## Interim report

January - March 2020



## New investments in line with growth strategy

#### Financial highlights first quarter

- Net sales up 3% to SEK 212 m (205), organic growth was 2%
- > EBITA amounted to SEK 88 m (68) with EBITA margin of 41.6% (32.9%).
- > Adjusted EBITA increased by 3% to SEK 88 m (85) and adjusted EBITA margin was 41.6% (41.6%).
- > Operating profit (EBIT) amounted to SEK 51 m (37).
- > Earnings per share after dilution amounted to SEK 0.30 (0.15).
- Adjusted operating cash flow improved by 4% to SEK 170 m (163).

#### Business highlights first quarter

- Karnov Group invests in the Danish legal tech start-up Ante ApS. The investment is part of Karnov Group's strategy of establishing a broad technology platform that creates increased relevance and efficiency for professionals working with legal information.
- Karnov Group acquires 60 percent of the shares in LEXNordics AB, with the aim of accelerating sales of the cloud-based LEX247 practice management solution in the Nordic region.
- Karnov Group enters the Norwegian market by acquiring 40 percent of the shares in Strawberry Law AS (now renamed to Karnov Group Norway AS). This company will provide digital subscription-based legal information to the Norwegian market. Market launch is expected to be in second half of 2021.
- Karnov Group appoints new CEOs for Norstedts Juridik AB in Sweden and for Karnov Group Denmark A/S.
- The Group has, in a special section of its online platform, started to provide regulatory information related to the Covid-19 pandemic, both in Sweden and Denmark.

#### Key financial ratios for the Group\*

		1		Jan-Dec
TSEK	2020	2019	$\Delta\%$	2019
Net sales	211,961	204,931	3.4%	757,087
Organic growth, %	2.3%	3.2%		4.0%
EBITA	88,218	67,501	30.7%	205,975
EBITA margin, %	41.6%	32.9%		27.2%
Adjusted EBITA	88,218	85,331	3.4%	278,630
Adjusted EBITA margin, %	41.6%	41.6%		36.8%
Net result	29,084	7,852	270.4%	3,480
Adjusted cash flow from operating activities	170,348	163,384	4.3%	286,883

<sup>\*</sup> For more information see Financial definitions and Note 6 for calculations of Alternative Performance Measures.



## Comments by the CEO

Karnov Group has during the first quarter expanded its business through three new investments in line with the strategy and entered a new market. The financial results are in line with expectations.

#### Preparing for future growth

During the first quarter, we have succeeded in further expanding our business by investments in both Denmark, Sweden and our new market Norway which will bring more value to our customers:

- Ante ApS, with new technologies that are expected to be implemented in our digital platform over time. Ante ApS applies automated editorial processes and Albased search technology to legal information sources.
- LEXNordics AB, offering the product LEX247, a cloud-based legal enterprise
  practice management solution that represents a way for us to deliver even more
  value to our customers.
- Strawberry Law AS (now renamed Karnov Group Norway AS), our way to enter the Norwegian market. Our legal platform solution in Norway will be based on a collaboration with Lovdata which runs the most widely used legal information solution in the Norwegian market. We will launch our offering in Norway in the second half of 2021.

We have also strengthened our management team by recruiting new local CEOs for Norstedts Juridik AB and Karnov Group Denmark A/S. This will enable us to focus even more on our future growth.

#### Financial results in line with expectation

Our organic growth in the first quarter was 2.3 percent, despite the Covid-19 pandemic that affected our offline business that typically has its highest sales in the first quarter. The Group's sales were driven by strong performance in the online market and we are satisfied that top-line growth is in line with expectations.

The adjusted EBITA margin was 41.6 percent and unchanged compared to last year. The first quarter is typically our strongest quarter of the year.

Our cash flow generation was also off to a good start of the year with a 4 percent increase in adjusted operating cash flow.

#### The Covid-19 pandemic

We are pleased that none of our employees have been seriously affected by the Covid-19 pandemic, and that is most important.

As to the effect on our business, approximately 80 percent of our revenues in the first quarter are subscription-based and all our online business is subscriptions. Therefore, the pandemic has had insignificant impact on our online revenue in the first quarter and we expect the situation for our online services to remain unchanged on a short-term basis. Our non-subscription part of the offline business, mainly books and sales of legal training courses, has to some extent been impacted in the first quarter. We expect that this will be partly offset by timing during later periods of the year.

#### Karnov Group's financial targets:

# Net sales organic annual growth of 3-5% in the medium term, supplemented by selective acquisitions.

#### **Profitability**

Increased Adjusted EBITA margin in the medium term.

#### Capital structure

Ratio of Net debt to Adjusted EBITDA of no more than 3.0. This level may temporarily be exceeded, for example as a result of acquisitions.

#### Dividend policy

The objective is to distribute 30–50% of the purchase price allocation (PPA) adjusted net profit, taking investment opportunities and financial position into consideration.

During the first quarter, we have succeeded in further expanding our business by investments in both Denmark,

Sweden and our new

market Norway.

We have also strengthened our management team by recruiting new local CEOs for Norstedts Juridik AB and Karnov Group Denmark A/S.

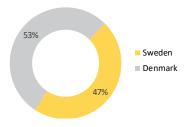
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Flemming Breinholt
President and CEO

## Group financial performance

#### Net sales by country per first quarter,%

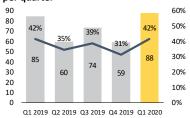


3% Net sales growth

#### Net sales per quarter, SEKm



#### Adjusted EBITA, SEKm and margin, % per quarter





#### First quarter

	Q	<u> </u>		Jan-Dec
TSEK	2020	2019	$\Delta\%$	2019
Net sales	211,961	204,931	3.4%	757,087
Organic growth, %	2.3%	3.2%		4.0%
EBITA	88,218	67,501	30.7%	205,975
EBITA margin, %	41.6%	32.9%		27.2%
Adjusted EBITA	88,218	85,331	3.4%	278,630
Adjusted EBITA margin, %	41.6%	41.6%		36.8%

#### Net sales and growth

For the three-month period, January-March 2020, net sales increased by 3.4 percent to SEK 212 m (205) compared with the corresponding quarter last year. Organic growth on a constant currency basis was 2.3 percent, while currency effects had a positive impact on net sales of 1.1 percent.

The online business continued its steady sales growth, and despite the trend of a declining offline market, which was further impacted by the Covid-19 pandemic in the latter part of the quarter, the positive trend in total sales growth continued. The Covid-19 pandemic is assessed to have impacted top-line growth by slightly more than one percentage point. For instance, book shops have been closed in Denmark during the majority of March.

The continued growth in online sales is the result of Karnov's strategy to continuously invest in more and better content in its online subscription offerings to increase the customer value. Both Denmark and Sweden contributed to the sales increase.

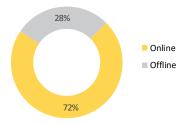
#### **Operating income**

EBITA for the quarter amounted to SEK 88 m (68) and EBITA margin amounted to 41.6 (32.9) percent.

Adjusted EBITA improved by 3.4 percent to SEK 88 m (85) and adjusted EBITA margin was unchanged at 41.6 (41.6) percent, despite personnel expenses increased in this quarter as the split between internal hours spent on maintenance and capitalized development is back to normal

Operating profit (EBIT) was SEK 51 m (37) for the quarter. The corresponding period last year included a SEK 18 m in cost for items affecting comparability (see table below). Excluding these items, adjusted EBIT declined by SEK 4 m due to increased amortisations following finalisation of the investments in the JUNO solution and the integration of Norstedts Juridik.

#### Net sales split per first quarter, %



42% Adjusted EBITA margin



173%
Cash conversion,
Q1 2020

Items affecting comparability	Q1	Q1		
TSEK	2020	2019	2019	
Acquisition costs	-	-	750	
Integration costs	-	3,485	14,673	
IPO costs	-	14,345	38,209	
Write down of subsidiaries	-	-	19,023	
Other	-	-	-	
Total	-	17.830	72.655	

#### Net financial items

Net financial items for the quarter amounted to SEK -16 m compared to SEK -26 m for the corresponding quarter of 2019.

This improvement is a result of the new financing structure following the IPO in April last year, with lower debt and interest. During the quarter, the exchange rate for SEK/DKK has changed significantly, mainly in the latter part of March, causing an unrealized negative currency effect of SEK 11 m (-5) relating to long-term loans in DKK.

#### Profit before and after tax, Earnings per share

Profit before tax increased by SEK 25 m to SEK 36 m (11) compared to the corresponding quarter of 2019.

Profit after tax improved to SEK 29 m (8). Taxes for the quarter are SEK 6 m while taxes for the corresponding quarter of 2019 were SEK 3 m.

Earnings per share after dilution was SEK 0.30 (0.15).

#### Cash flow and investments

Cash flow from operating activities for the quarter increased by SEK 36 m to SEK 166 m (130). The increase reflects a SEK 28 m positive effect from working capital whereof SEK 52 m relates to increase from receivables and SEK 10 m from reduced interest payments. These effects are partially offset by SEK 26 m increase in payables.

Total investments for the quarter amounted to SEK 31 m (180), of which SEK 18 m (139) was related to investments in subsidiaries and associated companies and SEK 13 m (41) was investments in intangible assets mainly related to the business' online platform.

The cash conversion rate was 173 (168) percent for the quarter.

Cash conversion	Q	Jan-Dec	
TSEK	2020	2019	2019
Adjusted EBITDA	98,285	97,237	323,947
Adjusted cash flow from operating activities	170,348	163,384	286,883
Cash conversion, %	173.3%	168.0%	88.6%



## 2.3 Leverage

#### **Financial position**

Net Debt	Q	1	Jan-Dec
TSEK	2020	2019	2019
Total borrowings	1,249,155	1,763,029	913,317
Cash and cash equivalents	493,933	144,810	52,008
Net debt	755,222	1,618,218	861,309
Leverage ratio	2.3	5.3	2.7
Equity	1,618,794	643,413	1,526,769
Equity/asset ratio, %	42.8%	19.1%	44.9%

Net debt was SEK 755 m (1,618) at the end of the period. The significant decrease was mainly due to the net proceeds of SEK 670 m from the IPO in the second quarter of 2019, as well as to loans of SEK 206 m from related parties being converted to equity in connection with the IPO.

The leverage at the end of the period was 2.3 (5.3) times and the equity ratio was 42.8 (19.1) percent with an equity of SEK 1,619 m (643). These improvements are primarily a result of the IPO and the conversion of loans to equity in the second quarter last year.

Cash and cash equivalents at the end of the period amounted to SEK 494 m (145) and the Group had unutilized credit lines of SEK 200 m (2). The credit facilities drawn in the first quarter makes the Group financially prepared for additional investments and acquisitions.

## Significant events

## Covid-19

More than 60 new laws, changes in laws and regulations and numerous guidelines and advices related to the pandemic have been implemented in Sweden and Denmark.

