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NASDAQ OMX Copenhagen A/S Nicolaj Plads 6 Postboks 1040 DK-1007 København K

Aabyhoej 28 February 2014

Ref.: EMI/til



## Interim report for the period 1 October-31 December 2013

Today, the Board of Directors of Per Aarsleff A/S has discussed and approved the interim report for the first quarter of the financial year 2013/2014. The interim report has not been audited or reviewed by the company's auditor.

### First quarter results:

- Profit before tax came to DKK 74 million compared to DKK 80 million in the same period last financial year.
- Consolidated revenue came to DKK 2,149 million.
- Construction reported profit before interest of DKK 35 million.
- Pipe Technologies reported profit before interest of DKK 29 million.
- Piling reported profit before interest of DKK 15 million.
- Net interest-bearing debt came to DKK 278 million as at 31 December 2013.

## Outlook for the financial year 2013/2014:

 The company maintains its expectations for a profit before tax of DKK 260 million for the full financial year 2013/2014.

> Andreas Lundby Chairman of the Board of Directors

Ebbe Malte Iversen General Manager

#### Further information:

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## **Highlights for the Group**

| Amounts in mDKK  | First o   | Financial year |           |
|--|-----------|----------------|-----------|
|  | 2013/2014 | 2012/2013      | 2012/2013 |
| Income statement   |           |                |           |
| Revenue  | 2,146     | 1,986          | 7,376     |
| Of this figure, work performed abroad                            | 824       | 711            | 2.477     |
| Operating profit   | 78        | 80             | 213       |
| Profit before interest   | 78        | 83             | 213       |
| Net financials   | -5        | -3             | -17       |
| Profit before tax  | 74        | 80             | 197       |
| Profit after tax   | 54        | 59             | 150       |
| Balance sheet  |           |                |           |
| Non-current assets   | 1,726     | 1,660          | 1,739     |
| Current assets   | 2,620     | 2,541          | 2,798     |
| Total assets   | 4,346     | 4,201          | 4,537     |
| Equity   | 1,789     | 1,654          | 1,724     |
| Non-current liabilities  | 486       | 527            | 486       |
| Current liabilities  | 2,071     | 2,020          | 2,327     |
| Total equity and liabilities                                     | 4,346     | 4,201          | 4,537     |
| Net interest-bearing debt  | 278       | 50             | 507       |
| Invested capital (IC)  | 2,050     | 1,640          | 2,214     |
| Cash flow statement  |           |                |           |
| Cash flows from operating activities                             | 283       | 195            | 42        |
| Cash flows from investing activities                             | -54       | -86            | -370      |
| Of this figure, investment in property, plant and equipment, net | -53       | -51            | -241      |
| Cash flows from financing activities                             | -1        | -1             | -24       |
| Change in liquidity for the period                               | 228       | 108            | -352      |
| Financial ratios   |           |                |           |
| Gross margin ratio, %  | 11.3      | 11.2           | 10.8      |
| Profit margin (EBIT margin), %                                   | 3.7       | 4.0            | 2.9       |
| Net profit ratio (pre-tax margin), %                             | 3.4       | 4.0            | 2.7       |
| Return on invested capital (ROIC), % *                           | 3.7       | 4.8            | 11.0      |
| Return on invested capital after tax (ROIC), % *                 | 2.7       | 3.6            | 8.4       |
| Return on equity (ROE), % *                                      | 3.1       | 3.6            | 9.0       |
| Equity interest, %   | 41.2      | 39.4           | 38.0      |
| Earnings per share (EPS), DKK                                    | 26.59     | 28.90          | 73.20     |
| Number of employees  | 4,426     | 3,986          | 4,019     |

Please see page 54 of the 2012/2013 annual report for financial ratio definitions. \*Not translated into full year figures.



## Management's review concerning the first quarter of the financial year 2013/2014

## Financial development of the Aarsleff Group

#### Income statement

In the first quarter of the financial year 2013/2014, consolidated revenue increased by DKK 163 million or 8% from DKK 1,986 million to DKK 2,146 million. The Danish operations reported a revenue increase of 4%, while the foreign operations reported a revenue increase of 16%.

Administrative expenses and selling costs amounted to 7.6% of revenue compared to 7.2% in the first quarter of last financial year.

