# **QUARTERLY REPORT**



# January - March 2020

# First Quarter, Jan - Mar 2020

- Revenue increased by MSEK 9.4, or 1.7 per cent, to MSEK 564.9 (555.5) through sales increases in all subsidiaries except Aurora.
- Gross margin reduced to 20.7 per cent (21.5).
- The decline in gross margin was offset by efficiency improvement work carried out in the third quarter, 2019.
- Operating result after depreciation/amortisation (EBIT) increased to MSEK 9.4 (4.8).
- The results for the reporting period increased to MSEK 4.3 (1.1).
- Earnings per share increased to SEK 0.29 (0.04).
- Revenue from own branded products (EMV) for the entire DistIT Group increased to MSEK 134.7 (126.0).
- Liquid assets as of the end of March totalled MSEK 57.0 in cash and MSEK 91.0 in total unused overdraft facilities.

# Significant Events in Q1, 2020

- The Board of Directors proposed a dividend of SEK 1.25 (1.00) per share for the financial year 2019.
- Covid-19 had a gradual impact on the Group's operations, with initial disruptions to the supply of goods and gradually increasing
  impact on the demand situation.

# **Significant Events After the Reporting Period**

- In order to address the uncertainty and negative development in the market, DistIT has decided to implement short-term layoffs of 40 per cent at most of the subsidiaries in the Group. The measures are expected to reduce salary costs by approximately MSEK 2.5 a month, and affects approximately 150 employees at Aurora and Deltaco. Septon is following the developments closely.
- In light of the prevailing circumstances with Covid-19, the Board of Directors now proposes to the Annual General Meeting 2020 that no dividend be paid for 2019. The Board's previous proposal of SEK 1.25 per share in dividend is thereby withdrawn.

	JAN -	MAR	FULL YEAR
INDICATORS, MSEK <sup>1</sup>	2020	2019	20192
Total revenue	564.9	555.5	2 330.9
Operating result before depreciation/amortisation (EBITDA)	15.9	10.6	71.4
Operating result after depreciation/amortisation (EBIT)	9.4	4.8	16.1
Result for the period	4.3	1.1	41.4
Gross margin, %	20.7	21.5	21.9
Operating margin after depreciation/amortisation (EBIT), $\%$	1.7	0.9	0.7
Number of employees at the end of the period	255	268	259
Earnings per share, SEK <sup>3</sup>	0.29	0.04	3.12

<sup>1)</sup> The figures include effects related to the introduction of IFRS 16, and include divested operations (DistIT Fastigheter AB) in the third quarter, 2019.

<sup>2)</sup> During the period, the operating result was charged with restructuring costs of MSEK 25.3, as well as a depreciation of Deltaco's ERP-system by MSEK 30.2.

<sup>3)</sup> Earnings per share for the period are calculated on the results attributable to the Parent Company shareholders.



# A WORD FROM OUR CEO

## **STRATEGY**

Our work on developing Aurora/Deltaco is progressing and will lead to increased sales of our own products, "EMV", which have a higher gross margin. Our new concepts within EMV have been well received by the market, and also been named as test winners in technical publications. This verifies that we have the ability to build concepts and to come out on the market in a short time, which creates a prerequisite for stronger competitiveness and higher profitability. The next step in our development is to strengthen our marketing ability to build brands digitally. We will drive branded traffic to our customers' stores and digital platforms, both to products from external brand owners, "A-brands", and EMV.

DistIT has a strong financial position with good liquidity, thanks to the significant restructuring and the sale of our property. The work we carried out last year now enables a secure supply of goods, and the capacity to continue to develop new products and product categories. During the current market conditions and uncertainties surrounding Covid-19, this is of particular importance as several competitors may have difficulty financing their supply of goods from Asia, as suppliers to a large extent require advance payments.

# FINANCIAL DEVELOPMENT

Revenue in the first quarter of 2020 was good, despite some supply disruptions as a consequence of Covid-19. The Group has a beneficial diversification within customer channels, as DistIT's subsidiaries sell to both companies and consumers through online retailers, stores and even projects. Revenue totalled MSEK 564.9 (555.5), and operating result increased to MSEK 9.4 (4.8). The Group's sales have varied between the Nordic countries, which have been affected differently depending on different regulations in their respective countries for allowing stores to remain open under the restrictions that exist during Covid-19. E-commerce has become increasingly important, which we believe will be strengthened further. Our view is that the pure online retailers have taken market shares as omnichannel retailers have not fully succeeded in compensating for drop-offs in stores with internet sales.

