### PRESS RELEASE 14 AUGUST 2012

**INTERIM REPORT - SECOND QUARTER 2012** 

### "STILL HOT" IN THE AMERICAS WHILST "COOLING OFF" IN EUROPE

- Net sales totaled SEK 2 361 million (SEK 2 316 million)
- EBITDA before items affecting comparability amounted to SEK 422 million (SEK 461 million)
- EBIT before items affecting comparability amounted to SEK 377 million (SEK 424 million)
- Cash flow from operating activities after oneoff items SEK 325 million (SEK 195 million)



Magnus Yngen

### **CEO's COMMENT**

"Dometic Group's reported sales for the quarter compared to the same quarter 2011 was up 2 percent and down 2 percent in constant currency. performance matched global macro developments; Americas remained strong and continued its recovery whilst the economic uncertainty in Europe has increased leading to worsened consumer confidence affecting demand for our products. Asia was unchanged, even though Australia decreased but rest of Asia increased." says Dometic Group's acting President and CEO Magnus Yngen.

"The Group generated EBIT before items affecting comparability of SEK 377 million, a reported decrease of 11 percent and a 14 percent decrease in constant currency. This is largely attributable to a change in mix, with growth in the US and decrease in Europe. In addition, aftermarket segments have declined during the quarter."

"Operational cash flow was strong during the quarter and generated SEK 325 million as a result of stricter working capital management, although inventory still remains a bit high".

### FINANCIAL OVERVIEW (SUMMARY CONSOLIDATED FINANCIAL INFORMATION)

	Q2	Q2	Chang	je (%)	H1	H1	Chang	je (%)	LTM	Proforma
SEK Million	2012	2011	Rep.	Adj.	2012	2011	Rep.	Adj. <sup>2</sup>	2012	2011
Net sales	2 361	2 316	2%	-2%	4 391	4 349	1%	-2%	7 983	7 941
EBITDA before i. a. c.	422	462	-9%	-12%	743	789	-6%	-9%	1 265	1 311
% of Net sales	17,9%	19,9%	-	-	16,9%	18,1%	-	-	15,8%	16,5%
EBITDA	401	-194	n.m.	n.m.	708	134	n.m.	n.m.	1 192	618
% of Net sales	17,0%	-8,4%	-	-	16,1%	3,1%	-	-	14,9%	7,8%
EBIT before i. a. c.	377	424	-11%	-14%	654	709	-8%	-10%	1 083	1 138
% of Net sales	16,0%	18,3%	-	-	14,9%	16,3%	-	-	13,6%	14,3%
EBIT	356	-231	n.m.	n.m.	619	50	n.m.	n.m.	1 011	442
% of Net sales	15,1%	-10,0%	-	-	14,1%	1,1%	-	-	12,7%	5,6%
Capital Expenditure	-63	-48	-	-	-100	-88	-	-	-202	-190
Core Working Capital	1 949	2 070	-	-	1 949	2 070	-	-	-	1 635
Working Capital (1)	1 619	1 656	-	-	1 619	1 656	-	-	-	1 364
Operational cash flow before i. a. c. (1)	344	239	-	-	393	119	-	-	1 068	794
i. a. c. – Income Statement Impact (1)	-21	-655	-	-	-35	-659	-	-	-72	-696
i. a. c. – Cash Flow Impact (1)	-19	-44	-	-	18	-44	-	-	-49	-111
Net Income	0	-317	-	-	37	-186	-	-	-314	-537
RoOC (excl. goodwill)	27%	n.m.	-	-	27%	n.m.	-	-	27%	31%

<sup>(1)</sup> Depicts operational performance and diverges from quarterly financial statements presented elsewhere in this report.

<sup>(2)</sup> Represents constant currency change.

