

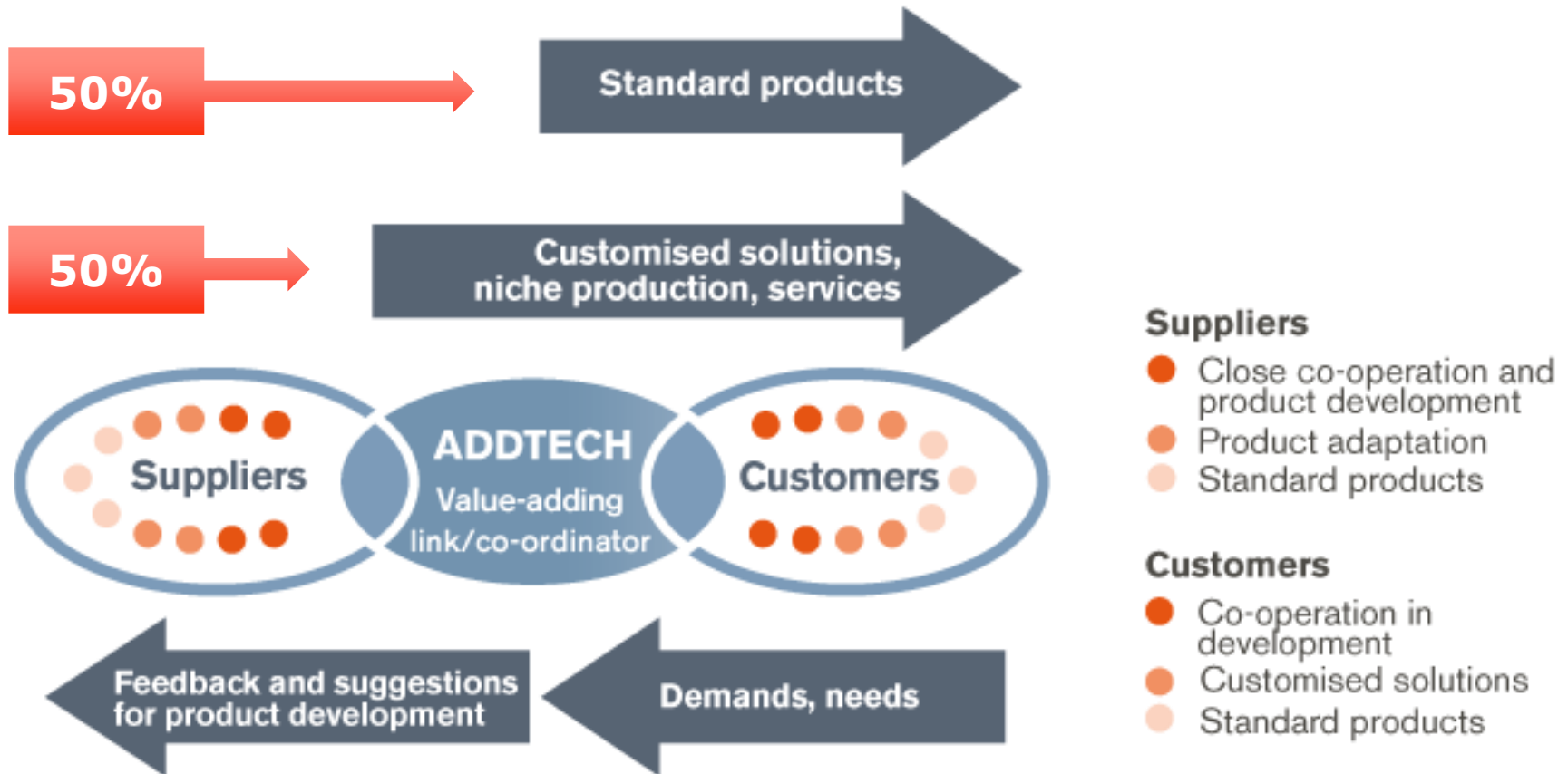
# Presentation of Addtech

# Addtech in brief

- A technology trading company
- Refining link between suppliers and customers
  - Focus on “Added Value” in product
  - Middle to low-sized volume
- From standard products to own-brand
  - Some own manufacturing
- The Nordic region
  - Other markets with unique offer
- Revenue above SEK 5,500m
  - About 130 decentralised subsidiaries

