



# Q4 – 2024

YEAR-END REPORT JANUARY-DECEMBER 2024

## FOURTH QUARTER

- Net sales for the fourth quarter amounted to kSEK 10,280 (10,612).
- The gross margin on sales of goods was 40 (60) % (before inventory adjustment 62 (60)%).
- Result after taxes amounted to kSEK -7,992 (-11,289).
- Earnings per share before and after dilution was SEK -0.13 (-0.42).
- The cash flow from operating activities was kSEK -4,890 (-9,846).

## FULL YEAR

- Net sales for the full year amounted to kSEK 51,320 (35,522).
- The gross margin on sales of goods was 56 (62) % (before inventory adjustment 60 (62)%).
- Result after taxes amounted to kSEK -31,479 (-46,504).
- Earnings per share before and after dilution was SEK -0.60 (-1.76).
- The cash flow from operating activities was kSEK -28 984 (-37,276).
- Cash and cash equivalents on the balance sheet date amounted to kSEK 53,757 (38,653).

## SIGNIFICANT EVENTS DURING THE FOURTH QUARTER

- No significant events during the fourth quarter.

## SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

- Acconeer signed a worldwide franchise deal with Future Electronics.
- The Board of Directors of Acconeer AB proposed a directed share issue of approximately SEK 25 million and a fully secured rights issue (compensation issue) of approximately SEK 25 million.

# COMMENTS FROM OUR CEO

The revenue for the fourth quarter of 2024 landed at 10,3 MSEK and for the full year, the revenue was 51,3 MSEK, which is an increase of 44% compared to 2023. A new test supplier with lower cost was qualified during the quarter. In agreement with customer, 4,4 MSEK of the previously communicated prepaid order was postponed to Q1 to utilize the new test partner. Product sales margin increased due to lower costs and product mix. We implemented a restructuring that increases resources for sales while reducing the total cost base from January 2025.

After the end of the quarter, the board announced that it intends to raise capital through a share issue consisting of a directed issue of SEK 25 million against Alps Alpine and a fully guaranteed compensation issue of SEK 25 million.

The automotive industry is probably the largest identified market for our products. Alps Alpine is a global tier-1 supplier to the automotive industry known for innovation and high quality, who has the possibility to compare us with all competitors. The fact that they choose to enter into a directed issue and thereby continue to show their strong confidence in Acconeer as a company, our technology and market is a statement of strength.

I am also pleased that all shareholders are given the opportunity to participate on equal terms in the company's continued journey and value development via a compensation issue that is fully guaranteed by major shareholders, the board and management, free of charge.

The proceeds from the issue will primarily be used to complete the A2 development and launch A2 within our focus areas. We will continue with strict cost control, and I am confident that this gives us financing until we show positive cash flow.

During the quarter, we saw eight customer product launches making progress across all of our product areas:

- In **tank level measurement**, we saw four launches and increased customer interest in remote monitoring of small and medium-sized



tanks, an area where power consumption is crucial. We have refined our offering with regard to power consumption, and also launched a new conical horn antenna that minimizes the risk of unwanted reflections from the sides of the tank.

- We have also improved our offering in **presence detection** and we see new opportunities with both A1 & A2. We saw one customer launch in the area and increased customer interest in door access applications.
- In the **automotive industry**, we saw a product launch in Access control with a new manufacturer. An important milestone was reached in the development of the next generation sensor, A2, where, as previously communicated, we already have a design win.
- For **cargo and container monitoring**, we see that our focused activities have led to increased interest from the industry. Many larger players want to move from monitoring temperature and GPS position to also wanting to see into containers. We have initiated the development of a reference application for monitoring container contents and are actively working with some of the industry's largest players. Acconeer's world-leading power consumption makes us particularly interesting for customers.
- **Industrial automation** includes a huge market for distance measurement, where there is a great need for new sensors that work together with new materials such as carbon fiber, which replaces metal in, for example, car bodies. Our technology

provides unique opportunities to measure distances close to the sensor and is therefore an alternative to traditional proximity sensors, which can only detect metal. Acconeer also probably has the best distance accuracy in the radar sensor industry, something that we have been working hard to further improve during the fall. Industrial automation is not a fast-moving industry, but we are looking forward to an exciting 2025, both on the technology and business side.

It is very pleasing that we managed to complete the qualification of a new test partner who delivered the first volume to the customer during the quarter. We have been working on this for a long time, which has now resulted in significant cost savings and higher capacity. To take advantage of the new lower cost, we chose in agreement with the customer to move the remaining volume of the prepaid order to Alps Alpine to the new test house, which has meant that part of the volume that was planned to be delivered in Q4 has been postponed to Q1 2025.

