

# Implemented price increases led to sales growth and an improved gross margin

# **FIRST QUARTER 2022**

- Sales increased to SEK 1,272m (1,080), corresponding to an organic growth of 9 percent, largely driven by the price increases introduced during the previous year to mitigate the increased costs within the supply chain.
- The gross margin amounted to 27.7 percent (31.1). The gross margin increased by 2.9 percentage points compared to the fourth quarter 2021.
- The reported operating profit amounted to SEK 75m (112), which corresponds to a margin of 5.9 percent (10.4). Items affecting comparability of net SEK -5m (-3) affected earnings.
- Adjusted operating profit amounted to SEK 80m (115), corresponding to an adjusted operating margin of 6.3 percent (10.6).
- Earnings per share, basic and diluted, amounted to SEK 1.04 (1.44).
- Cash flow from operating activities amounted to SEK -60m (-30).
- The supply chain continues to be strained due to increased raw material and shipping costs as well as component and semiconductor shortages.
- In March, a long-term agreement was signed with KRONE Commercial Vehicle Group for the supply of the fourth generation Electronic Brake System (EBS) platform for trailers, which is a strategically important contract for Haldex.
- Haldex has stopped trade with Russia and Belarus following the military attack on Ukraine. As Haldex's sales in Russia and Belarus are limited, the direct effect is minimal.

# **EVENTS AFTER THE END OF THE QUARTER**

• Haldex has refinanced its debt with until April 2024. See page 5.

	First o	First quarter			Full year
Group overview, SEKm	Jan-Mar 2022	Jan-Mar 2021	Δ	Apr 2021 - Mar 2022	2021
Net sales, SEKm	1,272	1,080	18%	4,804	4,612
Organic growth, %	9	-6		-	21
Operating income, SEKm	75	112	-33%	304	341
Operating margin, %	5.9	10.4	-4.5	6.3	7.4
Adjusted operating income, SEKm	80	115	-30%	322	357
Adjusted operating margin, %	6.3	10.6	-4.3	6.7	7.7
Return on capital employed, % 1	9.6	0.0	9.6	9.6	12.6
Return on capital employed, excl. one-off items, % <sup>1</sup>	10.2	7.7	2.5	10.2	13.2
Net income, SEK m	52	71	-27%	209	228
Earnings per share, basic and diluted, SEK	1.04	1.44	-27%	4.24	4.65
Cash flow, operating activities, SEKm	-60	-30	-30	266	296

<sup>&</sup>lt;sup>1</sup>Rolling twelve months, excluding the effects of IFRS16 - leasing

# **CEO STATEMENT**



Net sales in the first quarter amounted to SEK 1,272m (1,080), equivalent to an organic growth of 9 percent. Region Americas and region EMEA reported an organic growth of 16 and 7 percent respectively, largely driven by the price increases introduced during the previous year to handle the increased costs in the supply chain. Region APAC had an organic sales decline of 20 percent, where sales were negatively affected by the continued market downturn in China and the logistics challenges after the new Covid-19 outbreaks in the country. Both the Aftermarket and Trailer segments increased compared to the previous year, with an organic growth of 7 and 19 percent, respectively. Sales in the Truck segment were at approximately the same level as the previous year, with an organic decrease of 1 percent. According to our assessment of external market data, we continue to take market shares globally. Compared with the previous quarter, net sales increased by 7 percent.

The adjusted operating profit amounted to SEK 80m (115), corresponding to margin of 6.3 percent (10.6) in the first quarter. Compared with the previous quarter, the adjusted operating margin increased by 1.3 percentage points. This shows that we have been successful in raising prices to mitigate the increased costs for raw materials, semiconductors and freight, however, it has a dilutive effect of the margin. Ongoing management of pricing towards customers compared to increases in supplier costs will remain a key focus going forward. The reported operating margin amounted to 5.9 percent (10.4). The increased sales and constraints in supply chain tied up working capital which led to a weakened cash flow. The cash flow from operating activities in the first quarter amounted to SEK -60m (-30).

We are pleased that we have both signed and extended several long-term agreements during the quarter. A long-term agreement was signed with KRONE Commercial Vehicle Group, a leading trailer manufacturer, for the supply of the

fourth generation Electronic Brake System (EBS) platform. This agreement extends a long existing partnership with KRONE and is an important step to expand Haldex's market share within this segment and further strengthen our position in the trailer market. During the quarter we announced that we have signed a renewed long-term supply agreement for the supply of our Automatic Brake Adjuster (ABA) with Daimler Truck. By the end of the new contract period, Haldex will have supplied this customer the same product for 60 years. Being able to maintain the business for such a long time shows the strength in Haldex's product offering. Haldex has also signed two agreements for ABA in China and Southeast Asia, which strengthens our already strong position for this product offering in Asia.

With our size, we have an advantage of being flexible which allows us to react quickly to change. We want to maximize this potential and are reviewing what changes to implement to become even more agile. We aim to continue to optimize our business and we see further opportunities within our operations. Through several initiatives, for example improved inventory management processes, we are taking steps to improve our operational efficiency.

Following the ongoing military attack on Ukraine, Haldex has suspended trade with Russia and Belarus. Haldex's sales in Russia are limited and therefore the direct impact is minimal. Haldex has increased the focus on trade and sanction compliance to ensure that we handle this increased risk in a good way. The war in Ukraine may affect the future prospects of both us and our customers and lead to further raw material and electricity price increases and continued challenges in the already constraint supply chain. Furthermore, there is uncertainty as to how the situation with covid-19 in China will affect both us and our customers going forward. We are closely monitoring developments and the impact on both our business and employees and will continue to take necessary measures.

In summary, the first quarter of 2022 was a step in the right direction with several milestones reached, despite the continued impact of the challenges in the supply chain and the geopolitical situation. We are continuing with our strategic plan to fine-tune and optimize the current business model while capturing the strategic opportunities for the future. Our strategy has been well received, where customer feedback confirms that we are on the right track. We are hopeful to share more exciting news in the upcoming months. We are well-positioned to continue to take the lead and develop braking solutions that meet customer challenges and exceed their expectations.

Jean-Luc Desire
President and CEO

# FINANCIAL SUMMARY OF THE FIRST QUARTER

#### **Net sales**

Net sales during the first quarter amounted to SEK 1,272m (1080), equivalent to an organic growth of 9 percent compared with the corresponding period in the previous year. Sales in both region Americas and region EMEA showed organic growth of 16 and 7 percent, respectively, while region APAC reported an organic decline of 20 percent during the first quarter. Sales for region Americas amounted to SEK 697m (538) and notably sales in the Trailer segment showed a high organic growth of 38 percent, but the Truck segment and the Aftermarket also grew compared with the previous year. Sales in region EMEA amounted to SEK 494m (451). The increase from the previous year is driven by increased sales to the Aftermarket and Trailer segments, while sales in the Trucks segment decreased. Sales in region APAC amounted to SEK 81m (91) where the negative development is mainly explained by a decline in China.

The Aftermarket segment showed organic growth of 7 percent, with sales increasing to SEK 636m (547). For the Trailer segment, sales amounted to SEK 435m (348), which corresponds to organic growth of 19 percent. The strong growth is largely driven by an increased focus on this segment and price increases to customers. Sales for the Truck segment amounted to SEK 201m (185), which corresponds to an organic decline of 1 percent. Sales in the Truck segment increased in the Americas region but decreased in both region EMEA and region APAC compared with the previous year.

