Financial highlights in 2024

Ericsson	Nikola	Tesla	Group
LIIOSSOII	MINOIG	i Colu	Cicup

Fricsson		

	Ericsson	Nikola Tesla Group		Ericsson	Nikola Tesla d.d.	
	2024	2023	2022	2024	2023	2022
Statement of comprehensive income and cash flow items (in						
EUR million)						
Sales revenue	249	304	298	243	232	220
Selling and Administration expenses	-12	-13	-13	-12	-11	-11
Operating profit	22	25	17	29	21	19
Profit for the year	16		16	22	19	20
Operating cash flow	10	17	25	11	6	27
Year-end position (in EUR million)						
Total assets	180	193	167	166		136
Cash, cash equivalents and liquid financial assets	63		74	54		65
Capital employed	82	87	63	77	75	53
Equity	68	72	58	63	61	49
Per share indicators						
Earnings per share (EPS) in euro	12	17	12	17	14	15
Dividends per share	10.54 eur	15 eur	6 eur	10.54 eur	15 eur	6 eur
Number of shares outstanding, average (in millions)	1,326	1,323	1,323	1,326	1,323	1,323
Other information (in EUR million)						
Additions to property, plant and equipment	3	2	2	3	2	2
Depreciation of property, plant and equipment	3	3	4	3	3	4
Alternative Performance Measures (APMs)						
Gross margin	11.4%	10.5%	8.2%	11.3%	11.2%	7.9%
Operating margin	8.9%	8.1%	5.7%	12.0%	8.9%	8.7%
EBITDA Margin	11.0%	10.1%	7.9%	14.1%	10.8%	10.9%
Return on equity (ROE)	22.9%	30.6%	28.4%	35.7%	31.1%	43.8%
Return on capital employed (ROCE)	19.1%	25.6%	25.4%	29.3%	25.2%	39.3%
Return on sales (ROS)	6.3%	7.3%	5.3%	9.2%	8.1%	8.9%
Equity ratio	37.9%	37.6%	34.7%	37.9%	37.1%	36.3%
Capital turnover	3.1	3.5		3.2	3.1	4.4
Current ratio	1.5		l I	1.5	l	1.3
P/E ratio	15.6	11.9	18.9	10.8	14.0	15.4
* As proposed by the Management Board and Supervisory Board						
7 to proposed by the Management board and oupervisory board					l	

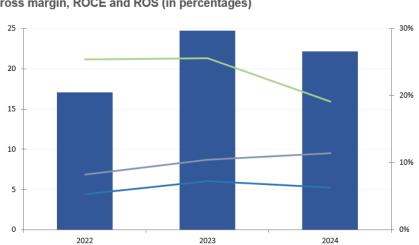
Balance sheet structure (in MEUR)



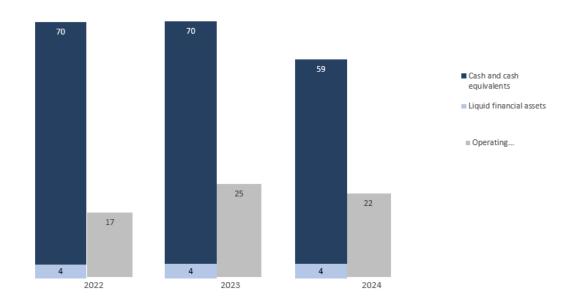


Operating profit (in MEUR), Gross margin, ROCE and ROS (in percentages)

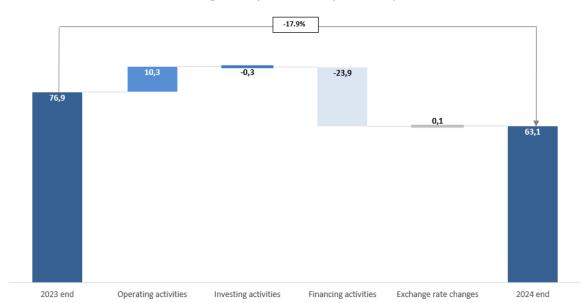




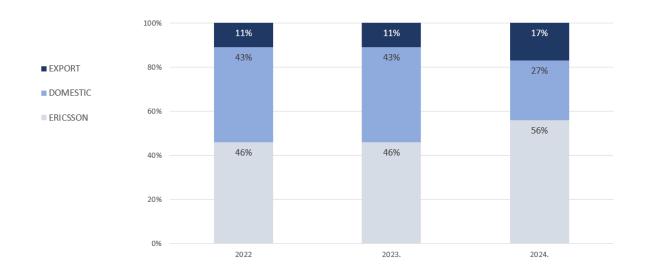
Development of liquid assets and operating cash flow (in MEUR)



Change in liquid assets (in MEUR)



