

Q3 Report 2017

Conference call

8 November 2017

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Stephan Révay, CFO

Highlights Q3 2017

- Continued strong organic growth +7.1%
 - Favourable Macro trends
 - Internal growth initiatives
- Margin improvement – adjusted EBITA 9.1% (7.7)
 - Higher revenue
 - Favourable mix effects
- Increased focus on core operations
 - Divestment of BD-business (part of PULS)
- Utilization of the US platform through Prism Medical
 - Capturing revenue and cost synergies
- Listing on Nasdaq Stockholm
- Refinancing
 - New share issue
 - Improved Ned debt/EBITDA



Financial targets

- Growth: average annual growth of 10%, of which 4-6% organically – mid term
- Adjusted EBITA margin: exceeding 12% – mid term
- Capital structure: app 2.5x net debt/LTM adjusted EBITDA

Organic growth rate and adjusted EBITA margin on track – internal initiatives driving growth



Internal organic growth initiatives – YTD 2017

- Cross selling of stairlifts in Prism Medical distribution network
 - Stairlift US sales up 19% Q3 2017 vs Q3 2016
 - Sales organisation for Stairlifts in the US integrated into Prism Medical Hub organisation
 - Common dealer network – Patient Handling and Accessibility
- Focus on dealer management
 - Implementation of dealer management program – strong incentives in order to increase share of wallet
- Internal sales initiatives program XCEL starting to pay-off
 - Improved performance from sales organisation – sales is on top of the agenda
 - Improved structure and sales management
 - Selling solutions instead of products – program kick-off end Q3

M&A

- Increased focus on core operations (Accessibility and Patient Handling)
 - Divestment of BD-business (a business in Puls – distributor supplied by Becton Dickinson) as of August 1
- Integration of Prism Medical
 - Sales and costs synergies captured
 - Platform for distribution network in the US
- Active M&A agenda
 - Continuously evaluating prospects
 - Grow geographic footprint
 - Adjacent products in existing channels
 - Strategic assets

Financial highlights, Group

Group MEUR	July - September			January - September		
	2017	2016	Δ%	2017	2016	Δ%
Revenue	69.2	58.7	17.9 %	213.9	172.8	23.8 %
Operating costs	-62.1	-53.6	n/a	-191.3	-157.8	n/a
Adjusted EBITDA	7.2	5.1	39.3 %	22.6	14.9	51.3 %
Depreciation	-0.8	-0.6	n/a	-2.6	-2.3	n/a
Adjusted EBITA	6.3	4.5	39.1 %	20.0	12.6	58.8 %
Other specified items	-4.9	-5.1	n/a	-6.8	-8.9	n/a
EBITA	1.5	-0.6	n/a	13.2	3.7	261.1 %

KPI:s

Organic revenue growth	7.1%	n.i.	6.3%	n.i.
Adjusted EBITDA margin	10.3 %	8.7 %	10.6 %	8.6 %
Adjusted EBITA margin	9.1 %	7.7 %	9.4 %	7.3 %
EBITA margin	2.1 %	-1.0 %	6.2 %	2.1 %

Revenue Q3 – continued strong organic growth

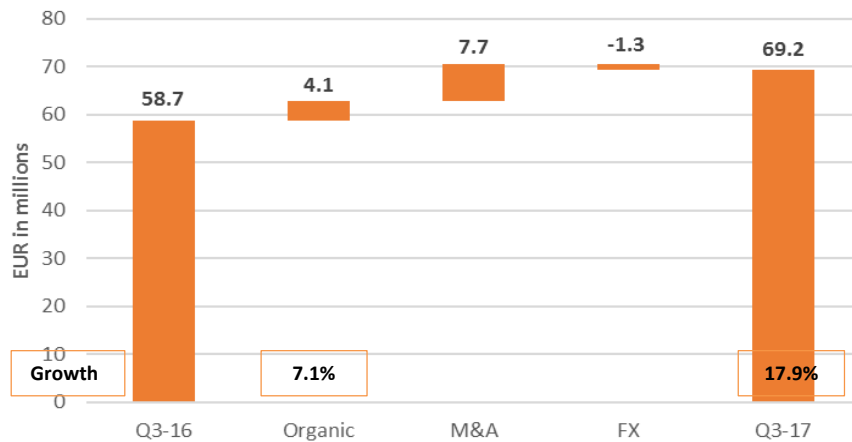
- **Accessibility +9.8% - North America & Europe**
- **Patient Handling +4.1% - mainly driven by Europe**
- **Part of Puls business divested**