Operating profit came to DKK 78.5 million against DKK 80.4 million in the same quarter of last financial year.

Net financials were negative at DKK 4.8 million against a negative DKK 2.9 million last financial year.

In the first quarter of the financial year, profit before tax reached DKK 73.7 million against a profit of DKK 79.9 million in the same quarter of last financial year.

In the first quarter of the financial year 2013/2014, consolidated profit after tax was DKK 54.2 million against a profit of DKK 58.9 million last financial year.

#### **Balance sheet**

The consolidated balance sheet total came to DKK 4,346 million at 31 December 2013. This corresponds to a decrease of DKK 191 million compared to the balance sheet total of DKK 4,537 million at the end of last financial year.

Consolidated interest-bearing liabilities less interest-bearing assets constituted a net debt of DKK 278 million against a net debt of DKK 507 million at 30 September 2013.

Equity amounted to DKK 1,789 million against DKK 1,724 million at the end of last financial year or 41.2% of the balance sheet total compared with 38.0% at the beginning of the financial year.

#### Cash flow statement

Cash flows from operating activities amounted to DKK 283 million against DKK 195 million in the same period last financial year.

Cash flows from investing activities were negative at DKK 54 million against a negative amount of DKK 86 million in the same period last financial year.

Cash flows from financing activities amounted to a negative amount of DKK 1 million, similar to the first quarter of last financial year.

Thus, the change in liquidity for the period was positive at DKK 228 million.



## Segment results

| Amounts in mDKK Construction Pipe Technologies |               | nologies  | Pili             | ing       | Total     |           |           |           |
|--|---------------|-----------|------------------|-----------|-----------|-----------|-----------|-----------|
|  | First quarter |           | er First quarter |           | First q   | uarter    | First q   | uarter    |
|  | 2013/2014     | 2012/2013 | 2013/2014        | 2012/2013 | 2013/2014 | 2012/2013 | 2013/2014 | 2012/2013 |
| Segment revenue                                | 1,364         | 1,395     | 496              | 336       | 300       | 282       | 2,160     | 2,013     |
| Internal revenue                               | -7            | -16       | -3               | -8        | -4        | -3        | -14       | -27       |
| Revenue  | 1,357         | 1,379     | 493              | 328       | 296       | 279       | 2,146     | 1,986     |
| Of this figure, work performed                 | 287           | 358       | 360              | 184       | 177       | 169       | 824       | 711       |
| abroad   |               |           |                  |           |           |           |           |           |
| Operating profit                               | 35            | 24        | 29               | 41        | 15        | 15        | 79        | 80        |
| Profit in associates                           |               | 0         |                  | 3         |           | 0         |           | 3         |
| Profit before interest                         | 35            | 24        | 29               | 44        | 15        | 15        | 79        | 83        |
| Net financials                                 |               |           |                  |           |           |           | -5        | -3        |
| Profit before tax                              |               |           |                  |           |           |           | 74        | 80        |
| Profit before interest, %                      | 2.6           | 1.7       | 5.9              | 13.4      | 5.1       | 5.4       | 3.7       | 4.2       |
| Number of employees                            | 2,842         | 2,697     | 860              | 609       | 724       | 680       | 4,426     | 3,986     |

## Construction – profit in line with expectations

First quarter revenue came to DKK 1,357 million, approximately on a par with last financial year. Revenue generated by the foreign operations was DKK 287 million compared with DKK 358 million in the same quarter of last financial year, while revenue generated by the Danish operations increased by 5% from DKK 1,021 million to DKK 1,070 million.

Profit before interest came to DKK 35 million against DKK 24 million last financial year. The results are in line with expectations at the beginning of the financial year.

Overall, the results of Construction's subsidiaries meet the expectations at the beginning of the financial year.

Our expectations for the full financial year 2013/2014 remain unchanged, corresponding to a profit before interest of 2.5-3% of revenue.

#### Pipe Technologies – the fully integrated German company lives up to expectations

First quarter revenue came to DKK 493 million or 50% up on last financial year. Revenue generated by the Danish operations was DKK 133 million against DKK 144 million last financial year. Revenue generated by the foreign operations increased by 96% to DKK 360 million, primarily as a result of the effect of the German company.

Profit before interest came to DKK 29 million compared to DKK 44 million last financial year and is slightly below expectations at the beginning of the financial year.

