

# Q1



## Interim report

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January to March 2019

# Continued growth but lower earnings

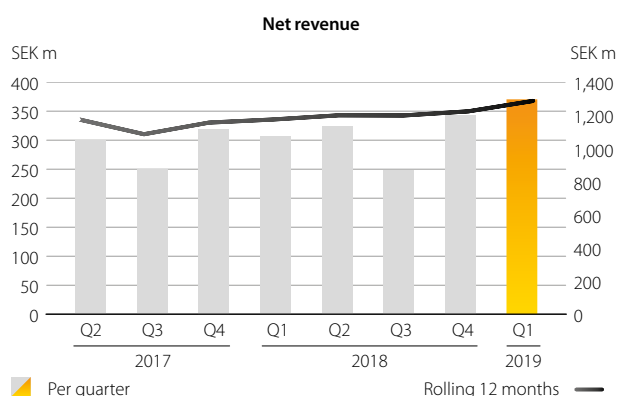
Projektengagemang continued to experience growth during the first quarter of 2019. Net revenue increased by 21 percent and is entirely driven by acquisitions. The EBITA margin for the quarter totalled 4 percent, which is a decline compared with the previous year and falls short of our expectations.

## First quarter, 1 January – 31 March 2019

- Net revenue totalled SEK 370.4 million (307.1), an increase of 21 percent
- EBITA amounted to SEK 13.6 million (29.7); with an EBITA margin of 3.7 (9.7) percent
- EBIT amounted to SEK 13.4 million (28.8); with an EBIT margin of 3.6 (9.4) percent
- Earnings for the period totalled SEK 8.2 million (22.2)
- Basic and diluted earnings per share totalled SEK 0.33 (0.90)
- Mats & Arne Arkitektkontor AB was acquired during the period, with estimated annual revenue of just over SEK 20 million
- During the period, Helena Liljegren took over as Head of the Architecture & Management division
- Kjell-Åke Johansson took on the role of Head of the Systems division in Q1
- Nicke Rydgren was appointed Chief Commercial Officer in the first quarter, a role that combines marketing and acquisitions with strategy and business development

## Group summary

SEK million	3 months		12 months	
	Jan-Mar 2019	Jan-Mar 2018	Jan-Dec 2018	Rolling 12 mths
Net revenue	370.4	307.1	1,223.8	1,287.2
EBITA	13.6	29.7	70.8	54.7
EBITA (adjusted earnings)	13.6	32.0	80.4	62.0
EBITA margin, %	3.7	9.7	5.8	4.2
EBITA margin, % (adjusted earnings)	3.7	10.4	6.6	4.8
Operating profit/loss, EBIT	13.4	28.8	74.2	58.8
Operating profit/loss, EBIT (adjusted earnings)	13.4	31.1	76.7	56.4
Operating margin, %	3.6	9.4	6.1	4.6
Operating margin, % (adjusted earnings)	3.6	10.1	6.3	4.4
Profit/loss for the period	8.2	22.2	57.1	43.2
Basic and diluted earnings per share for the period, SEK	0.33	0.90	2.63	1.99
Net receivables (-)/debt (1)	395.7	247.4	207.8	395.7



1 Net debt 2019 is affected by changes to the accounting policy IFRS 16. The effect amounts to SEK 136 million. No adjustments of historical numbers has been made.

# CEO comments

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Projektengagemang continued to experience growth during the first quarter of 2019. Net revenue increased by 21 percent in the first quarter, and is entirely driven by acquisitions. The EBITA margin for the quarter was 4 percent, which is a decline compared with the previous year and falls short of our expectations.

The acquisitions that were made in the quarter and in 2018 are performing in line with estimates. Lower earnings in the quarter are primarily attributable to a softening of certain segments of the market, mainly in the Stockholm area. This has impacted the Systems and Civil Engineering & Infrastructure divisions, with lower activity levels and earnings as a result compared with the previous year.

We are implementing efficiency measures to adapt our operations to the slowdown in certain segments. This will lead to cost savings of around SEK 15 million on an annual basis, roughly SEK 5 million of which will be realised in the second half of 2019.

## Earnings trend in the divisions

The Architecture & Management division, which completed transition work in 2018 to streamline operations, saw an increase in revenue and improved earnings in the quarter. This proves that the activities we have implemented are producing a positive effect.

In the Civil Engineering & Infrastructure division, net revenue rose by 76 percent, fuelled by the acquisition of Integra Engineering, which was concluded at the end of 2018 and is delivering in line with our estimates. Despite Integra's stable earnings, the division has seen a drop in operating profit, which is due to a softening of the market in the Stockholm area. Our investment in railways continued to impact earnings in the quarter, but since the end of the quarter we have won several major and significant assignments for customers such as the Swedish Transport Administration.

The Industry & Energy division reported lower revenue and operating profit compared with the previous year, mainly due to the transition work undertaken by the division. During the quarter we identified additional needs for efficiency improvements and cost savings, mainly related to a reduction in the number of offices.



The Systems division increased its revenue by 10 percent compared with last year. Operating profit declined in the quarter. In the area of electrical and telecommunications engineering, where we hold a strong position in the Stockholm region, we had lower activity levels than anticipated in the period. Our focus on fire protection planning and risk management continued to produce results in Q1, along with our offering within HVAC design.

During the quarter, and looking ahead, we are seeing greater uncertainty in the market within Systems and Civil Engineering & Infrastructure in the Stockholm region, which is resulting in extended decision processes and project implementation times.

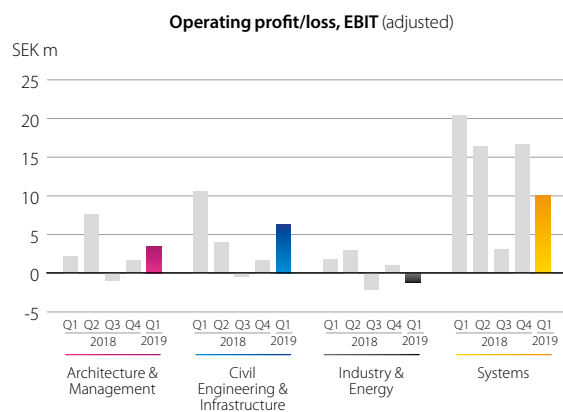
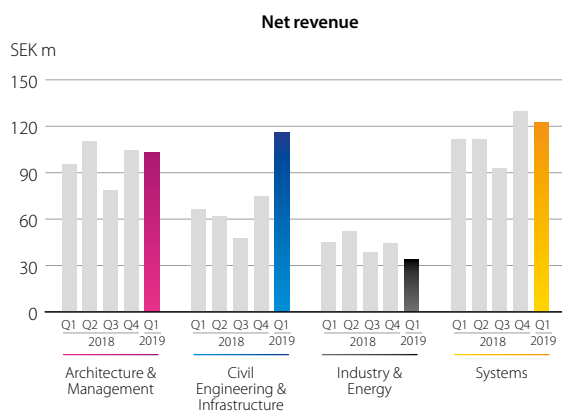
Based on the investments that have been made, the efficiency measures initiated and our assessment of the market situation, we anticipate a full-year EBITA-result for 2019 in line with or slightly better than in the previous year.

Per Hedebäck, President and CEO

# Divisions: financial overview

## Net revenue and operating profit by division

SEK million	3 months		12 months	
	Jan-Mar 2019	Jan-Mar 2018	Jan-Dec 2018	Rolling 12 mths
<b>Net revenue</b>				
Architecture & Management	103.2	95.6	388.8	396.4
Civil Engineering & Infrastructure	116.1	66.0	250.2	300.2
Industry & Energy	33.7	45.2	179.9	168.4
Systems	122.3	111.5	445.3	456.1
Other and items affecting comparability	-4.9	-11.3	-40.4	-34.0
<b>Total</b>	<b>370.4</b>	<b>307.1</b>	<b>1,223.8</b>	<b>1,287.2</b>
<b>Earnings</b>				
Architecture & Management	3.5	2.2	10.6	11.8
Civil Engineering & Infrastructure	6.3	10.6	15.9	11.5
Industry & Energy	-1.2	1.8	3.8	0.8
Systems	10.1	20.4	56.7	46.3
Other and items affecting comparability	-5.2	-6.4	-12.8	-11.7
<b>Operating profit/loss, EBIT</b>	<b>13.4</b>	<b>28.8</b>	<b>74.2</b>	<b>58.8</b>
Net financial items	-3.0	-1.4	-5.8	-7.4
Tax	-2.2	-5.2	-11.3	-8.3
<b>Profit/loss for the period</b>	<b>8.2</b>	<b>22.2</b>	<b>57.1</b>	<b>43.2</b>



# Revenue and earnings for the Group

## First quarter, 1 January – 31 March 2019

Net revenue for the first quarter was SEK 370.4 million (307.1), an increase of 21 percent compared with the previous year. Profit before acquisition-related items (EBITA) was SEK 13.6 million (29.7), and operating profit (EBIT) was SEK 13.4 million (28.8). Operating profit (EBIT) was positively impacted by a capital gain of SEK 2.6 million (0) from the sale of non-current assets, which affected the EBIT margin by 0.7 percentage points. The EBITA margin amounted to 3.7 percent (10.4).

