

Interim Report

Q1 January—March 2020



This Interim Report consists of two sections. The first one is the regular Interim Report January—March 2020. The last section is an additional disclosure for holders of the Assemblin Senior Secured Notes issued on December 6, 2019.

Assemblin designs, installs and maintains technical systems for air, water and energy. We are present at more than 100 locations in Sweden, Norway and Finland which makes us one of the leading installation companies in the Nordics. Our vision is to create smart and sustainable installations - in both large and small assignments.

Assemblin



Interim Report

January—March 2020

Q1



First quarter (January–March) 2020

- Net sales in the first quarter increased 4.9 per cent to SEK 2,511 million (2,393) whereof 1.7 per cent was organic growth.
- Adjusted EBITA increased to SEK 114 million (83). The adjusted EBITA margin increased to 4.5 per cent (3.5).
- EBITA increased to SEK 102 million (82).
- EBIT totalled SEK 96 million (79).
- Profit after tax amounted to SEK 31 million (46).
- Order intake was SEK 2,446 million (3,051).
- Order backlog at the end of the period increased to SEK 8,239 million (7,694).
- The effect of COVID-19 on financial results was limited in the first quarter.



Key figures

	Quarter 1		Rolling 12 months	Full Year 2019
	2020	2019		
Net sales, SEKm	2,511	2,393	10,097	9,978
Growth, %	4.9	14.0	10.0	12.3
Organic growth, %	1.7	10.3	6.1	8.3
Acquired growth, %	3.8	2.9	3.9	3.7
Currency effect, %	-0.6	0.8	0.0	0.3
Adjusted EBITA, SEKm	114	83	547	516
Adjusted EBITA margin, %	4.5	3.5	5.4	5.2
EBITA, SEKm	102	82	290	270
EBITA-margin, %	4.1	3.4	2.9	2.7
EBIT, SEKm	96	79	269	252
Profit for the period, SEKm	31	46	64	78
Order backlog, SEKm	8,239	7,694	8,239	8,478
Order intake, SEKm	2,446	3,051	10,653	11,258
Average number of employees, FTE	5,884	5,690	5,885	5,901

For definitions, refer to page 18. For reconciliation of key performance indicators not defined under IFRS, refer to page 15.

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

Assemblin Financing AB (publ)

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

Comments from the CEO

Stability in uncertain times

A strong order backlog, committed employees and healthy cash generation are important assets in these uncertain times. These factors allowed us to deliver a stable first quarter with healthy liquidity, continued growth and an improved margin.

Continued growth

Assemblin continues to grow in early 2020 despite the closure of several unprofitable branch offices in late 2019. Sales in the first quarter increased 4.9 per cent to SEK 2,511 million (2,393). Of that growth, 1.7 percentage points was organic and 3.8 was acquired, while currency effects from the weaker Norwegian krona negatively impacted growth by 0.6 per cent.

Order intake for the quarter was also stable, totalling SEK 2,446 million (3,051). The difference year-on-year is primarily attributable to the major ventilation assignment in the Stockholm Bypass tunnel project worth SEK 520 million won in Q1 2019. Order backlog at the end of the period increased to SEK 8,239 million (7,694).

Improved earnings throughout operations

Adjusted EBITA for the quarter increased to SEK 114 million (83), and the adjusted EBITA margin improved to 4.5 per cent (3.5). The difference year-on-year is attributable in part to project write downs in the first quarter of 2019, but also to profitable acquisitions and operational improvements. I am proud of the positive trend in profitability across all business areas following the actions we have executed on our journey to be best in class.

Strong cash flow and healthy liquidity

We entered 2020 with healthy cash reserves and unutilised credit limits totalling SEK 857 million at year-end. Free cash flow in the first quarter was also strong, totalling SEK 287 million. At the end of the quarter, combined cash reserves and unutilised credit limits totalled SEK 1,036 million.

Market and prospects

The spread of the COVID-19 virus and the counter measures enacted against it during the first quarter of the year has changed conditions for all of us. For Assemblin, with its operations in the Nordic region, the short-term effects were less severe compared to many other companies and industries. We have noted some decrease in our service assignments, but project operations are largely unaffected. Together with our customers and suppliers, we have focused on keeping production going whilst taking precautionary measures in line with government recommendations.

The underlying drivers for growth in the Nordic region's installation markets remain healthy, even though the market will be cautious for some time. Going into this uncertainty with a strong order backlog and a stable financial position, however, is a clear advantage.

Before the recent developments, our main focus was to continue to increase profitability. This is still the case, even though we must now in parallel manage the effects of COVID-19 and the market changes that will follow. In these efforts, the health and safety of our employees is an obvious top priority. Our employees have done a fantastic job for each other and for the company through this crisis, for which they deserve great credit.

