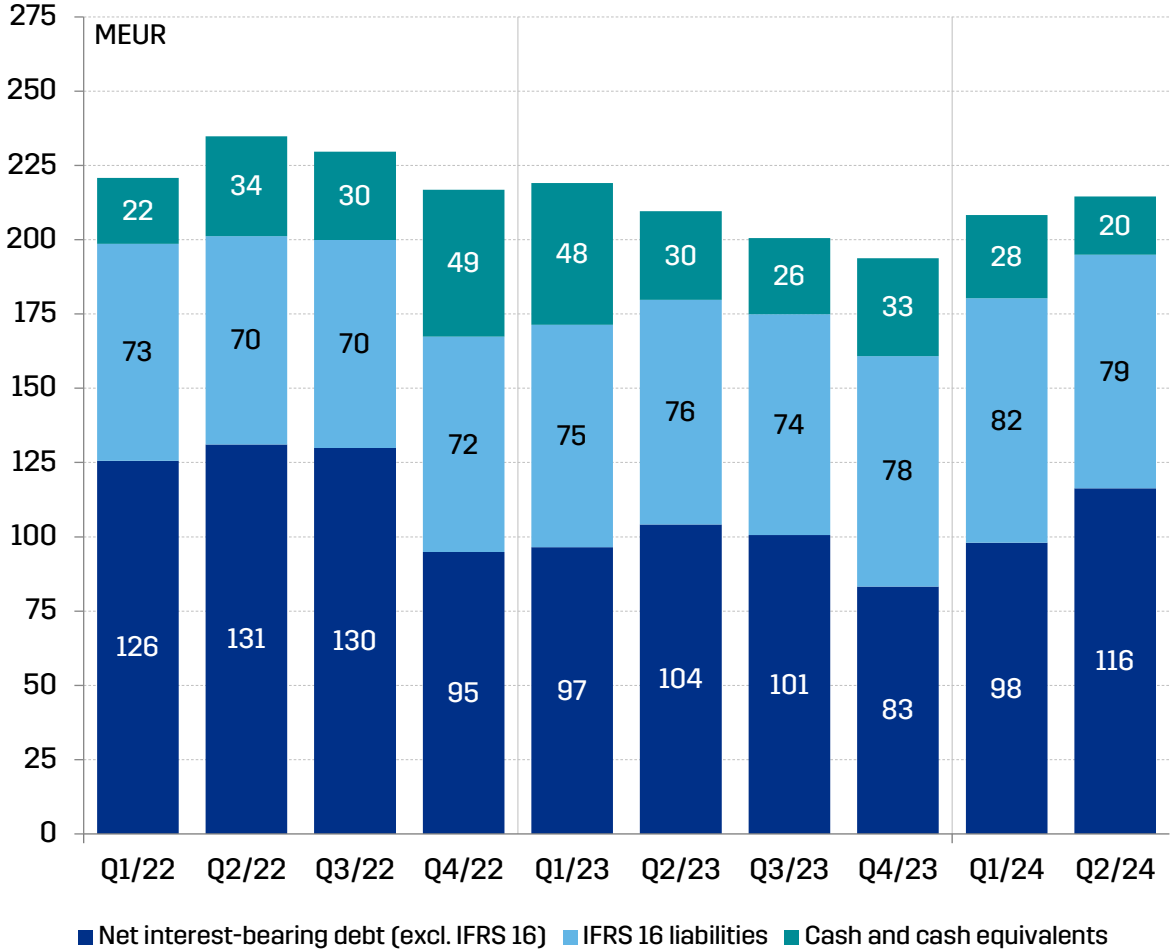
