

Reconciliation alternative performance measurements

Reconciliation for alternative performance measurements has been prepared in accordance with ESMA Guidelines Alternative Performance Measurements (ESMA/2015/1415).

This information has not been subject to review by SSM's auditors.

| MSEK | 2018Q3 | 2018Q4 | 2019Q1 | 2019Q2 | 2019Q3 | 2019Q4 | 2020Q1 | 2020Q2 |
|--|--------|--------|--------|---------|---------|--------|--------|--------|
| Financial performance measurements | | | | | | | | |
| Net sales (P&L) | 47.3 | 58.2 | 15.4 | 20.4 | 140.5 | 36.1 | 48.9 | 54.6 |
| Expenses for production and management (P&L) | - 36.8 | - 71.5 | - 10.3 | - 15.4 | - 334.1 | - 32.1 | - 44.7 | - 44.5 |
| Gross profit (P&L) | 10.5 | - 13.3 | 5.0 | 5.0 | - 193.6 | 4.0 | 4.2 | 10.1 |
| Net sales (P&L) | 47.3 | 58.2 | 15.4 | 20.4 | 140.5 | 36.1 | 48.9 | 54.6 |
| Net sales, joint ventures | 34.0 | - 34.8 | 6.5 | 5.3 | 42.2 | 580.4 | 213.1 | 136.9 |
| Net sales including joint ventures | 81.3 | 23.4 | 21.8 | 25.8 | 182.6 | 616.5 | 262.1 | 191.6 |
| Gross profit (P&L) | 10.5 | - 13.3 | 5.0 | 5.0 | - 193.6 | 4.0 | 4.2 | 10.1 |
| Net sales (P&L) | 47.3 | 58.2 | 15.4 | 20.4 | 140.5 | 36.1 | 48.9 | 54.6 |
| Gross margin, % | 22.1 | - 22.8 | 32.8 | 24.6 | - 137.8 | 11.2 | 8.7 | 18.5 |
| Pre-tax profit (P&L) | - 8.0 | - 40.8 | - 20.4 | - 25.4 | - 383.6 | - 19.9 | - 8.5 | 1.8 |
| Net financial items (P&L) | - 7.6 | - 7.2 | - 8.0 | 0.9 | - 5.9 | - 20.9 | - 9.3 | - 1.2 |
| Operating profit (P&L) | - 0.4 | - 33.6 | - 12.4 | - 26.3 | - 377.7 | 1.0 | 0.8 | 3.0 |
| Net sales (P&L) | 47.3 | 58.2 | 15.4 | 20.4 | 140.5 | 36.1 | 48.9 | 54.6 |
| Operating profit (P&L) | - 0.4 | - 33.6 | - 12.4 | - 26.3 | - 377.7 | 1.0 | 0.8 | 3.0 |
| Operating margin, % | - 0.9 | - 57.7 | - 81.1 | - 129.0 | - 268.9 | 2.7 | 1.6 | 5.6 |
| Operating profit (P&L) | - 0.4 | - 33.6 | - 12.4 | - 26.3 | - 377.7 | 1.0 | 0.8 | 3.0 |
| Financial income (P&L) | 2.3 | 2.8 | 2.5 | 11.0 | 2.7 | 3.2 | 2.2 | 7.6 |
| Profit after financial income | 1.9 | - 30.8 | - 10.0 | - 15.3 | - 375.0 | 4.2 | 3.0 | 10.7 |
| Financial expenses (P&L) | - 10.0 | - 10.0 | - 10.4 | - 10.1 | - 8.6 | - 24.1 | - 11.5 | - 8.8 |
| Interest coverage ratio, times | 0.2 | - 3.1 | - 1.0 | - 1.5 | - 43.6 | 0.2 | 0.3 | 1.2 |
| Shareholder's equity, closing balance (BS) | 813.1 | 766.7 | 746.7 | 721.2 | 339.6 | 319.2 | 310.6 | 466.9 |
| Shareholder's equity, opening balance (BS) | 821.0 | 813.1 | 766.7 | 746.7 | 721.2 | 339.6 | 319.2 | 310.6 |
| Shareholder's equity, average | 817.0 | 789.9 | 756.7 | 734.0 | 530.4 | 329.4 | 314.9 | 388.8 |
| Earnings for the period (P&L) | - 8.0 | - 46.4 | - 19.9 | - 25.5 | - 381.6 | - 20.4 | - 8.5 | 1.8 |
| Return on equity, period, % | - 1.0 | - 5.9 | - 2.6 | - 3.5 | - 71.9 | - 6.2 | - 2.7 | 0.5 |
| Return on equity, annualized (x4), % | - 3.9 | - 23.5 | - 10.5 | - 13.9 | - 287.7 | - 24.8 | - 10.9 | 1.9 |

