

# First Quarter Report 2018





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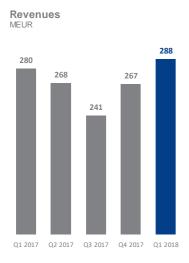


### HIGHLIGHTS 1st QUARTER 2018

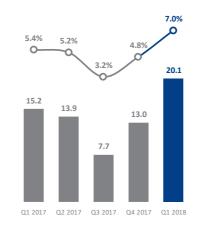
- Revenues were MEUR 288.3 in the first quarter, MEUR 7.9 (+2.8%) above the first quarter last year, despite . negative currency translation effects of MEUR 18.7.
- Adjusted EBIT amounted to MEUR 20.1 in the first quarter, MEUR 4.9 above the first quarter last year. •
- Annualized business wins in the first quarter amounted to MEUR 66.1 bringing the total annualized business wins for the last twelve months to MEUR 321.4.
- The adjusted gearing ratio (NIBD/adj. EBITDA) was 2.4 for the first quarter 2018. •

KEY FIGURES			
(MEUR)	Q1 2018	Q1 2017	FY 2017
Revenues	288.3	280.4	1056.6
EBITDA	25.0	19.1	69.2
in % Revenues	8.7 %	6.8 %	6.5 %
Adjusted EBIT*	20.1	15.2	49.8
in % Revenues	7.0 %	5.4 %	4.7 %
EBIT	14.8	8.0	23.8
in % Revenues	5.1 %	2.8 %	2.3 %
Net Profit / (Loss)	9.7	0.2	(8.0)
Adjusted NIBD / EBITDA (LTM)	2.4	2.7	2.4
Equity ratio (%)	25.9%	29.1%	26.4%

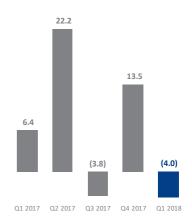
\* Adjusted for restructuring costs, see section APM for the reconciliation.



Adjusted EBIT and margin MEUR and in % Revenue



**Operating Cash Flow** MEUR



### 



# **CEO Letter**

I am delighted by the continued strong markets in the quarter as well as our ability to perform operationally well at the same time as we move forward with our improvement activities. Q1 in the automotive supply industry is traditionally a quarter that to a large extent sets the tone for the full year. We continue to be committed to our plan that we presented at our Capital Markets' Day and our Q1 results confirm this.

### **Overall Performance and Market Conditions**

On a constant exchange rate basis, our overall Q1 revenues grew by MEUR 26.6 compared to the same quarter last year to MEUR 288.3, a growth rate of 10%. The largest single driver for this growth was increased volumes for the vehicle platforms of our customers where we have content, although we also experienced growth due to ramping up of programs recently put into production. Unfortunately, we had unfavorable exchange rate effects compared to last year of MEUR 18.7. This lead to an overall revenue growth of MEUR 7.9 from MEUR 280.4 last year to MEUR 288.3 this year.

Adjusted EBIT for Q1 2018 vs. Q1 2017 grew by MEUR 4.9, a fall through of more than 60%. The fall through percentage was positively impacted by product mix and the sale of our ePower business. Increases in commodity raw material costs continued to affect our fall through negatively. Our performance improvement and cost reduction plans as well as our portfolio adjustments have started producing improved results evidenced by the fall through.

Our overall market growth expectations for 2018 as presented during our Capital Markets' Day in November 2017 were confirmed in Q1 2018.

The quarterly global light duty vehicle production decreased by 0.7% vs. prior year, mainly driven by the Chinese (-3.2%) and North American (-2.6%) markets. Europe and ROW increased slightly, each by less than 1%. South America grew by more than 10%, albeit from a low base. In North America, although the number of vehicles produced declined, automotive suppliers saw an increase in revenues due to growth in the higher priced vehicle segments.

The quarterly global commercial vehicle production increased by 14% vs. prior year, mainly driven by the Chinese (23%) and North American (19%) markets. Commercial vehicle production in Europe was practically flat with a growth rate of 0.9%.

### **New Business Wins**

There are many highlights in our Q1 performance. Let me point out one that is particularly important for our future growth: new business wins. Q1 is traditionally the weakest booking quarter in the year from a seasonality standpoint. Although we do not control when the vehicle manufacturers make their sourcing decisions, we are delighted to have started 2018 with the strongest Q1 new business wins since more than 5 years. We booked MEUR 66 of new business in Q1 2018. This is almost twice the amount we booked in Q1 2017 and brings our LTM new business wins to an all-time high. Although we do not expect this trend to continue throughout the year, we are thrilled by having started the year strong with our Q1 bookings.



### **GROUP FINANCIALS**

CONDENSED CONSOLIDATED STATEMENT OF PROFIT AND LOSS

(MEUR)	Q1 2018	Q1 2017	FY 2017
Revenues	288.3	280.4	1056.6
Opex	(263.3)	(261.3)	(987.4)
EBITDA	25.0	19.1	69.2
in % Revenues	8.7 %	6.8 %	6.5 %
Depreciation, amortization and impairment	(10.2)	(11.1)	(45.4)
EBIT	14.8	8.0	23.8
in % Revenues	5.1 %	2.8 %	2.3 %
Adjusted EBIT*	20.1	15.2	49.8
in % Revenues	7.0 %	5.4 %	4.7 %
Net financial items	1.0	(2.6)	(17.4)
Profit / (Loss) before taxes	15.7	5.3	6.4
Income taxes	(6.1)	(5.1)	(14.4)
Net Profit / (Loss)	9.7	0.2	(8.0)

\* See section APM for the reconciliation.

#### REVENUES

Revenues for the Group amounted to MEUR 288.3 in the first quarter of 2018. The revenues were MEUR 7.9 (2.8%) above the comparable period last year, despite negative currency translation effects of MEUR 18.7. The revenue growth was mainly driven by both Powertrain & Chassis Products and Specialty Products.

In the Interior segment, which serves the passenger car end markets, revenues decreased by MEUR 5.5 (-7.3%) compared to the first quarter of 2017, including negative currency translation effects of MEUR 2.4. The sale of the North American Headrest and Armrest business in Q1 2017 contributed MEUR 9.7 to the revenue decrease. The growth of both the European and Chinese Comfort business was offset by lower sales in the North American Light Duty Cable and Comfort business.

