

# Key figures interim report January-June 2022

## DEFINITIONS

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

SEK thousands	Apr-Jun 2022	Apr-Jun 2021	Jan-Jun 2022	Jan-Jun 2021	Full year 2021
Net sales	161,544	162,836	388,164	347,486	768,203
Goods for resale	-73,575	-71,194	-186,809	-157,467	-351,663
<b>Gross profit</b>	<b>87,969</b>	<b>91,643</b>	<b>201,355</b>	<b>190,019</b>	<b>416,540</b>
Financial income	-250	-88	548	4,776	7,787
Financial expenses	-639	-1,174	-1,580	-2,584	-5,005
<b>Net financial items</b>	<b>-889</b>	<b>-1,263</b>	<b>-1,032</b>	<b>2,192</b>	<b>2,782</b>
<b>Profit for the period</b>	<b>262</b>	<b>13,540</b>	<b>23,394</b>	<b>34,853</b>	<b>86,030</b>
<i>Adjustments:</i>					
Taxes	4,082	4,473	10,117	9,049	20,840
<b>Earnings before taxes (EBT)</b>	<b>4,344</b>	<b>18,014</b>	<b>33,511</b>	<b>43,902</b>	<b>106,870</b>
Financial income	250	88	-548	-4,776	-7,787
Financial expenses	639	1,174	1,580	2,584	5,005
<b>Earnings before interest and taxes (EBIT)</b>	<b>5,233</b>	<b>19,276</b>	<b>34,543</b>	<b>41,710</b>	<b>104,088</b>
Depreciation/amortization	8,835	8,703	17,600	17,239	35,503
<b>Earnings before interest, taxes and amortization (EBITA)</b>	<b>14,068</b>	<b>27,979</b>	<b>52 143</b>	<b>58,949</b>	<b>139,591</b>
Other non-current liabilities	7,851	99,000	7,851	99,000	80,000
Cash & cash equivalents	-14,365	-30,760	-14,365	-30,760	-96,743
<b>Net debt</b>	<b>-6,514</b>	<b>68,240</b>	<b>-6,514</b>	<b>68,240</b>	<b>-16,743</b>
Equity, opening balance	283,767	291,013	283,767	291,013	291,013
Equity closing balance	296,417	283,767	296,417	283,767	334,217
<b>Average equity</b>	<b>290,092</b>	<b>287,390</b>	<b>290,092</b>	<b>287,390</b>	<b>312,615</b>
Total assets	601,588	632,953	601,588	632,953	680,668
Deferred tax liabilities	-39,593	-39,279	-39,593	-39,279	-39,596
Accounts payable	-18,793	-88,329	-18,793	-88,329	-97,036
Other current liabilities	-93,702	-56,017	-93,702	-56,017	-73,868
<b>Capital employed</b>	<b>449,499</b>	<b>449,327</b>	<b>449,499</b>	<b>449,327</b>	<b>470,168</b>
Capital employed, opening balance	449,327	447,098	470,168	447,096	447,096
Capital employed, closing balance	449,499	449,327	449,499	449,327	470,168
<b>Average capital employed</b>	<b>449,413</b>	<b>448,213</b>	<b>459,834</b>	<b>448,212</b>	<b>458,632</b>
Profit before tax	4,344	18,014	33,511	43,902	106,870
Financial expenses	639	1,174	1,580	2,584	5,005
<b>Profit after financial items</b>	<b>4,984</b>	<b>19,188</b>	<b>35,091</b>	<b>46,486</b>	<b>111,875</b>