

# Q3 REPORT

October 25, 2024



Daniel Ljunggren  
CEO & President



Viveca Johnsson  
CFO

*Continued strong  
order intake and  
improved cash flow*

WE ARMOR IT.



# HIGHLIGHTS Q3

- New long-term profitability target
- Long-term demand drives strong interest in MilDef's portfolio
- Strong order intake
- Continued improved free cash flow
- Significant premise contract signed in Stockholm for expanded capacity
- Record high order backlog at end of third quarter



# QUARTER 3, 2024

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# 250

NET SALES, SEK M

10% increase Q3

MilDef sales have established on a new higher, historical level and we expect further growth from there.

# 415

ORDER INTAKE, SEK M

134% increase Q3

Record high order intake with large contracts in Q3.

The increase reflects a more active market, growing demand and that MilDef has a strong position.

# 31.1

EBITA, SEK M

EBITA-margin Q3 12.5% (8.4%)

Increased EBITA due to higher net sales & improved operational efficiency.

Gross margin stable on 50%. OPEX nearly flat compared to Q3 2023.

# 42.6

FREE CASH FLOW, SEK M

Q3 2024: -42.0 SEK million

Fourth quarter in a row with an increased positive free cash flow. This demonstrates that initiatives in operational efficiency are paying off.

# Q3 – HIGH NEWS BEAT

## CORPORATE NEWS



X4 integration services Stockholm



Magnus Hagman new VP Nordics

## NEW TARGET PROFITABILITY

At least  
15%  
EBITA-margin



First ever CMD

## BUSINESS NEWS



European military vehicle programme, 135 SEKm



BAE Systems Bofors additional order, 18 SEKm



Norwegian CV90 computer order, 72 SEKm



DALO order, 27 SEKm

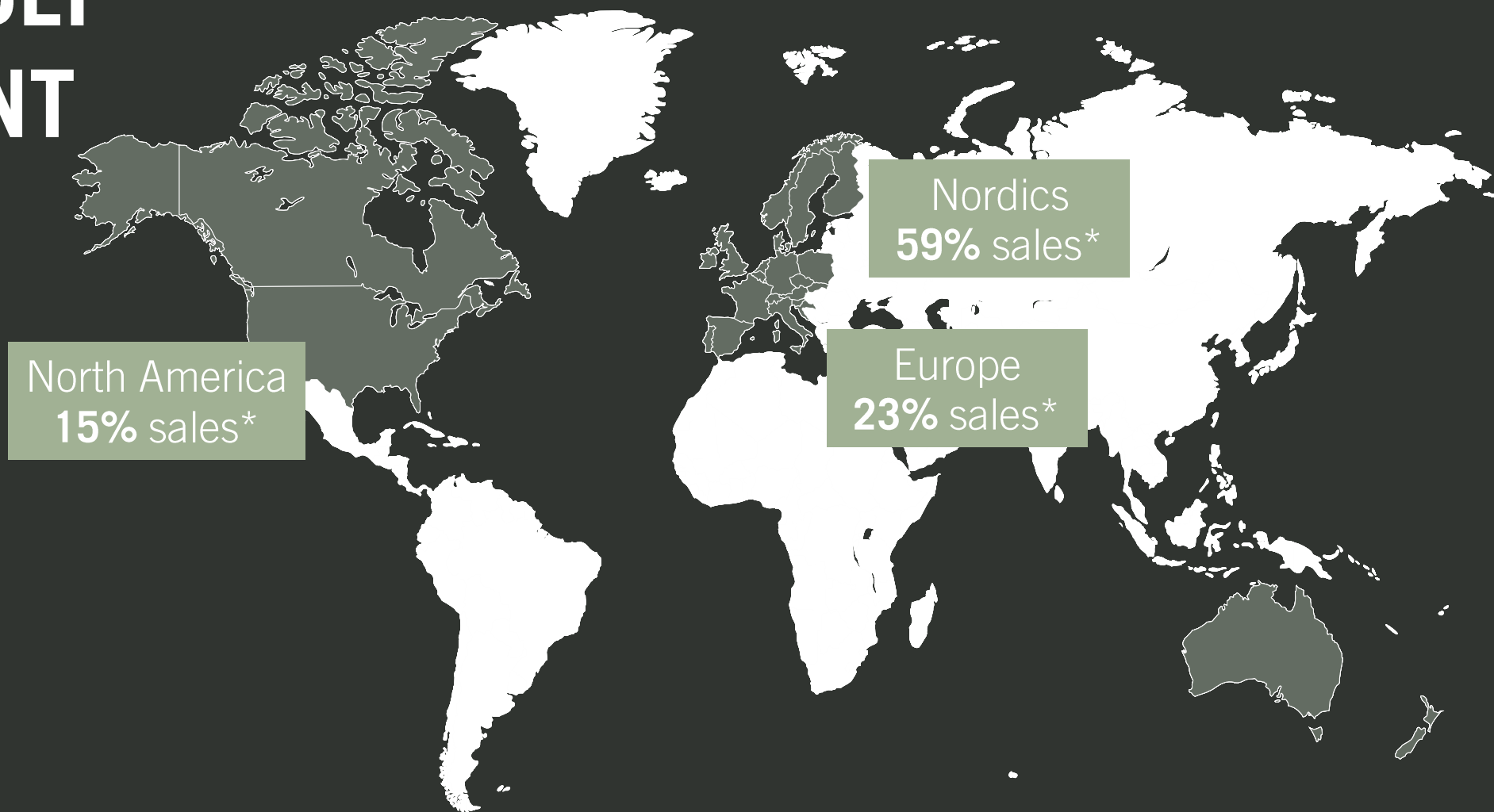


**WHAT, TO WHOM  
& HOW WE SELL**

# THE MILDEF FOOTPRINT

## 9 countries

Sweden  
Norway  
Finland  
Denmark  
UK  
US  
Germany  
Switzerland  
Australia



