## INTERIM REPORT January-June 2014





## STABLE DEVELOPMENT DURING THE QUARTER

## Q2 2014 year-on-year

- Revenue decreased 5 per cent to SEK 1,078 million (1,130).
- EBITA and operating profit decrease 17 per cent to SEK 25 million (30), including restructuring costs totalling SEK 10 million (0).
- EBITA and operating margin stood at 2.3 per cent (2.7)
- Basic earnings per share totalled SEK 0.25 (0.32)
- Cash flow from operating activities totalled SEK 24 million (10)

## YTD 2014 year-on-year

- Revenue decreased 5 per cent to SEK 2,074 million (2,192).
- EBITA and operating profit increased 13 per cent to SEK 45 million (40), including restructuring costs totalling SEK 10 million (5).
- EBITA and operating margin stood at 2.2 per cent (1.8)
- Basic earnings per share totalled SEK 0.44 (0.51)
- Cash flow from operating activities totalled SEK 23 million (54)

#### FINANCIAL OVERVIEW

	Q	2	Change	ΥT	D	Change	Full year
Group	2014	2013	quarter	2014	2013	YTD	2013
Revenue, SEK million	1,078	1,130	-5 %	2,074	2,192	-5 %	4,318
EBITA and operating profit, SEK million	25	30	-17 %	45	40	13 %	125
EBITA and operating margin, per cent	2.3	2.7	-	2.2	1.8	-	2.9
Profit after tax, SEK million	17	22	-23 %	30	35	-14 %	104
Basic earnings per share, SEK	0.25	0.32	-22 %	0.44	0.51	-14 %	1.52
Diluted earnings per share, SEK	0.25	0.32	-22 %	0.44	0.51	-14 %	1.52
Cash flow from operating activities, SEK million	24	10	-	23	54	-	207
Cash flow from operating activities per share, SEK	0.35	0.15	-	0.34	0.79	-	3.03
Basic equity per share, SEK	8.38	7.47	12 %	8.38	7.47	12 %	8.37
Return on equity, per cent	18.2	9.7	-	18.2	9.7	-	19.2

If you have questions about this interim report, please contact:

Henrik Höjsgaard, President and CEO, phone: +46 8 787 17 00, henrik.hojsgaard@proffice.com Benno Eliasson, CFO, phone: +46 8 787 17 00, benno.eliasson@proffice.com

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#### **KEY EVENTS**

A selection of press releases during the period.

## Second quarter

New Board of Directors of Proffice for the period until the end of the next AGM. Cecilia Daun Wennborg, Karl Åberg, Lars Johansson and Susanna Marcus were re-elected as board members. Axel Hjärne and Juan Vallejo were elected to serve as new board members. Cecilia Daun Wennborg was elected as new board chairperson of Proffice. Lars Murman and Karin Eliasson declined re-election.

Employee representatives elected to Proffice AB's Board of Directors. Christer Persson, elected by IF Metall, and Anette Hellgren, elected by Unionen, will serve as new employee representatives, and Anna Gustafsson was elected by IF Metall to serve as deputy employee representative. Magnus Bergström remains in his role of employee representative for Unionen.

Proffice strengthening its Group management and building for the future. As per 1 June, Proffice implemented a change in its organization to create a simple, clear structure. Group management was

strengthened by the heads of the Group's four largest business units and the Head of Group Sales joining Group management.

Proffice Care established new niche with nurses in Norway. Proffice Care expanded its services in Norway with recruitment and provision of nurses and specialist nurses.

Proffice signed Group agreement for recruitment with Axfood. The framework agreement covers services in IT, purchasing, finance/marketing, logistics, transport, HR/payroll, sales, business development and communication in Axfood's operations in Stockholm, Jönköping, Gothenburg and Örebro.

ICA Gruppen and Proffice signed three-year agreements. Proffice and ICA Gruppen extended their cooperation in staffing services, recruitment and outplacement. The new three-year agreements encompass both workers and salaried employees and apply to all service sectors.

## COMMENTS BY HENRIK HÖJSGAARD, CEO

Stable development during the quarter In calendar terms, this year's second quarter was the weakest in two years with just 57.5 working days. Costs of SEK 10 million for

the organizational change that took effect on 1 June were recognised during the quarter. These two factors affected our operating profit, which reached SEK 25 million (30). Excluding restructuring costs, operating profit was SEK 35 million (30).

#### New agreements in Norway and Sweden

We are continuing to see positive signs in the Swedish market. During Q2 of this year, revenue increased in comparison with Q1, from SEK 996 million to SEK 1,078 million. This was achieved despite Easter falling in Q2, which particularly affected our Norwegian operations.

The business climate remains subdued in Norway, so we were pleased that Proffice signed several new customer contracts in Norway during the quarter – for example with PostNord, who chose Proffice to supply staffing and recruitment services. Proffice also signed new customer contracts with Bertel O. Steen, for a variety of Proffice's staffing services; Coop, who are hiring warehouse and forwarding staff; and Color Line, who Proffice will provide with healthcare services.

It is also positive to see that the areas of competence of Aviation, Finance, IT & Technology and Care grew in Norway during Q2 this year compared to the preceding year.

At the end of the quarter we saw a slight increase in activity among our Swedish customers, especially in our recruitment operations. We also gained

renewed confidence from ICA Gruppen, with whom we signed a three-year agreement for staffing services, recruitment and outplacement. ICA and Proffice started their partnership in 2008, and today Proffice is a prioritized staffing supplier in all of ICA's competence categories throughout Sweden.

#### Summer staffing lifts Denmark and Finland

Revenue in Proffice Aviation was up on the previous quarter in all four markets – particularly in Denmark and Finland. This is the result of a normal increase in summer staffing demand for cabin crews, above all in the latter part of  $\Omega 2$ . This demand usually continues into the first part of  $\Omega 3$ .

