

Q2

SECOND QUARTER 2024

HAKI Safety AB (publ) · Malmö July 12, 2024



Expected turnover decline and improved gross margin

Second quarter 2024

- Net sales declined 15 percent to SEK 263 M (311). Organically, net sales declined 6 percent, divestments had a negative impact on net sales of 10 percent and exchange rate effects had a positive impact on net sales of 1 percent.
- Adjusted EBITA amounted to SEK 20 M (32).
- Operating profit amounted to SEK 18 M (30).
- Net result after tax was SEK 11 M (25).
- Cash flow from operating activities amounted to SEK 14 M (17).
- Earnings per share before dilution totalled SEK 0.40 (0.91) and after dilution SEK 0.39 (0.90).
- A new credit facility agreement was signed during the quarter. It amounts to SEK 500 M and includes an option to extend the facility with an additional SEK 200 M.

January – June 2024

- Net sales declined 24 percent to SEK 505 M (666). Organically, net sales declined 17 percent, divestments had a negative impact on net sales of 8 percent and exchange rate effects had a positive impact on net sales of 1 percent.
- Adjusted EBITA amounted to SEK 34 M (66).
- Operating profit amounted to SEK 25 M (62).
- Net result after tax was SEK 15 M (44).
- Cash flow from operating activities amounted to SEK -4 M (77).
- Earnings per share before dilution totalled SEK 0.55 (1.61) and after dilution SEK 0.54 (1.59).

Financial summary

	2024 Q2	2023 Q2	2024 Q1-Q2	2023 Q1-Q2
Net sales	263	311	505	666
Gross profit	96	111	183	223
Adjusted EBITA	20	32	34	66
Operating profit	18	30	25	62
Profit before tax	13	33	17	58
Net result	11	25	15	44
Net sales, growth %	-15	-5	-24	10
Gross margin, %	36.6	35.7	36.3	33.5
Adjusted EBITA, %	7.6	10.3	6.7	9.9
Operating margin, %	6.7	9.6	5.0	9.3
Earnings per share, before dilution, SEK	0.40	0.91	0.55	1.61
Earnings per share, after dilution, SEK	0.39	0.90	0.54	1.59
Cash flow operating activities, SEK	14	17	-4	77
Financial net debt, SEK M	288	275	288	275
Financial net debt / Adjusted EBITDA excl. IFRS 16, times	2.4	1.9	2.4	1.9
Equity/assets ratio, %	46	43	46	43

EXPECTED TURNOVER DECLINE AND IMPROVED GROSS MARGIN

As expected, HAKI Safety's second quarter was also challenging. Net sales decreased organically 6 percent compared to the year-earlier period.

The explanation is the same as for the first quarter: a continued soft market and a lack of large one-off customer orders. Although large one-off orders are a natural part of our business, they occur irregularly and cause significant variations in sales and results between quarters. The demand for strategic rental was high in the quarter, as was the capacity utilisation in our production facilities. However, this is not reflected in the earnings in the quarter, instead, the rental earnings reoccur over a longer time.

The gross margin amounted to 36.6 percent during the quarter, positively affected by our efficiency measures in the supply chain, high-capacity utilisation in the production facilities and a higher share of strategic rental. The focus on optimising the supply chain, from procurement and production to inventory management and logistics, continues.

Through acquisitions, we have further developed and diversified the Swedish-based HAKI in recent years, and thus become less sensitive to Swedish conditions and its construction sector. Norway and the UK are our biggest markets, and our products and solutions are used to a great extent in various European infrastructure projects. Net sales of work zone safety products, such as catchfans, barrier systems, and fall protection, are today as large as our traditional scaffolding systems.

The market continued to be soft in new residential construction, affecting the Group mainly in Sweden and Austria. At the same time, demand remained good for products to energy projects where our operation in Norway gained market shares, primarily through strategic rental. Healthy demand was also noted in Norway for geodesy service, support and training for various infrastructure projects. Likewise, demand has continued to be good for products for infrastructure projects in Denmark and France. In France, demand for products for commercial real estate also remained good. In the UK, demand in the quarter was in line with the previous year.

Large investments in materials for strategic rental impacted the cash flow from operating activities during the quarter. Our cash flow focus continues to be on improving the working capital. The Group has a stable financial position even though the debt ratio increased slightly in the quarter. However, the underlying profitability is not yet at a level that can be considered good. We monitor the market development closely and will act if necessary.

