

Key figures year-end report January-December 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	Okt-dec 2022	Okt-dec 2021	Full year 2022	Full year 2021
Net sales	198,420	180,576	835,173	768,203
Goods for resale	-95,058	-84,617	-410,660	-351,663
Gross profit	103,361	95,959	424,513	416,540
Financial income	158	3,195	1,800	7,787
Financial expenses	-1,538	-1,185	-4,265	-5,005
Net financial items	-1,381	2,010	-2,465	2,782
Profit for the period	5,290	11,074	50,873	86,030
<i>Adjustments:</i>				
Taxes	1,099	955	19,571	20,840
Earnings before taxes (EBT)	6,389	12,030	70,444	106,870
Financial income	-158	-3,195	-1,800	-7,787
Financial expenses	1,538	1,185	4,265	5,005
Earnings before interest and taxes (EBIT)	7,770	10,021	72,909	104,088
Depreciation/amortization	8,609	8,814	34,739	35,503
Earnings before interest, taxes and amortization (EBITA)	16,379	18,834	107,648	139,591
Other non-current liabilities	0	81,932	0	80,000
Cash & cash equivalents	-16,032	-96,743	-16,032	-96,743
Net debt	-16,032	-14,811	-16,032	-16,743
Equity, opening balance	296,417	283,767	334,217	291,013
Equity closing balance	324,809	334,217	324,809	334,217
Average equity	310,613	308,992	329,513	312,615
Total assets	653,394	680,668	653,394	680,668
Deferred tax liabilities	-39,877	-39,596	-39,877	-39,596
Accounts payable	-106,021	-97,036	-106,021	-97,036
Other current liabilities	-131,036	-73,868	-131,036	-73,868
Capital employed	376,460	470,166	376,460	470,168
Capital employed, opening balance	470,166	495,901	470,168	447,096
Capital employed, closing balance	376,460	470,166	376,460	470,168
Average capital employed	423,313	483,034	423,314	458,632
Profit before tax	6,389	12,030	70,444	106,870
Financial expenses	1,538	1,185	4,265	5,005
Profit after financial items	7,928	13,216	74,709	111,875