



handicare  
Making everyday life easier



Interim report  
January – September 2020

## Third quarter 2020

Recovery for Accessibility in the third quarter with organic revenue growth of 6.2%, while the two smaller business units remained negatively affected by Covid-19. A more competitive cost base, mainly driven by the Lift Up Program, led to improved profit year-on-year despite the continuing pandemic.

### Third quarter 2020

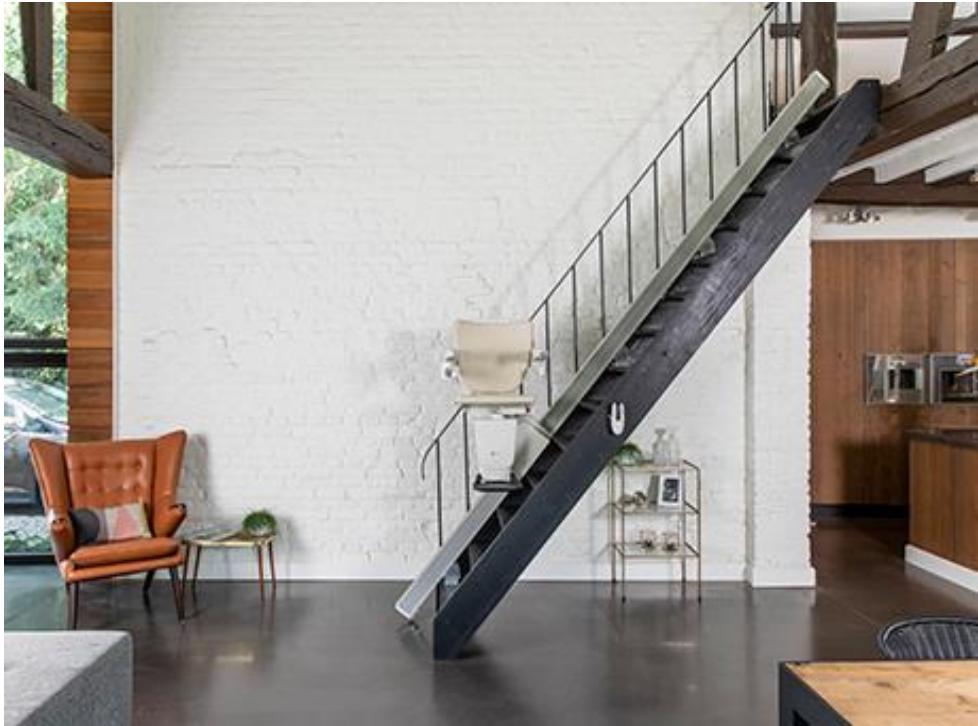
- Revenue amounted to MEUR 53.2 (59.7).
- Organic growth was -1.2%.
- The gross margin was 42.2% (40.3).
- Adjusted EBITA amounted to MEUR 6.1 (3.9), corresponding to a margin of 11.5% (6.5).
- EBIT was MEUR 4.4 (2.3).
- Net profit (including discontinued operations) amounted to MEUR 2.2 (3.9).
- Earnings per share (including discontinued operations) before and after dilution amounted to EUR 0.04 (0.07).
- Adjusted operating cash flow of MEUR 13.0 (7.3) and leverage improved to 1.3x.

### Significant events after the end of the period

- Henrik Teiwik was appointed new CEO and President of Handicare Group AB as of 1 January 2021.
- The Board proposed that dividends for 2019 be reinstated at EUR 0.07 per share.

### Covid-19 effects and financial impact

- Covid-19 continues to impact the world negatively. After a weak second quarter, Accessibility recovered when previously locked-down markets opened up again. The two smaller business units, Patient Handling and Vehicle Accessibility, remained negatively affected in the third quarter by measures aimed at mitigating the spread of Covid-19.
- In the quarter, Handicare received government grants totaling MEUR 0.3, relating to personnel. In the period January-September, government grants of MEUR 1.9 have been received.
- Handicare's financial position and liquidity remain solid.



Group in Summary MEUR	July - September			January - September			LTM 2019/20	FY 2019/20
	2020	2019	Δ%	2020	2019	Δ%		
Revenue	53.2	59.7	-10.9 %	145.7	182.9	-20.3 %	207.6	244.9
Gross profit*	22.5	24.1	-6.7 %	60.3	74.3	-18.8 %	84.7	98.7
Gross margin*, %	42.2 %	40.3 %	-	41.4 %	40.6 %	-	40.8 %	40.3 %
Adjusted EBITDA*	7.7	6.0	28.7 %	14.5	19.3	-24.6 %	20.3	25.1
Adjusted EBITDA margin*, %	14.4 %	10.0 %	-	10.0 %	10.5 %	-	9.8 %	10.2 %
Adjusted EBITA*	6.1	3.9	58.1 %	9.3	13.1	-28.6 %	13.1	16.8
Adjusted EBITA margin*, %	11.5 %	6.5 %	-	6.4 %	7.2 %	-	6.3 %	6.9 %
Operating profit/loss (EBIT)	4.4	2.3	86.7 %	-30.1	8.5	n/a	-38.2	0.3
Operating margin, (EBIT margin)*, %	8.2 %	3.9 %	-	-20.6 %	4.6 %	-	-18.4 %	0.1 %
Adjusted operating profit/loss (adjusted EBIT)*	4.4	2.3	86.7 %	4.4	8.5	-48.1 %	6.8	10.8
Adjusted operating margin (adjusted EBIT margin)*, %	8.2 %	3.9 %	-	3.0 %	4.6 %	-	3.3 %	4.4 %
Net profit/loss (incl. discontinued operations)	2.2	3.9	-43.8 %	-47.0	13.9	n/a	-58.5	2.3
Earnings per share (incl. discontinued operat.) before and after dilution, EUR	0.04	0.07	-43.8 %	-0.80	0.24	n/a	-0.99	0.04
Adjusted Operating Cash Flow*	13.0	7.3	78.6 %	19.8	8.3	139.2 %	25.8	14.2
Net debt / Adjusted EBITDA (ex IFRS16) (LTM)*, times	1.3	3.1	-59.7 %	1.3	3.1	-59.7 %	1.3	2.6

\* Alternative performance measures, see pages 21-23 for definitions and calculations.

Handicare Auto A/S (Vehicle Accessibility Denmark) was divested in December 2019 and is included in continuing operations up until the date of divestment.

The Puls operations were divested on May 22 2019, and Patient Handling Europe was divested on May 4 2020. Both are reported as discontinued operations for all periods, see Note 4.

This report refers to Handicare's continued operations unless otherwise indicated.

## CEO's Comments

Dear Shareholders,

Notwithstanding that the world economy remains impacted by Covid-19, I am glad to see that the global Accessibility market remains robust, and that Handicare continues to strengthen its position in that market. This is the result of our early initiatives both to improve the delivery of our proposition for our customers, and to improve our efficiency. Through the Lift Up Program, we have successfully established a more competitive cost base, faster than originally planned, and as key stairlift markets started to recover during the third quarter after a period of lockdowns, we are now beginning to see the full effects from the program initiatives. In addition to previously implemented efficiency measures, we have finalized the first phase of the Lift Up Program throughout the organization, optimizing the workforce setup. Our financial position and cash flow have continued to improve during the period, and the leverage ratio was improved to 1.3x. On the back of this development, the Board has proposed to reinstate the payment of dividends for 2019.



### Accessibility outperforms previous year's results despite Covid-19

During the third quarter, we could see a gradual market recovery and return to more normalized demand in several markets, and our stairlift segment managed to outperform last year's results despite the ongoing pandemic. In line with the trading update published on 13 October, revenues in Handicare's key focus area, Accessibility, grew organically by 6.2% compared to the same period in 2019. The strong development is mainly attributable to key stairlift markets, including North America and core European markets, opening up again. Simultaneously, we have consolidated the operational setup which together with the completion of the Lift Up Program's structural cost reductions initiatives has contributed to the overall improvement in profit. We report a strong adjusted EBITA margin for the segment of 18.3% for the quarter.

### Review of Patient Handling shows clear results

Revenues for the Patient Handling segment declined during the quarter as the business continues to be affected by local restrictions due to Covid-19, leading to limited access to health care facilities and postponed installations of ceiling lifts. The three-step review initiated as part of the Lift Up Program has, however, showed significant results, and thanks to an effective implementation of streamlining measures in North America and overall simplification of the organisational structure, the adjusted EBITA margin increased to 7.5% in the quarter. The main focus now is to ensure a stable and efficient operational platform, which will enable increased profitability going forward.

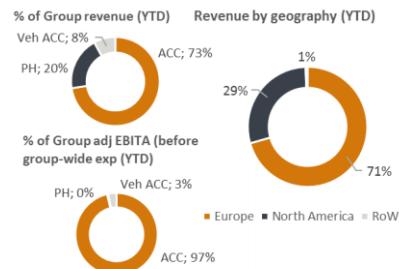
### Outlook

The ongoing pandemic continues to bring uncertainty to the global market, and thus short-term demand is difficult to predict. However, revenues during the month of October were in line with the third quarter. We remain confident in now having established a solid platform which, supported by the strong underlying growth trends that characterizes the Accessibility market and our strong financial position, will ensure continued positive development. Subject to the evolution of Covid-19, we expect further improvements across all segments in the upcoming quarters, and that Handicare will perform on the new, higher level.

Finally, I am pleased to hand over to Henrik Teiwik as new President and CEO of Handicare, assuming the position on 1 January 2021. With his strategic and performance-oriented skillset, Henrik has the leadership skills required to take Handicare on its continued growth journey.

*Johan Ek*  
President and CEO

## Group performance



Group MEUR	July - September			January - September			LTM 2019/20	FY 2019
	2020	2019	Δ%	2020	2019	Δ%		
Revenue	53.2	59.7	-10.9 %	145.7	182.9	-20.3 %	207.6	244.9
Vehicle Accessibility Denmark	-	-4.5	-	-	-14.5	-	-3.4	-18.0
<b>Revenue excl. Veh. Acc. Denmark</b>	<b>53.2</b>	<b>55.3</b>	<b>-3.6 %</b>	<b>145.7</b>	<b>168.4</b>	<b>-13.5 %</b>	<b>204.2</b>	<b>226.9</b>
Currency effects*	-1.4	-	-	-2.0	-	-	-2.4	-4.4
<b>Revenue, organic growth</b>	<b>53.2</b>	<b>53.9</b>	<b>-1.2 %</b>	<b>145.7</b>	<b>166.4</b>	<b>-12.4 %</b>	<b>201.8</b>	<b>222.5</b>

