



NASDAQ OMX Copenhagen A/S  
PO Box 1040  
DK-1007 Copenhagen K

Roskilde, May 2024

# **RIAS A/S**

**HALF-YEAR REPORT FOR THE PERIOD**

**1 October 2023 – 31 March 2024**

**CVR 44 06 51 18**

**Company Announcement No 8 of 14. May 2024**



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## Management's Review

### Company Announcement No 8 of 14 May 2023

The Board of Directors has today adopted the half-year report for the period 1 October 2023 to 31 March 2024.

#### Highlights of H1:

##### Operating results:

- Revenue amounted to TDKK 136,5, which is a 4.2% decrease compared to the first half of the financial year 2022/23. The decrease is partly due to the long winter and challenging markets with high interest rates and low activity level.
- The development in the Industry Division reflects that the demand has been declining in both the domestic market and the export sector for semi-finished products. The development covers great variations within the demand from different industries where i.a. product areas in the Viscom sector have been declining. The processing area is developing as planned.
- The revenue of the Building & Construction Division is in line with the budget and above the same period in 2022/23.
- Capacity costs have increased compared to the most recent financial year. This is due to reorganizations and investments in more IT security. Salaries have been under pressure due to a combination of less people available in the market and expectations to have the inflation covered. Investments have continued in strategic development areas such as the processing area and the export. This is to strengthen the development going forward. Investments in the Green transition has also been carried out and in Q2 the solar panels contribute to the reduction of Co2 emission. Replacement of diesel driven cars to electric cars are still in focus and proceeding as planned with additional charging stations installed as well.
- Sales and financial performance for the first half of the financial year 2023/24 are below expectations but the beginning of second half of 2023/24 has shown higher sales and better financial performance,

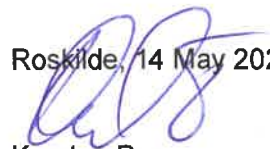
**Karsten Due, CEO, comments as follows on the half-year financial Statements 2023/24:**

- **Reflecting on a challenging first half-year:** The first half-year has been marked by challenges, where we met our budget targets in Q1 but faced challenges in Q2. The long winter period and the early occurrence of Easter in 2024 have posed challenges to our revenue and earnings in Q2, contributing to our inability to meet our budget for the first half of 2024.
- **Positive signs in April:** Despite the challenges in the second quarter, we are pleased to report that we have observed very positive signs in the month of April. We note with satisfaction that we already see a significant recovery of the losses from the second quarter, especially in terms of revenue.
- **Delivery challenges due to lack of raw materials and geopolitical uncertainty:** Additionally, we have observed a trend of insufficient raw materials, leading to delivery challenges in semifinished materials. This development has added complexity to our business, but we remain vigilant in addressing these issues to ensure minimal disruption to our delivery performance. It's also important to note the geopolitical uncertainty prevailing in the global landscape, particularly concerning the ongoing conflicts in Ukraine and Gaza. These conflicts pose potential risks to our supply chains and market stability, and we are closely monitoring the situation to mitigate any adverse effects on our operations.

**Outlook for H2 2023/24:**

Based on the development in H1 and taking the development mentioned above into consideration for H2, the board of directors keep the expectations of an adjusted EBIT result for the financial year 2023/24 in the range of DKK 16-18 million as announced in the annual report 2022/23.

Roskilde, 14 May 2024



Karsten Due  
CEO

## Financial Highlights

Income statement (DKK million)	1/10-2023- 31/3-2024	1/10-2022- 31/3-2023	1/10-2022- 30/9-2023
Revenue	136.5	142.5	313.1
Cost of sales	92.3	95.5	209.6
Gross profit	44.2	47.0	103.5
Capacity costs	43.2	42.1	86.6
Profit/loss before special items	1.0	4.9	16.9
Special items	0	0	0
Profit/loss before financial income	1.0	4.9	16.9
Financial items net	0	0.5	-0.9
Profit/loss before tax	1.0	4.4	16.0
Tax on profit/loss for the period	0.2	0.9	3.5
<b>Net profit/loss for the period</b>	<b>0.8</b>	<b>3.5</b>	<b>12.5</b>
<b>Balance sheet, end of period (DKK million)</b>			
Non-current assets	117.3	121.7	122.5
Current assets	115.6	114.8	131.9
<b>Assets</b>	<b>232.9</b>	<b>236.5</b>	<b>252.4</b>
Equity	179.5	178.2	187.2
Deferred tax	9.8	9.5	9.8
Non-current liabilities	3.2	6.1	4.2
Current liabilities	40.4	42.7	51.2
<b>Liabilities and equity</b>	<b>232.9</b>	<b>236.5</b>	<b>252.4</b>
<b>Cash flows (DKK million)</b>			
Cash flows from operating activities	-5.6	10.3	26.9
Cash flows from investing activities	-0.9	-2.6	-4.9
Cash flows from financing activities	-11.4	-14.3	-16.1
<b>Total cash flows</b>	<b>-17.9</b>	<b>-6.6</b>	<b>5.9</b>
<b>Average number of full-time employees</b>	<b>105</b>	<b>105</b>	<b>104</b>

