

# Impact Coatings AB (publ) Year-End Report 2023

SEK million	2023 Q4	2022 Q4	2023 Jan-Dec	2022 Jan-Dec
Net sales	38.4	18.1	98.4	32.0
Net sales, excluding metals for electrolysis 1)	38.1	16.7	88.8	30.7
Total revenue	31.1	22.8	89.0	57.0
Operating profit	-1.3	-12.4	-33.9	-47.0
Operating profit after financial items	0.6 2)	-12.4	-32.0 <sup>3)</sup>	-47.0
Cash flow	-17.6	-21.4	60.5	-68.3
Net cash, end of period	119.8	61.4	119.8	61.4
Liquidity ratio	200%	201%	200%	201%
Order backlog coating systems at period end	4.7	21.1	4.7	21.1
Order backlog Coating Services, excl. metals for electrolysis 1)	1.0		1.0	
Order backlog Coating Services, incl. metals for electrolysis 1)	1.0		1.0	

## Significant events<sup>4)</sup> during the fourth quarter 2023

Five-year leasing agreement within waveguide antennas with Waveland Technology, for Coating Services production line in China

Order backlog Coating Services, incl. metals for electrolysis 1)

Lower Coating Services activity than anticipated, delayed orders within electrolysis

## Other events during the quarter

- Delivery of two coating systems during December
- Jonas Nilsson assumes role of CEO
- New group management team appointed

## Significant events<sup>4)</sup> after the period

No significant events have occurred after the period.

<sup>1)</sup> Metals for electrolysis are invoiced in a cost-neutral manner and do not affect operating profit.

<sup>2)</sup> Q4 operating profit after financial items includes one-time effects amounting to SEK 4.0 million.

<sup>3)</sup> Includes severance pay for the departing CEO of SEK 3.0 million.

<sup>4)</sup> Significant events refer to events that comprise insider information and shall be made public via press release.



## **CEO's Commentary**

## Record sales for full year 2023 - continued focus on profitable growth

With great enthusiasm and pride, we wrap up the fourth quarter with a new sales record for the full year 2023. The entire team has worked hard and we have reached important milestones during the year. At the same time, we appreciate that much work remains as we look ahead toward achieving profitable growth.



Jonas Nilson, CEO

The company's future direction is clear: we aim to strengthen our position as a market-leading player in electrolysis coatings for green hydrogen while continuing to leverage the strength in our PVD coating technology's wide range of applications, for example in automotive applications.

### Continued strong growth during the fourth quarter

The fourth quarter concluded a successful year for Impact Coatings. Net sales for the full year amounted to SEK 98 million (32). Excluding metals for electrolysis, net sales amounted to SEK 89 million (31). A key success factor behind the past year's development has been our combination of Coating Services and continuity in system sales. By listening to our customers, we have adapted our offerings to the market's needs, with Coating Services a clear example of this.

Net sales for the fourth quarter amounted to SEK 38 million (17), excluding metals for electrolysis. The quarter was strongly influenced by successful delivery of two coating systems at the end of the year. One system was our first delivery of an INLINECOATER™ IC2000 and was delivered to a fuel cell customer in China. The second delivery was to a European customer in metallization for vehicle safety functions.

Coating Services continued to develop well despite a lower than expected growth rate at our Coating Service Center in Linköping during the quarter, mainly caused by delayed orders in coatings for electrolysis. However, we still expect planned volumes and look forward to resuming full production capacity. As in the previous quarter, the hydrogen segment drove sales within Coating Services, where coatings for both electrolysis and fuel cells contributed to the positive development.

We are also increasing our strong presence on the Asian market through our Coating Service Center in Shanghai. Being closer to customers means that we can more proactively and efficiently develop as part of the active fuel cell market in China.

The aftermarket continues to be a prioritized business area and we are investigating several development opportunities, including related to networked systems, and with the potential for increased recurring revenues. The work is still in the development stage, and we look forward reporting our progress in the future.

We report operating profit after financial items of SEK 0.6 million for the fourth quarter due to strong sales, but also due to one-time effects amounting to SEK 4.0 million, including capitalization of development costs for the new Premium FC coating for fuel cells in heavy vehicles launched in the third quarter.

