

Continued sales growth and improved earnings

Third quarter of 2018

- Consolidated net sales increased by 20 percent to SEK 778 m (646), of which organic growth amounted to 3 percent. Acquisitions contributed by 12 percent and currency by 5 percent
- Net sales in Products & Solutions amounted to SEK 575 m (457) and Installation Services to SEK 235 m (218)
- EBITDA before items affecting comparability increased by 7 percent to SEK 103 m (96)
- Operating profit (EBIT) before items affecting comparability increased by 5 percent to SEK 87 m (83)
- Operating profit (EBIT) amounted to SEK 86 m (81)
- ROCE before items affecting comparability on rolling 12 months basis was 14.4 percent (15.8)
- Operating cash flow amounted to SEK 123 m (103)
- Earnings per share before and after dilution were SEK 2.97 (2.70)

January–September 2018

- Consolidated net sales increased by 22 percent to SEK 1,988 m (1,629), of which organic growth amounted to 2 percent. Acquisitions contributed by 16 percent and currency by 4 percent
- Net sales in Products & Solutions amounted to SEK 1,507 m (1,186) and Installation Services to SEK 555 m (522)
- EBITDA before items affecting comparability increased by 17 percent to SEK 220 m (188)
- Operating profit (EBIT) before items affecting comparability increased by 5 percent to SEK 172 m (163)
- Operating profit (EBIT) amounted to SEK 165 m (150)
- Operating cash flow amounted to SEK 103 m (75)
- Earnings per share before and after dilution were SEK 5.27 (4.77)

Financial key ratios

Amounts in SEKm unless otherwise stated	Q3 2018	Q3 2017	Change	9M 2018	9M 2017	Change	R12 2018	12M 2017
Net sales	778	646	20%	1,988	1,629	22%	2,545	2,187
Gross profit	201	171	17%	505	447	13%	642	584
Gross margin %	25.9%	26.5%	-0.6pp	25.4%	27.5%	-2.0pp	25.2%	26.7%
EBITDA	102	94	8%	213	175	22%	269	234
EBITDA before items affecting comparability	103	96	7%	220	188	17%	277	248
EBITDA margin before items affecting comparability, %	13.2%	14.9%	-1.7pp	11.1%	11.5%	-0.5pp	10.9%	11.3%
EBIT	86	81	6%	165	150	10%	208	194
EBIT before items affecting comparability	87	83	5%	172	163	5%	216	208
EBIT margin before items affecting comparability, %	11.2%	12.8%	-1.7pp	8.6%	10.0%	-1.4pp	8.5%	9.5%
ROCE before items affecting comparability, %	n/a	n/a	n/a	n/a	n/a	n/a	14.4%	15.5%
Net profit	71	65	10%	127	115	11%	150	138
Operating cash flow	123	103	20%	103	75	38%	192	164
Net debt	493	276	79%	493	276	79%	493	204
Earnings per share before and after dilution, SEK	2.97	2.70	10%	5.27	4.77	11%	6.22	5.71

Expectations for financial year 2018 - revised

For the financial year 2018, general demand is expected to be similar to that in 2017 in most markets. Nordic Waterproofing expects to meet its financial targets, and the Group's organic net sales growth is expected to exceed the general growth rate in the markets in which the Group operates. In addition to organic growth, the Group also expects to continue growing through selective acquisitions. Assuming normal winter conditions during the fourth quarter, EBIT before items affecting comparability is expected to increase compared with 2017 (*previously: EBIT before items affecting comparability is expected to increase compared with 2017*).

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.

Message from the CEO

Continued sales growth and improved earnings

Consolidated net sales for the third quarter rose by 20 percent compared with last year, from SEK 646 m to SEK 778 m. Acquisitions contributed by 12 percent, organic growth was 3 percent and currency exchange rate effects was 5 percent.

At SEK 87 m, EBIT before items affecting comparability was above last year's profit of SEK 83 m, an increase of 5 percent. At the same time, EBITDA increased 7 percent to SEK 103 m compared with SEK 96 m in the corresponding period in the preceeding year.

Our third acquisition this year, Veg Tech, was completed in the beginning of July, in line with our commitment to develop our business towards sustainable and environmentally efficient solutions. The warm and unusually dry summer has been challenging for VegTech and required unusual watering efforts to secure the growing of sedum and other plants. With the actions taken, we were able to manage the challenges and fulfilled our delivery commitments.

The consolidated net sales growth of 20 percent in the third quarter was driven by pick-up effects from the strong roofing and infrastructure markets in Sweden and Norway, but also the prefabricated elements business in Norway. While our Products & Solutions operating segment reported a sales increase of 26 percent, our Installation Services operating segment increased 7 percent.

Within our Products & Solutions segment, Sweden and Norway showed a strong development and continued pick-up effects, while Denmark continued in a strong market although growth was lower than previous year. We have implemented a second sales price increase for our bitumen based products with effect from the end of the third quarter, but this will unfortunately not fully offset the most recent bitumen price increases as bitumen is not hedged for 2018. The prefabricated elements business in Norway continues to develop well and enjoys strong order intake, while we have experienced some delays from our customers in Denmark which have had a negative effect on deliveries and production efficiency in the quarter.

The profit improvement program within our flat roof installation services business in Finland is developing according to plan within the larger unit, KerabitPro, and our efforts, including a more selective approach towards roofing projects and the execution of the projects, have shown positive financial effects as of mid-2018. At the same time, we experience a somewhat weaker market in Finland. Our Danish franchise companies continued to perform well during the third quarter, with strong order books and an EBIT contribution in line with the preceding year.



Martin Ellis,
President and CEO

Jan-Sep 2018

Net sales:

SEK 1,988 m (1,629)

EBITDA before items
affecting comparability:

SEK 220 m (188)

11.1% (11.5%)

EBIT before items
affecting comparability:

SEK 172 m (163)

8.6% (10.0%)

ROCE (R12) before
items affecting
comparability:

14.4% (15.8%)

Our acquisition strategy and selective approach continues, and we seek to generate value for our stakeholders through the following strategies:

- enhance our product and service offering for our existing customers, and apply geographic leverage to newly acquired product and service categories
- benefit from mega trends in the construction industry: sustainable building solutions, energy efficiency, renewable energy sources, and site efficiency through increased exposure to prefabrication, and
- forward integrate in order to increase exposure to end customers.

By widening and enhancing our products and services with new product categories, we foresee that the Group will increasingly become a one stop shop opportunity for customers seeking comprehensive solutions for building and infrastructure protection. We intend to maintain our focus on small to medium sized companies presenting good synergistic potential with our existing businesses.