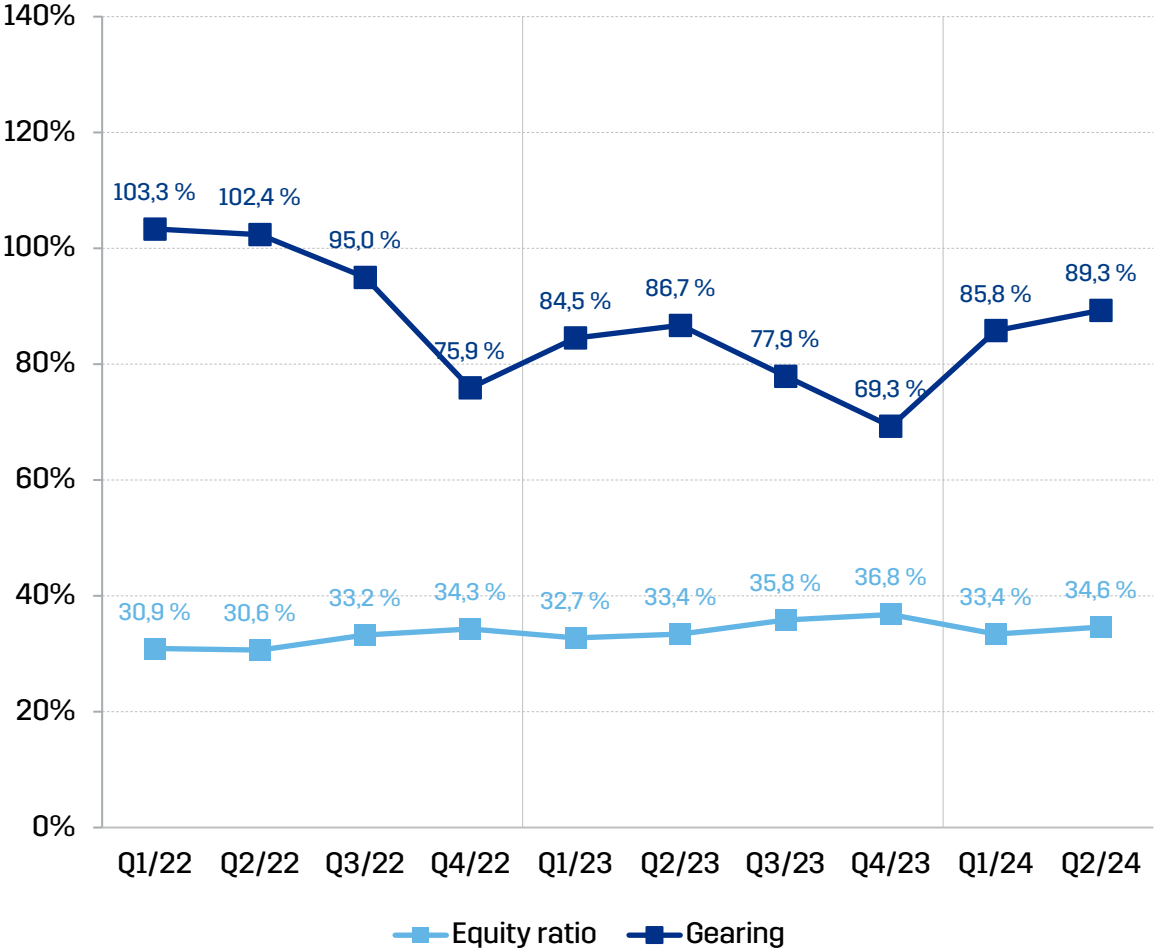
# CAPITAL EXPENDITURE



