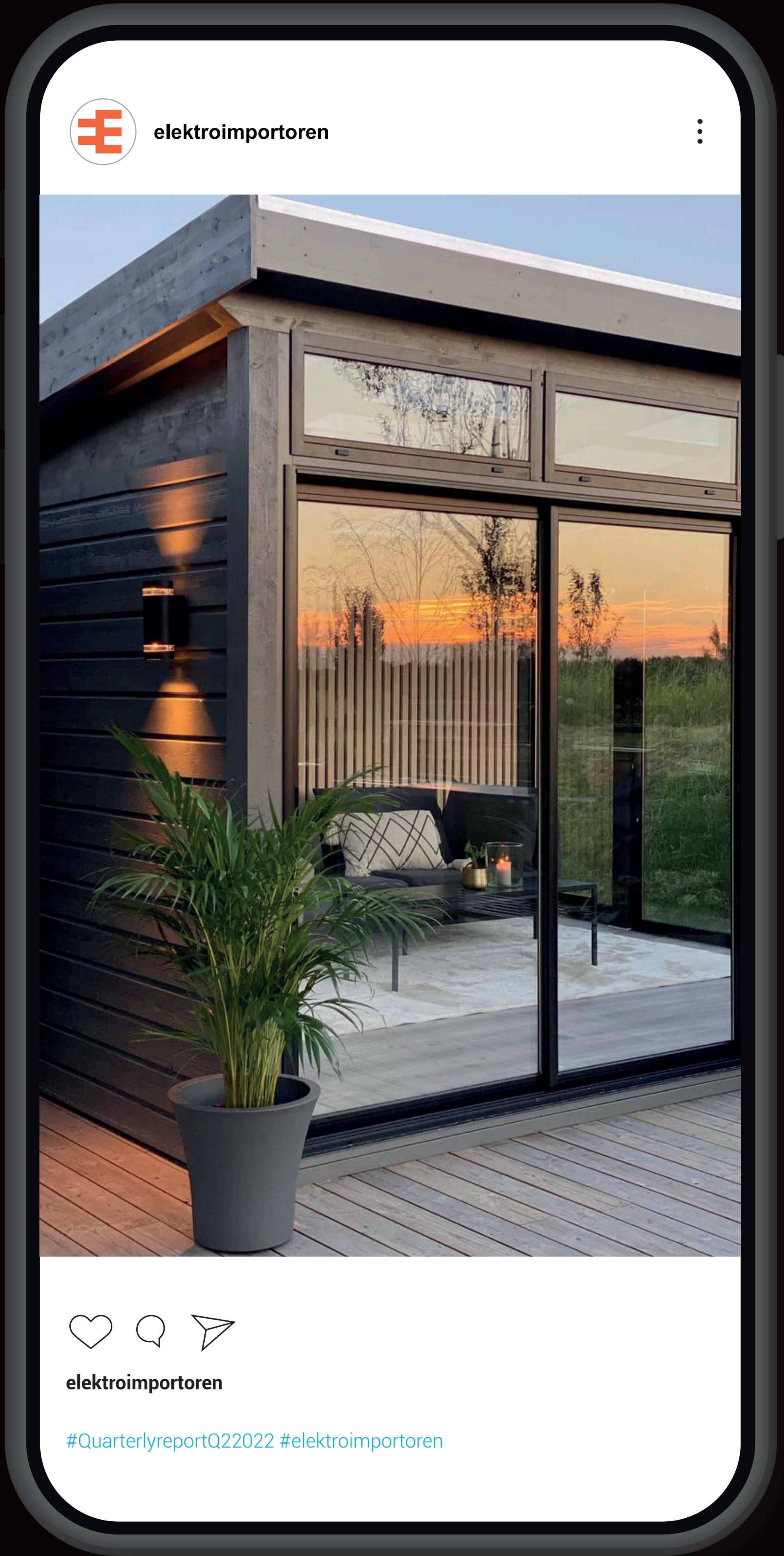
Elektroimportøren AS

Quarterly report Q2 2022



To our shareholders

Q2 became more challenging than expected. We started off well, with sales growth in both B2B and B2C in April. As we moved into May and June B2C sales declined, but B2B continued to grow. In Sweden, Elbutik experienced an opposite development where April was the most challenging month, and June the best compared to last year.

Total sales of 358 MNOK (321 MNOK) generating a growth of 11.6%. Our greatest challenge has been to grow our online business on top of extraordinary growth last year.

Total gross margin of 126 MNOK (120 MNOK) generating a gross margin percentage of 35.1% (37.4%). Margin dilution is due to increased B2B share of business and lower margins in Sweden compared to the Norwegian operation.

Cost control have been good. With 3 new stores and doubling the size of our central warehouse we managed to keep a cost to sales ratio of 21.5% compared to 21% last year. EBITDA of 48.8 MNOK (52.8 MNOK).

