

## Continued strong sales growth. Margin compression as raw material prices remain high.

### Third quarter of 2017

- Consolidated net sales increased by 23 percent to SEK 646 m (527), of which organic growth amounted to 5 percent. Acquisitions contributed by 18 percent and the currency translation effects were neutral
- Net sales in Products & Solutions amounted to SEK 457 m (387) and Installation Services to SEK 218 m (167)
- EBITDA before items affecting comparability increased by 5 percent to SEK 96 m (92)
- Operating profit (EBIT) before items affecting comparability decreased by 2 percent to SEK 83 m (85)
- Operating profit (EBIT) amounted to SEK 81 m (84)
- Operating cash flow amounted to SEK 103 m (85)
- Earnings per share before and after dilution were SEK 2.70 (3.04)

### January–September 2017

- Consolidated net sales increased by 19 percent to SEK 1,629 m (1,373), of which organic growth amounted to 4 percent. Acquisitions contributed by 13 percent and currency by 2 percent
- Net sales in Products & Solutions amounted to SEK 1,186 m (1,043) and Installation Services to SEK 522 m (402)
- EBITDA before items affecting comparability decreased by 5 percent to SEK 188 m (198)
- Operating profit (EBIT) before items affecting comparability decreased by 10 percent to SEK 163 m (181)
- Operating profit (EBIT) amounted to SEK 150 m (167)
- Operating cash flow amounted to SEK 75 m (87)
- Earnings per share before and after dilution were SEK 4.77 (5.36)

### Financial key ratios

Amounts in SEKm unless otherwise stated	Q3 2017	Q3 2016	Change	9M 2017	9M 2016	Change	R12 2017	12M 2016
Net sales	646	527	23%	1,629	1,373	19%	2,069	1,813
Gross profit	171	161	6%	447	417	7%	571	540
Gross margin %	26.5%	30.6%	-4.1pp	27.5%	30.3%	-2.9pp	27.6%	29.8%
EBITDA	94	91	4%	175	185	-5%	224	231
EBITDA before items affecting comparability	96	92	5%	188	198	-5%	240	248
EBITDA margin before items affecting comparability, %	14.9%	17.4%	-2.5pp	11.5%	14.5%	-2.9pp	11.6%	13.7%
EBIT	81	84	-3%	150	167	-10%	189	206
EBIT before items affecting comparability	83	85	-2%	163	181	-10%	206	224
EBIT margin before items affecting comparability, %	12.8%	16.1%	-3.3pp	10.0%	13.2%	-3.2pp	9.9%	12.3%
ROCE before items affecting comparability, %	n/a	n/a	n/a	n/a	n/a	n/a	15.8%	18.7%
Net profit	65	73	n/a	115	129	n/a	142	156
Operating cash flow	103	85	21%	75	87	-14%	199	211
Net debt	276	127	117%	276	127	117%	276	25
Earnings per share before and after dilution, SEK	2.70	3.04	n/a	4.77	5.36	n/a	5.89	6.49

### Expectations for financial year 2017 – revised

For the financial year 2017, Nordic Waterproofing Group (STO: NWG.ST) expects the general demand to be similar to that in 2016 in most of its markets. The Group expects to meet its financial targets of exceeding the growth in its current markets through organic growth as well as through acquisitions designed to enhance the Group's product portfolio. The increasing raw material prices have stabilized but are expected to remain at a higher level over the remainder of the year compared with the corresponding period in the preceding year. Increased sales prices have been implemented with the full effect being realized by the middle of the third quarter. As the raw material price level remains at a higher level than previously expected, the increased sales prices do not fully offset the increased costs.

Unless otherwise stated, figures within parentheses refer to the preceding year or the corresponding period in the preceding year in respect of income statement and/or cash flow items and the end of the preceding year or the corresponding period in the preceding year in respect of balance sheet items. For definitions of financial and alternative key performance indicators, please see page 23.

Consequently, the Group expects the profit level to decrease compared with the historically high profit level achieved in 2016, despite the contribution from recent acquisitions. Operating profit (EBIT) before items affecting comparability is therefore expected to be approximately SEK 200 m. *(Previously: Increased sales prices have been implemented with the full effect expected to be realized by the middle of the third quarter. With the contribution from recent acquisitions, the Group expects to maintain the historically high profit level achieved in 2016 despite the current increase in raw material prices. Operating profit (EBIT) before items affecting comparability is, therefore, expected to be in line with the full year 2016.)*

### Grounds for outlook assumptions

The above statements regarding prospects for 2017 are based on the Group's accounting principles, which are in accordance with the IFRS accounting and valuation rules. The statements contain estimates and assumptions that are beyond the Group's control and/or influence. Important underlying assumptions include factors such as the successful implementation of sales initiatives based on the Group's plans and expectations, the successful integration of the acquired companies, as well as normal seasonal variations.

## Message from the CEO

### Continued strong sales growth and margin compression

**Consolidated net sales for the third quarter rose by 23 percent compared with the third quarter last year, from SEK 527 m to SEK 646 m. Sales was positively affected by favorable weather conditions in the beginning of the quarter, and negatively affected by early autumn and rainy weather in September. All newly acquired companies contributed according to plan.**

**At SEK 83 m, EBIT before items affecting comparability was slightly below last year's SEK 85 m. The raw materials prices have been stable during the quarter but at a higher level than last year. Our own sales price increases have reached their full impact by the middle of the third quarter, but do not fully offset the increased raw material costs in all markets as the raw material prices have remained at a higher level than previously expected. All four of our acquisitions continued to contribute positively, in line with the forecasts made at the time of acquisition.**

Both of our operating segments contributed to our consolidated sales growth of 23 percent. While our Products & Solutions operating segment reported a sales increase of 18 percent, our Installation Services operating segment achieved an increase of 31 percent deriving from both a continued improvement in demand in the Finnish market and the contribution from acquisitions.

Within our Products & Solutions segment, Denmark and Sweden contributed positively. Sales in Norway decreased by 5 percent, due to strong competition and instability within the Builders Merchants segment. SealEco showed strong sales compared with the preceding year, with additional sales from the recently acquired EPDM Systems. Although Taasinge Elementer is performing very well, the positive



**Martin Ellis,**  
President and CEO

### Jan-Sep 2017

Net sales:

**SEK 1,629 m**

EBITDA before items  
affecting comparability:

**SEK 188 m**

EBIT before items  
affecting comparability:

**SEK 163 m**

effect is only visible at the EBITDA-level as the earnings in the acquired order book are amortized according to IFRS, hence not positively affecting EBIT for the first year following the acquisition.

Installation Services in Finland achieved a 13 percent sales increase in the third quarter of 2017, compared with the corresponding quarter in 2016 and comparable operations. Our flat roof installation services business in Finland is showing growth and maintaining its market share, although profitability in the legacy operations is not at a satisfactory level. Profit improvement measures will be put in place before start of the high season in 2018. Our Danish franchise companies continued to perform well in the third quarter.

Earnings per share for the quarter were 2.70 SEK (3.04).

In early July, we made our fourth acquisition for the year with the acquisition of the Danish company Taasinge Elementer A/S, thereby continuing to deliver on our commitment to expand our business through both internal and external growth. Taasinge Elementer is Denmark's leading manufacturer of prefabricated roof and facade elements based on wooden frame constructions for the construction industry, with annual sales of approximately SEK 150 million. Taasinge Elementer is performing well and is currently experiencing strong growth compared with the previous year. For this reason, an element prefabrication unit is currently being established in Latvia.

Vejen, 7 November 2017



Martin Ellis,  
President and CEO

### Conference call

A conference call for investors, analysts and media will be held today, 7 November 2017, at 10:00 a.m. CET and can be joined online at [www.nordicwaterproofing.com](http://www.nordicwaterproofing.com). Presentation material for the call will be available on the website one hour before the call.

