# REPORT ON THE SECOND QUARTER 2018

**NET SALES** 

5,260

**SEK MILLION** 

(3,949)

**OPERATING PROFIT (EBIT)** 

919

**SEK MILLION** 

(650)

**OPERATING CASH FLOW** 

943

**SEK MILLION** 

(570)

#### **SECOND QUARTER**

- Net sales for the quarter was SEK 5,260 m (3,949); an increase of 33%, of which 9% was organic growth.
- Operating profit (EBIT) for the quarter was SEK 919 m (650), representing a margin of 17.5% (16.5%). Excluding SeaStar, the EBIT margin was 16.5%.
- There were no items affecting comparability in the quarter.
- Cash flow for the quarter was SEK 3 m (-29). Operating cash flow was SEK 943 m (570).
- Profit for the quarter was SEK 629 m (474).
- Earnings per share: SEK 2.13 (1.60).

#### **FIRST SIX MONTHS**

- Net sales for the period was SEK 9,703 m (7,393); an increase of 31%, of which 9% was organic growth.
- Operating profit (EBIT) for the period was to SEK 1,557 m (1,067), representing a margin of 16.0% (14.4%).
   Excluding SeaStar, the EBIT margin was 15.3%.
- There were no items affecting comparability in the period.
- Cash flow for the period was SEK -113 m (-412). Operating cash flow was SEK 916 m (526).
- Profit for the period was SEK 1,004 m (770).
- Earnings per share: SEK 3.39 (2.60).

#### **FINANCIAL OVERVIEW**

	Q2	Q2	H1	H1	LTM	FY
SEK m	2018	2017	2018	2017	2018	2017
Net sales	5,260	3,949	9,703	7,393	16,354	14,044
EBITDA	1,048	729	1,809	1,224	2,813	2,228
% of net sales	19.9%	18.5%	18.6%	16.6%	17.2%	15.9%
Operating profit (EBIT)	919	650	1,557	1,067	2,396	1,907
% of net sales	17.5%	16.5%	16.0%	14.4%	14.7%	13.6%
Operating profit (EBIT) before items affecting comparability	919	650	1,557	1,067	2,349	1,860
% of net sales	17.5%	16.5%	16.0%	14.4%	14.4%	13.2%
Profit for the period	629	474	1,004	770	1,729	1,495
Earnings per share, SEK	2.13	1.60	3.39	2.60	5.84	5.05
Cash flow for the period	3	-29	-113	-412	-118	-417
Operating cash flow <sup>(1)</sup>	943	570	916	526	2,117	1,727
Core working capital	4,633	3,304	4,633	3,304	4,633	3,376
Capital expenditure in fixed assets	-127	-71	-205	-134	-377	-306
RoOC	32.1%	32.4%	32.1%	32.4%	32.1%	33.0%

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



# FOCUS ON PROFITABILITY AND CASH FLOW IMPROVEMENTS



Net sales (SEK m) **Q** 6,000 18,000 16,000 14,000 5,000 4,000 12,000 10 000 3,000 8,000 2.000 6.000 4.000 2,000 2016 2016 2016 2017 2017 2017 2017 2018 2018 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Quarterly net sales Rolling 12-month net sales

# Operating profit (EBIT) before i.a.c (SEK m) Q 1,000 900 800 700 600 1,500 1,000 200 1,500 1,000 200 2016 2016 2016 2017 2017 2017 2017 2018 2018 0 Quarterly EBIT before i.a.c. Rolling 12-month EBIT before i.a.c.

I am pleased to conclude a second quarter in which we performed well in capturing underlying market growth and improved EBIT margin in all regions. Total sales grew by 33 percent of which 9 percent was organic, with growth in RV still on high levels and good development for CPV and Aftermarket. The EBIT-margin improved by 1.0 percentage points, despite headwinds from raw material prices.

Americas reported organic growth of 11 percent. The EBIT margin improved by 1.2 percentage points. The underlying margin was negatively impacted by commodity prices and business mix due to high growth in RV OEM of 15 percent. Our efforts to establish dedicated, local organizations for Mobile Cooling and CPV are generating traction through increased market presence and focus. During the quarter, we saw some increased cost releated to further acceleration of these initiatives. SeaStar performed well in the quarter, especially in the Aftermarket.

EMEA reported organic growth of 6 percent and an EBIT margin improvement of 1.1 percentage points. The region reported good OEM performance for RV, CPV and Marine. Despite a cold spring, we also saw a good recovery in the Aftermarket sales especially in the RV AM and CPV AM with 7-8 percent respectively. The activities from our profitability program are yielding results, as a consequence of improved efficiencies and better pricing discipline.

APAC reported organic growth of 7 percent. The EBIT margin improved by 0.3 percentage points, to 23.6%. Aftermarket grew by 9 percent, mainly driven by RV, Retail and CPV.

Operating cash flow increased by 65 percent compared with the same quarter last year. Leverage was at 3.4x at the end of the quarter, and was negatively affected by exchange rate movements. In constant currency, leverage was 3.2x. We expect to see a quick deleveraging in the second half of the year.

Dometic has seen a solid first half of 2018, with organic growth of 9 percent and the EBIT margin has improved by 1.6 percentage points to 16 percent. Total sales were close to SEK 10 billion and EBIT was over SEK 1.5 billion, making us a more robust company. Pricing initiatives have been successfully implemented, the EMEA region has done well in executing the profitability program activities and SeaStar has delivered according to expectations.

A new Head of Group Operations was appointed in May, a key position to improve process ownership and increase efficiency throughout our global operations. I am also pleased to see that the R&D organization is starting to formalize clear strategic measures and long-term plans to build a truly global innovation platform.

The outlook for our combined businesses remains unchanged with an estimated organic growth in line with our target of 5 percent. With the acquisition of SeaStar, 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.