Based on audited figures for 2021 the cash part of the purchase price for Elbutik Scandinavia AB was reduced with 19 MSEK.

During the quarter we have continued the integration of Elbutik. Migrating IT systems, setting up a new management structure and project teams. We are expanding the warehouse capacity, and setting up more efficient logistics with the target to have our Swedish business fully integrated by the end of the year. We are finalizing an agreement for a new central warehouse and head office, and plans are to move into new facilities Q3 2023.

We have signed a lease agreement for our first Swedish store which will open Q1 2023 in the greater Stockholm area (Barkarby/Veddesta).

There are still some suppliers that are facing supply difficulties on certain products, but overall we have good availability. We do not foresee any major supply chain issues going forward. Conversion rate in stores continues to be good and landed at 61% for the quarter. Basket size is up 3% compared to last year, and Namron share of business was at 30.8 % which is a slight increase from last year.

Spoton continues its good development and we delivered 740 installations in Q2 generating 7.4 MNOK turnover compared to 4.3 MNOK last year.

Q2 has been a challenging quarter in terms of growth, but we believe that the most challenging comparable numbers are behind us. During July we have taken further actions to protect our gross margins, our business integration in Sweden is going according to plan, and we have our peak season coming up in the months to come. In the coming weeks, all our employees will be making the final preparations for peak season, and in August we will gather all our teams for product and sales training. I look forward to meeting them all and personally thank each and every one of them for the great job they are doing.

Yours sincerely
Andreas Niss, CEO Elektroimportøren

Summary of key financials in Q2

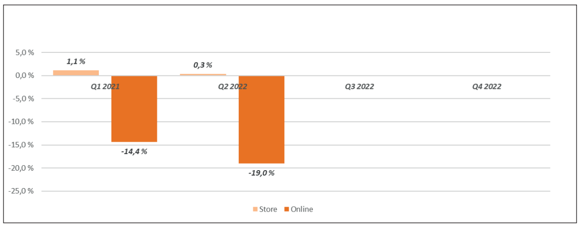
- Revenue of 358.3 MNOK (320.8 MNOK) up 11.6%
- Like-for-like sales have been reduced with 2.4%
- Online share of total sales (excluding pick up in store) 18.9%
- B2B sales increased with 8.4% compared to last year while B2C sales including Elbutik increased with 15.3%.
- B2B share of total sales was 50.7% (52.2%).
- Sale of Electrical Vehicle chargers have continued to increase significantly. Total sales Q2 with 47.6 MNOK (34.4 MNOK).
- Sale of full service product offer Spoton continues with positive development with 7.4 MNOK (4.3 MNOK)
- The overall Gross margin percentage of 35.1% (37.4%). Key drivers for reduced margin percentage development are;
    - Increased share of sales to B2B
    - Sales mix (EV chargers. Spoton)
    - Share of sales Elbutik
    - Development in freight costs

- As we have three more stores compared to last year and a small negative like-for-like sales growth we see an increase in Opex to sales ratio 21.5% (21.0%).

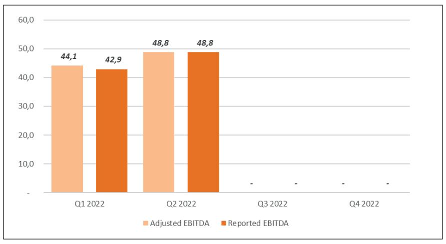
- Reported EBITDA of 48.8 MNOK (52.8 MNOK). EBITDA margin percentage is 13.6% (16.5%)

- We are utilizing 45.7 MNOK of our overdraft facility. Main drivers for net cash development in Q2 are payment of dividends, tax payment, and vacation allowances.

