

OPCON AB (PUBL), THE ENERGY AND ENVIRONMENTAL TECHNOLOGY GROUP INTERIM REPORT OCTOBER-DECEMBER 2013 & FINANCIAL STATEMENT 2013

# Further development of strategic collaboration in China, improved earnings and continued cost savings

- Snowman in China becomes increasingly more important as customer, partner and owner
- Net sales up 27% in Q4, SEK 69.8 million (55.1 m)
- Reduced loss (EBIT) in Q4, SEK -25.7 million (-134.9 m)
- Non-recurring costs impacted on earnings (EBIT) by a total of SEK –20.8 million in Q4
- Operating loss in Q4 excluding non-recurring costs of SEK -4.9 million (-27.7 m)
- Savings programme will cut annual costs by around SEK 30 million, of which around SEK 19 million in 2014

# Q4, October-December 2013, remaining business

- Net sales amounted to SEK 69.8 million (55.1 m)
- Operating loss (EBIT) was SEK -25.7 million (-134.9 m)
- Operating loss excluding non-recurring items was SEK -4.9 million (-27.7 m)
- Loss after tax of SEK –26.4 million (–202.3 m)
- Earnings per share SEK -0.08 (-1.54)

# Q1-Q4, January-December 2013, remaining business

- Net sales amounted to SEK 278.8 million (316.9 m)
- Operating loss (EBIT) was SEK -52.7 million (-186.4 m)
- Operating loss excluding non-recurring items was SEK -24.2 million (-79.2 m)
- Loss after tax of SEK –64.1 million (–248.5 m)
- Earnings per share SEK -0.19 (-1.89)

## Important events after the end of the period

A directed placement of shares with Snowman of China reinforces the strategic collaboration and Opcon's
financial position. The Board has decided to place an issue of 30,000,000 new shares at SEK 0.57 per share
with Hong Kong Snowman Technology Ltd., a wholly-owned subsidiary of listed Fujian Snowman Co. Ltd.,
Fuzhou, Fujian, China. Hong Kong Snowman Technology Ltd. has subscribed for the 30,000,000 shares,
which will raise around SEK 17 million for Opcon after costs.

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The information in this report is such that Opcon is obliged to disclose in accordance with Swedish securities markets law and/or Swedish law on trading in financial instruments. This information was released for publication on Friday 21 February 2014, at 08.30 (CET).

# **GROUP, JANUARY-DECEMBER**

Sales for remaining business for the January-December period were SEK 278.8 million (316.9 m). Operating earnings (EBIT) were SEK –52.7 million (–186.4 m). Operating earnings include non-recurring costs of a total SEK 28.5 million, of which SEK 20.8 million was in Q4 and SEK 7.7 million costs in Q2 for penalties and other delay costs in a large Swedish bioenergy project. The operating loss excluding non-recurring items was SEK –24.2 million (–79.2 m).

The loss after tax was SEK -62.5 million (-248.5 m). Earnings per share attributable to parent company shareholders were SEK -0.19 (-1.89).

# **GROUP, OCTOBER-DECEMBER**

Sales for remaining business for the October-December period were SEK 69.8 million (55.1 m), an increase of 27%. Operating earnings (EBIT) were SEK –25.7 million (–134.9 m). The loss after tax was SEK –26.4 million (–202.3 m). Earnings per share attributable to parent company shareholders were SEK –0.08 (–1.54).

Earnings in Q4 2013 include non-recurring costs for the efficiency measures, settlement of a legal case and impairment in a bioenergy project of SEK 20.8 million. The operating loss excluding non-recurring items was SEK -4.9 million (-27.7 m).

As part of the work to achieve positive operating earnings for the Group a large savings programme is now being implemented. This savings programme is expected to achieve annual savings of around SEK 30 million. The effect in 2014 is estimated at around SEK 19 million.

The programme will run across the entire Group in Sweden and abroad with the main focus within bioenergy. Three quarters of the programme is now being implemented, resulting in lower personnel costs, lower costs for external consultants, IT and administration and reduced financing costs.

Even though sales and earnings improved, especially in the second half of the year, the investment cycle on European markets continued to be at a significantly lower level than before the financial crisis, while orders received remained weak.

