

Interim Financial Information

January—September 2023

Q3



A stable third quarter

Third quarter (“the quarter”), July–September 2023

- Net sales for the quarter increased by 8.6 percent to SEK 3,265 million (3,006), of which 2.5 percentage points were organic growth, 4.9 were acquisition-driven and 1.2 were currency-driven.
- The adjusted EBITA increased to SEK 219 million (200), and the adjusted EBITA margin amounted to 6.7 percent (6.7). Items affecting comparability amounted to an expense of SEK 2 million (1).
- The loss for the quarter amounted to SEK 100 million (profit 71).
- Order intake amounted to SEK 2,642 million (2,629).
- In July, a Stockholm-based electrical installation company was acquired with 20 employees and annual sales of about SEK 35 million.

The period, January–September 2023 ¹⁾

- Net sales for the period increased by 11.5 percent to SEK 10,695 million (9,588), of which 5.8 percentage points were organic growth, 5.1 were acquisition-driven and 0.7 were currency-driven.
- The adjusted EBITA increased to SEK 715 million (624), and the adjusted EBITA margin increased to 6.7 percent (6.5). Items affecting comparability amounted to an expense of SEK 27 million (6).
- The loss for the period amounted to SEK 44 million (profit 231).
- Order intake increased to SEK 9,831 million (9,568).
- The order backlog at the end of the period was SEK 9,144 million (9,672).

Key figures

	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Net sales, SEKm	3,265	3,006	10,695	9,588	14,628	13,521
Growth, %	8.6	30.9	11.5	29.9	13.1	26.1
Organic growth, %	2.5	13.1	5.8	12.8	7.5	12.6
Acquired growth, %	4.9	16.1	5.1	15.8	4.9	12.2
Currency effect, %	1.2	1.7	0.7	1.3	0.8	1.3
Adjusted EBITA, SEKm	219	200	715	624	1,031	940
Adjusted EBITA margin, %	6.7	6.7	6.7	6.5	7.1	7.0
EBITA, SEKm	216	199	689	618	1,030	960
EBITA-margin, %	6.6	6.6	6.4	6.4	7.0	7.1
Profit for the period, SEKm	-100	71	-44	231	116	390
Order backlog, SEKm	9,144	9,672	9,144	9,672	9,144	9,535
Order intake, SEKm	2,642	2,629	9,831	9,586	13,412	13,167
Average number of employees, FTE	7,107	6,679	7,012	6,499	6,938	6,553

For definitions, refer to page 20. For reconciliation of key performance indicators not defined in accordance with IFRS, refer to page 15.

Unless otherwise indicated, amounts in the report are stated in SEK million rounded to the nearest million, which may result in rounding differences.

1) The Interim Financial Information presented in this document reflects the financial and operational development of the consolidated Assemblin Financing AB (formerly Assemblin Group AB) group for the period 2022-01-01 – 2023-05-02 and subsequently the consolidated Assemblin Group AB (formerly Apollo Swedish Bidco AB) group for the period 2023-05-03 – 2023-09-30. For more information, see note 1.

Comments from the CEO

A stable third quarter

Assemblin delivered a stable third quarter with unchanged margins, healthy growth and stable order intake despite mixed installation-market signals.

Continued growth in a nebulous market with attractive acquisition opportunities

Signals from the market remain mixed. Although high interest rates are subduing the willingness to invest, demand is, at the same time, high in many segments. We can note that housing construction has slowed considerably and that the market situation for new commercial properties and green technology has weakened in some locations. At the same time, however, demand remains strong for public and industrial buildings throughout the Nordics.

We reported growth in all Nordic countries for the quarter, contributing to consolidated sales increasing by 8.6 percent to SEK 3,265 million (3,006). Sales for the period rose by 11.5 percent to SEK 10,695 million (9,588).

Assemblin continues to deliver stable profitability at a favourable level. In the third quarter, the EBITA margin amounted to 6.7 percent (6.7), contributing to an adjusted EBITA margin of 7.1 percent (7.0) on a rolling 12-month basis.

Order intake for the quarter comprised a number of small and medium-sized project assignments and increased to SEK 2,642 million (2,629). At the end of the period, the order backlog was well stocked although it had decreased compared with last year to SEK 9,144 million (9,672), which is explained by the business mix now comprising a greater share of small and medium-sized projects.

In the third quarter, electrical company M3 Installation was acquired, and, in early October, the ventilation service company Lindsells was acquired. Combined, these two acquisitions contribute annual sales of SEK 65 million to Assemblin, as well as 33 skilled employees. We continue to see substantial opportunities to acquire well-maintained, profitable companies with superior

skills and a sound corporate culture – companies matching Assemblin’s ambitious aspirations and objectives.

Stable earnings at a high level

Assemblin continues to deliver stable profitability at a favourable level. In the third quarter, the EBITA margin amounted to 6.7 percent (6.7), contributing to our now having an adjusted EBITA margin of 7.1 percent (7.0) on a rolling 12-month basis. All business units delivered favourable or improved earnings for the quarter except for Assemblin Ventilation.

Cash flow

Free cash flow for the quarter strengthened to an outflow of SEK 66 million (93). On a rolling 12-month basis, cash generation was 73 percent (76). Our cash position remain strong and unutilised available credit facilities amounted to SEK 1,100 million.

Outlook

In a recessionary environment, it is an advantage to be a large and stable player. It is also important to maintain a presence close to the local market and to adapt the operations quickly to changing demand, to be selective regarding new projects and to continue focusing on profitability.

Our view is that Assemblin’s strong local position and decentralised organization, combined with a diversified customer portfolio, high proportion of service activities and flexible cost structure, make us well-equipped to meet our challenges – and to take advantage of the future opportunities that exist in the installation markets.

Stockholm, November 2023

Mats Johansson
President and CEO, Assemblin

Overview, consolidated results

Net sales and order intake

Third quarter (July–September) 2023

Net sales for the quarter increased by 8.6 percent to SEK 3,265 million (3,006), of which 2.5 percentage points were organic growth, 4.9 were acquisition-driven and 1.2 were currency-driven. All of the business areas, with the exception of Assemblin Ventilation, contributed to the increase in sales.

The proportion of services amounted to 41 percent (41) of consolidated sales.

Order intake amounted to SEK 2,642 million (2,629), mainly comprising small and medium-sized project assignments.

