## CONCENTRIC INTERIM REPORT

JANUARY - MARCH 2015
First quarter of 2015: Solid results strengthened by currency gains

- Net sales for Q1, excluding Alfdex: MSEK 623 (496) - up $\mathbf{1 \%}$ year-on-year, after adjusting for

- Operating income for Q1: MSEK 117 (77), including negative goodwill of MSEK 15 (nil) recognised on acquisition of GKN Pumps - operating margin of $18.8 \%$ (15.5)
- Earnings after tax for Q1: MSEK 89 (53) - basic and diluted EPS of SEK 2.10 (1.20)
- Group's net debt for Q1: MSEK 630 (343) - gearing ratio of $84 \%$ (40)

| Key Figures - Group | Jan-Mar |  |  | Apr-Mar | Jan-Dec |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Amounts in MSEK | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | Change | $\mathbf{2 0 1 4 / 1 5}$ | $\mathbf{2 0 1 4}$ |
| Net sales | $\mathbf{6 2 3}$ | $\mathbf{4 9 6}$ | $\mathbf{2 6 \%}$ | $\mathbf{2 , 2 0 5}$ | $\mathbf{2 , 0 7 8}$ |
| Operating income before items affecting comparability | 102 | 77 | $32 \%$ | 358 | 333 |
| Operating income | $\mathbf{1 1 7}$ | $\mathbf{7 7}$ | $\mathbf{5 2 \%}$ | $\mathbf{3 7 3}$ | $\mathbf{3 3 3}$ |
| Earnings before tax | 114 | 70 | $63 \%$ | 360 | 316 |
| Net income for the period | $\mathbf{8 9}$ | $\mathbf{5 3}$ | $\mathbf{6 8 \%}$ | $\mathbf{2 7 7}$ | $\mathbf{2 4 1}$ |
| Cash flow from operating activities | 63 | 65 | $-3 \%$ | 338 | 340 |
| Net debt | $\mathbf{6 3 0}$ | $\mathbf{3 4 3}$ | $\mathbf{8 4 \%}$ | $\mathbf{6 3 0}$ | $\mathbf{5 2 8}$ |
|  |  |  |  |  |  |
| Operating margin before items affecting comparability, \% | 16.3 | 15.5 | 0.8 | 16.2 | 16.0 |
| Operating margin, \% | $\mathbf{1 8 . 8}$ | $\mathbf{1 5 . 5}$ | $\mathbf{3 . 3}$ | $\mathbf{1 6 . 9}$ | $\mathbf{1 6 . 0}$ |
| Return on equity, \% | 34.4 | 27.7 | 6.7 | 34.4 | 29.6 |
| Basic EPS before items affecting comparability, SEK | 1.75 | 1.20 | 0.55 | 6.09 | 5.54 |
| Basic EPS, SEK | $\mathbf{2 . 1 0}$ | $\mathbf{1 . 2 0}$ | $\mathbf{0 . 9 0}$ | $\mathbf{6 . 4 4}$ | $\mathbf{5 . 5 4}$ |
| Diluted EPS, SEK | 2.10 | 1.20 | 0.90 | 6.42 | 5.53 |
| Gearing ratio, \% | $\mathbf{8 4}$ | $\mathbf{4 0}$ | $\mathbf{4 4}$ | $\mathbf{8 4}$ | $\mathbf{6 5}$ |

## President and CEO, David Woolley, comments on interim report for Q1 2015:

"The group's solid performance in the first quarter of 2015 was strengthened by significant translational currency gains derived from the relative weakness of the Swedish Krona. Underlying sales for the first quarter of 2015, excluding the impact of currency and the GKN Pumps acquisition, were up $1 \%$ year-on-year, in line with the published indices for our end-markets. Across most of our end-markets, the outlook in North America remained positive and, although Europe was flat, Concentric enjoyed further structural growth from the ramp up of Euro VI platforms. However, the weak demand in the global agricultural machinery market has continued.

Linked to the strong currency impact, the group's underlying EBIT margin for the first quarter improved to $16.3 \%$ (15.5). As the fair value of the net assets acquired with the GKN pumps business exceeded the purchase price, negative goodwill of MSEK 15 was also recognised in the first quarter, which increased the reported operating margin to $18.8 \%$. In addition, we expect to book integration costs in respect of GKN pumps during the second quarter of 2015 which should not exceed the value of this negative goodwill.

Looking forward, the orders received, and expected to be fulfilled during the second quarter of 2015, were in line with the sales levels of the first quarter of 2015, indicating stable end-customer demand.

Concentric remains well positioned, both financially and operationally, to fully leverage our market opportunities."

## Key business events in first quarter of 2015:

2-Feb-15 Concentric completes acquisition of GKN Sinter Metals de Argentina SA ("GKN Pumps"), a supplier of engine pumps in South America, strengthening Concentric's presence in the region.

Net sales and operating income - Group

| Key Figures - Group | Jan-Mar |  |  | Apr-Mar | Jan-Dec |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Amounts in MSEK | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | Change | $\mathbf{2 0 1 4 / 1 5}$ | $\mathbf{2 0 1 4}$ |
|  |  |  |  |  |  |
| Net sales | 623 | 496 | $26 \%$ | 2,205 | 2,078 |
| Operating income before items affecting comparability | 102 | 77 | $32 \%$ | 358 | 333 |
| Operating income | 117 | 77 | $52 \%$ | 373 | 333 |
| Earnings before tax | 114 | 70 | $63 \%$ | 360 | 316 |
| Net income for the period | 89 | 53 | $68 \%$ | 277 | 241 |
|  |  |  |  |  |  |
| Operating margin before items affecting comparability, \% | 16.3 | 15.5 | 0.8 | 16.2 | 16.0 |
| Operating margin, \% | 18.8 | 15.5 | 3.3 | 16.9 | 16.0 |
| ROCE before items affecting comparability, \% | 28.2 | 26.0 | 2.2 | 28.2 | 27.1 |
| ROCE, \% | 29.3 | 26.0 | 3.3 | 29.3 | 27.1 |

Sales for the first quarter were MSEK 623 (496), up $26 \%$ year-on-year in absolute terms. Adjusting for the impact of currency $(+21 \%)$ and the acquisition of GKN Pumps $(+4 \%)$, sales for the first quarter were up $1 \%$. The Group's average sales per working day for the first quarter, excluding the acquisition of GKN Pumps, increased significantly year-on-year to MSEK 9.6 (7.9), due principally to the positive currency affect arising from the relatively weak Swedish Krona.

Operating income for the first quarter amounted to MSEK 117 (77), including income of MSEK 15 (nil) which was recognised in respect of the negative goodwill arising on the acquisition of GKN Pumps. As a result, the reported operating margin for the first quarter improved to $18.8 \%$ (15.5). Adjusting for the negative goodwill, the operating margin before items affecting comparability for the first quarter improved to $16.3 \%$ (15.5).

## Net financial items

Net financial expenses incurred for the first quarter amounted to MSEK 3 (7), comprising net exchange gains of MSEK 2 (loss 1), interest on loans and commission relating to commitments of unutilized credit facilities and other interest payable of MSEK 0 (2) and net financial expenses in respect of net pension liabilities of MSEK 5 (4). Accordingly, consolidated income before taxation amounted to MSEK 114 (70) for the first quarter.

