

“There was a negative impact on the quarter from the extremely mild winter, with very little snow”

January – March 2020

- Sales for the first quarter amounted to SEK 375.1 (461.3) million, which is a decrease of 18.7 percent and of which 20.7 percent is organic.
- EBITA amounted to SEK -18.7 (-12.8) million. It corresponds to a decrease of SEK 5.9 million.
- Adjusted EBITA margin amounted to SEK -5.0 (-2.8) percent.
- Non-recurring items amounted to SEK 0.0 (14.1) million.
- Cash flow from operating activities amounted to SEK 42.2 (21.8) million.
- Earnings per share were SEK -0.86 (-0.71). Diluted earnings per share were SEK -0.86 (-0.71).
- During the period, GAST Entreprenør AS in Norway was acquired, which was the first acquisition outside Sweden. In Sweden, Park i Syd AB was also acquired.
- The COVID 19 pandemic spread to Sweden during the quarter. Thus far, we have only experienced a limited impact on our operations, but are monitoring the situation closely.

Key performance indicators

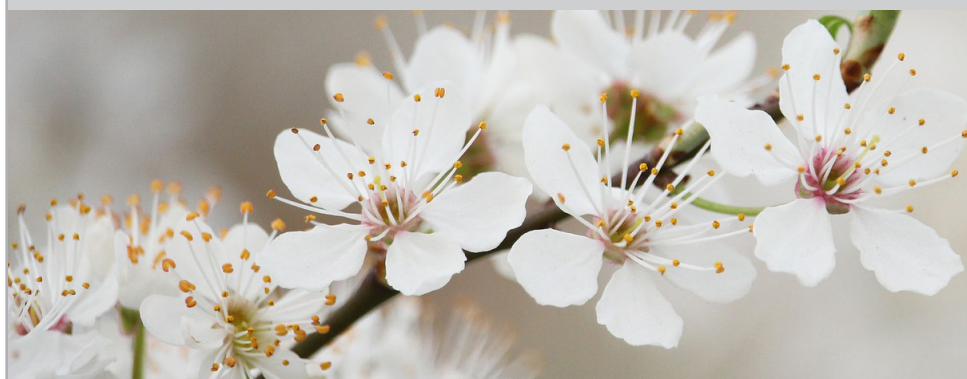
SEK m	Jan-March 2020	Jan-March 2019	Jan-Dec 2019
Sales	375.1	461.3	1,992.6
EBITA	-18.7	-12.8	57.2
EBITA margin, %	-5.0	-2.8	2.9
EBT	-32.5	-24.9	9.4
Reversal of nonrecurring items ¹⁾	0.0	14.1	32.9
Adjusted EBITA	-18.7	1.3	90.1
Adjusted EBITA margin, %	-5.0	0.3	4.5
Cash flow from operating activities	42.2	21.8	98.3
Order backlog	3,596	3,597	3,565
Basic earnings per share, SEK	-0.86	-0.71	0.20
Diluted earnings per share, SEK	-0.86	-0.71	0.20
Adjusted earnings per share, SEK	-0.86	-0.32	1.12
Average number of shares, before dilution	36,431,957	35,849,663	35,917,758

1) See Note 4 for details

Presentation of the report

Green Landscaping's CEO Johan Nordström and CFO Carl-Fredrik Meijer present the report in a teleconference/audiocast on 6 May at 10.30 CET. Participants dial in with the following number: +46 8,505,583 56

Webcast: <https://tv.streamfabriken.com/green-landscaping-group-q1-2020>



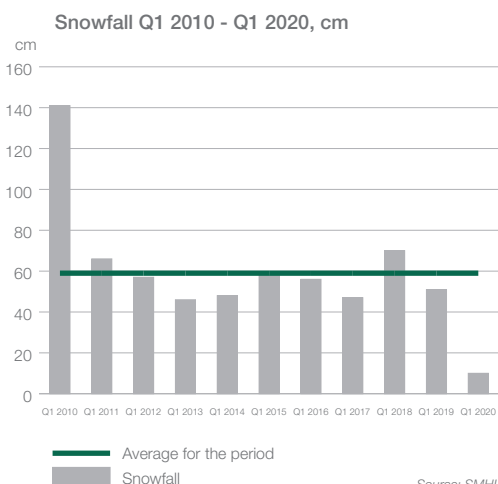
CEO comments

There was a negative impact on the quarter from the extremely mild winter, with very little snow. Because of that, our snow and ice removal operations were refocused on maintenance and landscaping. Several measures were also implemented to cope with the ongoing COVID 19 pandemic.

Sales during the quarter amounted to SEK 375.1 (461.3) million, which is a decrease of 18.7 percent. Adjusted EBITA amounted to SEK -18.7 (1.3) million, with a corresponding margin of -5.0 (0.3) percent. The mild winter had a negative impact on our sales and earnings in the quarter, since snow and ice removal typically accounts for a large portion of our operations during the first few months of the year. The ongoing pandemic has, on the other hand, had a limited financial impact on our operations during the quarter. We have a high level of preparedness for a worsening of the situation. At the same time, we look forward to starting up our summer season.

Mild winter with little snow

During the first quarter of 2020, we had extremely mild weather, with very little snow, which is evident in the data presented here from SMHI. Over the last 10 years, we have, on average, had 59 cm of snowfall in the main regions where we run our business. For the first quarter of this year, however, it was just 10 cm.



The lack of snow had a negative financial impact on the business. The impact on sales was approximately SEK 135 million in the quarter, compared to a normal year. Nevertheless, by refocusing operations, we were able to replace approximately SEK 50 million of our winter activities with an early start-up of maintenance and landscaping activities.



In terms of earnings, the impact was approximately SEK 40 million, for which we were able to compensate approximately SEK 20 million by, in part, focusing on these other activities and via efficiency measures that lowered our costs.

We are accustomed to coping with variations in weather, but the 2019/2020 winter really was quite exceptional. In the eastern and central regions of Sweden, we see a need for better preparing ourselves and our customers for the winter seasons that lie ahead, so that it impacts us less in the future. For example, we can ensure that we have a readiness for working on projects during mild winters that otherwise would be on hold until the weather warms up. We will also be discussing risk allocation of the winter operations with our customers and suppliers. In the southern and western regions of Sweden, we have, for quite some time, had a high level of preparedness for mild winters, which has been beneficial to both us and our customers.

Segments

For all of our regions, the mild winter had a negative impact on sales. However, the impact was relatively higher for Region East and Region Middle since they typically have more snow and ice removal activities during a normal winter. In terms of earnings, the mild winter impacted Region East significantly. Our other regions, however, were more successful in compensating for this by focusing on other activities. Furthermore, our companies that work more with landscaping benefited from this situation during the quarter.

