

# Quarterly Report

## Q4 2020

ASSA ABLOY

Full-year summary 2020

5 February 2021

Experience a safer and more open world

## Strong operational execution

### Fourth quarter

- Net sales decreased by 7% to SEK 23,298 M (24,946), with organic growth of -5% (1) and acquired/divested net growth of 5% (3)
- EMEA and Entrance Systems reported stable organic sales development. Organic sales declined in Asia Pacific and Americas, while Global Technologies reported a significant decline
- Two divestments in Switzerland and Italy were completed. The combined annual sales of the divested companies amount to around SEK 625 M
- A new restructuring program was launched at year-end. The estimated cost amounts to SEK -1,366 M with a pay-back time of around two years
- Operating margin<sup>1 2</sup> (EBIT %) excluding acquisitions and divestments was 16.1% (16.2)
- Net income<sup>1 2</sup> amounted to SEK 2,582 M (2,767)
- Earnings per share<sup>1 2</sup> amounted to SEK 2.33 (2.49)
- Operating cash flow amounted to SEK 5,529 M (5,235)
- The Board of Directors proposes a dividend of SEK 3.90 (3.85) per share for 2020, distributed in two equal installments.

Organic growth

-5%

Operating income<sup>1 2</sup>

-14%

Earnings per share<sup>1 2</sup>

-7%

## Sales and income

	Fourth quarter			January-December		
	2019	2020	Δ	2019	2020	Δ
<b>Sales, SEK M</b>	<b>24,946</b>	<b>23,298</b>	<b>-7%</b>	<b>94,029</b>	<b>87,649</b>	<b>-7%</b>
Of which:						
Organic growth	147	-1,150	-5%	2,652	-7,150	-8%
Acquisitions and divestments	760	1,211	5%	3,063	3,328	4%
Exchange-rate effects	872	-1,709	-7%	4,265	-2,558	-3%
<b>Operating income (EBIT)<sup>1 2</sup>, SEK M</b>	<b>4,047</b>	<b>3,475</b>	<b>-14%</b>	<b>14,920</b>	<b>11,916</b>	<b>-20%</b>
Operating margin (EBITA) <sup>1 2</sup> , %	16.8%	15.6%		16.4%	14.3%	
<b>Operating margin (EBIT)<sup>1 2</sup>, %</b>	<b>16.2%</b>	<b>14.9%</b>		<b>15.9%</b>	<b>13.6%</b>	
Income before tax <sup>1 2</sup> , SEK M	3,779	3,306	-13%	13,883	11,133	-20%
Net income <sup>1 2</sup> , SEK M	2,767	2,582	-7%	10,243	8,375	-18%
Operating cash flow, SEK M	5,235	5,529	6%	14,442	14,560	1%
<b>Earnings per share<sup>1 2</sup>, SEK</b>	<b>2.49</b>	<b>2.33</b>	<b>-7%</b>	<b>9.22</b>	<b>7.54</b>	<b>-18%</b>

<sup>1</sup> Excluding costs before income tax for restructuring programs in Q4 2020 and Q4 2019, totaling SEK -1,366 M and SEK -312 M respectively. The corresponding cost after tax is SEK -1,112 M and SEK -246 M

<sup>2</sup> Excluding non-cash operating income in Q3 2020 from revaluation at fair value of 39% ownership in agta record, totaling SEK 1,909 M for the year. The operating income has no tax impact.

## Comments by the President and CEO

### Strong operational execution

We are putting a year behind us that, because of the outbreak of Covid-19, changed the dynamics of many industries and changed most of our daily lives in one way or another. The pandemic resulted in the most challenging operational environment in our history, particularly in the first half of the year. In response, we have quickly adapted to the new reality, making significant adjustments to our cost base, protecting our balance sheet, while continuing to invest in innovation and growth initiatives. This led to an operating margin in the final quarter, excluding acquisitions and divestments, at target level and to a record high operating cash flow for the full year.

In the fourth quarter, our organic growth declined by 5% and negative currency effects were 7%, while acquisitions and divestments contributed a growth of 5%, resulting in a total sales decline of 7%. Sales were stable in EMEA and Entrance Systems, declined in Americas and Asia Pacific and were significantly down in Global Technologies.

Through continued cost-saving measures, we mitigated the negative effects of the newly introduced lockdowns in the fourth quarter and we achieved an operating margin of 16% excluding acquisitions and divestments. Cash flow continued to be very strong and totaled SEK 14,560 M for the full year and SEK 5,529 M in the fourth quarter.

### Operational improvements

The new restrictions and lockdowns put additional pressure on some of our customer segments and continued to affect Global Technologies in particular. EMEA's sales were stable and the underlying margin improved as strong residential demand in core markets, together with cost measures, more than offset the negative effects of the restrictions. In Americas, demand was very strong in Latin America and in the US residential segment, but declined in the commercial segments in the US. The operating margin in Americas was at a high level. Sales declined in all Asia Pacific markets, but we are seeing a gradual improvement of our profitability in China. Demand for Entrance Systems continued to be stable with a strong operating margin.

Our strong cost-saving measures continued and we realized net cost reductions of SEK 0.5 bn in the quarter, including effects from our new restructuring program, MFP8. The restructuring cost of the program amounted to almost SEK 1.4 bn and it will generate annual savings of around SEK 1 bn once fully implemented.

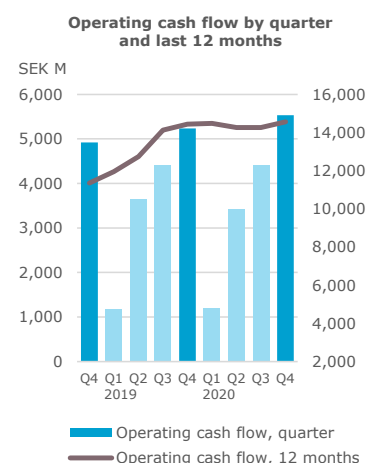
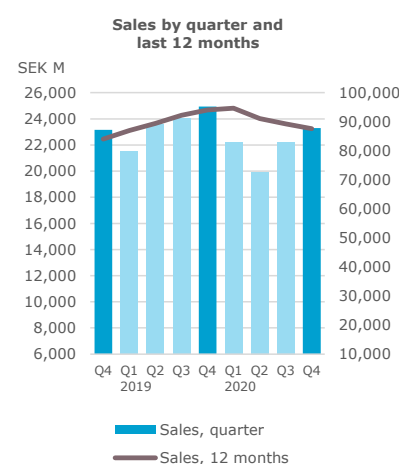
The outbreak of the Covid-19 pandemic led to a much weaker and volatile demand in 2020. As the vaccine program is rolled out, we expect restrictions to be gradually phased out, trust and mobility to return and demand in general to improve.

I am pleased that ASSA ABLOY continues to stand on very solid ground. Thanks to the significant efforts of our employees, I am confident that we will come out of the pandemic as a strong Group, well positioned to continue to lead the access-solutions industry. I look forward to seeing our new products being taken up by our customers and exceeding their expectations.

Stockholm, 5 February 2021



Nico Delvaux  
President and CEO



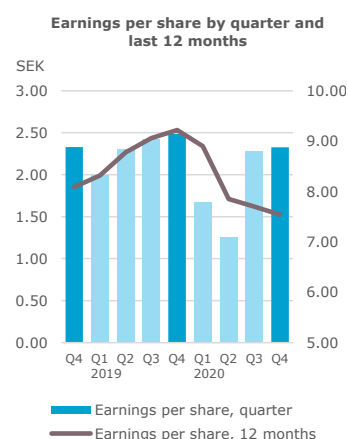
## Fourth quarter

The Group's sales decreased by 7% to SEK 23,298 M (24,946). Organic growth amounted to -5% (1). Growth from acquisitions and divestments was 5% (3), of which 6% (3) were acquisitions and -1% (0) were divestments. Exchange-rates affected sales by -7% (4).

