

Q2 REPORT 2025

July 18, 2025



Daniel Ljunggren
President & CEO



Olof Engvall
Head of IR

***CONTINUED STRONG ORDER
INTAKE - SALES AND
EARNINGS LOWER THAN
PLANNED***

WE ARMOR IT.



HIGHLIGHTS Q2

- Still positive order intake trend – ATH
- Deliveries moved from Q2 to Q3 – clearly negative impact on net sales and profit in Q2
- MilDef climbs value chain with combined software, hardware and solutions contracts
- Increased gross margin excluding M&A
- Strong order backlog for the second half of 2025
- Capacity ramp-up progressing as planned and at a high pace
- Continued intensive integration of roda



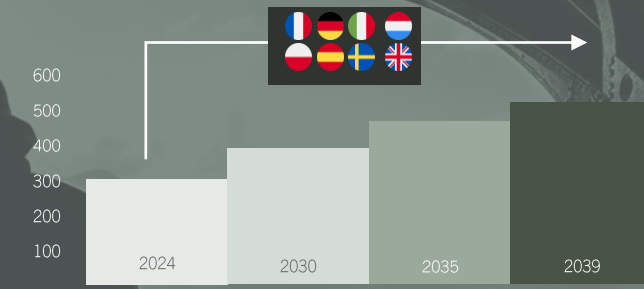
MARKET UPDATE

- Strong customer activity in the market
- NATO June summit decided on a 5% GDP defense spending target by 2035
- Sweden and many other Nato-countries aim for reaching the new spending target already by 2030
- ReArm Europe / Resilience 2030 adding additional spending of EUR 800 billion
- Increased focus on European industrial-defense base

27 YEARS OF UNDERSPENDING

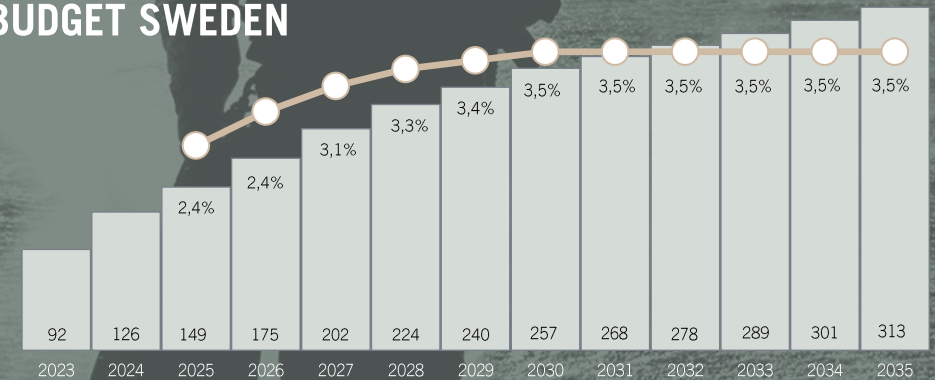


+70% EUROPEAN SPEND 2039



DEFENSE BUDGET SWEDEN

GDP%



GERMANY TOWARDS 3,5 GDP + DACH POTENTIAL



Swiss Armed Forces

Germany towards 3.5% of its GDP equals approx €600 billion, for armored vehicles, air defense systems, warships, satellites and advanced technologies.

QUARTER 2, 2025

383

NET SALES, SEK M

+27% increase Q2

Net sales for the quarter was negatively affected by the postponement of some major planned deliveries to the third quarter. As a result, organic net sales declined by 36 percent, while total sales grew by 27 percent, driven by the acquisition of roda.

878

ORDER INTAKE, SEK M

+116% increase Q2

Order intake grew by 115%, of which organic growth accounts for 58% and acquisitions for 57%. Aside the larger announced contracts many small and medium size orders pushed order intake to a new all time high.

25.1

ADJUSTED EBITA, SEK M

Adjusted EBITA-margin Q2 6.5% (15.4%)

Gross margin in Q2 excluding M&A a new all time high 57.9%. OPEX adjusted for M&A was flat compared to Q2 2024, which indicate continued good cost control, despite the strong order intake R12. The decreased EBITA compared to Q2 2024 is in full related to lower organic Net Sales.

32.7

FREE CASH FLOW, SEK M

Q2 2024: 20.3 SEK million

Despite a significant increase of inventory due to the moved orders and a strong order backlog for the rest of 2025, MilDef returned to positive free cash flow in the second quarter.