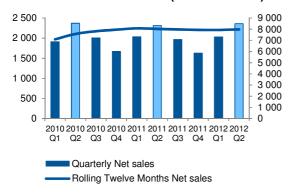


### MARKET SEGMENT AND SALES CHANNEL SALES:

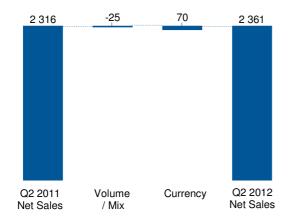
	Q2	Q2	Chan	ge (%)	H1	H1	Chang	e (%)	LTM	FY
SEK Million	2012	2011	Rep.	Adj <sup>(1)</sup>	2012	2011	Rep.	Adj <sup>(1)</sup>	2012	2011
RV Comfort	1 301	1 219	7%	1%	2 464	2 361	4%	0%	4 441	4 338
Automotive Comfort	457	480	-5%	-5%	849	880	-3%	-4%	1 590	1 621
Marine Comfort	221	230	-4%	-9%	417	420	-1%	-4%	750	753
Special Comfort	382	387	-1%	-3%	661	688	-4%	-5%	1 202	1 229
Medical Systems	62	52	19%	20%	98	106	-8%	-7%	222	230
Leisure Comfort	246	263	-6%	-8%	428	448	-5%	-7%	710	730
Lodging Comfort	74	72	3%	1%	135	134	0%	0%	270	269
Total Sales by Business Area	2 361	2 316	2%	-2%	4 391	4 349	1%	-2%	7 983	7 941
OEM	1 369	1 291	6%	2%	2 689	2 600	3%	1%	4 975	4 886
AM	992	1 025	-3%	-6%	1 702	1 749	-3%	-5%	3 008	3 055
Total Sales by Sales Channel	2 361	2 316	2%	-2%	4 391	4 349	1%	-2%	7 983	7 941

<sup>1)</sup> Represents constant currency change.

### **QUARTERLY NET SALES (SEK MILLION)**



### **NET SALES BRIDGE (SEK MILLION)**



Net sales generated in the three months ended June 30, 2012 of SEK 2 361 million represented an increase of 2 percent from SEK 2 316 million in the three months ended June 30, 2011. On a comparable currency basis sales decreased by 2 percent.

Net Sales was negatively affected by a shift in volume / mix but recovered through weakening of the SEK against predominantly the US and Australian dollar.

**RV Comfort** reported net sales of SEK 1 301 million in the second quarter 2012. This corresponds to a reported sales increase of 7 percent and 1 percent on a constant currency basis compared with the second quarter 2011.

**Automotive Comfort** reported net sales of SEK 457 million in the three months ended June 30, 2012. This equates to a decrease of 5 percent in both reported and constant currency compared with the same period 2011.

**Marine Comfort** reported net sales of SEK 221 million for the second quarter 2012. This was a reported decrease of 4 percent and 9 percent on a comparable currency basis compared with the second quarter 2011.

**Special Comfort** reported net sales of SEK 382 million in the three months ended 30 June, 2012. Reported sales decreased 1 percent and 3 percent in constant currency compared with the same period 2011.



### **RV COMFORT**

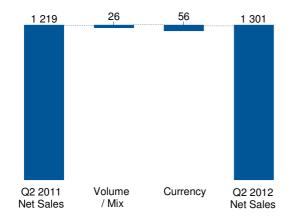
	Q2	Q2	Change (	%)	H1	H1	Change (%)	LTM	FY
SEK Million	2012	2011	Rep. A	4dj <sup>(1)</sup>	2012	2011	Rep. Adj. <sup>(1)</sup>	2012	2011
Net sales	1 301	1 219	7%	1%	2 464	2 361	4% 0%	4 441	4 338

<sup>1)</sup> Represents constant currency change.

### **QUARTERLY NET SALES (SEK MILLION)**



## **NET SALES BRIDGE (SEK MILLION)**



RV Comfort, which represented 55 percent of Dometic Group's sales in the second quarter 2012, reported net sales of SEK 1 301 million. This corresponded to a reported sales increase of 7 percent and 1 percent on a constant currency basis compared with the second quarter 2011.

Net Sales increased through a change in volume / mix but most of the increase was a result of the weakening SEK against the US and Australian dollar.

The RV market in the US continued to demonstrate strength in the second quarter 2012 as OEM shipments to dealers increased by almost 5.8 percent. Caravan growth exceeded the growth rate of motor homes which was flat as consumers continue to favor economical options. Dometic Group grew significantly in the Americas but our mix is more skewed towards motor homes.

