



Despite the uncertainty surrounding the Covid-19 pandemic, Inwido delivered growth and better earnings than in the corresponding quarter in 2019. It is also pleasing to note that we are entering the third quarter with a 12 percent higher order backlog than at the corresponding time last year."

## Interim Report January-June 2020

### April – June 2020

- Net sales rose to SEK 1,719 million (1,710). Organic growth amounted to 1 percent.
- Order intake increased by 2 percent and the order backlog increased by 12 percent to SEK 1,262 million.
- EBITA increased to SEK 193 million (187) and the EBITA margin increased to 11.2 percent (10.9).
- Operating EBITA rose to SEK 202 million (187) and the operating EBITA margin rose to 11.8 percent (10.9).
- Earnings per share rose by 20 percent to SEK 2.46 (2.05).
- Net debt, excluding IFRS 16, in relation to operating EBITDA decreased to a multiple of 1.7 (2.8).

### January – June 2020

- Net sales rose to SEK 3,167 million (3,153). Organic growth amounted to 0 percent.
- EBITA increased to SEK 242 million (232) and the EBITA margin increased to 7.6 percent (7.3).
- Operating EBITA rose to SEK 251 million (232) and the operating EBITA margin rose to 7.9 percent (7.3).
- Earnings per share amounted to SEK 2.56 (2.63).

<i>SEKm (unless otherwise stated)</i>	<b>Apr-Jun 2020</b>	<b>Apr-Jun 2019</b>	<b>Jan-Jun 2020</b>	<b>Jan-Jun 2019</b>	<b>Last 12 months</b>	<b>Jan-Dec 2019</b>
Net sales	1,719	1,710	3,167	3,153	6,644	6,631
EBITA	193	187	242	232	631	621
Operating EBITA	202	187	251	232	664	646
Earnings per share before dilution, SEK	2.46	2.05	2.56	2.63	7.41	7.48
Earnings per share before dilution, SEK (non-IFRS)	2.66	2.14	2.84	2.82	8.18	8.16
Net sales increase (%)	0.5	-1.1	0.4	1.1	-0.8	-0.5
EBITA margin (%)	11.2	10.9	7.6	7.3	9.5	9.4
Operating EBITA margin (%)	11.8	10.9	7.9	7.3	10.0	9.7
Net debt/ Operating EBITDA, multiple	1.9	3.0	1.9	3.0	1.9	2.4
Net debt/ Operating EBITDA, multiple (excl IFRS 16)	1.7	2.8	1.7	2.8	1.7	2.2
Net debt	1,701	2,599	1,701	2,599	1,701	2,075
Net debt (excl IFRS 16)	1,330	2,225	1,330	2,225	1,330	1,711

A teleconference for analysts, media representatives and investors will be held at 10:00 a.m. today, 15 July 2020. At that time, the report will be presented by Henrik Hjalmarsson, President and CEO, and Peter Welin, CFO. The presentation will be held in English and can also be followed via live web cast at: <https://www.inwido.com/investors/financial-reports-and-presentations> You will also find the presentation materials here before the start of the meeting. It will also be possible to view the broadcast later at the same address. To participate in the conference call/webcast, no prior registration is required, but please dial in five minutes before the advertised time to allow the meeting to commence punctually. Dial in by phone to SE: +(46) 08-50558375 UK: +443333009265 US: +18338230589.

# A strong quarter with considerable growth in e-commerce

In the second quarter, our efforts to generate profitable growth with strong cash flows continued. Despite the uncertainty surrounding the Covid-19 pandemic, Inwido delivered growth and better earnings than in the corresponding quarter in 2019. It is also pleasing to note that we are entering the third quarter with a 12 percent higher order backlog than at the corresponding time last year.

Backed by a positive consumer market and a high growth rate in e-commerce, net sales increased to SEK 1,719 million (1,710). Operating EBITA rose to SEK 202 million (187) and the operating EBITA margin rose to 11.8 percent (10.9).



## Strong consumer market, primarily in e-commerce

During the quarter, **Business Area South** continued to develop favourably, with good growth and strong results. Sales increased by 3 percent and operating EBITA increased to SEK 137 million (115), lifting the operating EBITA margin to 19.3 percent (16.7). Order intake rose by 11 percent compared with the corresponding period last year and the order backlog was 29 percent higher at the end of the quarter. Most of the business units in Denmark showed good growth, solid order intake and favourable earnings. The business units in Ireland and the UK were affected negatively by the closures forced by the Covid-19 pandemic, although operations were gradually restarted during the latter part of the second quarter. The initiatives taken in recent years by the Group's industry-leading e-commerce business units paid off during the quarter. Reaching an all-time high, e-Commerce grew by 44 percent, accounting for 13 percent of the Group's sales in the quarter.

Most of **Business Area North's** business units in Sweden and Norway experienced a positive consumer market, while the Finnish consumer market, as well as the industrial market, was more cautious. Sales were in line with the corresponding quarter last year and the operating EBITA amounted to SEK 74 million (76), meaning that the operating EBITA margin amounted to 7.6 percent (7.8). Order intake fell by 4 percent compared with the corresponding period last year, while the order backlog was 2 percent higher at the end of the quarter. In Business Area North too, the Covid-19 pandemic to some extent had a negative impact on the business units, with, for example, the direct sales model in Finland being halted for a period and operational disruptions occurring in both Sweden and Finland due to deliveries being delayed and increased absence due to illness.

## Improved cash flow and reduced debt

Operating cash flow for the first six months of the year rose to SEK 515 million, compared with SEK 213 million for the corresponding period last year, reinforced by reduced working capital. The strong cash flow, combined with positive currency effects, affected net debt favourably. Accordingly, excluding IFRS 16, net debt decreased to 1.7x operating EBITDA, compared with 2.8x at the corresponding time in 2019.

## Covid-19 pandemic

Thanks to responsive and resolute management of the Covid-19 pandemic situation, and with the support of a strong consumer market, we managed to achieve a good first half of the year during the Corona crisis. The Covid-19 pandemic has challenged all operations but also strengthened both our business units and their customer relationships. In the current situation, it is difficult to foresee the long-term effects of the pandemic on housing investments, consumer behaviour and government incentives as well as its impact on Inwido. We are continuing to monitor developments carefully.

## Future prospects

I am pleased to present the fifth consecutive quarter with improved margins and a strong cash flow. Our efforts now continue to strengthen Inwido for expansion, with investments in our business units, industry-leading e-commerce and value-generating acquisitions. We enter the third quarter with a good order backlog, strong liquidity but also a large portion of humility since the Covid-19 pandemic makes the development of demand unusually uncertain. Independent of the external circumstances, we are focusing on quickly being able to adjust our costs and always keeping the customers' best interests in mind.

MALMÖ – 15 JULY 2020



Henrik Hjalmarsson  
President and CEO

## Group

### Net sales and order intake

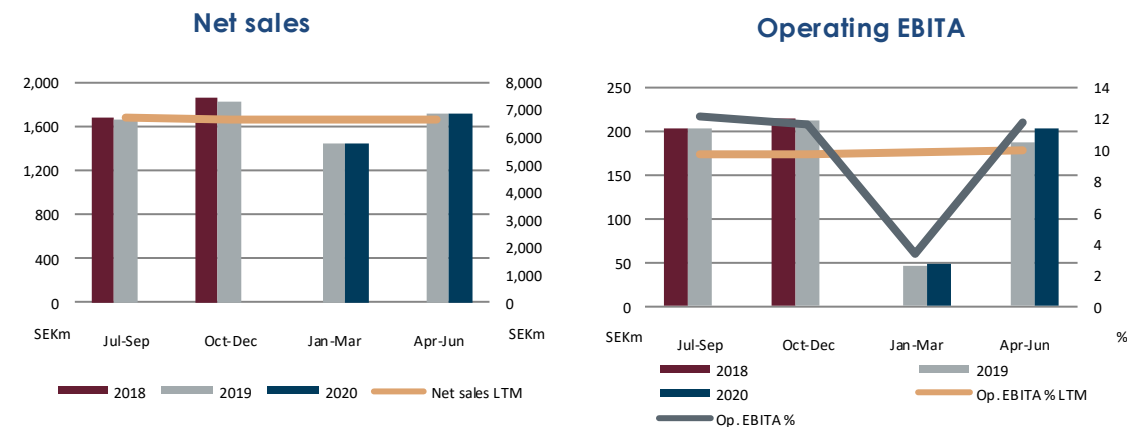
At Inwido, we continue to focus on ensuring the health of our employees and limiting the spread of the Covid-19 pandemic. From an operational and financial perspective, the negative impact of the Covid-19 pandemic on the Group's operations has been relatively limited, with certain exceptions. In the current situation, it has become clear that consumers are tending to invest more in their homes, probably as an effect of greater numbers of people spending more time at home.

