Interim report January–June 2010

Summary April–June

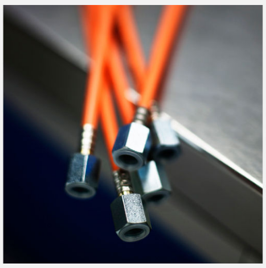
- Net sales for the period increased by 4% to SEK 4,899 (4,728) million.
- Operating profit (EBITA) increased by 32% to SEK 323 (244) million.
- Profit after tax was SEK 96 (-80) million.
- During this period, the company acquired Eskilstuna-based Wallers AB. The company reports sales of some SEK 20 million and has operations in Ahlsell's product area Tools & Machinery.

Summary January–June

- Net sales for the interim period were SEK 9,258 (9,496) million.
- Operating profit (EBITA) totalled SEK 520 (489*) million.
- Profit after tax was SEK 283 (-235) million.
- After a weak sales performance in the first quarter, there are now clear signs of a turnaround and positive sales growth during the second quarter.

Consolidated statement

	2010 April-June	**2009 April-June**	**2010 Jan-June**	**2009 Jan-June**	**12-month rolling**	**Whole of 2010**
Net sales, SEK million	4 899	4 728	9 258	9 496	18 747	18 985
Sales growth, %	3,6		-2,5		-6,5	-13,6
Profit (EBITA), SEK million	323	244	520	489	1 118	1 087
EBITA margin, %	6,6	5,2	5,6	5,1	6,0	5,7
Profit/loss for the period, SEK million	96	-80	283	-235	459	-59
Basic earnings per share, SEK	207	2	109	14	251	30
Diluted earnings per share, SEK	53	1	28	4	64	8
Return on operating capital, %					6,3	5,8
Debt/equity ratio	4,0	6,0	4,0	6,0	4,0	4,6



* Including restructuring costs of SEK 21 million

Chief Executive's Statement

We assumed in our scenario for early 2010 that the market would remain weak and show negative growth over the first six months. This proved to be the case. Moreover, the unusually cold and snowy weather during the first few months of the year had a negative impact on sales growth. Coupled with negative developments in the exchange rate of the Euro by about 10% over the previous year, this resulted in a sales decline of approximately 8% in the first quarter.

We were pleased to note an improvement in sales volumes through the second quarter. Sales have improved gradually each month. This is partly due to a pent-up demand from the first quarter when many construction projects were put on the backburner because of the severe weather conditions.

Based on the results for the second quarter, including organic growth of just over 4%, we believe that our market has bottomed out.

This turnaround is particularly apparent in the Industrial market sector. We are seeing a definite upswing in this sector in both Finland and Sweden. Yet it was this sector that showed the weakest performance in 2008-2009. We have also recently seen a positive trend in our product areas that are closely linked to activity levels in the construction industry.

Unfortunately, the positive notes reported above do not apply for Norway. Our activities relating to the oil and shipping industry are at historically very low levels. After a weak performance in 2009, we are regrettably seeing a further decline this year. The construction industry is not following the trend in Sweden and Finland but is showing a slightly negative development. We can report, however, that growth in the second quarter has been stronger than in the first, although it continues to be negative.

The operating margin for the Group as a whole during the interim period was 5.6%, which is considered satisfactory given the current market situation. The profit levels in our Norwegian operations remain unsatisfactory.

Consolidated net debt was reduced by SEK 700 million in the first six months due to a weaker Euro and increased capital efficiency.

Transactions for the acquisition of two companies, Solar OY in Finland and Wallers Bygg in Sweden, were completed during the interim period. The newly-acquired businesses were also successfully integrated during the period. Although our current market outlook is likely to be negatively impacted by macroeconomic instability, we still expect to see a continuing upward trend in activity rates across our main markets over the next months.

Göran Näsholm
CEO

Consolidated net sales and profit (EBITA)

April – June

Second quarter net sales increased by 3.6% to SEK 4,899 (4,728) million. During the same period, the Group's organic growth was 4.2%.

Profit (EBITA) for the second quarter increased by 32.2% to SEK 323 (244) million.

January – June

Net sales for the interim period decreased by 2.5% to SEK 9,258 (9,496) million. Organic growth was -1.5%.

For the first six months, profit (EBITA) amounted to SEK 520 (489) million.

Future prospects

Developments were generally better than expected in the Nordic construction markets in early 2010. However, the financial problems experienced by Europe during the spring and summer of 2010 have given rise to growing uncertainty about how the global economy will develop over the next 12 to 24 months.

