

# Q1

## FIRST QUARTER 2024

HAKI Safety AB (publ) · Malmö April 22, 2024



### Improved gross margin in a continued soft market

#### First quarter 2024

- Net sales declined 32 percent to SEK 242 M (355). Organically, net sales declined 27 percent.
- Adjusted EBITA declined and amounted to SEK 14 M (34).
- Operating profit declined SEK 25 M and amounted to SEK 7 M (32). Non-recurring items of SEK 5 M regarding the divestment of FAS Converting Machinery had a negative impact on the operating profit.
- Net result after tax was SEK 4 M (19).
- Cash flow from operating activities amounted to SEK -18 M (60).
- Earnings per share before dilution totalled SEK 0.15 (0.70) and after dilution SEK 0.15 (0.69).
- New financial targets and a new reporting structure were presented at the Capital Markets Day on March 14, 2024.
- A new warehouse and office were established in Stavanger, Norway, to meet the increasing demand for the energy sector in Norway.
- The divestment of FAS Converting Machinery was finalised during the first quarter.

#### Financial summary

	2024 Q1	2023 Q1	2023 Q1-Q4
Net sales	242	355	1,188
Gross profit	87	112	397
Adjusted EBITA	14	34	95
Operating profit	7	32	99
Profit before tax	4	25	78
Net result	4	19	62
Net sales, growth %	-31.8	26.3	1.7
Gross margin, %	36.0	31.5	33.4
Adjusted EBITA, %	5.8	9.6	8.0
Operating margin, %	2.9	9.0	8.3
Earnings per share, before dilution, SEK	0.15	0.70	2.27
Earnings per share, after dilution, SEK	0.15	0.69	2.24
Cash flow operating activities, SEK	-18	60	153
Financial net debt, SEK M	285	278	298
Financial net debt / Adjusted EBITDA excl. IFRS 16, times	2.2	1.9	1.9
Equity/assets ratio, %	49	42	48

## IMPROVED GROSS MARGIN IN A CONTINUED SOFT MARKET

HAKI Safety reports a relatively weak first quarter. Net sales declined organically 27 percent compared to the same period last year.

The decrease in net sales is partly attributed to a continued soft market and partly to a lack of large one-off customer orders during the quarter. Although these orders are a natural part of our business, they are irregular and cause significant variations in sales and results between quarters. In the first quarter of 2023, we received several of these orders, which makes comparisons with this quarter challenging.

At the same time, the Group shows its strength and reports a gross margin of 36 percent in the quarter, which is very satisfactory. We have prioritised and continue to prioritise our gross margin. We see positive effects from ongoing efficiency measures and synergies from acquisitions. The potential to increase the inventory turnover rate is still very large and the focused work in this area continues. We have set ambitious targets for the inventory turnover rate, which will reduce working capital, and also for increased customer service levels.

Despite a soft market and short order book, we estimate that many of the customers' postponed projects and investments will be realised during the second half of the year. We are experiencing high activity in the market with many inquiries and negotiations. This applies to traditional sales but, in particular, to our offering of strategic rental, where we secured two major orders during the quarter.

HAKI Safety's strategic transformation has fundamentally changed the Group. We have shifted from being a conglomerate with diversified holdings to a focused industrial group.

In parallel, we have further developed the Swedish-based HAKI through acquisitions. Here, we have gone from offering a range of system scaffolds to a wider range of workplace safety products. The Group's offer to customers has been broadened geographically, product-wise and to more sectors. HAKI Safety is thus less sensitive to business cycles today than before.

The weak demand for new residential construction continued to impact the Group in Sweden and Canada, but also in Norway during the quarter. At the same time, demand for products remained good regarding infrastructure projects in both Denmark and France. In France, demand for products for commercial real estate also remained good. The lack of large one-off customer orders and sales of rental equipment during the quarter particularly impacted the operations in Norway and the UK, which had several such transactions during the corresponding period in 2023. Demand for digital and technical solutions remains high, especially from customers managing complex projects. In February 2024, we announced that we meet the increasing demand for the energy sector in Norway by establishing a warehouse and office in Stavanger.

Cash flow from operating activities was negative, mainly explained by high invoicing levels at the end of the quarter and increased purchase of rental equipment intended for various energy projects. The Group has a stable financial position even though the debt ratio increased slightly in the quarter. However, the underlying profitability is not yet at a level that can be considered good, but with increased future demand comes a fine profitability development. We monitor market developments closely and will act if necessary.

During the quarter, we finalised the divestment of the portfolio company FAS Converting Machinery. The purchase price of USD 3.7 M had a positive impact on cash flow and net debt, but a negative effect on the result.

