

30-01-2025

ENECA

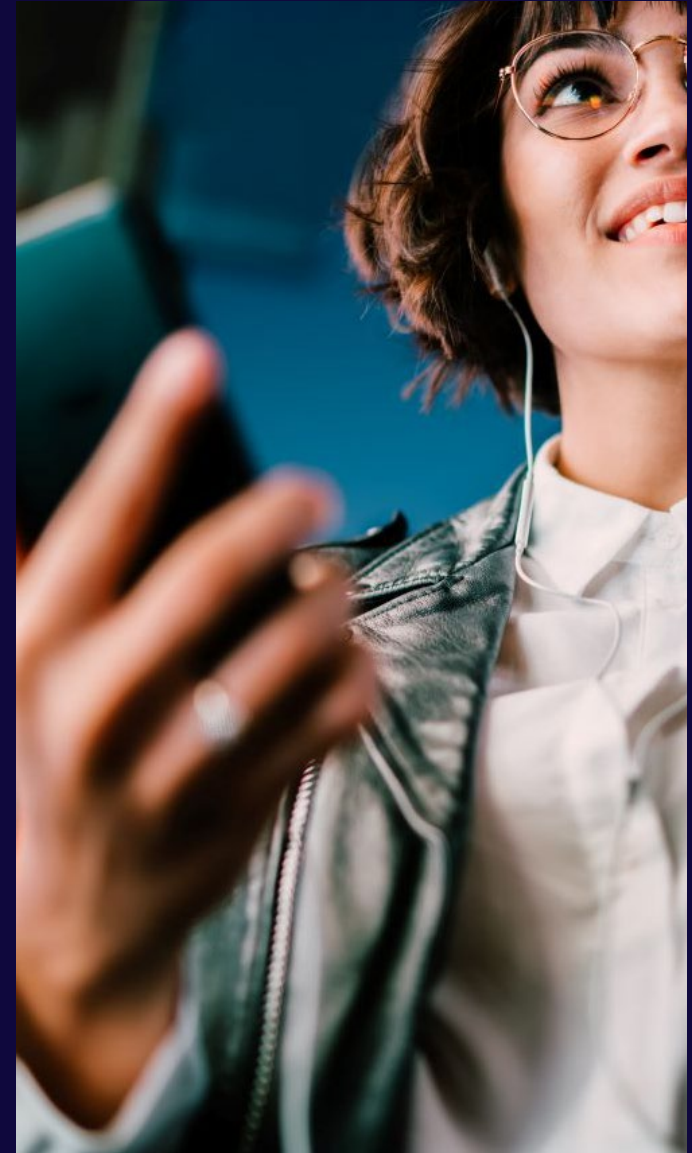
Annual Statement 2024

ANDERS LIDBECK, CEO

ULF STIGBERG, CFO

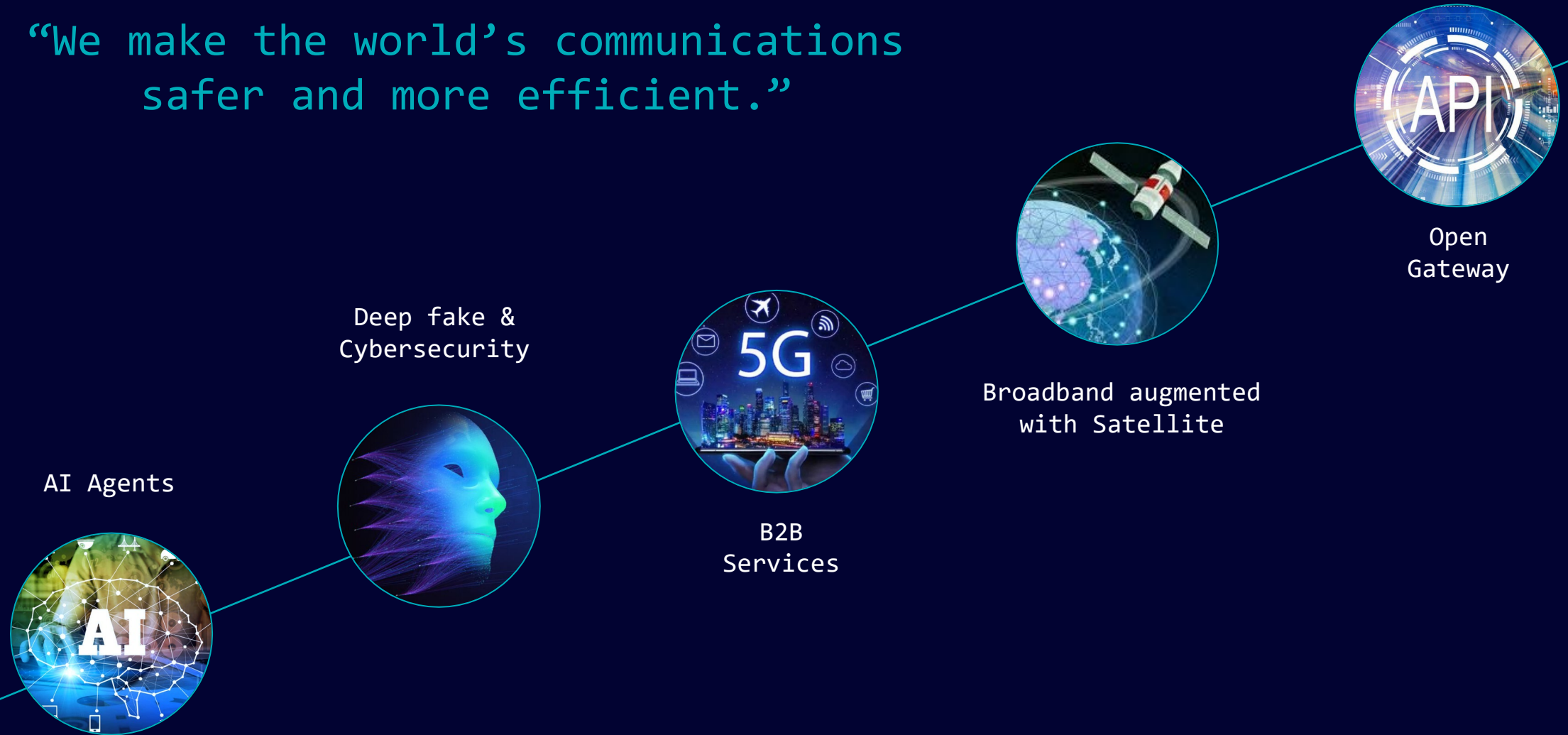
Agenda

- **Intro**
- Financial Results
- Way Forward & Outlook



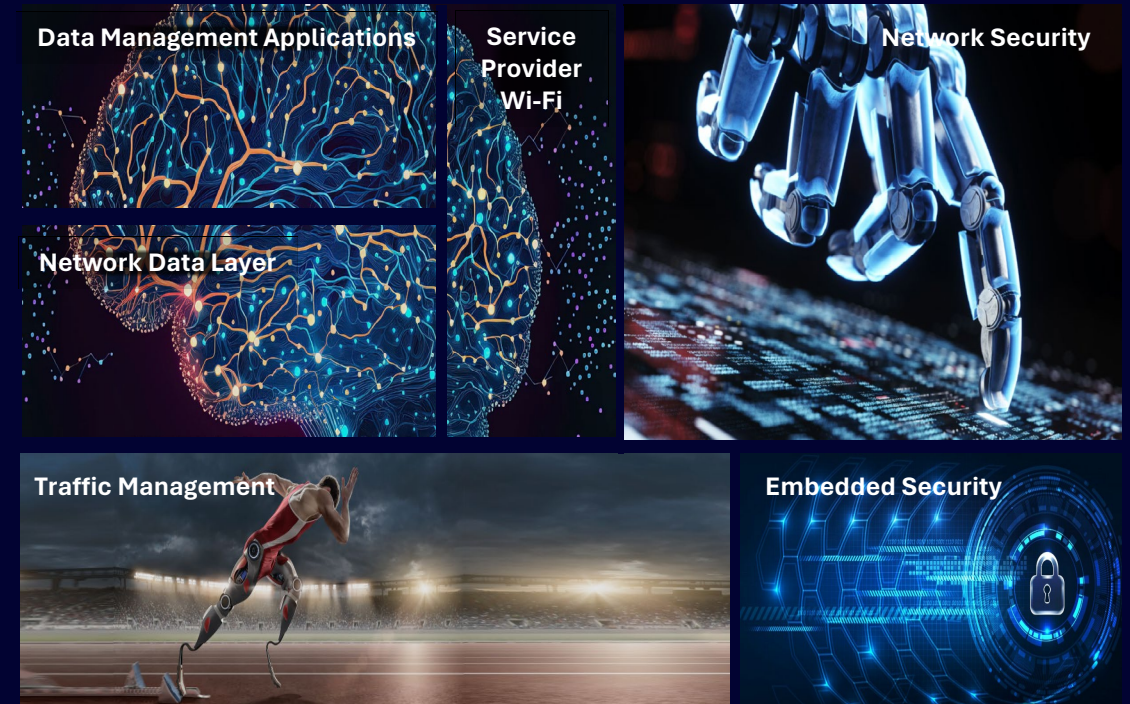
Our Vision – The Place To Be In 2025

“We make the world’s communications safer and more efficient.”



We Are On A Mission With A Unique Portfolio

“Our mission is to provide innovative and robust solutions that elevate the network security, performance, and intelligence of Communication Service Providers and Cybersecurity Solution Vendors.”



