All-stars in local property service.

Interim report 1-9/2023

PHM Group Holding Oyj (3123811-8)

1 JANUARY – 30 SEPTEMBER 2023

Interim report January – September 2023 (unaudited)

Third quarter highlights

- Reported revenue increased by 30% to EUR 146.3 million (112.5)
- Reported EBITDA increased by 7% to EUR 20.3 million (19.0)
- LFL revenue increased by 1% to EUR 155.4 million (153.9). At comparable exchange rates, LFL revenue increased by 5%
- LFL adjusted EBITDA increased by 2% to EUR 25.2 million (24.8). At comparable exchange rates, LFL adjusted EBITDA increased by 5%
- Profit for the period amounted to EUR -0.9 million (6.5)
- Operating cash flow before acquisitions decreased by 71% to EUR 3.6 million (12.4)
- Leverage amounted to 5.01x (4.71)

January – September highlights

- Reported revenue increased by 26% to EUR 429.0 million (339.2)
- Reported EBITDA increased by 14% to EUR 61.0 million (53.6)
- LFL revenue increased by 1% to EUR 484.2 million (480.3). At comparable exchange rates, LFL revenue increased by 5%
- LFL adjusted EBITDA increased by 0.4% to EUR 73.5 million (73.2). At comparable exchange rates, LFL adjusted EBITDA increased by 3%.
- Profit for the period amounted to EUR 0.3 million (5.1)
- Operating cash flow before acquisitions increased by 3% to EUR 40.2 million (39.1)

Significant events during the quarter

- All-time high M&A activity; Closing of the acquisition of Bredablick, making PHM the market leader in Sweden, and acquisition of Sefbo, the leading service provider of contract and subscription-based property services to housing associations in Norway. The Sefbo acquisition was closed in October 2023
- Eight acquisitions closed during Q3 2023 with total annual sales of EUR 85.2 million
- Result supported by price increases, improved add-on sales mix and lower operating expenses but was negatively impacted by lower additional sales volume and headwind from exchange rates development
- Amendments to the terms and conditions of PHM Group Holding Oyj's floating rate notes due 2026 and increase of the framework from EUR 200 million to EUR 450 million were approved Financing for the acquisition of Sefbo secured. Underwriting commitments received in an amount of EUR 140 million, with a subsequent tap issue of the floating rate notes made in October 2023

EUR million, IFRS	7-9/23	7-9/22	Change %	1-9/23	1-9/22	Change %	1-12/22	LTM
Reported								
Revenue	146.3	112.5	30%	429.0	339.2	26%	483.3	573.1
EBITDA	20.3	19.0	7%	61.0	53.6	14%	71.9	79.3
Adjusted EBITDA	22.0	20.1	9%	65.1	56.5	15%	77.3	85.9
Adjusted EBITDA margin %	15.1%	17.9%	-3%	15.2%	16.7%	-1%	16.0%	15.0%
Adjusted EBITA	14.8	12.7	16%	45.1	36.0	25%	56.0	65.1
Adjusted EBITA margin %	10.1%	11.3%	-1%	10.5%	10.6%	0%	11.6%	11.4%
*LFL *) financials*								
LFL Revenue	155.4	153.9	1%	484.2	480.3	1%	654.9	658.8
LFL EBITDA	23.5	24.0	-2%	69.3	70.4	-2%	92.0	90.9
Adjusted LFL EBITDA	25.2	24.8	2%	73.5	73.2	0%	97.3	97.6
Adjusted LFL EBITDA margin %	16.3%	16.1%	0%	15.2%	15.2%	0%	14.9%	14.8%
Adjusted LFL EBITA	17.7	17.6	1%	51.1	52.0	-2%	68.4	67.5
Adjusted LFL EBITA margin %	11.4%	11.4%	0%	10.5%	10.8%	0%	10.4%	10.2%
Financial position								
Operating cash flow before acquisitions**	3.6	12.4	-71%	40.2	39.1	3%	52.7	
Cash conversion before acquisitions***	18%	65%	-47%	66%	73%	-7%	73%	
Interest bearing net debt	503.4	384.0	31%	503.4	384.0	31%	421.2	
Leverage, x****	5.01	4.71	6%	5.01	4.71	6%	4.81	

