

Key figures interim report January–March 2024

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.
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	Jan-Mar 2024	Jan-Mar 2023	Full year 2023
Net sales	256,788	246,893	872,261
Goods for resale	-119,939	-117,960	-401,132
Gross profit	136,849	128,933	471,129
Gross profit margin (%)	53.3	52.2	54.0
Financial income	151	905	3,264
Financial expenses	-6,667	-1,626	-6,123
Net financial items	-6,516	-720	-2,859
Profit for the period	21,211	24,785	75,969
<i>Adjustments:</i>			
Taxes	5,743	5,880	21,722
Earnings before taxes (EBT)	26,954	30,665	97,691
Financial income	-151	-905	-3,264
Financial expenses	6,667	1,626	6,123
Earnings before interest and taxes (EBIT)	33,470	31,386	100,550
Depreciation/amortization	8,150	8,623	33,015
Earnings before interest, taxes and amortization (EBITA)	41,620	40,009	133,565
Net sales	256,788	246,893	872,261
Earnings before interest and taxes (EBIT)	33,470	31,386	100,550
Operating margin (%)	13.0	12.7	11.5
Earnings before taxes (EBT)	26,954	30,665	97,691
Net sales	256,788	246,893	872,261
Profit margin (%)	10.5	12.4	11.2
Short-term debt to credit institutions	95,993	58,298	-
Cash & cash equivalents	-6,799	-10,244	-26,646
Net debt (+) / Net cash (-)	89,195	48,054	-26,646
Equity, opening balance	351,300	357,351	324,809
Equity closing balance	376,773	351,300	350,817
Average equity	364,036	354,325	337,813
Equity closing balance	376,773	376,773	350,817
Number of shares	25,148,384	25,148,384	25,148,384
Equity per share	14.98	14.98	13.95
Equity closing balance	376,773	376,773	350,817
Total assets	686,848	614,992	631,525
Equity/assets ratio %	54.9	61.3	55.6
Total assets	686,848	614,992	631,525
Deferred tax liabilities	-39,607	-39,805	-39,701
Accounts payable	-39,980	-38,949	-135,792
Other current liabilities	-94,658	-78,789	-62,366
Capital employed	512,603	457,449	393,666
Capital employed, opening balance	457,449	470,025	406,460
Capital employed, closing balance	512,603	457,449	393,666
Average capital employed	485,026	463,737	400,063
Earnings before taxes (EBT) (rolling 12 months)	93,980	71,942	97,691
Financial expenses (rolling 12 months)	11,165	4,950	6,123
Average capital employed	485,026	463,737	400,063
Return on average capital employed (%)	21.7	16.6	25.9
Operating profit (rolling 12 months)	72,396	52,572	75,969
Average equity	364,036	354,325	337,813
Return on average equity, %	19.9	14.8	22.5