## Quarterly data, Business areas

	J	an-Mar 2019		Α	pr-Jun 2019		Ju	ul-Sep 2019	•	0	ct-Dec 2019	)	Já	an-Jun 2019		Ja	an-Sep 2019	•	J	an-Dec 2019	ı
	Reported	Adjusted		Reported	Adjusted		Reported	Adjusted		Reported	Adjusted		Reported	Adjusted		Reported	Adjusted		Reported	Adjusted	
	income	segment	Adjusted	income	segment	Adjusted	income	segment	Adjusted	income	segment	Adjusted	income	segment	Adjusted	income	segment	Adjusted	income	segment	Adjusted
MSEK	statement	reporting	reporting	statement	reporting	reporting	statement	reporting	reporting	statement	reporting	reporting	statement	reporting	reporting	statement	reporting	reporting	statement	reporting	reporting
Net sales																					
Construction	6,743		6,743	7,782		7,782	6,520		6,520	8,371		8,371	14,525		14,525	21,045		21,045	29,416		29,416
Civil Engineering	2,916		2,916	3,374		3,374	3,257		3,257	3,792		3,792	6,290		6,290	9,547		9,547	13,339		13,339
Industry	2,230		2,230	3,697		3,697	3,820		3,820	3,592		3,592	5,927		5,927	9,747		9,747	13,339		13,339
Project Development	1,863	304	2,167	2,068	191	2,259	1,715	300	2,015	2,138	546	2,684	3,931	495	4,426	5,646	795	6,441	7,784	1,341	9,125
- of which Property Development	173		173	254		254	180		180	179		179	427		427	607		607	786		786
<ul> <li>of which Housing Development</li> </ul>	1,690	304	1,994	1,814	191	2,005	1,535	300	1,835	1,959	546	2,505	3,504	495	3,999	5,039	795	5,834	6,998	1,341	8,339
Group functions	275		275	287		287	289		289	325		325	562		562	851		851	1,176		1,176
Eliminations	-2,668		-2,668	-2,872		-2,872	-2,600		-2,600	-2,906		-2,906	-5,540		-5,540	-8,140		-8,140	-11,046		-11,046
Group, segment reporting	11,359	304	11,663	14,336	191	14,527	13,001	300	13,301	15,312	546	15,858	25,695	495	26,190	38,696	795	39,491	54,008	1,341	55,349
Adjustment housing to IFRS			1,176			613			-432			-403			1,789			1,357			954
IFRS 16 Additional leasing																					
Group, IFRS			12,839			15,140			12,869			15,455			27,979			40,848			56,303
Operating profit																					
Construction	156	-1	155	199		199	150		150	208	-1	207	355	-1	354	505	-1	504	713	-2	711
Civil Engineering	36		36	124	-1	123	76		76	132		132	160	-1	159	236	-1	235	368	-1	367
Industry	-44		-44	258		258	361	-1	360	363		363	214		214	575	-1	574	938	-1	937
Project Development	178	2	180	371	-35	336	183	38	221	234	44	278	549	-33	516	732	5	737	966	49	1,015
- of which Property Development	46		46	195	-3	192	35	-1	34	29	-1	28	241	-3	238	276	-4	272	305	-5	300
- of which Housing Development	132	2	134	176	-32	144	148	39	187	205	45	250	308	-30	278	456	9	465	661	54	715
Group functions	-48		-48	-89	-1	-90	-9	-1	-10	-129	-1	-130	-137	-1	-138	-146	-2	-148	-275	-3	-278
Eliminations	-13		-13	-42		-42	-34		-34	-53		-53	-55		-55	-89		-89	-142		-142
Group, segment reporting	265	1	266	821	-37	784	727	36	763	755	42	797	1,086	-36	1,050	1,813	0	1,813	2,568	42	2,610
Adjustment housing to IFRS			520			207			-105			30			727			622			652
IFRS 16 Additional leasing			5			6			6			6			11			17			23
Group, IFRS			791			997			664			833			1,788			2,452			3,285
Out and the second of																					
Operating margin, %	0.0		0.0	0.0		0.0	0.0		2.0	0.5		0.5	0.4		0.4	0.1		0.4	2.1		2.1
Construction	2.3		2.3	2.6		2.6	2.3		2.3	2.5		2.5	2.4		2.4	2.4		2.4	2.4		2.4
Civil Engineering	1.2		1.2	3.7		3.6	2.3		2.3	3.5		3.5	2.5		2.5	2.5		2.5	2.8		2.8
Industry	-2.0		-2.0	7.0		7.0	9.5		9.4	10.1		10.1	3.6		3.6	5.9		5.9	7.0		7.0
Project Development	9.6		8.3	17.9		14.9	10.7		11.0	10.9		10.4	14.0		11.7	13.0		11.4	12.4		11.1
- of which Property Development	26.6		26.6	76.8		75.6	19.4		18.9	16.2		15.6	56.4		55.7	45.5		44.8	38.8		38.2
- of which Housing Development	7.8		6.7	9.7		7.2	9.6		10.2	10.5		10.0	8.8		7.0	9.0		8.0	9.4		8.6
Group functions																					
Eliminations	0.0		0.0			F 4	<b>5</b> 0			4.0			1.0		4.0	4 7		1.0	1.0		4 -
Group, segment reporting	2.3	_	2.3	5.7	_	5.4	5.6		5.7	4.9		5.0	4.2	_	4.0	4.7		4.6	4.8		4.7
Adjustment housing to IFRS IFRS 16 Additional leasing																					
Group, IFRS			6.2			6.6			5.2			5.4			6.4			6.0			5.8
Oroup, ii No			0.2			0.0			J.Z			0.4			0.4			0.0			3.0

