## INTERIM REPORT - 6 MONTHS 1 April-30 September 2015

## Second quarter ( 1 July-30 September 2015)

- Revenue amounted to MSEK $1,839(1,851)$.
- Operating profit increased to MSEK 131 (130), corresponding to an operating margin of 7.1 percent (7.0).
- Profit after financial items rose by 5 percent to MSEK 126 (120).
- Net profit increased by 7 percent to MSEK 96 (90).
- Earnings per share rose to SEK 3.40 (3.20).
- Cash flow from operating activities amounted to MSEK 57 (6) and cash flow per share for the most recent 12-month period was SEK 16.05 (6.50).
- The return on equity for the most recent 12 -month period was 14 percent (13).
- The equity/assets ratio at the end of the period was 49 percent (44).


## Reporting period - 6 months ( 1 April-30 September 2015)

- Revenue amounted to MSEK 3,893 $(3,882)$.
- Operating profit rose by 11 percent to MSEK 260 (235) and the operating margin was 6.7 percent (6.1).
- Profit after financial items rose by 18 percent to MSEK 250 (212).
- Net profit rose by 19 percent to MSEK 190 (159).

| B\&B TOOLS IN SUMMARY |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | QUARTER |  |  | REPORTING PERIOD |  |  | FULL-YEAR |  |  |
|  | 3 MONTHS ENDING 30 SEP |  |  | 6 MONTHS ENDING 30 SEP |  |  | 12 MONTHS ENDING 30 SEP |  |  |
|  | 2015 | 2014 | Change | 2015 | 2014 | Change | 2015 | 2014 | Change |
| Revenue, MSEK | 1,839 | 1,851 | -1\% | 3,893 | 3,882 | +0\% | 7,914 | 7,796 | +2\% |
| Operating profit, MSEK | 131 | 130 | +1\% | 260 | 235 | +11\% | 475 | 423 | +12\% |
| Profit after financial items, MSEK | 126 | 120 | +5\% | 250 | 212 | +18\% | 446 | 376 | +19\% |
| Net profit (after taxes), MSEK | 96 | 90 | +7\% | 190 | 159 | +19\% | 337 | 283 | +19\% |
| Earnings per share, SEK | 3.40 | 3.20 | +6\% | 6.75 | 5.65 | +19\% | 12.00 | 10.05 | +19\% |
| Operating margin | 7.1\% | 7.0\% |  | 6.7\% | 6.1\% |  | 6.0\% | 5.4\% |  |
| Profit margin | 6.9\% | 6.5\% |  | 6.4\% | 5.5\% |  | 5.6\% | 4.8\% |  |
| Return on equity |  |  |  |  |  |  | 14\% | 13\% |  |
| Equity per share, SEK |  |  |  | 88.25 | 80.35 | +10\% |  |  |  |
| Equity/assets ratio |  |  |  | 49\% | 44\% |  |  |  |  |
| Number of employees at the end of the period |  |  |  | 2,697 | 2,667 | +1\% |  |  |  |

## PRESIDENT'S STATEMENT

For the first six months of the financial year 2015/16 the profit after financial items rose by 18 percent, which is gratifying. The second quarter of the year was characterised by slightly higher sales volumes for all of our geographic markets with the exception of Norway. We are continuing our efforts to adapt our Norwegian operations to the weak demand in the offshore sector, while at the same time focusing on growth in other customer segments such as the construction and civil engineering industry and public administration sector.

Combined with decentralised profit responsibility and cost control in all of our units, the earnings trends for ESSVE and TOOLS Sweden have resulted in higher operating profit for the Group as a whole compared with the preceding year.

The Group's profitability, measured as operating profit in relation to working capital (P/WC), remained favourable and amounted to 26 percent (25) for the most recent 12-month period. During the same period cash flow per share has increased to SEK 16.05 (6.50).
Stockholm, November 2015

## Ulf Lilius

President \& CEO

## PROFIT AND REVENUE

## Second quarter (1 July-30 September 2015)

Revenue for the second quarter decreased by 1 percent to MSEK 1,839 ( 1,851 ). Exchange-rate translation effects had an impact of MSEK $-31(+30)$ on revenue. Revenue for comparable units, measured in local currency and adjusted for the number of trading days, rose by approximately 1 percent during the quarter.
During the second quarter, operating profit increased by 1 percent to MSEK 131 (130). Exchange-rate translation effects had an impact of MSEK $+0(+2)$ on operating profit. The operating margin was 7.1 percent (7.0). Profit after financial items amounted to MSEK 126 (120) and net profit to MSEK 96 (90) for the quarter, corresponding to earnings per share of SEK 3.40 (3.20).

## Reporting period - 6 months (1 April-30 September 2015)

Revenue for the whole reporting period amounted to MSEK 3,893 ( 3,882 ). Exchange-rate translation effects had an impact of MSEK - 26 (+37) on revenue. Revenue for comparable units, measured in local currency and adjusted for the number of trading days, was unchanged during the reporting period compared with the preceding year.