#### First quarter

- Karnov Group invests in the Danish legal tech start-up Ante ApS. The investment is part of Karnov Group's strategy of establishing a broad technology platform that creates increased relevance and efficiency for professionals working with legal information.
- Olov Sundström, CEO of Norstedts Juridik and Head of the Swedish operations of Karnov Group, gives notice that he has decided to step down after 32 years of service to the company and leave the company in April 2020.
- > Alexandra Åquist is appointed new CEO of Norstedts Juridik and will assume her new position in May.
- > The Board of Directors proposes a dividend of SEK 0.45 per share to be approved by the Annual General Meeting on May 5<sup>th</sup>, 2020 to be paid on May 12 to shareholders as of record May 7.
- Niels Munk Hansen is appointed new CEO of Karnov Group Denmark and assumed his new position in April.
- Karnov Group acquires 60 percent of the shares in LEXNordics AB, with the aim of accelerating sales of the LEX247 practice management solution in the Nordic region.
- Karnov Group acquires 40 percent of the shares in Strawberry Law AS (now renamed to Karnov Group Norway AS) and enters the Norwegian market. The company will provide digital subscription-based legal services to the Norwegian market and is based in Oslo. Market launch is expected to be in second half of 2021.
- The Group has, in a special section of its online platform, started to provide regulatory information related to the Covid-19 pandemic, both in Sweden and Denmark.

#### Events after the end of the period

In line with what was stated in the IPO prospectus last year, the Board of Directors resolves to issue 378,837 shares of series C and to immediately repurchase all such shares. The issue and repurchase of shares of series C are carried out in order to secure the Company's obligations under its share-related incentive program LTIP 2019 for employees.



## Segment performance

#### Denmark

Jan-Dec Q1 2020 **TSFK** 2019  $\Delta\%$ 2019 Net sales 112,928 108,946 3.7% 420,656 Organic growth, % 1.5% 2.0% 2.7% FRITA 48,012 36,920 30.0% 123,515 EBITA margin, % 42.5% 33.9% 29.4% Adjusted EBITA 48,012 44,483 7.9% 165,189 Adjusted EBITA margin, % 42.5% 40.8% 39.3%

#### Net sales and growth

Net sales for the quarter increased by 3.7 percent to SEK 113 m (109) driven by organic growth of 1.5 percent and currency effects of 2.2 percent. Organic growth was mainly driven by upselling to existing customers and according to expectations. The organic growth rates are still in the lower end as the product development focus has been on Sweden for the past two years. However, the split on development activities is now back to normal with more resources working on providing new solutions to support the future growth in Denmark compared to the past two years. Also, the Covid-19 pandemic has had a smaller impact on the offline sales, as the bookstores in Demark have been closed during the majority of March.

#### Operating income

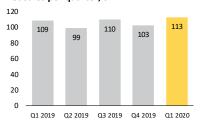
EBITA amounted to SEK 48 m (37) and EBITA margin to 42.5 (33.9) percent.

Adjusted EBITA increased by 8 percent to SEK 48 m (44) and adjusted EBITA margin to 42.5 (40.8) percent. The driver for the improvement in results in Denmark is a combination of higher sales, product mix and cost efficiency.

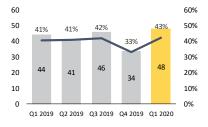
Operating profit (EBIT) increased to SEK 32 m (21) for the quarter, due to reasons mentioned above and no items affecting comparability (IAC) in contrast to the first quarter of 2019 when the IAC's had a SEK 8 m negative effect.

# The Danish segment offers a wide range of online and offline solutions for legal, tax and accounting professionals, assisting them in their research and providing qualitative advisory services. The segment includes Karnov Group Denmark, Forlaget Andersen and Legal Cross Border.

#### Net sales per quarter, SEKm



#### Adjusted EBITA, SEKm and margin,% per quarter





The Swedish segment is specialised in online and offline legal solutions; the environmental, health and safety compliance; legal classroom training and e-courses. The segment provides online tools for the broad legal services market, including contract templates. The segment includes Norstedts Juridik, VJS, Notisum and LEXNordics.

#### Net sales per quarter, SEKm



#### Adjusted EBITA, SEKm and margin, % per quarter





## Segment performance (cont.)

#### Sweden

	Q:	L		Jan-Dec
TSEK	2020	2019	$\Delta\%$	2019
Net sales	99,033	95,985	3.2%	336,431
Organic growth, %	3.2%	4.0%		5.6%
EBITA	40,206	30,581	31.5%	82,461
EBITA margin, %	40.6%	31.9%		24.5%
Adjusted EBITA	40,206	40,848	-1.6%	113,441
Adjusted EBITA margin, %	40.6%	42.6%		33.7%

#### Net sales and growth

Net sales for the quarter increased by 3.2 percent to SEK 99 m (96). Organic growth was driven by strong online sales, upselling to existing customers and sales of new products to both existing and new customers. During the quarter we have deployed numerous enhancements on JUNO, in close cooperation with our customers. Offline sales declined due to the ordinary market trend and partly due to a negative impact from the Covid-19 pandemic mainly in the latter part of March.

When the Covid-19 pandemic started to affect the Swedish market we changed the classroom courses to online courses with positive feedback from customers and users.

The Swedish Law Book (Sveriges Rikes Lag) was published as normally done in the first quarter and is still seen as an important tool for lawyers.

#### **Operating income**

In the quarter EBITA amounted to SEK 40 m (31) and the EBITA margin to 40.6 (31.9) percent.

Adjusted EBITA was SEK 40 m (41) driven by higher net sales, partially offset by higher personnel expenses in this quarter as the split between internal hours spent on maintenance and capitalized development is back to normal as well as higher cost for consultancy. Adjusted EBITA margin was 40.6 (42.6) percent.

Operating profit (EBIT) was SEK 20 m (16) despite increased depreciations and amortisations of SEK 4 m. The first quarter last year was impacted by SEK 11 m in costs for items affecting comparability.

### Other information

#### Risks and uncertainties

Karnov Group is exposed to different risks through its operations, which can give rise to fluctuations in earnings and cash flow. Material risks and uncertainties include sector and market-related risks, business-related risks and financial risks.

The current Covid-19 pandemic is expected to affect all global markets. The Group is following the situation on continuously basis. The Group operates in the legal and tax professional market in Denmark and Sweden. These markets encompass, among other things, online information database services, printed information sources, legal practice management software and legal training courses. The products and services are generally offered to law firms, tax and accounting firms, corporates in a wide range of industries and the public sector, including courts, libraries, universities and other public authorities and municipalities.

The nature of the market and the products offered in combination with the Group's business model with approximately 85% subscription-based revenue, the Group assess that the virus will have no impact on online revenue on a short-term basis. For the Group's non-subscription based offline business, mainly books and sales of legal training courses, it is expected that the virus will have some effect on a short-term basis. However, the effect is expected to have a non-significant impact which to some extend will be offset by timing for later periods.

Karnov's significant risks and risk management are described on page 53-54 of the 2019 Annual report, available at the Company's website www.karnovgroup.com.

#### **Seasonal variations**

Typically, a significant proportion of Karnov Group's online contracts is renewed and invoiced during the fourth quarter, impacting cash flow during the fourth and first quarters. Online net sales are accrued according to the terms of the agreement and therefore are not exposed to any seasonality. Offline net sales are exposed to seasonality where the first quarter is significantly stronger, driven by a higher share of book sales early in the year.

#### **Employees**

Average number of Full-Time Employees (FTEs) declined to 240 (243) compared to the first quarter of 2019 and declined by approx. 4 percent compared to the fourth quarter of 2019. The decline is due to synergies in Sweden and completion of the rollout of JUNO in Sweden. On average during the first quarter of 2020 49% (51%) of the FTEs were males and 51% (49%) females.

#### Shares, share capital and shareholders

Karnov Group's share was listed on Nasdaq Stockholm on 11 April 2019, Mid Cap segment, under the ticker KAR. On 31 March 2020, the total number of shares and votes in Karnov Group AB (publ) was 97,670,567, each with a quotient value of approximately SEK 0.015385. After the end of the period, the Company has issued

and repurchased 378,837 shares of series C to fulfil its obligations under its LTIP 2019 program. A detailed description of changes in the share capital is available on the Company's website, www.karnovgroup.com/en/share-capital-development/.

On 31 March 2020, the Company had 804 known shareholders. The five largest shareholders with 5% or more of the shares outstanding in Karnov Group AB were Kayne Anderson Rudnick, M&G Investment Management, Vind LV AS, Lazard Asset Management and Columbia Threadneedle.

#### Incentive program

An Extraordinary General Meeting on 10 April 2019 resolved to implement a long-term incentive program in the form of a share savings program. The purpose of the program is to encourage a broad ownership amongst the Company's employees, retain competent employees, facilitate recruitment, increase the alignment of interest between the employees and the Company's shareholders and increase motivation to reach or exceed the Company's financial targets. 151 employees in Karnov have chosen to invest in Karnov and participate in the share savings program.

The employees participate in the program by allocating acquired or already held ordinary shares to the program (so-called savings shares). The maximum investment permitted in savings shares depends on the category of the participant. The participants have allocated a total of 128,163 savings shares to the program. Full allotment would mean that the total number of shares under the program will amount to no more than 378,837 ordinary shares, corresponding to approximately 0.4 per cent of the total number of shares outstanding in the Company. For more information see www.karnovgroup.com/en/incentive-program/

#### **Related-party transactions**

The Group has not carried out any related-party transactions during Q1 2020.

#### **Parent Company**

Net sales for the quarter amounted to SEK 0 m (0). Operating profit for the quarter amounted to SEK -7 m (-3).

#### Outlook

Karnov does not provide financial forecasts.

#### Review

This interim report has not been subject to a review by the Company's auditors.

#### Disclosure

This interim report contains inside information that Karnov Group AB (publ) is required to make public pursuant to the EU Market Abuse Regulation (MAR). The information was submitted for publication by the contact person below on 5 May 2020 at 10.45 am CEST.