Limited impact from COVID 19 thus far

The COVID 19 pandemic has affected all parts of our society. We take the situation very seriously and have been working systematically to safeguard the health of our employees, while still being able to service our customers without disruption. We are engaged in a dialog with our customers, with the aim of finding the best possible solutions for providing assistance during these very challenging times. Our focus on sustainability and initiatives like Green Steps become particularly relevant when society must cope with a crisis such as this one. We have not experienced any serious interruptions to our deliveries attributable to a higher level of sick leave. And, thus far, the pandemic has only had a limited financial impact on our business. Nevertheless, it is very difficult to make predictions about the future, which is why we are maintaining a high level of preparedness in case the situation worsens.

Future acquisitions and new issue

One important component of our strategy is continuing to add new successful companies to the Group via acquisition. We are currently engaged in a dialog with several potential acquisition candidates in both Sweden and Norway, where we see a nice fit with our entrepreneurial culture. In order to implement our acquisition strategy, we must strengthen our balance sheet and with that in mind, we have communicated our intention to propose a preferential new share issue of approximately SEK 150 million.

The start of 2020 has been alarming and distressing in a variety of ways. Fundamentally, however, we have a stable business with secure customers. The winter weather conditions were extraordinary, but we dealt with it well and now, we look forward to starting up our summer season. The work we do with outdoor environments throughout Sweden is important. It plays a meaningful role in people's lives and as such, it will continue contributing to stable growth over time.

Johan Nordström
CEO



The Group's performance

Sales and earnings in the first quarter

Sales for the first quarter amounted to SEK 375.1 (461.3) million, which is a decrease of 18.7 percent.

EBITA for January – March was SEK -18.7 (-12.8) million. Adjusted EBITA for January – March amounted to SEK -18.7 (1.3) million. Net financial items amounted to SEK -5.4 (-4.5) million. The interest expense on our external loans was SEK -3.7 (-2.9) million. Profit for the period amounted to SEK -31.5 (-25.5) million, which corresponds to basic earnings per share of SEK -0.86 (-0.71). Tax expense for the quarter was SEK 1.0 (-0.6) million.

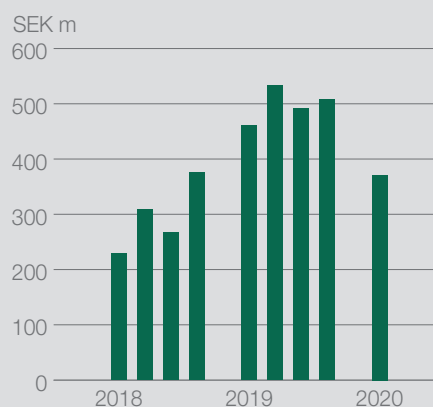
The Group consists of the following five segments: Region South, Region West, Region East, Region Middle and Region North. In total, there are 24 profit centers across these regions.

Order backlog

At the end of the first quarter, order backlog was SEK 3,596 (3,597) million. We maintained the volume of our order backlog and it increased marginally compared to the fourth quarter of 2019.

Over time, there is a correlation between the size of order backlog and sales. But this is not necessarily the case over the short term. The reason is that large, long-term contracts are procured with intervals of 5-10 years. When customers renew their contracts with Green Landscaping, it has a significant impact on the order backlog.

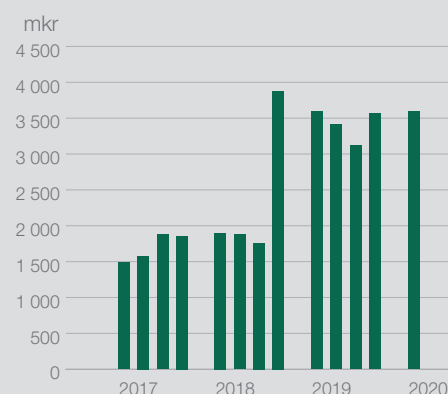
Sales per quarter



Adjusted EBITA



Order book Group

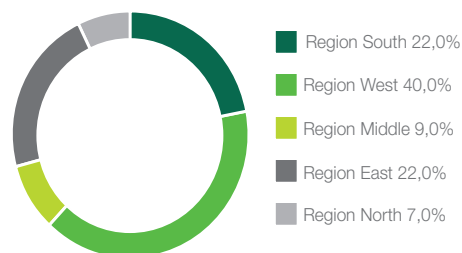


Segment

Green Landscaping currently has a total of 24 profit centers working with ground maintenance and landscaping, sports and leisure facilities and arborist services. They, in turn, are gathered under five geographic segments. The metrics that we monitor for evaluating the performance of our profit centers are: sales, adjusted EBITA and adjusted EBITA margin per segment.

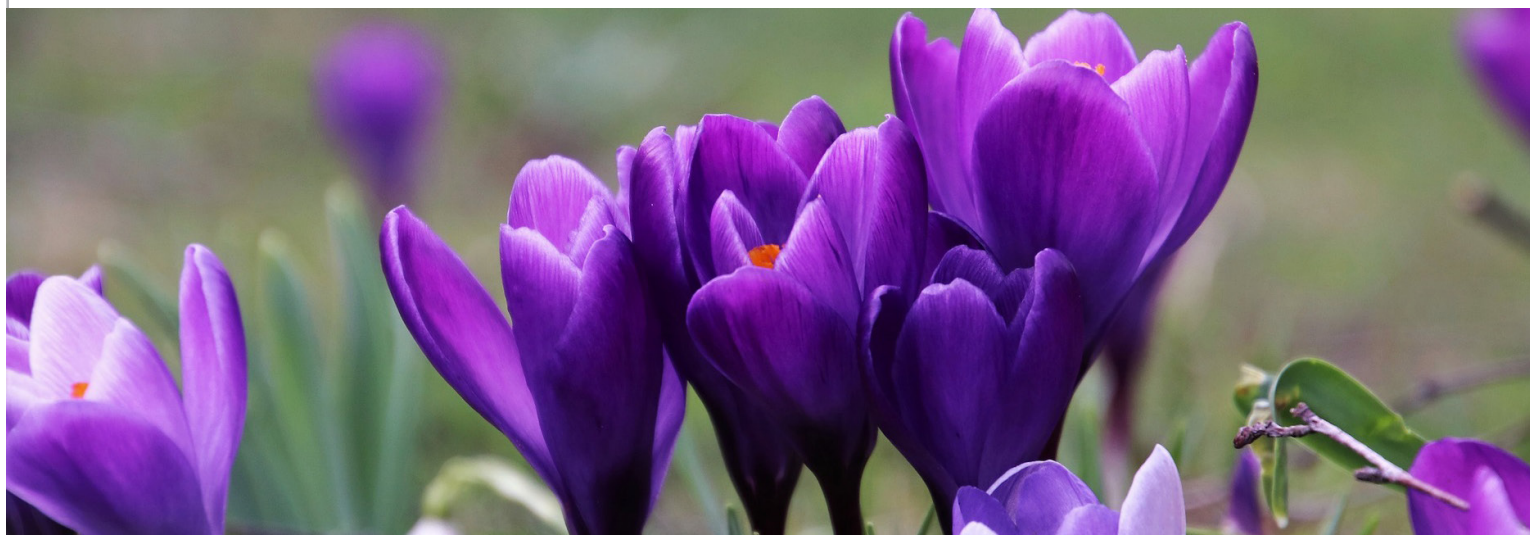
The mild winter has had its full impact in the first quarter, which is reflected in lower sales and margins for most of our segments in Sweden. All segments have been successful in getting going earlier on some types of activities along with providing additional service during the period. However, it has not fully compensated for the high margins we otherwise achieve in the first quarter from snow and ice removal. Nevertheless, the mild weather was beneficial to landscaping activities. Below, performance is reported and commented on by segment.

