

Year-end & Q4 report 2022



Björn Karlsson, CEO



Your number one choice for tactical IT



Daniel Ljunggren, EVP/CFO

Q4 Agenda

MilDef's universe
Business highlights
Financial overview
Future outlook
Q&A



Priority



Proactivity



Integrity

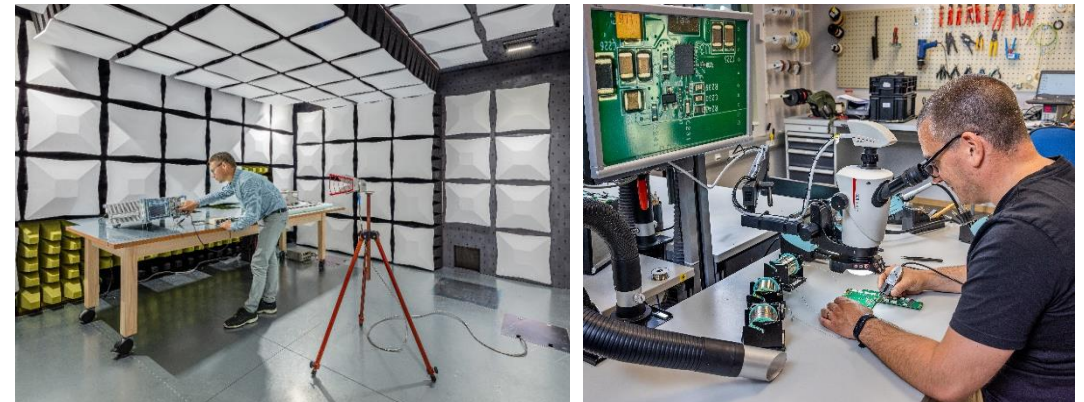


Unity

MilDef's universe

Leading provider of tactical IT solutions

- Founded 1997
- IPO June 4, 2021
- +300 employees in 11 countries
- Core markets: Nordics, EU, NATO
- Customers: Defense, government and critical infrastructure
- Product portfolio: Hardware, software and services
- Expansion through:
 - Organic growth
 - Partner networks
 - Acquisitions



The Fortress. HQ and production facility in Helsingborg.

Number of
shareholders



+9K

Market cap



+3.3
SEK billion

Trading
platform



Nasdaq
Stockholm
(Mid Cap)

Ticker



MILDEF

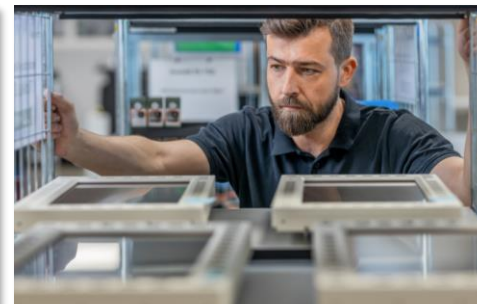
We digitalize the world
where the stakes are the highest,
requirements are the toughest,
and when technology has game-changing potential



