

# Interim report

## Q2 2024

### Second quarter 2024

- Incoming orders rose 8% to SEK 1,322 million (1,222)
- Net sales rose 3% to SEK 1,331 million (1,296)
- Operating profit fell by 14% to SEK 175 million (203)
- EBITA was down 12% to SEK 185 million (210)
- Profit after tax fell by 11% to SEK 139 million (157)
- Earnings per share were SEK 1.01 (1.13)

### January - June 2024

- Incoming orders rose 6% to SEK 2,673 million (2,520)
- Net sales rose marginally to SEK 2,662 million (2,651)
- Operating profit fell by 12% to SEK 371 million (423)
- EBITA was down 11% to SEK 390 million (437)
- Profit after tax fell by 11% to SEK 296 million (332)
- Earnings per share were SEK 2.14 (2.39)



## Q2 2024 – Strong order intake but slight drop in turnover

Second-quarter turnover was up 3% and also at the same level as the first quarter, despite four fewer business days. Acquisitions affected growth positively by 4%, the currency had a marginal impact and organic growth was negative by 1%.

As in the prior quarter, incoming orders exceeded turnover and were up 8% on the year-ago second quarter. The order book increased by SEK 9 million and is 18% of the rolling 12 month turnover, which is lower than the highest level in 2021 but above pre-pandemic levels.

Operating profit (EBITA) fell by 12% due to a weaker gross margin and increased costs. The EBITA margin stood at 13.9% (16.2%).

### Growth across the regions

There is considerable variation among the operations, where the majority of Swedish businesses had good development and the demand on the Finnish market is still weak.

Sales revenue for Region Sweden increased by 7%, boosted by just over 6 percentage points by acquisitions. Together with a slight adverse impact from currency, this meant that organic revenue growth was up by just over 1 percentage point. Incoming orders were strong and rose 12%. Nexa Trading, Elektro Elco and the Group's largest company OEM Automatic accounted for the strongest growth in the quarter.

Region Finland, the Baltic states and China experienced a decline in demand and sales growth was down 11%, which is primarily organic. The only entity to report growth in the quarter was OEM Automatic China.

Region Denmark, Norway, the British Isles and East Central Europe reported a 3% rise in sales, boosted slightly by currency movements and by just over 1 percentage point by acquisitions, resulting in organic growth just shy of 2%. The operations in Denmark, the Czech Republic and Ireland delivered the highest rates of growth.

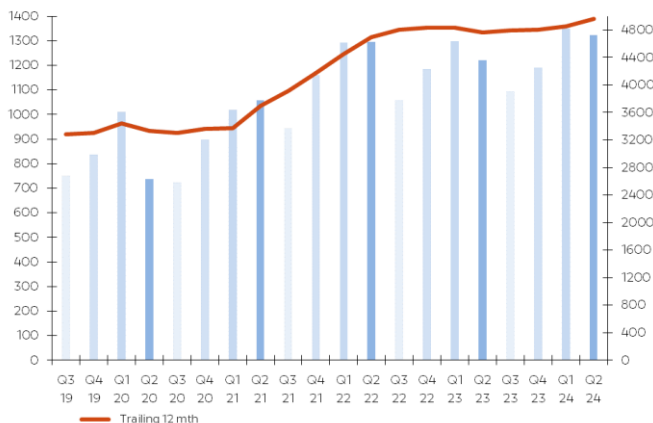
### Market situation

The higher demand compared to the second half of the previous year together with a strong order intake gives a good start to the year. Weaker gross margins and higher costs underscore the importance of focusing on creating added value for our customers and keeping operations efficient and agile. Our ability to gain market share and find more efficient and effective ways of working over the years is testament to the creativity and innovative spirit of our organisation and will lead to continued positive development.

Jörgen Zahlin  
Managing Director and Chief Executive Officer

### Incoming orders

SEK million



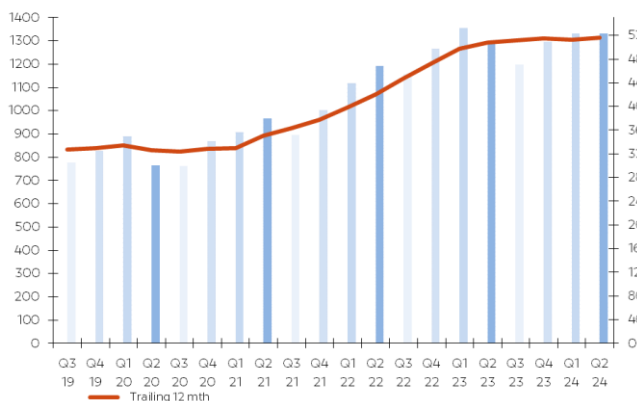
### Incoming orders

Incoming orders amounted to SEK 1,322 million (1,222) in the second quarter of 2024, an increase of 8%. On a like-for-like basis, including the impact of currency movements, incoming orders rose 4% and acquired incoming orders were up 4%. Incoming orders were 1% lower than net sales in the second quarter.

At 30 June 2024, the order book stood at SEK 903 million (1,015), down 11% on the same date last year.

### Net sales

SEK million

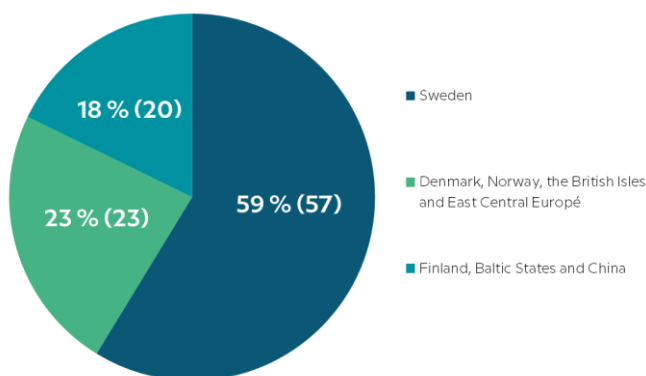


### Sales growth

In the second quarter of 2024, net sales increased by 3% to SEK 1,331 million (1,296). Currency movements had a negligible impact in the period, while acquisitions contributed 4%, which resulted in an organic decline of 1%. Revenue from acquisitions comes from Region Sweden and Region Denmark, Norway, the British Isles and East Central Europe.