We continue to develop HAKI Safety, and on our first Capital Markets Day in March 2024, further steps were taken in the Group's change journey with the introduction of financial targets, a dividend policy and a new reporting structure.

Events in the world continue to pose uncertainty for the market development going forward. As with the first quarter, the second quarter of 2024 may be challenging due to a strong comparison period. But thanks to positive signals in the market, our geographical mix and product mix, I overall have a positive view of the future.



Malmö, April 22, 2024

**Sverker Lindberg**, President and CEO

# REPORT COMMENTS

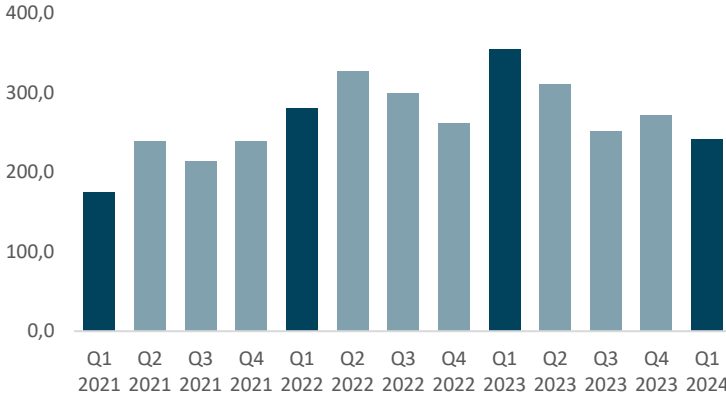
## FIRST QUARTER 2024

Group net sales amounted to SEK 242 M (355), a decrease of 32 percent compared with the year-earlier quarter. Organically, net sales declined 27 percent. Structural changes, which refer to divestments, had a negative impact on net sales of 5 percent. Exchange rate effects had no impact on net sales.

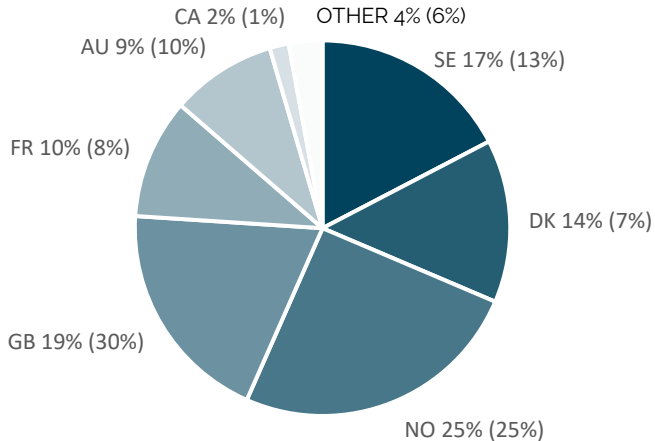
During the quarter, the market continued to be soft, which mainly impacted sales to customers involved in new residential construction in Norway, and, as in previous quarters, also in Sweden and Canada. The year-earlier quarter included certain larger transactions in Norway and the UK, which were related to one-off orders and sales of rental equipment. These transactions were not repeated in the current quarter. The soft market and the absence of these transactions accounted for most of the organic decrease in net sales in the quarter.

In Denmark and France, demand for products for infrastructure projects continued to be good. France also had good demand for products for commercial real estate. In several geographies, it was noted that customers have postponed projects until the second half of 2024 and that customers are waiting to carry out capital investments. Demand remains high for digital and technical solutions. The number of inquiries to, for example, the energy sector in Norway is increasing, as is the demand for strategic rental.

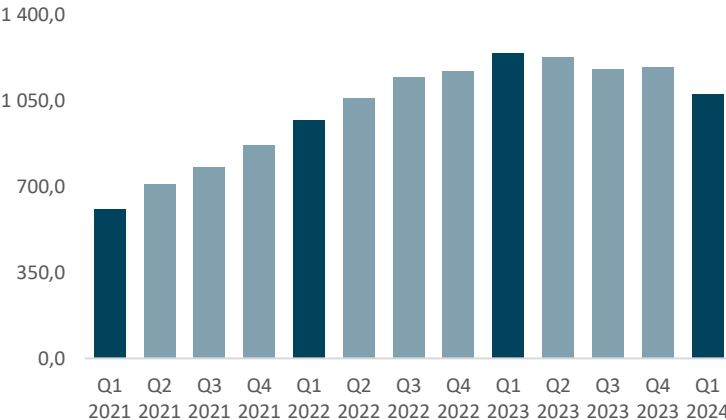
Net sales per quarter, SEK M



Net sales in the quarter



Net sales R12M, SEK M



Gross margin was 36.0 percent (31.5), where the increase compared to the same period last year is explained by efficiency measures and synergies from acquisitions.

