## Interim Report for Nilörngruppen AB (publ) Q2, January - June 2024



## Period April - June

- Order intake increased by 24 percent to MSEK 208 (167)
- Net sales in SEK increased by 14 percent to MSEK 262 (230)
- Net sales adjusted for currency effects amounted to MSEK 261, representing an underlying organic increase of 14 percent
- $\quad$ Operating profit amounted to MSEK 25.6 (16.1)
- $\quad$ Profit before tax amounted to MSEK 24.8 (12.7)
- $\quad$ Net profit for the period amounted to MSEK 18.7 (9.2)
- Earnings per share amounted to SEK 1.64 (0.81)


## Period January - June

- Order intake increased by 13 percent to MSEK 441 (390)
- Net sales in SEK increased by 12 percent to MSEK 504 (451)
- Net sales adjusted for currency effects amounted to MSEK 504, representing an underlying organic increase of 12 percent
- $\quad$ Operating profit amounted to MSEK 48.1 (33.0)
- $\quad$ Profit before tax amounted to MSEK 46.0 (27.1)
- $\quad$ Net profit for the period amounted to MSEK 35.4 (20.3)
- Earnings per share amounted to SEK 3.11 (1.78)



## CEO Statement

Dear shareholders,
It is pleasing to report continued strong development during the second quarter. Operating profit amounted to SEK 26 million with an operating margin of 10 percent. Order intake increased by 24 percent to MSEK 208, which is positive for the upcoming season.

The outdoor segment continues to show a positive trend as previously predicted in the Q1 report. However, there is a slightly weaker development in the luxury segment compared to previous strong quarters. We also see positive development in variable labels and packaging, which now together account for 27 and 21 percent of sales, respectively.

We are also seeing great interest in Nilörn:CONNECT, which is a digital solution to support our customers in terms of transparency and traceability down to the product level.

Nilörn:CONNECT offers customers various solutions to support them on the way to the Digital Product Passport (EU), and our strategic collaboration with Worldfavor broadens and deepens our offering.

Our factories in Bangladesh and Portugal continue to perform well. At the same time, planning for new factories in both countries is underway, although still at an early stage. The establishment in Vietnam is now complete with offices and warehouses and printing production will be established during the autumn

We are ready to handle both challenges and opportunities in the market and look forward to continuing our positive development throughout the rest of the year.

Krister Magnusson

## Period April-June <br> Order Bookings

The order intake increased by 24 percent to 208 (167) MSEK. This is a result of increased activity among our customers, especially within the luxury and outdoor segments.

## Net Revenue

Sales in SEK increased by 14 percent to MSEK 262 (230). The impact of currency on sales was marginal in the quarter.

## Gross Profit

The gross margin amounted to 44.1 (41.6) percent. Our Sourcing organization has performed well, allowing us to increase the margin despite market price pressure. Variations in gross profit between quarters are primarily attributable to individual orders and the distribution of product groups, where, for example, packaging has a lower gross profit margin.

## Other Income, Costs, and Depreciation

Other operating income amounted to MSEK 3.3 (8.2), mainly attributable to currency effects. Other operating expenses of MSEK 3.9 (5.2) are primarily related to currency.

External costs amounted to MSEK 21.7 (20.5), and personnel costs amounted to MSEK 59.3 (54.4). The increase in personnel costs is due to more employees and an increase in bonuses related to higher profits. Depreciation increased to MSEK 8.2 (7.8).

## Operating Profit

The operating result amounted to MSEK 25.6 (16.1), resulting in an operating margin of 9.8 (7.0) percent.

## Net Finance Items, Taxes, and Profit for the Period

Net financial items amounted to MSEK -0.9 (-3.4). This is a result of decreased interest-bearing debt and the fact that the previous year included a currency loss.

Tax amounted to MSEK -6.1 (-3.5), resulting in an average tax rate of 24.3 percent. Net profit for the period amounted to MSEK 18.8 (9.2), with earnings per share of 1.64 (0.81) SEK.

