

# Alternative performance measures

## July – September 2020

APM	Definition and explanation	Reconciliation		
<b>EBITDA</b>	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.	<b>MSEK</b>	<b>Q3 2020</b>	<b>Q3 2019</b>
		Operating profit	35.6	38.3
		Depreciation/amortisation and impairment of property, plant and equipment and intangible assets	24.0	20.5
		<b>EBITDA</b>	<b>59.7</b>	<b>58.8</b>
<b>EBITDA margin</b>	EBITDA as a percentage of net sales during the period. The EBITDA margin is used to show EBITDA as a percentage of net sales.	<b>MSEK</b>	<b>Q3 2020</b>	<b>Q3 2019</b>
		EBITDA	59.7	58.8
		Net sales	422.6	437.4
		<b>EBITDA margin (%)</b>	<b>14.1%</b>	<b>13.4%</b>
<b>Items affecting comparability</b>	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.	<b>MSEK</b>	<b>Q3 2020</b>	<b>Q3 2019</b>
		Improvements of processes and procedures	0.1	2.9
		Acquisition costs	0.9	0.1
		Consolidation costs	0.8	-
		Costs associated with listing of corporate bonds	0.1	-
		Preparation of business plan and change of name	0.6	-
		<b>Items affecting comparability</b>	<b>2.5</b>	<b>3.0</b>

APM	Definition and explanation	Reconciliation MSEK	Q3 2020	Q3 2019
<b>EBITDA before items affecting comparability</b>	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.	EBITDA Items affecting comparability <b>EBITDA before items affecting comparability</b>	59.7 2.5 <b>62.2</b>	58.8 3 <b>61.8</b>
<b>EBITDA before items affecting comparability margin</b>	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.	<b>MSEK</b> EBITDA before items affecting comparability Net Sales <b>EBITDA before items affecting comparability margin %</b>	<b>Q3 2020</b> 62.16 422.6 <b>14.7%</b>	<b>Q3 2019</b> 61.8 437.4 <b>14.1%</b>
<b>Operating profit (EBIT)</b>	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.	<b>No calculation/reconciliation required.</b>	<b>Q3 2020</b>	<b>Q3 2019</b>
<b>Operating margin</b>	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.	<b>MSEK</b> Operating profit Net Sales <b>Operating margin (%)</b>	<b>Q3 2020</b> 35.6 422.6 <b>8.4%</b>	<b>Q3 2019</b> 38.3 437.4 <b>8.8%</b>
<b>Equity/asset ratio</b>	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.	<b>MSEK</b> Equity attributable to parent company shareholders Non-controlling interests Total equity including non-controlling interests Total assets <b>Equity/asset ratio</b>	<b>Q3 2020</b> 407.7 6.9 414.6 1,466.4 <b>28.3%</b>	<b>Q3 2019</b> 338.2 6.0 344.2 1,429.4 <b>24.1%</b>

APM	Definition and explanation	Reconciliation MSEK	Q3 2019	Q3 2018
<b>Interest-bearing net debt</b>	Interest-bearing liabilities less cash and cash equivalents. This APM shows the group's total interest-bearing net debt for covenant purposes.	Corporate bond Lease liabilities (according to IAS 17) Less: Cash and cash equivalents	600.0 0.0 -144.9	600.0 5.15 -115.5
		<b>Interest-bearing net debt</b>	<b>455.1</b>	<b>489.6</b>
<b>Net debt</b>	Interest-bearing liabilities plus contingent consideration related to Bellmans and Samgräv, less cash and cash equivalents.	Corporate bond Lease liabilities (including IFRS 16) Vendor loan (Bellmans) Contingent consideration (Samgräv) Less: Cash and cash equivalents	600.0 91.9 1.6 12.546 -144.9	600.0 38.1 18.6 90.6 -115.5
		<b>Total net debt</b>	<b>561.1</b>	<b>631.8</b>
<b>Interest-bearing net debt in relation to EBITDA before items affecting comparability including pro forma figures</b>	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.	Interest-bearing net debt EBITDA before items affecting comparability including pro forma figures Adjustment for minority Adjustment for IFRS16 lease	455.1 241.6 -3.6 -26.8	489.6 223.9 0 0
		<b>Interest-bearing net debt in relation to EBITDA before items affecting comparability including pro forma figures</b>	<b>2.16</b>	<b>2.19</b>
<b>Working capital</b>	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.	Raw materials and consumables Trade receivables Other non-interest-bearing current receivables Less: Trade payables Less: Other non-interest-bearing current liabilities	11.6 230.4 92.9 -161.8 -100.3	8.5 226.1 117.0 -157.5 -126.0
		<b>Working capital</b>	<b>72.8</b>	<b>68.1</b>