Sales in Deltaco increased compared with the same period last year, mainly driven by increased sales of memory and network products, which have a lower gross margin. Aurora's revenue decreased by approximately 18 per cent compared to the previous year, as a result

of the suppliers' who decided to partially employ alternative sales channels in 2019, which constitutes the majority of the reduced sales. Septon's revenue were relatively constant compared to the previous year, and the development was advantageously affected by sharply increased sales in new e-commerce channels for audio and video. Septon was adversely affected by a decrease in sales in professional audio and video products in the Norwegian and Danish markets, as well as in products intended for rental in connection with events. Sominis achieved a higher trading volume in a turbulent market.

#### **MANAGING COVID-19**

The predictability of the supply of goods has been greatly improved through close cooperation with our suppliers. Our assessment is that we, like our customers, expect to see a lower demand in the second quarter and probably even in the third quarter, although to a lesser extent due to the impact of the restrictions surrounding Covid-19. The Group has a strong focus on adapting sales to the right channels, with the prioritisation of e-commerce and products, such as networks, home offices and gaming, which lend themselves to the current climate. In order to further strengthen funds, we are working on extending supplier credit, clearing low-moving inventory, careful planning of product flows, and detailed cash flow planning, as well as cost control. We are also reviewing our staffing and preparing different scenarios to adapt the Group's expenses. In order to reduce costs, we have implemented short-term layoffs and reduced working hours by approximately 40 percent in most of our operations, which affects about 150 employees and is expected to lower salary costs by approximately 2.5 MSEK a month for Aurora and Deltaco.

# STRONG FINANCIAL POSITION

Finally, I would once again like to emphasise the importance of our strengthened financial position, which secures the company's room for manoeuvre. Attractive opportunities may arise to gain increased market shares, either organically or through acquisitions. As of the end of March, the Group had available liquid assets of MSEK 148.0 (cash and unused overdraft facilities).

Robert Rosenzweig



### FINANCIAL INFORMATION

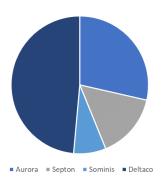
### **FIRST QUARTER 2020**

Revenue for the quarter increased to MSEK 564.9 (555.5) compared with the corresponding period last year, which is attributable to revenue increases in all subsidiaries except Aurora, where sales reduced by MSEK 35.1. Aurora's sales against the comparable period continued to be affected by two suppliers who decided to partially employ alternative sales channels in 2019, as well as certain low-margin A-brands being discontinued. Deltaco's revenue increased by MSEK 35.7, which, in volume, offset the loss in revenue at Aurora. The Septon and Sominis Group showed a sales growth of MSEK 1.9 and 8.3 respectively.

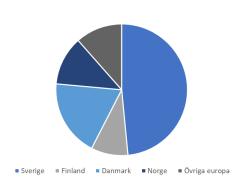
The gross margin decreased to 20.7 per cent (21.5) for the DistIT Group, mainly driven by a lower gross margin at Deltaco, explained by the product mix and currency trend.

The operating result after depreciation/amortisation (EBIT) increased to MSEK 9.4 (4.8).

The result for the period increased to MSEK 4.3 (1.1).



## **NET REVENUE PER SUBSIDIARY**



# **NET REVENUE PER COUNTRY**

# **CASH FLOW AND WORKING CAPITAL**

Cash flow from operating activities totalled MSEK 56.9 (40.7), positively affected by a change in working capital of MSEK 46.4. Accounts payable decreased to MSEK 277.1 compared with the end of March 2019 (330.7). Inventories decreased to MSEK 438.0 (458.7) and receivables increased slightly to MSEK 342.7 (336.9).

Working capital at the end of the quarter totalled MSEK 503.5 (464.9) for the Group as a whole. As of 12 March 2020, working capital as a percentage of a 12-month rolling revenue was 21.5 per cent (19.7).

Compared with the end of December 2019, receivables decreased by 69.9, primarily driven by seasonal effects. Accounts payable decreased by MSEK 5.9 during the quarter, where volume reductions at Aurora were offset by extended credit terms with suppliers, as part of the Group's measures against Covid-19. Inventories were relatively constant during the quarter, and increased from MSEK 432.2 at the end of 2019 to MSEK 438.0 as of the end of March 2020.

### **NET LIABILITIES, LIQUID ASSETS AND INVESTMENTS**

Interest-bearing net liabilities, excluding leasing liability in accordance with IFRS 16, totalled MSEK 146.1 (179.7) at the end of March 2020. The effect of IFRS 16 constitutes MSEK 41.2 (45.9) for short- and long-term liabilities.

In the fourth quarter of 2019, DistIT changed the accounting principle, where assets and overdraft liabilities are now recognised net, from previously having been recognised gross. Net cash for the Group at the end of March 2020 totalled MSEK 57.0 (30.0) according to the same accounting principle.