In the Powertrain & Chassis Products segment, which serves the passenger car and commercial vehicle end markets, revenues increased by MEUR 6.2 (+6.1%) compared to the same quarter in 2017, despite negative currency translation effects of MEUR 7.2. The revenue increase has mainly been driven by the commercial vehicle business in North America due to new customers and products as well as higher demand for existing products. The sales development in Brazil is mainly associated with a recovering economy.

In the Specialty Products segment, which serves the passenger car, commercial vehicle end markets and general industrial customers, revenues increased by MEUR 6.4 (+6.2%) compared to the same quarter in 2017, despite negative currency translation effects of

MEUR 9.1. Excluding currency translation effects, all SPP businesses contributed to the revenue growth, in particular Couplings sales in China and Europe.

### ADJUSTED EBIT / EBIT

Adjusted EBIT for the Group was MEUR 20.1 in the first quarter of 2018, an increase of MEUR 4.9 compared to the first quarter of 2017. The effects of higher volumes were partially offset by unfavorable raw material costs, production relocation and product launch costs.

Including restructuring cost of MEUR 5.4, EBIT in Q1 2018 amounted to MEUR 14.8, compared to MEUR 8.0 in Q1 2017.

#### NET FINANCIAL ITEMS

Net financial items (see note 5) were positive at MEUR 1.0 in the first quarter of 2018, compared to negative at MEUR 2.6 in the same period in 2017. The main driver were the unrealized currency effects (MEUR +3.9), partially offset by the increase of interest expenses due to increased borrowing.

#### **PROFIT BEFORE TAX / NET PROFIT**

Profit before tax amounted to MEUR 15.7 in the first quarter of 2018, an improvement of MEUR 10.4 compared to the same quarter in 2017. The positive change in EBIT was further reinforced by the positive change in net financial items and a reduced tax rate.



### **GROUP FINANCIALS**

### CONDENSED STATEMENT OF CASH FLOW

(MEUR)	Q1 2018	Q1 2017	FY 2017
Cash flow from operating activities	(4.0)	6.4	38.3
Cash flow from investing activities	(8.1)	(7.9)	(49.3)
Cash flow from financing activities	13.7	(0.6)	18.2
Currency effects on cash	(0.6)	(0.3)	(2.3)
Change in cash	1.0	(2.4)	4.9
Cash at beginning period	39.5	34.6	34.6
Cash at period end	40.4	32.2	39.5
Of this, restricted cash	0.2	0.5	1.6

#### CASH FLOW FROM OPERATING ACTIVITIES

Cash flow from operating activities decreased by MEUR 10.4 in comparison with the same quarter last year. The decrease was primarily driven by the increase of working capital mainly in receivables and by restructuring activities.

Restructuring had a cash effect of MEUR 5.7 in the quarter.

#### CASH FLOW FROM INVESTING ACTIVITIES

Cash flow from investing activities amounted to MEUR -8.1 in the first quarter of 2018, MEUR 0.1 less than the same quarter last year. Investments were made in capacity expansions to accommodate current and future manufacturing requirements, as well as some maintenance investments.

#### CASH FLOW FROM FINANCING ACTIVITIES

Cash flow from financing activities was MEUR 13.7 in the first quarter, compared to MEUR -0.6 in the comparable quarter last year.

Net borrowing amounted to MEUR 16.3 in the first quarter, compared to MEUR 1.7 in the same period last year. Interest payments in the first quarter were in line with increased borrowing and amounted to MEUR 2.6, an increase of MEUR 0.3 compared to MEUR 2.3 during the same period last year. No treasury shares have been purchased or sold during the first quarter of 2018.

#### **CHANGE IN CASH**

Cash increased by MEUR 1.0 during the first quarter, resulting in a cash position of MEUR 40.4 at the end of the quarter.

#### LIQUIDITY RESERVE

The liquidity reserve was MEUR 90.3 at the end of the first quarter, compared to MEUR 105.4 at year-end 2017. The negative currency effects on undrawn cash facilities amounted to MEUR 0.8. See note 4.4 for more information.



### **GROUP FINANCIALS**

### CONDENSED STATEMENT OF FINANCIAL POSITION

MEUR	31.03.18	31.03.17	31.12.17
Non-current assets	360.7	375.2	358.9
Cash and cash equivalents	40.4	32.2	39.5
Other current assets	354.7	319.1	323.6
Total assets	755.8	726.5	721.9
Equity	196.1	211.5	190.7
Interest bearing debt	273.6	237.4	257.8
Other liabilities	286.1	277.6	273.5
Total equity and liabilities	755.8	726.5	721.9
NIBD	233.3	206.1	218.4
Equity ratio	25.9%	29.1%	26.4%

### ASSETS

Total assets were MEUR 755.8 at the end of the first quarter, an increase of MEUR 33.9 from year-end 2017.

The increase was due to an increase in working capital and net capital expenditures, partially offset by net amortization of intangible assets and currency translation effects. Higher level of revenues, in particular in China with long payment terms, as well as seasonality, were the main drivers of the increase in accounts receivables.

### EQUITY

2018 quarter-end equity increased by MEUR 5.9 to MEUR 196.1 in comparison with December 31, 2017. The main driver was the net profit for the period at MEUR 9.7 partially offset by negative translation differences after tax of MEUR 5.0. The equity ratio decreased by 0.5 percentage points to 25.9%.

### **INTEREST BEARING DEBT**

Long-term interest bearing debt amounted to MEUR 273.6 at the end of the first quarter, an increase of MEUR 15.9 compared to year-end 2017. The increase in net borrowing by MUSD 20.0 was partially offset by positive currency translation effects. The first adoption of IFRS 9 impacted the long-interest bearing by MEUR 2.1 (see Note 1).

### NET INTEREST BEARING DEBT

At the end of the first quarter 2018, net interest bearing debt amounted to MEUR 233.3, an increase of MEUR 14.9 compared to year-end 2017.



### **INTERIOR**

### SEGMENT REPORTING

Interior Systems is a global leader in the development, design and manufacture of seat comfort systems and mechanical and electromechanical light-duty motion controls to Tier 1 and OEM customers. The product range includes seat adjuster cables and other cabling systems, lumbar support and side bolsters, seat heating, ventilation and massage systems and head restraints.

Interior Systems addresses the passenger car market, with

particularly strong positions on premium car platforms in Europe and North America. The product penetration for products such as seat heating, seat ventilation and massage systems are especially high in medium to higher end cars, while headrests and light duty cables are found in all ranges of cars. Customers include all major European and North American car and seat manufacturers and most premium OEMs such as Adient, Magna, Faurecia, Lear, Jaguar, Land Rover, Audi, Volvo Cars, Daimler and BMW.