HARDWARE



SOFTWARE



SERVICES

Our customers



MILITARY

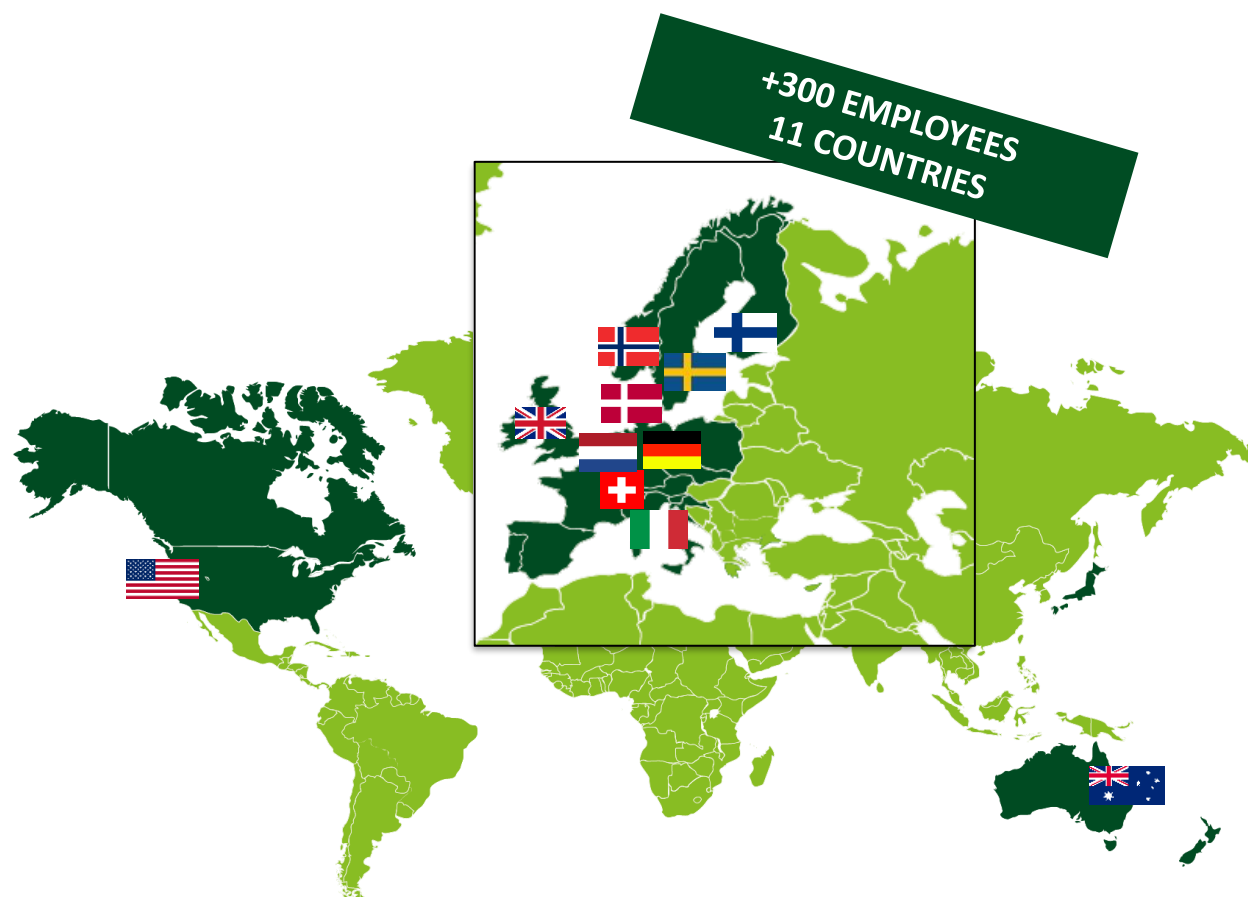


GOVERNMENT



CRITICAL INFRASTRUCTURE

MilDef's growing universe



Government customers and industry customers contribute about 50% of the revenue each.

Focus is on the Nordics, EU, and selected NATO countries.

Offices in 11 countries and partners across Europe.

SWEDEN
FINLAND
DENMARK
NORWAY
UK
GERMANY

THE NETHERLANDS
SWITZERLAND
ITALY
USA
AUSTRALIA

Q4 2022 highlights

+57%

Net sales 315.3 SEKm (200.7)

+27%

Order intake 270.7 SEKm (213.2)

+58%

Order backlog 1 156 SEKm (732)

+0 p.p.