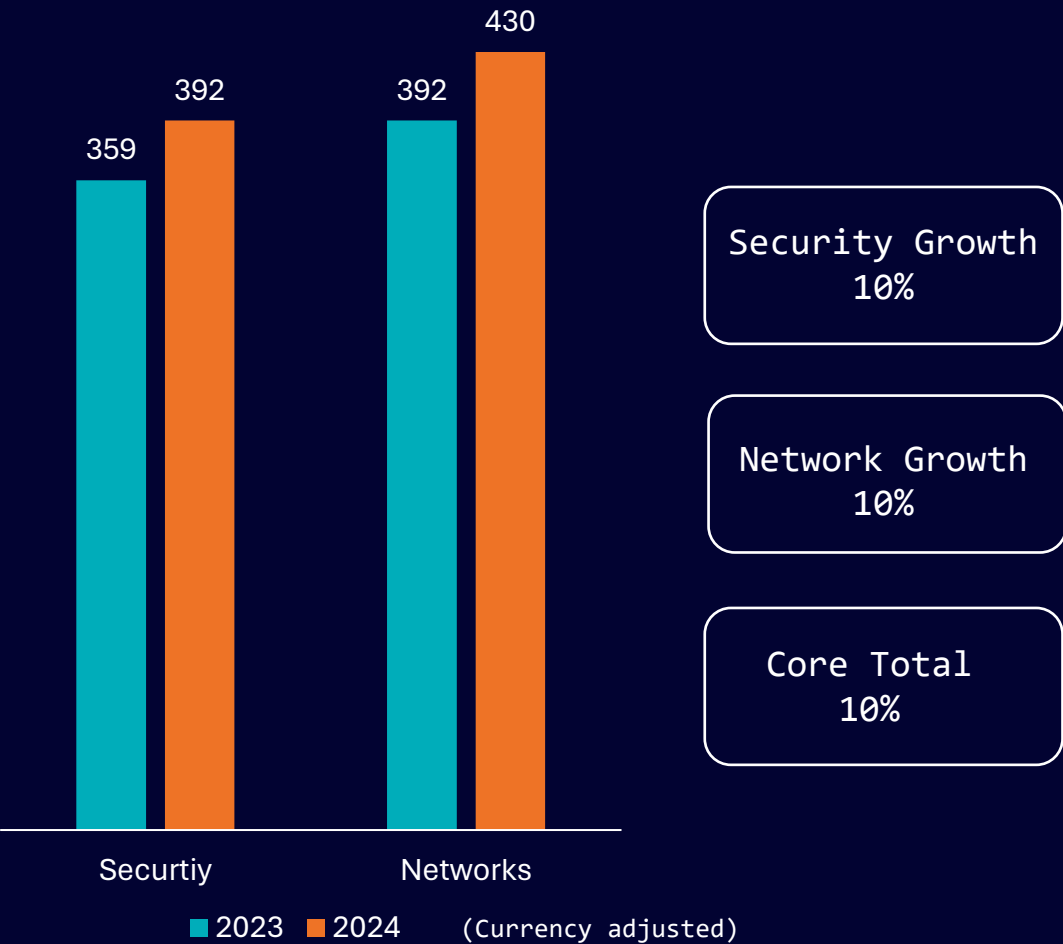
Winning New Business On A Global Scale In 2024

- South America Security
- Asia Security
- South America Security
- Africa Security
- North America Security
- North America Security
- North America Security
- North America Networks
- Europe Networks
- Africa Networks
- North America Networks
- Middle East Networks
- Middle East Networks
- Middle East Networks
- Middle East Networks
- Asia Networks
- North America Security
- Asia Security
- Europe Security
- Europe Security
- Asia Security
- Europe Security



Double Digit Growth In Our Focused Areas 2024

HITTING THE LONG TERM OBJECTIVE ALREADY IN 2024



Security focus area delivers 10% growth

- The solid customer base continues to order capacity and functionality upgrades
- New products generate new business
- High share of recurring revenue give stable predictable revenues

Network focus area delivers 10% growth

- Despite market challenging data this area deliver a 12 months growth of 10%.
- Loyal customer base in combination with capacity upgrades

Agenda

- Intro
- **Financial Results**
- Way Forward and Outlook



Key Numbers Q424 And FY24

JANUARY-DECEMBER 2024

OCTOBER-DECEMBER 2024

JANUARY-DECEMBER 2024

HEAD
QUARTER
KISTA,
SWEDEN

NET SALES
252
MSEK

EBITDA
MARGIN ^{2/}
37
PERCENT

NET DEBT
117
MSEK

NET SALES
904
MSEK

EBITDA
MARGIN ^{2/}
34
PERCENT

NET DEBT
117
MSEK

LISTED
NASDAQ
STOCKHOLM
(MID CAP)