\*adjusted for translation effects, not transaction effects

Group MEUR	July - September			January - September			LTM 2019/20	FY 2019
	2020	2019	Δ%	2020	2019	Δ%		
Revenue	53.2	59.7	-10.9 %	145.7	182.9	-20.3 %	207.6	244.9
Cost of goods sold	-30.8	-35.6	n/a	-85.4	-108.6	n/a	-122.9	-146.2
<b>Gross profit*</b>	<b>22.5</b>	<b>24.1</b>	<b>-6.7 %</b>	<b>60.3</b>	<b>74.3</b>	<b>-18.8 %</b>	<b>84.7</b>	<b>98.7</b>
Operating costs	-14.8	-18.1	n/a	-45.8	-55.0	n/a	-64.4	-73.6
<b>Adjusted EBITDA*</b>	<b>7.7</b>	<b>6.0</b>	<b>28.7 %</b>	<b>14.5</b>	<b>19.3</b>	<b>-24.6 %</b>	<b>20.3</b>	<b>25.1</b>
Depreciation of tangible fixed assets	-1.5	-2.1	n/a	-5.2	-6.2	n/a	-7.2	-8.2
<b>Adjusted EBITA*</b>	<b>6.1</b>	<b>3.9</b>	<b>58.1 %</b>	<b>9.3</b>	<b>13.1</b>	<b>-28.6 %</b>	<b>13.1</b>	<b>16.8</b>
Other specified items	-	-	n/a	-9.5	-	n/a	-20.0	-10.5
<b>EBITA</b>	<b>6.1</b>	<b>3.9</b>	<b>58.1 %</b>	<b>-0.1</b>	<b>13.1</b>	<b>n/a</b>	<b>-6.9</b>	<b>6.3</b>
<b>Adjusted EBITA (excl. Veh. Acc. DK)*</b>	<b>6.1</b>	<b>3.9</b>	<b>55.6 %</b>	<b>9.3</b>	<b>13.0</b>	<b>-28.0 %</b>	<b>13.0</b>	<b>16.6</b>
<b>Key figures, %</b>								
<i>Gross margin*</i>	42.2 %	40.3 %		41.4 %	40.6 %		40.8 %	40.3 %
<i>Adjusted EBITDA margin*</i>	14.4 %	10.0 %		10.0 %	10.5 %		9.8 %	10.2 %
<i>Adjusted EBITA margin*</i>	11.5 %	6.5 %		6.4 %	7.2 %		6.3 %	6.9 %
<i>EBITA margin*</i>	11.5 %	6.5 %		-0.1 %	7.2 %		-3.3 %	2.6 %
<i>Adjusted EBITA margin (excl. Vehicle Acc. DK)*</i>	11.5 %	7.1 %		6.4 %	7.7 %		6.4 %	7.3 %

\* Alternative performance measures, refer to pages 21-23 for definitions and calculations. Vehicle Accessibility Denmark was divested in December 2019 and is included in the continuing operations up until the date of divestment (revenue is excluded in the organic growth calculation). Puls and Patient Handling Europe are reported as discontinued operations in this report.

### July – September 2020

#### Revenue and earnings

Organic revenue decreased by -1.2% in the quarter as the sales growth in Accessibility (+6.2%) was offset by Patient Handling (-16.9%) and Vehicle Accessibility (-25.6%). For Accessibility, the recovery that started towards the end of the second quarter continued in the third quarter, as Covid-19 restrictions eased in many countries. However, both Patient Handling and Vehicle Accessibility remained negatively affected by measures introduced on their respective markets to contain the spread of Covid-19. In reporting currencies, revenue decreased by -10.9%, affected by the inclusion of the divested operation Vehicle Accessibility Denmark in the comparative period.

The adjusted EBITA margin increased to 11.5% (6.5), positively impacted by higher margins for both Accessibility and Patient Handling, in combination with lower group-wide expenses. The increased margin was a result of a higher gross margin and reduced operating costs in relation to revenue. Gross margin increased by 1.9%, partly due to the inclusion of Vehicle Accessibility Denmark in the comparative period. In addition, direct personnel costs decreased, mainly due to the Lift Up Program, but also because of a small government grant (MEUR 0.1). The lower operating costs compared to the previous year were mainly due to cost cuts introduced under the Lift Up Program, but also because (i) Vehicle Accessibility Denmark

was included in the comparative year, (ii) lower costs associated with travel, meetings etc. as a result of Covid-19, and (iii) Covid-19-related government support of MEUR 0.2.

There was no exchange rate effect (translation effect) on adjusted EBITA in the quarter.

Net financial items decreased to MEUR -1.9 (1.1). Interest expenses amounted to MEUR -0.8 (-1.0), of which MEUR -0.1 related to the leasing liability. Exchange rate effects had a negative impact of MEUR -2.0 (2.2) on net financial items, and the release of a provision for a contingent consideration from a previous acquisition had a positive impact of MEUR 0.8. Profit before tax for continued operations was MEUR 2.4 (3.4).

Tax expense for the quarter amounted to MEUR -1.2 (-0.4). Profit for the period for continuing operations totaled MEUR 1.3 (3.0), corresponding to earnings per share of EUR 0.02 (0.05) before and after dilution.

Profit for the period amounted to MEUR 2.2 (3.9), corresponding to earnings per share of EUR 0.04 (0.07) before and after dilution. Realized losses from the divestment of Patient Handling Europe had a positive adjustment of MEUR 1.0 when the transaction was finalized in the quarter.

## January – September 2020

### Revenue and earnings

Revenue decreased by -20.3% in the first nine months, partly due to the divestment of Vehicle Accessibility Denmark. Revenue decreased organically by -12.4% mainly due to the negative effects of Covid-19, in the form of decreased demand and delays to individual projects, mainly in the second quarter 2020. For the nine-month period, all business units reported decreased organic revenue, of which Accessibility provided -9.4%, Patient Handling -21.6% and Vehicle Accessibility -14.0%.

The adjusted EBITA margin decreased to 6.4% (7.2) as a result of the sharp decrease in revenue due to Covid-19, mainly during Q2. Gross margin increased slightly to 41.4% (40.6), mainly driven by a change in the product mix resulting from the divestment of Vehicle Accessibility Denmark in December 2019. Operating costs were significantly down in absolute terms year-on-year, due to the long-term cost savings introduced in the Lift Up Program, short term measures introduced in March to offset the impact of Covid-19 and because Vehicle Accessibility Denmark has not been included in costs for 2020. Profit includes government grants of MEUR 1.9 relating to both direct and indirect personnel. Other specified items relate to costs associated with the Lift Up Program and the strategic review.

Exchange rate effects (translation effect) on adjusted EBITA were MEUR -0.2.

In the first quarter, Handicare recognized a goodwill impairment of MEUR 25 relating to the Patient Handling operations in North America. The impairment did not affect cash flow. After impairment, goodwill relating to Patient Handling in North America was MEUR 15.

Net financial items decreased to MEUR -2.3 (-1.2). Interest expenses amounted to MEUR -2.6 (-3.2), of which MEUR -0.5 related to the leasing liability. Exchange rate effects had a negative impact of MEUR -0.5 (2.4) on net financial items and the release of a provision for a contingent consideration from a previous acquisitions had a positive impact of MEUR 0.8. Profit before tax for continued operations was MEUR -32.3 (7.3).

Tax expense amounted to MEUR -3.4 (-1.3) in the period. Profit for the period for continuing operations totaled MEUR -35.8 (6.0), corresponding to earnings per share of EUR -0.61 (0.10) before and after dilution.

Profit for the period amounted to MEUR -47.0 (13.9), corresponding to earnings per share of EUR -0.80 (0.24) before and after dilution. Realized losses from the divestment of Patient Handling Europe benefitted from a positive adjustment of MEUR 1.0 in the quarter and the final total loss amounted to MEUR -13.0, including transaction costs.

### Cash flow and financial position

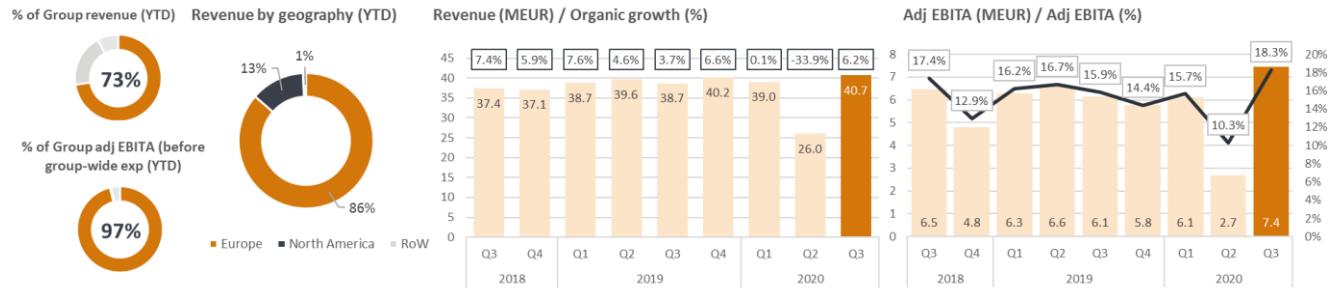
During the quarter, cash flow from operating activities amounted to MEUR 11.4 (10.8). Compared to the previous year, profit was lower although this is offset by lower capital tied up in working capital. Payments related to Other specified items amounted to MEUR -3.5 (-0.3), mainly due to the strategic review and the Lift Up Program. Net investments in tangible/intangible assets amounted to MEUR -1.3 (-1.2) in the quarter. These were distributed over fixed assets MEUR -0.9, capitalized development costs MEUR -0.3 and IT MEUR -0.2.

Consolidated cash and cash equivalents amounted to MEUR 55.5 (35.6) at the end of the period. Interest-bearing net debt (excluding lease liabilities pursuant to IFRS 16) totaled MEUR 19.2 (70.4) at the end of the period. The decrease in net debt on year-end of MEUR 43.3 was mainly due to the purchase price received from the sale of Patient Handling Europe and operating cash flow. Lease liabilities pursuant to IFRS 16 amounted to MEUR 16.6 at the end of the period and primarily comprised rental contracts for premises.

For the first nine months, cash flow from operating activities amounted to MEUR 20.2 (17.1). The year-on-year increase was primarily due to lower working capital. Payments related to Other specified items amounted to MEUR -5.9 (-1.6) due to the strategic review and the Lift Up Program. Net investments for the nine-month period amounted to MEUR -3.1 (-3.1). These were distributed over fixed assets MEUR -1.3, capitalized development costs MEUR -1.0 and IT MEUR -0.8.

## Accessibility

In Accessibility, Handicare offers curved and straight stairlifts primarily for the home setting.



Accessibility MEUR	July - September			January - September			LTM 2019/20	FY 2019
	2020	2019	Δ%	2020	2019	Δ%		
Revenue	40.7	38.7	5.2 %	105.8	117.1	-9.7 %	145.9	157.3
Acquisitions/divestments	-	-	-	-	-	-	-	-
Currency effects*	-0.4	-	-	-0.4	-	-	-1.3	-1.6
<b>Revenue, organic growth</b>	<b>40.7</b>	<b>38.4</b>	<b>6.2 %</b>	<b>105.8</b>	<b>116.7</b>	<b>-9.4 %</b>	<b>144.7</b>	<b>155.6</b>

\*adjusted for translation effects, not transaction effects

Accessibility MEUR	July - September			January - September			LTM 2019/20	FY 2019
	2020	2019	Δ%	2020	2019	Δ%		
Revenue	40.7	38.7	5.2 %	105.8	117.1	-9.7 %	145.9	157.3
Operating costs	-32.4	-31.6	n/a	-86.8	-95.1	n/a	-120.2	-128.5
<b>Adjusted EBITDA*</b>	<b>8.3</b>	<b>7.1</b>	<b>16.2 %</b>	<b>18.9</b>	<b>22.0</b>	<b>-14.0 %</b>	<b>25.7</b>	<b>28.8</b>
Depreciation of tangible fixed assets	-0.8	-1.0	n/a	-2.7	-3.0	n/a	-3.7	-4.0
<b>Adjusted EBITA*</b>	<b>7.4</b>	<b>6.1</b>	<b>21.1 %</b>	<b>16.2</b>	<b>19.0</b>	<b>-14.7 %</b>	<b>22.0</b>	<b>24.8</b>
Other specified items	-	-	n/a	-1.3	-	n/a	-1.3	-
<b>EBITA</b>	<b>7.4</b>	<b>6.1</b>	<b>21.1 %</b>	<b>14.9</b>	<b>19.0</b>	<b>-21.7 %</b>	<b>20.7</b>	<b>24.8</b>
<b>Key figures, %</b>								
<i>Adjusted EBITDA margin*</i>	20.3 %	18.4 %		17.9 %	18.8 %		17.6 %	18.3 %
<i>Adjusted EBITA margin*</i>	18.3 %	15.9 %		15.4 %	16.3 %		15.1 %	15.8 %
<i>EBITA margin*</i>	18.3 %	15.9 %		14.1 %	16.3 %		14.2 %	15.8 %

\* Alternative performance measures, refer to pages 21-23 for definitions and calculations.