#### **KEY FIGURES**

(MEUR)	Q1 2018	Q1 2017	FY 2017
Revenues	70.2	75.8	263.9
Adjusted EBITDA	5.7	9.0	20.4
in % Revenues	8.2 %	11.9 %	7.7 %
Adjusted EBIT	1.6	6.5	10.1
in % Revenues	2.3 %	8.6 %	3.8 %
Restructuring	(1.1)	(0.6)	(1.5)
EBIT	0.5	5.9	8.6
in % Revenues	0.7 %	7.9 %	3.2 %
Investments	(3.2)	(4.1)	(22.7)
Capital Employed *	170.8	158.5	161.3

\* Includes PP&E, intangible assets, inventories, trade receivables and trade payables

### FINANCIAL UPDATE

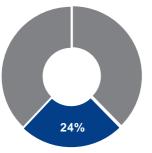
Revenues in Interior Systems decreased by MEUR 5.5 (-7.3%) to MEUR 70.2 in the first quarter 2018 compared to the same quarter in 2017, including negative currency effects of MEUR 2.4. However, this year-over-year comparison is impacted by the sale of the North American Headrest and Armrest business in Q1 2017. Excluding the HR/AR business, revenues increased by MEUR 6.4. The revenue growth in both the European and Chinese Comfort business was offset by a decrease in the North American Light Duty Cable and Comfort business.

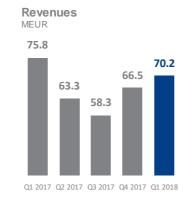
Adjusted EBIT was MEUR 1.6 in the first quarter, a decrease of MEUR 4.9 compared to the first quarter 2017 whereby MEUR -1.7 is due to the HR/AR business sale. The negative change in EBIT was related to continuing industrialization costs, ramp-up costs for new launches and associated ongoing operational challenges.

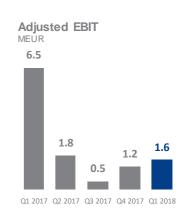
#### **COMMERCIAL & OPERATIONAL UPDATE**

The business wins for the first quarter amounted to MEUR 4.3 in annual sales for the Interior Systems segment. The decrease in business wins in comparison to previous quarters is mainly due to seasonality of business win opportunities.











### **POWERTRAIN & CHASSIS PRODUCTS**

### SEGMENT REPORTING

Powertrain & Chassis Products is a global Tier 1 supplier of driver control and driveline products into the passenger and commercial vehicle automotive markets. The portfolio includes customengineered cable controls and complete shift systems, clutch actuation systems, vehicle dynamics, shift cables and shift towers for transmissions.

Powertrain & Chassis Products serves the passenger car and the commercial vehicle market, with particularly strong positions in Europe and the Americas. With a global footprint, Powertrain & Chassis is able to support customers worldwide. Key customers include Ford, General Motors, FCA, Volvo, Scania, DAF, John Deere, PSA and Renault-Nissan.

### **KEY FIGURES**

MEUR	Q1 2018	Q1 2017	FY 2017
Revenues	108.5	102.3	407.4
Adjusted EBITDA	6.2	3.1	18.4
in % Revenues	5.7 %	3.1 %	4.5 %
Adjusted EBIT	2.5	(1.3)	1.5
in % Revenues	2.3 %	-1.3 %	0.4 %
Restructuring	(2.2)	(4.6)	(13.1)
EBIT	0.2	(5.9)	(11.5)
in % Revenues	0.2 %	-5.7 %	-2.8 %
Investments	(4.7)	(4.5)	(19.1)
Capital Employed *	162.6	157.5	154.2

\* Includes PP&E, intangible assets, inventories, trade receivables and trade payables

#### **FINANCIAL UPDATE**

Revenues in Powertrain & Chassis increased by MEUR 6.2 (+6.1%) to MEUR 108.5 in the first quarter 2018 compared to the same quarter in 2017, despite a negative currency effect of MEUR 7.2. The revenue increase has mainly been driven by the truck business in North America due to new customers and products as well as continued ramping up of recently launched products.

Adjusted EBIT was MEUR 2.5 in the first quarter, an increase of MEUR 3.8 compared to the first quarter 2017. The first quarter adjusted EBIT margin increased by 3.5 percentage points to 2.3%. The main drivers for the increase were higher sales volumes as well as improving traction from restructuring actions as the closure of the

Heiligenhaus facility (Germany) was finalized in Q4 2017 and the closure of the Rollag facility (Norway) was completed in Q1 2018.

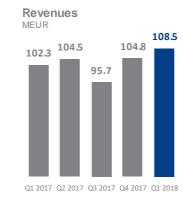
#### **COMMERCIAL & OPERATIONAL UPDATE**

Overall project activities continue on a high level with strong new business win opportunities, which are well illustrated by the MEUR 31.5 annualized new business win achieved during the first quarter 2018. Strong focus remains on the preparation of product introductions along with operational efficiency improvement measures and fixed cost reductions.

Engineering activities remain high to support upcoming product launches as it has been for all 2017.



38%





Q1 2017 Q2 2017 Q3 2017 Q4 2017 Q1 2018



### **SPECIALTY PRODUCTS**

### SEGMENT REPORTING

The Specialty Products segment designs and manufactures fluid handling systems for both the automotive and commercial vehicle markets, couplings systems for compressed-air circuits in heavyduty vehicles, operator control systems for power sports construction, agriculture, outdoor power equipment, power electronics and MRF technology based products.

Key customers include Volvo Trucks/Group, Scania, Navistar, Paccar/DAF, Ford, Jaguar Land Rover, Club Car, John Deere, CAT, Husqvarna, CNH and BRP and several Tier 1 customers in addition to an industrial customer base.

