

Quarterly report

1 MAY - 31 JULY

2024/25

Air handling units
Fans
Air distribution
products

Residential
ventilation
Fire safety
Airborne heating
Air conditioning





2023 | 2024

Quarterly report Q1

First quarter, May – July 2024

- Net sales decreased 2.0 percent to SEK 3,111 million (3,175).
- Organic growth was -0.3 percent (+10.7).
- Operating profit (EBIT) totalled SEK 305 million (335). The Group's operating margin was 9.8 percent (10.5).
- Profit after tax amounted to SEK 210 million (242).
- Cash flow from operating activities totalled SEK +188 million (+307).
- Earnings per share (basic) were SEK 1.01 (1.17).

Significant events during the period under review

- In May 2024, Systemair acquired PHEM Engineering SDN. BHD., a manufacturer of ventilation products in Malaysia. The company has 40 employees and reported sales of SEK 47 million in the past financial year ending in March 2024.
- The relocation of Menergas' production in Muelheim and der Ruhr, Germany, to Maribor, Slovenia, was completed on schedule in the first quarter.

	2024/25 May-Jul 3 mths	2023/24 May-Jul 3 mths	2023/24 May-Apr 12 mths
Net sales, SEK m.	3,111.3	3,174.9	12,256.6
Growth, %	-2.0	11.4	1.6
Operating profit, SEK m.	305.2	334.9	963.0
Operating margin, %	9.8	10.5	7.9
Profit after tax, SEK m.	210.1	242.3	653.8
Earnings per share (basic) (SEK) ¹	1.01	1.17	3.10
Earnings per share (diluted) (SEK) ¹	1.01	1.17	3.10
Operating cash flow per share (basic) (SEK) ¹	0.91	1.47	6.41
Operating cash flow per share (diluted) (SEK) ¹	0.91	1.47	6.41

1) Systemair AB has issued 1,451,240 warrants to persons holding senior positions at the Company.



2024 | 2025

Major orders during the period



Systemair products installed in medical research centre in Sicily

Systemair has delivered air distribution products valued at EUR 1 million to the Ri MED Centre in Sicily, Italy. The Centre is at the leading edge of medical research, in areas such as new vaccines, drugs, cell therapy and tissue engineering.

Systemair delivering fans for renovation of E39 tunnels in Norway

Systemair has delivered tunnel fans for the renovation of road tunnels on the E39 outside Lyngdal in Norway. The delivery comprises in all 48 large 1.1-metre diameter fans with an order valued at approximately EUR 0.7 million. The fans quickly and efficiently remove pollutants and hazardous gases, creating safe and healthy environments.





CEO's comments

Quarter 1

We achieve a gross margin of 36.0 percent and an operating margin of 9.8 percent for the quarter despite a weak market. New production of residential and commercial properties in the Nordics and Western Europe is at a lower level. Other regions continue to show good growth. Last year's comparative figures were very strong as a result of the recovery that took place after a period of component shortages.



Roland Kasper,
CEO Systemair

The market

The Nordics and parts of Western Europe have weaker growth in the quarter, but we see a stabilization. Eastern Europe, the Middle East, Asia and North America have shown good growth, which we believe will continue. Demand for energy-efficient ventilation solutions will be good in the future. The updated directives within the EPBD (Energy Performance of Buildings Directive) now set clearer requirements for conversion and indoor air quality. We see it as positive, as Systemair has a product range that meets the requirements well.

Acquisitions and investments

In May, we completed our acquisition of PHEM Engineering in Malaysia. The company manufactures air handling units and, along with our existing operations in Malaysia, provides us with a platform for continued growth in the region. Today, PHEM currently

employs 40 and reports sales of around SEK 47 million. The company's product range will enable us to extend the range of our offering in local markets.

We are continuing to invest for the long term to underpin our delivery capacity and product development. Commitment to a healthy indoor environment and technological innovation are key drivers for our business, supported by global climate targets and directives.

Investments in buildings and machinery are currently in progress, for example in Lithuania, Germany, Norway and Canada, mainly with a view to streamlining production and increasing capacity. The relocation of Menergas' production from Germany to Slovenia was completed on schedule during the quarter and will fully contribute through higher efficiency and improved profitability as of the next financial year.

Our strong balance sheet creates the scope for more future investments and strategic acquisitions. In addition, we have substantially reduced our debt, which significantly lowers our interest costs.



Sustainability

Our energy-efficient products make an important contribution in terms of energy saving and indoor air quality, and thus offer major business potential for the future. Reducing energy demand – and in that way lowering emissions from buildings – is one of the most important issues to society, in order to reduce climate impact and achieve the climate targets that have been set.

We are also particularly proud of our efforts to reduce the number of work-related injuries, which have delivered clear outcomes. Our work to strengthen structure, procedures and follow-up is helping to create more reliable, safer production.

We are looking at the whole value chain and managing the risks that exist, and actively seize upon opportunities for long-term improvements.



Outlook favourable

We see a continuingly high level of activity among consultants and ventilation contractors. We anticipate more positive market developments as market interest rates fall and as inflation targets are met.

With our 25 well-invested production facilities in 18 countries and the most comprehensive product range in energy-efficient ventilation on the market, we are well equipped for continued long-term and profitable growth.

Roland Kasper
CEO



Sales and markets

Group sales for the first quarter of the 2024/25 financial year totalled SEK 3,111.3 million (3,174.9), down 2.0 percent from the same period last year. Adjusted for the effects of foreign exchange and acquisitions, net sales decreased 0.3 percent. Acquisition-related growth was 0.5 percent. During the quarter, foreign exchange effects reduced sales by 2.2 percent.

Geographical breakdown of Q1 sales

Nordic region

During the first quarter, sales in the Nordics were 4.7 percent lower than in the same period last year. In all Nordic countries, sales decreased during the quarter. Adjusted for foreign exchange effects, sales decreased 4.1 percent.

Western Europe

During the quarter, sales in the West European market were 4.8 percent lower than in the corresponding period last year. Adjusted for foreign exchange effects, sales decreased 4.1 percent. The Netherlands, the UK and Germany showed negative growth in the quarter, while sales in Italy, Spain and France increased.

Eastern Europe and CIS

During the quarter, sales in Eastern Europe and the CIS were 1.0 percent higher than in the corresponding period last year. Azerbaijan, Serbia and the Czech Republic showed growth during the quarter, while sales in the Slovakian, Slovenian and Polish markets declined. Adjusted for foreign exchange effects and acquisitions, sales rose 3.7 percent.