### July – September 2020

After a weak second quarter, heavily impacted by Covid-19, Accessibility's revenue increased again in the third quarter. The organic increase was 6.2%, of which Europe 4.1% and North America 23.2%. We assess that the increase was mainly driven by a return to more normal levels when previously shut-down markets opened up again, but also due to some pent up demand following the low activity level in the second quarter. In Europe, countries such as Germany, France and Italy were returning positive growth, while countries like the UK were not back to historical growth levels due to the continuing Covid-19 restrictions.

The adjusted EBITA margin increased by 2.4 percentage points year-on-year, mainly as a result of lower operating expenses (excluding cost of goods sold) in relation to sales. Operating costs were also down in absolute terms, mainly as a result of the Lift Up Program, but also due to lower costs of travel, meetings etc. because of the pandemic. During the quarter, we received Covid-19 related government grants totaling MEUR 0.1.

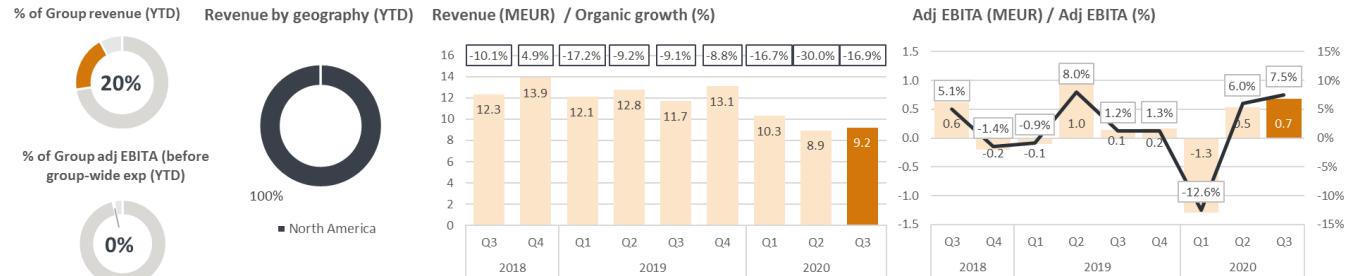
### January – September 2020

In the first nine months, revenue decreased by -9.7% year-on-year. Organically, the decrease was -9.4%, of which organic growth for Europe was a negative -10.7% while North America increased marginally, +0.5%. The decrease in the nine-month period related to the market impact of Covid-19 in its entirety, primarily during the second quarter.

The adjusted EBITDA margin decreased by -0.9 percentage points year-on-year, as a result of the sudden drop in revenue caused by Covid-19, which resulted in lower margins during the second quarter in year-on-year terms. Gross margin decreased slightly on the previous year as a result of increased shipping costs (related to Covid-19). Government grants received totaled MEUR 1.3 in the period.

# Patient Handling

In Patient Handling, Handicare offers a broad product offering for patient transfer and lifting products, primarily for the hospital setting.



Patient Handling MEUR	July - September			January - September			LTM 2019/20	FY 2019
	2020	2019	Δ%	2020	2019	Δ%		
Revenue	9.2	11.7	-21.5 %	28.4	36.6	-22.3 %	41.5	49.7
Acquisitions/divestments	-	-	-	-	-	-	-	-
Currency effects*	-0.6	-	-	-	-0.3	-	-0.8	-1.1
<b>Revenue, organic growth</b>	<b>9.2</b>	<b>11.1</b>	<b>-16.9 %</b>	<b>28.4</b>	<b>36.3</b>	<b>-21.6 %</b>	<b>40.7</b>	<b>48.6</b>

\*adjusted for translation effects, not transaction effects

Patient Handling MEUR	July - September			January - September			LTM 2019/20	FY 2019
	2020	2019	Δ%	2020	2019	Δ%		
Revenue	9.2	11.7	-21.5 %	28.4	36.6	-22.3 %	41.5	49.7
Operating costs	-8.1	-11.0	n/a	-26.9	-33.9	n/a	-39.3	-46.2
<b>Adjusted EBITDA*</b>	<b>1.1</b>	<b>0.7</b>	<b>54.4 %</b>	<b>1.5</b>	<b>2.7</b>	<b>-44.1 %</b>	<b>2.3</b>	<b>3.5</b>
Depreciation of tangible fixed assets	-0.4	-0.6	n/a	-1.6	-1.6	n/a	-2.2	-2.2
<b>Adjusted EBITA*</b>	<b>0.7</b>	<b>0.1</b>	<b>382.4 %</b>	<b>-0.1</b>	<b>1.1</b>	<b>n/a</b>	<b>0.1</b>	<b>1.2</b>
Other specified items	-	-	n/a	-3.9	-	n/a	-4.1	-0.1
<b>EBITA</b>	<b>0.7</b>	<b>0.1</b>	<b>382.4 %</b>	<b>-4.0</b>	<b>1.1</b>	<b>n/a</b>	<b>-4.0</b>	<b>1.1</b>
<b>Key figures %</b>								
Adjusted EBITDA margin*	11.8 %	6.0 %		5.3 %	7.4 %		5.5 %	7.0 %
Adjusted EBITA margin*	7.5 %	1.2 %		-0.3 %	2.9 %		0.2 %	2.5 %
EBITA margin*	7.5 %	1.2 %		-14.1 %	2.9 %		-9.5 %	2.2 %

\* Alternative performance measures, refer to pages 21-23 for definitions and calculations.

## July – September 2020

Patient Handling remained negatively affected by Covid-19 in the third quarter, mainly due to limited access to health care facilities and delayed installations of ceiling lifts. Organic revenue decreased by -16.9% with the largest decrease in the US Institutional and Canada Institutional segments respectively.

Despite the significant decrease in revenue, the adjusted EBITA margin was 7.5% (1.2) in the quarter, primarily driven by a reduced cost base due to the Lift Up Program, but also driven by general cost cuts in relation to travel and meetings, as a result of the pandemic. Government grants totaled MEUR 0.1 in the quarter, relating to furlough schemes.

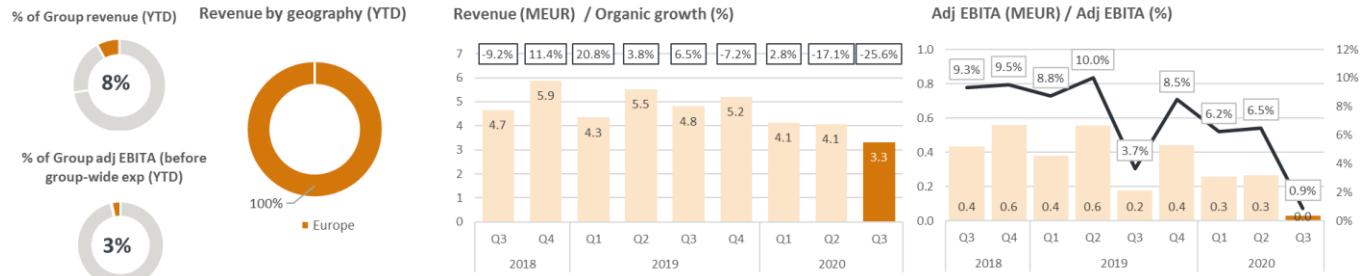
## January – September 2020

Revenue for the nine-month period decreased organically by -21.6% due to lower sales mainly in the institutional segments which both in the second and third quarter were affected by limited access to health care facilities and delayed installations of ceiling lifts as a result of the Covid-19 pandemic.

The adjusted EBITA margin was -0.3% (2.9) in the nine-month period, mainly due to an unfavorable product mix which led to a lower gross margin. Operating costs were lower both in absolute terms and in relation to revenue, mainly driven by the Lift Up Program. Other specified items mainly relate to the Lift Up Program. Government grants totaled MEUR 0.6 in the period, relating to furloughs.

## Vehicle Accessibility

Vehicle Accessibility mainly offers vehicle conversion products in Norway for individuals with special needs.



Vehicle Accessibility	July - September			January - September			LTM	FY
	2020	2019	Δ%	2020	2019	Δ%		
Revenue	3.3	4.8	-31.2 %	11.5	14.7	-21.7 %	16.7	19.9
Acquisitions/divestments	-	-	-	-	-	-	-	-
Currency effects*		-0.4	-		-1.3	-	-0.3	-1.7
<b>Revenue, organic growth</b>	<b>3.3</b>	<b>4.5</b>	<b>-25.6 %</b>	<b>11.5</b>	<b>13.4</b>	<b>-14.0 %</b>	<b>16.4</b>	<b>18.2</b>

\*adjusted for translations effects, not transaction effects

Vehicle Accessibility	July - September			January - September			LTM	FY
	2020	2019	Δ%	2020	2019	Δ%		
Revenue	3.3	4.8	-31.2 %	11.5	14.7	-21.7 %	16.7	19.9
Operating costs	-3.0	-4.4	n/a	-10.2	-12.8	n/a	-14.7	-17.3
<b>Adjusted EBITDA*</b>	<b>0.3</b>	<b>0.5</b>	<b>-41.1 %</b>	<b>1.3</b>	<b>1.9</b>	<b>-31.9 %</b>	<b>2.0</b>	<b>2.6</b>
Depreciation of tangible fixed assets	-0.2	-0.3	n/a	-0.7	-0.8	n/a	-1.0	-1.1
<b>Adjusted EBITA*</b>	<b>0.0</b>	<b>0.2</b>	<b>-83.5 %</b>	<b>0.6</b>	<b>1.1</b>	<b>-50.4 %</b>	<b>1.0</b>	<b>1.6</b>
Other specified items	-	-	-	-0.0	-	-	-0.0	-
<b>EBITA</b>	<b>0.0</b>	<b>0.2</b>	<b>-83.5 %</b>	<b>0.5</b>	<b>1.1</b>	<b>-52.9 %</b>	<b>1.0</b>	<b>1.6</b>

Key figures %	July - September		January - September		LTM		FY	
	2020	2019	2020	2019	2020	2019	2019/20	2019
<i>Adjusted EBITDA margin*</i>	8.2 %	9.6 %	11.2 %	12.9 %	12.0%	13.1%		
<i>Adjusted EBITA margin*</i>	0.9 %	3.7 %	4.8 %	7.6 %	5.9%	7.8%		
<i>EBITA margin*</i>	0.9 %	3.7 %	4.6 %	7.6 %	5.8%	7.8%		

\* Alternative performance measures, refer to pages 21-23 for definitions and calculations.

### July – September 2020

For Vehicle Accessibility, revenue decreased organically by -25.6% in the quarter, as measures to mitigate the spread of Covid-19 have led to reduced capacity in Norway's government institutions and also to delays to vehicle deliveries.

The adjusted EBITA margin decreased to 0.9% (3.7), driven by slightly higher operating costs (excluding costs of goods sold) in relation to revenue, although costs decreased significantly in absolute terms as a result of the Lift Up Program. Gross margin was up on the previous year, mainly due to a changed product mix.

### January – September 2020

Revenue for the nine-month period decreased by -21.7%. Revenue decreased organically by -14.0% as a result of lower revenue in the second and third quarter, mainly related to Covid-19, but also to fewer ambulance conversions compared to the previous year.

The adjusted EBITA margin decreased to 4.8% (7.6), driven by increased operating costs (excl. cost of goods sold) in relation to revenue, even if costs in absolute terms were lower, while gross margin was up slightly, mainly driven by favorable changes to the product mix. During the period, we received government grants totaling MEUR 0.1.

