

# Quarterly Report

## Q3 2024

October 23, 2024

ASSA ABLOY

Experience a safer and  
more open world

## Record operating profit

### Third quarter

- Net sales increased by 1% to SEK 37,418 M (36,881), with positive organic growth of 0% (1) and acquired net growth of 4% (11). Exchange- rates affected sales by -3% (4).
- Organic sales growth was good in Americas and Global Technologies, stable in EMEIA, while organic sales declined in Entrance Systems and Asia Pacific.
- Seven acquisitions with combined annual sales of about SEK 4 billion were completed in the quarter.
- Operating income<sup>1</sup> (EBIT) increased by 8% and amounted to SEK 6,255 M (5,777), with an operating margin of 16.7% (15.7).
- Net income<sup>1</sup> amounted to SEK 4,033 M (3,656).
- Earnings per share<sup>1</sup> amounted to SEK 3.63 (3.31).
- Operating cash flow amounted to SEK 6,341 M (7,177).

Organic growth

+0%

Acquired net growth

+4%

Operating income<sup>1</sup>

+8%

Earnings per share<sup>1</sup>

+10%

## Sales and income

	Third quarter			January-September		
	2023	2024	Δ	2023	2024	Δ
<b>Sales, SEK M</b>	<b>36,881</b>	<b>37,418</b>	<b>1%</b>	<b>103,746</b>	<b>110,586</b>	<b>7%</b>
Of which:						
Organic growth	144	91	0%	3,259	-1,020	-1%
Acquisitions and divestments	3,733	1,579	4%	7,079	9,111	9%
Exchange-rate effects	1,184	-1,133	-3%	5,530	-1,251	-1%
<b>Operating income (EBIT)<sup>1</sup>, SEK M</b>	<b>5,777</b>	<b>6,255</b>	<b>8%</b>	<b>16,462</b>	<b>17,767</b>	<b>8%</b>
Operating margin (EBITA) <sup>1</sup> , %	16.7%	17.7%		16.6%	17.0%	
<b>Operating margin (EBIT)<sup>1</sup>, %</b>	<b>15.7%</b>	<b>16.7%</b>		<b>15.9%</b>	<b>16.1%</b>	
Income before tax <sup>1</sup> , SEK M	4,876	5,377	10%	14,774	15,229	3%
Net income <sup>1</sup> , SEK M	3,656	4,033	10%	11,079	11,422	3%
Operating cash flow, SEK M	7,177	6,341	-12%	17,918	15,042	-16%
<b>Earnings per share<sup>1</sup>, SEK</b>	<b>3.31</b>	<b>3.63</b>	<b>10%</b>	<b>9.99</b>	<b>10.28</b>	<b>3%</b>

<sup>1</sup> Excluding items affecting comparability. Please see the section "Items affecting comparability" in the report for further details about the financial effects in 2024. For information about items affecting comparability in 2023, please see the Year-end report 2023, available at [assaabloy.com](https://assaabloy.com).

## Comments by the President and CEO

### Record operating profit

In the third quarter, we report record operating profit and currency adjusted sales growth of 5%. The sales growth was driven by strong acquired net growth of 4% and a small positive organic sales growth, while currency effects were -3%. The North America non-residential and Latin America segments contributed to good organic growth of 4% in the Americas division. Global Technologies delivered good organic growth of 2% with very strong growth in Global Solutions and Physical Access Control in HID returned to growth. Sales growth was stable in EMEIA, with good growth in Central Europe and the Nordic region. Entrance Systems and Asia Pacific reported negative organic growth in the quarter. Weak demand in the logistic vertical as well as in the residential market affected Entrance Systems negatively. Asia Pacific was affected by a worsened development in the Chinese real estate market.

Despite a challenging market, we delivered strong operational execution during the quarter. The operating profit increased by 8% to SEK 6,255 M, which corresponds to an operating margin of 16.7%, up 100bps versus last year. The operating profit and margin improvement is driven by price realization, effective cost management and synergy realizations in our acquisitions. The operating cash flow totaled SEK 6,341 M in the quarter, with a cash conversion of 118%.

### Further opportunities to improve the underlying performance

Since the pandemic, we have achieved significant improvements in our operating margin. In the last twelve months, the operating margin has been 16.6%, excluding the acquisition of HHI. However, we have further opportunities to improve the underlying performance. For example, in our EMEIA division we see opportunities from a recovery in the currently weak residential markets, particularly in the Nordics, and from the implementation of further MFP measures. There are also opportunities in Entrance Systems from growing the service business. In Americas, we see opportunities from an improved underlying demand in the residential segment and from realizing further synergies in HHI. Global Technologies has potential to accelerate its growth as we see Physical Access Control turning positive. The Asia Pacific division will improve its performance with a recovery in the residential market as well as through efficiency measures. While we clearly have opportunities to further improve the underlying performance in all divisions, we will continue with our acquisition strategy and continue to invest in innovation, hence, the target level of 16-17% operating margin remains unchanged.

### High acquisition activity

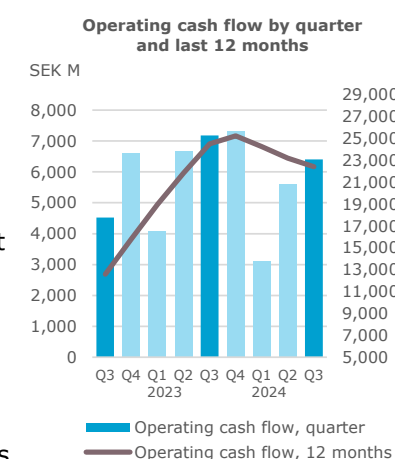
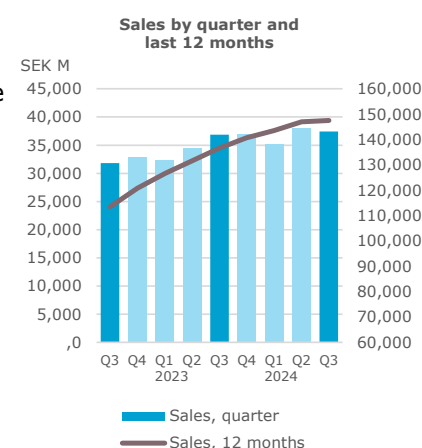
During the quarter, we closed seven acquisitions representing annualized sales of about SEK 4 billion, including SKIDATA and Level Lock. SKIDATA is an international leading provider of access solutions for parking and mobility as well as sports and entertainment. Their operations are in close adjacency to our core and enable us to offer a fuller range of solutions to our customers. Level Lock is an exciting technological addition, strengthening our digital offering with its innovative smart locks that are invisibly embedded inside the door. We see great opportunities to use this technology in the commercial segment in Americas as well as in Latin America. Going forward, our acquisition pipeline remains very active.

Lastly, thank you for your continued trust in ASSA ABLOY.

Stockholm, October 23, 2024



Nico Delvaux  
President and CEO



## Third quarter

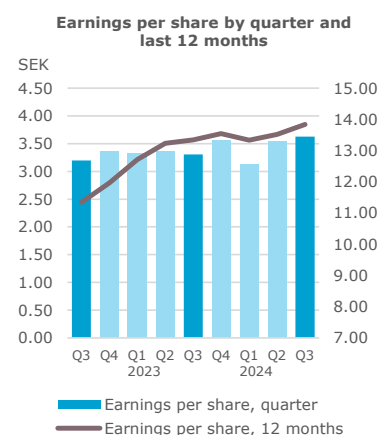
The Group's sales increased by 1% to SEK 37,418 M (36,881). Organic growth amounted to 0% (1). Net growth from acquisitions and divestments was 4% (11), of which 4% (15) were acquisitions and 0% (–4) were divestments. Exchange rates affected sales by –3% (4).

The Group's operating income<sup>2</sup> (EBIT) amounted to SEK 6,255 M (5,777), an increase of 8%. The corresponding operating margin was 16.7% (15.7). Exchange-rates had an impact of SEK –194 M (243) on EBIT. Operating income before amortizations from acquisitions<sup>2</sup> (EBITA) amounted to SEK 6,609 M (6,152). The corresponding EBITA margin was 17.7% (16.7).

Net financial items amounted to SEK –878 M (–900). The Group's income before tax<sup>2</sup> was SEK 5,377 M (4,876), an increase of 10% compared to last year. Exchange-rates had an impact of SEK –172 M (185) on income before tax<sup>2</sup>. The corresponding profit margin was 14.4% (13.2). The estimated effective income tax rate in 2024, on an annualized basis and excluding items affecting comparability, is 25.0% (23.4% for the full year 2023).

Earnings per share before and after dilution<sup>2</sup> amounted to SEK 3.63 (3.31), an increase of 10% compared to last year. Operating cash flow totaled SEK 6,341 M (7,177), which corresponds to a cash conversion<sup>2</sup> of 1.18 (1.47).

