

# REPORT ON THE FOURTH QUARTER 2017

NET SALES	OPERATING PROFIT (EBIT) BEFORE ITEMS AFFECTING COMPARABILITY	OPERATING PROFIT (EBIT)	OPERATING CASH FLOW
<b>3,252</b> SEK MILLION (2,786)	<b>310</b> SEK MILLION (210)	<b>191</b> SEK MILLION (173)	<b>536</b> SEK MILLION (352)

## FOURTH QUARTER

- Net sales for the quarter totaled SEK 3,252 million (2,786); an increase of 17%, of which 16% was organic growth.
- Operating profit (EBIT) before items affecting comparability amounted to SEK 310 million (210), representing a margin of 9.5% (7.5%), including a net positive effect of SEK 17 million relating to the US class action legal cases, of which SEK 28 million was reimbursement.
- Operating profit (EBIT) amounted to SEK 191 million (173), including items affecting comparability amounting to SEK -119 million, related to SeaStar Solutions transaction costs and the EMEA profitability improvement program.
- Cash flow for the quarter totaled SEK -612 million (435). Operating cash flow totaled SEK 536 million (352).
- Profit for the quarter was SEK 277 million (302).
- Earnings per share: SEK 0.94 (1.02).
- Proposed dividend of SEK 2.05 (1.85) per share for 2017.

## FULL YEAR

- Net sales for the period totaled SEK 14,044 million (12,388); an increase of 13%, of which 12% was organic growth.
- Operating profit (EBIT) before items affecting comparability amounted to SEK 1,860 million (1,621), representing a margin of 13.2% (13.1%), including a net negative effect of SEK -70 million relating to rebranding and US class action legal cases.
- Operating profit (EBIT) amounted to SEK 1,907 million (1,573), including items affecting comparability amounting to SEK 47 million, related to the consolidation of manufacturing in China, SeaStar Solutions transaction costs and the EMEA profitability improvement program.
- Cash flow for the period totaled SEK -417 million (750). Operating cash flow totaled SEK 1,727 million (1,296).
- Profit for the period was SEK 1,495 million (1,362).
- Earnings per share: SEK 5.05 (4.60).

## FINANCIAL OVERVIEW

SEK million	Q4	Q4	FY	FY
	2017	2016	2017	2016
Net sales	3,252	2,786	14,044	12,388
EBITDA	280	250	2,228	1,871
% of net sales	8.6%	9.0%	15.9%	15.1%
Operating profit (EBIT)	191	173	1,907	1,573
% of net sales	5.9%	6.2%	13.6%	12.7%
Operating profit (EBIT) before items affecting comparability	310	210	1,860	1,621
% of net sales	9.5%	7.5%	13.2%	13.1%
Profit for the period	277	302	1,495	1,362
Earnings per share, SEK	0.94	1.02	5.05	4.60
Cash flow for the period	-612	435	-417	750
Operating cash flow <sup>(1)</sup>	536	352	1,727	1,296
Core working capital	3,376	2,655	3,376	2,655
Capital expenditure in fixed assets	-88	-68	-306	-225
RoOC	33.0%	31.6%	33.0%	31.6%

<sup>(1)</sup>Net cash flow from operations after investments in fixed assets and excluding income tax paid.

# STRONG FINISH TO 2017



2017 was a good year for Dometic and we saw a positive development in all our main businesses. We have maintained focus on our profitable growth strategy and intensified our efforts on cost control. The EMEA organization launched a profitability program focusing on cost reductions, we have progressed as planned with our manufacturing footprint optimization in APAC and the efforts on logistics and distribution have improved profitability in Americas. Total sales growth for the full year was 13 percent, of which 12 percent was organic and EBIT improved by 15 percent.

Growth in 2017 has primarily been driven by high demand in the RV OEM businesses in Americas and EMEA, where we successfully grew in most product categories and strengthened our market position. Aftermarket developed well, especially in APAC. The acquisition of SeaStar Solutions in December marks an important stepping stone in our ambition to grow within Marine and to complement the RV business. SeaStar Solutions significantly broadens our offering in North America and creates a global platform for further expansion in the marine industry.

We conclude a fourth quarter with strong organic growth in all three regions. The quarter was affected by onetime effects from SeaStar Solutions transaction costs of SEK 58 million, EMEA profitability improvement program costs of SEK 61 million and the reimbursement of incurred legal costs related to the class action cases in Florida and California of SEK 28 million.

Americas reported 24 percent organic growth and strong EBIT growth of 77 percent the fourth quarter. Underlying demand for RV OEM remained strong and for the full year 2017 total shipments of RVs reached record high levels of more than 500 000 vehicles.

EMEA reported 8 percent organic growth and an EBIT margin improvement of 2.0 percentage points in the fourth quarter. Demand for RV OEM was positive in all major European markets and our CPVOEM business grew more than 30 percent.

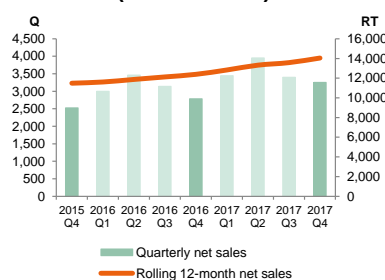
APAC reported 14 percent organic growth and continued high profitability, although slightly down compared to same quarter 2016. The Aftermarket showed strong development, mainly driven by Retail and RV AM in Australia. EBIT was negatively impacted by product mix and raw material prices.

Global lifestyle trends and the positive economic situation and consumer confidence on main markets create a good foundation for continued growth. We are committed to reach our financial targets. The outlook for our combined businesses remains positive with estimated organic growth in line with our target of 5 percent. With the acquisition of SeaStar Solutions, combined with continued efficiency improvements, we are aiming at reaching our target of 15 percent EBIT-margin during 2018. Leverage is expected to be around 2.5x by the end of 2018. The Board of Directors will propose a dividend payout of SEK 2.05 per share at the annual shareholder's meeting, corresponding to a payout ratio of 40.6 percent of net profit.

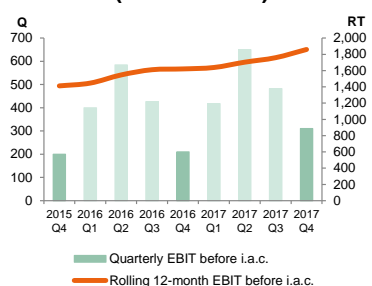
We summarize a strong year and fourth quarter. During my initial period as CEO of Dometic I have met with professional and devoted teams with a true dedication to the business. Together, I am fully convinced that we will take the company to the next level.

