Air care for healthy growth



Interim report 2023



Summary

1 January - 31 March 2023

- Net sales amounted to SEK 358.8 (322.1) million, which corresponds to a growth of 11.4 (38.2) %.
- Operating result before amortizations and depreciations (EBITDA) increased by 9.7 % and amounted to SEK 68.2 (62.1) million, corresponding to a margin of 19.0 (19.3) %.
- Operating result (EBIT) increased by 11.3 % and amounted to SEK 57.8 (51.9) million, corresponding to a margin of 16.1 (16.1) %.
- Earnings per share amounted to SEK 3.43 (3.41).
- Cash flow from operating activitites amounted to SEK 32.8 (42.3) million.

Group key figures

| Key figures | Jan-Mar 2023 | Jan-Mar 2022 | Jan-Dec 2022 | Rolling 12 months Apr 2022- Mar 2023 |
|---|-----------------|-----------------|-----------------|--|
| Net sales, SEK thousands | 358 826 | 322 105 | 1 339 321 | 1 376 042 |
| Sales growth, % | 11.4 | 38.2 | 30.1 | 23.0 |
| Operating result before amortizations and depreciations (EBITDA), SEK thousands | 68 170 | 62 141 | 260 567 | 266 596 |
| Operating margin before amortizations and depreciations, % | 19.0 | 19.3 | 19.5 | 19.4 |
| Operating result (EBIT), SEK thousands | 57 829 | 51 939 | 220 001 | 225 891 |
| Operating margin, % | 16.1 | 16.1 | 16.4 | 16.4 |
| Cash flow from operating activities, SEK thousands | 32 751 | 42 253 | 196 141 | 186 639 |
| Total assets, SEK thousands | 1 652 154 | 1 534 922 | 1 665 931 | 1 593 538 |
| Equity ratio, % | 44.9 | 37.6 | 41.7 | 41.4 |
| Net cash (+) / net debt (-), SEK thousands | -287 539 | -363 149 | -293 128 | -325 344 |
| Earnings per share, SEK | 3.43 | 3.41 | 13.40 | 13.42 |
| Equity per share, SEK | 65.59 | 51.02 | 61.33 | 58.31 |
| Number of outstanding shares at the balance sheet date | 11 320 968 | 11 320 968 | 11 320 968 | 11 320 968 |
| Average number of employees | 482 | 454 | 457 | 481 |

For definitions of key figures, see the Group Annual Report for 2022, p. 107.



CEO comments

A stable start of the year

We have started 2023 with good sales of SEK 358.8 (322.1) million, which is the highest ever sales reported by the Group for a single quarter. The growth amounted to 11.4 %, with positive contributions from our two business areas Industrial and Commercial Kitchen. In terms of result, we delivered a stable quarter compared to the previous year. The operating result before amortizations and depreciations (EBITDA) increased by 9.7 % from SEK 62.1 million to SEK 68.2 million, and the margin remained on a good level, 19.0 (19.3) %.

Industrial

For the first quarter of the year, the Industrial business area reports solid sales of SEK 282.9 (257.6) million, which corresponds to an increase of 9.8 % compared to the same quarter the previous year. The operating margin before amortizations and depreciations amounted to 20.9 (20.4) %, where the margin for the current period includes negative currency effects of 1.0 % compared to the first quarter of 2022. The business area shows a good growth in the EMEA region, mainly driven by the Absolent and Filtermist brands. The Americas and APAC regions decreased slightly compared to the previous year.

Commercial Kitchen

The Commercial Kitchen business area reports its highest sales ever for a single quarter, which is gratifying. The sales increase from SEK 64.6 million to SEK 76.0 million compared to the same quarter the previous year, is partly an effect of the acquisition of the Dutch company Nu-Air during the fourth quarter of 2022 and partly an effect of the other parts of the business area reporting good growth. As mentioned in previous reports, we have focused on securing the right balance between cost increases and price adjustments, and as a result of these efforts Commercial Kitchen reports an operating margin before amortizations and depreciations (EBITDA) for the quarter of 21.4 (19.3) %.

During the quarter, intensive work has been performed to integrate the business of the newly acquired Nu-Air with the Group's other Dutch company Tessu Systems. The companies now operate as one organization and several synergies are starting to be achieved. The integration of the companies' operations and the work with realizing synergies will continue during the year, and we have a positive view of this development.

The future

During the quarter, the new product A-erity, Absolent's new product series of filter units for oil mist, has been launched. A-erity is also the Group's first product series that builds on an entirely new modular architecture, which means that the product can be easily modified to fit the various challenges our customers face. It is also significantly more energy efficient than its predecessors. Based on this modular product platform, we will launch several new products during the coming years that will give us a solid base for future organic growth and profitability.

