



Nasdaq OMX  
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## Interim report

On a recently held board meeting, the Board noted that the development in the first three months of the financial year 2019/20 has been on the level of last year's turnover, and the profit on level with the expectation. RIAS A/S has thereby fulfilled the expectations for the first quarter of the financial year 2019/20. The development shows a slight decline in the turnover in the industry sector, but this is compensated by increasing sales in the building and construction sector.

The demand in the industry sector and on the export markets has been slightly declining compared to last year. This is due to declining sales on the big export markets, and this is having repercussions on the national demand. This development shows that many businesses are more reluctant to invest. In general, the climate is still optimistic despite that the order horizon now is much shorter. The uncertainty on what the next months will bring is now seen as dark clouds in the horizon.

The turnover in the Building and Construction sector has developed on a higher level than last year. This shows that the Building & Construction division with new solutions has been able to increase the sales on the existing markets, which is considered positive. The climate in the DIY sector is improving and the shops are expecting a slightly positive development for 2020.

The turnover and profit in Sweden have developed as expected and on a higher level than 2018/19. Due to a changed approach to the market and despite of a fierce competition, we have noted a positive development in the profit margin.

The processing area is developing as expected and on a similar level as last year.

Based on the above mentioned developments, a tight cost control and the continued focus on the previously announced strategic areas and investments in the organization, provides a good basis for the coming quarters.

Based on this background the Board of RIAS A/S still expects a EBIT level for the accounting year 2019/20 of DKK 8,5–10,0 million.

Med venlig hilsen  
RIAS A/S

A blue ink signature of Henning Hess, written in a cursive style.

Henning Hess