Adjusted EBITA amounted to SEK 14 M (34), corresponding to an adjusted EBITA marginal of 5.8 percent (9.6), where the decline is explained by the lower sales. The increased gross margin did not fully compensate for the lower volumes and hence the result in the quarter.

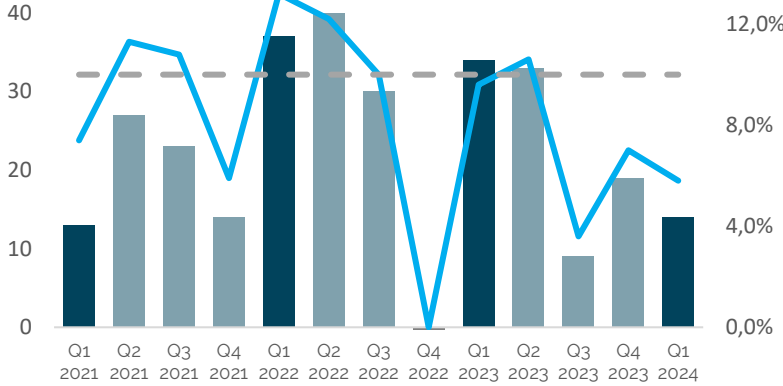
Operating result totalled SEK 7 M (32), corresponding to an operating margin of 2.9 percent (9.0). The divestment of FAS Converting Machinery had a negative impact on the operating profit of SEK 5 M mainly due to a product-related warranty matter that arose after the transaction date and was settled at the final settlement of the purchase price. Depreciations and write-downs of acquisitions-related assets were SEK 2 M (2).

Cash flow from operating activities amounted to SEK -18 M (60) and was impacted by high invoicing levels at the end of the quarter as well as increased purchases of rental equipment intended for projects in the energy sector. Cash flow from investment activities amounted to SEK 35 M (-7) and was positively impacted by the divestment of FAS Converting Machinery. Cash flow from financing activities was SEK -6 M (4).

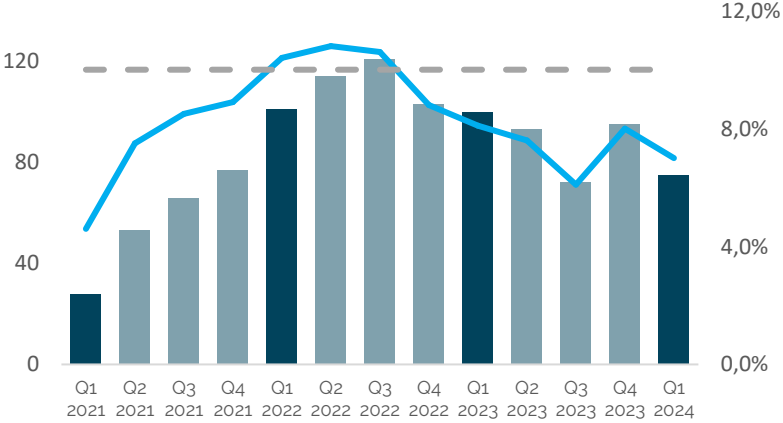
Financial net amounted to SEK -3 M (-7). The financial net for the period includes interest expenses of SEK -6 M (-6) and exchange rate effects of SEK 3 M (-1).

Net result after tax totalled SEK 4 M (19), corresponding to SEK 0.15 per share before dilution (0.70) and SEK 0.15 after dilution (0.69). Group net debt amounted to SEK 285 M (278).

Adjusted EBITA, SEK M, and margin, %, per quarter



Adjusted EBITA, SEK M, and marginal, %, R12M



### Significant events during the quarter

On January 24, 2024, the divestment of FAS Converting Machinery was finalised. The operation was part of the former Industrial Services business area and had annual sales of SEK 90 M in 2023. The buyer was the American company CMD Corporation. The purchase price amounted to USD 3.7 M on a debt-free basis, subject to working capital adjustments. The divestment had a negative impact on the operating profit of SEK 5 M mainly due to a product-related warranty matter that arose after the transaction date and was settled at the final settlement of the purchase price.

On February 13, 2024, HAKI Safety communicated that the Group meets the increasing demand for safety products and solutions for the energy sector by establishing a warehouse and office in Stavanger, Norway. The establishment enables continued growth within system scaffold in aluminium for both the energy and construction sectors along the Norwegian west coast.

