

## Alternative performance measures and financial definitions

Alternative performance measures are used to describe the development of operations and to enhance comparability between periods. These are not defined under IFRS but correspond to the methods applied by executive management and Board of Directors to measure the company's financial performance. Alternative performance measures should not be viewed as a substitute for financial information presented in accordance with IFRS but rather as a complement.

The difference between segment reporting and reporting according to IFRS is described in more detail in note 1, and note 4 in the Annual Report 2021. The difference primarily consists of differences in accounting principles for our own housing development projects where revenue and profit are recognized over time in segment reporting and at one point in time, when homebuyers take over their homes, in reporting according to IFRS. In segment reporting leasing fees for the lessee are recognized linearly over the leasing period for leases that are classified by the counterparty (the lessor) as operational leases. IFRS 16 Leases is applied in Group reporting according to IFRS, which entails that lessees recognize depreciation and interest attributable to leasing assets and liabilities. As a result the difference between segment reporting and reporting according to IFRS even affects the items on the balance sheet, including net debt. Nonetheless, in the key ratios below the method of calculation is the same for both segment reporting and reporting according to IFRS.

Definition and motivation of use	Calculation at quarterly report January-September 2022	
<p><b>Available liquidity</b> Liquid funds and short-term investments along with unutilized credit facilities, excluding unutilized project financing. Shows the Group's available liquidity.</p>	<p><b>Reporting according to IFRS</b></p>	<p>MSEK</p>
	<p>Liquid funds 1,784 Unutilized credit facilities 6,380 <hr/>Available liquidity 8,164</p>	
<p><b>Equity per share</b> Equity attributable to shareholders in parent company divided by the number of outstanding shares at the end of the period. Shows equity per share.</p>	<p><b>Reporting according to IFRS</b></p>	
	<p>Equity, MSEK 13,250 Less equity attributable to non-controlling interests, MSEK -10 <hr/>Equity attributable to shareholders in parent company, MSEK 13,240 Number of outstanding shares at the end of the period 288,812,576 Equity per share, SEK 45.84</p> <p><b>Segment reporting</b></p>	
	<p>Equity, MSEK 14,469 Less equity attributable to non-controlling interests, MSEK -10 <hr/>Equity attributable to shareholders in parent company, MSEK 14,459 Number of outstanding shares at the end of the period 288,812,576 Equity per share, SEK 50.06</p>	
<p><b>Cash flow per share</b> Cash flow per share calculated as the total of the cash flow from current operations and cash flow from investment operations divided by the average number of outstanding shares during the period. Shows cash flow per share.</p>	<p><b>Reporting according to IFRS</b></p>	
	<p>Cash flow from current operations, MSEK -1,928 Cash flow from investment operations, MSEK -727 <hr/>Total cash flow before financing, MSEK -2,655 Average number of outstanding shares 293,542,592 Cash flow per share, SEK -9.04</p> <p><b>Segment reporting</b></p>	
	<p>Cash flow from current operations, MSEK -331 Cash flow from investment operations, MSEK -727 <hr/>Total cash flow before financing, MSEK -1,058 Average number of outstanding shares 293,542,592 Cash flow per share, SEK -3.60</p>	