Despite this uncertainty, the outlook for Ahlsell is considered to be good, with subsequent continuing growth for the rest of 2010 and into 2011.

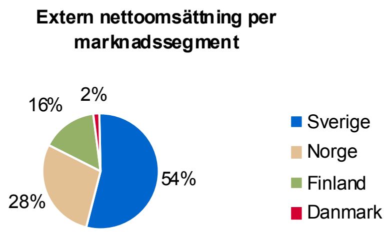
Segment

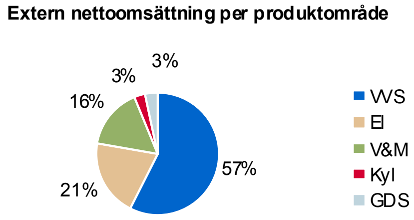
The Swedish market represents just over half of the Group's sales and is the market that has shown the most significant growth in the first six months of 2010, with a noticeable upswing in market activity during the second quarter. The market segment reported net sales of SEK 5,078 (5,009) million for the interim period.

The Finnish market segment has also experienced a positive development in sales in local currency, although the Euro's weakening against the Swedish Krona (SEK) means that the segment is reporting declining sales. The market segment reported net sales of SEK 1,417 (1,479) million for the interim period.

Ahlsell's Norwegian operations have recorded weaker growth than other Nordic countries. This is primarily due to a significant decline in activity in the oil and shipping industry, where the market has more or less been halved over the past two years. Norwegian operations reported net sales of SEK 2,611 (2,792) million for the interim period.

Ahlsell's Danish market segment had the poorest growth in the Group. Here too, growth in the construction market has been held back by weak developments in housing prices. Net sales were SEK 224 (339) million. After adjustment for the effects of winding down Electrical and Heating & Plumbing operations in Denmark in the first six months of 2010, the segment recorded organic growth of -11% for the interim period.





	2010 April-June	2009 April-June	2010 Jan-June	2009 Jan-June	12-month rolling	Whole of 2009
Sweden						
Net sales, SEK million	2 674	2 508	5 078	5 009	10 091	10 022
Norway						
Net sales, SEK million	1 358	1 368	2 611	2 792	5 317	5 498
Finland (including Russia and Estonia)						
Net sales, SEK million	788	766	1 417	1 479	2 997	3 059
Denmark (including Poland)						
Net sales, SEK million	114	131	224	339	476	591
Central and eliminations						
Net sales, SEK million	-36	-45	-71	-123	-134	-185

Acquisitions

Contracts have been signed during the interim period for the acquisition of the following companies

Take-over date	Acquisitions	Country	Product area		Annual sales (SEK million)[a]	Number of employees[b]
2010-01-18	Solar Suomi Oy	Finland	Electrical		200	50
2010-05-10	Wallers AB	Sweden	Tools & Machinery		20	6
				Total	**220**	**56**

[a] Latest audited financial statements
[b] At date of acquisition

Two acquisition transactions were completed during the interim period, representing annual sales of SEK 220 million. Sales from acquired businesses reported by segment amount to SEK 200 million for Finland and SEK 20 million for Sweden.

Net financial income and tax

The Group reported a net financial result of SEK -20 (-551) million for the interim period. The net interest expense was SEK -435 (-445) million, equivalent to an average interest expense of just under 8%. Exchange rate movements impacted the net financial result by SEK 596 (38) million. The change in the net financial result over the previous year is chiefly attributable to fluctuations in the exchange rates and to the strengthening of the Swedish Krona against the Euro in particular.

Tax for the period amounted to SEK -45 million (1). This change can be attributed mainly to improved performance.

Financial position and liquidity

At 30 June, the Group's cash and cash equivalents totalled SEK 1,653 (1,310) million, which is an increase of SEK 68 million since the beginning of the year. The Group also has undrawn credit lines of approximately SEK 453 million.

At 30 June, net debt amounted to SEK 9,244 (11,025) million and was SEK 9,944 million at 31 December 2009.

Consolidated equity at 30 June was SEK 2,325 (1,828) million, which is an increase of SEK 173 million since the beginning of the year.

Cash flows and investments

The company reported an operating cash flow of SEK 616 (451) million for the interim period. The positive cash flow is mainly attributable the company’s result and to positive changes in working capital. The cash flow from working capital changes totalled SEK 77 (3) million during the interim period.

