

KEY FIGURES YEAR-END REPORT JANUARY-DECEMBER 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	Oct-Dec 2021	Oct-Dec 2020	Full year 2021	Full year 2020
Net sales	180 576	160 364	768 203	705,211
Goods for resale	-84 617	-69 588	-351 663	-335,228
Gross profit	95 959	90 775	416 540	369,983
Financial income	3 098	-10 918	7 787	-9,638
Financial expenses	-1 088	-1 281	-5 005	-6,477
Net financial items	2 010	-12 199	2 782	-16,115
Profit for the period	11 075	1 258	86 030	18,833
<i>Adjustments:</i>				
Taxes	955	-7 002	20 840	-1,254
Earnings before taxes (EBT)	12 030	-5 744	106 870	17,579
Financial income	-3 098	10 918	-7 787	9,638
Financial expenses	1 088	1 281	5 005	6,477
Earnings before interest and taxes (EBIT)	10 020	6 455	104 088	33,694
Depreciation/amortization	8 814	8 179	35 503	40,846
Earnings before interest, taxes and amortization (EBITA)	18 833	14 634	139 591	74,540
Other non-current liabilities	80 000	99 000	80 000	99,000
Cash & cash equivalents	-96 743	-70 235	-96 743	-70,235
Net debt	-16 743	28 765	-16 743	28,765
Equity, opening balance	291 013	285 929	291 013	264,884
Equity closing balance	334 217	291 013	334 217	291,013
Average equity	312 615	288 471	312 615	277,949
Total assets	680 668	619 018	680 668	619,018
Deferred tax liabilities	-39 596	-39 289	-39 596	-39,289
Accounts payable	-97 036	-77 245	-97 036	-77,245
Other current liabilities	-73 868	-55 387	-73 868	-55,385
Capital employed	470 168	447 096	470 168	447,098
Capital employed, opening balance	447 096	495 900	447 096	555,386
Capital employed, closing balance	470 168	447 096	470 168	447,098
Average capital employed	458 632	471 498	458 632	501,242
Profit before tax	12 030	-5 744	106 870	17,579
Financial expenses	1 088	1 281	5 005	6,477
Profit after financial items	13 118	-4 463	111 875	24,056