### Financial ratios:

<b>Accounting ratios:</b>			
Gross margin	32%	33%	33%
Profit margin before special items	1%	3%	5%
Profit margin	1%	3%	5%
Solvency ratio, end of period	77%	76%	74%
<b>Share ratios:</b>			
Profit per DKK 100 share	3,33	14.93	37
Equity value per DKK 100 share, end of period	778	772	812
Market price per DKK 100 share, end of period	660	635	670

The ratios have been calculated in accordance with the definitions below. Profit per share which have been calculated in accordance with IAS 33.

### Definitions of financial ratios:

**Gross margin** is calculated as gross profit in % of revenue.

**Profit margin before special items** is calculated as profit/loss before special items in % of revenue.

**Profit margin** is calculated as profit/loss before financials and tax in % of revenue.

**Book value per DKK 100 share** is calculated as equity end of period divided by 1/100 of the share capital.

**Profit per DKK 100 share** are calculated as profit/loss for the period divided by 1/100 of the share capital after deduction of the Company's holding of own shares end of period.

**Solvency ratio** is calculated as equity end of period in % of balance sheet total end of period.



### Shareholder information

Share capital:

The Company's share capital, DKK 23,063k, is distributed on DKK 3,125k A shares and DKK 19,938k B shares.

A shares, which are non-negotiable instruments, carry 10 votes per DKK 100 share, see article 11 of the Articles of Association. B shares, which are negotiable instruments, carry 1 vote per DKK 100 share, see article 11 of the Articles of Association.

The B-shares are listed on NASDAQ OMX Copenhagen A/S.

The Board of Directors and the Executive Board do not hold any shares in RIAS A/S.

### Contact, Investor Relations:

For more information concerning investor relations and the share market, please contact:

Karsten Due, CEO  
Tel: +45 46 77 00 00  
E-mail: [KAD@rias.dk](mailto:KAD@rias.dk)

### Management's Statement

The Board of Directors and the Executive Board have today considered and adopted the Half-year Report of RIAS A/S for the period 1 October 2023 – 31 March 2024.


The Half-year Report, which has not been audited or reviewed by the Company's auditor, is prepared in accordance with IAS 34 "Interim Financial Reporting" as adopted by the EU as well as Danish disclosure requirements for listed companies.

In our opinion, the Half-year Report gives a true and fair view of the financial position at 31 March 2024 of the Company and of the results of the Company's operations and cash flows for the period 1 October 2023 – 31 March 2024.

Moreover, in our opinion, Management's Review gives a true and fair view of the development in the Company's activities and finances, the results for the period and the Company's financial position as a whole as well as a description of the most significant risks and elements of uncertainty to which the Company is exposed.

Roskilde, 14 May 2024  
Executive Board:

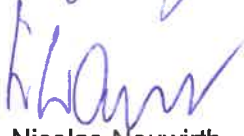
  
Karsten Due  
CEO

  
Dannie Michaelsen  
CFO

Board of Directors:




Astrid Meicherzyk  
Chairman



Nicolas Neuwirth



June Svendsen



Peter Sørensen  
Vice-chairman

Dieter Wetzel

Jette Duus



## Statement of Comprehensive Income

Amounts in DKK '000	Note	1/10 2023- 31/3 2024	1/10 2022- 31/3 2023	1/10 2022- 30/9 2023
Revenue	3	136.517	142.550	313.114
Cost of sales		-92.347	-95.472	-209.621
Gross profit		44.170	47.078	103.523
Distribution expenses		-38.403	-36.108	-73.644
Administrative expenses		-4.798	-5.964	-12.946
Profit/loss before financial income and expenses		969	4.934	16.933
Financial income		692	113	313
Financial expenses		-675	-632	-1.252
Profit/loss before tax		986	4.415	15.994
Tax on profit/loss for the period		-217	-971	-3.487
<b>Net profit/loss for the period</b>		<b>769</b>	<b>3.444</b>	<b>12.507</b>
Other comprehensive income		0	0	0
<b>Comprehensive income for the period</b>		<b>769</b>	<b>3.444</b>	<b>12.507</b>

### Earnings per share:

Earnings per share	3,33	14.93	54.20
Earnings per share, diluted	3,33	14.93	54.20



## Balance Sheet

Amounts in DKK '000	Note	31/3 2024	31/3 2023	30/9 2023
<b><u>Assets</u></b>				
<b>Non-current assets</b>				
Intangible assets	4	53.124	53.274	53.197
Property, plant and equipment	5	56.793	58.281	58.693
Right on use assets	6	7.417	10.114	8.570
<b>Total non-current assets</b>		<b>117.334</b>	<b>121.669</b>	<b>120.460</b>
<b>Current assets</b>				
Inventories	7	33.023	33.429	28.388
Receivables	8	54.431	49.423	58.130
Prepayments		5.195	4.241	4.720
Cash at bank and in hand		22.387	27.751	40.714
Corporation tax		572	0	0
<b>Total current assets</b>		<b>115.608</b>	<b>114.884</b>	<b>131.952</b>
<b>Total assets</b>		<b>232.942</b>	<b>236.513</b>	<b>252.412</b>
<b><u>Liabilities and equity</u></b>				
<b>Equity</b>		<b>179.452</b>	<b>178.153</b>	<b>187.216</b>
<b>Liabilities</b>				
<b>Non-current liabilities</b>				
Deferred tax		9.789	9.464	9.789
Lease liabilities		3.227	6.143	4.238
<b>Total non-current liabilities</b>		<b>13.016</b>	<b>15.607</b>	<b>14.027</b>
<b>Current liabilities</b>				
Lease liabilities		5.077	4.317	4.658
Trade payables and other	9	35.397	37.817	43.733
Payables		0	619	2.778
<b>Total current liabilities</b>		<b>40.474</b>	<b>42.753</b>	<b>51.169</b>
<b>Total liabilities</b>		<b>53.490</b>	<b>58.360</b>	<b>65.196</b>
<b>Total liabilities and equity</b>		<b>232.942</b>	<b>236.513</b>	<b>252.412</b>

Other notes, see pages 13 - 16



## Statement of Changes in Equity

### 1 October 2023 – 31 March 2024

	Share capital	Revaluation reserve	Retained earnings	Proposed dividend	Total
Equity at 1 October 2023	23.063	1.898	153.722	8.533	187.216
Comprehensive income for the Period	0	0	769	0	769
Dividend paid	0	0	0	-8.533	-8.533
<b>Equity at 31 March 2024</b>	<b>23.063</b>	<b>1.898</b>	<b>154.492</b>	<b>0</b>	<b>179.452</b>

### 1 October 2022 – 31 March 2023

	Share capital	Revaluation reserve	Retained earnings	Proposed dividend	Total
Equity at 1 October 2022	23.063	1.898	149.748	11.532	186.241
Comprehensive income for the Period	0	0	3.444	0	3.444
Dividend paid	0	0	0	-11.532	-11.532
<b>Equity at 31 March 2023</b>	<b>23.063</b>	<b>1.898</b>	<b>153.192</b>	<b>0</b>	<b>178.153</b>