**Definition and motivation of use**
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<p><b>Net investments</b> Change in the period of the reported value of current assets (CB-OB) plus depreciation and write-downs. Shows the size of net investments made.</p>																																																																						
<p><b>Net debt</b> Interest-bearing liabilities including provisions for pensions less liquid funds and interest-bearing assets. Shows financial position.</p>	<table> <tr> <td colspan="2"><b>Reporting according to IFRS</b></td> <td>MSEK</td> </tr> <tr> <td>Interest-bearing long-term liabilities</td> <td></td> <td>6,754</td> </tr> <tr> <td>Interest-bearing long-term liabilities, project financing</td> <td></td> <td>537</td> </tr> <tr> <td>Interest-bearing current liabilities</td> <td></td> <td>2,146</td> </tr> <tr> <td>Interest-bearing current liabilities, project financing</td> <td></td> <td>9,543</td> </tr> <tr> <td>- Interest-bearing long-term receivables</td> <td></td> <td>-1,268</td> </tr> <tr> <td>- Interest-bearing current receivables</td> <td></td> <td>-139</td> </tr> <tr> <td>- Liquid funds</td> <td></td> <td>-1,784</td> </tr> <tr> <td>Net debt</td> <td></td> <td>15,789</td> </tr> <tr> <td colspan="2"><b>Segment reporting</b></td> <td>MSEK</td> </tr> <tr> <td>Interest-bearing long-term liabilities</td> <td></td> <td>5,475</td> </tr> <tr> <td>Interest-bearing long-term liabilities, project financing</td> <td></td> <td>141</td> </tr> <tr> <td>Interest-bearing current liabilities</td> <td></td> <td>1,834</td> </tr> <tr> <td>Interest-bearing current liabilities, project financing</td> <td></td> <td>1,627</td> </tr> <tr> <td>- Interest-bearing long-term receivables</td> <td></td> <td>-1,268</td> </tr> <tr> <td>- Interest-bearing current receivables</td> <td></td> <td>-139</td> </tr> <tr> <td>- Liquid funds</td> <td></td> <td>-1,784</td> </tr> <tr> <td>Net debt</td> <td></td> <td>5,886</td> </tr> <tr> <td colspan="2"><b>Reconciliation between IFRS and segment reporting</b></td> <td></td> </tr> <tr> <td>Net debt according to IFRS</td> <td></td> <td>15,789</td> </tr> <tr> <td>Additional IFRS 16 Leases</td> <td></td> <td>-1,591</td> </tr> <tr> <td>Project financing, sold part of housing projects</td> <td></td> <td>-8,312</td> </tr> <tr> <td>Net debt according to segment reporting</td> <td></td> <td>5,886</td> </tr> </table>	<b>Reporting according to IFRS</b>		MSEK	Interest-bearing long-term liabilities		6,754	Interest-bearing long-term liabilities, project financing		537	Interest-bearing current liabilities		2,146	Interest-bearing current liabilities, project financing		9,543	- Interest-bearing long-term receivables		-1,268	- Interest-bearing current receivables		-139	- Liquid funds		-1,784	Net debt		15,789	<b>Segment reporting</b>		MSEK	Interest-bearing long-term liabilities		5,475	Interest-bearing long-term liabilities, project financing		141	Interest-bearing current liabilities		1,834	Interest-bearing current liabilities, project financing		1,627	- Interest-bearing long-term receivables		-1,268	- Interest-bearing current receivables		-139	- Liquid funds		-1,784	Net debt		5,886	<b>Reconciliation between IFRS and segment reporting</b>			Net debt according to IFRS		15,789	Additional IFRS 16 Leases		-1,591	Project financing, sold part of housing projects		-8,312	Net debt according to segment reporting		5,886
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<p><b>Orders received</b> The sum of orders received during the period. Measures how new orders replace produced work. In our own developed housing projects tenant-owned housing associations/residential limited companies are considered external customers.</p>																																																																						
<p><b>Order backlog</b> The value at the end of the period of the remaining income in ongoing production plus orders received yet to be produced. Order backlog is based on segment reporting. Shows how much will be produced in the future.</p>																																																																						