During the quarter, we signed a new credit facility agreement of SEK 500 M with an option to extend it by a further SEK 200 M. It runs for three years and has a possibility of a two-year extension. The agreement secures operating financing for current operations and allows for organic growth and acquisition investments.

After the positive experience of e-commerce in the Scandinavian market, we are expanding to the UK market in the autumn, with plans for further geographic expansion.

Events in the world continue to pose uncertainty for market development in the near term. However, despite a short order book, we are experiencing increased activity in the market, which overall means I have a positive view of the coming half year.



Malmö, July 12, 2024
Sverker Lindberg, President and CEO

REPORT COMMENTS

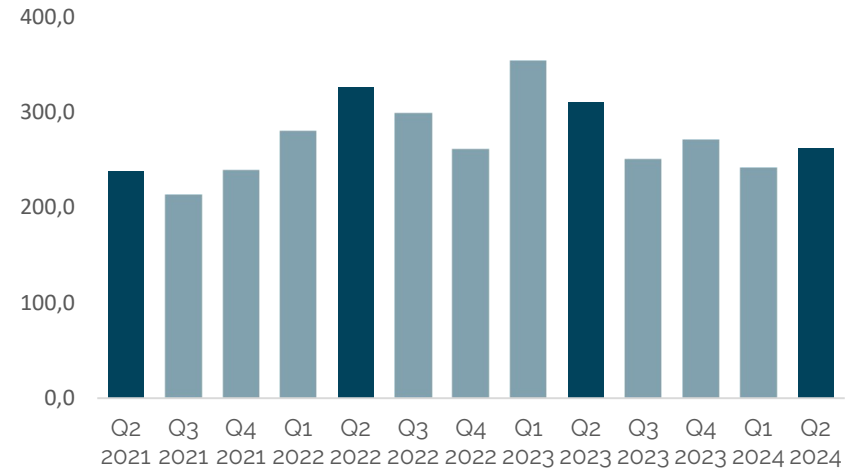
SECOND QUARTER 2024

Group net sales amounted to SEK 263 M (311), a decrease of 15 percent compared with the year-earlier quarter. Organically, net sales declined 6 percent. Divestments had a negative impact on net sales of 10 percent. Exchange rate effects had a positive impact on net sales of 1 percent.

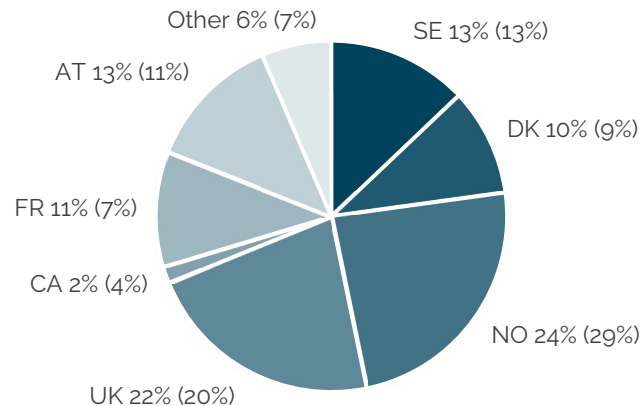
The market continued to be soft during the quarter, affecting mainly sales to customers operating in new residential construction in Sweden, Austria and Norway. In the UK, demand in the quarter was in line with the previous year. Denmark and France reported a continued good demand for products for infrastructure projects. France had also a healthy demand for products for commercial real estate. The number of inquiries for energy projects in Norway is increasing, as is the demand for strategic rental. This is however not reflected in the earnings in the quarter. The rental earnings reoccur instead over a longer time. In several geographies, it was noted that customers have postponed projects until the second half of 2024 and that customers are waiting to carry out capital investments. Demand remains high for digital and technical solutions.

In general, sales within the product category Systems Scaffolds decreased compared with the previous year. This is due to a lack of large one-off customer orders and sales of rental material, which occur irregularly and cause significant variations in net sales between quarters.