Juan Vargues, President and CEO



#### FINANCIAL SUMMARY - SECOND QUARTER

**Net sales** was SEK 5,260 m (3,949), an increase of 33% compared with the same quarter last year. This comprised 9% organic growth, 3% currency translation and 21% M&A.

**Operating profit (EBIT)** was SEK 919 m (650), an increase of 41% compared with the same quarter last year. The EBIT margin was 17.5% (16.5%). Excluding SeaStar, the EBIT margin was 16.5%.

Items affecting comparability totaled SEK 0 m (0).

**Financial items** totaled a net amount of SEK -72 m (-32), including SEK -103 m in interest on external bank loans (-25) and SEK 19 m for the revaluation of unrealized exchange gains on cash (-7). Other FX revaluations and other items amounted to SEK 11 m (-1) and financial income to SEK 1 m (1).

**Taxes** totaled SEK -218 m (-144), corresponding to 26% (23%) of profit before tax. Current tax amounted to SEK -105 m (-44) and deferred tax to SEK -113 m (-100). Paid tax of 16% is higher compared with the same quarter last year, mainly due to the Group's tax paying position in the U.S. and Canada.

Profit for the quarter was SEK 629 m (474).

Earnings per share was SEK 2.13 (1.60).

**Operating cash flow** was SEK 943 m (570). The improvement was due to a stronger operating profit.

Cash flow for the quarter was SEK 3 m (-29).

**Financial position.** Leverage was 3.4x (1.7) at the end of the second guarter of 2018.

#### **FINANCIAL SUMMARY - FIRST SIX MONTHS**

**Net sales** was SEK 9,703 m (7,393), an increase of 31% compared with the same period last year. This comprised 9% organic growth, 1% currency translation and 21% M&A.

**Operating profit (EBIT)** was SEK 1,557 m (1,067), an increase of 46% compared with same period last year. The EBIT margin was 16.0% (14.4%). Excluding SeaStar, the EBIT margin was 15.3%.

Items affecting comparability totaled SEK 0 m (0).

**Financial items** totaled a net amount of SEK -199 m (-63), including SEK -199 m in interest on external bank loans (-51) and SEK -15 m for the revaluation of unrealized exchange gains on cash (0). Other FX revaluations and other items amounted to SEK 11 m (-14) and financial income to SEK 4 m (1).

**Taxes** totaled SEK -354 m (-234), corresponding to 26% (23%) of profit before tax. Current tax amounted to SEK -171 m (-95) and deferred tax to SEK -183 m (-139).

Profit for the period was SEK 1,004 m (770).

Earnings per share was SEK 3.39 (2.60).

Operating cash flow was SEK 916 m (526).

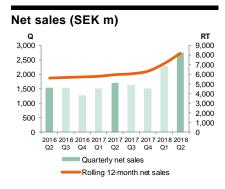
Cash flow for the period was SEK -113 m (-412).

**Significant events after the quarter.** There were no significant events after the quarter.

	Q2	Q2	Chang	e (%)	H1	H1	Chang	je (%)	LTM	FY
SEK m	2018	2017	Rep.	Adj.(1)	2018	2017	Rep.	Adj.(1)	2018	2017
Americas (3)	2,736	1,692	62%	62%	5,024	3,198	57%	62%	8,154	6,329
EMEA	2,064	1,833	13%	6%	3,760	3,360	12%	7%	6,362	5,962
Asia Pacific	460	424	9%	7%	919	835	10%	12%	1,838	1,753
Net sales	5,260	3,949	33%	30%	9,703	7,393	31%	30%	16,354	14,044
Americas (3)	475	274	73%	74%	809	438	85%	91%	1,256	885
EMEA	335	277	21%	14%	544	439	24%	18%	723	618
Asia Pacific	109	99	10%	8%	204	190	7%	8%	370	357
Operating profit (EBIT) bef. i.a.c. <sup>(2)</sup>	919	650	41%	37%	1,557	1,067	46%	45%	2,349	1,860
Americas (3)	17.4%	16.2%			16.1%	13.7%			15.4%	14.0%
EMEA	16.2%	15.1%			14.5%	13.1%			11.4%	10.4%
Asia Pacific	23.6%	23.3%			22.2%	22.8%			20.2%	20.4%
Operating profit % bef. i.a.c.(2)	17.5%	16.5%			16.0%	14.4%			14.4%	13.2%

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

### **AMERICAS**



#### **NET SALES AND OPERATING PROFIT (EBIT)**

Second quarter 2018

Americas reported net sales of SEK 2,736 m (1,692), representing 52% of Group sales. Total growth was 62%, of which 11% was organic growth, 1% currency translation and 50% M&A.

Operating profit (EBIT) was SEK 475 m (274); an increase of 73% compared with the same quarter last year. The EBIT margin was 17.4% (16.2%).

Items affecting comparability totaled SEK 0 m (0).

#### **Market development**

For the rolling three-month period March – May 2018, US RV shipments increased by 6% to 144,119 units compared with the same period last year. For the January – May period 2018, RV shipments increased by 10% to 229,598 units.

Sales of US power boats increased by 3% for the rolling 12-month period from June 2017 – May 2018.

#### **Business highlights, Q2**

Total OEM sales growth was 59%, of which growth in constant currency adjusted for the acquisition of SeaStar was 15%.

Total Aftermarket sales growth was 68%, of which growth in constant currency adjusted for the acquisition of SeaStar was 6%.

RV OEM reported strong sales growth and demand remain solid.

Marine OEM excluding SeaStar reported good sales growth. SeaStar performed well with good sales growth and profitability.

CPV OEM reported strong sales growth. Efforts to establish a dedicated team continue and yield good results.

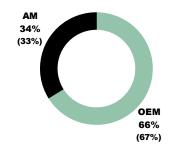
Aftermarket, excluding SeaStar, reported good sales growth mainly driven by very strong Retail and good RV AM sales.