#### Sales development

We enter 2024 with a weak order backlog but a strong sales pipeline in terms of numbers of new leads and active customer discussions. Having just returned from visits to our priority growth markets, I am both inspired and convinced by the development potential we have ahead of us. During these visits, we could confirm the increasing potential we see in the hydrogen market. Together with our regional sales managers in Europe, Asia, and North America, we visited both existing and potential customers. We could further confirm that our offering of both Coating Services and machine sales is appealing to our potential customers. Another observation regarding the Chinese market is that there is significant potential for additional sales to existing customers.

In the broader Asian market, the Joint Development Agreement with Hyundai has not been extended for 2024 since we aim to move towards a more commercial relationship with a focus on delivery rather than development.

Temporary swings in coatings for electrolysis continue to be reflected in the order backlog. Our offering within Coating Services is specifically designed to enable customers to adapt to changing conditions. Our business model, through which we can deliver Coating Services, coating systems, or combinations of these based on the customer's needs, allows us to offer flexibility and reliability even in a volatile market.



#### New customers in our entry stage business

Recognizing our relatively long sales cycles, we view each new customer as an important step towards longterm success and we welcomed several new customers during the fourth quarter. In one such example, the agreement we signed at the end of the year with Waveland, a Chinese start-up in waveguide antennas, is fully in line with our focused application area metallization. Metallization of plastic and its applications in vehicle safety is an area where we see great potential to continue developing the business. In addition to several orders for tests and test series in electrolysis and fuel cells, I would also like to highlight a smaller order in Coating Services with an exciting player developing fuel cells for aircraft. Our experience and expertise in electrolysis coatings enable further strides in highperformance fuel cell coatings to help meet the requirements of hydrogen-powered aircraft.

#### Standardization for increased customer value

The past year has been characterized by investments to position Impact Coatings in the hydrogen coating market, international expansion and development of our Coating Service Centers. We can conclude that we have successfully executed on the plan to further enable efficiency and expansion of the business.

In parallel, we also continue to work with the development of our technology solutions and what we call the industrialization of the business. The team effort we made to deliver the system orders we had in the order backlog towards year-end sets the conditions for us to take the next step towards a more standardized production of systems. We have laid the foundation for the tactical change to produce machines against qualified market forecasts rather than reacting to incoming orders. Through standardization and volume purchasing, we see a significant opportunity to lower the costs of input materials, while at the same time we will be able to meet the demand from customers for faster

deliveries of our systems and thereby shorten the lead times from around one year to a few months.

#### Outlook

I assumed the role of CEO on October 1 and am reporting here my first quarter leading the company. I am proud of our employees' drive and achievements during the past year. Thanks to a smooth transition from my predecessor Torbjörn Sandberg Kanon, we have been able to continue at full speed and take several important steps in getting closer to our customers, strengthening the sales focus in the organization, and streamlining operations.

With the organizational changes implemented during the fourth quarter, we have now filled important roles and adopted a new group management that reflects our operational activities, providing long-term stability in the company and a clear orientation towards increased focus on sales and product development.

We have several milestones to look forward to in the coming year. High on the agenda is clearly the move and development of our Coating Service Center and headquarters in Linköping, as well as putting our third planned Coating Service Center in New York into operation. We also strive to further strengthen the organization and look forward to starting the shift from reactive to proactive production of our systems, which will enable faster and more efficient deliveries - and in the long run, increased value for our customers.

I would like to extend my thanks to all employees, partners, customers and shareholders who have been part of Impact Coatings' development in 2023. Together, we continue to strengthen the company's position as a market leader in electrolysis coatings and as a long-term strategic partner for our customers.

Jonas Nilsson, CEO



## **Financial Result**

#### **FOURTH QUARTER 2023**

Net sales for the fourth quarter amounted to SEK 38.4 million (18.1), including Coating Services revenue of SEK 4.4 million (2.9) and aftermarket sales of SEK 3.9 million (3.0). Two coating system were delivered during the period amounting to SEK 30.2 million (12.3).

Revenue for Coating Services during the fourth quarter includes SEK 0.4 million (1.4) from metals for electrolysis coatings. These metals are invoiced in a cost-neutral manner for Impact Coatings in agreement with relevant customers and are reported as revenue and raw material cost and do not affect operating profit.

The subsidiary in China generated aftermarket sales of SEK 1.5 million (0.2) and Coating Services sales of SEK 1.8 million (0).