The net-debt/equity ratio amounted to 0.66 (0.70) at the end of the quarter. Financial net debt totaled SEK 66,927 M (64,109). New bonds were issued during the quarter for a total value of SEK 3,392 M while SEK 2,246 M in maturing long-term loans were repaid. The Group's long-term borrowing totaled SEK 54,077 M (49,917) while the short-term borrowing totaled SEK 10,515 M (9,833).



## First nine months of the year

The Group's sales for the first nine months of 2024 totaled SEK 110,586 M (103,746), representing an increase of 7%. Organic growth was –1% (4). Growth from acquisitions and divestments was 9% (8), of which 11% (9) came from acquisitions and –2% (–1) from divestments. Exchange-rates affected sales by –1% (6).

The Group's operating income (EBIT)<sup>2</sup> amounted to SEK 17,767 M (16,462), an increase of 8% compared to last year. The corresponding operating margin was 16.1% (15.9). Operating income before amortizations from acquisitions<sup>2</sup> (EBITA) amounted to SEK 18,783 M (17,253). The corresponding EBITA margin was 17.0% (16.6).

Earnings per share before and after dilution<sup>2</sup> amounted to SEK 10.28 (9.99), an increase of 3% compared to last year. Operating cash flow totaled SEK 15,042 M (17,918), which corresponds to a cash conversion<sup>2</sup> of 0.99 (1.21).

<sup>2</sup> Excluding items affecting comparability. Please see the section "Items affecting comparability" in the report for further details about the financial effects in 2024. For information about items affecting comparability in 2023, please see the Year-end report 2023, available at [assaabloy.com](https://assaabloy.com).

## Items affecting comparability, first nine months

### Smart Residential divestment

Exit costs related to last year's divestment of the Smart Residential business in the U.S. and Canada totaled SEK 75 M for the first nine months of the year. The corresponding cost after income tax was SEK 56 M.

## Restructuring measures

Restructuring payments totaled SEK 150 M (167) for the quarter. The programs proceeded according to plan. At the end of the quarter provisions of SEK 358 M remained in the balance sheet for carrying out these programs.

## Events after the reporting period

On October 18, 2024, it was announced that ASSA ABLOY had signed an agreement to sell its Citizen ID business to TOPPAN. The Citizen ID business manufactures, designs, and implements physical and mobile identity solutions for government to citizen programs around the globe. Citizen ID has some 450 employees with manufacturing facilities in Ireland, Malta and the US. Sales in 2023 amounted to about SEK 1,300 M.

The transaction will have a positive effect on ASSA ABLOY's operating margin going forward. The capital result before taxes is expected to be insignificant. The transaction is subject to customary closing conditions, regulatory approvals, and employee consultation and is expected to close during the first quarter of 2025.

## Quarterly comments by division

### Opening Solutions EMEA

Sales for the quarter in EMEA totaled SEK 6,010 M (6,061), with an organic sales growth of 1% (-3). Organic sales growth was good in Central Europe and in the Nordics, stable in South Europe, but declined in Middle East/Africa/India and in the UK/Ireland. Sales growth from acquisitions was 1%. Operating income excluding items affecting comparability totaled SEK 869 M (838), which represents an operating margin (EBIT) of 14.5% (13.8). Return on capital employed, on an annualized basis and excluding items affecting comparability, amounted to 15.8% (14.9). Operating cash flow before non-cash items and interest paid totaled SEK 923 M (1,088).

### Opening Solutions Americas

Sales for the quarter in the Americas totaled SEK 11,214 M (11,091), with an organic sales growth of 4% (3). Organic sales growth was very strong in Latin America, strong in North America's non-residential segment and stable in North America's residential segment. Sales growth from acquisitions was 1%. Operating income excluding items affecting comparability totaled SEK 2,149 M (1,870), which represents an operating margin (EBIT) of 19.2% (16.9). Return on capital employed, on an annualized basis and excluding items affecting comparability, amounted to 12.7% (20.3). Operating cash flow before non-cash items and interest paid totaled SEK 2,339 M (2,807).

## Opening Solutions Asia Pacific

Sales for the quarter in Asia Pacific totaled SEK 2,425 M (2,640), with an organic sales growth of –6% (–7). Organic sales were stable in South Korea, but declined in Pacific and declined significantly in China and South-East Asia. Sales growth from acquisitions was 0%. Operating income excluding items affecting comparability totaled SEK 193 M (229), which represents an operating margin (EBIT) of 7.9% (8.7). Return on capital employed, on an annualized basis and excluding items affecting comparability, amounted to 5.6% (3.8). Operating cash flow before non-cash items and interest paid totaled SEK 267 M (344).

## Global Technologies

Sales for the quarter in Global Technologies totaled SEK 6,313 M (5,763), with an organic sales growth of 2% (4). Organic sales growth was very strong in Citizen ID, good in Identification Technology and Physical Access Control, stable in Identity & Access Solutions, but declined significantly in Secure Issuance and Extended Access. Sales growth in Global Solutions was very strong. Sales growth from acquisitions was 11%. Operating income excluding items affecting comparability totaled SEK 1,195 M (1,065), which represents an operating margin (EBIT) of 18.9% (18.5). Return on capital employed, on an annualized basis and excluding items affecting comparability, amounted to 13.8% (15.5). Operating cash flow before non-cash items and interest paid totaled SEK 1,339 M (1,074).

## Entrance Systems

Sales for the quarter in Entrance Systems totaled SEK 11,973 M (11,725), with an organic sales growth of –2% (0). Organic sales growth was strong in Pedestrian, good in Perimeter Security, but declined in Residential and Industrial. Net sales growth from acquisitions and divestments was 7%. Operating income excluding items affecting comparability totaled SEK 2,047 M (1,995), which represents an operating margin (EBIT) of 17.1% (17.0). Return on capital employed, on an annualized basis and excluding items affecting comparability, amounted to 20.2% (19.6). Operating cash flow before non-cash items and interest paid totaled SEK 2,622 M (2,791).

## Acquisitions and divestments

### Acquisitions

Seven acquisitions were completed during the quarter. The combined acquisition price for all the businesses acquired during the year, including adjustments from prior-year acquisitions, totaled SEK 9,638 M. The corresponding acquisition price on a cash- and debt- free basis totaled SEK 10,227 M. Preliminary acquisition analyses indicate that goodwill and other intangible assets with indefinite useful life totaled SEK 6,770 M. Estimated deferred considerations for current year acquisitions totaled SEK 383 M.

On September 10, 2024, it was announced that ASSA ABLOY had acquired Level Lock, a technology solutions business in USA. Sales for 2023 amounted to about SEK 170 M.

On July 22, 2024, it was announced that ASSA ABLOY had signed an agreement to acquire SKIDATA, an international leading provider of access management solutions. SKIDATA is headquartered in Salzburg, Austria and will be part of the Business Segment Pedestrian within the Entrance Systems Division. Sales for 2023 amounted to about SEK 3,500 M. The acquisition was subject to regulatory approval and customary closing conditions and was completed during the third quarter of 2024.

## Sustainable development

We are accelerating the reduction of Scope 2 emissions, which are primarily driven by our electricity consumption. By focusing on electrifying our relevant production processes, we can increase efficiency and enable these processes to be powered by renewable energy, driving significant reductions in our carbon footprint. One of our key initiatives involves transforming various steps in our surface treatment processes, which were traditionally powered by gas. These processes are now electrified and operate at lower temperatures, enhancing efficiency and reducing related energy costs. The combination of multiple projects will help us to reduce our electricity consumption by 9,500 MWh or about 3% of the Group's annual electricity consumption. This approach ensures we stay on track to meet our science-based targets by 2030, demonstrating our dedication to sustainability and innovation.

## Parent company

Other operating income for the parent company ASSA ABLOY AB totaled SEK 4,360 M (5,394) for the first nine months of 2024. Operating income for the same period totaled SEK 339 M (1,239). Investments in tangible and intangible assets totaled SEK 21 M (3). Liquidity is good and the equity ratio was 23.8% (26.9).

## Accounting principles

ASSA ABLOY applies International Financial Reporting Standards (IFRS) as endorsed by the European Union. The same accounting and valuation principles have been applied as in the last Annual Report. No new or amended standards with material impact on the Group's financial reports have been applied for the first time in 2024.

This Report was prepared in accordance with IAS 34 "Interim Financial Reporting" and the Swedish Annual Accounts Act. The Report for the Parent Company was prepared in accordance with the Annual Accounts Act and RFR 2 "Reporting by a Legal Entity".

ASSA ABLOY makes use of a number of financial performance measures that are not defined in the reporting rules that the company uses described as "alternative performance measures." For definitions of financial performance measures, refer to Page 18 of this Report. Information about how these measures have been calculated is available on the company's website, [www.assaabloy.com](http://www.assaabloy.com).

To reconcile how the financial measurements have been calculated for current and earlier periods, refer to the tabulated figures in this Quarterly Report and to the company's Annual Report. The Annual Reports for the years 1994 to 2023 appear on the company's website.