\*LTM rounded (Last 12 months). Other countries 3%

# CUSTOMER SEGMENTS

## DEFENSE

80% of sales



## GOVERNMENT CRITICAL INFRASTRUCTURE

20% of sales



# HARDWARE

70% of sales



# SOLUTIONS

25% of sales



# SOFTWARE

5% of sales



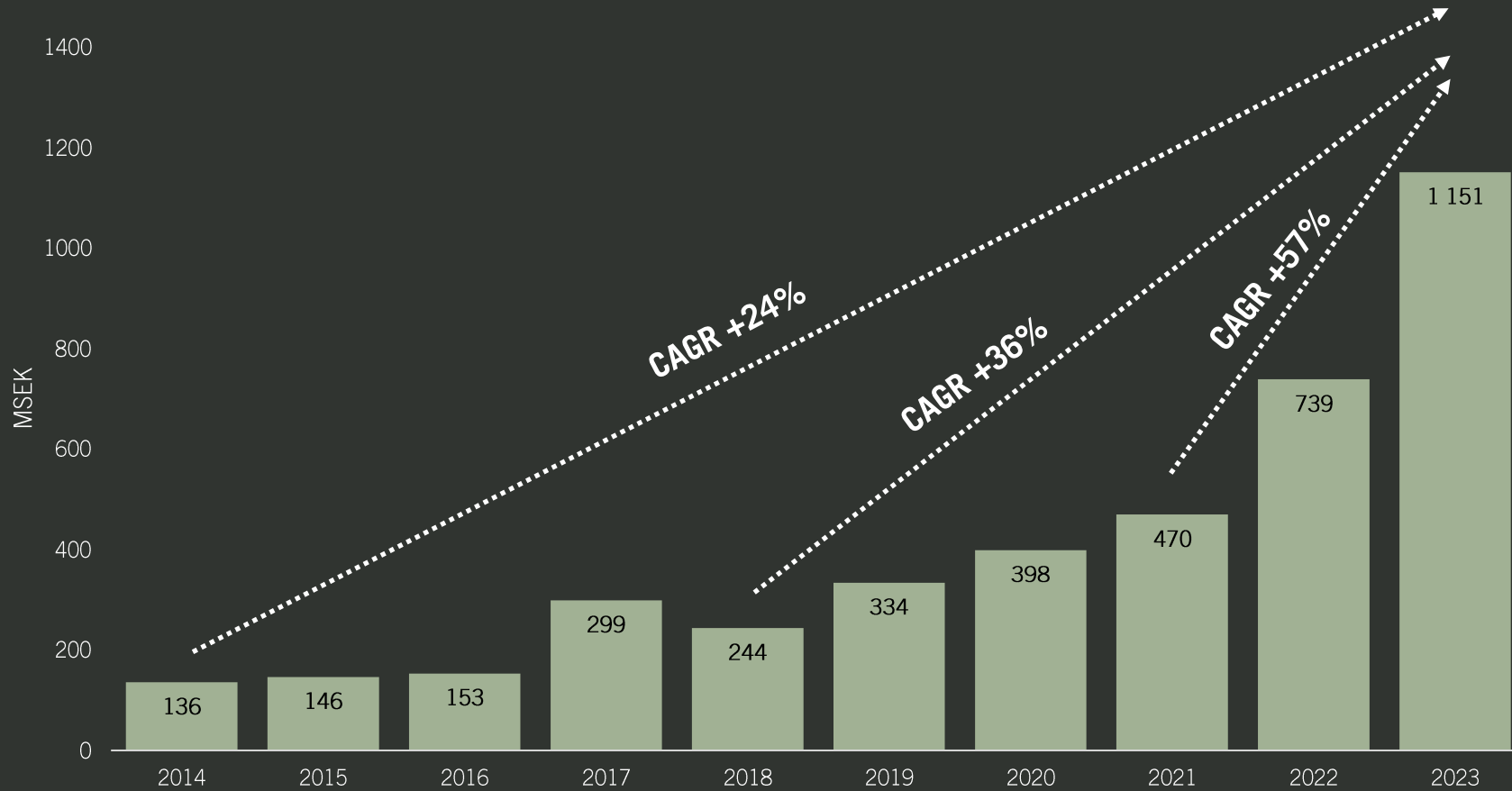


# **FINANCIAL SUMMARY**

**VIVECA JOHNSON, CFO**

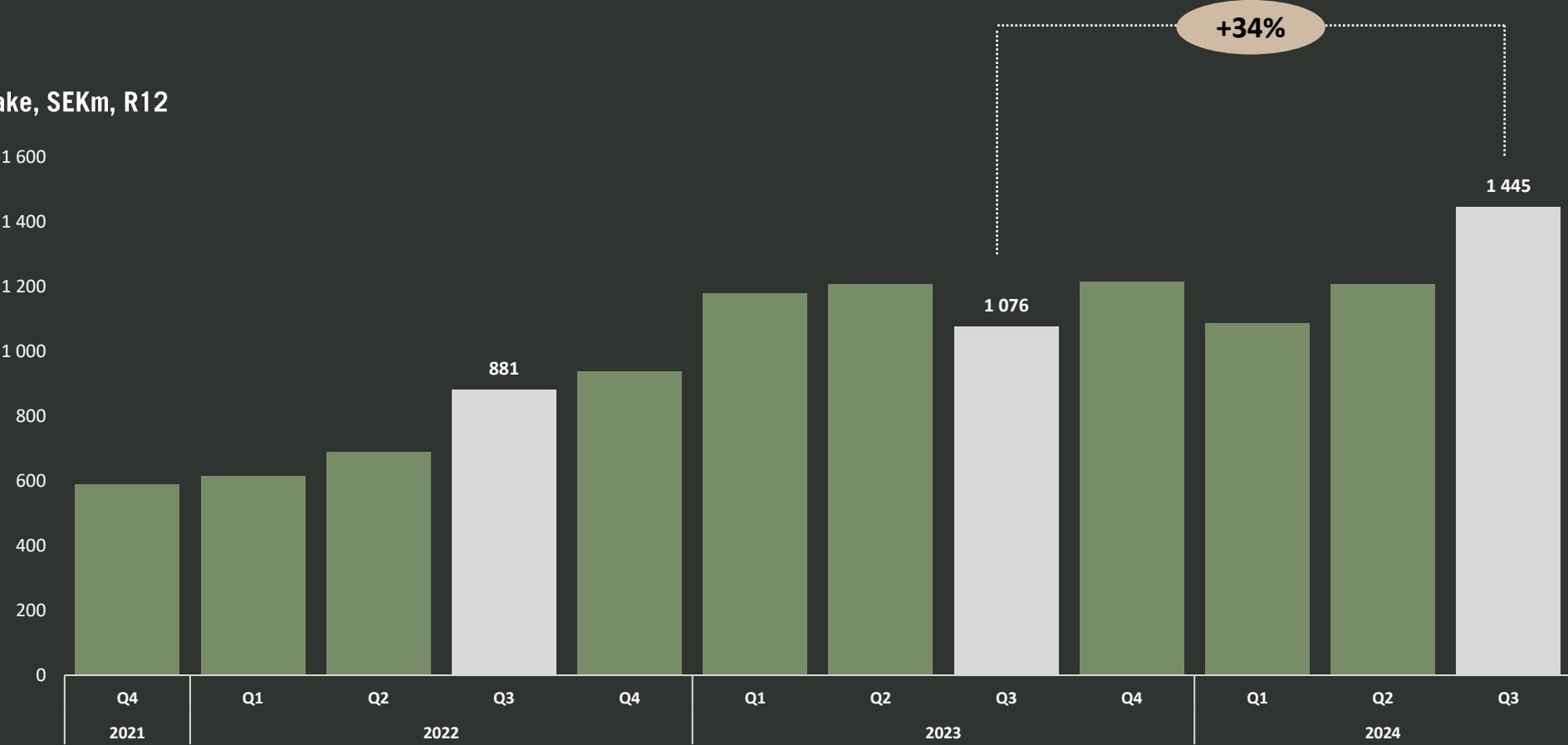
# THE MILDEF GROWTH JOURNEY

Net Sales (SEKm)



