

Year-End Report 2024 – 12 months

1 January – 31 December 2024

Fourth quarter (1 Oct-31 Dec 2024)

- Net sales increased by 11 percent to MSEK 1,771 (1,601). Currency-adjusted sales rose by 10 percent.
- Operating profit before depreciation and amortisation (EBITDA) excluding non-recurring items of MSEK -27 (0) amounted to MSEK 172 (209)¹⁾.
- Operating profit amounted to MSEK 79 (142) and the operating margin was 4.5 percent (8.9). Operating profit was charged with non-recurring items of MSEK -27 (0).¹⁾
- Profit after financial items totalled MSEK 81 (137).¹⁾
- Profit after tax amounted to MSEK 70 (119).
- Earnings per share before dilution totalled SEK 0.29 (0.51). Earnings per share after dilution totalled SEK 0.28 (0.50).²⁾
- Cash flow from operating activities amounted to MSEK 323 (376).

Financial year (1 Jan-31 Dec 2024)

- Net sales increased by 7 percent to MSEK 6,585 (6,139). Currency-adjusted sales rose by 8 percent.
- Operating profit before depreciation and amortisation (EBITDA) excluding non-recurring items of MSEK -48 (0) amounted to MSEK 761 (686)¹⁾.
- Operating profit increased by 6 percent to MSEK 459 (432), corresponding to an operating margin of 7.0 percent (7.0). Operating profit was charged with non-recurring items of MSEK -48 (0).¹⁾
- Profit after financial items increased by 14 percent to MSEK 438 (385).¹⁾
- Profit after tax amounted to MSEK 320 (292).
- Earnings per share before dilution increased by 11 percent to SEK 1.38 (1.24). Earnings per share after dilution totalled SEK 1.37 (1.23).²⁾
- Cash flow from operating activities amounted to MSEK 624 (810).
- The equity/assets ratio at the end of the year was 60 percent (56).²⁾
- Net debt excluding lease liabilities amounted to MSEK -969 (45). During the third and fourth quarters, the Group received a total of MSEK 831 in issue proceeds from a directed share issue (see Note 6).
- The Board of Directors proposes that no dividend be paid out for 2024 (SEK 0.75 per ordinary share).

Discontinued Operations

In March 2022, ITAB decided to discontinue its operations in Russia due to the Russian regime's invasion of Ukraine. For this reason, the Russian subsidiary has been recognised as Discontinued Operations in accordance with IFRS 5 as of ITAB's interim report for the third quarter of 2022. The discontinuation of the Russian operations was completed on 27 March 2024 through the divestment of all shares in the Russian subsidiary. For more information, see Note 8 Discontinued Operations on page 14. Comments and figures in this report pertain to Continuing Operations, unless otherwise stated.

Events during the year

- ITAB commenced delivery of 7,200 self-checkouts to the stores of a leading grocery chain in multiple countries in Europe during January.
- In January, ITAB signed an agreement with a leading fashion chain in Europe for the delivery of customised interiors, checkouts and fitting rooms for the refurbishment of existing stores and in upcoming new stores over three years.
- In early April, ITAB signed an agreement with a leading grocery chain for the delivery of entrance and exit gates, aimed at improving loss prevention measures in their stores across Europe.
- In May, ITAB made a strategic investment in Signatrix GmbH, a technology and Retail AI startup.
- At the end of August, ITAB signed a framework agreement for the manufacturing, delivery and installation of shopfitting and signage solutions for a major financial services provider throughout the UK.
- In September, ITAB signed a framework agreement with a world-leading manufacturer of window coverings for the roll-out of a new shop-in-shop concept in some 900 stores in their reseller network throughout Europe.
- With the aim of strengthening ITAB's position and complementing the Group's current offering, ITAB agreed to acquire Financière HMY for a cash consideration of MEUR 320 at the end of September. HMY is a leading European supplier of shop fittings, checkouts and store design to the retail industry and had sales of just over MEUR 541 in 2023.
With a final and definitive share purchase agreement entered into in early December 2024 and the other conditions for the transaction fulfilled, the acquisition was completed on 31 January 2025. The purchase consideration was paid in connection with the closing of the transaction.

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Improved earnings, growth and a transformative acquisition

2024 was characterised by higher sales and underlying earnings improvements, despite continued challenging market conditions and strong comparative figures. For the full year, net sales increased by 7 percent and operating profit (excluding non-recurring costs) by 17 percent. The operating margin was 7.7 percent (7.0), which is in line with our financial target. Through the acquisition of HMY, which was completed at the end of January 2025, we are creating the leading solution provider for the retail market, thereby benefiting our customers and employees. The acquisition is a strategic and cultural fit, and integration will now begin – with a focus on realising synergies, achieving operational efficiency and filling our order book.

Andreas Elgaard
President & CEO

[Read more on page 2.](#)

The Group in summary

For key ratios and definitions, see pages 17–20.

	Fourth quarter			Full year		
	Oct-Dec 2024	Oct-Dec 2023	Δ	Jan-Dec 2024	Jan-Dec 2023	Δ
Net sales, MSEK	1,771	1,601	+11%	6,585	6,139	+7%
EBITDA excl. non-recurring items ¹⁾ , MSEK	172	209	-18%	761	686	+11%
EBITDA margin, %	9.8	13.1		11.6	11.2	
Operating profit excl. non-recurring items ¹⁾ , MSEK	106	142	-25%	507	432	+17%
Operating margin, %	6.0	8.9		7.7	7.0	
Profit after financial items excl. non-recurring items ¹⁾ , MSEK	108	137	-21%	486	385	+26%
Profit margin, %	6.1	8.5		7.4	6.3	
Profit after tax, MSEK	70	119	-41%	320	292	+10%
Earnings per share before dilution ²⁾ , SEK	0.29	0.51	-43%	1.38	1.24	+11%
Cash flow from operating activities, MSEK	323	376	-14%	624	810	-23%
Equity/assets ratio ²⁾ , %	60	56		60	56	
Interest-bearing net debt excl. lease liabilities, MSEK	-969	45	-1,014	-969	45	-1,014

¹⁾ EBITDA, operating profit and profit after financial items for the fourth quarter as well as for the 2024 financial year were charged with non-recurring items of MSEK -27 and MSEK -48, respectively. The non-recurring items pertain to acquisition costs in conjunction with the acquisition of HMY and a capital loss in conjunction with the sale of a Group company in China in the fourth quarter (MSEK -16).

²⁾ Comparative periods including discontinued operations.

An eventful year with improved earnings, growth and a transformative acquisition

When we announced our intention to acquire HMY in September 2024, the news was well received by our customers, employees and shareholders. We are therefore very pleased that the acquisition has been completed and that our two companies are part of the same Group since 31 January 2025. Together, we are creating the leading solution provider for the retail market, thereby benefiting our customers and employees. The acquisition is a strategic and cultural fit, and integration will now begin. Over the next three years, our aim is to gradually realise the synergies we announced when we disclosed our intention to acquire HMY. The past year 2024 was characterised by higher sales and underlying earnings improvements, despite continued challenging market conditions and strong comparative figures for the second half of the year. For the full year, net sales increased by 7 percent to MSEK 6,585 (6,139) and operating profit (excluding non-recurring costs of MSEK 48 primarily related to the acquisition of HMY) increased by 17 percent to MSEK 507 (432), corresponding to an operating margin of 7.7 percent (7.0). The historically strong start to the year in the first two quarters was followed by a slightly weaker fall compared with the preceding year. The project-based nature of our operations entails that customer investments in more technology-intensive solutions do not follow the natural annual cycle of our more traditional solutions. Instead, they are the result of long decision-making processes and test periods. In integrating ITAB and HMY, the new ITAB Group is focusing on continuing to improve its operational efficiency and filling its order book for the coming quarters in order to strengthen our customers' competitiveness.

Positive sales trend despite challenging market conditions

The Group's overall sales trend remained positive in the fourth quarter, with continued interest in our loss prevention solutions and increased self-service in stores in particular. However, customers in various industries in several of our geographic markets remain cautious in their investment decisions, which impacts the outcome for an individual quarter. Compared with 2023, the timing of our deliveries of loss prevention measures was also different in 2024, which affected our customer and product mix. The sales trend for our self-checkout solutions, customised shop fittings and traditional checkouts was positive during the year. At the same time, competition is intense, which means that the new combined ITAB Group needs to continue our sales initiatives to win new customer projects. For the full year, currency-adjusted net sales increased by approximately 8 percent, with the highest growth noted in Eastern Europe (approximately 40 percent) and Northern Europe (over 15 percent). Sales to countries outside Europe decreased in relation to the strong comparative figures in the preceding year. Among our customer groups, we noted the highest sales growth is Grocery (approximately 14 percent).

Continued strong operating margin in line with our financial target

The Group's earnings trend was strong during the year, primarily driven by a relatively high gross margin combined with a positive sales trend. Our favourable product and customer mix, with a higher share of sales of our loss-prevention solutions, smart gates, self-checkouts and other technical solutions, combined with

the measures we have taken such as price adjustments and adaptation of the cost structure, has gradually strengthened our gross margin in recent years. As demand has increased, capacity utilisation at the Group's production facilities has also improved. For the full year, operating profit (excluding non-recurring costs of MSEK 48 primarily related to the acquisition of HMY) increased by 17 percent to MSEK 507 (432), corresponding to an operating margin of 7.7 percent (7.0). Profit after financial items excluding non-recurring items increased by 26 percent to MSEK 486 (385).

