# INTERIM REPORT 1 January – 31 March 2024



### THE FIRST QUARTER

- Net revenue totalled SEK 825 million (896)
- Operating profit amounted to SEK 31 million (87)
- Profit before tax amounted to SEK 17 million (73)
- Profit after tax amounted to SEK 13 million (57)
- Earnings per share were SEK 0.22 (0.99)
- Cash flow from operating activities amounted to SEK 23 million (39)

#### Important events during the period

Graniten Engineering was acquired

## Events after the end of the period

Dansk Rotations Plastic was acquired



## SUMMARY OF THE INTERIM PERIOD JANUARY - MARCH 2024

Net revenue, SEK m	825	(896)
Net profit for the period, SEK m	13	(57)
Earnings per share, SEK	0.22	(0.99)
Profit margin, %	2.1	(8.2)

## CEO'S COMMENTS ON THE GROUP'S DEVELOPMENT DURING THE PERIOD



#### THE GROUP

The start of the year was characterised to a great extent by ongoing difficult market conditions. Within our largest business unit, Industrial Solutions, incoming orders were weak, particularly from the can industry, while the climate for new investments in the packaging sector remained cool. More generally, we were also impeded by the low level of activity within the medical technology sector and widespread uncertainty within most of our other customer segments. Business dealings within new business areas contributed volume but did not generate sufficient profitability to compensate for the poorer results achieved within established niches.

Group revenue fell by 8 per cent in relation to the comparison period. Operating profit decreased by 64 per cent and the operating margin was 3.8 per cent (9.8). The profit margin amounted to 2.1 per cent (8.2). Cash flow from operating activities totalled SEK 23 million (39).

The Uddevalla-based automation company Graniten Engineering was acquired at the end of the quarter and is now part of the Industrial Solutions business unit. The acquisition of Dansk Rotations Plastic (DRP) was completed after the end of the period, and it will primarily complement Cipax within the Industrial Products business unit.

#### THE INDUSTRIAL PRODUCTS BUSINESS UNIT

In relation to the comparison period, sales fell by 10 per cent and operating profit decreased by 35 per cent.

Most of the companies in the business unit reported stable volumes and good profitability. However, the combined earnings were impaired as a result of weak performance in the two Norwegian businesses. There are several reasons for this but these are mainly linked to lower productivity and significantly reduced volumes as regards boats. Incoming orders were generally slightly weaker than antici-



pated, but varied both between and within affected sectors. Many new projects were launched and will gradually impact on margins going forward. The focus remains on investments in product development and the cultivation of new markets for proprietary products. Several activities linked to new materials and circular flows, for example, are also in progress.

#### THE INDUSTRIAL SOLUTIONS BUSINESS UNIT

In relation to the comparison period, sales fell by 8 per cent and operating profit decreased by 72 per cent.

Reduced project volumes related to the can industry have been compensated to some extent by sales within new business areas. However, the investments that have been made in marketing efforts have impacted on profitability in the short term, and earnings for the quarter were weak overall. The performance levels within the business unit varied though, as can be seen from the strengthened margins achieved by Polyketting, Fredriksons and CIM, for example. In the prevailing market conditions, other companies have had difficulty in rapidly adapting their own resources when major projects are being delayed or orders are withdrawn at short notice. The business unit is therefore working on a strategic transition in order to position itself on new markets and within new sectors with a combined offer. The automation company Graniten Engineering was acquired during the quarter, which is complementing existing operations and creating new business opportunities.

#### THE PRECISION TECHNOLOGY BUSINESS UNIT

In relation to the comparison period, sales fell by 5 per cent and operating profit decreased by 13 per cent.

Generally speaking, the trend for the companies in the business unit was cautiously positive at the start of the year. Major customers, primarily within medical technology and automotive, remained hesitant as regards their placement of orders, although higher levels of activity were noted among several smaller players. The volumes in relation to the defence sector rose further. KMV and Lasertech demonstrated good profitability, although the performance of the other companies in the business unit varied from fair to weak. Overall, earnings were slightly poorer than during the comparison period, although the margins improved in relation to the previous quarter. The adaptation of the businesses is continuing in parallel with intensive sales activities.

#### FUTURE DEVELOPMENT

The prospects for the immediate future have not change significantly compared to our estimates following the previous quarter. The general uncertainty persists and there are many challenges. The trend in our businesses, particularly the project-related operations, is to a great extent dependent on a more favourable global economy, and there are no clear signs of a turnaround in this respect yet.

We have implemented many changes within our organisations with the aim of adapting costs to the prevailing conditions. With our ambition of adopting an aggressive approach even in challenging situations, there is a delicate balance between tightening our belts and retaining resources for future growth. As regards the latter, we have also increased our level of activity in respect of acquisitions over the past twelve-month period. Two companies were added during 2023, and these were joined by Graniten in March. Dansk Rotations Plastic (DRP) was acquired after the end of the quarter.

