

Interim report

THIRD QUARTER
JULY-SEPTEMBER 2024

Q3



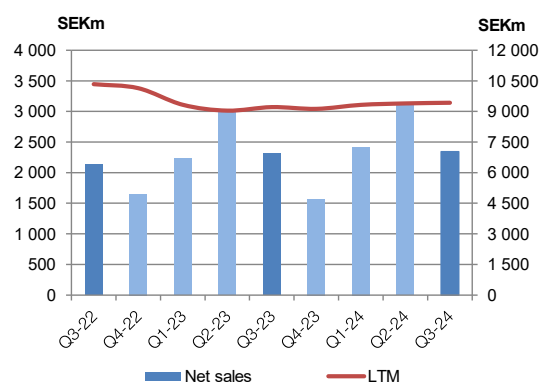
Thule Group»

The period in brief

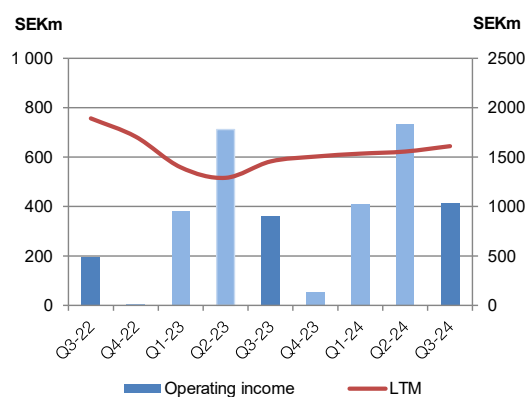
- **Net sales** for the quarter amounted to SEK 2,344m (2,311), corresponding to an increase of 1.4 percent. Adjusted for exchange rate fluctuations and acquisitions, sales increased 4.4 percent.
- **Operating income** for the quarter amounted to SEK 413m (359), corresponding to a margin of 17.6 percent (15.5).
- **Net income** for the quarter was SEK 300m (262).
- **Earnings per share before dilution** amounted to SEK 2.84 (2.47) for the quarter.
- **Cash flow from operating activities** totaled SEK 955m (838) for the quarter.

	Jul-Sep 2024	Jul-Sep 2023	%	Jan-Sep 2024	Jan-Sep 2023	%	Full-year 2023
Net sales, SEKm	2 344	2 311	+1.4	7 863	7 566	+3.9	9 132
Operating income (EBIT), SEKm	413	359	+15.2	1 557	1 451	+7.3	1 505
Net income, SEKm	300	262	+14.8	1 159	1 075	+7.8	1 099
Earnings per share, SEK	2.84	2.47	+15.0	10.96	10.24	+7.0	10.45
Cash flow from operating activities, SEKm	955	838	+14.1	1 924	1 575	+22.2	1 850

NET SALES



OPERATING INCOME



CEO's statement

GOOD QUARTER IN A CHALLENGING MARKET

We had a good third quarter of the year. Sales increased, profitability was good and the cash flow reached a record high level. Our many new products continue to drive growth and the work to build market positions in the new categories continues as planned.

Sales in the third quarter increased 4 percent (constant currency) compared to the same period last year. The market continues to be challenging, with cautious consumers and retailers. The North American market remains more challenging than its European counterpart. Our sales growth was driven by our many well-received product launches and by bike-related products. Sales remained unchanged in RV Products, where the market is experiencing a tougher period. Sales to manufacturers (OE) declined notably and were offset by good growth in sales to dealers. Growth was strongest within Juvenile & Pet, which increased 15 percent. During the quarter, sales through thule.com opened in two more countries, Finland and Portugal, which led to immediate growth in the DTC channel.

The gross margin for the third quarter increased to 42.9 percent (39.7). The EBIT margin amounted to 17.6 percent (15.5), the highest to date for a third quarter, with the exception of the pandemic years. The reduction in Inventory levels continued to outpace our goal for the year. Cash flow from operating activities reached was strong and totaled almost SEK 1bn for the third quarter. Together with an already strong balance sheet, this provides us with a continued capability to invest for the future.

We continue to work towards our ambitious sustainability targets. In the third quarter we introduced several products designed with a higher share of recycled material and completed the installation of air-source heat pumps at one of our largest factories, both of which will help us reach our target of net zero emissions.

NEW PRODUCTS DRIVE GROWTH

This year, we are launching more products than ever before. This has resulted in a record number of design awards as well as immediate sales growth. In the third quarter we continued to note good growth from upgraded bestsellers, for example, our market-leading all-terrain jogging stroller Thule Urban Gilde, our updated duffel bag Thule Chasm, and the newly launched next-generation multisport- and bike trailers Thule Chariot. Growth within bike-related products also improved due to the launch of two new bike carriers in the quarter.

At the same time, our work to long-term build market positions in our new categories continued.

We have quickly taken market share within dog transportation. Our first product, the Thule Allax dog crate, was launched in the first quarter of the year and was joined in the third quarter by Thule Bexey, our bike trailer for dog transportation. The product category is well suited for Thule: premium products for people who want to be active outdoors, willingness to pay for safety and user-friendliness, a growing market and a clear connection to our brand identity - "Bring your life." More products will be following shortly.