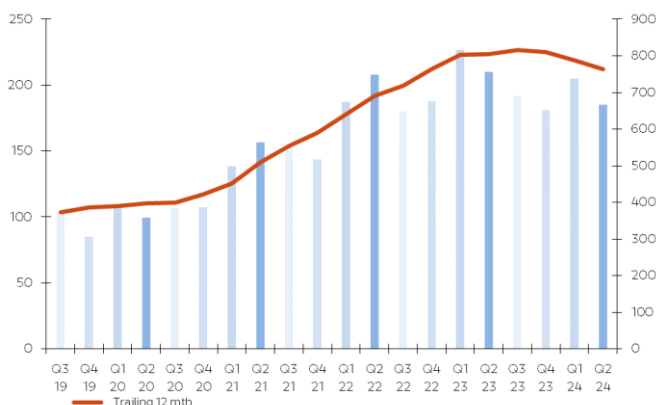
The highest percentage net sales growth year over year was reported by Nexa Trading, OEM Automatic in China and OEM Automatic Klitsø in Denmark.

### Share by region in 2024



Region Sweden improved by 2 percentage points and accounts for 59% of Group turnover. Region Finland, the Baltic states and China fell 2 percentage points to 18% of turnover and Region Denmark, Norway, the British Isles and East Central Europe is unchanged at 23% of Group turnover.

## EBITA SEK million



## Growth in earnings

In the second quarter of 2024, EBITA, operating profit before amortisation and impairment of acquisition-related intangible fixed assets, fell 12% to SEK 185 million (210).

The EBITA margin stood at 13.9% (16.2%) in the second quarter.

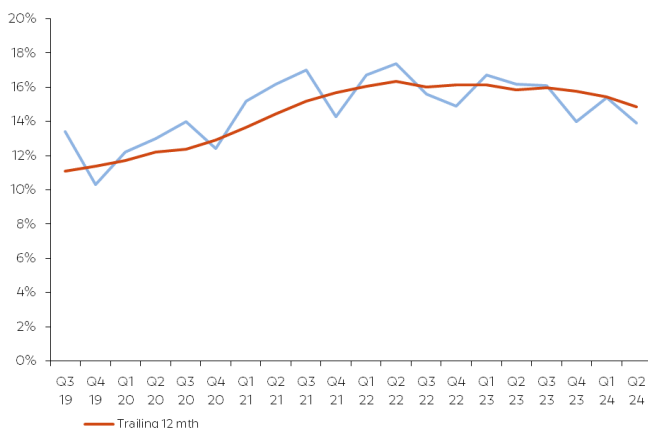
The EBITA margin for the trailing twelve months was 14.8%.

In the second quarter of 2024, operating profit fell 14% to SEK 175 million (203), delivering an operating margin of 13.2% (15.7%).

In the second quarter of 2024, profit after tax was down 11% to SEK 139 million (157).

Earnings per share for the second quarter were SEK 1.01 (1.13).

## EBITA margin



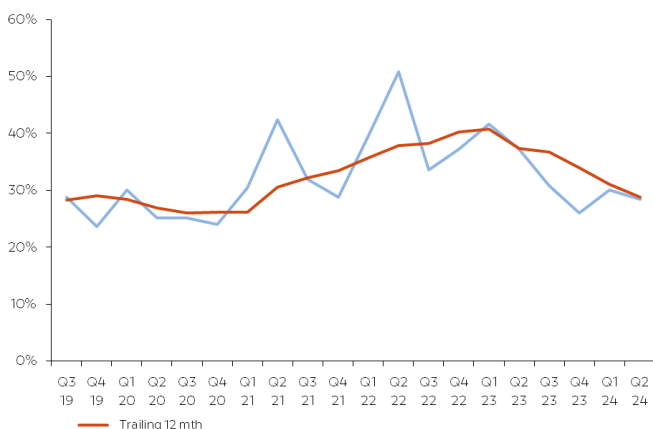
## Return

The return on equity in the second quarter of 2024 was 7.1% compared with 9.3% in the year-ago quarter.

The trailing-twelve-month return on equity was 29%, as against the target of 25%.

At 30 June 2024, shareholders' equity amounted to SEK 2,072 million (1,770) with an equity/assets ratio of 70% (62%).

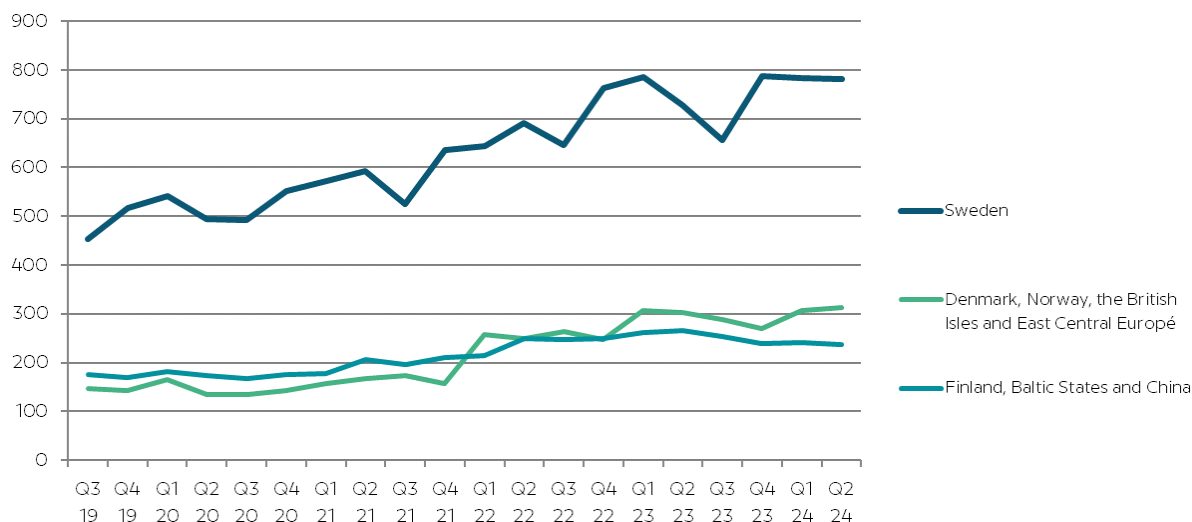
## Return on equity



**Note:** The return on equity for each quarter is listed by four to provide a better comparison with the trailing twelve months in the diagram.