North America

Sales in North America during the quarter were 0.7 percent higher than in the same period last year. Adjusted for foreign exchange effects, sales rose 1.8 percent. The Canadian market showed growth during the year, while the USA market declined. Sales of residential air handling units increased after a period where levels were lower.

Middle East, Asia, Australia and Africa

Sales in the Middle East, Asia, Australia and Africa increased by 4.7 percent compared with the same period last year. Adjusted for foreign exchange effects and acquisitions, sales rose 10.7 percent. Malaysia, India and Singapore continued to report good growth over the period.



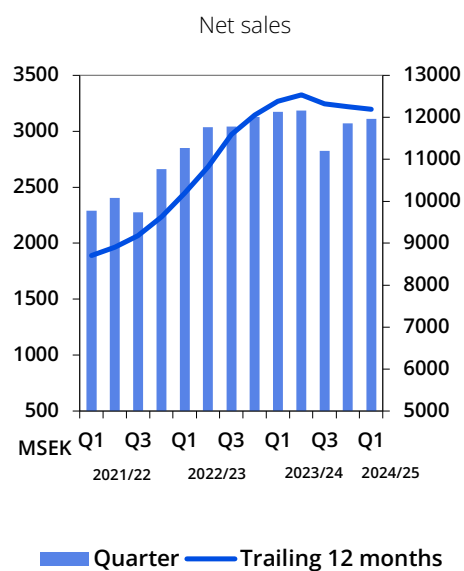
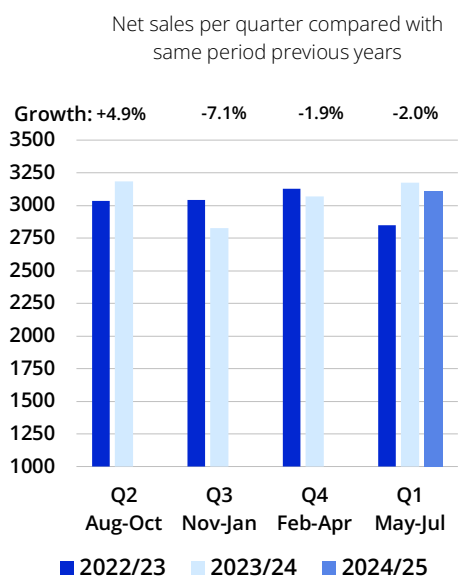
SEK 3,111 m.

Net sales in
interim period May to
July 2024



	2024/25	2023/24		
	May-Jul	May-Jul	Change	Of which
	3 mths	3 mths	in sales	organic
Nordic region	422.6	443.7	-4.7%	-4.1%
Western Europe	1,393.7	1,464.2	-4.8%	-4.1%
Eastern Europe & CIS	411.5	407.5	1.0%	3.7%
North America	415.3	412.5	0.7%	1.8%
Middle East, Asia, Australia and Africa	468.2	447.0	4.7%	10.7%
Total	3,111.3	3,174.9	-2.0%	-0.3%

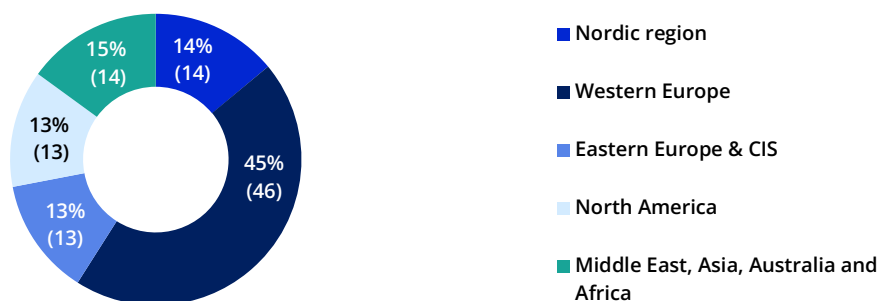
(Sales figures are based on geographical domicile of customers.)





Sales by market, 3 months

2024/25 (2023/24)



Results for the first quarter

Gross profit for the first quarter amounted to SEK 1,120.7 million (1,098.8), an increase of 2.0 percent over the same period last year. The gross margin was 36.0 percent (34.6).

Operating profit for the first quarter totalled SEK 305.2 million (334.9), down 8.9 percent from the same period in the preceding year. The operating margin was 9.8 percent (10.5). Operating profit includes a hyperinflation adjustment of SEK -0.6 million.

Selling and administration expenses for the quarter totalled SEK 814.6 million (788.5), a rise of SEK 26.1 million, or 3.3 percent. Companies acquired accounted for SEK 1.5 million of the increase in costs. Selling and administration expenses in like-for-like units rose SEK 24.6 million. Work is in progress at several units to realign costs to meet any decline in sales.

No major costs were charged to selling expenses for anticipated bad debts (previous year: SEK 5.7 million).

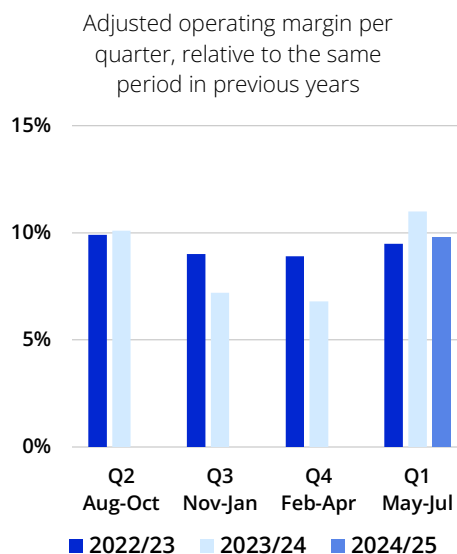
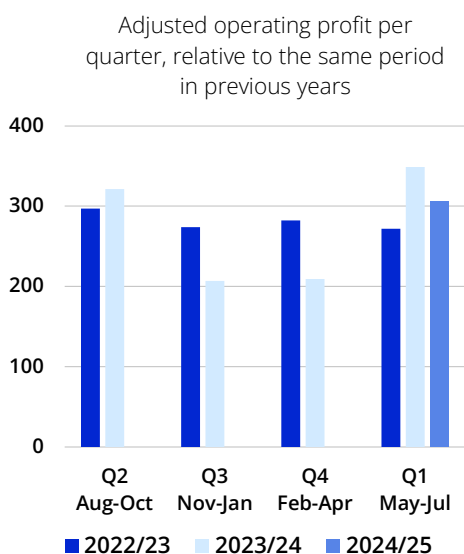
Acquisition-related costs of SEK 0.1 million (-) were charged to income during the quarter.

