

## 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 2024	Apr-jun 2024	Jul-sep 2024
+ Net sales, SEK millions	1,253	1,221	1,107
- Change in inventories in production, finished goods and work in progress on behalf of others, SEK millions	-13	-1	-14
- Raw materials and consumables, SEK millions	-713	-692	-642
<b>= Gross profit, SEK millions</b>	<b>527</b>	<b>528</b>	<b>451</b>
/ Net sales, SEK millions	1,253	1,221	1,107
<b>= Gross margin, %</b>	<b>42.1%</b>	<b>43.2%</b>	<b>40.7%</b>

  

Accumulated values	Jan-Mar 2024	Jan-jun 2024	Jan-sep 2024
+ Net sales, SEK millions	1,253	2,474	3,581.0
- Change in inventories in production, finished goods and work in progress on behalf of others, SEK millions	-13	-14	-28.0
- Raw materials and consumables, SEK millions	-713	-1405	-2,047.0
<b>= Gross profit, SEK millions</b>	<b>527</b>	<b>1055</b>	<b>1506.0</b>
/ Net sales, SEK millions	1,253	2,474	3,581.0
<b>= Gross margin, %</b>	<b>42.1%</b>	<b>42.6%</b>	<b>42.1%</b>

### EBITDA and 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 2024	Apr-jun 2024	Jul-sep 2024
+ Operating profit (EBIT), SEK millions	61	43	68.0
+ Depreciations, amortizations and write-downs, SEK millions	43	51	55.0
<b>= EBITDA, SEK millions</b>	<b>104</b>	<b>94</b>	<b>123.0</b>
/ Net sales, SEK millions	1,253	1,221	1,107.0
<b>= EBITDA margin, %</b>	<b>8.3%</b>	<b>7.7%</b>	<b>11.1%</b>

  

Accumulated values	Jan-Mar 2024	Jan-jun 2024	Jan-sep 2024
+ Operating profit (EBIT), SEK millions	61	104	172.0
+ Depreciations, amortizations and write-downs, SEK millions	43	94	149.0
<b>= EBITDA, SEK millions</b>	<b>104</b>	<b>198</b>	<b>321.0</b>
/ Net sales, SEK millions	1,253	2,474	3,581.0
<b>= EBITDA margin, %</b>	<b>8.3%</b>	<b>8.0%</b>	<b>9.0%</b>

## Operating profit (EBITA) and 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 .

Isolated quarters	Jan-Mar 2024	Apr-jun 2024	Jul-sep 2024
+ Operating profit (EBIT), SEK millions	61	43	68.0
+ Amortizations and write-downs of intangible assets, SEK millions	6	7	14.0
= <b>EBITA, SEK millions</b>	<b>67</b>	<b>50</b>	<b>82.0</b>
/ Net sales, SEK millions	1,253	1,221	1,107.0
= <b>EBITA-margin, %</b>	<b>5.3%</b>	<b>4.1%</b>	<b>7.4%</b>

  

Accumulated values	Jan-Mar 2024	Jan-jun 2024	Jan-sep 2024
+ Operating profit (EBIT), SEK millions	61	104	172.0
+ Amortizations and write-downs of intangible assets, SEK millions	6	13	27.0
= <b>EBITA, SEK millions</b>	<b>67</b>	<b>117</b>	<b>199.0</b>
/ Net sales, SEK millions	1,253	2,474	3,581.0
= <b>EBITA-margin, %</b>	<b>5.3%</b>	<b>4.7%</b>	<b>5.6%</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 2024	Apr-jun 2024	Jul-sep 2024
+ Operating profit (EBIT), SEK millions	61	43	68.0
+ Business development costs (Business development segments EBIT), SEK million	-16	2	-30.0
<b>= Operating profit from operational segments (Operational EBIT), SEK millions</b>	<b>45</b>	<b>45</b>	<b>38.0</b>
+ Amortizations and write-downs of intangible assets, SEK millions	6	7	14.0
<b>= Operational segmentens EBITA, SEK millions</b>	<b>51</b>	<b>52</b>	<b>52.0</b>
/ Net sales, SEK millions	1,253	1,221	1,107.0
<b>= Operational EBITA margin, %</b>	<b>4.1%</b>	<b>4.3%</b>	<b>4.7%</b>

  

Accumulated values	Jan-Mar 2024	Jan-jun 2024	Jan-sep 2024
+ Operating profit (EBIT), SEK millions	61	104	172.0
+ Business development costs (Business development segments EBIT), SEK million	-16	-14	-44.0
<b>= Operating profit from operational segments (Operational EBIT), SEK millions</b>	<b>45</b>	<b>90</b>	<b>128.0</b>
+ Amortizations and write-downs of intangible assets, SEK millions	6	13	27.0
<b>= Operational segmentens EBITA, SEK millions</b>	<b>51</b>	<b>103</b>	<b>155.0</b>
/ Net sales, SEK millions	1,253	2,474	3,581.0
<b>= Operational EBITA margin, %</b>	<b>4.1%</b>	<b>4.2%</b>	<b>4.3%</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 2024	Apr-jun 2024	Jul-sep 2024
Business development segment EBITA (=Business development segment EBIT)	16	-2	30.0

  

Accumulated values	Jan-Mar 2024	Jan-jun 2024	Jan-sep 2024
Business development segment EBITA (=Business development segment EBIT)	16	14	44.0

