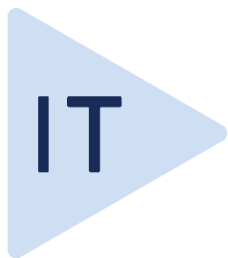




DIST IT



YEAR-END REPORT

JANUARY - DECEMBER 2021

www.distit.se

Q4

JANUARY - DECEMBER 2021

FOURTH QUARTER, 2021

- Total revenue increased by MSEK 79.0, or 10.7 per cent, to MSEK 818.8 (739.8), driven by sales increases in all subsidiaries. EFUEL contributed MSEK 42.0 to the growth in revenue. Excluding currency effects, total revenue increased by 10.1 per cent.
- The gross margin decreased to 22.7 per cent (23.5). Behind this was a reduced gross margin in Septon and Sominis, and the fact that EFUEL contributed a relatively lower gross margin compared to the Group as a whole, which was partly offset by an increased gross margin in Aurora Deltaco. Excluding currency effects, the gross margin increased to 23.3 per cent (22.6).
- EBITA increased by MSEK 2.9, or 5.7 per cent, to MSEK 53.7 (50.8). The comparison period was positively affected by MSEK 0.5 in Covid-19 support. Adjusted EBITA amounted to MSEK 53.7 (50.3), an increase of 6.8 per cent.
- Excluding currency effects, adjusted EBITA increased by 32.0 per cent in the quarter.
- The result for the period decreased to MSEK 35.2 (37.0) and earnings per share before dilution decreased to SEK 2.50 (2.99).
- Revenue from own brand labels (OBL) for the entire DistIT Group increased to MSEK 241.3 (221.1), corresponding to an increase of 9.1 per cent, and to a share of total revenue of 29.5 per cent (29.9).
- Liquid assets at the end of December amounted to MSEK 35.6 (31.4), in cash and bank balances, and MSEK 94.4 (44.6) in unused overdraft facilities. Interest-bearing net liabilities, including leasing liabilities, amounted to MSEK 380.9 (396.2) at the end of December 2021.

PERIOD JANUARY - DECEMBER 2021

- Total revenue increased by MSEK 166.0, or 7.0 per cent, to MSEK 2 524.2 (2 358.2) and, adjusted for support related to Covid-19, revenue increased by med 7.3 per cent compared to the comparison period. EFUEL contributed MSEK 65.2 to the growth in revenue. Excluding currency effects, total revenue increased by 6.8 per cent.
- The gross margin decreased to 21.7 per cent (22.0, or 21.8 excluding support related to Covid-19). Excluding currency effects, the gross margin increased to 22.2 per cent (22.0).
- EBITA decreased to MSEK 79.5 (87.4) after one-off costs of approximately MSEK 11.9 related to the acquisition of EFUEL. Adjusted EBITA amounted to MSEK 91.4 (78.5), an increase of 16.4 per cent.
- Excluding currency effects, adjusted EBITA increased during the period by 32.7 per cent.
- The result for the period decreased to MSEK 44.2 (58.0) and earnings per share decreased to SEK 3.39 (4.57).
- Revenue from own brand labels (OBL) for the entire DistIT Group increased to MSEK 709.6 (629.2), corresponding to an increase of 12.8 per cent, and to a share of total revenue of 28.1 per cent (26.7).

SIGNIFICANT EVENTS DURING THE FOURTH QUARTER, 2021

- No significant events have occurred after the end of the period.

SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

- The subsidiary EFUEL is expanding in Europe and growing with key recruitments in Germany and Finland.
- The Board of Directors proposes a dividend of SEK 2.00 (2.00) per share for the 2021 financial year.

SELECTED KEY FINANCIAL RATIOS	OCT - DEC		JAN - DEC	
	2021	2020	2021	2020
MSEK				
Total revenue	818.8	739.8	2 524.2	2 358.2
Gross margin, %	22.7	23.5	21.7	22.0
EBITA	53.7	50.8	79.5	87.4
EBITA margin, %	6.6	6.9	3.1	3.7
Adjusted EBITA	53.7	50.3	91.4	78.5
Adjusted EBITA margin, %	6.6	6.8	3.6	3.3
Result for the period	35.2	37.0	44.2	58.0
Number of employees at the end of the period	264	259	264	259
Cash flow from operating activities per share, SEK	2.44	1.95	-7.58	7.38
Earnings for the period per share (before dilution), SEK	2.50	2.99	3.39	4.57
Earnings for the period per share (after dilution), SEK	2.44	2.99	3.33	4.57



A FEW WORDS FROM OUR CEO

A RECORD QUARTER, BUT WITH CERTAIN CHALLENGES

The fourth quarter of 2021 was largely marked by the pandemic and its negative consequences, but also by continued work on major forward-looking initiatives, such as EFUEL's international expansion, the merger of Aurora Deltaco, and the development of own brand labels in Septon. The fact that, during a quarter of major challenges, we still managed to present DistIT's best quarter ever in terms of adjusted operating result, even including a small negative contribution from EFUEL, shows the strength of our offer and is a result of my colleagues' hard work and commitment. Sales increased by 10.7 per cent compared with the same quarter last year, and amounted accordingly to MSEK 818.8, which is the highest in the company's history for a single quarter. Adjusted EBITA increased during the same period by 6.8 per cent to MSEK 53.7. Adjusted for exchange rate effects, in an unusually volatile currency period for us, adjusted EBITA increased by 32.0 per cent.

AURORA DELTACO

Aurora Deltaco delivered its best quarter ever, despite the fact that business volume has continued to be affected by the pandemic and its negative consequences in the form of, among other things, restrictions in the physical retail trade and long lead times for the delivery of goods. During the quarter, we saw that implemented price increases began, in part, to cover the last year's drastically increased freight costs. The integration work between the two companies continued unabated during the quarter. The merger of IT, warehousing, logistics, and operational structures is expected to be completed in 2022, and to lead to both increased efficiency and cost savings. We also continued to work on other strategic priorities during the quarter, such as further developing our own brand labels and intensifying exports to Europe.

SEPTON

Septon showed strong sales growth in the quarter of 21.2 per cent compared to the same quarter last year, primarily related to new initiatives in B2B-oriented business areas. During the quarter, we saw the beginning of a recovery in demand in the event industry, which, for natural reasons, has been severely limited during the past year. Profitability during the quarter continued to be marked by a shortage of goods, increased freight prices, and restrictions in the event industry. Despite this, EBIT increased during the quarter by 161.9 per cent, which, in addition to sales growth, is a result of strategic investments in digitisation, restructuring, and streamlining of

operations. The work of developing own brand labels in collaboration with Aurora Deltaco's product and purchasing organisation has been intensified, and an initial range will be launched in 2022.

EFUEL

The growth journey continues for EFUEL, which during the fourth quarter showed an increase in revenue of 154.5 per cent. Profitability was negatively impacted by a periodic lack of supply of goods with a relatively higher margin, as well as currency and accounting effects of an investment in own product development (see page 8). In addition, a planned gradual increase in the cost base has taken place in order to support continued growth. EFUEL has strengthened the organisation with recruitments to lead the planned expansion in Finland and Germany, and with a Technical Manager to further develop the company's software-based products. The recurring service income from these products is still in a build-up phase, but we see that the number of users is constantly increasing.

SOMINIS

Somini's revenue increased by 17.9 per cent, but profitability has continued to be affected by long lead times for delivery of goods, high price pressure, and increased freight prices. The company continues to develop its strategy towards European marketplaces.

SCALABLE PLATFORMS IN THE DISTIT GROUP

The focused work of recent years to develop and implement the strategy for the various DistIT companies has resulted in platforms that are well positioned to accelerate scalable growth with an increased presence in Europe. We expect this acceleration to lead to continued profitable growth in 2022, at the same time as we continue to build a long-term, successful and sustainable group of companies.

