•EIS® ENERGY SAVE

Interim Report 1 January–31 March 2025

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Fiscal year 2024

- Short fiscal year of 8 months
- Change in fiscal year to calender year
- 2025 will be the first full fiscal year following the calendar year
- Three interim reports: May – July August – October
 October – December

Reported quarter October – December 2024

- October included in this report and in the previous report
- Comparison are made with the recalculated quarter Oct Dec 2023
- Historical comparison quarters for the period January 2023 September 2024 is available on the website.

Interim Report 1 January–31 March 2025

Increased revenue and improved margins

- Operating income increased by 31 per cent to SEK 57.1 million (43.5).
- Net revenue increased by 39 per cent to SEK 53.9 million (38.8).
- Earnings before interest and taxes (EBIT) amounted to SEK -4.0 million (-8.8).
- Profit/loss for the quarter totalled SEK -4.0 million (-9.1).
- Earnings per share amounted to SEK -0.6 (-1.4).
- Operating cash flow totalled SEK –23.5 million (56.6) during the year.
- Energy Save was certified to ISO 9001 and ISO 14001.
- Energy Save signed an agreement with the new distributor Philippe Maréchal SA in Switzerland.

Increased revenue and improved margins **Revenue and EBIT**

			QUARTER			PERIOD
	Change	Oct-dec 2024	Oct-dec 2023	Change	May-dec 2024	May–dec 2023
Total revenue, TSEK	+42%	63 043	44 475	+97%	169 696	86 084
Net sales, TSEK	+25%	53 012	42 410	+95%	156 295	80 070
Gross profit, TSEK		23 394	14 404		50 422	26 872
Gross margin Net Sales , %		25,2	29,1		24,1	26,1
EBIT, TSEK		-4 902	-8 879		-11 249	-23 479
EBIT-margin, %		-7,8	-20,0		-6,6	-27,3
Profit or loss, TSEK		-4 855	-9 042		-11 196	-23 924

OPEX and cash flow

			QUARTER			PERIOD
	Change	Oct-dec 2024	Oct-dec 2023	Change	May-dec 2024	May-dec 2023
Other external costs	31%	-16 116	-12 275	25%	-32 992	-26 398
Personnel cost	12%	-10 577	-9 417	21%	-24 439	-20 214
Operative cash flow		4 708	3 124		-1 061	-20 284

Net sales by business area

			QUARTER			PERIOD
	Change	Oct-dec 2024	Oct-dec 2023	Change	May-dec 2024	May–dec 2023
Residential property	+67%	47 922	28 627	+166%	142 294	53 457
Commercial property	-63%	4 395	11 928	-50%	12 546	24 931
Services and after-market	-63%	695	1 855	-13%	1 455	1 682
		53 012	42 410		156 295	80 070

Net sales geographic

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			QUARTER			PERIOD
	Change	Oct-dec 2024	Oct-dec 2023	Change	May-dec 2024	May–dec 2023
Scandinavia	-48%	5 209	10 009	-68%	15 044	46 731
Europe outside of Scandinavia	+48%	47 803	32 401	+324%	141 251	33 339
		53 012	42 410		156 295	80 070

Year-end Report May–December 2024

Moving forward

Uncertainty in the short perspective

- Low season in the coming quarters
- Political uncertainty
- Geopolitical concerns

Expected improvment in the coming high season

- Lower interest rates and inflation
- Improved balance between the pricing of electricity and natural gas
- Signs of political initiatives
- Our investments have improved our offer towards OEM-segment and our ongoing efforts in focus markets will generate result





Number of heat pump sold



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