Q2 BUSINESS NEWS

396 MSEK announced order intake Q2



Single largest Westek contract, worth 45 MSEK



FMV contract for command & control, worth 126 MSEK



Kongsberg Defence & Aerospace contract, worth 225 MSEK

Press released July



FMV orders software, hardware and integration services, worth 139 (203) MSEK

Examples of unannounced orders in Q2

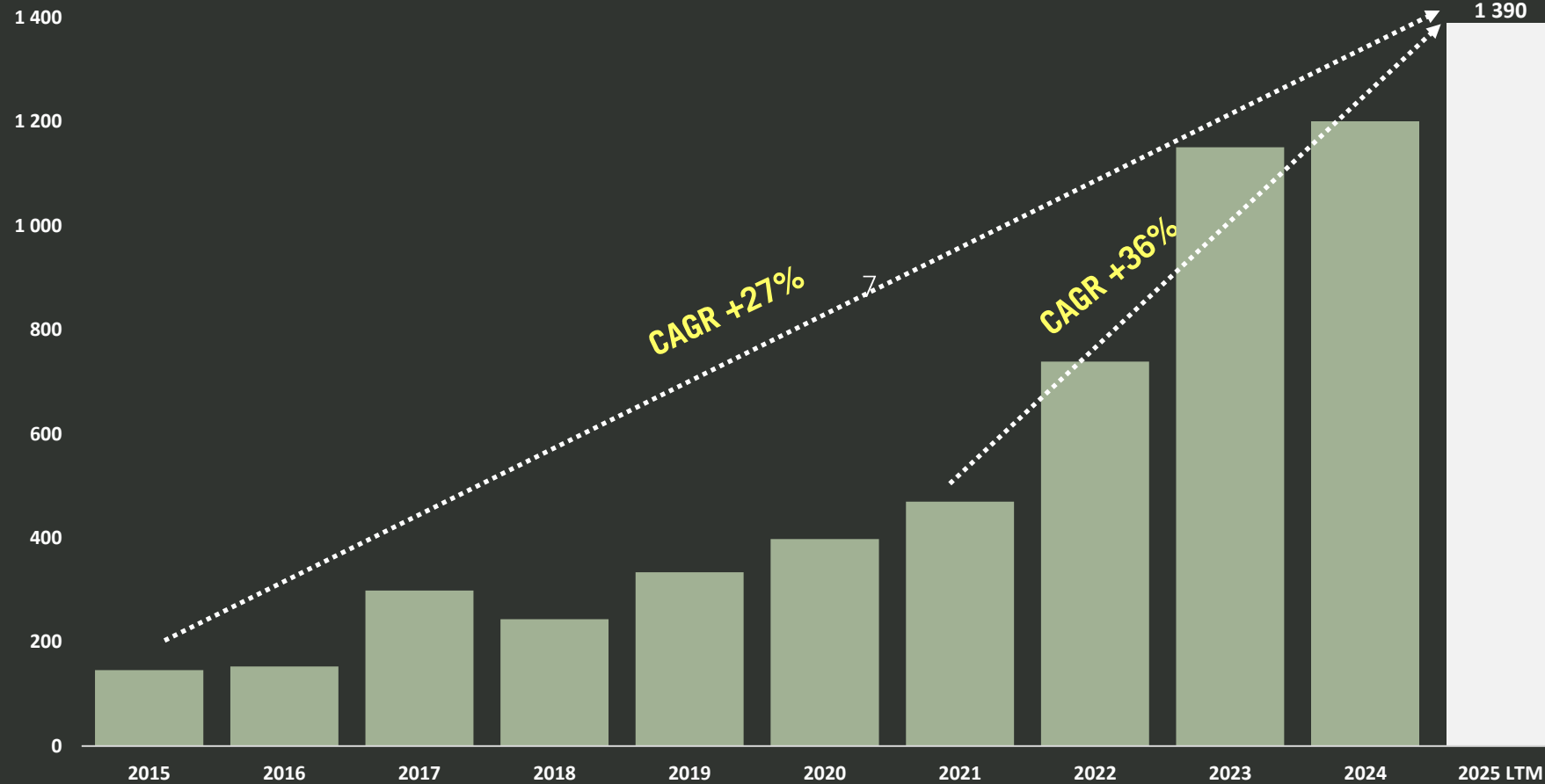
- ☐ Hardware contract Swedish Army
- ☐ Solutions delivery Danish defense
- ☐ Ground-based-air-defense Germany
- ☐ Partner contract Czech Republic
- ☐ Hardware delivery to European aerospace corporation



