27 November 2024

Autins Group plc

("Autins" the "Company" or the "Group")

Interim Results

Autins Group plc (AIM: AUTG), the UK and European based manufacturer of the patented Neptune melt-blown material and specialist in the design, manufacture, and supply of acoustic and thermal insulation solutions, announces its unaudited interim results for the six months ended 30 September 2024 and, following the change of year end to 31 March, also provides detail on the twelve month performance to 30 September 2024.

Financial Summary (six months ended 30 September 2024)

- Revenue in H2 24 decreased by 17.3% to £9.79m (H2 23: £11.84m)
- Gross profit in H2 24 decreased by 15.9% to £3.04m (H2 23: £3.62m)
- Gross margins increased by 0.5% to 31.1% (H2 23: 30.6%)
- Adjusted EBITDA[1] decreased 45.6% to £0.44m (H2 23: £0.81m)
- Loss after tax of £0.79m (H2 23: loss of £0.01m)
- Loss per share of 1.45p (H2 23: loss of 0.026p)
- Operating cashflow was a £0.58m net inflow (H2 23: £1.71m net inflow)
- Net debt[2] excluding IFRS16 lease liabilities decreased to £1.18m (H2 23: £1.60m)
- Cash and cash equivalents were £1.68m at the period end (H2 23: £2.09m)
- Group cash headroom[3] was £3.47m (H2 23: £3.90m)

1: EBITDA is stated on an IFRS 16 basis and before exceptional items.

2. *Net debt is cash less bank overdrafts, loans, invoice discounting, hire purchase finance and excludes right of use lease liabilities.*

3. Sum of net cash at bank and residual invoice financing capacity.

Financial Summary (twelve months ended 30 September 2024)

- Revenue decreased by 5.5% to £21.44m (FY23: £22.68m)
- Gross profit unchanged at £6.68m (FY23: £6.68m)
- Gross margins increased by 1.7% to 31.2% (FY23: 29.5%)
- Adjusted EBITDA[1] increased 7.7% to £1.26m (FY23: £1.17m)
- Loss after tax of £1.25m (FY23: loss of £0.91m)
- Loss per share of 2.28p (FY23: loss of 1.67p)
- Operating cashflow unchanged at £2.00m net inflow (FY23: £2.00m net inflow)

Operational Highlights

- Contract wins in Germany and UK, commencing in financial year 2026 and valued at in excess of £7.5m over lifetime with peak annual sales above £1.5m per annum predominantly for our Neptune based products. These again demonstrate that Neptune is the material of choice for a number of EU based OEM's.
- Gross margins increased as a result of continued operational efficiency and material usage improvements. Particular improvements have been seen in our German facility.
- Repayments continued on our CBILS loan and we were pleased to commence repayment of our MEIF loan.
- Our flooring business showed a 17% sales improvement period on period. We believe we are seeing the start of the recovery of this business although it is unlikely to return to COVID-enhanced levels.
- The mid-term prospects for Autins (FY27 onwards) look very strong. However, the business is facing some short-term challenges due to current automotive demand levels.

Post Period End

- Following the resignation of Kamran Munir as Chief Financial Officer announced on 18 November 2024, Des Dimitrov, Group Financial Controller is now attending Board meetings to report on Group financial matters.

Andy Bloomer, Chief Executive, said:

"In my first six months as CEO of Autins Group plc, I have spent time getting to know the business and the people who work here. I have found an organisation full of talented people who work incredibly hard to deliver products which solve our customers problems.

I have spent significant time with the team working on our go to market strategy and our AuDuct, AuTrim and new Neptune products will provide significant differentiation and cost savings in the future.

Like all automotive businesses, we are currently dealing with the uncertainty of reduced demand and delayed new vehicle introduction from OEM's. We have continued to manage our costs through headcount, procurement and operational efficiencies. We believe we are well placed to weather this storm."

Adam Attwood, Chairman said:

"Looking at the longer term, we believe that the automotive market is showing initial signs of improvement. OEM's are finalising platform strategies and beginning to source for their future programmes. With the hard work done to ensure our Neptune material is specified, there are significant opportunities for Autins to gain more market share going forward. In particular, our key UK OEM will be introducing its new all electric platform by 2027."

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About Autins

Autins is a UK and continental Europe based industrial materials technology business that specialises in the design, manufacture, and supply of acoustic and thermal products. Its key markets are automotive, flooring, office furniture and commercial vehicles where it supplies products and services to more than 160 customer locations across Europe.

Autins is the UK and European manufacturer of the patented Neptune melt-blown material and specialises in the design, manufacture, and supply of acoustic and thermal insulation solutions.

Chair's Statement

As we have changed our financial year end to 31 March, it is a year since our last Annual Report and Accounts, and I would like to take this opportunity to provide a full strategic update to clearly set out both the exciting opportunities that the business has, as well as the short-term challenges that we face.

The European automotive market

Over the past few years, the European automotive market, like many industries, has faced macro headwinds (such as Covid and high inflationary costs). It has also suffered from industry specific pressures such as semi-conductor shortages but, most impactful, delays in new platform launches, as OEM manufacturers grapple with the generational move to electric vehicles where consumer demand has not yet caught up with Governmental enthusiasm.