In the third quarter, we communicated a new go-to-market strategy, and in Q4 we followed up with a reorganization. The sales department was strengthened and restructured, product management was given increased bandwidth and clearer responsibilities, and the R&D organization was given a sharper focus on execution and new leadership. In

addition to these organizational changes, we have lowered our cost base, primarily within R&D, where we have reduced our headcount by approximately 11%, with effect from January 2025. These changes in strategy and organization have been well received by the employees, and we are now working with renewed energy.

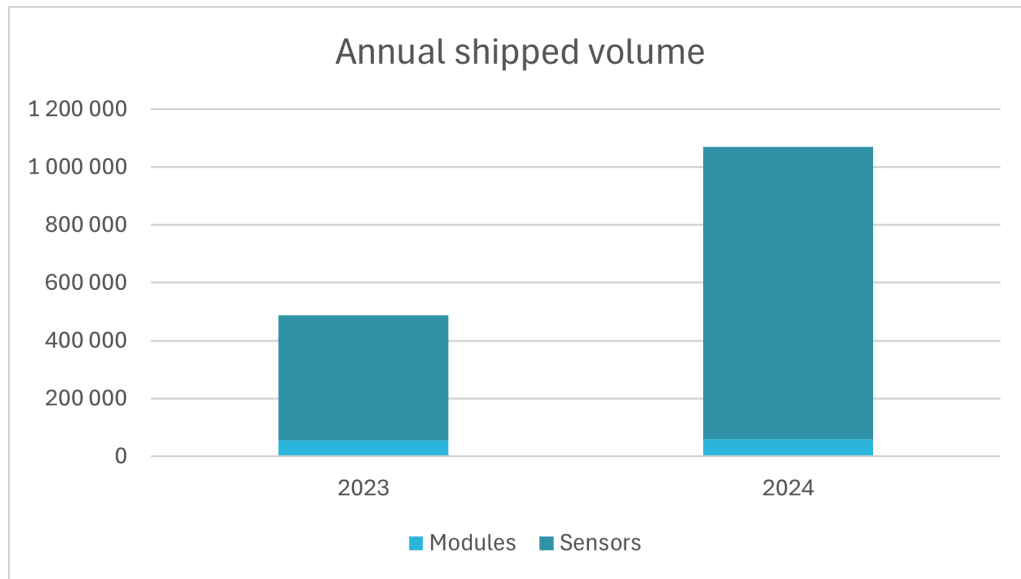
In line with our strategy, we have started to work closer to key customers in our product areas. I have met customers and partners, including during the CES trade fair in Las Vegas, and received overwhelmingly positive feedback on our strategy and restructuring. Our investment in an expanded sales network in the US, which began in 2023 after new regulations came into place, is now starting to yield results in the form of several new customers and opportunities. We are now fully focused on executing our growth strategy and I am optimistic that we will see positive development during the year.

Malmö, 14 February 2025



Ted Hansson, CEO of Acconeer AB (publ)

## SHIPPED SENSORS AND MODULES



### Shipment Q4 2024

Sensors	170 000
Modules	14 022

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

	IoT & Smart cities	Industry & Agriculture	Consumer Electronics	Automotive	Total
Europe	44(43)	20(20)	10(10)	4(4)	78(77)
Japan	5(5)	2(2)	4(4)	0(0)	11(11)
South Korea	11(10)	4(3)	2(1)	0(0)	17(14)
Australia & New Zealand	5(5)	7(7)	0(0)	0(0)	12(12)
US	3(3)	14(14)	1(1)	7(6)	25(24)
China	24(24)	13(11)	3(2)	0(0)	40(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	96(94)	61(58)	21(19)	11(10)	189(181)

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.

## FOURTH QUARTER NET SALES AND RESULT

Net sales for the fourth quarter amounted to kSEK 10,280 (10,612) i.e. on par with the 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 5,561 (7,314) which corresponds to a gross margin of 54 (69)%. Reduced with revenues from development related services, gross profit amounted to kSEK 3,178 (4,918) which corresponds to a gross margin of 40 (60)%. During the quarter, an adjustment was made to the inventory value, which reduced the gross margin. Before the inventory adjustment the gross margin was 62 (60)%. Product mix between our sensors, modules and development kits affects the gross margin as does the cost of components.

