

KPIs for the Group

	2023	2022	2021	2020	2019
Net sales, SEK million	5,831	4,810	3,139	2,113	1,973
EBITA, SEK m	512	407	232	102	57
EBITA margin, %	8.8	8.5	7.4	4.8	2.9
EBITDA, SEK m	740	567	345	201	164
EBITDA margin, %	12.7	11.8	11.0	9.5	8.3
Working capital, SEK m	262	161	21	-37	70
Capital employed, SEK m	3,905	3,612	2,284	1,356	935
Return on capital employed, %	11.8	10.7	8.6	5.1	3.3
Capital employed, not including goodwill, SEK m	2,017	1,841	1,154	608	499
Return on capital employed, not including goodwill, %	22.9	21.1	17.7	10.6	6.3
Equity attributable to the Parent Company's shareholders, SEK m	1,479	1,304	822	365	116
Return on equity, %	15.2	16.5	13.5	10.9	3.4
Interest-bearing net debt, SEK m	-1,975	-1,800	-1,036	-797	-690
Net debt, not including lease liabilities, SEK m	1,435	1,356	770	611	458
Gearing ratio, times	1.3	1.3	1.2	1.7	3.1
Net debt/Proforma EBITDA, RTM, times	2.5	2.4	2.4	2.8	3.3
Equity/assets ratio, %	28	27	28	24	16
Number of shares, in thousands	56,049	53,873	49,979	41,796	35,918
Average no. of employees	2,712	2,145	1,623	1,357	1,245

Reconciliation of KPIs not defined in accordance with IFRS

The Group presents certain financial measures in its interim report that are not defined in accordance with IFRS. The Group feels that these measures provide valuable, supplementary information to investors and Group management. Accordingly, the measures should be regarded as a supplement, rather than a replacement for measures defined in accordance with IFRS. Because Green Landscaping Group's definitions of these measures might differ from other companies' definitions of the same concepts, an explanation of how they are calculated is provided below. For more information on the purpose of each measure, please see "Definitions and explanations" at the end of this report.

	2023	2022	2021	2020	2019
EBITA					
Operating profit (loss)	394	308	155	59	29
Amortization and impairment of intangible assets	119	99	77	43	29
Total EBITA	512	407	232	102	57

Key performance indicators, Group, cont.

Working capital	2023	2022	2021	2020	2019
Inventories	80	67	38	28	26
Contract assets	220	128	39	71	71
Current receivables	1,202	1,083	722	433	347
Accounts payable - trade	-393	-366	-226	-173	-161
Other liabilities and non-current interest-bearing liabilities	-469	-409	-306	-225	-54
Contract liabilities	-69	-68	-25	-29	-22
Accrued expenses	-309	-274	-221	-142	-137
Total working capital	262	161	21	-37	70

Net debt	2023	2022	2021	2020	2019
Bank overdraft	-7	-	-	-5	-19
Liabilities to credit institutions (non-current)	-1,749	-1,747	-1,043	-568	-429
Liabilities from finance leases (non-current and current)	-540	-445	-266	-185	-233
Liabilities to credit institutions (current)	-95	-84	-79	-134	-54
Cash and cash equivalents	416	476	352	95	45
Total Net debt	-1,975	-1,800	-1,036	-797	-690

Earnings per share	2023	2022	2021	2020	2019
Profit (loss) for the period	216	184	92	37	7
Average number of shares	56,048,701	53,873,101	49,978,855	41,796,063	35,917,758
Basic earnings per share, SEK	3.85	3.41	1.84	0.90	0.20
Diluted earnings per share, SEK	3.85	3.39	1.81	0.89	0.20

Definitions

General	All amounts shown in tables are in SEK million, unless otherwise stated. All values in parentheses () are comparison figures for the same period last year, unless otherwise stated.	
Key performance indicators	Definition/calculation	Purpose
EBITA	Operating profit (loss) before depreciation, amortization and impairment of property, plant and equipment and intangible assets	EBITA provides an overall picture of the profit generated from operating activities.
EBITA margin	Operating profit (loss) before depreciation, amortization and impairment of acquisition-related intangible assets as a percentage of sales.	EBITA margin is a measure of operating profitability.
EBITDA	Operating profit (loss) before depreciation, amortization and impairment.	EBITDA provides an overall picture of the profit generated from operating activities before depreciation.
EBITDA margin, %	Operating profit (loss) before depreciation, amortization and impairment, as a percentage of sales.	EBITDA margin is a measure of operating profitability.
Order backlog	This is the amount of contracts not yet delivered and potential add-on years.	It provides an indication of the Group's future performance.
Organic growth	Sales increase of legal entities owned for the entire financial year.	It shows how current operations are performing.
Working capital	Current assets not including cash and cash equivalents, less current liabilities.	Working capital is used to measure the company's ability to meet short-term capital requirements.
Return on equity	Comprehensive income in relation to average equity.	Shows the company's return on the owners' investments.
Equity/assets ratio	Equity in relation to total assets.	Shows the proportion of assets funded with equity. Facilitates an assessment of the Group's long-term solvency.
Capital employed, incl./not incl. goodwill	Total assets, incl./not including goodwill, at the end of the period less non interest-bearing operating liabilities and provisions.	Measures capital usage and efficiency.
Return on capital employed incl./not incl. goodwill	Operating profit plus financial income for the most recent 12-month period as a percentage of average capital employed not incl./incl. goodwill.	Shows the Group's return, independent of financing.
Net debt	Interest-bearing liabilities less cash and cash equivalents.	Net debt is an indication of the Group's financial position.
EBITDA proforma	EBITDA incl. acquired companies for the current year prior to the acquisition date.	It provides an indication of the Group's position in future periods.
Net debt / proforma EBITDA	Net debt as a percentage of proforma EBITDA.	Shows financial risk and facilitates assessment of the level of indebtedness.
Net debt not including lease liabilities	Net debt not including lease liabilities.	Shows the financial position, not including leases.
Gearing ratio	Net debt in relation to equity, including minority interest.	This figure is reported to show our financial position.