	First quarter			Rolling 12m	Full year
Net sales per region, SEKm	Jan-Mar 2022	Jan-Mar 2021	$\Delta^{1}$	Apr 2021 - Mar 2022	2021
Americas	697	538	16%	2,535	2,376
EMEA <sup>2</sup>	494	451	7%	1,963	1,920
APAC <sup>2</sup>	81	91	-20%	306	316
Total	1,272	1,080	9%	4,804	4,612

<sup>&</sup>lt;sup>1</sup>Organic

<sup>&</sup>lt;sup>2</sup> Comparison figures from 2021 have been restated following the transfer of sales in the Middle East from region APAC to region EMEA.

		First quarter			Full year	
Net sales per customer segment, SEKm	Jan-Mar 2022	Jan-Mar 2021	$\Delta^{1}$	Apr 2021 - Mar 2022	2021	
Aftermarket	636	547	7%	2,444	2,354	
Trailer	435	348	19%	1,632	1,545	
Truck	201	185	-1%	729	713	
Total	1,272	1,080	9%	4,804	4,612	

<sup>&</sup>lt;sup>1</sup>Organic

		First quarter			Full year
Net sales per product area, SEKm	Jan-Mar 2022	Jan-Mar 2021	$\Delta^{1}$	Apr 2021 - Mar 2022	2021
Foundation Brake	736	588	17%	2,696	2,548
Air Controls	536	492	1%	2,109	2,064
Total	1,272	1,080	9%	4,804	4,612

<sup>&</sup>lt;sup>1</sup>Organic

# Operating profit

The reported operating profit amounted to SEK 75m (112) during the first quarter, corresponding to an operating margin of 5.9 percent (10.4). Operating profit has been impacted by items affecting comparability of net SEK -5m (-3) related to restructuring costs. The adjusted operating profit for the first quarter amounted to SEK 80m (115), corresponding to an adjusted operating margin of 6.3 (10.6) percent.

The gross margin amounted to 27.7 percent (31.1) in the quarter and is negatively affected by higher purchase prices of raw materials and components in combination with increased costs for freight. Compared with the previous quarter, the gross margin increased by 2.9 percentage points.

Changes in exchange rates, including the outcome of currency hedging and currency translation effects, had a positive impact on the Group's operating income of SEK 15m (-17). The currency effect in net financial income/expense was SEK 4m (-6).

# **Product development**

Investments in new technology and product development are progressing. Haldex' business operations is associated with regular maintenance expenses, but also expenses incurred in examining commercial and technical opportunities to launch new products (i.e. research expenditure). Costs of maintenance of existing products and research for the development of new products are continuously recognized in the income statement. Haldex estimates that, based on historic average, these normally account for 3–5 percent of sales. Development expenses cannot be capitalized, i.e., recognized as an asset, until a number of conditions have been met. See accounting policies in the 2021 Annual Report.

In addition to expenditures that are reported as expenses in the income statement, SEK 8m (24) was capitalized as an

asset in the income statement during the quarter, which mainly relates to the development of the electromechanical brake (EMB). Total development expenditures, including development expenses, amounted to SEK 51m (48) during the quarter, corresponding to 4.0 (4.5) percent of sales.

#### Tax

The tax expense for the first quarter amounted to SEK 19m (26), equivalent to a tax rate of 27 (27) percent. The tax rate for the quarter is in line with the average tax rate for the Group based on the profit and the local tax rate in each Group company.

Deferred tax assets for tax loss carryforwards are capitalized to the extent that it is probable that they can be offset against future surplus.

# Profit for the period and earnings per share

Profit after tax in the quarter was SEK 52m (71). Basic and diluted earnings per share were SEK 1.04 (-1.44).

#### Cash flow

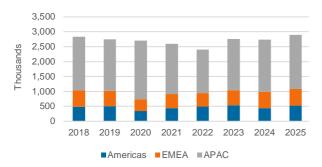
Cash flow from operating activities amounted to SEK -60m (-30) during the first quarter. Cash flow from operating activities was negatively affected by the lower operating profit compared with the previous year and also by increased working capital. The increased working capital is largely due to increased accounts receivable and inventories.

Investments, including capitalized development expenditures, amounted to SEK -63m (-64). The large part of investments relates to machinery and equipment needed in the ongoing operations. Investments also include capitalized development expenses of SEK 8m (24).

### MARKET DEVELOPMENT AND FORECAST FOR NEW PRODUCTION - EXTERNAL MARKET DATA

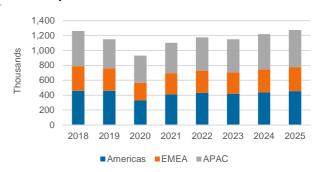
The number of newly produced trucks and trailers is an indicator of Haldex's market; however, a large part of sales and profit comes from the significantly less volatile aftermarket. The degree to which Haldex is affected depends on the share of the company's sales in each customer category and geographical region, see pages 6 – 8.

# New production: Trucks and buses



Source: LMC Automotive

# **New production: Trailers**



Source: CLEAR International Consulting Ltd.

# **NET DEBT AND NET INTEREST INCOME/EXPENSE**

Net debt and net interest income/expense, SEKm	Mar 31 2022	Mar 31 2021	Dec 31 2021
Asset items in net debt:			
Cash and cash equivalents	496	396	597
Liability items in net debt:			
Interest-bearing liabilities including derivative instruments	-1,069	-925	-1,032
Pension liabilities	-263	-524	-463
Total net debt, excl. IFRS16 – leasing	-836	-1,053	-898
Debt attributable to IFRS16	-342	-388	-359
Total net debt, incl. IFRS 16 – leasing	-1,178	-1,441	-1,257
Net interest income/expense for current year	-7	-6	-28

Group net debt at March 31 2022 amounted to SEK 1,178m (1,441), of which SEK 1,069m (925) is attributable to interest-bearing liabilities, SEK 342m (388) is attributable to leasing commitments in accordance with IFRS 16 and SEK 263m (524) to pension liabilities.

Net debt was positively affected by the company's earnings but negatively by the cash flow. A remeasurement of pension liabilities, in large due to higher interest, reduced net debt by SEK 200m, while lease commitments through IFRS 16 increased net debt by SEK 17m compared to December 31, 2021.

Financial items amounted to SEK -4m (-16) during the first quarter, of which net interest including IFRS 16 was SEK -7m (-6). The equity/assets ratio was 40 percent (32) at the end of the first quarter.

Haldex's debt financing consists primarily of:

- A bilateral loan maturing in April 2023 of SEK 270m.
- A syndicated credit facility of EUR 90m (SEK 930m), also maturing in April 2023. EUR 73m (SEK 750m) of this facility had been utilized at the end of the quarter.

After quarter end, Haldex has refinanced its debt, which now consists primarily of:

- A bilateral loan maturing in April 2024 of SEK 270m.
- A bilateral loan maturing in October 2023 of SEK 700m, with possible extension to April 2024.
- A syndicated credit facility of EUR 30m (SEK 310m), maturing in October 2023, with possible extension to April 2024.

### Pledged assets and contingent liabilities

There were no changes to the Group's pledged assets or contingent liabilities during the quarter. The Group, from time to time, has product warranties and customer commitments which cannot be reliably estimated. For more information, see 'Significant risks and uncertainties' on page 9.