The decisive factor behind the improvement in earnings in 2013 was the development within Waste Heat Recovery where savings combined with sales on markets outside Europe were decisive. Sales have climbed strongly in India and not least China, where sales of compressor development for Snowman of China made an important contribution. In the year as a whole, sales of development for Snowman almost tripled and exceeded SEK 30 million. Opcon has acted as advisor in the construction of Snowman's new plant in Fuzhou, where limited production of compressors developed at SRM, Opcon's Centre of excellence, has now started. This means that Opcon expects to see the first licence revenues from Snowman to start flowing in 2014 as planned. Licence revenue from Snowman is also expected to grow gradually year on year and should exceed SEK 100 million in total over the coming ten years.

The development, industrialisation and international expansion of Opcon Powerbox continues and an important agreement has been signed regarding the installation of Opcon Powerbox at E.ON's district heating plant in Sollefteå, Sweden. At the planned level of operation, the expected production at the plant is around 4 GWh of electricity per year with commissioning set for the summer of 2014.

Progress has been made on the highly interesting Australian market where, after some delay, Enerji Ltd. has shown with its first installation of Opcon Powerbox in Australia that the plant performs as calculated. It is also clear that the new management team at Enerji is performing better on sales, financing and cost-control than has been the case in the past and where success can have large significance for Opcon.

On the marine side, tests have been delayed by the recession meaning that the reference ship has mostly been operated at half capacity and the Opcon Powerbox ORC installation thereby could not be tested as planned during normal operation, which has also meant extending the tests into 2014. The tests of the Opcon Powerbox WST installation, which is not optimized in the same way for normal operation, have meanwhile been very good. With experience from the test installations, Opcon and world-leading engine producer MAN Diesel & Turbo have agreed to continue, develop and deepen the collaboration that the parties have initiated.

Following the changes made at the start of the year, the situation in the bioenergy business has improved even though past history, previous problems and the tough competitive situation in Sweden continue to be a burden. Both the UK and German operations reported profits in Q4 and for 2013 as a whole. Further measures are now being taken to strengthen the complete bioenergy business and turn the Swedish operation back into profit.

An extensive new programme of efficiency measures is now being implemented. Opcon's European bioenergy structure is being changed to reinforce synergies, reduce costs, achieve better coordination and boost sales. Resources are being concentrated more on the UK market and on a series of focus product areas and customer groups with key account managers working across boundaries. Meanwhile the strategic efforts continue to achieve more aftermarket business and a larger number of smaller projects with shorter execution periods which will contribute to better cash flow and reduced risk.

In Sweden where the bioenergy business has been weak even though there has been gradual improvement, additional measures are being taken that include reducing the focus in Sweden in favour of increased internationalisation. The number of subsidiaries in the bioenergy area is being cut, with Opcon Bioenergy AB being closed down after Saxlund Bioenergy AB has taken over the personnel and business operations. Opti Energi's workshop and office in southern Sweden are being closed. Administration in Sweden is being coordinated with Opcon's other Swedish business to achieve further efficiency. Saxlund will become comprehensively the core of the Group's focus on bioenergy both in Sweden and abroad.

Internationally, the special sales office that Opcon Bioenergy established in France is being closed and instead the French market will be dealt with in terms of product areas and key account managers from Saxlund in Sweden, the UK and Germany, who have

shown themselves to be more successful and much more cost-effective. New partnerships are also being negotiated. Resources are also being assigned to develop the growing licensing business in the Baltic States, which in 2013 reported sales of around SEK 10 million with good margins.

Further savings are being made regarding the management structure with, among other measures, the reduction in the number of CEOs at Saxlund International GmbH from two to one. Meanwhile the entire bioenergy business is being organised under one shared umbrella in Saxlund with subsidiaries and operations in Sweden, Germany and the UK with over 80 employees and over 50 years of experience in the industry.

The efficiency measures will mean that non-recurring costs of around SEK 13.2 million will affect results in 2013. This includes reserve funds for employment severance payments, etc., impairment of stocks and a number of projects that will be cancelled.

During Q4 special costs and project revisions worth around SEK 2.6 million have been incurred in a large bioenergy project in the UK where Opcon was previously also required to make large impairments.

