

Nolato AB (publ) three-month interim report 2016

# Strong performance by Nolato Medical

## First quarter of 2016 in brief

- Sales totalled SEK 1,022 million (1,073)
- Operating profit (EBITA) amounted to SEK 113 million (123)
- EBITA margin of 11.1% (11.5)
- Profit after tax was SEK 83 million (93)
- Earnings per share were SEK 3.16 (3.54)
- Cash flow after investments totalled SEK 30 million (104)

## Group highlights

|   | Q1    | Q1    | Rolling   | Full year |
|---|-------|-------|-----------|-----------|
| SEK million unless otherwise specified                                | 2016  | 2015  | 12 months | 2015      |
| Net sales   | 1,022 | 1,073 | 4,675     | 4,726     |
| Operating profit (EBITDA) <sup>1)</sup>                               | 155   | 164   | 728       | 737       |
| Operating profit (EBITA) <sup>2)</sup>                                | 113   | 123   | 560       | 570       |
| EBITA margin, %   | 11.1  | 11.5  | 12.0      | 12.1      |
| Operating profit (EBIT) 3)  | 110   | 119   | 547       | 556       |
| Profit after financial income and expense                             | 109   | 121   | 543       | 555       |
| Profit after tax  | 83    | 93    | 410       | 420       |
| Earnings per share, basic and diluted, SEK *                          | 3.16  | 3.54  | 15.59     | 15.97     |
| Adjusted earnings per share, SEK 4) *                                 | 3.23  | 3.65  | 15.93     | 16.35     |
| Cash flow after investments, excl. acquisitions and disposals         | 30    | 104   | 214       | 288       |
| Net investments affecting cash flow, excl. acquisitions and disposals | 63    | 113   | 194       | 244       |
| Cash conversion, % <sup>5)</sup>                                      | —     | —     | 39        | 52        |
| Return on capital employed, %   | 27.2  | 28.5  | 27.2      | 29.6      |
| Return on shareholders' equity, %                                     | 23.2  | 25.1  | 23.2      | 25.3      |
| Equity/assets ratio, %  | 60    | 54    | 60        | 54        |
| Net financial assets (+) / liabilities (-)                            | 144   | 192   | 144       | 122       |
|   |       |       |           |           |

\*The company does not have any financial instrument programmes which involve any dilution in the number of shares.

<sup>1)</sup> Operating profit (EBITDA): Earnings before financial income and expense, taxes and depreciation/amortisation.

- <sup>2)</sup> Operating profit (EBITA): Earnings before financial income and expense, taxes and amortisation of intangible assets arising from acquisitions.
- <sup>3)</sup> Operating profit (EBIT): Earnings before financial income and expense and taxes.

<sup>4)</sup> Adjusted earnings per share: Profit after tax, excluding amortisation of intangible assets arising from acquisitions, divided by the average number of shares.

<sup>5)</sup> Cash conversion: Cash flow after investments, excl. acquisitions and disposals, divided by operating profit (EBIT). Cash flow and operating profit have been adjusted by non-recurring items, if any.

This document is a translation from Swedish. In the event of any difference between this version and the Swedish original, the latter shall prevail.

### First quarter 2016

- Sales totalled SEK 1,022 million (1,073); adjusted for currency, sales decreased by 4%
- Operating profit (EBITA) was SEK 113 million (123)
- EBITA margin of 11.1% (11.5)
- Strong performance by Nolato Medical

## Sales

Consolidated sales totalled SEK 1,022 million (1,073). Adjusted for currency, sales decreased by 4%.

Nolato Medical's sales increased to SEK 390 million (344); adjusted for currency, sales grew by a strong 14%. Volumes increased in both the Medical Devices and Pharma Packaging sectors and most customer segments experienced healthy growth. The growth was partly boosted by temporary inventory build-up at some customers.

Nolato Telecom's sales amounted to SEK 300 million (418); adjusted for currency, sales decreased by 27%. As expected, product changeovers took place in the quarter and this contributed to significantly lower volumes. Activity in the EMC (electromagnetic compatibility) area continued to develop well.

Nolato Industrial's sales rose to SEK 334 million (312); adjusted for currency, sales growth was 7%. Volumes in areas such as automotive showed positive development.

## Profit

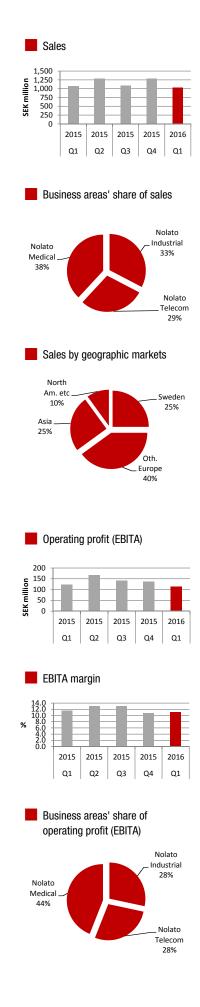
The Group's operating profit (EBITA) was SEK 113 million (123).

Nolato Medical's operating profit (EBITA) increased to SEK 52 million (46), Nolato Telecom's decreased to SEK 33 million (47) and Nolato Industrial's was unchanged at SEK 34 million (34).

The EBITA margin for Nolato Medical was 13.3% (13.4). For Nolato Telecom it was 11.0% (11.2). Significantly lower volumes for mobile phones had a negative impact on the margin, while good EMC performance had a positive effect. Nolato Industrial's EBITA margin was 10.2% (10.9). New product start-ups in the quarter had some negative effect on the margin compared with last year. Overall, the Group's EBITA margin was a strong 11.1% (11.5).

Operating profit (EBIT) was SEK 110 million (119).

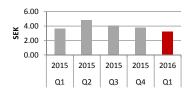
Profit after net financial income/expense was SEK 109 million (121). Net financial income/expense included exchange rate fluctuations affecting earnings by SEK -1 million (3).