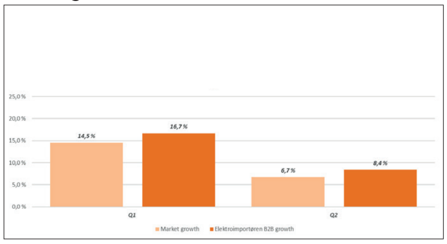
Like for Like growth %



Adjusted EBITDA



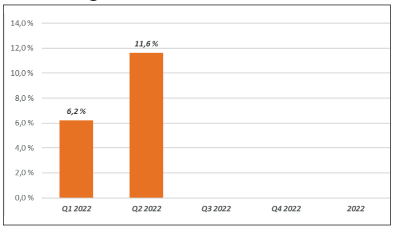
Market growth B2B



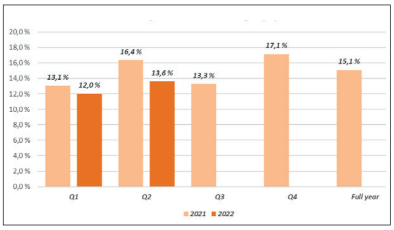
Alternative Performance Measures, Group

(Amounts in NOK million)	Q2 2022	Q2 2021	H1 2022	H1 2021	2021
Revenue	358,3	320,8	725,6	666,5	1 485,3
Cost of goods sold	-232,4	-201,0	-462,7	-417,8	912,3
Gross Profit	**125,9**	**119,8**	**262,9**	**248,7**	**573,0**
Gross margin (%)	**35,1 %**	**37,4 %**	**36,2 %**	**37,3 %**	**38,6 %**
Operating expenses in sales channels	-49,3	-38,9	-109,2	-90,3	206,3
Other operating expenses	-27,8	-28,4	-60,7	-60,6	142,2
OPEX	**-77,1**	**-67,3**	**-169,9**	**-150,9**	**348,5**
OPEX to sales margin	**-21,5 %**	**-21,0 %**	**-23,4 %**	**-22,6 %**	**23,5 %**
Adjusted EBITDA	**48,8**	**52,5**	**92,9**	**97,7**	**224,6**
Adjusted EBITDA margin (%)	**13,6 %**	**16,4 %**	**12,8 %**	**14,7 %**	**15,1 %**
Adjustments	0,0	0,3	-1,2	-0,5	-2,3
EBITDA reported	**48,8**	**52,8**	**91,7**	**97,3**	**222,3**
EBITDA reported margin (%)	**13,6 %**	**16,5 %**	**12,6 %**	**14,6 %**	**15,0 %**
Depreciation	-23,1	-18,5	-45,8	-36,5	76,8
Adjusted EBIT	**25,7**	**34,0**	**47,1**	**61,2**	**147,8**
Adjusted EBIT margin (%)	**7,2 %**	**10,6 %**	**6,5 %**	**9,2 %**	**9,9 %**
Adjustments	0,0	0,3	-1,2	-0,5	-2,3
Amortisation intangible assets	-0,1	0,1	-0,2	-0,2	0,6
EBIT reported	**25,6**	**34,1**	**45,8**	**60,5**	**144,9**
EBIT reported margin (%)	**7,2 %**	**10,6 %**	**6,3 %**	**9,1 %**	**9,8 %**
Net financial expenses	-8,1	-3,9	-16,5	-8,9	-20,4
Profit before tax	**17,5**	**30,2**	**29,2**	**51,6**	**124,6**
Net Income	**13,9**	**23,6**	**23,0**	**40,3**	**97,2**
Liabilities to financial institutions	- 420,7	-205,2	- 420,7	-205,2	-185,0
Leasing liabilities	- 348,8	-316,5	- 348,8	-316,5	-354,5
Cash/Overdraft facility	-	65,5	-	65,5	76,4
Net interest bearing debt	**- 769,5**	**-456,2**	**- 769,5**	**-456,2**	**-463,1**

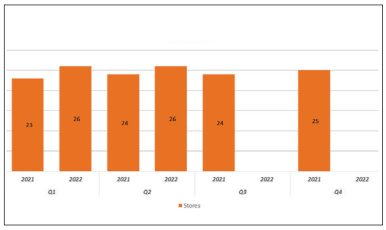
Revenue growth %



Adjusted EBITDA margin (%)



of stores



Financials

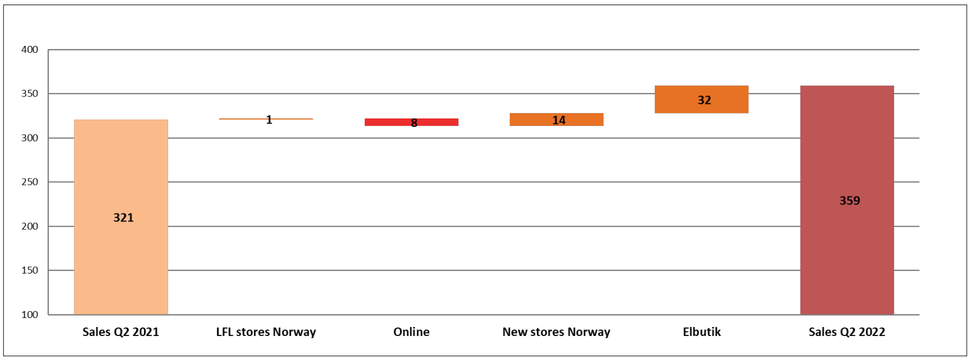
Foto: @medandreord

Financial review Q2 – Group

Revenues

- We had a negative like-for-like sales growth with 2.4%. Sales in physical stores was flat against last year, while online sales in Norway was reduced with 19.0%.
- We see a significant reduction in online sales compared to last year. which is understandable as more of the B2C customers are returning to the physical stores in post covid.
- Elbutik are included with sales figures from the acquisition date 3 march. For this quarter 31.5 MNOK is included in total group sales. Year to date 42.5 MNOK.
- Sales from new stores opened is 14 MNOK (Jessheim. Stavanger and Kristiansund).
- Sales on Spoton was 7.4 MNOK growing from 4.2 MNOK Q2 last year.

