

Protection at work,
a better life at home



Investor Conference Call April 29, 2021 | Interim Report January – March 2021
CEO Lars Højgård Hansen

INVISIO®



Increased activity in the market

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Financial result Q1 2021

SEK in millions	2021 Jan-Mar	2020 Jan-Mar	Δ %	2020 Full year
Revenue	143.7	116.8	23	532.0
Gross profit	82.7	67.2	23	309.0
Gross margin, %	57.5	57.5		58.1
EBITDA	23.5	16.8	40	108.1
EBITDA margin, %	16.3	14.4		20.3
Operating profit/loss	12.8	14.4	-11	95.4
Operating margin, %	8.9	12.3		17.9
Profit/loss for the period	6.7	9.4	-29	61.2
Earnings per share, SEK	0.15	0.21	-29	1.39
Order intake	137.3	90.3	52	535.3
Order book	191.5	124.9	53	123.2

- Revenues increased by 23% YoY and amounted to SEK 144 million (117) in Q1 2021.
- In comparable currencies sales increased by 26 per cent.
- Sales of the Racal Acoustics product line contributed just over SEK 20 million, in February and March.
- Order intake was SEK 137 million in Q1 (90). The order book was SEK 191 million (145.0), at the end of the period.
- Gross margin in line with the corresponding quarter last year.
- EBITDA margin almost 2 per cent units better than in Q1 2020.
- Depreciation/amortization increases in the quarter.

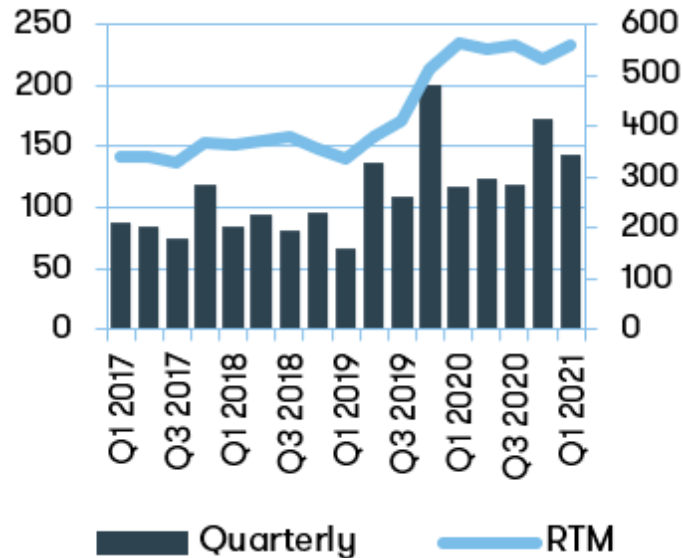
Depreciation/amortization in Q1 2021

<i>SEK in millions</i>	2021 Jan-Mar	2020 Jan-Mar	2020 Full year
Depreciation of capitalized development costs	4.5	1.0	6.4
Amortization of Other intangible assets*	2.0	-	-
Amortization of Right of use assets, leases	3.1	1.0	4.4
Depreciation of Equipment	1.2	0.4	1.9
Total	10.7	2.4	12.7

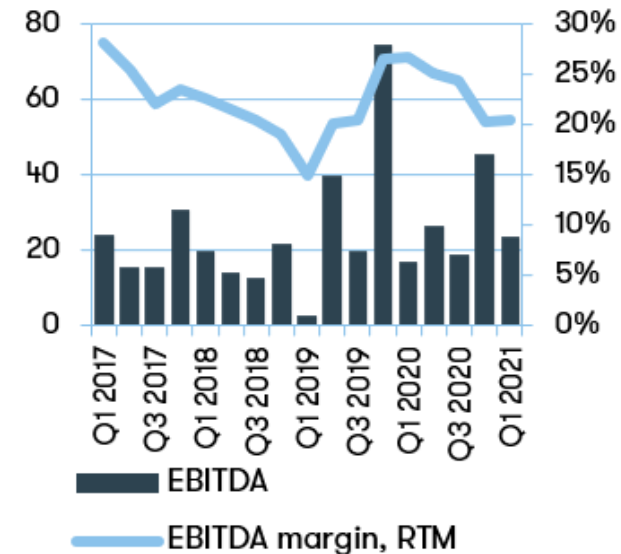
*Other intangible assets consists of values allocated to intangible assets, such as customer relations, technology and trademarks, in connection with the acquisition of Racal.

