



Outstanding questions from Q&A Earnings call 2025-02-26

How many % of the year's orders have already been placed and how many % of the year's orders will come in during the same year if you were to estimate. That is, how much spontaneous orders can come in this year that will also be sales this year.

We have a stable foundation of orders already placed that extend through the year, while also seeing a continuous inflow of new orders. The proportion of orders received and delivered in the same year varies depending on market dynamics and product, where we historically see that a significant part of sales is also driven by orders placed during the year. We have good capacity and are also investing in additional production capacity in Astor Industry, among others.

If you summarize your thoughts and analyses - Why should shareholders continue to invest in Astor instead of other defense companies?

Shareholders should continue to invest in Astor because we are an exciting case with top-tier subsidiaries that delivers consistent growth and innovative solutions within the defense and security sector. We are building an agile and profitable defense group that accelerates defense innovation, creating and delivering value to NATO's combat units—either directly to operators or as a subcontractor for critical components. Unlike other larger actors, we are able to move fast to meet customer demands and work together as a solid team without unnecessary bureaucracy.

Additionally, our recent acquisitions have strengthened our capabilities and created synergies that further enhance operational efficiency and our ability to deliver value to shareholders. We are also committed to maintaining strong relationships with key defense organizations and actors and are well-positioned to capitalize on opportunities in high-growth markets globally.

Looking ahead, we are focused on strengthening our market position, expanding internationally, and driving technological advancements within our segments. Supported by a strong financial position and a clear strategy, we entered 2025 with a commitment to continued growth and innovation. The increasing demand for our products and solutions validates our efforts and opens up new opportunities to enhance our capabilities, broaden our offerings, and further develop our business. We believe that our strategy will continue to drive value and offer superior returns compared to other companies in the industry.

Is Astor Eclipse in use in Ukraine?

At this time, we are unable to comment on specific countries or clients due to confidentiality. We prioritize maintaining the privacy and security of our customers and partners.

However, we can confirm that Astor Eclipse, like all of our solutions, is designed to meet the market needs and can be applied in a variety of defense and security contexts globally.



You said before that you were the 5th biggest share holder and perhaps the 4th biggest soon. When can we see that happen?

As the 5th largest shareholder, my goal is to increase my ownership over time, and I am actively working towards that. In addition to my current holdings, I also hold warrants, which provide me with the opportunity to further expand my stake. I also intend to purchase shares in the market when the conditions are favorable, as I believe in the long-term potential of the company. While I can't provide a specific timeline for when I will reach the 4th position, rest assured that increasing my ownership is a priority for me, and I will continue to do so as opportunities arise. My commitment to the company remains strong, and I am focused on driving shareholder value.

Does trump affect us negatively?

This was brought up in the CEO comment in our year-end report where Mattias Hjorth made the following statement:

Unfortunately, we are witnessing more and more non-European countries attempting to destabilize the security we have enjoyed for many years. With the recent U.S. presidential election, potential trade tariffs, and growing polarization, stability is further threatened. Security of supply, interoperability, and interchangeability for the Nordic and European markets have never been more critical. Astor Group stands strong, with only partial exposure to the U.S. market, primarily through our subsidiary, Scandiflash.

When could Astor deliver dividend? I know it's not a priority but it's also a strong message if it's possible, even though it might be small.

We understand the importance of dividends to our investors and appreciate your perspective. While delivering a dividend is not currently our top priority, we are always evaluating our financial position and the long-term strategy of the company. Our focus is on reinvesting in growth, innovation, and strengthening our operations for example through acquisitions. That said, if we reach a point where delivering a small dividend is viable without compromising our strategic goals, we will certainly consider it. We remain committed to delivering value to our shareholders and will continue to assess all options as we move forward.