To participate, please dial:

From the United Kingdom: +44 20 3008 9803

From Denmark: +45 3544 5575

From Sweden: +46 8 5664 2662

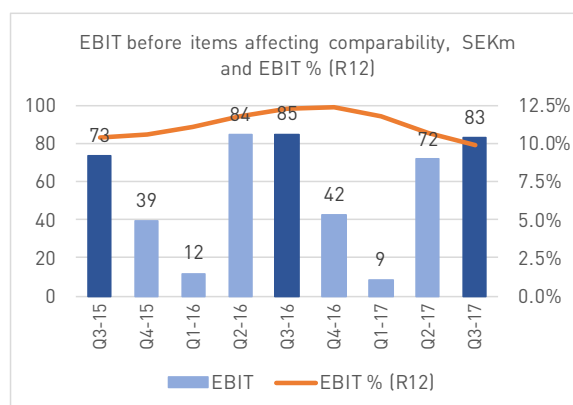
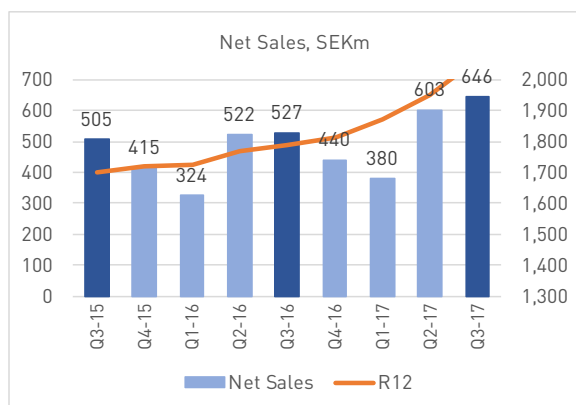
## The Group

### Net sales

Consolidated net sales for the third quarter increased by 23 percent to SEK 646 m (527). Sales in acquired companies contributed by 18 percent following the acquisitions made during the year. Organic growth was 5 percent and currency translation effects were neutral. Net sales for the period January–September increased by 19 percent to SEK 1,629 m (1,373). Acquisitions contributed by 13 percent, while the organic growth was 4 percent. Year-to-date, the currency effect was positive and affecting net sales by 2 percent.

	Q3 2017 (%)	Q3 2017 (SEKm)	9M 2017 (%)	9M 2017 (SEKm)
<b>Analysis of net sales</b>				
Previous period		527		1,373
Organic growth	5%	25	4%	61
Structural effects	18%	93	13%	173
Currency effects	0%	1	2%	22
<b>Current period</b>	<b>23%</b>	<b>646</b>	<b>19%</b>	<b>1,629</b>

In general, sales were positively affected by favorable weather conditions early in the quarter, and negatively by the early autumn and rainy weather in September. All newly acquired companies contributed according to plan. Sales in Denmark increased by 46 percent in the third quarter compared with the corresponding period in the preceding year, of which 41 percent was related to Taasinge Elementer which was acquired early July. Taasinge Elementer is developing very well showing strong organic growth of approximately 44 percent compared with the corresponding quarter in the preceding year. In Finland, sales increased by 25 percent, of which 15 percent was related to acquisitions and the remaining 10 percent to an organic increase within Installation Services. Sales in Sweden increased 3 percent, and sales in Norway decreased 5 percent (currency translation effects were neutral) during the quarter compared with the corresponding period in the preceding year, due to high competition and consolidation within the Builders Merchant segment. The full effects from the implemented price increases varied between the countries, and additional price increases will be evaluated based on the competitive situation in each country.



### Operating profit (EBIT)

Operating profit (EBIT) for the third quarter decreased to SEK 81 m (84), and the EBIT margin decreased to 12.5 percent (16.0). Operating profit (EBIT) was negatively affected by the amortization of customer relations in the acquired companies, as well as by SEK 3 m due to the acquired order book in Taasinge Elementer being amortized over 12 months leading to a limited contribution from Taasinge Elementer to EBIT over the first year following the acquisition. All acquired businesses are developing according to plan. Items affecting comparability amounted to

SEK -2 m (0), of which half was related to expenses in connection with acquisitions and the other half to legal advice expenses in connection with the competition case in Denmark. For further information, please see the section entitled "Items affecting comparability". EBIT before items affecting comparability decreased to SEK 83 m (85) in the third quarter. The EBIT margin before items affecting comparability decreased to 12.8 percent (16.1), which is primarily explained by the increased raw material costs only partially being offset by increased sales prices in the quarter. Even though the raw material prices have stabilized, the SBS price nonetheless remains at a higher level compared with the corresponding period in the preceding year.

### Net financial items and profit before tax

Net financial items for the third quarter of 2017 were SEK 5 m lower than in the corresponding period in the preceding year and amounted to SEK -3 m (2). The income in the third quarter of the previous year is primarily explained by positive exchange rate differences on internal structural loans. During the third quarter, an internal shareholder contribution was implemented, and an internal loan has been offset against the contribution.

Profit before tax for the third quarter decreased to SEK 78 m (87). The decrease in profit compared with the corresponding period in the preceding year is primarily attributable to the increased raw material costs.

### Taxes

Income tax for the third quarter of 2017 amounted to SEK -13 m (-14). Income tax for the period January-September 2017 amounted to SEK -25 (-29), corresponding to an effective tax rate of 18.1 percent (18.4 percent)

### Seasonal variations

Nordic Waterproofing's business is significantly affected by seasonal variations in the construction industry, in which approximately 60 percent of annual sales generally occur during the second and third quarters. The weakest period is the first quarter of the year, which, due to the winter, has accounted for approximately one-fifth of annual sales for the past three financial years. There is generally a planned inventory build-up, primarily of finished products during the first six months of the year, which translates into a stock reduction during the third and fourth quarters as a result of increased activity in the market during the autumn.

### Items affecting comparability

The expenses in the three first quarters of 2017 are primarily related to expenses in connection with acquisitions. Other items affecting comparability mainly comprise legal advice in connection with the competition case in Denmark.

Items affecting comparability SEKm, unless otherwise stated	Q3 2017	Q3 2016	9M 2017	9M 2016	12M 2016
Costs related to exit/listing of the Company	0	0	0	-14	-14
Restructuring	0	0	0	-1	-1
Costs related to acquisitions	-1	0	-10	0	0
Other	-1	-1	-3	1	-2
<b>Current period</b>	<b>-2</b>	<b>-1</b>	<b>-13</b>	<b>-14</b>	<b>-17</b>

### Cash flow

Operating cash flow during the third quarter amounted to SEK 103 m (85). The increase of SEK 18 m is primarily explained by increased EBITDA and decreased net working capital.

Cash flow from operating activities during the third quarter was SEK 16 m higher than in the corresponding period in the preceding year, amounting to SEK 94 m (78). The higher cash flow is explained primarily by decreased net working capital of SEK 13 m.

Cash flow from investing activities during the third quarter amounted to SEK -55 m (-3), explained by the acquisition of Taasinge Elementer in July 2017 amounting to SEK -53 m.

Cash flow from financing activities during the third quarter amounted to SEK -41 m (0), explained by repayment of loans following the acquisition of Taasinge Elementer in July.

### Investments and depreciations

Gross investments during the third quarter of 2017 amounted to SEK 4 m (3), while depreciations amounted to SEK -8 m (-6). Amortizations of intangible assets amounted to SEK -5 m (-1), explained by amortizations of customer relations in the acquired companies, as well as amortizations of the acquired order book in Taasinge Elementer.

### Financial position and liquidity

Nordic Waterproofing's principal external financing agreement is valid until June 2021 and contains a EUR 37.5 m term loan facility and a EUR 22 m revolving loan facility, of which EUR 14.4 m is allocated to the Group cash pool. The revolving loan facility increased by EUR 4 m, from EUR 18 m to EUR 22 m, in connection with the acquisition of Taasinge Elementer in July. The loan and credit facilities bear variable interest and run without requiring repayment in instalments. The financing agreement contains financial covenants which are monitored and followed up on a quarterly basis. Every quarter, Nordic Waterproofing has fulfilled the terms and conditions of the facility agreements.

There was a small increase, of SEK 2 m, in consolidated net debt during the third quarter because of a decrease in consolidated cash and cash equivalents during the third quarter. Net debt amounted to SEK 276 m at the end of the period, compared with SEK 127 m at the end of the corresponding period in the preceding year. Consolidated cash and cash equivalents amounted to SEK 78 m (228) at the end of the period. Since no portion of the Group's SEK 138 m (139) overdraft facility was utilized at the end of the quarter, the total cash and cash equivalents available amounted to SEK 216 m (367).

Indebtedness calculated as interest-bearing net debt/EBITDA before items affecting comparability during the most recent twelve-month period was 1.2x (0.1x) at the end of the period, and the net debt/equity ratio was 0.3x (0.1x).