On February 21, 2024, the 2022 French acquisition of Novakorp Systems officially changed names and became HAKI France. All re-branding of the company's products and solutions to HAKI was completed.

On March 14, 2024, in connection with the Group's Capital Markets Day, HAKI Safety published financial targets and a dividend policy for the Group:

#### 1. Net sales of SEK 2,000 million by 2027

Net sales is to amount to SEK 2,000 M by 2027. The net sales increase will be based on a combination of organic growth, organic growth projects and acquired growth.

#### 2. Adjusted EBITA margin >10%

The adjusted EBITA margin is to amount to more than 10 percent. Adjusted EBITA margin is deemed to give a fair picture of the profitability of the underlying business as it excludes amortisation and write-downs of acquisition-related intangible assets and non-recurring items.

#### 3. Financial net debt in relation to adjusted EBITDA <2.5

EBITDA is to be less than 2.5. The key figure shows the relation of net debt to adjusted EBITDA. The financial net debt refers to interest-bearing liabilities with deductions for cash and adjusted EBITDA as operating profit excluding depreciation, amortisation and write-downs and non-recurring items. The measures are measured excluding the effects of IFRS 16.

#### 4. Dividend policy

The dividend is to amount to 25–50 percent of the year's net profit. Proposals for dividends will consider the shareholders' expectation of a reasonable dividend yield and the business's need for financing.

### Significant events during the quarter

No significant events in the quarter have been reported.

### Material risks and uncertainty factors

An important element of HAKI Safety's strategic planning is the identification of business-critical risks that could have a negative impact on the Group.

Group-wide long-term risks are managed in a risk management process that was introduced in 2023. The material risks identified through this process are divided into four categories: strategic risks, operational risks, compliance risks and financial risks that may have a major impact on the entire Group and thus are managed at the Group level. For information about these risks and the risk management process, refer to the 2023 Annual Report available at [www.hakisafety.com](http://www.hakisafety.com).

Short-term risks are, among other things, wars and conflicts that can give rise to global geopolitical effects as well as general macroeconomic factors that can impact growth, interest rates, inflation and currencies. The Group continuously monitors events in the world to be able to manage any negative effects with various action programs such as cost savings, price increases or production stops.

### Accounting principles

The Group's interim report has been prepared in accordance with IAS 34 Interim Financial Reporting, the Swedish Annual Accounts Act and RFR 2. HAKI Safety continues to apply the same accounting principles and valuation methods that are described in the 2023 Annual Report. Amendments to IFRS standards that became effective during 2024 do not have a material impact on the result and financial position of the Company. This report is presented in SEK million why rounding differences can occur at certain rows and amounts.

### Operating segments

With effect from the first quarter of 2024, HAKI Safety introduced a reporting segment with an associated reporting structure for the distribution of net sales, that is reflected in this report. At the same time, the previous two business areas, Safe Access Solutions and Industrial Services, were discontinued. The reporting for the distribution of net sales follows the Group's geographical spread and core business: system scaffolds, work zone safety, digital and technical solutions, as well as other business branches.

HAKI Safety offers a wide range of products and solutions within system scaffold, work zone safety, and digital and technical solutions that help customers achieve safety and efficiency in their various environments.

- System scaffold: system and frame scaffolding, weather protection, stair solutions, bridge systems, etc.
- Work zone safety: catchfans, barrier systems, fall protection, stairways, spaghetti mats, etc.
- Digital solutions and technical support: surveying instruments and equipment for land surveying, and construction laser level tools. Bespoke platform solutions and education. Digital design and construction tools for planning and visualising
- Other business branches

### **Effects of changes in estimates and judgments**

Critical estimates and judgments are described in the 2023 Annual Report. No changes that could have a significant impact on the current report have been implemented.

### **Information on financial instruments**

HAKI Safety has no financial assets valued as fair value through the income statement. All financial assets are valued at amortised cost. Acquisition-related earnouts are accounted for as a financial liability in the balance sheet, which is valued at fair value in accordance with level 3, in accordance with IFRS 13. Earnouts have been calculated based on discounting future cash flow. Evaluation of future cash flow for earnouts is based on gross profit in acquired operations. Fair value of earnouts will be changed if assumptions in gross profit in acquired businesses is changed. A complete description of accounting principles is presented in the 2023 Annual Report.

### **Related-party transactions**

HAKI Safety's related-party transactions are described in the 2023 Annual Report. No transactions between HAKI Safety and its related parties have been carried out during the period which has had a significant impact on the company's position and results.