| MSEK | 2018Q3 | 2018Q4 | 2019Q1 | 2019Q2 | 2019Q3 | 2019Q4 | 2020Q1 | 2020Q2 |
|---|------------|------------|------------|------------|------------|------------|------------|------------|
| Net sales (P&L) | 47.3 | 58.2 | 15.4 | 20.4 | 140.5 | 36.1 | 48.9 | 54.6 |
| Net sales, same period previous year (P&L) | 211.4 | 241.0 | 225.5 | 321.5 | 47.3 | 58.2 | 15.4 | 20.4 |
| Net sales, change from same period previous year, % | - 77.6 | - 75.8 | - 93.2 | - 93.6 | 197.0 | - 38.0 | 218.7 | 167.4 |
| Gross profit (P&L) | 10.5 | - 13.3 | 5.0 | 5.0 | - 193.6 | 4.0 | 4.2 | 10.1 |
| Gross profit, same period previous year | 31.8 | 23.4 | 18.7 | 16.1 | 10.5 | - 13.3 | 5.0 | 5.0 |
| Gross profit, change from same period previous year, % | - 67.2 | - 156.7 | - 73.1 | - 68.8 | - 1,951.2 | - 130.4 | - 15.9 | 101.7 |
| Operating profit (P&L) | - 0.4 | - 33.6 | - 12.4 | - 26.3 | - 377.7 | 1.0 | 0.8 | 3.0 |
| Operating profit, same period previous year (P&L) | 160.8 | 12.4 | 34.7 | 51.1 | - 0.4 | - 33.6 | - 12.4 | - 26.3 |
| Operating profit, change from same period previous year (P&L), % | - 100.3 | - 371.5 | - 135.9 | - 151.5 | 91,451.4 | - 102.9 | - 106.1 | - 111.6 |
| Operating margin, % | - 0.9 | - 57.7 | - 81.1 | - 129.0 | - 268.9 | 2.7 | 1.6 | 5.6 |
| Operating margin, same period previous year, % | 76.1 | 5.1 | 15.4 | 15.9 | - 0.9 | - 57.7 | - 81.1 | - 129.0 |
| Operating margin, change from same period previous year, % | - 76.9 | - 62.9 | - 96.5 | - 144.9 | - 268.0 | 60.5 | 82.7 | 134.6 |
| Total current assets (BS) | 958.7 | 845.2 | 803.6 | 713.1 | 520.6 | 564.5 | 536.6 | 507.4 |
| Total inventories (BS) | 511.4 | 467.0 | 496.2 | 510.3 | 305.9 | 316.6 | 323.1 | 338.1 |
| Total current assets excluding total inventories | 447.3 | 378.2 | 307.4 | 202.7 | 214.7 | 247.9 | 213.5 | 169.3 |
| Total current liabilities | 64.6 | 172.9 | 159.6 | 525.8 | 550.9 | 474.6 | 275.4 | 227.4 |
| Liquidity ratio, times | 6.9 | 2.2 | 1.9 | 0.4 | 0.4 | 0.5 | 0.8 | 0.7 |
| Shareholder's equity, closing balace (BS) | 813.1 | 766.7 | 746.7 | 721.2 | 339.6 | 319.2 | 310.6 | 466.9 |
| Total assets (BS) | 1,402.6 | 1,344.2 | 1,350.2 | 1,290.6 | 931.5 | 939.8 | 938.6 | 953.6 |
| Equity ratio, % | 58.0 | 57.0 | 55.3 | 55.9 | 36.5 | 34.0 | 33.1 | 49.0 |
| Shareholder's equity, closing balace (BS) | 813.1 | 766.7 | 746.7 | 721.2 | 339.6 | 319.2 | 310.6 | 466.9 |
| Number of shares | 39,252,542 | 39,252,542 | 39,252,542 | 39,252,542 | 39,252,543 | 39,252,543 | 39,252,543 | 58,878,813 |
| Equity per share, SEK | 20.71 | 19.53 | 19.02 | 18.37 | 8.65 | 8.13 | 7.91 | 7.93 |
| Operating profit (P&L) | - 0.4 | - 33.6 | - 12.4 | - 26.3 | - 377.7 | 1.0 | 0.8 | 3.0 |
| <i>Items affecting comparability</i> | | | | | | | | |
| Restructuring costs | - | - | - | - | 1.1 | 2.1 | - | 3.3 |
| Change of CEO | - | - | - | 6.3 | - | - | - | - |
| Write-down project properties | - | 13.5 | - | - | 153.7 | - | - | - |
| Revaluation additional purchase price Tellus Towers | - | - | - | - | 134.2 | - | - | - |
| Revaluation of participation in and receivables from joint ventures | - | - | - | - | 24.8 | - | - | - |
| Write-down Bromma Boardwalk | - | - | - | - | 15.1 | - 3.0 | - | - |
| Contracting costs Bromma Tracks, Turbinhallen | - | - | - | - | 17.3 | - | - | - |
| Provisions Bromma Tracks II | - | - | - | - | 5.1 | - 0.4 | - | - |
| Adjusted operating profit/loss | - 0.4 | - 20.1 | - 12.4 | - 20.0 | - 26.4 | - 0.3 | 0.8 | 6.3 |

