



Hello Investors

Interim Report July-Sept 2024

Q3

” Increased turnover, closing of acquisition in Finland and new high-end acquisition in Denmark.

Prevas | Hello Possibility.

Agenda Prevas Q3 Report July - Sept 2024

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



Summary Q3

- Turnover: 351.9 MSEK (311.4)
 - *Growth driven by acquisitions, continued price increases*
- Lower profit vs 2023 due to lower utilization and challenges in Finland
 - *EBITA 26.5 MSEK (31.8)*
 - *EBITA Margin 7.5% (10.2)*
 - *Mitigation actions in Finland and Sweden to meet market downturn.*
- Accumulated Q1-Q3: **6.6%** growth with **10.1%** EBITA
- Enmac consolidated and acquisition of Design-People in Denmark

13.0%

GROWTH IN TURNOVER
Third quarter

7.5%

EBITA MARGIN
Third quarter

0.75 SEK

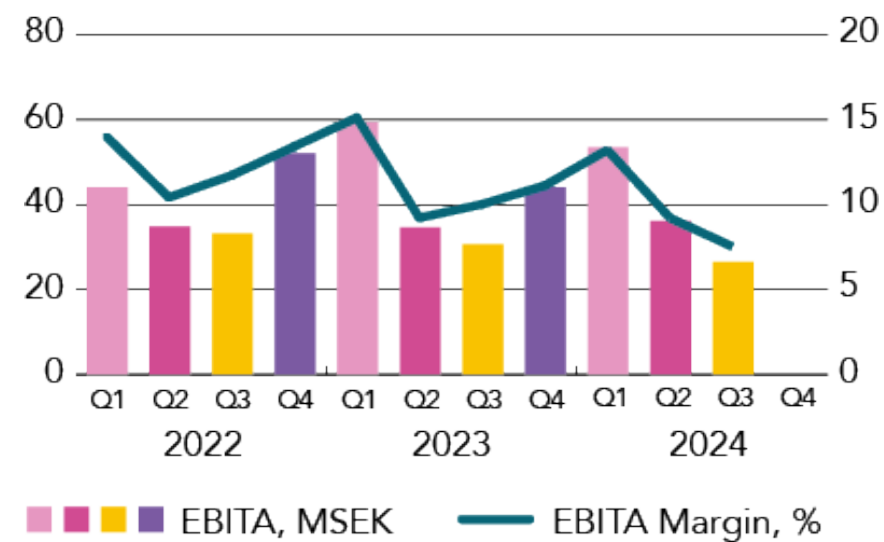
THE PROFIT PER SHARE
AFTER DILUTION
Third quarter

Increased turnover and margin focus

Q3	2024	2023	Change
Turnover (MSEK)	351.9	311.4	+13.0%
EBITA (MSEK)	26.5	31.8	-16.7%
EBITA Margin	7.5%	10.2%	
EBIT (MSEK)	17.9	29.3	-38.9%
EBIT Margin	5.1%	9.4%	
Profit for the period (MSEK)	9.1	22.7	-60.0%
EPS (SEK)	0.75	1.73	-56.6%
Op. Cash flow (SEK)	-6.7	50.4	-113.3%

EBIT, Profit for the period & EPS are affected by acquisition related items of 8.2 MSEK.

EBITA and EBITA Margin



Financial Position Q3

- The cash flow for operating activities affected by calendereffect and lower result than last year
- Low net debt
- Strong balance sheet & solid financial situation