Our car seats for infants and small children were launched in Germany, Austria and Switzerland in May, and in Belgium and the Netherlands in September. We have already won design awards, received positive media exposure and good distribution with important retailers. Just recently we won the so-called ADAC test, Europe's most important consumer test. Launches in other European countries are coming in the fourth quarter. Even though we are in an intensive launch phase, we are also developing additional products. Next year we will be launching our high back booster seat, with back and neck support.

MARKET LEADER – THE KEY TO OUR FUTURE

We are a global market leaders in our most important product categories. This is one of our greatest strengths. An even more important strength is our ability to further develop and grow our market-leading positions.

Improving and developing is at the core of the Thule spirit. We are not content being market leaders – we continue investing to increase our lead over competition. As a market leader we have deep knowledge about technology, safety, regulations and consumer behaviour. We also have financial and other resources to invest in the long term. With the Thule spirit and a world class global development and test center, we are



constantly raising the level of our ambitions and improving the quality of our innovations. In conclusion, we make more, and better, products than anyone else – driving growth for the product category and for ourselves. As a market leader, we essentially create our own future.

One clear example of this is the third quarter's new bike carriers, a category where we are a global market leader. We launched an updated version of our best-selling Thule Easyfold as well as a new niche product, the Thule Revert. The Thule Revert can transport up to six bikes at once vertically, and is the market's only vertical carrier that provides assistance in raising and lowering to manage the weight of six bikes. Thanks to our existing strengths, the development time was short, and being the result of an innovative product and established distribution, the first production volume is already sold out. We will now meet the next bike season with an improved bestseller and a winner in yet another niche. This is how we grow our market leading positions.

During the last few years, we have invested significant resources in developing products for new categories, particularly in car seats. We will continue to invest to become a market leader in car seats – even if it takes 25 years, like it did for roof boxes. However, we also have great opportunities to further develop many of our existing market-leading positions, which leads to a quick and direct impact on sales and profitability. These investments will increase going forward. For example, we will launch other important new products and innovations within bike carriers as early as spring 2025.

CONTINUED FOCUS ON GROWTH

Thule is doing well, even in a tough market. We continue to invest long-term in areas that create value for Thule: product development; more product categories; increased consumer visibility; and increased efficiency in our supply chain. More people also want to live active lives, a trend that gives us a long-term tailwind.

After a good high season, an exciting fourth quarter awaits. We are launching car seats in Europe, finalizing plans ahead of next year, and hoping that many of our customers have the chance to be active during the winter. I look forward to an eventful end to the year!

Mattias Ankarberg
CEO and President

Financial overview

Trend for the third quarter

NET SALES

In the third quarter of 2024, net sales amounted to SEK 2,344m (2,311), representing an increase of 1.4 percent. Adjusted for exchange rate fluctuations and acquisitions, net sales for the Group increased 4.4 percent.

In Region Europe & RoW, net sales totaled SEK 1,743m (1,689) in the third quarter, up 3.2 percent, and 5.6 percent adjusted for exchange rates and acquisitions. Net sales in Region Americas amounted to SEK 601m (622), down 3.3 percent, but sales increased 1.1 after currency adjustment compared with the third quarter of 2023.

GROSS INCOME

Gross income for the quarter totaled SEK 1,006m (918), corresponding to a gross margin of 42.9 percent (39.7). Gross income was positively impacted by product mix, increased volumes and lower material costs.

OPERATING INCOME

Operating income amounted to SEK 413m (359), corresponding to a margin of 17.6 percent (15.5). Operating income was positively impacted by an improved gross margin, but costs for product launches were higher year-on-year.



With the acquisition of Reacha, we are expanding our lineup to include a full range of premium bike trailers – perfect for kids, dogs and cargo.

	Jul-Sep	Jan-Sep
	2024	2024
Change in net sales		
Changes in exchange rates	-3.1%	-0.5%
Structural changes	0.1%	0.0%
Organic growth	4.4%	4.4%
Total	1.4%	3.9%

NET FINANCIAL ITEMS

Net financial items for the quarter amounted to an expense of SEK 15m (expense: 30). Exchange rate differences on loans and cash and cash equivalents amounted to an expense of SEK 2m (expense: 3). The interest expense for borrowings was SEK 13m (expense: 26).

NET INCOME FOR THE PERIOD

In the third quarter, net income was SEK 300m, corresponding to earnings per share of SEK 2.84 before and after dilution. For the year-earlier period, net income totaled SEK 262m, corresponding to earnings per share of SEK 2.47 before and after dilution.

CASH FLOW

Cash flow from operating activities for the quarter was SEK 955m (838). Cash flow from operating activities before changes in working capital was SEK 333m (302) and cash flow from changes in working capital was SEK 622m compared with SEK 535m in the year-earlier period. During the quarter, the cash flow was impacted by a payment amounting to net SEK 7m for the acquisition of Reacha.