Cash flow from operating activities for the year of MSEK 624 (810) was impacted by a higher gross margin and operating profit, while increased sales also resulted in higher accounts receivable and accounts payable. Due to the measures taken to improve our capital efficiency, we can report largely unchanged inventory levels for full-year 2024, despite increased volumes. Our capital efficiency target, measured as cash conversion, amounted to 88 percent (118).

In light of the acquisition of HMY and the financial resources required to finance the acquisition, the Board of Directors has resolved to propose that no dividend be paid out for 2024 (SEK 0.75 per share). Our focus going forward will be to ensure business continuity, realise synergies and secure cash flow to gradually reduce our debt.

Together with HMY, we are creating the market's leading solution provider

We see our positive performance in recent years and ITAB's strong financial position as confirmation that our strategy is working. Now that the acquisition of HMY

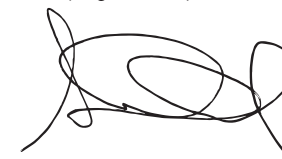
has been completed, together we can build an even stronger platform for the future. In our interim report for the first quarter of 2025, we will present and report on the financial results of the combined ITAB Group for the first time. As two equal companies joining forces, we will double in size. Together, we will form Europe's leading solution provider, thereby benefiting our customers and employees. The acquisition will provide a significant increase in scale and relevance to our customer base, strengthen our footprint in the retail markets in Western and Southern Europe, and provide geographically complementary advantages through HMY's presence, especially in Spain, France, Turkey, and Central and South America. The acquisition is a strategic and cultural fit that will provide clear synergies and added value in the years ahead. With an expanded reach and volumes, the combined Group can continue to invest in new capabilities to further improve its sales of Retail Technology and services through solutions developed together with customers. Our broader, complementary combined product offering and geographic reach are expected to create significant opportunities for cross-selling to our combined customer base.

The integration of the companies has started, with an initial focus on getting to know each other and starting to realise identified synergies over the next three years, including in areas such as purchasing and cross-selling as well as increased efficiency. It is important to remember that we were competitors until the end of January – and now we are colleagues. The integration will primarily focus on providing clarity, a sense of security and direction in order to harness the full power of the new organisation, which has doubled in size. We will

continue to interact with our customers, suppliers and partners under our different brands, but with a much stronger and competitive offering. Together, HMY and ITAB's solutions will continue to contribute to improved operational efficiency, reduced costs and increased competitiveness for the retail sector. This will enable us to better respond to the opportunities and challenges of the coming years together. Our focus is to take care of our customers in the best way and continuously strengthen our profitability through operational improvements and increased capital efficiency.

ITAB's 5,400 employees are now embarking on an exciting journey. Much of our One ITAB strategy from 2020 has been achieved, and it is time to develop a new strategy with new ambitions for our new Group. In conclusion, I would like to extend my sincere thanks to all of our customers, partners and employees for their many outstanding contributions during a very eventful and exciting year. I look forward to 2025 together with all of you.

Jönköping, February 2025



Andrés Elgaard
President & CEO
ITAB Shop Concept AB



Walter Ceglia, CEO, HMY & Andrés Elgaard, CEO, ITAB

Development in 2024

1 January–31 December

Net sales

Fourth quarter

The Group's net sales increased by 11 percent to MSEK 1,771 (1,601) in the fourth quarter of the year. Currency-adjusted sales increased by 10 percent compared with the preceding year.

In total, the Group's sales performance remained positive in the quarter, with a number of ongoing and new customer assignments involving various types of self-checkouts and other self-service solutions, customised shop fittings and traditional checkouts. At the same time, the market remained generally cautious in several product and customer groups and in certain geographic markets. Compared with the preceding year, a major customer project in loss-prevention solutions in Australia is also included in the third and fourth quarters of 2023.

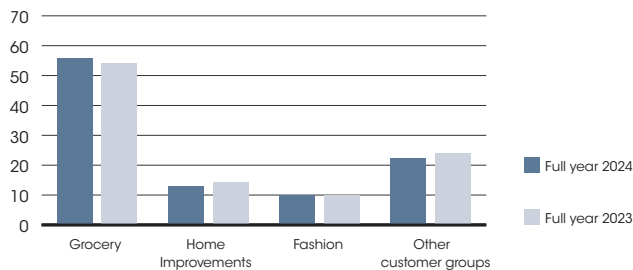
Sales to Grocery, Home Improvements and Fashion increased during the quarter, while Other customer groups reported a negative trend. The sales trend was positive in all of the Group's geographic markets except for the UK & Ireland and countries outside Europe, which faced strong comparative figures from the same quarter last year.

Financial year

The Group's net sales increased by 7 percent to MSEK 6,585 (6,139) in during the year. Currency-adjusted sales increased by 8 percent compared with the preceding year.

Overall, the sales performance for the full year was positive in several of ITAB's solution areas and geographic markets, with multiple new and expanded contracts signed with both existing and new customers. However, sales growth levelled out somewhat in the third and fourth quarters, primarily due to strong comparative figures and the postponement of a number of customer projects. Uncertainty around the conditions for future economic development in the retail market in Europe on the back of inflation and interest rates has gradually declined since autumn 2023, but some customers and customer groups still remain cautious in their investment decisions. Demand for the Group's technical and digital solutions for loss prevention, self-checkouts and other self-service solutions has trended positively during the year, and sales of customised shop fittings and traditional checkouts have also risen. At the same time, competition for customer assignments remains intense, which means that active sales initiatives close to the cus-

Sales by customer group, % of total net sales



tomers are needed to continue to win customer projects in all product and solution areas.

Sales during the year were strongest in Northern, Central and Eastern Europe, while sales to countries outside Europe declined in relation to the strong comparative figures in the preceding year. The Group's largest customer group, Grocery, experienced the highest growth (14 percent). Sales by customer group and geographic area are shown in Note 3 on page 12.

Earnings

Fourth quarter

Operating profit for the fourth quarter totalled MSEK 79 (142), corresponding to an operating margin of 4.5 percent (8.9). Earnings were impacted by non-recurring items of MSEK -27 (0) pertaining to acquisition costs in conjunction with the acquisition of HMY and a capital loss in conjunction with the sale of a Group company in China (MSEK -16). Operating profit excluding these non-recurring items totalled MSEK 106 (142), corresponding to an operating margin of 6.0 percent (8.9). EBITDA excluding non-recurring items totalled MSEK 172 (209).

Continued increased sales positively impacted the earnings trend, while the product and customer mix for the quarter, with a somewhat lower share of sales of ITAB's technical solutions for loss prevention measures and self-service, had a negative impact on the gross margin for the fourth quarter. This is natural given that the Group's operations are project-based and earnings for individual quarters depend on specific project outcomes. Compared with the preceding year, a major customer project in loss-prevention solutions in Australia is also included in the third and fourth quarters of 2023. At the same time, increased sales of customised shop fittings and traditional checkouts during the quarter positively impacted capacity utilisation at the production facilities. The operations are continually carrying out various sales activities and measures to increase efficiency and implement cost adaptations in their respective areas.

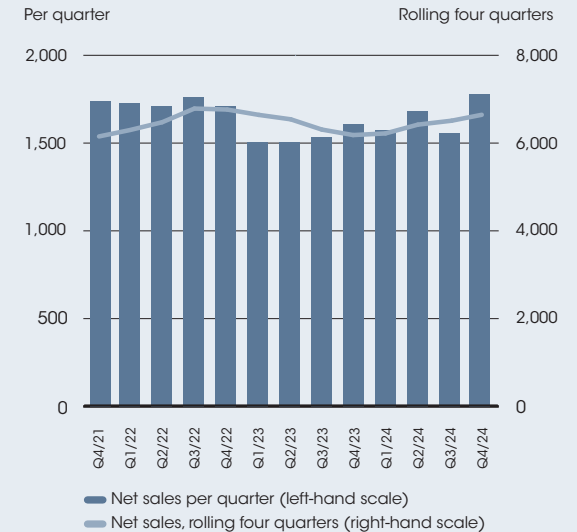
Profit after financial items amounted to MSEK 81 (137) and profit after tax to MSEK 70 (119). Earnings per share before dilution totalled SEK 0.29 (0.51). Earnings per share after dilution totalled SEK 0.28 (0.50).

Financial year

Operating profit for the full financial year amounted to MSEK 459 (432), corresponding to an operating margin of 7.0 percent (7.0). Earnings were impacted by non-recurring items of MSEK -48 (0) pertaining to the acquisition costs to date for the acquisition of HMY and a capital loss in conjunction with the sale of a Group company in China (MSEK -16). Operating profit excluding these non-recurring items totalled MSEK 507 (432), corresponding to an operating margin of 7.7 percent (7.0).