# Addtech - Business model & Focus

B2B trading of technical products

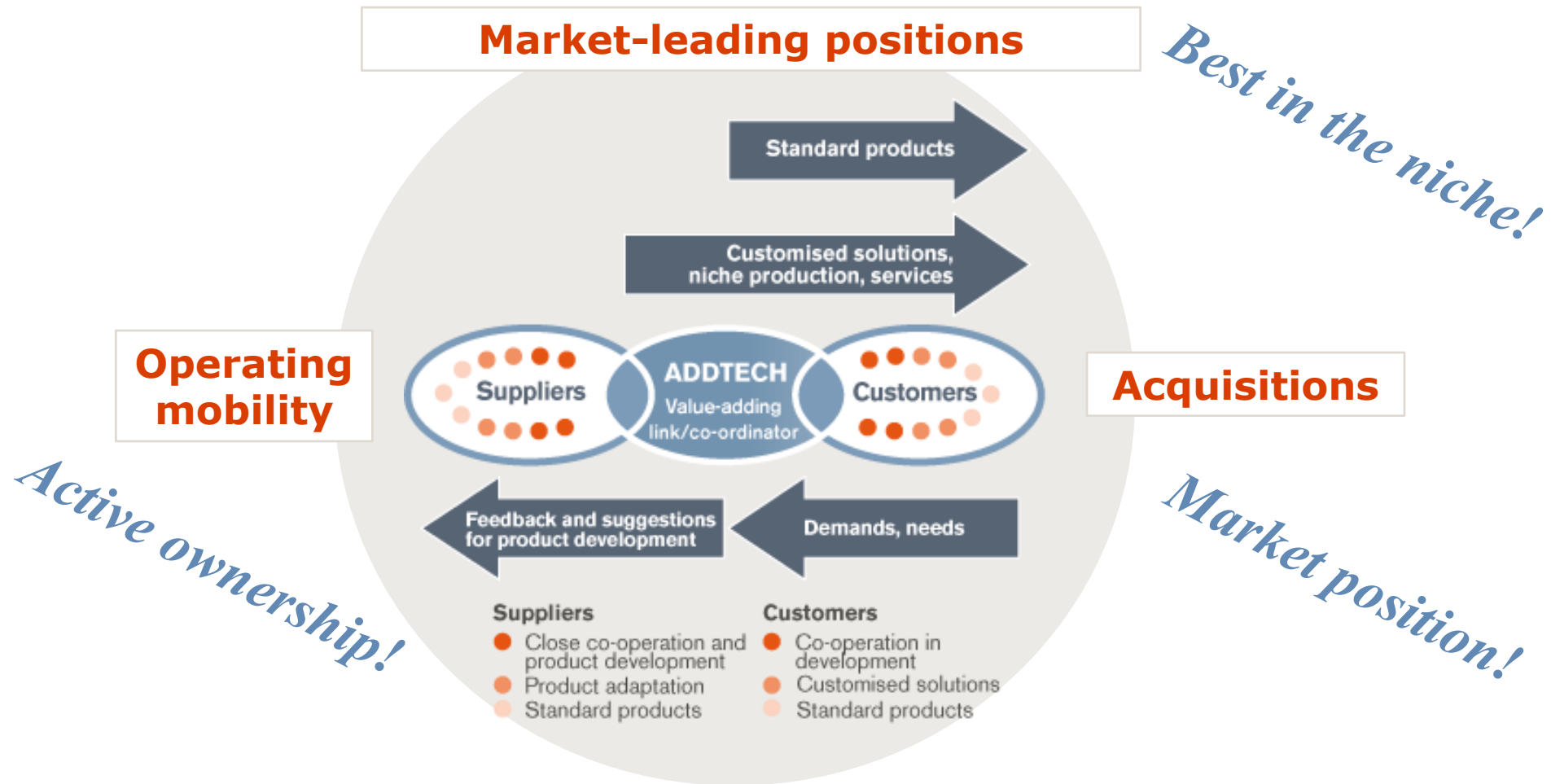


Value **Adding Tech** Provider

Provides technical and economical value added

# Strategies for profitable growth

Profitable growth is achieved through continuous business and organisational development