## Cash Flow, Capital Expenditures, Financing, and Liquidity

Cash flow from operating activities amounted to MSEK 31.5 (-7.6). Both inventories and account receivables have had a positive impact. Cash flow from investing activities amounted to MSEK -2.6 (-5.5).

## Segments

As shown in the segment reporting in Note 2, there has been an increase in Sweden and Asia, while sales in Europe have decreased. Operating profit has decreased in Sweden, while it has increased in Asia

## Period January-June

## Order Bookings

The order intake increased by 13 percent to 441 (390) MSEK.

## Net Revenue and Result

Sales in SEK increased by 12 percent to MSEK 504 (451).
Net sales adjusted for currency effects amounted to MSEK 504 (451), representing an underlying increase of 12 percent. The gross margin was 43.8 (42.3) percent.

Other operating income amounted to MSEK 7.4 (12.5). External costs amounted to MSEK 41.3 (39.7), and personnel costs amounted to MSEK 115.4 (108.0).

Depreciation increased to MSEK 16.5 (15.1).
The operating result amounted to MSEK 48.1 (33.0), resulting in an operating margin of 9.5 (7.3) percent.

Tax amounted to MSEK -10.5 (-6.8), Net profit for the period amounted to MSEK 35.4 (20.3).

## Segments

As shown in the segment reporting in Note 2, there has been a slight decline in both sales and profits in Sweden, while Europe and Asia have increased. This is attributed to more customers and increased volumes in our factories in Portugal and Bangladesh.

## Equity

The group's equity amounts to MSEK 323.1 (300.0). The change during the period is attributed to the period's profit of MSEK 35.4, a dividend paid of MSEK 11.4, and translation differences of MSEK 4.3. The translation difference is a net effect from converting equity in foreign subsidiaries to SEK and has been positively impacted by the depreciation of the krona.

Cash Flow, Capital Expenditures, Financing, and Liquidity
Cash flow from operating activities amounted to MSEK 31.6 (6.5). Inventory levels have now normalised which has affected the cash flow positively. Cash flow from investing activities amounted to MSEK -9.6 (-10.2).

Net cash (debt) at the end of the period amounted to MSEK 3.6 (42.2), with the leasing standard IFRS 16 increasing in-terest-bearing debt by MSEK 15.2 (13.7). Comparable figures, excluding reclassification under IFRS 16, show net cash (debt) of MSEK 18.7 (28.5). The dividend has burdened cash flow by MSEK 11.4 (57.0).

## Personnel

The average number of employees in the group was 612 (593), of which 251 (250) were women (in relation to year-
end). Out of the total number of employees, 56 percent are engaged in production and warehousing.

## Transactions with Related Parties

No transactions between Nilörngruppen and related parties that have materially affected the group's results and financial position have taken place during the period apart from paying out dividend. The parent company's transactions with subsidiaries involve design, product development, IT, and other services.

## Parent Company

The parent company's operations mainly involve managing group-wide functions such as branding and design, product development, finance, administration, information, and IT. The average number of employees amounted to 28 (26) persons.

Net sales for the year amounted to MSEK 15.9 (17.2). Operating profit amounted to MSEK -3.0 (-3.8) and net profit amounted to MSEK 33.0 (20.0).

## Risks and Uncertainties

With its international operations, Nilörngruppen is continually exposed to various financial risks. The significant risks and
uncertainties Nilörngruppen is exposed to include currency risks, political risks in individual countries, credit risks, and IT security, as outlined in Nilörngruppen's 2023 annual report, note 2.

## Audit

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

## Calendar

- October 25, 2024: Interim report Q3
- February 12, 2025: Year-end report

This information is information that Nilörngruppen AB is obligated to disclose under the EU Market Abuse Regulation. The information was submitted for publication on July 16, 2024, at 08:00 a.m. through the contact person below.

The Board of Directors and the CEO assure that the interim report provides a true and fair overview of the company's and the group's operations, position, and results, and describes the significant risks and uncertainties that the company and the entities included in the group face.