The cash flow from investing activities was SEK -72 (-36) million. Investments in property, plant and equipment and intangible assets during the period amounted to SEK -34 (-36) million. The cash flow from financing activities was SEK -186 (-353) million. The change from January to June is primarily explained by amortisation totalling SEK 492 million and the disposal of derivatives, which has resulted in a positive cash flow of SEK 306 million.

Personnel

The number of employees at the end of the interim period was 4,298 (4,465).

Parent company

Ahlsell AB (publ), corp. ID 556715-7820, is the parent company of the Group. The parent company reported net sales of SEK 6 (5) million for the period. Profit before tax was SEK 203 (180) million. The parent company reported net sales of SEK 10 (9) million for the interim period. Profit before tax was SEK 408 (356) million.

The parent company's cash and cash equivalents amounted to SEK - (-) million at the end of the period.

Transactions with related parties

Ahlsell AB (publ), corp. ID 556715-7820 (registered office in Stockholm), is owned by Nybrojarl New 1 AB, corp. ID 556715-7812 (registered office in Stockholm), which prepares consolidated financial statements for the highest Group in Sweden. Nybrojarl New 1 AB is owned by the Luxembourg-based company Alchemy Holding S.á.r.l, which in turn is owned by Goldman Sachs Capital Partners and Cinven.

During the interim period, the Ahlsell AB (publ) Group was invoiced a total of SEK 2.5 million in management fees by Goldman Sachs Capital Partners and Cinven.

Risks and uncertainties

The Group and the parent company are exposed to a number of risks relating to both their operating and their financing activities. The risks that Ahlsell considers to be the most significant to its business are listed below.

- Acquisitions are a key part of Ahlsell's growth strategy. Acquisition processes can be beset with difficulties, for instance, when it comes to identifying acquisition objects, integrating acquired businesses and achieving the expected synergies.
- Ahlsell operates in markets where developments tend to follow the economic cycle.
- If Ahlsell's business critical IT systems and processes go down, this can have an adverse impact on the company's performance and financial position.
- If Ahlsell's own warehouse and distribution operations were disrupted or shut down for some reason or if the distribution companies contracted by Ahlsell had insufficient distribution capacity to meet requirements, Ahlsell's ability to deliver its products to the market would be adversely affected.
- Ahlsell is exposed to risks relating to fluctuations in currency exchange rates.
- An unfavourable development in interest rates can have an adverse impact on Ahlsell's business operations and financial position.

Accounts

Consolidated statement

Income statement

(SEK million)	Note	2010 April-June	2009 April-June	2010 Jan-June	2009 Jan-June	Rolling 12-month	Whole of 2009
Net sales	1	4 899	4 728	9 258	9 496	18 747	18 985
Cost of sold goods		-3 665	-3 539	-6 938	-7 098	-14 094	-14 254
Gross profit		1 234	1 189	2 321	2 398	4 654	4 731
Sales and administration costs		-1 002	-1 037	-1 982	-2 093	-3 897	-4 007
Other operating income and expenses		5	5	10	10	16	16
Operating profit, EBIT	2,3	237	157	348	315	773	740
Net finance income/expense		-94	-150	-20	-551	-249	-780
Profit before tax		143	7	328	-235	524	-40
Income tax		-47	-87	-45	1	-71	-26
Profit for the year from continuing operations		96	-80	283	-235	453	-65
Net loss from discontinued operations after tax		0	0	–	0	7	7
Profit/loss for the period		96	-80	283	-235	459	-59
Profit attributable to							
Owners of the parent company		96	-80	283	-235	459	-59
Amortisation and impairment of intangible assets[1]		-86	-87	-172	-174	-345	-347
Depreciation of property, plant and equipment		-25	-28	-50	-58	-106	-114

[1] Relates to amortisation and impairment in continuing operations, not discontinuing operations.

Statement of comprehensive income

(SEK million)	2010 April-June	2009 April-June	2010 Jan-June	2009 Jan-June	Rolling 12-month	Whole of 2009
Profit/loss for the period	**96**	**-80**	**283**	**-235**	**459**	**-59**
Other comprehensive income for the period						
Exchange differences	-33	-46	-111	135	-92	154
Tax attributable to items recognised in other comprehensive income	1	8	1	-38	-15	-54
Total comprehensive income for the period	**64**	**-118**	**173**	**-138**	**352**	**41**
Profit attributable to						
Owners of the parent company	290	3	153	20	352	41
Basic earnings per share, SEK	207	2	109	14	251	30
Diluted earnings per share, SEK[2]	53	1	28	4	64	8

[2] Relates to number of ordinary shares. The preference shares which, following a decision by the Board, may be converted into ordinary shares have not been taken into account when calculating the dilution effect.

