



Q3 – 2024

INTERIM FINANCIAL REPORT JANUARY-SEPTEMBER 2024

THIRD QUARTER

- Net sales for the third quarter amounted to kSEK 14,604 (8,379).
- The gross margin on sales of goods was 61 (67) %.
- Result after taxes amounted to kSEK -4,316 (-9,590).
- Earnings per share before and after dilution was SEK -0.07 (-0.36).
- The cash flow from operating activities was kSEK -3,896 (-6,895).

JANUARY-SEPTEMBER

- Net sales for the nine months amounted to kSEK 41,040 (24,910).
- The gross margin on sales of goods was 60 (62) %.
- Result after taxes amounted to kSEK -23,487 (-35,215).
- Earnings per share before and after dilution was SEK -0.47 (-1.33).
- The cash flow from operating activities was kSEK -22,394 (-27,430).
- Cash and cash equivalents on the balance sheet date amounted to kSEK 73,337 (42,431).

SIGNIFICANT EVENTS DURING THE THIRD QUARTER

- Acconeer received order from Restar worth USD 166,000.
- Acconeer received order from BEYD worth USD 183,000.

SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

- No significant events after the end of the period.

COMMENTS FROM OUR CEO

The turnover for the third quarter of 2024 landed at 14,6 MSEK, which corresponds to an increase of 74% compared to the same period in 2023. This means that already after three quarters of 2024 we have reached higher turnover than for the full year of 2023. We delivered over 400,000 radar sensors during the quarter, which is a record. The margin for product sales was 61% compared to 67% in the same period in 2023.



We are in a phase where single orders have a significant impact, which means that the average sales price and margin can vary between quarters. We delivered a significant portion of the previously communicated prepaid order to Alps Alpine and settled the deferred tax liability, both of which negatively impacted cash flow.

During the quarter, we saw ten launches of customer products. Several of these are from existing customers, which is a good mark for our quality and performance. We saw good growth in tank level measurement during the quarter, a large and growing market where we are well positioned. Level measurement together with Automotive were our largest markets during the third quarter.

By the end of the third quarter, I can look back on my first three months as CEO of Acconeer. I have had the pleasure of getting to know several of our key customers, partners, suppliers and not least the Acconeer team. We are a company in the scale-up phase with a positive trend and I am confident that we are on the right track, even if the growth in individual quarters can be bumpy.

During the quarter, we developed an updated strategy which means that we will put more focus on winning larger customers in areas where we know that our product is competitive and where we have shown

success. This will permeate the work throughout the company, to further sharpen our offer and create close relationships with customers. We have already contracted local sellers in key markets such as China and Taiwan. This work will continue going forward, in parallel with our channel strategy with global online sales and local distributors.

As a result of the focus on larger volume customers, we will not report sales of EVK from this quarter.

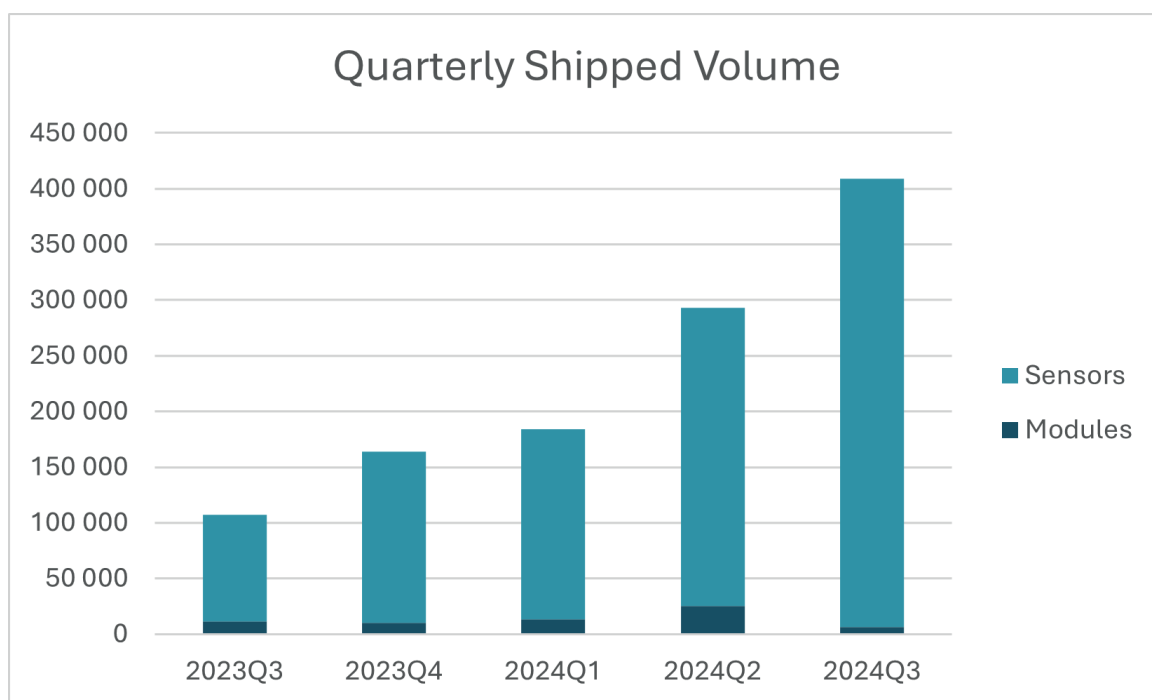
We have a dedicated and highly competent team at Acconeer and with our new strategy and more focused organization I feel optimistic about the future.