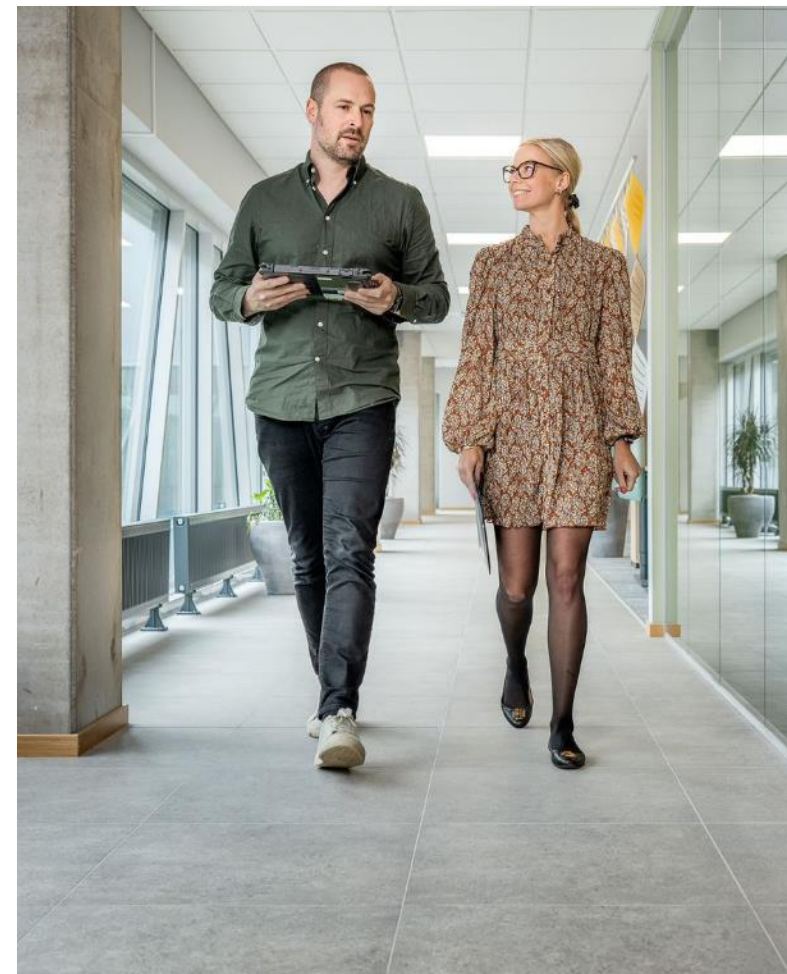
Gross margin amounted to 46% (46)

+25%

Adj. EBITDA 43.4 SEKm (34.6)

-3.4 p.p.

Adj. EBITDA-margin 13.8% (17.2)



Q4 2022 business headlines

**MilDef wins orders from
BAE Systems**



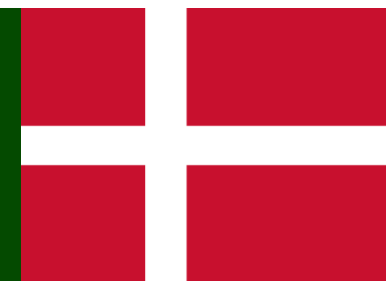
**British Army MIV
programme, worth
70 MSEK**



**MilDef establishes first
production facility outside
Sweden, in Wales**



**Opens subsidiary in
Denmark for accelerated
expansion**



**Björn Karlsson leaves his
role as CEO at next AGM**



**SEK 50 million order for
prototypes to digitalize an
army**



..... NEWS AFTER Q4

2022 business highlights

1997 - 2022

**MilDef celebrates
25 years**



WORTH 3,5 Billion SEK

**MilDef wins two strategic
framework agreement
with
NATO nation & FMV**



WORTH 50 MSEK

**MilDef wins army
contract in USA**



M&A strategy delivers

**MilDef acquires
Handheld Group**



WORTH 82 MSEK

**MilDef wins major
order in Norway**



First exports outside Norway

OneCIS
Deploying applications
and software at the
Tactical edge

OneCIS PROVIDES A
NEW FLEXIBLE,
FAST AND RELIABLE
WAY FOR AUTOMATED
DEPLOYMENT OF
TACTICAL IT
CAPABILITIES



2022 in numbers

Daniel Ljunggren - CFO



Financial highlights January - December 2022

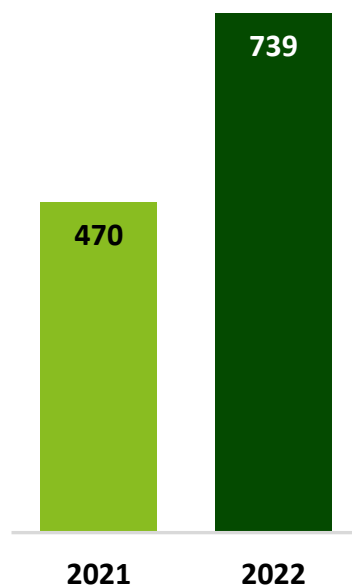
SEKm	Q4 2022	Q4 2021	Change	2022	2021	Change
Net sales	315.3	200.7	+57%	738.8	469.6	+57%
Gross Margin, %	46%	46%	+/-0 p.p.	48%	45%	+3 p.p.
Adjusted EBITDA	43.4	34.6	+8.8 SEKm	60.0	32.2	+27.8 SEKm (+86%)
Adjusted EBITDA margin, %	13.8%	17.2%	-3.4 p.p.	8.1%	6.9%	+1.3 p.p.
EBIT	31.5	28.2	+3.3 SEKm	29.2	-2.9	+32.1 SEKm
EBIT margin, %	10.0%	14.1%	-4.1 p.p.	4.0%	-0.6%	+4.6 p.p.
Profit after tax	20.5	20.6	-0.1 SEKm	14.2	-0.7	+15.1 SEKm