# **REGION AMERICAS**

	First quarter			Rolling 12m	Full year	
Net Sales, SEKm	Jan-Mar 2022	Jan-Mar 2021	$\Delta^{1}$	Apr 2021 - Mar 2022	2021	
Aftermarket	424	348	9%	1,563	1,497	
Trailer	160	104	38%	564	508	
Truck	113	86	17%	395	371	
Total	697	538	16%	2,522	2,376	

<sup>&</sup>lt;sup>1</sup>Organic

# Net sales development

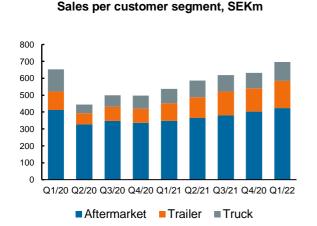
Net sales for Region Americas amounted to SEK 697m (538) in the first quarter, corresponding to an organic growth of 16 percent compared to the previous year. The Aftermarket grew organically by 9 percent, positively impacted by the overall industry growth and also as a result of price increases to customers. The Trailer and Truck segments had high growth, with an organic increase of 38 percent and 17 percent respectively.

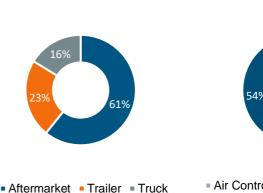
Haldex added a surcharge on delivered orders in the fourth quarter 2021 to mitigate the higher cost level from the supply chain challenges, which remains in effect during 2022. Certain customers, particularly truck OEMs, are continuing to experience a lack of supply of semiconductors and other components, which slightly impacted sales negatively. Overall, Haldex has successfully managed to deliver products to OEM customers. However, due to supply shortages and a slow ramp-up for certain chip suppliers, there is a backlog in the supply of Antilock Brake System controllers that will likely continue into the second half of 2022. The aftermarket was also slightly impacted.

# Market development and outlook

The Americas market continues to show solid growth into 2022 despite the general industry supply chain issues experienced. New production of trucks and trailers is expected to recover during the second half of 2022 as the challenges in the supply chain ease.

External market data shows that the new production of trucks increased by 4 percent and the new production of trailers decreased by 17 percent in the first quarter compared to the same period in the previous year. Full-year production volume for 2022 is expected to increase by 11 percent for trucks and by 5 percent for trailers compared to 2021. Haldex has the ambition to grow faster than OEM new production and take market share, while at the same time continuing to grow the aftermarket sales. Ongoing management of pricing towards customers compared to supplier costs will remain a key focus going forward.





Sales per customer segment, % Jan – Mar 2022



Sales per product area, %

Jan - Mar 2022

	First quarter			Rolling 12m	Full year	
Net Sales, SEKm	Jan-Mar 2022	Jan-Mar 2021 <sup>2</sup>	$\Delta^{1}$	Apr 2021 - Mar 2022 <sup>2</sup>	2021 <sup>2</sup>	
Aftermarket	198	184	5%	815	801	
Trailer	257	221	15%	1,006	970	
Truck	39	46	-17%	142	149	
Total	494	451	7%	1,963	1,920	

<sup>1</sup> Organic

# Net sales development

Net sales in region EMEA amounted to SEK 494m (451) in the quarter, corresponding to an organic growth of 7 percent. The growth is due to a stable high demand from Haldex customers, despite continued high constraints in the supply chain which have been further impacted by the war in Ukraine. As of 2022, the Middle East is part of the region, which is now referred to as region EMEA, with a restatement of comparative figures for 2021.

The Trailer segment increased organically by 15 percent, thanks to increased market share and further price adjustments to a higher cost base. Aftermarket sales were stable with an organic increase of 5 percent. Sales in the Truck segment were impacted by some customers temporarily stopping their production due to a lack of semiconductors and cables in March, and sales decreased organically by 17 percent in the first quarter compared to the previous year.

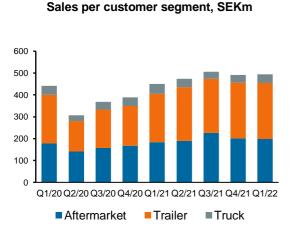
In March, Haldex signed a long-term agreement with KRONE Commercial Vehicle Group, a leading trailer manufacturer, for the supply of the fourth generation Electronic Brake System platform (EBS) for trailers, EB+4.0. Production for the EB+4.0 has begun with first deliveries to customers in the quarter. Many customers have expressed interest to extend the cooperation and relationship with Haldex with this product.

### Market development and outlook

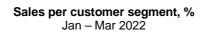
European truck manufacturers and new players continue to invest in the technological development of future vehicles, and the focus has clearly shifted toward electrification of heavy and medium-duty vehicles, which is favorable for the development of Haldex's electromechanical brake (EMB).

External market data shows that the new production of trucks decreased by 6 percent and the new production of trailers decreased by 18 percent in the first quarter compared to the same period in the previous year. Full-year production volume for 2022 is expected to decrease by 6 percent for trucks and increase by 4 percent for trailers compared to 2021. Haldex has the ambition to grow faster than OEM new production and take market share, while at the same time continuing to grow the aftermarket sales.

The high uncertainty with disruptions in the supply chain, especially related to semiconductor, cables and increased freight, energy and material costs will have a significant impact during the complete year 2022.



Sales per quarter 2020 and 2021 have been restated following the move of sales in Middle East from region APAC to region EMEA.





AftermarketTrailerTruck

# Sales per product area, % Jan – Mar 2022



Air ControlsFoundation Brake

<sup>&</sup>lt;sup>2</sup>Restated sales for 2021 following transfer of sales in Middle East from region APAC to region EMEA

		First quarter			Full year	
Net Sales, SEKm	Jan-Mar 2022	Jan-Mar 2021 <sup>2</sup>	$\Delta^{1}$	Apr 2021 - Mar 2022 <sup>2</sup>	20212	
Aftermarket	14	15	-8%	56	56	
Trailer	18	23	-31%	62	67	
Truck	49	53	-18%	189	193	
Total	81	91	-20%	306	316	

<sup>1</sup> Organic

### Net sales development

Net sales in Region APAC amounted to SEK 81m (91) in the first quarter, corresponding to an organic decrease of 20 percent compared to the same period in the previous year. Sales decreased across all customer segments, and the negative development is mainly explained by a decline in China where sales were negatively affected by the continued market downturn in China and the logistics challenges after the new Covid-19. The decrease in sales, however, was smaller than the overall market decline in the region. As of 2022, the Middle East is no longer included in the region, which is now called region APAC. Comparative figures for 2021 have been restated.

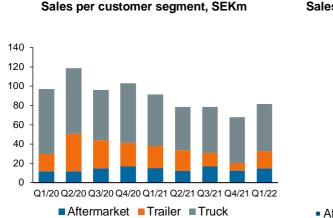
The regional offer of light-weight air disc brakes for trailer customers which was launched in the end of 2021 is gaining traction. Deliveries have started and agreements have been signed with a couple new customers during the quarter. The development of air disc brakes for truck and bus customers in China in the joint venture with FAST Group continues according to plan where the joint venture is in dialogue with market leading customers. Local production is expected to begin in the third quarter.