Malmö, 25 October 2024

A handwritten signature in black ink, appearing to read 'Ted Hansson'. The signature is fluid and cursive, written on a white background.

Ted Hansson, CEO of Acconeer AB (publ)

SHIPPED SENSORS AND MODULES



CUSTOMER LAUNCHES BY MARKET AND AREA OF USE

	IoT & Smart cities	Industry & Agriculture	Consumer Electronics	Automotive	Total
Europe	43(41)	20(19)	10(6)	4(4)	77(70)
Japan	5(5)	2(2)	4(4)	0(0)	11(11)
South Korea	10(10)	3(3)	1(1)	0(0)	14(14)
Australia & New Zealand	5(4)	7(7)	0(0)	0(0)	12(11)
US	3(3)	14(12)	1(1)	6(6)	24(22)
China	24(24)	11(11)	2(2)	0(0)	37(37)
Taiwan & Singapore	2(2)	1(1)	1(1)	0(0)	4(4)
Middle east North Africa	2(2)	0(0)	0(0)	0(0)	2(2)
Total	94(91)	58(55)	19(15)	10(10)	181(171)

The table refers to the accumulated number of customer launches since product launch Q2 2018. Figures in parentheses refer to the number 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.

THIRD QUARTER NET SALES AND RESULT

Net sales for the third quarter amounted to kSEK 14,604 (8,379) i.e. an increase of 74% compared to same quarter previous year. Net sales relate to sales to customers through distributors, mainly Digi-Key, NEXTY, BEYD and Codico, and income from development services.

Gross profit, which only includes direct cost of goods, amounted to kSEK 9,570 (6,546) which corresponds to a gross margin of 68 (78)%. Reduced with revenues from development related services, gross profit amounted to kSEK 7,841 (3,736) which corresponds to a gross margin of 61 (67)%. Product mix between our sensors, modules and evaluation kits affect the gross margin. Margins are also affected by costs for components.

Compared with the third quarter of last year, operating expenses decreased by 13% to kSEK 14,785 (17,029). The decrease is mainly due to lower costs for research and development, which are positively affected by lower depreciation, because A1 is fully depreciated, and that a larger part of the period's development costs meet the criteria to be capitalized compared to the previous year. Depreciation of capitalized development costs, patents and inventories was made during the first quarter with kSEK 705 (2,935).

Operating profit/loss for the third quarter amounted to kSEK -4,690 (-9,831) and the profit/loss after tax was kSEK -4,316 (-9,590).

The average number of employees during the period was 57 (51), of which 6 (6) were women.

NINE MONTHS NET SALES AND RESULT

Net sales for the nine-month period amounted to kSEK 41,040 (24,910) i.e. an increase of 65% compared to previous year. Net sales relate to sales to customers through distributors, mainly Digi-Key, NEXTY, BEYD and Codico, and income from development services.

Gross profit, which only includes direct cost of goods, amounted to kSEK 27,310 (18,258), which corresponds to a gross margin of 67 (73)%. Reduced with revenues from development related services, gross profit amounted to kSEK 20,175 (11,010) which corresponds to a gross margin of 60 (62)%. Product mix between our sensors, modules and evaluation kits affect the gross margin.