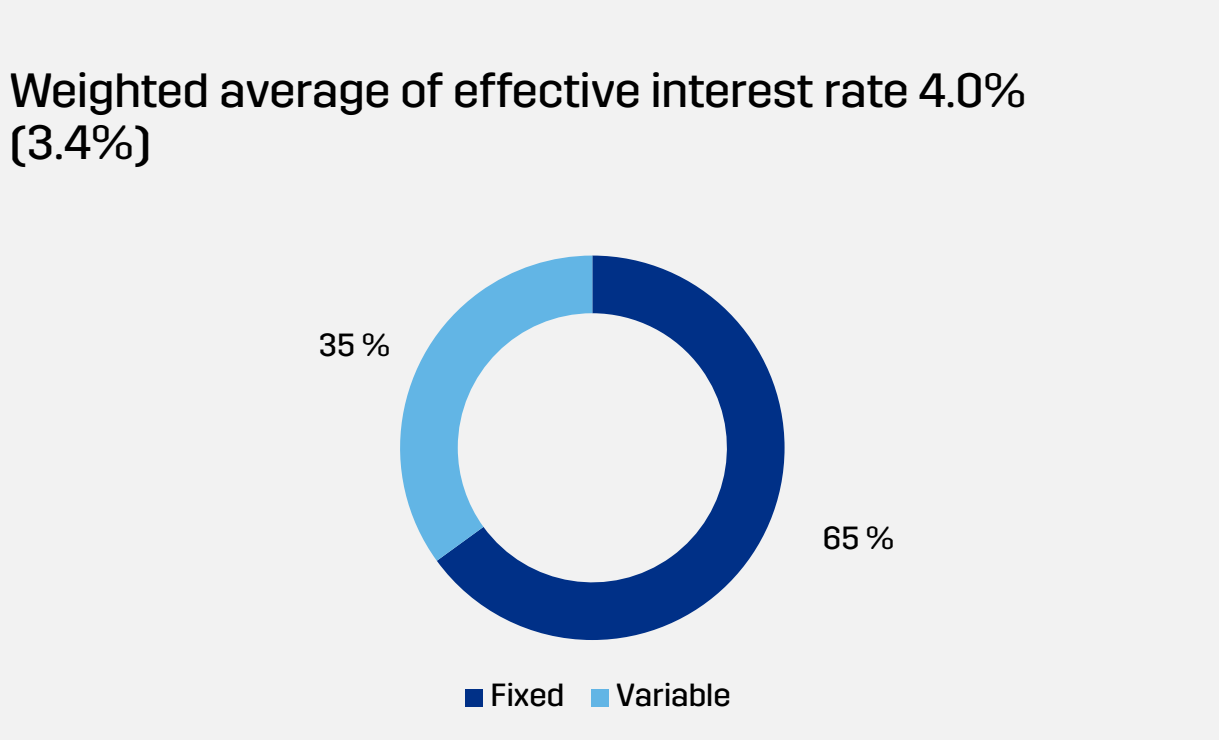
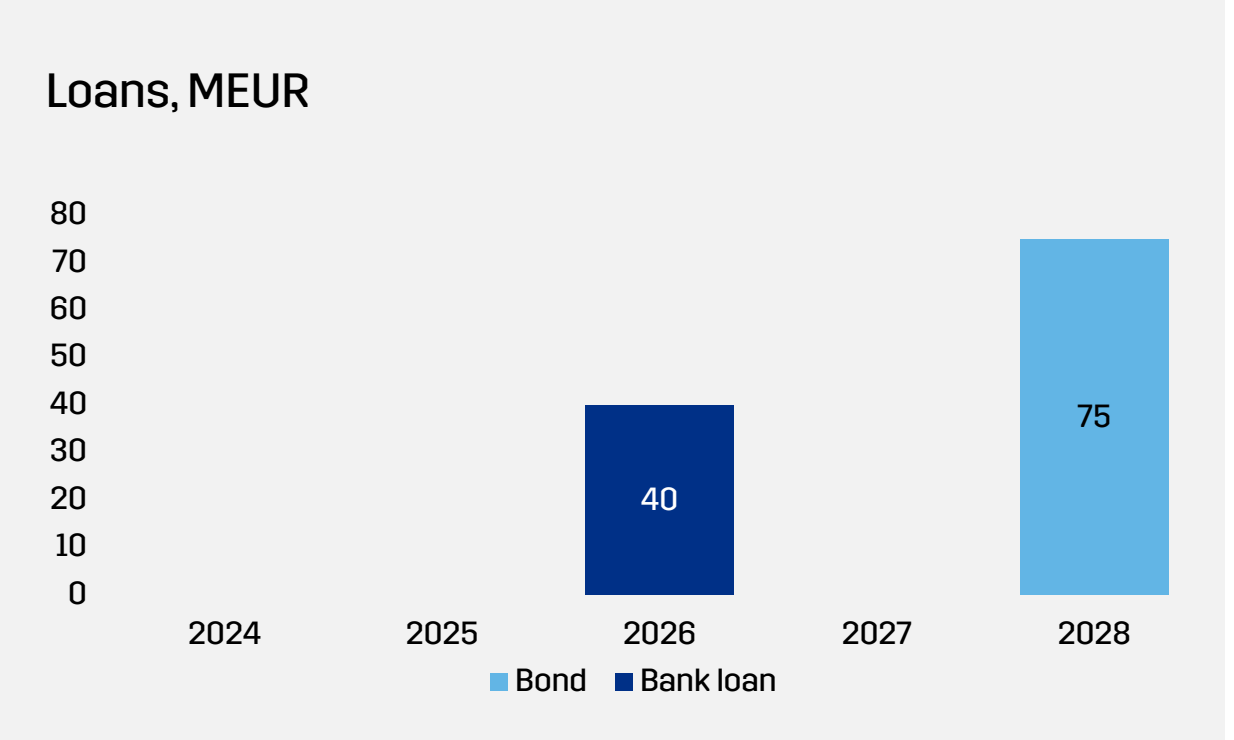
# NET CASH FLOW AND NET INVESTMENTS



