

Key figures year-end report

January–December 2023

DEFINITIONS

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
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
Capital employed	Total assets less non-interest-bearing liabilities and provisions Purpose: Capital employed measures capital use and efficiency
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. Purpose: The key figure enables comparisons of profitability regardless of the company's tax rate and regardless of the company's financing structure.
Earnings before taxes (EBT)	Profit for the period after net financial items.
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
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
Equity/assets ratio, %	Equity as a percentage of total assets adjusted for lease liabilities.
Equity per share	Equity, including those with non-controlling interests, divided by the average number of shares. Purpose: To show the share price in relations to the company's book value.
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 debt/Net cash	Interest-bearing liabilities excluding lease liabilities less investments and cash & cash equivalents Purpose: Net debt/Net cash 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.
Net financial items	Financial income less financial expenses. Purpose: Describes the company's financial activities.
Operating margin, %	Operating profit as a percentage of net sales. Purpose: The operating margin is used to measure operating profitability.
Profit for the period	Profit for the period after tax.
Profit margin, %	Profit before tax as a percentage of net sales. Purpose: Profit margin shows the company's profit in relation to its sales.
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.
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.

SEK thousands	Oct-Dec 2023	Oct-Dec 2022	Full year 2023	Full year 2022
Net sales	197,632	198,420	872,261	835,173
Goods for resale	-85,350	-95,058	-401,132	-410,660
Gross profit	112,282	103,362	471,129	424,513
Gross profit margin (%)	56.8	52.1	54.0	50.8
Financial income	2,565	157	406	1,800
Financial expenses	-1,664	-1,538	-3,265	-4,265
Net financial items	901	-1,381	-2,859	-2,465
Profit for the period	14,951	5,290	75,969	50,873
<i>Adjustments:</i>				
Taxes	6,122	1,099	21,722	19,571
Earnings before taxes (EBT)	21,074	6,388	97,691	70,444
Financial income	-2,565	-157	-406	-1,800
Financial expenses	1,664	1,538	3,265	4,265
Earnings before interest and taxes (EBIT)	20,172	7,770	100,550	72,909
Depreciation/amortization	8,104	8,609	33,015	34,739
Earnings before interest, taxes and amortization (EBITA)	28,276	16,379	133,565	107,648
Net sales	197,632	198,420	872,261	835,173
Earnings before interest and taxes (EBIT)	20,172	7,770	100,550	72,909
Operating margin (%)	10.2	3.9	11.5	8.7
Earnings before taxes (EBT)	21,074	6,388	97,691	70,444
Net sales	197,632	198,420	872,261	835,173
Profit margin (%)	10.7	3.2	11.2	8.4
Cash & cash equivalents	-26,646	-16,032	-26,646	-16,032
Net debt/Net cash	-26,646	-16,032	-26,646	-16,032
Equity, opening balance	340,186	317,786	324,809	334,217
Equity closing balance	350,817	324,809	350,817	324,809
Average equity	345,501	321,298	337,813	329,513
Equity closing balance	350,817	324,809	350,817	324,809
Number of shares	25,148,384	25,148,384	25,148,384	25,148,384
Equity per share	13.95	12.92	13.95	12.92
Total assets	631,525	653,394	631,525	653,394
Deferred tax liabilities	-39,701	-39,877	-39,701	-39,877
Accounts payable	-135,792	-106,021	-135,792	-106,021
Other current liabilities	-62,366	-131,036	-62,366	-131,036
Capital employed	393,666	376,460	393,666	376,460
Capital employed, opening balance	386,883	368,824	376,460	470,168
Capital employed, closing balance	393,666	376,460	393,666	376,460
Average capital employed	390,274	372,642	385,063	423,314
Profit before tax	21,073	6,389	97,691	70,444
Financial expenses	1,664	1,538	3,265	4,265
Profit after financial items	22,737	7,927	100,956	74,709