

# **INTERIM REPORT 1 APRIL - 31 DECEMBER 2024**

### THIRD QUARTER (1 OCTOBER - 31 DECEMBER 2024)

- Net sales increased by 11 percent and amounted to SEK 5,481 million (4,960).
- Operating profit before amortisation of intangible non-current assets (EBITA) increased by 17 percent and amounted to SEK 790 million (674) corresponding to an EBITA margin of 14.4 percent (13.6).
- Operating profit increased by 17 percent and amounted to SEK 661 million (564) corresponding to an operating margin of 12.1 percent (11.4).
- Profit after tax increased by 14 percent and amounted to SEK 456 million (401) and earnings per share before/after dilution amounted to SEK 1.65 (1.45).

### PERIOD (1 APRIL - 31 DECEMBER 2024)

- Net sales increased by 7 percent and amounted to SEK 16,046 million (14,928).
- Operating profit before amortisation of intangible non-current assets (EBITA) increased by 14 percent and amounted to SEK 2,385 million (2,097) corresponding to an EBITA margin of 14.9 percent (14.0).
- Operating profit increased by 13 percent and amounted to SEK 2,014 million (1,777) corresponding to an operating margin of 12.6 percent (11.9).
- Profit after tax increased by 13 percent and amounted to SEK 1,397 million (1,240) and earnings per share before/after dilution amounted to SEK 5.05 (4.45). For the latest twelve month period earnings per share before/after dilution amounted to SEK 6.65 (6.10).
- Return on working capital (P/WC) amounted to 74 percent (68).
- Return on equity amounted to 28 percent (29) and the equity ratio amounted to 38 percent (38).
- Cash flow from operating activities amounted to SEK 1,848 million (1,894). For the latest twelve month period, cash flow per share from operating activities amounted to SEK 9.35 (10.05).
- Since the start of the financial year eleven acquisitions have been completed, with total annual sales of about SEK 1,450 million.

| Group Summary                           | 3      | months |     | 9      | months |     | Rolling 12 | 2 months |
|---|--------|--------|-----|--------|--------|-----|------------|----------|
|   | 31 Dec | 31 Dec |     | 31 Dec | 31 Dec |     | 31 Dec     | 31 Mar   |
| SEKm                                    | 2024   | 2023   | Δ   | 2024   | 2023   | Δ   | 2024       | 2024     |
| Net sales                               | 5,481  | 4,960  | 11% | 16,046 | 14,928 | 7%  | 21,137     | 20,019   |
| EBITA                                   | 790    | 674    | 17% | 2,385  | 2,097  | 14% | 3,148      | 2,860    |
| EBITA-margin %                          | 14.4   | 13.6   |     | 14.9   | 14.0   |     | 14.9       | 14.3     |
| Profit after financial items            | 592    | 516    | 15% | 1,811  | 1,604  | 13% | 2,390      | 2,183    |
| Profit for the period                   | 456    | 401    | 14% | 1,397  | 1,240  | 13% | 1,848      | 1,691    |
| Earnings per share before dilution, SEK | 1.65   | 1.45   |     | 5.05   | 4.45   |     | 6.65       | 6.05     |
| Earnings per share after dilution, SEK  | 1.65   | 1.45   |     | 5.05   | 4.45   |     | 6.65       | 6.05     |
| Cash flow from operating activities per |        |        |     |        |        |     |            |          |
| share, SEK                              | -      | -      |     | -      | -      |     | 9.35       | 9.55     |
| Return on equity, %                     | 28     | 29     |     | 28     | 29     |     | 28         | 28       |
| Equity ratio, %                         | 38     | 38     |     | 38     | 38     |     | 38         | 39       |

Comparisons in parentheses refer to the corresponding period of the previous year, unless stated otherwise.

# **CEO'S COMMENTS**

### THIRD QUARTER - STRONG RESULTS IN A CHALLENGING MARKET

Overall, activity was at a high level during the quarter and, despite calendar effects and hesitancy in certain customer segments, total sales increased by 11 percent, 3 percent of which was organic. Profit (EBITA) increased by 17 percent to SEK 790 million with a strengthened margin of 14.4 percent (13.6). Our strong cash flow allows for a high pace of acquisition and we acquired three new companies during the quarter and another one after the end of the period. It is with great pride that I can conclude that our business model and unique culture, based on entrepreneurship and decentralised responsibility, continues to generate profitable growth, even in a challenging market.

### **MARKET TREND**

The business situation with clear differences between, but also within, our most important customer segments persisted. Demand for infrastructure products for national and regional grids was very strong during the quarter. We also saw continued positive demand for products and solutions from manufacturing companies in the defence industry and among marine customers. In total, the business situation was stable within the medical technology, electronics, engineering and process industries. The challenging business situation in building and installation remained unchanged, which also affected demand in special vehicles, where construction machinery in particular had a weak development. Order intake for new projects in the sawmill industry remained at low levels and, in the third quarter, we also saw a weakening of the aftermarket in this segment. From a geographical perspective, the business situation was, on the whole, stable in the Nordic region, with the exception of Finland, where it remained weak. In our principal markets outside the Nordic region the business situation was, on the whole, stable in DACH and weak in Benelux, while it was positive in the UK.

### **ACQUISITIONS**

During the quarter, we continued to acquire well-managed and sustainable companies with high profitability. Over the financial year to date, we have acquired eleven companies with combined annual sales of about SEK 1,450 million, of which eight was outside the Nordic region. The strength of the strategy of strengthening our niche positions with high-performing companies, given a cultural match but regardless of geography, is growing increasingly apparent and we are continuing to execute as planned. Our pipeline of attractive acquisition candidates is well-filled and, combined with our strong financial position, we expect to continue to make acquisitions at a high pace going forward.

### **OUTLOOK**

Despite a continued uncertain macroeconomic situation and continued investment hesitancy in certain customer segments, our confidence in the resilience of our diversified business and our strategic positions with structural growth remains undiminished. A well-filled order book combined with solid order intake in the third quarter makes the short-term outlook good. Addtech has an ambitious growth plan and our ability to quickly adapt to new conditions and address challenges but above all to capture potential, makes us well-equipped for the future and to continue generating value.

Niklas Stenberg President and CEO



# **GROUP DEVELOPMENT**

### Sales development

Net sales in the Addtech Group increased in the third quarter by 11 percent to SEK 5,481 million (4,960). The organic growth amounted to 3 percent and acquired growth amounted to 8 percent. Exchange rate changes affect net sales marginally negative corresponding to SEK 27 million.

Net sales in the Addtech Group during the period increased by 7 percent to SEK 16,046 million (14,928). The organic growth amounted to 2 percent and acquired growth amounted to 6 percent. Exchange rate changes affect net sales negatively with 1 percent, corresponding to SEK 114 million.

### **Profit development**

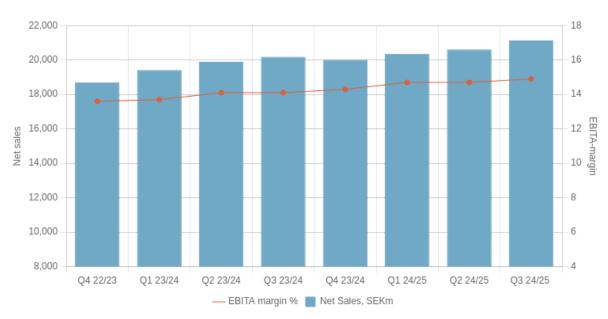
EBITA in the third quarter amounted to SEK 790 million (674), representing an increase of 17 percent. Operating profit increased during the quarter by 17 percent to SEK 661 million (564) and the operating margin amounted to 12.1 percent (11.4). Net financial items amounted to SEK -69 million (-48) and profit after financial items increased by 15 percent to SEK 592 million (516).

Profit after tax increased by 14 percent and amounted to SEK 456 million (401) corresponding to earnings per share before/after dilution of SEK 1.65 (1.45).

EBITA for the period amounted to SEK 2,385 million (2,097), representing an increase of 14 percent. Operating profit increased during the period by 13 percent to SEK 2,014 million (1,777) and the operating margin amounted to 12.6 percent (11.9). Net financial items were SEK -203 million (-173) and profit after financial items increased by 13 percent to SEK 1,811 million (1,604).

Profit after tax for the period increased by 13 percent to SEK 1,397 million (1,240) and the effective tax rate amounted to 23 percent (23). Earnings per share before/after dilution for the period amounted to SEK 5.05 (4.45). For the latest twelve month period, earnings per share before/after dilution amounted to SEK 6.65 (6.10).

### Net sales and EBITA margin, rolling 12 months



# DEVELOPMENT IN THE BUSINESS AREAS

### **AUTOMATION**

Net sales in Automation increased in the third quarter by 6 percent to SEK 920 million (868) and EBITA increased by 1 percent to SEK 105 million (104). Net sales during the period increased by 2 percent to SEK 2,667 million (2,627) and EBITA amounted to SEK 322 million (327).

#### Market

Overall, the business situation was favourable for the Automation business area in the third quarter of the year. Although the sales trend was favourable, margins were impacted negatively by calendar effects and an unfavourable product mix. The market situation varied between the different market segments – it was stable for companies operating in medical technology, the engineering segment and defence, while it was, on the whole, weak for process industries.

#### **ELECTRIFICATION**

Net sales in Electrification increased in the third quarter by 7 percent to SEK 1,072 million (1,007) and EBITA increased by 15 percent to SEK 129 million (112). Net sales during the period increased by 7 percent to SEK 3,260 million (3,060) and EBITA increased by 11 percent to SEK 420 million (379).

#### Market

The Electrification business area experienced a strong market position in the third quarter and favourable sales growth. Demand was weak from customers in building and installation, while it was stable in energy, special vehicles and electronics. Demand was strongest in the engineering segment, medical technology and the defence industry and improved in data and telecom. The revaluation of contingent purchase considerations affected profit for the quarter positively by about SEK 3 million.

### **ENERGY**

Net sales in Energy increased in the third quarter by 22 percent to SEK 1,599 million (1,306) and EBITA increased by 43 percent to SEK 245 million (171). Net sales during the period increased by 12 percent to SEK 4,510 million (4,031) and EBITA increased by 24 percent to SEK 671 million (541).

### Market

The Energy business area experienced a continued strong market position in the third quarter and very good sales growth. Demand was highly favourable for infrastructure products for the conversion and extension of national and regional grids, as well as for niche products for electrical transmission, and products and solutions for data centres. On the whole, the market situation was stable in the expansion of fiber-optic networks and the engineering segment, while it remained weak in building and installation. The market situation was also positive for the units operating in wind power and traffic safety.

### **INDUSTRIAL SOLUTIONS**

Net sales in Industrial Solutions increased in the third quarter by 7 percent to SEK 968 million (906) and EBITA increased by 4 percent to SEK 195 million (188). Net sales during the period increased by 4 percent to SEK 2,783 million (2,664) and EBITA increased by 10 percent to SEK 590 million (539).