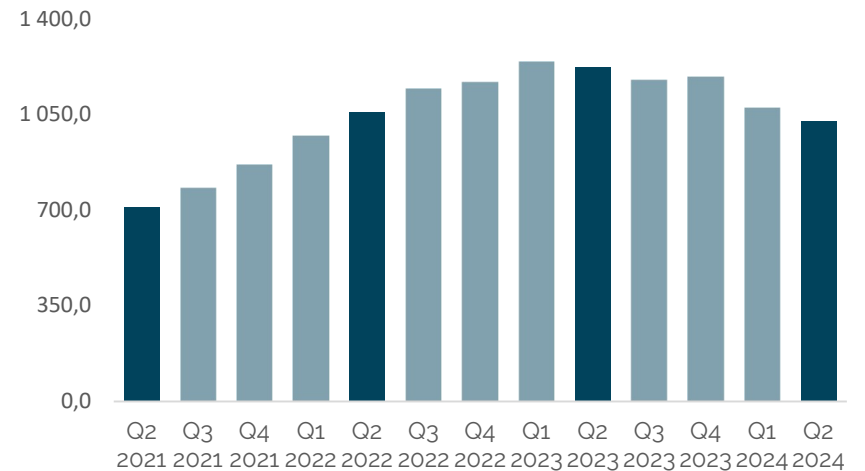
Net sales per quarter, SEK M



Net sales in the quarter



Net sales R12M, SEK M



Gross margin was 36.6 percent (35.7), which is explained by efficiency measures in the supply chain, high-capacity utilisation in the production facilities and a higher share of strategic rental.

Adjusted EBITA amounted to SEK 20 M (32), corresponding to an adjusted EBITA marginal of 7.6 percent (10.3), where the decline is explained by the lower sales.

Operating result totalled SEK 18 M (30), corresponding to an operating margin of 6.7 percent (9.6). Depreciations and write-downs of acquisitions-related assets were SEK 2 M (2).

Financial net amounted to SEK -5 M (-3). The financial net for the period includes a net interest income of SEK -5 M (-4), exchange rate effects of SEK 2 M (7) and other financial posts of SEK -2 M (0).

Net result after tax totalled SEK 11 M (25), corresponding to SEK 0.40 per share before dilution (0.91) and SEK 0.39 after dilution (0.90).

Cash flow from operating activities amounted to SEK 14 M (17) and was impacted by increased investments in materials for strategic rental intended for projects in the energy sector. Cash flow from investment activities amounted to SEK -6 M (-10). Cash flow from financing activities was SEK 21 M (-4), related to a temporary increase in bank loans, due to a change of banks.

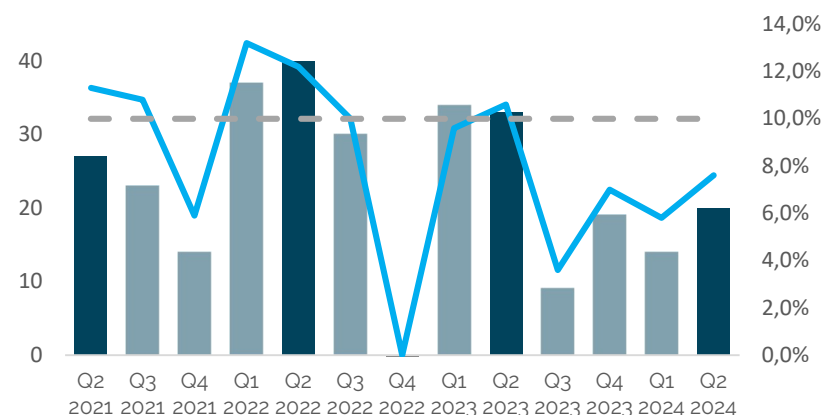
Group net debt amounted to SEK 288 M (275).

JANUARY – JUNE 2024

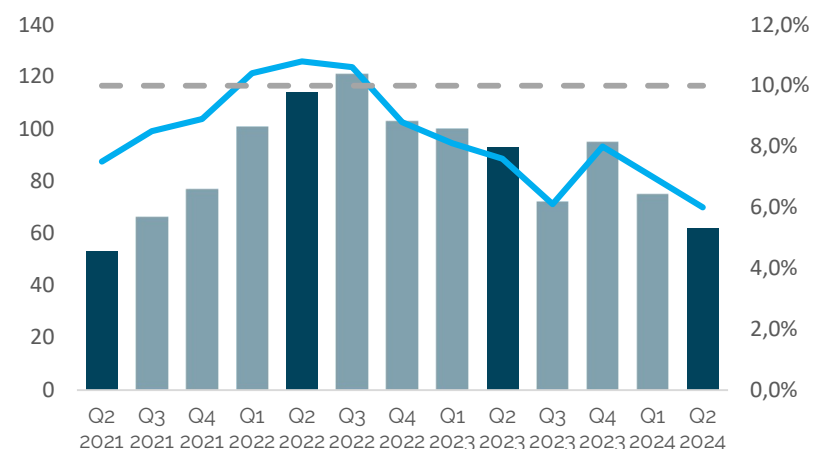
Net sales for the first half of 2024 amounted to SEK 505 M (666), a decrease of 24 percent year-on-year. Organically, net sales declined 17 percent. Divestments had a negative impact on net sales of 8 percent. Exchange rate effects had a positive impact on net sales of 1 percent.

