

RATOS



Presentation of the third quarter of 2019

5 November 2019

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Today's Agenda

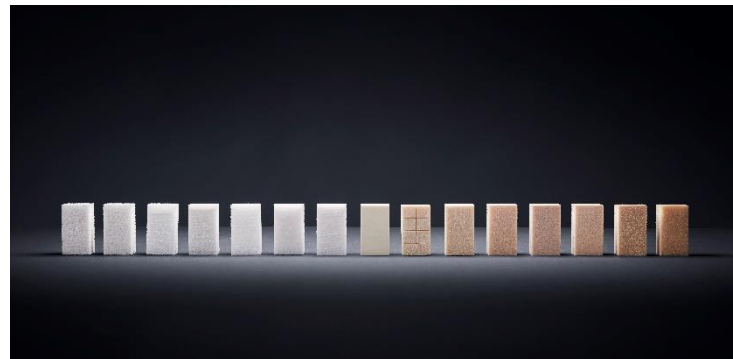
- 1 Performance in Ratos company portfolio
- 2 Ratos financial position
- 3 Summary third quarter

Today's Presenters













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

Highlights third quarter 2019

- Net sales increased by 17% to 5,943 MSEK (5,071)
 - Organic growth 16% (FX-effects neutral)
 - Aibel, HENT and Diab main contributors
 - 10 of 12 companies showed organic growth
- EBITA increased to 302 MSEK (120) excl IFRS 16
 - Improved EBITA in 10 of 12 companies
 - Restructuring and improved execution are yielding result
- Plantasjen improves earnings on a pro forma basis by the divestment of its subsidiary Spira
- Diab signed a contract for core material with Vestas, value approx SEK 2-2.5 billion over 5 years
- Continued improvement in operating cash flow
- Aibel won a major offshore wind contract from the SSE Renewables/Equinor consortium (October)



Ratos organisation

	Construction & Services	Consumer & Technology	Industry
	   	   	   
<i>Net sales, LTM 30 September (MSEK)</i>	11,458	7,740	4,473
<i>EBITA LTM 30 September (MSEK)</i>	209	469	269

Business Area Construction & Services

- Increased Net sales by 28%
- EBITA increased to 140 MSEK (111) due to Aibel and Speed Group

Company	Organic growth	EBITA Q3 2019	EBITA Q3 2018
Aibel	+62%	73	52
airteam	+2%	19	17
HENT	+18%	38	37
Speed Group	-8%	10	4
Construction & Services, Total MSEK	+27%	140	111

Business Area Consumer & Technology

- Increased Net sales by 4%
- EBITA increased to 48 MSEK (31), primarily due to Bisnode

Company	Organic growth	EBITA Q3 2019	EBITA Q3 2018
Bisnode	+2%	80	72
Kvdbil	+3%	10	8
Oase Outdoors	+6%	-7	-4
Plantasjen	+6%	-35	-45
Consumer & Technology, Total MSEK	+4%	48	31

Business Area Industry

- Increased Net sales by 12%
- EBITA increased to 114 MSEK (-22) primarily driven by Diab and HL Display

Company	Organic growth	EBITA Q3 2019	EBITA Q3 2018
Diab	+27%	53	-58
HL Display	+4%	39	21
LEDiL	-2%	19	22
TFS	+4%	3	-6
Industry, Total MSEK	+12%	114	-22

Update on financial position

- Improved cash flow from operations
- Indebtedness at status quo
 - Cash flow from operations impacts net debt positively
 - Cash flow from financing and currency translation impact net debt negatively
 - Sale of Ratos property improves cash position at Ratos
- Lowered gearing in 10 of 12 companies
 - Improved EBITDA and lower net debt over all
 - 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 third quarter 2019

- The company portfolio showed increased earnings and favourable growth
- Improved financial position
- Capital Markets Day 13 November



Thank you!
Q&A

Financial Calendar & Contact details

13 November 2019

- Capital Markets Day

6 February 2020

- Year end Report 2019

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