



Nasdaq OMX

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Interim Report

At a recently held board meeting, the board reviewed the development of revenue during the first three months of the 2024/25 financial year. The results for the first quarter of 2024/25 reflect a steady increase in tonnage, even though revenue has been impacted by seasonal challenges and winter weather conditions. This is not unusual in a seasonal industry like ours, and we view it as a sign of resilience that our strategic focus continues to strengthen our market position.

Financial Performance

In the first quarter, we experienced positive volume development, which underpins our strong market position. Additionally, our scale and strong supplier relationships have enabled us to maintain competitive prices, benefiting our customers.

Sector Analysis

- **Industrial Sector:** The industrial sector has experienced growth in volume, indicating healthy underlying demand. We continue to adapt to the market to ensure strong performance across industries.
- **Construction and Materials Sector:** The construction sector has remained on budget despite challenging weather conditions early in the year. The professional construction sector shows stability, and DIY activities continue to contribute positively.
- **Sales in Sweden:** We are pleased to note that sales in Sweden are ahead of budget. This reflects positive development, and we anticipate further progress as the Swedish market appears to be emerging from a period marked by high inflation and economic headwinds.
- **Processing Area:** Processing started cautiously in the first quarter, but we are seeing a significant increase in both inquiries and orders. This indicates strong interest in our solutions and supports our strategic focus on high quality and innovation.



Outlook and Challenges

As a seasonal business, we are dependent on weather conditions to stay on budget. At the same time, we remain aware of the economic uncertainty that continues to affect global markets. We will continue to stay agile and adapt our strategies to ensure resilience and flexibility in our business model.

Financial Outlook

The board maintains cautious optimism and expects the EBIT level for the 2024/25 financial year to remain within the range of DKK 16-18 million.

Best regards

RIAS A/S

A handwritten signature in blue ink, appearing to read "K. Due".

Karsten Due

CEO