

Interim Report January – March 2015

# Growth, profit improvement and positive cash flow for the quarter

In the first quarter, sales increased by 14 percent compared with the corresponding period in 2014 – in local currencies, the increase was 6 percent. Operating profit for the Electronics and Systems Integration divisions improved compared with the corresponding period in 2014 and amounted to SEK 21 million. Consolidated operating profit for the quarter totalled SEK 2 million. The restructuring program in the Metal Precision division continued into the first quarter with the aim of reducing the cost base in order to achieve profitability at lower volumes. The prevailing caution in Oil and Gas affected activities in Metal Precision. This meant that we did not reach the guarterly volume



that we had targeted with our reductions. We are, however, experiencing continued increased activity in the Metal Precision Technology division where our share of ongoing and planned infrastructure projects in the Oil and Gas segment is steadily increasing. Activity in the defense segment did also increase somewhat at the end of the quarter and is not expected to decline further in the near future. The growing demand in CleanTech that we saw towards the end of last year affected Electronics and Systems Integration positively in the quarter and we are continuing to witness good growth in the CleanTech area. During the quarter, we also signed framework agreements that significantly expands our cooperation with existing customers in both the MedTech and Industry market areas.

Leif Thorwaldsson, President and CEO

# First quarter of 2015

- Net sales were SEK 626 million (548)
- Operating profit totaled SEK 2 million (1)
- Profit/Loss after tax was SEK -2 million (-2)
- Earnings per share after tax amounted to SEK -0.19 (-0.17)
- Cash flow after investments amounted to SEK 3 million (-15)
- The equity/assets ratio was 33% (40) on March 31

PartnerTech AB may be obligated to make the disclosures in this report public pursuant to the Securities Market Act and/or the Financial Instruments Trading Act. The information was submitted for public disclosure at 8.30 am on April 23<sup>rd</sup>, 2015.

PartnerTech is a global industrial partner offering customized solutions throughout the product lifecycle, from product development to manufacturing and aftermarket services, in a number of market areas such as MedTech and Oil&Gas. With approximately 1,400 employees at its plants in Sweden, Norway, Finland, Poland, the UK, the United States and China, PartnerTech reports annual sales of more than SEK 2.2 billion. PartnerTech AB, the parent company, has its head office in Malmö, Sweden, and is listed on the Nasdaq OMX Stockholm Exchange. For more information www.partnertech.com.

Key ratios			Jan-Dec	Apr 2014 -
Amounts in SEK million unless otherwise stated	Q1-15	Q1-14	2014	Mar 2015
Net sales	626	548	2,239	2,317
Operating profit	2	1	-44	-43
Operating margin	0.2%	0.1%		
Adjusted operating profit*			-12	-11
Adjusted operating margin*			-0.6%	-0.5%
Annual capital turnover ratio, times	3.6	3.4	3.4	3.4
Return on operating capital	0.9%	0.3%	-6.7%	-6.4%
Return on equity	-2.3%	-2.0%	-12.5%	-12.6%
Average operating capital	697	645	658	672
Average equity	422	441	438	435
Operating capital			677	689
Equity			418	427
Interest-bearing net debt			263	264
Equity/assets ratio			32.3%	33.1%

<sup>\*</sup>Adjusted operating profit, defined as operating profit excluding comparison distortion items

# **FIRST QUARTER**

First quarter sales totaled SEK 625.9 million (547.6). That represented an increase of 14% from the same period of 2014. Sales were 6% higher for comparable units and in local currencies than the year-ago period. Translation effects have therefore had a strong impact in the guarter.

Operating profit for the first quarter totaled SEK 1.6 million (0.6).

First quarter net financial income totaled SEK 0.3 million (-1.0), including SEK -2.0 million (-2.0) in net interest expense. Unrealized exchange-rate effects in the quarter were positive.

First quarter effective tax was negatively affected by the fact that additional deferred tax assets were not taken into consideration for units with negative result.

Cash flow from operating activities after investments in the first quarter amounted to SEK 3.1 million (-15.3).

Operating capital turnover rate is better than the same period previous year. Working capital came to SEK 380.0 million (340.2) at the end of the first quarter.

Interest-bearing net debt was SEK 263.6 million (198.4) on March 31.

Equity totaled SEK 427.4 million (463.4) at the end of the period. Translation effects on equity as the result of exchange-rate fluctuations totaled SEK 11.6 million (-1.3) for the first quarter.

