



# Interim Report

FOR THE PERIOD:

1 January – 30 September

2020

## Significant business events

### In the third quarter

- » Softronic signed a framework agreement with the Swedish Association of Local Authorities and Regions (SALAR)
- » The digital employee Kommun-Kim was launched in five West Sweden municipalities
- » Softronic signed a cooperation agreement with AB Sjömat for the delivery of business systems and accompanying IT solutions
- » Softronic signed an agreement with Saltå Kvarn for the implementation of a business system, as well as application management and application operations
- » The Swedish Tax Agency renewed its trust in Softronic for its TAIS development project for temporary employment in Sweden.

### Earlier in the year

- » Softronic signed a framework agreement with the Swedish National Board of Institutional Care (SIS)
- » Softronic's Board of Directors decided to withdraw its proposal for the dividend that had previously been announced
- » Softronic became the turnkey supplier and IT partner for FASAB6F

## Third quarter 2020

- » Sales increased to MSEK 160.1 (MSEK 157.0)
- » EBITDA increased to MSEK 25.8 (MSEK 20.2)
- » Profit before tax increased to MSEK 19.4 (MSEK 13.8)
- » Profit margin before tax increased to 12.1 % (8.8 %)
- » Profit for the period after tax increased to MSEK 15.2 (MSEK 10.5)
- » Profit for the period after tax per share, before and after dilution, increased to SEK 0.29 (SEK 0.20)
- » Cash flow from operating activities increased to MSEK 23.8 (MSEK 10.1)

## January–September 2020

- » Sales increased to MSEK 535.2 (MSEK 532.2)
- » EBITDA increased to MSEK 81.7 (MSEK 69.6)
- » Profit before tax increased to MSEK 62.6 (MSEK 50.7)
- » Profit margin before tax increased to 11.7 % (9.5 %)
- » Profit for the period after tax increased to MSEK 49.1 (MSEK 39.4)
- » Profit for the period after tax per share, before and after dilution, increased to SEK 0.93 (SEK 0.75)
- » Cash flow from operating activities increased to MSEK 57.7 (MSEK 35.0)
- » Total liquidity amounted to MSEK 182
- » The equity/assets ratio increased to 68 % (61 %).



## Q3 2020 – Figures remain extremely positive

Softronic has gone on to report a healthy profit for the third quarter as well. Sales have continued to increase, albeit at a moderate rate of approximately 2 % compared with the previous year, to MSEK 160.1 (MSEK 157.0) this year. However, profit grew much more, from MSEK 13.8 to MSEK 19.4, which is the equivalent of around 41 %. Our profit margin before tax is therefore 12.1 % (8.8 %), which feels extremely good! These impressive figures are mostly due to lower costs, which are in turn a result of a better delivery mix and better resource utilisation, and to some extent by the costs we have saved as a result of the Coronavirus pandemic.

The trend for the year as a whole has been similar, although it has evened out slightly. There has been a small growth in sales, but this is still growth, while profit has improved significantly, up by more than 23 %.

We have been living with the effects of the Coronavirus for more than six months now, during which time many of us have been learning new things. In Sweden, we have had plenty of practice getting our tongues around the title 'statsepidemiolog' (state epidemiologist) and we have once again seen how statistics can prove many surprising (and sometimes contradictory) facts. But we have also realised that a very high proportion of us have the right tools to work remotely and we now understand that we should not try to predict more than three months into the future at any one time.

I will try to resist the temptation of becoming a self-proclaimed expert in this field, but I am personally starting to feel more and more that this pandemic will be with us until we either have an effective vaccine that is widely available, or until so many of us have been infected that the spread of the disease dies down naturally (of course, I am hoping for the first solution).

The questions that we have been discussing intensely at the company include when we will be able to return to a normal working life and what 'normal' will mean in the future. Although many people have found it effective to work remotely, particularly those who work in cities with long commuting times, I find it difficult to imagine a future where everyone can work from home full time. We would quite simply lose too much of that innovation and spark that we have when we meet in person.

But I do not think that we will go back to what work was like (for most people) before Coronavirus. We need to find a model where routine is replaced by innovation, and where meetings that went on for far too long without a clear agenda are replaced by engaging discussions.

Of course, we are excited and proud of the new business we have secured and the framework agreements we have signed. We were ranked as the best supplier in SALAR's (Swedish Association of Local Authorities and Regions) procurement of IT services, and we continue to gain new customers with Microsoft Business Central, most recently AB Sjömat and Saltå Kvarn. An increasing number of municipalities are also installing our digital employee 'Kommun-Kim', with up to ten municipalities providing a better information service to their current and future residents.

