



# Year-end report 2021

## Lower net revenue and results but higher order intake than Q4 2020

Net revenue was somewhat lower than in the corresponding quarter of last year. Longer delivery times from suppliers, due to raw material and component shortages, as well as some impact of Covid-19 are the main causes. A payment of SEK 7.5 million in severance pay to the outgoing CEO has also negatively affected results.

## Fourth quarter in brief

(October–December 2021)

- Order intake amounted to SEK 201.1 (164.2) million, an increase of 22.5 percent. In comparative terms, this was an increase of 14.9 percent.
- Net revenue for the fourth quarter amounted to SEK 192.6 (195.2) million, a decrease of 1.3 percent. In comparative terms, this was a decrease of 7.6 percent.
- EBITA was SEK -4.5 (9.5) million. The EBITA margin was -2.3 (4.9) percent.
- Earnings per share, before and after dilution, amounted to SEK -0.27 (0.37).
- Cash flow from operating activities was SEK -3.7 (13.2) million. Total cash flow for the period was SEK 6.2 (-39.1) million.
- The Board of Directors proposes a dividend of SEK 0,75 (0,75) per share.

## Twelve months in brief

(January–December 2021)

- Order intake amounted to SEK 739.1 (625.7) million, an increase of 18.1 percent. In comparative terms, this was an increase of 1.6 percent.
- Net revenue for the whole year amounted to SEK 743.2 (695.2) million, an increase of 6.9 percent. In comparative terms, this was a decrease of 6.6 percent.

- EBITA was SEK 30.9 (42.2) million and the EBITA margin was 4.2 (6.1) percent.
- Earnings per share, before and after dilution, amounted to SEK 1.21 (1.66).
- Cash flow from operating activities was SEK 22.4 (63.0) million. Total cash flow for the period was SEK 29.0 (23.7) million.

## Important events during the reporting period

- The decision that CEO Bo Söderqvist will leave the company during the first half of 2022.
- The Board has appointed Caroline Reuterskiöld as the new CEO of Christian Berner Tech Trade AB. Most recently, Caroline was the business area manager within Lagercrantz Groups division Niche Products.

## Important events after the reporting period

- The company issued a profit warning on January 17, 2022 for the fourth quarter of 2021.
- Current CEO Bo Söderqvist will leave the company on April 28, 2022, after the Annual General Meeting, and Caroline Reuterskiöld will become the new CEO on that date.

## KPIs

SEK thousands	Oct–Dec 2021	Oct–Dec 2020	Change %	Jan–Dec 2021	Jan–Dec 2020	Change %
Net revenue	192,615	195,164	-1,3%	743,209	695,169	6,9%
Operating profit	-4,681	9,321	-150,2%	30,046	40,705	-26,2%
EBITA	-4,460	9,485	-147,0%	30,885	42,167	-26,8%
Order intake	201,122	164,173	22,5%	739,138	625,731	18,1%
Earnings per share	-0,27	0,37	-172,6%	1,21	1,66	-27,0%
Cash flow for the period	6,212	-39,103	115,9%	28,995	23,720	22,2%
EBITA-margin	-2,3%	4,9%		4,2%	6,1%	
Return on equity (R12)	15,9%	22,6%		15,9%	22,6%	

# Strong order intake

2021 has been a challenging year in many respects. Order intake increased during the second quarter and was also strong in the fourth quarter. However, the pandemic has led to a shortage of components in certain areas, as well as longer lead and delivery times, which affected invoicing and results in the fourth quarter.

As we communicated in the report for the third quarter, we are clearly seeing longer lead and delivery times in primarily three areas. In Process facilities, these have increased from 12–16 weeks to 20–24 weeks. In Technical plastics and Vibration technology, lead and delivery times have increased from 4–6 weeks to 12–16 weeks. This has meant that delivery and invoicing for some orders were postponed until the new year and, in the same way, new orders will also take longer to deliver. These factors had a negative impact on revenue and results in the fourth quarter.

We have also experienced a mixed effect, as a larger project with a lower gross margin has been delivered to China. This, together with provisions for the CEO and extended lead times, meant that we made a loss for the quarter and the Group's EBITA margin amounted to minus 2.3 (4.9) percent. Adjusted for non-recurring items, related to the upcoming change of CEO, of SEK 7.5 million, the EBITA margin was 1.6 percent. Revenue decreased by 1.3 percent to SEK 192.6 (195.2) million. For the whole year, the EBITA margin amounted to 4.2 (6.1) percent, while revenue increased by 6.9 percent to SEK 743.2 (695.2) million.

## Market developments

In Sweden, the EBITA margin was 8.5 (9.5) percent for the year as a whole. Order intake, during both the fourth quarter and the whole year, was good and we are seeing stable demand in the market.

Zander & Ingeström experienced another good year and GF Swedenborg, which we acquired on May 1, had a very strong year with record results. Christian Berner AB increased its profitability, in comparison with the year before, but there is still room for further improvements in profitability.

*”Order intake increased by 22.5% compared to Q4 2020”*

Norway's performance deteriorated at the end of the year. Despite this, its EBITA margin was 6.4 (6.7) percent for the year as a whole. Order intake, during the year, was weaker in Process & Environment, although it improved somewhat during the last quarter. We are continuing to see good development with



our vibration-damping materials for the construction industry and infrastructure projects.

In Denmark, we experienced both a weak fourth quarter and a weak year, with an EBITA margin of 4.3 (5.7) percent. This is due to reduced order intake over an extended period, as the process industry, in particular, is reluctant to invest.

Finland had a weak year with an EBITA margin of 1.7 (6.3) percent. Sales of vibration-damping material to the construction industry, in the Helsinki area, continued well, although we lacked major machine investments from the process industry.

## Stable demand

Longer lead and delivery times continue to affect the business, but we consider underlying demand to be stable and the strong order intake during the fourth quarter confirms this.

## Bo Söderqvist

CEO, Christian Berner Tech Trade AB

# Christian Berner Tech Trade in brief

## Revenue and results – fourth quarter

In the fourth quarter, the Group's net revenue amounted to SEK 192.6 (195.2) million, a decrease of 1.3 percent. In comparative terms, this represents a decrease of 7.6 percent. The Group's EBITA decreased to SEK -4.5 (9.5) million, with an EBITA margin of -2.3 (4.9) percent.

