

Q3 2015

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CEO



# The third quarter in brief

- Positive development in revenue and profit
- Improved profitability eight quarters in a row
  - » Compared with the corresponding quarter in the previous years

# The third quarter in brief cont'd

- The total income in the quarter increased by 36 %, compared with the same period last year, to 617 (455) MSEK
  - » Revenue increased by 31 % when adjusted for currency effects
- Improved profitability
  - » Profit before tax increased by 39 % to 23,8 (17,1) MSEK
  - » Profit after tax increased by 48 % to 16,7 (11,3) MSEK
- System sales revenues increased by 49 % to 390 (261) MSEK
  - » An increase by 45 % adjusted for currency effects
  - » Some large orders have been closed in the quarter, with a positive effect on the revenue
- Services revenues increased by 18 % to 226 (192) MSEK
  - » An increase by 13 % adjusted for currency effects
  - » All service areas showed a positive development in the quarter

## The third quarter in brief cont'd

- Cloud services revenues increased by 33 %, compared with the same period last year, to 72 (54) MSEK
- The key ratios have during the quarter developed in a positive direction
  - » Growth: 36 %
  - » Profitability (PBT): 3,9 %
  - » Solidity: 21 %
  - » Return on equity the last 12 months amounted to 26,5 (20,2) %

# Market trends

- The growth of digital business-critical information remains high:
  - » In the opinion of research company IDC, annual growth stands at around 50% depending on geographical location and industry
- One market trend which remains clear is the fact that datacenter and private clouds are continuing to grow, while at the same time new fields of technology for data storage are being implemented
  - » Two examples of a new fields of technology are “All Flash Arrays” and “Hyper Converged Infrastructure”, with a growth rate of 275 % and 160 % respectively
- Our ability to help our customers to minimize risks and reduce costs, and also to supply flexible IT services and products, places us in a strong position on the European market
  - » Thereby giving as good opportunities for continued positive development in terms of both revenues and profits

**PROACT**

Delivering Business Agility

# **FINANCIAL REPORT**

**January – September 2015**



# Income statement January – September 2015

(MSEK)	Jan-Sep 2015	Jan-Sep 2014
System Sales	1 355.9	1 016.3
Services	680.1	598.7
Other	2.2	4.6
<b>Revenue</b>	<b>2 038.2</b>	<b>1 619.6</b>
Products and services	-1 551.7	-1 212.6
<b>Gross profit</b>	<b>486.5</b>	<b>407.0</b>
Sales and marketing	-269.3	-236.0
Administration	-137.3	-115.2
<b>Operating profit</b>	<b>79.9</b>	<b>55.8</b>
Financial net	-5.0	-0.6
<b>Profit before tax</b>	<b>74.9</b>	<b>55.2</b>
<i>Margin</i>	3.7%	3.4%
Tax	-22.0	-16.7
<b>Profit after tax</b>	<b>52.9</b>	<b>38.4</b>
<i>Net margin</i>	2.6%	2.4%

Revenue Growth	
Total revenue	26%
<i>Currency adjusted</i>	20%
System sales	33%
<i>Currency adjusted</i>	28%
Services	14%
<i>Currency adjusted</i>	8%

	Jan-Sep 2015		Jan-Sep 2014	
<b>EBITDA</b>	122.1	6.0%	100.9	6.2%
<b>EBITA</b>	99.6	4.9%	74.1	4.6%
<b>EBIT</b>	79.9	3.9%	55.8	3.4%

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# Income statement July - September 2015

(MSEK)	Jul-Sep 2015	Jul-Sep 2014
System Sales	389.8	260.8
Services	226.3	192.0
Other	0.5	1.8
<b>Revenue</b>	<b>616.6</b>	<b>454.7</b>
Products and services	-468.7	-337.1
<b>Gross profit</b>	<b>147.9</b>	<b>117.6</b>
Sales and marketing	-81.2	-67.4
Administration	-40.9	-33.9
<b>Operating profit</b>	<b>25.8</b>	<b>16.3</b>
Financial net	-2.1	0.7
<b>Profit before tax</b>	<b>23.8</b>	<b>17.1</b>
<i>Margin</i>	3.9%	3.8%
Tax	-7.1	-5.8
<b>Profit after tax</b>	<b>16.7</b>	<b>11.3</b>
<i>Net margin</i>	2.7%	2.5%

