

## 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      | Apr-Jun      | Jul-Sep      | Oct-Dec      |
|--|--------------|--------------|--------------|--------------|
|  | 2019         | 2019         | 2019         | 2019         |
| + Net sales, SEK millions  | 497.7        | 506.6        | 515.5        | 547.9        |
| - Change in inventories in production, finished goods and work in progress on behalf of others, SEK millions | 16.4         | -14.3        | -8.5         | -9.1         |
| - Raw materials and consumables, SEK millions  | -288.8       | -266.0       | -271.5       | -279.2       |
| <b>= Gross profit, SEK millions</b>  | <b>225.3</b> | <b>226.3</b> | <b>235.5</b> | <b>259.6</b> |
| / Net sales, SEK millions  | 497.7        | 506.6        | 515.5        | 547.9        |
| <b>= Gross margin, %</b>   | <b>45.3%</b> | <b>44.7%</b> | <b>45.7%</b> | <b>47.4%</b> |

  

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

### EBITDA och EBITDA-margin

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

| Isolated quarters  | Jan-Mar     | Apr-Jun     | Jul-Sep     | Oct-Dec     |
|--|-------------|-------------|-------------|-------------|
|  | 2019        | 2019        | 2019        | 2019        |
| + Operating profit (EBIT), SEK millions                      | 17.3        | 17.1        | 14.3        | 8.1         |
| + Depreciations, amortizations and write-downs, SEK millions | 21.6        | 20.9        | 21.8        | 27.9        |
| <b>= EBITDA, SEK millions</b>                                | <b>38.9</b> | <b>38.0</b> | <b>36.1</b> | <b>36.0</b> |
| / Net sales, SEK millions                                    | 497.7       | 506.6       | 515.5       | 547.9       |
| <b>= EBITDA-margin, %</b>                                    | <b>7.8%</b> | <b>7.5%</b> | <b>7.0%</b> | <b>6.6%</b> |

  

| Accumulated values   | Jan-Mar     | Jan-Jun     | Jan-Sep      | Jan-Dec      |
|--|-------------|-------------|--------------|--------------|
|  | 2019        | 2019        | 2019         | 2019         |
| + Operating profit (EBIT), SEK millions                      | 17.3        | 34.4        | 48.7         | 56.8         |
| + Depreciations, amortizations and write-downs, SEK millions | 21.6        | 42.5        | 64.3         | 92.2         |
| <b>= EBITDA, SEK millions</b>                                | <b>38.9</b> | <b>76.9</b> | <b>113.0</b> | <b>149.0</b> |
| / Net sales, SEK millions                                    | 497.7       | 1,004.3     | 1,519.8      | 2,067.7      |
| <b>= EBITDA-margin, %</b>                                    | <b>7.8%</b> | <b>7.7%</b> | <b>7.4%</b>  | <b>7.2%</b>  |

## EBITA och EBITA-margin

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

| <b>Isolated quarters</b>  | <b>Jan-Mar<br/>2019</b> | <b>Apr-Jun<br/>2019</b> | <b>Jul-Sep<br/>2019</b> | <b>Oct-Dec<br/>2019</b> |
|---|-------------------------|-------------------------|-------------------------|-------------------------|
| + Operating profit (EBIT), SEK millions                               | 17.3                    | 17.1                    | 14.3                    | 8.1                     |
| + Amortizations and write-downs of intangible assets, SEK<br>millions | 2.2                     | 2.2                     | 3.1                     | 3.6                     |
| <b>= EBITA, SEK millions</b>  | <b>19.5</b>             | <b>19.3</b>             | <b>17.4</b>             | <b>11.7</b>             |
| / Net sales, SEK millions   | 497.7                   | 506.6                   | 515.5                   | 547.9                   |
| <b>= EBITA-margin, %</b>  | <b>3.9%</b>             | <b>3.8%</b>             | <b>3.4%</b>             | <b>2.1%</b>             |

  

| <b>Accumulated values</b>   | <b>Jan-Mar<br/>2019</b> | <b>Jan-Jun<br/>2019</b> | <b>Jan-Sep<br/>2019</b> | <b>Jan-Dec<br/>2019</b> |
|---|-------------------------|-------------------------|-------------------------|-------------------------|
| + Operating profit (EBIT), SEK millions                               | 17.3                    | 34.4                    | 48.7                    | 56.8                    |
| + Amortizations and write-downs of intangible assets, SEK<br>millions | 2.2                     | 4.4                     | 7.5                     | 11.1                    |
| <b>= EBITA, SEK millions</b>  | <b>19.5</b>             | <b>38.8</b>             | <b>56.2</b>             | <b>67.9</b>             |
| / Net sales, SEK millions   | 497.7                   | 1,004.3                 | 1,519.8                 | 2,067.7                 |
| <b>= EBITA-margin, %</b>  | <b>3.9%</b>             | <b>3.9%</b>             | <b>3.7%</b>             | <b>3.3%</b>             |