Stockholm, May 2020

Mats Johansson
President and CEO
Assemblin



Overview, consolidated results

Net sales and order intake

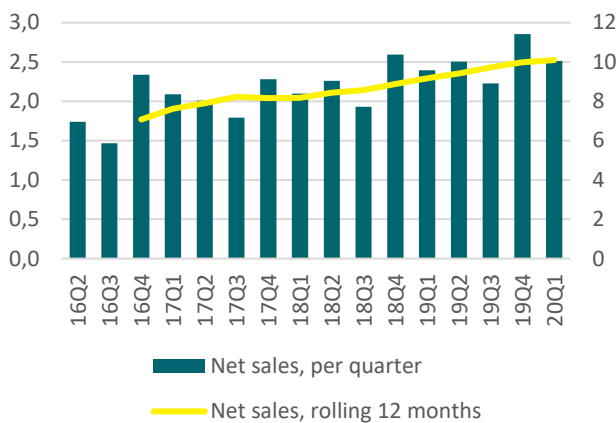
First quarter (January–March)

Sales in the first quarter increased 4.9 per cent to SEK 2,511 million (2,393), of which 1.7 percentage points was organic growth and 3.8 percentage points was driven by acquisitions. The weakened Norwegian krona negatively impacted growth, and growth excluding currency effects was 5.5 per cent. All business units except Assemblin Ventilation grew during the quarter. Growth was highest in Assemblin Norway and Finland. Acquired service operations, in particular, were a key growth driver.

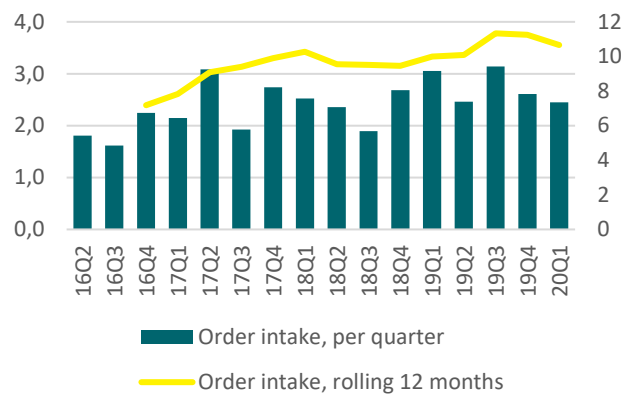
The proportion of service assignments during the quarter was 40 per cent (37) of the Group’s sales.

Order intake for the quarter was SEK 2,446 million (3,051), comprising small and medium-sized projects and service assignments. The change compared to the corresponding prior year period is primarily attributable to the major ventilation assignment in the Stockholm Bypass tunnel project, worth SEK 520 million.

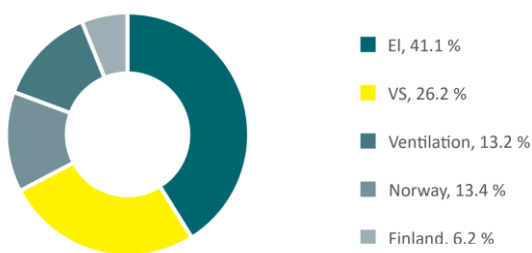
Net sales, SEK bn



Order intake, SEK bn



Net sales per business area, rolling 12 months



Net sales per assignment, rolling 12 months



Earnings and profitability

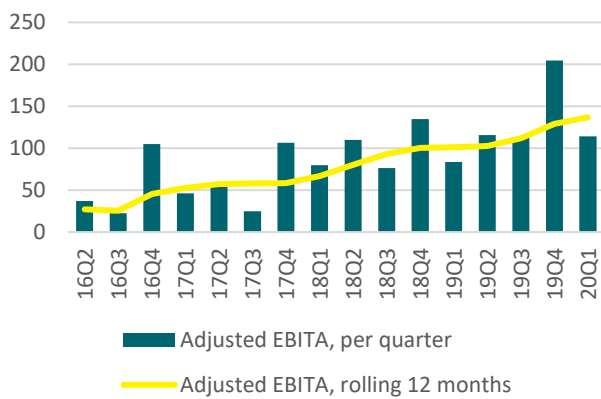
First quarter (January–March)

Adjusted EBITA increased compared with the prior year period, totalling SEK 114 million (83). Adjusted EBITA margin increased to 4.5 per cent (3.5). Earnings and margins improved in all business areas. The improvement is driven by the profitability improvement programme launched in

