## Alternative performance measures

For definitions, see the current interim report

Amounts in SEK million

| Organic growth, % - the Group   | Oct-Dec  | Oct-Dec   | Jan-Dec   | Jan-Dec  |
|---|--|---|---|--|
|   | 2024   | 2023  | 2024  | 2023   |
| Net sales previous year   | 888.0  | 973.0   | 3,526.4   | 3,401.8  |
| Net sales in acquired companies last year, for the period before the acquisition  | -  | 2.8   | 62.0  | 104.3  |
| (A) Net sales last year including net sales in acquired companies before the time of  | 888.0  | 975.8   | 3,588.3   | 3,506.1  |
| acquisition   |  |   | -,  | -,   |
| Martin de 1825 de 1   | 00/ 5  | 000.0   | 2 205 0   | 2.50/.4  |
| Net sales this year   | 896.7  | 888.0   | 3,305.2   | 3,526.4  |
| Net sales in acquired companies this year, for the period after the acquisition   | -  | -71.5   | - 10.2  | -203.9   |
| Currency effects  | 6.0  | 16.8  | 19.2  | 46.8   |
| (B) Net sales for the current year excluding net sales in acquired companies after the time of acquisition and currency effects   | 902.7  | 833.3   | 3,324.4   | 3,369.3  |
| time of acquisition and currency effects  |  |   |   |  |
| (B-A) Organic growth, SEK million   | 14.7   | -142.6  | -264.0  | -136.8   |
| ((BA)/A) Organic growth, %  | 2%   | -15%  | -7%   | -4%  |
| <u>, , , , , , , , , , , , , , , , , , , </u>   |  |   |   |  |
| Organic growth, % - Rock Sweden   | Oct-Dec  | Oct-Dec   | Jan-Dec   | Jan-Dec  |
|   | 2024   | 2023  | 2024  | 2023   |
| Net sales previous year   | 420.8  | 421.5   | 1,641.4   | 1,439.9  |
| Net sales in acquired companies last year, for the period before the acquisition  | -  | -   | 62.0  | 48.3   |
| (A) Net sales last year including net sales in acquired companies before the time of  | 420.0  | 424 E   | 4 702 4   | 1 400 1  |
| acquisition   | 420.8  | 421.5   | 1,703.4   | 1,488.2  |
| ·   |  |   |   |  |
| Net sales this year   | 452.5  | 420.8   | 1,685.5   | 1,641.4  |
| Net sales in acquired companies this year, for the period after the acquisition   | -  | -71.5   | -   | -203.9   |
| Currency effects  | 0.0  | -   | 0.5   | -  |
| (B) Net sales for the current year excluding net sales in acquired companies after the  | 452.5  | 349.3   | 1,686.0   | 1,437.5  |
| time of acquisition and currency effects  |  |   | _,  |  |
| (2.4) a   |  |   |   |  |
| (B-A) Organic growth, SEK million   | 31.7   | -72.3   | -17.4   | -50.7  |
| ((BA)/A) Organic growth, %  | 8%   | -17%  | -1%   | -3%  |
|   |  |   |   |  |
| Owdenie drougth IV Book Newyork   | Oct-Dec  | Oct-Dec   | Jan-Dec   | Jan-Dec  |
| Organic growth, % - Rock Norway   | 2024   | 2023  | 2024  | 2023   |
| Net sales previous year   | 242.9  | 262.7   | 1,004.4   | 958.0  |
| Net sales in acquired companies last year, for the period before the acquisition  |  |   | _,  | 56.0   |
|   |  |   |   |  |
| (A) Net sales last year including net sales in acquired companies before the time of  |  |   |   |  |
| (A) Net sales last year including net sales in acquired companies before the time of acquisition  | 242.9  | 262.7   | 1,004.4   | 1,013.9  |
|   | 242.9  | 262.7   | 1,004.4   | 1,013.9  |
|   | <b>242.9</b> 215.7   | <b>262.7</b> 242.9  | <b>1,004.4</b><br>826.2   | -  |
| acquisition   |  |   | -   | -  |
| acquisition  Net sales this year  |  |   | -   | 1,004.4  |
| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition   | 215.7<br>-<br>6.0  | 242.9<br>-<br>16.8  | 826.2<br>-<br>18.7  | 1,004.4<br>-<br>46.8   |
| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition  Currency effects   | 215.7  | 242.9   | 826.2   | 1,004.4<br>-<br>46.8   |
| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition  Currency effects  (B) Net sales for the current year excluding net sales in acquired companies after the   | 215.7<br>-<br>6.0  | 242.9<br>-<br>16.8  | 826.2<br>-<br>18.7  | 1,004.4<br>-<br>46.8   |
| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition  Currency effects  (B) Net sales for the current year excluding net sales in acquired companies after the   | 215.7<br>-<br>6.0  | 242.9<br>-<br>16.8  | 826.2<br>-<br>18.7  | 1,004.4<br>46.8<br><b>1,051.2</b>  |
| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition  Currency effects  (B) Net sales for the current year excluding net sales in acquired companies after the time of acquisition and currency effects  | 215.7<br>-<br>6.0<br><b>221.8</b>  | 242.9<br>-<br>16.8<br><b>259.7</b>  | 826.2<br>-<br>18.7<br><b>844.8</b>  | 1,004.4<br>-<br>46.8<br><b>1,051.2</b>   |
| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition  Currency effects  (B) Net sales for the current year excluding net sales in acquired companies after the time of acquisition and currency effects  (B-A) Organic growth, SEK million   | 215.7<br>-<br>6.0<br><b>221.8</b>  | 242.9<br>-<br>16.8<br><b>259.7</b>  | 826.2<br>-<br>18.7<br><b>844.8</b><br>- <b>159.6</b>                                | 1,013.9<br>1,004.4<br>-<br>46.8<br>1,051.2<br>37.3<br>4%                                   |
| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition  Currency effects  (B) Net sales for the current year excluding net sales in acquired companies after the time of acquisition and currency effects  (B-A) Organic growth, SEK million  ((BA)/A) Organic growth, %   | 215.7<br>- 6.0<br>221.8<br>-21.1<br>-9%  | 242.9<br>-<br>16.8<br><b>259.7</b><br>-3.0<br>-1%                                   | 826.2<br>-<br>18.7<br><b>844.8</b><br>-159.6<br>-16%                                | 1,004.4<br>46.8<br><b>1,051.2</b><br>37.3  |
| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition  Currency effects  (B) Net sales for the current year excluding net sales in acquired companies after the time of acquisition and currency effects  (B-A) Organic growth, SEK million   | 215.7<br>- 6.0<br>221.8<br>21.1<br>-9%   | 242.9<br>-<br>16.8<br>259.7<br>-3.0<br>-1%  | 826.2<br>-<br>18.7<br>844.8<br>-159.6<br>-16%<br>Jan-Dec                            | 1,004.4<br>  |
| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition  Currency effects  (B) Net sales for the current year excluding net sales in acquired companies after the time of acquisition and currency effects  (B-A) Organic growth, SEK million  ((BA)/A) Organic growth, %  Organic growth, % - Foundation Sweden  | 215.7<br>- 6.0<br>221.8<br>21.1<br>-9%<br>Oct-Dec<br>2024                      | 242.9<br>16.8<br>259.7<br>-3.0<br>-1%<br>Oct-Dec<br>2023                            | 826.2<br>-<br>18.7<br>844.8<br>-159.6<br>-16%<br>Jan-Dec<br>2024                    | 1,004.4<br>46.8<br>1,051.2<br>37.3<br>4%<br>Jan-Dec  |
| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition Currency effects  (B) Net sales for the current year excluding net sales in acquired companies after the time of acquisition and currency effects  (B-A) Organic growth, SEK million  ((BA)/A) Organic growth, %  Organic growth, % - Foundation Sweden  Net sales previous year  | 215.7<br>- 6.0<br>221.8<br>21.1<br>-9%<br>Oct-Dec<br>2024<br>224.3             | 242.9<br>- 16.8<br>259.7<br>-3.0<br>-1%<br>Oct-Dec<br>2023<br>288.7                 | 826.2<br>- 18.7<br>844.8<br>-159.6<br>-16%<br>Jan-Dec<br>2024<br>880.6              | 1,004.4<br>46.8<br>1,051.2<br>37.3<br>4%<br>Jan-Dec<br>2023<br>1,003.9                     |
| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition Currency effects  (B) Net sales for the current year excluding net sales in acquired companies after the time of acquisition and currency effects  (B-A) Organic growth, SEK million  ((BA)/A) Organic growth, %  Organic growth, % - Foundation Sweden  Net sales previous year  Net sales in acquired companies last year, for the period before the acquisition  | 215.7<br>- 6.0<br>221.8<br>21.1<br>-9%<br>Oct-Dec<br>2024                      | 242.9<br>16.8<br>259.7<br>-3.0<br>-1%<br>Oct-Dec<br>2023                            | 826.2<br>-<br>18.7<br>844.8<br>-159.6<br>-16%<br>Jan-Dec<br>2024                    | 1,004.4<br>46.8<br>1,051.2<br>37.3<br>4%<br>Jan-Dec  |
| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition  Currency effects  (B) Net sales for the current year excluding net sales in acquired companies after the time of acquisition and currency effects  (B-A) Organic growth, SEK million  ((BA)/A) Organic growth, %  Organic growth, % - Foundation Sweden  Net sales previous year  Net sales in acquired companies last year, for the period before the acquisition  (A) Net sales last year including net sales in acquired companies before the time of   | 215.7<br>- 6.0<br>221.8<br>21.1<br>-9%<br>Oct-Dec<br>2024<br>224.3             | 242.9<br>- 16.8<br>259.7<br>-3.0<br>-1%<br>Oct-Dec<br>2023<br>288.7                 | 826.2<br>- 18.7<br>844.8<br>-159.6<br>-16%<br>Jan-Dec<br>2024<br>880.6              | 1,004.4<br>46.8<br>1,051.2<br>37.3<br>4%<br>Jan-Dec<br>2023<br>1,003.9<br>227.1            |
| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition Currency effects  (B) Net sales for the current year excluding net sales in acquired companies after the time of acquisition and currency effects  (B-A) Organic growth, SEK million  ((BA)/A) Organic growth, %  Organic growth, % - Foundation Sweden  Net sales previous year  Net sales in acquired companies last year, for the period before the acquisition  | 215.7<br>- 6.0<br>221.8<br>21.1<br>-9%<br>Oct-Dec<br>2024<br>224.3             | 242.9<br>- 16.8<br>259.7<br>-3.0<br>-1%<br>Oct-Dec<br>2023<br>288.7<br>2.8          | 826.2<br>- 18.7<br>844.8<br>-159.6<br>-16%<br>Jan-Dec<br>2024<br>880.6              | 1,004.4<br>46.8<br>1,051.2<br>37.3<br>4%<br>Jan-Dec<br>2023<br>1,003.9<br>227.1            |
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| acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition  Currency effects  (B) Net sales for the current year excluding net sales in acquired companies after the time of acquisition and currency effects  (B-A) Organic growth, SEK million  ((BA)/A) Organic growth, %  Organic growth, % - Foundation Sweden  Net sales previous year  Net sales in acquired companies last year, for the period before the acquisition  (A) Net sales last year including net sales in acquired companies before the time of acquisition  Net sales this year  Net sales in acquired companies this year, for the period after the acquisition  Currency effects   | 215.7<br>- 6.0<br>221.8<br>21.1<br>-9%<br>Oct-Dec<br>2024<br>224.3<br>- 224.3  | 242.9<br>-16.8<br>259.7<br>-3.0<br>-1%<br>Oct-Dec<br>2023<br>288.7<br>2.8<br>291.5  | 826.2<br>- 18.7<br>844.8<br>-159.6<br>-16%<br>Jan-Dec<br>2024<br>880.6<br><br>880.6 | 1,004.4 46.8 1,051.2 37.3 4% Jan-Dec 2023 1,003.9 227.1 1,231.1                            |
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| EBITDA margin, %  | Oct-Dec              | Oct-Dec           | Jan-Dec              | Jan-Dec              |
|---|----------------------|-------------------|----------------------|----------------------|
|   | 2024                 | 2023              | 2024                 | 2023                 |
| Operating profit before depreciation and amortisation (EBITDA)  Net sales | 101.5<br>896.7       | 103.2<br>888.0    | 433.3<br>3,305.2     | 444.5<br>3,526.4     |
| EBITDA margin, %  | 11,3%                | 11,6%             | 13,1%                | 12,6%                |
|   | 22,070               | 22,070            | 20,270               | 12,070               |
| Adjusted EBITDA   | Oct-Dec              | Oct-Dec           | Jan-Dec              | Jan-Dec              |
| Operating profit before depreciation and amortisation (EBITDA)            | <b>2024</b><br>101.5 | <b>2023</b> 103.2 | <b>2024</b><br>433.3 | <b>2023</b><br>444.5 |
| Items affecting comparability:  |                      |                   |                      |                      |
| External acquisition costs  | -                    | 0.0               | 0.1                  | 4.3                  |
| Restructuring costs   | 4.5                  | 1.3               | 8.4                  | 10.0                 |
| Provision potential credit loss   | 9.1                  | 3.0               | 9.1                  | 25.8                 |
| Total non-comparable items  | 13.6                 | 4.3               | 17.6                 | 40.0                 |
| Adjusted EBITDA   | 115.1                | 107.5             | 451.0                | 484.5                |
| Adjusted EDITDA margin 94   | Oct-Dec              | Oct-Dec           | Jan-Dec              | Jan-De               |
| Adjusted EBITDA margin, %   | 2024                 | 2023              | 2024                 | 202                  |
| Adjusted EBITDA according to the calculation above                        | 115.1                | 107.5             | 451.0                | 484.5                |
| Net sales   | 896.7                | 888.0             | 3,305.2              | 3,526.4              |
| Adjusted EBITDA margin, %   | 12,8%                | 12,1%             | 13,6%                | 13,7%                |
| EBIT margin, %  | Oct-Dec              | Oct-Dec           | Jan-Dec              | Jan-De               |
| EBI i illaigili, 70   | 2024                 | 2023              | 2024                 | 202                  |
| Operating profit (EBIT)   | 19.8                 | 26.4              | 104.4                | 133.0                |
| Net sales   | 896.7                | 888.0             | 3,305.2              | 3,526.4              |
| EBIT margin, %  | 2,2%                 | 3,0%              | 3,2%                 | 3,8%                 |
|   |                      |                   |                      |                      |