Profit after tax was SEK 83 million (93). Earnings per share, basic and diluted, stood at SEK 3.16 (3.54). Adjusted earnings per share excluding amortisation of intangible assets arising from acquisitions were SEK 3.23 (3.65). The effective tax rate was 24% (23).

Return on capital employed was 27.2% for the last 12-month period (29.6% for the 2015 calendar year). Return on equity was 23.2% for the last 12 months (25.3% for the 2015 calendar year).

## Adjusted earnings per share



## Sales, operating profit (EBITA) and EBITA margin by business area

|                             | Sales   | Sales   | Op. Profit    | Op. Profit    | EBITA margin | EBITA margin |
|-----------------------------|---------|---------|---------------|---------------|--------------|--------------|
| SEK million                 | Q1/2016 | Q1/2015 | EBITA Q1/2016 | EBITA Q1/2015 | Q1/2016      | Q1/2015      |
| Nolato Medical              | 390     | 344     | 52            | 46            | 13.3%        | 13.4%        |
| Nolato Telecom              | 300     | 418     | 33            | 47            | 11.0%        | 11.2%        |
| Nolato Industrial           | 334     | 312     | 34            | 34            | 10.2%        | 10.9%        |
| Intra-Group adj., Parent Co | - 2     | - 1     | - 6           | - 4           | _            | —            |
| Group total                 | 1,022   | 1,073   | 113           | 123           | 11.1%        | 11.5%        |
|                             |         |         |               |               |              |              |

Operating profit (EBITA): Earnings before financial income and expense, taxes and amortisation of intangible assets arising from acquisitions.

## Nolato Medical

| Sales and profit Q1 (SEK million) | 2016 | 2015 |
|-----------------------------------|------|------|
| Sales                             | 390  | 344  |
| Operating profit (EBITA)          | 52   | 46   |
| EBITA margin (%)                  | 13.3 | 13.4 |
| Operating profit (EBIT)           | 49   | 43   |
|                                   |      |      |

Nolato Medical's sales were SEK 390 million (344); adjusted for currency, sales grew by a strong 14%. Volumes increased in both the Medical Devices and Pharma Packaging sectors and most customer segments experienced healthy growth. The growth was partly boosted by temporary inventory build-up at some customers.

Operating profit (EBITA) was SEK 52 million (46). The EBITA margin was 13.3% (13.4).

## Nolato Telecom

| Sales and profit Q1 (SEK million) | 2 | )16 | 2015 |
|-----------------------------------|---|-----|------|
| Sales                             | : | 300 | 418  |
| Operating profit (EBITA)          |   | 33  | 47   |
| EBITA margin (%)                  | 1 | 1.0 | 11.2 |
| Operating profit (EBIT)           |   | 33  | 47   |
|                                   |   |     |      |

Nolato Telecom's sales amounted to SEK 300 million (418); adjusted for currency, sales decreased by 27%. As expected, product changeovers took place in the quarter and this contributed to significantly lower volumes. Activity in the EMC (electromagnetic compatibility) area continued to develop well.

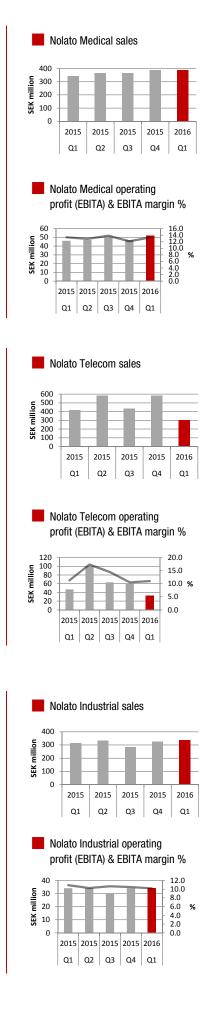
Operating profit (EBITA) was SEK 33 million (47). The EBITA margin was 11.0% (11.2). Significantly lower volumes for mobile phones had a negative impact on the margin, while good EMC performance had a positive effect.

## Nolato Industrial

| Sales and profit Q1 (SEK million) | 2016 | 2015 |
|-----------------------------------|------|------|
| Sales                             | 334  | 312  |
| Operating profit (EBITA)          | 34   | 34   |
| EBITA margin (%)                  | 10.2 | 10.9 |
| Operating profit (EBIT)           | 34   | 33   |
|                                   |      |      |

Nolato Industrial's sales were SEK 334 million (312); adjusted for currency, sales growth was 7%. Volumes in areas such as automotive showed positive development.

Operating profit (EBITA) was unchanged at SEK 34 million (34), with an EBITA margin of 10.2% (10.9). New product start-ups in the quarter had some negative effect on the margin compared with last year.



#### Cash flow

Cash flow after investments was SEK 30 million (104) in the first quarter. Cash flow was impacted by a slight increase in working capital requirements, resulting in a negative change of SEK 18 million (+101). Net investments affecting cash flow decreased considerably to SEK 63 million (113). Final payments were made last year for the expansion of factories, which, together with investments in machine capacity, led to a higher level of investment. A lower positive change in working capital had a negative effect on cash flow, while lower investments than the previous year had a positive impact.

## Financial position

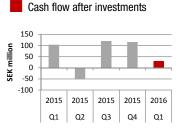
Interest-bearing assets decreased to SEK 391 million (464), and interestbearing liabilities and provisions to SEK 247 million (272). Net financial assets consequently totalled SEK 144 million (192). Shareholders' equity rose to SEK 1,829 million (1,698). The equity/assets ratio was 60% (54). Adjusted for the proposed dividend of SEK 263 million, the equity/assets ratio was 56% (51).