For Inwido, it is primarily consumer sales entailing home visits and installation at the homes of end-customers, particularly in Finland, that cannot be conducted as usual due to the Covid-19 pandemic. In addition, in line with government decisions, the operations in the UK closed down towards the end of the first quarter, while the operations in Ireland had to be partially put on hold. During the second quarter, it was possible for these operations to gradually restart. Some of the Swedish business units have experienced some operational disruptions from delayed deliveries of input goods and greater absence due to illness than normal.

Consolidated net sales in the first quarter rose to SEK 1,719 million (1,710). Organic growth was 1 percent. Net sales during the period January-June increased to SEK 3,167 million (3,153), equivalent to organic growth of 0 percent.

Analysis of net sales		Apr-Jun 2020 (SEKm)	Apr-Jun 2019 (SEKm)	Jan-Jun 2020 (SEKm)	Jan-Jun 2019 (SEKm)
Net sales	1%	1,719	1,710	0%	3,167
Organic growth	1%	13	-75	0%	4
Structural effects	0%	0	33	0%	0
Currency effects	0%	-4	22	0%	10

Reported order intake were 2 percent higher in the second quarter compared with the corresponding quarter last year. Business Area South contributed to the higher order intake by 11 percent, while order intake for Business Area North decreased by 4 percent. At the end of the period, the Group's order backlog had increased by 12 percent to SEK 1,262 million (1,127).



RTM = Rolling Twelve Months

### EBITA

In the second quarter, EBITA rose to SEK 193 million (187). At the same time, the EBITA margin rose to 11.2 percent (10.9). Items affecting comparability amounted to a negative net of SEK 9 million (0). See "Items affecting comparability" below for additional information.

Operating EBITA, that is, EBITA before items affecting comparability, increased to SEK 202 million (187). The operating EBITA margin rose to 11.8 percent (10.9). The higher margin was supported by increased volumes and good cost control.

Over the period January-June, EBITA rose to SEK 242 million (232). The EBITA margin rose to 7.6 percent (7.3). Operating EBITA increased to SEK 251 million (232). The operating EBITA margin rose to 7.9 percent (7.3).

For information on how EBITA has been affected by government subsidies, see the section "Effects of Covid-19 and reporting of government subsidies" below.

## Net financial items

In the second quarter, net financial items amounted to a negative net of SEK 6 million (negative 32), while the Group's net interest amounted to an expense of SEK 10 million (expense 5). The discrepancy compared with last year's net financial items is explained by positive exchange rate effects during the second quarter. Financial income and expenses over the period January-June amounted to a negative net of SEK 49 million (negative 27), with the discrepancy mainly being explained by negative exchange rate effects in the first half of the year.

## Profit before and after tax

Profit before tax for the second quarter increased to SEK 183 million (149). Income taxes amounted to a negative SEK 40 million (negative 30) and profit after tax rose to SEK 143 million (119). Over the period January-June, profit before tax amounted to SEK 184 million (194). Income taxes amounted to a negative SEK 35 million (negative 42) and profit after tax was SEK 148 million (152).

## Earnings per share

In the second quarter, earnings per share before and after dilution increased to SEK 2.46 (2.05). During the period January-June, earnings per share before and after dilution amounted to SEK 2.56 (2.63).

## Effects of Covid-19 and reporting of government subsidies

Inwido has been affected to varying degrees by the spread of Covid-19 in the 11 European countries in which Inwido operates.

In Business Area North, it is primarily consumer sales entailing home visits and installation at the homes of end-customers, particularly in Finland, that have been impacted negatively by the Covid-19 pandemic. The business units in the UK were forced to close at the end of the first quarter following government decisions regarding the Covid-19 pandemic. The Irish operations were also forced to reduce their activities. During the second quarter, the operations in the UK and Ireland have gradually restarted, fully focused on delivering windows and doors to their customers. The aforementioned operations constitute about 10 percent of the Group's sales based on the outcome for 2019.

Government subsidies related to the Covid-19 pandemic amounted to SEK 16 million in the second quarter and are booked as a cost reduction. Most of these subsidies were received in connection with the temporary closure of the UK business units at the beginning of the second quarter.

Deferrals of taxes and fees related to the Covid-19 pandemic totalled SEK 68 million as of 30 June 2020 and are booked as non-interest-bearing liabilities.

## Items affecting comparability

Items affecting comparability relate to income statement items that are non-recurring, have a significant impact on profit and are important for understanding the underlying development of operations. Expenses relate primarily to acquisition-related expenses and restructuring measures during a consolidation phase, in which the company enhances efficiency through, for example, closures or reorganization of production facilities and sales units. These expenses primarily consist of impairment of assets, personnel costs and other external expenses.

For the second quarter, the items affecting comparability amounted to a negative net of SEK 9 million (0), comprising impairments of central projects and structural measures as a consequence of the Covid-19 pandemic. For the period January-June, items affecting comparability amounted to a negative net of SEK 9 million (negative 20).

## Gross investments, depreciation, amortization and impairment

Gross investments in tangible assets amounted to SEK 35 million (43) in the second quarter. Amortization, depreciation and impairment amounted to SEK 61 million (63). For the period January-June, gross investments in tangible non-current assets amounted to SEK 81 million (93). Amortization, depreciation and impairment amounted to SEK 122 million (125).

## Cash flow

Cash flow from operating activities after changes in working capital in the second quarter rose to SEK 482 million (163). For the period January-June, cash flow from operating activities after changes in working capital increased to SEK 515 million (213). The discrepancy compared with the preceding year is mainly explained by a stronger operating profit, combined with continued progress in reducing working capital. Respite on payments of taxes and fees had a positive effect of SEK 68 million on cash flow from operating activities.

Cash flow from investing activities in the second quarter was negative in the amount of SEK 34 million, (negative 49). For the period January-June, cash flow from investing activities was a negative SEK 82 million (negative 142). The deviation from the preceding year is mainly explained by acquisitions made in the corresponding period in the preceding year.

Cash flow from financing activities in the second quarter was a negative SEK 281 million (negative 58). For the period January-June, cash flow from financing activities amounted to SEK 191 million (negative 58). The discrepancy compared with the preceding year is explained by increased utilization of existing credit facilities for preventive purposes as a result of the Covid-19 pandemic. The increased utilization of credit has increased the Group's cash and equivalents by the corresponding amount. Due to the Covid-19 pandemic, the Annual General Meeting also resolved, in line with the proposal by the Board of Directors, not to implement a dividend.

### Financial position and liquidity

Inwido's principal financing consists of bank loans based on credit agreements expiring in the period 2022-2025. In the second quarter of 2020, Inwido exercised the second of two extension options regarding the largest credit facility of SEK 2,050 million. Accordingly, this facility will expire in 2025. The aforementioned credit agreement includes financial covenants that are followed up on a quarterly basis. Inwido meets the terms of existing credit agreements.

The Group's net debt at the end of the period amounted to SEK 1,330 million (2,225) excluding IFRS 16 and to SEK 1,701 million (2,599) including IFRS 16. The lower net debt compared with the corresponding period in the preceding year is mainly explained by continued strong cash flow from the operations combined with reduced working capital.

At the end of the period, indebtedness, calculated as interest-bearing net debt/operating EBITDA, was 1.7 (2.8) excluding IFRS 16 and 1.9 (3.0) including IFRS 16. Consolidated cash and equivalents were SEK 867 million (182) at the end of the period. The increased utilization of existing credit facilities for preventive purposes as a result of the Covid-19 pandemic explains slightly more than a third of the increased cash and equivalents. Available funds, including unutilized credit facilities, amounted to SEK 2,069 million (1,200).

Temporary respites with taxes and fees related to the Covid-19 pandemic affected cash and cash equivalents positively in the amount of SEK 68 million as of 30 June 2020 and are booked as non-interest-bearing liabilities. Interest-bearing net debt/operating EBITDA amounted to 1.8, excluding IFRS 16 and adjusted for government subsidies and temporary respites.

### Seasonal variations

Inwido's operations are affected by seasonal fluctuations. The weakest period is the first quarter, which normally accounts for about 20 percent of annual sales. The second and third quarters are normally of equal strength and combined account for slightly more than 50 percent of annual sales, while the last quarter of the year is normally the strongest with slightly less than 30 percent of annual sales. The largest seasonal variations are within the Consumer market, although sales to the Industry market are also dependent on the season and weather.

### Employees

The number of employees averaged 4,290 (4,527) in the period January-June 2020.