So we feel that we are standing on firm ground, despite the uncertainty we are seeing in the world. We will continue to work as a reliable advisor to our customers, which is something they need to make the right decisions in the complex world of Information Technology and Digitalisation.

### Liquidity

The Group had MSEK 159 in cash and cash equivalents as of 30 September 2020. The total liquidity comprising cash and cash equivalents, as well as granted unutilised credit lines, amounted to MSEK 182.

### Business events in 2020

In the third quarter Softronic signed a framework agreement with the Swedish Association of Local Authorities and Regions (SALAR) for 'IT consultancy services 2019', which enables SALAR and Inera AB to suborder consultancy services. The digital employee Kommun-Kim has been launched on the websites of the following municipalities: Härryda, Partille, Mölndal, Stenungsund and Tjörn.

Softronic has signed an agreement with AB Sjömat for the implementation of a new modern business system solution, Microsoft Dynamics 365 Business Central. This deal also includes other Microsoft 365 products, integrations with external systems, operations and application management. Softronic has

signed an agreement with Saltå Kvarn for the implementation of a business system, as well as application management and application operations. The Swedish Tax Agency has once again renewed its trust in Softronic for its TAIS development project for temporary employment in Sweden.

Earlier in the year Softronic signed a framework agreement for Episerver with the Swedish National Board of Institutional Care (SIS). Following the outbreak of Covid-19, Softronic's Board of Directors decided to withdraw its proposal for a dividend of SEK 1.00 per share to the AGM in 2020 that had previously been announced. Softronic has been entrusted as the turnkey supplier and IT partner for FASAB (Facklig Administration i Samverkan).

#### Events after the end of the period

There have been no significant events after the end of the period.

#### Risks and uncertainties

The risks and uncertainties that the Parent Company and the Group may face are primarily related to changes in employee capacity utilisation, average invoicing, employee turnover and salary costs, all of which have a decisive impact on profitability. As well as the financial risks described in the latest annual report, there are uncertainties in economic assessments, changes to markets and competition. The Covid-19 pandemic adds uncertainty to economic and market assessments.

#### Nomination Committee appointed

The Nomination Committee in Softronic until the AGM in 2021 are:

Petter Stillström, Traction

Andreas Eriksson, Anders Eriksson incl. family

Stig Martín, own holdings

Joachim Spetz, Swedbank Robur Fonder

These members represent the owners with a total of 59 % of the capital and 74 % of the votes.

#### Softronic

Goodtech – technology that benefits society. We offer innovative digital solutions that help companies and organisations to create a real benefit to society. Our services in IT and management range from advice and new development to management and operations.

Our customers are primarily medium and large Swedish companies and organisations. Softronic was formed in 1984 and is listed on the Stockholm Stock Exchange, Nasdaq OMX. It has approximately 420 employees in Stockholm, Gothenburg, Malmö, Sundsvall and Arjeplog. [www.softronic.se](http://www.softronic.se)

#### Other

#### Reports 2021

- Year-end report 2020, 25 February
- Annual Report 2020, 15 April
- Interim Report (Jan-March), 22 April
- Annual General Meeting 2021, 6 May, 17.30 at the company's premises
- Interim Report (Apr-June), 16 July
- Interim Report (Jul-Sep), 20 October

#### Information about the interim report

Per Adolfsson, Chief Executive Officer

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Softronic AB (publ), CIN 556249-0192

The Chief Executive Officer certifies that this interim report gives a true and fair view of the development of the Group's operations, financial position and results, and describes the significant risks and uncertainty factors facing the company and the companies within the Group.  
Stockholm, 19 October 2020

Per Adolfsson, Chief Executive Officer, Softronic AB (Publ.)

#### Auditor Assessment report, Softronic AB (publ), corporate identity number 556249-0192

Auditor's report on the review of summary interim financial information (interim report) prepared in accordance with IAS 34 and Chapter 9 of the Swedish Annual Accounts Act.

#### Introduction

We have reviewed the summary interim financial information (interim report) of Softronic AB (publ) as of 30 September 2020 and the nine-month period that ended on this date. The Board of Directors and the CEO are responsible for the preparation and presentation of this interim financial information in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

#### Focus and scope of the review

We have conducted our review in accordance with the International Standard on Review Engagements ISRE 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review has a different focus and is substantially less in scope than an audit conducted in accordance with ISA and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not give the same level of assurance as a conclusion expressed based on an audit.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report has not been prepared, in all material respects, in accordance with IAS 34 and the Swedish Annual Accounts Act in the case of the Group, and in accordance with the Annual Accounts Act in the case of the parent company.