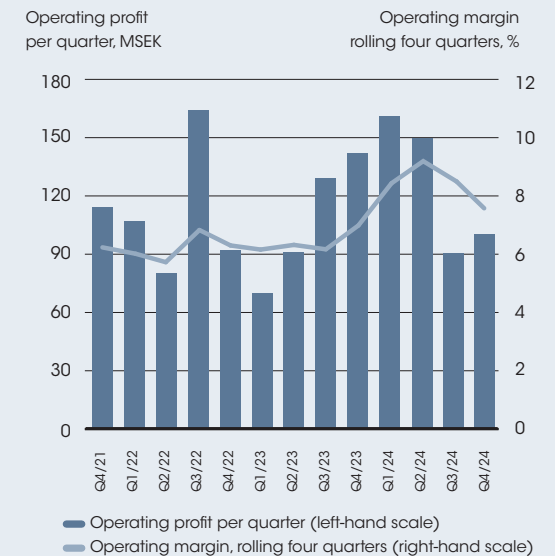
The Group's earnings trend was strong during the year, primarily driven by a relatively high gross margin combined with a positive sales trend. The gross margin has strengthened by the favourable product and customer mix, with an increased share of sales of ITAB's technical solutions for loss prevention and self-service in stores in the past few years, but increased sales of customised shop fittings also positively impacted earnings. The lower share of sales of technical solutions in areas such as smart gates in the third and fourth quarters, compared with the corresponding quarters last year, is natural given that the operations are project-based and earnings

Net sales (MSEK)



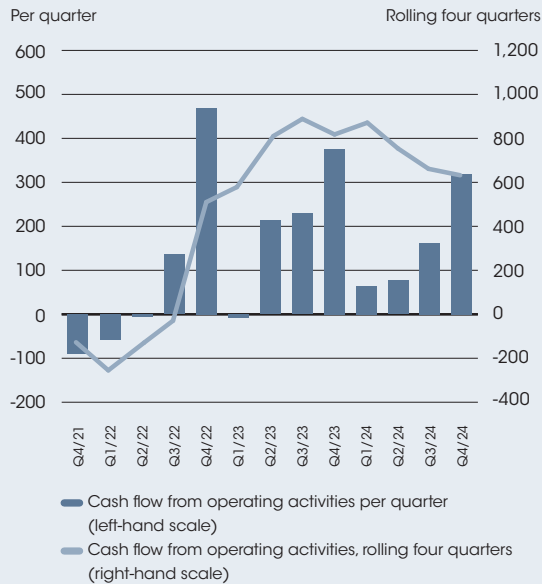
Operating profit and operating margin ¹⁾

(adjusted for non-recurring items)

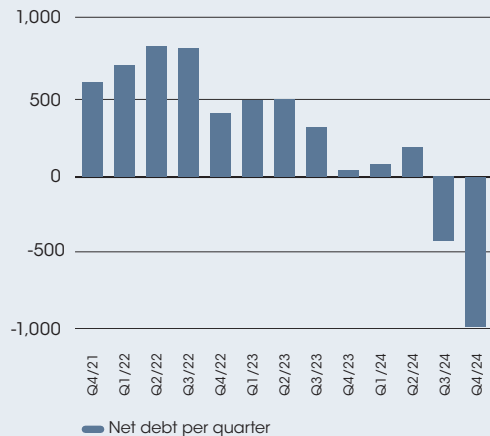


¹⁾ Non-recurring items in 2021–2022 consisted mainly of costs relating to transformation work under ITAB's One ITAB strategy. Non-recurring items for 2024 pertained to acquisition costs in conjunction with the acquisition of HMY and a capital loss in conjunction with the sale of a Group company in China.

Cash flow from operating activities ¹⁾ (MSEK)



Net debt ¹⁾ (MSEK) (excluding lease liabilities)



¹⁾ Comparative periods in 2021 and 2022 have not been restated with regard to Discontinued Operations.

for individual quarters can depend on specific project outcomes and natural seasonal variations. Adapted price increases have largely been able to compensate for the cost increases in the preceding years. Continued measures for increased sales, efficiency and cost adjustments, as well as improvements to capacity utilisation at the Group's production facilities, have yielded positive effects during the year.

Profit after financial items amounted to MSEK 438 (385) and profit after tax to MSEK 320 (292). Earnings per share before dilution totalled SEK 1.38 (1.24). Earnings per share after dilution totalled SEK 1.37 (1.23).

Cash flow, financing and liquidity

Cash flow from operating activities amounted to MSEK 323 (376) for the fourth quarter and MSEK 624 (810) for the full financial year. The relatively strong gross margin and operational measures to reduce the Group's working capital contributed to the cash flow performance. Compared with the preceding year, inventories at 31 December 2024 remained largely unchanged, despite higher volumes. Cash conversion for the financial year amounted to 88 percent.

The acquisition of HMY announced on 25 September 2024 was financed through a combination of new debt and equity. As a result, ITAB has obtained a binding commitment letter regarding debt financing provided by Danske Bank, Nordea and Swedbank. The debt financing comprises MEUR 255 in long-term credit facilities, also aimed at refinancing some of ITAB's existing debt outstanding under the MEUR 150 long-term credit facility entered into with Nordea and Swedbank in June 2022. To further strengthen the Group's financing capacity, the binding commitment letter also includes a MEUR 100 revolving credit facility. For more information about partial financing through equity, see page 5 and Note 6.

Net debt on the balance sheet date of 31 December 2024 excluding lease liabilities amounted to MSEK -969 (45). Net debt including lease liabilities amounted to MSEK -384 (591). As of 31 December 2024, the Group had received MSEK 831 in issue proceeds from the completed directed share issue (see below and Note 6).

The Group's cash and cash equivalents, including granted unutilised credits, amounted to MSEK 2,770 (1,783) on the balance sheet date on 31 December 2024. The equity/assets ratio was 60 percent (56).

Investments

The Group's net investments/divestments in the fourth quarter amounted to MSEK 48 (51), of which net MSEK -15 (0) was attributable to corporate acquisitions/divestments. For the full financial year, the Group's net investments amounted to MSEK 144 (107), of which MSEK -32 (-9) was attributable to corporate acquisitions/divestments. ITAB's current investments include shared operational support systems for the Group, which corresponded to approximately 46 percent of total investments during the financial year.

Employees

The average number of employees amounted to 2,523 (2,498) in the fourth quarter and 2,532 (2,533) in the full financial year.

Parent Company

The Parent Company ITAB Shop Concept AB's operations mainly consist of Group-wide functions. The Parent Company's net sales pertain to revenue from subsidiaries and amounted to MSEK 45 (72) for the fourth quarter and

MSEK 198 (184) for the financial year. Profit after financial items totalled MSEK -24 (22) for the quarter and MSEK 7 (-69) for the financial year. Profit includes dividends from subsidiaries of MSEK 34 (24) for the quarter and MSEK 99 million (27) for the financial year as well as impairment of shares and receivables in subsidiaries of MSEK -11 (-32) for the quarter and MSEK -16 (-32) for the financial year.

Corporate acquisitions, divestments and discontinued operations

On 25 September, ITAB agreed to acquire Financière HMY for a cash consideration of MEUR 320. HMY is a leading European supplier of shop fittings, checkouts and store design to the retail industry, primarily in Europe, South America and the Middle East. In 2023, HMY had sales of just over MEUR 541. The aim of the acquisition was to strengthen ITAB's position and complement the Group's current offering. The acquisition was financed through a combination of new debt and equity (for more information, refer to "Cash flow, financing and liquidity" on page 4 regarding debt financing and "Directed share issue" on page 5). The transaction was conditional upon signing of a final and definitive share purchase agreement, necessary regulatory approvals as well as other customary closing conditions. With a final and definitive share purchase agreement entered into on 5 December 2024 and the other conditions for the transaction fulfilled, the acquisition was completed on 31 January 2025. The purchase consideration was paid in connection with the closing of the transaction. HMY is consolidated in the ITAB Group as of 1 February 2025.

On 2 May 2024, ITAB's Italian subsidiary La Fortezza S.p.A. exercised its right to acquire the minority holding of 19 percent of the shares in its subsidiary Imola Retail Solution S.r.l. in accordance with the original acquisition agreement from October 2020. The purchase consideration for the outstanding minority holding amounted to approximately MEUR 1. Imola Retail Solution subsequently became a wholly owned subsidiary in the ITAB Group.

Through an investment of MEUR 2, ITAB acquired a minority holding of approximately 18 percent of the shares in Signatrix GmbH, a technology and retail AI startup, at the end of May. Since 2022, ITAB and Signatrix have together created frictionless security deterrents that reduce product loss for the retail sector. The partnership is now strengthened with this investment.

In connection with the restructuring of the Group, ITAB sold 100 percent of its shares in the company Nuco Sourcing (HK) Co Ltd in Hong Kong, with a subsidiary in China, through a subsidiary in December 2024. The purchase consideration amounted to MSEK 25. The effect on earnings including accumulated currency translation differences amounted to MSEK -16 and is recognised as a non-recurring item in the fourth quarter. The divestment had an impact of MSEK 15 on cash flow in the fourth quarter.

Refer also to Note 2 on page 11.

Discontinuation of operations in Russia

In March 2022, ITAB decided to discontinue its operations in Russia due to the Russian regime's invasion of Ukraine. For this reason, the Russian subsidiary has been recognised as Discontinued Operations in accordance with IFRS 5 as of ITAB's Interim Report for the third quarter of 2022. The discontinuation of the operations was completed on 27 March 2024 through the divestment of all shares in the Russian subsidiary. For more information, see Note 8 Discontinued Operations on page 14.