*Juan Vargas, President and CEO*

## Net sales (SEK million)



## Operating profit (EBIT) before i.a.c (SEK million)



**FINANCIAL SUMMARY – FOURTH QUARTER**

**Net sales** totaled SEK 3,252 (2,786) million, an increase of 17% compared to the same quarter the previous year. This is made up of 16% organic growth, -5% currency translation and 6% M&A.

**Operating profit (EBIT)** before i.a.c. totaled SEK 310 (210) million, an increase of 48% compared to the same quarter the previous year. The EBIT margin was 9.5% (7.5%). Earnings include a positive net effect of SEK 17 million relating to the US class action cases, of which SEK 28 million was reimbursement from the insurance company and SEK -11 million was legal costs incurred in the quarter.

**Items affecting comparability** totaled SEK -119 million related to transaction costs for SeaStar Solutions and the EMEA profitability improvement program.

**Financial items** amounted to a net of SEK -87 million (-9), including SEK -37 million in interest on external bank loans (-29) and SEK 5 million for revaluation of unrealized exchange result on cash (6). Other FX revaluations and other items amounted to SEK -59 million (13) and financial income to SEK 4 million (1).

**Taxes** totaled SEK 173 million (138), corresponding to -166% (-84%) of profit before tax. Current tax amounted to SEK -77 million (5) and deferred tax to SEK 250 million (133). The US tax reform affected the valuation of deferred tax assets related to Dometic Group by SEK -20 million and revaluation of deferred tax liabilities related to identified surplus values in the purchase price allocation of SeaStar Solutions by SEK 299 million.

**Profit for the quarter** totaled SEK 277 million (302).

**Earnings per share** amounted to SEK 0.94 (1.02).

**Operating cash flow** totaled SEK 536 million (352). The improvement mainly derives from stronger operating profit and a favorable change in trade payables.

**Cash flow for the quarter** of SEK -612 million (435) includes costs for the acquisition of SeaStar Solutions of SEK -7,285 million and related financing of SEK 6,260 million.

**Financial position.** Leverage was 3.3x (1.7) at year-end 2017. At Q3 2017, leverage was 1.3x. Dometic extended its existing credit facility by USD 750 million to finance the acquisition of SeaStar Solutions. Excluding SeaStar Solutions, leverage was 1.0x at year-end 2017.

**FINANCIAL SUMMARY – FULL YEAR 2017**

**Net sales** totaled SEK 14,044 (12,388) million, an increase of 13% compared to the same period the previous year. This is made up of 12% organic growth, 0% currency translation and 1% M&A.

**Operating profit (EBIT)** before i.a.c. totaled SEK 1,860 (1,621) million, an increase of 15% compared to the same period the previous year. The EBIT margin was 13.2% (13.1%). Earnings include a negative net effect of SEK -70 million relating to rebranding and US class action legal cases.

**Items affecting comparability** totaled SEK 47 million related to the consolidation of manufacturing in China, transaction costs for SeaStar Solutions and the EMEA profitability improvement program.

**Financial items** amounted to a net of SEK -206 million (-118), including SEK -112 million in interest on external bank loans (-117) and SEK -16 million for revaluation of unrealized exchange result on cash (1). Other FX revaluations and other items amounted to SEK -85 million (-7) and financial income to SEK 6 million (6).

**Taxes** totaled SEK -206 million (-93), corresponding to 12% (6%) of profit before tax. Current tax amounted to SEK -218 million (-158) and deferred tax to SEK 12 million (65).

**Profit for the period** totaled SEK 1,495 million (1,362).

**Earnings per share** amounted to SEK 5.05 (4.60).

**Operating cash flow** totaled SEK 1,727 million (1,296). The improvement derives from stronger operating profit and an unfavorable development in trade receivables was more than offset by favorable changes in trade payables and other working capital.

**Cash flow for the period** of SEK -417 million (750) includes costs of SEK 7,482 million for the acquisitions made during 2017 and related financing of SEK 6,260 million. The cash dividend payout for 2016 of SEK -547 million in Q2 2017 is also included.

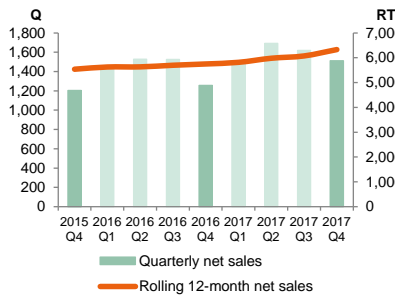
**Events after the quarter.** Juan Vargues, new President and CEO of Dometic, joined the company on January 8, 2018.

SEK million	Q4 2017	Q4 2016	Change (%)		FY 2017	FY 2016	Change (%)	
			Rep.	Adj. <sup>(1)</sup>			Rep.	Adj. <sup>(1)</sup>
Americas <sup>(3)</sup>	1,511	1,256	20%	33%	6,329	5,749	10%	11%
EMEA	1,248	1,082	15%	14%	5,962	5,093	17%	15%
Asia Pacific	493	448	10%	15%	1,753	1,546	13%	12%
<b>Net sales</b>	<b>3,252</b>	<b>2,786</b>	<b>17%</b>	<b>23%</b>	<b>14,044</b>	<b>12,388</b>	<b>13%</b>	<b>13%</b>
Americas <sup>(3)</sup>	180	102	77%	114%	885	756	17%	18%
EMEA	38	11	251%	607%	618	534	16%	14%
Asia Pacific	92	97	-5%	0%	357	331	8%	8%
<b>Operating profit (EBIT) bef. i.a.c.<sup>(2)</sup></b>	<b>310</b>	<b>210</b>	<b>48%</b>	<b>69%</b>	<b>1,860</b>	<b>1,621</b>	<b>15%</b>	<b>15%</b>
Americas <sup>(3)</sup>	11.9%	8.1%			14.0%	13.1%		
EMEA	3.0%	1.0%			10.4%	10.5%		
Asia Pacific	18.7%	21.8%			20.4%	21.4%		
<b>Operating profit % bef. i.a.c.<sup>(2)</sup></b>	<b>9.5%</b>	<b>7.5%</b>			<b>13.2%</b>	<b>13.1%</b>		

<sup>(1)</sup>Represents change in comparable currency. <sup>(2)</sup>Before items affecting comparability. <sup>(3)</sup>Including SeaStar Solutions.

# AMERICAS

## Net sales (SEK million)



## NET SALES AND OPERATING PROFIT (EBIT)

### Fourth quarter 2017

Americas reported net sales of SEK 1,511 million (1,256), representing 47% of Group sales. Total growth was 20%, of which 24% was organic, -10% currency translation and 6% M&A.

