## Interim Report Q2 2016

19 July 2016

The global leader in door opening solutions

## Strong growth in mature markets

### Second quarter

- Net sales increased by 5% to SEK 17,894 M (17,082), of which 4% (4) was organic growth and 4% (3) was acquired growth
- Strong growth in Americas, EMEA and Global Technologies and good growth in Entrance Systems
- Negative growth in Asia Pacific owing to weak demand in China
- Contracts have been signed for the acquisition of six companies with combined expected annual sales of about SEK 950 M
- Operating income (EBIT) increased by 6% to SEK 2,910 M (2,742). The operating margin was 16.3% (16.1)
- Net income amounted to SEK 2,026 M (1,888)
- Earnings per share rose by 7% and amounted to SEK 1.82 (1.70)
- The quarter's operating cash flow increased by 27% to SEK 2,519 M (1,991).

Organic growth

+4%

Operating income

+6%

Earnings per share

+7%

### Sales and income

_	Second	quarter		First ha		
	2015	2016	Δ	2015	2016	Δ
Sales, SEK M	17,082	17,894	5%	32,334	33,785	4%
Of which:						
Organic growth	656	650	4%	1,336	1,099	4%
Acquisitions	453	593	4%	829	1,083	3%
Exchange-rate effects	2,008	-431	-3%	3,900	-730	-3%
Operating income (EBIT), SEK M	2,742	2,910	6%	5,071	5,321	5%
Operating margin (EBIT), %	16.1%	16.3%		15.7%	15.7%	
Income before tax, SEK M	2,551	2,729	7%	4,735	4,938	4%
Net income, SEK M	1,888	2,026	7%	3,504	3,664	5%
Operating cash flow, SEK M	1,991	2,519	27%	2,511	3,017	20%
Earnings per share (EPS), SEK	1.70	1.82	7%	3.15	3.30	5%

## Comments by the President and CEO

"The second quarter of the year showed strong demand for ASSA ABLOY," says Johan Molin, President and CEO. "The mature markets in general produced strong growth, something we have not seen since the financial crisis, at the same time as the emerging markets continued their slowdown. Sales increased by 5% during the quarter, of which 4% was organic growth. Operating income outstripped sales growth and increased by 6%.

"Organic growth during the quarter was affected by a positive calendar effect of approximately one day. In Americas, EMEA and Global Technologies an encouraging sales growth continued, while Entrance Systems showed a rather weaker growth. The downturn in Asia Pacific continued because of a weak demand situation, especially in China. The emerging markets also remained weak, but with some bright points in eastern Europe and in Latin America apart from Brazil.

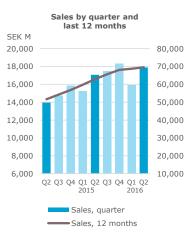
"ASSA ABLOY has once again been named as one of the world's one hundred most innovative companies by Forbes magazine. It is pleasing to see that our innovative new products are growing strongly. During the quarter a so-called multi-family solution was launched, whereby ASSA ABLOY for the first time offers a total solution for multi-family buildings where all lock units are both electronic and connected. The electronic content is growing steadily on the market, and there is great potential for the future.

"A further six companies were acquired during the quarter. Consolidation of the market for entrance automation continued with the acquisition of Nassau, which is a regional leader primarily in Denmark. Another interesting acquisition was the company Mauer, the market leader in locks in Bulgaria. ASSA ABLOY has been building a market leadership in eastern Europe for a number of years, which Mauer complements very well.

"Operating income for the quarter increased by 6%. At the same time the operating margin rose to 16.3% in spite of negative effects from both acquisition dilution and exchange-rate effects. The improvement in the margin was mainly due to good organic growth of 4% and lower raw-material costs.

"My judgment is that the global economic trend remains weak, but with a positive trend in America and parts of Europe. Elsewhere, many of the emerging markets are stagnating. However, our strategy of expanding on the emerging markets remains unchanged, since in the long term they are expected to achieve very good economic growth. We are also continuing our investments in new products, especially in the growth area of electromechanics."







## Second quarter

The Group's sales totaled SEK 17,894 M (17,082). Organic growth for comparable units was 4% (4). Acquired units contributed 4% (3). Exchange-rate effects had an impact of SEK -431 M (2,008) on sales, that is -3% (15). Operating income before depreciation and amortization, EBITDA, amounted to SEK 3,305 M (3,117). The corresponding EBITDA margin was 18.5% (18.2). The Group's operating income, EBIT, amounted to SEK 2,910 M (2,742). The operating margin was 16.3% (16.1).

Net financial items amounted to SEK -181 M (-191). The Group's income before tax was SEK 2,729 M (2,551), an improvement of 7% compared with last year. Exchange-rate effects had an impact of SEK -77 M (278) on income before tax. The profit margin was 15.2% (14.9). The estimated underlying effective tax rate on an annual basis was 26% (26). Earnings per share amounted to SEK 1.82 (1.70), an increase of 7% compared with last year.



## First half-year

The Group's sales for the first half of 2016 totaled SEK 33,785 M (32,334), representing an increase of 4%. Organic growth was 4% (4). Acquired units contributed 3% (3). Exchange-rate effects had an impact of SEK -730 M (3,900) on sales, that is -3% (16), compared with the first half of 2015.

Operating income before depreciation and amortization, EBITDA, for the half-year amounted to SEK 6,092 M (5,776). The corresponding margin was 18.0% (17.9). The Group's operating income, EBIT, amounted to SEK 5,321 M (5,071), which was an increase of 5% compared with last year. The corresponding EBIT operating margin was 15.7% (15.7).