In Denmark, the results of the activities in connection with the public utility companies are in line with expectations at the beginning of the financial year, while the results of the housing and industry segments fall short of expectations at the beginning of the financial year.

Export projects within drinking water supply and wastewater reported results below expectations at the beginning of the financial year.



The total performance of the subsidiaries is in line with expectations at the beginning of the financial year. Effective from 1 June 2013, the German company was completely integrated and included as a 100% owned subsidiary in Pipe Technologies, and results are well over expectations at the beginning of the financial year.

The outlook for the financial year 2013/2014 remains unchanged. Pipe Technologies expects significantly higher revenue, primarily as a consequence of the effect of the German company and a profit before interest of approx. 4% of revenue.

## Piling - increasing level of activity

First quarter revenue came to DKK 296 million against DKK 279 million last financial year, corresponding to an increase of 6%. Revenue generated by the foreign operations was DKK 177 million against DKK 169 million last financial year. The Danish operations reported revenue of DKK 119 million against DKK 110 million last financial year.

Profit before interest came to DKK 15 million which is on a par with the first quarter of last financial year and slightly below expectations at the beginning of the financial year.

The total performance of the subsidiaries fell short of expectations at the beginning of the financial year. The performance of the companies in Sweden and the UK fell short of expectations.

For the full financial year, we expect an increasing level of activity and a profit before interest of approx. 5% of revenue.

#### Outlook for the financial year 2013/2014

The company maintains its expectations for a profit before tax of DKK 260 million for the financial year 2013/2014, as announced in the 2012/2013 annual report.

The expectations concerning the future financial performance are subject to uncertainties and risks that may cause the performance to differ from the expectations. Significant commercial risks are described in Assessment of commercial risks of the annual report of 2012/2013 and note 2 on Estimation uncertainty. Significant risks and uncertainties remain unchanged compared with the description in the annual report.

#### Constitution of the Board of Directors

At today's board meeting, the Board of Directors has constituted itself as follows:

- Andreas Lundby, chairman of the Board
- Jens Bjerg Sørensen, deputy chairman of the Board.

## **Accounting policies**

The interim report covering the first quarter of the financial year 2013/2014 has been prepared in accordance with IAS 34 "Interim Financial Reporting" and additional Danish disclosure requirements for interim reports of listed companies.

No interim report has been prepared for the parent company.

The accounting policies of the interim report remain unchanged from the 2012/2013 Annual Report which has been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU and additional Danish disclosure requirements for annual reports of listed companies. Please refer to the 2012/2013 Annual Report for a further description of the accounting policies.



Certain new or changed standards or interpretations have become effective for the financial year 2013/2014. It is the Management's view that these standards and interpretations will have no significant effect on the annual report.

The interim report is presented in Danish kroner (DKK) which is the Parent Company's functional currency.



## Management's statement

Today, the Board of Directors and Executive Management have discussed and approved the interim report of Per Aarsleff A/S for the period 1 October-31 December 2013.

The interim report has been prepared in accordance with IAS 34 "Interim Financial Reporting" and additional Danish disclosure requirements for interim reports of listed companies.

The interim report has not been audited or reviewed by the company's auditor.

We consider the accounting policies used to be appropriate. Accordingly, the interim report gives a true and fair view of the financial position at 31 December 2013 of the Group as well as of the results of the Group's operations and cash flows in the period 1 October-31 December 2013.

In our opinion, Management's review includes a true and fair account of the development in the operations and financial circumstances of the Group, of the results for the period and of the financial position of the Group as well as a description of the most significant risks and elements of uncertainty facing the Group.