All comparative numbers for income statement and cash flow items relate to the corresponding period last year, unless otherwise indicated. Comparative numbers for the balance sheet relate to the most recent year-end, unless otherwise indicated.

Totals quoted in tables and statements may not always be the exact sum of the individual items because of rounding differences. The aim is that each line item should correspond to its source, and rounding differences may therefore arise.



## Transactions with related parties

No transactions that significantly affected the company's position and income have taken place between ASSA ABLOY and related parties, except for matters in the normal course of business such as paying dividends to shareholders.

## Risks and uncertainty factors

ASSA ABLOY is an international Group with a wide geographical spread, involving exposure to various forms of strategic, operational, and financial risks. Strategic risks refer to changes in the business environment with potentially significant effects on ASSA ABLOY's operations and business objectives. Operational risks comprise risks directly attributable to business operations, entailing a potential impact on the Group's financial position and performance. Financial risks mainly comprise financing risk, currency risk, interest-rate risk, credit risk, and risks associated with the Group's pension obligations.

Risk-taking in itself provides opportunities for continued economic growth, but naturally the risks may also have a negative impact on business operations and company goals. It is therefore essential to have a systematic and efficient risk assessment process and an effective risk management program in general.

The purpose of risk management at ASSA ABLOY is not to avoid risks, but to take a controlled approach to identifying, managing and minimizing the effects of these risks. This work is based on an assessment of the probability of the risks and their potential impact on the Group.

The war in Ukraine and the conflict in the Middle East may have a negative business impact on ASSA ABLOY in both the short- and long-term, but the direct business effects are currently seen as limited. For a more detailed description of particular risks and risk management, please see the 2023 Annual Report.

## M&A and FX guidance

The guidance below relating to two key figures is provided to facilitate financial modeling but should not be viewed as forecasting market outlooks or ASSA ABLOY's business performance.

### Acquisitions and divestments

It is estimated that completed acquisitions and divestments, on a rolling 12-month basis as of September 30, 2024, will have an effect of 5% on sales in the fourth quarter of 2024 versus the same period last year, while the effect on the operating margin is estimated to be neutral in the fourth quarter of 2024.

### Exchange-rate effects

On the basis of the currency rates on September 30, 2024, it is estimated that the weighted currency effects on sales in the fourth quarter of 2024 versus the same period last year will be -3%, while the effect on the operating margin is estimated to be dilutive in the fourth quarter of 2024.

## Review

The Company's Auditors have not carried out any review of this Report for the third quarter of 2024.

Stockholm, October 23, 2024

A handwritten signature in black ink, appearing to read 'Nico Delvaux', written in a cursive style.

Nico Delvaux  
President and CEO



## Financial information

The Year-end Report and Quarterly Report for the fourth quarter of 2024 will be published on February 5, 2025.

## Further information can be obtained from:

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ASSA ABLOY is holding a **telephone and web conference**  
**at 09.00 on October 23, 2024**  
which can be followed online at [assaabloy.com/investors](https://assaabloy.com/investors).

It is possible to submit questions by telephone on:  
08-505 100 31, +44 207 107 0613 or +1 631 570 5613

*This information is information that ASSA ABLOY AB 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 above, at 08.00 CEST on October 23, 2024.*

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No.19/2024

## Financial information – Group

### CONDENSED INCOME STATEMENT

SEK M	Q3		Jan-Sep	
	2023	2024	2023	2024
Sales	36,881	37,418	103,746	110,586
Cost of goods sold	-22,115	-21,662	-62,151	-64,442
<b>Gross income</b>	<b>14,766</b>	<b>15,756</b>	<b>41,595</b>	<b>46,144</b>
Selling, administrative and R&D costs and other operating income & expenses	-9,353	-9,521	-26,747	-28,400
Capital gain from divestment of subsidiaries, incl. exit costs <sup>1</sup>	-4	-43	3,657	-75
Impairment of goodwill and other intangible assets from business combinations	-4	-	-2,272	-
Share of earnings in associates	4	19	13	22
<b>Operating income</b>	<b>5,409</b>	<b>6,211</b>	<b>16,246</b>	<b>17,692</b>
Finance net	-900	-878	-1,688	-2,537
<b>Income before tax</b>	<b>4,509</b>	<b>5,333</b>	<b>14,558</b>	<b>15,154</b>
Tax on income	-1,139	-1,333	-4,897	-3,789
<b>Net income for the period</b>	<b>3,371</b>	<b>4,000</b>	<b>9,660</b>	<b>11,366</b>
<b>Net income for the period attributable to:</b>				
Parent company's shareholders	3,386	3,998	9,674	11,367
Non-controlling interests	-15	2	-14	-1
<b>Earnings per share</b>				
Before and after dilution, SEK	3.05	3.60	8.71	10.23
Before and after dilution and excluding items affecting comparability, SEK	3.31	3.63	9.99	10.28

### CONDENSED STATEMENT OF COMPREHENSIVE INCOME

SEK M	Q3		Jan-Sep	
	2023	2024	2023	2024
<b>Net income for the period</b>	<b>3,371</b>	<b>4,000</b>	<b>9,660</b>	<b>11,366</b>
<b>Other comprehensive income:</b>				
<b>Items that will not be reclassified to profit or loss</b>				
Actuarial gain/loss on post-employment benefit obligations, net after tax	-30	36	3	213
<b>Total</b>	<b>-30</b>	<b>36</b>	<b>3</b>	<b>213</b>
<b>Items that may be reclassified subsequently to profit or loss</b>				
Share of other comprehensive income of associates	-13	39	-58	1
Cashflow hedges and net investment hedges, net after tax	77	-187	80	-91
Cost of hedging	-	-5	-	-5
Exchange rate differences	-938	-3,269	3,169	656
Tax attributable to items that may be reclassified subsequently to profit or loss	0	2	2	0
<b>Total</b>	<b>-874</b>	<b>-3,419</b>	<b>3,193</b>	<b>561</b>
<b>Total other comprehensive income</b>	<b>-904</b>	<b>-3,384</b>	<b>3,196</b>	<b>774</b>
<b>Total comprehensive income for the period</b>	<b>2,466</b>	<b>616</b>	<b>12,856</b>	<b>12,140</b>
<b>Total comprehensive income for the period attributable to:</b>				
Parent company's shareholders	2,481	616	12,874	12,143
Non-controlling interests	-15	1	-17	-3

<sup>1)</sup> Please see the section 'Items affecting comparability' on page 4 in the report for further details about exit costs and the financial effects in 2024.

## Financial information - Group

### CONDENSED BALANCE SHEET

	31 Dec	30 Sep	
SEK M	2023	2023	2024
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets	127,704	134,340	135,662
Property, plant and equipment	11,460	12,111	12,222
Right-of-use assets	5,296	5,501	5,670
Investments in associates	622	631	693
Other financial assets	412	557	494
Deferred tax assets	1,863	1,685	1,829
<b>Total non-current assets</b>	<b>147,357</b>	<b>154,826</b>	<b>156,570</b>
<b>Current assets</b>			
Inventories	18,603	21,181	20,579
Trade receivables	20,934	22,377	22,767
Other current receivables and investments	7,991	6,767	8,040
Cash and cash equivalents	1,466	1,688	4,073
<b>Total current assets</b>	<b>48,994</b>	<b>52,013</b>	<b>55,459</b>
<b>TOTAL ASSETS</b>	<b>196,351</b>	<b>206,839</b>	<b>212,029</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Equity attributable to Parent company's shareholders	91,629	96,197	100,731
Non-controlling interests	16	36	16
<b>Total equity</b>	<b>91,644</b>	<b>96,233</b>	<b>100,746</b>
<b>Non-current liabilities</b>			
Long-term loans	49,917	50,916	54,077
Non-current lease liabilities	4,001	4,183	4,103
Deferred tax liabilities	2,991	3,230	3,606
Other non-current liabilities and provisions	3,222	3,351	2,691
<b>Total non-current liabilities</b>	<b>60,131</b>	<b>61,680</b>	<b>64,477</b>
<b>Current liabilities</b>			
Short-term loans	9,833	12,607	10,515
Current lease liabilities	1,443	1,459	1,787
Trade payables	11,320	11,592	11,373
Other current liabilities and provisions	21,980	23,269	23,132
<b>Total current liabilities</b>	<b>44,576</b>	<b>48,927</b>	<b>46,806</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>196,351</b>	<b>206,839</b>	<b>212,029</b>

