

## **HAKI SAFETY INTRODUCES NEW GROUP STRUCTURE FOR FUTURE GROWTH**

HAKI Safety introduces a decentralised Group structure that clarifies the needs and prerequisites of the different product offerings and places an increased focus on profit generation. Three business areas are therefore established with full profit and loss responsibility and homogeneous customer offerings. The ambition is also that the financial markets will gain an increased understanding of the Group's operations with more transparent financial reporting.

Sverker Lindberg, President and CEO of HAKI Safety, says: "HAKI Safety is a Group in development and change. We are now taking yet another step in the change process and introducing decentralised governance and profit responsibility per product category, i.e. work zone safety, scaffolding systems and digital solutions. By organising our operations by categories with similar products, purchasing patterns, and customers, complexity within the Group is reduced, and it becomes easier to focus strategically on business development and profit generation. We assess that all business areas can contribute to increased profitability within the Group when decisions are made closer to the operational business, and profit responsibility is localised".

Over the past six years, the Group has acquired six companies. With them, HAKI Safety has shifted from selling system scaffolds to offering a broader range of safety solutions that ultimately aim to create safe conditions for everyone who works in demanding environments. Additionally, the Group has expanded geographically and into new market segments. The work zone safety product category is now larger in terms of sales than traditional scaffolding systems, and the offering of digital solutions has grown as recently as in the first quarter following the acquisition of Trimtec.

### **New organisation and restated historical financial information**

In the new Group structure, the organisation consists of three business areas, compared to a functional organisation with an associated reporting segment.

**Work Zone Safety**, with a focus on products and solutions such as catchfans, barrier systems, fall protection, access platforms, stairs, etc. The work zone safety market is largely characterised by being fragmented and entrepreneurially driven, with good opportunities for profitable growth. HAKI Safety's operations in this area have primarily been acquired in recent years and are geographically based outside Scandinavia. The focus for the business area is continued profitable growth and acquisitions.

The business area will be headed by Gary McCullough, who currently serves as Country Manager for the UK.

**Scaffolding Systems**, with a focus on system and frame scaffolding, weather protection, stair systems, bridge systems, etc. The market is largely consolidated and characterised by growing at the expense of traditional tube and fitting scaffolding. HAKI Safety's operations consist of the original system scaffolding company and the HAKI brand, with strong market positions in Scandinavia and the UK. The focus of the business area is to achieve improved profitability.

The business area president will be Thomas Schüller, who currently serves as the Chief Commercial Officer of the Group.

**Digital Solutions**, with a focus on geodesy surveying instruments and equipment for cadastral surveying and mapping. The operations consist of Norgeodesi and the newly acquired Trimtec, both of which are distributors of Trimble's high-tech precision equipment. The focus for the business area is continued profitable growth, synergies within the Group and acquisitions.

The business area will be headed by Joh Einar Solhaug, who currently serves as the head of the Norgeodesi operation within HAKI Safety.

As a consequence of the organisational changes, the Group Management will, as of May 2025, comprise the individuals listed below. Gary McCullough and Joh Einar Solhaug are new Group Management members:

- Sverker Lindberg, President and CEO
- Tomas Hilmarsson, CFO
- Gary McCullough, Business Area President Work Zone Safety
- Thomas Schüller, Business Area President Scaffolding Systems
- Joh Einar Solhaug, Business Area President Digital Solutions
- Fia Lindgren, Chief Supply Chain Officer
- Karin Larsson, Chief Communications and Sustainability Officer

HAKI Safety applies the new segment reporting as of the first quarter of 2025. To facilitate comparisons between the years and the understanding of HAKI Safety's upcoming quarterly reports, restated historical financial information for 2024 is presented.

| 2024            | Work Zone Safety | Scaffolding Systems | Digital Solutions | Other | Eliminations | Total |
|-----------------|------------------|---------------------|-------------------|-------|--------------|-------|
| Sales, SEK M    | 429              | 462                 | 101               | 78    | -20          | 1,050 |
| EBITA, SEK M    | 49               | 25                  | 15                | -12   | 0            | 77    |
| EBITA, %        | 11.4             | 5.4                 | 14.9              | n/a   | n/a          | 7.3   |
| No of employees | 123              | 171                 | 19                | 39    |              | 352   |

Restated historical financial information per quarter 2024 will be available for download on HAKI Safety's website, [www.hakisafety.com](http://www.hakisafety.com), in the Investors section as Restated figures 2025.

#### For more information, contact

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**About HAKI Safety AB (publ)**

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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 SEK 1 billion and has since 1989 been listed on the Nasdaq Stockholm Small Cap. HAKI Safety offers a wide range of products and solutions within work zone safety, system scaffolds, and digital and technical solutions that help customers achieve safety and efficiency in their environments.

**Attachments**

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**HAKI Safety introduces new Group structure for future growth**