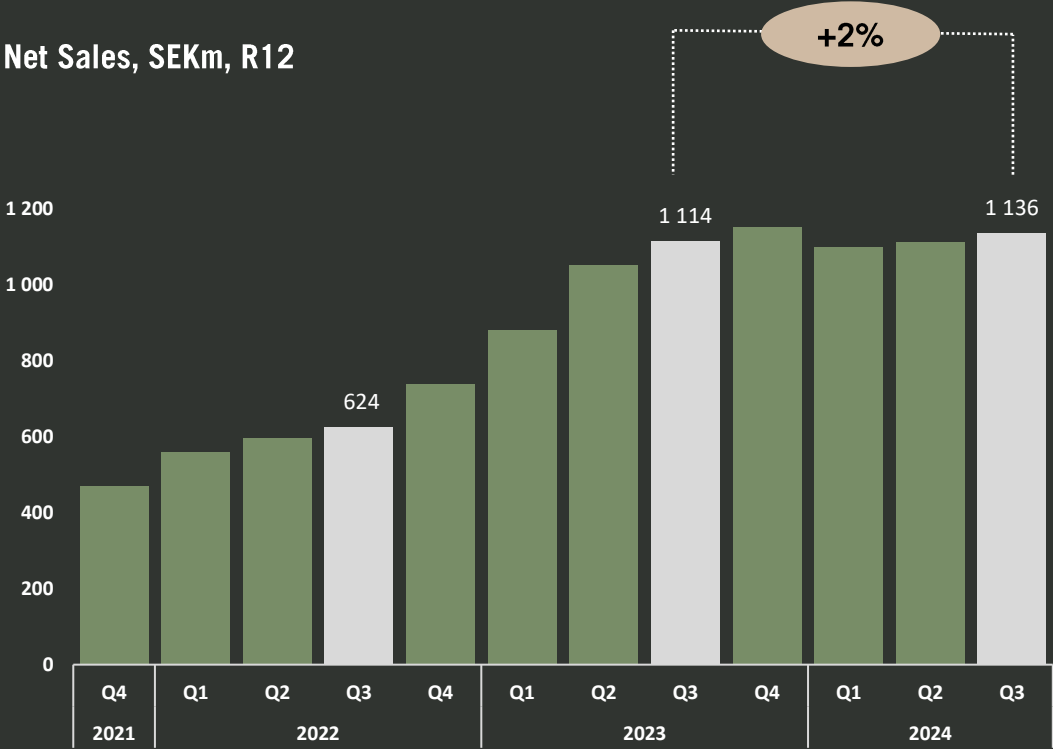
# STRONG ORDER INTAKE

Order intake, SEKm, R12

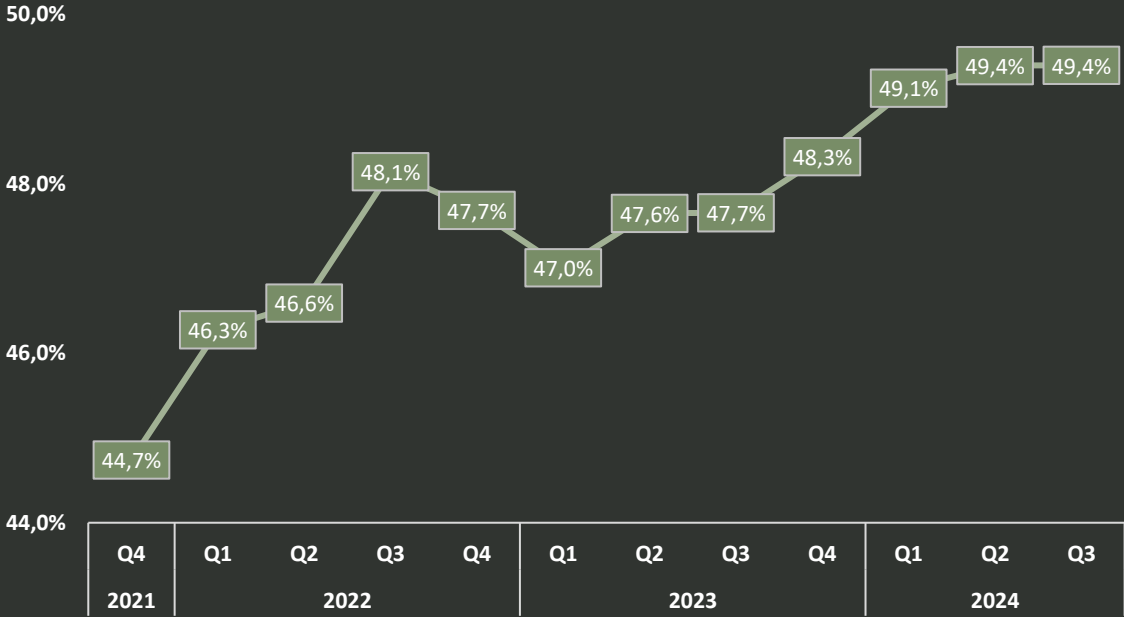


# SOLID GROSS MARGIN DEVELOPMENT

Net Sales, SEKm, R12

