

Key figures year-end report January-March 2022

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	Jan-Mar 2022	Jan-Mar 2021	Full year 2021
Net sales	226,620	184,651	768,203
Goods for resale	-113,234	-86,273	-351,663
Gross profit	113,386	98,378	416,540
Financial income	798	4,864	7,787
Financial expenses	-941	-1,411	-5,005
Net financial items	-143	3,453	2,782
Profit for the period	23,131	21,313	86,030
<i>Adjustments:</i>			
Taxes	6,035	4,575	20,840
Earnings before taxes (EBT)	29,166	25,888	106,870
Financial income	-798	-4,864	-7,787
Financial expenses	941	1,411	5,005
Earnings before interest and taxes (EBIT)	29,309	22,434	104,088
Depreciation/amortization	8,766	8,536	35,503
Earnings before interest, taxes and amortization (EBITA)	38,075	30,970	139,591
Other non-current liabilities	3,925	99,000	80,000
Cash & cash equivalents	-13,499	-13,958	-96,743
Net debt	-9,574	85,042	-16,743
Equity, opening balance	308,019	291,013	291,013
Equity closing balance	357,531	308,019	334,217
Average equity	332,775	299,516	312,615
Total assets	636,341	640,591	680,668
Deferred tax liabilities	-39,619	-39,281	-39,596
Accounts payable	-59,627	-49,252	-97,036
Other current liabilities	-146,033	-72,812	-73,868
Capital employed	391,062	479,247	470,168
Capital employed, opening balance	479,247	447,098	447,096
Capital employed, closing balance	391,062	479,247	470,168
Average capital employed	435,154	463,172	458,632
Profit before tax	29,166	25,888	106,870
Financial expenses	941	1,411	5,005
Profit after financial items	30,107	27,299	111,875