The automotive market is a long-term business. For suppliers, there is the opportunity to win contracts with longevity of supply (typically 6+ years), subject to actual build volumes. However, the uncertainty created in recent years from macro and micro factors, has meant that there has been a reduced opportunity to make step changes for a business such as Autins.

Looking at the longer term, we believe that the automotive market is showing initial signs of improvement. OEM's are finalising platform strategies and beginning to source for their future programmes. With the hard work done to ensure our Neptune material is specified, there are significant opportunities for Autins to gain more market share moving forward. In particular, our key UK OEM will be introducing its new all electric platform by 2027.

Autins journey since flotation

Autins floated on the AIM market in 2016, following the successful award of high value per car nominations for two new car models that were forecast to sell over 100,000 vehicles per annum for each model. In the event, the OEM's expectations turned out to be significantly overstated, which placed the business on the backfoot, compounded by the market factors stated above.

This resulted in us having to deploy a more defensive strategy in recent years, with efficiency and cost control becoming key to ensure our survival. However, despite the headwinds that we have faced, we have expanded strongly in three areas; production of our patented Neptune material, development of our European operations and expansion of our customer base.

Our flotation enabled us to purchase machinery to start the development and manufacture of an exclusive, patented material, Neptune, for noise, vibration and harshness (NVH) and acoustics absorption. Having the capability to develop and manufacture our own material was thought to be, and has proven to be, a key differentiator for the business, compared to its competitors. This is especially true in our European markets.

The business has successfully grown in European markets, particularly in Germany. This organic growth strategy has resulted in our German business growing six-fold since flotation, to the €7.2m business that it is today, despite the market challenges. Our Neptune material has been key to this growth and has now been specified by a number of well-known European OEMs as their NVH material of choice. This specification work is what will drive our European business growth in the coming years.

Our Swedish business also continues to trade well, growing 19% since 2020 and maintaining strong levels of profitability.

We have sought to diversify our customer base and now supply 75 customers across the UK and Europe. This diversification spreads our risk and eases our reliance on any single customer.

Germany is also the location of our flooring business. Whilst this part of the business has struggled with the economic downturn since the high COVID demand, we now see the business stabilising and have a number of new developments in the pipeline that will provide modest growth in the coming years.

These achievements mean that the Group now has a much stronger and more balanced operating platform from which to develop and grow into the future.

New products for Autins

The strategic ambition for the Group has always been to move to higher value, more complex components for the automotive industry. Despite the financial headwinds that we have faced, we have always considered research & development (R&D) and new product development to be critical to our future and we have continued to dedicate resources to product innovation. In recent years, we have concentrated on the development of products that either can be protected by intellectual property (IP) rights or that can widen our addressable market. As a result of this investment, we are now introducing a number of new and exciting products to the market.

AuDuct

A mono material automotive ducting system used to reduce energy consumption, improve acoustic and thermal performance and significantly reduce OEM warranty costs. We have been developing this product for over two years. We believe that AuDuct is a patentable product, and we are currently progressing our IP rights. We believe that AuDuct opens up a £60m+ potential addressable annual market to the business. We are in discussions with a key OEM customer which could lead to future nominations impacting from FY27 onwards but could also lead to more immediate revenue streams. We have also had strong interest from a Tier 1 customer to supply a similar solution to a prestige OEM. This would also be for FY27 supply.

AuTrim

Currently our products are hidden from the cabin of a vehicle, as they are under bonnet / body, in-boot or in-door solutions. We believe that there is a growing opportunity to apply our skills and materials to A surface (in-cabin) components. AuTrim enables our customers to achieve required NVH benefits for the cabin with an integrated, in-cabin component. We are at an early stage of introducing this product to our OEM customers, but we believe that it will open up considerable new sales opportunities on future platforms.

Neptune products

We have channelled considerable R&D resources into our Neptune production line over the past three years. We are now confident of finalising two key developments by the end of this financial year.

Firstly, we believe that we can improve the production process of our core product to enable significant efficiency improvements.

Secondly, we have also developed a new, mono-material version of Neptune made from 100% polypropylene. This product will be branded Neptune-R. It will have all the performance capability of our current Neptune material but will be fully recyclable whilst containing up to 30% recycled content. We believe this is the first material of its type and will be of particular interest to our OEM customers who are looking to increase the recyclable content of their vehicles.

Short term challenges for Autins

Largely as a result of the success of our R&D initiative, the mid-term prospects for Autins (FY27 onwards) look very strong based on nominations received, the new platforms that we are being invited to quote on and the new products that we are introducing. However, the business is facing some short-term challenges.

We have had to absorb a significant reduction of volumes from our major customer that has required us to continue to focus on cost reductions to meet our banking covenants. We have already had significant success in controlling operating costs and reducing the costs of trading on AIM and we are now actively considering changes to our operating footprint which could deliver further significant savings without inhibiting our planned future growth. In particular, we are looking at ways to recover significant fixed cost overheads at our UK sites.