### CHANGES IN EQUITY

	Equity attributable to:		
SEK M	Parent company's shareholders	Non-controlling interests	Total equity
<b>Opening balance 1 January 2023</b>	<b>86,014</b>	<b>12</b>	<b>86,026</b>
Net income for the period	9,674	-14	9,660
Other comprehensive income	3,200	-4	3,196
<b>Total comprehensive income</b>	<b>12,874</b>	<b>-17</b>	<b>12,856</b>
Dividend	-2,666	-	-2,666
Share-based incentive programs	-25	-	-25
Change in non-controlling interest	0	41	41
<b>Total transactions with shareholders</b>	<b>-2,690</b>	<b>41</b>	<b>-2,650</b>
<b>Closing balance 30 September 2023</b>	<b>96,197</b>	<b>36</b>	<b>96,233</b>
<b>Opening balance 1 January 2024</b>	<b>91,629</b>	<b>16</b>	<b>91,644</b>
Net income for the period	11,367	-1	11,366
Other comprehensive income	776	-2	774
<b>Total comprehensive income</b>	<b>12,143</b>	<b>-3</b>	<b>12,140</b>
Dividend	-2,999	0	-2,999
Share-based incentive programs	-42	-	-42
Change in non-controlling interest	-	3	3
<b>Total transactions with shareholders</b>	<b>-3,041</b>	<b>3</b>	<b>-3,038</b>
<b>Closing balance 30 September 2024</b>	<b>100,731</b>	<b>16</b>	<b>100,746</b>

## Financial information - Group

### CONDENSED STATEMENT OF CASH FLOWS

SEK M	Q3		Jan-Sep	
	2023	2024	2023	2024
<b>OPERATING ACTIVITIES</b>				
Operating income	5,409	6,211	16,246	17,692
Add back of				
Depreciation/amortization	1,371	1,380	3,584	4,082
Items affecting comparability	367	43	217	75
Other non-cash items	27	44	122	39
Restructuring payments	-167	-150	-423	-425
Changes in working capital	1,754	802	1,910	-1,400
<b>Cash flow before interest and tax</b>	<b>8,761</b>	<b>8,331</b>	<b>21,656</b>	<b>20,062</b>
Interest paid and received	-738	-1,032	-1,344	-2,454
Tax paid on income	-2,456	-1,505	-5,463	-3,707
<b>Cash flow from operating activities</b>	<b>5,567</b>	<b>5,794</b>	<b>14,848</b>	<b>13,901</b>
<b>INVESTING ACTIVITIES</b>				
Net investments in intangible assets and property, plant and equipment	-604	-655	-1,693	-1,680
Investments in subsidiaries	-3,718	-5,050	-52,013	-9,141
Divestments of subsidiaries	-	-	8,114	402
Other investments and disposals	0	0	-1	0
<b>Cash flow from investing activities</b>	<b>-4,322</b>	<b>-5,705</b>	<b>-45,593</b>	<b>-10,419</b>
<b>FINANCING ACTIVITIES</b>				
Dividends	-	-	-2,666	-2,999
Repayment of lease liabilities	-409	-453	-1,124	-1,311
Net cash effect of changes in borrowings	-5,809	861	32,806	3,455
<b>Cash flow from financing activities</b>	<b>-6,218</b>	<b>408</b>	<b>29,016</b>	<b>-856</b>
<b>CASH FLOW FOR THE PERIOD</b>	<b>-4,974</b>	<b>496</b>	<b>-1,728</b>	<b>2,626</b>
<b>CASH AND CASH EQUIVALENTS</b>				
<b>Cash and cash equivalents at beginning of period</b>	<b>6,665</b>	<b>3,605</b>	<b>3,417</b>	<b>1,466</b>
Cash flow for the period	-4,974	496	-1,728	2,626
Effect of exchange rate differences	-4	-28	0	-18
<b>Cash and cash equivalents at end of period</b>	<b>1,688</b>	<b>4,073</b>	<b>1,688</b>	<b>4,073</b>

## Quarterly information - Group

THE GROUP IN SUMMARY											Jan-Sep	Jan-Sep	Year	Last 12
SEK M	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024		2023	2024	2023	months
Sales	31,820	32,915	32,391	34,474	36,881	36,970	35,200	37,968	37,418	103,746	110,586	140,716	147,556	
Organic growth	14%	9%	8%	3%	1%	0%	-2%	-1%	0%	4%	-1%	3%	-	
Gross income <sup>1</sup>	12,626	13,199	13,393	14,231	15,123	15,024	14,530	15,858	15,756	42,747	46,144	57,771	61,169	
Gross margin <sup>1</sup>	39.7%	40.1%	41.3%	41.3%	41.0%	40.6%	41.3%	41.8%	42.1%	41.2%	41.7%	41.1%	41.5%	
EBITDA <sup>1</sup>	6,014	6,298	6,241	6,658	7,148	7,312	6,728	7,485	7,635	20,047	21,848	27,358	29,160	
EBITDA margin <sup>1</sup>	18.9%	19.1%	19.3%	19.3%	19.4%	19.8%	19.1%	19.7%	20.4%	19.3%	19.8%	19.4%	19.8%	
Depreciation, excl attrib. to business combinations	-875	-961	-862	-936	-995	-1,304	-988	-1,051	-1,026	-2,793	-3,065	-4,098	-4,369	
EBITA <sup>1</sup>	5,139	5,338	5,379	5,722	6,152	6,008	5,740	6,434	6,609	17,253	18,783	23,261	24,791	
EBITA margin <sup>1</sup>	16.2%	16.2%	16.6%	16.6%	16.7%	16.2%	16.3%	16.9%	17.7%	16.6%	17.0%	16.5%	16.8%	
Amortization attrib. to business combinations	-166	-185	-193	-222	-376	-285	-313	-349	-354	-791	-1,016	-1,076	-1,302	
Operating income (EBIT) <sup>1</sup>	4,973	5,152	5,186	5,500	5,777	5,722	5,427	6,085	6,255	16,462	17,767	22,185	23,489	
Operating margin (EBIT) <sup>1</sup>	15.6%	15.7%	16.0%	16.0%	15.7%	15.5%	15.4%	16.0%	16.7%	15.9%	16.1%	15.8%	15.9%	
Items affecting comparability <sup>1</sup>	-	-	-1,225	1 376	-367	-183	-18	-13	-43	-217	-75	-400	-258	
Operating income (EBIT)	4,973	5,152	3,961	6,875	5,409	5,539	5,409	6,071	6,211	16,246	17,692	21,785	23,231	
Operating margin (EBIT)	15.6%	15.7%	12.2%	19.9%	14.7%	15.0%	15.4%	16.0%	16.6%	15.7%	16.0%	15.5%	15.7%	
Net financial items	-237	-387	-343	-445	-900	-843	-811	-849	-878	-1,688	-2,537	-2,531	-3,380	
Income before tax	4,736	4,766	3,619	6,430	4,509	4,696	4,598	5,223	5,333	14,558	15,154	19,254	19,851	
Profit margin	14.9%	14.5%	11.2%	18.7%	12.2%	12.7%	13.1%	13.8%	14.3%	14.0%	13.7%	13.7%	13.5%	
Tax on income	-1,184	-1,036	-905	-2,854	-1,139	-717	-1,150	-1,306	-1,333	-4,897	-3,789	-5,615	-4,506	
Net income for the period	3,552	3,729	2,714	3,576	3,371	3,979	3,449	3,917	4,000	9,660	11,366	13,639	15,345	
Net income attributable to:														
Parent company's shareholders	3,551	3,728	2,713	3,574	3,386	3,959	3,452	3,917	3,998	9,674	11,367	13,633	15,326	
Non-controlling interests	1	1	1	1	-15	20	-3	0	2	-14	-1	7	19	

OPERATING CASH FLOW											Jan-Sep	Jan-Sep	Year	Last 12
SEK M	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024		2023	2024	2023	months
Operating income (EBIT)	4,973	5,152	3,961	6,875	5,409	5,539	5,409	6,071	6,211	16,246	17,692	21,785	23,231	
Reversal items affecting comparability	-	-	1,225	-1 376	367	183	18	13	43	217	75	400	258	
Depreciation and amortization	1,041	1,146	1,055	1,158	1,371	1,590	1,301	1,400	1,380	3,584	4,082	5,174	5,671	
Net capital expenditure	-509	-735	-516	-572	-604	-727	-429	-596	-655	-1,693	-1,680	-2,419	-2,407	
Change in working capital	-477	1,548	-1,111	1,267	1,754	1,927	-2,091	-111	802	1,910	-1,400	3,836	526	
Interest paid and received	-217	-192	-242	-364	-738	-778	-650	-772	-1,032	-1,344	-2,454	-2,122	-3,232	
Repayment of lease liabilities	-335	-360	-352	-363	-409	-420	-402	-456	-453	-1,124	-1,311	-1,543	-1,731	
Other non-cash items	44	29	50	45	27	0	-60	55	44	122	39	123	40	
Operating cash flow	4,520	6,588	4,069	6,671	7,177	7,315	3,096	5,604	6,341	17,918	15,042	25,232	22,356	
Cash conversion	0.95	1.38	0.84	1.32	1.47	1.50	0.67	1.07	1.18	1.21	0.99	1.28	1.11	