## Consolidated performance analysis

|  |       | Q1    | Full year |
|--|-------|-------|-----------|
| SEK million  | 2016  | 2015  | 2015      |
| Net sales  | 1,022 | 1,073 | 4,726     |
| Gross profit excl. depreciation/amortisation                 | 224   | 224   | 986       |
| As a percentage of net sales                                 | 21.9  | 20.9  | 20.9      |
| Costs  | - 69  | - 60  | - 249     |
| As a percentage of net sales                                 | 6.8   | 5.6   | 5.3       |
| Operating profit (EBITDA)                                    | 155   | 164   | 737       |
| As a percentage of net sales                                 | 15.2  | 15.3  | 15.6      |
| Depreciation and amortisation                                | - 42  | - 41  | - 167     |
| Operating profit (EBITA)                                     | 113   | 123   | 570       |
| As a percentage of net sales                                 | 11.1  | 11.5  | 12.1      |
| Amortisation of intangible assets arising from acquisitions  | - 3   | - 4   | - 14      |
| Operating profit (EBIT)                                      | 110   | 119   | 556       |
| Financial income and expense                                 | - 1   | 2     | – 1       |
| Profit after financial income and expense                    | 109   | 121   | 555       |
| Тах  | - 26  | - 28  | – 135     |
| As a percentage of profit after financial income and expense | 23.9  | 23.1  | 24.3      |
| Profit after tax   | 83    | 93    | 420       |

## Financial position

| SEK million                                       | 31/03/2016 | 31/03/2015 | 31/12/2015 |
|---|------------|------------|------------|
| Interest-bearing liabilities, credit institutions | - 120      | - 144      | - 154      |
| Interest-bearing pension liabilities              | – 127      | - 128      | - 127      |
| Total borrowings                                  | - 247      | - 272      | - 281      |
| Cash and bank                                     | 391        | 464        | 403        |
| Net financial assets (+) / liabilities (-)        | 144        | 192        | 122        |
| Working capital                                   | 252        | 29         | 196        |
| As a percentage of sales (avg.) (%)               | 3.0        | 0.8        | 3.2        |
| Capital employed                                  | 2,075      | 1,969      | 2,039      |
| Return on capital employed (avg.) (%)             | 27.2       | 28.5       | 29.6       |
| Shareholders' equity                              | 1,829      | 1,698      | 1,759      |
| Return on shareholders' equity (avg.) (%)         | 23.2       | 25.1       | 25.3       |
|   |            |            |            |





Net financial assets (+) liabilities (-) & assets/equity ratio



## Personnel

The average number of employees during the period was 5,027 (7,044). The decrease in the number of employees is attributable to Nolato Telecom in China.

## Significant risks and uncertainty factors

The business risks and risk management of the Group and the Parent Company, along with the management of financial risks, are described in the 2015 Annual Report on pages 14, 48 – 49, and in Note 4 on pages 59 – 60.

No significant events have occurred during the period that would significantly affect or change these descriptions of the Group's and the Parent Company's risks or the management thereof.

## Events after the balance sheet date

No significant events have occurred since the end of the period.

## Ownership and legal structure

Nolato AB (publ), Swedish corporate identity number 556080-4592, is the Parent Company of the Nolato Group.

Its Class B shares are listed on the Nasdaq Stockholm exchange in the Mid Cap segment, where they are included in the Industrials sector.

There were 10,659 shareholders at 31 March. The largest shareholders are the Jorlén family with 10%, the Boström family with 9%, Swedbank Robur Funds with 6%, Didner & Gerge Funds with 5 procent, the Paulsson family with 3% and DnB Carlson Funds with 3% of the capital.

## The Parent Company

Sales amounted to SEK 9 million (9). Profit after financial income and expense amounted to SEK -14 million (32), owing mainly to lowered net financial items.

## Accounting and valuation principles

Nolato's consolidated accounts have been prepared in accordance with International Financial Reporting Standards (IFRS), as adopted by the EU.

The consolidated year-end report has been prepared in accordance with IAS 34 (Interim Financial Reporting) and the applicable provisions of the Swedish Annual Accounts Act. The Swedish Securities Market Act has been applied in relation to publication of this interim report.

The consolidated accounts have been prepared in accordance with the same principles as those applied in the most recent Annual Report, which are described in the 2015 Annual Report on pages 56 – 58.

The new or revised IFRS standards or IFRIC interpretations, which came into effect on 1 January 2016, have not had any material effect on the consolidated income statement or balance sheet.

The interim report for the Parent Company was prepared in accordance with Chapter 9 of the Swedish Annual Accounts Act.

## Financial information schedule

- Six-month interim report 2016: 19 July 2016
- Nine-month interim report 2016: 25 October 2016

Torekov, 28 April 2016 Nolato AB (publ) Christer Wahlquist, President and CEO

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The information contained in this interim report is the information which Nolato is obliged to make public in accordance with the Swedish Securities Market Act and/or the Swedish Financial Instruments Trading Act. This information was made public on 28 April 2016 at 3:00 PM.

This report has not been audited by the Company's auditors.