Board composition, plc costs and other plc matters

There have been two recent Board changes. Qu Li joined the Board in September 2024 to represent the interests of our largest shareholder Braveheart Investment Group plc (Braveheart). Her salary costs are met by Braveheart . In November 2024, our CFO Kamran Munir left the business. In the short term, the Board is confident that we can absorb this role within our existing finance team whilst we assess our options. Des Dimitrov, who has acted as Group Financial Controller since 2021, will attend Board meetings to report on Group financial matters.

Over the past 18 months, we have actively sought to reduce Board salary costs as it became increasingly clear that the original salary structure of the Board had become inappropriate for the current circumstances of the business. As a result of this initiative the forecast annualised run rate of Board salary costs has reduced by £150k compared to 2023 calendar year. A reduction of over 28%.

As well as Board salary costs, we have put a focus on reducing other costs directly related to our AIM-listed status. Working with all of our advisers, we have reduced the forecast annualised run rate of plc costs by £100k compared to 2023. This has required additional work from all members of the Board and I thank them for their on-going support and commitment.

In 2020, we withdrew forecasts from the market due to the turbulence within the automotive market. We understand that this is an unsustainable position for an AIM listed company and intend to reintroduce market guidance in tandem with an update on the outcome for the financial period ending 31 March 2025. We hope that this step and the positive outlook from FY27 onwards will allow us to reengage with the market so that we can start using our market listing as an accelerant for further growth.

Employees

As ever, I must thank our work force across the Group for their commitment, resilience and willingness to embrace the changes that we have needed to introduce to adapt the business to the changing market conditions. We are truly lucky to have such a dedicated workforce.

I am also grateful to our CEO, Andy Bloomer, for the energy, empathy and leadership he has shown since he assumed his role in April 2024. Andy's in-depth knowledge of both the automotive industry and advanced materials has brought more focus and clarity to the workforce as a whole.

Merger & Acquisition opportunities and growth by acquisition

We believe that the automotive supply chain will undergo significant restructuring in the coming years. As part of our business-wide reviews over the past couple of years we have considered the potential impact that this could have on Autins. We have looked at opportunities for us to consolidate but this has proved difficult based on our current share price and the lack of liquidity in the market.

We very much hope that this position will change in the coming months and that with re-engagement with the market, we can find opportunities to accelerate our growth through acquisition, particularly in Europe.

Outlook

The Group believes that its core automotive market is stabilising and that this will provide a period of stability to bed in the new initiatives set out in this statement and to ensure that it maximises the opportunities that new platforms offer from 2027 onwards.

The Board is comfortable that we can meet our banking commitments as they fall due and remain covenant compliant, assuming that build volumes do not deteriorate significantly from the levels currently forecast by our OEM customers.

We expect our net losses to increase in the period to 31 March 2025. Profitability is then expected to improve in H1 FY26 as new, major contracts begin and we would expect the business to return to on-going net profitability in H2 FY26.

In the next 6-12 months, the Group will be focussed on maximising new sales opportunities on forthcoming OEM platforms, with the additional impetus from our new AuDuct, AuTrim and Neptune-R products. The improved forward revenue visibility associated with recent contract wins and pipeline opportunities has informed the Board's intention to reintroduce market guidance in tandem with an update on the outcome for the financial period ending 31 March 2025.

CEO review

Initial 6 months – Creating a strategy, making decisions

Since my appointment in April 2024, I have worked with the Autins leadership team and the board of directors to create our "Survive then Thrive" strategy. This strategy is about making the right choices today to ensure we are well placed for our future growth aspirations.

We have made a number of decisions about the day-to-day operation of the business and the strategic direction moving forward. We have worked on refining our go to market strategy, engaging with our customers to understand their needs and wants from a company like Autins and determining the best way for us to meet these needs in the future.

Significant efforts have been taken in improving our current Neptune materials from both a cost and performance perspective. In addition, we have continued to refine the next generation of Neptune, a fully recyclable version with significant recycled content. Our AuDuct and AuTrim products have continued development with several OEM's engaged in testing both products for future applications.

We have also spent time looking at our cost base, including people, procurement, PLC costs and current footprint. Savings have been made in all these areas to improve profit margins even after the volume reductions seen.

Difficult market conditions but margins improving due to careful cost control

Supply and demand issues persist for the UK and EU automotive industry. During the last trading period, our largest UK customer had a significant supply chain issue. This affected our revenues (£500k+ reduction) as the customer was unable to source key components to build its vehicles, changing builds and reducing volumes at very short notice also left it difficult for us to manage our costs.

As is well publicised, the automotive industry continues to struggle with the issues of low demand and technology uncertainty. Several of our customers have announced delays to new platforms as they determine whether to move to all electric or continue producing internal combustion engine vehicles. In the meantime, the vehicles being produced are no longer new and together with current economic uncertainty this is affecting demand for new vehicles.

Autins is well placed to win on new platforms as they are sourced and the £1.5m per annum in wins since our last trading update demonstrates that we are both competitive and manufacture products our customers want to buy.

In the automotive industry it is rare for new business to start immediately but we have several transfer opportunities we are working on which would make an immediate impact, we expect to have further news on these at our next trading update.