Operating profit for the reporting period rose by 11 percent to MSEK 260 (235). Operating profit was charged with depreciation and impairment losses of MSEK $-13(-13)$ on tangible non-current assets and amortisation and impairment losses of MSEK $-1(-1)$ on intangible non-current assets. Exchange-rate translation effects had a net impact of MSEK $+3(+3)$ on operating profit. The operating margin increased to 6.7 percent (6.1).
Profit after financial items rose by 18 percent to MSEK 250 (212) and net financial items amounted to MSEK $-10(-23)$. The profit margin was 6.4 percent (5.5). Net profit totalled MSEK 190 (159), corresponding to earnings per share of SEK 6.75 (5.65). Earnings per share for the most recent 12-month period amounted to SEK 12.00 (10.05).

OPERATING PROFIT \& REVENUE



1 APRIL - 30 SEPTEMBER 2015

## OPERATIONS

The B\&B TOOLS Group comprises two operating segments - TOOLS / Momentum and Product Companies - as well as shared administrative, logistics and IT functions. The Group's operating segments currently include nine operating areas.

## B\&B TOOLS GROUP

|  | QUARTER (3 MOS) |  | REPORTING PERIOD (6 MOS) |  | FULL-YEAR (12 MOS) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| msek | $\begin{aligned} & \text { JUL-SEP } \\ & 2015 \end{aligned}$ | 2014 | APR-SEP <br> 2015 | 2014 | ROLLING 12 MOS | $\begin{array}{r} 2014 / \\ 2015 \end{array}$ |
| Revenue | 1,839 | 1,851 | 3,893 | 3,882 | 7,914 | 7,903 |
| Operating profit | 131 | 130 | 260 | 235 | 475 | 450 |
| Operating margin | 7.1\% | 7.0\% | 6.7\% | 6.1\% | 6.0\% | 5.7\% |

## TOOLS I Momentum -

 sales directly to end customers TOOLS and Momentum are the B\&B TOOLS Group's own market channels for industrial consumables and industrial components for Nordic industry. Via TOOLS and Momentum, the Group has a presence in some 200 locations in Sweden, Norway and Finland.Revenue for comparable units in TOOLS / Momentum was unchanged ${ }^{1}$ during the second quarter.
Revenue for TOOLS Sweden rose by 3 percent ${ }^{1}$ during the quarter. At the same time, activities implemented to increase efficiency continued to have a positive effect on earnings and the unit raised its operating margin to 2.8 percent. Revenue for TOOLS Finland also increased by approximately 6 percent ${ }^{1}$, which had a positive impact on earnings.
The economic situation in the industrial sector in Norway remained weak during the quarter, with demand in the offshore sector at a historically low level, while sales to the construction and civil engineering industry and public administration sector were stable. In total, revenue for TOOLS Norway decreased by -11 percent $^{1}$. The business is continuing its activities to adjust its cost levels, increase its market shares and raise its contribution ratios.
Despite a persistently cautious industrial market, Momentum increased its revenue by

## TOOLS / MOMENTUM

|  | QUARTER (3 MOS) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | REVENUE JUL-SEP |  | OPERATING PROFIT JUL-SEP |  | OPERATING <br> MARGIN JUL-SEP |  |
| MSEK | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 |
| TOOLS Sweden | 434 | 419 | 12 | 5 | 2.8\% | 1.2\% |
| TOOLS Norway | 314 | 383 | 11 | 25 | 3.5\% | 6.5\% |
| TOOLS Finland | 195 | 181 | 4 | 2 | 2.1\% | 1.1\% |
| Momentum | 231 | 223 | 29 | 26 | 12.6\% | 11.7\% |
| Eliminations | -12 | -12 | 1 | 0 | - | - |
| TOTAL | 1,162 | 1,194 | 57 | 58 | 4.9\% | 4.9\% |


| MSEK | REPORTING PERIOD (6 MOS) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | REVENUE APR-SEP |  | OPERATING PROFIT APR-SEP |  | OPERATING MARGIN APR-SEP |  |
|  | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 |
| TOOLS Sweden | 946 | 911 | 24 | 5 | 2.5\% | 0.5\% |
| TOOLS Norway | 677 | 786 | 11 | 42 | 1.6\% | 5.3\% |
| TOOLS Finland | 401 | 371 | 7 | 3 | 1.7\% | 0.8\% |
| Momentum | 477 | 464 | 54 | 55 | 11.3\% | 11.9\% |
| Eliminations | -25 | -25 | 1 | 0 | - | - |
| TOTAL | 2,476 | 2,507 | 97 | 105 | 3.9\% | 4.2\% |
| FULL-YEAR (12 MOS) |  |  |  |  |  |  |
|  | REVENUE |  | OPERATING PROFIT |  | OPERATING MARGIN |  |
| MSEK | $\begin{aligned} & \text { ROLLING } \\ & 12 \text { MOS } \end{aligned}$ | $\begin{gathered} 2014 / \\ 2015 \end{gathered}$ | $\begin{aligned} & \text { ROLLING } \\ & 12 \text { MOS } \end{aligned}$ | $\begin{array}{r} 2014 / \\ 2015 \end{array}$ | $\begin{aligned} & \text { ROLLING } \\ & 12 \text { MOS } \end{aligned}$ | $\begin{gathered} 2014 / \\ 2015 \end{gathered}$ |
| TOOLS Sweden | 1,938 | 1,903 | 33 | 14 | 1.7\% | 0.7\% |
| TOOLS Norway | 1,453 | 1,562 | 27 | 58 | 1.9\% | 3.7\% |
| TOOLS Finland | 785 | 755 | 7 | 3 | 0.9\% | 0.4\% |
| Momentum | 965 | 952 | 110 | 111 | 11.4\% | 11.7\% |
| Eliminations | -52 | -52 | 2 | 1 | - | - |
| TOTAL | 5,089 | 5,120 | 179 | 187 | 3.5\% | 3.7\% | approximately 3 percent ${ }^{1}$ during the quarter and reported an operating margin of 12.6 percent. During the quarter, Momentum acquired Carl A Nilsson AB, a comprehensive service company specialising in electromechanical services in southern Sweden with annual revenue of approximately MSEK 20.