### Parent Company

The Parent Company, Inwido AB (publ), is purely a holding company with no operations of its own. The Parent Company's profit mainly reflects the net of revenues for joint Group services and deductions for wages, other remunerations and interest expenses.

### Shares and share capital

Share capital at 30 June 2020 amounted to SEK 231,870,112 and the number of shares totalled 57,967,528. The company has one (1) class of shares. Each share entitles the holder to one vote at general meetings. At the end of the period, the closing price was SEK 64.40 and the company's market capitalization was SEK 3.733 billion. At the end of the period, there was a total of 10,380 shareholders.

### Pledged assets and contingent liabilities

No significant changes in pledged assets or contingent liabilities occurred during the period.

### Future prospects

We enter the third quarter with a good order backlog, strong liquidity but also a large portion of humility since the Covid-19 pandemic makes the development of demand unusually uncertain. Independent of the external circumstances, we are focusing on quickly being able to adjust our costs and always keeping the customers' best interests in mind. Malmö, 15 July 2020

The Board of Directors of Inwido AB (publ)

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

## Inwido's operations and segments

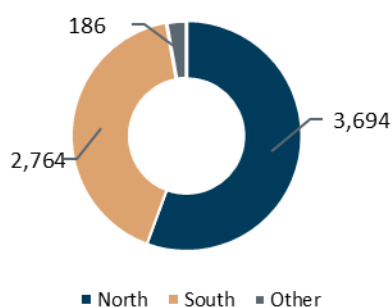


Inwido acquires, owns and develops companies that improve people's everyday lives indoors with various products and services. Today, Inwido is Europe's largest windows group and a natural home for the region's strongest companies in the areas of comfort, indoor climate and safety. In 2019, Inwido achieved sales of SEK 6,631 million and an operating EBITA margin of 9.7 percent. The Group has some 4,400 employees in total, with operations in Denmark, Estonia, Finland, Ireland, Lithuania, Norway, Poland, Romania, the UK, Sweden and Germany.

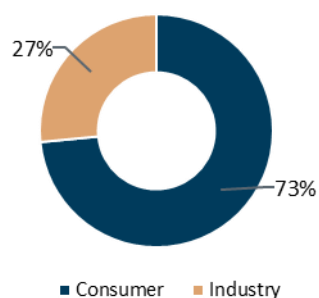
Inwido divides its operations into the North and South operating segments. Within these two operating segments, Inwido conducts operations within two different market segments, the Consumer and Industry markets. Sales are made through direct sales, installers, retailers such as builders' merchants and DIY chains, building companies and manufacturers of prefabricated homes.

In 2019, sales to the Consumer market accounted for 74 percent of total net sales, while sales to the Industry market accounted for about 26 percent.

External net sales split between operating segments, LTM (SEKm)



External net sales split between market segments, LTM





## Business Area North – positive consumer market but with negative effects of Covid-19 in Finland

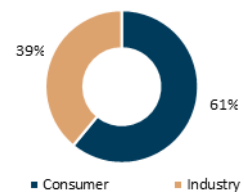
Net sales for the second quarter were largely unchanged and amounted to SEK 970 million (973). Organic net sales were also on a par with the preceding year.

The operating EBITA margin for the second quarter was 7.6 percent (7.8). A number of operational disruptions occurred, with an increase in absence due to illness being noted at the same time in both Sweden and Finland, which had a negative effect on the margin. In addition, the margin was negatively affected by the lower volume and a lower share of consumer sales in Finland as a result of Covid-19. The lower gross margin could partly be offset by lower fixed costs.

Order intake decreased by 4 percent during the quarter. Business Area North's order backlog was 2 percent higher at the end of the period than at the end of the corresponding period last year.

During the period January-June, net sales rose to SEK 1,771 million (1,820), which was 3 percent lower than in the corresponding period in the preceding year. The operating EBITA margin for the period January-June was 4.0 percent (4.3).

External net sales split between market segments, LTM



MSEK	Apr-Jun 2020	Apr-Jun 2019	Change	Jan-Jun 2020	Jan-Jun 2019	Change	Last 12 months	Jan-Dec 2019
Net sales	970	973	0%	1,771	1,820	-3%	3,700	3,750
Operating gross profit	216	233	-7%	367	410	-10%	807	846
Operating gross profit margin (%)	22.3	24.0		20.7	22.5		21.8	22.6
Operating EBITA	74	76	-3%	72	78	-8%	219	226
Operating EBITA margin (%)	7.6	7.8		4.0	4.3		5.9	6.0

## Business Area South – strong quarter for e-commerce

Net sales for the second quarter rose to SEK 711 million (690), which was 3 percent higher compared with the corresponding period in the preceding year. Organic net sales were 3 percent higher.

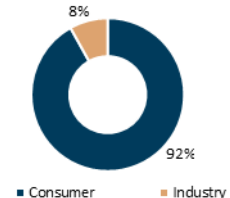
The business units in Denmark continued to grow with good profitability, while the business units in the UK and Ireland were able to gradually reopen in the second quarter. e-Commerce continued to show good growth, with sales increasing by 44 percent in the quarter. At the same time, order intake rose by 37 percent. Increasing numbers of people are experiencing the benefits of shopping online, and this buying behaviour has intensified with a greater number of people spending more time at home.

The operating EBITA margin in the second quarter increased to 19.3 percent (16.7) in line with increased volumes and good cost control.

Order intake increased by 11 percent during the quarter and Business Area South's order backlog at the end of the period was 29 percent higher compared with the preceding year.

During the period January-June, net sales rose to SEK 1,314 million (1,242), which was 6 percent higher than for the corresponding period in the preceding year. The operating EBITA margin for the period January-June was 15.5 percent (14.1).

External net sales split between market segments, LTM



MSEK	Apr-Jun 2020	Apr-Jun 2019	Change	Jan-Jun 2020	Jan-Jun 2019	Change	Last 12 months	Jan-Dec 2019
Net sales	711	690	3%	1,314	1,242	6%	2,785	2,713
Operating gross profit	235	215	9%	398	358	11%	866	831
Operating gross profit margin (%)	33.0	31.1		30.3	28.8		31.1	30.6
Operating EBITA	137	115	19%	204	175	16%	486	458
Operating EBITA margin (%)	19.3	16.7		15.5	14.1		17.5	16.9

The Board of Directors and the President give their assurance that this interim report provides a true and fair view of the Parent Company and the Group's operations, position and earnings, as well as describing significant risks and uncertainties faced by the Parent Company and the other business units forming the Group.

Malmö, 15 July 2020

Georg Brunstam  
Chairman of the Board

Henrik Hjalmarsson  
President & CEO

Anders Wassberg

Henriette Schütze

Kerstin Lindell

Christer Wahlquist

Tony Johansson  
Employee representative

Robert Wernersson  
Employee representative

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

Inwido AB (publ), Corporate registration number: 556633-3828



## Key ratios, Group

<i>SEKm (unless otherwise stated)</i>	Apr-Jun 2020	Apr-Jun 2019	Jan-Jun 2020	Jan-Jun 2019	Last 12 months	Jan-Dec 2019
<b>Income measures</b>						
Net sales	1,719	1,710	3,167	3,153	6,644	6,631
Gross profit	463	466	780	787	1,687	1,694
EBITDA	250	244	355	346	879	870
Operating EBITDA	259	244	364	346	894	876
EBITA	193	187	242	232	631	621
Operating EBITA	202	187	251	232	664	646
Operating profit (EBIT)	189	181	233	221	613	601
<b>Margin measures</b>						
Gross margin (%)	26.9	27.2	24.6	25.0	25.4	25.5
EBITDA margin (%)	14.5	14.3	11.2	11.0	13.2	13.1
Operating EBITDA margin (%)	15.1	14.3	11.5	11.0	13.5	13.2
EBITA margin (%)	11.2	10.9	7.6	7.3	9.5	9.4
Operating EBITA margin (%)	11.8	10.9	7.9	7.3	10.0	9.7
Operating margin (EBIT) (%)	11.0	10.6	7.3	7.0	9.2	9.1
<b>Capital structure</b>						
Net debt	1,701	2,599	1,701	2,599	1,701	2,075
Net debt (excl IFRS 16)	1,330	2,225	1,330	2,225	1,330	1,711
Net debt/operating EBITDA, multiple	1.9	3.0	1.9	3.0	1.9	2.4
Net debt/operating EBITDA, multiple (excl IFRS 16)	1.7	2.8	1.7	2.8	1.7	2.2
Net debt/equity ratio, multiple	0.4	0.7	0.4	0.7	0.4	0.5
Interest coverage ratio, multiple	8.5	5.6	4.4	6.8	8.7	8.9
Shareholders' equity	3,938	3,552	3,938	3,552	3,967	3,776
Equity/assets ratio (%)	48	45	48	45	50	51
Operating capital	5,639	6,151	5,639	6,151	5,297	5,850
<b>Return measures</b>						
Return on shareholders' equity (%)	11.1	12.0	11.1	12.0	11.0	11.9
Return on operating capital (%)	10.3	10.5	10.3	10.5	10.7	9.9
<b>Share data</b> (number of shares in thousands)						
Earnings per share before dilution, SEK	2.46	2.05	2.56	2.63	7.41	7.48
Earnings per share after dilution, SEK	2.46	2.05	2.56	2.63	7.40	7.48
Earnings per share before dilution, SEK (non-IFRS)	2.66	2.14	2.84	2.82	8.18	8.16
Earnings per share after dilution, SEK (non-IFRS)	2.66	2.14	2.84	2.82	8.17	8.16
Shareholders' equity per share before dilution, SEK	67.94	61.28	67.94	61.28	68.43	65.13
Shareholders' equity per share after dilution, SEK	67.94	61.17	67.94	61.17	68.43	65.13
Cash flow per share before dilution, SEK	8.32	2.81	8.88	3.68	21.17	15.96
Cash flow per share after dilution, SEK	8.32	2.80	8.88	3.67	21.17	15.96
Number of shares before dilution	57,968	57,968	57,968	57,968	57,968	57,968
Number of shares after dilution	57,968	58,071	57,968	58,071	57,968	57,968
Average number of shares	57,968	57,968	57,968	57,968	57,968	57,968