I would like to convey a huge thank you to all my colleagues for their hard work and commitment, and note that success is good but the key is to never be satisfied - "relentlessly and with a vengeance".

Älvsjö, 23 February 2022

Robert Rosenzweig, President and CEO

FINANCIAL INFORMATION

FOURTH QUARTER 2021

INCOME AND RESULT

Revenue for the quarter increased by MSEK 79.0, or 10.7 per cent, to MSEK 818.8 (739.8) compared with the corresponding period last year. Aurora Deltaco increased its revenue by MSEK 10.7 to MSEK 610.9, Septon by MSEK 18.9 to MSEK 107.9, and Sominis by MSEK 9.0 to MSEK 59.4. EFUEL contributed to the growth in revenue with MSEK 42.0.

The gross margin decreased to 22.7 per cent (23.5) for the DistIT Group. Behind this was a reduced gross margin in Septon and Sominis, and the fact that EFUEL contributed a relatively lower gross margin compared to the Group as a whole, which was, in part, offset by an increased gross margin in Aurora Deltaco. Excluding currency effects, the gross margin for the quarter increased to 23.3 per cent (22.6).

EBITA increased by MSEK 2.9, or 5.7 per cent, to MSEK 53.7 (50.8). The comparison period was positively affected by MSEK 0.5 in Covid-19 support. No support related to Covid-19 was received during the fourth quarter of 2021. Adjusted EBITA amounted to MSEK 53.7 (50.3), an increase of 6.8 per cent.

Excluding currency effects, EBITA and adjusted EBITA increased in the quarter by 30.4 per cent and 32.0 per cent, respectively.

The result for the quarter decreased to MSEK 35.2 (37.0).

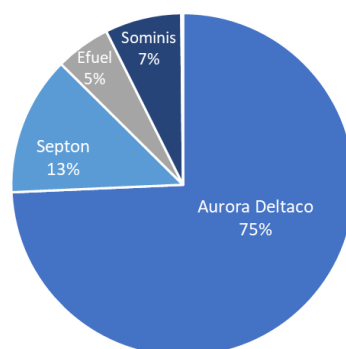
CASH FLOW AND WORKING CAPITAL

Cash flow from operating activities amounted to MSEK 34.0 (23.9). In comparison with the end of September 2021, accounts payable amounted to MSEK 105.6 (55.8), inventory to MSEK 25.1 (8.7), and accounts receivable to MSEK 96.3 (79.2). In total, the change in working capital had a negative effect on the operating cash flow during the quarter of MSEK -32.6 (-30.5).

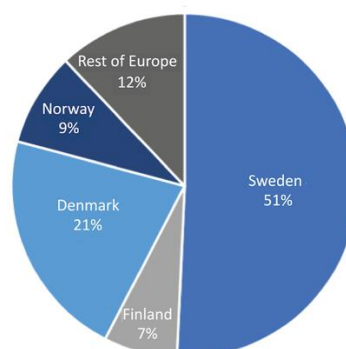
Cash flow from investment activities in the quarter amounted to MSEK -18.0 (-4.7), and consisted for the most part of acquisitions of tangible and intangible fixed assets of MSEK -17.3 (-4.7).

Cash flow from financing activities of MSEK -12.6 (-6.1) was primarily affected by a loan change of MSEK -16.0 (-6.1).

NET REVENUE PER SUBSIDIARY



NET REVENUE PER COUNTRY



EXCHANGE RATE DIFFERENCES

Exchange rate differences of an operating nature are reported in accordance with IFRS in the operating result as other operating income/expenses. This includes all currency differences that arise due to commitments to customers and suppliers. Other exchange rate differences are classified as financial, which include exchange rate differences on loans and bank balances in foreign currencies. Currency adjustments due to the translation of foreign operations are reported in other comprehensive income.

The quarter's exchange rate differences of an operating nature amounted to MSEK -4.6 (6.1), and for the full year amounted to MSEK -13.3 (-0.3).

FULL YEAR JAN – DEC 2021

INCOME AND RESULT

Revenue for the period January to December increased to MSEK 2 524.2 (2 358.2). Aurora Deltaco increased by MSEK 28.6, Septon by MSEK 56.0, Sominis by MSEK 19.5, and EFUEL contributed MSEK 65.2.

The gross margin for the period decreased to 21.7 per cent (22.0). The operating result after depreciation (EBIT) decreased to MSEK 76.4 (87.4).

The result for the period decreased to MSEK 44.2 (58.0).

CASH FLOW AND WORKING CAPITAL

Cash flow from operating activities amounted to MSEK -97.1 (90.6). In comparison with the end of December 2020, accounts receivable increased by MSEK 3.9, accounts payable increased by MSEK 80.1, and inventories increased by MSEK 220.7, according to the previously communicated strategy, in order to increase inventory in the face of expected delivery disruptions from mainly Asian suppliers. The change in other current receivables and liabilities increased by MSEK 4.7. In total, the change in working capital had a negative effect on the operating cash flow of MSEK 182.2 (8.0).

Working capital at the end of the year amounted to MSEK 703.4 (514.8) for the Group as a whole. Working capital as a percentage of 12-months' rolling revenue at the end of December 2021 was 28.0 per cent (21.8).

Cash flow from investing activities was affected by the change in tangible and intangible fixed assets by MSEK -34.2 (-20.1). Investments in tangible fixed assets had an impact of MSEK -16.8 (-17.5) and investments in intangible fixed assets of MSEK -17.4 (-2.6).

Cash flow from financing activities was negatively affected by this year's dividend of MSEK -24.6 (0.0), and positively of MSEK 178.0 (-33.1), of which MSEK 134.4 was attributable to the Company's redemption of an old bond loan and the issuance of a new one, see page 11.

NET LIABILITIES AND LIQUID ASSETS

Interest-bearing net liabilities, excluding lease liability, amounted to MSEK 380.7 (159.5) at the end of December 2021. The increase in interest-bearing net liabilities is mainly attributable to a new bond loan, the above-mentioned investment in the inventory in Aurora Deltaco, and a cash payment for the EFUEL acquisition, which has reduced liquid assets.

The DistIT Group has a so-called cash pool with a credit capacity of MSEK 139.3 (89.3), where MSEK 61.1 (14.6) was used as of the end of December 2021. In addition, the Group has access to MSEK 34.7 (10.5) in other overdraft facilities, of which MSEK 18.5 (0.5) was used as of the end of December 2021.

Available liquid assets at the end of December 2021 amounted to MSEK 35.6 net cash and MSEK 94.4 in unused overdraft facilities.

ACQUISITIONS, DIVESTMENTS AND GOODWILL

Goodwill is tested on an ongoing basis if there are indications of impairment, and is reported at acquisition value less accumulated impairments. The impairment tests carried out at the turn of the year showed that there was no need for impairment. The effects of Covid-19 have been taken into account when determining important assumptions. Goodwill as of 31 December 2021 amounted to MSEK 374.4 (89.5),

of which MSEK 283.4 is attributable to the acquisition of EFUEL, see page 22.

Earlier in the year, the minority interests of 20 per cent in Winther Wireless AB and UAB Sominis Technology, as well as 10 per cent in Septon Norge Holding AS, were acquired. During the third quarter of 2021, the minority interests of 15 per cent in Septon Holding AB were acquired. The transactions are reported within the Group's equity as a transaction with the owners. During the first quarter, the shares in the subsidiary UAB Tarpo klavisas were divested, where the capital result of MSEK 0.9 is presented in other operating income.

DistIT AB acquired 100 per cent of the shares in Electric Fuel Infrastructure Sweden 2 AB during the third quarter 2021, see Note 6 for more information.

COVID-19

Government restrictions have continued to limit event activities and traditional trade, which had a negative effect on business volume, both in the quarter and for the full year.

RELATED-PARTY TRANSACTIONS

The Group has not conducted any material transactions with related parties during the fourth quarter or the full year 2021.