The six largest nations, representing approximately 80 percent of total European RV registrations declined by 5.9 percent during the first half of 2012. Dometic Group grew in Central and Eastern Europe whilst sales decreased in France, Italy and the Nordics.

The Australian RV market which recorded a 30 year production record in 2011 has started to slow down in 2012. Dometic Group has increased its market penetration during the quarter with new products which have contributed positively to the results. However, sales decreased in Australia during the quarter, a result of a slower market in general and due to timing of shipments.

The RV OEM business has grown during the quarter whilst the RV Aftermarket business has contracted which has affected Dometic Group's overall margins.

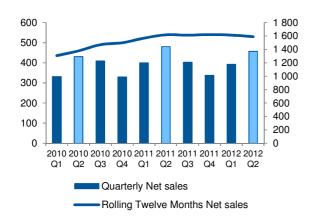


### **AUTOMOTIVE COMFORT**

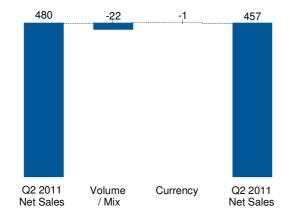
	Q2	Q2	Change (%)	H1	H1	Change (%)	LTM	FY
SEK Million	2012	2011	Rep. Adj <sup>(1</sup>	) 2012	2011	Rep. Adj.'	2012	2011
Net sales	457	480	-5% -5%	849	880	-3% -4%	1 590	1 621

<sup>1)</sup> Represents constant currency change.

### **QUARTERLY NET SALES (SEK MILLION)**



### **NET SALES BRIDGE (SEK MILLION)**



Automotive Comfort which represented 19 percent of Dometic Group's sales in the second quarter 2012 reported net sales of SEK 457 million. This equates to a decrease of 5 percent in both reported and constant currency compared with the second quarter 2011.

Net Sales decreased as a result of a change in mix and volume, the currency impact was negligible.

European heavy trucks registrations above 16 tons decreased by approximately 6 percent during the first half. Rolling twelve months growth rate was approximately 6 percent but the rate is decreasing.

Several new product applications for agricultural and heavy duty commercial trucks drove rapid growth in the Americas.

Recent efforts to follow the OEM customers' production to China have resulted in growth increases and further growth potential in the future.

The Group experienced a contraction in sales in central Europe as the general market for new passenger cars and commercial vehicles slowed down. A significant part of the decline relates to lower volume of low margin parts to OEM customers.

The Automotive OEM business has grown substantially during the quarter. The Automotive Aftermarket business has decreased. In addition, cool weather has affected sales of cooling products as well as less activity in workshops for Air Condition service stations.



### MARINE COMFORT

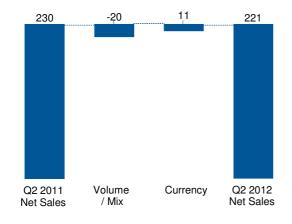
	Q2	Q2	Change (%)	H1	H1	Change (%)	LTM	FY
SEK Million	2012	2011	Rep. Adj <sup>(1)</sup>	2012	2011	Rep. Adj <sup>(1)</sup>	2012	2011
Net sales	221	230	-4% -9%	417	420	-1% -4%	750	753

<sup>1)</sup> Represents constant currency change.

### **QUARTERLY NET SALES (SEK MILLION)**



## **NET SALES BRIDGE (SEK MILLION)**



Marine Comfort which represented 9 percent of Dometic Group's sales in the three months ended 30 June, 2012 reported net sales of SEK 221 million. This was a reported decrease of 4 percent and on a comparable currency basis sales decreased by 9 percent compared with the three months ended 30 June, 2011.

Net Sales decreased due to a change in volume / mix but recovered some of that change from currency exchange rate changes, most notably the strengthening of the US dollar against the SEK and Euro.

The rolling twelve months new registrations for powerboats larger than 15 feet in the bellwether states increased 9.1 percent. The bellwether states, which are geographically dispersed, represent roughly half of the total US boat market.