## Quarterly review, Group

### Key ratios

	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
<i>SEKm (unless otherwise stated)</i>	2020	2020	2019	2019	2019	2019	2018	2018	2018
Net sales	1,719	1,448	1,813	1,665	1,710	1,443	1,864	1,682	1,729
Operating EBITA	202	48	211	203	187	45	215	202	184
Operating EBITA margin (%)	11.8	3.3	11.6	12.2	10.9	3.1	11.5	12.0	10.6
EBITA	193	48	186	203	187	45	215	200	184
EBITA margin (%)	11.2	3.3	10.3	12.2	10.9	3.1	11.5	11.9	10.6
Return on shareholders' equity (%)	11.1	10.8	11.9	12.1	12.0	12.7	13.2	10.1	9.5
Earnings per share before dilution, SEK	2.46	0.10	2.28	2.56	2.05	0.58	2.31	2.31	2.31
Earnings per share after dilution, SEK	2.46	0.10	2.28	2.56	2.05	0.58	2.31	2.31	2.30
Shareholders' equity per share before dilution, SEK	67.94	68.37	65.13	64.52	61.28	61.01	60.31	58.23	56.36
Shareholders' equity per share after dilution, SEK	67.94	68.37	65.13	64.44	61.17	60.90	60.20	58.12	56.26
Cash flow per share before dilution, SEK	8.32	0.56	6.78	5.51	2.81	0.88	5.03	2.57	2.18
Cash flow per share after dilution, SEK	8.32	0.56	6.78	5.50	2.80	0.88	5.02	2.56	2.17
Share price, SEK	64.40	57.20	72.10	53.00	64.65	55.20	55.60	66.95	64.10

### Net sales per segment

	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
<i>SEKm</i>	2020	2020	2019	2019	2019	2019	2018	2018	2018
North	970	801	1,027	902	973	848	1,089	971	1,031
South	711	603	747	724	690	552	730	674	651
Group-wide, eliminations and other	39	43	39	39	47	43	45	38	47
<b>Total</b>	<b>1,719</b>	<b>1,448</b>	<b>1,813</b>	<b>1,665</b>	<b>1,710</b>	<b>1,443</b>	<b>1,864</b>	<b>1,682</b>	<b>1,729</b>

## Key data for the segments

	North		South		Group-wide, eliminations and other		IFRS 16 effect		Group	
	Apr-Jun	Apr-Jun	Apr-Jun	Apr-Jun	Apr-Jun	Apr-Jun	Apr-Jun	Apr-Jun	Apr-Jun	Apr-Jun
	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019
<i>Amounts in SEKm</i>										
Net sales	970	973	711	690	39	47	0	0	1,719	1,710
Operating gross profit	216	233	235	215	10	15	2	2	463	466
Operating gross profit margin (%)	22.3	24.0	33.0	31.1	-	-	-	-	26.9	27.2
Operating EBITA	74	76	137	115	-11	-7	3	3	202	187
Operating EBITA margin (%)	7.6	7.8	19.3	16.7	-	-	-	-	11.8	10.9

	North		South		Group-wide, eliminations and other		IFRS 16 effect		Group	
	Jan-Jun	Jan-Jun	Jan-Jun	Jan-Jun	Jan-Jun	Jan-Jun	Jan-Jun	Jan-Jun	Jan-Jun	Jan-Jun
	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019
<i>Amounts in SEKm</i>										
Net sales	1,771	1,820	1,314	1,242	82	90	0	0	3,167	3,153
Operating gross profit	367	410	398	358	11	17	4	4	780	787
Operating gross profit margin (%)	20.7	22.5	30.3	28.8	-	-	-	-	24.6	25.0
Operating EBITA	72	78	204	175	-31	-27	6	6	251	232
Operating EBITA margin (%)	4.0	4.3	15.5	14.1	-	-	-	-	7.9	7.3

## Summary consolidated statement of comprehensive income

<i>Amounts in SEKm</i>	<b>Apr-Jun 2020</b>	<b>Apr-Jun 2019</b>	<b>Jan-Jun 2020</b>	<b>Jan-Jun 2019</b>	<b>Last 12 months</b>	<b>Jan-Dec 2019</b>
Net sales	1,719.3	1,710.4	3,166.9	3,153.3	6,644.2	6,630.6
Cost of goods sold	-1,256.4	-1,244.4	-2,386.7	-2,365.8	-4,957.5	-4,936.6
<b>Gross profit</b>	<b>462.9</b>	<b>466.0</b>	<b>780.2</b>	<b>787.4</b>	<b>1,686.7</b>	<b>1,693.9</b>
Other operating income	8.1	3.9	11.9	12.9	21.8	22.0
Selling expenses	-159.8	-165.2	-326.6	-334.4	-633.0	-640.9
Administrative expenses	-105.8	-107.4	-208.5	-218.3	-407.0	-416.7
Research and development expenses	-13.8	-15.6	-22.5	-26.7	-49.5	-53.7
Other operating expenses	-3.5	-0.8	-2.7	-0.9	-7.6	-4.9
Share of profit of associated companies	0.9	0.3	0.9	1.1	1.6	1.7
<b>Operating profit (EBIT)</b>	<b>188.9</b>	<b>181.3</b>	<b>232.7</b>	<b>221.1</b>	<b>613.0</b>	<b>601.4</b>
Financial income	18.4	0.5	4.9	7.1	6.5	27.4
Financial expenses	-24.3	-32.6	-53.7	-33.8	-71.6	-70.4
<b>Net financial items</b>	<b>-5.9</b>	<b>-32.1</b>	<b>-48.8</b>	<b>-26.7</b>	<b>-65.2</b>	<b>-43.0</b>
<b>Profit before tax</b>	<b>183.1</b>	<b>149.1</b>	<b>183.8</b>	<b>194.4</b>	<b>547.8</b>	<b>558.4</b>
Tax expense	-40.4	-30.1	-35.4	-42.0	-118.6	-125.2
<b>Profit after tax</b>	<b>142.7</b>	<b>119.0</b>	<b>148.4</b>	<b>152.4</b>	<b>429.2</b>	<b>433.2</b>
<b>Other comprehensive income</b>						
<b>Items reallocated to, or that can be reallocated to profit for the year</b>						
Translation differences, foreign operations	-167.6	41.9	14.1	73.8	-43.2	15.6
<b>Total other comprehensive income after tax</b>	<b>-24.9</b>	<b>160.9</b>	<b>162.6</b>	<b>226.2</b>	<b>386.0</b>	<b>448.8</b>
<b>Profit after tax attributable to:</b>						
Parent Company shareholders	142.6	119.0	148.4	152.4	429.2	433.2
Non-controlling interest	0.0	0.0	0.0	0.0	0.1	0.0
<b>Other comprehensive income attributable to:</b>						
Parent Company shareholders	-24.9	158.1	162.5	222.9	386.0	448.5
Non-controlling interest	0.0	2.8	0.0	3.3	0.0	0.3
Average number of shares before dilution	57,967,528	57,967,528	57,967,528	57,967,528	57,967,528	57,967,528
Average number of shares after dilution	57,967,528	58,071,472	57,984,852	58,071,472	57,984,852	58,036,824
Number of shares before dilution	57,967,528	57,967,528	57,967,528	57,967,528	57,967,528	57,967,528
Number of shares after dilution	57,967,528	58,071,472	57,967,528	58,071,472	57,967,528	57,967,528
Earnings per share before dilution, SEK	2.46	2.05	2.56	2.63	7.41	7.48
Earnings per share after dilution, SEK	2.46	2.05	2.56	2.63	7.40	7.48

