

RECONCILIATION TABLES FOR ALTERNATIVE PERFORMANCE MEASUREMENTS

The alternative performance measurements below have been used in HANZA's interim reports

Gross margin

The measurement is considered relevant to give a picture of HANZA's contribution to the operations after material costs.

Isolated quarters	Jan-Mar	Okt-Dec	Jul-Sep	Apr-Jun	Jan-Mar
	2020	2019	2019	2019	2019
+ Net sales, SEK millions	599.1	547.9	515.5	506.6	497.7
- Change in inventories in production, finished goods and work in progress on behalf of others, SEK millions	2.1	-9.1	-8.5	-14.3	16.4
- Raw materials and consumables, SEK millions	-322.9	-279.2	-271.5	-266.0	-288.8
= Gross profit, SEK millions	278.3	259.6	235.5	226.3	225.3
/ Net sales, SEK millions	599.1	547.9	515.5	506.6	497.7
= Gross margin, %	46.5%	47.4%	45.7%	44.7%	45.3%

Accumulated values	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
	2020	2019	2019	2019	2019
+ Net sales, SEK millions	599.1	2,067.7	1,519.8	1,004.3	497.7
- Change in inventories in production, finished goods and work in progress on behalf of others, SEK millions	2.1	-15.5	-6.4	2.1	16.4
- Raw materials and consumables, SEK millions	-322.9	-1,105.5	-826.3	-554.8	-288.8
= Gross profit, SEK millions	278.3	946.7	687.1	451.6	225.3
/ Net sales, SEK millions	599.1	2,067.7	1,519.8	1,004.3	497.7
= Gross margin, %	46.5%	45.8%	45.2%	45.0%	45.3%

EBITDA and EBITDA margin

The measurements are considered relevant to give a picture of HANZA's operational profitability before depreciations and

Isolated quarters	Jan-Mar	Okt-Dec	Jul-Sep	Apr-Jun	Jan-Mar
	2020	2019	2019	2019	2019
+ Operating profit (EBIT), SEK millions	16.8	8.1	14.3	17.1	17.3
+ Depreciations and amortizations, SEK millions	24.7	27.9	21.8	20.9	21.6
+ Impairment of intangible and tangible assets, SEK millions					
= EBITDA, SEK millions	41.5	36.0	36.1	38.0	38.9
/ Net sales, SEK millions	599.1	547.9	515.5	506.6	497.7
= EBITDA margin, %	6.9%	6.6%	7.0%	7.5%	7.8%

Accumulated values	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
	2020	2019	2019	2019	2019
+ Operating profit (EBIT), SEK millions	16.8	56.8	48.7	34.4	17.3
+ Depreciations and amortizations, SEK millions	24.7	92.2	64.3	42.5	21.6
+ Impairment of intangible and tangible assets, SEK millions					
= EBITDA, SEK millions	41.5	149.0	113.0	76.9	38.9
/ Net sales, SEK millions	599.1	2,067.7	1,519.8	1,004.3	497.7
= EBITDA margin, %	6.9%	7.2%	7.4%	7.7%	7.8%

EBITA and EBITA-margin

The measurements are considered relevant to give a picture of HANZA's operational profitability before amortizations of intangible assets, which primarily are intangible assets identified in acquisition analysis.

Isolated quarters	Jan-Mar	Okt-Dec	Jul-Sep	Apr-Jun	Jan-Mar
	2020	2019	2019	2019	2019
+ Operating profit (EBIT), SEK millions	16.8	8.1	14.3	17.1	17.3
+ Amortizations of intangible assets, SEK millions	3.6	3.6	3.1	2.2	2.2
+ Impairment of intangible assets, SEK millions					
= EBITA, SEK millions	20.4	11.7	17.4	19.3	19.5
/ Net sales, SEK millions	599.1	547.9	515.5	506.6	497.7
= EBITA-margin, %	3.4%	2.1%	3.4%	3.8%	3.9%

Accumulated values	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
	2020	2019	2019	2019	2019
+ Operating profit (EBIT), SEK millions	16.8	56.8	48.7	34.4	17.3
+ Amortizations of intangible assets, SEK millions	3.6	11.1	7.5	4.4	2.2
+ Impairment of intangible assets, SEK millions					
= EBITA, SEK millions	20.4	67.9	56.2	38.8	19.5
/ Net sales, SEK millions	599.1	2,067.7	1,519.8	1,004.3	497.7
= EBITA-margin, %	3.4%	3.3%	3.7%	3.9%	3.9%

Operating margin (EBIT-margin)

The measurement is considered relevant to give a picture of HANZA's operational profitability.