### Market

On the whole, the business situation for the Industrial Solutions business area was favourable in the third quarter. Sales were favourable, with acquisitions contributing to the positive trend. The market situation remained weak for the companies exposed to the forestry and sawmill industry, as well as for companies within special vehicles. The market situation of the companies operating in the engineering sector was weak, while it was favourable in waste and recycling. The business area was affected positively by an unrealised exchange rate gain of about SEK 2 million over the quarter.

### **PROCESS TECHNOLOGY**

Net sales in Process Technology increased in the third quarter by 6 percent to SEK 930 million (878) and EBITA increased by 3 percent to SEK 122 million (119). Net sales during the period increased by 11 percent to SEK 2,846 million (2,565) and EBITA increased by 13 percent to SEK 400 million (355).

### Market

On the whole, the Process Technology business area experienced a stable market position in the third quarter, although with variations between market segments. Sales were negatively affected by a weak business situation for the companies operating in aftermarket and services for the forest industry and by the effects of customers' postponed investment decisions on projects. On the whole, demand was stable in medical technology, the engineering segment and the process industry and favourable in the marine segment, while it was weak in the energy, forest and special vehicles segments. The margin was negatively affected by a weaker product mix.

# OTHER FINANCIAL INFORMATION

### Profitability, financial position and cash flow

The return on equity at the end of the period was 28 percent (29) and return on capital employed was 22 percent (22). Return on working capital P/WC (EBITA in relation to working capital) amounted to 74 percent (68).

At the end of the period the equity ratio amounted to 38 percent (38). Equity per share, excluding non-controlling interest, totalled SEK 24.50 (20.75). The Group's net debt at the end of the period amounted to SEK 5,342 million (4,543), excluding pension liabilities of SEK 261 million (249). The net debt/equity ratio, calculated on the basis of net debt excluding provisions for pensions amounted to 0.8 (0.7).

Cash and cash equivalents consisting of cash and bank equivalents and approved but non-utilised credit facilities amounted to SEK 2,173 million (1,762) at 31 December 2024.

Cash flow from operating activities amounted to SEK 1,848 million (1,894) during the period. Company acquisitions and disposals including settlement of contingent consideration regarding acquisitions implemented in previous years amounted to SEK 1,216 million (1,121). Investments in non-current assets totalled SEK 168 million (138) and disposal of non-current assets amounted to SEK 19 million (15). Repurchase of call options amounted to SEK 67 million (32). Exercised and issued call options totalled SEK 44 million (45). Dividend paid to the shareholders of the Parent Company totalled SEK 755 million (674), corresponding to SEK 2.80 (2.50) per share. The dividend was paid out in the second quarter.

#### **Employees**

At the end of the period, the number of employees was 4,430 compared to 4,175 at the beginning of the financial year. During the period, completed acquisitions resulted in an increase of the number of employees by 277. The average number of employees in the latest twelve month period was 4,274.

### Ownership structure

At the end of the period the share capital amounted to SEK 51.1 million.

|   | Number of   | Number of   | Percentage of | Percentage of |
|---|-------------|-------------|---------------|---------------|
| Class of shares                           | shares      | votes       | capital       | votes         |
| Class A shares, 10 votes per share        | 12,864,384  | 128,643,840 | 4.7%          | 33.1%         |
| Class B shares, 1 vote per share          | 259,929,600 | 259,929,600 | 95.3%         | 66.9%         |
| Total number of shares before repurchases | 272,793,984 | 388,573,440 | 100.0%        | 100.0%        |
| Repurchased class B shares                | -2,942,312  |             | 1.1%          | 0.8%          |
| Total number of shares after repurchases  | 269,851,672 |             |               |               |

Addtech has four outstanding call option programmes for a total of 2,295,275 shares. Call options issued on repurchased shares entail a dilution effect of about 0.2 percent during the latest twelve month period. Addtech's own shareholdings fully meet the needs of the outstanding call option programmes.

| Outstanding | Number of | Corresponding    | Proportion of |                |                          |
|-------------|-----------|------------------|---------------|----------------|--------------------------|
| programme   | options   | number of shares | total shares  | Exercise price | Expiration period        |
| 2024/2028   | 639,925   | 639,925          | 0.2%          | 388.80         | 6 Sep 2027 - 9 Jun 2028  |
| 2023/2027   | 674,500   | 674,500          | 0.2%          | 221.00         | 7 Sep 2026 - 9 Jun 2027  |
| 2022/2026   | 825,910   | 825,910          | 0.3%          | 180.10         | 8 Sep 2025 - 10 Jun 2026 |
| 2021/2025   | 154,940   | 154,940          | 0.1%          | 214.40         | 9 Sep 2024 - 11 Jun 2025 |
| Total       | 2,295,275 | 2.295.275        |               |                |                          |

### Acquisitions and disposal

During the period, 1 April to 30 September 2024 the following acquisitions were completed; Romani Components Srl, Italy, was acquired to become part of the Automation business area. Nuova Elettromeccanica Sud S.p.A., Italy, was acquired to become part of the Energy business area. Novomotec GmbH, Germany, and Cell Pack Solutions Ltd., Great Britain, were acquired to become part of the Electrification business area. GoDrive AS, Norway, and C. Gunnarssons Verkstads AB, Sweden, were acquired to become part of the Industrial Solutions business area. Analytical Solutions and Products B.V., Netherlands, were acquired to become part of the Process Technology business area.

On 1 October, 85 percent of the shares in PGS Tec GmbH, Germany, was acquired to become part of the Process Technology business area. PGS designs, assembles and installs customised water and gas supply systems to pharmaceutical, industrial and laboratory customers. The offering covers the entire spectrum of pipeline infrastructure, including valves, instrumentation and automation as well as service and maintenance. The company has 15 employees and sales of around EUR 7 million.

On 4 November, Unilite A/S, Denmark, was acquired to become part of the Energy business area. Unilite develops, manufactures and sells energy-efficient fire safety- and ventilation solutions for industrial, commercial and public buildings. The company has 78 employees and sales of around DKK 210 million.

On 5 November, Nanosystec GmbH, Germany, was acquired to become part of the Electrification business area. Nanosystec develops, produces and sells production equipment primarily for manufacture of opto-electronics and precision mechanics to customers in the data communications, medical technology and semiconductor industries. The company has 20 employees and sales of around EUR 7.8 million.

The purchase price allocation calculations for the acquisitions completed during the period 1 April - 31 December 2023 have now been finalised. No significant adjustments have been made to the calculations. Acquisitions completed as of the 2023/2024 financial year are distributed among the Group's business areas as follows:

Not

|   |   | Net   |   |   |
|---|---|---|---|---|
|   | Acquired  | sales,  | Number of   |   |
| Closing   | share, %  | SEKm*   | employees*  | <b>Business Area</b>  |
| April, 2023   | 90  | 55  | 40  | Process Technology  |
| April, 2023   | 100   | 150   | 49  | Process Technology  |
| May, 2023   | 90  | 55  | 21  | Industrial Solutions  |
| June, 2023  | 100   | 80  | 22  | Electrification   |
| June, 2023  | 100   | 50  | 14  | Industrial Solutions  |
| June, 2023  | 100   | 75  | 3   | Energy  |
| October, 2023   | 89  | 160   | 18  | Industrial Solutions  |
| November, 2023  | 100   | 85  | 24  | Automation  |
| January, 2024   | 80  | 95  | 20  | Process Technology  |
| February, 2024  | 100   | 60  | 10  | Industrial Solutions  |
|   |   | Net   |   |   |
|   | Acquired  | sales,  | Number of   |   |
| Closing   | share, %  | SEKm*   | employees*  | <b>Business Area</b>  |
|   |   |   |   |   |
| April, 2024   | 100   | 80  | 9   | Electrification   |
| April, 2024<br>April, 2024  | 100<br>90   | 80<br>75  | 9<br>30   | Electrification Electrification   |
| • '   |   |   | -   |   |
| April, 2024   | 90  | 75  | 30  | Electrification   |
| April, 2024<br>April, 2024  | 90<br>100   | 75<br>75  | 30<br>5   | Electrification<br>Industrial Solutions   |
| April, 2024<br>April, 2024<br>June, 2024  | 90<br>100<br>100  | 75<br>75<br>160   | 30<br>5<br>32   | Electrification<br>Industrial Solutions<br>Energy   |
| April, 2024<br>April, 2024<br>June, 2024  | 90<br>100<br>100  | 75<br>75<br>160   | 30<br>5<br>32   | Electrification<br>Industrial Solutions<br>Energy   |
| April, 2024<br>April, 2024<br>June, 2024<br>July, 2024  | 90<br>100<br>100<br>89  | 75<br>75<br>160<br>200  | 30<br>5<br>32<br>45   | Electrification Industrial Solutions Energy Industrial Solutions  |
| April, 2024<br>April, 2024<br>June, 2024<br>July, 2024<br>July, 2024                                | 90<br>100<br>100<br>89  | 75<br>75<br>160<br>200  | 30<br>5<br>32<br>45   | Electrification Industrial Solutions Energy Industrial Solutions Process Technology   |
| April, 2024<br>April, 2024<br>June, 2024<br>July, 2024<br>July, 2024<br>July, 2024                  | 90<br>100<br>100<br>89<br>100<br>80   | 75<br>75<br>160<br>200<br>140<br>125  | 30<br>5<br>32<br>45<br>20<br>23   | Electrification Industrial Solutions Energy Industrial Solutions  Process Technology Automation   |
| April, 2024<br>April, 2024<br>June, 2024<br>July, 2024<br>July, 2024<br>July, 2024<br>October, 2024 | 90<br>100<br>100<br>89<br>100<br>80<br>85   | 75<br>75<br>160<br>200<br>140<br>125<br>80  | 30<br>5<br>32<br>45<br>20<br>23<br>15   | Electrification Industrial Solutions Energy Industrial Solutions  Process Technology Automation Process Technology  |
|   | April, 2023<br>April, 2023<br>May, 2023<br>June, 2023<br>June, 2023<br>October, 2023<br>November, 2023<br>January, 2024<br>February, 2024 | Closing         share, %           April, 2023         90           April, 2023         100           May, 2023         90           June, 2023         100           June, 2023         100           October, 2023         100           November, 2023         100           January, 2024         80           February, 2024         100 | Closing         Acquired share, %         sales, SEKm*           April, 2023         90         55           April, 2023         100         150           May, 2023         90         55           June, 2023         100         80           June, 2023         100         50           June, 2023         100         75           October, 2023         89         160           November, 2023         100         85           January, 2024         80         95           February, 2024         100         60           Net         Acquired         sales, | Closing         Acquired share, %         sales, SEKm*         Number of employees*           April, 2023         90         55         40           April, 2023         100         150         49           May, 2023         90         55         21           June, 2023         100         80         22           June, 2023         100         50         14           June, 2023         100         75         3           October, 2023         89         160         18           November, 2023         100         85         24           January, 2024         80         95         20           February, 2024         100         60         10           Net           Acquired         sales,         Number of |

 $<sup>^{\</sup>star}$  Refers to assessed condition at the time of acquisition on a full-year basis.