Opcon Bioenergy has also reached a settlement in the arbitration case that was raised in the autumn of 2013 by a Swedish customer concerning the 2009 delivery of flue gas purification equipment. The customer claimed remuneration and compensation amounting to SEK 15 million. After extensive negotiations the parties reached a settlement in February 2014 that means that Opcon Bioenergy will make a payment of SEK 2.5 million. Both parties will pay their own legal costs, which for Opcon means a total sum of SEK 2.5 million. The costs for payments to the counter party and for legal costs affected earnings in 2013 by around SEK 5 million.

#### Order Stock

#### • The order stock for the coming 12 months amounted to SEK 125 million (174 m) on 31 December.

The order stock for the coming 12 months for remaining business amounted to SEK 125 million on 31 December. The reduced order stock was partly a result of a low level of received orders towards the end of the year and the strategic efforts that have been made to achieve more aftermarket business and a larger number of smaller projects with shorter execution periods.

## Important events after the end of the period

To further reinforce the strategic collaboration with Snowman of China and strengthen Opcon's financial position, the Board decided in February 2014 to place an issue of 30,000,000 new shares at SEK 0.57 per share with Hong Kong Snowman Technology Ltd., a wholly-owned subsidiary of Fujian Snowman Co. Ltd., Fuzhou, Fujian, China. The share issue was subscribed for by Hong Kong Snowman Technology Ltd. The allocation and registration of shares is expected to take place in March 2014. In total this share issue raises SEK 17.1 million for Opcon before costs.

The Group's share capital will increase by SEK 37.5 following the share issue. As the subscription price for the issue is below the nominal share price, SEK 20.4 shall be transferred to share capital via a transfer from shareholders' equity.

After the new shares are registered the total number of shares in Opcon Aktiebolag (publ) will be 374,414,145.

#### Financial position

The Group's liquid assets at the end of the period were SEK 17.9 million (17.1 m). In addition there was unutilised credit at foreign subsidiaries of SEK 18.8 million.

Interest-bearing assets including current investments in addition to liquid assets were SEK 20.4 million (75.4 m).

Interest bearing debt was SEK 3.3 million (15.2 m), following the settlement in 2012 of around SEK 160 million in interest-bearing liabilities. In Q4 2013 interest-bearing debt was reduced further by around SEK 13 million.

At the end of the period the Group had net receivables of SEK 35.0 million, compared with net receivables of SEK 77.3 million on 31 December 2012.

Net financial items continued to improve in Q4 amounted to SEK –0.8 million (–9.8 m). Net financial items for the full year were SEK –9.8 million (–20.7 m). The equity/assets ratio on 31 December was 75.2% (65.3%).

The long-term financing structure of Opcon is being reviewed based on the significantly stronger position without net debt and with loss-making companies and business having been wound up.

## New share issues in 2013

As part of the refinancing within Opcon, which has among other measures included the settlement of expensive interest-bearing liabilities, a directed placement of new shares, 12,087,454 in total, was carried out in January 2013 with GEM Global Yield Fund Ltd. as the receiver. The price was SEK 0.59 per share, which meant that Opcon raised SEK 7,131,598 before costs. This amount was offset against the advance payment provided by GEM in connection with the equity line financing facility of up to SEK 250 million over 36 months that was signed in 2011. The remainder of the advance was settled previously, which means that the entire advance payment has now been settled.

Through the share issue the company's share capital increased by SEK 15,109,317.50. As the subscription price for the issue was set at a value below the share's nominal value, SEK 7,977,719.50 was transferred from other shareholders' equity to the company's share capital.

As agreed by the Annual General Meeting, Opcon's Board in April decided to perform a directed placement of new shares, a total of 34,441,415 shares at a price of SEK 0.78 per share, which raised SEK 26,864,303.70 before costs. The issue was placed with Hong Kong Snowman Technology Ltd., which is a wholly-owned subsidiary of Fujian Snowman Co. Ltd., Fuzhou, Fujian, China.

The purpose of the share issue is to establish a strong ground for the continued development of the long-term strategic collaboration that has begun and which is linking Snowman and Opcon closer to each other. The share issue also strengthens Opcon's

financial position and helps to create freedom of action for development activities currently taking place such as the marine version of Opcon Powerbox. Through the share issue the company's share capital increased by SEK 43,051,769.75. As the subscription price for the issue was set at a value below the share's nominal value, SEK 16,187,465.05 was transferred from shareholders' equity to the company's share capital.

The total outstanding number of shares in Opcon Aktiebolag (publ) after registering the new share issues is 344,414,145.