*p.p. = percentage points

January – December 2022 Snapshot

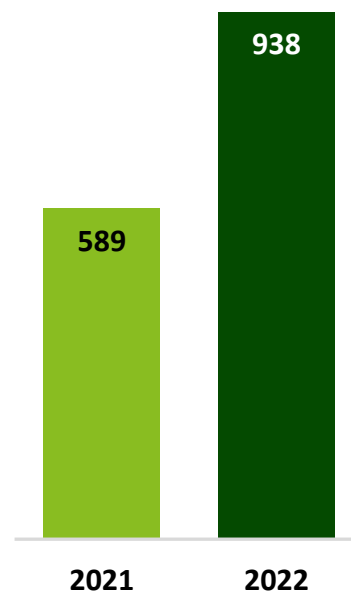
Net Sales (SEKm)

+57%



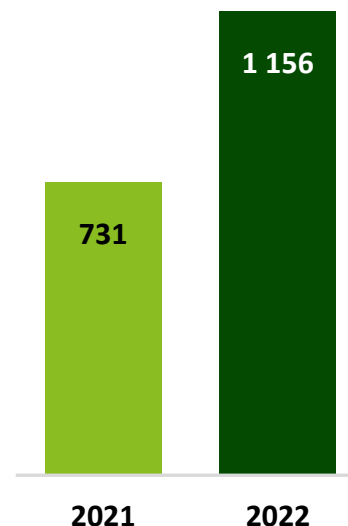
Order Intake (SEKm)

+59%



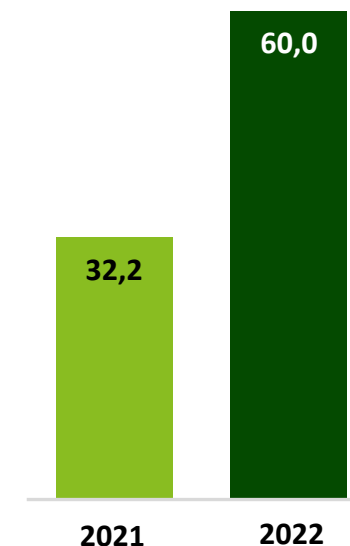
Order Backlog (SEKm)

+58%



Adj. EBITDA (SEKm)