If all acquisitions which have taken effect during the period had been completed on 1 April 2024, their impact would have been an estimated SEK 1,050 million on Group net sales, about SEK 130 million on operating profit and about SEK 95 million on profit after tax for the period.

Addtech normally employs an acquisition structure comprising basic purchase consideration and contingent consideration. The outcome of contingent purchase considerations is determined by the future earnings reached by the companies and is subject to a fixed maximum level. Of considerations not yet paid for acquisitions during the period, the discounted value amounts to SEK 216 million. The contingent purchase considerations fall due for payment within three years and the outcome is subject to a maximum of SEK 255 million.

Transaction costs for acquisitions that resulted in an ownership transfer during the period amounted to SEK 20 million (25) and are reported under Selling expenses.

Revaluation of contingent consideration had a negative net effect of SEK 8 million (5) during the period. The impact on profits is reported under Other operating income and Other operating expenses, respectively.

According to the preliminary acquisitions analyses, the assets and liabilities included in the acquisitions were as follows, during the period:

| Fair value   |             |             |
|--|-------------|-------------|
| SEKm   | 31 Dec 2024 | 31 Dec 2023 |
| Intangible non-current assets                          | 764         | 644         |
| Other non-current assets                               | 93          | 125         |
| Inventories  | 289         | 131         |
| Other current assets                                   | 554         | 371         |
| Deferred tax liability/tax asset                       | -205        | -163        |
| Other liabilities                                      | -477        | -256        |
| Acquired net assets                                    | 1,018       | 852         |
| Goodwill 1)  | 766         | 638         |
| Non-controlling interests <sup>2)</sup>                | -108        | -84         |
| Consideration <sup>3)</sup>                            | 1,676       | 1,406       |
| Less: cash and cash equivalents in acquired businesses | -312        | -186        |
| Less: consideration not yet paid                       | -270        | -250        |
| Effect on the Group's cash and cash equivalents        | 1,094       | 970         |

<sup>1)</sup> Goodwill is justified by expected future sales trend and profitability as well as the personnel included in the acquired companies.

### **Parent Company**

Parent Company's net sales during the period amounted to SEK 83 million (71) and profit after financial items was SEK 29 million (-4). Net investments in non-current assets were SEK 0 million (0). The Parent Company's financial net debt was SEK 82 million (142) at the end of the period.

<sup>2)</sup> Non-controlling interests have been measured at fair value, which entails that goodwill is also reported for non-controlling interests.

<sup>3)</sup> The consideration is stated excluding transaction costs for the acquisitions.

# OTHER DISCLOSURES

### **Accounting policies**

The interim report has been prepared in accordance with IFRS as adopted by the EU, with IAS 34 Interim Financial Reporting being applied. Apart from in the financial statements and their accompanying notes, disclosures in accordance with IAS 34.16A also appear in other parts of the interim report. The interim report for the Parent Company has been prepared in accordance with the Annual Accounts Act and the Securities Market Act, which is in accordance with the provisions of RFR 2 Accounting for Legal Entities.

In the interim report, the same accounting principles and bases of calculation have been applied as in the most recent annual report. There are no new IFRS or IFRIC pronouncements endorsed by the EU that are applicable for Addtech or that have a significant impact on the Group's result of operations and position in 2024/2025.

### Alternative performance measures

The Company presents certain financial measures in the interim report that are not defined according to IFRS. The Company believes that these measures provide valuable supplemental information to investors and the Company's management as they allow for evaluation of trends and the Company's performance. Since all companies do not calculate financial measures in the same way, they are not always comparable to measures used by other companies. These financial measures should therefore not be considered to be a replacement for measurements as defined under IFRS. For definitions and reconciliation tables of the performance measures that Addtech uses, please see page 18-21.

### Risks and factors of uncertainty

Addtech's profit and financial position, as well as its strategic position, are affected by a number of internal factors under Addtech's control and by a number of external factors over which Addtech has limited influence. The risk factors of greatest significance to Addtech are the economic situation, or other events affecting the economy, such as the geopolitical situation, in combination with structural changes and the competitive situation.

Please see section Risks and uncertainties (page 58-61) in the annual report for 2023/2024 for further details.

The Parent Company is indirectly affected by the above risks and uncertainty factors due to its role in the organisation.

### Transactions with related parties

No transactions between Addtech and related parties that have significantly affected the Group's or the parent company's position and its earnings have taken place during the period.

### Seasonal effects

Addtech's sales of high-tech products and solutions in the manufacturing industry and infrastructure are not subject to major seasonal variations. The number of production days and customers' demand and willingness to invest can vary over the quarters.

### Nomination committee

The 2024 Annual General Meeting authorised the Board Chairman to establish a nomination committee for upcoming elections to the Board, by appointing members among representatives of the five shareholders who controlled the largest number of votes in the Company at 31 December 2024, to serve on the nomination committee. In accordance with the above, the committee comprises these appointed members: Fredrik Börjesson (appointed by Tisenhult Invest AB), Henrik Hedelius (appointed by Tom Hedelius), Marianne Nilsson (appointed by Swedbank Robur Fonder), Leif Almhorn (appointed by SEB Investment Management) and Per Trygg (appointed by Lannebo Fonder). Information on how to contact the committee is available on the Addtech website.

### Events after the end of the period

On January 15, Coel Motori S.r.l., Italy, was acquired to become part of the Industrial Solutions business area. Coel is a manufacturer and supplier of electric break motors and patented brake modules for industrial applications in the European market. The company has 24 employees and sales of around EUR 8 million.

A preliminary purchase price allocation has not yet been completed.

### Stockholm February 4, 2025

Niklas Stenberg President and CEO

This report has not been subject to review by the company's auditor.

### **FURTHER INFORMATION**

### **Publication**

This information is information that Addtech AB (publ.) is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact persons set out below, at 8.15 a.m. CET on 4 February 2025.

### **Future information**

2025-05-15 Year-end report 1 April 2024 - 31 March 2025
2025-07-15 Interim report 1 April - 30 June 2025
2025-08-27 Annual General Meeting 2025 will be held at IVA, Grev Turegatan 16, Stockholm at 4.00 p.m.

The Group's annual report for 2024/2025 will be published on Addtech's website in July 2025.

### For further information, please contact:

Niklas Stenberg, President and CEO, +46 8 470 49 00 Malin Enarson, CFO, +46 705 979 473

# **BUSINESS AREA**

| Net sales by business area |       | 2024/2025 |       | 2023/2024 |       |       |       |
|----------------------------|-------|-----------|-------|-----------|-------|-------|-------|
| Quarterly data, SEKm       | Q3    | Q2        | Q1    | Q4        | Q3    | Q2    | Q1    |
| Automation                 | 920   | 837       | 910   | 957       | 868   | 862   | 897   |
| Electrification            | 1,072 | 1,069     | 1,119 | 1,040     | 1,007 | 1,029 | 1,024 |
| Energy                     | 1,599 | 1,452     | 1,459 | 1,276     | 1,306 | 1,297 | 1,428 |
| Industrial Solutions       | 968   | 847       | 968   | 930       | 906   | 835   | 923   |
| Process Technology         | 930   | 929       | 987   | 899       | 878   | 863   | 824   |
| Group items                | -8    | -7        | -5    | -11       | -5    | -7    | -7    |
| Addtech Group              | 5,481 | 5,127     | 5,438 | 5,091     | 4,960 | 4,879 | 5,089 |

| EBITA by business area                 |      | 2024/2025 |      |      | 2023/2 | 2024 |      |
|--|------|-----------|------|------|--------|------|------|
| Quarterly data, SEKm                   | Q3   | Q2        | Q1   | Q4   | Q3     | Q2   | Q1   |
| Automation                             | 105  | 100       | 117  | 132  | 104    | 114  | 109  |
| Electrification                        | 129  | 141       | 150  | 135  | 112    | 137  | 130  |
| Energy                                 | 245  | 214       | 212  | 142  | 171    | 172  | 198  |
| Industrial Solutions                   | 195  | 179       | 216  | 215  | 188    | 194  | 157  |
| Process Technology                     | 122  | 135       | 143  | 143  | 119    | 124  | 112  |
| Group items                            | -6   | -5        | -7   | -4   | -20    | -14  | -10  |
| EBITA                                  | 790  | 764       | 831  | 763  | 674    | 727  | 696  |
| Depr. of intangible non-current assets | -129 | -124      | -118 | -114 | -110   | -109 | -101 |
| - of which acquisitions                | -121 | -116      | -111 | -107 | -104   | -101 | -96  |
| Operating profit                       | 661  | 640       | 713  | 649  | 564    | 618  | 595  |

| Net sales            | 3 months    |             | 9 mo        | nths        | Rolling 12 months |             |  |
|----------------------|-------------|-------------|-------------|-------------|-------------------|-------------|--|
| SEKm                 | 31 Dec 2024 | 31 Dec 2023 | 31 Dec 2024 | 31 Dec 2023 | 31 Dec 2024       | 31 Mar 2024 |  |
| Automation           | 920         | 868         | 2,667       | 2,627       | 3,624             | 3,584       |  |
| Electrification      | 1,072       | 1,007       | 3,260       | 3,060       | 4,300             | 4,100       |  |
| Energy               | 1,599       | 1,306       | 4,510       | 4,031       | 5,786             | 5,307       |  |
| Industrial Solutions | 968         | 906         | 2,783       | 2,664       | 3,713             | 3,594       |  |
| Process Technology   | 930         | 878         | 2,846       | 2,565       | 3,745             | 3,464       |  |
| Group items          | -8          | -5          | -20         | -19         | -31               | -30         |  |
| Addtech Group        | 5,481       | 4,960       | 16,046      | 14,928      | 21,137            | 20,019      |  |

| EBITA and EBITA-margin   |        | 3 mo | nths   |      |        | 9 mc | nths   |      | Ro     | lling 1 | 2 months | S    |
|--------------------------|--------|------|--------|------|--------|------|--------|------|--------|---------|----------|------|
|                          | 31 Dec | 2024 | 31 Dec | 2023 | 31 Dec | 2024 | 31 Dec | 2023 | 31 Dec | 2024    | 31 Mar   | 2024 |
|                          | SEKm   | %       | SEKm     | %    |
| Automation               | 105    | 11.3 | 104    | 11.9 | 322    | 12.1 | 327    | 12.4 | 454    | 12.5    | 459      | 12.8 |
| Electrification          | 129    | 12.0 | 112    | 11.2 | 420    | 12.9 | 379    | 12.4 | 555    | 12.9    | 514      | 12.5 |
| Energy                   | 245    | 15.3 | 171    | 13.1 | 671    | 14.9 | 541    | 13.4 | 813    | 14.0    | 683      | 12.9 |
| Industrial Solutions     | 195    | 20.2 | 188    | 20.6 | 590    | 21.2 | 539    | 20.2 | 805    | 21.7    | 754      | 21.0 |
| Process Technology       | 122    | 13.2 | 119    | 13.5 | 400    | 14.1 | 355    | 13.8 | 543    | 14.5    | 498      | 14.4 |
| Group items              | -6     |      | -20    |      | -18    |      | -44    |      | -22    |         | -48      |      |
| EBITA                    | 790    | 14.4 | 674    | 13.6 | 2,385  | 14.9 | 2,097  | 14.0 | 3,148  | 14.9    | 2,860    | 14.3 |
| Depr. of intangible non- |        |      |        |      |        |      |        |      |        |         |          |      |
| current assets           | -129   |      | -110   |      | -371   |      | -320   |      | -485   |         | -434     |      |
| - of which acquisitions  | -121   |      | -104   |      | -348   |      | -301   |      | -455   |         | -408     |      |
| Operating profit         | 661    | 12.1 | 564    | 11.4 | 2,014  | 12.6 | 1,777  | 11.9 | 2,663  | 12.6    | 2,426    | 12.1 |