Proceedings related to the putative class action complaints continue; After the court in California granted Dometic's requests to transfer the cases pending in California to the Southern District of Florida, the proceedings in California are closed.

All cases have now been consolidated in front of the same judge who previously granted summary judgment in favor of Dometic.

We remain firm in our position that the allegations in the cases are without merit.

#### Sales split AM/OEM



NET SALES

2,736

**SEK MILLION** 

(1,692)

OPERATING PROFIT (EBIT)<sup>1</sup>
475
SEK MILLION
(274)

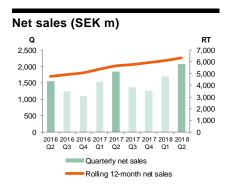
OPERATING MARGIN (EBIT%)¹

17.4%

(16.2%)

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

### **EMEA**



#### **NET SALES AND OPERATING PROFIT (EBIT)**

Second quarter 2018

EMEA reported net sales of SEK 2,064 m (1,833), representing 39% of Group sales. Total growth was 13%, of which 6% was organic growth, 7% currency translation and 0% M&A.

Operating profit (EBIT) was SEK 335 m (277); an increase of 21% compared with the same quarter last year. The EBIT margin was 16.2% (15.1%). The EMEA profitability improvement program is progressing according to plan.

Items affecting comparability totaled SEK 0 m (0).

#### Market development

For the rolling three-month period March – May 2018, RV registrations in the largest European markets, excluding the UK and Spain, increased by 3% to 52,585 units. For the January – May period 2018, RV registrations increased by 8% to 67,073 units.

Heavy truck registrations increased by 0% in the rolling three-month period March – May 2018, compared with the same period last year.

#### **Business highlights, Q2**

Total OEM sales growth was 15%, of which growth in constant currency was 8%. Total Aftermarket sales growth was 11%, of which growth in constant currency was 5%.

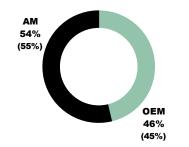
RV OEM reported good sales growth. Demand remained positive on key European markets.

Marine OEM reported high sales growth.

CPV OEM reported strong sales growth. There was high demand in the passenger vehicle segment and a solid performance in the commercial vehicle segment.

Aftermarket reported good sales growth and margin improvement, mainly driven by RV AM and CPV AM.

#### Sales split AM/OEM



Q2

2,064
SEK MILLION
(1,833)

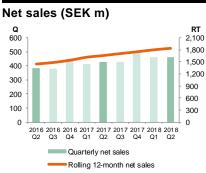
OPERATING PROFIT (EBIT)¹

335
SEK MILLION
(277)

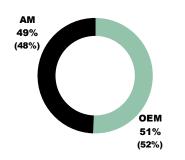


<sup>&</sup>lt;sup>1</sup> Before i.a.c.

### **APAC**



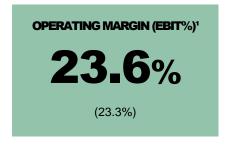
#### Sales split AM/OEM



Q2

**NET SALES SEK MILLION** (424)

**OPERATING PROFIT (EBIT)**<sup>1</sup> **SEK MILLION** (99)



<sup>&</sup>lt;sup>1</sup> Before i.a.c.

#### **NET SALES AND OPERATING PROFIT (EBIT)**

Second quarter 2018

APAC reported net sales of SEK 460 m (424), representing 9% of Group sales. Total growth was 9%, of which 7% was organic growth, 2% currency translation and 0% M&A.

Operating profit (EBIT) was SEK 109 m (99), an increase of 10% compared with the same quarter last year. The EBIT margin was 23.6% (23.3%).

Items affecting comparability totaled SEK 0 m (0).

#### **Market development**

For the rolling three-month period March - May 2018, Australian domestic RV production decreased by -4% to 5,819 units. For the January – May period 2018 RV production increased by 1% to 8,946 units.

#### **Business highlights, Q2**

Total OEM sales growth was 7%, of which growth in constant currency was 6%. Total Aftermarket sales growth was 11%, of which growth in constant currency was

RV OEM reported strong sales growth, with double-digit growth in Asia. Good performance in Australia and New Zeeland.

Marine OEM reported good development. Strong sales growth in Pacific, whilst somewhat weaker in Asia.

CPV OEM reported good performance. Profitability was positively affected by the termination of inverter sales in China.

Aftermarket reported high sales growth. Sales was mainly driven by the Retail, RV and CPV business areas.

# PARENT COMPANY DOMETIC GROUP AB (PUBL)

Second 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 second quarter of 2018, the Parent Company had an operating profit of SEK -5 m (5), including administrative expenses of SEK -54 m (-32) and other operating income of SEK 49 m (37), of which the full amount relates to income from Group subsidiaries.

Profit (loss) from financial items totaled SEK -312 m (113), including interest income from Group subsidiaries of SEK 61 m (4), interest expenses to Group subsidiaries of SEK 0 m (0) and other financial income and expenses of SEK -373 m (109).

Profit (loss) for the quarter amounted to SEK -2 m (-15).

#### First six months

For the first six months of 2018, the Parent Company had an operating profit (loss) of SEK -6 m (2), including administrative expenses of SEK -92 m (-68) and other operating income of SEK 86 m (70), of which the full amount relates to income from Group subsidiaries.

Profit (loss) from financial items totaled SEK -519 m (128), including interest income from Group subsidiaries of SEK 117 m (28), interest expenses to Group subsidiaries of SEK 0 m (0) and other financial income and expenses of SEK -636 m (100).

Profit (loss) for the first six months amounted to SEK -5 m (-3).

For further information, please refer to the Parent Company's condensed financial statements on page 11.