The lower net revenue was caused by longer delivery times among our suppliers. As in the third quarter, raw material and component shortages affected the fourth quarter, due to increased delivery times. Covid-19 has affected deliveries but has not led to any lost business. Results in the fourth quarter were also affected by a severance payment of SEK 7.5 million to the outgoing CEO.

Activity in the Group's markets remains good and is reflected by a higher order intake than last year.

## Markets

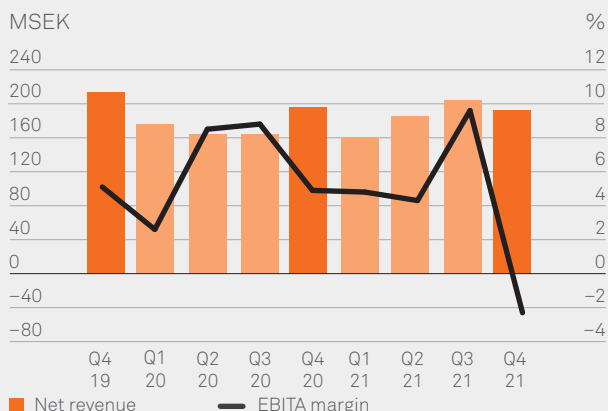
In the fourth quarter, Sweden's net revenue amounted to SEK 138.8 (143.2) million, a decrease of 3.1 percent. EBITA amounted to 9.4 (18.4) million, which gave an EBITA margin of 6.8 (12.9) percent.

Denmark's net revenue increased to SEK 3.4 (3.0) million. Its EBITA was SEK 0.0 (-0.3) million, which gave an EBITA margin of 0.4 (-10.6) percent.

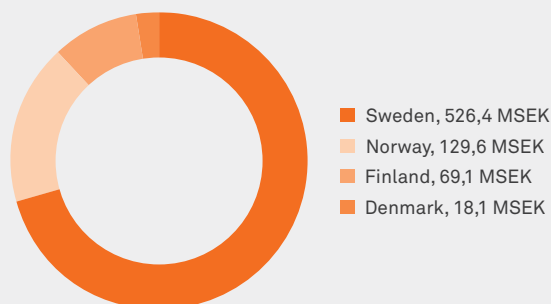
Norway's net revenue for the fourth quarter was SEK 32.2 (31.2) million. Its EBITA closed at SEK 0.2 (0.7) million, with an EBITA margin of 0.6 (2.4) percent.

Net revenue in Finland increased to SEK 18.3 (17.8) million in the fourth quarter. Its EBITA amounted to SEK 0.5 (-0.1) million, with an EBITA margin of 2.9 (-0.6) percent.

Net revenue and EBITA



Revenue per market



### Revenue and results – twelve months

For the year as a whole, the Group's net revenue amounted to SEK 743.2 (695.2) million. This was an improvement over the previous year of 6.9 percent. The Group's order intake for 2021 increased by 18.1 percent, compared with the same period last year. EBITA was SEK 30.9 (42.2) million, a decrease of 26.8 percent, which produced an EBITA margin of 4.2 (6.1) percent. In 2021, the parent company experienced a profit of SEK 10.8 (26.2) million.

The Swedenborg company was acquired during the second quarter. This acquisition has made a positive contribution of SEK 33.5 million in net revenue during the year and SEK 4.0 million in EBITA.

The lower results and EBITA margin, compared to 2020, are mainly due to component shortages and delivery delays among our suppliers during the fourth quarter and delivery for a project in China with a low margin. In addition, a severance payment of SEK 7.5 million was made to the outgoing CEO.

### Markets

Sweden achieved a net revenue of SEK 526.4 (483.9) million in 2021, which was an increase of 8.8 percent. EBITA amounted to 44.6 (46.2) million, which gave a corresponding margin of 8.5 (9.5) percent.

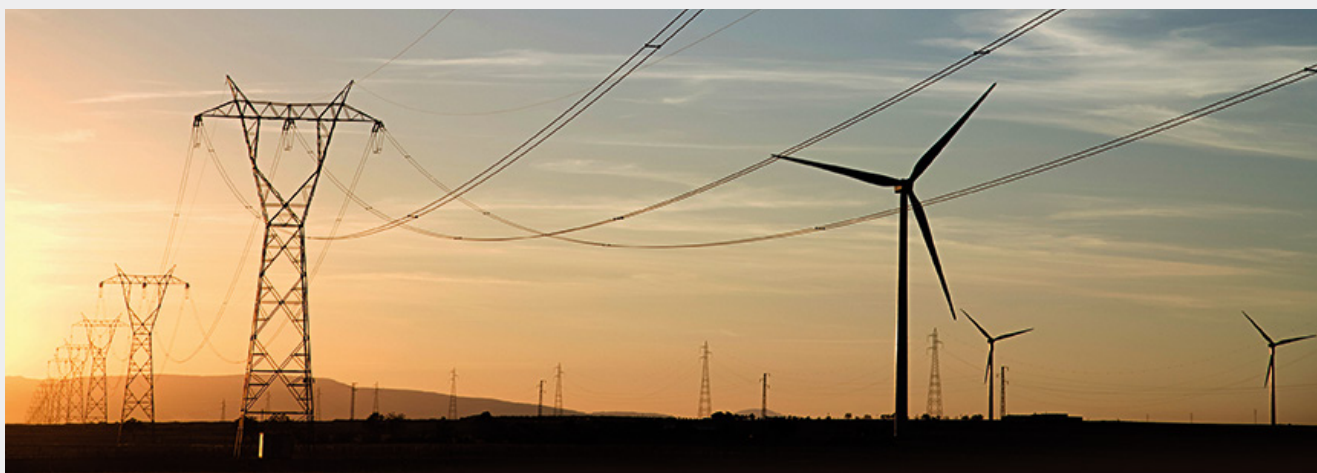
Denmark has performed less well compared to 2020. Net revenue was SEK 18.1 (22.4) million, a decrease of 19.1 percent. EBITA amounted to SEK 0.8 (1.3) million, with an EBITA margin of 4.3 (5.7) percent.

Norway's net revenue amounted to SEK 129.6 (100.4) million, a 29.1 percent increase compared to 2020. Its EBITA was SEK 8.3 (6.7) million, with an EBITA margin of 6.4 (6.7) percent.