At the 2022 Annual General Meeting, it was resolved that Group Management would be allowed to acquire call options in line with the Group's long-term incentive program. The call options were acquired at market value in accordance with a valuation by an independent third party. The call option program was fully subscribed, with the CEO acquiring 150,000 options and other senior executives acquiring 350,000 options, of which 100,000 were synthetic options, in accordance with the principles established by the Annual General Meeting.

The call options entitle the holder to subscribe for new B shares in the company during the period May 1, 2025, up to and including June 30, 2025, at a subscription price of SEK 35.80, corresponding to 135 percent of the volume-weighted average price according to Nasdaq Stockholm's official price list for the share during the five trading days immediately following the 2022 Annual General Meeting, adjusted for share dividends during the period. Full dilution was assumed in the calculation of earnings per share.

### **Auditor's review**

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

### **Forward-looking information**

This report contains forward-looking information based on the current expectations of company management. Although management deems that the expectations presented by such forward-looking information are reasonable, no guarantee can be given that these expectations will prove correct. Accordingly, the actual future outcome could vary considerably compared with what is stated in the forward-looking information, due to such factors as changed conditions regarding finances, market and competition, changes in legal and regulatory requirements and other political measures, and fluctuations in exchange rates.

Malmö, April 22, 2024  
On behalf of the Board of Directors

**Sverker Lindberg**  
President and CEO

CONSOLIDATED INCOME STATEMENT (SEK M)	2024/Q1	2023/Q1	2023/Q1-Q4	R12M
Net sales	242	355	1,188	1,075
Cost of goods sold	-155	-243	-791	-703
<b>GROSS PROFIT</b>	<b>87</b>	<b>112</b>	<b>397</b>	<b>372</b>
Selling expenses	-51	-53	-211	-209
Administrative expenses	-20	-23	-81	-78
Research and development costs	-5	-6	-26	-25
Other operating income and expenses	-4	2	21	15
<b>OPERATING PROFIT/LOSS</b>	<b>7</b>	<b>32</b>	<b>99</b>	<b>74</b>
Net financial income	-3	-7	-21	-17
<b>PROFIT/LOSS BEFORE TAX</b>	<b>4</b>	<b>25</b>	<b>78</b>	<b>57</b>
Income tax	0	-6	-16	-10
<b>PROFIT/LOSS FOR THE YEAR</b>	<b>4</b>	<b>19</b>	<b>62</b>	<b>47</b>

#### STATEMENT OF COMPREHENSIVE INCOME

Translation differences	22	5	-2	15
<b>Items that will be subsequently reversed in the income statement</b>	<b>22</b>	<b>5</b>	<b>-2</b>	<b>15</b>
Revaluation of net pension liabilities	0	0	-1	-1
<b>Items that will not be reversed in the income statement</b>	<b>0</b>	<b>0</b>	<b>-1</b>	<b>-1</b>
<b>Other comprehensive income for the period, net after tax</b>	<b>22</b>	<b>5</b>	<b>-3</b>	<b>14</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>26</b>	<b>24</b>	<b>58</b>	<b>60</b>

#### *Other comprehensive income attributable to:*

Parent company shareholders	4	19	62	47
Non-controlling interests	0	0	0	0
<b>Total comprehensive income attributable to:</b>				
Parent company shareholders	26	24	58	60
Non-controlling interests	0	0	0	0

#### *Attributable to Parent company shareholders (SEK)*

Earnings per share, before dilution	0.15	0.70	2.27	1.72
Earnings per share, after dilution	0.15	0.69	2.24	1.70
Average number of shares during the period (million)	27.3	27.3	27.3	27.3
Number of shares at the end of the period (million)	27.3	27.3	27.3	27.3

<b>CONSOLIDATED BALANCE SHEET (SEK M)</b>	<b>2024-03-31</b>	<b>2023-03-31</b>	<b>2023-12-31</b>
Goodwill	362	370	345
Other intangible assets	59	80	60
Fixed assets	335	329	317
Other fixed assets	8	14	10
Inventories	324	400	338
Accounts receivables	178	191	118
Other receivables	31	30	28
Cash and bank	64	89	53
Assets held for sale	0	0	64
<b>TOTAL ASSETS</b>	<b>1,361</b>	<b>1,503</b>	<b>1,333</b>
Equity	669	632	643
Provisions	48	41	48
Financial liabilities regarding additional purchase price (earnouts)	56	145	53
Interest-Bearing liabilities	339	355	338
Lease liabilities	73	74	79
Accounts payable	87	108	60
Other liabilities	89	148	90
Liabilities held for sale	0	0	22
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,361</b>	<b>1,503</b>	<b>1,333</b>