Earnings per share for the first half-year increased to SEK 3.30 (3.15), a rise of 5% compared with last year. Operating cash flow totaled SEK 3,017 M (2,511).

### Restructuring measures

Payments related to all existing restructuring programs amounted to SEK 50 M in the quarter. The restructuring programs proceeded according to plan and led to a reduction in personnel of 149 people during the quarter and 11,356 people since the projects began in 2006.

At the end of the second quarter provisions of SEK 395 M remained in the balance sheet for carrying out the programs.

## Comments by division

### **EMEA**

Sales for the quarter in EMEA division totaled SEK 4,234 M (4,068), with organic growth of 6% (5). The markets in Scandinavia, Finland, Africa, Germany, Iberia and eastern Europe showed strong growth. Britain, Benelux, France, Italy and Israel showed good growth. The positive trend for electromechanical products continued. Acquired growth amounted to 1% (2). Operating income totaled SEK 649 M (614), which represented an operating margin (EBIT) of 15.3% (15.1). Return on capital employed amounted to 18.4% (17.4). Operating cash flow before interest paid totaled SEK 581 M (355).

### **Americas**

Sales for the quarter in Americas division totaled SEK 4,291 M (3,953), with organic growth of 8% (5). Growth was strong for Security doors, Electromechanical products, the Residential market, Mexico and South America, apart from Brazil which was negative. Traditional lock products, High-security products and Canada showed good growth. Acquired growth amounted to 3% (2). Operating income totaled SEK 949 M (870), which represented an operating margin (EBIT) of 22.1% (22.0). Return on capital employed amounted to 26.0% (24.5). Operating cash flow before interest paid totaled SEK 1,127 M (955).

### Asia Pacific

Sales for the quarter in Asia Pacific division totaled SEK 2,518 M (2,793), with organic growth of -6% (-2). Sales in the Pacific showed strong growth, while the trend was good in South-East Asia and Korea. China continued to show a negative sales trend due to low domestic demand. Acquired growth amounted to 1% (9). Operating income totaled SEK 355 M (403), which represented an operating margin (EBIT) of 14.1% (14.4). Return on capital employed amounted to 11.5% (14.0). Operating cash flow before interest paid totaled SEK 362 M (261).

### **Global Technologies**

Sales for the quarter in Global Technologies division totaled SEK 2,424 M (2,315), with organic growth of 5% (10). Access Control (PACS), Government ID and Quantum Secure showed strong growth within HID Global. Identification Technology (IDT) and AdvanIDe showed growth. IAM Solutions showed weakening sales. Hospitality showed stable performance. Acquired growth amounted to 2% (3). Operating income amounted to SEK 447 M (417), which represented an operating margin (EBIT) of 18.5% (18.0). Return on capital employed amounted to 17.4% (16.9). Operating cash flow before interest paid totaled SEK 320 M (155).

### **Entrance Systems**

Sales for the quarter in Entrance Systems division totaled SEK 4,767 M (4,325), with organic growth of 4% (5). Sales for Door automation, High-speed doors and European industrial doors increased strongly while growth for 4Front, Amarr and Ditec was good. Sales weakened for the Residential market in Europe. Acquired growth amounted to 8% (0). Operating income totaled SEK 628 M (556), which represented an operating margin (EBIT) of 13.2% (12.9). Return on capital employed amounted to 13.7% (13.1). Operating cash flow before interest paid totaled SEK 632 M (603).

### Acquisitions and disposals

A total of three minor acquisitions were consolidated during the quarter. The combined acquisition price for the companies acquired in the first half-year amounted to SEK 1,450 M, and preliminary acquisition analyses indicate that goodwill and other intangible assets with indefinite useful life amount to SEK 1,043 M. The acquisition price is adjusted for acquired net debt and estimated deferred considerations. Estimated deferred considerations amount to SEK 178 M.

The contract for the sale of the Group's Car Locks business was signed with the Japanese company Alpha Corporation in March. The transaction is expected to be completed in the third quarter of 2016 and is dependent on approval by the appropriate authorities. From 1 January the business has been reclassified under 'Assets held for sale' in accordance with IFRS 5. As a result, net sales for the half-year fell by SEK 287 M compared with the previous year.

## Organization

Christophe Sut has been appointed Executive Vice President and Head of the Hospitality business unit within Global Technologies from 10 July 2016. He succeeds Tim Shea, who is retiring. Christophe Sut has worked in several different posts at ASSA ABLOY since 2001 and was most recently Head of Business Development and Technology in the Hospitality business unit. Christophe Sut has an M.Sc. in Marketing and Sales and a Bachelor's degree in Language and Mathematics.

## Sustainable development

Reduced quantities of waste are an important part of ASSA ABLOY's long-term work to reduce the Group's total environmental impact. The Group's manufacturing plants are responsible for the greater part of the waste material. More and more plants are working with the principle that no waste should go to landfill. In the EMEA division, 15 plants have recently been certified by the Carbon Trust as achieving 'Zero Waste to Landfill'. The certification means that at least 95% of the total amount of waste is separated into a number of different fractions and recycled. Other ASSA ABLOY divisions are evaluating similar certification of their plants.

In parallel with a more effective sorting of waste, other activities to reduce amounts of waste are in hand, for example through the use of returnable

packaging for purchased components. The Group's target is to reduce the amount of waste relative to the size of the business by 20% by the end of 2020.