The Group's operating income<sup>3 4</sup> (EBIT) amounted to SEK 3,475 M (4,047) a decrease of 14%. The corresponding operating margin was 14.9% (16.2). Exchange-rates had an impact of SEK -321 M (137) on EBIT. Operating income before amortizations from acquisitions<sup>3 4</sup> (EBITA) amounted to SEK 3,634 M (4,188). The corresponding EBITA margin was 15.6% (16.8).

Net financial items amounted to SEK -169 M (-268). The Group's income before tax<sup>3 4</sup> was SEK 3,306 M (3,779), a decrease of 13% compared with last year. Exchange-rates had an impact of SEK -317 M (126) on income before tax. The profit margin<sup>3 4</sup> was 14.2% (15.1).

Earnings per share<sup>3 4</sup> amounted to SEK 2.33 (2.49), a decrease of 7% compared with last year. Operating cash flow totaled SEK 5,529 M (5,235), an increase of 6% compared with last year.



## Full year

The Group's sales for the full year 2020 totaled SEK 87,649 M (94,029), representing a decrease of 7%. Organic growth was -8% (3). Growth from acquisitions and divestments was 4% (3), of which 4% (3) were acquisitions and 0% (0) were divestments. Exchange-rate effects affected sales by -3% (6).

The Group's operating income<sup>3 4</sup> (EBIT) in 2020 amounted to SEK 11,916 M (14,920), a decrease of 20% compared with last year. The corresponding operating margin was 13.6% (15.9). Operating income before amortizations from acquisitions<sup>3 4</sup> (EBITA) in 2020 amounted to SEK 12,490 M (15,402). The corresponding EBITA margin was 14.3% (16.4).

The effective tax rate<sup>3 4</sup> was 24.8% (26.2). Earnings per share<sup>3 4</sup> in 2020 amounted to SEK 7.54 (9.22), a decrease of 18% compared with last year. Operating cash flow totaled SEK 14,560 M (14,442), an increase of 1% compared with last year.

## Restructuring measures

A new restructuring program was launched at year-end 2020. The closures of 10 factories and more than 30 offices are expected to take place over a period of two years. The estimated cost of the restructuring program is SEK -1,366 M, with an expected payback time (inclusive of investments) of around two years.

Payments related to all restructuring programs amounted to SEK 337 M (261) during the quarter. The restructuring programs proceeded according to plan and led to a personnel reduction of 708 Full-Time Equivalents for the quarter and 2,135 for the full year. At the end of the quarter provisions of SEK 1,224 M remained in the balance sheet for carrying out the programs.

<sup>3</sup> Excluding costs before income tax for restructuring programs in Q4 2020 and Q4 2019, totaling SEK -1,366 M and SEK -312 M respectively. The corresponding cost after tax is SEK -1,112 M and SEK -246 M

<sup>4</sup> Excluding non-cash operating income in Q3 2020 from revaluation at fair value of 39% ownership in agta record, totaling SEK 1,909 M for the year. The operating income has no tax impact.

## Organization

Martin Poxton has been appointed Executive Vice President, member of the Group Executive Team in ASSA ABLOY, and Head of the business unit ASSA ABLOY Opening Solutions Greater China and South East Asia within Asia Pacific division with effect from January 1, 2021. Martin, previously VP Operations for Asia Pacific division, joined ASSA ABLOY in 2017.

Simon Ellis has been appointed Executive Vice President, member of the Group Executive Team in ASSA ABLOY, and Head of the business unit ASSA ABLOY Opening Solutions Pacific and North East Asia within Asia Pacific division with effect from January 1, 2021. Simon, previously Head of Pacific region and Japan in Asia Pacific division, joined ASSA ABLOY in 1999.

The Head of Asia Pacific division, Anders Maltesen, will leave ASSA ABLOY during the first half of 2021. He will be replaced by Nico Delvaux, the President and CEO of the ASSA ABLOY Group, as the head of the Asia Pacific Division.

## Comments by division

### Opening Solutions EMEA

Sales for the quarter in EMEA totaled SEK 5,242 M (5,525), with organic growth of -1% (1). Sales growth was strong in the UK and France, and stable in Scandinavia and Germany. Sales declined in Benelux, Eastern Europe, Middle East/Africa and South Europe. Net sales growth from acquisitions, divestments and internal segment transfers was 0%. Operating income excluding items affecting comparability totaled SEK 670 M (884), which represents an operating margin (EBIT) of 12.8% (16.0). In the quarter Gardesa, a residential door business in Italy, was divested with a capital loss and related exit costs amounting to SEK -185 M. Return on capital employed amounted to 14.8% (18.0). Operating cash flow before non-cash items and interest paid totaled SEK 1,368 M (1,729).

### Opening Solutions Americas

Sales for the quarter in Americas totaled SEK 4,567 M (5,900), with organic growth of -4% (5). Sales growth was very strong in US Residential, US Smart Residential and in Latin America. Sales declined in the USA for Architectural Hardware, Electromechanical Solutions, Security Doors and in Canada, while sales for Access & High Security declined significantly. Net sales growth from acquisitions and internal segment transfers was -10%. Operating income excluding items affecting comparability totaled SEK 915 M (1,182), which represents an operating margin (EBIT) of 20.0% (20.0). Return on capital employed amounted to 26.7% (23.6). Operating cash flow before non-cash items and interest paid totaled SEK 1,578 M (1,612).

### Opening Solutions Asia Pacific

Sales for the quarter in Asia Pacific totaled SEK 2,418 M (2,676), with organic growth of -5% (-10). Sales declined in Pacific, South Korea and China, and were significantly down in other regions. Net sales growth from acquisitions, divestments and internal segment transfers was 1%. Operating income excluding items affecting comparability totaled SEK 199 M (220), which represents an operating margin (EBIT) of 8.2% (8.2). Return on capital employed amounted to 9.1% (9.7). Operating cash flow before non-cash items and interest paid totaled SEK 307 M (147).

## Global Technologies

Sales for the quarter in Global Technologies totaled SEK 3,545 M (4,377), with organic growth of -17% (2). Sales declined in Identity and Access Management Solutions, Secure Issuance and in Physical Access Control. Sales in all other business areas declined significantly, including Global Solutions. Net sales growth from acquisitions and divestments was 5%. Operating income excluding items affecting comparability totaled SEK 582 M (800), which represents an operating margin (EBIT) of 16.4% (18.3). Return on capital employed amounted to 10.5% (14.1). Operating cash flow before non-cash items and interest paid totaled SEK 1,069 M (1,084).

## Entrance Systems

Sales for the quarter in Entrance Systems totaled SEK 7,927 M (6,893), with organic growth of -1% (0). Sales growth was strong in Perimeter Security and was stable in Residential and Industrial, but declined in Pedestrian. Net sales growth from acquisitions, divestments and internal segment transfers was 23%. Operating income excluding items affecting comparability totaled SEK 1,251 M (1,125), which represents an operating margin (EBIT) of 15.8% (16.3). Return on capital employed amounted to 15.8% (18.6). Operating cash flow before non-cash items and interest paid totaled SEK 1,350 M (1,086).

## Acquisitions and divestments

Four acquisitions were consolidated during the quarter. The combined acquisition price for the businesses acquired during the year, including adjustments from prior year acquisitions, amounted to SEK 12,134 M. The acquisition price on a cash and debt free basis totaled SEK 10,572 M. In the purchase price is included SEK 3,752 M of a non-cash valuation at fair value of previously held shares in associated companies. Preliminary acquisition analyses indicate that goodwill and other intangible assets with indefinite useful life amounted to SEK 8,325 M. Estimated deferred considerations for acquisitions made during the year amounted to SEK 318 M.