Adjusted EBITA amounted to SEK 34 M (66), corresponding to an EBITA margin of 6.7 percent (9.9). Gross margin was 36.3 percent (33.5). Operating profit amounted to SEK 25 M (62). Non-recurring items of SEK 5 M regarding the divestment of FAS Converting Machinery had a negative impact on the operating profit. Net result after tax was SEK 15 M (44). Cash flow from operating activities amounted to SEK -4 M (77). Earnings per share before dilution totalled SEK 0.55 (1.61) and after dilution SEK 0.54 (1.59).

Adjusted EBITA, SEK M, and margin, %, per quarter



Adjusted EBITA, SEK M, and marginal, %, R12M



Significant events during the quarter

In June 2024, HAKI Safety signed a new credit facility agreement with SEB for an amount of SEK 500 M. The agreement, which replaces an old one, includes an option to extend the facility with an additional SEK 200 M, upon the creditor's approval. It runs for three years, with the possibility of a two-year extension, subject to the creditor's approval.

Significant events after the close of the period

No significant events after the close of the period have been reported.

Material risks and uncertainty factors

An important element of HAKI Safety's strategic planning is the identification of business-critical risks that could have a negative impact on the Group.

Group-wide long-term risks are managed in a risk management process where material risks are identified and divided into four categories: strategic risks, operational risks, compliance risks and financial risks. For information about these risks and the risk management process, refer to the 2023 Annual Report available at www.hakisafety.com.

Short-term risks are, among other things, wars and conflicts that can give rise to global geopolitical effects as well as general macroeconomic factors that can impact growth, interest rates, inflation and currencies. The Group continuously monitors events in the world to be able to manage any negative effects with various action programs such as cost savings, price increases or production stops.

Financial targets

In connection with the Group's Capital Markets Day in March 2024, HAKI Safety published financial targets and a dividend policy for the Group:

1. Net sales of SEK 2,000 M by 2027

Net sales are to amount to SEK 2,000 M by 2027. The net sales increase will be based on a combination of organic growth, organic growth projects and acquired growth.

2. Adjusted EBITA margin >10%

The adjusted EBITA margin is to amount to more than 10 percent. Adjusted EBITA margin is deemed to give a fair picture of the profitability of the underlying business as it excludes amortisation and write-downs of acquisition-related intangible assets and non-recurring items.

3. Financial net debt in relation to adjusted EBITDA <2.5

EBITDA is to be less than 2.5. The key figure shows the relation of net debt to adjusted EBITDA. The financial net debt refers to interest-bearing liabilities with deductions for cash and adjusted EBITDA as operating profit excluding depreciation, amortisation and write-downs and non-recurring items. The measures are measured excluding the effects of IFRS 16.

4. Dividend policy

The dividend is to amount to 25-50 percent of the year's net profit. Proposals for dividends will consider the shareholders' expectation of a reasonable dividend yield and the business's need for financing.

Accounting principles

The Group's interim report has been prepared in accordance with IAS 34 Interim Financial Reporting, the Swedish Annual Accounts Act and RFR 2. HAKI Safety continues to apply the same accounting principles and valuation methods that are described in the 2023 Annual Report. Amendments to IFRS standards that became effective in 2024 do not have a material impact on the result and financial position of the Company. This report is presented in SEK million why rounding differences can occur at certain rows and amounts.

Operating segments

With effect from the first quarter of 2024, HAKI Safety introduced a reporting segment with an associated reporting structure for the distribution of net sales. At the same time, the previous two business areas, Safe Access Solutions and Industrial Services, were discontinued. The reporting for the distribution of net sales follows the Group's geographical spread and core business: system scaffolds, work zone safety, digital and technical solutions, as well as other business branches.

HAKI Safety offers a wide range of products and solutions within system scaffold, work zone safety, and digital and technical solutions that help customers achieve safety and efficiency in their various environments.

- System scaffold: system and frame scaffolding, weather protection, stair solutions, bridge systems, etc.
- Work zone safety: catchfans, barrier systems, fall protection, stairways, spaghetti mats, etc.
- Digital solutions and technical support: surveying instruments and equipment for land surveying, and construction laser level tools. Bespoke platform solutions and education. Digital design and construction tools for planning and visualising
- Other business branches

Effects of changes in estimates and judgments

Critical estimates and judgments are described in the 2023 Annual Report. No changes that could have a significant impact on the current report have been implemented.