### Parent company

Other operating income for the Parent company ASSA ABLOY AB totaled SEK 1,963 M (1,518) for the first half-year. Operating income for the first half-year amounted to SEK 875 M (524). Investments in tangible and intangible assets totaled SEK 7 M (7). Liquidity is good and the equity ratio was 42.9% (41.4).

## **Accounting principles**

ASSA ABLOY applies International Financial Reporting Standards (IFRS) as endorsed by the European Union. Significant accounting and valuation principles are detailed on pages 92-97 of the 2015 Annual Report. This Interim Report was prepared in accordance with IAS 34 'Interim Financial Reporting' and the Annual Accounts Act. The Interim Report for the Parent company was prepared in accordance with the Annual Accounts Act and RFR 2 'Reporting by a Legal Entity'.

ASSA ABLOY makes use of a number of financial performance measures that are not defined in the reporting rules that the company uses – so-called 'alternative performance measures'. For definitions of financial performance measures, refer to Page 18 of this Quarterly Report and to the company's latest Annual Report. To check how the financial measurements have been calculated for current and earlier periods, refer to the tabulated figures in this Quarterly Report and to the company's Annual Report. The Annual Reports for the years 1994 to 2015 appear on the company's website www.assaabloy.com.

Totals quoted in tables and statements may not always be the exact sum of the individual items because of rounding differences. The aim is that each line item should correspond to its source, and rounding differences may therefore arise.

### Transactions with related parties

No transactions that significantly affected the company's position and income have taken place between ASSA ABLOY and related parties.

## Risks and uncertainty factors

As an international Group with a wide geographic spread, ASSA ABLOY is exposed to a number of business, financial and tax-related risks. The business risks can be divided into strategic, operational and legal risks. The financial risks are related to such factors as exchange rates, interest rates, liquidity, the giving of credit, raw materials and financial instruments. Risk management in ASSA ABLOY aims to identify, control and reduce risks. This work begins with an assessment of the probability of risks occurring and their potential effect on the Group. For a more detailed description of particular risks and risk management, see the 2015 Annual Report.

### Certification

The Board of Directors and the President and CEO declare that this half-year report gives an accurate picture of the Parent Company's and the Group's operations, position and income and describes significant risks and uncertainty factors faced by the Parent Company and the companies making up the Group.

Stockholm, 18 July 2016

Lars Renström	Carl Douglas	Ulf Ewaldsson
Chairman	Vice Chairman	Board member

Eva Karlsson	Birgitta Klasén	Eva Lindqvist
Board member	Board member	Board member

Johan Molin	Jan Svensson	Ulrik Svensson			
President and CEO	Board member	Board member			

Bert Arleros Mats Persson

# Report of Review of Interim Financial Information

### Introduction

We have reviewed the condensed interim financial information (interim report) of ASSA ABLOY (publ.) as of 30 June 2016 and the six-month period then ended. The board of directors and the CEO are responsible for the preparation and presentation of the interim financial information in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

### Scope of Review

We conducted our review in accordance with the International Standard on Review Engagements ISRE 2410, Review of Interim Report Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing, ISA, and other generally accepted auditing standards in Sweden. The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, in accordance with IAS 34 and the Swedish Annual Accounts Act, regarding the Group, and with the Swedish Annual Accounts Act, regarding the Parent Company.

Stockholm, 18 July 2016 PricewaterhouseCoopers

Bo Karlsson Authorized Public Accountant Auditor in charge Linda Corneliusson Authorized Public Accountant

### Financial information

The Interim Report for the third quarter will be published on 21 October 2016.

A capital markets day will be held on 16 November 2016 in Stockholm, Sweden.

### Further information can be obtained from:

Johan Molin,

President and CEO, Tel: +46 8 506 485 42

Carolina Dybeck Happe,

Chief Financial Officer, Tel: +46 8 506 485 72

ASSA ABLOY is holding an **analysts' meeting at 10.00 today** at Operaterrassen in Stockholm, Sweden.

The analysts' meeting can also be followed on the Internet at www.assaabloy.com.

It is possible to submit questions by telephone on:

+46 8 5055 6476, +44 203 364 5371 or +1 877 679 2993.

This information is information that ASSA ABLOY AB is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication, through the agency of the contact persons set out above, at 08.00 CET on 19 July 2016.

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No. 11/2016

## Financial information – Group

CONSOLIDATED INCOME STATEMENT	Q	2	Q1-Q2		
SEK M	2015	2016	2015	2016	
Sales	17,082	17,894	32,334	33,785	
Cost of goods sold	-10,459	-10,863	-19,742	-20,459	
Gross income	6,623	7,031	12,591	13,326	
Selling, administrative and R&D costs	-3,933	-4,153	-7,596	-8,070	
Share of earnings in associates	52	33	76	65	
Operating income	2,742	2,910	5,071	5,321	
Financial items	-191	-181	-336	-383	
Income before tax	2,551	2,729	4,735	4,938	
Tax on income	-663	-709	-1,231	-1,284	
Net income of disposal group classified as held for sale	-	7	-	10	
Net income for the period	1,888	2,026	3,504	3,664	
Net income attributable to:					
Parent company's shareholders	1,888	2,026	3,504	3,664	
Non-controlling interest	0	0	0	0	
Earnings per share					
before dilution, SEK	1.70	1.82	3.15	3.30	
after dilution, SEK	1.70	1.82	3.15	3.30	
		_	0.1	00	
STATEMENT OF COMPREHENSIVE INCOME	Q		Q1-		
SEK M Net income	2015 1,888	2016 2,026	2015 3,504	2016 3,664	
Net income	1,000	2,026	3,304	3,004	
Other comprehensive income: Items that will not be reclassified to profit or loss					
Actuarial gain/loss on post-employment benefit obligations, net after tax	0	-126	-111	-275	
Total	0	-126	-111	-275	
Items that may be reclassified subsequently to profit or loss					
Share of other comprehensive income of associates	-36	75	-27	109	
Net investment and cashflow hedges	51	-10	66	-5	
Exchange rate differences	-879	890	1,086	383	
Total	-864	956	1,124	487	
Total comprehensive income for the period	1,024	2,856	4,517	3,875	
Tatal comprehensive income attributable to:					
Total comprehensive income attributable to: Parent company's shareholders	1,024	2,856	4,517	3,876	
Non-controlling interest	0	0	0	-1	
Non-controlling interest	U	- 0	J	-	