On January 14 2021, it was announced that ASSA ABLOY had sold Gardesa's Italian residential-door business to Italy-based Bertolotto and was in the final stages of selling Gardesa's roller-shutter business. Gardesa is an Italian manufacturer of residential security doors and roller shutters. The company's total sales in 2020 were approximately SEK 100 M. The transaction will have a positive effect on ASSA ABLOY's operating margin going forward. The divestiture results in a capital loss and related exit costs amounting in total to approximately SEK -185 M.

On September 7 2020, it was announced that ASSA ABLOY had signed an agreement to sell its sensor technology business CEDES in Switzerland to capiton AG. CEDES is a leading sensor technology company in the door, gate and elevator industry. Sales in 2019 amounted to about SEK 525 M. The divestiture of CEDES was completed on 10 November 2020 and resulted in a small capital gain. The transaction will have a neutral effect on ASSA ABLOY's operating margin going forward.

## Sustainable development

ASSA ABLOY has successfully completed its sustainability program for the period 2015-2020, where we have met or exceeded the majority of our sustainability targets. We are now launching an ambitious new sustainability program for 2025, with raised target levels for all indicators. Our new program builds on the momentum and progress gained from ASSA ABLOY's successive five-year sustainability programs since 2010. In tandem, ASSA ABLOY has committed to setting science-based targets, where our ambition is to halve our absolute emissions of greenhouse gases by 2030 and to achieve net-zero no later than 2050. Our commitment to the Science Based Targets initiative complements our new 2025 sustainability program.

The Sustainability Report for 2020, with results for the Group's 2020 targets, details of our new 2025 sustainability program and other information about sustainable development, will be available from 8 March 2021 on the company's website, [www.assaabloy.com](http://www.assaabloy.com).

## Parent company

Other operating income for the Parent company ASSA ABLOY AB totaled SEK 4,580 M (5,172) for the full year 2020. Operating income for the same period amounted to SEK 868 M (1,523). Investments in tangible and intangible assets totaled SEK 164 M (740). Liquidity is good and the equity ratio is 43.6% (42.1).

## Dividend and Annual General meeting

An Extraordinary General Meeting held on 24 November 2020 resolved in accordance with the Board's proposal to pay a second dividend of SEK 1.85 per share for the financial year 2019. The dividend was distributed on 1 December 2020.

The Board of Directors now proposes a dividend of SEK 3.90 (3.85) per share for the 2020 financial year. In order to facilitate a more efficient cash management, the dividend is proposed to be paid in two equal installments, the first with record date 30 April 2021 and the second with record date 23 November 2021. If the proposal is adopted by the Annual General Meeting, the first installment is estimated to be paid on 5 May 2021 and the second installment on 26 November 2021.

The Annual General Meeting will be held on 28 April 2021. The Annual Report for 2020 will be available from 8 March 2021 on the company's website, [www.assaabloy.com](http://www.assaabloy.com).

## Accounting principles

ASSA ABLOY applies International Financial Reporting Standards (IFRS) as endorsed by the European Union. The same accounting and valuation principles as in the latest Annual Report have been applied. This Report was prepared in accordance with IAS 34 'Interim Financial Reporting' and the Annual Accounts Act. The Report for the Parent company was prepared in accordance with the Annual Accounts Act and RFR 2 'Reporting by a Legal Entity'.

ASSA ABLOY makes use of a number of financial performance measures that are not defined in the reporting rules that the company uses – so-called 'alternative performance measures'. For definitions of financial performance measures, refer to Page 19 of this Report and to the company's latest Annual Report.

To check how the financial measurements have been calculated for current and earlier periods, refer to the tabulated figures in this Quarterly Report and to the company's Annual Report. The Annual Reports for the years 1994 to 2019 appear on the company's website [www.assaabloy.com](http://www.assaabloy.com).

Totals quoted in tables and statements may not always be the exact sum of the individual items because of rounding differences. The aim is that each line item should correspond to its source, and rounding differences may therefore arise.

## Transactions with related parties

No transactions that significantly affected the company's position and income have taken place between ASSA ABLOY and related parties.

## Risks and uncertainty factors

ASSA ABLOY is an international Group with a wide geographical spread, involving exposure to various forms of strategic, operational and financial risks. Strategic risks refer to changes in the business environment with potentially significant effects on ASSA ABLOY's operations and business objectives. Operational risks comprise risks directly attributable to business operations, entailing a potential impact on the Group's financial position and performance. Financial risks mainly comprise financing risk, currency risk, interest rate risk, credit risk, and risks associated with the Group's pension obligations.

Risk-taking in itself provides opportunities for continued economic growth, but naturally the risks may also have a negative impact on business operations and company goals. It is therefore essential to have a systematic and efficient risk assessment process and an effective risk management program in general. The purpose of risk management at ASSA ABLOY is not to avoid risks, but to take a controlled approach to identifying, managing and minimizing the effects of these risks. This work is based on an assessment of the probability of the risks and their potential impact on the Group.

The Covid-19 pandemic has had a substantial business impact on ASSA ABLOY during 2020. The continued impact of the pandemic on the business is difficult to predict due to the uncertainty of market conditions, but the health and safety of our employees remains our first priority.

For a more detailed description of particular risks and risk management, see the 2019 Annual Report.

## M&A and FX guidance

The guidance below relating to two key figures is provided to facilitate financial modelling but should not be viewed as market outlooks or business performance forecasts.

### **Acquisitions and divestments**

It is estimated that completed acquisitions and divestments, on a rolling 12-month basis as per 31 December 2020, will have an effect of 4% on sales in the first quarter of 2021 versus the same period last year, while the effect on the operating margin is estimated to be dilutive in the first quarter of 2021.

### **Exchange-rate effects**

On the basis of the currency rates on 31 December 2020, it is estimated that the weighted currency effects on sales in the first quarter of 2021 versus the same period last year will be -12%, while the effect on the operating margin is estimated to be slightly dilutive in the first quarter of 2021.



## Review

The Company's Auditors have not carried out any review of this Report for the fourth quarter of 2020.

Stockholm, 5 February 2021

A handwritten signature in black ink, appearing to read 'Nico Delvaux', written in a cursive style.

Nico Delvaux  
President and CEO

## Financial information

The Annual Report for 2020 will be published on 8 March 2021.

The Quarterly Report for the first quarter of 2021 will be published on 28 April 2021.

The 2021 Annual General Meeting will be held on 28 April 2021.

A virtual capital markets day will be held on 26 May 2021.

## Further information can be obtained from:

Nico Delvaux,  
President and CEO, tel. no: +46 8 506 485 82

Erik Pieder,  
Executive Vice President and CFO, tel.no: +46 8 506 485 72

ASSA ABLOY is holding a **telephone and web conference at 09.30 on 5 February 2021**

which can be followed on the Internet at [www.assaabloy.com](http://www.assaabloy.com).

