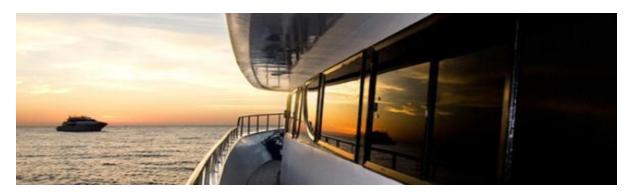


# **REPORT ON THE THIRD QUARTER 2015**



## Third quarter

- Net sales for the third quarter totaled SEK 2,885 million (2,147), an increase of 34%, of which 10% was organic growth, 15% acquisitions and 9% currencies.
- EBIT before items affecting comparability amounted to SEK 362 million (257), representing a margin of 12.6% (12.0%).
- Operating cash flow totaled SEK 388 million (416).
- The net result for the third quarter was SEK 112 million (-56).

## First nine months of the year

- Net sales for the first nine months of the year totaled SEK 8,962 million (6,599) an increase of 36%, of which 8% was organic growth, 17% acquisitions and 11% currencies.
- EBIT before items affecting comparability amounted to SEK 1,212 million (855), representing a margin of 13.5% (13.0%).
- Operating cash flow totaled SEK 767 million (650).
- The net result for the first nine months was SEK 471 million (-497).

## FINANCIAL OVERVIEW (SUMMARY CONSOLIDATED FINANCIAL INFORMATION)

•	Q3	Q3	YTD	YTD	LTM	FY
SEK million	2015	2014	2015	2014	2015	2014
Net sales	2,885	2,147	8,962	6,599	11,169	8,806
EBITDA	441	305	1,472	976	1,638	1,143
% of net sales	15.3%	14.2%	16.4%	14.8%	14.7%	13.0%
EBITDA before i.a.c.	436	305	1,431	994	1,661	1,224
% of net sales	15.1%	14.2%	16.0%	15.1%	14.9%	13.9%
EBIT	367	257	1,253	837	1,353	937
% of net sales	12.7%	12.0%	14.0%	12.7%	12.1%	10.6%
EBIT before i.a.c.	362	257	1,212	855	1,375	1,018
% of net sales	12.6%	12.0%	13.5%	13.0%	12.3%	11.6%
Net result	112	-56	471	-497	140	-828
Operating cash flow (1)	388	416	767	650	1,104	987
Core working capital	2,607	2,063	2,607	2,063	2,607	2,192
Capital expenditure	-58	-39	-188	-125	-254	-191
RoOC	36%	43%	36%	43%	36%	35%

 $<sup>^{(1)}</sup>$  Operating cash flow after investments in fixed assets and excluding income tax paid.



## **CEO'S COMMENTS**

# ORGANIC GROWTH OF 10% AND IMPROVED EBIT MARGIN

essentially all businesses worldwide, with organic growth reaching 10%. All regions improved their EBIT margin and including our acquisitions, the Group margin increased from 12.0% to 12.7% in the quarter.

The RV markets continue to grow with Europe as the major driver. During the quarter we have seen considerable interest in all the RV shows in Europe and the US. It is a good sign that the markets are experiencing momentum for the coming year. It is also encouraging to see that our Marine and Commercial & Passenger Vehicles (CPV) businesses are seeing overall growth. Our second largest business area, CPV, was particularly successful, delivering 17% top line growth with increases in all three regions.

The Asia Pacific region has displayed more modest development in terms of sales, both in the third quarter as well as for the year to date. Our major markets in the region, Australia and New Zealand, are performing well. The regional result improvement for APAC in both absolute and relative terms shows that despite market conditions, we are able to strengthen our business.

The third quarter showed increased sales in Our cost reduction and efficiency initiatives are progressing according to our expectations. Furthermore, we are making a concerted effort to improve efficiency in logistics in our two largest regions. The integration of Atwood in the US is yielding the expected synergies and the new organization in Americas is already well established and focusing on strengthening the business.

