



**PROACT**

Delivering Business Agility

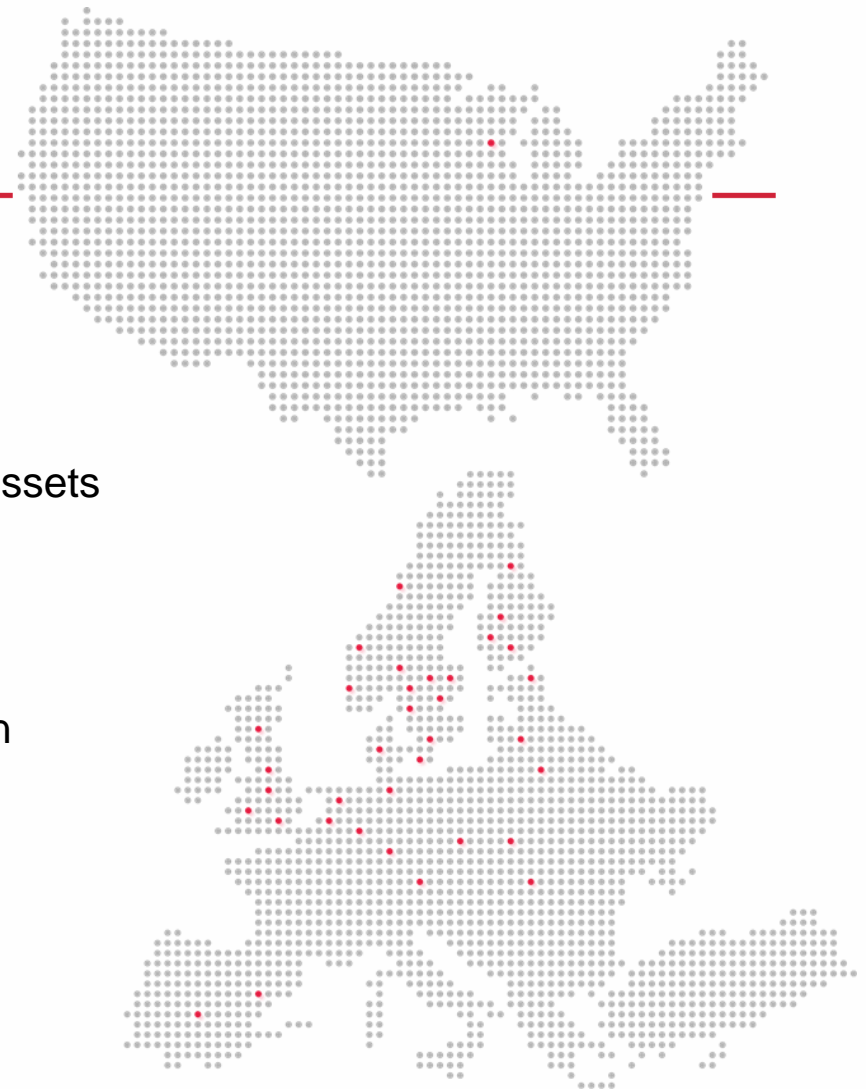
# FINANCIAL REPORT

January - September 2017

# Strategic view

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- Invest in core regions, economies of scale
- Acquire and/or scale specialist skills, leverage assets
- Improve Challenging areas
- Services growth, core business, drive innovation
- Strengthen Group Functions
- Operationally Efficient
- Invest in People



# The third quarter in brief

- Continued positive revenue and profit development
- The best revenues and profits for a third quarter in the history of the company, and for a seventh consecutive quarter
- 5% profit before tax margin

## The third quarter in brief cont'd

- The total income in the quarter increased by 11%, compared with the same period last year, to 657 (594) MSEK
  - » The organic growth equals 1%
- Improved profitability
  - » Profit before tax increased by 15% to 32.6 (28.3 MSEK)
  - » Profit after tax increased by 20% to 24.8 (20.7 MSEK)
- System sales revenues increased by 13%, to 394 (349) MSEK
  - » The organic growth equals 2%
- Services revenues increased by 7%, to 261 (244) MSEK
  - » The organic growth was in line with previous year