## Consolidated income statement (summary)

|   | Q1         | Q1         | Rolling    | Full year  |
|---|------------|------------|------------|------------|
| SEK million   | 2016       | 2015       | 12 months  | 2015       |
| Net sales   | 1,022      | 1,073      | 4,675      | 4,726      |
| Cost of goods sold  | - 840      | - 888      | - 3,856    | - 3,904    |
| Gross profit  | 182        | 185        | 819        | 822        |
| Other operating income                                    |            | 3          | 10         | 13         |
| Selling expenses  | - 27       | - 28       | - 108      | - 109      |
| Administrative expenses                                   | - 44       | - 41       | – 173      | - 170      |
| Other operating expenses                                  | - 1        |            | - 1        |            |
|   | - 72       | - 66       | - 272      | - 266      |
| Operating profit  | 110        | 119        | 547        | 556        |
| Financial income and expense                              | - 1        | 2          | - 4        | -1         |
| Profit after financial income and expense                 | 109        | 121        | 543        | 555        |
| Тах   | - 26       | - 28       | - 133      | - 135      |
| Profit after tax  | 83         | 93         | 410        | 420        |
| All earnings are attrib. to the Parent Co.'s shareholders |            |            |            |            |
| Depreciation/amortisation                                 | 45         | 45         | 181        | 181        |
| Earnings per share, basic and diluted (SEK)               | 3.16       | 3.54       | 15.59      | 15.97      |
| Number of shares at the end of the period                 | 26,307,408 | 26,307,408 | 26,307,408 | 26,307,408 |
| Average number of shares                                  | 26,307,408 | 26,307,408 | 26,307,408 | 26,307,408 |

## Consolidated comprehensive income

|   | Q1   | Q1   | Rolling   | Full year |
|---|------|------|-----------|-----------|
| SEK million   | 2016 | 2015 | 12 months | 2015      |
| Profit after tax  | 83   | 93   | 410       | 420       |
| Other comprehensive income  |      |      |           |           |
| Items that cannot be transferred to profit for the period                       |      |      |           |           |
| Revaluations of defined benefit pension plans                                   | —    | —    | 1         | 1         |
| Tax attributable to items that cannot be transferred to profit for the period   | —    | _    | _         | _         |
|   | —    | _    | 1         | 1         |
| Items that have been converted or can be converted into profit for the period   |      |      |           |           |
| Translation differences for the period on translation of foreign operations     | - 14 | 40   | - 61      | -7        |
| Changes in the fair value of cash flow hedges for the period *                  | 1    | - 3  | 7         | 3         |
| Tax attributable to changes in the fair value of cash flow hedges *             | —    | 1    | - 2       | - 1       |
|   | - 13 | 38   | - 56      | - 5       |
| Other comprehensive income, net of tax  | - 13 | 38   | - 55      | - 4       |
| Total comp. income for the period attributable to the Parent Co.'s shareholders | 70   | 131  | 355       | 416       |

\* Financial instruments are measured at fair value in the statement of financial position, pursuant to measurement hierarchy Level 2.

## Reconciliation of consolidated income before tax

|  | Q1   | Q1   | Rolling   | Full year |
|--|------|------|-----------|-----------|
| SEK million  | 2016 | 2015 | 12 months | 2015      |
| Operating profit (EBIT)  |      |      |           |           |
| Nolato Medical   | 49   | 43   | 184       | 178       |
| Nolato Telecom   | 33   | 47   | 258       | 272       |
| Nolato Industrial  | 34   | 33   | 132       | 131       |
| Group adjustments, Parent Company                                | - 6  | - 4  | - 27      | - 25      |
| Consolidated operating profit (EBIT)                             | 110  | 119  | 547       | 556       |
| Financial income and expense (not distributed by business areas) | – 1  | 2    | - 4       | – 1       |
| Consolidated profit before tax                                   | 109  | 121  | 543       | 555       |
|  |      |      |           |           |

## Consolidated balance sheet (summary)

| SEK million  | 31/03/2016 | 31/03/2015 | 31/12/2015 |
|--|------------|------------|------------|
| Assets   |            |            |            |
| Non-current assets   |            |            |            |
| Intangible non-current assets  | 531        | 559        | 543        |
| Property, plant and equipment  | 958        | 949        | 952        |
| Non-current financial assets   | 2          | 2          | 2          |
| Other non-current receivables  | 1          | 1          | 1          |
| Deferred tax assets  | 43         | 50         | 44         |
| Total fixed assets   | 1,535      | 1,561      | 1,542      |
| Current assets   |            |            |            |
| Inventories  | 303        | 297        | 279        |
| Accounts receivable  | 649        | 655        | 874        |
| Other current assets * 2)  | 169        | 153        | 135        |
| Cash and bank  | 391        | 464        | 403        |
| Total current assets   | 1,512      | 1,569      | 1,691      |
| Total assets   | 3,047      | 3,130      | 3,233      |
| Shareholders' equity and liabilities   |            |            |            |
| Shareholders' equity   | 1,829      | 1,698      | 1,759      |
|  |            |            |            |
| Long-term liabilities and provisions <sup>1)</sup>   | 159        | 158        | 159        |
| Deferred tax liabilities 1)  | 70         | 54         | 69         |
| Current liabilities and provisions * 1) 3)   | 989        | 1,220      | 1,246      |
| Total liabilities and provisions   | 1,218      | 1,432      | 1,474      |
| Total shareholders' equity and liabilities   | 3,047      | 3,130      | 3,233      |
| <sup>1)</sup> Interest-bearing/non-interest-bearing liabilities and provisions:  |            |            |            |
| Interest-bearing liabilities and provisions  | 247        | 272        | 281        |
| Non-interest-bearing liabilities and provisions  | 971        | 1,160      | 1,193      |
| Total liabilities and provisions   | 1,218      | 1,432      | 1,474      |
| * Financial instruments are measured at fair value in the statement of financial position, purs measurement hierarchy Level 2. | uant to    |            |            |
| <sup>2)</sup> Derivative assets are included in other current assets at  | 21         | 1          | 7          |
| <sup>3)</sup> Derivative liabilities are included in current liabilities and provisions at                                     | 1          | 44         | 1          |

## Changes in consolidated shareholders' equity (summary)

|   | Q1    | Q1    | Full year |
|---|-------|-------|-----------|
| SEK million   | 2016  | 2015  | 2015      |
| Shareholders' equity at the beginning of the period                           | 1,759 | 1,567 | 1,567     |
| Total comprehensive income for the period                                     | 70    | 131   | 416       |
| Dividends   | —     |       | - 224     |
| Shareholders' equity at the end of period attrib. to Parent Co's shareholders | 1,829 | 1,698 | 1,759     |
|   |       |       |           |

In 2015, a dividend totalling SEK 224 million was paid to the Parent Company's shareholders, corresponding to a dividend of SEK 8.50 per share. The Group does not have any incentive programmes resulting in a dilutive effect on the number of shares.