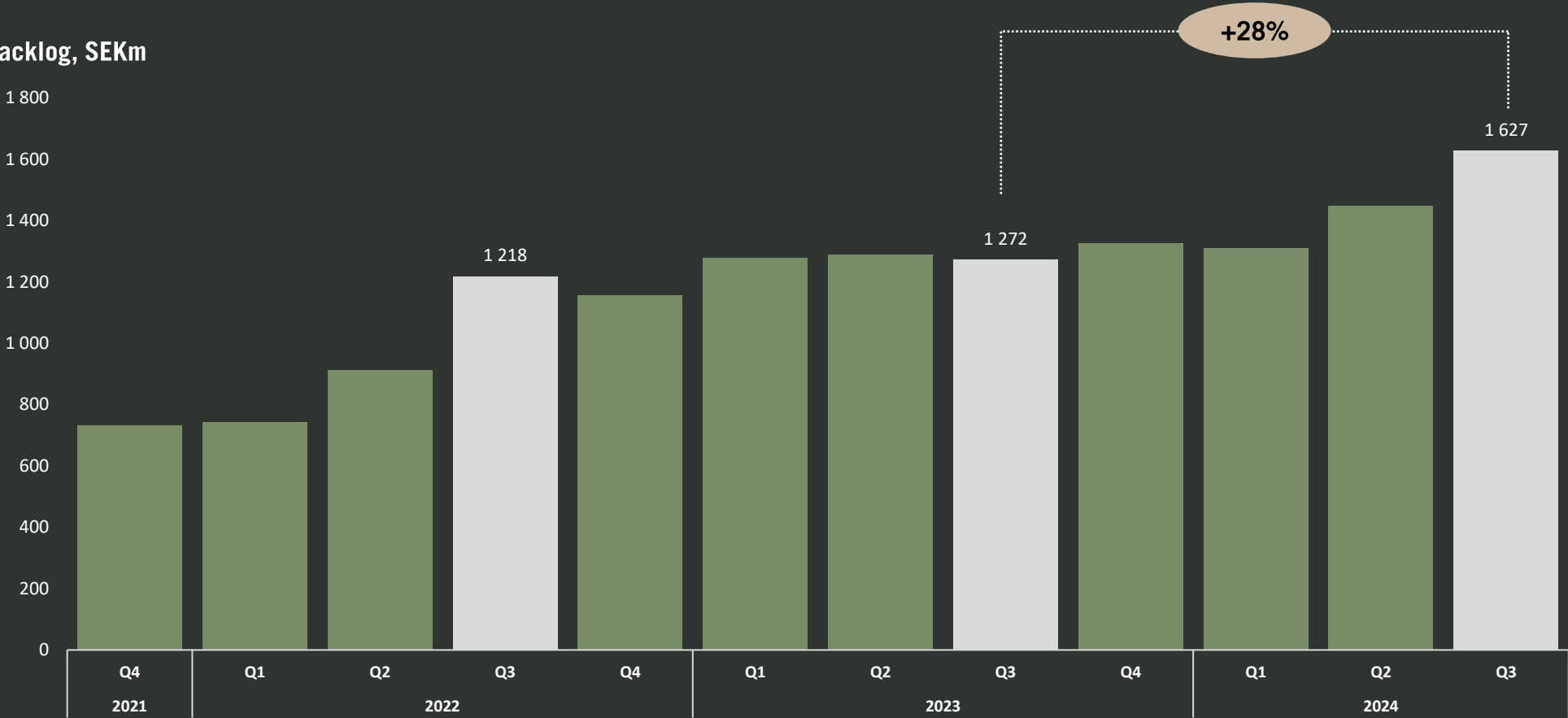


Gross Margin, %, R12



# ORDER BACKLOG ALL TIME HIGH

Order backlog, SEKm