## Financial information – Group

CONSOLIDATED BALANCE SHEET		31 Dec	30 3	lun
SEK M		2015	2015	2016
ASSETS				
Non-current assets				
Intangible assets		51,863	50,811	53,539
Property, plant and equipment		7,562	7,520	7,884
Investments in associates		1,910	1,901	2,037
Other financial assets		77	73	87
Deferred tax assets		1,434 <b>62,847</b>	1,470 <b>61,774</b>	1,712
Total non-current assets		02,847	61,774	65,259
Current assets		0.240	0 705	0.007
Inventories		8,348	8,735	8,907
Trade receivables		11,775	11,883	12,833
Other current receivables and investments		2,707	3,119	3,446
Cash and cash equivalents		501	646	564
Asset of disposal group classified as held for sale			-	235
Total current assets		23,330	24,382	25,984
TOTAL ASSETS		86,177	86,157	91,243
EQUITY AND LIABILITIES				
Equity				
Parent company's shareholders		41,575	38,105	42,449
Non-controlling interest		4	4	3
Total equity		41,579	38,110	42,452
Non-current liabilities				
Long-term loans		15,568	16,495	15,805
Deferred tax liabilities		2,031	1,751	2,050
Other non-current liabilities and provisions		6,567	7,881	6,239
Total non-current liabilities		24,166	26,127	24,094
Current liabilities				
Short-term loans		4,574	7,861	8,736
Trade payables		6,553	5,613	6,336
Other current liabilities and provisions		9,305	8,446	9,516
Liabilities of disposal group classified as held for sale		-	-	109
Total current liabilities		20,432	21,920	24,697
TOTAL EQUITY AND LIABILITIES		86,177	86,157	91,243
CHANGES IN CONSOLIDATED EQUITY	Parent	ributable to: Non-		
	company's	controlling		Total
SEK M	shareholders	interest		equity
Opening balance 1 January 2015	36,096	2		36,098
Net income	3,504	0		3,504
Other comprehensive income	1,014	0		1,013
Total comprehensive income	4,517	0		4,517
Dividend	-2,407	-		-2,407
Stock purchase plans	-102	-		-102
Change in non-controlling interest	1	2		3
Total transactions with parent company's shareholders	-2,508	2		-2,506
Closing balance 30 June 2015	38,105	4		38,110
Opening balance 1 January 2016	41,575	4		41,579
Net income	3,664	0		3,664
Other comprehensive income	212	0		212
Total comprehensive income	3,876	-1		3,875
Dividend	-2,944	-		-2,944
Stock purchase plans	-59	-		-59
Total transactions with parent company's shareholders	-3,002	-		-3,002
Closing balance 30 June 2016	42,449	3		42,452

## Financial information – Group

CONSOLIDATED CASH FLOW STATEMENT	Q	2	Q1-0	Q2
SEK M	2015	2016	2015	2016
OPERATING ACTIVITIES				
Operating income	2,742	2,910	5,071	5,321
Depreciation and amortization	374	395	705	771
Restructuring payments	-60	-50	-150	-146
Other non-cash items	-74	-26	-76	-43
Cash flow before interest and tax	2,983	3,229	5,550	5,904
Interest paid and received	-200	-228	-270	-322
Tax paid on income	-371	-478	-1,082	-1,777
Cash flow before changes in working capital	2,412	2,523	4,197	3,805
Changes in working capital	-526	-139	-2,248	-1,975
Cash flow from operating activities	1,886	2,384	1,949	1,830
INVESTING ACTIVITIES				
Net investments in intangible assets and property, plant and equipment	-327	-394	-670	-736
Investments in subsidiaries	-780	-485	-1,758	-1,462
Investments in associates	-	-	-	-1
Disposals of subsidiaries	-	-50	-	-50
Other investments and disposals	0	0	0	0
Cash flow from investing activities	-1,106	-927	-2,428	-2,248
FINANCING ACTIVITIES				
Dividends	-2,407	-2,944	-2,407	-2,944
Acquisition of non-controlling interest	-757	-27	-757	-27
Net cash effect of changes in borrowings	2,524	1,489	3,595	3,448
Cash flow from financing activities	-639	-1,481	432	477
CASH FLOW	141	-25	-47	60
CASH AND CASH EQUIVALENTS				
Cash and cash equivalents at beginning of period	515	578	667	501
Cash flow	141	-25	-47	60
Effect of exchange rate differences	-11	10	25	3
Cash and cash equivalents in disposal group held for sale	-	0	-	0
Cash and cash equivalents at end of period	646	564	646	564