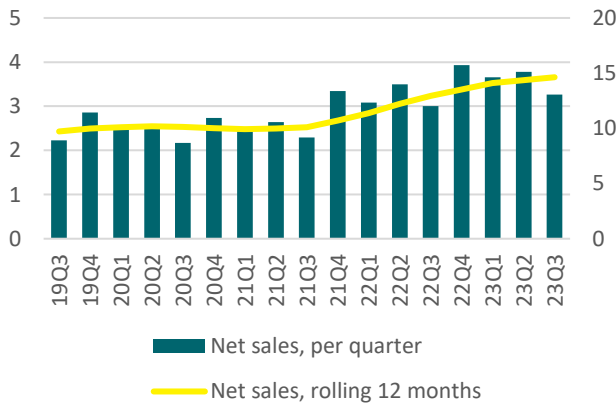
The period (January–September) 2023

Net sales for the period increased by 11.5 percent to SEK 10.695 million (9.588), of which 5.8 percentage points were organic growth, 5.1 were acquisition-driven and 0,7 were currency-driven.

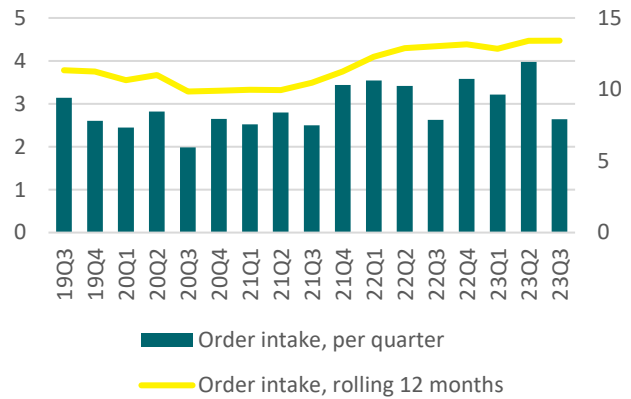
Compared with the preceding year, the proportion of services increased to 41 (40) percent of consolidated sales.

Order intake increased to SEK 9.831 million (9.586), contributing to the order backlog at the end of the period amounting to SEK 9,144 million (9,672).

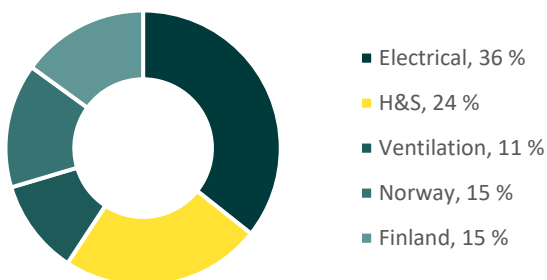
Net sales, SEK bn Net sales per business area, rolling 12 months



Order intake, SEK bn



Net sales per business area, rolling 12 months



Net sales per assignment, rolling 12 months



Earnings and profitability

Third quarter (July–September) 2023

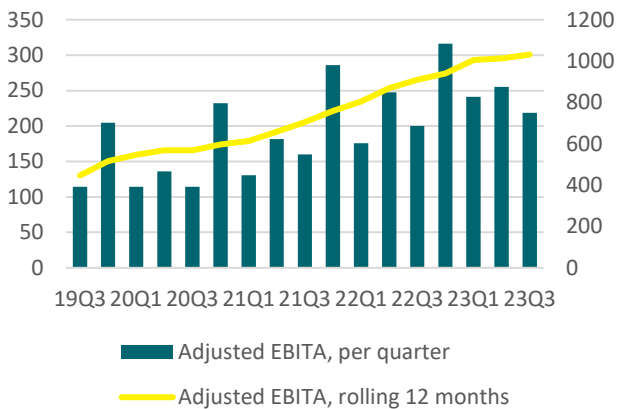
EBITA for the quarter amounted to SEK 216 million (199) and the EBITA margin to 6.6 percent (6.6), while adjusted EBITA increased to SEK 219 million (200) and the adjusted EBITA margin amounted to 6.7 percent (6.7). Adjustments for the quarter comprised items affecting comparability equivalent to a negative SEK 2 million (1) (see also Note 3).

Profitability for the quarter was good or improved in all business units except Assemblin Ventilation.

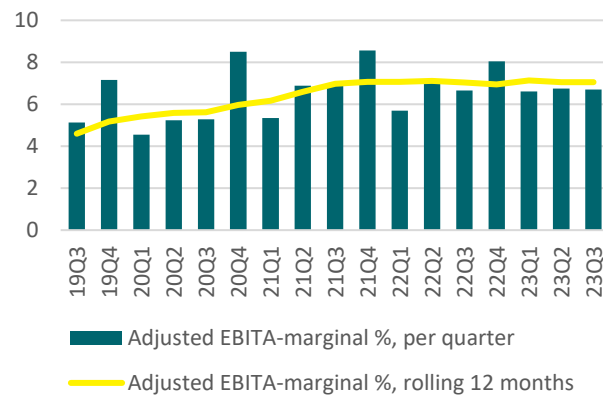
The period (January–September) 2023

For the period, the group’s EBITA increased to SEK 689 million (618) and the adjusted EBITA to SEK 715 million (624). Accordingly, the EBITA margin amounted to 6.4 percent (6.4) and the adjusted EBITA margin to 6.7 percent (6.5). Items affecting comparability amounted to an expense of a negative SEK 27 million (6) (see also Note 3).

Adjusted EBITA, SEK m



Adjusted EBITA margin, %



Net financial items and tax

Net financial items for the quarter changed by SEK 105 million to a negative SEK 193 million (88) driven by expensing capitalised borrowing costs relating to bonds redeemed in July 2023. Tax for the quarter amounted to income of SEK 39 million (18), corresponding to 28 percent of the loss (21 percent of profit). The loss after tax for the quarter amounted to SEK 100 million (profit 71).

Cash flow and financial position

Cash flow from operating activities for the quarter increased to an outflow of SEK 31 million (115). Cash flow for the quarter amounted to an inflow of SEK 2 million (outflow 237).

Net debt at the end of the quarter was SEK 6,181 million (4,179). The increase being driven by the issuance of senior secured notes in the third quarter.

Cash and cash equivalents at the end of the quarter amounted to SEK 267 million (273) and unutilised available credit facilities amounted to a total of SEK 1,100 million (636).

Acquisitions and divestments

In July, a Stockholm-based electrical installation company, M3 Installation AB, was acquired with 20 employees and annual sales of about SEK 35 million. For more information on acquisitions and divestments completed, see Note 4.

Organisation and employees

Over the quarter, the average number of employees, restated in full-time equivalents (FTEs), increased to 7,107 (6,679).