<b>CONSOLIDATED CASH FLOW (SEK M)</b>	<b>2024/Q1</b>	<b>2023/Q1</b>	<b>2023/Q1-Q4</b>
<b>Profit/loss from operating activities</b>			
Profit/loss before tax	4	24	78
Adjustments for items not included in cash flow	22	33	66
Taxes paid	-2	-1	-13
<b>Cash flow from operating activities before changes in working capital</b>	<b>23</b>	<b>56</b>	<b>132</b>
<b>Change in working capital</b>			
Change in inventories	-9	35	50
Change in current receivables	-62	-55	2
Change in current liabilities	30	24	-31
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>	<b>-18</b>	<b>60</b>	<b>153</b>
<b>Investments activities</b>			
Investments in intangible fixed assets	-2	-2	-8
Investments in property, plant and equipment	-2	-6	-15
Property, plant and equipment sold	0	1	0
Acquired and divested subsidiaries	38	0	-50
Change in other financial fixed assets	1	0	0
<b>CASH FLOW FROM INVESTMENT ACTIVITIES</b>	<b>35</b>	<b>-7</b>	<b>-74</b>
<b>Financing activities</b>			
Amortisation of loans	0	-7	-21
Borrowings	0	11	17
Change in other financial liabilities	-6	0	-29
Dividend	0	0	-22
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>	<b>-6</b>	<b>4</b>	<b>-55</b>
<b>CASH FLOW FOR THE YEAR</b>	<b>10</b>	<b>57</b>	<b>24</b>
Cash and cash equivalents at start of year including translation difference	54	32	29
<b>Cash and cash equivalents at end of the period</b>	<b>64</b>	<b>89</b>	<b>53</b>

From 2023 onwards, net investments in assets related to strategic rental materials are presented as part of cash-flow from operating activities. First quarter net investments amounted to 25 M (18). Gross investments in machines, equipment and buildings amounted to 42 M (26). Depreciation according to plan amounted to 14 M (23).

<b>CHANGE OF EQUITY (SEK M)</b>	<b>2024/Q1</b>	<b>2023/Q1</b>	<b>2023/Q1-Q4</b>
Opening balance	643	608	608
Total comprehensive income for the period	26	24	58
Dividend	-	-	-22
<b>Closing balance equity attributable to the shareholders of the parent company</b>	<b>669</b>	<b>632</b>	<b>643</b>

#### GROUP KEY FIGURES

<b>Net debt</b>	<b>2024/Q1</b>	<b>2023/Q1</b>	<b>2023/Q1-Q4</b>
Interest-bearing liabilities to credit institutions	339	356	340
Interest-bearing provision for pensions	10	11	11
Cash and cash equivalents	-64	-89	-53
<b>Financial net debt</b>	<b>285</b>	<b>278</b>	<b>298</b>
Liabilities regarding additional purchase price (earnouts)	56	145	53
Lease liabilities under IFRS 16	73	74	79
<b>Total net debt including IFRS 16</b>	<b>414</b>	<b>497</b>	<b>430</b>

Find definitions on page 16.

HAKI Safety has a revolving credit facility. By the end of this quarter, granted but unutilised credit facilities were 41 M (100). The credit agreement is subject to customary financial covenants measured on quarterly basis. The group fulfilled these covenants March 31 2024.

Current credit agreement is due March 2025. Renegotiations of credit agreement is ongoing with associated addition and increase of the credit facility limit, this is expected to be completed during the second quarter 2024.

KEY FIGURES	2024/Q1	2023/Q1	2023/Q1-Q4
<b>Sales measures</b>			
Net sales growth, %	-31.8	26.3	1.7
Organic growth, %	-27.0	3.8	3.0
Percentage of revenue outside of Sweden, %	83	87	86
<b>Profitability measures</b>			
Gross margin, %	36.0	31.5	33.4
Operating margin, %	2.9	9.0	8.3
Adjusted EBITA-margin, %	5.8	9.6	8.0
Adjusted EBITA-margin R12, %	7.0	8.1	8.0
Adjusted EBITDA-margin, %	13.2	15.5	15.2
Adjusted EBITDA-margin R12, %	14.6	14.3	15.2
<b>Return measures and measures on capital structure</b>			
Interest coverage ratio <sup>2</sup> , times	3.8	7.4	4.8
Net debt/equity ratio, times	0.4	0.4	0.5
Return on Capital Employed <sup>2</sup> , %	5.3	8.7	9.3
Return on Equity, after tax <sup>2</sup> , %	7.2	10.3	9.9
Return on Total Assets, before tax <sup>2</sup> , %	5.7	6.4	7.4
Financial net debt / adjusted EBITDA excl IFRS 16 R12	2.2	1.9	1.9
Total Net debt / adjusted EBITDA incl IFRS 16 R12	2.6	2.8	2.4
Equity per share, SEK	24.48	23.13	23.53
Group Equity/assets ratio	49	42	48
Parent company Equity/assets ratio	50	49	50
<b>Other</b>			
Number of employees at the end of the period	278	313	311

Definitions page 16.