Balance sheet 2019-01-01

Dalario Criot	Reported	Difference	
	balance	accounting	Group
MSEK	sheet	principles	IFRS
Assets			
Intangible assets	2,250		2,250
Tangible assets	5,741		5,741
Investment property	589		589
Interest-bearing long-term receivables	1,445		1,445
Other financial fixed assets	1,292	5	1,297
Deferred tax recoverables	0	346	346
Total fixed assets	11,317	351	11,668
Project and development properties	9,685	7,534	17,219
Inventories	441		441
Interest-bearing current receivables	640	-184	456
Other current receivables	13,857	-827	13,030
Liquid funds	1,376		1,376
Total current assets	25,999	6,523	32,522
Total assets	37,316	6,874	44,190
Equity and liabilities			
Equity	11,348	-1,271	10,077
Liabilities			
Interest-bearing long-term liabilities	5,194	-1,224	3,970
Interest-bearing long-term liabilities, project			
financing housing	_	213	213
Deferred tax liabilities	123		123
Other long-term liabilities	977	-109	868
Total long-term liabilities	6,294	-1,120	5,174
Interest-bearing current liabilities	1,818	-508	1,310
Interest-bearing current liabilities, project			
financing housing	_	10,963	10,963
Other current liabilities	17,856	-1,190	16,666
Total current liabilities	19,674	9,265	28,939
Total liabilities	25,968	8,145	34,113
Total equity and liabilities	37,316	6,874	44,190
Voy notice comment nemering			
Key ratios, segment reporting	10.260		24.050
Capital employed	18,360 30.4		21,050
Equity/assets ratio, %			29.3
Net debt	3,551		5,998
Debt/equity ratio	0.3		0.5
Koy ratios IEDS			
Key ratios, IFRS Capital employed	10 260		26 522
Equity/assets ratio, %	18,360 30.4		26,533 22.8
Net debt			
	3,551		13,179
Debt/equity ratio	0.3		1.3
Equity per share, SEK  Number of outstanding shares at the end of the	38.47		34.16
period, million	295.0		295.0
penou, million	290.0		295.0