> We are continuing to work on our strategic initiatives for profitable growth through productivity improvements, new products and marketing activities.

Roger Johansson President and CEO





	Q3	Q3	Cha	inge (%)	YTD	YTD	Cha	nge (%)	LTM	FY
SEK million	2015	2014	Rep.	Adj. <sup>(1)</sup>	2015	2014	Rep.	Adj. <sup>(1)</sup>	2015	2014
Americas	1,461	827	77%	46%	4,334	2,421	79%	46%	5,308	3,395
EMEA	1,082	932	16%	12%	3,552	3,130	13%	9%	4,383	3,961
Asia Pacific	342	297	15%	14%	1,007	825	22%	14%	1,314	1,131
Medical Systems (2)	0	91	n/a	n/a	69	223	-69%	-70%	164	319
Total Net Sales	2,885	2,147	34%	22%	8,962	6,599	36%	22%	11,169	8,806
Americas	180	107	68%	35%	551	313	76%	40%	616	379
EMEA	90	58	56%	51%	394	281	40%	30%	400	287
Asia Pacific	92	66	40%	27%	239	198	21%	4%	303	261
Medical Systems	0	26	n/a	n/a	28	63	-55%	-56%	56	91
Total EBIT (3)	362	257	41%	22%	1,212	855	42%	22%	1,375	1,018

<sup>1)</sup> Represents change in comparable currency. 2) Medical Systems was divested in Q1-2015. 3) EBIT before i.a.c.

# FINANCIAL SUMMARY OF THE THIRD QUARTER

Net sales in the three months ending September 30, 2015, totaled SEK 2,885 million, representing an increase of 34 percent compared with SEK 2,147 million in the three months ending September 30, 2014. Adjusted for currency movements and acquired and divested units, net sales rose 10%. All regions report sales improvement in comparable currency. Starting from Q3 2015, the acquired Atwood results are split between Americas and APAC to match the organization.

EBIT totaling SEK 362 million in Q3 2015 before items affecting comparability displayed a 41% increase compared with SEK 257 million in Q3 2014. All regions report an improvement in earnings.

Items affecting comparability, net SEK +5 million, consist of costs for the integration of Atwood and insurance reimbursement relating to last year's fire in our manufacturing site in Filakovo, Slovakia.

**Financial items,** net expense of SEK 206 million, include, in addition to interest expenses mainly amortization of capitalized loan expenses. Leverage in Q3 2015 was 5.1 vs 6.6 in Q3 2014.

**Taxes** totaled 49 SEK million. The main reason for the decrease compared with last year is favorable revaluation of tax related to prior years. Tax charge rate in relation to operating profit was 13.3% vs 24.5% in Q3 2014. YTD our tax charge was 17.5% vs 20.2% in 2014.

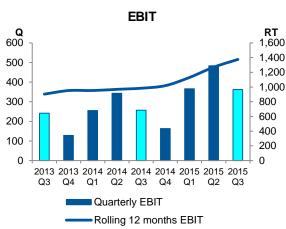
**Operating cash flow** of SEK 388 million was lower than in the same quarter of last year, SEK 416 million, primarily as a result of negative changes in working capital, mainly related to timing issues.

**Net profit** of SEK 112 million compared with a net loss of SEK -56 million in Q3 2014.

### **EVENTS DURING THE QUARTER**

Gun Nilsson and Erik Olsson were appointed members of the Board. No other significant events occurred during the period.