Compared with the nine-month period of last year, operating expenses decreased by 13% to kSEK 48,539 (55,675). The operating result for the nine-month period

amounted to kSEK -19,764 (-35,502) and the result after tax amounted to kSEK -23 487 (-35 215). The period's deficit is lower than the previous year. The decrease is mainly due to lower costs for research and development, which are positively affected by lower depreciation, because A1 is fully depreciated, and that a larger part of the period's development costs meet the criteria to be capitalized compared to the previous year. During the nine-month period 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 September 2024 the cumulative book value of balanced costs for development work amounted to kSEK 91,321 (49,674). 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.

The corresponding patent portfolio value amounted to kSEK 2,351 (2,168) most of which is due to investments in patents and patent applications related to the A1 product. Acconeer has 12 patent families including in total 28 granted patents and 13 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 4,689 (1,027).

The inventory is still historically high, just as it was previous quarter. The reasons are large orders placed during the pandemic when there was a shortage of components that have now been delivered, delays in customer projects and an improved yield. Inventory is now decreasing according to the management's expectations.

The short-term receivables have decreased as a result of receivables referring to the new share issue, that was completed during 2024, being regulated, which

has also meant a decrease in accounts payables.

During the fourth quarter 2023, the company used the first payment of SEK 30 million from the loan facility from Buntel AB and Exelity AB. At the end of the first quarter 2024, the loan was resolved.

During the first quarter, a big customer made an advance payment regarding upcoming deliveries amounting to kSEK 17,234. As of September 30, the advance payment is due to kSEK 7,143. The advance payment means that the liability is reduced when the goods are delivered instead of liquid funds coming in.

The company has used the possibility to get deferrals with employer contributions and deducted tax on employees' wages. In September, the company chose to pay back the deferral, which has a negative effect on the period's cash flow with kSEK 14,729.

The cash flow from operating activities during the full year amounted to kSEK -22,394 (-27,430).

After changes in working capital the cashflow for the period was kSEK -17,418 (-27,389).

At the balance sheet date, cash and cash equivalents amounted to kSEK 73,337 (42,431).

Total equity amounted to kSEK 235,001 (143,453).

Equity ratio was 90 (80) percent.

The Group is small and not covered by requirements for consolidated accounts, therefore no Group Accounts has been prepared.

SIGNIFICANT EVENTS DURING THE THIRD QUARTER

On 12 August Acconeer received an order from Restar worth USD 166,000. The order related to Acconeer's A1 Pulsed Coherent Radar sensor for a customer utilizing it for a level measurement application. Restar Electronics Americas is one of Acconeer's distributors serving the North America region.

On 20 September Acconeer received an order from BEYD worth USD 183,000. The order related to Acconeer's A111 and A121 Pulsed Coherent Radar sensors for customers' mass production. BEYD is Acconeer's Chinese distributor and an important sales channel for the company.

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 2023 annual report, on pages 35-38. 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 and product management 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.

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. Development-related services is related to the company developing the new sensor A2 together with external party, ALPS Alpine. The project is divided into various Milestones and the revenues are reported linearly over each Milestone's term, degree of completion taken in to account.

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.

KEY RISKS AND UNCERTAINTY FACTORS

A description of Acconeer's key risks and uncertainty factors can be found in the 2023 annual report, on page 25-28. No significant changes have taken place since then.

FINANCIAL TARGETS

Acconeer has announced the following financial targets:

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

SHARE PERFORMANCE

Since the turn of the year, the share price has fallen by about 70 %. At the end of September 2024, the total number of shares amounts to 62,154,827 shares.

UPCOMING FINANCIAL INFORMATION

Year-end report 2024.....	14 February 2025
Annual report 2024.....	25 March 2025
Interim report Jan-Mar 2025.....	25 April 2025
Annual General Meeting 2025.....	29 April 2025
Interim report Jan-Jun 2025.....	18 July 2025
Interim report Jan-Sep.....	24 October 2025

The financial 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.