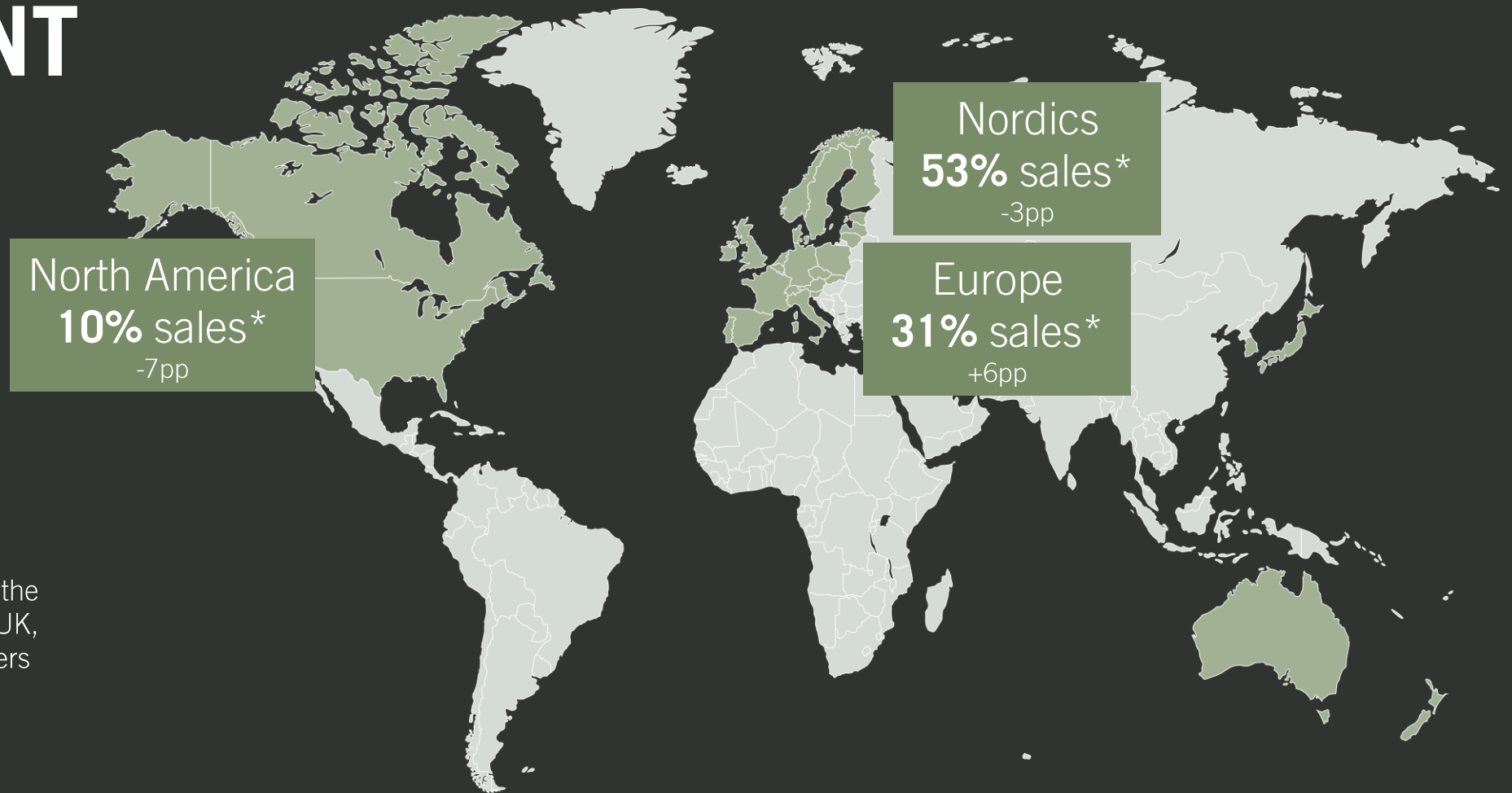
FINANCIAL SUMMARY

A STRONG GROWTH JOURNEY

Net Sales (SEKm)



THE MILDEF FOOTPRINT

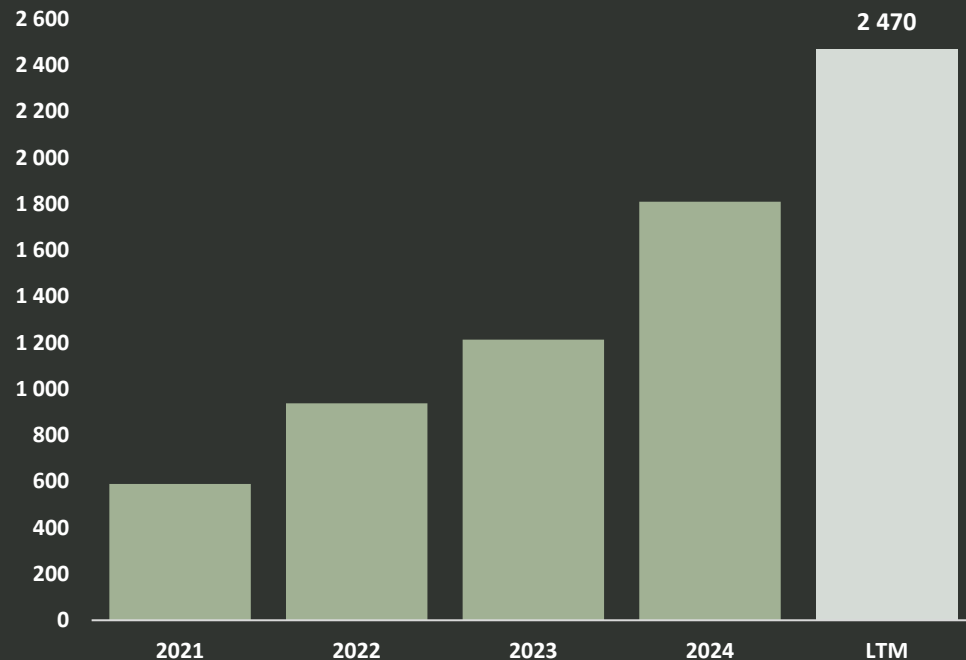


MilDef offices are located in the Nordics, Germany, France, UK, USA, Australia & local partners on the other key markets