Balance sheet

(SEK million)	Note	2010 30 June	2009 30 June	2009 31 Dec
ASSETS				
Customer relations		3 526	3 930	3 761
Trademark		2 400	2 400	2 400
Other intangible assets		78	98	91
Goodwill		4 240	4 347	4 326
Property, plant & equipment		561	651	603
Financial assets		236	434	368
Deferred tax assets		4	3	4
Total non-current assets		**11 046**	**11 864**	**11 552**
Inventories		2 621	2 943	2 749
Trade receivables		2 551	2 585	2 072
Other receivables		710	1 126	1 072
Cash & cash equivalents		1 653	1 310	1 585
Assets held for sale		2	0	3
Total current assets		**7 538**	**7 964**	**7 481**
Total assets		**18 584**	**19 827**	**19 033**
EQUITY AND LIABILITIES				
Equity		**2 325**	**1 828**	**2 152**
Non-current interest-bearing liabilities		10 621	12 703	11 909
Provisions		193	230	181
Deferred tax liabilities		1 112	1 188	1 156
Other non-interest-bearing liabilities		11	17	13
Total non-current liabilities		**11 937**	**14 138**	**13 260**
Current interest-bearing liabilities		415	262	180
Trade payables		2 981	2 697	2 656
Provisions		40	64	59
Other current liabilities		886	839	725
Liabilities attributable to assets held for sale		0	0	1
Total current liabilities		**4 322**	**3 862**	**3 622**
Total equity and liabilities		**18 584**	**19 827**	**19 033**

Statement of cash flows

(SEK million)	2010 April-June	2009 April-June	2010 Jan-June	2009 Jan-June	Rolling 12-month	Whole of 2009
Profit after financial items	**143**	**7**	**328**	**-235**	**523**	**-40**
Profit before tax from discontinued operations	0	0	0	0	7	7
Adjustments for non-cash items	58	129	-49	361	-17	393
Income tax paid	-7	-12	-11	112	-7	116
Cash flow from operating activities before changes in working capital	**195**	**124**	**269**	**238**	**507**	**476**
Cash flow from changes in working capital	128	-192	77	3	744	670
Cash flow from operating activities	**323**	**-68**	**346**	**241**	**1 251**	**1 146**
Cash flow from acquisition of assets, liabilities and operations	-10	-	-38	-	-38	-
Other cash flows from investing activities	-21	-10	-34	-36	-53	-55
Cash flow before financing activities	**292**	**-78**	**274**	**205**	**1 160**	**1 091**
Cash flow from financing activities	**-492**	**-355**	**-186**	**-353**	**-799**	**-966**
CASH FLOW FOR THE PERIOD	**-200**	**-433**	**88**	**-148**	**361**	**125**
Cash and cash equivalents recognised as assets held for sale	–	–		–	0	0
Cash and cash equivalents at beginning of period	1 860	1 747	1 585	1 426	1 310	1 426
Exchange rate differences in cash and cash equivalents	-7	-4	-20	32	-18	34
Cash and cash equivalents at end of period	**1 653**	**1 310**	**1 653**	**1 310**	**1 653**	**1 585**
Additional information						
Interest received	5	8	10	16	19	25
Interest paid	-150	-145	-302	-322	-618	-638

In addition to the cash flow statement which has been prepared in accordance with IAS 7, Ahlsell prepares a cash flow which is based on operations, excluding financial transactions and taxes, and acquisitions and divestment of operations. This cash flow is used by management to monitor business performance.

Operating cash flow

(SEK million)	2010 April-June	2009 April-June	2010 Jan-June	2009 Jan-June	Rolling 12-month	Whole of 2009
Operating profit	**237**	**157**	**348**	**315**	**773**	**740**
Adjustments for non-cash items	112	85	224	169	358	303
Cash flow from changes in working capital						
Changes in inventories	-5	88	71	286	263	478
Changes in operating receivables	-397	-110	-509	-149	91	451
Changes in operating liabilities	531	-170	516	-134	391	-259
Operating cash flow before investments	**478**	**50**	**650**	**487**	**1 876**	**1 713**
					0	
Acquisition of intangible assets	-4	-5	-7	-8	-17	-18
Acquisition of property, plant & equipment	-22	-8	-31	-31	-48	-48
Sale of property, plant and equipment	3	3	4	3	11	10
Cash flow from operating investments	**-23**	**-10**	**-34**	**-36**	**-54**	**-56**
					0	
Operating cash flow after investments	**455**	**40**	**616**	**451**	**1 822**	**1 657**