The DistIT Group has a so-called cash pool with a credit capacity of MSEK 89.3, of which MSEK 14.4 was used as of the end of March 2020. In addition, the Group has access to MSEK 18.3 in other overdraft facilities, of which MSEK 2.2 was used as of the end of March 2020.

Available liquid assets at the end of March 2020 thereby totalled MSEK 57.0 net cash and MSEK 91.0 in unused overdraft facilities.

## RELATED PARTY TRANSACTIONS

The Group did not conduct any material transactions with related parties during the first quarter of 2020.

## **SUBSCRIPTION WARRANTS**

The Board of Directors proposes that a decision be made at the Annual General Meeting 2020, in a deviation from the shareholders' preferential rights, to issue a maximum of 379 854 subscription warrants, with the accompanying right to subscribe for a maximum of 379 854 new shares in the Company. The right to subscribe to these warrants shall only be granted to some of the Company's senior executives.

An Extraordinary General Meeting of DistIT AB (publ) resolved on 21 February 2019 to issue up to 300 000 subscription warrants in total. The right to subscribe to the warrants below shall, in a deviation from shareholders' preferential rights, only be granted to Company CEO, Robert Rosenzweig. Subscription for shares may take place between 8 and 31 March 2022. More comprehensive information on subscription warrants is available via DistIT's website.

TO 5, ISIN code: SE0012507192 – 150 000 warrants TO 6, ISIN code: SE0012507200 – 30 000 warrants TO 7, ISIN code: SE0012507218 – 30 000 warrants TO 8, ISIN code: SE0012507226 – 30 000 warrants TO 9, ISIN code: SE0012507234 – 30 000 warrants TO 10, ISIN code: SE0012507242 – 30 000 warrants

### **ACQUISITION AND GOODWILL**

Goodwill is tested on an ongoing basis to identify any impairment needs, and is recognised at cost less accumulated impairment losses. Tests conducted at year-end showed that there was no need for impairment as of 31 March 2020, goodwill totalled MSEK 92.1 (88.5).

#### **PERSONNEL**

The number of employees totalled 255 (268) at the end of the reporting period.

### SIGNIFICANT EVENTS AND UNCERTAINTY FACTORS

The risks and uncertainty factors applicable to DistIT are described on pages 23 to 27 of the 2019 Annual Report. They can also be found on the Company's website, www.distit.se, in the Corporate Governance Report for 2019. Apart from the situation regarding Covid-19, which is described in this report and the Annual Report, no significant changes have occurred which would give rise to a change in these descriptions.

### **PARENT COMPANY**

Operations in the Parent Company comprise group management, finance and IR/PR. The Parent Company's revenue, which as a whole is intra-group, totalled MSEK 2.6 (2.6). The operating result totalled MSEK -3.7 (-3.4). At the end of the period, the number of employees in the Parent Company totalled 2 (2).

### **AUDITOR'S REVIEW**

This report has not been reviewed by the Company's Auditor.

### **DIVIDEND**

In light of the prevailing circumstances with Covid-19, the Board of Directors now proposes to the Annual General Meeting 2020 that no dividend be paid for 2019. The Board's previous proposal of SEK 1.25 per share in dividend is thereby withdrawn.

The Board of Directors deems that the company has the financial capacity for a dividend, but that attractive opportunities may arise for investing in increased market shares, organically or through acquisitions, during the year as a result of the crisis, and that liquidity should therefore be retained in the company. A possible dividend decision should therefore be postponed, and possibly made later in the year when there is more clarity about the market situation.

### **ANNUAL GENERAL MEETING 2020**

The Annual General Meeting of DistIT AB will be held on 20 April 2020. For information on the AGM and the resolutions passed, please refer to the Company's communiqué from the AGM, which can be found on the Company's website www.distit.se.

#### **NOMINATION COMMITTEE FOR THE 2020 AGM**

Prior to the 2020 Annual General Meeting, the Nomination Committee consisted of Anders Bladh (appointed by and representing Ribbskottet AB), Daniel Nyhren (Athanase), Tedde Jeansson (Jeansson family) and Stefan Charette (Chairman of DistIT AB). Daniel Nyhren is Chairman of the Nomination Committee. The Nomination Committee represents over 45 per cent of the total number of shares and votes. Anders Bladh and Stefan Charette are both board members of the company, and represent shareholders with more than ten per cent of shares and votes each. The Nomination Committee therefore deviates from the "Swedish Code of Corporate Governance". The reason for this deviation is that participation in the Nomination Committee forms a key part of the responsibilities of owning shares in the company. The Nomination Committee embodies broad experience from boards and nomination procedures. The Nomination Committee has met twice with full minutes. An account of the Nomination Committee's work and principles will be provided in the Nomination Committee's proposal and report ahead of the Annual General Meeting 2020, which will be disclosed in conjunction with an invitation to the Annual General Meeting, expected to published be in the latter half of March 2020.