The increase in revenue in the first quarter is entirely attributable to companies acquired in 2018 and 2019 performing in line with expectations, which have contributed SEK 86.4 million in the quarter. Integra Engineering, which is the Group's largest acquisition to date, accounts for the largest portion. Organic growth totalled –4.4 percent. The calendar effect had no impact on the period. The effect of the acquired companies per division is detailed in the table below.

The lower EBITA earnings in the quarter are primarily attributable to a softening of certain segments of the market, mainly in the Stockholm area. This has impacted the Systems and Civil Engineering & Infrastructure divisions, with lower activity levels and earnings as a result compared with the previous year.

Acquired net revenue, SEKm	Jan–Mar 2019
<b>Division</b>	
Architecture & Management	11.9
Civil Engineering & Infrastructure	57.1
Industry & Energy	–
Systems	17.4
<b>TOTAL</b>	<b>86.4</b>
<b>Acquisitions</b>	
Acquired 2018	81.1
Acquired 2019	4.3
<b>TOTAL</b>	<b>86.4</b>

### Growth

Average annual growth of 15% over a business cycle

### Profitability

EBITA margin exceeding 8% over a business cycle

### Debt/equity ratio

Between 1.5–2.0 R12 EBITDA over a business cycle

### Dividend policy

30–50% of profit for the year

## Projektengagemang's financial targets



# Architecture & Management

Architecture & Management offers solutions relating to urban planning, architecture, landscape and interior architecture, water supply and sanitation, land, as well as project management and management consulting in strategic matters within public construction.

The division's net revenue amounted to SEK 103 million (96) for the quarter, an increase of 8 percent. Operating profit for the period was SEK 4 million (2). The increase in revenue can be entirely attributed to companies acquired over the past 12 months. The transition work implemented in 2018 has had a positive effect on earnings for the division.

The significant transition work undertaken by the division during 2018 is now complete and will lead to a gradual improvement in earnings. Architecture operations delivered better earnings in the quarter than in the corresponding period last year, while project management and management operations experienced a tougher start to the year, which had an impact on earnings.

During the quarter, Helena Liljegren took up her position as the new Head of Division, and the firm of architects Mats & Arne Arkitektkontor AB was acquired. Work has begun on integrating the company, which is expected to be completed by the third quarter of the current year. After the end of the quarter, Marie Westerholm was appointed Business Area Manager for Project Management & Management.

We believe the underlying market trends for the services offered by the division remain solid. We are seeing considerable interest in sustainability-related services and general consulting assignments. There is also an underlying lack of housing in Sweden, where the Swedish National Board of Housing, Building and Planning assesses that an additional 600,000 homes are needed by 2025. Despite the housing shortage, there has been a slowdown in the construction of new homes throughout Sweden, with the exception of Gothenburg. Although PE is not highly dependent on new housing construction, this has had a negative effect on the division's revenue and earnings for the quarter.

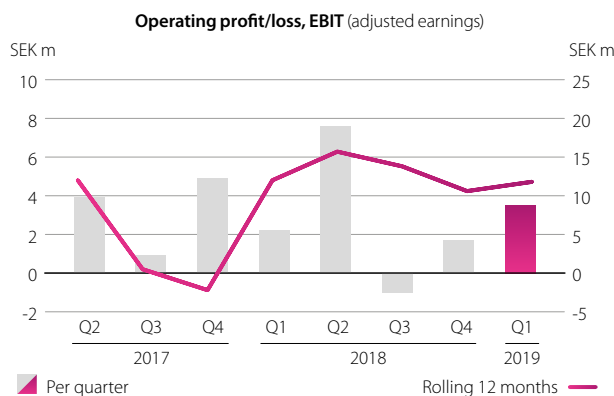
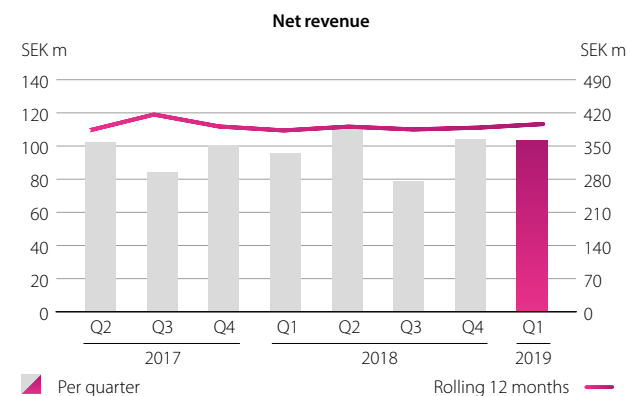
The division is represented in 11 locations in Sweden, and the average number of employees in the quarter was 287.

#### New assignments

- Refurbishment of Tekniska nämndhuset in Stockholm
- Project planning of refurbishment and new construction of Brotorp and Lindbacka schools in Örebro
- Framework agreement with Lidl to project manage their new store concept

## Division summary

SEK million	3 months		12 months	
	Jan–Mar 2019	Jan–Mar 2018	Jan–Dec 2018	Rolling 12 mths
Net revenue	103.2	95.6	388.8	396.4
- of which internal net revenue	13.5	16.0	56.4	54.0
Total growth, %	7.9	-8.1	-1.2	
- of which organic growth, %	0.6	-8.1	-6.3	
- of which acquired growth, %	7.3	0.0	5.1	
Operating profit/loss, EBIT (adjusted earnings)	3.5	2.2	10.6	11.8
- EBIT margin, %	3.4	2.4	2.7	3.0
Average number of employees	287	266	278	287



# Civil Engineering & Infrastructure

Civil Engineering & Infrastructure offers services to clients in the construction and property sectors, as well as infrastructure. These services range from building design, acoustics, geotechnics, energy, environment and sustainability, to bridge and plant design, railways, roads, water treatment and environmental impact.

The division's net revenue amounted to SEK 116 million (66) for the quarter, an increase of 76 percent. The increase in revenue is mainly attributable to the acquisition of Integra Engineering, which took place at the end of 2018. Operating profit for the period declined to SEK 6 million (11) and was negatively affected by lower activity levels within some of the division's areas of operation.

Integra is PE's largest ever acquisition and specialises in building design in both construction and industry. The acquisition makes PE one of the market leaders in building design in Sweden. During the quarter, Integra delivered in line with expectations and integration of the company is proceeding according to plan.

Infrastructure operations in the first quarter have experienced lower activity levels compared to previously, which has had a negative impact on earnings. Investments made in the area of railways have continued to affect earnings in the first quarter. After the end of the quarter, several major orders were won and market conditions for railways remain positive.

Looking ahead, we are observing continued investment in infrastructure, primarily in the Stockholm and Västra Götaland regions, both of which have good potential. We are seeing indications of a stabilisation in construction going forward, with heightened interest expected in infrastructure projects, facilities and environmental projects. Despite the slowdown in new-build projects in 2018, particularly in the Stockholm region, construction project start-ups increased considerably in Gothenburg. We therefore continue to view the market for our specialist services and our local markets as positive in the long term.

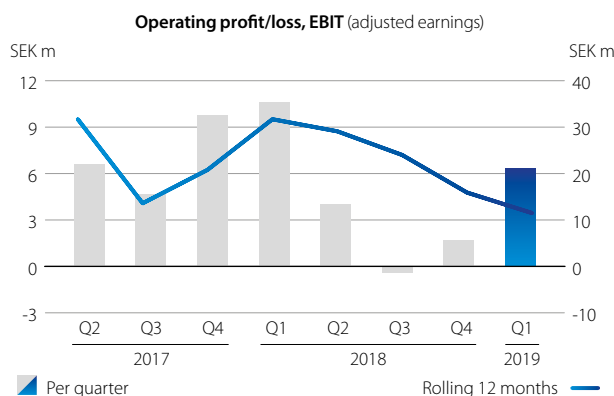
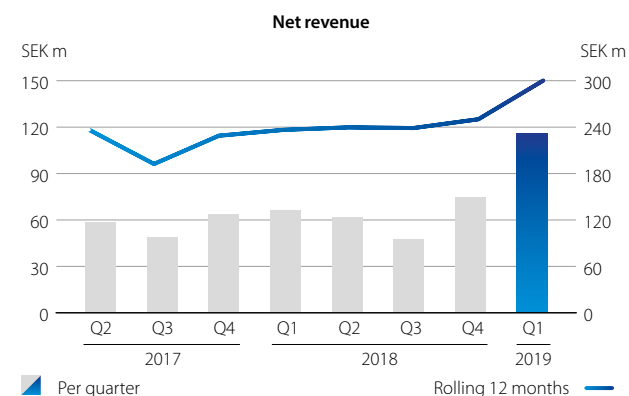
The division is represented in 16 locations in Sweden, and the average number of employees in the quarter was 352.