Overall, the Group reported a stable quarter, and we have a positive view of the industry's long-term development and our potential for continued profitable growth.

Axel Berntsson, CEO and President Gothenburg, in May 2023

The Group January - March 2023

Net sales

Net sales for the Group amounted to SEK 358.8 (322.1) million, which corresponds to a growth of 11.4 (38.2) %. The Industrial business area showed the largest growth, with a net sales increase from SEK 257.6 million to SEK 282.9 million. For Commercial Kitchen, the Group's other business area, net sales amounted to SEK 76.0 (64.6) million. Net sales strongly increased in the EMEA region, while the Americas region decreased and APAC was largely on par with the previous year.

Result

Operating result before amortizations and depreciations (EBITDA) amounted to SEK 68.2 (62.1) million, which corresponds to a margin of 19.0 (19.3) %. Operating result (EBIT) amounted to SEK 57.8 (51.9) million with an operating margin of 16.1 (16.1) %. Translation effects of foreign Group companies' results have impacted the operating result (EBIT) for the period with SEK 1.5 (1.3) million. The result improvement is driven by both of the Group's business areas. The Industrial business area's operating result (EBIT) increased from SEK 44.6 million to SEK 52.0 million. The Commercial Kitchen business area increased the operating result (EBIT) from SEK 10.4 million to SEK 13.3 million. The increase of EBIT in both business areas is an effect of both improved margin and increased net sales. Other operating income and expenses in total are somewhat lower than the previous year due to currency effects.

Net financial items amounted to SEK -7.2 (-3.5) million, where the increase is mainly attributed to increased interest payments due to higher interest levels. Result after tax amounted to SEK 38.8 (38.6) million.

Investments

During the period January-March, the Group has invested a total of SEK 3.6 (4.7) million in intangible and tangible fixed assets, where this period's investments mainly refer to capitalized product development costs and machinery.

Cash flow

Cash flow from operating activitites before changes in working capital amounted to SEK 40.0 (59.2) million and the cash flow after changes in working capital amounted to SEK 32.8 (42.3) million. The lower cash flow is mainly an effect of increased tax payments.

Financial position

Interest-bearing liabilities at the end of the period amounted to SEK 565.2 (633.1) million, of which SEK 68.1 (77.0) million refers to lease liabilities. The net debt for the Group amounted to SEK 287.5 (363.1) million, where the decrease is attributable to repayments.

The equity ratio improved by 7.3 percentage points and amounted to 44.9 (37.6) % at the end of the period. The Parent company's has renewed and increased the credit facility with the bank Nordea during the quarter. The credit facility has been increased to SEK 800 million and expires in 2026.





EBITDA, SEK million



Other information

Risks and uncertainties

Through its operations, Absolent Air Care Group is exposed to several different risks, such as external risks, operational risks as well as financial risks. These risks are described more in detail in the Board of Directors' report in the Absolent Air Care Group Annual report for 2022 (accessible at www.absolentgroup.com). The financial risks are also further described in Note 22 in the Annual report for 2022. The reported risks, as they are described in the Annual report, are deemed to be essentially unchanged.

There is still some uncertainty due to disruptions in the supply chain regarding transports and component shortage although we see improvements compared to the previous quarters. The current geopolitical situation is still also a factor of uncertainty, as well as volatile macro factors such as inflation, interest rates and energy prices, and it cannot be ruled out that the Group, partners, suppliers and/or customers may be affected in the future, both directly and indirectly as a result of the above-mentioned uncertainties.

Accounting policies

This report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. The interim report for the Parent company has been prepared in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2 Accounting for Legal Entities.

The applied accounting policies for the Group and the Parent company are consistent with the accounting policies used in the presentation of the Annual Report 2022.

No standards, amendments or interpretations effective from 2023 have had any material impact on Absolent Air Care Group's financial statements.

Contact information

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Certified adviser

Erik Penser Bank AB is the company's Certified Adviser.

Financial calendar

Interim report Jan-Jun 2023, Aug 17, 2023 Interim report Jan-Sep 2023, Oct 30, 2023

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

This document is a translation of the Swedish original. In the event of any discrepancies between this translation and the Swedish original, the latter shall prevail.

The interim report is accessible on the Group website (www.absolentgroup.com).

Gothenburg, May 16, 2023 Axel Berntsson CEO and President

This information is information Absolent Air Care Group AB (publ.) is obligated to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact person set out above, at 1:00 p.m. CEST May 16, 2023.