Other information

Directed share issue

In order to partly finance the intended acquisition of HMY, ITAB's Board of Directors resolved on 26 September 2024 to carry out a directed share issue of a total of 38,200,000 ordinary shares at a subscription price of SEK 22.70 per share, consequently raising proceeds for ITAB of approximately MSEK 867 before transaction costs. The subscription price corresponded to a discount of approximately 9.9 percent in relation to the closing price of the ITAB share on Nasdaq Stockholm on 25 September 2024 and was determined through an accelerated bookbuilding procedure. The issue was oversubscribed and a large number of Swedish and international institutional investors participated in the directed share issue including Handelsbanken Funds, Nordea Funds, Third AP Fund, Fourth AP Fund and Alcur, as well as certain existing shareholders. The directed share issue also secured new long-term credit facilities.

24,719,827 of the newly issued ordinary shares were issued based on the Board's authorisation from the Annual General Meeting held on 15 May 2024 and the remaining 13,480,173 shares were issued following subsequent approval at the Extraordinary General Meeting held on 21 October 2024. As of 31 December 2024, a total of MSEK 831 has been provided to the company in issue proceeds after transaction costs, of which MSEK 16 is share capital.

See also Note 6 Share incentive program, directed share issue and number of shares after dilution on page 13.

Repurchases of own shares

On 28 September 2023, ITAB initiated a share buyback program with a maximum purchase amount of MSEK 50. The buyback program was completed on 22 March 2024 when the maximum amount for share repurchases was reached. A total of 3,079,659 ordinary shares were repurchased within the framework of the program. The purpose of the buyback program was to optimise the capital structure with the aim of reducing ITAB's share capital by cancelling repurchased shares. Following the resolution of the Annual General Meeting on 15 May 2024, the cancellation of all 3,079,659 repurchased ordinary shares was completed. Refer also to Note 5 Repurchases of own shares on page 13.

Risks and uncertainties

The Group's significant risks and uncertainties include strategic risks, operational risks, financial risks, compliance and regulatory risks, and sustainability risks. For a more detailed account of the Group's significant risks and risk management, refer to pages 29–33 in ITAB's Annual Report for 2023. The Group's key financial risks are also described in more detail in Note 4 on pages 55–56 in the Annual Report, and the sustainability risks on pages 89–90. The risks that are most prominent from a short-term perspective are risks and assessments regarding the integration of HMY, the impact of inflation and the economic climate on customers and suppliers and the continued impact of the changed global geopolitical conditions, with potential supply chain disruptions and continued high prices for raw materials and energy.

Estimates and assessments

The preparation of the Year-End Report requires management to make assessments and estimates as well as assumptions that affect the application of the accounting policies and the reported amounts of assets, liabilities, revenue and expenses. The actual outcome may deviate from these estimates and judgements. Critical assessments and sources of uncertainty in estimates when preparing this Year-End Report are the same as in the most recent Annual Report.

Transactions with related parties

There have been no transactions between ITAB Shop Concept and related parties that have significantly affected the company's position and results during the financial year.

Events after the end of the financial year

On 25 September, ITAB agreed to acquire Financière HMY for a cash consideration of MEUR 320. The transaction was conditional upon signing of a final and definitive share purchase agreement, necessary regulatory approvals as well as other customary closing conditions. With a final and definitive share purchase agreement entered into on 5 December 2024 and the other conditions for the transaction fulfilled, the acquisition was completed on 31 January 2025. The purchase consideration was paid in connection with the closing of the transaction. Accordingly, the previously obtained debt financing commitments from Danske Bank, Nordea and Swedbank (see the section "Cash flow, financing and liquidity" on page 4) were converted into loans. HMY is consolidated in the ITAB Group as of 1 February 2025.

No other significant events for the Group have taken place after the end of the financial year.

Financial targets

4-8%
Sales growth

Growth

Average growth in net sales (CAGR) of 4–8 percent per annum over a business cycle. Growth is to be achieved by sustainable organic growth and strategic acquisitions.

Outcome for 2024: +8 percent

7-9%
EBIT margin

Earnings

Average EBIT margin (operating profit in relation to net sales) of 7–9 percent over a business cycle.

Outcome for 2024: 7.0 percent

>80%
Cash conversion

Capital efficiency

Average cash conversion ratio (operational cash flow in relation to operating profit before depreciation and amortisation) of at least 80 percent over a business cycle.

Outcome for 2024: 88 percent

>30%
Proportion of profit after tax

Dividend policy

Dividends over a longer period should follow the result and correspond to at least 30 percent of the Group's profit after tax. However, dividends will be adjusted to the Group's investment requirements and any share repurchase program.

Proposal for 2024: 0 percent

The Group in summary

Income statement – Group

(MSEK)	Note	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Revenue from contracts with customers	3	1,771	1,601	6,585	6,139
Costs of goods sold		-1,304	-1,122	-4,728	-4,420
Gross profit		467	479	1,857	1,719
Selling expenses		-269	-239	-1,000	-935
Administrative expenses		-99	-83	-376	-327
Other operating income and expenses		-20	-15	-22	-25
Operating profit		79	142	459	432
Financial income		29	5	49	34
Financial expenses	4	-27	-10	-70	-81
Profit after financial items		81	137	438	385
Tax expenses		-11	-18	-118	-93
Net profit for the period – Continuing Operations		70	119	320	292
Discontinued Operations – ITAB Rus JSC					
Profit from Discontinued Operations, net after tax	8	-	-5	1	-12
Net profit for the period		70	114	321	280
Net profit for the period attributable to:					
Parent Company shareholders		73	111	311	270
Non-controlling interests		-3	3	10	10
Depreciation and amortisation for the period amount to		66	67	254	254
Tax expenses for the period account for		13%	13%	27%	24%
Earnings per share incl. Discontinued Operations before dilution, SEK		0.29	0.51	1.38	1.24
Earnings per share incl. Discontinued Operations after dilution, SEK	5, 6	0.28	0.50	1.37	1.23
Earnings per share excl. Discontinued Operations before dilution, SEK		0.28	0.53	1.37	1.29
Average number of ordinary shares outstanding, thousands	5, 6	249,850	217,824	226,184	218,015
Average number of ordinary shares outstanding after dilution, thousands	5, 6	251,076	219,084	227,410	219,275
Number of ordinary shares outstanding, thousands	5, 6	253,221	217,558	253,221	217,558

Statement of other comprehensive income – Group

(MSEK)	Note	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Net profit for the period		70	114	321	280
Other comprehensive income					
Items that will not be reclassified to the income statement					
Revaluation of defined-benefit pension commitments		-1	0	-1	0
Tax relating to items not to be reclassified		0	0	0	0
		-1	0	-1	0
Items that may be reclassified to the income statement					
Translation differences	1	67	-146	140	-144
Hedging of net investments, net	4	-3	3	-8	26
Cash flow hedges, net	4	12	-8	-2	-7
Tax on items that may be reclassified		-2	1	2	-4
		74	-150	132	-129
Total other comprehensive income after tax		73	-150	131	-129
Comprehensive income for the period		143	-36	452	151
Comprehensive income for the period attributable to:					
Parent Company shareholders		139	-30	433	149
Non-controlling interests		4	-6	19	2

Statement of financial position – Group

(MSEK)	Note	31 Dec 2024	31 Dec 2023
Assets			
Non-current assets			
<i>Intangible assets</i>			
Goodwill		1,844	1,786
Other intangible assets		220	133
		2,064	1,919
Property, plant and equipment		1,250	1,222
Deferred tax assets		93	78
Financial non-current receivables		140	79
Total non-current assets		3,547	3,298
Current assets			
Inventories		799	793
Current receivables		1,222	1,033
Cash and cash equivalents		1,513	578
Total current assets		3,534	2,404
Assets held for sale	8	-	66
Total assets		7,081	5,768

(MSEK)	Note	31 Dec 2024	31 Dec 2023
Equity and liabilities			
Equity attributable to Parent Company shareholders	5	4,128	3,049
Non-controlling interests		134	159
Deferred tax liabilities		44	39
Other non-current liabilities	4	1,050	1,057
Current liabilities	4	1,725	1,447
Liabilities attributable to assets held for sale	8	-	17
Total equity and liabilities		7,081	5,768
Interest-bearing net debt		-384	591
Interest-bearing net debt excl. lease liabilities		-969	45

Statement of changes in equity – Group

(MSEK)	Note	Share capital	Other contributed capital	Other reserves ¹⁾	Profit brought forward	Attributable to Parent Company shareholders	Attributable to non-controlling interests	Total equity
Equity as of 1 January 2023		93	1,091	224	1,604	3,012	157	3,169
Net profit for the period					270	270	10	280
Other comprehensive income				-121		-121	-8	-129
Comprehensive income January–December 2023				-121	270	149	2	151
Dividends					-109	-109		-109
Share incentive program	6		2			2		2
Repurchase of own ordinary shares	5				-5	-5		-5
Equity as of 31 December 2023		93	1,093	103	1,760	3,049	159	3,208
Net profit for the period					311	311	10	321
Other comprehensive income				123	-1	122	9	131
Comprehensive income January–December 2024				123	310	433	19	452
Dividends					-161	-161	-15	-176
Acquisition of non-controlling interests	2				18	18	-29	-11
Share incentive program	6		3			3		3
Repurchase of own ordinary shares	5				-45	-45		-45
Bonus issue	5	1			-1	0		0
Cancellation of ordinary shares	5	-1			1	0		0
New share issue of ordinary shares	6	16	815			831		831
Equity as of 31 December 2024		109	1,911	226	1,882	4,128	134	4,262

¹⁾ Other reserves consist of translation reserve and hedging reserve.