KEY RATIOS		Q1-	-Q2
	2015	2015	2016
Return on capital employed, %	17.8	16.2	15.8
Return on shareholders' equity, %	19.8	18.9	17.4
Equity ratio, %	48.2	44.2	46.5
Interest coverage ratio, times	16.7	16.3	15.0
Total number of shares at the end of period, thousands	1,112,576	1,112,576	1,112,576
Number of shares outstanding at the end of period, thousands	1,110,776	1,110,776	1,110,776
Weighted average number of outstanding shares, thousands	1,110,776	1,110,776	1,110,776
Weighted average number of outstanding shares after dilution, thousands	1,110,776	1,110,776	1,110,776
Average number of employees	45,994	45,388	46,998

## Financial information – Parent company

INCOME STATEMENT	Year	Q1-	Q1-Q2		
SEK M	2015	2015	2016		
Operating income	1,351	524	875		
Income before appropriations and tax	2,193	437	1,497		
Net income	2,725	328	1,332		

BALANCE SHEET	31 Dec	30 Jun		
SEK M	2015	2015	2016	
Non-current assets	35,138	35,487	35,694	
Current assets	9,410	7,711	8,315	
Total assets	44,548	43,198	44,009	
Equity	20,553	17,897	18,883	
Non-current liabilities	8,153	8,482	7,931	
Current liabilities	15,842	16,819	17,195	
Total equity and liabilities	44,548	43,198	44,009	

## Quarterly information – Group

THE GROUP IN SUMMARY	Q1	Q2	Q3	Q4	Q1-Q2	Year	Q1	Q2	Q1-Q2	Last 12
SEK M	2015	2015	2015	2015	2015	2015	2016	2016	2016	months
Sales	15,252	17,082	17,465	18,301	32,334	68,099	15,891	17,894	33,785	69,550
Organic growth	5%	4%	3%	5%	4%	4%	3%	4%	4%	
Gross income	5,969	6,623	6,758	7,046	12,591	26,395	6,295	7,031	13,326	-
Gross margin  Operating income before depr. & amort. (EBITDA)	39.1% <b>2,659</b>	38.8% <b>3,117</b>	38.7% <b>3,330</b>	38.5% <b>3,406</b>	38.9% <b>5,776</b>	38.8% <b>12,512</b>	39.6% <b>2,787</b>	39.3% <b>3,305</b>	39.4% <b>6,092</b>	39.0% <b>12,82</b> 9
Operating margin (EBITDA)	17.4%	18.2%	19.1%	18.6%	17.9%	18.4%	17.5%	18.5%	18.0%	18.4%
Depreciation and amortization	-331	-374	-360	-368	-705	-1,433	-376	-395	-771	-1,499
Operating income (EBIT)	2,329	2,742	2,970	3,038	5,071	11,079	2,411	2,910	5,321	11,329
Operating margin (EBIT)	15.3%	16.1%	17.0%	16.6%	15.7%	16.3%	15.2%	16.3%	15.7%	16.3%
Net financial items	-145	-191	-174	-187	-336	-697	-201	-181	-383	-744
Income before tax (EBT)	2,184	2,551	2,796	2,851	4,735	10,382	2,209	2,729	4,938	10,585
Profit margin (EBT)	14.3%	14.9%	16.0%	15.6%	14.6%	15.2%	13.9%	15.2%	14.6%	15.2%
Tax on income	-568	-663	-727	-731	-1,231	-2,689	-574	-709	-1,284	-2,742
Net income of disposal group classified as held for sale	1,616	1,888	2,069	2,120	3,504	7 602	3 <b>1,638</b>	7	2 664	7 953
Net income for the period	1,010	1,000	2,009	2,120	3,304	7,693	1,036	2,026	3,664	7,853
Net income attributable to:										
Parent company's shareholders	1,616	1,888	2,069	2,120	3,504	7,693	1,638	2,026	3,664	7,853
Non-controlling interest	0	0	0	0	0	0	0	0	0	C
OPERATING CASH FLOW SEK M	Q1	Q2 2015	Q3	Q4	Q1-Q2 2015	Year 2015	Q1	Q2	Q1-Q2 2016	Last 12
Operating income (EBIT)	<b>2015</b> 2,329	2,742	<b>2015</b> 2,970	<b>2015</b> 3,038	5,071	11,079	<b>2016</b> 2,411	<b>2016</b> 2,910	5,321	months 11,329
Depreciation and amortization	331	374	360	368	705	1,433	376	395	771	1,499
Net capital expenditure	-344	-327	-344	-227	-670	-1,241	-342	-394	-736	-1,307
Change in working capital	-1,722	-526	-115	1,861	-2,248	-502	-1,836	-139	-1,975	-228
Interest paid and received	-71	-200	-84	-195	-270	-548	-94	-228	-322	-600
Non-cash items	-2	-74	28	-221	-76	-269	-17	-26	-43	-236
Operating Cash flow	520	1,991	2,816	4,625	2,511	9,952	498	2,519	3,017	10,457
Operating Cash flow/Income before tax	0.24	0.78	1.01	1.62	0.53	0.96	0.23	0.92	0.61	0.99
CHANCE IN NET DEDT	01	03	03	04	01.03	V	01	03	01.03	
CHANGE IN NET DEBT SEK M	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1-Q2 2015	Year 2015	Q1 2016	Q2 2016	Q1-Q2 2016	
Net debt at beginning of period	22,327	25,184	26,579	25,131	22,327	22,327	22,269	24,681	22,269	
Operating cash flow	-520	-1,991	-2,816	-4,625	-2,511	-9,952	-498	-2,519	-3,017	
Restructuring payments	90	60	80	145	150	375	95	50	146	
Tax paid	711	371	217	948	1,082	2,247	1,298	478	1,777	
Acquistions and disposals	978	1,536	688	959	2,514	4,161	1,345	556	1,900	
Dividend	-	2,407	-	-	2,407	2,407	-	2,944	2,944	
Actuarial gain/loss on post-employment benefit obligations	206	-274	70	-152	-68	-150	221	186	407	
Net debt of disposal group classified as held for sale	-		-	-	-	-	0	0	0	
Exchange rate differences and other  Net debt at end of period	1,392 <b>25,184</b>	-713 <b>26,579</b>	313 <b>25,131</b>	-136 <b>22,269</b>	678 <b>26,579</b>	855 <b>22,269</b>	-49 <b>24,681</b>	746 <b>27,122</b>	697 <b>27,122</b>	
Net debt/Equity ratio	0.64	0.70	0.63	0.54	0.70	0.54	0.58	0.64	0.64	
NET DEBT SEK M	Q1 2015	Q2 2015	Q3 2015	Q4 2015			Q1 2016	Q2 2016		
Non-current interest-bearing receivables	-31	-29	-32	-30			-34	-36		
Current interest bearing receivables  Current interest-bearing investments including derivatives	-263	-217	-265	-182			-270	-222		
Cash and cash equivalents	-515	-646	-648	-501			-578	-564		
Pension provisions	3,260	2,984	2,954	2,761			3,002	3,258		
Other non-current interest-bearing liabilities	16,497	16,495	17,453	15,568			15,668	15,805		
Current interest-bearing liabilities including derivatives	6,235	7,992	5,669	4,653			6,893	8,881		
Total	25,184	26,579	25,131	22,269			24,681	27,122		
CADITAL EMPLOYED AND FINANCING	٥.			^4			٠.			
CAPITAL EMPLOYED AND FINANCING SEK M	Q1 2015	Q2 2015	Q3 2015	Q4 2015			Q1 2016	Q2 2016		
Capital employed	64,699	64,689	65,070	63,848			67,124	69,449		
- of which goodwill	43,092	41,818	42,404	42,777			43,098	44,387		
- of which other intangible assets and	-,	,	,	,			-,	,		
property, plant and equipment	16,324	16,512	16,693	16,649			16,613	17,036		
- of which investments in associates	1,890	1,901	1,934	1,910			1,970	2,037		
Assets and liabilities of disposal group classified										
as held for sale	-	-	-	-			111	126		
Net debt	25,184	26,579	25,131	22,269			24,681	27,122		
Non-controlling interest	2 30 513	4 38 105	4 30 035	4 41 575			4 42 551	3 42 449		
	39,513	38,105	39,935	41,575			42,551	42,449		
Snarenoiders' equity										
Shareholders' equity  DATA PER SHARE	01	02	03	04	Q1-O2	Year	01	02	01-02	
DATA PER SHARE	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1-Q2 2015	Year 2015	Q1 2016	Q2 2016	Q1-Q2 2016	_
DATA PER SHARE SEK Earnings per share after tax and before dilution	<b>2015</b> 1.45	<b>2015</b> 1.70	<b>2015</b> 1.86	<b>2015</b> 1.91	<b>2015</b> 3.15	<b>2015</b> 6.93	<b>2016</b> 1.47	<b>2016</b> 1.82	<b>2016</b> 3.30	
DATA PER SHARE SEK Earnings per share after tax and before dilution Earnings per share after tax and dilution Shareholders' equity per share after dilution	2015	2015	2015	2015	2015	2015	2016	2016	2016	

