

# Financial key figures, alternative performance measures and other definitions

INVISIO's financial statements include both financial key figures that are specified in current financial reporting rules, alternative performance measures ("APM") in accordance with ESMA's definition and other key figures related to the business. The APMs are regarded as relevant for an investor who wants to understand the company's results and financial position better. For the APMs that are not directly reconcilable with the financial statements, a reconciliation is provided below. Reconciliation is against the closest comparable IFRS financial measure.

## Gross margin

Gross profit as a percentage of total revenue.

## Operating margin

Operating profit as a percentage of total revenue.

## Profit margin

Profit for the year as a percentage of total revenue.

## EBITDA

Operating profit before depreciation, amortizations and impairment losses.

## EBIT (Operating profit/loss)

Operating profit/loss after depreciation, amortization and impairment losses. INVISIO defines EBIT (earnings before interest and tax) in the same way as Operating profit/loss.

## Operating expenses

Sales and marketing expenses, Administration expenses and Research and development costs.

## Net financial items

Financial income less Financial expenses.

## Equity ratio

Equity divided by total assets (balance sheet total).

## Number of shares

Number of outstanding shares at the close of the period.

## Number of shares after dilution

Number of outstanding shares at the close of the period plus the number of shares that would be added if all dilutive potential shares were converted. Only the option programs whose issue price is less than the average market price of the shares during the period can lead to a dilutive effect.

## Average number of outstanding shares

Weighted average of the number of outstanding shares during the period.

## Average number of outstanding shares after dilution

Weighted average of the number of outstanding shares during the period plus a weighted number of shares that would be added if all dilutive potential shares were converted. Only the option programs whose issue price is less than the average market price of the shares during the period can lead to a dilutive effect.

## Earnings per share

Profit for the year divided by the average number of outstanding shares.

## Earnings per share after dilution

Profit for the year divided by the average number of outstanding shares after dilution.

## Shareholders' equity per share

Equity divided by the number of outstanding shares adjusted for non-registered issues.

## Shareholders' equity per share after dilution

Shareholders' equity divided by the number of outstanding shares after dilution.

## Number of employees at the close of the period

Number of employees on the date of salary payment in the last month of the period.

## Reconciliation of alternative performance measures

SEK in millions		2017	2017	2017	2016	2016	2016	2016	2016	2015	2015	2015	2015	2015
		Q3	Q2	Q1	Q4	Q3	Q2	Q1	Full year	Q4	Q3	Q2	Q1	Full year
A	Gross profit	42.4	40.5	48.2	40.4	45.1	43.2	42.2	171.0	22.7	29.3	34.1	32.3	118.3
B	Operating expenses	28.2	26.2	25.5	23.5	17.4	21.0	18.7	80.6	18.6	16.4	18.0	18.1	71.0
<b>A+B</b>	<b>EBIT (Operating profit/loss)</b>	<b>14.3</b>	<b>14.3</b>	<b>22.7</b>	<b>16.9</b>	<b>27.7</b>	<b>22.2</b>	<b>23.5</b>	<b>90.4</b>	<b>4.0</b>	<b>12.9</b>	<b>16.2</b>	<b>14.2</b>	<b>47.3</b>
A	EBIT (Operating profit/loss)	14.3	14.3	22.7	16.9	27.7	22.2	23.5	90.4	4.0	12.9	16.2	14.2	47.3
B	Depreciation, amortization and impairment losses	0.9	1.1	1.3	3.7	1.3	1.2	1.3	7.5	0.8	1.8	2.2	0.8	5.6
<b>A+B</b>	<b>EBITDA</b>	<b>15.2</b>	<b>15.4</b>	<b>24.0</b>	<b>20.6</b>	<b>29.0</b>	<b>23.4</b>	<b>24.8</b>	<b>97.8</b>	<b>4.8</b>	<b>14.7</b>	<b>18.4</b>	<b>15.0</b>	<b>52.9</b>

SEK in millions		30/09/2017	30/06/2017	31/03/2017	31/12/2016	30/09/2016	30/06/2016	31/03/2016	31/12/2015	30/09/2015	30/06/2015	31/03/2015
A	Equity	238.6	227.8	231.8	209.5	191.4	158.6	130.2	105.6	105.7	77.1	64.1
B	Number of shares, thousands	44,098	44,098	43,449	43,449	42,844	42,844	42,240	42,240	42,240	42,240	42,240
<b>A/B</b>	<b>Shareholders' equity per share, SEK</b>	<b>5.41</b>	<b>5.16</b>	<b>5.33</b>	<b>4.82</b>	<b>4.47</b>	<b>3.70</b>	<b>3.08</b>	<b>2.50</b>	<b>2.50</b>	<b>1.82</b>	<b>1.52</b>
A	Equity	238.6	227.8	231.8	209.5	191.4	158.6	130.2	105.6	105.7	77.1	64.1
B	Number of shares after dilution, thousands	44,098	44,098	44,112	44,112	44,138	44,138	44,138	44,138	44,240	44,240	43,573
<b>A/B</b>	<b>Shareholders' equity per share after dilution, SEK</b>	<b>5.41</b>	<b>5.16</b>	<b>5.25</b>	<b>4.75</b>	<b>4.34</b>	<b>3.59</b>	<b>2.95</b>	<b>2.39</b>	<b>2.39</b>	<b>1.74</b>	<b>1.47</b>