# FINANCIAL POSITION

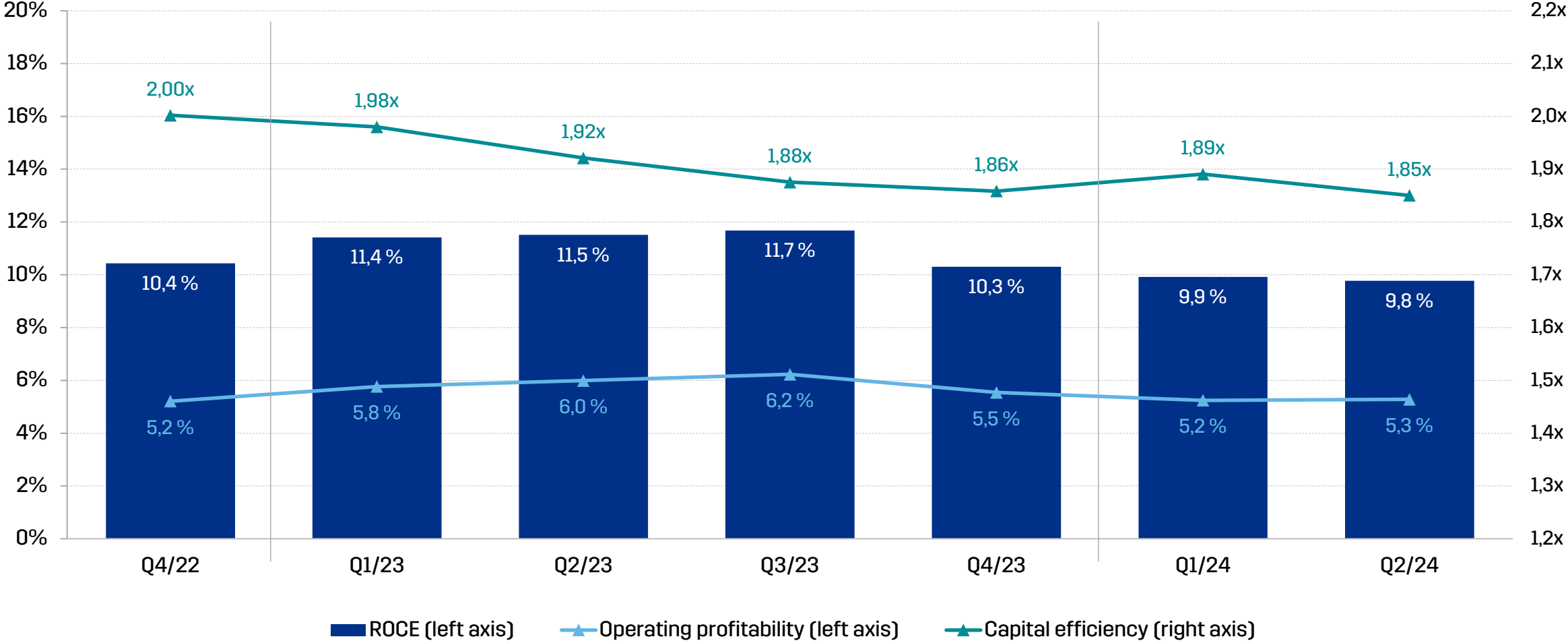


# MATURITY STRUCTURE OF LONG-TERM LOANS





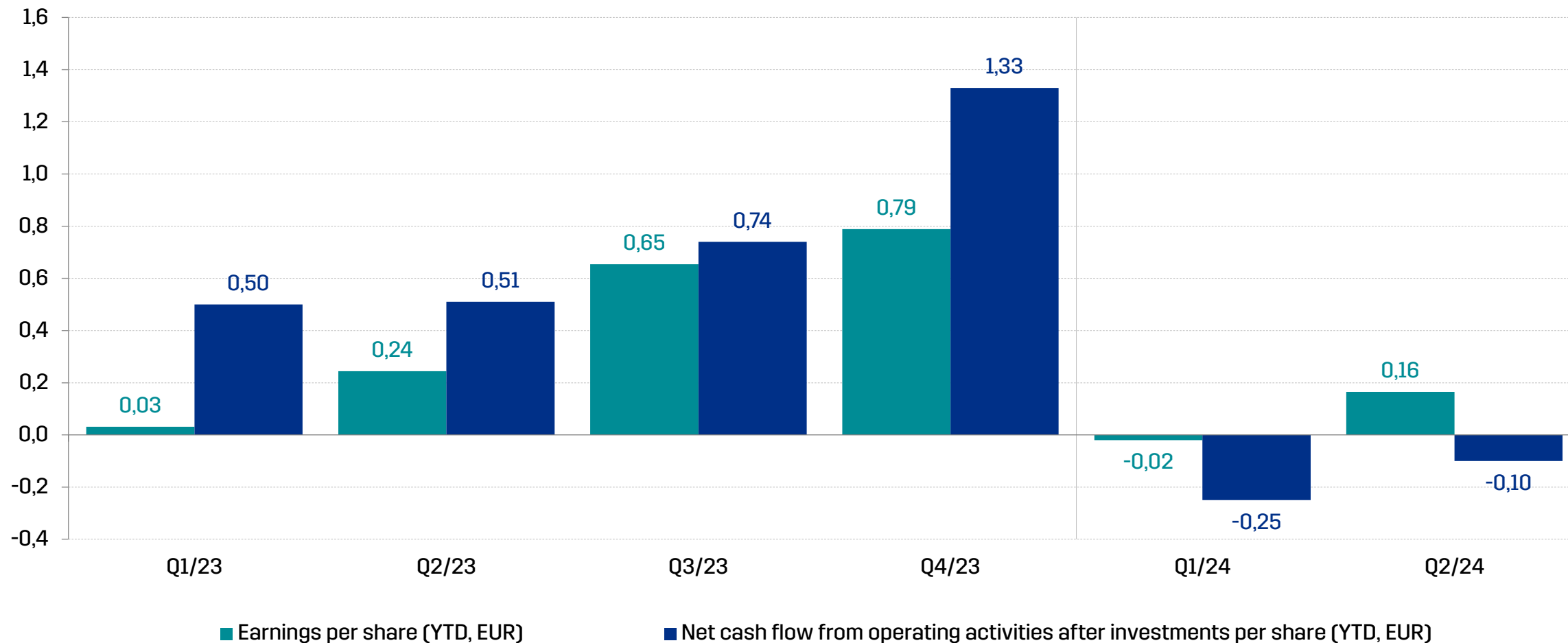
# RETURN ON CAPITAL EMPLOYED



Operating profitability refers to EBIT + Financial income + Share of result of associated companies & joint ventures (R12m) / Net sales (R12m)  
 Capital efficiency = Net sales (rolling 12 months) / Capital employed (average)



# EPS AND CASH FLOW PER SHARE





# OUTLOOK FOR 2024

Updated 1 August, 2024

Net sales in 2024 are estimated to be at the same level as in the previous year, and adjusted operating profit is estimated to be at the same level or better compared to the previous year.

Previous outlook

Net sales in 2024 are estimated to be at the same level as in the previous year, and operating profit is estimated to be at the same level or better compared to the previous year.