#### New assignments

- Railway project planning of ERTMS for the control areas Stockaryd in Småland and Polcirkeln in Lapland for the Swedish Transport Administration
- Pre-project planning and design planning of HSB's 24-storey building Jubileumshuset in the new Hagastaden district in Stockholm
- Project planning of foundation work and concrete designs ahead of construction of apartment block with wood frame and facades, Titteridamm, Angered in Gothenburg

## Division summary

SEK million	3 months		12 months	
	Jan-Mar 2019	Jan-Mar 2018	Jan-Dec 2018	Rolling 12 mths
Net revenue	116.1	66.0	250.2	300.2
- of which internal net revenue	6.4	7.7	29.9	28.6
Total growth, %	75.8	13.0	8.2	
- of which organic growth, %	-5.2	11.5	6.0	
- of which acquired growth, %	81.0	1.5	2.2	
Operating profit/loss, EBIT (adjusted earnings)	6.3	10.6	15.9	11.5
- EBIT margin, %	5.4	16.1	6.3	3.8
Average number of employees	352	161	185	352



# Industry & Energy

Industry & Energy offers solutions aimed at the industrial and energy sectors that include strategic advice, automation, product development, mechanical design, process and calculation services that aim to make these sectors more sustainable, competitive and profitable.

The division's net revenue amounted to SEK 34 million (45) for the quarter. Operating income for the period was SEK –1 million (2). The lower revenue and lower earnings are largely due to the transition work and reduction in the number of employees that took place in the division. During the quarter, additional restructuring and streamlining needs were identified and there has been reduction in the number of offices.

We are seeing a demand within the division from industrial customers wishing to streamline processes and production via automation and digitalisation. This confirms that our strategic direction and the investments we have made reflect customer needs. The division's extensive capabilities within digitalisation are important for receiving new assignments.

Several new assignments were won during the period in which the customer has requested end-to-end solutions. We are also seeing persistent demand among industrial customers for expertise to help them make the transition towards a more digital and efficient industrial sector.

During the period we also intensified our collaboration with various partners in deliveries to customers that strengthen our offering.

The assessment is that the division will continue to encounter a market trend that features variations between different branches of industry. Ongoing transition work is mainly aimed at internal efficiency improvements to boost profitability and competitiveness.

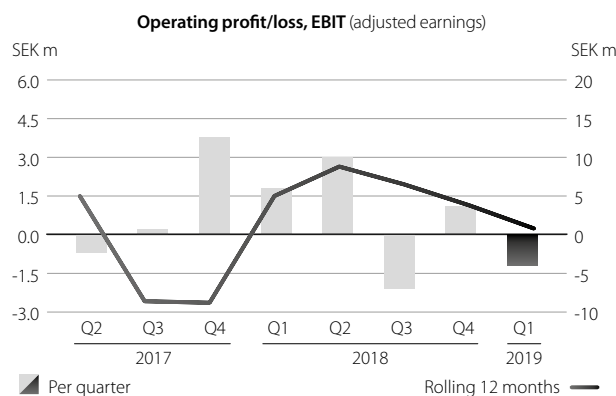
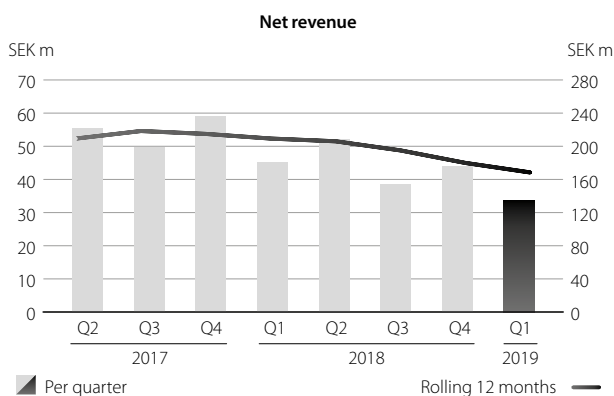
The division is represented in 11 locations in Sweden as well as in India, and the average number of employees in the quarter was 165.

#### New assignments

- Replacement of signal box for test bench, Volvo AB Eskilstuna
- Replacement of management system and electrical components, Volvo AB foundry in Skövde
- Design of management and control systems for Metrans AB

## Division summary

SEK million	3 months		12 months	
	Jan–Mar 2019	Jan–Mar 2018	Jan–Dec 2018	Rolling 12 mths
Net revenue	33.7	45.2	179.9	168.4
- of which internal net revenue	1.2	2.5	12.6	11.3
Total growth, %	-25.4	-15.2	-17.2	
- of which organic growth, %	-25.4	-15.2	-17.2	
- of which acquired growth, %	0.0	0.0	0.0	
Operating profit/loss, EBIT (adjusted earnings)	-1.2	1.8	3.8	0.8
- EBIT margin, %	-3.6	4.1	2.1	0.5
Average number of employees	148	188	177	148







Systems offers installation engineering services at all stages of the building process, focusing on HVAC design, electrical and telecommunications engineering, safety, and fire, risk and protection.

The division's net revenue amounted to SEK 122 million (112) for the quarter, an increase of roughly 10 percent. The improvement in revenue can be attributed to positive performance by acquired companies. Operating profit for the period decreased to SEK 10 million (20). Demand in general for the division's services has declined and we are experiencing a degree of uncertainty in the market, with extended decision processes as a result.

In the area of electrical and telecommunications engineering, where we hold a strong position in the Stockholm region, we had lower activity levels than anticipated in the period. Operations within HVAC design continued to deliver stable earnings during the quarter.

The investment in fire protection planning and risk management has been successful and operations during the quarter have delivered in line with expectations. Acquisitions and organic growth have enabled PE to adopt a market-leading position in this area, which has healthy profitability. The new Fire Safety, Risk & Protection business area that was established in the quarter is now beginning to take shape and cooperation between the locations is seeing positive development.

During the quarter, Kjell-Åke Johansson was appointed the new head of the division. Kjell-Åke's most recent position was

CEO of the newly-acquired Integra Engineering. He took up the post on 18 March.

Most of the assignments we receive focus on installation engineering in new builds and refurbishment of all types of properties, including major, complex projects spanning several areas. These include the manufacturing industry, hospitals, shopping centres, housing and sports grounds. We carry out a large number of safety investigations for municipalities and private companies. These are then used as a basis for several other disciplines within PE. The combination of wide-ranging and specialist services is much in demand, and customers mainly comprise private property management companies and building contractors, as well as public-sector customers.

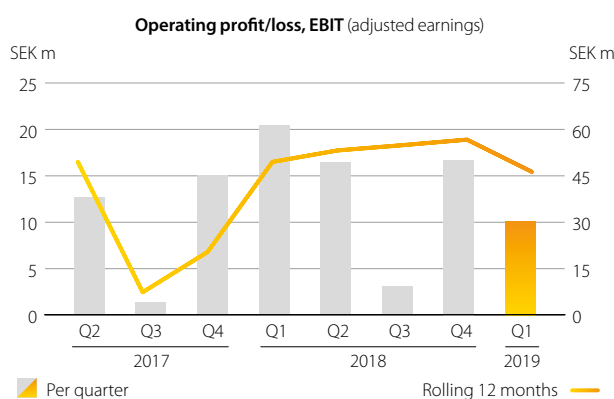
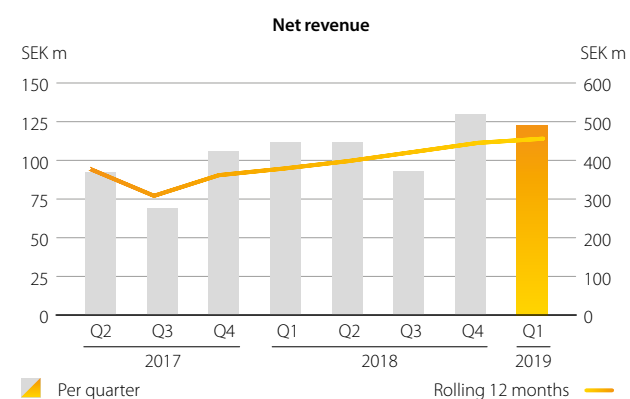
The division is represented in 20 locations in Sweden, as well as in Norway, and the average number of employees in the quarter was 360.