Statement of cash flows – Group

(MSEK)	Note	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Operating profit		79	142	459	432
Interest paid and received, tax and adjustments for items not included in the cash flow		55	31	194	91
Cash flow from operating activities before change in working capital		134	173	653	523
Change in working capital					
Change in inventories		64	75	-29	181
Change in operating receivables		47	222	-171	201
Change in operating liabilities		78	-94	171	-95
Cash flow from change in working capital		189	203	-29	287
Cash flow from operating activities		323	376	624	810
Investing activities					
Acquisition/divestment of companies and operations	2	15	0	32	9
Other net investments		-63	-51	-176	-116
Cash flow from investing activities		-48	-51	-144	-107
Cash flow after investing activities		275	325	480	703
Financing activities					
New share issue of ordinary shares	6	287	-	831	-
Dividends to shareholders		-	-	-161	-109
Dividends to non-controlling interests		-	-	-15	-
Repurchase of ordinary shares		-	-5	-45	-5
Repayment of lease liabilities		-32	-36	-128	-131
Cash flow from other financing activities		23	-322	-50	-565
Cash flow from financing activities		278	-363	432	-810
Cash flow for the period		553	-38	912	-107
Cash and cash equivalents at the start of the period		949	660	578	756
Translation differences on cash and cash equivalents		11	-44	23	-71
Cash and cash equivalents at the end of the period		1,513	578	1,513	578
Cash flow from operating activities per share, SEK		1.38	1.74	2.76	3.73

The Parent Company in summary

Income statement – Parent Company

(MSEK)	Note	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Net sales ¹⁾		45	72	198	184
Costs of goods sold		-6	-12	-24	-31
Gross profit		39	60	174	153
Selling expenses		-53	-24	-140	-81
Administrative expenses		-15	-26	-63	-78
Other operating income and expenses		-2	-6	-1	-17
Operating profit		-31	4	-30	-23
Profit from participations in Group companies		23	-8	83	-5
Financial income and expenses	4	-16	26	-46	-41
Profit after financial items		-24	22	7	-69
Year-end appropriations		40	125	40	125
Profit before tax		16	147	47	56
Tax expenses for the period		3	-16	5	-15
Net profit for the period		19	131	52	41

¹⁾ Pertains to revenue from subsidiaries.

Statement of other comprehensive income – Parent Company

(MSEK)	Note	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Net profit for the period		19	131	52	41
Other comprehensive income		-	-	-	-
Comprehensive income for the period		19	131	52	41

Balance sheet – Parent Company

(MSEK)	Note	31 Dec 2024	31 Dec 2023
Assets			
Non-current assets			
Property, plant and equipment		3	4
Financial assets		2,096	2,047
Deferred tax assets		21	18
Total non-current assets		2,120	2,069
Current assets			
Current receivables		181	360
Cash and bank balance		1,231	292
Total current assets		1,412	652
Total assets		3,532	2,721
Equity and liabilities			
Equity			
Restricted equity		116	100
Non-restricted equity		2,254	1,590
Total equity	5, 6	2,370	1,690
Non-current liabilities		566	590
Current liabilities		596	441
Total equity and liabilities		3,532	2,721

Notes

NOTE 1 Accounting policies

ITAB applies International Financial Reporting Standards (IFRS). This Year-End Report has been prepared in accordance with IAS 34 *Interim Financial Reporting*, relevant sections of the Swedish Annual Accounts Act, and the Swedish Financial Reporting Board's recommendation RFR 1 *Supplementary Accounting Rules for Groups* and RFR 2 *Accounting for Legal Entities*. The accounting policies applied correspond with the accounting policies used in the preparation of the most recent Annual Report.

IAS 29 Financial Reporting in Hyperinflationary Economies

Argentina's economy is considered to have been in a state of hyperinflation since 1 July 2018. Following the devaluation of the Argentinian peso in autumn 2023, the financial statements for ITAB's subsidiary in Argentina were adjusted in 2023 to correct for the effects of inflation in accordance with IAS 29 *Financial Reporting in Hyperinflationary Economies*. Refer to Note 35 in ITAB's Annual Report for 2023 for further information.

The adjustment for inflation was made in accordance with the Argentinian consumer price index (National CPI). The base consumer price index at 31 December 2024 was 7,693.7. The consumer price adjustment index at 31 December 2023 was 3,533.2. To hedge monetary assets against inflation, long-term investments have been made in an amount corresponding to MSEK 96. These are recognised at fair value through net financial items in the income statement.

NOTE 2 Corporate acquisitions and divestments

Acquisitions in 2024

On 25 September, ITAB agreed to acquire Financière HMY for a cash consideration of MEUR 320 on a cash and debt free basis. HMY is a leading European supplier of shop fittings, checkouts and store design to the retail industry, primarily in Europe, South America and the Middle East. In 2023, HMY had sales of just over MEUR 541. The aim of the acquisition was to strengthen ITAB's position and complement the Group's current offering. The acquisition was financed through a combination of new debt and equity (for more information, refer to page 4 regarding debt financing and Note 6 on page 13 regarding the directed share issue). The transaction was conditional upon signing of a final and definitive share purchase agreement, necessary regulatory approvals as well as other customary closing conditions. With a final and definitive share purchase agreement entered into on 5 December 2024 and the other conditions for the transaction fulfilled, the acquisition was completed on 31 January 2025. The purchase consideration was paid in connection with the closing of the transaction. HMY is consolidated in the ITAB Group as of 1 February 2025. Costs related to the transaction are recognised on an ongoing basis, and MSEK 32 was recognised as non-recurring items in 2024.

At the start of May 2024, ITAB's Italian subsidiary La Fortezza S.p.A. exercised its right to acquire the minority holding of 19 percent of the shares in its subsidiary Imola Retail Solution S.r.l. in accordance with the original acquisition agreement from October 2020. The purchase consideration for the outstanding minority holding amounted to approximately MEUR 1. The entity approach is applied for acquisitions, which means that all assets and liabilities as well as income and expenses are included in their entirety at the time of the initial acquisition, even for partly owned subsidiaries, and no further goodwill is therefore linked to the acquisition. The difference between valued non-controlling interests prior to acquisition and the purchase consideration is recognised directly in equity attributable to Parent Company shareholders. Cash flow from investing activities in the second quarter was impacted in an amount of MSEK -12.

Cash flow for the second quarter was also impacted by MSEK -23 pertaining to an investment in a minority holding of approximately 18 percent of the shares in Signatrix GmbH, a technology and retail AI startup. Since 2022, Signatrix and ITAB have together created frictionless security deterrents that reduce thefts and shrinkage for the retail sector.

Divestments in 2024

The Group's Russian subsidiary, ITAB Rus JSC, has been recognised as Discontinued Operations in accordance with IFRS 5 since ITAB's interim report for the third quarter of 2022. The discontinuation of the operations was completed on 27 March 2024 through the divestment of all shares in the subsidiary. Cash flow was positively impacted by MSEK 52 for the third quarter and by MSEK 52 for the financial year. For more information, see Note 8 Discontinued Operations on page 14.

In connection with the restructuring of the Group, ITAB sold 100 percent of its shares in the company Nuco Sourcing (HK) Co Ltd in Hong Kong, with a subsidiary in Shenzhen, China, through a subsidiary in December 2024. On the divestment date, the Nuco Group had just over 65 employees. The purchase consideration amounted to MSEK 25. The effect on earnings including accumulated currency translation differences amounted to MSEK -16 and is recognised as a non-recurring item in the fourth quarter. The divestment had an impact of MSEK 15 on cash flow in the fourth quarter.

Nuco Sourcing on divestment date

	Fair value, MSEK
Property, plant and equipment	4
Inventories	16
Accounts receivable	13
Other current assets	4
Cash and cash equivalents	10
Current liabilities	-6
Profit from divestment	-16
Consideration received	25
Less: Cash and cash equivalents on divestment date	-10
Impact on the Group's cash and cash equivalents	15

During the fourth quarter of 2024, dormant companies in Sweden were also divested and a dormant company in Belgium wound up.

Acquisitions and divestments in 2023

The ITAB Group did not complete any new acquisitions in 2023. During the second quarter, ITAB Shop Concept AB's 21-percent shareholding in the associated company OmboriGrid AB (Priv) was divested. The purchase consideration for the shares divested amounted to MSEK 15, which impacted cash flow in the second quarter.

Cash flow was also impacted in an amount of MSEK -6 by partial payments of acquisitions from 2021.

NOTE 3 Revenue from contracts with customers by customer group and geographic area

Revenue recognition takes place when the Group satisfies a performance obligation by transferring promised goods and the customer gains control of the asset. This normally takes place on delivery in accordance with applicable delivery terms. In the case of concept sales where a service assignment is included, revenue recognition for the projects takes place over time. The projects are primarily short-term projects.

The largest customer accounts for approximately 11 percent of external sales, and none of the ITAB Group's other customers account for more than 4 percent of external sales.