CHANGE IN NET DEBT											Jan-Sep	Jan-Sep	Year	Last 12
SEK M	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024		2023	2024	2023	months
Net debt at beginning of period	32,565	30,618	31,732	29,336	69,851	68,736	64,109	67,536	68,198	31,732	64,109	31,732	68,736	
Operating cash flow	-4,520	-6,588	-4,069	-6,671	-7,177	-7,315	-3,096	-5,604	-6,341	-17,918	-15,042	-25,232	-22,356	
Restructuring payments	81	171	109	146	167	190	137	138	150	423	425	613	615	
Tax paid on income	1,038	1,452	726	2,281	2,456	1,825	712	1,490	1,505	5,463	3,707	7,289	5,533	
Acquisitions and divestments	826	5,080	367	40,773	3,783	1,903	2,038	2,182	5,592	44,923	9,812	46,826	11,715	
Dividend	-	2,333	-	2,666	-	2,666	-	2,999	-	2,666	2,999	5,332	5,665	
Actuarial gain/loss on post-employment benefit oblig.	-538	-906	47	-92	41	12	-142	-96	-50	-4	-288	8	-276	
Change to lease liabilities	-53	62	254	138	111	125	292	-105	-95	503	92	628	217	
Exchange rate differences, etc.	1,219	-490	171	1,274	-496	-4,033	3,488	-342	-2,033	948	1,113	-3,085	-2,921	
Net debt at end of period	30,618	31,732	29,336	69,851	68,736	64,109	67,536	68,198	66,927	68,736	66,927	64,109	66,927	
Net debt/Equity	0.35	0.37	0.33	0.75	0.71	0.70	0.68	0.68	0.66					

NET DEBT											Jan-Sep	Jan-Sep	Year	Last 12
SEK M	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024		2023	2024	2023	months
Interest-bearing assets	-207	-224	-221	-484	-495	-459	-504	-248	-257					
Cash and cash equivalents	-2,978	-3,417	-2,811	-6,665	-1,688	-1,466	-2,437	-3,605	-4,073					
Derivative financial instruments, net	231	288	306	15	284	-595	-251	116	-456					
Pension provisions	2,389	1,351	1,379	1,415	1,471	1,435	1,283	1,186	1,232					
Lease liabilities	3,840	3,907	4,182	5,607	5,641	5,443	6,020	6,001	5,890					
Interest-bearing liabilities	27,344	29,826	26,500	69,965	63,523	59,751	63,425	64,748	64,591					
Total	30,618	31,732	29,336	69,851	68,736	64,109	67,536	68,198	66,927					

CAPITAL EMPLOYED AND FINANCING											Jan-Sep	Jan-Sep	Year	Last 12
SEK M	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024		2023	2024	2023	months
Goodwill	73,540	75,873	75,075	117,142	119,006	92,873	99,680	99,317	99,199					
Other intangible assets	14,774	15,024	15,539	15,918	15,333	34,831	36,000	36,970	36,463					
Property, plant and equipment	10,079	10,106	10,178	11,885	12,111	11,460	12,129	12,134	12,222					
Right-of-use assets	3,735	3,804	4,075	5,476	5,501	5,296	5,837	5,789	5,670					
Other capital employed	15,257	13,244	14,206	14,277	13,958	12,060	14,534	14,605	14,478					
Restructuring reserve	-469	-294	-1,229	-1,140	-941	-767	-662	-514	-358					
Capital employed	116,916	117,758	117,844	163,558	164,969	155,753	167,517	168,300	167,674					
Net debt	30,618	31,732	29,336	69,851	68,736	64,109	67,536	68,198	66,927					
Non-controlling interests	13	12	12	10	36	16	12	12	16					
Equity attributable to Parent company's shareholders	86,285	86,014	88,496	93,696	96,197	91,629	99,969	100,090	100,731					

OTHER KEY RATIOS ETC											Jan-Sep	Jan-Sep	Year	Last 12
	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024		2023	2024	2023	months
Earnings per share, SEK	3.20	3.36	2.44	3.22	3.05	3.56	3.11	3.53	3.60					
Earnings per share, excl IAC, SEK	3.20	3.36	3.32	3.36	3.31	3.56	3.12	3.54	3.63					
Shareholders' equity per share, SEK	77.68	77.44	79.67	84.35	86.60	82.49	90.00	90.11	90.68					
Return on capital employed	16.8%	16.9%	17.4%	17.2%	16.3%	15.6%	14.6%	14.0%	14.2%					
Return on equity	16.4%	17.1%	16.2%	15.8%	14.7%	15.3%	15.3%	15.2%	15.6%					
Net debt/EBITDA	1.4	1.4	1.2	2.8	2.6	2.3	2.4	2.4	2.3					
Average number of employees	51,937	52,463	52,960	53,824	56,289	56,845	61,282	62,538	62,634					
Average adjusted capital employed	103,663	109,372	113,480	120,917	132,788	142,611	153,385	164,603	165,649					
Average number of shares, thousands	1,110,776	1,110,776	1,110,776	1,110,776	1,110,776	1,110,776	1,110,776	1,110,776	1,110,776					
Items affecting comparability, net of tax	-	-	-978	-156	-285	10	-13	-10	-33					

<sup>1)</sup> Excluding items affecting comparability. Please see the section 'Items affecting comparability' on page 4 in the report for further details about the financial effects in 2024.  
For information about items affecting comparability in 2023, please see the Year-end report 2023, available on [assaabloy.com](https://assaabloy.com)

# Reporting by division

## Q3 and 30 Sep

	EMEIA		Americas		Asia Pacific		Global Technologies		Entrance Systems		Other		Total	
SEK M	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Sales, external	5,918	5,849	11,063	11,180	2,474	2,176	5,716	6,258	11,709	11,956	-	-	36,881	37,418
Sales, internal	142	161	28	34	166	250	47	55	16	17	-398	-517	-	-
<b>Sales</b>	<b>6,061</b>	<b>6,010</b>	<b>11,091</b>	<b>11,214</b>	<b>2,640</b>	<b>2,425</b>	<b>5,763</b>	<b>6,313</b>	<b>11,725</b>	<b>11,973</b>	<b>-398</b>	<b>-517</b>	<b>36,881</b>	<b>37,418</b>
Organic growth	-3%	1%	3%	4%	-7%	-6%	4%	2%	0%	-2%	-	-	1%	0%
Acquisitions and divestments	3%	1%	38%	1%	-3%	0%	4%	11%	2%	7%	-	-	11%	4%
Exchange-rate effects	5%	-3%	4%	-4%	0%	-2%	4%	-3%	4%	-3%	-	-	4%	-3%
Share of earnings in associates	-	-	-	-	4	1	-	12	-	6	-	-	4	19
<b>EBIT, excl items affecting comparability</b>	<b>838</b>	<b>869</b>	<b>1,870</b>	<b>2,149</b>	<b>229</b>	<b>193</b>	<b>1,065</b>	<b>1,195</b>	<b>1,995</b>	<b>2,047</b>	<b>-221</b>	<b>-198</b>	<b>5,777</b>	<b>6,255</b>
EBIT margin, excl items affecting comparability	13.8%	14.5%	16.9%	19.2%	8.7%	7.9%	18.5%	18.9%	17.0%	17.1%	-	-	15.7%	16.7%
Items affecting comparability <sup>1</sup>	-29	-20	-332	0	1	-23	-6	-	-1	-	-	-	-367	-43
<b>Operating income (EBIT)</b>	<b>809</b>	<b>849</b>	<b>1,538</b>	<b>2,149</b>	<b>230</b>	<b>169</b>	<b>1,059</b>	<b>1,195</b>	<b>1,994</b>	<b>2,047</b>	<b>-221</b>	<b>-198</b>	<b>5,409</b>	<b>6,211</b>
Operating margin (EBIT)	13.4%	14.1%	13.9%	19.2%	8.7%	7.0%	18.4%	18.9%	17.0%	17.1%	-	-	14.7%	16.6%
<b>OPERATING CASH FLOW</b>														
<b>SEK M</b>														
Operating income (EBIT)	809	849	1,538	2,149	230	169	1,059	1,195	1,994	2,047	-221	-198	5,409	6,211
Items affecting comparability <sup>1</sup>	29	20	332	0	-1	23	6	-	1	-	-	-	367	43
Depreciation and amortization	234	236	451	397	99	97	234	249	344	387	10	15	1,371	1,380
Net capital expenditure	-188	-127	-193	-146	-59	-57	-55	-181	-109	-130	-1	-14	-604	-655
Repayment of lease liabilities	-67	-70	-78	-86	-34	-32	-52	-49	-173	-208	-5	-9	-409	-453
Change in working capital	271	14	758	25	108	66	-117	125	734	527	1	45	1,754	802
<b>Operating cash flow by division</b>	<b>1,088</b>	<b>923</b>	<b>2,807</b>	<b>2,339</b>	<b>344</b>	<b>267</b>	<b>1,074</b>	<b>1,339</b>	<b>2,791</b>	<b>2,622</b>	<b>-217</b>	<b>-161</b>	<b>7,888</b>	<b>7,329</b>
Other non-cash items											27	44	27	44
Interest paid and received											-738	-1,032	-738	-1,032
<b>Operating cash flow</b>													<b>7,177</b>	<b>6,341</b>