	Reported	Adjusted		Difference		Reported	Adjusted		Difference	
	income	segment	Group	accounting		income	segment	Group	accounting	
MSEK	statement	reporting	segment	principles	Group IFRS	statement	reporting	segment	principles	Group IFRS
Net sales	11,359	304	11,663	1,176	12,839	25,695	495	26,190	1,789	27,979
Production costs	-10,367	-302	-10,669	-652	-11,321	-23,144	-529	-23,673	-1,053	-24,726
Gross profit	992	2	994	524	1,518	2,551	-34	2,517	736	3,253
Sales and administrative expenses	-751	-1	-752	1	-751	-1,524	-2	-1,526	2	-1,524
Other operating income	27		27		27	65		65		65
Other operating costs	-3		-3		-3	-6		-6		-6
Operating profit	265	1	266	525	791	1,086	-36	1,050	738	1,788
Financial income	54		54		54	85		85		85
Financial expenses	-50	6	-44	-6	-50	-91	14	-77	-14	-91
Net finance	4	6	10	-6	4	-6	14	8	-14	-6
Pre-tax profit	269	7	276	519	795	1,080	-22	1,058	724	1,782
Tax	-45	-3	-48	-109	-157	-168	-1	-169	-149	-318
Profit for the period	224	4	228	410	638	912	-23	889	575	1,464
Profit for the period, attributable to:										
Shareholders in parent company	224	4	228	410	638	912	-23	889	575	1,464
Non-controlling interests	0	7	220	410	0	0	-25	0	373	0
Profit for the period	224	4	228	410	638	912	-23	889	575	1,464
Trent for the period		-		410					0.0	1,404
Key ratios										
Earnings per share before and after dilution, SEK	0.76		0.77		2.16	3.09		3.01		4.96
Average number of outstanding shares, million	295.0		295.0		295.0	295.0		295.0		295.0
Return on equity, % 1)	15.0		-		-	14.9		-		-
Return on capital employed, % 1)	19.2		-		-	19.8		-		_

Since the reporting for 2018 has not been converted according to the adjusted accounting principles no data for quarters 1-3 will be presented.

Balance sheet		2019-03-31		2019-06-30			
		Changed	Adjusted			Changed	Adjusted
	Reported	accounting	balance		Reported	accounting	balance
MSEK	balance sheet	principles	sheet		balance sheet	principles	sheet
Assets			_				_
Intangible assets	2,282		2,282		2,312		2,312
Tangible assets	6,496		6,496		6,731		6,731
Investment property	675		675		701		701
Interest-bearing long-term receivables	1,253		1,253		1,067		1,067
Other financial fixed assets	1,439	5	1,444		1,712	5	1,717
Deferred tax recoverables	_	234	234		_	196	196
Total fixed assets	12,145	239	12,384		12,523	201	12,724
Project and development properties	10,541	6,334	16,875		10,941	5,579	16,520
Inventories	481		481		505		505
Interest-bearing current receivables	454	-184	270		487	-155	332
Other current receivables	12,237	-880	11,357		14,852	-1,130	13,722
Liquid funds	1,156		1,156		1,128		1,128
Total current assets	24,869	5,270	30,139		27,913	4,294	32,207
Total assets	37,014	5,509	42,523		40,436	4,495	44,931
Equity and liabilities							
Equity and liabilities	14 665	-857	40.000		44 444	-719	40 405
Equity	11,665	-037	10,808		11,144	-719	10,425
Liabilities							
Interest-bearing long-term liabilities	5,758	-1,299	4,459		6,851	-1,428	5,423
Interest-bearing long-term liabilities, project	,	•	,		,	•	•
financing	_	284	284		_	368	368
Deferred tax liabilities	134		134		147		147
Other long-term liabilities	1,055	-214	841		992	-149	843
Total long-term liabilities	6,947	-1,229	5,718		7,990	-1,209	6,781
Interest-bearing current liabilities	1,454	-335	1,119		3,072	-373	2,699
Interest-bearing current liabilities, project financing		8,218	8,218			7,110	7,110
Other current liabilities	16,948	-288	6,216 16,660		18,230	-314	17,916
Total current liabilities	18,402	7, <b>595</b>	<b>25,997</b>		21,302	6, <b>423</b>	27,725
Total liabilities	•		31,715		21,302	5,423 5,214	
	25,349	6,366	·		·	· · · · · · · · · · · · · · · · · · ·	34,506
Total equity and liabilities	37,014	5,509	42,523		40,436	4,495	44,931