Isolated quarters	Jan-Mar	Okt-Dec	Jul-Sep	Apr-Jun	Jan-Mar
	2020	2019	2019	2019	2019
+ Operating profit (EBIT), SEK millions	16.8	8.1	14.3	17.1	17.3
/ Net sales, SEK millions	599.1	547.9	515.5	506.6	497.7
= Operating margin (EBIT-margin), %	2.8%	1.5%	2.8%	3.4%	3.5%

Accumulated values	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
	2020	2019	2019	2019	2019
+ Operating profit (EBIT), SEK millions	16.8	56.8	48.7	34.4	17.3
/ Net sales, SEK millions	599.1	2,067.7	1,519.8	1,004.3	497.7
= Operating margin (EBIT-margin), %	2.8%	2.7%	3.2%	3.4%	3.5%

Operating profit from operational segments (Operational EBIT), EBITA and EBITA margin

The measurements are considered relevant to give a picture of HANZA's long-term operational profitability.

Isolated quarters	Jan-Mar	Okt-Dec	Jul-Sep	Apr-Jun	Jan-Mar
	2020	2019	2019	2019	2019
+ Operating profit (EBIT), SEK millions	16.8	8.1	14.3	17.1	17.3
+ Business development costs (Business development segments EBIT), SEK million	0.8	1.3	7.3	1.6	5.5
= Operating profit from operational segments (Operational EBIT), SEK millions	17.6	9.4	21.6	18.7	22.8
+ Amortizations of intangible assets, SEK millions	3.6	3.6	3.1	2.2	2.2
+ Impairment of intangible assets, SEK millions					
= Operational segmentens EBITA, SEK millions	21.2	13.0	24.7	20.9	25.0
/ Net sales, SEK millions	599.1	547.9	515.5	506.6	497.7
= Operational EBITA margin, %	3.5%	2.4%	4.8%	4.1%	5.0%

Accumulated values	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
	2020	2019	2019	2019	2019
+ Operating profit (EBIT), SEK millions	16.8	56.8	48.7	34.4	17.3
+ Business development costs (Business development segments EBIT), SEK million	0.8	15.7	14.4	7.1	5.5
= Operating profit from operational segments (Operational EBIT), SEK millions	17.6	72.5	63.1	41.5	22.8
+ Amortizations of intangible assets, SEK millions	3.6	11.1	7.5	4.4	2.2
+ Impairment of intangible assets, SEK millions					
= Operational segmentens EBITA, SEK millions	21.2	83.6	70.6	45.9	25.0
/ Net sales, SEK millions	599.1	2,067.7	1,519.8	1,004.3	497.7
= Operational EBITA margin, %	3.5%	4.0%	4.6%	4.6%	5.0%

Business development segment EBITA

The measurement is considered relevant to show the size of HANZA costs that are not connected to the operational .

Isolated quarters	Jan-Mar	Okt-Dec	Jul-Sep	Apr-Jun	Jan-Mar
	2020	2019	2019	2019	2019
Business development segment EBITA (=Business development segment EBIT)	-0.8	-1.3	-7.3	-1.6	-5.5
Accumulated values	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
	2020	2019	2019	2019	2019
Business development segment EBITA (=Business development segment EBIT)	-0.8	-15.7	-14.4	-7.1	-5.5

Operating capital, return on operating capital and capital turnover on operating capital

The measurement are considered relevant to give a picture of capital used in the operations and return on that capital.