#### **KEY FIGURES**

MEUR	Q1 2018	Q1 2017	FY 2017
Revenues	109.4	103.0	385.3
Adjusted EBITDA	22.1	18.5	65.5
Adjusted EBITDA (%)	20.2 %	18.0 %	17.0 %
Adjusted EBIT	19.9	14.8	51.1
Adjusted EBIT (%)	18.2 %	14.4 %	13.3 %
Restructuring	(1.0)	(2.1)	(8.7)
EBIT	18.9	12.7	42.4
EBIT (%)	17.3 %	12.3 %	11.0 %
Investments	(2.2)	(0.8)	(8.3)
Capital Employed *	171.9	181.1	171.5

\* Includes PP&E, intangible assets, inventories, trade receivables and trade payables

#### FINANCIAL UPDATE

Revenues in Specialty Products increased by MEUR 6.4 (+6.2%) to MEUR 109.4 in the first quarter 2018 compared to the same quarter in 2017, despite a negative currency effect of MEUR 9.1. The revenue increase was mainly driven by growth in Couplings sales, especially in the European and Chinese business. Furthermore, FTS sales have grown in volume mainly driven by the strong American industrial and commercial vehicle business, but were offset by the negative currency translation effect. Off-highway revenues presented a slight decrease due to divestments related to the Basildon closure.

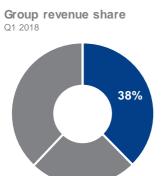
Adjusted EBIT was MEUR 19.9 in the first quarter, an increase of MEUR 5.1 compared to the first quarter 2017. The first quarter adjusted EBIT margin increased by 3.8 percentage points to 18.2%. This was driven by higher sales volumes, improving traction from

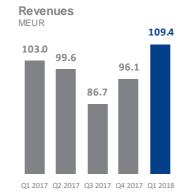
restructuring actions as the closure of the Heiligenhaus facility (Germany) as well as the sale of the E-power business. The increase was partially offset by increased material costs and freight costs.

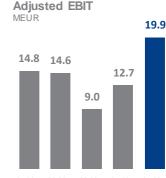
#### **COMMERCIAL & OPERATIONAL UPDATE**

During the first quarter 2018, total business awards amounted to MEUR 30.3 in annual sales. One of the major awarded business was achieved by the Couplings unit with a major American truck supplier (estimated annual value of MEUR 9.6). Further sales opportunities and quoting activities remain robust.

The closure of Easley (USA), which was announced in Q3 2017, is progressing and the transfer to the new facility in Mexico is to be achieved by Q3 2018. This relocation will further increase efficiency and reduce costs.







Q1 2017 Q2 2017 Q3 2017 Q4 2017 Q1 2018



STATEMENT OF COMPREHENSIVE INCOME

(MEUR)	Q1 2018	Q1 2017	FY 2017
Revenues	288.3	280.4	1056.6
Opex	(263.3)	(261.3)	(987.4)
EBITDA	25.0	19.1	69.2
in % Revenues	8.7 %	6.8 %	6.5 %
Depreciation, amortization and impairment	(10.2)	(11.1)	(45.4)
EBIT	14.8	8.0	23.8
in % Revenues	5.1 %	2.8 %	2.3 %
Adjusted EBIT*	20.1	15.2	49.8
in % Revenues	7.0 %	5.4 %	4.7 %
Net financial items	1.0	(2.6)	(17.4)
Profit / (Loss) before taxes	15.7	5.3	6.4
Income taxes	(6.1)	(5.1)	(14.4)
Net Profit / (Loss)	9.7	0.2	(8.0)
Other comprehensive income (Items that may be	reclassified to profit or l	oss in subsequent pe	eriods):
Translation differences on foreign operations	(8.7)	3.2	(3.8)
Tax on translation differences	2.3	0.3	2.8
Other comprehensive income (Items that will not i	be reclassified to profit o	or loss in subsequent	periods):
Translation differences on non-foreign operations	1.3	(0.9)	(6.4)
Remeasurement of the net PBO	0.0	(0.0)	(0.1)
Tax on remeasurement of the net PBO	0.0	0.0	0.0
Other comprehensive income	(5.0)	2.6	(7.5)
Total comprehensive income	4.7	2.9	(15.4)
Net profit attributable to: Equity holders (parent comp)	9.7	0.2	(8.0)
Non-controlling interests	(0.0)	0.0	0.0
Total	9.7	0.2	(8.0)
Total comprehensive income attributable to:	0		(0.0)
Equity holders (parent comp)	4.7	2.9	(15.5)
Non-controlling interests	(0.0)	0.0	0.0
Total	4.7	2.9	(15.4)
Earnings per share:	0.00	0.00	(0.00)
Basic earnings per share, EUR	0.02 0.02	0.00	(0.02)
Diluted earnings per share, EUR		0.00	(0.02)

\* Adjusted for restructuring costs, see section APM for the reconciliation.



### STATEMENT OF FINANCIAL POSITION

(MEUR)	31.03.18	31.03.17	31.12.17
Deferred tax assets	28.4	31.1	23.7
Intangible assets	159.8	179.5	162.0
Property, plant and equipment	167.5	163.6	169.7
Other non-current assets	4.9	1.1	3.5
Non-current assets	360.7	375.2	358.9
Inventories	106.7	87.6	104.7
Accounts receivable	205.2	195.2	180.0
Other short term receivables	42.8	36.3	38.9
Cash and cash equivalents	40.4	32.2	39.5
Current assets	395.1	351.3	363.1
Total assets	755.8	726.5	721.9
Share capital	21.0	22.2	20.7
Share premium reserve	174.2	183.9	171.4
Other equity	(2.8)	1.7	(4.9)
Non-controlling interests	3.6	3.8	3.6
Total equity	196.1	211.5	190.7
Interest bearing loans and borrowings	273.6	237.4	257.8
Deferred tax liabilities	22.9	26.2	19.5
Other long term liabilities	19.3	20.6	19.5
Non-current liabilities	315.9	284.2	296.8
Bank overdraft	0.0	0.9	(0.0)
Other short term liabilities, interest bearing	0.1	0.1	0.1
Accounts payable	133.8	126.8	130.6
Other short term liabilities	109.8	103.0	103.7
Current liabilities	243.8	230.7	234.5
Total liabilities	559.7	514.9	531.2
Total equity and liabilities	755.8	726.5	721.9



### STATEMENT OF CHANGE IN EQUITY

(MEUR)	31.03.18	31.03.17	31.12.17
Equity as of start of period	190.7	208.6	208.6
Net profit for the period	9.7	0.2	(8.0)
Translation differences	(7.3)	2.3	(10.2)
Tax on translation differences	2.3	0.3	2.8
Remeasurement of the net pension benefit obligation	0.0	(0.0)	(0.1)
Tax on remeasurement of the net pension benefit obligation	0.0	0.0	0.0
Total comprehensive income	4.7	2.9	(15.4)
Options contracts (employees)	0.1	0.2	0.1
Treasuryshares	0.0	0.0	(2.5)
Other changes in non-controlling interests	0.0	0.0	0.0
Other changes in equity*	0.7	(0.2)	0.0
Equity as of end of period	196.1	211.5	190.7