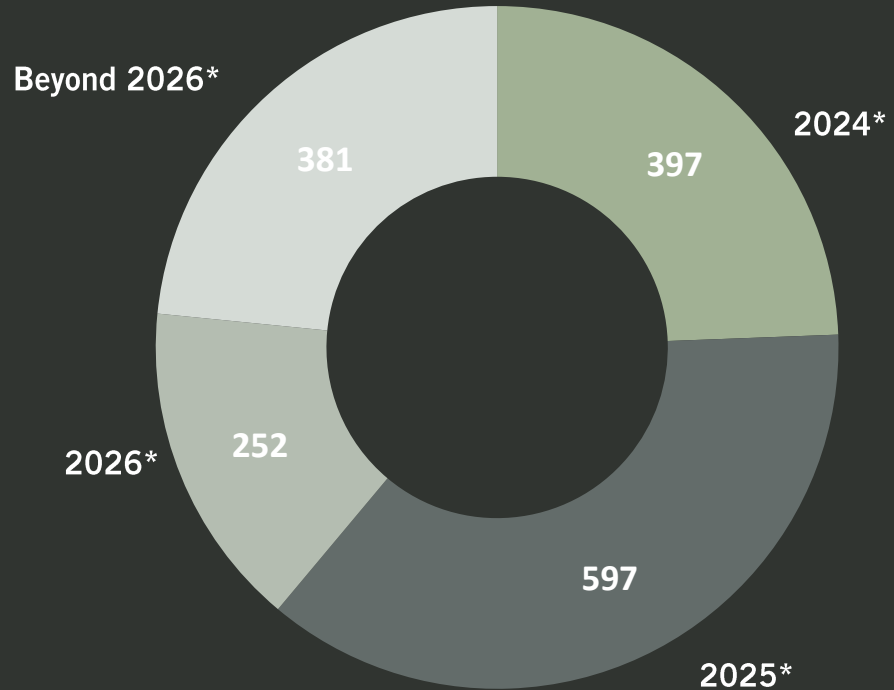


# BACKLOG DURATION

Duration of the order backlog  
(SEKm) per September 30, 2024,  
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