#### SIGNATURES OF THE BOARD OF DIRECTORS

The Board of Directors and the President and CEO certify that the Interim Report gives a true and fair overview of the Parent Company's operations, their financial position and results of operations, and describes the significant risks and uncertainties facing the Parent Company and other companies in the Group.

Solna, July 18, 2018

Fredrik Cappelen Chairman of the Board Heléne Vibbleus Board member

Rainer E. Schmückle Board member Jacqueline Hoogerbrugge Board member

Magnus Yngen Board member Erik Olsson Board member

Peter Sjölander Board member Juan Vargues
President and CEO

#### **REVIEW**

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

### **CONSOLIDATED INCOME STATEMENT**

	Q2	Q2	H1	H1	FY
SEK m	2018	2017	2018	2017	2017
Net sales	5,260	3,949	9,703	7,393	14,044
Cost of goods sold	-3,503	-2,637	-6,567	-4,996	-9,599
Gross Profit	1,757	1,312	3,136	2,397	4,445
Sales expenses	-591	-458	-1,117	-909	-1,791
Administrative expenses	-226	-170	-417	-359	-667
Other operating income and expenses	32	-17	62	-27	-52
Items affecting comparability	0	0	0	0	47
Amortization of acquisition related intangible assets	-54	-17	-105	-35	-76
Operating profit	919	650	1,557	1,067	1,907
Financial income	1	1	4	1	6
Financial expenses	-73	-33	-203	-64	-212
Loss from financial items	-72	-32	-199	-63	-206
Profit before tax	847	618	1,358	1,004	1,700
Taxes	-218	-144	-354	-234	-206
Profit for the period	629	474	1,004	770	1,495
Profit for the period attributable to owners of the Parent Company	629	474	1,004	770	1,495
Earnings per share before and after dilution effects, SEK - Owners of the Parent Company	2.13	1.60	3.39	2.60	5.05
Number of shares, million	295.8	295.8	295.8	295.8	295.8

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

SEK m	Q2 2018	Q2 2017	H1 2018	H1 2017	FY 2017
Profit for the period	629	474	1,004	770	1,495
Other comprehensive income Items that will not be reclassified subsequently to profit or loss:					
Remeasurements of defined benefit pension plans, net of tax	9	-1	30	-3	0
Items that may be reclassified subsequently to profit or loss:  Cash flow hedges, net of tax  Gains/losses from hedges of net investments in foreign operations, net of tax  Exchange rate differences on translation of foreign operations	-21 -19 650 <b>610</b>	-1 -11 57 -440 -394	30 12 -84 954 882	-3 -7 41 -405 -371	25 66 -502 -411
Other comprehensive income for the period	619	-395	912	-374	-411
Total comprehensive income for the period	1,248	79	1,916	396	1,084
Total comprehensive income for the period attributable to owners of the Parent Company	1,248	79	1,916	396	1,084

# CONSOLIDATED BALANCE SHEET (IN SUMMARY)

SEK m	Jun 30, 2018	Jun 30, 2017	Dec 31, 2017
ASSETS			
Non-current assets			
Goodwill and trademarks	18,193	12,486	17,016
Other intangible assets	4,455	975	4,260
Tangible assets	2,107	1,575	1,952
Deferred tax assets	732	1,062	897
Derivatives, long-term	11	3	1
Other non-current assets	73	56	65
Total non-current assets	25,571	16,157	24,191
Current assets			
Inventories	3,707	2,697	3,350
Trade receivables	2,520	1,915	1,485
Current tax assets	226	53	180
Derivatives, short-term	110	37	90
Other current assets	577	286	418
Prepaid expenses and accrued income	126	99	132
Cash and cash equivalents	1,089	1,169	1,159
Total current assets	8,355	6,256	6,814
TOTAL ASSETS	33,926	22,413	31,005
EQUITY	15,824	13,826	14,514
LIABILITIES			
Non-current liabilities			
Liabilities to credit institutions, long-term	10,457	4,205	9,810
Deferred tax liabilities	2,016	593	1,901
Other non-current liabilities	44	16	_
Provisions for pensions	697	534	687
Other provisions, long-term	152	124	131
Total non-current liabilities	13,366	5,472	12,529
Current liabilities			
Liabilities to credit institutions, short-term	1,141	339	733
Trade payables	1,595	1,308	1,459
Current tax liabilities	337	336	371
Advance payments from customers	38	20	23
Derivatives, short-term	68	38	45
Other provisions, short-term	307	206	289
Other current liabilities	361	211	264
Accrued expenses and prepaid income	889	657	778
Total current liabilities	4,736	3,115	3,962
TOTAL LIABILITIES	18,102	8,587	16,491
TOTAL EQUITY AND LIABILITIES	33,926	22,413	31,005

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (IN SUMMARY)

	H1	H1	FY
SEK m	2018	2017	2017
Opening balance of the period	14,514	13,977	13,977
Profit for the period	1,004	770	1,495
Other comprehensive income for the period	912	-374	-411
Total comprehensive income for the period	1,916	396	1,084
Transactions with owners			
Dividend to shareholders of the Parent Company	-606	-547	-547
Total transactions with owners	-606	-547	-547
Closing balance of the period	15,824	13,826	14,514