# **DISAGGREGATION OF REVENUE**

| Net sales by the customer's   |   |  |  | 3 months  |  |                 |  |
|---|---|--|--|---|--|-----------------|--|
| geographical location   |   | _  |  | 31 Dec 2024   | 1  |                 |  |
| <b>.</b>  |   |  |  | Industrial  | Process  | Group           | Addtech  |
| SEKm  | Automation  | Electrification  | Energy   | Solutions   | Technology   | items           | Group  |
| Sweden  | 249   | 304  | 394  | 323   | 145  | -               | 1,415  |
| Denmark   | 168   | 79   | 268  | 9   | 172  | -               | 696  |
| Finland   | 135   | 104  | 137  | 148   | 83   | 0               | 607  |
| Norway  | 66  | 80   | 266  | 84  | 147  | -               | 643  |
| Other Europe  | 269   | 441  | 433  | 239   | 270  | -               | 1,652  |
| Other countries   | 31  | 63   | 100  | 164   | 110  | -               | 468  |
| Group items   | 2   | 1  | 1  | 1   | 3  | -8              | -  |
| Total   | 920   | 1,072  | 1,599  | 968   | 930  | -8              | 5,481  |
| Net sales by the customer's   |   |  |  | 9 months  |  |                 |  |
| geographical location   |   | _  |  | 31 Dec 2024   | 1  |                 |  |
|   |   |  |  | Industrial  | Process  | Group           | Addtech  |
| SEKm  | Automation  | Electrification  | Energy   | Solutions   | Technology   | items           | Group  |
| Sweden  | 723   | 923  | 1,111  | 929   | 445  | -               | 4,131  |
| Denmark   | 487   | 240  | 756  | 27  | 526  | -               | 2,036  |
| Finland   | 393   | 317  | 387  | 426   | 254  | 0               | 1,777  |
| Norway  | 190   | 244  | 750  | 240   | 449  | -               | 1,873  |
| Other Europe  | 779   | 1,341  | 1,221  | 686   | 828  | -               | 4,855  |
| Other countries   | 90  | 192  | 283  | 472   | 337  | -               | 1,374  |
| Group items   | 5   | 3  | 2  | 3   | 7  | -20             | -  |
| Total   | 2,667   | 3,260  | 4,510  | 2,783   | 2,846  | -20             | 16,046   |
|   |   |  |  |   |  |                 |  |
| Net sales by the customer's   |   |  |  | 3 months  |  |                 |  |
| Net sales by the customer's geographical location   |   | _  |  | 3 months<br>31 Dec 2023   | 3  |                 |  |
| <u>-</u>  |   | -  |  |   | B<br>Process   | Group           | Addtech  |
|   | Automation  | Electrification  | Energy   | 31 Dec 2023   |  | Group<br>items  |  |
| geographical location   | Automation 209  | 256  | Energy<br>315  | 31 Dec 2023<br>Industrial   | Process  | -               | Addtech<br>Group<br>1,225  |
| geographical location   |   |  |  | 31 Dec 2023<br>Industrial<br>Solutions  | Process<br>Technology  | items           | Group  |
| geographical location SEKm Sweden   | 209   | 256  | 315  | 31 Dec 2023<br>Industrial<br>Solutions  | Process<br>Technology  | items           | Group<br>1,225   |
| geographical location  SEKm  Sweden  Denmark  | 209<br>166  | 256<br>65  | 315<br>222   | 31 Dec 2023<br>Industrial<br>Solutions<br>267<br>8  | Process<br>Technology<br>178<br>140  | items<br>-<br>0 | Group<br>1,225<br>601  |
| geographical location  SEKm  Sweden  Denmark  Finland   | 209<br>166<br>153   | 256<br>65<br>110   | 315<br>222<br>89   | 31 Dec 2023<br>Industrial<br>Solutions<br>267<br>8<br>193   | Process<br>Technology<br>178<br>140<br>88  | - 0             | Group<br>1,225<br>601<br>633   |
| geographical location  SEKm  Sweden  Denmark  Finland  Norway   | 209<br>166<br>153<br>56   | 256<br>65<br>110<br>80   | 315<br>222<br>89<br>254  | 31 Dec 2023<br>Industrial<br>Solutions<br>267<br>8<br>193<br>61   | Process<br>Technology<br>178<br>140<br>88<br>121   | - 0             | Group<br>1,225<br>601<br>633<br>572  |
| geographical location  SEKM Sweden Denmark Finland Norway Other Europe  | 209<br>166<br>153<br>56<br>256  | 256<br>65<br>110<br>80<br>443  | 315<br>222<br>89<br>254<br>352   | 31 Dec 2023 Industrial Solutions 267 8 193 61 233   | Process Technology  178 140 88 121 263   | items - 0       | Group<br>1,225<br>601<br>633<br>572<br>1,547                               |
| geographical location  SEKM  Sweden  Denmark  Finland  Norway  Other Europe  Other countries  | 209<br>166<br>153<br>56<br>256<br>27  | 256<br>65<br>110<br>80<br>443<br>53  | 315<br>222<br>89<br>254<br>352<br>74   | 31 Dec 2023<br>Industrial<br>Solutions<br>267<br>8<br>193<br>61<br>233<br>142   | Process Technology  178 140 88 121 263 86  | items - 0       | Group<br>1,225<br>601<br>633<br>572<br>1,547                               |
| geographical location  SEKm  Sweden  Denmark  Finland  Norway  Other Europe  Other countries  Group items  Total  Net sales by the customer's   | 209<br>166<br>153<br>56<br>256<br>27  | 256<br>65<br>110<br>80<br>443<br>53<br>0   | 315<br>222<br>89<br>254<br>352<br>74<br>0  | 31 Dec 2023 Industrial Solutions  267 8 193 61 233 142 2 906  | Process Technology  178 140 88 121 263 86 2 878  | items - 0       | Group<br>1,225<br>601<br>633<br>572<br>1,547<br>382                        |
| geographical location  SEKM  Sweden  Denmark  Finland  Norway  Other Europe  Other countries  Group items  Total  | 209<br>166<br>153<br>56<br>256<br>27  | 256<br>65<br>110<br>80<br>443<br>53<br>0   | 315<br>222<br>89<br>254<br>352<br>74<br>0  | 31 Dec 2023 Industrial Solutions  267 8 193 61 233 142 2 906  9 months 31 Dec 2023  | Process Technology  178 140 88 121 263 86 2 878  | items - 0       | Group<br>1,225<br>601<br>633<br>572<br>1,547<br>382<br>-<br>4,960          |
| geographical location  SEKm  Sweden  Denmark  Finland  Norway  Other Europe  Other countries  Group items  Total  Net sales by the customer's geographical location   | 209<br>166<br>153<br>56<br>256<br>27<br>1<br>868  | 256<br>65<br>110<br>80<br>443<br>53<br>0<br>1,007  | 315<br>222<br>89<br>254<br>352<br>74<br>0<br>1,306   | 31 Dec 2023 Industrial Solutions  267 8 193 61 233 142 2 906  9 months 31 Dec 2023 Industrial                                   | Process Technology  178 140 88 121 263 86 2 878  | items - 0 5 -5  | Group 1,225 601 633 572 1,547 382 - 4,960                                  |
| geographical location  SEKm  Sweden Denmark Finland Norway Other Europe Other countries Group items  Total  Net sales by the customer's geographical location  SEKm   | 209<br>166<br>153<br>56<br>256<br>27<br>1<br><b>868</b>   | 256<br>65<br>110<br>80<br>443<br>53<br>0<br>1,007  | 315<br>222<br>89<br>254<br>352<br>74<br>0<br>1,306   | 31 Dec 2023 Industrial Solutions  267 8 193 61 233 142 2 906  9 months 31 Dec 2023 Industrial Solutions                         | Process Technology  178 140 88 121 263 86 2 878  Process Technology                          | items - 0       | Group 1,225 601 633 572 1,547 382 - 4,960  Addtech Group                   |
| geographical location  SEKM  Sweden Denmark Finland Norway Other Europe Other countries Group items  Total  Net sales by the customer's geographical location  SEKM  Sweden   | 209<br>166<br>153<br>56<br>256<br>27<br>1<br><b>868</b><br>Automation                                 | 256<br>65<br>110<br>80<br>443<br>53<br>0<br>1,007  | 315<br>222<br>89<br>254<br>352<br>74<br>0<br>1,306   | 31 Dec 2023 Industrial Solutions  267 8 193 61 233 142 2 906  9 months 31 Dec 2023 Industrial Solutions 784                     | Process Technology  178 140 88 121 263 86 2 878  Process Technology 519                      | - items - 0     | Group 1,225 601 633 572 1,547 382 - 4,960  Addtech Group 3,684             |
| geographical location  SEKM  Sweden Denmark Finland Norway Other Europe Other countries Group items  Total  Net sales by the customer's geographical location  SEKM  Sweden Denmark   | 209<br>166<br>153<br>56<br>256<br>27<br>1<br><b>868</b><br><b>Automation</b><br>632<br>501            | 256<br>65<br>110<br>80<br>443<br>53<br>0<br>1,007  | 315<br>222<br>89<br>254<br>352<br>74<br>0<br>1,306<br>Energy<br>971<br>686                               | 31 Dec 2023 Industrial Solutions  267 8 193 61 233 142 2 906  9 months 31 Dec 2023 Industrial Solutions 784 25                  | Process Technology  178 140 88 121 263 86 2 878  Process Technology  519 408                 | items           | Group 1,225 601 633 572 1,547 382 - 4,960  Addtech Group 3,684 1,817       |
| geographical location  SEKm  Sweden  Denmark  Finland  Norway  Other Europe  Other countries  Group items  Total  Net sales by the customer's geographical location  SEKm  Sweden  Denmark  Finland                             | 209<br>166<br>153<br>56<br>256<br>27<br>1<br><b>868</b><br><b>Automation</b><br>632<br>501<br>465     | 256<br>65<br>110<br>80<br>443<br>53<br>0<br>1,007  | 315<br>222<br>89<br>254<br>352<br>74<br>0<br>1,306<br>Energy<br>971<br>686<br>274                        | 31 Dec 2023 Industrial Solutions  267 8 193 61 233 142 2 906  9 months 31 Dec 2023 Industrial Solutions  784 25 567             | Process Technology  178 140 88 121 263 86 2 878  Process Technology  519 408 258             | - items - 0     | Group 1,225 601 633 572 1,547 382 - 4,960  Addtech Group 3,684 1,817 1,896 |
| geographical location  SEKm  Sweden Denmark Finland Norway Other Europe Other countries Group items  Total  Net sales by the customer's geographical location  SEKm  Sweden Denmark Finland Norway                              | 209<br>166<br>153<br>56<br>256<br>27<br>1<br><b>868</b><br><b>Automation</b> 632<br>501<br>465<br>171 | 256<br>65<br>110<br>80<br>443<br>53<br>0<br>1,007<br>——————————————————————————————————— | 315<br>222<br>89<br>254<br>352<br>74<br>0<br>1,306<br>Energy<br>971<br>686<br>274<br>784                 | 31 Dec 2023 Industrial Solutions  267 8 193 61 233 142 2 906  9 months 31 Dec 2023 Industrial Solutions  784 25 567 180         | Process Technology  178 140 88 121 263 86 2 878  Process Technology  519 408 258 354         | - items - 0     | Addtech<br>Group<br>3,684<br>1,733   |
| geographical location  SEKm  Sweden Denmark Finland Norway Other Europe Other countries Group items Total  Net sales by the customer's geographical location  SEKm  Sweden Denmark Finland Norway Other Europe                  | 209 166 153 56 256 27 1 868  Automation 632 501 465 171 774   | 256 65 110 80 443 53 0 1,007  Electrification 778 197 332 244 1,346                      | 315<br>222<br>89<br>254<br>352<br>74<br>0<br>1,306<br>Energy<br>971<br>686<br>274<br>784<br>1,087        | 31 Dec 2023 Industrial Solutions  267 8 193 61 233 142 2 906  9 months 31 Dec 2023 Industrial Solutions  784 25 567 180 686     | Process Technology  178 140 88 121 263 86 2 878  Process Technology  519 408 258 354 769     | - items - 0     | Addtech<br>Group<br>3,684<br>1,896<br>1,733<br>4,662                       |
| geographical location  SEKm  Sweden Denmark Finland Norway Other Europe Other countries Group items  Total  Net sales by the customer's geographical location  SEKm  Sweden Denmark Finland Norway Other Europe Other countries | 209 166 153 56 256 27 1 868  Automation 632 501 465 171 774 81  | 256 65 110 80 443 53 0 1,007  Electrification 778 197 332 244 1,346 160                  | 315<br>222<br>89<br>254<br>352<br>74<br>0<br>1,306<br>Energy<br>971<br>686<br>274<br>784<br>1,087<br>228 | 31 Dec 2023 Industrial Solutions  267 8 193 61 233 142 2 906  9 months 31 Dec 2023 Industrial Solutions  784 25 567 180 686 418 | Process Technology  178 140 88 121 263 86 2 878  Process Technology  519 408 258 354 769 249 | items           | Addtech<br>Group<br>3,684<br>1,896<br>1,733<br>4,662                       |
| geographical location  SEKm  Sweden Denmark Finland Norway Other Europe Other countries Group items Total  Net sales by the customer's geographical location  SEKm  Sweden Denmark Finland Norway Other Europe                  | 209 166 153 56 256 27 1 868  Automation 632 501 465 171 774   | 256 65 110 80 443 53 0 1,007  Electrification 778 197 332 244 1,346                      | 315<br>222<br>89<br>254<br>352<br>74<br>0<br>1,306<br>Energy<br>971<br>686<br>274<br>784<br>1,087        | 31 Dec 2023 Industrial Solutions  267 8 193 61 233 142 2 906  9 months 31 Dec 2023 Industrial Solutions  784 25 567 180 686     | Process Technology  178 140 88 121 263 86 2 878  Process Technology  519 408 258 354 769     | - items - 0     | Group<br>1,225<br>601<br>633<br>572<br>1,547<br>382<br>-<br>4,960          |