| Production related measurements | 2018Q3 | 2018Q4 | 2019Q1 | 2019Q2 | 2019Q3 | 2019Q4 | 2020Q1 | 2020Q2 |
|---|--------|--------|--------|--------|---------|--------|--------|--------|
| Number of cooperative apartments in production, opening balance | 899 | 899 | 899 | 644 | 644 | 440 | 440 | 440 |
| Number of production started cooperative apartments | - | - | - | - | - 204 | - | - | 109 |
| Number of completed cooperative apartments | - | - | 255 | - | - | - | - | - |
| Number of cooperative apartments in production, closing balance | 899 | 899 | 644 | 644 | 440 | 440 | 440 | 549 |
| Number of rental apartments in production, opening balance | 273 | 270 | 272 | 272 | 272 | 178 | 178 | 178 |
| Number of production started rental apartments | - | - | - | - | - 94 | - | - | - |
| Change of number of rental apartments, in development | - 3 | 2 | - | - | - | - | - | - |
| Number of completed rental apartments | - | - | - | - | - | - | - | - |
| Number of rental apartments in production, closing balance | 270 | 272 | 272 | 272 | 178 | 178 | 178 | 178 |
| Number of cooperative apartments in production, closing balance | 899 | 899 | 644 | 644 | 440 | 440 | 440 | 549 |
| Number of rental apartments in production, closing balance | 270 | 272 | 272 | 272 | 178 | 178 | 178 | 178 |
| Number of apartments in production | 1,169 | 1,171 | 916 | 916 | 618 | 618 | 618 | 727 |
| Number of building rights, opening balance | 6,539 | 6,564 | 6,507 | 6,213 | 6,126 | 4,518 | 4,668 | 4,442 |
| Number of acquired building rights (net) | - | - | - 200 | - | - 268 | 150 | - | - |
| Change within existing portfolio in production, number of building rights | - 3 | 2 | - | - | - 298 | - | - | - |
| Change within existing portfolio in planning, number of building rights | 28 | - 59 | 161 | - 87 | - 1,042 | - | - 226 | 190 |
| Number of apartments completed | - | - | 255 | - | - | - | - | - |
| Number of building rights, closing balance | 6,564 | 6,507 | 6,213 | 6,126 | 4,518 | 4,668 | 4,442 | 4,632 |
| Accumulated number of sold cooperative apartments, opening balance | 861 | 869 | 871 | 622 | 622 | 434 | 435 | 423 |
| Number of sold cooperative apartments (in production) | 8 | 2 | 6 | - | - 188 | 1 | - | 5 |
| Number of sold cooperative apartments (ahead of production start) | - | - | - | - | - | - | - | 48 |
| Number of cancelled agreements | - | - | - | - | - | - | 12 | 43 |
| Number of cooperative apartments completed | - | - | 255 | - | - | - | - | - |
| Accumulated number of sold cooperative apartments, closing balance | 869 | 871 | 622 | 622 | 434 | 435 | 423 | 433 |
| Number of cooperative apartments in production, closing balance | 899 | 899 | 644 | 644 | 440 | 440 | 440 | 549 |
| Acc. no. of sold cooperative apartments in production, closing balance | 869 | 871 | 622 | 622 | 434 | 435 | 423 | 433 |
| Sold share of cooperative apartments in production, closing balance, % | 78.9 | 96.6 | - 17.7 | 96.6 | 98.6 | 98.9 | 96.1 | 78.9 |

