

# Q2-2025

INTERIM FINANCIAL REPORT JANUARY-JUNE 2025

#### SECOND QUARTER

- Net sales for the second quarter amounted to kSEK 10,535 (15,138).
- The gross margin on sales of goods was 60 (61)%.
- Result after taxes amounted to kSEK -8,133 (-6, 930).
- Earnings per share before and after dilution was SEK -0.11 (-0.12) SEK.
- The cash flow from operating activities was kSEK -7,508 (-6,280).

#### FIRST SIX MONTHS

- Net sales for the first six months amounted to kSEK 24,144 (26,436).
- The gross margin on sales of goods was 61 (59) %.
- Result after taxes amounted to kSEK -14,929 (-19,171).
- Earnings per share before and after dilution was SEK 0.23 (-0.44).
- The cash flow from operating activities was kSEK 14,169 (-18,498).
- Cash and cash equivalents on the balance sheet date amounted to kSEK 69,570 (109,017).

### SIGNIFICANT EVENTS DURING THE SECOND QUARTER

- Outcome of fully secured rights issue (compensation issue) was announced.
- Acconeer received order within level measurement worth USD 125,000.
- Acconeer received order in level measurement worth USD 110,000.
- Acconeer received order from Chinese BEYD worth USD 183,000.
- Acconeer received order from Digital Matter worth USD 340,000.

### SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

No significant events after the end of the period.

### COMMENTS FROM OUR CEO

We have a strong momentum within level measurement, presence detection and cargo tracking where we received several large orders during the guarter. The revenue in these areas increased significantly compared to the previous quarter, despite a declining US dollar. In the second quarter 2025 the revenue amounted to SEK 10.5 million, a decrease of 30% compared to the same period last year. The effect of the falling dollar exchange rate had a negative impact on revenue of approximately SEK 1.0 million. During the quarter 200,000 sensors were sold and we saw 13 new customer products launch. The product sales margin was 60%.

The revenue from the automotive industry was low due to a slow market leading to previous shipments of the A111 sensor are still in stock at customers, while the ramp up of new car models is at an early stage. I would like to emphasize that we have not lost any projects in the automotive industry, rather we see strong interest in our products and are optimistic about achieving more design wins in 2025. We see that sales in the automotive industry will gradually improve starting in the third quarter.

Update on our focus areas:

- In level measurement, five new customer products were launched, and I personally met with several customers who confirmed the strength of our offering and an optimistic market outlook. We are actively working to both win new customers and strengthen our position with existing customers. Our already world-leading power consumption was further improved during the quarter in a software update that is now available to all our customers.
- Within presence detection, we have discussions with approximately ten companies, several of which have entered the evaluation phase to get early access to our new A2 sensor. During the summer, work continues to convert these into design wins. We saw continued strong interest in our existing products and saw three customer launches in the quarter.
- In the automotive industry, we saw a new launch, the Jeep Compass, which uses our radar for touchless trunk opening. In addition, great



progress was made in the customer project where we previously communicated design wins for A2, where we have now delivered the production version of the sensor with good results. We also visited two OEM' technology days and showcased our technology.

- We were early to provide an offering in **cargo and container monitoring**, a market with great potential for our technology. This was confirmed in the quarter when we received an order of SEK 3.3 million from South African Digital Matter. We have developed and tested an application in a real-world environment that will make it easier and faster for customers to reach the market with their products.
- To accelerate the deployment in industrial automation, we have initiated discussions with several new potential customers during the quarter, while continuing to work with our current key customers.

We have started to see results from our focused work in product areas and look forward to seeing them continue to develop, even though we face challenges in the automotive industry in the short term. The previously communicated value of our design wins in the automotive industry remains, and in the medium and long term it looks very promising. We continue to work to achieve our financial targets, which remain unchanged.