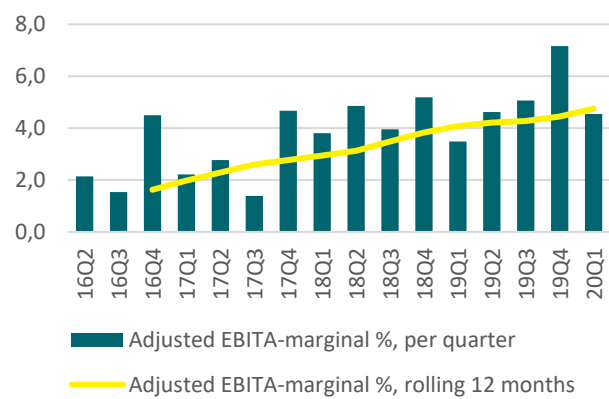
late 2019, as well as acquisitions and project write-downs in Norway and Finland in early 2019.

EBITA for the quarter increased to SEK 102 million (82), and the EBITA margin improved from 3.4 per cent to 4.1 per cent compared with the prior year period.

Adjusted EBITA, SEK m



Adjusted EBITA margin, %



Net financial items and profit/loss after tax

Net financial items decreased by SEK 28 million to SEK -48 million (-20). The change was driven by higher interest rates on the current senior secured notes compared with the previous bank financing.

Tax for the quarter was SEK -16 million (-13), corresponding to 35 per cent (23) of the profit. Profit for the period after tax amounted to SEK 31 million (46).

Cash flow and financial position

Cash flow from operations for first quarter totalled SEK 241 million (205). Net debt at the end of the period was SEK 2,855 million (1,918), primarily the result of the refinancing through the issuance of senior secured notes.

Cash and cash equivalents amounted to SEK 586 million (535). Unutilised available credit facilities at the end of the period totalled SEK 450 million (435).

Organization and employees

For the first quarter, the average number of employees restated in full-time equivalents (FTEs) was 5,884 (5,690), corresponding to an increase of 3.4 per cent year-on-year.

Significant events during the period

- In January, Assemblin announced its acquisition of Projektuppdrag Syd AB, a technical consulting company based in Malmö.
- In February, the bond issued in December was listed on TISE (CI).

Significant events after the period

No significant events of a company-specific type occurred after the balance-sheet date.

Actions in relation to COVID-19

Assemblin carefully tracks the development of the Corona pandemic and continuously evaluates the consequences. We have proactively engaged with our staff to implement new procedures to restrict the risk of contagion and communicate effectively as well as having active dialogues with our customers and suppliers. Important starting points for our approach are employee safety and the recommendations of the authorities. Our actions are continuously disclosed on our website.

Risks and uncertainties

The Group's material risks and uncertainties comprise strategic risks associated with the market and business cycle, as well as sustainability and operational risks related to customer contracts. Furthermore, the Group is exposed to different kinds of financial risks, for example, currency, interest rate and liquidity risks. The Group's and Parent Company's risks are described in Assemblin's Annual Report, which can be found on Assemblin's website. Apart from increased uncertainty regarding future performance owing to COVID-19, no additional material risks are deemed to have arisen since the 2019 Annual Report was released.

Parent Company

The Parent Company of the Group changed in the fourth quarter of 2019, from Assemblin Holding AB (559025-2952) to Assemblin Financing AB (559077-5952), in conjunction with the issuance of a bond. The internal restructuring was deemed not to be a business acquisition. From a reporting perspective, this means that predecessor accounting has been applied. Accordingly, the assets and liabilities in the former Group have not been restated. The new legal Parent Company, Assemblin Financing AB (publ), has chosen to present the historical consolidated financial statements of its predecessor, Assemblin Holding AB, for 2019. The Parent Company's loss after tax for the quarter totalled SEK 20 million (0). The bulk of the Parent Company's assets at 31 March 2020 totalled SEK 6,720 million (0). Equity in the Parent Company totalled SEK 4,065 million (0), reflecting the value of the group.

Related party transactions

No transactions that substantially impacted the company's financial position and earnings took place between Assemblin and related parties during the period.

The share and shareholders

Since 2015, Assemblin has been owned primarily by the private equity house Triton. Share capital amounts to SEK 500,000, with a quotient value of SEK 1 per share.

Business areas

Business Area Assemblin EI (Sweden)

Net sales and order intake

Sales for the period increased organically by 2.6 per cent to SEK 1,034 million (1,007). Order intake for the quarter increased to SEK 924 million (900). At the end of the quarter, order backlog was SEK 2,801 million (2,752).

Earnings and profitability

Adjusted EBITA for the first quarter of the year increased to SEK 54 million (51) and the adjusted EBITA margin increased to 5.3 per cent (5.1) year-on-year.

