



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

### Significant events 2017

- Turnover increased to SEK 8,172 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.

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

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### 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, 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 boom remains strong, and the order volume at year-end was SEK 6,223 million, which is a record. With our local base and complete offering, we are well equipped to be able to meet the extensive demand that exists throughout the Nordic region. In the upcoming 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                          | 8,172.2 | 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           | 183.8   | 17.5    |
| Operating margin, %                       | 2.2     | 0.2     |
| 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 8,172 million. Growth was driven by both acquisitions and a strong market. Turnover increased in all business areas except Assemblin Finland. Growth was particularly large in the Swedish business areas of Assemblin Electricity and Ventilation. Compared with the previous year, turnover was also positively impacted by the acquisitions made in 2016 and new acquisitions in 2017. Among the year's major acquisitions were the Swedish companies Ivarssons Rörläggari, Söderby Rör and Kylkompanjon, which will together contribute net turnover equivalent to nearly SEK 70 million on an annual basis.

There is large demand for service and installations of technical systems in the entire Nordic region. An assignment form that is increasingly in demand is coordinated 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 national service contracts.

### 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 38.3 per cent, which means that the adjusted operating margin improved 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, while both of the business areas Assemblin Electricity and Assemblin Heating and Sanitation had around 3 per cent each. Profitability in Assemblin Electricity and Assemblin Heating and Sanitation were under pressure from a few individual branches with weak earnings and integration costs in connection with the large acquisitions done 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.

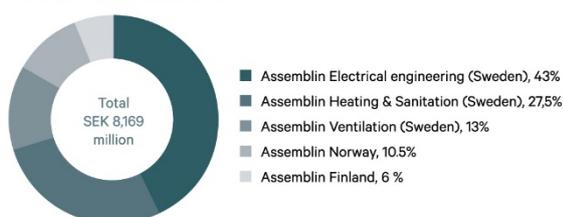
### Cash flow

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-generating with low investment and working capital needs.

### 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 otherwise, please contact CEO Lennart Petersson (lennart.petersson@assemblin.se or +46 10 475 20 03) or Communication Manager Åsvor Brynnel (asvor.brynnel@assemblin.se or +46 10 475 39 48).

During the spring, Assemblin will publish an Annual and Sustainability Report 2017 on the company's website [www.assemblin.com](http://www.assemblin.com). The report can also be ordered in printed format by e-mailing name and address to [kommunikation@assemblin.se](mailto:kommunikation@assemblin.se)

More information on our operations is also available on our website: [www.assemblin.com](http://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 office, 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. We have a turnover of more than SEK 8.2 billion and nearly 6,000 employees in 100 locations in the Nordic region.  
[www.assemblin.com](http://www.assemblin.com)