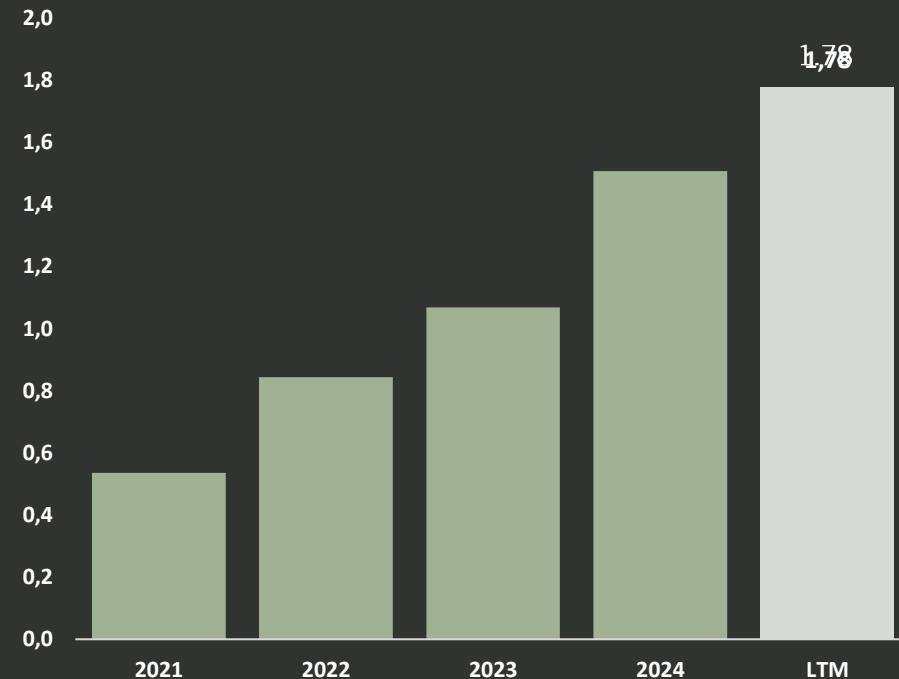
ORDER INTAKE & BOOK-TO-BILL

Order intake growth journey LTM

(SEKm)