Revenue bridge Q2 2021 to Q2 2022

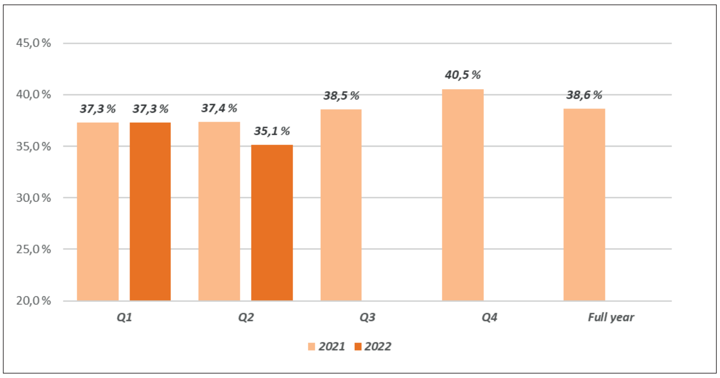


Gross margin

- Gross margin percentage is reduced from last year 35.1% (37.4%).

- Key reasons for lower margin percentage
    - Increase of share of sales on B2B in Norway
    - Increase of share of sales from Elbutik
    - Sales development of EV chargers (significant lower margin percentage compared to other product categories)

Gross margin %



Operating expenses in sales channels

- Operating expenses in sales channels 49.3 MNOK (38.9 MNOK),
    - Costs in Elbutik is 6.9 MNOK (no costs in 2021)
    - Costs in new stores are 3.0 MNOK (Jessheim, Stavanger and Kristiansund).

- In Like-for-like stores operating expenses are reduced compared to last year due to good cost control

Other operating expenses

Other operating costs is 27.8 MNOK, down from 28.4 MNOK last year.

EBITDA reported

EBITDA reported 48.8 MNOK (52.8 MNOK)

Cash, cash equivalents and borrowings

As a result of the acquisition of Elbutik in March 2022 liabilities to financial institutions have increased significantly compared to last year. Key drivers for negative cash flow in the period

- Payment of dividends with 30 MNOK
- Phasing of tax payments 19 MNOK (year to Date)

Alternative Performance Measures

Norway

(Amounts in NOK million)	Q2 2022	Q2 2021	H1 2022	H1 2021	2021
Revenue	326,8	320,8	683,1	666,5	1 485,3
Cost of goods sold	-209,0	-201,0	-431,3	-417,8	912,3
Gross Profit	***117,8***	***119,8***	***251,8***	***248,7***	***573,0***
Gross margin (%)	**36,0 %**	**37,4 %**	**36,9 %**	**37,3 %**	**38,6 %**
Operating expenses in sales channels	-44,2	-38,9	-102,6	-90,3	206,3
Other operating expenses	-26,7	-28,4	-59,3	-60,6	142,2
OPEX	***-70,9***	***-67,3***	***-161,9***	***-150,9***	***348,5***
OPEX to sales margin	**-21,7 %**	**-21,0 %**	**-23,7 %**	**-22,6 %**	**23,5 %**
Adjusted EBITDA	***46,9***	***52,5***	***89,9***	***97,7***	***224,6***
Adjusted EBITDA margin (%)	**14,4 %**	**16,4 %**	**13,2 %**	**14,7 %**	**15,1 %**
Adjustments	0,0	0,3	-1,2	-0,5	-2,3
EBITDA reported	***46,9***	***52,8***	***88,7***	***97,3***	***222,3***
EBITDA reported margin (%)	**14,4 %**	**16,5 %**	**13,0 %**	**14,6 %**	**15,0 %**

Sweden

(Amounts in NOK million)	Q2 2022	Q2 2021	H1 2022	H1 2021	2021
Revenue	31,5		42,5		
Cost of goods sold	-23,4		-31,4		
Gross Profit	***8,1***		***11,1***		
Gross margin (%)	**25,7 %**		**26,1 %**		
Operating expenses in sales channels	-5,1		-7,6		
Other operating expenses	-1,1		-1,4		
OPEX	***-6,2***		***-9,0***		
OPEX to sales margin	**-19,7 %**		**-21,3 %**		
Adjusted EBITDA	***1,9***		***2,0***		
Adjusted EBITDA margin (%)	**6,0 %**		**4,8 %**		
Adjustments	0,0		0,0		
EBITDA reported	***1,9***		***2,0***		
EBITDA reported margin (%)	**6,0 %**		**4,8 %**		