## PRODUCT COMPANIES

| MSEK | QUARTER(3 MOS) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | REVENUE <br> JUL-SEP <br> 20152014 |  | OPERATING PROFIT JUL-SEP |  | OPERATING MARGIN JUL-SEP |  |
|  |  |  |  | 2014 | 2015 | 2014 |
| Luna | 264 | 271 | 21 | 30 | 8.0\% | 11.1\% |
| Skydda | 293 | 288 | 19 | 24 | 6.5\% | 8.3\% |
| ESSVE | 208 | 192 | 24 | 18 | 11.5\% | 9.4\% |
| Grunda | 120 | 124 | 6 | 4 | 5.0\% | 3.2\% |
| Gigant | 83 | 90 | 0 | 3 | 0.0\% | 3.3\% |
| Eliminations | -3 | -5 | 0 | 1 | - | - |
| TOTAL | 965 | 960 | 70 | 80 | 7.3\% | 8.3\% |

## Product Companies sales via resellers

The Group's five product companies - Luna, Skydda, ESSVE, Grunda and Gigant - supply TOOLS and other market channels with industrial consumables and related services.

Revenue for comparable units for the Group's product companies increased by a total of 4 percent ${ }^{1}$ during the second quarter. However, the sales trends for the product companies varied and were primarily adversely impacted by the decline in demand in the Norwegian market.

[^0]
## PRODUCT COMPANIES - cont.

| MSEK | REPORTING PERIOD (6 MOS) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | REVENUE <br> APR-SEP |  | OPERATING PROFIT APR-SEP |  | OPERATING MARGIN APR-SEP |  |
| Luna | 538 | 540 | 43 | 51 | 8.0\% | 9.4\% |
| Skydda | 629 | 614 | 44 | 51 | 7.0\% | 8.3\% |
| ESSVE | 436 | 407 | 51 | 41 | 11.7\% | 10.1\% |
| Grunda | 240 | 246 | 7 | 5 | 2.9\% | 2.0\% |
| Gigant | 178 | 190 | 1 | 6 | 0.6\% | 3.2\% |
| Eliminations | -4 | -8 | 0 | 0 | - | - |
| TOTAL | 2,017 | 1,989 | 146 | 154 | 7.2\% | 7.7\% |
| FULL-YEAR (12 MOS) |  |  |  |  |  |  |
|  | REVENUE |  | OPERATING PROFIT |  | OPERATING MARGIN |  |
| MSEK | $\begin{array}{r} \text { ROLLING } \\ 12 \text { MOS } \end{array}$ | $\begin{gathered} 20141 \\ 2015 \end{gathered}$ | $\begin{aligned} & \text { ROLLING } \\ & 12 \text { MOS } \end{aligned}$ | $\begin{gathered} 2014 / \\ 2015 \end{gathered}$ | $\begin{array}{r} \text { ROLLING } \\ 12 \mathrm{MOS} \end{array}$ | $\begin{gathered} 2014 / \\ 2015 \end{gathered}$ |
| Luna | 1,099 | 1,101 | 94 | 102 | 8.6\% | 9.3\% |
| Skydda | 1,245 | 1,230 | 94 | 101 | 7.6\% | 8.2\% |
| ESSVE | 831 | 802 | 73 | 63 | 8.8\% | 7.9\% |
| Grunda | 495 | 501 | 17 | 15 | 3.4\% | 3.0\% |
| Gigant | 395 | 407 | 5 | 10 | 1.3\% | 2.5\% |
| Eliminations | -12 | -16 | 0 | 0 | - | - |
| TOTAL | 4,053 | 4,025 | 283 | 291 | 7.0\% | 7.2\% |

Revenue for Luna declined by -1 percent ${ }^{2}$ during the quarter and was also adversely impacted by the exchange rate trend for the USD. Sales growth, particularly to customers in the area of construction materials, remained favourable. Revenue for Skydda increased by 3 percent ${ }^{2}$ during the second quarter, while the company's earnings performance continued to be negatively affected by the exchange rate trend for purchases in USD.