Significant events during the quarter

- On 3 July, Assemblin completed a bond issue that primarily was used to redeem previously issued bonds.
- On 3 July Assemblin Electrical acquired an electrical installation company active in the Stockholm area with annual sales of approximately SEK 35 million and more than 20 employees.
- At an Extraordinary General Meeting, Peder Prahll was elected as a regular member of Assemblin's Board of Directors, while Anders Thulin is stepping down from the Board.

Significant events following the quarter

- In early October, Assemblin Ventilation acquired ventilation service company Lindsells with operations in Skåne, 13 employees and annual sales equivalent to about SEK 30 million.
- In October, Assemblin also divested assets in a business in North Karelia (Finland) with annual sales of about SEK 20 million and 11 employees.

Risks and uncertainties

Assemblin's greatest *market and business risks* are significant economic shifts and bidding processes for major projects. The market for new projects correlates the most with the construction cycle, although with some delay, whilst service operations are less cyclical.

The Group's *operational risks* are primarily associated with project implementation, material price risks and component shortages, work environment risks, skills shortage risks, as well as ethical deficiencies and irregularities. Well-structured work processes, training programmes, qualified purchasing efforts, systematic work environment efforts and successful recruitment efforts are important measures in minimising these risks. Assemblin's greatest *financial risks* are currency, interest rate, financing and credit risks, which are controlled by means of a comprehensive internal regulatory framework. Among *other significant risks*, cyber/IT security risks, pandemics and reputational risks can be mentioned. These risks are closely monitored and controlled.

The Group's and Parent Company's foremost risks are described in Assemblin's Annual Report, which can be found on Assemblin's website. Compared with the end of 2022, the risk scenario has not changed.

Seasonal variations

Assemblin's operations are affected to some extent by seasonal variations. Due to the vacation period, the third quarter is normally the weakest quarter in terms of sales, margins and cash flow. During the first quarter of the year, sales and margins are usually lower than average due to reduced production caused by the winter weather, the large number of public holidays (New Year and sometimes Easter), as well as by calendar effects caused by numerous projects being completed in the fourth quarter. However, cash flow for the first quarter is normally affected positively by the stronger results from the fourth quarter.

Parent Company

Assemblin Group AB (former Apollo Swedish Bidco AB) is the Parent Company of the Group and performs management and administration services that are affected indirectly by the same risks and uncertainties as the Group. The Parent Company's loss after tax for the quarter amounted to SEK 56 million (-). On 30 September 2023, the Parent Company's asset base totalled SEK 10,161 million (-). Equity in the Parent Company amounted to SEK 4,111 million (-).

Related party transactions

Except for the formation of the new Group, no transactions have occurred between Assemblin and related parties that substantially impacted the Company's financial position and earnings.

The share and shareholders

Since 2015, Assemblin's has been controlled by the private equity company Triton, that since 3 May 2023 indirectly owns Assemblin from *Triton IV Continuation Fund*.

Business areas

Business area Assemblin Electrical (Sweden)

Net sales and order intake

Net sales for the quarter rose to SEK 1,164 million (1,086) and for the period to SEK 3,849 million (3,465), entailing growth of 7.1 percent for the quarter and of SEK 11.1 for the period. The proportion of services increased to 52 percent (46).

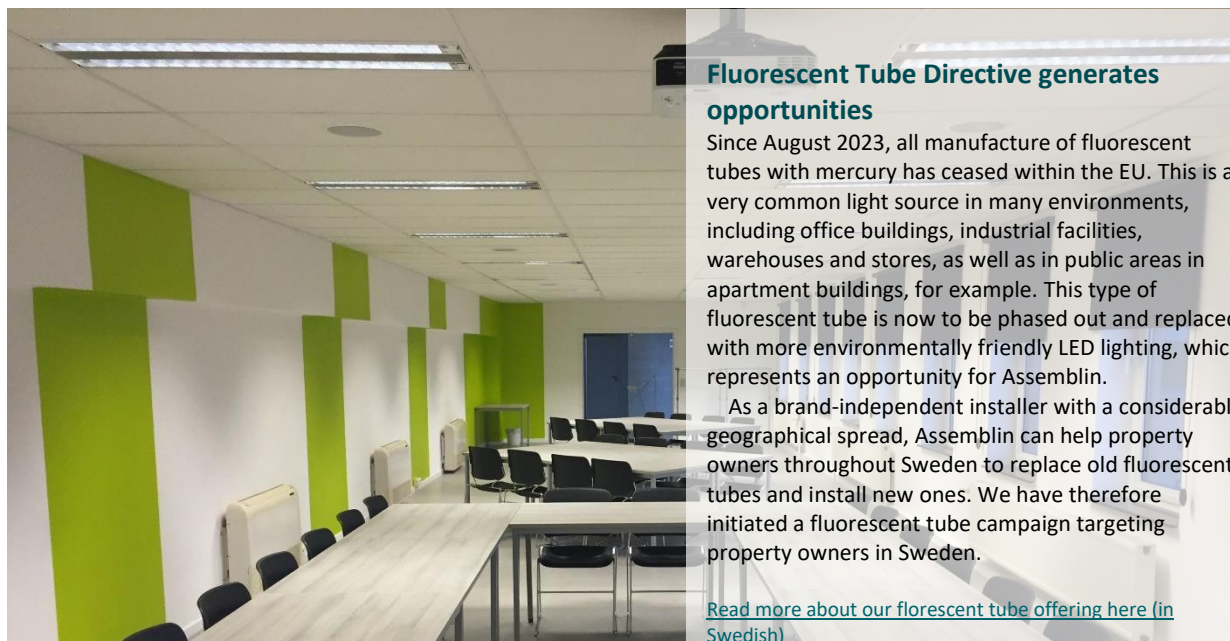
Order intake totalled SEK 920 million (819) for the quarter and SEK 3,331 million (3,018) for the period. At the end of the period, the order backlog had increased to SEK 3,264 million (2,937).

Earnings and profitability

Adjusted EBITA for the quarter increased to SEK 64 million (57), strengthening the adjusted EBITA margin to 5.5 percent (5.2). The adjusted EBITA for the period increased to SEK 272 million (225), and the adjusted EBITA margin amounted to 7.1 percent (6.5).