Financial review. Norway

Revenues

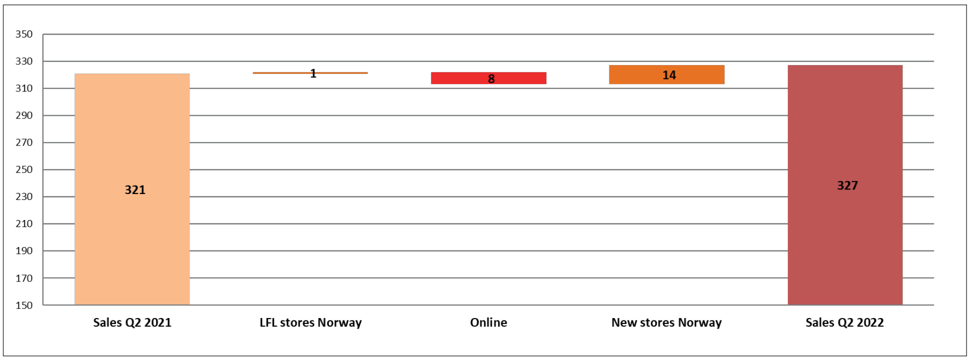
- We had a flat development in like-for-like sales in physical stores while online sales was reduced with 19%. Total like-for-like sales was down with 2.4%.

- B2B sales increased with 8.4%, while B2C sales was reduced with 5.3%.

- Sales from new stores was 14 MNOK (Jessheim, Stavanger and Kristiansund).

- Sales of Spoton was 7.4 MNOK. growing from 4.8 MNOK last year.

Revenue bridge Q2 2021 to Q2 2022, Norway

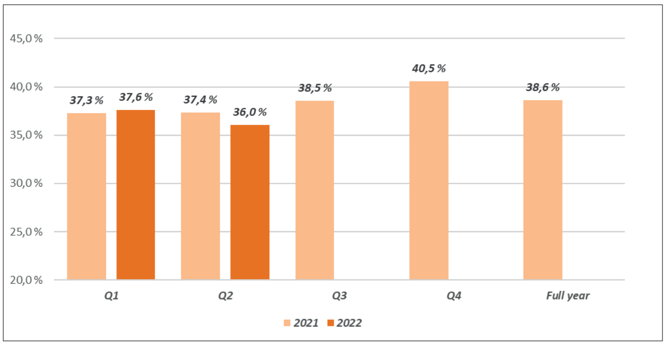


Gross margin

- Gross margin percentage 36.0% (37.4%)

- Key drivers being;
    - Increase share of sales Spoton
    - Increase in share of sales to B2B customers
    - Still high growth in sales of EV chargers (significant lower margin percentage compared to other product categories)
    - Increase in freight costs and weakened NOK against USD

Gross margin (%), Norway



Operating expenses in sales channels

- Operating expenses in sales channels was 44.2 MNOK (38.9 MNOK) where costs in like-for-like stores are lower than last year

Other operating expenses

Other operating expenses in 26.7 MNOK (28.4 MNOK)

EBITDA reported

EBITDA reported 46.9 MNOK (52.5 MNOK)

Interim consolidated statement of profit and loss

Amounts in nok 1000	Q2 2022 Unaudited	Q2 2021 Unaudited	H1 2022 Unaudited	H1 2021 Unaudited	2021 Audited
Revenue	358 296	320 804	725 606	666 497	1 485 330
Cost of goods sold	-232 422	-200 959	-462 736	-417 815	912 305
Employee benefits expenses	-47 111	-42 913	-110 674	-101 227	243 321
Depreciation and amortisation expenses	-23 132	-18 622	-45 822	-36 750	77 334
Other operating expenses	-29 962	-24 122	-60 474	-50 087	107 446
Total operating expenses	**-332 627**	**-286 616**	**-679 706**	**-605 878**	**1 340 406**
Operating profit	**25 669**	**34 187**	**45 901**	**60 618**	**144 924**
Net financial income (+)/expenses (-)	-8 095	-3 914	-16 543	-8 916	-20 354
Profit before tax	**17 574**	**30 273**	**29 357**	**51 702**	**124 570**
Income tax expense	-3 712	-6 700	-6 332	-11 431	27 328
Net profit (loss) for the period	**13 862**	**23 573**	**23 025**	**40 271**	**97 241**
Basic and diluted earnings per share (EPS)	**0,64**	**1,14**	**1,07**	**1,94**	**4,69**