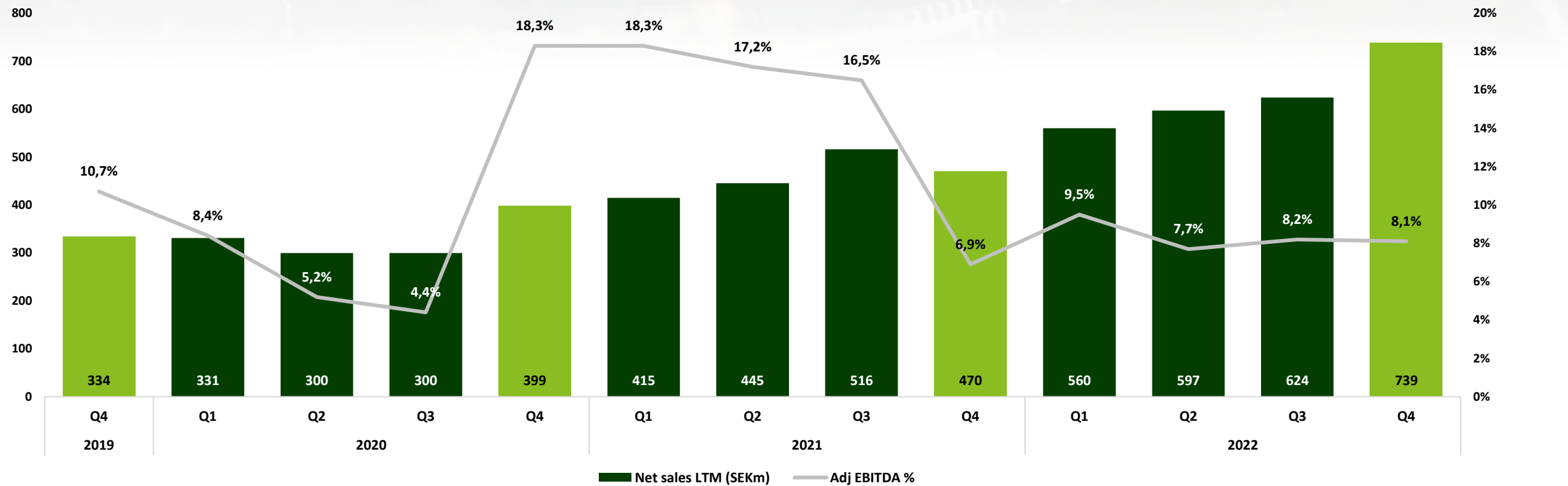
+86%



*p.p. = percentage points

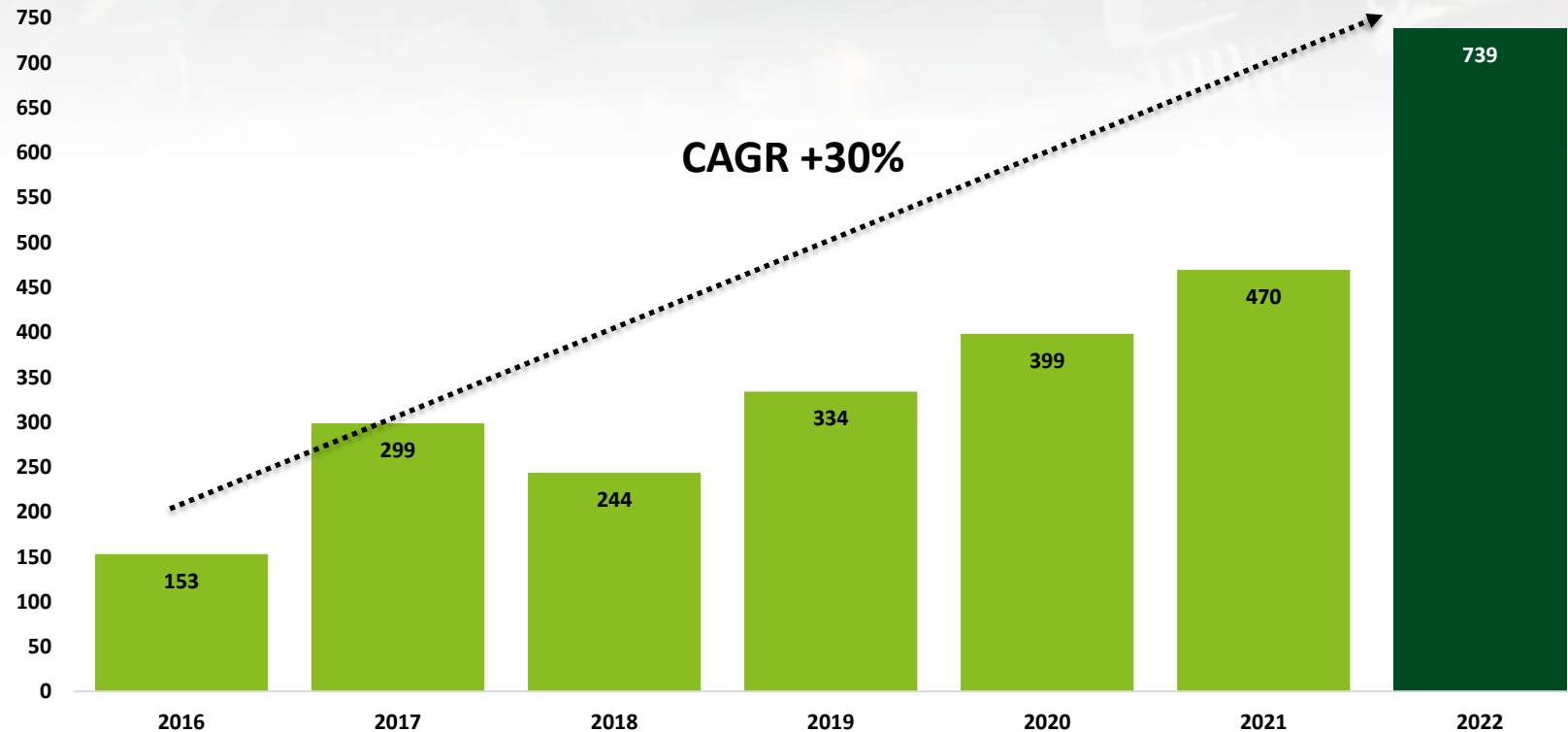
Net sales LTM at all time high (SEK 739 million)