## Consolidated cash flow statement (summary)

|   | Q1   | Q1    | Rolling   | Full year |
|---|------|-------|-----------|-----------|
| SEK million   | 2016 | 2015  | 12 months | 2015      |
| Cash flow from operating activities before changes in working capital | 111  | 116   | 547       | 552       |
| Changes in working capital  | – 18 | 101   | - 139     | - 20      |
| Cash flow from operating activities                                   | 93   | 217   | 408       | 532       |
| Cash flow from investment activities                                  | - 63 | - 113 | - 194     | - 244     |
| Cash flow before financing activities                                 | 30   | 104   | 214       | 288       |
| Cash flow from financing activities                                   | - 34 | 75    | - 247     | - 138     |
| Cash flow for the period  | -4   | 179   | - 33      | 150       |
| Liquid assets at the beginning of the period                          | 403  | 256   | _         | 256       |
| Exchange rate difference in liquid assets                             | - 8  | 29    | —         | - 3       |
| Liquid assets at the end of the period                                | 391  | 464   | —         | 403       |

## Earnings per share

|   | Q1         | Q1         | Rolling    | Full year  |
|---|------------|------------|------------|------------|
| SEK million   | 2016       | 2015       | 12 months  | 2015       |
| Profit after tax  | 83         | 93         | 410        | 420        |
|   |            |            |            |            |
| Adjusted earnings:  |            |            |            |            |
| Amortisation of intangible assets arising from acquisitions | 3          | 4          | 13         | 14         |
| Tax on amortisation   | - 1        | - 1        | - 4        | - 4        |
| Adjusted earnings   | 85         | 96         | 419        | 430        |
| Average number of shares *                                  | 26,307,408 | 26,307,408 | 26,307,408 | 26,307,408 |
| Earnings per share, basic and diluted (SEK) *               | 3.16       | 3.54       | 15.59      | 15.97      |
| Adjusted earnings per share (SEK) *                         | 3.23       | 3.65       | 15.93      | 16.35      |
|   |            |            |            |            |

\* The company does not have any ongoing financial instrument programmes which involve any dilution in the number of shares.

## Five-year overview

|   | 2015  | 2014  | 2013  | 2012  | 2011  |
|---|-------|-------|-------|-------|-------|
| Net sales (SEK million)   | 4,726 | 4,234 | 4,522 | 3,874 | 2,977 |
| Operating profit (EBITA) (SEK million)                              | 570   | 470   | 427   | 303   | 199   |
| EBITA margin (%)  | 12.1  | 11.1  | 9.4   | 7.8   | 6.7   |
| Operating profit (EBIT) (SEK million)                               | 556   | 454   | 411   | 287   | 190   |
| Profit after financial income and expense (SEK million)             | 555   | 462   | 403   | 272   | 183   |
| Profit after tax (SEK million)                                      | 420   | 364   | 314   | 202   | 132   |
| Cash flow after investments, excl. acq. and disposals (SEK million) | 288   | 127   | 362   | 317   | 112   |
| Cash conversion (%)   | 52    | 28    | 82    | 111   | 45    |
| Return on capital employed (%)                                      | 29.6  | 28.4  | 26.7  | 19.4  | 13.9  |
| Return on shareholders' equity (%)                                  | 25.3  | 25.0  | 24.9  | 17.7  | 11.6  |
| Net financial assets (+) liabilities (-) (SEK million)              | 122   | 59    | 122   | - 113 | - 119 |
| Equity/assets ratio (%)   | 54    | 54    | 52    | 44    | 52    |
| Earnings per share (SEK)  | 15.97 | 13.84 | 11.94 | 7.68  | 5.02  |
| Adjusted earnings per share (SEK)                                   | 16.35 | 14.29 | 12.39 | 8.13  | 5.28  |
| Dividend per share (2015 proposal) (SEK)                            | 10.00 | 8.50  | 8.00  | 6.00  | 5.00  |
| Average number of employees   | 7,759 | 8,020 | 9,357 | 8,421 | 5,496 |