### **CONSOLIDATED STATEMENT OF CASH FLOW**

	Q2	Q2	H1	H1	FY
SEK m	2018	2017	2018	2017	2017
Cash flow from operations					
Operating profit	919	650	1,557	1,067	1,907
Adjustment for other non-cash items					
Depreciation and amortization	129	79	252	157	321
Adjustments for other non-cash items	97	-2	69	-2	-99
Changes in working capital					
Changes in inventories	157	14	-97	-117	-361
Changes in trade receivables	-286	-255	-910	-893	-151
Changes in trade payables	-20	100	32	323	296
Changes in other working capital	74	55	218	125	120
Income tax paid	-139	-44	-236	-39	-105
Net cash flow from operations	931	597	885	621	1,928
Cash flow from investments					
Acquisition of operations	16	_	16	-187	-7,482
Investments in fixed assets	-127	-71	-205	-134	-306
Proceeds from sale of fixed assets	2	1	67	1	139
Deposit	0	_	-233	_	_
Other investing activities	-2	-1	-3	-2	-4
Net cash flow from investments	-111	-71	-358	-322	-7,653
Cash flow from financing					
Borrowings from credit institutions	-104	36	438	36	6,301
Repayment of loans to credit institutions	_	-5	-233	-117	-229
Paid interest	-100	-25	-187	-51	-99
Received interest	1	1	2	1	5
Other financing activities	-7	-15	-53	-33	-122
Dividend paid out to shareholders of the Parent Company	-606	-547	-606	-547	-547
Net cash flow from financing	-817	-555	-639	-711	5,308
Cash flow for the period	3	-29	-113	-412	-417
Cash and cash equivalents at beginning of period	1,066	1,213	1,159	1,599	1,599
Exchange differences on cash and cash equivalents	20	-15	43	-18	-23
Cash and cash equivalents at end of period	1,089	1,169	1,089	1,169	1,159

# PARENT COMPANY INCOME STATEMENT

	Q2	Q2	H1	H1	FY
SEK m	2018	2017	2018	2017	2017
Administrative expenses	-54	-32	-92	-68	-133
Other operating income	49	37	86	70	130
Operating profit	-5	5	-6	2	-3
Interest income subsidiaries	61	4	117	28	50
Interest expenses subsidiaries	0	0	0	0	_
Other financial income and expenses	-373	109	-636	100	-77
Profit (loss) from financial items	-312	113	-519	128	-28
Group contributions	315	-133	520	-133	-157
Profit (loss) before tax	-2	-15	-5	-3	-188
Taxes	0	0	0	0	2
Profit (loss) for the period	-2	-15	-5	-3	-186

# PARENT COMPANY BALANCE SHEET (IN SUMMARY)

	Jun 30,	Jun 30,	Dec 31,
SEK m	2018	2017	2017
ASSETS			
Shares in subsidiaries	16,622	13,563	16,622
Other non-current assets	5,575	16	5,116
Total non-current assets	22,197	13,579	21,738
Current assets	758	2,070	893
TOTAL ASSETS	22,955	15,649	22,631
EQUITY	10,234	11,028	10,845
PROVISIONS			
Provisions	34	14	27
Total provisions	34	14	27
LIABILITIES			
Non-current liabilities	10,457	4,205	9,810
Total non-current liabilities	10,457	4,205	9,810
Current liabilities	2,230	402	1,949
Total current liabilities	2,230	402	1,949
TOTAL EQUITY AND LIABILITIES	22,955	15,649	22,631

#### **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 1-19 and pages 1-7 are thus an integral part of this financial report (IAS 34.16A).

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.

### New and amended accounting policies for 2018 adopted by the Group

The Group has adopted IFRS 15 Revenue from Contracts with Customers. This supersedes all current revenue recognition requirements under IFRS. The Group has chosen to use the full retrospective transition method. The standard came into effect as of January 1, 2018. The Group concluded that comparative figures for the 2017 financial year do not need to be restated since the impact is immaterial, which is why there is no effect in the first half year 2018. Consequently, no transition provision was required to be disclosed at the end of December 2017. The accounting policies for the Group's main type of revenue are described below.

The standard IFRS 9 Financial instruments is also adopted and came into effect as of January 1, 2018.

### Changes in accounting policies, applicable as of January 1, 2018

As described above, the accounting principles applied correspond to those described in the 2017 Annual Report, with the exception of IFRS 15 Revenue from Contracts with Customers and IFRS 9 Financial Instruments, for which there are changes to Dometic's accounting and valuation principles compared with the principles described in Notes 2 and 4 of the 2017 Annual Report.

The detailed description of the accounting and valuation principles applied by the Group in this interim report are to be read in addition to descriptions found in Notes 1, 2 and 4 of the 2017 Annual Report, available at www.dometic.com.

#### 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 2017 Annual Report, Note 2.

#### IFRS 16 Leases

Dometic is currently assessing the impact of the new standard. Ongoing activities include further analysis of lease terms in agreements. Indications so far in the investigation phase, during which contracts have been compiled and analyzed at a high level, are that some impact is expected on financial reporting as of 2019. Note 8 in the Annual Report discloses the future cash flows for current operating leases. These cash flows, discounted

to present value, may provide an indication of the increase in assets and liabilities that the Group will see in the balance sheet.

The Group is not able to quantify the impact on its consolidated financial statements at this stage of the project.

For the IFRS 16 transition, Dometic has decided to use the modified retrospective approach.

The standard is effective as of January 1, 2019. Dometic will not adopt earlier application.

Accounting principles to be read in addition to the descriptions in Notes 1, 2 and 4 of the 2017 Annual Report

#### IFRS 15 Revenue from Contracts with Customers

Revenue recognition in Dometic Group is based on IFRS 15 – Revenue from Contracts with Customers. This standard specifies the requirements for recognizing revenue from all contracts with customers, except for contracts that are within the scope of the Standards on leasing, insurance contracts and financial instruments

Dometic is in the business of manufacturing and selling a diverse range of products within Climate, Hygiene & Sanitation, Food & Beverage, Power & Control and Safety & Security. These products are primarily for use in Recreational Vehicles, pleasure boats, work boats, trucks and premium cars.

Products in the area of Mobile living are sold via the two sales channels Original Equipment Manufacturer (OEM) and Aftermarket (AM).

The new revenue model is made up of a series of steps required to help entities determine when and how much revenue to recognize.