Cash Flow Highlights

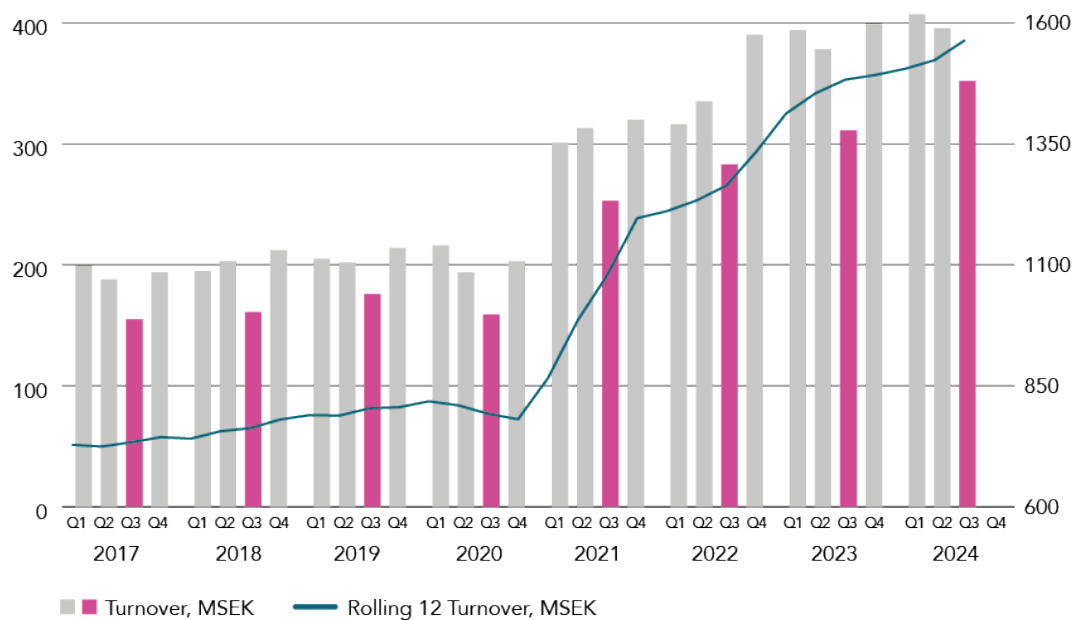
MSEK	Q3 2024	Q3 2023	Q1-Q3 2024	Q1-Q3 2023
Cash flow from operating activities	-7	50	84	123
Cash flow from investment activities	-189	-1	-194	-5
Cash flow from financing activities	109	-8	30	-99
Cash flow from the period	-87	41	-80	19
Cash	33	102	33	102

Financial Position

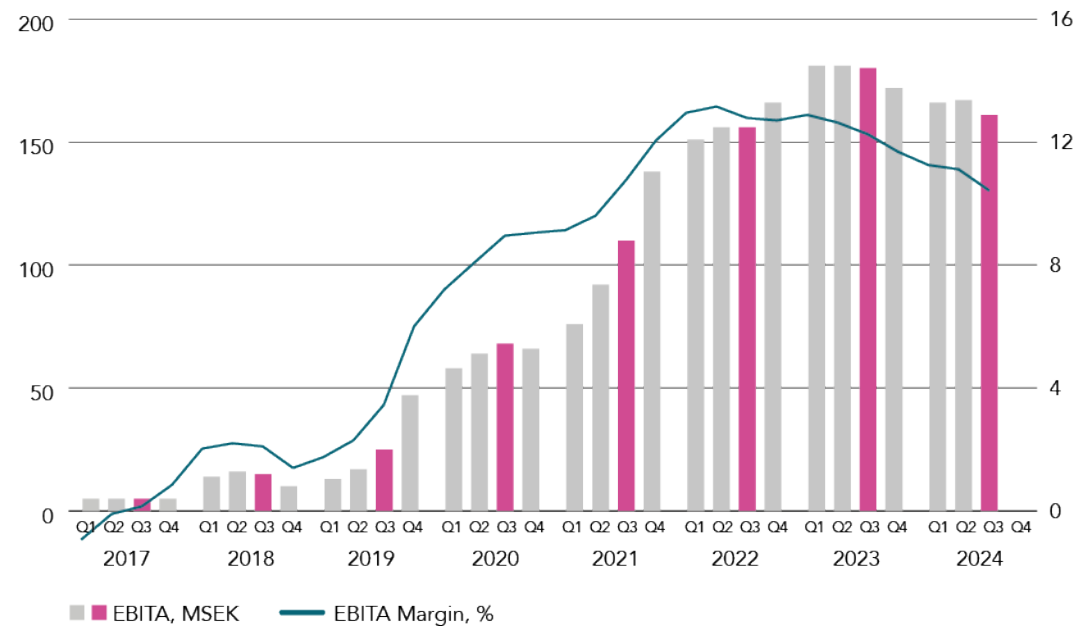
MSEK	Q3 2024	Q3 2023
Net debt excl rights-of-use assets	200	-50
/EBITDA R12	201	212
Net debt/EBITDA	0.99	-0.24
Equity ratio, %	48.3	60.8