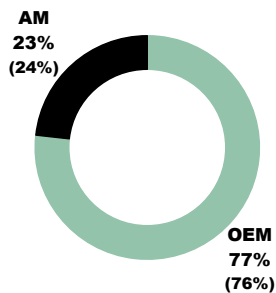
Operating profit (EBIT) before i.a.c. totaled SEK 180 million (102); an increase of 77% compared to the same quarter in 2016. The EBIT margin was 11.9% (8.1%).

### Full year 2017

Net sales amounted to SEK 6,329 million (5,749); an increase of 10%, of which 13% was organic, -1% currency translation and -2% M&A.

Operating profit (EBIT) before i.a.c. totaled SEK 885 million (756); an increase of 17% compared to the same period in 2016. The EBIT margin was 14.0% (13.1%).

## Sales split AM/OEM



## Market development

In the US, growth in the volume of RV shipments from OEM manufacturers to dealers remains strong. For the period January – December 2017, RV shipments increased by 17% to 504,599 units compared with the same period last year. For the October – December period, RV shipments increased by 19% compared to the same period last year.

## Business highlights, Q4

Total OEM growth was 21%, of which growth in constant currency adjusted for the acquisition of SeaStar Solutions was 27%.

Total Aftermarket growth was 18%, of which growth in constant currency adjusted for the acquisition of SeaStar Solutions was 14%.

## Q4

### NET SALES

**1,511**  
SEK MILLION  
(1,256)

RV OEM reported strong sales, with organic growth of 34%. High demand for refrigerators and air conditioners.

The Marine OEM business excluding SeaStar Solutions was slightly down.

CPV OEM business sales declined.

Aftermarket grew, mainly from a good performance in RV and Lodging.

### OPERATING PROFIT (EBIT)<sup>1</sup>

**180**  
SEK MILLION  
(102)

Proceedings related to the class action complaints continue. During the fourth quarter, Dometic reached an agreement with the insurance company, pursuant to which Dometic is reimbursed for a certain portion of its defense costs incurred in 2016-2017 as well as going forward. The positive net effect was SEK 17 million in the quarter, of which SEK 28 million was reimbursement from the insurance company. Dometic remains firm in its position that the allegations in the cases are without merit.

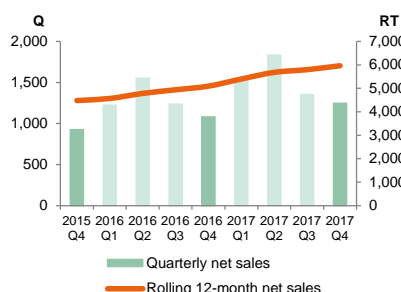
### OPERATING MARGIN (EBIT%)<sup>1</sup>

**11.9%**  
(8.1%)

<sup>1</sup> Before i.a.c.

# EMEA

## Net sales (SEK million)



## NET SALES AND OPERATING PROFIT (EBIT)

### Fourth quarter 2017

EMEA reported net sales of SEK 1,248 million (1,082), representing 38% of Group sales. Total growth was 15%, of which 8% was organic, 1% currency translation and 6% M&A.

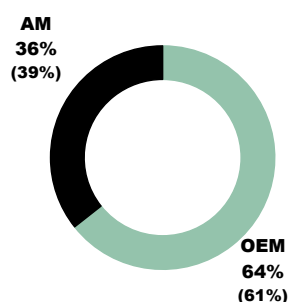
Operating profit (EBIT) before i.a.c. totaled SEK 38 million (11); an increase of 251% compared to the same quarter in 2016. The EBIT margin was 3.0% (1.0%).

### Full year 2017

Net sales amounted to SEK 5,962 million (5,093); an increase of 17%, of which 10% was organic, 1% currency translation and 6% M&A.

Operating profit (EBIT) before i.a.c. totaled SEK 618 million (534); an increase of 16% compared to the same period in 2016. The EBIT margin was 10.4% (10.5%).

## Sales split AM/OEM



## Market development

During the period January – December 2017, RV registrations in the largest European markets, excluding the UK and Spain, increased by 13% to 124,400 units compared with the same period last year. For October – December, RV registrations increased by 17% compared to the same period last year.

For the period January – December, heavy truck registrations increased by 2% compared to the same period last year.

## Business highlights, Q4

Total OEM growth was 22%, of which growth in constant currency was 21%.

Total Aftermarket growth was 5%, of which growth in constant currency was 5%.

## Q4

### NET SALES

**1,248**  
SEK MILLION  
(1,082)

RV OEM reported good organic sales growth of 10%. Demand remains positive on key European markets.

Marine OEM reported strong sales growth. Good development in underlying markets and positive impact from the Q1 acquisition of Oceanair.

CPV OEM had strong sales growth. High demand in the passenger vehicle segment and a solid performance in the commercial vehicle segment.

Aftermarket sales grew, mainly due to good performance in Retail, Lodging and RV AM.

### OPERATING PROFIT (EBIT)<sup>1</sup>

**38**  
SEK MILLION  
(11)

During the fourth quarter, costs of SEK -61 million were booked related to the EMEA profitability improvement program.

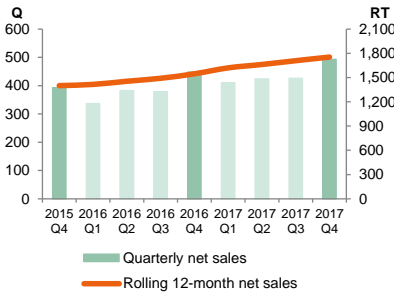
### OPERATING MARGIN (EBIT%)<sup>1</sup>

**3.0%**  
(1.0%)

<sup>1</sup> Before i.a.c.

# APAC

## Net sales (SEK million)



## NET SALES AND OPERATING PROFIT (EBIT)

### Fourth quarter 2017

APAC reported net sales of SEK 493 million (448), representing 15% of Group sales. Total growth was 10%, of which 14% was organic, -4% currency translation and 0% M&A.

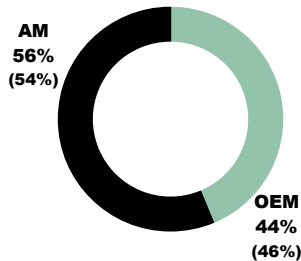
Operating profit (EBIT) before i.a.c. totaled SEK 92 million (97); a decrease of -5% compared to the same quarter in 2016. The EBIT margin was 18.7% (21.8%).

### Full year 2017

Net sales amounted to SEK 1,753 million (1,546); an increase of 13%, of which 12% was organic, 1% currency translation and 0% M&A.