In the first step of the revenue model, the Group identifies the contract with a customer. This is then followed by the second step, in which the various goods and services that need to be accounted for separately, or distinct performance obligations, are identified. In the third step, the Group determines the transaction price, which is the total amount to which the Group expects to be entitled, and then in the fourth step the transaction price is allocated to the distinct performance obligations. Finally, the amount of revenue allocated to each distinct performance obligation is recognized either at a point in time or over a period of time, depending on when the customer acquires control over the promised goods or services in that performance obligation.

#### Customer contract

Purchase orders from the customer, which is the most common way of ordering goods, qualify as an IFRS 15 contract, including all enforceable rights and obligations required.

#### Distinct performance obligations

The promises are all distinct, since the customer can benefit from the goods on their own and the service (if included in a contract) together with the readily available goods. Each promise (performance obligation) is accounted for separately.

In the rare cases where the Group offers installation services, revenue for that performance obligation is recognized over the



contract period during which the service is provided. At present, the service part of the Group's revenue is immaterial, which is why revenue over time is not separately presented in the disclosures.

#### Transaction price

Sales are recorded based on the price specified in the customer agreements, net of the estimated discounts and returns at the time of sale. Accumulated experience is used to estimate and provide for the discounts and returns. If the consideration includes a variable amount, the transaction price includes an estimate of what the entity will be entitled to receive. Estimated discounts are accounted for at the time of the sale and simultaneously reduce external revenue. The amount is estimated by using either the expected value or the most likely amount.

The revenue estimate is included in the transaction price only if it is highly probable that there will not be a significant reversal in the amount of cumulative revenue recognized.

#### Revenue recognition

Revenue is recognized when the Group has fulfilled its performance obligation, which means the Group has transferred the promised good or service to the customer. The goods or service are regarded as transferred when the customer has obtained control of the good or service. Revenue from the sale of goods and services is recognized in a pattern that reflects the transfer of control of the promised goods or service to the customer, and this takes place when the customer has obtained the ability to direct the use of the goods and obtained substantially all remaining benefits from the asset.

Control either transfers to the customer over time or at a point in time, and this is determined at contract inception. The assessment of whether control transfers over time or at a point in time is critical to the timing of revenue recognition, since revenue is recorded when or as control transfers.

The Group has a limited number of arrangements where the performance obligations are satisfied over time, including some services but also a small volume of customized goods constructed for customers. To achieve valid revenue timing, progress toward satisfaction of a performance obligation must be measured.

Indicators for the transfer of control at a point in time for goods are if the Group has a right to payment for the goods or if the customer has legal title to the goods. Other indicators which the Group considers are if the Group has transferred physical possession of the goods and if the customer has the significant risks and rewards related to the ownership of the goods.

Additionally, the Group considers whether the customer has accepted the goods in accordance with the customer acceptance clause.

International commercial terms are important as a checkpoint, to determine when control transfers to a customer. The Group must use judgement to determine whether all relevant IFRS control factors collectively indicate that the customer has obtained control before recognizing revenue.

#### Financing component

If the timing of the payment of the consideration is in advance or deferred and the timing provides a significant financing benefit, the payments are adjusted for the time value of money. However, since sales are normally made with a credit term of 30-60 days, which is consistent with market practice, no element of financing is considered to exist.

#### Right to return

Revenue is not recognized for products expected to be returned in cases where the customer has a contractual right of return. A liability for the refund (refund accrual) and an asset plus a corresponding adjustment to cost of goods sold for the right to recover products from customers on settling the refund accrual is recorded.

#### Warranty

Dometic offers a standard warranty, normally of between two and three years. In some cases, an extended warranty may be offered to the customer. The standard warranty is recorded as a provision and a warranty cost in the income statement, whereas the extended warranty is a separate performance obligation. The portion of the transaction price in the contract that is allocated to the extended warranty is accounted for as revenue over the term of the warranty period.

#### **IFRS 9 Financial Instruments**

IFRS 9 Financial instruments addresses the classification, recognition, measurement and impairment of financial instruments and hedge accounting. The standard replaces the earlier IAS 39 standard and is effective from January 1, 2018, although early adoption is permitted.

Dometic will apply the new standards effective from January 1, 2018, with no comparative historical adjustments as permitted by the standard.

Dometic has reviewed the standard during latter 2016 and 2017 with the conclusion presented in the Annual report 2017 that the new rules regarding classification and valuation have an immaterial impact on Dometic Group. As a result of this, no material transition effects have been identified and no transition effect is recorded in the group financial statements on December 31, 2017.

Dometic determined that all existing hedge relationships that are currently designated in effective hedging relationships will continue to qualify for hedge accounting under IFRS 9.

#### Financial assets

Financial assets are initially recognized at fair value plus transaction costs for all financial assets not carried at fair value through profit and loss. Financial assets carried at fair value through profit or loss are initially recognized at fair value, and transaction costs are expensed in the income statement. Financial assets are derecognized when the rights to receive cash flows from the investments have expired and substantially all risks and rewards of ownership are transferred. Regular way purchases and sales of financial assets are recognized on tradedate, the date on which the Group commits to purchase or sell the asset.

Dometic classifies and measures its financial assets in the following categories: Amortized cost and fair value through profit and loss.

a) Amortized costs: The Group's financial assets at amortized cost comprise trade receivables and other receivables as well as cash and cash equivalents in the balance sheet. The objective of holding these financial assets is to collect the contractual cash flows, thus the "hold to collect" business model. The cash flows from these assets are solely payment of principal and interest, and are therefore measured at amortized cost. Selling or trading these financial assets are not part of the business model. If a sale would occur, it would be incidental and low frequent.

Trade receivables within this category are amounts due from customers in the ordinary course of



business. Trade receivables are recognized initially at fair value and subsequently measured at amortized cost using the effective interest method, less provision for impairment.

b) Fair value through profit and loss: Financial derivatives that are not subject to hedge accounting are always recognized at fair value through profit and loss. Valuation of financial derivatives at fair value is done at the most recent updated market prices. Gains or losses arising from changes in the fair value of the "financial assets at fair value through profit or loss" category is presented in the operating result or financial net in the income statement depending on the nature of the economic relationship with the underlying asset.