Finland experienced reduced sales compared to 2020 and profits decreased due to a weak quarter in the Process & Environment business area. Net revenue amounted to SEK 69.1 (88.5) million, a decrease of 21.9 percent. Its EBITA amounted to SEK 1.2 (5.6) million, with an EBITA margin of 1.7 (6.3) percent.

# Process & Environment

Christian Berner Tech Trade’s Process & Environment business area comprises product areas focused on customers who primarily need processing equipment and whole systems.

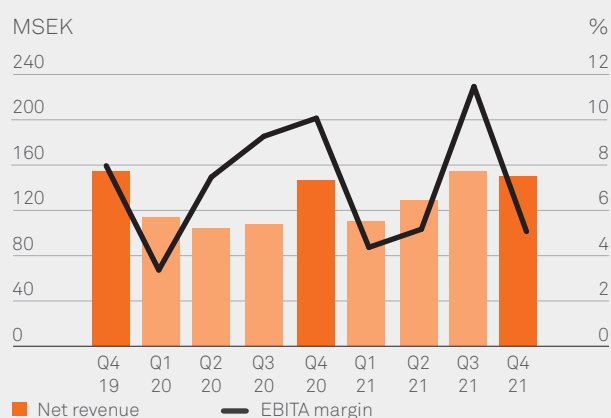


## Revenue and results – fourth quarter

Net revenue for the Process & Environment business area amounted to SEK 147.6 (146.6) million in the fourth quarter, with an EBITA of SEK 7.6 (14.7) million. The EBITA margin was 5.1 (10.1) percent. Since the fourth quarter of 2020, the business area has been supplemented by the acquisition of the Swedenborg company, which is contributing to increased sales. Process & Environment is developing well in Sweden, with strong sales and an improved gross margin. Process equipment, Environment & fluid technology and Swedenborg have all performed well. Delivery for a major project in China has reduced the margin, compared to the fourth quarter of 2020.

For the year as a whole, Process & Environment achieved a net revenue of SEK 540.3 (470.7) million, an increase of 14.8%. EBITA amounted to SEK 36.9 (38.2) million, with an EBITA margin of 6.8 (8.1) percent.

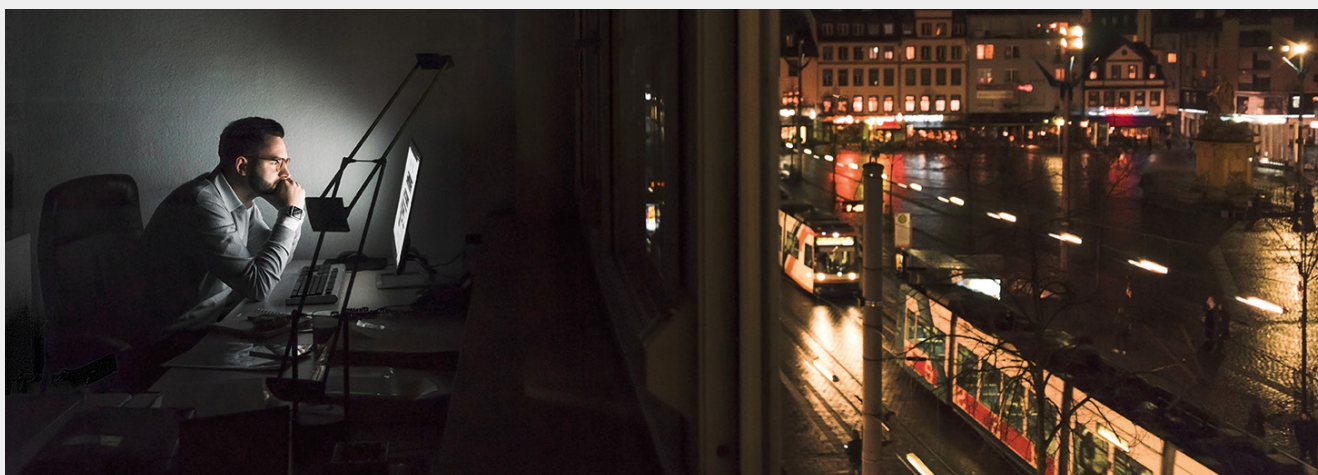
## Net revenue and EBITA



SEK thousands	Oct–Dec 2021	Oct–Dec 2020	Change %	Jan–Dec 2021	Jan–Dec 2020	Change %
Net revenue	147,641	146,645	0,7%	540,346	470,729	14,8%
EBITA	7,598	14,743	-48,5%	36,938	38,165	-3,2%
EBITA-margin	5,1%	10,1%		6,8%	8,1%	

# Materials Technology

Christian Berner Tech Trade's Materials Technology business area comprises product areas focused on sales of various materials, including plastics and solutions in vibration and noise dampening.

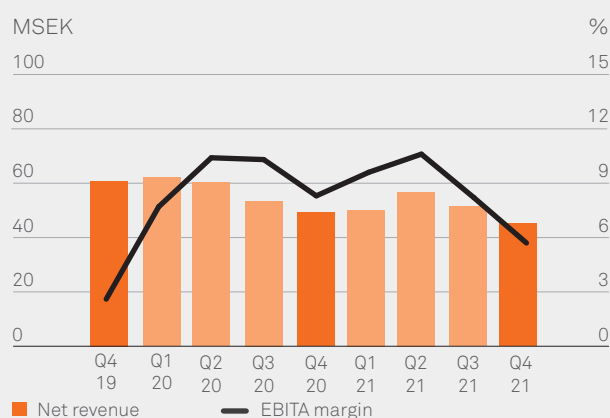


## Revenue and results – fourth quarter

Materials Technology achieved a net revenue of SEK 45.0 (48.5) million in the fourth quarter, which is a decrease of 7.3 percent. EBITA amounted to SEK 2.6 (4.0) million, with an EBITA margin of 5.7 (8.3) percent. The business area's revenue decreased, compared to the fourth quarter of 2020, partly due to previous structural changes in the Technical plastics business. Vibration technology was weaker during the fourth quarter, although it performed well over the year as a whole in Finland and Norway. Swedish operations in Vibration technology had a weaker year, in terms of its results. Material technology was also affected during the fourth quarter by longer delivery times, due to the current shortage of raw materials. This has not led to lost business but has lengthened lead times from order intake to revenue.