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<p><b>Earnings per share</b> Profit for the period attributable to shareholders in parent company divided by the average number of outstanding shares during the period. Shows profit per share.</p>	<p><b>Reporting according to IFRS</b></p> <table border="0"> <tr> <td>Profit for the period, MSEK</td> <td></td> <td>1,273</td> </tr> <tr> <td>Adjustment of profit for the period attributable to non-controlling interests, MSEK</td> <td></td> <td>0</td> </tr> <tr> <td>Profit for the period attributable to shareholders in parent company, MSEK</td> <td></td> <td>1,273</td> </tr> <tr> <td>Average number of outstanding shares</td> <td></td> <td>293,542,592</td> </tr> <tr> <td>Earnings per share, SEK</td> <td></td> <td>4.34</td> </tr> </table> <p><b>Segment reporting</b></p> <table border="0"> <tr> <td>Profit for the period, MSEK</td> <td></td> <td>1,495</td> </tr> <tr> <td>Adjustment of profit for the period attributable to non-controlling interests, MSEK</td> <td></td> <td>0</td> </tr> <tr> <td>Profit for the period attributable to shareholders in parent company, MSEK</td> <td></td> <td>1,495</td> </tr> <tr> <td>Average number of outstanding shares</td> <td></td> <td>293,542,592</td> </tr> <tr> <td>Earnings per share, SEK</td> <td></td> <td>5.09</td> </tr> </table>	Profit for the period, MSEK		1,273	Adjustment of profit for the period attributable to non-controlling interests, MSEK		0	Profit for the period attributable to shareholders in parent company, MSEK		1,273	Average number of outstanding shares		293,542,592	Earnings per share, SEK		4.34	Profit for the period, MSEK		1,495	Adjustment of profit for the period attributable to non-controlling interests, MSEK		0	Profit for the period attributable to shareholders in parent company, MSEK		1,495	Average number of outstanding shares		293,542,592	Earnings per share, SEK		5.09																		
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<p><b>Return on equity</b> Profit of the rolling 12 month period attributable to shareholders in the parent company divided by the average (last four quarters) equity attributable to shareholders in the parent company. The measurement is used to create efficient business and a rational capital structure and shows how the Group has multiplied shareholder's equity.</p>	<p><b>Reporting according to IFRS</b></p> <table border="0"> <tr> <td>Profit for the period, MSEK</td> <td></td> <td>2,394</td> </tr> <tr> <td>Average equity, MSEK</td> <td></td> <td></td> </tr> <tr> <td>Q3 2022</td> <td>13,240</td> <td></td> </tr> <tr> <td>Q2 2022</td> <td>12,735</td> <td></td> </tr> <tr> <td>Q1 2022</td> <td>13,791</td> <td></td> </tr> <tr> <td>Q4 2021</td> <td>13,681</td> <td></td> </tr> <tr> <td></td> <td>53,447 / 4</td> <td>13,362</td> </tr> <tr> <td>Return on equity, %</td> <td></td> <td>17.9</td> </tr> </table> <p><b>Segment reporting</b></p> <table border="0"> <tr> <td>Profit for the period, MSEK</td> <td></td> <td>2,562</td> </tr> <tr> <td>Average equity, MSEK</td> <td></td> <td></td> </tr> <tr> <td>Q3 2022</td> <td>14,459</td> <td></td> </tr> <tr> <td>Q2 2022</td> <td>13,867</td> <td></td> </tr> <tr> <td>Q1 2022</td> <td>14,811</td> <td></td> </tr> <tr> <td>Q4 2021</td> <td>14,655</td> <td></td> </tr> <tr> <td></td> <td>57,792 / 4</td> <td>14,448</td> </tr> <tr> <td>Return on equity, %</td> <td></td> <td>17.7</td> </tr> </table>	Profit for the period, MSEK		2,394	Average equity, MSEK			Q3 2022	13,240		Q2 2022	12,735		Q1 2022	13,791		Q4 2021	13,681			53,447 / 4	13,362	Return on equity, %		17.9	Profit for the period, MSEK		2,562	Average equity, MSEK			Q3 2022	14,459		Q2 2022	13,867		Q1 2022	14,811		Q4 2021	14,655			57,792 / 4	14,448	Return on equity, %		17.7
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<p><b>Return on capital employed</b> Pre-tax profit for the rolling 12 month period with the addition of financial expenses in percent of the average (last four quarters) capital employed. The measurement is used to measure capital efficiency and to allocate capital for new investments and shows the Group's earning capacity independent of financing.