Sales per segment, %
January - March



Segment reporting

SEK m	Sales			Adjusted EBITA			Adjusted EBITA margin		
	Jan-March 2020	Jan-March 2019	Jan-Dec 2019	Jan-March 2020	Jan-March 2019	Jan-Dec 2019	Jan-March 2020	Jan-March 2019	Jan-Dec 2019
Region South	86.1	60.5	371.1	-1.9	-0.5	25.6	-2.2%	-0.8%	6.9%
Region West	159.4	164.9	752.9	0.2	2.2	39.9	0.1%	1.3%	5.3%
Region East	85.7	151.4	593.9	-14.7	-2.3	-0.5	-17.2%	-1.5%	-0.1%
Region Middle	34.1	49.5	189.4	-3.2	-1.3	10.1	-9.4%	-2.6%	5.3%
Region North	26.0	33.9	134.8	3.0	4.7	14.6	11.5%	13.9%	10.8%
Staff costs	-16.2	1.0	-49.5	-2.0	-1.5	0.4	-	-	-
Total	375.1	461.3	1,992.6	-18.7	1.3	90.1	-5.0%	0.3%	4.5%



Region South

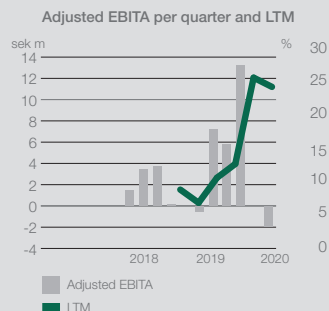
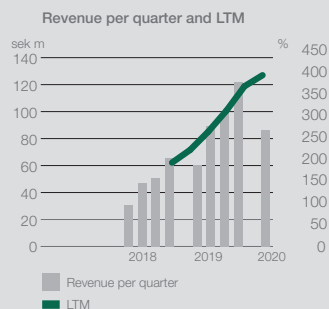
Sales for the period January – March amounted to SEK 86.1 (60.5) million. The increase is primarily attributable to the addition of new profit centers since last year, namely, Mark & Trädgård Skottorp and Park i Syd, along with the net asset acquisition of the ground maintenance activities of HD Landscape. Adjusted EBITA amounts to SEK -1.9 million, resulting in an adjusted EBITA margin of -2.2 (-0.8)%. The margins are thus lower compared to the same period last year. The mild winter has had a negative impact on our winter operations and earnings. Nevertheless, it has been beneficial to our landscaping of outdoor environments. During the first quarter Park i Syd AB was acquired. It is based in Helsingborg and its operations primarily focus on project planning and landscaping. Major contracts that were won during the period were with Hemsö Fastighets AB for landscaping and a maintenance agreement with Halmstad Municipality.

Region West

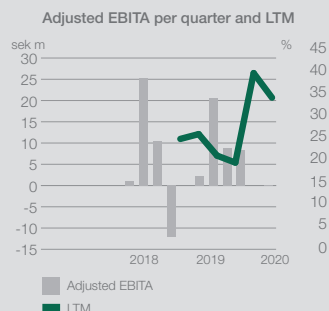
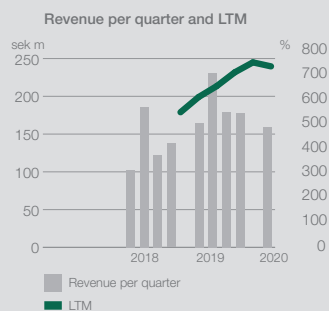


Sales for the period January – March amounted to SEK 159.4 million, with adjusted EBITA of SEK 0.2 million. It results in an adjusted EBITA margin of 0.1 (1.3)%, which is thus lower than the corresponding period last year. The mild winter has had a negative impact on winter operations and earnings. The negative impact has, however, been compensated to some extent by the strong performance of Jordelit, which benefited from the mild weather and was able to get going earlier on sales of ground maintenance products. As of 1 March, Gast Entreprenør AS is integrated into the figures reported by the region. The company serves the Oslo region and since 2008, it has been successfully focusing its operations on installation and renovation of parks, playgrounds, outdoor environments and courtyards. Major contracts that were won during the period were with HSB Mölndal and Riksbyggen for landscaping services.

KPIs REGION SOUTH



KPIs REGION WEST



Region East

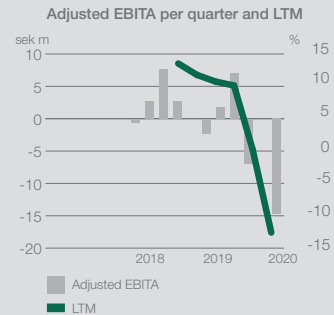
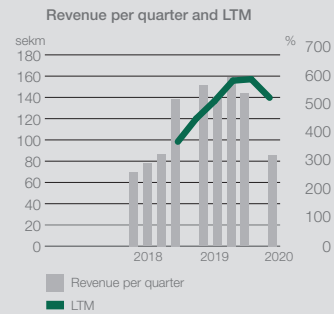
Sales for the period January – March amounted to SEK 85.7 million, with adjusted EBITA of SEK -14.7 million. It corresponds to an adjusted EBITA margin of -17.2 (-1.5%). There was a fairly significant negative impact during the first quarter from the mild winter and lack of demand for snow and ice removal services that would otherwise occur in a normal year. Major contracts that were won during the period were with Lassila & Tikanoja FM AB and AB Sagax.



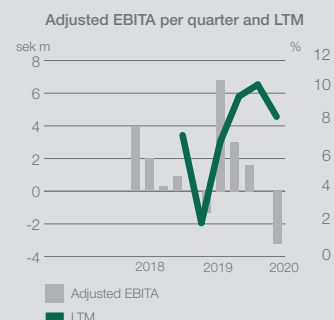
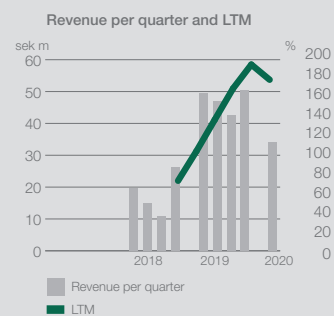
Region Middle

Sales for the period January – March amounted to SEK 34.1 million, with adjusted EBITA of SEK -3.2 million. It results in an adjusted EBITA margin of -9.4 (-2.6%), which is thus lower than the corresponding period last year. Geographically, Region Middle services customers in Dalarna, Värmland, Uppsala and Roslagen. There was a fairly significant negative impact during the first quarter from mild winter and lack of demand for snow and ice removal that would otherwise occur in a normal year. During the first quarter, most of the additional sales occurred within the scope of existing customer contracts.

