

KEY FIGURES INTERIM REPORT JANUARY-MARCH 2021

DEFINITIONS

Net sales	Total operating income less other operating income
Gross profit	Net sales less cost of goods sold
Gross profit margin (%)	Gross profit in relation to net sales Purpose: Gross margin is used to measure operating profitability
Net financial items	Financial income less financial expenses Purpose: Describes the company's financial activities
Earnings per share before dilution	Profit after tax in relation to the weighted average number of shares during the period Purpose: This indicator is used to assess an investment from an owner's perspective
Earnings per share after dilution	Earnings per share adjusted for any dilution effect. Purpose: This indicator is used to assess an investment from an owner's perspective
Equity/assets ratio %	Equity as a percentage of total assets adjusted for lease liabilities
Earnings before interest, taxes and amortization (EBITA)	Profit for the period before depreciation, financial items and taxes
Earnings before interest and taxes (EBIT)	Profit for the period before financial items and taxes
Operating margin (%)	Operating profit as a percentage of net sales Purpose: The operating margin is used to measure operating profitability
Earnings before taxes (EBT)	Profit for the period after net financial items
Profit margin (%)	Profit before tax as a percentage of net sales Purpose: Profit margin shows the company's profit in relation to its sales
Profit for the period	Profit for the period after tax
Net debt	Interest-bearing liabilities excluding lease liabilities less investments and cash & cash equivalents Purpose: Net debt reflects the company's total debt situation
Net debt to EBITDA ratio	Net debt divided by 12-month rolling operating profit before depreciation and amortization Purpose: This indicator shows the company's ability to pay debts
Average equity	Equity at the beginning of the period plus equity at the end of the period divided by two Purpose: Average equity is used in the calculation of return on equity
Return on average equity (%)	Profit for the period attributable to the parent company's shareholders (rolling 12 months) in relation to average equity Purpose: This indicator shows, from an ownership perspective, the return generated on the owners' invested capital
Capital employed	Total assets less non-interest-bearing liabilities and provisions Purpose: Capital employed measures capital use and efficiency
Average capital employed	Average capital at the beginning of the period plus average capital at the end of the period divided by two Purpose: Average capital employed measures capital use and efficiency
Return on average capital employed (%)	Profit before tax (for rolling 12 months) plus financial expenses (for rolling 12 months) in relation to average capital employed Purpose: This indicator is the key measure to quantify the return on the capital used in operations

SEK thousands	Jan-Mar 2021	Jan-Mar 2020	Full year 2020
Net sales	184,651	171,973	705,211
Goods for resale	-86,273	-78,867	-335,228
Gross profit	98,378	93,106	369,983
Financial income	4,864	7,790	-9,638
Financial expenses	-1,411	-1,818	-6,477
Net financial items	3,454	5,972	-16,115
Profit for the period	21,313	10,633	18,833
<i>Adjustments:</i>			
Taxes	4,575	2,585	-1,254
Earnings before taxes (EBT)	25,888	13,218	17,579
Financial income	-4,864	-7,790	9,638
Financial expenses	1,411	1,818	6,477
Earnings before interest and taxes (EBIT)	22,434	7,246	33,694
Depreciation/amortization	8,536	11,979	40,846
Earnings before interest, taxes and amortization (EBITA)	30,970	19,225	74,540
Other non-current liabilities	112,597	240,506	99,000
Cash & cash equivalents	-13,958	-21,968	-70,235
Net debt	98,639	218,538	28,765
Equity, opening balance	291,013	264,884	264,884
Equity closing balance	308,019	275,384	291,013
Average equity	299,516	270,134	277,949
Total assets	640,591	717,733	619,018
Deferred tax liabilities	-39,281	-40,254	-39,289
Accounts payable	-49,252	-61,479	-77,245
Other current liabilities	-59,215	-75,010	-55,385
Capital employed	492,843	540,989	447,098
Capital employed, opening balance	447,098	528,735	555,386
Capital employed, closing balance	492,843	540,989	447,098
Average capital employed	469,971	534,862	501,242
Profit before tax	25,888	13,218	17,579
Financial expenses	1,411	1,818	6,477
Profit after financial items	27,299	15,036	24,056