Graniten develops high-tech automation solutions and has a very interesting modular concept for the production of pharmaceuticals in small volumes. This is a new customer segment for the Group, and Graniten is also bringing technical expertise which its new sister companies can benefit from in their operations.

DRP will allow us to expand our capacity and extend our offering of proprietary products. We are also able to access new markets where DRP holds a leading position.

In summary, we can state that we have a challenging period ahead of us, but at the same time we have good potential to gear up when opportunities present themselves.

Lennart Persson President and CEO

## **GROUP OVERVIEW**

The XANO Group is made up of engineering companies that offer manufacturing and development services for industrial products and automation equipment. The Group is represented in the Nordic region, Estonia, the Netherlands, Poland, China, the USA and Australia. The operations are divided up into the Industrial Products, Industrial Solutions and Precision Technology business units.



#### INDUSTRIAL PRODUCTS

Q1 2024 vs Q1 2023: Sales fell by 10 per cent and operating profit decreased by 35 per cent.

		2024	2023	2023
		Q1	Q1	Q1–Q4
Net sales	SEK m	210	234	852
Operating profit	SEK m	13	21	75
Operating margin	%	6.4	8.9	8.8

Operations within the Industrial Products business unit comprise the design, manufacture and sale of plastic components and systems produced by means of rotational moulding, injection moulding and blow moulding. Deliverables include both customer-specific and proprietary products.

#### INDUSTRIAL SOLUTIONS

Q1 2024 vs Q1 2023: Sales fell by 8 per cent and operating profit decreased by 72 per cent.

		<b>2024</b> Q1	<b>2023</b> Q1	<b>2023</b> Q1–Q4
Net sales	SEK m	502	544	2,126
Operating profit	SEK m	18	64	226
Operating margin	%	3.5	11.8	10.6

Lundgren Machinery is included as from 1 June 2023. Integrated Packaging Solutions is included as from 30 September 2023. Graniten Engineering is included as from 22 March 2024.

#### PRECISION TECHNOLOGY

Q1 2024 vs Q1 2023: Sales fell by 5 per cent and operating profit decreased by 13 per cent.

		2024	2023	2023
		Q1	Q1	Q1–Q4
Net sales	SEK m	113	119	455
Operating profit	SEK m	11	12	37
Operating margin	%	9.7	10.5	8.1

Companies within the Industrial Solutions business unit supply in-house developed automation solutions, such as packaging machines, accumulators and conveyor systems, to the packaging and food industries. Operations also comprise industrial end-to-end production software solutions as well as contract assignments for advanced industrial products in small and medium-sized production runs.

Operations within the Precision Technology business unit cover component and system manufacture using advanced cutting processes, laser welding and 3D printing for the production of parts involving demanding quality and precision requirements.

## FINANCIAL DISCLOSURES AND OTHER INFORMATION

#### GENERAL INFORMATION

All amounts are reported in millions of Swedish kronor and relate to the Group, unless otherwise indicated. Amounts in brackets refer to the corresponding period last year.

#### **REVENUE AND PROFIT**

Net revenue totalled SEK 825 million (896). Operating profit amounted to SEK 31 million (87), corresponding to an operating margin of 3.8 per cent (9.8). Profit before tax was SEK 17 million (73).

#### SHARE DATA AND KEY FIGURES

Basic earnings per share were SEK 0.22 (0.99). Equity per share was SEK 28.36 (27.30). The average number of outstanding shares was 59,131,166. The equity/assets ratio was 43 per cent (42) at the end of the period. The average number of employees was 1,391 (1,380).

#### IMPORTANT EVENTS DURING THE PERIOD

On 22 March, XANO acquired the automation company Graniten Engineering AB, based in Uddevalla, Sweden. Graniten develops and produces high technology solutions for automation processes. Its customers are leading players in pharma, medtech and healthcare, mainly located in Europe. The company has 70 employees and net sales totalled SEK 100 million during the 2022/2023 financial year. Graniten is a part of XANO's Industrial Solutions business unit. Graniten is long known for the manufacture of case packers and the development of automation solutions. Networking in pharma, medtech and other industries offers additional growth opportunities for both Graniten and its new sister companies. Graniten will also continue to work with existing business opportunities in contract manufacturing. Consolidation is effective as of 22 March 2024. The acquisition is initially expected to have a marginal impact on XANO's earnings per share.