## The third quarter in brief cont'd

- Cloud services revenues increased by 12%, compared with the same period last year, to 101 (91) MSEK
- The key ratios have during the quarter developed in the right direction
  - » Growth: 11%
  - » Profitability (PBT): 5%
  - » Solidity: 24%
  - » Return on equity the last 12 months amounted to 32.8 (29.3)%

# Market trends

- The underlying growth of digital business-critical information remains high
- The rapid digitisation taking place in most industries and businesses and the increasing volume of business-critical information, means that the IT infrastructure is becoming increasingly complex and new demands are being made
- Applications, automation and security are fields of increasing strategic importance
- Internet of Things (IoT), Analytics and Big Data are also being implemented, making new demands of the business, organisation and IT infrastructure

# Income statement July - September 2017

(MSEK)	Jul-Sep 2017	Jul-Sep 2016
System Sales	393.7	349.1
Services	261.0	244.3
Other	1.9	0.7
<b>Revenue</b>	<b>656.7</b>	<b>594.0</b>
Products and services	-493.2	-442.1
<b>Gross profit</b>	<b>163.5</b>	<b>151.9</b>
Sales and marketing	-81.7	-82.1
Administration	-47.3	-43.2
<b>Operating profit</b>	<b>34.4</b>	<b>26.7</b>
Financial net	-1.9	1.6
<b>Profit before tax</b>	<b>32.6</b>	<b>28.3</b>
<i>Margin</i>	<i>5.0%</i>	<i>4.8%</i>
Tax	-7.7	-7.6
<b>Profit after tax</b>	<b>24.8</b>	<b>20.7</b>
<i>Net margin</i>	<i>3.8%</i>	<i>3.5%</i>

Revenue Growth	
Total revenue	11%
<i>Organic growth</i>	1%
System sales	13%
<i>Organic growth</i>	2%
Services	7%
<i>Organic growth</i>	0%

	Jul-Sep 2017		Jul-Sep 2016	
<b>EBITDA</b>	48.9	7.5%	39.8	6.7%
<b>EBITA</b>	41.4	6.3%	34.0	5.7%
<b>EBIT</b>	34.4	5.2%	26.7	4.5%

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# Income statement January - September 2017

(MSEK)	Jan-Sep 2017	Jan-Sep 2016
System Sales	1,543.9	1,291.6
Services	815.6	759.9
Other	3.8	2.0
<b>Revenue</b>	<b>2,363.2</b>	<b>2,053.5</b>
Products and services	-1,818.8	-1,551.2
<b>Gross profit</b>	<b>544.4</b>	<b>502.3</b>
Sales and marketing	-267.6	-268.0
Administration	-163.8	-142.9
Items affecting comparability	-	-5.8
<b>Operating profit</b>	<b>113.0</b>	<b>85.5</b>
Financial net	-7.0	-1.5
<b>Profit before tax</b>	<b>106.1</b>	<b>84.0</b>
<i>Margin</i>	4.5%	4.1%
Tax	-26.1	-21.1
<b>Profit after tax</b>	<b>80.0</b>	<b>62.9</b>
<i>Net margin</i>	3.4%	3.1%

Revenue Growth	
Total revenue	15%
<i>Organic growth</i>	1%
System sales	20%
<i>Organic growth</i>	2%
Services	7%
<i>Organic growth</i>	1%

	Jan-Sep 2017		Jan-Sep 2016	
<b>EBITDA</b>	159.9	6.8%	125.7	6.1%
<b>EBITA</b>	136.8	5.8%	107.2	5.2%
<b>EBIT</b>	113.0	4.8%	85.5	4.2%

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# Income statement rolling 12 months