## Business Unit Other – Group-wide expenses and Vehicle Accessibility Denmark

Other MEUR	July - September		January - September		LTM	FY
	2020	2019	2020	2019	2019/20	2019
Personnel costs	-0.7	-1.2	-3.2	-3.8	-4.6	-5.2
IT costs	-0.9	-0.9	-2.8	-2.9	-3.7	-3.8
Other operating costs	-0.4	-0.4	-1.2	-1.4	-1.6	-1.8
Depreciation of tangible fixed assets	-0.1	-0.1	-0.2	-0.2	-0.2	-0.2
<b>Group-wide expenses</b>	<b>-2.0</b>	<b>-2.5</b>	<b>-7.4</b>	<b>-8.2</b>	<b>-10.1</b>	<b>-11.0</b>
Vehicle Acc. DK	-	-0.1	-	0.1	0.1	0.2
<b>Adjusted EBITA*</b>	<b>-2.0</b>	<b>-2.6</b>	<b>-7.4</b>	<b>-8.1</b>	<b>-10.0</b>	<b>-10.8</b>
Other specified items	-	-	-4.2	-	-14.6	-10.4
<b>EBITA</b>	<b>-2.0</b>	<b>-2.6</b>	<b>-11.6</b>	<b>-8.1</b>	<b>-24.6</b>	<b>-21.2</b>

In addition to group-wide expenses, the Other business unit also includes Vehicle Accessibility Denmark (divested in December 2019) in order to increase transparency for other business units. Group-wide expenses comprise personnel expenses for centralized functions such as Finance and IT, but also a majority of the Group's total IT expenses due to the centralized nature of the IT function.

Group-wide expenses, excluding Vehicle Accessibility Denmark, totaled MEUR -2.0 (-2.5). The lower costs in the quarter year-on-year were primarily due to reduced personnel costs, which was a result of the Lift Up Program. No government grants were received for group-wide expenses.

Revenue for Vehicle Accessibility Denmark was MEUR 4.5 with EBITA of MEUR 0.1 in the third quarter 2019.

There were no Other specified items reported in the quarter. For the nine-month period, the item was mainly attributable to the Lift Up Program, but also to the strategic review.

### Employees

At the end of the period, the number of full-time equivalents was 886 (1,125). The average number of full-time equivalents was 874 (1,113) for the quarter. In connection with the divestment of Vehicle Accessibility Denmark in December 2019, the number of full-time equivalents decreased by 54, and in connection with the divestment of Patient Handling Europe in May 2020, the number of full-time equivalents decreased by 87.

### Parent Company

Revenue for the nine months period amounted to MEUR 6.4 (7.8). Profit before tax was MEUR -2.3 (3.2) and profit for the period was MEUR -2.8 (3.2).

### Seasonal variations

The Group's revenue is subject to limited impact from seasonal variations. Normally, revenue generation is relatively evenly distributed between the first and second half of the year.

### Risks and uncertainties

Handicare is a global Group represented in some 40 countries and, as such, is exposed to a number of business and financial risks. Risk management is therefore an important process for Handicare in order to achieve its set goals. Effective risk management is a natural part of the ongoing monitoring and forward-looking assessment of the Group's operations. Covid-19 is an uncertainty factor that affects the short-term demand. We monitor the situation closely and work actively with employees, customers and other business partners to mitigate the effects as far as possible. Handicare's long-term risk exposure is not expected to deviate from the natural exposure associated with Handicare's ongoing business activities. For a more in-depth risk analysis, refer to Handicare's 2019 Annual Report.

### Disputes

Handicare Stairlifts B.V. is currently involved in a legal process with one of the Group's suppliers, Eriks B.V., with regard to a product recall concerning the accumulator supplied by Eriks B.V. to Handicare. The negotiations with the counterparty could not be concluded in the quarter and will continue in 2020.

### Shares

The number of shares at the end of the period amounted to 58 939 000. No change versus last year. In accordance with the decision of the May 2020 Annual General Meeting, an incentive program was introduced in which a maximum of 1,198,370 warrants can be issued. Due to Covid-19, these warrants have not been transferred to participants (see below). In accordance with the decision of the May 2019 Annual General Meeting, an incentive program was introduced in which a maximum

of 1,211,804 warrants can be issued. Of these, 385,422 warrants remains and in the event of maximum utilization of these, the dilution effect will correspond to approximately 0.7% of the share capital and the number of votes. In accordance with the decision of the October 2017 Annual General Meeting, an incentive program was introduced in which a maximum of 556,416 warrants can be issued. Of these, 278,208 warrants remains and in the event of maximum utilization of the program, the dilution effect will correspond to approximately 0.5% of the share capital and votes.

## Significant events during the reporting period

### ***Covid-19: effects and financial impacts***

Covid-19 continues to impact the world negatively. After a weak second quarter, Accessibility recovered when previously shut-down markets opened up again, while the two smaller business units Patient Handling and Vehicle Accessibility remained negatively affected in the third quarter as a result of measures aimed at mitigating the spread of Covid-19. Due to the extraordinary situation caused by Covid-19, Handicare has received government grants on several markets during the year, mainly relating to personnel. In the third quarter 2020, government grants totaling MEUR 0.3 were recognized in the Income Statement. In the period January-September, government grants of MEUR 1.9 were received.

### ***Changes to Group Management***

Francois Roblin left Handicare and his role as Vice President Product Development and Procurement on 29 September 2020.

Randi Binstock took up the position as President of Patient Handling North America on 1 July 2020.

### ***Long-term incentive program***

Due to Covid-19 and the ensuing market turbulence, Handicare decided not to complete the implementation of the long-term incentive program authorized by the AGM 2020. Warrants issued to Handicare Group AB have not been transferred to selected senior executives in the Group.

## Significant events after the end of the period

### ***Changes to Group Management***

Henrik Teiwik was appointed new CEO and President of Handicare Group AB as of 1 January 2021. After having handed over responsibility to Henrik Teiwik, Johan Ek, acting President and CEO of Handicare since April 2020, will remain in his current role as Board member of Handicare.

### ***Publishing of preliminary earnings***

On 13 October 2020, Handicare announced preliminary earnings for the third quarter as the company expected to return higher profit than market expectations.

### ***Reinstated dividend and Extraordinary General Meeting***

Considering the prevailing conditions around the world and the uncertainty regarding the future economic effects of Covid-19, the Board decided in April to withdraw its previously communicated proposal to the Annual General Meeting 2020 of 0.07 EUR dividend per share. At the time, the Board stated that the ambition was to convene an Extraordinary General Meeting in the second half of 2020 when the effects of the ongoing pandemic could be better understood.

The Board has now evaluated Handicare's progress, including the company's financial performance and the general market outlook, and made the conclusion that Handicare's financial position and liquidity remain strong. Accordingly, the Board has decided to reinstate the previously withdrawn dividend of EUR 0.07 per share for the financial year 2019, and to convene an Extraordinary General Meeting on 7 December 2020. The EGM will be held in the form of an advance voting (postal voting), in accordance with temporary legislation approved by the Swedish parliament. The company has not utilized the government furlough scheme in Sweden.

## Condensed consolidated income statement

Group MEUR	July - September		January - September		FY 2019
	2020	2019	2020	2019	
Revenue	53.2	59.7	145.7	182.9	244.9
Cost of material	-23.5	-27.2	-64.7	-83.7	-112.7
Employee benefits expenses	-13.2	-16.4	-40.0	-48.8	-65.3
Other operating costs	-8.9	-10.2	-26.5	-31.2	-41.8
Depreciation and amortization	-3.3	-3.6	-35.1	-10.8	-14.2
Other specified items*	-	-	-9.5	-	-10.5
<b>Operating profit/loss (EBIT)</b>	<b>4.4</b>	<b>2.3</b>	<b>-30.1</b>	<b>8.5</b>	<b>0.3</b>
Financial items, net	-1.9	1.1	-2.3	-1.2	-2.0
<b>Profit/loss before tax</b>	<b>2.4</b>	<b>3.4</b>	<b>-32.3</b>	<b>7.3</b>	<b>-1.7</b>
Tax	-1.2	-0.4	-3.4	-1.3	-4.9
<b>Profit/loss after tax from continuing operations</b>	<b>1.3</b>	<b>3.0</b>	<b>-35.8</b>	<b>6.0</b>	<b>-6.6</b>
Profit after tax from discontinued operations**	1.0	0.9	-11.2	7.9	8.9
<b>Net profit/loss for the period</b>	<b>2.2</b>	<b>3.9</b>	<b>-47.0</b>	<b>13.9</b>	<b>2.3</b>
Earnings per share (EUR) before and after dilution (continuing operations)	0.02	0.05	-0.61	0.10	-0.11
Earnings per share (EUR) before and after dilution (including discontinued operations)	0.04	0.07	-0.80	0.24	0.04
Average number of shares before and after dilution (000's)	58 939	58 939	58 939	58 939	58 939

\* See Note 5

\*\* Puls and Patient Handling Europe are reported as discontinued operations during 2019 and 2020. See Note 4.

## Condensed consolidated statement of comprehensive income

Group MEUR	July - September		January - September		FY 2019
	2020	2019	2020	2019	
Net profit for the period, continuing operations	1.3	3.0	-35.8	6.0	-6.6
Net profit for the period, discontinued operations	1.0	0.9	-11.2	7.9	8.9
<b>Net profit for the period</b>	<b>2.2</b>	<b>3.9</b>	<b>-47.0</b>	<b>13.9</b>	<b>2.3</b>
<b>Other comprehensive income for the period</b>					
Gains/losses pertaining to defined benefit pension plans (can not be reversed)	-	-	-	-	-0.4
Translation differences (can be reversed)	0.2	0.1	-9.0	3.5	4.3
Net investment hedges (can be reversed)	0.5	0.4	6.6	-1.9	-2.0
Income tax attributable to components in other comprehensive income (can be reversed)	-0.1	-0.1	-1.5	0.5	0.6
<b>Sum continuing operations</b>	<b>0.5</b>	<b>0.4</b>	<b>-3.9</b>	<b>2.1</b>	<b>2.5</b>
Sum discontinued operations	-	-0.1	1.3	-0.4	0.0
<b>Other comprehensive income for the period, net of tax</b>	<b>0.5</b>	<b>0.3</b>	<b>-2.6</b>	<b>1.7</b>	<b>2.6</b>
Total comprehensive income for the period, continuing operations	1.8	3.5	-39.7	8.0	-4.1
Total comprehensive income for the period, discontinued operations	1.0	0.8	-9.9	7.5	9.0
<b>Total comprehensive income for the period</b>	<b>2.7</b>	<b>4.2</b>	<b>-49.5</b>	<b>15.6</b>	<b>4.9</b>
Comprehensive income attributable to Parent company's shareholders	2.7	4.2	-49.5	15.6	4.9
Comprehensive income attributable to non-controlling interests	-	-	-	-	-

## Condensed consolidated balance sheet

Group*	30 Sep 2020	30 Sep 2019	31 Dec 2019
MEUR			
Goodwill	100.6	165.9	159.3
Other intangible assets	37.3	46.7	46.3
Property, plant and equipment	5.2	8.1	7.9
Right-of-use assets	15.3	26.6	22.5
Deferred tax assets	1.4	7.2	3.2
Other non-current assets	0.1	0.1	0.1
<b>Total non-current assets</b>	<b>159.9</b>	<b>254.6</b>	<b>239.2</b>
Inventory	23.1	33.0	27.7
Accounts receivable	28.6	41.5	40.4
Tax receivables	0.1	0.2	0.3
Other current assets	2.5	3.1	2.8
Cash and cash equivalents	55.5	35.6	33.8
<b>Total current assets</b>	<b>109.7</b>	<b>113.5</b>	<b>105.0</b>
<b>Total assets</b>	<b>269.6</b>	<b>368.1</b>	<b>344.2</b>
<b>Total equity</b>	<b>123.9</b>	<b>184.1</b>	<b>173.4</b>
Provisions for pensions	0.5	0.2	0.6
Deferred tax liabilities	5.2	7.9	6.0
Advance payments	2.4	2.4	2.4
Other liabilities	1.0	0.3	0.8
Lease liabilities	13.0	21.7	18.2
Interest-bearing loans	73.6	105.0	95.1
<b>Total long-term liabilities</b>	<b>95.7</b>	<b>137.5</b>	<b>123.1</b>
Interest-bearing loans	-	0.0	-
Lease liabilities	3.6	4.9	4.4
Accounts payable	21.4	24.5	23.1
Other current liabilities and provisions	24.9	17.0	20.2
<b>Total current liabilities</b>	<b>49.9</b>	<b>46.5</b>	<b>47.7</b>
<b>Total shareholders' equity and liabilities</b>	<b>269.6</b>	<b>368.1</b>	<b>344.2</b>

\* Note that the Balance sheets for 2019 are not adjusted for the divestment of Patient Handling Europe.