# CONTACTS



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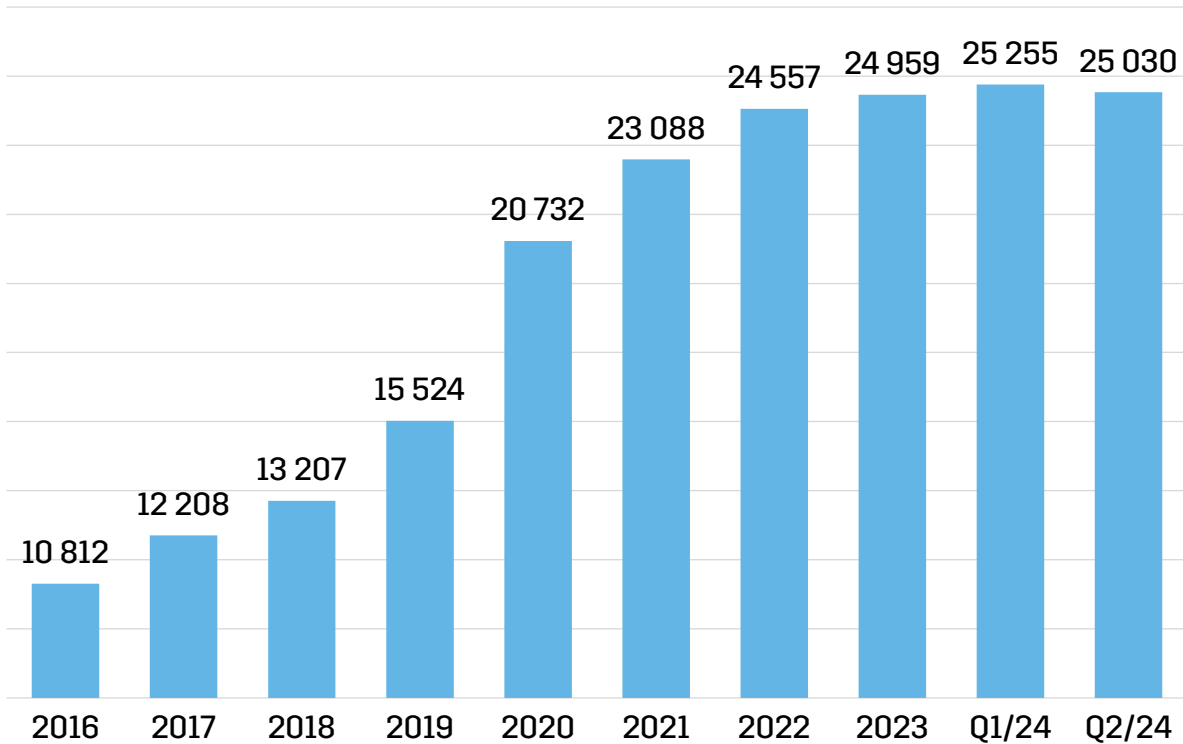


