



# Hello Investors

Year-end Report 2024

# Q4

” Historic high turnover for both the full year and the final quarter of the year.

**Prevas** | Hello Possibility.

# Agenda Prevas Year-end Report 2024

1. Introduction
2. Financial performance
3. Market update
4. Q&A



# Summary 2024

- Prevas is delivering a strong 2024 in our industry, in a challenging market
- 7% growth (1 587 MSEK), 9.4% EBITA (149 MSEK) and 137 MSEK cashflow
- Decentralized strategy & operational model is key
- Prevas deliver on our long-term plan to be a Nordic premium design & development house.
- Platform acquisition in Finland & niche acquisition in Denmark. Integration according to plan.
- Unchanged dividend of 4.75 SEK
- Strong foundation for 2025

**7%**

GROWTH IN TURNOVER  
2024

**9.4%**

EBITA MARGIN  
2024

**137 Msek**

OPERATIVE CASH FLOW  
2024

# Summary Q4

- Turnover: 432.0 MSEK (399.3)
  - *Highest turnover ever, growth driven by acquisitions*
- Profit level in line with Q3, lower than 2023
  - *EBITA 32.6 MSEK (45.0)*
  - *EBITA margin 7.5% (11.3)*
  - *Finland from negative to positive EBITA*
  - *EBITA margin 10% adjusted for FI and negative calendar effect ~5 MSEK*
  - *Sales focus and continuous mitigation actions*
- Design People (DK) consolidated October 1