Operating profit (EBIT) before i.a.c. totaled SEK 357 million (331); an increase of 8% compared to the same period in 2016. The EBIT margin was 20.4% (21.4%).

## Sales split AM/OEM



## Market development

Statistics on Australian domestic RV production showed an increase of 2% to 20,858 units during the January – November, compared to the same period previous year. For the period September – November, RV production increased by 2% compared to the same period last year.

## Business highlights, Q4

Total OEM growth was 5%, of which growth in constant currency was 10%.

Total Aftermarket growth was 14%, of which growth in constant currency was 19%.

RV OEM reported organic sales growth of 3%. Dometic grew on a rather flat underlying market in Australia. Good performance in RV OEM customers in China and Japan.

Marine OEM grew. Overall good performance across the region.

CPV OEM reported very high growth, driven by continued strong sales of inverters to customers in China.

Aftermarket showed strong development. Growth was mainly driven by the Retail and RV business in Australia and Japanese lodging business.

The consolidation of manufacturing in China, announced in the third quarter, is progressing according to plan.

## Q4

### NET SALES

# 493

SEK MILLION  
(448)

### OPERATING PROFIT (EBIT)<sup>1</sup>

# 92

SEK MILLION  
(97)

### OPERATING MARGIN (EBIT%)<sup>1</sup>

# 18.7%

(21.8%)

<sup>1</sup> Before i.a.c.

## **PARENT COMPANY DOMETIC GROUP AB (PUBL)**

### *The fourth quarter*

The Parent Company Dometic Group AB (publ) comprises the functions of the Group's head office, such as Group-wide management and administration. The Parent Company invoices its costs to Group companies.

For the fourth quarter 2017, the Parent Company had an operating profit of SEK 1 million (0), including administrative expenses of SEK -40 million (-36) and other operating income of SEK 41 million (36), of which the full amount relates to income from Group companies.

Profit (loss) from financial items totaled SEK -237 million (-131), including interest income from Group companies of SEK 15 million (26), interest expenses to Group companies of SEK 0 million (0) and other financial income and expenses of SEK -252 million (-157).

Profit (loss) for the period totaled to SEK -181 million (223).

### *Full year 2017*

The Parent Company's operating profit for the full year totaled SEK -3 million (-3), including administrative expenses of SEK -133 million (-130) and other operating income of SEK 130 million (127), of which the full amount relates to income from Group companies.

Profit (loss) from financial items totaled SEK -28 million (-351), including interest income from Group companies of SEK 50 million (71), interest expenses to Group companies of SEK - million (-) and other financial income and expenses of SEK -77 million (-442).

Profit (loss) for the period totaled SEK -186 million (-1). The loss for the period is due to timing issues related to the process of simplifying the legal structure in Sweden. The loss will be recovered in 2018.

For further information, please refer to the Parent Company's condensed financial statements on page 12.

## **ANNUAL GENERAL MEETING 2018**

Dometic Group's Annual General Meeting will be held on Tuesday, April 10, 2018, at 13:00 at Meeting Room, Alströmergatan 20, Stockholm, Sweden

## **NOMINATION COMMITTEE – ANNUAL GENERAL MEETING 2018**

In accordance with the resolution taken by the 2017 AGM, the Nomination Committee ahead of the 2018 Annual General Meeting (AGM) shall be composed of the Chairman of the Board of Directors together with one representative of each of the three largest shareholders, based on the ownership structure at September 30, 2017. Further details about the nomination committee are available on our website. [www.dometicgroup.com](http://www.dometicgroup.com)

## **PROPOSED DIVIDEND**

For the 2017 full year, the Board of Directors proposes a cash dividend of SEK 2.05 (1.85).

Solna, February 8, 2018

Board of Directors

## **REVIEW**

This interim report has not been subject to special review by the Dometic Group AB (publ)'s external auditor.

# CONSOLIDATED INCOME STATEMENT

<b>SEK million</b>	<b>Q4 2017</b>	<b>Q4 2016</b>	<b>FY 2017</b>	<b>FY 2016</b>
Net sales	3,252	2,786	14,044	12,388
Cost of goods sold	-2,301	-1,967	-9,599	-8,463
<b>Gross Profit</b>	<b>951</b>	<b>819</b>	<b>4,445</b>	<b>3,925</b>
Sales expenses	-460	-421	-1,791	-1,651
Administrative expenses	-145	-183	-667	-604
Other operating income and expenses	-12	13	-52	20
Items affecting comparability	-119	-37	47	-48
Amortization of acquisition related intangible assets	-24	-18	-76	-69
<b>Operating profit</b>	<b>191</b>	<b>173</b>	<b>1,907</b>	<b>1,573</b>
Financial income	4	1	6	6
Financial expenses	-91	-10	-212	-124
<b>Loss from financial items</b>	<b>-87</b>	<b>-9</b>	<b>-206</b>	<b>-118</b>
<b>Profit before tax</b>	<b>104</b>	<b>164</b>	<b>1,700</b>	<b>1,455</b>
Taxes	173	138	-206	-93
<b>Profit for the period</b>	<b>277</b>	<b>302</b>	<b>1,495</b>	<b>1,362</b>
Profit for the period attributable to owners of the Parent Company	277	302	1,495	1,362
Earnings per share before and after dilution effects, SEK - Owners of the Parent Company	0.94	1.02	5.05	4.60
Number of shares, million	295.8	295.8	295.8	295.8

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

<b>SEK million</b>	<b>Q4 2017</b>	<b>Q4 2016</b>	<b>FY 2017</b>	<b>FY 2016</b>
Profit for the period	277	302	1,495	1,362
<b>Other comprehensive income</b>				
Items that will not be reclassified subsequently to profit or loss:				
Remeasurements of defined benefit pension plans, net of tax	2	-13	0	-16
	<b>2</b>	<b>-13</b>	<b>0</b>	<b>-16</b>
Items that may be reclassified subsequently to profit or loss:				
Cash flow hedges, net of tax	23	26	25	13
Gains/losses from hedges of net investments in foreign operations, net of tax	-14	-50	66	-149
Exchange rate differences on translation of foreign operations	197	289	-502	887
	<b>207</b>	<b>265</b>	<b>-411</b>	<b>751</b>
<b>Other comprehensive income for the period</b>	<b>209</b>	<b>252</b>	<b>-411</b>	<b>735</b>
<b>Total comprehensive income for the period</b>	<b>486</b>	<b>554</b>	<b>1,084</b>	<b>2,097</b>
Total comprehensive income for the period attributable to owners of the Parent Company	486	554	1,084	2,097