#### EVENTS AFTER THE END OF THE PERIOD

On 5 April, XANO acquired the renowned rotational moulding company Dansk Rotations Plastic ApS (DRP). Based in Kalve-

have, Denmark, DRP has been developing and manufacturing rotomoulded polymer products for over 50 years. The company's services include everything from design and toolmaking to production and post-processing. Its customers are leading companies involved in cleantech, chemical industry, lighting and furniture manufacturing, mainly located in Denmark. DRP's sales are evenly distributed between customer-specific assignments and in-house developed products in industry, agriculture, cleantech and leisure. The company reported a turnover of DKK 47 million for the 2022/2023 financial year. DRP is a part of XANO's Industrial Products business unit, which includes companies that work in polymer materials and have a strong focus on sustainability. DRP complements operations at Cipax by adding expertise and production capacity, as well as providing access to new markets. Cipax already has a strong position in the Nordic region and Northern Europe. The acquisition creates new business opportunities for the proprietary product ranges in the industry, marine and cleantech segments at both Cipax and DRP. Consolidation will be effective as of 5 April 2024. The acquisition is expected to have a marginal impact on XANO's earnings per share.

In connection with the acquisition, 179,442 own Class B shares were transferred. After this transaction, XANO holds 329,690 own class B shares corresponding to 0.6 per cent of total share capital.

#### INVESTMENTS

Net investments in non-current assets came to SEK 96 million (35), of which SEK 81 million related to business combinations, SEK 4 million to intangible assets, SEK 9 million to property, plant and equipment and SEK 2 million to right-of-use assets.

#### CASH FLOW AND LIQUIDITY

Cash flow from operating activities amounted to SEK 23 million (39). Higher inflow from trade receivables largely compensates for weaker earnings and lower advance payments from customers in relation to the comparison period.

Liquid assets, including lines of credit granted but not utilised, totalled SEK 1,390 million (1,378) on the closing day.

#### RISKS AND UNCERTAINTY FACTORS

The Group's main risks and uncertainty factors include operational risks associated with customers and suppliers and other external factors such as price risks for input goods. In addition, there are financial risks as a result of changes in exchange rates and interest rate levels.

The Group's operations span many different sectors and customer segments, which generally entails a good spreading of risk. We also enjoy a high level of preparedness to make adjustments. The conflict in Ukraine and the lingering effects of the coronavirus pandemic still constitute risk and uncertainty factors that could entail significant consequences for the Group's operations. These risk and uncertainty factors relate primarily to a lack of access to components, disruptions in the supply chain, price rises and insufficient access to energy. The willingness to invest on the part of some of the Group's major customers is also closely linked to the development of the global economy.

A statement on the Group's other main financial and operational risks can be found on pages 103–104 of the 2023 annual report.

#### ANNUAL GENERAL MEETING 2024

The upcoming AGM will take place at Elmia Kongress & Konserthus in Jönköping at 4 p.m. on Thursday 16 May 2024.

#### NEXT REPORT DATE

The interim report for the period 1 January to 30 June 2024 will be presented on Tuesday 9 July 2024.

Jönköping, 25 April 2024

Board of Directors

This report has not been reviewed by the company's auditor.

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME		2024 3 mths	2023 3 mths	<b>23/24</b> 12 mths	2023
(SUMMARY, SEK million)	Note	Jan-Mar	Jan-Mar	Apr-Mar	Jan-Dec
Net revenue	3	825	896	3,360	3,431
Cost of goods sold		-667	-695	-2,650	-2,678
Gross profit		158	201	710	753
Selling expenses		-85	-72	-308	-295
Administrative expenses		-45	-42	-177	-174
Other operating income		7	5	51	49
Other operating expenses	2	-4	-5	-30	-31
Profit from participations in associated companies		0	0	-1	-1
Operating profit		31	87	245	301
Financial income		6	4	23	21
Financial expenses	2	-20	-18	-98	-96
Profit before tax	3	17	73	170	226
Тах	4	-4	-16	-39	-51
Net profit for the period	8	13	57	131	175
- of which attributable to shareholders of the Parent Company		13	57	131	175
OTHER COMPREHENSIVE INCOME					
Items that may be reclassified to net profit for the period					
Change in hedging reserve including tax	5	1	-2	-7	-10
Translation differences	5	12	-2	2	-12
Other comprehensive income		13	-4	-5	-22
Comprehensive income for the period		26	53	126	153
- of which attributable to shareholders of the Parent Company		26	53	126	153
Basic earnings per share, SEK	6	0.22	0.99	2.24	3.0
Diluted earnings per share, SEK	6	0.22	0.99	2.24	3.0