## Cash Flow Statement

Amounts in DKK '000	1/10 2023 - 31/3 2024	1/10 2022 - 31/3 2023
Net profit/loss for the period	987	4.417
<b>Adjustment for non-cash operating items etc:</b>		
Tax on profit/loss for the period	217	917
Depreciation and amortisation	4.411	4.440
Profit or loss on sale of property, plant and equipment and financial assets	0	-40
Financial income	-692	-104
Financial expenses	675	622
<b>Cash flows from operating activities before changes in working capital</b>	<b>5.598</b>	<b>10.306</b>
<b>Adjustment for changes in working capital:</b>		
Changes in inventories	-4.634	-9.224
Changes in receivables (and prepayments)	3.224	18.784
Changes in trade payables and other payables	-6.874	-5.571
<b>Cash flows before financial income and expenses and tax</b>	<b>-2.686</b>	<b>14.295</b>
Financial income, paid	563	113
Financial expenses, paid	-153	-279
Corporation tax paid	-3.350	-3.863
<b>Cash flows from operating activities</b>	<b>-5.626</b>	<b>10.266</b>
Purchase of intangible assets	0	0
Purchase of property, plant and equipment	-876	-2.561
Sale of property, plant and equipment	0	0
<b>Cash flows from investing activities</b>	<b>-876</b>	<b>-2.561</b>
Payments on lease liability	-2.899	-2.849
Dividend paid	-8.533	-11.532
<b>Cash flows from financing activities</b>	<b>-11.432</b>	<b>-14.381</b>
<b>Cash flows for the period</b>	<b>-17.934</b>	<b>-6.676</b>
Currency regulation cash	-393	-352
Cash and cash equivalents at 1 October	40.714	34.779
<b>Cash and cash equivalents at 31 March</b>	<b>22.387</b>	<b>27.751</b>

## Notes

### Note 1. Accounting policies

The Interim Report is presented in accordance with IAS 34, Presentation of Interim Reports, as adopted by the EU and Danish disclosure requirements relating to listed companies.

The accounting policies remain unchanged from those applied in the Annual Report for 2022/23. The Annual Report for 2022/23 contains the full description and can therefore be found there.

### Note 2. Accounting estimates and judgements

The preparation of the half-year Report requires Management to make accounting estimates that affect the application of the accounting policies as well as the recognition of assets, liabilities, income and expenses. Actual results may differ from such estimates.

When preparing the half-year Report, the most material estimates made by Management in connection with the application of the accounting policies and the most material uncertainty in this respect are the same as in connection with the preparation of the Financial Statements for 2022/23, to which reference is made.

### Note 3. Revenue

Sales outside Denmark amounts to 14.1% of the total sale and 10.8% was to Sweden. All non-current assets are placed in Denmark and sales are distributed on a large number of different products and customers and no customer amounts for more than 10% of the sales.

t.DKK	H1 2023/24			H1 2022/23		
	Industry division	Building division	Total	Industry	Building division	Total
<b>DK</b>	76.923	40.299	116.494	81.085	39.388	120.473
<b>Sweden</b>	9.201	5.606	14.807	9.096	7.711	16.807
<b>Others</b>	3.889	599	4.488	4.949	321	5.270
<b>Total</b>	<b>90.013</b>	<b>46.504</b>	<b>136.517</b>	<b>95.130</b>	<b>142.550</b>	<b>142.550</b>

#### Note 4. – Intangible assets

	Goodwill	Customer relations	IT software	Total
Cost at 1 October 2023	53.085	1.000	9.965	64.050
Additions for the period	0	0	0	0
Disposals for the period	0	0	0	0
Cost at 31 March 2024	53.085	1.000	9.965	64.050
Amortisation at 1 October 2023	0	-975	-9.879	-10.854
Amortisation for the period	0	-25	-47	-72
Reversed depreciation on disposals for the period	0	0	0	0
Amortisation at 31 March 2024	0	-1.000	-9.926	-10.926
<b>Carrying amount at 31 March 2024</b>	<b>53.085</b>	<b>0</b>	<b>39</b>	<b>53.124</b>
Cost at 1 October 2022	53.085	1.000	9.965	64.050
Additions for the period	0	0	0	0
Disposals for the period	0	0	0	0
Cost at 31 March 2023	53.085	1.000	9.965	64.050
Amortisation at 1 October 2022	0	-912	-9.786	-10.698
Amortisation for the period	0	-31	-47	-78
Reversed depreciation on disposals for the period	0	0	0	0
Amortisation at 31 March 2023	0	-943	-9.833	-10.776
<b>Carrying amount at 31 March 2023</b>	<b>53.085</b>	<b>57</b>	<b>132</b>	<b>53.274</b>

Impairment test for Goodwill has been evaluated and management has concluded that there is no need for impairment.