Dometic Group experienced growth in the Americas, in the OEM business but more markedly in the aftermarket business.

In Europe, Marine OEM sales grew in the UK and Benelux. Dometic Group continues to make good inroads into commercial vessels.

France declined as two of the larger OEMs cut back. The Southern European countries experienced a continued decrease in demand, most notably Italy. In addition the Nordics decreased both in the OEM business and in the aftermarket.

Sales in Asia and Australia declined during the quarter, mostly in the OEM business and to a more limited extent in the Aftermarket.

The Marine OEM business has declined during the quarter whilst the Marine Aftermarket business remained stable in a challenging market environment.

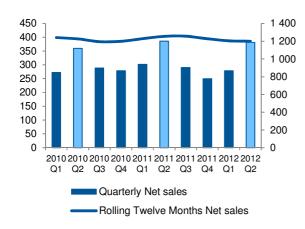


### SPECIAL COMFORT (MEDICAL SYSTEMS, LEISURE COMFORT AND LODGING COMFORT)

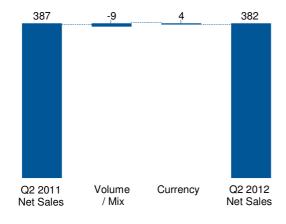
	Q2	Q2	Chang	e (%)	H1	H1	Chang	je (%)	LTM	FY
SEK Million	2012	2011	Rep.	Adj.1	2012	2011	Rep.	Adj <sup>(1</sup>	<sup>)</sup> 2012	2011
Special Comfort	382	387	-1%	-3%	661	688	-4%	-5%	1 202	1 229
Medical Systems	62	52	19%	20%	98	106	-8%	-7%	222	230
Leisure Comfort	246	263	-6%	-8%	428	448	-5%	-7%	710	730
Lodging Comfort	74	72	3%	1%	135	134	0%	0%	270	269

<sup>1)</sup> Represents constant currency change.

### **QUARTERLY NET SALES (SEK MILLION)**



### **NET SALES BRIDGE (SEK MILLION)**



Special Comfort which represented 16 percent of Dometic Group's sales in the second quarter 2012 reported net sales of SEK 382 million. Reported sales decreased 1 percent and 3 percent in constant currency compared with the same period 2011.

Net Sales development was affected negatively by a change in volume / mix but recovered some of the drop through currency exchange rate changes.

Leisure Comfort reported net sales of SEK 246 million in the second quarter 2012 which represented a decrease of 6 percent compared with the second quarter 2011. In constant currency the decrease was 8 percent. Leisure Comfort grew in Australia whilst it declined in Central Europe and France.

Lodging Comfort reported net sales of SEK 74 million in the second quarter 2012 which represented a 3 percent increase in reported sales and a 1 percent increase in constant currency compared with the second quarter 2011. The Nordic countries and Benelux experienced some growth whilst central Europe and the Americas declined.

Medical Systems had a strong second quarter in 2012. Reported sales were SEK 62 million which was a 19 percent increase compared with the second quarter 2011. In constant currency the increase was 20 percent compared with the second quarter in 2011. The growth was largely attributable to growth in Asia and the Middle East.



# QUARTERLY FINANCIAL STATEMENTS CONSOLIDATED INCOME STATEMENT (UNAUDITED)

	Q2	Q2	Jan-Jun	Jan-Jun	2011-05-04	Proforma
SEK Million	2012 (1)	2011 <sup>(2)</sup>	2012 <sup>(1)</sup>	2011 <sup>(2)</sup>	2011-12-31 <sup>1)</sup>	2011 <sup>(2)</sup>
Net sales	2 361	2 316	4 391	4 349	5 190	7 941
Cost of goods sold	-1 535	-1 476	-2 870	-2 806	-3 408	-5 192
Gross Profit	826	840	1 521	1 543	1 782	2 749
Sales expenses	-252	-248	-478	-475	-585	-891
Administrative expenses	-162	-133	-315	-283	-395	-583
Research and development costs	-39	-43	-76	-82	-111	-164
Other operating income and expenses	-10	8	-12	2	8	6
Items affecting comparability	-7	-655	-21	-655	-63	-675
Operating profit (loss)	356	-231	619	50	636	442
Financial income	9	17	4	35	12	18
Financial expenses	-336	-116	-523	-229	-833	-934
Loss from financial items	-327	-99	-519	-194	-821	-916
Profit (loss) before income tax	29	-330	100	-144	-185	-474
Taxes	-29	13	-63	-42	-54	-63
Profit (loss) for the period	0	-317	37	-186	-239	-537
Profit (loss) for the period attributable to owners of	0		37		-239	
the parent						