3 months

| Net sales i | per customer's | seament |
|-------------|----------------|---------|
|-------------|----------------|---------|

| 2- | I Doo | 2024 |
|----|-------|------|
| J  | I DCC | 2024 |

|                           |            |                 |        | Industrial | Process    | Group | Addtech |
|---------------------------|------------|-----------------|--------|------------|------------|-------|---------|
| SEKm                      | Automation | Electrification | Energy | Solutions  | Technology | items | Group   |
| Building & Installation   | 50         | 62              | 264    | 44         | 26         | -     | 446     |
| Data & Telecommunications | 39         | 45              | 157    | 1          | 1          | -     | 243     |
| Electronics               | 47         | 252             | 63     | 3          | 4          | -     | 369     |
| Energy                    | 59         | 141             | 758    | 10         | 165        | -     | 1,133   |
| Vehicles                  | 56         | 155             | 20     | 306        | 35         | -     | 572     |
| Medical technology        | 117        | 147             | 7      | 2          | 77         | -     | 350     |
| Mechanical industry       | 248        | 96              | 108    | 129        | 81         | -     | 662     |
| Forestry & Process        | 109        | 29              | 33     | 302        | 375        | -     | 848     |
| Transport                 | 35         | 20              | 95     | 82         | 135        | -     | 367     |
| Other                     | 158        | 124             | 93     | 88         | 28         | 0     | 491     |
| Group items               | 2          | 1               | 1      | 1          | 3          | -8    | -       |
| Total                     | 920        | 1,072           | 1,599  | 968        | 930        | -8    | 5,481   |

9 months

| Net sa | les per | customer | 's | segment |
|--------|---------|----------|----|---------|
|--------|---------|----------|----|---------|

| 21 | Doc  | 2024 |
|----|------|------|
| JI | Dec  | 2024 |
|    |      |      |
| In | duet | rial |

|                           |            |                 |        | Industrial | Process    | Group | Addtech |
|---------------------------|------------|-----------------|--------|------------|------------|-------|---------|
| SEKm                      | Automation | Electrification | Energy | Solutions  | Technology | items | Group   |
| Building & Installation   | 143        | 189             | 744    | 127        | 79         | -     | 1,282   |
| Data & Telecommunications | 114        | 135             | 445    | 2          | 2          | -     | 698     |
| Electronics               | 137        | 767             | 177    | 9          | 13         | -     | 1,103   |
| Energy                    | 170        | 429             | 2,139  | 30         | 507        | -     | 3,275   |
| Vehicles                  | 163        | 472             | 55     | 880        | 107        | -     | 1,677   |
| Medical technology        | 340        | 446             | 20     | 6          | 235        | -     | 1,047   |
| Mechanical industry       | 719        | 292             | 304    | 371        | 248        | -     | 1,934   |
| Forestry & Process        | 315        | 89              | 94     | 866        | 1,149      | -     | 2,513   |
| Transport                 | 102        | 61              | 269    | 235        | 414        | -     | 1,081   |
| Other                     | 459        | 377             | 261    | 254        | 85         | 0     | 1,436   |
| Group items               | 5          | 3               | 2      | 3          | 7          | -20   | -       |
| Total                     | 2,667      | 3,260           | 4,510  | 2,783      | 2,846      | -20   | 16,046  |

3 months

### Net sales per customer's segment

### 31 Dec 2023

|                           |            |                 |        | Industrial | Process    | Group | Addtech |
|---------------------------|------------|-----------------|--------|------------|------------|-------|---------|
| SEKm                      | Automation | Electrification | Energy | Solutions  | Technology | items | Group   |
| Building & Installation   | 41         | 68              | 254    | 25         | 24         | -     | 412     |
| Data & Telecommunications | 40         | 41              | 91     | 0          | 1          | -     | 173     |
| Electronics               | 60         | 254             | 54     | 2          | 5          | 0     | 375     |
| Energy                    | 43         | 151             | 606    | 8          | 149        | -     | 957     |
| Vehicles                  | 57         | 163             | 14     | 321        | 48         | -     | 603     |
| Medical technology        | 146        | 115             | 7      | 5          | 52         | -     | 325     |
| Mechanical industry       | 227        | 87              | 74     | 91         | 113        | -     | 592     |
| Forestry & Process        | 100        | 19              | 23     | 299        | 310        | -     | 751     |
| Transport                 | 37         | 19              | 132    | 56         | 143        | -     | 387     |
| Other                     | 116        | 90              | 51     | 97         | 31         | -     | 385     |
| Group items               | 1          | 0               | 0      | 2          | 2          | -5    | -       |
| Total                     | 868        | 1,007           | 1,306  | 906        | 878        | -5    | 4,960   |

9 months

### Net sales per customer's segment

| 31 | Dec | 2023 |
|----|-----|------|
|    |     |      |

|                           |            |                 |        | Industrial | Process    | Group | Addtech |
|---------------------------|------------|-----------------|--------|------------|------------|-------|---------|
| SEKm                      | Automation | Electrification | Energy | Solutions  | Technology | items | Group   |
| Building & Installation   | 122        | 207             | 782    | 75         | 71         | -     | 1,257   |
| Data & Telecommunications | 120        | 123             | 282    | 1          | 3          | -     | 529     |
| Electronics               | 181        | 772             | 167    | 8          | 13         | 0     | 1,141   |
| Energy                    | 130        | 458             | 1,871  | 22         | 436        | -     | 2,917   |
| Vehicles                  | 174        | 495             | 42     | 943        | 141        | -     | 1,795   |
| Medical technology        | 443        | 350             | 22     | 14         | 153        | -     | 982     |
| Mechanical industry       | 687        | 264             | 229    | 269        | 330        | -     | 1,779   |
| Forestry & Process        | 303        | 59              | 71     | 880        | 904        | -     | 2,217   |
| Transport                 | 112        | 57              | 407    | 164        | 416        | -     | 1,156   |
| Other                     | 352        | 272             | 157    | 284        | 90         | -     | 1,155   |
| Group items               | 3          | 3               | 1      | 4          | 8          | -19   | -       |
| Total                     | 2,627      | 3,060           | 4,031  | 2,664      | 2,565      | -19   | 14,928  |