## Operating margin (EBIT-margin)

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

| Isolated quarters                            | Jan-Mar     | Apr-Jun     | Jul-Sep     | Oct-Dec     |
|--|-------------|-------------|-------------|-------------|
|  | 2019        | 2019        | 2019        | 2019        |
| + Operating profit, SEK millions             | 17.3        | 17.1        | 14.3        | 8.1         |
| / Net sales, SEK millions                    | 497.7       | 506.6       | 515.5       | 547.9       |
| = <b>Operating profit (EBIT-marginal), %</b> | <b>3.5%</b> | <b>3.4%</b> | <b>2.8%</b> | <b>1.5%</b> |

  

| Accumulated values                           | Jan-Mar     | Jan-Jun     | Jan-Sep     | Jan-Dec     |
|--|-------------|-------------|-------------|-------------|
|  | 2019        | 2019        | 2019        | 2019        |
| + Operating profit, SEK millions             | 17.3        | 34.4        | 48.7        | 56.8        |
| / Net sales, SEK millions                    | 497.7       | 1,004.3     | 1,519.8     | 2,067.7     |
| = <b>Operating profit (EBIT-marginal), %</b> | <b>3.5%</b> | <b>3.4%</b> | <b>3.2%</b> | <b>2.7%</b> |

## 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     | Apr-Jun     | Jul-Sep     | Oct-Dec     |
|--|-------------|-------------|-------------|-------------|
|  | 2019        | 2019        | 2019        | 2019        |
| + Operating profit (EBIT), SEK millions  | 17.3        | 17.1        | 14.3        | 8.1         |
| + Business development costs (Business development segments EBIT), SEK million       | 5.5         | 1.6         | 7.3         | 1.3         |
| = <b>Operating profit from operational segments (Operational EBIT), SEK millions</b> | <b>22.8</b> | <b>18.7</b> | <b>21.6</b> | <b>9.4</b>  |
| + Amortizations and write-downs of intangible assets, SEK millions                   | 2.2         | 2.2         | 3.1         | 3.6         |
| = <b>Operational segmentens EBITA, SEK millions</b>                                  | <b>25.0</b> | <b>20.9</b> | <b>24.7</b> | <b>13.0</b> |
| / Net sales, SEK millions  | 497.7       | 506.6       | 515.5       | 547.9       |
| = <b>Operational EBITA margin, %</b>   | <b>5.0%</b> | <b>4.1%</b> | <b>4.8%</b> | <b>2.4%</b> |

  

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

## Business development segment EBITA

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

| Isolated quarters   | Jan-Mar | Apr-Jun | Jul-Sep | Oct-Dec |
|---|---------|---------|---------|---------|
|   | 2019    | 2019    | 2019    | 2019    |
| Business development segment EBITA (=Business development segment EBIT) | -5.5    | -1.6    | -7.3    | -1.3    |

  

| Ackumulerade kvartal  | Jan-Mar | Apr-Jun | Jul-Sep | Oct-Dec |
|---|---------|---------|---------|---------|
|   | 2019    | 2019    | 2019    | 2019    |
| Business development segment EBITA (=Business development segment EBIT) | -5.5    | -7.1    | -14.4   | -15.7   |