EARNINGS
PER SHARE
4.70
SEK

OPERATING
CASH FLOW
104
MSEK

R&D ^{1/}
21
PERCENT

EARNINGS
PER SHARE
6.96
SEK

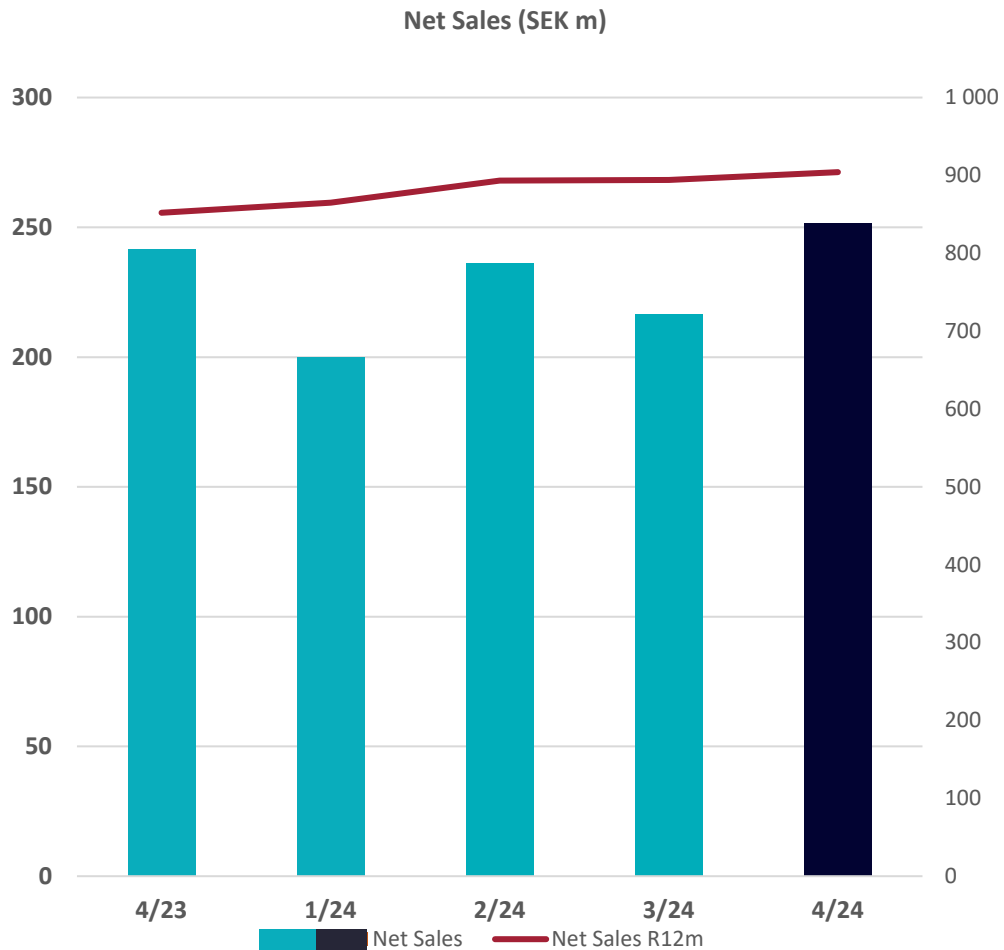
OPERATING
CASH FLOW
279
MSEK

R&D ^{1/}
23
PERCENT

^{1/} (OPEX less D&A plus Capitalized R&D)/(Net Sales)

^{2/} (EBITDA excl NRI)/(Net Sales)

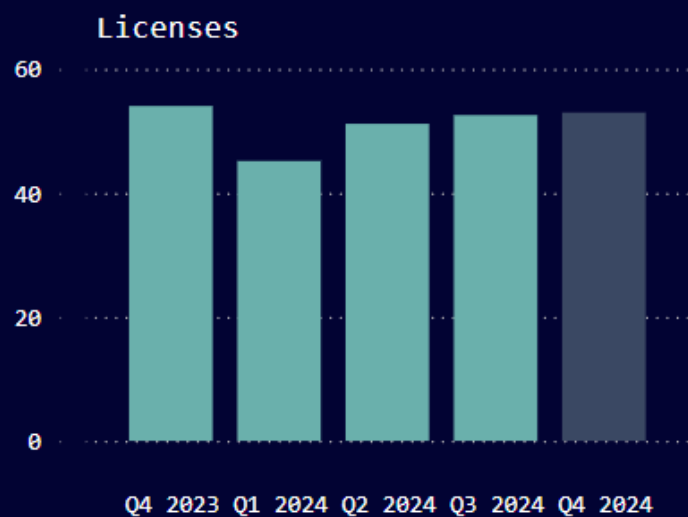
4% Organic Growth Q424



	2024 Q4	2023 Q4
Net Sales	252	241
Growth (%)	+4%	-11%
Growth (% , currency adjusted)	+4%	-13%
Total Revenues	258	243

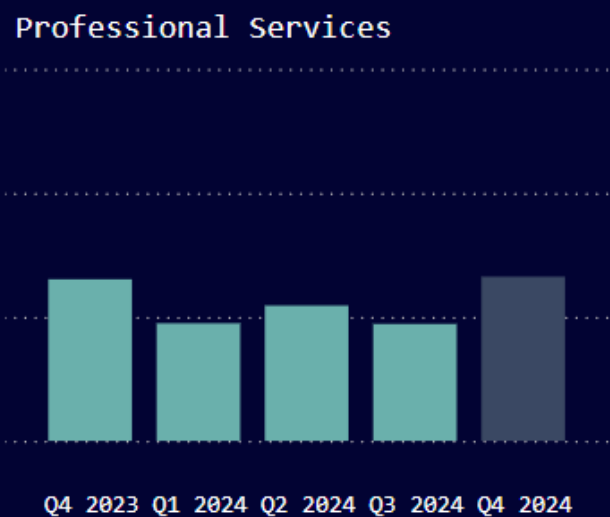
- Strong Net Sales from current business including software expansions and upgrades
- Increase in Software License revenues in Q4 vs. previous year
- Year over year Net Sales growth at 4% and 4% (adjusted for currency)
- Total Revenues of SEK 258m (243)

Security – Solid Q424 Revenues



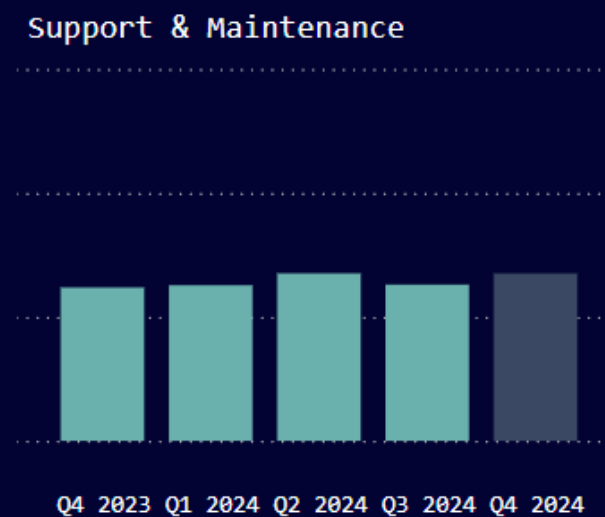
Stable license revenues of SEK 53m (54)

- Stable base recurring license revenues.



Professional Services revenues of SEK 26m (26)

- Quarter 4 was strong and in line with prior year.
- Dependent on project milestones and timing.