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED)

	Q2	Jan-Jun	2011-05-04
SEK Million	2012 <sup>(1)</sup>	2012 <sup>(1)</sup>	2011-12-31 <sup>1)</sup>
Profit (loss) for the period	0	37	-239
Other comprehensive income			
Cash flow hedges	-25	-25	-54
Currency translation differences	171	3	411
Other comprehensive income for the period	146	-22	357
Total comprehensive Profit for the period	146	15	118
Total comprehensive Profit for the period attributable to owners of the parent	146	15	118

<sup>(1)</sup> Represents the statutory consolidated financial statements of Dometic Group AB (publ).

<sup>(2)</sup> Proforma table represents the combination of DHAB II S.à.r.l. and Dometic Group AB (publ) on a proforma basis for 2011.

For futher information see Accounting Policies in section 'Condensed Notes Associated with Quarterly Financial Statements'.



## QUARTERLY FINANCIAL STATEMENTS CONSOLIDATED BALANCE SHEET (UNAUDITED)

SEK Million	Q2 2012	Q2 2011	FY 2011
Assets			
Non-current assets			
Goodwill	8 649	8 478	8 668
Trademarks	2 109	2 068	2 114
Other intangible assets	87	63	66
Buildings and land	858	820	861
Machinery and other technical installations	367	360	335
Equipment and installations	129	122	126
Construction in progress and advance payments	48	78	45
Deferred tax assets	87	120	83
Other non-current assets	23	60	46
Total non-current assets	12 357	12 169	12 344
Current assets			
Inventories	1 737	1 720	1 514
Trade receivables	1 114	1 173	730
Receivables related parties	14	-	_
Current tax assets	53	19	27
Other current assets	174	145	189
Prepaid expenses and accrued income	66	53	65
Cash and cash equivalents	633	598	762
Total current assets	3 791	3 708	3 287
TOTAL ASSETS	16 148	15 877	15 631
EQUITY	3 635	3 770	3 620
LIABILITIES			
Non-current liabilities			
Liabilities to credit institutions	7 189	7 018	7 241
Liabilities to related parties	1 084	983	1 032
Deferred tax liabilities	691	692	693
Provisions for pensions	307	310	307
Other provisions	174	273	199
Total non-current liabilities	9 445	9 276	9 472
Current liabilities			
Liabilities to credit institutions	944	712	814
Trade payables	901	822	608
Current tax liabilities	109	180	99
Advance payments from customers	10	11	13
Derivatives	80	0	54
Other provisions	390	436	318
Other current liabilities	144	191	158
Accrued expenses and prepaid income	490	479	475
Total current liabilities	3 068	2 831	2 539
TOTAL EQUITY AND LIABILITIES	16 148	15 877	15 631



# QUARTERLY FINANCIAL STATEMENTS CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (UNAUDITED)

	Attributable to owners of the parent								
SEK Million	Share capital	Reserves	Other equity	Total equity					
Balance at 2012-01-01	1	357	3 262	3 620					
Comprehensive income									
Profit for the period			37	37					
Other comprehensive									
Cash flow hedges, net of tax		-25		-25					
Currency translation differences		3		3					
Total comprehensive income		-22	37	15					
Balance at 2012-06-30	1	335	3 299	3 635					