Vejen, 1 November 2018



Martin Ellis,
President and CEO

Conference call

A conference call for investors, analysts and media will be held today, 1 November 2018, at 10:00 a.m. CET and can be joined online at www.nordicwaterproofing.com. Presentation materials 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 9806

From Denmark: +45 35 44 55 75

From Sweden: +46 8 566 193 53

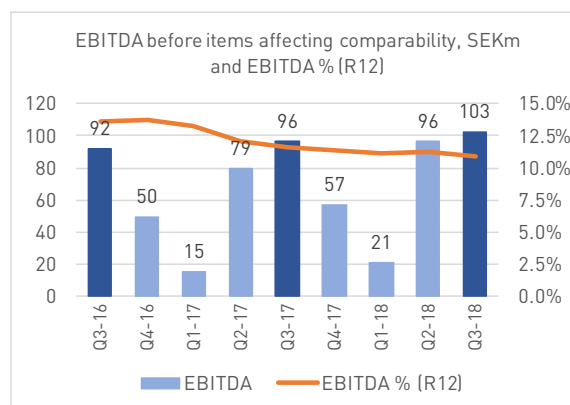
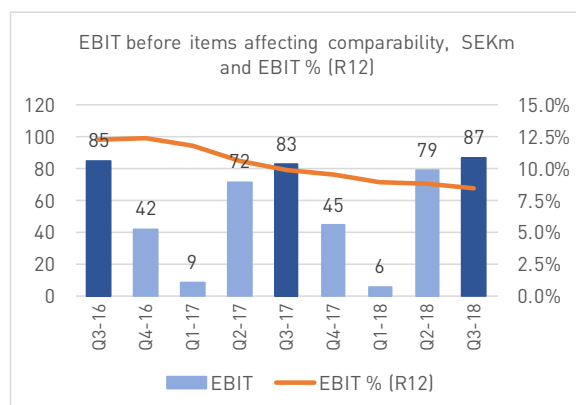
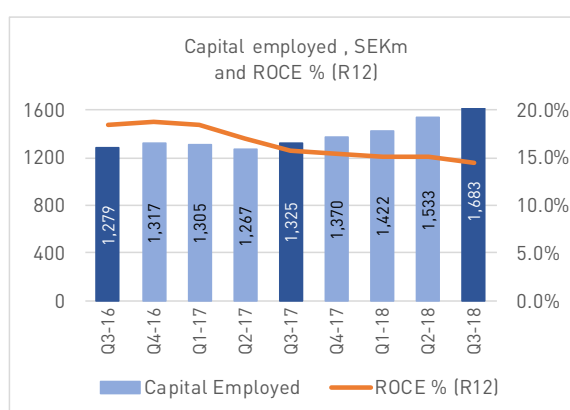
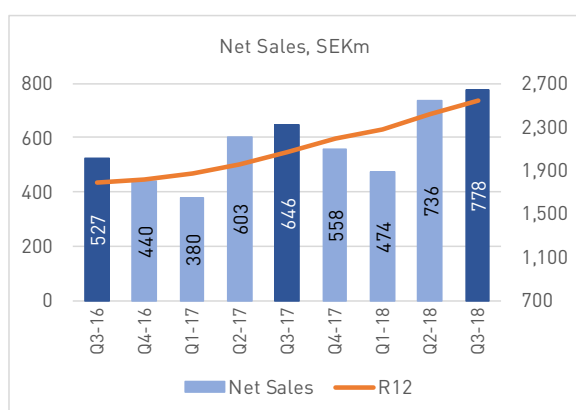
The Group

Net sales

Consolidated net sales for the third quarter increased by 20 percent to SEK 778 m (646). Sales in acquired companies contributed by 12 percent. Organic growth was 3 percent and currency translation effects were positive affecting net sales by 5 percent. Net sales for the period January-September improved by 22 percent to SEK 1,988 m (1,629). Acquisitions contributed by 16 percent, while the organic growth was 2 percent. The currency effects year-to-date were positive and affected net sales by 4 percent.

Analysis of net sales	Q3 2018 (%)	Q3 2018 (SEKm)	9M 2018 (%)	9M 2018 (SEKm)
Previous period		646		1,629
Organic growth	3%	20	2%	36
Structural effects	12%	76	16%	252
Currency effects	5%	36	4%	71
Current period	20%	778	22%	1,988

In general, the weather conditions were favorable during the third quarter. Sales in Norway increased by 67 percent in the third quarter compared with the corresponding period in the preceding year, of which the acquired companies explain 53 percentage units of the increase. The organic sales in local currency in Norway increased by 5 percent and the positive currency effect from the stronger Norwegian krona was 9 percent. In Sweden, sales increased by 39 percent compared with the corresponding period in the preceding year, of which 30 percentage units were related to Veg Tech. Sales in Denmark increased by 19 percent in the quarter, of which 12 percentage units were related to acquisitions. Sales in Finland increased by 8 percent during the quarter compared with the corresponding period in the preceding year.



Operating profit (EBIT), EBITDA and ROCE

Operating profit (EBIT) for the third quarter increased to SEK 86 m (81) and the EBIT margin was 11.1 percent (12.5). Operating profit (EBIT) was negatively affected by amortization of customer relations in the acquired companies, as well as by amortization of acquired order books in the prefabrication elements business, of SEK 6 m, being amortized over 6 to 12 months, resulting in a limited contribution from the acquired companies to EBIT over the first year following the acquisition. Items affecting comparability amounted to SEK -1 m (-2) and consisted of expenses in connection with acquisitions. Operating profit (EBIT) for the period January-September increased to SEK 165 m (150) while the EBIT margin decreased to 8.3 percent (9.2), negatively affected by increased amortizations amounting to SEK -23 m (-8) following the acquisitions, as well as by items affecting comparability amounting to SEK -7 m (-13) primarily related to expenses regarding acquisitions (for further information, please see the section entitled "Items affecting comparability").

Operating profit (EBIT) before items affecting comparability increased to SEK 87 m (83) in the third quarter. The EBIT margin before items affecting comparability decreased to 11.2 percent (12.8). The operating profit (EBIT) before items affecting comparability for the period January-September increased to SEK 172 m (163). The EBIT margin before items affecting comparability decreased to 8.6 percent (10.0).

EBITDA before items affecting comparability for the third quarter increased to SEK 103 m (96) and the EBITDA margin before items affecting comparability decreased to 13.2 percent (14.9). EBITDA before items affecting comparability for the period January-September increased to SEK 220 m (188) and the EBITDA margin before items affecting comparability decreased to 11.1 percent (11.5).

Return on capital employed (ROCE) before items affecting comparability was 14.4 percent (15.8) on a rolling 12 months basis, which was below our long-term financial target of 15 percent following the relatively large acquisition of Veg Tech and the increased capital employed, including goodwill and customer relations, following the acquisition.