## Reporting by division

Q2 and 30 Jun							Glo	bal	Entr	ance				
	EM	EA	Ame	ricas	Asia F	Pacific	Techno	ologies	Syst	ems	Oth	er	То	tal
SEK M	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
Sales, external	3,981	4,152	3,934	4,268	2,570	2,332	2,296	2,402	4,301	4,740	0	0	17,082	17,894
Sales, internal	87	83	19	23	223	186	19	21	24	27	-373	-341	-	-
Sales	4,068	4,234	3,953	4,291	2,793	2,518	2,315	2,424	4,325	4,767	-373	-341	17,082	17,894
Organic growth	5%	6%	5%	8%	-2%	-6%	10%	5%	5%	4%	-	-	4%	4%
Share of earnings in associates	-	-	_	_	5	5	-	_	47	28	-	-	52	33
Operating income (EBIT)	614	649	870	949	403	355	417	447	556	628	-117	-118	2,742	2,910
Operating margin (EBIT)	15.1%	15.3%	22.0%	22.1%	14.4%	14.1%	18.0%	18.5%	12.9%	13.2%			16.1%	16.3%
Capital employed	13,929	14,053	13,931	14,900	11,732	12,434	9,791	10,483	16,592	17,640	-1,285	-61	64,689	69,449
- of which goodwill	7,687	7,953	9,413	10,300	7,780	7,683	7,317	7,545	9,621	10,905	-	-	41,818	44,387
- of which other intangible assets and														
property, plant and equipment	3,171	3,214	3,100	3,304	3,945	3,898	2,239	2,296	3,965	4,214	92	111	16,512	17,036
- of which investments in associates	8	8	-	-	438	495	-	-	1,455	1,533	-	-	1,901	2,037
Return on capital employed	17.4%	18.4%	24.5%	26.0%	14.0%	11.5%	16.9%	17.4%	13.1%	13.7%	-	-	16.6%	16.9%
Operating income (EBIT)	614	649	870	949	403	355	417	447	556	628	-117	-118	2,742	2,910
Depreciation and amortization	112	102	75	79	68	68	59	82	59	62	2	2	374	395
Net capital expenditure	-123	-104	-82	-103	-57	-59	-39	-67	-19	-55	-6	-5	-327	-394
Change in working capital	-247	-67	92	203	-152	-1	-281	-143	7	-4	55	-127	-526	-139
Cash flow	355	581	955	1,127	261	362	155	320	603	632	-65	-248	2,264	2,772
Non-cash items											-74	-26	-74	-26
Interest paid and received											-200	-228	-200	-228
Operating cash flow <sup>1)</sup>													1,991	2,519