Group income statements

| SEK thousands Note | Jan-Mar 2023 | Jan-Mar 2022 | Jan-Dec 2022 |
|--|-----------------|-----------------|-----------------|
| Net sales 1, 2, 3 | 358 826 | 322 105 | 1 339 321 |
| Costs for products and services sold | -195 412 | -185 563 | -791 107 |
| Gross profit | 163 414 | 136 542 | 548 214 |
| | | | |
| Sales expenses | -51 104 | -39 937 | -165 532 |
| Administrative expenses | -44 334 | -37 786 | -151 414 |
| Research and development expenses | -9 530 | -8 429 | -33 900 |
| Other operating income* | 552 | 2 085 | 24 193 |
| Other operating expenses* | -1 168 | -536 | -1560 |
| Operating result 3 | 57 829 | 51 939 | 220 001 |
| | | | |
| Financial income* | 118 | 103 | 753 |
| Financial expenses* | -7 270 | -3 566 | -23 871 |
| Result after financial items 3 | 50 678 | 48 476 | 196 883 |
| | | | |
| Tax expense | -11 880 | -9 841 | -45 129 |
| Result for the period | 38 798 | 38 636 | 151 755 |
| | | | |
| Result for the period attributable to: | | | |
| Shareholders of the Parent company | 38 798 | 38 636 | 151 755 |
| Non-controlling interests | - | - | - |
| Earnings per share**, SEK | 3.43 | 3.41 | 13.40 |
| | | | |

* Currency gains and losses within operating result as well as financial items are reported on a net basis starting from the interim report for the third quarter 2022. Comparison figures have been reclassified.

** Before and after dilution.

Statement of other comprehensive income

| SEK thousands | Jan-Mar 2023 | Jan-Mar 2022 | Jan-Dec 2022 |
|--|-----------------|-----------------|-----------------|
| Result for the period | 38 798 | 38 636 | 151 755 |
| | | | |
| Other comprehensive income | | | |
| Items that may be reclassified to the income statement | | | |
| Translation differences | 9 476 | 8 962 | 35 130 |
| Other comprehensive income | 9 476 | 8 962 | 35 130 |
| | | | |
| Total comprehensive income | 48 274 | 47 598 | 186 885 |
| | | | |
| Total comprehensive income attributable to: | | | |
| Shareholders of the Parent company | 48 274 | 47 598 | 186 885 |
| Non-controlling interests | - | - | - |