Aabyhoej, 28 February 2014

#### **Executive Management**

Ebbe Malte Iversen General Manager Lars M. Carlsen

#### **Board of Directors**

Andreas Lundby Chairman of the Board

Jens Bjerg Sørensen Deputy Chairman Carsten Fode

Peter Arndrup Poulsen

Rikke Gulddal Christensen

Staff-elected

Søren Kristensen Staff-elected



## **Consolidated income statement**

Amounts in tDKK

|   | First quarter |            |  |
|---|---------------|------------|--|
|   | 2013/2014     | 2012/2013  |  |
| Revenue                                   | 2,145,636     | 1,986,387  |  |
| Production costs                          | -1,903,593    | -1,763,943 |  |
| Gross profit                              | 242,044       | 222,444    |  |
| Administrative expenses and selling costs | -163,766      | -142,572   |  |
| Other operating income and expenses       | 182           | 496        |  |
| Operating profit                          | 78,459        | 80,368     |  |
| Profit in associates                      | 0             | 2,428      |  |
| Profit before interest                    | 78,459        | 82,796     |  |
| Net financials                            | -4,796        | -2,907     |  |
| Profit before tax                         | 73,663        | 79,889     |  |
| Tax on profit for the period              | -19,452       | -20,971    |  |
| Profit after tax                          | 54,211        | 58,918     |  |
| Earnings per share (DKK)                  | 26.59         | 28.90      |  |

# **Statement of comprehensive income** Amounts in tDKK

|   | First quarter |           |  |  |  |
|---|---------------|-----------|--|--|--|
|   | 2013/2014 2   | 2012/2013 |  |  |  |
| Profit after tax  | 54,211        | 58,918    |  |  |  |
| Items which may become reclassified to the income statement     |               |           |  |  |  |
| Exchange rate adjustment of foreign companies                   | -1,074        | -737      |  |  |  |
| Fair value adjustments of derivative financial instruments, net | 11,190        | 2,451     |  |  |  |
| Other total comprehensive income                                | 10,116        | 1,714     |  |  |  |
| Total comprehensive income                                      | 64,327        | 60,632    |  |  |  |
| Total comprehensive income accrues to                           |               |           |  |  |  |
| Shareholders of Per Aarsleff A/S                                | 63,921        | 60,632    |  |  |  |
| Minority shareholders   | 406           | 0         |  |  |  |
| Total   | 64,327        | 60,632    |  |  |  |



## **Consolidated balance sheet**

Amounts in tDKK

| Amounts in tDKK                       |            |           |            |
|---------------------------------------|------------|-----------|------------|
|                                       | 31/12 2013 | 30/9 2013 | 31/12 2012 |
| Total assets                          |            |           |            |
| Intangible assets                     | 169,679    | 171,129   | 116,411    |
| Property, plant and equipment         | 1,538,094  | 1,549,488 | 1,476,705  |
| Other non-current assets              | 18,135     | 18,135    | 66,526     |
| Non-current assets                    | 1,725,908  | 1,738,752 | 1,659,642  |
| Inventories                           | 209,804    | 200,879   | 189,140    |
| Contracting debtors                   | 1,621,213  | 1,701,766 | 1,447,962  |
| Work in progress                      | 402,823    | 449,319   | 232,721    |
| Other receivables                     | 132,481    | 93,864    | 111,782    |
| Cash                                  | 253,566    | 352,039   | 559,472    |
| Current assets                        | 2,619,887  | 2,797,867 | 2,541,077  |
| Total assets                          | 4,345,795  | 4,536,619 | 4,200,719  |
| Equity and liabilities                |            |           |            |
| Equity                                | 1,788,653  | 1,724,330 | 1,654,380  |
| Mortgage debt and credit institutions | 207,833    | 208,495   | 212,986    |
| Other debt and provisions             | 48,898     | 47,156    | 82,054     |
| Deferred tax                          | 229,069    | 230,397   | 231,506    |
| Non-current liabilities               | 485,800    | 486,048   | 526,546    |
| Credit institutions                   | 319,858    | 646,409   | 396,983    |
| Work in progress                      | 331,094    | 295,693   | 394,075    |
| Trade payables                        | 899,701    | 828,957   | 735,362    |
| Other liabilities                     | 520,689    | 555,182   | 493,373    |
| Current liabilities                   | 2,071,342  | 2,326,241 | 2,019,793  |
| Total liabilities                     | 2,557,142  | 2,812,289 | 2,546,339  |
| Total equity and liabilities          | 4,345,795  | 4,536,619 | 4,200,719  |