## QUARTERLY FINANCIAL STATEMENTS CONSOLIDATED CASH FLOW (UNAUDITED)

	Q2 2012 <sup>(1)</sup>	Q2 2011 <sup>(2)</sup>	H1 2012 <sup>(1)</sup>	H1 2011 <sup>(2)</sup>	2011-05-04 2011-12-31 <sup>(1)</sup>	Proforma 2011 <sup>(2)</sup>
Amounts in Swedish Million Krona (SEKm)	2012	2011	2012	2011	2011-12-01	2011
Cash flows from operating activities	050	001	610	<b>50</b>	606	440
Operating profit (loss)  Adjustments for non-cash items	356 27	-231	619 39	50	636	442
Received interest	1	84 3	2	14 8	-36 12	-65 18
Paid interest	-120	-16	-308	-68	-205	-269
Other financial items paid	-120	-106	-308	-106	-203	-116
Income taxes paid	-50	-59	-81	-99	-157	-202
Cash flow from operating activities before	211	-325	268	-201	240	-192
changes in working capital		020	200	20.	2.0	.02
Changes in working capital						
Changes in inventories	-69	-151	-212	-384	175	-109
Changes in accounts receivables	-85	-88	-382	-482	375	-43
Changes in accounts payables	94	40	298	240	-273	-4
Cash flow related to acquired non-recurring	_					
operational costs <sup>3</sup>	-5	-45	32	-45	-81	-45
Cash flow related to transaction costs <sup>3)</sup>	-20	-	-20	-	-378	-
Changes in other receivables / liabilities	44	46	72	70	-148	-107
Changes in working capital	-41	-198	-212	-601	-330	-308
Net cash flow from operating activities	170	-523	56	-802	-90	-500
Cash flow from investing activities						
Acquisition of subsidiaries	-	n.m.	-	n.m.	-3 183	-2 681
Investments in intangible assets	-12	-7	-16	-15	-17	-28
Investments in tangible fixed assets	-51	-41	-84	-73	-116	-162
Proceeds from sale of tangible fixed assets	4	1	6	3	9	14
Other fixed financial items	-	-	-	-	-6	-6
Net cash flow from investing activities	-59	n.m.	-94	n.m.	-3 313	-2 863
Cash flows from financing activities						
Equity received from shareholders	-	n.m.	-	n.m.	4 215	4 215
Borrowings from credit institutions	13	n.m.	32	n.m.	7 713	7 713
Repayment of loans to credit institutions	-260	n.m.	-281	n.m.	-7 737	-7 742
Changes in bank overdraft	84	n.m.	160	n.m.	237	237
Borrowings from affiliated parties	-	n.m.	-	n.m.	966	966
Transaction costs related to borrowings	-	n.m.	-	n.m.	-540	-540
Dividends paid to equity holders of the parent	-	n.m.	-	n.m.	-714	-714
Net cash flow from financing activities	-163	n.m.	-89	n.m.	4 140	4 135
Cash flow for the period	-52	n.m.	-127	n.m.	737	772
Cash and cash equivalents at beginning of period	677		762		1	1
Exchange differences on cash and cash equivalents	8		-2		24	-11
Cash and cash equivalents at end of period	633	n.m.	633	n.m.	762	762

Consolidated financial statements for 2010 are not restated as basis for the proforma cash flow and consequently the payment of acquired transaction costs are not presented as 'Cash flow related acquired transaction costs' for proforma 2011. Quarterly cash flow details below 'Net cash flow from operating activities' are not complete as they are considered as not meaningful.

<sup>(1)</sup> Represents the consolidated financial statements of Dometic Group AB (publ).

<sup>(2)</sup> Proforma table represents the combination of DHAB II S.à.r.l. and Dometic Group AB (publ) on a proforma basis since financial information is only available from 4 May 2011 for Dometic Group (publ).

<sup>(3)</sup> Represent changes in reserves related to non-recurring costs.



# CONDENSED NOTES ASSOCIATED WITH QUARTERLY FINANCIAL STATEMENTS

## PRESENTATION OF FINANCIAL INFORMATION

Some information included in this quarterly report, including certain market share data and industry data, including competitive information, are management estimates and, although some components of such estimates are based on information derived from our accounting-related internal control system, such estimates are not part of our financial statements and have not been reviewed by an outside consultant or expert.