Key figures

	Quarter 1		Rolling	Full Year
	2020	2019	12 months	2019
Net sales, SEKm	1,034	1,007	4,172	4,146
Growth, %	2.6	14.5	12.3	15.5
Adjusted EBITA, SEKm	54	51	226	222
Adjusted EBITA margin, %	5.3	5.1	5.4	5.4
Order intake	924	900	4,532	4,507
Order Backlog	2,885	2,474	2,885	3,029
Average number of employees, FTE	2,801	2,752	2,845	2,796



Business Area Assemblin VS (Sweden)

Net sales and order intake

Net sales for the quarter increased 4.9 per cent to SEK 651 million (620), mainly driven by previously completed acquisitions.

Order intake totalled SEK 661 million (761), comprising primarily small installation projects and service assignments. Order backlog at the end of the period increased to SEK 2,001 million (1,772).

Earnings and profitability

Adjusted EBITA for the quarter increased to SEK 33 million (28) and the adjusted EBITA margin increased to 5.0 per cent (4.5) year-on-year.

Key figures	Quarter 1		Rolling	Full Year
	2020	2019	12 months	2019
Net sales, SEKm	651	620	2,659	2,629
Growth, %	4.9	3.1	10.9	10.5
Adjusted EBITA, SEKm	33	28	144	139
Adjusted EBITA margin, %	5.0	4.5	5.4	5.3
Order intake	661	761	2,906	3,007
Order Backlog	2,001	1,772	2,001	2,005
Average number of employees, FTE	1,418	1,461	1,432	1,475

Business Area Ventilation (Sweden)

Net sales and order intake

Net sales for the quarter totalled SEK 309 million (339). The lower sales volume is attributable to delayed start dates in a handful of major assignments unrelated to COVID-19.

Order intake for the quarter totalled SEK 293 million (948). The difference year-on-year is attributable primarily to the ventilation assignment in the Stockholm Bypass tunnel project worth SEK 520 million won in Q1 2019. Order backlog at the end of the period was SEK 1,771 million (1,917).

Earnings and profitability

Adjusted EBITA for the quarter increased to SEK 11 million (9), and the adjusted EBITA margin increased to 3.5 per cent (2.5).

Key figures	Quarter 1		Rolling	Full Year
	2020	2019	12 months	2019
Net sales, SEKm	309	339	1,338	1,367
Growth, %	-8.7	15.6	-1.8	3.9
Adjusted EBITA, SEKm	11	9	75	73
Adjusted EBITA margin, %	3.5	2.5	5.6	5.3
Order intake	293	948	1,301	1,956
Order Backlog	1,771	1,917	1,771	1,805
Average number of employees, FTE	549	527	566	544

Business Area Norway

Net sales and order intake

Growth in the first quarter was 22.7 per cent, and sales increased to SEK 378 million (308). Growth in Norway was driven primarily by previously completed acquisitions and organic growth.

Order intake for the quarter was SEK 377 million (368), comprising small and medium-sized projects and service assignments. At the end of the quarter, order backlog amounted to SEK 1,252 million (1,207).

Earnings and profitability

Adjusted EBITA for the quarter increased to SEK 18 million (-1) and the adjusted EBITA margin improved to 4.7 per cent (-0.4). The profitability improvement relates to project write-downs in early 2019, as well as to operational improvement and acquisitions.

Key figures	Quarter 1		Rolling	Full Year
	2020	2019	12 months	2019
Net sales, SEKm	378	308	1,355	1,285
Growth, %	22.7	42.6	16.4	19.8
Adjusted EBITA, SEKm	18	-1	89	70
Adjusted EBITA margin, %	4.7	-0.4	6.6	5.4
Order intake	377	368	1,306	1,296
Order Backlog	1,252	1,207	1,252	1,367
Average number of employees, FTE	741	588	647	704

Business Area Finland

Net sales and order intake

Sales for the first quarter increased 21.4 per cent to SEK 153 million (126). Growth in Finland was primarily organic.

Order intake totalled SEK 191 million (74), comprising primarily small installation projects and service assignments. Order backlog at the end of the period was SEK 329 million (323).

Earnings and profitability

Adjusted EBITA for the quarter of the year increased to SEK -1 million (-3) and the adjusted EBITA margin increased to -0.6 per cent (-2.3). The improvement to profitability is attributable primarily to fewer project write-downs.