EBITA Q3 – Adjusted margin 9.1% (7.7) – Access 12.2%, PH 15.6%

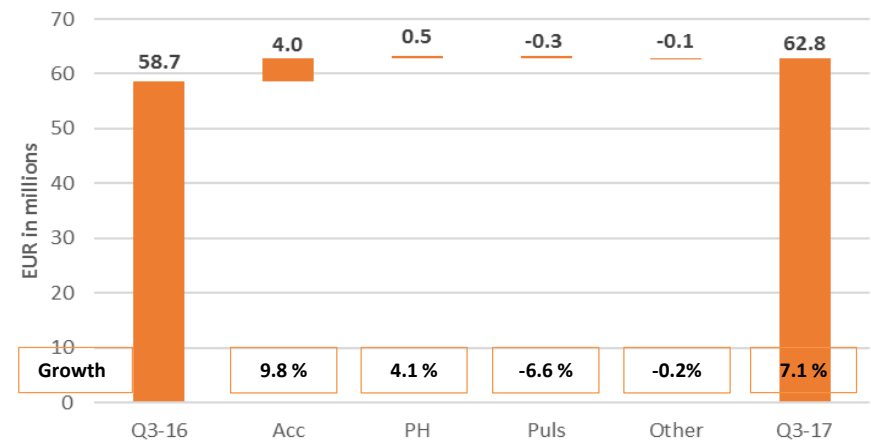
- **Favourable mix, growth, operational leverage**
- **Other specified items -4.9 MEUR, mainly IPO & IT**
- **Synergies from Prism Medical integration, 1.0 MEUR – Q3, 2.2 MEUR - YTD**