\* Adjustments of the opening balance due to first time adoption of IFRS 15 (MEUR +2.5) and IFRS 9 (MEUR -1.8), see Note 1 - Disclosure



### STATEMENT OF CASH FLOW

(MEUR)	Q1 2018	Q1 2017	FY 2017
Operating activities			
(Loss) / profit before taxes	15.7	5.3	6.4
Depreciation/impairment	9.0	7.3	30.9
Amortization/impairment	1.2	3.8	14.5
Interest income	(0.0)	(0.0)	(0.2)
Interest expenses	2.6	2.4	10.1
Taxes paid	(1.3)	(1.7)	(13.0)
(Gain) / loss on sale of non-current assets	(1.3)	(0.5)	(1.0)
Changes in receivables	(25.2)	(35.7)	(20.5)
Changes in inventory	(2.0)	(10.9)	(26.1)
Changes in payables	3.2	15.8	19.7
Currency (gain)/ loss	(3.7)	(0.4)	5.4
Changes in value fin. derivatives	(0.0)	0.2	0.7
Changes in other items	(2.3)	20.6	11.5
Cash flow from operating activities	(4.0)	6.4	38.3
Investing activities			
Investments	(10.8)	(10.3)	(52.7)
Sale of fixed assets/business	2.5	2.2	3.0
Investments in subsidiaries	0.0	0.0	0.0
Interest received	0.0	0.0	0.2
Proceeds from sale of subsidiaries	0.2	0.2	0.2
Cash flow from investing activities	(8.1)	(7.9)	(49.3)
Financing activities			
Sale/purchase of treasury shares	0.0	0.0	(2.5)
Net repayment / drawing down of debt	16.3	1.7	30.6
Interest paid	(2.6)	(2.3)	(9.9)
Dividends paid	0.0	0.0	0.0
Other financial charges	(0.0)	(0.0)	(0.0)
Cash flow from financing activities	13.7	(0.6)	18.2
Currency effects on cash	(0.6)	(0.3)	(2.3)
Change in cash	1.0	(2.4)	4.9
Cash at beginning period	39.5	34.6	34.6
Cash at period end	40.4	32.2	39.5
Of this, restricted cash	0.2	0.5	1.6



# ALTERNATIVE PERFORMANCE MEASURES (APM)

This section describes the non-GAAP financial measures that are used in this report and in the quarterly presentation.

The following measures are not defined nor specified in the applicable financial reporting framework of the IFRS GAAP. They may be considered as non-GAAP financial measures that may include or exclude amounts that are calculated and presented according to the IFRS GAAP.

- EBIT/Adjusted EBIT
- EBITDA/Adjusted EBITDA
- Restructuring per segment
- Free Cash Flow

- NIBD
- Capital Employed
- ROCE
- Gearing Ratio/Adjusted Gearing Ratio

### **EBIT/Adjusted EBIT**

EBIT, earnings before interest and tax, is defined as the earnings excluding the effects from how the operations were financed, taxed and excluding foreign exchange gains & losses. Adjusted EBIT is defined as EBIT excluding restructuring costs, which are defined as any incurred costs of an unusual or non-recurring nature in connection with the contemplated restructuring of the activities of the Group.

EBIT is used as a measure of operational profitability. In order to abstract from restructuring one timers, the Group also lists the adjusted EBIT, the EBIT excluding restructuring costs.

Adjusted EBIT reconciliation

(MEUR)	Q1 2018	Q1 2017	FY 2017
EBIT (1)	14.8	8.0	23.8
Restructuring costs (2)	5.4	7.2	26.0
Adjusted EBIT, (1) + (2)	20.1	15.2	49.8

### **EBITDA/Adjusted EBITDA**

Earnings before interest expenses and interest income, tax, depreciation, amortization and excluding foreign exchange gains and losses. EBITDA adjusted is defined as EBITDA excluding restructuring costs.

EBITDA is used as an additional measure of the Group's operational profitability, excluding the impact from depreciations and amortizations.

Adjusted EBITDA reconciliation

(MEUR)	Q1 2018	Q1 2017	FY 2017
EBITDA(1)	25.0	19.1	69.2
Restructuring costs (2)*	5.4	6.9	23.2
Adjusted EBITDA, (1) + (2)	30.3	26.0	92.4

\* Excluding impairment, depreciation and amortization.

### Restructuring costs per segment

(MEUR)	Q1 2018	Q1 2017	FY 2017
Interior	(1.1)	0.1	(1.5)
Powertrain & Chassis Products	(2.2)	(4.6)	(13.1)
Specialty Products	(1.0)	(2.1)	(8.7)
Others	(1.0)	(0.6)	(2.7)
Group total	(5.4)	(7.2)	(26.0)

The restructuring costs in Q1 2018 mainly relate to the transfer of activities from the closed facilities of Heiligenhaus and Rollag within the P&C and SPP segments, as well as the Easley facility in the SPP segment, to the new sites.



### ALTERNATIVE PERFORMANCE MEASURES (APM)

### **Free Cash Flow**

Free cash flow is measured based on cash flow from operations, investments and financing excluding debt repayments.

Free Cash Flow is used in order to measure the Group's ability to generate cash. It allows the Group to view how much cash it generates from its operations after subtracting the cash flow from investing and financing activities excluding debt repayments. The Group considers that this measurement illustrates the amount of cash the Group has at its disposal to pursue additional investments or to repay debt.

(MEUR)	Q1 2018	Q1 2017	FY 2017
Cash flow from operating activities	(4.0)	6.4	38.3
Cash flow from investing activities	(8.1)	(7.9)	(49.3)
Cash flow from financing activities	13.7	(0.6)	18.2
Net repayment / drawing down of debt	(16.3)	(1.7)	(30.6)
Free Cash Flow	(14.7)	(3.9)	(23.4)

### NIBD

Net interesting bearing debt (NIBD), consists of interest-bearing liabilities less cash and cash equivalents.

The Group risk of default and financial strength is measured by the net interesting bearing debt. It shows the Group's financial position and leverage. As cash and cash equivalents can be used to repay debt, this measurement shows the net overall financial position of the Group.