KPIs REGION EAST



KPIs REGION MIDDLE



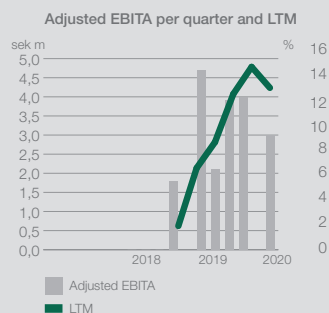
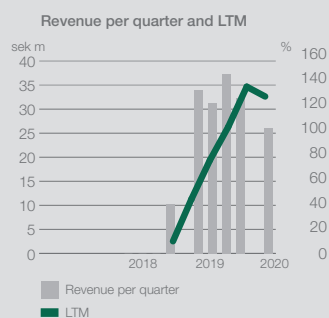
Region North

Sales for the period January – March amounted to SEK 26.0 million, with adjusted EBITA of SEK 3.0 million and an adjusted EBITA margin of 11.5 (13.9)%. Region North is a profit center within Svensk Markservice. Activities in the first quarter primarily consisted of additional services and snow removal, where the margins tend to be high. The mild winter had a negative impact on the region, but there was success in compensating for that with a higher volume of additional service than what was originally planned. During the first quarter, most of the additional sales was within the scope of existing customer contracts.

Staff costs

The Group consists of a small staff office and shared services for Green Landscaping, Svensk Markservice, and a number of subsidiaries for IT, salary administration and accounting. Sales consist of internal invoicing. The figures for sales and adjusted EBITA presented for the Group pertain to the staff office and adjustments such as eliminations for intra-Group transactions, profit and similar items. There will therefore be fluctuations between quarters and prior years. Sales for the period January – March amounted to SEK -16.2 (1) million. Adjusted EBITA for the period January – March amounted to SEK -2 (-1.5) million.

KPIs REGION NORTH



OTHER FINANCIAL INFORMATION

Financial position for the quarter

Consolidated equity amounted to SEK 210.4 (219.3) million, which corresponds to a decrease of SEK 8.9 million compared to 2019-12-31.

Available liquidity amounts to SEK 88.1 (119.0) million. Consists of cash and cash equivalents, along with unutilized bank overdraft.

Net debt through adjusted EBITDA pro-forma RTM, as defined in the current loan facility agreement, amounted to 3.6 (3.4) times, which meets the requirements of the agreement.

Cash flow, investments and depreciation/amortization

Consolidated cash flow from operating activities for the quarter was SEK 42.2 (21.8) million. Cash flow from changes in working capital amounted to SEK 41.8 (22.8) million.

Net investments during the period (Q1) amounted to SEK -83.2 (-3.1) million.

Depreciation of property, plant and equipment during the period was SEK -24.6 (-24.4) million.

Amortization of intangible assets during the period was SEK -8.4 (-7.6) million.

Employees

The average number of employees during the quarter was 1,013, compared to 965 employees during the same period last year.

Risks and uncertainties

Operational risks

Operating activities involve several risk factors that could impact the company's business and financial position. The risks are primarily associated with operating activities such as quality of supply, tendering, and delivery efficiency. Weather is another external risk that could impact earnings. To counter such risks, the company strives to have a mix of agreements with fixed and variable remuneration. It also strives to share the risks with customers and subcontractors.

Financial risks

Through its operations, the Group is exposed to a variety of financial risks, such as credit risk, market risks (interest rate risk and other price risks) and liquidity risk. The Group's

overall risk management is focused on unpredictability in the financial markets and efforts are aimed at minimizing the potential negative effects on the Group's financial results. The Group's financial transactions and risks are managed by the CFO and the company's other senior executives, along with the board of directors. The Group's overall goal for financial risks is to minimize the negative effects on the Group's earnings due to market changes or other changes in the surrounding world.

Significant events after the end of the period

The COVID 19 pandemic has had a widespread impact on all parts of our society. We have not experienced any serious interruptions to our deliveries attributable to a higher level of sick leave. And, thus far, the pandemic has only had a limited financial impact on our business. Nevertheless, it is very difficult to make predictions about the future, which is why we are maintaining a high level of preparedness for a worsening of the situation.

Transactions with related parties

There were no significant transactions with related parties during the quarter besides ordinary salaries and remuneration to the Board of Directors and senior executives.

Parent Company

The Parent Company's net sales for the period amounted to SEK 6.1 (6.8) million. Operating profit (loss) amounted to SEK 0.6 (-4.5) million. The change is primarily attributable to regular invoicing of management fees.

Accounting policies

The interim report was prepared in accordance with International Financial Reporting Standards (IFRS). This interim report for the Group has been prepared in accordance with IAS 34 Interim Financial Reporting and the Annual Accounts Act. Disclosures in accordance with IAS 34.16A are provided in the financial statements, notes and other parts of the interim report. The Group and Parent Company apply the same accounting policies and calculation methods as described in the Annual Report for 2019. The Parent Company does not apply IFRS 16, which is in accordance with the exception stated in RFR 2.

Cashpool

Green Landscaping Group AB (publ) is the holder of the Group account. The total amount in the Group account is re-

ported as cash and cash equivalents in the Parent Company. Subsidiaries' share of the Group account is reported as a receivable/payable to Group companies. The Group has an overdraft facility of SEK 50 (50) million and as of 31 March 2020, the unutilized amount was SEK 47.6 (50) million.

Seasonality

Operations are affected by seasonal variations. The service offering also varies with each season. During summer, the company offers a complete range of ground maintenance services, including cleaning, lawn mowing, pruning, planting, harvesting and road maintenance. During winter, there is a high volume of snow and ice removal services. Sales and earnings in any given quarter are affected by the season. For Green Landscaping's operations, the first quarter of the year is low season. Sales are lower then, which has a negative impact on earnings. The level of activity increases starting in April and through to the end of the year. The highest sales and earnings are typically generated in the fourth quarter, because that is when the year's projects are wrapped up.

Share information

Green Landscaping's shares became listed for trading on Nasdaq Stockholm on 16 April 2019.

Share-based incentive program

The company has two incentive programs for key employees of the Group.

The first incentive program was set up in 2018. With full utilization of that incentive program, a total of 1,672,723 shares will be issued, which would have a maximum dilutive effect of approximately 4.5 percent. The subscription price for shares that are subscribed to via the warrants is SEK 27.30 per share. The premium per warrant, which has been calculated in accordance with the Black & Scholes model amounted to SEK 1.53. Subscription of shares may occur during the period 31 March 2021 through 30 June 2021. With full utilization of the warrants, the company's share capital will increase by SEK 118,763.

