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### **Solar implements detailed customer classification**

Solar's reporting is divided into these business segments: Installation, Industry and Others, based on our customers' sectorial affiliation.

Installation covers installation of electrical and heating and plumbing products, while Industry covers industry, offshore and marine as well as utility and infrastructure. Others covers a number of small business fields.

We have now implemented more detailed classification of all customers into our defined business segments. This has caused some shifting between the segments.

The resulting effects are described in this appendix, which includes previously published data, any changes to this data and updated data per quarter for 2014 and the first half of 2015.

DKK million	Installation			Industry			Other			Total		
	Published	Reclassified	Updated	Published	Reclassified	Updated	Published	Reclassified	Updated	Published	Reclassified	Updated
<b>Q1 2014</b>												
Revenue	1,836	-58	1,778	597	47	644	152	11	163	2,585	0	2,585
Cost of sales	-1,446	41	-1,405	-448	-36	-484	-135	-5	-140	-2,029	0	-2,029
<b>Gross profit</b>	<b>390</b>	<b>-17</b>	<b>373</b>	<b>149</b>	<b>11</b>	<b>160</b>	<b>17</b>	<b>6</b>	<b>23</b>	<b>556</b>	<b>0</b>	<b>556</b>
Direct costs	-81	2	-79	-23	0	-23	-2	0	-2	-106	2	-104
<b>Earnings before indirect costs</b>	<b>309</b>	<b>-15</b>	<b>294</b>	<b>126</b>	<b>11</b>	<b>137</b>	<b>15</b>	<b>6</b>	<b>21</b>	<b>450</b>	<b>2</b>	<b>452</b>
Indirect costs	-138	-1	-139	-33	-5	-38	-7	-3	-10	-178	-9	-187
<b>Segment earnings</b>	<b>171</b>	<b>-16</b>	<b>155</b>	<b>93</b>	<b>6</b>	<b>99</b>	<b>8</b>	<b>3</b>	<b>11</b>	<b>272</b>	<b>-7</b>	<b>265</b>
Non-allocated costs										-213	7	-206
<b>EBITDA</b>										<b>59</b>	<b>0</b>	<b>59</b>
<b>Q2 2014</b>												
Revenue	1,735	-34	1,701	592	36	628	149	-2	147	2,476	0	2,476
Cost of sales	-1,378	26	-1,352	-443	-31	-474	-133	5	-128	-1,954	0	-1,954
<b>Gross profit</b>	<b>357</b>	<b>-8</b>	<b>349</b>	<b>149</b>	<b>5</b>	<b>154</b>	<b>16</b>	<b>3</b>	<b>19</b>	<b>522</b>	<b>0</b>	<b>522</b>
Direct costs	-79	0	-79	-22	-1	-23	-2	-1	-3	-103	-2	-105
<b>Earnings before indirect costs</b>	<b>278</b>	<b>-8</b>	<b>270</b>	<b>127</b>	<b>4</b>	<b>131</b>	<b>14</b>	<b>2</b>	<b>16</b>	<b>419</b>	<b>-2</b>	<b>417</b>
Indirect costs	-128	-9	-137	-32	-5	-37	-10	0	-10	-170	-14	-184
<b>Segment earnings</b>	<b>150</b>	<b>-17</b>	<b>133</b>	<b>95</b>	<b>-1</b>	<b>94</b>	<b>4</b>	<b>2</b>	<b>6</b>	<b>249</b>	<b>-16</b>	<b>233</b>
Non-allocated costs										-230	16	-214