## Fair value of financial instruments

The reported value, less any assessed credit, for accounts receivables and payables is assumed to approximate fair value. The same applies to the fair value of short-term financial liabilities.

The securities reported in the balance sheet at SEK 512,000 relate to listed shares where fair value is equivalent to the market price on the balance sheet date.

Among financial assets is an investment in Air Power Group Ltd. (APG) of SEK 20.3 million. APG is a privately held company incorporated in California, USA. As a quoted market value is not available and no reliable fair value can be established, the shareholding is valued at cost in accordance with IAS 39.46.

#### Opcon's shares

The total number of registered shares at the end of the period was 344,414,145 (297,885,276).

The Board proposes that no dividend be paid for 2013.

#### Investments

Investments in fixed assets during October-December totalled SEK 0.1 million (0.6 m) and for January-December SEK 0.4 million (0.9 m). In addition, SEK 1.6 million (6.4 m) in development costs were capitalized in the October-December period and SEK 12.1 million (24.5 m) for the January-December period, mainly relating to the industrialization, development and adaptation for marine applications of Opcon Powerbox.

#### **Employees**

At the end of the period the Group had 145 employees (147).

#### Parent company

The parent company had sales of SEK 33.2 million (28.9 m) in the January-December period, and sales of SEK 7.1 million (15.2 m) in the October-December period. Sales primarily relate to invoicing for rents and internal administration services but also includes some assignments for customers.

The parent company's earnings before tax for the January-December period were SEK –15.6 million (–114.5 m), and for the October-December period SEK –2.4 million (–100.8 m).

Results in 2013 were affected by a capital loss of SEK 1.6 million following the final adjustment of the earnings-based component included in the sale of shares in SEM AB.

At the end of the period, liquid assets in the parent company totalled SEK 0 million (0 m). Interest-bearing liabilities at the end of the period amounted to SEK 2.7 million (10.4 m).

## Transactions with related parties

## Purchases of goods and services

Essarem AB received rent of SEK 4.0 million for the January-December 2013 period concerning the property at Nacka.

In Q1 2013, Salamino AB acquired financial assets from Opcon amounting to SEK 19 million in the form of a three-year interest-bearing sales reverse for the sale of Engine Efficiency. The settlement price corresponds to a discount interest rate of around 11%.

Salamino AB and Mind Finance AB received net interest amounting to SEK 0.2 million (3.7 m) for the January-December period for loans and factoring.

#### **Receivables / Liabilities**

At the end of the period, Mind Finance AB and Essarem AB had total receivables from Opcon amounting to SEK 5.5 million (1.4 m). Mind Finance AB is owned by Salamino AB. Salamino AB and Essarem AB are owned by Gabrielsson Invest AB, which is owned by Mats Gabrielsson, a member of the Opcon Board and its largest shareholder.

#### Risks and uncertainties

The significant risk and uncertainty factors for the Group and parent company include business risks in the form of high exposure to a specific sector, customer or project.

An economic downturn and disruptions on world financial markets can have a negative effect on demand for the Group's products and also affect the Group's customers and suppliers. Given the global financial instability the company's customers may experience financial problems that could cause losses or disruptions for Opcon. Similarly, Opcon is involved in a number of large bioenergy projects for which disruptions could affect profit margins, profitability and liquidity. Changes in energy and electricity prices can also affect demand, with lower prices having a negative impact. In addition there are financial risks that are considered to have increased during the European debt crisis, principally involving liquidity, price, currency and interest risks. The Group's ability to receive long-

term loans and short-term credit are also significantly affected by the current situation on capital markets, which can affect the company's liquidity and growth opportunities in future. The Group is exposed to a short-term liquidity risk in the form of customers paying invoices after the agreed date.

In general, the re-organizations that Opcon is now implementing mean an increase in risk.

For a more detailed description of risk, see Opcon's annual report for 2012 that is available on the company's website, www.opcon.se.

# THE GROUP IN 2014 AND BEYOND

Over the past decade, concerns about energy prices, energy supplies and emissions have emerged as key issues globally and locally. Meanwhile energy and electricity prices are affected by a series of factors and vary across markets. In 2013 and at the start of 2014, electricity prices in Sweden have been very low, which has not favoured sales of parts of Opcon's product portfolio. Meanwhile, energy prices on other markets are considerably higher. For Opcon the industrial investment cycle is important and since the financial crisis it has stayed at a low level in Europe.

