

RECONCILIATION TABLES FOR ALTERNATIVE PERFORMANCE MEASUREMENTS

The alternative performance measurements below have been used in HANZA's annual report 2019

EBITA, EBITDA and EBITDA margin

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

	2019	2018	2017	2016	2015
+ Operating profit (EBIT), SEK millions	56.8	54.1	35.7	25.2	51.1
+ Amortizations of intangible assets, SEK millions	11.1	7.2	0.3		0.5
+ Impairment of intangible assets, SEK millions					
= EBITA, SEK millions	67.9	61.3	36.0	25.2	51.6
+ Depreciations tangible assets, SEK millions	81.1	51.9	43.1	47.5	39.0
+ Impairment of tangible assets, SEK millions					
= EBITDA, SEK millions	149.0	113.2	79.1	72.7	90.6
/ Net sales, SEK millions	2,067.7	1,810.6	1,399.7	1,305.8	1,206.4
= EBITDA margin, %	7.2%	6.3%	5.7%	5.6%	7.5%

Operating margin (EBIT-margin)

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

	2019	2018	2017	2016	2015
+ Operating profit (EBIT), SEK millions	56.8	54.1	35.7	25.2	51.1
/ Net sales, SEK millions	2,067.7	1,810.6	1,399.7	1,305.8	1,206.4
= Operating margin (EBIT-margin), %	2.7%	3.0%	2.6%	1.9%	4.2%

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.

	2019	2018	2017	2016	2015
+ Operating profit (EBIT), SEK millions	56.8	54.1	35.7	25.2	51.1
+ Business development costs (Business development segments EBIT), SEK million	15.7	10.0	4.1	4.8	-38.6
= Operating profit from operational segments (Operational EBIT), SEK millions	72.5	64.1	39.8	30.0	12.5
+ Amortizations of intangible assets, SEK millions	11.1	7.2	0.3		0.5
+ Impairment of intangible assets, SEK millions					
= Operational segmentens EBITA, SEK millions	83.6	71.3	40.1	30.0	13.0
/ Net sales, SEK millions	2,067.7	1,810.6	1,399.7	1,305.8	1,206.4
= Operational EBITA margin, %	4.0%	3.9%	2.9%	2.3%	1.1%

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.

	2019	2018	2017	2016	2015
+ Balance sheet total, SEK millions	1,522.7	1,096.1	769.8	755.6	776.3
- Cash and cash equivalents, SEK millions	-66.7	-77.5	-56.1	-24.1	-48.8
- Financial assets, SEK millions					
- Non-interest-bearing liabilities, SEK millions	-415.0	-343.4	-258.4	-232.3	-225.8
= Operating capital, SEK millions	1,041.0	675.2	455.3	499.2	501.7
+ EBITA, SEK millions (se above)	67.9	61.3	36.0	25.2	51.6
/ Average operating capital, SEK millions	858.1	565.3	477.3	500.5	417.0
= Return on operating capital, %	7.9%	10.8%	7.5%	5.0%	12.3%
+ Net sales, SEK millions	2,067.7	1,810.6	1,399.7	1,305.8	1,206.4
/ Average operating capital, SEK millions	858.1	565.3	477.3	500.5	417.0
= Capital turnover on operating capital, %	2.4	3.2	2.9	2.6	2.9

Return on capital employed

The measurement are considered relevant to give a picture of profitability in relation to capital used in the operations.

	2019	2018	2017	2016	2015
(+ Profit/loss before tax, SEK millions	32.3	29.2	19.4	3.5	34.0
+ Financial expenses, SEK millions)	25.0	24.9	16.3	22.0	20.3
/(+ Balance sheet total, SEK millions	1,309.4	933.0	762.7	766.0	677.2
- Non-interest-bearing liabilities, SEK millions	-379.2	-300.9	-245.4	-229.1	-219.9
- Deferred tax liabilities					
= Return on capital employed	6.1%	8.5%	6.9%	4.7%	11.9%

Net interest-bearing debt and net debt/equity ratio

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

	2019	2018	2017	2016	2015
+ Interest-bearing liabilities, SEK millions	610.0	342.2	202.1	254.5	296.4
- Cash and cash equivalents, SEK millions	-66.7	-77.5	-56.1	-24.1	-48.8
- Short-term investments, SEK millions					
= Net-interest-bearing debt, SEK millions	543.3	264.7	146.0	230.4	247.6
/ Shareholders equity, SEK millions	497.7	410.5	309.3	268.8	254.1
= Net debt/equity ratio, times	1.1	0.6	0.5	0.9	1.0
Net debt/equity ratio, %	109%	64%	47%	86%	97%
(+ Interest-bearing liabilities, SEK millions	610.0	342.2	202.1	254.5	296.4
- Cash and cash equivalents, SEK millions)	-66.7	-77.5	-56.1	-24.1	-48.8
/ EBITDA, SEK millions (see above)	149.0	113.2	79.1	72.7	90.6
Net debt/equity ratio in relation to EBITDA, times	3.6	2.3	1.8	3.2	2.7

Operational net debt

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

	2019	2018	2017	2016	2015
+ Net-interest-bearing debt, SEK million (see above)	543.3	264.7	146.0	230.4	247.6
- Provisions for post-employment benefits	-108.9	-4.5	-4.0	-3.7	-3.4
- Lease liabilities related to buildings and premises	-84.2	0.0	0.0	0.0	0.0
= Operational net debt	350.2	260.2	142.0	226.7	244.2

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 financial stability.

	2019	2018	2017	2016	2015
+ Shareholders equity, SEK millions	497.7	410.5	309.3	268.8	254.1
/ Balance sheet total, SEK millions	1,522.7	1,096.1	769.8	755.6	776.3
= Equity ratio, %	32.7%	37.5%	40.2%	35.6%	32.7%

Equity per share

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

	2019	2018	2017	2016	2015
+ Shareholders equity, SEK millions	497.7	410.5	309.3	268.8	254.1
- Paid but not yet registered equity, SEK millions		-1.2			
Number of shares outstanding on the balance sheet	33,979,928	29,869,718	24,174,668	22,426,176	22,353,416
/ date					
= Equity per share, SEK million	14.65	13.70	12.79	11.98	11.37