

# Q4 24

Momentum Group  
Year-end report 2024

# Presenting today



**Ulf Lilius**

President and CEO



**Niklas Enmark**

CFO



# Agenda

- Q4 highlights
- Development during the quarter
- Long-term perspective



Q4 highlights

# Organic growth and strong cash flow in the last quarter of the year

Revenue:

## +12%

Business climate in our main markets in the Nordic region generally stable.

Overall positive sales development with organic revenue growth of 1%.

Strong contribution from acquisitions.

EBITA:

## SEK 70 m

Same level as last year.

Positive contributions from acquisitions.

EBITA/WC:

## 59%

High level of profitability.

Continued strong cash flow.

Healthy financial flexibility going forward.

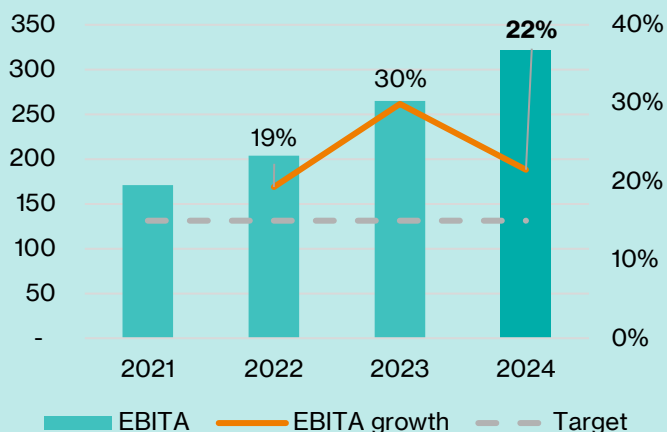


# A successful year – exceeding all our targets

## Earnings growth

Target: >15%  
Outcome 2024: **22%**

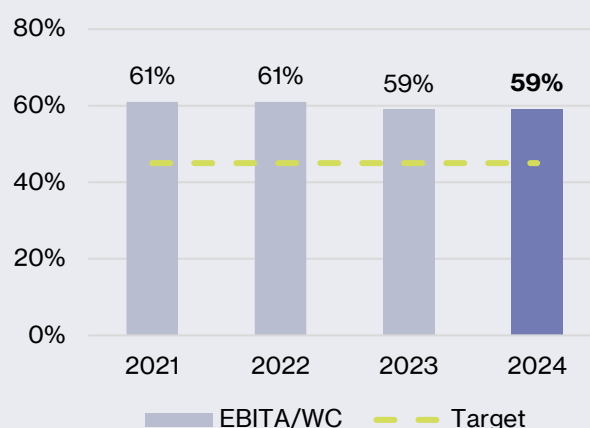
Earnings growth, SEK m



## Profitability

Target: >45%  
Outcome 2024: **59%**

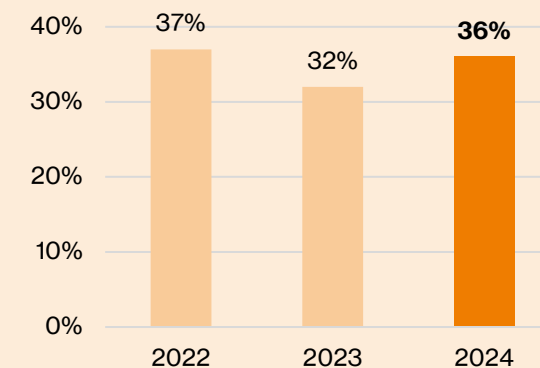
Profitability (EBITA/WC)<sup>1</sup>



## Dividend policy

Target: >30%  
Outcome 2024<sup>2</sup>: **36%**

Dividend ratio



<sup>1</sup> (P/WC) refers to the return (EBITA R12 (P)) on working capital (WC) defined as inventories plus accounts receivables less accounts payable on average R12.

<sup>2</sup> Proposed by the Board.