## Condensed consolidated cash flow statement

Group MEUR	July - September		January - September		FY 2019
	2020	2019	2020	2019	
Profit/loss before tax from continuing operations	2.4	3.4	-32.3	7.3	-1.7
Profit/loss before tax discontinued operations	1.0	0.9	-10.9	7.9	8.9
Depreciation, amortization and impairment	3.3	3.8	36.7	11.5	15.2
Capital gain/loss	-1.0	-	13.0	-4.3	5.0
Reversal of interest expense/ income	0.7	1.1	2.4	3.2	4.2
Other non-cash items	-1.5	-0.6	3.3	-0.1	-0.4
Taxes paid	-0.1	-0.3	-0.4	-0.6	-0.3
<b>Cash flow before changes in working capital</b>	<b>4.8</b>	<b>8.3</b>	<b>11.8</b>	<b>25.0</b>	<b>30.9</b>
Inventory	-1.0	0.3	0.0	-0.1	0.5
Accounts receivable	-3.0	1.3	6.3	1.3	-0.2
Accounts payable	8.7	0.9	1.0	-5.4	-4.4
Other current receivables/liabilities	2.0	0.0	1.1	-3.6	-1.7
<b>Cash flow from operating activities</b>	<b>11.4</b>	<b>10.8</b>	<b>20.2</b>	<b>17.1</b>	<b>25.1</b>
Acquired / divested operations	-0.3	-	26.0	8.0	11.9
Acquired / divested tangible/intangible assets	-1.3	-1.2	-3.1	-3.1	-5.0
<b>Cash flow from investing activities</b>	<b>-1.6</b>	<b>-1.2</b>	<b>22.9</b>	<b>4.9</b>	<b>6.9</b>
Changes in interest-bearing loans	-7.7	-	-14.9	-	-10.0
Changes in lease liabilities	-1.2	-1.5	-3.8	-4.4	-5.9
Interest, net	-0.5	-0.8	-1.8	-2.3	-3.0
Dividend paid/capital contribution	-	-	-	-2.7	-2.7
<b>Cash flow from financing activities</b>	<b>-9.4</b>	<b>-2.3</b>	<b>-20.5</b>	<b>-9.5</b>	<b>-21.7</b>
<b>Cash flow for the period</b>	<b>0.4</b>	<b>7.4</b>	<b>22.6</b>	<b>12.5</b>	<b>10.3</b>
Cash and cash equivalents at the beginning of the period	54.6	29.1	33.8	23.6	23.6
Cash flow for the period	0.4	7.4	22.6	12.5	10.3
Translation differences	0.4	-0.9	-0.9	-0.5	-0.1
<b>Cash and cash equivalents at end of the period</b>	<b>55.5</b>	<b>35.6</b>	<b>55.5</b>	<b>35.6</b>	<b>33.8</b>

\* Note that the Cash flow statements have not been adjusted for the divestments of Patient Handling Europe or Puls.

## Condensed consolidated statement of changes in shareholders' equity

Group MEUR	Attributable to equity holders of the Parent company		Non-controlling interest	Total equity
<b>Opening balance January 1, 2019</b>	<b>171.3</b>	-	-	<b>171.3</b>
Capital injection from shareholders	0.2	-	-	0.2
Dividend	-2.9	-	-	-2.9
Profit for the year	13.9	-	-	13.9
Other comprehensive income	1.7	-	-	1.7
<b>Closing balance September 30, 2019</b>	<b>184.1</b>	-	-	<b>184.1</b>
<b>Opening balance January 1, 2020</b>	<b>173.4</b>	-	-	<b>173.4</b>
Profit for the year	-47.0	-	-	-47.0
Other comprehensive income	-2.6	-	-	-2.6
<b>Closing balance September 30, 2020</b>	<b>123.9</b>	-	-	<b>123.9</b>

## Condensed Parent Company income statement

Parent Company MEUR	July - September		January - September		FY 2019
	2020	2019	2020	2019	
Revenue	1.9	2.6	6.4	7.8	10.6
Employee benefits expenses	-0.8	-1.1	-3.3	-3.5	-4.9
Other operating costs	1.9	-0.5	-5.1	-1.4	-7.4
Depreciation and amortization	-0.0	-0.0	-0.1	-0.1	-0.1
<b>Operating profit/loss (EBIT)</b>	<b>3.0</b>	<b>1.0</b>	<b>-2.1</b>	<b>2.7</b>	<b>-1.8</b>
Financial items, net	-0.1	0.2	-0.3	0.4	30.4
<b>Profit/loss before tax</b>	<b>2.9</b>	<b>1.3</b>	<b>-2.3</b>	<b>3.2</b>	<b>28.5</b>
Appropriations	-	-	-	-	-
Tax	-	-	-0.5	-	-
<b>Net profit/loss for the period</b>	<b>2.9</b>	<b>1.3</b>	<b>-2.8</b>	<b>3.2</b>	<b>28.5</b>

## Condensed Parent Company balance sheet

Parent Company MEUR	30 Sep 2020	30 Sep 2019	31 Dec 2019
Intangible assets	0.2	0.3	0.3
Shares in Group companies	272.1	272.1	272.1
Tangible fixed assets	0.0	0.1	0.1
Long-term receivables	0.1	0.8	0.8
<b>Total non-current assets</b>	<b>272.5</b>	<b>273.3</b>	<b>273.2</b>
Receivables from Group companies	2.4	0.1	0.1
Other receivables	0.6	0.3	0.3
Cash and cash equivalents	2.2	-	19.0
<b>Total current assets</b>	<b>5.2</b>	<b>0.4</b>	<b>19.4</b>
<b>Total assets</b>	<b>277.6</b>	<b>273.6</b>	<b>292.7</b>
<b>Shareholders' equity</b>	<b>273.6</b>	<b>251.0</b>	<b>276.4</b>
Liabilities from Group companies	0.1	21.6	15.0
Accounts payable	0.2	0.2	0.1
Other liabilities	0.9	0.2	0.2
Accrued expenses and deferred income	2.9	0.6	0.9
<b>Total current liabilities</b>	<b>4.1</b>	<b>22.6</b>	<b>16.3</b>
<b>Total shareholders' equity and liabilities</b>	<b>277.6</b>	<b>273.6</b>	<b>292.7</b>

## Notes

### Note 1 – Accounting policies

The Interim Report for the Group has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. The Interim Report for the Parent Company has been prepared in accordance with the Swedish Annual Accounts Act and RFR 2. The application of the accounting policies is consistent with those contained in the 2019 Annual Report and are to be reviewed alongside said policies. No new interpretations, standards or revised standards have come into effect that could be assessed to have a material impact on the Group. In addition to the financial measures prepared in accordance with IFRS, Handicare presents non-IFRS financial measures, such as Gross profit, EBITA, EBITA before Other specified items and Net debt. These alternative performance measures are considered key earnings and performance indicators for investors and other users of the Interim Report. The alternative performance measures are a complement to, but not a replacement for, the financial information prepared in accordance with IFRS. Definitions and reconciliations of the alternative performance measures are presented on pages 21-23.

Since 1 January 2019, the Group applies the standard IFRS 16 Leases. In 2019, segment reporting of leases was presented in accordance with the earlier standard IAS 17 Leases. From 1 January 2020, segments report leases according to IFRS 16, as segments have transitioned to reporting leases in accordance with the new standard in their internal reporting to management. The comparative year 2019 has been restated to reflect this. As a result of the revised accounting principle applied to segment reporting, alternative performance measures have been adjusted to include IFRS 16 (with the exception of Net debt/Adjusted EBITDA which excludes IFRS 16).

**IAS 20 Accounting for Government Grants and Disclosure of Government Assistance.** Due to the extraordinary situation caused by Covid-19, Handicare has received government grants on several markets, relating to personnel. These grants have been reported as a cost reduction under the items the grants relate to. The grants are recognized in the Income Statement and Balance Sheet when it can be ascertained with reasonable certainty that the grants will be received, and any conditions applying to the grants have been met. In the second and third quarter 2020, government grants totaling MEUR 1.9 were recognized in the Income Statement.

As from 1 January 2020 the Accessibility segment has been divided into two separate business units: Accessibility (which includes the Stairlifts business) and Vehicle Accessibility. This was a result of a strategic review, where management reviewed the internal reporting structure. Patient Handling was not affected. The aim was to increase the transparency between different parts of operations and more accurately reflect the current business structure. The comparative years have been restated to reflect this. In order to facilitate comparability between years, Vehicle Accessibility Denmark, which was divested in 2019, has been reported with Group-wide functions in the Other business unit.

Accessibility is a provider of curved and straight Stairlifts. Vehicle Accessibility offers a range of vehicle conversion products in Norway for individuals with special needs. Patient Handling offers a broad product offering for patient transfer and lifting products, primarily for the hospital setting.

At present, there are no other interpretations or standards that have not yet come into effect expected to have a material impact on the Group's financial reporting.

## Note 2 – Segment overview

Group MEUR	July - September		January - September		LTM 2019/20	FY 2019
	2020	2019	2020	2019		
Accessibility	40.7	38.7	105.8	117.1	145.9	157.3
Patient Handling	9.2	11.7	28.4	36.6	41.5	49.7
Vehicle Accessibility	3.3	4.8	11.5	14.7	16.7	19.9
Other	0.0	4.5	0.0	14.6	3.5	18.0
<b>Revenue - Group</b>	<b>53.2</b>	<b>59.7</b>	<b>145.7</b>	<b>182.9</b>	<b>207.6</b>	<b>244.9</b>
Group MEUR	July - September		January - September		LTM 2019/20	FY 2019
	2020	2019	2020	2019		
Accessibility	7.4	6.1	16.2	19.0	22.0	24.8
Patient Handling	0.7	0.1	-0.1	1.1	0.1	1.2
Vehicle Accessibility	0.0	0.2	0.6	1.1	1.0	1.6
Other	-2.0	-2.6	-7.4	-8.1	-10.0	-10.8
<b>Adj EBITA - Group</b>	<b>6.1</b>	<b>3.9</b>	<b>9.3</b>	<b>13.1</b>	<b>13.1</b>	<b>16.8</b>
Group MEUR	July - September		January - September		LTM 2019/20	FY 2019
	2020	2019	2020	2019		
Adj EBITA - Group	6.1	3.9	9.3	13.1	13.1	16.8
Other specified items	-	-	-9.5	-	-20.0	-10.5
Amortization and write-down of intangible assets	-1.8	-1.5	-29.9	-4.6	-31.3	-6.0
Financial items, net	-1.9	1.1	-2.3	-1.2	-3.1	-2.0
<b>EBT - Group</b>	<b>2.4</b>	<b>3.4</b>	<b>-32.3</b>	<b>7.3</b>	<b>-41.3</b>	<b>-1.7</b>

Assets and liabilities are not allocated to the various segments and management does not monitor operations on this basis, which is why this has not been included in the segment overview.