## Quarterly data (summary)

|   | 0010         | Q1             | Q2     | Q3     | Q4    | Full year |
|---|--------------|----------------|--------|--------|-------|-----------|
| Net sales (SEK million)   | 2016<br>2015 | 1,022<br>1,073 | 1,280  | 1,084  | 1,289 | 4,726     |
|   | 2015         | 932            | 965    | 1,084  | 1,209 | 4,720     |
| Operating profit (EBITDA) (SEK million)                         | 2014         | 155            |        | 1,095  | 1,242 | 4,234     |
| Operating profit (EBITDA) (SEK Inition)                         | 2010         | 164            | 208    | 185    | 180   | 737       |
|   | 2013         | 129            | 135    | 149    | 206   | 619       |
| Operating profit (EBITA) (SEK million)                          | 2014         | 113            |        |        |       |           |
| operating prone (EDTA) (OER minion)                             | 2015         | 123            | 167    | 142    | 138   | 570       |
|   | 2014         | 94             | 100    | 112    | 164   | 470       |
| EBITA margin (%)  | 2016         | 11.1           |        |        |       |           |
|   | 2015         | 11.5           | 13.0   | 13.1   | 10.7  | 12.1      |
|   | 2014         | 10.1           | 10.4   | 10.2   | 13.2  | 11.1      |
| Operating profit (EBIT) (SEK million)                           | 2016         | 110            | _      |        |       |           |
|   | 2015         | 119            | 163    | 139    | 135   | 556       |
|   | 2014         | 90             | 96     | 108    | 160   | 454       |
| Profit after financial income and expense (SEK million)         | 2016         | 109            | _      | _      | _     |           |
|   | 2015         | 121            | 162    | 137    | 135   | 555       |
|   | 2014         | 88             | 104    | 108    | 162   | 462       |
| Profit after tax (SEK million)                                  | 2016         | 83             | _      | _      | _     | _         |
|   | 2015         | 93             | 125    | 105    | 97    | 420       |
|   | 2014         | 67             | 81     | 83     | 133   | 364       |
| Cash flow from operating activities (SEK million)               | 2016         | 93             |        |        | _     | _         |
| v (, /  | 2015         | 217            | 9      | 153    | 153   | 532       |
|   | 2014         | 61             | 92     | 39     | 138   | 330       |
| Cash flow from operating activities per share (SEK)             | 2016         | 3.54           |        | _      | _     | _         |
|   | 2015         | 8.25           | 0.34   | 5.82   | 5.82  | 20.22     |
|   | 2014         | 2.32           | 3.50   | 1.48   | 5.25  | 12.54     |
| Cash flow after investments, excl. acq. and disp. (SEK million) | 2016         | 30             | _      |        | _     | _         |
|   | 2015         | 104            | - 52   | 120    | 116   | 288       |
|   | 2014         | 17             | 33     | – 13   | 90    | 127       |
| Cash flow after investm., excl. acq. and disp. per share (SEK)  | 2016         | 1.14           |        |        | —     | —         |
|   | 2015         | 3.95           | - 1.98 | 4.56   | 4.41  | 10.95     |
|   | 2014         | 0.65           | 1.25   | - 0.49 | 3.42  | 4.83      |
| Earnings per share, basic and diluted (SEK)                     | 2016         | 3.16           |        |        | —     | —         |
|   | 2015         | 3.54           | 4.75   | 3.99   | 3.69  | 15.97     |
|   | 2014         | 2.55           | 3.08   | 3.15   | 5.06  | 13.84     |
| Adjusted earnings per share (SEK)                               | 2016         | 3.23           |        | —      | _     |           |
|   | 2015         | 3.65           | 4.86   | 4.07   | 3.77  | 16.35     |
|   | 2014         | 2.66           | 3.19   | 3.27   | 5.17  | 14.29     |
| Shareholders' equity per share (SEK)                            | 2016         | 70             |        |        |       |           |
|   | 2015         | 65             | 60     | 64     | 67    | 67        |
|   | 2014         | 53             | 49     | 53     | 60    | 60        |
| Return on total capital (%)                                     | 2016         | 17.8           |        |        |       |           |
|   | 2015         | 17.6           | 19.5   | 19.8   | 18.3  | 18.3      |
|   | 2014         | 14.3           | 14.3   | 14.3   | 17.1  | 17.1      |
| Return on capital employed (%)                                  | 2016         | 27.2           |        |        |       |           |
|   | 2015         | 28.5           | 31.6   | 32.0   | 29.6  | 29.6      |
|   | 2014         | 24.7           | 24.1   | 24.6   | 28.4  | 28.4      |
| Return on operating capital (%)                                 | 2016         | 34.2           | -      |        |       |           |
|   | 2015         | 34.7           | 36.4   | 37.3   | 35.3  | 35.3      |
| Detune on chouse address on the (0)                             | 2014         | 29.1           | 28.0   | 27.4   | 33.0  | 33.0      |
| Return on shareholders' equity (%)                              | 2016         | 23.2           |        |        |       |           |
|   | 2015         | 25.1           | 30.1   | 29.6   | 25.3  | 25.3      |
|   | 2014         | 22.3           | 24.0   | 23.2   | 25.0  | 25.0      |