<b>EBITDA</b>										<b>19</b>	<b>0</b>	<b>19</b>
<b>Q3 2014</b>												
Revenue	1,701	-74	1,627	579	55	634	138	19	157	2,418	0	2,418
Cost of sales	-1,349	52	-1,297	-439	-42	-481	-124	-10	-134	-1,912	0	-1,912
<b>Gross profit</b>	<b>352</b>	<b>-22</b>	<b>330</b>	<b>140</b>	<b>13</b>	<b>153</b>	<b>14</b>	<b>9</b>	<b>23</b>	<b>506</b>	<b>0</b>	<b>506</b>
Direct costs	-75	5	-70	-19	-1	-20	-1	-3	-4	-95	1	-94
<b>Earnings before indirect costs</b>	<b>277</b>	<b>-17</b>	<b>260</b>	<b>121</b>	<b>12</b>	<b>133</b>	<b>13</b>	<b>6</b>	<b>19</b>	<b>411</b>	<b>1</b>	<b>412</b>
Indirect costs	-124	-2	-126	-29	-4	-33	-5	-7	-12	-158	-13	-171
<b>Segment earnings</b>	<b>153</b>	<b>-19</b>	<b>134</b>	<b>92</b>	<b>8</b>	<b>100</b>	<b>8</b>	<b>-1</b>	<b>7</b>	<b>253</b>	<b>-12</b>	<b>241</b>
Non-allocated costs										-150	12	-138
<b>EBITDA</b>										<b>103</b>	<b>0</b>	<b>103</b>
<b>Q4 2014</b>												
Revenue	2,009	-122	1,887	628	62	690	136	60	196	2,773	0	2,773
Cost of sales	-1,594	89	-1,505	-478	-46	-524	-116	-43	-159	-2,188	0	-2,188
<b>Gross profit</b>	<b>415</b>	<b>-33</b>	<b>382</b>	<b>150</b>	<b>16</b>	<b>166</b>	<b>20</b>	<b>17</b>	<b>37</b>	<b>585</b>	<b>0</b>	<b>585</b>
Direct costs	-84	12	-72	-21	1	-20	-2	-4	-6	-107	9	-98
<b>Earnings before indirect costs</b>	<b>331</b>	<b>-21</b>	<b>310</b>	<b>129</b>	<b>17</b>	<b>146</b>	<b>18</b>	<b>13</b>	<b>31</b>	<b>478</b>	<b>9</b>	<b>487</b>
Indirect costs	-141	11	-130	-30	-6	-36	-7	-7	-14	-178	-2	-180
<b>Segment earnings</b>	<b>190</b>	<b>-10</b>	<b>180</b>	<b>99</b>	<b>11</b>	<b>110</b>	<b>11</b>	<b>6</b>	<b>17</b>	<b>300</b>	<b>7</b>	<b>307</b>
Non-allocated costs										-254	-7	-261
<b>EBITDA</b>										<b>46</b>	<b>0</b>	<b>46</b>
<b>Year 2014</b>												
Revenue	7,281	-288	6,993	2,396	200	2,596	575	88	663	10,252	0	10,252
Cost of sales	-5,767	208	-5,559	-1,808	-155	-1,963	-508	-53	-561	-8,083	0	-8,083
<b>Gross profit</b>	<b>1,514</b>	<b>-80</b>	<b>1,434</b>	<b>588</b>	<b>45</b>	<b>633</b>	<b>67</b>	<b>35</b>	<b>102</b>	<b>2,169</b>	<b>0</b>	<b>2,169</b>
Direct costs	-319	19	-300	-85	-1	-86	-7	-8	-15	-411	10	-401
<b>Earnings before indirect costs</b>	<b>1,195</b>	<b>-61</b>	<b>1,134</b>	<b>503</b>	<b>44</b>	<b>547</b>	<b>60</b>	<b>27</b>	<b>87</b>	<b>1,758</b>	<b>10</b>	<b>1,768</b>
Indirect costs	-531	-1	-532	-124	-20	-144	-29	-17	-46	-684	-38	-722
<b>Segment earnings</b>	<b>664</b>	<b>-62</b>	<b>602</b>	<b>379</b>	<b>24</b>	<b>403</b>	<b>31</b>	<b>10</b>	<b>41</b>	<b>1,074</b>	<b>-28</b>	<b>1,046</b>
Non-allocated costs										-847	28	-819
<b>EBITDA</b>										<b>227</b>	<b>0</b>	<b>227</b>