Sales revenue by market (in percentages)



Statement by the Director of Finance



Damir Bušić,
Director Finance,
Sourcing and
Commercial Management

In 2024, we witnessed complex geopolitical and macroeconomic conditions at the global level and the risks and opportunities associated with them. In the eurozone, some member states recorded negative developments in their own economies, while Croatia maintained a real GDP growth trend at a rate higher than the European average. According to the forecasts of the Croatian Central Bank, growth of approximately 3% is expected to continue this year, primarily driven by domestic demand, salary growth, high employment and investments. At the same time, Croatia is still under strong inflationary pressures, which we have also felt in our own business in the form of rising costs of labor, services, energy sources and materials. In addition, we were exposed to pressure from our customers on the prices of our products and services despite rising employee costs and the increase in the cost of living.

Taking into account all the dynamics of the business environment, ENT Group undertook numerous activities in order to maintain the stability and sustainability of the business. We strive to strategically consolidate our key positions in the ICT sector with the aim of increasing our market share. Moreover, we work on further improving our technological solutions and strengthening our relationships with key customers and partners. To achieve this, we strive to implement the always up-to-date activities to adapt our internal environment and work processes

in order to increase efficiency and reduce costs. We invest in the education and training of our employees to ensure that they are ready for new challenges and new technologies.

We are exploring new sources of financing for business operations and customers by intensifying cooperation with domestic and international banks. We are utilizing co-financing opportunities (including EU funds) for a part of our research projects through which we maintain presence and visibility in that community. These steps we take confirm our ability to find ways to continue business without disruption and achieve positive results in all areas as well as to contribute to competence development and innovation despite the financial challenges that the projects put in front of us.

Sales revenue are EUR 249.5 million, down by 18.0% year-over-year. The main reasons for this are the non-renewal of the manages services contract with Hrvatski Telekom and slow-down of operators' investments in mobile telecom infrastructure in the domestic market, which is partially offset by the growth of revenue in the Digital Society segment in export markets and continued stable business performance in the market of services for Ericsson. Gross margin increased from 10.5% to 11.4% as a result of business mix and efficiency increase and cost reduction initiatives.

Working Capital Days (WCD) increased from 32 to 38 days, mainly as a result of the extended dynamics of collection of customer receivables in all markets, particularly in Ericsson's market. If we exclude services to Ericsson, WCD decreased to 28 days down from 48 days in 2023 as a result of increased efficiency in certain extremely demanding projects in terms of work and capital engagement. Operational expenses are down by 6.5% year-over-year to EUR 12.1 million due to significantly lower costs of using the corporate trademark for 2024, which acts as a counterbalance to the increase in investment costs in developing new business opportunities, celebrating the company's 75th anniversary and introducing a new visual identity. As a result of lower sales revenue and lower gross profit, operating profit decreased by 10.6% amounting to EUR 22.1 million, while the profit from financial activities increased from EUR 0.5 million to EUR 1.1 million, as a result of higher interest income due to an increase in interest rates.

We have kept a stable financial position by reporting assets of EUR 179.7 million in the Group's balance sheet as at December 31, which is a decrease of 6.7% compared to EUR 192.6 million at the end of the previous year, influenced by expected changes in cash equivalents due to business requirements. Cash flow from operating activities amounted to EUR 10.3 million (2023: EUR 16.7 million) and ensures a stable start for operations in 2025.

Our expectations for 2025 in terms of risks and opportunities are somewhat in line with those for the year before. We are prepared for difficulties and challenges. We strategically think about where we want to be and what market positions we want to occupy. We weigh every decision in achieving agreed goals. We learn from our own experience, but also from the experiences of our customers and partners, as well as the environment, and on top of that, we always return to innovation as the main driver of our success.

Information for shareholders

Shares of Ericsson Nikola Tesla d.d. are traded in the Regular Market of the Zagreb Stock Exchange under the symbol ERNT-R-A.

Share trading and price trend

According to the regular turnover in 2024, Ericsson Nikola Tesla's share is ranked fourth on the Zagreb Stock Exchange with a turnover of EUR 22.0 million (2023: EUR 11.1 million). In block transactions, an additional EUR 1.7 million were traded (2023: EUR 273.8 thousand).

In 2024, share price decreased by 7.79% to EUR 183.5. At the end of 2024, Ericsson Nikola Tesla's market capitalization was EUR 244.4 million (end of 2022: EUR 265.0 million). As regards the free float market capitalization, Ericsson Nikola Tesla is ranked fourteenth on the Zagreb Stock Exchange, with EUR 123.4 million, which represents 1.7 % of the total free float market capitalization. At the end of 2024, Ericsson Nikola Tesla's share weight in CROBEX Index was 3.9%.