Key figures	Quarter 1		Rolling	Full Year
	2020	2019	12 months	2019
Net sales, SEKm	153	126	625	598
Growth, %	21.4	21.7	11.2	10.8
Adjusted EBITA, SEKm	-1	-3	14	12
Adjusted EBITA margin, %	-0.6	-2.3	2.2	1.9
Order intake	191	74	608	492
Order Backlog	329	323	329	272
Average number of employees, FTE	351	336	372	357

Condensed consolidated statement of earnings

Amounts in SEKm	Quarter 1		Rolling	Full Year
	2020	2019	12 months	2019
Net sales	2,511	2,393	10,097	9,978
Production cost	-2,085	-1,971	-8,244	-8,131
Gross profit	426	421	1,852	1,848
Sales and administrative expenses	-330	-342	-1,584	-1,595
Operating profit (EBIT)	96	79	269	252
Net financial items	-48	-20	-148	-120
Profit/loss before tax	48	59	121	133
Tax	-16	-13	-57	-54
Profit for the period	31	46	64	78
Profit for the year attributable to:				
Parent company owner	31	46	64	78
Holders without controlling influence	-	-	-	-
	31	46	64	78

Condensed comprehensive income

Amounts in SEKm	Quarter 1		Rolling	Full Year
	2020	2019	12 months	2019
Profit for the period	31	46	64	78
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	-50	15	-55	11
Changes in the fair value of hedge reserve	6		0	-6
Tax attributable to items that can be transferred to profit/loss for the year	7		8	1
Items that cannot be transferred to profit/loss for the year				
Revaluation of defined-benefit pension plans			-111	-111
Tax attributable to items that cannot be transferred to profit/loss for the year	0		23	23
Other comprehensive income for the period	-38	15	-135	-82
Comprehensive income for the period	-7	61	-72	-4
Attributable to:				
Parent Company owners	-7	61	-72	-4
Holders without controlling influence	-	-	-	-
	-7	61	-72	-4

Condensed consolidated statement of financial position

Amounts in SEKm	31-Mar-2020	31-Mar-2019	31-Dec-2019
Assets			
Goodwill	2,596	2,484	2,640
Right-of-use assets	677	692	693
Other fixed assets	285	293	250
Total fixed assets	3,558	3,469	3,583
Contract assets	478	523	441
Trade receivables	1,318	1,219	1,410
Other receivables	302	300	363
Cash and cash equivalents	586	535	407
Total current assets	2,684	2,578	2,621
Total assets	6,242	6,047	6,242
Equity	-810	254	-803
Liabilities			
Long-term liabilities	3,481	2,440	3,444
Leasing debt	578	583	583
Total long-term liabilities	4,059	3,023	4,027
Leasing debt	179	168	193
Contract liabilities	748	661	712
Trade payables	867	878	861
Other current liabilities	1,199	1,063	1,213
Total current liabilities	2,993	2,770	2,979
Total liabilities	7,052	5,793	7,007
Total equity and liabilities	6,242	6,047	6,242

Condensed consolidated statement of changes in equity

Amounts in SEKm	Jan-Mar 2020	Jan-Mar 2019	Jan-Dec 2019
Equity at the beginning of the period	-803	238	238
Transition to IFRS 16		-45	-45
Profit for the period	31	46	78
Other comprehensive income	-38	15	-82
Comprehensive income for the period	-7	61	-4
Effect of new parent company			-992
New capital issue			0
Dividend			
Equity at end of period *	-810	254	-803

* The negative equity is an accounting consequence of the restructuring of the group in 2019. The actual value of Assemblin's equity is better reflected in the equity of the parent company.

Condensed consolidated statement of cash flow

Amounts in SEKm	Quarter 1		Rolling	Full Year
	2020	2019	12 months	2019
Operating activities				
Profit/loss before tax	48	59	121	133
Adjustments for items not included in the cash flow	77	49	512	484
Tax paid	-12	-8	-16	-12
Cash flow from operating activities before changes in working capital	112	101	617	605
Changes in working capital	129	104	-96	-121
Cash flow from operating activities	241	205	521	485
Investment activities				
Net investment fixed assets	-4	0	-7	-4
Acquisitions of subsidiaries	-11	-44	-178	-211
Other	0	0	18	17
Cash flow from investment activities	-15	-44	-167	-197
Financing activities				
Loans raised	0	0	2.591	2.591
Repayment of loan	0		-2.718	-2.717
Amortisation of lease debt	-43	-42	-171	-170
Dividend paid				
Cash flow from financing activities	-43	-42	-298	-296
Cash flow for the period	183	119	56	-8
Cash and cash equivalents at the beginning of the	407	411	535	411
Exchange rate difference in cash and cash equivalents	-4	5	-5	4
Cash and cash equivalents at the end of the period	586	535	586	407