The former segment Puls and the entity Patient Handling Europe which previously was part of Patient Handling, are reported as discontinued operations in 2019 and 2020 and have not been included in segment reporting, for more information see Note 4.

## Note 3 - Acquisitions and divestments

### Acquisitions

Handicare did not complete any acquisitions in 2019 or 2020.

### Divestments

Vehicle Accessibility Denmark: On December 16, 2019 the shares in Handicare Auto A/S were divested to Auto Solutions ApS. In 2019, revenue from Handicare Auto A/S totaled MEUR 18.0 and EBITA was MEUR 0.1. Handicare Auto A/S is included in continuing operations in the period prior to the divestment. The purchase consideration for Vehicle Accessibility was MDKK 25 (MEUR 3.3) on a cash and debt-free basis, and resulted in a realized loss of MEUR 9.3. The capital loss has been reported under other specified items (for more information see Note 5).

For more details on the divested businesses Puls and Patient Handling Europe, see note 4.

## Note 4 – Discontinued operations

A discontinued operation is a component of an entity that represents either a separate major line of business or a geographical area of operations.

### Puls

As of 22 May 2019, Puls AS was sold to MediQ International BV. Puls AS and its subsidiaries represented the Puls strategic business unit in Handicare's segment reporting. As a result of the sale, Puls is reported as a discontinued operation. Profit after tax from discontinued operations is reported on a separate row in the income statement in the period and the comparative period. The presentation of the statement of financial position for the current and preceding year is not changed in a corresponding manner.

The total consideration for Puls amounted to MEUR 10.9 (MNOK 106). The pre-tax capital gain amounted to MEUR 4.3 and is included in result from sale of discontinued operations below.

Discontinued operations Puls MEUR	July - September		January - September		FY 2019
	2020	2019	2020	2019	
Revenue	-	-	-	6.2	6.2
Cost of material	-	-	-	-4.3	-4.3
Employee benefits expenses	-	-	-	-1.1	-1.1
Other operating cost	-	-	-	-0.5	-0.5
Depreciation and amortization	-	-	-	-0.0	-0.0
<b>Operating profit/loss (EBIT)</b>	-	-	-	<b>0.3</b>	<b>0.3</b>
Result from sale of discontinued operations	-	-	-	4.3	4.3
<b>Profit/loss before tax</b>	-	-	-	<b>4.6</b>	<b>4.6</b>
Tax	-	-	-	-	-
<b>Profit after tax from discontinued operations</b>	-	-	-	<b>4.6</b>	<b>4.6</b>
Cashflow from operating activities	-	-	-	-0.1	-0.1
Cashflow from investing activities	-	-	-	8.1	8.1
<b>Cash and cash equivalents generated from discontinued operations</b>	-	-	-	<b>8.0</b>	<b>8.0</b>

#### Patient Handling Europe

On May 4, 2020 Patient Handling Europe, including all Patient Handling operations outside North America, was divested to Direct Healthcare Group. Patient Handling Europe and its subsidiaries have represented a substantial part of the Patient Handling business unit in Handicare's segment reporting. As a result of the sale, Patient Handling Europe has been recognized as divested operations. Profit after tax from discontinued operations has been recognized on a separate line in the Income Statement for the period, and the comparative period. The presentation of the Statement of Financial Position for the current and preceding year has not been changed in a corresponding manner.

The purchase price for Patient Handling Europe amounted to MEUR 29.7, on a cash and debt-free basis ("Enterprise value"). Capital loss before tax, including transaction costs, was adjusted with MEUR 1.0 during the third quarter in connection with the finalization of the divestment and the final loss amounted to MEUR -13.0, and have been included in result from sales of discontinued operations below.

Discontinued operations Patient Handling Europe MEUR	July - September		January - September		FY 2019
	2020	2019	2020	2019	
Revenue	-	5.9	10.1	19.2	26.1
Cost of material	-	-2.7	-4.3	-8.3	-11.4
Employee benefits expenses	-	-1.4	-2.3	-4.5	-6.2
Other operating cost	-	-0.7	-1.1	-2.5	-3.3
Depreciation and amortization	-	-0.2	-0.3	-0.7	-0.9
<b>Operating profit/loss (EBIT)</b>	-	<b>0.9</b>	<b>2.0</b>	<b>3.2</b>	<b>4.3</b>
Result from sale of discontinued operations	1.0	-	-13.0	-	-
Financial items, net	-	0.0	0.0	0.1	0.0
<b>Profit/loss before tax</b>	<b>1.0</b>	<b>0.9</b>	<b>-10.9</b>	<b>3.3</b>	<b>4.4</b>
Tax	-	0.0	-0.3	0.0	0.0
<b>Profit after tax from discontinued operations</b>	<b>1.0</b>	<b>0.9</b>	<b>-11.2</b>	<b>3.3</b>	<b>4.4</b>
Cashflow from operating activities	-	0.5	2.6	2.2	4.0
Cashflow from investing activities	-0.3	-0.0	26.0	-0.1	-0.2
Cash flow from financing activities	-	-0.0	-0.1	-0.1	-0.3
<b>Cash and cash equivalents generated from discontinued operations</b>	<b>-0.3</b>	<b>0.5</b>	<b>28.5</b>	<b>2.0</b>	<b>3.6</b>

## Note 5 – Other specified items

In the third quarter 2020, Handicare had no Other specified items. In the nine-month period, the Group's costs were derived from (i) the Lift Up Program, relating to restructuring costs associated with personnel and premises, advisory costs, costs for a customer settlement and product rationalization expenses, (ii) the strategic review and (iii) goodwill impairment relating to the North American Patient Handling operations.

For the full year 2019, other specified items mainly related to realized losses in connection with the divestment of Vehicle Accessibility Denmark.

Group MEUR	July - September		January - September		FY 2019
	2020	2019	2020	2019	
Restructuring costs	-	-	-7.3	-	-0.1
Strategic review	-	-	-0.9	-	-1.1
Capital loss	-	-	-	-	-9.3
<b>Other specified items - EBITDA</b>	<b>-</b>	<b>-</b>	<b>-8.2</b>	<b>-</b>	<b>-10.5</b>
Write-down premises	-	-	-1.3	-	-
<b>Other specified items - EBITA</b>	<b>-</b>	<b>-</b>	<b>-9.5</b>	<b>-</b>	<b>-10.5</b>
Impairment goodwill PH NA	-	-	-25.0	-	-
<b>Other specified items - EBIT</b>	<b>-</b>	<b>-</b>	<b>-34.5</b>	<b>-</b>	<b>-10.5</b>

## Note 6 – Net debt

Group MEUR	30 Sep 2020	30 Sep 2019	31 Dec 2019
Interest-bearing long-term loans	74.0	102.1	92.9
Lease liabilities IFRS 16	16.6	26.6	22.6
Other interest-bearing debt	0.6	3.9	3.4
Deduct: cash and cash equivalents	-55.5	-35.6	-33.8
Deduct: IFRS 16 impact	-16.6	-26.6	-22.6
<b>Interest-bearing net debt</b>	<b>19.2</b>	<b>70.4</b>	<b>62.5</b>

Stockholm, November 5, 2020  
Handicare Group AB (publ)

Johan Ek  
President and CEO

## Auditors' review report

To the Board of Directors of Handicare Group AB (publ), corporate identity number 556982-7115

### Introduction

We have reviewed the condensed interim report for Handicare Group AB (publ) as at 30 September 2020 and for the nine months period then ended. The Board of Directors and the President and CEO are responsible for the preparation and presentation of this interim report in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

### Scope of review

We conducted our review in accordance with the International Standard on Review Engagements, ISRE 2410 *Review of Interim Financial Statements Performed by the Independent Auditor of the Entity*. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and other generally accepted auditing standards in Sweden.

The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, in accordance with IAS 34 and the Swedish Annual Accounts Act regarding the Group, and in accordance with the Swedish Annual Accounts Act regarding the Parent Company.

Stockholm, November 5, 2020

Ernst & Young AB

Stefan Andersson-Berglund  
Authorised Public Accountant

### **Telephone conference**

A telephone conference, hosted by Johan Ek, President and CEO, and Pernilla Lindén, CFO, will be held at 09.00 a.m. CET on 5 November 2020. To participate, please register in advance using the following link: <http://emea.directeventreg.com/registration/5133785>

A presentation will be available at [www.handicaregroup.com/investors](http://www.handicaregroup.com/investors).

### **Dates for financial reports and Annual General Meeting:**

Year-end report 2020 12 February 2021

Interim report January - March 2021 28 April 2021

The Annual General Meeting for 2020 will be held in Stockholm 6 May 2021

### **For more information, contact:**

Pernilla Lindén, CFO & IR, Tel +46 708 775 832

*This information is information that Handicare Group AB (publ) is required to disclose pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact person set out above, at 8:00 a.m. CET on 5 November 2020.*

### **Forward-looking statements**

To the extent this report contains forward-looking statements, these statements are based on the current expectations of Handicare's Group management. Although management considers the expectations expressed in such forward-looking statements to be reasonable, there is no guarantee that these expectations will prove correct. Accordingly, actual future outcomes may differ significantly from those expressed in the forward-looking statements due to such factors as changed economic, market and competitive conditions, changes in regulatory requirements and other policy measures, and fluctuations in exchange rates.

### **About Handicare**

Handicare offers solutions to increase the independence of disabled or elderly people, and to facilitate for their care providers and family. The offering encompasses a comprehensive range of curved and straight stairlifts, transfer, lifting and repositioning aids and vehicle adaptations. Handicare is a global company with sales in some 40 countries and is one of the market leaders in this field. The head office is in Stockholm, Sweden and manufacturing and assembly is located at four sites distributed across North America, Asia and Europe. In the twelve-month period to September 2020, revenue amounted to MEUR 208 and the adjusted EBITA margin was 6.3%. Employees amounted to approximately 900 and the share is listed on Nasdaq Stockholm. For more information, [www.handicaregroup.com](http://www.handicaregroup.com).