### **SUBSIDIARIES**

### **AURORA**

Aurora provides added value for Nordic retail trade, e-commerce and B2B by way of EMV distribution and branded products within consumer electronics. Aurora's customers include Clas Ohlson, Mediamarkt, Elgiganten and Salling group.

Revenue during the first quarter of 2020 decreased by 17.8 per cent to MSEK 162.5 (197.6). The decline in Aurora's business volume against the previous period is a continued consequence of two suppliers deciding to partially employ alternative sales channels during the third quarter of 2019, as well as certain low-margin Abrands being discontinued. EBIT for the quarter increased to MSEK 1.3 (-1.8). The increase, despite the fall in volume, is mainly due to the effects of the restructuring work carried out in the company.

AURORA <sup>1</sup>	JAN-	MAR	JAN-DEC	
	2020	2019	2019	
Net revenue, MSEK	162.5	197.6	818.6	
Operating result before depreciation/amortisation (EBITDA), MSEK	1.6	-0.1	11.1	
Operating result after depreciation/amortisation (EBIT), MSEK	1.3	-1.8	9.9	
Gross margin, %	22.2	22.1	23.0	
Operating margin after depreciation/amortisation (EBIT), %	0.8	-0.9	1.2	

## **DELTACO**

Deltaco supply quality products within the IT and consumer electronic industry. Deltaco manufactures and markets its own-brands Streetz $^{\text{TM}}$ , DELTACO $^{\text{TM}}$ , Nordic Home $^{\text{TM}}$  and DELTACO Gaming $^{\text{TM}}$ . The customer base consists of, among others, ATEA, Kjell & Company, Dustin, Mediamarkt and OKQ8.

Revenue during the first quarter of 2020 increased by 1.8 per cent to MSEK 276.2 (240.5). The gross margin in the quarter decreased to 20.3 per cent (21.5), driven by a volume increase in memory and network products with a significantly lower margin structure, which outweighed stronger sales development of own brands. EBIT for the quarter increased to MSEK 11.3 (8.6).

DELTACO <sup>1</sup>	JAN-MAR		JAN-DEC
	2020	2019	2019
Net revenue, MSEK	276.2	240.5	1 036.4
Operating result before depreciation/amortisation (EBITDA), MSEK	13.3	11.2	45.5
Operating result after depreciation/amortisation (EBIT), MSEK	11.3	8.6	7.4
Gross margin, %	20.3	21.5	20.4
Operating margin after depreciation/amortisation (EBIT), %	4.1	3.6	0.7

Septon is a distributor of high-quality audio and video equipment (AV products) intended for the professional market and consumers. The company represents well-known brands, such as Harman Pro, Klipsch and Marantz on the Swedish market. Customers include Dustin, Effektgruppen, SCAN AV and CDON.COM.

Revenue in the first quarter of 2020 increased by 2.2 per cent to MSEK 8.69 (85.0). A slightly lower gross margin as a result of a change in product mix contributed to a somewhat decreased EBIT of MSEK 2.2 (2.5). Septon is actively continuing its work to realise the cost market synergies from earlier acquisitions.

SEPTON	JAN-	MAR	JAN-DEC
	2020	2019	2019
Net revenue, MSEK	86.9	85.0	351.3
Operating result before depreciation/amortisation (EBITDA), MSEK	2.2	2.6	19.9
Operating result after depreciation/amortisation (EBIT), MSEK	2.0	2.4	19.3
Gross margin, %	24.2	25.1	28.1
Operating margin after depreciation/amortisation (EBIT), %	2.3	2.8	5.5

## **SOMINIS**

Sominis Technology UAB, Lithuania, currently acts as a sales partner (B2B) of surplus stack across Europe. Customers are international companies, hardware retailers, the retail trade, online stores, telecommunication companies, and hotel chains.

Revenue during the first quarter of 2020 increased by 23.7 per cent to MSEK 43.3 (35.0). EBIT for the quarter decreased to MSEK 1.1 (1.4), negatively impacted by a lower gross margin and slightly higher staff costs of a transitional nature in the quarter.

SOMINIS	JAN-	MAR	JAN-DEC
	2020	2019	2019
Net revenue, MSEK	43.3	35.0	133.8
Operating result before depreciation/amortisation (EBITDA), MSEK	1.3	1.5	4.6
Operating result after depreciation/amortisation (EBIT), MSEK	1.1	1.4	4.0
Gross margin, %	9.1	10.0	9.4
Operating margin after depreciation/amortisation (EBIT), %	2.5	4.0	3.0

<sup>1)</sup> An organisational merger between Aurora and Deltaco was completed in the third quarter of 2019, and further integration of subsidiaries is ongoing.