</p>	<p><b>Reporting according to IFRS</b></p> <table> <tr><td>Pre-tax profit, MSEK</td><td>2,891</td></tr> <tr><td>Financial expenses, MSEK</td><td>173</td></tr> <tr><td>Total profit, MSEK</td><td>3,064</td></tr> <tr><td>Average capital employed, MSEK</td><td></td></tr> <tr><td>Q3 2022</td><td>32,230</td></tr> <tr><td>Q2 2022</td><td>31,232</td></tr> <tr><td>Q1 2022</td><td>29,765</td></tr> <tr><td>Q4 2021</td><td>28,698</td></tr> <tr><td></td><td>121,925 / 4</td></tr> <tr><td>Return on capital employed, %</td><td>10.1</td></tr> </table> <p><b>Segment reporting</b></p> <table> <tr><td>Pre-tax profit, MSEK</td><td>3,092</td></tr> <tr><td>Financial expenses, MSEK</td><td>126</td></tr> <tr><td>Total profit, MSEK</td><td>3,218</td></tr> <tr><td>Average capital employed, MSEK</td><td></td></tr> <tr><td>Q3 2022</td><td>23,546</td></tr> <tr><td>Q2 2022</td><td>22,828</td></tr> <tr><td>Q1 2022</td><td>22,117</td></tr> <tr><td>Q4 2021</td><td>21,561</td></tr> <tr><td></td><td>90,052 / 4</td></tr> <tr><td>Return on capital employed, %</td><td>14.3</td></tr> </table>	Pre-tax profit, MSEK	2,891	Financial expenses, MSEK	173	Total profit, MSEK	3,064	Average capital employed, MSEK		Q3 2022	32,230	Q2 2022	31,232	Q1 2022	29,765	Q4 2021	28,698		121,925 / 4	Return on capital employed, %	10.1	Pre-tax profit, MSEK	3,092	Financial expenses, MSEK	126	Total profit, MSEK	3,218	Average capital employed, MSEK		Q3 2022	23,546	Q2 2022	22,828	Q1 2022	22,117	Q4 2021	21,561		90,052 / 4	Return on capital employed, %	14.3
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<p><b>Operating margin</b> Operating profit as a percentage of net sales. Shows the profitability in the business.</p>	<p><b>Reporting according to IFRS</b></p> <table> <tr><td>Operating profit, MSEK</td><td>1,671</td></tr> <tr><td>Net sales, MSEK</td><td>44,792</td></tr> <tr><td>Operating margin, %</td><td>3.7</td></tr> </table> <p><b>Segment reporting</b></p> <table> <tr><td>Operating profit, MSEK</td><td>1,888</td></tr> <tr><td>Net sales, MSEK</td><td>46,087</td></tr> <tr><td>Operating margin, %</td><td>4.1</td></tr> </table>	Operating profit, MSEK	1,671	Net sales, MSEK	44,792	Operating margin, %	3.7	Operating profit, MSEK	1,888	Net sales, MSEK	46,087	Operating margin, %	4.1																												
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Equity/assets ratio, %	33.5																												
<p><b>Capital employed for the Group</b> Total assets at the end of the period less non-interest-bearing operating liabilities and provisions. The measurement is used to measure capital utilization and its effectiveness.</p>	<p><b>Reporting according to IFRS</b> MSEK</p> <table> <tr> <td>Total assets</td> <td>51,186</td> </tr> <tr> <td>- Deferred tax liabilities</td> <td>-317</td> </tr> <tr> <td>- Other long-term liabilities</td> <td>-1,553</td> </tr> <tr> <td>- Other current liabilities</td> <td>-17,086</td> </tr> <tr> <td>Capital employed</td> <td>32,230</td> </tr> </table> <p><b>Segment reporting</b> MSEK</p> <table> <tr> <td>Total assets</td> <td>43,191</td> </tr> <tr> <td>- Deferred tax liabilities</td> <td>-325</td> </tr> <tr> <td>- Other long-term liabilities</td> <td>-1,553</td> </tr> <tr> <td>- Other current liabilities</td> <td>-17,767</td> </tr> <tr> <td>Capital employed</td> <td>23,546</td> </tr> </table> <p><b>Reconciliation between IFRS and segment reporting</b> MSEK</p> <table> <tr> <td>Capital employed according to IFRS</td> <td>32,230</td> </tr> <tr> <td>IFRS 16, additional leases</td> <td>-1,563</td> </tr> <tr> <td>Housing projects, sold part</td> <td>-7,121</td> </tr> <tr> <td>Capital employed according to segment reporting</td> <td>23,546</td> </tr> </table>	Total assets	51,186	- Deferred tax liabilities	-317	- Other long-term liabilities	-1,553	- Other current liabilities	-17,086	Capital employed	32,230	Total assets	43,191	- Deferred tax liabilities	-325	- Other long-term liabilities	-1,553	- Other current liabilities	-17,767	Capital employed	23,546	Capital employed according to IFRS	32,230	IFRS 16, additional leases	-1,563	Housing projects, sold part	-7,121	Capital employed according to segment reporting	23,546
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<p><b>Capital employed for the business areas</b> Total assets in the business areas at the end of the period reduced by deferred tax recoverables and internal receivables from the internal bank Peab Finans with deductions for non-interest-bearing liabilities, provisions and deferred tax liabilities. The measurement is used to measure capital utilization and its effectiveness for the business areas, and is only presented as a net amount per business area.</p>																													

All amounts, if not otherwise specified, have been rounded to the nearest SEK million. The numbers in the quarterly report are based on the Group's consolidation system which is in SEK thousands. By rounding numbers presented key ratios may differ slightly from calculated according to the definition.