## Note 5. –Property, plant and equipment

	Land and buildings	Plant and machinery	Fixtures and fit- tings, tools and equipment	Total
Cost at 1 October 2023	66.382	37.953	22.158	126.493
Additions for the period	0	876	0	876
Disposals for the period	0	0	0	0
Cost at 31 March 2024	66.382	38.829	22.158	127.369
Depreciation at 1 October 2023	-27.453	-21.935	-19.283	-68.671
Depreciation for the period	-193	-1.366	-346	-1.905
Reversed depreciation on disposals for the period	0	0	0	0
Depreciation at 31 March 2024	-27.646	-23.301	-19.629	-70.576
<b>Carrying amount at 31 March 2024</b>	<b>38.736</b>	<b>15.528</b>	<b>2.529</b>	<b>56.793</b>

Cost at 1 October 2022	66.382	34.034	22.033	122.449
Additions for the period	0	2.476	85	2.561
Disposals for the period	0	0	0	0
Cost at 31 March 2023	66.382	36.510	22.118	125.010
Depreciation at 1 October 2022	-27.069	-19.235	-18.478	-64.874
Depreciation for the period	-193	-1.261	-403	-1.857
Reversed depreciation on disposals for the period	0	0	0	0
Depreciation at 31 March 2023	-27.262	-20.586	-18.881	-66.729
<b>Carrying amount at 31 March 2023</b>	<b>39.120</b>	<b>15.924</b>	<b>3.237</b>	<b>58.281</b>

## Note 6. Right on use assets

	Land & buil- dings	Other fixtures and fittings tools and equipment	Total
Cost at 1 October 2023	18.789	5.422	24.211
Additions for the period	0	1.281	1.281
Disposals for the period	0	0	0
<b>Cost at 31 March 2024</b>	<b>18.789</b>	<b>6.703</b>	<b>25.492</b>
Depreciation at 1 October 2023	-12.336	-3.305	-15.641
Depreciation for the period	-1.629	-805	-2.434
Disposals of depreciations	0	0	0
Depreciations at 31 March 2024	-13.965	-4.110	-18.075
<b>Cost at 31 March 2024</b>	<b>4.824</b>	<b>2.593</b>	<b>7.417</b>

## Note 6. Right on use assets continued

	Land & buildings	Other fixtures and fittings tools and equipment	Total
Cost at 1 October 2022	18.283	5.763	24.046
Additions for the period	0	1.044	1.044
Disposals for the period	0	0	0
<b>Cost at 31 March 2023</b>	<b>18.283</b>	<b>6.807</b>	<b>25.090</b>
Depreciation at 1 October 2022	-9.334	-2.903	-12.237
Depreciation for the period	-1.624	-1.115	-2.739
Disposals of depreciations	0	0	0
Depreciations at 31 March 2023	-109.58	-4.018	-14.976
<b>Cost at 31 March 2023</b>	<b>7.325</b>	<b>2.789</b>	<b>10.114</b>

## Note 7. Inventories

	31/3 2024	31/3 2023
Inventories are specified as follows:		
Goods for resale	35.588	36.408
Write-down at 1 October	-2.565	-2.979
Write-downs for the period	0	0
Write-down at 31 March	-2.565	-2.979
	<b>33.023</b>	<b>33.429</b>

## Note 8. Receivables

	31/3 2024	31/3 2023
Trade receivables	53.101	47.650
Receivables from group enterprises	88	193
	1.242	1.580
Other receivables	0	0
	<b>54.431</b>	<b>49.423</b>

Write-down for bad debts is specified as follows:

Write-down at 1 October	-1.523	-1.447
Write-downs for the period	784	80
Write-down at 31 March	-739	-1.367



**Note 9. Trade payables and other payables**

	<u>31/3 2024</u>	<u>31/3 2023</u>
Trade payables	19.122	18.332
Payables to group enterprises	237	362
Accrued VAT	4.956	5.251
Holiday pay accrual	1.777	1.416
Other payables	9.305	12.456
	<u>35.397</u>	<u>37.817</u>

**Note 10. Contingencies and other financial commitments**

Since the issue of the Financial Statements 2023/24, there have been no significant changes that have not been disclosed in this Half-year Report.

**Note 11. Subsequent events**

After the Half-year Report balance sheet date, no significant events have occurred that have not been incorporated and sufficiently disclosed in this Half-year Report.