For the year as a whole, Materials Technology achieved a net revenue of SEK 202.9 (224.4) million, which is a decrease of 9.6%. EBITA amounted to SEK 17.9 (21.6) million, with an EBITA margin of 8.8 (9.6) percent.

## Net revenue and EBITA



SEK thousands	Oct-Dec 2021	Oct-Dec 2020	Change %	Jan-Dec 2021	Jan-Dec 2020	Change %
Net revenue	44,974	48,518	-7,3%	202,863	224,439	-9,6%
EBITA	2,586	4,011	-35,5%	17,909	21,586	-17,0%
EBITA-margin	5,7%	8,3%		8,8%	9,6%	

# Other information

## Important events during fourth quarter

CEO Bo Söderqvist will leave the company during the first half of 2022.

The Board has appointed Caroline Reuterskiöld as the new CEO of Christian Berner Tech Trade AB. Most recently, Caroline was the business area manager within Lagercrantz Groups division Niche Products.

## Financial position & cash flow

Cash flow from ongoing business was SEK -3.7 (13.2) million. Total cash flow for the period was SEK 6.2 (-39.1) million. Liquid assets, at the date of the balance sheet, were SEK 79.8 (49.4) million. The equity ratio, as of December 31, was 30.7 (34.3) percent.

## Investments

No significant investments were made during the reporting period.

## Employees

At the end of the reporting period, the number of employees was 209 (198), of whom 55 (48) were women and 154 (150) men.

## Important events after the reporting period

The company issued a profit warning on January 17 for the fourth quarter of 2021.

Current CEO Bo Söderqvist will leave the company on 28 April, 2022, after the Annual General Meeting, and Caroline Reuterskiöld will become the new CEO on that date.

## Risks and uncertainties

The business is affected by a number of different factors, some of which are within the company's control, while others are not. For Christian Berner, its operations are affected by,

among other things, business-related risks such as recruitment, project risks, competition and price pressure, as well as the ability to enter into framework agreements. Market-related risks include economic/inflation risks. Financial risks include exchange rate and interest rate risks. Christian Berner conducts business in four different countries, with a large number of customers in different industries and a large number of suppliers. These factors limit its business and financial risks. During Q4, component shortages and long delivery times from our suppliers affected the business. These factors are closely monitored and we maintain an ongoing dialogue with our customers in order to mitigate the effects of these risks and uncertainties. Another major uncertainty, of course, is the impact of the Covid-19 pandemic on our business. The board and management closely monitor the development of the pandemic and update their assessment of the coronavirus' potential impact on the company's operations based on how the situation develops.

## Transactions with associated companies

Transactions between Christian Berner Tech Trade AB and PSW Fastighets AB, which is owned by the CEO of AB GF Swedenborg, for rental of premises for AB GF Swedenborg have been undertaken to the value of SEK 0.5 million during the year. This service has been purchased according to normal market conditions.

## Parent company

The parent company's primary purpose is to be responsible for business development, acquisitions, financing, governance and analysis. No sales activity takes place within the parent company. The net revenue of SEK 1.4 (1.6) million for the period relates to invoicing for internal Group services. EBITA was SEK -12.8 (-5.9) million. As of December 31, the parent company held cash amounting to SEK 41.9 (14.7) million.

# Consolidated statement of comprehensive income

SEK thousands	3 months		12 months	
	Oct–Dec 2021	Oct–Dec 2020	Jan–Dec 2021	Jan–Dec 2020
<b>Operating income</b>				
Net revenue	192,615	195,164	743,209	695,169
Other operating income	2,890	2,003	4,093	2,080
<b>Total operating income</b>	<b>195,505</b>	<b>197,167</b>	<b>747,302</b>	<b>697,249</b>
Goods for resale	-119,487	-111,114	-449,655	-425,211
Other external costs	-17,006	-24,788	-56,581	-57,838
Staff costs	-55,980	-45,367	-181,742	-149,181
Depreciation of property, plant and equipment and amortisation of intangible assets	-7,471	-6,577	-29,277	-24,045
Other operating cost	-241	–	–	-268
<b>Total operating expenses</b>	<b>-200,186</b>	<b>-187,846</b>	<b>-717,256</b>	<b>-656,543</b>
<b>Operating profit/loss</b>	<b>-4,681</b>	<b>9,321</b>	<b>30,046</b>	<b>40,706</b>
Financial income	206	288	3,840	3,858
Financial expenses	-1,664	-1,213	-5,108	-4,727
<b>Net financial expenses</b>	<b>-1,458</b>	<b>-925</b>	<b>-1,268</b>	<b>-870</b>
<b>Profit/loss before tax</b>	<b>-6,139</b>	<b>8,396</b>	<b>28,778</b>	<b>39,836</b>
Income tax	1,111	-1,469	-6,050	-8,720
<b>Profit/loss for the period</b>	<b>-5,028</b>	<b>6,927</b>	<b>22,729</b>	<b>31,116</b>
<b>Other comprehensive income</b>				
Items that can be transferred to profit and loss for the period				
Translation differences	1,486	1,408	2,013	988
<b>Total comprehensive income for the period</b>	<b>-3,542</b>	<b>8,335</b>	<b>24,742</b>	<b>32,104</b>
<b>Earnings per share</b>				
Earnings per share before and after dilution (SEK)	-0,27	0,37	1,21	1,66



# Consolidated statement of financial position

SEK thousands	2021-12-31	2020-12-31
<b>ASSETS</b>		
<b>Intangible assets</b>		
Goodwill	193,678	179,528
Distribution rights	1,562	1,508
Trademarks	32,497	17,000
Internally developed software	1,413	1,755
<b>Total intangible assets</b>	<b>229,151</b>	<b>199,792</b>
<b>Property, plant and equipment</b>		
Machinery and equipment	21,280	18,200
ROU assets, leasing	84,409	92,847
<b>Total property, plant and equipment</b>	<b>105,689</b>	<b>111,047</b>
<b>Financial assets</b>		
Other non-current receivables	292	268
<b>Total financial assets</b>	<b>292</b>	<b>268</b>
Deferred tax assets	793	310
<b>Total non-current assets</b>	<b>335,925</b>	<b>311,416</b>
<b>Current assets</b>		
<b>Inventories</b>		
Inventories	84,741	60,500
Advance payments to suppliers	1,718	1,515
<b>Total inventories, etc.</b>	<b>86,459</b>	<b>62,016</b>
<b>Current receivables</b>		
Trade receivables	99,263	75,127
Current tax assets	–	2,909
Other current receivables	4,159	6,533
Prepaid expenses and accrued income	3,655	5,711
Cash and cash equivalents	79,821	49,401
<b>Total current receivables</b>	<b>186,897</b>	<b>139,682</b>
<b>Total current assets</b>	<b>273,357</b>	<b>201,698</b>
<b>TOTAL ASSETS</b>	<b>609,282</b>	<b>513,115</b>