Total revenue amounted to SEK 31.1 million (22.8). The difference between net sales and total revenue is mainly from capitalized work for own account in the amount of SEK 8.7 million (3.0) and the change of work in progress in the amount of SEK -16.5 million (1.7).

Operating expenses excluding raw materials amounted to SEK -24.9 million (-19.4), reflecting higher personnel costs and other external costs – mainly for our new Coating Service Center in China – in line with the growth strategy. In addition, SEK -0.4 million for the cost of metals for electrolysis is included – these are costneutral for the company as described above.

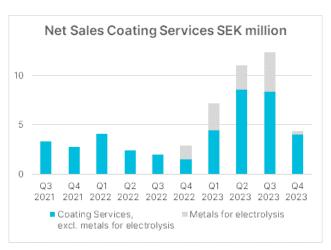
Currency translation loss amounted to SEK -3.1 million (0.3), a result of changed exchange rates of SEK against EUR and USD, as well as CNY against EUR and USD. The financial net was SEK 1.8 million (0).

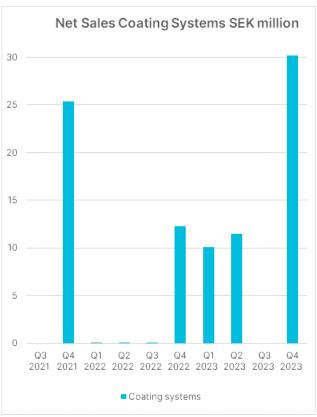
Operating profit after financial items was SEK 0.6 million (-12.4).

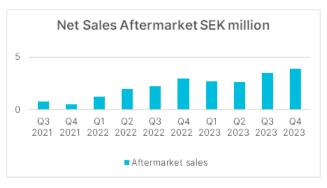
Operating profit in the quarter has been positively affected by capitalization of development costs in the amount of SEK 1.0 million for the new Premium FC coating for fuel cells launched in the third quarter, upgrade for Premium FC on own INLINECOATER IC2000 system with SEK 0.9 million and recycling of metals for electrolysis with SEK 2.1 million. The total amounts to SEK 4.0 million and was recognized as an expense in the previous quarters of 2023.

#### **FULL YEAR 2023**

Net sales for the period amounted to SEK 98.4 million (32.0), including Coating Services revenue of SEK 35.1 million (11.3) and aftermarket sales of SEK 11.4 million









(8.4). Revenues from system deliveries amounted to SEK 51.9 million (12.3).

Revenue from Coating Services during the period includes SEK 9.6 million (1.4) for metals for electrolysis coatings. These metals are invoiced in a cost-neutral manner for Impact Coatings in agreement with relevant customers and are reported as revenue and raw material cost and do not affect operating profit.

The subsidiary in China generated SEK 4.5 million (0.2) of aftermarket sales and SEK 3.0 million (0) in Coating Services revenue.

Total revenue amounted to SEK 89.0 million (57.0). The difference between net sales and total revenue is mainly explained by capitalized work for own account in the amount of SEK 18.9 million (20.6) and by changes in work in progress, which amounted to SEK -29.0 million (3.8).

During the period, we recognized capitalized costs for our own account for the new production facility in China and for an INLINECOATER™ IC2000 system for the coming production facility in USA in the amount of SEK 18.9 million.

Operating costs excluding raw materials amounted to SEK -89.0 million (-70.2), reflecting higher personnel costs and other external costs – mainly for our new Coating Service Center in China – in line with our growth strategy. In addition, the cost of metals for electrolysis is included in the amount of SEK -9.6 million - these are cost-neutral for the company as described above. Operating costs include severance pay for the departed CEO of SEK 3.0 million.

Currency losses amounted to SEK -2.5 million (3.3), a result of changed exchange rates SEK against EUR and USD, as well as CNY against EUR and USD, during the period. The financial net was SEK 1.8 million (0).

Operating profit after financial items was SEK -32.0 million (-47.0). Adjusted for the severance pay to the CEO, operating profit amounted to SEK -29.0 million.

### FINANCIAL POSITION AND LIQUIDITY

Cash and liquid assets at period-end amounted to SEK 119.8 million (61.4). The liquidity ratio amounted to 200% (201%). The company has no interest-bearing debt.