Isolated quarters	Jan-Mar	Okt-Dec	Jul-Sep	Apr-Jun	Jan-Mar
	2020	2019	2019	2019	2019
+ Balance sheet total, SEK millions	1,632.7	1,522.7	1,613.1	1,237.1	1,280.9
- Cash and cash equivalents, SEK millions	-97.0	-66.7	-103.7	-85.1	-91.6
- Financial assets, SEK millions					
- Non-interest-bearing liabilities, SEK millions	-498.4	-415.0	-453.5	-378.7	-391.8
= Operating capital, SEK millions	1,037.3	1,041.0	1,055.9	773.3	797.5
+ EBITA, SEK millions (se above)	20.4	11.7	17.4	19.3	19.5
/ Average operating capital, SEK millions	1,039.2	1,048.5	914.6	785.4	734.1
= Return on operating capital, %	2.0%	1.1%	1.9%	2.5%	2.7%
+ Net sales, SEK millions	599.1	547.9	515.5	506.6	497.7
/ Average operating capital, SEK millions	1,039.2	1,048.5	914.6	785.4	734.1
= Capital turnover on operating capital, %	0.6	0.5	0.6	0.6	0.7
Accumulated values	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
	2020	2019	2019	2019	2019
+ Balance sheet total, SEK millions	1,632.7	1,522.7	1,613.1	1,237.1	1,280.9
- Cash and cash equivalents, SEK millions	-97.0	-66.7	-103.7	-85.1	-91.6
- Financial assets, SEK millions					
- Non-interest-bearing liabilities, SEK millions	-498.4	-415.0	-453.5	-378.7	-391.8
= Operating capital, SEK millions	1,037.3	1,041.0	1,055.9	773.3	797.5
+ EBITA, SEK millions (se above)	20.4	67.9	56.2	38.8	19.5
/ Average operating capital, SEK millions	1,039.2	855.9	863.3	722.0	734.1
= Return on operating capital, %	2.0%	7.9%	6.5%	5.4%	2.7%
+ Net sales, SEK millions	599.1	2,067.7	1,519.8	1,004.3	497.7
/ Average operating capital, SEK millions	1,039.2	855.9	863.3	722.0	734.1
= Capital turnover on operating capital, full year measurement	2.3	2.4	2.3	2.8	2.7
%					

Net interest-bearing debt and net debt/equity ratio

The measurements are considered relevant to evaluate the financial risk in HANZA.

	Mar	Dec	Sep	Jun	Mar
	2020	2019	2019	2019	2019
+ Interest-bearing liabilities, SEK millions	610.4	610.0	661.3	416.4	451.1
- Cash and cash equivalents, SEK millions	-97.0	-66.7	-103.7	-85.1	-91.6
- Short-term investments, SEK millions					
= Net-interest-bearing debt, SEK millions	513.4	543.3	557.6	331.3	359.5
/ Shareholders equity, SEK millions	523.9	497.7	498.3	442.0	438.0
= Net debt/equity ratio, times	1.0	1.1	1.1	0.7	0.8

Operational net debt

The measurements are considered relevant to increase comparability with periods before adaption of IFRS 16 and acquisition of

	Mar 2020	Dec 2019	Sep 2019	Jun 2019	Mar 2019
+ Net-interest-bearing debt, SEK million (see above)	513.4	543.3	557.6	331.3	359.5
- Provisions for post-employment benefits	-115.2	-108.9	-118.4	-4.7	-4.7
- Lease liabilities related to buildings and premises	-80.9	-84.2	-93.8	-65.1	-70.8
= Operational net debt	317.3	350.2	345.4	261.5	284.0

Equity ratio

The measurement is considered relevant to, over time, give a picture of the portion of the total capital used which comes from shareholders equity and external financing respectively. This makes it possible for investors to evaluate HANZA's long-term

	Mar 2020	Dec 2019	Sep 2019	Jun 2019	Mar 2019
+ Shareholders equity, SEK millions	523.9	497.7	498.3	442.0	438.0
/ Balance sheet total, SEK millions	1,632.7	1,522.7	1,613.1	1,237.1	1,280.9
= Equity ratio, %	32.1%	32.7%	30.9%	35.7%	34.2%

Equity per share

The measurement is considered relevant to show the net worth per share.

	Mar 2020	Dec 2019	Sep 2019	Jun 2019	Mar 2019
+ Shareholders equity, SEK millions	523.9	497.7	498.3	442.0	438.0
- Paid but not yet registered equity, SEK millions					
/ Number of shares outstanding on the balance sheet date	33,979,928	33,979,928	33,979,928	30,979,928	30,979,928
= Equity per share, SEK million	15.42	14.65	14.66	14.27	14.14