Statement of changes in shareholders' equity

(SEK million)	2010 30 June	2009 30 June	2010 31 Dec
Opening balance	**2 152**	**1 965**	**1 965**
Total comprehensive income for the period	173	-138	41
Total recognised income and expenses	**173**	**-138**	**41**
Shareholder contributions	–	–	554
Group contributions made	–	–	-554
Shareholder transaction taxes	–	–	146
Total shareholder transactions	**–**	**–**	**146**
Closing equity	**2 325**	**1 827**	**2 152**

Key figures

(SEK million unless otherwise stated)	2010 April-June	2009 April-June	2010 Jan-June	2009 Jan-June	Rolling 12-month	Whole of 2009
Performance measurement						
Operating profit (EBIT)	237	157	348	315	773	740
EBITA	323	244	520	489	1 118	1 087
Margin measurement						
EBIT margin, %	4,8	3,3	3,8	3,3	4,1	3,9
EBITA margin, %	6,6	5,2	5,6	5,1	6,0	5,7
Capital structure						
Net debt	9 244	11 025	9 244	11 025	9 244	9 944
Debt/equity ratio	4,0	6,0	4,0	6,0	4,0	4,6
Working capital (average)	2 243	2 919	2 459	2 973	2 561	2 818
Operating capital (average)	11 753	12 915	12 095	12 904	12 257	12 708
Operating capital, excluding intangible assets (average)	3 022	3 760	3 253	3 801	3 362	3 636
Working capital tied up, %	11,4	15,4	12,5	15,7	13,7	14,8
Return						
Return on operating capital, %					6,3	5,8
Return on operating capital (excluding intangible assets), %					33,3	29,9
Return on equity, %					21,5	neg
Shares						
Weighted average number of basic shares outstanding[1] (thousands)	1 402	1 402	1 402	1 402	1 402	1 402
Weighted average number of diluted shares outstanding[1] (thousands)	5 474	5 474	5 474	5 474	5 474	5 474
Number of ordinary shares at end of period (thousands)	1 402	1 402	1 402	1 402	1 402	1 402
Number of shares at end of period (thousands)	5 474	5 474	5 474	5 474	5 474	5 474
Basic earnings per share, SEK	207	2	109	14	251	30
Diluted earnings per share, SEK	53	1	28	4	64	8
Operating cash flow per basic share, SEK	-139	29	-24	322	836	1 182
Operating cash flow per diluted share, SEK	-36	7	-6	82	214	303
Other						
Number of employees at end of period	-	-	4 298	4 465	-	4 264

[1] Relates to number of ordinary shares. The preference shares which, following a decision by the Board, may be converted into ordinary shares have not been taken into account when calculating the dilution effect.

Parent company statement

Income statement

(SEK million)	2010 April-June	2009 April-June	2010 Jan-June	2009 Jan-June	Rolling 12- month	Whole of 2009
Net sales	6	5	10	9	18	17
Gross profit	**6**	**5**	**10**	**9**	**11**	**10**
Sales and administration costs	-13	-11	-24	-22	-44	-42
Interest income, Group companies	218	187	434	372	812	750
Interest expense, Group companies	-7	-2	-11	-2	-20	-11
Profit before tax	**203**	**180**	**408**	**356**	**765**	**713**
Income tax	0	0	0	0	-234	-234
Profit/loss for the period	**203**	**180**	**408**	**356**	**531**	**479**

Statement of comprehensive income

(SEK million)	2010 April-June	2009 April-June	2010 Jan-June	2009 Jan-June	Rolling 12-month	Whole of 2009
Profit/loss for the period	**203**	**180**	**408**	**356**	**531**	**479**
Other comprehensive income for the period						
Group contributions to subsidiaries	-	-	-	-	-715	-715
Tax attributable to items recognised in other comprehensive income	-	-	-	-	188	188
Total comprehensive income for the period	**203**	**180**	**408**	**356**	**4**	**-48**
Profit attributable to						
Owners of the parent company	203	180	408	356	4	-48