Condensed summary of the Parent Company's income statement

Amounts in SEKm	Quarter 1		Rolling	Full Year
	2020	2019	12 months	2019
Net sales	4		26	22
Administrative expenses	-13		-44	-31
Operating profit (EBIT)	-9		-18	-9
Net financial items	-17	0	-21	-5
Profit after financial items	-25	0	-39	-14
Allocations			10	10
Profit/loss before tax	-25	0	-30	-4
Tax	5		5	0
Profit for the period	-20	0	-24	-4

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	31-Mar-2020	31-Mar-2019	31-Dec-2019
Assets			
Shares in Group companies	5,081		5,081
Receivables in Group companies	1,616		1,616
Other fixed assets	0		
Total fixed assets	6,698		6,697
Other receivables	5		
Short-term receivables, group companies	9		33
Cash and cash equivalents	8		18
Total current assets	22	0	51
Total assets	6,720	0	6,748
Equity			
Restricted equity			
Share capital	1	0	1
Unrestricted equity			
Retained earnings	4,084		4,089
Profit for the period	-20		-4
Equity	4,065	0	4,085
Liabilities			
Long-term interest-bearing liabilities	2,622		2,621
Total long-term liabilities	2,622		2,621
Provisions	5		7
Other current liabilities	29		35
Total current liabilities	33		42
Total liabilities	2,655		2,663
Total equity and liabilities	6,720	0	6,748

Condensed statement of changes in equity for the Parent Company

Amounts in SEKm	Jan-Mar 2020	Jan-Mar 2019	Jan-Dec 2019
Equity at the beginning of the period	4,085	0	0
New capital issue			0
Shareholder contribution			4,089
Profit for the period	-20		-4
Equity at end of period	4,065	0	4,085

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

Calculation of key performance indicators not defined under IFRS

This interim report presents certain financial measures that are not fully defined under IFRS. Assemblin believes that these measures provide valuable information about the company's performance, but they should be regarded as a supplement to the measures defined under IFRS. Assemblin's definitions of these measures may differ from other companies' definitions of the same terms. A reconciliation of these measures follows below. For definitions of key performance indicators, refer to page 18.

Reconciliation of key figures

Amounts in SEKm	Quarter 1		Rolling	Full Year
	2020	2019	12 months	2019
Net debt				
Interest-bearing liabilities	3,441	2,454	4,324	3,337
Cash and cash equivalents	-586	-535	-457	-407
Net debt	2,855	1,918	3,867	2,931
EBITA				
Operating profit/loss (EBIT)	96	79	269	252
Amortisation and impairment, intangible fixed assets	6	3	21	18
EBITA	102	82	290	270
Adjusted EBITA				
EBITA	102	82	290	270
Adjustments for Items Affecting Comparability	12	1	257	246
Adjusted EBITA	114	83	547	516
Adjusted EBITDA				
Adjusted EBITA	114	83	547	516
Depreciation of property, plant and equipment and right-of-use assets	48	50	242	243
Lease accounting adjustments	-26	-28	-151	-153
Adjusted EBITDA	137	105	638	606
Free Cash Flow				
Adjusted EBITDA	137	105	638	606
Changes in working capital	129	104	-96	-121
Excluding changes in provisions	47	8	196	158
Net investment fixed assets	-4	0	-7	-4
Net vehicle leases capex	-21	-25	-112	-116
Free Cash Flow	287	193	618	524
Cash Conversion (%)	251%	231%	122%	101%

Notes

1. Accounting policies

The condensed consolidated financial statements were prepared in accordance with IAS 34 Interim financial reporting and the applicable provisions in the Swedish Annual Accounts Act. The Parent Company interim report was prepared in accordance with Chapter 9, Interim reports, of the Annual Accounts Act.

For the Group and the Parent Company, the same accounting policies and bases for calculation have been applied as in the latest annual report. In addition to the financial statements and the accompanying notes, disclosures in accordance with IAS 34.16a also appear in other parts of this interim report.

2. Items affecting comparability

In the first quarter, the Group recognised SEK 12 million (SEK 246 million for full-year 2019 and SEK 1 million for the first quarter of 2019) as items affecting comparability attributable to acquisitions, integration and restructuring costs, and other non-recurring items.

3. Acquisition of business

In the period January–March 2020, Assemblin completed the following acquisitions:

Acquired unit	Country	Type	Time	Percentage of votes	Employees	Estimated annual sales in SEKm
Projektupdrag Syd AB	Sweden	Company	January	100%	8	10

Effects of acquisitions 2020 and 2019

Assemblin completed one acquisition in the period from January to March.

Acquisition analyses regarding companies acquired in 2020 are preliminary, as only a brief period of time has elapsed since the acquisitions took place. This acquisition is not considered to be material.