# FINANCIAL GOALS UPGRADE

## GROWTH

At least  
25%  
growth per year

### NEW TARGET

## PROFITABILITY

At least  
15%  
EBITA margin

## CAPITAL STRUCTURE

Net debt shall not  
exceed 2.5x EBITDA

## DIVIDEND POLICY

Distribute  
20-40%  
of the net profit

### Outcome 2023

56%  
Growth

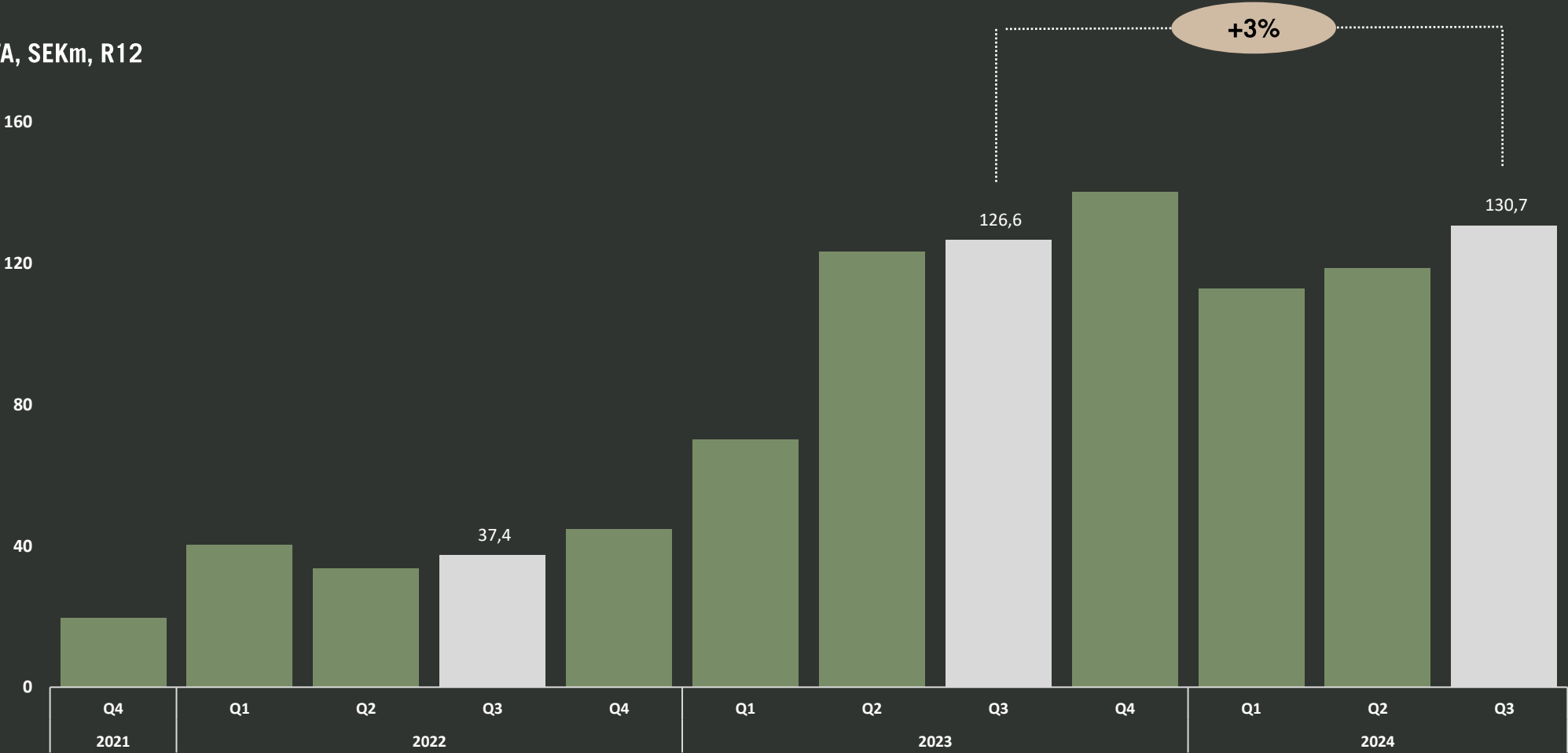
12.2%  
EBITA margin

1.7x  
Net debt-to-EBITDA

~30%  
Dividend pay-out

# CONTINUED EBITA PICK UP

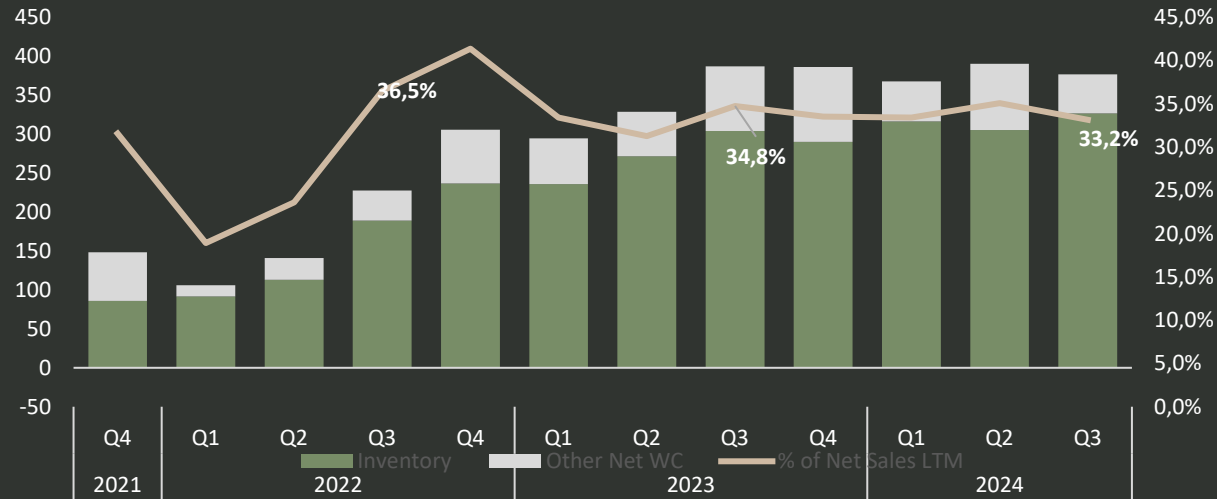
EBITA, SEKm, R12



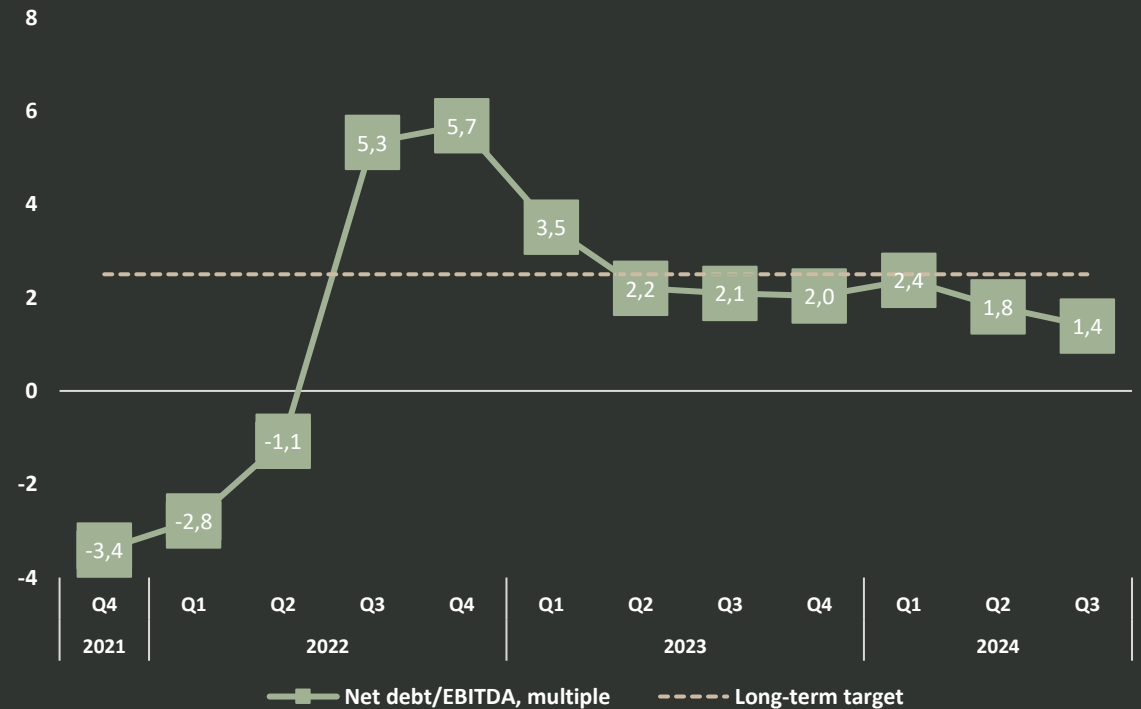
# WORKING CAPITAL NET DEBT

## Net Working Capital

SEKm



## Net Debt / EBITDA





# **FUTURE OUTLOOK**

**DANIEL LJUNGGREN, CEO**

# OUTLOOK 2025 & BEYOND

- 1 Long-term demand drives strong interest for MilDef's portfolio
- 2 End-user needs drives innovation and volumes - great demand for digitalization
- 3 Active M&A agenda - strategic acquisitions create value



# Q&A & upcoming events

Year-End 2024 – February 6, 2025

Q1 2025 – April 29, 2025

AGM 2025 – May 22, 2025

Q2 2025 – July 18, 2025

Follow our journey on 