## Quarterly data

Group MEUR	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
Revenue	58.9	62.2	60.3	62.9	59.7	61.9	53.5	39.0	53.2
Cost of goods sold	-33.4	-39.7	-36.0	-37.0	-35.6	-37.5	-31.3	-23.4	-30.8
<b>Gross profit*</b>	<b>25.6</b>	<b>22.5</b>	<b>24.3</b>	<b>25.9</b>	<b>24.1</b>	<b>24.4</b>	<b>22.2</b>	<b>15.6</b>	<b>22.5</b>
Operating costs**	-19.8	-20.0	-18.4	-18.5	-18.1	-18.6	-18.0	-12.9	-14.8
<b>Adjusted EBITDA*</b>	<b>5.8</b>	<b>2.6</b>	<b>5.9</b>	<b>7.4</b>	<b>6.0</b>	<b>5.8</b>	<b>4.2</b>	<b>2.7</b>	<b>7.7</b>
Depreciation of tangible fixed assets**	-0.9	-0.9	-2.1	-2.1	-2.1	-2.1	-1.9	-1.8	-1.5
<b>Adjusted EBITA*</b>	<b>4.9</b>	<b>1.7</b>	<b>3.9</b>	<b>5.3</b>	<b>3.9</b>	<b>3.7</b>	<b>2.3</b>	<b>0.9</b>	<b>6.1</b>
Other specified items	-	-1.0	-	-	-	-10.5	-1.5	-8.0	-
<b>EBITA</b>	<b>4.9</b>	<b>0.7</b>	<b>3.9</b>	<b>5.3</b>	<b>3.9</b>	<b>-6.8</b>	<b>0.8</b>	<b>-7.1</b>	<b>6.1</b>
<b>Adjusted EBITDA (excl IFRS 16)</b>	<b>5.8</b>	<b>2.6</b>	<b>4.6</b>	<b>6.0</b>	<b>4.6</b>	<b>4.4</b>	<b>2.9</b>	<b>1.5</b>	<b>6.5</b>
<b>Key figures, %</b>									
<i>Gross margin*</i>	43.4 %	36.2 %	40.3 %	41.2 %	40.3 %	39.4 %	41.5 %	40.1 %	42.2 %
<i>Adjusted EBITDA margin*</i>	9.8 %	4.1 %	9.8 %	11.8 %	10.0 %	9.4 %	7.8 %	6.9 %	14.4 %
<i>Adjusted EBITA margin*</i>	8.3 %	2.7 %	6.4 %	8.5 %	6.5 %	6.0 %	4.3 %	2.4 %	11.5 %
<i>EBITA margin*</i>	8.3 %	1.1 %	6.4 %	8.5 %	6.5 %	-11.0 %	1.5 %	-18.1 %	11.5 %
<b>Group excl. Vehicle Acc Denmark</b>									
Revenue (excl Vehicle Acc. Denmark)	54.4	57.0	55.2	57.9	55.3	58.5	53.5	39.0	53.2
Adjusted EBITA (excl Vehicle Acc. Denmark)*	4.7	1.8	3.7	5.3	3.9	3.7	2.3	0.9	6.1
<i>Adjusted EBITA margin (excl Veh Acc DK)*</i>	8.6%	3.2%	6.7%	9.2%	7.1%	6.3%	4.3%	2.4%	11.5%

\* Alternative performance measures, refer to pages 21-23 for definitions and calculations. \*\* Note that 2018 has not been adjusted for IFRS 16 as it was effective from 1 January 2019. Discontinued operations are not included in the table above (Puls was sold during 2019, Patient Handling Europe was sold May 2020).

## Alternative performance measures

Handicare uses certain alternative performance measures (APMs) not defined in the rules for financial reporting adopted by Handicare. These APMs are considered important result and performance indicators for investors and other readers of the interim report. The purpose of these APMs is to provide a better understanding of how the business develops. These APMs shall be seen as a complement to, and not substitute to, the financial information prepared in accordance with IFRS. These APMs, as defined, cannot be fully compared with other companies' APMs. For a complete description, refer to the 2019 Annual report, pages 95-97.

### Adjusted EBIT

EBIT excluding Other specified items.

### Adjusted EBIT margin / Adjusted EBITA margin / Adjusted EBITDA margin

Measures as a percentage of revenue.

### Adjusted EBITA

EBITA excluding Other specified items.

### Adjusted EBITDA

EBITDA excluding Other specified items.

### Adjusted operating cash flow

Cash flow from operating activities (including changes in working capital) excluding Other specified items.

### Adjusted operating cash flow/Adjusted EBITDA

Adjusted operating cash flow from operating activities as a percentage of Adjusted EBITDA.

### Capital expenditure (CAPEX)

Investments in both tangible and intangible assets, excluding financial assets.

### Constant currency

Translation of the preceding period at the average exchange rates for the current period.

### EBIT margin / EBITA margin / EBITDA margin

Measures as a percentage of revenue.

### EBITA

Earnings before interest, tax and amortisation.

### EBITDA

Earnings before interest, tax, depreciation and amortisation.

### Gross margin

Gross profit as a percentage of revenue.

### Gross profit

Revenue less direct costs (direct material, direct labour and freight costs) for the manufacture and sale of products.

### Net debt

Interest-bearing liabilities, excluding lease liabilities, less cash and cash equivalents.

### Net debt/Adjusted EBITDA

Interest-bearing net debt in relation to adjusted EBITDA, excluding IFRS16.

### Organic growth

Organic growth refers to revenue growth excluding (i) growth related to acquisitions and divestments and (ii) growth related to fluctuations in currency exchange rates. For more details, see the section Definitions in the company's 2019 Annual Report.

### Other specified items

Other specified items cover transaction costs, integration costs, restructuring costs, IPO costs, recall costs and other efficiency projects.

### Revenue/ Adjusted EBITA excl. Vehicle Acc Denmark

Measures excluding Vehicle Accessibility Denmark, divested December 2019.

## Reconciliation of significant alternative performance measures

Group MEUR	July - September		January - September		FY 2019
	2020	2019	2020	2019	
<b>Revenue</b>	<b>53.2</b>	<b>59.7</b>	<b>145.7</b>	<b>182.9</b>	<b>244.9</b>
Direct material	-22.7	-26.5	-62.0	-81.1	-109.4
Direct Labor	-5.6	-6.9	-16.4	-20.3	-27.2
Freight (inbound / outbound)	-2.5	-2.2	-7.0	-7.2	-9.6
<b>Gross profit</b>	<b>22.5</b>	<b>24.1</b>	<b>60.3</b>	<b>74.3</b>	<b>98.7</b>
Gross margin (%)	42.2%	40.3%	41.4%	40.6%	40.3%
Group MEUR	July - September		January - September		FY 2019
	2020	2019	2020	2019	
<b>Operating profit/loss (EBIT)</b>	<b>4.4</b>	<b>2.3</b>	<b>-30.1</b>	<b>8.5</b>	<b>0.3</b>
Other specified items	-	-	9.5	-	10.5
Impairment goodwill PH NA	-	-	25.0	-	-
<b>Adjusted operating profit/loss (adjusted EBIT)</b>	<b>4.4</b>	<b>2.3</b>	<b>4.4</b>	<b>8.5</b>	<b>10.8</b>
EBIT margin	8.2%	3.9%	-20.6%	4.6%	0.1%
Adjusted operating margin (adjusted EBIT margin)	8.2%	3.9%	3.0%	4.6%	4.4%
<b>Operating profit/loss (EBIT)</b>	<b>4.4</b>	<b>2.3</b>	<b>-30.1</b>	<b>8.5</b>	<b>0.3</b>
Amortisation / impairment of intangible assets	1.8	1.5	29.9	4.6	6.0
<b>EBITA</b>	<b>6.1</b>	<b>3.9</b>	<b>-0.1</b>	<b>13.1</b>	<b>6.3</b>
Other specified items	-	-	9.5	-	10.5
<b>Adjusted EBITA</b>	<b>6.1</b>	<b>3.9</b>	<b>9.3</b>	<b>13.1</b>	<b>16.8</b>
EBITA margin	11.5%	6.5%	-0.1%	7.2%	2.6%
Adjusted EBITA margin	11.5%	6.5%	6.4%	7.2%	6.9%
<b>Operating profit/loss (EBIT)</b>	<b>4.4</b>	<b>2.3</b>	<b>-30.1</b>	<b>8.5</b>	<b>0.3</b>
Amortisation / impairment of intangible assets	1.8	1.5	29.9	4.6	6.0
Depreciation of tangible fixed assets	1.5	2.1	5.2	6.2	8.2
Other specified items - Writedown premises	-	-	1.3	-	-
<b>EBITDA</b>	<b>7.7</b>	<b>6.0</b>	<b>6.4</b>	<b>19.3</b>	<b>14.5</b>
Other specified items	-	-	8.2	-	10.5
<b>Adjusted EBITDA</b>	<b>7.7</b>	<b>6.0</b>	<b>14.5</b>	<b>19.3</b>	<b>25.1</b>
IFRS 16 impact (rent)	-1.1	-1.4	-3.6	-4.1	-5.5
<b>Adjusted EBITDA (excl IFRS16)</b>	<b>6.5</b>	<b>4.6</b>	<b>10.9</b>	<b>15.2</b>	<b>19.5</b>
EBITDA margin	14.4%	10.0%	4.4%	10.5%	5.9%
Adjusted EBITDA margin	14.4%	10.0%	10.0%	10.5%	10.2%
Adjusted EBITDA margin (excl IFRS16)	12.3%	7.6%	7.5%	8.3%	8.0%
Group MEUR	July - September		January - September		FY 2019
	2020	2019	2020	2019	
<b>Cash flow before changes in working capital</b>	<b>4.8</b>	<b>8.3</b>	<b>11.8</b>	<b>25.0</b>	<b>30.9</b>
Taxes paid	0.1	0.3	0.4	0.6	0.3
Cash Interest and Cost	-0.7	-1.1	-2.4	-3.2	-4.2
Net financial items per the profit and loss statement	1.9	-1.1	2.3	1.2	2.0
Other non cash-items	1.5	0.6	-3.3	0.1	0.4
Other specified items (excl capital loss Veh Acc DK)	-	-	8.2	-	1.2
Discontinued operations	-	-1.1	-2.4	-4.3	-5.6
<b>Adjusted EBITDA</b>	<b>7.7</b>	<b>6.0</b>	<b>14.5</b>	<b>19.3</b>	<b>25.1</b>
Change in net working capital	6.6	2.5	8.4	-7.9	-5.8
Acquired / divested tangible/intangible assets	-1.3	-1.2	-3.1	-3.1	-5.0
<b>Adjusted operating cash flow</b>	<b>13.0</b>	<b>7.3</b>	<b>19.8</b>	<b>8.3</b>	<b>14.2</b>

Group MEUR	30 Sep 2020	30 Sep 2019	31 Dec 2019
Interest-bearing long-term loans	74.0	102.1	92.9
Lease liabilities IFRS 16	16.6	26.6	22.6
Other interest-bearing debt	0.6	3.9	3.4
Deduct: cash and cash equivalents	-55.5	-35.6	-33.8
Deduct: IFRS 16 impact	-16.6	-26.6	-22.6
<b>Interest-bearing net debt</b>	<b>19.2</b>	<b>70.4</b>	<b>62.5</b>

Group excl. Vehicle Accessibility Denmark MEUR	July - September		January - September		FY 2019
	2020	2019	2020	2019	
<b>Revenue</b>	<b>53.2</b>	<b>59.7</b>	<b>145.7</b>	<b>182.9</b>	<b>244.9</b>
Vehicle Accessibility Denmark	-	-4.5	-	-14.5	-18.0
<b>Revenue excl. Vehicle Acc Denmark</b>	<b>53.2</b>	<b>55.3</b>	<b>145.7</b>	<b>168.4</b>	<b>226.9</b>
<b>Adjusted EBITA</b>	<b>6.1</b>	<b>3.9</b>	<b>9.3</b>	<b>13.1</b>	<b>16.8</b>
Vehicle Accessibility Denmark	-	0.1	-	-0.1	-0.2
<b>Adjusted EBITA excl. Vehicle Acc Denmark</b>	<b>6.1</b>	<b>3.9</b>	<b>9.3</b>	<b>13.0</b>	<b>16.6</b>
<i>Adjusted EBITA-margin excl. Vehicle Acc Denmark</i>	<i>11.5%</i>	<i>7.1%</i>	<i>6.4%</i>	<i>7.7%</i>	<i>7.3%</i>

## Change in segment reporting 2020

From January 1, 2020, segment reporting of the Group's external financial reporting comprises three business units: Accessibility (which includes the stairlifts business), Vehicle Accessibility and Patient Handling. The below tables show quarterly information for 2019 and 2020 for the new segments. Note that numbers exclude the divested entity Patient Handling Europe (divested May 2020), which is treated as discontinued operations (together with Puls, which was divested in May 2019). In order to increase transparency and increase comparability between years, Vehicle Accessibility Denmark is reported alongside group-wide expenses in Other up until the date it was divested.

In 2019, Group segments reported lease contracts according to the earlier standard IAS 17 Leases. From January 1, 2020, segments report lease contracts according to IFRS 16 internally and restated figures for 2019 are shown below.