Malmö, 18 July 2025

Ted Hansson, CEO of Acconeer AB (publ)

#### SHIPPED SENSORS AND MODULES



# CUSTOMER LAUNCHES BY MARKET AND AREA OF USE, ACCUMULATED SINCE 2018

	IoT & Smart cities	Industry & Agriculture	Consumer Electronics	Automotive	Total
Americas	6 (+1)	15 (+1)	2	8 (+1)	31 (+3)
EMEA	51 (+1)	22	10	6	89 (+1)
China	24	15	3	0	42
Korea	12 (+1)	5 (+1)	2	0	19 (+2)
Japan	5	4 (+2)	4	0	13 (+2)
Oceania	8 (+2)	7	0	0	15 (+2)
Taiwan	5 (+3)	1	1	0	7 (+3)
Total	111 (+8)	69 (+4)	22	14 (+1)	216 (+13)

The table refers to the accumulated number of customer launches since product launch Q2 2018. Figures in parentheses refer to the increase from in the previous quarter. Customer launch means that a customer has either communicated that the product has been launched or that the customer has placed an order for more than 1000 sensors.

#### SECOND QUARTER NET SALES AND RESULT

Net sales for the second quarter amounted to kSEK 10,535 (15,138) i.e. a decrease of 30 % compared to the previous year. Net sales relate to sales to customers directly and through distributors and income from development-related services.

Gross profit, which only includes direct cost of goods, amounted to kSEK 7,280 (10,083) which corresponds to a gross margin of 69 % (67 %). Reduced with revenues from development related services, gross profit amounted to kSEK 4,830 (7,770) which corresponds to a gross margin of 60 % (61%). Product mix between our sensors, modules

and development kits affects the gross margin as does fluctuating costs of components.

Compared to the second quarter of the previous year, operating expenses decreased with 11 % to kSEK 15,564 (17,575). Depreciation of capitalized development costs, patents and inventories was made during the second quarter with kSEK 959 (698).

The operating profit for the second quarter amounted to kSEK -8,260 (-7,232) and the profit after tax amounted to kSEK -8,133 (-6,930).

The average number of employees during the period was 50 (55), of which 7 (6) were women.

#### FIRST SIX MONTHS NET SALES AND RESULT

Net sales for the first six months amounted to kSEK 24,144 (26,436) i.e. a decrease of 9 % compared to previous year. Net sales relate to sales to customers directly and through distributors, and income from development services.

Gross profit, which only includes direct cost of goods, amounted to kSEK 16,387 (17,740). Reduced with revenues from development related services, gross profit amounted to kSEK 11,981 (12,334) which corresponds to a gross margin of 61 % (59 %). Product mix between our sensors, modules and evaluation kits affect the gross margin.

Compared with the first six months of last year, operating expenses decreased by 6 % to kSEK

31,665 (33,753). The operating result for the first six months amounted to kSEK -15,267 (-15,073) and the result after tax amounted to kSEK -14,929 (-19,171). The period's deficit is lower than the previous year. During the first six months, the company had a non-recurring financial cost of about SEK 4 million, referring to the loan facility from Buntel AB and Exelity AB, which explains why the profit after tax is substantially lower than the operating profit. The company makes further investments primarily within sales and research and development to adapt the company to the increased sales volumes and the broadening of the number of sensors that lies before us.

#### INVESTMENTS, LIQUIDITY AND FINANCIAL POSITION

On 30 June 2025 the cumulative book value of balanced costs for development work amounted to kSEK 122,332 (79,645). Since the third quarter of 2023 this refers to development work related to the next generation radar sensor A2, as A1 is now fully depreciated. During the first six months, kSEK 17,992 (36 %) of total costs of kSEK 49,657 were capitalized, compared with the previous year when kSEK 21,909 (39 %) of total costs of kSEK 55,662 were capitalized. This quarter's amortization of capitalized development costs amounts to 0 (0) kSEK. The corresponding patent portfolio value amounted to kSEK 2,416 (2,267) most of which is due to investments in patents and patent applications related to the A1 product. Acconeer has 13 patent families including in total 28 granted patents and 11 pending patent applications. The patent portfolio covers various geographic regions, including the U.S., Europe, Japan and China.

Investments in fixed tangible assets has been financed from the company's own resources, and amounted to kSEK 15,556 (14,857).

The inventory is still high but has decreased with 6 % during the year. The reasons for the high inventory are large purchases made during the pandemic when there was a shortage of components that have now been delivered, delays in customer projects and an improved yield.