### Pledged assets and contingent liabilities

There were no significant changes in contingent liabilities during the period.

### Employees

The average number of employees during the third quarter of 2017 (expressed as full-time equivalents) was 953, compared with 682 during the corresponding period in the preceding year. The increase derives primarily from the acquired companies.

### Significant risks and uncertainties

A description of significant risks and uncertainties is found in Nordic Waterproofing's 2016 Annual Report, as well as in the Prospectus that was issued in connection with the Initial Public Offering in June 2016. There have not been any significant changes in significant risks and uncertainties since the publication of the Annual Report or the Prospectus.

## Significant events during the period

On 4 July 2017, 80 percent of the shares in the Danish prefab specialist Taasinge Elementer A/S were acquired by Nordic Waterproofing Holding A/S's subsidiary, Nordic Waterproofing Holding DK ApS, for SEK 94 m on a cash and debt free basis. Taasinge Elementer A/S is Denmark's leading manufacturer of prefabricated roof and facade elements based on wooden frame constructions for the construction industry. The company has annual sales of approximately SEK 150 m and 115 employees. Taasinge Elementer A/S is consolidated within the segment Products & Solutions in Nordic Waterproofing's accounts effective from 4 July 2017.

On 4 July 2017, Nordic Waterproofing Holding A/S announced the appointments of Petter Holth, Head of Nordic Waterproofing in Norway, and Martin Tholstrup, Head of Taasinge Elementer A/S, as new members of Nordic Waterproofing's Group Management. It was also announced that CFO, Jonas Olin, had assumed the position of Head of Investor Relations, in addition to his existing assignment.

## Significant events after the reporting period

No significant events have occurred after 30 September 2017.

## Financial targets

The Board of Directors of Nordic Waterproofing has updated the company's long-term financial targets and decided on a new profitability target, effective from 15 August 2017. Nordic Waterproofing's target for the return on capital employed before items affecting comparability is at least 15 percent. This target level is analogous to the previous EBIT margin target of at least 10 percent, which has been replaced.

## The parent company

The parent company, Nordic Waterproofing Holding A/S, is a holding company that does not conduct any business. The parent company's earnings primarily reflect the net revenues for joint Group services and deductions for salaries, other remuneration and compensation, and similar expenses.

## Incentive programs

The 2017 Annual General Meeting in April resolved to authorize the Board of Directors to establish a Long-Term Incentive Program ("LTIP 2017") offered to 23 employees of the Group, and the program was established by the Board in June. The participants shall be allotted, free-of-charge, performance share rights entitling them to allocations of shares in the Company. Performance shares may be granted to the individual participant when targets have been met over a period of three years. The target is measured each year and the outcome is set after three years. Performance shares may only be granted to the individual participant if the participant is still employed by the Company and has not given, or been served, notice during the three-year vesting period. Targets for the participants are based on annual growth of operating profit before items affecting comparability, interest and taxes ("EBIT growth").

The costs in accordance with IFRS 2, including social security charges, are estimated to be at most SEK 7 m.

No new shares will be issued in the Company due to LTIP 2017. However, the Company will acquire 97,309 treasury shares, corresponding to approximately 0.4 per cent of the outstanding shares and votes in the Company in order to secure delivery of shares under LTIP 2017 and to secure and cover social security charges. The costs for LTIP 2017 are expected to have a marginal effect on Nordic Waterproofing Group's key ratios.

## Shares and share capital

As per 30 September 2017, share capital amounted to DKK 24,084 thousand and the total number of issued shares was 24,083,935. The Company has one (1) class of shares. Each share entitles the holder to one vote at general meetings. On 30 September 2017, Nordic Waterproofing Holding A/S had more than 2,500 shareholders.

There have not been any changes in shares and share capital during the third quarter of 2017.

## Ownership structure

On 19 July 2017, Nordic Waterproofing Holding A/S announced that Mawer Investment Management Ltd had acquired 1,318,540 shares, corresponding to 5.47 percent of the total number of shares and voting rights in the company.

The largest shareholders in Nordic Waterproofing Holding A/S, as per 30 September 2017, are stated below.

Owner	Number of shares	Capital and votes, %
Carnegie funds	2,363,309	9.8%
Swedbank Robur	2,187,095	9.1%
Catella	1,644,827	6.8%
Mawer	1,515,430	6.3%
Svolder	1,207,514	5.0%
Handelsbanken	1,077,475	4.5%
SEB funds	655,718	2.7%
Third AP-fund	636,171	2.6%
Länsförsäkringar	601,907	2.5%
TR European Growth	600,000	2.5%
<b>Total 10 largest shareholders</b>	<b>12,489,446</b>	<b>51.9%</b>
Other shareholders	11,594,489	48.1%
<b>Total number of shares</b>	<b>24,083,935</b>	<b>100.0%</b>

Source: Euroclear and Nordic Waterproofing

Holdings with depositories are reported as "other shareholders"



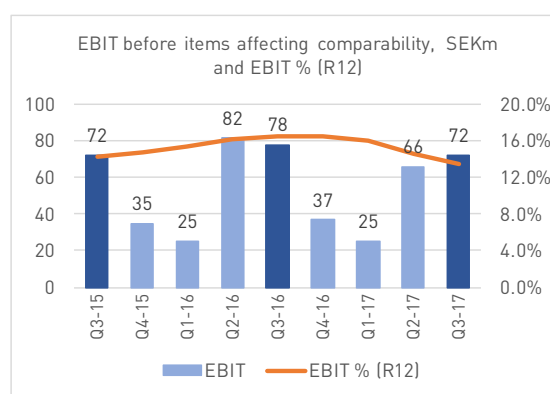
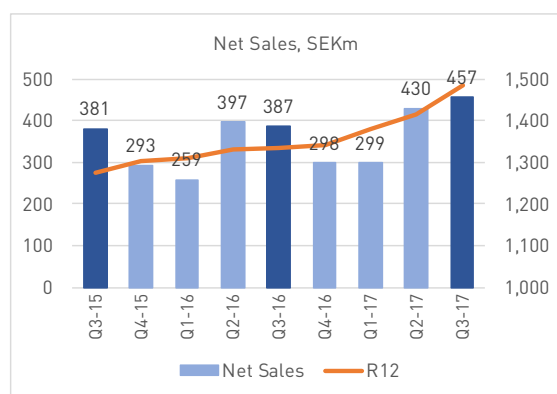
## Operating segments

### Products & Solutions

Net sales for the third quarter of 2017 grew by 18 percent compared with the corresponding period in the preceding year, increasing to SEK 457 m (387). Sales in Denmark increased by 46 percent, whereof the acquired company Taasinge Elementer contributed by 41 percent. Sales in Sweden increased by 3 percent, deriving mainly from increased sales within the Builders Merchants segment. Sales in Finland were unchanged compared with the corresponding period in the preceding year, due to continued low demand in the Builders Merchants segment, and the consumer/DIY market in particular. Sales in Norway decreased by 5 percent (currency translation effects were neutral) due to weak market development and continued strong competition within the Builders Merchants segment.

<b>Analysis of net sales, Product &amp; Solutions</b>	<b>Q3 2017 (%)</b>	<b>Q3 2017 (SEKm)</b>	<b>9M 2017 (%)</b>	<b>9M 2017 (SEKm)</b>
Previous period		387		1,043
Organic growth	2%	7	3%	29
Structural effects	16%	63	10%	102
Currency effects	0%	0	1%	12
<b>Current period</b>	<b>18%</b>	<b>457</b>	<b>14%</b>	<b>1,186</b>

Operating profit (EBIT) before items affecting comparability for Products & Solutions for the third quarter 2017 amounted to SEK 72 m (78). The EBIT margin before items affecting comparability amounted to 15.8 percent (20.1).



### Installation Services

Business in this operating segment is primarily conducted in Finland and through the non-consolidated franchise companies in Denmark. Net sales for the third quarter of 2017 increased by 31 percent compared with the corresponding period in the preceding year, amounting to SEK 218 m (167). The quarter was positively affected by the acquired companies SPT-Painting and LA Kattohuolto in Finland accounting for 18 percent of the growth, while the organic growth was 12 percent.