CONSOLIDATED STATEMENT OF FINANCIAL POSITION		2024	2023	2023
(SUMMARY, SEK million)	Note	31 Mar	31 Mar	31 Dec
ASSETS				
Goodwill		1,153	968	1,136
Other intangible non-current assets		168	65	100
Property, plant and equipment		724	711	725
Right-of-use assets		123	132	122
Other non-current assets		9	4	9
Total non-current assets		2,177	1,880	2,092
Inventories		505	591	509
Current receivables	7	872	1,076	851
Cash and cash equivalents	7	311	208	309
Total current assets		1,688	1,875	1,669
TOTAL ASSETS		3,865	3,755	3,761
EQUITY AND LIABILITIES				
Equity		1,677	1,583	1,651
Non-current liabilities	7	1,240	1,122	1,201
Current liabilities	7	948	1,050	909
TOTAL EQUITY AND LIABILITIES		3,865	3,755	3,761

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY	2024 31 Mar	2023 31 Mar	2023 31 Dec
Opening balance	1,651	1,530	1,530
Net profit for the period	13	57	175
Other comprehensive income	13	-4	-22
Comprehensive income for the period	26	53	153
Conversion of personnel convertibles	-	-	70
Cash dividends paid	-	-	-102
Total transactions with shareholders	-	-	-32
Closing balance	1,677	1,583	1,651
– of which attributable to shareholders of the Parent Company	1,677	1,583	1,651

CONSOLIDATED CASH FLOW STATEMENT		2024 3 mths	2023	23/24	2023
(SUMMARY, SEK million)	Note	Jan-Mar	Jan-Mar	Apr-Mar	Jan-Dec
Operating profit		31	87	245	301
Interest and income tax paid/received and adjustments for non-cash items		-6	4	9	19
Change in working capital		-2	-52	249	199
Cash flow from operating activities		23	39	503	519
Investments					
Acquisitions of subsidiaries	8	-15	-	-228	-213
Other		-11	-17	-94	-100
Cash flow after investments		-3	22	181	206
Cash dividends paid		-	-	-102	-102
Cash flow from other financing activities		-13	7	12	32
Cash flow for the period		-16	29	91	136
Cash and cash equivalents at the start of the period		309	178	208	178
Exchange rate differences in cash and cash equivalents		18	1	12	-5
Cash and cash equivalents at the end of the period		311	208	311	309

#### NOTES, GROUP

## NOTE 1 ACCOUNTING POLICIES

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and applicable regulations of the Swedish Annual Accounts Act. The Group and the Parent Company apply the same accounting policies as described in the 2023 annual report with the exceptions of new or revised standards, interpretations and improvements, which are applied as from 1 January 2024. The critical assessments and the sources of estimates when preparing this interim report are the same as in the most recent annual report.

#### NOTE 2

#### COMMENTS ON ITEMS REPORTED IN THE CONSOLIDATED INCOME STATEMENT

The amount reported as Other operating income for the 2023 full year, includes non-recurring items of SEK 9.7 million in respect of electricity support to Swedish companies.

Financial expenses include exchange rate losses on financial items amounting to SEK -18.9 million in the 2023 full year and SEK 0.8 million (-2.9) for the first quarter.

#### • NOTE 3 NET REVENUE AND PROFIT/LOSS BEFORE TAX

Net revenue refers to revenue from contracts with customers. The information on segments is provided from the management's perspective, which means that reporting corresponds to the way in which the information is presented internally. The Group reports on the following segments: Industrial Products, Industrial Solutions and Precision Technology. The operations within each segment are described on page 4. The segments are reported in accordance with the same accounting policies as the Group. Market conditions are applied to transactions between the segments.

NET REVENUE AND BREAKDOWN OF INCOME BY SEGMENT	2024 3 mths	<b>2023</b> 3 mths	2023 12 mth
(SEK million)	Jan-Mar	Jan-Mar	Jan-De
INDUSTRIAL PRODUCTS	210	234	852
Breakdown by geographic market <sup>1</sup>			
Sweden	88	89	338
Rest of the Nordic countries	29	41	153
Rest of Europe	92	102	354
Rest of the world	1	2	
Breakdown by type of product			
Proprietary products	44	58	20
Customer-specific manufacturing	166	176	64
Breakdown by timing of revenue recognition			
Goods and services transferred at a point in time	210	234	85
NDUSTRIAL SOLUTIONS	502	544	2,12
Breakdown by geographic market <sup>1)</sup>	002		_/
Sweden	117	119	50
Rest of the Nordic countries	26	27	12
Rest of Europe	241	286	92
Rest of the world	118	112	57
Breakdown by type of product	110	112	57
Proprietary products	380	386	1,66
Customer-specific manufacturing	122	158	46
Breakdown by timing of revenue recognition	122	100	40
Goods and services transferred at a point in time	174	169	65
Services transferred over time	28	17	8
Projects transferred over time	300	358	1,38
	500		
PRECISION TECHNOLOGY	113	119	45
Breakdown by geographic market <sup>1)</sup>			
Sweden	93	104	38
Rest of the Nordic countries	3	2	-
Rest of Europe	13	10	4
Rest of the world	4	3	1
Breakdown by type of product		4	
Proprietary products	-	1	
Customer-specific manufacturing	113	118	45
Breakdown by timing of revenue recognition Goods and services transferred at a point in time	113	119	45
GROUP TOTAL Breakdown by geographic market <sup>1)</sup>	825	896	3,43
Breakdown by geographic market <sup>1)</sup> Sweden	298	311	1,22
Rest of the Nordic countries	298	70	28
	346	398	
Rest of Europe Rest of the world	346 123	398 117	1,32 59
	123	117	59
Breakdown by type of product	404	1.1E	100
Proprietary products	424	445	1,86
Customer-specific manufacturing	401	451	1,56
Breakdown by timing of revenue recognition	407	E 01	105
Goods and services transferred at a point in time	497	521	1,95
Services transferred over time	28	17	8
Projects transferred over time	300	358	1,38