(MSEK)	Oct-Sep 2016/2017	Oct-Sep 2015/2016
System Sales	2,148.6	1,819.3
Services	1,078.6	993.9
Other	4.2	3.8
<b>Revenue</b>	<b>3,231.5</b>	<b>2,816.9</b>
Products and services	-2,481.9	-2,126.7
<b>Gross profit</b>	<b>749.6</b>	<b>690.2</b>
Sales and marketing	-362.4	-368.6
Administration	-222.4	-188.4
Items affecting comparability	-	-14.1
<b>Operating profit</b>	<b>164.8</b>	<b>119.1</b>
Financial net	-9.0	-5.9
<b>Profit before tax</b>	<b>155.8</b>	<b>113.2</b>
<i>Margin</i>	4.8%	4.0%
Tax	-41.9	-24.8
<b>Profit after tax</b>	<b>113.8</b>	<b>88.4</b>
<i>Net margin</i>	3.5%	3.1%

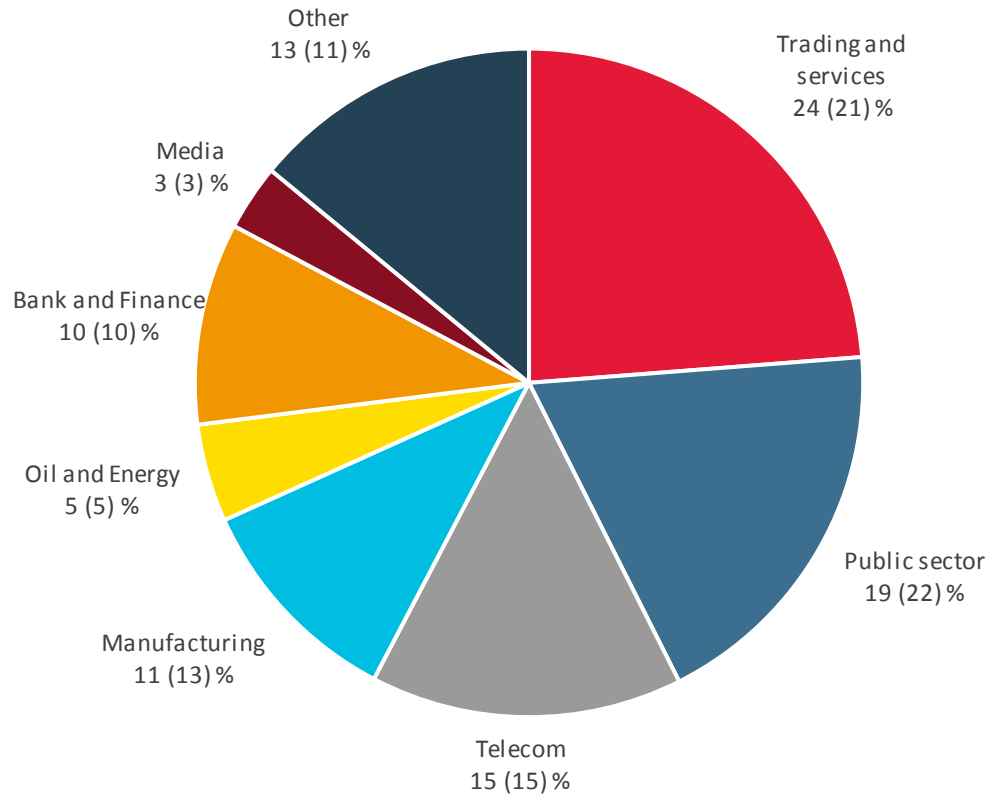
Revenue Growth	
Total revenue	15%
<i>Organic growth</i>	5%
System sales	18%
<i>Organic growth</i>	6%
Services	9%
<i>Organic growth</i>	4%

	Oct-Sep 2016/2017		Oct-Sep 2015/2016	
<b>EBITDA</b>	225.7	7.0%	172.8	6.1%
<b>EBITA</b>	193.5	6.0%	148.0	5.3%
<b>EBIT</b>	164.8	5.1%	119.1	4.2%