### **AMERICAS**

	Q3	Q3	Chang		YTD	YTD	Chang	- ( /	LTM	FY
SEK million	2015	2014	Rep.	Adj. <sup>(1)</sup>	2015	2014	Rep.	Adj. <sup>(1)</sup>	2015	2014
Net sales	1,461	827	77%	46%	4,334	2,421	79%	46%	5,308	3,395
EBIT (2)	180	107	68%	35%	551	313	76%	40%	616	379

<sup>1)</sup> Represents change in comparable currency. 2) EBIT before i.a.c

## **QUARTERLY NET SALES AND EBIT**

Americas, which accounted for 51 percent of sales in Q3 2015, reported net sales of SEK 1,461 million. This represents a sales increase of 77 percent compared with Q3 2014. Atwood Americas sales of SEK 371 million are included in Q3 2015.

EBIT of SEK 180 million was 68 percent higher than last year. The addition of Atwood had a positive impact on EBIT, and the underlying result also experienced a positive margin development.

### **Americas markets**

In the US, growth in the volume of RV shipments from OEM manufacturers to dealers continues to grow, but at a slower pace. The past three months displayed 1 percent growth, compared with 8 percent in Q1 and 2 percent in Q2. However, good feedback from a recent Open House event in Elkhart, Indiana (the center for the US RV industry) confirms continued positive momentum in the market.

In the pleasure boat market, most categories have seen an improvement compared with earlier in the year. Yachts over 40 feet, where we have the greatest content, continue to outpace the rest of the market by showing double digit growth.

## Sales by business area

Sales for Q3 in Americas, including Atwood, were split 67 percent OEM and 33 percent AM.

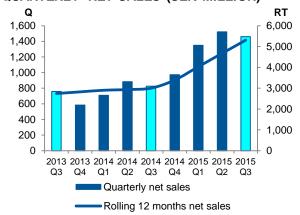
Sales in the RV business area increased in both the OEM and Aftermarket channels. OEM growth from market volume improvements was partially offset by price pressure in some product categories. Sales in the AM channel were positively affected by higher sales of air conditioners and awnings. The addition of Atwood increased the share of sales in the RV business area.

In the Marine business area, sales were higher than in Q3 2014, due to growth in both the OEM and Aftermarket channels. OEM growth occurred on back of an extended product offering and market growth.

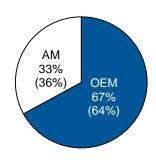
Sales in the CPV business area rose in both the OEM and AM channels. Sales of truck refrigerators continue to fuel healthy sales volumes.

The Retail business area increased sales while the Lodging business area declined in the quarter compared with the same period last year.

## QUARTERLY NET SALES (SEK MILLION)



## SALES Split AM/OEM





### **EMEA**

	Q3	Q3	Chang		YTD	YTD	Chang	,	LTM	FY
SEK million	2015	2014	Rep.	Adj.	2015	2014	Rep.	Adj <sup>(1)</sup>	2015	2014
Net sales	1,082	932	16%	12%	3,552	3,130	13%	9%	4,383	3,961
EBIT (2)	90	58	56%	51%	394	281	40%	30%	400	287

<sup>1)</sup> Represents change in comparable currency. 2) EBIT before i.a.c

### QUARTERLY NET SALES AND EBIT

EMEA, which represented 37 percent of sales in Q3 2015, reported net sales of SEK 1,082 million. This equates to a sales increase of 16 percent, compared with Q3 2014.

EBIT of SEK 90 million represented an increase of 56 percent compared with last year. Higher sales volume combined with lower operating costs are the main reasons for the improvement in earnings.

### **EMEA** markets

The trend of increased RV registrations in the larger European markets continued into the third quarter. Growth over the past three months amounted to 14 percent compared with the same period last year, vs. growth of 11 percent in Q1 and 8 percent in Q2. For the first nine months of the year, almost all of the largest countries in Europe, except Sweden, showed a higher number of registrations than last year.

Heavy truck registrations in the past three months increased by 22 percent compared with the same period last year. This is slightly higher than the YTD development.

## Sales by business area

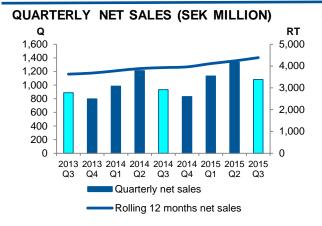
Sales for Q3 in EMEA were split 46 percent OEM and 54 percent AM.