## 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<br>2019 | Apr-Jun<br>2019 | Jul-Sep<br>2019 | Oct-Dec<br>2019 |
|---|-----------------|-----------------|-----------------|-----------------|
| + Balance sheet total, SEK millions               | 1,280.9         | 1,237.1         | 1,613.1         | 1,522.7         |
| - Cash and cash equivalents, SEK millions         | -91.6           | -85.1           | -103.7          | -66.7           |
| - Financial assets, SEK millions                  | -               | -               | -               | -               |
| - Non-interest-bearing liabilities, SEK millions  | -396.5          | -383.4          | -453.5          | -415.0          |
| <b>= Operating capital, SEK millions</b>          | <b>792.8</b>    | <b>768.6</b>    | <b>1,055.9</b>  | <b>1,041.0</b>  |
| + EBITA, SEK millions (se above)                  | 19.5            | 19.3            | 17.4            | 11.7            |
| / Average operating capital, SEK millions         | 731.8           | 780.7           | 912.3           | 1,048.5         |
| <b>= Return on operating capital, %</b>           | <b>2.7%</b>     | <b>2.5%</b>     | <b>1.9%</b>     | <b>1.1%</b>     |
| + Net sales, SEK millions                         | 497.7           | 506.6           | 515.5           | 547.9           |
| / Average operating capital, SEK millions         | 731.8           | 780.7           | 912.3           | 1,048.5         |
| <b>= Capital turnover on operating capital, %</b> | <b>0.7</b>      | <b>0.6</b>      | <b>0.6</b>      | <b>0.5</b>      |
| Accumulated values                                | Jan-Mar<br>2019 | Jan-Jun<br>2019 | Jan-Sep<br>2019 | Jan-Dec<br>2019 |
| + Balance sheet total, SEK millions               | 1,280.9         | 1,237.1         | 1,613.1         | 1,522.7         |
| - Cash and cash equivalents, SEK millions         | -91.6           | -85.1           | -103.7          | -66.7           |
| - Financial assets, SEK millions                  | -               | -               | -               | -               |
| - Non-interest-bearing liabilities, SEK millions  | -396.5          | -383.4          | -453.5          | -415.0          |
| <b>= Operating capital, SEK millions</b>          | <b>792.8</b>    | <b>768.6</b>    | <b>1,055.9</b>  | <b>1,041.0</b>  |
| + EBITA, SEK millions (se above)                  | 19.5            | 38.8            | 56.2            | 67.9            |
| / Average operating capital, SEK millions         | 731.8           | 719.7           | 863.3           | 855.9           |
| <b>= Return on operating capital, %</b>           | <b>2.7%</b>     | <b>5.4%</b>     | <b>6.5%</b>     | <b>7.9%</b>     |
| + Net sales, SEK millions                         | 497.7           | 1,004.3         | 1,519.8         | 2,067.7         |
| / Average operating capital, SEK millions         | 731.8           | 719.7           | 863.3           | 855.9           |
| <b>= Capital turnover on operating capital, %</b> | <b>2.7</b>      | <b>2.8</b>      | <b>2.3</b>      | <b>2.4</b>      |

## Net interest-bearing debt and net debt/equity ratio

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

|   | Mar<br>2019  | Jun<br>2019  | Sep<br>2019  | Dec<br>2019  |
|---|--------------|--------------|--------------|--------------|
| + Interest-bearing liabilities, SEK millions    | 451.1        | 416.4        | 661.3        | 610.0        |
| - Cash and cash equivalents, SEK millions       | -91.6        | -85.1        | -103.7       | -66.7        |
| <b>= Net-interest-bearing debt, SEK million</b> | <b>359.5</b> | <b>331.3</b> | <b>557.6</b> | <b>543.3</b> |
| / Shareholders equity, SEK millions             | 438.0        | 442.0        | 498.3        | 497.7        |
| <b>= Net debt/equity ratio, times</b>           | <b>0.8</b>   | <b>0.7</b>   | <b>1.1</b>   | <b>1.1</b>   |

## Operational net debt

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

|   | Mar<br>2019  | Jun<br>2019  | Sep<br>2019  | Dec<br>2019  |
|---|--------------|--------------|--------------|--------------|
| + Net-intersest-bearing debt, SEK million (see above) | 359.5        | 331.3        | 557.6        | 543.3        |
| - Provisions for post-employment benefist             | -4.7         | -4.7         | -118.4       | -108.9       |
| - Lease liabilities related to buildings and premises | -70.8        | -65.1        | -93.8        | -84.2        |
| <b>Operational net debt</b>                           | <b>284.0</b> | <b>261.5</b> | <b>345.4</b> | <b>350.2</b> |

## 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.

|                                     | <b>Mar<br/>2019</b> | <b>Jun<br/>2019</b> | <b>Sep<br/>2019</b> | <b>Dec<br/>2019</b> |
|-------------------------------------|---------------------|---------------------|---------------------|---------------------|
| + Shareholders equity, SEK millions | 438.0               | 442.0               | 498.3               | 497.7               |
| / Balance sheet total, SEK millions | 1,280.9             | 1,237.1             | 1,613.1             | 1,522.7             |
| = <b>Equity ratio, %</b>            | <b>34.2%</b>        | <b>35.7%</b>        | <b>30.9%</b>        | <b>32.7%</b>        |

## Equity per share

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

|  | <b>Mar<br/>2019</b> | <b>Jun<br/>2019</b> | <b>Sep<br/>2019</b> | <b>Dec<br/>2019</b> |
|--|---------------------|---------------------|---------------------|---------------------|
| + Shareholders equity, SEK millions                      | 438.0               | 442.0               | 498.3               | 497.7               |
| - Paid but not yet registred equity, SEK millions        |                     |                     |                     |                     |
| / Number of shares outstanding on the balance sheet date | 30,979,928          | 30,979,928          | 33,979,928          | 33,979,928          |
| <b>Equity per share, SEK million</b>                     | <b>14.14</b>        | <b>14.27</b>        | <b>14.66</b>        | <b>14.65</b>        |