## Sales growth by region for each quarter

SEK million



## Sweden

OEM Automatic AB, OEM Motor AB, Telfa AB, Svenska Batteripoolen AB, Elektro Elco AB, Nexa Trading AB, OEM Electronics AB, Internordic Bearings AB, Agolux AB, AB Ernst Hj Rydahl Bromsbandfabrik, ATC Tape Converting AB, Lagermetall AB and Ingemar Liljenberg AB.

| SEK million     | 2024<br>Q2 | 2023<br>Q2 | 2024<br>Q1-Q2 | 2023<br>Q1-Q2 | 2023<br>Full year | Trailing<br>12 month |
|-----------------|------------|------------|---------------|---------------|-------------------|----------------------|
| Incoming orders | 759        | 680        | 1,578         | 1,430         | 2,771             | 2,920                |
| Net sales       | 782        | 729        | 1,565         | 1,514         | 2,958             | 3,009                |
| EBITA           | 121        | 128        | 251           | 278           | 518               | 491                  |
| EBITA margin    | 15%        | 18%        | 16%           | 18%           | 18%               | 16%                  |

In the second quarter of 2024, net sales increased by 7% to SEK 782 million (729). The acquisition of Lagermetall AB and Ingemar Liljenberg AB boosted net sales by 6%. Net sales were marginally impacted by currency movements, resulting in growth of 1% on an organic basis. The operations reporting strongest growth are Nexa Trading, Elektro Elco and OEM Automatic, whose sales increased by 43%, 13% and 6% respectively.

Incoming orders rose 12% to SEK 759 million (680) in the second quarter of 2024. Incoming orders were 3% lower than net sales.

In the second quarter of 2024, EBITA fell 5% to SEK 121 million (128) due to increased costs and a reduced gross margin.

## Finland, the Baltic states and China

OEM Automatic FI, Akkupojat Oy, Hide-a-lite FI, OEM Electronics FI, Motor/Bearings FI, Rauheat OY, OEM Automatic OU, OEM Automatic UAB, OEM Automatic SIA and OEM Automatic (Shanghai) Co. Ltd.

| SEK million     | 2024<br>Q2 | 2023<br>Q2 | 2024<br>Q1-Q2 | 2023<br>Q1-Q2 | 2023<br>Full year | Trailing<br>12 month |
|-----------------|------------|------------|---------------|---------------|-------------------|----------------------|
| Incoming orders | 254        | 263        | 471           | 507           | 941               | 905                  |
| Net sales       | 237        | 265        | 477           | 528           | 1,020             | 969                  |
| EBITA           | 21         | 34         | 50            | 69            | 131               | 113                  |
| EBITA margin    | 9%         | 13%        | 11%           | 13%           | 13%               | 12%                  |

In the second quarter of 2024, net sales dropped by 11% to SEK 237 million (265). Net sales were down 1% due to unfavourable currency movements, resulting in an organic decline of 10%. OEM Automatic in China delivered the strongest performance with a 45% increase in sales. All other entities reported negative growth.

In the second quarter of 2024, incoming orders for the region fell 3% to SEK 254 million (263). Incoming orders were 7% higher than net sales.

In the second quarter of 2024, EBITA was down 39% to SEK 21 million (34) due to lower sales.

## Denmark, Norway, the British Isles and East Central Europe

OEM Automatic Klitsø A/S, OEM Automatic AS, OEM Automatic Ltd, Zoedale Ltd, OEM Automatic Sp z o. o., OEM Electronics PL, OEM Automatic spol. s r.o., OEM Automatic s.r.o. OEM Automatic Kft, Demesne Electrical Sales Ltd. and Demesne Electrical Sales UK Ltd.

| SEK million     | 2024<br>Q2 | 2023<br>Q2 | 2024<br>Q1-Q2 | 2023<br>Q1-Q2 | 2023<br>Full year | Trailing<br>12 month |
|-----------------|------------|------------|---------------|---------------|-------------------|----------------------|
| Incoming orders | 309        | 309        | 624           | 584           | 1,092             | 1,132                |
| Net sales       | 312        | 312        | 620           | 609           | 1,167             | 1,178                |
| EBITA           | 44         | 44         | 89            | 85            | 153               | 157                  |
| EBITA margin    | 14%        | 14%        | 14%           | 14%           | 13%               | 13%                  |

In the second quarter of 2024, net sales increased by 3% to SEK 312 million (302). At the acquisition date, Unit-Pump A/S in Denmark was merged into OEM Automatic Klitsø A/S. Net sales were up by 1% as a result of the acquisition and were marginally impacted by currency movements, resulting in growth of 2% on an organic basis. The operations reporting strongest year-over-year growth are OEM Automatic Klitsø in Denmark, OEM Automatic in the Czech Republic and Demesne Electrical Sales, with an increase of 20%, 14% and 12% respectively.

In the second quarter of 2024, incoming orders increased by 11% to SEK 309 million (279). Incoming orders were 1% lower than net sales.

EBITA saw a marginal increase to SEK 44 million (44) in the second quarter of 2024.

## Other financial information

### Cash flow

Second-quarter operating cash flow for 2024 was SEK 204 million (197). The total cash flow was SEK -66 million (-85). This was impacted by outflows of SEK -12 million (-11) and SEK -257 million (-271), related to investing activities and financing activities respectively, of which SEK -243 million (-208) was dividends paid. Option schemes for 2024 have generated SEK 1.5 million, while bonus payments for the 2022 option scheme had a SEK -1.2 million impact on the cash flow.