Consolidated statements of financial position

| ASSETS Fixed assets Goodwill Other intangible fixed assets Tangible fixed assets Tinancial fixed assets Deferred tax assets Total fixed assets Total fixed assets Current assets Inventories Accounts receivable Current tax receivables Other receivables Other receivables Prepaid expenses and accrued income Cash and cash equivalents | 628 655 69 598 167 264 630 7 525 873 672 206 485 239 540 | 575 013 57 497 179 407 5 772 6 435 824 125 | 626 000 69 163 172 045 621 7 096 874 925 |
|--|--|--|--|
| Goodwill Other intangible fixed assets Tangible fixed assets Tangible fixed assets Financial fixed assets Deferred tax assets Deferred tax assets 2 Current assets 2 Inventories 2 Accounts receivable 2 Other receivables 2 Prepaid expenses and accrued income 3 | 69 598 167 264 630 7 525 873 672 206 485 | 57 497 179 407 5 772 6 435 | 69 163 172 045 621 7 096 |
| Other intangible fixed assets Tangible fixed assets Financial fixed assets Deferred tax assets Total fixed assets Current assets Inventories Accounts receivable Current tax receivables Other receivables Prepaid expenses and accrued income | 69 598 167 264 630 7 525 873 672 206 485 | 57 497 179 407 5 772 6 435 | 69 163 172 045 621 7 096 |
| Tangible fixed assets Financial fixed assets Deferred tax assets Total fixed assets Current assets Inventories Accounts receivable Current tax receivables Other receivables Prepaid expenses and accrued income | 167 264 630 7 525 873 672 206 485 | 179 407 5 772 6 435 | 172 045 621 7 096 |
| Financial fixed assets Deferred tax assets Total fixed assets 2 Current assets Inventories Accounts receivable Current tax receivables Other receivables Prepaid expenses and accrued income | 630 7 525 873 672 206 485 | 5 772 6 435 | 621 7 096 |
| Deferred tax assets 2 Total fixed assets 2 Current assets 1 Inventories 2 Accounts receivable 2 Current tax receivables 2 Other receivables 2 Prepaid expenses and accrued income 2 | 7 525 873 672 206 485 | 6 435 | 7 096 |
| Total fixed assets 2 Current assets Inventories Inventories Accounts receivable Current tax receivables Other receivables Other receivables Prepaid expenses and accrued income | 873 672 206 485 | | |
| Current assets Inventories Accounts receivable Current tax receivables Other receivables Prepaid expenses and accrued income | 206 485 | 824 125 | 874 925 |
| Inventories Accounts receivable Current tax receivables Other receivables Prepaid expenses and accrued income | | | |
| Accounts receivable Current tax receivables Other receivables Prepaid expenses and accrued income | | | |
| Current tax receivables Other receivables Prepaid expenses and accrued income | 220.540 | 158 546 | 203 847 |
| Other receivables Prepaid expenses and accrued income | 239 340 | 223 027 | 205 838 |
| Prepaid expenses and accrued income | 6 611 | 11 438 | 4 790 |
| | 15 899 | 17 103 | 17 025 |
| Cash and cash equivalents | 32 247 | 30 779 | 23 981 |
| | 277 700 | 269 902 | 335 525 |
| Total current assets | 778 482 | 710 796 | 791 006 |
| TOTAL ASSETS 4 | 1 652 154 | 1 534 922 | 1 665 931 |
| EQUITY AND LIABILITIES | | | |
| Equity | | | |
| Share capital | 3 363 | 3 363 | 3 363 |
| Other capital contributions | 32 510 | 32 510 | 32 510 |
| Translation reserve | 46 457 | 10 812 | 36 980 |
| Retained earnings incl. result for the period | 660 231 | 530 957 | 621 434 |
| Equity attributable to Parent company shareholders | 742 561 | 577 642 | 694 287 |
| Non-controlling interests | 1 | 1 | 1 |
| Total equity | 742 562 | 577 643 | 694 288 |
| Long-term liabilities | | | |
| Long-term interest-bearing lease liabilities | 46 550 | 56 405 | 50 221 |
| Other long-term interest-bearing liabilities 5 | 497 144 | 555 744 | 556 160 |
| Provisions | 2 133 | 1 652 | 2 136 |
| Deferred tax liabilities | 27 261 | 24 570 | 27 506 |
| Other long-term liabilities | 3 383 | 51 047 | 9 118 |
| Total long-term liabilities | 576 470 | 689 419 | 645 141 |
| Short-term liabilities | | | |
| Short-term interest-bearing lease liabilities | 21 545 | 20 582 | 22 033 |
| Other short-term interest-bearing liabilities | - | 320 | 239 |
| Prepayments from customers | 24 848 | 14 016 | 17 812 |
| Accounts payable | 82 331 | 86 451 | 56 885 |
| Current tax liabilities | 21 692 | 10 891 | 31 885 |
| Other liabilities | 68 208 | 35 293 | 85 779 |
| Accrued expenses and prepaid income | 114 497 | 100 307 | 111 871 |
| Total short-term liabilities | 333 122 | 267 860 | 326 504 |
| TOTAL EQUITY AND LIABILITIES 4 | 1 652 154 | 1 534 922 | 1 665 931 |

Consolidated statement of changes in equity

| SEK thousands | Share capital | Other capital contri- butions | Translation reserve | Retained earnings incl. result for the period | Total | Non- controlling interests | Total equity |
|---|------------------|--|------------------------|---|---------|----------------------------------|-----------------|
| Opening equity 1 Jan 2022 | 3 363 | 32 510 | 1850 | 492 321 | 530 044 | 1 | 530 045 |
| Result for the period | - | - | - | 38 636 | 38 636 | - | 38 636 |
| Other comprehensive income | | | | | | | |
| Translation differences | - | - | 8 962 | - | 8 962 | - | 8 962 |
| Transactions with shareholders Dividend | - | - | - | - | - | - | - |
| Closing equity 31 Mar 2022 | 3 363 | 32 510 | 10 812 | 530 957 | 577 642 | 1 | 577 643 |
| | | | | | | | |
| Opening equity 1 Jan 2023 | 3 363 | 32 510 | 36 980 | 621 434 | 694 287 | 1 | 694 288 |
| Result for the period | - | - | - | 38 798 | 38 798 | - | 38 798 |
| Other comprehensive income | | | | | | | |
| Translation differences | - | - | 9 476 | - | 9 476 | - | 9 476 |
| Transactions with shareholders | | | | | | | |
| Dividend | - | - | - | - | - | - | - |
| | | | | | | | |
| Closing equity 31 Mar 2023 | 3 363 | 32 510 | 46 457 | 660 231 | 742 561 | 1 | 742 562 |