<b>Analysis of net sales, Installation Services</b>	<b>Q3 2017 (%)</b>	<b>Q3 2017 (SEKm)</b>	<b>9M 2017 (%)</b>	<b>9M 2017 (SEKm)</b>
Previous period		167		402
Organic growth	12%	20	9%	38
Structural effects	18%	30	18%	72
Currency effects	1%	1	3%	10
<b>Current period</b>	<b>31%</b>	<b>218</b>	<b>30%</b>	<b>522</b>

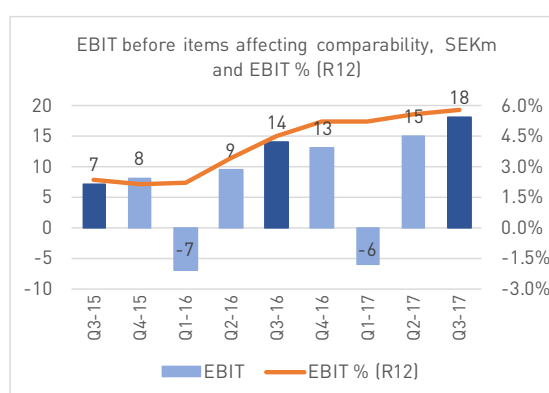
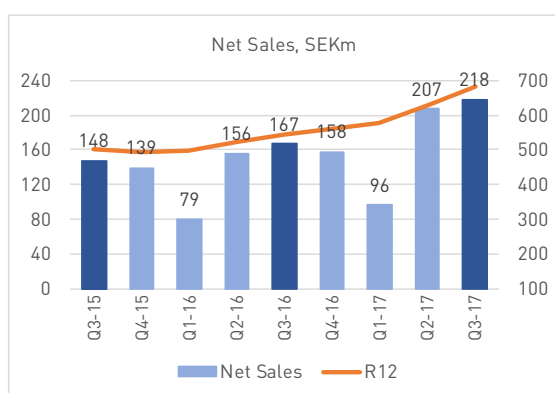
Order inflow during the third quarter increased by 22 percent compared with the preceding year and the order book was 17 percent higher at the end of September 2017 compared with the corresponding period in the preceding year. The order book, including the order books of the acquired businesses in 2017, was 49 percent higher at the end of September 2017, compared with the corresponding period in the preceding year.

#### Order inflow and order book

SEKm, unless otherwise stated	Q3 2017	Q3 2016	Change	9M 2017	9M 2016	Change
Order inflow in the period	99	81	22%	452	338	34%
Order book at end of period (comparable, excl acq)	211	180	17%	211	180	17%
Order book at end of period (incl acquisitions)*	268	180	49%	268	180	49%

\* As recognized in Nordic Waterproofings' accounts, the acquired order book is included in 2017 but not in the preceding year

Operating profit (EBIT) before items affecting comparability for Installation Services for the third quarter improved to SEK 18 m (14). The EBIT margin before items affecting comparability was 8.3 percent (8.4).



## Quarterly data, IFRS and alternative measures

Key figures (SEKm)	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Net sales	646	603	380	440	527	522	324	415
EBITDA before items affecting comparability	96	79	15	50	92	90	17	44
EBITDA-margin before items affecting comparability, %	14.9%	13.2%	4.0%	11.3%	17.4%	17.2%	5.3%	10.7%
Operating profit (EBIT) before items affecting comparability	83	72	9	42	85	84	12	39
EBIT-margin before items affecting comparability, %	12.8%	11.9%	2.2%	9.6%	16.1%	16.2%	3.6%	9.5%
Net profit	65	51	-1	27	73	56	0	7
Operating cashflow	103	-12	-17	125	85	50	-48	118
Operating cashflow (R12)	199	182	243	211	204	213	202	197
Operating cash conversion (R12), %	83%	77%	99%	85%	84%	93%	95%	97%
Net debt	276	274	125	25	127	200	239	141
Earnings per share, SEK	2.70	2.13	-0.06	1.13	3.04	2.31	0.01	0.31

Net sales by segment (SEKm)	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Products & Solutions	457	430	299	298	387	397	259	293
Installation Services	218	207	96	158	167	156	79	139
Group Items & Eliminations	-30	-34	-15	-16	-27	-31	-14	-17
Total	646	603	380	440	527	522	324	415

Net sales by country (SEKm)	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Sweden	101	102	65	70	98	100	60	80
Norway	55	57	41	44	58	62	29	36
Denmark	151	107	83	93	103	104	75	90
Finland	247	234	122	172	198	188	103	156
Europe	89	102	66	58	70	66	56	51
Rest of world	3	0	4	3	0	2	2	2
Total	646	603	380	440	527	522	324	415

EBITDA before items affecting comparability, by segment (SEKm)	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Products & Solutions	83	72	31	43	84	87	30	39
Installation Services	21	15	-6	13	15	10	-7	9
Group Items & Eliminations	-7	-9	-10	-6	-6	-6	-6	-3
Total	96	79	15	50	92	90	17	44

EBIT before items affecting comparability, by segment (SEKm)	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Products & Solutions	72	66	25	37	78	82	25	35
Installation Services	18	15	-6	13	14	9	-7	8
Group Items & Eliminations	-7	-9	-10	-7	-7	-6	-6	-4
Total	83	72	9	42	85	84	12	39

## Management's statement

Today, the Group's Board of Directors and Executive Board have discussed and approved the interim report for the period January-September 2017 of Nordic Waterproofing Holding A/S.

The interim report is presented in accordance with IAS 34 "Interim Financial Reporting" as approved by the EU and additional Danish requirements relating to the disclosure of information for interim reports of listed companies.

In our opinion, the interim report gives a true and fair presentation of the Group's assets, shareholders' equity and liabilities, and financial position as of 30 September 2017, as well as of the results of the Group's activities and cash flow for the period January-September 2017.

Furthermore, in our opinion, the review by management provides a true and fair statement of the development of the Group's activities, financial position and profit or loss for the period, and describes the most significant risks and uncertainties faced by the Group.

Vejen, 7 November 2017

## Executive Board

Martin Ellis  
President & CEO

## Board of Directors

Ulf Gundemark  
*Chairman*

Christian Frigast

Jørgen Jensen

Riitta Palomäki

Mats O. Paulsson

Kristina Willgård

## Independent auditor's report

To the shareholders of Nordic Waterproofing Holding A/S

### Independent auditors' review report on the interim financial statements

We have reviewed the interim financial statements of Nordic Waterproofing Holding A/S for the financial period 1 January to 30 September 2017, comprising the income statement, statement of comprehensive income, balance sheet, statement of changes in equity and selected notes for the Group, as well as the consolidated cash flow statement. The interim condensed consolidated financial statements for the period 1 January to 30 September 2017 is prepared in accordance with IAS 34, Interim Financial Reporting, as adopted by the EU.

### Management's responsibility for the interim condensed consolidated financial statements

Management is responsible for the preparation of interim consolidated financial statements in accordance with IAS 34 Interim Financial Reporting as adopted by the EU and additional Danish disclosure requirements for interim financial reporting of listed companies and for such internal control as Management determines is necessary to enable the preparation of interim financial statements that are free from material misstatement, whether due to fraud or error.

### Auditors' responsibility

Our responsibility is to express a conclusion on the interim consolidated financial statements based on our review. We conducted our review in accordance with the International Standard on Review of Interim Financial Information Performed by the Independent Auditor of the Entity and additional requirements under Danish audit regulation. This requires us to conclude whether anything has come to our attention that causes us to believe that the interim consolidated financial statements, taken as a whole, have not been prepared in all material respects in accordance with the applicable financial reporting framework. This also requires us to comply with relevant ethical requirements.

A review of interim consolidated financial statements in accordance with the International Standard on Review of Interim Financial Information Performed by the Independent Auditor of the entity is a limited assurance engagement. The auditor performs procedures primarily consisting of inquiries of management and others within the Company, as appropriate, and applying analytical procedures, and evaluates the evidence obtained.

The procedures performed in a review are substantially less than those performed in an audit conducted in accordance with International Standards on Auditing. Accordingly, we do not express an audit opinion on the interim consolidated financial statements.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim consolidated financial statements of Nordic Waterproofing Holding A/S have not been prepared, in all material respects, in accordance with IAS 34 Interim Financial Reporting as adopted by the EU and additional Danish disclosure requirements for interim financial reporting of listed companies.