# CONSOLIDATED BALANCE SHEET (IN SUMMARY)

<b>SEK million</b>	<b>Dec 31, 2017</b>	<b>Dec 31, 2016</b>
<b>ASSETS</b>		
<b>Non-current assets</b>		
Goodwill and trademarks	17,016	12,725
Other intangible assets	4,260	1,016
Tangible assets	1,952	1,575
Deferred tax assets	897	1,226
Derivatives, long-term	1	7
Other non-current assets	65	52
<b>Total non-current assets</b>	<b>24,191</b>	<b>16,601</b>
<b>Current assets</b>		
Inventories	3,350	2,637
Trade receivables	1,485	1,041
Current tax assets	180	47
Derivatives, short-term	90	57
Other current assets	418	237
Prepaid expenses and accrued income	132	89
Cash and cash equivalents	1,159	1,599
<b>Total current assets</b>	<b>6,814</b>	<b>5,707</b>
<b>TOTAL ASSETS</b>	<b>31,005</b>	<b>22,308</b>
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>	<b>14,514</b>	<b>13,977</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Liabilities to credit institutions, long-term	9,810	4,453
Deferred tax liabilities	1,901	593
Other non current liabilities	0	–
Provisions for pensions	687	536
Other provisions, long-term	131	117
<b>Total non-current liabilities</b>	<b>12,529</b>	<b>5,699</b>
<b>Current liabilities</b>		
Liabilities to credit institutions, short-term	733	329
Trade payables	1,459	1,024
Current tax liabilities	371	294
Advance payments from customers	23	29
Derivatives, short-term	45	52
Other provisions, short-term	289	197
Other current liabilities	264	134
Accrued expenses and prepaid income	778	573
<b>Total current liabilities</b>	<b>3,962</b>	<b>2,632</b>
<b>TOTAL LIABILITIES</b>	<b>16,491</b>	<b>8,331</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>31,005</b>	<b>22,308</b>

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

## Attributable to owners of the parent

SEK million	Share capital	Other paid in capital <sup>(1)</sup>	Reserves	Retained earnings	Total equity
Opening balance Jan 1, 2016	1	11,446	1,004	-568	11,883
Profit for the period				1,362	1,362
<b>Other comprehensive income</b>					
Remeasurements of defined benefit pension plans, net of tax				-16	-16
Cash flow hedges, net of tax			13		13
Gains/losses from hedges of net investments in foreign operations, net of tax			-149		-149
Exchange rate differences on translation of foreign operations			887		887
<b>Total comprehensive income</b>			<b>751</b>	<b>1,346</b>	<b>2,097</b>
<b>Transactions with owners</b>					
Costs related to the shareholders' contribution, net of tax				-3	-3
<b>Total transactions with owners</b>				<b>-3</b>	<b>-3</b>
<b>Closing balance Dec 31, 2016</b>	<b>1</b>	<b>11,446</b>	<b>1,755</b>	<b>775</b>	<b>13,977</b>

<sup>(1)</sup> Shareholders' contribution reclassified from retained earnings to other paid in capital SEK 11,446 million, has been done as an opening balance sheet adjustment as per January 1, 2016.

## Attributable to owners of the parent

SEK million	Share capital	Other paid in capital <sup>(1)</sup>	Reserves	Retained earnings	Total equity
Opening balance Jan 1, 2017	1	11,446	1,755	775	13,977
Profit for the period				1,495	1,495
<b>Other comprehensive income</b>					
Remeasurements of defined benefit pension plans, net of tax				0	0
Cash flow hedges, net of tax			25		25
Gains/losses from hedges of net investment in foreign operations, net of tax			66		66
Exchange rate differences on translation of foreign operations			-502		-502
<b>Total comprehensive income</b>			<b>-411</b>	<b>1,495</b>	<b>1,084</b>
<b>Transactions with owners</b>					
Dividend to shareholders				-547	-547
<b>Total transactions with owners</b>				<b>-547</b>	<b>-547</b>
<b>Closing balance Dec 31, 2017</b>	<b>1</b>	<b>11,446</b>	<b>1,344</b>	<b>1,723</b>	<b>14,514</b>

# CONSOLIDATED STATEMENT OF CASH FLOW

<b>SEK million</b>	<b>Q4 2017</b>	<b>Q4 2016</b>	<b>FY 2017</b>	<b>FY 2016</b>
<b>Cash flow from operations</b>				
Operating profit	191	173	1,907	1,573
<i>Adjustment for other non-cash items</i>				
Depreciation and amortization	88	77	321	298
Adjustments for other non-cash items	54	22	-99	68
<i>Changes in working capital</i>				
Changes in inventories	-173	-139	-361	-364
Changes in trade receivables	391	376	-151	-83
Changes in trade payables	70	-18	296	43
Changes in other working capital	3	-71	120	-14
Income tax paid	-35	-16	-105	-107
<b>Net cash flow from operations</b>	<b>589</b>	<b>404</b>	<b>1,928</b>	<b>1,414</b>
<b>Cash flow from investments</b>				
Acquisition of operations	-7,285	–	-7,482	–
Investments in fixed assets	-88	-68	-306	-225
Proceeds from sale of fixed assets	0	109	139	133
Other investing activities	-1	2	-4	–
<b>Net cash flow from investments</b>	<b>-7,374</b>	<b>43</b>	<b>-7,653</b>	<b>-92</b>
<b>Cash flow from financing</b>				
Shareholders' contribution/Paid costs related to the shareholders' contribution	–	–	–	-74
Borrowings from credit institutions	6,260	31	6,301	64
Repayment of loans to credit institutions	–	0	-229	-426
Paid interest	-24	-28	-99	-97
Received interest	3	1	5	3
Other financing activities	-67	-16	-122	-42
Dividend	–	–	-547	–
<b>Net cash flow from financing</b>	<b>6,173</b>	<b>-12</b>	<b>5,308</b>	<b>-572</b>
<b>Cash flow for the period</b>	<b>-612</b>	<b>435</b>	<b>-417</b>	<b>750</b>
Cash and cash equivalents at beginning of period	1,763	1,160	1,599	833
Exchange differences on cash and cash equivalents	8	4	-23	16
<b>Cash and cash equivalents at end of period</b>	<b>1,159</b>	<b>1,599</b>	<b>1,159</b>	<b>1,599</b>