Long-term Value Creation

Quarterly turnover and rolling 12 turnover



EBITA development, rolling 12 months



Update Finland

- The market has been weak during the quarter
- Mitigation actions taken: temporarily layoff of 23 employees (including OH), increased sales focus and cost reduction
- Integration costs has affected Q3
- Negative EBITA in Q3
- Positive trend in September with positive EBITA

enmac



Market Update Finland

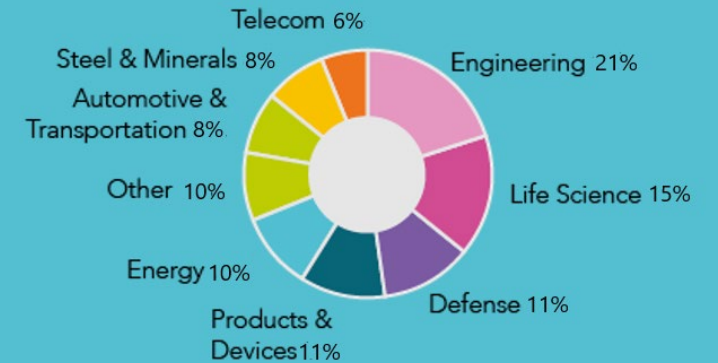
- Reluctant market with some positive signs
- Largest customer Valmet Oy signed order of 1 000 m€. This will impact Prevas positively
- All time high offer pipe
- Several orders during Q3
- Market synergies Prevas – Enmac identified and several opportunities in progress



General Market Update

- Similar market demand as in Q1-Q2 2024
- The competition on consultancy assignments remains high in some areas
- High demand in electrification, cyber security and defense
- Increased demand in Life Science
- Several orders during Q3
- Demand for complex solutions remains

Industry breakdown, Q1-Q3 2024



The largest customers, Q3 2024

(<25% of total turnover)

Saab / Ericsson / ABB /
Atlas Copco / Getinge

Design-People AS

- Leading design company in Denmark
- Digital and Industrial Design, UI & UX
- Prevas and Design-People shapes Denmark's leading product development hub
- Market synergies - attractive customerlist
- 5 employees + network of partners
- Consolidated from Oct 1

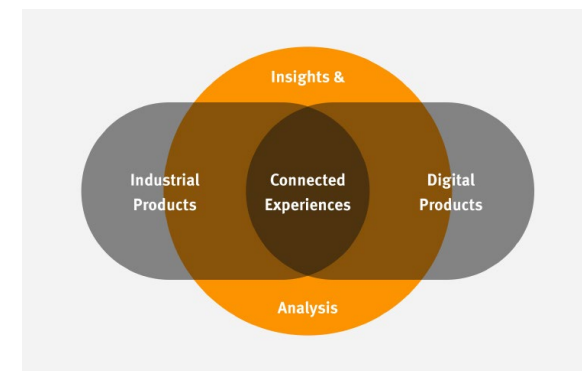
DesignPeople®



Epoke
Improved user-friendliness and stronger sales for Epoke.