Trend for the first three quarters

NET SALES

Net sales for the first three quarters of 2024 amounted to SEK 7,863m (7,566), representing an increase of 3.9 percent. Adjusted for exchange rate fluctuations, net sales for the Group increased 4.4 percent.

In Region Europe & RoW, net sales totaled SEK 5,921m (5,635), up 5.1 percent, and 5.3 percent after currency adjustment. Net sales in Region Americas amounted to SEK 1,942m (1,931), up 0.5 percent and 1.7 percent after currency adjustment compared with the year-earlier period.

GROSS INCOME

Gross income amounted to SEK 3,377m (3,154) in the period, corresponding to a gross margin of 42.9 percent (41.7). Gross income was positively impacted by product mix, increased volumes and lower material costs.

OPERATING INCOME

Operating income amounted to SEK 1,557m (1,451), corresponding to a margin of 19.8 percent (19.2). Operating income was impacted by an improved gross margin and higher costs for product launches. Costs for external inventory management have declined year-on-year.

NET FINANCIAL ITEMS

Net financial items for the period amounted to an expense of SEK 59m (expense: 62). Exchange rate differences on loans and cash and cash equivalents amounted to SEK 2m (20). The interest expense for borrowings was SEK 61m (expense: 83).

TAXES

The effective tax rate for the January–September 2024 period was 22.6 percent. The effective tax rate for the corresponding period in 2023 amounted to 22.6 percent.

NET INCOME FOR THE PERIOD

For the first three quarters, net income was SEK 1,159m, corresponding to earnings per share of SEK 10.96 before and after dilution. For the year-earlier period, net income totaled SEK 1,075m, corresponding to earnings per share of SEK 10.24 before dilution and SEK 10.23 after dilution.

CASH FLOW

Cash flow from operating activities for the first three quarters was SEK 1,924m (1,575). Inventories declined SEK 712m compared with the start of the year. Net investments in tangible and intangible assets amounted to SEK 183m (166).

FINANCIAL POSITION

As of September 30, 2024, the Group's equity amounted to SEK 7,115m (7,274). Equity was impacted by the dividend of SEK 1,004m resolved on by the AGM, of which SEK 502m has been distributed. The equity ratio amounted to 61.5 percent (59.3).

On September 30, 2024, net debt amounted to SEK 869m (1,773). Total long-term borrowing amounted to SEK 1,652m (2,412), comprising loans from credit institutions of SEK 1,527m (2,252), gross, long-term lease liabilities of SEK 132m (161), capitalized financing costs of SEK 17m (2), and the long-term portion of financial derivatives of SEK 10m (0). Total current financial liabilities amounted to SEK 93m (113) and comprised the short-term portion of financial derivatives and lease liabilities. Net debt declined during the first three quarters by SEK 1,138m. Cash flow from operating activities positively contributed with SEK 1,924m, while investments of SEK 183m and a dividend of SEK 502m had a negative impact.

SEKm	Sep 30 2024	Sep 30 2023	Dec 31 2023
Long-term loans, gross	1 659	2 413	2 033
Financial derivative liability, long-term	10	0	7
Short-term loans, gross	86	88	99
Financial derivative liability, short-term	7	25	34
Overdraft facilities	0	0	3
Capitalized financing costs	-17	-2	-2
Accrued interest	0	1	1
Gross debt	1 746	2 526	2 175
Financial derivative asset	-20	-49	-75
Cash and cash equivalents	-857	-704	-94
Net debt	869	1 773	2 006

As of September 30, 2024, goodwill totaled SEK 4,971m (5,143). The decrease was attributable entirely to currency effects.

As of September 30, 2024, deferred tax receivables amounted to SEK 305m (303), of which SEK 123m (135) pertained to deferred tax attributable to capitalized loss carry forwards.

Other information

NEW FINANCING

During the year, Thule Group entered into a new financing agreement. The new financing agreement, which entered force on June 10, 2024, totals EUR 400m and comprises a revolving credit facility (RCF) of EUR 320m and a long-term loan of EUR 80m. The RCF comprises two tranches of equal amounts with maturities of three and five years, and options for extension of up to two years. The long-term loan has a maturity of four years.

The new RCF facility is provided in equal shares by Nordea Bank Abp, Swedish branch; Swedbank AB (publ); Danske Bank A/S, Swedish branch; and DNB Bank ASA, Swedish branch. Nordea Bank Abp, Swedish branch, acts as a proxy and coordinator for the transaction in its role as documentation proxy. The lender for the long-term loan is AB Svensk Exportkredit (SEK).

In conjunction with the new financing agreement, the existing loans under the old loan agreement were repaid, which was partly financed by borrowings under the new financing agreement, and partly from Thule Group's cash balances. The new financing agreement will secure flexible, long-term financing for the company and has a diversified term structure.