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# Revenue per industry

## 12 months Oct - Sep 2016/2017



# Cash flow January – September 2017

<b>Liquid Funds December 31, 2016</b>		<b>214</b>
Cash-flow from current operations		21
Current operations	114	
Change in working capital	-93	
Cash-flow from investment activities		-132
Fixed assets	-53	
Acquisition of subsidiary net of cash	-81	
Other	2	
Cash-flow from financial activities		23
Bank loans/Bank overdraft facilities/Contract financing	35	
Acquisitions from holdings without controlling influence	-2	
Buy back of own shares	-20	
Utilization of own shares	27	
Dividend to parent company's shareholders'	-32	
Dividend to holdings without controlling influence	-1	
Deferred payment acquired shares in subsidiary	18	
Other	-2	
Change in liquid funds		-88
<i>Currency translation difference in liquid funds</i>		-1
<b>Liquid Funds September 30, 2017</b>		<b>125</b>

# Cash flow July - September 2017

<b>Liquid Funds June 30, 2017</b>		<b>188</b>
Cash-flow from current operations		-111
Current operations	61	
Change in working capital	-172	
Cash-flow from investment activities		-14
Fixed assets	-15	
Other	1	
Cash-flow from financial activities		63
Bank loans/Bank overdraft facilities	69	
Buy back of own shares	-5	
Other	-1	
Change in liquid funds		-62
<i>Currency translation difference in liquid funds</i>		-1
<b>Liquid Funds September 30, 2017</b>		<b>125</b>

## Key ratios – Balance sheet

(MSEK)	2017 Sep 30	2017 Jun 30	2017 Mar 31	2016 Dec 31
Total Assets	1,587	1,658	1,766	1,807
whereof Goodwill	378	371	368	322
whereof Intangible fixed assets	105	127	132	109
whereof Accounts receivables	435	422	504	655
Equity	382	366	384	333
Solidity	24%	22%	22%	18%
Cash and bank deposits	125	188	221	214
Bank loan, overdraft facilities etc.	232	165	214	201
Net cash (+)/Net debt (-)	-107	23	7	13
Bank overdraft facilities, unutilized	157	238	153	151
Bank overdraft facilities, total	239	240	170	180

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## Revenue and profit before tax per Business Unit

(MSEK)	July -September 2017			July - September 2016		
	Revenue	PBT	Net margin	Revenue	PBT	Net margin
Nordics	301	22.7	7.5%	276	18.2	6.6%
UK	125	2.9	2.3%	136	1.3	1.0%
West	200	4.4	2.2%	155	5.3	3.4%
East	34	1.4	4.2%	31	3.3	10.6%
Proact Finance	21	1.1	5.5%	15	2.5	16.1%
Other	-24	0.0		-19	-2.3	
Items affecting comparability		-			-	
<b>Group</b>	<b>657</b>	<b>32.6</b>	<b>5.0%</b>	<b>594</b>	<b>28.3</b>	<b>4.8%</b>