*) LFL = Like-for-like, financials adjusted to reflect full 12 months of all entities owned at the end of the period
**) EBITDA + change in NWC (excluding intra group liability to ultimate parent) – CAPEX (excluding acquisition capex)
***) EBITDA / Operating cash flow before acquisitions
****) Interest bearing net debt / (LFL LTM adjusted EBITDA + run rate synergies). Run rate synergies per 30.9.2023 amounted to EUR 2.9 million (30.9.2022: 1.0, 31.12.2022: 1.0).

Management review

The third quarter of 2023 was characterized by all-time high M&A activity and solid operational performance in a challenging market. During the quarter, PHM Group closed the acquisition of Bredablick that it had signed in Q2/23, grew its business in Denmark significantly with two large acquisitions, and signed an agreement to acquire Sefbo -Group, the leading service provider of contract and subscription-based property services to housing associations in Norway. The Sefbo acquisition required the approval of the Norwegian Competition Authority and was closed in October 2023. The transactions, including the Sefbo transaction that closed in Q4/23, will grow PHM's business significantly: the Swedish business by approximately one third, the Danish business by approximately two thirds and the Norwegian business will more than double in terms of like-for-like revenue. Operationally, PHM continued developing its existing business in-line with the strategy of organic growth and improving the operational performance of the acquired businesses.

Like-for-like revenue increased by 1% to EUR 155.4 million and LFL adjusted EBITDA increased by 2% to EUR 25.2 million. The results continued to be negatively impacted by headwinds from exchange rate development that materialized in a EUR -6.6 million impact on like-for-like revenue and a EUR -0.7 million impact on like-for-like adjusted EBITDA during the quarter. Hence on a fixed FX basis sales and adjusted EBITDA grew by 5%, respectively. The revenue was supported by growth in contract sales across the countries where PHM operates, which in turn was driven by both price increases and growth of the customer base, as well as strong add-on sales development in Denmark and Germany. The positive sales development was, however, offset by lower additional sales volume especially in Sweden and Norway driven by postponement of non-essential improvement and maintenance work due to general weakening of the economic climate and higher interest rates. Despite additional sales volume being lower the sales mix improved, and this coupled with lower operating expenses resulted in improved margins.

The war in Ukraine has so far not materially impacted the demand for the Group's services. Contract sales has remained unaffected and the lower demand for add-on services has largely been related to postponement of some technical and other non-essential services. The Group has taken active measures to abide by the sanctions imposed against Russia and ensure that its employees are treated equally regardless of their nationality or background. Although the war in Ukraine has no direct impact on PHM's operations, as all other companies, PHM is not isolated from the indirect effects of the war such as increased price inflation and general economic uncertainty. The Group's good pricing power enables it to pass on price inflation relatively effectively to customers, but high inflation rates may temporarily impact the Group's margins. Also, the generally rising cost of living and financing costs might postpone some nonessential maintenance and improvement work and therefore impact the business in the short-term. This will, however, provide the Group with increased growth opportunities when the economic conditions improve.

In the long-term, PHM sees that more focus is put on improving the energy efficiency of real estate and providing energy efficient solutions to residents and tenants, which will create opportunities for the Group. Long-term market trends such as continuing urbanization, ageing building stock and interest towards upgrading homes and residential buildings also support the growth of the underlying market.

During Q3/23 PHM increased the framework of its senior secured callable floating rate notes due 2026 from the previous EUR 200 million to EUR 450 million, to secure its capacity to continue its growth strategy. Also PHM secured the financing for the acquisition of Sefbo by receiving underwriting commitments in an amount of EUR 140 million and a minimum issue price of 100% of par in relation to a tap issue of its existing EUR 125 million senior secured callable floating rate notes due 2026. The tap issue was subsequently completed in October and despite challenging conditions in the financial markets, the demand for the issue was good, showing the markets conviction towards the Group's strategy and strong resilience of its operations. Additional Notes were issued to the market in October at 100.25% of par.