Other comprehensive income

Profit for the period	13 862	23 573	23 025	40 271	97 241
Other comprehensive income	Q2 2022	Q2 2021	H1 2022	H1 2020	2021
Items that may be reclassified to profit or loss in subsequent periods	0	0	0	0	0
Items that will not be reclassified to profit or loss in subsequent periods	0	0	0	0	0
Other comprenhensive income for the year, net of tax	0	0	0	0	0
Total comprehensive income for the period net of tax	**13 862**	**23 573**	**23 025**	**40 271**	**97 241**
Attributable to:					
Equity holders of the parent	13 862	23 573	23 025	40 271	97 241

Interim consolidated statement of financial position

Amounts in nok 1000	Q2 2022 Unaudited	Q2 2021 Unaudited	2021 Audited
Goodwill	395 153	185 077	185 077
Trademark and other intangible assets	6 530	7 085	6 807
Deferred tax asset	5 629	3 086	4 167
Total intangible assets	**407 312**	**195 248**	**196 051**
Property, plant and equipment	**473 097**	**420 605**	**457 712**
Inventories	311 600	219 258	263 898
Trade receivables	86 049	73 891	64 239
Other current assets	49 655	17 780	40 572
Cash and bank deposits	0	65 523	76 435
Total current assets	**447 304**	**376 452**	**445 144**
TOTAL ASSETS	**1 327 713**	**992 305**	**1 098 907**

Amounts in nok 1000	Q2 2022 Unaudited	Q2 2021 Unaudited	2021 Audited
Total paid-in-equity	13 011	13 011	13 011
Retained earnings	289 010	204 194	261 164
Total Equity	**302 021**	**217 205**	**274 175**
Non current lease liabilities	318 813	278 344	293 497
Non current liabilities to financial institutions	335 000	185 000	165 000
Other non current liabilities	25 336	-1 805	-2 122
Total Lnon current liabilities	**679 148**	**461 539**	**456 375**
Current lease liabilities	30 003	38 197	61 052
Liabilitites to financial institutions	85 730	20 188	20 000
Trade creditors	116 565	102 030	149 670
Taxes payable	11 740	30 526	28 408
Dividends payable	30 000	50 000	0
Public duties payable	42 163	35 165	45 076
Other current liabilities	30 342	37 455	64 151
Total current liabilities	**346 543**	**313 561**	**368 357**
TOTAL EQUITY AND LIABILITIES	**1 327 713**	**992 305**	**1 098 907**

Interim consolidated statement of cash flow

Amounts in nok 1000	*Note*	*Q2 2022* Unaudited	*Q2 2021* Unaudited	*H1 2022* Audited	*H1 2021* Unaudited	*2021* Audited
Profit before income taxes		17 574	30 273	29 357	51 702	124 570
Taxes paid		-13 260	-3 995	-26 520	-7 990	-26 518
Depreciation and impairment		23 132	18 622	45 623	37 213	77 325
Interest		8 095	3 914	16 499	8 916	24 705
Change in inventory		15 148	13 308	-34 776	-12 307	-55 737
Change in trade receivables		-5 907	-10 340	-23 296	-22 916	-9 853
Change in trade creditors		-20 054	13 821	-37 095	-14 145	28 872
Change in other current assets and liabilities		-53 427	-30 511	-41 806	-19 418	-11 807
Net cash flow from operations		**-28 699**	**35 093**	**-72 014**	**21 056**	**151 556**
Cash flow from investments						
Purchase of fixed assets		11 508	-12 829	-167 970	-17 058	-34 921
Net cash flow from investments		**11 508**	**-12 829**	**-167 970**	**-17 058**	**-34 921**
Cash flow from financing						
Repayment of term loans, new loans		0	0	190 000	0	-20 000
Increase in current liabilities to financial institutions		45 730	0	45 730	0	0
Interest paid		-6 559	-2 614	-10 822	-5 620	-5 461
Interest received		0	0	0	0	217
Lease payments		-15 880	-13 568	-31 359	-26 935	-59 036
Dividend payment to shareholders		-30 000	0	-30 000	0	-50 000
Net cash flow from financing		**-6 709**	**-16 182**	**163 549**	**-32 555**	**-134 280**
Cash and cash equivalents at the beginning of the period		23 900	59 441	76 435	94 080	94 080
Net change in cash and cash equivalents		-23 900	6 082	-76 435	-28 557	-17 645
Cash and cash equivalents at the end of the period		**0**	**65 523**	**0**	**65 523**	**76 435**

Interim consolidated statement of changes in equity

Amounts in nok 1000	*Paid in* Equity	*Other* Equity	*Total* Equity
January 1st. 2021	13 011	213 923	226 934
Profit for January-June 2021	0	40 271	40 271
Approved dividend		-50 000	-50 000
Balance at 30th. June 2021	**13 011**	**204 194**	**217 205**
Balance at 1st. January 2022	13 011	261 154	274 165
Profit for January-June 2022	0	23 026	23 026
Increase in shares - market value acquisition of Elbutik	0	64 830	64 830
Approved dividend	0	-60 000	-60 000
Balance at 30th. June 2022	**13 011**	**289 010**	**302 021**

Events after the period and outlook

In the beginning of July we implemented price increases in all customer segments. This is partly to offset price increases from suppliers, and the overall cost increases impacting our operation. First half of the 3rd quarter looks better than the development we saw in the end of Q2. We are yet to see where the B2B sales stabilizes after holiday season, but B2C sales are so far improving, and we do believe that the toughest comparable figures are behind us. Marketing activities will be intensified as we now move into our peak season, while stil focusing on good cost control and margin management.