SUBSCRIPTION WARRANTS

A total of 394 686 subscription warrants were subscribed for following a resolution at an Extraordinary General Meeting of DistIT AB on 3 September 2021. The programme was fully subscribed and was aimed at key employees in EFUEL. For more information about subscription warrants, see page 11 and DistIT's website.

NEW ISSUE OF SHARES

As part of the Company's acquisition of Electric Fuel Infrastructure Sweden 2 AB ("EFUEL"), a resolution was taken to increase the Company's share capital by a maximum of SEK 3 252 572 through the issue of a maximum of 1 626 286 new shares at a price corresponding to approximately SEK 86.09 per share. The right to subscribe for new shares was granted, with deviation from the shareholders' preferential rights, only to Redstone Investment Group SA, the seller of EFUEL.

PERSONNEL

The number of employees totalled 264 (259), of which nine were added through the acquisition of EFUEL.

SIGNIFICANT RISKS AND UNCERTAINTIES

The risks and uncertainties applicable to DistIT are described on p. 20 to 32 of the 2020 Annual Report. They can also be found on the Company's website, www.distit.se, in the Corporate Governance Report for 2020. Apart from the situation regarding Covid-19, which is described in this report, as well as in 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, amounted to MSEK 4.7 (4.0) for the fourth quarter of 2021. The operating result amounted to MSEK -2.2 (-2.6). Corresponding figures for the full year show revenue of MSEK 17.5 (16.3), and an operating result of MSEK -8.2 (-8.4).

At the end of the period, the number of employees in the Parent Company totalled 2 (2).

DIVIDEND

The Board of Directors proposes a dividend of SEK 2.00 (2.00) per share for the 2021 financial year.

The Board of Directors intends to annually propose a dividend, or other equivalent value transfer, which shall amount to 30-50 per cent of the profit after tax. The dividend proposal has been prepared with regard to the Group's growth strategy and investments in own brand labels. Uncertainty factors remain surrounding the normalisation of logistics and mix of demand in different business areas as a result of Covid-19.

NOMINATION COMMITTEE PRIOR TO THE AGM 2022

Prior to the 2022 Annual General Meeting, the Nomination Committee consists of Anders Bladh (appointed by and representing Ribbskottet AB), Daniel Nyhrén Edeen (appointed by and representing Athanase Industrial Partner), Rasmus Bender (appointed by and representing Redstone Investment Group SA) and Stefan Charette (Chair of the Board of DistIT AB). The Nomination Committee represented approximately 45 per cent of the number of shares and votes in DistIT AB on 31 December 2021. Daniel Nyhrén Edeen, Anders Bladh and Rasmus Bender are representatives for the three largest shareholders in terms of votes, each with more than ten per cent of the shares and votes, and Stefan Charette is the Company's Chair of the Board. Anders Bladh is also a board member of the Company. The Nomination Committee thereby deviates from the "Swedish Code of Corporate Governance". The reason for this deviation is that participation in the Nomination Committee is a central aspect of the exercise of ownership of shares in the Company. The Nomination Committee represents a broad experience of working on boards and nomination procedures. An account of the Nomination Committee's work and principles will be provided in the Nomination Committee's proposal and observations prior to the 2022 Annual General Meeting, which will be published in conjunction with the notice of the Annual General Meeting, that is expected to be published in the second half of March 2022.

SUBSIDIARIES



AURORA DELTACO

Aurora Deltaco is a leading distributor of quality products and accessories in IT, mobility, consumer electronics, networks and data communication in northern Europe. Through the distribution of own brand labels (OBL) and external brands, Aurora Deltaco creates added value for several customer channels in both B2C and B2B, such as retail, grocery stores, e-commerce and digital marketplaces. Examples of customers are Atea, Clas Ohlson, Media Markt, Elgiganten and Salling Group.

Aurora Deltaco distributes OBLs that include a base range within several product lines, and ranges and concepts within the gaming, smart homes, electric car charging, safety and offices. Examples of own brand labels are DELTACO™, DELTACO Gaming™, L33t Gaming™ and Panzer™. The distribution of external brands is developed separately to maintain updated and complete brand portfolios.

In 2019, an organisational merger of the companies Aurora and Deltaco and a full integration of the operations was carried out. Since the first quarter of 2021, these companies are reported as a merged segment.

INCOME AND RESULT DURING THE FOURTH QUARTER

Revenue during the fourth quarter of 2021 increased by 1.8 per cent to MSEK 610.9 (600.2). The business volume in the fourth quarter was negatively affected by the fact that traffic in the physical retail trade in northern Europe continued to be limited due to restrictions as a result of Covid-19. In addition, continued long lead times for the delivery of goods have also had a negative effect on volume.

The gross margin increased to 24.4 per cent (23.8), mainly attributable to the fact that implemented price increases began, in part, to cover the drastically increased shipping costs, as well as a changed sales mix with an increased share of own brand labels. The gross margin was negatively affected by exchange rate movements, to be compared with a positive effect in the comparison period.

EBIT for the quarter increased to MSEK 53.3 (51.0), from increased revenue in combination with improved gross margin, as well as increased operating expenses. The increase in operating expenses mainly related to increased inventory costs from the relatively larger inventory, as well as costs related to the expanded operations regarding own brand labels.

AURORA DELTACO	OCT - DEC		JAN - DEC	
	2021	2020	2021	2020
Net revenue, MSEK	610.9	600.2	1 908.4	1 879.8
Operating result before depreciation (EBITDA), MSEK	54.1	53.3	97.8	102.1
Operating result after depreciation (EBIT), MSEK	53.3	51.0	95.1	92.7
Gross margin, %	24.4	23.8	22.6	22.1
Operating margin after depreciation (EBIT), %	8.7	8.5	5.0	4.9

Septon electronic

SEPTON

Septon is a distributor of high-quality audio and video equipment (AV products), and lighting equipment, intended for the professional market and consumers.

The company represents well-known brands, such as Harman Pro, Klipsch and Marantz. Customers include Dustin, Effektgruppen, SCAN AV and BRL.

INCOME AND RESULT DURING THE FOURTH QUARTER

Revenue in the fourth quarter of 2021 increased by 21.2 per cent to MSEK 107.9 (89.0). The increase in sales against the comparison period came from strong sales linked to new initiatives in B2B-oriented business areas. In addition, the company saw a start to normalisation of demand in the event industry, which was negatively affected by government restrictions as a result of Covid-19.

The gross margin decreased to 23.3 per cent (27.1,) driven by a continued significant share of business volume to the consumer segment, increased exposure to e-commerce, continued inertia in project-oriented business due to Covid-19, significant cost increases on freight and sourcing, and negative effect from exchange rate movements (positive effect from exchange rate movements during the comparison period).

EBIT increased to MSEK 5.5 (2.1) in the quarter, where operating expenses decreased by MSEK 2.2 as a result of previously communicated strategic investments in digitisation, restructuring and streamlining of operations.

SEPTON	OCT - DEC		JAN - DEC	
	2021	2020	2021	2020
Net revenue, MSEK	107.9	89.0	352.7	296.7
Operating result before depreciation (EBITDA), MSEK	5.9	2.5	10.2	9.5
Operating result after depreciation (EBIT), MSEK	5.5	2.1	9.1	8.5
Gross margin, %	23.3	27.1	23.0	27.4
Operating margin after depreciation (EBIT), %	5.1	2.4	2.6	2.9

EFUEL

EFUEL

EFUEL is a hybrid distributor and operator in electric car charging, and its strategy is to expand its revenue streams and operating margin with payment and administration services. This will also build a strong market position towards the end customer, and create a positive margin profile for the company with recurring revenue streams. In addition, the company is building additional positive development of the gross margin through further development of EFUEL's range of own brand labels in installation products and accessories, such as charging cables.

The company's strong position, with an estimated market share of approximately 30 per cent on sales of charging boxes in Sweden, creates good conditions for continued growth in an expanding domestic market. In addition, EFUEL will gradually add new geographic markets, primarily in the Nordic region and Central Europe.