Stockholm, 19 October 2020

PricewaterhouseCoopers AB

Nicklas Kullberg

Authorised public accountant

<b>Consolidated income statement and other comprehensive income, summary, MSEK</b>		<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>	<b>2019</b>
		<b>Jul-Sep</b>	<b>Jul-Sep</b>	<b>Jan-Sep</b>	<b>Jan-Sep</b>	<b>full year</b>
<b>Revenue</b>		<b>160.1</b>	<b>157.0</b>	<b>535.2</b>	<b>532.2</b>	<b>720.0</b>
<b>Goods for resale and other invoiced expenses</b>		-48.1	-47.8	-162.5	-156.0	-211.0
Other external expenses		-6.7	-6.7	-21.8	-24.1	-32.0
Staff costs		-79.5	-82.3	-269.2	-282.5	-380.0
Depreciation, non-current assets <sup>1</sup>		-6.1	-6.0	-18.2	-17.8	-23.7
<b>Operating income</b>		<b>19.7</b>	<b>14.2</b>	<b>63.5</b>	<b>51.8</b>	<b>73.3</b>
Net financial income/expense	<u>note 2</u>	-0.3	-0.4	-0.9	-1.1	-1.2
<b>Profit/loss before tax</b>		<b>19.4</b>	<b>13.8</b>	<b>62.6</b>	<b>50.7</b>	<b>72.1</b>
Taxes		-4.2	-3.3	-13.5	-11.3	-16.3
<b>Profit/loss for the period</b>		<b>15.2</b>	<b>10.5</b>	<b>49.1</b>	<b>39.4</b>	<b>55.8</b>
<b>Other comprehensive income</b>						
<i>Items that will be reclassified to profit or loss</i>						
Translation differences		0.0	0.0	0.0	0.0	0.0
<b>Comprehensive income for the period</b>		<b>15.2</b>	<b>10.5</b>	<b>49.1</b>	<b>39.4</b>	<b>55.8</b>
Profit/loss for the period attributable to the Parent Company's share <sup>1</sup>		15.2	10.5	49.1	39.4	55.8
Comprehensive income attributable to the Parent Company's share <sup>1</sup>		15.2	10.5	49.1	39.4	55.8
Profit for the period per share, basic, SEK	<u>note 1</u>	0.29	0.20	0.93	0.75	1.06
Profit for the period per share, diluted, SEK	<u>note 1</u>	0.29	0.20	0.93	0.75	1.06

<sup>1</sup>of which depreciation for leasing for Q3 2020 was MSEK 5 (MSEK 5); MSEK 15 (MSEK 14) for Jan-Sep; and MSEK 19 for the full year 2019.

## Summary of Balance Sheet

### Group, MSEK

		2020-09-30	2019-09-30	2019-12-31
<b>ASSETS</b>				
Goodwill	<a href="#">note 4</a>	109.3	109.3	109.3
Other intangible assets	<a href="#">note 4</a>	1.1	2.7	2.2
Other non-current receivables		2.4	2.4	2.4
Right-of-use asset		29.6	43.6	38.8
Property, plant and equipment		3.7	6.3	5.6
<b>Total non-current assets</b>		<b>146.1</b>	<b>164.3</b>	<b>158.3</b>
Receivables, etc.		173.0	179.5	178.5
Cash and cash equivalents		159.3	81.1	117.2
<b>Total current assets</b>		<b>332.3</b>	<b>260.6</b>	<b>295.7</b>
<b>Total assets</b>		<b>478.4</b>	<b>424.9</b>	<b>454.0</b>
<b>EQUITY AND LIABILITIES</b>				
Equity		323.0	257.7	274.1
Deferred tax liabilities		1.2	1.4	1.3
Other provisions		3.4	3.7	3.8
Other current liabilities, leasing		8.9	24.9	20.3
Current liabilities <sup>1</sup>		141.9	137.2	154.5
<b>Total equity and liabilities</b>		<b>478.4</b>	<b>424.9</b>	<b>454.0</b>

<sup>1</sup>of which the current part of lease liabilities (IFRS 16) on 30/09/2020 was MSEK 21, on 30/09/2019 it was MSEK 19, and on 31 December 2019 it was MSEK 19.