| Adjusted EBIT   | Oct-Dec<br>2024      | Oct-Dec<br>2023   | Jan-Dec<br>2024      | Jan-De               |
| Operating profit (EBIT)   | 19.8                 | 26.4              | 104.4                | 133.0                |
| Items affecting comparability:  |                      |                   |                      |                      |
| External acquisition costs  | -                    | 0.0               | 0.1                  | 4.3                  |
| Restructuring costs   | 4.5                  | 1.3               | 8.4                  | 10.0                 |
| Provision potential credit loss   | 9.1                  | 3.0               | 9.1                  | 25.8                 |
| Total non-comparable items  | 13.6                 | 4.3               | 17.6                 | 40.0                 |
| Adjusted EBIT   | 33.4                 | 30.7              | 122.1                | 173.                 |
| Adjusted EBIT margin, %   | Oct-Dec              | Oct-Dec           | Jan-Dec              | Jan-De               |
| ,   | 2024                 | 2023              | 2024                 | 202                  |
| Adjusted EBIT according to the calculation above                          | 33.4                 | 30.7              | 122.1                | 173.3                |
| Net sales   | 896.7                | 888.0             | 3,305.2              | 3,526.4              |
| Adjusted EBIT margin, %   | 3,7%                 | 3,5%              | 3,7%                 | 4,9%                 |
| Adjusted cash flow from operating activities                              | Oct-Dec              | Oct-Dec           | Jan-Dec              | Jan-De               |
|   | 2024                 | 2023              | 2024                 | 202                  |
| Cash flow from operating activities                                       | 173.4                | 195.2             | 322.0                | 291.                 |
| Cash flow impacting items affecting comparability:                        |                      |                   | 0.4                  |                      |
| External acquisition costs Restructuring costs                            | 4.5                  | 1.3               | 0.1<br>8.4           | 4.3<br>10.0          |
| Total cash flow impacting items affecting comparability                   | 4.5<br>4.5           | 1.3               | 8.5                  | 14.2                 |
| Adjusted cash flow from operating activities                              | 177.9                | 196.5             | 330.6                | 305.8                |
|   |                      |                   |                      |                      |
| Equity/asset ratio, %   |                      |                   | 31 Dec               | 31 De                |
| Equity attributable to parent company's shareholders                      |                      |                   | <b>2024</b> 1,226.9  | <b>202</b> 3         |
| Total adjusted equity   |                      |                   | 1,226.9              | 1,214.               |
| Total assets  |                      |                   | 3,414.7              | 3,547.6              |
| Equity/asset ratio, %   |                      |                   | 35,9%                | 34,2%                |

| Net debt  | 31 Dec<br>2024 | 31 Dec<br>2023 |
|---|----------------|----------------|
| Liabilities to credit institutions (long-term)                        | 1,122.9        | 1,032.7        |
| Lease liabilities (long-term)   | 194.2          | 261.9          |
| Other long-term liabilities (long-term)                               | -              | 47.1           |
| Liabilities to credit institutions (current)                          | 115.6          | 113.4          |
| Overdraft facility  | -              | 22.7           |
| Lease liabilities (current)   | 103.6          | 103.6          |
| Short-term investments  | -4.4           | -9.6           |
| Cash and cash equivalents   | -118.5         | -114.5         |
| Added: Part of other current liabilities relating to seller's reverse | 33.4           | 100.9          |
| Net debt  | 1,446.9        | 1,558.0        |
|   |                |                |
| Net debt/adjusted EBITDA LTM  | 31 Dec         | 31 Dec         |
|   | 2024           | 2023           |
| Net debt  | 1,446.9        | 1,558.0        |
| Adjusted EBITDA LTM   | 451.0          | 484.5          |
| Net debt/adjusted EBITDA LTM  | 3.2            | 3.2            |