Mergers and Acquisitions

In the third quarter of 2023, M&A activity continued to be high as the Group completed eight acquisitions. Together, the closed acquisitions had a EUR 85.2 million positive impact on LTM like-for-like revenue and EUR 8.5 million positive impact on LTM like-for like adjusted EBITDA, respectively.

In Sweden, the Group closed the acquisition of Bredablick, signed in Q2/23, after receiving approval from the Swedish Competition Authority. The acquisition strengthens PHM's position in Sweden as a national market leading operator with extensive expertise and experience in the financial management, maintenance, and technical management of residential properties. Further, the Group strengthened its position in Mälardalen by acquiring Västerås-based full-service real estate service provider MARK Fastighet Mälardalen AB, and its position in Skåne by acquiring Lilla Kloster that offers a wide range of services in property management, service and maintenance, and landscaping.

In Denmark, the Group acquired two sizeable companies; Taurus Ejendomsadministration ApS, a significant player in property management focusing mainly on large professional investors, and Vækst & Miljø A/S, offering a wide range of services in landscaping, gardening, property maintenance, asphalting and snow clearance. The Group also made one add-on acquisition to its existing maintenance business in Copenhagen by acquiring Meincke's Total-Service A/S. In Finland, the Group expanded to Laitila by acquiring Vakka-Suomen Talohuolto Oy and strengthened its capabilities in specialty cleaning services by acquiring Green carpet Turku Oy.

In addition to the closed transactions, the Group signed a sale and purchase agreement for the acquisition of one of its main competitors in Norway, Sefbo -Group. Sefbo, in its current form, was founded in 2019 and has a strong geographic presence throughout Norway with a strong position in the Oslo-region and the eastern parts of Norway. Sefbo is the leading service provider of contract and subscription-based property services to housing associations in Norway. Sefbo's service offering includes property management, maintenance and cleaning services, as well as a wide range of technical services. The acquisition is in line with PHM Group's strategy and strengthens the range of services and geographical presence in Norway. The acquisition provided PHM with excellent opportunities to expand and develop its activities both locally and as a group. Sefbo consist of 34 legal entities, has about 570 full-time employees and had LFL revenues of approximately NOK 730 million in 2022. The acquisition required the approval of the Norwegian Competition Authority and was closed in October 2023.