Sales by customer group ¹⁾	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Grocery	995	853	3,683	3,226
Home Improvements	264	197	810	769
Fashion	134	107	644	589
Other customer groups	378	444	1,448	1,555
Total	1,771	1,601	6,585	6,139

Sales by geographic area ²⁾	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Northern Europe	447	409	1,747	1,508
Southern Europe	427	349	1,480	1,408
Central Europe	371	246	1,311	1,169
UK & Ireland	181	189	716	680
Eastern Europe	189	141	667	475
Rest of the World	156	267	664	899
Total	1,771	1,601	6,585	6,139

¹⁾ The customer groups are divided according to the industries in which the customers operate. Other customer groups largely consist of distributors, consumer electronics, pharmacies and health/beauty.

²⁾ Northern Europe consists of the Nordic countries. Southern Europe consists mainly of Italy, France and Spain. Central Europe's largest markets are Germany, the Netherlands and Czechia. Eastern Europe's largest markets are the Baltic countries, Poland, Romania and Slovakia. Rest of the World comprises all countries outside Europe, with the US, Australia, Canada, China and Argentina accounting for approximately 50 percent of sales.

NOTE 4 Financial assets and liabilities

ITAB has derivative instruments measured at fair value. The derivative instruments consist of currency derivatives and interest rate derivatives and are used for hedging purposes. These derivative instruments are classified in level 2 in accordance with IFRS 13 and fair value is calculated through discounted future cash flows according to the terms of the contracts and maturity dates, with all variables, such as discount rates and exchange rates, taken from market quotations for calculations.

The fair value of the derivative instruments for hedging purposes is recognised as a change in other comprehensive income. Any ineffectiveness is recognised immediately in net financial items in the income statement. In the first quarter of 2024, a reduction of MSEK 1 in financial expenses was recognised, pertaining to hedges that were deemed ineffective.

From the third quarter of 2023, ITAB also holds bonds not used for hedging purposes. These are measured at fair value and the change is recognised in net financial items in the income statement.

Carrying amount is considered to be a reasonable estimate of fair value for all financial assets and liabilities. No financial assets and liabilities have been moved between the valuation categories and the valuation techniques are unchanged during the year. For other information, refer to the latest Annual Report.

NOTE 5 Repurchases of own shares 2023–2024

On 28 September 2023, ITAB initiated a share buyback program with a maximum purchase amount of MSEK 50. The buyback program ran from 29 September 2023 until 22 March 2024, when the maximum amount for share repurchases of MSEK 50 was reached. A total of 3,079,659 ordinary shares were repurchased within the framework of the program.

The purpose of the buyback program was to optimise the capital structure with the aim of reducing ITAB's share capital by cancelling repurchased shares. In accordance with the Annual General Meeting's decision on 15 May 2024, the share capital was subsequently reduced by SEK 1,284,218 through the cancellation of 3,079,659 repurchased ordinary shares. In order to restore the share capital, the Annual General Meeting simultaneously resolved to increase the company's share capital by SEK 1,284,218 through a bonus issue without issuing new shares by transferring the amount from the company's non-restricted equity. Following the cancellation of ordinary shares and the bonus issue, the company's restricted equity and share capital are unchanged.

At 31 December 2024, ITAB held all 4,400,000 Class C shares in the company in treasury.

NOTE 6 Share incentive program, directed share issue and number of shares after dilution

Share incentive programme

The 2022 Annual General Meeting (AGM) resolved on a new long-term incentive program for key individuals (LTIP 2022) extending from June 2022 until June 2025. For information about LTIP 2022, see Note 8 in ITAB's Annual Report for 2023.

The Group and the Parent Company recognise the program in accordance with IFRS 2 *Share-based Payment*. The fair value of allocated share rights is recognised as a personnel cost with a corresponding increase of equity. Fair value was calculated at the time of allocation and is distributed over the vesting period. The cost recognised corresponds to the fair value of an estimate of the number of shares expected to be vested taking into account service conditions and performance conditions. This cost is adjusted in subsequent periods to ultimately reflect the actual number of shares vested. However, an adjustment is not made when forfeiture is only due to market conditions and/or conditions that are not vesting conditions not being met. Social security contributions attributable to share-based instruments for employees as remuneration for purchased services are expensed distributed over the periods in which the services are rendered. Provisions for social security contributions are based on the fair value of the share rights on the reporting date.

For calculation of the number of shares after dilution, the average number of shares is adjusted taking into account the effects of dilutive potential ordinary shares, which, during the reporting periods in question, comprised rights to receive shares in ITAB within the framework of LTIP 2022. As of 31 December 2024, only matching share rights held by employees are considered dilutive, while the right to receive shares with performance conditions are not considered dilutive since set performance targets are yet to be met. Adjustment of the number of dilutive shares is based on the hypothetical number of shares that could have been purchased with the value of remaining positions within the framework of the incentive program.

Directed share issue

On 26 September 2024, ITAB's Board of Directors resolved to carry out a directed share issue of a total of 38,200,000 ordinary shares at a subscription price of SEK 22.70 per share, whereby ITAB raised approximately MSEK 867 before transaction costs. The subscription price corresponded to a discount of approximately 9.9 percent in relation to the closing price of the ITAB share on Nasdaq Stockholm on 25 September 2024 and was determined through an accelerated bookbuilding procedure. The issue was oversubscribed and a large number of Swedish and international institutional investors participated in the directed share issue including Handelsbanken Funds, Nordea Funds, Third AP Fund, Fourth AP Fund and Alcur, as well as certain existing shareholders. The purpose of the directed share issue was to partly finance the acquisition of HMY, along with securing new long-term credit facilities.

24,719,827 of the newly issued shares were issued based on the Board's authorisation from the AGM held on 15 May 2024 and the remaining 13,480,173 shares were issued following subsequent approval at the Extraordinary General Meeting held on 21 October 2024. As of 31 December 2024, a total of MSEK 831 has been provided to the company in issue proceeds after transaction costs, of which MSEK 16 is share capital.

Number of shares after dilution	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Number of ordinary shares outstanding at the start of the period	239,740,360	218,086,570	217,558,444	218,100,192
New share issue of ordinary shares	13,480,173	-	38,200,000	-
Repurchase of ordinary shares ¹⁾	-	-528,126	-2,537,911	-541,748
Number of ordinary shares outstanding at the end of the period	253,220,533	217,558,444	253,220,533	217,558,444
Effect of LTIP 2022	1,225,838	1,260,208	1,225,838	1,260,208
Number of ordinary shares outstanding after dilution	254,446,371	218,818,652	254,446,371	218,818,652
Average number of ordinary shares outstanding	249,850,490	217,823,624	226,183,845	218,015,094
Average number of ordinary shares outstanding after dilution	251,076,328	219,083,832	227,409,683	219,275,302

¹⁾ The purpose of the buyback of ordinary shares was to optimise the capital structure with the aim of reducing ITAB's share capital by cancelling repurchased shares. Following the resolution of the Annual General Meeting on 15 May 2024, the cancellation of all 3,079,659 repurchased ordinary shares was completed.

NOTE 7 Pledged assets and contingent liabilities

(MSEK)	Group 31 Dec 2024	Group 31 Dec 2023	Parent Company 31 Dec 2024	Parent Company 31 Dec 2023
Pledged assets	0	0	-	-
Contingent liabilities	12	10	100	97

NOTE 8 Discontinued Operations

In March 2022, ITAB decided to discontinue its operations in Russia due to the Russian regime's invasion of Ukraine. The Russian operations consisted of a production facility and sales offices with some 140 employees in total. Total sales in Russia corresponded to approximately 1.5 percent of the Group's annual sales for 2023.

Given that the discontinuation of the Group's operations in the Russian subsidiary ITAB Rus JSC was in progress and deemed highly probable, and otherwise fulfilled the stated criteria in accordance with IFRS 5 *Non-current Assets Held for Sale and Discontinued Operations*, this company was recognised as Discontinued Operations as of the interim report for the third quarter of 2022. Discontinued operations are major lines of business that have been disposed of or comprise a disposal group held for sale. Profit after tax from discontinued operations is recognised separately in the income statement. All assets included in the group are presented separately under assets and all liabilities in the group are presented separately under liabilities. The Group is measured at the lower of its carrying amount and fair value less selling expenses.

Discontinuation of the Russian operations was completed on 27 March 2024 through ITAB divesting all shares in the Russian subsidiary ITAB Rus JSC through its Italian subsidiary, La Fortezza S.p.A. The purchase consideration amounted to MSEK 52, of which MSEK 49 was paid in April 2024 and MSEK 3 in August 2024. Since the Russian company has been recognised as Discontinued Operations in accordance with the above, only the line item Discontinued Operations in the consolidated income statement has been impacted due to this divestment. Cash flow was impacted in an amount of MSEK 52 for the financial year.