The second incentive program was set up in 2019. With full utilization of that incentive program, a total of 730,000 shares will be issued, which would have a maximum dilutive effect of approximately 2 percent. The subscription price for shares that are subscribed to via the warrants is SEK 40.7 per share. The premium per warrant,



Consolidated statement of comprehensive income, in summary

SEK m	Note	Jan-March 2020	Jan-March 2019	Jan-Dec 2019
Net sales	1.2	371.0	460.0	1,973.1
Other operating income		4.1	1.3	19.5
Sales		375.1	461.3	1,992.6
Operating costs				
Cost of goods and services sold		-148.5	-230.6	-850.5
Other external costs		-36.5	-39.5	-175.9
Employee benefit expenses		-167.7	-170.2	-714.2
Other operating expenses		-16.5	-9.4	-88.1
Depreciation of PPE		-24.6	-24.4	-106.6
Amortization of intangible assets		-8.4	-7.6	-28.6
Operating profit (loss)		-27.1	-20.4	28.6
Profit (loss) from financial items				
Financial income		0.0	0.0	0.2
Financial expenses		-5.4	-4.5	-19.4
Total income from financial items		-5.4	-4.5	-19.2
Profit (loss) after financial items		-32.5	-24.9	9.4
Tax		1.0	-0.6	-2.3
PROFIT (LOSS) FOR THE PERIOD		-31.5	-25.5	7.2
Other comprehensive income		-	-	-
Total comprehensive income for the period		-31.5	-25.5	7.2
Earnings per share				
Basic earnings per share, SEK		-0.86	-0.71	0.20
Diluted earnings per share, SEK		-0.86	-0.71	0.20

All net profit and comprehensive income for the period is attributable to the Parent Company's shareholders.

Consolidated statement of financial position, in summary

SEK m	Note	31 March 2020	31 March 2019	31 Dec 2019
Assets				
Intangible assets	3	681.3	549.9	566.5
Property, plant and equipment		72.3	54.4	55.7
Right-of-use assets		206.9	236.4	235.8
Financial assets		19.2	21.3	18.1
Inventories		25.6	37.0	26.4
Contract assets		66.7	55.5	70.7
Current receivables		295.4	340.3	346.9
Cash and cash equivalents		40.5	92.7	44.5
TOTAL ASSETS		1,407.9	1,387.5	1,364.6
Equity and liabilities				
Equity		210.4	180.9	219.3
Non-current liabilities		547.7	480.8	485.4
Non-current lease liabilities		135.5	158.3	162.0
Contract liabilities		64.4	79.0	22.1
Current lease liabilities		68.6	70.0	70.5
Current liabilities		381.3	418.5	405.3
TOTAL EQUITY AND LIABILITIES		1,407.9	1,387.5	1,364.6

Consolidated statement of changes in equity

SEK m	Share capital	Other contributed capital	Retained earnings including profit/loss for the year	Total
Opening balance 2019-01-01	2.5	391.3	-191.0	202.8
Profit (loss) for the period	-	-	7.2	7.2
Other comprehensive income	-	-	-	-
Comprehensive income for the period	2.5	391.3	-183.8	210.0
Transactions with owners				
New share issue	0.1	5.6	-	5.7
Repurchase of own shares	-	-2.5	-	-2.5
Premiums for warrants	-	2.8	-	2.8
Effect of changed accounting policy	-	-	3.5	3.5
Closing balance 2019-12-31	2.6	397.1	-180.3	219.3
Opening balance 2020-01-01	2.6	397.1	-180.3	219.3
Profit (loss) for the period	-	-	-31.5	-31.5
Other comprehensive income	-	-	-	-
Comprehensive income for the period	2.6	397.1	-211.8	187.8
Transactions with owners				
New share issue	0.1	30.7	-	30.8
Non-cash issue	0.0	2.3	-	2.3
Exchange differences	-	-	-10.5	-10.5
Closing balance 2020-03-31	2.7	430.0	-222.3	210.4

All equity is attributable to the parent company's shareholders

Consolidated cash flow statement, in summary

SEK m	Jan-March 2020	Jan-March 2019	Jan-Dec 2019
Operating profit (loss)	-27.1	-20.4	28.7
Adjustment for depreciation/amortization	33.1	32.0	136.3
Capital gain (loss)	-1.0	0.3	-5.0
Other non-cash items	–	-1.3	–
Interest received	0.0	0.1	0.2
Interest paid	-5.4	-4.5	-19.4
Paid income tax	0.8	-7.2	-11.2
Cash flow from operating activities before changes in working capital	0.4	-1.0	129.6
Change in inventory	0.8	-13.2	-2.6
Change in receivables	50.3	24.4	15.5
Change in current liabilities	-9.3	11.7	-44.2
Cash flow from operating activities	42.2	21.8	98.3
Business combinations	-80.6	–	-15.2
Acquisition of PPE	-4.5	-4.4	-24.6
Acquisition of intangible assets	-0.1	-0.1	-6.8
Sale of non-current assets	2.0	1.4	8.6
Cash flow from investing activities	-83.2	-3.1	-38.0
New share issue	–	–	–
New loans	88.3	–	27.8
Net change in bank overdraft	-16.9	–	1.7
Loan amortization	-14.0	13.6	-55.0
Amortization of lease liability	-20.4	-14.0	-87.0
Fees on new loans	–	-21.9	–
Repurchase of own shares	–	–	-2.5
Options	–	–	2.9
Cash flow from financing activities	37.0	-22.3	-112.1
Cash flow for the period	-4.0	-3.6	-51.8
Cash and cash equivalents at the beginning of the period	44.5	96.3	96.3
Cash and cash equivalents at the end of the period	40.5	92.7	44.5

Parent Company income statement, in summary

SEK m	Jan-March 2020	Jan-March 2019	Jan-Dec 2019
Net sales	6.1	6.8	24.9
Operating costs			
Other external costs	-2.6	-8.7	-23.4
Employee benefit expenses	-2.9	-2.6	-12.7
Depreciation of property, plant and equipment and amortization of intangible assets	0.0	0.0	-
Operating profit (loss)	0.6	-4.5	-11.2
Financial items	-2.8	-2.0	2.9
Group contribution received	-	-	33.6
Tax	-	-	-7.6
Profit (loss) for the year	-2.2	-6.5	17.7

The parent company does not have any items reported as other comprehensive income. Accordingly, total comprehensive income is the same as profit or loss for the year.