# Consolidated statement of financial position

SEK thousands	2021-12-31	2020-12-31
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Share capital	625	625
Other capital contributions	41,228	41,228
Reserves	3,499	1,486
Retained earnings	141,475	132,816
<b>Total equity</b>	<b>186,827</b>	<b>176,155</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Non-current leasing liability	61,137	72,654
Deferred tax liabilities	8,465	6,047
Provisions	1,203	1,335
Other non-current liabilities	102	8,257
<b>Total non-current liabilities</b>	<b>70,908</b>	<b>88,292</b>
<b>Current liabilities</b>		
Liabilities to credit institutions	175,000	100,339
Current leasing liability	21,365	21,229
Advance payments from customers	14,080	13,501
Trade payables	50,569	46,243
Current tax liabilities	295	-
Other current liabilities	34,356	26,102
Accrued expenses and prepaid income	55,882	41,255
<b>Total current liabilities</b>	<b>351,547</b>	<b>248,669</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>609,282</b>	<b>513,115</b>

# Consolidated statement of changes in equity in summary

SEK thousands	2021-12-31	2020-12-31
<b>Opening equity for the period</b>	<b>176,155</b>	<b>153,471</b>
Total comprehensive income for the period	24,742	32,104
Dividend	-14,070	-11,256
Issue of common shares in business combinations	—	1,835
<b>Closing equity for the period</b>	<b>186,827</b>	<b>176,155</b>

# Consolidated statement of cash flows

SEK thousands	3 months		12 months	
	Oct–Dec 2021	Oct–Dec 2020	Jan–Dec 2021	Jan–Dec 2020
Profit/loss before financial items	-4,681	9,322	30,046	40,706
Adjustment for non-cash items	-4,739	6,584	16,887	24,144
Interest paid and similar items	-1,426	4,373	-5,108	-4,727
Interest received and similar items	-32	-5,792	3,840	859
Income tax paid/refunded	2,582	-2,213	-4,319	-16,506
<b>Cash flow from operating activities before changes in working capital</b>	<b>-8,296</b>	<b>12,274</b>	<b>41,346</b>	<b>44,476</b>
Increase/decrease in inventories	-21,519	9,145	-20,325	12,798
Increase/decrease in operating receivables	10,953	19,881	-11,323	15,975
Increase/decrease in operating liabilities	15,171	-28,110	12,660	-10,275
<b>Total change in working capital</b>	<b>4,605</b>	<b>916</b>	<b>-18,988</b>	<b>18,498</b>
<b>Cash flow from operating activities</b>	<b>-3,691</b>	<b>13,190</b>	<b>22,358</b>	<b>62,974</b>
Acquisition of subsidiaries	6,000	-31,903	-22,584	-34,403
Investments in tangible assets	9,980	-3,510	-7,316	-4,851
Investments in intangible assets	—	-217	—	-581
<b>Cash flow from investing activities</b>	<b>15,980</b>	<b>-35,630</b>	<b>-29,900</b>	<b>-39,835</b>
Loans	—	—	75,000	100,000
Repayment of loans	—	-15	-339	-68,974
Dividend	—	-11,256	-14,070	-11,256
Payment for finance leases	-6,077	-5,392	-24,054	-19,189
<b>Cash flow from financing activities</b>	<b>-6,077</b>	<b>-16,663</b>	<b>36,537</b>	<b>581</b>
Cash flow for the period	6,212	-39,103	28,995	23,720
Cash and cash equivalents at the start of the period	73,173	89,067	49,401	26,740
Exchange difference in cash and cash equivalents	435	-564	1,425	-1,059
<b>Cash and cash equivalents at end of the period</b>	<b>79,821</b>	<b>49,401</b>	<b>79,821</b>	<b>49,401</b>

# Parent company income statement

SEK thousands	3 months		12 months	
	Oct–Dec 2021	Oct–Dec 2020	Jan–Dec 2021	Jan–Dec 2020
<b>Operating income</b>				
Net revenue	1,376	1,619	5,781	6,761
<b>Total</b>	<b>1,376</b>	<b>1,619</b>	<b>5,781</b>	<b>6,761</b>
<b>Operating expenses</b>				
Purchased services	-310	-132	-1,598	-615
Other external costs	-1,905	-4,020	-4,978	-8,282
Staff costs	-12,003	-3,385	-22,007	-11,496
<b>Total operating expenses</b>	<b>-14,218</b>	<b>-7,537</b>	<b>-28,583</b>	<b>-20,393</b>
<b>Operating profit/loss</b>	<b>-12,842</b>	<b>-5,917</b>	<b>-22,802</b>	<b>-13,632</b>
Profit from participations in Group companies	4,102	6,497	4,102	6,497
Interest and similar income	168	250	3,706	879
Interest and similar expenses	-1,238	-587	-3,224	-3,064
<b>Total profit/loss from financial items</b>	<b>3,032</b>	<b>6,160</b>	<b>4,585</b>	<b>4,312</b>
<b>Profit/loss before tax</b>	<b>-9,810</b>	<b>243</b>	<b>-18,218</b>	<b>-9,320</b>
Appropriations	30,000	41,000	30,000	41,000
Tax on profit for the period	-3,382	-7,558	-939	-5,454
<b>Profit/loss for the period</b>	<b>16,808</b>	<b>33,684</b>	<b>10,843</b>	<b>26,226</b>