# PARENT COMPANY INCOME STATEMENT

<b>SEK million</b>	<b>Q4 2017</b>	<b>Q4 2016</b>	<b>FY 2017</b>	<b>FY 2016</b>
Administrative expenses	-40	-36	-133	-130
Other operating income	41	36	130	127
<b>Operating profit</b>	<b>1</b>	<b>0</b>	<b>-3</b>	<b>-3</b>
Interest income subsidiaries	15	26	50	71
Interest expenses subsidiaries	0	0	–	–
Other financial income and expenses	-252	-157	-77	-422
<b>Profit (loss) from financial items</b>	<b>-237</b>	<b>-131</b>	<b>-28</b>	<b>-351</b>
Group contributions	53	353	-157	353
<b>Profit (loss) before tax</b>	<b>-183</b>	<b>222</b>	<b>-188</b>	<b>-1</b>
Taxes	2	1	2	0
<b>Profit (loss) for the period</b>	<b>-181</b>	<b>223</b>	<b>-186</b>	<b>-1</b>

# PARENT COMPANY BALANCE SHEET (IN SUMMARY)

<b>SEK million</b>	<b>Dec 31, 2017</b>	<b>Dec 31, 2016</b>
<b>ASSETS</b>		
Shares in subsidiaries	16,622	13,563
Other non-current assets	5,117	17
<b>Total non-current assets</b>	<b>21,738</b>	<b>13,580</b>
Current assets	893	2,745
<b>TOTAL ASSETS</b>	<b>22,631</b>	<b>16,325</b>
<b>EQUITY</b>	<b>10,845</b>	<b>11,579</b>
<b>PROVISIONS</b>		
Provisions	27	13
<b>Total provisions</b>	<b>27</b>	<b>13</b>
<b>LIABILITIES</b>		
Non-current liabilities	9,810	4,453
<b>Total non-current liabilities</b>	<b>9,810</b>	<b>4,453</b>
Current liabilities	1,949	280
<b>Total current liabilities</b>	<b>1,949</b>	<b>280</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>22,631</b>	<b>16,325</b>

# CONDENSED NOTES

## NOTE 1 | ACCOUNTING PRINCIPLES

Dometic Group AB (publ) (“Dometic”) 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 Accounting for Legal Entities, issued by the Swedish Financial Reporting Board, have been applied for the Parent Company. The interim report comprises pages 1-16 and pages 1-7 are thus an integrated part of this financial report (IAS 34.16A).

The accounting principles applied correspond to those described in the 2016 Annual Report. There are no changes to Dometic’s accounting and valuation principles compared to the principles described in Notes 2 and 4 of the 2016 Annual Report. For a detailed description of the accounting and valuation principles applied by the Group, see Notes 1, 2 and 4 of the 2016 Annual Report, available at [www.dometic.com](http://www.dometic.com).

Totals quoted in tables and statements may not always be the exact sum of the individual items because of rounding differences. The aim is for each line item to correspond to its source, and rounding differences may therefore arise.

### *Preparations for the new accounting standards*

The following information should be considered in addition to the description of the new accounting standards and related activities provided in the 2016 Annual Report, Note 2.

IFRS 15 Revenue from Contracts with Customers establishes principles for reporting useful information to users of financial statements about the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity’s contracts with customers. The standard replaces IAS 11 Construction Contracts and IAS 18 Revenue. The Group has assessed the possible impact on the Group’s financial statements of the implementation of IFRS15, Revenue from Contracts with Customers. The investigation, training and implementation processes are closed and we can conclude that at transition neither the amount of revenue nor the timing will be impacted to any significant extent.

Our business offers mainly contracted or off-the-shelf finished products via purchase orders. An insignificant part of Group external sales constitutes a mix of customized products and services in bundled agreements why the guidance about identifying distinct performance obligations and allocating the transaction price in a contract has not lead to any material adjustments compared to the present revenue accounting. Revenue from variable consideration, mainly various discounts, has under current practice been considered in a comparable way to IFRS 15 which is why the revenue pattern in this aspect will also be similar under the new standard. Long-term contracts are rare in the Group. There are no elements of financing components in the present contracts in the Group, as sales are normally made with a credit term of 30–60 days.

Thus, as already stated in the 2016 Annual Report, the application of the new Revenue from Contracts with Customers IFRS 15 standard will not have any material impact on the financial position and performance of the Group at the date of transition. Therefore there are no material transition effects to be disclosed.

The Group is now prepared to start applying the new standard on the effective date January 1, 2018.

Dometic Group has chosen the full retrospective transition method.

IFRS 9 Financial instruments, will replace the earlier IAS 39 Financial instruments. IFRS 9 provides new guidance for the classification and valuation of financial instruments, a new credit loss matrix model for calculation of impairment of financial assets and new guidance for hedge accounting. The accounting of derivatives and hedge accounting in Dometic Group will stay unchanged, since IFRS 9 is in accordance with the existing IAS 39, i.e. recognized at fair value through profit and loss statement, which is why the Group will not be impacted.

The Group’s work to develop and implement the new expected credit loss model has been completed. As expected and described in the 2016 Annual report there will be an impact on Dometic’s financial reporting. However, even with a changed model and policy the now concluded and calculated effect is immaterial. The expected credit loss model includes estimates and assumptions about the future. A thorough analysis has to be done in the closings. Credit losses have historically been at a low level in the Group.

The standard IFRS 9 is effective as of January 1, 2018.

IFRS 16 was issued in January 2016 and will replace IAS 17 Leases and related interpretations IFRIC 4, SIC-15, and SIC-27. The new standard will have an impact on the lessee accounting, but the accounting for lessors will in all material aspects remain unchanged. With the new standard there will be no difference between operational and financial leases. The standard requires that all lease agreements other than short-term leases or “low-value” leases be accounted for in the balance sheet, i.e. similar to today’s financing leases. Dometic Group has operational leases, such as office premises, production and warehouse space, IT and office equipment.

Currently, Dometic is assessing the impact of the new standard. On-going activities include further analysis of lease terms in agreements. Indications so far in the investigation phase, where contracts have been gathered and analyzed at a high level, are that some impact is expected on the financial reporting from 2019. Note 8 discloses the future cash flows for today’s operating leases. Depending on the final analysis made of the majority of these cash flows, discounted to present value, the Group will see an increase of the assets and liabilities in the balance sheet.

The Group is not able to quantify the impact on financial consolidated statements at this stage of the project. Dometic Group is also evaluating various system solutions to achieve a stable support to the financial reporting from 2019 and onwards.

The transition method has not yet been decided on. The standard is effective as of January 1, 2019. Dometic Group will not apply earlier adaption.

## NOTE 2 | RISKS AND UNCERTAINTIES

As all businesses, Dometic is exposed to a number of risks that could have a material impact on the Group. These risks are factors that impact Dometic’s ability to achieve established

Group targets. This applies to both financial targets and targets in other areas outlined in Dometic's business strategy. Dometic performs an annual risk analysis by assessing each defined risk's likelihood and impact in a risk register, resulting in global and regional risk maps presented to Group management and the Board of Directors and used as a foundation for the control activities within Dometic. The risks that Dometic is exposed to are classified into four main categories (business and market risks, operational risks, compliance and regulatory risks and financial risks) where each category has underlying risks. These risks can be both internal and external. Internal risks are mainly managed and controlled by Dometic whereas external risk factors are not caused nor can be controlled by Dometic but the effects can be limited by an effective risk management.