On the Zagreb Stock Exchange, the share turnover within the orderbook was about +10% better, ETFs were traded as much as +61.6% more, and in the end the total turnover was +23.6% higher than in 2023. Market value, expressed in market capitalization, strengthened by +26.3% when it comes to shares, while the ETFs' increased as much as +211%.

Indexes achieved excellent results. During 2024, CROBEX exceeded the limit of 3,000 points and realized an increase of almost +26%, surpassing the main stock market indexes such as Dow Jones, S&P 500 and DAX. Blue-chip index CROBEX10 increased almost +30%, and indexes CROBEXtr and CROBEX10tr, which also integrate the dividend yield, ended the year with an increase of +30.4% and +33.5%. The sector index CROBEXindustrija has achieved a record increase of +39.05%, while CROBEXkonstrukt increased by +26.79%. The performance of CROBEXnutris (-5.73%), CROBEXturist (-0.16%) and CROBEXtransport (-17.9%) was negative.

Liquidity was concentrated in a smaller number of shares, and the most traded shares were the ones from HT, Končar, Podravka, Ericsson Nikola Tesla and Končar - D&ST.

Trading in 2024

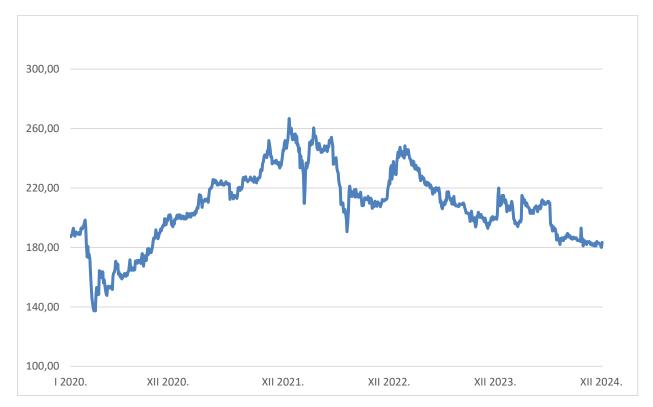
ERNT-R-A Share price and turnover	2020	2021	2022	2023	2024
Highest (EUR)	203.1	258.8	270.8	255.0	226.0
Lowest (EUR)	135.4	199.1	187.8	191.5	177.0
Last - end of year (EUR)	199.1	239.4	226.3	199.0	183.5
Turnover (in EUR million) - within the orderbook	16.1	11.2	11.0	11.1	22.0
Turnover (in EUR million) block transactions	0.70	4.44	0.91	0.27	1.7
trade volume - within the orderbook	93,010	50,525	47,841	52,579	110,328
trade volume - block transactions	3,500	19,638	4,171	1,250	8,950
Dividend per share (EUR)	10.9	8.5	6	15	10.54*

^{*}Dividend proposal submitted to the Annual General Meeting of the joint-stock company Ericsson Nikola Tesla

ERNT-R-A share turnover and average price trend in 2024 (in EUR) (graph 01)



Average ERNT-R-A share price trend 2020 - 2024 (in EUR) (graph 02)



Share capital

As at December 31, 2024, Ericsson Nikola Tesla joint-stock company had a share capital amounting to EUR 17,674,030.00 divided into 1,331,650 ordinary shares without the nominal value. Each share carries one vote at the company's Annual General Meeting. The total number of treasury shares at the end of 2024 was 5,728 representing 0.43% of the share capital. The shares were owned by 7,071 shareholders.

Shareholders

Ericsson Nikola Tesla d.d. major shareholders as at 31 December 2024.

Shareholders	Number of	% of share capital
	shares	
Telefonaktiebolaget LM Ericsson	653,473	49.07
PBZ d.d. / Raiffeisen mandatory pension fund, B category	123,514	9.28
PBZ d.d. / custodian client account	20,255	1.52
Raiffeisenbank Austria d.d. / Raiffeisen voluntary pension	18,360	1.38
fund		
OTP banka d.d. / OTP Index fund – open-end alternative	9,501	0.71
investment fund with public offering		
PBZ d.d. / Raiffeisen mandatory pension fund, A category	6,523	0.49
Vuleta Ivica	6,280	0.47
Ericsson Nikola Tesla d.d.	5,728	0.43
Raiffeisenbank Austria d.d. / custodian account	4,879	0.37
HITA-VRIJEDNOSNICE D.D./ Marodi Antun	4,397	0.33
Other shareholders	478,740	35.95

Ericsson Nikola Tesla's Annual General Meetings

The regular Annual General Meeting of Ericsson Nikola Tesla joint-stock company was held on June 27, 2024, at the company's headquarters in Zagreb. For participation in the work of the Annual General Meeting 61.02 percent of the Company's total share capital was registered.