INCOME AND RESULT DURING THE FOURTH QUARTER

Revenue in the fourth quarter of 2021 amounted to MSEK 42.0.

The gross margin for the fourth quarter of 2021 amounted to 13.0 per cent, which was negatively affected by delayed deliveries of high-margin products, as well as exchange rate movements. In addition, a reduction in the purchase costs of a proprietary developed product solution entailed an accounting-related inventory adjustment of approximately MSEK 1.7, with a corresponding short-term impact on result. The positive gross margin effect from the lower purchase prices will materialise during the first quarter of 2022.

EBIT decreased to MSEK -10.7 (0.7) affected by one-off costs of MSEK 10.0 regarding 'sign-on' bonuses for key employees in EFUEL, in relation to the communicated acquisition structure. Adjusted operating result after depreciation (EBIT)¹ amounted to MSEK -0.7. In addition to the factors affecting gross result, EBIT is also affected by a gradually increasing cost base to support continued growth.

PERIOD JANUARY – DECEMBER 2021

EFUEL was acquired by DistIT on 18 August 2021. Revenue for the full year 2021 (including the part of the period DistIT did not own the company) amounted to MSEK 125.4. EBIT for the same period amounted to MSEK 0.5 after one-off costs of MSEK 10.0 regarding 'sign-on' bonuses for key employees in EFUEL. Adjusted operating result after depreciation (EBIT) amounted to MSEK 10.5, which corresponds to an adjusted operating margin after depreciation (EBIT) of 8.4 per cent.

REVENUE FOURTH QUARTER 2021 VS 2020

Revenue in the fourth quarter of 2021 amounted to MSEK 42.0 (16.5), which was an increase of 154.5 per cent, or MSEK 25.5, compared with the fourth quarter of 2020.

EFUEL	OCT - DEC	18 AUG - 31 DEC
	2021	2021
Net revenue, MSEK	42.0	65.2
Operating result before depreciation (EBITDA), MSEK	-10.6	-6.4
Operating result after depreciation (EBIT), MSEK	-10.7	-6.4
Adjusted operating result after depreciation (EBIT) ¹	-0.7	3.6
Gross margin, %	13.0	18.0
Operating margin after depreciation (EBIT), %	-25.4	-9.8
Adjusted operating margin after depreciation (EBIT), % ¹	-1.7	5.5

¹ The period January to December 2021 was negatively affected by MSEK 10.0 for 'sign on' bonuses for key employees in EFUEL



SOMINIS

Sominis Technology UAB, Lithuania, is a sales partner to distributors of products within IT, office supplies, and consumer electronics. Customers are international companies within hardware sales, the retail trade, e-commerce, telecommunications and hotels.

INCOME AND RESULT DURING THE FOURTH QUARTER

Revenue during the fourth quarter of 2021 increased by 17.9 per cent to MSEK 59.4 (50.4). During the fourth quarter, sales volume was negatively affected by continued long lead times for the delivery of strategically important products.

Gross margin decreased to 11.4 per cent (12.4), due to increased freight prices, price pressure, as well as a changed sales mix, with an increased share of sales of goods with a relatively lower margin.

EBIT for the quarter decreased to MSEK 2.1 (3.1), due to lower gross margin and increased operating expenses. The increased operating expenses are mainly related to changes in the management's remuneration model following DistIT's acquisition of the minority interests in Sominis in 2021, which led to increased personnel costs.

SOMINIS	OCT - DEC		JAN - DEC	
	2021	2020	2021	2020
Net revenue, MSEK	59.4	50.4	202.0	182.5
Operating result before depreciation (EBITDA), MSEK	2.3	3.3	7.7	10.0
Operating result after depreciation (EBIT), MSEK	2.1	3.1	7.2	9.3
Gross margin, %	11.4	12.4	11.1	11.9
Operating margin after depreciation (EBIT), %	3.6	6.1	3.6	5.1

DISTIT'S STOCK AND OWNERS

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

Share Ticker	DIST
ISIN code	SE0003883800
Number of shares	13 908 247
Trading item	1 share
Voting rights	1 vote per share

SUBSCRIPTION WARRANTS

A total of 394 686 subscription warrants were subscribed for following a resolution at an Extraordinary General Meeting of DistIT AB on 3 September 2021. The programme was fully subscribed and was aimed at key employees in EFUEL. The subscription price per share is SEK 190.53. The options can be used to subscribe for shares during the period 1 - 30 September 2025.

The 2021 Annual General Meeting resolved, with a deviation from the shareholders' preferential rights, to issue a maximum of 180 000 subscription warrants with the accompanying right to subscribe for a maximum of 180 000 new shares in DistIT AB at a subscription price of SEK 133.43 per share. The right to subscribe for the new subscription warrants was granted to some of the DistIT Group's senior executives and key personnel. The subscription warrant programme was fully subscribed. The options can be used to subscribe for shares during the period 15 - 31 May 2024.

The 2020 Annual General Meeting approved an offer to senior executives of a maximum of 379 854 subscription warrants, with the accompanying right to subscribe for a maximum of 379 854 new shares in DistIT AB at a subscription price of SEK 50 per share. The subscription warrant programme was fully subscribed and all participants, nine senior executives in DistIT, Aurora, Deltaco and Septon, took their full allocation. The options can be used to subscribe for shares during the period 1 - 15 December 2023.

An Extraordinary General Meeting of DistIT AB (publ) on 21 February 2019 resolved to issue up to a total of 300 000 subscription warrants with a subscription price of SEK 40, with the right to subscribe for share prices of 60, 64, 68, 72, 76 and 80 for different categories. Only the CEO of the

Company, Robert Rosenzweig, had the right to subscribe for the subscription warrants, who took his full allocation. The options can be used to subscribe for shares during the period 8 - 31 March 2022.

More detailed information on subscription warrants can be found on DistIT's website.

BOND LOAN

On 19 May 2021, DistIT AB issued a new four-year senior, unsecured bond loan of MSEK 300 within a framework of MSEK 800. The bond loan has a variable interest rate of three months *STIBOR* plus 450 bps. The bonds were registered for trading on Nasdaq Stockholm on 17 June 2021.

In connection with the issue of the new bonds, DistIT AB called for early redemption of the Company's outstanding senior unsecured bonds 2018/2022 with ISIN SE0011166842, with a maximum framework amount of MSEK 500, of which MSEK 240 was issued at the time and MSEK 74.4 was owned by DistIT AB. MSEK 100 of the bonds were redeemed at a price of SEK 100.75 and the remaining bonds, at a nominal value of MSEK 66, were redeemed irrevocably on the redemption date, 4 June 2021, at a price corresponding to 100.50 per cent of the outstanding nominal amount (SEK 1 005 000 per bond), together with accrued but unpaid interest in accordance with the terms of the bonds.

SHARE FACTS

The closing share price during the year varied from SEK 47.4 (26.7) at its lowest, to SEK 151.0 (47.5) at its highest. The closing share price on the last trading day of the year, 30 December 2021, was SEK 114.0 (47.4), which meant an increase of 140.5 per cent compared to the share's closing price on the last trading day in 2020. DistIT's market capitalisation on 31 December 2021 amounted to MSEK 1 585.5 (582.2). The number of DistIT shareholders totalled 6 871 (6 254) on 31 December 2021. Of these, 422 (421) had more than 1 000 shares each. On average, 22 161 shares (15 252) were traded per trading day during 2021. DistIT's share capital amounted to SEK 27 816 494, distributed across 13 908 247 shares.