**Development during the  
quarter**



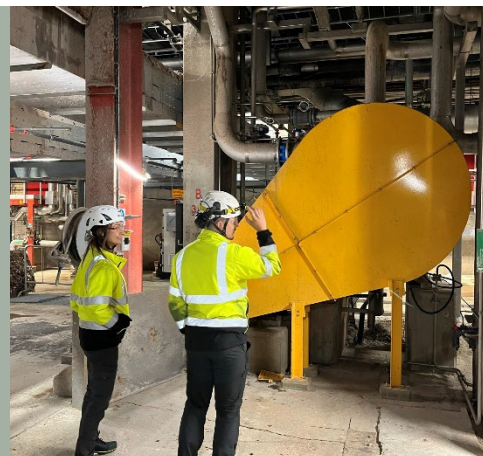
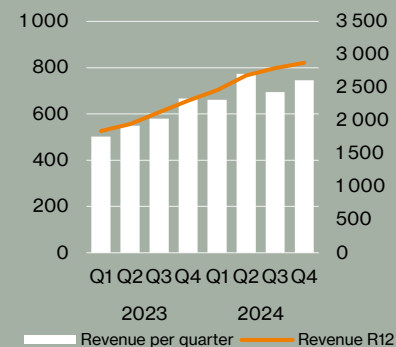
# Group: Sales Q4 2024

- Overall positive sales development in Q4 with growth in comparable units of 1%.
- Exception lower demand in the automotive sector – particularly affecting Power Transmission and Technical Solutions.
- Revenue increased by 12% to SEK 745 m (667).
- Contribution from acquisitions of SEK 81 m, adding 12% to growth.
- Moderate increase in purchase prices and costs.
- Generally good delivery capacity.
- One less trading day vs last year.
  - Extended holiday leave among some customers.

## Growth in comparable units vs Q4 2023

**+1%**

## Revenue, SEK million



## Sales performance

%	Q4 2024	Jan-Dec 2024
Comparable units in local currency	0.9%	2.5%
Currency effects	0.1%	0.0%
Number of trading days	-1.3%	0.0%
Acquisitions	12.0%	22.5%
<b>Total change</b>	<b>11.7%</b>	<b>25.0%</b>



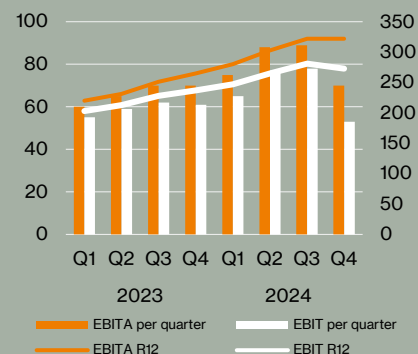
# Group: Earnings Q4 2024

- Operating profit decreased by –13% to SEK 53 m (61).
  - Costs affecting comparability of SEK –5 m (-).
  - Increase in amortisation due to acquisitions.
- EBITA, unchanged vs last year, SEK 70 m (70).
- Positive contributions from acquisitions.
- EBITA margin 9.4% (10.5).
- Net profit SEK 34 m (44).
- Earnings per share SEK 0.65 (0.85).

## EBITA growth vs Q4 2023

**+0%**

## Earnings, SEK m



	Q4		
	2024	2023	Δ
Revenue	745	667	12%
Operating profit	53	61	-13%
of which: Items affecting comparability	-5	-	
of which: Amortisation of intangible assets in connection with acquisitions	-12	-9	
EBITA	70	70	-
Net profit	34	44	-23%
Earnings per share before and after dilution, SEK	0.65	0.85	-24%
Operating margin	7.1%	9.1%	
EBITA margin	9.4%	10.5%	



# Group: Full year 2024

- Revenue increased by 25% to SEK 2,873 m (2,298).
- Growth in comparable units of 3%.
- Operating profit rose by 15% to SEK 273 m (237).
- EBITA increased by 22% to SEK 322 m (265).
- EBITA margin of 11.2% (11.5).
- Net profit SEK 186 m (173).
- Earnings per share SEK 3.60 (3.45).

**Revenue growth**  
in comparable units vs 2023

**+3%**

**EBITA growth**  
vs 2023

**+22%**



	Jan-Dec		
	2024	2023	Δ
Revenue	2,873	2,298	25%
Operating profit	273	237	15%
of which: Items affecting comparability	-5	-	
of which: Amortisation of intangible assets in connection with acquisitions	-44	-28	
EBITA	322	265	22%
Net profit	186	173	8%
Earnings per share before and after dilution, SEK	3.60	3.45	4%
Operating margin	9.5%	10.3%	
EBITA margin	11.2%	11.5%	

# Industry business area

## Power Transmission

- Reduced sales to customers in the automotive segment.
- Increased demand from customer segments such as metal and mining and stable demand from pulp & paper.
- Move of central warehouse in Q1 2025 – relocation costs of SEK 5 m.
- Expected customer losses related to Northvolt of SEK 1 m.
- Acquisition of Indoma, a specialist in products for installation and maintenance for industry.