Net financial items

Net financial items for the third quarter of 2018 amounted to SEK -5 m (-3). The change is explained by a negative value adjustment of call/put options for the acquired companies EPDM Systems and Taasinge Elementer and by increased external interest costs.

Profit or loss before and after tax

Profit before tax for the third quarter amounted to SEK 81 m (78) and profit after tax amounted to SEK 72 m (65). Income tax for the third quarter of 2018 amounted to SEK -10 m (-13). Income tax for the period January-September 2018 amounted to SEK -24 m (-25), corresponding to an effective tax rate of 15.9 percent (18.1). The lower effective tax rate is explained by a higher utilization of non-activated tax losses carried forward in Finland.

Seasonal variations

Nordic Waterproofing's business is significantly affected by seasonal variations in the construction industry, where 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 first three quarters of 2018 are primarily related to expenses in connection with acquisitions.

Items affecting comparability SEKm, unless otherwise stated	Q3 2018	Q3 2017	9M 2018	9M 2017	12M 2017
Costs related to acquisitions	-1	-1	-5	-10	-10
Other	0	-1	-2	-3	-4
Current period	-1	-2	-7	-13	-14

Cash flow

Operating cash flow during the third quarter was positive in the amount of SEK 123 m (103). The operating cashflow was SEK 20 m higher than in the corresponding period in the preceding year and is primarily explained by a higher contribution from decreasing net working capital than in the corresponding period in the preceding year.

Cash flow from operating activities during the third quarter was SEK 29 m higher than in the corresponding period in the preceding year, amounting to SEK 123 m (94). The higher cash flow is explained primarily by a higher contribution from decreasing net working capital than in the corresponding period in the preceding year.

Cash flow from investing activities during the third quarter was negative in the amounts of SEK -197 m (-55). The difference is primarily explained by the acquisition of Veg Tech during the third quarter.

Cash flow from financing activities during the third quarter was SEK 98 m (-41). The increase is explained by the new bank loan that was obtained in connection with the acquisition of Veg Tech.

Investments and depreciations

Gross investments during the third quarter of 2018 amounted to SEK 16 m (4), while depreciation amounted to SEK 10 m (8). Amortizations of intangible assets amounted to SEK 7 m (5), explained by amortizations of customer relations in the acquired companies, as well as amortizations of the acquired order books.

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 42 m revolving loan facility, of which EUR 14.4 m is allocated to the Group cash pool overdraft facility. The revolving loan facility was increased by additionally EUR 20 m in connection with the acquisition of Veg Tech in the beginning of July. The loan and credit facilities bear variable interest and run without requiring repayment in instalments. The financing agreement contains financial covenants that are monitored and followed up on a quarterly basis. Every quarter, Nordic Waterproofing has fulfilled the terms and conditions of the facility agreements.

The consolidated net debt increased by SEK 63 m during the third quarter due to increased current interest-bearing liabilities following the acquisition of Veg Tech. Net debt amounted to SEK 493 m at the end of the period, compared with SEK 276 m at the end of the corresponding period in the preceding year. Consolidated cash and cash equivalents amounted to SEK 74 m (78) at the end of the period. Since no portion of the Group's total overdraft facility of SEK 148 m (138) was utilized at the end of the quarter, the total cash and cash equivalents available amounted to SEK 222 m (216) at the end of the quarter.

Indebtedness calculated as interest-bearing net debt/EBITDA before items affecting comparability during the most recent twelve-month period was 1.8x (1.2x) at the end of the period, and the net debt/equity ratio was 0.4x (0.3x).

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 2018 (expressed as full-time equivalents) was 1,135, compared with 953 during the same period in the preceding year. The increase derives primarily from the acquired companies during 2018.

Significant risks and uncertainties

A description of significant risks and uncertainties is found in Nordic Waterproofing's 2017 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 5 July 2018, Nordic Waterproofing Holding A/S's subsidiary Nordic Waterproofing Group AB completed the acquisition of Veg Tech AB. Nordic Waterproofing initially acquired 83 percent of the shares, and submitted an offer to acquire the remaining shares for the same price per share as the main acquisition. As per 30 September, almost all remaining shares have been acquired and Nordic Waterproofing's ownership exceeds 99 percent. The remaining shares are expected to be acquired during the fourth quarter. Financial details are disclosed in Note 6.

On 31 May 2017, the Danish Competition and Consumer Authority (the "DCCA") found that Nordic Waterproofing A/S, Icopal Danmark ApS and the associations Danske Tagpapfabrikanterers Brancheforening and Tagpapbranchens Oplysningsråd ("TOR"), had used the national industry-based standard ("TOR-anvisningerne") in order to foreclose actual or potential competitors from the market. As a result, the DCCA ordered TOR to repeal its product standards and the other parties to terminate their participation in TOR. The DCCA's decision was appealed by all addressees, and on 12 September 2018, the Danish Competition Appeals Board has acknowledged that the DCCA's allegations were based on insufficient grounds and flawed legal reasoning. The Appeals Board has therefore referred the matter back to DCCA in order for the DCCA to reassess the matter.

Significant events after the reporting period

No significant events have occurred after 30 September 2018.

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 actual outcome of the return on capital employed before items affecting comparability was 14.4 percent (15.8) on a rolling 12 month basis, and falls below the long-term target due to the relatively large acquisition of Veg Tech in the third quarter and the increased capital employed, including goodwill and customer relations, following the acquisition.

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 2018 Annual General Meeting in April resolved to authorize the Board of Directors to establish a Long-Term Incentive Program ("LTIP 2018") offered to a maximum of 27 employees of the Group. 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 total costs for the 3-year program in accordance with IFRS 2, including social security charges, are estimated to be at most SEK 9 m under the assumption of an average annual growth of operating profit (EBIT) before items affecting comparability of 12 percent.

No new shares will be issued in the Company due to LTIP 2018. However, the Company will acquire 140,736 treasury shares, corresponding to approximately 0.6 percent of the outstanding shares and votes in the Company in order to secure the provision of shares under LTIP 2018 and to secure and cover social security charges. The costs for the incentive program are expected to have a marginal effect on Nordic Waterproofing Group's key ratios.

Shares and share capital

As per 30 September 2018, 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. As per 30 September 2018, Nordic Waterproofing Holding A/S had more than 3,700 shareholders.

There have not been any changes in shares and share capital during the third quarter of 2018.

Ownership structure

The largest shareholders in Nordic Waterproofing Holding A/S, as per 30 September 2018, are stated below.

