



QUARTERLY REPORT

Q4/2022



Q4 2022



HHGS Group

Income Statement	2021	2022				Annually	
	Q4	Q1	Q2	Q3	Q4	R12	2022
Revenue	2 189 478	1 863 018	2 760 263	1 255 833	1 765 737	7 644 850	7 644 850
Total Expenses	(1 386 532)	(1 575 644)	(1 553 200)	(1 217 212)	(1 832 945)	(6 179 001)	(6 179 001)
Operating Expenses	(629 234)	(640 456)	(554 060)	(748 843)	(919 266)	(2 862 626)	(2 862 626)
Personnel Expenses	(757 666)	(934 731)	(999 173)	(468 369)	(913 765)	(3 316 037)	(3 316 037)
Financial Expenses	368	(457)	33	-	86	(338)	(338)
Result	802 962	287 374	1 020 273	38 495	(67 096)	1 279 046	1 279 046
Balance Sheet						ΔQ4 2021	ΔQ4-Q3
Cash	12 618 801	12 671 806	13 991 152	13 615 978	13 321 715	702 914	(294 263)
Accounts Receivable	1 520 178	1 635 538	885 772	603 922	1 866 174	345 996	1 262 252
Total Assets	21 395 974	19 937 153	19 946 636	19 761 265	20 573 844	(822 130)	812 579
Share Equity	538 000	500 000	500 000	500 000	500 000	(38 000)	-
Total Equity	15 558 674	16 691 347	16 510 505	18 584 254	18 590 195	3 031 521	5 941
Short-Term Debt	3 636 363	2 201 832	1 723 282	1 221 947	2 229 123	(1 407 240)	1 007 176
Other						R12	
Sales	3 303 607	1 750 719	2 270 059	1 577 992	2 350 000	7 948 770	
Employees	129	129	104	107	115	114	
Men	63	59	49	50	63	55	
Women	67	71	55	57	52	59	
Key Performance Indicators						R12	
Profitability on Equity	5.2 %	1.7 %	6.2 %	0.2 %	(0.4) %	1.9 %	
Capital Turnover Rate	10.2 %	9.3 %	13.8 %	6.4 %	8.6 %	9.5 %	
Profit Margins	36.7 %	15.4 %	37.0 %	3.1 %	(3.8) %	12.9 %	
Dupont	3.8 %	1.4 %	5.1 %	0.2 %	(0.3) %	1.6 %	
Solidity	72.7 %	83.7 %	82.8 %	94.0 %	90.4 %	87.7 %	
Cash Liquidity	388.8 %	649.8 %	863.3 %	1 163.7 %	681.3 %	839.5 %	
Cash Persistence	20 quarters	20 quarters	25 quarters	18 quarters	14 quarters	19 quarters	

* All numbers are reported in SEK

The Income Statement is excluding HHGS Holding AB

Words by HHGS Group's CEO

The last quarter of the year has come to an end and HHGS Group has both a high revenue and the best sales for 2022. The result for the quarter was negative by 67 thousand SEK due to high personnel costs. However, it is worth highlighting that the year delivered a positive result of 1.28 million SEK. Q4 has also been defined by onboardings of new CEOs in HandelsConsulting, HandelsMarketing, HandelsFinance and HandelsJuristerna. With large order backlogs, the HHGS Group enters 2023 with good prospects.



Gabriella Näslund

During the quarter, the HHGS Group increased its revenue compared to the previous quarter. The revenue landed at 1.77 million SEK, which corresponds to an increase of 41% compared to Q3 2022 (1.26 million SEK) and a decrease of just over 19% compared to Q4 2021 (2.19 million SEK). Sales within HHGS Group were 2.35 million SEK and generated an increase of 49% relative to Q3 2022 (1.58 million SEK) and a decrease of 29% compared to Q4 2021 (3.3 million SEK).

HHGS Group has had many appreciated personnel activities during the last quarter of 2022. Several companies have gone on conference trips to strengthen cohesion and celebrate the past year. In addition, to thank the CEOs of the subsidiaries and all employees for a fantastic year, an event (“sittning”) was organized. In addition to that, a few companies have organized internal Christmas parties and smaller events.

The next quarter will be defined by the onboarding of the new CEOs and maintaining the established contact points within HHGS Group and with our owners HHGS. This will take place both through management workshops and in different types of committees. In the spring of 2023, HHGS Group also aims to become sustainability certified by the HHGS committee Handels Council of Sustainability. We look forward to a fantastic 2023 with a focus on maintaining a good community, high revenue and ensuring that all employees can fulfil their full potential!