ACQUISITIONS

At the start of July, Thule Group acquired the German company Reacha (good goods tegernsee GmbH). The company has an innovative product design that makes it possible for people to cycle to the sea or lake with a kayak, surfboard or SUP (stand up paddleboard) carried on a bike trailer. Operations are based in Germany with the majority of sales in Europe. The company had sales of about SEK 9m in 2023 and the purchase consideration was about SEK 11m (including net debt) with the possibility of an earn-out payment of a maximum of SEK 4m based on the outcome for 2024. Bike trailers is an attractive and growing segment. Operations will be integrated in Thule's product portfolio and distribution channels.

SEASONAL VARIATIONS

Thule Group's sales and operating income are normally affected by seasonal variations. Sales in the first and fourth quarters primarily concern sales of winter-related products, while sales in the second and third quarters primarily concern summer-related products. Thule Group has adapted its production processes and supply chain in response to these variations.

EMPLOYEES

The average number of employees, including externally contracted workers in manufacturing, amounted to 2,750 (2,624) in the third quarter. At the end of the third quarter, the number of FTEs was 2,626, whereby 2,541 are employees and 85 are externally contracted workers in manufacturing. This is a decrease of 306 FTEs compared with the end of the second quarter of 2024 (2,675 employees and 257 externally contracted workers in manufacturing), and an increase of 95 FTEs compared with the third quarter of 2023 (2,503 employees and 28 externally contracted workers in manufacturing).

THULE GROUP'S SHARE

The shares of Thule Group AB are listed on the Nasdaq Stockholm Large Cap list. As of September 30, 2024, the total number of shares in issue was 105,733,097.

DIVIDEND

The Annual General Meeting on April 26 resolved to distribute a dividend of SEK 9.50 per share and that the dividend be distributed in two installments in order to better adapt to the Group's cash flow profile. The record date for the first dividend payment totaling SEK 4.75 per share was April 30, 2024. The record date for the second payment of SEK 4.75 per share will be October 7, 2024.

SHARE-BASED INCENTIVE PROGRAM 2023/2026, 2024/2027 AND 2025/2028

Serie 2024/2027 of the warrants program resolved on by the Annual General Meeting (AGM) for executive management and key employees of Thule Group was implemented in the second quarter of 2024. The program covers the issue of a maximum of 2,778,000 warrants, distributed in equal parts in three series, to Thule Group's wholly owned subsidiary Thule AB, for further transfer to the participants.

During the year, a total of 326,009 warrants in series 2024/2027 were acquired by 28 participants. The warrants were transferred at a price of SEK 29.77 per warrant, which corresponds to the fair market price calculated by an external party at the time of transfer. The warrants can be exercised to subscribe for shares between June 15 and December 15, 2027 and the exercise price per share has been set at SEK 379.94, which corresponds to 120 percent of the volume-weighted average price according to Nasdaq Stockholm's official price list during the five trading days immediately preceding the transfer. The so-called roof price has been set at SEK 519.57, which corresponds to 164.1 percent of the same average share price. This means that if the market price of the company's share exceeds the roof price when the option is exercised, the exercise price shall be increased accordingly.

SHAREHOLDERS

As of September 30, 2024, Thule Group AB had 27,260 known shareholders. On this date, the largest shareholders were AMF Försäkringar & Fonder (11.7 percent of the capital and votes), Swedbank Robur Fonder (8.5 percent of the capital and votes), Handelsbanken Fonder (5.5 percent of the capital and votes) and Alecta (4.8 percent of the capital and votes).

See www.thulegroup.com for further information on Thule Group's shareholders.

PARENT COMPANY

Thule Group AB's principal activity pertains to head office functions such as Group-wide management and administration. The comments below refer to the period January 1–September 30, 2024. The Parent Company invoices its costs to Group companies. The Parent Company reported a net loss of SEK 31m (loss: 40). Cash and cash equivalents and current investments amounted to SEK 0m (0). Long-term liabilities to credit institutions totaled SEK 1,510m (2,250).

The Parent Company's financial position is dependent on the financial position and development of its subsidiaries. The Parent Company is therefore indirectly impacted by the risks described in Note 4, Risks and uncertainties.

Sales trend per region

REGION EUROPE & ROW

During the third quarter, sales in the region increased 5.6 percent adjusted for exchange rates and acquisitions. Sales growth in the quarter was mainly driven by bike-related products and new product launches in Juvenile & Pet. Sales increased somewhat in RV Products with the industry experiencing a weaker period. We continued to open own sales via thule.com in Europe, and launched in Portugal and Finland during the quarter. The DTC channel continued to grow. Markets that performed included all of the Benelux countries, the DACH region and France.

REGION AMERICAS

Sales in Region Americas increased 1.1 percent after currency adjustment during the quarter. The North American market remained challenging. Sales of bike-related products and Juvenile & Pet contributed to growth for the quarter. Sales declined within Packs, Bags & Luggage and RV Products. Growth was positive in Canada. Sales declined in the US.



The Thule Bexey bike trailer is made specifically for your furry friend and designed for safe and comfortable adventures.