During the quarter, a long-term agreement was signed with one of the leading commercial vehicle manufacturers in South Korea for the delivery of Haldex's Automatic Brake Adjusters (ABA). Haldex also secured an additional agreement for export of ABA in Southeast Asia with an existing customer in China. These agreements strengthen Haldex already leading market position within ABA in the region.

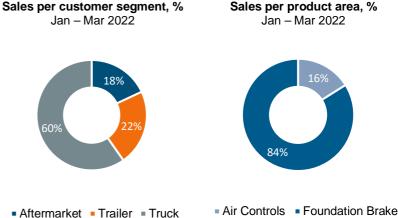
# Market development and outlook

In China, there has been lower customer activity following the high vehicle production in 2020. However, statutory requirements for improved vehicle safety and minimizing vehicle overloading supports an increase in customer demand going forward. Market data indicates that the truck and trailer market is beginning to recover in China while the market is relatively stable in India and South Korea.

External market data shows that the new production of trucks decreased by 44 percent and the new production of trailers decreased by 14 percent in the first quarter compared to the same period in the previous year. Full-year production volume for 2022 is expected to decrease by 13 percent for trucks and increase by 10 percent for trailers compared to 2021. There is however, uncertainty as to what impact Covid-19 will have on the market and supply chain going forward.



Sales per quarter 2020 and 2021 have been restated following the move of sales in Middle East from region APAC to region EMEA.



<sup>&</sup>lt;sup>2</sup>Restated sales for 2021 following transfer of sales in Middle East from region APAC to region EMEA

### **EMPLOYEES**

The number of employees at the end of the quarter was 2,045 (2,021), which is 24 more than in the first quarter of 2021. The increase in the number of employees is mainly due to more employees in production because of higher volumes and increased sales.

### **PARENT COMPANY**

Haldex AB (publ), corporate identity number 556010-1155, is a registered limited liability company with registered office in Landskrona, Sweden. Haldex AB shares are listed on Nasdaq Stockholm, Mid Cap. The parent company fulfils head office functions, including the central finance function. Net sales for the parent company totaled SEK 43m (25) in the first quarter, and profit after tax was SEK 24m (6).

#### SIGNIFICANT RISKS AND UNCERTAINTIES

Haldex is exposed to risks of a financial and operational nature. The Group has a process for risk identification and risk management, which is described in the Haldex 2021 Annual Report and Corporate Governance Report, on pages 58–63. The section on risks in the Annual Report makes it clear that the consolidated financial statements require certain judgments and assumptions about the future that are based on both historic experience and future expectations. Goodwill, development projects, taxes (capitalized loss carryforwards) and pensions are the areas presenting a significant risk of future adjustments to recognized values. Warranty provisions and customer commitments have been identified as the areas where uncertainty about future adjustments to estimated values is greatest.

### **SHARES AND SHARE DATA**

Earnings per share for the first quarter were SEK 1.04 (1.44). On the balance sheet date, equity per share amounted to SEK 38.97 (23.17). Haldex had 48,637,567 shares at the beginning and end of the period. The closing share price on March 31, 2021, was SEK 41.20 (46.25). The total market capitalization at the end of the quarter was SEK 2,003m.

# **CHANGED REGIONAL STRUCTURE**

To match the operational responsibility for sales in the Middle East, the countries in the Middle East belong to the EMEA region as of 2022. In connection with this, the former region Europe has changed its name to region EMEA, and the former region Asia & Middle East is now called region APAC. Comparative figures for 2021 have been restated in this report. The restated sales for region EMEA and region APAC per quarter 2021 are stated in the table below.

Net sales, SEKm	Quarter 1 2021	Quarter 2 2021	Quarter 3 2021	Quarter 4 2021	Full-year 2021
region EMEA	451	473	506	491	1920
region APAC	91	79	78	68	316

### **EVENTS AFTER THE BALANCE SHEET DATE**

Haldex has refinanced its debt, which now consists primarily of:

- A bilateral loan maturing in April 2024 of SEK 270m.
- A bilateral loan maturing in October 2023 of SEK 700m, with possible extension to April 2024.
- A syndicated credit facility of EUR 30m, maturing in October 2023, with possible extension to April 2024.

### **CORRECTION QUARTER 1 2021**

At the end of 2021, the sale of the building in Kansas City was revalued in accordance with IFRS16 as a "sale-lease-back" transaction. This involves a correction of the previous capital gain that arose in the first quarter of 2021, which was reported as an item affecting comparability. The correction was made in the year-end report for January - December 2021 and all figures that were affected have been restated. See the year-end report for January - December 2021 on page 10 for more information.

### **CORRECTION INVENTORY HISTORICAL PERIODS**

In connection with the company's internal control work, an error in historical periods totaling SEK 60m regarding inventory in Region Americas has been discovered and corrected. In all material aspects, it is attributable to historical periods before 2018. The correction was made in the Annual Report 2021. An adjustment has been made in the opening balance 2020 between equity, inventories and deferred tax assets, and with corresponding amounts at the end of each quarter of 2020 and 2021. The adjustment means that the opening balance on 1 January 2020 for equity decreased by SEK 45m, inventories decreased by SEK 60m and deferred tax assets increased by SEK 15m. See the Annual Report 2021 on page 66 for more information.

#### **OUTLOOK**

Haldex anticipates growing faster than the rate of growth in demand in terms of sales for newly produced heavy vehicles and trailers in each market. Market data shows that the OEM market in 2022 is expected to approach the levels prevailing prior to the start of the Covid-19 pandemic. Market data for the aftermarket is lacking, but Haldex estimates that it follows the general economic trend in each market. Economic recovery and increased utilization of capacity in heavy road transport for 2022 is anticipated.

•				
Number of trucks, new production	2021	2022p	2023p	2024p
Americas	442,276	490,941	534,988	440,073
EMEA	475,379	448,534	510,419	548,400
APAC	1,678,497	1,460,419	1,718,044	1,746,582

Source: LMC Automotive

Number of trailers, new production	2021	2022p	2023p	2024p
Americas	413,313	435,069	421,333	439,581
EMEA	280,053	292,613	285,992	307,390
APAC	409,097	448,224	442,692	470,942

Source: CLEAR International Consulting Ltd.

The supply chain is, and is expected to continue to be, strained due to increased costs for raw material and freight and component shortages. There is great uncertainty about these external factors where market developments are closely monitored, and measures are taken where necessary.

Following the ongoing military attack on Ukraine, Haldex has suspended trade with Russia and Belarus. Haldex's sales in Russia are limited and therefore the direct impact is minimal. The war in Ukraine may affect the future prospects of both us and our customers and lead to further raw material price increases and continued challenges in the already constraint supply chain. Haldex is closely monitoring developments and the impact on both the business and employees and will continue to take necessary measures.

# **ANNUAL GENERAL MEETING**

Haldex's Annual General Meeting will be held on May 24, 2022 at 15.00. Location: Elite Hotel Stockholm Plaza, Birger Jarlsgatan 29 in Stockholm, Sweden. Shareholders who wish to attend the general meeting must be included in the share register maintained by Euroclear Sweden AB, on May 16, 2022, and notify the company of its intention to attend by May 18, 2022. For more information, please see the notice at: <a href="https://www.haldex.com/en/corporate/">https://www.haldex.com/en/corporate/</a>

#### **FUTURE-ORIENTED INFORMATION**

This report includes future-oriented information with statements regarding the future prospects for Haldex's operations. The information is based on the current expectations, estimates and forecasts of the Haldex management. Actual future outcomes may differ sharply from the forward-looking information provided in this report, for example due to changes in economic, market and competition conditions.

