

# Q3 2021 Interim financial report

North Investment Group AB (publ.)



# CONTENT

FINANCIAL HIGHLIGHTS	2
CEO STATEMENT	3
FINANCIAL REVIEW	4
Q3 2021	4
January – September 2021	4
OUTLOOK	7
GROUP FINANCIAL STATEMENT	8
CONSOLIDATED INCOME STATEMENT	8
CONSOLIDATED BALANCE SHEET	9
STATEMENT OF CHANGES IN EQUITY	11
CONSOLIDATED STATEMENT OF CASH FLOWS	12
Parent Company financial statements - North Investment Group AB (publ.)	13
Balance sheet statement	14
ACCOUNTING POLICIES	15
CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS	15
RISKS AND RISK MANAGEMENT	16
SEASONAL VARIATIONS	16
RELATED PARTY TRANSACTIONS	16
EVENTS AFTER THE REPORTING DATE	16
SEGMENT INFORMATION	17
FINANCIAL CALENDAR	17
ADDITIONAL INFORMATION	18



## FINANCIAL HIGHLIGHTS

- Group revenue of SEK 203.1m (SEK 186.6m).
- Gross profit margin 38.6% (38.5%).
- EBITDA of SEK 29.8m (SEK 30.2m).
- Net operating cash flow SEK 24.7m (SEK 32.5m).
- 3PL services in Sweden established with success.
- Corporate bond listed on Nasdaq Stockholm 2<sup>nd</sup> November.
- Freight prices and raw material prices still on historic high level.
- Merge in Sweden finalized 1<sup>st</sup> November.
- Order backlog of SEK 138.4m (SEK 85.3m).

## Key consolidated figures

Key consolidated figures			SO	NO
	Q3 2021	Q3 2020	Jan-Sep 2021	Jan-Sep 2020
(SEKm, unless stated)	Unaudited	Unaudited	Unaudited	Unaudited
Revenue	203,1	186,6	605,3	567,3
Gross profit	76,3	70,6	229,1	220,9
EBITDA	29,8	30,2	63,4	64,6
EBIT	18,2	18,9	29,1	29,9
Net Profit	4,7	7,7	(7,1)	(0,8)
Cash flow from operations	24,7	32,5	24,0	42,5
No of outstanding shares	759 201	759 201	759 201	759 201
Net earnings per share (SEK)	6,18	10,17	(9,32)	(1,03)
Gross profit margin (%)	38,6	38,5	38,7	39,7
EBITDA margin (%)	15,1	16,5	10,7	11,6



## **CEO STATEMENT**

The Groups order income is at a healthy level, and our order backlog is substantially higher compared to last year. The increase in raw material prices for most of our products continuous, and we do not see any material changes for the next six to nine months. In addition, the freight cost of transporting containers from Asia is still at a record high level. This mainly affects our category office furniture/interior. That said, the activity level in our sales organization is high.

We have established a new business area in our Swedish organization. 3PL (3<sup>rd</sup> party logistics) services have from its humble beginning grown to a turnover between SEK 20 and 30 million, consisting of both warehouse rent and services. We see strong demand related to this, and with our experience and setup within logistics, we see this as an interesting opportunity for the group.

In October we agreed with SAAB to deliver workstations to their businesses. This is a 3-year contract with an option for two more years with an estimated volume of SEK 10-12 million per year. This is an important agreement for us to further develop high quality solutions within workstations to leading partners.

1<sup>st</sup> of November the merge of the three companies Sono Sverige AB, Form o Miljö Sweden AB and GBP Ergonomics AB to one company was finalized. We have together with the merger launched a new graphical impression of our logo and a new marketing approach for all 3 countries. In addition, we now have one project website and one web shop for each country. This will improve the customer journey.



Ole Vinje, CEO, Tranås, 12th of November 2021



## FINANCIAL REVIEW

### Q3 2021

#### Income statement

The Group reported total operating revenue of SEK 203.1m (SEK 186.6m) and EBITDA of SEK 29.8m (SEK 30.2m) in Q3 2021.

Order intake was SEK 147.4m (SEK 147.1m), corresponding to an increase of 0.2 % compared to Q3 2020. EBIT for the Group was SEK 18.3m (SEK 18.9m) and net profit SEK 4.7m (SEK 7.7m).