The overall effect on operating profit from the hyperinflation adjustment affecting Turkey was SEK -0.6 million (-10.5).

Net financial items for the first quarter totalled SEK -16.8 million (-18.0). The effects of foreign exchange on long-term receivables, loans and bank balances totalled SEK -0.4 million (+2.6) net. Interest expenses for the quarter amounted to SEK -15.6 million (-20.9).

Tax expense

Estimated tax for the quarter totalled SEK -78.3 million (-74.6), corresponding to an effective tax rate of 27.1 percent (23.5) based on profit after net financial items. The high tax charge for the period arises from non-capitalised loss carry-forwards attributable to loss-making companies.



Acquisitions and new businesses

In May 2024, Systemair acquired PHEM Engineering SDN. BHD., a manufacturer of ventilation products in Malaysia. The company has 40 employees and reported sales of SEK 47 million in the past financial year ending in March 2024.

For more information regarding the acquisition and its impact on the Group's cash and cash equivalents, see Note 3 in this report.

Changes in working capital, in connection above all with higher trade accounts receivable, but also inventories, had a total impact of SEK -190.9 million (-81.8) on cash flow. Cash flow from financing activities totalled SEK -44.8 million net (-70.5), as a result of lower net borrowing. At the end of the period, net indebtedness was SEK 1,056.3 million (1,433.0). Leverage (net debt/EBITDA) was 0.76 (0.69). Adjusted leverage (net debt/adjusted EBITDA) was 0.71 (0.90). The consolidated equity/assets ratio was 58.9 percent (56.8) at the end of the period under review.

Investments, depreciation and amortisation

Investments in the quarter, net of disposals, totalled SEK 120.5 million (172.2), including SEK 94.7 million (129.3) in new construction and machinery. The investments related primarily to production facilities in Lithuania, Germany and Italy. Depreciation, amortisation and impairment of non-current assets amounted to SEK 111.4 million (104.7).

Personnel

The average number of employees in the Group was 6,423 (6,283). At the end of the period under review, Systemair had 6,631 employees (6,616), 15 more than one year previous. Companies acquired added a total of 37 employees, while divested companies reduced the number of employees by 21. New employees were recruited chiefly in Canada (70) and India (38). Personnel cutbacks were made above all in Menerga in Germany (-77), South Africa (-28) and Denmark (-23).

Cash flow and financial position

Cash flow from operating activities, before changes in working capital during the quarter, totalled SEK 379.3 million (388.5).



Warrants

On 31 August 2023, the Annual General Meeting of Systemair AB approved the issue of warrants within the framework of the LTIP 2023 incentive programme. During 2023, Systemair AB issued a total of 362,500 warrants for Systemair shares to senior executives of the Company. The warrants were transferred to the participants at a price corresponding to their market value, calculated via an external independent valuation based on an accepted valuation model (Black-Scholes). The programme runs for four years and the last day for subscription is 30 September 2027. In 2021, 592,500 warrants were subscribed for by senior executives under the LTIP 2021 programme and in 2022, 520,740 warrants were subscribed for under the LTIP 2022 programme. These programmes also run for four years and the last days for share subscription are 30 September 2025 and 30 September 2026, respectively. In the preceding year, 24,500 warrants were repurchased from employees who had left their employment. The subscription prices are SEK 98.20 for LTIP 2021, SEK 58.30 for 2022 and SEK 77.50 for 2023.

Financial targets

Systemair has the following financial targets.

- Average annual growth in sales over a business cycle should be no less than 10 percent.
- The average operating margin over a business cycle should be no less than 10 percent.
- The Group's equity/assets ratio should not fall below 30 percent.
- The dividend is to be set at approximately 40 percent of profit after tax.



6,631

Personnel



SEK 305 m.

Operating profit 3 months



Tera – Ari handling unit for Data center cooling



Sustainability

Sustainability issues are a central and natural part of Systemair. The importance of good and healthy indoor air is increasing, while the impact of demands for energy- and resource-efficient solutions is becoming ever-more evident.

We are proud that our energy-efficient products and ventilation solutions make a real difference in reducing energy use in buildings, thus helping to lower greenhouse gas emissions.

In this way, Systemair is helping both to improve public health and mitigate climate change. Through this and our sustainability efforts, we are taking responsibility and striving for a more sustainable future.

Sustainability is part of our strategy and is increasingly being integrated into our business, with this work encompassing environmental, social and business ethics issues. Our sustainability framework focuses on four areas that contribute to progress in ten of the UN's Sustainable Development Goals.

Responsible enterprise

- Ensuring an ethical and responsible business
- Zero tolerance for corruption
- Taking our responsibility in our supply chain

Sustainable workplace

- Zero vision for work-related injuries
- Promoting employee development
- Equal opportunities with an inclusive culture

Sustainable operations

- Reducing greenhouse gas (GHG) emissions
- Improving our own energy efficiency
- Reducing our environmental impact

Sustainable products

- Developing leading energy-efficient solutions
- Improving indoor air quality
- Life cycle approach for reduced environmental impact



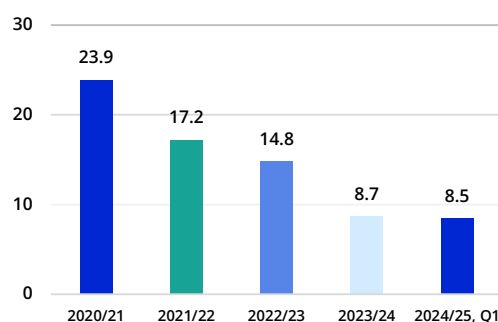
Sustainability reporting

Systemair reports annually on its sustainability work in the Company's Annual Report. To improve governance and monitoring and to increase transparency, Systemair compiles selected sustainability data on a quarterly basis. Three key performance measures from sustainability reporting are presented below.