# CONSOLIDATED INCOME STATEMENT, CONDENSED

|   | 3 mo    | nths    | 9 mo    | nths    | Rolling 12 | 2 months |
|---|---------|---------|---------|---------|------------|----------|
|   | 31 Dec     | 31 Mar   |
| SEKm                                    | 2024    | 2023    | 2024    | 2023    | 2024       | 2024     |
| Net sales                               | 5,481   | 4,960   | 16,046  | 14,928  | 21,137     | 20,019   |
| Cost of sales                           | -3,740  | -3,389  | -10,912 | -10,246 | -14,338    | -13,672  |
| Gross profit                            | 1,741   | 1,571   | 5,134   | 4,682   | 6,799      | 6,347    |
| Selling expenses                        | -825    | -757    | -2,362  | -2,169  | -3,125     | -2,932   |
| Administrative expenses                 | -277    | -240    | -795    | -724    | -1,050     | -979     |
| Other operating income and expenses     | 22      | -10     | 37      | -12     | 39         | -10      |
| Operating profit                        | 661     | 564     | 2,014   | 1,777   | 2,663      | 2,426    |
| - as % of net sales                     | 12.1    | 11.4    | 12.6    | 11.9    | 12.6       | 12.1     |
| Financial income and expenses           | -69     | -48     | -203    | -173    | -273       | -243     |
| Profit after financial items            | 592     | 516     | 1,811   | 1,604   | 2,390      | 2,183    |
| - as % of net sales                     | 10.8    | 10.4    | 11.3    | 10.7    | 11.3       | 10.9     |
| Income tax expense                      | -136    | -115    | -414    | -364    | -542       | -492     |
| Profit for the period                   | 456     | 401     | 1,397   | 1,240   | 1,848      | 1,691    |
| Profit for the period attributable to:  |         |         |         |         |            |          |
| Equity holders of the Parent Company    | 445     | 387     | 1,362   | 1,199   | 1,795      | 1,632    |
| Non-controlling interests               | 11      | 14      | 35      | 41      | 53         | 59       |
| Earnings per share before dilution, SEK | 1.65    | 1.45    | 5.05    | 4.45    | 6.65       | 6.05     |
| Earnings per share after dilution, SEK  | 1.65    | 1.45    | 5.05    | 4.45    | 6.65       | 6.05     |
| Average number of shares after          |         |         |         |         |            |          |
| repurchases, '000s                      | 269,840 | 269,662 | 269,818 | 269,598 | 269,799    | 269,634  |
| Number of shares at end of the period,  |         |         |         |         |            |          |
| '000s                                   | 269,852 | 269,737 | 269,852 | 269,737 | 269,852    | 269,779  |

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME, CONDENSED

|  | 3 moi  | nths   | 9 mo   | nths   | Rolling 12 | months |
|--|--------|--------|--------|--------|------------|--------|
|  | 31 Dec     | 31 Mar |
| SEKm   | 2024   | 2023   | 2024   | 2023   | 2024       | 2024   |
| Profit for the period                        | 456    | 401    | 1,397  | 1,240  | 1,848      | 1,691  |
| Components that will be reclassified to      |        |        |        |        |            |        |
| profit for the year                          |        |        |        |        |            |        |
| Cash flow hedges                             | -      | -7     | -      | -7     | 4          | -3     |
| Foreign currency translation differences for |        |        |        |        |            |        |
| the period                                   | 141    | -273   | 8      | -58    | 250        | 184    |
| Components that will not be reclassified to  |        |        |        |        |            |        |
| profit for the year                          |        |        |        |        |            |        |
| Actuarial effects of the net pension         |        |        |        |        |            |        |
| obligation                                   | 9      | -40    | -15    | -24    | -9         | -18    |
| Other comprehensive income                   | 150    | -320   | -7     | -89    | 245        | 163    |
| Total comprehensive income                   | 606    | 81     | 1,390  | 1,151  | 2,093      | 1,854  |
|  |        |        |        |        |            |        |
| Total comprehensive income attributable      |        |        |        |        |            |        |
| to:  |        |        |        |        |            |        |
| Equity holders of the Parent Company         | 590    | 76     | 1,356  | 1,113  | 2,033      | 1,790  |
| Non-controlling interests                    | 16     | 5      | 34     | 38     | 60         | 64     |

# **CONSOLIDATED BALANCE SHEET, CONDENSED**

| SEKm   | 31 Dec 2024 | 31 Dec 2023 | 31 Mar 2024 |
|--|-------------|-------------|-------------|
| Goodwill                                     | 5,482       | 4,544       | 4,716       |
| Other intangible non-current assets          | 3,187       | 2,709       | 2,750       |
| Property, plant and equipment                | 1,502       | 1,276       | 1,325       |
| Other non-current assets                     | 73          | 64          | 74          |
| Total non-current assets                     | 10,244      | 8,593       | 8,865       |
| Inventories                                  | 3,498       | 3,262       | 3,125       |
| Current receivables                          | 3,816       | 3,354       | 3,869       |
| Cash and cash equivalents                    | 1,075       | 859         | 798         |
| Total current assets                         | 8,389       | 7,475       | 7,792       |
| Total assets                                 | 18,633      | 16,068      | 16,657      |
| Total equity                                 | 6,997       | 6,059       | 6,478       |
| Interest-bearing provisions                  | 261         | 249         | 241         |
| Non-interest-bearing provisions              | 893         | 724         | 767         |
| Non-current interest-bearing liabilities     | 5,039       | 3,766       | 3,892       |
| Non-current non-interest-bearing liabilities | 23          | 20          | 25          |
| Total non-current liabilities                | 6,216       | 4,759       | 4,925       |
| Non-interest-bearing provisions              | 132         | 100         | 109         |
| Current interest-bearing liabilities         | 1,378       | 1,636       | 1,333       |
| Current non-interest-bearing liabilities     | 3,910       | 3,514       | 3,812       |
| Total current liabilities                    | 5,420       | 5,250       | 5,254       |
| Total equity and liabilities                 | 18,633      | 16,068      | 16,657      |

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY, CONDENSED

| SEKm                                      | 31 Dec 2024 | 31 Dec 2023 | 31 Mar 2024 |
|---|-------------|-------------|-------------|
| Opening balance                           | 6,478       | 5,573       | 5,573       |
| Exercised, issued and repurchased options | -23         | 13          | 9           |
| Repurchase of treasury shares             |             | -           | -           |
| Dividend, ordinary                        | -755        | -674        | -674        |
| Dividend, non-controlling interests       | -32         | -48         | -48         |
| Change, non-controlling interests         | 108         | 73          | 93          |
| Option debt, acquisition                  | -169        | -29         | -329        |
| Total comprehensive income                | 1,390       | 1,151       | 1,854       |
| Closing balance                           | 6,997       | 6,059       | 6,478       |

# CONSOLIDATED CASH FLOW STATEMENT, CONDENSED

|   | 3 mo   | nths   | 9 mo   | nths   | Rolling 12 | 2 months |
|---|--------|--------|--------|--------|------------|----------|
|   | 31 Dec     | 31 Mar   |
| SEKm  | 2024   | 2023   | 2024   | 2023   | 2024       | 2024     |
| Profit after financial items                      | 592    | 516    | 1,811  | 1,604  | 2,390      | 2,183    |
| Adjustment for items not included in cash flow    | 220    | 197    | 714    | 630    | 926        | 842      |
| Income tax paid                                   | -218   | -119   | -466   | -312   | -676       | -522     |
| Changes in working capital                        | 59     | 150    | -211   | -28    | -111       | 72       |
| Cash flow from operating activities               | 653    | 744    | 1,848  | 1,894  | 2,529      | 2,575    |
| Net investments in non-current assets             | -43    | -54    | -149   | -123   | -205       | -179     |
| Acquisitions and disposals                        | -351   | -404   | -1,216 | -1,121 | -1,398     | -1,303   |
| Cash flow from investing activities               | -394   | -458   | -1,365 | -1,244 | -1,603     | -1,482   |
| Dividend paid to shareholders                     | -      | -      | -755   | -674   | -755       | -674     |
| Repurchase of own shares/change of options        | 39     | 44     | -23    | 13     | -27        | 9        |
| Other financing activities                        | -285   | -310   | 569    | 274    | 38         | -257     |
| Cash flow from financing activities               | -246   | -266   | -209   | -387   | -744       | -922     |
| Cash flow for the period                          | 13     | 20     | 274    | 263    | 182        | 171      |
| Cash and cash equivalents at beginning of period  | 1,032  | 867    | 798    | 606    | 859        | 606      |
| Exchange differences on cash and cash equivalents | 30     | -28    | 3      | -10    | 34         | 21       |
| Cash and cash equivalents at end of period        | 1,075  | 859    | 1,075  | 859    | 1,075      | 798      |

### FAIR VALUES ON FINANCIAL INSTRUMENTS

|   | 3        | 1 Dec 2024 |         | 31 Mar 2024 |         |         |  |
|---|----------|------------|---------|-------------|---------|---------|--|
|   | Carrying |            |         | Carrying    |         |         |  |
| SEKm  | amount   | Level 2    | Level 3 | amount      | Level 2 | Level 3 |  |
| Derivatives - fair value, hedge instruments           | -        | -          | -       | -           | -       | -       |  |
| Derivatives - fair value through profit               | 7        | 7          | -       | 7           | 7       | -       |  |
| Total financial assets at fair value per level        | 7        | 7          | -       | 7           | 7       | -       |  |
| Derivatives - fair value, hedge instruments           | -        | -          | -       | -           | -       | -       |  |
| Derivatives - fair value through profit               | 4        | 4          | -       | 20          | 20      | -       |  |
| Contingent considerations - fair value through profit | 477      | -          | 477     | 360         | -       | 360     |  |
| Total financial liabilities at fair value per level   | 481      | 4          | 477     | 380         | 20      | 360     |  |

The fair value and carrying amount are recognised in the balance sheet as shown in the table above.

For quoted securities, the fair value is determined on the basis of the asset's quoted price in an active market, level 1.

As of the reporting date the Group had no items in this category.

For currency contracts and embedded derivatives, the fair value is determined on the basis of observable market data, level 2.

For contingent considerations, a cash-flow-based valuation is performed, which is not based on observable market data, level 3.