Gross margin for the Group in Q3 2021 was 38.6% (38.5%). Gross margin tends to fluctuate somewhat from quarters to quarters depending on the development within each product category. Increased raw material prices and freight cost puts pressure on our gross margin this quarter.

## Segments

The Group is divided into two segments, Sono Norway (Norway) and Sono Sweden (Sweden).

Norway delivered SEK 89.7m in revenue (SEK 89.2m) and SEK 16.3m in EBITDA (SEK 15.1m) during the quarter. Sweden reported revenue of SEK 118.4m (SEK 100.5m) and EBITDA of SEK 13.8m (SEK 15.2m).

### January - September 2021

#### Income statement

The Group reported total operating revenue of SEK 605.3m (SEK 567.3m) and EBITDA of SEK 63.4m (SEK 64.6m) at the end of September 2021.

Order intake was SEK 611.1m (SEK 549.7m), corresponding to an increase of 11.2 % compared to end of September 2020. EBIT for the Group was SEK 29.1m (SEK 29.9m) and net profit SEK -7.1m (SEK -0.8m).

Gross margin for the Group at the end of Q3 2021 was 38.7% (39.7%).

#### Segments

The Group is divided into two segments, Sono Norway (Norway) and Sono Sweden (Sweden).

Norway delivered SEK 299.6m in revenue (SEK 270.6m) and SEK 39.4m in EBITDA (SEK 30.3m) year to date September. Sweden reported revenue of SEK 321.7m (SEK 304.7m) and EBITDA of SEK 24.5m (SEK 34.5m).



#### Cash flow

The Group's net cash flow from operations was positive with SEK 24.0m (positive SEK 42.5m). The Cash and cash equivalents as of  $30^{th}$  of September 2021 amounts to SEK 33.8m (SEK 81.0m). The group has undrawn credit line of SEK 30.0m (SEK 0m) as of  $30^{th}$  September 2021. The liquidity situation of the Group is healthy and adequate to meet our ambitions going forward.

#### Balance sheet

As of 30<sup>th</sup> of September 2021, the Group had assets of SEK 673.5m, mainly related to goodwill, right of use assets, inventory, and accounts receivables.

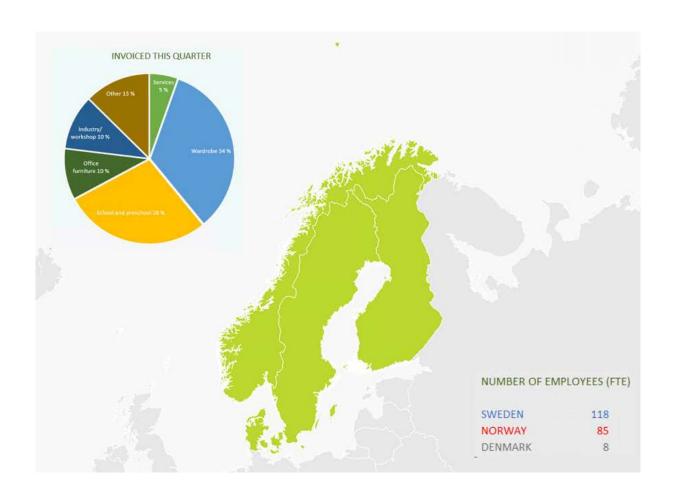
Net interest-bearing debt (excl. Lease liabilities) was SEK 244.4m (SEK 238.7m). The bond loan in the balance sheet matures in full in May 2024 and is therefore classified as long term.

#### Risk and uncertainties

The Group 's main risks and uncertainties are related to its high exposure to certain markets. In addition, the Group has financial risk related primarily to currency risk, interest rate risk related to financing and credit risk related to sales. Refinancing risk is defined as the risk that it will be difficult to refinance the company, that financing cannot be obtained, or that it can only be obtained at increased cost. The group currently secures access to external financing through bonds. In May 2021 we refinanced with a new bond loan with 3-year maturity together with a credit line of SEK 30m.

For more information related to risks, see annual statement 2020.