DKK million	Installation			Industry			Other			Total		
	Published	Reclassified	Updated	Published	Reclassified	Updated	Published	Reclassified	Updated	Published	Reclassified	Updated
<b>Q1 2015</b>												
Revenue	1,882	-91	1,791	629	61	690	134	30	164	2,645	0	2,645
Cost of sales	-1,494	67	-1,427	-480	-48	-528	-109	-19	-128	-2,083	0	-2,083
<b>Gross profit</b>	<b>388</b>	<b>-24</b>	<b>364</b>	<b>149</b>	<b>13</b>	<b>162</b>	<b>25</b>	<b>11</b>	<b>36</b>	<b>562</b>	<b>0</b>	<b>562</b>
Direct costs	-81	6	-75	-22	-1	-23	-2	-1	-3	-105	4	-101
<b>Earnings before indirect costs</b>	<b>307</b>	<b>-18</b>	<b>289</b>	<b>127</b>	<b>12</b>	<b>139</b>	<b>23</b>	<b>10</b>	<b>33</b>	<b>457</b>	<b>4</b>	<b>461</b>
Indirect costs	-142	-2	-144	-32	-5	-37	-8	-7	-15	-182	-14	-196
<b>Segment earnings</b>	<b>165</b>	<b>-20</b>	<b>145</b>	<b>95</b>	<b>7</b>	<b>102</b>	<b>15</b>	<b>3</b>	<b>18</b>	<b>275</b>	<b>-10</b>	<b>265</b>
Non-allocated costs										-198	10	-188
<b>EBITDA</b>										<b>77</b>	<b>0</b>	<b>77</b>
<b>Q2 2015</b>												
Revenue	1,868	-29	1,839	660	14	674	146	15	161	2,674	0	2,674
Cost of sales	-1,492	11	-1,481	-496	-22	-518	-138	11	-127	-2,126	0	-2,126
<b>Gross profit</b>	<b>376</b>	<b>-18</b>	<b>358</b>	<b>164</b>	<b>-8</b>	<b>156</b>	<b>8</b>	<b>26</b>	<b>34</b>	<b>548</b>	<b>0</b>	<b>548</b>
Direct costs	-73	-2	-75	-24	1	-23	-2	-1	-3	-99	-2	-101
<b>Earnings before indirect costs</b>	<b>303</b>	<b>-20</b>	<b>283</b>	<b>140</b>	<b>-7</b>	<b>133</b>	<b>6</b>	<b>25</b>	<b>31</b>	<b>449</b>	<b>-2</b>	<b>447</b>
Indirect costs	-145	1	-144	-32	-4	-36	-10	-5	-15	-187	-8	-195
<b>Segment earnings</b>	<b>158</b>	<b>-19</b>	<b>139</b>	<b>108</b>	<b>-11</b>	<b>97</b>	<b>-4</b>	<b>20</b>	<b>16</b>	<b>262</b>	<b>-10</b>	<b>252</b>
Non-allocated costs										-198	10	-188
<b>EBITDA</b>										<b>64</b>	<b>0</b>	<b>64</b>
<b>H1 2015</b>												
Revenue	3,750	-120	3,630	1,289	75	1,364	280	45	325	5,319	0	5,319
Cost of sales	-2,986	78	-2,908	-976	-70	-1,046	-247	-8	-255	-4,209	0	-4,209
<b>Gross profit</b>	<b>764</b>	<b>-42</b>	<b>722</b>	<b>313</b>	<b>5</b>	<b>318</b>	<b>33</b>	<b>37</b>	<b>70</b>	<b>1,110</b>	<b>0</b>	<b>1,110</b>
Direct costs	-154	4	-150	-46	0	-46	-4	-2	-6	-204	2	-202
<b>Earnings before indirect costs</b>	<b>610</b>	<b>-38</b>	<b>572</b>	<b>267</b>	<b>5</b>	<b>272</b>	<b>29</b>	<b>35</b>	<b>64</b>	<b>906</b>	<b>2</b>	<b>908</b>
Indirect costs	-287	-1	-288	-64	-9	-73	-18	-12	-30	-369	-22	-391
<b>Segment earnings</b>	<b>323</b>	<b>-39</b>	<b>284</b>	<b>203</b>	<b>-4</b>	<b>199</b>	<b>11</b>	<b>23</b>	<b>34</b>	<b>537</b>	<b>-20</b>	<b>517</b>
Non-allocated costs										-396	20	-376
<b>EBITDA</b>										<b>141</b>	<b>0</b>	<b>141</b>