# SHAREHOLDERS

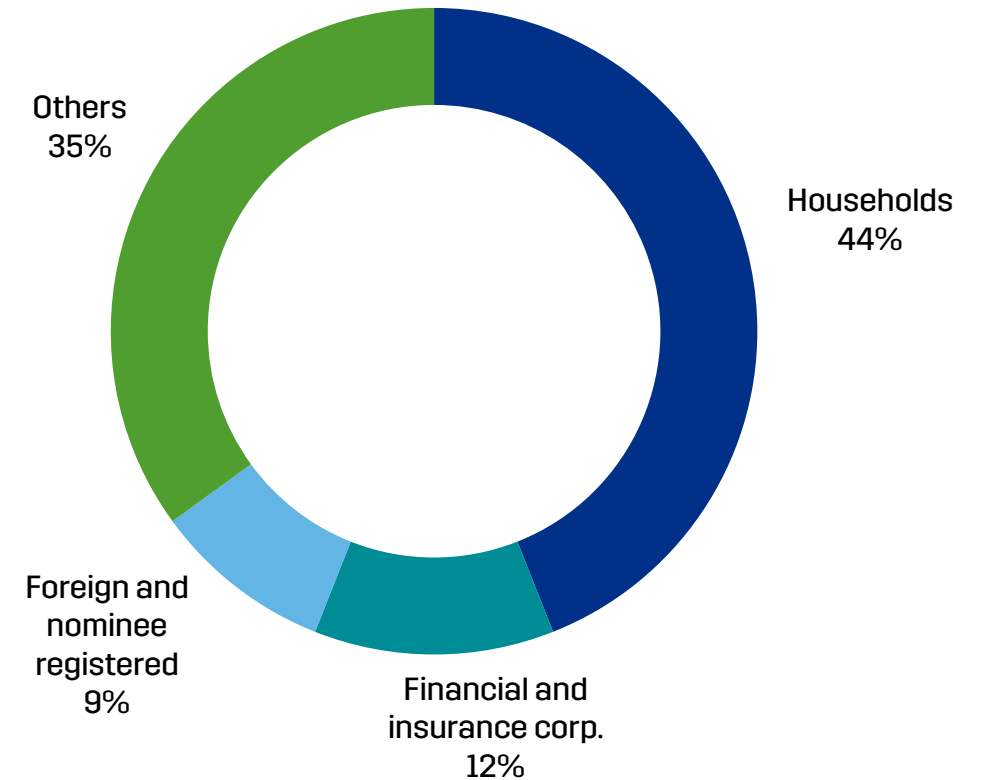


# SHAREHOLDER STRUCTURE

## Number of shareholders



## Shareholder structure



# MAJOR SHAREHOLDERS ON 30 JUNE 2024

Shareholder	Shares	%
Evald and Hilda Nissi's Foundation	3,496,487	9.01
Nordea Funds Ltd	1,708,086	4.40
Maijala Juhani	1,529,994	3.94
Mandatum Life Insurance Company Limited	1,296,082	3.34
Åbo Akademi University Foundation	1,066,282	2.75
Bergholm Heikki	875,000	2.26
Ilmarinen Mutual Pension Insurance Company	790,000	2.04
Varma Mutual Pension Insurance Company	729,791	1.88
Maijala Mikko	720,000	1.86
Lassila & Tikanoja Oyj	609,941	1.57
Ownership structure / sector	Shares	%
Nominee-registered shares	3,494,131	9.01
Number of shares	38,798,874	100.00
Number of shareholders	25,030	

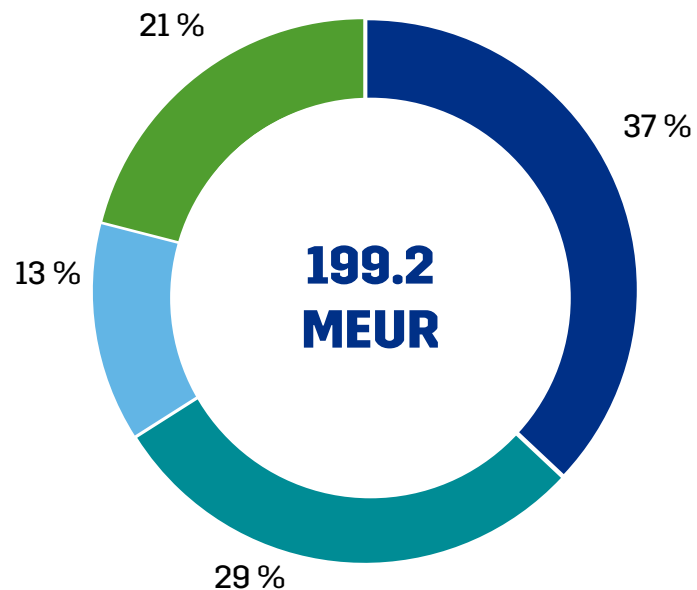


# APPENDIX



# KEY FIGURES

## NET SALES Q2/2024



- 37% Environmental Services
- 29% Facility Services Finland
- 13% Facility Services Sweden
- 21% Industrial Services

	Q2/24	Q2/23	Change%	1-6/24	1-6/23	Change%	2023
Net sales, MEUR	<b>199.2</b>	207.5	-4.0	<b>384.2</b>	400.2	-4.0	<b>802.1</b>
EBITDA, MEUR	<b>25.1</b>	23.2	8.1	<b>37.2</b>	38.6	-3.8	<b>95.8</b>
Operating profit, MEUR	<b>11.0</b>	9.2	19.6	<b>9.3</b>	10.6	-12.5	<b>38.4</b>
Operating margin, %	<b>5.5</b>	4.4		<b>2.4</b>	2.7		<b>4.8</b>
Earnings per share, EUR	<b>0.18</b>	0.21	-13.2	<b>0.16</b>	0.24	-32.5	<b>0.79</b>