Owner	Number of shares	Capital and votes, %
Mawer Investment Management	2,729,537	11.3%
Swedbank Robur Funds	2,187,095	9.1%
Carnegie Funds	2,186,505	9.1%
Svolder	1,623,242	6.7%
Catella Funds	1,356,592	5.6%
Länsförsäkringar Funds	1,148,338	4.8%
Handelsbanken Funds	950,044	3.9%
Third AP-Fund	638,916	2.7%
Traction	600,000	2.5%
AMF Insurance & Funds	573,199	2.4%
Total 10 largest shareholders	13,993,468	58.1%
Other shareholders	10,090,467	41.9%
Total number of shares	24,083,935	100.0%

Source: Monitor by Modular Finance AB. Compiled and processed data from various sources, including Euroclear, Morningstar and the Swedish Financial Supervisory Authority. Holdings with depositories are reported as "other shareholders".

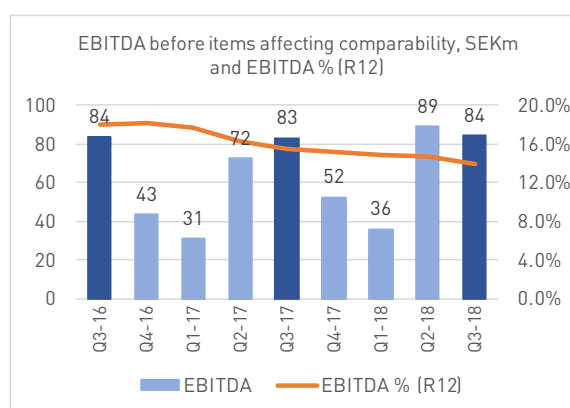
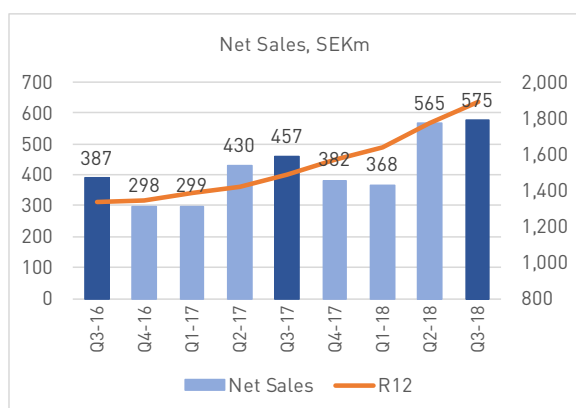
Operating segments

Products & Solutions

Net sales for the third quarter of 2018 grew by 26 percent compared with the corresponding period in the preceding year, increasing to SEK 575 m (457). Organic growth was 5 percent, while acquisitions contributed with 17 percent. Sales in Norway increased by 67 percent, of which the companies acquired during 2018 contributed with 53 percentage units. Sales in Sweden increased by 39 percent, whereof Veg Tech, which was acquired in July 2018, contributed with 30 percentage units. Sales in Denmark increased by 19 percent, of which Taasinge Elementer which was acquired in 2017 contributed with 12 percentage units. Sales in Finland increased by 10 percent.

	Q3 2018 [%]	Q3 2018 (SEKm)	9M 2018 [%]	9M 2018 (SEKm)
Analysis of net sales, Product & Solutions				
Previous period		457		1,186
Organic growth	5%	21	3%	35
Structural effects	17%	76	20%	243
Currency effects	4%	20	4%	43
Current period	26%	575	27%	1,507

Operating profit (EBIT) before items affecting comparability for Products & Solutions for the third quarter 2018 amounted to SEK 70 m (72). The EBIT margin before items affecting comparability amounted to 12.3 percent (15.8) in the third quarter. EBITDA before items affecting comparability amounted to SEK 84 m (83). The EBITDA margin before items affecting comparability amounted to 14.6 percent (18.2) in the third quarter.



Installation Services

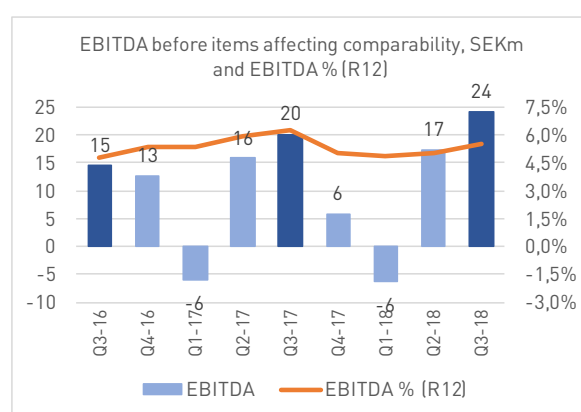
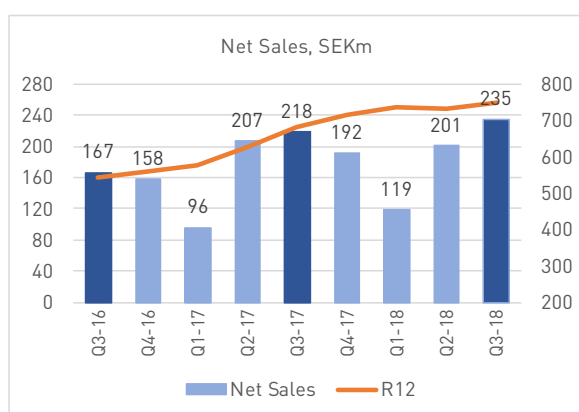
Business in this operating segment is primarily conducted in Finland and through the non-consolidated franchise companies in Denmark. Net sales for the third quarter of 2018 increased by 7 percent compared with the corresponding period in the preceding year, amounting to SEK 235 m (218), and is fully explained by currency effects.

	Q3 2018 (%)	Q3 2018 (SEKm)	9M 2018 (%)	9M 2018 (SEKm)
Analysis of net sales, Installation Services				
Previous period		218		522
Organic growth	0%	1	-1%	-4
Structural effects	0%	0	2%	9
Currency effects	7%	15	5%	28
Current period	7%	235	6%	555

Order inflow during the third quarter increased by 31 percent compared with the preceding year. The order book was 30 percent higher at the end of September 2018, compared with the corresponding period in the preceding year.

SEKm, unless otherwise stated	Q3 2018	Q3 2017	Change	9M 2018	9M 2017	Change
Order inflow in the period	130	99	31%	417	452	-8%
Order book at end of period	275	211	30%	275	211	30%

Operating profit (EBIT) before items affecting comparability for Installation Services for the third quarter increased to SEK 23 m (18). Our Danish franchise companies continued to perform well in the third quarter. The EBIT margin before items affecting comparability increased to 9.6 percent (8.3) in the third quarter. EBITDA before items affecting comparability amounted to SEK 24 m (20). The EBITDA margin before items affecting comparability amounted to 10.3 percent (9.2) in the third quarter.