Best regards,

Gabriella Näslund, Chief Executive Officer

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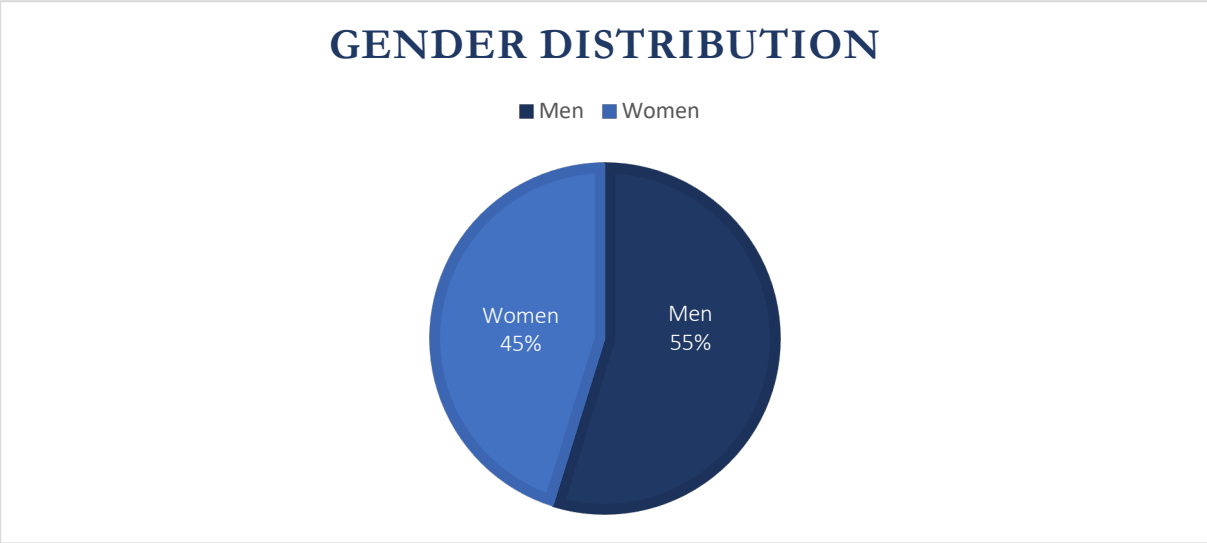
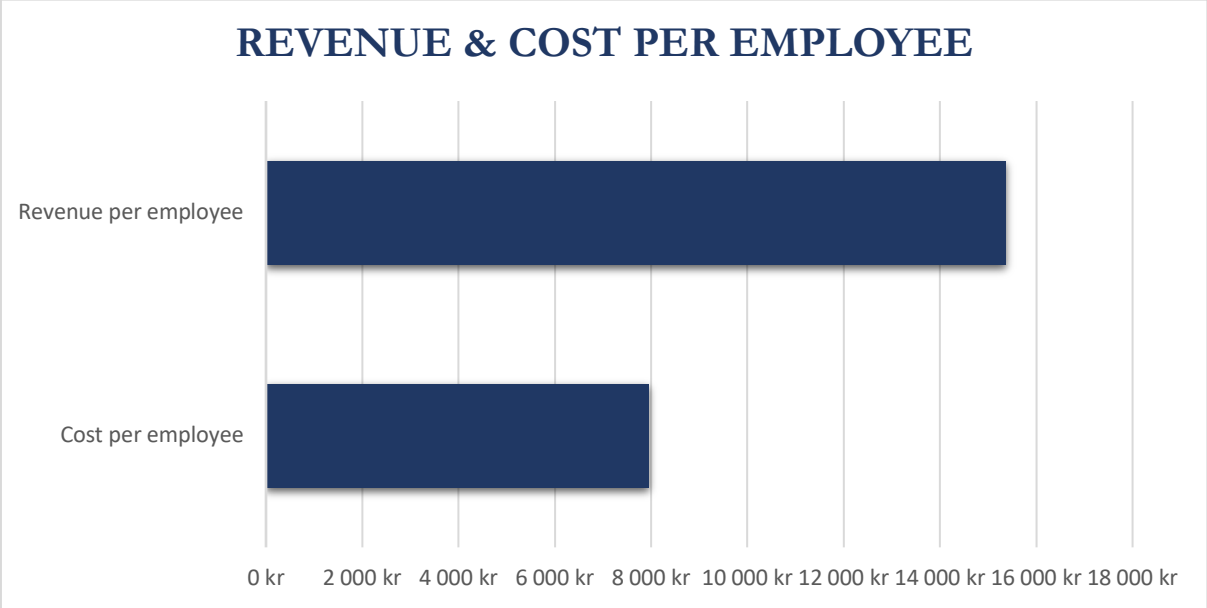
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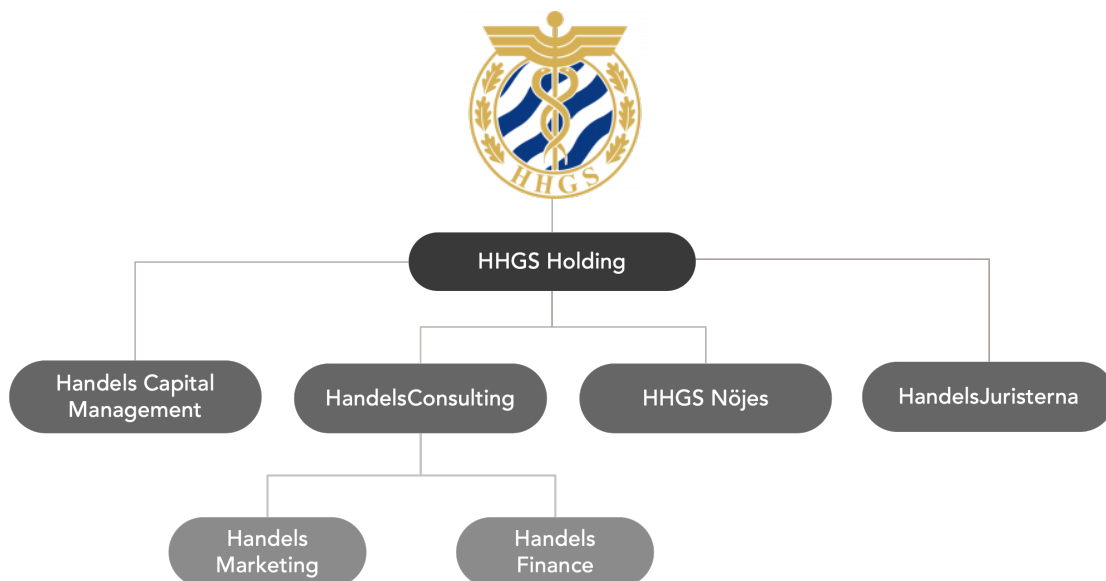
HHGS Holding AB (Parent Company)

