



Assemblin is one of the leading Nordic installation and service partners, with market leading knowledge mainly within technical systems for heating and sanitation, electricity and ventilation.

Significant events 2017

- Net sales increased to SEK 8,169 million compared with SEK 7,076 million in the previous year.
- Adjusted operating profit (EBITA) increased from SEK 176 million to SEK 245 million. This corresponded to a strengthening of the adjusted operating margin from 2.5 to 3 per cent.
- During the year, the integrations of Skanska Installation and Delt, acquired in 2016, were completed. Noteworthy among new companies acquired in 2017 were Ivarssons Rörlägeri, Söderby Rör and Kylkompanjon (all in Sweden).
- A number of changes were made both in the Board of Directors and Group management. At year-end, the Board comprised six members: Carl Johan Falkenberg, Leif Gustafsson, Mats Jönsson, Young Kim, Anders Thulin and Mats Wäppling (Chairman). Lennart Petersson is the acting CEO.

“2017 was an eventful year when a lot fell into place. We are now definitely on the right path.”

Strong growth and marked earnings improvement

2017 was an eventful year when a lot fell into place. After a time of major changes that negatively impacted earnings, we were able to see a turnaround in all business areas towards the end of the year, which is incredibly pleasing.

For the full year, net sales increased by 15.5 per cent and the adjusted operating profit increased by a full 38.9 per cent, which means that the adjusted operating margin strengthened from 2.5 to 3 per cent. Even if this is still far from our target, we are full of confidence. We are now definitely on the right path.

The Nordic construction market remains strong, and the year-end backlog was a record SEK 6,223 million. With our local presence and complete offering, we are well equipped to meet the strong demand throughout the Nordics. In the coming year, we expect stable turnover and continued margin improvement.

Stockholm, February 2018

Lennart Petersson
Acting President and CEO

KEY PERFORMANCE INDICATORS	2017	2016
Net sales, SEK m	8,169.3	7,075.6
Adjusted operating profit* (EBITA), SEK m	244.8	176.3
Adjusted operating margin*, %	3.0	2.5
Operating profit (EBITA), SEK m	202.7	18.3
Operating margin, %	2.5	0.3
Order intake, SEK m	9,899.2	7,177.5
Average number of employees, FTE	5,693	4,806

* = Adjusted for costs affecting comparability

Development 2017

During the year, Assemblin's turnover increased by 15.5 per cent from SEK 7,076 million to SEK 8,169 million. Growth was driven by both acquisitions and a strong market. Net sales increased in all business areas except Assemblin Finland. Growth was particularly strong in the Swedish business areas Assemblin Electricity and Assemblin Ventilation. Turnover was also increased by the acquisitions made in 2016 and 2017. The major acquisitions 2017 were the Swedish companies Ivarssons Rörläggeri, Söderby Rör and Kylkompanjon, adding annual turnover of approximately SEK 70 million.

The market remains positive with strong demand for service and installation of technical systems in the entire Nordic region. A project type increasingly in demand is coordinated multidisciplinary projects. In 2017, Assemblin started several multidisciplinary projects, such as the new Choice Quality Hotel in Malmö, a new swimming facility in Västerås and the new shopping centre C4 Shopping in Kristianstad.

Service assignments also increased during the year, particularly thanks to a number of new nationwide service agreements.

Earnings and margin

After a turbulent time with major changes and lower profitability, the trend turned towards the end of 2017. The adjusted operating profit (adjusted EBITA) for full-year 2017 increased by 38.9 per cent, driving an adjusted operating margin improvement from 2.5 to 3 per cent.

For the full year, profitability was strongest in the Norwegian operations, which reported an adjusted operating margin of 6.4 per cent.

In the Swedish operations, the operating margin was the highest in the Assemblin Ventilation business area at 4.7 per cent, whilst both business areas Assemblin Electricity and Assemblin Heating and Sanitation showed around 3 per cent, respectively. Profitability in Assemblin Electricity and Assemblin Heating and Sanitation were under pressure from weak earnings in some individual branches and integration costs related to the large acquisitions in 2016. These negative effects subsided, however, and in the final months of the year, the earnings trend turned upwards.

In the Finnish operations, earnings were negative, but after a strong savings programme, the trend turned there as well.

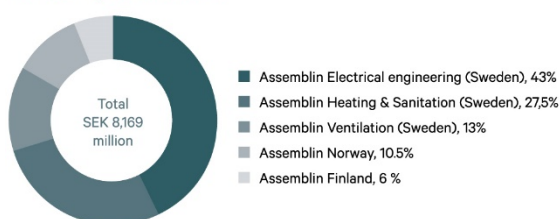
Cash flow

The Group has strong liquidity with SEK 420.4 million in cash and another SEK 374.5 million in available credit. The underlying business continues to be strongly cash-generative with low capital expenditure and working capital requirements.

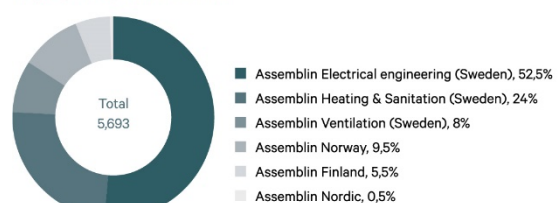
Employees

In 2017, the average number of employees was 5,693 (4,806). The increase is mainly attributable to the acquisitions made in 2016 and 2017.

Turnover by business area



Employees by business area



Assemblin

For more information

For questions regarding the report, please contact CFO Philip Carlsson (philip.carlsson@assemblin.se or +46 10 475 39 50). For questions regarding the business or company in general, please contact CEO Lennart Petersson (lennart.petersson@assemblin.se or +46 10 475 20 03) or Head of Communications Åsvor Brynnel (asvor.brynnel@assemblin.se or +46 10 475 39 48).

During the spring, Assemblin will publish an Annual and Sustainability Report 2017 (in Swedish) on the company's website www.assemblin.se. The report will also be available in printed format by e-mailing name and address to kommunikation@assemblin.se

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

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Assemblin is a complete installation and service partner with operations in Sweden, Norway and Finland. We design, install and maintain technical systems for electricity, heating, sanitation and ventilation in offices, arenas, shopping centres, residential properties and industries. Our strength is that we combine the strength of a multidisciplinary corporate group and the personal presence of a local company. Our net sales are more than SEK 8.2 billion, and we have nearly 5,700 employees in 100 locations in the Nordic region. www.assemblin.com