## Summary consolidated statement of financial position

<i>Amounts in SEKm</i>	<b>Jun 2020</b>	<b>Jun 2019</b>	<b>Dec 2019</b>
<b>ASSETS</b>			
Intangible assets	4,635.0	4,711.1	4,650.4
Tangible assets	1,293.7	1,277.8	1,272.8
Participations in associated companies	15.3	13.7	14.4
Financial assets	2.7	2.7	2.7
Deferred tax assets	45.3	49.7	47.2
Other non-current assets	38.1	39.6	37.0
<b>Total non-current assets</b>	<b>6,030.1</b>	<b>6,094.6</b>	<b>6,024.6</b>
Inventories	519.2	585.2	494.5
Trade receivables	574.2	713.1	511.9
Other receivables	226.3	273.3	196.8
Cash and equivalents	867.2	182.3	242.8
<b>Total current assets</b>	<b>2,186.9</b>	<b>1,753.9</b>	<b>1,446.0</b>
<b>TOTAL ASSETS</b>	<b>8,217.0</b>	<b>7,848.6</b>	<b>7,470.5</b>
<b>EQUITY AND LIABILITIES</b>			
Share capital	231.9	231.9	231.9
Other capital provided	946.0	946.0	946.0
Other reserves	241.3	282.3	227.2
Profit brought forward including profit for the year	2,518.8	2,091.9	2,370.5
<b>Shareholders' equity attributable to Parent Company shareholders</b>	<b>3,938.1</b>	<b>3,552.2</b>	<b>3,775.6</b>
Non-controlling interest	0.0	-0.1	0.0
<b>Total equity</b>	<b>3,938.1</b>	<b>3,552.1</b>	<b>3,775.5</b>
Interest-bearing liabilities	2,182.6	2,242.5	1,926.8
Leasing liabilities	297.2	298.1	285.3
Deferred tax liabilities	117.3	120.3	119.2
Non-interest-bearing liabilities	14.9	31.9	12.5
<b>Total non-current liabilities</b>	<b>2,612.0</b>	<b>2,692.8</b>	<b>2,343.8</b>
Interest-bearing liabilities	29.7	179.9	41.7
Leasing liabilities	76.7	79.5	81.6
Non-interest-bearing provisions	30.7	31.6	31.3
Non-interest-bearing liabilities	1,529.8	1,312.8	1,196.6
<b>Total current liabilities</b>	<b>1,667.0</b>	<b>1,603.7</b>	<b>1,351.2</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>8,217.0</b>	<b>7,848.6</b>	<b>7,470.5</b>

## Summary consolidated statement of changes in equity

Shareholders' equity attributable to Parent Company shareholders							
<i>Amounts in SEKm</i>	Share capital	Other capital provided	Trans-lation reserve	Retained earnings	Total	Non-controlling interests	Total equity
<b>Equity, opening balance 2019-01-01</b>	<b>231.9</b>	<b>946.0</b>	<b>211.8</b>	<b>2,105.6</b>	<b>3,495.3</b>	<b>5.1</b>	<b>3,500.4</b>
<b>Adjustment in accordance with IFRS16</b>				<b>-29.0</b>	<b>-29.0</b>	<b>0.0</b>	<b>-29.0</b>
<i>Comprehensive income</i>							
Profit for the period				152.4	152.4	0.0	152.4
Change in translation reserve for the period			70.5		70.5	3.3	73.8
<b>Total comprehensive income for the period</b>			<b>70.5</b>	<b>152.4</b>	<b>222.9</b>	<b>3.3</b>	<b>226.2</b>
<i>Transactions with the Group's owners</i>							
Dividends paid to Parent Company shareholders				-144.9	-144.9	0.0	-144.9
Acquisition/divestment of participation in non-controlling interests				8.5	8.5	-8.5	0.0
Other changes in wealth				-0.6	-0.6	-	-0.6
<b>Total transactions with the Group's owners</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-137.0</b>	<b>-137.0</b>	<b>-8.5</b>	<b>-145.5</b>
<b>Equity, closing balance 2019-06-30</b>	<b>231.9</b>	<b>946.0</b>	<b>282.3</b>	<b>2,091.9</b>	<b>3,552.2</b>	<b>-0.1</b>	<b>3,552.1</b>
<b>Equity, opening balance 2020-01-01</b>	<b>231.9</b>	<b>946.0</b>	<b>227.2</b>	<b>2,370.5</b>	<b>3,775.6</b>	<b>0.0</b>	<b>3,775.5</b>
<i>Comprehensive income</i>							
Profit for the period				148.4	148.4	0.0	148.4
Change in translation reserve for the period			14.1		14.1	0.0	14.1
<b>Total comprehensive income for the period</b>			<b>14.1</b>	<b>148.4</b>	<b>162.5</b>	<b>0.0</b>	<b>162.6</b>
<i>Transactions with the Group's owners</i>							
<b>Total transactions with the Group's owners</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Equity, closing balance 2020-06-30</b>	<b>231.9</b>	<b>946.0</b>	<b>241.3</b>	<b>2,518.8</b>	<b>3,938.1</b>	<b>0.0</b>	<b>3,938.1</b>

## Summary consolidated cash flow statement

<i>Amounts in SEKm</i>	<b>Apr-Jun 2020</b>	<b>Apr-Jun 2019</b>	<b>Jan-Jun 2020</b>	<b>Jan-Jun 2019</b>	<b>Last 12 months</b>	<b>Jan-dec 2019</b>
<b>Operating activities</b>						
Profit before tax	183.0	149.1	183.8	194.4	547.7	558.4
Depreciation/amortisation and impairment of assets	61.3	62.9	122.5	124.7	266.2	268.5
Adjustment for items not included in cash flow:	-14.4	-9.5	28.6	-38.4	77.1	10.0
Income tax paid	-6.5	-22.6	-29.1	-69.0	-83.3	-123.2
<b>Cash flow from operating activities before changes in working capital</b>	<b>223.5</b>	<b>179.9</b>	<b>305.7</b>	<b>211.8</b>	<b>807.6</b>	<b>713.7</b>
<b>Changes in working capital</b>						
Increase(-)/decrease(+) in inventories	21.8	2.3	-20.9	-29.2	59.9	51.6
Increase(-)/decrease(+) in operating receivables	-29.4	-75.4	-70.8	-74.6	147.9	144.1
Increase(+)/decrease(-) in operating liabilities	266.3	55.8	300.8	105.1	211.8	16.2
<b>Cash flow from operating activities</b>	<b>482.2</b>	<b>162.7</b>	<b>514.8</b>	<b>213.1</b>	<b>1,227.2</b>	<b>925.6</b>
<b>Investing activities</b>						
Acquisitions of tangible fixed assets	-35.2	-43.3	-80.6	-93.2	-197.6	-210.2
Divestments of tangible fixed assets	3.3	0.6	3.4	2.5	6.2	5.3
Acquisitions of intangible assets	-2.4	-5.6	-4.3	-15.3	-18.9	-29.9
Acquisitions of subsidiary, net of cash	0.0	-0.4	0.0	-36.4	-0.6	-37.0
Change in financial assets	0.7	-0.2	-0.9	0.1	-2.8	-1.9
<b>Cash flow from investing activities</b>	<b>-33.6</b>	<b>-48.9</b>	<b>-82.4</b>	<b>-142.4</b>	<b>-213.7</b>	<b>-273.7</b>
<b>Financing activities</b>						
Dividends to parent company shareholders	0.0	-144.9	0.0	-144.9	0.0	-144.9
Change in interest-bearing liabilities	-280.3	86.7	192.5	87.3	-324.2	-429.3
<b>Cash flow from financing activities</b>	<b>-281.4</b>	<b>-58.2</b>	<b>191.3</b>	<b>-57.6</b>	<b>-325.2</b>	<b>-574.1</b>
Cash flow for the year	167.1	55.5	623.7	13.2	688.2	77.8
Cash and equivalents at the beginning of the year	705.2	125.0	242.8	165.0	182.3	165.0
Exchange rate difference in cash and equivalents	-5.0	1.8	0.8	4.1	-3.3	0.0
<b>Cash and equivalents at the end of the year</b>	<b>867.2</b>	<b>182.3</b>	<b>867.2</b>	<b>182.3</b>	<b>867.2</b>	<b>242.8</b>