<sup>1)</sup> Revenue by geographic market refers to revenue from customers according to where the customers are located.

NET REVENUE BY SEGMENT	2024	2023	23/24	2023
(SEK million)	3 mths Jan-Mar	3 mths Jan-Mar	12 mths Apr-Mar	12 mths Jan-Dec
Industrial Products	210	234	828	852
Industrial Solutions	502	544	2,084	2,126
Precision Technology	113	119	449	455
Eliminations	-	-1	-1	-2
Group total	825	896	3,360	3,431

PROFIT/LOSS BEFORE TAX BY SEGMENT <sup>1)</sup>	2024	2023	23/24	2023
	3 mths	3 mths	12 mths	12 mths
(SEK million)	Jan-Mar	Jan-Mar	Apr-Mar	Jan-Dec
Industrial Products	9	17	51	59
Industrial Solutions	4	54	113	163
Precision Technology	8	10	21	23
Undistributed items	-4	-8	-15	-19
Group total	17	73	170	226

<sup>1)</sup> The segment figures refer to the profit/loss before the distribution of group-wide costs and tax in accordance with internal reporting. Undistributed items mainly refer to the Parent Company.

## NOTE 4

## ΤΑΧ

Tax amounts to 23 per cent (22) for the interim period.

#### • NOTE 5 OTHER COMPREHENSIVE INCOME

Change in hedging reserve including tax refers to the effective component of the change in value of derivative instruments used for hedge accounting. Translation differences refer to the effects of changes in exchange rates when net investments in non-Swedish subsidiaries are translated to SEK. The amount is reported net of hedging contracts.

#### • NOTE 6 EARNINGS PER SHARE

BASIC EARNINGS PER SHARE	2024 3 mths Jan-Mar	2023 3 mths Jan-Mar	23/24 <sup>12</sup> mths Apr-Mar	2023 12 mths Jan-Dec
Net profit for the period, SEK million	13.2	57.1	131.5	175.4
Average number of outstanding shares, thousands <sup>1)</sup>	59,131	57,985	58,586	58,302
Basic earnings per share, SEK $^{1}$	0.22	0.99	2.24	3.01

DILUTED EARNINGS PER SHARE	2024 3 mths Jan-Mar	2023 3 mths Jan-Mar	23/24 <sup>12</sup> mths Apr-Mar	2023 12 mths Jan-Dec
Net profit for the period, SEK million	13.2	57.1	131.5	175.4
Interest expense on convertible bonds, SEK million <sup>2)</sup>	-	1.2	2.4	3.6
Issue expenses for convertible bonds, SEK million	-	0.0	0.1	0.1
Adjusted income, SEK million	13.2	58.3	134.0	179.1
Average number of outstanding shares, thousands $^{\mbox{\tiny 1}}$	59,131	57,985	58,586	58,302
Adjustment for presumed conversion of convertible bonds, thousands $^{\scriptscriptstyle 1\!\!0}$	-	1,148	546	830
Average number of outstanding shares after dilution, thousands $^{\mbox{\tiny 1}\mbox{\tiny 2}}$	59,131	59,133	59,132	59,132
Diluted earnings per share, SEK <sup>1)</sup>	0.22	0.99	2.24	3.01

<sup>1)</sup> Due to conversion, 1,146,084 shares were issued in September 2023.

<sup>2)</sup> Constitutes current interest for convertible loan adjusted to market interest rate.

On the closing day, the total number of shares stands at 59,640,298, divided between 14,577,600 Class A shares and 45,062,698 Class B shares. After deduction for the company's own holding, 509,132 Class B shares, the number of outstanding shares is 59,131,166. The average number of outstanding shares was 59,131,166 during the interim period. The average number of shares in the company's custody was 509,132 during the interim period. Each Class A share entitles ten votes, and each Class B share entitles one vote. The number of votes, following deductions for the company's own holding, is 190,329,566 on the closing day.