#### Karnov Group AB (publ)

Stockholm, 5 May 2020

Flemming Breinholt President and CEO

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## Q1 presentation teleconference

Karnov will present the first quarter results for analysts and investors via a webcast teleconference on 5 May at 1.00 pm CEST. To participate, use the following link: https://ty.streamfabriken.com/karnov-group-

https://tv.streamfabriken.com/karnov-group-q1-2020

or dial-in numbers: SE: +46 8 566 427 04 DK: +45 7 815 0107 UK: +44 333 300 92 67 US: +1 833 249 8403

The presentation will also be available on www.financialhearings.com

#### Financial calendar 2020

Interim report April-June 2020 26 August, 2020

Interim report July-September 2020 5 November, 2020

## Consolidated statement of comprehensive income

	Q	Jan-Dec	
TSEK Note	2020	2019	2019
Net sales 5	211,961	204,931	757,087
Total revenue	211,961	204,931	757,087
Goods for resale	-37,348	-38,630	-135,194
Employee benefit expenses	-53,594	-47,104	-222,994
Depreciations and amortisations	-47,025	-42,341	-171,111
Other operating expenses	-22,734	-39,790	-147,607
Operating profit	51,261	37,066	80,181
Financial income	56	11	14,425
Financial expenses	-15,769	-25,956	-84,409
Net financial items	-15,713	-25,945	-69,984
Write down of associated companies	-	-	-7,102
Profit before income tax	35,548	11,121	3,095
Income tax expense	-6,464	-3,269	385
Net result	29,084	7,852	3,480
Other comprehensive income:			
Items that may be reclassified to profit or loss:			
Exchange differences on translation of foreign operations	61,675	10,352	13,989
Total comprehensive income for the period	90,759	18,204	17,469
Profit for the period is attributable to:			
Owners of Karnov Group AB	29,133	6,930	2,621
Non-controlling interest	-49	922	859
Net result	29,084	7,852	3,480
Total comprehensive income for the period is attributable to:			
Owners of Karnov Group AB	90,808	17,282	16,610
Non-controlling interest	-49	922	859
Total comprehensive income	90,759	18,204	17,469
		•	•
Earnings per share, basic, SEK 4	0.30	0.15	0.03
Earnings per share, after dilution, SEK	0.30	0.15	0.03

The above table shows a pro forma calculation of earnings per share based on the number of shares at end of the period. For further information and details on earnings per share please refer to note 4.

## Consolidated balance sheet

TSEK	Note	31 Mar 2020	31 Mar 2019	31 Dec 2019
ASSETS:				
Goodwill		1,727,739	1,674,592	1,656,311
Other intangible assets		1,278,859	1,298,339	1,263,117
Right-of-use assets		111,296	102,047	112,477
Property, plant and equipment (PPE)		5,188	5,125	5,434
Investments in associated companies		63,821	8,650	5,778
Loans to associated companies		3,172	-	2,937
Deposits		2,900	2,685	2,729
Deferred tax assets		-	17	425
Total non-current assets		3,192,975	3,091,455	3,049,208
Inventories		15,083	13,520	13,097
Trade receivables	3	58,046	59,323	209,672
Prepaid expenses		10,902	19,194	8,391
Other receivables		14,411	4,522	14,387
Tax receivable		-	35,537	51,894
Cash and cash equivalents	3	493,933	144,810	52,008
Total current assets		592,375	276,906	349,449
TOTAL ASSETS		3,785,350	3,368,361	3,398,657
TSEK		31 Mar 2020	31 Mar 2019	31 Dec 2019
EQUITY AND LIABILITIES:				
Capital and reserves attributable to equity holders of the company				
Share capital		1,503	688	1,503
Share premium		2,062,361	798,472	2,062,361
Reserves		-258,645	40,884	-320,320
Retained earnings including net profit for the year		-186,651	-216,086	-217,050
Total equity attributable to the parent company's shareholders		1,618,568	623,958	1,526,494
Non-controlling interest		226	19,455	275
Total equity		1,618,794	643,413	1,526,769
Borrowing from credit institutions	3	865,425	1,392,006	838,317
Borrowing from related parties	3	-	224,158	-
Lease liabilities		101,723	89,045	102,783
Deferred tax liability		170,299	251,343	170,551
Provisions		5,847	5,315	5,456
Other non-current liabilites		38,907	-	-
Total non-current liabilities		1,182,201	1,961,867	1,117,107
Borrowing from credit institutions	3	383,730	100,836	75,000
Borrowing from related parties	3	-	46,028	-
Trade payables	3	11,465	25,567	12,477
Current tax liabilities		25,917	26,740	71,860
Accrued expenses		132,029	159,488	126,239
Prepaid income		394,999	345,937	399,586
Lease liabilities		12,125	13,197	11,622
Other current liabilities		24,090	45,288	57,997
Total current liabilities		984,355	763,081	754,781
TOTAL EQUITY AND LIABILITIES		3,785,350	3,368,361	3,398,657

## Consolidated statement of changes in equity

Equity attributable to the parent company's shareholders

TSEK	Share capital	Share premium	Reserves	Retained earnings	Equity attributable to the parent company's shareholders	Non-controlling interest	Total equity
Balance at January 1, 2019	688	798,472	30,532	-223,016	606,676	18,533	625,209
Net result	-	-	-	6,930	6,930	922	7,852
Other comprehensive income for the period	-	-	10,352	-	10,352	-	10,352
Total comprehensive income/loss	-	=	10,352	6,930	17,282	922	18,204
Transaction with shareholders in their capacity as owners							
Total transaction with shareholders	-	-	-	-	-	-	-
Closing balance at March 31, 2019	688	798,472	40,884	-216,086	623,958	19,455	643,413

#### Equity attributable to the parent company's shareholders

TSEK	Share capital	Share premium	Reserves	Retained earnings	Equity attributable to the parent company's shareholders		Total equity
Balance at January 1, 2020	1,503	2,062,361	-320,320	-217,050	1,526,494	275	1,526,769
Net result	-	-	-	29,133	29,133	-49	29,084
Other comprehensive income for the period	-	-	61,675	-	61,675	-	61,675
Total comprehensive income/loss	-	-	61,675	29,133	90,808	-49	90,759
Transaction with shareholders in their capacity as owners							
Sharebased payment	-	-	-	1,266	1,266	-	1,266
Total transaction with shareholders	=	-	-	1,266	1,266	=	1,266
Closing balance at March 31, 2020	1,503	2,062,361	-258,645	-186,651	1,618,568	226	1,618,794

## Consolidated statement cash flow

		Q1		
TSEK	2020	2019	2019	
CASH FLOWS FROM OPERATING ACTIVITIES				
Operating profit	51,266	37,059	80,181	
Adjustments:				
Non-cash items	36,464	42,341	190,217	
Effect of changes in working capital:				
Increase/decrease in inventories	-1,985	-1,887	-1,460	
Increase/decrease in receivables	148,920	97,156	-43,923	
Increase/decrease in trade payables and other payables	-47,219	-21,310	-50,903	
Increase/decrease in prepaid income	-4,587	-563	53,091	
Interest paid	-4,907	-14,458	-31,878	
Income tax paid	-11,671	-8,101	-58,049	
Net effect of changes in working capital	78,551	50,837	-133,122	
Cash flow from operating activities	166,281	130,236	137,276	
CASH FLOWS FROM INVESTING ACTIVITIES				
Acquisition of participations in associated companies	-3,743	-	-4,282	
Acquisition of subsidiaries	-14,094	-138,965	-138,940	
Loan to subsidiaries	-235	-	-2,981	
Acquisition of intangible assets	-13,109	-41,221	-120,672	
Acquisition of PPE	-	-79	-3,940	
Cash flow from investing activities	-31,181	-180,265	-270,815	
CASH FLOWS FROM FINANCING ACTIVITIES				
Increase/decrease in short term borrowings	308,730	12,008	-59,603	
Increase/decrease in lease liabilities	-4,154	-	-14,731	
Principal payments on long-term debt	-	-	-1,459,831	
Increase/decrease in long-term debt	-	-16,680	844,200	
Transactions with non-controlling interest	_	-	-97,478	
Proceeds from IPO	-	-	768,217	
Cash flow from financing activities	304,577	-4,672	-19,226	
Cash flow for the period	439,677	-54,701	-152,765	
	100,000	- /		
Cash and cash equivalents at the beginning of the period	52,008	201,797	201,797	
Exchange-rate differences in cash and cash equivalents	2,248	-2,286	2,975	
Cash and cash equivalents at the end of the period	493,933	144,810	52,008	
	433,333	,010	32,000	

## Parent company income statement

		Q1		
TSEK No.	ote 2020	2019	2019	
Employee benefit expenses	-2,149	-	-7,440	
Other operating expenses	-4,409	-3,429	-28,948	
Operating profit	-6,558	-3,429	-36,388	
Financial income	5,905	4,942	25,351	
Financial expenses	-9	-5,318	-9,071	
Net financial items	5,896	-376	16,280	
Profit before income tax	-662	-3,805	-20,108	
Income tax expense	-		-	
Net result	-662	-3,805	-20,108	
Total comprehensive income	-662	-3,805	-20,108	

## Parent company balance sheet

TSEK	Note	31 Mar 2020	31 Mar 2019	31 Dec 2019
ASSETS:				
Investments in group enterprises		1,143,458	759,500	1,143,458
Receivables from group enterprises		792,757	188,191	800,852
Total non-current assets		1,936,215	947,691	1,944,310
Receivables from group enterprises		-	17,639	-
Other receivables		9,119	2,235	8,874
Current tax receivable		41,634	23,332	38,306
Cash and cash equivalents		4,537	642	156
Total current assets		55,290	43,848	47,336
TOTAL ASSETS		1,991,505	991,539	1,991,646
TSEK		31 Mar 2020	31 Mar 2019	31 Dec 2019
EQUITY AND LIABILITIES:				
Restricted equity				
Share capital		1,503	688	1,503
Non-restricted equity				
Share premium		2,062,361	798,472	2,062,363
Retained earnings including net profit for the year		-74,416	-58,111	-73,752
Total equity		1,989,448	741,049	1,990,114
Borrowing from related parties		-	224,158	-
Total non-current liabilities		-	224,158	-
Borrowing from credit institutions		-	1	-
Trade payables		94	528	88
Trade payables from group companies		13	12,438	11
Accrued expenses		1,883	13,317	1,388
Other current liabilities		67	48	45
Total current liabilities		2,057	26,332	1,532
TOTAL EQUITY AND LIABILITIES		1,991,505	991,539	1,991,646

#### **Notes**

#### Note 1. Accounting policies

The consolidated interim financial statements for Karnov Group AB have been prepared in accordance with International Financial Reporting Standards (IFRS), as adopted by the EU, RFR 1 Supplementary Accounting Regulations for Groups and the Swedish Annual Accounts Act. The interim financial statements for the parent company have been prepared in accordance with RFR 2, Accounting for Legal Entities, and the Swedish Annual Accounts Act.

The accounting policies for the consolidated financial statements are unchanged compared to the Annual Report 2019.

#### Note 2. Critical estimates and judgements

Preparation of financial statements requires the company management to make assessments and estimations along with assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and

expenses. The actual outcome may differ from these estimates. The critical assessments and sources of uncertainty in the estimates are the same as in the most recent annual report. See the Annual report 2019 Note 4, page 72, for further details regarding critical estimates and judgements.

#### Note 3. Fair value of financial instruments

		Carrying amount			Fair value	Fair value		
TSEK	31 Mar 2020	31 Mar 2019	31 Dec 2019	31 Mar 2020	31 Mar 2019	31 Dec 2019		
FINANCIAL ASSETS								
Financial assets at amortised cost								
Trade receivables	58,046	59,323	209,672	58,046	59,323	209,672		
Cash and cash equivalents	493,933	144,810	52,008	493,933	144,810	52,008		
Total financial assets	551,979	204,133	261,680	551,979	204,133	261,680		
FINANCIAL LIABILITIES								
Financial liabilities at fair value through profit or loss (FVPL)								
Contingent considerations	14,439	32,508	18,533	14,439	32,508	18,533		
Liabilities at amortised cost								
Trade payables	11,465	25,567	12,477	11,465	25,567	12,477		
Non-current borrowing from credit institutions	865,425	1,392,006	838,317	865,425	1,392,006	838,317		
Current borrowings from credit institutions	383,730	100,836	75,000	383,730	100,836	75,000		
Deferred payments	-	-	-	-	-	-		
Non-current borrowings from related parties	-	224,158	-	-	224,158	-		
Current borrowing from related parties	-	46,028	-	-	46,028	-		
Total financial liabilities	1,275,059	1,821,103	944,327	1,275,059	1,821,103	944,327		

#### **Trade receivables**

Due to the short-term nature of current receivables, their carrying amount is considered to be the same as their fair value.