Work-related injuries leading to sickness absence

Systemair strives to ensure that no work-related injuries occur, especially those that lead to sick leave. Our aim is for a reduction of 15 percent per year in our work-related injuries leading to sick leave, as measured by the LTIFR (Lost Time Injury Frequency Rate) metric. We are pleased with and proud of the major reduction that we achieved in 2023/24, where the outcome was a 41 percent reduction from the outcome in 2022/23. The favourable trend continued in the first quarter of 2024/25 as a result of consistent and systematic work through training, monitoring and investment.

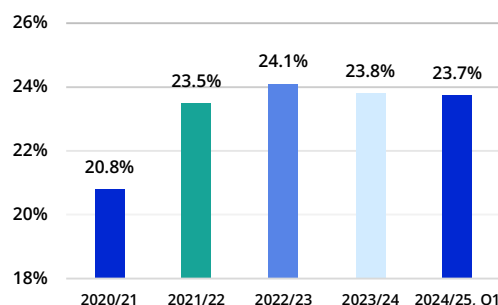
Work-related injuries with sickness absence, LTIFR



Female leaders

Increasing the proportion of female leaders is a strategic goal. The aim is that by 2025/26 women will represent no less than 25 percent of Systemair's leaders. A leader is defined as a person who is a member of a local management team and/or is in charge of directly reporting employees. The proportion of female leaders decreased slightly in the past year to 23.7 percent. The metric is volatile in the short term. Systemair uses various measures to establish firmer ground for long-term positive developments in the area.

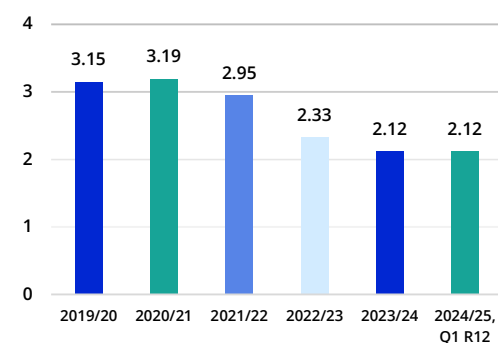
Percentage of female leaders



Scopes 1 and 2 emissions (CO₂e)

Systemair has a target of halving its emissions intensity by 2030/31, with 2019/20 as the baseline year. Scope 2 emissions are based on the market-based method. The outcome for the first quarter was a good, low ratio of 1.73 t.CO₂e/MSEK, which is to be expected for that period. Absolute emissions decreased by 4 percent in Q1, compared with the same period last year. The outcome on a rolling twelve-month basis was 2.12 t.CO₂e/MSEK, representing an overall reduction of 33 percent compared to the base year 2019/20. This was achieved mainly through energy efficiency improvements and investments in solar cell installations.

Emissions intensity Scopes 1 & 2 (Ton CO₂e/SEK m. COGS)



In Q1, our solar cells generated 1,097,000 kWh. This has led to reductions of 398 tonnes of CO₂ in emissions.



Events after the close of the period

No significant events have occurred since the end of the financial year.

Exposure to Russia, Ukraine and Belarus

At the end of the period under review, the number of employees in Russia, Ukraine and Belarus stood at 200. Systemair's sales in the region represent 1.7 percent of the Group's total sales in the period under review.

Material risks and uncertainty

Systemair has chosen to organise risk management into four different categories: strategic, operational, financial and regulatory. Strategic risks comprise, for example, macroeconomic developments in the cyclical construction industry, geopolitics and brand-related risks. Examples of operational risk factors include product availability and skills supply. The financial risks that Systemair has identified in its business consist of foreign exchange risk, borrowing and interest rate risk and credit risk and liquidity risk. Finally, regulatory risks

include corruption and product requirements. The material risks and uncertainties affecting Systemair are described in more detail in the Company's 2023/24 Annual Report.

Related party transactions

There were no material related party transactions during the period under review. Transactions with related parties for the 2023/24 financial year are described in detail in Note 40 to the accounts in the Annual Report.

Parent Company

The Parent Company's net sales for the period under review totalled SEK 56.3 million (46.0). Operating profit was negative, at SEK -47.3 million (-41.5). The Parent Company had 68 employees (64). The core business of the Parent Company consists of intra-Group services.



The newly developed ventilation unit "Geniox side by side" which offers a lower construction height



Systemair in Brief

Systemair is a leading ventilation company with operations in 51 countries in Europe, North America, the Middle East, Asia, Australia and Africa. The Company had sales of SEK 12.3 billion in the 2023/24 financial year and today employs approximately 6,600 people. Systemair has reported an operating profit every year since 1974, when the Company was founded. Over the past 10 years, growth has averaged 9.0 percent. Systemair helps to improve the indoor climate via energy-efficient and sustainable products that reduce carbon dioxide emissions.

Systemair has well-established operations in growth markets. The Group's products are marketed under the Systemair, Frico, Fantech and Menerga brands. Systemair shares have been quoted on the Nasdaq OMX Nordic Exchange in Stockholm since October 2007 and are today traded on the Large Cap List. The Group comprises about 90 companies.

About Systemair

- The Company established operations in 1974 with a product concept, the circular duct fan, a design that considerably simplified the process of installation. We adopted the motto “the direct route”, which has been developed from a product concept into a business philosophy. Our product range has expanded strongly to extend over a broad range of fans, air handling units, products for air distribution, air conditioning, air curtains and heating products.

Mission statement

- Operating from the core values of simplicity and reliability, our business concept is to develop, manufacture and market energy-efficient, high-quality ventilation products. On the basis of our business concept and with our customers in focus, our aim is to be seen as a company to rely on, with the emphasis on delivery reliability, availability, sustainability and quality.

Business model

- Availability is an important parameter in terms of our competitiveness, and we ensure effective control of our flow of goods, with our own production units, centralised warehouse facilities and an efficient common ERP system. With modern production plants and our own sales companies around the world, we reach out directly to our customers.

The business model supports stability and development, and today we are a leading producer and supplier of ventilation products with our own production and sales organisation.