# Interim report

1 April 2013 – 30 September 2013

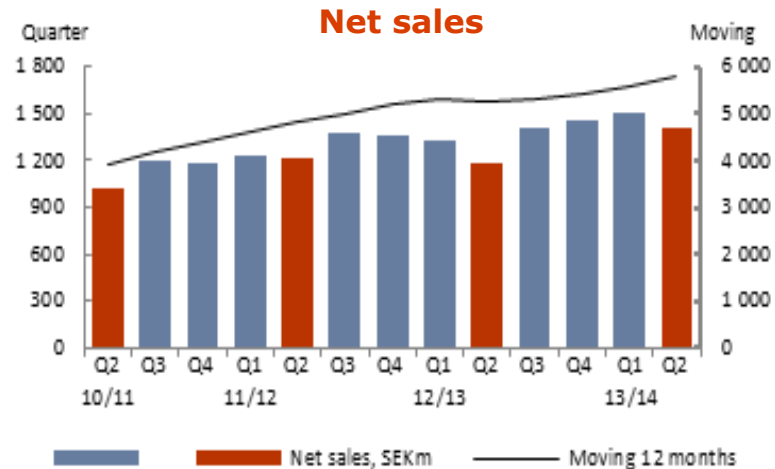
# 1 April – 30 September 2013

## 6 months

- Net sales increased by 15% to SEK 2,909m (2,525)
  - For comparable units +2 %
  - Acquired growth +14 %
  - Currency effects -1 %

## 2<sup>nd</sup> quarter

- Net sales increased by 18 % to SEK 1,409 m (1,189)
  - For comparable units +4 %
  - Acquired growth +14 %
  - Currency effects +0 %



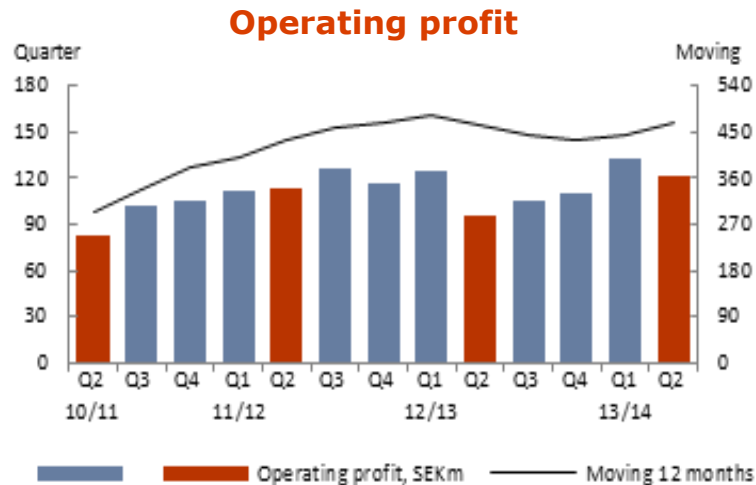
# 1 April – 30 September 2013

## 6 months

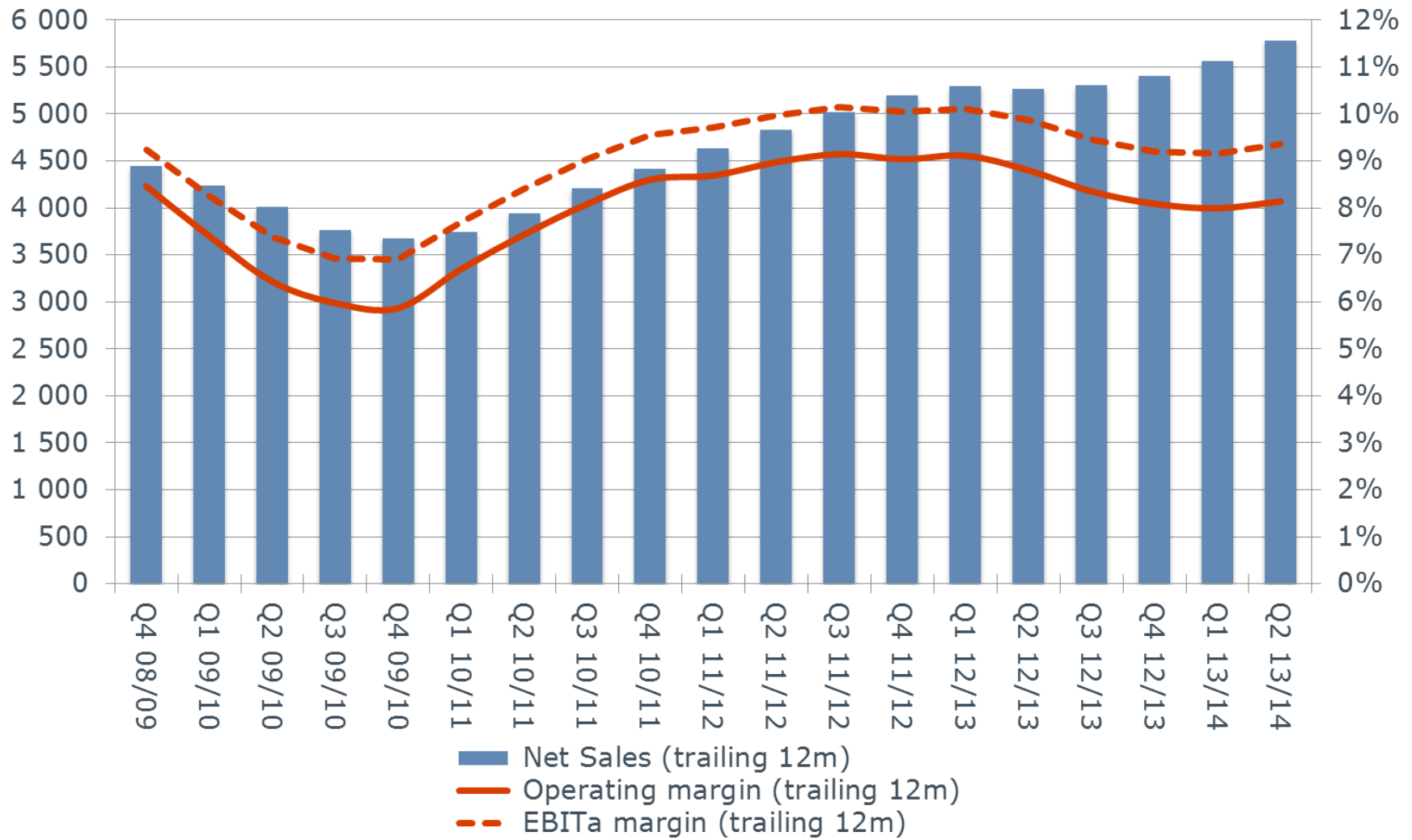
- Operating profit increased by 15 % to SEK 254m (220)
  - Operating margin 8.7% (8.7)
  - EBITa-margin 10.1% (9.9)

