



HANZA: Interim report January–March 2024

HANZA reports a slowdown in the economy, which has been responded to with an efficiency program. This, combined with a recently completed acquisition and new sales activities, means that both growth and margins are expected to increase. The Board decided in the quarter to increase the financial targets for 2025. At the same time, HANZA's strong financial position opens up for opportunities for further acquisitions.

First quarter 2024

- Net sales increased by 18% to SEK 1,253 million (1,065). Adjusted for acquisitions and currency, net sales decreased by 6%.
- Operating profit amounted to SEK 67 million (88), which corresponds to an operating margin of 5.3% (8.3). An integration and efficiency program affected the result negatively by SEK 20 million. Revaluation of remaining acquisition purchase price affected the result positively by SEK 20 million. Energy subsidy improved the result in Q1 previous year by SEK 6 million. Adjusted for the above-mentioned items and acquisitions, the comparable operating margin amounted to 6.4% (7.7).
- Profit after tax amounted to SEK 34 million (59), which corresponds to SEK 0.77 (1.49) per share before dilution and SEK 0.77 (1.47) after dilution.
- Cash flow from operating activities amounted to SEK 31 million (89).

CEO Erik Stenfors comments on the report:

“In the beginning of the quarter, we completed the acquisition of Orbit One. It is an important and valuable addition to the HANZA Group that increases our future potential, by further strengthening our offer, adding new competence, and broadening our customer base.

As we have previously described, some sales volumes declined in early 2024, which affects our margin negatively. That is why we acted swiftly with an extensive efficiency program, while implementing a range of sales activities focused on our supply chain optimization offering.

The acquisition and the efforts mean we are optimistic about the future. The integration is running smoothly and our new sales activities, together with the broader customer base, will boost our growth. The efficiency program will strengthen our margins during the year. In addition, our strong financial position opens up for new opportunities, including more value-creating acquisitions.”

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About HANZA

HANZA is a global knowledge-based manufacturing company that modernizes and streamlines the manufacturing industry. Through supply-chain advisory services and with production facilities grouped into regional manufacturing clusters, we create stable deliveries, increased profitability and an environmentally friendly manufacturing process for our customers. HANZA was founded in 2008 and today has a pro forma annual turnover of over SEK 5 billion. The company has six manufacturing clusters: Sweden, Finland, Germany, Baltics, Central Europe and China. Among HANZA's clients are leading companies such as 3M, ABB, Epiroc, GE, Getinge, John Deere, Mitsubishi, SAAB, Sandvik, Siemens and Tomra. HANZA is listed on Nasdaq Stockholm's main list.

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