It is possible to submit questions by telephone on:  
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*This information is information that ASSA ABLOY AB is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact persons set out above, at 08.00 CET on 5 February 2021.*

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No.02/2021

## Financial information – Group

CONDENSED INCOME STATEMENT SEK M	Q4		Q1-Q4	
	2019	2020	2019	2020
Sales	24,946	23,298	94,029	87,649
Cost of goods sold	-15,138	-14,633	-56,499	-53,336
<b>Gross income</b>	<b>9,809</b>	<b>8,665</b>	<b>37,530</b>	<b>34,313</b>
Selling, administrative and R&D costs	-6,117	-6,564	-23,069	-24,021
Share of earnings in associates	44	8	147	257
Revaluation previously owned shares in associates	-	-1	-	1,909
<b>Operating income</b>	<b>3,735</b>	<b>2,108</b>	<b>14,608</b>	<b>12,458</b>
Finance net	-268	-169	-1,037	-782
<b>Income before tax</b>	<b>3,467</b>	<b>1,938</b>	<b>13,571</b>	<b>11,676</b>
Tax on income	-947	-469	-3,574	-2,504
<b>Net income for the period</b>	<b>2,520</b>	<b>1,470</b>	<b>9,997</b>	<b>9,172</b>
<b>Net income for the period attributable to:</b>				
Parent company's shareholders	2,517	1,471	9,993	9,171
Non-controlling interests	3	-1	4	1
<b>Earnings per share</b>				
Before and after dilution, SEK	2.27	1.32	9.00	8.26
Before and after dilution and excluding items affecting comparability, SEK	2.49	2.33	9.22	7.54

CONDENSED STATEMENT OF COMPREHENSIVE INCOME SEK M	Q4		Q1-Q4	
	2019	2020	2019	2020
<b>Net income for the period</b>	<b>2,520</b>	<b>1,470</b>	<b>9,997</b>	<b>9,172</b>
<b>Other comprehensive income:</b>				
<b>Items that will not be reclassified to profit or loss</b>				
Actuarial gain/loss on post-employment benefit obligations, net after tax	221	222	-281	-262
<b>Total</b>	<b>221</b>	<b>222</b>	<b>-281</b>	<b>-262</b>
<b>Items that may be reclassified subsequently to profit or loss</b>				
Share of other comprehensive income of associates	-80	-37	86	-70
Cashflow hedges and net investment hedges, net after tax	18	14	-10	13
Exchange rate differences reclassified to profit or loss	-	-72	-	-318
Exchange rate differences	-1,491	-2,847	1,556	-4,560
<b>Total</b>	<b>-1,553</b>	<b>-2,942</b>	<b>1,632</b>	<b>-4,935</b>
<b>Total comprehensive income for the period</b>	<b>1,189</b>	<b>-1,251</b>	<b>11,348</b>	<b>3,975</b>
<b>Total comprehensive income for the period attributable to:</b>				
Parent company's shareholders	1,185	-1,249	11,343	3,975
Non-controlling interests	3	-2	5	0

## Financial information – Group

CONDENSED BALANCE SHEET	31 Dec		
	2019	2020	
<b>SEK M</b>			
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets	70,355	72,452	
Property, plant and equipment	8,498	8,026	
Right-of-use assets	3,731	3,513	
Investments in associates	2,595	637	
Other financial assets	104	212	
Deferred tax assets	1,205	1,338	
<b>Total non-current assets</b>	<b>86,487</b>	<b>86,178</b>	
<b>Current assets</b>			
Inventories	11,276	10,079	
Trade receivables	15,701	13,665	
Other current receivables and investments	4,144	4,750	
Cash and cash equivalents	442	2,756	
<b>Total current assets</b>	<b>31,563</b>	<b>31,250</b>	
<b>TOTAL ASSETS</b>	<b>118,050</b>	<b>117,428</b>	
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Equity attributable to Parent company's shareholders	59,143	58,870	
Non-controlling interests	11	9	
<b>Total equity</b>	<b>59,154</b>	<b>58,879</b>	
<b>Non-current liabilities</b>			
Long-term loans	21,100	22,381	
Non-current lease liabilities	2,588	2,477	
Deferred tax liabilities	2,368	2,868	
Other non-current liabilities and provisions	5,071	4,958	
<b>Total non-current liabilities</b>	<b>31,127</b>	<b>32,683</b>	
<b>Current liabilities</b>			
Short-term loans	5,460	3,514	
Current lease liabilities	1,151	1,085	
Trade payables	7,908	7,027	
Other current liabilities and provisions	13,250	14,238	
<b>Total current liabilities</b>	<b>27,769</b>	<b>25,865</b>	
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>118,050</b>	<b>117,428</b>	
<b>CHANGES IN EQUITY</b>	<b>Equity attributable to:</b>		
<b>SEK M</b>	<b>Parent company's shareholders</b>	<b>Non-controlling interests</b>	<b>Total equity</b>
<b>Opening balance 1 January 2019 according to adopted Annual Report</b>	<b>51,890</b>	<b>10</b>	<b>51,900</b>
Change in accounting policies	-234	-	-234
<b>New opening balance 1 January 2019</b>	<b>51,656</b>	<b>10</b>	<b>51,666</b>
Net income for the period	9,993	4	9,997
Other comprehensive income	1,350	1	1,351
<b>Total comprehensive income</b>	<b>11,343</b>	<b>5</b>	<b>11,348</b>
Dividend	-3,888	-	-3,888
Stock purchase plans	27	-	27
Change in non-controlling interest	5	-4	1
<b>Total transactions with shareholders</b>	<b>-3,856</b>	<b>-4</b>	<b>-3,860</b>
<b>Closing balance 31 December 2019</b>	<b>59,143</b>	<b>11</b>	<b>59,154</b>
<b>Opening balance 1 January 2020</b>	<b>59,143</b>	<b>11</b>	<b>59,154</b>
Net income for the period	9,171	1	9,172
Other comprehensive income	-5,196	-1	-5,197
<b>Total comprehensive income</b>	<b>3,975</b>	<b>0</b>	<b>3,975</b>
Dividend	-4,276	-1	-4,277
Stock purchase plans	28	-	28
Change in non-controlling interest	1	-1	0
<b>Total transactions with shareholders</b>	<b>-4,248</b>	<b>-2</b>	<b>-4,249</b>
<b>Closing balance 31 December 2020</b>	<b>58,870</b>	<b>9</b>	<b>58,879</b>

## Financial information – Group

CONDENSED STATEMENT OF CASH FLOWS SEK M	Q4		Q1-Q4	
	2019	2020	2019	2020
<b>OPERATING ACTIVITIES</b>				
Operating income	3,735	2,108	14,608	12,458
Depreciation and amortization	922	1,012	3,387	3,776
Revaluation previously owned shares in associates	-	1	-	-1,909
Reversal of restructuring costs	312	1,366	312	1,366
Restructuring payments	-261	-337	-726	-747
Other non-cash items	-24	178	-324	-95
<b>Cash flow before interest and tax</b>	<b>4,684</b>	<b>4,328</b>	<b>17,257</b>	<b>14,850</b>
Interest paid and received	-233	-189	-869	-694
Tax paid on income	-1,651	-648	-3,872	-3,104
<b>Cash flow before changes in working capital</b>	<b>2,801</b>	<b>3,492</b>	<b>12,516</b>	<b>11,052</b>
Changes in working capital	1,364	1,811	148	2,606
<b>Cash flow from operating activities</b>	<b>4,164</b>	<b>5,303</b>	<b>12,665</b>	<b>13,658</b>
<b>INVESTING ACTIVITIES</b>				
Net investments in intangible assets and property, plant and equipment	-525	-439	-1,662	-1,674
Investments in subsidiaries	-924	-454	-3,903	-6,238
Divestments of subsidiaries	9	698	84	1,170
Investments in and disposals of associates	-	-	16	-
Other investments and disposals	0	0	0	0
<b>Cash flow from investing activities</b>	<b>-1,440</b>	<b>-195</b>	<b>-5,464</b>	<b>-6,741</b>
<b>FINANCING ACTIVITIES</b>				
Dividends	-	-2,055	-3,888	-4,277
Acquisition of non-controlling interests	-	-16	-19	-16
Amortization of lease liabilities	-316	-319	-1,159	-1,275
Net cash effect of changes in borrowings	-2,418	-4,845	-2,235	1,011
<b>Cash flow from financing activities</b>	<b>-2,734</b>	<b>-7,234</b>	<b>-7,301</b>	<b>-4,558</b>
<b>CASH FLOW FOR THE PERIOD</b>	<b>-9</b>	<b>-2,127</b>	<b>-100</b>	<b>2,359</b>
<b>CASH AND CASH EQUIVALENTS</b>				
<b>Cash and cash equivalents at beginning of period</b>	<b>459</b>	<b>4,906</b>	<b>538</b>	<b>442</b>
Cash flow for the period	-9	-2,127	-100	2,359
Effect of exchange rate differences	-8	-23	4	-45
<b>Cash and cash equivalents at end of period</b>	<b>442</b>	<b>2,756</b>	<b>442</b>	<b>2,756</b>