Information relating to markets, market size, market share, market position, average prices and other industry data pertaining to our business contained in this report consists of estimates based on data reports compiled by professional organizations and analysts, on data from other external sources, on our knowledge of our sales and markets and on our own calculations based on such information. In many cases, there is no readily available external information (whether from trade associations, government bodies or other organizations) to validate market-related analyses and estimates, thus requiring us to rely on internally developed estimates. In respect of the presentation of estimates for addressable markets contained herein, such estimates are based on what we believe are the markets in Western Europe and the U.S. for the specific products that we produce. Those estimates are not, however, meant to represent the entire market related to the segments we serve or sub-categories in such segments but are intended to apply only to the specific categories we serve. Further, any estimate of our market penetration is based on our estimate of the addressable market for our products divided by our Sales with respect to such products. While we have compiled, extracted and reproduced market or other industry data from external sources, including third parties or industry or general publications, we have not independently verified the data. We cannot assure you of the accuracy and completeness of, and take no responsibility for, such data. Similarly, while we believe our internal estimates to be reasonable, they have not been verified by any independent sources, and we cannot assure you as to their accuracy.

Throughout this quarterly report we include references to EBITDA. These are not measures

based on IFRS or any other internationally accepted accounting principles, and you should not consider such items as an alternative to the applicable IFRS measure. We believe that the presentation of these measures enhances an investor's understanding of the financial performance and our ongoing operations. EBITDA are used by management to assess ongoing operating performance. In addition, we believe EBITDA are measures commonly used by investors. These measures have important limitations as analytical tools and you should not consider them in isolation or as substitutes for analysis of our results as reported under IFRS.

### **ACCOUNTING POLICIES**

Dometic Group AB (publ) applies International Financial Reporting Standards (IFRS), as adopted by the EU. This consolidated Interim Financial Report has been prepared in accordance with IAS 34 'Interim financial reporting'. The Interim Report should be read in conjunction with the Annual Financial Statements for the year ended 31 December 2011, which have been prepared in accordance with IFRS.

Dometic Group AB (publ) has in all material aspects presented its Interim Report in accordance with the accounting and valuation principles presented in the Annual Report for 2011. For a detailed description of the accounting and valuation principles applied by the group, see note 1, 2 and 4 in the 2011 Annual Report. The Annual Report is available at www.dometicgroup.com under Investors.

### **COMPARATIVE NUMBERS 2011**

For Dometic Group the financial year 2011 is divided in two separate accounting periods. January to April reflecting the old owner structure i.e. DHAB II S.à.r.l. (the old holding company for the Dometic Group) respectively May to December reflecting the new owner structure i.e. Dometic Group AB (publ). In addition to the information for the period 4 May to 31 December 2011, comparative numbers are also stated Proforma for the first and second quarter and full year 2011. The Proforma Consolidated Financial Statements comprise estimated results and cash flows for the Group as if the acquisition had been completed at 1 January 2011 instead of 4 May 2011. The Proforma Consolidated Income Statement includes results from the operating business for the calendar year 2011, irrespectively of owner structure in order to describe business performance. Costs directly related to the



closing of the transaction have been excluded from the Proforma Consolidated Income Statement first two quarters and full year 2011 as they would have been accrued before closing.

### **SEGMENT INFORMATION**

More comprehensive segment information regarding operating profit is disclosed in the Annual Report 2011.

### SIGNIFICANT EVENTS

Roger Johansson will join Dometic Group as President and CEO. Magnus Yngen continues as Acting President and CEO of Dometic Group until a proper hand-over is concluded, not later than January 1, 2013. Per Carlsson joined as CFO on August 13. Håkan Söderström, President Leisure Tech, will retire from Dometic Group during the autumn of 2012 and the position will be covered internally.

### **NAME CHANGE**

As part of the ongoing integration following the acquisition of the Dometic Group (as described in the Annual Report 2011), the names of certain holding companies were changed in 2011, including the issuer of the Notes, to reflect their being part of the Dometic Group and to make their connection to the group more clear. Accordingly, Frostbite 1 AB (publ), the issuer of the Notes, was renamed Dometic Group AB (publ) and Frostbite 2 AB, the direct subsidiary of Dometic Group AB (publ), was renamed Dometic Koncern AB.