Continuing to invest

Despite the current issues we are seeing, in preparation for supplying the business we have already won, we have continued to invest in our German facility with new machinery valued at £250k due for delivery in December.

Our people making the difference

Since I have joined, I have continued to be surprised and delighted with the commitment, ingenuity and flexibility our people at Autins have shown. All employees have made me feel very welcome, been receptive to change and contributed their own thoughts and opinions. In my opinion, a company is made or broken by culture and I am proud to report that we have a very positive culture within Autins.

Financial Review

Revenue

Sales across the Group decreased by 17.3% to £9.79m (H2 23: £11.84m) driven by a drop in production activity in the key automotive customers in the UK and Germany. On a twelve-month basis the reduction of revenue was 5.5% to £21.44m (FY23: £22.68m).

Sales through the European operations accounted for 37% of Group turnover in the second six-month period of the current financial period, slightly down from 38% in the comparative period in FY23. On a twelve-month basis they decreased from 39% to 35%, primarily due to the reduction in the flooring business in Germany.

Automotive sales decreased by 14.1% to £9.1m (H2 2023: £10.6m). On a twelve-month basis Group automotive revenue was marginally higher than FY23 (FY24: £20.23m; FY23: £20.10m), a sign of improving stability in the industry.

Revenue in the UK in the second six months decreased by 16.2% to £6.2m (H2 2023: £7.4m), with component revenue continuing to dominate as tooling remains at low levels with OEMs continuing to delay new projects due to uncertain demand and electrification legislation. On a twelve-month basis our UK business was unchanged with sales at £13.9m.

Within our German entity automotive sales decreased by 8.0% to £2.3m (H2 23: £2.5m), and flooring sales declined by 46.2% to £0.7m (H2 23: £1.3m). Overall sales of our German subsidiary declined by 21.1% to £3.0m (H2 23: £3.8m). On a twelve-month basis the automotive revenue of the German business remained at the same level as FY23, however the flooring revenue was down by 53% for the same period. The reduction in flooring sales is driven by a drop in flooring demand which was partly due to the volatility of the construction sector in Europe. Monthly sales demand for flooring is now running at much less than the run rate of the prior year and, whilst we don't see additional reductions coming, we expect current demand to persist for the foreseeable future.

Sweden automotive sales were at the same level as the comparative six-month period at £0.70m (H2 23: £0.70m). On a twelve-month basis our Swedish business grew its revenue by 15.4% to £1.5m (FY23: £1.3m).

Sales concentration of our largest customer decreased from 34.4% last year to 31.7% in H2 24, driven primarily by the reduction in demand from that customer. For the twelve months it was an increase from 33.7% in FY23 to 34.4%.

Looking forward, contract wins were secured in Germany and the UK valued in aggregate at in excess of £7.5m over lifetime with peak annual sales above £1.5m per annum predominantly for our Neptune based products. Commencing in 2026, these again demonstrate that Neptune is the material of choice for a number of European based OEM's. We also expect to see our previously announced win (€2m per annum in Germany) with a well-known EV manufacturer starting production in March 2025.

Gross margin

The actions taken to improve operational efficiencies and lower material purchasing costs have continued to improve margins with an increase of 0.5 percentage points to 31.1% for H2 24 compared to the prior year period. These actions had a more pronounced impact on a twelve-month basis with an increase of 1.7% to 31.2%.

Adjusted EBITDA and operating profit

The H2 24 adjusted EBITDA was 45.6% lower at £0.44m (H2 23: adjusted EBITDA of £0.81m) and adjusted operating loss of £0.56m (H2 23: adjusted operating loss of £0.1m) are prior to exceptional costs. Exceptional costs relate to the replacement of the CEO. On a twelve-month basis, EBITDA was 7.6% higher at £1.26m (FY23: £1.17m) and the adjusted operating loss was £0.62m (FY23 adjusted operating loss of £0.75m).

Net finance expense

There is a gradual reduction in the bank interest expense as we continue repaying our loans.

Taxation

Given the continuing economic conditions, none of the losses carried forward are recognised in deferred tax balances, consistent with the judgement made in September 2023.

Dividends

The Board continues to believe that during the current period of economic uncertainty a suspension in dividend payments remains appropriate. As such, no interim dividend is proposed.

Net debt and financing

The Group ended the period with net debt (being the net of cash and cash equivalents and the Group's loans and borrowings, excluding right of use lease liabilities) of £1.18m (FY23 £1.60m). Including £6.11m (FY23 £5.17m) arising from IFRS 16 lease liabilities, the Group's net debt would be £7.29m (FY23 £6.77m). Net debt has reduced as a result of the trading inflows including a significant reduction in working capital balances. Cash and cash equivalents at the period end were £1.68m (FY23: £2.09m).

The Group's UK HSBC facilities provided up to £3.5m (H2 23: £3.5m) of invoice financing facility (subject to available accounts receivable balances). Group cash headroom, being the sum of net cash at bank and residual invoice financing capacity, was £3.47m (H2 23 £4.1m) at the period end. The HSBC CBILS loan is being repaid quarterly, in accordance with its agreed terms and is due to be fully repaid by July 2026. Maven Capital Partners, providers of the MEIF loan, agreed in June 2024 to a revised repayment profile, being £0.25m in each of July 2024, December 2024 and July 2025 with the remaining £0.75m being deferred until January 2026. The HSBC CBILS loan agreement contains financial covenants which have been adhered to since they were renegotiated in June 2024.

