

## Consolidated income statement

KSEK	Jan-Sept 2020	Jan-Sept 2019	July-Sept 2020	July-Sept 2019
Revenue Triona group	117 478	121 705	33 757	35 208
Revenue hardware	4 002	1 694	1 522	372
Revenue Subcontractors	7 306	6 271	2 578	1 608
<b>Total revenues</b>	<b>128 786</b>	<b>129 669</b>	<b>37 856</b>	<b>37 188</b>
<b>Operating expenses</b>				
Purchase of hardware	-3 683	-1 611	-1 677	-355
Project and subcontracting costs	-8 008	-7 750	-2 179	-2 293
Personnel costs	-95 608	-94 490	-25 275	-26 040
Other external costs	-11 392	-11 901	-3 604	-3 554
Depreciation and amortization of goodwill, tangible and intangible assets	-2 655	-4 239	-912	-1 422
<b>Operating profit before financial items</b>	<b>7 440</b>	<b>9 679</b>	<b>4 209</b>	<b>3 525</b>
Results from financial investments	-34	764	-8	-13
<b>Profit after financial items</b>	<b>7 407</b>	<b>10 443</b>	<b>4 201</b>	<b>3 512</b>
Taxes	-2 207	-2 517	-1 222	-805
<b>Net profit for the period</b>	<b>5 200</b>	<b>7 926</b>	<b>2 979</b>	<b>2 707</b>

## Consolidated balance sheet

KSEK	2020-09-30	2019-09-30
<b>Fixed assets</b>		
<i>Intangible assets</i>		
Developed software	1 242	2 125
Goodwill	12 647	15 349
<i>Tangible assets</i>		
Equipment	1 579	918
<i>Financial assets</i>		
Other securities held as fixed assets	340	386
Deferred tax	67	500
<b>Total fixed assets</b>	<b>15 876</b>	<b>19 279</b>
<b>Current assets</b>		
Inventories	1 477	787
Accounts receivable	38 241	32 115
Other receivables	687	507
Income taxes recoverable	52	2 195
Prepaid expenses and accrued income	4 459	7 658
Short term Investments	93	104
Cash and bank balances	34 542	28 458
<b>Total current assets</b>	<b>79 549</b>	<b>71 825</b>
<b>Total assets</b>	<b>95 426</b>	<b>91 103</b>

## Consolidated balance sheet

KSEK	2020-09-30	2019-09-30
<b>Equity and liabilities</b>		
<i>Equity</i>		
Share capital	1 115	1 115
Other equity including profit for the year	64 498	59 401
<b>Total equity for the shareholders in the Company</b>	<b>65 613</b>	<b>60 516</b>
Non-controlling interest	0	-84
<b>Total equity</b>	<b>65 613</b>	<b>60 432</b>
<b>Provisions</b>		
Provisions for taxes	43	1 717
<b>Total provisions</b>	<b>43</b>	<b>1 717</b>
<b>Long-term liabilities</b>		
Other long-term liability	0	107
<b>Total long-term liabilities</b>	<b>0</b>	<b>107</b>
<b>Current liabilities</b>		
Advance payments from customers	4 012	4 231
Accounts payable	2 608	6 381
Current tax liability	2 950	2 147
Other liabilities	8 906	7 344
Accrued expenses and deferred income	11 293	8 745
<b>Total current liabilities</b>	<b>29 770</b>	<b>28 847</b>
<b>Total equity and liabilities</b>	<b>95 426</b>	<b>91 103</b>

## Consolidated cash flow statement

KSEK	Jan-Sept 2020	Jan-Sept 2019
<b>Operating activities</b>		
Operating profit	7 440	9 679
Reversal of non-cash items		
- Depreciation and amortization of fixed assets	2 655	4 239
Interest received	2	22
Interest paid	-35	-46
Income tax paid	198	-2 857
<b>Changes from operating activities before working capital</b>	<b>10 260</b>	<b>11 037</b>
<b>Working capital</b>		
Inventories (+ decrease)	-1 067	465
Accounts receivable (+ decrease)	-1 128	3 299
Other current receivables (+ decrease)	551	-3 588
Accounts payable (+ increase)	-476	1 331
Other current liabilities (+ increase)	-3	-5 068
<b>Cash flow from operating activities</b>	<b>8 137</b>	<b>7 476</b>
<b>Investing activities</b>		
Purchase of tangible asses	-520	-40
Aquisition of shares and operations	0	-863
<b>Cash flow from investing activities</b>	<b>-520</b>	<b>-903</b>
<b>Financing activities</b>		
Repayment/amortization of loan	0	-228
Dividend paid	0	-7 250
<b>Cash flow from financing activities</b>	<b>0</b>	<b>-7 478</b>
<b>Cash flow for the year</b>	<b>7 617</b>	<b>-905</b>
Cash and cash equivalent at the beginning of the year	28 421	28 630
Exchange rate differences in cash and cash equivalent	-1 403	837
<b>Cash and cash equivalents at the end of the year</b>	<b>34 635</b>	<b>28 562</b>

	Jan-Sept 2020	Jan-Sept 2019
<b>Change in equity, KSEK</b>		
OB Equity 2020-01-01 (2019-01-01)	61 918	58 926
Dividend	0	-7 250
Translation difference	-1 505	830
Profit for the period	5 200	7 926
Equity 2020-09-30 (2019-09-30)	65 613	60 432
<b>Consolidated key ratios</b>		
EBITA (KSEK)	9 689	13 451
EBIT (KSEK)	7 440	9 679
Operating margin (%)	5,8%	7,5%
Profit margin (%)	5,8%	8,1%
<b>Consolidated financial summary</b>		
Liquid assets (MSEK)	34,6	28,6
Equity (MSEK)	65,6	60,5
Equity ratio (%)	69%	66%
Liquid ratio (%)	262%	246%
<b>Consolidated employees</b>		
Employees as at period end (numbers)	160	152
Annual employees for the full period (numbers)	149	141
Revenue/Employee (KSEK)	864	920
Operating profit or loss/employee (KSEK)	50	69
Employee turnover (%)	5,6%	5,9%
Sickness absence (%)	2,7%	1,8%
<b>Share in Triona AB</b>		
Number of shares at the end of the period (units)	5 577 080	5 577 080
Earnings per share Triona AB (SEK)	0,93	1,42
Equity per share Triona AB (SEK)	11,76	10,85

## Definitions

<b>EBITA</b>	Result before amortization and write-downs of intangible assets.
<b>EBIT</b>	Operating profit before financial items and tax.
<b>Operating margin</b>	EBIT in percent of net sales.
<b>Profit margin</b>	Profit/loss before tax in percent of total revenue.
<b>Liquid assets</b>	The group's total monetary balances in terms of cash; cash, bank accounts, short term Investments, etc.
<b>Equity</b>	Reported equity and untaxed reserves after deferred tax deduction to current tax rate.
<b>Equity ratio</b>	Equity in percent of total assets.
<b>Liquid ratio</b>	Current assets excluding inventory in percent of current liabilities.
<b>Annual employees</b>	Refers to the number of employees measured in contracted time and fulltime positions.
<b>Earnings per share</b>	Profit after tax attributable to parent company's shareholders/total amount outstanding shares.
<b>Equity per share</b>	Equity attributable to the parent company's shareholders /total amount of outstanding shares.