#### Cash and cash equivalents

Cash and cash equivalents are unsecured with a short credit period and are therefore considered to have a fair value equal to the carrying amount. These are classified at level 2 in the fair value hierarchy.

#### **Contingent consideration**

The carrying amounts of contingent considerations are considered to be the same as the fair value. The fair value of the contingent considerations was estimated by calculating the present value of the future expected cash flows. The estimates are based on discount rates between 7 percent and 10 percent. These are classified at level 3 in the fair value hierarchy.

#### **Trade payables**

Trade payables are unsecured and are usually paid within 30 days of recognition. Due to the short-term nature of trade payables, their carrying amounts are considered to be the same as their fair value.

#### Non-current borrowing from credit institutions

The carrying amount of non-current borrowings is considered to be the same as their fair values, since interest payable on those borrowings is close to current market rates. These are classified at level 2 in the fair value hierarchy.

#### **Current borrowings from credit institutions**

The fair value of current borrowings is considered to be the same as the carrying amount since the interest payable on those

borrowings is either close to current market rates or the borrowings are of a short-term nature. They are classified at level 2 in the fair value hierarchy.

#### **Deferred payments**

Deferred payments are related to contractual undertakings to pay the full sum in future periods, and therefore the carrying amount is the same as the fair value. These are classified at level 2 in the fair value hierarchy.

#### Non-current borrowings from related parties

The fair values of related party borrowings are based on discounted cash flows using a current borrowing rate. They are classified at level 2 in the fair value hierarchy due to the use of unobservable inputs, including own credit risk.

#### **Current borrowings from related parties**

The fair value of current borrowings from related parties is considered to be the same as the carrying amount since the interest payable is either close to current market rates or the borrowings are of a short-term nature

#### Note 4. Earnings per share

	Q1		
TSEK	2020	2019	2019
Earnings attributable to shareholders	29,133	6,930	2,621
Weighted average numbers of outstanding shares:			
Basic	97,670,567	44,724,680	84,434,095
Diluted	97,997,733	44,724,680	84,761,261
Earnings per share, basic, SEK	0.30	0.15	0.03
Earnings per share, after dilution, SEK	0.30	0.15	0.03

Earnings per share before and after dilution is affected by the incentive program for the employees. The formula for calculating earnings per share: earnings per share = (total profit for the

period – dividend on preference shares)/average number of outstanding common shares.

#### Note 5. Segment reporting and disaggregated revenue

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker. The CEO has been identified as the chief operating decision maker and assesses the financial performance and position of the Group and makes strategic decisions. Within Karnov Group, operating segments are defined by geography and are monitored down to

EBIT level. Below EBIT level and on balance sheet and cash flow statements the assessment of financial performance and position is conducted entirely on Group level. Karnov's business operations are media independent and the Company monitors the overall net sales distribution trend between online and offline products at Group level.

	Denm	ark	Swe	den	Total		
TSEK	Q1	Q1 Q1			Q1	Q1	
	2020	2019	2020	2019	2020	2019	2019
Online					152,530	140,096	581,673
Offline					59,431	64,835	175,414
Total net sales	112,928	108,946	99,033	95,985	211,961	204,931	757,087
EBITDA	49,917	38,756	48,368	40,651	98,285	79,407	251,292
EBITA	48,012	36,920	40,206	30,581	88,218	67,501	205,975
EBIT	31,754	21,328	19,506	15,738	51,261	37,066	80,181
Net financial items					-15,713	-25,945	-69,984
Profit before tax					35,548	11,121	3,095
Income tax expenses					-6,464	-3,269	385
Net result					29,084	7,852	3,480

#### Note 6. Alternative performance measures

Karnov's financial statements include alternative performance measures, which complement the measures that are defined or specified in applicable rules for financial reporting. Alternative performance measures are presented since, in their context, they provide clearer or more in-depth information than the measures defined in applicable rules for financial reporting. The alternative

performance measures are derived from the Group's consolidated financial reporting and are not measured in accordance with IFRS.

Karnov's definition of these measures, which are not described under IFRS, is provided in the section Financial definitions. Reconciliation of the alternative performance measures is presented below.

Total net sales	Q1	Jan-Dec	
TSEK	2020	2019	2019
Organic business	209,652	200,350	743,861
Acquired business	-	-	-
Currency	2,309	4,581	13,226
Total net sales	211,961	204,931	757,087
Total net sales split, %	Q1		Jan-Dec
TSEK	2020	2019	2019
Organic growth, %	2.3%	3.2%	4.0%
Acquired growth, %	-	-	-
Currency effect, %	1.1%	2.3%	1.8%
Total growth, %	3.4%	5.5%	5.8%

Group	Q1		Jan-Dec
TSEK	2020	2019	2019
Net sales	211,961	204,931	757,087
EBITDA	98,285	79,407	251,292
EBITDA margin, %	46.4%	38.7%	33.2%
Items affecting comparability	-	17,830	72,655
Adjusted EBITDA	98,285	97,237	323,947
Adjusted EBITDA margin, %	46.4%	47.4%	42.8%
Depreciations and amortisations	-10,067	-11,906	-45,317
EBITA	88,218	67,501	205,975
EBITA margin, %	41.6%	32.9%	27.2%
Adjusted EBITA	88,218	85,331	278,630
Adjusted EBITA margin, %	41.6%	41.6%	36.8%
Amortisation (acquisitions)	-36,957	-30,435	-125,794
EBIT	51,261	37,066	80,181
Denmark	Q1		Jan-Dec
<b>Denmark</b> TSEK	Q1 2020	2019	Jan-Dec 2019
TSEK	2020	2019	2019
TSEK Net sales	2020 112,928	2019 108,946	2019
TSEK Net sales EBITDA	2020 112,928 49,917	2019 108,946 38,756	2019 420,656 131,396
TSEK  Net sales  EBITDA  EBITDA margin, %	2020 112,928 49,917	2019 108,946 38,756 35.6%	2019 420,656 131,396 31.2%
TSEK  Net sales  EBITDA  EBITDA margin, %  Items affecting comparability	2020 112,928 49,917 44.2%	2019 108,946 38,756 35.6% 7,563	2019 420,656 131,396 31.2% 41,675
TSEK  Net sales  EBITDA  EBITDA margin, %  Items affecting comparability  Adjusted EBITDA	2020 112,928 49,917 44.2%	2019 108,946 38,756 35.6% 7,563 46,319	2019 420,656 131,396 31.2% 41,675 173,071
TSEK  Net sales  EBITDA  EBITDA margin, %  Items affecting comparability  Adjusted EBITDA  Adjusted EBITDA	2020 112,928 49,917 44.2% - 49,917 44.2%	2019 108,946 38,756 35.6% 7,563 46,319 42.5%	2019 420,656 131,396 31.2% 41,675 173,071 41.1%
TSEK  Net sales  EBITDA  EBITDA margin, %  Items affecting comparability  Adjusted EBITDA  Adjusted EBITDA margin, %  Depreciations and amortisations	2020 112,928 49,917 44.2% - 49,917 44.2% -1,905	2019 108,946 38,756 35.6% 7,563 46,319 42.5%	2019 420,656 131,396 31.2% 41,675 173,071 41.1%
TSEK  Net sales  EBITDA  EBITDA margin, %  Items affecting comparability  Adjusted EBITDA  Adjusted EBITDA margin, %  Depreciations and amortisations  EBITA	2020 112,928 49,917 44.2% - 49,917 44.2% -1,905	2019 108,946 38,756 35.6% 7,563 46,319 42.5% -1,836 36,920	2019 420,656 131,396 31.2% 41,675 173,071 41.1% -7,881 123,515
TSEK  Net sales  EBITDA  EBITDA margin, %  Items affecting comparability  Adjusted EBITDA  Adjusted EBITDA margin, %  Depreciations and amortisations  EBITA  EBITA margin, %	2020 112,928 49,917 44.2% - 49,917 44.2% -1,905 48,012 42.5%	2019 108,946 38,756 35.6% 7,563 46,319 42.5% -1,836 36,920 33.9%	2019 420,656 131,396 31.2% 41,675 173,071 41.1% -7,881 123,515 29.4%
TSEK  Net sales  EBITDA  EBITDA margin, %  Items affecting comparability  Adjusted EBITDA  Adjusted EBITDA margin, %  Depreciations and amortisations  EBITA  EBITA margin, %  Adjusted EBITA	2020 112,928 49,917 44.2% 	2019 108,946 38,756 35.6% 7,563 46,319 42.5% -1,836 36,920 33.9% 44,483	2019 420,656 131,396 31.2% 41,675 173,071 41.1% -7,881 123,515 29.4% 165,189