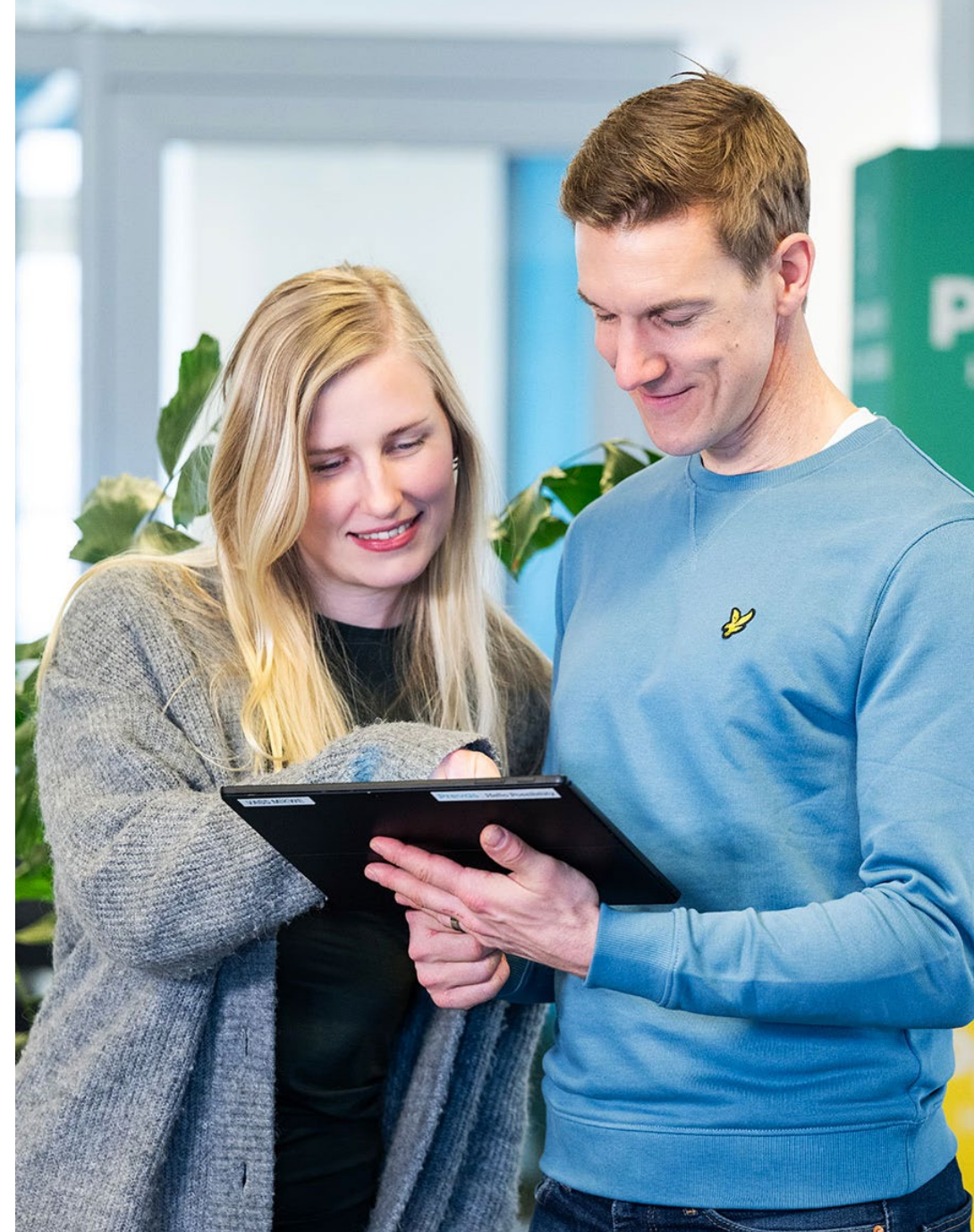


Hounö
High-end oven made Scandinavian simple with sustainability in mind.



Summary

- Continued growth
- Actions taken to mitigate reduced EBITA
- Enmac Oy consolidated and acquisition of Design-People in Denmark
- Solid financial platform
- Well positioned in growing sectors
- Excellent leverage with normalized utilization



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