### Investments

In the second quarter of 2024, the Group's investments in fixed assets totalled just over SEK 9 million (11) and are attributable to property, plant and equipment of SEK 7 million (9) and intangible assets of SEK 3 million (2).

### Cash and cash equivalents

At 30 June 2024, cash and cash equivalents, consisting of cash and bank balances, amounted to SEK 311 million (52). At 30 June 2024, cash and cash equivalents, together with committed and undrawn credit facilities, amounted to SEK 889 million (479). The Group's interest-bearing financial liabilities totalled SEK 109 million (241), of which SEK 66 million (53) are liabilities recognised in accordance with IFRS 16 Leases.

### Intangible assets

Amortisation of intangible assets totalling SEK 10 million (7.9) was charged to the income statement in the second quarter of 2024. At 30 June 2024, the value of the intangible assets was SEK 386 million (347).

### Equity/assets ratio

At 30 June 2024, the equity/assets ratio was 70% (62%).

### Employees

In the second quarter of 2024, the average number of employees in the Group was 1,050 (1,010). At the end of the period, the number of employees was 1,058 (1,023). The increase is due in part to the acquisition of businesses with 35 employees (-).

### Share repurchase

OEM did not repurchase any shares during the period. At 30 June 2024, the company held a total of 371,082 treasury shares. The holding corresponds to 0.3% of the total number of shares. The repurchase mandate granted by the General Meeting is for up to 10% of the shares, which is 13,901,585 shares.

### Option scheme

The total number of options in OEM's outstanding call option scheme is 408,000.

A total of 102,000 options have been subscribed for under the share-related incentive scheme, approved at the 2024 Annual General Meeting, which offers some 60 executives the option to purchase up to 200,000 bought-back shares. The call options have been transferred at a price of SEK 13.40 per option and the exercise price for the call options is SEK 135.10, corresponding to 120% of the average share price in the period 6 to 17 May 2024. Each call option entitles the holder to acquire one Class B share during the period 1 March to 15 June 2027.

In 2023, the call options were transferred at a price of SEK 12.77 per option and the exercise price for the call options was SEK 122.00, corresponding to 120% of the average share price in the period 8 to 19 May 2023. Each call option entitles the holder to acquire one Class B share during the period 2 March to 15 June 2026.

In 2022, the call options were transferred at a price of SEK 6.64 per option and the exercise price for the call options was SEK 86.60, corresponding to 120% of the average share price in the period 9 to 20 May 2022. Each call option entitles the holder to acquire one Class B share during the period 1 March to 15 June 2025.

### **Remeasurement of contingent consideration**

Developments in previously implemented acquisitions have not resulted in a remeasurement of contingent consideration recognised as a liability. In the first six months of 2024, a SEK 30 million (27) payment was made relating to an additional consideration, recognised as a liability, for the acquisition of Demesne Electrical Sales Ltd and SEK 2 million for the acquisition of Lagermetall AB. Remaining considerations (both fixed and contingent) recognised as liabilities related to acquisitions as at 30 June 2024 amounted to SEK 55 million (61).

### **Accounting policies**

This condensed consolidated interim report has been prepared in accordance with IAS 34, Interim Financial Reporting, and with relevant provisions in the Swedish Annual Accounts Act. The interim report for the Parent Company has been prepared in accordance with the requirements of Chapter 9 of the Swedish Annual Accounts Act, Interim Report. The Group and the Parent Company have applied the same accounting policies and basis of preparation as in the latest annual report. None of the IFRS or IFRIC interpretations that came into legal effect on 1 January 2024 have had any significant impact on the Group's financial statements or position.

There are no separate disclosures of the fair values of financial assets and liabilities stated at amortised cost because the carrying amounts of financial assets and financial liabilities are considered to be reasonable approximations of their fair values. This is because, in the opinion of management, there have been no significant changes in market interest rates or credit spreads that would have a material impact on the fair value of the Group's interest-bearing liabilities. Furthermore, the fair value of trade and other current receivables and payables is assumed to approximate their carrying amount given their short-term nature.

### **Risks and uncertainties**

The OEM Group is exposed to both business-related risks and financial risks through its activities. Business-related risks include competition and operational risks, and financial risks include liquidity risk, interest rate risk and currency risk. The financial operations of the OEM Group and management of financial risks are mainly handled by the Parent Company. A full description of risks to which the Group is exposed can be found on pages 33-35 and 79-82 of the 2023 Annual Report. Other than the risks and uncertainties set out in the 2023 Annual Report, no significant risks or uncertainties have been identified or removed.

### **Related party transactions**

No transactions between OEM and related parties have been entered into that have materially affected the financial position and performance of the Group or the Parent Company during the period, with the exception of inter-company dividends and dividends to Parent Company shareholders.



## Parent Company

In the second quarter of 2024, net sales for the Parent Company totalled SEK 29 million (28) and profit after financial items was SEK 9 million (102). Net sales relate entirely to inter-company transactions. The foregoing risks and uncertainties specified for the Group also apply indirectly to the Parent Company.

## Events after the close of the reporting period

There are no significant events to report after the close of the reporting period.

## Financial information

OEM will release financial information as follows:

|                                     |                  |
|-------------------------------------|------------------|
| Interim report, third quarter 2024  | 15 October 2024  |
| Financial statement, Full Year 2024 | 19 February 2025 |

## Definitions

Definitions can be found on page 15.

Tranås, 12 July 2024

Petter Stillström  
Chairman of the Board

Ulf Barkman  
Member of the Board

Mattias Franzén  
Member of the Board

Richard Pantzar  
Member of the Board

Jörgen Rosengren  
Member of the Board

Per Svenberg  
Member of the Board

Åsa Söderström Winberg  
Member of the Board

Jörgen Zahlin  
Managing Director and Chief Executive Officer

This report has not been subject to special auditing procedures by the company's auditors.