tet sales 99,033 95,985 336,43 BITDA 48,368 40,651 119,89 BITDA 48,368 40,651 119,89 BITDA margin, % 48,89 42,4% 35,69 arms affecting comparability - 10,267 30,98 djusted EBITDA 48,368 50,918 150,87 djusted EBITDA margin, % 48,89 53,0% 44,89 epreciations and amortisations -8,162 -10,070 -37,43 BITA 40,206 30,581 82,46 BITA margin, % 40,606 30,581 82,46 BITA margin, % 40,606 31,99 24,59 djusted EBITA 40,206 40,848 113,44 djusted EBITA 40,206 40,848 113,44 djusted EBITA 40,206 40,848 113,44 djusted EBITA margin, % 40,606 42,606 33,79 32,73 arms arms arms arms arms arms arms arms	Sweden	Q1	Q1		
### BITDA	TSEK	2020	2019	2019	
### ### ### ### ### ### ### ### ### ##	Net sales	99,033	95,985	336,431	
### ### ### ### ### ### ### ### ### ##	EBITDA	48,368	40,651	119,896	
	BITDA margin, %	48.8%	42.4%	35.6%	
### distance of the properties	eems affecting comparability	-	10,267	30,980	
epreciations and amortisations	djusted EBITDA	48,368	50,918	150,876	
BITA 40,206 30,581 82,465 BITA margin, % 40.6% 31.9% 24.59 djusted EBITA document and the second	djusted EBITDA margin, %	48.8%	53.0%	44.8%	
### ### ### ### ### ### ### ### ### ##	epreciations and amortisations	-8,162	-10,070	-37,435	
dijusted EBITA   40,206   40,848   113,444     dijusted EBITA margin, %   40,6%   42,6%   33,78     mortisation (acquisitions)   -20,700   -14,843   -67,23     BIT   19,506   15,738   15,22     eturn on capital     EEK   31 Mar 2020   31 Mar 2019   31 Dec 2019     BIT   51,261   37,066   80,181     abal assets   31,785,350   3,368,361   3,398,657     eturn on capital, %   1.4%   1.1%   2.4%     et working capital     EEK   31 Mar 2020   31 Mar 2019   31 Dec 2019     eturnent assets   592,375   276,906   349,449     urrent assets   592,375   276,906   349,449     urrent assets   592,375   276,906   349,449     urrent iabilities   984,355   763,081   754,781     et working capital   391,980   486,175   -405,332     ash conversion	BITA	40,206	30,581	82,461	
	BITA margin, %	40.6%	31.9%	24.5%	
### Part	djusted EBITA	40,206	40,848	113,441	
Section on capital   Section	djusted EBITA margin, %	40.6%	42.6%	33.7%	
Sturm on capital   Starm on ca	nortisation (acquisitions)	-20,700	-14,843	-67,237	
SEK         31 Mar 2002         31 Mar 2019         31 Dec 2019           BIT         51,261         37,066         80,181           botal assets         3,785,350         3,368,361         3,398,657           eturn on capital, %         1.4%         1.1%         2.4%           et working capital         31 Mar 2002         31 Mar 2019         31 Dec 2019           surrent assets         592,375         276,906         349,449           surrent liabilities         984,355         763,081         754,781           et working capital         -391,980         -486,175         -405,332           ash conversion         Q1         Jan-Dec           EK         2020         2019         2019           djusted EBITDA         98,285         97,237         323,947           ash flow from operating activities         166,281         130,236         137,276           atterest paid         4,907         14,458         31,878           acome tax paid         11,671         8,101         58,049           ems affecting comparability         -17,830         72,655           apex related to new product development         -12,511         -7,241         -12,975           djusted cash flow from	віт	19,506	15,738	15,224	
BIT         51,261         37,066         80,181           botal assets         3,785,350         3,368,361         3,398,657           eturn on capital, %         1.4%         1.1%         2.4%           et working capital           SEK         31 Mar 2002         31 Mar 2019         31 Dec 2019           urrent assets         592,375         276,906         349,449           urrent liabilities         984,355         763,081         754,781           et working capital         391,980         -486,175         -405,332           ash conversion         Q1         Jan-Dec           EEK         2020         2019         2019           djusted EBITDA         98,285         97,237         323,947           ash flow from operating activities         166,281         130,236         137,276           atterest paid         4,907         14,458         31,878           accome tax paid         11,671         8,101         58,049           ems affecting comparability         -         17,830         72,655           apex related to new product development         -12,511         -7,241         -12,975           djusted cash flow from operating activities         170,348	eturn on capital				
	SEK	31 Mar 2020	31 Mar 2019	31 Dec 2019	
eturn on capital, %         1.4%         1.1%         2.4%           et working capital         SEK         31 Mar 2019         31 Dec 2019           urrent assets         592,375         276,906         349,449           urrent liabilities         984,355         763,081         754,781           et working capital         391,980         -486,175         -405,332           assh conversion         Q1         Jan-Dec           EEK         2020         2019         2019           dijusted EBITDA         98,285         97,237         323,947           ash flow from operating activities         166,281         130,236         137,276           acterest paid         4,907         14,458         31,878           actome tax paid         11,671         8,101         58,049           actome tax paid         11,671         8,101         58,049           actome tax paid         11,671         7,241         7,255           actome tax paid         17,330         72,655           actome tax paid         17,801         7,245         7,245           actome tax paid         17,802         7,245         7,247         7,247         7,247	BIT	51,261	37,066	80,181	
tet working capital  SEK 31 Mar 2020 31 Mar 2019 31 Dec 2019  Urrent assets 592,375 276,906 349,449  Urrent liabilities 984,355 763,081 754,781  et working capital -391,980 -486,175 -405,332  ash conversion  SEK 2020 2019 2019  djusted EBITDA 98,285 97,237 323,947  ash flow from operating activities 166,281 130,236 137,276  atterest paid 4,907 14,458 31,878  accome tax paid 11,671 8,101 58,049  ems affecting comparability - 17,830 72,655  apex related to new product development 12,511 -7,241 -12,975  djusted cash flow from operating activities 170,348 163,384 286,883	otal assets	3,785,350	3,368,361	3,398,657	
SEK         31 Mar 2020         31 Mar 2019         31 Dec 2019           urrent assets         592,375         276,906         349,449           urrent liabilities         984,355         763,081         754,781           et working capital         -391,980         -486,175         -405,332           SEK         2020         2019         2019           objusted EBITDA         98,285         97,237         323,947           ash flow from operating activities         166,281         130,236         137,276           active st paid         4,907         14,458         31,878           active st paid         11,671         8,101         58,049           erns affecting comparability         -         17,830         72,655           apex related to new product development         -12,511         -7,241         -12,975           djusted cash flow from operating activities         170,348         163,384         286,883	eturn on capital, %	1.4%	1.1%	2.4%	
turrent assets         592,375         276,906         349,449           turrent liabilities         984,355         763,081         754,781           et working capital         -391,980         -486,175         -405,332           ash conversion         Q1         Jan-Dec           SEK         2020         2019         2019           djusted EBITDA         98,285         97,237         323,947           ash flow from operating activities         166,281         130,236         137,276           acterest paid         4,907         14,458         31,878           accome tax paid         11,671         8,101         58,049           ems affecting comparability         -         17,830         72,655           apex related to new product development         -12,511         -7,241         -12,975           djusted cash flow from operating activities         170,348         163,384         286,883	let working capital				
turrent liabilities         984,355         763,081         754,781           et working capital         -391,980         -486,175         -405,332           ash conversion         Q1         Jan-Dec           SEK         2020         2019         2019           djusted EBITDA         98,285         97,237         323,947           ash flow from operating activities         166,281         130,236         137,276           acterest paid         4,907         14,458         31,878           accome tax paid         11,671         8,101         58,049           ems affecting comparability         -         17,830         72,655           apex related to new product development         -12,511         -7,241         -12,975           djusted cash flow from operating activities         170,348         163,384         286,883	SEK	31 Mar 2020	31 Mar 2019	31 Dec 2019	
et working capital         -391,980         -486,175         -405,332           ash conversion         Q1         Jan-Dec           SEK         2020         2019         2019           djusted EBITDA         98,285         97,237         323,947           ash flow from operating activities         166,281         130,236         137,276           atterest paid         4,907         14,458         31,878           accome tax paid         11,671         8,101         58,049           ems affecting comparability         -         17,830         72,655           apex related to new product development         -12,511         -7,241         -12,975           djusted cash flow from operating activities         170,348         163,384         286,883	urrent assets	592,375	276,906	349,449	
ash conversion           Q1         Jan-Dec           SEK         2020         2019         2019           djusted EBITDA         98,285         97,237         323,947           ash flow from operating activities         166,281         130,236         137,276           atterest paid         4,907         14,458         31,878           accome tax paid         11,671         8,101         58,049           ems affecting comparability         -         17,830         72,655           apex related to new product development         -12,511         -7,241         -12,975           djusted cash flow from operating activities         170,348         163,384         286,883	urrent liabilities	984,355	763,081	754,781	
SEK         Q1         Jan-Dec           SEK         2020         2019         2019           djusted EBITDA         98,285         97,237         323,947           ash flow from operating activities         166,281         130,236         137,276           aterest paid         4,907         14,458         31,878           accome tax paid         11,671         8,101         58,049           ems affecting comparability         -         17,830         72,655           apex related to new product development         -12,511         -7,241         -12,975           djusted cash flow from operating activities         170,348         163,384         286,883	et working capital	-391,980	-486,175	-405,332	
SEK         2020         2019         2019           djusted EBITDA         98,285         97,237         323,947           ash flow from operating activities         166,281         130,236         137,276           atterest paid         4,907         14,458         31,878           accome tax paid         11,671         8,101         58,049           ems affecting comparability         -         17,830         72,655           apex related to new product development         -12,511         -7,241         -12,975           djusted cash flow from operating activities         170,348         163,384         286,883	ash conversion				
djusted EBITDA         98,285         97,237         323,947           ash flow from operating activities         166,281         130,236         137,276           atterest paid         4,907         14,458         31,878           accome tax paid         11,671         8,101         58,049           ems affecting comparability         -         17,830         72,655           apex related to new product development         -12,511         -7,241         -12,975           djusted cash flow from operating activities         170,348         163,384         286,883		-			
ash flow from operating activities 166,281 130,236 137,276 terest paid 4,907 14,458 31,878 accome tax paid 11,671 8,101 58,049 tems affecting comparability - 17,830 72,655 apex related to new product development -12,511 -7,241 -12,975 djusted cash flow from operating activities 170,348 163,384 286,883	SEK	2020	2019	2019	
terest paid 4,907 14,458 31,878 come tax paid 11,671 8,101 58,049 ems affecting comparability - 17,830 72,655 apex related to new product development -12,511 -7,241 -12,975 djusted cash flow from operating activities 170,348 163,384 286,883	djusted EBITDA	98,285	97,237	323,947	
the come tax paid 11,671 8,101 58,049 ems affecting comparability - 17,830 72,655 apex related to new product development -12,511 -7,241 -12,975 djusted cash flow from operating activities 170,348 163,384 286,883	ash flow from operating activities	166,281	130,236	137,276	
ems affecting comparability - 17,830 72,655 apex related to new product development -12,511 -7,241 -12,975 djusted cash flow from operating activities 170,348 163,384 286,883	nterest paid	4,907	14,458	31,878	
apex related to new product development -12,511 -7,241 -12,975  djusted cash flow from operating activities 170,348 163,384 286,883	ncome tax paid	11,671	8,101	58,049	
djusted cash flow from operating activities 170,348 163,384 286,883	tems affecting comparability	-	17,830	72,655	
	Capex related to new product development	-12,511	-7,241	-12,975	
ash conversion, % 173.3% 168.0% 88.6%	djusted cash flow from operating activities	170,348	163,384	286,883	
	Cash conversion, %	173.3%	168.0%	88.6%	

#### Net debt

TSEK	31 Mar 2020	31 Mar 2019	31 Dec 2019
Non-current borrowing from credit institutions	865,425	1,392,006	838,317
Non-current borrowings from related parties	-	224,158	-
Current borrowing from credit institutions	383,730	100,836	75,000
Current borrowing from related parties	-	46,028	-
Cash and cash equivalents	493,933	144,810	52,008
Net debt	755,222	1,618,218	861,309
Leverage ratio			
TSEK	31 Mar 2020	31 Mar 2019	31 Dec 2019
Adjusted EBITDA LTM	324,997	305,179	323,947
Net debt	755,222	1,618,218	861,309
Leverage ratio	2.3	5.3	2.7
Equity/asset ratio			
TSEK	31 Mar 2020	31 Mar 2019	31 Dec 2019
Equity	1,618,794	643,413	1,526,769
Total assets	3,785,350	3,368,361	3,398,657
Equity/asset ratio, %	42.8%	19.1%	44.9%