# Parent company balance sheet

SEK thousands	2021-12-31	2020-12-31
<b>ASSETS</b>		
<b>Financial assets</b>		
Shares in Group companies	314,979	280,370
<b>Total financial assets</b>	<b>314,979</b>	<b>280,370</b>
<b>Total non-current assets</b>	<b>314,979</b>	<b>280,370</b>
<b>Current assets</b>		
<b>Current receivables</b>		
Receivables from Group companies	37,849	55,291
Other receivables	719	677
Current tax assets	240	—
Prepaid expenses and accrued income	382	245
<b>Total current receivables</b>	<b>39,190</b>	<b>56,213</b>
Cash and bank balances	41,874	14,711
<b>Total current assets</b>	<b>81,064</b>	<b>70,924</b>
<b>TOTAL ASSETS</b>	<b>396,043</b>	<b>351,294</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Restricted equity</b>		
Share capital	625	625
Revaluation reserve	37,000	37,000
Statutory reserve	—	1
<b>Total restricted equity</b>	<b>37,625</b>	<b>37,626</b>
<b>Non-current liabilities</b>		
Liabilities to Group companies	107,001	94,843
Liabilities for acquired companies	10,843	26,226
<b>Total non-current liabilities</b>	<b>117,844</b>	<b>121,069</b>
<b>Total equity</b>	<b>155,469</b>	<b>158,695</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Liabilities to Group companies	120	840
Liabilities for acquired companies	—	8,256
<b>Total non-current liabilities</b>	<b>120</b>	<b>9,096</b>
<b>Current liabilities</b>		
Liabilities to Group companies	40,885	72,775
Liabilities for acquired companies	10,757	—
Liabilities to credit institutions	175,000	100,000
Trade payables	1,415	1,920
Current tax liabilities	—	5,247
Other current liabilities	354	361
Accrued expenses and prepaid income	12,045	3,200
<b>Total current liabilities</b>	<b>240,454</b>	<b>183,503</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>396,043</b>	<b>351,294</b>

**NOTE 1 Accounting principles**

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting, the Swedish Annual Accounts Act and RFR 1 Supplementary Accounting Rules for Groups. The parent company's quarterly report has been prepared in accordance with the Swedish Annual Accounts Act and Swedish Financial Reporting Recommendations RFR 2 Accounting for Legal Entities. Disclosures in accordance with IAS 34.16A appear not only in the financial statements and their accompanying notes but also in other parts of the interim report. The reporting of exchange rate differences has changed compared with the previous year. Exchange rate gains are now

reported as other operating income and exchange rate losses as other operating expenses. In previous years, the net sum has been reported as goods for resale in the income statement. The comparative items have been adjusted as a result of this change.

**New standards coming into effect in 2021**

No new accounting standards came into effect in 2021.

For further information regarding Christian Berner's accounting principles, please refer to the company's 2020 annual report, Note 2 Accounting Principles and Note 1 in this report.

**NOTE 2 Leasing**

Assets	2021-12-31	2020-12-31
ROU assets	84,409	92,847
<b>Total</b>	<b>84,409</b>	<b>92,847</b>

Leasing liabilities	2021-12-31	2020-12-31
Short-term	21,365	21,229
Long-term	61,137	72,654
<b>Total</b>	<b>82,502</b>	<b>93,883</b>

	October–December		January–December	
	2021	2020	2021	2020
Depreciation of ROU assets	-6,077	-5,392	-24,054	-19,189
Interest expenses	-421	-482	-1,810	-1,461
<b>Total</b>	<b>-6,498</b>	<b>-5,874</b>	<b>-25,864</b>	<b>-20,650</b>

**NOTE 3 Business acquisitions****AB GF Swedenborg Ingeniörsfirma**

On 15 April, 2021, Christian Berner Tech Trade acquired AB GF Swedenborg Ingeniörsfirma and had access as of 3 May. AB GF Swedenborg Ingeniörsfirma markets and sells well-known pumping products and bursting discs. They also manufacture industrial dampers that are sold under their own brand. In 2020, the company's sales amounted to SEK 45.1 million, with an EBITDA of SEK 6.3 million. At the end of 2020, the company had 13 employees. The acquisition is expected to have a positive impact on Christian Berner Tech Trade's earnings per share in the current financial year. The purchase consideration amounted to SEK 34.2 million (of which SEK 6 million is additional purchase price) on a debt-free basis and is financed through available cash and newly raised loans. The value of the additional purchase price is based on the company's financial results in 2021. Transaction expenses amounted to SEK 1.9 million. In 2021, the company's net revenue amounted to SEK 49.5 million, of which SEK 33.5 million is included in the Group's revenue, with an EBITA of SEK 8.0 million, of which SEK 4.0 million is included in the Group's results.

	SEK thousands
Purchase price	34,179
Net assets measured at fair value	21,874
Goodwill	12,305

Net assets consist of the values below (SEK thousands)	Fair value in the Group
Intangible assets excluding goodwill	15,497
Tangible fixed assets	686
Financial fixed asstes	0
Current assets	19,217
Provisions	-3,192
Non-current liabilities	0
Current liabilities	-10,334
<b>Net assets</b>	<b>21,874</b>

Cash and cash equivalents in acquired operations amounted to SEK 5.6 million

**AlfaTec Svenska AB**

On 7 October 2020, Christian Berner Tech Trade signed an agreement on the acquisition of all shares in Alfa Tec Sweden AB (<http://alfatec.se>), a company that markets and sells Alfa Laval's products in thermal processes and fluid technology. In 2019, the company's sales amounted to SEK 32.2 million with an EBITDA of SEK 3.4 million. At the end of 2019, the company had five employees. The purchase consideration amounted to SEK 12.2 million and includes an additional purchase price of SEK 3.5 million and SEK 1.8 million shares. The acquisition is financed through available cash, own shares and newly raised loans. Based on the company's results for 2021-2022, an additional purchase price of no more than SEK 7.0 million may be payable. Transaction expenses amounted to SEK 1.5 million.

	SEK thousands
Purchase price	12,189
Net assets measured at fair value	2,031
Goodwill	10,158

Net assets consist of the values below (SEK thousands)	Fair value in the Group
Intangible assets excluding goodwill	0
Tangible fixed assets	0
Financial fixed asstes	0
Current assets	5,553
Provisions	0
Non-current liabilities	0
Current liabilities	-3,522
<b>Net assets</b>	<b>2,031</b>

Cash and cash equivalents in acquired operations amounted to SEK 2.3 million

**Empakk AS**

On 1 October 2020, Christian Berner Tech Trade acquired Empakk AS (<http://empakk.no>), a company which markets and sells solutions for packaging, storage and transport of food in public and private operations in the Norwegian market. The company has its registered office in Fredrikstad and, in 2019, revenue amounted to NOK 47.3 million, with an EBITDA of NOK 4.8 million (EBITA SEK 4.3 million). At the end of 2019, the company had 15 employees. For the first half of 2020, the company's sales amounted to NOK 28.3 million, with an EBITDA of NOK 3.4 million (EBITA NOK 3.3 millions).