#### New assignments

- Electrical and telecommunications project planning, as well as HVAC design of refurbishment of, and extensions to Volvo Powertrain's foundry in Skövde
- Fire and sprinkler project planning for extension of spa hotel totalling roughly 6,000 sqm, at Smådalarö in Stockholm
- HVAC design, electrical project planning, energy and building design for the Kv. Polacken 30 property on Kungsgatan in Stockholm

## Division summary

SEK million	3 months		12 months	
	Jan-Mar 2019	Jan-Mar 2018	Jan-Dec 2018	Rolling 12 mths
Net revenue	122.3	111.5	445.3	456.1
- of which internal net revenue	10.6	14.0	58.9	55.5
Total growth, %	9.7	16.5	22.7	
- of which organic growth, %	-4.5	14.4	14.2	
- of which acquired growth, %	14.2	2.1	8.5	
Operating profit/loss, EBIT (adjusted earnings)	10.1	20.4	56.7	46.3
- EBIT margin, %	8.3	18.3	12.7	10.2
Average number of employees	360	323	332	360



# Cash flow and financial position

## First quarter, 1 January – 31 March 2019

Cash flow from operating activities amounted to SEK –14.4 million (11.6). Change in working capital totals SEK –47.0 million (20.5). Working capital has been affected by significantly lower trade payables compared to the previous year.

Investing activities displayed a net outflow during the quarter of SEK 19.5 million (11.9). The acquisition of Mats & Arne Arkitektkontor AB has had an impact of SEK 14.6 million.

Cash flow from financing activities totalled SEK 4.0 million (4.3). This is net of changes to drawn overdraft facilities of SEK 26.2 million, amortisation of bank loans of SEK 12.4 million and the repayment of lease liabilities in the amount of SEK 17.9 million in the quarter.

Net debt at the end of the quarter totalled SEK 395.7 million (247.4). The transition to accounting according to IFRS 16 has affected net debt in the amount of SEK 136 million. For further information about the impact of IFRS 16 see page 11 and Note 5.

## Acquisitions

The first quarter saw the acquisition of Mats & Arne Arkitektkontor AB, which conducts operations from Gothenburg and Stenungssund. The company has wide-ranging expertise within architecture and consolidates PE's offering in the region.

During the period the company contributed SEK 4.3 million to Group revenue, with an operating profit of SEK 0.5 million. If the company had been owned for the full year, the company would have contributed revenue of approximately SEK 5.8 million and operating income of SEK –0.4 million.

## Investments, depreciation and amortisation

Purchases of non-current assets for the period amounted to SEK 3.9 million (0.9). Depreciation/amortisation of non-current assets amounted to SEK 22.9 million (5.8), of which depreciation/amortisation of leased assets was SEK 18.2 million (3.6). Amortisation of intangible assets totalled SEK 3.0 million (1.0). Purchase considerations paid relating to acquired companies amounted to SEK 15.6 million (10.9), see Note 1 for further details.

## Significant events in the period

### 1 January – 31 March 2019

Helena Liljegen took up her position as the new Head of the Architecture & Management division. Kjell-Åke Johansson took on the role of Head of the Systems division. Nicke Rydgren was appointed Chief Commercial Officer in the first quarter, a role that combines marketing and acquisitions with strategy and business development.

## Significant events after the end of the period

PE has won two railway assignments from the Swedish Transport Administration to plan the ERTMS signalling system in the Polcirkeln and Stockaryd control areas.

## Other information

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### Employees

The average number of FTEs in the quarter amounted to 1,218 (971). The number of employees at the end of the period was 1,204 (986).

### Tax

The tax expense for the period totalled SEK 2.2 million (5.2).

### Parent Company

The Parent Company's net revenue for the 1 January–31 March period totalled SEK 60.5 million (60.7), with operating income (EBIT) corresponding to SEK –8.3 million (–6.2). Net revenue for the Parent Company mainly relates to intra-group cost allocations.

### Share information

The company's B share has been listed on Nasdaq Stockholm since 19 June 2018. The buying price at 31 March for PENG-B was SEK 28.40, a decrease of 18.6 percent in 2019.

### Dividend

The Board proposes a dividend of SEK 1 per share. The total dividend amounts to SEK 24,555,677 (11,702,828).

### Related-party transactions

In the first quarter, Projektengagemang purchased consulting services from K-Konsult Management AB and Pagator AB amounting to SEK 0.3 million (0.1). The transactions took place at market prices.

### Calendar effects

There has been no calendar effect in the first quarter. See page 25 for further information.

### Accounting policies

This report has been prepared in accordance with IAS 34, Interim Financial Reporting, International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and interpretative statements from the International Financial Reporting Interpretations Committee (IFRIC) as adopted by the EU. The Group applies the same accounting policies as detailed in Note 1 of the 2018 Annual Report.

IFRS 15 Revenue from Contracts with Customers and IFRS 9 Financial Instruments entered into force as of January 2018. IFRS 16 Leases has been applied as of January 2019.

**IFRS 16** is a new leases standard that is being applied by the Group as of 2019. It replaces IAS 17 Leases and accompanying interpretations IFRIC 4, SIC-15 and SIC-27, and means that all leases must be recognised in the balance sheet, with the exception of short-term contracts and contracts with a low value. This accounting is based on the approach that the lessee has a right to use an asset for a specific period of time, and at the same time an obligation to pay for such right. The standard, which has been adopted by the EU, mainly affects accounting of the Group's operating leases. Commitments regarding leases are calculated at present value and reported as non-current assets with interest-bearing liabilities in the balance sheet. In the income statement, lease expenses are replaced by depreciation/amortisation and interest expenses.

The replacement of the accounting policy for leases means an increase in total assets and operating profit, which affects various key performance indicators. The comparison periods in this report have not been recalculated.

The impact on the balance sheet and income statement and cash flow for the period January to March 2019 is detailed in Note 5.

To increase comparability with other companies on the market, as of 1 January 2018 PE introduced the earnings concept EBITA, which is defined as operating profit excluding acquisition-related items. Operating profit is therefore adjusted for amortisation and impairment of acquisition-related intangible assets, including goodwill, and revaluation of contingent considerations and gains/losses from the divestment of companies and operations.

PE applies all EU-adopted IFRS standards and statements (IFRIC), to the extent possible within the framework of the Swedish Annual Accounts Act, and in some cases for tax reasons. This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Financial Reporting Board's recommendation RFR 2 Accounting for Legal Entities.

## Risks and uncertainties

PE is exposed to business risks associated with economic and structural changes, as well as changes in market trends. Other risks include the ability to recruit, retain and develop employees. Furthermore, the Group is exposed to interest rate, foreign exchange and credit risks. In the event of a significant change in circumstances in the company's markets, PE could experience problems in signing new credit facilities and consequently need to use a larger portion of cash flow to make interest payments and repayments. This could have a negative effect on the company. The risk exposure described in the 2018 Annual Report provides further details of risks and uncertainties and these remain unchanged for this period.

## Audit

This report has not been subject to a limited assurance review.

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Stockholm, 7 May 2019  
Projektengagemang Sweden AB (publ)

Per Hedebäck  
*President and CEO*

## Group income statement

SEK million	3 months		12 months	
	Jan–Mar 2019	Jan–Mar 2018	Jan–Dec 2018	Rolling 12 mths
<b>Net revenue</b>	<b>370.4</b>	<b>307.1</b>	<b>1,223.8</b>	<b>1,287.2</b>
Other external expenses	-79.6	-74.5	-347.9	-353.0
Personnel costs	-257.2	-198.0	-786.3	-845.6
<b>Profit/loss before depreciation/amortisation, EBITDA</b>	<b>33.6</b>	<b>34.6</b>	<b>89.6</b>	<b>88.6</b>
Depreciation, amortisation and impairment losses	-20.1	-4.9	-18.8	-33.9
<b>Operating profit/loss, EBITA</b>	<b>13.6</b>	<b>29.7</b>	<b>70.8</b>	<b>54.7</b>
Acquisition-related items <sup>1</sup>	-0.1	-0.9	3.4	4.1
<b>Operating profit/loss, EBIT</b>	<b>13.4</b>	<b>28.8</b>	<b>74.2</b>	<b>58.8</b>
Financial items	-3.0	-1.4	-5.8	-7.4
<b>Profit/loss after financial items</b>	<b>10.4</b>	<b>27.3</b>	<b>68.4</b>	<b>51.4</b>
Tax	-2.2	-5.2	-11.3	-8.3
<b>Profit/loss for the period<sup>2</sup></b>	<b>8.2</b>	<b>22.2</b>	<b>57.1</b>	<b>43.2</b>
Attributable to:				
Parent Company shareholders	8.2	22.1	56.8	42.9
Non-controlling interests	0.0	-0.1	0.3	0.3
Basic and diluted earnings per share for the period, SEK	0.33	0.90	2.63	1.99

1 Acquisition-related items are defined as depreciation/amortisation and impairment of goodwill and acquisition-related intangible assets, revaluation of contingent considerations and gains and losses from divestments of companies, operations, land and buildings.

