

Key figures interim report January-September 2023

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 2023	Jul-Sep 2022	Jan-Sep 2023	Jan-Sep 2022	Full year 2022
Net sales	262,105	248,590	674,628	636,754	835,173
Goods for resale	-124,246	-128,793	-315,782	-315,602	-410,660
Gross profit	137,859	119,797	358,846	321,152	424,513
Financial income	1,170	1,094	268	1,642	1,800
Financial expenses	-1,511	-1,146	-4,029	-2,726	-4,265
Net financial items	-341	-52	-3,760	-1,084	-2,465
Profit for the period	32,045	22,190	61,020	45,583	50,873
<i>Adjustments:</i>					
Taxes	8,507	8,355	15,600	18,473	19,571
Earnings before taxes (EBT)	40,552	30,545	76,620	64,056	70,444
Financial income	-1,170	-1,094	-268	-1,642	-1,800
Financial expenses	1,511	1,146	4,029	2,726	4,265
Earnings before interest and taxes (EBIT)	40,893	30,597	80,380	65,140	72,909
Depreciation/amortization	8,106	8,531	24,911	26,131	34,739
Earnings before interest, taxes and amortization (EBITA)	48,999	39,128	105,291	91,271	107,648
Other non-current liabilities	-	-	-	-	-
Cash & cash equivalents	-9,739	-14,386	-9,739	-14,386	-16,032
Net debt	-9,739	-14,386	-9,739	-14,386	-16,032
Equity, opening balance	311,687	296,417	324,809	334,217	334,217
Equity closing balance	340,186	317,786	340,186	317,786	324,809
Average equity	325,937	307,101	332,498	326,001	329,513
Total assets	661,981	662,980	661,981	662,980	653,394
Deferred tax liabilities	-39,771	-39,623	-39,771	-39,623	-39,877
Accounts payable	-50,414	-69,332	-50,414	-69,332	-106,021
Other current liabilities	-184,914	-185,202	-184,914	-185,202	-131,036
Capital employed	386,883	368,824	386,883	368,824	376,460
Capital employed, opening balance	358,065	489,915	376,460	470,168	470,168
Capital employed, closing balance	386,883	368,824	386,883	368,824	376,460
Average capital employed	372,474	429,370	381,671	419,496	423,314
Profit before tax	40,552	30,545	76,619	64,056	70,444
Financial expenses	1,511	1,146	4,029	2,726	4,265
Profit after financial items	42,062	31,691	80,647	66,782	74,709