Compared with the fourth quarter of last year, operating expenses decreased by 18 % to kSEK 15,888 (19,503). The decrease is due to lower costs for research and development, which are positively affected by a larger part of the period's development costs meeting the criteria to be capitalized compared to the previous year because more resources have been put into the development of A2 to reach set Milestones. Depreciation of capitalized development costs, patents and inventories was made during the fourth quarter with kSEK 710 (646).

Operating profit/loss for the fourth quarter amounted to kSEK -8,913 (-11,305) and the profit/loss after tax was kSEK -7,992 (-11,289).

The operating margin developed in line with management's expectations and amounted to -87 % (-107%).

The average number of employees during the period was 55 (53), of which 7 (6) were women.

## FULL YEAR NET SALES AND RESULT

Net sales for the full year amounted to kSEK 51,320 (35,522) i.e. an increase of 44 % 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 32,871 (25,572), which corresponds to a gross margin of 64 (72)%. Reduced with revenues from development related services, gross profit amounted to kSEK 23,242 (15,928) which corresponds to a gross margin of 56 (62)%. Before the inventory adjustment the gross margin was 62 (60)%. Product mix between our sensors, modules and evaluation kits as well as cost of components affect the gross margin.

Compared with the full year of last year, operating expenses decreased by 14 % to kSEK

64,427 (75,178). The operating result for the full year amounted to kSEK -28,577 (-46,807) and the result after tax amounted to kSEK -31,479 (-46,504). The decrease is 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 because more resources have been put into the development of A2 to reach set Milestones. 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.

The operating margin developed in line with management's expectations and amounted to -56% (-132%).

## INVESTMENTS, LIQUIDITY AND FINANCIAL POSITION

On 31 December 2024 the cumulative book value of balanced costs for development work amounted to kSEK 104,340 (57,736). 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 year, kSEK 46,604 (69%) of total costs of kSEK 67,234 were capitalized, compared with the previous year when kSEK 34,134 (49%) of total costs of kSEK 70,359 were capitalized. This year's amortization of capitalized development costs amounts to 0 (6,885) TSEK.

The corresponding patent portfolio value amounted to kSEK 2,420 (2,252) 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 30 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 14,633 (11,830).

The inventory is high, but has decreased with 14 % during the year. The reasons 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. Inventory is now decreasing according to the management's expectations.

Accounts payable have decreased significantly, which is mainly explained by fewer received deliveries of goods towards the end of the period.

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. Interest expenses and similar expenses amounted to kSEK-5,033 (-940) during the year. The increased cost is due to the loan facility utilized.

During the first quarter, a big customer made an advance payment regarding upcoming deliveries amounting to kSEK 17,234. As of December 31, the advance payment is due to kSEK 4,439. 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 -28,984 (-37,276).

After changes in working capital the cashflow for the period was kSEK -32,087 (-49,348).

At the balance sheet date, cash and cash equivalents amounted to kSEK 53,757 (38,653).

Total equity amounted to kSEK 227,724 (132,286).

Equity ratio was 91 (66) percent. The equity ratio has improved significantly due to the rights issue carried out during the first half of the year.

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

## SIGNIFICANT EVENTS DURING THE FULL YEAR

On 24 January it was announced that Acconeer's A121 Pulsed Coherent Radar sensor had been designed into a first car model from a leading Japanese automotive manufacturer. The design win was for the use case access control, which allows touchless opening of the trunk of a car. The total forecasted value of the design win is more than USD 5 million over a seven-year period starting in 2025.

On 29 January the Board of Directors of Acconeer announced its intention to carry out a fully guaranteed rights issue of shares equivalent to approximately SEK 150 million before deductions for transaction

costs. An Extraordinary General Meeting was held on 1 March 2024 to change the limits of the number of shares and share capital in the Articles of Association and to grant the Board of Directors an authorization to resolve on the Rights Issue. The Rights Issue was resolved by the Board of Directors on 5 March 2024. The final outcome showed that 28,372,000 shares, corresponding to approximately 79.9 percent of the offered shares, had been subscribed for with support of subscription rights. Additionally, applications for subscription of 5,893,311 shares without the support of subscription rights, corresponding to

approximately 16.6 percent of the offered shares, had been submitted. Together, subscriptions with support of subscription rights and subscriptions without the support of subscription rights correspond to approximately 96.5 percent of the offered shares in the Rights Issue. Thus, guarantee commitments of 1,251,733 shares, corresponding to approximately 3.5 percent of the offered shares, was utilised.

On 16 February Acconeer received their largest order yet from NEXTY Electronics worth 1,8 million USD. The order related to Acconeer's pulsed coherent radar sensor A1 for mass production.