## Taxes

Tax expenses for the first quarter amounted to MSEK 25 (17), with an effective tax rate for the first quarter of $22 \%(24 \%)$. Adjusting earnings before tax for MSEK 15 of negative goodwill which had no related tax entries, the underlying effective tax rate for the first quarter was $25 \%$. Any movements in the group's underlying effective annual tax rate largely reflect the change in mix of taxable earnings and the change in corporate tax rates applicable across the various tax jurisdictions in which the group operates.

## Net income and Earnings per share

Earnings after taxation for the first quarter amounted to MSEK 89 (53). The basic earnings per share before items affecting comparability for the first quarter amounted to SEK 1.75 (1.20). The reported basic and diluted earnings per share for the first quarter amounted to SEK 2.10 (1.20).

## Segment reporting

The Americas segment comprises the Group's operations in the USA and South America. As our operations in India and China remain relatively small in comparison to our Western facilities, Europe \& RoW continues to be reported as a single combined segment, in line with our management structure, comprising the Group's operations in Europe (including the proportional consolidation of Alfdex), India and China.

The evaluation of an operating segment's earnings is based upon its operating income or EBIT. Financial assets and liabilities are not allocated to segments.

## Net sales and operating income - Americas

| Americas | Jan-Mar |  |  | Apr-Mar | Jan-Dec |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Amounts in MSEK | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | Change | $\mathbf{2 0 1 4 / 1 5}$ | $\mathbf{2 0 1 4}$ |
| External net sales | 331 | 246 | $35 \%$ | 1,118 | 1,033 |
| Operating income before items affecting comparability | 45 | 38 | $18 \%$ | 164 | 157 |
| Operating income | 60 | 38 | $58 \%$ | 179 | 157 |
|  |  |  |  |  |  |
| Operating margin before items affecting comparability, \% | 13.6 | 15.3 | -1.7 | 14.7 | 15.2 |
| Operating margin, \% | 18.2 | 15.3 | 2.9 | 16.0 | 15.2 |
| ROCE before items affecting comparability, \% | 50.1 | 45.2 | 4.9 | 50.1 | 49.9 |
| ROCE, \% | 54.7 | 45.2 | 9.5 | 54.7 | 49.9 |

External sales were down $1 \%$ year-on-year for the first quarter, after adjusting for currency ( $+29 \%$ ) and the acquisition of GKN Pumps ( $+7 \%$ ), with the weak demand for agricultural machinery largely offset by the improvement in the medium and heavy duty truck market. The average external sales per working day for the first quarter, excluding the acquisition of GKN Pumps, increased significantly year-on-year to MSEK 5.1 (4.0), due principally to the positive currency affect arising from the relatively weak Swedish Krona.
Operating income for the first quarter amounted to MSEK 60 (38), including income of MSEK 15 (nil) which was recognised in respect of the negative goodwill arising on the acquisition of GKN Pumps. As a result, the operating margin based on external sales increased to $18.2 \%$ (15.3). Adjusting for the negative goodwill, the operating margin before items affecting comparability was $13.6 \%$ (15.3). The regional results for the first quarter also included net sales of GKN Pumps for the two months ended 31 March 2015 of MSEK 18 which generated an operating loss of MSEK 1. Therefore, the underlying operating margin for the first quarter, excluding the acquisition of GKN Pumps entirely, was $14.7 \%$ (15.3).

## Net sales and operating income - Europe \& RoW

| Europe \& RoW | Jan-Mar |  |  | Apr-Mar | Jan-Dec |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Amounts in MSEK | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | Change | $\mathbf{2 0 1 4 / 1 5}$ | $\mathbf{2 0 1 4}$ |
| External net sales (including Alfdex) | 339 | 289 | $17 \%$ | 1,253 | 1,203 |
| Operating income | 58 | 40 | $45 \%$ | 200 | 182 |
|  |  |  |  |  |  |
| Operating margin, \% | 17.0 | 14.0 | 3.0 | 16.0 | 15.1 |
| ROCE, \% | 21.1 | 19.0 | 2.1 | 21.1 | 20.0 |

External sales for the first quarter, including Concentric's $50 \%$ share of the revenues attributable to Alfdex, were up $6 \%$ year-on-year, after adjusting for the impact of currency ( $+11 \%$ ). As a result, the average external sales per working day for the first quarter, including $50 \%$ of Alfdex, increased year-on-year to MSEK 5.3 (4.5), including the positive currency affect arising from the relatively weak Swedish Krona.
Operating income, including Concentric's $50 \%$ share of the operating income attributable to Alfdex, amounted to MSEK 58 (40) for the first quarter. This increase in operating income year-on-year represented a dropthrough rate of $35 \%$ based upon the higher external sales value. As a result, the operating margin for the first quarter improved to $17.0 \%$ (14.0).

## Market development

The market information detailed below pertaining to diesel engines is based on statistics from Power Systems Research. The market information pertaining to hydraulics products is based on statistics from Off-Highway Research for construction equipment and the International Truck Association for lift trucks.

| End-markets \& Regions | Q1-15 vs. Q1-14 |  |  | FY-15 vs. FY-14 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | North America | Europe | China/ India | North America | Europe | China/ India |
| Agricultural machinery |  |  |  |  |  |  |
| Diesel engines | -9\% | -11\% | -10\% | -8\% | -3\% | 2\% |
| Construction equipment |  |  |  |  |  |  |
| Diesel engines | 6\% | -1\% | -8\% | 7\% | -1\% | 1\% |
| Hydraulic equipment | 7\% | 3\% | n/a | 7\% | 3\% | n/a |
| Trucks |  |  |  |  |  |  |
| Light vehicles | 3\% | n/a | n/a | 4\% | n/a | n/a |
| Medium/Heavy vehicles | 8\% | 1\% | -8\% | 9\% | 1\% | 0\% |
| Industrial Applications |  |  |  |  |  |  |
| Other Off-highway | -1\% | 1\% | -6\% | 0\% | 2\% | 3\% |
| Hydraulic lift trucks | 5\% | 2\% | n/a | 3\% | 2\% | n/a |

Source: Q1 2015 updates received from Power Systems Research, Off-Highway Research and the International Truck Association for lift trucks
The published market indices for the first quarter appear broadly in line with Concentric's actual sales and order experience for Q1 2015. As noted in previous quarters, movements in the market indices tend to lag our order intake experience by 3-6 months.

## North American end-markets

- Latest market indices report diesel engines for the first quarter were up again in most end-markets year-on-year, with medium and heavy trucks showing the strongest growth levels. The exception being the agricultural machinery market which remains depressed. Overall, the latest market indices are broadly consistent with Concentric's actual sales of engine products in North America for the first quarter.
- Latest market indices for hydraulic products, typically used later in the production cycle, were also up year-on-year for the first quarter, with both construction equipment and lift trucks for material handling showing strong growth. This continues to be in contrast with Concentric's actual sales of hydraulic products in North America which were down 9\% year-on-year for the first quarter. This, in part, reflects the agricultural machinery market trend, with sales to John Deere down $21 \%$ year-on-year for the first quarter.


## European end-markets

- Market indices for the production of diesel engines during the first quarter were broadly flat year-onyear, consistent with Concentric's actual sales of engine products in Europe. In addition, Concentric continued to enjoy further structural growth from the ramp up of Euro VI platforms.
- Demand for hydraulic products in European end-markets remained relatively stable for both construction equipment and lift trucks for the first quarter, in line with Concentric's actual sales.


## Emerging end-markets

- Latest market indices for both India and China were down year-on-year across all end markets. This was consistent with Concentric's sales although these markets only represent c. $5 \%$ of the group's total revenues.