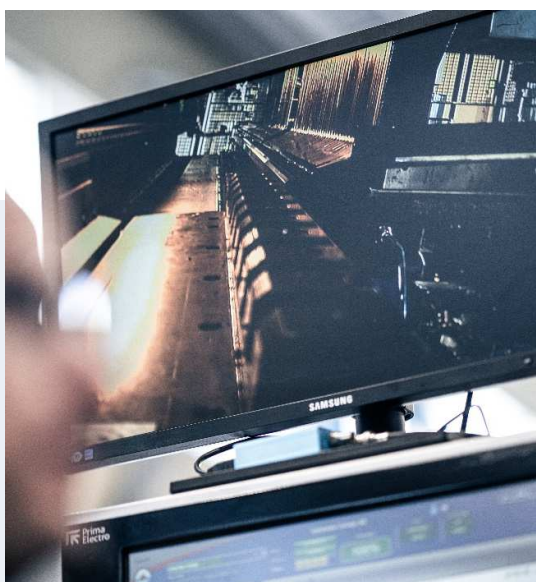
Strategies

- Systemair's mission is to create better air every day around the world. Through energy-efficient and sustainable products, we are reducing CO₂ emissions and energy consumption, and we are leveraging the market's powerful drivers to achieve our goals.



Strategic priorities:

- We will provide an attractive workplace with an inclusive culture that promotes employee development and entrepreneurship. Through this internal strength, we can build strong relationships based on expertise and trust.
- We provide a wide range of quality products, based on standardised platforms, with energy efficiency and indoor air quality at their core. Our products are designed to make connected and smart solutions possible.
- We will improve our profitability through economies of scale and efficient product development focused on standardisation. A strong local presence where decision-making is decentralised, for agility on the solid ground of common processes.
- We look to the future in order to prepare for the demands that lie ahead. Sustainable products are part of this: we look at the whole life cycle of the product to improve resource efficiency and our climate footprint. We will build up our servicing business as it plays an important role in optimising the product in operation. Overall, Systemair stands for a long-term approach and will work to put this into practice through sustainable and responsible decisions.
- We will continue to maintain a global and diversified customer base. This provides us with solid foundations for profitable growth via organic investments and an active acquisition agenda. Systemair is our main brand and other brands are only used when they offer a clear business benefit.





Summary income statement

SEK m.	Group				Parent Company	
	2024/25 May-Jul 3 mths	2023/24 May-Jul 3 mths	2023/24 Aug-Jul tr1 12	2023/24 May-Apr 12 mths	2024/25 May-Jul 3 mths	2023/24 May-Jul 3 mths
Net sales	3,111.3	3,174.9	12,193.0	12,256.6	56.3	46.0
Cost of goods sold	-1,990.6	-2,076.1	-7,957.4	-8,042.9	-	-
Gross profit	1,120.7	1,098.8	4,235.6	4,213.7	56.3	46.0
Other operating income	33.2	99.7	202.4	268.9	4.1	10.7
Selling expenses	-659.7	-632.7	-2,643.7	-2,616.7	-38.2	-30.2
Administration expenses	-154.9	-155.8	-597.3	-598.2	-30.4	-35.7
Other operating expenses	-38.6	-77.6	-336.9	-375.9	-39.1	-32.3
Net gain on monetary items	4.5	2.5	73.2	71.2	-	-
Operating profit/loss	305.2	334.9	933.3	963.0	-47.3	-41.5
Net financial items	-16.8	-18.0	-97.4	-98.6	314.2	362.9
Profit after financial items	288.4	316.9	835.9	864.4	266.9	321.4
Appropriations	-	-	-	-	0.2	-0.7
Tax on profit for the period	-78.3	-74.6	-214.3	-210.6	7.7	-0.8
Profit/loss for the period	210.1	242.3	621.6	653.8	274.8	319.9
Attributable to:						
Parent Company shareholders	209.7	243.9	611.4	645.6	-	-
Non-controlling interests	0.4	-1.6	10.2	8.2	-	-
Earnings per share (basic), SEK	1.01	1.17	2.94	3.10	-	-
Earnings per share (diluted), SEK	1.01	1.17	2.94	3.10	-	-



Statement of comprehensive income

	Group				Parent Company	
	2024/25 May-Jul 3 mths	2023/24 May-Jul 3 mths	2023/24 Aug-Jul trl 12	2023/24 May-Apr 12 mths	2024/25 Aug-Jul trl 12	2023/24 May-Apr 12 mths
SEK m.						
Profit/loss for the period	210.1	242.3	621.6	653.8	274.8	319.9
Other comprehensive income						
<i>Items that have been, or may later be, transferred to profit for the year:</i>						
Translation differences	-21.7	79.7	-58.2	43.2	-	-
<i>Items that cannot be transferred to profit for the period:</i>						
Revaluation of defined-benefit pensions, net after tax	-	-	-1.7	-1.7	-	-
Other comprehensive income	-21.7	79.7	-59.9	41.5	-	-
Total comprehensive income for the period	188.4	322.0	561.7	695.3	274.8	319.9
Attributable to:						
Parent Company shareholders	188.0	323.6	551.5	687.1	-	-
Non-controlling interests	0.4	-1.6	10.2	8.2	-	-

Systemair AB has issued 1,451,240 warrants to persons holding senior positions within the Company.



Summary balance sheet

SEK m.	Group			Parent Company	
	31/07/2024	31/07/2023	30/04/2024	31/07/2024	31/07/2023
ASSETS					
Goodwill	1,026.9	1,002.6	1,025.8	-	-
Other intangible non-current assets	279.5	292.6	287.7	20.5	24.1
Property, plant and equipment	2,781.4	2,577.2	2,727.0	28.1	21.6
Financial and other non-current assets	251.0	188.1	240.6	3,064.6	2,997.8
Total non-current assets	4,338.8	4,060.5	4,281.1	3,113.2	3,043.5
Inventory	2,124.0	2,477.4	2,124.0	-	-
Current receivables	3,021.9	2,879.4	2,973.3	1,265.9	1,730.7
Cash and cash equivalents	425.7	429.1	414.3	-	-
Total current assets	5,571.6	5,785.9	5,511.6	1,265.9	1,730.7
TOTAL ASSETS	9,910.4	9,846.4	9,792.7	4,379.1	4,774.2
EQUITY AND LIABILITIES					
Equity	5,839.7	5,592.5	5,653.8	2,292.6	2,374.0
Untaxed reserves	-	-	-	1.5	1.4
Non-current liabilities, non-interest-bearing	251.6	252.7	219.5	-	-
Non-current liabilities, interest-bearing	710.0	702.6	727.3	1,550.5	1,438.0
Total non-current liabilities	961.6	955.3	946.8	1,550.5	1,438.0
Current liabilities, interest-bearing	751.0	1,140.2	734.9	371.7	834.8
Current liabilities, non-interest-bearing	2,358.1	2,158.4	2,457.2	162.8	126.0
Total current liabilities	3,109.1	3,298.6	3,192.1	534.5	960.8
TOTAL EQUITY AND LIABILITIES	9,910.4	9,846.4	9,792.7	4,379.1	4,774.2