Irrespective of short-term price fluctuations, up or down, due to weather, the business cycle or other cause, Opcon expects energy prices to increase over time. Against this background Opcon sees good opportunities for growth for the Group's product portfolio over a longer period. This applies especially for bioenergy and products for improved energy efficiency in general, and for Opcon Powerbox, both on land and at sea, in particular.

After major losses in recent years and an intensive and comprehensive phase of development, Opcon is now implementing a fundamental financial and operational turn-around with the purpose of concentrating business on Waste Heat Recovery and the compressor technology at the heart of Opcon Powerbox, alongside a sharper focus within bioenergy. Major efforts are also being made to grow the business internationally on markets where growth is better and energy prices are higher, and these efforts are starting to bear fruit.

In 2013 large progress has been made in China as the strategic collaboration between Opcon and Snowman of China has grown much closer. During the year Snowman became a 10% owner of Opcon and this ownership will increase further following the directed placement of shares in February 2014. Wendy Lin, a representative of Snowman, has been co-opted onto the Board of Opcon.

Snowman has built a completely new factory for production of compressors developed by Opcon. It is estimated that future licensing income from Snowman's production for the period 2014-2024 could exceed SEK 100 million in total. In 2013 alone, sales of compressor development to Snowman almost tripled to exceed SEK 30 million. For Opcon, Snowman's investment and the collaboration that has begun mean that Opcon looks forward to receiving further development assignments from Snowman over a long period within refrigeration compressors, an area in which Opcon is strengthening its capabilities. Furthermore, the trust earned through collaboration means that discussions are being held about expansion and the forms for co-operation in other areas where the Chinese market is of great interest for Opcon. This includes Waste Heat Recovery and Opcon Powerbox.

Another important part of the current restructuring of Opcon is the extensive changes being made within the bioenergy operation that in recent years has suffered significant losses. In recent years strong measures have been implemented, including cutting the workforce, closing development projects and achieving a new, outsourced production structure. Some of the technology has been licensed with good results. The situation has improved with both the UK and German operations reporting profits, although there are still challenges to face and further measures are now being implemented to strengthen the whole bioenergy activity and turn the Swedish business back into profit. Work on the development, industrialization and international expansion of Opcon Powerbox is taking further steps forward. The contract signed with E.ON in the autumn concerning the installation of an Opcon Powerbox at the district heating plant in Sollefteå, Sweden, is an important step forward in the commercialization of the technology. The establishment of appropriate financing for Enerji Ltd. in Australia will also be significant for the Group and the rate at which the very interesting market in Australia will develop. A refocusing of market efforts from Sweden to other markets with higher electricity prices and thus greater customer benefit is also being implemented. On the marine side the recession has meant delays in test programmes and the expected commercialization phase. Meanwhile the technology has received serious approval from big players and the co-operation with the world-leading diesel engine manufacturer MAN Diesel & Turbo is being developed, deepened and extended.

Over the past year a large amount of interest-bearing liabilities have been settled. The measures taken within the Group have meant a significant improvement in earnings and cash flow. There is still some way to go however, especially for the Swedish bioenergy business which continues to suffer losses, even though they are now lower, and face tough competition on a weak market.

The Board has therefore decided to implement additional measures to strengthen cash flow and earnings that will contribute to the positive operating earnings that the Board has targeted for 2014. The programme will run across the entire Group in Sweden and abroad with the main focus within bioenergy. The savings programme, three quarters of which is now being implemented, focuses on lower personnel costs, lower costs for external consultants, IT and administration and reduced financing costs, and is expected to produce annual savings of around SEK 30 million.

## FORWARD-LOOKING INFORMATION

This report contains forward-looking information and statements about the future outlook of Opcon's business. This information is based on the management team's current expectations, estimates and forecasts. Actual future outcomes may vary significantly compared with information included in this report that looks to the future due to changed conditions in the economy, market and competition environment.