Group cash flow statements

| SEK thousands Note | Jan-Mar 2023 | Jan-Mar 2022 | Jan-Dec 2022 |
|--|-----------------|-----------------|-----------------|
| | | | |
| Operating activities | 57.000 | 51.020 | 220.004 |
| Operating result | 57 829 | 51 939 | 220 001 |
| Adjustments for items not included in the cash flow Received interest | 10 532 65 | 9 667 48 | 36 950 647 |
| Paid interest | -6 020 | -2 388 | -14 123 |
| Paid income tax | -22 372 | -102 | -5 663 |
| Cash flow from operating activities before changes in working capital | 40 034 | 59 164 | 237 812 |
| Changes in working capital | | | |
| Changes in inventories | -2 361 | -11 422 | -42 455 |
| Changes in operating receivables | -42 177 | -15 838 | 25 728 |
| Changes in operating liabilities | 37 255 | 10 349 | -24 944 |
| Cash flow from operating activities | 32 751 | 42 253 | 196 141 |
| Investing activities | | | |
| Business combinations | - | - | -12 243 |
| Earnout payments | -25 454 | - | -15 560 |
| Investments in intangtible fixed assets | -2 263 | -4 289 | -19 570 |
| Investments in tangible fixed assets | -1 341 | -396 | -7 661 |
| Sale of tangible fixed assets | 155 | 555 | 9 551 |
| Increase/decrease of long-term receivable | -9 | 161 | 51 |
| Cash flow from investing activities 3 | -28 912 | -3 969 | -45 432 |
| Financing activities | | | |
| Amortizations of loans | -55 268 | - | -17 212 |
| Amortizations of lease liabilities | -5 618 | -5 478 | -22 576 |
| Paid dividend | - | - | -22 642 |
| Other items | -2 000 | - | - |
| Cash flow from financing activities | -62 886 | -5 478 | -62 430 |
| Cash flow for the period | -59 047 | 32 806 | 88 279 |
| Cash and cash equivalents at the beginning of the period | 335 525 | 233 230 | 233 230 |
| Translation difference in cash and cash equivalents | 1 2 2 3 | 3 866 | 14 015 |
| Cash and cash equivalents at the end of the period | 277 700 | 269 902 | 335 525 |



Parent company income statement

| SEK thousands | Jan-Mar 2023 | Jan-Mar 2022 | Jan-Dec 2022 |
|---|-----------------|-----------------|-----------------|
| Net sales | 10 623 | 10 187 | 46 018 |
| Sales expenses | -92 | -397 | -1 589 |
| Administrative expenses | -13 662 | -10 324 | -48 830 |
| Research and development expenses | -1 741 | -1406 | -6 085 |
| Other operating income* | 131 | 225 | 2 718 |
| Operating result | -4 740 | -1 715 | -7 767 |
| Financial items | | | |
| Result from participations in Group companies | 73 672 | - | 48 124 |
| Financial income* | 4 694 | 2 039 | 12 561 |
| Financial expenses* | -6 361 | -1957 | -16 330 |
| Result after financial items | 67 264 | -1 634 | 36 586 |
| Appropriations | - | - | 82 017 |
| Result before tax | 67 264 | -1 634 | 118 602 |
| Tax expense | 1 265 | 341 | -14 929 |
| Result for the period | 68 529 | -1 293 | 103 674 |

Total comprehensive income for the period corresponds to the result for the period

* Currency gains and losses within operating result as well as financial items are reported on a net basis starting from the interim report for the third quarter of 2022. Comparison figures have been reclassified.