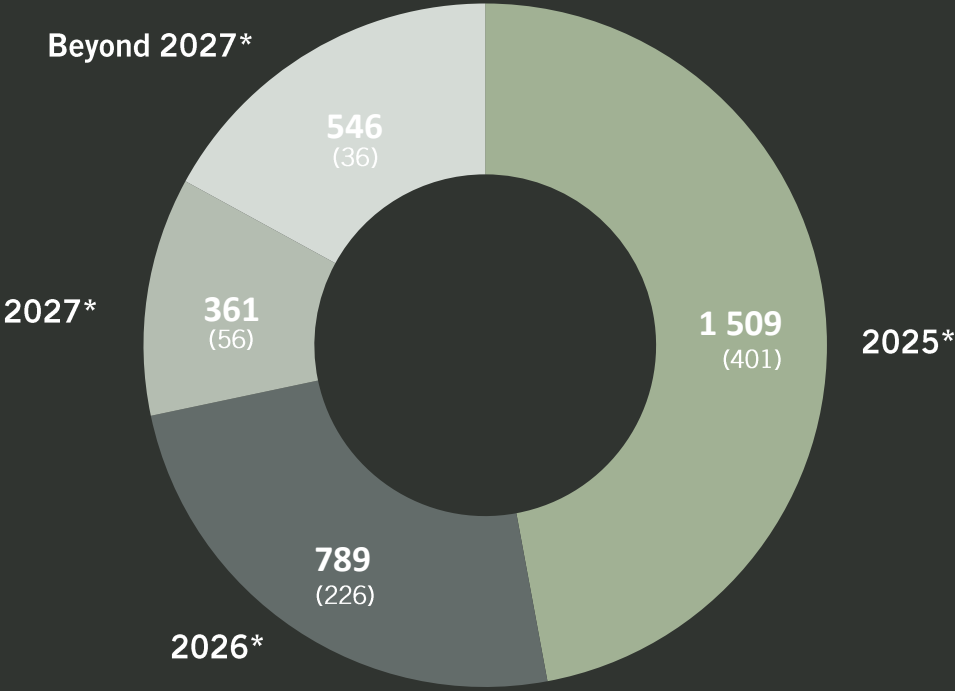


Book-to-bill ratio development LTM

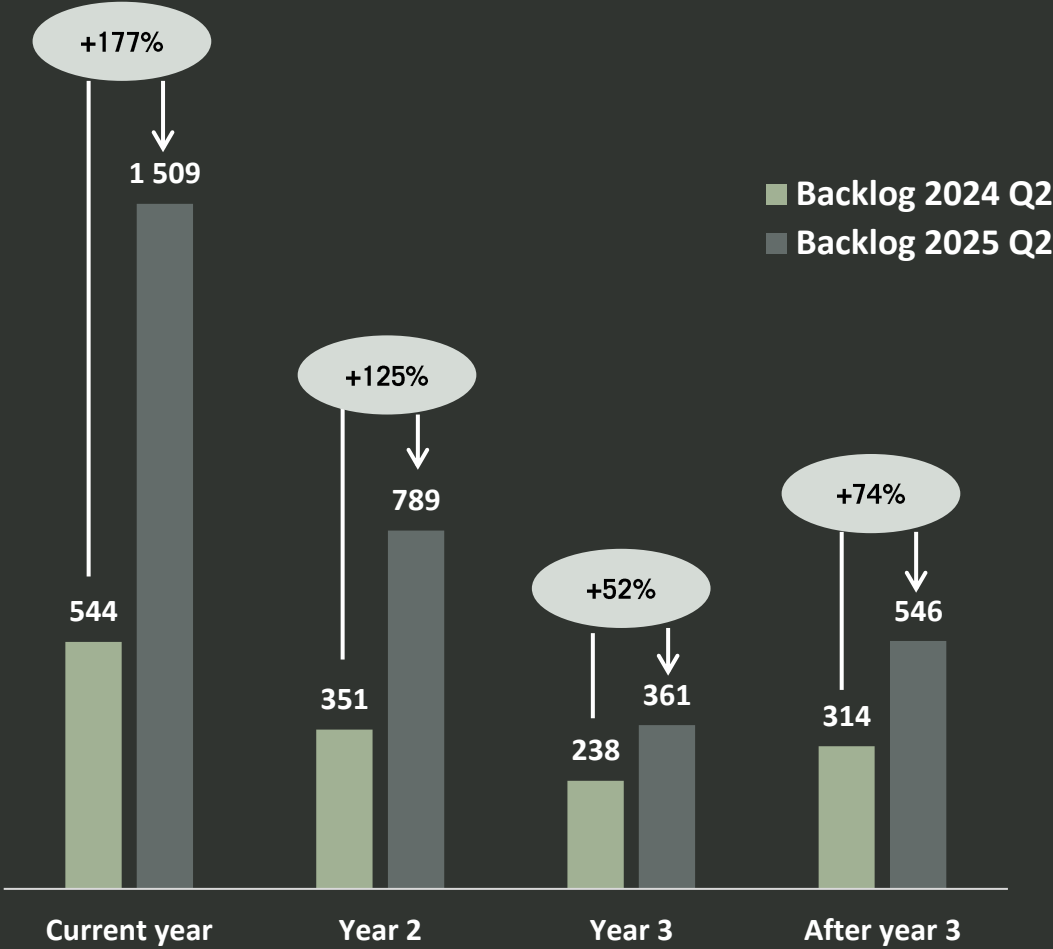


BACKLOG DURATION

Duration of the order backlog (SEKm) per June 30, 2025, based on planned deliveries