Quarterly data, IFRS and alternative measures

Key figures (SEKm)	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q1 2017	Q4 2016
Net sales	778	736	474	558	646	603	380	440
EBITDA before items affecting comparability	103	96	21	57	96	79	15	50
EBITDA-margin before items affecting comparability, %	13.2%	13.1%	4.4%	10.3%	14.9%	13.2%	4.0%	11.3%
Operating profit (EBIT) before items affecting comparability	87	79	6	45	83	72	9	42
EBIT-margin before items affecting comparability, %	11.2%	10.7%	1.3%	8.0%	12.8%	11.9%	2.2%	9.6%
ROCE (R12) before items affecting comparability, %	14.4%	15.2%	15.0%	15.5%	15.8%	16.9%	18.4%	18.7%
Net profit	71	59	-3	23	65	51	-1	27
Operating cashflow	123	41	-61	89	103	-12	-17	125
Operating cashflow (R12)	192	172	119	164	199	182	243	211
Operating cash conversion (R12), %	69%	64%	47%	66%	83%	77%	99%	85%
Net debt	493	430	293	204	276	274	125	25
Earnings per share, SEK	2.97	2.43	-0.13	0.95	2.70	2.13	-0.06	1.13

Net sales by segment (SEKm)	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q1 2017	Q4 2016
Products & Solutions	575	565	368	382	457	430	299	298
Installation Services	235	201	119	192	218	207	96	158
Group Items & Eliminations	-32	-30	-12	-16	-30	-34	-15	-16
Total	778	736	474	558	646	603	380	440

Net sales by country (SEKm)	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q1 2017	Q4 2016
Sweden	140	122	58	80	101	102	65	70
Norway	92	86	38	41	55	57	41	44
Denmark	180	192	153	152	151	107	83	93
Finland	267	229	146	207	247	234	122	172
Europe	98	107	78	77	89	102	66	58
Rest of world	0	0	1	2	3	0	4	3
Total	778	736	474	558	646	603	380	440

EBITDA before items affecting comparability, by segment (SEKm)	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q1 2017	Q4 2016
Products & Solutions	84	89	36	52	83	72	31	43
Installation Services	24	17	-6	6	20	16	-6	13
Group Items & Eliminations	-6	-10	-9	-1	-7	-9	-10	-6
Total	103	96	21	57	96	79	15	50

EBIT before items affecting comparability, by segment (SEKm)	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q1 2017	Q4 2016
Products & Solutions	70	73	23	42	72	66	25	37
Installation Services	23	16	-8	4	18	15	-6	13
Group Items & Eliminations	-6	-10	-9	-1	-7	-9	-10	-7
Total	87	79	6	45	83	72	9	42

Management's statement

Today, the Group's Board of Directors and Executive Board have discussed and approved the interim report of Nordic Waterproofing Holding A/S for the period January–September 2018.

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 at 30 September 2018, as well as of the results of the Group's activities and cash flow for the period January-September 2018.

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, 1 November 2018

Executive Board

Martin Ellis
President & CEO

Board of Directors

Ulf Gundemark
Chairman

Jørgen Jensen

Allan Jørgensen

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 period 1 January 2018 - 30 September 2018, comprising condensed consolidated statement of profit or loss and other comprehensive income, condensed consolidated balance sheet, condensed consolidated statement of changes in equity and condensed consolidated cash flow statement as well as selected explanatory notes, including summary of significant accounting policies.

Management's responsibility for the interim condensed consolidated financial statements

Management is responsible for the preparation of interim 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 condensed 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 Auditor regulation. This requires us to conclude whether anything has come to our attention that causes us to believe that the financial statements, taken as a whole, are not 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 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 making inquiries of management and others within the entity, 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 condensed consolidated financial statements.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the condensed consolidated interim financial statements are 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, 1 November 2018

PricewaterhouseCoopers

Statsautoriseret Revisionspartnerselskab

Lars Almskou Ohmeyer
State Authorized Public Accountant
mne24817

Morten Elbæk Jensen
State Authorized Public Accountant
mne27737

Condensed consolidated key figures

Amounts in SEKm unless otherwise stated	Q3 2018	Q3 2017	9M 2018	9M 2017	R12 2018	12M 2017
Net sales	778	646	1,988	1,629	2,545	2,187
Gross profit	201	171	505	447	642	584
EBITDA	102	94	213	175	269	234
EBITDA before items affecting comparability	103	96	220	188	277	248
Operating profit (EBIT)	86	81	165	150	208	194
Operating profit (EBIT) before items affecting comparability	87	83	172	163	216	208
Net profit	71	65	127	115	150	138
Gross margin, %	25.9%	26.5%	25.4%	27.5%	25.2%	26.7%
EBITDA margin, %	13.1%	14.6%	10.7%	10.7%	10.6%	10.7%
EBITDA margin before items affecting comparability, %	13.2%	14.9%	11.1%	11.5%	10.9%	11.3%
EBIT margin, %	11.1%	12.5%	8.3%	9.2%	8.2%	8.9%
EBIT margin before items affecting comparability, %	11.2%	12.8%	8.6%	10.0%	8.5%	9.5%
Operating cash flow	123	103	103	75	192	164
Operating cash conversion, %	n/a	n/a	n/a	n/a	69%	66%
Investments in tangible & intangible assets	-15	-4	-38	-11	-50	-23
Total assets	2,278	1,774	2,278	1,774	2,278	1,756
Capital employed	1,683	1,325	1,683	1,325	1,683	1,370
Equity	1,116	972	1,116	972	1,116	1,010
Net debt	493	276	493	276	493	204
Net debt/EBITDA before items affecting comparability, multiple	n/a	n/a	n/a	n/a	1.8x	0.8x
Interest coverage ratio, multiple	22.0x	35.3x	18.4x	23.1x	18.2x	21.6x
Equity/assets ratio, %	49.0%	54.8%	49.0%	54.8%	49.0%	57.5%
Net debt/equity ratio, multiple	0.4x	0.3x	0.4x	0.3x	0.4x	0.2x
Return on shareholders' equity, %	n/a	n/a	n/a	n/a	14.4%	13.9%
Return on shareholders' equity before items affecting comparability, %	n/a	n/a	n/a	n/a	15.2%	15.3%
Return on capital employed, %	n/a	n/a	n/a	n/a	13.8%	14.4%
Return on capital employed before items affecting comparability, %	n/a	n/a	n/a	n/a	14.4%	15.5%
Return on capital employed before items affecting comparability excluding goodwill, %	n/a	n/a	n/a	n/a	30.4%	31.0%
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	2.97	2.70	5.27	4.77	6.22	5.71
Shareholders equity per share before and after dilution, SEK	46.36	40.35	46.36	40.35	46.36	41.93
Operating cash flow per share before and after dilution, SEK	5.12	4.28	4.27	3.10	7.99	6.81
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