Sales in the RV business area rose in the quarter. Both the OEM and Aftermarket channels are benefiting from the positive momentum in the market. Recent annual caravan shows in Germany and Sweden confirm strong markets and increased interest in RVing.

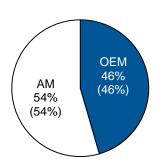
The Marine business area showed a decline in sales with growth in AM, but softer development in OEM.

In the CPV business area, sales increased in both the OEM and Aftermarket channels, as sales of roof top air conditioners continue to develop well.

The Lodging and Retail business areas increased sales compared with the same period last year. Retail growth was mainly attributable to increased sales of wine cellars and portable cooling boxes.



## SALES Split AM/OEM





### Asia Pacific

	Q3	Q3	Chang	e (%) <sub>(1)</sub>	YTD	YTD	Chang	, ,	LTM	FY
SEK million	2015	2014	Rep.	Adj.	2015	2014	Rep.	Adj. <sup>(1)</sup>	2015	2014
Net sales	342	297	15%	14%	1,007	825	22%	14%	1,314	1,131
EBIT (2)	92	66	40%	27%	239	198	21%	4%	303	261

<sup>1)</sup> Represents change in comparable currency. 2) EBIT before i.a.c

### QUARTERLY NET SALES AND EBIT

APAC, which accounted for 12 percent of sales in Q3 2015, reported net sales of SEK 342 million. This corresponds to a sales increase of 15 percent compared with Q3 2014. APAC includes the Australian part of Atwood of SEK 43 million.

EBIT of SEK 92 million represented an increase of 40 percent on last year. The improvement in earnings was mainly due to the addition of Atwood but the underlying result also experienced a positive margin improvement.

### **APAC** markets

Statistics on Australian domestic RV production showed an increase of almost 4 percent in the past three months, compared with the same period last year. YTD August data indicate a growth of 7 percent.

## Sales by business area

Sales for Q3 in APAC were split 54 percent OEM and 46 percent AM.

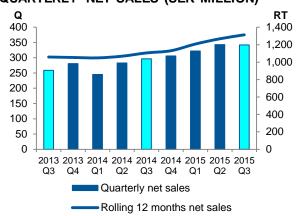
In the RV business area, sales rose in the quarter, with growth in both the Aftermarket and OEM channel. OEM customers tend to change their manufacturing volume to fit with the timing of RV shows, and in 2015 the shows came later than in 2014 which had a negative impact on volumes when comparing quarters year-on-year. The addition of Atwood increased the share of sales in the RV business area.

In the Marine business area, overall sales declined, with Aftermarket showing growth and OEM decreasing. The decline in OEM is mainly due to lower sales in Taiwan and Hong Kong. Growth in Aftermarket was attributable to increased sales in SE Asia and Australia.

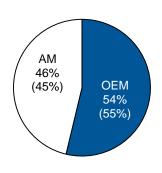
The CPV business area recorded higher sales, with a sales increase in the Aftermarket channel, and a softer development in the OEM. Both channels experienced negative sales development in China, partly offset by improvements in Australia.

Both the Lodging and Retail business areas showed sales growth. Retail growth was mainly driven by a strong performance in Australia, more than offsetting the weaker market in China.