Vejle, 7 November 2017

### PricewaterhouseCoopers

Statsautoriseret Revisionspartnerselskab

Lars Almskou Ohmeyer  
State Authorized Public Accountant

Morten Elbæk Jensen  
State Authorized Public Accountant

## Condensed consolidated key figures

Amounts in SEKm unless otherwise stated	Q3 2017	Q3 2016	9M 2017	9M 2016	R12 2017	12M 2016
Net sales	646	527	1,629	1,373	2,069	1,813
Gross profit	171	161	447	417	571	540
EBITDA	94	91	175	185	224	231
EBITDA before items affecting comparability	96	92	188	198	240	248
Operating profit (EBIT)	81	84	150	167	189	206
Operating profit (EBIT) before items affecting comparability	83	85	163	181	206	224
Net profit	65	73	115	129	142	156
Gross margin, %	26.5%	30.6%	27.5%	30.3%	27.6%	29.8%
EBITDA margin, %	14.6%	17.3%	10.7%	13.4%	10.8%	12.7%
EBITDA margin before items affecting comparability, %	14.9%	17.4%	11.5%	14.5%	11.6%	13.7%
EBIT margin, %	12.5%	16.0%	9.2%	12.2%	9.1%	11.4%
EBIT margin before items affecting comparability, %	12.8%	16.1%	10.0%	13.2%	9.9%	12.3%
Operating cash flow	103	85	75	87	199	211
Operating cash conversion, %	n/a	n/a	n/a	n/a	83%	85%
Investments in tangible & intangible assets	-4	-3	-11	-15	-16	-20
Total assets	1,774	1,603	1,774	1,603	1,774	1,568
Capital employed	1,325	1,279	1,325	1,279	1,325	1,317
Equity	972	924	972	924	972	964
Net debt	276	127	276	127	276	25
Net debt/EBITDA before items affecting comparability, multiple	n/a	n/a	n/a	n/a	1.1x	0.1x
Interest coverage ratio, multiple	35.3x	36.0x	35.3x	36.0x	21.1x	12.2x
Equity/assets ratio, %	54.8%	57.6%	54.8%	57.6%	54.8%	61.5%
Net debt/equity ratio, multiple	0.3x	0.1x	0.3x	0.1x	0.3x	0.0x
Return on shareholders' equity, %	n/a	n/a	n/a	n/a	14.9%	18.2%
Return on shareholders' equity before items affecting comparability, %	n/a	n/a	n/a	n/a	16.6%	20.3%
Return on capital employed, %	n/a	n/a	n/a	n/a	14.5%	17.3%
Return on capital employed before items affecting comparability, %	n/a	n/a	n/a	n/a	15.8%	18.7%
Return on capital employed before items affecting comparability excluding goodwill, %	n/a	n/a	n/a	n/a	32.1%	38.1%
Average number of shares before and after dilution *	24,083,935	24,083,935	24,083,935	24,083,935	24,083,935	24,083,935
Earnings per share before and after dilution, SEK	2.70	3.04	4.77	5.36	5.89	6.49
Shareholders equity per share before and after dilution, SEK	40.35	38.37	40.35	38.37	40.35	40.01
Operating cash flow per share before and after dilution, SEK	4.28	3.54	3.10	3.59	8.28	8.78
Number of shares before and after dilution *	24,083,935	24,083,935	24,083,935	24,083,935	24,083,935	24,083,935

\*: For comparative reasons previous year average number of shares have been re-calculated due to the split in June 2016

# Condensed financial statements

## Condensed consolidated statement of profit or loss and other comprehensive income

Amounts in SEKm unless otherwise stated	Q3 2017	Q3 2016	9M 2017	9M 2016	R12 2017	12M 2016
Net sales	646.2	526.7	1,629.2	1,372.8	2,069.4	1,813.1
Cost of goods sold	-474.7	-365.3	-1,181.7	-956.2	-1,498.2	-1,272.6
Gross profit/loss	171.4	161.4	447.5	416.6	571.3	540.4
Selling expenses	-62.2	-56.9	-199.1	-171.0	-257.7	-229.6
Administrative expenses	-31.9	-25.0	-104.3	-85.6	-134.8	-116.0
Research and development expenses	-1.3	-1.7	-4.9	-5.4	-6.1	-6.6
Other operating income	1.6	2.3	4.5	5.8	7.0	8.3
Other operating expenses	0.1	-0.1	-1.7	-0.9	-3.5	-2.7
Share of profit in associated companies	3.4	4.4	8.4	7.7	13.2	12.5
<b>Operating profit/loss (EBIT)</b>	<b>81.0</b>	<b>84.5</b>	<b>150.3</b>	<b>167.3</b>	<b>189.3</b>	<b>206.3</b>
Net finance items	-3.3	2.2	-10.1	-9.0	-14.3	-13.2
<b>Profit/loss before tax</b>	<b>77.7</b>	<b>86.7</b>	<b>140.2</b>	<b>158.3</b>	<b>175.0</b>	<b>193.1</b>
Tax	-12.6	-13.5	-25.4	-29.2	-33.1	-36.9
<b>Profit/loss after tax</b>	<b>65.0</b>	<b>73.2</b>	<b>114.8</b>	<b>129.1</b>	<b>142.0</b>	<b>156.3</b>
<b>Other comprehensive income</b>						
<b>Items that are or may be reclassified to profit/loss for the year</b>						
Translation differences for the year in translation of foreign operations	-5.1	11.4	-2.5	21.3	-5.6	18.1
Gains/losses on hedging of currency risk in foreign operations	0.0	-4.2	0.0	-8.1	1.0	-7.1
Gains/losses on raw material hedging	0.4	3.4	-17.9	7.9	0.7	26.5
Tax on gains/losses on comprehensive income	-0.1	0.2	3.9	0.1	-0.3	-4.2
<b>Total other comprehensive income after tax</b>	<b>-4.7</b>	<b>10.8</b>	<b>-16.5</b>	<b>21.0</b>	<b>-4.1</b>	<b>33.4</b>
<b>Total comprehensive income after tax</b>	<b>60.3</b>	<b>84.0</b>	<b>98.4</b>	<b>150.2</b>	<b>137.8</b>	<b>189.6</b>
<b>Profit/loss for the year, attributable to:</b>						
Owners of the company	65.1	73.1	114.1	129.0	141.2	156.2
Non-controlling interests	0.0	0.1	0.7	0.1	0.7	0.1
<b>Total comprehensive income for the year, attributable to:</b>						
Owners of the company	60.3	83.9	97.7	150.1	137.1	189.6
Non-controlling interests	-0.1	0.1	0.7	0.1	0.7	0.1
Average number of shares before and after dilution *	24,083,935	24,083,935	24,083,935	24,083,935	24,083,935	24,083,935
Earnings per share before and after dilution, SEK	2.70	3.04	4.77	5.36	5.89	6.49

\*: For comparative reasons previous year average number of shares have been re-calculated due to the split in June 2016

## Condensed consolidated balance sheet

Amounts in SEKm unless otherwise stated	30 Sep 2017	30 Sep 2016	31 Dec 2016
<b>ASSETS</b>			
Intangible assets	770.6	631.6	632.2
Tangible assets	201.5	185.3	180.1
Financial assets	31.1	31.7	26.6
Deferred tax assets	0.0	0.0	0.0
Other non-current assets	11.9	4.3	5.1
<b>Total non-current assets</b>	<b>1,015.0</b>	<b>852.9</b>	<b>844.0</b>
Inventories	258.3	184.0	173.6
Trade receivables	343.6	292.8	156.8
Receivables for on-going construction contracts	37.5	22.0	24.7
Tax assets	9.9	0.1	0.9
Other receivables	31.8	23.4	39.5
Cash and cash equivalents	78.0	227.9	328.4
<b>Total current assets</b>	<b>758.9</b>	<b>750.2</b>	<b>723.9</b>
<b>TOTAL ASSETS</b>	<b>1,774.0</b>	<b>1,603.2</b>	<b>1,568.0</b>
<b>EQUITY AND LIABILITIES</b>			
Share capital	30.0	30.0	30.0
Reserves	7.7	15.1	24.1
Retained earnings including profit for the year	933.6	879.3	909.8
<b>Equity attributable to owners of the Company</b>	<b>971.2</b>	<b>924.4</b>	<b>963.9</b>
Non-controlling interests	0.5	-0.2	-0.2
<b>Total equity</b>	<b>971.7</b>	<b>924.2</b>	<b>963.6</b>
Non-current interest-bearing liabilities	353.5	354.2	352.9
Other non-current liabilities	24.0	0.0	0.0
Provisions	4.9	4.9	4.9
Deferred tax liabilities	49.3	30.4	40.3
<b>Total non-current liabilities</b>	<b>431.6</b>	<b>389.5</b>	<b>398.1</b>
Current interest-bearing liabilities	0.3	0.7	0.5
Trade payable	155.9	127.5	66.0
Tax liabilities	14.9	28.7	9.9
Other current liabilities	199.6	132.7	130.0
<b>Total current liabilities</b>	<b>370.7</b>	<b>289.5</b>	<b>206.3</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,774.0</b>	<b>1,603.2</b>	<b>1,568.0</b>