| Parent company balance sneet | | | |
|--------------------------------------|----------------|----------------|----------------|
| SEK thousands | 31 Mar 2023 | 31 Mar 2022 | 31 Dec 2022 |
| ASSETS | | | |
| Fixed assets | | | |
| Intangible fixed assets | 29 753 | 17 138 | 27 920 |
| Tangible fixed assets | 392 | 513 | 423 |
| Participations in Group companies | 476 692 | 479 287 | 476 938 |
| Receivables on Group companies | 255 100 | 249 954 | 257 249 |
| Deferred tax asset | - | 6 | - |
| Total fixed assets | 761 937 | 746 898 | 762 530 |
| Current assets | | | |
| Receivables on Group companies | 42 568 | 84 688 | 74 460 |
| Other receivables | 425 | 556 | 373 |
| Prepaid expenses and accrued income | 3 535 | 1983 | 3 027 |
| Cash and cash equivalents | 130 582 | 100 583 | 195 143 |
| Total current assets | 177 111 | 187 810 | 273 003 |
| TOTAL ASSETS | 939 048 | 934 708 | 1 035 533 |
| EQUITY AND LIABILITIES | | | |
| Equity | | | |
| Share capital | 3 363 | 3 363 | 3 363 |
| Restricted reserve | 918 | 918 | 918 |
| Development costs reserve | 27 550 | 3 486 | 27 550 |
| Total restricted equity | 31 831 | 7 767 | 31 831 |
| Share premium reserve | 32 510 | 32 510 | 32 510 |
| Retained earnings | 165 539 | 108 570 | 61 864 |
| Result for the period | 68 529 | -1 293 | 103 674 |
| Total unrestricted equity | 266 578 | 139 787 | 198 049 |
| Total equity | 298 409 | 147 554 | 229 880 |
| Untaxed reserves | | | |
| Tax allocation reserve | 38 708 | 14 542 | 38 708 |
| Total untaxed reserves | 38 708 | 14 542 | 38 708 |
| Long-term liabilities | | | |
| Liabilities to credit institutions | 497 144 | 555 744 | 556 160 |
| Liabilities to Group companies | - | - | 7 961 |
| Other long-term receivables | - | 23 261 | - |
| Total long-term liabilities | 497 144 | 579 005 | 564 121 |
| Short-term liabilities | | | |
| Accounts payable | 3 949 | 5 441 | 2 505 |
| Current tax liabilities | 10 806 | 7 586 | 22 601 |
| Liabilities to Group companies | 74 512 | 148 393 | 129 487 |
| Other liabilities | 3 721 | 21 326 | 26 224 |
| Accrued expenses and deferred income | 11 799 | 10 860 | 22 006 |
| Total short-term liabilities | 104 787 | 193 606 | 2000 |
| | | 193 000 | 202 024 |
| | 020.040 | 024700 | 1 0 0 5 5 2 2 |

TOTAL EQUITY AND LIABILITIES

Parent company balance sheet

939 048

934 708

1 035 533

Note 1 Revenue

The Group's contracts with customers refer to sales of products for cleaning of process air in a variety of industries, in the Group's two business areas Industrial and Commercial Kitchen. Net sales refers only to revenue from contracts with customers. Related to the products, the Group also sell installation services in a many cases as well as maintenance. The Group sometimes also recharge freight to customers, depending on the incoterms.

In the majority of the Group's contracts with customers, products and installation are deemed to be distinct and are accounted for as separate performance obligations. However, for some contracts with customers the installation services do not meet the criteria for being distinct, since these contracts include a slightly higher degree of customization and the contract is more of a package solution where the installation cannot be separated. In these cases, products and installation are considered as one joint performance obligation. The Group's products come with standardized warranties, which are assessed to be a part of the product and not considered as separate performance obligations.

The performance obligation for sale of products is deemed to be fulfilled when control is transferred to the customer, which is assessed to coincide with physical delivery to the customer. Installation services as well as service and maintenance are assessed to be performance obligations fulfilled over time. Hence, the revenue for these services is recognized as they are performed. However, installation is usually performed in connection with delivery of the products and mainly refers to short installation assignments. For these short installation assignments, the revenue is thus recognized in practice when the installation has been completed. For the customer contracts where products and installation are considered a joint performance obligation, the revenue is recognized over time, based on costs incurred in relation to total costs for the products and services under the contract.

| Net sales per products and services | Industrial Commercial Kitchen | | cial Kitchen | | Total | |
|---|-------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| SEK thousands | Jan-Mar 2023 | Jan-Mar 2022 | Jan-Mar 2023 | Jan-Mar 2022 | Jan-Mar 2023 | Jan-Mar 2022 |
| Products, recorded at a certain point in time | 242 171 | 217 914 | 53 953 | 48 697 | 296 124 | 266 611 |
| Services, recorded over time | 23 700 | 26 712 | 2 799 | 1 412 | 26 500 | 28 124 |
| Products and services, recorded over time | 16 993 | 12 955 | 19 209 | 14 415 | 36 202 | 27 370 |
| Total | 282 865 | 257 581 | 75 961 | 64 524 | 358 826 | 322 105 |

| | Industrial | Commercial Kitchen | Total |
|---|-----------------|-----------------------|-----------------|
| SEK thousands | Jan-Dec 2022 | Jan-Dec 2022 | Jan-Dec 2022 |
| Products, recorded at a certain point in time | 909 088 | 189 269 | 1 098 357 |
| Services, recorded over time | 124 698 | 7 644 | 132 342 |
| Products and services, recorded over time | 57 242 | 51 380 | 108 622 |
| Total | 1 091 028 | 248 293 | 1 339 321 |