Accessibility MEUR	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020
	2019	2019	2019	2019		2019	2020	
Revenue	38.7	39.6	38.7	40.2	157.3	39.0	26.0	40.7
Operating costs	-31.4	-32.0	-31.6	-33.4	-128.5	-32.0	-22.4	-32.4
<b>Adjusted EBITDA*</b>	<b>7.3</b>	<b>7.6</b>	<b>7.1</b>	<b>6.8</b>	<b>28.8</b>	<b>7.1</b>	<b>3.6</b>	<b>8.3</b>
Depreciation of tangible fixed assets	-1.0	-1.0	-1.0	-1.0	-4.0	-0.9	-0.9	-0.8
<b>Adjusted EBITA*</b>	<b>6.3</b>	<b>6.6</b>	<b>6.1</b>	<b>5.8</b>	<b>24.8</b>	<b>6.1</b>	<b>2.7</b>	<b>7.4</b>
IFRS 16 impact	0.0	0.0	0.0	0.0	-0.1	-0.1	-0.1	-0.1
<b>Adjusted EBITA (excl. IFRS 16)</b>	<b>6.3</b>	<b>6.6</b>	<b>6.1</b>	<b>5.7</b>	<b>24.7</b>	<b>6.1</b>	<b>2.6</b>	<b>7.4</b>
<b>Adjusted EBITDA (excl. IFRS 16)</b>	<b>6.7</b>	<b>7.0</b>	<b>6.5</b>	<b>6.1</b>	<b>26.3</b>	<b>6.4</b>	<b>2.9</b>	<b>7.6</b>
<b>Key figures, %</b>								
<i>Adjusted EBITDA margin*</i>	<i>18.8 %</i>	<i>19.2 %</i>	<i>18.4 %</i>	<i>16.9 %</i>	<i>18.3 %</i>	<i>18.1 %</i>	<i>13.9 %</i>	<i>20.3 %</i>
<i>Adjusted EBITA margin*</i>	<i>16.2 %</i>	<i>16.7 %</i>	<i>15.9 %</i>	<i>14.4 %</i>	<i>15.8 %</i>	<i>15.7 %</i>	<i>10.3 %</i>	<i>18.3 %</i>
<i>Adjusted EBITA margin (excl. IFRS 16)</i>	<i>16.2 %</i>	<i>16.6 %</i>	<i>15.8 %</i>	<i>14.3 %</i>	<i>15.7 %</i>	<i>15.5 %</i>	<i>10.1 %</i>	<i>18.1 %</i>
<i>Adjusted EBITDA margin (excl. IFRS 16)</i>	<i>17.3 %</i>	<i>17.6 %</i>	<i>16.8 %</i>	<i>15.2 %</i>	<i>16.7 %</i>	<i>16.3 %</i>	<i>11.3 %</i>	<i>18.7 %</i>

Patient Handling MEUR	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020
Revenue	12.1	12.8	11.7	13.1	49.7	10.3	8.9	9.2
Operating costs	-11.7	-11.2	-11.0	-12.3	-46.2	-11.0	-7.9	-8.1
<b>Adjusted EBITDA*</b>	<b>0.4</b>	<b>1.6</b>	<b>0.7</b>	<b>0.8</b>	<b>3.5</b>	<b>-0.7</b>	<b>1.1</b>	<b>1.1</b>
Depreciation of tangible fixed assets	-0.5	-0.5	-0.6	-0.6	-2.2	-0.6	-0.6	-0.4
<b>Adjusted EBITA*</b>	<b>-0.1</b>	<b>1.0</b>	<b>0.1</b>	<b>0.2</b>	<b>1.2</b>	<b>-1.3</b>	<b>0.5</b>	<b>0.7</b>
IFRS 16 impact	0.0	0.0	0.0	-0.1	-0.1	0.0	0.0	0.0
<b>Adjusted EBITA (excl. IFRS 16)</b>	<b>-0.1</b>	<b>1.0</b>	<b>0.1</b>	<b>0.1</b>	<b>1.1</b>	<b>-1.3</b>	<b>0.5</b>	<b>0.7</b>
<b>Adjusted EBITDA (excl. IFRS 16)</b>	<b>0.2</b>	<b>1.3</b>	<b>0.4</b>	<b>0.5</b>	<b>2.4</b>	<b>-0.9</b>	<b>0.8</b>	<b>0.9</b>
<b>Key figures, %</b>								
<i>Adjusted EBITDA margin*</i>	3.6 %	12.2 %	6.0 %	5.9 %	7.0 %	-6.4 %	12.1 %	11.8 %
<i>Adjusted EBITA margin*</i>	-0.9 %	8.0 %	1.2 %	1.3 %	2.5 %	-12.6 %	6.0 %	7.5 %
<i>Adjusted EBITA margin (excl. IFRS 16)</i>	-1.1 %	7.7 %	0.9 %	0.9 %	2.2 %	-12.9 %	5.6 %	7.2 %
<i>Adjusted EBITDA margin (excl. IFRS 16)</i>	1.5 %	10.2 %	3.7 %	3.5 %	4.8 %	-9.2 %	9.2 %	9.8 %
Vehicle Accessibility MEUR	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020
	Revenue	4.3	5.5	4.8	5.2	19.9	4.1	4.1
Operating costs	-3.7	-4.7	-4.4	-4.5	-17.3	-3.6	-3.6	-3.0
<b>Adjusted EBITDA*</b>	<b>0.6</b>	<b>0.8</b>	<b>0.5</b>	<b>0.7</b>	<b>2.6</b>	<b>0.5</b>	<b>0.5</b>	<b>0.3</b>
Depreciation of tangible fixed assets	-0.2	-0.3	-0.3	-0.3	-1.1	-0.3	-0.2	-0.2
<b>Adjusted EBITA*</b>	<b>0.4</b>	<b>0.6</b>	<b>0.2</b>	<b>0.4</b>	<b>1.6</b>	<b>0.3</b>	<b>0.3</b>	<b>0.0</b>
IFRS 16 impact	0.0	0.0	0.0	0.0	-0.1	0.0	0.0	0.0
<b>Adjusted EBITA (excl. IFRS 16)</b>	<b>0.4</b>	<b>0.5</b>	<b>0.1</b>	<b>0.4</b>	<b>1.4</b>	<b>0.2</b>	<b>0.2</b>	<b>-0.0</b>
<b>Adjusted EBITDA (excl. IFRS 16)</b>	<b>0.4</b>	<b>0.5</b>	<b>0.2</b>	<b>0.5</b>	<b>1.6</b>	<b>0.3</b>	<b>0.3</b>	<b>0.0</b>
<b>Key figures, %</b>								
<i>Adjusted EBITDA margin*</i>	14.5 %	14.6 %	9.6 %	13.7 %	13.1 %	12.6 %	12.3 %	8.2 %
<i>Adjusted EBITA margin*</i>	8.8 %	10.0 %	3.7 %	8.5 %	7.8 %	6.2 %	6.5 %	0.9 %
<i>Adjusted EBITA margin (excl. IFRS 16)</i>	8.1 %	9.5 %	3.1 %	7.9 %	7.2 %	5.6 %	5.9 %	-0.1 %
<i>Adjusted EBITDA margin (excl. IFRS 16)</i>	8.4 %	9.8 %	4.2 %	8.7 %	7.9 %	6.5 %	6.4 %	0.5 %
Other MEUR	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020
	Revenue	5.1	5.0	4.5	3.5	18.0	0.0	0.0
Operating costs	-7.5	-7.6	-6.8	-5.9	-27.8	-2.7	-2.5	-2.0
<b>Adjusted EBITDA*</b>	<b>-2.4</b>	<b>-2.6</b>	<b>-2.3</b>	<b>-2.5</b>	<b>-9.8</b>	<b>-2.7</b>	<b>-2.5</b>	<b>-2.0</b>
Depreciation of tangible fixed assets	-0.3	-0.3	-0.3	-0.2	-1.0	-0.1	-0.1	-0.1
<b>Adjusted EBITA*</b>	<b>-2.7</b>	<b>-2.8</b>	<b>-2.6</b>	<b>-2.7</b>	<b>-10.8</b>	<b>-2.8</b>	<b>-2.6</b>	<b>-2.0</b>
IFRS 16 impact	0.0	0.0	0.0	0.0	-0.1	0.0	0.0	0.0
<b>Adjusted EBITA (excl. IFRS 16)</b>	<b>-2.7</b>	<b>-2.8</b>	<b>-2.6</b>	<b>-2.7</b>	<b>-10.8</b>	<b>-2.8</b>	<b>-2.6</b>	<b>-2.0</b>
<b>Adjusted EBITDA (excl. IFRS 16)</b>	<b>-2.7</b>	<b>-2.8</b>	<b>-2.6</b>	<b>-2.6</b>	<b>-10.7</b>	<b>-2.8</b>	<b>-2.6</b>	<b>-2.0</b>

Group MEUR	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020
Revenue	60.3	62.9	59.7	61.9	244.9	53.5	39.0	53.2
Operating costs	-54.4	-55.5	-53.8	-56.1	-219.8	-49.3	-36.3	-45.6
<b>Adjusted EBITDA*</b>	<b>5.9</b>	<b>7.4</b>	<b>6.0</b>	<b>5.8</b>	<b>25.1</b>	<b>4.2</b>	<b>2.7</b>	<b>7.7</b>
Depreciation of tangible fixed assets	-2.1	-2.1	-2.1	-2.1	-8.2	-1.9	-1.8	-1.5
<b>Adjusted EBITA*</b>	<b>3.9</b>	<b>5.3</b>	<b>3.9</b>	<b>3.7</b>	<b>16.8</b>	<b>2.3</b>	<b>0.9</b>	<b>6.1</b>
IFRS 16 impact	-0.1	-0.1	-0.1	-0.1	-0.5	-0.1	-0.1	-0.1
<b>Adjusted EBITA (excl. IFRS 16)</b>	<b>3.8</b>	<b>5.2</b>	<b>3.8</b>	<b>3.6</b>	<b>16.4</b>	<b>2.2</b>	<b>0.8</b>	<b>6.0</b>
<b>Adjusted EBITDA (excl. IFRS 16)</b>	<b>4.6</b>	<b>6.0</b>	<b>4.6</b>	<b>4.4</b>	<b>19.5</b>	<b>2.9</b>	<b>1.5</b>	<b>6.5</b>
<b>Key figures, %</b>								
<i>Adjusted EBITDA margin*</i>	9.8 %	11.8 %	10.0 %	9.4 %	10.2 %	7.8 %	6.9 %	14.4 %
<i>Adjusted EBITA margin*</i>	6.4 %	8.5 %	6.5 %	6.0 %	6.9 %	4.3 %	2.4 %	11.5 %
<i>Adjusted EBITA margin (excl. IFRS 16)</i>	6.2 %	8.3 %	6.3 %	5.8 %	6.7 %	4.0 %	2.1 %	11.3 %
<i>Adjusted EBITDA margin (excl. IFRS 16)</i>	7.6 %	9.6 %	7.6 %	7.1 %	8.0 %	5.4 %	3.8 %	12.3 %

\* Alternative performance measures, refer to pages 21-23 for definitions and calculations.

# Making everyday life easier



## About Handicare

At Handicare, we are committed to making everyday life easier for physically challenged and elderly people. And to empowering them to live an active life. At the same time, we want to support those who assist them. Handicare offers solutions and support to increase the independence of physically challenged or elderly people, and to enable them to live an active life on their terms as well as to facilitate work for their care providers and family.

### What

Our offering encompasses a comprehensive range of curved and straight stairlifts, transfer, lifting and repositioning aids and vehicle adaptions.

### Where

We are a global company with sales in some 40 countries. Our head office is located in Stockholm, Sweden, and sales are conducted through our own sales offices in Europe and North America as well as through distributors and dealers around the globe. Manufacturing and assembly are located at our four sites distributed across North America, Asia and Europe.

### To Who

**80%** For care in the home, "Homecare"

**20%** For hospitals and institutions, "Institutional"