## Seasonality

Each end-market will have its own seasonality profile based on the end-users, e.g. sales of Agricultural machinery will be linked to harvest periods in the Northern and Southern hemispheres. However, there is no significant seasonality in the demand profile of Concentric's customers and, therefore, the most significant driver is actually the number of working days in the quarter.

The weighted average number of working days in the first quarter was 63 (63) for the Group, with an average of 61 (62) working days for the Americas region and 64 (64) working days for the Europe \& RoW region.

| Consolidated sales development | Q1-15 vs. Q1-14 |  |  | FY-15 vs. FY-14 |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Americas |  <br> ROW | Group | Americas |  <br> ROW | Group |
| Blended market rates 1) | $4 \%$ | $-1 \%$ | $\mathbf{1 \%}$ | $4 \%$ | $1 \%$ | $\mathbf{2 \%}$ |
| Concentric actual rates 2) | $-1 \%$ | $6 \%$ | $\mathbf{3 \%}$ |  |  |  |

1) Based on latest market indices blended to Concentric's mix of end-markets and locations
2) Based on actual sales in constant currency, including Alfdex but excluding the impact of GKN Pumps

Overall, market indices suggest production rates, blended to the Group's end-market and regions, were up $1 \%$ year-on-year for the first quarter and they predict rates will be up $2 \%$ year-on-year for the full year. This compares to Concentric's actual sales for the first quarter, including revenues attributable to Alfdex, which were up 3\% year-on year, adjusting for currency and the acquisition of GKN Pumps.

## Cash flow

The reported cash inflow from operating activities for the first quarter amounted to MSEK 63 (65), which represents SEK 1.49 (1.47) per share.
In addition, the group also received MSEK 10 (12) cash in respect of the declared dividend of MSEK 12 (12) in the first quarter from its $50 \%$ ownership in the joint-venture company, Alfdex AB.

## Net investments in fixed assets

The Group's investments in plant and equipment amounted to MSEK 4 (5) for the first quarter. In addition, the group also made property divestments of MSEK 3 (0) related to the completion of the sale of the Group's vacant freehold property in Skånes Fagerhult, Sweden, at book value in the first quarter.
On 30 January 2015, Concentric completed the acquisition of GKN Sinter Metals de Argentina SA ("GKN Pumps"). The total net cash flow relating to the investment in GKN Pumps of MSEK 10 comprised the cash purchase consideration of MSEK 20 plus acquisition-related expenses of MSEK 2, less the cash balances acquired of MSEK 12. Further details of the acquisition are provided below.

## Financial position

The carrying amount of financial assets and financial liabilities are considered to be reasonable approximations of their fair values. Financial instruments carried at fair value on the balance sheet consist of derivative instruments. As of 31 March, 2015 the fair value of derivative instruments that were assets was MSEK 9 (4), and the fair value of derivative instruments that were liabilities was MSEK 0 ( 0 ). These fair value measurements belong in level 2 in the fair value hierarchy.

Following a review of the actuarial assumptions used to value the Group's defined benefit pension plans, further actuarial losses of MSEK 144 (nil) have been recognised in net pension liabilities at the end of the first quarter, largely related to movements in the respective discount and inflation rates applied. These losses are in addition to MSEK 127 of actuarial losses that were recognised as part of the year-end valuation undertaken at 31 December 2014.

As a result, the Group's net debt at 31 March was MSEK 630 (342), comprising bank loans and corporate bonds of MSEK 179 (178) and net pension liabilities of MSEK 737 (400), net of cash amounting to MSEK 286 (237).

A dividend of SEK 3.00 per share, totaling MSEK 127, in respect of the 2014 financial year was approved at the Annual General Meeting held on 26 March 2015 and settled on 2 April 2015.

Shareholders' equity amounted to MSEK 748 (848), resulting in a gearing ratio of $84 \%$ (40) at the end of the first quarter.

## Employees

The average number of full-time equivalents employed by the group during the first quarter was $1,079(1,046)$.

## Parent Company

Net sales for the first quarter amounted to MSEK 6 (7), generating an operating income of MSEK 2 (4). The slight deterioration reflects the higher costs incurred for providing services rendered in the first quarter. The company also recorded the declared dividend amounting to MSEK 12 (12) from its $50 \%$ ownership in the jointventure company, Alfdex AB.
The cumulative net exchange rate losses and interest expenses for the first quarter amounted to MSEK 69 (gains 1) and MSEK 0 (2) respectively.

## Related-party transactions

The Parent Company is a related party to its subsidiaries and associated companies. Transactions with subsidiaries and associated companies occur on commercial market terms. No transactions have been carried out between Concentric AB and its subsidiary undertakings and any other related parties that had a material impact on either the company's or the group's financial position and results.

## Acquisitions

On 30 January 2015, Concentric completed the acquisition of the entire share capital of GKN Sinter Metals de Argentina SA ("GKN Pumps"), a supplier of engine pumps in South America, strengthening Concentric's presence in the region. GKN Pumps has a production facility in Chivilcoy, Argentina that will provide Concentric with an important foothold in the Mercosur trade bloc, thereby enabling further penetration of the South American market.

The fair values of the identifiable assets acquired and the liabilities assumed were determined as follows:

| Fair values - GKN Pumps acquisition Amounts in MSEK | Book values | Adjustments | Fair values |
| :---: | :---: | :---: | :---: |
| Cash | 20 | - | 20 |
| Total purchase consideration for shares in GKN Pumps | 20 | - | 20 |
| Other intangible fixed assets 1) <br> Tangible fixed assets 2) |  | -1 1 | 20 |
| Total fixed assets acquired <br> Inventories 2,3) <br> Current receivables <br> Cash and cash equivalents | 20 13 27 12 | 0 -2 | 20 11 27 12 |
| Total current assets acquired Short-term interest-bearing liabilities Other current liabilities 4) | 52 1 26 | -2 | 50 1 34 |
| Total current liabilities assumed | 27 | 8 | 35 |
| Net assets acquired | 45 | -10 | 35 |
| Negative goodwill arising on acquisition | -25 | 10 | -15 |

## Fair value adjustments

The fair value adjustments identified may be summarised as follows:

1) Writedown of intangible fixed assets to their net realisable value,
2) Reclassification of tooling from inventories to tangible fixed assets;
3) Writedown of consumables included in inventories, in line with Concentric's policies; and
4) Additional provisions for bonuses, legal claims, warranty and environmental remediation.

Given the history of trading losses for GKN Pumps, no corresponding deferred tax assets have been recognised in respect of these adjustments.

## Acquisition-related costs

In addition to the total purchase consideration for the shares in GKN Pumps shown above, acquisition-related legal and advisory costs of MSEK 2 were incurred and expensed in the income statement for the first quarter.

## Pre-acquisition trading results

The net sales of GKN Pumps for the year ended 31 December 2014 (excluded from Concentric's consolidated results for FY 2014) of MSEK 99 generated a loss at both an EBIT and net income level of MSEK 6, after the push back of fair value adjustments.
The net sales of GKN Pumps for January 2015 (excluded from Concentric's consolidated results for Q1 2015) of MSEK 6 generated a loss at both an EBIT and net income level of MSEK 1.

## Post-acquisition trading results

The net sales of GKN Pumps for the two months ended 31 March 2015 (included in Concentric's consolidated results for Q1 2015) of MSEK 18 generated a loss at both an EBIT and net income level of MSEK 1. In addition, a one-off income of MSEK 15 was recognised in the consolidated results of Concentric AB for the first quarter of 2015, in respect of the negative goodwill arising on the acquisition of GKN Pumps.