The maximum (i.e. non-discounted) amount that could be paid to previous owners of acquired companies is SEK 24 million, of which SEK 24 million pertains to acquisitions in 2019. The purchase amounts fall due for payment within three years.

4. Financial assets

Holdings in Elajo were recognized at fair value. The shares are classified as Level 3 assets since they are not listed in regulated market and no observable transactions have recently been conducted in the company. Fair value as at 31 December 2019 was SEK 30 million; at the end of the first quarter of 2020, fair value was SEK 30 million.

The fair values of the Group's long-term assets and liabilities do not differ substantially from the carrying amounts.

5. Non-current liabilities

Non-current liabilities include provisions for pensions of SEK 711 million (SEK 703 million at 31 December 2019 excluding commitments covered by endowment insurance).

In December, Assemblin issued senior secured notes totalling EUR 250 million with a quarterly coupon of 5 per cent. All future payments of principal and coupons have been hedged to SEK.

6. Events occurring after the balance sheet date

No significant events of a company-specific type occurred after the balance-sheet date. The situation caused by COVID-19, however, has caused greater uncertainty than would otherwise have been the case.

This report has not been reviewed by the company's auditors.

Stockholm, May 12, 2020

For the Board of Directors of Assemblin Financing AB (publ)

Mats Johansson
President and CEO

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 13 May, at 10:00 a.m. 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/ShowUUJD=49E3AD75-11E7-45F7-A60B-3EEBDDACAD6E>

If you would like to listen to the presentation by telephone, ring +46 856642651 (Sweden), +45 35445577 (Denmark), +35 8 981710310 (Finland), +33 170750711 (France), +44 3333000804 (UK) or via other international telephone number at http://events-ftp.arkadin.com/ev/docs/NE_W2_TOLL_Events_International_Access_List.pdf and use PIN code **67342075#** (all participants).

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 (password required). For access to this page, please contact Head of Communications and Sustainability [Åsvor Brynne](#) (tel: +46 10 475 39 48).

Future reporting dates

Interim report	January–June 2020	July 17, 2020
Interim report	January–September 2020	November 5, 2020
Interim report	January–December 2020	February, 2021
Interim report	January–March 2021	May, 2021

Definitions

Financial definitions

Acquired growth Net sales from units acquired during the period and the preceding period, less net sales from units acquired in the preceding period, divided by net sales for the equivalent period of the preceding year.

Adjusted EBITA Earnings before tax, net financial items, and amortisation and impairment of intangible assets, adjusted for items affecting comparability. Adjusted EBITA improves comparison over time by excluding non-recurring items.

Adjusted EBITDA Adjusted EBITA adjusted for Depreciation of property, plant and equipment and right-of-use assets. Assets excluding the effect of applying IFRS 16. Adjusted EBITDA improves comparison over time by excluding non-recurring items.

Adjusted EBITA margin (EBITA, %) Earnings before tax, net financial items, and amortisation and impairment of intangible assets, adjusted for items affecting comparability and divided by net sales. Adjusted EBITA margin, % excludes the effect of non-recurring items, thereby improving the possibility of comparisons over time.

Average number of employees, FTE Average number of employees during the period, taking full or part-time employment into account.

Cash Conversion, % Free cashflow divided by Adjusted EBITA. Cash conversion provides a measure of the ability to convert profits to cash.

Free Cash Flow Adjusted EBITDA adding or subtracting any changes in working capital adjusted for changes from non-cash items less net investment in fixed assets adjusted for net vehicle leases capex. Free cash flow shows the cash generation before costs related to items affecting comparability and capital structure, e.g. tax, financing activities and acquisitions.

Items affecting comparability Primarily costs for acquisitions and integration of acquisitions, as well as more comprehensive restructuring programmes and new establishments. These occur on an irregular basis, and thus make comparison over time difficult.

Net sales Sales recorded in accordance with the Group's accounting policies as described in Note 1 of Assemblin's 2019 Annual Report.

Net debt Long- and short-term interest-bearing liabilities, excluding pension liabilities, less cash and cash equivalents at the end of the period. This key metric is a measurement showing the Group's total interest-bearing debt.

Organic growth Growth less currency effect less acquired growth.

Order intake The value of projects received and changes to existing projects in the current period.

Order backlog The value of the remaining production value in all projects not generated at the end of the period.

Working capital The sum of current assets, reduced by cash and cash equivalents minus the sum of current liabilities, reduced by current provisions and short-term interest-bearing liabilities. This key metric shows how much working capital is tied up in the operations, and can be set in relation to sales to show how efficiently tied-up capital working capital is being used.

EBITA Earnings before tax, net financial items, and amortisation and impairment of intangible assets. EBITA is used as the primary key earnings figure in the operational monitoring of the Group.