Net Sales (SEKm)



Net sales CAGR of +30% since 2016

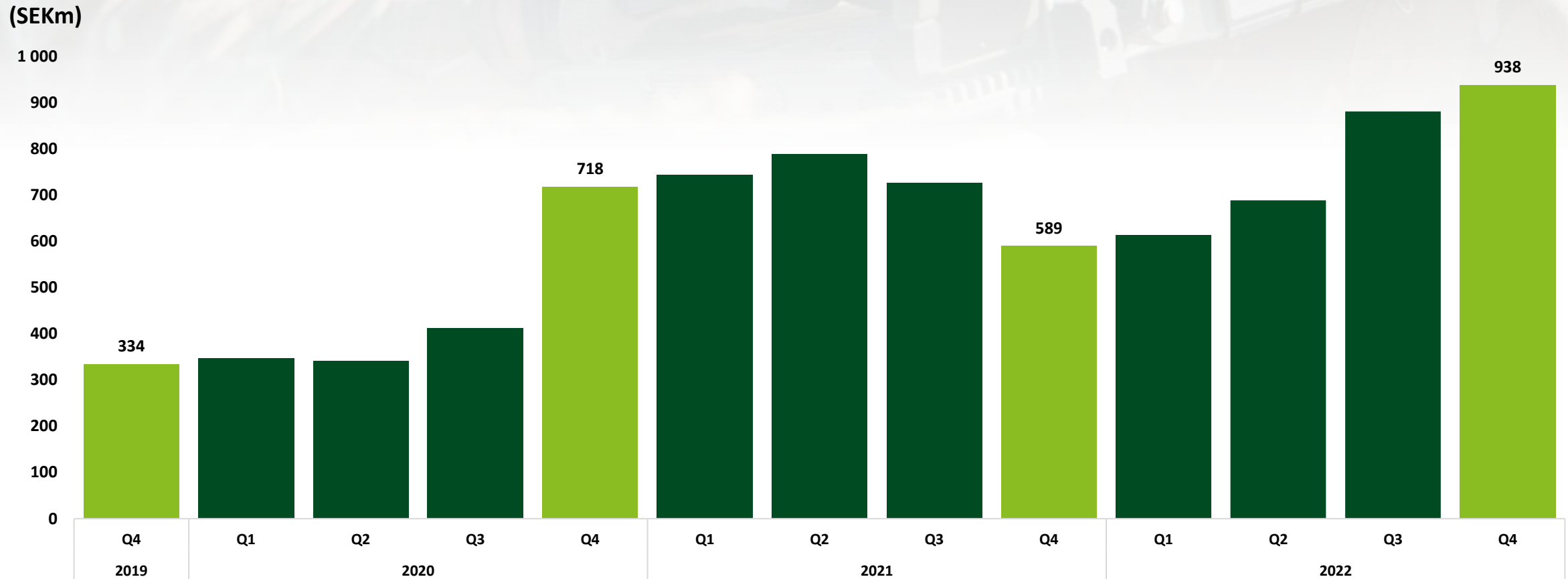
Net Sales (SEKm)



Order intake LTM at all time high (SEK 938 million)