## Business overview

Descriptions of Concentric's business and its objectives, the driving forces it faces, its products, market position and the end-markets it serves, together with details on the business excellence programme are all presented in the 2014 Annual Report (http://www.concentricab.com/_downloads/AGM-2015/Concentric_AR_2014_ENG.pdf) on pages 6-23.

## Significant risks and uncertainties

All business operations involve risk - managed risk-taking is a condition of maintaining a sustainable profitable business. Risks may arise due to events in the world and can affect a given industry or market or can be specific to a single company or group. Concentric works continuously to identify, measure and manage risk, and in some cases Concentric is able to influence the likelihood that a risk-related event will occur. In cases in which such events are beyond Concentric's control, the aim is to minimise the consequences. The risks to which Concentric are exposed may be classified into four main categories:

- Industry and market risks - external related risks such as the cyclical nature of our end-markets, intense competition, customer relationships and the availability and prices of raw materials;
- Operational risks - such as constraints on the capacity and flexibility of our production facilities and human capital, product development and new product introductions, customer complaints, product recalls and product liability;
- Legal risks - such as the protection and maintenance of intellectual property rights and potential disputes arising from third parties; and
- Financial risks - such as liquidity risk, interest rate fluctuations, currency fluctuations, credit risk, management of pension obligations and the group's capital structure.
Concentric's Board of Directors and Senior management team have reviewed the development of these significant risks and uncertainties since the publication of the 2014 Annual Report and confirm that there have been no changes other than those comments made above in respect of the improving market development.

Please refer to the Risk and Risk Management section on pages 29-31 of the 2014 Annual Report (http://www.concentricab.com/downloads/AGM-2015/Concentric AR 2014 ENG.pdf) for further details.

## Events after the balance-sheet date

There were no significant post balance sheet events to report.

## Buy-back and Holdings of Own Shares

On 26 March 2015, the AGM resolved to retire 1,363,470 of the company's own repurchased shares. The retirement of shares has been carried out through a reduction of share capital with retirement of shares and a subsequent bonus issue to restore the share capital. Altogether, the resolution resulted in the number of shares outstanding being reduced by $1,363,470$ and the share capital being increased by SEK 41 . Consequently the company's total holdings of own shares at the end of the first quarter was $460,841(259,295)$, which represented $1.1 \%(0.6)$ of the total number of shares in issue of $42,852,500(44,215,970)$.
In addition, the AGM resolved to authorise the Board of Directors, during the period up to the next AGM in 2016, to resolve on buying back own shares so that the Company's holdings do not at any point exceed 10 percent of the total number of shares in issue. Acquisitions shall be made in cash and take place on NASDAQ OMX Stockholm, for the purpose of increasing the flexibility in connection with potential future corporate acquisitions, as well as to be able to improve the company's capital structure and to cover costs for, and enable delivery of shares under the company's LTI programmes.

## Basis of Preparation and Accounting policies

This interim report for the Concentric AB group is prepared in accordance with IAS 34 Interim Financial Reporting and applicable rules in the Annual Accounts Act. The report for the Parent Company is prepared in accordance with the Annual Accounts Act, Chapter 9 and applicable rules in RFR2 Accounting for legal entities.
The basis of accounting and the accounting policies adopted in preparing this interim report are consistent for all periods presented and comply with those policies stated in the 2014 Annual Report.
New standards, amendments and interpretations to existing standards that have been endorsed by the EU and adopted by the group
None of the IFRS and IFRIC interpretations endorsed by the EU are considered to have a material impact on the group.

## Purpose of report and forward-looking information

Concentric AB (publ) is listed on NASDAQ OMX Stockholm, Mid Cap. The information in this report is of the type that Concentric is required to disclose under the Swedish Securities Market Act. The information was submitted for publication at 8.00 am on 28 April, 2015. This report contains forward-looking information in the form of statements concerning the outlook for Concentric's operations. This information is based on the current expectations of Concentric's management, as well as estimates and forecasts. The actual future outcome could vary significantly compared with the information provided in this report, which is forward-looking, due to such considerations as changed conditions concerning the economy, market and competition.

## Future reporting dates

Interim Report January-June 2015
24 July, 2015
Interim Report January-September 2015
23 October, 2015

Stockholm, 28 April, 2015
Concentric AB (publ)

## David Woolley

President and CEO

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Corporate Registration Number 556828-4995
This Interim Report has not been audited.

## Consolidated Income Statement, in summary

|  | Jan-Mar |  | Apr-Mar  <br> Amounts in MSEK $\mathbf{2 0 1 5}$ <br> Jan-Dec  |  |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | 623 | 496 | 2,205 | 2,078 |
| Cost of goods sold | -451 | -361 | $-1,600$ | $-1,510$ |
| Gross income | $\mathbf{1 7 2}$ | $\mathbf{1 3 5}$ | $\mathbf{6 0 5}$ | $\mathbf{5 6 8}$ |
| Selling expenses | -23 | -14 | -91 | -82 |
| Administrative expenses | -37 | -29 | -124 | -116 |
| Product development expenses | -12 | -18 | -52 | -58 |
| Share of profit in joint venture, net of interest and tax | 5 | 3 | 14 | 12 |
| Other operating income and expenses | 12 | - | 21 | $\mathbf{9}$ |
| Operating income | $\mathbf{1 1 7}$ | $\mathbf{7 7}$ | $\mathbf{3 7 3}$ | $\mathbf{3 3 3}$ |
| Financial income and expense | -3 | -7 | -13 | -17 |
| Earnings before tax | $\mathbf{1 1 4}$ | $\mathbf{7 0}$ | $\mathbf{3 6 0}$ | $\mathbf{3 1 6}$ |
| Taxes | -25 | -17 | -83 | $-\mathbf{- 7 5}$ |
| Net income for the period | $\mathbf{8 9}$ | $\mathbf{5 3}$ | $\mathbf{2 7 7}$ | $\mathbf{2 4 1}$ |
| Basic earnings per share before items affecting comparability, SEK | 1.75 | 1.20 | 6.09 | 5.54 |
| Basic earnings per share, SEK | 2.10 | 1.20 | 6.44 | 5.54 |
| Diluted earnings per share, SEK | 2.10 | 1.20 | 6.42 | 5.53 |
| Basic average number of shares (000) | 42,392 | 43,957 | 43,035 | 43,421 |
| Diluted average number of shares (000) | 42,541 | 44,027 | 43,159 | 43,523 |

## Consolidated statement of comprehensive income

| Amounts in MSEK | Jan-Mar |  | $\begin{array}{r} \text { Apr-Mar } \\ 2014 / 15 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2014 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2015 | 2014 |  |  |
| Net income for the period | 89 | 53 | 277 | 241 |
| Other comprehensive income |  |  |  |  |
| Items that will not be reclassified to profit or loss: |  |  |  |  |
| Actuarial losses | -144 | - | -271 | -127 |
| Tax on actuarial losses | 39 | - | 72 | 33 |
| Items that may be reclassified subsequently to profit or loss: |  |  |  |  |
| Exchange rate differences related to liabilities to foreign operations | -69 | 1 | -178 | -108 |
| Tax arising from exchange rate differences related to liabilities to foreign operations | 15 | - | 39 | 24 |
| Cash-flow hedging | 7 | 5 | 6 | 4 |
| Tax arising from cash-flow hedging | -2 | -1 | -3 | -2 |
| Foreign currency translation differences | 128 | 7 | 352 | 231 |
| Total other comprehensive loss/income | -26 | 12 | 17 | 55 |
| Total comprehensive income | 63 | 65 | 294 | 296 |