#### Secure jobs and flexible companies

During the summer business and finance newspaper Dagens Industri and Proffice organised a panel debate during Sweden's annual week of political debates in Almedalen. There, we discussed how we create secure jobs for employees alongside flexibility for companies. As a staffing company we have a key function with our solid knowledge of matching – not just to help companies find the right employees for their operations, but also to help people progress from unemployment to employment.

A general election will take place in Sweden in a few weeks' time; jobs comprise one of the major issues. Irrespective of the election results, we can be sure that Proffice and our industry colleagues meet important needs – both for employees who want secure jobs and for companies who need flexibility to enable them to compete in an international market.

Henrik Höjsgaard President and CEO

### KEY RATIOS - QUARTERLY OVERVIEW

	20	2014 2013				2012			
Group	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Revenue, SEK million	1,078	996	1,060	1,066	1,130	1,062	1,199	1,182	1,295
Other operating income, SEK million	1	0	5 <sup>*)</sup>	0	0	0	27*)	0	13 <sup>*)</sup>
Operating profit/loss, SEK million	25	20	35	50	30	10	-14	31	54
Operating margin, per cent	2.3	2.0	3.3	4.7	2.7	0.9	-1.2	2.6	4.2
Profit margin, per cent	2.4	2.0	3.4	4.8	2.7	1.0	-1.1	2.7	4.3
Cash flow from operating activities, SEK million	24	-1	91	62	10	44	20	104	-73
Cash flow from operating activities per share, SEK	0.35	-0.01	1.33	0.91	0.15	0.64	0.29	1.52	-1.07
Basic equity per share, SEK	8.38	8.63	8.37	8.00	7.52	7.44	7.50	7.49	7.31
Return on equity, per cent	18.2	19.0	19.2	14.0	9.7	12.6	12.9	20.5	26.3
Return on capital employed, per cent	19.3	20.5	19.9	11.8	8.3	12.5	14.7	23.2	29.5
Net debt, SEK million	38	21	19	105	165	151	168	211	305
Equity/assets ratio, per cent	35.1	37.3	36.5	33.1	29.1	30.7	28.5	26.7	24.8
Number of working days	57.5	62.0	61.5	66.0	59.0	61.5	61.5	65.0	57.5

<sup>\*</sup>Deviation between actual additional purchase price for previous acquisitions and expected outcome.

### ABOUT THE PROFFICE GROUP

#### Proffice in brief

Proffice is one of the largest staffing specialist companies in the Nordics, with more than 10,000 employees at about 80 offices. By being passionate and attentive, Proffice helps people and companies find ways forward.

Within each country, Proffice's operations are divided into three operating areas. Staffing, Recruitment, and Outplacement.

We will create value for our shareholders by growing faster than the staffing market in the prioritized segments in which we are represented, and through a balanced combination of organic growth and selective acquisitions.

The Board of Directors is domiciled in Stockholm. Operations are organized and monitored on the basis of the countries in which the Group is active. Sweden, Norway, Finland, and Denmark have been defined as operating segments.

Proffice originated in Snabbstenografen, founded in

The Proffice share is listed on the NASDAQ OMX Nordic Exchange Stockholm, Mid Cap.

#### Business concept

Proffice enables people and businesses to develop and grow by being a passionate, attentive, solutionoriented staffing company.

#### Our vision

Proffice will be the most successful staffing company in the Nordic region.

### Business model

We give our customers the right competence and create effective



#### **Strategies**

Proffice's main strategy is product leadership through specialization.

- Distinct sales culture Proffice is to have a distinct sales culture that is manifested through leadership and organizational structure
- Balanced products Proffice's Staffing, Recruitment, and Outplacement operating areas have reversed economic cycles, providing more balanced revenue and earnings over time
- Specialization & innovation Increased specialization means more satisfied customers and higher margins
- Organizational structure Increases specialization and proximity to customers
- One Proffice Proffice strives for an organization with standardized procedures to facilitate efficiency and scalability
- Selective acquisitions Proffice's high growth targets require a focus on both organic growth and selective acquisitions

#### Value drivers

Proffice's operation is controlled and influenced by these market trends:

- Globalization and international competition
- Increased mobility between countries
- Shorter product cycles
- Technological developments that raise competence requirements
- Many people retiring at the same time
- Declining influx of young people entering the labour market
- Skills shortage in certain professions
- Younger generation have a different approach
- Changing jobs frequently is no longer seen as something negative.

#### Market development

Economic conditions in the Nordic countries are more subdued and the outlook is difficult to forecast. However, an uncertain market can be a positive climate for our business, as customer needs for flexible competence management increase

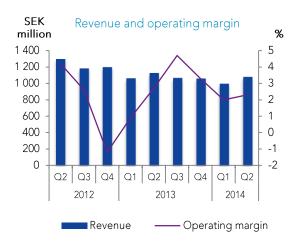
### **GROUP OVERVIEW**

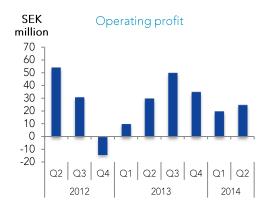
#### Q2 revenue and operating profit

Consolidated revenue for Q2 totalled SEK 1,078 million (1,130), a 5 per cent decrease compared year-on-year. The quarter had 1.5 fewer working days than the previous year, which adversely affected both revenue and operating earnings.

The change in revenue was largely attributable to the Staffing operating areas in Sweden and Norway. Continued low demand among the Group's major customers especially affected the Office & Customer Service, Industry & Logistics, and IT & Technology areas of competence. Increased activity took place in the Recruitment operating area at the end of  $\Omega 2$ .