Completed acquisitions and disposals 1-9/2023

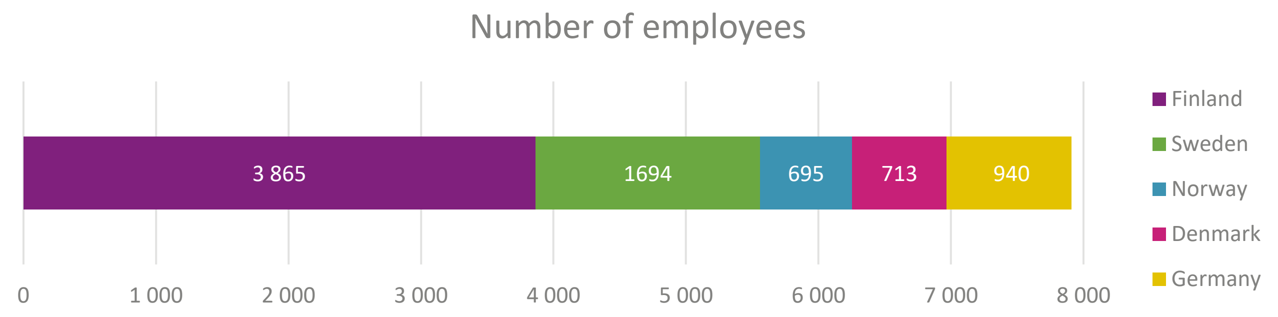
Target company	Country	Region	Closing	Currency	Revenue *)	EBITDA *)
Acquisitions						
Saniservice ApS	Denmark	Copenhagen	January	DKKm	19.3	2.6
Pirkanmaan Viemäritekniikka Oy	Finland	Tampere	January	EURm	1.0	0.1
MBA Fastighetsservice AB and MBA Bygg AB	Sweden	Gothenburg	February	SEKm	132.6	13.2
Väner Förvaltning AB	Sweden	Karlstad	February	SEKm	9.9	1.9
B.O Drift AS	Norway	Oslo	March	NOKm	16.7	2.2
Cubile Utemiljö AB	Sweden	Stockholm	April	SEKm	36.9	5.9
JS-Ilmastointipuhdistus Oy	Finland	Turku	May	EURm	0.5	0.1
Oslo Renhold AS	Norway	Oslo	May	NOKm	7.1	2.0
Alliansen Renhold AS	Norway	Oslo	May	NOKm	14.3	1.8
Norrland Park & Mark AB	Sweden	Härnösand	June	SEKm	20.7	5.9
Turun Talopalvelu Oy	Finland	Turku	June	EURm	0.3	0.1
MARK Fastighet Mälardalen AB**	Sweden	Västerås	July	SEKm	98.1	3.3
Lilla Kloster Gruppen**	Sweden	Skåne	July	SEKm	29.7	1.8
Meincke's Total-Service A/S	Denmark	Copenhagen	July	DKKm	8.0	1.9
Bredablick Gruppen***	Sweden	Nationwide	August	SEKm	430.3	14.4
Green carpet Turku Oy	Finland	Turku	August	EURm	0.7	0.2
Vakka-Suomen Talohuolto Oy	Finland	Laitila	September	EURm	0.3	0.0
Taurus Ejendomsadministration ApS	Denmark	Aarhus	September	DKKm	73.3	4.2
Vækst & Miljø A/S	Denmark	Slagelse	September	DKKm	105.4	13.3

*) Presented financials are based on latest available audited financial statements (local GAAP)
**) Unofficial consolidation of group entities
***) No statutory consolidated financials available,presented financials are based on management reporting

At the end of the review period, the Group had several ongoing negotiations of which some have been closed and others are expected to close during Q4 2023. The Sefbo acquisition required the approval of the Norwegian Competition Authority and was closed in October 2023.

Corporate responsibility and sustainability

As at end of September 2023, PHM employed 7,907 people across the five countries where the Group operates. Like-for-like personnel expenses adjusted for non-recurring items in January - September totalled EUR 242.0 million (231.8). Reported personnel expenses totalled EUR 214.8 million (157.3).



In the third quarter of 2023, the company continued to implement its Corporate Responsibility strategy as planned. Code of Conduct and policy trainings for senior management, middle management, and other key personnel earlier held in Norway were expanded to Sweden and Denmark. The training programs continued as planned in Finland. Additionally, the company developed the assessment and calculation method for indirect emissions (Scope 3) and initiated preparations for the requirements brought by the Sustainability Reporting Directive (CSRD).

Financial review

July-September

The Group's reported revenue was EUR 146.3 million (112.5) and adjusted EBITDA was EUR 22.0 million (20.1) in Q3 2023. In addition to the operational development discussed below in the like-for-like section of the financial review, the business scale has continued to increase compared to the comparison period as the Group has completed several sizeable add on acquisitions during 2022 and 2023 explaining a large part of the growth year on year. The profitability of these acquisitions has been lower than the previously existing PHM Group's business, which has diluted the reported EBITDA margin in the short-term. The profitability is expected to improve going forward when integration and operational improvements take effect in accordance with PHM's strategy.

The Group's result for the third quarter amounted to EUR -0.9 million (6.5). In addition to operating costs the result is impacted by amortization of customer and brand related intangible assets from acquisitions made and amortization of other long-term expenditure totalling EUR -4.0 million (-3.0). Financing costs amounting to EUR -9.0 million (-2.3). In addition to interests paid, net financial expenses include, among others, financing related advisory costs and realized translation differences. The increase in financing costs is due to an increase in debt financing for execution of PHM's growth strategy.