**8.2%**

GROWTH IN TURNOVER  
Fourth quarter

**7.5%**

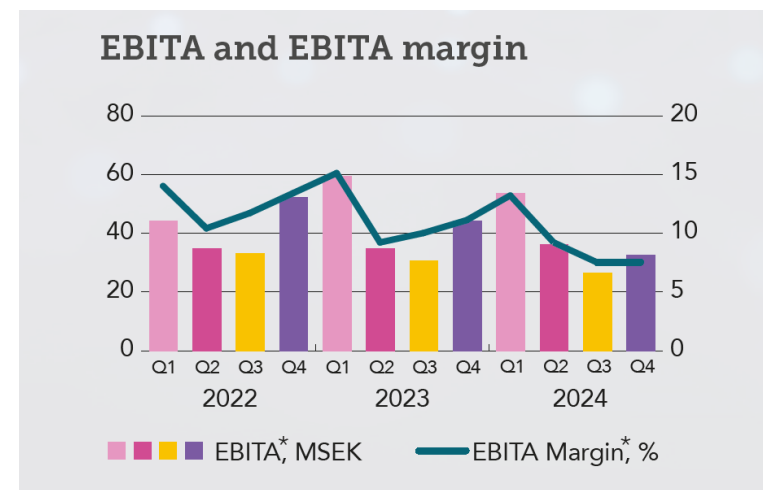
EBITA MARGIN  
Fourth quarter

**1.81SEK**

PROFIT PER SHARE  
AFTER DILUTION  
Fourth quarter

# Prevas delivers in a challenging market

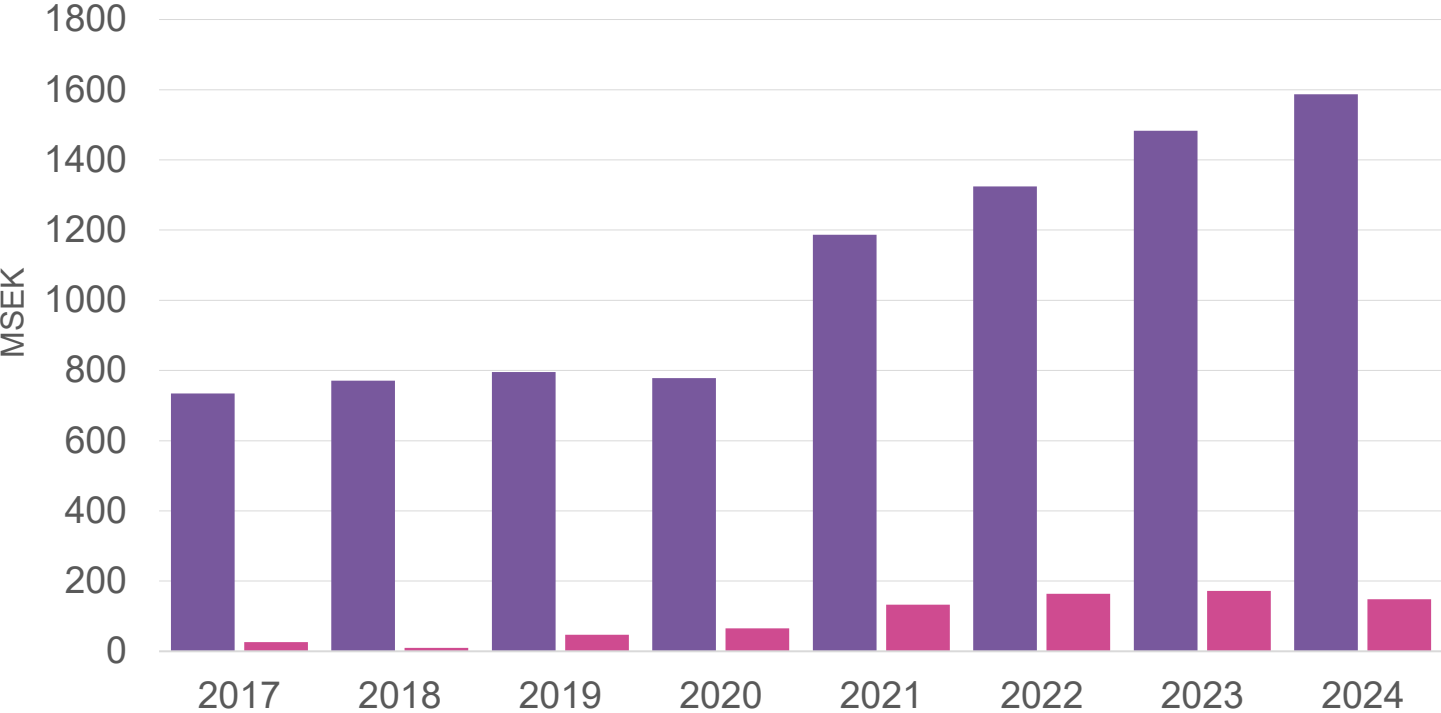
	Q4			Q1-4		
	2024	2023	Change	2024	2023	Change
Turnover (MSEK)	432	399	+8.2%	1 587	1 483	+7.0%
EBITA (MSEK)	32.6	45.0	-27.6%	148.9	172.3	-13.6%
EBITA Margin	7.5%	11.3%		9.4%	11.6%	
EBIT (MSEK)	28.7	42.4	-32.2%	122.6	162.4	-24.5%
EBIT Margin	6.6%	10.6%		7.7%	11.0%	
Profit (MSEK)	23.9	31.4	-23.9%	92.3	120.9	-23.7%
EPS (SEK)	1.81	2.42	-25.1%	7.13	9.23	-22.8%
Op. Cash flow (SEK)	53.3	41.2	+29.4%	136.8	164.5	-16.8%



EBIT, Profit & EPS are affected by acquisition related items of 3.8 MSEK (Q4) and 25.5 MSEK (2024).

# Long-term Value Creation

## Turnover and EBITA development, yearly



# Financial Position Q4

- Strong cashflow
- Low net debt
- Strong balance sheet & solid financial situation

## Cash Flow Highlights

MSEK	Q4 2024	Q4 2023	Q1-4 2024	Q1-4 2023
Cash flow from operating activities	53	41	137	164
Cash flow from investment activities	-6	-10	-199	-15
Cash flow from financing activities	-37	-19	-7	-118
<b>Cash flow from the period</b>	<b>10</b>	<b>12</b>	<b>-69</b>	<b>31</b>
<b>Cash</b>	<b>44</b>	<b>112</b>	<b>44</b>	<b>112</b>

## Financial Position

MSEK	Q4 2024	Q4 2023
Net debt excl rights-of-use assets	168	-65
/EBITDA R12	190	207
<b>Net debt/EBITDA</b>	<b>0.88</b>	<b>-0.31</b>
<b>Equity ratio, %</b>	<b>48.9</b>	<b>60.3</b>

# Update Finland

- Focus on building the Nordic platform and a common plan for growth
- Integration according to plan
- From negative to positive EBITA in Q4 - sales focus & mitigation actions gives results
- Positive signs on a weak market
- Several orders signed - defense (30 MSEK), piping (10 MSEK), frame agreement steel industry (20 MSEK) etc.
- Reduced temporary layoffs, recruitment started
- Looking forward to strong EBITA improvement in 2025