SHAREHOLDER STRUCTURE, 31 DECEMBER 2021

No. of shares	No. of shareholders	No. of shares
1 - 500	6 113	474 880
501 - 1 000	336	269 549
1 001 - 5 000	305	683 079
5 001 - 10 000	35	258 822
10 001 - 15 000	20	257 334
15 001 - 20 000	9	164 255
20 001 -	53	11 800 328
Total	6 871	13 908 247

SHARE-RELATED KEY FINANCIAL RATIOS

KEY FINANCIAL RATIO	Q1 2021	Q2 2021	Q3 2021	Q4 2021
	2021-03-31	2021-06-30	2021-09-30	2020-12-31
Share price (SEK)	100.0	96.0	115.5	114.0
Market value (MSEK)	1 228.2	1 179.1	1 606.4	1 585.5
Number of shares (pcs.)	12 281 961	12 281 961	13 908 247	13 908 247
Average number of trades per day during the quarter	92	92	111	197
Average trading volume per day during the quarter (shares/day)	23 931	15 641	26 026	22 675
Average revenue per day during the quarter (SEK/day)	1 574 243	1 375 235	2 835 772	2 978 729

LARGEST SHAREHOLDERS, 31 DECEMBER 2021

SHAREHOLDER	NO. OF SHARES	SHARE CAPITAL AND VOTES, %
Athanase Industrial Partner	2 949 885	21.2%
Redstone Investment Group SA	1 738 730	12.5%
Ribbskottet AB	1 550 000	11.1%
Försäkringsaktiebolaget Avanza Pension	714 719	5.1%
JP Morgan Bank Luxembourg S.A.	576 077	4.1%
Humle Kapitalförvaltning AB	467 979	3.4%
Theodor Jeansson	417 751	3.0%
FE Småbolag Sverige	233 622	1.7%
Hajskäret Invest AB	208 459	1.5%
Måns Ola Flodberg	204 000	1.5%
Total 10 largest owners	9 061 222	65.1%
Other shareholders	4 847 025	34.9%
Total	13 908 247	100.0%

This information is that which DistIT AB (publ) is obliged to publish in accordance with the EU Market Abuse Regulation (MAR). The information was submitted on 23 February 2022 kl. 8.00 (CET).

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

SIGNED BY THE CEO

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.

23 February 2022, Älvsjö

Robert Rosenzweig
President and CEO

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

FINANCIAL CALENDAR 2021/2022

Annual Report 2021 published no later than week 14 on the Company's website.

Interim Report, January – March 2022, 28 April 2022

Annual General Meeting 2022, Stockholm, 28 April 2022

Interim Report, January – June 2022, 18 August 2022

Interim Report, January – September 2022, 28 October 2022

CONTACTS

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

THE GROUP

INCOME STATEMENT - THE GROUP, MSEK	OCT - DEC		JAN - DEC	
	2021	2020	2021	2020
Net revenue	817.5	743.6	2 520.2	2 353.9
Other operating income	1.3	-3.8	4.0	4.3
Total revenue	818.8	739.8	2 524.2	2 358.2
Commodities	-632.6	-565.7	-1 977.1	-1 839.4
Gross result	186.2	174.1	547.1	518.8
Operating costs	-127.4	-116.5	-448.4	-404.9
Operating result before depreciation	58.8	57.6	98.7	113.9
Depreciation, tangible assets	-4.5	-4.6	-17.3	-17.9
Depreciation/amortisation, intangible assets	-3.6	-2.2	-5.0	-8.6
Operating result	50.7	50.8	76.4	87.4
Net financial result	-6.3	-7.7	-17.5	-18.5
Result after financial items	44.4	43.1	58.9	68.9
Deferred tax liabilities	-1.8	-1.1	-1.8	-1.1
Tax on profit for the year	-7.4	-5.0	-12.9	-9.8
Result for the period	35.2	37.0	44.2	58.0
Attributable to:				
Parent Company's shareholders	34.8	36.7	43.5	56.1
Non-controlling interests	0.4	0.3	0.7	1.9
Result for the period	35.2	37.0	44.2	58.0
Other comprehensive income				
Translation differences for the period due to conversion of foreign subsidiaries	1.2	-9.7	5.4	-11.1
Total comprehensive income for the period	36.4	27.3	49.6	46.9
Total comprehensive income attributable to:				
Parent Company's shareholders	36.0	27.0	48.9	45.0
Non-controlling interests	0.4	0.3	0.7	1.9

DATA PER SHARE	OCT - DEC		JAN - DEC	
	2021	2020	2021	2020
Number of shares				
Number of shares at the end of the period	13 908 247	12 281 961	13 908 247	12 281 961
Average number of shares (before dilution)	13 908 247	12 281 961	12 816 630	12 281 961
Average number of shares (after dilution)	14 274 674	12 281 961	13 046 651	12 281 961
Earnings per share				
Earnings per share for the period (before dilution), SEK	2.50	2.99	3.39	4.57
Earnings per share for the period (after dilution), SEK	2.44	2.99	3.33	4.57
Equity per share				
Equity per share at the end of the period, SEK	43.03	36.00	43.03	36.00

THE GROUP

BALANCE SHEET – THE GROUP, MSEK	31 DECEMBER	
	2021	2020
ASSETS		
Fixed assets		
Goodwill <i>Note 6</i>	374.4	89.5
Other intangible fixed assets	60.6	18.8
Tangible fixed assets	5.2	5.7
Right-of-use assets	36.8	31.8
Financial fixed assets	4.2	6.3
Total fixed assets	481.2	152.1
Current assets		
Inventory	663.0	431.0
Accounts receivable	501.4	458.3
Other current assets	69.0	57.6
Cash and bank balances	35.6	53.7
Total current assets	1 269.0	1 000.6
TOTAL ASSETS	1 750.2	1 152.7
EQUITY AND LIABILITIES		
Equity		
Share capital	27.8	24.6
Other contributed capital	305.8	164.9
Retained earnings including result for the period	264.9	252.7
Total attributable to Parent Company's shareholders	598.5	442.2
Non-controlling interests	2.7	12.6
Total equity	601.2	454.8
Long-term liabilities		
Provision <i>Note 6</i>	133.3	1.0
Lease liability	20.1	17.4
Bond loan <i>Note 3</i>	300.0	165.6
Deferred tax liability	12.2	5.9
Total long-term liabilities	465.6	189.9
Short-term liabilities		
Liabilities to credit institutions <i>Note 5</i>	79.6	15.1
Lease liability	16.6	15.1
Accounts payable	431.2	337.2
Accrued expenses and deferred income	57.2	45.7
Other short-term liabilities	98.8	94.9
Total short-term liabilities	683.4	508.0
TOTAL EQUITY AND LIABILITIES	1 750.2	1 152.7

THE GROUP

CHANGES IN EQUITY – THE GROUP, MSEK	OCT - DEC		FULL YEAR	
	2021	2020	2021	2020
Equity at the beginning of the period	561.4	426.7	454.8	407.5
Equity attributable to the Parent Company's shareholders, beginning of the period	559.4	414.2	442.2	395.4
Total result for the period	36.0	27.0	48.9	45.0
New issue of shares	0.0	0.0	140.0	0.0
Issue of subscription warrants	3.3	0.0	4.2	0.9
Dividend	0.0	0.0	-24.6	0.0
Change of non-controlling interests	-0.2	1.0	-12.2	0.9
Equity attributable to the Parent Company's shareholders, end of the period	598.5	442.2	598.5	442.2
Non-controlling interests, beginning of the period	2.0	12.5	12.6	12.0
Total result for the period	0.4	0.3	0.7	1.9
Dividend	0.0	0.0	0.0	-0.6
Change of non-controlling interests	0.3	-0.2	-10.6	-0.7
Non-controlling interests, end of the period	2.7	12.6	2.7	12.6
Equity at the end of the period	601.2	454.8	601.2	454.8