Cash flow from operations for the period amounted to SEK -42.1 million (-42.4). The growth in net sales has led

to an increase in accounts receivable and deposits with customs for customers outside Europe. The increase in raw materials is largely financed by advances from Coating Services customers, reported as customer prepayments.

Cash flow from investments amounted to SEK -27.2 million (-25.9), which mainly refers to investments to complete our new Coating Service Center in China and a INLINECOATER $^{\text{TM}}$  IC2000 system for the coming production facility in USA.

Cash flow from financing activities amounted to SEK 129.8 million (0). Total cash flow for the period was SEK 60.5 million (-68.3).

The company estimates that it has the liquidity needed for at least the next 12 months.

## ORDER BACKLOG FOR COATING SYSTEMS AND COATING SERVICES

The order backlog for coating systems was at the end of the period EUR 0.4 million (1.9), corresponding to SEK 4.7 million (21.1) based on the period-end exchange rate.

The order backlog for Coating Services was at the end of the period SEK 1.0 million, based on the period-end exchange rate. There were no orders for electrolysis in the order backlog at period end, which means there is no difference between the presented order backlog with and without metals for electrolysis.

The order backlog for aftermarket services is not reported.

### TRANSACTIONS WITH RELATED PARTIES

Of the parent company's total purchases and sales, SEK 0 million (0) of the purchases and SEK 15.6 million (0.1) of the sales refer to the subsidiary in China for the period January-December 2023. There are no financial receivables or liabilities between the parent company and the subsidiary. Transactions with related parties are priced according to market terms.

During the period, a write-down of shares in the subsidiary was made corresponding to the running costs in China. The write-down is matched by contributions from the parent company to cover these costs.

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## **Events During the Fourth Quarter**

The company signed a lease agreement with Waveland Technology Co., Ltd. (China) for a production line dedicated to the coating of plastic waveguide antennas using Impact Coatings' silver-based coating process. The transaction is described in a press release dated November 14, 2023. The lease agreement includes establishing and operating a coating production line at Impact Coatings' Coating Service Center in Shanghai for Waveland's antenna production. The initial leasing period is five years, with the option to extend for 12 months at a time following the initial period. Prepayment for the production line setup amounts to CNY 700,000 (approximately SEK 1,050,000) and the annual leasing fee, excluding volume-based Coating Services fees, amounts to CNY 1.6 million (approximately SEK 2.4 million). To establish the production line, Impact Coatings will transfer a coating system from the Swedish Coating Service Center to the Shanghai Coating Service Center. The cost of preparing and transferring the system is covered by the non-refundable pre-payment by the customer. The full production line is planned to be operational during Q1 2024.

On November 28, 2023, the company announced that the activity level at its Coating Service Center Sweden during the fourth quarter did not meet the expectation of a continued high level of activity as communicated in the third quarter 2023 interim report. The lower activity is mainly linked to delayed orders in electrolysis, where the company has a primary customer. As described in the third quarter interim report, the production of electrolysis stacks is in a ramp-up phase during which order timing and size can vary. As a result of the lower activity, the Coating Service Center Sweden has transitioned to single-shift production but is prepared to ramp up again when needed. In parallel, the company is working on moving from tests and sample series to volume production for a wider customer base within electrolysis and other application areas.

Deliveries of two coating systems were successfully completed during December 2023. One was a radome coating system for a European customer, an order that was received at the end of the first quarter 2023 and was reported in the interim report for the first quarter. The second is the company's first delivery of an



Loading of an INLINECOATER IC2000 system to China in December 2023.

INLINECOATER IC2000, a coating system to be used for coating fuel cell plates in China. The INLINECOATER IC2000 order was announced via a press release on June 7, 2023. The shipment constitutes a significant part of the overall order delivery, to be followed in 2024 by an upgrade that will provide additional coating capabilities for the customer. With these deliveries, all system orders in the reported order backlog as of the end of the third quarter 2023 have been delivered or partially delivered.

Jonas Nilsson assumed the role of CEO of Impact Coatings on October 1. He was appointed as incoming CEO in June 2023, which was announced in a press release on June 16, 2023.

On November 9, 2023, the company announced changes to its management team that reflect the company's transformation into a group, with parent company in Sweden and operating subsidiaries in China and the USA. The company's new group management team consists of Jonas Nilsson (CEO), Bengt Vernerson (interim CFO), Carina Höglund (COO), Kristian Hillgren (CTO), Yaowen Wang (Regional President China) and Robert Mamazza (Regional President North America).