Consolidated operating profit for Q2 totalled SEK 25 million (30) and the operating margin was 2.3 per cent (2.7). Non-recurring costs for the organizational change implemented during the quarter had a SEK 10 million impact on operating profit.





#### Revenue and operating profit YTD

Consolidated revenue for H1 totalled SEK 2,074 million (2,192), a 5 per cent decrease compared year-on-year. The change is mainly attributable to lower demand in the Staffing operating area in Sweden and Norway and Outplacement in Sweden.

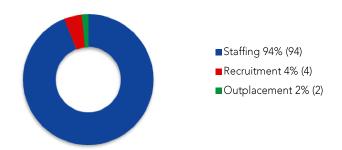
Consolidated operating profit for H1 improved, reaching SEK 45 million (40). The operating margin stood at 2.2 per cent (1.8). Higher operating profit in Norway and lower Group-wide costs contributed to the improvement.

### Revenue by operating area

Within each country, Proffice's operations are divided into three operating areas: Staffing, Recruitment, and Outplacement.

	Q2 Change Y		YT	D	Change	Full year	
SEK million	2014	2013	quarter	2014	2013	YTD	2013
Revenue							
Staffing	1,014	1,057	-4 %	1,952	2,046	-5 %	4,063
Recruitment	47	48	-2 %	90	93	-3 %	168
Outplacement	17	25	-32 %	32	53	-40 %	87
Total	1,078	1,130	-5 %	2,074	2,192	-5 %	4,318

## Breakdown by operating area – Q2 revenue

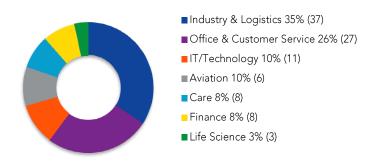


## Breakdown by area of competence – Staffing

Staffing, Proffice's largest operating area, is divided into seven areas of competence: Industry & Logistics, Office & Customer Service, IT & Technology, Aviation, Care, Finance and Life Science.

	Q	2	Change	YTD		Change	Full year
SEK million	2014	2013	quarter	2014	2013	YTD	2013
Revenue							
Industry & Logistics	348	389	-11 %	651	714	-9 %	1,454
Office & Customer Service	262	289	-9 %	511	589	-13 %	1,105
IT & Technology	105	116	-9 %	215	236	-9 %	443
Aviation	98	60	63 %	165	108	53 %	245
Care	85	85	0%	170	163	4 %	346
Finance	81	82	-1 %	169	167	1 %	329
Life Science	35	36	-3 %	71	69	3 %	141
Total	1,014	1,057	-4 %	1,952	2,046	-5 %	4,063

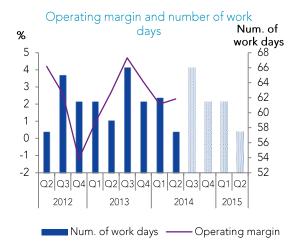
## Breakdown by area of competence - Q2 revenue from Staffing



#### Calendar effects

Proffice's revenue and earnings are affected by seasonal fluctuations due to the number of working days. As they have fewer working days, Q1 and Q2 are usually weaker than the rest of the year.

Q2 contained 1.5 fewer working days than the same quarter last year. Compared to Q1 2014, there were 4.5 fewer working days in Q2.



#### Financial position

Consolidated equity at the end of the quarter totalled SEK 572 million (513) and the equity/assets ratio was 35.1 per cent (29.1).

#### Liquidity and cash flow

Cash and cash equivalents at the end of the reporting period totalled SEK 50 million (49). Unappropriated cash and cash equivalents amounted to MSEK 262 (144), including unused borrowing facilities.

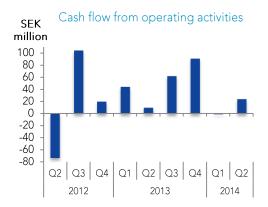
Cash flow from operating activities for Q2 totalled SEK 24 million (10) The refunding of tax paid amounted to SEK 21 million during the quarter. SEK 41 million (20) in dividends was paid to Proffice AB shareholders in Q2.

Payment of an additional purchase price of SEK 4 million for the 2011 acquisition of student staffing company Komet affected Group liquidity and cash flows in Q2. The purchase price has thereby now been settled in full.

During the quarter the Group increased its short-term credit by SEK 41 million.







#### Taxes

Q2 consolidated tax expense totalled SEK 6 million (10), representing an effective tax rate of 24.2 per cent (23.2). Tax expense is calculated on the basis of the current tax rate for the Parent Company and each subsidiary. Temporary differences and existing loss carryforwards are taken into consideration.

#### **Employees**

The average number of FTEs in the Group totalled 6,127 (6,736) for Q2, which is a reduction of 609 FTEs compared year-on-year.

## MARKET DEVELOPMENT

## Breakdown by country - revenue and operating profit

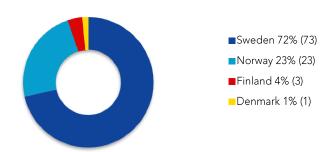
Proffice's operations are organised and monitored on the basis of the countries in which the Group operates: Sweden, Norway, Finland, and Denmark.

	Q	2	Change	YTD		Change	Full year
SEK million	2014	2013	quarter	2014	2013	YTD	2013
Revenue							
Sweden	771	828	-7 %	1,520	1,618	-6 %	3,162
Norway	253	262	-3 %	461	504	-9 %	998
Finland	39	28	39 %	71	52	37 %	118
Denmark	15	12	25 %	22	18	22 %	40
Total	1,078	1,130	-5 %	2,074	2,192	-5 %	4,318
Operating profit/loss							
Sweden	22	24	-8 %	42	46	-9 %	123
Norway	10	12	-17 %	17	15	13 %	35
Finland	0	1	-	1	1	0%	3
Denmark	1	1	0%	1	1	0%	5
Group-wide	-8	-8	0%	-16	-23	30 %	-41
Total	25	30	-17 %	45	40	13 %	125

#### Group-wide

Internal pricing between operating segments is set on market-based conditions. The Parent Company's operation is included in the Group-wide item.