## 2<sup>nd</sup> quarter

- Operating profit increased by 27% to SEK 121m (95)
  - Operating margin 8.6% (8.0)
  - EBITa-margin 10.2% (9.3)



# Net sales & Operating margin

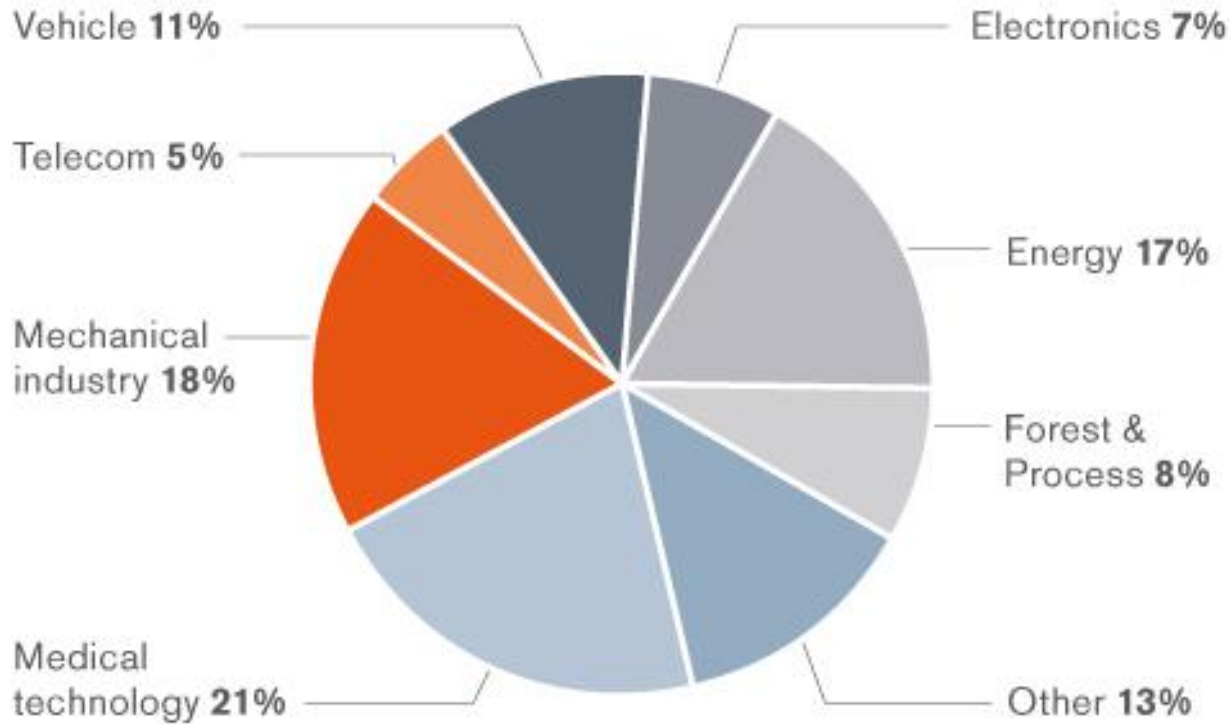




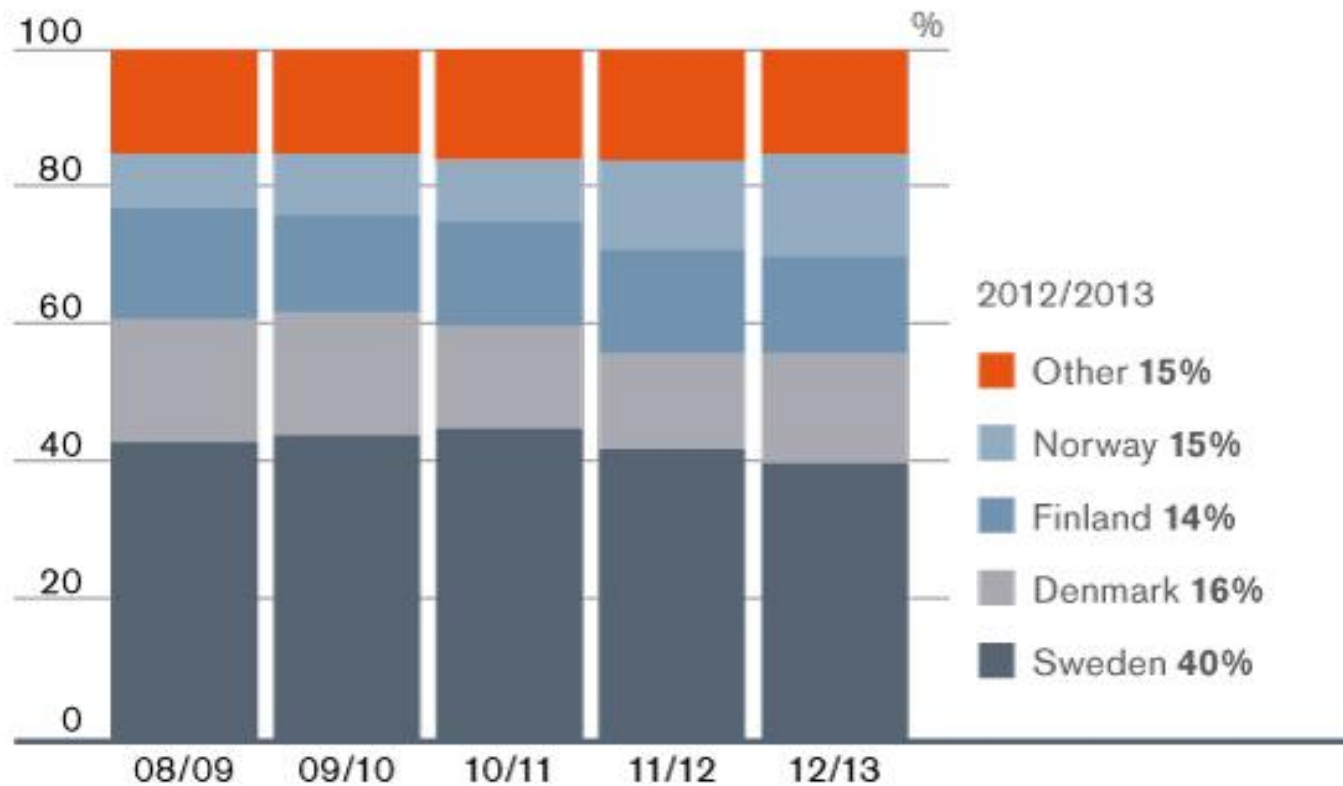
# 1 April 2013 – 30 September 2013

- During the start of the financial year, the business climate for the Group was stable on the whole, but the market was fragmented in terms of geography, customer segments and product segments
  - Also in the second quarter this market situation led to good demand in parts of our operations, while other parts continued to experience tougher business conditions
  - Demand for production components from Nordic manufacturing companies was hesitant, which above all affected the Components and Industrial Solutions business areas
  - In the Life Science and Energy business areas demand from, among others, Nordic healthcare and customers in the energy segment, developed well
- For the Group as a whole, a drop in demand mostly affected operations in Denmark and Finland, while the Group's Swedish operations, from an overall perspective, experienced a somewhat more stable business climate
  - In general, the Group's companies that operate in Norway and in markets outside the Nordics had good market conditions during the period
  - Growth in sales and profit in the Group, during the period and in the second quarter, is attributable to organic growth, implemented acquisitions and the fact that the selective cost adjustments that are being implemented had a positive impact on profit
- Three acquisitions by the Group took effect during the period, adding annual sales of about SEK 180 million on an annual basis
  - In addition, the Group announced an acquisition with annual sales of a further SEK 65 million; the acquisition took effect on 1 October