SEKm	Jul-Sep		Change		Jan-Sep		Change	
	2024	2023	Rep.	Adjust ¹	2024	2023	Rep.	Adjust ¹
Net sales	2 344	2 311	1.4%	4.4%	7 863	7 566	3.9%	4.4%
- Region Europe & RoW	1 743	1 689	3.2%	5.6%	5 921	5 635	5.1%	5.3%
- Region Americas	601	622	-3.3%	1.1%	1 942	1 931	0.5%	1.7%

¹ Adjusted for changes in exchange rates and acquisitions

Sales trend per product category

SPORTS&CARGO CARRIERS

Sales increased 5 percent after currency adjustment in the third quarter. Sales in the largest subcategory, bike carriers, increased based on additional launches during the quarter, though sales in the winter category declined. Sport&Cargo Carriers accounted for 63 percent of total sales.

RV PRODUCTS

Sales remained unchanged in RV Products with the industry experiencing a weaker period. Sales to retailers increased, while sales to manufacturers decreased. RV Products accounted for 16 percent of total sales with a focus on the European market.

JUVENILE & PET

Currency-adjusted sales increased 15 percent compared with the year-earlier quarter. The increase in sales of strollers was strongly driven by

the launch of the upgraded version of our Thule Urban Glide 3 and Thule Urban Glide 4-wheel and the newly launched, next-generation series multisport and bike trailers, Thule Chariot. Thule Allax, the dog transportation crate that was launched in the first quarter, contributed to sales growth and in the third quarter Thule Bexey, a bike trailer for the dog transportation, was launched. Juvenile & Pet accounted for 12 percent of total sales.

PACKS, BAGS & LUGGAGE

Currency-adjusted sales in Packs, Bags & Luggage declined 4 percent year-on-year. Sales have declined for legacy products, which we continue to actively phase out. The Thule brand range also posted weaker sales. Packs, Bags & Luggage accounted for 9 percent of total sales in the quarter.



Introducing the Thule ReVert - our first vertical hitch-mounted bike rack that carries up to six bikes. Whether it's a family trip or a biking adventure with friends, Thule ReVert lets you bring along the crew's rides effortlessly.

Share of sales per product category	Jul-Sept	Growth vs	Jan-Sept	Growth vs
	2024	Q3/23 ¹	2024	YTD/23 ¹
Sport&Cargo Carriers	63%	5%	61%	6%
RV Products	16%	0%	18%	-2%
Packs, Bags & Luggage	9%	-4%	8%	-1%
Juvenile & Pet	12%	15%	13%	9%

¹Adjusted for changes in exchange rates and acquisitions

Financial statements

(Unless otherwise stated, all amounts are in SEK m)

Consolidated Income Statement

	Note	Jul - Sep		Jan - Sep		Full-year	
		2024	2023	2024	2023	LTM	2023
Net sales	2	2 344	2 311	7 863	7 566	9 429	9 132
Cost of goods sold		-1 339	-1 393	-4 487	-4 412	-5 470	-5 395
Gross income		1 006	918	3 377	3 154	3 959	3 737
Selling expenses		-482	-455	-1 478	-1 381	-1 917	-1 820
Administrative expenses		-110	-104	-341	-322	-431	-412
Operating income	2	413	359	1 557	1 451	1 610	1 505
Net interest expense/income		-15	-30	-59	-62	-81	-84
Income before taxes		399	329	1 498	1 389	1 529	1 420
Taxes		-98	-67	-339	-314	-347	-321
Net income		300	262	1 159	1 075	1 183	1 099
Net income pertaining to:							
Shareholders of Parent Company		300	262	1 159	1 075	1 183	1 099
Net income		300	262	1 159	1 075	1 183	1 099
Earnings per share, SEK before dilution		2.84	2.47	10.96	10.24		10.45
Earnings per share, SEK after dilution		2.84	2.47	10.96	10.23		10.44
Average number of shares (millions)		105.7	105.7	105.7	105.0		105.2

Consolidated Statement of Comprehensive Income

	Jul - Sep		Jan - Sep		Full-year	
	2024	2023	2024	2023	LTM	2023
Net income	300	262	1 159	1 075	1 183	1 099
Items that have been carried over or can be carried over to net income						
Foreign currency translation	-247	-197	142	359	-326	-109
Cash flow hedges	-14	47	-44	23	-32	35
Net investment hedge	55	28	22	-37	70	11
Tax on components in other comprehensive income	-6	-4	-2	-9	-12	-20
Items that cannot be carried over to net income						
Revaluation of defined-benefit pension plans	-18	1	-20	10	-71	-41
Tax pertaining to items that cannot be carried over to net income	4	-0	4	-2	15	8
Other comprehensive income, net after tax	-228	-124	102	344	-357	-115
Total comprehensive income	73	137	1 261	1 419	826	984
Total comprehensive income pertaining to:						
Shareholders of Parent Company	73	137	1 261	1 419	826	984
Total comprehensive income	73	137	1 261	1 419	826	984