The Group's LFL revenue increased by 1% to EUR 155.4 million (153.9). LFL revenue is calculated by adjusting for the revenue of acquired entities for the time when they have not been a part of the group. At comparable exchange rates, LFL revenue increased by 5%. LFL revenue increase was driven by price increases and growth of the contract base throughout the Group, increased additional sales of maintenance services in Denmark and technical services revenue in Germany but was impacted negatively by a lower amount of additional sales especially in Sweden and Norway. The clearly lower additional sales volume in Sweden and Norway was driven by postponement of non-essential improvement and maintenance work and slow-down due to the current uncertainty in the economic climate and higher interest rates. LFL revenue increased in Finland, Denmark and Germany and decreased in Sweden and Norway. The impact of exchange rate fluctuations, mainly due to the weakening of the Swedish and Norwegian Krones, totalled EUR -6.6 million. At comparable exchange rates the revenue increased also slightly in Norway but decreased in Sweden. During the last twelve months, Finland accounted for approximately 45%, Sweden for 30%, Norway for 9%, Denmark for 10% and Germany for 6% of LFL revenue.

The Group's LFL adjusted EBITDA was EUR 25.2 million (24.8). At comparable exchange rates, LFL adjusted EBITDA amounted to EUR 26.0 million (24.8). LFL adjusted EBITDA was supported by higher contract revenue, improved sales mix of additional services and lower operating expenses mainly due to lower costs for machinery and lower administrative expenses. LFL adjusted EBITDA was weakened by lower additional sales in Sweden and Norway. Due to in-housing of services provided, personnel costs increased but the result impact was mitigated through lower use of external services and materials. Consequently, adjusted EBITDA margin improved by 0.1 pp. from the comparison period.

The Group's operating cash flow before acquisitions and financial items decreased from the comparison period to EUR 3.6 million (12.4). Operating cash flow was supported by higher EBITDA but offset by increase in working capital and capital expenditure. Investments into tangible and intangible assets amounted to EUR -4.3 million comprising mainly of replacement investments of machinery and equipment. Compared to the corresponding period of the previous year, cash flow was supported by higher EBITDA but weakened by higher trade working capital mainly due to high level of accounts receivables at the end of the review period, seasonal payments of holiday pay and higher capital expenditure. The operating cash flow excludes the intra group cash pool debt to the Group's ultimate parent PHM Group TopCo Oy.

At the end of the period, interest-bearing net debt was EUR 503.4 million and leverage was at 5.01x. The increase in interest-bearing net debt from the end of June 2023 is explained mainly by the several large acquisitions made, payments of floating rate bond coupons and moderate operating cash flow. The synergy adjusted LFL EBITDA for the previous twelve months increased driven by acquisitions and organic growth, albeit less than the net debt increase resulting in the leverage ratio increasing from the level of 4.76x at the end of June 2023. The liquidity of the Group remains strong as cash and cash equivalents at the end of the review period was EUR 21.7 million and EUR 71.5 million of the Super Senior RCF was undrawn.

January-September

The Group's reported revenue was EUR 429.0 million (339.2) and adjusted EBITDA was EUR 65.1 million (56.5) for the first nine months of 2023. In addition to the operational development discussed below in the like-for-like section of the financial review, the business scale has continued to increase compared to the comparison period as the Group has completed several sizeable add on acquisitions during 2022 and 2023 explaining a large part of the growth year on year. The profitability of these acquisitions has been lower than the previously existing PHM Group's business, which has diluted the reported EBITDA margin in the short-term. The profitability is expected to improve going forward when integration and operational improvements take effect in accordance with PHM's strategy.

The Group's result for the first nine months of 2023 amounted to EUR 0.3 million (5.1). In addition to operating costs the result is impacted by amortization of customer and brand related intangible assets from acquisitions made and amortization of other long-term expenditure totalling EUR -11.4 million (-9.4) as well as financing costs amounting to EUR -28.1 million (-16.0). In addition to interests paid, net financial expenses include, among others, financing related advisory costs and realized translation differences. During the review period, PHM converted intra-group loans into unrestricted equity in its Norwegian subsidiary. The conversion resulted in a EUR 3.3 million cost in realized translation differences. The increase in financing costs is due to an increase in debt financing for execution of PHM's growth strategy.