Key figures

	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Net sales, SEKm	1,164	1,086	3,849	3,465	5,278	4,894
Growth, %	7.1	29.2	11.1	20.9	13.5	20.7
Adjusted EBITA, SEKm	64	57	272	225	394	347
Adjusted EBITA margin, %	5.5	5.2	7.1	6.5	7.5	7.1
Order intake, SEKm	920	819	3,331	3,018	4,649	4,336
Order Backlog, SEKm	3,264	2,937	3,264	2,937	3,264	3,028
Average number of employees, FTE	3,080	2,913	3,000	2,830	2,981	2,853
Proportion of services, %	52	46	52	48	52	49



Fluorescent Tube Directive generates opportunities

Since August 2023, all manufacture of fluorescent tubes with mercury has ceased within the EU. This is a very common light source in many environments, including office buildings, industrial facilities, warehouses and stores, as well as in public areas in apartment buildings, for example. This type of fluorescent tube is now to be phased out and replaced with more environmentally friendly LED lighting, which represents an opportunity for Assemblin.

As a brand-independent installer with a considerable geographical spread, Assemblin can help property owners throughout Sweden to replace old fluorescent tubes and install new ones. We have therefore initiated a fluorescent tube campaign targeting property owners in Sweden.

[Read more about our fluorescent tube offering here \(in Swedish\)](#)

Business area Assemblin H&S (Sweden)

Net sales and order intake

Net sales for the quarter rose by 10.0 percent to SEK 773 million (703). Sales for the period rose by 10.2 percent to SEK 2,618 million (2,376). The proportion of services amounted to 40 percent (44).

Order intake totalled SEK 594 million (635) for the quarter and SEK 2,562 million (2,510) for the period. This contributed to an order backlog that, at the end of the period, had increased to SEK 2,033 million (1,996).

Earnings and profitability

Adjusted EBITA amounted to SEK 57 million (50) for the quarter and to SEK 188 million (175) for the period. This meant that the adjusted EBITA margin amounted to 7.3 percent (7.1) for the quarter and to 7.2 percent (7.4) for the period.

Key figures

	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Net sales, SEKm	773	703	2,618	2,376	3,508	3,266
Growth, %	10.0	13.4	10.2	14.0	7.7	10.1
Adjusted EBITA, SEKm	57	50	188	175	269	256
Adjusted EBITA margin, %	7.3	7.1	7.2	7.4	7.7	7.8
Order intake, SEKm	594	635	2,562	2,510	3,554	3,502
Order Backlog, SEKm	2,033	1,996	2,033	1,996	2,033	2,149
Average number of employees, FTE	1,523	1,475	1,527	1,444	1,517	1,455
Proportion of services, %	40	44	40	40	41	41

Business area Ventilation (Sweden)

Net sales and order intake

Net sales for the quarter decreased by 7.5 percent to SEK 324 million (350) and for the period by 1.6 percent to SEK 1,141 million (1,160). The change for the quarter is explained by slightly lower production on some larger projects compared with 2022. The proportion of services increased to 29 percent (21).

Order intake in for the quarter amounted to SEK 330 million (385) and for the period to SEK 1,148 million (1,108), which contributed to an order backlog that, at the end of the period, amounted to SEK 1,493 million (1,610).

Earnings and profitability

Adjusted EBITA for the quarter amounted to SEK 11 million (19), and the adjusted EBITA margin was 3.4 percent (5.4). The adjusted EBITA for the period amounted to SEK 60 million (67) and the adjusted EBITA margin to 5.2 percent (5.8).

Key figures

	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Net sales, SEKm	324	350	1,141	1,160	1,599	1,617
Growth, %	-7.5	20.2	-1.6	20.6	1.8	17.8
Adjusted EBITA, SEKm	11	19	60	67	98	105
Adjusted EBITA margin, %	3.4	5.4	5.2	5.8	6.1	6.5
Order intake, SEKm	330	385	1,148	1,108	1,494	1,454
Order Backlog, SEKm	1,493	1,610	1,493	1,610	1,493	1,490
Average number of employees, FTE	541	552	551	553	553	554
Proportion of services, %	29	21	26	21	25	22

Business area Norway

Net sales and order intake

Net sales for Assemblin in Norway increased by 21.7 percent to SEK 545 million (448) for the quarter and by 13.3 percent to SEK 1,595 million (1,407) for the period. Of the growth for the quarter, a negative 2.7 percentage points comprised exchange rate fluctuations. The proportion of services amounted to 45 percent (59).

Order intake increased to SEK 447 million (356) for the quarter, and to SEK 1,564 million (1,344) for the period. The order backlog at the end of the quarter amounted to SEK 1,682 million (1,870).

Earnings and profitability

In the third quarter, an increased EBITA margin of SEK 48 million (43) was delivered and an adjusted EBITA margin of 8.9 percent (9.5). Adjusted EBITA amounted to SEK 111 million (106) for the period, and the adjusted EBITA margin to 7.0 percent (7.5).

Key figures

	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Net sales, SEKm	545	448	1,595	1,407	2,225	2,038
Growth, %	21.7	22.9	13.3	26.3	15.8	25.1
Adjusted EBITA, SEKm	48	43	111	106	174	170
Adjusted EBITA margin, %	8.9	9.5	7.0	7.5	7.8	8.3
Order intake, SEKm	447	356	1,564	1,344	2,081	1,861
Order Backlog, SEKm	1,682	1,870	1,682	1,870	1,682	1,763
Average number of employees, FTE	1,068	857	1,025	828	982	834
Proportion of services, %	45	59	47	54	50	55

Business area Finland

Net sales and order intake

Net sales in the Finnish operations increased by 10.6 percent to SEK 512 million (468) for the quarter and by 26.0 percent to SEK 1,658 million (1,316) for the period. The proportion of services amounted to 20 percent (26).

Restructuring measures which, among other things, involve phasing out large installation projects combined with decreased demand for heat-pump installations impacting order intake negatively. Order intake for the quarter decreased to SEK 351 million (434) and to SEK 1,226 million (1,607) for the period. The order backlog at the end of the period amounted to SEK 671 million (1,259) as a consequence of the above order intake trends.

Earnings and profitability

The ongoing restructuring of the Finnish installation operations and good profitability in other operations helped strengthen the EBITA margin to 5.9 percent (4.9) for the quarter and 4.4 percent (2.6) for the period, as well as an increase in adjusted EBITA to SEK 30 million (22) for the quarter and to SEK 73 million (34) for the period.