01-02	and	30	Jun

							Glo	bal	Entr	ance				
	E	MEA	Am	nericas	Asia I	Pacific	Techno	ologies	Syst	ems	Oth	er	То	tal
SEK M	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
Sales, external	7,853	8,090	7,578	8,212	4,240	3,947	4,350	4,534	8,313	9,002	0	0	32,334	33,785
Sales, internal	159	149	39	49	399	329	37	36	54	56	-688	-619	-	-
Sales	8,012	8,238	7,617	8,260	4,640	4,276	4,386	4,570	8,366	9,058	-688	-618	32,334	33,785
Organic growth	4%	4%	6%	7%	-2%	-5%	10%	3%	5%	4%	-	-	4%	4%
Share of earnings in associates	_	_	_	_	11	9	_	_	65	56	_	_	76	65
Operating income (EBIT)	1,240	1,283	1,641	1,773	592	528	777	810	1,042	1,157	-220	-230	5,071	
Operating margin (EBIT)	15.5%		21.5%	21.5%	12.8%	12.4%	17.7%	17.7%	12.5%	12.8%			15.7%	
,														
Capital employed	13,929	14,053	13,931	14,900	11,732	12,434	9,791	10,483	16,592	17,640	-1,285	-61	64,689	69,449
- of which goodwill	7,687	7,953	9,413	10,300	7,780	7,683	7,317	7,545	9,621	10,905	· ·	-	41,818	44,387
- of which other intangible assets and														
property, plant and equipment	3,171	3,214	3,100	3,304	3,945	3,898	2,239	2,296	3,965	4,214	92	111	16,512	17,036
- of which investments in associates	8	8	-	-	438	495	-	-	1,455	1,533	-	-	1,901	2,037
Return on capital employed	18.5%	18.7%	23.6%	24.8%	10.5%	8.7%	17.7%	16.0%	12.5%	13.3%	-	-	16.2%	15.8%
Operating income (EBIT)	1,240	1,283	1,641	1,773	592	528	777	810	1,042	1,157	-220	-230	5,071	5,321
Depreciation and amortization	204	201	148	156	133	136	105	150	113	126	2	3	705	771
Net capital expenditure	-247	-196	-141	-196	-114	-127	-122	-108	-38	-102	-7	-7	-670	-736
Change in working capital	-624	-520	-536	-335	-561	-396	-475	-422	-51	-146	0	-156	-2,248	-1,975
Cash flow <sup>1)</sup>	573	768	1,111	1,397	49	142	285	430	1,066	1,034	-226	-390	2,857	3,381
Non-cash items											-76	-43	-76	-43
Interest paid and received											-270	-322	-270	
Operating cash flow <sup>1)</sup>													2,511	3,017
Average number of employees	10,727	10,921	7,777	8,953	13,780	12,753	3,440	3,823	9,431	10,315	231	234	45,388	46,998

 $<sup>^{1)}</sup>$  Excluding restructuring payments.

## Reporting by division

Year and 31 Dec

	EM	EA	Ame	ricas	Asia F	acific	Glo Techno	bal ologies		ance tems	Oth	ner	То	tal
SEK M	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015
Sales, external	14,519	16,220	12,096	15,588	7,755	9,401	7,147	9,031	15,325	17,858	0	0	56,843	68,099
Sales, internal	233	304	60	76	581	770	59	69	84	98	-1,017	-1,317	-	-
Sales	14,753	16,524	12,156	15,665	8,336	10,171	7,207	9,100	15,409	17,957	-1,017	-1,317	56,843	68,099
Organic growth	3%	4%	4%	7%	1%	-3%	1%	7%	4%	5%	-	-	3%	4%
Share of earnings in associates	-	-	-	-	23	16	-	-	109	118	-	-	132	134
Operating income (EBIT)	2,432	2,620	2,613	3,363	1,187	1,436	1,368	1,647	2,054	2,436	-398	-422	9,257	11,079
Operating margin (EBIT)	16.5%	15.9%	21.5%	21.5%	14.2%	14.1%	19.0%	18.1%	13.3%	13.6%	-	-	16.3%	16.3%
Capital employed	12,299	12,916	12,909	13,908	9,810	11,689	8,239	9,815	16,245	16,030	-1,077	-509	58,425	63,848
- of which goodwill	7,247	7,857	9,000	9,903	7,931	7,690	5,984	7,437	9,615	9,891	-	-	39,778	42,777
- of which other intangible and														
property, plant and equipement	3,051	3,210	2,982	3,184	3,137	3,908	1,711	2,300	4,021	3,939	87	107	14,990	16,649
- of which investments in associates	9	8	-	0	414	452	-	-	1,438	1,450	-	-	1,861	1,910
Return on capital employed	21.0%	20.4%	23.1%	24.1%	14.2%	12.6%	19.6%	18.8%	13.1%	14.9%	-	-	16.9%	17.8%
Operating income (EBIT)	2,432	2,620	2,613	3,363	1,187	1,436	1,368	1,647	2,054	2,436	-398	-422	9,257	11,079
Depreciation and amortization	351	398	237	300	183	268	182	232	212	231	-2	4	1,163	1,433
Net capital expenditure	-397	-349	-243	-326	-275	-238	-204	-212	-141	-94	-11	-24	-1,271	-1,241
Change in working capital	-98	-47	31	-120	-164	-231	-63	-110	-118	63	109	-57	-303	-502
Cash flow <sup>1)</sup>	2,288	2,622	2,637	3,217	931	1,235	1,282	1,557	2,007	2,637	-302	-499	8,845	10,770
Non-cash items											-150	-269	-150	-269
Interest paid and received											-457	-548	-457	-548
Operating cash flow <sup>1)</sup>	·								·		·		8,238	9,952
Average number of employees	10,678	10,886	7,193	7,957	13,439	13,651	3,331	3,583	9,420	9,686	208	231	44,269	45,994