### TRANSACTIONS WITH RELATED PARTIES

The parent company is related to its subsidiaries. Transactions with subsidiaries take place on market terms. Remuneration to senior executives has been paid in line with the guidelines adopted by the Annual General Meeting, which can be found on the company's website. Remuneration is paid to the Board in accordance with the decision of the Annual General Meeting.

### **SEASONAL EFFECTS**

Haldex does not have any significant seasonal variations. On the other hand, sales are affected by the production schedules of customers, which results in lower sales during vacation periods and when customers are closed for public holidays.

### **ACQUISITIONS AND DISPOSALS**

There were no acquisitions or disposals in the quarter.

### **ACCOUNTING POLICIES**

This interim report is prepared in accordance with IAS 34 Interim Financial Reporting. The consolidated financial statements have been prepared in accordance with the International Financial Reporting Standards (IFRS) as adopted by the EU. The Parent Company's report has been prepared in accordance with the Swedish Financial Reporting Board's recommendation RFR 2 'Financial Reporting for Legal Entities' and the Swedish Annual Accounts Act. The accounting policies are unchanged from those presented in the Annual Report 2021 on pages 68–72.

LANDSKRONA, APRIL 28, 2022 HALDEX AB

Jean-Luc Desire
President and CEO

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

# **INCOME STATEMENT**

	First	quarter	Rolling 12m	Full year	
SEKm	Jan-Mar 2022	Jan-Mar 2021	Apr 2021 - Mar 2022	2021	
Net sales	1,272	1,080	4,805	4,612	
Cost of goods sold	-920	-744	-3,528	-3,352	
Gross profit	352	336	1,277	1,260	
Gross margin	27.7%	31.1%	26.6%	27.3%	
Product development expenses	-49	-30	-139	-120	
Selling and administrative expenses	-222	-191	-832	-801	
Share of profit from joint venture	-5	-4	-20	-20	
Other operating income and expenses <sup>1</sup>	-1	1	20	22	
Operating income <sup>1</sup>	75	112	305	341	
Financial items	-4	-16	-44	-55	
Profit before tax	71	96	261	286	
Tax	-19	-26	-52	-58	
Net profit for the period	52	71	209	228	
of which attributable to non-controlling interests	2	1	3	2	
Earnings per share, SEK (basic and diluted)	1.04	1.44	4.24	4.65	
Average number of shares, thousands	48,626	48,626	48,626	48,626	

# Operating income, by nature of expenses

	First o	<sub>l</sub> uarter	Rolling 12m	Full year
SEKm	Jan-Mar 2022	Jan-Mar 2021	Apr 2021 - Mar 2022	2021
Net sales	1,272	1,080	4,805	4,612
Direct material costs	-740	-584	-2,818	-2,662
Employee benefit expenses	-238	-215	-887	-863
Depreciation and impairments	-53	-54	-212	-213
Other operating income and expenses	-165	-115	-583	-533
Operating income <sup>1</sup>	75	112	305	341

# <sup>1</sup> Items affecting comparability in operating profit

	First o	<sub>l</sub> uarter	Rolling 12m	Full year
SEKm	Jan-Mar 2022	Jan-Mar 2021	Apr 2021 - Mar 2022	2021
Operating income, including items affecting comparability	75	112	305	341
Restructuring costs	-5	-16	-17	-28
Capital gain on property Kansas City	-	13	-1	13
Dispute, India	-	-	-1	-1
Operating income, excluding items affecting comparability	80	115	323	357

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	First o	quarter	Rolling 12m	Full year	
SEKm	Jan-Mar 2022	Jan-Mar 2021	Apr 2021 - Mar 2022	2021	
Profit/loss for the period	52	71	209	228	
Other comprehensive income/loss					
Items not to be reclassified to the income statement:					
Remeasurement of pension obligation, after tax	169	52	237	120	
Total	169	52	237	120	
Items that may be reclassified to the income statement:					
Translation differences	81	64	139	122	
Changes in financial instruments measured at fair value, after tax	-1	-1	2	2	
Total	80	63	141	124	
Other comprehensive income for the period	248	115	377	244	
COMPREHENSIVE INCOME FOR THE PERIOD	300	185	587	472	
of which attributable to non-controlling interests	2	1	3	2	

# **BALANCE SHEET**

SEKm	Mar 31 2022	Mar 31 2021	Dec 31 2021
Goodwill	431	412	422
Other intangible fixed assets	391	322	372
Right-of-use assets	305	380	316
Other property, plant and equipment	802	748	791
Financial assets	104	40	86
Deferred tax assets	54	87	80
Total non-current assets	2,087	1,988	2,067
Inventories	928	807	794
Current receivables	1,324	1,046	1,142
Derivative instruments	38	39	32
Cash and cash equivalents	496	396	597
Total current assets	2,786	2,288	2,565
TOTAL ASSETS	4,873	4,277	4,632
Equity attributable to shareholders of the parent company	1,895	1,313	1,597
Equity attributable to non-controlling interests	35	30	33
Total equity	1,930	1,343	1,630
Non-current interest-bearing liabilities	1,303	1,245	1,314
Pensions and similar obligations	263	524	463
Deferred tax liabilities	10	17	21
Other non-current liabilities	32	17	31
Total non-current liabilities	1,608	1,803	1,829
Derivative instruments	42	44	42
Current interest-bearing liabilities	104	64	67
Current liabilities	1,189	1,021	1,064
Total current liabilities	1,335	1,130	1,173
TOTAL EQUITY AND LIABILITIES	4,873	4,277	4,632

# **CHANGES IN EQUITY (condensed)**

SEKm	Mar 31 2022	Mar 31 2021	Dec 31 2021
Opening balance	1,630	1,158	1,158
Profit/loss for the period	52	71	228
Other comprehensive income for the period	248	115	244
Comprehensive income of the period	300	185	472
Closing balance	1,930	1,343	1,630
of which attributable to non-controlling interests	35	30	33

# **CONSOLIDATED STATEMENT OF CASH FLOW**

Deperating income Reversal of non-cash items Interest paid  Tax paid  Cash flow from operating activities before changes in working capital  Change in working capital  Cash flow from operating activities  Investments, incl. capitalization of R&D expenditures  Disposals of property, plant and equipment  Cash flow from investing activities  Changes in interest-bearing liabilities	First quar	ter	Rolling 12m	Full year
SEKm	Jan-Mar 2022	Jan-Mar 2021	Apr 2021 - Mar 2022	2021
Operating income	75	112	304	341
Reversal of non-cash items	61	52	208	199
Interest paid	-8	-9	-34	-35
Tax paid	-21	-31	-35	-45
Cash flow from operating activities before changes in working capital	107	124	443	460
Change in working capital	-167	-154	-177	-164
Cash flow from operating activities	-60	-30	266	296
Investments, incl. capitalization of R&D expenditures	-63	-64	-225	-226
Disposals of property, plant and equipment	-	53	-	53
Cash flow from investing activities	-63	-11	-225	-173
Changes in interest-bearing liabilities	-43	-23	-32	-12
Cash flow from financing activities	-43	-23	-32	-12
Cash flow for the period	-166	-64	9	111
Cash and cash equivalents, opening balance	597	440	396	440
Translation difference on cash and cash equivalents	65	20	91	46
Cash and cash equivalents, closing balance	496	396	496	597