Support & Maintenance revenues 8% growth over last year, SEK 27m (25)

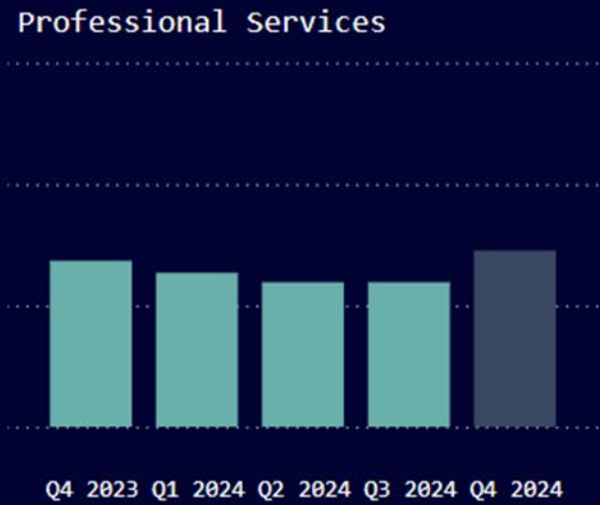
- Very stable business during 2024.
- Driven by a stable customer base.

Networks – Strong Growth In All Revenue Types



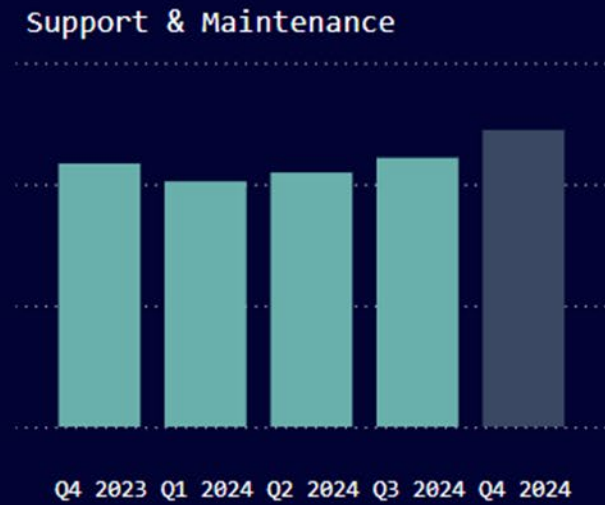
License revenues of SEK 43m (37) or +16% growth

- New license revenue increase compared to Q423s
- New wins with NDL and Traffic Management
- Note. The large Q2 license expansion



Professional Services of SEK 29m (27) or +7% growth

- Related to ongoing projects and project milestones



Support & Maintenance of SEK 49m (43) or +14% growth

- Additional support and maintenance revenue added from new contracts in Q4.
- Stable customer base with yearly renewals

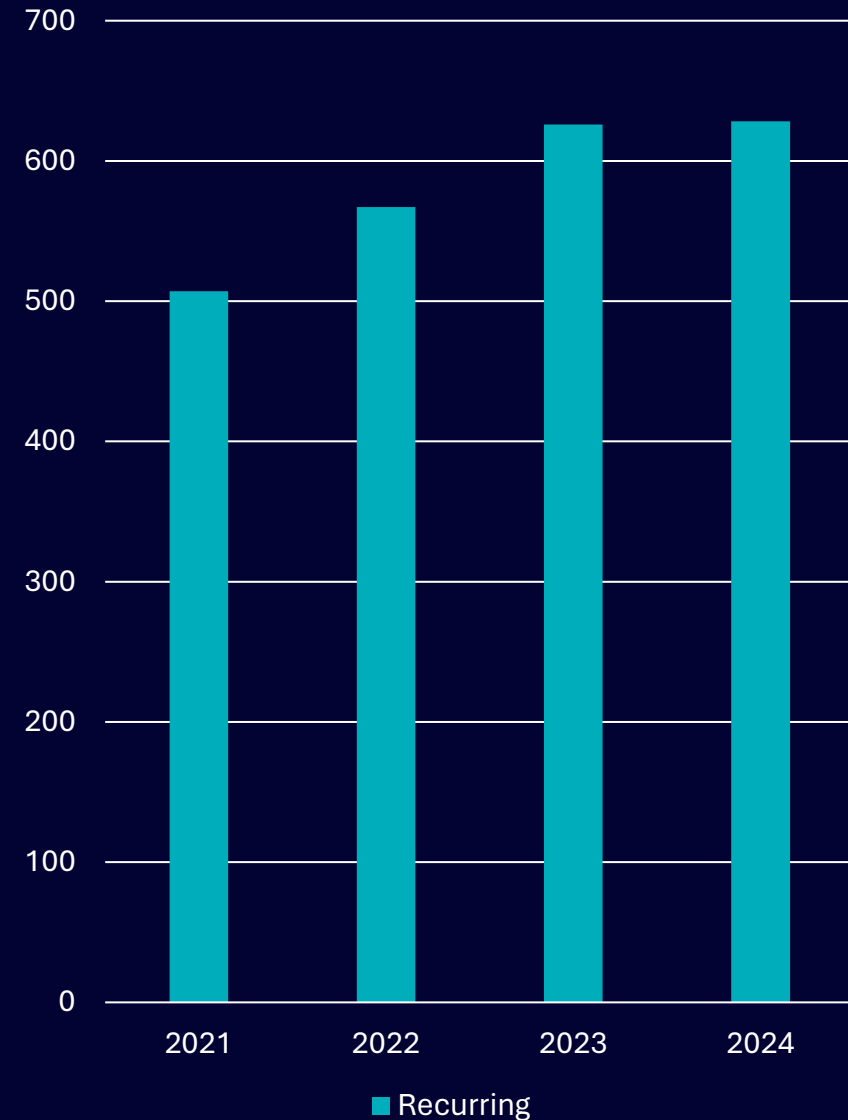
Recurring Revenues – 69% Of Total Revenues FY24