	2019-	03-31	2019-06-30		
	Reported key	Adjusted key	Reported key	Adjusted key	
	ratios	ratios	ratios	ratios	
Key ratios, segment reporting					
Capital employed	18,877	20,106	21,067	21,961	
Equity/assets ratio, %	31.5	31.6	27.6	28.1	
Net debt	4,349	5,323	7,241	7,893	
Debt/equity ratio	0.4	0.4	0.6	0.7	
Key ratios, IFRS					
Capital employed	18,877	24,888	21,067	26,025	
Equity/assets ratio, %	31.5	25.4	27.6	23.2	
Net debt	4,349	11,401	7,241	13,073	
Debt/equity ratio	0.4	1.1	0.6	1.3	
Equity per share, SEK	39.54	36.64	37.77	35.34	
Number of outstanding shares at the end of the					
period, million	295.0	295.0	295.0	295.0	

Cash flow statement	:	2019-03-31		2019-06-30			
		Difference			Difference		
	Reported cash	accounting		Reported cash	accounting		
MSEK	flow	principles	Group IFRS	flow	principles	Group IFRS	
Cash flow from current operations before							
changes in working capital	461	526	987	1,248	702	1,950	
Increase (-) / Decrease (+) of project and							
development properties	-534	1,205	671	-905	1,960	1,055	
Increase (-) / Decrease (+) of inventories	-69	_	-69	-53	_	-53	
Increase (-) / Decrease (+) of current receivables /							
current assets	784	845	1,629	-624	1,134	510	
Cash flow from changes in working capital	181	2,050	2,231	-1,582	3,094	1,512	
Cash flow from current operations	642	2,576	3,218	-334	3,796	3,462	
Acquisition of subsidiaries / businesses, net effect							
on liquid funds	_	_	_	-20	_	-20	
Sale of subsidiaries / businesses, net effect on							
liquid funds	_	_	_	_	_	_	
Acquisition of fixed assets	-415	_	-415	-1,004	_	-1,004	
Sale of fixed assets	332	_	332	596	-29	567	
Cash flow from investment operations	-83	_	-83	-428	-29	-457	
Cash flow before financing	559	2,576	3,135	-762	3,767	3,005	
Cash flow from financing operations	-788	-2,576	-3,364	502	-3,767	-3,265	
Cash flow for the period	-229	_	-229	-260	_	-260	
Liquid funds at the beginning of the period	1,376	_	1,376	1,376	_	1,376	
Exchange rate differences in liquid funds	9	_	9	12	_	12	
Liquid funds at the end of the period	1,156	_	1,156	1,128	_	1,128	