# **ACCOUNTING PRINCIPLES**

Opcon AB applies International Financial Reporting Standards (IFRS) as adopted by the European Union. The key accounting and assessment principles are the same as those used for the annual report for the financial year ending 31 December 2012. This interim report has been drawn up in accordance with IAS 34 (Interim Financial Reporting) and the Swedish annual accounts act. The financial statement for the parent company has been drawn up in accordance with RFR 2 (Reporting for legal entities) of the Swedish Financial Accounting Standards Council and the Swedish annual accounts act.

Stockholm, 21 February 2014 Opcon AB (publ) corp. organization. No. 556274-8623 Rolf Hasselström *President and CEO* 

# **FUTURE REPORTS**

- Opcon's annual report will be available from the company and on the company's website, www.opcon.se, in early April 2014.
- Q1 report published on 6 May 2014
- AGM held on 6 May 2014
- 2014 Q2 report published on 26 August 2014
- 2014 Q3 report published on 11 November 2014

# **ADDRESS**

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CONSOLIDATED INCOME STATEMENT (SEK '000)	Q4 2013	Q4 2012	Full year 2013	Full year 2012
Net sales	69,807	55,090	278,843	316,852
Expenses for sold goods	-58,665	-63,852	-219,723	-293,161
Gross profit	11,142	-8,762	59,120	23,691
Sales expenses	-7,891	-9,893	-30,892	-33,117
Administration expenses	-25,409	-11,794	-65,180	-55,103
Development expenses	-3,270	-3,962	-14,501	-18,799
Other costs	-254	-100,525	-1,273	-103,098
Operating profit / loss	-25,682	-134,936	-52,726	-186,426
Financial income	603	540	1,180	737
Financial expenses	-1,362	-10,368	-10,946	-21,449
Profit / loss before tax	-26,441	-144,764	-62,492	-207,138
Тах	_	-57,585	_	-41,384
Profit / loss from remaining business	-26,441	-202,349	-62,492	-248,522
Profit / loss from divested business	0	85,261	-1,600	95,559
Profit / loss for the period	-26,441	-117,088	-64,092	-152,963
Profit / loss attributable to parent company shareholders	-26,441	-116,699	-64,092	-152,963
Profit / loss attributable to minority holding	0	-389	0	0
Earnings per share before dilution (SEK)				
Profit / loss from remaining business	-0.08	-1.54	-0.19	-1.89
Profit / loss from divested business	0.00	0.65	0.00	0.73
Profit / loss for the period	-0.08	-0.89	-0.19	-1.16
Earnings per share after dilution (SEK)				
Profit / loss from remaining business	-0.08	-1.54	-0.19	-1.89
Profit / loss from divested business	0.00	0.65	0.00	0.73
Profit / loss for the period	-0.08	-0.89	-0.19	-1.16
Total no. of shares ('000)	344,414	297,885	344,414	297,885
Average no. of shares ('000)	344,414	131,569	331,085	131,569
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Break-down of costs Depreciation and write-downs	3,035	87,234	11,743	103,425
Remuneration to employees	29,337	28,700	110,345	110,497
Materials and other costs	61,517	74,092	209,481	289,356
Total costs	93,889	190,026	331,569	503,278
STATEMENT OF COMPREHENSIVE INCOME (SEK '000)	Q4 2013	Q4 2012	Full year 2013	Full year 2012
Profit / loss for the period	-26,441	-117,088	-64,092	-152,963
Other comprehensive income				
Translation differences, parent company shareholders	1,905	-2,249	1,306	-5,922
Translation differences, minority interests	-	18	4 206	
Other comprehensive income for the period	1,905	-2,231	1,306	-5,922
Total comprehensive income for the period	-24,536	-119,319	-62,786	-158,885
Total comprehensive income for the period				
attributable to parent company shareholders	-24,536	-118,948	-62,786	-158,885
Total comprehensive income for the period attributable to minority interests	0	-371	0	0