Prior to voting on the proposed decisions, the Company's Managing Director, Gordana Kovačević, presented in detail the Group's and the Company's business results in 2023, and additionally commented on Ericsson Nikola Tesla Group's strategy, business outlook and future trends. Furthermore, Damir Bušić, Director of Finance, Sourcing and Commercial Management, presented the financial statements and key financial indicators for 2023.

Independent Auditors' Report was presented by Domagoj Hrkać, Partner at KPMG Croatia. Olgica Spevec presented the Supervisory Board's Report on the Performed Supervision of the Company's business operations in 2023.

In line with the published Agenda, Ericsson Nikola Tesla joint-stock company Annual General Meeting adopted the following Decisions:

- the Report of the Company's Supervisory Board on the Performed Supervision in 2023 is approved
- the decision is reached to supplement the Company's scope of business activities, in a way that in addition to the existing activities, the following activities are added:
 - * activity of electronic communications networks and services
 - * geodetic activities
 - * testing of electrical and lightning protection installations
 - * installation, repair and maintenance of heating, ventilation and cooling devices
 - * chemical cleaning and disinfection of refrigerating, air-conditioning and ventilation systems and equipment
 - * design and manufacture of products and parts for air-conditioning and ventilation
 - * manufacture of articles of concrete, gypsum (plaster) and artificial stone
 - * cutting, shaping and finishing of stone
 - * activity of waste transport
 - * setting up and dismantling temporary traffic signaling
- the decision is reached on the amendment of the Company's Articles of Association pursuant to the previous decision to supplement the Company's scope of business activities;
- it was decided that the Company's net profit for the financial year 2023, amounting to EUR 18,840,713.66 will be allocated to retained earnings. The Company's shareholders will be paid a regular dividend of EUR 10 per share and an extraordinary dividend of EUR 5 per share, i.e. a total of EUR 15 per share from the retained earnings from 2022 and the retained earnings from 2023. The dividend shall be paid on July 17, 2024 (payment date) to all the Company's shareholders that on July 03, 2024 (record date) have the Company's shares registered on their securities account in the Central Depository & Clearing Company.

- Remuneration Report for Supervisory Board members and Management Board in 2023 together with the Independent limited assurance report on the Remuneration Report of Ericsson Nikola Tesla d.d. is approved.
- Discharge from liability is given to Gordana Kovačević, the Company's Managing Director, in relation to the exercise of her duties in 2023.
- Discharge from liability is given to the members of the Company's Supervisory Board and its Chairman in relation to the exercise of their duties in 2023.
- it was decided that KPMG Croatia d.o.o. is appointed as the auditor of business performance for the year 2024.

The extraordinary Annual General Meeting of Ericsson Nikola Tesla joint-stock company was held on November 22, 2024, at the company's headquarters in Zagreb. For participation in the work of the Annual General Meeting, 60.89 percent of the Company's total share capital was registered, and the following decisions were reached:

- it was decided that the amount of 4 MEUR from 2023 retained earnings will be allocated to reserves for treasury shares and the Company's Management Board was given consent to award the Company's employees up to 10,000 treasury shares.
- the decision was reached on amending the Company's Articles of Association as follows:

Article 25 is amended and now reads as follows:

"The Management Board of the Company consists of one to five members.

In case the Company's Management Board has more than one member, the Management Board has a President of the Management Board. The members and the President of the Management Board are appointed by the Supervisory Board.

The president of the Management Board or the director (in the case when the Management Board has only one member) is appointed for a maximum of five years. When the Management Board consists of several members, the other members of the Management Board are appointed for a maximum of four years.

The director, members of the Management Board and the President of the Management Board can be re-appointed to that position without limitation of the number of mandates."

Article 26 is amended and now reads as follows:

"When the Management Board consists of only one member - the director, he represents the company individually and independently.

When the Management Board consists of several members, the President of the Management Board represents the Company individually and independently, and the other members of the Management Board represent the Company together with another member of the Management Board. All commercial and other powers of attorney, including procura, are granted by the Management Board in accordance with its powers of representation.

The Management Board makes decisions at meetings, by majority vote of the Management Board members. In case of an equal number of votes, the President of the Management Board has the deciding vote.

The work of the Management Board can be regulated by the Rules of Procedure of the Management Board adopted by the Supervisory Board, or by the Management Board with the approval of the Supervisory Board."

- the revised Remuneration Policy for the Management Board was approved.
- the decision was reached on the election of Stefan Kötz, Head of Mission Critical Networks & Strategic Projects in Market Area Europe & Latin America (MELA) in Ericsson, as a member of the Supervisory Board, for a 4 (four) year term.