Capital expenditure

The Group invested, excluding IFRS16 additions , £0.10m (H2 23: £0.45m) in its operating facilities during the period. The Group has planned further investment for replacement of ageing equipment, as and where required, and production performance enhancement. Over the coming twelve months, this is expected to be up to £0.5m across the Group as we increase our production capabilities for new volumes and new products.

Employees

In the UK, we continue working with a banked hours scheme to align surety of workers' pay against volatile customer demand patterns.

Production pay rates have been improved by more than 7.5% (linked to UK minimum wage increases) and overtime rates have also been strengthened to improve net take home pay, with pay banding and related multi-skilling also being improved.

Productivity and teamwork have improved, which has had a positive impact on quality, customer service, and net cost in the factories. This has been critically important during a period where the availability of labour has become a key challenge for manufacturers.

In Germany and Sweden, we have also worked hard to ensure excellent stable and committed teams.

Going Concern

In approving this Interim Financial Information, the Board has considered current and future trading and profit and cash flow forecasts through to March 2027 and assessed existing borrowings and available sources of finance. Lender covenants and repayment profiles were renegotiated in June 2024 as noted above. The Group's liquidity remains healthy, with cash headroom being in excess of £3.1m as at 31 October, shortly prior to the reporting date.

The trading forecasts take into consideration:

- the current and expected demand schedules from the Group's key automotive customers, changes in expected demand for flooring products in Germany and the levels of enquiries for new business;
- the impact of current and future expected demand levels for new vehicles, the migration to EVs and publicly available forward looking market information on market sizes and dynamics;

- the current cost structure of the Group and an allowance for known increases, for example in relation to additional investment and resources required to fulfil new product and customer sales, and various projects to improve efficiency in the operational and procurement processes; and
- the latest agreed lender repayment profiles together with a consideration of the latest covenant requirements.

The key sensitivities in the trading forecasts are automotive revenue levels, end market vehicle sales mix and the timing of orders placed by customers. These sensitivities have been factored into the forecasts, and reasonable contingency has also been modelled.

Having due regard to all the matters described above, the Board has a reasonable expectation that the Group will continue to have adequate resources to remain in operation for at least 12 months after the release of this Interim Financial Information. The Board has therefore concluded to adopt the going concern basis in preparing this Interim Financial Information.

Interim Consolidated Income Statement

	Notes	Unaudited 6 months ended 30/09/2024 £'000	Unaudited 6 months ended 30/09/2023 £'000	Unaudited Year ended 30/09/2024 £'000	Audited Year ended 30/09/2023 £'000
Revenue	2	**9,788**	**11,836**	**21,439**	**22,679**
Cost of sales		(6,744)	(8,217)	(14,757)	(15,997)
Gross profit		**3,044**	**3,619**	**6,682**	**6,682**
Other operating income		3	6	6	6
Distribution and administrative expenses excluding exceptional costs		(3,607)	(3,723)	(7,311)	(7,434)
Exceptional costs	3	(23)	-	(197)	-
Distribution and administrative expenses		(3,630)	(3,723)	(7,508)	(7,434)
Operating loss before exceptional costs		(560)	(98)	(623)	(746)
Exceptional costs		(23)	-	(197)	-
Operating loss		**(583)**	**(98)**	**(820)**	**(746)**
Finance expense		(241)	(248)	(470)	(501)
Share of post-tax profit of equity accounted joint ventures		-	11	-	5
Profit on disposal of interest in joint venture		-	201	-	201
Loss before tax		**(824)**	**(134)**	**(1,290)**	**(1,041)**
Tax credit		35	120	45	128
Loss after tax for the period		**(789)**	**(14)**	**(1,245)**	**(913)**
Earnings per share for loss attributable to the owners of the parent during the period					
Basic (pence)	4	(1.45)p	(0.026)p	(2.28)p	(1.67)p
Diluted (pence)	4	(1.45)p	(0.026)p	(2.28)p	(1.67)p

Interim Consolidated Statement of Comprehensive Income

	Unaudited 6 months ended 30/9/24 £'000	Unaudited 6 months ended 30/9/23 £'000	Unaudited Year ended 30/9/24 £'000	Audited Year ended 30/09/23 £'000
Loss after tax for the period	(789)	(14)	(1,245)	(913)
Other comprehensive expense:				
Items that may be reclassified subsequently to profit and loss:				
Currency translation differences	15	2	8	(7)
Other comprehensive income/(expense) for the period	15	2	8	(7)
Total comprehensive expense for the period	(774)	(12)	(1,237)	(920)