# Customer segments 2012/2013



# Net sales by geographical market



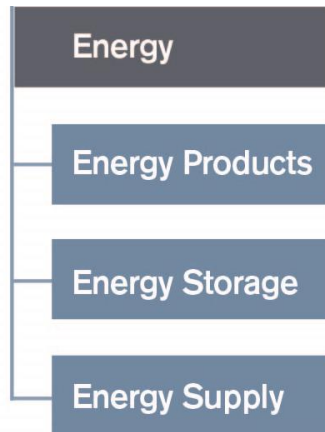
# Addtech Components



	6 months		2th quarter		2012/2013	
Net sales	756	-1%	357	-2%	1,542	-2%
EBIT	52	-8%	24	-1%	98	-22%
ROS	6.9%	7.3%	6.6%	6.6%	6.4%	8.0%

- After a relatively stable start to the financial year, demand from Nordic manufacturing companies was slightly lower from an overall perspective during the second quarter
- The differences between the various markets and customer segments prevail
- In the second quarter our Finnish operations experienced a weaker business climate, whereas our Swedish operations all in all had somewhat more stable demand than before
- The business climate in Denmark remained relatively low, while our Norwegian operations continued to develop well

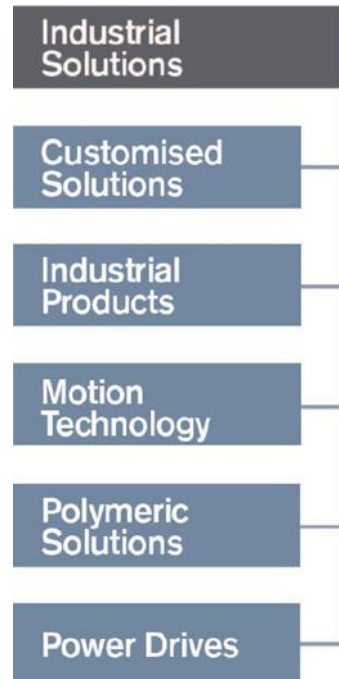
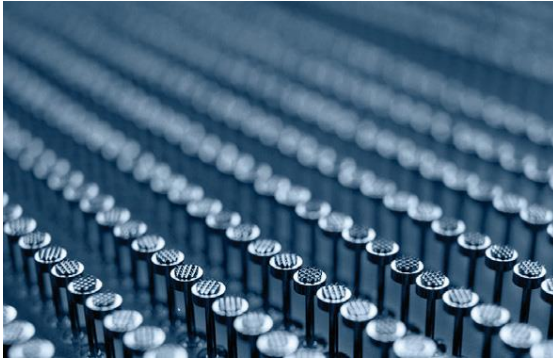
# Addtech Energy



	6 months		2th quarter		2012/2013	
Net sales	952	37%	456	36%	1,576	13%
EBIT	98	32%	46	36%	152	1%
ROS	10.3%	10.6%	9.9%	9.9%	9.7%	10.8%

- The good demand seen in the first quarter continued in the second quarter, and companies acquired earlier contributed to sales and profit in accordance with expectations
- Overall, the business situation for battery solutions was stable in the Nordic markets
- Demand for products for electric power distribution and transmission was sound throughout the interim period
- The market for products in electrical installation and electrical safety was good in Norway, but it was weaker in Sweden during the second quarter

# Addtech Industrial Solutions



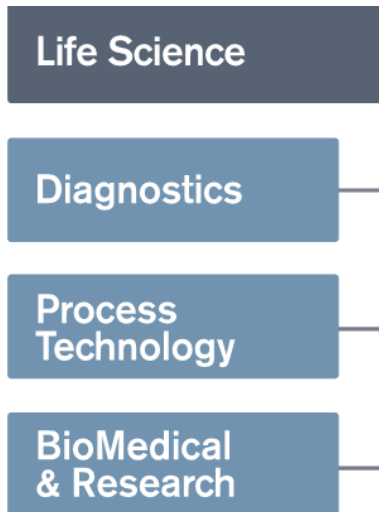
	6 months		2th quarter		2012/2013	
Net sales	563	-1%	283	4%	1,150	-8%
EBIT	47	0%	25	0%	93	-17%
ROS	8.3%	8.2%	8.7%	9.2%	8.1%	9.0%