Revenue for ESSVE increased by more than 10 percent ${ }^{2}$ and operating profit by 33 percent during the quarter. Growth of the core product range for chain customers in the area of construction materials in Sweden and Norway remained favourable.

Revenue for Grunda and Gigant decreased by approximately -1 percent and -5 percent ${ }^{2}$, respectively, during the quarter, a change primarily attributable to TOOLS in Norway. The companies are continuing to implement measures to enhance their efficiency and strengthen their market positions.

## Group-wide and eliminations

Operating profit for "Group-wide" amounted to MSEK 12 ( -18 ) for the reporting period. As reported in the preceding quarter and Interim Report, capital gains from the sale of properties and the conveyance of a previously concluded pension obligation had a total positive impact of approximately MSEK 15 on operating profit during the reporting period.
The Parent Company's revenue amounted to MSEK 21 (15) and profit after financial items to MSEK 296 (202). These results include Group contributions, intra-Group dividends and corresponding items totalling MSEK 254 (172).

Eliminations for intra-Group inventory gains had a positive impact of MSEK $+5(-6)$ on earnings during the reporting period.

## CORPORATE ACQUISITIONS

In early July 2015, Momentum signed an agreement to acquire all shares in Carl A Nilsson AB ("CAN"). CAN is a comprehensive service company specialising in electromechanical services and sales for the industrial sector in southern Sweden. CAN generates annual revenue of approximately MSEK 20 and has 13 employees. Closing took place on 1 September 2015, and the acquisition is expected to have a marginally positive impact on B\&B TOOLS’ earnings per share during the current financial year.

No other corporate acquisitions were implemented during the reporting period.

## PROFITABILITY, CASH FLOW AND FINANCIAL POSITION

The Group's profitability, measured as the return on working capital, P/WC (operating profit in relation to working capital ${ }^{3}$ ), increased to 26 percent (25) for the most recent 12-month period. The return on capital employed for the corresponding period was 14 percent (12) and the return on equity was 14 percent (13).

Cash flow from operating activities before changes in working capital for the reporting period totalled MSEK 242 (221). Funds tied up in working capital rose by MSEK 21. During the period, the Group’s inventories decreased by MSEK 5, while operating receivables increased by MSEK 26. Operating liabilities were unchanged. Accordingly, cash flow from operating activities for the period amounted to MSEK 221 (100).
Cash flow for the reporting period was also impacted in a net amount of MSEK -25 (-24) pertaining to investments and divestments of non-current assets, and a net amount of MSEK $+20(+79)$ pertaining to the acquisition and divestment of subsidiaries and other business units. Two Group properties were disposed of during the reporting period, which generated approximately MSEK 25 in cash flow and had a marginally positive impact on earnings per share.

At the end of the reporting period, the Group's operational net loan liability amounted to MSEK 447 (764). Interest-bearing liabilities totalled MSEK 481 (825), excluding expensed pension obligations of MSEK 490 (509). Liabilities to credit

[^1]institutions amounted to MSEK 451 (767), net. Cash and cash equivalents, including unutilised granted credit facilities, totalled MSEK 649 (468).

The equity/assets ratio was 49 percent at the end of the reporting period, compared with 45 percent at the beginning of the financial year.
Equity per share totalled SEK 88.25 at the end of the reporting period, compared with SEK 82.80 at the beginning of the financial year. Equity per share after dilution totalled SEK 88.25 at the end of the reporting period, compared with SEK 82.65 at the beginning of the financial year.

## EMPLOYEES

At the end of the reporting period, the number of employees in the Group was 2,697, compared with 2,682 at the beginning of the financial year.

## SHARE STRUCTURE AND REPURCHASE OF OWN SHARES

At the end of the reporting period, share capital totalled MSEK 56.9. The distribution by class of share is as follows:

## SHARE STRUCTURE

| CLASS OF SHARE | AS OF 30 SEPTEMBER 2015 |
| :--- | ---: |
| Class A shares | $1,063,780$ |
| Class B shares | $27,372,636$ |
| Total number of shares before repurchasing | $\mathbf{2 8 , 4 3 6 , 4 1 6}$ |
| Less: Repurchased Class B shares | $-340,000$ |
| Total number of shares after repurchasing | $\mathbf{2 8 , 0 9 6 , 4 1 6}$ |

As of 31 March 2015, the number of Class B shares held in treasury totalled 340,000. During the reporting period, there were no changes to the holding of treasury shares. Accordingly, the number of Class B shares held in treasury as of 30 September 2015 amounted to 340,000 , corresponding to 1.2 percent of the total number of shares and 0.9 percent of the total number of votes. Of the total number of shares held in treasury, 338,000 are reserved to cover the Company's obligations in the two call option programmes issued to senior management in the Group in September 2013 and September 2014, respectively.

The redemption price for call options issued in connection with the share-based incentive programme for 2013 is SEK 101.90 and the redemption period is from 12 September 2016 until 9 June 2017, inclusive. The redemption price for call options issued in connection with the share-based incentive programme for 2014 is SEK 176.50 and the redemption period is from 11 September 2017 until 8 June 2018, inclusive. The share price as of 30 September 2015 was SEK 111.25. For more information about the dilution effect of call options issued, refer to page 10.
There have been no changes in the holding of treasury shares after the end of the reporting period.