BORÅS 16 July 2024
NILÖRNGRUPPEN AB (PUBL)

| Petter Stillström | Magnus Johansson | Ann-Christine Hvittfeldt | Johan Larsson |
| :--- | :--- | :--- | :--- |
| Chairman of the Board | Member of the Board | Member of the Board | Member of the Board |


| Per Wagnås | Annika Elfström | Krister Magnusson |
| :--- | :--- | :--- |
| Member of the Board | Member of the Board | CEO |

FOR FURTHER INFORMATION CONTACT
Krister Magnusson, CEO
Mobile: 0704852114
E-mail: krister.magnusson@nilorn.com
Nilörngruppen $A B$
Box 499
50313 Borås
www.nilorn.com

## Summary Financial Reports - the Group

## Consolidated Income Statement

|  | 3 months April-June |  | 6 months January-June |  |
| :---: | :---: | :---: | :---: | :---: |
| Amounts in SEK thousand | 2024 | 2023 | 2024 | 2023 |
| Net revenue | 262000 | 230194 | 504338 | 451464 |
| Raw materials, supplies and goods for resale | -146565 | -134 423 | -284 178 | -260 486 |
| Gross profit | 115435 | 95771 | 220160 | 190978 |
| Other operating revenue | 3345 | 8217 | 7410 | 12518 |
| Other external costs | -21734 | -20 538 | -41 249 | -39 722 |
| Personnel costs | -59 279 | -54 396 | -115 376 | -108 038 |
| Depreciation, amortisation and impairment charges | -8 220 | -7 781 | -16500 | -15 121 |
| Other operating costs | -3 915 | -5 209 | -6 348 | -7626 |
| Operating profit | 25632 | 16064 | 48097 | 32989 |
| Net finance items | -872 | -3 409 | -2 139 | -5 884 |
| Profit before taxes | 24760 | 12655 | 45958 | 27105 |
| Taxes | -6 014 | -3 457 | -10523 | -6 814 |
| Net profit for the period | 18746 | 9198 | 35435 | 20291 |
| Average number of shares outstanding (thousands) | 11402 | 11402 | 11402 | 11402 |
| Average number of shares outstanding after dilution (thousands) | 11402 | 11402 | 11402 | 11402 |
| Earnings per share, SEK | 1.64 | 0.81 | 3.11 | 1.78 |
| Earnings per share, SEK after dilution | 1.64 | 0.81 | 3.11 | 1.78 |

Consolidated Statement of Comprehensive Result

| Amounts in SEK thousand |  | 2023 | $\begin{gathered} \text { Janua } \\ 2024 \end{gathered}$ | $2023$ |
| :---: | :---: | :---: | :---: | :---: |
| Net profit for the period Other comprehensive result that may be reposted to net profit for the period | 18746 | 9198 | 35435 | 20291 |
| Translation differences | -6 405 | 3102 | 4264 | 2253 |
| Total profit for the period | 12341 | 12300 | 39699 | 22544 |
| Total profit for the period attributable to: |  |  |  |  |
| The Parent Company's equity holders | 12391 | 12422 | 39586 | 22417 |
| Minority interest | -50 | -122 | 113 | 127 |