# FINANCIAL INSTRUMENTS BY CATEGORY

	Mar 31	2022	Mar 31 2021		
MSEK	Assets	Liabilities	Assets	Liabilities	
Currency futures – cash flow hedges	2	1	2	4	
Currency futures – measured at fair value through profit or loss	1	1	0	0	
Currency swaps – measured at fair value through profit	36	39	37	40	
Total	39	41	39	44	

# PARENT COMPANY INCOME STATEMENT

	First o	quarter	Rolling 12m	Full year
SEKm	Jan-Mar 2022	Jan-Mar 2021	Apr 2021 - Mar 2022	2021
Net sales	43	25	116	110
Administrative expenses	-37	-30	-54	-78
Operating profit	6	-5	62	32
Dividends from Group companies	-	-	-19	-
Impairment <sup>1</sup>	-	-	-150	-200
Financial items	18	19	100	67
Income after financial items	24	14	-7	-101
Group contributions	-	-	-109	-76
Profit before tax	24	14	-116	-177
Tax	0	-8	-10	-10
Net profit for the period	24	6	-126	-187

 $<sup>^{\</sup>rm 1)}$  The impairment relates to shareholder contributions and are intra-group.

# PARENT COMPANY STATEMENT OF COMPREHENSIVE INCOME

	First q	uarter	Rolling 12m	Full year
SEKm	Jan-Mar 2022	Jan-Mar 2021	Apr 2021 - Mar 2022	2021
Profit/loss for the period	24	6	-126	-187
Other comprehensive income for the period	-	-	-	-
Comprehensive income for the period	24	6	-126	-187

# PARENT COMPANY STATEMENT OF FINANCIAL POSITION

SEKm	Mar 31 2022	Mar 31 2021
Non-current assets	2,896	2,871
Current assets	1,606	1,420
Total assets	4,502	4,291
Equity	890	1,059
Provisions	69	50
Interest-bearing liabilities, external	1,020	920
Other liabilities	2,523	2,262
Total liabilities and equity	4,502	4,291

# **FIVE-YEAR SUMMARY**

THE TEXT COMMITTEE					
SEKm, unless otherwise stated	2021	2020	2019	2018	2017
Income statement					
Net sales	4,612	4,007	5,151	5,119	4,462
Cost of goods sold	-3,352	-2,914	-3,812	-3,813	-3,237
Gross profit	1,260	1,093	1,339	1,306	1,225
Product development expenses	-120	-131	-158	-162	-158
Selling and administrative expenses	-801	-805	-894	-863	-797
Share of profit from joint venture	-20	-24	-21	-5	-
Other operating income and expenses	22	-233	-161	-21	-121
Operating profit	341	-100	105	255	149
Operating income excl. items affecting comparability	357	163	317	305	292
Financial items	-55	-89	-44	-36	-8
Share of profit from joint venture	-	-	-	-	-12
Profit before tax	286	-189	61	219	129
Tax	-58	-111	-56	-66	-50
Net income for the year	228	-300	5	153	79
Balance sheet	0.637	4.001	0.65=		,
Non-current assets	2,067	1,901	2,227	1,585	1,349
Current assets	2,565	2,117	2,186	2,104	1,729
Total assets	4,632	4,018	4,413	3,689	3,078
Equity	1,630	1,158	1,537	1,611	1,395
Non-current liabilities	1,829	1,809	1,346	1,072	775
Current liabilities	1,173	1,051	1,530	1,006	908
Total equity and liabilities	4,632	4,018	4,413	3,689	3,078
	,	,	, -	2,222	-,-
Cash flow					
Cash flow from operating activities	296	215	328	274	173
Cash flow from investing activities	-173	-245	-381	-381	-231
Cash flow from financing activities	-12	188	59	211	-35
Cash flow for the year	111	158	6	104	-93
Key ratios					
Gross margin, %	27.3	27.3	26.0	25.5	27.5
Operating margin, %	7.4	-2.5	2.0	5.0	3.3
Operating margin excluding items affecting comparability, %	7.7	4.1	6.1	6.0	6.5
Earnings per share, basic and diluted, SEK	4.65	-6.44	0.12	3.46	1.67
Equity per share, SEK	32.84	23.17	34.78	35.80	30.98
Cash flow, operating activities, per share SEK	6.09	4.56	7.42	6.20	3.91
Dividend, SEK	0.00	0.00	0.00	1.15	0.55
Share price, SEK	53.00	43.75	51.00	69.00	87.25
Return on capital employed, % 1, 2	12.6	-3.9	3.1	9.8	6.8
Return on capital employed excl. items affecting comparability, % 1, 2	13.2	5.1	9.4	11.8	13.3
Return on equity, <sup>1</sup> %	16.3	-22.7	0.1	9.8	5.4
Equity/assets ratio, %	36	30	35	44	45
Net debt/equity ratio, % <sup>2</sup>	53	85	66	45	42
· · · · · · · · · · · · · · · · · · ·					
Investments	136	197	273	313	218
Investments R&D, %	136 4.0	197 5.4	273 4.6	313 4.1	4.0

<sup>&</sup>lt;sup>1</sup> Rolling twelve months. <sup>2</sup> The effect of IFRS16 Leases has been excluded.