ITAB Rus JSC on divestment date

(MSEK)	Fair value
Property, plant and equipment	0
Inventories	36
Current receivables	20
Cash and bank balances	13
Current liabilities	-17
Net identifiable assets and liabilities	52

Income statement in summary for Discontinued Operations 2023

(MSEK)	3 months Oct-Dec 2023	Full year Jan-Dec 2023
Revenue from contracts with customers	10	85
Costs of goods sold	-12	-79
Gross profit	-2	6
Selling expenses	-3	-16
Administrative expenses	-2	-6
Impairment of assets measured at fair value	0	-1
Other operating income and expenses	0	0
Operating profit	-7	-17
Financial items	1	2
Profit after financial items	-6	-15
Tax expenses for the period	1	3
Net profit for the period	-5	-12

Cash flow statement in summary for Discontinued Operations 2023

(MSEK)	3 months Oct-Dec 2023	Full year Jan-Dec 2023
Operating profit	-7	-17
Interest paid and received, tax and adjustments for items not included in the cash flow	2	9
Change in working capital	-7	17
Cash flow from operating activities	-12	9

Balance sheet in summary for Discontinued Operations 2023

(MSEK)	31 Dec 2023
Assets	
Non-current assets	0
Current assets	56
Cash and cash equivalents	13
Total assets	69
Equity and liabilities	
Equity	52
Deferred tax liabilities	0
Current liabilities	17
Total equity and liabilities	69

Quarterly overview for the Group

(MSEK)	Per quarter							
	Oct-Dec 2024	Oct-Dec 2023	Jul-Sep 2024	Jul-Sep 2023	Apr-Jun 2024	Apr-Jun 2023	Jan-Mar 2024	Jan-Mar 2023
Revenue from contracts with customers	1,771	1,601	1,553	1,529	1,685	1,504	1,576	1,505
Costs of goods sold	-1,304	-1,122	-1,137	-1,089	-1,187	-1,103	-1,100	-1,106
Gross profit	467	479	416	440	498	401	476	399
Selling expenses	-269	-239	-243	-217	-253	-236	-235	-243
Administrative expenses	-99	-83	-102	-81	-91	-81	-84	-82
Other operating income and expenses	-20	-15	-2	-13	-4	7	4	-4
Operating profit	79	142	69	129	150	91	161	70
Financial items	2	-5	4	-16	-7	-13	-20	-13
Profit after financial items	81	137	73	113	143	78	141	57
Tax expenses	-11	-18	-23	-34	-46	-25	-38	-16
Net profit for the period - Continuing Operations	70	119	50	79	97	53	103	41
Net profit for the period - Discontinued Operations	-	-5	-	-5	-	5	1	-7
Net profit for the period	70	114	50	74	97	58	104	34
<i>Net profit for the period attributable to:</i>								
Parent Company shareholders	73	111	43	70	95	56	100	33
Non-controlling interests	-3	3	7	4	2	2	4	1
Non-recurring items ¹⁾ , MSEK	-27	-	-21	-	-	-	-	-
Operating profit excl. non-recurring items, MSEK	106	142	90	129	150	91	161	70
Operating margin excl. non-recurring items, %	6.0	8.9	5.8	8.5	8.9	6.0	10.2	4.7
Cash flow from operating activities ²⁾ , MSEK	323	376	160	229	77	213	64	-8
Earnings per share before dilution ^{3,4)} , SEK	0.29	0.51	0.19	0.32	0.44	0.26	0.46	0.15
Earnings per share after dilution ^{3,4)} , SEK	0.28	0.50	0.19	0.32	0.44	0.26	0.46	0.15
Equity per share ^{3,4)} , SEK	16.30	14.01	15.44	14.15	14.64	14.10	14.95	14.02
Return on equity per annum ³⁾ , %	7.5	14.4	5.0	9.0	12.0	7.4	12.8	4.4
Share price at the end of the period, SEK	20.90	12.10	30.00	9.00	25.90	9.74	20.30	12.26

¹⁾ Non-recurring items for 2024 pertained to acquisition costs in conjunction with the acquisition of HMY and a capital loss of MSEK -16 in conjunction with the sale of a Group company in China in the fourth quarter.

²⁾ Excluding Discontinued Operations from 2023.

³⁾ Including Discontinued Operations.

⁴⁾ Refer to Note 6 on page 13 for information about the number of shares after dilution.

Full-year overview for the Group

(MSEK)	Rolling 12 months as of							
	31 Dec 2024	30 Sep 2024	30 Jun 2024	31 Mar 2024	31 Dec 2023	30 Sep 2023	30 Jun 2023	31 Mar 2023
Revenue from contracts with customers	6,585	6,415	6,391	6,210	6,139	6,240	6,461	6,657
Costs of goods sold	-4,728	-4,546	-4,498	-4,414	-4,420	-4,599	-4,826	-5,058
Gross profit	1,857	1,869	1,893	1,796	1,719	1,641	1,635	1,599
Selling expenses	-1,000	-970	-944	-927	-935	-927	-910	-900
Administrative expenses	-376	-360	-339	-329	-327	-331	-331	-343
Other operating income and expenses	-22	-17	-28	-17	-25	-2	21	31
Operating profit	459	522	582	523	432	381	415	387
Financial items	-21	-28	-48	-54	-47	-57	-56	-62
Profit after financial items	438	494	534	469	385	324	359	325
Tax expenses	-118	-125	-136	-115	-93	-93	-106	-98
Net profit for the period – Continuing Operations	320	369	398	354	292	231	253	227
Net profit for the period – Discontinued Operations	1	-4	-9	-4	-12	-4	-55	-64
Net profit for the period	321	365	389	350	280	227	198	163
<i>Net profit for the period attributable to:</i>								
Parent Company shareholders	311	349	376	337	270	225	190	149
Non-controlling interests	10	16	13	13	10	2	8	14
Non-recurring items ¹⁾ , MSEK	-48	-21	-	-	-	-1	-2	-19
Operating profit excl. non-recurring items, MSEK	507	543	582	523	432	382	417	406
Operating margin excl. non-recurring items, %	7.7	8.5	9.1	8.4	7.0	6.1	6.4	6.1
Cash flow from operating activities ²⁾ , MSEK	624	677	746	882	810	903	810	593
Earnings per share before dilution ^{3,4)} , SEK	1.38	1.60	1.73	1.55	1.24	1.03	0.87	0.68
Earnings per share after dilution ^{3,4)} , SEK	1.37	1.59	1.72	1.54	1.23	1.03	0.87	0.68
Equity per share ^{3,4)} , SEK	16.30	15.44	14.64	14.95	14.01	14.15	14.10	14.02
Return on equity per annum ³⁾ , %	9.0	10.8	12.0	10.9	8.8	7.4	6.4	5.1

¹⁾ Non-recurring items in 2023 consisted mainly of costs relating to transformation work under ITAB's One ITAB strategy. Non-recurring items for 2024 pertained to acquisition costs in conjunction with the acquisition of HMY and a capital loss in conjunction with the sale of a Group company in China in the fourth quarter (MSEK -16).

²⁾ Excluding Discontinued Operations from 2023.

³⁾ Including Discontinued Operations.

⁴⁾ Refer to Note 6 on page 13 for information about the number of shares after dilution.

Key ratios & definitions

Key ratios	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Revenue from contracts with customers, MSEK	1,771	1,601	6,585	6,139
EBITDA, MSEK	145	209	713	686
EBITDA margin, %	8.2	13.1	10.8	11.2
EBITDA excl. non-recurring items, MSEK	172	209	761	686
EBITDA margin excl. non-recurring items, %	9.8	13.1	11.6	11.2
Operating profit, MSEK	79	142	459	432
Operating margin, %	4.5	8.9	7.0	7.0
Operating profit excl. non-recurring items, MSEK	106	142	507	432
Operating margin excl. non-recurring items, %	6.0	8.9	7.7	7.0
Profit after financial items, MSEK	81	137	438	385
Profit margin, %	4.6	8.5	6.7	6.3
Profit after financial items excl. non-recurring items, MSEK	108	137	486	385
Profit margin excl. non-recurring items, %	6.1	8.5	7.4	6.3
Profit after tax, MSEK	70	119	320	292
Cash flow from operating activities, MSEK	323	376	624	810
Cash conversion, %	222	180	88	118
Earnings per share before dilution, SEK ^{1,2)}	0.29	0.51	1.38	1.24
Earnings per share after dilution, SEK ^{1,2)}	0.28	0.50	1.37	1.23
Earnings per share excl. Discontinued Operations before dilution, SEK	0.28	0.53	1.37	1.29
Cash flow from operating activities per share, SEK	1.38	1.74	2.76	3.73
Number of ordinary shares outstanding at the end of the period	253,220,533	217,558,444	253,220,533	217,558,444
Average number of ordinary shares outstanding	249,850,490	217,823,624	226,183,845	218,015,094
Average number of ordinary shares outstanding after dilution ²⁾	251,076,328	219,083,832	227,409,683	219,275,302
Share price at the end of the period, SEK	20.90	12.10	20.90	12.10
Balance sheet total ¹⁾ , MSEK	7,081	5,768	7,081	5,768
Interest-bearing net debt, MSEK	-384	591	-384	591
Interest-bearing net debt excl. lease liabilities, MSEK	-969	45	-969	45
Equity attributable to Parent Company shareholders ¹⁾ , MSEK	4,128	3,049	4,128	3,049
Equity per share, SEK ¹⁾	16.30	14.01	16.30	14.01
Equity/assets ratio ¹⁾ , %	60	56	60	56
Return on equity per annum ¹⁾ , %	7.5	14.4	9.0	8.8
Return on capital employed per annum, %	8.3	13.6	10.6	9.6
Return on total capital per annum, %	6.5	10.4	8.1	7.4
Interest-coverage ratio, multiple	3.9	7.6	7.2	6.0
Net investments, MSEK	48	51	144	107
Net investments excl. corporate acquisitions/divestments, MSEK	63	51	176	116
Average number of employees	2,523	2,498	2,532	2,533

¹⁾ Including Discontinued Operations.

²⁾ Refer to Note 6 on page 13 for information about the number of shares after dilution.