FULL YEAR 2024

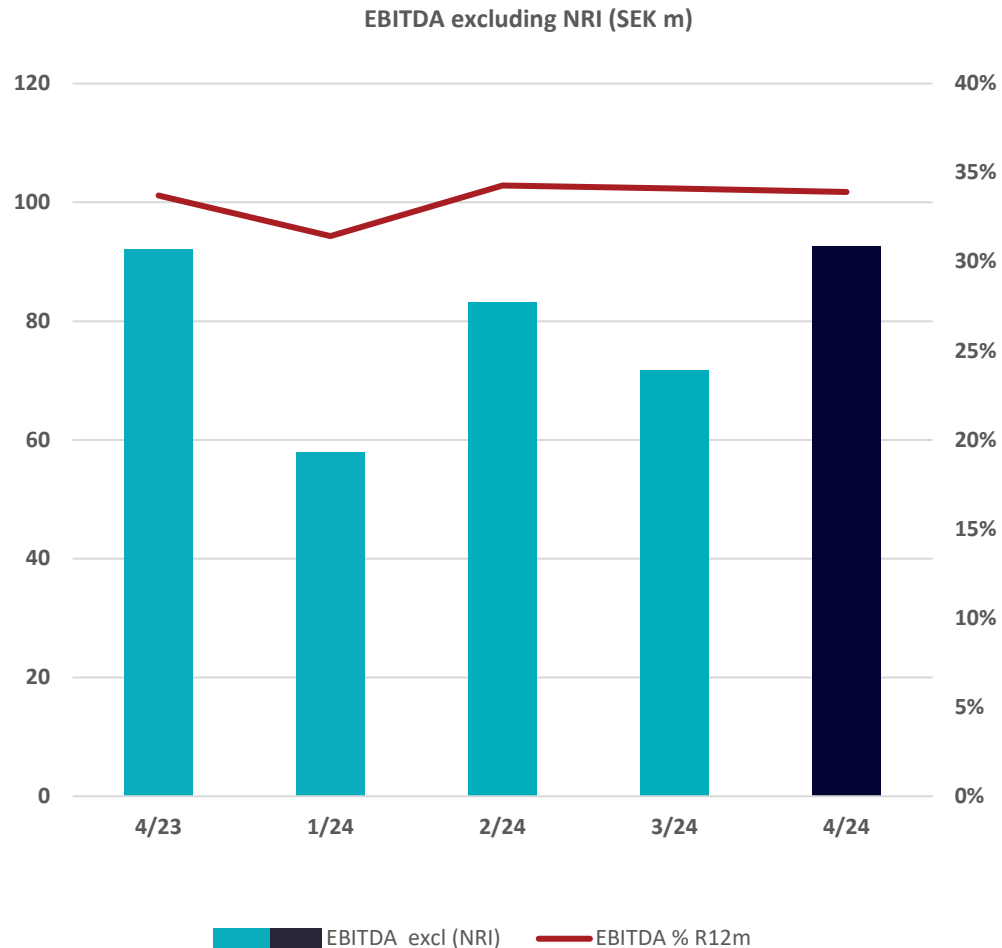
- More than SEK 100m growth since 2021
- Share of recurring increased from 59% 2021 to 68% 2023
- Recurring share increased to 69% in 2024

The recurring revenue streams:

- Support & Maintenance
- Term based licenses
- Recurring service deliveries



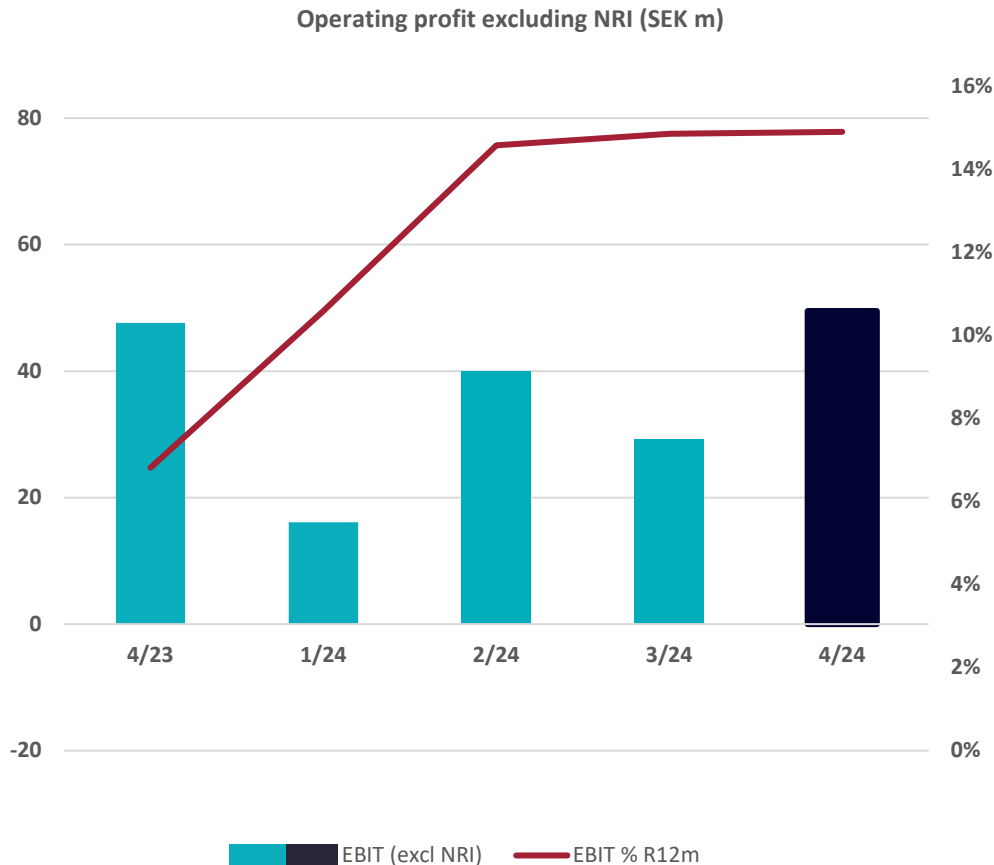
Strong EBITDA Margin Q424 at 37%



	2024 Q4	2023 Q4
EBITDA excl Non-Recurring Items, SEK m	92.7	92.1
EBITDA, SEK m	88.2	88.8
EBITDA margin excl. non-rec. items, %	37%	38%
EBITDA margin, %	35%	37%