## QUARTERLY NET SALES (SEK MILLION)



## SALES Split AM/OEM





# QUARTERLY FINANCIAL STATEMENTS CONSOLIDATED INCOME STATEMENT

	Q3	Q3	YTD	YTD	LTM	FY
SEK million	2015	2014	2015	2014	2015	2014
Net sales	2,885	2,147	8,962	6,599	11,169	8,806
Cost of goods sold	-2,020	-1,460	-6,285	-4,520	-7,891	-6,126
Gross Profit	865	687	2,677	2,079	3,278	2,680
Sales expenses	-369	-316	-1,077	-905	-1,409	-1,237
Administrative expenses	-134	-110	-376	-319	-478	-421
Other operating income and expenses	17	-5	39	0	45	6
Items affecting comparability	5	0	41	-18	-22	-81
Amortization of customer relationship	-17	_	-51	_	-61	-10
Operating profit	367	257	1,253	837	1,353	937
Financial income	0	0	1	1	2	2
Financial expenses	-206	-250	-564	-1,166	-1,044	-1,646
Loss from financial items	-206	-250	-563	-1,165	-1,042	-1,644
Profit (loss) before income tax	161	7	690	-328	311	-707
Taxes	-49	-63	-219	-169	-171	-121
Profit (loss) for the period	112	-56	471	-497	140	-828
Profit (loss) for the period attributable to owners of the parent	112	-56	471	-497	140	-828

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	Q3	Q3	YTD	YTD	LTM	FY
SEK million	2015	2014	2015	2014	2015	2014
Profit (loss) for the period	112	-56	471	-497	140	-828
Other comprehensive income						
Items that will not be reclassified subsequently to profit or loss:						
Remeasurements of defined benefit pension plans, net	0	0	3	0	-72	-75
	0	0	3	0	-72	-75
Items that may be reclassified subsequently to profit or loss:						
Cash flow hedges	-5	11	-2	20	24	46
Gains/losses from hedges of net investments in foreign operations, net of tax	27	-	-28	-	-28	-
Currency translation differences	-104	169	-2	577	550	1,129
	-82	180	-32	597	546	1,175
Other comprehensive income for the period	-82	180	-29	597	474	1,100
Total comprehensive income for the period	30	124	442	100	614	272
Total comprehensive income for the period attributable to owners of the parent	30	124	442	100	614	272



## QUARTERLY FINANCIAL STATEMENTS CONSOLIDATED BALANCE SHEET - SUMMARY

	30 Sept	30 Sept	31 Dec
SEK million	2015	2014	2014
Assets			
Non-current assets			
Intangible assets	12,970	11,020	13,322
Tangible assets	1,597	1,382	1,629
Deferred tax assets	101	94	180
Derivatives	66	4	41
Other non-current assets	44	39	46
Total non-current assets	14,778	12,539	15,218
Current assets			
Inventories	2,197	1,723	2,020
Trade receivables	1,246	1,046	924
Receivables related parties	22	22	22
Current tax assets	13	15	12
Other current assets	235	216	188
Prepaid expenses and accrued income	100	72	93
Cash and cash equivalents	522	477	592
Total current assets	4,335	3,571	3,851
TOTAL ASSETS	19,113	16,110	19,069
EQUITY	6,901	5,289	6,459
LIABILITIES			
Non-current liabilities			
Liabilities to credit institutions	8,778	7,903	9,396
Deferred tax liabilities	524	533	536
Provisions for pensions	508	377	503
Other provisions	100	83	110
Total non-current liabilities	9,910	8,896	10,545
Current liabilities			
Liabilities to credit institutions	85	92	85
Trade payables	835	705	753
Current tax liabilities	226	171	156
Advance payments from customers	19	14	15
Derivatives	33	12	22
Other provisions	252	206	192
Other current liabilities	197	154	148
Accrued expenses and prepaid income	655	571	694
Total current liabilities	2,302	1,925	2,065
TOTAL EQUITY AND LIABILITIES	19,113	16,110	19,069