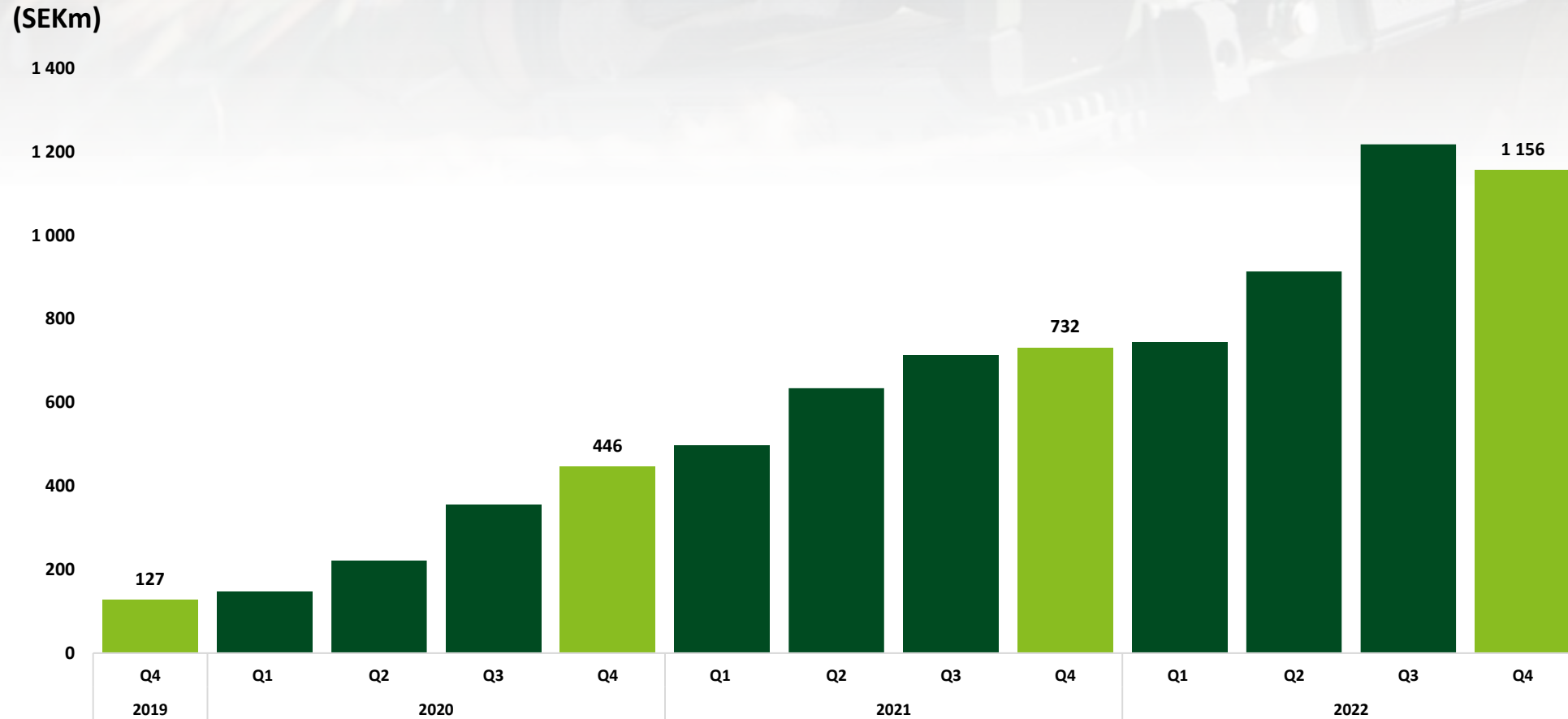


Order intake in the fourth quarter, +27 percent compared to fourth quarter last year