## Consolidated income statement

MEUR	4-6/2024	4-6/2023	1-6/2024	1-6/2023	1-12/2023
<b>Net sales</b>	199.2	207.5	384.2	400.2	802.1
Other operating income	0.6	0.9	2.5	1.8	6.2
Materials and services	-56.3	-62.7	-114.0	-125.1	-246.5
Employee benefit expenses	-89.8	-92.8	-177.0	-179.6	-352.8
Other operating expenses	-28.7	-29.7	-58.5	-58.7	-113.1
Depreciation, amortisation and impairment	-14.1	-14.0	-27.9	-28.0	-57.4
<b>Operating profit</b>	11.0	9.2	9.3	10.6	38.4
Financial income	0.2	1.4	0.4	1.9	2.5
Financial expenses	-2.4	-2.1	-4.4	-4.1	-8.7
Exchange rate differences (net)	0.0	-0.0	-0.0	-0.1	-0.0
Financial income and expenses	-2.2	-0.7	-4.0	-2.3	-6.3
Share of the result of associated companies and joint ventures	-0.0	0.7	2.1	2.2	3.6
<b>Result before taxes</b>	8.8	9.1	7.4	10.5	35.7
Income taxes	-1.7	-1.0	-1.1	-1.2	-5.7
<b>Result for the period</b>	7.1	8.1	6.3	9.3	30.1
<b>Attributable to:</b>					
Equity holders of the company	7.1	8.1	6.3	9.3	30.1
<b>Earnings per share attributable to the equity holders of the parent company:</b>					
Earnings per share, EUR	0.18	0.21	0.16	0.24	0.79
Diluted earnings per share, EUR	0.18	0.21	0.16	0.24	0.79

## Consolidated statement of financial position

MEUR	30 Jun 2024	30 Jun 2023	31 Dec 2023
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets			
Goodwill	180.7	178.3	180.8
Other intangible assets	41.4	37.4	38.2
	222.0	215.7	219.0
Tangible assets	166.7	157.6	166.0
Right-of-use assets	76.7	74.3	76.0
	243.4	231.9	242.0
Other non-current assets			
Shares in associated companies and joint ventures	17.9	16.2	17.6
Other shares and holdings	0.2	0.2	0.2
Deferred tax assets	4.9	3.3	3.1
Other receivables	1.1	1.6	1.5
	24.1	21.4	22.5
<b>Total non-current assets</b>	489.5	469.0	483.5
<b>Current assets</b>			
Inventories	8.5	8.7	7.8
Trade receivables	86.2	80.5	85.9
Contract assets	34.7	39.9	30.8
Income tax receivables	2.0	3.0	1.2
Other receivables	7.5	8.2	7.9
Cash and cash equivalents	19.6	29.9	32.9
	158.5	170.2	166.5
<b>Total current assets</b>	158.5	170.2	166.5
<b>Total assets</b>	647.9	639.2	649.9

MEUR	30 Jun 2024	30 Jun 2023	31 Dec 2023
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Equity attributable to the equity holders of the parent company			
Share capital	19.4	19.4	19.4
Other reserves	-13.0	-15.4	-11.5
Invested unrestricted equity reserve	0.6	0.6	0.6
Retained earnings	211.3	202.7	223.6
<b>Total equity</b>	218.3	207.3	232.2
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Deferred tax liabilities	28.1	27.2	28.5
Retirement benefit obligations	1.1	1.2	1.2
Provisions	6.7	7.2	7.2
Financial liabilities	173.1	169.8	171.7
Other liabilities	12.3	12.6	13.2
	221.4	218.0	221.7
<b>Current liabilities</b>			
Financial liabilities	41.4	39.8	22.1
Trade and other payables	164.3	171.7	172.8
Income tax liabilities	1.2	1.6	0.3
Provisions	1.3	0.8	0.9
	208.2	213.9	196.1
<b>Total liabilities</b>	429.6	431.9	417.7
<b>Total equity and liabilities</b>	647.9	639.2	649.9



# **CIRCULAR ECONOMY - MADE REAL**