# QUARTERLY FINANCIAL STATEMENTS CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Attributable to owners of the parent							
SEK million	Share capital	Other reserves	Retained earnings	Total equity				
Opening balance 2014-01-01	1	-78	5,266	5,189				
Profit for the period			-497	-497				
Other comprehensive								
Remeasurements of defined benefit pension plans, net			0	C				
Cash flow hedges, net of tax		20		20				
Gains/losses from hedges of net investments in foreign operations, net of tax		-		-				
Exchange differences on translation of foreign operations		577		577				
Total comprehensive income		597	-497	100				
Transaction with owners								
Shareholder contribution			-	-				
Total transactions with owners			-	-				
Closing balance 2014-09-30	1	519	4,769	5,289				
	Attributable to owners of the parent							
		Other	Retained					
SEK million	Share capital	reserves	earnings	Total equity				
Opening balance 2015-01-01	1	1,097	5,361	6,459				
Profit for the period			471	471				
Other comprehensive								
Remeasurements of defined benefit pension plans, net of tax			3	3				
Cash flow hedges, net of tax		-2		-2				
Gains/losses from hedges of net investments in foreign								
operations, net of tax		-28		-28				
Exchange differences on translation of foreign operations		-2		-2				
Total comprehensive income		-32	474	442				
Transaction with owners								
Shareholder contribution			-	-				
Total transactions with owners			-	-				
Closing balance 2015-09-30	1	1,065	5,835	6,901				



## QUARTERLY FINANCIAL STATEMENTS CONSOLIDATED CASH FLOW

	Q3	Q3	YTD	YTD	FY
SEK million	2015	2014	2015	2014	2014
Cash flows from operations					
Operating profit	367	257	1,253	837	937
Depreciation and amortization	74	48	219	139	206
Adjustment for result from sale of subsidiaries	1	_	-83	_	_
Adjustments for other non-cash items	12	-27	-10	24	47
Changes in working capital					
Changes in inventories	-1	47	-187	-54	55
Changes in accounts receivables	161	232	-378	-233	19
Changes in accounts payables	-184	-79	65	71	-37
Changes in other working capital	16	-23	76	-9	-49
Income tax paid	-43	-56	-78	-209	-238
Net cash flow from operations	403	399	877	566	940
Cash flow from investments					
Acquisitions	-2	-58	-12	-58	-2,210
Investments in fixed assets	-58	-39	-188	-125	-191
Proceeds from sale of fixed assets	2	8	3	9	12
Proceeds from sale of subsidiaries	-1	_	657	_	_
Other investing activities	2	0	2	0	0
Net cash flow from investments	-57	-89	462	-174	-2,389
Cash flows from financing					
Shareholder's contribution	_	_	_	_	998
Borrowings	50	-28	54	2,979	4,135
Repayment of loans	-97	-149	-861	-2,842	-2,898
Paid and received interest	-216	-95	-567	-314	-409
Other financing activities	-19	-45	-42	-300	-374
Net cash flow from financing	-282	-317	-1,416	-477	1,452
Cash flow for the period	64	-7	-77	-85	3
Cash and cash equivalents at beginning of period	462	475	592	539	539
Exchange differences on cash and cash equivalents	-4	9	7	23	50
Cash and cash equivalents at end of period	522	477	522	477	592



# CONDENSED NOTES ASSOCIATED WITH QUARTERLY FINANCIAL STATEMENTS

## **NOTE 1- GENERAL INFORMATION**

This interim report has been subject to limited review procedures performed in accordance with the International Standard on Review Engagements ISRE 2410, Review of Interim Report Performed by the Independent Auditor of the Entity.

### **NOTE 2 - ACCOUNTING PRINCIPLES**

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 Swedish Annual Accounts Act and RFR 2 Reporting for legal entities have been applied for the parent company.

The accounting policies applied correspond to those described in the 2014 Annual Report, except for with respect to a number of minor amendments to existing standards and new interpretations that took effect on January 1, 2015. These are not judged to have any material effect on the Group's result from operations, or its financial position or disclosures. In addition Dometic Group applies hedge accounting for net investment in foreign operations from January 1, 2015.

The Group consolidated accounts for 2014 have been adjusted due to an identified currency translation difference (SEK 16 million) related to the shareholder contributions received in October 2014. This has been adjusted as a restatement against retained earnings as of January 1, 2015.

