



Nasdaq OMX  
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24<sup>th</sup> August 2022

## Interim Report

After closing of the third quarter 2021/22, the Board noted that the development in revenue in the first nine months of the financial year 2021/22, has been higher than last year. The profit has been at a higher level than the expectations for the quarter. RIAS A/S has thereby had a positive development versus the expectations for the third quarter of the financial year 2021/22. The development in turnover is partly driven by increasing prices on materials, freight, and heavily increasing energy prices.

However, the higher turnover somewhat hides the underlying trend where volumes sold are falling and earnings are under pressure.

The demand in the industry sector has been on a satisfying level, which is mirroring the activity level, in the market. This development covers large differences in demand from different industries. We have seen a big drop in the sales of the products that normally are sold in the visual communication area. In general, the mood within the other industry areas has been positive, although a skepticism on the future development among others based on the effects that is seen from the war in Ukraine, is visible now. The issues related to the sharp price increases of raw materials, transport and energy are expected to have an impact on future sales. What the next months will bring and whether further planned projects are postponed or cancelled due to the heavy increased prices, is hard to predict at the moment.

The revenue in the Building and Construction sector has been at a higher level than last year. This is primarily driven by the high price increases. The quantities sold are falling and we can see that the population in Denmark has regained its desire to travel, which has also affected the sale of DIY products. Last year most people spent their time in house and garden. The margins have suffered, as it has been difficult to implement the price increases timely. The climate in the DIY sector is still moderately positive, however a lower demand is expected as people have changed their behavior and are saving, wherever possible.

The turnover and profit in Sweden have also developed to a higher level than 2020/21. Due to a changed approach to the market with focus on the industry sales and despite of fierce competition, we have noted a continuous positive development in the profit margin.

The processing area is developing positively and at a higher level than last year.

The above-mentioned development, a tight cost control and a continued positive development on the strategic areas, has provided a good basis for the third quarter of 2021/22. The development with heavily increasing prices and the uncertainty whether projects eventually will be postponed or even cancelled and



the normalization in the DIY sector, which is expected to be on a lower level, have so far not materialized in the realized figures.

Based on the positive result for the third quarter, the Board of RIAS A/S now expects an EBIT level for the accounting year 2021/22 in the range of DKK 19-20 million against an earlier EBIT expectation of DKK 15-17 million.

Kind regards  
RIAS A/S

A handwritten signature in blue ink, appearing to read "Henning Hess", written over the printed name.

Henning Hess