#### • NOTE 7 FINANCIAL ASSETS AND LIABILITIES

Financial assets and liabilities comprise cash and cash equivalents, accounts receivable, loan claims, loan liabilities, accounts payable and any derivatives. The financial assets and liabilities are distributed by category as stated below.

DISTRIBUTION BY CATEGORY 2024-03-31 (2023-03-31) (SEK m)	measu	al assets ed at fair e through ehensive income	receivabl	d accounts le valued at accrued sition value	Financial lia measured value through and loss stat	d at fair h profit	Financi liabilities r at fair valu other comp	e through	Other finar	ncial liabilities	To	otal carrying amount		Fair value <sup>1)</sup>
Accounts receivable	_	()	529	(642)			_	()			529	(642)	529	(642)
Derivative instruments 2, 3)	-	(—)	-	-			9	17			9	(17)	9	(17)
Cash and cash equivalents	-	(—)	311	(208)			-	(-)			311	(208)	311	(208)
Total financial assets	-	(-)	840	(850)			9	17			849	(867)		
Loan liabilities					-	(-)	-	()	1,031	(910)	1,031	(910)	1,031	(910)
Lease liabilities					-	(-)	-	()	125	(130)	125	(130)		
Convertible loan					-	(-)	-	()	-	(69)	-	(69)	-	(70)
Bank overdraft facilities					-	(-)	-	()	2	(28)	2	(28)	2	(28)
Total interest-bearing liabilities					-	(-)	-	()	1,158	(1,137)	1,158	(1,137)		
Accounts payable					-	(—)	-	(-)	287	(325)	287	(325)	287	(325)
Total financial liabilities					-	(-)	-	(-)	1,445	(1,462)	1,445	(1,462)		

<sup>1)</sup> The fair value of financial assets and liabilities, with the exception of the convertible loan and lease liabilities, is estimated to be the same as their carrying amount in all material respects.

<sup>2)</sup> Current receivables include interest derivatives measured at fair value of SEK 9 million (14) for the interim period and SEK 8 million for the full year. The derivatives are used for hedging purposes and belong to value level 2 under IFRS 13. The fair value measurement is based on a number of factors, including forward interest rates produced on the basis of observable yield curves.

<sup>31</sup> Current liabilities include currency derivatives measured at fair value of SEK – million (3) for the interim period and SEK – million for the full year. The derivatives are used for hedging purposes and belong to value level 2 under IFRS 13. The fair value measurement is based on several factors, including observable data such as fixing rates and swap rates for the currency in question.

## NOTE 8 BUSINESS COMBINATIONS

Graniten Engineering AB is included in the consolidated results from 22 March 2024.

According to preliminary acquisition calculation, the total value of acquired assets and liabilities, purchase price and the effect on the Group's liquid assets are as follows:

Graniten Engineering (SEK million)	Reported value in subsidiary	Fair value adjustment	Consolidated fair value
Intangible non-current assets	61	9	70
Property, plant and equipment	4	-	4
Financial assets	2	-	2
Right-of-use assets	_	7	7
Current assets	24	-	24
Non-current liabilities	-11	-4	-15
Current liabilities	-73	-4	-77
Net assets/purchase price	7	8	15
Liquid assets in acquired businesses			0
Transaction costs			0
Total cash flow attributable to acquired business			15

The total purchase sum amounted to SEK 15 million and was paid in cash. The acquisition preliminary brings surplus values totalling SEK 8 million distributed between goodwill (SEK 4 million) and customer relations (SEK 4 million). The transaction costs are estimated at SEK 0.5 million. Goodwill relates to synergy effects. The expectation is that synergies will mainly be achieved by means of the acquisition adding adjacent technical skills and introducing new market niches to existing operations of the Industrial Solutions business unit. The utilisation of common resources will also entail coordination advantages. The technical design capabilities of Graniten are expected to allow the business unit companies to empower their development of market openings within other industries, like packaging and EV Battery. Networking in pharma, medtech and other industries offers additional growth opportunities for both Graniten and its new sister companies.

The acquired unit contributed SEK 4 million in net revenue and approx. SEK -1 million in net profit after the deduction of acquisition costs, write-offs from surplus values and financial expenses attributable to the acquisitions. If the acquired units had been included in the Group throughout the whole period, revenue would have amounted to SEK 850 million, while net profit would have been approx. SEK 13 million.

In 2023, Lundgren Machinery AB and Integrated Packaging Solutions, LLC were acquired.

