

Alternative Performance Measures - related to Profit and Loss	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	FY 2023
For more details and motivations of the alternative key performance measures please see; <a href="http://www.beijerref.com/alternative-performance-measures/">www.beijerref.com/alternative-performance-measures/</a>						
<b>Profit measures</b>						
Net sales, sek m	7 680	7 627	8 491	8 654	7 378	32 150
Operating profit, sek m	684	611	911	970	666	3 159
Depreciation and amortisation, sek m	49	50	48	46	36	179
EBITA, sek m	733	661	959	1 016	702	3 338
Depreciation and amortisation, sek m	184	180	179	172	161	692
EBITDA, sek m	917	841	1 138	1 188	863	4 030
EBITDA, Rolling 12 months, sek m	4 084	4 030	3 648	3 257	2 809	4 030
Items affecting comparability, sek m	0	-60	0	0	0	-60
Operating profit excluding items affecting comparability (EBIT), sek m	684	671	911	970	666	3 219
EBITA excluding items affecting comparability, sek m	733	721	959	1 016	702	3 398
EBITDA excluding items affecting comparability, sek m	917	901	1 138	1 188	863	4 090
EBITDA excluding items affecting comparability, Rolling 12 months, sek m	4 144	4 090	3 894	3 503	3 055	4 090
EBITDA excluding leasing (IFRS 16) and items affecting comparability, Rolling 12 months, sek m	3 541	3 511	3 353	3 007	2 600	3 511
Operating margin, %	8,9	8,0	10,7	11,2	9,0	9,8
EBITA-margin, %	9,5	8,7	11,3	11,7	9,5	10,4
Operating margin excluding items affecting comparability, %	8,9	8,8	10,7	11,2	9,0	10,0
EBITA-margin excluding items affecting comparability, %	9,5	9,5	11,3	11,7	9,5	10,6
Net financial income/expense, items affecting comparability, sek m	0	0	0	0	-138	-138

Alternative Performance Measures - related to Profit and Loss	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	FY 2023
<b>Profit per share</b>						
Net profit in relation to average number of shares before and after dilution.						
Net profit attributable the parent company's shareholders, sek m	399	759	560	705	351	2 375
Net profit, excluding items affecting comparability, attributable the parent company's shareholders, sek m	399	385	560	705	461	2 110
Average number of outstanding shares after dilution, thousand	506 811	506 811	507 075	507 127	425 572	486 922
Average number of outstanding shares after dilution, thousand, as of Q1 2024	506 811	506 811	506 811	506 811	506 811	506 811
Total number of shares after dilution, thousand	509 086	509 086	509 086	509 086	509 086	509 086
Profit per share before dilution, sek	0,79	1,50	1,10	1,39	0,82	4,88
Profit per share after dilution, sek	0,79	1,50	1,10	1,39	0,82	4,88
Profit per share before dilution excluding items affecting comparability, sek	0,79	0,76	1,10	1,39	1,08	4,33
Profit per share after dilution excluding items affecting comparability, sek	0,79	0,76	1,10	1,39	1,08	4,33
Profit per share before dilution excluding items affecting comparability and adjusted to reflect the same average number of outstanding shares as the first quarter 2024, sek	0,79	0,76	1,10	1,39	0,91	4,16
Profit per share after dilution excluding items affecting comparability and adjusted to reflect the same average number of outstanding shares as the first quarter 2024, sek	0,79	0,76	1,10	1,39	0,91	4,16