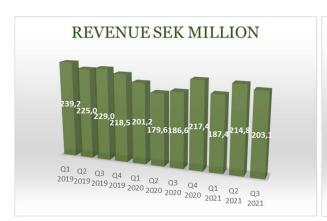


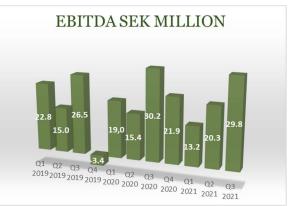
## **OUTLOOK**

The macroeconomic environment is improving compared to last quarter and we experience high activity in projects and offerings. The increased prices on raw material and freight rates are a global phenomenon and something we expect to normalize in 2022. We are optimistic about our main markets, and plan for increased revenues next year. We have growth potential in all our categories. Our modest presence in office interior makes this category especially interesting area in terms of further expansion.

The new strategy for Sono sustainability is approved by the board. Our focus will be on UN sustainability goals towards gender equality, reduced inequalities, decent work and economic growth, responsible consumption and production, and climate action. In Sweden the public sector has tenders specific to used and refurbished interior, and this is expected also to materialize in Denmark and Norway in the years to come. We already deliver used furniture in Sweden, and this will be an important segment to our sales going forward.

2<sup>nd</sup> of November our bond loan was listed on Nasdaq Stockholm in accordance with the bond terms.







## **GROUP FINANCIAL STATEMENT**

## CONSOLIDATED INCOME STATEMENT

	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep	Jan-Dec
All amounts in SEK thousand	2021	2020	2021	2020	2020
Revenue	197 567	183 615	591 347	556 501	766 720
Other operating revenue	5 501	2 964	13 913	10 825	17 978
Total operating revenue	203 068	186 579	605 260	567 326	784 698
Cost of goods sold	(121 256)	(108 293)	(362 214)	(319 837)	(445 461)
Other external cost	(15 160)	(14 858)	(49 973)	(53 839)	(73 031)
Salaries and personnel expense	(36 742)	(34 623)	(127 937)	(122 961)	(173 134)
Other operating expense	(67)	1 426	(1 764)	(6 104)	(6 596)
EBITDA	29 843	30 231	63 372	64 585	86 476
Depreciation and amortization expense	(11 599)	(11 355)	(34 240)	(34 646)	(43 638)
Operating profit	18 244	18 876	29 132	29 939	42 838
Interest income and similar	386	894	6 712	2 398	2 822
Interest expense and similar	(12 957)	(10 118)	(45 077)	(33 323)	(42 253)
Net financial income (expenses)	(12 571)	(9 224)	(38 365)	(30 925)	(39 431)
Profit before income tax	5 673	9 652	(9 233)	(986)	3 407
Tronc perere meeting tax	3 0/3	3 032	(3 233)	(380)	3 407
Income taxes	(981)	(1 932)	2 157	203	(4 522)
Net profit for the period	4 692	7 720	(7 076)	(783)	(1 115)

## Consolidated statement of comprehensive income

Items that may be reclassified subsequently to income statement

Total comprehensive income	5 162	5 436	920	(29 242)	(22 369)
Other comprehensive income (loss), net of taxes	470	(2 284)	7 996	(23 023)	(21 254)
Income taxes	-	-	-	-	10
Remeasurement of defined benefit pension plans	-	-	-	-	(48)
Items that will not be reclassified to income statement					
Translation differences on net investment in foreign operations	470	(2 284)	7 996	(23 023)	(21 216)



## CONSOLIDATED BALANCE SHEET

ASSETS	2021	2020	2020
All amounts in SEK thousand	30.9.	30.9.	31.12.
Software, licences, etc.	10 608	6 950	8 787
Goodwill	236 678	228 898	229 875
Total intangible assets	247 286	235 848	238 662
Right of use assets	154 427	180 019	172 949
Land, buildings and other property	1 094	981	1 191
Machinery and plant	260	761	2 705
Office machinery, equipment and similar	1 599	2 588	2 346
Total property, plant and equipment	157 380	184 349	179 191
Other long term receivables	125	114	120
Total non-current financial assets			
Total Hon-Current illiancial assets	125	114	120
Deferred tax receivables	37 536	40 090	35 306
			33 300
TOTAL NON-CURRENT ASSETS	442 327	460 401	453 279
Inventories			
Raw materials	14 185	14 338	13 358
Work in progress	1 008	7 334	3 587
Finished products	67 863	57 146	55 430
Advance payments to suppliers	793	11	1 063
Total inventories	83 849	78 829	73 438
Accounts receivables	102 196	87 332	106 636
Other short term receivables	2 780	8 036	9 363
Tax recoverables	4 805	4 031	2 255
Prepaid expenses and accrued income	3 777	14 478	4 076
Cash and cash equivalents	33 764	81 055	88 665
Total receivables	147 322	194 932	210 995
TOTAL CURRENT ASSETS	231 171	273 761	284 433
TOTAL ASSETS	673 498	734 162	737 712