Parent Company balance sheet, in summary

SEK m	31 March 2020	31 March 2019	31 Dec 2019
Assets			
Intangible assets	0.6	0.5	0.6
Financial assets	952.9	770.3	806.9
Total non-current assets	953.5	770.8	807.5
Current receivables	80.0	43.0	80.3
Cash and bank	14.8	23.4	0.0
Total current assets	94.8	66.4	80.3
TOTAL ASSETS	1,048.3	837.2	887.8
Equity	339.6	278.5	308.8
Non-current liabilities	500.4	435.8	423.3
Current liabilities	208.3	122.9	155.7
TOTAL EQUITY AND LIABILITIES	1,048.3	837.2	887.8

KPIs for the Group

	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018
Sales, SEK m	375.1	507.0	492.0	532.3	461.2	375.0	267.1	309.3
Adjusted EBITA, SEK m	-18.7	25.2	28.8	34.9	1.3	23.0	14.4	26.3
Adjusted EBITA margin, %	-5.0	5.0	5.9	6.7	0.3	6.1	5.1	8.3
Working capital, SEK m	-4.7	70.2	55.9	22.8	23.2	42.2	63.2	13.1
Nonrecurring items, SEK m ¹⁾	0.0	10.1	0.0	8.7	14.1	25.2	0.0	0.4
Equity, SEK m	210.4	219.3	220.2	195.5	180.9	202.8	207.6	191.1
Interest-bearing net debt, SEK m	-719.7	-690.3	-665.6	-652.9	-663.2	-540.5	-126.6	-73.8
Average no. of employees	1,013	1,245	1,421	1,233	965	742	584	605

1) See Note 4

Reconciliation of KPIs not defined in accordance with IFRS

The company presents certain financial measures in its interim report that are not defined in accordance with IFRS. The company feels that these measures provide valuable, supplementary information to investors and company management. Accordingly, the measures should be regarded as a supplement, rather than a replacement for measures defined in accordance with IFRS. Because Green Landscaping's definitions of these measures might differ from other companies' definitions of the same concepts, an explanation of how they are calculated is provided below. For more information on the purpose of each measure, please see "Definitions and explanations" at the end of this report.

EBITA	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018
Operating profit (loss)	-27.1	7.3	21.2	20.6	-20.4	-7.5	11.2	23.0
Amortization and impairment of intangible assets	8.4	7.8	7.6	5.6	7.6	5.3	3.2	2.9
Total EBITA	-18.7	15.1	28.8	26.2	-12.8	-2.2	14.4	25.9

Adjusted EBITA	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018
EBITA	-18.7	15.1	28.8	26.2	-12.8	-2.2	14.4	25.9
Nonrecurring items	0.0	10.1	0.0	8.7	14.1	25.2	0.0	0.4
Total Adjusted EBITA	-18.7	25.2	28.8	34.9	1.3	23.0	14.4	26.3

Adjusted EBITA margin is calculated as Adjusted EBITA in relation to sales.

	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018
Working capital								
Inventories	25.6	26.4	29.3	33.4	37.0	23.7	25.8	25.2
Contract assets	66.7	70.7	99.3	70.2	55.5	41.6	62.4	77.3
Current receivables	295.4	346.9	302.1	315.7	340.3	372.1	191.6	168.7
Accounts payable - trade	-121.0	-161.2	-140.4	-134.7	-156.1	-169.6	-81.2	-107.2
Other liabilities	-78.2	-53.9	-42.7	-42.1	-46.3	-60.0	-15.1	-18.8
Contract liabilities	-64.4	-22.1	-43.4	-61.3	-79.0	-15.3	-17.0	-29.3
Accrued expenses	-128.8	-136.6	-148.3	-158.4	-128.2	-150.3	-103.3	-102.8
Total working capital	-4.7	70.2	55.9	22.8	23.2	42.2	63.2	13.1

	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018
Net debt								
Bank overdraft	-2.4	-19.3	-1.5	0.0	-31.2	-17.6	-50.4	-9.3
Liabilities to credit institutions (non-current)	-500.5	-429.5	-435.8	-426.3	-442.8	-453.7	-42.3	-41.6
Liabilities from finance leases (non-current and current)	-204.1	-232.5	-223.4	-241.4	-228.3	-112.7	-56.1	-45.1
Liabilities to credit institutions (current)	-53.2	-53.5	-53.9	-53.9	-53.6	-52.8	-6.4	-8.9
Cash and cash equivalents	40.5	44.5	49.0	68.7	92.7	96.3	28.7	31.2
Total Net debt	-719.7	-690.3	-665.6	-652.9	-663.2	-540.5	-126.6	-73.8

	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018
Adjusted EBITA								
Adjusted EBITA for the quarter	-18.7	25.2	28.8	34.9	1.3	23.0	14.4	26.3
Total, last 4 quarters	70.2	90.1	88.0	73.6	65.0	59.9	47.7	49.9
Total Adjusted EBITA RTM	70.2	90.1	88.0	73.6	65.0	59.9	47.7	49.9

	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018
Adjusted earnings per share								
Profit (loss) for the period	-31.5	1.7	16.5	14.4	-25.5	-14.9	16.6	19.9
Nonrecurring items (NRI)	0.0	10.1	0.0	8.7	14.1	25.2	0	0.4
Adjusted earnings	-31.5	11.8	16.5	23.1	-11.4	10.3	16.6	20.3
Average number of shares	36,431,957	36,011,057	35,958,429	35,849,663	35,849,663	35,567,535	35,498,909	35,498,909
Adjusted earnings per share, SEK	-0.86	0.33	0.46	0.65	-0.32	0.29	0.47	0.57

Note 1 Revenue from contracts with customers

SEK m	Jan-March 2020	Jan-March 2019	Jan-Dec 2019
Services transferred over time			
Region South	86.1	60.5	371.1
Region West	122.9	131.2	646.2
Region East	85.7	151.4	593.9
Region Middle	34.1	49.4	189.4
Region North	26.0	33.9	134.8
Total	354.8	426.5	1,935.4
Goods transferred at a specific point in time			
Region West	36.5	33.7	106.7
Total	36.5	33.7	106.7
Total revenue from contracts with customers	391.3	460.2	2,042.1

The distribution of revenue by country is as follows: Sweden SEK 380.4 (460.2) million and Norway SEK 10.9 (-) million.

Note 2 Segment reporting

The figures reported below are what is monitored at the segment level.

SEK m	Jan-March 2020	Jan-March 2019	Jan-Dec 2019
Region South	86.1	60.5	371.1
Region West	159.4	164.9	752.9
Region East	85.7	151.4	593.9
Region Middle	34.1	49.5	189.4
Region North	26.0	33.9	134.8
Intra-Group sales and other non-allocated sales	-16.2	1.0	-49.5
Total revenue from contracts with customers	375.1	461.2	1,992.6
Region South	-1.9	-0.5	25.6
Region West	0.2	2.2	39.9
Region East	-14.7	-2.3	-0.5
Region Middle	-3.2	-1.3	10.1
Region North	3.0	4.7	14.6
Group-wide expenses	-2.0	-1.5	0.4
Total Adjusted EBITA	-18.7	1.3	90.1

Note 3 Segment reporting

Green Landscaping Group acquired two companies during the first quarter of 2020: Gast Entreprenør AS and Park i Syd AB. During the 2019 calendar year, one acquisition was made, which was Mark & Trädgård Skottorp AB. The acquisition in 2019 resulted in recognition of goodwill for SEK 18.0 million. The acquisitions in 2020 resulted in recognition of goodwill for SEK 86.1 million, of which SEK 74.0 million pertains to Gast Entreprenør AS and SEK 12.1 million pertains to Park i Syd AB.