Consolidated Balance Sheet

	Sep 30 2024	Sep 30 2023	Dec 31 2023
Assets			
Intangible assets	5 013	5 175	4 887
Tangible assets	2 196	2 116	2 122
Long-term receivables	7	8	7
Deferred tax receivables	305	303	281
Total fixed assets	7 522	7 602	7 297
Inventories	1 633	2 315	2 300
Tax receivables	372	235	199
Accounts receivable	906	1 074	706
Prepaid expenses and accrued income	181	172	199
Other receivables	103	153	172
Cash and cash equivalents	857	704	94
Total current assets	4 052	4 653	3 669
Total assets	11 574	12 256	10 966
Equity and liabilities			
Equity	7 115	7 274	6 849
Long-term interest-bearing liabilities	1 652	2 412	2 038
Provision for pensions	237	162	205
Deferred income tax liabilities	406	387	399
Total long-term liabilities	2 296	2 961	2 642
Short-term interest-bearing liabilities	93	113	136
Accounts payable	600	515	649
Tax liabilities	262	195	78
Other liabilities	606	542	51
Accrued expenses and deferred income	545	607	513
Provisions	57	49	49
Total short-term liabilities	2 163	2 021	1 475
Total liabilities	4 459	4 982	4 117
Total equity and liabilities	11 574	12 256	10 966

Consolidated Statement of Changes in Equity

	Jan - Sep		Full-year
	2024	2023	2023
Opening balance, January 1	6 849	6 553	6 553
Net income	1 159	1 075	1 099
Other comprehensive income	102	344	-115
Total comprehensive income	1 261	1 419	984
Transactions with the Group's owners:			
Dividend	-1 004	-967	-967
New share issue	0	273	273
Warrants	9	-4	6
Closing balance	7 115	7 274	6 849

Consolidated statement of cash flow

	Jul - Sep		Jan - Sep	
	2024	2023	2024	2023
Income before taxes	399	329	1 498	1 389
Adjustments for items not included in cash flow	34	74	185	216
Paid income taxes	-100	-100	-332	-440
Cash flow from operating activities prior to changes in working capital	333	302	1 351	1 165
Cash flow from changes in working capital				
Increase(-)/Decrease (+) in inventories	221	360	712	947
Increase(-)/Decrease (+) in receivables	588	458	-173	-376
Increase(+)/Decrease (-) in liabilities	-187	-283	34	-162
Cash flow from operating activities	955	838	1 924	1 575
Investing activities				
Acquisition of subsidiaries	-7	-	-7	-
Acquisition/divestment of tangible/intangible assets	-34	-59	-183	-166
Cash flow from investing activities	-40	-59	-189	-166
Financing activities				
New share issue	-	20	-	273
Warrants	-1	-	9	-4
Dividend	-	-	-502	-481
Debt repaid/new loans	-426	-325	-476	-672
Cash flow from financing activities	-427	-305	-969	-883
Net cash flow	489	473	766	525
Cash and cash equivalents at beginning of period	371	233	94	176
Effect of exchange rates on cash and cash equivalents	-3	-3	-2	3
Cash and cash equivalents at end of period	857	704	857	704

Condensed Parent Company Income Statement

	Jul - Sep		Jan - Sept		Full-year
	2024	2023	2024	2023	2023
Other operating revenue	6	5	17	16	21
Administrative expenses	-12	-27	-44	-60	-84
Operating income	-7	-22	-27	-44	-62
Result from Shares in Subsidiaries	0	0	0	0	600
Interest income- and expense	-3	-1	-12	-8	-14
Income after financial items	-10	-23	-39	-51	524
Appropriations	0	0	0	0	120
Net income before taxes	-10	-23	-39	-51	644
Taxes	1	5	8	12	-9
Net income	-9	-18	-31	-40	634

Balance Sheet – Parent Company

	Sep 30	Sep 30	Dec 31
	2024	2023	2023
Assets			
Financial fixed assets	4 164	4 889	4 530
Total fixed assets	4 164	4 889	4 530
Receivables from group companies	1	1	721
Other current receivables	24	35	10
Cash and cash equivalents	0	0	0
Total current assets	25	36	731
Total assets	4 189	4 924	5 261
Equity and liabilities			
Equity	707	1 049	1 734
Other provisions	37	32	32
Liabilities to credit institutions	1 510	2 250	1 903
Liabilities to Group companies	0	0	0
Total long-term liabilities	1 547	2 282	1 935
Liabilities to Group companies	1 404	1 077	1 546
Other current liabilities	531	516	46
Total short-term liabilities	1 935	1 593	1 592
Total equity and liabilities	4 189	4 924	5 261

The Board of Directors and the President provide their assurance that this interim report provides a fair and accurate view of the Group's

and the Parent Company's operations, financial position and earnings, and describes the material risks and uncertainties faced by the Parent Company and other companies in the Group.

October 23, 2024

Board of Directors

Auditor's report

To the Board of Directors of Thule Group AB (publ)
Corp. Reg. No.: 556770-6311

Introduction

We have reviewed the condensed interim financial information (interim report) of Thule Group AB (publ) as of 30 September 2024 and the nine-month period then ended. The board of directors and the CEO are responsible for the preparation and presentation of the interim financial information in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

Scope of review

We conducted our review in accordance with the International Standard on Review Engagements ISRE 2410, Review of Interim Report Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing, ISA, and other generally accepted auditing standards in Sweden. The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, in accordance with IAS 34 and the Swedish Annual Accounts Act, regarding the Group, and with the Swedish Annual Accounts Act, regarding the Parent Company.