## CONSOLIDATED BALANCE SHEET

EQUITY AND LIABILITIES	2021	2020	2020
All amounts in SEK thousand	30.9.	30.9.	31.12.
Share capital	105 619	105 619	105 619
Other equity	(11 871)	(11 871)	(11 871)
Retained earnings	(60 391)	(62 749)	(61 311)
Equity attributable to majority shareholders	33 357	30 999	32 437
Bonds	278 205	-	-
Pension liabilities	31 352	31 911	30 530
Other provisions	2 822	4 188	5 432
Non-current Lease liabilities	129 963	162 093	152 509
Total non-current liabilities	442 342	198 192	188 471
Liabilities to financial institutions	-	-	14
Bonds current	-	319 763	317 322
Current lease liabilities	46 532	46 712	46 193
Prepayments from customers	260	1 249	3 222
Accounts payable	67 644	65 521	69 358
Other short-term liabilities	26 552	34 035	33 255
Accrued expenses and deferred income	56 811	37 691	47 440
Total current liabilities	197 799	504 971	516 804
TOTAL EQUITY AND LIABILITIES	673 498	734 162	737 712



# STATEMENT OF CHANGES IN EQUITY

	Attributab	Total equity			
All amounts in SEK thousand	Share capital	Other Equity	Retained earnings	Total other equity	
Equity as at 01.01.2020	105 619	(11 871)	(38 942)	(50 813)	54 806
Comprehensive income					
Profit for the period			(783)	(783)	(783)
Items that may be reclassified in profit or loss Translation difference, net assets in foreign currency			(20.720)	(20.720)	(20.720)
Total comprehensive income			(20 739) (21 522)	(20 739) (21 522)	(20 739) (21 522)
Total comprehensive income		-	(21 322)	(21 322)	(21 322)
Equity as at 30.06.2020	105 619	(11 871)	(60 465)	(72 336)	33 283
Profit for the quarter 2-4			(332)	(332)	(332)
Other comprehensive income					
Items that will not be reclassified in profit or loss					
Actuarial loss on pension obligations Items that may be reclassified in profit or loss			(48)	(48)	(48)
Translation difference, net assets in foreign currency		_	(477)	(477)	(477)
Deffered tax			10	10	10
Total comprehensive income	-	-	(847)	(847)	(847)
Equity as at 31.12.2020	105 619	(11 871)	(61 311)	(73 182)	32 437
Equity as at 01.01.2021	105 619	(11 871)	(61 311)	(73 182)	32 437
Profit for the period			(7 076)	(7 076)	(7 076)
Items that may be reclassified in profit or loss					
Translation difference, net assets in foreign currency		-	7 996	7 996	7 996
Total comprehensive income	-	-	920		920
Total shareholders transactions			-	-	-
Equity as at 30.09.2021	105 619	(11 871)	(60 391)	(72 262)	33 357