Information on financial instruments

HAKI Safety has no financial assets valued as fair value through the income statement. All financial assets are valued at amortised cost. Acquisition-related earnouts are accounted for as a financial liability in the balance sheet, which is valued at fair value in accordance with level 3, in accordance with IFRS 13. Earnouts have been calculated based on discounting future cash flow. Evaluation of future cash flow for earnouts is based on gross profit in acquired operations. The fair value of earnouts will be changed if assumptions in gross profit in acquired businesses are changed. A complete description of accounting principles is presented in the 2023 Annual Report.

Related-party transactions

HAKI Safety's related-party transactions are described in the 2023 Annual Report. No transactions between HAKI Safety and its related parties have been carried out during the period which has had a significant impact on the company's position and results.

At the 2022 Annual General Meeting, it was resolved that Group Management would be allowed to acquire call options in line with the Group's long-term incentive program. The call options were acquired at market value in accordance with a valuation by an independent third party. The call option program was fully subscribed, with the CEO acquiring 150,000 options and other senior executives acquiring 350,000 options, of which 100,000 were synthetic options, in accordance with the principles established by the Annual General Meeting.

The call options entitle the holder to subscribe for new B shares in the company during the period May 1, 2025, up to and including June 30, 2025, at a subscription price of SEK 35.80, corresponding to 135 percent of the volume-weighted average price according to Nasdaq Stockholm's official price list for the share during the five trading days immediately following the 2022 Annual General Meeting, adjusted for share dividends during the period. Full dilution was assumed in the calculation of earnings per share.

Auditor's review

This report has not been subject to special review by the company's auditor.

Forward-looking information

This report contains forward-looking information based on the current expectations of company management. Although management deems that the expectations presented by such forward-looking information are reasonable, no guarantee can be given that these expectations will prove correct. Accordingly, the actual future outcome could vary considerably compared with what is stated in the forward-looking information, due to such factors as changed conditions regarding finances, market and competition, changes in legal and regulatory requirements and other political measures, and fluctuations in exchange rates.

Assurance

The Board and the CEO assure that this interim report provides a fair overview of the operations, position and results of the Parent Company and the Group, and describes material risks and uncertainties faced by the Parent Company and the companies that are included in the Group.

Malmö, July 12, 2024

Lennart Pihl
Chairman of the Board

Svante Nilo Bengtsson
Board member

Anna Söderblom
Board member

Anders Bergstrand
Board member

Susanne Persson
Board member

Sverker Lindberg
President and CEO

CONSOLIDATED INCOME STATEMENT (SEK M)	2024/Q2	2023/Q2	2024/Q1-Q2	2023/Q1-Q2	2023/Q1-Q4	R12M
Net sales	263	311	505	666	1,188	1,027
Cost of goods sold	-167	-200	-322	-443	-791	-670
GROSS PROFIT	96	111	183	223	397	357
Selling expenses	-53	-54	-105	-107	-211	-209
Administrative expenses	-20	-22	-40	-45	-81	-76
Research and development costs	-5	-6	-10	-12	-26	-24
Other operating income and expenses	0	1	-4	3	21	14
OPERATING PROFIT/LOSS	18	30	25	62	99	62
Net financial income	-5	3	-8	-4	-21	-25
PROFIT/LOSS BEFORE TAX	13	33	17	58	78	37
Income tax	-2	-8	-2	-14	-16	-4
PROFIT/LOSS FOR THE YEAR	11	25	15	44	62	33

STATEMENT OF COMPREHENSIVE INCOME

Translation differences	-5	29	17	34	-2	-19
Items that will be subsequently reversed in the income statement	-5	29	17	34	-2	-19
Revaluation of net pension liabilities	0	0	0	0	-1	-1
Items that will not be reversed in the income statement	0	0	0	0	-1	-1
Other comprehensive income for the period, net after tax	-5	29	17	34	-3	-20
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	6	54	32	78	58	13

Other comprehensive income attributable to:

Parent company shareholders	11	25	15	44	62	33
Non-controlling interests	0	0	0	0	0	0
Total comprehensive income attributable to:						
Parent company shareholders	6	54	32	78	58	13
Non-controlling interests	0	0	0	0	0	0

Attributable to Parent company shareholders (SEK)