Key figures

	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Net sales, SEKm	512	462	1,658	1,316	2,237	1,895
Growth, %	10.6	115.0	26.0	173.8	30.2	114.8
Adjusted EBITA, SEKm	30	22	73	34	76	37
Adjusted EBITA margin, %	5.9	4.9	4.4	2.6	3.4	1.9
Order intake, SEKm	351	434	1,226	1,607	1,634	2,014
Order Backlog, SEKm	671	1,259	671	1,259	671	1,105
Average number of employees, FTE	868	856	885	818	881	832
Proportion of services, %	20	26	20	23	20	23

Assemblin Group AB (formerly Apollo Swedish Bidco AB)

Västberga Allé 1 | SE-126 30 Hägersten | Exchange +46 10 472 60 00 | www.assemblin.se
Corp. ID No. 559427-2006 | VAT SE559427200601

Condensed consolidated statement of earnings

Amounts in SEKm	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Net sales	3,265	3,006	10,695	9,588	14,628	13,521
Production cost	-2,572	-2,394	-8,427	-7,670	-11,550	-10,794
Gross profit	693	612	2,268	1,918	3,078	2,728
Sales and administrative expenses	-685	-434	-1,904	-1,369	-2,428	-1,893
Other operating income	46	-	47	-	101	54
Operating profit (EBIT)	54	178	412	555	745	889
Net financial items	-193	-88	-470	-265	-573	-367
Profit/loss before tax	-139	89	-59	291	172	522
Tax	39	-18	15	-60	-57	-132
Profit for the period	-100	71	-44	231	116	390
Profit for the year attributable to:						
Parent company owner	-100	71	-44	231	116	390
Holders without controlling influence	-	-	-	-	-	-
Profit for the period	-100	71	-44	231	116	390

Condensed comprehensive income

Amounts in SEKm	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Profit for the period	-100	71	-44	231	116	390
Other comprehensive income						
Items that have been transferred or can be transferred to profit for the period						
Translation differences for the year in translation of foreign operations	-25	42	73	110	113	150
Changes in the fair value of hedge reserve	-62	2	-58	7	-57	8
Tax attributable to items that can be transferred to profit/loss for the year	12	-1	15	-3	13	-4
Items that cannot be transferred to profit/loss for the year						
Revaluation of defined-benefit pension plans	0	-0	18	123	153	257
Tax attributable to items that cannot be transferred to profit/loss for the year	0	0	-4	-25	-32	-53
Other comprehensive income for the period	-75	42	44	211	191	359
Comprehensive income for the period	-175	113	0	442	307	748
Attributable to:						
Parent Company owners	-175	113	0	442	307	748
Holders without controlling influence	-	-	-	-	-	-
Comprehensive income for the period	-175	113	0	442	307	748

Condensed consolidated statement of financial position

Amounts in SEKm	30-Sep-2023	30-Sep-2022	31-Dec-2022
Assets			
Goodwill	10,297	5,227	5,373
Right-of-use assets	888	684	757
Long-term receivables	94	121	83
Other fixed assets	1,114	288	295
Total fixed assets	12,393	6,320	6,508
Contract assets	919	818	704
Trade receivables	2,020	1,691	1,914
Other receivables	868	686	642
Cash and cash equivalents	267	273	556
Total current assets	4,075	3,468	3,816
Total assets	16,469	9,788	10,324
Equity	4,394	420	726
Liabilities			
Long-term liabilities	6,851	4,867	4,790
Leasing debt	656	510	553
Total long-term liabilities	7,506	5,377	5,343
Leasing debt	282	236	258
Contract liabilities	1,129	1,027	1,060
Trade payables	1,265	1,155	1,261
Other current liabilities	1,892	1,573	1,675
Total current liabilities	4,568	3,991	4,254
Total liabilities	12,074	9,368	9,598
Total equity and liabilities	16,469	9,788	10,324
Where of interest-bearing liabilities	6,448	4,452	4,543

Condensed consolidated statement of changes in equity

Amounts in SEKm	Jan-Sep 2023	Jan-Sep 2022	Jan-Dec 2022
Equity at the beginning of the period	726	-22	-22
Profit for the period	-44	231	390
Other comprehensive income	44	211	359
Comprehensive income for the period	0	442	748
Elimination upon formation of the group	-799	-	-
Shareholder contribution	4467	-	-
Equity at end of period	4 394	420	726

Condensed consolidated statement of cash flow

Amounts in SEKm	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Operating activities						
Profit/loss before tax	-139	89	-59	291	172	522
Adjustments for items not included in the cash flow	382	120	776	344	859	428
Tax paid	-9	-9	-97	-97	-149	-149
	234	200	619	537	882	800
Changes in working capital						
Increase/decrease in inventories	-12	-17	-30	-44	-53	-67
Increase/decrease in operating receivables	-134	-42	-53	-55	-235	-237
Increase/decrease in operating liabilities *	-120	-257	-269	-371	92	-10
Cash flow from operating activities	-31	-115	268	68	687	487
Investment activities						
Acquisitions of subsidiaries	-63	-73	-526	-289	-604	-367
Proceeds from sale of companies and shares	0	-	22	-	21	0
Net investment fixed assets	-6	-5	-27	-22	-35	-31
Dividend	10	10	20	26	25	31
Other	2	0	0	0	-1	-1
Cash flow from investment activities	-57	-68	-511	-286	-594	-369
Financing activities						
Loans raised	5,473	1	5,474	2	5,477	5
Repayment of loan	-5,319	-1	-5,322	-3	-5,324	-4
Amortisation of lease debt	-64	-54	-185	-162	-245	-221
Cash flow from financing activities	90	-53	-33	-162	-91	-220
Cash flow for the period	2	-237	-276	-381	2	-102
Cash and cash equivalents at the beginning of the period	257	511	556	655	273	655
Exchange rate difference in cash and cash equivalents	8	-2	-12	-1	-8	4
Cash and cash equivalents at the end of the period	267	273	267	273	267	556
* Where of paid provisions	-17	-30	-44	-68	-75	-99

Condensed summary of the Parent Company's income statement

Amounts in SEKm	Quarter 3		The period Mar - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Net sales	0	-	0	-	0	-
Gross profit	0	-	0	-	0	-
Administrative expenses	-40	-	-40	-	-40	-
Operating profit (EBIT)	-40	-	-40	-	-40	-
Net financial items	-16	-	-16	-	-16	-
Profit after financial items	-56	-	-56	-	-56	-
Allocations	-	-	-	-	-	-
Profit/loss before tax	-56	-	-56	-	-56	-
Tax	-	-	-	-	0	-
Profit for the period	-56	-	-56	-	-56	-

The result for the period corresponds to the total result for the period.