# **QUARTERLY DATA**

	2022		2021				2020	
SEKm, unless otherwise stated	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Income statement								
Net sales	1,272	1,191	1,203	1,138	1,080	989	964	875
Cost of goods sold	-920	-895	-888	-825	-744	-706	-695	-647
Gross profit	352	296	315	313	336	283	269	228
Product development expenses	-49	-27	-30	-33	-30	-32	-28	-35
Selling and administrative expenses	-222	-213	-195	-202	-191	-189	-185	-195
Share of profit from joint venture	-5	-6	-4	-5	-4	-2	-7	-8
Other operating income and expenses	-1	4	10	7	1	-16	-73	-141
Operating profit	75	54	96	79	112	44	-23	-151
Operating profit excl. items affecting comparability	80	60	100	82	115	66	58	-3
Financial items	-4	-17	-21	-3	-16	-46	-6	-12
Profit before tax	71	37	75	76	96	-2	-29	-163
Tax	-19	10	-21	-22	-26	-59	-75	24
Profit/loss for the period	52	47	55	54	71	-61	-104	-139
Trongroup for the ported	02	••		0.	• •	<u> </u>		
Balance sheet								
Non-current assets	2,087	2,067	2,039	2,023	1,988	1,901	1,979	2,173
Current assets	2,786	2,565	2,444	2,306	2,289	2,117	2,266	2,082
Total assets	4,873	4,632	4,483	4,329	4,277	4,018	4,245	4,255
10141 400010	1,010	1,002	1,100	1,020	.,	1,010	.,	1,200
Equity	1,930	1,630	1,514	1,405	1,343	1,158	1,255	1,392
Non-current liabilities	1,608	1,829	1,852	871	1,797	1,809	1,870	1,873
Current liabilities	1,335	1,173	1,117	2,053	1,137	1,051	1,119	990
Total equity and liabilities	4,873	4,632	4,483	4,329	4,277	4,018	4,245	4,255
Total equity and habilities	4,070	4,002	4,400	4,020	7,211	4,010	7,240	4,200
Cash flow								
Cash flow from operating activities	-60	281	26	19	-30	123	231	-96
Cash flow from investing activities	-63	-69	-35	-58	-11	-40	1	-76
Cash flow from financing activities	-43	-6	36	-19	-23	-88	-21	165
Cash flow for the period	-166	206	27	-58	-64	-5	211	-7
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Key ratios								
Gross margin, %	27.7	24.8	26.2	27.5	31.1	28.6	27.9	26.1
Operating margin, %	5.9	4.6	8.0	6.9	10.4	4.5	-2.4	-17.2
Operating margin excluding items affecting comparability, %	6.3	5.0	8.3	7.2	10.6	6.7	6.0	-0.3
Earnings per share, basic and diluted, SEK	1.04	0.98	1.11	1.11	1.44	-1.27	-2.15	-2.95
Equity per share, SEK	38.97	32.84	30.48	28.30	27.00	23.17	25.16	28.88
Cash flow, operating activities, per share, SEK	-1.23	5.78	0.53	0.39	-0.62	2.53	4.75	-2.04
Share price, SEK	41.20	53.00	46.60	56.60	46.25	43.75	41.80	37.50
Return on capital employed, % <sup>1, 2</sup>	9.6	12.6	12.6	8.4	0.0	-3.9	-9.7	-6.6
Return on capital employed								
excl. items affecting comparability, % <sup>1, 2</sup>	10.2	13.2	12.7	11.3	7.7	5.1	4.4	5.3
Return on equity, % <sup>1</sup>	11.9	16.3	10.7	-1.4	-17.9	-22.7	-27.0	-16.4
Equity/assets ratio, %	40	35	34	33	32	30	30	33
Net debt/equity ratio, % <sup>2</sup>	53	53	74	76	74	85	84	91
1 2 2								
Investments, SEKm	52	45	16	36	39	25	26	49
		45 3.5	16 3.7	36 4.4	39 4.5	25 4.9	26 5.2	49 6.3

<sup>&</sup>lt;sup>1</sup>Rullande tolv månader. <sup>2</sup>Effekt av IFRS16 leasing har exkluderats.

# **KEY RATIOS**

	Jan - Mar 2022	Jan - Mar 2021	Jan - Dec 2021
Gross margin, %	27.7	31.1	27.3
Operating margin excluding items affecting comparability, %	6.3	10.6	7.7
Operating margin, %	5.9	10.4	7.4
Cash flow, operating activities, SEKm	-60	-30	296
Cash flow after investments, SEKm	-123	-41	123
Return on capital employed % <sup>1, 2</sup>	9.6	0.0	12.6
Return on capital employed excl. items affecting comparability, % <sup>1, 2</sup>	10.2	7.7	13.2
Investments, SEKm	52	39	136
R&D, %	4.0	4.5	4.0
Number of employees	2,045	2,021	2,003
Return on equity, %1	11.9	-17.9	16.3
Interest coverage ratio, multiple	7.0	12.1	13.7
Equity/assets ratio, %	40	32	35
Net debt/equity ratio, % <sup>2</sup>	53	74	53
Per share:			
Profit after tax, basic, SEK	1.04	1.44	4.65
Profit after tax, diluted, SEK	1.04	1.44	4.65
Equity per share, SEK	38.97	27.00	32.84
Cash flow, operating activities, per share, SEK	-1.23	-0.62	6.09
Share price, SEK	41.20	46.25	53.00
Average total number of shares, thousands	48,638	48,638	48,638
Total number of shares at end of period, thousands	48,638	48,638	48,638
of which number of shares in own custody, thousands	12	12	12

 $<sup>^{1}</sup>$  Rolling twelve months.  $^{2}$  The effect of IFRS16 Leases has been excluded.

### **OTHER INFORMATION**

# Investor presentation

Investors, analysts, and media are invited to an online presentation of the report on Thursday April 28, at 11.00 am CEST, with CEO Jean-Luc Desire and CFO Lottie Saks.

The teleconference will be broadcasted live on the web. Link to webcast and numbers to the teleconference: <a href="https://financialhearings.com/event/43490">https://financialhearings.com/event/43490</a>

The recorded webcast will be available afterwards, and both the interim report and the presentation can be downloaded from the Haldex website:

https://www.haldex.com/en/corporate/investors/financial-reports/

### Financial calendar

Annual General Meeting 2021 May 24, 2022 Interim report, Apr – Jun 2022 July 19, 2022 Interim report, Jul – Sep 2022 October 27, 2022 Year-end report, Jan - Dec 2022 February 17, 2023

# **Contacts**

Jean-Luc Desire, President & CEO Lottie Saks, CFO Jenny Boström, Investor Relations Manager

Telephone: +46 (0)418 47 60 00

Email: <u>ir@haldex.com</u>

Haldex AB, corporate identity no. 556010-1155, info@haldex.com, www.haldex.com

This information is such that Haldex AB (publ) is obliged to publish under the EU Market Abuse Regulation. The information was submitted for publication through the contacts set out above on Thursday, April 28, 2022 at 7.20 am CEST.

### **FINANCIAL DEFINITIONS**

Alternative performance measures that are not defined in accordance with IFRS are presented in the report as they are considered to be important supplementary key figures for the company results. The purpose with the alternative performance measures is to achieve enhanced understanding and promote the usability of the financial information and provide the reader with a more nuanced and in-depth picture of the business. In cases where the numerical basis for calculating alternative performance measures is not stated in the report, see the annex for additional information.

### Return on equity1

Share of net profit for the year attributable to the shareholders in the parent company as a percentage of the average equity attributable to the shareholders in the parent company.

### Return on capital employed1

Operating income plus interest income as a percentage of the average capital employed.

#### **Gross margin**

Gross profit, i.e. net sales less cost of goods sold, divided by net sales.

### Equity per share

Equity attributable to the parent company shareholders divided by average number of shares.

### Items affecting comparability

Profit and loss items that are of a non-recurring nature in normal business operations. Items affecting comparability may, for example, include restructuring costs, impairments and product-related warranties attributable to specific customer commitments. The purpose of specifying these is to be able to demonstrate the trend in the underlying business.

# **External investments**

Investments done at external suppliers that are booked directly against the balance sheet. Capitalization of product development costs are not included.

#### R&D, %1

Total research and development expenditure excl. depreciation divided by net sales

#### Cash flow per share

Cash flow from operating activities divided by average number of shares.

#### Net debt

Cash and cash equivalents plus interestbearing receivables minus interest-bearing liabilities and provisions.

#### Net debt/equity ratio<sup>1</sup>

Interest-bearing liabilities and provisions minus cash and cash equivalents and interest-bearing receivables divided by equity including non-controlling interests.

### Earnings per share1

Share of net profit for the year attributable to the parent company shareholders divided by weighted average number of shares.

#### Net interest income/expense<sup>1</sup>

The economic difference in absolute terms between recognized interest income for financial assets and interest expenses for interest-bearing liabilities and provisions. For numerical data, see annex.

# Interest coverage ratio1

Operating profit excluding n items affecting comparability plus interest income divided by interest expense.

### Operating margin

Operating profit as percentage of net sales for the period.

### Adjusted operating margin

Operating profit excluding items affecting comparability as percentage of net sales for the period.

### Operating profit1

Profit from operations before financial items and tax.