(MEUR)	31.03.18	31.03.17	31.12.17
Interest bearing loans and borrowings	273.6	237.4	257.8
Other short term liabilities, interest bearing	0.1	0.1	0.1
Bank overdraft	0.0	0.9	(0.0)
Cash and cash equivalents	(40.4)	(32.2)	(39.5)
Net Interesting Bearing Debt	233.3	206.1	218.4

### **Capital Employed**

Capital Employed (CE) is equal to operating assets less operating liabilities. Operating assets and liabilities are items, which are involved in the process of producing and selling goods and services. Financial assets and obligations are excluded, as these assets are involved in raising cash for operations and disbursing excess cash from operations.

Capital employed is measured in order to assess how much capital is needed for the operations/business to function and evaluate if the capital employed can be utilized more efficiently or/and if operations should be discontinued.

(MEUR)	31.03.18	31.03.17	31.12.17
Total assets	755.8	726.5	721.9
Deferred tax liabilities	(22.9)	(26.2)	(19.5)
Other long term liabilities	(19.3)	(20.6)	(19.5)
Current liabilities incl. other short-term interest bearing liabilities	(243.8)	(230.7)	(234.5)
Capital Employed	469.8	448.9	448.5



### ALTERNATIVE PERFORMANCE MEASURES (APM)

### **ROCE (Last twelve Months)**

Return on Capital Employed (ROCE) is based on EBIT for the last twelve months divided by the average of capital employed at beginning period and period end.

Return on Capital Employed is used to measure the return on the capital employed without taking into consideration the way the operations and assets are financed during the period under review. The Group considers this ratio as appropriate to measure the return of the period.

(MEUR)		Q1 2018
Capital Employed at period beginning (1)	31.03.17	448.9
Capital Employed at period end (2)	31.03.18	469.8
Adjusted EBIT last twelve months (3)		54.7
ROCE, (3) / ((1) +( 2)) * 2		11.9%

### Gearing ratio / Adjusted Gearing Ratio

Gearing ratio is calculated as the net interest bearing debt divided by the last twelve months EBITDA, adjusted for restructuring costs.

Gearing ratio is a covenant from the Group's lenders, which sets the interest margin on the Group's debt. It is based on the EBITDA of the continuing business only and set a limit for restructuring costs (MEUR 21.0 for 2017 full year and MEUR 22.8 for 2018 full year)

Adjusted Gearing ratio - according to bank covenants on restructuring costs limit and excluding discontinued business

(MEUR)	Q1 2018
EBITDA last twelve months excluding discontinued business (1)*	77.6
Restructuring costs last 12 months - covenant limit (2)**	21.6
EBITDA last 12 months adjusted for restructuring costs (3), (1) + (2)	99.2
NIBD (4)***	231.2
Adjusted Gearing Ratio (4)/(3)	2.33
* Evaluating impact of the IEEE 4.5 adaption (MEUD, 0.2), and Nate 4	

\* Excluding impact of the IFRS 15 adoption (MEUR -0.3), see Note 1

\*\* Excluding impairment, depreciation and amortization.

\*\*\* Excluding adjustments of the opening balance due to first time adoption of IFRS 9 (MEUR +2.4) and interests costs decrease for Q1 2018 (MEUR -0.3), see Note 1

The Group also considers this ratio as an appropriate measurement of the Group financial gearing and financial position but including all business and restructuring costs without limit.

Adjusted Gearing ratio - including all restructuring costs of the last twelve months and discontinued business

(MEUR)	Q1 2018
EBITDA last twelve months (1)	75.0
Restructuring costs last 12 months (2)*	21.6
EBITDA last 12 months adjusted for restructuring costs (3), (1) + (2)	96.7
NIBD (4)	233.3
Adjusted Gearing Ratio (4)/(3)	2.41
* Excluding impairment, depreciation and amortization.	

Please refer to the annual report for further information on covenants.



### **NOTE 1 – DISCLOSURES**

#### **GENERAL INFORMATION**

Kongsberg Automotive ASA and its subsidiaries develop, manufacture and sell products to the automotive industry globally. Kongsberg Automotive ASA is a limited liability company, which is listed on the Oslo Stock Exchange. The consolidated interim financial statements are not audited.

#### **BASIS OF PREPARATION**

This condensed consolidated interim financial information, ended March 31, 2018, and has been prepared in accordance with IAS 34 "Interim financial reporting". The condensed consolidated interim financial information should be read in conjunction with the annual financial statements for the year-ended December 31, 2017, which have been prepared in accordance with IFRS.

#### **ACCOUNTING POLICIES**

The accounting policies are consistent with those of the annual financial statements for the year-ended December 31, 2017, as described in those annual financial statements. Taxes on income in the interim periods are accrued using the estimated effective tax rate.

#### **IFRS 9 FINANCIAL INSTRUMENTS**

The Group adopted IFRS 9 with effect from 1 January 2018 without restating comparative information. Reference is also made to the description in note 5 of the 2017 Annual Report.

Impact on assets, liabilities and retained earnings as of 1 January 2018 are in MEUR:

#### Assets

Deferred tax asset	0.5
Total assets	0.5
Liabilities	
Interest-bearing debt (non-current)	2.3
Total liabilities	2.3
Net impact on equity (ret. earnings)	-1.8

The net effect on retained earnings is related to loss on a modification of the terms of the group's long term financing, and will reverse through profit and loss over a 2.25 year period from the beginning of 2017 as a reduction to interest expenses.

The Group uses factoring arrangements to sell certain parts of the trade receivables ahead of their due date. These receivables have been determined to be held within a business model where the objective is to collect contractual cash flows and selling the financial asset. The Group has elected to classify this portfolio of factoring receivables at fair value through profit and loss (FVTPL) in accordance with IFRS 9.4.1.4. The factoring portfolio carried at fair value at 31 March, 2018 is MEUR 5.1.

#### RISK

Kongsberg Automotive continuously monitors its risk factors. Our activities are exposed to different types of risk.

The single most important risk that Kongsberg Automotive is exposed to is the development of demand in the end markets for light duty and commercial vehicles worldwide. Some of the most important additional risk factors are foreign-exchange rates, interest rates, raw material prices, and credit risks. As we operate in many countries, we are vulnerable to currency risk. The most significant currency exposure for Kongsberg Automotive is associated with EUR and USD exchange rate. The greatest raw material exposures are for copper, zinc, aluminum and steel. As most of our revenues are earned from automotive OEMs and automotive tier-1 and -2 customers, the financial health of these automotive companies is critical to our credit risk.