## Breakdown by country – Q2 revenue



## Breakdown by country – Q2 revenue by operating area

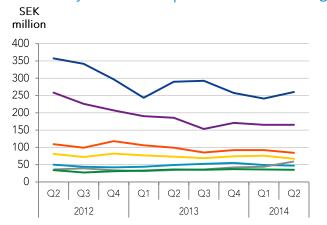
SEK million	Staffing	Recruitment	Outplacement	Total
Revenue				_
Sweden	717	37	17	771
Norway	245	8	0	253
Finland	38	1	-	39
Denmark	14	1	-	15
Total	1,014	47	17	1,078

## **SWEDEN**

## Revenue by operating area

	Q2		Change	YTD		Change	Full year
SEK million	2014	2013	quarter	2014	2013	YTD	2013
Revenue							
Staffing	717	767	-7 %	1,420	1,492	-5 %	2,943
Recruitment	37	37	0%	69	75	-8 %	134
Outplacement	17	24	-29 %	31	51	-39 %	85
Total	771	828	-7 %	1,520	1,618	-6 %	3,162

## Revenue by area of competence from Staffing





#### **Q**2

In Sweden, Q2 revenue totalled SEK 771 million (828), a 7% decrease compared year-on-year. Proffice Sweden stood for 72 per cent (73) of consolidated revenue in Q2.

All areas of competence, apart from Aviation, decreased during the quarter compared to the previous year. As a direct consequence of lower demand from the Group's major customers, Industry & Logistics, Office & Customer Service, and IT & Technology decreased above all, which comprise the largest areas of competence in Sweden. Aviation increased 69 per cent.

Operating profit for Q2 reached SEK 22 million (24) in Sweden, corresponding to an operating margin of 2.9 per cent (2.9) Non-recurring costs of SEK 10 million regarding the organizational changes implemented in the quarter affected operating profit.

#### YTD

In Sweden, H1 revenue totalled SEK 1,520 million (1,618), a 5 per cent decrease compared year-on-year.

Revenue rose in H1 in the Care, Life Science and Aviation areas of competence.

Operating profit for H1 totalled SEK 42 million (46) in Sweden. In Recruitment, and above all Outplacement, revenue decreased, adversely affecting operating profit. In H1, the operating margin stood at 2.8 per cent (2.8).

### **NORWAY**

## Revenue by operating area

	Q	2	Change	YTD		Change	Full year
SEK million	2014	2013	quarter	2014	2013	YTD	2013
Revenue							
Staffing	245	253	-3 %	443	489	-9 %	972
Recruitment	8	8	0%	17	13	31 %	24
Outplacement	0	1	-	1	2	-50 %	2
Total	253	262	-3 %	461	504	-9 %	998

## Revenue by area of competence from Staffing



#### **Q2**

Q2 revenue decreased 3 per cent compared yearon-year to SEK 253 million (262). Adjusted for currency effects, revenue was unchanged between the quarters. In addition to the adverse impact of fewer working days, the Norwegian operation was negatively affected by the fact that Easter was in April this year, but in March last year.

The Staffing operating area constituted 97 per cent (97) of Norway's revenue. In Norway, Office & Customer Service and Industry & Logistics are the largest areas of competence and during the quarter they each accounted for 35 per cent and 32 per cent, respectively, of total revenue in the operating area. Both these areas of competence continued to fall compared year-on-year. However, both these areas of competence increased compared to Q1 2014. Aviation, Finance, IT & Technology and Care grew during the quarter compared to last year. During the quarter several new customer contracts were signed, including with PostNord.

Operating profit reached SEK 10 million (12), and the operating margin totalled 4.0 per cent (4.6).

#### YTD

The continued subdued business climate led to lower demand in H1 compared year-on-year. H1 revenue decreased 9 per cent compared year-on-year to SEK 461 million (504). Adjusted for currency effects, revenue decreased 4 per cent, corresponding to SEK 18 million.

Operating profit totalled SEK 17 million (15), and the operating margin in H1 was 3.7 per cent (3.0). The combination of areas of competence in Staffing and the revenue growth in Recruitment contributed to the improved operating profit.

The Staffing operating area constituted 96 per cent (97) of Norway's revenue.

## **FINLAND**

## Revenue by operating area

	Q	2	Change	ge YTD		Change	Full year
SEK million	2014	2013	quarter	2014	2013	YTD	2013
Revenue							
Staffing	38	27	41 %	69	50	38 %	114
Recruitment	1	1	0%	2	2	0 %	4
Outplacement	-	-	-	-	-	-	
Total	39	28	39 %	71	52	37 %	118

## Revenue by area of competence from Staffing



#### **Q**2

Revenue in Finland for Q2 totalled SEK 39 million (28), which is a 39 per cent increase compared year-on-year. The Aviation area of competence continued to grow and during the quarter it contributed for 57 per cent of revenue in Staffing.

Operating profit for Q2 totalled SEK 0 million (1) and the operating margin in the quarter stood at 0.0 per cent (3.6).

#### YTD

Revenue in Finland for H1 totalled SEK 71 million (52), which is a 37 per cent increase compared year-on-year.

Operating profit for H1 totalled SEK 1 million (1). In H1, the operating margin was 1.4 per cent (1.9).