| Net sales per geographic region | Industrial | | Commercial Kitchen | | Industrial Commercial Kitchen | | (itchen To | |
|---------------------------------|-----------------|-----------------|--------------------|-----------------|-------------------------------|-----------------|------------|--|
| SEK thousands | Jan-Mar 2023 | Jan-Mar 2022 | Jan-Mar 2023 | Jan-Mar 2022 | Jan-Mar 2023 | Jan-Mar 2022 | | |
| EMEA* | 153 802 | 119 139 | 72 913 | 60 885 | 226 715 | 180 024 | | |
| Americas | 89 451 | 97 323 | 233 | 1042 | 89 683 | 98 364 | | |
| APAC | 39 612 | 41 120 | 2 815 | 2 597 | 42 427 | 43 717 | | |
| Total | 282 865 | 257 581 | 75 961 | 64 524 | 358 826 | 322 105 | | |

| | Industrial | Commercial Kitchen | Total |
|---------------|-----------------|-----------------------|-----------------|
| SEK thousands | Jan-Dec 2022 | Jan-Dec 2022 | Jan-Dec 2022 |
| EMEA* | 525 874 | 238 481 | 764 355 |
| Americas | 423 935 | 2 140 | 426 075 |
| APAC | 141 219 | 7 672 | 148 890 |
| Total | 1 091 028 | 248 293 | 1 339 321 |

* The previously separately reported regions Europe and UK & I have been merged and are now reported as EMEA.

Note 2 Reporting per geographic area

The Group's net sales per geographic area have been reported for the Group's regions and the most important markets. Net sales is reported based on where the customer is located and the assets are allocated to each region based on where they are physically located. No single customer accounts for more than 10 percent of total sales for the Group.

| | Net sales | | |
|-----------------|-----------------|-----------------|-----------------|
| SEK thousands | Jan-Mar 2023 | Jan-Mar 2022 | Jan-Dec 2022 |
| EMEA* | 226 715 | 180 024 | 764 355 |
| of which UK | 67 381 | 52 654 | 234 347 |
| of which Sweden | 37 786 | 38 592 | 143 108 |
| Americas | 89 683 | 98 364 | 426 075 |
| of which USA | 61 548 | 61 887 | 270 581 |
| APAC | 42 427 | 43 717 | 148 890 |
| Total | 358 826 | 322 105 | 1 339 321 |

| | Fixed assets** | | |
|-----------------|----------------|----------------|----------------|
| SEK thousands | 31 Mar 2023 | 31 Mar 2022 | 31 Dec 2022 |
| EMEA* | 214 316 | 210 099 | 215 590 |
| of which UK | 59 878 | 82 456 | 60 336 |
| of which Sweden | 110 222 | 94 343 | 109 645 |
| Americas | 27 425 | 31 803 | 29 765 |
| of which USA | 4 481 | 5 700 | 5 061 |
| APAC | 2 646 | 1 437 | 2 949 |
| Total | 244 387 | 243 340 | 248 303 |

* The previously separately reported regions Europe and UK & I have been merged and are now reported as EMEA.

** Do not include goodwill or financial fixed assets. Goodwill has not been allocated on geographical areas since it is only allocated per operating segment.

Note 3 Segment reporting

The Group's operations consists of two business areas, Industrial and Commercial Kitchen. The Group CEO has been identified as the chief operating decision-maker (CODM), and the Group CEO follows the development of the business areas based on net sales and operating result. Net financial items and tax is not followed per business area, neither is the balance sheet. Any transactions between the business areas are conducted on market terms. The result for each business area includes directly attributable items and items that can be allocated to each business area on a reasonable and reliable manner. Group functions are not allocated to each business area, but recorded separately. Net investments refer to intangible and tangible fixed assets.

| SEK thousands | Indus | strial | Commerci | al Kitchen | Group fu | inctions | Elimina | ations | Tot | tal |
|---------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | Jan-Mar 2023 | Jan-Mar 2022 |
| | | | | | | | · | | | |
| Net sales | 282 865 | 257 581 | 76 020 | 64 566 | - | - | -59 | -42 | 358 826 | 322 105 |
| Operating result | 52 044 | 44 619 | 13 306 | 10 447 | -7 522 | -3 126 | - | - | 57 829 | 51 939 |
| Net financial items | | | | | | | | | -7 152 | -3 463 |
| Result before tax | | | | | | | | | 50 678 | 48 476 |
| | | | | | | | | | | |
| Amortizations and | -6 958 | -7 804 | -2 980 | -2 007 | -402 | -391 | - | - | -10 340 | -10 202 |
| depreciations | | | | | | | | | | |
| Net investments | -1 693 | -1 145 | 128 | -11 | -1884 | -2 973 | - | - | -3 449 | -4 130 |