For further information, please contact the Managing Director, Jörgen Zahlin, on +46 75-242 40 22, or via email at [jorgen.zahlin@oem.se](mailto:jorgen.zahlin@oem.se), or the CFO, Johan Broman, on +46 75-242 40 02, or via email at [johan.broman@oem.se](mailto:johan.broman@oem.se).

|   |
|---|
| <p>This information is of such a nature that OEM International AB (publ) is required to publish it in compliance with the Market Abuse Regulation (MAR) EU Directive No. 596/2014 and the Swedish Securities Market Act. The information was provided for publication on 12 July 2024 at 11.00 CET by Johan Broman.</p> |
|---|

## The regions' sales and earnings

### SALES & EARNINGS BY REGION

Net sales (SEK million)

|   | Jan-<br>june<br>2024 | Jan-<br>june<br>2023 | Q2<br>2023 | Q1<br>2023 | Q4<br>2023 | Q3<br>2023 | Q2<br>2023 | Trailing<br>12 mån | Full year<br>2023 |
|---|----------------------|----------------------|------------|------------|------------|------------|------------|--------------------|-------------------|
| Sweden, external income   | 1565                 | 1514                 | 782        | 783        | 787        | 657        | 729        | 3 009              | 2 958             |
| Sweden, income from other segments  | 131                  | 141                  | 62         | 69         | 73         | 62         | 66         | 266                | 276               |
| Finland, the Baltic States and China, external income                                     | 477                  | 528                  | 237        | 240        | 239        | 253        | 265        | 969                | 1 020             |
| Finland, the Baltic States and China, income from other segments                          | 42                   | 47                   | 19         | 23         | 20         | 18         | 22         | 81                 | 85                |
| Denmark, Norway, the British Isles and<br>East Central Europe, external income            | 620                  | 609                  | 312        | 308        | 269        | 288        | 302        | 1 178              | 1 167             |
| Denmark, Norway, the British Isles and<br>East Central Europe, income from other segments | 11                   | 12                   | 5          | 6          | 6          | 5          | 6          | 22                 | 24                |
| Elimination   | -184                 | -200                 | -87        | -98        | -99        | -86        | -94        | -369               | -385              |
|   | 2 662                | 2 651                | 1 331      | 1 331      | 1 296      | 1 198      | 1 296      | 5 156              | 5 145             |

EBITA (MSEK)

|   | Jan-<br>june<br>2024 | Jan-<br>june<br>2023 | Q2<br>2023 | Q1<br>2023 | Q4<br>2023 | Q3<br>2023 | Q2<br>2023 | Trailing<br>12 mån | Full year<br>2023 |
|---|----------------------|----------------------|------------|------------|------------|------------|------------|--------------------|-------------------|
| Sweden  | 251                  | 278                  | 121        | 130        | 122        | 118        | 128        | 491                | 518               |
| Finland, the Baltic States and China                          | 50                   | 69                   | 21         | 30         | 25         | 37         | 34         | 113                | 131               |
| Denmark, Norway, the British Isles and<br>East Central Europe | 89                   | 85                   | 44         | 45         | 32         | 36         | 44         | 157                | 153               |
| Group functions   | -1                   | 4                    | -1         | 0          | 2          | 1          | 4          | 3                  | 8                 |
|   | 390                  | 437                  | 185        | 205        | 181        | 192        | 210        | 763                | 811               |

Operating profit (SEK million)

|  | Jan-<br>june<br>2024 | Jan-<br>june<br>2023 | Q2<br>2023 | Q1<br>2023 | Q4<br>2023 | Q3<br>2023 | Q2<br>2023 | Trailing<br>12 mån | Full year<br>2023 |
|--|----------------------|----------------------|------------|------------|------------|------------|------------|--------------------|-------------------|
| EBITA  | 390                  | 437                  | 185        | 205        | 181        | 192        | 210        | 763                | 811               |
| <i>Amortisation and write-downs of acquisition-related<br/>intangible fixed assets.</i>                |                      |                      |            |            |            |            |            |                    |                   |
| Sweden   | -4                   | -1                   | -2         | -2         | -1         | -1         | -1         | -5                 | -3                |
| Finland, the Baltic States and China,<br>Denmark, Norway, the British Isles and<br>East Central Europe | 0                    | 0                    | 0          | 0          | 0          | 0          | 0          | 0                  | 0                 |
|  | -15                  | -13                  | -8         | -7         | -7         | -7         | -7         | -29                | -27               |
| Operating profit   | 371                  | 423                  | 175        | 196        | 173        | 185        | 203        | 730                | 782               |

Consolidated profit/loss (SEK million)

|                       | Jan-<br>june<br>2024 | Jan-<br>june<br>2023 | Q2<br>2023 | Q1<br>2023 | Q4<br>2023 | Q3<br>2023 | Q2<br>2023 | Trailing<br>12 mån | Full year<br>2023 |
|-----------------------|----------------------|----------------------|------------|------------|------------|------------|------------|--------------------|-------------------|
| Operating profit      | 371                  | 423                  | 175        | 196        | 173        | 185        | 203        | 730                | 782               |
| Net financial items   | 2                    | -5                   | 0          | 2          | -3         | -4         | -1         | -5                 | -12               |
| Pre-tax profit/(loss) | 373                  | 418                  | 175        | 198        | 170        | 182        | 202        | 725                | 770               |

| Specification of external income by region and product area | Sweden               |                      | Finland, the Baltic States<br>and China, |                      | Denmark, Norway, the<br>British Isles and East Central<br>Europe |                      | Total                |                      |
|---|----------------------|----------------------|--|----------------------|--|----------------------|----------------------|----------------------|
|   | Jan-<br>june<br>2024 | Jan-<br>june<br>2023 | Jan-<br>june<br>2024                     | Jan-<br>june<br>2023 | Jan-<br>june<br>2024   | Jan-<br>june<br>2023 | Jan-<br>june<br>2024 | Jan-<br>june<br>2023 |
| Product Areas   |                      |                      |  |                      |  |                      |                      |                      |
| Automation  | 646                  | 584                  | 281                                      | 324                  | 436  | 437                  | 1 363                | 1 344                |
| Components  | 168                  | 233                  | 57                                       | 67                   | 9  | 12                   | 234                  | 311                  |
| Lighting & Installation components                          | 274                  | 262                  | 30                                       | 35                   | 173  | 160                  | 476                  | 456                  |
| Other   | 477                  | 435                  | 108                                      | 103                  | 3  | 1                    | 588                  | 539                  |
|   | 1 565                | 1 514                | 477                                      | 528                  | 620  | 609                  | 2 662                | 2 651                |