Dometic is subject to transaction risks at the time of purchasing and selling, as well as when conducting financial transactions.

Transaction exposure is primarily related to the currencies EUR, USD and AUD. As the majority of the Group's profit is generated outside Sweden, the Group is also exposed to translational risks in all the major currencies.

Efficient risk management is a continual process conducted within the framework of business control, and is part of the ongoing review of operations and forward-looking assessment of operations. In the preparation of financial reports, the Board of Directors and Group management are required to make

estimates and judgments. These estimates and judgments impact the income statement and balance sheet, as well as the disclosures. The actual outcome may differ from these estimates and judgments under different circumstances and conditions.

Dometic's future risk exposure is assumed not to deviate from the inherent exposure associated with Dometic's ongoing business operations. For a more in-depth analysis of risks and risk management, please refer to Dometic's 2016 Annual Report.

### NOTE 3 | FINANCIAL INSTRUMENTS

Dometic 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. Valuation principles and principles for hedge accounting, as described in Note 3 of the 2016 Annual Report, have been applied throughout the reporting period.

The fair value of Dometic's derivative asset and liabilities were SEK 91 million (Q4 2016: SEK 64 million) and SEK 45 million, (Q4 2016: SEK 52 million). 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.

**TABLE TO NOTE 3 – FINANCIAL INSTRUMENTS**

Dec 31, 2017	Balance sheet carrying amount	Financial instruments at amortized cost	Financial instruments at fair value	Derivatives used for hedging
<b>Per category</b>				
Derivatives	91	–	11	80
Financial assets	3,127	3,127	–	–
<b>Total financial assets</b>	<b>3,218</b>	<b>3,127</b>	<b>11</b>	<b>80</b>
Derivatives	45	–	9	36
Financial liabilities	12,266	12,266	–	–
<b>Total financial liabilities</b>	<b>12,311</b>	<b>12,266</b>	<b>9</b>	<b>36</b>

**NOTE 4 | SEGMENT INFORMATION**

<b>SEK million</b>	<b>Q4 2017</b>	<b>Q4 2016</b>	<b>FY 2017</b>	<b>FY 2016</b>
<b>Net sales, external</b>				
Americas <sup>(1)</sup>	1,511	1,256	6,329	5,749
EMEA	1,248	1,082	5,962	5,093
Asia Pacific	493	448	1,753	1,546
<b>Total net sales, external</b>	<b>3,252</b>	<b>2,786</b>	<b>14,044</b>	<b>12,388</b>
<b>Operating profit (EBIT)</b>				
Americas <sup>(1)</sup>	122	76	827	698
EMEA	-23	6	557	550
Asia Pacific	92	91	523	325
<b>Total operating profit (EBIT)</b>	<b>191</b>	<b>173</b>	<b>1,907</b>	<b>1,573</b>
Financial income	4	1	6	6
Financial expenses	-91	-10	-212	-124
Taxes	173	138	-206	-93
<b>Profit for the period</b>	<b>277</b>	<b>302</b>	<b>1,495</b>	<b>1,362</b>

<sup>(1)</sup>Including SeaStar Solutions.

Segment performance is primarily assessed based on sales and operating profit. Information regarding income for each region is based on where customers are located. Management follow-up

is based on the integrated result in each segment. For further information, please refer to Note 5 of the 2016 Annual Report.

**NOTE 5 | ITEMS AFFECTING COMPARABILITY**

<b>SEK million</b>	<b>Q4 2017</b>	<b>Q4 2016</b>	<b>FY 2017</b>	<b>FY 2016</b>
Relocation China	-	-	166	-
Acquisition related costs Seastar Solutions	-58	-	-58	-
EMEA Profitability program	-61	-	-61	-
Divestment seating and chassis business	-	-25	-	-25
Phase out of Architectural products	-	-1	-	-25
Integration Atwood/Consolidation Americas	-	-	-	-7
Filokovo fire-related costs and insurance settlement	-	-5	-	16
Costs for close down of plant in China	-	-6	-	-6
Other costs	-	-	-	-1
<b>Total</b>	<b>-119</b>	<b>-37</b>	<b>47</b>	<b>-48</b>

**NOTE 6 | TRANSACTIONS WITH RELATED PARTIES**

No transactions between Dometic and related parties that have significantly affected the company's position and earnings took place during 2017.

**NOTE 7 | ACQUISITIONS AND DIVESTMENTS***Acquisition of SeaStar Solutions*

On November 22, 2017, Dometic announced the acquisition of SeaStar Solutions, leading provider of vessel control, fuel and system integration systems to the leisure marine industry. SeaStar Solutions is based in North America and employs 1,250 people. The transaction was closed on December 15, 2017 after all approvals from relevant competition authorities was obtained, and Dometic has consolidated the company as of that date. The total cash purchase price amounted to USD 868 million (SEK 7,785 million). In the purchase price allocation below, calculations of intangible assets and goodwill are only preliminary. Goodwill is justified by new potential customers and new future technologies with SeaStar Solution's leading position

in vessel control, fuel systems and system integration and strong relationships with manufacturers. Transaction costs amount to SEK 58 million reported as items affecting comparability in Q4 2017. Sales and cost synergies of USD 20 million per annum will be fully realized within 3 years. The acquisition has affected consolidated net sales from the date of the acquisition by SEK 108 million and operating profit by SEK 5 million, including step-up costs for fair value revaluation of inventory of SEK 9 million. If the acquisition had been consolidated as of January 1, 2017, the effect on pro forma net sales would have been USD 322 million and EBITDA of USD 85 million.

While the Company uses its best estimates and assumptions as part of the purchase price allocation process to value assets acquired and liabilities assumed at the acquisition date, the purchase price allocation for acquisition is preliminary for up to 12 months after the acquisition date and is subject to refinement as more detailed analyses are completed and additional information about the fair values of the assets and liabilities becomes available.