## Consolidated Balance Sheet, in summary 1)

| Amounts in MSEK | $\begin{array}{r} 31 \text { Mar } \\ 2015 \end{array}$ | $\begin{array}{r} 31 \text { Mar } \\ 2014 \end{array}$ | $\begin{array}{r} 31 \text { Dec } \\ 2014 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Goodwill | 649 | 537 | 612 |
| Other intangible fixed assets | 345 | 325 | 335 |
| Tangible fixed assets | 213 | 182 | 194 |
| Share of net assets in joint venture | 14 | 17 | 26 |
| Deferred tax assets | 213 | 128 | 165 |
| Long-term receivables | 4 | 4 | 4 |
| Total fixed assets | 1,438 | 1,193 | 1,336 |
| Inventories | 246 | 208 | 222 |
| Current receivables | 385 | 279 | 273 |
| Cash and cash equivalents | 286 | 237 | 235 |
| Total current assets | 917 | 724 | 730 |
| Total assets | 2,355 | 1,917 | 2,066 |
| Total Shareholders' equity | 748 | 848 | 811 |
| Pensions and similar obligations | 737 | 400 | 568 |
| Deferred tax liabilities | 63 | 88 | 64 |
| Long-term interest-bearing liabilities | 177 | 178 | 3 |
| Other long-term liabilities | 12 | 4 | 5 |
| Total long-term liabilities | 989 | 670 | 640 |
| Short-term interest-bearing liabilities | 2 | 0 | 192 |
| Dividend declared not yet paid | 127 | - | - |
| Other current liabilities | 489 | 399 | 423 |
| Total current liabilities | 618 | 399 | 615 |
| Total equity and liabilities | 2,355 | 1,917 | 2,066 |

1) The carrying amount of financial assets and financial liabilities are considered reasonable approximations of their fair values. Financial instruments carried at fair value on the balance sheet consist of derivative instruments. As of 31 March, 2015 the fair value of derivative instruments that were assets was MSEK 9 (4), and the fair value of derivative instruments that were liabilities was MSEK 0 (0). These fair value measurements belong in level 2 in the fair value hierarchy.

Consolidated changes in shareholders' equity, in summary

|  | $\mathbf{3 1}$ Mar | $\mathbf{3 1} \mathbf{M a r}$ | $\mathbf{3 1}$ Dec |
| :--- | ---: | ---: | ---: |
| Amounts in MSEK | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ |
| Opening balance | $\mathbf{8 1 1}$ | $\mathbf{7 8 3}$ | $\mathbf{7 8 3}$ |
| Net income for the period | 89 | 53 | 241 |
| Other comprehensive loss/income | -26 | 12 | 55 |
| Total comprehensive income | $\mathbf{6 3}$ | $\mathbf{6 5}$ | $\mathbf{2 9 6}$ |
| Dividend | -127 | - | $\mathbf{- 1 2 1}$ |
| Own share buy-backs | - | - | -148 |
| Long-term incentive plan | 1 | $\mathbf{-}$ | 1 |
| Closing balance | $\mathbf{7 4 8}$ | $\mathbf{8 4 8}$ | $\mathbf{8 1 1}$ |

## Consolidated cash flow statement, in summary

| Amounts in MSEK | Jan-Mar |  | $\begin{array}{r} \text { Apr-Mar } \\ \text { 2014/15 } \end{array}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2014 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2015 | 2014 |  |  |
| Earnings before tax | 114 | 70 | 360 | 316 |
| Reversal of depreciation, goodwill and fixed asset write-downs | 7 | 23 | 67 | 83 |
| Reversal of share of profit in joint venture | -5 | -3 | -14 | -12 |
| Reversal of other non-cash items | 7 | 2 | 22 | 17 |
| Taxes paid | -26 | -7 | -121 | -99 |
| Cash flow from operating activities before changes in working capital | 97 | 85 | 314 | 305 |
| Change in working capital | -34 | -20 | 24 | 35 |
| Cash flow from operating activities | 63 | 65 | 338 | 340 |
| Investments in subsidiaries 1) | -10 | - | -10 | - |
| Net investments in property, plant and equipment | -1 | -5 | -21 | -25 |
| Cash flow from investing activities | -11 | -5 | -31 | -25 |
| Dividends paid | - | - | -121 | -121 |
| Dividends received from joint venture | 10 | 12 | 10 | 12 |
| Buy-back of own shares | - | - | -148 | -148 |
| New loans | 178 | - | 194 | 16 |
| Repayment of loans | -194 | -18 | -195 | -19 |
| Pension payments and other cash flows from financing activities | -11 | -11 | -43 | -39 |
| Cash flow from financing activities | -17 | -17 | -299 | -299 |
| Cash flow for the period | 35 | 43 | 8 | 16 |
| Cash and bank assets, opening balance | 235 | 193 | 237 | 193 |
| Exchange-rate difference in cash and bank assets | 16 | 1 | 41 | 26 |
| Cash and bank assets, closing balance | 286 | 237 | 286 | 235 |

1) The total net cash outflow relating to the investment in GKN Pumps of MSEK 10 comprised the cash purchase consideration of MSEK 20 plus acquisition-related expenses of MSEK 2, less the cash balances acquired of MSEK 12.

## Data per Share

|  | Jan-Mar |  | Apr-Mar <br> $\mathbf{2 0 1 4 / 1 5}$ | Jan-Dec <br> $\mathbf{2 0 1 4}$ |
| :--- | ---: | ---: | ---: | ---: |
| Basic earnings per share before items affecting comparability, SEK | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | 1.75 | 6.09 |
| Basic earnings per share, SEK | 2.10 | 5.54 |  |  |
| Diluted earnings per share, SEK | 2.10 | 1.20 | 6.44 | 5.54 |
| Equity per share, SEK | 17.64 | 19.29 | 6.42 | 5.53 |
| Cash-flow from current operations per share, SEK | 1.49 | 1.47 | 7.64 | 19.13 |
| Basic weighted average no. of shares (000's) | 42,392 | 43,957 | 43,035 | 43,421 |
| Diluted weighted average no. of shares (000's) | 42,541 | 44,027 | 43,159 | 43,523 |
| Number of shares at period-end (000's) | 42,392 | 43,957 | 42,392 | 42,392 |

## Key figures

|  | Jan-Mar |  | Apr-Mar <br> $\mathbf{2 0 1 4 / 1 5}$ | Jan-Dec <br> $\mathbf{2 0 1 4}$ |
| :--- | ---: | ---: | ---: | ---: |
| Sales growth, \% | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | 26 | 18 |
| Sales growth, constant currency, \% 1) | 1 | 9 | 14 | 12 |
| EBITDA margin, \% | 19.9 | 20.2 | 20.0 | 20.0 |
| Operating margin before items affecting comparability, \% | 16.3 | 15.5 | 16.2 | 16.0 |
| Operating margin, \% | 18.8 | 15.5 | 16.9 | 16.0 |
| Capital Employed, MSEK | 1,397 | 1,202 | 1,397 | 1,278 |
| ROCE before items affecting comparability, \% | 28.2 | 26.0 | 28.2 | 27.1 |
| ROCE, \% | 29.3 | 26.0 | 29.3 | 27.1 |
| ROE, \% | 34.4 | 27.7 | 34.4 | 29.6 |
| Working Capital, MSEK | 141 | 89 | 141 | 72 |
| Working capital as a \% of annual sales | 6.4 | 4.6 | 6.4 | 3.5 |
| Net Debt, MSEK | 630 | 342 | 630 | 528 |
| Gearing ratio, \% | 84 | 40 | 84 | 65 |
| Net investments in PPE | 1 | 5 | 21 | 25 |
| R\&D, \% | 1.9 | 3.6 | 2.4 | 2.8 |
| Number of employees, average | 1,079 | 1,046 | 1,044 | 1,036 |

1) Also excludes the impact of any acquisitions or divestments in that period.