## The Group's performance and financial position

### CONDENSED CONSOLIDATED STATEMENT OF INCOME (SEK MILLION)

|   | Jan-<br>june<br>2024 | Jan-<br>june<br>2023 | Q2<br>2023 | Q1<br>2023 | Q4<br>2023 | Q3<br>2023 | Q2<br>2023 | Trailing<br>12 mån | Full year<br>2023 |
|---|----------------------|----------------------|------------|------------|------------|------------|------------|--------------------|-------------------|
| Operating income  |                      |                      |            |            |            |            |            |                    |                   |
| Net sales   | 2 662                | 2 651                | 1 331      | 1 331      | 1 296      | 1 198      | 1 296      | 5 156              | 5 145             |
| Other operating income  | 1                    | 0                    | 1          | 0          | 0          | 0          | 0          | 1                  | 0                 |
| Operating costs*  |                      |                      |            |            |            |            |            |                    |                   |
| Commodities   | -1 710               | -1 685               | -861       | -850       | -840       | -775       | -827       | -3 325             | -3 300            |
| Staff costs   | -413                 | -392                 | -210       | -203       | -195       | -167       | -189       | -776               | -754              |
| Other expenses  | -116                 | -106                 | -59        | -57        | -62        | -48        | -55        | -227               | -216              |
| Depreciation/amorisation of property, plant and equipment and intangible fixed assets | -52                  | -45                  | -26        | -26        | -25        | -23        | -23        | -100               | -93               |
| Operating profit  | 371                  | 423                  | 175        | 196        | 173        | 185        | 203        | 730                | 782               |
| Net financial income/expense  | 2                    | -5                   | 0          | 2          | -3         | -4         | -1         | -5                 | -12               |
| Pre-tax profit/(loss)   | 373                  | 418                  | 175        | 198        | 170        | 182        | 202        | 725                | 770               |
| Tax   | -77                  | -86                  | -36        | -41        | -40        | -37        | -45        | -153               | -163              |
| Profit/loss for the period  | 296                  | 332                  | 139        | 157        | 131        | 145        | 157        | 572                | 607               |
| Earnings per outstanding share, SEK**   | 2,14                 | 2,39                 | 1,01       | 1,13       | 0,94       | 1,05       | 1,13       | 4,13               | 4,38              |

\* Attributable to shareholders of the parent company. There are no dilution effects.

### CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (SEK MILLION)

|   |     |     |     |     |     |     |     |     |     |
|---|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Other comprehensive income  |     |     |     |     |     |     |     |     |     |
| Profit/loss for the period  | 296 | 332 | 139 | 157 | 131 | 145 | 157 | 572 | 607 |
| Items that have been transferred or may be recycled to net income         |     |     |     |     |     |     |     |     |     |
| Exchange differences for the period on translation of overseas operations | 25  | 55  | -12 | 37  | -31 | -24 | 44  | -30 | 0   |
| Items that can not be recycled to net profit                              |     |     |     |     |     |     |     |     |     |
| Revaluation of defined-benefit pension plans                              | 0   | 0   | 0   | 0   | 0   | 0   | 0   | 0   | 0   |
| Other comprehensive income for the period                                 | 25  | 55  | -12 | 37  | -31 | -24 | 44  | -29 | 0   |
| Comprehensive income for the period                                       | 322 | 387 | 128 | 194 | 100 | 121 | 201 | 543 | 608 |

## CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION (SEK MILLION)

|  | 2024-06-30 | 2023-06-30 | 2023-12-31 |
|--|------------|------------|------------|
| Fixed assets                                 |            |            |            |
| Goodwill                                     | 259        | 238        | 255        |
| Other intangible assets                      | 127        | 109        | 140        |
| Total intangible assets                      | 386        | 347        | 395        |
| Property, plant and equipment                | 402        | 384        | 408        |
| Total property, plant and equipment          | 402        | 384        | 408        |
| Deferred tax assets                          | 8          | 6          | 9          |
| Financial assets                             | 2          | 0          | 2          |
| Total financial assets                       | 10         | 7          | 11         |
| Total fixed assets                           | 798        | 737        | 814        |
| Current assets                               |            |            |            |
| Inventories                                  | 999        | 1158       | 1085       |
| Current receivables                          | 872        | 900        | 800        |
| Cash and cash equivalents                    | 311        | 52         | 233        |
| Total current assets                         | 2 182      | 2 110      | 2 118      |
| Total assets                                 | 2 980      | 2 848      | 2 932      |
| Equity                                       | 2 072      | 1 770      | 1 991      |
| Non-current interest-bearing liabilities     | 43         | 37         | 51         |
| Provisions for pensions                      | 2          | 1          | 2          |
| Other provisions                             | 2          | 2          | 2          |
| Non-current non-interest-bearing liabilities | 7          | 33         | 44         |
| Deferred tax liabilities                     | 161        | 134        | 162        |
| Total non-current liabilities                | 215        | 207        | 261        |
| Current interest-bearing liabilities         | 65         | 204        | 96         |
| Current non-interest-bearing liabilities     | 628        | 667        | 583        |
| Total current liabilities                    | 693        | 871        | 680        |
| Total equity and liabilities                 | 2 980      | 2 848      | 2 932      |

## CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (SEK MILLION)

|   | 2024-06-30 | 2023-06-30 | 2023-12-31 |
|---|------------|------------|------------|
| At beginning of year                      | 1 991      | 1 590      | 1 590      |
| Comprehensive income for the period       |            |            |            |
| Profit/loss for the period                | 296        | 332        | 607        |
| Other comprehensive income for the period | 25         | 55         | 0          |
| Comprehensive income for the period       | 322        | 387        | 608        |
| Dividends paid                            | -243       | -208       | -208       |
| Repurchase of shares                      | -          | -          | -          |
| Issued call options                       | 1          | 2          | 2          |
| At the end of the period                  | 2 072      | 1 770      | 1 991      |