### TRANSACTION WITH RELATED PARTIES

No transactions between Dometic Group and related parties that have significantly affected the company's position and earnings took place during the first six months.

### **RISKS AND UNCERTAINTY FACTORS**

Dometic Group is a global company with its products sold in almost 100 countries and is as such exposed to a number of commercial and financial risks. Accordingly risk management is an important process for Dometic Group in its work to achieve established targets. Efficient risk management is an ongoing process conducted within the framework of business control, and is part of the ongoing review of operations and forward-looking assessment of operations.

Dometic Group's future risk exposure is assumed not to deviate from the inherent exposure associated with Dometic Group's ongoing business operations. For a more indepth analysis of risks, refer to Dometic Group's Annual Report for 2011.

Since the Offering Circular, dated April 15, 2011, related to the issuance of the Notes, there have been no material changes in respect of the identified risks associated with our business and there have been no developments that materially change the probability of such risks to occur. General economic conditions may impact the conditions in the markets in which we operate.

### FORWARD LOOKING STATEMENTS

Certain of the statements made in this quarterly report may be considered to be forward looking statements, such as statements that include the words "expect", "continue", "estimate", "believe", "project", "plan", "anticipate", "should", "could", "intend", "probability", "risk", "may", "target", "goal", "objective" and similar expressions or variations on such expressions. Such forward looking statements are not guarantees of future performance and involve risks and uncertainties. Our actual results may differ materially as a result of various factors.

Readers are cautioned not to place undue reliance on these forward looking statements, which speak only as of the date hereof. We undertake no obligation to release publicly the result of any revisions to these forward-looking statements which may be made to reflect events or circumstances after the date hereof, including, without limitation, changes in our business or strategy or planned capital expenditures, or to reflect the occurrence of unanticipated events.



### **DEFINITIONS**

**Operating Profit (EBIT)** is defined as profit (loss) for the period before taxes and net finance items.

**Operating Profit (EBIT) Margin** is calculated by dividing Operating Profit by Net Sales.

**EBITDA** is defined as profit (loss) for the year before taxes, net finance items, amortization and depreciation.

**EBITDA Margin** is calculated by dividing EBITDA by Net Sales.

**Capital Expenditures** are expenses related to the purchase of tangible and intangible assets.

**Core Working Capital** is inventories and trade receivables less trade payables.

**Working Capital** is core working capital plus other current assets less other current liabilities relating to operations.

**Operational Capital** is Interest-bearing debt plus equity minus cash and cash equivalents.

**Operational Cash flow** is EBITDA +/- change in Working Capital less Net Capital Expenditure.

**RoOC - Return on Operational Capital** is EBIT divided by Operational Capital.

**i.a.c.** - Items Affecting Comparability represents income and expenses related to non-recurring events, occurring on an irregular basis and affecting comparability between the periods.

**Adj.** is adjusted for currency translation effects i.e. constant currency change.

n.m. is not meaningful

**Rep.** is defined as actual reported financials.

Q2 2011 - April to June 2011

**Q2 2012** – April to June 2012

H1 2011 - January to June 2011

H1 2012 - January to June 2012

**FY 2011** – Financial Year ended 31 December 2011.

### **FINANCIAL CALENDAR 2012**

1<sup>st</sup> November, 2012, Interim Report for January - September 2012.

### **CONTACT DETAILS**

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## **EXCHANGE RATES**

Exchange rates to SEK for key currencies:

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	2012	2011	% Change
Income Statement (year to date average)	(in SEK, except %)		
USD	6,8233	6,3503	7,4%
EUR	8,8780	8,9404	-0,7%
AUD	7,0552	6,6077	6,8%
Balance Sheet (spot rates)			
USD	6,9792	6,3385	10,1%
EUR	8,7780	9,1705	-4,3%
AUD	7,0926	6,7952	4,4%

Stockholm, 14 August 2012

## Magnus Yngen

Acting President and CEO

This report has not been reviewed by the company's auditors.