## Consolidated income statement in summary, by type of cost

| Amounts in MSEK | Jan-Mar |  | Apr-Mar | Jan-Dec |
| :---: | :---: | :---: | :---: | :---: |
|  | 2015 | 2014 | 2014/15 | 2014 |
| Net sales | 623 | 496 | 2,205 | 2,078 |
| Direct material costs | -321 | -260 | -1,156 | -1,095 |
| Personnel costs | -121 | -98 | -422 | -399 |
| Depreciation, goodwill and fixed asset write-downs | -7 | -23 | -67 | -83 |
| Share of profit in joint venture, net of tax | 5 | 3 | 14 | 12 |
| Other operating income and expenses | -62 | -41 | -201 | -180 |
| Operating income | 117 | 77 | 373 | 333 |
| Financial income and expense | -3 | -7 | -13 | -17 |
| Earnings before tax | 114 | 70 | 360 | 316 |
| Taxes | -25 | -17 | -83 | -75 |
| Net income for the period | 89 | 53 | 277 | 241 |

## Consolidated Income Statement in summary, per quarter

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Amounts in MSEK | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ |
| Net sales | 623 | 535 | 520 | 527 | 496 | 468 | 496 | 472 |
| Cost of goods sold | -451 | -388 | -379 | -381 | -361 | -347 | -368 | -342 |
| Gross income | $\mathbf{1 7 2}$ | $\mathbf{1 4 7}$ | $\mathbf{1 4 1}$ | $\mathbf{1 4 6}$ | $\mathbf{1 3 5}$ | $\mathbf{1 2 1}$ | $\mathbf{1 2 8}$ | $\mathbf{1 3 0}$ |
| Selling expenses | -23 | -32 | -18 | -18 | -14 | -12 | -17 | -16 |
| Administrative expenses | -37 | -29 | -31 | -27 | -29 | -25 | -27 | -27 |
| Product development expenses | -12 | -13 | -10 | -17 | -18 | -17 | -16 | -15 |
| Share of net income from joint venture | 5 | 6 | 3 | - | 3 | 5 | 5 | 3 |
| Other operating income and expenses 1) | 12 | 7 | 1 | - | - | 1 | 2 | -2 |
| Operating income | $\mathbf{1 1 7}$ | $\mathbf{8 6}$ | $\mathbf{8 6}$ | $\mathbf{8 4}$ | $\mathbf{7 7}$ | $\mathbf{7 3}$ | $\mathbf{7 5}$ | $\mathbf{7 3}$ |
| Financial income and expense | -3 | -3 | -2 | -5 | -7 | -12 | -9 | -7 |
| Earnings before tax | $\mathbf{1 1 4}$ | $\mathbf{8 3}$ | $\mathbf{8 4}$ | $\mathbf{7 9}$ | $\mathbf{7 0}$ | $\mathbf{6 1}$ | $\mathbf{6 6}$ | $\mathbf{6 6}$ |
| Taxes | -25 | -19 | -20 | -19 | -17 | -15 | -17 | -22 |
| Net income for the period | $\mathbf{8 9}$ | $\mathbf{6 4}$ | $\mathbf{6 4}$ | $\mathbf{6 0}$ | $\mathbf{5 3}$ | $\mathbf{4 6}$ | $\mathbf{4 9}$ | $\mathbf{4 4}$ |

## 1) Other operating income and expenses per quarter

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Amounts in MSEK | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ |
| Product development and tooling income | 2 | 7 | 11 | 3 | 2 | 4 | 2 | 2 |
| Royalty income from joint venture | 6 | 5 | 5 | 6 | 6 | 5 | 5 | 4 |
| Negative goodwill | 15 | - | - | - | - | - | - | - |
| Amortisation of surplus acquisition values | -9 | -9 | -8 | -8 | -8 | -8 | -8 | -7 |
| Acquisition-related expenses | -2 | - | -2 | - | - | -1 | - | -1 |
| Other | - | 4 | -5 | -1 | - | 1 | 3 | - |
| Other operating income and expenses | $\mathbf{4}$ | $\mathbf{T}$ | $\mathbf{7}$ | $\mathbf{1}$ | - | - | $\mathbf{1}$ | $\mathbf{2}$ |

## Key figures by quarter

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ |
| Basic EPS before items affecting comparability, SEK | 1.75 | 1.49 | 1.47 | 1.39 | 1.20 | 1.04 | 1.10 | 1.01 |
| Basic EPS, SEK | 2.10 | 1.49 | 1.47 | 1.39 | 1.20 | 1.04 | 1.10 | 1.01 |
| Diluted EPS, SEK | 2.10 | 1.49 | 1.46 | 1.38 | 1.20 | 1.04 | 1.10 | 1.01 |
| Operating margin before items affecting comparability, \% | 16.3 | 16.1 | 16.4 | 16.0 | 15.5 | 15.6 | 15.1 | 15.5 |
| Operating margin, \% | 18.8 | 16.1 | 16.4 | 16.0 | 15.5 | 15.6 | 15.1 | 15.5 |
| ROCE before items affecting comparability, \% | 28.2 | 27.1 | 26.5 | 26.0 | 26.0 | 25.0 | 21.2 | 21.1 |
| ROCE, \% | 29.3 | 27.1 | 26.5 | 26.0 | 26.0 | 25.0 | 21.2 | 21.1 |
| ROE, \% | 34.4 | 29.6 | 28.8 | 28.8 | 27.7 | 27.2 | 23.5 | 23.2 |
| Equity per share, SEK | 17.64 | 19.13 | 19.59 | 18.01 | 19.29 | 17.80 | 14.04 | 13.28 |
| Cash-flow per share, SEK | 1.49 | 2.27 | 1.94 | 2.15 | 1.47 | 1.82 | 1.25 | 1.47 |
| Net investments in PPE | 1 | 10 | 6 | 4 | 5 | 15 | 14 | 6 |
| R\&D, \% | 1.9 | 2.3 | 2.1 | 3.2 | 3.6 | 3.7 | 3.2 | 3.1 |
| Number of employees, average | 1,079 | 1,023 | 1,032 | 1,046 | 1,046 | 1,053 | 1,067 | 1,041 |