## CONDENSED CONSOLIDATED CASH FLOW STATEMENT (SEK MILLION)

|  | Jan-<br>june<br>2024 | Jan-<br>june<br>2023 | Q2<br>2023 | Q1<br>2023 | Q4<br>2023 | Q3<br>2023 | Q2<br>2023 | Trailing<br>12 mån | Full year<br>2023 |
|--|----------------------|----------------------|------------|------------|------------|------------|------------|--------------------|-------------------|
| Operating cash flows                                     |                      |                      |            |            |            |            |            |                    |                   |
| before movements in working capital                      | 334                  | 393                  | 157        | 177        | 155        | 177        | 192        | 667                | 726               |
| Movements in working capital                             | 72                   | -22                  | 46         | 25         | 137        | -51        | 5          | 159                | 65                |
| Operating cash flows                                     | 406                  | 371                  | 204        | 203        | 293        | 127        | 197        | 826                | 791               |
| Acquisition of subsidiaries                              |                      |                      |            |            |            |            |            |                    |                   |
| net effect on cash and cash equivalents                  | -32                  | -28                  | -3         | -30        | -67        | 0          | 0          | -99                | -95               |
| Acquisition of intangible fixed assets                   | -4                   | -3                   | -3         | -1         | -5         | -1         | -2         | -9                 | -9                |
| Acquisition of property, plant and equipment             | -9                   | -26                  | -7         | -2         | -13        | -7         | -9         | -29                | -46               |
| Sales of property, plant and equipment                   | 0                    | 0                    | 0          | 0          | 0          | 0          | 0          | 1                  | 0                 |
| Investing cash flows                                     | -45                  | -57                  | -12        | -32        | -85        | -7         | -11        | -137               | -149              |
| Financing cash flows                                     |                      |                      |            |            |            |            |            |                    |                   |
| - Loan raised  | -                    | -                    | -          | -          | -          | -          | -          | -                  | -                 |
| - Loan amortisation                                      | -                    | -                    | -          | -          | -          | -          | -          | -                  | -                 |
| - Repayment of lease liabilities                         | -20                  | -18                  | -10        | -10        | -13        | -9         | -9         | -42                | -41               |
| - Change in bank overdrafts                              | -25                  | -151                 | -5         | -20        | -70        | -48        | -56        | -143               | -269              |
| - Call options   | 0                    | 2                    | 0          | -          | -          | -          | 2          | -                  | 2                 |
| - Dividends paid   | -243                 | -208                 | -243       | -          | -          | -          | -208       | -243               | -208              |
| - Repurchase of shares                                   | -                    | -                    | -          | -          | -          | -          | -          | -                  | -                 |
| Financing cash flow                                      | -287                 | -375                 | -257       | -29        | -83        | -58        | -271       | -427               | -515              |
| Cash flow for the period                                 | 75                   | -61                  | -66        | 141        | 125        | 62         | -85        | 262                | 126               |
| Cash and cash equivalents at the beginning of the period | 233                  | 109                  | 379        | 233        | 49         | 53         | 133        | 52                 | 109               |
| Exchange rate difference                                 | 4                    | 4                    | -2         | 6          | -5         | -2         | 4          | -3                 | -3                |
| Cash and cash equivalents at the end of the period       | 311                  | 52                   | 311        | 379        | 44         | 49         | 52         | 311                | 233               |

## KEY PERFORMANCE INDICATORS

|  | Jan-<br>june<br>2024 | Jan-<br>june<br>2023 | Q2<br>2023 | Q1<br>2023 | Q4<br>2023 | Q3<br>2023 | Q2<br>2023 | Trailing<br>12 mån | Full year<br>2023 |
|--|----------------------|----------------------|------------|------------|------------|------------|------------|--------------------|-------------------|
| Net sales growth, %                              | 0,4                  | 14,8                 | 2,7        | -1,7       | 2,5        | 3,5        | 8,8        | 1,6                | 8,7               |
| Operating margin, %                              | 13,9                 | 16,0                 | 13,2       | 14,7       | 13,4       | 15,5       | 15,7       | 14,3               | 15,2              |
| EBITA-margin, %                                  | 14,6                 | 16,5                 | 13,9       | 15,4       | 14,0       | 16,1       | 16,2       | 14,9               | 15,8              |
| Return on equity, %                              | 14,6                 | 19,7                 | 7,1        | 7,5        | 6,5        | 7,7        | 9,3        | 28,8               | 33,9              |
| Return on capital employed, %                    | 18,4                 | 22,4                 | 8,9        | 9,5        | 8,1        | 9,7        | 11,0       | 36,2               | 40,2              |
| Return on total capital %                        | 13,2                 | 15,6                 | 6,4        | 6,8        | 5,9        | 7,0        | 7,6        | 26,1               | 28,5              |
| Debt/equity ratio, times                         | 0,05                 | 0,14                 | -0,01      | 0,06       | 0,07       | 0,08       | 0,14       | 0,20               | 0,07              |
| Equity/assets ratio, %                           | 69,5                 | 62,2                 |            |            |            |            |            |                    | 67,9              |
| Earnings per outstanding share, SEK*             | 2,14                 | 2,39                 | 1,01       | 1,13       | 0,94       | 1,05       | 1,13       | 4,13               | 4,38              |
| Earnings per total shares, SEK*                  | 2,13                 | 2,39                 | 1,00       | 1,13       | 0,93       | 1,04       | 1,13       | 4,10               | 4,36              |
| Equity per total shares, SEK                     | 14,90                | 12,73                |            |            |            |            |            |                    | 14,32             |
| Average number of outstanding shares (thousands) | 138 644              | 138 644              | 138 644    | 138 644    | 138 644    | 138 644    | 138 644    | 138 644            | 138 644           |
| Average total shares (thousands)                 | 139 016              | 139 016              | 139 016    | 139 016    | 139 016    | 139 016    | 139 016    | 139 016            | 139 016           |

\* Attributable to shareholders of the parent company. There are no dilution effects.