Malmö 25 October
The Board

FOR ADDITIONAL INFORMATION,
PLEASE CONTACT:

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INCOME STATEMENT IN SUMMARY

KSEK		2024 JUL-SEP	2023 JUL-SEP	2024 JAN-SEP	2023 JAN-SEP	2023 FULL YEAR
Net sales	Note 1	14,604	8,379	41,040	24,910	35,522
Cost of goods sold		-5,034	-1,833	-13,730	-6,652	-9,950
Gross profit		9,570	6,546	27,310	18,258	25,572
Operating expenses	Note 2					
Sales expenses		-7,059	-6,431	-23,886	-20,465	-28,588
Administrative expenses		-3,408	-2,430	-7,742	-7,301	-10,365
Research and Development expenses		-4,318	-8,168	-16,911	-27,909	-36,225
Other operating income/expenses		525	652	1,465	1,915	2,799
Operating result		-4,690	-9,831	-19,764	-35,502	-46,807
Result from financial items						
Other interest income and similar income		737	240	1,280	287	1,240
Interest expenses och similar expenses		-363	2	-5,032	-	-940
Net financial income/expense		374	241	-3,752	287	300
Profit or loss before tax		-4,316	-9,590	-23,516	-35,215	-46,507
Income tax		-	-	29	-	3
Net profit or loss for the period		-4,316	-9,590	-23,487	-35,215	-46,504
Earnings per share, before dilution, SEK		-0.07	-0.36	-0.47	-1.33	-1.76
Earnings per share after dilution, SEK		-0.07	-0.36	-0.47	-1.33	-1.76
Average number of shares during the period		62,154,827	26,346,585	49,898,580	26,435,225	26,486,280
Average number of shares during the period after dilution		63,591,908	27,680,388	51,335,661	27,769,028	27,820,083

BALANCE SHEET IN SUMMARY

KSEK	2024-09-30	2023-09-30	2023-12-31
ASSETS			
Fixed assets			
<i>Intangible fixed assets</i>			
Balanced costs for development and similar work	91,321	49,674	57,736
Patents	2,351	2,168	2,252
Total intangible fixed assets	93,672	51,842	59,988
<i>Tangible fixed assets</i>			
Machinery and other technical equipment	7,523	7,874	7,749
Inventory, tools and installations	2,641	3,023	2,780
Payments on account and tangible assets in course of construction	4,402	301	1,301
Total tangible fixed assets	14,566	11,198	11,830
<i>Financial fixed assets</i>			
Participations in Group companies	828	828	828
Total fixed assets	109,066	63,868	72,646
Current assets			
<i>Inventories, etc.</i>			
Work in progress	48,665	38,157	54,487
Stocks of finished goods	9,859	9,954	9,363
Total inventories	58,524	48,111	63,850
<i>Short-term receivables</i>			
Accounts receivable	4,357	2,678	4,437
Current tax assets	1,725	1,417	617
Group company receivables	3	0	-
Other receivables	1,417	2,011	1,100
Prepayments and accrued income	13,281	18,079	17,917
Total short-term receivables	20,783	24,185	24,071
<i>Cash and bank balances</i>			
Cash and bank balances	73,337	42,431	38,653
Total current assets	152,644	114,727	126,574
Total assets	261,710	178,595	199,220

KSEK	2024-09-30	2023-09-30	2023-12-31
EQUITY AND LIABILITIES			
Total equity			
<i>Restricted equity</i>			
Share capital (62,154,827shares)	3,108	1,332	1,332
Fund for development costs	91,321	49,674	57,736
	94,429	51,006	59,068
<i>Non-restricted equity</i>			
Share premium reserve	614,563	489,989	490,112
Retained profit or loss	-450,504	-362,327	-370,390
Net profit or loss for the year	-23,487	-35,215	-46,504
Total non-restricted equity	140,572	92,447	73,218
Total equity	235,001	143,453	132,286
Deposits			
Deposits for deferred taxes	-	-	29
Total deposits	-	-	29
Short-term liabilities			
Liabilities to credit institutions	-	-	27,450
Advance payments from customers	7,143	-	-
Accounts payable	5,718	10,923	12,575
Group company receivables	-	32	32
Other liabilities	2,144	16,583	15,682
Accruals and deferred income	11,704	7,604	11,166
Total short-term liabilities	26,709	35,142	66,905
Total equity and liabilities	261,710	178,595	199,220

CHANGES IN EQUITY

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
Issuance of warrants /new shares	1,776		148,106			149,882
Issue expenses			-23,583			-23,583
Warrant expenses			-97			-97
Capitalisation development costs		33,585			-33,585	0
Net profit/loss for the period					-23,487	-23,487
Total equity 2024-09-30	3,108	91,321	614,538	25	-473,991	235,001