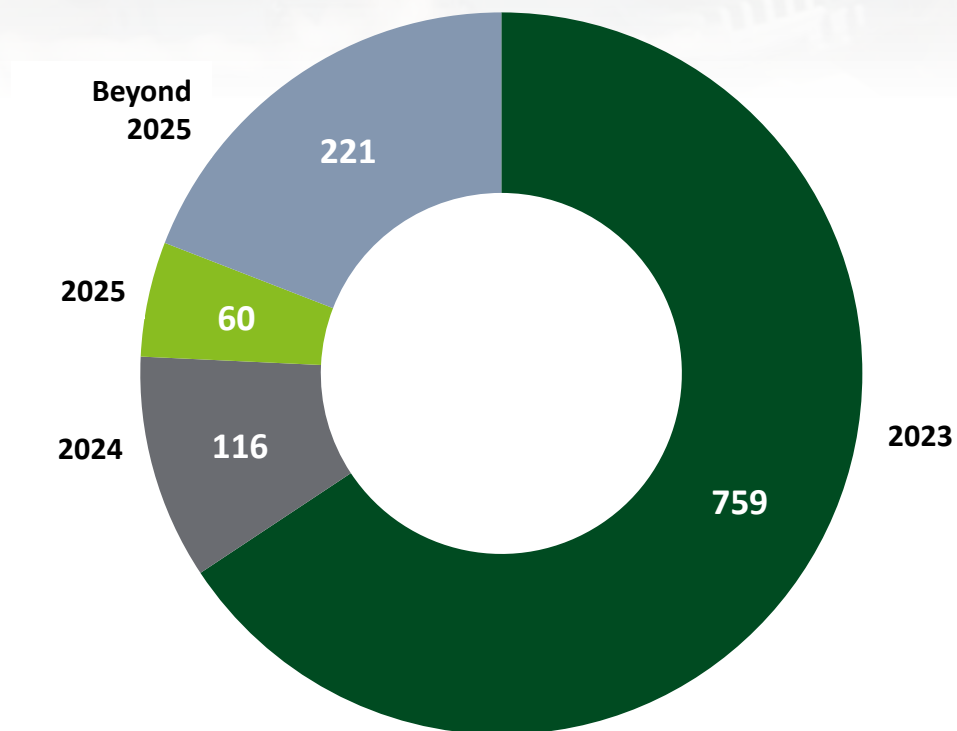
Order backlog +58% vs Q4 2021

Acquired order backlog in the period is 136.8 SEKm



Order backlog duration (SEKm)

Duration of the
order backlog per
December 31, 2022,
based on planned
deliveries



***Important information**
*Forward-looking statements do not
guarantee future results or development and
the actual outcome could differ materially
from the forward-looking statements.*

Net debt & current cash position December 31

Net debt excl lease liabilities

168
MSEK

Net debt excl lease liabilities/Adj EBITDA
rolling 12 months

2.8x

Current cash position

+60
MSEK

Equity / Asset ratio

57%

Net debt & current cash position comments

- Financial target that net debt shall not exceed 2.5 times EBITDA
- Equity / Asset ratio of 57% (70)
- Unutilized revolving multicurrency overdraft facilities of SEK 75 million

Financial summary 2022

- **Sales growth** +57%, to ATH 739 SEKm
- **Order intake** +59%, to ATH 938 SEKm
- **Gross margin** 48% vs 45%
- **Operating cash flow** -95.0 SEKm (-71.4)
- **Adj. EBITDA** +86%, 60.0 SEKm (32.2)
- **Adj. EBITDA-margin** 8.1% (6.9)
- **Order backlog** +58% at 1,156 SEKm
- **Profit per share** after dilution 0.37 SEK (-0.03)
- The Board of Directors proposes **dividend** of SEK 0.00 (0.75)



Future outlook

Björn Karlsson - CEO



MilDef focus areas in 2023

Maximized Nordic business



Fortified organization



Nato readiness



Potential for accelerated growth – investing in the future

Expansion in multiple dimensions to explore untapped potential

MilDef markets



Portfolio expansion



M&A agenda



Organic growth

Acquired growth

Summary 2022

- Accelerated revenue growth
- Protected and improved margins
- Improved profitability
- Won two important framework agreements
- Completed biggest acquisition to date



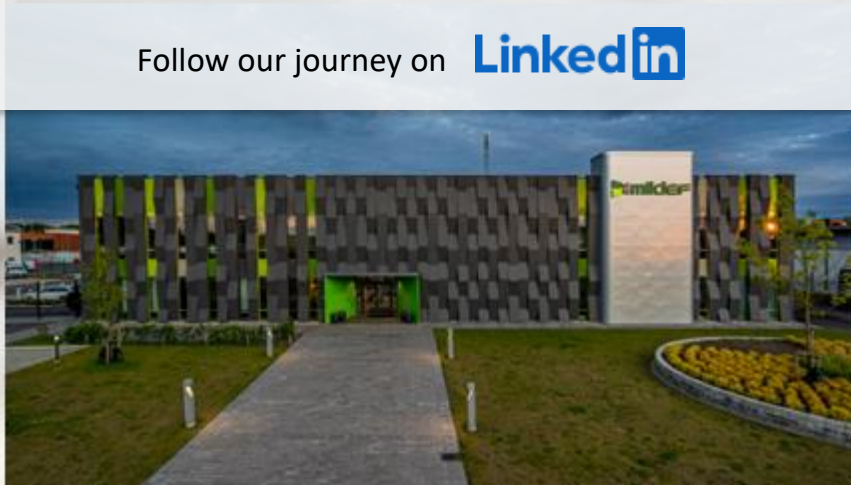


QUESTIONS & ANSWERS



Upcoming events

Q1 report – May 5, 2023
AGM 2023 – May 25
Q2 report 2023 – July 27
Q3 report 2023 – October 26



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