EBITA, % Earnings before tax, net financial items, and amortisation and impairment of intangible assets, divided by net sales.

EBIT Earnings before tax and net financial items.

EBITDA EBITA before planned depreciation, amortisation and impairment. EBITDA is a measurement the Group considers relevant for an investor who wishes to understand earnings generation before making investments in fixed assets.

Growth Changes to net sales for the period, divided by net sales from the year-earlier period (including currency effects).

Profit margin Earnings for the period, divided by net sales for the period.

Other definitions

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

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

Additional disclosure

Information for holders of Assemblin Senior Secured Notes
issued on December 6, 2019



Amounts in SEKm	31-mar-2020
Ratios:	
Consolidated Net Leverage Ratio	3.4x
Fixed Charge Coverage Ratio	7.8x
Reconciliations:	
Cash and cash equivalents	-586
Senior Secured Floating Rate Notes	2,640
Other long-term debt	1
Market value currency agreement ⁽¹⁾	0
Lease liabilities ⁽²⁾	333
Indebtedness	2,975
Consolidated Net Leverage	2,389
EBITA - reported	290
Depreciation of property, plant and equipment and right-of-use assets	242
EBITDA - Reported	532
Lease accounting adjustments (2)	-151
Items Affecting Comparability (3)	257
EBITDA excluding items affecting comparability	638
EBITDA - Proforma Acquisition adjustments (4)	25
EBITDA - Proforma Operational improvement program (5)	46
Consolidated EBITDA - (Pro forma Adjusted EBITDA) ⁽⁶⁾	708
Consolidated Interest Expense	-110
Dividends	19
Fixed Charges	-91

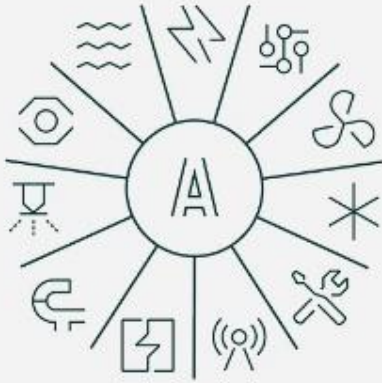
Comments

1. Market value currency agreements refers to mark-to-market changes in value of derivative instruments used to hedged EUR senior secured notes to SEK.
2. Lease liabilities refer to lease liabilities as defined in the Offering Memorandum for EUR 250,000,000 Senior Secured Floating Rate Notes due 2025, i.e. excluding additional lease liabilities recognised as a consequence of implementing IFRS16. Lease accounting adjustments is the effect on EBITDA of implementing IFRS16 compared to previous IFRS.
3. Items Affecting Comparability include acquisition, integration and start-up costs, restructuring costs, transformation costs and other adjustments. In the first quarter 2020 Items Affecting Comparability of SEK 12 million consist primarily of fees related to refinancing (listing etc) and, to a lesser degree acquisition and start-up costs.
4. EBITDA - Pro forma Acquisition adjustments reflects an estimate of the pro forma full twelve-month impact of acquisitions that were completed prior to March 31, 2020 as if such acquisitions had completed on April 1, 2019. The adjustments are based on each target's historical EBITDA derived from its management accounts, as adjusted for its actual contribution to our results of operations since the date of its acquisition and as further adjusted in a manner consistent with our Adjusted EBITDA to the extent applicable and the application of our accounting policies and other items.
5. EBITDA - Pro forma Operational improvement adjustments reflects an estimate of the pro forma run-rate effect of certain operational cost savings initiatives that have been implemented in 2019 as if such operational cost savings initiatives had been completed by January 1, 2019. The amount SEK 46 million pertains to the pro forma effect for the period 1 April 2019 to 31 December 2019.
6. The pro forma adjustments to EBITDA presented above are for informational purposes only and do not purport to present what our results of operations would have been, nor do they purport to project our results of operations for any future period. Moreover, the assumptions underlying the pro forma adjustments to EBITDA presented above are based on our current estimates, and they involve risks, uncertainties, assumptions and other factors that may cause actual results, performance or achievements to be materially different from any anticipated future results, performance or achievements expressed or implied by such pro forma financial information. Please refer to the Offering Memorandum for EUR 250,000,000 Senior Secured Floating Rate Notes due 2025 section "Risk Factors—Risks Related to Our Business—Benefits from our accelerated profitability programme and anticipated pro forma adjustments to our financial information may not materialize as anticipated."

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 5,900 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, Electrical workshop and field service.

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.

Asemblin as a supplier

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

Asemblin as an employer

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

Asemblin 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.

Asemblin 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. Asemblin shall show great environmental consideration in all our activities.