The Group's LFL revenue increased by 1% to EUR 484.2 million (480.3). LFL revenue is calculated by adjusting for the revenue of acquired entities for the time when they have not been a part of the group. At comparable exchange rates, LFL revenue increased by 5%. LFL revenue development was supported by increased contract sales, attributable to both price increases and increase in the contract base and increased additional sales of maintenance services in Denmark and technical services revenue in Germany. LFL revenue was burdened by a lower amount of winter related additional sales in Finland and lower additional sales volumes especially in Sweden and Norway as clients have postponed non-essential improvement and maintenance works. LFL revenue increased in Denmark and Germany, remained on a par with the comparison period in Finland but decreased in other countries. The impact of exchange rate fluctuations of EUR -18.6 million was attributable almost exclusively to the weaking of the Swedish and Norwegian Krones. At comparable exchange rates the LFL revenue increased also in Sweden and Norway.

The Group's LFL adjusted EBITDA was EUR 73.5 million (73.2). At comparable FX rates LFL adjusted EBITDA increased by 3% amounting to EUR 75.7 million. Adjusted EBITDA was supported by the increased contract revenue and improved sales mix of additional maintenance services, and lower operating expenses. The result was burdened by lower winter related additional sales in Finland, lower additional sales in Sweden and Norway as well as increased personnel costs due to overtime pay for snow clearance work and general salary increases. Otherwise, the personnel cost increase is largely attributable to in-housing of services provided where the result impact is moderated by lower costs for external services and materials. Consequently, adjusted EBITDA margin remained nearly unchanged from the comparison period.

The Group's operating cash flow before acquisitions and financial items was strong amounting to EUR 40.2 million (39.1). Operating cash flow was supported by strong EBITDA but offset by increase in working capital and capital expenditure. Compared to the corresponding period of the previous year, the cash flow was supported by higher EBITDA but weakened due to higher capital expenditure. Working capital development was in line with previous year. The operating cash flow excludes the intra group cash pool debt to the Group's ultimate parent PHM Group TopCo Oy. Investments into tangible and intangible assets amounted to EUR -12.4 million (-8.3) comprising mainly of investments in machinery and equipment. Investments were higher due to the larger size of the business operations, postponed vehicle deliveries from 2022 as well as growth investments made due to new contracts won.

At the end of the period, interest-bearing net debt was EUR 503.4 million and leverage was at 5.01x. The increase in interest-bearing net debt from the end of December 2022 is explained mainly by the several large acquisitions made and payments of bond coupons. During the review period, PHM Group has completed a EUR 55 million tap issue of its EUR 70 million senior secured callable floating rate notes due 2026 under the existing framework of EUR 450 million. The framework was increased from EUR 200 million to EUR 450 million in September 2023. The synergy adjusted LFL EBITDA for the previous twelve months increased albeit less than the net debt increase resulting in the leverage ratio increasing from the level of 4.81x at the end of December 2022. The liquidity of the Group remains strong as cash and cash equivalents at the end of the review period was EUR 21.7 million and EUR 71.5 million of the Super Senior RCF was undrawn.

Events after the review period

After the review period the Group has completed one acquisition in Sweden, one in Germany, one in Finland and closed the acquisition of Sefbo in Norway. In connection with closing the Sefbo acquisition, Tommy Fredriksen, current CEO of Sefbo, was appointed Country Director of Norway and member of the Group's Management Team. Further, the Group issued a tap issue of senior secured callable floating rate notes in a nominal amount of EUR 140 million.

Declaration of the board

We confirm that, to the best of our knowledge, the consolidated financial statements give a true and fair view of the Group's assets, liabilities, financial position, and results of operations for the period. We also confirm, to the best of our knowledge, that the management review includes a fair review of important events that have occurred during 2023.