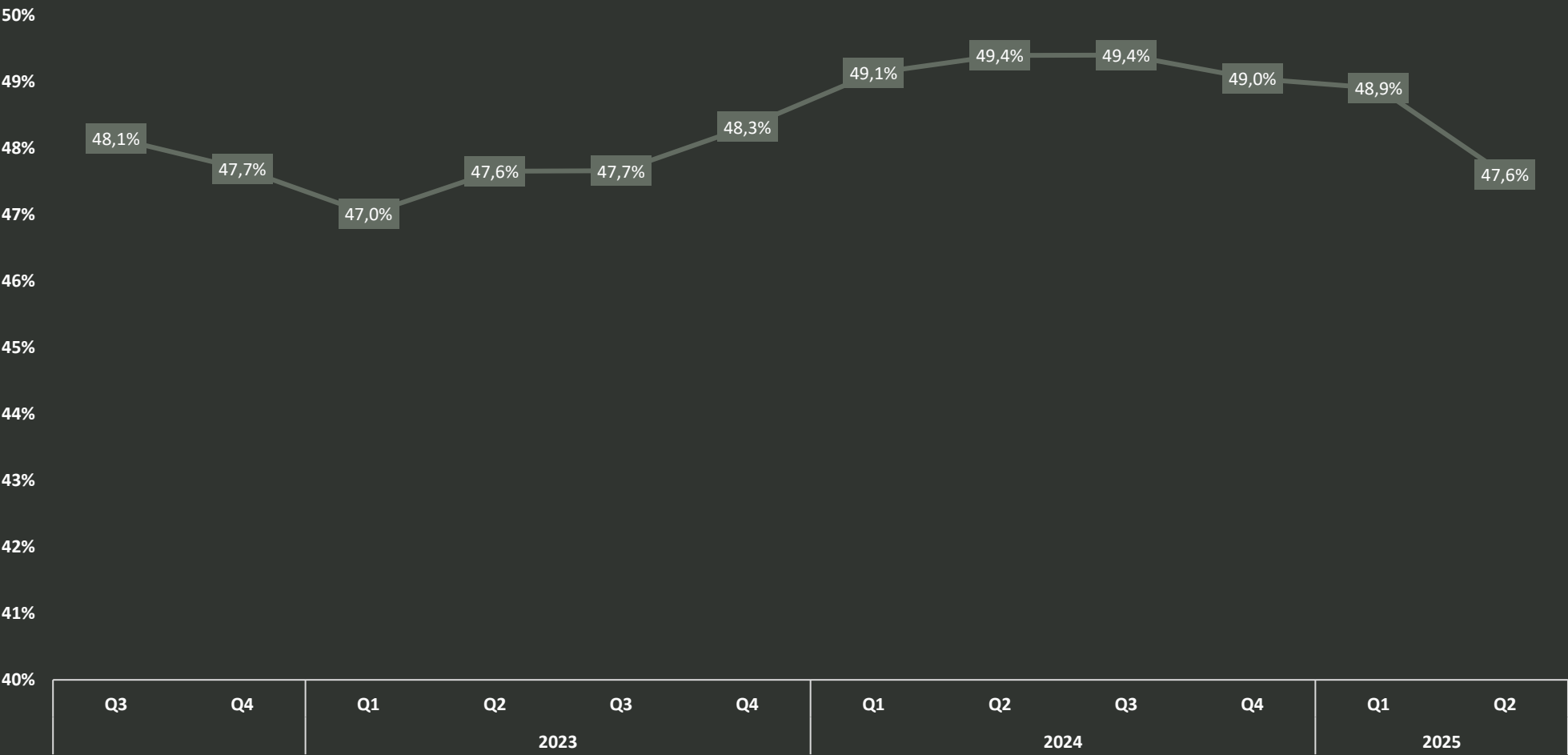


ORDER BACKLOG DURATION COMPARED TO SAME TIME LAST YEAR



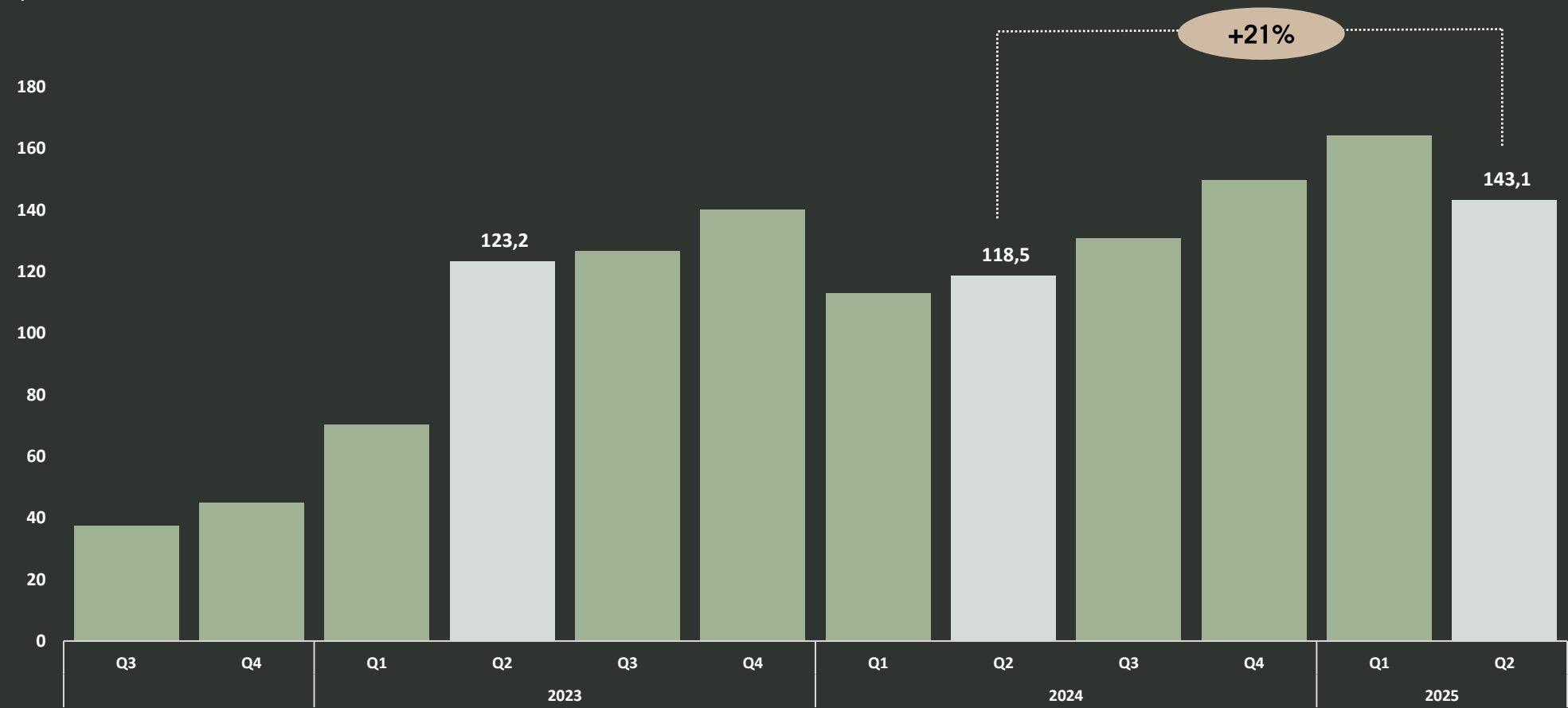
*Roda backlog is presented in the parentheses