#### SEASONALITY

The Group quarterly results are to some extent influenced by seasonality. The seasonality is mainly driven by the vacation period in the third quarter and December each year having lower sales. Also, year-over-year seasonality differences may occur as a result of varying number of working days in each quarter.



### **NOTE 1 – DISCLOSURES**

#### **IFRS 15 REVENUE & CONTRACTS WITH CUSTOMERS**

The Group adopted IFRS 15 with effect from 1 January 2018 using the modified retrospective method. This means that the Group applies IFRS 15 to only the most current period presented in these interim financial statements, and recognize the cumulative effect of the initial application as an adjustment to the opening balance of retained earnings at 1 January 2018. Reference is also made to the description in note 5 of the 2017 Annual Report.

Impact on assets, liabilities and retained earnings as of 1 January 2018 are in MEUR:

Reconciliation of IFRS 15 adoption per main items as of March 31st, 2018

Assets	
Contract assets (non-current)	2.3
Contract assets (current)	1.0
Total assets	3.3
Liabilities	
Contract liabilities (non-current)	0.0
Contract liabilities (current)	0.3
Deferred tax liabilities	0.5
Total liabilities	0.8
Net impact on equity (ret. earnings)	2.5

The net effect on retained earnings have been reduced compared to the note disclosure in the 2017 Annual Report following further analysis.

The net effect on retained earnings is mainly related to payment for engineering services and tooling equipment that is included as a specific addition to the piece price over a certain specific future sales volume and where delivery to the customer has been determined to have occurred in prior periods.

Quantitative revenue disclosures are presented in the segment section.

(MEUR)	As reported	Adjustments	Without IFRS 15 adoption
Statement of Financial position			
Total non-current assets	360.7	(2.3)	358.4
Total current assets	395.1	(0.7)	394.4
Total assets	755.8	(3.0)	752.8
Total non-current liabilities	315.9	(0.4)	315.5
Total current liabilities	243.8	(0.4)	243.4
Total liabilities	559.7	(0.8)	558.9
Total equity	196.1	(2.2)	193.9
Statement of comprehensive income			
Operating revenues	288.3	0.3	288.6
Profit / (Loss) before taxes	15.7	0.3	16.0
Income taxes	(6.1)	(0.1)	(6.1)
Net Profit / (Loss)	9.7	0.2	9.9
Total comprehensive income	4.7	0.2	4.9
Statement of cash-flows			
Profit / (Loss) before taxes	15.7	0.3	16.0
Cashflow from operating activities	(4.0)	(0.3)	(4.3)
Cashflow from investing activities	(8.1)	0.0	(8.1)
Cashflow from financing activities	13.7	0.0	13.7
Currency effects on cash	(0.6)	0.0	(0.6)
Net change in cash	1.0	0.0	1.0



### NOTE 2 - SEGMENT REPORTING (FIRST QUARTER 2018)

<b>Q1 2018</b> (MEUR)	Interior	Powertrain & Chassis	Speciality Products	Others*	Total Group
Revenues**	70.2	108.6	109.4	0.1	288.3
Adjusted EBITDA	5.7	6.2	22.1	(3.7)	30.3
Depreciation***	(4.0)	(3.2)	(1.8)	(0.1)	(9.0)
Amortization***	(0.2)	(0.6)	(0.3)	(0.1)	(1.2)
Adjusted EBIT	1.6	2.5	19.9	(3.9)	20.1
Timing of revenue recognition					
Goods transferred at a point in time	70.2	108.6	109.4	0.1	288.3
Assets and liabilities					
Goodwill	55.9	22.7	65.1	0.0	143.8
Other intangible assets	1.2	11.6	2.1	1.2	16.1
Property, plant and equipmer	59.7	63.4	42.7	1.7	167.5
Inventories	21.0	40.9	46.5	(1.8)	106.7
Trade receivables	62.3	76.8	66.4	(0.3)	205.2
Segment assets	200.0	215.4	222.9	0.9	639.2
Unallocated assets	0.0	0.0	0.0	116.6	116.6
Total assets	200.0	215.4	222.9	117.5	755.8
Trade payables	29.2	52.8	51.0	0.8	133.8
Unallocated liabilities	0.0	0.0	0.0	425.9	425.9
Total liabilities	29.2	52.8	51.0	426.7	559.7
Capital expenditure	3.2	4.7	1.7	0.7	10.3

\* The column others includes corporate cost, transactions and balance sheet items related to tax, pension and financing. See next section for specification of unallocated assets and liabilities.

\*\* For segment reporting purposes the revenues are only external revenues, the related expenses are adjusted accordingly. The EBIT is thus excluding IC profit.

\*\*\* Excluding restructuring costs already excluded in Adjusted EBITDA



### NOTE 2 - SEGMENT REPORTING (FIRST QUARTER 2017)

<b>Q1 2017</b> <i>MEUR</i>	Interior	Powertrain & Chassis	Speciality Products	Others*	Total Group
Revenues**	75.8	102.4	103.0	(0.7)	280.4
Adjusted EBITDA	9.0	3.1	18.2	(4.4)	26.0
Depreciation***	(1.7)	(3.3)	(1.9)	(0.1)	(7.0)
Amortization***	(0.9)	(1.1)	(1.5)	(0.4)	(3.8)
Adjusted EBIT	6.5	(1.3)	14.8	(4.9)	15.2
Timing of revenue recognition					
Goods transferred at a point in time	75.8	102.4	103.0	(0.7)	280.4
Assets and liabilities					
Goodwill	59.7	23.5	71.7	0.1	155.0
Other intangible assets	3.2	10.0	8.2	3.1	24.5
Property, plant and equipmer	49.0	67.6	45.9	1.1	163.6
Inventories	15.0	34.1	40.0	(1.4)	87.6
Trade receivables	63.9	70.0	61.3	(0.0)	195.2
Segment assets	190.7	205.2	227.2	2.8	625.9
Unallocated assets	0.0	0.0	0.0	100.5	100.5
Total assets	190.7	205.2	227.2	103.4	726.5
Trade payables Unallocated liabilities	32.2 0.0	47.7 0.0	46.1 0.0	0.8 388.2	126.8 388.2
Total liabilities	32.2	47.7	46.1	389.0	514.9
Capital expenditure	4.1	4.5	0.8	0.0	9.5

\* The column others includes corporate cost, transactions and balance sheet items related to tax, pension and financing. See next section for specification of unallocated assets and liabilities.