| SEK thousands | Industrial | Commercial Kitchen | Group functions | Eliminations | Total |
|---------------------------------|-----------------|-----------------------|--------------------|-----------------|-----------------|
| | Jan-Dec 2022 | Jan-Dec 2022 | Jan-Dec 2022 | Jan-Dec 2022 | Jan-Dec 2022 |
| | | | | | |
| Net sales | 1 091 035 | 248 482 | - | -195 | 1 339 321 |
| Operating result | 189 428 | 36 155 | -5 582 | - | 220 001 |
| Net financial items | | | | | -23 118 |
| Result before tax | | | | | 196 883 |
| | | | | | |
| Amortizations and depreciations | -30 308 | -8 653 | -1605 | - | -40 566 |
| Net investments | -2 774 | -996 | -13 909 | - | -17 680 |

Note 4 Financial instruments

| SEK thousands | Fi | nancial assets | 5 | Financial liabilities | | | |
|--|----------------|----------------|----------------|------------------------------|----------------|----------------|--|
| | 31 Mar 2023 | 31 Mar 2022 | 31 Dec 2022 | 31 Mar 2023 | 31 Mar 2022 | 31 Dec 2022 | |
| Measured at amortized cost | 541 406 | 522 950 | 561 094 | 625 253 | 680 121 | 663 740 | |
| Measured at fair value through profit and loss | - | - | - | 34 379 | 69 139 | 60 372 | |
| Total | 541 406 | 522 950 | 561 094 | 659 632 | 749 260 | 724 112 | |

Financial instruments are measured at amortized cost or fair value based on classification. For more detailed information, see the Group accounting policies in the Annual Report for 2022.

Note 5 Pledged assets and contingent liabilities

Group

| SEK thousands | 31 Mar 2023 | 31 Mar 2022 | 31 Dec 2022 |
|------------------------|----------------|----------------|----------------|
| Pledged assets | | | |
| Bank funds | - | 1 458 | - |
| Total | - | 1 458 | - |
| | | | |
| Contingent liabilities | | | |
| Other guarantees | 3 981 | - | 3 929 |
| Total | 3 981 | - | 3 929 |

Parent company

| SEK thousands | 31 Mar 2023 | 31 Mar 2022 | 31 Dec 2022 |
|--------------------------------|----------------|----------------|----------------|
| Contingent liabilities | | | |
| Guarantees for Group companies | 22 337 | 25 409 | 21 931 |
| Other guarantees | 3 981 | - | 3 929 |
| Total | 26 318 | 25 409 | 25 860 |

Note 6 Business combinations

Nu-Air B.V.

As of December 1 2022, the Group acquired 100 percent of the Dutch company Nu-Air B.V. for a purchase price of EUR 2.3 million on a cash and debt-free basis. The acquisition is financed by available funds and the purchase price is paid over three years. The company has an annual turnover of approximately EUR 6 million, and forms together with Tessu Systems B.V., acquired by Absolent Air Care Group in 2021, a dominating player on the Dutch commercial kitchen ventilation market. Nu-Air is included in the Group's Commercial Kitchen business area.

The acquisition did not have any material impact on earnings per share for 2022. Transaction costs related to this acquisition amounted to SEK 1.0 million, and are recorded as administrative expenses in the Group income statement. The table summarizes purchase price as well as acquired assets and liabilities, recognized at fair value as of the acquisition date. The purchase price allocation is preliminary, and may be subject to adjustments.

| SEK thousands | Nu-Air B.V. |
|---|-------------|
| | 1700 |
| Tangible fixed assets | 1732 |
| Right-of-use asset | 16 529 |
| Financial fixed assets | 75 |
| Inventories | 9 0 6 4 |
| Accounts receivable | 7 829 |
| Other receivables | 37 |
| Prepaid expenses and accrued income | -61 |
| Cash and cash equivalents | 8 417 |
| Provisions | -211 |
| Accounts payable | -3 726 |
| Current tax liabilities | -97 |
| Lease liability | -16 495 |
| Other current liabilities | -5 751 |
| Accrued expenses and deferred income | -6 983 |
| Net identifiable assets and liabilities | 10 358 |
| Goodwill | 19 046 |
| Total purchase price | 29 404 |
| Purchase price liability, to be paid during 2023 and 2024 | -8 745 |
| Total transferred consideration | 20 659 |
| Cash and cash equivalents in the acquired company | -8 417 |
| Effect on Group cash and cash equivalents | 12 243 |



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