## Total summary of Equity

### Group, MSEK

	2020	2019	2019
	Jan-Sep	Jan-Sep	full year
<b>TOTAL EQUITY</b>			
<b>Opening balance</b>	<b>274.1</b>	<b>270.9</b>	<b>270.9</b>
Comprehensive income for the period	49.1	39.4	55.8
Translation difference	-0.2	-	-
Dividend	-	-52.6	-52.6
<b>Closing balance</b>	<b>323.0</b>	<b>257.7</b>	<b>274.1</b>

All equity is attributable to the Parent Company's shareholders, as there are no non-controlling interests.

## Summary of Cash Flow Statement

### Group, MSEK Note 3

	2020	2019	2020	2019	2019
	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep	full year
Cash flow from operating activities					
before changes in working capital	19.3	13.3	58.3	49.8	78.4
Changes to working capital,	4.5	-3.2	-0.6	-14.8	-2.0
<b>Cash flow from operating activities</b>	<b>23.8</b>	<b>10.1</b>	<b>57.7</b>	<b>35.0</b>	<b>76.4</b>
Cash flow from investing activities	0.1	-0.2	-0.6	-0.2	-0.8
Cash flow from financing activities	-5.1	-4.7	-15.0	-66.7	-71.4
<b>Cash flow for the year/period</b>	<b>18.8</b>	<b>5.2</b>	<b>42.1</b>	<b>-31.9</b>	<b>4.2</b>
Cash and cash equivalents at the start of the year/period	140.5	75.9	117.2	113.0	113.0
Cash and cash equivalents at the end of the year/period	159.3	81.1	159.3	81.1	117.2
Cash flow from operating activities per share, basic, SEK. <a href="#">Note 1</a>	0.45	0.19	1.10	0.66	1.45
Cash flow from operating activities per share, after dilution, SEK. <a href="#">Note 1</a>	0.45	0.19	1.10	0.66	1.45

<b>Performance measures for the Group , Note 5</b>		2020	2019	2020	2019	2019
<b>Net profit/loss</b>		<b>Jul-Sep</b>	<b>Jul-Sep</b>	<b>Jan-Sep</b>	<b>Jan-Sep</b>	<b>full year</b>
Earnings per share, basic/diluted, SEK	<a href="#">note 1</a>	0.29	0.20	0.93	0.75	1.06
EBITDA, MSEK		25.8	20.2	81.7	69.6	97.0
EBITDA margin, %		16.1	12.9	15.3	13.1	13.5
Operating margin, %		12.3	9.0	11.9	9.7	10.2
Profit margin, %		12.1	8.8	11.7	9.5	10.0
Profitability, equity, %		22.6	19.9	22.6	19.9	20.6

	2020	2019	2020	2019	2019
<b>Sales</b>	<b>Jul-Sep</b>	<b>Jul-Sep</b>	<b>Jan-Sep</b>	<b>Jan-Sep</b>	<b>full year</b>
Net sales, MSEK	160	157	535	532	720
Sales of consultancy services, MSEK	58	67	223	251	334
Sales of agreements, MSEK	77	63	223	187	258
Invoiced to third parties, services, MSEK	10	13	38	43	57
Invoiced to third parties, other, MSEK	12	11	37	39	53
Sales of licenses, MSEK	2	3	9	11	15
Sales of hardware, MSEK	1	0	5	1	3
Other operating income, MSEK	0	0	0	0	0
Sales per employee, TSEK	378	353	1 248	1 199	1 625

<b>Financial position</b>	2020-09-30	2019-09-30	2019-12-31
Equity, MSEK	323	258	274
Equity/assets ratio, %	68	61	60
Cash and cash equivalents, MSEK	159	81	117
Unutilised credit lines, MSEK	23	23	23

	2020	2019	2020	2019	2019
<b>Employees</b>	<b>Jul-Sep</b>	<b>Jul-Sep</b>	<b>Jan-Sep</b>	<b>Jan-Sep</b>	<b>full year</b>
Average during the period	423	445	429	444	443
Number at the end of the period	418	447	418	447	437
Number of structural dismissals for the period	1	1	3	3	4

<b>Development per quarter</b>	Q3/18	Q4/18	Q1/19	Q2/19	Q3/19	Q4/19	Q1/20	Q2/20	Q3/20
Net sales, MSEK	157.4	193.1	183.6	191.6	157.0	187.8	180.6	194.5	160.1
Profit/loss for the period before tax,	11.1	18.6	17.1	19.8	13.8	21.4	17.2	26.0	19.4
Profit margin before tax, %	7.1	9.6	9.3	10.3	8.8	11.4	9.5	13.4	12.1