For the Group's other financial assets and liabilities, fair value is estimated to be the same as the carrying amount.

| Contingent considerations          | 31 Dec 2024 | 31 Mar 2024 |
|------------------------------------|-------------|-------------|
| Opening balance                    | 360         | 295         |
| Acquisitions during the year       | 213         | 251         |
| Adjustments through profit or loss | 8           | -15         |
| Consideration paid                 | -121        | -200        |
| Interest expenses                  | 15          | 15          |
| Exchange differences               | 2           | 14          |
| Closing balance                    | 477         | 360         |

# **KEY FINANCIAL INDICATORS**

|   |             | 12 months ending |             |             |             |  |  |  |  |
|---|-------------|------------------|-------------|-------------|-------------|--|--|--|--|
|   | 31 Dec 2024 | 31 Mar 2024      | 31 Dec 2023 | 31 Mar 2023 | 31 Mar 2022 |  |  |  |  |
| Net sales, SEKm                                   | 21,137      | 20,019           | 20,195      | 18,714      | 14,038      |  |  |  |  |
| EBITDA, SEKm                                      | 3,561       | 3,245            | 3,227       | 2,872       | 2,077       |  |  |  |  |
| EBITA, SEKm                                       | 3,148       | 2,860            | 2,855       | 2,540       | 1,803       |  |  |  |  |
| EBITA-margin, %                                   | 14.9        | 14.3             | 14.1        | 13.6        | 12.8        |  |  |  |  |
| Operating profit, SEKm                            | 2,663       | 2,426            | 2,437       | 2,167       | 1,501       |  |  |  |  |
| Operating margin, %                               | 12.6        | 12.1             | 12.1        | 11.6        | 10.7        |  |  |  |  |
| Profit after financial items, SEKm                | 2,390       | 2,183            | 2,215       | 2,005       | 1,433       |  |  |  |  |
| Profit for the period, SEKm                       | 1,848       | 1,691            | 1,701       | 1,554       | 1,117       |  |  |  |  |
| Working capital                                   | 4,247       | 4,219            | 4,215       | 3,855       | 2,618       |  |  |  |  |
| Return on working capital (P/WC), %               | 74          | 68               | 68          | 66          | 69          |  |  |  |  |
| Return on equity, %                               | 28          | 28               | 29          | 32          | 30          |  |  |  |  |
| Return on capital employed, %                     | 22          | 22               | 22          | 22          | 20          |  |  |  |  |
| Equity ratio, %                                   | 38          | 39               | 38          | 36          | 34          |  |  |  |  |
| Financial debt, SEKm                              | 5,603       | 4,668            | 4,792       | 4,325       | 4,061       |  |  |  |  |
| Debt / equity ratio, multiple                     | 0.8         | 0.7              | 0.8         | 0.8         | 1.0         |  |  |  |  |
| Financial debt / EBITDA, multiple                 | 1.6         | 1.4              | 1.5         | 1.5         | 2.0         |  |  |  |  |
| Net debt excl. pensions, SEKm                     | 5,342       | 4,427            | 4,543       | 4,107       | 3,747       |  |  |  |  |
| Net debt, excl. pensions / equity ratio, multiple | 0.8         | 0.7              | 0.7         | 0.7         | 0.9         |  |  |  |  |
| Interest coverage ratio, multiple                 | 8.9         | 8.7              | 9.3         | 13.7        | 22.4        |  |  |  |  |
| Average number of employees                       | 4,274       | 4,109            | 4,041       | 3,781       | 3,317       |  |  |  |  |
| Number of employees at end of the period          | 4,430       | 4,175            | 4,146       | 3,911       | 3,556       |  |  |  |  |

# **KEY FINANCIAL INDICATORS PER SHARE**

|  |             |             |             | 12 m        | onths ending |
|--|-------------|-------------|-------------|-------------|--------------|
| SEK  | 31 Dec 2024 | 31 Mar 2024 | 31 Dec 2023 | 31 Mar 2023 | 31 Mar 2022  |
| Earnings per share before dilution                 | 6.65        | 6.05        | 6.10        | 5.55        | 4.00         |
| Earnings per share after dilution                  | 6.65        | 6.05        | 6.10        | 5.55        | 3.95         |
| Cash flow from operating activities per share      | 9.35        | 9.55        | 10.05       | 7.10        | 4.15         |
| Shareholders' equity per share                     | 24.50       | 22.15       | 20.75       | 19.25       | 14.60        |
| Share price at the end of the period               | 301.20      | 243.80      | 221.40      | 192.30      | 182.00       |
| Average number of shares after repurchases, '000s  | 269,799     | 269,634     | 269,590     | 269,557     | 269,400      |
| Average number of shares adjusted for repurchases  |             |             |             |             |              |
| and dilution, '000s                                | 270,242     | 269,761     | 269,713     | 269,723     | 270,346      |
| Number of shares outstanding at end of the period, |             |             |             |             |              |
| '000s  | 269,852     | 269,779     | 269,737     | 269,565     | 269,528      |

For definitions of key financial indicators, see page 18-20.

# PARENT COMPANY INCOME STATEMENT, CONDENSED

|  | 3 mo   | nths   | 9 mo   | nths   | Rolling 12 months |        |  |
|--|--------|--------|--------|--------|-------------------|--------|--|
|  | 31 Dec            | 31 Mar |  |
| SEKm   | 2024   | 2023   | 2024   | 2023   | 2024              | 2024   |  |
| Net sales                                      | 28     | 24     | 83     | 71     | 107               | 95     |  |
| Administrative expenses                        | -34    | -40    | -104   | -111   | -136              | -143   |  |
| Operating profit/loss                          | -6     | -16    | -21    | -40    | -29               | -48    |  |
| Interest income and expenses and similar items | 14     | 13     | 50     | 36     | 749               | 735    |  |
| Profit after financial items                   | 8      | -3     | 29     | -4     | 720               | 687    |  |
| Appropriations                                 | -      | -      | -      | -      | 148               | 148    |  |
| Profit before taxes                            | 8      | -3     | 29     | -4     | 868               | 835    |  |
| Income tax expense                             | -1     | 0      | -7     | -1     | -34               | -28    |  |
| Profit for the period                          | 7      | -3     | 22     | -5     | 834               | 807    |  |
| Total comprehensive income                     | 7      | -3     | 22     | -5     | 834               | 807    |  |

# PARENT COMPANY BALANCE SHEET, CONDENSED

| SEKm                          | 31 Dec 2024 | 31 Dec 2023 | 31 Mar 2024 |
|-------------------------------|-------------|-------------|-------------|
| Intangible non-current assets | 0           | 1           | 1           |
| Property, plant and equipment | 0           | 0           | 0           |
| Non-current financial assets  | 7,014       | 5,714       | 5,726       |
| Total non-current assets      | 7,014       | 5,715       | 5,727       |
| Current receivables           | 1,179       | 1,168       | 2,189       |
| Cash and bank balances        | 41          | 132         | 99          |
| Total current assets          | 1,220       | 1,300       | 2,288       |
| Total assets                  | 8,234       | 7,015       | 8,015       |
| Restricted equity             | 69          | 69          | 69          |
| Unrestricted equity           | 485         | 434         | 1,242       |
| Total equity                  | 554         | 503         | 1,311       |
| Untaxed reserves              | 374         | 391         | 374         |
| Provisions                    | 14          | 14          | 14          |
| Non-current liabilities       | 4,364       | 3,461       | 3,424       |
| Current liabilities           | 2,928       | 2,646       | 2,892       |
| Total equity and liabilities  | 8,234       | 7,015       | 8,015       |

### **DEFINITIONS**

### Return on equity<sup>1 2</sup>

Earnings after tax divided by equity. The components are calculated as the average of the last 12 months. *Return on equity measures the return generated on owners' invested capital.* 

### Return on working capital (P/WC)1

EBITA divided by working capital.

P/WC is used to analyse profitability and is a measure that encourages high EBITA and low working capital requirements, see the reconciliation table on page 21.

### Return on capital employed<sup>1</sup>

Profit after financial items plus financial expenses as a percentage of capital employed. The components are calculated as the average of the last 12 months.

Return on capital employed shows the Group's profitability in relation to externally financed capital and equity, see the reconciliation table on page 21.

#### EBITA<sup>1</sup>

Operating profit before amortisation of intangible assets.

EBITA is used to analyse the profitability generated by operating activities, see reconciliation table on page 21.

### EBITA-margin<sup>1</sup>

EBITA as a percentage of net sales.

EBITA-margin is used to show the degree of profitability in operating activities.

### EBITDA1

Operating profit before depreciation and amortisation.

EBITDA is used to analyse the profitability generated by operating activities, see reconciliation table on page 21.

### Equity per share<sup>1</sup>

Equity divided by number of shares outstanding at the reporting period's end.

This measures how much equity is attributable to each share and is published to make it easier for investors to conduct analyses and make decisions.

### Financial net debt1

The net of interest-bearing debt and provisions minus cash and cash equivalents.

Net debt is used to monitor changes in debt, analyse the Group indebtedness and its ability to repay its debts using liquid funds generated from the Group's operating activities if all debt fell due for repayment today and any necessary refinancing.

### Financial net debt/EBITDA1

Net financial debt divided by EBTIDA.

Net financial debt compared with EBITDA provides a performance measure for net debt in relation to cash-generating earnings in the business, i.e. it gives an indication of the business' ability to repay its debts. This measure is generally used by financial institutions to measure creditworthiness.

### Financial items<sup>1</sup>

Financial income minus financial costs.

Used to describe changes in the Group's financial activities.

### Acquired growth<sup>1</sup>

Changes in net sales attributable to business acquisitions compared with the same period last year.

Acquired growth is used as a component to describe the change in consolidated net sales in which acquired growth is distinguished from organic growth, divestments and exchange rate effects, see reconciliation table on page 21.

### Cash flow from operating activities per share<sup>1</sup>

Cash flow from operating activities, divided by the average number of outstanding shares after repurchase.

This measure is used so investors can easily analyse the size of the surplus generated per share from operating activities.

#### Net investments in non-current assets1

Investments in non-current assets minus sales of non-current assets.

This measure is used to analyse the Group's investments in renewing and developing property, plant and equipment.

### Net debt excluding pensions<sup>1</sup>

The net of interest-bearing debt and provisions excluding pensions minus cash and cash equivalents.

A measure used to analyse financial risk, see reconciliation table on page 21.

### Net debt excluding pensions/ equity ratio<sup>1 2</sup>

Net debt excluding pensions divided by shareholders' equity.

A measure used to analyse financial risk, see reconciliation table on page 21.

#### Organic growth1

Changes in net sales excluding currency effects, acquisitions and divestments compared with the same period last year. Organic growth is used to analyse underlying sales growth driven by change in volumes, product range and price for similar products between different periods, see reconciliation table on page 21.

### Profit after financial items<sup>1</sup>

Profit/loss for the period before tax.

Used to analyse the business' profitability including financial activities.

### Earnings per share (EPS)

Shareholders' share of profit for the period after tax, divided by the weighted average number of shares during the period.