## Summary income statement, Parent Company

<i>Amounts in SEKm</i>	<b>Apr-Jun 2020</b>	<b>Apr-Jun 2019</b>	<b>Jan-Jun 2020</b>	<b>Jan-Jun 2019</b>	<b>Last 12 months</b>	<b>Jan-Dec 2019</b>
Net sales	15.9	12.9	31.5	32.7	64.4	65.5
<b>Gross profit</b>	<b>15.9</b>	<b>12.9</b>	<b>31.5</b>	<b>32.7</b>	<b>64.4</b>	<b>65.5</b>
Administrative expenses	-16.8	-20.0	-33.8	-40.1	-87.2	-93.5
Other operating income	0.0	0.1	0.6	1.9	0.2	1.4
Other operating expenses	0.0	0.0	0.0	0.0	0.0	0.0
<b>Operating profit</b>	<b>-0.9</b>	<b>-7.1</b>	<b>-1.6</b>	<b>-5.5</b>	<b>-22.6</b>	<b>-26.6</b>
<i>Result from financial items:</i>						
Participations in earnings of Group companies	0.0	10.6	0.0	10.6	10.8	21.4
Other interest income and similar profit/loss items	11.5	-0.2	24.6	41.3	58.6	91.3
Interest expense and similar profit items	9.9	-10.2	-38.3	-25.7	-39.6	-43.1
<b>Profit after financial items</b>	<b>20.5</b>	<b>-7.0</b>	<b>-15.2</b>	<b>20.6</b>	<b>7.2</b>	<b>43.0</b>
Group contribution	0.0	0.0	0.0	0.0	91.7	91.7
Difference between depreciation/ amortisation according to plan and reported depreciation/amortisation	0.0	0.0	0.0	0.0	0.0	0.0
<b>Profit before tax</b>	<b>20.5</b>	<b>-7.0</b>	<b>-15.2</b>	<b>20.6</b>	<b>98.9</b>	<b>134.7</b>
Tax expense	-4.2	1.8	3.6	-4.1	-16.6	-24.3
<b>Profit for the period</b>	<b>16.3</b>	<b>-5.2</b>	<b>-11.6</b>	<b>16.5</b>	<b>82.3</b>	<b>110.4</b>

## Summary balance sheet, Parent Company

<i>Amounts in SEKm</i>	<b>Jun 2020</b>	<b>Jun 2019</b>	<b>Dec 2019</b>
<b>ASSETS</b>			
Intangible non-current assets	9.8	26.4	11.1
Tangible non-current assets	1.8	3.2	2.0
Participations in Group companies	2,346.8	2,251.1	2,251.1
Participations in associated companies	1.0	1.0	1.0
Receivables from Group companies	1,510.1	2,128.8	1,812.6
Deferred tax asset	7.4	7.6	6.8
Other non-current assets	0.0	0.0	0.0
<b>Total non-current assets</b>	<b>3,876.9</b>	<b>4,418.1</b>	<b>4,084.6</b>
Receivables from Group companies	1.1	0.2	72.5
Prepaid expenses and accrued income	35.1	26.7	4.2
Other receivables	12.4	36.9	0.0
Cash and equivalents	740.1	0.0	159.1
<b>Total current assets</b>	<b>788.8</b>	<b>63.9</b>	<b>235.8</b>
<b>TOTAL ASSETS</b>	<b>4,665.6</b>	<b>4,481.9</b>	<b>4,320.4</b>
<b>EQUITY AND LIABILITIES</b>			
Equity	1,513.7	1,431.4	1,525.3
<b>Total equity</b>	<b>1,513.7</b>	<b>1,431.4</b>	<b>1,525.3</b>
Accumulated depreciation/amortisation in addition to plan	0.3	0.3	0.3
<b>Untaxed reserves</b>	<b>0.3</b>	<b>0.3</b>	<b>0.3</b>
Liabilities to Group companies	950.5	643.0	853.0
Interest-bearing liabilities	2,151.6	2,205.2	1,893.1
Deferred tax liabilities	0.0	0.0	0.0
Other liabilities	11.3	28.8	9.3
<b>Total non-current liabilities</b>	<b>3,113.3</b>	<b>2,877.0</b>	<b>2,755.4</b>
Liabilities to Group companies	0.2	0.3	0.4
Interest-bearing liabilities	0.0	128.4	0.0
Non-interest-bearing liabilities	38.1	44.7	39.1
<b>Total current liabilities</b>	<b>38.3</b>	<b>173.3</b>	<b>39.5</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>4,665.6</b>	<b>4,481.9</b>	<b>4,320.4</b>

## Notes

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### Note 1 – Accounting principles

This summary consolidated interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and applicable provisions in the Annual Accounts Act. The interim report for the Parent Company has been prepared in accordance with the Annual Accounts Act, Chapter 9, Interim Financial Reporting. The Group applies International Financial Reporting Standards (IFRS) as adopted by the EU. The Group and the Parent Company have applied the same accounting principles and calculation methods as in the 2019 Annual Report.

In addition to the financial statements, disclosures in accordance with IAS 34.16A are also presented in other parts of the interim report.

The financial reports are presented in SEK, rounded off to the nearest hundred thousand, unless otherwise stated. This process of rounding off can result in the total of the sub-items in one or more rows or columns not corresponding to the sum total for the row or column.

In the accounts, government subsidies related to the Covid-19 pandemic are treated as a reduction pertaining to personnel costs. Temporary respites on paying taxes and fees are booked as a non-interest-bearing liability when a decision on deferral has been obtained.

### Note 2 – Risks and uncertainties

Inwido's operations are subject to various risks. Operational risks can be divided into operational, financial and external risks. Operational risks involve, among other things, risks related to losses on account receivable, warranty and product liability, key personnel, interruptions in production, IT systems, intellectual property rights, product development, restructuring, acquisitions and integration, insurance and corporate governance. The financial risks primarily involve changes in exchange rates and interest rates, liquidity risk, capacity to raise capital, financial credit risks and risks associated with goodwill. External risks involve, among other things, risks related to market trends, competition, commodity prices, political decisions, legal disputes, tax and environmental risks.

Risk management in Inwido is based on a structured process for the continuous identification and assessment of risks, their probabilities and potential impacts on the Group. The focus is on identifying controllable risks and managing them to thereby mitigate the overall level of risk in the operations. The Group's risks are described in the 2019 Annual Report. Beyond these, no significant additional risks or uncertainties have arisen. See below for comments on Covid-19.

Inwido conducts operations in the UK and is monitoring developments surrounding Brexit carefully. Inwido's operations in the UK are largely not dependent on imports and exports of goods and services. Combined with the fact that Inwido's sales in the UK account for only about 6 percent of the Group's total sales, Inwido estimates that the exit from the EU will not have a significant direct impact on the Group's earnings.

The continued developments with regard to the Covid-19 pandemic are a major focus within Inwido and the company is doing its utmost to safeguard the health of our employees, our impact on the communities in which we operate, particularly in terms of limiting the spread of infection, and minimizing any adverse effects on our operations. The effect of the Covid-19 contagion on sales and order intake has been relatively limited for most of the business units in Inwido during the second quarter of the year. In Business Area North, it is primarily consumer sales entailing home visits and installation at the homes of end-customers, particularly in Finland, that have been impacted negatively by the Covid-19 pandemic. A number of operational disruptions also occurred, with an increase in absence due to illness being noted in both Sweden and Finland during the second quarter. The business units in the UK were forced to close at the end of the first quarter following government decisions regarding the Covid-19 pandemic. The Irish operations were also forced to partly reduce their activities. During the second quarter, the operations in the UK and Ireland have gradually restarted, fully focused on delivering windows and doors to customers.

### Note 3 – Financial instruments

Financial instruments are valued at fair value in the Consolidated statement of comprehensive income. The balance sheet item 'Financial investments' contains the Group's holdings of unlisted securities. The cost for these has been deemed to be a reasonable approximation of their value.