## Specialist

- Increased sales with stable profit levels in comparable units.
- Acquired businesses contributed SEK 15 m to revenue with positive contribution to earnings.
- Generally stable demand in Sweden and Denmark, but still weaker in Finland.

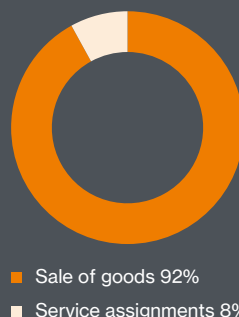
Revenue growth  
in comparable units vs  
Q4 2023

**+1%**

### EBITA SEK m



### Revenue R12



### Key figures

MSEK	Q4			Jan-Dec		
	2024	2023	Δ	2024	2023	Δ
Revenue	439	425	3%	1,728	1,610	7%
EBITA	54	57	-5%	232	221	5%
EBITA margin	12.3%	13.4%		13.4%	13.7%	
Return on working capital (EBITA/WC)				68%	69%	



# Infrastructure business area

## Flow Technology

- Favourable growth in both sales and earnings.
- Strong demand in Sweden, improved demand in Denmark and slight increase in demand in Finland.
- Acquired businesses contributed SEK 23 m to revenue with a positive impact on earnings.

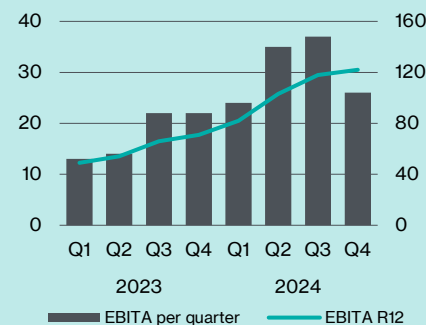
## Technical Solutions

- Reduced sales and lower earnings for comparable unit.
- Capacity utilisation in workshops impacted by lower activity mainly in the automotive sector, and by holiday leave.
- Continued positive demand for the measurement technology and control operations.
- Acquired businesses contributed SEK 43 m to revenue with healthy margins.

Revenue growth  
in comparable units vs  
Q4 2023

**+1%**

### EBITA SEK m



### Revenue R12



### Key figures

MSEK	Q4			Jan-Dec		
	2024	2023	Δ	2024	2023	Δ
Revenue	312	247	26%	1,163	704	65%
EBITA	26	22	18%	122	71	72%
EBITA margin	8.3%	8.9%		10.5%	10.1%	
Return on working capital (EBITA/WC)				60%	55%	



# Profitability, cash flow and financial position

- EBITA/WC 59% (59).
- Return on equity 27% (31).
- Cash flow from operating activities for the reporting period of SEK 323 m (260)
  - IFRS effects on cash flow<sup>1</sup> SEK 85 m (65).
- Cash flow from investing activities SEK –116 m (–436)
  - of which acquisitions SEK –93 m (–414).
- Cash flow from financing activities SEK –227 m (206)
  - refers mainly to change in interest-bearing liabilities and paid dividend.
- Operational net loan liability of SEK 252 m (326 at the beginning of the year)
  - change mainly from cash flow from operating activities, acquisitions and paid dividend.

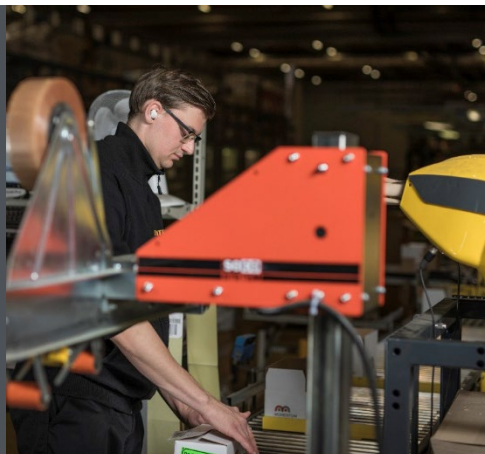
<sup>1</sup> Positive effect on cash flow from operating activities, negative effect on financing activities. Net is zero.