2 No deviations between the profit or loss for the period and comprehensive income for the period

## Consolidated statement of comprehensive income

SEK million	3 months		12 months	
	Jan–Mar 2019	Jan–Mar 2018	Jan–Dec 2018	Rolling 12 mths
Profit/loss for the year	8.2	22.2	57.1	43.2
<b>Comprehensive income for the year</b>	<b>8.2</b>	<b>22.2</b>	<b>57.1</b>	<b>43.2</b>



## Consolidated balance sheet

SEK million	31 March 2019	31 March 2018	31 Dec 2018
<b>ASSETS</b>			
<b>Non-current assets</b>			
Goodwill	588.1	338.1	573.0
Other non-current intangible assets	48.2	15.3	50.6
Property, plant and equipment	211.9	43.2	62.4
Financial assets	3.9	4.3	3.9
<b>Total non-current assets</b>	<b>851.1</b>	<b>400.9</b>	<b>689.9</b>
<b>Current assets</b>			
Current assets excluding cash and cash equivalents	395.6	335.7	394.3
Cash and cash equivalents including short-term investments	71.7	7.8	109.5
<b>Total current assets</b>	<b>467.3</b>	<b>343.5</b>	<b>503.8</b>
<b>TOTAL ASSETS</b>	<b>1,319.4</b>	<b>744.4</b>	<b>1,193.7</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Equity attributable to Parent Company shareholders	594.6	249.8	586.1
Non-controlling interests	1.1	0.8	1.0
<b>Total equity</b>	<b>595.7</b>	<b>250.6</b>	<b>587.2</b>
<b>Liabilities</b>			
Non-current liabilities	338.0	160.1	264.8
Current liabilities, accrued expenses	355.1	315.4	310.7
Deferred tax liabilities	30.6	18.3	31.0
<b>Total liabilities</b>	<b>723.7</b>	<b>493.8</b>	<b>606.5</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,319.4</b>	<b>744.4</b>	<b>1,193.7</b>

## Consolidated statement of changes in equity

SEK million	31 March 2019	31 March 2018	31 Dec 2018
<b>Equity at start of period</b>	<b>587.2</b>	<b>228.4</b>	<b>228.5</b>
Profit/loss for the period	8.2	22.2	57.1
Dividends paid	–	–	–11.7
New share issue	–	–	329.1
Transaction expenses	–	–	–19.9
Deferred tax on transaction expenses	–	–	4.2
Other transactions	0.3	0.0	–0.1
<b>Equity at end of period</b>	<b>595.7</b>	<b>250.6</b>	<b>587.2</b>
Attributable to:			
Parent Company shareholders	594.6	249.8	586.1
Non-controlling interests	1.1	0.8	1.0
<b>Total</b>	<b>595.7</b>	<b>250.6</b>	<b>587.1</b>

# Consolidated cash flow statement

SEK million	3 months		12 months
	Jan-Mar 2019	Jan-Mar 2018	Jan-Dec 2018
<b>Operating activities</b>			
Profit/loss after financial items	10.4	27.3	68.4
Adjustments for non-cash items	22.8	5.5	179
Tax paid	-0.5	-0.7	-5.7
<b>Cash flow before changes in working capital</b>	<b>32.6</b>	<b>32.1</b>	<b>80.5</b>
Cash flow from changes in working capital	-47.0	-20.5	-42.7
<b>Cash flow from operating activities</b>	<b>-14.4</b>	<b>11.6</b>	<b>37.8</b>
Purchase of property, plant and equipment and non-current intangible assets	-3.8	-0.9	-3.6
Acquisition of Group companies, incl. cash funds	-15.6	-10.9	-271.6
Change in financial assets	0.0	-0.1	0.1
<b>Cash flow from investing activities</b>	<b>-19.5</b>	<b>-11.9</b>	<b>-275.1</b>
Dividend paid	-	-	-11.7
New share issue	-	-	329.1
Transaction expenses, new share issue	-	-	-199
Borrowings	-	-	281.0
Amortisation of loans	-30.2	-15.4	-213.6
Change in credit facilities	26.2	19.7	-22.2
<b>Cash flow from financing activities</b>	<b>-4.0</b>	<b>4.3</b>	<b>342.8</b>
<b>Cash flow for the period</b>	<b>-37.8</b>	<b>4.0</b>	<b>105.5</b>
Cash and cash equivalents at start of period	109.0	3.5	3.5
<b>Cash and cash equivalents at end of period</b>	<b>71.2</b>	<b>7.5</b>	<b>109.0</b>

## Parent Company income statement

SEK million	3 months		12 months
	Jan-Mar 2019	Jan-Mar 2018	Jan-Dec 2018
<b>Net revenue</b>	<b>60.5</b>	<b>60.7</b>	<b>249.2</b>
Other external expenses	-50.4	-52.1	-201.5
Personnel costs	-15.1	-13.6	-53.2
<b>Profit/loss before depreciation/amortisation, EBITDA</b>	<b>-5.0</b>	<b>-5.0</b>	<b>-5.5</b>
Depreciation, amortisation and impairment losses	-3.3	-1.2	-4.5
<b>Operating profit/loss, EBIT</b>	<b>-8.3</b>	<b>-6.2</b>	<b>-10.0</b>
Financial items	-2.1	-1.1	-19.9
<b>Profit/loss after financial items</b>	<b>-10.4</b>	<b>-7.3</b>	<b>-29.9</b>
Appropriations	0.1	0.0	36.5
<b>Profit/loss before tax</b>	<b>-10.3</b>	<b>-7.3</b>	<b>6.6</b>
Tax	0.0	0.0	-0.3
<b>Profit/loss for the period</b>	<b>-10.3</b>	<b>-7.3</b>	<b>6.2</b>

## Parent Company statement of comprehensive income

SEK million	3 months		12 months
	Jan-Mar 2019	Jan-Mar 2018	Jan-Dec 2018
Profit/loss for the year	-10.3	-7.3	6.2
<b>Comprehensive income for the year</b>	<b>-10.3</b>	<b>-7.3</b>	<b>6.2</b>

# Parent Company balance sheet

SEK million	31 March 2019	31 March 2018	31 Dec 2018
<b>ASSETS</b>			
<b>Non-current assets</b>			
Other non-current intangible assets	1.8	1.2	1.3
Property, plant and equipment	44.2	7.5	9.0
Deferred tax assets	6.7	7.1	6.7
Financial assets	767.3	384.7	745.6
<b>Total non-current assets</b>	<b>820.0</b>	<b>400.5</b>	<b>762.7</b>
<b>Current assets</b>			
Current assets	126.4	256.5	252.7
<b>Total current assets</b>	<b>126.4</b>	<b>256.5</b>	<b>252.7</b>
<b>TOTAL ASSETS</b>	<b>946.4</b>	<b>657.0</b>	<b>1,015.4</b>
<b>EQUITY AND LIABILITIES</b>			
Equity	495.6	190.7	506.0
Non-current liabilities	250.4	137.9	237.1
Current liabilities	200.4	328.4	272.3
<b>Total liabilities</b>	<b>450.8</b>	<b>466.2</b>	<b>509.4</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>946.4</b>	<b>657.0</b>	<b>1,015.4</b>