<b>Purchase price allocation Seastar Solutions, SEK million</b>	<b>Preliminary</b>
Trademarks and tradenames	1,376
Other intangible assets	3,365
Tangible assets	347
Other non-current assets	1
Operating assets	937
Cash and cash equivalents	1
Provisions and other non-current liabilities	-1,777
Operating liabilities	-251
<b>Fair value of net assets</b>	<b>3,999</b>
Goodwill	3,361
<b>Consideration</b>	<b>7,360</b>
Consideration transferred	-7,286
Cash and cash equivalents in acquired company	1
<b>Cashflow effect on Group's cash and cash equivalents at the acquisition</b>	<b>-7,285</b>

*Acquisition of IPV and Oceanair Marine Limited*

On December 22, 2016, Dometic announced the acquisition of the assets of IPV, a Germany-based aftermarket provider of coolers and other outdoor products. The acquisition strengthens Dometic's position in the EMEA market for mobile coolers. The purchase price was EUR 3.5 million, and the transaction was closed on January 3, 2017.

On February 7, 2017, Dometic acquired Oceanair Marine Limited, a UK-based market-leading manufacturer of marine blinds, screens and soft furnishings for the Leisure Marine and Super Yacht segments. The acquisition strengthens Dometic's presence in the marine market and broadens the product portfolio. The company reported revenues of GBP 11.4 million for the 2015/2016 fiscal year. The initial purchase price was GBP 14.0 million in cash, with an additional earn-out consideration of a maximum of GBP 2.5 million subject to the achievement of certain performance-related targets over the next 16 months.

The summary of value adjustments recognized as a result of the acquisition of Oceanair amounts in total to SEK 160 million, including goodwill of SEK 80 million, other intangible assets (trademarks and customer relationships) of SEK 100 million, and a deferred tax liability of SEK 20 million. Acquisition-related costs expensed in the consolidated income statement remain the same as in Q1 2017, SEK 2.5 million.

The total purchase price consideration in cash for the transactions (IPV, Oceanair), less cash and cash equivalents, amounts to SEK 197 million, including earn-out paid in Q3. The acquisitions did not have any significant impact on operating profit for the first nine months of 2017.

As announced on July 13, Dometic divested an industrial facility in China as part of a strategic consolidation. The selling price amounted to CNY 160 million. A net gain before tax of CNY 131.5 million is recognized in the third quarter 2017

**NOTE 8 | SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD**

Juan Vargues, new President and CEO of Dometic, joined the company on January 8, 2018.



# RECONCILIATION OF NON-IFRS MEASURES TO IFRS (ALTERNATIVE PERFORMANCE MEASURES)

Dometic presents some financial measures in this interim report, which are not defined by IFRS. The company believes that these measures provide valuable additional information to investors and management for evaluating the company's financial performance, financial position and trends in our operations. It should be noted that these measures, as defined, may not be comparable to similarly titled measures used by other companies. These non-IFRS measures should not be considered as substitutes for financial reporting measures prepared in accordance with IFRS. See Dometic's website [www.dometic.com](http://www.dometic.com) for the detailed reconciliation.

## Core working capital

Consists of inventories and trade receivables less trade payables.

## EBITDA

Earnings before Interest, Taxes, Depreciation and Amortization

## EBITDA margin

EBITDA divided by net sales

## Leverage

Net debt excluding pensions and accrued interest in relation to EBITDA.

## Net debt

Total borrowings including pensions and accrued interest less cash and cash equivalents.

## Operating cash flow

EBITDA +/- change in working capital excluding paid tax, after capital expenditure.

## Organic growth

Sales growth excluding acquisitions/divestments and currency translation effects. Quarters calculated at comparable currency, applying latest period average rate.

## RoOC – Return on Operating Capital

Operating profit (EBIT) divided by operating capital. Based on the operating profit (EBIT) for the four previous quarters, divided by the average operating capital for the previous four quarters, excluding goodwill and trademarks for the previous quarter

## DEFINITIONS AND KEY RATIOS

### AM

Aftermarket.

### Capital expenditure

Expenses related to the purchase of tangible and intangible assets.

### CPV

Commercial and Passenger Vehicles.

### EPS – Earnings per share

Net profit for the period divided by average number of shares.

### FY 2017

Financial Year ended December 31, 2017.

### 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.

### Interest-bearing debt

Liabilities to credit institutions plus liabilities to related parties plus provisions for pensions.

### Net profit

Profit for the period

### OCI

Other comprehensive income.

### OEM

Original Equipment Manufacturers.

### Operating capital excluding goodwill and trademarks

Interest-bearing debt plus equity less cash and cash equivalents, excluding goodwill and trademarks.

### Operating profit (EBIT)

Operating profit; earnings before financial items and taxes.

### Operating profit (EBIT) margin

Operating profit divided by net sales.

### RV

Recreational Vehicles.

### Q4 2017

October to December 2017 for Income Statement.

### Q4 2016

October to December 2016 for Income Statement.

### Working capital

Core working capital plus other current assets less other current liabilities and provisions relating to operations.

# PRESENTATION OF THE INTERIM REPORT

Analysts and media are invited to participate in a telephone conference at 10.00 (CEST), today, February 8, 2018, during which President and CEO, Juan Vargues and CFO, Per-Arne Blomquist, will present the report and answer questions. To participate in the webcast/telephone conference, please dial in five minutes prior to the start of the conference call:

Sweden: +46 8 566 426 69  
 UK: +44 20 300 898 02  
 US: +1 855 753 2235

Webcast URL and presentation are available at [www.dometic.com](http://www.dometic.com)

## FOR FURTHER INFORMATION, PLEASE CONTACT

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This information is information that Dometic Group AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact person set out above, at 08:00 CET on February 8, 2018.

## CONTACT DETAILS

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## ABOUT DOMETIC

Dometic is a global market leader in branded solutions for mobile living in the areas of Climate, Hygiene & Sanitation and Food & Beverage. Dometic operates in the Americas, EMEA and Asia Pacific, providing products for use in recreational vehicles, trucks and premium cars, pleasure and workboats, and for a variety of other uses. Dometic offers products and solutions that enrich people's experiences away from home, whether in a motorhome, caravan, boat or truck. Our motivation is to create smart and reliable products with outstanding design. We operate 28 manufacturing/assembly sites in nine countries, sell our products in approximately 100 countries and manufacture approximately 85% of products sold in-house. We have a global distribution and dealer network in place to serve the aftermarket. Dometic employs approximately 8,200 people worldwide, had net sales of SEK 14.0 billion in 2017 and is headquartered in Stockholm, Sweden.

*This document is a translation of the Swedish version of the interim report. In the event of any discrepancy, the Swedish wording shall prevail.*

## FINANCIAL CALENDAR

- 10 APRIL 2018:** Annual General Meeting
- 26 APRIL 2018:** Interim report for the first quarter 2018
- 18 JULY 2018:** Interim report for the second quarter 2018
- 25 OCTOBER 2018:** Interim report for the third quarter 2018