## TRANSACTIONS WITH RELATED PARTIES

As reported in the preceding quarter and Interim Report, a previously concluded pension obligation for the benefit of a former CEO, who is now Chairman of the Board of B\&B TOOLS AB, was conveyed to one of the Chairman's related companies during the reporting period. No other transactions having a material impact on the Group's position or earnings occurred between $\mathrm{B} \& \mathrm{~B}$ TOOLS and its related parties during the reporting period.

## RISKS AND UNCERTAINTIES

During the reporting period, no significant changes occurred with respect to risks and uncertainties, for either the Group or the Parent Company. For information about the Group’s risks and uncertainties, refer to page 29 of B\&B TOOLS’ Annual Report for 2014/2015.

## ACCOUNTING POLICIES

The Interim Report for the Group was prepared in accordance with IFRS and by applying 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 in accordance with the Swedish Annual Accounts Act and the Swedish Securities Market Act, which conforms to the provisions detailed in RFR 2 Accounting for Legal Entities.
The same accounting policies and bases of judgement as in the Annual Report for 2014/2015 have been applied.

## EVENTS AFTER THE END OF THE REPORTING PERIOD

No significant events affecting the Group have occurred after the end of the reporting period.

## AFFIRMATION

The Board of Directors and the President \& CEO deem that this Semi-Annual Report provides a true and fair overview of the operations, position and earnings of the Parent Company and the Group, and that it describes the significant risks and uncertainty factors to which the Parent Company and the companies within the Group are exposed.

## Stockholm, 6 November 2015

## Anders Börjesson

Chairman

Fredrik Börjesson
Director

Gunilla Spongh
Director

## Roger Bergqvist

Vice Chairman

## Charlotte Hansson

Director

## Henrik Hedelius

Director

## Ulf Lilius

President \& Chief Executive Officer

This report has not been subject to special review by the Company's auditors.

## Contact information

Ulf Lilius, President \& CEO, Tel: +46 104547700
Mats Karlqvist, Head of Investor Relations, Tel: +46 706603132
Comprehensive contact information for $\mathrm{B} \& \mathrm{~B}$ TOOLS and forthcoming information dates are presented on page 12.

This document is in all respects a translation of the Swedish original Interim Report. In the event of any differences between this translation and the Swedish original, the latter shall prevail.

## REPORTING BY OPERATING SEGMENT

REVENUE BY OPERATING SEGMENT

|  | $\begin{aligned} & \text { QUARTER (3 MOS) } \\ & \text { JUL-SEP } \\ & 2015 \end{aligned}$ | 2014 | REPORTING PERIOD (6 MOS) |  | FULL-YEAR (12 MOS) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MSEK |  |  | APR-SE <br> 2015 | 2014 | ROLLING 12 MOS | $\begin{array}{r} 2014 \mid \\ 2015 \end{array}$ |
| TOOLS / Momentum | 1,162 | 1,194 | 2,476 | 2,507 | 5,089 | 5,120 |
| Product Companies | 965 | 960 | 2,017 | 1,989 | 4,053 | 4,025 |
| Group-wide | 135 | 154 | 274 | 320 | 572 | 618 |
| Eliminations | -423 | -457 | -874 | -934 | -1,800 | -1,860 |
| The B\&B TOOLS Group | 1,839 | 1,851 | 3,893 | 3,882 | 7,914 | 7,903 |


| REVENUE BY QUARTER | 2015/2016 |  |  |  | 2014/2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| msek | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| TOOLS / Momentum | 1,162 | 1,314 | 1,281 | 1,332 | 1,194 | 1,313 |
| Product Companies | 965 | 1,052 | 1,028 | 1,008 | 960 | 1,029 |
| Group-wide | 135 | 139 | 145 | 153 | 154 | 166 |
| Eliminations | -423 | -451 | -460 | -466 | -457 | -477 |
| The B\&B TOOLS Group | 1,839 | 2,054 | 1,994 | 2,027 | 1,851 | 2,031 |