# Income statement per quarter for the Group<sup>4</sup>

SEK million	Jan-Mar 2019	Oct-Dec 2018	Jul-Sep 2018	Apr-Jun 2018	Jan-Mar 2018	Oct-Dec 2017	Jul-Sep 2017	Apr-Jun 2017
<b>Net revenue</b>	<b>370.4</b>	<b>343.8</b>	<b>248.9</b>	<b>324.1</b>	<b>307.1</b>	<b>319.3</b>	<b>249.3</b>	<b>299.4</b>
Other external expenses	-79.6	-97.0	-77.8	-98.6	-74.5	-91.4	-86.9	-84.6
Personnel costs	-257.2	-222.8	-164.0	-201.6	-197.9	-198.9	-154.0	-193.4
<b>Profit/loss before depreciation/amortisation, EBITDA</b>	<b>33.6</b>	<b>24.0</b>	<b>7.1</b>	<b>23.9</b>	<b>34.6</b>	<b>29.0</b>	<b>8.3</b>	<b>21.4</b>
<b>Profit/loss before depreciation/amortisation, EBITDA (adjusted earnings)<sup>1</sup></b>	<b>33.6</b>	<b>24.0</b>	<b>7.1</b>	<b>31.2</b>	<b>36.9</b>	<b>37.6</b>	<b>15.1</b>	<b>28.9</b>
Depreciation, amortisation and impairment losses	-20.1	-4.7	-4.9	-4.2	-4.9	-5.7	-5.4	-5.7
<b>Operating profit/loss, EBITA</b>	<b>13.6</b>	<b>19.3</b>	<b>2.2</b>	<b>19.7</b>	<b>29.7</b>	<b>23.3</b>	<b>3.0</b>	<b>15.7</b>
<b>Operating profit/loss, EBITA (adjusted earnings)<sup>1</sup></b>	<b>13.6</b>	<b>19.3</b>	<b>2.2</b>	<b>26.9</b>	<b>32.0</b>	<b>32.0</b>	<b>9.7</b>	<b>23.2</b>
Acquisition-related items <sup>2</sup>	-2.8	-0.9	-0.9	-0.9	-0.9	-0.9	-0.9	-0.9
<b>Operating profit/loss, EBIT</b>	<b>13.4</b>	<b>25.4</b>	<b>1.2</b>	<b>18.8</b>	<b>28.8</b>	<b>22.4</b>	<b>2.0</b>	<b>14.8</b>
<b>Operating profit/loss, EBIT (adjusted earnings)<sup>1</sup></b>	<b>13.4</b>	<b>18.3</b>	<b>1.2</b>	<b>26.0</b>	<b>31.1</b>	<b>31.0</b>	<b>8.8</b>	<b>22.3</b>
Financial items	-3.0	-1.6	-1.0	-1.8	-1.4	-2.1	-1.8	-2.9
<b>Profit/loss after financial items</b>	<b>10.4</b>	<b>23.8</b>	<b>0.3</b>	<b>16.9</b>	<b>27.3</b>	<b>20.3</b>	<b>0.2</b>	<b>11.9</b>
Tax	-2.2	-1.7	-0.6	-3.8	-5.2	-8.4	-0.1	-2.1
<b>Profit/loss for the period<sup>3</sup></b>	<b>8.2</b>	<b>22.1</b>	<b>-0.3</b>	<b>13.1</b>	<b>22.2</b>	<b>11.9</b>	<b>0.1</b>	<b>9.7</b>
Attributable to:								
Parent Company shareholders	8.2	21.9	-0.1	12.9	22.1	11.5	0.2	9.7
Non-controlling interests	0.0	0.3	-0.2	0.2	0.0	0.4	-0.1	0.1

1 Adjusted for items affecting comparability 2018 and earlier 2019 EBIT boosted by a capital gain of SEK 2.6 million.

2 Acquisition-related items are defined as depreciation/amortisation and impairment of goodwill and acquisition-related intangible assets, revaluation of contingent considerations and gains and losses from divestments of companies, operations, land and buildings.

3 No deviations between the profit or loss for the period and comprehensive income for the period.

4 2018 and earlier not restated for IFRS 16.



# Key performance indicators, Group<sup>3</sup>

SEK million	3 months		12 months	
	Jan–Mar 2019	Jan–Mar 2018	Jan–Dec 2018	Rolling 12 mths
<b>PROFITABILITY</b>				
EBITDA	33.6	34.6	89.6	88.6
EBITDA margin, %	9.1	11.3	7.3	6.9
EBITDA (adjusted earnings) <sup>1</sup>	33.6	36.9	99.2	95.9
EBITDA margin, % (adjusted earnings)	9.1	12.0	8.1	7.4
EBITA	13.6	29.7	70.8	54.7
EBITA margin, %	3.7	9.7	5.8	4.2
EBITA (adjusted earnings) <sup>1</sup>	13.6	32.0	80.4	62.0
EBITA margin, % (adjusted earnings)	3.7	10.4	6.6	4.8
EBIT	13.4	28.8	74.2	58.8
EBIT margin, %	3.6	9.4	6.1	4.6
EBIT (adjusted earnings) <sup>1</sup>	13.4	31.1	76.7	56.4
EBIT margin, % (adjusted earnings)	3.6	10.1	6.3	4.4
<b>NET REVENUE</b>				
Total growth, %	20.6	1.4	4.6	–
- of which organic growth	–4.4	0.5	–0.2	–
- of which acquired growth	25.0	1.0	4.8	–
<b>FINANCIAL POSITION</b>				
Equity/assets ratio, %	45.2	33.7	49.3	–
Available cash and cash equivalents	305.9	126.2	369.8	–
- of which undrawn credit facilities	234.1	118.4	260.3	–
Debt/equity ratio <sup>3</sup>	4.5	2.8	2.3	4.5
<b>OTHER</b>				
Number of employees	1,204	986	1,211	1,204
Average number of employees	1,051	971	1,022	988
Chargeability, %	75.1	79.3	77.7	76.5
Basic and diluted earnings per share, SEK	0.33	0.90	2.63	1.99
Equity per share, SEK <sup>2</sup>	24.22	42.69	23.87	24.22

1 Adjusted for items affecting comparability 2018 and earlier 2019 EBIT boosted by a capital gain of SEK 2.6 million.

2 Previous year's basic and diluted earnings per share have been recalculated based on share issues implemented in 2018.

3 2018 and rolling 12 months not restated for IFRS 16.

# Notes

## NOTE 1 Acquisitions

The acquisition of Mats & Arne Arkitektkontor AB was concluded in the first quarter. The company was consolidated as of 1 February 2019 and has contributed revenue of roughly SEK 4.3 million. An adjustment of the acquisition analysis for the acquisition of PreCendo has been made in the amount of SEK 1 million due to excess liquidity in the company. Transaction expenses for the period totalled SEK 1.5 million (0.4) and are included in the earnings item 'Other external expenses'.

### Acquisition analysis Jan–Mar 2019

SEK million	Mats & Arne Arkitektkontor AB	PreCendo AB	Total
Goodwill and other intangible assets	13.7	1.0	14.7
Other non-current assets	3.1	–	3.1
Current receivables	4.9	–	4.9
Cash and cash equivalents	3.1	–	3.1
Current and non-current liabilities	–7.0	–	–7.0
<b>Purchase considerations</b>	<b>17.8</b>	<b>1.0</b>	<b>18.8</b>
Unpaid purchase considerations	0.0	–	–
Cash and cash equivalents in the acquired company	3.1	–	3.1
<b>Purchase considerations paid incl. cash funds</b>	<b>14.6</b>	<b>1.0</b>	<b>15.6</b>

### Acquisition-related items

SEK million	3 months		12 months	
	Jan–Mar 2019	Jan–Mar 2018	Jan–Dec 2018	Rolling 12 mths
<b>EBITA</b>	<b>13.6</b>	<b>29.7</b>	<b>70.8</b>	<b>54.7</b>
Amortisation of acquisition-related non-current intangible assets	–2.8	–0.9	–3.7	–5.6
Reversed contingent consideration	–	0.0	7.1	7.1
Acquisition-related capital gain from sale of non-current asset	2.6	–	–	2.6
<b>Acquisition-related items</b>	<b>–0.2</b>	<b>–1.0</b>	<b>3.3</b>	<b>4.0</b>
<b>Operating profit/loss, EBIT</b>	<b>13.4</b>	<b>28.8</b>	<b>74.2</b>	<b>58.8</b>

## NOTE 2 Financial instruments by category

The fair value of the Group's financial instruments is established via market valuation, e.g. recently completed transactions, the price of similar instruments and discounted cash flows. When there is no reliable data available for fair value measurement, financial instruments are recognised at cost (Level 3). There were no transfers between any of the levels during the period.

No financial instruments have been classified at level 2. Carrying amount is deemed to represent a reasonable estimate of the fair value of all financial assets and liabilities. The financial assets and liabilities are assigned to valuation categories 2 and 3.

### 31 March 2019

SEK million	Measured at fair value via profit/loss	Financial assets measured at amortised cost	Financial liabilities measured at fair value through profit/loss	Of which fair value per level*		
				1	2	3
<b>Financial instruments, assets</b>						
Financial investments	3.2			–	–	3.2
Trade receivables	–	195.3	–	–	–	–
Short-term investments	0.5		–	–	–	0.5
Cash and cash equivalents	–	–	–	–	–	–
Other non-current receivables	–	0.7	–	–	–	–
<b>Total financial assets</b>	<b>3.7</b>	<b>196.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>3.7</b>
<b>Financial instruments, liabilities</b>						
Recognised purchase considerations	17.3	–	–	–	–	17.3
Liabilities to customers and suppliers	–	–	–	–	–	–
Other non-current liabilities	–	–	28.1	–	–	–
Interest-bearing liabilities, non-current	–	–	0.2	–	–	–
Interest-bearing liabilities, current	–	–	324.5	–	–	–
<b>Total financial liabilities</b>	<b>17.3</b>	<b>0.0</b>	<b>143.6</b>	<b>0.0</b>	<b>0.0</b>	<b>17.3</b>

### 31 March 2018

SEK million	Measured at fair value via profit/loss	Financial assets available for sale, measured at fair value	Financial liabilities measured at amortised cost	Of which fair value per level*		
				1	2	3
<b>Financial instruments, assets</b>						
Financial investments	3.2			–	–	3.2
Trade receivables	–	157.0	–	–	–	–
Short-term investments	0.3		–	–	–	0.3
Cash and cash equivalents	–	–	–	–	–	–
Other non-current receivables	–	1.0	–	–	–	–
<b>Total financial assets</b>	<b>3.5</b>	<b>158.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>3.6</b>
<b>Financial instruments, liabilities</b>						
Recognised purchase considerations	20.9	–	–	–	–	20.9
Liabilities to customers and suppliers	–	–	–	–	–	–
Other non-current liabilities	–	–	–	–	–	–
Interest-bearing liabilities, non-current	–	–	159.8	–	–	–
Interest-bearing liabilities, current	–	–	97.2	–	–	–
<b>Total financial liabilities</b>	<b>20.9</b>	<b>0.0</b>	<b>257.0</b>	<b>0.0</b>	<b>0.0</b>	<b>20.9</b>

Financial assets and financial liabilities measured at fair value in the balance sheet, or where disclosures are submitted regarding fair value, are classified according to one of three levels based on the information used to establish the fair value. No transfers have occurred between these levels in 2019 or 2018.