In the beginning of April Acconeer received an order from BEYD worth USD 180,000. The order related to Acconeer's A1 and A121 Pulsed Coherent Radar sensor for customers' mass production.

On 8 April Acconeer received an order from European IoT provider worth USD 100,000. The order related to Acconeer's Pulsed Coherent Radar sensors A121 and A1 for mass production. The customer was a leading IoT solutions provider serving its customers highly accurate end-to-end remote tank monitoring solutions.

On 16 April Acconeer announced an automotive design win with an estimated value of USD 30 million. For the first time, Acconeer's upcoming next generation A2 Pulsed Coherent Radar sensor had been selected for in-cabin monitoring in a car. In addition, Acconeer's A1 radar sensor had been selected for the use case access control - which allows touchless opening of the trunk of a car - in the same car model, by a European premium car manufacturer. The total estimated value of the design win was around USD 30 million over a seven-year period starting in 2026. By "design win" Acconeer refers to that the company's radar sensor has been selected for use in a customer product, but it is not equivalent to that an order has been placed.

On 23 May it was announced that Sweden's innovation agency Vinnova had decided to award Acconeer and Sandvik a grant totaling SEK 3.5 million, of which Acconeer's share is SEK 2.5 million,

for research into automated material classification with radar. The project started in Q3 2024 and is planned to be completed in the second half of 2026. In this project Sandvik and Acconeer combine their strengths to develop a material classification system for rock crushing conveyor belt applications. The system will provide information on different types of materials and particle size distributions and identify deviations towards the requirements on the produced material.

In the beginning of June it was announced that Acconeer's A121 Pulsed Coherent Radar sensor had been designed into five additional car models from a leading Japanese automotive manufacturer, following the one announced in January this year. The design wins were for the use case access control, which allows touchless opening of the trunk of a car. The total forecasted value of the design wins is USD 4 million over a seven-year period starting in 2025.

On 13 June Acconeer announced the appointment of Ted Hansson as its new Chief Executive Officer, effective July 1st, 2024. Ted Hansson brings extensive experience in driving sales and business growth in the technology sector. Based in Asia, he has over 20 years of experience in managing and scaling global semiconductor business and previously held senior leadership roles at Fingerprint Cards AB, including President of Mobile, PC, and Access China business, and interim group CEO. He has also worked for Ericsson and Samsung Semiconductor.

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

On 6 February it was announced that Acconeer has signed a worldwide franchise deal with Future Electronics, who will provide customers access to Acconeer's unique 60GHz radar solutions. This agreement covers Acconeer's A121 radar sensor and related products, and expands Acconeer's global distribution network. Future Electronics is a global leader in electronics distribution headquartered in Montreal, Canada.

The Board of Directors of Acconeer AB proposes a directed share issue of approximately SEK 25 million to Alps Alpine and a fully secured rights issue (compensation issue) of approximately SEK 25 million. Alps Alpine has committed to subscribe for the directed issue. Several major shareholders as well as members of the Board of Directors and management have provided subscription and guarantee commitments in the rights issue.

## 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

The share price has fallen by 70% in 2024. The biggest decline occurred in January 2024, when the share fell by 56%. At the end of December 2024, the total number of shares amounts to 62,154,827 shares.

## UPCOMING FINANCIAL INFORMATION

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
Year-end report 2025.....	13 February 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 14 February  
The Board

FOR ADDITIONAL INFORMATION,  
PLEASE CONTACT:

Ted Hansson, CEO Acconeer  
Tel: +4610 - 218 92 00  
Mail: [ir@acconeer.com](mailto:ir@acconeer.com)