## SOME SIGNIFICANT EVENTS DURING THE QUARTER

- In February, PartnerTech and Toyota Material Handling Europe, part of the global leading provider of material handling equipment, signed a framework agreement covering production of electronic and electromechanical modules for forklifts.
- In March, PartnerTech signed a new framework agreement with Getinge Infection Control AB covering manufacturing of products for Getinge's sterilization and disinfection equipment.

# **EVENTS AFTER THE END OF THE PERIOD**

 In April, PartnerTech and Picadeli AB signed a framework agreement regarding the industrialization and manufacture of Picadeli's unique new refrigerated counter.



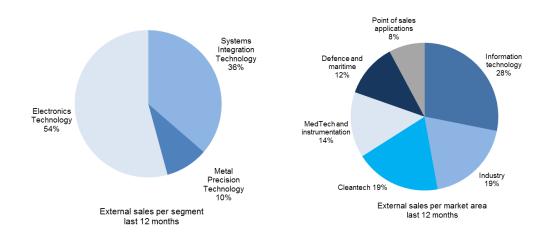
## **DIVISION REPORTING**

PartnerTech's operating activities are broken down into three areas that reflect its core skills:

- Electronics Technology
- Systems Integration Technology
- Metal Precision Technoloy

The areas constitute PartnerTech's divisions. The idea is to focus even more on the core skills, as well as their specific challenges and opportunities, in order to better satisfy the technology, knowledge and quality needs of the customers. Each customer center and production unit is assigned to one of the three divisions. The divisions reflect the way that PartnerTech organizes, monitors and manages its activities.

PartnerTech's services target product owners in its six selected market areas: Information Technology, Industry, CleanTech, MedTech & Instrumentation, Defense & Maritime, and Point of Sale Applications. The company has specific applications expertise and is certified in accordance with quality standards that are often crucial to customers in these areas. For more information on our market areas, please see page 10 in this report.



# **ELECTRONICS TECHNOLOGY**

PartnerTech manufactures printed circuit boards and encapsulated electronics (box build assembly) in this division. The company has the capacity and equipment to handle both small-scale and development projects near the market, as well as large-scale production in low-cost Eastern European and Asian countries. Electronic components are manufactured in Malmö (Sweden), Cambridge (UK), Sieradz (Poland), Atlanta (US), Dongguan and Guang Zhou (China). Most customers are in the IT, CleanTech, Industry and Defense & Maritime market areas. The division also sells within the group, given that electronics are integral to systems integration.

Key ratios			Jan-Dec	Apr 2014 -
Amounts in SEK million unless otherwise stated	Q1-15	Q1-14	2014	Mar 2015
Total sales	366	314	1,306	1,358
whereof external sales	338	284	1,202	1,257
Operating profit	16	15	61	62
Operating margin	4.5%	4.9%	4.7%	4.6%
Capital turnover ratio, times	3.9	4.1	3.9	3.9
Return on operating capital	17.4%	20.3%	18.4%	17.7%

- The division's sales for the quarter increased by 16 percent, primarily due to volume growth in the CleanTech and Defense and Maritime market areas.
- Operating profit improved. Volume growth, primarily in China, affected the margin negatively due to startup of new products.
- Return on operating capital for the quarter amounted to 17 percent.



# SYSTEMS INTEGRATION TECHNOLOGY

Systems integration involves the assembly of all or part of a customer's product, which includes electronics, plastic or metal components and software in addition to the actual enclosure. PartnerTech also manufactures enclosures in the form of sheet metal casings, cabinets and frames for various types of applications. Expertise when it comes to applications, product development and new product introduction, as well as certification for industry-specific requirements, is vital to the segment. Production takes place in Myslowice (Poland), Åtvidaberg (Sweden), Vantaa (Finland), Atlanta (US) and Dongguan (China). Most customers are in the MedTech, Point of Sale Applications, CleanTech or Industry market areas.

Key ratios			Jan-Dec	Apr 2014 -
Amounts in SEK million unless otherwise stated	Q1-15	Q1-14	2014	Mar 2015
Total sales	237	208	833	861
whereof external sales	231	205	816	842
Operating profit	5	4	10	11
Operating margin	2.1%	1.9%	1.2%	1.2%
Capital turnover ratio, times	4.2	3.5	3.5	3.7
Return on operating capital	9.0%	6.8%	4.0%	4.6%

- The division's sales for the quarter increased by 14 percent, primarily due to increased volumes in the CleanTech and MedTech market areas.
- Operating profit improved, mainly due to increased capacity utilization.
- · Continued positive demand in CleanTech.