## 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 2024	Apr-jun 2024	Jul-sep 2024
+ Balance sheet total, SEK millions	3,745	3,765	3,716.0
- Cash and cash equivalents, SEK millions	-178	-187	-206.0
- Financial assets, SEK millions			
- Non-interest-bearing liabilities, SEK millions	-1,068	-1,095	-1051.0
<b>= Operating capital, SEK millions</b>	<b>2,499</b>	<b>2,483</b>	<b>2,459.0</b>
+ EBITA, SEK millions (se above)	67	50	82.0
/ Average operating capital, SEK millions	2,148	2,491	2,471.0
<b>= Return on operating capital, %</b>	<b>3.1%</b>	<b>2.0%</b>	<b>3.3%</b>
+ Net sales, SEK millions	1,253	1,221	1107.0
/ Average operating capital, SEK millions	2,148	2,491	2,471.0
<b>= Capital turnover on operating capital, %</b>	<b>0.6</b>	<b>0.5</b>	<b>0.4</b>
<b>Accumulated values</b>	<b>Jan-Mar 2024</b>	<b>Jan-jun 2024</b>	<b>Jan-sep 2024</b>
+ Balance sheet total, SEK millions	3,745	3,765	3,716.0
- Cash and cash equivalents, SEK millions	-178	-187	-206.0
- Financial assets, SEK millions			
- Non-interest-bearing liabilities, SEK millions	-1,068	-1,095	-1051.0
<b>= Operating capital, SEK millions</b>	<b>2499</b>	<b>2483</b>	<b>2,459.0</b>
+ EBITA, SEK millions (se above)	67	117	199.0
/ Average operating capital, SEK millions	2,148	2,140	2,127.5
<b>= Return on operating capital, %</b>	<b>3.1%</b>	<b>5.5%</b>	<b>9.4%</b>
+ Net sales, SEK millions	1,253	2,474	3,581.0
/ Average operating capital, SEK millions	2,148	2,140	2,127.5
<b>= Capital turnover on operating capital, full year measurement %</b>	<b>2.3</b>	<b>2.3</b>	<b>2.2</b>

## Return on capital employed

The measurement is considered relevant to show profitability related to capital used in the operations.

Isolated quarters	Jan-Mar 2024	Apr-jun 2024	Jul-sep 2024
+ Balance sheet total, SEK millions	3,745	3,765	3,716.0
- Non-interest-bearing liabilities, SEK millions	-1,068	-1,095	-1051.0
<b>= Capital employed, SEK millions</b>	<b>2,677</b>	<b>2,670</b>	<b>2,665.0</b>
+ Profit/loss before tax, SEK million	35	8	41.0
+ Financial expenses, SEK million	26	35	27.0
/ Average capital employed, SEK millions	2,407	2,674	2,667.5
<b>= Return on capital employed, %</b>	<b>2.5%</b>	<b>1.6%</b>	<b>2.5%</b>
<b>Accumulated values</b>			
	Jan-Mar 2024	Jan-jun 2024	Jan-sep 2024
+ Balance sheet total, SEK millions	3,745	3,765	3,716.0
- Non-interest-bearing liabilities, SEK millions	-1,068	-1,095	-1051.0
<b>= Capital employed, SEK millions</b>	<b>2,677</b>	<b>2,670</b>	<b>2,665.0</b>
+ Profit/loss before tax, SEK million	35	43	84.0
+ Financial expenses, SEK million	26	61	88.0
/ Average capital employed, SEK millions	2,407	2,403	2,400.5
<b>= Return on capital employed full year measurement, %</b>	<b>2.5%</b>	<b>4.3%</b>	<b>7.2%</b>

## Net interest-bearing debt, net debt/equity ratio and net debt in relation to adjusted EBITDA

The measurements are considered relevant to evaluate the financial risk and debt in relation to profitability in HANZA.

	Mar 2024	Jun 2024	Sep 2024
+ Interest-bearing liabilities, SEK millions	1,223	1,274	1233.0
- Cash and cash equivalents, SEK millions	-178	-187	-206.0
- Lease liabilities related to buildings and premises	-115	-109	-118.0
<b>= Net interest-bearing debt, SEK millions</b>	<b>930</b>	<b>978</b>	<b>909.0</b>
/ Shareholders equity, SEK millions	1,454	1,396	1432.0
<b>= Net debt/equity ratio, times</b>	<b>0.6</b>	<b>0.7</b>	<b>0.6</b>
+ Net interest-bearing debt, SEK millions	930	978	909.0
/ adjusted EBITDA, rolling 12 months	431	412	421.6
<b>Net debt in relation to EBITDA, times</b>	<b>2.2</b>	<b>2.4</b>	<b>2.2</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.

	Mar 2024	Jun 2024	Sep 2024
+ Shareholders equity, SEK millions	1,454	1,396	1,432.0
/ Balance sheet total, SEK millions	3,745	3,765	3,716.0
= <b>Equity ratio, %</b>	<b>38.8%</b>	<b>37.1%</b>	<b>38.5%</b>

## Equity per share

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

	Mar 2024	Jun 2024	Sep 2024
+ Shareholders equity, SEK millions	1,454	1,396	1,432.0
- Paid but not yet registered equity, SEK millions			
/ Number of shares outstanding on the balance sheet date	43,659,340	43,659,340	43,659,340
= <b>Equity per share, SEK million</b>	<b>33.29</b>	<b>31.98</b>	<b>32.81</b>