During the first quarter of 2024 a big customer made an advance payment regarding upcoming deliveries amounting to kSEK 17,234. As of June 30, 2024, the advance payment amounted to kSEK 14,179 and as of June 30, 2025, the advance payment has been settled.

In 2023 the company used the possibility to get deferrals with employer contributions and deducted tax on employees' wages. In September 2024, the

company chose to repay the deferral, which amounted to kSEK 14,729.

The cash flow from operating activities during the first six months amounted to kSEK -14.169 (-18.498).

After changes in working capital the cashflow for the period was kSEK -12,505 (6,087).

At the balance sheet date, cash and cash equivalents amounted to kSEK 69,570 (109,017).

Total equity amounted to kSEK 261,694 (239,317). Equity ratio was 93 (83) percent.

The Group is small and not covered by

requirements for consolidated accounts, therefore no Group Accounts has been prepared.

#### SIGNIFICANT EVENTS DURING THE SECOND QUARTER

On 2 April the outcome of the fully secured rights issue (compensation issue) was announced. The rights issue of 5,484,249 shares, which, in accordance with the Board of Directors' proposal on 14 February 2025, was resolved by the Extraordinary General Meeting on 6 March 2025, had been oversubscribed. The outcome showed that a total of 9,737,079 shares, corresponding to approximately 177.55 per cent of the rights issue, had been subscribed for with and without subscription rights. Through the rights issue, the company received approximately SEK 25 million before issue costs.

On 10 April Acconeer received an order within level measurement worth USD 125,000. The order came from Micro Summit K.K. and was intended for level sensing in tanks with a major Japanese module maker. The order related to the A121 pulsed coherent radar sensor for mass production.

On 23 April Acconeer received another order in level measurement worth USD 110,000. That order came from CODICO and related to the radar module XM132 for mass production of remote tank level measurement customer products. CODICO GmbH is a leading European distributor, headquartered in Vienna, Austria.

On 9 May Acconeer received an order worth USD 183,000 from BEYD. The order related to the radar sensors A111 and A121 and is being delivered during Q2 and Q3 2025. BEYD is one of Acconeer's Chinese distributors and an important sales channel for the company.

On 13 May Acconeer received an order from Digital Matter worth USD 340,000. The order related to the A121 radar sensor for mass production of Digital Matters tracking device Barra Radar BLE. Shipments started immediately and will be fully delivered over the coming year with majority in 2025. Digital Matter is a South African company providing IoT asset tracking solutions for businesses globally.

#### SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

No significant events after the end of the period.

#### ACCOUNTING AND VALUATION POLICIES

This interim financial report is prepared in accordance with the Swedish Annual Accounts Act as well as the Swedish Accounting Standards Board BFNAR 2012:1 annual report and consolidated (K3).

More information about the company's accounting policies can be found in the 2024 annual report, on pages 34-37. The accounting policies are the same.

Considering that Acconeer not yet achieved any full-scale production only material costs are reported in Cost of goods sold. Cost of operations function is reported in Sales costs, and amortization of Intangible assets is included in Research and development costs. More information can be found in Note 1 and 2.

Revenue has been recognized at the fair value of the consideration received or receivable to the extent that it is likely that the financial benefits arising from it will be available to the company and can be reliably calculated.

#### KEY RISKS AND UNCERTAINTY FACTORS

A description of Acconeer's key risks and uncertainty factors can be found in the 2024 annual report, on page 24-27. No significant changes have taken place since then.

#### FINANCIAL TARGETS

Acconeer has announced the following financial targets:

- First EBIT positive quarter in 2025.
- First cash flow positive quarter during 2026.
- Revenues of more than SEK 300 million in 2027.
- Long-term EBIT margin of at least 25 per cent.

Acconeer's sale of goods is taken as income in its entirety when the risk passes to the buyer in accordance with delivery terms. In cases where sales are made to a distributor, the revenue recognition takes into account any returns and discounts. Revenue from development-related services relates to the company's development of the new sensor A2 together with an external party, Alps Alpine. This is a fixed-price contract. The project is divided into different Milestones and revenue is recognized on a straightline basis over the duration of each Milestone, taking into account the degree of completion.