### Adjusted operating profit

Profit from operations before financial items and tax, adjusted for items affecting comparability.

#### Equity/assets ratio

Equity including non-controlling interests as a percentage of total capital.

### Capital employed1

Total assets less non-interest-bearing liabilities and non-interest-bearing provisions.

#### Currency-adjusted information<sup>1</sup>

Financial figure converted to the same exchange rate as in the comparative period. The purpose is to show how the business operation would have developed without the impact of changes in exchange rates when consolidating foreign units.

### **GLOSSARY**

### ARS

A system that prevents the wheels from locking during braking. ABS stands for Anti-lock Braking System.

### **Air Controls**

Haldex product line for products that improve the safety and driving dynamics of the brake system, such as treatment and dehumidifying of compressed air, valves, ABS and EBS.

### EBS

Electronically controlled brake system. EBS acts as a key part of pneumatic brake systems and can monitor and control the brake system. In brake systems without EBS, the braking force on the wheels is the same at all times, while in vehicles with EBS the braking force is distributed differently depending on need.

# Aftermarket

The selling of spare parts, training and services to the workshops which repair and service vehicles that have entered service.

### **EMB**

Electromechanical brakes. These are part of an electronic braking system, i.e. the pneumatic brake system is replaced by an electronic brake system. Electromechanical brakes are currently approved in China, but not in North America and Europe.

### **Foundation Brake**

Haldex product line for brake products for wheel ends such as disc brakes, brake adjusters for drum brakes and actuators.

### OFN

Original Equipment Manufacturer, i.e. manufacturer of vehicles.

### Truck

Heavy goods vehicles and buses.

### Trailer

Towed vehicles attached to a tractor (goods vehicle).

<sup>&</sup>lt;sup>1</sup> Supplementary financial information is presented in the annex

# **ANNEX**

# NUMERICAL BASIS FOR ALTERNATIVE PERFORMANCE MEASURES

# Sales per region

SEKm	Recognized sales Jan-Mar 2022	Currency adjustment to exchange rates of previous year	Currency adjusted sales Jan–Mar 2022	Δ	Recognized sales full year 2021	Currency adjustment to exchange rates of previous year	Currency adjusted sales full year 2021	Δ
Americas	697	-72	625	-10%	2,376	167	2,543	7%
EMEA	494	-11	483	-2%	1,920	45	1,965	2%
APAC	81	-8	73	-10%	316	8	324	3%
Total	1,272	-91	1,181	-7%	4,612	220	4,832	5%

# Sales per product area

SEKm	Recognized sales Jan–Mar 2022	Currency adjustment to exchange rates of previous year	Currency adjusted sales Jan–Mar 2022	Δ	Recognized sales full year 2021	Currency adjustment to exchange rates of previous year	Currency adjusted sales full year 2021	Δ
Foundation Brake	736	-50	686	-7%	2,548	112	2,660	4%
Air Controls	536	-41	495	-8%	2,064	108	2,172	5%
Totalt	1,272	-91	1,181	-7%	4,612	220	4,832	5%

# Sales per customer segment

SEKm	Recognized sales Jan–Mar 2022	Currency adjustment to exchange rates of previous year	Currency adjusted sales Jan–Mar 2022	Δ	Recognized sales full year 2021	Currency adjustment to exchange rates of previous year	Currency adjusted sales full year 2021	Δ
Eftermarknad	636	-50	586	-8%	2,354	126	2,480	5%
Trailer - släpvagnar	435	-22	413	-5%	1,545	51	1,596	3%
Truck - tunga lastbilar	201	-18	182	-9%	713	43	756	6%
Totalt	1,272	-91	1,181	-7%	4,612	220	4,832	5%

# Sales growth, first quarter 2022

Procent	Group	Americas	EMEA	APAC
Organic growth	9	16	7	-20
Exchange rate effect	9	14	3	9
Acquisitions	-	-	-	-
Reported growth	18	30	10	-11

# **ANNEX - QUARTERLY DATA**

# NUMERICAL BASIS FOR ALTERNATIVE PERFORMANCE INDICATORS

	2022	2021				2020		
SEKm, unless otherwise stated	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Items affecting comparability								
- Restructuring expenses	-5	-5	-4	-3	-16	-48	-8	-46
- Impairment of asset	-	-	-	-	-	-5	-70	-101
- Capital gain sale of building	-	-	-	-	13	35	-	-
- Dispute, India	-	-1	-	-	-	-	-1	-
- Expenses related to the ownership structure	-	-	-	-	-	-4	-2	-1
Total items affecting comparability	-5	-6	-4	-3	-3	-22	-81	-148
Research and development expenditures excl. amortization	-51	-42	-44	-50	-48	-48	-50	-55
Capitalized development costs	8	21	20	22	24	22	28	27
Research and development costs excl.	8	21	20	22	24	22	20	
amortization	-43	-21	-24	-28	-24	-26	-22	-28
Net interest income and financial items								
Interest income	9	-8	11	-2	3	-1	1	0
Interest expense	-16	-1	-16	-5	-9	-13	-17	-6
Total net interest income/expense	-7	-9	-5	-7	-6	-14	-16	-6
Financial exchange rate effect	4	-8	-13	6	-6	-33	13	-4
Other financial items	-2	0	-3	-2	-3	-2	-3	-2
Total financial items	-4	-17	-21	-3	-16	-46	-6	-12
							-	
Net debt								
- Interest-bearing assets	496	597	370	338	396	440	466	260
- Interest-bearing liabilities, including derivative instruments	-1,069	-1,032	-1,021	-928	-925	-888	-904	-920
- Pension liabilities	-263	-463	-504	-515	-524	-578	-658	-651
Total net debt <sup>1</sup>	-836	-898	-1,155	-1,105	-1,053	-1,026	-1,096	-1,311
Capital employed								
Total assets	4,873	4,632	4,483	4,329	4,277	4,018	4,245	4,255
Non-interest-bearing liabilities and provisions	-1,273	-1,159	-1,087	-1,108	-1,107	-1,024	-1,070	-965
Total capital employed	3,600	3,473	3,396	3,221	3,170	2,994	3,175	3,290
Average capital employed	3,372	3,251	3,148	3,111	3,155	3,234	3,304	3,340
Net profit attributable to the shareholders in the Parent								
Company	50	47			74	0.4	404	400
Profit/loss for the period	52	47	55	54	71	-61	-104	-139
Profit attributable to non-controlling interests	2	0	1	0	1	1	1	0
Total net income attributable to shareholders in the Parent Company	50	47	54	54	70	-62	-105	-139
Equity attributable to shareholders in the Parent Company								
Equity	1,930	1,630	1,514	1,405	1,343	1,158	1,255	1,392
Equity attributable to non-controlling interests	35	33	31	29	30	27	31	30
Total equity attributable to shareholders in the Parent Company	1,895	1,597	1,483	1,376	1,313	1,131	1,224	1,362
		_	_					
Average equity attributable to shareholders in the Parent Company	1,565	1,385	1,310	1,323	1,311	1,340	1,447	1,522
Average number of charge	40.000	40.000	40.000	40.000	40.000	40.000	40.000	47.404
Average number of shares	48,638	48,638	48,638	48,638	48,638	48,638	48,638	47,164

<sup>&</sup>lt;sup>1</sup> The effect of IFRS 16 Leases has been excluded.