## Other Information

## PROPOSED ALLOCATION OF NET INCOME

The Board of Directors will propose to the Annual General Meeting that no dividend be paid for 2023.

### **AUDIT AND ACCOUNTING POLICIES**

The report has been prepared in accordance with the Annual Accounts Act and with the application of the Swedish Accounting Standards Board's general advice BFNAR 2012: 1 Annual Report and consolidated accounts (K3).

This interim report has not been subject to auditor review.

#### Principles for consolidated accounting

The accounting principles are unchanged from those mentioned in the annual report for 2022.

#### **UPCOMING FINANCIAL EVENTS**

Interim report for the first quarter 2024 April 24, 2024
Release of Annual Report 2023 April 26, 2024
Interim report for the second quarter 2024 August 23, 2024
Interim report for the third quarter 2024 October 18, 2024
Year-end report for 2024 February 14, 2025

### ANNUAL GENERAL MEETING OF SHAREHOLDERS

The Annual General Meeting will be held in Linköping on Wednesday, May 22, 2024.

### FOR MORE INFORMATION CONTACT:

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This and other Interim reports and Annual reports are available on the company's website at www.impactcoatings.com/finansiella-rapporter-arkiv/.

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## **Consolidated Income Statement - Impact Coatings Group**

(All amounts in SEK million)	Oct-Dec 2023	Oct-Dec 2022	Jan-Dec 2023	Jan-Dec 2022
Net sales	38.4	18.1	98.4	32.0
Capitalized work for own account	8.7	3.0	18.9	20.6
Change of work in progress	-16.5	1.7	-29.0	3.8
Other operating income	0.4	0.0	0.7	0.6
Total revenue	31.1	22.8	89.0	57.0
Total revenue	31.1	22.0	03.0	37.0
Raw materials	-4.4	-16.0	-31.4	-37.1
Gross profit	26.7	6.8	57.6	20.0
Gross margin %	86%	30%	65%	35%
Other external costs	-9.3	-7.0	-35.2	-21.2
Personnel costs	-13.4	-11.7	-48.4	-46.2
Write off and depreciation of tangible	-1.7	-0.7	-4.8	-2.8
and intangible assets				
Profit / Loss on Exchange rate	-3.1	0.3	-2.5	3.3
Other operating expenses	-0.6	0.0	-0.6	0.0
Operating profit	-1.3	-12.4	-33.9	-47.0
Interest income and similar items	1.8	0.0	1.8	0.0
Operating profit after financial items	0.6	-12.4	-32.0	-47.0
Tax expenses on profit in the period	0.0	0.0	0.0	0.0
Net income for the period	0.6	-12.4	-32.0	-47.0
Earnings per share (kr)	0.01	-0.22	-0.41	-0.83
Average shares outstanding during the period	87 486 713	56 609 051	78 857 887 <sup>1)</sup>	56 609 051
Shares outstanding at period end	87 486 713	56 609 051	87 486 713	56 609 051

 $<sup>^{1)}</sup>$  Share issuance of 30,877,662 shares, subscribed March 23, 2023, and registered April 12, 2023.



## **Consolidated Balance Sheet - Impact Coatings Group**

(All amouts in SEK million)	2023-12-31	2022-12-31
Assets		
Long term assets		
Intangible assets	2.1	0.4
Machines and technical equipment	43.2	27.1
Assets under construction	11.1	6.4
Total fixed assets	56.4	33.9
Short term assets		
Raw materials	80.5	28.3
Work in progress	0.0	12.7
Other short term receivables	25.8	16.0
Cash and liquid assets		
Unrestricted cash	119.8	58.7
Restricted cash	0.0	2.7
Total short term assets	226.0	118.5
Total assets	282.4	152.4
Shareholder equity and liabilities		
Shareholder equity	209.5	113.9
Pre-payment from customers		
Paid	52.4	20.1
Short-term liabilities	20.5	18.5
Total shareholder equity and liabilities	282.4	152.4

## **Consolidated Changes in Shareholder Equity - Impact Coatings Group**

(All amouts in SEK million)	2023-12-31	2022-12-31
Opening balance	113.9	160.6
Share issuance / warrants (after emission costs)	129.8	0.0
Period result	-32.0	-47.0
Translation difference	-2.1	0.2
Closing balance	209.5	113.9