KEY RATIOS	Q1-Q4	
	2019	2020
Return on capital employed, %	16.6	13.6
Return on capital employed excluding items affecting comparability, %	17.0	13.0
Return on shareholders' equity, %	18.0	15.5
Equity ratio, %	50.1	50.1
Interest coverage ratio, times	14.9	16.7
Total number of shares, thousands	1,112,576	1,112,576
Number of shares outstanding, thousands	1,110,776	1,110,776
Weighted average number of outstanding shares before and after dilution, thousands	1,110,776	1,110,776
Average number of employees	48,992	48,471

## Financial information – Parent company

### CONDENSED INCOME STATEMENT

SEK M	Q1-Q4	
	2019	2020
Operating income	1,523	868
Income before appropriations and tax	4,962	5,363
Net income for the period	5,134	5,552

### CONDENSED BALANCE SHEET

SEK M	31 Dec	
	2019	2020
Non-current assets	39,443	38,961
Current assets	19,722	21,069
<b>Total assets</b>	<b>59,165</b>	<b>60,030</b>
Equity	24,883	26,186
Untaxed reserves	911	1,125
Non-current liabilities	16,877	15,677
Current liabilities	16,494	17,042
<b>Total equity and liabilities</b>	<b>59,165</b>	<b>60,030</b>

## Quarterly information – Group

<b>THE GROUP IN SUMMARY</b>										
<b>SEK M</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Year</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Year</b>
	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>
Sales	21,505	23,544	24,034	24,946	94,029	22,173	19,953	22,225	23,298	87,649
Organic growth	5%	3%	4%	1%	3%	-3%	-18%	-5%	-5%	-8%
<b>Gross income excluding items affecting comparability</b>	<b>8,596</b>	<b>9,500</b>	<b>9,625</b>	<b>9,979</b>	<b>37,700</b>	<b>8,973</b>	<b>7,648</b>	<b>9,026</b>	<b>9,278</b>	<b>34,925</b>
Gross margin excluding items affecting comparability	40.0%	40.4%	40.0%	40.0%	40.1%	40.5%	38.3%	40.6%	39.8%	39.8%
<b>Operating income before depr. &amp; amort. (EBITDA) excluding items affecting comparability</b>	<b>4,034</b>	<b>4,568</b>	<b>4,736</b>	<b>4,969</b>	<b>18,307</b>	<b>3,676</b>	<b>3,024</b>	<b>4,505</b>	<b>4,487</b>	<b>15,692</b>
Operating margin (EBITDA)	18.8%	19.4%	19.7%	19.9%	19.5%	16.6%	15.2%	20.3%	19.3%	17.9%
Depreciation and amortization excl. amortization attributable to business combinations	-682	-716	-726	-781	-2,905	-792	-787	-771	-853	-3,202
<b>Operating income before amortization (EBITA) excluding items affecting comparability</b>	<b>3,352</b>	<b>3,852</b>	<b>4,010</b>	<b>4,188</b>	<b>15,402</b>	<b>2,884</b>	<b>2,237</b>	<b>3,734</b>	<b>3,634</b>	<b>12,490</b>
Operating margin (EBITA)	15.6%	16.4%	16.7%	16.8%	16.4%	13.0%	11.2%	16.8%	15.6%	14.3%
Amortization attributable to business combinations	-106	-120	-115	-141	-482	-133	-141	-142	-159	-574
<b>Operating income (EBIT) excluding items affecting comparability</b>	<b>3,246</b>	<b>3,733</b>	<b>3,894</b>	<b>4,047</b>	<b>14,920</b>	<b>2,751</b>	<b>2,097</b>	<b>3,593</b>	<b>3,475</b>	<b>11,916</b>
Operating margin (EBIT)	15.1%	15.9%	16.2%	16.2%	15.9%	12.4%	10.5%	16.2%	14.9%	13.6%
Items affecting comparability <sup>1)</sup>	-	-	-	-312	-312	-	-	1 910	-1,367	542
<b>Operating income (EBIT)</b>	<b>3,246</b>	<b>3,733</b>	<b>3,894</b>	<b>3,735</b>	<b>14,608</b>	<b>2,751</b>	<b>2,097</b>	<b>5,502</b>	<b>2,108</b>	<b>12,458</b>
Operating margin (EBIT)	15.1%	15.9%	16.2%	15.0%	15.5%	12.4%	10.5%	24.8%	9.0%	14.2%
Net financial items	-248	-271	-250	-268	-1,037	-232	-205	-176	-169	-782
<b>Income before tax (EBT)</b>	<b>2,997</b>	<b>3,462</b>	<b>3,645</b>	<b>3,467</b>	<b>13,571</b>	<b>2,519</b>	<b>1,892</b>	<b>5,326</b>	<b>1,938</b>	<b>11,676</b>
Profit margin (EBT)	13.9%	14.7%	15.2%	13.9%	14.4%	11.4%	9.5%	24.0%	8.3%	13.3%
Tax on income	-779	-900	-948	-947	-3,574	-655	-492	-888	-469	-2,504
<b>Net income for the period</b>	<b>2,218</b>	<b>2,562</b>	<b>2,697</b>	<b>2,520</b>	<b>9,997</b>	<b>1,864</b>	<b>1,400</b>	<b>4,438</b>	<b>1,470</b>	<b>9,172</b>
<b>Net income attributable to:</b>										
Parent company's shareholders	2,219	2,561	2,696	2,517	9,993	1,864	1,399	4,437	1,471	9,171
Non-controlling interests	-1	0	1	3	4	1	1	1	-1	1
<b>OPERATING CASH FLOW</b>										
<b>SEK M</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Year</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Year</b>
	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>
Operating income (EBIT)	3,246	3,733	3,894	3,735	14,608	2,751	2,097	5,502	2,108	12,458
Restructuring costs	-	-	-	312	312	-	-	-	1,366	1,366
Revaluation previously owned shares in associates	-	-	-	-	-	-	-	-1,910	1	-1,909
Depreciation and amortization	788	835	842	922	3,387	925	927	912	1,012	3,776
Net capital expenditure	-321	-406	-410	-525	-1,662	-491	-442	-301	-439	-1,674
Change in working capital	-2,048	242	591	1,364	148	-1,485	1,460	820	1,811	2,606
Interest paid and received	-179	-277	-179	-233	-869	-172	-244	-90	-189	-694
Repayment of lease liabilities	-262	-281	-300	-316	-1,159	-326	-322	-308	-319	-1,275
Non-cash items	-53	-210	-37	-24	-324	4	-58	-219	178	-95
<b>Operating cash flow</b>	<b>1,171</b>	<b>3,636</b>	<b>4,401</b>	<b>5,235</b>	<b>14,442</b>	<b>1,206</b>	<b>3,418</b>	<b>4,407</b>	<b>5,529</b>	<b>14,560</b>
Operating Cash flow/Income before tax excluding items affecting comparability	0.39	1.05	1.21	1.39	1.04	0.48	1.81	1.29	1.67	1.31
<b>CHANGE IN NET DEBT</b>										
<b>SEK M</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Year</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Year</b>
	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>
Net debt at beginning of period	29,246	35,100	37,620	36,843	29,246	33,050	36,371	34,112	35,059	33,050
Impact from transition to IFRS 16	3,711	-	-	-	3,711	-	-	-	-	-
Operating cash flow	-1,171	-3,636	-4,401	-5,235	-14,442	-1,206	-3,418	-4,407	-5,529	-14,560
Restructuring payments	161	123	181	261	726	83	173	155	337	747
Tax paid on income	703	942	577	1,651	3,872	878	474	1,104	648	3,104
Acquisitions and divestments	1,357	964	1,425	1,018	4,764	1,584	86	4,331	-497	5,504
Dividend	-	3,888	-	-	3,888	-	2,222	-	2,055	4,277
Actuarial gain/loss on post-employment benefit obligations	179	210	289	-316	362	139	407	94	-321	319
Change to lease liabilities	-127	-111	-51	47	-242	-1	-110	98	-93	-106
Exchange rate differences, etc.	1,039	140	1,203	-1,218	1,165	1,845	-2,093	-428	-1,904	-2,580
<b>Net debt at end of period</b>	<b>35,100</b>	<b>37,620</b>	<b>36,843</b>	<b>33,050</b>	<b>33,050</b>	<b>36,371</b>	<b>34,112</b>	<b>35,059</b>	<b>29,755</b>	<b>29,755</b>
Net debt/Equity	0.64	0.70	0.64	0.56	0.56	0.58	0.58	0.56	0.51	0.51
<b>NET DEBT</b>										
<b>SEK M</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Q1</b>	<b>Q4</b>
	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>
Interest-bearing assets	-168	-144	-113	-100	-108	-76	-47	-205	-168	-144
Cash and cash equivalents	-414	-355	-459	-442	-1,676	-3,726	-4,906	-2,756	-414	-355
Derivative financial instruments, net	43	-127	8	-53	-469	-441	-350	-255	43	-127
Pension provisions	3,105	3,324	3,717	3,346	3,642	3,887	4,164	3,514	3,105	3,324
Lease liabilities	3,776	3,694	3,746	3,739	3,924	3,614	3,818	3,562	3,776	3,694
Interest-bearing liabilities	28,758	31,228	29,944	26,560	31,059	30,853	32,379	25,895	28,758	31,228
<b>Total</b>	<b>35,100</b>	<b>37,620</b>	<b>36,843</b>	<b>33,050</b>	<b>36,371</b>	<b>34,112</b>	<b>35,059</b>	<b>29,755</b>	<b>35,100</b>	<b>37,620</b>
<b>CAPITAL EMPLOYED AND FINANCING</b>										
<b>SEK M</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Q1</b>	<b>Q4</b>
	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>
Capital employed	90,227	91,334	94,796	92,204	99,428	93,103	97,232	88,634	90,227	91,334
- of which goodwill	55,731	56,179	59,134	57,662	61,573	58,243	64,013	58,344	55,731	56,179
- of which other intangible assets and PPE	19,911	20,386	21,296	21,191	22,189	21,064	21,613	22,134	19,911	20,386
- of which right-of-use assets	3,805	3,705	3,746	3,731	3,909	3,592	3,779	3,513	3,805	3,705
- of which investments in associates	2,510	2,534	2,643	2,595	2,772	2,665	685	637	2,510	2,534
Net debt	35,100	37,620	36,843	33,050	36,371	34,112	35,059	29,755	35,100	37,620
Non-controlling interests	10	6	8	11	13	12	12	9	10	6
Equity attributable to the Parent company's shareholders	55,117	53,708	57,946	59,143	63,044	58,980	62,161	58,870	55,117	53,708
<b>DATA PER SHARE</b>										
<b>SEK</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Year</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Year</b>
	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>
Earnings per share before and after dilution	2.00	2.31	2.43	2.27	9.00	1.68	1.26	3.99	1.32	8.26
Earnings per share before and after dilution and excluding items affecting comparability	2.00	2.31	2.43	2.49	9.22	1.68	1.26	2.28	2.33	7.54
Shareholders' equity per share after dilution	49.62	48.35	52.17	53.25	53.25	56.76	53.10	55.96	53.00	53.00