SHARE DATA, GROUP	2024 3 mths Jan-Mar	2023 3 mths Jan-Mar	23/24 12 mths Apr-Mar	2023 12 mths Jan-Dec
Average number of outstanding shares, thousands	59,131	57,985	58,586	58,302
Average number of outstanding shares after dilution, thousands	59,131	59,133	59,132	59,132
Basic earnings per share, SEK	0.22	0.99	2.24	3.01
Diluted earnings per share, SEK	0.22	0.99	2.24	3.01
Cash flow from operating activities per share, SEK	0.39	0.68	8.62	8.91
Total number of shares on closing day, thousands	59,640	58,494	59,640	59,640
Number of shares in own custody on closing day, thousands	509	509	509	509
Number of outstanding shares on closing day, thousands	59,131	57,985	59,131	59,131
Equity per share on closing day, SEK	28.36	27.30	28.36	27.91
Share price on closing day, SEK	84.60	97.60	84.60	76.40

All comparison figures have been recalculated due to the 2:1 share split carried out in June 2022.

KEY FIGURES, GROUP	2024 3 mths Jan-Mar	2023 3 mths Jan-Mar	<b>23/24</b> 12 mths <b>Apr-Mar</b>	2023 12 mths Jan-Dec
Operating margin, %	3.8	9.8	7.3	8.8
Profit margin, %	2.1	8.2	5.1	6.6
Interest-bearing liabilities, SEK million	1,158	1,137	1,158	1,115
Deferred tax liabilities, SEK million	105	113	105	104
Lines of credit granted but not utilised, SEK million	1,079	1,170	1,079	1,108
Return on equity p.a., %	3.2	14.7	8.1	11.0
Return on capital employed p.a., %	5.4	13.6	9.6	11.6
Return on total capital p.a., %	3.9	9.9	7.0	8.5
Average equity, SEK million	1,664	1,557	1,624	1,595
Average capital employed, SEK million	2,800	2,680	2,811	2,772
Average total capital, SEK million	3,813	3,680	3,862	3,810
Interest coverage ratio, multiple	1.8	5.1	2.7	3.4
Equity/assets ratio, %	43	42	43	44
Depreciation, SEK million	35	33	142	140
EBITDA, SEK million	66	120	387	441
Net investments in non-current assets, SEK million	96	35	439	378
Employees, average number	1,391	1,380	1,384	1,381

QUARTERLY SUMMARY, GROUP	2024 <sub>Q1</sub>	2023 <sub>Q1</sub>	2023 <sub>Q4</sub>	2022 <sub>Q4</sub>	2023 <sub>Q3</sub>	2022 <sub>Q3</sub>	2023 <sub>Q2</sub>	2022 Q2
			4	40	45	69	92	92
Net revenue, SEK m	825	896	836	806	757	776	942	942
Gross profit, SEK m	158	201	179	139	159	156	214	204
Operating profit, SEK m	31	87	54	34	58	63	102	98
Profit before tax, SEK m	17	73	23	19	44	57	86	95
Net profit for the period, SEK m	13	57	18	23	33	44	67	74
Comprehensive income for the period, SEK m	26	53	-2	28	27	53	75	91
Operating margin, %	3.8	9.8	6.5	4.2	7.7	8.1	10.7	10.5
Profit margin, %	2.1	8.2	2.9	2.4	5.7	7.2	9.1	10.1
Equity/assets ratio, %	43	42	44	42	41	41	40	40
Basic earnings per share, SEK <sup>1)</sup>	0.22	0.99	0.30	0.40	0.57	0.76	1.15	1.28
Cash flow from operating activities per share, SEK $^{\mbox{\tiny 1}}$	0.39	0.68	5.58	1.63	2.45	-0.34	0.20	0.98

 $^{\scriptscriptstyle 1\!\!/}$  The comparison figures have been recalculated due to the 2:1 share split carried out in June 2022.

For definitions, see page 14.

## DEFINITIONS

#### AVERAGE NUMBER OF EMPLOYEES

Average number of employees during the period based on working hours. Employees who are covered by short-term work/ temporary layoffs are only included to the extent that relates to actually worked time.

#### BASIC EARNINGS PER SHARE

Net profit in relation to the average number of outstanding shares.

#### CAPITAL EMPLOYED

Balance sheet total less non-interest-bearing liabilities.

**CASH FLOW FROM OPERATING ACTIVITIES PER SHARE** Cash flow from operating activities in relation to the average number of outstanding shares.

#### DILUTED EARNINGS PER SHARE

Net profit plus costs relating to convertible loan in relation to the average number of outstanding shares plus the average number of shares added at conversion of outstanding convertibles.

#### EBITDA

Operating profit plus depreciation and amortisation of tangible and intangible non-current assets.

#### EQUITY PER SHARE

Equity in relation to the number of outstanding shares on the closing day.

#### EQUITY/ASSETS RATIO

Equity in relation to total capital.

#### INTEREST COVERAGE RATIO

Profit before tax plus financial expenses in relation to financial expenses.

#### NET INVESTMENTS

Closing balance less opening balance plus amortisation/ depreciation, impairment costs and translation differences relating to non-current assets.