CASH FLOW SUMMARY – THE GROUP, MSEK	OCT - DEC		FULL YEAR	
	2021	2020	2021	2020
Operating result	50.7	50.8	76.4	87.4
Adjustment for items not included in the cash flow	8.5	1.7	24.4	20.4
Net financial result	-4.1	-7.7	-15.3	-18.5
Paid tax	11.5	9.6	-0.4	-6.7
Change in total working capital	-32.6	-30.5	-182.2	8.0
Cash flow from operating activities	34.0	23.9	-97.1	90.6
Change in tangible and intangible fixed assets	-17.3	-4.7	-34.2	-20.1
Change in financial fixed assets	0.0	0.0	-0.9	0.0
Acquisition of subsidiaries <i>Note 6</i>	-0.7	0.0	-39.3	0.0
Acquisition of subsidiaries/non-controlling interests	0.0	0.0	-22.9	0.0
Divestment of shares in subsidiaries	0.0	0.0	0.2	0.0
Cash flow from investment activities	-18.0	-4.7	-97.1	-20.1
Loan change <i>Note 5</i>	-16.0	-6.1	194.2	-24.2
Change of leasing liabilities	0.1	0.0	-0.8	0.3
Dividend to shareholders	0.0	0.0	-24.6	0.0
Dividend to shareholders without controlling interest	0.0	0.0	0.0	-0.6
Payment of subscription warrants	3.3	0.0	4.2	0.9
Cash flow from financing activities	-12.6	-6.1	173.0	-23.6
Cash flow for the year	3.4	13.1	-21.2	46.9
Exchange rate difference in liquid assets	0.8	-2.9	3.1	-3.9
Change of liquid assets	4.2	10.2	-18.1	43.0
Reconciliation of change in liquid assets				
Opening balance liquid assets <i>Note 5</i>	31.4	43.5	53.7	10.7
Closing balance liquid assets <i>Note 5</i>	35.6	53.7	35.6	53.7
Change of liquid assets	4.2	10.2	-18.1	43.0

THE PARENT COMPANY

INCOME STATEMENT – THE PARENT COMPANY, MSEK	OCT - DEC		FULL YEAR	
	2021	2020	2021	2020
Net revenue	4.7	4.0	17.5	16.3
Total income	4.7	4.0	17.5	16.3
Operating costs	-6.7	-6.3	-25.0	-24.0
Operating result before depreciation	-2.0	-2.3	-7.5	-7.7
Depreciation, intangible assets	-0.2	-0.3	-0.7	-0.8
Operating result	-2.2	-2.6	-8.2	-8.4
Net financial result	-1.9	-2.5	-4.5	-0.5
Result after financial items	-4.1	-5.1	-12.7	-8.9
Year-end appropriations	48.1	34.7	48.1	34.7
Result before tax	44.0	29.6	35.4	25.8
Tax on profit for the year	-7.1	-3.7	-7.1	-3.7
Result for the period	36.9	25.9	28.3	22.1

BALANCE SHEET – THE PARENT COMPANY, MSEK	31 DECEMBER		31 DECEMBER	
	2021		2020	
ASSETS				
Fixed assets				
Other intangible fixed assets	0.4		1.1	
Shares in Group companies <i>Note 6</i>	553.9		206.6	
Deferred tax asset	0.0		3.8	
Receivables from Group companies	118.7		121.0	
Total fixed assets	673.0		332.5	
Current assets				
Receivables from Group companies	330.7		198.8	
Other receivables	6.9		5.0	
Cash and bank balances	0.0		0.0	
Total current assets	337.6		203.8	
TOTAL ASSETS	1 010.6		536.3	
EQUITY AND LIABILITIES				
Equity				
Share capital	27.8		24.6	
Free reserves	440.0		305.5	
Result for the period	28.3		22.1	
Total equity	500.1		352.2	
Long-term liabilities				
Provisions <i>Note 6</i>	140.0		0.0	
Bond loan <i>Note 3</i>	300.0		165.6	
Total long-term liabilities	440.0		165.6	
Short-term liabilities				
Liabilities to credit institutions	61.1		14.6	
Accounts payable	0.1		0.2	
Liabilities to Group companies	0.0		0.0	
Accrued expenses and deferred income	5.5		3.3	
Other short-term liabilities	3.8		0.4	
Total short-term liabilities	70.5		18.5	
TOTAL EQUITY AND LIABILITIES	1 010.6		536.3	

FINANCIAL INFORMATION IN SUMMARY

	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
INCOME STATEMENT (MSEK)	2021	2021	2021	2021	2020	2020	2020	2020
Total revenue	818.8	610.5	545.3	549.6	739.8	548.1	505.4	564.9
Result								
Gross result	186.2	125.8	114.5	120.6	174.1	115.9	111.8	117.0
Operating result before depreciation (EBITDA)	58.8	11.8	10.1	18.0	57.6	22.1	18.3	15.9
Operating result after depreciation (EBIT)	50.7	7.3	5.0	13.4	50.8	15.5	11.7	9.4
Result for the period	35.2	0.5	-2.9	11.4	37.0	12.9	3.8	4.3
Margin and return measurements in %								
Gross margin, %	22.7	20.6	21.0	21.9	23.5	21.1	22.1	20.7
Operating margin after depreciation (EBIT), %	6.2	1.2	0.9	2.4	6.9	2.8	2.3	1.7
Return on capital employed (ROCE), % ¹	5.9	1.0	0.7	2.0	7.8	2.4	1.8	1.4
Return on equity (ROE), % ¹	6.9	0.1	-0.7	2.6	8.6	3.1	0.9	1.1
BALANCE SHEET (MSEK)								
Assets								
Total fixed assets	481.2	479.3	149.4	153.0	152.1	160.8	166.2	174.8
Total current assets	1 269.0	1 140.4	1 017.6	904.5	1 000.6	908.9	799.5	892.9
Total assets	1 750.2	1 619.7	1 167.0	1 057.5	1 152.7	1 069.7	965.7	1 067.7
Equity and liabilities								
Total equity	601.2	561.4	424.0	453.4	454.8	426.7	413.2	416.7
Total long-term liabilities	465.6	466.5	320.2	188.1	189.9	209.8	212.3	216.1
Total short-term liabilities ²	683.4	591.8	422.8	416.0	508.0	433.2	340.2	434.9
Total equity and liabilities	1 750.2	1 619.7	1 167.0	1 057.5	1 152.7	1 069.7	965.7	1 067.7
FINANCIAL MEASURES (MSEK)								
Revenue EMV	241.3	161.7	154.0	152.6	221.1	141.9	131.5	134.7
OBL of total revenue, %	29.5	26.5	28.2	27.8	29.9	25.9	26.0	23.8
Cash flow from operating activities per share, SEK	2.44	-8.70	-1.34	-0.25	1.95	-0.05	0.85	4.63
Earnings for the period per share (before dilution), SEK	2.50	-0.02	-0.25	0.98	2.99	1.03	0.26	0.29
Interest-bearing net liabilities, including leasing in accordance with IFRS 16	-380.7	-396.2	-226.0	-183.1	-159.5	-177.5	-175.3	-187.3
Interest-bearing net liabilities, excluding leasing in accordance with IFRS 16	-344.0	-364.2	-198.7	-152.4	-127.0	-142.1	-137.3	-146.1
Debt/equity ratio - multiplied	0.6	0.6	0.5	0.3	0.3	0.4	0.4	0.4
Solvency %	34.4	34.7	36.3	42.9	39.5	39.9	42.8	39.0
Share price, SEK	114.0	115.5	96.0	100.0	47.4	42.0	34.6	30.0
CASH FLOW (MSEK)								
Net from operating activities	34.0	-111.6	-16.4	-3.1	23.9	-0.6	10.4	56.9
Investment operations	-18.0	-54.2	-1.6	-23.6	-4.7	-1.0	1.9	-9.6
Financial operations	-2.6	95.5	87.1	3.3	-6.1	-6.9	-16.1	-1.2
Cash flow for the period	3.4	-70.3	69.1	-23.4	13.1	-8.5	-3.8	46.1

¹ As of 2021, the key financial ratios are based on 12-month's rolling average capital employed and equity.