<sup>1)</sup> Items affecting comparability consist of restructuring costs and revaluation of previously owned shares in associates.

## Reporting by division

## Q4 and 31 Dec

SEK M	EMEA		Americas		Asia Pacific		Global Technologies		Entrance Systems		Other		Total	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Sales, external	5,404	5,159	5,877	4,530	2,449	2,199	4,349	3,515	6,866	7,894	-	-	24,946	23,298
Sales, internal	121	83	23	36	227	219	28	30	27	33	-425	-400	-	-
<b>Sales</b>	<b>5,525</b>	<b>5,242</b>	<b>5,900</b>	<b>4,567</b>	<b>2,676</b>	<b>2,418</b>	<b>4,377</b>	<b>3,545</b>	<b>6,893</b>	<b>7,927</b>	<b>-425</b>	<b>-400</b>	<b>24,946</b>	<b>23,298</b>
Organic growth	1%	-1%	5%	-4%	-10%	-5%	2%	-17%	0%	-1%	-	-	1%	-5%
Acquisitions and divestments	-2%	0%	4%	-10%	4%	1%	14%	5%	0%	23%	-	-	3%	5%
Exchange-rate effects	2%	-4%	5%	-9%	3%	-6%	6%	-7%	4%	-7%	-	-	4%	-7%
Share of earnings in associates	-	-	-	-	2	-5	5	9	37	3	-	-	44	8
<b>Operating income (EBIT) excl. items affecting comparability</b>	<b>884</b>	<b>670</b>	<b>1,182</b>	<b>915</b>	<b>220</b>	<b>199</b>	<b>800</b>	<b>582</b>	<b>1,125</b>	<b>1,251</b>	<b>-163</b>	<b>-142</b>	<b>4,047</b>	<b>3,475</b>
Operating margin (EBIT) excl. items affecting comparability	16.0%	12.8%	20.0%	20.0%	8.2%	8.2%	18.3%	16.4%	16.3%	15.8%	-	-	16.2%	14.9%
Restructuring costs	-185	-448	-	-51	-6	-303	-4	-195	-116	-220	-	-150	-312	-1,366
Revaluation previously owned shares in associates	-	-	-	-	-	-	-	-	-	-1	-	-	-	-1
<b>Operating income (EBIT)</b>	<b>699</b>	<b>223</b>	<b>1,182</b>	<b>864</b>	<b>214</b>	<b>-104</b>	<b>795</b>	<b>387</b>	<b>1,009</b>	<b>1,030</b>	<b>-163</b>	<b>-292</b>	<b>3,735</b>	<b>2,108</b>
Operating margin (EBIT)	12.6%	4.2%	20.0%	18.9%	8.0%	-4.3%	18.2%	10.9%	14.6%	13.0%	-	-	15.0%	9.0%
Capital employed	18,659	16,849	19,678	13,201	9,053	8,191	22,329	21,044	23,024	30,231	-539	-883	92,204	88,634
- of which goodwill	11,121	10,475	14,105	10,444	4,168	3,884	15,459	14,881	12,809	18,660	-	-	57,662	58,344
- of which other intangible assets and property, plant and equipment	4,092	3,485	4,423	2,713	2,469	2,375	5,632	5,100	4,451	8,362	124	99	21,191	22,134
- of which right-of-use assets	990	998	499	387	260	264	463	457	1,499	1,390	19	17	3,731	3,513
- of which investments in associates	1	1	-	-	637	589	23	28	1,935	20	-	-	2,595	637
Return on capital employed excluding items affecting comparability	18.0%	14.8%	23.6%	26.7%	9.7%	9.1%	14.1%	10.5%	18.6%	15.8%	-	-	17.1%	14.8%
Operating income (EBIT)	699	223	1,182	864	214	-104	795	387	1,009	1,030	-163	-292	3,735	2,108
Restructuring costs	185	448	-	51	6	303	4	195	116	220	-	150	312	1,366
Revaluation previously owned shares in associates	-	-	-	-	-	-	-	-	-	1	-	-	-	1
Depreciation and amortization	219	235	152	110	97	86	236	238	209	334	9	9	922	1,012
Net capital expenditure	-145	-109	-87	-47	-73	-45	-130	-77	-113	-117	22	-44	-525	-439
Amortization of lease liabilities	-76	-78	-43	-34	-27	-29	-36	-35	-129	-140	-3	-3	-316	-319
Change in working capital	848	650	409	634	-70	96	215	361	-7	22	-31	47	1,364	1,811
<b>Operating cash flow by division</b>	<b>1,729</b>	<b>1,368</b>	<b>1,612</b>	<b>1,578</b>	<b>147</b>	<b>307</b>	<b>1,084</b>	<b>1,069</b>	<b>1,086</b>	<b>1,350</b>	<b>-167</b>	<b>-134</b>	<b>5,492</b>	<b>5,540</b>
Non-cash items	-	-	-	-	-	-	-	-	-	-	-24	178	-24	178
Interest paid and received	-	-	-	-	-	-	-	-	-	-	-233	-189	-233	-189
<b>Operating cash flow</b>													<b>5,235</b>	<b>5,529</b>