OPERATING PROFIT BY OPERATING SEGMENT


## GROUP SUMMARY

## CONSOLIDATED INCOME STATEMENT

| MSEK | QUARTER (3 MOS) JUL-SEP |  | REPORTING PERIOD (6 MOs) FULL-YEAR (12 MOS) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | APR-SEP |  | ROLLING |  |
|  | 2015 | 2014 | 2015 | 2014 | 12 MOS | 2015 |
| Revenue | 1,839 | 1,851 | 3,893 | 3,882 | 7,914 | 7,903 |
| Shares of profit in associated companies | 0 | 0 | 0 | 0 | 0 | 0 |
| Other operating income | 11 | 15 | 21 | 17 | 52 | 48 |
| Total operating income | 1,850 | 1,866 | 3,914 | 3,899 | 7,966 | 7,951 |
| Cost of goods sold | -1,092 | -1,085 | -2,305 | -2,278 | -4,687 | -4,660 |
| Personnel costs | -370 | -382 | -807 | -821 | -1,661 | -1,675 |
| Depreciation, amortisation, impairment losses and reversal of impairment losses | -7 | -7 | -14 | -14 | -28 | -28 |
| Other operating expenses | -250 | -262 | -528 | -551 | -1,115 | -1,138 |
| Total operating expenses | -1,719 | -1,736 | -3,654 | -3,664 | -7,491 | -7,501 |
| Operating profit | 131 | 130 | 260 | 235 | 475 | 450 |
| Financial income and expenses | -5 | -10 | -10 | -23 | -29 | -42 |
| Profit after financial items | 126 | 120 | 250 | 212 | 446 | 408 |
| Taxes | -30 | -30 | -60 | -53 | -109 | -102 |
| Net profit | 96 | 90 | 190 | 159 | 337 | 306 |
| Of which, attributable to: <br> Parent Company shareholders | 96 | 90 | 190 | 159 | 337 | 306 |
| Earnings per share, SEK - Before dilution | 3.40 | 3.20 | 6.75 | 5.65 | 12.00 | 10.90 |
| - After dilution | 3.40 | 3.20 | 6.75 | 5.65 | 11.95 | 10.85 |

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME



## CONSOLIDATED BALANCE SHEET

| MSEK | 30 SEP 2015 | 30 SEP 2014 | 31 MAR 2015 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Intangible non-current assets | 1,813 | 1,796 | 1,803 |
| Tangible non-current assets | 95 | 134 | 113 |
| Financial non-current assets, pension funds | 2 | 2 | 2 |
| Financial non-current assets, other interest-bearing | 4 | 3 | 3 |
| Shares in associated companies | 11 | 11 | 11 |
| Deferred tax assets | 115 | 116 | 122 |
| Inventories | 1,499 | 1,531 | 1,525 |
| Accounts receivable | 1,251 | 1,261 | 1,296 |
| Other current receivables | 233 | 270 | 197 |
| Cash and cash equivalents | 30 | 58 | 57 |
| Total assets | 5,053 | 5,182 | 5,129 |
| EQUITY AND LIABILITIES |  |  |  |
| Equity | 2,479 | 2,257 | 2,326 |
| Non-current interest-bearing liabilities | 250 | 550 | 365 |
| Provisions for pensions | 490 | 509 | 628 |
| Other non-current liabilities and provisions | 107 | 80 | 73 |
| Current interest-bearing liabilities | 231 | 275 | 225 |
| Accounts payable | 855 | 851 | 859 |
| Other current liabilities | 641 | 660 | 653 |
| Total equity and liabilities | 5,053 | 5,182 | 5,129 |
| Operational net loan liability * | 447 | 764 | 530 |

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY



## CONSOLIDATED CASH-FLOW STATEMENT

| MSEK | QUARTER (3 MOS) JUL-SEP |  | REPORTING PERIOD (6 MOS) APR-SEP |  | FULL-YEAR (12 MOS) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | ROLLING | 2014 |
|  | 2015 | 2014 |  |  | 2015 | 2014 | 12 MOS | 2015 |
| Operating activities before changes in working capital | 122 | 118 | 242 | 221 | 405 | 384 |
| Changes in working capital | -65 | -112 | -21 | -121 | 46 | -54 |
| Cash flow from operating activities | 57 | 6 | 221 | 100 | 451 | 330 |
| Investments in intangible \& tangible non-current assets | -10 | -14 | -27 | -24 | -44 | -41 |
| Proceeds from sale of intangible \& tangible non-current assets | 0 | 0 | 2 | 0 | 3 | 1 |
| Acquisition of subsidiaries \& other business units | -8 | - | -8 | - | -11 | -3 |
| Proceeds from sale of subsidiaries \& other business units | 3 | 2 | 28 | 79 | 51 | 102 |
| Cash flow before financing | 42 | -6 | 216 | 155 | 450 | 389 |
| Financing activities | -61 | -5 | -236 | -154 | -477 | -395 |
| Cash flow for the period | -19 | -11 | -20 | 1 | -27 | -6 |
| Cash and cash equivalents at the beginning of the period | 54 | 68 | 57 | 53 | 58 | 53 |
| Exchange-rate differences in cash and cash equivalents | -5 | 1 | -7 | 4 | -1 | 10 |
| Cash and cash equivalents at the end of the period | 30 | 58 | 30 | 58 | 30 | 57 |

B\&B TOOLS measures financial instruments at fair value or cost in the balance sheet depending on their classification. In addition to items in the financial net debt, financial instruments also include accounts receivable and accounts payable. According to IFRS 7, financial instruments measured at fair value in the balance sheet are included in level 2 of the fair value hierarchy. The carrying amounts for financial assets and liabilities correspond to fair value in all material respects.