<i>Amounts in SEKm</i>	Jun 2020		Jun 2019			
	Level 2	Level 3	Level 2	Level 3		
<b>Assets</b>					Level 1	According to prices noted in an active market for the same instrument.
Shares and participations	-	2.7	-	2.7	Level 2	Based on directly or indirectly observable market data not included in Level 1.
Non-current receivable – derivative	-	-	-	-	Level 3	Based on input data not observable in the market
Current receivable – derivative	2.5	-	1.1	-		
	2.5	2.7	1.1	2.7		
<b>Liabilities and provisions</b>						
Non-current liability – derivative	8.0	-	9.6	-		
Current liability – derivative	-	-	0.7	-		
Current liability – acquisition related	-	-	-	-		
Non-current liability – acquisition related	-	-	-	-		
	8.0	0.0	10.2	0.0		

<i>Amounts in SEKm</i>	Shares and participations	Acquisition-related liabilities
Fair value 2020-01-01	2.7	-
Acquisition-related liabilities	-	-
Translation differences	0.0	-
Settled earn-out	-	-
Total recognized gains and losses:		
- Reported in equity	-	-
- Reported in profit for the period*	-	-
Fair value 2020-06-30	2.7	0.0
Fair value 2019-01-01	2.7	23.9
Acquisition-related liabilities	-	-
Translation differences	0.0	0.0
Settled earn-out	-	-20.2
Total recognized gains and losses:		
- Reported in equity	-	-
- Reported in profit for the period*	-	-3.7
Fair value 2019-06-30	2.7	0.0

\*The change in the acquisition-related liability is reported in other operating income.

For a description of the measurement techniques and input data in the measurement of financial instruments at fair value, see Note 2 in the 2019 Annual Report. For other financial assets and liabilities in the Group, the carrying amounts represent a reasonable approximation of their fair values. For a specification of such financial assets and liabilities, please see Note 2 in the 2019 Annual Report.

## Note 4 – Distribution of income

### Net sales by country

<i>Amounts in SEKm</i>	Apr-Jun 2020	Apr-Jun 2019	Jan-Jun 2020	Jan-Jun 2019	Last 12 months	Jan-Dec 2019
Sweden	573	536	1,039	1,001	2,050	2,012
Denmark	519	456	909	816	1,879	1,786
Norway	109	110	188	193	405	410
Finland	389	416	732	779	1,599	1,646
Poland	21	27	38	50	93	106
UK	49	109	136	198	360	422
Ireland	24	42	69	75	164	170
Germany	18	12	33	22	55	45
Other	16	3	23	19	38	35
<b>Total</b>	<b>1,719</b>	<b>1,710</b>	<b>3,167</b>	<b>3,153</b>	<b>6,644</b>	<b>6,631</b>

### Net sales distribution between market segments by operating segment

<i>Amounts in SEKm</i>	North		South		Other		Group-wide, eliminations and other		Group	
	Apr-Jun 2020	Apr-Jun 2019	Apr-Jun 2020	Apr-Jun 2019	Apr-Jun 2020	Apr-Jun 2019	Apr-Jun 2020	Apr-Jun 2019	Apr-Jun 2020	Apr-Jun 2019
<b>Net Sales</b>	<b>970</b>	<b>973</b>	<b>711</b>	<b>690</b>	<b>97</b>	<b>101</b>	<b>-58</b>	<b>-53</b>	<b>1,719</b>	<b>1,710</b>
Consumer	571	594	610	630	0	0	-	-	1,182	1,224
Industry	385	370	85	43	0	0	-	-	470	413
Other	9	8	10	12	49	54	-	-	68	73
Internal sales	4	1	6	6	48	47	-	-	0	0

<i>Amounts in SEKm</i>	North		South		Other		Group-wide, eliminations and other		Group	
	Jan-Jun 2020	Jan-Jun 2019	Jan-Jun 2020	Jan-Jun 2019	Jan-Jun 2020	Jan-Jun 2019	Jan-Jun 2020	Jan-Jun 2019	Jan-Jun 2020	Jan-Jun 2019
<b>Net Sales</b>	<b>1,771</b>	<b>1,820</b>	<b>1,314</b>	<b>1,242</b>	<b>193</b>	<b>191</b>	<b>-111</b>	<b>-101</b>	<b>3,167</b>	<b>3,153</b>
Consumer	1,016	1,082	1,153	1,130	0	0	-	-	2,169	2,212
Industry	734	720	130	81	0	0	-	-	864	801
Other	16	17	21	21	97	103	-	-	134	140
Internal sales	4	1	11	11	96	88	-	-	0	0

## Definitions of alternative key ratios not defined by IFRS

Inwido presents certain alternative financial key ratios beyond the conventional financial key ratios established by IFRS, in order to better understand the development of the operations and the financial status of the Inwido Group. Such key ratios should not, however, be considered a substitute for the key ratios required under IFRS. The alternative key ratios presented in this report are described below.

Income measures	Calculation	Purpose
<b>Organic growth</b>	Net sales including acquired growth for the current period divided by net sales including pro forma acquired growth during the corresponding period in the preceding year. The change is adjusted for exchange rate fluctuations by applying the current period's exchange rates to pro forma net sales during the corresponding period in the preceding year.	Organic growth excludes the effects of changes in the Group's structure and exchange rates, enabling a comparison of net sales over time.
<b>Operating gross profit</b>	Gross profit before items affecting comparability.	Key ratio used to measure how much of net sales is left to cover other expenses. The key ratio is also adjusted for the impact of items affecting comparability to increase comparability over time.
<b>Operating EBITDA</b>	EBITDA before items affecting comparability.	This key ratio is used to measure cash flow from operating activities, regardless of the effects of financing and depreciation rates on non-current assets. The key ratio is also adjusted for the impact of items affecting comparability to increase comparability over time. The key ratio is a central component in the bank covenant Net debt/operating EBITDA.
<b>EBITA</b>	Operating profit after depreciation, amortization and impairment but before deduction for impairment of goodwill as well as amortization and impairment of other intangible assets that arose in conjunction with company acquisitions (Earnings Before Interest, Tax and Amortization).	This key ratio enables comparisons of profitability over time regardless of amortization and impairment of acquisition-related intangible assets, and regardless of the corporate tax rate and the company's financing structure. Depreciation of tangible assets is, however, included, this being a measure of resource consumption necessary to generate earnings.
<b>Operating EBITA</b>	EBITA before items affecting comparability.	This key ratio increases the comparability of EBITA over time, since it is adjusted for the impact of items affecting comparability. The key ratio is also used in internal review and constitutes a central financial target for the operations.
<b>Items affecting comparability</b>	Income statement items that are non-recurring, have a significant impact on profit and are important for understanding the underlying development of operations.	A separate account of items affecting comparability elucidates development in the underlying operations.
Margin measures	Calculation	Purpose
<b>Operating gross margin</b>	Operating gross profit as a percentage of net sales.	This key ratio is a complement to operating margin since it shows the underlying surplus from net sales left to cover other expenses in relation to net sales.

<b>Operating EBITDA margin</b>	Operating EBITDA as a percentage of net sales.	This key ratio serves as a complement to operating margin, since it shows the underlying surplus cash flow in relation to net sales. The key ratio also enables comparison with other companies, regardless of each company's depreciation/amortization principles and the age structure of non-current assets.
<b>EBITA margin</b>	EBITA as a percentage of net sales.	This key ratio reflects the operating profitability of the operations before amortization and impairment of acquisition-related intangible assets. The key ratio is an important component, alongside with sales growth and capital turnover rate, in tracking the company's value creation.
<b>Operating EBITA margin</b>	Operating EBITA as a percentage of net sales.	This key ratio increases the comparability of EBITA margin over time, since it is adjusted for the impact of items affecting comparability.
<b>Operating margin (EBIT margin)</b>	Operating profit as a percentage of net sales.	This key ratio reflects the operating profitability of the operations. The key ratio is an important component, alongside with sales growth and capital turnover rate, in tracking the company's value creation.
Capital structure	Calculation	Purpose
<b>Net debt</b>	Interest-bearing liabilities and interest-bearing provisions less interest-bearing assets, including cash and equivalents.	The net debt measure is used to track the development of debt and to see the scope of the refinancing requirement. Since liquid funds can be used to pay off debt at short notice, net debt is used instead of gross debt as a measure of total loan financing.
<b>Net debt/operating EBITDA</b>	Net debt in relation to operating rolling 12-month EBITDA.	This key ratio is a debt ratio showing how many years it would take to pay off the company's liabilities, provided that its net debt and EBITDA are constant and without taking cash flows relating to interest, taxes and investments into account.
<b>Net debt/equity ratio</b>	Net debt in relation to shareholders' equity.	This key ratio is a measure of the relationship between the Group's two forms of financing. The measure shows loan capital as a share of shareholders' invested capital. The measure reflects financial strength but also the leverage effect of borrowings. A higher debt ratio entails higher financial risk and higher financial leverage.
<b>Interest coverage ratio</b>	Profit after net financial items plus financial expenses in relation to financial expenses.	This key ratio indicates the company's capacity to cover its interest expenses.
<b>Equity/assets ratio</b>	Shareholders' equity including non-controlling interests as a percentage of total assets.	This key ratio reflects the company's financial position. A favourable equity/assets ratio provides a preparedness to manage periods of recession and financial preparedness for growth. At the same time, a higher equity/assets ratio provides lower financial leverage.
<b>Operating capital</b>	Total assets less cash and equivalents, other interest-bearing assets and non-interest-bearing provisions and liabilities.	Operating capital shows the amount of capital that the business requires to conduct its core operations. It is primarily used for the calculation of return on operating capital.