For a detailed description of the accounting and valuation policies applied by the Group, see Notes 1, 2 and 4 in the 2014 Annual Report. The Annual Report is available at www.dometicgroup.com, under Investors.

## **NOTE 3 - RISK AND UNCERTAINTIES**

Dometic Group is a global company selling its products in almost 100 countries, and as such is 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.

The Dometic Group is subject to transaction risks at the time of purchasing and selling, as well as conducting financial transactions. Transaction exposure is primarily related to the currencies EUR, USD and AUD. As the majority of the Group's profit is made outside Sweden, the Group is also exposed to translational risks in all the major currencies.

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 in-depth analysis of risks, please refer to Dometic Group's Annual Report for 2014.

## NOTE 4 - FINANCIAL INSTRUMENTS

Dometic Group uses interest rate swaps to hedge senior facility term loans to move from a floating interest rate to a fixed interest rate. The Group also uses currency forward agreements to hedge part of its cash flow exposure.

The fair values of Dometic Group's derivative assets and liabilities were SEK 66 million (Q3 2014: SEK 4 million, Q4 2014: SEK 41 million) and SEK 33 million (Q3 2014: SEK 12 million, Q4 2014: SEK 22 million) respectively.

The value of derivatives is based on published prices in an active market. No transfers between levels of the fair value hierarchy have occurred during the period.

For financial assets and liabilities other than derivatives, fair value is assumed to be equal to the carrying amount.



## **NOTE 5 - SEGMENT INFORMATION**

Segment information represents the integrated result of the regions.

	Q3	Q3	YTD	YTD	FY
SEK million	2015	2014	2015	2014	2014
Net sales, external					
EMEA	1,082	1,023	3,621	3,353	4,280
Americas	1,461	827	4,334	2,421	3,395
APAC	342	297	1,007	825	1,131
Total net sales, external	2,885	2,147	8,962	6,599	8,806
Operating profit					
EMEA	105	84	486	342	320
Americas	170	107	528	307	368
APAC	92	66	239	188	249
Total Operating profit	367	257	1,253	837	937
Financial, net	-206	-250	-563	-1,165	-1,644
Taxes	-49	-63	-219	-169	-121
Result for the period	112	-56	471	-497	-828

# NOTE 6 – TRANSACTIONS 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 third quarter 2015.

## NOTE 7 - ACQUISITONS AND DIVESTMENTS

Final settlement of the divestment of the Medical business took place during the period. Furthermore, additional costs related to the acquisition of Atwood are included in the result for the period. Related amounts were insignificant.

# NOTE 8 – SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

No other significant events have occurred since the end of the period.



## PARENT COMPANY DOMETIC GROUP AB

The Parent Company Dometic Group AB comprises the functions of the Group's head office.

For the first nine months 2015, the Parent Company Dometic Group AB had an operating profit of SEK 0 million (-1), including administrative expenses of SEK 30 million (31) and other operating income of SEK 30 million (30) of which the full amount relates to income from Group companies. Income after financial items was SEK 2 million (-231) including interest income from Group companies of SEK 216 million (222) and interest expenses to Group companies of SEK 5 million (0). Net profit/loss for the period amounted to SEK 2 million (-232)

The income statement and balance sheet for the Parent Company are presented on page 14.

Solna, October 16, 2015

Roger Johansson CEO

# REPORT OF REVIEW OF INTERIM FINANCIAL INFORMATION

### Introduction

We have reviewed the condensed interim financial information (interim report) of Dometic Group AB (publ) as of 30 September 2015 and the nine-month period then ended. The board of directors and the CEO are responsible for the preparation and presentation of the interim financial information in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

## Scope of Review

We conducted our review in accordance with the International Standard on Review Engagements ISRE 2410, Review of Interim Report Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing, ISA, and other generally accepted auditing standards in Sweden. The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, in accordance with IAS 34 and the Swedish Annual Accounts Act, regarding the Group, and with the Swedish Annual Accounts Act, regarding the Parent Company.