## Distribution by product group



2023 Q1-Q2


## Quarterly Income Statements

| Amount in MSEK) | 2024 |  | 2023 |  |  |  | 2022 |  |  |  | 2021 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Net revenue | 242.3 | 262.0 | 221.3 | 230.2 | 214.7 | 203.7 | 242.3 | 269.1 | 232.0 | 199.3 | 175.2 | 175.2 | 203.4 | 234.5 |
| Raw materials, supplies and goods for resale | -137.6 | -146.6 | -126.1 | -134.4 | -117.3 | -112.3 | -136.2 | -150.8 | -127.6 | -111.7 | -93.9 | -91.8 | -110.5 | -128.0 |
| Gross profit | 104.7 | 115.4 | 95.2 | 95.8 | 97.4 | 91.3 | 106.2 | 118.3 | 104.4 | 87.6 | 81.3 | 83.4 | 92.9 | 106.5 |
| Gross margin | 43.2\% | 44.1\% | 43.0\% | 41.6\% | 45.4\% | 44.9\% | 43.8\% | 44.0\% | 45.0\% | 44.0\% | 46.4\% | 47.6\% | 45.7\% | 45.4\% |
| Other income | 4.1 | 3.3 | 4.3 | 8.2 | 5.5 | 7.4 | 2.7 | 7.2 | 8.2 | 14.3 | 3.5 | 1.7 | 1.8 | 4.8 |
| Operating costs | -78.0 | -84.9 | -75.2 | -80.1 | -73.6 | -81.9 | -61.8 | -72.9 | -67.2 | -80.8 | -51.7 | -55.8 | -58.9 | -64.2 |
| Depreciation, amortisation and impairment charges | -8.3 | -8.2 | -7.3 | -7.8 | -8.5 | -7.6 | -6.9 | -7.7 | -8.4 | -6.9 | -6.2 | -6.3 | -6.5 | -7.0 |
| Operating profit | 22.5 | 25.6 | 16.9 | 16.1 | 20.8 | 9.2 | 40.2 | 44.9 | 37.0 | 14.2 | 26.9 | 23.0 | 29.3 | 40.1 |
| Operating margin | 9.3\% | 9.8\% | 7.6\% | 7.0\% | 9.7\% | 4.5\% | 16.6\% | 16.7\% | 16.0\% | 7.1\% | 15.4\% | 13.1\% | 14.4\% | 17.1\% |
| Operating profit per share | 2.0 | 2.2 | 1.5 | 1.4 | 1.8 | 0.8 | 3.5 | 3.9 | 3.2 | 1.2 | 2.4 | 2.0 | 2.6 | 3.5 |

Quarterly Development



## Consolidated Balance Sheet

| Amounts in SEK thousand | 2024-06 | 2023-06 | $\mathbf{2 0 2 3 - 1 2}$ | $\mathbf{2 0 2 2 - 1 2}$ |
| :--- | ---: | ---: | ---: | ---: |
| Assets |  |  |  |  |
| Intangible non-current assets | 51417 | 43841 | 47989 | 38619 |
| Other non-current assets | 113806 | 119547 | 120495 | 122914 |
| Inventories | 156057 | 192418 | 165813 | 212130 |
| Trade receiveables | 132640 | 120355 | 106363 | 99009 |
| Other current assets | 37700 | 43703 | 32470 | 28222 |
| Cash and cash equivalents | 87594 | 98443 | 104719 | 113086 |
| Total assets | $\mathbf{5 7 9} 214$ | 618307 | 577849 | 613980 |
|  |  |  |  |  |
| Equity and liabilities |  |  |  |  |
| Equity | 323123 | 300015 | 294822 | 333219 |
| Long-term interest-bearing liabilites | 4907 | 29724 | 8707 | 30748 |
| Long-term non-interest-bearing liabilities | 5956 | 6963 | 6379 | 7018 |
| Current interest-bearing liabilities | 79098 | 110907 | 102785 | 64872 |
| Current non-interest-bearing liabilities | 166130 | 170697 | 165156 | 178123 |
| Total equity and liabilities | $\mathbf{5 7 9} 214$ | 618307 | 577849 | 613980 |

## Changes in Consolidated Equity

2024

| Amounts in SEK thousand | Share capital | Other contributed capital | Reserves | Retained earnings including net profit for the period | Total | Minority <br> Interest | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OPENING EQUITY 2024-01-01 | 2850 | 43231 | -12 551 | 260943 | 294473 | 352 | 294825 |
| Net profit for the period |  |  |  | 35322 | 35322 | 113 | 35435 |
| Other total profit |  |  |  |  |  |  |  |
| Translation differences during the period |  |  | 4271 |  | 4271 | -7 | 4264 |
| Transactions with shareholders |  |  |  |  |  |  |  |
| Dividend |  |  |  | -11401 | -11401 |  |  |
|  |  |  |  |  |  |  | -11401 |
| CLOSING EQUITY 2024-06-30 | 2850 | 43231 | -8 280 | 284864 | 322665 | 458 | 323123 |

