

# NRG

The rescue vehicle manufacturer NRG achieved a turnaround in 2023. Net sales developed favourably and profitability turned positive after a difficult 2022. The previous challenges stemming from difficulties with the supply of components and truck chassis eased as the year went on, and material prices returned to normal to a large extent.



Swedcat airport firefighting vehicle, a flagship of Sala Brands's own design and production, at an airport in Sweden.



**Saurus does the job, says fleet manager Jarmo "Jape" Turpeinen with 41 years of experience.**

**38.8 MEUR**

NET SALES

**1.9 MEUR**

OPERATING PROFIT

**111**

PERSONNEL

NRG's comparable pro forma net sales increased by 23% to EUR 38.8 million in 2023 (2022: EUR 31.5 million) and EBITDA increased to EUR 2.5 million (2022: EUR 0.3 million). In 2023, EBITDA increased for both Saurus and Sala Brand, and administrative expenses were also significantly lower than in the comparison period. The average number of employees was 111 in 2023.

### Strong market position

NRG is divided into two subsidiaries, with Saurus serving the Finnish market and Sala Brand the Swedish market. Rescue vehicles use country-specific

standards, which means that the vehicles are produced in the target country. In addition to the production of customised rescue vehicles, NRG's operations include maintenance services for the vehicles. Both brands have a strong brand awareness and position in their respective markets. NRG's customer base consists mainly of public sector organisations and large companies that own production facilities. There was a change in the customer base in Finland as the wellbeing services counties started their operations at the beginning of 2023.

The development of NRG's operations continued with services (maintenance, modernisation and

spare part sales) being separated into dedicated functions and production efficiency being improved to increase capacity. The aim is to deliver vehicles within approximately 7–9 months of receiving an order.

### Favourable outlook

A record-high order book and the normalised prices of materials put NRG in a good position for 2024. The aim is to identify new international markets and increase production capacity through development projects and recruit new talent as needed.