## Jan-Sep and 30 Sep

	EMEIA		Americas		Asia Pacific		Global Technologies		Entrance Systems		Other		Total	
SEK M	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Sales, external	18,017	18,138	27,381	33,210	6,860	6,188	17,078	17,516	34,410	35,534	-	-	103,746	110,586
Sales, internal	475	479	119	98	957	715	136	170	67	77	-1,754	-1,539	-	-
<b>Sales</b>	<b>18,492</b>	<b>18,617</b>	<b>27,500</b>	<b>33,308</b>	<b>7,817</b>	<b>6,904</b>	<b>17,214</b>	<b>17,686</b>	<b>34,477</b>	<b>35,611</b>	<b>-1,754</b>	<b>-1,539</b>	<b>103,746</b>	<b>110,586</b>
Organic growth	-2%	0%	6%	2%	-2%	-5%	15%	-5%	1%	0%	-	-	4%	-1%
Acquisitions and divestments	7%	2%	17%	21%	8%	-5%	4%	9%	2%	5%	-	-	8%	9%
Exchange-rate effects	6%	-1%	8%	-2%	3%	-2%	7%	-1%	7%	-2%	-	-	6%	-1%
Share of earnings in associates	-	-	-	-	13	4	-	12	-	6	-	-	13	22
<b>EBIT, excl items affecting comparability</b>	<b>2,473</b>	<b>2,591</b>	<b>5,332</b>	<b>6,257</b>	<b>555</b>	<b>500</b>	<b>3,086</b>	<b>2,970</b>	<b>5,681</b>	<b>6,068</b>	<b>-664</b>	<b>-620</b>	<b>16,462</b>	<b>17,767</b>
EBIT margin, excl items affecting comparability	13.4%	13.9%	19.4%	18.8%	7.1%	7.2%	17.9%	16.8%	16.5%	17.0%	-	-	15.9%	16.1%
Items affecting comparability <sup>1</sup>	-529	-38	3,032	0	10	-37	-2,493	-	-133	-	-104	-	-217	-75
<b>Operating income (EBIT)</b>	<b>1,944</b>	<b>2,553</b>	<b>8,364</b>	<b>6,257</b>	<b>566</b>	<b>464</b>	<b>593</b>	<b>2,970</b>	<b>5,547</b>	<b>6,068</b>	<b>-768</b>	<b>-620</b>	<b>16,246</b>	<b>17,692</b>
Operating margin (EBIT)	10.5%	13.7%	30.4%	18.8%	7.2%	6.7%	3.4%	16.8%	16.1%	17.0%	-	-	15.7%	16.0%
<b>OPERATING CASH FLOW</b>														
<b>SEK M</b>														
Operating income (EBIT)	1,944	2,553	8,364	6,257	566	464	593	2,970	5,547	6,068	-768	-620	16,246	17,692
Items affecting comparability <sup>1</sup>	529	38	-3,032	0	-10	37	2,493	-	133	-	104	-	217	75
Depreciation and amortization	703	729	826	1,154	301	298	742	743	980	1,120	32	38	3,584	4,082
Net capital expenditure	-484	-364	-430	-563	-156	-39	-227	-347	-394	-338	-1	-28	-1,693	-1,680
Repayment of lease liabilities	-204	-211	-172	-258	-94	-98	-140	-145	-498	-579	-15	-21	-1,124	-1,311
Change in working capital	-141	-463	505	-1,041	2	-103	-508	-560	2,021	978	29	-211	1,910	-1,400
<b>Operating cash flow by division</b>	<b>2,347</b>	<b>2,281</b>	<b>6,061</b>	<b>5,549</b>	<b>608</b>	<b>558</b>	<b>2,953</b>	<b>2,662</b>	<b>7,790</b>	<b>7,249</b>	<b>-620</b>	<b>-841</b>	<b>19,140</b>	<b>17,456</b>
Other non-cash items											122	39	122	39
Interest paid and received											-1,344	-2,454	-1,344	-2,454
<b>Operating cash flow</b>													<b>17,918</b>	<b>15,042</b>
<b>CAPITAL EMPLOYED</b>														
<b>SEK M</b>														
Goodwill	13,870	13,893	56,565	33,038	5,667	5,470	19,878	19,804	23,027	26,993	-	-	119,006	99,199
Other intangible assets	1,427	1,513	1,267	21,110	2,064	1,865	3,240	3,621	7,306	8,315	30	40	15,333	36,463
Property, plant and equipment	3,293	3,254	3,328	3,218	1,472	1,417	1,603	1,691	2,369	2,595	46	48	12,111	12,222
Right-of-use assets	944	844	1,690	1,526	321	308	585	585	1,940	2,287	21	119	5,501	5,670
Other capital employed	2,951	3,513	2,418	3,218	1,885	1,294	2,634	2,706	4,648	4,273	-579	-526	13,958	14,478
<b>Adjusted capital employed</b>	<b>22,484</b>	<b>23,017</b>	<b>65,267</b>	<b>62,110</b>	<b>11,410</b>	<b>10,354</b>	<b>27,940</b>	<b>28,407</b>	<b>39,290</b>	<b>44,462</b>	<b>-481</b>	<b>-318</b>	<b>165,910</b>	<b>168,032</b>
Restructuring reserve	-407	-162	-128	-23	-58	-15	-125	-40	-218	-113	-5	-5	-941	-358
<b>Capital employed</b>	<b>22,077</b>	<b>22,856</b>	<b>65,139</b>	<b>62,087</b>	<b>11,352</b>	<b>10,339</b>	<b>27,815</b>	<b>28,367</b>	<b>39,072</b>	<b>44,349</b>	<b>-486</b>	<b>-324</b>	<b>164,969</b>	<b>167,674</b>
Return on capital employed	14.9%	15.8%	20.3%	12.7%	3.8%	5.6%	15.5%	13.8%	19.6%	20.2%	-	-	16.3%	14.2%
Average adjusted capital employed	22,825	22,239	34,111	63,971	11,435	10,757	26,300	28,020	38,684	40,663	-	-	132,788	165,649
Average number of employees	12,307	12,314	12,763	18,135	7,306	6,828	7,624	8,504	15,860	16,575	429	278	56,289	62,634

<sup>1)</sup> Excluding items affecting comparability. Please see the section 'Items affecting comparability' on page 4 in the report for further details about the financial effects in 2024. For information about items affecting comparability in 2023, please see the Year-end report 2023, available on [assaabloy.com](https://assaabloy.com)