# INCOME STATEMENT IN SUMMARY

KSEK		2024 OCT-DEC	2023 OCT-DEC	2024 FULL YEAR	2023 FULL YEAR
Net sales	Note 1	10,280	10,612	51,320	35,522
Cost of goods sold		-4,719	-3,298	-18,449	-9,950
<b>Gross profit</b>		<b>5,561</b>	<b>7,314</b>	<b>32,871</b>	<b>25,572</b>
<b>Operating expenses</b>	Note 2				
Sales expenses		-8,304	-8,123	-32,190	-28,588
Administrative expenses		-3,865	-3,064	-11,607	-10,365
Research and Development expenses		-3,719	-8,316	-20,630	-36,225
Other operating income/expenses		1,414	884	2,879	2,799
<b>Operating result</b>		<b>-8,913</b>	<b>-11,305</b>	<b>-28,677</b>	<b>-46,807</b>
<b>Result from financial items</b>					
Other interest income and similar income		922	953	2,202	1,240
Interest expenses och similar expenses		-1	-940	-5,033	-940
<b>Net financial income/expense</b>		<b>921</b>	<b>13</b>	<b>-2,831</b>	<b>300</b>
<b>Profit or loss before tax</b>		<b>-7,992</b>	<b>-11,292</b>	<b>-31,508</b>	<b>-46,507</b>
Income tax		0	3	29	3
<b>Net profit or loss for the period</b>		<b>-7,992</b>	<b>-11,289</b>	<b>-31,479</b>	<b>-46,504</b>
Earnings per share, before dilution, SEK		-0.13	-0.42	-0.60	-1.76
Earnings per share after dilution, SEK		-0.13	-0.42	-0.60	-1.76
Average number of shares during the period		62,154,827	26,637,783	52,779,718	26,486,280
Average number of shares during the period after dilution		63,720,688	27,971,586	54,345,579	27,820,083

# BALANCE SHEET IN SUMMARY

KSEK	2024-12-31	2023-12-31
<b>ASSETS</b>		
<b>Fixed assets</b>		
<i>Intangible fixed assets</i>		
Balanced costs for development and similar work	104,340	57,736
Patents	2,420	2,252
<b>Total intangible fixed assets</b>	<b>106,760</b>	<b>59,988</b>
<i>Tangible fixed assets</i>		
Machinery and other technical equipment	7,176	7,749
Inventory, tools and installations	2,372	2,780
Payments on account and tangible assets in course of construction	5,085	1,301
<b>Total tangible fixed assets</b>	<b>14,633</b>	<b>11,830</b>
<i>Financial fixed assets</i>		
Participations in Group companies	828	828
<b>Total fixed assets</b>	<b>122,221</b>	<b>72,646</b>
<b>Current assets</b>		
<i>Inventories, etc.</i>		
Work in progress	45,532	54,487
Stocks of finished goods	9,420	9,363
<b>Total inventories</b>	<b>54,952</b>	<b>63,850</b>
<i>Short-term receivables</i>		
Accounts receivable	4,039	4,437
Group company receivables	500	-
Current tax assets	793	617
Other receivables	1,107	1,100
Prepayments and accrued income	13,816	17,917
<b>Total short-term receivables</b>	<b>20,255</b>	<b>24,071</b>
<i>Cash and bank balances</i>		
Cash and bank balances	53,757	38,653
<b>Total current assets</b>	<b>128,964</b>	<b>126,574</b>
<b>Total assets</b>	<b>251,184</b>	<b>199,220</b>

KSEK	2024-12-31	2023-12-31
<b>EQUITY AND LIABILITIES</b>		
<b>Total equity</b>		
<i>Restricted equity</i>		
Share capital (62,154,827shares)	3,108	1,332
Fund for development costs	104,340	57,736
	107,448	59,068
<i>Non-restricted equity</i>		
Share premium reserve	615,252	490,112
Retained profit or loss	-463,497	-370,390
Net profit or loss for the year	-31,479	-46,504
Total non-restricted equity	120,276	73,218
<b>Total equity</b>	<b>227,724</b>	<b>132,286</b>
<b>Deposits</b>		
Deposits for deferred taxes	-	29
<b>Total deposits</b>	<b>-</b>	<b>29</b>
<b>Short-term liabilities</b>		
Liabilities to credit institutions	-	27,450
Advance payments from customers	4,439	-
Accounts payable	2,203	12,575
Group company receivables	-	32
Other liabilities	1,646	15,682
Accruals and deferred income	15,172	11,166
<b>Total short-term liabilities</b>	<b>23,460</b>	<b>66,905</b>
<b>Total equity and liabilities</b>	<b>251,184</b>	<b>199,220</b>

# CHANGES IN EQUITY

KSEK	SHARE CAPITAL	FUND FOR DEVELOPMENT COSTS	SHARE PREMIUM RESERVE	SHARE HOLDERS CONTRIB.	RETAINED EARNINGS	TOTAL EQUITY
<b>Total equity 2023-12-31</b>	<b>1,332</b>	<b>57,736</b>	<b>490,112</b>	<b>25</b>	<b>-416,918</b>	<b>132,287</b>
New rights issue	1,776		147,396			149,172
Exercise of warrants			1,707			1,707
Issue expenses			-23,583			-23,583
Warrant expenses			-380			-380
Capitalisation development costs		46,604			-46,604	0
Net profit/loss for the period					-31,479	-31,479
<b>Total equity 2024-12-31</b>	<b>3,108</b>	<b>104,340</b>	<b>615,252</b>	<b>25</b>	<b>-495,001</b>	<b>227,724</b>