Condensed consolidated statement of the Parent Company's financial position

Amounts in SEKm	30-Sep-2023	30-Sep-2022	31-Dec-2022
Assets			
Shares in Group companies	5,885	-	-
Receivables in Group companies	4,005	-	-
Other fixed assets	0	-	-
Total fixed assets	9,890	-	-
Short-term receivables, group companies	258	-	-
Other receivables	12	-	-
Cash and cash equivalents	0	-	-
Total current assets	271	-	-
Total assets	10,161	-	-
Equity			
Restricted equity	1	-	-
Unrestricted equity	4,411	-	-
Equity	4,411	-	-
Liabilities			
Long-term liabilities	5,438	-	-
Total long-term liabilities	5,556	-	-
Short-term payables, group companies	86	-	-
Other current liabilities	108	-	-
Total current liabilities	194	-	-
Total liabilities	5,749	-	-
Total equity and liabilities	10,161	-	-
Where of interest-bearing liabilities	5,556	-	-

Condensed statement of changes in equity for the Parent Company

Amounts in SEKm	Mar-Sep 2023	Jan-Sep 2022	Jan-Dec 2022
Equity at the beginning of the period	-	-	-
At the company's formation	1	-	-
Shareholder contribution	4467	-	-
Profit for the period *	-56	-	-
Equity at end of period	4,411	-	-

* Profit for the period corresponds to comprehensive income for the period.

Calculation of key performance indicators not defined under IFRS

This Interim Financial Information presents financial measures not defined in accordance with IFRS but that provide, in Assemblin's view, valuable information about the Company's development. These key performance indicators are to be considered a complement to the financial measures defined in accordance with IFRS, and Assemblin's definitions of these measures may differ from other companies' definitions of the same concepts. A reconciliation of key performance indicators is provided below. For definitions of key performance indicators, see page 20.

Amounts in SEKm	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Net debt						
Interest-bearing liabilities	6 448	4 452	6 448	4 452	6 448	4 543
Cash and cash equivalents	-267	-273	-267	-273	-267	-556
Net debt	6 181	4 179	6 181	4 179	6 181	3 987
Working capital						
Total current assets	4 075	3 468	4 075	3 468	4 075	3 816
- Cash and cash equivalents	-267	-273	-267	-273	-267	-556
- Tax assets *	-198	-93	-198	-93	-198	-38
Total current liabilities	-4 568	-3 991	-4 568	-3 991	-4 568	-4 254
- Short-term interest-bearing liabilities *	3	4	3	4	3	3
- Lease liabilities	282	236	282	236	282	258
- Current provision *	22	47	22	47	22	43
- Tax liabilities *	311	236	311	236	311	204
- Unpaid purchase consideration on acquisition of	64	106	64	106	64	70
- Accrued interest expenses *	129	12	129	12	129	14
Working capital	-146	-249	-146	-249	-146	-440
Adjusted EBITA						
EBITA	216	199	689	618	1 030	960
Adjustments for Items Affecting Comparability **	2	1	27	6	1	-20
Adjusted EBITA	219	200	715	624	1 031	940
EBITA						
Profit for the period	-100	71	-44	231	116	390
Tax	-39	18	-15	60	57	132
Net financial items	193	88	470	265	573	367
Amortisation and impairment, intangible fixed assets ***	162	21	277	63	285	71
EBITA	216	199	689	618	1 030	960
Adjusted EBITDA						
EBITA	216	199	689	618	1 030	960
Adjustments for Items Affecting Comparability **	2	1	27	6	1	-20
Depreciation of property, plant and equipment and right-of-use assets	71	61	206	181	266	241
Adjusted EBITDA	289	262	921	805	1 298	1 181
Changes in working capital						
Increase/decrease in inventories	-12	-17	-30	-44	-53	-67
Increase/decrease in operating receivables	-134	-42	-53	-55	-235	-237
Increase/decrease in operating liabilities	-120	-257	-269	-371	92	-10
Reversal of change in paid provisions	17	30	44	68	75	99
Changes in working capital	-248	-286	-308	-402	-121	-215
Free Cash Flow						
Adjusted EBITDA	289	262	921	805	1 298	1 181
Lease accounting adjustments	-41	-33	-120	-100	-156	-136
Changes in working capital	-248	-286	-308	-402	-121	-215
Net investment fixed assets	-6	-5	-27	-22	-35	-31
Net investments in leasing assets prior to the transition to IFRS16	-60	-30	-191	-84	-234	-127
Free Cash Flow	-66	-93	276	196	752	671
Cash Conversion						
Free Cash Flow	-66	-93	276	196	752	671
Adjusted EBITA	219	200	715	624	1 031	940
Cash Conversion (%)	-30%	-46%	39%	31%	73%	71%

* Derived from the balance sheet and Note in the Annual Report. ** Items affecting comparability are described in Note 3.

*** The increase in amortisation is driven by intangible assets recorded as a result of the formation of the group 3 May 2023.

Notes

1. Accounting policies

On May 3rd 2023, the recently incorporated entity, Assemblin Group AB, formerly Apollo Swedish Bidco AB, (559427-2006) acquired Assemblin Financing AB, formerly Assemblin Group AB, (559077-5952). The acquisition was a part of larger transfer of holdings from Triton IV to Triton IV Continuation Fund. Due to the change of ownership Apollo Swedish Bidco AB was deemed to be the acquiror from an accounting perspective, resulting in a new Group being formed. This means that the legal consolidated accounts encompass the period 3 May – 30 September 2023 without comparative information. External consolidation reporting standards only allow consolidated reporting from the formation of the group in May 2023. . The legal requirements result in a lack of comparability of the underlying operations, therefore Assemblin's board and management have chosen to present Assemblin's financial development from January 1st 2022 by including the consolidated accounts from the two legal groups, namely the current group and the former group under Assemblin Financing, from different time periods.

The information in this document has been prepared to allow a comparison of the underlying operations' development for the full period from 1 January 2023 to 30 September 2023 as well as the corresponding period 2022. The Board and Assemblin's management do not believe that the legally mandated consolidated accounts allow investors in the senior secured notes issued by the new parent company (Assemblin Group, 559427-2006) in July 2023, as well as other stakeholders, to receive information that allows for an understanding of the underlying operations' financial development. Furthermore, the Board and Assemblin's management believe the information in this document and supplementary documents reflects the reporting commitments under the terms of the Offering Memorandum for EUR 480,000,000 Senior Secured Floating Rate Notes due 2029 dated June 16, 2023.

The information in this report has been drafted based on the same accounting principles and calculation bases applied in the most recent Annual Report for Assemblin Financing AB (559077-5952). The disclosures in this document are, however, not prepared in accordance with IAS 34 Interim Financial Reporting and applicable provisions in the Annual Accounts Act.