#### Level 1

Financial instruments for which fair value is established based on observable (unadjusted) quoted prices in active markets for identical assets and liabilities. A market is considered active if quoted prices from a stock market, broker, industrial group, pricing service or supervisory authority are easily and regularly available, and such prices represent actual and regularly occurring arm's-length market transactions.

#### Level 2

Financial instruments for which fair value is established according to valuation models based on observable data for the asset or liability other than quoted prices

included in Level 1, either directly (i.e. as quoted prices) or indirectly (i.e. derived from quoted prices). Examples of observable data under Level 2 are:

- Quoted prices for similar assets and liabilities.
- Data that may constitute grounds for assessing price, e.g. market rates and yield curves.

#### Level 3

Financial instruments for which fair value is established according to valuation models in which material inputs are based on unobservable data. No significant transfers between the levels have occurred during the periods. For other financial assets and financial liabilities, the recognised values are in all material respects deemed to correspond to the fair values. Recognised purchase considerations and financial investments are valued based on future earnings forecasts.

## NOTE 3 Deferred tax assets/tax liabilities

The interim report's balance sheet is aggregated. Deferred tax assets are therefore netted against deferred tax liabilities. In order to illustrate the impact of such netting on the balance sheet, the table below shows how the various components affect the deferred tax asset and deferred tax liability.

### Deferred tax effect

SEK million	31 March 2019	31 March 2018
<b>Deferred tax assets</b>		
Loss carry-forwards	7.8	15.0
Current assets	10.1	0.8
<b>Total deferred tax assets</b>	<b>17.9</b>	<b>15.9</b>
<b>Deferred tax liabilities</b>		
Untaxed reserves	20.1	3.6
Current assets	28.4	30.5
<b>Total deferred tax liabilities</b>	<b>48.5</b>	<b>34.1</b>
<b>Net deferred tax liabilities</b>	<b>-30.6</b>	<b>-18.3</b>

## NOTE 4 Revenue breakdown

Projektengagemang's revenue comprises one type of income relating to delivery of assignments to customers. Revenue is broken down based on the company's technical areas, which are separated into the divisions into which Projektengagemang is segmented. For further information regarding the Group's revenue recognition, please refer to the accounting policies detailed in the 2018 Annual Report.

SEK million	3 months		12 months	
	Jan-Mar 2019	Jan-Mar 2018	Jan-Dec 2018	Rolling 12 mths
<b>Net revenue</b>				
Architecture	51.5	49.6	188.9	190.8
Project Management	51.7	46.0	199.9	205.6
<b>Architecture &amp; Management</b>	<b>103.2</b>	<b>95.6</b>	<b>388.8</b>	<b>396.4</b>
Building	97.7	49.0	178.7	227.4
Infrastructure	18.3	17.0	71.5	72.8
<b>Civil Engineering &amp; Infrastructure</b>	<b>116.1</b>	<b>66.0</b>	<b>250.2</b>	<b>300.2</b>
<b>Industry &amp; Energy</b>	<b>33.7</b>	<b>45.2</b>	<b>179.9</b>	<b>168.4</b>
Electrical, Telecommunications & Safety	87.5	74.9	313.3	325.9
HVAC	34.8	36.6	132.1	130.3
<b>Systems</b>	<b>122.3</b>	<b>111.5</b>	<b>445.3</b>	<b>456.1</b>
Internal eliminations	-4.9	-11.3	-40.4	-34.0
<b>Total</b>	<b>370.4</b>	<b>307.1</b>	<b>1,223.8</b>	<b>1,287.2</b>

## NOTE 5 Impact of IFRS 16

### Income statement

SEK million	Excl. IFRS 16	Impact IFRS 16	Incl. IFRS 16
Net revenue	370.4		370.4
Other costs	-352.0	15.2	-336.8
<b>EBITDA</b>	<b>18.4</b>	<b>15.2</b>	<b>33.6</b>
Depreciation, amortisation and impairment losses	-5.3	-14.8	-20.1
<b>EBITA</b>	<b>13.1</b>	<b>0.4</b>	<b>13.5</b>
Acquisition-related items	-0.1	0.0	-0.1
<b>Operating profit/loss, EBIT</b>	<b>13.0</b>	<b>0.4</b>	<b>13.4</b>
Net financial items	-2.6	-0.4	-3.0
<b>Profit/loss after net financial items</b>	<b>10.4</b>	<b>0.0</b>	<b>10.4</b>

### Balance sheet

SEK million	Excl. IFRS 16	Impact IFRS 16	Incl. IFRS 16
Non-current assets	697.4	154.7	852.1
Current assets	408.5	-12.9	395.6
Cash and cash equivalents including short-term investments	71.7		71.7
<b>TOTAL ASSETS</b>	<b>1,177.6</b>	<b>141.8</b>	<b>1,319.4</b>
Equity	595.7		595.7
Non-current liabilities	252.7	85.3	338.0
Current liabilities	298.6	56.5	355.1
Deferred tax liabilities	30.6		30.6
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,177.6</b>	<b>141.8</b>	<b>1,319.4</b>

### Cash flow

SEK million	Excl. IFRS 16	Impact IFRS 16	Incl. IFRS 16
Profit/loss after financial items	10.4		10.4
Adjustments for non-cash items	7.6	15.2	22.8
Tax paid	-0.5		-0.5
<b>Cash flow before changes in working capital</b>	<b>17.5</b>	<b>15.2</b>	<b>32.7</b>
Change in working capital	-47.0		-47.0
<b>Cash flow from operating activities</b>	<b>-29.5</b>	<b>15.2</b>	<b>-14.3</b>
<b>Cash flow from investing activities</b>	<b>-19.5</b>		<b>-19.5</b>
<b>Cash flow from financing activities</b>	<b>11.2</b>	<b>-15.2</b>	<b>-4.0</b>
<b>Cash flow for the period</b>	<b>-37.8</b>	<b>0.0</b>	<b>-37.8</b>



# Key performance indicators, definitions

This report contains financial measures that are not defined in IFRS. These financial measures are used to monitor, analyse and direct operations and to supply the Group's stakeholders with information about the Group's financial position, earnings and performance. These financial measures are considered to be necessary to be able to monitor and direct the development of the Group's financial targets and it is therefore relevant to publish them regularly. Below is a list of definitions of the key performance indicators used in this report.