<sup>1)</sup> Excluding restructuring payments.

## Financial information - Notes

### NOTE 1 SALES BY CONTINENT

_		2	Q1-	Q2
SEK M	2015	2016	2015	2016
Europe	6,230	6,679	12,306	12,935
North America	6,623	7,016	12,516	13,354
Central- and South America	375	484	749	925
Africa	210	213	408	404
Asia	3,017	2,888	5,147	5,006
Pacific	627	613	1,208	1,160
Total	17,082	17,894	32,334	33,785

### NOTE 2 BUSINESS COMBINATIONS

_		2	Q1-Q2		
SEK M	2015	2016	2015	2016	
Purchase prices					
Cash paid for acquisitions during the period	559	327	1,316	1,171	
Holdbacks and deferred considerations for acquisitions during the period	0	55	727	178	
Adjustment of purchase prices for acquisitions in prior years	-11	0	-11	-91	
Total	548	382	2,032	1,259	
Acquired assets and liabilities at fair value					
Intangible assets	608	2	1,119	2	
Property, plant and equipment	110	40	114	280	
Financial assets	10	14	16	71	
Inventories	53	28	95	87	
Current receivables and investments	109	58	171	116	
Cash and cash equivalents	71	29	92	141	
Non-controlling interests	-3	_	-3	-	
Non-current liabilities	-283	55	-411	-184	
Current liabilities	-54	-90	-132	-338	
Total	621	136	1,061	175	
Goodwill	-73	246	972	1,084	
Change in cash and cash equivalents due to acquisitions					
Cash paid for acquisitions during the period	559	327	1,316	1,171	
Cash and cash equivalents in acquired subsidiaries	-71	-29	-92	-141	
Paid holdbacks and deferred considerations for acquisitions in previous years	292	186	534	432	
Total	780	485	1,758	1,462	

Fair value adjustments of acquired net assets from acquisitions made in previous periods are included in the above table.

### NOTE 3 FAIR VALUE AND CARRYING AMOUNT ON FINANCIAL ASSETS AND LIABILITIES

30 June 2016			Financial instruments at fair value			
	Carrying	Fair				
SEK M	amount	value	Level 1	Level 2	Level 3	
Financial assets						
Financial assets at fair value through profit and loss	77	77		77		
Available-for-sale financial assets	11	11				
Loans and other receivables	15,435	15,435				
Derivative instruments - hedge accounting	142	142		142		
Financial liabilities						
Financial liabilities at fair value through profit and loss	2,303	2,303		124	2,179	
Financial liabilities at amortized cost	30,877	31,224				
Derivative instruments - hedge accounting	21	21		21		

31 December 2015			Financial instruments at fair value			
	Carrying	Fair				
SEK M	amount	value	Level 1	Level 2	Level 3	
Financial assets						
Financial assets at fair value through profit and loss	27	27		27		
Available-for-sale financial assets	11	11				
Loans and other receivables	14,219	14,219				
Derivative instruments - hedge accounting	121	121		121		
Financial liabilities						
Financial liabilities at fair value through profit and loss	2,695	2,695		55	2,640	
Financial liabilities at amortized cost	26,695	26,890				
Derivative instruments - hedge accounting	25	25		25		



## Definitions of financial performance measures

### Organic growth

Change in sales for comparable units after adjustments for acquisitions and exchange rate effects.

### Operating margin (EBITDA)

Operating income before depreciation and amortization as a percentage of sales.

#### Operating margin (EBIT)

Operating income as a percentage of sales.

### Profit margin (EBT)

Income before tax as a percentage of sales.

#### Operating cash flow

See the table on operating cash flow for detailed information. For relationship between operating cash flow and cash flow from operating activities see the company's last Annual Report.

#### Net capital expenditure

Investments in tangible and intangible assets less disposals of tangible and intangible assets.

#### Depreciation

Depreciation and amortization of intangible and tangible assets.

### Net debt

Interest-bearing liabilities less interest-bearing assets.

### Capital employed

Total assets less interest-bearing assets and non-interestbearing liabilities including deferred tax liability.

#### **Equity ratio**

Shareholders' equity as a percentage of total assets.

#### Interest coverage ratio

Income before tax plus net interest divided by net interest.

### Return on shareholders' equity

Net income attributable to parent company's shareholders as a percentage of average parent company's shareholders equity.

### Return on capital employed

Income before tax plus net interest as a percentage of average capital employed.