Items affecting comparability	2024/Q1	2023/Q1	2023/Q1-Q4
Revaluation of additional purchase price liabilities (earn-outs)	0	0	39
Write-down of acquisition related assets	0	0	-21
Acquisition and divestment related revenue/costs (net)	-5	0	0
Restructuring costs	0	0	-5
<b>Total</b>	<b>-5</b>	<b>0</b>	<b>13</b>

Adjusted EBITA	2024/Q1	2023/Q1	2023/Q1-Q4
<b>Operating profit</b>	<b>7</b>	<b>32</b>	<b>99</b>
Amortisation acquisition-related intangible assets	2	2	9
<b>EBITA</b>	<b>9</b>	<b>34</b>	<b>108</b>
Reversal of items affecting comparability	5	0	-13
<b>Adjusted EBITA</b>	<b>14</b>	<b>34</b>	<b>95</b>

Adjusted EBITDA	2024/Q1	2023/Q1	2023/Q1-Q4
<b>Operating profit</b>	<b>7</b>	<b>32</b>	<b>99</b>
Depreciation according to plan	14	16	69
EBITDA excluding IFRS 16	21	48	168
<b>Adjusted EBITDA excluding IFRS 16*</b>	<b>26</b>	<b>48</b>	<b>155</b>
Depreciation of right-of-use assets IFRS16	6	7	25
EBITDA including IFRS 16	27	55	193
<b>Adjusted EBITDA including IFRS 16*</b>	<b>32</b>	<b>55</b>	<b>180</b>

\*Excluding items affecting comparability

<b>SPLIT OF NET SALES (MSEK)</b>	<b>2024</b>		<b>2023</b>			
<b>Net sales per product category</b>	<b>Q1</b>	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>	<b>Q1-Q4</b>
System scaffold	114	125	114	151	181	57 <sup>1</sup>
Work zone safety	71	71	78	90	92	331
Digital solutions and technical support	34	28	21	25	38	112
Other	23	47	38	45	43	173
<b>Group total</b>	<b>242</b>	<b>271</b>	<b>251</b>	<b>311</b>	<b>355</b>	<b>1,188</b>

<b>SPLIT OF NET SALES (MSEK)</b>	<b>2024</b>		<b>2023</b>			
<b>Split of net sales</b>	<b>Q1</b>	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>	<b>Q1-Q4</b>
Over time <sup>1</sup>	9	6	4	4	9	22
Direct sales	233	265	247	307	346	1,166
<b>Group total</b>	<b>242</b>	<b>271</b>	<b>251</b>	<b>311</b>	<b>355</b>	<b>1,188</b>

<sup>1</sup> Relates to service agreements.

SPLIT OF NET SALES (MSEK)	2024			2023		
	Q1	Q4	Q3	Q2	Q1	Q1-Q4
Geographical split						
Sweden	42	38	37	40	45	160
Denmark	34	27	20	27	24	98
Norway	61	61	61	85	89	296
UK	47	55	47	58	108	268
France	25	27	28	21	29	105
Austria	22	25	31	34	34	124
Canada	4	13	14	12	4	43
Other markets	7	25	13	34	22	94
<b>Group total</b>	<b>242</b>	<b>271</b>	<b>251</b>	<b>311</b>	<b>355</b>	<b>1,188</b>

<b>PARENT COMPANY INCOME STATEMENT (SEK M)</b>	<b>Q1/2024</b>	<b>Q1/2023</b>	<b>2023/Q1-Q4</b>
Administrative expenses	-8	-6	-24
Other operating income	2	2	9
Other operating expenses	0	0	0
<b>OPERATING PROFIT</b>	<b>-6</b>	<b>-4</b>	<b>-15</b>
Share of profit or loss in associated companies	8	0	10
Net financial items	1	-1	-10
<b>PROFIT AFTER FINANCIAL ITEMS</b>	<b>3</b>	<b>-5</b>	<b>-15</b>
Appropriations	0	0	19
Income tax	0	0	1
<b>NET PROFIT</b>	<b>3</b>	<b>-5</b>	<b>5</b>