## OPERATING SEGMENTS

|  | EXTERNAL REVENUE APR-SEP |  | REVENUE FROM INTERNAL CUSTOMERS APR-SEP |  | TOTAL REVENUE APR-SEP |  | OPERATING PROFIT APR-SEP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| msek | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 |
| TOOLS / Momentum | 2,474 | 2,503 | 2 | 4 | 2,476 | 2,507 | 97 | 105 |
| Product Companies | 1,414 | 1,375 | 603 | 614 | 2,017 | 1,989 | 146 | 154 |
| Total operating segment | 3,888 | 3,878 | 605 | 618 | 4,493 | 4,493 | 243 | 259 |
| Group-wide | 5 | 4 | 269 | 316 | 274 | 320 | 12 | -18 |
| Eliminations | - | - | -874 | -934 | -874 | -934 | 5 | -6 |
| The B\&B TOOLS Group | 3,893 | 3,882 | 0 | 0 | 3,893 | 3,882 | 260 | 235 |

The Group's operating segments comprise TOOLS / Momentum (with four operating areas) and the Group's Product Companies (with five operating areas). The operating segments are consolidations of the operational organisation, as used by Group management and the Board of Directors to monitor operations.
TOOLS/Momentum comprises the Group's reseller operations in Sweden, Norway and Finland (which operate within the framework of TOOLS) and Momentum, which together form the Group's market channels for industrial consumables and industrial components for Nordic industry. The Group's Product Companies conduct operations in various product and application areas (tools and machinery, personal protective equipment, fastening elements, consumables and work environment) and provide TOOLS and other market channels with industrial consumables and related services. Group-wide includes the Group's management, accounting, support functions, infrastructure operations and property management. The support functions include HR, internal communications, IR and legal affairs. The infrastructure operations comprise IT and Supply Chain.
Intra-Group pricing between the operating segments occurs on market terms. There are no assets in the operating segments that are affected by material changes compared with the most recent Annual Report. The accounting policies are the same as those applied in the consolidated financial statements.

## KEY PER-SHARE DATA ${ }^{4}$

| SEK | QUARTER (3 MOS) JUL-SEP |  | REPORTING PERIOD (6 MOS) APR-SEP |  | FULL-YEAR (12 MOS) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | ROLLING | 20141 |
|  | 2015 | 2014 |  |  | 2015 | 2014 | 12 MOS | 2015 |
| Earnings before dilution | 3.40 | 3.20 | 6.75 | 5.65 | 12.00 | 10.90 |
| Earnings after dilution | 3.40 | 3.20 | 6.75 | 5.65 | 11.95 | 10.85 |
| Equity, at the end of the period |  |  | 88.25 | 80.35 |  | 82.80 |
| Equity after dilution, at the end of the period |  |  | 88.25 | 80.20 |  | 82.65 |
| NUMBER OF SHARES OUTSTANDING IN THOUSANDS |  |  |  |  |  |  |
| Number of shares outstanding before dilution | 28,096 | 28,096 | 28,096 | 28,096 | 28,096 | 28,096 |
| Weighted number of shares outstanding before dilution | 28,096 | 28,096 | 28,096 | 28,096 | 28,096 | 28,096 |
| Weighted number of shares outstanding after dilution | 28,123 | 28,152 | 28,130 | 28,143 | 28,138 | 28,144 |

[^2]
## INCOME STATEMENT

| MSEK | QUARTER (3 MOS) JUL-SEP |  | REPORTING PERIOD (6 MOS) FULL-YEAR (12 MOS) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | APR-SEP |  | ROLLING | 2014 |
|  | 2015 | 2014 | 2015 | 2014 | 12 MOS | 2015 |
| Revenue | 10 | 8 | 21 | 15 | 45 | 39 |
| Other operating income | 0 | -1 | 0 | 0 | 0 | - |
| Total operating income | 10 | 7 | 21 | 15 | 45 | 39 |
| Operating expenses | -11 | -12 | -11 | -22 | -36 | -47 |
| Operating profit | -1 | -5 | 10 | -7 | 9 | -8 |
| Financial income and expenses | 270 | 191 | 286 | 209 | 322 | 245 |
| Profit after financial items | 269 | 186 | 296 | 202 | 331 | 237 |
| Appropriations | - | - | - | - | 125 | 125 |
| Profit before taxes | 269 | 186 | 296 | 202 | 456 | 362 |
| Taxes | -4 | -2 | -11 | -6 | -47 | -42 |
| Net profit | 265 | 184 | 285 | 196 | 409 | 320 |

## STATEMENT OF COMPREHENSIVE INCOME

| MSEK | QUARTER (3 MOS) JUL-SEP |  | REPORTING PERIOD (6 MOS) FULL-YEAR (12 MOs) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | APR-SEP |  | ROLLING 12 MOS | $\begin{array}{r} 2014 / \\ 2015 \end{array}$ |
|  | 2015 | 2014 | 2015 | 2014 |  |  |
| Net profit | 265 | 184 | 285 | 196 | 409 | 320 |
| OTHER COMPREHENSIVE INCOME |  |  |  |  |  |  |
| Effects of hedge accounting | 1 | 0 | 8 | 1 | 21 | 14 |
| Taxes attributable to other comprehensive income | 0 | 0 | -3 | 0 | -6 | -3 |
| Other comprehensive income, net after tax | 1 | 0 | 5 | 1 | 15 | 11 |
| Total comprehensive income | 266 | 184 | 290 | 197 | 424 | 331 |