#### OPERATING MARGIN

Operating profit in relation to net revenue.

#### ORGANIC GROWTH

Growth in net revenue generated by the Group's own efforts and in existing structure. The amount has not been adjusted for exchange rate fluctuations.

#### PROFIT MARGIN

Profit before tax in relation to net revenue.

#### RETURN ON CAPITAL EMPLOYED

Profit before tax plus financial expenses in relation to average capital employed.

**RETURN ON EQUITY** Net profit in relation to average equity.

**RETURN ON TOTAL CAPITAL** Profit before tax plus financial expenses in relation to average total capital.

#### **REVENUE GROWTH** Net revenue for the period in relation to net revenue for a comparative period.

**TOTAL CAPITAL** Total equity and liabilities (balance sheet total).

## **KEY FIGURES**

Key figures included in this report derive primarily from the disclosure requirements according to IFRS. Other performance indicators, known as alternative key figures, describe e.g. the profit trend, financial strength and how the Group has invested its capital.

Presented key figures take the nature of the business into account and are deemed to provide relevant information to shareholders and other stakeholders for assessing the Group's potential to carry out strategic investments, fulfil financial commitments and provide yield for shareholders at the same time as achieving comparability with other companies. The margin measures are also presented internally for each segment.

For reconciliation of key figures, see page 106 in the 2023 annual report.

INCOME STATEMENT, PARENT COMPANY		2024	2023	2023
		3 mths	3 mths	12 mths
(SUMMARY, SEK million)	Note	Jan-Mar	Jan-Mar	Jan-Dec
Net revenue	1	7.9	7.2	29.7
Selling and administrative expenses		-11.1	-10.4	-40.3
Operating profit/loss		-3.2	-3.2	-10.6
Profit from participations in Group companies		-	-	115.3
Other financial items		7.2	-1.7	0.1
Profit/loss after financial items		4.0	-4.9	104.8
Appropriations		-	-	55.7
Tax	2	-0.8	1.0	-10.5
Net profit for the period		3.2	-3.9	150.0
Statement of comprehensive income				
Net profit for the period		3.2	-3.9	150.0
Other comprehensive income		-	-	-
Comprehensive income for the period		3.2	-3.9	150.0

BALANCE SHEET, PARENT COMPANY (SUMMARY, SEK million)	2024 31 Mar	2023 31 Mar	2023 31 Dec
ASSETS			
Non-current assets	206.9	221.6	206.9
Current assets	1,171.9	1,035.6	1,108.5
EQUITY AND LIABILITIES			
Equity	620.7	496.0	617.5
Untaxed reserves	59.0	88.0	59.0
Non-current liabilities	250.0	250.0	250.0
Current liabilities	449.1	423.2	388.9
BALANCE SHEET TOTAL	1,378.8	1,257.2	1,315.4

STATEMENT OF CHANGES IN EQUITY, PARENT COMPANY (SUMMARY, SEK million)	2024 31 Mar	2023 31 Mar	2023 31 Dec
Opening balance	617.5	499.9	499.9
Comprehensive income for the period	3.2	-3.9	150.0
Conversion of personnel convertibles	-	-	69.9
Cash dividends paid	-	-	-102.3
Closing balance	620.7	496.0	617.5

CASH FLOW STATEMENT, PARENT COMPANY	2024	2023	2023
	3 mths	3 mths	12 mths
(SUMMARY, SEK million)	Jan-Mar	Jan-Mar	Jan-Dec
Operating profit/loss	-3.2	-3.2	-10.6
Interest and income tax paid/received and adjustments for non-cash items	-2.8	-17.3	150.3
Change in working capital	5.0	-29.3	-49.9
Cash flow from operating activities	-1.0	-49.8	89.8
Investments	-	-0.1	-0.1
Cash flow after investments	-1.0	-49.9	89.7
Financing	-	28.3	-102.4
Cash flow for the period	-1.0	-21.6	-12.7
Cash and cash equivalents at the start of the year	8.7	21.7	21.7
Exchange rate differences in cash and cash equivalents	0.5	-0.1	-0.3
Cash and cash equivalents at the end of the period	8.2	0.0	8.7

#### NOTE 1

Net revenue refers to revenue from contracts with customers. 100 per cent (100) of the Parent Company's net revenue comes from invoicing to subsidiaries.

## NOTE 2

Income tax amounts to 21 per cent (21).

The Parent Company, XANO Industri AB (publ) with corporate identity number 556076-2055, is a public limited liability company with its registered office in Jönköping, Sweden.



XANO Industri AB (publ) | Industrigatan 14 B | SE-553 02 Jönköping | Sweden Phone: +46 (0)36 31 22 00 | info@xano.se | www.xano.se