Balance sheet

(SEK million)	2010 30 June	2009 30 June	2009 31 Dec
Shares in Group companies	851	851	851
Financial investments	1	–	1
Receivables from Group companies	5 664	4 852	5 230
Deferred tax assets	100	–	100
Total non-current assets	**6 615**	**5 703**	**6 182**
Other receivables	0	10	3
Cash & cash equivalents	–	–	–
Total current assets	**0**	**10**	**3**
Total assets	**6 616**	**5 713**	**6 184**
Equity	**5 206**	**5 056**	**4 798**
Non-current liabilities	**1 396**	**644**	**653**
Current liabilities	**14**	**14**	**734**
Total equity and liabilities	**6 616**	**5 713**	**6 184**

Notes

Note 1. Net sales by segment

(SEK million)	2010 April-June	2009 April-June	2010 Jan-June	2009 Jan-June	Rolling 12-month	Whole of 2009
Sweden	2 674	2 508	5 078	5 009	10 091	10 022
of which external	*2 646*	*2 474*	*5 021*	*4 913*	*9 984*	*9 875*
of which internal	*28*	*34*	*57*	*97*	*107*	*147*
Norway	1 358	1 368	2 611	2 792	5 317	5 498
of which external	*1 357*	*1 367*	*2 610*	*2 790*	*5 315*	*5 494*
of which internal	*0*	*1*	*1*	*2*	*3*	*4*
Finland	788	766	1 417	1 479	2 997	3 059
of which external	*788*	*766*	*1 417*	*1 478*	*2 997*	*3 058*
of which internal	*0*	*0*	*0*	*1*	*0*	*1*
Denmark	114	131	224	339	476	591
of which external	*106*	*121*	*211*	*316*	*453*	*557*
of which internal	*8*	*10*	*13*	*23*	*23*	*34*
Central and eliminations	-36	-45	-71	-123	-134	-185
The Group	**4 899**	**4 728**	**9 258**	**9 496**	**18 747**	**18 985**

KPI definitions

Performance measurement

EBITA	Operating profit/loss excluding amortisation and impairment of intangible assets
EBITA margin	EBITA as a percentage of total net sales
EBIT margin, %	Operating profit as a percentage of sales
EBITA margin, %	EBITA as a percentage of total net sales

Capital structure

Net debt	Non-current and current interest-bearing assets less non-current and current interest-bearing liabilities
Debt/equity ratio	Net debt to equity ratio
Working capital	Inventories, trade receivables and other operating receivables reduced by trade payables and other current liabilities. This figure represents an average for each period based on quarterly data.
Operating capital	Operating capital Property, plant and equipment, goodwill and other intangible assets, deferred tax asset, shares in joint ventures and working capital reduced by deferred tax liability, non-current and current provisions and other non-current liabilities. This figure represents an average for each period based on quarterly data.
Operating capital (excluding intangible assets)	Operating capital (excluding intangible assets). Operating capital reduced by goodwill and other intangible fixed assets, and related deferred tax. This figure represents an average for each period based on quarterly data.
Working capital tied up	Average working capital as a percentage of net sales adjusted to an annual rate.

Return

Return on operating capital	Operating profit adjusted to an annual rate as a percentage of average operating capital
Return on operating capital (excluding intangible assets)	EBITA adjusted to an annual rate as a percentage of average operating capital (excluding intangible assets)
Return on equity	Profit for the period adjusted to an annual rate as a percentage of average equity

Shares

Weighted average number of basic shares outstanding	Weighted average number of shares outstanding for the period, adjusted for issues and stock splits.
Weighted average number of diluted shares outstanding	Weighted average number of shares outstanding for the period, adjusted for issues and stock splits. Any dilutory effect is taken into account. The preference shares which, following a decision by the Board, may be converted into ordinary shares have not been taken into account when calculating the dilution effect
Number of ordinary shares at end of period	Ordinary shares outstanding at the end of the period, adjusted for issues and stock splits.
Number of shares at end of period	Shares outstanding at the end of the period, adjusted for issues and stock splits.
Basic earnings per share, SEK	Profit for the period divided by average number of shares for the period.
Diluted earnings per share, SEK	Profit for the period divided by average number of diluted shares for the period.
Operating cash flow per basic share, SEK	Operating cash flow from operating activities divided by average number of shares for the period.
Operating cash flow per diluted share, SEK	Operating cash flow from operating activities divided by average number of shares for the period. Any dilutory effect is taken into account.

Other

Number of employees at end of period	Number of people who have received a salary in the last month of the period