# Quarterly data business areas

| Net sales (SEK million)                 |                          |              | Q1         | Q2         | Q3               | Q4         | Full year      |
|---|--------------------------|--------------|------------|------------|------------------|------------|----------------|
| Nolato Medical                          |                          | 2016         | 390        |            |                  |            |                |
|   |                          | 2015         | 344        | 365        | 368              | 387        | 1,464          |
|   |                          | 2014         | 326        | 343        | 330              | 334        | 1,333          |
| Nolato Telecom                          |                          | 2016         | 300        |            |                  |            |                |
|   |                          | 2015<br>2014 | 418<br>320 | 584<br>344 | 434 502          | 581<br>633 | 2,017<br>1,799 |
| Nolato Industrial                       |                          | 2014         | 320        | 344        | 502              | 033        | 1,799          |
| Nolato industrial                       |                          | 2010         | 312        | 332        | 282              | 325        | 1,251          |
|   |                          | 2014         | 286        | 279        | 264              | 277        | 1,106          |
| Group adjustments, Parent Company       |                          | 2016         | - 2        |            |                  | _          |                |
|   |                          | 2015         | - 1        | -1         | —                | - 4        | - 6            |
|   |                          | 2014         |            | -1         | -1               | - 2        | - 4            |
| Group total                             |                          | 2016         | 1,022      | —          |                  | —          | —              |
|   |                          | 2015         | 1,073      | 1,280      | 1,084            | 1,289      | 4,726          |
|   |                          | 2014         | 932        | 965        | 1,095            | 1,242      | 4,234          |
| Operating profit (EBITA) (SEK million)  |                          |              | Q1         | Q2         | Q3               | Q4         | Full year      |
| Nolato Medical                          |                          | 2016         | 52         |            |                  |            |                |
|   | EBITA margin (%)         |              | 13.3       | _          | —                | _          | _              |
|   |                          | 2015         | 46         | 47         | 51               | 47         | 191            |
|   | EBITA margin (%)         |              | 13.4       | 12.9       | 13.9             | 12.1       | 13.0           |
|   |                          | 2014         | 45         | 46         | 42               | 43         | 176            |
|   | EBITA margin (%)         |              | 13.8       | 13.4       | 12.7             | 12.9       | 13.2           |
| Nolato Telecom                          |                          | 2016         | 33         |            |                  |            |                |
|   | EBITA margin (%)         |              | 11.0       | _          | _                |            | _              |
|   |                          | 2015         | 47         | 101        | 63               | 61         | 272            |
|   | EBITA margin (%)         | 0014         | 11.2       | 17.3       | 14.5             | 10.5       | 13.5           |
|   | EBITA margin (%)         | 2014         | 23<br>7.2  | <u> </u>   | 48<br><i>9.6</i> | 98         | 199<br>11.1    |
| Nolato Industrial                       | EBITA Margin (%)         | 2016         | 34         | 0.7        | 9.0              | 15.5       | 11.1           |
| Notato Industrial                       | EBITA margin (%)         | 2010         | 10.2       |            |                  |            |                |
|   | LDITA margin (70)        | 2015         | 34         | 34         | 30               | 34         | 132            |
|   | EBITA margin (%)         | 2010         | 10.9       | 10.2       | 10.6             | 10.5       | 10.6           |
|   | LDITT I Margin (70)      | 2014         | 31         | 30         | 28               | 29         | 118            |
|   | EBITA margin (%)         |              | 10.8       | 10.8       | 10.6             | 10.5       | 10.7           |
| Group adjustments, Parent Company       | g( <i>i</i> , <i>i</i> ) | 2016         | - 6        | _          | _                | _          |                |
|   |                          | 2015         | - 4        | - 15       | - 2              | - 4        | - 25           |
|   |                          | 2014         | - 5        | - 6        | - 6              | - 6        | - 23           |
| Group total                             |                          | 2016         | 113        | _          |                  | —          |                |
|   | EBITA margin (%)         |              | 11.1       | _          | _                |            |                |
|   |                          | 2015         | 123        | 167        | 142              | 138        | 570            |
|   | EBITA margin (%)         |              | 11.5       | 13.0       | 13.1             | 10.7       | 12.1           |
|   |                          | 2014         | 94         | 100        | 112              | 164        | 470            |
|   | EBITA margin (%)         |              | 10.1       | 10.4       | 10.2             | 13.2       | 11.1           |
| Depreciation/amortisation (SEK million) |                          |              | Q1         | Q2         | Q3               | Q4         | Full year      |
| Nolato Medical                          |                          | 2016         | 22         |            |                  | _          |                |
|   |                          | 2015         | 20         | 22         | 22               | 22         | 86             |
|   |                          | 2014         | 18         | 19         | 19               | 20         | 76             |
| Nolato Telecom                          |                          | 2016         | 9          | _          |                  |            |                |
|   |                          | 2015         | 11         | 11         | 10               | 10         | 42             |
|   |                          | 2014         | 10         | 10         | 11               | 14         | 45             |
| Nolato Industrial                       |                          | 2016         | 14         |            |                  |            |                |
|   |                          | 2015         | 14         | 12         | 14               | 13         | 53             |
| Croup total                             |                          | 2014         | 11         | 10         | 11               | 12         | 44             |
| Group total                             |                          | 2016<br>2015 | 45<br>45   | 45         | 46               | 45         | 181            |
|   |                          | 2015         | 45<br>39   | 45<br>39   | 40               | 45         | 181            |
|   |                          | 2014         | 39         | 39         | 41               | 40         | 100            |

## Group financial highlights

|   | Q1    | Q1    | Rolling   | Full year |
|---|-------|-------|-----------|-----------|
|   | 2016  | 2015  | 12 months | 2015      |
| Net sales (SEK million)   | 1,022 | 1,073 | 4,675     | 4,726     |
| Sales growth (%)  | - 5   | 15    | 7         | 12        |
| Percentage of sales outside Sweden (%)                                      | 75    | 80    | 76        | 77        |
| Operating profit (EBITDA) (SEK million)                                     | 155   | 164   | 728       | 737       |
| Operating profit (EBITA) (SEK million)                                      | 113   | 123   | 560       | 570       |
| EBITA margin (%)  | 11.1  | 11.5  | 12.0      | 12.1      |
| Profit after financial income and expense (SEK million)                     | 109   | 121   | 543       | 555       |
| Profit margin (%)   | 10.7  | 11.3  | 11.6      | 11.7      |
| Profit after tax (SEK million)  | 83    | 93    | 410       | 420       |
|   |       |       |           |           |
| Return on total capital (%)   | 17.8  | 17.6  | 17.8      | 18.3      |
| Return on capital employed (%)  | 27.2  | 28.5  | 27.2      | 29.6      |
| Return on operating capital (%)   | 34.2  | 34.7  | 34.2      | 35.3      |
| Return on shareholders' equity (%)  | 23.2  | 25.1  | 23.2      | 25.3      |
|   |       |       |           |           |
| Equity/assets ratio (%)   | 60    | 54    | 60        | 54        |
| Debt/equity (%)   | 14    | 16    | 14        | 16        |
| Interest coverage ratio (times)   | 100   | 82    | 81        | 78        |
| Net investments affecting cash flow, excl. acq. and disposals (SEK million) | 63    | 113   | 194       | 244       |
| Cash flow after investments, excl. acq. and disposals (SEK million)         | 30    | 104   | 214       | 288       |
| Cash conversion (%)   | —     | —     | 39        | 52        |
| Net financial assets (+) / liabilities (-) (SEK million)                    | 144   | 192   | 144       | 122       |
|   |       |       |           |           |
| Earnings per share, basic and diluted (SEK)                                 | 3.16  | 3.54  | 15.59     | 15.97     |
| Adjusted earnings per share (SEK)   | 3.23  | 3.65  | 15.93     | 16.35     |
| Cash flow from operating activities per share (SEK)                         | 3.54  | 8.25  | 15.51     | 20.22     |
| Cash flow per share, excl. acq. and disposals (SEK)                         | 1.14  | 3.95  | 8.13      | 10.95     |
| Shareholders' equity per share (SEK)  | 70    | 65    | 70        | 67        |
|   |       |       |           |           |
| Average number of employees   | 5,027 | 7,044 | —         | 7,759     |
|   |       |       |           |           |

#### Definitions

#### Return on total capital

Profit after financial income and expense, plus financial expenses as a percentage of average total capital in the balance sheet.