## Quarterly overview

TSEK         2000         2019         2019         2019         2019           Income statement         Income statement         Income statement         Income statement         Income statement         2011/961         189,183         189,533         173,440         20,497           EBITDA         38,285         49,896         99,787         42,203         79,407           EBITA margin,%         46,4%         26,4%         42,1%         24,23%         38,7%           EBITA margin,%         41,6%         20,6%         69,5%         17,6%         23,9%           Adjusted EBITA margin,%         41,6%         20,4%         38,9%         34,7%         41,6%           EBIT         31,10         31,14         38,9%         34,7%         41,6%           EBIT margin %         42,2%         3,0%         20,0%         5-56         60,123         85,31           Not result         29,084         7,838         32,09         45,822         2-5,95           Balance shet         20,00         3,132,158         3,114,226         3,091,50           Current assets         3,192,75         3,049,208         3,132,158         3,114,226         3,091,50           Cash and cash equivalents		Q1	Q4	Q3	Q2	Q1
Net sales         211,961         189,183         189,533         173,402         29,407           EBITDA         98,285         99,896         97,877         42,203         79,407           EBITDA margin, %         46,484         26,484         42,115         24,338         38,782           EBITA margin, %         41,686         38,2218         88,9422         93,756         600,123         85,331           Adjusted EBITA margin, %         41,686         31,489         37,756         600,123         85,331           Adjusted EBITA margin, %         41,686         3,149         37,756         600,123         85,331           Adjusted EBITA margin, %         41,686         3,149         3,709         3,475         60,123         85,331           Net fill margin %         24,287         3,08         20,00         45,822         25,945           Net result         29,084         7,838         5,805         45,822         25,945           Net result         3,102,188         3,102,158         3,114,226         3,091,455           Current assets         3,192,975         3,049,208         3,114,226         3,091,455           Current assets         59,2375         349,449         191,354	TSEK	2020	2019	2019	2019	2019
EBITDA         98,285         49,896         79,787         42,203         79,407           EBITDA margin, %         46,4%         26,4%         42,1%         24,3%         38,7%           EBITA margin, %         41,6%         20,6%         36,5%         17,6%         32,9%           Adjusted EBITA margin, %         41,6%         30,4%         38,3%         34,7%         41,6%           Adjusted EBITA margin, %         41,6%         31,4%         38,9%         34,7%         41,6%           EBIT, margin %         41,6%         5,007         37,969         -560         37,066           EBIT, margin %         24,2%         3,0%         32,09         -560         37,066           EBIT, margin %         24,2%         3,0%         32,09         -560         37,066           EBIT, margin %         24,2%         3,0%         32,09         -45,822         225,95           Net result         29,084         7,838         3,20,33         24,303         7,852           Balance sheet         31,92,975         3,049,208         3,132,158         3,114,226         3,091,455           Current assets         31,92,975         3,049,409         191,352         24,392         226,992         <	Income statement					
EBITDA margin, %         46.4%         26.4%         42.1%         24.3%         38.7%           EBITA         88,218         38,912         69.106         30,458         67,501           EBITA margin, %         41.6%         20.6%         36.5%         17.6%         32.9%           Adjusted EBITA margin, %         41.6%         31.4%         38.9%         44.7%         61.123         88,318           EBIT, margin %         41.6%         31.4%         38.9%         44.7%         41.6%           EBIT, margin %         24.2%         3.0%         20.0%         -5.60         37.066           EBIT, margin %         24.2%         3.0%         20.0%         -0.3%         18.1%           Net result         29,984         7.88         2-5.90         -45,822         -25,945           Net result         29,984         7.88         3.2,093         -44,303         7,852           Palance shet         20.00         3.132,195         3,14,226         3,091,455           Current assets         592,375         3.049,499         191,354         224.392         276,906           Cash and cash equivalents         493,933         52,008         38,180         78,092         14,810	Net sales	211,961	189,183	189,533	173,440	204,931
EBITA         88,218         38,912         69,106         30,458         67,501           EBITA margin,%         41,6%         20,6%         36,5%         17,6%         32,9%           Adjusted EBITA margin,%         41,6%         20,6%         36,5%         17,6%         32,9%           Adjusted EBITA margin,%         41,6%         31,4%         38,9%         34,7%         41,6%           EBIT, margin,%         41,6%         3,0%         20,0%         -560         37,066           EBIT, margin,%         24,2%         3,0%         20,0%         -0.3%         18,1%           Net result         29,084         7,838         -5,805         -45,822         -25,945           Net result         29,084         7,838         3,20,93         -44,303         7,852           Balance sheet         81         20,904         7,838         3,12,158         3,114,226         3,091,455           Current assets         592,375         3,049,408         3,132,158         3,114,226         3,091,455           Cash and cash equivalents         493,933         5,208         3,182,158         3,114,226         3,091,455           Cash and cash equivalents         493,835         754,781         1,526,769	EBITDA	98,285	49,896	79,787	42,203	79,407
EBITA margin,%         41.6%         20.6%         36.5%         17.6%         32.9%           Adjusted EBITA         88,218         59,422         73,756         60,123         85,331           Adjusted EBITA margin,%         41.6%         31.4%         38.9%         34.7%         41.6%           EBIT         51,261         5,070         37.969         5.00         37.066           EBIT, margin %         24.2%         3.0%         20.0%         -0.3%         18.1%           Net financial items         -15,713         7,588         5,805         -45,822         -25,945           Net result         29,084         7,838         32,093         -44,303         7,852           Balance sheet           Non-current assets         3,192,975         33,049,208         31,132,158         3,114,226         3,091,455           Current assets         31,92,375         349,499         191,334         224,392         276,906           Cash and cash equivalents         493,933         52,008         38,180         7,972,239         144,810           Equity         1,618,794         1,526,769         1,549,329         1,497,238         61,418           Non-current liabilities         1,618,794<	EBITDA margin, %	46.4%	26.4%	42.1%	24.3%	38.7%
Adjusted EBITA         88,218         59,422         73,756         60,123         85,331           Adjusted EBITA margin,%         41.6%         31.4%         38.9%         34.7%         41.6%           EBIT         51,261         5,707         37,969         -560         37,066           EBIT, margin %         24.2%         3.0%         20.0%         -0.3%         18.1%           Net financial items         -15,713         7,588         32,093         44,303         7,852           Net result         29,084         7,838         32,093         44,303         7,852           Balance sheet         31,92,975         3,049,208         3,132,158         3,114,226         3,091,455           Current assets         592,375         349,449         191,354         224,392         276,906           Cash and cash equivalents         493,933         52,008         38,180         78,092         144,810           Equity         1,618,794         1,526,769         1,549,329         1,497,238         643,413           Non-current liabilities         3,182,201         1,117,107         1,185,611         1,183,305         1,961,867           Current isasets         3,083,363         3,885,35         754,781	EBITA	88,218	38,912	69,106	30,458	67,501
Adjusted EBITA margin,% 41.6% 51,261 5,707 33,969 5.60 37,066 EBIT, margin % 24.2% 3.0% 20.0% -0.3% 18.1% Net financial items 15,751 75,881 5.805 20.0% -0.3% 18.1% Net financial items 15,751 75,881 5.805 20.0% -0.3% 18.1% Net result 29,084 7,838 5.805 20.0% -0.3% 27,852 25,945 Net result 29,084 7,838 32,093 24,303 27,852 25,945 Net result 29,084 8 7,838 32,093 24,303 27,852 25,945 Net result 29,084 20,085	EBITA margin, %	41.6%	20.6%	36.5%	17.6%	32.9%
EBIT         51,261         5,707         37,969         -560         37,066           EBIT, margin %         24.2%         3.0%         20.0%         -0.3%         18.1%           Net financial items         -15,713         7,588         -5,805         -45,822         -25,945           Net result         29,084         7,838         32,093         -44,303         7,852           Balance sheet           Non-current assets         3,192,975         3,049,208         3,132,158         3,114,226         3,091,455           Current assets         592,375         349,449         191,354         224,392         276,906           Cash and cash equivalents         493,933         52,008         38,180         78,092         144,810           Equity         1,618,794         1,526,769         1,549,329         1,497,228         643,413           Non-current liabilities         1,818,201         1,118,107         1,185,611         1,183,05         1,961,867           Current liabilities         9,84,355         754,781         588,572         658,075         763,081           Total assets         160 m from operating activities         166,281         51,217         1-18,931         -19,251         130,236	Adjusted EBITA	88,218	59,422	73,756	60,123	85,331
EBIT, margin %         24.2%         3.0%         20.0%         -0.3%         18.1%           Net financial items         -15,713         7,588         -5,805         -45,822         -25,945           Net result         29,084         7,838         32,093         -44,303         7,852           Balance sheet           Non-current assets         3,192,975         3,049,208         3,132,158         3,114,226         3,091,455           Current assets         592,375         349,449         191,354         224,392         276,906           Cash and cash equivalents         493,933         52,008         38,180         78,092         144,810           Equity         1,182,201         1,17,107         1,181,302         1,497,238         643,413           Non-current liabilities         1,882,201         1,117,107         1,181,302         1,497,232         643,813           Current liabilities         984,355         754,781         588,572         658,075         763,081           Current liabilities         3,785,350         3,398,657         3,333,612         333,861         336,861           Current liabilities         1,612,201         1,11,107         1,181,11         1,11,107         1,11,107 <td>Adjusted EBITA margin, %</td> <td>41.6%</td> <td>31.4%</td> <td>38.9%</td> <td>34.7%</td> <td>41.6%</td>	Adjusted EBITA margin, %	41.6%	31.4%	38.9%	34.7%	41.6%
Net financial items         -15,713         7,588         -5,805         -45,822         -25,945           Net result         29,084         7,838         32,093         -44,303         7,852           Balance sheet         Non-current assets         3,192,975         3,049,208         3,132,158         3,114,226         3,091,455           Current assets         592,375         349,449         191,354         224,392         276,906           Cash and cash equivalents         493,933         52,008         38,180         78,092         144,810           Equity         1,618,794         1,526,769         1,549,329         1,497,238         643,413           Non-current liabilities         1,182,201         1,117,107         1,185,611         1,183,305         1,961,867           Current liabilities         984,355         754,781         588,572         658,075         763,081           Total assets         166,281         51,217         -18,931         -19,251         130,236           Cash flow from operating activities         166,281         51,217         -18,931         -19,251         130,236           Cash flow from financing activities         304,577         -13,933         -1,056         4,486         -4,672	EBIT	51,261	5,707	37,969	-560	37,066
Net result         29,084         7,838         32,093         24,303         7,852           Balance sheet         Non-current assets         3,192,975         3,049,208         3,132,158         3,114,226         3,091,455           Current assets         592,375         349,449         191,354         224,392         276,906           Cash and cash equivalents         493,933         5,008         38,180         78,092         144,810           Equity         1,618,794         1,526,769         1,549,329         1,497,238         643,413           Non-current liabilities         1,182,201         1,117,107         1,185,611         1,183,305         1,961,867           Current liabilities         3,785,350         3,398,657         3,23,512         3,338,618         3,68,361           Total assets         3,785,350         3,398,657         3,23,512         3,338,618         3,68,361           Cash flow from porating activities         166,281         51,217         -18,931         -19,251         130,236           Cash flow from Investing activities         31,181         -25,271         -26,427         -38,852         -180,265           Cash flow from Investing activities         31,457         13,933         -1,056<	EBIT, margin %	24.2%	3.0%	20.0%	-0.3%	18.1%
Balance sheet           Non-current assets         3,192,975         3,049,208         3,132,158         3,114,226         3,091,455           Current assets         592,375         349,449         191,354         224,392         276,906           Cash and cash equivalents         493,933         52,008         38,180         78,092         144,810           Equity         1,618,794         1,526,769         1,549,329         1,497,238         643,413           Non-current liabilities         1,182,201         1,117,107         1,185,611         1,183,305         1,961,867           Current liabilities         984,355         754,781         588,572         658,075         763,081           Total assets         3,785,350         3,398,657         3,235,122         3,338,618         3,683,61           Cash flow           Cash flow from operating activities         166,281         51,217         -18,931         -19,251         130,236           Cash flow from Investing activities         31,181         -25,271         -26,427         38,852         -180,265           Cash flow from financing activities         304,577         11,933         -1,056         4,486         -4,672           Cash flow from the per	Net financial items	-15,713	7,588	-5,805	-45,822	-25,945
Non-current assets         3,192,975         3,049,208         3,132,158         3,114,226         3,091,455           Current assets         592,375         349,449         191,354         224,392         276,906           Cash and cash equivalents         493,933         52,008         38,180         78,092         144,810           Equity         1,618,794         1,526,769         1,549,329         1,497,238         643,413           Non-current liabilities         1,182,201         1,117,107         1,185,611         1,183,305         1,961,867           Current liabilities         984,355         754,781         588,572         658,075         763,081           Total assets         3,785,350         3,398,657         3,323,512         3338,618         3,683,61           Cash flow           Cash flow from operating activities         166,281         51,217         -18,931         -19,251         130,236           Cash flow from linecting activities         304,577         -13,933         -1,056         4,466         -4,672           Cash flow for the period         439,677         12,012         -46,414         -53,618         -54,701           Key ratios           Net working capital <td< td=""><td>Net result</td><td>29,084</td><td>7,838</td><td>32,093</td><td>-44,303</td><td>7,852</td></td<>	Net result	29,084	7,838	32,093	-44,303	7,852