## Q1-Q4 and 31 Dec

SEK M	EMEA		Americas		Asia Pacific		Global Technologies		Entrance Systems		Other		Total	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Sales, external	20,707	18,563	23,082	18,907	9,477	7,916	15,321	14,054	25,442	28,210	-	-	94,029	87,649
Sales, internal	438	418	90	107	1,213	926	102	105	110	113	-1,953	-1,668	-	-
<b>Sales</b>	<b>21,144</b>	<b>18,982</b>	<b>23,172</b>	<b>19,013</b>	<b>10,689</b>	<b>8,841</b>	<b>15,423</b>	<b>14,158</b>	<b>25,553</b>	<b>28,323</b>	<b>-1,953</b>	<b>-1,668</b>	<b>94,029</b>	<b>87,649</b>
Organic growth	2%	-8%	7%	-7%	-1%	-16%	5%	-15%	2%	-2%	-	-	3%	-8%
Acquisitions and divestments	0%	-1%	2%	-9%	5%	1%	16%	10%	1%	15%	-	-	3%	4%
Exchange-rate effects	3%	-1%	8%	-2%	3%	-2%	8%	-3%	5%	-2%	-	-	6%	-3%
Share of earnings in associates	-	-	-	-	17	9	5	9	124	239	-	-	147	257
<b>Operating income (EBIT) excl. items affecting comparability</b>	<b>3,396</b>	<b>2,263</b>	<b>4,673</b>	<b>3,698</b>	<b>879</b>	<b>396</b>	<b>2,890</b>	<b>2,023</b>	<b>3,652</b>	<b>4,083</b>	<b>-570</b>	<b>-547</b>	<b>14,920</b>	<b>11,916</b>
Operating margin (EBIT) excl. items affecting comparability	16.1%	11.9%	20.2%	19.4%	8.2%	4.5%	18.7%	14.3%	14.3%	14.4%	-	-	15.9%	13.6%
Restructuring costs	-185	-448	-	-51	-6	-303	-4	-195	-116	-220	-	-150	-312	-1,366
Revaluation previously owned shares in associates	-	-	-	-	-	-	-	-	-	1,909	-	-	-	1,909
<b>Operating income (EBIT)</b>	<b>3,211</b>	<b>1,815</b>	<b>4,673</b>	<b>3,647</b>	<b>873</b>	<b>93</b>	<b>2,885</b>	<b>1,828</b>	<b>3,535</b>	<b>5,772</b>	<b>-570</b>	<b>-697</b>	<b>14,608</b>	<b>12,458</b>
Operating margin (EBIT)	15.2%	9.6%	20.2%	19.2%	8.2%	1.1%	18.7%	12.9%	13.8%	20.4%	-	-	15.5%	14.2%
Capital employed	18,659	16,849	19,678	13,201	9,053	8,191	22,329	21,044	23,024	30,231	-539	-883	92,204	88,634
- of which goodwill	11,121	10,475	14,105	10,444	4,168	3,884	15,459	14,881	12,809	18,660	-	-	57,662	58,344
- of which other intangible assets and property, plant and equipment	4,092	3,485	4,423	2,713	2,469	2,375	5,632	5,100	4,451	8,362	124	99	21,191	22,134
- of which right-of-use assets	990	998	499	387	260	264	463	457	1,499	1,390	19	17	3,731	3,513
- of which investments in associates	1	1	-	-	637	589	23	28	1,935	20	-	-	2,595	637
Return on capital employed excluding items affecting comparability	18.4%	12.2%	23.6%	21.6%	10.3%	4.4%	14.0%	9.3%	16.2%	14.8%	-	-	17.0%	13.0%
Operating income (EBIT)	3,211	1,815	4,673	3,647	873	93	2,885	1,828	3,535	5,772	-570	-697	14,608	12,458
Restructuring costs	185	448	-	51	6	303	4	195	116	220	-	150	312	1,366
Revaluation previously owned shares in associates	-	-	-	-	-	-	-	-	-	-1,909	-	-	-	-1,909
Depreciation and amortization	813	925	569	471	381	355	793	917	794	1,078	36	30	3,387	3,776
Net capital expenditure	-454	-407	-348	-267	-220	-192	-366	-430	-276	-330	3	-47	-1,662	-1,674
Amortization of lease liabilities	-295	-318	-149	-132	-100	-108	-129	-144	-477	-559	-9	-14	-1,159	-1,275
Change in working capital	53	476	517	1,067	-319	311	-5	144	-38	702	-61	-94	148	2,606
<b>Operating cash flow by division</b>	<b>3,515</b>	<b>2,939</b>	<b>5,263</b>	<b>4,837</b>	<b>622</b>	<b>762</b>	<b>3,183</b>	<b>2,509</b>	<b>3,655</b>	<b>4,974</b>	<b>-602</b>	<b>-673</b>	<b>15,635</b>	<b>15,349</b>
Non-cash items	-	-	-	-	-	-	-	-	-	-	-324	-95	-324	-95
Interest paid and received	-	-	-	-	-	-	-	-	-	-	-869	-694	-869	-694
<b>Operating cash flow</b>													<b>14,442</b>	<b>14,560</b>
Average number of employees	11,373	10,281	9,360	8,787	11,016	9,892	5,594	6,374	11,313	12,883	336	254	48,992	48,471



## Financial information - Notes

### NOTE 1 DISAGGREGATION OF REVENUE

#### Sales by continent Q4

SEK M	EMEA		Americas		Asia Pacific		Global Technologies		Entrance Systems		Other		Total	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Europe	4,825	4,697	10	20	114	118	1,037	1,026	3,339	3,841	-165	-188	9,160	9,514
North America	155	96	5,416	4,112	221	213	2,098	1,658	3,019	3,477	-167	-141	10,742	9,415
Central- and South America	28	18	434	406	20	13	212	150	17	16	-14	-11	697	592
Africa	220	196	9	8	4	4	129	95	13	17	-7	-5	367	315
Asia	270	216	29	19	1,725	1,471	698	427	378	333	-46	-36	3,054	2,429
Oceania	26	19	2	2	592	599	203	190	128	245	-25	-20	926	1,034
<b>Total</b>	<b>5,525</b>	<b>5,242</b>	<b>5,900</b>	<b>4,567</b>	<b>2,676</b>	<b>2,418</b>	<b>4,377</b>	<b>3,545</b>	<b>6,893</b>	<b>7,927</b>	<b>-425</b>	<b>-400</b>	<b>24,946</b>	<b>23,298</b>