# Reporting by division

Jan-Dec and 31 Dec

	EMEIA		Americas		Asia Pacific		Global Technologies		Entrance Systems		Other		Total	
SEK M	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023
Sales, external	22,286	24,214	28,191	37,867	8,302	9,133	19,186	22,930	42,827	46,570	-	-	120,793	140,716
Sales, internal	572	617	152	141	1,522	1,151	158	169	100	95	-2,505	-2,173	-	-
<b>Sales</b>	<b>22,858</b>	<b>24,831</b>	<b>28,344</b>	<b>38,009</b>	<b>9,824</b>	<b>10,284</b>	<b>19,344</b>	<b>23,099</b>	<b>42,928</b>	<b>46,665</b>	<b>-2,505</b>	<b>-2,173</b>	<b>120,793</b>	<b>140,716</b>
Organic growth	5%	-2%	17%	6%	-5%	-2%	15%	9%	17%	1%	-	-	12%	3%
Acquisitions and divestments	1%	6%	1%	22%	7%	5%	2%	5%	2%	2%	-	-	2%	8%
Exchange-rate effects	5%	5%	20%	6%	11%	2%	15%	5%	12%	6%	-	-	13%	5%
Share of earnings in associates	-	-	-	-	22	7	3	11	1	-	-	-	26	18
<b>EBIT, excl items affecting comparability</b>	<b>3 335</b>	<b>3 388</b>	<b>5 899</b>	<b>7 186</b>	<b>119</b>	<b>662</b>	<b>3 065</b>	<b>3 996</b>	<b>6 847</b>	<b>7 807</b>	<b>-732</b>	<b>-854</b>	<b>18 532</b>	<b>22 185</b>
EBIT margin, excl items affecting comparability	14,6%	13,6%	20,8%	18,9%	1,2%	6,4%	15,8%	17,3%	15,9%	16,7%	-	-	15,3%	15,8%
Items affecting comparability <sup>1</sup>	-	-551	-	2 908	-	-27	-	-2 492	-	-133	-	-104	-	-400
<b>Operating income (EBIT)</b>	<b>3,335</b>	<b>2,837</b>	<b>5,899</b>	<b>10,094</b>	<b>119</b>	<b>635</b>	<b>3,065</b>	<b>1,504</b>	<b>6,847</b>	<b>7,673</b>	<b>-732</b>	<b>-958</b>	<b>18,532</b>	<b>21,785</b>
Operating margin (EBIT)	14,6%	11,4%	20,8%	26,6%	1,2%	6,2%	15,8%	6,5%	15,9%	16,4%	-	-	15,3%	15,5%
Operating income (EBIT)	3,335	2,837	5,899	10,094	119	635	3,065	1,504	6,847	7,673	-732	-958	18,532	21,785
Items affecting comparability <sup>1</sup>	-	551	-	-2,908	-	27	-	2,492	-	133	-	104	-	400
Depreciation and amortization	865	1,055	634	1,154	363	424	1,012	1,013	1,176	1,484	38	44	4,088	5,174
Net capital expenditure	-443	-627	-436	-631	-289	-202	-301	-378	-495	-576	-26	-6	-1,990	-2,419
Repayment of lease liabilities	-266	-276	-178	-255	-111	-129	-158	-188	-599	-675	-18	-21	-1,330	-1,543
Change in working capital	-707	643	-400	726	207	457	-642	-298	-1,494	2,352	205	-44	-2,831	3,836
<b>Operating cash flow by division</b>	<b>2,785</b>	<b>4,183</b>	<b>5,520</b>	<b>8,181</b>	<b>288</b>	<b>1,213</b>	<b>2,974</b>	<b>4,145</b>	<b>5,436</b>	<b>10,391</b>	<b>-534</b>	<b>-881</b>	<b>16,470</b>	<b>27,232</b>
Other non-cash items											137	123	137	123
Interest paid and received											-799	-2 122	-799	-2 122
<b>Operating cash flow</b>													<b>15,808</b>	<b>25,232</b>
<b>CAPITAL EMPLOYED</b>														
<b>SEK M</b>														
Goodwill	12,957	13,232	15,416	32,382	6,058	5,379	19,041	18,989	22,401	22,891	-	-	75,873	92,873
Other intangible assets	1,223	1,366	1,375	21,652	1,637	1,937	3,691	2,968	7,056	6,876	42	32	15,024	34,831
Property, plant and equipment	2,745	3,166	2,079	3,037	1,591	1,398	1,421	1,556	2,215	2,260	55	43	10,106	11,460
Right-of-use assets	914	976	482	1,598	234	295	540	553	1,603	1,858	31	17	3,804	5,296
Other capital employed	4,034	2,120	1,536	2,875	1,692	1,324	1,604	1,827	5,141	3,830	-764	84	13,244	12,060
<b>Adjusted capital employed</b>	<b>21,874</b>	<b>20,860</b>	<b>20,889</b>	<b>61,544</b>	<b>11,211</b>	<b>10,332</b>	<b>26,297</b>	<b>25,891</b>	<b>38,418</b>	<b>37,715</b>	<b>-636</b>	<b>177</b>	<b>118,052</b>	<b>156,520</b>
Restructuring reserve	-97	-298	12	-150	-49	-43	-60	-89	-76	-182	-23	-5	-294	-767
<b>Capital employed</b>	<b>21,777</b>	<b>20,562</b>	<b>20,900</b>	<b>61,395</b>	<b>11,161</b>	<b>10,289</b>	<b>26,237</b>	<b>25,802</b>	<b>38,342</b>	<b>37,533</b>	<b>-659</b>	<b>172</b>	<b>117,758</b>	<b>155,753</b>
Return on capital employed	16,8%	14,8%	32,1%	16,3%	1,2%	5,8%	12,4%	15,2%	18,8%	20,3%	-	-	16,9%	15,6%
Average adjusted capital employed	19,861	22,872	18,369	44,025	10,167	11,396	24,745	26,295	36,447	38,502	-	-	109,372	142,611
Average number of employees	11,943	12,188	9,435	13,358	7,914	7,099	7,278	7,895	15,621	16,028	271	276	52,463	56,845

<sup>1</sup> For information about items affecting comparability in 2023, please see the Year-end report 2023, available on [assaabloy.com](https://assaabloy.com)



# Financial information - Notes

## NOTE 1 DISAGGREGATION OF REVENUE

### Sales by continent Q3

	EMEIA		Americas		Asia Pacific		Global Technologies		Entrance Systems		Other		Total	
SEK M	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Europe	5,098	5,088	19	25	121	193	1,377	1,707	4,441	4,433	-182	-248	10,875	11,199
North America	167	172	10,025	9,968	537	531	2,836	3,112	6,506	6,679	-116	-147	19,955	20,314
Central- and South America	24	28	961	1,002	10	11	287	191	45	69	-10	-17	1,317	1,284
Africa	265	284	2	4	4	3	167	256	11	13	-2	-10	447	550
Asia	459	404	75	204	1,170	960	774	734	349	392	-44	-60	2,784	2,634
Oceania	46	35	9	11	798	727	322	312	373	387	-45	-35	1,503	1,437
<b>Total</b>	<b>6,061</b>	<b>6,010</b>	<b>11,091</b>	<b>11,214</b>	<b>2,640</b>	<b>2,425</b>	<b>5,763</b>	<b>6,313</b>	<b>11,725</b>	<b>11,973</b>	<b>-398</b>	<b>-517</b>	<b>36,881</b>	<b>37,418</b>

### Sales by continent Jan-Sep

	EMEIA		Americas		Asia Pacific		Global Technologies		Entrance Systems		Other		Total	
SEK M	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Europe	15,731	15,956	67	62	417	547	4,297	4,968	13,457	13,479	-622	-777	33,347	34,234
North America	537	502	24,740	29,918	1,978	1,597	8,650	8,335	18,759	19,749	-771	-403	53,893	59,699
Central- and South America	72	78	2,513	2,920	37	40	644	587	106	186	-27	-44	3,344	3,767
Africa	740	761	8	6	11	6	454	698	56	37	-27	-31	1,243	1,477
Asia	1,278	1,210	160	374	3,145	2,656	2,184	2,156	1,059	1,108	-178	-175	7,649	7,330
Oceania	135	110	13	26	2,228	2,058	986	942	1,039	1,052	-130	-110	4,270	4,078
<b>Total</b>	<b>18,492</b>	<b>18,617</b>	<b>27,500</b>	<b>33,308</b>	<b>7,817</b>	<b>6,904</b>	<b>17,214</b>	<b>17,686</b>	<b>34,477</b>	<b>35,611</b>	<b>-1,754</b>	<b>-1,539</b>	<b>103,746</b>	<b>110,586</b>

### Sales by product group Q3

	EMEIA		Americas		Asia Pacific		Global Technologies		Entrance Systems		Other		Total	
SEK M	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Mechanical locks, lock systems and fittings	2,814	2,770	4,700	6,941	1,365	1,382	108	109	2	2	-186	-229	8,803	10,975
Electromechanical and electronic locks	1,926	1,981	2,580	2,660	459	418	5,612	6,201	326	322	-149	-217	10,755	11,364
Security doors and hardware	1,209	1,167	3,787	1,579	754	608	43	3	1,050	1,132	-44	-50	6,798	4,440
Entrance automation	111	92	24	34	62	17	-	-	10,347	10,517	-20	-21	10,525	10,639
<b>Total</b>	<b>6,061</b>	<b>6,010</b>	<b>11,091</b>	<b>11,214</b>	<b>2,640</b>	<b>2,425</b>	<b>5,763</b>	<b>6,313</b>	<b>11,725</b>	<b>11,973</b>	<b>-398</b>	<b>-517</b>	<b>36,881</b>	<b>37,418</b>

### Sales by product group Jan-Sep

	EMEIA		Americas		Asia Pacific		Global Technologies		Entrance Systems		Other		Total	
SEK M	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Mechanical locks, lock systems and fittings	8,788	8,619	11,253	16,474	3,960	3,934	310	339	6	5	-601	-665	23,716	28,705
Electromechanical and electronic locks	5,867	6,140	6,808	7,961	1,705	1,213	16,777	17,340	955	918	-959	-652	31,154	32,920
Security doors and hardware	3,494	3,561	9,372	8,786	2,008	1,682	127	8	3,014	3,276	-110	-133	17,906	17,180
Entrance automation	343	297	66	86	143	75	-	-	30,501	31,411	-83	-89	30,970	31,780
<b>Total</b>	<b>18,492</b>	<b>18,617</b>	<b>27,500</b>	<b>33,308</b>	<b>7,817</b>	<b>6,904</b>	<b>17,214</b>	<b>17,686</b>	<b>34,477</b>	<b>35,611</b>	<b>-1,754</b>	<b>-1,539</b>	<b>103,746</b>	<b>110,586</b>