Earnings per share, before dilution	0.40	0.91	0.55	1.61	2.27	1.21
Earnings per share, after dilution	0.39	0.90	0.54	1.59	2.24	1.19
Average number of shares during the period (million)	27.3	27.3	27.3	27.3	27.3	27.3
Number of shares at the end of the period (million)	27.3	27.3	27.3	27.3	27.3	27.3

CONSOLIDATED BALANCE SHEET (SEK M)	2024-06-30	2023-06-30	2023-12-31
Goodwill	359	390	345
Other intangible assets	57	80	60
Fixed assets	380	342	317
Other fixed assets	8	12	10
Inventories	322	427	338
Accounts receivables	163	178	118
Other receivables	32	31	28
Cash and bank	94	92	53
Assets held for sale	0	0	64
TOTAL ASSETS	1,415	1,554	1,333
Equity	650	664	643
Provisions	50	40	48
Financial liabilities regarding additional purchase price (earnouts)	55	150	53
Interest-Bearing liabilities	371	356	338
Lease liabilities	67	73	79
Accounts payable	114	110	60
Other liabilities	108	161	90
Liabilities held for sale	0	0	22
TOTAL EQUITY AND LIABILITIES	1,415	1,554	1,333

CONSOLIDATED CASH FLOW (SEK M)	2024/Q2	2023/Q2	2024/Q1-Q2	2023/Q1-Q2	2023/Q1-Q4
Profit/loss from operating activities					
Profit/loss before tax	13	33	17	58	78
Adjustments for items not included in cash flow	10	14	31	47	66
Taxes paid	0	-5	-2	-6	-13
Cash flow from operating activities before changes in working capital	23	42	47	99	132
Change in working capital					
Change in inventories	-52	-22	-62	13	50
Change in current receivables	15	14	-47	-41	2
Change in current liabilities	28	-18	58	6	-31
CASH FLOW FROM OPERATING ACTIVITIES	14	17	-4	77	153
Investments activities					
Investments in intangible fixed assets	-2	-5	-4	-7	-8
Investments in property, plant and equipment	-2	-9	-4	-15	-15
Property, plant and equipment sold	0	1	0	2	0
Acquired and divested subsidiaries	0	0	38	0	-50
Change in other financial fixed assets	-2	3	0	3	0
CASH FLOW FROM INVESTMENT ACTIVITIES	-6	-10	30	-17	-74
Financing activities					
Amortisation of loans	-310	6	-310	-1	-21
Borrowings	310	1	310	12	17
Change in other financial liabilities	33	0	26	0	-29
Dividend	-12	-11	-12	-11	-22
CASH FLOW FROM FINANCING ACTIVITIES	21	-4	14	0	-55
CASH FLOW FOR THE YEAR	30	3	40	60	24
Cash and cash equivalents at start of year including translation difference	64	89	54	32	29
Cash and cash equivalents at the end of the period	94	92	94	92	53

From 2023 onwards, net investments in assets related to strategic rental materials are presented as part of cash flow from operating activities. In the second quarter, net investments amounted to SEK 63 M (3) and accumulated SEK 88 M (21). Gross investments in machines, equipment and buildings amounted to SEK 119 M (21). Depreciation according to plan amounted to SEK 32 M (48).

CHANGE OF EQUITY (SEK M)	2024-06-30	2023-06-30	2023-12-31
Opening balance	643	608	608
Total comprehensive income for the period	32	78	58
Dividend	-25	-22	-22
Closing balance equity attributable to the shareholders of the parent company	650	664	643

The Annual General Meeting resolved to pay a dividend of SEK 0.90 per share, to be paid on two occasions in equal parts. The record date for the first payment of SEK 0.45 was April 24, 2024, and the record date for the second payment of SEK 0.45 is set to October 30, 2024.

GROUP KEY FIGURES

Net debt	2024-06-30	2023-06-30	2023-12-31
Interest-bearing liabilities to credit institutions	371	356	340
Interest-bearing provision for pensions	11	11	11
Cash and cash equivalents	-94	-92	-53
Financial net debt	288	275	298
Liabilities regarding additional purchase price (earnouts)	55	150	53
Lease liabilities under IFRS 16	67	73	79
Total net debt including IFRS 16	410	498	430

Find definitions on page 16.

HAKI Safety signed a new credit facility agreement for an amount of SEK 500 M, including an option to extend the facility with an additional SEK 200 M.

By the end of this quarter, granted but unutilised credit facilities were SEK 163 M (64). The credit agreement is subject to customary financial covenants measured on a quarterly basis. The Group fulfilled these covenants June 30, 2024.