#### Sales by continent Q1-Q4

SEK M	EMEA		Americas		Asia Pacific		Global Technologies		Entrance Systems		Other		Total	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Europe	18,435	16,881	43	64	552	506	3,863	3,759	11,937	12,126	-733	-751	34,097	32,584
North America	593	426	21,358	17,354	1,082	797	7,657	6,795	11,650	14,160	-850	-593	41,490	38,939
Central- and South America	102	64	1,629	1,436	52	43	562	424	83	60	-37	-41	2,392	1,986
Africa	827	665	26	40	15	15	410	386	54	56	-24	-23	1,308	1,139
Asia	1,053	835	110	109	6,633	5,155	2,471	2,070	1,333	1,126	-177	-146	11,422	9,149
Oceania	134	111	7	10	2,355	2,326	459	724	495	794	-132	-113	3,319	3,852
<b>Total</b>	<b>21,144</b>	<b>18,982</b>	<b>23,172</b>	<b>19,013</b>	<b>10,689</b>	<b>8,841</b>	<b>15,423</b>	<b>14,158</b>	<b>25,553</b>	<b>28,323</b>	<b>-1,953</b>	<b>-1,668</b>	<b>94,029</b>	<b>87,649</b>

#### Sales by product group Q4

SEK M	EMEA		Americas		Asia Pacific		Global Technologies		Entrance Systems		Other		Total	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Mechanical locks, lock systems and fittings	2,590	2,488	2,191	1,929	1,294	1,161	84	65	2	2	-172	-132	5,990	5,512
Electromechanical and electronic locks	1,813	1,767	1,414	1,200	586	580	4,240	3,471	199	195	-199	-211	8,053	7,002
Security doors and hardware	971	844	2,250	1,430	792	657	53	8	-	566	-26	-21	4,040	3,484
Entrance automation	151	143	45	8	4	20	-	-	6,692	7,164	-28	-36	6,864	7,299
<b>Total</b>	<b>5,525</b>	<b>5,242</b>	<b>5,900</b>	<b>4,567</b>	<b>2,676</b>	<b>2,418</b>	<b>4,377</b>	<b>3,545</b>	<b>6,893</b>	<b>7,927</b>	<b>-425</b>	<b>-400</b>	<b>24,946</b>	<b>23,298</b>

#### Sales by product group Q1-Q4

SEK M	EMEA		Americas		Asia Pacific		Global Technologies		Entrance Systems		Other		Total	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Mechanical locks, lock systems and fittings	10,232	9,012	8,734	7,892	5,035	4,357	186	291	8	7	-710	-638	23,486	20,921
Electromechanical and electronic locks	6,727	6,335	5,339	4,860	2,492	1,916	15,089	13,844	747	738	-1,018	-800	29,376	26,892
Security doors and hardware	3,678	3,131	8,985	6,224	3,143	2,497	147	24	-	2,364	-104	-101	15,849	14,139
Entrance automation	508	504	114	38	18	70	-	-	24,798	25,214	-121	-129	25,318	25,697
<b>Total</b>	<b>21,144</b>	<b>18,982</b>	<b>23,172</b>	<b>19,013</b>	<b>10,689</b>	<b>8,841</b>	<b>15,423</b>	<b>14,158</b>	<b>25,553</b>	<b>28,323</b>	<b>-1,953</b>	<b>-1,668</b>	<b>94,029</b>	<b>87,649</b>

### NOTE 2 BUSINESS COMBINATIONS

SEK M	Q4		Q1-Q4		whereof agta record 2020
	2019	2020	2019	2020	
<b>Purchase prices</b>					
Cash paid for acquisitions during the year	944	516	3,564	8,058	6,054
Holdbacks and deferred considerations for acquisitions during the year	64	-219	255	318	45
Fair value of previously owned shares in associates	-	0	-	3,752	3,752
Adjustment of purchase prices for acquisitions in prior years	-1	-21	-7	5	-
<b>Total</b>	<b>1,008</b>	<b>276</b>	<b>3,813</b>	<b>12,134</b>	<b>9,850</b>
<b>Acquired assets and liabilities at fair value</b>					
Intangible assets	444	2,486	1,296	3,281	2,691
Property, plant and equipment and right-of-use assets	209	48	417	929	608
Other non-current assets	14	44	95	135	121
Inventories	56	-28	208	646	472
Current receivables and investments	328	76	681	1,062	895
Cash and cash equivalents	58	66	120	2,239	2,149
Non-current liabilities	-119	-525	-503	-1,357	-883
Current liabilities	-246	-152	-1,186	-1,223	-918
<b>Total</b>	<b>743</b>	<b>2,015</b>	<b>1,128</b>	<b>5,713</b>	<b>5,135</b>
<b>Goodwill</b>	<b>265</b>	<b>-1,739</b>	<b>2,685</b>	<b>6,421</b>	<b>4,715</b>
<b>Change in cash and cash equivalents due to acquisitions</b>					
Cash paid for acquisitions during the year	944	516	3,564	8,058	6,054
Cash and cash equivalents in acquired subsidiaries	-58	-66	-120	-2,239	-2,149
Paid considerations for acquisitions in prior years	37	4	459	418	-
<b>Total</b>	<b>924</b>	<b>454</b>	<b>3,903</b>	<b>6,238</b>	<b>3,905</b>

Fair value adjustments of acquired net assets from acquisitions made in previous periods are included in the above table.

## Financial information - Notes

### NOTE 3 FAIR VALUE AND CARRYING AMOUNT ON FINANCIAL ASSETS AND LIABILITIES

#### 31 December 2020

SEK M	Carrying amount	Fair value	Financial instruments at fair value		
			Level 1	Level 2	Level 3
<b>Financial assets</b>					
Financial assets at amortized cost	16,674	16,674			
Financial assets at fair value through profit and loss	6	6			
Derivatives - hedge accounting	187	187		187	
Derivatives - held for trading	240	240		240	
<b>Financial liabilities</b>					
Financial liabilities at amortized cost	32,922	33,480			
Financial liabilities at fair value through profit and loss	944	944			944
Lease liabilities	3,562	3,562			
Derivatives - hedge accounting	0	0		0	
Derivatives - held for trading	171	171		171	

#### 31 December 2019

SEK M	Carrying amount	Fair value	Financial instruments at fair value		
			Level 1	Level 2	Level 3
<b>Financial assets</b>					
Loans and other receivables	16,296	16,296			
Financial assets at fair value through profit and loss	6	6			
Available-for-sale financial assets	94	94		94	
Derivative instruments - hedge accounting	108	108		108	
<b>Financial liabilities</b>					
Financial liabilities at amortized cost	34,468	34,722			
Financial liabilities at fair value through profit and loss	1,366	1,366			1,366
Lease liabilities	3,739	3,739			
Derivatives - hedge accounting	6	6		6	
Derivatives - held for trading	143	143		143	

## Definitions of financial performance measures

### Organic growth

Change in sales for comparable units after adjustments for acquisitions and exchange rate effects.

### Operating margin (EBITDA)

Operating income before depreciation and amortization as a percentage of sales.

### Operating margin (EBITA)

Operating income before amortization of intangible assets recognized in business combinations, as a percentage of sales.

### Operating margin (EBIT)

Operating income as a percentage of sales.

### Profit margin (EBT)

Income before tax as a percentage of sales.

### Operating cash flow

Cash Flow from operating activities excluding restructuring payments and tax paid on income minus net capital expenditure and repayment of lease liabilities.

### Net capital expenditure

Investments in, less disposals of, intangible assets and property, plant and equipment.

### Depreciation and amortization

Depreciation and amortization of intangible assets, property, plant and equipment and right-of-use assets.

### Net debt

Interest-bearing liabilities less interest-bearing assets. See the table on net debt for detailed information.

### Capital employed

Total assets less interest-bearing assets and non-interest-bearing liabilities including deferred tax liability.

### Equity ratio

Shareholders' equity as a percentage of total assets.

### Interest coverage ratio

Income before tax plus net interest divided by net interest.

### Return on shareholders' equity

Net income attributable to parent company's shareholders as a percentage of average parent company's shareholders equity.

### Return on capital employed

Income before tax plus net interest as a percentage of average capital employed excluding restructuring reserves.

### Earnings per share after tax and dilution

Net income excluding non-controlling interests divided by weighted average number of outstanding shares after any potential dilution.