Interim Consolidated Statement of Financial Position

	Unaudited As at 30/9/24 £'000	Audited As at 30/9/23 £'000
Non-current assets		
Property, plant and equipment	7,914	8,407
Right-of-use assets	5,171	4,302
Intangible assets	2,703	2,839
Total non-current assets	**15,788**	**15,548**
Current assets		
Inventories	1,781	2,343
Trade and other receivables	3,344	4,275
Cash at bank	1,678	2,090
Total current assets	**6,803**	**8,708**
Total assets	**22,591**	**24,256**
Current liabilities		
Trade and other payables	3,943	4,468
Loans and borrowings	1,178	1,306
Lease liabilities	1,152	889
Total current liabilities	**6,273**	**6,663**
Non-current liabilities		
Trade and other payables	94	99
Loans and borrowings	1,684	2,387
Lease liabilities	4,962	4,280
Deferred tax liability	-	12
Total non-current liabilities	**6,740**	**6,778**
Total liabilities	**13,013**	**13,441**
Net assets	**9,578**	**10,815**
Equity attributable to equity holders of the Company		
Share capital	1,092	1,092
Share premium account	18,366	18,366
Other reserves	1,886	1,886
Currency differences reserve	(139)	(147)
Accumulated losses	(11,627)	(10,382)
Total equity	**9,578**	**10,815**

Interim Consolidated Statement of Changes in Equity

Unaudited	**Share capital £'000**	**Share premium account £'000**	**Other reserves £'000**	**Currency differences reserve £'000**	**Profit and loss account £'000**	**Total equity £'000**
At 1 October 2023	1,092	18,366	1,886	(147)	(10,382)	10,815
Comprehensive expense for the period						
Loss for the period	-	-	-	-	(1,245)	(1,245)
Other comprehensive income	-	-		8	-	8
Total comprehensive expense for the period	-	-	-	8	(1,245)	(1,237)
At 30 September 2024	**1,092**	**18,366**	**1,886**	**(139)**	**(11,627)**	**9,578**

	Share capital £'000	**Share premium account £'000**	**Other reserves £'000**	**Currency differences reserve £'000**	**Profit and loss account £'000**	**Total equity £'000**
At 1 October 2022	1,092	18,366	1,886	(140)	(9,469)	11,735
Comprehensive expense for the year						
Loss for the period	-	-	-	-	(913)	(913)
Other comprehensive income	-	-	-	(7)	-	(7)
Total comprehensive expense for the year	-	-	-	(7)	(913)	(920)
At 30 September 2023	**1,092**	**18,366**	**1,886**	**(147)**	**(10,382)**	**10,815**

	Share capital £'000	Share premium account £'000	Other reserves £'000	Currency differences reserve £'000	Profit and loss account £'000	Total equity £'000
At 1 April 2023	1,092	18,366	1,886	(154)	(10,838)	10,352
Comprehensive expense for the period						
Loss for the year	-	-	--	-	(789)	(789)
Other comprehensive income	-	-		15	-	15
Total comprehensive expense for the period	-	-	-	15	(789)	(774)
At 30 September 2024	**1,092**	**18,366**	**1,886**	**(139)**	**(11,627)**	**9,578**

Audited

	Share capital £'000	Share premium account £'000	Other reserves £'000	Currency differences reserve £'000	Profit and loss account £'000	Total equity £'000
At 1 April 2022	1,092	18,366	1,886	(149)	(10,368)	10,827
Comprehensive expense for the year						
Loss for the year	-	-	-	-	(14)	(14)
Other comprehensive expense	-	-	-	2	-	2
Total comprehensive expense for the year	-	-	-	2	(14)	(12)
At 30 September 2023	**1,092**	**18,366**	**1,886**	**(147)**	**(10,382)**	**10,815**

Interim Consolidated Statement of Cash Flows

	Unaudited 6 months ended 30/9/24 £'000	Unaudited 6 months ended 30/9/23 £'000	Unaudited Year ended 30/9/24 £'000	Audited Year ended 30/09/23 £'000
Cash flows from operating activities				
Loss after tax	(789)	(14)	(1,245)	(913)
Adjustments for:				
Income tax	(35)	(120)	(45)	(128)
Finance expense	241	248	470	501
Depreciation of property, plant and equipment	375	352	724	895
Depreciation of right-of-use assets	563	433	991	817
Amortisation of intangible assets	65	118	164	199
Profit on disposal of interest in joint venture	-	(201)	-	(201)
Share of post-tax profit of equity accounted joint ventures	-	(11)	-	(5)
	420	805	1,059	1,165
Decrease/(increase) in trade and other receivables	362	527	811	(723)
Decrease/(increase) in inventories	323	(379)	530	291
(Decrease)/increase in trade and other payables	(530)	756	(397)	1,274
Cash flows from operations	**575**	**1,709**	**2,003**	**2,007**
Income taxes (paid)/received	(2)	8	99	67
Net cash flows from operating activities	**573**	**1,717**	**2,102**	**2,074**
Investing activities				
Purchase of property, plant and equipment	(103)	(449)	(196)	(531)
Purchase of intangible assets	(15)	(7)	(43)	(82)
Proceeds from disposal of tangible fixed assets	-	118	-	118
Proceeds from disposal of interest in joint venture	-	180	-	180
Net cash used in investing activities	**(118)**	**(158)**	**(239)**	**(315)**
Financing activities				
Interest paid	(241)	(256)	(470)	(501)
Bank loans repaid	(558)	(162)	(866)	(179)
Principal paid on lease liabilities	(468)	(466)	(915)	(851)
Hire purchase finance advanced	59	205	59	205
Hire purchase agreements repaid	(34)	(49)	(72)	(110)
Net cash flows used in financing activities	**(1,242)**	**(728)**	**(2,264)**	**(1,436)**
Net (decrease)/increase in cash and cash equivalents	(787)	831	(401)	323
Cash and cash equivalents at beginning of the year	2,472	1,273	2,090	1,786
Exchange losses on cash and cash equivalents	(7)	(14)	(11)	(19)
Cash and cash equivalents at end of the year (all cash balances)	**1,678**	**2,090**	**1,678**	**2,090**