## **Consolidated Statement of Cash Flows - Impact Coatings Group**

(All amounts in SEK million)	Oct-Dec 2023	Oct-Dec 2022	Jan-Dec 2023	Jan-Dec 2022
Operating profit after depreciation	-1.3	-12.4	-33.9	-47.0
Financial items (net)	1.8	0.0	1.8	0.0
Adjustments for non cash items	2.5	0.8	5.6	2.9
Cash flow operations before change in working	3.1	-11.6	-26.4	-44.1
flow				
	0.0	0.0	0.0	
Change in working capital	-10.8	-6.0	-15.7	1.7
Cash flow from operations	-7.7	-17.6	-42.1	-42.4
Cash flow from investments	-9.8	-3.8	-27.2	-25.9
Rights issue	0.0	0.0	148.2	0.0
Rights issue costs paid	0.0	0.0	-18.4	0.0
Cash flow from fiancing activities	0.0	0.0	129.8	0.0
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Cash flow for the period	-17.6	-21.4	60.5	-68.3
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Liquid assets, opening balance	138.9	82.9	61.4	129.5
Exchange rate difference in liquid assets	-1.6	-0.1	-2.1	0.2
Liquid assets, ending balance	119.8	61.4	119.8	61.4
Liquidity ratio, %	200	201	200	201



## **Income Statement - Parent Company**

(All amounts in SEK million)	Oct-Dec 2023	Oct-Dec 2022	Jan-Dec 2023	Jan-Dec 2022
Net sales	35.6	18.1	106.5	31.9
Capitalized work for own account	0.0	3.0	0.1	20.6
Change of work in progress	-7.8	1.7	-17.9	3.8
Other operating income	0.1	0.0	0.4	0.6
Total revenue	28.0	22.8	89.1	56.9
	0.0	0.0	0.0	
Raw materials	-4.4	-16.0	-32.2	-37.1
Gross profit	23.6	6.8	56.9	19.8
Gross margin %	84%	30%	64%	35%
Other external costs	-8.0	-7.0	-30.3	-20.0
Personnel costs	-10.9	-11.7	-41.1	-42.8
Write off and depreciation of tangible				
and intangible assets	-1.1	-0.7	-4.2	-2.8
Profit / Loss on Exchange rate	-3.2	0.3	-2.6	3.1
Other operating expenses	-0.6	0.0	-0.6	0.0
Operating profit	-0.2	-12.4	-22.0	-42.7
	0.0	0.0	0.0	
Impairment of shares in group companies	-1.4	0.0	-6.1	-4.3
Interest income and similar items	1.8	0.0	1.8	0.0
Operating profit after financial items	0.3	-12.4	-26.3	-47.0
Tax expenses on profit in the period	0.0	0.0	0.0	0.0
Net income for the period	0.3	-12.4	-26.3	-47.0



## **Balance Sheet - Parent Company**

(All amouts in SEK million)	2023-12-31	2022-12-31
Assets		
Long term assets		
Intangible assets	1.3	0.4
Machines and technical equipment	25.1	26.9
Assets under construction	0.0	1.7
Financial assets		
Shares in subsidiary	34.0	12.6
Total long term assets	60.4	41.7
Short term assets		
Raw materials	76.1	28.2
Work in progress	11.1	12.7
Other short term receivables	23.3	10.8
Cash and liquid assets		
Unrestricted cash	116.5	55.3
Restricted cash	0.0	2.7
Total short term assets	227.0	109.7
Total assets	287.4	151.3
Shareholder equity and liabilities		
Shareholder equity	217.2	113.6
Pre-payment from customers		
Paid	52.4	20.1
Short-term liabilities	17.8	17.6
Total shareholder equity and liabilities	287.4	151.3



## **Summary of Financial Development**

The financial development of Impact Coatings AB (publ) for the full years 2019-2022 and the group's consolidated financial development for 2023 are summarized below.

All figures related to the operating years 2019-2022 are based on material from previously published annual reports.