| Key performance indicators | Definition | Purpose |
|--|--|---|
| <i>Definitions of key performance indicators defined according to IFRS</i> | | |
| Net sales | Net sales for the Group. | |
| Profit for the period | Profit for the period after taxes. | |
| Earnings per share (SEK) | Profit for the period after taxes compared to the average number of outstanding shares. | |
| <i>Definitions of key performance indicators not defined according to IFRS</i> | | |
| Net sales joint ventures | Total net sales for SSM's joint ventures. | The Company considers the key performance indicator to be facilitating for investors that want to assess the net sales for SSM's joint ventures. |
| Net sales including joint ventures | Net sales for the Group including net sales for joint ventures. | The Company considers the key performance indicator to be facilitating for investors that want to assess the net sales for SSM's projects. |
| Gross profit | Net sales minus expenses for production and management. | The Company considers the key performance indicator to be facilitating for investors that want to assess the profitability of the projects which SSM carries out on its own. |
| Gross margin, % | Gross profit divided by net sales for the period. | The key performance indicator is a significant complement to gross profit, which only shows changes in absolute figures, whereas the gross margin also shows how much value the changes create. |
| Adjusted operating profit/loss | Operating profit/loss excluding items affecting comparability. | It is used as an alternative measure of the operating profit/loss that is not affected by items affecting comparability between periods. The adjusted operating profit/loss clarifies and makes it easier to understand the development of the underlying operations. |
| Items affecting comparability | Items affecting comparability refer to items that affect the comparability between different reporting periods, unless they recur with the same regularity as other items. Such items include, but are not limited to, restructuring, impairment losses and the revaluation of project properties. | The separate reporting of items affecting comparability makes it easier to understand and clarifies the development of the underlying operations. |
| Operating profit | Earnings before financial items and taxes. | The company considers the key performance indicator to be facilitating for investors that want to assess the profit generated from the operating activities, including joint ventures. |

| Key performance indicators | Definition | Purpose |
|--------------------------------|---|--|
| Operating margin, % | Operating income as a percentage of net sales for the period. | The key performance indicator is a significant complement to operating profit, which only shows changes in absolute figures, whereas the operating margin also shows how much value the cahges create. |
| Dividend per share (SEK) | Dividend in SEK divided by the number of outstanding shares at the balance sheet date, with adjustments for executed share split. | The company considers the key performance indicator to be of interest as the company has a dividend target, adopted by the board of directors. |
| Equity per share (SEK) | Equity in relation to the number of outstanding shares at the balance sheet date, with adjustments for executed share split. | The company considers the key performance indicator to be facilitating for investors that want to assess historical capital attributable to the shareholders. |
| Interest coverage ratio, times | Profit after financial income in relation to financial costs for the period. | The company considers the key performance indicator to be facilitating for investors that want to assess the company's ability to pay for its financial costs. |
| Liquidity ratio, times | Current assets not including inventories in relation to current liabilities at the balance sheet date. | The company considers the key performance indicator to be facilitating for investors that want to assess the company's liquidity. |
| Debt/equity ratio, % | Equity in relation to total assets at the balance sheet date. | The key performance indicator shows the proportion between total assets and equity, and has been included to enable investors to assess the company's capital structure. |
| Return on equity, % | Profit after tax divided by average equity for the period. | The company considers the key performance indicator to be facilitating for investors that want to assess the company's ability to generate return on the equity that the shareholders has put at the company's disposal. |
| Number of outstanding shares | Number of outstanding shares at the balance sheet date, adjusted for executed share split. | The company considers the key performance indicator to be facilitating for investors that want to assess the company's creation of value per share. |

| Production related measurements | Definition | Purpose |
|---|--|--|
| Number of apartments in production | Number of apartments production started and not completed. | Measure showing the volume of apartments which, during the period, are under development by the company. |
| Number of apartments production started | Number of apartments for which SSM has started production. | Measure indicating how many apartments that are in the early stage of production. Increases the number of apartments in production. |
| Number of completed apartments | Number of apartments in projects that have been finalized. | Measure indicating how many apartments that will no longer contribute to the company's earnings. |
| Booked apartment | Apartment that has been booked through non-binding contracts and booking fee has been paid. | Measure indicating future sales. |
| Sold apartments | Number of apartments that have been sold by owner association through binding contracts. | Measure indicating demand of the company's products. |
| Accumulated number of sold apartments in production | Total number of apartments in production that are sold through binding contracts (owner apartments sold by owner association). | Measure indicating how large share of ongoing production that has secured income. |
| Percentage of sold apartments in production | Accumulated number of sold apartments in relation to number of apartments under production. | Measure that, together with total number of apartments in a project generates the sales rate, which in turn shows how large share of the project's income that is secured by binding agreements. |
| Profit recognition rate (rental units) | Percentage of sold apartments multiplied with production rate. | Measure showing how large share of a project's profit that has been recognized. |
| Production rate | Accumulated cost in relation to total forecasted cost. | Measure showing how far a project has come in production. |