## Share-based measures

### Earnings per share

Profit/loss for the year attributable to shareholders divided by a weighted average of the number of shares during the year

## Performance figures

### Return on equity

Profit/loss for the year according to income statement excluding minority's share, as a percentage of average equity

### Return on capital employed

Profit/loss after net financial items, including earnings from participations in associates with reversal of interest expenses, as a percentage of average capital employed

### Return on total capital

Profit/loss after net financial items, including earnings from participations in associates plus finance costs, as a percentage of average total assets

## Financial measures

### Acquisition-related items

Defined as depreciation/amortisation and impairment of goodwill and acquisition-related intangible assets, revaluation of contingent considerations and gains and losses from divestments of companies, operations, land and buildings

### Average period of fixed interest

Period of fixed interest weighted according to outstanding interest-bearing liabilities

### Average equity

Average amount of recognised equity at 1 January and 31 December

### EBITA

Operating profit/loss excluding acquisition-related items

### Adjusted earnings

Operating profit/loss adjusted for items affecting comparability

### Items affecting comparability

Items relating to terminated operations, acquisition and integration expenses and IPO expenses

### Asset turnover

Net revenue divided by average capital employed

### Net receivables (-)/debt

Interest-bearing liabilities less financial assets including cash and cash equivalents

### Net revenue

Net revenue corresponds to invoicing of current projects

### Order intake

The value of projects taken on and changes to existing projects during the current period

### R12

Rolling 12 months

### Interest coverage ratio

Profit/loss after financial items plus finance costs divided by finance costs

### Leverage

Net receivables (-)/debt divided by EBITDA, rolling 12 months

### Debt/equity ratio

Net receivables (-)/debt divided by equity

### Equity/assets ratio

Total equity as a percentage of total assets

### Capital employed

Total assets less non-interest-bearing liabilities including deferred tax liabilities. Average capital employed is calculated as the average of values at 1 January and 31 December

## Margins

### Operating margin

Operating profit/loss as a percentage of net revenue

### EBITA margin

EBITA as a percentage of net revenue

### Profit margin

Profit/loss after financial items as a percentage of net revenue for the period

## Other key performance indicators

### Number of employees

Total number of employees, all forms of employment, at end of period

### Chargeability

Time charged to customer in relation to total attendance

### Average number of FTEs

Average number of employees during the year recalculated to full-time equivalents. The actual number of employees is higher due to part-time positions, and the fact that some employees only work for part of the year

### Calendar effect

Average number of employees for the period multiplied by the difference in the number of available working days during the period, multiplied by average revenue/employee

### Average interest

Nominal interest weighted according to outstanding interest-bearing liabilities at the balance sheet date

## Calculations of financial performance measures not defined according to IFRS

Some of the descriptions and analyses presented in this interim report include alternative performance measures that are not defined by IFRS. The company is of the opinion that this information, in combination with comparable defined IFRS measures, is useful for investors, as it provides a basis for measuring operating earnings and the ability to repay liabilities and invest in the business. Company management uses these financial measures, together with the most directly comparable financial measures according to IFRS, when evaluating operating earnings

and value creation. These alternative performance measures should not be considered in isolation from, or as a substitute for financial information published in the financial statements in accordance with IFRS. The alternative performance measures that are reported do not necessarily need to be comparable with similar measures published by other companies. Reconciliations are presented in the tables below.

SEK million	3 months		12 months	
	Jan-Mar 2019	Jan-Mar 2018	Jan-Dec 2018	Rolling 12 mths
Non-current, interest-bearing liabilities	324.5	158.0	251.2	324.5
Current, interest-bearing liabilities	143.6	97.2	66.7	143.6
Cash and cash equivalents including short-term investments	-72.4	-7.8	-110.1	-72.4
<b>Net receivables (-)/debt</b>	<b>395.7</b>	<b>247.4</b>	<b>207.8</b>	<b>395.7</b>
Net receivables (-)/debt	395.7	247.4	207.8	395.7
EBITDA, rolling 12 months	88.6	88.6	89.6	88.6
<b>Leverage</b>	<b>4.5</b>	<b>2.8</b>	<b>2.3</b>	<b>4.5</b>
Operating profit/loss, EBIT	13.4	28.8	74.2	58.8
Net revenue	370.4	307.1	1,223.8	1,287.2
<b>Operating margin EBIT, %</b>	<b>3.6</b>	<b>9.4</b>	<b>6.1</b>	<b>4.6</b>
Operating profit/loss, EBIT (adjusted earnings)	10.8	31.1	76.7	56.4
Net revenue	370.4	307.1	1,223.8	1,287.2
<b>Adjusted operating margin EBIT, %</b>	<b>2.9</b>	<b>10.1</b>	<b>6.3</b>	<b>4.4</b>
Operating profit/loss, EBIT	13.4	28.8	74.2	58.8
Acquisition-related items	-0.1	-0.9	3.4	4.1
EBITA	13.6	29.7	70.8	54.7
Net revenue	370.4	307.1	1,223.8	1,287.2
<b>EBITA margin, %</b>	<b>3.7</b>	<b>9.7</b>	<b>5.8</b>	<b>4.2</b>
Operating profit/loss, EBIT (adjusted earnings)	10.8	31.1	76.7	56.4
Acquisition-related items	-0.1	-0.9	3.4	4.1
EBITA (adjusted earnings)	13.6	32.0	80.4	62.0
Net revenue	370.4	307.1	1,223.8	1,287.2
<b>Adjusted EBITA margin, %</b>	<b>3.7</b>	<b>10.4</b>	<b>6.6</b>	<b>4.8</b>
Operating profit/loss, EBIT	13.4	28.8	74.2	58.8
Depreciation/amortisation	20.2	4.9	15.4	29.8
Profit/loss before depreciation/amortisation, EBITDA	33.6	34.6	89.6	88.6
Net revenue	370.4	307.1	1,223.8	1,287.2
<b>EBITDA margin, %</b>	<b>9.1</b>	<b>11.3</b>	<b>7.3</b>	<b>6.9</b>
Operating profit/loss, EBIT (adjusted earnings)	10.8	31.1	76.7	56.4
Depreciation/amortisation	20.2	2.2	15.4	29.8
Profit/loss before depreciation/amortisation, EBITDA (adjusted earnings)	33.6	36.9	99.2	95.9
Net revenue	370.4	307.1	1,223.8	1,287.2
<b>Adjusted EBITDA margin, %</b>	<b>9.1</b>	<b>12.0</b>	<b>8.1</b>	<b>7.4</b>

## Adjusted operating profit/loss EBIT and EBITA for items affecting comparability

Company management is of the opinion that the operating performance measures EBIT and EBITA, adjusted for acquisition expenses and integration expenses associated with significant acquisitions, together with listing-related costs provide useful information allowing investors to monitor and analyse the underlying earnings performance of the business, and create comparable performance measures between different periods.

During the January to March 2018 period, earnings were negatively impacted by a total of SEK 2.3 million in items affecting comparability. These costs consist entirely of consulting expenses associated with the company's IPO. In the first quarter of 2019, earnings were affected positively by a capital gain from the sale of non-current assets, in the amount of SEK 2.6 million.

SEK million	3 months		12 months	
	Jan-Mar 2019	Jan-Mar 2018	Jan-Dec 2018	Rolling 12 mths
<b>EBITA</b>	<b>13.6</b>	<b>29.7</b>	<b>70.8</b>	<b>54.7</b>
Terminated operations	-	-	-	0.9
Acquisition and integration expenses	-	-	-	19.5
IPO expenses	-	2.3	9.6	8.3
<b>EBITA items affecting comparability</b>	<b>0.0</b>	<b>2.3</b>	<b>9.6</b>	<b>28.7</b>
<b>Adjusted EBITA</b>	<b>13.6</b>	<b>32.0</b>	<b>80.4</b>	<b>83.4</b>

SEK million	3 months		12 months	
	Jan-Mar 2019	Jan-Mar 2018	Jan-Dec 2018	Rolling 12 mths
<b>Operating profit/loss, EBIT</b>	<b>13.4</b>	<b>28.8</b>	<b>74.2</b>	<b>58.8</b>
EBITA items affecting comparability	0.0	2.3	9.6	28.7
Reversed contingent consideration	0.0	0.0	-7.1	-7.1
<b>Items affecting comparability EBIT</b>	<b>0.0</b>	<b>2.3</b>	<b>2.5</b>	<b>21.6</b>
<b>Adjusted EBIT</b>	<b>13.4</b>	<b>31.1</b>	<b>76.7</b>	<b>80.4</b>

## Net revenue growth

For clarification of net revenue growth, Projektengagemang attributes growth partly to acquired growth and organic growth, and partly to the calendar effect. There was no calendar effect in the quarter.

SEK million	3 months			12 months		
	Jan-Mar 2019	Jan-Mar 2018	Growth %	Jan-Dec 2018	Jan-Dec 2017	Growth %
Reported revenue	370.4	307.1	20.6%	1,223.8	1,170.6	4.5%
Adjustment for acquisitions/divestments	-76.9	-	-	-55.8	-	-
Revenue adjusted for acquisitions/divestments (organic growth)	293.5	307.1	-4.4%	1,168.0	1,170.6	-0.2%
Adjustment for calendar effect	-	-	-	9.0	-	-
Revenue adjusted for acquisitions/divestments and calendar effect (organic growth taking account of calendar effect)	293.5	307.1	-4.4%	1,177.0	1,170.6	0.5%

## Calendar effect days

Average number of employees for the period multiplied by the difference in the number of available working days during the period, multiplied by average net revenue/employee.

Quarter	2019	2018	Difference
Q1	63.0	63.0	0.0
Q2	58.0	58.0	0.0
Q3	66.0	65.0	1.0
Q4	60.5	61.5	-1.0
<b>Total</b>	<b>247.5</b>	<b>247.5</b>	<b>0.0</b>

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## Financial calendar

2019 Annual General Meeting	21 May 2019
Interim report April-June 2019	19 July 2019
Interim report July-September 2019	8 November 2019
Year-end report 2019	21 February 2020

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