Strong long-term development in sales and EBITDA margin

Sales per quarter and rolling 12 months (SEK million)



EBITDA per quarter and margin rolling 12 months (SEK million)



**Acquisition of Racal Acoustics
completed.**

**Management Group
expanded.**



At the start of the year Racal Acoustics signed a major headset contract with the Danish Ministry of Defence

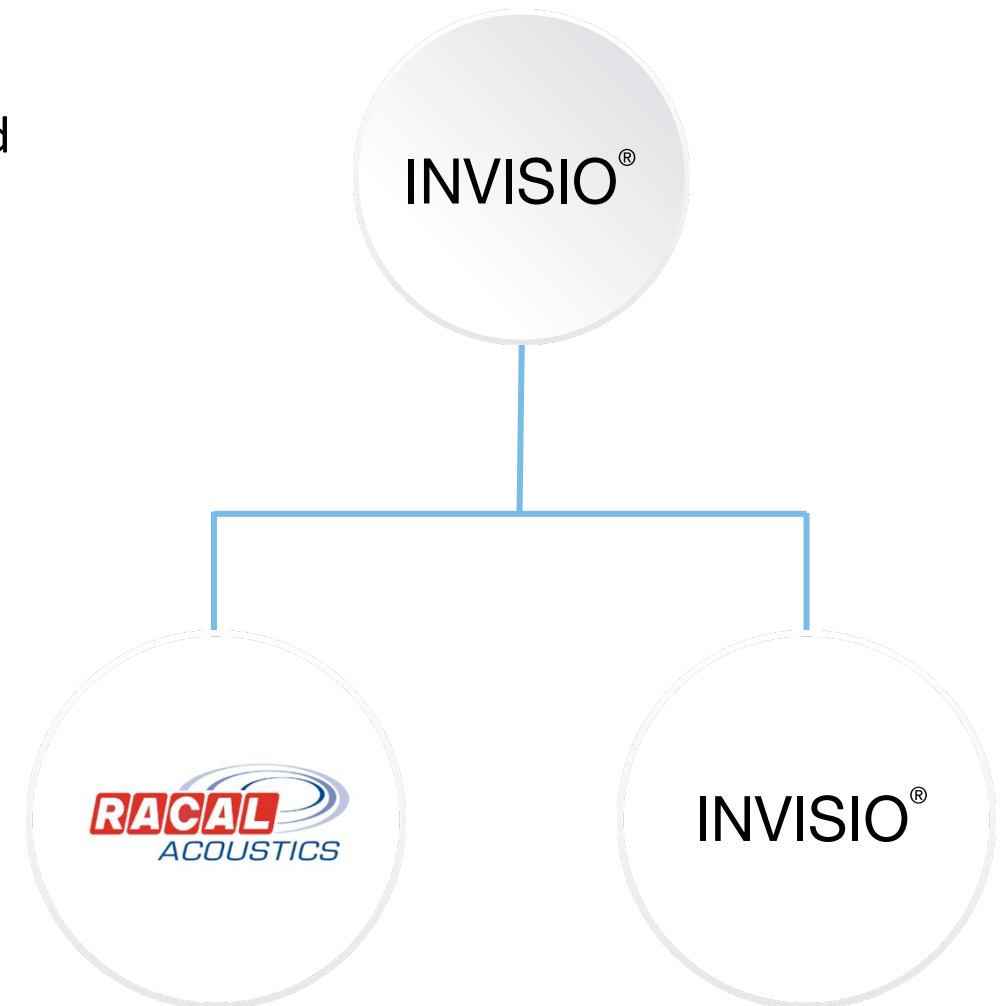
- In January 2021 Racal Acoustics announced a new contract to supply the Danish Ministry of Defence Acquisition and Logistics Organization, with the RA4000 Magna digital headset system.
- The 7-year framework contract is worth up to USD 4.7 million.
- Includes a full support package comprising of training, consumables and spares, plus an option to supply follow-on orders, as required.



One company – two brands

One company with two strong brands both recognized globally for their heritage and expertise:

- The INVISIO brand – Soldier Systems and Portable Intercom systems.
- The Racal Acoustics brand – High Noise headsets.
- Racal Acoustics is the center of excellence for high noise solutions.
- Support a sustainable and profitable growth.
- Take advantage of combined competences across all functions.





Another American elite force chose INVISIO
and places a first order.

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Dividend 2021

We believe in our capacity of continued growth with sound profitability.