- The business situation for the business area has remained relatively unchanged since the first quarter
- Demand from Nordic customers was relatively weaker, but operations outside the Nordics generally experienced more positive development
- The business climate for products to the special vehicles industry remained subdued, as did sales of products in polymer materials in the Danish market
- In the second quarter demand from industrial aftermarket customers stabilised slightly, and the market for electric motor solutions continued to develop well

# Addtech Life Science

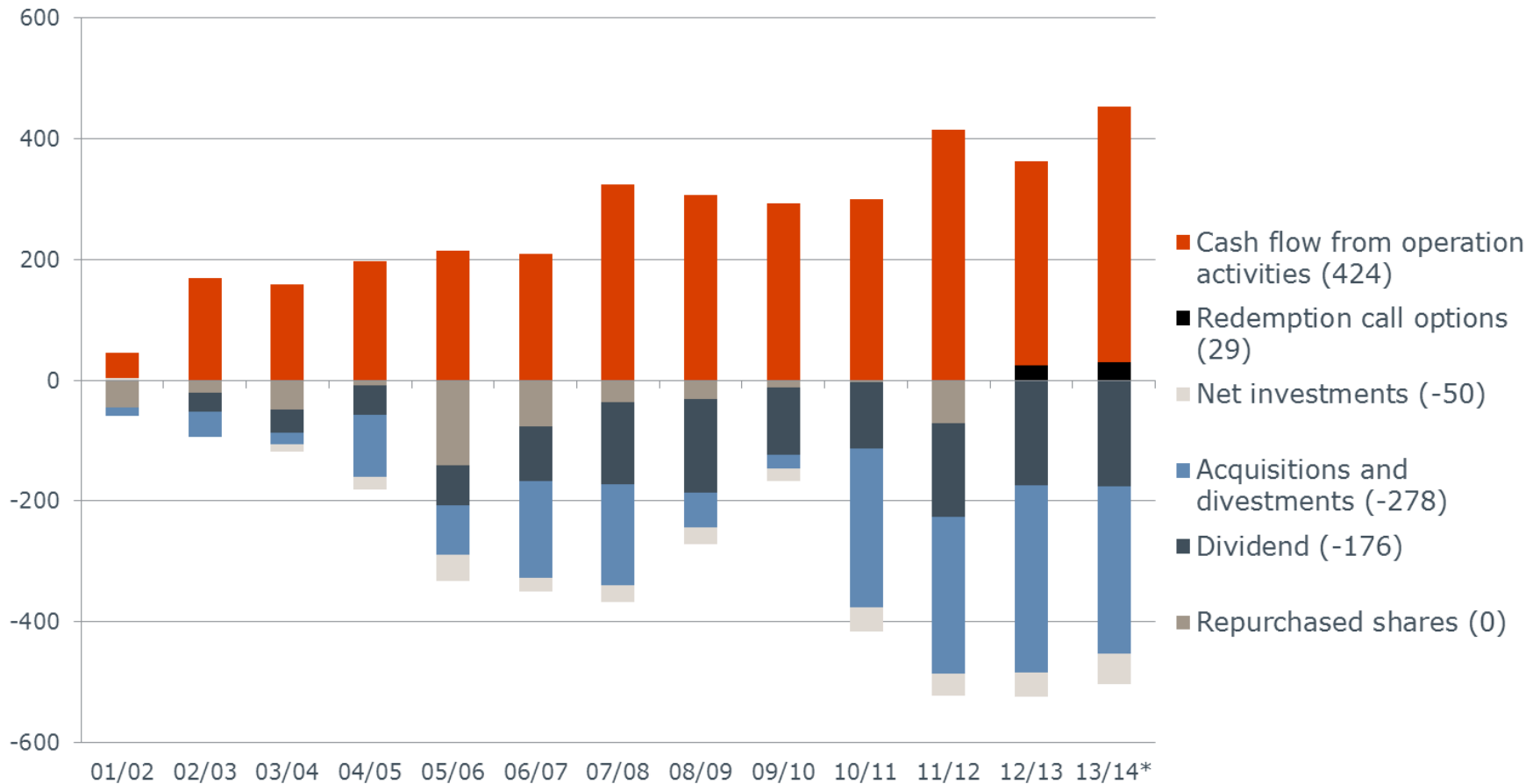


	6 months		2th quarter		2012/2013	
Net sales	640	29%	313	44%	1,141	14%
EBIT	62	31%	29	92%	108	10%
ROS	9.7%	9.5%	9.2%	6.9%	9.5%	9.8%