SEPTON

# **DISTITS SHARE AND OWNERSHIP**

### **PLACE OF LISTING**

DistIT's share has been listed on NASDAQ OMX First North since 19 April 2011, and on Nasdaq First North Premier Growth Market ("First North Premier"), previously Nasdaq OMX First North Premier, since 28 April 2015. Companies affiliated with First North Premier are required to have a Certified Adviser, who shall, among other things, be responsible for supervision. Erik Penser Bank AB is DistIT's Certified Adviser.

# Share information

Ticker symbol	DIST
ISIN code	SE0003883800
Number of shares	12 281 961
Trading item	1 share
Voting rights	1 vote per share

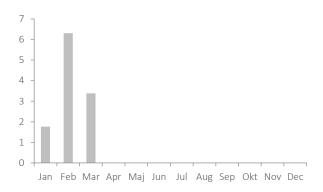
# SHARE DISTRIBUTION, 31 MARCH 2020

Shareholding	Shareholders	Number of shares
1-500	5 454	421 099
1-500	5 454	421 099
501-1000	315	252 951
1001-5000	293	650 132
5001-10000	40	291 514
10001-15000	19	242 154
15001-20000	5	88 243
20001-	51	10 335 868
Total	6 177	12 281 961

## **SHARE FACTS**

The closing price of the share during the first quarter of 2020 varied from SEK 26.00 (34.20) at its lowest to SEK 45.10 (48.10) at its highest. The closing price of the share on 31 March 2020 was SEK 30.00 (44.00), corresponding to a decrease of 27.7 per cent compared with the closing price of the share on the last day of trading in 2019. As of 31 March 2020, DistIT's market capitalisation was MSEK 368.5 (540.4). The number of DistIT shareholders totalled 6 177 on 31 March 2020. Of these, 408 had more than 1 000 shares each. On average, 18 181 shares (10 386) were traded per trading day during January - March. On 31 March 2020, DistIT's share capital totalled SEK 24 563 922, distributed across 12 281 961 shares.

# **SHARE TURNOVER (PER 100 000) 2020**



# 10 LARGEST SHAREHOLDERS – 31 MARCH 2020

NAME	NUMBER OF SHARES	SHARE OF CAPITAL AND VOTES, %	
Athanase Industrial Partner	2 728 013	22.2%	
Ribbskottet AB	1 541 146	12.5%	
Försäkringsaktiebolaget, Avanza Pension	1 383 631	11.3%	
Humle Kapitalförvaltning AB	848 307	6.9%	
Hajskäret Invest AB	358 459	2.9%	
TAMT AB	292 051	2.4%	
Hotel Riddargatan AB	280 071	2.3%	
Jeansson, Theodor	215 000	1.8%	
Måns Ola Flodberg	204 500	1.7%	
Jonas Mårtensson	200 092	1.6%	
Total 10 largest owners	8 051 270	65.6%	
Total other owners	4 230 691	34.4%	
Total	12 281 961	100.0%	

# **CEO'S SIGNATURE**

I, the undersigned, confirm that this interim report provides a true and fair view of the Parent Company and the Group's operations, position and performance, and describes significant risks and uncertainties faced by the Parent Company and the companies included in the Group.

20 April 2020, Älvsjö

Robert Rosenzweig President and CEO

The report has been signed by the President and CEO, following authorisation of the Board of Directors.

### **FINANCIAL CALENDER 2020**

The Annual General Meeting will be held in Stockholm on 20 April 2020

Interim Report January – June 2020, 19 August 2020 Interim Report January – September 2020, 23 October 2020

# **CONTACTS**

Robert Rosenzweig, Group CEO, robert.rosenzweig@distit.se Philip Gunnarsson, Group CFO, philip.gunnarsson@distit.se