Return measures	Calculation	Purpose
<b>Return on shareholders' equity</b>	Profit after tax, rolling 12-month (RTM), attributable to the Parent Company's shareholders as a percentage of average shareholders' equity, excluding non-controlling interest (average calculated based on the past four quarters).	Return on shareholders' equity shows the total return, in accounting terms, on shareholders' capital and reflects the effects of both the profitability of the operations and of financial leverage. The measure is primarily used to analyze profitability for shareholders over time.
<b>Return on operating capital</b>	Operating profit, rolling 12-month (RTM), as a percentage of average operating capital (average calculated based on the past four quarters).	Return on operating capital shows how well the operations use the net capital tied up in the operations. This reflects the combined effect of the operating margin and the turnover rate for operating capital. The key ratio is mainly used to track the Group's value creation over time.
Share data	Calculation	Purpose
<b>Earnings per share (non-IFRS)</b>	Earnings for the period after tax attributable to Parent Company shareholders divided by the weighted average number of shares outstanding for the period before/after dilution adjusted for items affecting comparability and for impairment of goodwill as well as amortization and impairment of other intangible assets that arose in conjunction with company acquisitions.	This key ratio measures the earnings per share that the operations generate adjusted for the impact of items affecting comparability and for amortization and impairment of intangible assets.
<b>Cash flow per share before/after dilution</b>	Cash flow from operating activities for the period divided by the weighted average number of shares outstanding for the period before/after dilution.	This key ratio measures the cash flow per share generated by the operations before capital investments and cash flows attributable to the company's financing.
<b>Shareholders' equity per share before/after dilution</b>	Shareholders' equity attributable to Parent Company shareholders divided by the number of shares outstanding at the end of the period before/after dilution.	This key ratio serves to describe the scale of the company's net worth per share.
Market segment	Description	
<b>Consumer</b>	Sales to the consumer market are conducted through the following channels: direct sales, retailers, middlemen, manufacturers of prefabricated homes, small building companies.	
<b>Industry</b>	Sales to the industry market are conducted through the following channels: large building companies, retailers, manufacturers of prefabricated homes.	

## Calculation of alternative key ratios

	Apr-Jun 2020	Apr-Jun 2019	Apr-Jun 2020	Apr-Jun 2019	Last 12 months	Jan-Dec 2019
<i>SEKm (unless otherwise stated)</i>						
Operating profit (EBIT)	189	181	233	221	613	601
Depreciation/amortization and impairment	61	63	122	125	266	268
Items affecting comparability (other items)	9	0	9	0	15	7
<b>Operating EBITDA</b>	<b>259</b>	<b>244</b>	<b>364</b>	<b>346</b>	<b>894</b>	<b>876</b>
Gross profit	463	466	780	787	1,687	1,694
Items affecting comparability (depreciation/amortization and other items)	0	0	0	3	22	25
<b>Operating gross profit</b>	<b>463</b>	<b>466</b>	<b>780</b>	<b>790</b>	<b>1,709</b>	<b>1,719</b>
Operating profit (EBIT)	189	181	233	221	613	601
Depreciation/amortization of acquisition-related intangible assets	4	5	9	11	18	20
<b>EBITA</b>	<b>193</b>	<b>186</b>	<b>242</b>	<b>232</b>	<b>631</b>	<b>621</b>
Items affecting comparability (depreciation/amortization and other items)	9	0	9	0	33	25
<b>Operating EBITA</b>	<b>202</b>	<b>186</b>	<b>251</b>	<b>232</b>	<b>664</b>	<b>646</b>
Items affecting comparability	-9	0	-9	0	-33	-25
Depreciation	0	0	0	0	-18	-18
Other	-9	0	-9	0	-15	-7

### Capital structure

	Apr-Jun 2020	Apr-Jun 2019	Apr-Jun 2020	Apr-Jun 2019	Last 12 months	Jan-Dec 2019
<i>SEKm (unless otherwise stated)</i>						
Cash and equivalents	-867	-182	-867	-182	-867	-243
Other interest-bearing assets	-18	-18	-18	-18	-18	-18
Interest-bearing liabilities, non-current	2,480	2,541	2,480	2,541	2,480	2,212
Interest-bearing liabilities, current	106	259	106	259	106	123
<b>Net debt</b>	<b>1,701</b>	<b>2,599</b>	<b>1,701</b>	<b>2,599</b>	<b>1,701</b>	<b>2,075</b>
Total assets	8,217	7,849	8,217	7,849	8,217	7,471
Cash and equivalents	-867	-182	-867	-182	-867	-243
Interest-bearing assets	-18	-18	-18	-18	-18	-18
Non-interest-bearing provisions and liabilities	-1,693	-1,497	-1,693	-1,497	-1,693	-1,360
<b>Operating capital</b>	<b>5,639</b>	<b>6,151</b>	<b>5,639</b>	<b>6,151</b>	<b>5,639</b>	<b>5,850</b>

### Share data

	Apr-Jun 2020	Apr-Jun 2019	Apr-Jun 2020	Apr-Jun 2019	Last 12 months	Jan-Dec 2019
<i>SEKm (unless otherwise stated)</i>						
Profit after tax attributable to parent company shareholders	143	119	148	152	429	433
Items affecting comparability after tax	7	0	7	0	27	20
Impairment of goodwill, amortization and impairment of other intangible assets from company acquisitions	4	5	9	11	18	20
Adjustment	0	0	0	0	0	0
Total	154	124	165	164	474	473
Number of shares before dilution	57,967,528	57,967,528	57,967,528	57,967,528	57,967,528	57,967,528
<b>Earnings per share non IFRS, SEK</b>	<b>2.66</b>	<b>2.14</b>	<b>2.84</b>	<b>2.82</b>	<b>8.18</b>	<b>8.16</b>

## About Inwido

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Inwido acquires, owns and develops companies that improve people's everyday lives indoors with various products and services. Today, Inwido is Europe's largest windows group and a natural home for the region's strongest companies in the areas of comfort, indoor climate and safety. In 2019, Inwido achieved sales of approximately SEK 6.6 billion and an operating EBITA margin of 9.7 percent. The Group has some 4,400 employees in total, with operations in Denmark, Estonia, Finland, Ireland, Lithuania, Norway, Poland, Romania, the UK, Sweden and Germany.

Shares in Inwido AB (publ) are listed on the Nasdaq Stockholm exchange under the ticker "INWI".

### Financial targets

Inwido's operations are governed by four financial targets aimed at providing shareholders with good returns and long-term growth in value.

#### Profitability

Inwido's profitability target is an operating EBITA margin of 12 percent. Inwido may not achieve the profitability target during years when the market trend is weaker. In such cases, the company will undertake measures to further enhance profitability, which Inwido has been successful with in the past.

#### Sales growth

Inwido's objective is to exceed growth in our current markets through organic growth, as well as selective acquisitions and initiatives in Europe.

#### Capital structure

Inwido's net debt in relation to operating EBITDA shall, excluding temporary deviations, not exceed a multiple of 2.5.

#### Dividend policy

Inwido aims to pay its shareholders an annual dividend that corresponds to approximately 50 percent of net profit. However, Inwido's financial status in relation to the target, cash flow and future prospects shall be taken into consideration.

### Inwido's sustainability compass

We give more than we take – because sustainable business generates long-term value. This means that what our business units consume to produce windows and doors will eventually lead to greater, lasting benefits for our business units, as well as for people, the environment, shareholders and society.

Our sustainability work is guided by our sustainability compass, which embodies three strategic guidelines:

- Be an environmental friend
- Be a good place to work
- Be a responsible business

### The results of our sustainability work

We present our targets and report on our performance on our website and in the 2019 Annual Report.

## Information for shareholders

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### Financial calendar

Interim report, January-September 2020	21 October 2020
Capital Markets Day	5 November 2020
Year-end report, January-December 2020	10 February 2021
2020 Annual Report	April 2021
Interim report, January-March 2021	27 April 2021
Annual General Meeting 2021	6 May 2021
Interim report, January-June 2021	16 July 2021
Interim report, January-September 2021	26 October 2021

This information is such that Inwido AB (publ) is obliged to publish in accordance with the EU market abuse regulation and the Swedish Securities Market Act. The information was submitted by the below contact persons for publication on 15 July 2020 at 7:45 a.m. CET.

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