## **METAL PRECISION TECHNOLOGY**

The Metal Precision Technology division specializes in advanced processing of metals and other difficult materials, often with extreme properties. Production takes place with technologically advanced equipment and expertise, ranging from precision-machined complex components in small and large series to welded steel constructions and complete electromechanical and hydraulic systems. Production is located in Karlskoga (Sweden), Moss (Norway) and Myslowice (Poland) and customers come mainly from Offshore/Oil&Gas, Defense and Marine as well as advanced industry.

Key ratios			Jan-Dec	Apr 2014 -
Amounts in SEK million unless otherwise stated	Q1-15	Q1-14	2014	Mar 2015
Total sales	60	60	226	226
whereof external sales	57	59	220	218
Operating profit	-17	-17	-80	-79
Operating margin	-27.4%	-29.0%	-35.5%	-35.0%
Adjusted operating profit*			-71	-70
Adjusted operating margin*			-31.5%	-31.0%
Capital turnover ratio, times	2.1	1.9	1.8	1.9
Return on operating capital	-56.9%	-56.1%	-64.8%	-65.1%

<sup>\*</sup>Adjusted operating profit, defined as operating profit excluding comparison distortion items

- The division's sales are at the same level as last year. Volume growth in the Defense sector remains weak, although this is offset by growth in other market areas.
- The operating loss for the quarter amounted to SEK 17 million, which is in line with last year.
- Despite lower expenses, the quarter's volumes were insufficient to achieve break-even, primarily due to temporarily weakened margins in the Marine segment where it has been necessary to re-work a number of project orders.



# **OTHER**

Other includes income and expense not assigned to the operating areas, primarily intra-group functions at the parent company as well as group-wide adjustments that cannot be allocated to the divisions. PartnerTech AB is the parent company in the PartnerTech Group. The company serves primarily as a holding company. The parent company's net sales are for billing of intra-group services.

Reconciliation of Result before tax, Group			Jan-Dec	Apr 2014 -
SEK million	Q1-15	Q1-14	2014	Mar 2015
Electronics Technology	16	15	61	62
Systems Integration Technology	5	4	10	11
Metal Precision Technology	-17	-17	-71	-70
Other	-3	-2	-12	-14
Comparison distortion items			-31	-31
Operating profit	2	1	-44	-43
Financial net	0	-1	-9	-7
Result before tax, group	2	0	-52	-50

## **EMPLOYEES**

The group had 1,386 (1,368) full-time equivalent employees on March 31.

## TRANSACTIONS WITH RELATED PARTIES

There were no transactions with related parties during the period.

# SIGNIFICANT RISKS AND UNCERTAINTIES

Events related to operating activities during 2015 are not deemed to represent any decisive change in terms of essential risks or uncertainties for the PartnerTech Group. A detailed description of PartnerTech's risks, uncertainties and how they are handled appears in the group's 2014 annual report.

## **ACCOUNTING POLICIES**

This interim report has been prepared in accordance with IAS 34, Interim Financial Reporting, and the Swedish Annual Accounts Act. For the parent company, RFR 2, Accounting for Legal Entities, of the Swedish Financial Reporting Board has been followed.

No other new or amended standards or interpretations have had any impact on the group's financial reports for 2015.



# **UPCOMING FINANCIAL REPORTING**

April 27, 2015 Annual General Meeting 2015

July 16, 2015 Interim Report January – June

October 22, 2015 Interim Report January - September

PartnerTech AB, April 23, 2015

Leif Thorwaldsson President and CEO

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Income statement, in summary	2015	2014	2014
Group (SEK million)	Q1	Q1	Jan-Dec
• • •			
Net sales	625.9	547.6	2,238.5
Cost of goods and services sold	-590.4	-523.0	-2,143.5
Gross profit	35.5	24.6	95.0
Gross margin	5.7%	4.5%	4.2%
Selling and administration costs	-28.0	-23.8	-106.8
Other operating income and costs, net*	-6.0	-0.2	-32.0
Operating profit	1.6	0.6	-43.8
Operating margin	0.2%	0.1%	-2.0%
Net financial income/expense	0.3	-1.0	-8.7
Profit/Loss after financial items	1.8	-0.5	-52.5
Profit margin	0.3%	-0.1%	-2.3%
Taxes	-4.2	-1.7	-2.3
Profit/Loss for the period	-2.4	-2.2	-54.8
Net margin	-0.4%	-0.4%	-2.4%
Depreciation and write downs included in Operating profit	10.9	10.9	54.7
Earnings per share before dilution, SEK	-0.19	-0.17	-4.33
Earnings per share after dilution, SEK	-0.19	-0.17	-4.33
The Profit/loss for the period is 100% attributable to the parent company's shareholders.			