Contingent consideration to be paid by the Group based on the future results of current and prior year acquisitions is a maximum of SEK 40.9 million. For the acquisition analyses presented below, the ones for Mark & Trädgård Skottorp, Gast Entreprenør AS and Park i Syd AB are still preliminary. Additional consideration is based on the terms in the purchase agreement, the company's knowledge of operations and how the current economic climate is expected to impact them. The fair value of contingent consideration is at Level 3 of the fair value hierarchy in accordance with IFRS.

Goodwill that has arisen in the company via acquisitions represents future economic benefits that are neither individually identified, nor separately reported.

Goodwill is allocated to segments when assessing any impairment need. Allocation is to the cash-generating units that are expected to benefit from the business combination that gave rise to the goodwill.

Impairment testing on goodwill involves assessing whether the unit's recoverable amount is higher than the carrying amount. The recoverable amount has been calculated on the basis of the unit's value-in-use, which is comprised of the present value of the unit's expected future cash flows, without taking into consideration any future plans to expand or restructure the business. The same significant assumptions have been made for all segments. The cash flows have been based on financial forecasts covering 5 years and on a constant rate of growth.

Company name	Operations	Acquisition date	Acquired ownership share	Sales during the holding period	EBIT during the holding period	Full-year sales	EBIT, full year
Mark & Trädgård Skottorp AB	Maintenance of outdoor environments	July 2019	100%	25.1	3.6	41.5	6.9
Gast Entreprenør AS	Landscaping	February 2020	100%	10.9	3.8	22.4	7.1
Park i Syd AB	Project planning and landscaping	February 2020	100%	1.7	0.1	20.0	3.1

Additional consideration	2020-03-31	2019-12-31
Opening amount	14.4	24.0
Change for the year	0.0	-7.7
Added additional consideration	26.5	6.0
Paid additional consideration	-	-7.9
Closing amount	40.9	14.4

	2020-03-31	2019-03-31	2019-12-31
The assets and liabilities recognized in conjunction with acquisitions are as follows:			
Cash and cash equivalents	5.0	-	16.4
Cash and cash equivalents (liability)	-	-	-0,8
Total	5.0	-	15.6
Non-current assets	18.5	-	1.5
Brands	3.5	-	1.0
Customer relations/contracts	41.6	-	12.2
Net operating assets	-0,8	-	-2,2
Deferred tax liability	-9,3	-	-3,7
Total identifiable assets	53.5	-	9.0
Goodwill	86.1	-	18.0
	2020-03-31		2019-12-31
Cash consideration (included in cash flow from investing activities)	-85,7	-	-31,6
Cash equivalents from company acquisitions (included in cash flow from investing activities)	5.0	-	16.4
Acquisition costs attributable to the acquisition of subsidiaries (included in cash flow from operating activities)	-1,0	-	0.7
Total	-81.7	-	-14.5

Note 4 Nonrecurring items

Green Landscaping specifies its nonrecurring items in order to give its stakeholders insight into the underlying profitability without the one-off costs. The impact of nonrecurring items on cash flow is approximately the same amount.

Item	Jan-March 2020	Jan-March 2019	Jan-Dec 2019
IPO and listing change	–	4.1	7.8
Restructuring of the business	–	0.1	–
Integration costs for Svensk Markservice and previously acquired companies	–	9.9	25.1
Total	–	14.1	32.9

The integration costs presented above consist primarily of the costs for moving to shared premises, IT integration, consultants, salary costs for redundant staff and discontinuation of some of the landscaping operations in Region East.

Note 5 Revised accounting policies

During the first part of 2020, there have not been any new IFRS standards or IFRIC interpretations that have not yet entered into force and which are expected to have a significant impact on the Group. The Group and Parent Company apply the same accounting policies and calculation methods as described in the Annual Report for 2019.

As of 1 January 2019, the Group applies IFRS 16 Leasing. IFRS 16 has replaced the prior standard, IAS 17, for reporting of lease agreements. With the new standard, operating leases for machinery, cars and rental agreements (previously reported as an operating expense) are now reported as a right-of-use asset and a lease liability. The lease payments are allocated between depreciation and interest on the lease liability.

The right-of-use asset is depreciated on a straight line basis over the lease period. The Group has applied the simplified approach, which is why comparison figures have not been restated. The Group will apply the transition rule of reporting the asset at the same amount as the liability. The change in right-of-use assets has had an impact on equity of SEK 3.5 million. The difference in value between the asset and liability is otherwise attributable to prepaid lease expenses. Leases that are shorter than 12 months or which terminate within 12 months from the date of acquisition are classified as short-term contracts and are therefore not included in the reported liabilities or among right-of-use assets.

The Group has not opted to apply the exemption option whereby leases with a low value are not included in the reported amounts for assets and liabilities.

The table below shows the effect that the transition to IFRS 16 has had on the company's financial statements.

	Closing bal- ance 2018-12-31	Reclassification	Opening balance 2019-01-01
Property, plant and equipment	102.2	142.9	245.1
Lease liability, non-current	112.7	51.6	164.3
Lease liability, current	–	71.2	71.2

The carrying amount of leased assets is attributable to the following asset classes.

Property, plant and equipment	2019-01-01	2019-12-31
Premises	119.3	112.1
Machinery	53.5	64.4
Cars and equipment	72.3	59.3
Total	245.1	235.8

The change in lease liability is attributable to:

Lease liability	2019-12-31
Opening balance Lease liability as per IFRS 16	235.5
New agreements	84.2
Accrued interest	6.3
Depreciation	-93.5
Lease liability at the end of the period	232.5

The effect in the income statement of the transition to IFRS 16 for the period January-December 2019 was EBITDA +35.3 and EBITA +2.9 SEK m. The impact on cash flow from operating activities was SEK +35.3 million and the impact on cash flow from financing activities was SEK -35.3 million.