	Reported	Adjusted		Difference		Reported	Adjusted		Difference	
	income	segment	Group	accounting		income	segment	Group	accounting	
MSEK	statement	reporting	segment	principles	Group IFRS	statement	reporting	segment	principles	Group IFRS
Net sales	38,696	795	39,491	1,357	40,848	54,008	1,341	55,349	954	56,303
Production costs	-34,930	-792	-35,722	-721	-36,443	-48,734	-1,295	-50,029	-283	-50,312
Gross profit	3,766	3	3,769	636	4,405	5,274	46	5,320	671	5,991
Sales and administrative expenses	-2,128	-3	-2,131	3	-2,128	-2,879	-4	-2,883	4	-2,879
Other operating income	187		187		187	280		280		280
Other operating costs	-12		-12		-12	-107		-107		-107
Operating profit	1,813	0	1,813	639	2,452	2,568	42	2,610	675	3,285
Financial income	99		99		99	130		130		130
Financial expenses	-126	21	-105	-21	-126	-188	27	-161	-27	-188
Net finance	-27	21	-6	-21	-27	-58	27	-31	-27	-58
Pre-tax profit	1,786	21	1,807	618	2,425	2,510	69	2,579	648	3,227
Tax	-285	-4	-289	-133	-422	-418	-23	-441	-130	-571
Profit for the period	1,501	17	1,518	485	2,003	2,092	46	2,138	518	2,656
Drafit for the navied attributable to										
Profit for the period, attributable to:	4 504	17	4.540	405	0.000	2.002	40	0.400	F40	0.050
Shareholders in parent company	1,501 0	17	1,518	485	2,003	2,092	46	2,138	518	2,656
Non-controlling interests		47	4.540	405	2.002		40	2.420	E40	0 0.550
Profit for the period	1,501	17	1,518	485	2,003	2,092	46	2,138	518	2,656
Key ratios										
Earnings per share before and after dilution, SEK	5.09		5.15		6.79	7.09		7.25		9.00
Average number of outstanding shares, million	295.0		295.0		295.0	295.0		295.0		295.0
Return on equity, % <sup>1)</sup>	14.1		-			13.1		12.8		13.2
Return on capital employed, % 1)	19.2		-		-	17.9		17.9		24.3

1) Since the reporting for 2018 has not been converted according to the adjusted accounting principles no data for quarters 1-3 will be presented.

Balance sheet		2019-09-30		2019-12-31			
		Changed	Adjusted			Changed	Adjusted
	Reported	accounting	balance		Reported	accounting	balance
MSEK	balance sheet	principles	sheet		balance sheet	principles	sheet
Assets							·
Intangible assets	2,324		2,324		2,334		2,334
Tangible assets	6,644		6,644		6,811		6,811
Investment property	704		704		558		558
Interest-bearing long-term receivables	1,077		1,077		1,086		1,086
Other financial fixed assets	1,994	5	1,999		2,092	5	2,097
Deferred tax recoverables	_	209	209		8	193	201
Total fixed assets	12,743	214	12,957		12,889	198	13,087
Project and development properties	11,094	5,728	16,822		11,407	5,541	16,948
Inventories	500		500		533		533
Interest-bearing current receivables	195	-77	118		144		144
Other current receivables	14,910	-1,280	13,630		13,383	-780	12,603
Liquid funds	261		261		373		373
Total current assets	26,960	4,371	31,331		25,840	4,761	30,601
Total assets	39,703	4,585	44,288		38,729	4,959	43,688
Equity and liabilities							
Equity	11,735	-769	10,966		12,266	-707	11,559
Liabilities							
	E 042	1.670	4.070		F 647	4 04 4	2 202
Interest-bearing long-term liabilities	5,942	-1,670	4,272		5,617	-1,814	3,803
Interest-bearing long-term liabilities, project		440	440			200	200
financing	-	448	448		_	326	326
Deferred tax liabilities	138	100	138		148	70	148
Other long-term liabilities	959	-109	850		1,014	-76	938
Total long-term liabilities	7,039	-1,331	5,708		6,779	-1,564	5,215
Interest-bearing current liabilities	3,533	-233	3,300		3,493	-482	3,011
Interest-bearing current liabilities, project financing	_	7,385	7,385		_	7,637	7,637
Other current liabilities	17,396	-467	16,929		16,191	75	16,266
Total current liabilities	20,929	6,685	27,614		19,684	7,230	26,914
Total liabilities	27,968	5,354	33,322		26,463	5,666	32,129
Total equity and liabilities	39,703	4,585	44,288		38,729	4,959	43,688
-	·			-			