## Condensed consolidated statement of changes in equity

Specification of changes in equity (SEKm)	9M 2017	9M 2016	12M 2016
<i>Equity attributable to owners of the Company</i>			
Opening balance	963.9	748.6	748.6
Total comprehensive income	97.7	150.1	189.6
New issue thorough exercised warrants	0.0	48.6	48.6
Repurchased warrants	0.0	-23.0	-23.0
Dividend	-90.3	0.0	0.0
<b>Closing balance</b>	<b>971.2</b>	<b>924.4</b>	<b>963.9</b>
<i>Equity attributable to non-controlling interest</i>			
Opening balance	-0.2	-0.7	-0.7
Total comprehensive income	0.7	0.1	0.1
Acquisitions	0.0	0.4	0.4
Transactions with the Group's owners	0.0	0.0	0.0
Dividend	0.0	0.0	0.0
<b>Closing balance</b>	<b>0.5</b>	<b>-0.2</b>	<b>-0.2</b>
<b>SUM TOTAL EQUITY, CLOSING BALANCE</b>	<b>971.7</b>	<b>924.2</b>	<b>963.6</b>



## Condensed consolidated cash flow statement

Amounts in SEKm unless otherwise stated	Q3 2017	Q3 2016	9M 2017	9M 2016	R12 2017	12M 2016
<b>Operating activities</b>						
Operating profit (EBIT)	81.0	84.2	150.3	167.0	189.6	206.3
Adjustment for non-cash items etc	11.5	2.4	17.9	5.9	19.1	7.2
Interest received	0.1	0.0	0.3	0.0	0.3	0.1
Interest paid	-2.1	-0.7	-5.8	-9.0	-8.3	-11.5
Dividends received	0.4	0.6	10.2	6.0	17.6	13.4
Income tax paid/received	-8.9	-6.5	-33.3	-33.4	-53.4	-53.5
<b>Cash flow from operating activities before changes in working capital</b>	<b>82.0</b>	<b>79.9</b>	<b>139.5</b>	<b>136.5</b>	<b>164.9</b>	<b>161.9</b>
<b>Changes in working capital</b>						
Increase (-)/Decrease (+) in inventories	7.0	5.5	-48.7	-10.1	-39.5	-1.0
Increase (-)/Decrease (+) in operating receivables	8.8	14.0	-167.0	-152.9	-38.6	-24.5
Increase (+)/Decrease (-) in operating liabilities	-3.6	-21.7	107.7	52.0	47.4	-8.3
<b>Cash flow from operating activities</b>	<b>94.3</b>	<b>77.7</b>	<b>31.5</b>	<b>25.5</b>	<b>134.1</b>	<b>128.1</b>
<b>Investing activities</b>						
Acquisition of intangible fixed assets	-0.5	0.0	-0.8	-6.5	-4.3	-10.0
Acquisition of tangible fixed assets	-3.1	-3.3	-10.3	-8.8	-11.7	-10.2
Divestments of tangible fixed assets	0.3	0.0	0.3	0.0	0.3	0.0
Acquisition of business, net cash impact	-53.3	0.0	-116.6	0.0	-116.6	0.0
Acquisition of participations in associated companies	0.0	-0.2	-6.6	-3.2	-6.6	-3.2
Divestments of participations in associated companies	0.2	0.3	0.4	0.8	0.4	0.8
Change in other financial assets	0.9	0.5	-7.4	2.4	-6.2	3.6
<b>Cash flow from investing activities</b>	<b>-55.4</b>	<b>-2.6</b>	<b>-141.0</b>	<b>-15.2</b>	<b>-144.7</b>	<b>-18.9</b>
<b>Financing activities</b>						
Amortization of loans	-40.8	-0.2	-49.3	-342.8	-49.5	-343.0
Proceeds from loans	0.0	0.0	0.0	347.6	0.0	347.6
New issue through exercised warrants	0.0	0.0	0.0	48.6	0.0	48.6
Dividend/repurchased warrants	0.0	0.0	-90.3	-23.0	-90.3	-23.0
Acquisition of participations in non-controlling interest	0.0	0.4	0.0	0.4	0.0	0.4
<b>Cash flow from financing activities</b>	<b>-40.8</b>	<b>0.2</b>	<b>-139.6</b>	<b>30.9</b>	<b>-139.8</b>	<b>30.7</b>
Cash flow for the period	-1.9	75.2	-249.0	41.2	-150.4	139.8
Cash and cash equivalents at the beginning of the period	81.3	181.3	328.4	181.3	227.9	181.3
Exchange-rate differences in cash and cash equivalents	-1.4	3.1	-1.4	5.4	0.4	7.2
<b>Cash and cash equivalents at the end of the period</b>	<b>78.0</b>	<b>259.7</b>	<b>78.0</b>	<b>227.9</b>	<b>78.0</b>	<b>328.4</b>

## Notes

### Note 1 – Accounting principles

The interim report is presented in accordance with IAS 34 “Interim Financial Reporting”, which has been approved by the EU, and additional Danish requirements relating to the disclosure of information for quarterly reports by listed companies.

The Group applies IFRS (International Financial Reporting Standards), which have been adopted by the EU, and the Danish Annual Reports Act. The accounting principles are the same as those described in Note 1 to Nordic Waterproofing Group’s 2016 Annual Report. No new accounting principles applicable from 2017 have had a significant effect on the Nordic Waterproofing Group.

The financial statements are presented in SEK rounded off to the nearest hundred thousand, unless otherwise stated. This rounding off process may mean that the total sum of the sub-items in one or more rows or columns does not match the total sum for the row or column.

### Note 2 – Alternative key ratios

The Group presents certain financial measures in the interim report which are not defined according to IFRS. The Group considers these measures to provide valuable supplementary information for investors and the Company’s management as they enable the assessment of relevant trends. Nordic Waterproofing’s definitions of these measures may differ from other companies’ definitions of the same terms. These financial measures should therefore be seen as a supplement rather than as a replacement for measures defined according to IFRS. Definitions of measures which are not defined according to IFRS and which are not mentioned elsewhere in the interim report are presented in the section “Definitions; Key performance indicators not defined according to IFRS”.

### Note 3 – Seasonality

Nordic Waterproofing’s business is affected significantly by seasonal variations in the construction industry. We refer to page 5 for more detailed information.

### Note 4 – Items affecting comparability

Items affecting comparability comprise of income statement items that are non-recurring, have a significant impact on profit and are important for understanding the underlying development of the Group. In particular, these costs include acquisition-related transaction and restructuring costs relating to new acquisitions and improvements to the day-to-day business, where the Group is enhancing its operations by means of measures including reorganizations of production facilities and sales units. These expenses consist primarily of personnel costs and other external costs.

## Note 5 – Risks and uncertainties

Nordic Waterproofing's business is subject to various risks, which can be divided up into operating, financial and external risks. Operating risks include liability under warranties and product liability, key employees, disruptions in production, IT systems, intellectual property rights, product development, restructuring, acquisitions and integration, insurance, and corporate governance. Financial risks primarily include changes in exchange rates and interest rates, and risks relating to losses in respect of accounts receivable, liquidity risk, the capacity to raise capital, financial credit risk and risks relating to goodwill. External risks include risks relating to market trends, competition, prices of raw materials, political decisions, legal disputes, tax risks, environmental risks and weather conditions.