## **DENMARK**

## Revenue by operating area

	Q	2	Change	YTD		Change	Full year
SEK million	2014	2013	quarter	2014	2013	YTD	2013
Revenue							
Staffing	14	10	40 %	20	15	33 %	34
Recruitment	1	2	-50 %	2	3	-33 %	6
Outplacement	-	-	-	-	-	-	-
Total	15	12	25 %	22	18	22 %	40

## Revenue by area of competence from Staffing



### **Q**2

Revenue totalled SEK 15 million (12) in Q2. Denmark attained an operating profit of SEK 1 million (1).

During the quarter, in particular the Aviation area of competence grew compared to the previous quarter because of seasonal effects. The increase is the result of a normal increase in demand for summer cabin crews, above all during the latter part of  $\Omega$ 2.

#### YTD

Revenue totalled SEK 22 million (18) in H1. Denmark attained an operating profit of SEK 1 million (1).

#### OTHER DISCLOSURES

#### The Proffice share

The number of shares at 30 June 2014 stood at 68,677,773, of which 66,677,773 are class B shares. The Proffice share is listed on the NASDAQ OMX Nordic Exchange Stockholm, Mid Cap.

At the Proffice AGM on 22 May 2014 the Board was authorized to make decisions on acquisition and transfer of company-owned shares. No company-owned shares have been acquired since the 2014 AGM.

	Q	2	ΥT	Full year	
	2014	2013	2014	2013	2013
Number of shares at end of period	68,677,773	68,677,773	68,677,773	68,677,773	68,677,773
Average number of shares, basic	68,677,773	68,677,773	68,677,773	68,677,773	68,677,773
Average number of shares, diluted	68,677,773	68,677,773	68,677,773	68,677,773	68,677,773
Holdings of Proffice treasury shares	438,919	438,919	438,919	438,919	438,919

## Transactions with related parties

The nature of transactions with related parties remained unchanged in  $\Omega 2$  as compared to previous periods. Transactions with related parties are disclosed in the 2013 Annual Report, Note 19 (p. 62).

Besides this, there were no transactions with related parties that materially affected the Group's or Parent Company's position and earnings during the quarter, apart from the usual transactions between Group companies.

### Risks and uncertainty factors

The Group's and Parent Company's most significant risk and uncertainty factors chiefly include sensitivity to economic fluctuations and market changes. The supply of qualified employees is also considered to be an uncertainty factor. Apart from this and owing to its presence in several Nordic countries, Proffice is exposed to financial risks – mainly in the form of currency risks. Influence factors and financial risk management are described in detail in the 2013 Annual Report, Note 2 (pp. 50-51) and Note 3 (p. 51). Apart from the risks described there, no other significant risks were deemed to have emerged.

#### Estimates and assessments

Preparation of the interim report requires company management to make assessments and estimates, and to make assumptions that affect application of the accounting policies and the recognised amounts of assets, liabilities, income, and expenses. Actual results may differ from these estimates and assessments. The critical assessments and sources of uncertainty in estimates are the same as in the most recent annual report.

## Parent Company

Parent Company operations consist of joint functions for companies in the Group in areas such as Finance, HR, IT, Marketing, Facilities Management, and Communication, as well as external deliveries from the subsidiaries to certain Group-wide customers.

The Parent Company's operating loss totalled SEK -8 million (-8) for Q2. Profit after financial items amounted to SEK 33 million (32). Financial items in Q2 were impacted by dividends from subsidiaries totalling SEK 45 million (40). Investments in noncurrent assets totalled SEK 2 million (3) in Q2, of which SEK 1 million (1) was for investment in the Group's ERP system. At the end of the quarter, unappropriated cash and cash equivalents totalled SEK 37 million (75), including borrowing facilities of SEK 100 million (100).

#### Accounting policies

The interim report for the Group was prepared pursuant to IAS 34 Interim Financial Reporting, the Swedish Annual Accounts Act, and the Swedish Securities Market Act. The interim report for the Parent Company was prepared pursuant to Chapter 9, on interim reporting, of the Swedish Annual Accounts Act and the Swedish Securities Market Act, which complies with the regulations in RFR 2 of the Swedish Financial Reporting Board. The accounting policies and bases of calculation used in the latest annual report were used for the Group and Parent Company.

New or revised IFRS standards and interpretive statements from the IFRS Interpretations Committee have had no effect on the Group's or Parent Company's earnings, financial position, or disclosures.

This report was not subject to review by the company's auditors.

The Board and CEO certify that this interim report gives a fair over operations, position, and earnings, and describes significant risks Company and Group companies are exposed.	erview of the Group's and Parent Company's s and uncertainty factors to which the Parent
Stockholm, 21 August 2014,	
Proffice AB (publ)	
Henrik Höjsgaard	Cecilia Daun Wennborg
President and CEO	Chairman of the Board
Axel Hjärne	<b>Lars Johansson</b>
Board member	Board member
Susanna Marcus	<b>Juan Vallejo</b>
Board member	Board member
Karl Åberg	Magnus Bergström
Board member	Employee representative, Unionen
Anette Hellgren Employee representative, Unionen	Christer Persson Employee representative, IF Metall