## CONSOLIDATED STATEMENT OF CASH FLOWS

	Jul-Sep 2021	Jul-Sep 2020	Jan-Sep 2021	Jan-Sep 2020	Jan-Dec 2020
All amounts in SEK thousand					
Cash flows from operations					
Profit/(loss) before income taxes	5 673	9 652	-9 233	(986)	3 407
Taxes paid in the period	-	-	-	(119)	(119)
Adjustments for items without cash effects	-	-1	(41)	(999)	595
Net (gains) losses from disposals of assets	(58)	-	(488)	85	(104)
Depreciation	11 599	11 355	34 240	34 646	43 638
Other adjustments	274	272	822	817	(564)
Currency (gains) losses not related to operating activities	(2 369)	286	(3 504)	(5 940)	(6 617)
Net cash flow from operations before changes in working capital	15 119	21 564	21 796	27 504	40 236
Change in inventory	(7 194)	5 069	(10 438)	12 330	17 524
Change in trade debtors	12 961	11 655	1 433	18 371	778
Change in trade creditors	7 947	2 186	(1 688)	(2 754)	1 268
Change in other provisions	(4 101)	-7 984	12 847	(12 986)	8 821
Net cash flow from operations	24 732	32 490	23 950	42 465	68 627
Cash flows from investments					
Purchase of intangible assets	(1 911)	-1 189	(3 463)	(3 053)	(5 351)
Purchase of fixed assets	(1 311)	-215	(397)	(658)	(3 152)
Sale of fixed assets	78	-	2 912	290	290
Purchase of subsidiaries	-	_		-	-
Change in other short- and longterm investments		_		_	_
Net cash flows from investments	-1 833	-1 404	(948)	(3 421)	(8 213)
Cash flow from financing					
Issue of share capital	-	-			
Net change in credit line	(1 421)	-211	(15)	-	14
Proceeds from long term loans	-	-	285 000	-	-
Repayment of borrowings	(380)	-	(328 043)	-	(3 139)
Repayment of leasing liabilities	(11 681)	-11 900	(34 878)	(35 010)	(47 183)
Net cash flow from financing	-13 482	-12 111	(77 936)	(35 010)	(50 308)
Net change in cash and cash equivalents	9 417	18 975	(54 934)	4 034	10 106
Cash and cash equivalents at the beginning of the period	24 294	62 435	88 665	79 303	79 303
Exchange rate differences in cash and cash equivalents	53	-355	33	(2 282)	(744)
Cash and cash equivalents at the end of the period	33 764	81 055	33 764	81 055	88 665



# Parent Company financial statements - North Investment Group AB (publ.)

## Income statement

All amounts in SEK thousand

	Jul-Sep 2021	Jul-Sep 2020	Jan-Sep 2021	Jan-Sep 2020
Other external cost	(288)	(44)	(611)	(200)
Total operating expense	(288)	(44)	(611)	(200)
Operating profit	(288)	(44)	(611)	(200)
Interest income and similar	2 294	2 319	6 164	6 804
Interest expense and similar	(8 139)	(7 223)	(30 491)	(22 694)
Net financial income (expenses)	(5 845)	(4 904)	(24 327)	(15 890)
	_	-	-	-
Profit before income tax	(6 133)	(4 948)	(24 938)	(16 090)
Income taxes	-	-		
Net profit for the period	(6 133)	(4 948)	(24 938)	(16 090)

In the parent company no amounts has been booked towards other comprehensive income, so Total comprehensive income is equal to net profit for the period.



## Balance sheet statement

## All amounts in SEK thousand

ASSETS	2021 30.09	2020 30.09
	00.00	33133
Other investments	306 456	303 390
Receivables to group companies	71 329	131 404
Deferred tax receivables	321	321
Total non-current financial assets	378 106	435 115
TOTAL NON-CURRENT ASSETS	378 106	435 115
		_
Other short term receivables	164 171	6 839
Prepaid expenses and accrued income	154	0
Cash and cash equivalents	27 624	2 244
Total receivables	191 949	9 083
TOTAL CURRENT ASSETS	191 949	9 083
TOTAL ASSETS	570 055	444 198

EQUITY AND LIABILITIES	2021 30.09	2020 30.09
Share capital	105 619	105 619
Other equity	17 158	33 809
This years result	-24 938	-16 090
Equity attributable to majority shareholders	97 839	123 338
Bonds	278 205	0
Total non-current liabilities	278 205	0
Current Bonds	0	319 763
Other short-term liabilities	0	0
Liabilities to associated companies	188 954	0
Accrued expenses and deferred income	5 055	1 093
Total current liabilities	194 011	320 860
TOTAL EQUITY AND LIABILITIES	570 055	444 198



### **ACCOUNTING POLICIES**

The interim report has been prepared in accordance with IAS 34 *Interim Financial Reporting* and the Swedish Annual Accounts Act. The consolidated financial statements were prepared in accordance with the cost method. All amounts are in thousands of Swedish kroner, unless otherwise stated.

The Parent Company applies Recommendation RFR 2 Accounting for Legal Entities, issued by the Swedish Financial Reporting Board, and the Annual Accounts Act. The application of RFR 2 means that the Parent Company, in the interim report for a legal entity, applies all IFRS and statements approved by the EU as far as possible within the framework of the Swedish Annual Accounts Act and the Pension Obligations Vesting Act, with consideration taken to the relationship between accounting and taxation.