<b>PARENT COMPANY BALANCE SHEET (SEK M)</b>	<b>Q1/2024</b>	<b>Q1/2023</b>	<b>2023/Q1-Q4</b>
Fixed assets	194	200	204
Other current assets	600	614	601
Cash and bank (cash equivalents)	28	44	10
<b>TOTAL ASSETS</b>	<b>822</b>	<b>858</b>	<b>815</b>
Equity	412	421	409
Interest-bearing liabilities	398	429	397
Other liabilities	12	8	9
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>822</b>	<b>858</b>	<b>815</b>

## DEFINITIONS

HAKI Safety presents financial measurements in the interim report which are not defined by IFRS. The purpose of presenting these measurements is to give certain additional information to the reader that is considered to be of value for the understanding of the financial information. These alternative performance measurements shall be seen as a complement in addition to the financial measurements in accordance with IFRS. Definitions of the alternative performance measurements are presented below. A numerous reconciliation of the alternative performance measurements is available on the HAKI Safety website, [www.hakisafety.com](http://www.hakisafety.com)

### Return on Equity, after tax

Net result in relation to average equity.

### Return on capital employed

Earnings before tax plus interest costs in relation to average capital employed.

### Return on total assets, before tax

Earnings before tax plus interest costs in relation to total assets.

### EBIT

Earnings before interest and taxes

### EBITA

Operating profit before amortisations and write down of goodwill, trademarks, and customer relations and excluding results from revaluation of earnouts. The purpose of this alternative performance measurement is to present the underlying profit level.

### EBITA margin

EBITA divided by net sales.

### Adjusted EBITA

Operating profit before amortisations and write down of goodwill, trademarks, and customer relations excluding results from revaluation of earnouts, restructuring costs and acquisition and divestment-related items.

### Adjusted EBITA margin

Adjusted EBITA divided by net sales.

### EBITDA

Earnings before interest, taxes, depreciation, and amortization

### EBITDA margin

EBITDA divided by net sales.

### EBITDA excl IFRS 16

EBITDA adjusted with accounting effect from IFRS16.

### EBITDA excl IFRS 16 margin

EBITDA adjusted with accounting effect from IFRS16 divided by net sales.

### Adjusted EBITDA

Operating profit before amortisations and write down of goodwill, trademarks, and customer relations, excluding results from revaluation of earnouts and reversal of items affecting comparability.

### Adjusted EBITDA margin

Adjusted EBITDA divided by net sales.

### Financial net debt

Interest-bearing liabilities to credit institutions, interest-bearing provision for pension, deducted by cash and cash equivalents.

### Financial net debt / adjusted EBITDA excl IFRS16

Financial net debt in relation to adjusted EBITDA excluding IFRS16.

### Net sales growth

Change in net sales in relation to previous periods.

### Organic growth

Net sales growth adjusted to the effect of changed currencies, acquisitions and divestments.

### Net debt/equity ratio

Financial net debt in relation to Equity.

### Interest Coverage ratio

Earnings before tax plus interest income in relation to interest costs.

### Equity per share

Equity in relation to number of shares.

### Earnings per share

Net result in relation to the number of shares. The calculation of earnings per share after dilution is based on the full effect of the call option program.

### Equity/assets ratio

Equity in relation to total assets.

### Total net debts including IFRS 16

Interest-bearing liabilities to credit institutions, interest-bearing provision for pensions, earn-out liabilities from acquisitions and leasing liabilities minus cash and cash equivalents.

### Gross margin

Net sales minus cost of goods sold in relation to net sales.

### Operating margin

Operating result in relation to net sales.

### Capital employed

Equity plus interest-bearing liabilities, including provision for pensions and leasing liabilities minus cash and cash equivalents.



## FINANCIAL CALENDAR

- Friday, July 12, 2024, Interim report April–June 2024
- Wednesday, October 23, 2024, Interim report July–September 2024
- Wednesday, February 5, 2025, Interim report October–December 2024 and Year-end report 2024

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*This information is information that HAKI Safety AB is obliged to make public pursuant to the EU Market Abuse Regulation. The information was issued, by the contact persons above, for publication on April 22, 2024, at 1 pm CEST.*

*This is a translation of the Swedish original version. If there are any differences between this translation and the original Swedish language, the latter shall prevail.*

## HAKI SAFETY

HAKI Safety (formerly Midway Holding) is an international industrial group, focusing on safety products and solutions that create safe working conditions at temporary workplaces.

The group has annual sales of about 1.2 billion SEK and has since 1989 been listed on the Nasdaq Stockholm Small Cap.

HAKI Safety offers a wide range of products and solutions within system scaffold, work zone safety, and digital and technical solutions that help customers achieve safety and efficiency in their various environments.

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