## Segment reporting 1)

| Amounts in MSEK | $\begin{array}{r} 2015 \\ \text { Q1 } \end{array}$ | $\begin{array}{r} 2014 \\ \text { Q4 } \end{array}$ | $\begin{array}{r} 2014 \\ \text { Q3 } \end{array}$ | 2014 Q2 | 2014 Q1 | $\begin{array}{r} 2013 \\ \text { Q4 } \end{array}$ | 2013 | 2013 Q2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Americas |  |  |  |  |  |  |  |  |
| External net sales | 331 | 258 | 267 | 261 | 246 | 231 | 251 | 266 |
| Operating income before items affecting comparability | 45 | 39 | 41 | 39 | 38 | 35 | 35 | 39 |
| Operating income | 60 | 39 | 41 | 39 | 38 | 35 | 35 | 39 |
| Operating margin before items affecting comparability, \% | 13.6 | 15.2 | 15.1 | 15.1 | 15.3 | 15.3 | 14.0 | 14.5 |
| Operating margin, \% | 18.2 | 15.2 | 15.1 | 15.1 | 15.3 | 15.3 | 14.0 | 14.5 |
| Assets | 736 | 565 | 562 | 533 | 522 | 494 | 529 | 563 |
| Liabilities | 392 | 286 | 283 | 290 | 270 | 250 | 297 | 320 |
| Capital employed | 377 | 334 | 318 | 294 | 315 | 309 | 310 | 338 |
| ROCE before items affecting comparability, \% | 50.1 | 49.9 | 49.4 | 47.1 | 45.2 | 40.9 | 38.3 | 36.2 |
| ROCE, \% | 54.7 | 49.9 | 49.4 | 47.1 | 45.2 | 40.9 | 38.3 | 36.2 |
| Net investments in PPE | 0 | 0 | 0 | - | - | 2 | 3 | - |
| Depreciation, goodwill and fixed asset write-downs | -8 | 5 | 6 | 6 | 5 | 6 | 6 | 6 |
| Number of employees, average | 377 | 308 | 310 | 315 | 317 | 326 | 336 | 338 |
| Europe \& RoW |  |  |  |  |  |  |  |  |
| External net sales (including Alfdex) | 339 | 317 | 293 | 305 | 289 | 272 | 275 | 236 |
| Operating income | 58 | 49 | 48 | 45 | 40 | 40 | 41 | 35 |
| Operating margin, \% | 17.0 | 15.5 | 16.2 | 14.7 | 14.0 | 14.6 | 14.9 | 15.0 |
| Assets | 1,517 | 1,397 | 1,356 | 1,314 | 1,258 | 1,258 | 1,245 | 1,248 |
| Liabilities | 891 | 733 | 631 | 611 | 584 | 601 | 695 | 720 |
| Capital employed | 1,056 | 959 | 908 | 914 | 878 | 886 | 852 | 826 |
| ROCE, \% | 21.1 | 20.0 | 19.4 | 19.0 | 19.0 | 19.0 | 14.7 | 14.9 |
| Net investments in PPE | 1 | 10 | 6 | 4 | 5 | 14 | 12 | 7 |
| Depreciation, goodwill and fixed asset write-downs | 15 | 12 | 14 | 18 | 18 | 20 | 16 | 15 |
| Number of employees, average | 759 | 773 | 782 | 787 | 781 | 776 | 779 | 751 |
| Eliminations and unallocated items |  |  |  |  |  |  |  |  |
| Elimination of sales | -47 | -41 | -40 | -39 | -39 | -35 | -30 | -30 |
| Operating income | -1 | -2 | -3 | - | -1 | -2 | -1 | -1 |
| Net investments in PPE | 0 | 0 | 0 | - | - | -1 | -1 | -1 |
| Depreciation, goodwill and fixed asset write-downs | 0 | -1 | 0 | - | - | -1 | -1 | - |
| Number of employees, average | -57 | -58 | -60 | -56 | -52 | -49 | -48 | -48 |
| Group |  |  |  |  |  |  |  |  |
| Net sales | 623 | 535 | 520 | 527 | 496 | 468 | 496 | 472 |
| Operating income before items affecting comparability | 102 | 86 | 86 | 84 | 77 | 73 | 75 | 73 |
| Operating income | 117 | 86 | 86 | 84 | 77 | 73 | 75 | 73 |
| Operating margin before items affecting comparability, \% | 16.3 | 16.1 | 16.4 | 16.0 | 15.5 | 15.6 | 15.1 | 15.5 |
| Operating margin, \% | 18.8 | 16.1 | 16.4 | 16.0 | 15.5 | 15.6 | 15.1 | 15.5 |
| Assets | 2,354 | 2,066 | 1,966 | 1,900 | 1,917 | 1,869 | 1,830 | 1,883 |
| Liabilities | 1,606 | 1,255 | 1,125 | 1,118 | 1,069 | 1,086 | 1,213 | 1,301 |
| Capital employed | 1,397 | 1,278 | 1,244 | 1,230 | 1,202 | 1,194 | 1,161 | 1,165 |
| ROCE before items affecting comparability, \% | 28.2 | 27.1 | 26.5 | 26.0 | 26.0 | 25.0 | 21.2 | 21.1 |
| ROCE, \% | 29.3 | 27.1 | 26.5 | 26.0 | 26.0 | 25.0 | 21.2 | 21.1 |
| Net investments in PPE | 1 | 10 | 6 | 4 | 5 | 15 | 14 | 6 |
| Depreciation, goodwill and fixed asset write-downs | 7 | 16 | 20 | 24 | 23 | 25 | 21 | 21 |
| Number of employees, average | 1,079 | 1,023 | 1,032 | 1,046 | 1,046 | 1,053 | 1,067 | 1,041 |
|  |  |  |  |  |  |  |  | 17 |

## COOCENTRIC

## Operating income per operating segment

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Amounts in MSEK | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ |
| Americas | 60 | 39 | 41 | 39 | 38 | 35 | 35 | 39 |
| Europe \& RoW | 58 | 49 | 48 | 45 | 40 | 40 | 41 | 35 |
| Eliminations and unallocated items | -1 | -2 | -3 | - | -1 | -2 | -1 | -1 |
| Total operating income | $\mathbf{1 1 7}$ | $\mathbf{8 6}$ | $\mathbf{8 6}$ | $\mathbf{8 4}$ | $\mathbf{7 7}$ | $\mathbf{7 3}$ | $\mathbf{7 5}$ | $\mathbf{7 3}$ |
| Financial income and expenses | -3 | -3 | -2 | -5 | -7 | -12 | -9 | -7 |
| Earnings before tax | $\mathbf{1 1 4}$ | $\mathbf{8 3}$ | $\mathbf{8 4}$ | $\mathbf{7 9}$ | $\mathbf{7 0}$ | $\mathbf{6 1}$ | $\mathbf{6 6}$ | $\mathbf{6 6}$ |

Sales by geographic location of customer

|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Amounts in MSEK | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ |
| USA | 284 | 246 | 251 | 232 | 213 | 211 | 211 | 249 |
| Rest of North America | 29 | 17 | 16 | 28 | 29 | 24 | 43 | 17 |
| South America | 17 | 0 | 1 | 0 | 2 | 2 | 3 | 2 |
| Germany | 98 | 86 | 82 | 86 | 89 | 76 | 95 | 65 |
| UK | 45 | 45 | 49 | 44 | 40 | 39 | 38 | 38 |
| Sweden | 26 | 27 | 20 | 24 | 24 | 23 | 20 | 26 |
| Rest of Europe | 84 | 76 | 70 | 83 | 70 | 57 | 54 | 42 |
| Asia | 40 | 37 | 31 | 29 | 27 | 35 | 30 | 31 |
| Other | 0 | 1 | 0 | 1 | 2 | 1 | 2 | 2 |
| Total Group | $\mathbf{6 2 3}$ | $\mathbf{5 3 5}$ | $\mathbf{5 2 0}$ | $\mathbf{5 2 7}$ | $\mathbf{4 9 6}$ | $\mathbf{4 6 8}$ | $\mathbf{4 9 6}$ | $\mathbf{4 7 2}$ |


| Sales by product groups (including Alfdex) | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Amounts in MSEK | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ |
| Concentric branded Engine products | 333 | 285 | 263 | 263 | 249 | 235 | 247 | 247 |
| LICOS branded Engine products | 38 | 27 | 36 | 36 | 29 | 33 | 32 | - |
| Alfdex branded Engine products | 47 | 41 | 40 | 39 | 39 | 35 | 30 | 30 |
| Total Engine products | 418 | 353 | 339 | 338 | 317 | 303 | 309 | 277 |
| Total Hydraulics products | 252 | 223 | 221 | 228 | 218 | 200 | 217 | 225 |
| Eliminations | -47 | -41 | -40 | -39 | -39 | -35 | -30 | -30 |
| Total Group | $\mathbf{6 2 3}$ | $\mathbf{5 3 5}$ | $\mathbf{5 2 0}$ | $\mathbf{5 2 7}$ | $\mathbf{4 9 6}$ | $\mathbf{4 6 8}$ | $\mathbf{4 9 6}$ | $\mathbf{4 7 2}$ |