<b>Income statement summary</b>	<b>2020</b>	<b>2019</b>	<b>2019</b>
<b>Parent Company, MSEK</b>	<b>Jan-Sep</b>	<b>Jan-Sep</b>	<b>full year</b>
Revenue	535	532	720
Costs	-472	-480	-709
<b>Operating income</b>	<b>63</b>	<b>52</b>	<b>11</b>
Net financial income/expense	-	0	-
Appropriations*	-	-	62
<b>Profit/loss before tax</b>	<b>63</b>	<b>52</b>	<b>73</b>
Taxes	-14	-11	-16
<b>Net profit/loss</b>	<b>49</b>	<b>41</b>	<b>57</b>

\*net Group contributions paid/received

<b>Summary of Balance Sheet</b>	<b>2020-09-30</b>	<b>2019-09-30</b>	<b>2019-12-31</b>
<b>Parent Company, MSEK</b>			
<b>ASSETS</b>			
Non-current assets	16	41	40
Non-current receivables	2	2	2
Current assets	322	246	288
<b>Total assets</b>	<b>340</b>	<b>289</b>	<b>330</b>
<b>EQUITY AND LIABILITIES</b>			
Equity	216	150	167
Non-current liabilities	3	4	4
Current liabilities, non-interest-bearing	121	135	159
<b>Total equity and liabilities</b>	<b>340</b>	<b>289</b>	<b>330</b>

<b>Summary of Cash Flow Statement</b>	<b>2020</b>	<b>2019</b>	<b>2019</b>
<b>Parent Company, MSEK</b>	<b>Jan-Sep</b>	<b>Jan-Sep</b>	<b>full year</b>
Cash flow from operating activities	43	21	58
Cash flow from investing activities	-1	0	-1
Cash flow from financing activities	0	-53	-53
<b>Cash flow for the year/period</b>	<b>42</b>	<b>-32</b>	<b>4</b>
Cash and cash equivalents at the start of the year/period	117	113	113
Cash and cash equivalents at the end of the year/period	159	81	117

# Notes

## Accounting principles and supplementary information

Softronic AB (publ) applies the IFRS standards (International Financial Reporting Standards) as adopted by the EU.

The interim report has been prepared in accordance with IAS 34, Interim Financial Reporting, and the Swedish Annual Accounts Act. The report for the parent company has been prepared in accordance with the Swedish Annual Accounts Act and RFR 2, Accounting for Legal Entities.

Group operations are wide-ranging and are therefore reported as a segment.

The Group applies the same accounting principles and uses the same bases for calculation as in the 2019 Annual Report.

The estimates follow the same principles as in the Annual Accounts of 2019.

Comprehensive income is reported as an extended profit and loss account, including items previously recognised in equity.

The Group's financial assets and liabilities comprise accounts receivable, other non-current receivables, other current receivables, prepaid expenses, accrued income, cash and cash equivalents, other provisions, accounts payable, other current liabilities, accrued expenses and deferred income, with the carrying amounts the same as fair value.

New and amended IFRS that have become applicable from 2020 are not considered to have any material effect on the financial statements. In terms of IFRS 16 as of 30 September 2020, the right-of-use asset amounted to MSEK 30 and the leasing liability was MSEK 30 (reported under other long-term liabilities as MSEK 9 and current liabilities as MSEK 21). Amortisation and depreciation of MSEK 5 were carried out in the third quarter of 2020 (accumulated 2020: MSEK 15) while interest expense was MSEK 0.3 (accumulated 2020: MSEK -0.9). Softronic has opted to adopt the relief rules regarding short-term leases and agreements where the underlying asset is of a low value.

There have been no material transactions between related parties, except for commercial transactions between companies within the Group that were carried out on market terms.

In this report there is only an overview of the Parent Company's profit and loss statement and balance sheet, as the Group's sales and balance sheet items are mostly in the Parent Company.

In the first quarter of 2020 the wholly-owned subsidiary Softronic 1 AB merged with the parent company Softronic AB.

## Note 1

### Profit/loss per share

The number of shares before and after dilution when calculating earnings and cash flow per share amounted to 52,632,803 shares.

## Note 2

### Net financial income/expense

This item includes interest income and interest expense.