# **THE GROUP**

INCOME STATEMENT - THE GROUP, MSEK	JAN-M	AR	FULL YEAR
	2020	2019	2019
Net revenue	561.2	551.9	2 320.6
Other operating income	3.7	3.7	10.3
Total revenue Note 4	564.9	555.5	2 330.9
Cost of sold goods	-447.9	-436.1	-1 820.1
Gross result	117.0	119.4	510.8
Operating costs	-101.1	-108.8	-439.4
Operating result before depreciation/amortisation	15.9	10.6	71.4
Depreciation tangible assets	-4.4	-4.0	-17.7
Amortisation intangible assets	-2.1	-1.8	-37.6
Operating result	9.4	4.8	16.1
Net financial result	-3.9	-3.5	-12.0
Result after financial items	4.5	1.3	4.1
Deferred tax liabilities	0.0	0.0	-1.5
Tax on profit for the year	-1.2	-0.2	-5.7
Profit from continuing operations for the period	4.3	1.1	-3.1
Results from divested operations	0.0	0.0	44.5
Results for the period	4.3	1.1	41.4
Attributable to:			
Parent company's shareholders	3.6	0.5	38.3
Non-controlling interests	0.7	0.6	3.1
Results for the period	4.3	1.1	41.4
Other comprehensive income			
Translation differences for the period due to conversion of foreign subsidiaries	5.4	1.3	4.4
Total comprehensive income for the period	9.7	2.4	4.4 <b>45.8</b>
	3.,	2.1	15.6
Total comprehensive income attributable to:	0.0	1.0	42.7
Parent company shareholders  Non-controlling interests	9.0	1.8	42.7
Non-controlling interests	0.7	0.6	3.1
DATA PER SHARE	JAN-MAR		FULL YEAR
	2020	2019	2019
Number of shares			
Number of shares at the end of the period	12 281 961	12 281 961	12 281 961
Average number of shares (before dilution)	12 281 961	12 281 961	12 281 961
Average number of shares (after dilution)	12 281 961	12 281 961	12 281 961
Earnings per share			
Earnings per share  Earnings per share for the period (before dilution) <sup>1</sup> , SEK	0.29	0.04	3.12
Earnings per share for the period (after dilution) <sup>1</sup> , SEK	0.29	0.04	3.12
Earnings per share for the period (after dilution) , 3EK	0.25	0.04	5.12
Earnings per share for the period from continuing operations <sup>2</sup> , SEK	0.35	0.09	-0.25
Earnings per share for the period from divested operations, SEK	0.00	0.00	3.62
Equity per share			
Equity per share at the end of the period, SEK	32.93	29.95	32.19

<sup>1)</sup> The key figure refers to the Parent Company's shareholders earnings per share 2) The key figure refers to the Parent Company's and non-controlling interests' earnings per share

# **THE GROUP**

BALANCE SHEET - THE GROUP, MSEK	QUAF	RTER	FULL YEAR
	JAN- MAR 2020	JAN-MAR 2019	2019
ASSETS			
Fixed assets			
Goodwill	92.1	88.5	89.8
Other intangible fixed assets	25.6	46.3	24.4
Tangible fixed assets	6.2	6.9	6.2
Right-of-use assets	40.8	45.4	41.4
Financial fixed assets	10.1	10.2	10.2
Total fixed assets	174.8	197.3	172.0
Current assets			
Inventories	438.0	458.7	432.2
Accounts receivable	342.7	336.9	412.6
Other current assets	55.2	55.3	49.0
Cash and bank balances Note 6	57.0	36.0	10.7
Total current assets	892.9	886.9	904.5
Assets held for sale		65.6	
TOTAL ASSETS	1 067.7	1 149.8	1 076.5
EQUITY AND LIABILITIES			
Equity	24.6	24.6	24.6
Share capital	24.6	24.6	24.6
Other contributed capital	165.8	163.9	165.8
Retained earnings including results for the period	213,9	179.4	205.0
Total attributable to parent company shareholders	404.3	367.9	395.4
Non-controlling interests	12.4	105	12.1
Total equity	416.7	378.4	407.5
Long-term liabilities			
Liabilities to credit institutions	0.0	0.4	0.0
Lease liability	24.9	32.5	26.7
Bond loans Note 3	183.6	183.6	183.6
Deferred tax liability	6.5	7.5	6.3
Other long-term liabilities	1.1	0.0	1.1
Total long-term liabilities	216.1	224.0	217.7
Short-term liabilities			
Liabilities to credit institutions Note 6	19.5	30.9	20.1
Lease liability	16.3	13.4	15.0
Other interest-bearing liabilities	0.0	0.8	0.0
Accounts payable	277.1	330.7	283.0
Accrued expenses and deferred income	45.0	41.8	48.5
Other short-term liabilities	77.0	80.5	84.4
Total short-term liabilities	434.9	498.1	451.3
Liabilities held for sale		49.3	
TOTAL EQUITY AND LIABILITIES	1 067.7	1 149.8	1 076.5

# **THE GROUP**

CHANGES IN EQUITY - THE GROUP, MSEK	JAN-MAR	FULL YEAR	
	2020	2019	
Opening balance equity	407.5	374.8	
Effect of transition to IFRS 16	0.0	-0.3	
Issue of warrants	0.0	-0.3	
Dividend	0.0	-0.3	
Non-controlling interests	0.3	1.0	
Total result for the period attributable to parent company shareholders	9.0	43.1	
Closing balance equity	416.7	407.5	