The purchase consideration amounted to SEK 38.1 million (of which SEK 5 million is additional purchase price) and is financed through available cash and newly raised loans. Based on the company's results for 2021-2022, an additional purchase price of no more than NOK 5.0 million may be payable. Transaction expenses amount to SEK 1 million.

**SEK thousands**

Purchase price (SEK thousands)	38,083
Net assets measured at fair value	15,017
Goodwill	23,066

<b>Net assets consist of the values below (SEK millions)</b>	<b>Fair value in the Group</b>
Intangible assets excluding goodwill	0
Tangible fixed assets	1,861
Financial fixed assets	84
Current assets	22,161
Provisions	
Non-current liabilities	-331
Current liabilities	-8,758
<b>Net assets</b>	<b>15,017</b>

Cash and cash equivalents in acquired operations amounted to NOK 6.3 million (recalculated to 5,9 MSEK).



**NOTE 4 Segment reporting**

Segment revenue	Oct-Dec 2021	Oct-Dec 2020	Change %	Jan-Dec 2021	Jan-Dec 2020	Change %
Sweden	138 763	143 225	-3,1%	526 397	483 901	8,8%
Norway	32 205	31 184	3,3%	129 567	100 379	29,1%
Finland	18 281	17 776	2,8%	69 109	88 481	-21,9%
Denmark	3 366	2 980	13,0%	18 136	22 409	-19,1%
<b>Total</b>	<b>192 615</b>	<b>195 164</b>	<b>-1,3%</b>	<b>743 209</b>	<b>695 169</b>	<b>6,9%</b>
Sales between segments	6 618	2 707	144,5%	19 164	11 239	70,5%

Segment EBITA	Oct-Dec 2021	Oct-Dec 2020	Change %	Jan-Dec 2021	Jan-Dec 2020	Change %
Sweden	9,446	18,428	-48,7%	44,606	46,170	-3,4%
Norway	197	740	-73,4%	8,310	6,711	23,8%
Finland	526	-100	624,3%	1,151	5,596	-79,4%
Denmark	15	-317	104,7%	780	1,274	-38,8%
Group as a whole	-14,644	-9,266	-58,0%	-23,962	-17,584	-36,3%
<b>Total</b>	<b>-4,460</b>	<b>9,485</b>	<b>-147,0%</b>	<b>30,885</b>	<b>42,167</b>	<b>-26,8%</b>
Amortisation of intangible assets	-221	-163	-35,3%	-839	-1,460	42,5%
Net financial items	-1,458	-925	-57,7%	-1,268	-869	-45,9%
<b>Profit/loss before tax</b>	<b>-6,139</b>	<b>8,397</b>	<b>-173,1%</b>	<b>28,778</b>	<b>39,838</b>	<b>-27,8%</b>

**NOTE 5 Distribution of income**

Christian Berner's revenue streams are reported according to Segment and Business area, where segments correspond to the market for revenue.

All business areas are represented in all segments, described in more detail below. The Process & Environment business area has a business model, which to a greater extent, falls into categories 1 and 2, while the Materials Technology business area has a larger share in category 3. However, all three categories are found in all segments and business areas.

**Christian Berner accrues revenue in three categories;**

1. Commission Sales, where Christian Berner acts as a sales channel for suppliers by contacting end customers. Revenue comes from agreed commissions that Christian Berner receives from suppliers, which is usually received on delivery of products to end customers or thereafter. Christian Berner does not control the sales flow and is normally dependent on the supplier and customer agreeing and completing the transaction before we receive final payment.

2. Project Sales refers to revenue streams where Christian Berner has a number of performance commitments. This means that the agreement not only consists of a service or product but also covers a number of different parts. Revenue consists mainly of pre-agreed fees that are usually paid by advance invoicing and invoicing as milestones are reached, depending on the size of the project. These projects can run for long periods and, depending on their nature, income and costs are reported as various completion stages are reached. For larger projects, the resulting profit depends on the validity of calculations and on the successful completion of the project. Due to this, there exists a degree of uncertainty regarding the profitability of projects before completion.

3. Sales of Goods and Services. This category refers to goods and services sold separately. These may involve services, installations or products and spare parts from our warehouse, among other commodities. These are sold at rates agreed with customers, usually based on price lists. Revenues are reported for these goods and services at the time control is transferred to the customer. Invoicing usually occurs on delivery. In these cases, the greatest uncertainty occurs if customers are unable to pay for the services or products we have supplied.

<b>October–December 2021</b>					
<b>Net revenue, SEK thousands</b>	<b>Sweden</b>	<b>Norway</b>	<b>Finland</b>	<b>Denmark</b>	<b>Group as a whole</b>
Process & Environment	112,685	25,625	7,104	2,227	147,641
Materials Technology	26,078	6,580	11,177	1,139	44,974
<b>Total</b>	<b>138,763</b>	<b>32,205</b>	<b>18,281</b>	<b>3,366</b>	<b>192,615</b>

<b>October–December 2020</b>					
<b>Net revenue, SEK thousands</b>	<b>Sweden</b>	<b>Norway</b>	<b>Finland</b>	<b>Denmark</b>	<b>Group as a whole</b>
Process & Environment	112,306	23,823	8,280	2,236	146,645
Materials Technology	30,916	7,362	9,496	744	48,518
<b>Total</b>	<b>143,225</b>	<b>31,184</b>	<b>17,776</b>	<b>2,980</b>	<b>195,164</b>

<b>January–December 2021</b>					
<b>Net revenue, SEK thousands</b>	<b>Sweden</b>	<b>Norway</b>	<b>Finland</b>	<b>Denmark</b>	<b>Group as a whole</b>
Process & Environment	408,858	94,950	24,446	12,092	540,346
Materials Technology	117,539	34,617	44,663	6,044	202,863
<b>Total</b>	<b>526,397</b>	<b>129,567</b>	<b>69,109</b>	<b>18,136</b>	<b>743,209</b>