Tangible assets by operating location

| $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Amounts in MSEK | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ | $\mathbf{Q 1}$ | $\mathbf{Q 4}$ | $\mathbf{Q 3}$ | $\mathbf{Q 2}$ |
| USA | 51 | 48 | 46 | 47 | 48 | 51 | 51 | 54 |
| South America | 20 | - | - | - | - | - | - | - |
| Germany | 52 | 55 | 50 | 51 | 53 | 52 | 51 | 41 |
| UK | 66 | 65 | 64 | 62 | 57 | 57 | 48 | 45 |
| Sweden | 0 | 3 | 1 | 1 | 1 | 1 | 1 | 4 |
| Other | 24 | 23 | 23 | 23 | 23 | 24 | 24 | 27 |
| Total Group | $\mathbf{2 1 3}$ | $\mathbf{1 9 4}$ | $\mathbf{1 8 4}$ | $\mathbf{1 8 4}$ | $\mathbf{1 8 2}$ | $\mathbf{1 8 5}$ | $\mathbf{1 7 5}$ | $\mathbf{1 7 1}$ |

## Parent Company's income statement, in summary

|  | Jan-Mar |  | Apr-Mar | Jan-Dec |
| :--- | ---: | ---: | ---: | ---: |
| Amounts in MSEK | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4 / \mathbf { 1 5 }}$ | $\mathbf{2 0 1 3}$ |
| Net sales | 6 | 7 | 27 | 28 |
| Operating costs | -4 | -3 | -22 | -21 |
| Operating income | $\mathbf{2}$ | $\mathbf{4}$ | $\mathbf{5}$ | $\mathbf{7}$ |
| Income from shares in subsidiaries | - | - | 13 | 13 |
| Income from shares in associated companies | 12 | 12 | 12 | 12 |
| Net foreign exchange rate differences | -69 | 1 | $\mathbf{- 1 7 8}$ | $\mathbf{- 1 0 8}$ |
| Other financial income and expense | 0 | -2 | -9 | -11 |
| Loss/earnings before tax | $\mathbf{- 5 5}$ | $\mathbf{1 5}$ | $\mathbf{- 1 5 7}$ | $\mathbf{- 8 7}$ |
| Taxes | 15 | -1 | $\mathbf{3 7}$ | $\mathbf{2 1}$ |
| Net loss/income for the period $\mathbf{1})$ | $\mathbf{- 4 0}$ | $\mathbf{1 4}$ | $\mathbf{- 1 2 0}$ | $\mathbf{- 6 6}$ |

1) Total Comprehensive loss/income for the Parent Company is the same as Net loss/income for the period.

Parent Company's balance sheet, in summary

| Amounts in MSEK | $\begin{array}{r} 31 \text { Mar } \\ 2015 \end{array}$ | 31 Mar 2014 | 31 Dec 2014 |
| :---: | :---: | :---: | :---: |
| Shares in subsidiaries | 2,415 | 2,395 | 2,395 |
| Shares in joint venture | 10 | 10 | 10 |
| Long-term loans receivable from subsidiaries | 54 | 46 | 52 |
| Deferred tax assets | 35 | - | 20 |
| Total financial fixed assets | 2,514 | 2,451 | 2,477 |
| Other current receivables | 6 | 1 | 1 |
| Short-term receivables from subsidiaries | 45 | 44 | 63 |
| Cash and cash equivalents | 144 | 169 | 118 |
| Total current assets | 195 | 214 | 182 |
| Total assets | 2,709 | 2,665 | 2,659 |
| Total Shareholders' equity | 1,281 | 1,797 | 1,448 |
| Pensions and similar obligations | 18 | 19 | 18 |
| Long-term interest-bearing liabilities | 175 | 175 | - |
| Long-term loans payable to subsidiaries | 1,071 | 0 | 976 |
| Total long-term liabilities | 1,264 | 194 | 994 |
| Short-term loans | - | - | 175 |
| Short-term loans payable to joint venture | - | - | 8 |
| Short-term loans payable to subsidiaries | 32 | 666 | 28 |
| Declared dividend not yet paid | 127 | - | - |
| Other current liabilities | 5 | 8 | 6 |
| Total current liabilities | 164 | 674 | 217 |
| Total equity and liabilities | 2,709 | 2,665 | 2,659 |

## Parent Company's changes in shareholders' equity, in summary

|  | $\mathbf{3 1}$ Mar | $\mathbf{3 1} \mathbf{M a r}$ | $\mathbf{3 1}$ Dec |
| :--- | ---: | ---: | ---: |
| Amounts in MSEK | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ |
|  |  |  |  |
| Opening balance | 1,448 | 1,783 | 1,783 |
| Net loss/income for the period 1) | -40 | 14 | -66 |
| Dividend | -127 | - | -121 |
| Buy-back of own shares | - | -148 |  |
| Closing balance | $\mathbf{1 , 2 8 1}$ | $\mathbf{1 , 7 9 7}$ | $\mathbf{1 , 4 4 8}$ |

1) Total Comprehensive loss/income for the Parent Company is the same as Net loss/income for the period.

## Glossary \& Definitions

| Americas | Americas operating segment comprising the Group's operations in the USA and South America |
| :---: | :---: |
| Capital employed | Total assets less interest bearing financial assets and cash and cash equivalents and noninterest bearing liabilities, excluding any tax assets and tax liabilities |
| Drop-through rate | Year-on-year movement in operating income as a percentage of the year-on-year movement in net sales |
| EBIT or Operating income | Earnings before interest and tax |
| EBIT or Operating margin | Operating income as a percentage of net sales |
| EPS | Earnings per share, net income divided by the average number of shares |
| Europe \& RoW | Europe and the rest of the world operating segment comprising the Group's operations in Europe, India and China |
| Gearing ratio | Ratio of net debt to shareholders' equity |
| Gross margin | Net sales less cost of goods sold, as a percentage of net sales |
| Net debt | Total interest-bearing liabilities less liquid finds |
| Net investments | Fixed asset additions net of fixed asset disposals and retirements |
| PPE | Property, Plant and Equipment |
| PPM | Parts Per Million defect rate |
| OEMs | Original Equipment Manufacturers |
| R\&D | Research and development expenditure |
| ROCE | Return on capital employed; EBIT or Operating income as a percentage of the average capital employed over a rolling 12 months |
| ROE | Return on equity; net income as a percentage of the average shareholders' equity over a rolling 12 months |
| Sales growth, constant currency | Growth rate based on sales restated at prior year foreign exchange rates |
| Structural growth | Sales growth derived from new business contracts, i.e. not from changes in market demand or replacement business contracts |
| "Underlying" or "before items affecting comparability" | Adjusted for restructuring costs and other 'one-off' items (including the taxation effects thereon, as appropriate) |
| Working capital | Current assets excluding cash and cash equivalents, less non-interest-bearing curren liabilities |