- 80.6% in Gross margin (79.0%), impacted by change in revenue mix Higher share SW license revenues.
- Operational expenses of SEK 158.1m (144.1).
 - D&A SEK 43.2m (44.5)
- Operational expenses, excluding D&A of SEK 114.9m (99.5).
 - OPEX spend SEK 136.5 (118.3) (appr. SEK 6m higher spend on operations, rest is related to one-off items)
 - Capex SEK 21.5m (18.8)

20% EBIT Margin In Q424 & Significant EPS Growth



	2024 Q4	2023 Q4
EBIT excl Non-Recurring Items, SEK m	49.5	47.6
EBIT, SEK m	45.0	43.1
EBIT margin excl. non-rec. items, %	20%	20%
EBIT margin, %	18%	18%
Earnings per share, SEK	4.70	0.60

- Q424 EBITDA Less Capex excl Non-Rec Items of SEK 71.2m (73.4) or 28% (30%) EBITDA Less Capex margin.
- Slightly higher capitalizations in Q4 compared to previous year
- Significant EPS growth due to a number of improvements
 - Improved Financial Net (Net Interest/Currency Net)
 - Tax income (Carryforward tax benefits)
 - Less outstanding shares
 - Increased EBIT

Strong Cash Flow Q424

CASH FLOW GENERATION

- Cash flow from operations SEK 103.5m (-24.0)
- Net Cash flow SEK -126.4m (-56.8)

FINANCING STRUCTURE

- Net debt of MSEK 116.6m (209.1)
- Loan amortization Net SEK -181.0m (+7.1)

FINANCIAL KPI'S

- Equity ratio 72.9 percent (65.1)
- Net debt to EBITDA 0.40 (0.97)



Restructured & Improved Loan Facilities

DECEMBER 2024

- On 16 December 2024, a three-year loan facility of EUR 25 million was signed.
- 50% amortized over three-year starting in December 2024.
- The current loan facility was amortized in full, EUR 40 million, leaving a net amortization in Q4 of EUR 16 million.
- On December 19, 2024, Enea signed an amendment agreement regarding the overdraft facility. The amount was increased from SEK 70 million to SEK 150 million.



The Buy-back Program Continues

- **199 377 shares** were bought back in Q424, for a total consideration of **SEK 20.0m**
- For the full year 2024, **1,008,369** shares were bought, for a total consideration of **SEK 73.8m**
- The repurchases are since May 10th within the framework of the authorization from the Annual General Meeting 2024 to repurchase own shares up to SEK 100m.
- Since May 10th , until today, **SEK 56.2m** is utilized.
- The program will be carried out by a credit institution following the ‘Safe Harbour Regulation’

- No dividend to be proposed at the AGM



Agenda

- Intro
- Financial Results
- **Way Forward and Outlook**



Market Outlook 2025

Market Development

• Mobile Packet Core	+3,6 % Y/Y in 2025 ¹⁾
• Telecom Security	+8,4 % CAGR 2023-2028 ²⁾
• IT Security	+10,8 % CAGR 2023-2028 ²⁾
• Secure Access Service Edge (SASE)	+13 % CAGR 2023-2028 ³⁾
• Communication Providers (CPaaS)	+14 % CAGR 2023-2028 ⁴⁾