Assets are classified as current assets if expected to be settled within 12 months, otherwise they are classified as non-current. Receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for maturities later than 12 months after the balance sheet date.

#### Impairment of financial assets

The Group has revised its impairment methodology for financial assets subject to IFRS 9's impairment model for financial assets leading to a so called expected credit loss model. With start on January 1, 2018, Dometic recognizes expected credit losses over the expected life of the trade receivables. Historical information by legal entity is used regarding credit loss experience and ageing to forecast future credit losses. In addition, current and forward-looking information by legal entity is used to reflect current and expected future losses. To support and harmonize the organization, a calculation matrix for calculating expected credit losses has been developed by headquarters and distributed to the relevant functions throughout the Group.

Dometic applies the simplified approach to measure life time expected credit losses for trade receivables to provide for losses each closing. The new model changed the loss allowance immaterially.

#### Financial liabilities

Financial liabilities are recognized initially at fair value, net of transaction costs incurred. Liabilities to credit institutions are subsequently stated at amortized cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognized in the income statement over the period of the borrowings using the effective interest method. Fees paid on the establishment of loan facilities are recognized as transaction costs of the loan to the extent that it is probable that some or all of the facility will be drawn down. In this case, the fee is deferred until the draw-down occurs. To the extent there is no evidence that it is probable that some or all of the facility will be drawn down, the fee is capitalized as a pre-payment for liquidity services and amortized over the period of the facility to which it relates. Liabilities to credit institutions are classified as current liabilities unless the Group has the right to defer settlement of the liability for at least 12 months after the balance sheet date. A financial liability is derecognized when the obligation under the liability is discharged or cancelled or expires.

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Trade payables are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade payables are recognized initially at fair value and subsequently measured at amortized cost using the effective interest method.

#### Offsetting financial instruments

Financial assets and liabilities are offset and the net amount reported in the balance sheet, when there is a legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis or realize the asset and settle the liability.

Derivative financial instruments and hedging activities
Derivatives are initially recognized at fair value on the date a
derivative contract is entered into and are subsequently remeasured at their fair value. The method of recognizing the
resulting gain or loss depends on whether the derivative is
designated as a hedging instrument, and if so, the nature of the
item being hedged. The derivatives in Dometic hedge a
particular risk associated with a recognized asset or liability or a
highly probable forecast transaction (cash flow hedge).

#### Cash flow hedge

The effective portion of changes in the fair value of derivatives that are designated and qualify as cash flow hedges is recognized in other comprehensive income, and accumulated in reserves in equity. The gain or loss relating to the ineffective portion is recognized immediately in the income statement. Amounts accumulated in equity are accounted for in the income statement in the periods when the hedged item affects profit or loss. The gain or loss relating to the effective portion of interest rate swaps hedging variable rate borrowings are recognized in the financial net. The gain or loss relating to the ineffective portion is also recognized in the financial net. When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in equity at that time remains in equity and is recognized when the forecast transaction is ultimately recognized in the income statement.

#### Net investment hedges

Dometic applies hedge accounting for net investment in foreign operations. Hedges of net investments in foreign operations are accounted for similarly to cash flow hedges. Any gain or loss on the hedging instrument relating to the effective portion of the hedge is recognized in other comprehensive income and accumulated in reserves in equity. The gain or loss relating to the ineffective portion is recognized immediately in profit or loss within other income or other expenses. Gains and losses accumulated in equity are reclassified to profit or loss when the foreign operation is sold.

#### **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 2017 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.

The fair value of Dometic's derivative asset and liabilities were SEK 121 m (Q2 2017: SEK 40 m) and SEK 68 m, (Q2 2017: SEK 38 m). 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**

Jun 30, 2018	Balance sheet carrying amount	Financial instruments at amortized cost	Financial instruments at fair value	Derivatives used for hedging
Per category				
Derivatives	121	_	17	104
Financial assets	4,260	4,260	-	-
Total financial assets	4,381	4,260	17	104
Derivatives	68	_	23	45
Financial liabilities	13,554	13,554	-	_
Total financial liabilities	13,622	13,554	23	45

**NOTE 4 | SEGMENT INFORMATION** 

	Q2	Q2	H1	H1	FY
SEK m	2018	2017	2018	2017	2017
Net sales, external Americas <sup>(1)</sup>					
OEM	1,811	1,140	3,542	2,270	4,576
Aftermarket	925	552	1,482	928	1,753
Americas net sales, external	2,736	1,692	5,024	3,198	6,329
RV	1,620	1,436	2,990	2,718	5,341
Marine	1,012	155	1,850	301	651
CPV	58	56	109	108	208
Other (Lodging and Retail)	46	45	75	70	128
Americas net sales, external	2,736	1,692	5,024	3,198	6,329
EMEA				<u> </u>	
OEM	955	832	1,879	1,664	3,154
Aftermarket	1,108	1,002	1,881	1,696	2,808
EMEA net sales, external	2,064	1,833	3,760	3,360	5,962
RV	900	797	1,756	1,575	2,821
Marine	224	204	415	385	725
CPV	555	475	963	857	1,553
Other (Lodging and Retail)	385	358	625	544	863
EMEA net sales, external	2,064	1,833	3,760	3,360	5,962
APAC					
OEM	233	219	448	407	847
Aftermarket	227	205	471	428	907
APAC net sales, external	460	424	919	835	1,753
RV	258	239	479	448	921
Marine	24	26	57	54	109
CPV	44	40	89	78	160
Other (Lodging and Retail)	134	119	294	254	563
APAC net sales, external	460	424	919	835	1,753
Net sales, external					
Americas (1)	2,736	1,692	5,024	3,198	6,329
EMEA	2,064	1,833	3,760	3,360	5,962
APAC	460	424	919	835	1,753
Total net sales, external	5,260	3,949	9,703	7,393	14,044
Operating profit (EBIT) before i a c					
Americas (1)	475	274	809	438	885
EMEA	335	277	544	439	618
APAC	109	99	204	190	357
Total Operating profit before i a c	919	650	1,557	1,067	1,860
Items affecting comparability					
Americas (1)	_	-	_	_	-58
EMEA	_	-	_	-	-61
APAC	_	-	_	_	166
Total i a c	_		_	-	47
Operating profit (EBIT)					
Americas (1)	475	274	809	438	827
EMEA	335	277	544	439	557
APAC	109	99	204	190	523
Total operating profit (EBIT)	919	650	1,557	1,067	1,907
Financial income	1	1	4	1	6
Financial expenses	-73	-33	-203	-64	-212
Taxes	-218	-144	-354	-234	-206
Profit for the period	629	474	1,004	770	1,495