CASH FLOW STATEMENT - THE GROUP, MSEK		JAN-	FULL YEAR	
		2020	2019	2019
Operating result		9.4	4.8	16.1
Adjustment for items not included in the cash flow		11.4	6.3	55.8
Net financial result		-3.9	-3.5	-12.2
Paid tax		-6.4	-6.5	-9.6
Change in total working capital		46.4	39.6	-59.9
Cash flow from operating activities		56.9	40.7	-9.8
Change in tangible and intangible fixed assets		-10.0	-2.5	-19.0
Change in financial fixed assets		0.4	-0.1	1.5
Acquisition of subsidiaries/non-controlling interests		0.0	0.0	0.0
Cash flow from investment activities		-9.6	-2.6	-17.5
Loan change	Note 6	-1.2	-35.2	-50.5
Dividend to shareholder without controlling interest		0.0	0.0	-0.2
Dividend/options		0.0	1.3	-12.2
Cash flow from financing activities		-1.2	-33.9	-62.9
Cash flow for the year from continuing operations		46.1	4.2	-90.2
Cash flow for the year from divested operations		0.0	-12.1	58.4
Cash flow for the year		46.1	-7.9	-31.8
Exchange rate difference in liquid assets		0.2	1.0	-0.4
Change of liquid assets		46.3	-69	-32.2
Reconciliation of change in liquid assets				
Opening balance liquid assets	Note 6	10.7	42.9	42.9
Closing balance liquid assets	Note 6	57.0	36.0	10.7
Change of liquid assets		46.3	-6.9	-32.2

# THE PARENT COMPANY

OME STATEMENT - THE PARENT COMPANY, MSEK JAN-MAR		IR.	FULL YEAR
	2020	2019	2019
Net revenue	2.6	2.6	15.1
Total income	2.6	2.6	15.1
Operating costs	-6.1	-6.0	-24.4
Operating result before depreciation/amortisation	-3.5	-3.4	-9.3
Amortisation intangible assets	-0.2	0.0	-0.4
Operating result	-3.7	-3.4	-9.7
Net financial result	-0.7	-1.1	8.9
Result after financial items	-4.4	-4.5	-0.8
Year-end appropriations	0.0	0.0	2.0
Result before tax	-4.4	-4.5	1.2
Tax on profit for the year	0.0	0.0	0
Result for the period	-4.4	-4.5	1.2
DALANCE CUEET. THE DADENT COMMONNY MACEN	JAN-MA	.D	FULL YEAR
BALANCE SHEET - THE PARENT COMPANY, MSEK ASSETS			
Fixed assets	2020	2019	2019
Shares in subsidiaries	206.1	255.7	206.1
Other intangible fixed assets	1.6	0.0	1.8
Other fixed assets  Other fixed assets	7.5	7.5	7.5
Total fixed assets		263.2	215.4
	215.2	203.2	215.4
Current assets	205.0	2000	205.0
Receivables from group companies	285.9	266.3	295.8
Other receivables	10.7	9.5	7.1
Cash and bank balances	1.9	0.0	1.2
Total current assets	298.5	275.8	304.1
TOTAL ASSETS	513.7	539.0	519.5
EQUITY AND LIABILITIES			
Equity			
Share capital	24.6	24.6	24.6
Free reserves	304.6	315.6	303.3
Result for the period	-4.4	-3.6	1.2
Total equity	324.8	336.6	329.1
Long-term liabilities			
Bond loans	183.6	183.6	183.6
Total long-term liabilities	183.6	183.6	183.6
Short-term liabilities			
Accounts payable	1.5	0.1	0.6
Liabilities to group companies	0.0	11.1	0.0
Accrued expenses and deferred income	3.6	5.7	5.3
Other short-term liabilities	0.2	1.9	0.9
Total short-term liabilities	5.3	18.8	6.8
TOTAL EQUITY AND LIABILITIES	513.7	539.0	519.5
	313.7	203.0	313

### **NOTES**

### **NOTE 1 - ACCOUNTING PRINCIPLES**

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) and interpretations of the IFRS Interpretations Committee (IFRS IC) as endorsed by the EU. The Group has also applied the Swedish Financial Reporting Board recommendation RFR 1, Supplementary Accounting Rules for Groups. This interim report has been prepared in accordance with the Swedish Annual Accounts Act (ÅRL), and IAS 34, Interim Financial Reporting, for the Group, and in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendations RFR 2, Accounting for Legal Entities, for the Parent Company. The accounting principles applied for the Group and the Parent Company are consistent with those used in the preparation of the latest Annual Report.