¹⁾ Dell Oro, Q4 2024

²⁾ GlobalData, Nov 2024 report

³⁾ Q2 2024 Dell'Oro, Mobile Core Network, excluding China

⁴⁾ Mobilesquared, CPaaS remains an under-utilized

Market Trends 2025

AI Agents

e.g. customer success, network optimization, Security



Deep fake & Cybersecurity

e.g. across all comm channels voice, RCS



B2B Services

e.g. private network w. Network Slicing, Security & MSP



Broadband augmented with Satellite

e.g. high performance rural area internet service

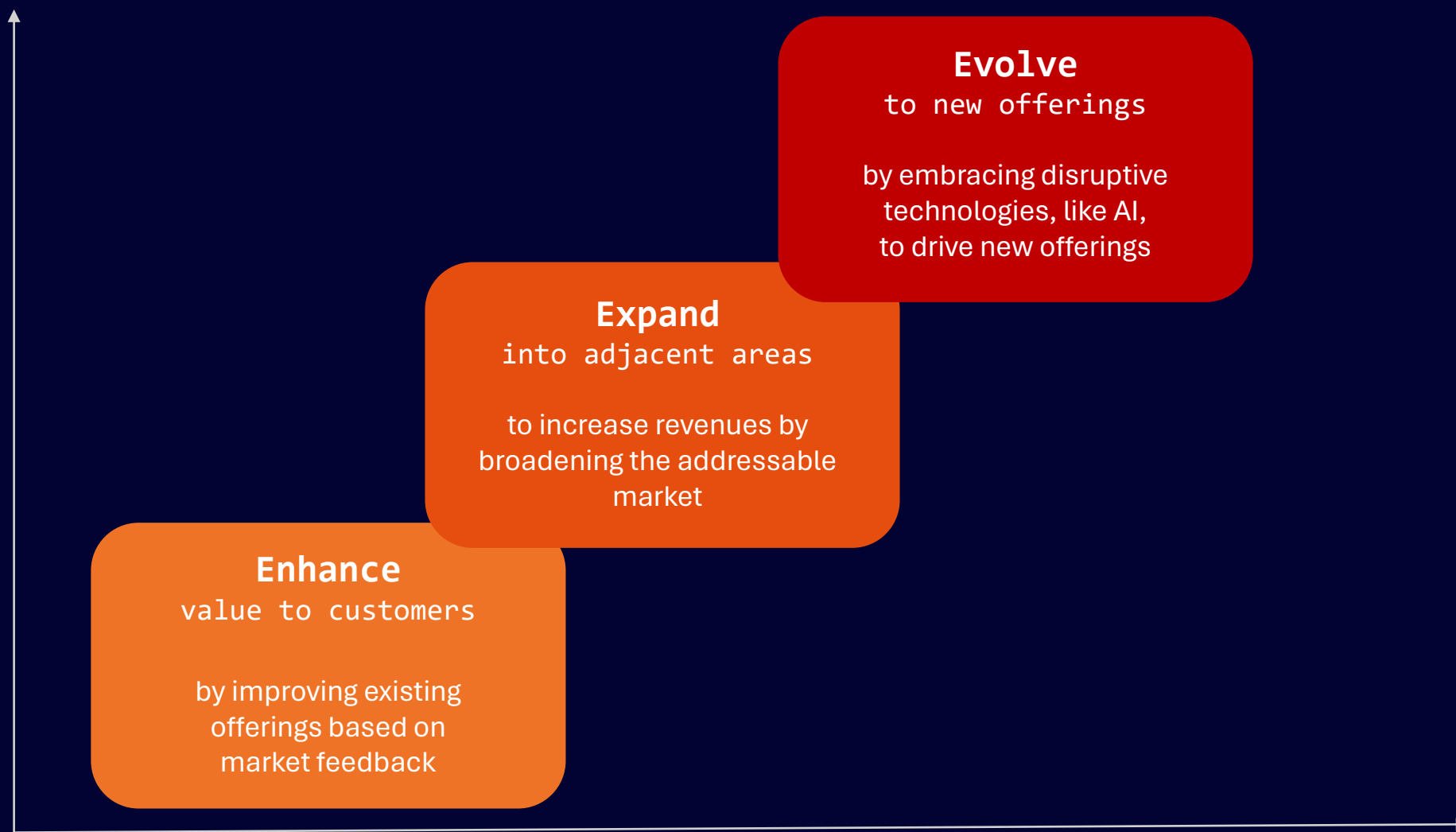


Open Gateway

Ecosystems in formation

Innovation Is Key To Our Success

WE REINVESTED 23% OF OUR REVENUES IN R&D IN 2024



Enea Is Going AI

DRIVING NEW OFFERINGS AND AN EFFICIENT ORGANIZATION

In Q424 we:

- Launched Traffic management 8.6 – with AI based functions
- Launched Messaging Firewall 10.1 – with AI powered capabilities
- Developed an Internal AI Chatbot for our global Sales Organization (ELLA - Enhanced Learning & Look-up Assistant)



AI is quickly becoming *the* main topic – alongside Security!

Come meet us at MWC in Barcelona March 3



MWC
GSMA

Meet Enea at MWC 2025

Hall 2, Stand 2L10
3-6 March

ENEAA



MOBILE EUROPE
Covering communications infrastructure and digital services in EMEA

5G & Beyond Access Automation/AI BSS/OSS/DCX Cloud/NEV Digital Platforms & APIs Edge Financial/Regulation Optical/VP RAN Satellite More

Home News Insights CIO Zone More

by G. JONES / 11 min / February 2024

Fighting Telecom Fraud - The New (Old) Trend for 2025!

Telecom providers, especially mobile network operators, have long faced the challenge of balancing rising data consumption with declining revenue per gigabyte (RPG). The static Average Revenue Per User (ARPU) highlights this struggle, pushing operators to seek new markets, improve efficiency, and focus on revenue assurance and fraud prevention. In 2025, a renewed focus on combating Business Fraud will emerge. This type of fraud involves users consuming changing rates to gain free or discounted data.

Changing Bypass Fraud

Diary of a CISO
for a Resilient Telecom Organization

Webinar

#1 Mobile Data Network

USE CASE FOR: TCP ACCELERATION

Optimizing Network Access for Best Customer Experience

Being the best network is about speed, coverage and a combination of external measurement tools, varied and robust, can only make this an annual challenge.

Case

Manage & Monetize Data Access: Best-in-class Intelligent User plane Tools for CSPs

OMDIA
Brought to you by Infatica Tech

SURVEY REPORT

Mobile network security: Bridging the gap between enterprise needs and CSP capabilities

Download

Mobile network security: Bridging the gap between enterprise needs and CSP capabilities

ENEAA

7 Observability

Don't be blind to the data you need

by Luca Rizzo | Industry Analyst & Lead Editor at Enea

Long Term Financial Ambition and 2025 Outlook

Our long term ambition is to generate double-digit growth in our focus areas, an EBITDA margin exceeding 35 percent and strong cash flows.

Our guidance for 2025 is continued growth in our focus areas, an EBITDA margin in the range of 30-35% and a strong cash flow.





ANDERS LIDBECK, CEO



ULF STIGBERG, CFO

Thank You!

VISIT [ENEA.COM](https://www.enea.com) FOR MORE
FINANCIAL INFORMATION