Amounts expressed in kSEK and MSEK in this interim report refer to thousands and millions of Swedish kronor, respectively. Numbers within parentheses refer to values from the corresponding period in the preceding year.

# UPCOMING FINANCIAL INFORMATION

Interim report Jan-Sep 2025	24 October 2025
Year-end report 2025	13 February 2026
Annual report 2025	24 March 2026
Interim report Jan-Mar 2026	24 April 2026
Annual General Meeting 2026	
Interim report Jan-Jun 2026	17 July 2026

The finacial reports are available through Acconeer's website:https://investor.acconeer.com/en/financial-reports/.

#### AUDITORS' REVIEW

This report has not been reviewed by the company's auditors.

#### SHARE PERFORMANCE

Since the beginning of the year, the share price has increased by approximately 30 %.

At the end of June 2025, the total number of shares amounted to 73,121,532 shares.

Malmö 18 July The Board

FOR ADDITIONAL INFORMATION, PLEASE CONTACT:

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### INCOME STATEMENT IN SUMMARY

KSEK	2025 APR-JUN	2024 APR-JUN	2025 JAN-JUN	2024 JAN-JUN	2024 FULL YEAR
Net seles	40 525	45 400	04 444	00 400	F4 000
Net sales Note 1	10,535	15,138	24,144	26,436	51,320
Cost of goods sold	-3,255	-5,055	-7,757	-8,696	-18,449
Gross profit	7,280	10,083	16,387	17,740	32,871
Operating expenses Note 2					
Sales expenses	-8,492	-8,540	-17,105	-16,827	-32,190
Administrative expenses	-2,548	-2,105	-5,183	-4,333	-11,607
Research and Development expenses	-4,524	-6,930	-9,377	-12,593	-20,630
Other operating income/expenses	24	260	11	940	2,879
Operating result	-8,260	-7,232	-15, 267	-15,073	-28,677
Result from financial items					
Other interest income and similar income	137	542	348	543	2,202
Interest expenses och similar expenses	-10	-240	-10	-4,670	-5,033
Net financial income/expense	127	302	338	-4,127	-2,831
Profit or loss before tax	-8,133	-6,930	-14,929	-19,200	-31,508
Income tax	-	-	0	29	29
Net profit or loss for the period	-8,133	-6,930	-14,929	-19,171	-31,479
Earnings per share, before dilution, SEK	-0.11	-0.12	-0.23	-0.44	-0.60
Earnings per share after dilution, SEK	-0.11	-0.12	-0.23	-0.44	-0.60
Average number of shares during the period	72,217,535	60,206,849	65,123,229	43,668,886	52,779,718
Average number of shares during the period after dilution	73,207,535	61,643,930	66,113,229	45,105,967	54,345,579

### BALANCE SHEET IN SUMMARY

KSEK	2025-06-30	2024-06-30	2024-12-31
ASSETS			
Fixed assets			
Intangible fixed assets			
Balanced costs for development and similar work	122,332	79,645	104,340
Patents	2,416	2,267	2,420
Total intangible fixed assets	124,748	81,912	106,760
Tangible fixed assets			
Machinery and other technical equipment	11,846	7,873	7,176
Inventory, tools and installations	1,836	2,663	2,372
Construction in progress and advance payments for tangible fixed			
assets	1,874	4,321	5,085
Total tangible fixed assets	15,556	14,857	14,633
Financial fixed assets			
Participations in Group companies	828	828	828
Total fixed assets	141,132	97,597	122,221
Current assets			
Inventories, etc.			
Work in progress	35,572	43,354	38,551
Raw materials and supplies	6,299	7,231	6,981
Finished goods and merchandise	10,042	9,688	9,420
Total inventories	51,913	60,273	54,952
Short-term receivables			
Accounts receivable	6,834	7,151	4,039
Tax receivables	1,703	1,439	793
Group company receivables	500	678	500
Other receivables	591	972	1,107
Prepayments and accrued income	8,385	9,553	13,815
Total short-term receivables	18,013	19,793	20,254
Cash and bank balances			
Cash and bank balances	69,570	109,017	53,757
Total current assets	139,496	189,083	128,964
Total assets	280,628	286 680	251,184