Revenue bridge Q3

Q3 total revenue growth

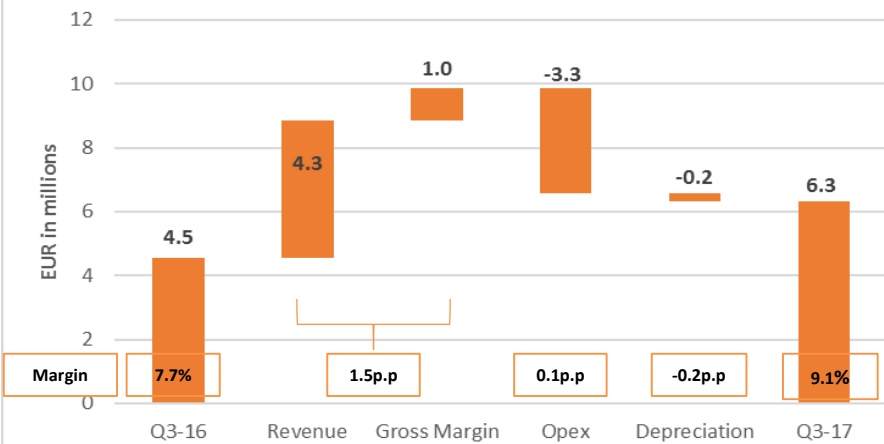


Q3 organic revenue growth

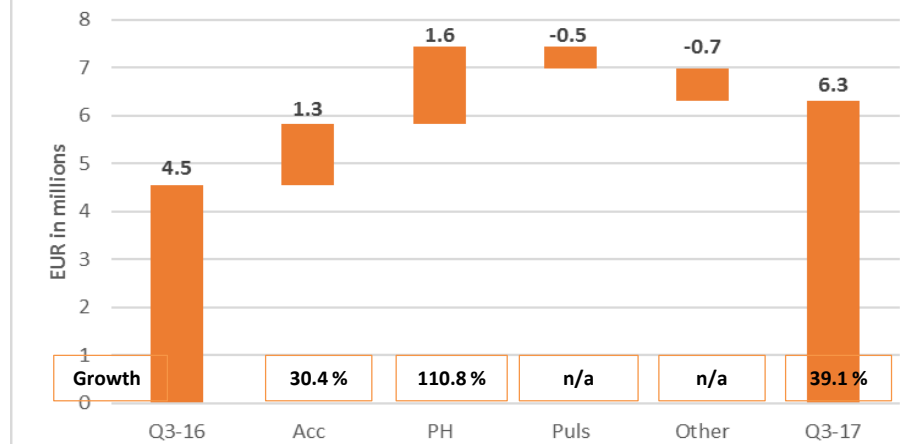


EBITA bridge Q3

Q3 Adjusted EBITA growth



Q3 Adjusted EBITA growth



Cash flow

Group MEUR	July - September		January - September	
	2017	2016	2017	2016
EBITDA	2.3	0.0	15.8	6.0
Inventory	-1.3	-2.5	-2.4	-0.8
Accounts receivable	-0.7	-5.3	0.3	-7.4
Accounts payable	-1.6	-1.0	-3.7	-2.6
Other receivables/liabilities	0.2	2.2	-4.8	4.0
Change in NWC	-3.3	-6.5	-10.6	-6.8
Fixed assets	-0.3	-0.8	-1.7	-1.5
Intangible assets	-0.7	-1.3	-2.6	-3.9
Total capex	-1.0	-2.1	-4.4	-5.5
Operating cash flow	-2.0	-8.5	0.8	-6.3
Adjusted EBITDA	7.2	5.1	22.6	14.9
Adjusted operating cash flow	2.8	-3.4	7.6	2.6
Paid tax	0.1	-0.6	-0.4	-1.6
KPI:s				
Adjusted EBITDA margin	10.3%	8.7%	10.6%	8.6%
OCF / EBITDA	-87.4%	n/a	5.3%	-105%
Adjusted OCF / Adjusted EBITDA	39.6%	-67.0%	33.8%	17.7%

Refinancing

Group MEUR	30 sep 2017		
	Reported	Adjustments	Adjusted
Shareholder loans	69.1	-69.1	-
Interest-bearing long-term loans	139.9	-39.9	100.0
Interest-bearing current loans	11.0	-11.0	-
Other interest-bearing debt	2.0	-	2.0
Deduct: Vendor loan note	-35.2	35.2	-
Deduct: cash and cash equivalents	-5.5	-5.8	-11.3
Net debt	181.3	-90.6	90.7
Adjusted LTM EBITDA	28.3		28.3
Net debt / adjusted LTM EBITDA	6.4		3.2

Group summary Q3 2017

- Favourable macro trend
- Strong organic growth and improved margins
 - Increased market shares
- Internal initiatives paying off
- M&A on the agenda
- Focus on core operations
- Reduced debt going forward



Appendices

Accessibility

Accessibility MEUR	July - September			January - September		
	2017	2016	Δ%	2017	2016	Δ%
Revenue	45.4	42.3	7.3 %	135.2	129.0	4.8 %
Operating costs	-39.3	-37.7	n/a	-117.2	-114.1	n/a
Adjusted EBITDA	6.1	4.6	31.6 %	18.0	15.0	20.5 %
Depreciation	-0.5	-0.4	n/a	-1.6	-1.8	n/a
Adjusted EBITA	5.6	4.3	30.4 %	16.4	13.1	24.7 %
Other specified items	0.0	-0.3	n/a	-0.6	-1.6	n/a
EBITA	5.6	3.9	41.4 %	15.8	11.5	36.7 %