## NOTE 2 BUSINESS COMBINATIONS

### Consolidated acquisitions 2024

Acquisition	Division	Country	Number of employees	Approx. sales in 2023	Month of consolidation
Integrated Warehouse Solutions (IWS)	Entrance systems	USA	550	1850	2024-01
Cemol	Global technologies	Spain	60	70	2024-02
Kadex	Global technologies	Netherlands	<50	50	2024-03
Axxess Industries	Global technologies	Canada	<50	<50	2024-04
Industrial door	Entrance systems	USA	<50	90	2024-04
Messerschmitt Systems	Global technologies	Germany	100	130	2024-04
Nomadix & Global reach	Global technologies	USA	120	300	2024-04
Spaltabdichtung	Entrance systems	Germany	<50	<50	2024-04
Amecor	EMEIA	South Africa	120	150	2024-05
Vizzia	Global technologies	USA	<50	90	2024-06
Wesko	Americas	Canada	70	170	2024-06
G-Mac	Entrance systems	USA	<50	<50	2024-07
Cole Kepro	Americas	USA	65	160	2024-08
Elite Entrances	Entrance systems	USA	<50	80	2024-08
Modern	Entrance systems	USA	<50	60	2024-08
Sewio	Global technologies	Czech Republic	<50	<50	2024-08
Level Lock	Americas	USA	70	170	2024-09
Skidata	Entrance systems	Austria	1280	3500	2024-09

# Financial information - Notes

	Q3		Jan-Sep	
	2023	2024	2023	2024
<b>Amounts recognized in the group, SEK M</b>				
<b>Purchase prices</b>				
Cash paid for acquisitions during the year	4,001	5,211	52,705	9,775
Holdbacks and deferred considerations for acquisitions during the year	223	65	327	383
Adjustment of purchase prices for acquisitions in prior years	-	-2	9	-520
<b>Total</b>	<b>4,224</b>	<b>5,274</b>	<b>53,041</b>	<b>9,638</b>
<b>Acquired assets and liabilities at fair value</b>				
Intangible assets	352	1,327	1,931	2,463
Property, plant and equipment and right-of-use assets	301	435	2,762	724
Other non-current assets	47	255	241	323
Inventories	943	761	4,029	1,177
Current receivables and investments	402	1,081	2,462	1,514
Cash and cash equivalents	362	245	1,027	380
Non-current liabilities	-322	-772	-1,918	-993
Current liabilities	-263	-1,000	-3,172	-1,480
<b>Total</b>	<b>1,822</b>	<b>2,331</b>	<b>7,361</b>	<b>4,109</b>
<b>Goodwill</b>	<b>2,402</b>	<b>2,944</b>	<b>45,680</b>	<b>5,529</b>
<b>Change in cash and cash equivalents due to acquisitions</b>				
Cash paid for acquisitions during the year	4,001	5,211	52,705	9,775
Cash and cash equivalents in acquired subsidiaries	-362	-245	-1,027	-380
Paid considerations for acquisitions in prior years	79	84	335	-254
<b>Total</b>	<b>3,718</b>	<b>5,050</b>	<b>52,013</b>	<b>9,141</b>

The acquisition analyses for acquisitions made during the last 12 months are preliminary and will be concluded within one year of the acquisition date.

Fair value adjustments of acquired net assets from acquisitions made in previous periods are included in the above table. During the year, some of the analyses of acquisitions closed during 2023 have been completed, including Hardware and Home Improvement (HHI) which was acquired in June last year.

## NOTE 3 FAIR VALUE AND CARRYING AMOUNT ON FINANCIAL ASSETS AND LIABILITIES

### 30 September 2024

30 September 2024			Financial instruments at fair value		
SEK M	Carrying amount	Fair value	Level 1	Level 2	Level 3
<b>Financial assets</b>					
Financial assets at amortized cost	27,237	27,237			
Financial assets at fair value through profit and loss	122	122			
Derivatives - hedge accounting	618	618		618	
Derivatives - held for trading	340	340		340	
<b>Total financial assets</b>	<b>28,316</b>	<b>28,316</b>	<b>-</b>	<b>957</b>	<b>-</b>
<b>Financial liabilities</b>					
Financial liabilities at amortized cost	75,964	76,082			
Financial liabilities at fair value through profit and loss	1,156	1,156			1,156
Lease liabilities	5,890	5,890			
Derivatives - hedge accounting	211	211		211	
Derivatives - held for trading	291	291		291	
<b>Total financial liabilities</b>	<b>83,511</b>	<b>83,629</b>	<b>-</b>	<b>501</b>	<b>1,156</b>

### 31 December 2023

31 December 2023			Financial instruments at fair value		
SEK M	Carrying amount	Fair value	Level 1	Level 2	Level 3
Financial assets					
Financial assets at amortized cost	22,934	22,934			
Financial assets at fair value through profit and loss	115	115			
Derivatives - hedge accounting	633	633		633	
Derivative instruments - hedge accounting	293	293		293	
Total financial assets	23,975	23,975	-	926	-
Financial liabilities					
Financial liabilities at amortized cost	71,071	70,310			
Financial liabilities at fair value through profit and loss	1,045	1,045			1,045
Lease liabilities	5,443	5,443			
Derivatives - hedge accounting	161	161		161	
Derivatives - held for trading	170	170		170	
Total financial liabilities	77,890	77,129	-	331	1,045

Financial liabilities at fair value through profit and loss pertains to deferred considerations, i.e. additional payments for acquired companies. The size of a deferred consideration is usually linked to the earnings and sales performance in an acquired company during a specific period of time.

Deferred considerations are initially measured on the day of acquisition based on management's best estimate regarding future outcomes and belong to level 3 in the hierarchy.

## Financial information - Parent company

### EXTRACT FROM INCOME STATEMENT

	Year	Jan-Sep	
SEK M	2023	2023	2024
Operating income	2,951	1,239	339
Income before appropriations and tax	2,809	692	1,084
Net income for the period	3,365	631	1,275

### EXTRACT FROM BALANCE SHEET

	31 Dec	30 Sep	
SEK M	2023	2023	2024
Non-current assets	52,722	49,695	54,431
Current assets	40,730	41,686	43,839
<b>Total assets</b>	<b>93,452</b>	<b>91,381</b>	<b>98,270</b>
Equity	25,130	25,045	23,364
Untaxed reserves	1,021	1,265	1,021
Non-current liabilities	35,550	34,864	38,763
Current liabilities	31,751	30,207	35,121
<b>Total equity and liabilities</b>	<b>93,452</b>	<b>91,381</b>	<b>98,270</b>

## Definitions of financial performance measures

### Organic growth

Change in sales for comparable units after adjustments for acquisitions, divestments and exchange rate effects.

### Operating margin (EBITDA)

Operating income before depreciation and amortization as a percentage of sales.

### Operating margin (EBITA)

Operating income before amortization of intangible assets recognized in business combinations, as a percentage of sales.

### Operating margin (EBIT)

Operating income as a percentage of sales.

### Profit margin (EBT)

Income before tax as a percentage of sales.

### Items affecting comparability

Restructuring costs and significant non-recurring operating expenses such as revaluation of previously owned shares in associates, revaluation of inventory in business combinations and goodwill impairment.

### Operating cash flow

Cash Flow from operating activities excluding restructuring payments and tax paid on income minus net capital expenditure and repayment of lease liabilities.

### Cash conversion

Operating cash flow in relation to income before tax excluding items affecting comparability.

### Net capital expenditure

Investments in, less disposals of, intangible assets and property, plant and equipment.

### Depreciation and amortization

Depreciation, amortization and impairment of intangible assets, property, plant and equipment and right-of-use assets.

### Capital employed

Total assets less interest-bearing assets and non-interest-bearing liabilities including deferred tax liability.

### Average adjusted capital employed

Average capital employed excluding restructuring reserves for the last twelve months.

### Net debt

Interest-bearing liabilities less interest-bearing assets. See the table on net debt for detailed information.

### Net debt/EBITDA

Net debt at the end of the period in relation to EBITDA for the last twelve months.

### Net debt/Equity ratio

Net debt in relation to equity.

### Equity ratio

Shareholders' equity as a percentage of total assets.

### Shareholders' equity per share

Equity excluding non-controlling interests in relation to number of outstanding shares after any potential dilution.

### Return on capital employed

Operating Income (EBIT), excluding Items Affecting Comparability, for the last twelve months as a percentage of average adjusted capital employed.

### Return on equity

Net income attributable to parent company's shareholders for the last twelve months as a percentage of average equity attributable to parent company's shareholders for the same period.

### Earnings per share before and after dilution

Net income attributable to parent company's shareholders divided by weighted average number of outstanding shares. None of the Group's outstanding long-term incentive programs are expected to result in significant dilution in the future.

### Earnings per share before and after dilution and excluding items affecting comparability

Net income attributable to parent company's shareholders excluding items affecting comparability, net of tax, divided by weighted average number of outstanding shares. None of the Group's outstanding long-term incentive programs are expected to result in significant dilution in the future.

Information on how these performance measures have been calculated can be found on the company's website [www.assaabloy.com](http://www.assaabloy.com). To check the calculations of the financial measurements for current and earlier periods, refer to the tabulated figures in this Quarterly Report and to the company's Annual Report. The Annual Reports for the years 1994 to 2023 appear on the company's website.