KSEK	SHARE CAPITAL	FUND FOR DEVELOPMENT COSTS	SHARE PREMIUM RESERVE	SHARE HOLDERS CONTRIB.	RETAINED EARNINGS	TOTAL EQUITY
<b>Total equity 2022-12-31</b>	<b>1,317</b>	<b>28,495</b>	<b>482,848</b>	<b>25</b>	<b>-341,174</b>	<b>171,511</b>
New rights issue	13		5,227			5,240
Exercise of warrants	2		2,147			2,149
Issue expenses			-233			-233
Capitalisation development costs		34,134			-34,134	0
Dissolution of depreciation of development costs		-4,893			4,893	0
Convertible loan			155			155
Deferred tax			-32			-32
Net profit/loss for the period					-46,504	-46,504
<b>Total equity 2023-12-31</b>	<b>1,332</b>	<b>57,736</b>	<b>490,112</b>	<b>25</b>	<b>-416,919</b>	<b>132,286</b>

## CASH FLOW STATEMENT IN SUMMARY

KSEK	2024 OCT-DEC	2023 OCT-DEC	2024 FULL YEAR	2023 FULL YEAR
Cash flow from operating activities	-6,590	-9,846	-28,984	-37,276
Cash flow from operating activities after change in working capital	-6,669	-21,959	-32,087	-49,348
Cash flow from investing activities	-13,625	-9,423	-52,275	-36,643
Cash flow from financing activities	714	27,604	99,466	34,761
<b>CASH FLOW FOR THE PERIOD</b>	<b>-19,580</b>	<b>-3,778</b>	<b>15,104</b>	<b>-51,230</b>
Cash and cash equivalents at the beginning of the period	73,337	42,431	38,653	89,883
Cash and cash equivalents at the end of the period	53,757	38,653	53,757	38,653

# KEY INDICATORS

KSEK UNLESS OTHERWISE SPECIFIED	2024 OCT-DEC	2023 OCT-DEC	2024 FULL YEAR	2023 FULL YEAR
Net sales	10,280	10,612	51,320	35,522
Gross margin*	54%	69%	64%	72%
Gross margin, sales of goods*	40%	60%	56%	62%
Operating result	-8,913	-11,305	-28,677	-46,807
Operating margin*	-87%	-107%	-56%	-132%
Net profit or loss for the period	-7,992	-11,289	-31,479	-46,504
Cash flow, operating activities	-6,590	-9,846	-28,984	-37,276
Cash and cash equivalents, short-term deposits	53,757	38,653	53,757	38,653
Total equity	227,724	132,286	227,724	132,286
Balance sheet total	251,184	199,220	251,184	199,220
Basic earnings per share, SEK*	-0.13	-0.42	-0.60	-1.76
Diluted earnings per share, SEK*	-0.13	-0.42	-0.60	-1.76
Cash flow per share, SEK*	-0.11	-0.36	-0.55	-1.40
Number of shares	62,154,827	26,637,783	62,154,827	26,637,783
Average number of shares during the period	62,154,827	26,637,783	52,779,718	26,486,280
Average number of shares during the period after dilution	63,720,688	27,971,586	54,345,579	27,820,083
Equity/Ratio, %*	91	66	91	66
Equity per share, SEK*	3.66	4.97	3.66	4.97
Average number of full-time equivalent employees	55	53	56	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 OCT-DEC	2023 OCT-DEC	2024 FULL YEAR	2023 FULL YEAR
Sales of goods	7,897	8,216	41,691	25,878
Development-related services	2,383	2,396	9,629	9,644
<b>Total net sales</b>	<b>10,280</b>	<b>10,612</b>	<b>51,320</b>	<b>35,522</b>

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

For the period, the operations and product management function amounts to kSEK 20,383 (12,610) and depreciation of tangible and intangible fixed assets to kSEK 2,701 (9,356).

Considering that Acconeer not yet reached full scale production, these costs are included in Sales 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:



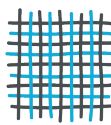
Millimeter-precision distance measurement enables applications such as fuel level measurements and robust parking sensors.



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.



Acconeer AB (publ)  
Västra Varvsgatan 19  
211 77 Malmö  
+46 10 218 92 00  
[www.acconeer.com](http://www.acconeer.com)