2. Operating segments

Net sales per business area SEKm	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Electrical	1,164	1,086	3,849	3,465	5,278	4,894
H&S	773	703	2,618	2,376	3,508	3,266
Ventilation	324	350	1,141	1,160	1,599	1,617
Norway	545	448	1,595	1,407	2,225	2,038
Finland	512	462	1,658	1,316	2,237	1,895
Eliminations	-52	-44	-165	-136	-218	-190
Total	3,265	3,006	10,695	9,588	14,628	13,521

Net sales per assignment SEKm	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Electrical, Service	603	505	1,994	1,654	2,750	2,411
Electrical, Contracts	561	581	1,855	1,811	2,527	2,484
EI, Total	1,164	1,086	3,849	3,465	5,278	4,894
H&S, Service	313	307	1,056	960	1,447	1,351
H&S, Contracts	461	396	1,562	1,416	2,061	1,915
VS, Total	773	703	2,618	2,376	3,508	3,266
Ventilation, Service	94	75	301	245	406	349
Ventilation, Contracts	229	275	839	915	1,193	1,268
Ventilation, Total	324	350	1,141	1,160	1,599	1,617
Norway, Service	244	264	745	759	1,103	1,117
Norway, Contracts	301	184	850	648	1,123	921
Norge, Total	545	448	1,595	1,407	2,225	2,038
Finland, Service	102	120	331	306	453	427
Finland, Contracts	409	343	1,327	1,011	1,784	1,468
Finland, Total	512	462	1,658	1,316	2,237	1,895
Eliminations, Service	-9	-8	-24	-26	-32	-34
Eliminations, Contracts	-44	-36	-140	-111	-186	-156
Elimineringar, Totalt	-52	-44	-165	-136	-218	-190
Total, Service	1,348	1,262	4,403	3,898	6,126	5,621
Total, Contracts	1,917	1,744	6,292	5,690	8,502	7,900
Total	3,265	3,006	10,695	9,588	14,628	13,521

Adjusted EBITA and profit before tax SEKm	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Electrical	64	57	272	225	394	347
H&S	57	50	188	175	269	256
Ventilation	11	19	60	67	98	105
Norway	48	43	111	106	174	170
Finland	30	22	73	34	76	37
Group-wide	5	7	2	8	8	14
Eliminations and other	3	3	8	8	12	12
Adjusted EBITA	219	200	715	624	1,031	940
<i>Adjusted EBITA margin, %</i>	6.7	6.7	6.7	6.5	7.1	7.0
Items Affecting Comparability	-2	-1	-27	-6	-1	20
Amortisation and impairment, intangible fixed assets	-162	-21	-277	-63	-285	-71
Net financial items	-193	-88	-470	-265	-573	-367
Profit/loss before tax	-139	89	-59	291	172	522

Average number of employees, FTE	Quarter 3		The period Jan - Sep		Rolling	Full Year
	2023	2022	2023	2022	12 months	2022
Electrical	3,080	2,913	3,000	2,830	2,981	2,853
H&S	1,523	1,475	1,527	1,444	1,517	1,455
Ventilation	541	552	551	553	553	554
Norge	1,068	857	1,025	828	982	834
Finland	868	856	885	818	881	832
Group shared functions	26	26	24	26	24	25
Total	7,107	6,679	7,012	6,499	6,938	6,553

3. Items affecting comparability

During the third quarter, the Group reported SEK -2 million (-1) as items affecting comparability and in the period SEK-27 (-6). Items affecting comparability are reported separately due to their nature. Items affecting comparability include items relating to acquisitions and integration and the strategic review as well as the bond issuance process.

4. Acquisition of business

During the period January–September 2023, Assemblin completed the following acquisitions:

Acquired unit	Country	Type	Time	Percentage of votes	Employees	Estimated annual sales in SEKm
Drammen Ventilasjon AS	Norway	Assets	January	-	8	7
Enexergi AB	Sweden	Company	January	100%	6	70
Ariemi AS	Norway	Company	January	100%	130	100
MV Elektro AS	Norway	Assets	March	-	20	20
RA Vision AB	Sweden	Company	March	-	90	150
Fjorden Elektro AS	Norway	Company	April	100%	26	50
Elia AB	Sweden	Company	May	100%	60	140
Ingeniørfirmaet R. Torgersen AS	Norway	Company	May	100%	14	100
M3 Installation AB	Sweden	Company	July	100%	21	35
Total					375	672

5. Financial assets

Shareholdings in Elajo are reported at fair value. The shares are attributed to level 3 in the fair value hierarchy because they are not listed on a regulated market and no observable transactions have been made in the Company recently. As of 30 September 2023, fair value amounted to SEK 30 million and, at the end of the fourth quarter of 2022, fair value amounted to SEK 30 million.

Recorded liabilities that may be paid to previous owners (contingent purchase price considerations) amounted to SEK 480 million (435) as of 30 September 2023 and are classified in accordance with level 3 in the fair value hierarchy. The Group's derivatives consist of currency swaps whose fair value is determined by discounting the future cash flows attributable to the instruments. The amount entered as a liability amounts to SEK 167 million and is classified in accordance with level 2 in the fair value hierarchy. At the beginning of July, Assemblin Group issued a bond totalling EUR 480 million. Out of a total of EUR 480 million, EUR 375 million has been hedged from EUR to SEK. The fair values of the Group's non-current assets and liabilities do not differ significantly from the recorded amounts

6. Non-current liabilities

As of 30 September 2023, non-current liabilities included pension provisions of SEK 578 million (672) (SEK 548 million as of 31 December 2022). The present value of the pension obligations is determined by an independent actuary applying a number of financial assumptions. Assumptions concerning inflation and wage increases have decreased since the comparison quarter reducing the liability at the same time as the discount rate has been increased also lowering the pension liability. The key assumptions for defined benefit obligations are:

	30-sep-2023	30-sep-2022	31-dec-2022
Discount rate	4.00%	3.30%	4.00%
Wage increase	2.20%	3.30%	2.60%
Inflation	1.70%	2.80%	2.10%

7. Events after the balance-sheet date

In early October, Assemblin Ventilation acquired ventilation service company Lindsells with operations in Skåne, 13 employees and annual sales equivalent to about SEK 30 million. In October, a binding agreement was also signed regarding the divestment of assets in a business in North Karelia (Finland) with annual sales of about SEK 20 million and 11 employees.

In other regards, no significant events of a company-specific nature have occurred following the balance sheet date.

Signature

Stockholm, November 2, 2023

Mats Johansson
President and CEO

The Interim Financial Information has not been audited.