2019-09-30 2019-12-31 Reported key Adjusted key Reported key Adjusted key ratios ratios ratios ratios Key ratios, segment reporting Capital employed 21,999 21,376 21,617 21,210 Equity/assets ratio, % 32.5 29.6 30.2 31.7 Net debt 7,942 8,474 7,507 7,535 Debt/equity ratio 0.7 0.7 0.6 0.6 Key ratios, IFRS Capital employed 21,210 26,371 21,376 26,336 Equity/assets ratio, % 29.6 24.8 31.7 26.5 Net debt 7,942 13,949 7,507 13,174 Debt/equity ratio 0.7 1.3 0.6 1.1 Equity per share, SEK 39.78 37.17 41.58 39.18 Number of outstanding shares at the end of the period, million 295.0 295.0 295.0 295.0

Cash flow statement		2019-09-30		 2019-12-31			
		Difference			Difference		
	Reported cash	accounting		Reported cash	accounting		
MSEK	flow	principles	Group IFRS	flow	principles	Group IFRS	
Cash flow from current operations before							
changes in working capital	1,951	639	2,590	3,152	717	3,869	
Increase (-) / Decrease (+) of project and							
development properties	-1,081	1,809	728	-1,661	1,998	337	
Increase (-) / Decrease (+) of inventories	-48	_	-48	-89	_	-89	
Increase (-) / Decrease (+) of current receivables /							
current assets	-1,491	1,173	-318	-1,350	1,246	-104	
Cash flow from changes in working capital	-2,620	2,982	362	-3,100	3,244	144	
Cash flow from current operations	-669	3,621	2,952	52	3,961	4,013	
Acquisition of subsidiaries / businesses, net effect							
on liquid funds	-22	_	-22	-22	_	-22	
Sale of subsidiaries / businesses, net effect on							
liquid funds	88	_	88	163	_	163	
Acquisition of fixed assets	-1,351	_	-1,351	-1,925	_	-1,925	
Sale of fixed assets	851	-107	744	1,181	-184	997	
Cash flow from investment operations	-434	-107	-541	-603	-184	-787	
Cash flow before financing	-1,103	3,514	2,411	-551	3,777	3,226	
Cash flow from financing operations	-21	-3,514	-3,535	-462	-3,777	-4,239	
Cash flow for the period	-1,124	_	-1,124	-1,013	_	-1,013	
Liquid funds at the beginning of the period	1,376	_	1,376	1,376	_	1,376	
Exchange rate differences in liquid funds	9	_	9	10	_	10	
Liquid funds at the end of the period	261	_	261	373	_	373	

## **Quarterly data, Group IFRS**

	Oct-Dec	Jul-Sep	Apr-Jun	Jan-Mar
MSEK	2019	2019	2019	2019
Net sales	15,455	12,869	15,140	12,839
Production costs	-13,869	-11,717	-13,405	-11,321
Gross profit	1,586	1,152	1,735	1,518
Sales and administrative expenses	-751	-604	-773	-751
Other operating income	93	122	38	27
Other operating costs	-95	-6	-3	-3
Operating profit	833	664	997	791
Financial income	31	14	31	54
Financial expenses	-62	-35	-41	-50
Net finance	-31	-21	-10	4
Pre-tax profit	802	643	987	795
Tax	-149	-104	-161	-157
Profit for the period	653	539	826	638
Profit for the period, attributable to:				
Shareholders in parent company	653	539	826	638
Non-controlling interests	0	0	0	0
Profit for the period	653	539	826	638
Key ratios				
Earnings per share before and after dilution, SEK	2.21	1.83	2.80	2.16
Average number of outstanding shares, million	295.0	295.0	295.0	295.0
Capital employed (CB)	26,336	26,371	26,025	24,888
Equity (CB)	11,559	10,966	10,425	10,808