We have now signed an agreement for our first store in Sweden, and we expect to open up for customers in Q1 2023. We are in the final rounds of signing a contract for a new central warehouse and head office for our Swedish operation. Expectation is to sign the contract in the coming weeks and to arrange for a move in Q3 2023.

We opened our store number 27 in Drammen on the 15th of August.

Oslo, August 18th 2022

The board of Elektroimportøren AS

Amund Skarholdt

Robert Ingberg Iversen

Gaute Gillebo

Ronny Blomseth

Kjersti Helen Krokeide Hobøl

Notes and Definitions

Foto: @oppussing_med_karoline

Notes

Note 1 Corporate information

Elektroimportøren AS and its subsidiaries (`the group') sell electrical installation products through wholly owned stores and on internet. The group has 26 physical stores as of 30 June.

Elektroimportøren AS is a Norwegian limited liability company. and the Group's head office is at Nedre Kalbakkvei 88b. 1081 Oslo.

All amounts in the financial statements are presented in NOK 1000` unless otherwise stated. Due to rounding`s there may be smaller differences in the summation columns.

Note 2 Basis of preparation and accounting policies

The Q2 2022 report have been prepared in accordance with International Financial Reporting Standards (IFRS) and IFRS Interpretations Committee (IFRS IC) interpretations as adopted by the European Union as well as the requirements in the Norwegian accounting act.

The financial statements have been prepared under the historical cost convention. with the exception of the revaluation of financial assets and financial liabilities (derivative instruments) at fair value through profit or loss. The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the group's accounting policies.

Subsidiaries are all entities over which the group has control. The group controls an entity when the group is exposed to. or has rights to. variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity.

Subsidiaries are fully consolidated from the date on which control is transferred to the group. They are deconsolidated from the date that control ceases. The group applies the acquisition method to account for business combinations.

The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred. the liabilities incurred to the former owners of the acquiree. and the equity interests issued by the group. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination.

Note 3 Estimates, judgements and assumptions

The preparation of interim financial statements requires management to make judgements. estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities. sales and expenses. Actual results may differ from these estimates.

In preparing these interim financial statements the significant judgements made by the management in applying the Group`s accounting policies and the key sources of estimation uncertainty were the same as those applied to the consolidated financial statements for the year ended 31 December 2021.

Note 4 Liabilities to financial institutions

During Q1 liabilities to financial institutions increased from 185 MNOK 31 December 2021 to 375 MNOK. The increase in loans was used as payment for acquisition of Elbutik 3 March 2022. In addition Elektroimportøren have a revolving credit facility with 120 MNOK. and a facility to support expansion in Sweden of 60 MNOK.

During Q2 Elektroimportøren are utilizing 46 MNOK of the revolving credit facility (120 MNOK), but has still not used the facility to support expansion in Sweden (60 MNOK).

The Yearly instalments are 40 MNOK. due at 31 December every year. The facilities have a maturity of three years from 3 March 2022. and are secured by inventory. receivables and operating equipment in Elektroimportøren.
In Q2 2021 Liabilities to financial institutions was 205 MNOK and revolving credit facility with 120 MNOK.

Note 5 Related party transactions

The Group`s related party transactions include key management. members of the Board and majority shareholders. None of the Board members have been granted loans or guarantees in the current year. None of the Group Board members are included in the Group`s bonus or pension plans.

Note 6 Earnings per share

	Q1 2022	Q1 2021	2021
Number of ordinary shares	21 582 200	20 732 200	20 732 200
Net profit	13 862	23 573	97 241
Earnings per share	**0,64**	**1,14**	**4,69**

Note 7 Preliminary purchase price allocation acquisition of Elbutik

On the 28 January 2022, Elektroimportøren acquired 100% of the shares in Elbutik Scandinacia AB and its sister companies ("Elbutik.se") from Lades AB. The transaction was completed 3 March 2022 which is the acquisition date.

The basis for calculating the opening balance sheet is March 3. The consideration at closing of the Transaction has been settled by a combination of cash and new shares in Elektroimportøren AS.