CONSOLIDATED BALANCE SHEET (SEK '000)			31 Dec 2013	31 Dec 2012
Fixed assets				
Tangible fixed assets			13,308	18,872
Goodwill			144,156	142,016
Other intangible fixed assets			156,432	150,904
Financial fixed assets			44,094	102,852
Deferred tax receivable			39,392	39,392
Total fixed assets			397,382	454,036
Current assets				
Stock			69,895	118,295
Securities holding			512	1,603
Current receivables			85,404	102,936
Work in progress, un-invoiced income, contracted			35,346	48,628
Liquid funds			17,853	17,113
Total current assets			209,010	288,575
Total assets			606,392	742,611
Shareholders' equity			456,228	485,018
Total shareholders' equity			456,228	485,018
Long-term liabilities				
Interest-bearing provisions and liabilities			550	1,909
Non-interest-bearing provisions and liabilities			18,463	16,663
Total long-term liabilities			19,013	18,572
Current liabilities				
Interest-bearing liabilities			2,736	13,326
Non-interest-bearing liabilities			95,906	173,967
Work in progress, un-invoiced income, contracted			32,509	51,728
Total current liabilities			131,151	239,021
Total shareholders' equity and liabilities			606,392	742,611
Pledged securities				
Chattel mortgages			17,951	17,845
Other pledged securities (retention of title)				1,759
Contingent liabilities			57,101	70,831
MEN FIGURES			- II	- !!
KEY FIGURES	Q4 2013	Q4 2012	Full year 2013	Full year 2012
Gross margin, %	16.0	-15.9	21.2	7.5
Operating margin, %	Neg	Neg	Neg	Neg
Return on operating capital, %	_	_	Neg	Neg
Return on equity, %			Neg	Neg
Profit / loss per share before dilution, SEK	-0.08	-0.89	-0.19	-1.16
Profit / loss per share after dilution, SEK	-0.08	-0.89	-0.19	-1.16
Equity per share, SEK	1.32	1.63	1.32	1.63
Equity / assets ratio, %	75.2	65.3	75.2	65.3
No. of shares, thousands	344,414	297,885	344,414	297,885
Average no. of shares, thousands	344,414	131,569	331,085	131,569

# STATEMENT OF CHANGE IN CONSOLIDATED SHAREHOLDERS' EQUITY (SEK '000)

	Share capital	Other capital contribution	Reserves	Profit / loss brought	Minority interests	Total shareholders
				forward		equity
Opening balance, 1 January 2012	260,342	431,539	-3,131	-119,297	1,331	570,784
Comprehensive income						
Profit / loss for the period	0	0	0	-152,963	0	-152,963
Other comprehensive income						
Currency differences when translating foreign business	-	_	-5,922	_	_	-5,922
Total comprehensive income	0	0	-5,922	-152,963	0	-158,885
Transactions with shareholders						
Impairment of share capital	-97,628	97,628	_	_	_	_
New share issue <sup>1</sup>	209,643	-125,786	_	-10,072	_	73,785
Minority interest acquired companies	_	_	_	665	-1,331	-666
Closing balance per 31 December 2012	372,357	403,381	-9,053	-281,667	0	485,018
Comprehensive income						
Profit / loss for the period	0	0	0	-64,092	0	-64,092
Other comprehensive income						
Currency differences when translating foreign business	0	0	1,306	0	0	1,306
Total comprehensive income	0	0	1,306	-64,092	0	-62,786
Transactions with shareholders						
New share issue <sup>1</sup>	58,161	-24,165		_		33,996
Closing balance per 31 december 2013	430,518	379,216	-7,747	-345,759	0	456,228

<sup>1)</sup> The premium on implemented new share issues is reported as other capital contributions.

STATEMENT OF CONSOLIDATED CASH FLOW (SEK '000)	Q4 2013	Q4 2012	Full year 2013	Full year 2012
Operating profit / loss	-25,682	-48,376	-54,326	-82,124
Financial items	-759	-10,375	-9,766	-24,997
Depreciation	3,035	77,809	11,743	103,085
Taxes paid	893	2,094	777	-1,478
Other items not affecting liquidity	557	-84,737	3,240	-84,610
Cash flow from current activities	-21,956	-63,585	-48,332	-90,124
Cash flow from change in working capital	47,566	22,750	-18,923	35,907
Total cash flow from the business	25,610	-40,835	-67,255	-54,217
Cash flow from investing activities	-1,943	34,669	45,985	15,602
Cash flow from financing activities	-13,410	10,854	22,040	28,659
Total cash flow	10,257	4,688	770	-9,956
Liquid assets, opening balance	7,526	12,192	17,113	26,973
Total cash flow	10,257	4,688	770	-9,956
Exchange rate differences in liquid funds	70	233	-30	96
Liquid assets, closing balance	17,853	17,113	17,853	17,113

Including divested business.