² As of the fourth quarter 2019, the Group has changed the accounting principle so that the Group's cash pool is recognised net 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.

DEFINITIONS

DistIT presents alternative key financial ratios used by the company management and investors in order to analyse trends and the development of the Group's operations that cannot be directly deduced or derived from the financial reports. These financial measurements are intended to make it easier for the company management and investors to analyse the Group's development. Investors should not consider these alternative key financial ratios as substitutes, but rather as a complement to the financial reporting prepared in accordance with IFRS. Note that the alternative key financial ratios defined below may differ from other companies' definitions of the same terms.

The table below describes the definition of the Group's key financial ratios.

Key financial ratios	Description	Justification for alternative key financial ratios
Return on equity (ROE)	The result for the period divided by 12 months' rolling equity, including non-controlling interests.	The key financial ratio illustrates how the owners' capital has been remunerated during the period.
Return on capital employed (ROCE)	The operating result divided by 12 months' rolling capital employed.	The key financial ratio illustrates how the Group has remunerated the capital that shareholders and lenders together have made available.
Gross margin	Gross result divided by total revenue.	The key financial ratio is a key measure of profitability, as it shows how much of the revenue is left after direct costs linked to the Group's core operations have been deducted.
EBITA	The operating result before depreciation and amortisation of intangible fixed assets that came about in conjunction with company acquisitions. Depreciation and amortisation of tangible fixed assets and other intangible fixed assets are included.	The key financial ratio allows comparisons of profitability over time, regardless of the effects of depreciation and amortisation of acquisition-related intangible fixed assets, financing structure and corporate tax rate. Depreciation and amortisation of tangible fixed assets, as well as other intangible fixed assets, are included as it is a measure of resource consumption that is necessary to generate results. EBITA is the business's main measure of profit.
EBITA margin, %	EBITA divided by total revenue.	
Adjusted EBITA	EBITA excluding items affecting comparability.	The key financial ratio is the same as above, EBITA, but is also adjusted for items affecting comparability in order to increase comparability over time.
Adjusted EBITA margin, %	Adjusted EBITA divided by total revenue.	
Operating result before depreciation (EBITDA)	The operating result before depreciation and amortisation.	The key financial ratio allows comparisons of profitability over time, regardless of the effects of depreciation rate on assets, financing structure and corporate tax rate.
Items affecting comparability	Expenses in conjunction with acquisitions and government compensation for Covid-19.	In order to clarify the development in the Group's underlying operations and increase comparability over time, we consider it appropriate to analyse certain key financial ratios, excluding items affecting comparability.
Cash flow from operating activities per share	Cash flow from operating activities divided by the average number of shares.	The key financial ratio illustrates the Group's ability to generate cash flow from the business, expressed in kronor per share.
Earnings per share	Result for the period attributable to the Parent Company's shareholders divided by the average number of shares before/after dilution.	No alternative key financial ratio. Defined according to IFRS.
Interest-bearing net liability	Liabilities to credit institutions plus bond loans, other interest-bearing liabilities and long-term and short-term leasing liabilities minus cash and bank balances.	The key financial ratio highlights the Group's indebtedness.
Operating result after depreciation (EBIT)	Operating result after depreciation.	The key financial ratio allows comparisons of profitability over time, regardless of the effects of financing structure and corporate tax rate.
Operating margin after depreciation (EBIT), %	Operating result after depreciation (EBIT) divided by total revenue.	
Adjusted operating result after depreciation (EBIT)	Operating result after depreciation (EBIT) excluding items affecting comparability.	The key financial ratio allows comparisons of profitability over time, regardless of the effects of

Adjusted operating margin after depreciation (EBIT), %	Adjusted operating result after depreciation (EBIT) divided by total revenue.	financing structure and corporate tax rate. The key financial ratio is also adjusted for items affecting comparability in order to increase comparability over time.
Debt/equity ratio	Interest-bearing net liability in relation to equity, including non-controlling interests at the end of the period.	The key financial ratio highlights financial risk.
Solvency	Equity, including non-controlling interests, as a percentage of total assets at the end of the period.	The key financial ratio highlights financial risk.
Capital employed	Total assets less non-interest-bearing provisions and liabilities (provisions, deferred tax liabilities, accounts payable, accrued expenses and prepaid income, and other current liabilities).	The Group uses capital employed to calculate the alternative key figure Return on capital employed (ROCE).
Total revenue and Revenue	Net revenue including currency effects and other operating income.	No alternative key financial ratio.
Total working capital	Inventory plus accounts receivable and other current assets less accounts payable and other current liabilities.	No alternative key financial ratio. Used as a term in the cash flow statement.

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.

New or revised IFRS standards and interpretative statements for 2021 have had no material effect on the Group's financial position, results or disclosures.

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

LIABILITIES TO CREDIT INSTITUTIONS	THE GROUP		THE PARENT COMPANY	
	2021-12-31	2020-12-31	2021-12-31	2020-12-31
Business mortgages	77.1	75.6	5.0	5.0
Shares in subsidiaries	267.0	244.8	174.7	174.7
Assets pledged as collateral security	20.8	17.6	0.0	0.0
Other guarantees	20.8	21.2	0.0	0.0

NOTE 3 – BOND LOAN

On 19 May 2021, DistIT AB issued a new four-year senior, unsecured bond loan of MSEK 300 within a framework of MSEK 800. The bond loan has a variable interest rate of three months *STIBOR* plus 450 bps. The bonds were registered for trading on Nasdaq Stockholm on 17 June 2021. The loan is reported net of MSEK 300.0 in the balance sheet.

In connection with the issue of the new bonds, DistIT repurchased and cancelled a total of MSEK 165.6 of the Company's existing outstanding bonds with final maturity on 14 May 2022 (ISIN: SE0011166842) and MSEK 74.4 of existing bonds held by the Company.

NOTE 4 – SEGMENT INFORMATION AND DISCLOSURES ON CATEGORIES OF REVENUE AND EBIT, MSEK

REVENUE PER BRAND	OCT - DEC				JAN - DEC			
	2021	%	2020	%	2021	%	2020	%
Own brand labels	241.3	29.5	221.1	29.9	709.6	28.1	629.2	26.7
External brands	576.2	70.4	522.5	70.6	1 810.6	71.7	1 724.7	73.1
Other income	1.3	0.1	-3.8	-0.5	4.0	0.2	4.3	0.2
Total	818.8		739.8		2 524.2		2 358.2	

REVENUE PER SEGMENT ¹	OCT - DEC				JAN - DEC			
	2021	%	2020	%	2021	%	2020	%
Aurora Deltaco	610.9	74.6	600.2	81.1	1 908.4	75.6	1 879.8	79.7
Septon	107.9	13.2	89.0	12.0	352.7	14.0	296.7	12.6
EFUEL	42.0	5.1	N/A	N/A	65.2	2.6	N/A	N/A
Sominis	59.4	7.3	50.4	6.8	202.0	8.0	182.5	7.7
Other/eliminations	-1.4	-0.2	0.2	0.1	-4.1	-0.2	-0.8	0.0
Total	818.8		739.8		2 524.2		2 358.2	

¹ In 2019, an organisational merger of the companies Aurora and Deltaco and a full integration of the operations was carried out. Since the first quarter of 2021, these companies are reported as a merged segment. A new segment was added in the third quarter of 2021 with the acquisition of EFUEL.