\*\* For segment reporting purposes the revenues are only external revenues, the related expenses are adjusted accordingly. The EBIT is thus excluding IC profit.

\*\*\* Excluding restructuring costs already excluded in Adjusted EBITDA



### NOTE 3 - SALES AND NON-CURRENT ASSETS BY GEOGRAPHICAL LOCATION

3.1 Sales to customers by geographical location

(MEUR)	2018		2017	
	Q1	%	Q1	%
Europe	153.4	53.2%	144.9	51.7%
Northern America	93.2	32.3%	100.8	36.0%
Southern America	6.6	2.3%	5.3	1.9%
Asia	34.1	11.8%	27.6	9.9%
Other	0.9	0.3%	1.7	0.6%
Total operating revenues	288.3		280.4	

3.2 Intangible assets and PP&E by geographical location

(MEUR)	2018		2017	
	Mar	%	Dec	%
Europe	191.1	58.4%	194.3	58.6%
Northern America	107.8	32.9%	109.9	33.1%
Asia	26.9	8.2%	25.9	7.8%
Other	1.5	0.5%	1.5	0.5%
Total non-current assets	327.4		331.7	



### NOTE 4 - INTEREST-BEARING LOANS AND BORROWINGS

4.1 Interest-bearing liabilities as presented in statement of financial position

(MEUR)	31.03.18	31.03.17	31.12.17
Non current interest-bearing loans and borrowings	274.9	239.2	259.2
Capitalized arrangement fees*	(1.2)	(1.9)	(1.4)
Total interest-bearing liabilities	273.6	237.4	257.8

(MEUR)	31.03.18	31.03.17	31.12.17
EUR	162.0	134.0	162.0
USD	109.6	103.8	95.9
Other currencies	1.1	1.5	1.3
Capitalized arrangement fee*	(1.2)	(1.9)	(1.4)
IFRS 9 - First time adoption**	2.1	0.0	0.0
Total interest-bearing liabilities	273.6	237.4	257.8

\* The fee relates to borrowing costs, and amortized over the duration of the loan period.

\*\* Adjustments of the opening balance due to first time adoption of IFRS 9 (MEUR +2.4) and corresponding interests costs decrease for Q1 2018 (MEUR -0.3), Note 1

4.2 Specification of interest-bearing loans and borrowings (in local currencies)

	Total	Drawn	Interest rate
(in millions)	amounts	amount	(incl margin)
Tranche in currency EUR* (Maturity date: 01.03.20)	182.0	162.0	3.00%
Tranche in currency USD* (Maturity date: 01.03.20)	172.0	135.0	4.65%

\* The EUR facility will be reduced by 10.8 MEUR and the USD facility by 11.5 MUSD from 01.03.2019 to 01.03.2020 as shown below.

The Group has a short-term bank overdraft facility of MEUR 20.0. Nothing was drawn against this overdraft facility as of 31.03.18.

4.3 Facility reduction schedule - Interest-bearing loans and borrowings (in local currencies)

(MEUR)	EUR	USD
2018	0.0	0.0
2019	10.8	11.5
2020	171.2	160.5
Total	182.0	172.0

In Q1 2017, the Group exercised an option to extend the termination date of the revolving credit facility by one year, from 01.03.2019 to 01.03.2020. The available facility will be slightly reduced in the extension period.



### NOTE 4 - INTEREST-BEARING LOANS AND BORROWINGS

4.4 The liquidity reserve of KA Group consists of cash equivalents in addition to undrawn credit facilities

(MEUR)	31.03.18	31.03.17	31.12.17
Cash reserve	40.4	32.2	39.5
Restricted cash	(0.2)	(0.5)	(1.6)
Undrawn facility*	50.0	105.1	67.5
Liquidity reserve	90.3	136.7	105.4

\*Including a short-term overdraft facility of MEUR 20.0 renewable each year; negative currency translation decreased undrawn facility by MEUR 0.8 vs. 31.12.2017

### **NOTE 5 - NET FINANCIAL ITEMS**

(MEUR)	Q1 2018	Q1 2017	FY 2017
Interest income	0.0	0.0	0.2
Interest expenses	(2.6)	(2.4)	(10.1)
Foreign currency gains (losses)*	3.7	0.4	(5.4)
Change in valuation currency contracts	0.0	(0.2)	(0.7)
Other financial items**	(0.1)	(0.4)	(1.5)
Net financial items	1.0	(2.6)	(17.4)

\* Includes unrealized currency loss of MEUR 3.9 and realized currency loss of MEUR 0.2 in Q1 2018 (Q4 2016: unrealized gain MEUR 1.0 and realized losses MEUR 0.6)

\*\* Other financial items include arrangement fees, interest component on pension liability, and other fees and charges.



### **OTHER COMPANY INFORMATION**

### THE BOARD OF DIRECTORS

Bruce E. Taylor	Chairman
Thomas Falck	Shareholder elected
Gunilla Nordstrom	Shareholder elected
Ellen M. Hanetho	Shareholder elected
Ernst Kellermann	Shareholder elected
Jon Ivar Jørnby	Employee elected
Bjørn Ivan Ødegård	Employee elected
Kari Brænden Aaslund	Employee elected

### **EXECUTIVE COMMITTEE**

Henning E. Jensen	President & CEO
Norbert Loers	Executive Vice President & CFO
RalfVoss	Executive Vice President, Interior Systems
Bob Riedford	Executive Vice President, Powertrain & Chassis
Henning E. Jensen	Executive Vice President, Specialty Products (acting)
Lovisa Söderholm	Executive Vice President, Purchasing
Virginia Grando	Executive Vice President, Quality
Marcus von Pock	Executive Vice President, Human Resources & Communications
Jon Munthe	General Counsel

### **CORPORATE COMMUNICATIONS**

Marcus von Pock	Communications	+41 43 508 94 93
Hallstein Kvam Oma	Investor relations	+41 43 508 89 63

### **FINANCIAL CALENDAR**

Publication of the quarterly financial statements:

	Interim reports	Presentation
1st quarter 2018	8 May 2018	8 May 2018
2nd quarter 2018	27 July 2018	27 July 2018
3rd quarter 2018	7 November 2018	7 November 2018

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