Condensed financial statements

Condensed consolidated statement of profit or loss and other comprehensive income

Amounts in SEKm unless otherwise stated	Q3 2018	Q3 2017	9M 2018	9M 2017	R12 2018	12M 2017
Net sales	777.6	646.2	1,987.7	1,629.2	2,545.2	2,186.8
Cost of goods sold	-576.3	-474.7	-1,482.3	-1,181.7	-1,903.2	-1,602.7
Gross profit/loss	201.3	171.4	505.4	447.5	642.0	584.1
Selling expenses	-83.0	-62.2	-231.5	-199.1	-304.7	-272.3
Administrative expenses	-34.6	-31.9	-115.7	-104.3	-141.9	-130.5
Research and development expenses	-1.3	-1.3	-4.8	-4.9	-6.4	-6.5
Other operating income	-1.4	1.6	2.2	4.5	4.0	6.3
Other operating expenses	-0.4	0.1	-0.9	-1.7	-1.6	-2.5
Share of profit in associated companies	5.4	3.4	10.0	8.4	16.7	15.1
Operating profit/loss (EBIT)	86.0	81.0	164.7	150.3	208.1	193.7
Net finance items	-4.6	-3.3	-13.7	-10.1	-23.2	-19.5
Profit/loss before tax	81.4	77.7	150.9	140.2	184.9	174.2
Tax	-9.9	-12.6	-24.0	-25.4	-35.2	-36.6
Profit/loss after tax	71.5	65.0	126.9	114.8	149.7	137.6
Other comprehensive income						
Items that are or may be reclassified to profit/loss for the year						
Translation differences for the year in translation of foreign operations	-10.6	-5.1	40.6	-2.5	62.9	19.8
Gains/losses on hedging of currency risk in foreign operations	-1.5	0.0	-7.1	0.0	-11.5	-4.5
Gains/losses on raw material hedging	18.3	0.4	36.0	-17.9	31.9	-22.1
Tax on gains/losses on comprehensive income	-9.7	-0.1	-6.2	3.9	-4.4	5.7
Total other comprehensive income after tax	-3.6	-4.7	63.4	-16.5	78.8	-1.1
Total comprehensive income after tax	67.9	60.3	190.3	98.4	228.5	136.5
Profit/loss for the year, attributable to:						
Owners of the company	71.1	65.1	126.7	114.1	149.5	136.9
Non-controlling interests	0.4	0.0	0.2	0.7	0.2	0.7
Total comprehensive income for the year, attributable to:						
Owners of the company	67.4	60.3	189.7	97.7	227.8	135.8
Non-controlling interests	0.5	-0.1	0.7	0.7	0.7	0.7
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	2.97	2.70	5.27	4.77	6.22	5.71

Condensed consolidated balance sheet

Amounts in SEKm unless otherwise stated	30 Sep 2018	30 Sep 2017	31 Dec 2017
ASSETS			
Intangible assets	973.2	770.6	796.6
Tangible assets	270.8	201.5	209.8
Financial assets	54.0	31.1	38.5
Deferred tax assets	0.0	0.0	0.0
Other non-current assets	14.9	11.9	12.0
Total non-current assets	1,312.8	1,015.0	1,056.8
Inventories	358.3	258.3	259.6
Trade receivables	417.8	343.6	212.9
Receivables for on-going construction contracts	41.6	37.5	43.9
Tax assets	4.0	9.9	1.9
Other receivables	69.7	31.8	24.3
Cash and cash equivalents	74.0	78.0	156.8
Total current assets	965.2	758.9	699.3
TOTAL ASSETS	2,278.1	1,774.0	1,756.1
EQUITY AND LIABILITIES			
Share capital	30.0	30.0	30.0
Reserves	84.2	7.7	23.0
Retained earnings including profit for the year	985.1	933.6	956.4
Equity attributable to owners of the Company	1,099.3	971.2	1,009.4
Non-controlling interests	17.1	0.5	0.5
Total equity	1,116.5	971.7	1,009.8
Non-current interest-bearing liabilities	418.2	353.5	360.3
Other non-current liabilities	44.0	24.0	37.1
Provisions	7.9	4.9	5.8
Deferred tax liabilities	74.4	49.3	52.6
Total non-current liabilities	544.5	431.6	455.9
Current interest-bearing liabilities	148.7	0.3	0.0
Trade payable	216.8	155.9	90.7
Tax liabilities	15.6	14.9	9.4
Other current liabilities	236.1	199.6	190.3
Total current liabilities	617.2	370.7	290.4
TOTAL EQUITY AND LIABILITIES	2,278.1	1,774.0	1,756.1

Condensed consolidated statement of changes in equity

Specification of changes in equity (SEKm)	9M 2018	9M 2017	12M 2017
<i>Equity attributable to owners of the Company</i>			
Opening balance	1,009.4	963.9	963.9
Total comprehensive income	189.7	97.7	135.8
Transactions with non-controlling interest	-9.4	0.0	0.0
Dividend	-90.3	-90.3	-90.3
Closing balance	1,099.3	971.2	1,009.4
<i>Equity attributable to non-controlling interest</i>			
Opening balance	0.5	-0.2	-0.2
Total comprehensive income	0.7	0.7	0.7
Acquisitions	16.0	0.0	0.0
Transactions with the Group's owners	0.0	0.0	0.0
Closing balance	17.1	0.5	0.5
SUM TOTAL EQUITY, CLOSING BALANCE	1,116.5	971.7	1,009.8

