

KEY FIGURES INTERIM REPORT JANUARY-SEPTEMBER 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	Average equity is calculated as shareholders' equity at the end of the period plus shareholders' equity during the corresponding period in the preceding year 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 employed is calculated as capital employed at end of the period plus capital employed at the same point in time in the preceding year, 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	Jul-Sep 2021	Jul-Sep 2020	Jan-Sep 2021	Jan-Sep 2020	Full year 2020
Net sales	240,141	224,909	587,627	544,848	705,211
Goods for resale	-109,579	-111,484	-267,046	-265,639	-335,228
Gross profit	130,562	113,425	320,581	279,208	369,983
Financial income	9	940	4,688	1,331	-9,638
Financial expenses	-1,429	-1,392	-3,916	-5,247	-6,477
Net financial items	-1,420	-452	772	-3,916	-16,115
Profit for the period	40,101	25,761	74,955	17,575	18,833
<i>Adjustments:</i>					
Taxes	10,836	7,190	19,885	5,726	-1,254
Earnings before taxes (EBT)	50,937	32,951	94,840	23,324	17,579
Financial income	-9	-940	-4,688	-1,331	9,638
Financial expenses	1,429	1,392	3,916	5,247	6,477
Earnings before interest and taxes (EBIT)	52,357	33,403	94,068	27,240	33,694
Depreciation/amortization	9,451	8,695	26,690	32,667	40,846
Earnings before interest, taxes and amortization (EBITA)	61,808	42,099	120,757	59,907	74,540
Other non-current liabilities	100,753	150,000	100,753	150,000	99,000
Cash & cash equivalents	-45,795	-60,409	-45,795	-60,409	-70,235
Net debt	54,958	89,591	54,958	89,591	28,765
Equity, opening balance	291,013	264,884	291,013	264,884	264,884
Equity closing balance	324,919	285,929	324,919	285,929	291,013
Average equity	307,966	275,406	307,966	275,406	277,949
Total assets	676,127	659,106	676,127	659,106	619,018
Deferred tax liabilities	-39,279	-40,356	-39,279	-40,356	-39,289
Accounts payable	-62,355	-40,507	-62,355	-40,507	-77,245
Other current liabilities	-84,577	-82,347	-84,577	-82,347	-55,385
Capital employed	489,915	495,897	489,915	495,897	447,098
Capital employed, opening balance	495,901	523,795	495,901	523,795	555,386
Capital employed, closing balance	489,915	495,897	489,915	495,897	447,098
Average capital employed	492,908	509,848	492,908	509,848	501,242
Profit before tax	50,937	32,951	94,840	23,324	17,579
Financial expenses	1,429	8,939	3,916	5,247	6,477
Profit after financial items	52,366	41,890	98,756	28,571	24,056