Helsinki, 13 November 2023

Ville Rantala
CEO

Karl Svozilik
Chairman of the Board

Financial information

Consolidated income statement

EUR THOUSAND	7-9 2023	7-9 2022	1-9 2023	1-9 2022	1-12 2022
Net sales	146,332	112,515	428,993	339,169	483,282
Other operating income	490	595	2,189	2,329	3,547
Materials and services	-33,984	-27,355	-102,825	-87,162	-124,076
Personnel expenses	-75,457	-52,771	-214,803	-157,279	-225,493
Other operating expenses	-17,106	-14,007	-52,539	-43,496	-65,407
EBITDA	20,274	18,977	61,015	53,561	71,853
% of revenue	*13.9%*	*16.9%*	*14.2%*	*15.8%*	*14.9%*
Depreciation	-7,219	-7,411	-20,025	-20,530	-21,281
EBITA	13,055	11,565	40,990	33,031	50,572
% of revenue	*8.9%*	*10.3%*	*9.6%*	*9.7%*	*10.5%*
Amortisation and impairment	-4,031	-2,951	-11,418	-9,395	-13,578
Operating result	9,025	8,615	29,572	23,636	36,994
% of revenue	*6.2%*	*7.7%*	*6.9%*	*7.0%*	*7.7%*
Net financial expenses	-9,002	-2,280	-28,123	-15,975	-22,257
Result before taxes	22	6,334	1,450	7,660	14,738
Taxes	-939	152	-1,180	-2,518	-539
Result for the financial period	-917	6,486	270	5,143	14,198

Consolidated Statement of Other Comprehensive Income

EUR thousand	1-9 2023	1-9 2022	1-12/2022
Profit for the financial period	270	5,143	14,198
Items that may be reclassified to profit or loss in subsequent periods (net of tax):			
Exchange differences on translation of foreign operations, net of tax	-881	-6,577	-8,052
Other comprehensive income/(loss) for the year, net of tax	-881	-6,577	-8,052
Total comprehensive income for the financial period	-611	-1,434	6,147
Profit for the period attributable to			
Equity holders of the parent	270	5,143	14,198
Total comprehensive income attributable to			
Equity holders of the parent	-611	-1,434	6,147

Consolidated balance sheet

EUR THOUSAND	9 2023	9 2022	12 2022
ASSETS			
Non-current assets			
Goodwill	465,318	387,317	416,764
Intangible assets other than goodwill	140,838	121,987	124,978
Tangible assets	67,547	44,682	59,034
Right-of-use assets	37,734	22,887	26,536
Other shares	3,062	3,090	3,223
Other receivables	595	343	332
Deferred tax assets	2,996	2,446	3,150
Total non-current assets	718,090	582,752	634,018
Current assets			
Trade receivables	63,268	40,329	56,204
Inventories	3,670	1,403	3,007
Other current financial assets	1,375	0	291
Other current assets	23,564	14,490	15,049
Cash and cash equivalents	21,668	21,935	31,632
Total current assets	113,544	78,158	106,183
Total assets	831,634	660,909	740,201
EQUITY AND LIABILITIES			
Equity			
Share capital	80	0	80
Fund for unrestricted equity	164,239	160,318	160,238
Retained earnings	-263	-8,102	-393
Translation differences	-8,590	-6,234	-7,709
Total equity	155,466	145,983	152,216
LIABILITIES			
Non-current liabilities			
Interest-bearing loans and borrowings	473,058	345,001	418,297
Other non-current liabilities	5,224	4,487	7,923
Lease liabilities	22,673	12,080	15,020
Deferred tax liabilities ,	35,875	28,118	30,961
Total non-current liabilities	536,829	389,686	472,201
Current liabilities			
Trade payables and other payables	114,367	81,445	98,401
Interest-bearing loans and borrowings	9,656	28,950	4,314
Lease liabilities	16,042	11,422	12,202
Income tax payable ,	-727	3,423	866
Total current liabilities	139,339	125,241	115,783
Total liabilities	676,168	514,927	587,985
Total equity and liabilities	831,634	660,909	740,201