The management of risk at Nordic Waterproofing is based on a structured process for continually identifying and assessing risks, their likelihood and their potential impact on the Group. The focus is on identifying controllable risks and managing the risks to reduce the overall risk level for the business. The risks are described in the Group's 2016 Annual Report and the prospectus issued in connection with the Initial Public Offering in June 2016. Other than these risks and uncertainties, no significant additional risks or uncertainties have arisen.

## Note 6 – Acquisitions of businesses

On 24 January 2017, the acquisition of 67 percent of the shares and votes in the Dutch company EPDM Systems B.V. ("EPDM Systems") was completed by Nordic Waterproofing Holding A/S's subsidiary, SealEco AB, for SEK 12 m, of which SEK 12 m was paid in cash on the transaction of ownership. Nordic Waterproofing has a call option and the minority shareholder (the CEO of EPDM Systems) has a put option for the remaining 33 percent of the shares. The option gives SealEco AB the right to buy, and the minority shareholder the right to sell, the shares after 1 January 2022. For accounting purposes, the combined call and put option has been classified as a financial liability, and consequently, no non-controlling interest has been recognized. Goodwill includes the value of market knowledge and synergies from the transaction. No portion of the goodwill is expected to be tax deductible. Acquisition-related costs amounted to SEK 1 m in the form of consulting fees in connection with the acquisition process. These consulting expenses have been recognized as administrative expenses in the consolidated statement of profit or loss and other comprehensive income, and are excluded from operating result (EBIT) before items affecting comparability of the Nordic Waterproofing Group.

On 31 January 2017, the acquisition of 100 percent of the shares and votes in the Finnish company SPT-Painting Oy was completed by Nordic Waterproofing Holding A/S's subsidiary, Nordic Waterproofing Oy, for SEK 31 m, of which SEK 31 m was paid in cash on the transaction of ownership. It has also been agreed that an earn-out may be paid within two years after completion of the acquisition depending on the financial performance of SPT-Painting. Goodwill includes the value of market knowledge and synergies from the transaction. No portion of the goodwill is expected to be tax deductible. Acquisition-related costs amounted to SEK 2 m in the form of consulting fees in connection with the acquisition process. These consulting expenses have been recognized as administrative expenses in the consolidated statement of profit or loss and other comprehensive income, and are excluded from operating result (EBIT) before items affecting comparability of the Nordic Waterproofing Group.

On 28 April 2017, 100 percent of the shares and votes in the Finnish company LA Kattohuolto Oy was completed by Nordic Waterproofing Holding A/S's subsidiary, Nordic Waterproofing Oy, for SEK 22 m on a cash and debt free basis. It has also been agreed that an earn-out may be paid within two years after completion of the acquisition depending on the financial performance of LA Kattohuolto. Goodwill includes the value of market knowledge and synergies from the transaction. No portion of the goodwill is expected to be tax deductible. Acquisition-related costs amounted to SEK 2 m in the form of consulting fees in connection with the acquisition process. These consulting expenses have been recognized as administrative expenses in the consolidated statement of profit or

loss and other comprehensive income, and are excluded from operating result (EBIT) before items affecting comparability of the Nordic Waterproofing Group.

On 4 July 2017, the acquisition of 80 percent of the shares and votes in the Danish prefab specialist Taasinge Elementer A/S were acquired by Nordic Waterproofing Holding A/S's subsidiary, Nordic Waterproofing Holding DK ApS, for SEK 94 m on a cash and debt free basis, of which SEK 72 m was paid in cash on the transaction of ownership. It has also been agreed that an earn-out may be paid within one year after completion of the acquisition depending on the financial performance of Taasinge Elementer A/S. Nordic Waterproofing has a call option and the minority shareholders (the CEO and COO of Taasinge Elementer A/S) has a put option for the remaining 20 percent of the shares. The option gives Nordic Waterproofing DK Holding ApS the right to buy the shares after 4 July 2024, and the minority shareholder the right to sell the shares after 4 July 2022. For accounting purposes, the combined call and put option has been classified as a financial liability, and consequently, no non-controlling interest has been recognized. Intangible assets include the value of the order book at the date of the acquisition amounting to approximately SEK 11 m, which will be amortized, and thus affecting operating profit (EBIT) during approximately one year following the acquisition. Goodwill includes the value of market knowledge and synergies from the transaction. No portion of the goodwill is expected to be tax deductible. Acquisition-related costs amounted to SEK 4 m in the form of consulting fees in connection with the acquisition process. These consulting expenses have been recognized as administrative expenses in the consolidated statement of profit or loss and other comprehensive income, and are excluded from operating result (EBIT) before items affecting comparability of the Nordic Waterproofing Group.

The acquired companies' net assets on the acquisition date:

	Jan 2017	Jan 2017	Apr 2017	Jul 2017
Acquisition analysis SEKm, unless otherwise stated	EPDM Systems B.V.	SPT- Painting Oy	LA Katto- huolto Oy	Taasinge Elementer A/S
Intangible assets	10	8	8	33
Tangible assets	1	3	3	22
Inventories	12	3	0	22
Trade and other receivables	8	7	2	28
Cash and equivalents	0	4	5	19
Other non-interest bearing liabilities	-6	-6	-2	-29
Interest bearing liabilities	-5	-5	-1	-41
Deferred tax liabilities	-2	-2	-2	-9
<b>Net assets and liabilities</b>	<b>18</b>	<b>13</b>	<b>13</b>	<b>45</b>
Goodwill	0	18	13	56
<b>Consideration</b>	<b>18</b>	<b>31</b>	<b>26</b>	<b>101</b>

Of the total consideration of SEK 18 m related to EPDM Systems, SEK 12 m has been paid in cash and SEK 6 m related to the call/put option has been deferred and classified as long-term debt. Of the total consideration of SEK 101 m related to Taasinge Elementer, SEK 72 m has been paid in cash and SEK 13 m relating to the earn-out has been classified as short-term debt. SEK 16 m related to the call/put option has been deferred and classified as long-term debt.

The acquisition analysis for Taasinge Elementer A/S is preliminary, meaning that the fair value and the final purchase price allocation analysis have not been conclusively determined for the goodwill value, as the final acquisition balance has not yet been agreed with the seller. The final consideration is expected to be agreed during November, and only minor adjustments are expected. For further information regarding the acquisitions, please refer to page 7 of this report.

## Note 7 – Intangible assets

The Group's intangible assets have primarily arisen in connection with business acquisitions. Other intangible assets include capitalized expenses for software and R&D-projects.

<b>Intangible assets, carrying amounts SEKm, unless otherwise stated</b>	<b>Goodwill</b>	<b>Customer relations</b>	<b>Order book</b>	<b>Other</b>	<b>Total</b>
Opening balance, 1 January 2017	616	6	0	10	632
Investments	0	0	0	1	1
Acquisitions	89	48	11	0	148
Amortisation	0	-5	-3	-1	-9
Exchange-rate differences	-2	0	0	0	-2
<b>Closing balance, 30 September 2017</b>	<b>703</b>	<b>49</b>	<b>8</b>	<b>10</b>	<b>770</b>

## Note 8 – Financial instruments

Financial instruments measured at fair value in the balance sheet consist of financial derivatives used to hedge the price risk arising from highly probable future purchases of bitumen products. These are recognized in the balance sheet items "Other receivables" and "Other liabilities". The fair value of these commodity derivatives has been established through a discount of the difference between the agreed price and future prices at the reporting date for the remaining contract period. As at 30 September 2017, the expected purchases of bitumen for delivery during October to December were hedged, in total equivalent to 9,300 tons or approximately 25 percent of the expected annual purchasing volume (at the end of the third quarter the preceding year there were no outstanding hedges). The fair value measurements belong to level 2 in the fair value hierarchy in IFRS 13.

<b>Financial instruments SEKm, unless otherwise stated</b>	<b>Carrying amount</b>		<b>Fair value</b>	
	<b>30 Sep 2017</b>	<b>30 Sep 2016</b>	<b>30 Sep 2017</b>	<b>30 Sep 2016</b>
<b>Measurement level 2:</b>				
Assets at fair value	4	3	4	3
Assets at acquisition cost	419	337	419	337
Liabilities at fair value	0	0	0	0
Liabilities at acquisition cost	587	522	587	522
<b>Measurement level 3:</b>				
Liabilities at acquisition cost	13	0	13	0

## Note 9 – Operating segments

Nordic Waterproofing's business and the basis for division into segments are the various products or services delivered by each segment. The Group's operating segments consist of Products & Solutions and Installation Services. Products & Solutions relates to sales of both internally produced and externally purchased products and related services, and Installation Services comprises the Group's wholly-owned and partly-owned contracting operations within roofing. Group Items and Eliminations comprises parent company functions, including the treasury function, as well as the elimination of intra-group sales from Products & Solutions to Installation Services.