GROSS MARGIN DEVELOPMENT, %, R12

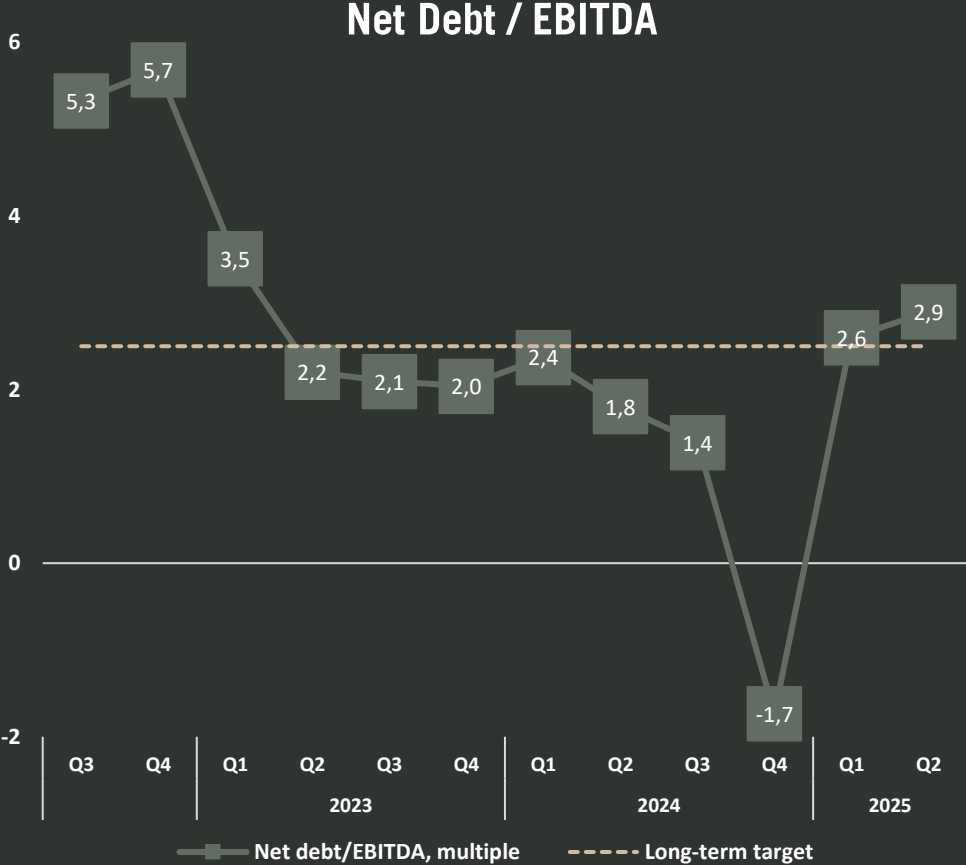
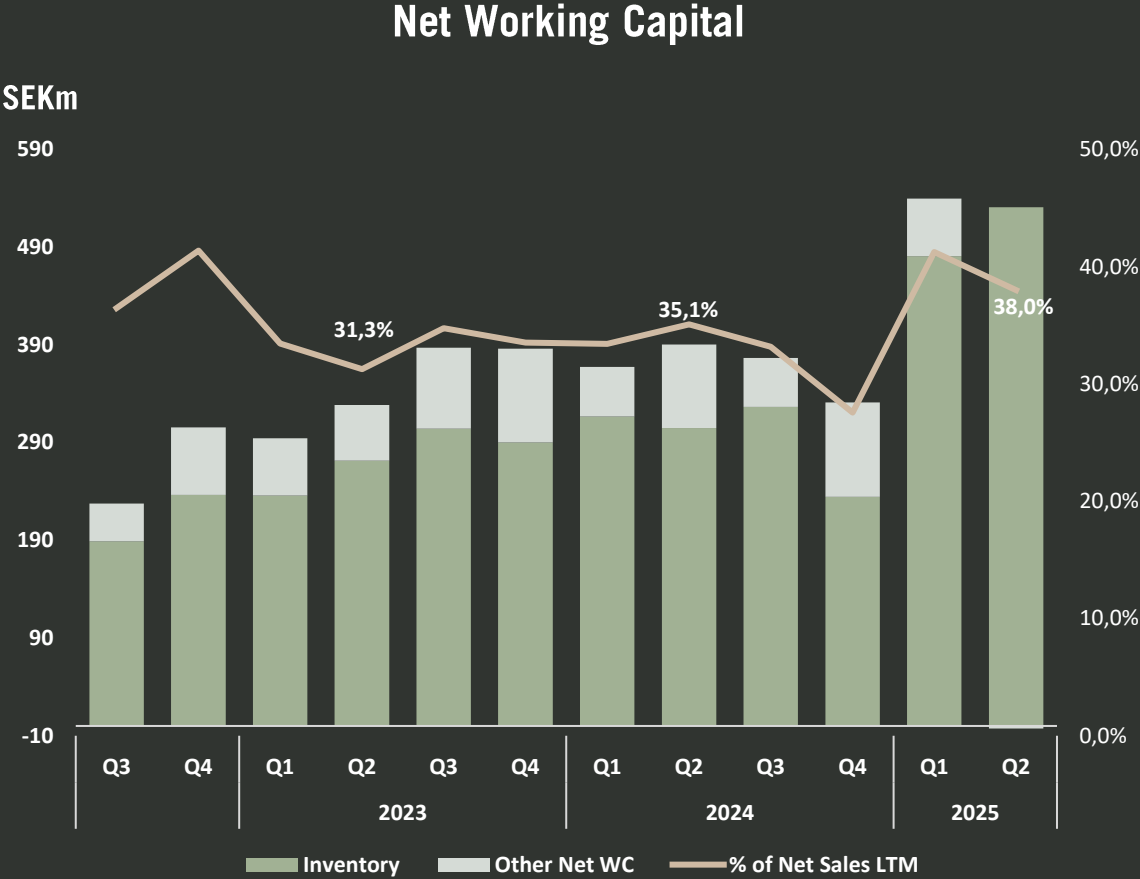