Income Statement	2021	2022				Annually	
	Q4	Q1	Q2	Q3	Q4	R12	2022
Revenue	25 517	567 122	9 388	589 180	300 831	1 466 521	1 466 521
Operating Expenses	(66 444)	(267 052)	(244 151)	(278 125)	(224 829)	(1 014 157)	(1 014 157)
Personnel Expenses	(24 433)	(24 204)	(31 020)	(23 425)	(42 997)	(121 646)	(121 646)
Financial Expenses	87 411	67 860	112 278	55 893	(25 531)	210 500	210 500
Result	22 051	343 726	(153 505)	343 523	7 474	541 218	541 218
Balance Sheet						ΔQ4 2021	ΔQ4-Q3
Cash & Cash Equivalent	6 003 606	7 398 123	7 608 602	7 633 408	7 324 757	1 321 151	(308 651)
Accounts Receivable	324 767	300 130	(10 474)	(1 636)	309 039	(15 728)	310 675
Total Assets	11 906 166	11 607 039	11 224 453	11 380 693	11 356 365	(549 801)	(24 328)
Share Equity	100 000	100 000	100 000	100 000	100 000	-	-
Total Equity	11 300 899	11 531 574	10 925 875	11 269 238	11 276 676	(24 223)	7 438
Short-Term Debt	605 266	75 465	298 577	111 454	79 689	(525 577)	(31 765)
Other						R12	
Employees	2	2	2	2	2	2	2
Men	2	2	2	1	1	1,5	1,5
Women	0	0	0	1	1	0,5	0,5
Key Performance Indicators						Avg. R12	
Profitability on Equity	0.2 %	3.0 %	(1.4) %	3.0 %	0.1 %	1.2 %	1.2 %
Capital Turnover Rate	0.2 %	4.9 %	0.1 %	5.2 %	2.6 %	3.2 %	3.2 %
Profit Margins	86.4 %	60.6 %	(1 635.1) %	58.3 %	2.5 %	(378.4) %	(378.4) %
Dupont	0.2 %	3.0 %	(1.4) %	3.0 %	0.1 %	1.2 %	1.2 %
Solidity	94.9 %	99.3 %	97.3 %	99.0 %	99.3 %	98.8 %	98.8 %
Cash Liquidity	1 045.6 %	10 201.1 %	2 544.8 %	6 847.5 %	9 579.5 %	7 293.2 %	7 293.2 %
Cash Persistence	66 quarters	25 quarters	28 quarters	25 quarters	27 quarters	26 quarters	26 quarters
Overview						Acc. R12	
Revenue	25 517	567 122	9 388	589 180	300 831	1 466 521	1 466 521
Expenses	(3 466)	(223 396)	(162 893)	(245 657)	(293 357)	(925 303)	(925 303)
Result	22 051	343 726	(153 505)	343 523	7 474	541 218	541 218

HHGS Holding's revenues includes internally billed management fee, office rent and WiFi for the subsidiaries. Operational expenses consist of office rent, WiFi and other operational activities.

HHGS Group's KPIs





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