

RATOS



Presentation of the second quarter of 2019

16 August 2019

Presentation of the second quarter of 2019

Today's Agenda

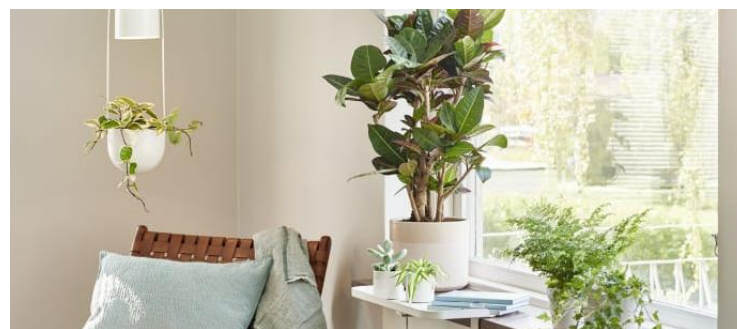
- 1 Performance in Ratos company portfolio
- 2 Ratos financial position
- 3 Key priorities

Today's Presenters




- Jonas Wiström
 - Chief Executive Officer
- Peter Wallin
 - Chief Financial Officer
- Helene Gustafsson
 - Head of IR & Press

Highlights second quarter 2019

- Net sales increased by 9%, organically, and amounted to 7,096 MSEK (6,495)
- EBITA, excluding IFRS 16, amounted to 670 MSEK (802)
 - Negative EBITA effect of -169 MSEK in HENT
 - Project write-downs of totally -133 MSEK
 - Q2 2018 positively affected by 65 MSEK due to divestment of HENT Eiendomsinvest
- Improved stability in Ratos company portfolio even if challenges still remain
 - Change of CEO in Speed Group and Ledil, recruitment of CEO in Plantasjen
 - Change of COB in HENT, Speed Group, Ledil and Oase Outdoors
- Improved operating cashflow, +147 MSEK (adjusted for IFRS 16)



Ratos organisation

	Construction & Services	Consumer & Technology	Industry
			
<i>Net sales, LTM 30 June (MSEK)</i>	10,770	7,679	4,350
<i>EBITA LTM 30 June (MSEK)</i>	180	452	132

Business Area Construction & Services

- Increased Net sales by 13%
- Decreased EBITA from 169 MSEK to -10 MSEK due to project write-downs in HENT, Q2 2018 positively impacted by divestment of HENT Eiendomsinvest

Company	Organic growth	EBITA Q2 2019	EBITA Q2 2018
Aibel	+23%	50	44
airteam	-6%	13	13
HENT	+9%	-61	108
Speed Group	-13%	-12	4
Construction & Services, Total MSEK	+12%	-10	169

Business Area Consumer & Technology

- Net sales growth 4%
- EBITA decreased to 578 MSEK (604), primarily due to Oase Outdoors

Company	Organic growth	EBITA Q2 2019	EBITA Q2 2018
Bisnode	+1%	73	75
Kvdbil	+11%	4	4
Oase Outdoors	-20%	13	29
Plantasjen	+5%	488	496
Consumer & Technology, Total MSEK	+4%	578	604

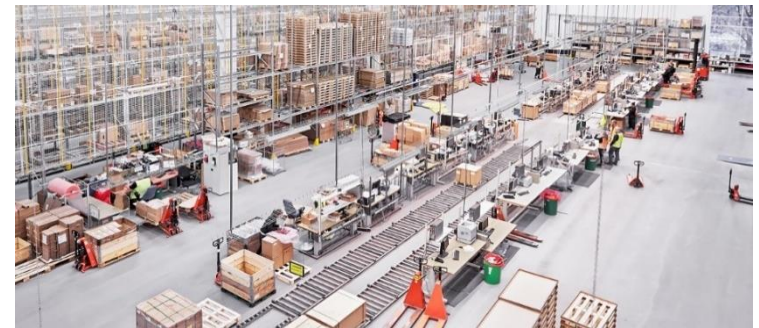
Business Area Industry

- Growth in Net sales 12%
- EBITA improved by 73 MSEK, primarily driven by Diab

Company	Organic growth	EBITA Q2 2019	EBITA Q2 2018
Diab	+33%	54	-16
HL Display	-2%	36	32
LEDiL	-7%	9	17
TFS	+9%	2	-4
Industry, Total MSEK	+12%	102	29

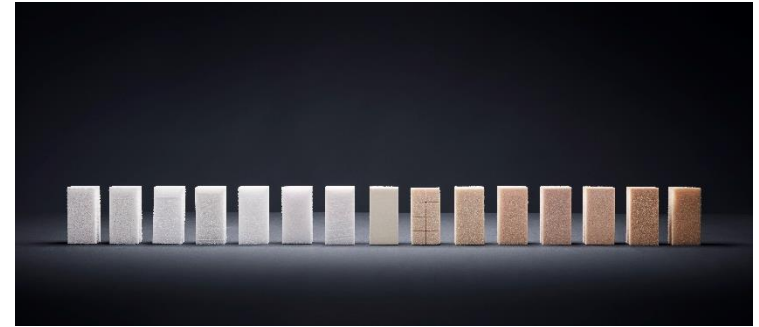
Update on financial position

- Balance sheet strengthening in second quarter
 - Sale of property and vendor note payment improves position further in the third quarter
- Good cash flow from operations in the second quarter by 147 MSEK
- Lowering gearing in 6 companies
 - Earnings in Diab and Speed Group impacted by items affecting comparability over 12 months
 - Net debt impacted by acquisition in airteam and by injection of capital in Plantasjen and Diab



Summary second quarter 2019

- The company portfolio gradually stabilises
 - The EBITA-development was however negatively impacted by the write-downs in HENT
- Improved financial position
- Key priorities
 - Create a positive profitability trend
 - Strengthen the financial positions of our subsidiaries
 - Maintain favourable growth



Thank you!
Q&A

Financial Calendar & Contact details

5 November 2019

– Interim Report 1 January – 30 September 2019

Contact: Helene Gustafsson, Head of IR &
Press, +46 70 868 40 50,
helene.gustafsson@ratos.se