Alternative Performance Measures - related to Balance Sheet	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	FY 2023
<b>Equity ratio</b>						
Total equity at the end of the period in relation to balance sheet total.						
Equity, sek m	22 809	21 443	22 115	21 818	20 675	21 443
Balance sheet total, sek m	41 673	39 170	41 475	42 113	38 707	39 170
<b>Equity ratio, %</b>	<b>54,7</b>	<b>54,7</b>	<b>53,3</b>	<b>51,8</b>	<b>53,4</b>	<b>54,7</b>
<b>Return on equity</b>						
Net profit as a percentage of average equity.						
Net profit, sek m	408	768	567	710	355	2 400
Net profit for last 12 months, sek m	2 453	2 400	1 784	1 646	1 348	2 400
Average equity (R12), sek m	22 046	21 513	17 831	13 921	9 944	21 513
<b>Return on equity (R12), %</b>	<b>11,1</b>	<b>11,2</b>	<b>10,0</b>	<b>11,8</b>	<b>13,6</b>	<b>11,2</b>
<b>Capital employed</b>						
Capital employed consists of balance sheet total with deduction for non-interest-bearing liabilities and deferred tax liability. Non-interest-bearing liabilities includes pension provisions.						
Balance sheet total, sek m	41 673	39 170	41 475	42 113	38 707	39 170
Non-interest bearing liabilities:						
Current liabilities	-10 136	-7 973	-8 292	-11 059	-10 161	-7 973
- Part of current liabilities added back	4 359	3 256	2 969	4 665	4 055	3 256
Other long term provisions	-134	-130	-120	-125	-114	-130
Deferred tax liabilities	-442	-439	-901	-964	-848	-439
Total non-interest bearing liabilities, sek m	-6 353	-5 286	-6 344	-7 483	-7 068	-5 286
Capital employed, sek m	35 320	33 884	35 130	34 630	31 639	33 884
<b>Return on operating capital, %</b>						
EBITA, for last 12 months, including respectively excluding items affecting comparability as a percentage of average capital employed in operations.						
Operating capital is capital employed minus liquid funds, financial assets and other interest-bearing assets.						
EBITA, sek m.	733	661	959	1 016	702	3 338
EBITA for last 12 months, sek m.	3 369	3 338	3 002	2 665	2 267	3 338
EBITA excluding items affecting comparability, sek m.	733	721	959	1 016	702	3 398
EBITA for last 12 months excluding items affecting comparability, sek m.	3 429	3 398	3 247	2 910	2 512	3 398
Capital employed, sek m	35 320	33 884	35 130	34 630	31 639	33 884
Liquid funds, sek m	1 985	1 957	1 950	2 053	1 689	1 957
Financial assets at fair value, sek m	29	29	30	29	31	29
Operating capital, sek m	33 306	31 898	33 150	32 548	29 920	31 898
Whereof intangible assets	18 256	17 316	17 948	17 383	16 563	17 316
Operating capital excluding intangible assets, sek m	15 051	14 582	15 202	15 165	13 357	14 582
Average operating capital (R12), sek m	32 725	31 879	27 729	22 813	17 858	31 879
Average operating capital excluding items affecting comparability (R12), sek m	15 000	14 576	13 409	11 923	10 318	14 576
<b>Return on operating capital, %</b>	<b>10,3</b>	<b>10,5</b>	<b>10,8</b>	<b>11,7</b>	<b>12,7</b>	<b>10,5</b>
<b>Return on operating capital, excluding items affecting comparability, (R12), %</b>	<b>10,5</b>	<b>10,7</b>	<b>11,7</b>	<b>12,8</b>	<b>14,1</b>	<b>10,7</b>
<b>Return on operating capital, excluding intangible assets and items affecting comparability, (R12), %</b>	<b>22,9</b>	<b>23,3</b>	<b>24,2</b>	<b>24,4</b>	<b>24,3</b>	<b>23,3</b>



Alternative Performance Measures - related to Cash Flow	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	FY 2023
<b>Operating cash flow</b>						
Cash flow from operating activities adjusted with interest paid, income tax paid and charged with investments in fixed assets. The performance measure excludes cash flow from items affecting comparability.						
Operating profit excl. items affecting comparability (EBIT)	684	671	912	970	666	3 219
Depreciation/write-downs on tangible assets	184	180	179	172	161	693
Amortisations/write-downs on intangible assets	49	50	47	46	36	179
<b>EBITDA excluding items affecting comparability</b>	<b>917</b>	<b>901</b>	<b>1 138</b>	<b>1 188</b>	<b>863</b>	<b>4 091</b>
Changes in working capital	-115	1 159	167	-1 198	-892	-765
Investments in tangible fixed assets	-101	-119	-90	-73	-65	-346
Payments related to amortisation of lease liabilities	-128	-130	-125	-121	-114	-490
Non-cash generated items	9	-1	-6	8	-2	0
<b>Operating cash flow</b>	<b>582</b>	<b>1 810</b>	<b>1 084</b>	<b>-196</b>	<b>-209</b>	<b>2 490</b>