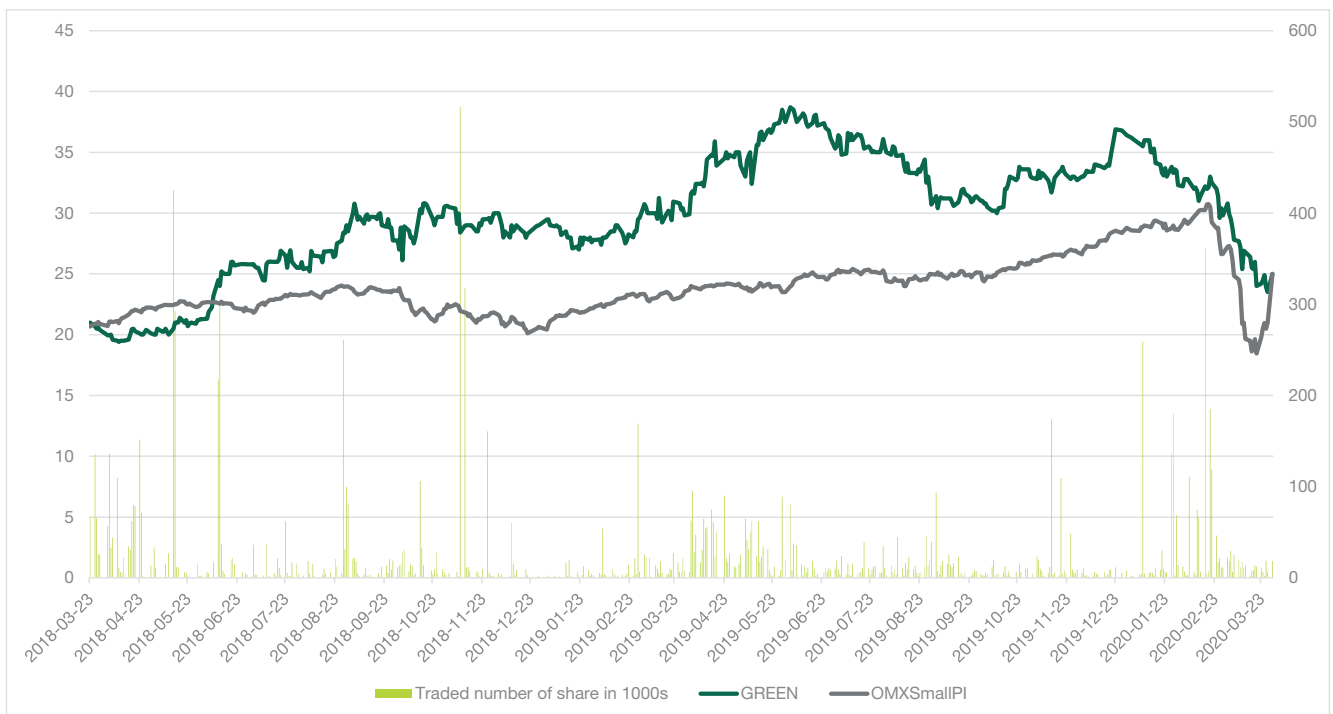
SHARE AND SHAREHOLDERS

Green Landscaping had 1,441 known shareholders as of 31 March 2020. The company has a series of ordinary shares listed on Nasdaq Stockholm.

As of 31 March 2020 there were 36,011,057 registered shares. Market Cap as of 31 March 2020 was SEK 900 million compared to SEK 1,325 million on 31 December 2019.

Largest shareholders as of 31 March 2020	No. of shares	% of equity
Byggmästare Anders J Ahlström Holding AB	7,632,099	20.6%
Salén family via company	6,745,839	18.2%
Johan Nordström via company	3,746,738	10.1%
AFA Försäkring	2,261,000	6.1%
Per Sjöstrand via company	1,668,886	4.5%
AP3, Third Swedish National Pension Fund	1,650,920	4.5%
ODIN Fonder	1,000,000	2.7%
Peter Lindell via company	994,004	2.7%
Roger Carlsson via company	781,727	2.1%
Jan and Jenny Petterson via company	699,718	1.9%
Total, 10 largest shareholders	27,180,931	73.4%
Other shareholders	8,830,126	26.6%
Total	36,011,057	100%

Green Landscaping 23 March 2018 - 31 March 2020



Signatures

The report has not been subject to review by the company's auditors.

The information was made available for publication by the contact person set out below on 6 May 2020 at 08.00 CET.

Presentation of the report

Green Landscaping's CEO Johan Nordström and CFO Carl-Fredrik Meijer present the report in a teleconference/audio-cast on 6 May at 10.30 CET.

Participants dial in with the following number: +46 8,505,583 56

Webcast: <https://tv.streamfabriken.com/green-landscaping-group-q1-2020>

Stockholm 6 May 2020

More information

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Definitions and explanations

General	All amounts shown in tables are in SEK million, unless otherwise stated. All values in parentheses () are comparison figures for the same period last year, unless otherwise stated.	
Key performance indicators	Definition/calculation	Purpose
EBITA	Operating profit/loss before depreciation, amortization and impairment of property, plant and equipment and intangible assets	EBITA is used to gauge the company's operating profitability.
EBITDA	Operating profit/loss before amortization and impairment of acquisition-related intangible assets along with depreciation, amortization and impairment of property, plant and equipment and intangible assets.	EBITDA and EBITA are used together to gauge the company's operating profitability.
EBITA margin	Operating profit/loss before depreciation, amortization and impairment of acquisition-related intangible assets as a percentage of sales.	EBITA margin is a measure of operating profitability.
EBT	Earnings before tax.	Earnings before tax provides an overall indication of the profit that was generated before tax.
Nonrecurring items (NRI)	Items that significantly deviate from ordinary business activities and which are limited to a single time (one-off). Examples are the listing on Nasdaq First North in March 2018 and termination of lease agreements in conjunction with acquisitions.	It provides a truer view of the underlying earnings.
Adjusted EBITA	EBITA adjusted for nonrecurring items.	Adjusted EBITA increases the comparability of EBITA.
Adjusted EBITDA pro forma	EBITDA adjusted for nonrecurring items including EBITDA of acquired companies for the current year prior to the acquisition date.	It provides an indication of the Group's position in future periods.
Adjusted EBITA margin	EBITA adjusted for nonrecurring items, as a percentage of sales.	Adjusted EBITA margin excluding the effect of nonrecurring items, which makes it possible to compare the underlying operating profitability.
Order backlog	This is the amount of contracts not yet delivered and potential add-on years.	It provides an indication of the company's future performance.
Organic growth	Sales increase of legal entities owned for the entire financial year.	It shows how current operations are performing.
Working capital	Current assets not including cash and cash equivalents, less current liabilities.	Working capital is used to measure the company's ability to meet short-term capital requirements.
Net debt	Interest-bearing liabilities less cash and cash equivalents.	Net debt is an indication of the Company's financial position.
Net debt in relation to adjusted EBITDA	Net debt as a percentage of adjusted EBITDA.	Net debt in relation to adjusted EBITDA is reported for the purpose of revealing the level of financial risk. It is also a useful metric for monitoring the Company's debt/equity level.



Green Landscaping in brief

Through its 19 profit centers/subsidiaries, Green Landscaping Group offers the market's most comprehensive service portfolio that aims to make cities more beautiful and also safer. The goal is to add real value by creating environments where people can thrive. The business is divided into the following five regions: South, West, East, Middle and North.

We are professional in everything we do. At the center of it all is our skilled, experienced employees who inspire our customers, helping them realize their dreams of creating beautiful, functional outdoor environments. We also offer care and maintenance services that maximize the lifespan of these outdoor environments. For the 2019 financial year, we had approximately 1,300 employees and annual sales of just over SEK 2 billion.

Our history

Green Landscaping Group is Sweden's leading provider for care and landscaping of outdoor environments. Our business concept is to improve the customer's outdoor environment by offering services that focus on high customer value, long-term sustainability and quality. Green Landscaping was established in 2009 via a merger of four companies working with care of outdoor environments. Since then, the company has expanded through both organic growth and acquisitions.

Contact information

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Registration number
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Future reporting dates

2020	
Annual General Meeting	14 May 2020
Q2 Interim report for January-June 2020	26 August 2020
Q3 Interim report for January-September 2020	11 November 2020
2021	
Year-end report January-December 2020	17 February 2021