BALANCE SHEET

| MSEK | 30 SEP 2015 | 30 SEP 2014 | 31 MAR 2015 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Intangible non-current assets | - | - | - |
| Tangible non-current assets | 1 | 2 | 1 |
| Financial non-current assets | 3,587 | 3,714 | 3,653 |
| Current receivables | 307 | 102 | 390 |
| Cash and cash equivalents | 0 | 0 | 0 |
| Total assets | 3,895 | 3,818 | 4,044 |
| EQUITY, PROVISIONS AND LIABILITIES |  |  |  |
| Equity | 2,084 | 1,772 | 1,906 |
| Untaxed reserves | 206 | 192 | 206 |
| Provisions | 49 | 48 | 47 |
| Non-current liabilities | 341 | 694 | 456 |
| Current liabilities | 1,215 | 1,112 | 1,429 |
| Total equity, provisions and liabilities | 3,895 | 3,818 | 4,044 |

## COMPILATION OF KEY FINANCIAL RATIOS

## KEY FINANCIAL RATIOS

|  | 12 MONTHS ENDING |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 SEP 2015 | 31 MAR 2015 | 31 MAR 2014 | 31 MAR 2013 |
| Revenue, MSEK | 7,914 | 7,903 | 7,648 | 7,666 |
| Operating profit, MSEK | 475 | 450 | 340 | 289 |
| Profit after financial items, MSEK | 446 | 408 | 286 | 216 |
| Net profit, MSEK | 337 | 306 | 214 | 222 |
| Operating margin | 6.0\% | 5.7\% | 4.4\% | 3.8\% |
| Profit margin | 5.6\% | 5.2\% | 3.7\% | 2.8\% |
| Return on capital employed | 14\% | 13\% | 10\% | 8\% |
| Return on equity | 14\% | 14\% | 10\% | 11\% |
| P/WC (Operating profit/Working capital*) | 26\% | 25\% | 20\% | 15\% |
| Operational net loan liability (closing balance), MSEK | 447 | 530 | 819 | 914 |
| Equity (closing balance), MSEK | 2,479 | 2,326 | 2,203 | 2,065 |
| Equity/assets ratio | 49\% | 45\% | 43\% | 39\% |
| Operational net debt/equity ratio | 0.18 | 0.23 | 0.37 | 0.44 |
| Number of employees at the end of the period | 2,697 | 2,682 | 2,655 | 2,780 |

## KEY PER-SHARE DATA

|  | 12 MONTHS ENDING |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 SEP 2015 | 31 MAR 2015 | 31 MAR 2014 | 31 MAR 2013 |
| Earnings, SEK | 12.00 | 10.90 | 7.60 | 7.90 |
| Earnings after dilution, SEK | 11.95 | 10.85 | 7.60 | 7.90 |
| Cash flow from operating activities, SEK | 16.05 | 11.75 | 7.45 | 9.30 |
| Equity, SEK | 88.25 | 82.80 | 78.40 | 73.50 |
| Share price, SEK | 111.25 | 141.00 | 119.00 | 85.00 |

## Dates for forthcoming financial information

The Interim Report (9 months) for 1 April - 31 December 2015 will be presented on 8 February 2016.
The Financial Report 2015/16 (12 months) for 1 April 2015 - 31 March 2016 will be presented on 11 May 2016.

Visit www.bbtools.com to order reports and press releases.

The information in this report is such that it shall be disclosed by B\&B TOOLS in accordance with the Swedish Securities Market Act, the Swedish Financial Instruments Trading Act or requirements imposed in the Rulebook for Issuers on Nasdaq Stockholm. The information was submitted for publication on 6 November 2015 at 7:45 a.m.

## B\&B TOOLS AB (publ)

[^3]
[^0]:    ${ }^{1}$ Measured in local currency and adjusted for the number of trading days this year compared with the preceding year.

[^1]:    ${ }^{2}$ Measured in local currency and adjusted for the number of trading days this year compared with the preceding year.
    ${ }^{3}$ Working capital $=$ Inventories + Accounts receivable - Accounts payable.

[^2]:    $4 \quad$ Dilution effect based on the issued call options on repurchased Class B shares as of 30 September 2015.

    | $\mathbf{3}$ months | $0.1 \%$ | $\mathbf{6}$ months | $0.1 \%$ | Rolling 12 months | $0.1 \%$ | $\mathbf{2 0 1 4 / 2 0 1 5}$ | $0.2 \%$ |
    | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

[^3]:    Mail address PO Box 10024 SE-100 55 Stockholm Sweden
    Visit Linnégatan 18 Stockholm
    Tel +46 $\mathbf{1 0 4 5 4 7 7 0 0 ~ F a x ~ + 4 6 1 0 4 5 4 7 7 0 1}$
    Org No 556034-8590 Reg office Stockholm
    Web www.bbtools.com