Information regarding net sales from external customers, EBITDA before items affecting comparability and operating profit (EBIT) before items affecting comparability broken down by segment is set out in the tables on page 11.

Inter-segment transfer pricing is determined on an arm's length basis, i.e. between parties that are independent of one another, are well informed and have an interest in the implementation of the transaction. Assets and investments are reported based on where the assets are located.

Amounts in SEKm unless stated otherwise	Products & Solutions		Installation Services		Group Items and Eliminations		Nordic Waterproofing Group	
	9M 2017	9M 2016	9M 2017	9M 2016	9M 2017	9M 2016	9M 2017	9M 2016
Revenues from external customers	1,107	971	522	402	0	0	1,629	1,373
Revenues from other segments	79	72	0	0	-79	-72	0	0
<b>Revenues, total</b>	<b>1,186</b>	<b>1,043</b>	<b>522</b>	<b>402</b>	<b>-79</b>	<b>-72</b>	<b>1,629</b>	<b>1,373</b>
<b>EBITDA before items affecting comparability</b>	<b>186</b>	<b>200</b>	<b>30</b>	<b>17</b>	<b>-26</b>	<b>-19</b>	<b>191</b>	<b>198</b>
Depreciation & Amortisation	-23	-16	-4	-1	-1	-1	-28	-17
<b>EBIT before items affecting comparability</b>	<b>164</b>	<b>184</b>	<b>26</b>	<b>17</b>	<b>-27</b>	<b>-20</b>	<b>163</b>	<b>181</b>
Items affecting comparability	-11	-2	-1	1	-1	-13	-13	-14
<b>Operating profit (EBIT)</b>	<b>152</b>	<b>182</b>	<b>26</b>	<b>18</b>	<b>-28</b>	<b>-33</b>	<b>150</b>	<b>167</b>
Net finance items							-10	-9
<b>Profit/loss after finance items but before tax (EBT)</b>							<b>140</b>	<b>158</b>
Tax							-25	-29
<b>Profit/loss for the year</b>							<b>115</b>	<b>129</b>
<i>Assets</i>								
Intangible assets (goodwill & customer relations)	653	555	118	71	0	6	771	632
Property, plant and equipment	191	180	10	3	1	2	201	185
Participations in associated companies	0	0	23	22	0	0	23	22
Inventory	252	182	7	2	0	0	258	184
Other assets	312	284	150	110	-37	-52	425	342
Non-allocated assets					96	237	96	237
<b>Total assets</b>	<b>1,407</b>	<b>1,201</b>	<b>307</b>	<b>209</b>	<b>60</b>	<b>194</b>	<b>1,774</b>	<b>1,603</b>
<i>Liabilities and Equity</i>								
Equity					972	924	972	924
Other liabilities	319	254	76	61	-35	-50	360	265
Non-allocated liabilities					442	414	442	414
<b>Total liabilities and equity</b>	<b>319</b>	<b>254</b>	<b>76</b>	<b>61</b>	<b>1,379</b>	<b>1,288</b>	<b>1,774</b>	<b>1,603</b>
Investments in tangible & intangible assets	8	12	3	1	0	2	11	15

## Note 10 – Transactions with related parties

The Group has related party relationships with the associated companies stated in Note 34 of the 2016 Annual Report. Transactions with related parties are priced on market terms. No transactions have taken place between Nordic Waterproofing and related parties that have materially affected the Group's financial position and results in the third quarter of 2017.

## Definitions

### Key performance indicator according to IFRS

Earnings per share	Profit after tax for the period attributable to parent company shareholders divided by the average number of outstanding shares for the period
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### Key performance indicators not defined according to IFRS

Capital employed	Total assets less non-interest-bearing provisions and liabilities
EBIT	Operating profit
EBIT margin	EBIT as a percentage of net sales
EBITDA	Operating profit before depreciation, amortization and impairment of tangible and intangible assets
EBITDA margin	Operating profit before depreciation, amortization and impairment of tangible and intangible assets as a percentage of net sales
Equity/assets ratio	Shareholders' equity, including non-controlling interests, as a percentage of total assets
Gross margin	Gross profit as a percentage of net sales
Interest cover ratio	Profit after net financial items plus interest expenses in relation to interest expenses
Items affecting comparability	Statement items that are non-recurring, have a significant impact on profit and therefore constitute important adjustments for understanding the underlying development of operations
Net debt	Interest-bearing liabilities less cash and cash equivalents
Net debt/EBITDA before items affecting comparability	Net debt in relation to EBITDA before items affecting comparability
Net debt/equity ratio	Net debt in relation to shareholders' equity
Operating cash conversion	Operating cash flow as a percentage of EBITDA before items affecting comparability for the period
Operating cash flow	EBITDA before items affecting comparability plus dividends from associated companies, less cash flow related from investments in tangible and intangible assets, cash flow from changes in working capital and income from associated companies
Organic growth	Net sales growth adjusted for enterprises acquired and sold off and any exchange rate changes. No adjustments have been made for number of working days
R12	The most recent twelve months/rolling twelve-month period
Return on capital employed	EBIT as a percentage of average capital employed, calculated as the average of the period's opening and closing balances
Return on capital employed before items affecting comparability	Operating profit (EBIT) before items affecting comparability as a percentage of average capital employed, calculated as the average of the period's opening and closing balances
Return on capital employed before items affecting comparability and excluding goodwill	Operating profit (EBIT) before items affecting comparability as a percentage of average capital employed, excluding goodwill, calculated as the average of the period's opening and closing balances
Return on shareholders' equity	Profit after tax attributable to parent company shareholders as a percentage of average shareholders' equity, excluding non-controlling interests
Return on shareholders' equity before items affecting comparability	Profit after tax attributable to parent company shareholders including reversed items affecting comparability as a percentage of average capital employed, excluding non-controlling interests



## About Nordic Waterproofing Group

Nordic Waterproofing is one of the leading providers in the waterproofing market in northern Europe. The Company provides high-quality products and solutions for waterproofing in Sweden, Finland, Denmark, Norway, Belgium, the Netherlands, Poland, the United Kingdom and Germany. Nordic Waterproofing also provides installation services through wholly-owned subsidiaries in Finland and through part-owned franchise companies in Denmark. The Company markets its products and solutions under nine brands, all with an extensive heritage, most of which are among the most established and well-recognized brands in waterproofing in their respective markets, such as Matakı, Trebolit, Phönix Tag Materialer, Kerabit, Nortett, SealEco, SPT-Painting and Taasinge Elementer. Nordic Waterproofing is listed in the Mid Cap segment on Nasdaq Stockholm with the stock ticker NWG.

### Business concept

Nordic Waterproofing develops, manufactures and distributes a full range of products and solutions for the protection of buildings and infrastructure.

Our products are characterized by high-quality design adapted to local climate conditions and building standards. Ease of installation, energy and environmental optimization are key components of our offer.

Our excellence in customer service builds on smart logistics, understanding our customers' present and future needs, and the exceptional responsiveness delivered by our team of highly motivated employees.

### Financial calendar

Year-end report, January-December 2017	8 February 2018
Annual Report 2017	Week commencing 26 March 2018
Annual General Meeting, in Helsingborg	20 April 2018
Interim report, January-March 2018	3 May 2018
Interim report, January-June 2018	16 August 2018
Interim report, January-September 2018	1 November 2018

### Further information can be obtained from

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This information is information that Nordic Waterproofing Holding A/S is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact persons set out above, at 7 November 2017, 08:00 a.m. CET.

This report contains forward-looking statements which are based on the current expectations of the management of Nordic Waterproofing. Even though management believes that the expectations reflected in these forward-looking statements are reasonable, no assurances can be given that these expectations will be realized. Therefore, the financial results may differ significantly from those indicated in the forward-looking statements due to, among other things, changes in economic, market-related and competition-related conditions, changes to rules and regulations and other governmental measures, exchange rate fluctuations and other factors.