Stockholm, 16 october 2015 PricewaterhouseCoopers

Magnus Brändström Authorized Public Accountant



## **QUARTERLY FINANCIAL STATEMENTS**

## PARENT COMPANY INCOME STATEMENT, SUMMARY

	Q3	Q3	YTD	YTD	FY
SEK million	2015	2014	2015	2014	2014
Administrative expenses	-5	-9	-30	-31	-49
Other operating income	5	9	30	30	49
Operating profit	0	0	0	-1	0
Interest income subsidiaries	75	70	216	222	299
Other Financial income	0	0	2	0	0
Interest expenses subsidiaries	-2	0	-5	0	0
Other Financial expenses	-77	-81	-211	-453	-529
Loss from financial items	-4	-11	2	-231	-230
Appropriations	-	-	-	-	234
Profit (loss) for the period	-4	-11	2	-232	4

## PARENT COMPANY BALANCE SHEET, SUMMARY

	30 Sept	30 Sept	31 Dec
SEK million	2015	2014	2014
ASSETS			
Shares in subsidaries	6,983	5,969	6,983
Other non-current assets	2,952	2,867	2,980
Current assets	379	149	466
TOTAL ASSETS	10,315	8,985	10,429
EQUITY	6,983	5,747	6,981
LIABILITIES			
Provisions	7	4	15
Non-current liabilities	3,098	2,864	3,127
Current liabilities	227	370	306
TOTAL EQUITY AND LIABILITIES	10,315	8,985	10,429
Pledged assets	6,983	5,969	6,983
Contingent liabilities	9,675	8,669	10,246



# PRESENTATION OF INFORMATION AND FORWARD-LOOKING 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. Furthermore, 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 provide assurance as to 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 provide assurance as to their accuracy.

In this interim report we include references to EBIT. EBIT measures are not based on IFRS or any other internationally accepted accounting principles, and you should not consider such items as an alternative to the corresponding IFRS measure. We believe that the presentation of these measures enhances an investor's understanding of the financial performance and our ongoing operations. EBIT measures are used by management to assess ongoing operating performance. In addition, we believe EBIT measures are 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.

## FORWARD-LOOKING STATEMENTS

Some of the statements made in this quarterly report may be considered to be forward-looking statements, such as those including 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 only refer to the date hereof. We are under 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.



## FINANCIAL CALENDAR

**February 19, 2016** – Interim Report Fourth Quarter 2015.

### **CONTACT DETAILS**

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## **DEFINITIONS**

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

Operating Profit (EBIT) Margin: operating profit divided by net sales.

EBITDA: profit (loss) for the year before taxes, net finance items, amortization and depreciation.

EBITDA margin: EBITDA divided by net sales.

**Capital expenditure:** expenses related to the purchase of tangible and intangible assets. **Core working capital:** consists of inventories and trade receivables less trade payables.

Working capital: core working capital plus other current assets less other current liabilities and provisions relating to operations.

Operating capital: interest-bearing debt plus equity minus cash and cash equivalents, excluding goodwill and trademarks.

Operating cash flow: EBITDA +/- change in working capital less net capital expenditure.

**RoOC – Return on Operating Capital:** EBIT divided by operating capital (based on average EBIT and operating capital previous four quarters).

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.

**OCI:** Other Comprehensive Income

**RV:** Recreational Vehicles

**CPV:** Commercial and Passenger Vehicles **OEM:** Original Equipment Manufacturers

AM: Aftermarket

Q3 2015: July to September 2015 for Income Statement Q3 2014: July to September 2014 for Income Statement FY 2014: Financial Year ended December 31, 2014.

LTM 2015: Last Twelve Months, October 2014 to September 2015