(All amounts in SEK million)		2023 Jan-Dec	2022 Jan-Dec	2021 Jan-Dec	2020 Jan-Dec	2019 Jan-Dec
Not color		00.4	22.0	E7.0	20 5	40.1
Net sales		98.4 89.0	32.0 57.0	57.2 54.5	39.5	49.1
Revenue		-33.9	-47.0	-32.1	54.4 -23.0	39.4 -26.4
Operating profit Result after financial items (net)		-32.0	-47.0 -47.0	-32.1 -32.1	-23.0 -23.0	-26.4 -26.4
Operating margin	%	-32.0 Neg	Neg	Neg	-23.0 Neg	-26.4 Neg
Intensible coasts		2.1	0.4	1.4	2.2	3.4
Intangible assets Tangible assets		54.3	33.5	9.5	2.2 8.8	3.4 17.0
Financial assets		0.0	0.0	9.5	0.0	0.1
		80.5	41.0	18.5	27.4	12.4
Inventory  Pro novement from quetomore		52.4		0.0	5.6	2.3
Pre payment from customers			20.1		5.6 7.8	
Short term assets		25.8	15.8	14.6		2.5
Cash and liquid assets		119.8	61.4	129.5	49.6	78.8
Shareholder equity		209.5	113.9	160.6	79.0	102.0
Long term liabilities		0.0	0.0	0.0	0.0	0.0
Short term liabilities		20.5	18.2	12.8	11.1	9.9
Total assets		282.4	152.1	173.4	95.8	114.2
Return on assets	%	Neg	Neg	Neg	Neg	Neg
Return on equity		Neg	Neg	Neg	Neg	Neg
Equity/asset ratio		74	74.9%	92.6%	82.5%	89.3%
Debt ratio	times	0	0	0	0	0
Interest coverage ratio	tilles		Noa	Neg		
Liquidity ratio	%	Neg 200	Neg 201	1 124	Neg 343	Neg 666
Employees		56	45	37	30	32
Investments						
Intangible assets		1.8	0.0	0.4 1)	0.0	0.0
Tangible assets		14.3	25.9	1.7	-0.1	0.2
Financial assets		0.0	0.0	0.0	0.0	0.0
Earnings per share	SEK	-0.41	-0.83	-0.58	-0.44	-0.61
Average shares outstanding during the period Shares outstanding at period end		78 857 887 <sup>2)</sup> 87 486 713	56 609 051 56 609 051	55 809 051 <sup>3)</sup> 56 609 051	51 809 051 51 809 051	43 008 424 4) 51 809 051

 $<sup>^{1\!\</sup>mathrm{J}}$  Investment of SEK 424 thousand represents a re-classification from development expenses to intangible assets.

<sup>&</sup>lt;sup>2)</sup> Share issuance of 30,877,662 shares, subscribed March 23, 2023, and registered April 12, 2023.

<sup>&</sup>lt;sup>3)</sup> Share issuance of 4,800,000 shares, subscribed February 24, 2021, and registered February 26,2021.

<sup>&</sup>lt;sup>4)</sup> Share issuance of 9,257,143 shares, subscribed October 29, 2019, and registered December 13, 2019.



### **Definition of terms:**

Operating margin

Operating profit after financial items divided by revenue

Shareholder equity

Sum total of shareholder equity, restricted reserves and non-restricted equity

Return on assets

Operating profit before interest divided by average capital employed

Return on equity

Net income after tax divided by average shareholder equity

Equity / assets ratio

Shareholder equity divided by balance sheet total

Debt ratio

Interest bearing debts divided by shareholder equity

Interest coverage ratio Operating profit before interest expenses divided by interest expenses

Earnings per share Net income after tax divided by average number of shares

Liquidity ratio Cash and short-term assets excl. inventory divided by short term liabilities



Impact Coatings is a global technology leader and full-service provider of PVD coating solutions, focusing on hydrogen and metallization applications within two key growth markets – green energy and sustainable mobility.

PVD stands for Physical Vapor Deposition – clean processes of applying thin layers of coatings to design surface properties, prolong lifespan, and improve product performance. The company's offer consists of efficient, modular, and flexible PVD equipment, and Coating Services, underpinned by 25 years of coating experience and expertise.

The Company was founded in 1997 and has since expanded in Europe, Asia and North America. Current production facilities are located in Linköping, Sweden, and in Shanghai, China, with a new site planned in the USA.

The Impact Coatings share is listed on Nasdaq First North Growth Market (Nasdaq Nordic). The company's Certified Adviser is Redeye AB.



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