KEY FIGURES	2024/Q2	2023/Q2	2024/Q1- Q2	2023/Q1- Q2
Sales measures				
Net sales growth, %	-15	-5	-24	10
Organic growth, %	-6	-23	-17	-12
Percentage of revenue outside of Sweden, %	87	87	85	87
Profitability measures				
Gross margin, %	36.6	35.7	36.3	33.5
Operating margin, %	6.7	9.6	5.0	9.3
Adjusted EBITA margin, %	7.6	10.6	6.7	10.0
Adjusted EBITDA margin, %	15.4	17.7	14.5	16.5
Adjusted EBITA margin R12, %			6.0	7.6
Adjusted EBITDA margin R12, %			13.9	14.2
Return measures and measures on capital structure				
Interest coverage ratio ² , times			2.9	5.8
Net debt/equity ratio, times			0.4	0.4
Return on Capital Employed ² , %			5.6	9.6
Return on Equity, after tax ² , %			5.1	9.6
Return on Total Assets, before tax ² , %			4.0	6.2
Financial net debt / adjusted EBITDA excl IFRS 16 R12			2.4	1.9
Total Net debt / adjusted EBITDA incl IFRS 16 R12			2.9	2.9
Equity per share, SEK			23.8	24.3
Group Equity/assets ratio			46	43
Parent company Equity/assets ratio			45	49
Other				
Number of employees at the end of the period			293	312

Definitions page 16.

Items affecting comparability	2024/Q2	2023/Q2	2024/Q1-Q2	2023/Q1-Q2
Revaluation of additional purchase price liabilities (earn-outs)	0	0	0	0
Write-down of acquisition related assets	0	0	0	0
Acquisition and divestment related revenue/costs (net)	0	0	-5	0
Restructuring costs	0	0	0	0
Total	0	0	-5	0

Adjusted EBITA	2024/Q2	2023/Q2	2024/Q1-Q2	2023/Q1-Q2
Operating profit	18	30	25	62
Amortisation acquisition-related intangible assets	2	2	4	4
EBITA	20	32	29	66
Reversal of items affecting comparability	0	0	5	0
Adjusted EBITA	20	32	34	66

Adjusted EBITDA	2024/Q2	2023/Q2	2024/Q1-Q2	2023/Q1-Q2
Operating profit	18	30	25	62
Depreciation according to plan	17	23	32	48
EBITDA excluding IFRS 16	35	53	57	110
Adjusted EBITDA excluding IFRS 16*	35	53	62	110
Depreciation of right-of-use assets IFRS16	5	8	11	14
EBITDA including IFRS 16	40	61	68	124
Adjusted EBITDA including IFRS 16*	40	61	73	124

SPLIT OF NET SALES (MSEK)	2024				2023		
Net sales per product category	Q2	Q1	Q4	Q3	Q2	Q1	Q1-Q4
System scaffold	110	114	125	114	151	181	57 ¹
Work zone safety	94	71	71	78	90	92	331
Digital solutions and technical support	37	34	28	21	25	38	112
Other	22	23	47	38	45	43	173
Group total	263	242	271	251	311	355	1,188

SPLIT OF NET SALES (MSEK)	2024				2023		
Split of net sales	Q2	Q1	Q4	Q3	Q2	Q1	Q1-Q4
Over time ¹	4	9	6	4	4	9	22
Direct sales	259	233	265	247	307	346	1,166
Group total	263	242	271	251	311	355	1,188

¹ Relates to service agreements.

SPLIT OF NET SALES (MSEK)

	2024				2023		
	Q2	Q1	Q4	Q3	Q2	Q1	Q1-Q4
Sweden	34	42	38	37	40	45	160
Denmark	26	34	27	20	27	24	98
Norway	63	61	61	61	85	89	296
UK	58	47	55	47	58	108	268
France	28	25	27	28	21	29	105
Austria	33	22	25	31	34	34	124
Canada	4	4	13	14	12	4	43
Other markets	17	7	25	13	34	22	94
Group total	263	242	271	251	311	355	1,188

PARENT COMPANY INCOME STATEMENT (SEK M)	2024-06-30	2023-06-30	2023-12-31
Administrative expenses	-16	-13	-24
Other operating income	3	4	9
Other operating expenses	0	0	0
OPERATING PROFIT	-13	-9	-15
Share of profit or loss in associated companies	14	10	10
Net financial items	-8	-6	-10
PROFIT AFTER FINANCIAL ITEMS	-7	-5	-15
Appropriations	0	0	19
Income tax	0	0	1
NET PROFIT	-7	-5	5