2023

| Amounts in SEK thousand | Share capital | Other contributed capital | Reserves | Retained earnings including net profit for the period | Total | Minority Interest | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OPENING EQUITY 2023-01-01 | 2850 | 43231 | 6311 | 280827 | 333219 | 1262 | 334481 |
| Net profit for the period |  |  |  | 20164 | 20164 | 127 | 20291 |
| Other total profit |  |  |  |  |  |  |  |
| Translation differences during the period |  |  | 2164 |  | 2164 | 89 | 2253 |
| Transactions with shareholders |  |  |  |  |  |  |  |
| Dividend |  |  |  | -57 010 | -57 010 | 0 | -57 010 |
| CLOSING EQUITY 2023-06-30 | 2850 | 43231 | 8475 | 243981 | 298537 | 1478 | 300015 |

## Key Financial Indicators for the Period 1 January - 31 June

|  | 1 January - 31 June |  | 1 January - 31 December |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| KEY FINANCIAL INDICATORS | 2024 | 2023 | 2023 | 2022 | 2021 | 2020 | 2019 |
| Revenue grow th, \% | 11.7 | -12.0 | -7.7 | 19.6 | 27.5 | -13.6 | 0.5 |
| Operating margin, \% | 9.5 | 7.3 | 7.2 | 14.5 | 15.2 | 8.2 | 9.3 |
| Profit margin, \% | 9.1 | 6.0 | 6.0 | 14.0 | 14.7 | 7.6 | 8.8 |
| Average equity | 309.0 | 316.6 | 314.0 | 305.8 | 244.0 | 198.3 | 183.7 |
| Return on equity, \% | 17.5 | 17.5 | 12.5 | 33.0 | 35.8 | 16.9 | 25.7 |
| Equity ratio, \% | 55.8 | 48.5 | 51.0 | 54.3 | 50.0 | 49.7 | 45.3 |
| Interest-bearing net cash (liabilities -) excluding IFRS16, MSEK* | 18.6 | -28.5 | 16.9 | 39.3 | 75.1 | 24.8 | -33.9 |
| Earnings per share, SEK | 3.11 | 1.77 | 3.45 | 8.86 | 7.67 | 2.94 | 4.14 |
| Equity per share, SEK | 28.34 | 26.31 | 25.86 | 29.22 | 24.40 | 18.40 | 16.37 |
| Dividend per share, SEK** | - | - | 1.00 | 5.00 | 5.00 | 2.00 | 0.00 |
| Average number of shares outstanding | 11401988 | 11401988 | 11401988 | 11401988 | 11401988 | 11401988 | 11401988 |
| Number of shares outstanding at end of period | 11401988 | 11401988 | 11401988 | 11401988 | 11401988 | 11401988 | 11401988 |
| Average number of employees | 612 | 594 | 593 | 587 | 553 | 499 | 494 |