- The business climate further improved in the second quarter, and all in all for the period demand in the business area was sound
- The good market conditions for diagnostic equipment and reagents from the Nordic healthcare sector continued throughout the period
- Organic growth was good, and the business also gained certain positive effects of deliveries brought forward in second quarter
- Demand for equipment to research and healthcare laboratories was good in the Danish market, while other markets were more stable
- Sales of measuring and analysis instruments to the Nordic process industry developed well, particularly in the marine segment

# Cash flow



For the most recent 12-month period, cash flow per share was SEK 19.35



# Key financial indicators

(SEKm)	30 Sep 13	31 Mar 13	30 sep 12
Total equity (SEKm)	1,156	1,113	945
Equity per share, SEK	50.90	50.10	42.65
Equity ratio, %	36	36	34
Return on equity, %	32	31	34
Return on capital employed, %	24	25	29
Financial net debt (SEKm)	894	763	802
- of which pension liability	249	240	241
- of which other liabilities	645	523	561
Financial net debt / EBITDA	1.5	1.4	1.4
Net debt / equity ratio, times	0.6	0.5	0.6
Interest coverage ratio, times	15	14	15
Average number of employees	1,988	1,815	1,681
Number of employees at end of period	2,088	2,011	1,723

# Income statement

(SEKm)	3 months ending		6 months ending		12 months ending	
	30 Sep 13	30 Sep 12	30 Sep 13	30 Sep 12	30 Sep 13	31 Mar 13
<b>Net Sales</b>	<b>1,409</b>	<b>1,189</b>	<b>2,909</b>	<b>2,525</b>	<b>5,787</b>	<b>5,403</b>
Cost of sales & op. expenses*	-1,285	-1,097	-2,653	-2,312	-5,320	-4,979
Other operating items	-3	3	-2	7	4	13
<b>Operating profit</b>	<b>121</b>	<b>95</b>	<b>254</b>	<b>220</b>	<b>471</b>	<b>437</b>
Financial income & expenses	-4	-2	-13	-9	-33	-29
<b>Profit after financial items</b>	<b>117</b>	<b>92</b>	<b>241</b>	<b>211</b>	<b>438</b>	<b>408</b>
Income tax expense	-27	-26	-58	-58	-85	-85
<b>Net profit</b>	<b>90</b>	<b>67</b>	<b>183</b>	<b>153</b>	<b>353</b>	<b>323</b>
Earnings per share, SEK	3.95	3.10	8.15	6.95	15.80	14.60
* Op. expenses include depreciation and amortisation						
- of property, plant and equipment in amounts	-10	-9	-21	-19	-41	-39
- of intangible assets in amounts of	-23	-15	-41	-29	-74	-62
EBIT-margin, %	8.6	8.0	8.7	8.7	8.1	8.1
EBITa-margin, %	10.1	9.3	10.1	9.9	9.4	9.9

# Cash flow statement

(SEKm)	3 months ending		6 months ending		12 months ending	
	30 Sep 13	30 Sep 12	30 Sep 13	30 Sep 12	30 Sep 13	31 Mar 13
Profit after financial items	117	93	241	211	438	408
Adj. for non cash items	27	22	57	50	108	101
Income tax paid	-47	-31	-70	-71	-165	-166
Changes in working capital	3	-39	-54	-101	43	-4
<b>Cash flow from operating activities</b>	<b>100</b>	<b>45</b>	<b>174</b>	<b>89</b>	<b>424</b>	<b>339</b>
Net investment in non-current assets	-18	-9	-28	-18	-50	-40
Acquisitions and disposals	-12	-94	-92	-125	-278	-311
Dividend paid	-176	-174	-176	-174	-176	-174
Other financing activities	101	240	125	234	110	219
<b>Period's cash flow</b>	<b>-5</b>	<b>8</b>	<b>3</b>	<b>6</b>	<b>30</b>	<b>33</b>

# Balance sheet

(SEKm)	30 Sep 13	31 Mar 13	30 Sep 12
Goodwill	749	696	639
Other intangible non-current assets	514	496	446
Property, plant and equipment	177	166	151
Non-current financial assets	15	14	14
Inventories	709	675	667
Current receivables	973	943	826
Cash and cash equivalents	76	72	50
<b>Total assets</b>	<b>3,213</b>	<b>3,062</b>	<b>2,793</b>
Total equity	1,156	1,113	945
Interest-bearing provisions & liabilities	970	835	851
Non-interest-bearing prov. & liabilities	1,087	1,114	997
<b>Total equity &amp; liabilities</b>	<b>3,213</b>	<b>3,062</b>	<b>2,793</b>