# CONSOLIDATED INCOME STATEMENT, PER QUARTER (SEK '000)

	Q4 2013	Q3 2013	Q2 2013	Q1 2013	Q4 2012	Q3 2012	Q2 2012	Q1 2012
Net sales	69,807	69,957	63,450	75,629	55,090	56,458	104,805	100,499
Operating profit / loss	-25,682	-4,648	-13,089	-9,307	-134,936	-23,250	-17,541	-10,699
Financial items	-759	-1,424	-2,805	-4,778	-9,828	-5,370	-2,824	-2,690
Profit / loss after financial items	-26,441	-6,072	-15,894	-14,085	-144,764	-28,620	-20,365	-13,389
Tax		_	_		-57,585	7,204	5,406	3,591
Profit / loss from remaining business	-26,441	-6,072	-15,894	-14,085	-202,349	-21,416	-14,959	-9,798
Profit / loss from divested business	0	-1,600	0	0	85,261	75	7,701	2,522
Profit / loss for the period	-26,441	-7,672	-15,894	-14,085	-117,088	-21,341	-7,258	-7,276
Profit / loss for the period attributable to								
parent company shareholders	-26,441	-7,672	-15,894	-14,085	-116,699	-21,410	-7,512	-7,342
Profit / loss for the period attributable to								
minority holding	0	0	0	0	-389	69	254	66

PARENT COMPANY'S INCOME STATEMENT (SEK '000)	Q4 2013	Q4 2012	Full year 2013	Full year 2012
Net sales	7,113	6,532	33,174	28,904
Cost of sold services	-6,865	-6,379	-33,036	-28,764
Gross profit	248	153	138	140
Administration expenses	-4,418	-2,269	-16,470	-14,473
Other income	-	-	-1,600	-
Operating profit / loss	-4,170	-2,116	-17,932	-14,333
Profit / loss from other securities and receivables that are fixed assets	0	83,513	0	83,513
Impairment of shares in subsidiary	_	-130,000	_	-130,000
Received / paid Group contribution	-	-49,026	_	-49,026
Financial income	2,062	1,953	7,812	8,058
Financial expenses	-323	-5,131	-5,471	-12,754
Profit / loss from financial income and expenses	-2,431	-100,807	-15,591	-114,542
Deferred tax	_	-40,555	_	-36,942
Profit / loss for the period	-2,431	-141,362	-15,591	-151,484
PARENT COMPANY'S BALANCE SHEET (SEK '000)			31 Dec 2013	31 Dec 2012
Fixed assets				
Tangible fixed assets			271	488
Participations in Group companies			217,573	217,574
Deferred tax			35,969	35,969
Long-term receivables			40,674	95,010
Total fixed assets			294,487	349,041
Current assets				
Accounts receivables			919	734
Receivables from Group companies			258,742	198,622
Tax receivables			521	913
Other receivables			1,336	1,995
Liquid funds including current investments			4	620
Total current assets			261,522	202,884
Total assets			556,009	551,925
Shareholders' equity			120.510	272.25
Share capital			430,518	372,357
Statutory reserve  Total tied-up capital			35,755	59,919
iotai tieu-up capitai			466,273	432,276
Non-restricted equity / profit/loss for the year			31,521	47,112
Total shareholders' equity			497,794	479,388
Current liabilities				
Interest-bearing liabilities to credit institutions			2,709	10,372
Accounts payable			6,691	6,511
Liabilities to Group companies			43,295	39,115
Other non-interest-bearing liabilities			5,520	16,539
Total current liabilities			58,215	72,537
Total shareholders' equity and liabilities			556,009	551,925
Contingent liabilities			57,101	70,831
Equity / assets ratio (%)			89.5	86.9
No. of shares at end of period ('000)			344,414	297,885
1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1			311,114	257,003

# THE OPCON GROUP

Opcon is an energy and environmental technology Group that develops, produces and markets systems and products for eco-friendly, efficient and resource-effective use of energy.

Opcon has activities in Sweden, Germany and the UK. There are around 145 employees.

The company's shares are listed on Nasdaq OMX Stockholm.

The Group's business area Renewable Energy focuses on the following areas: electricity generation based on waste heat, bioenergy-powered heating and CHP plants, pellets plants, handling systems for biomass, sludge and natural gas, industrial cooling, flue gas condensation, treatment of flue gases and air systems for fuel cells.