## Q2 FIGURES

## Consolidated statement of earnings and other comprehensive income, condensed

Revenue		Q2		YTD		Full year	
Other operating income	SEK million	2014	2013	2014	2013	2013	
Other operating income							
Operating expenses	Revenue	1,078	1,130	2,074	2,192	4,318	
Employee expenses	Other operating income	1	0	1	0	5	
Other operating expenses	Operating expenses						
Depreciation, amortization, and write-downs of assets	Employee expenses	-891	-964	-1,704	-1,873	-3,647	
Serrings from financial items   Serrings from financial item	Other operating expenses	-157	-132	-317	-272	-538	
Earnings from financial items Financial revenue 1 0 1 1 1 1 2 - Financial expenses 0 0 0 1 1 2 2 - Financial expenses 0 0 0 1 1 2 2 1 5 6 1 1 5 6 1 1 1 1 1 1 1 1 1 1 1 1 1	Depreciation, amortization, and write-downs of assets	-6	-4	-9	-7	-13	
Financial revenue         1         0         1         1           Financial expenses         0         0         -1         -2         -           Exchange differences         -3         -1         -5         6         1           Profit after financial items         23         29         40         45         13           Tax         -6         -7         -10         -10         -3           Net profit         17         22         30         35         10           Other comprehensive income           Items that can be reclassified to net profit/loss           Translation differences in foreign subsidiaries for           the period         7         4         12         -12         -2           Other comprehensive income for the period         7         4         12         -12         -2           Comprehensive income for the period         7         4         12         -12         -2           Comprehensive income for the period         24         26         42         23         8           Net profit attributable to:           Parent Company shareholders         17         22 <td>Operating profit</td> <td>25</td> <td>30</td> <td>45</td> <td>40</td> <td>125</td>	Operating profit	25	30	45	40	125	
Financial expenses	Earnings from financial items						
Exchange differences		1	0	1	1	3	
Exchange differences   -3   -1   -5   6   1     Profit after financial items   23   29   40   45   13     Tax   -6   -7   -10   -10   -3     Net profit   17   22   30   35   10     Other comprehensive income       Items that can be reclassified to net profit/loss       Translation differences in foreign subsidiaries for the period   7   4   12   -12   -2     Items that cannot be reclassified to net profit/loss   -	Financial expenses	0	0	-1	-2	-5	
Tax		-3	-1	-5	6	12	
Net profit	Profit after financial items	23	29	40	45	135	
Net profit							
Other comprehensive income           Items that can be reclassified to net profit/loss         7         4         12         -12         -2           Items that cannot be reclassified to net profit/loss         -<	Tax	-6	-7	-10	-10	-31	
Items that can be reclassified to net profit/loss	Net profit	17	22	30	35	104	
Translation differences in foreign subsidiaries for the period         7         4         12         -12         -2           Items that cannot be reclassified to net profit/loss         -	Other comprehensive income						
the period 7 4 12 -12 -2  Items that cannot be reclassified to net profit/loss  Other comprehensive income for the period 7 4 12 -12 -2  Comprehensive income for the period 24 26 42 23 8  Net profit attributable to:  Parent Company shareholders 17 22 30 35 10  Non-controlling interests 0 0 0 0 0 0  Net profit 17 22 30 35 10  Comprehensive income for the period attributable to:  Parent Company shareholders 24 26 42 23 8  Non-controlling interests 0 0 0 0 0 0  Comprehensive income for the period attributable to:  Parent Company shareholders 24 26 42 23 8  Non-controlling interests 0 0 0 0 0 0  Comprehensive income for the period 24 26 42 23 8  Basic earnings per share, SEK 0.25 0.32 0.44 0.51 1.5	Items that can be reclassified to net profit/loss						
Items that cannot be reclassified to net profit/loss	Translation differences in foreign subsidiaries for						
Other comprehensive income for the period       7       4       12       -12       -2         Comprehensive income for the period       24       26       42       23       8         Net profit attributable to:         Parent Company shareholders       17       22       30       35       10         Non-controlling interests       0       0       0       0       0       0         Net profit       17       22       30       35       10         Comprehensive income for the period attributable to:       24       26       42       23       8         Non-controlling interests       0       0       0       0       0       0       0         Comprehensive income for the period       24       26       42       23       8         Basic earnings per share, SEK       0.25       0.32       0.44       0.51       1.5	the period	7	4	12	-12	-23	
Comprehensive income for the period         24         26         42         23         8           Net profit attributable to:         Parent Company shareholders         17         22         30         35         10           Non-controlling interests         0         0         0         0         0           Net profit         17         22         30         35         10           Comprehensive income for the period attributable to:         Parent Company shareholders         24         26         42         23         8           Non-controlling interests         0         0         0         0         0         0           Comprehensive income for the period         24         26         42         23         8           Basic earnings per share, SEK         0.25         0.32         0.44         0.51         1.5	Items that cannot be reclassified to net profit/loss	-	-	-		-	
Comprehensive income for the period         24         26         42         23         8           Net profit attributable to:         Parent Company shareholders         17         22         30         35         10           Non-controlling interests         0         0         0         0         0           Net profit         17         22         30         35         10           Comprehensive income for the period attributable to:         Parent Company shareholders         24         26         42         23         8           Non-controlling interests         0         0         0         0         0         0           Comprehensive income for the period         24         26         42         23         8           Basic earnings per share, SEK         0.25         0.32         0.44         0.51         1.5	Other comprehensive income for the period	7	4	12	-12	-23	
Net profit attributable to:         Parent Company shareholders       17       22       30       35       10         Non-controlling interests       0       0       0       0       0         Net profit       17       22       30       35       10         Comprehensive income for the period attributable to:       Parent Company shareholders         Non-controlling interests       0       0       0       0         Comprehensive income for the period       24       26       42       23       8         Basic earnings per share, SEK       0.25       0.32       0.44       0.51       1.5							
Parent Company shareholders         17         22         30         35         10           Non-controlling interests         0         0         0         0         0         0           Net profit         17         22         30         35         10           Comprehensive income for the period attributable to:         Parent Company shareholders           Non-controlling interests         0         0         0         0         0           Comprehensive income for the period         24         26         42         23         8           Basic earnings per share, SEK         0.25         0.32         0.44         0.51         1.5	Comprehensive income for the period	24	26	42	23	81	
Non-controlling interests         0         0         0         0         0           Net profit         17         22         30         35         10           Comprehensive income for the period attributable to:           Parent Company shareholders         24         26         42         23         8           Non-controlling interests         0         0         0         0         0         0           Comprehensive income for the period         24         26         42         23         8           Basic earnings per share, SEK         0.25         0.32         0.44         0.51         1.5	Net profit attributable to:						
Net profit         17         22         30         35         10           Comprehensive income for the period attributable to:         Parent Company shareholders         24         26         42         23         8           Non-controlling interests         0         0         0         0         0         0           Comprehensive income for the period         24         26         42         23         8           Basic earnings per share, SEK         0.25         0.32         0.44         0.51         1.5	Parent Company shareholders	17	22	30	35	104	
Comprehensive income for the period attributable to:  Parent Company shareholders  24 26 42 23 8  Non-controlling interests  0 0 0 0 0  Comprehensive income for the period  24 26 42 23 8  Basic earnings per share, SEK  0.25 0.32 0.44 0.51 1.5	Non-controlling interests	0	0	0	0	0	
Parent Company shareholders         24         26         42         23         8           Non-controlling interests         0         0         0         0         0         0           Comprehensive income for the period         24         26         42         23         8           Basic earnings per share, SEK         0.25         0.32         0.44         0.51         1.5	Net profit	17	22	30	35	104	
Parent Company shareholders         24         26         42         23         8           Non-controlling interests         0         0         0         0         0         0           Comprehensive income for the period         24         26         42         23         8           Basic earnings per share, SEK         0.25         0.32         0.44         0.51         1.5	Comprehensive income for the period attributable to:						
Comprehensive income for the period         24         26         42         23         8           Basic earnings per share, SEK         0.25         0.32         0.44         0.51         1.5		24	26	42	23	81	
Comprehensive income for the period         24         26         42         23         8           Basic earnings per share, SEK         0.25         0.32         0.44         0.51         1.5	Non-controlling interests	0	0	0	0	0	
· ·		24	26	42	23	81	
· ·	Racic cornings per chara SEK	0.25	U 30	0.44	0.51	1 50	
	Diluted earnings per share, SEK	0.25	0.32	0.44	0.51	1.52	