## Consolidated Cash Flow Statement

| Amounts in SEK thousand | April-June |  | January-June |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2024 | 2023 | 2024 | 2023 |
| Operating activities |  |  |  |  |
| Operating profit | 25631 | 16064 | 48097 | 32989 |
| Adjustment for items not included in cash flow |  |  |  |  |
| Depreciation, amortisation and impairment charges | 8220 | 7781 | 16500 | 15121 |
| Other non cash generated items | -300 | -2 578 | -225 | -4 245 |
|  | 33551 | 21267 | 64372 | 43865 |
| Interest income | 842 | 405 | 1354 | 555 |
| Interest expense | -1413 | -1 236 | -3 267 | -2 194 |
| Paid taxes | -4 882 | 2946 | -9 992 | -3 331 |
| Cash flow from operating activities before changes in working capital | 28098 | 23382 | 52467 | 38895 |
| Cash flow from changes in working capital |  |  |  |  |
| Inventories | 10056 | 12950 | 14551 | 21537 |
| Trade receivables | 13356 | -708 | -21364 | -22515 |
| Other short-term receivables | 2259 | -5 659 | -5 230 | -15481 |
| Trade payables | 11205 | -1 225 | 3054 | 11916 |
| Other liabilities | -33 513 | -36354 | -11884 | -27850 |
| Cash flow from operating activities | 31461 | -7614 | 31594 | 6502 |
| Investment activities |  |  |  |  |
| Acquisition of intangible non-current assets | -1724 | -4 611 | -3 380 | -5 748 |
| Acquisition of tangible non-current assets | -931 | -687 | -6 045 | -4 317 |
| Change in long-term receivable | 88 | -180 | -167 | -143 |
| Cash flow from investment activities | -2 567 | -5 478 | -9 592 | -10 208 |
| Financing activities |  |  |  |  |
| Repayment/raising loans | -2 911 | 50623 | -19 010 | 53458 |
| Amortisation IFRS16 | -4 987 | -4 845 | -10271 | -9 349 |
| Paid dividend | -11401 | -57010 | -11401 | -57010 |
| Cash flow from financing activities | -19 299 | -11232 | -40 682 | -12901 |
| Cash flow for the year | 9595 | -24 324 | -18680 | -16 607 |
| Cash and cash equivalents at beginning of period | 79259 | 119727 | 104719 | 113085 |
| Translation difference in cash and cash equivalents | -1 260 | 3040 | 1555 | 1964 |
| Cash and cash equivalents at end of period | 87594 | 98443 | 87594 | 98442 |

## NIIÖRN

## Summary Financial Reports - Parent Company

Parent Company Income Statement

| Amounts in SEK thousand | 3 months |  | 6 months |  |
| :---: | :---: | :---: | :---: | :---: |
|  | April-June |  | January-June |  |
|  | 2024 | 2023 | 2024 | 2023 |
| Net revenue | 5433 | 8600 | 15890 | 17169 |
| Other operating income | 5298 | 0 | 5298 | 0 |
| Total revenue | 10731 | 8600 | 21188 | 17169 |
| Other external costs | -3797 | -3 013 | -7165 | -7 163 |
| Personnel costs | -7 719 | -5 926 | -14750 | -11981 |
| Depreciation, amortisation and impairment charges | -1 199 | -963 | -2 226 | -1784 |
| Operating profit | -1984 | -1 302 | -2 953 | -3 759 |
| Net finance items | 23685 | 23947 | 38933 | 23954 |
| Profit after finance items | 21701 | 22645 | 35980 | 20195 |
| Taxes | -1414 | -120 | -3 018 | -217 |
| Net profit for the period | 20287 | 22525 | 32962 | 19978 |

Since there are no comprehensive profit items, comprehensive income coincides with the period's results.

## Parent Company Balance Sheet

| Amounts in SEK thousand | 2024-06 | 2023-06 | 2023-12 | 2022-12 |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
| Intangible non-current assets | 37975 | 29914 | 34481 | 26287 |
| Tangible non-current assets | 1188 | 1280 | 1253 | 617 |
| Financial non-current assets | 130926 | 158588 | 130926 | 151689 |
| Short-term receivables | 129584 | 140542 | 105701 | 104028 |
| Total assets | 299673 | 330324 | 272361 | 282621 |
| Equity and liabilities |  |  |  |  |
| Equity | 180553 | 145790 | 158994 | 182822 |
| Untaxed reserves | 14353 | 16370 | 14353 | 16370 |
| Current liabilities | 104767 | 168164 | 99014 | 83429 |
| Total equity and liabilities | 299673 | 330324 | 272361 | 282621 |

## Notes

## 1. Accounting Policies

The consolidated financial statements, similar to those for 2023, have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU and the Swedish Financial Reporting Board's recommendation no. 1 (RFR 1). The parent company, similar to the annual report for 2023, prepares its financial statements in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation no. 2 (RFR 2). The interim report has been prepared in accordance with IAS 34 and the Swedish Annual Accounts Act. Disclosures in accordance with IAS 34.16A are provided not only in the financial statements and their accompanying notes but also in other parts of the interim report.