## Revenue Growth

Total revenue	36%
<i>Currency adjusted</i>	31%
System sales	49%
<i>Currency adjusted</i>	45%
Services	18%
<i>Currency adjusted</i>	13%

	Jul-Sep 2015		Jul-Sep 2014	
<b>EBITDA</b>	39.7	6.4%	31.3	6.9%
<b>EBITA</b>	32.9	5.3%	22.6	5.0%
<b>EBIT</b>	25.8	4.2%	16.3	3.6%

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# Income statement rolling 12 months

(MSEK)	Oct-Sep 2014/2015	Oct-Sep 2013/2014
System Sales	1 845.4	1 555.2
Services	895.1	795.9
Other	3.4	5.6
<b>Revenue</b>	<b>2 743.9</b>	<b>2 356.7</b>
Products and services	-2 088.0	-1 779.0
<b>Gross profit</b>	<b>655.9</b>	<b>577.8</b>
Sales and marketing	-365.5	-330.7
Administration	-179.4	-160.2
One-time costs	-2.0	-6.3
<b>Operating profit</b>	<b>109.0</b>	<b>80.6</b>
Financial net	-4.1	-2.4
<b>Profit before tax</b>	<b>104.9</b>	<b>78.2</b>
<i>Margin</i>	3.8%	3.3%
Tax	-30.5	-27.6
<b>Profit after tax</b>	<b>74.4</b>	<b>50.6</b>
<i>Net margin</i>	2.7%	2.1%

## Revenue Growth

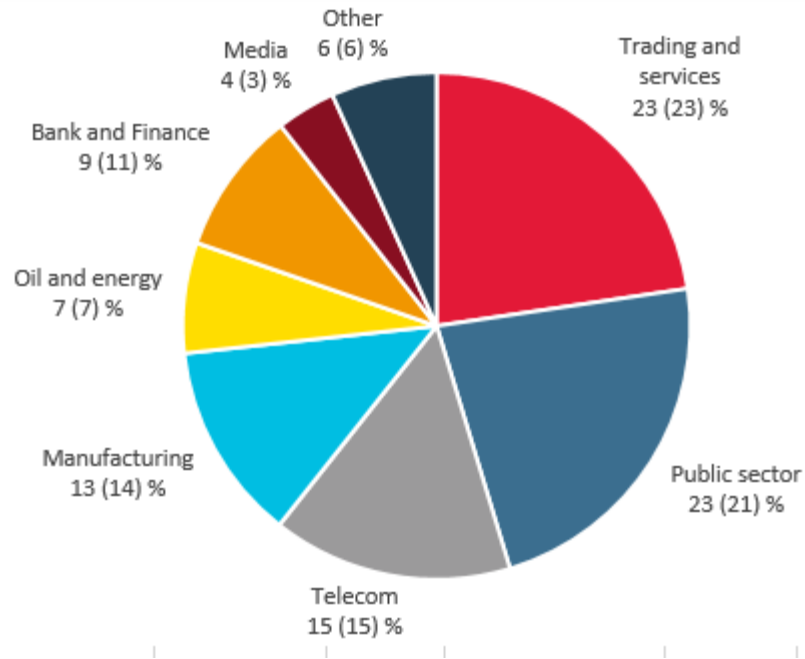
Total revenue	16%
System sales	19%
Services	12%

	Oct-Sep 2014/2015		Oct-Sep 2013/2014	
<b>EBITDA</b>	165.3	6.0%	141.6	6.0%
<b>EBITA</b>	135.0	4.9%	104.7	4.4%
<b>EBIT</b>	109.0	4.0%	80.6	3.4%

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# Revenue per industry

## 12 months Oct-Sep 2014/2015



## Cash flow January – September 2015

<b>Liquid Funds December 31, 2014</b>		<b>143</b>
Cash-flow from current operations		33
Current operations	114	
Change in working capital	-81	
Cash-flow from investment activities		-55
Fixed assets	-48	
Acquisitions	-8	
Other	1	
Cash-flow from financial activities		-41
Bank overdraft facilities / Contract financing	22	
Bank loans	-26	
Dividend to parent company's shareholders	-16	
Acquisitions from holdings without controlling influence	-15	
Other	-6	
Change in liquid funds		-63
<i>Currency translation difference in liquid funds</i>		-3
<b>Liquid Funds September 30, 2015</b>		<b>77</b>