<b>January–December 2020</b>					
<b>Net revenue, SEK thousands</b>	<b>Sweden</b>	<b>Norway</b>	<b>Finland</b>	<b>Denmark</b>	<b>Group as a whole</b>
Process & Environment	358,155	58,906	41,392	12,276	470,729
Materials Technology	125,744	41,473	47,089	10,133	224,439
<b>Total</b>	<b>483,901</b>	<b>100,379</b>	<b>88,481</b>	<b>22,409</b>	<b>695,169</b>

**NOT 6 Financial instruments by category****Financial assets valued at amortised cost**

<b>Assets on the Balance Sheet</b>	<b>2021-12-31</b>	<b>2020-12-31</b>
Other non-current receivables	292	268
Trade receivables	99,263	75,127
Cash and cash equivalents	79,821	49,401
<b>Total</b>	<b>179,375</b>	<b>124,796</b>

**Financial liabilities valued at amortised cost**

	<b>2021-12-31</b>	<b>2020-12-31</b>
Liabilities to credit institutions	175,000	100,339
Leasing liabilities	82,502	93,883
Trade payables	50,569	46,243
Accrued expenses and prepaid income	55,882	41,255
Additional purchase considerations at fair value	10,757	8,257
<b>Total</b>	<b>374,710</b>	<b>289,977</b>

**Additional purchase considerations at fair value**

	<b>2021-12-31</b>
Opening balance	8,257
Acquisition	6,000
Valuation adjustments	- 3,500
<b>Closing balance</b>	<b>10,757</b>

CBTT holds various financial instruments and most of these are valued at their amortised cost, with the exception of liabilities for additional purchase considerations, which are calculated at fair value, over the consolidated statement of income. A liability to pay additional purchase considerations is a financial instrument whose value depends on assumptions and assessments made by the company (level 3 instruments). In this case, the value of the liability depends on the acquired company's performance in 2021. In cases where financial instruments are reported at their amortised cost, this value corresponds, in all cases, to their fair value. During the year, the additional purchase consideration for Alfa Tec Svenska AB was not due and was adjusted, against the results, by SEK 3.5 million.

# Definitions

Non-IFRS performance indicators	Description	Reason for use of indicator
<b>Operating income</b>	Revenue, including net revenue and other income	Operating income is a combination of how the Company's various product areas and markets perform
<b>Net revenue growth</b>	Increase in the net revenue as a percentage of the total revenue of the previous year	Indicator of the company's growth relative to the previous period, which illustrates the company's trend and enables the underlying driving forces to be tracked
<b>EBITA</b>	Earnings before impairment of goodwill and impairment and amortisation of other intangible assets that arose in connection with business combinations and equivalent transactions	As a manufacturing company, EBITA is an important indicator of the company's profitability before interest, taxes and impairments
<b>EBITA-margin</b>	EBITA as a percentage of net revenue	The EBITA margin illustrates the company's profit generation before interest, taxes and amortisation, relative to operating income. A performance indicator that is appropriate for companies such as Christian Berner
<b>Operating profit/loss</b>	Operating profit/loss before financial items and taxes	Operating profit/loss gives an overall picture of the company's profit generation in its operating activities.
<b>Operating margin</b>	Operating profit/loss before financial items and taxes, as a percentage of operating income	The operating margin is a traditional comparison indicator that illustrates the company's profit generation relative to operating income
<b>Net financial items</b>	The difference between financial income and financial expenses	Net financial items shows the difference between financial income and financial expenses
<b>Equity ratio</b>	Equity as a percentage of total assets	A traditional indicator showing financial risk, expressed as the proportion of adjusted equity that is financed by the shareholders
<b>Return on equity</b>	Profit/loss after financial items as a percentage of average equity	Shows the return on the shareholders' invested capital, from the perspective of the shareholders
<b>Cash flow for the period</b>	Total of the cash flow from operating activities, cash flow from investing activities and cash flow from financing activities	The cash flow for the period is an indicator of how much cash and cash equivalents the company generates or loses in each period
<b>Number of shares at the close of the period</b>	The number of outstanding shares at the end of the reporting period	The number of shares in the company is important, as it forms the basis of the calculation of earnings per share
<b>Average equity</b>	The average of the total of opening equity for the period added to closing equity for the period	Average equity is a more conventional comparison indicator and is used as a component in a number of other key performance indicators

# Group – KPIs

SEK thousand	Oct-Dec 2021	Oct-Dec 2020	Change %	Jan-Dec 2021	Jan-Dec 2020	Change %
Net revenue	192,615	195,164	-1,3%	743,209	695,169	6,9%
EBITA	-4,460	9,485	-147,0%	30,885	42,167	-26,8%
Total assets	609,282	513,115	18,7%	609,282	513,115	18,7%
Equity	186,827	176,155	6,1%	186,827	176,155	6,1%
Revenue growth	-1,3%	-9,3%		6,9%	-1,4%	
Gross margin, %	39,3%	43,9%		40,2%	39,5%	
Equity ratio, %	30,7%	34,3%		30,7%	34,3%	
EBITA-margin, %	-2,3%	4,9%		4,2%	6,1%	
Return on equity (R12)	15,9%	22,6%		15,9%	22,6%	

# Assurance of the Board of Directors

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The Board of Directors and the CEO warrant that this interim report for Christian Berner Tech Trade AB (publ), 556026-3666 provides a true and fair picture of the parent company's and the Group's operations, financial position and results, and describes the significant risks and uncertainties of the parent company and the companies included in the Group.

**Mölnlycke, 25 February 2022**

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Joachim Berner  
Chairman of the Board

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Bo Söderqvist  
CEO

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Bertil Persson  
Board Member

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Carl Adam Rosenblad  
Board Member

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Stina Wollenius  
Board Member

---

Lars Gatenbeck  
Board Member

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Kerstin Gillsbro  
Board Member

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Sara Mattsson  
Board Member

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Sandra Fundin  
Employee Representative

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Robert Sätterberg  
Employee Representative

This interim report has not been subject to review by the company's auditor.

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The information in this report is published in accordance with the EU Market Abuse Regulation and the Securities Market Act. The information was submitted through the following contact people for publication on 25 February 2022, at 12:00.

### Reporting dates

#### 28 April, 2022

Annual General Meeting 2022

Interim report for the first quarter 2022

#### 18 August, 2022

Interim report for the second quarter 2022

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