Consolidated cash flow statement

EUR THOUSAND	7-9 2023	7-9 2022	1-9 2023	1-9 2022	1-12 2022
Operating activities					
Profit before tax	22	6,334	1,450	7,660	14,738
Adjustments to reconcile profit before tax to net cash flows:					
Depreciation and impairment	11,249	10,362	31,443	29,925	34,847
Finance income and expenses	9,003	2,282	28,125	15,978	20,945
Other adjustments	746	-20	-44	-726	-1,720
Change in working capital	-9,992	-3,447	-9,492	-19,373	-12,064
Other adjustments without payment	-653	1,744	597	2,264	2,564
Income tax paid	-1,258	-1,415	-3,661	-3,436	-3,829
Net cash flow from operating activities	9,118	15,840	48,419	32,294	55,480
Net cash flow from investing activities					
Acquisition of tangible and intangible assets	-4,225	-1,734	-12,374	-8,336	-17,711
Acquisition of subsidiaries, net of cash acquired	-59,898	-17,936	-75,469	-51,590	-87,507
Proceeds from sale of subsidiaries	0	-301	0	466	465
Net cash flow from investing activities	-64,123	-19,971	-87,843	-59,460	-104,754
Net cash flow from financing activities					
Increase in fund for unrestricted equity for consideration	1	0	2,687	16,331	16,331
Net change in borrowings	5,616	13,643	59,653	35,694	82,536
Net interests and finance costs paid	-4,171	-1,383	-19,117	-11,075	-20,933
Payments of lease liabilities	-4,669	-3,683	-13,039	-9,699	-14,834
Net cash from financing activities	-3,222	8,577	30,184	31,251	63,100
Net increase in cash and cash equivalents	-58,227	4,446	-9,240	4,084	13,827
Cash and cash equivalents at the beginning of the period	79,850	17,722	31,632	18,331	18,331
Effect of exchange rate changes on cash and cash equivalents	45	-233	-724	-480	-525
Cash and cash equivalents at reporting period end	21,668	21,935	21,668	21,935	31,632

Definitions of alternative performance measures

Formulas of Key Figures

EBITDA	=	Operating profit + depreciations and amortisation	
EBITDA margin -%	=	$\frac{\text{Operating profit + depreciations and amortisation}}{\text{Net sales}}$	x 100
EBITA	=	Operating profit + amortisation	
EBITA margin -%	=	$\frac{\text{Operating profit + amortisation}}{\text{Net sales}}$	x 100
Adjusted EBITDA	=	EBITDA + non-recurring items	
Adjusted EBITDA margin -%	=	$\frac{\text{Adjusted EBITDA}}{\text{Net sales}}$	x 100
Adjusted EBITA		EBITA + non-recurring items	
Adjusted EBITA margin -%	=	$\frac{\text{Adjusted EBITA}}{\text{Net sales}}$	x 100
LFL Revenue (net sales)		Net sales + like-for-like adjustments	
LFL EBITDA		EBITDA + like-for-like adjustments	
LFL adjusted EBITDA		Adjusted EBITDA + like-for-like adjustments	
LFL adjusted EBITDA margin -%	=	$\frac{\text{LFL adjusted EBITDA}}{\text{Net sales}}$	x 100
LFL adjusted EBITA		Adjusted EBITA + like-for-like adjustments	
LFL adjusted EBITA margin -%	=	$\frac{\text{LFL adjusted EBITA}}{\text{Net sales}}$	x 100
LFL synergy adjusted EBITDA		LFL adjusted EBITDA + run rate synergies	
Net interest-bearing debt (NIBD)		Interest bearing liabilities - cash and cash equivalents	
Leverage, x		$\frac{\text{Net interest-bearing debt (NIBD)}}{\text{LFL synergy adjusted EBITDA}}$	x 100
Operating cash flow before acquisitions		EBITDA + change in working capital (excluding intra group liability to ultimate parent) + Proceeds from sale of tangible and intangible assets + Purchase of tangible and intangible assets	
Cash conversion, %		$\frac{\text{EBITDA}}{\text{Operating cash flow before acquisitions}}$	x 100

Contact

Additional information about the company can be found on the corporate website.

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