KPI:s

Organic revenue growth	9.8%	n.i.	7.8%	n.i.
Adjusted EBITDA margin	13.4 %	10.9 %	13.3 %	11.6 %
Adjusted EBITA margin	12.2 %	10.1 %	12.1 %	10.2 %
EBITA margin	12.2 %	9.3 %	11.7 %	9.0 %

Revenue Q3 – organic +9.8%

- Positive growth in Europe and North America

Adjusted EBITA margin 12.2% (10.1)

- Accessibility
- Sales increase
- Operating leverage



Patient Handling

Patient Handling MEUR	July - September			January - September		
	2017	2016	Δ%	2017	2016	Δ%
Revenue	19.4	11.5	68.3 %	64.1	29.1	120.4 %
Operating costs	-16.1	-9.9	n/a	-53.8	-25.7	n/a
Adjusted EBITDA	3.3	1.7	101.1 %	10.3	3.4	202.2 %
Depreciation	-0.3	-0.2	n/a	-0.9	-0.5	n/a
Adjusted EBITA	3.0	1.4	110.8 %	9.4	2.9	222.4 %
Other specified items	-0.1	-4.2	n/a	-0.4	-5.0	n/a
EBITA	2.9	-2.7	n.a.	9.0	-2.1	n.a.

KPI:s

Organic revenue growth	4.1%	n.i.	3.8%	n.i.
Adjusted EBITDA margin	17.1 %	14.3 %	16.1 %	11.8 %
Adjusted EBITA margin	15.6 %	12.4 %	14.7 %	10.0 %
EBITA margin	14.9 %	-23.5 %	14.0 %	-7.3 %

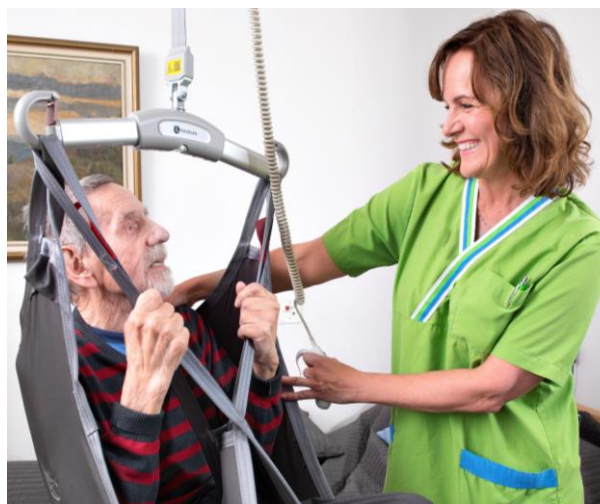
Revenue Q3 – organic +4.1%

- Growth mainly driven by Europe

Adjusted EBITA margin 15.6% (12.4)

- Synergies from Prism Medical

- 1.0 MEUR Q3
- 2.2 MEUR YTD



Puls

Puls MEUR	July - September			January - September		
	2017	2016	Δ%	2017	2016	Δ%
Revenue	4.4	4.8	-7.3 %	14.6	14.4	1.2 %
Operating costs	-4.7	-4.6	n/a	-14.2	-13.9	n/a
Adjusted EBITDA	-0.3	0.2	n/a	0.3	0.5	-31.6 %
Depreciation	0.0	0.0	n/a	0.0	0.0	n/a
Adjusted EBITA	-0.3	0.2	n/a	0.3	0.5	-31.2 %
Other specified items	0.0	0.0	n/a	0.0	-0.1	n/a
EBITA	-0.3	0.2	n/a	0.3	0.4	-16.2 %

KPI:s

Organic revenue growth	-6.6%	n.i.	-0.1%	n.i.
Adjusted EBITDA margin	-5.9 %	4.1 %	2.4 %	3.5 %
Adjusted EBITA margin	-5.9 %	4.0 %	2.3 %	3.4 %
EBITA margin	-5.9 %	3.6 %	2.3 %	2.8 %

Revenue Q3 – organic -6.6%

- Excluding BD-business Revenue declined – reduced project sales

Adjusted EBITA margin -5.9%

