

Alternative performance measures

April – June 2020

APM	Definition and explanation	Reconciliation		
EBITDA	EBITDA, operating profit before financial items, tax and depreciation/amortization and impairment. EBITDA is an APM the group considers relevant for investors who want to understand the earnings trend before investments in non-current assets.	MSEK	Q2	Q2
			2020	2019
		Operating profit	32.7	32
		Depreciation/amortisation and impairment of property, plant and equipment and intangible assets	23.9	21.1
		EBITDA	56.6	53.1
EBITDA margin	EBITDA as a percentage of net sales during the period. The EBITDA margin is used to show EBITDA as a percentage of net sales.	MSEK	Q2	Q2
			2020	2019
		EBITDA	56.6	53.1
		Net sales	454.5	440.8
		EBITDA margin (%)	12.5%	12.0%
Items affecting comparability	Items that rarely occur or are unusual in day-to-day business operations, such as start-up costs, restructuring costs and acquisition costs. Items affecting comparability are used to give a clearer picture of the earnings trend and to increase comparability over time.	MSEK	Q2	Q2
			2020	2019
		Improvements of processes and procedures	2.9	3.2
		Acquisition costs	0.6	0.3
		Consolidation costs	-	0.4
		Costs associated with listing of corporate bonds	0.6	-
			-	-
		Items affecting comparability	4.1	3.9
EBITDA before items affecting comparability	EBITDA before items affecting comparability. EBITDA adjusted for items affecting comparability is used to give a clearer picture of the operating profit and to increase comparability over time.	MSEK	Q2	Q2
			2020	2019
		EBITDA	56.6	53.1
		Items affecting comparability	4.1	3.942
		EBITDA before items affecting comparability	60.7	57.0
		MSEK	Q2	Q2
			2020	2019

EBITDA before items affecting comparability margin	EBITDA before items affecting comparability as a percentage of net sales during the period. The margin is used to show EBITDA before items affecting comparability as a percentage of net sales.	EBITDA before items affecting comparability	60.7011	57.042
		Net Sales	454.5	440.8
		EBITDA before items affecting comparability margin %	13.4%	12.9%

APM	Definition and explanation
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Operating profit (EBIT)	Operating profit (EBIT). Total revenue less total operating expenses. EBIT is an APM the group considers relevant for investors who want to understand the earnings trend before interest and tax.
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Operating margin	Operating profit as a percentage of net sales during the period. The operating margin shows the proportion of net sales that remain after operating expenses.
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Equity/asset ratio	Equity including non-controlling interests, as a percentage of total assets. This APM is used to show financial risk, expressed as the proportion of the total assets financed by the owners.
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Interest-bearing net debt	Interest-bearing liabilities less cash and cash equivalents. This APM shows the group's total interest-bearing net debt for covenant purposes.
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Net debt	
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Reconciliation

Reconciled records can be extracted directly from the financial statements for the current period.

MSEK	Q2 2020	Q2 2019
Operating profit	32.7	32.0
Net Sales	454.5	440.8
Operating margin (%)	7.2%	7.3%

MSEK	Q2 2020	Q2 2019
Equity attributable to parent company shareholders	388.7	319.1
Non-controlling interests	6.6	6.1
Total equity including non-controlling interests	395.3	325.2
Total assets	1,438.3	1,360.2
Equity/asset ratio	27.5%	23.9%

MSEK	Q2 2020	Q2 2019
Corporate bond	600.0	600.0
Lease liabilities (according to IAS 17)	3.752	2.9
Less: Cash and cash equivalents	-110.9	-100.5
Interest-bearing net debt	492.9	502.4

MSEK	Q2 2020	Q2 2019
Corporate bond	600.0	600.0
Lease liabilities (including IFRS 16)	99.3	38.3

Interest-bearing liabilities plus contingent consideration related to Bellmans and Samgräv, less cash and cash equivalents.

Vendor loan (Bellmans)	1.591	18.6
Contingent consideration (Samgräv)	12.457	89.9
Less: Cash and cash equivalents	-110.9	-100.5
Total net debt	602.5	646.3

APM	Definition and explanation
Interest-bearing net debt in relation to EBITDA before items affecting comparability including pro forma figures	Interest-bearing net debt in relation to EBITDA before items affecting comparability including pro forma figures. The bond terms include a quarterly maintenance covenant that is considered fulfilled if interest-bearing net debt in relation to EBITDA is less than 4.25. The EBITDA is calculated based on latest 12 months pro forma EBITDA figures.

Reconciliation		
MSEK	Q2 2020	Q2 2019
Interest-bearing net debt	492.9	502.4
EBITDA before items affecting comparability including pro forma figures	244.7	221.5
Interest-bearing net debt in relation to EBITDA before items affecting comparability including pro forma figures	2.01	2.27

Working capital Working capital is calculated as current receivables (inventories, trade receivables and other non-interest-bearing current receivables) less current liabilities (trade payables and other non-interest-bearing current liabilities). This measure shows how much working capital is tied up in the business operations and can be set in relation to the sales to understand how efficiently the tied up working capital is used.

MSEK	Q2 2020	Q2 2019
Inventories	12.5	9.7
Trade receivables	229.8	229.2
Other non-interest-bearing current receivables	89.9	66.4
Less: Trade payables	-153.6	-150.8
Less: Other non-interest-bearing current liabilities	-99.9	-92.0
Working capital	78.7	62.6