Summary consolidated cash flow statement

	2024/25 May-Jul 3 mths	2023/24 May-Jul 3 mths	2023/24 May-Apr 12 mths
SEK m.			
Operating profit/loss	305.2	334.9	963.0
Adjustment for non-cash items	147.7	125.4	331.2
Financial items	-17.1	-22.5	-91.9
Income tax paid	-56.5	-49.3	-220.0
Cash flow from operating activities before changes in working capital	379.3	388.5	982.3
Changes in working capital	-190.9	-81.8	350.9
Cash flow from operating activities	188.4	306.7	1,333.2
Cash flow from investing activities	-119.6	-167.0	-389.7
Cash flow from financing activities	-44.8	-70.5	-898.1
Cash flow for the period	24.0	69.2	45.4
Cash and cash equivalents at start of period	414.3	339.9	339.9
Translation differences, cash and cash equivalents	-12.6	20.0	29.0
Cash and cash equivalents at close of period	425.7	429.1	414.3

Statement of changes in equity – Group

SEK m.	2024/25 May-Jul			2023/24 May-Jul			2023/24 May-Apr		
	Equity attributable to Parent Company shareholders	Non- controlling interests	Total equity	Equity attributable to Parent Company shareholders	Non- controlling interests	Total equity	Equity attributable to Parent Company shareholders	Non- controlling interests	Total equity
Amount at beginning of year	5,645.5	8.3	5,653.8	5,265.7	6.8	5,272.5	5,265.7	6.8	5,272.5
Dividend		-2.5	-2.5	-	-2.0	-2.0	-228.8	-2.0	-230.8
Issue of warrants	-	-	-	-	-	-	2.4	-	2.4
Revaluation of acquisition option	-0.1	0.1	-	-2.6	2.6	-	-80.9	-4.7	-85.6
Comprehensive income	188.0	0.4	188.4	323.6	-1.6	322.0	687.1	8.2	695.3
Amount at end of period	5,833.4	6.3	5,839.7	5,586.7	5.8	5,592.5	5,645.5	8.3	5,653.8



Key performance measures for the Group

		2024/25 May-Jul 3 mths	2023/24 May-Jul 3 mths	2023/24 May-Apr 12 mths
Net sales	SEK m.	3,111.3	3,174.9	12,256.6
Growth	%	-2.0	11.4	1.6
Operating profit/loss	SEK m.	305.2	334.9	963.0
Operating margin	%	9.8	10.5	7.9
Adjusted operating margin	%	9.8	11.0	8.8
Profit after net fin. items	SEK m.	288.4	316.9	864.4
Profit margin	%	9.3	10.0	7.1
Adjusted profit margin	%	9.3	10.3	8.0
Return on capital employed	%	13.3	20.9	14.2
Adjusted return on capital employed	%	14.6	17.2	15.6
Return on equity	%	11.1	21.4	11.8
Adjusted return on equity	%	12.8	15.9	13.7
Equity/assets ratio	%	58.9	56.8	57.7
Investments	SEK m.	-119.6	-167.0	-389.7
Depreciation/amortisation and impairments	SEK m.	111.4	104.7	422.1
Per share ratios				
Earnings per share (basic)	SEK	1.01	1.17	3.10
Earnings per share (diluted)	SEK	1.01	1.17	3.10
Adjusted earnings per share (basic)	SEK	1.02	1.23	3.68
Adjusted earnings per share (diluted)	SEK	1.02	1.23	3.68
Equity per share (basic)	SEK	28.04	26.86	27.14
Diluted equity per share	SEK	28.03	26.84	27.13
Operating cash flow per share (basic)	SEK	0.91	1.47	6.41
Operating cash flow per share (diluted)	SEK	0.91	1.47	6.41
Average number of shares in period, before dilution	No.	208,000,000	208,000,000	208,000,000
Average number of shares in period, after dilution	No.	208,140,000	208,149,000	208,110,000



Quarterly performance measures – Group

		2024/25		2023/24		2022/23				
		May-Jul Q1	Feb-Apr Q4	Nov-Jan Q3	Aug-Oct Q2	May-Jul Q1	Feb-Apr Q4	Nov-Jan Q3	Aug-Oct Q2	May-Jul Q1
Net sales	SEK m.	3,111.3	3,068.8	2,826.7	3,186.1	3,174.9	3,128.8	3,043.5	3,036.7	2,848.9
Growth	%	-2.0	-1.9	-7.1	4.9	11.4	17.6	33.6	26.3	24.4
Gross margin	%	36.0	35.1	33.9	33.9	34.6	34.2	34.2	33.3	34.6
Operating profit/loss	SEK m.	305.2	233.0	73.0	322.1	334.9	734.5	277.5	119.8	269.6
Operating margin	%	9.8	7.6	2.6	10.1	10.5	23.5	9.1	3.9	9.5
Adjusted operating margin	%	9.8	6.8	7.2	10.1	11.0	8.9	9.0	9.9	9.5
Return on capital employed	%	13.3	14.2	20.7	23.4	20.9	20.1	13.3	12.4	14.7
Adjusted return on capital employed	%	14.6	15.6	16.0	17.1	17.2	16.2	16.4	15.7	15.5
Return on equity	%	11.1	11.8	19.9	24.2	21.4	22.6	13.3	12.2	16.1
Adjusted return on equity	%	12.8	13.7	13.7	15.5	15.9	16.4	18.5	17.8	17.4
Equity/assets ratio	%	58.9	57.7	57.8	55.6	56.8	54.7	46.5	43.8	44.0
Equity per share (basic)	SEK	28.04	27.14	25.67	26.92	26.86	25.32	22.51	21.30	19.73
Diluted equity per share	SEK	28.03	27.13	25.66	26.90	26.84	25.31	22.51	21.30	19.73
Earnings per share (basic)	SEK	1.01	0.88	-0.12	1.18	1.17	2.96	0.79	0.21	1.04
Earnings per share (diluted)	SEK	1.01	0.88	-0.12	1.18	1.17	2.96	0.79	0.21	1.04
Adjusted earnings per share (basic)	SEK	1.02	0.78	0.50	1.18	1.23	0.77	0.77	1.06	1.05
Adjusted earnings per share (diluted)	SEK	1.02	0.78	0.50	1.18	1.23	0.77	0.77	1.04	1.05
Cash flow from operating activities per share (basic)	SEK	0.91	0.92	1.94	2.08	1.47	0.82	1.34	0.98	-0.31
Cash flow from operating activities per share (diluted)	SEK	0.91	0.92	1.94	2.08	1.47	0.82	1.34	0.98	-0.31



Note 1 Accounting policies

Systemair applies International Financial Reporting Standards (IFRS). This interim report was prepared for the Group in accordance with the Swedish Annual Accounts Act, the Swedish Financial Reporting Board's recommendation RFR 1 and IAS 34 Interim Financial Reporting, and for the Parent Company in accordance with the Swedish Annual Accounts Act and RFR 2.

The interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. The Group applies the same accounting policies as described in the 2023/24 Annual Report.

No other new or revised standards, interpretations or improvements, as adopted by the EU, have affected the Group in any material way.

Note 2 Revenue analysis

The Group's revenue is generated in the main from the manufacture and sale of ventilation products, as well as from the servicing of ventilation products. Total revenue for the quarter amounted to SEK 3,111.3 million (3,174.9), of which servicing of ventilation products accounted for SEK 127.4 million (137.0).

SEK m.	2024/25 May-Jul 3 mths	2023/24 May-Jul 3 mths	2023/24 May-Apr 12 mths
Europe			
Sale of goods recognised at a specific point in time	2,080.0	2,175.8	8,342.3
Sale of goods recognised over time	29.1	19.6	97.4
Servicing recognised at a certain point in time	59.5	72.5	294.4
Servicing recognised over time	62.4	60.2	273.4
	2,231.0	2,328.1	9,007.5
Americas, Middle East, Asia, Australia and Africa			
Sale of goods recognised at a specific point in time	830.2	777.6	2,988.8
Sale of goods recognised over time	44.6	64.9	242.1
Servicing recognised at a certain point in time	4.8	1.7	4.5
Servicing recognised over time	0.7	2.6	13.7
	880.3	846.8	3,249.1
Total			
Sale of goods recognised at a specific point in time	2,910.2	2,953.4	11,331.1
Sale of goods recognised over time	73.7	84.5	339.5
Servicing recognised at a certain point in time	64.3	74.2	298.9
Servicing recognised over time	63.1	62.8	287.1
	3,111.3	3,174.9	12,256.6



Note 3 Companies acquired

Companies acquired

Breakdown of purchase consideration for PHEM Engineering SDN. BHD., Malaysia:

	PHEM
Total historical cost, less costs of acquisition	25.5
Assets acquired	
Fair value of assets acquired, net	14.3
Goodwill	11.2
Identifiable net assets	
Brands and customer relationships	4.4
Machinery and equipment	1.2
Inventory	5.0
Trade accounts receivable	8.6
Other current assets	1.9
Cash and cash equivalents	3.1
Deferred tax liability	-0.7
Interest-bearing liabilities	-0.1
Other operating liabilities	-9.1
	14.3

The total impact on cash flow from acquisitions and previously withheld purchase considerations on was SEK -22.5 million. Transaction costs of SEK 0.1 million in connection with the acquisition have been charged to profit in the quarter.

Customer relationships have been measured as the net present value of future cash flows. The useful life of these assets has been estimated at 5 years. The goodwill upon acquisition is attributable to the strong market position of the companies acquired, synergies expected to arise after the acquisition and the company's estimated future earning capacity. Net sales for the acquired company between the time of the acquisition and the end of the period under review totalled SEK 15.0 million. Operating profit for the corresponding period was SEK 2.9 million.

Note 4 Financial instruments

Systemair's financial instruments comprise derivatives, trade accounts receivable, cash and cash equivalents, trade accounts payable, accrued supplier costs, interest-bearing liabilities, acquisition options and additional purchase considerations. Liabilities to credit institutions carry variable interest rates or, in certain cases, fixed rates for a short period. Derivatives are measured at fair value via the income statement on the basis of input data corresponding to level 2 as defined in IFRS 13.

Share purchase options and additional purchase considerations are measured on level 3 as defined in IFRS 13. The calculation for the option to acquire the remaining 10 percent of the shares in Systemair HSK, Turkey, is based on the anticipated earnings before depreciation/amortisation and tax (EBITDA), plus the increase in value of the land and building where the Turkish production facility is situated. Any increase in anticipated profit after tax and any increase in value of the land would result in an increase in the liability relating to the option. No upper limit for the anticipated liability is established in the agreement. Any change in estimated liability is transferred via the Group's equity. No change in the liability was made during the quarter. It is currently valued at SEK 94.3 million. The liability for the acquisition option is recognised as Current liability, non-interest bearing. The calculation for the option to acquire the remaining 40 percent of the shares in Frico A/S, Denmark, is based on the anticipated operating profit (EBIT) for the 2023/24 and 2024/25 financial years. Any increase in anticipated profit after tax would result in an increase in the liability relating to the option. No upper limit for the anticipated liability is established in the agreement. Any change in



estimated liability is transferred via the Group's equity. No change in the liability was made during the quarter. It is currently valued at SEK 16.3 million. The liability for the acquisition option is recognised under Non-current liabilities, non-interest-bearing, on the balance sheet. Other financial assets and liabilities are recognised as current. For that reason, the fair values of all financial instruments are considered to equate approximately to the carrying amounts. Systemair has not recognised any financial assets and liabilities net.

Note 5 Segment reporting

The Group's operations are classified geographically. Systemair aggregates into two geographical segments of (i) Europe and (ii) Americas, Middle East, Asia, Australia and Africa. The market segment Europe accounts for the major share of Systemair's business. The segment Europe consists of a large number of markets. The legal entities within Europe work with each other in manufacturing and sales. The Company also judges that in every material respect similar economic conditions exist in the region, and so the legal entities within the region have been aggregated. Systemair further considers that accounting for the merged segments of (i) Europe and (ii) Americas, Middle East, Asia, Australia and Africa presents a clearer picture. The Parent Company is accounted for via a separate segment, Group-wide. The subsidiaries are aggregated on the basis of their legal domicile and they are consolidated according to the same principles as for the Group as a whole.