Notes to the Interim Consolidated Financial Information

1. *Accounting policies*

Description of business

Autins Group plc is a public limited company domiciled in the United Kingdom and quoted on AIM, a market operated by the London Stock Exchange. The principal activity of the Group is the design, manufacture, and supply of acoustic and thermal insulation solutions. The address of the registered office is Central Point One, Central Park Drive, Rugby, Warwickshire, CV23 0WE.

Basis of preparation

Autins Group plc has changed its year end from September to March and so the next Annual Report and Accounts will be prepared for the 18 months ending 31 March 2025. This interim consolidated financial information covers the six and 12 months ended 30 September 2024 and the equivalent comparative periods.

In preparing this interim financial information, the Board have considered the impact of any new standards or interpretations which will become applicable for the FY25 Annual Report and Accounts which deal with the 18 month period year ending 31 March 2025 and there are not expected to be any changes in the Group's accounting policies compared to those applied at 30 September 2023.

A full description of those accounting policies are contained within our FY23 Annual Report and Accounts which are available on our website (Autins FY23 ARA).

This interim announcement has been prepared in accordance with the recognition and measurement requirements of International Financial Reporting Standards issued by the International Accounting Standards Board, as adopted by the United Kingdom as effective for periods beginning on or after 1 January 2023.

New accounting standards applicable to future periods

There are no new standards, interpretations and amendments which are not yet effective in these financial statements, expected to have a material effect on the Group's future financial statements.

This unaudited consolidated interim financial information has been prepared in accordance with IFRS as adopted by the United Kingdom. The principal accounting policies used in preparing the interim results are those the Group expects to apply in its financial statements for the 18 months ending 31 March 2025.

The financial information does not contain all of the information that is required to be disclosed in a full set of IFRS financial statements. The financial information for the six months ended 30 September 2024 and 30 September 2023 and the 12 months ended 30 September 2024 is unreviewed and unaudited and does not constitute the Group's statutory financial statements for those periods.

The comparative financial information for the full year ended 30 September 2023 has, however, been derived from the audited statutory financial statements for that period. A copy of those statutory financial statements has been delivered to the Registrar of Companies. The auditor's report on those accounts was unqualified, did not include references to any matters to which the auditor drew attention by way of emphasis without qualifying its report and did not contain a statement under section 498(2)-(3) of the Companies Act 2006.

The financial information in the Interim Report is presented in Sterling, the Group's presentational currency.

Basis of consolidation

The consolidated financial statements present the results of the Company and its subsidiaries (the "Group") as if they formed a single entity. Intercompany transactions and balances between group companies are therefore eliminated in full.

Subsidiaries are all entities over which the Group has control. The Group controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group and cease to be consolidated from the date on which control is transferred out of the Group.

The consolidated financial statements incorporate the results of business combinations using the acquisition method. In the statement of financial position, the acquiree's identifiable assets, liabilities and contingent liabilities are initially recognised at their fair values at the acquisition date.

Operating segments

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker. The chief operating decision maker has been identified as the management team including the Chief Executive and Chairman.

The Board considers that the Group's activity constitutes one primary operating and one separable reporting segment as defined under IFRS 8. Management consider the reportable segment to be Automotive NVH. Revenue and profit before tax primarily arises from the principal activity based in the UK. All material assets are based in the UK. Management reviews the performance of the Group by reference to total results against budget.

The total profit measure is operating (loss)/profit as disclosed on the face of the consolidated income statement. No differences exist between the basis of preparation of the performance measures used by management and the figures in the Group financial information

2 Revenue

	Unaudited 6 months ended 30/9/24 £'000	Unaudited 6 months ended 30/9/23 £'000	Unaudited Year ended 30/9/24 £'000	Audited Year ended 30/09/23 £'000
Revenue arises from:				
Component sales	9,717	11,722	21,267	22,513
Sales of tooling	71	114	172	166
	9,788	11,836	21,439	22,679

Segmental information

The Group currently has one main reportable segment in each year/period, namely Automotive NVH which involves provision of insulation materials to reduce noise, vibration and harshness to automotive manufacturing. Turnover and Operating Profit are disclosed for other segments in aggregate as they individually have not had a significant impact on the Group result. The majority of the other revenue arises from acoustic flooring sales.

Measurement of operating segment profit or loss, assets and liabilities
The accounting policies of the operating segments are the same as those applied by the Group in the FY23 annual report and accounts.