Condensed consolidated cash flow statement

Amounts in SEKm unless otherwise stated	Q3 2018	Q3 2017	9M 2018	9M 2017	R12 2018	12M 2017
Operating activities						
Operating profit (EBIT)	86.0	81.0	164.7	150.3	208.1	193.7
Adjustment for non-cash items etc	5.4	11.5	33.4	17.9	39.3	23.7
Interest received	0.0	0.1	0.4	0.3	0.3	0.2
Interest paid	-3.5	-2.1	-7.9	-5.8	-9.8	-7.6
Dividends received	0.0	0.4	11.8	10.2	12.4	10.8
Income tax paid/received	-6.3	-8.9	-26.7	-33.3	-31.6	-38.1
Cash flow from operating activities before changes in working capital	81.6	82.0	175.7	139.5	218.7	182.6
Changes in working capital						
Increase (-)/Decrease (+) in inventories	12.0	7.0	-41.2	-48.7	-37.6	-45.2
Increase (-)/Decrease (+) in operating receivables	25.0	8.8	-145.7	-167.0	-12.4	-33.7
Increase (+)/Decrease (-) in operating liabilities	4.3	-3.6	105.7	107.7	20.4	22.4
Cash flow from operating activities	123.0	94.3	94.5	31.5	189.1	126.1
Investing activities						
Acquisition of intangible fixed assets	-3.3	-0.5	-9.0	-0.8	-10.2	-2.0
Acquisition of tangible fixed assets	-11.9	-3.1	-28.8	-10.3	-39.7	-21.2
Divestments of tangible fixed assets	0.0	0.3	0.0	0.3	0.7	1.0
Acquisition of business, net cash impact	-177.4	-53.3	-216.0	-116.6	-222.6	-123.2
Acquisition of participations in associated companies	-3.2	0.0	-14.9	-6.6	-14.9	-6.6
Divestments of participations in associated companies	0.0	0.2	0.0	0.4	-0.2	0.2
Change in other financial assets	-0.9	0.9	-1.3	-7.4	-1.0	-7.1
Cash flow from investing activities	-196.7	-55.4	-270.0	-141.0	-287.9	-158.8
Financing activities						
Amortization of loans	2.8	-40.8	-19.3	-49.3	-20.1	-50.1
Proceeds from loans	95.0	0.0	200.4	0.0	200.8	0.4
Dividend	0.0	0.0	-90.3	-90.3	-90.3	-90.3
Cash flow from financing activities	97.8	-40.8	90.7	-139.6	90.4	-140.0
Cash flow for the period	24.0	-1.9	-84.7	-249.0	-8.4	-172.7
Cash and cash equivalents at the beginning of the period	51.0	81.3	156.8	328.4	81.3	328.4
Exchange-rate differences in cash and cash equivalents	-1.1	-1.4	1.9	-1.4	4.4	1.0
Cash and cash equivalents at the end of the period	74.0	78.0	74.0	78.0	77.3	156.8

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 the notes to Nordic Waterproofing Group’s 2017 Annual Report. The new accounting principles applicable from 2018, IFRS 9 Financial instruments and IFRS 15 Revenue from contract with customers, have had no significant effect on Nordic Waterproofing Group.

IFRS 16 Leases contains principles for leases and is mandatory for financial years commencing on or after 1 January 2019. It will result in almost all leases being recognised in the balance sheet, as the distinction between operating and finance leases is removed. Under the new standard, an asset (the right to use the leased item) and a financial liability to pay rentals are recognised. The only exceptions are short-term or low-value leases. There is work ongoing in the Group in analysing the effects from IFRS 16. The work includes collection and valuation of lease agreements and evaluation of the need for system support. It is too early to quantify the effects from the introduction of IFRS 16, but the effects on the financial statements are expected not to be significant.

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 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 2017 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 4 January 2018, the acquisition of a production plant in Denmark for prefabricated roofing and façade elements, by means of an acquisition of assets, from Ugilt Savværk was finalized. The production plant was acquired by Nordic Waterproofing Holding A/S's subsidiary Taasinge Elementer A/S. The acquisition forms part of the strategy to make Taasinge Elementer a major player in the Nordic market for prefabricated roofing and façade elements. The unit has 40 employees in northern Jutland and sales for 2017 was approximately SEK 50 m. The purchase consideration amounts to SEK 23 m and is being financed through Nordic Waterproofing's available cash and bank balances. The acquisition is consolidated into the Products & Solutions segment as of 4 January 2018.

On 1 March 2018, 75 percent of the shares in the Norwegian Ringsaker Vegg- og Takelementer AS ("RVT") were acquired by Nordic Waterproofing Holding A/S's subsidiary Taasinge Elementer A/S for SEK 38 m on a cash and debt free basis. The company is one of Norway's leading manufacturer of prefabricated façade elements based on wooden frame constructions to the construction industry. RVT has an annual sales of approximately SEK 100 m and 50 employees. The acquisitions forms part of the strategy to make Taasinge Elementer and Nordic Waterproofing a major player in the Nordic market for prefabricated roofing and façade elements. RVT is consolidated within the segment Products & Solutions as from 1 March 2018.

On 5 July 2018, Nordic Waterproofing Holding A/S's subsidiary Nordic Waterproofing Group AB completed the acquisition of Veg Tech AB, one of the leading players within multifunctional vegetation technology in the Nordics with annual sales of approximately SEK 125 m and 45 employees. Nordic Waterproofing initially acquired 83 percent of the shares for SEK 129 per share, corresponding to a consideration of SEK 153 m. The total consideration has been paid in cash, and the acquisition was financed by a new bank loan through an extension of Nordic Waterproofing's current credit facilities and the revolving facility. Furthermore, Nordic Waterproofing submitted an offer to acquire the remaining shares for the same price per share as the main acquisition. As per 30 September, 16 percent (almost all remaining shares) have been acquired corresponding to a consideration of SEK 29 m and Nordic Waterproofing's ownership exceeds 99 percent. The remaining shares are expected to be acquired during the fourth quarter.

The acquired companies' net assets on the acquisition date:

Acquisition analysis SEKm, unless otherwise stated	Jan 2018 Ugilt	Mar 2018 RVT	Jul 2018 Veg Tech
Intangible assets	2	5	32
Tangible assets	7	2	41
Inventories	3	6	37
Trade and other receivables	0	20	31
Cash and equivalents	0	28	6
Other non-interest bearing liabilities	0	-31	-29
Interest bearing liabilities	0	0	0
Deferred tax liabilities	-1	-5	-14
Net assets and liabilities	12	25	105
Non-controlling interests	0	-15	-1
Goodwill	11	36	78
Consideration	23	46	182

The acquisition analysis for Ugilt, RVT and Veg Tech are finalized. As regards Veg Tech, the fair values for intangible assets were determined during the third quarter and the preliminary goodwill value reported in the second quarter report decreased when the purchase price allocation was finalized and the value of customer relations were identified.

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.

Intangible assets, carrying amounts SEKm, unless otherwise stated	Goodwill	Customer relations	Order book	Other	Total
Opening balance, 1 January 2018	733	48	6	10	797
Investments	2	0	0	9	12
Acquisitions	124	32	8	0	164
Amortisation	0	-9	-14	-2	-25
Exchange-rate differences	23	2	0	0	25
Closing balance, 30 September 2018	882	73	0	18	973

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", and hedge accounting is applied. 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 2018, the expected purchases of bitumen for delivery during January to December 2019 were hedged by means of derivatives, equivalent to 30,480 tons or approximately 76 percent of the expected annual purchasing volume (at the corresponding period the preceding year, the expected purchases of bitumen for delivery during October to December 2017 were hedged, equivalent to 9,300 tons or approximately 25 percent of the expected annual purchasing volume). The fair value measurements belong to level 2 in the fair value hierarchy in IFRS 13.