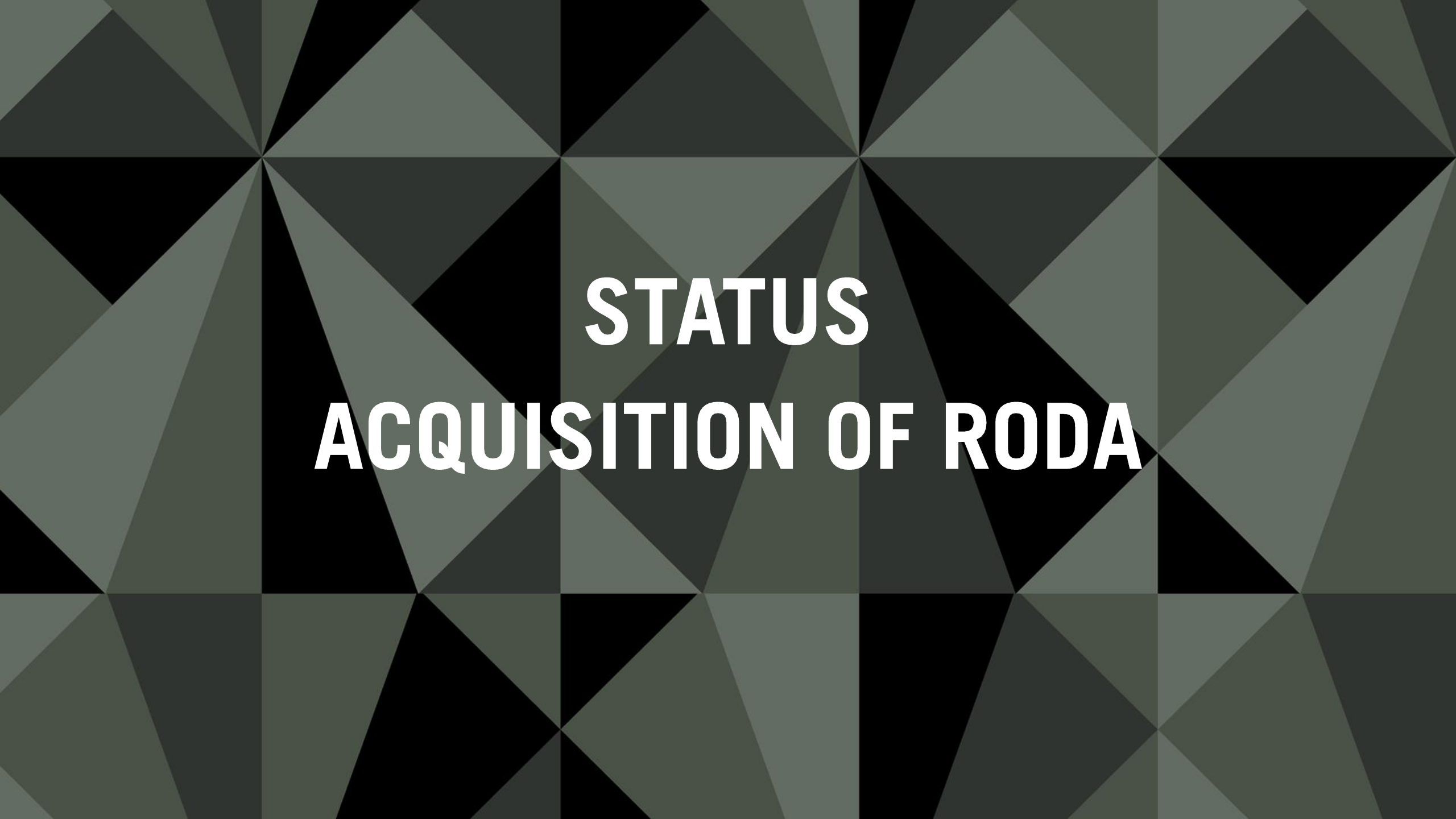
EBITA DEVELOPMENT

ADJUSTED EBITA,
SEKm, LTM



WORKING CAPITAL & NET DEBT / EBITDA





STATUS ACQUISITION OF RODA

RODA ACQUISITION

- Solid Q2-figures but roda also volatile on a quarterly basis
- Integration project ongoing with focus on realizing commercial synergies
- The acquisition is part of MilDef's strategy to expand and increase the presence in the European market.
- Early this year Germany announced a defense ramp-up of EUR 500 billion over the next 12 year
- The acquisition of roda will be an important part of MilDefs growth journey going forward





FUTURE OUTLOOK

Near and long-term outlook

- MilDef moves up the value chain – towards full solutions provider and system house
- Continued strong trend towards digitalization and data driven defense capabilities
- MilDef + roda accelerates market penetration as a leading European powerhouse in defense technology and solutions
- Market growth expected to be strong +10 years
- Order backlog supporting positive near-term outlook for second half of 2025



CALENDAR

CMD 2025 STOCKHOLM – September 18, 2025



Q3 – October 23, 2025

Year-end 2025 – February 5, 2026

Follow our journey on 