## The Parent Company's performance and financial position

### CONDENSED INCOME STATEMENT OF THE PARENT COMPANY (SEK MILLION)

|                                     | Jan-<br>june<br>2024 | Jan-<br>june<br>2023 | Q2<br>2023 | Q1<br>2023 | Q4<br>2023 | Q3<br>2023 | Q2<br>2023 | Trailing<br>12 mån | Full year<br>2023 |
|-------------------------------------|----------------------|----------------------|------------|------------|------------|------------|------------|--------------------|-------------------|
| Net sales                           | 52                   | 44                   | 29         | 23         | 24         | 27         | 28         | 102                | 95                |
| Other operating income              | -                    | -                    | -          | -          | -          | -          | -          | -                  | -                 |
| Operating costs                     | -49                  | -37                  | -29        | -20        | -20        | -21        | -19        | -90                | -78               |
| Depreciation                        | -2                   | -2                   | -1         | -1         | -1         | -1         | -1         | -4                 | -4                |
| Operating profit                    | 1                    | 6                    | -1         | 2          | 3          | 4          | 8          | 8                  | 13                |
| Income from investments             |                      |                      |            |            |            |            |            |                    | 0                 |
| in Group companies                  | 30                   | 99                   | 8          | 22         | 4          | 69         | 93         | 102                | 172               |
| Other financial income/expense, Net | 2                    | 1                    | 2          | 0          | 3          | 4          | 1          | 9                  | 9                 |
| Profit/loss after financial items   | 32                   | 107                  | 9          | 23         | 10         | 78         | 102        | 119                | 194               |
| Year-end appropriations             | 0                    | 0                    | 0          | 0          | 378        | 0          | 0          | 378                | 378               |
| Pre-tax profit/(loss)               | 32                   | 107                  | 9          | 23         | 388        | 78         | 102        | 498                | 573               |
| Tax                                 | 0                    | 0                    | 0          | 0          | -85        | 0          | 0          | -85                | -85               |
| Profit/loss for the period          | 32                   | 107                  | 9          | 23         | 303        | 78         | 102        | 412                | 487               |

Comprehensive income for the period corresponds with the profit/loss for the period.

### CONDENSED BALANCE SHEET OF THE PARENT COMPANY (SEK MILLION)

| Assets                                       | 2024-06-30 | 2023-06-30 | 2023-12-31 |
|--|------------|------------|------------|
| Intangible fixed assets                      | 14         | 7          | 11         |
| Property, plant and equipment                | 17         | 17         | 18         |
| Financial assets                             | 741        | 642        | 741        |
| Total fixed assets                           | 772        | 666        | 770        |
| Current receivables                          | 520        | 582        | 846        |
| Cash on hand and demand deposits             | 110        | 3          | 85         |
| Total current assets                         | 631        | 585        | 931        |
| Total assets                                 | 1403       | 1251       | 1701       |
| Equity and liabilities                       |            |            |            |
| Equity                                       |            |            |            |
| Non-distributable equity                     | 71         | 71         | 71         |
| Distributable equity                         | 621        | 450        | 830        |
| Total shareholders' equity                   | 692        | 521        | 901        |
| Untaxed reserves                             | 542        | 460        | 542        |
| Deferred tax liabilities                     | 2          | 2          | 2          |
| Non-current non-interest-bearing liabilities | 7          | 33         | 44         |
| Total non-current liabilities                | 7          | 33         | 44         |
| Current interest-bearing liabilities         | 0          | 119        | 0          |
| Current non-interest-bearing liabilities     | 160        | 117        | 213        |
| Total current liabilities                    | 160        | 236        | 213        |
| Total equity and liabilities                 | 1403       | 1251       | 1701       |

## Notes

Segment reporting is presented on pages 5, 6 and 10. Disclosures about fair value of financial instruments and accounting policies are presented on pages 7, 8 and 9.

## Definitions

In addition to the conventional financial performance measures established by IFRS, OEM uses the terms Organic growth and EBITA/EBITA margin, the definitions of which are given below. The reason is that OEM wants to provide clearer comparability of sales performance between periods, without the effects of currency movements or acquisitions, and be able to summarise the companies' operations with regard to profit and margins, excluding amortisation and depreciation that arose on acquisition.

### Organic growth

The change in total revenue in the period, adjusted for acquisitions, sales and currency movements, measured against the total revenue in the comparative period.

### Debt/equity ratio

Interest-bearing liabilities divided by shareholders' equity

### EBITA

Operating profit before amortisation and impairment of acquisition-related intangible fixed assets. A reconciliation of the calculation of EBITA is presented on page 10.

### EBITA margin

EBITA divided by net sales

### Return on capital employed

EBITA plus finance income as a percentage of average capital employed

### Capital employed

Total assets reduced by non-interest bearing liabilities and provisions

### Return on total capital

EBITA plus finance income as a percentage of average total capital

### Return on equity

Profit for the year divided by average shareholders' equity



## One of Europe's leading technology trading companies with 34 operating business units in 15 countries

For 50 years, OEM's idea has been to serve as a link that creates value between customers and manufacturers of industrial components and systems. Over the years, the company has grown from a small, family-owned business in Tranås in southern Sweden into an international technology trading group operating in 15 countries in northern Europe, East Central Europe, the British Isles and China. OEM has partnerships with more than 400 leading and specialist manufacturers and is responsible for their sales in selected markets. Its range comprises more than 60,000 products in the areas of electrical components, machinery components & cables, pressure & flow components, motors, ball bearings & brakes, appliance components and installation components. The Group has a customer base of more than 30,000 businesses, primarily in the manufacturing sector. The company's high level of expertise enables it to help customers increase purchasing efficiency and choose the right components.

[www.oem.se](http://www.oem.se)

OEM INTERNATIONAL AB (publ)  
org.nr. 556184-6691,  
Box 1009,  
573 28 Tranås  
+46 75-242 40 00