For more information

For questions concerning this report, please contact CFO [Philip Carlsson](#) (tel: +46 10 475 39 50). For questions concerning operations in general, contact President and CEO [Mats Johansson](#) (tel: +46 10 475 39 60) or Head of Communications and Sustainability [Åsvor Brynne](#) (tel: +46 10 475 39 48).

More information is also available on our website: www.assemblin.com

Invitation to an investor presentation

On November 3, at 9:30 CET, the company's President and CFO will present developments in the quarter in a webcast. To participate in the webcast, please register in advance using the following link:

<https://onlinexperiences.com/Launch/QReg/ShowUUID=D330C2CE-D402-452C-A37C-C34F2C40CB00>

To listen to the presentation by telephone, please register here to obtain audio conference call details:

<https://register.vevent.com/register/BI29de1a03c6d4494ca59a97df87428eac>

The presentation material, and a recording of the webcast, will be published on the company's website www.assemblin.com under the "Investors" tab after the meeting.

Future reporting dates

Full-year Financial Information	January–December 2023	23 February 2024
Annual and Sustainability Report	2023	April 2024
Q1 Interim Financial Information	January–March 2024	8 May 2024
Q2 Interim Financial Information	January–June 2024	July 2024
Q3 Interim Financial Information	January–September 2024	November 2024

Definitions

Financial definitions

Adjusted EBITA Profit for the period before tax, net financial items, and amortisation and impairment of intangible assets, adjusted for items affecting comparability. Adjusted EBITA simplifies comparison over time.

Adjusted EBITDA EBITA before depreciation, amortisation and impairment, adjusted for items affecting comparability. Adjusted EBITDA simplifies comparison over time.

Adjusted EBITA margin, % Adjusted EBITA divided by net sales. Adjusted EBITA margin, % excludes the effect of items affecting comparability, simplifying comparisons over time.

Average number of employees (FTE) Calculated as the average number of employees over the year, taking the percentage of full-time employment into account. This indicates the personnel density in the operations.

Cash Conversion, % Free cash flow divided by adjusted EBITA. Cash conversion shows the proportion of profit converted into cash and cash equivalents.

Free cash flow Adjusted EBITDA with additions or deductions for changes in working capital adjusted for non-cash items with deductions for net investments in fixed assets, as well as net investments in leasing assets prior to the transition to IFRS16. Free cash flow is used to monitor the cash flow generated by the current operations before items affecting comparability.

Items affecting comparability Income or expenses that are separately disclosed due to their nature or amount. Primarily expenses for acquisitions and integration of acquisitions, as well as more comprehensive restructuring programmes and new establishments, as well as other irregular items. Accordingly, these items make comparison over time difficult.

Net sales/Sales Sales recorded in accordance with the Group's accounting policies as described in Assemblin's most recent Annual Report.

Net debt Interest-bearing liabilities, excluding pension liabilities, less cash and cash equivalents at the end of the period. This key performance indicator is a measure of the Group's total interest-bearing indebtedness.

Order intake The value of projects and service assignments received and changes to existing projects and service assignments in the period concerned. Order intake drives the change over time in the order backlog.

Order backlog Remaining production value in all assignments not completed at the end of the period. The order backlog is an indicator of the revenue remaining from orders that the Group has secured.

Working capital The sum of current assets, reduced by current tax assets and cash and cash equivalents less the sum of current liabilities, reduced by current provisions, current interest-bearing liabilities, current tax liability, accrued interest and unpaid purchase considerations in connection with acquisitions of subsidiaries. This key performance indicator shows the level of working capital in the operations.

EBITA Profit for the period before tax, net financial items, and amortisation and impairment of intangible fixed assets. EBITA is a key profit indicator used in monitoring the operations.

EBITA-margin EBITA divided by net sales. This shows the relative proportion between EBITA and net sales.

Operating profit (EBIT) Earnings before tax and net financial items. EBIT is a key profit indicator used in monitoring the operations.

EBITDA EBITA before depreciation and impairment of property, plant and equipment. EBITDA is a key profit indicator used in monitoring the operations.

Growth Change in net sales for the period in relation to net sales for the corresponding period in the preceding year. This reflects sales growth over time.

Growth via acquisitions, % The first 12 months' net sales from acquired units less the last 12 months from divested units divided by net sales for the corresponding period in the preceding year. This reflects the impact on net sales of the acquired or divested units.

Organic growth, % Growth excluding currency effects less acquired growth. This allows net sales to be compared over time.

Growth, currency effect, % Growth attributable to the currency effect of the translation of net sales in foreign operations. This reflects the translational impact of currency fluctuations on net sales.

Profit margin Profit for the period, divided by net sales for the period. Profit margin shows the comparability of the Group's profits over time.

Other definitions

Installations/Installation assignments New construction and renovation of technical systems in buildings, facilities and infrastructure.

Service assignments Operation and maintenance assignments, including maintenance-related renovation of technical systems in buildings, facilities and infrastructure.

It's the inside that matters.

In every building, there are people living and working who depend on functioning air, water and energy every day, year-round. Our skilled and committed employees make this a reality. With full focus on the inside, we'll take your construction project all the way from start to finish.

A complete installation and service partner



Electrical, Heating and sanitation, Ventilation, Automation, Data and telecom, Security, Industrial pipes, District heating, Cooling, Sprinklers and Instrumentation.

Our common platform

Vision

Smart and sustainable installations.
By people, for people.

Mission

We use air, energy and water to make buildings work and make people feel comfortable.

Business concept

We design, install and maintain technical systems for buildings.

We act as a responsible and value-adding company in relation to all our stakeholders.

Assemblin as a supplier

Innovative and sustainable installations that make buildings work and people feel comfortable.

Assemblin as an employer

A developing and responsible employer who offers exciting assignments in a good, safe and non-discriminatory work environment.



Assemblin as a social player

We create prosperous citizens in buildings with good indoor climate and carry out our activities with care for the environment and the community around us.

Assemblin as an investment

A good return through stable economic development with controlled risk and a sound business ethics approach.



Our view of sustainability.

We try to take responsibility for the impact that our services and installations give rise to. Our objective is to run a profitable and sound business with respect for the world around us and manage our own and other's resources efficiently. Assemblin shall show great environmental consideration in all our activities.

Assemblin Group AB (name change to Assemblin Financing AB)

Västberga Allé 1 | 126 30 Hägersten | Tel. +46 10 472 60 00 | www.assemblin.com
Corp. Reg. No. 559077-5952 |