Since January 1, 2019, Nilörngruppen has applied IFRS 16 Leases. The Group has applied the simplified transition method and has therefore not restated comparative figures. The simplification rule, that the right-of-use asset should equal the lease liability, has been applied upon transition. No transition effect is reported in equity. An adjustment regarding the presentation of the cash flow of IFRS 16 has been made for the financial year and the comparison year, which affected the cash flow from operating activities and the cash flow from investing activities by the corresponding amount. Complete leasing accounting principles are found in the 2023 Annual Report. See also Note 2 for the impact of IFRS 16 on the quarter. The parent company has chosen to apply the exemptions in RFR 2, which means that all lease agreements will continue to be recognized as operating leases.

## New accounting principles for 2024

No new accounting principles that have materially affected Nilörn have come into effect for the year 2024

## 2. IFRS 16 Leasing

| Report of financial position |  | fect of IFRS |
| :--- | ---: | ---: | ---: | ---: |
| $\mathbf{1 6}$ | incl. effect of IFRS |  |
| $\mathbf{1 6}$ |  |  |


| Report of effects on profit | Jan-Jun 2024 | Of which effect of IFRS | Jan-Jun 2024 not incl. effect of IFRS |
| :---: | :---: | :---: | :---: |
| Other external cost | -41 249 | 10271 | -51520 |
| Depreciation, amortisation and impairment | -16500 | -9 645 | -6 855 |
| Net finance items | -2 139 | -323 | -1816 |
| Taxes | -10523 | -60 | -10 463 |
| Total | -70 411 | 243 | -70 654 |
| Key financial indicators | Jan-Jun 2024 | Of which effect of IFRS | Jan-Jun 2024 not incl. effect of IFRS |
| Operating margin | 9.8\% | 0.1\% | 9.7\% |
| Net cash and cash equivalents (liabilities -), |  |  |  |
| MSEK | 3.6 | -15.2 | 18.7 |
| Equity ratio, \% | 55.8\% | -1.4\% | 57.2\% |

3. Information by Geographic Area

Primary segment - geographic areas
Period April-June 2024

|  | Sweden | Europe | Asia | Intra Group | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  |  |  |  |  |
| External revenue | 11024 | 103454 | 147522 | 0 | 262000 |
| Total revenue | 11024 | 103454 | 147522 | 0 | 262000 |
| Profit |  |  |  |  |  |
| Operating profit | 808 | 12366 | 13962 | -1504 | 25632 |
| Interest income |  |  |  | 767 | 767 |
| Interest expense |  |  |  | -1639 | -1639 |
| Taxes on the on the period's profit |  |  |  | -6 014 | -6 014 |
| Net profit for the period | 808 | 12366 | 13962 | -8 390 | 18746 |

Period April-June 2023

|  | Sweden | Europe | Asia | Intra Group | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  |  |  |  |  |
| External revenue | 10489 | 114918 | 104787 | 0 | 230194 |
| Total revenue | 10489 | 114918 | 104787 | 0 | 230194 |
| Profit |  |  |  |  |  |
| Operating profit | 1933 | 12564 | 2404 | -837 | 16064 |
| Interest income |  |  |  | 405 | 405 |
| Interest expense |  |  |  | -3814 | -3814 |
| Taxes on the profit for the year |  |  |  | -3457 | -3 457 |
| Net profit for the year | 1933 | 12564 | 2404 | -7 703 | 9198 |

Period January-June 2024

|  | Sweden | Europe | Asia | Intra Group | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  |  |  |  |  |
| External revenue | 19344 | 207847 | 277147 | 0 | 504338 |
| Total revenue | 19344 | 207847 | 277147 | 0 | 504338 |
| Profit |  |  |  |  |  |
| Operating profit | 1426 | 24294 | 24368 | -1991 | 48097 |
| Interest income |  |  |  | 1354 | 1354 |
| Interest expense |  |  |  | -3 493 | -3 493 |
| Taxes on the on the period's profit |  |  |  | -10523 | -10 523 |
| Net profit for the period | 1426 | 24294 | 24368 | -14 653 | 35435 |