## Consolidated statement of financial position, condensed

	30 June	30 June	31 Dec
SEK million	2014	2013	2013
Assets			
Intangible assets	623	626	622
Property, plant, and equipment	9	13	10
Other long-term securities holdings	1	1	1
Non-current receivables	1	1	1
Deferred tax assets	11	16	11
Current receivables	936	1,056	877
Cash and cash equivalents	50	49	42
Total assets	1,631	1,762	1,564
			_
Equity and liabilities			
Equity	572	513	571
Deferred tax liabilities	42	38	43
Interest-bearing non-current liabilities	25	100	25
Interest-bearing current liabilities	63	114	36
Non-interest-bearing current liabilities	929	997	889
Total equity and liabilities	1,631	1,762	1,564
Pledged assets	406	369	317
Contingent liabilities	-	-	-

The carrying amount is considered to represent a reasonable estimate of fair value for all financial assets and financial liabilities.

## Statement of changes in consolidated equity, condensed

SEK million	Share capital	Other contributed capital	Reserves	Retained earnings including net profit/loss	Total attributable to Parent Company share- holders	Non- controlling interests	Total equity
Equity, 1 January 2013	17	361	-16	148	510	2	512
Comprehensive income							
Net profit	-	-	-	35	35	0	35
Other comprehensive income							
Exchange differences	-	-	-12	-	-12	0	-12
Total comprehensive income for the period	-	-	-12	35	23	0	23
Transactions with shareholders							
Shareholder contribution to							
non-controlling interest	-	-	-	-1	-1	1	-
Dividend	-	-	-	-20	-20	-	-20
Other	-	-	-	-2	-2	-	-2
Transactions with shareholders							
for the period	-	-	-	-23	-23	1	-22
Equity, 30 June 2013	17	361	-28	160	510	3	513
Equity, 1 January 2014	17	361	-39	230	569	2	571
Comprehensive income							
Net profit	-	-	-	30	30	0	30
Other comprehensive income							
Exchange differences	-	-	12	-	12	0	12
Total comprehensive income for the period	-	-	12	30	42	0	42
Transactions with shareholders							
Acquisition of							
non-controlling interests	-	-	-	0	0	0	-
Dividend	-	-	-	-41	-41	0	-41
Transactions with shareholders							
for the period	-	-	-	-41	-41	0	-41
Equity, 30 June 2014	17	361	-27	219	570	2	572

## Consolidated statement of cash flows, condensed

	Q2		YTD		Full year
SEK million	2014	2013	2014	2013	2013
Operating activities					
Profit after financial items	23	29	40	45	135
Adjustment for items not included in cash flow*)	6	3	9	8	15
Refunded tax/paid tax	21	-20	6	-47	-52
Cash flow from operating activities before					
changes in working capital	50	12	55	6	98
Change in working capital					
Change in operating receivables	-56	-93	-62	16	131
Change in operating liabilities	30	91	30	32	-22
Total change in working capital	-26	-2	-32	48	109
Cash flow from operating activities	24	10	23	54	207
Investing activities					
Acquisition of business, less acquired cash and cash equivalents	-4	-	-4	-164	-166
Acquisition of intangible assets	-2	-1	-2	-4	-13
Acquisition of property, plant, and equipment	-1	-2	-1	-3	-4
Repayment of loans receivable	0	0	0	1	2
Cash flow from investing activities	-7	-3	-7	-170	-181
Financing activities					
Dividend to Parent Company shareholders	-41	-20	-41	-42	-20
Dividend to non-controlling interests	-	-	0	-	-22
Change in short-term credit facilities	41	-	31	0	-58
Loans raised	-	25	-	131	100
Loan repayment	-	-16	-	-16	-75
Cash flow from financing activities	0	-11	-10	73	-75
Cash flow for the period	17	-4	6	-43	-49
Cash and cash equivalents at start of period	31	53	42	94	94
Exchange-rate difference in cash and cash equivalents	2	0	2	-2	-3
Cash and cash equivalents at end of period	50	49	50	49	42
*) Adjustments for items not included in cash flow					
Reversed depreciation and impairment losses	3	4	6	7	13
Deviation between actual and estimated additional purchase price	0	-	0	-	-5
Other	3	-1	3	1	7
Adjustments for items not included in cash flow	6	3	9	8	15