### Earnings per share (EPS), diluted

Shareholders' share of profit for the period after tax, divided by the weighted average number of shares during the period, adjusted for the additional number of shares in the event of outstanding options being used.

### Interest coverage ratio<sup>1</sup>

Earnings after net financial items plus interest expenses and bank charges divided by interest expenses and bank charges.

This performance indicator measures the Group's capacity through its business operations and financial income to generate a sufficiently large surplus to cover its financial costs, see reconciliation table on page 21.

### Working capital1

Working capital (WC) is measured through an annual average defined as inventories plus accounts receivable less accounts payable.

Working capital is used to analyse how much working capital is tied up in the business, see reconciliation table on page 21.

### Operating margin<sup>1</sup>

Operating profit as a percentage of net sales.

This measure is used to specify the percentage of sales that is left to cover interest and tax, and to provide a profit, after the company's costs have been paid.

### Operating profit<sup>1</sup>

Operating income minus operating expenses.

Used to describe the Group's earnings before interest and tax.

### Debt/equity ratio<sup>1 2</sup>

Financial net liabilities divided by equity.

A measure used to analyse financial risk.

### Equity ratio<sup>1 2</sup>

Equity as a percentage of total assets.

The equity/assets ratio is used to analyse financial risk and show the percentage of assets that are funded with equity.

### Capital employed<sup>1</sup>

Total assets minus non-interest-bearing liabilities and provisions.

Capital employed shows the size of the company's assets that have been lent out by the company's owners or that have been lent out by lenders, see reconciliation table on page 21.

### **Outstanding shares**

Total number of shares less treasury shares repurchased by the Company.

<sup>&</sup>lt;sup>1</sup>The performance measure is an alternative performance measure according to ESMA's guidelines.

<sup>&</sup>lt;sup>2</sup>Minority interest is included in equity when the performance measures are calculated.

# RECONCILIATION TABLES ALTERNATIVE PERFORMANCE MEASURES

| EBITA and EBITDA                                     |           |          |      |          |            |            |           |              |       |        |        |         |
|--|-----------|----------|------|----------|------------|------------|-----------|--------------|-------|--------|--------|---------|
| Addtech Group, SEKm                                  |           |          |      | 31 Dec 2 | 024 3      | 31 Mar 202 | 4 31      | Dec 2023     | 31 Ma | r 2023 | 31 Ma  | ır 2022 |
| Operating profit according to Interir                | n report  |          |      | 2,       | 663        | 2,42       | 6         | 2,437        |       | 2,167  |        | 1,501   |
| Amortization, intangible assets (+)                  |           |          |      |          | 485        | 43         | 4         | 418          |       | 373    |        | 302     |
| EBITA  |           |          |      | 3,       | 148        | 2,86       | 0         | 2,855        | 2,540 |        |        | 1,803   |
| Depreciation, tangible assets (+)                    |           |          |      | 413      |            | 38         | 5         | 372          |       | 332    | 27     |         |
| EBITDA   |           |          |      | 3,       | 561        | 3,245      |           | 3,227        |       | 2,872  |        | 2,077   |
| Working capital and return on wo                     | orking o  | capital  |      |          |            |            |           |              |       |        |        |         |
| (P/WC)   |           |          |      |          |            |            | 12 mo     | nths endi    | ng    |        |        |         |
| Addtech Group, SEKm                                  |           |          | 3    | 31 Dec 2 | 024 3      | 31 Mar 202 | 4 31      | Dec 2023     | 31 Ma | r 2023 | 31 Ma  | r 2022  |
| EBITA (12 months rolling)                            |           |          |      | 3,       | 148        | 2,86       | 0         | 2,855        |       | 2,540  |        | 1,803   |
| Inventory, yearly average (+)                        |           |          |      | 3,       | 350        | 3,35       | 9         | 3,412        |       | 3,154  |        | 2,058   |
| Accounts receivables, yearly avera                   | age (+)   |          |      |          | 170        | 3,07       | 2         | 3,051        |       | 2,876  |        | 2,078   |
| Accounts payables, yearly average                    | (-)       |          |      | -2,      | 273        | -2,21      | 2         | -2,248       |       | -2,175 |        | -1,518  |
| Working capital (average)                            |           |          |      | 4,       | 247        | 4,21       | 9         | 4,215        |       | 3,855  |        | 2,618   |
| Return on working capital (P/WC                      | ) (%)     |          |      | 7        | <b>'4%</b> | 68%        | o         | 68%          |       | 66%    |        | 69%     |
| Acquired- and organic growth                         |           |          |      |          |            |            |           |              |       |        |        |         |
|  |           | 3 mo     | nths |          |            | 9 mor      | nths      |              |       | 12 mc  | nths   |         |
|  | 31        | Dec      | 31   | Dec      | 31         | Dec        | 31        | Dec          | 31 D  | ес     | 31 Mar |         |
| Addtech Group  | 20        | 024      | 20   | 023      | 2          | 024        | 20        | 023          | 202   | 4      | 20     | 24      |
| Acquired growth (SEKm,%)                             | 412       | (8%)     | 194  | (4%)     | 881        | (6%)       | 641       | (5%)         | 1,091 | (5%)   | 851    | (5%)    |
| Organic growth (SEKm,%)                              | 136       | (3%)     | 58   | (2%)     | 351        | (2%)       | 400       | (3%)         | -33   | (0%)   | 16     | (0%)    |
| Exchange rate effect (SEKm,%)                        | -27       | (0%)     | 55   | (1%)     | -114       | (-1%)      | 440       | (3%)         | -116  | (0%)   | 438    | (2%)    |
| Total growth (SEKm,%)                                | 521       | (11%)    | 307  | (7%)     | 1,118      | (7%)       | 1,481     | (11%)        | 942   | (5%)   | 1,305  | (7%)    |
| Interest coverage ratio                              |           |          |      |          |            |            | 12 mo     | nths endi    | ng    |        |        |         |
| Addtech Group  |           |          | 3    | 31 Dec 2 | 024 3      | 31 Mar 202 | 4 31      | Dec 2023     | 31 Ma | r 2023 | 31 Ma  | r 2022  |
| Profit after financial items, SEKm                   |           |          |      | 2,       | 390        | 2,18       | 3         | 2,215        |       | 2,005  |        | 1,433   |
| Interest expenses and bank charge                    | s, SEK    | m (+)    |      |          | 301        | 28         | 3         | 267          |       | 158    |        | 67      |
| Total  |           |          |      | 2,       | 691        | 2,46       | 6         | 2,482        |       | 2,163  |        | 1,500   |
| Interest coverage ratio, multiple                    |           |          |      |          | 8.9        | 8.         | 7         | 9.3          |       | 13.7   |        | 22.4    |
| Net debt excl. pensions and net                      | debt ex   | cl.      |      |          |            |            |           |              |       |        |        |         |
| pensions/equity ratio                                |           |          |      |          |            |            |           | nd of the p  |       |        |        |         |
| Addtech Group  |           |          | 3    | 31 Dec 2 | 024 3      | 31 Mar 202 | 4 31      | Dec 2023     | 31 Ma | r 2023 | 31 Ma  | r 2022  |
| Financial net debt, SEKm                             |           |          |      |          | 603        | 4,66       | 8         | 4,792        |       | 4,325  |        | 4,061   |
| Pensions, SEKm (-)                                   |           |          |      | _        | 261        | -241       |           | -249 -218    |       | -218   |        | -314    |
| Net debt excluding pensions, SE                      | Km        |          |      | 5,       | 342        | 4,42       | 7         | 4,543        |       | 4,107  |        | 3,747   |
| Equity, SEKm   |           |          |      | 6,       | 997        | 6,47       | В         | 6,059        |       | 5,573  |        | 4,259   |
| Net debt to Equity ratio (excluding                  | ıg pens   | ions),   |      |          |            |            |           |              |       |        |        |         |
| multiple   |           |          |      |          | 8.0        | 0.         | 7         | 0.7          |       | 0.7    |        | 0.9     |
| Capital employed and return on                       | capital   | employe  | ed   |          |            |            | 12 mo     | nths endi    | ng    |        |        |         |
| Addtech Group, SEKm                                  |           |          | 3    | 31 Dec 2 | 024 3      | 31 Mar 202 | 4 31      | Dec 2023     | 31 Ma | r 2023 | 31 Ma  | r 2022  |
| Profit after financial items                         |           |          |      |          | 390        | 2,18       |           | 2,215        |       | 2,005  |        | 1,433   |
| Financial expenses (+)                               | nses (+)  |          |      |          | 392        | 367        |           | 316          |       |        |        | 152     |
| Profit after financial items plus financial expenses |           |          | 2,   | 782      | 2,55       | 0          | 2,531     |              | 2,215 |        | 1,585  |         |
| Total assets, yearly average (+)                     |           |          |      | 17,      | 403        | 16,17      | 0         | 15,811 14,28 |       | 14,280 |        | 11,001  |
| Non-interest-bearing liabilities, year               | rly avera | age (-)  |      | -3,      | 820        | -3,83      | 39 -3,79  |              |       | -3,581 |        | -2,705  |
| Non-interest-bearing provisions, ye                  | arly ave  | rage (-) |      | -        | 924        | -80        | -809 -766 |              |       | -655   |        | -485    |
| Capital employed                                     |           |          |      | 12       | CEO        | 11,52      | 2         | 11,250       |       | 10,044 |        | 7,811   |
| Capital employed                                     |           |          |      | 12,      | 659        | 11,52      | ۷         | 11,230       |       | 10,044 |        | 7,011   |



# This is Addtech

Addtech is a Swedish, listed technical solutions group that combines the flexibility and speed of a small company with the resources of a large company. We acquire, own and develop independent subsidiaries that sell various high-tech products and solutions to customers, primarily within the manufacturing industry and infrastructure. With in-depth expertise in a number of different niches, our subsidiaries generate added technical, financial and sustainable value for customers and suppliers alike, thus helping increase the efficiency and competitiveness of all involved. We currently own more than 150 companies in about 20 countries, and have a long history of sustainable, profitable growth.

### Our vision

We are to be the leader in value-creating technical solutions for a sustainable tomorrow, perceived as the most skilled and long-term partner of our customers, suppliers and employees.

### **Business concept in brief**

Addtech offers high-tech products and solutions for companies in the manufacturing and infrastructure sectors. Addtech contributes with added technical and financial value by being a skilled and professional partner for customers and manufacturers.

### We build shareholder value through:

- our 150 subsidiaries and their capacity to generate earnings growth
- · corporate governance that ensures the companies achieve even better results and development
- · acquisitions that bring in new employees, customers and suppliers

**ADDTECH AB (PUBL.)** Org.nr: 556302-9726, Box 5112, 102 43 Stockholm, Visiting address: Birger Jarlsgatan 43 Tel: +46 8 470 49 00, info@addtech.com