The Board of Directors has decided on a dividend of SEK 0.70 per share (0.85).



Focus areas in 2021



Continued integration of Racal Acoustics



Intensify market penetration further



Full focus on LE and security, by our own organization and our global network of distribution partners



Continue to address selected countries in Asia, the Middle East and South America



“Continued roll-out of vaccines and a gradual return to more normal conditions will mean a continual rise in activity level among our customers and a continuation of the global modernization trend for communication equipment and hearing protection. There is therefore every reason to take a positive view of INVISIO’s continued development.”

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Questions and answers

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Appendix

Condensed consolidated income statement and consolidated statement of comprehensive income

<i>SEK in millions</i>	Note	2021 Jan-Mar	2020 Jan-Mar	2020 Full year
Revenue	2	143.7	116.8	532.0
Cost of goods sold		-61.1	-49.6	-222.9
Gross profit		82.7	67.2	309.0
Operating expenses*	3	-69.9	-52.8	-213.6
Operating profit/loss		12.8	14.4	95.4
Net financial items		-2.1	-0.5	-10.5
Profit/loss before tax		10.7	13.9	84.9
Income tax	4	-4.0	-4.5	-23.7
Profit/loss for the period		6.7	9.4	61.2
OTHER COMPREHENSIVE INCOME				
<i>Items that may subsequently be reclassified to profit and loss</i>				
Translation differences		12.3	22.1	-14.4
Comprehensive income for the period		19.0	31.6	46.8
(Profit/loss attributable to equity holders of the parent company.)				
*Depreciation/amortization incl. in operating expens	3	-10.7	-2.4	-12.7

Condensed consolidated statement of financial position

SEK in millions

Assets	Note	31/03/2021	31/03/2020	31/12/2020
Goodwill	5	54.7	-	-
Capitalized development costs	3	96.6	96.2	94.8
Other intangible assets	3, 5	104.4	-	-
Equipment	3	19.2	3.0	4.1
Right-of-use assets, leases	3	39.9	24.4	24.0
Deposits for rent, long-term		2.5	2.4	2.3
Deferred tax assets	4	2.6	1.7	2.8
Inventories		131.4	117.2	115.7
Trade receivables		117.2	63.3	100.4
Other short-term receivables		24.1	12.5	14.0
Cash and cash equivalents		103.1	202.0	157.7
Total assets		695.7	522.6	515.8
Shareholders' equity and liabilities				
Shareholders' equity		399.1	398.1	378.9
Liabilities to credit institutions		100.0	-	-
Lease liabilities		40.2	26.5	23.8
Deferred tax liabilities	4	40.7	10.0	20.5
Trade payables		49.4	39.1	35.3
Other current liabilities		66.2	48.9	57.3
Total shareholders' equity and liabilities		695.7	522.6	515.8

Condensed consolidated statement of cash flow

<i>SEK in millions</i>	Note	2021 Jan-Mar	2020 Jan-Mar	2020 Full year
Operating activities				
Profit/loss before tax		10.7	13.9	84.9
Adjustments for non-cash items		12.4	1.5	24.0
Income tax paid		-1.0	-0.6	-12.3
Cash flow from operating activities before changes in working capital		22.1	14.9	96.7
Changes in inventories		6.2	-14.3	-27.1
Changes in operating receivables		15.7	50.9	-1.6
Changes in operating liabilities		-10.0	0.5	17.6
<i>Cash flow from changes in working capital</i>		<u>11.8</u>	<u>37.0</u>	<u>-11.1</u>
Cash flow from operating activities		34.0	51.9	85.6
Investing activities				
Capitalization of development costs		-4.3	-6.0	-19.1
Investments in subsidiaries	5	-184.3	-	-
Acquisition of property, plant, and equipment		-1.5	-0.3	-6.2
Acquisition of financial assets		-0.2	0.0	-0.1
Cash flow from investing activities		-190.3	-6.3	-25.4
Financing activities				
Borrowings		100.0	-	-
Changes in lease liabilities		-1.9	0.6	-2.1
Dividend paid		-	-	-37.5
Cash flow from financing activities		98.1	0.6	-39.5
CASH FLOW FOR THE PERIOD		-58.2	46.2	20.7
Cash and cash equivalents at start of period		157.7	145.1	145.1
Translation differences in cash and cash equivalents		3.7	10.6	-8.1
Cash and cash equivalents at end of period		103.1	202.0	157.7