Equity/assets ratio

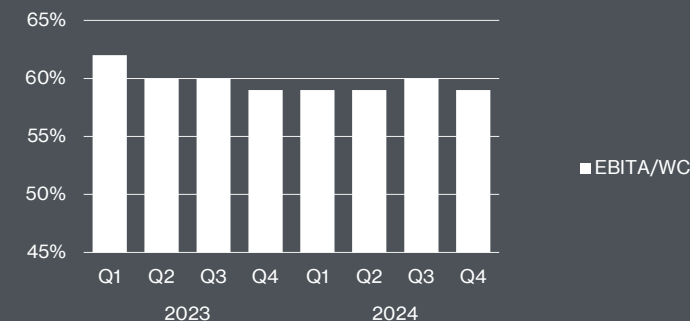
36%

Available cash and cash equivalents, SEK m

859



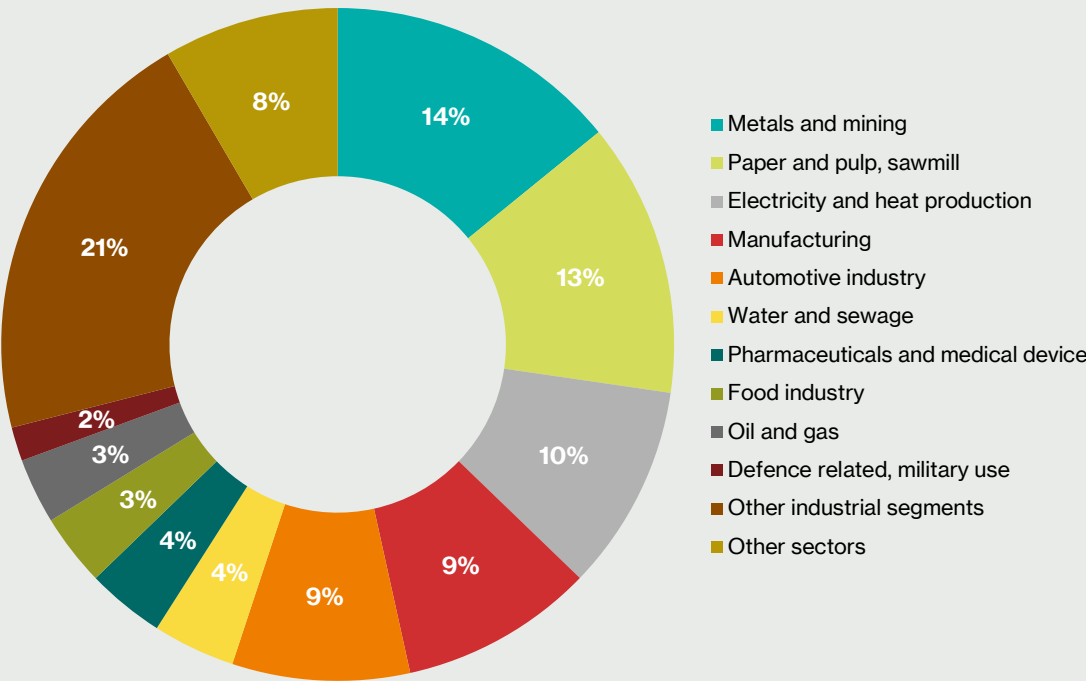
EBITA/WC (R12 per quarter)