Financial instruments SEKm, unless otherwise stated	Carrying amount		Fair value	
	30 Sep 2018	30 Sep 2017	30 Sep 2018	30 Sep 2017
Measurement level 2:				
Assets at fair value	36	4	36	4
Assets at acquisition cost	489	419	489	419
Liabilities at fair value	0	0	0	0
Liabilities at acquisition cost	845	563	845	563
Measurement level 3:				
Liabilities at acquisition cost	10	13	10	13
Liabilities at fair value	38	22	38	22

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 2018	9M 2017	9M 2018	9M 2017	9M 2018	9M 2017	9M 2018	9M 2017
Revenues from external customers	1,433	1,107	555	522	0	0	1,988	1,629
Revenues from other segments	74	79	0	0	-74	-79	0	0
Revenues, total	1,507	1,186	555	522	-74	-79	1,988	1,629
EBITDA before items affecting comparability	209	186	35	30	-24	-26	220	191
Depreciation & Amortisation	-42	-23	-4	-4	-1	-1	-48	-28
EBIT before items affecting comparability	166	164	31	26	-25	-27	172	163
Items affecting comparability	-7	-11	0	-1	0	-1	-7	-13
Operating profit (EBIT)	160	152	31	26	-26	-28	165	150
Net finance items							-14	-10
Profit/loss after finance items but before tax (EBT)							151	140
Tax							-24	-25
Profit/loss for the year							127	115
<i>Assets</i>								
Intangible assets (goodwill & customer relations)	836	653	128	118	9	0	973	771
Property, plant and equipment	258	191	12	10	1	1	271	201
Participations in associated companies	0	0	45	23	0	0	45	23
Inventory	351	252	8	7	0	0	358	258
Other assets	430	312	150	150	-36	-37	544	425
Non-allocated assets					87	96	87	96
Total assets	1,876	1,407	342	307	60	60	2,278	1,774
<i>Liabilities and Equity</i>								
Equity					1,116	972	1,116	972
Other liabilities	433	319	89	76	-61	-35	461	360
Non-allocated liabilities					701	442	701	442
Total liabilities and equity	433	319	89	76	1,756	1,379	2,278	1,774
Investments in tangible & intangible assets	31	8	5	3	4	0	39	11

Note 10 – Transactions with related parties

The Group has related party relationships with the associated companies stated in Note 12 of the 2017 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 2018.

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

Reconciliations

Key performance indicators not defined according to IFRS

	Q3 2018	Q3 2017	9M 2018	9M 2017	R12 2018	12M 2017
Capital employed						
Total assets	2,278	1,774	2,278	1,774	2,278	1,756
Other non-current liabilities	-44	-24	-44	-24	-44	-37
Provisions	-8	-5	-8	-5	-8	-6
Deferred tax liabilities	-74	-49	-74	-49	-74	-53
Trade payable	-217	-156	-217	-156	-217	-91
Tax liabilities	-16	-15	-16	-15	-16	-9
Other current liabilities	-236	-200	-236	-200	-236	-190
Capital employed	1,683	1,325	1,683	1,325	1,683	1,370
EBITDA						
EBIT	86	81	165	150	208	194
Depreciation	10	8	26	20	33	27
Amortization	6	5	23	5	28	13
Impairment	-	-	-	-	-	-
EBITDA	102	94	213	175	269	234
Interest cover ratio						
Profit/loss before tax	81	78	151	140	185	174
Interest expenses	4	2	9	6	11	8
Total	85	80	160	147	196	183
Interest expenses	4	2	9	6	11	8
Interest cover ratio, multiple	22.0x	35.3x	18.4x	23.1x	18.2x	21.6x
Items affecting comparability						
Costs related to acquisitions	-1	-1	-5	-10	-6	-10
Other	0	-1	-2	-3	-3	-4
Items affecting comparability	-1	-2	-7	-13	-8	-14
Net debt						
Non-current interest-bearing liabilities	418	353	418	353	418	360
Current interest-bearing liabilities	149	0	149	0	149	0
Cash and cash equivalents	-74	-78	-74	-78	-74	-157
Net debt	493	276	493	276	493	204
Operating cash flow						
EBITDA before items affecting comparability	103	96	220	191	277	248
Share of profit in associated companies	-5	-3	-10	-8	-17	-15
Dividend from associated companies	0	1	12	11	12	11
Change in NWC	41	13	-81	-107	-30	-56
Investments in tangible assets & capitalized expenses	-15	-4	-38	-11	-50	-23
Operating cash flow	123	103	103	75	192	164
Return on capital employed, ROCE						
EBIT (R12)					216	208
Average capital employed (OB+CB/2)					1,504	1,344
ROCE, %	n/a	n/a	n/a	n/a	14.4%	15.5%
ROCE before items affecting comparability						
EBIT (R12)					216	208
Items affecting comparability (R12)					8	14
Average capital employed (OB+CB/2)					1,504	1,344
ROCE before items affecting comparability, %	n/a	n/a	n/a	n/a	14.9%	16.5%
ROCE before items affecting comparability excl goodwill						
EBIT (R12)					216	208
Items affecting comparability (R12)					8	14
Average capital employed (OB+CB/2)					1,504	1,344
Goodwill (OB+CB/2)					793	674
ROCE before items affecting comparability excl goodwill, %	n/a	n/a	n/a	n/a	31.5%	33.1%
Return on shareholders' equity, ROSE						
Profit after tax attributable to parent company shareholders (R12)					149	137
Average shareholders' equity (OB+CB/2)					1,035	987
ROSE %	n/a	n/a	n/a	n/a	14.4%	13.9%
ROSE before items affecting comparability						
Profit after tax attributable to parent company shareholders (R12)					149	137
Items affecting comparability (R12)					8	14
Average shareholders' equity (OB+CB/2)					1,035	987
ROSE before items affecting comparability, %	n/a	n/a	n/a	n/a	15.2%	15.3%



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 several 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, Taasinge Elementer, RVT and Veg Tech. Nordic Waterproofing Holding A/S 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 2018	12 February 2019
Annual Report 2018	Week commencing 1 April
Annual General Meeting, in Helsingborg	24 April 2019
Interim report, January–March 2019	2 May 2019
Interim report, January–June 2019	25 July 2019
Interim report, January–September 2019	31 October 2019

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 1 November 2018, 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.