Period January-June 2023

|  | Sweden | Europe | Asia | Intra Group | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  |  |  |  |  |
| External revenue | 20348 | 196627 | 234489 | 0 | 451464 |
| Total revenue | 20348 | 196627 | 234489 | 0 | 451464 |
| Profit |  |  |  |  |  |
| Operating profit | 4036 | 20688 | 10892 | -2 627 | 32989 |
| Interest income |  |  |  | 555 | 555 |
| Interest expense |  |  |  | -6 439 | -6 439 |
| Taxes on the profit for the year |  |  |  | -6814 | -6814 |
| Net profit for the year | 4036 | 20688 | 10892 | -15 325 | 20291 |

## 4. Definitions of alternative key financial indicators

ESMA (The European Securities and Markets Authority) has published guidelines for alternative key financial indicators for companies with securities listed on a regulated market within EU. These guidelines shall be applied to alternative key financial indicators used starting 3 October 2016. Reference is made in the annual accounts to a number of non-IFRS performance metrics used to help investors as well as management to analyse the company's operations. These financial metrics should therefore not be seen as replacements for metrics defined according to IFRS. Since all companies do not calculate financial metrics in the same way, they are not always comparable with metrics used by other companies. These financial metrics should therefore not be seen as replacements for metrics defined according to IFRS. We describe below the various non-IFRS performance metrics used as a complement to the financial information reported in accordance with IFRS and how these metrics have been used.

Definitions of key financial indicators not defined by IFRS

| Non IFRS-metric | Definition | Calculation | Justification |
| :---: | :---: | :---: | :---: |
| Average Equity | Equity at the beginning of the period, plus equity at the end of the period, divided by two | (323 123+294 822) / 2 | The metric is the difference between the Group's assets and liabilities, which is equivalent to consolidated equity contributed by owners and the consolidated aggregated profit. This metric is used to report the capital attributable to the Group's owners. |
| Average Number of Employees | Average number of yearly employed |  | This metric is used to measure the development of the Group's workforce. |
| Revenue Growth | Net revenue at the end of the period, minus net revenue at the beginning of the period, divided by net revenue at the beginning of the period. | $\begin{aligned} & (504338-451464) / 451 \\ & 464 \end{aligned}$ | This metric is used to analyse profitability over time, given the resources attributable to the Parent Company's owners. |
| Return on Equity | Profit after tax for the past 12 months as a percentage of average equity in the corresponding period | $54533 / 311437$ | This metric is used to analyse profitability over time, given the resources attributable to the Parent Company's owners. |
| Interest-bearing net cash and cash equivalents/liabilities excl FRS16 | Interest-bearing receivables, cash and cash equivalents, reduced by interest-bearing liabilities. | $\begin{aligned} & 87594-4907-79098+ \\ & 15152 \end{aligned}$ | The metric shows the total debt financing and is used as a complement to judge the feasibility of paying dividends, to implement strategic investments and to gauge the Group's ability to meet its financial obligations. |
| Operating Margin | Operating result in percent of net revenue. | 48097 / 504338 | This metric is used to measure operative profitability. |
| Equity Ration | Equity in percent of balance sheet total. | $323123 / 579214$ | This measure shows the proportion of the company's total assets financed with equity by its shareholders. A high equity ratio is an indication of financial strength. |
| Profit Margin | Result before tax in percent of net revenue. | $45958 / 504338$ | This metric makes is possible to measure the profitability no matter tax rate |

## Nilörngruppen in Brief

Nilörngruppen is a global company founded in the 1970s, with expertise in adding value to trademarks through branding in the form of labels, packaging and accessories, primarily for customers in the fashion and apparel industry. Nilörngruppen offers complete, creative and customised concepts in branding, design, product development and logistic solutions. The Group conducts business via its own subsidiaries in Sweden, Denmark, Great Britain, Germany, Belgium, Portugal, Hong Kong, India, Turkey, China, Bangladesh, Italy and Pakistan, Switzerland, Vietnam and USA.