SEK m.	2024/25 May-Jul 3 mths	2023/24 May-Jul 3 mths	2023/24 May-Apr 12 mths
Europe			
Net sales, external	2,216.0	2,328.1	9,007.5
Net sales, intra-Group	64.6	38.1	183.8
Operating profit/loss	264.7	279.4	870.8
Operating margin, %	11.9	12.0	9.7
Profit after net fin. items	261.8	376.4	1,067.4
Profit margin, %	11.8	16.2	11.9
Assets	6,229.4	6,016.9	6,259.3
Investments	-80.4	-74.2	-241.0
Depreciation/amortisation and impairments	87.2	79.5	332.3
Americas, Middle East, Asia, Australia and Africa			
Net sales, external	895.3	846.8	3,249.1
Net sales, intra-Group	10.3	4.5	36.8
Operating profit/loss	88.2	96.6	293.6
Operating margin, %	9.9	11.4	9.0
Profit after net fin. items	70.3	51.5	186.2
Profit margin, %	7.9	6.1	5.7
Assets	2,438.0	2,396.6	2,420.6
Investments	-13.8	-45.9	-79.0
Depreciation/amortisation and impairments	20.3	18.1	72.5
Group-wide			
Net sales, intra-Group	56.3	46.0	192.7
Operating profit/loss	-47.7	-41.1	-201.4
Profit after net fin. items	-43.7	-111.0	-389.2
Assets	4,389.0	4,783.5	4,279.7
Investments	-25.4	-46.9	-69.7
Depreciation/amortisation and impairments	3.9	7.1	17.3



SEK m.	2024/25 May-Jul 3 mths	2023/24 May-Jul 3 mths	2023/24 May-Apr 12 mths
Eliminations			
Net sales, intra-Group	-131.2	-88.6	-413.3
Assets	-3,146.0	-3,350.6	-3,166.9
Total			
Net sales, external	3,111.3	3,174.9	12,256.6
Operating profit/loss	305.2	334.9	963.0
Operating margin, %	9.8	10.5	7.9
Profit after net fin. items	288.4	316.9	864.4
Profit margin, %	9.3	10.0	7.1
Assets	9,910.4	9,846.4	9,792.7
Investments	-119.6	-167.0	-389.7
Depreciation/amortisation and impairments	111.4	104.7	422.1



Alternative Performance Measures

In the report, Systemair presents performance measures that supplement the financial ratios defined in IFRS; these are known as alternative performance measures (APMs). The Company is of the view that these APMs provide valuable information to investors and the Company's management, in that they enable evaluation of the Company's performance, trends, capacity to pay down debt and invest in new business opportunities, and that they reflect the Group's acquisition-intensive business model.

Because not all companies calculate key financial performance measures in the same way, these APMs are not always comparable. As a result, they should not be regarded as substitutes for performance measures as defined in IFRS. A number of definitions appear below, the majority of which are alternative performance measures.

For more key performance measures and information on how they are calculated, see Systemair's website at: group.systemair.com/investor-relations/financial-information/financial-data/

Definitions of Key Performance Measures

Number of employees

The number of employees at the end of the accounting period. New employees, appointments terminated, part-time employees and paid overtime are converted into full-time equivalents.

Return on equity

Profit after tax before non-controlling interest, for the trailing 12 months (TTM), divided by average equity excluding non-controlling interest.

Return on capital employed

Profit after financial income, for the trailing 12 months (TTM), divided by average capital employed.

Equity per share

Equity, excluding non-controlling interest, divided by the number of shares at the end of the period.

Adjusted leverage

Net debt in relation to adjusted operating profit before depreciation, amortisation and impairment (adjusted EBITDA).

Adjusted operating margin

Adjusted operating profit divided by adjusted net sales.

Adjusted operating profit

Operating profit excluding restructuring costs, impairments, hyperinflation adjustments and other items affecting comparability.

LTIFR

Lost Time Injury Frequency Rate. The number of work-related injuries with sickness absence per 1 million hours worked.

Leverage

Net debt in relation to operating profit before depreciation, amortisation and impairment (EBITDA).

Operating cash flow per share

Cash flow from operating activities for the period, divided by the average number of shares during the period.

Organic growth

Change in sales by comparable units, adjusted for acquisitions and foreign currency effects.

**Earnings per share**

Profit for the period attributable to Parent Company shareholders, divided by the average number of shares during the period.

Operating margin

Operating profit divided by net sales.

Operating profit (EBIT)

Earnings before financial items and tax.

Equity/assets ratio

Adjusted equity divided by total assets.

Capital employed

Total assets less non-interest-bearing liabilities.

Growth

Growth is defined as the change in net sales, relative to net sales for the preceding period.

Emission intensity

Calculated as total Scopes 1 and 2 emissions divided by Cost of Goods Sold (COGS). As regards both emissions and COGS for all years, any divested operations are disregarded. Similarly those for any acquired activities are taken into account.

Profit margin

Profit after financial items divided by net sales.



Miscellaneous

The information in this Interim Report is information that Systemair is required to disclose in accordance with the Swedish Securities Markets Act (lagen om värdepappersmarknaden) and/or the Swedish Financial Instruments Trading Act (lagen om handel med finansiella instrument). This information is to be submitted for publication at 12.30 p.m. on 29 August 2024.

The interim report has not been audited.

Skinnskatteberg, 29 August 2024

Systemair AB (publ)

Board of Directors

Contact

CEO Roland Kasper

Telephone: +46-(0)73-094 40 13

E-mail: roland.kasper@systemair.com

CFO Anders Ulff

Telephone: +46-(0)70-577 40 09

E-mail: anders.ulff@systemair.com

Systemair AB (publ)

Co. Reg. No. 556160-4108

SE-739 30 Skinnskatteberg, Sweden

Telephone: +46 (0)222-440 00

info@systemair.se



Calendar

- Interim Report Q2 2024/25
7.00 a.m., 4 December 2024
- Interim Report Q3 2024/25
7.00 a.m., 6 March 2025
- Year-end report 2024/25
7.00 a.m., 5 June 2025
- Interim Report Q1 2025/26
12.30 p.m., 28 August 2025
- Interim Report Q2 2025/26
7.00 a.m., 4 December 2025



Systemair AB (publ)

Co. Reg. No. 556160-4108
SE-739 30 Skinnskatteberg,

Sweden

Systemair.com

Telephone:

+46 (0)222-440 00
info@systemair.se