Malmö, October 23, 2024
Öhrlings PricewaterhouseCoopers AB

Sofia Götmar-Blomstedt
Authorized Public Accountant
Auditor in Charge

Neda Feher
Authorized Public Accountant

Disclosures, accounting policies and risk factors

Disclosures in accordance with Paragraph 16A of IAS 34 *Interim Financial Reporting* can be found in the financial statements and the associated notes as well as in other sections of the interim report.

NOT 1. ACCOUNTING POLICIES

This condensed consolidated interim report has been prepared in accordance with IAS 34, *Interim Financial Reporting*, and the applicable provisions of the Swedish Annual Accounts Act. The interim report for the Parent Company has been prepared in accordance with Chapter 9 of the Swedish Annual Accounts Act on interim financial reporting. The same accounting policies and calculation methods have been applied for the Group and Parent Company as in the most recent Annual Report. Revised standards that became effective in 2024 have had no material impact on the Group's earnings and financial position.

NOT 2. OPERATING SEGMENTS AND ALLOCATION OF REVENUE

Thule Group comprises one segment. Though the Group has shared global processes for product development, purchasing, manufacture, logistics and marketing, its sales are managed in two regions, Region Europe & RoW and Region Americas. Internal monthly follow-up focuses on the Group as a whole, in addition to the geographic sales data, which is presented at other levels than Group level.

	Jul - Sep		Jan - Sep		Full-year	
	2024	2023	2024	2023	LTM	2023
Net sales to external customers	2 344	2 311	7 863	7 566	9 429	9 132
- Region Europe & RoW	1 743	1 689	5 921	5 635	6 969	6 682
- Region Americas	601	622	1 942	1 931	2 461	2 450
EBITDA	490	427	1 771	1 645	1 890	1 763
Depreciation/amortization on fixed assets	-76	-69	-214	-193	-279	-259
EBIT/Operating income	413	359	1 557	1 451	1 610	1 505
Net interest expense/income	-15	-30	-59	-62	-81	-84
Taxes	-98	-67	-339	-314	-347	-321
Net income	300	262	1 159	1 075	1 183	1 099

All revenue is recognized at one point in time.

NOT 3. FAIR VALUE OF FINANCIAL INSTRUMENTS

	Fair value	
	Sep 30	Sep 30
	2024	2023
Assets - Financial derivatives		
Currency forward contracts	16	13
Currency swaps	0	2
Currency options	0	0
Interest rate swaps	4	34
Total derivative assets	20	49
Liabilities - Financial derivatives		
Currency forward contracts	-2	-7
Currency swaps	-5	-19
Currency options	0	0
Interest rate swaps	-10	0
Total derivative liabilities	-17	-25

The carrying amount is an approximation of the fair value for all financial assets and liabilities. The Group's long-term liabilities are subject to variable interest rates, which means that changes in the basic interest rate will not have a significant impact on the fair value of the liabilities. According to the company's assessment, neither have there been any changes in the credit margins that would significantly impact the fair value of the liabilities. The financial instruments measured at fair value in the balance sheet consist of derivatives held to hedge the Group's exposure to interest rates, currency rates and raw material prices. All derivatives belong to Level 2.

NOT 4. RISKS AND UNCERTAINTIES

Thule Group is an international company and its operations may be affected by a number of risk factors in the form of industry and market-related risks, operational risks, sustainability risks and financial risks. For a more detailed description of the relevant risk factors, refer to Thule Group's Annual Report.

The current macroeconomic situation and geopolitical concern has led to uncertainty that makes it difficult to predict how demand and the total cost base will be impacted.

Key figures

	Jul - Sep		Jan - Sep		Full-year
	2024	2023	2024	2023	2023
Net sales, SEKm	2 344	2 311	7 863	7 566	9 132
Net sales growth, %	1.4%	8.0%	3.9%	-10.9%	-9.9%
Net sales growth, adjusted % ¹	4.5%	0.8%	4.4%	-16.9%	-15.2%
Gross margin, %	42.9%	39.7%	42.9%	41.7%	40.9%
Operating income (EBIT), SEKm	413	359	1 557	1 451	1 505
Operating margin, %	17.6%	15.5%	19.8%	19.2%	16.5%
Earnings per share, SEK	2.84	2.47	10.96	10.24	10.45
Equity ratio, %	61.5%	59.3%	61.5%	59.3%	62.5%
Leverage ratio	0.5	1.0	0.5	1.0	1.1

¹ Adjusted for changes in exchange rates

Alternative performance measures and other financial definitions

Alternative performance measures are used to describe the underlying development of operations and to enhance comparability between periods. These are not defined under IFRS but correspond to the methods applied by Group management and the Board of Directors to measure the company's financial performance. These performance measures should not be viewed as a substitute for financial information presented in accordance with IFRS but rather as a complement. Refer to definitions of alternative performance measures, including calculation tables and other financial definitions below.