 $<sup>^{\</sup>star}\text{The amount for the full year 2014 includes restructuring costs of SEK 22 million and a Goodwill write down of SEK 9 million.}$ 

Statement of comprehensive income	2015	2014	2014
Group (SEK million)	Q1	Q1	Jan-Dec
Profit/Loss for the period	-2.4	-2.2	-54.8
Components to be reclassified to net profit:			
Exchange rate differences arising on translation of foreign			
operations	11.6	-1.3	16.8
Actuarial gains/loses	0.0	0.0	-4.3
Other comprehensive income, net of tax	11.6	-1.3	12.5
Total comprehensive income for the period	9.2	-3.5	-42.3
The comprehensive income for the period is 100% attributable to the parent company's shareholders.			

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The comprehensive income for the period i	s 100% attributable to the parent c	company s snarenoiders.

Changes in equity	2015	2014	2014
Group (SEK million)	Q1	Q1	Jan-Dec
Opening balance	418.2	466.9	466.9
Changes in equity			
Dividend	-	-	-6.3
Comprehensive income for the period	9.2	-3.5	-42.3
Closing balance	427.4	463.4	418.2
Number of shares at end of period (thousands)	12,665	12,665	12,665
Average number of shares in the period (thousands)	12,665	12,665	12,665
Equity per share, SEK	33.74	36.59	33.02
Equity is 1000/ attributable to the parent company's shareholders	•		

Equity is 100% attributable to the parent company's shareholders.



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Balance sheet, in summary	2015	2014	2014
Group (SEK million)	31 Mar	31 Mar	31 Dec
Assets			
Intangible assets	129.0	131.6	124.9
Tangible assets	179.9	186.6	176.9
Financial assets	0.2	0.2	0.2
Other non-current assets	28.0	21.4	25.2
Total non-current assets	337.1	339.8	327.2
Inventories	442.2	328.9	416.4
Accounts receivable	432.8	411.7	470.0
Other current receivables	61.3	56.7	57.5
Cash and bank balances	17.1	29.3	25.3
Total current assets	953.4	826.6	969.2
Total assets	1,290.5	1,166.4	1,296.4
Liabilities and shareholders' equity			
Charabaldard aguitu	427.4	400.4	440.0
Shareholders' equity	427.4	463.4	418.2
Interest hearing liabilities	10.9	23.2	12.9
Interest-bearing liabilities Other provisions	21.8	23.2 16.0	21.0
Total long-term liabilities	32.8	<b>39.3</b>	33.9
Total long-term habilities	32.0	33.3	33.3
Interest-bearing liabilities	269.7	204.5	275.4
Accounts payable	415.4	331.3	433.3
Other current liabilities	144.1	126.8	134.5
Other provisions	1.1	1.1	1.1
Total current liabilities	830.3	663.8	844.3
Total liabilities and shareholders' equity	1,290.5	1,166.4	1,296.4
Equity is 100% attributable to the parent company's shareholders.			
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Cash flow statement, in summary	2015	2014	2014
Group (SEK million)	Q1	Q1	Jan-Dec
Operating profit	1.6	0.6	-43.8
Items in operating profit not impacting cash flow as well	0.7	7.0	54.0
as interests and taxes	6.7	7.9	51.3
Change in funds tied up in operations	4.6	-21.0	-54.8
Cash flow operating activities	12.9	-12.6	-47.3
	0.0	2.0	22.1
Cash flow investing activities	-9.9	-2.8	-22.1
Cash flow after investments	3.1	-15.3	-69.5
Cash flow financing activities	-12.1	-14.0	21 5
Cash flow financing activities	-12.1 0.8	-14.0 -0.1	34.5 1.5
Translation differences in liquid assets  Change in liquid assets	- <b>8.2</b>	-0.1 <b>-29.4</b>	-33.4
Change in Inquia assets	-0.2	-23.4	-33.4
Cash flow per share, SEK	-0.65	-2.32	-2.64
Oddit now per dilate, OLIX	-0.03	-2.52	-2.04