EBIT PER SEGMENT ¹	OCT - DEC		JAN - DEC	
	2021	2020	2021	2020
Aurora Deltaco	53.3	51.0	95.1	92.7
Septon	5.5	2.1	9.1	8.5
EFUEL	-10.7	N/A	-6.4	N/A
Sominis	2.1	3.1	7.2	9.3
Other/eliminations	0.5	-5.4	-28.6	-23.1
Total	50.7	50.8	76.4	87.4

REVENUE PER COUNTRY	OCT - DEC				JAN - DEC			
	2021	%	2020	%	2021	%	2020	%
Sweden	414.9	50.7	350.3	47.4	1 233.3	48.9	1 127.5	47.8
Finland	56.5	6.9	59.5	8.0	195.0	7.7	207.3	8.8
Denmark	176.7	21.6	170.4	23.0	501.2	19.9	479.9	20.4
Norway	71.9	8.8	77.7	10.5	247.8	9.8	251.5	10.7
Rest of Europe	98.8	12.0	81.9	11.1	346.9	13.7	292.0	12.3
Total	818.8		739.8		2 524.2		2 358.2	

NOTE 5 – LOAN CHANGE

As of 31 December 2021, a change in loan amounted to MSEK 194.2 (-24.2) and consisted of the redemption of an old bond, MSEK -165.6 (-18.0), the issue of a new bond, MSEK 300.0, and increased liabilities to credit institutions of MSEK 59.8 (-6.2).

NOTE 6 – BUSINESS ACQUISITION

On 18 August 2021, DistIT AB (publ.) entered into an agreement to acquire 100 per cent of the shares in Electric Fuel Infrastructure Sweden 2 AB (EFUEL). EFUEL is one of the largest companies in Sweden in electric car charging, with a market share of approximately 30 per cent of all delivered charging boxes. Access took place on the same day, 18 August, and EFUEL became consolidated with DistIT as of this date. The acquisition constitutes a significantly strengthened exposure to one of today's most defined structural trends and societal changes. In addition, DistIT sees collaboration effects between EFUEL and other subsidiaries.

For the fourth quarter of 2021, a preliminary acquisition analysis is presented below. According to the agreement, DistIT acquired EFUEL for a purchase price of MSEK 185.0, of which MSEK 45.0 was in the form of cash and MSEK 140.0 was through a private placement of shares in DistIT, which comprises 1 626 286 shares at an issue price corresponding to approximately SEK 86.09 per share. The issue price was based on the volume-weighted average price for the DistIT share during 90 trading days before 23 July 2021. In addition, a contingent purchase consideration of MSEK 140.0 will be paid when EFUEL delivers a gross result of MSEK 70.0 on a rolling 12-month basis, whenever this occurs in the future. The Extraordinary General Meeting further decided on a new subscription warrant programme, aimed at employees of EFUEL. In addition, there was a cost for 'sign-on' bonuses for key individuals in EFUEL of MSEK 10.0, in accordance with the transaction structure.

Of the identified intangible assets of MSEK 36.4, the majority is attributed to customer relations and is depreciated over five years. The depreciation period of five years is governed by an assessment of an annual loss of parts of the revenue attributable to the respective asset. Valuation of identified intangible assets has taken place through estimation of future discounted cash flows.

Deferred tax liabilities attributable to the identified intangible assets in the acquisition analysis amount to MSEK -7.5, and are dissolved in line with depreciation. Depreciation will affect the operating result by MSEK -7.3 per year, and the result will be affected by MSEK -5.8. The contingent purchase consideration amounting to MSEK 140.0 is calculated at present value, and amounts to MSEK 131.1 at the time of acquisition. The difference of MSEK 8.9 is reported as an interest expense over the forecast earnings period of 18 months, which affects the current year by MSEK -2.2, and on an annual basis by MSEK -5.9. Net assets,

¹ In 2019, an organisational merger of the companies Aurora and Deltaco and a full integration of the operations was carried out. Since the first quarter of 2021, these companies are reported as a merged segment. A new segment was added in the third quarter of 2021 with the acquisition of EFUEL, whose result was negatively affected by MSEK 10.0 for 'sign-on' bonuses for key employees.

including identified intangible assets and deferred tax liabilities, amount to MSEK 37.8 in the acquisition analysis. Goodwill amounts to MSEK 283.4, and relates to the company's expected earning capacity and key expertise of EFUEL's personnel.

Acquisition costs of MSEK 1.9 are included in operating expenses during 2021.

EFUEL contributed MSEK 65.2 in net revenue, and MSEK -6.4 in operating result (EBIT) during 2021 from the time of acquisition (18 August 2021). The corresponding amounts for the current reporting period, without the incurrance of 'sign-on' bonuses, were MSEK 65.2 and MSEK 3.6, respectively. If the acquisition date had instead been 1 January 2021, EFUEL would have contributed MSEK 125.4 in net revenue, and MSEK 0.5 in operating result (or MSEK 10.5 in operating result without the incurrance of 'sign-on' bonuses).

PRELIMINARY ACQUISITION ANALYSIS	REPORTED AT THE TIME OF ACQUISITION	ADJUSTMENT TO FAIR VALUE	FAIR VALUE
Fair value of remuneration transferred			
Purchase price paid, settled in cash			45.0
Purchase price paid, shares issued			140.0
Conditional purchase consideration regarding the year's acquisitions			131.6
Total			316.1
Fair value of acquired assets and liabilities			
Intangible assets	1.9	36.4	38.3
Inventory	11.3	-	11.3
Short-term receivables	9.8	-	9.8
Liquid assets	6.4	-	6.4
Deferred tax liability	-	-7.5	-7.5
Long-term liabilities, other	-4.8	-	-4.8
Short-term liabilities	-20.8	-	-20.8
Total	3.8	37.8	32.7
Goodwill			283.4
Change in Group's liquid assets upon acquisition			
Purchase price paid regarding the year's acquisitions			45.0
Liquid assets in acquired subsidiaries			-6.4
Total			38.6

	31 DECEMBER	31 DECEMBER
SHARES IN GROUP COMPANIES	2021	2020
Opening acquisition value	429.9	429.4
Acquisition of subsidiaries	330.3	0.5
Acquisition of non-controlling interests	17.0	0.0
Closing acquisition value	777.2	429.9
Opening amortisation	-223.3	-223.6
Closing reported value	553.9	206.6

	31 DECEMBER	31 DECEMBER
PROVISIONS	2021	2020
Opening provisions	1.0	-
New provisions	131.1	1.0
Payments	-0.7	-
Reclassification	-0.3	-
Closing provisions	131.1	1.0

New provision as of 31 December 2021 refers to additional purchase price acquisition of EFUEL, adjusted with a present value calculation.

NOTE 7 – ALTERNATIVE KEY FINANCIAL RATIOS

	OCT - DEC		JAN - DEC	
	2021	2020	2021	2020
EBITA				
Operating result (EBIT)	50.7	50.8	76.4	87.4
Acquisition-related depreciation	-3.0	0.0	-3.1	0.0
EBITA	53.7	50.8	79.5	87.4
Items affecting comparability ¹	0.0	0.5	-11.9	8.9
Adjusted EBITA	53.7	50.3	91.4	78.5
Currency impact	-4.6	6.1	-13.3	-0.3
Adjusted EBITA excl. currency impact	58.3	44.2	104.7	78.8
EBITA excl. currency impact	58.3	44.7	92.8	87.7

	OCT - DEC		JAN - DEC	
	2021	2020	2021	2020
REVENUE				
Revenue	818.8	739.8	2 524.2	2 358.2
Currency impact	0.5	-3.7	1.5	-3.7
Revenue excl. currency impact	818.3	743.5	2 522.7	2 361.9
Commodities	-632.6	-565.7	-1 977.1	-1 839.4
Currency impact	-5.1	9.8	-14.9	3.4
Commodities excl. currency impact	-627.5	-575.5	-1 962.2	-1 842.8
Gross result	186.2	174.1	547.1	518.8
Gross margin	22.7	23.5	21.7	22.0
Gross result excl. currency impact	190.8	168.0	560.5	519.1
Gross margin excl. currency impact	23.3	22.6	22.2	22.0

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

¹ Items affecting comparability for 2021 consist of 'sig-on' bonuses for key employees in EFUEL (this according to previous communication regarding the transaction structure) as well as one-off costs related to the business acquisition. The corresponding item for 2020 consists of state support related to Covid-19.



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