



PRESS RELEASE

April 25, 2025

Interim Report Q1 1 January-31 March 2025

Focus on sales and further cost adjustments

First quarter highlights

- Revenue increased by 2.9 per cent to MSEK 2,232 (2,169). Organic growth was -2.5 per cent.
- Gross margin was 40.9 per cent (41.1).
- Adjusted EBITA decreased to MSEK 74 (84), corresponding to an adjusted EBITA margin of 3.3 per cent (3.9).
- Operating profit decreased to MSEK 37 (65) and the operating margin was 1.7 per cent (3.0). Operating profit was charged with items affecting comparability of MSEK -19 (-4).
- Profit amounted to MSEK 17 (23).
- Earnings per share amounted to SEK 0.34¹ SEK (0.46¹).
- Cash flow from operating activities amounted to MSEK -38 (128).

1) Before and after dilution.

Significant events during the first quarter

- On 5 February 2025, Alligo completed the acquisition of 100 per cent of the shares in Svenska Batterilagret AB. Batterilagret is a leading specialist in batteries and battery accessories in Sweden. The company generates annual revenue of approximately MSEK 275 and has 90 employees.
- The first quarter saw the launch of Alligo ReCare – a full-service solution for workwear that includes clothing, laundry, repairs, reuse and recycling.
- Further cost-cutting measures were implemented in the first quarter, saving over MSEK 100, which will have a gradual effect from mid-year.

Events after the end of the period

- No significant events have occurred since the end of the period.

Comments from the CEO

"In the first quarter of 2025, we have continued to pursue sales and product initiatives where we see potential, while at the same time balancing investments with good cost control."

"During the quarter, for example, we launched ReCare, our full-service solution for workwear, in Sweden... ReCare opens the way for important new sales opportunities and it is pleasing to see that the service has been well received by those customers who have trialled it."

"As we continue to await the overdue upturn in the market, we have implemented further cost reductions during the first quarter. These measures will have a gradual effect from mid-year 2025 onwards."

"Sales are now our single most important focus during 2025. In order to achieve even greater reach with our offering to new and existing customers, we are pursuing new sales and marketing initiatives."

Presentation of the interim report for the first quarter 2025

Alligo publishes its interim report for the first quarter on Friday, 25 April 2025, at 08:00 a.m. CEST.

In conjunction with this, Alligo is pleased to issue this invitation to a webcast conference call in which Group President & CEO Clein Johansson Ullenvik and CFO Irene Wisenborn Bellander will present the report and answer any subsequent questions. The presentation will be held in English.

Date and time: Friday, 25 April at 11:00 a.m. CEST

Web link: <https://www.alligo.com/en/report/q1-2025/>

Telephone conference: <https://register-conf.media-server.com/register/BI8f1ad44c9a4f47cf8ffda0518c1872d9>

To participate in the conference call, you need to register via the link above before the conference starts. When you register, you will receive a phone number and a personal code.

Contact information:

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This information is information that Alligo AB (publ) is obliged to publish under the EU Market Abuse Regulation. The information was submitted for publication through the agency of the Chief Executive Officer on 25 April 2025 at 08:00 CEST

About Alligo AB

Alligo is a leading player in workwear, personal protection, tools and consumables in the Nordics. Sales mainly take place through the concept brands Swedol in Sweden and Tools in Norway and Finland, via stores, field sales and telesales, digital sales and on-site service. Alligo also has non-integrated companies in selected product and technology areas, such as product media, welding and battery which operate stores under their own brands. The group has around 2,500 employees and a turnover of around SEK 9.3 billion per year. Alligo AB (publ) is listed on Nasdaq Stockholm. Read more at alligo.com