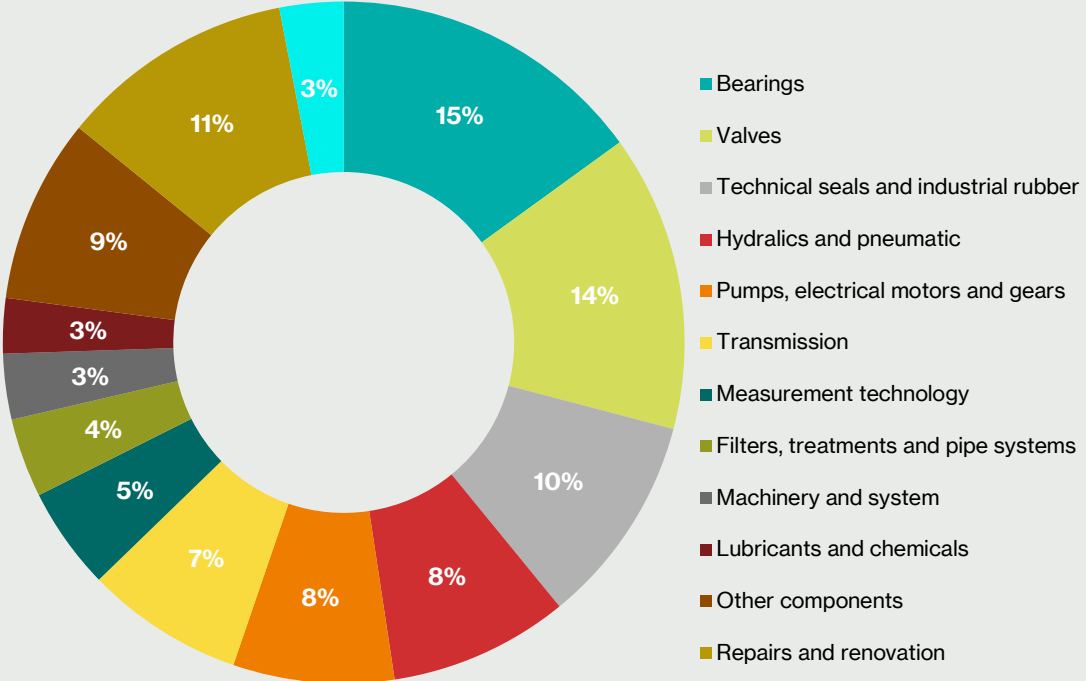
**Long-term perspective**

# Customers and products – development over time

Revenue per customer segment 2024



Revenue by product area 2024

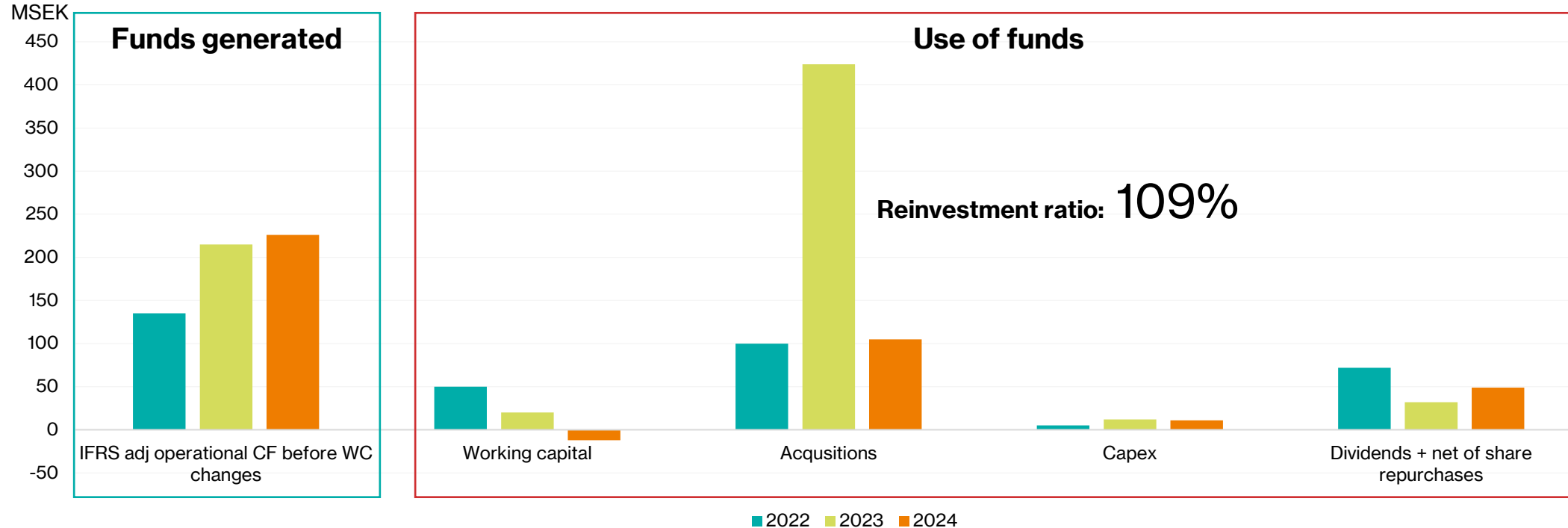


**Products: 86%**  
**Services: 14%**





# Strong cash flow from operations with asset light model creates possibilities for acquired growth



- In total, "IFRS 16 adjusted Cash flow from operations before WC changes" generated SEK 576 m 2022-2024.
- Uses have been (among else): Aquisitions SEK 629 m (109% reinvestment ratio), Capex SEK 28 m, and Working capital SEK 58 m.



# Contact us

Please email us at [ir@momentum.group](mailto:ir@momentum.group)  
if you have any questions.



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