GROSS MARGIN

Gross income as a percentage of net sales.

GROSS INCOME

Net sales less cost of goods sold.

EBIT MARGIN – OPERATING MARGIN

EBIT as a percentage of net sales. Operating income as a percentage of net sales.

EBIT – OPERATING INCOME

Income before net financial items and taxes.

EBITDA – OPERATING INCOME BEFORE DEPRECIATION/AMORTIZATION/IMPAIRMENT

Income before net financial items, taxes, depreciation/amortization and impairment of tangible and intangible assets.

ORGANIC GROWTH, CURRENCY-ADJUSTED

The change in net sales for the period adjusted for structural changes and currency effects. Organic growth excludes the effects of structural changes in the Group's structure and exchange rates, which enables the comparison of net sales over time, excluding the effects of acquisitions for example.

NET SALES GROWTH, CURRENCY-ADJUSTED

The change in net sales for the period adjusted for currency effects.

NET DEBT

Gross debt less cash and cash equivalents. Gross debt is the total of long- and short-term borrowing, derivative instruments, capitalized transaction costs and accrued interest. Net debt is a metric used for monitoring the debt trend and the scope of financing requirements. Since cash and cash equivalents can be used to repay debt at short notice, net debt is used instead of gross debt as a metric for total loan financing.

LTM

Rolling 12-month.

EARNINGS PER SHARE

Net income for the period divided by the average number of shares during the period.

LEVERAGE RATIO

Net debt divided by underlying EBITDA (LTM). This APM is a debt ratio that indicates how many years it would take to repay the company's debt, provided that its net debt and EBITDA are constant, without factoring cash flows pertaining to interest, tax and investments.

EQUITY RATIO

Equity as a percentage of total assets.

Calculation table alternative performance measures

	Jul - Sep		Jan - Sep	
	2024	2023	2024	2023
Organic growth, currency-adjusted				
Change in net sales, %	1.4	8.0	3.9	-10.9
Exchange rate fluctuations, %	3.1	-7.2	0.5	-6.0
Net sales, currency-adjusted growth, %	4.5	0.8	4.4	-16.9
Structural changes, %	-0.1	-	0.0	-
Organic growth, %	4.4	0.8	4.4	-16.9
EBITDA				
Operating income (EBIT), SEKm	413	359	1 557	1 451
Reversal of depreciation/amortization and impairment, SEKm	76	69	214	193
EBITDA, SEKm	490	427	1 771	1 645
Net debt				
Long-term interest-bearing liabilities, gross, SEKm	1 659	2 413	1 659	2 413
Derivative liabilities, long-term, SEKm	10	0	10	0
Short-term interest-bearing liabilities, SEKm	86	88	86	88
Derivative liabilities, short-term, SEKm	7	25	7	25
Capitalized financing costs, SEKm	-17	-2	-17	-2
Accrued interest, SEKm	0	1	0	1
Gross debt, SEKm	1 746	2 526	1 746	2 526
Derivative assets, SEKm	-20	-49	-20	-49
Cash and cash equivalents, SEKm	-857	-704	-857	-704
Net debt, SEKm	869	1 773	869	1 773
Leverage ratio				
Net debt, SEKm	869	1 773	869	1 773
EBITDA LTM, SEKm	1 890	1 704	1 890	1 704
Leverage ratio	0.5	1.0	0.5	1.0
Equity ratio				
Equity, SEKm	7 115	7 274	7 115	7 274
Total assets, SEKm	11 574	12 256	11 574	12 256
Equity ratio, %	61.5	59.3	61.5	59.3

Other Information

Financial calendar

Interim report October–December, February 7, 2025
Interim report January–March, April 29, 2025
Thule Group AGM (Malmö) April 29, 2025
Interim report April–June, July 15, 2025
Interim report July–September, October 22, 2025

Contacts

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About Thule Group

Thule Group is a global sports and outdoor company. We offer high-quality products with smart features and a sustainable design that make it easy for people across the globe to live an active life. Under the motto Active Life, Simplified — and with a focus on consumer-driven innovation and long-term sustainability — we develop, manufacture and market products within the product categories **Sport&Cargo Carriers** (roof racks, roof boxes and carriers for transporting cycling, water and winter sports equipment, and rooftop tents mounted on a car), **Juvenile & Pet Products** (car seats, strollers, bike trailers, child bike seats and dog transportation), **RV Products** (awnings, bike carriers and tents for RVs and caravans) and **Packs, Bags & Luggage** (hiking backpacks, luggage and camera bags).

Thule Group has about 2,600 employees at nine production facilities and 35 sales offices worldwide. The Group's products are sold in 138 markets and in 2023, sales amounted to SEK 9.1 billion. www.thulegroup.com.



Thule Motion 3, the latest edition of the world's top-selling roof box, is built to meet the needs of today's evolving automotive market.

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