## Return on capital employed

Profit after financial income and expense, plus financial expenses as a percentage of average capital employed. Capital employed consists of total capital less non-interestbearing liabilities and provisions.

## Return on operating capital

Operating profit as a percentage of average operating capital. Operating capital consists of total capital less non-interest-bearing liabilities and provisions, less interest-bearing assets.

### Return on shareholders' equity

Profit after tax as a percentage of average shareholders' equity.

#### **EBITA margin**

Operating profit (EBITA) as a percentage of net sales.

## Adjusted earnings per share

Profit after tax, excluding amortisation of intangible assets arising from acquisitions, divided by the average number of shares.

#### Cash flow from operating activities per share

Cash flow from operating activities, divided by the average number of shares. Cash flow per share, excl. acq. and disposals

Cash flow before financing activities, divided by the average number of shares.

#### Cash conversion

Cash flow after investments, excl. acquisitions and disposals, divided by operating profit (EBIT). Cash flow and operating profit have been adjusted by non-recurring items, if any.

## Net debt

Interest-bearing liabilities and provisions less interest-bearing assets.

#### Earnings per share

Profit after tax, divided by the average number of shares.

#### Interest coverage ratio

Profit after financial income and expense, plus financial expenses, divided by financial expenses.

## **Operating profit (EBITDA)**

Earnings before financial income and expense, taxes and depreciation/ amortisation.

#### Operating profit (EBITA)

Earnings before financial income and expense, taxes and amortisation of intangible assets arising from acquisitions.

#### **Operating profit (EBIT)**

Earnings before financial income and expense and taxes.

## Debt/equity ratio

Interest-bearing liabilities and provisions divided by shareholders' equity. Equity/assets ratio

Shareholders' equity as a percentage of total capital in the balance sheet. Profit margin

#### Profit after financial income and expense as a percentage of net sales.

## Parent Company income statement (summary)

|   | Q1   | Q1   | Rolling   | Full year |
|---|------|------|-----------|-----------|
| SEK million                                   | 2016 | 2015 | 12 months | 2015      |
| Net sales                                     | 9    | 9    | 31        | 31        |
|   |      |      |           |           |
| Selling expenses                              | - 3  | - 3  | – 11      | - 11      |
| Administrative expenses                       | – 13 | – 12 | - 54      | - 53      |
| Other operating income                        | 1    | —    | 1         | —         |
| Other operating expenses                      | - 1  | - 8  | – 10      | – 17      |
|   |      |      |           |           |
| Operating profit                              | -7   | – 14 | - 43      | - 50      |
|   |      |      |           |           |
| Profit from participations in Group companies | —    | 13   | 133       | 146       |
| Financial income                              | 5    | 34   | - 8       | 21        |
| Financial expenses                            | – 12 | – 1  | - 27      | - 16      |
| Profit after financial income and expense     | - 14 | 32   | 55        | 101       |
|   |      |      |           |           |
| Appropriations                                | —    | —    | 262       | 262       |
| Tax   | 1    | 1    | – 53      | - 53      |
| Profit after tax                              | – 13 | 33   | 264       | 310       |
|   |      |      |           |           |
| Depreciation/amortisation                     | —    | —    |           |           |
|   |      |      |           |           |

## Parent Company balance sheet (summary)

| SEK million                                | 31/03/2016 | 31/03/2015 | 31/12/2015 |
|--|------------|------------|------------|
| Assets                                     |            |            |            |
| Property, plant and equipment              | 1          | 1          | 1          |
| Financial assets                           | 1,144      | 1,150      | 1,151      |
| Deferred tax assets                        | 7          | 7          | 7          |
| Total fixed assets                         | 1,152      | 1,158      | 1,159      |
| Other receivables                          | 527        | 506        | 520        |
| Cash and bank                              | 42         | 23         | 37         |
| Total current assets                       | 569        | 529        | 557        |
| Total assets                               | 1,721      | 1,687      | 1,716      |
| Shareholders' equity and liabilities       |            |            |            |
| Shareholders' equity                       | 1,106      | 1,066      | 1,119      |
| Untaxed reserves                           | 129        | 161        | 129        |
| Other provisions                           | 12         | 9          | 11         |
| Long-term liabilities                      | 55         |            | 55         |
| Current liabilities                        | 419        | 451        | 402        |
| Total shareholders' equity and liabilities | 1,721      | 1,687      | 1,716      |

#### SEK million Period Services Services Interest Interest

| SEK million   | Period  | Services | Services | Interest | Interest | Res. from shares | Rec. fr. rel. part. | Liab. to rel. part. |
|---------------|---------|----------|----------|----------|----------|------------------|---------------------|---------------------|
| Related party |         | sold     | bought   | income   | expenses | in Group comp.   | on bal. sh. date    | on bal. sh. date    |
| Subsidiary    | Q1 2016 | 9        | – 1      | 5        | —        | —                | 921                 | 342                 |
| Subsidiary    | Q1 2015 | 9        | – 1      | 5        |          | 13               | 911                 | 313                 |

None of the company's Board members or senior executives currently have, or have previously had, any direct or indirect involvement in any business transaction with the company which is, or was, of an unusual character in terms of its conditions. Nor has the Group issued any loans, pledged any guarantees or entered into any surety arrangements for any of the company's Board members or senior executives.



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