## Income statement for Parent Company, condensed

	Q2		YTD		Full year	
SEK million	2014	2013	2014	2013	2013	
Revenue	93	108	191	187	387	
Operating expenses						
Employee expenses	-35	-30	-64	-56	-133	
Other external costs	-60	-84	-135	-150	-286	
Depreciation and amortization of tangible and intangible						
assets	-6	-2	-8	-4	-9	
Operating loss	-8	-8	-16	-23	-41	
Earnings from financial items						
Earnings from shares and participating interests in Group companies	45	40	45	40	141	
Impairment of shares and participating interests in Group companies	-3	-	-3	-	-17	
Interest income and similar items	3	2	5	5	11	
Interest expense and similar items	-2	-2	-3	-4	-8	
Exchange differences	-2	0	-4	7	12	
Profit after financial items	33	32	24	25	98	
Appropriations	-	-	-		-14	
Tax	2	1	4	2	-5	
Net profit	35	33	28	27	79	

# Statement of earnings and other comprehensive income for Parent Company, condensed

	Q2		Υ	YTD	
SEK million	2014	2013	2014	2013	2013
Net profit	35	33	28	27	79
Other comprehensive income					
Items that can be reclassified to net profit/loss	-	-	-	-	-
Items that cannot be reclassified to net profit/loss	-	-	-	-	-
Other comprehensive income for the period	-	-	-	-	-
Comprehensive income for the period	35	33	28	27	79

## Balance sheet for Parent Company, condensed

	30 June	30 June	31 Dec
SEK million	2014	2013	2013
Assets			
Intangible non-current assets	49	53	55
Property, plant, and equipment	7	8	7
Non-current financial assets	693	710	784
Receivables from Group companies	234	247	135
Other current receivables	49	95	74
Cash and bank balances	0	2	0
Total assets	1,032	1,115	1,055
Equity and liabilities			_
Equity	423	384	436
Untaxed reserves	68	54	68
Interest-bearing current liabilities to credit institutions	63	37	18
Liabilities to Group companies	424	573	483
Other current liabilities	54	67	50
Total equity and liabilities	1,032	1,115	1,055
Pledged assets	0	0	0
Contingent liabilities *)	-	-	-

 $<sup>^{*)}</sup>$  The Parent Company has issued a capital cover guarantee on behalf of certain subsidiaries.

The carrying amount is considered to represent a reasonable estimate of fair value for all financial assets and financial liabilities.

### **OTHER**

## Definitions of key ratios

- Number of working days Total number of days, less Saturday, Sunday, and public holidays in Sweden, in accordance with salaried employee contracts
- EBITA Earnings before financial items, taxes, and deductions for amortization and writedowns of goodwill and other intangible assets that arise in conjunction with company acquisitions
- EBITA margin EBITA as a percentage of revenue
- Equity per share Equity divided by average number of basic shares outstanding (i.e. before dilution)
- Cash flow from operating activities per share –
  Cash flow from operating activities divided by
  average number of basic shares outstanding
  (i.e. before dilution)
- Average number of FTEs Total hours worked during the period divided by normal number of working hours for the period for a full-time employee
- Net debt Interest-bearing liabilities less cash and cash equivalents, including short-term investments
- Earnings per share Earnings after tax attributable to Parent Company shareholders divided by average number of basic and diluted shares outstanding
- Return on equity Earnings after tax for the last 12 months as a percentage of average equity for the last 12 months
- Return on capital employed Earnings after finance income for the last 12 months as a percentage of average capital employed for the last 12 months
- Operating margin Operating profit/loss as a percentage of revenue
- Equity/assets ratio Equity as a percentage of total assets
- Capital employed Total assets less noninterest-bearing liabilities and provisions
- Profit margin Earnings after finance income, excluding any positive exchange rate effect, as a percentage of revenue

## Company/Industry-specific glossary

- Outplacement Job coaches provide support and assistance to individuals in the transition process from one job to another.
- Staffing Personnel in various specific areas who are employed by Proffice but can be hired out for extended or short periods by other companies
- Recruitment/Recruitment process Process for hiring the person(s) a company needs to ensure qualified employees. Needs analyses, searches, interviews, tests, and follow-ups are included in the process

#### Financial information

Interim report, January-September 2014:

13 November 2014, 8 am

Year-end report 2014:

18 February 2015, 8 am

## **Analysts**

These analysts regularly monitor Proffice's development:

Carnegie, Stockholm

Viktor Lindeberg

+46 8 588 69 149

viklin@carnegie.se

Remium, Stockholm

Nils Sjögren

+46 8 454 32 35

nils.sjogren@remium.com

Handelsbanken, Stockholm

Anders Tegeback

+46 8 701 84 58

ante04@handelsbanken.se

SEB, Stockholm

Stefan Andersson

+46 8 522 29 657

stefan.e.andersson@seb.se

The information in this report is such that Proffice AB (publ) is required to publish it pursuant to the Swedish Securities Market Act and/or the Financial Instruments Trading Act. The information was released for publication on 21 August 2014 at 8 am.

All forward-looking statements in this report are based on the company's best estimate at the time of the report. As with all forecasts, such statements contain risks and uncertainties that may entail a different outcome.

All amounts in this interim report are stated in Swedish krona, rounded to the nearest million. Rounding to SEK million may mean that the financial tables and figures do not always tally. Certain ratios are calculated using thousands of Swedish krona.