<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 2017 Annual Report.



#### NOTE 5 | ITEMS AFFECTING COMPARABILITY

	Q2	Q2	H1	H1	FY
SEK m	2018	2017	2018	2017	2017
Relocation China	-	-	-	_	166
Acquistion-related costs SeaStar Solutions	_	-	-	_	-58
EMEA profitability improvement program	_	-	-	-	-61
Total	_	_	-	_	47

## 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 2018.

# NOTE 7 | ACQUISITIONS AND DIVESTMENTS 2018

Acquisition of SeaStar Solutions

During Q1 2018 the goodwill in the preliminary purchase price allocation has been adjusted with SEK +13 m. In Q2 2018 a repayment of the purchase price consideration held in escrow of SEK 16 m was received and adjusted against goodwill (reducing goodwill with SEK -16 m).

Acquisition of IPV and Oceanair Marine Limited
The purchase price allocation of IPV and Oceanair Marine
Limited are considered as final. No changes have been made.

#### 2017

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 m (SEK 7,286 m). The summary of value adjustments recognized as a result of the preliminary purchase price allocation of SeaStar Solutions amounts in total to SEK 7,361 m, including goodwill of SEK 3,361 m, trademarks and tradenames SEK 1,376 m, other intangible assets SEK 3,365 m, tangible assets SEK 347 m, other non-current assets SEK 1 m, cash SEK 1 m, net operating assets and liabilities SEK 686 m and provisions and other noncurrent liabilities of SEK -1,777 m.

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. Acquisition-related costs amount to SEK 58 m, reported as items affecting comparability in Q4 2017. Sales and cost synergies of USD 20 m 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 m and operating profit by SEK 5 m, including step-up costs

for fair value revaluation of inventory of SEK 9 m. If the acquisition had been consolidated as of January 1, 2017, the effect on pro forma net sales would have been USD 320 m and EBITDA of USD 85 m.

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.

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 m, 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 m for the 2015/2016 fiscal year. The initial purchase price was GBP 14.0 m in cash, with an additional earn-out consideration of a maximum of GBP 2.5 m 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 m, including goodwill of SEK 80 m, other intangible assets (trademarks and customer relationships) of SEK 100 m, and a deferred tax liability of SEK 20 m. Acquisition-related costs expensed in the consolidated income statement Q1 2017 amounts SEK 2.5 m.

The total purchase price consideration in cash for the transactions (IPV, Oceanair), less cash and cash equivalents, amounts to SEK 197 m, including earn-out paid in the third quarter 2017. The acquisitions did not have any significant impact on operating profit during 2017.

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

There were no significant events after the quarter.

# 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 for the detailed reconciliation.

#### Core working capital

Consists of inventories and trade receivables less trade payables.

#### **EBITDA**

Operating profit (EBIT) before 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**

#### ΔМ

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

Items affecting comparability are events or transactions with significant financial effects, which are relevant for understanding the financial performance when comparing profit for the current period with previous periods. Items included are for example restructuring programs, expenses related to major revaluations, gains and losses from acquisitions or disposals of subsidiaries.

#### Interest-bearing debt

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

#### **Net profit**

Profit (loss) for the period

#### OCI

Other comprehensive income.

#### ) EM

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)**

Earnings before financial items and taxes.

#### Operating profit (EBIT) margin

Operating profit (EBIT) divided by net sales.

#### RV

Recreational Vehicles.

#### Q2 2018

April to June 2018 for Income Statement.

#### Q2 2017

April to June 2017 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), July 18, 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 3008 9802
US: +1 855 831 5944

Webcast URL and presentation are available at www.dometic.com

# **CONTACT DETAILS**Dometic Group AB (publ)

Hemvärnsgatan 15 SE-171 54 Solna, Sweden Phone: +46 8 501 025 00

www.dometic.com

Corporate registration number 556829-4390

#### **ABOUT DOMETIC**

Dometic is a global market leader in branded solutions for mobile living in the areas of Climate, Hygiene & Sanitation, Food & Beverage, Power & Control and Safety & Security. 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 and assembly sites in eleven countries and sell our products in approximately 100 countries. We have a global distribution and dealer network in place to serve the aftermarket. Dometic employs approximately 8,800 people worldwide, had net sales of SEK 14.0 billion in 2017 and is headquartered in Solna, Sweden.

## FOR FURTHER INFORMATION, PLEASE CONTACT

Johan Lundin

Head of Investor Relations and Communications

Phone: +46 8 501 025 46 E-mail: ir@dometic.com This information is information that Dometic Group AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication, through the agency of the contact person set out above, at 08:00 CEST on July 18, 2018.

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

OCTOBER 25, 2018: Interim report for the third quarter 2018.

FEBRUARY 8, 2019: Year-end report 2018