DistIT applies IFRS 16 according to the simplified transition method from the transition date 1 January 2019. In accordance with the standard, comparative figures have not been recalculated, but rather the accumulated effect of the transition is reported as an opening balance adjustment on 1 January 2019.

New or revised IFRS standards and interpretative statements for 2020 have had no material effect on the Group's financial position, results or disclosures.

# NOTE 2 - PLEDGED COLLATERAL FOR OWN PROVISIONS AND LIABILITIES, MSEK:

	GROUP		PARENT COMPANY	
LIABILITIES TO CREDIT INSTITUTIONS	2020-03-31	2019-12- 31	2020-03-31	2019-12- 31
Company mortgages	73.0	73.0	5.0	5.0
Shares in subsidiaries	245.2	232.8	180.6	180.6
Assets pledged as collateral security	20.1	28.6	0.0	0.0
Other guarantees	3.9	4.7	0.0	0,0

## **NOTE 3 - BOND LOAN**

On 3 May 2018, DistIT AB issued a four-year senior unsecured bond loan of MSEK 240 within a framework of MSEK 500. The bond loan matures on 16 May 2022. The bond loan carries a coupon rate of three months' STIBOR plus 5.0 per cent. The bonds were registered for trading at Nasdaq Stockholm on 6 July 2018. As of 31 March 2020, DistIT AB nominally owns MSEK 56.4 of its own bond loans.

# **NOTE 4 - SALES, MSEK**

Sales per segment

	JAN-MAR		FULL YEAR
SALES PER SEGMENT	2020	2019	2019
Aurora	162.5	197.6	818.6
Deltaco	276.2	240.5	1 036.4
Septon	86.9	85.0	351.3
Sominis	43.3	35.0	133.8
Other/eliminations	-4.0	-2.6	-9.2
Total	564.9	555.5	2 330.9

#### Sales per country

	JAN-MAR		HELÅR
SALES PER COUNTRY	2020	2019	2019
Sweden	273.9	267.1	1 138.8
Finland	51.2	52.0	205.6
Denmark	106.7	118.0	464.7
Norway	68.1	65.3	302.3
Rest of Europe	65.0	53.1	219.9
Total	564.9	555.5	2 330.9

### **NOTE 5 - EXCHANGE RATE DIFFERENCES**

Exchange rate differences of an operating nature are reported in accordance with IFRS in operating income as other operating income/expenses. This refers to all currency differences that arise as a result of commitments to customers and suppliers. Other exchange rate differences are classified as financials, which include, among other things, exchange rate differences on loans and bank balances in foreign currencies.

Currency adjustments due to the conversion of foreign operations are reported in "Other comprehensive income".

### **NOTE 6 - ADJUSTMENT TO RECOGNISING LIQUID ASSETS**

The DistIT Group has previously recognised liquid assets in accordance with the principle that bank accounts within the cash pool of subsidiaries have been reported with their gross values, i.e. a positive account has been reported as current assets and negative accounts as current liabilities. As of the fourth quarter 2019, the Group has changed the accounting principle so that the Group's cash pool is reported in its entirety as liquid assets in the Parent Company. The subsidiaries' share of the cash pool accounts is recognised as a short-term receivable or liability in relation to the Parent Company.

The amounts previously recognised as of the end of March 2019 for liquid assets and short-term liabilities to credit institutions were MSEK 113.3 and MSEK 108.2 respectively.

The amounts previously reported in the cash flow statement were as follows; Q1 2019: loan change MSEK 76.3, opening balance liquid assets MSEK 177.8, closing balance liquid assets MSEK 129.8.

# **DEFINITIONS**

Total revenue and Revenue:	Net revenue, including currency effects and other operating income.
Gross margin:	The gross result as a percentage of the net revenue for the period.
EBITDA:	The operating result after depreciation and amortisation.
Net liabilities:	Liabilities to credit institutions, bond loans and other interest-bearing liabilities, less cash and bank balances.
EBIT margin:	The operating result after depreciation/amortisation as a percentage of the net revenue for the period.
Earnings per share:	The net result for the period divided by the average number of shares during the period.
Other comprehensive income:	Translation differences for the period due to conversion of foreign subsidiaries.
Working capital as a percentage of a 12-month rolling revenue:	Total of inventories, accounts receivable and accounts payable as a percentage a 12-month rolling revenue.
Total working capital:	Total of inventories, accounts receivable and accounts payable, as well as other current assets and other short- term liabilities.

# **ENGLISH VERSION**

This English version of the Q1 report is provided as a service, and is therefore superseded by the original publication in Swedish in the event of any discrepancies.