Income statement, in summary	2015	2014	2014
Parent company (SEK million)	Q1	Q1	Jan-Dec
Net sales	24.2	22.4	56.9
Cost of services sold	-	_	
Gross profit	24.2	22.4	56.9
Selling and administration costs	-15.2	-15.9	-61.8
Other operating income and costs, net	0.0	0.0	-0.3
Operating profit	9.0	6.5	-5.2
Net financial income/expense	1.5	2.2	-46.7
Profit/Loss after financial items	10.5	8.6	-52.0
Appropriations			17.6
Appropriations Taxes	-2.6	-1.9	-3.2
Profit/Loss for the period	<b>8.0</b>	6.7	-37.6
Statement of comprehensive income	2015	2014	2014
Parent company (SEK million)	2013 Q1	Q1	Jan-Dec
		·	
Profit/Loss for the period	8.0	6.7	-37.6
Other comprehensive income, net of tax:			
Fair value reserve	-0.6	0.0	4.4
Total comprehensive income for the period	7.4	6.8	-33.2
Balance sheet, in summary	2015	2014	2014
Parent company (SEK million)	Q1	Q1	Jan-Dec
Assets			
Intendible coacts	1.6		0.4
Intangible assets Tangible assets	0.1	0.2	0.4
•	535.9	0.2 540.6	536.7
Financial assets			
Other non-current assets  Total non-current assets	0.0 <b>537.6</b>	0.0 <b>540.8</b>	0.0 <b>537.3</b>
	30110	0.0.0	00.10
Other current receivables	197.3	82.5	161.8
Cash and bank balances	0.0	18.5	6.3
Total current assets	197.3	101.1	168.1
Total assets	734.9	641.9	705.4
Liabilities and shareholders' equity			
Shareholders' equity	431.5	470.4	424.1
	10110		
Interest-bearing liabilities	0.0	2.8	0.0
	0.0	2.8	0.0
Total long-term liabilities			
Interest-bearing liabilities	44.1	2.8	
Interest-bearing liabilities Accounts payable	7.8	5.2	7.5
Interest-bearing liabilities Accounts payable Other current liabilities	7.8 251.5	5.2 160.8	7.5 206.7
Interest-bearing liabilities Accounts payable	7.8	5.2	67.1 7.5 206.7 <b>281.2</b>
Interest-bearing liabilities Accounts payable Other current liabilities	7.8 251.5	5.2 160.8	7 206



## PartnerTech's Market Areas



#### INFORMATION TECHNOLOGY

Customers in this area are fueled by rapid technological progress, and PartnerTech often receives major orders for production of advanced, encapsulated electronics (box build assembly. The short life cycles that frequently characterize the products require short time-to-market and ramp-up to large-scale production, for which Poland or China are perfectly suited.



#### **INDUSTRY**

Customers in this area are linked to industry and are spread throughout a number of different sectors. PartnerTech's main assignments are products and subsystems for most industrial applications, such as operator panels and power & range control units. The company's established supply chain in Asia, Europe and the United States is well adapted to the growing need for final assembly at the regional level, along with the area's stringent requirements when it comes to durability, flexibility and cost-effectiveness.



## **CLEANTECH**

The expanding CleanTech market area reflects the direction of public policy and regulations. Customers outsource both components and systems and are increasingly demanding regional production. PartnerTech's skills and experience in mechanics, electronics and systems integration provide a solid foundation for production, and customers often take advantage of the company's integrated expertise.



## **MEDTECH & INSTRUMENTATION**

Customers in this area are subject to strict technical, regulatory and safety standards. PartnerTech, which possesses far-reaching skills in the development and production of medical devices and instruments, meets both basic standards and industry-specific requirements such as ISO 13485. The company has also delivered to the U.S. market for many years and is well acquainted with FDA requirements.



# **DEFENSE & MARITIME**

The products of customers in this area, such as the oil industry and maritime applications, are often designed for inaccessible and demanding environments in which quality, safety and security are crucial. PartnerTech typically manufactures components and subsystems characterized by precise tolerance, quality and traceability requirements. Customer relationships tend to be long-term. PartnerTech meets AS 9100 and a number of other industry-specific standards.



# POINT OF SALES APPLICATIONS

Strict technical requirements for product function represent a distinctive feature of this area. Users demand a high level of accessibility and cannot afford to lose bills, coins or other valuables due to equipment that is out of order. Thus, superior technical solutions and production quality are vital. PartnerTech has many years of experience and skills when it comes to developing and manufacturing products with large mechatronic content. Customers often outsource production of complete systems.

# **DEFINITIONS**

Operating margin Operating profit/loss as a percentage of net sales

Profit margin Profit/loss after net financial income/expense, as a percentage of net sales

Return on operating capital Operating profit/loss, as a percentage of average operating capital

Return on equity Net profit/loss as a percentage of average equity

Working capital Operating capital less intangible and tangible non-current assets

Operating capital Total assets less financial assets, other non-current assets, current tax assets,

financial derivatives and cash and cash equivalents, and less non-interestbearing liabilities (excluding tax liabilities, financial derivatives and provisions)

Interest-bearing net debt Interest-bearing liabilities less cash and cash equivalents

Annual capital turnover ratio 
Net sales divided by average operating capital

Equity/assets ratio Equity as a percentage of total assets