KSEK	SHARE CAPITAL	FUND FOR DEVELOPMENT COSTS	SHARE PREMIUM RESERVE	SHARE HOLDERS CONTRIB.	RETAINED EARNINGS	TOTAL EQUITY
Total equity 2022-12-31	1,317	28,495	482,848	25	-341,173	171,512
New rights issue	13		5,227			5,240
Exercise of warrants	2		2,147			2,149
Issue expenses			-233			-233
Capitalisation development costs		26,072			-26,072	0
Dissolution of depreciation of development costs		-4,893			4,893	0
Net profit/loss for the period					-35,215	-35,215
Total equity 2023-09-30	1,332	49,674	489,989	25	-397,567	143,453

CASH FLOW STATEMENT IN SUMMARY

KSEK	2024 JUL-SEP	2023 JUL-SEP	2024 JAN-SEP	2023 JAN-SEP	2023 FULL YEAR
Cash flow from operating activities	-3,896	-6,895	-22,394	-27,430	-37,276
Cash flow from operating activities after change in working capital	-23,504	14,257	-17,418	-27,389	-49,348
Cash flow from investing activities	-12,176	-7,557	-38,650	-27,220	-36,643
Cash flow from financing activities	-	5,190	90,752	7,157	34,761
CASH FLOW FOR THE PERIOD	-35,680	11,890	34,684	-47,452	-51,230
Cash and cash equivalents at the beginning of the period	109,017	30,541	38,653	89,883	89,883
Cash and cash equivalents at the end of the period	73,337	42,431	73,337	42,431	38,653

KEY INDICATORS

KSEK UNLESS OTHERWISE SPECIFIED	2024 JUL-SEP	2023 JUL-SEP	2024 JAN-SEP	2023 JAN-SEP	2023 FULL YEAR
Net sales	14,604	8,379	41,040	24,910	35,522
Gross margin*	68%	78%	67%	73%	72%
Gross margin, sales of goods*	61%	67%	60%	62%	62%
Operating result	-4,690	-9,831	-19,764	-35,502	-46,807
Operating margin*	-32%	-117%	-48%	-143%	-132%
Net profit or loss for the period	-4,316	-9,590	-23,487	-35,215	-46,504
Cash flow, operating activities	-3,896	-6,895	-22,394	-27,430	-37,276
Cash and cash equivalents, short-term deposits	73,337	42,431	73,337	42,431	38,653
Total equity	235,001	143,453	235,001	143,453	132,286
Balance sheet total	261,710	178,595	261,710	178,595	199,220
Basic earnings per share, SEK*	-0.07	-0.36	-0.47	-1.33	-1.76
Diluted earnings per share, SEK*	-0.07	-0.36	-0.47	-1.33	-1.76
Cash flow per share, SEK*	-0.06	-0.26	-0.45	-1.04	-1.40
Number of shares	62,154,827	26,637,783	62,154,827	26,637,783	26,637,783
Average number of shares during the period	62,154,827	26,346,585	49,898,580	26,435,225	26,486,280
Average number of shares during the period after dilution	63,591,908	27,680,388	51,335,661	27,769,028	27,820,083
Equity/Ratio, %*	90	80	90	80	66
Equity per share, SEK*	3.78	5.39	3.78	5.39	4.97
Average number of full-time equivalent employees	57	51	56	51	52

*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 and product management 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	2024 JUL-SEP	2023 JUL-SEP	2024 JAN-SEP	2023 JAN-SEP	2023 FULL YEAR
Sales of goods	12,875	5,569	33,905	17,662	25,878
Development-related services	1,729	2,810	7,135	7,248	9,644
Total net sales	14,604	8,379	41,040	24,910	35,522

Note 2 Information about the company's operating expenses

For the period, the operations and product management function amounts to kSEK 14,628 (8,365) and depreciation of tangible and intangible fixed assets to kSEK 1,991 (8,709).

Considering that Acconeer not yet reached full scale production, these costs are included in Sales expenses and Research and development expenses.

ACONEER 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:



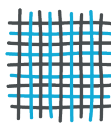
Millimeter-precision distance measurement enables applications such as fuel level measurements and robust parking sensors.



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:



CONSUMER ELECTRONICS



INTERNET OF THINGS (IoT)



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



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