## **Consolidated cash flow statement**

Amounts in tDKK

|   | First     | quarter   |
|---|-----------|-----------|
|   | 2013/2014 | 2012/2013 |
| Cash flow from operating activities                                   |           |           |
| Profit before interest  | 78,459    | 82,796    |
| Depreciation, amortisation and impairment losses                      | 67,587    | 66,781    |
| Other adjustments   | 152,273   | 48,676    |
| Net financials  | -4,796    | -2,907    |
| Corporation tax paid  | -10,850   | -141      |
| Cash flows from operating activities                                  | 282,673   | 195,205   |
| Cash flow from investing activities                                   |           |           |
| Net investment in property, plant and equipment and intangible assets | -53,934   | -50,915   |
| Net investment in subsidiaries  | 0         | -41,409   |
| Net investment in associates  | 0         | 6,642     |
| Cash flows from investing activities                                  | -53,934   | -85,682   |
| Cash flow from financing activities                                   | -662      | -1,558    |
| Cash flows from financing activities                                  | -662      | -1,558    |
| Change in liquidity for the period                                    | 228,077   | 107,965   |
| Opening liquidity   | -294,369  | 57,892    |
| Change in liquidity for the period                                    | 228,077   | 107,965   |
| Closing liquidity   | -66,292   | 165,856   |



# Statement of changes in equity, Group Amounts in tDKK

|  |          | Share capital | Translation | Hedging | Retained  | Proposed |           |
|--|----------|---------------|-------------|---------|-----------|----------|-----------|
|  | A shares | B shares      | reserve     | reserve | earnings  | dividend | Total     |
| Equity at 1 October 2012                                   | 2,700    | 42,600        | -13,629     | -4,286  | 1,543,713 | 22,650   | 1,593,748 |
| Total comprehensive income                                 |          |               |             |         |           |          |           |
| Profit for the period                                      |          |               |             |         | 58,918    |          | 58,918    |
| Other total comprehensive income                           |          |               |             |         |           |          |           |
| Exchange rate adjustment of foreign companies              |          |               | -737        |         |           |          | -737      |
| Fair value adjustments of derivative                       |          |               |             |         |           |          |           |
| financial instruments                                      |          |               |             | 2,451   |           |          | 2,451     |
| Other total comprehensive income                           | 0        | 0             | -737        | 2,451   | 0         | 0        | 1,714     |
| Total comprehensive income                                 | 0        | 0             | -737        | 2,451   | 58,918    | 0        | 60,632    |
| Equity at 31 December 2012                                 | 2,700    | 42,600        | -14,366     | -1,835  | 1,602,631 | 22,650   | 1,654,380 |
| Equity at 1 October 2013                                   | 2,700    | 42,600        | -26,021     | -1,154  | 1,672,536 | 22,650   | 1,713,311 |
|  |          |               |             |         |           |          |           |
| Total comprehensive income                                 |          |               |             |         |           |          |           |
| Profit for the period                                      |          |               |             |         | 53,806    |          | 53,806    |
| Other total comprehensive income                           |          |               |             |         |           |          |           |
| Exchange rate adjustment of foreign companies              |          |               | -1,074      |         |           |          | -1.074    |
| Fair value adjustments of derivative financial instruments |          |               |             | 11,190  |           |          | 11,190    |
| Other total comprehensive income                           | 0        | 0             | -1,074      | 11,190  | 0         | 0        | 10,116    |
| Total comprehensive income                                 | 0        | 0             | -1,074      | 11,190  | 53,806    | 0        | 63,922    |
|  |          |               |             |         |           |          |           |
| Equity, shareholders of Per Aarsleff A/S                   | 2,700    | 42,600        | -27,095     | 10,036  | 1,726,342 | 22,650   | 1,777,233 |
| Minority interests' share of equity                        |          |               |             |         |           |          | 11,420    |
| Equity at 31 December 2013                                 |          |               |             |         |           |          | 1,788,653 |



## Company announcements published this current financial year

| 14.10.2013 | Aarsleff to extend harbour at Lofoten in Norway                                   |
|------------|---|
| 25.10.2013 | Aarsleff to extend the port of Beirut in Lebanon                                  |
| 11.12.2013 | Aarsleff to carry out electricity supply in Mozambique                            |
| 18.12.2013 | Preliminary announcement of financial statements for the financial year 2012/2013 |
| 08.01.2014 | Notice of annual general meeting  |
| 30.01.2014 | Aarsleff's annual general meeting   |
| 05.02.2014 | Aarsleff to build tunnels on the section between Copenhagen and Ringsted          |
| 28.02.2014 | Interim report for the period 1 October-31 December 2013                          |

See www.aarsleff.com for further information.