The Group evaluates performance on the basis of operating (loss)/profit.

	Automotive NVH £'000	Others £'000	6 months ended September 2024 Total £'000
Group's revenue per Consolidated Statement of Comprehensive Income	9,098	690	9,788
Depreciation	938		
Amortisation	65		
Segment operating loss	(553)	(30)	(583)
Finance expense			(241)
Group loss before tax			(824)

	Automotive NVH £'000	Others £'000	As at 30/9/24 Total £'000
Additions to non-current assets	1,998	-	1,998
Reportable segment assets/ Total Group assets	22,591	-	22,591
Reportable segment liabilities/ Total Group liabilities	13,013	-	13,013

Segmental information (continued)

	Automotive NVH £'000	Others £'000	6 months ended September 2023 Total £'000
Group's revenue per Consolidated Statement of Comprehensive Income	10,606	1,230	11,836
Depreciation	785		
Amortisation	118		
Segment operating loss	(63)	(35)	(98)
Finance expense			(248)
Share of post tax profit of equity accounted joint venture			11
Profit on disposal of interest in joint venture			201
Group loss before tax			(134)

	Automotive NVH £'000	Others £'000	As at 30/9/23 Total £'000
Additions to non-current assets	1,068	-	1,068
Reportable segment assets/ Total Group assets	24,256	-	24,256
Reportable segment liabilities/ Total Group liabilities	13,441	-	13,441

Segmental information (continued)

	Automotive NVH £'000	Others £'000	Year Ended 30/9/24 Total £'000
Group's revenue per Consolidated Statement of Comprehensive Income	20,172	1,267	21,439
Depreciation	1,715		
Amortisation	164		
Segment operating loss	(739)	(81)	(820)
Finance expense			(470)
Group loss before tax			(1,290)

	Automotive NVH £'000	Others £'000	As at 30/9/24 Total £'000
Additions to non-current assets	2,119	-	2,119
Reportable segment assets/ Total Group assets	22,591	-	22,591
Reportable segment liabilities/ Total Group liabilities	13,013	-	13,013

	Automotive NVH £'000	Others £'000	Year Ended 30/9/23 Total £'000
Group's revenue per Consolidated Statement of Comprehensive Income	20,074	2,605	22,679
Depreciation	1,712		
Amortisation	199		
Segment operating loss	(687)	(59)	(746)
Finance expense			(501)
Share of post-tax profit of equity accounted joint venture			5
Profit on disposal of joint venture interest			201
Group loss before tax			(1,041)

	Automotive NVH £'000	Others £'000	As at 30/9/23 Total £'000
Additions to non-current assets	1,225	-	1,225
Reportable segment assets/ Total Group assets	24,256	-	24,256
Reportable segment liabilities/ Total Group liabilities	13,441	-	13,441

Reporting of external revenue by location of customers is as follows:

	Unaudited 6 months ended 30/9/24 £'000	Unaudited 6 months ended 30/9/23 £'000	Unaudited Year ended 30/9/24 £'000	Audited Year ended 30/09/23 £'000
United Kingdom	5,348	6,662	11,916	12,832
Germany	2,230	3,182	4,791	6,434
Sweden	307	343	682	709
Other European	1,859	1,545	3,985	2,595
Rest of the World	44	104	65	109
	9,788	11,836	21,439	22,679

3 Exceptional costs

Exceptional costs in the six months and year ended 30 September 2024 relate to the change in chief executive including recruitment costs.

4 Earnings per share

	Unaudited 6 months ended 30/9/24 £'000	Unaudited 6 months ended 30/9/23 £'000	Unaudited Year ended 30/9/24 £'000	Audited Year ended 30/09/23 £'000
Loss used in calculating basic and diluted earnings per share	(789)	(14)	(1,245)	(913)
Weighted average number of £0.02 shares for the purpose of:				
- basic earnings per share ('000)	54,601	54,601	54,601	54,601
- diluted earnings per share ('000)	54,601	54,601	54,601	54,601
Basic and diluted earnings per share (pence)	(1.45)p	(0.026)p	(2.28)p	(1.67)p

Loss per share is calculated based on the share capital of Autins Group plc and the earnings of the Group for all periods. There are no potentially dilutive options in place at 30 September 2024 (2023: options over 2,523,648 ordinary shares with vesting dependent on meeting a combination of EBITDA and share price targets over the period to September 2023). Any share options in issue are currently anti-dilutive.

5 Right of use assets and liabilities

During H2 24 there were additions of £1,878,000 to right of use assets with a corresponding increase to liabilities, primarily as a result of a rent review increase agreed on the main UK property lease together with new three year commitments made in respect of property leases in Germany and Sweden.

6 Share capital

The total number of ordinary shares in issue since December 2022 is 54,600,984.

7 Taxation

The tax credit for the period reflects only the deferred tax related to amortisation of intangible assets and R&D related tax credits in the UK. Given the continuing economic and market conditions, losses carried forward are not yet recognised in deferred tax balances, consistent with the judgement made at September 2023.

8 Interim Report

A copy of the Interim Report will be available on the Company's website: www.autins.com.