Alternative performance measures

Key ratios included in this report derive primarily from the disclosure requirements according to IFRS and the Swedish Annual Accounts Act. In addition, reference is made to a number of performance measures that are not defined in the IFRS regulations or directly in the income statement or statement of financial position, with the aim of illustrating the company's profit trend and financial position and how the company has invested its capital. These financial measures are not always calculated in the same way by all companies. The main alternative performance measures presented in this report are EBITDA, cash conversion, interest-bearing net debt and return on equity, capital employed and total capital. The reconciliation of these as well as the definitions of other key ratios can be found below.

EBITDA (Operating profit before depreciation and amortisation)

Operating profit before depreciation, amortisation and impairment of property, plant and equipment and intangible assets.

A relevant profit measure to assess the company's profit trend over time.

(MSEK)	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Operating profit	79	142	459	432
Depreciation and amortisation	66	67	254	254
EBITDA	145	209	713	686
Reversal of non-recurring items	27	-	48	-
EBITDA excl. non-recurring items	172	209	761	686

Cash conversion

Operational cash flow in relation to EBITDA

A relevant measure to assess capital efficiency. This measure is included in ITAB's financial targets.

(MSEK)	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Operational cash flow (cash flow from operating activities)	323	376	624	810
EBITDA	145	209	713	686
Cash conversion, %	222	180	88	118

Interest-bearing net debt

Non-current and current interest-bearing liabilities including lease liabilities less interest-bearing assets as well as cash and cash equivalents.

A relevant measure to show ITAB's total loan financing. This measure is included in the covenants in ITAB's loan agreements with the company's banks.

(MSEK)	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Interest-bearing non-current liabilities	998	1,001	998	1,001
Interest-bearing current liabilities	235	235	235	235
Interest-bearing assets	-104	-67	-104	-67
Cash and cash equivalents	-1,513	-578	-1,513	-578
Interest-bearing net debt	-384	591	-384	591
Reversal of interest-bearing lease liabilities	-585	-546	-585	-546
Interest-bearing net debt excl. lease liabilities	-969	45	-969	45

Alternative performance measures, cont.

Return on equity ¹⁾

Annualised net profit for the period attributable to the Parent Company's shareholders in relation to average equity attributable to the Parent Company's shareholders. This measure shows the return on the shareholders' capital invested in the ITAB Group.

(MSEK)	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Annualised net profit attributable to Parent Company shareholders	292	442	311	270
Equity attributable to Parent Company shareholders	4,128	3,049	4,128	3,049
Average equity attributable to Parent Company shareholders	3,915	3,067	3,448	3,056
Return on equity, %	7.5	14.4	9.0	8.8

¹⁾ Including Discontinued Operations.

Return on capital employed

Annualised profit after financial items for the period plus financial borrowing costs for the period in relation to average balance sheet total less non interest-bearing liabilities.

Relevant measure for assessing ITAB's efficiency and added value from the business.

(MSEK)	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Annualised profit after financial items plus financial borrowing costs	436	627	508	461
Average balance sheet total less non interest-bearing liabilities	5,241	4,624	4,798	4,781
Return on capital employed, %	8.3	13.6	10.6	9.6

Return on total capital

Annualised profit after financial items for the period plus financial borrowing costs for the period in relation to average total capital.

This measure is relevant for assessing the ability to generate profit on the Group's assets regardless of financing costs.

(MSEK)	3 months Oct-Dec 2024	3 months Oct-Dec 2023	Full year Jan-Dec 2024	Full year Jan-Dec 2023
Annualised profit after financial items plus financial borrowing costs	436	627	508	461
Average total capital	6,760	6,040	6,260	6,246
Return on total capital, %	6.5	10.4	8.1	7.4

Other definitions

Performance measure	Definition	Motive
Equity per share	Equity at the end of the period attributable to Parent Company shareholders in relation to the number of ordinary shares outstanding at the end of the period.	Measure to describe how much equity belongs to the shareholders of the Parent Company.
Cash flow from operating activities per share	Cash flow from operating activities in relation to the average number of outstanding ordinary shares.	This measure highlights ITAB's ability to generate cash flow and pay dividends to its shareholders.
Average number of employees	Number of worked hours divided by normal annual working time.	This measure shows the size of ITAB's workforce.
Earnings per share after dilution	Net profit for the period attributable to Parent Company shareholders in relation to the average number of ordinary shares outstanding after dilution. For calculation of earnings per share after dilution, the average number of shares is adjusted taking into account the effects of dilutive potential ordinary shares, which, during the reporting periods in question, comprised rights to receive shares in ITAB within the framework of the LTIP 2022 long-term incentive program. Matching share rights held by employees as of the reporting date are considered dilutive. Moreover, the right to receive shares with performance conditions is dilutive only to the extent that set performance targets are met as of the reporting date. Adjustment of the number of dilutive shares is based on the hypothetical number of shares that could have been purchased with the value of remaining positions within the framework of the incentive program.	A valuation measure that highlights ITAB's ability to pay dividends to its shareholders.
Earnings per share before dilution	Net profit for the period attributable to Parent Company shareholders in relation to the average number of ordinary shares outstanding before dilution.	A valuation measure that highlights ITAB's ability to pay dividends to its shareholders.
Interest-coverage ratio	Profit after financial items plus financial interest expenses in relation to financial borrowing costs.	Shows ITAB's ability to cover its financial expenses.
Operating margin / EBIT margin	Operating profit in relation to revenue.	Relevant for assessing ITAB's efficiency and added value. This measure is included in ITAB's financial targets.
Equity/assets ratio	Equity in relation to total capital.	This measure highlights financial risk.
Total capital	Total equity and liabilities (balance sheet total).	This measure highlights the size of the company's total assets.
Currency-adjusted sales	Translation of the foreign subsidiaries' income statements are conducted at each period's average currency rate. For comparison of profit excluding currency effects, the companies are recalculated at the previous year's average currency rate for the same period. ITAB applies the European Central Bank's average rates for the whole period. As of the 2023 financial year, the effects of the Group's operations in hyperinflationary countries are excluded from the calculation of currency effects.	Relevant to show the sales and profit trend without any effects from currency rate fluctuations. This measure is included in ITAB's financial targets.
Profit margin	Profit after financial items in relation to revenue.	Relevant for assessing ITAB's efficiency and added value.

Annual General Meeting 2025

ITAB Shop Concept AB's Annual General Meeting (AGM) will take place in Jönköping on Wednesday, 7 May 2025. The Annual Report for 2024 will be made available in digital format in early April on ITAB's website www.itabgroup.com and later also in printed format at ITAB's head office. The notice for the AGM will be published on itabgroup.com.

Proposal for dividend

The Board of Directors has resolved to propose to the AGM that no dividend be paid out for the 2024 financial year (SEK 0.75 per ordinary share).

Authorisation for repurchases of own shares

The Board of Directors will propose that the AGM grant the Board a renewed authorisation to decide on share repurchases. Such an authorisation would allow the Board to resolve on repurchases of company shares up until the next AGM. Any such repurchase may take place via the stock exchange or through offers to shareholders. The Board's mandate would include an option to convey repurchased shares within the framework of the law.

Authorisation for new share issues

The Board of Directors will propose that the AGM grant the Board renewed authorisation to make decisions regarding issues of new shares amounting to at most one-tenth of the company's issued shares. Such a mandate would allow the Board to resolve on new share issues up until the next AGM. The terms and conditions of any issue, including the issue price, are to be based on a market valuation in which the issue price in each case is set as close to the market value as possible, less any discount that may be required to generate interest in the offering.

Nomination Committee

ITAB's 2022 AGM resolved that the company's Nomination Committee ahead of the next AGM is to comprise three members, and the Chairman of the Board was tasked with contacting the three largest shareholders and requesting that they appoint one member each. In accordance with this, Åsa Otterlund (appointed by ACapital ITAB HoldCo AB), Ulf Hedlundh (appointed by Pomona-gruppen AB) and Petter Fägersten (appointed by Övre Kullen AB) were appointed in October 2024, with Åsa Otterlund as Chairman. The Nomination Committee's tasks and other instructions are presented on itabgroup.com. Shareholders who wish to present proposals to the Nomination Committee may do so by e-mail at ir@itab.com or by post at: Nomination Committee, ITAB Shop Concept AB (publ), Box 9054, SE-550 09 Jönköping, Sweden.

Jönköping, 7 February 2025

ITAB Shop Concept AB (publ)

Board of Directors

Share information

Listing Nasdaq Stockholm Mid Cap list	ISIN SE0015962097
Ticker symbol ITAB	Share price on 31 Dec 2024 SEK 20.90

Sector classification

Industrial Goods & Services

Financial calendar

Annual & Sustainability Report 2024	April 2025
Interim Report 3 months – 1 Jan–31 Mar 2025	29 April 2025
Annual General Meeting 2025 in Jönköping	7 May 2025
Interim Report 6 months – 1 Jan–30 Jun 2025	11 July 2025
Interim Report 9 months – 1 Jan–30 Sep 2025	30 October 2025
Year-End Report 2025 – 1 Jan–31 Dec 2025	10 February 2026

The information in this report is such that ITAB Shop Concept AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact persons set out below, **at 7:00 a.m. CET on 7 February 2025**.

This report is in all respect a translation of the Swedish original Year-End Report. In the event of any discrepancies between this translation and the Swedish original, the latter shall prevail.

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

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