## Note 3

### Cash flow statements

<b>Allocation of investments MSEK</b>	<b>2020 Jan-Sep</b>	<b>2019 Jan-Sep</b>	<b>2019 full year</b>
Net investments in equipment	-0.2	-0.2	-0.4
Acquisition of business combinations	-0.4	-	-0.4
<b>Total invested</b>	<b>-0.6</b>	<b>-0.2</b>	<b>-0.8</b>

## Note 4

### Acquisition of business combinations

No acquisitions took place in 2020.

<b>Specification of business combinations, MSEK</b>	<b>2020 Jan-Sep</b>	<b>2019 Jan-Sep</b>	<b>2019 full year</b>
Amounts paid in respect of previous acquisitions <sup>1</sup>	0.4	-	0.4
Total cost paid	0.4	0.0	0.4
<b>ACQUIRED ASSETS AND LIABILITIES</b>			
Amounts paid in respect of previous acquisitions <sup>1</sup>	0.4	-	0.4
<b>Total acquired</b>	<b>0.4</b>	<b>0.0</b>	<b>0.4</b>
<b>Total cash flow attributable to acquisitions</b>	<b>-0.4</b>	<b>0.0</b>	<b>-0.4</b>

<sup>1</sup> Relates to the acquisition of the assets and liabilities of Bisnode with a remaining purchase price of MSEK 0.8 of MSEK 2.0; MSEK 0.4 having been paid per year.

## Note 5

### Key performance indicators

Softronic's financial statements contain alternative key performance indicators that supplement the measures defined in applicable regulations for financial reporting, such as income, profit or loss, or earnings per share. Alternative key performance indicators are given as they provide more in-depth information than the measures defined in the regulations. The alternative key performance indicators are disclosed below because they are used by management to evaluate the financial performance and are thereby believed to give analysts and other stakeholders valuable information in order to evaluate Softronic's financial position and results. In the section below, we have defined how the alternative key performance indicators are calculated by Softronic.

Definitions of key performance indicators may deviate from the definitions given by other companies, even though the measures have the same names. The alternative key performance indicators originate from the consolidated accounts and are not measures of our financial results or liquidity in accordance with IFRS, which is why they should not be considered to be alternatives to net profit, operating profit or other performance measures in accordance with IFRS, or as an alternative to cash flow as a measure of our liquidity.



Key performance indicators	Definition/explanation of information value and purpose	Calculation Jan-Sep 2020
<b>Profit</b>		
Provides a more nuanced and in-depth understanding of profit development		
Operating margin, %	Operating profit/income	$(63.5/535.2)*100=11.9$
Profit margin, %	Profit/loss before tax/income	$(62.6/535.2)*100=11.7$
EBITDA margin, %	Operating profit before depreciation and amortisation/income	$(81.7/535.2)*100=15.3$
Profitability, equity, %	Profit for the 12-month period/average equity over 5 quarters	$(65473/(1450021/5))*100=22.6$
EBITDA, MSEK	Operating profit before depreciation and amortisation	$63.5+18.2=81.7$
<b>Sales, MSEK</b>		
Provides a more in-depth insight into the distribution of sales		
Sales of consultancy services	Income from consultancy services	223
Sales of agreement services	Income from agreement services	223
Sales of services for invoices to third parties	Income from services for invoices to third parties	38
Sales of invoices to third parties, other	Income from invoices to third parties, other	37
Sale of licences	Income from licences	9
Sales of hardware	Income from hardware	5
Sales per employee, TSEK	Income/number of employees on average	$(535.2/429)*1,000=1,248$
<b>Financial position</b>		
Provides a good overview of total liquidity and solvency		
Equity/assets ratio, %	Total equity/total equity and liabilities	$323/478.4*100=68$
Unutilised credit lines, MSEK	Available but unutilised overdraft facilities	23
Total liquidity, MSEK	Cash and cash equivalents plus unutilised credit lines	$159+23=182$
<b>Employees</b>		
Provides a summary of changes in staff		
Average during the period, quantity	Number of employees on average	429
Number at the end of the period	Number of employees	418
Number of structural dismissals during the period	Number of structural dismissals	3

The information in this interim report is the information that Softronic AB (publ) must publish in accordance with Regulation (EU) No 596/2014 of the European Parliament and of the Council on market abuse (MAR). This information was submitted for publication through the offices of the CEO Per Adolfsson on 19 October 2020 at 8.45 am (CET). This report along with other information about Softronic AB is available at [www.softronic.se](http://www.softronic.se).