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## Cash flow July - September 2015

<b>Liquid Funds June 30, 2015</b>		<b>104</b>
Cash-flow from current operations		-7
Current operations	43	
Change in working capital	-50	
Cash-flow from investment activities		-17
Fixed assets	-17	
Acquisitions	-	
Other	-	
Cash-flow from financial activities		-4
Bank overdraft facilities / Contract financing	8	
Bank loans	-9	
Dividend to parent company's shareholders	-	
Acquisitions from holdings without controlling influence	-2	
Other	-1	
Change in liquid funds		-28
<i>Currency translation difference in liquid funds</i>		<i>1</i>
<b>Liquid Funds September 30, 2015</b>		<b>77</b>

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## Key ratios – Balance sheet

(MSEK)	2015 Sep 30	2015 Jun 30	2015 Mar 31	2014 Dec 31
Total Assets	1 398	1 423	1 516	1 541
whereof Goodwill	292	287	286	281
whereof Intangible fixed assets	127	118	120	121
whereof Accounts receivables	440	438	496	497
Equity	289	273	286	269
Solidity	21 %	19 %	19 %	18 %
Cash and bank deposits	77	104	126	143
Bank loan, overdraft facilities etc.	149	153	160	151
Net debt / Net cash	-72	-49	-34	-8
Bank overdraft facilities, unutilized	145	158	147	141
Bank overdraft facilities, total	172	171	163	145

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## Revenue and profit before tax per Business Unit

(MSEK)	July - September 2015			July - September 2014		
	Revenue	P.b.t	Net margin	Revenue	P.b.t	Net margin
Nordics	340	20.3	6.0%	237	12.9	5.4%
UK	152	1.2	0.8%	115	1.0	0.9%
West	100	0.4	0.0%	85	1.1	1.3%
East	28	0.5	1.8%	33	3.8	11.5%
Proact Finance	21	1.7	8.1%	28	1.5	5.4%
Other	-24	-0.3		-43	-3.2	
One time costs		-			-	
<b>Group</b>	<b>617</b>	<b>23.8</b>	<b>3.9%</b>	<b>455</b>	<b>17.1</b>	<b>3.8%</b>

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## Revenue and profit before tax per Business Unit

(MSEK)	January – September 2015			January - September 2014		
	Revenue	P.b.t	Net margin	Revenue	P.b.t	Net margin
Nordics	1 165	67.4	5.8%	881	41.8	4.7%
UK	486	8.4	1.7%	381	2.2	0.6%
West	321	3.3	1.0%	280	8.8	3.1%
East	86	2.6	3.0%	93	5.4	5.8%
Proact Finance	58	3.6	6.2%	69	3.6	5.2%
Other	-78	-10.4		-84	-6.6	
One time costs		-			-	
<b>Group</b>	<b>2 038</b>	<b>74.9</b>	<b>3.7%</b>	<b>1 620</b>	<b>55.2</b>	<b>3.4%</b>

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## Proact share – Top 10 owners 2015-09-30

	2015 September 30	2015 June 30
LivförsäkringsAB Skandia	10.2 %	10.5 %
Svolder Aktiebolag	7.9 %	7.7 %
Försäkringsaktiebolaget Avanza Pension	7.5 %	7.4 %
IGC Industrial Growth Company AB	6.0 %	6.0 %
Swedbank Robur Småbolagsfond Sverige	5.4 %	5.4 %
Fjärde AP-Fonden	4.9 %	4.9 %
Unionen	4.0 %	4.0 %
Swedbank Robur Ny Teknik BTI	3.7 %	3.6 %
Skandia Sverige	3.2 %	2.1 %
AFA Sjukförsäkrings AB	3.1 %	3.1 %
Others	44.1 %	45.3 %
<b>Total</b>	<b>100 %</b>	<b>100 %</b>

After earlier buyback of own shares, the company holds 128 047 shares

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