Cash amount paid on 3 March 2022 was 186.6 MSEK. The Board of Directors of Elektroimportøren AS has resolved to increase the share capital of the Company by NOK 42.500 through the issuance of 850.000 new shares at a subscription price of NOK 76.27 per share. Total purchase price including shares and cash amount and fair value as of the transaction date 3 March was 257.4 MSEK.

Based on audited figures for 2021 the cash part of the purchase price for Elbutik Scandinavia AB was adjusted with a reduction of 19 MSEK.

Elbutik.se is Sweden's largest online player in the market for electric installation material and related products to private consumers. This acquisition opens up the Swedish market for Elektroimportøren's concept.

Elbutik.se is viewed as a great platform to start the roll-out of a Swedish omnichannel player including physical stores. We believe that by using our retail knowledge and experience from Norway together with the market and product expertise from Elbutik we have a good starting point for success.

Assets acquired and liabilities assumed

The fair values of the identifiable assets and liabilities of Elbutik as at the date of acquisition were:

Assets		**Fair value recognised on acquisition**
Property, plant and equipment		1 214
Right-of-use assets		26 213
Cash and cash equivalents	-	2 499
Trade receivables		3 653
Inventories		15 384
Other current assets		8 691
		52 656
Liabilities		
Trade creditors	-	10 196
Lease liabilities	-	26 213
Other current liabilities	-	7 610
	-	**44 019**
Total identifiable net assets at fair value		**8 637**
Goodwill arising on acquisition		210 077
Purcahse consideration transferred		218 714

The fair value of the trade receivables amounts to 3.6 MNOK. which is the same as the gross amount and is expected to be fully collected.

The Group measured the acquired lease liabilities using the present value of the remaining lease payments at the date of acquisition. The right-of-use assets were measured at an amount equal to the lease liabilities.

The goodwill of 210.7 MNOK comprises the value of expected synergies arising from the acquisition. Goodwill is allocated entirely to the existing acquired business. and there are no specific separable segments. None of the goodwill recognized is expected to be deductible

(amounts in NOK 1000)	**Right of use asset**	**PPE**	**Other intangibles**	**Goodwill**
Balance 31.03.21	306 967	119 757	7 224	185 077
Additions, disposals and adjustments	- 465	12 829	-	-
Depreciation and amortization	- 11 827	- 6 656	- 139	-
Balance 30.06.21	**294 675**	**125 930**	**7 085**	**185 077**

(amounts in NOK 1000)	**Right of use asset**	**PPE**	**Other intangibles**	**Goodwill**
Balance 31.03.22	330 539	157 615	6 669	413 179
Additions, disposals and adjustments	1 108	6 828		- 18 025
Depreciation and amortization	- 15 585	- 7 408	- 139	-
Balance 30.06.22	**316 062**	**157 035**	**6 530**	**395 154**

Definitions

Like-for-like revenue are revenues from stores that were in operation from the start of last fiscal year all through the end of the current reporting period.

Revenue growth represents the growth in revenue for the current reporting period compared to the comparative period the previous year. Revenue growth is an important key figure for Elektroimportøren AS, and the user of financial statements as it ilustrates the underlying organic revenue growth.

Gross profit is defined as revenue minus the cost of goods sold (COGS). The gross profit represents sales revenue that the group retains after incurring the direct costs associated with the purchase and distribution of costs (including distribution costs to central warehouse and net distribution costs to our online customers.

Gross margin is defined as Gross profit divided by Revenue. The gross margin reflects the percentage margin of the sales revenue that the Group retains after incurring the direct costs associated with the purchase and the distribution of the goods. As such this is an important KPI for Elektroimportøren.

Operating expenses in sales channels includes employee benefit expenses, rent costs and other operating expenses in Physical stores, B2B organization and our Online operation.

OPEX to sales margin is the sum of Operating expenses in sales channels and Other operating expenses divided by Revenue. The OPEX to revenue margin measures operating cost efficiency as percentage of Revenue and is an important KPI for Elektroimportøren.

EBITDA is earnings before tax, interests, depreciation and write down of fixed assets and amortisation of intangible assets.

Adjusted EBITDA is defined as EBITDA less items defined as other income and expenses not considered as part of ordinary operations. EBITDA and adjusted EBITDA are important key figures for Elektroimportøren, and considered useful to the users of financial statements when evaluating operational profitability.

EBITDA margin is EBITDA divided by total Revenue. The adjusted EBITDA margin is Adjusted EBITDA divided by total Revenue. These performance measures are important key figures for Elektroimportøren, and are considered useful to the users of financial statements when evaluating operational efficiency .

EBIT (earnings before interest and tax) is operating profit.

EBIT margin is EBIT divided by Total revenue.

Net capital expenditure represent the cash flow from the investment spending in fixtures and fittings, machinery and other intangibles less sales proceeds for such assets.

Net income is profit (loss) for the period.

Elektroimportøren AS

Quarterly report Q2 2022