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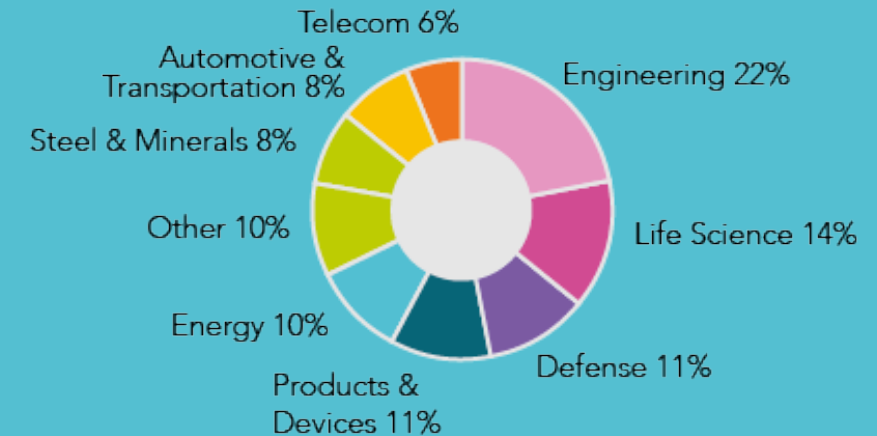
Prevas Oy



# General Market Update

- Similar market demand as in Q3 2024
- The competition on consultancy assignments remains high in some areas
- High demand in defense, energy and cyber security
- Prevas rapidly adapt to the market, shows significant growth in defense and energy
- Positive signs
- Demand for complex solutions remains strong

## Industry breakdown, 2024



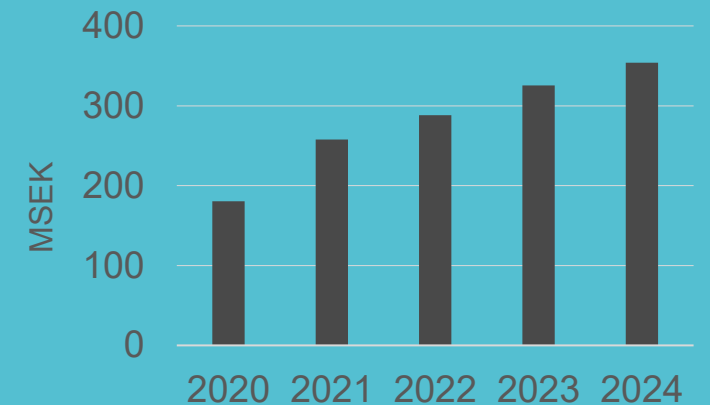
# Long term customer relations

- Prevas strategy is to build long term customer relationships
- Strong growth over time from existing customers that returns year by year
- The top five customers shows a CAGR of 18% for the past five years
- Several important orders signed in Q4
- Well positioned for 2025

## The 5 largest customers, 2020-2024



### Development




CAGR of 18% last five years for top 5 customers

# Summary

- Strong development in a challenging 2024
- Prevas delivers on our long-term plan to be a Nordic premium design & development house
- Platform acquisition in Finland & niche acquisition in Denmark – integrations in line with plan
- Finland from negative to positive EBITA
- Solid financial platform
- Growth in booming market segments
- Looking forward to 2025!



A woman with long dark hair, wearing a green ribbed shirt, is sitting at a dark table in a dimly lit cafe or office. She is looking at a laptop screen. The laptop screen displays the text "Questions are Welcome" in white. To the left of the laptop is a glass of water. In the background, there are large white letters spelling "HELLO" on a dark wall, and several spherical pendant lights hanging from the ceiling. The overall atmosphere is warm and professional.

Questions  
are Welcome

## About Prevas

Prevas is an innovative development hub with focus on product and production development, with ingenuity at its core. With high technical expertise and deep business understanding, we help customers from a wide variety of industries to benefit through continuous technological innovation. Good for people, the planet and profits. Prevas was founded in 1985 and currently has 1,100 employees in Sweden, Finland, Denmark and Norway. Prevas has been listed on NASDAQ Stockholm since 1998. For more information about Prevas, visit [www.prevas.com](http://www.prevas.com).

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