Current assets         592,375         349,449         191,354         224,392         276,906           Cash and cash equivalents         493,933         52,008         38,180         78,092         144,810           Equity         1,618,794         1,526,769         1,549,329         1,497,238         643,413           Non-current liabilities         1,182,201         1,117,107         1,185,611         1,183,305         1,961,867           Current liabilities         984,355         754,781         588,572         658,075         763,081           Total assets         3,785,350         3,398,657         3,323,512         3,338,618         3,368,361           Cash flow           Cash flow from operating activities         166,281         51,217         -18,931         -19,251         130,236           Cash flow from Investing activities         31,181         -25,271         -26,427         -38,852         -180,265           Cash flow from Einancing activities         304,577         -13,933         -1,056         4,486         -4,672           Cash flow from Einancing activities         39,677         12,012         -46,414         -53,618         -54,701           Key ratios         1,20         1,	Balance sheet					
Cash and cash equivalents       493,933       52,008       38,180       78,092       144,810         Equity       1,618,794       1,526,769       1,549,329       1,497,238       643,413         Non-current liabilities       1,182,201       1,117,107       1,185,611       1,183,305       1,961,867         Current liabilities       984,355       754,781       588,572       658,075       763,081         Total assets       3,785,350       3,398,657       3,323,512       3,338,618       3,368,361         Cash flow         Cash flow from poerating activities       166,281       51,217       -18,931       -19,251       130,236         Cash flow from linvesting activities       341,811       -25,271       -26,427       -38,852       -180,265         Cash flow from financing activities       304,577       -13,933       -1,056       4,486       -4,672         Cash flow for the period       439,677       12,012       -46,414       -53,618       -54,701         Key ratios         Net working capital       -391,980       -405,332       -397,218       -433,684       -486,175         Return on capital, %       1,4%       0,2%       1,4       0,0%       1,1%	Non-current assets	3,192,975	3,049,208	3,132,158	3,114,226	3,091,455
Equity         1,618,794         1,526,769         1,549,329         1,497,238         643,413           Non-current liabilities         1,182,201         1,117,107         1,185,611         1,183,305         1,961,867           Current liabilities         984,355         754,781         588,572         658,075         763,081           Total assets         3,785,350         3,398,657         3,323,512         3,338,618         3,368,361           Cash flow         Cash flow from operating activities         166,281         51,217         -18,931         -19,251         130,236           Cash flow from Investing activities         31,181         -25,271         -26,427         -38,852         -180,265           Cash flow from financing activities         304,577         -13,933         -1,056         4,486         -4,672           Cash flow for the period         439,677         12,012         -46,414         -53,618         -54,701           Key ratios           Net working capital         -391,980         -405,332         -397,218         -433,684         -486,175           Return on capital, %         1,4%         0.2%         1.1%         0.0%         1.1%           Cash conversion, %         173,3%         155.5	Current assets	592,375	349,449	191,354	224,392	276,906
Non-current liabilities         1,182,201         1,117,107         1,185,611         1,183,305         1,961,867           Current liabilities         984,355         754,781         588,572         658,075         763,081           Total assets         3,785,350         3,398,657         3,323,512         3,338,618         3,368,361           Cash flow         Cash flow from operating activities         166,281         51,217         -18,931         -19,251         130,236           Cash flow from Investing activities         -31,181         -25,271         -26,427         -38,852         -180,265           Cash flow from financing activities         304,577         -13,933         -1,056         4,486         -4,672           Cash flow for the period         439,677         12,012         -46,414         -53,618         -54,701           Key ratios           Net working capital         -391,980         -405,332         -397,218         -433,684         -486,175           Return on capital, %         1.4%         0.2%         1.1%         0.0%         1.1%           Cash conversion, %         173,333         155.5%         2.3%         25.2%         168.0%           Net debt         755,222         861,309	Cash and cash equivalents	493,933	52,008	38,180	78,092	144,810
Current liabilities       984,355       754,781       588,572       658,075       763,081         Total assets       3,785,350       3,398,657       3,323,512       3,338,618       3,368,361         Cash flow         Cash flow from operating activities       166,281       51,217       -18,931       -19,251       130,236         Cash flow from Investing activities       -31,181       -25,271       -26,427       -38,852       -180,265         Cash flow for the period       439,677       -13,933       -1,056       4,486       -4,672         Cash flow for the period       439,677       12,012       -46,414       -53,618       -54,701         Key ratios         Net working capital       -391,980       -405,332       -397,218       -433,684       -486,175         Return on capital, %       1.4%       0.2%       1.1%       0.0%       1.1%         Equity/asset ratio, %       42.8%       44.9%       46.6%       44.8%       19.1%         Cash conversion, %       173.3%       155.5%       2.3%       25.2%       168.0%         Net debt       755,222       861,309       891,880       840,527       1,618,218         Share data: <td>Equity</td> <td>1,618,794</td> <td>1,526,769</td> <td>1,549,329</td> <td>1,497,238</td> <td>643,413</td>	Equity	1,618,794	1,526,769	1,549,329	1,497,238	643,413
Cash flow       Cash flow From operating activities       166,281       51,217       -18,931       -19,251       130,236         Cash flow from perating activities       166,281       51,217       -18,931       -19,251       130,236         Cash flow from Investing activities       -31,181       -25,271       -26,427       -38,852       -180,265         Cash flow for the period       439,677       -13,933       -1,056       4,486       -4,672         Cash flow for the period       439,677       12,012       -46,414       -53,618       -54,701         Key ratios         Net working capital       -391,980       -405,332       -397,218       -433,684       -486,175         Return on capital, %       1.4%       0.2%       1.1%       0.0%       1.1%         Equity/asset ratio, %       42.8%       44.9%       46.6%       44.8%       19.1%         Cash conversion, %       173.3%       155.5%       2.3%       25.2%       168.0%         Net debt       755,222       861,309       891,880       71,197,461       44,724,680         Basic       97,670,567       97,670,567       80,021,938       71,197,461       44,724,680 <td>Non-current liabilities</td> <td>1,182,201</td> <td>1,117,107</td> <td>1,185,611</td> <td>1,183,305</td> <td>1,961,867</td>	Non-current liabilities	1,182,201	1,117,107	1,185,611	1,183,305	1,961,867
Cash flow           Cash flow from operating activities         166,281         51,217         -18,931         -19,251         130,236           Cash flow from Investing activities         -31,181         -25,271         -26,427         -38,852         -180,265           Cash flow from financing activities         304,577         -13,933         -1,056         4,486         -4,672           Cash flow for the period         439,677         12,012         -46,414         -53,618         -54,701           Key ratios           Net working capital         -391,980         -405,332         -397,218         -433,684         -486,175           Return on capital, %         1.4%         0.2%         1.1%         0.0%         1.1%           Equity/asset ratio, %         42.8%         44.9%         46.6%         44.8%         19.1%           Cash conversion, %         173.3%         155.5%         2.3%         25.2%         168.0%           Net debt         755,222         861,309         891,880         840,527         1,618,218           Share data:           Basic         97,670,567         97,670,567         80,021,938         71,197,461         44,724,680           Diluted <td>Current liabilities</td> <td>984,355</td> <td>754,781</td> <td>588,572</td> <td>658,075</td> <td>763,081</td>	Current liabilities	984,355	754,781	588,572	658,075	763,081
Cash flow from operating activities       166,281       51,217       -18,931       -19,251       130,236         Cash flow from Investing activities       -31,181       -25,271       -26,427       -38,852       -180,265         Cash flow from financing activities       304,577       -13,933       -1,056       4,486       -4,672         Cash flow for the period       439,677       12,012       -46,414       -53,618       -54,701         Key ratios         Net working capital       -391,980       -405,332       -397,218       -433,684       -486,175         Return on capital, %       1.4%       0.2%       1.1%       0.0%       1.1%         Equity/asset ratio, %       42.8%       44.9%       46.6%       44.8%       19.1%         Cash conversion, %       173.3%       155.5%       2.3%       25.2%       168.0%         Net debt       755,222       861,309       891,880       840,527       1,618,218         Share data:         Basic       97,670,567       97,670,567       80,021,938       71,197,461       44,724,680         Diluted       97,997,733       97,670,567       80,349,104       71,524,627       44,724,680	Total assets	3,785,350	3,398,657	3,323,512	3,338,618	3,368,361
Cash flow from Investing activities         -31,181         -25,271         -26,427         -38,852         -180,265           Cash flow from financing activities         304,577         -13,933         -1,056         4,486         -4,672           Cash flow for the period         439,677         12,012         -46,414         -53,618         -54,701           Key ratios           Net working capital         -391,980         -405,332         -397,218         -433,684         -486,175           Return on capital, %         1.4%         0.2%         1.1%         0.0%         1.1%           Equity/asset ratio, %         42.8%         44.9%         46.6%         44.8%         19.1%           Cash conversion, %         173.3%         155.5%         2.3%         25.2%         168.0%           Net debt         755,222         861,309         891,880         840,527         1,618,218           Share data:           Basic         97,670,567         97,670,567         80,021,938         71,197,461         44,724,680           Diluted         97,997,733         97,670,567         80,349,104         71,524,627         44,724,680	Cash flow					
Cash flow from financing activities         304,577         -13,933         -1,056         4,486         -4,672           Cash flow for the period         439,677         12,012         -46,414         -53,618         -54,701           Key ratios         Sequity of a part of a pa	Cash flow from operating activities	166,281	51,217	-18,931	-19,251	130,236
Cash flow for the period         439,677         12,012         -46,414         -53,618         -54,701           Key ratios         Net working capital         -391,980         -405,332         -397,218         -433,684         -486,175           Return on capital, %         1.4%         0.2%         1.1%         0.0%         1.1%           Equity/asset ratio, %         42.8%         44.9%         46.6%         44.8%         19.1%           Cash conversion, %         173.3%         155.5%         2.3%         25.2%         168.0%           Net debt         755,222         861,309         891,880         840,527         1,618,218           Share data:           Basic         97,670,567         97,670,567         80,021,938         71,197,461         44,724,680           Diluted         97,997,733         97,670,567         80,349,104         71,524,627         44,724,680	Cash flow from Investing activities	-31,181	-25,271	-26,427	-38,852	-180,265
Key ratios         -391,980 -405,332 -397,218 -433,684 -486,175           Return on capital, %         1.4% 0.2% 1.1% 0.0% 1.1%           Equity/asset ratio, %         42.8% 44.9% 46.6% 44.8% 19.1%           Cash conversion, %         173.3% 155.5% 2.3% 25.2% 168.0%           Net debt         755,222 861,309 891,880 840,527 1,618,218           Share data:           Basic         97,670,567 97,670,567 80,349,104 71,524,627 44,724,680           Diluted         97,997,733 97,670,567 80,349,104 71,524,627 44,724,680	Cash flow from financing activities	304,577	-13,933	-1,056	4,486	-4,672
Net working capital       -391,980       -405,332       -397,218       -433,684       -486,175         Return on capital, %       1.4%       0.2%       1.1%       0.0%       1.1%         Equity/asset ratio, %       42.8%       44.9%       46.6%       44.8%       19.1%         Cash conversion, %       173.3%       155.5%       2.3%       25.2%       168.0%         Net debt       755,222       861,309       891,880       840,527       1,618,218         Share data:         Basic       97,670,567       97,670,567       80,021,938       71,197,461       44,724,680         Diluted       97,997,733       97,670,567       80,349,104       71,524,627       44,724,680	Cash flow for the period	439,677	12,012	-46,414	-53,618	-54,701
Return on capital, %       1.4%       0.2%       1.1%       0.0%       1.1%         Equity/asset ratio, %       42.8%       44.9%       46.6%       44.8%       19.1%         Cash conversion, %       173.3%       155.5%       2.3%       25.2%       168.0%         Net debt       755,222       861,309       891,880       840,527       1,618,218         Share data:         Basic       97,670,567       97,670,567       80,021,938       71,197,461       44,724,680         Diluted       97,997,733       97,670,567       80,349,104       71,524,627       44,724,680	Key ratios					
Equity/asset ratio, %       42.8%       44.9%       46.6%       44.8%       19.1%         Cash conversion, %       173.3%       155.5%       2.3%       25.2%       168.0%         Net debt       755,222       861,309       891,880       840,527       1,618,218         Share data:         Basic       97,670,567       97,670,567       80,021,938       71,197,461       44,724,680         Diluted       97,997,733       97,670,567       80,349,104       71,524,627       44,724,680	Net working capital	-391,980	-405,332	-397,218	-433,684	-486,175
Cash conversion, %  Net debt  173.3% 155.5% 2.3% 25.2% 168.0%  Net debt  755,222 861,309 891,880 840,527 1,618,218  Share data:  Basic  97,670,567 97,670,567 80,021,938 71,197,461 44,724,680  Diluted  97,997,733 97,670,567 80,349,104 71,524,627 44,724,680	Return on capital, %	1.4%	0.2%	1.1%	0.0%	1.1%
Net debt       755,222       861,309       891,880       840,527       1,618,218         Share data:         Basic       97,670,567       97,670,567       80,021,938       71,197,461       44,724,680         Diluted       97,997,733       97,670,567       80,349,104       71,524,627       44,724,680	Equity/asset ratio, %	42.8%	44.9%	46.6%	44.8%	19.1%
Share data:         Basic       97,670,567       97,670,567       80,021,938       71,197,461       44,724,680         Diluted       97,997,733       97,670,567       80,349,104       71,524,627       44,724,680	Cash conversion, %	173.3%	155.5%	2.3%	25.2%	168.0%
Basic 97,670,567 97,670,567 80,021,938 71,197,461 44,724,680 Diluted 97,997,733 97,670,567 80,349,104 71,524,627 44,724,680	Net debt	755,222	861,309	891,880	840,527	1,618,218
Diluted 97,997,733 97,670,567 80,349,104 71,524,627 44,724,680	Share data:					
	Basic	97,670,567	97,670,567	80,021,938	71,197,461	44,724,680
	Diluted	97,997,733	97,670,567	80,349,104	71,524,627	44,724,680
Earnings per share, basic, SEK 0.30 0.08 0.40 -0.62 0.15	Earnings per share, basic, SEK	0.30	0.08	0.40	-0.62	0.15
Earnings per share, after dilution, SEK 0.30 0.08 0.40 -0.62 0.15	Earnings per share, after dilution, SEK	0.30	0.08	0.40	-0.62	0.15