PARENT COMPANY BALANCE SHEET (SEK M)	2024-06-30	2023-06-30	2023-12-31
Fixed assets	193	201	204
Other current assets	625	589	601
Cash and bank (cash equivalents)	27	47	10
TOTAL ASSETS	845	837	815
Equity	377	398	409
Interest-bearing liabilities	346	335	313
Other liabilities	122	104	93
TOTAL EQUITY AND LIABILITIES	845	837	815

DEFINITIONS

HAKI Safety presents financial measurements in the interim report which are not defined by IFRS. The purpose of presenting these measurements is to give certain additional information to the reader that is considered to be of value for the understanding of the financial information. These alternative performance measurements shall be seen as a complement in addition to the financial measurements in accordance with IFRS. Definitions of the alternative performance measurements are presented below. A numerous reconciliation of the alternative performance measurements is available on the HAKI Safety website, www.hakisafety.com

Adjusted EBITA

Operating profit before amortisations and write down of goodwill, trademarks, and customer relations excluding results from revaluation of earnouts, restructuring costs and acquisition and divestment-related items

Adjusted EBITA margin

Adjusted EBITA divided by net sales

Adjusted EBITDA

Operating profit before amortisations and write down of goodwill, trademarks, and customer relations, excluding results from revaluation of earnouts and reversal of items affecting comparability

Adjusted EBITDA margin

Adjusted EBITDA divided by net sales

Capital employed

Equity plus interest-bearing liabilities, including provision for pensions and leasing liabilities minus cash and cash equivalents

Earnings per share

Net result in relation to the number of shares. The calculation of earnings per share after dilution is based on the full effect of the call option program

EBIT

Earnings before interest and taxes

EBITA

Operating profit before amortisations and write down of goodwill, trademarks, and customer relations and excluding results from revaluation of earnouts. The purpose of this alternative performance measurement is to present the underlying profit level

EBITA margin

EBITA divided by net sales

EBITDA

Earnings before interest, taxes, depreciation, and amortisation

EBITDA excl IFRS 16

EBITDA adjusted with accounting effect from IFRS16

EBITDA excl IFRS 16 margin

EBITDA adjusted with accounting effect from IFRS16 divided by net sales

EBITDA margin

EBITDA divided by net sales

Equity/assets ratio

Equity in relation to total assets

Equity per share

Equity in relation to the number of shares

Financial net debt

Interest-bearing liabilities to credit institutions, interest-bearing provision for pension, deducted by cash and cash equivalents

Financial net debt / adjusted EBITDA excl IFRS16

Financial net debt in relation to adjusted EBITDA excluding IFRS16

Gross margin

Net sales minus cost of goods sold in relation to net sales

Interest Coverage ratio

Earnings before tax plus interest income in relation to interest costs

Net debt/equity ratio

Financial net debt in relation to Equity

Net sales growth

Change in net sales in relation to previous periods

Operating margin

Operating result in relation to net sales

Organic growth

Net sales growth adjusted to the effect of changed currencies, acquisitions and divestments

Return on capital employed

Earnings before tax plus interest costs in relation to average capital employed

Return on Equity, after tax

Net result in relation to average equity

Return on total assets, before tax

Earnings before tax plus interest costs in relation to total assets

Total net debts including IFRS 16

Interest-bearing liabilities to credit institutions, interest-bearing provision for pensions, earn-out liabilities from acquisitions and leasing liabilities minus cash and cash equivalents

FINANCIAL CALENDAR

- Wednesday, October 23, 2024, Interim report July–September 2024
- Wednesday, February 5, 2025, Interim report October–December 2024 and Year-end report 2024

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This information is information that HAKI Safety AB is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was issued, by the contact persons above, for publication on July 12, 2024, at 07:00 am CEST.

This is a translation of the original Swedish version. If there are any differences between this translation and the original Swedish language, the latter shall prevail.

HAKI SAFETY

HAKI Safety (formerly Midway Holding) is an international industrial group, focusing on safety products and solutions that create safe working conditions at temporary workplaces.

The group has annual sales of about SEK 1.2 billion and has since 1989 been listed on the Nasdaq Stockholm Small Cap.

HAKI Safety offers a wide range of products and solutions within system scaffold, work zone safety, and digital and technical solutions that help customers achieve safety and efficiency in their various environments.

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