KSEK	2025-06-30	2024-06-30	2024-12-31
EQUITY AND LIABILITIES			
Total equity			
Restricted equity			
Share capital (73,121,532 shares)	3,656	3,108	3,108
Fund for development costs	122,332	79,645	104,340
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	125,988	82,753	107,448
Non-restricted equity			
Share premium reserve	663,480	614,538	615,252
Retained profit or loss	-512,845	-438,803	-463,497
Net profit or loss for the year	-14,929	-19,171	-31,479
Total non-restricted equity	135,706	156,564	120,276
Total equity	261,694	239,317	227,724
Short-term liabilities			
Advance payments from customers	938	14,241	4,439
Accounts payable	3,998	4,254	2,203
Other liabilities	2,043	16,444	1,646
Accruals and deferred income	11,955	12,424	15,172
Total short-term liabilities	18,934	47,363	23,460
Total equity and liabilities	280,628	286,680	251,184

# CHANGES IN EQUITY

KSEK	SHARE CAPITAL	FUND FOR DEVELOPMENT COSTS	SHARE PREMIUM RESERVE	SHARE HOLDERS CONTRIB.	RETAINED EARNINGS	TOTAL EQUITY
Total equity 2024-12-31	3,108	104,340	615,252	25	-495,001	227,724
Issue of warrants/ new shares	548		49,452			50,000
Issue expenses			-1,101			-1,101
Capitalisation development costs		17,992			-17,992	0
Net profit/loss for the period					-14,929	-14,929
Total equity 2025-06-30	3,656	122,332	663,603	25	-527,922	261,694

KSEK	SHARE CAPITAL	FUND FOR DEVELOPMENT COSTS	SHARE PREMIUM RESERVE	SHARE HOLDERS CONTRIB.	RETAINED EARNINGS	TOTAL EQUITY
Total equity 2023-12-31	1,332	57,736	490,112	25	-416,919	132,286
Issue of warrants/ new shares	1,776		148,106			149,882
Issue expenses			-23,583			-23,583
Warrant expenses			-97			-97
Capitalisation development costs		21,909			-21,909	0
Net profit/loss for the period					-19,171	-19,171
Total equity 2024-06-30	3,108	79,645	614,538	25	-457,999	239,317

### CASH FLOW STATEMENT IN SUMMARY

KSEK	2025 APR-JUN	2024 APR-JUN	2025 JAN-JUN	2024 JAN-JUN	2024 FULL YEAR
Cash flow from operating activities	-7,508	-6,280	-14,169	-18,498	-28,984
Cash flow from operating activities after change in working capital	-11,859	-4,810	-12,505	6,087	-32,087
Cash flow from investing activities	-9,870	-12,725	-20,581	-26,475	-52,275
Cash flow from financing activities	24,808	118,202	48,899	90,752	99,466
CASH FLOW FOR THE PERIOD	3,079	100,667	15,813	70,364	15,104
Cash and cash equivalents at the beginning of the period	66,491	8,350	53,757	38,653	38,653
Cash and cash equivalents at the end of the period	69,570	109,017	69,570	109,017	53,757

# **KEY INDICATORS**

KSEK UNLESS OTHERWISE SPECIFIED	2025 APR-JUN	2024 APR-JUN	2025 JAN-JUN	2024 JAN-JUN	2024 FULL YEAR
Net sales	10, 535	15,138	24,144	26,436	51,320
Gross margin*	69%	67%	68%	67%	64%
Gross margin, sales of goods*	60%	61%	61%	59%	56%
Operating result	-8,260	-7,232	-15,267	-15,073	-28,677
Operating margin*	-78%	-48%	-63%	-57%	-56%
Net profit or loss for the period	-8,133	-6,930	-14,929	-19,171	-31,479
Cash flow, operating activities	-7,508	-6,280	-14 169	-18,498	-28,984
Cash and cash equivalents, short-term deposits	69,570	109,017	69,570	109,017	53,757
Total equity	261,694	239,317	261,694	239,317	227,724
Balance sheet total	280,628	286,680	280,628	286,680	251,184
Basic earnings per share, SEK*	-0.11	-0.12	-0.23	-0.44	-0.60
Diluted earnings per share, SEK*	-0.11	-0.12	-0.23	-0.44	-0.60
Cash flow per share, SEK*	-0.10	-0.10	-0.22	-0.42	-0.55
Number of shares	73,121,532	62,154,827	73,121,532	62,154,827	62,154,827
Average number of shares during the period	72,217,535	60,206,849	65,123,229	43,668,886	52,779,718
Average number of shares during the period after dilution	73,207,535	61,643,930	66,113,229	45,105,967	54,345,579
Equity/Ratio, %*	93	83	93	83	91
Equity per share, SEK*	3.58	3.85	3.58	3.85	3.66
Average number of full-time equivalent employees	50	55	52	53	56