The accounting policies applied correspond to the accounting policies and measurement principles presented in the 2020 Annual Report. The 2020 Annual Report is available at <a href="https://www.sono-group.com">www.sono-group.com</a>.

## Audit review report

This interim report has not been examined by the company's auditor.

### CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of financial statements requires the use of accounting estimates which, by definition, will seldom equal the actual results. Management also needs to exercise judgement in applying the Group's accounting policies.

Estimates and judgements are continually evaluated, and are based on historical experience and other factors, including expectations of future events that may have a financial impact on the entity and that are believed to be reasonable under the circumstances.

Management makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results.



## RISKS AND RISK MANAGEMENT

Exposure to risk is a natural part of business activity and this is reflected in Sono Group's approach to risk management. Responsibility for the management of the group's financial transactions and risks is centralized to the parent company. The main risk exposure is related to financial risks. See note 3 in the Annual Report and in chapter Financial review in this report.

## SEASONAL VARIATIONS

The Group has seasonal variations related to one of its main categories, school furniture. A high share of these deliveries is related to 3<sup>rd</sup> quarter.

## RELATED PARTY TRANSACTIONS

The Group had no significant transactions with related parties so far in 2021. All transactions with related parties are priced on arm's length basis.

## EVENTS AFTER THE REPORTING DATE

No events have occurred after the balance sheet date that have any significant effect on the submitted accounts.



## **SEGMENT INFORMATION**

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker.

North Investment Group AB (publ.) has defined its two segments as:

- Business area Sono Sweden
- Business area Sono Norway

All amounts in SEK million	Jul-Sep	Jul-Sep 2021 Jul-Sep 2020		Jan-Se	p 2021	Jan-Se	2020																													
	Sono	Sono	Sono	Sono	Sono	Sono	Sono	Sono																												
	Norway	Sweden	Norway	Sweden	Norway	Sweden	Norway	Sweden																												
Revenue per segment	89,7	118,4	89,2	100,5	299,6	321,7	270,6	304,7																												
Net sales to other segments	(5,3)	(5,2)	(3,0)	(3,0)	(16,4)	(13,6)	(10,1)	(8,7)																												
Revenue from external customers	84,3	113,2	86,1	97,5	283,2	308,1	260,5	296,0																												
	Jul-Sep	2021	Jul-Sep	2020	Jan-Se	p 2021	Jan-Se <sub>l</sub>	2020																												
Sono Norway	16,3		15,1		39,4		30,3																													
Sono Sweden	13,8	3	15,2		24,5		34,5																													
EBITDA	30,:	L	30,	30,3 64,0		,0	64,8																													
for the Group's operating segments is reconciled with the Group's profit before tax in accordance with the following:																																				
NIG AB and elimination	(0,0)		(0,0)		(0,0)		(0,0)		(0,0)		(0,0)		(0,0)		(0,0)		(0,0)		(0,0)		(0,0)		(0,0)		(0,0)		(0,0)		0,3) (0,0)		(0,0) (0,6)		.0) (0,6)		(0,6) (0,2	
EBITDA for the Group	29,8	3	30,	2	63,4		64,6	5																												
Amortisation and depreciation	(11,6		(11,4	1)	(34,2)		(34,6)																													
Financial items net	(12,6		(9,2	2)	(38,4)		(30,9)																													
Profit before tax	5,6	5	9,	,7	(9	,2)	(1,0	)																												

## FINANCIAL CALENDAR

2021 Q4 Report: 28.02.2022 2021 Annual Report: 26.04.2022 2022 Q1 Report: 12.05.2022 2022 Q2 Report: 26.08.2022 2022 Q3 Report: 11.11.2022



# ADDITIONAL INFORMATION Please contact



Ole Vinje CEO ole.vinje@sono.no (+47) 900 89 421



Tore Skedsmo
CFO
Tore.skedsmo@sono.no
(+47) 952 25 306



Mads Langaard
Investor Relation
mads@frigaardgruppen.no

(+47) 905 81 264

North Investment Group AB (publ) Bredmyra 4- 1739 Borgenhaugen, Norway Corporate Identity Number 556972-0468