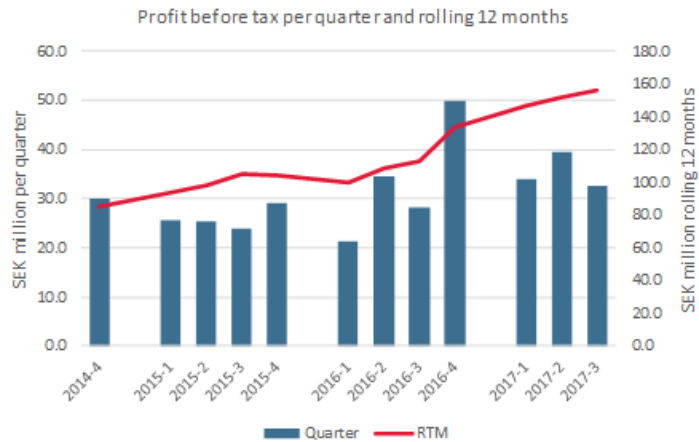
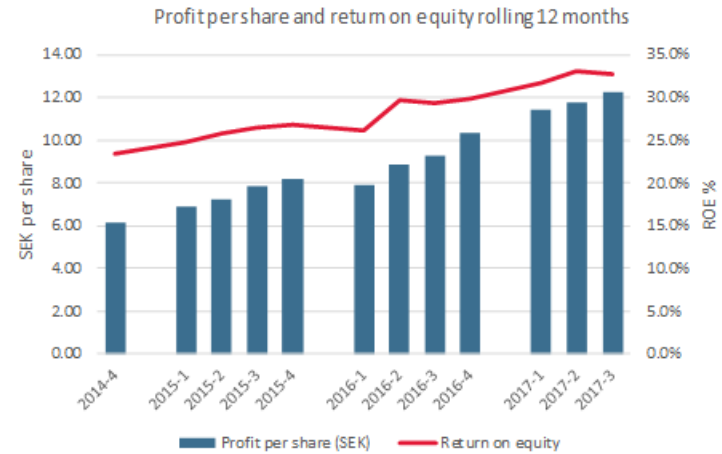
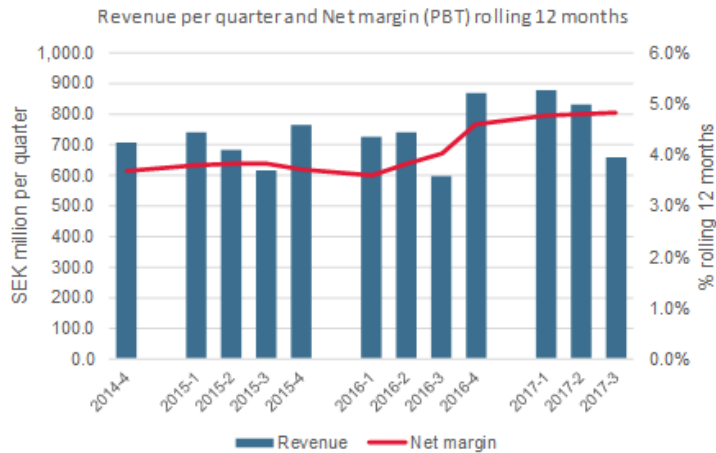
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## Revenue and profit before tax per Business Unit

(MSEK)	January – September 2017			January - September 2016		
	Revenue	PBT	Net margin	Revenue	PBT	Net margin
Nordics	1,163	67.6	5.8%	1,105	66.9	6.1%
UK	403	11.7	2.9%	474	11.0	2.3%
West	721	21.5	3.0%	374	9.9	2.6%
East	89	4.9	5.5%	108	8.8	8.2%
Proact Finance	58	3.9	6.7%	62	5.9	9.5%
Other	-71	-3.5		-70	-12.6	
Items affecting comparability		-			-5.8	
<b>Group</b>	<b>2,363</b>	<b>106.1</b>	<b>4.5%</b>	<b>2,053</b>	<b>84.0</b>	<b>4.1%</b>

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# Summary rolling 12 months





Q/A

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## Proact share – Top 10 owners September 30, 2017

	2017 September 30	2017 June 30
AB Grenspecialisten	11.1 %	11.1 %
Livförsäkrings AB Skandia	11.0 %	11.0 %
Swedbank Robur Småbolagsfond Sverige	5.4 %	5.4 %
IGC Industrial Growth Company AB	5.4 %	5.5 %
Fondita Nordic Micro Cap SR	4.6 %	4.8 %
Swedbank Robur Ny Teknik BTI	4.2 %	4.2 %
JP Morgan Bank Luxembourg S.A.	3.9 %	3.9 %
Skandia Sverige	3.8 %	3.8 %
Unionen	3.4 %	3.4 %
Skandia Fond Småbolag Sverige	2.3 %	2.3 %
Others	44.9 %	44.6 %
<b>Total</b>	<b>100 %</b>	<b>100 %</b>

After earlier buy back of own shares, the company holds as per September 30, 2017, 102,969 shares

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