# Financial definitions and alternative performance measures

This interim report contains references to a number of performance measures. Some of these measures are defined in IFRS standards, while others are alternative measures, which are not reported in accordance with applicable financial reporting frameworks or other legislation. These measures are used by

Karnov to help both investors and management to analyse the Group's operations. The measures used in this interim report are described below, together with definitions and the reason for their use.

Key ratio	Definition	ason for use	
Acquired growth	Change in net sales during the current period attributable to acquired units, excluding currency effects, in relation to net sales for the corresponding period of the preceding year. Net sales of acquired units are defined as acquired growth during a period of 12 months commencing the respective acquisition date.	The measure is used as a complement to organic growth and provides an improved understanding for Karnov's growth.	
Adjusted EBITA	EBITA adjusted for the impact of items affecting comparability.	The measure shows the profitability from the business, adjusted for the impact of items affecting comparability and amortisation of capital expenditures related to acquisitions.	
Adjusted EBITA margin	Adjusted EBITA as a percentage of net sales.	The measure shows the underlying profitability generated from the current operations over time, adjusted for items affecting comparability.	
Adjusted EBITDA	EBITDA excluding items affecting comparability.	The measure is used since it facilitates the understanding of the operating profit, excluding items affecting comparability, financing, depreciation and amortisation.	
Adjusted EBITDA margin	Adjusted EBITDA as a percentage of net sales.	The measure shows operational profitability over time, excluding items affecting comparability, financing, depreciation and amortisation.	
Adjusted cash flow from operating activities	Adjusted EBITDA plus changes in net working capital less capital expenditure related to new product development and enhancement of existing products and business systems.	The measure is used to calculate one component in the cash conversion.	
Average number of full-time employees (FTEs)	Average number of full-time employees during the reporting period.	Non-financial key ratio.	
Cash conversion (%)	Adjusted cash flow from operating activities as a percentage of Adjusted EBITDA.	The measure is used since it shows how efficiently adjusted cash flow from operating activities is translated into a concrete contribution to Karnov's financing.	
Earnings per share	Earnings per share for the period in SEK attributable to the parent company's shareholders, in relation to weighted average number of outstanding shares before and after dilution.	IFRS key ratio.	
ЕВІТА	Earnings before financial items and taxes, excluding acquisition related purchase price allocation (PPA) amortisation.	The measure shows the profitability from the business, adjusted for acquisition related purchase price allocation (PPA) amortisation.	
EBITA margin	EBITA as a percentage of net sales.	The measure shows the profitability over time for the underlying business (i.e., excluding PPA amortisation) in relation to net sales.	
EBITDA	Earnings before depreciation and amortisation, financial items, and taxes.	The measure shows the operating profitability before depreciation and amortisation.	

Cey ratio Definition		Reason for use
EBITDA margin	EBITDA as a percentage of net sales.	The measure shows operational profitability over time, regardless of financing, depreciation and amortisation.
Equity/asset ratio (%)	Equity divided by total equity and liabilities.	The measure can be used to assess Karnov's financial stability.
Items affecting comparability	Items affecting comparability includes items of a significant character that distort comparisons over time.	The measure is used for understanding the financial performance over time.
Net debt/adjusted EBITDA LTM	Net debt on the balance sheet date divided by adjusted EBITDA for the last twelve months (LTM).	Relevant to analyse to ensure that Karnov has an appropriate financing structure and is able to fulfil its financial obligations under its loan agreement.
Net debt	Total net borrowings including capitalised bank costs and excluding lease liabilities from IFRS16 less cash and cash equivalents.	The measure is used since it allows for an assessment of whether Karnov has an appropriate financing structure and is able to fulfil its commitments under its financing agreements.
Net sales (online)	Net sales from online products.	The measure is used since it facilitates the understanding of total net sales and the breakdown of net sales.
Net sales (offline)	Net sales from printed products and training.	The measure is used since it facilitates the understanding of total net sales and the breakdown of net sales.
Net working capital (NWC)	Current assets less current liabilities.	The measure shows the tie-up of short-term capital in the operations and facilitates the understanding of changes in the cash flow from operating activities
Operating profit (EBIT)	Profit for the period before financial items and taxes.	The measure is used since it enables comparisons of the profitability regardless of the capital structure or tax situation.
Organic growth	Change in net sales during the current period, excluding acquisitions and currency effects, in relation to net sales for the corresponding period of the preceding year. Acquisitions are included in organic net sales after a period of 12 months.	The measure is used since it shows Karnov's ability to generate growth through increases of, among other things, volume and price in its existing business.
Return on capital	Operating profit for the period divided by total assets.	The measure shows the operating return on capital that owners and lenders have invested.

## **Currency rates**

	Closing rate	Average rate	Closing rate	Average rate	Closing rate	Average rate
	31 Mar 2020	Jan-Mar 2020	31 Mar 2019	Jan-Mar 2019	31 Dec 2019	Jan-Dec 2019
1 DKK is equivalent to SEK	1.4840	1.4268	1.3963	1.3962	1.3968	1.4180

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1,500+

240+

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