#### \*DEFINITIONS OF INDICATORS

Gross margin = Gross profit as a percentage of net sales.

**Gross margin, referring to sales** = Regarding the cost of goods sold, only the material cost is included. Costs for the operations function are reported with regard to this in Sales costs and amortization of Intangible assets are included in Research and development costs.

**Operating margin** = Operating result as a percentage of net sales.

Earnings per share = Net income after taxes divided by the average number of shares during the period.

Cash flow per share = Cash flow from operating activities during the period, divided by the average number of shares during the period.

**Solidity** = Total equity on the balance sheet date, divided by the balance sheet total on the balance sheet date.

Equity per share = Equity on the balance sheet date divided by the number of shares on the balance sheet date.

#### Note 1 Net sales

TSEK	2025 APR-JUN	2024 APR-JUN	2025 JAN-JUN	2024 JAN-JUN	2024 FULL YEAR
Sales of goods	8,085	12,825	19,738	21,030	41,691
Development-related services	2,450	2,313	4,406	5,406	9,629
Total net sales	10,535	15,138	24,144	26,436	51,320

#### Note 2 Information about the company's operating expenses

For the period, the operations function amounts to kSEK 10,540 (10,791) and depreciation of tangible and intangible fixed assets to kSEK 1,669 (1,286). Considering that Acconeer not yet reached full scale production, these costs are included in Sales and RnD expenses.

# ACCONEER IN BRIEF

Based on research from Lund University, Acconeer has created a radar sensor that combines the best of existing radar technologies and creates new opportunities for human interaction with technology. The radar sensor is able to combine the low power consumption of a pulsed system with the high accuracy of a coherent radar in a 5x5 mm component. The Acconeer radar is the first one with the proper size, power consumption and price for consumer electronics use. A radar sensor with these characteristics creates endless possibilities:



Millimeter-precision distance measurement enables applications such as fuel level measurements and robust parking sensors.



Object positioning allows, for example, presence detection and precise control of robots and tools.



By tracking movement, the sensor can provide the means for gesture control, vibration metering, and breathing or pulse rate monitoring.



Robot vacuum cleaners and lawn movers can make use of the material classification properties to determine the current surface type.

#### A LARGE AND GROWING MARKET

Based on key industry trends, Acconeer's market, 3D sensing, is expected to keep growing rapidly. The prevalent technologies today involve ultrasound, IR or cameras. Instead of having to build a new market, Acconeer can replace these existing solutions, which all have weaknesses. The most interesting domains are:







INDUSTRY AND AGRICULTURE



AUTOMOTIVE

New applications that require more sophisticated sensors for gesture control, 3D imaging and material recognition are being intensively developed in all of these areas. The potential impact of technology on our everyday life just a few years from now seems boundless.

#### PROMISING AND ATTRACTIVE GROWTH AND RETURNS

Acconeer's first products has now entered mass production. Our present focus is to increase sales. The use of Acconeer sensors in large-volume consumer products will generate a profitable business operation.

#### THE HEADQUARTERS IN MALMÖ AND THE EXPERIENCED MANAGING BODY

Acconeer has a competent and experienced managing body and board. The company is directed by CEO Ted Hansson. Co-founders Mats Ärlelid and Mikael Egard are responsible for developing the new radar technology, and are co-inventors of several of the patents.

#### LISTED ON FIRST NORTH GROWTH MARKET

The Acconeeer share is listed on First North Growth Market, Stockholm, since 11 December 2017.



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