

Continued growth with a strong financial position

Third quarter of 2020

- Consolidated net sales increased by 2 percent to SEK 916 m (901), of which organic growth amounted to 5 percent
- Net sales in Product & Solutions amounted to SEK 694 m (671) and in Installation Services to SEK 249 m (262)
- Gross profit increased to SEK 282 m (243), Gross margin increased to 30.8% (27.0%)
- EBITDA increased to SEK 164 m (137), EBITDA margin increased to 17.9% (15.3%)
- Operating profit (EBIT) increased to SEK 133 m (109), EBIT margin increased to 14.6% (12.1%)
- ROCE increased to 15.9 percent (12.9)
- Cash flow from operating activities increased to SEK 250 m (142)
- Earnings per share before and after dilution were SEK 4.10 (3.28) and SEK 4.07 (3.25), respectively

January-September 2020

- Consolidated net sales increased by 7 percent to SEK 2,534 m (2,359), of which organic growth amounted to 8 percent
- Net sales in Product & Solutions amounted to SEK 1,986 m (1,805) and in Installation Services to SEK 628 m (635)
- Gross profit increased to SEK 723 m (614), Gross margin increased to 28.5% (26.0%)
- EBITDA increased to SEK 361 m (279), EBITDA margin increased to 14.3% (11.8%)
- Operating profit (EBIT) increased to SEK 272 m (198), EBIT margin increased to 10.7% (8.4%)
- Cash flow from operating activities increased to SEK 279 m (158)
- Earnings per share before and after dilution were SEK 8.28 (5.63) and SEK 8.21 (5.59), respectively

Financial key ratios

Amounts in SEK m unless otherwise stated	Q3 2020	Q3 2019	Change	9M 2020	9M 2019	Change	R12 2020	12M 2019
Net sales	916	901	2%	2 534	2 359	7%	3 297	3 122
Gross profit	282	243	16%	723	614	18%	923	813
Gross margin %	30,8%	27,0%	3,8pp	28,5%	26,0%	2,5pp	28,0%	26,1%
EBITDA	164	137	19%	361	279	29%	453	371
EBITDA margin, %	17,9%	15,3%	2,6pp	14,3%	11,8%	2,4pp	13,7%	11,9%
EBIT	133	109	22%	272	198	38%	335	260
EBIT margin, %	14,6%	12,1%	2,4pp	10,7%	8,4%	2,4pp	10,2%	8,3%
Return on capital employed, %	n/a	n/a	n/a	n/a	n/a	n/a	15,9%	12,9%
Net profit	98	78	25%	198	135	47%	259	196
Cash flow from operating activities	250	142	77%	279	158	76%	433	312
Net debt	431	799	-46%	431	799	-46%	431	665
Earnings per share before dilution, SEK	4,10	3,28	25%	8,28	5,63	47%	10,84	8,19
Earnings per share after dilution, SEK	4,07	3,25	25%	8,21	5,59	47%	10,75	8,13

Expectations for financial year 2020

Nordic Waterproofing has the construction industry as its primary customer group. Sales are primarily affected by the activity in Northern Europe, with emphasis on the Nordic countries representing 84 percent of the Group's external sales in 2019. The impact from the outbreak of Covid-19 (the Corona virus) during the rest of the year is difficult to estimate, since we do not know how long each country's efforts will last, but it will likely have a dampening effect on sales if the pace of construction is slowing down as a result of the general economic development. As the potential impact of Covid-19, as described above is unknown at this time, it is currently not possible to provide further guidance on operating profit (EBIT).

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 and reconciliations of financial and alternative key performance indicators, please see page 21 - 22

Message from the CEO

Continued growth with a strong financial position

Nordic Waterproofing had yet another strong quarter with good growth in both sales, financial results and basically all KPI's. Consolidated net sales for the quarter rose by 2 percent compared with last year, from SEK 901 m to SEK 916 m. Organic growth was 5 percent, no impact from acquisitions and the currency exchange rate effect was -3 percent.

EBIT in the quarter increased to SEK 133 m compared to SEK 109 m previous year, an increase of 22 percent, mainly driven by the increased volume, good cost control and some cost avoidance due to reduced travelling. In the quarter we also had a very good cash flow driven by the strong operating result and favorable changes in the working capital.

So far the Covid-19 pandemic has had limited impact on our operations and business. Thanks to pro-active and resolute management and a highly responsible approach and behaviour among our colleagues in this situation, we have fortunately seen very few cases of Covid-19 among our personnel. As we enter the part of the year when weather conditions have a large impact on our business and we still see it is difficult to predict the long-term impact from the pandemic on our markets, we don't give further guidance on expectations on operating profit (EBIT).

We have in the quarter worked extensively to prepare for the redomiciling of the parent company from Denmark to Sweden. At an extraordinary general meeting on 15 October it was decided to approve the cross-boarder reverse merger between the Danish parent company and the wholly-owned Swedish subsidiary Nordic Waterproofing Holding AB. The merger is scheduled to be completed in November after which Nordic Waterproofing Holding AB will become the new Swedish parent company and its shares will be listed on Nasdaq Stockholm in connection with the completion of the merger.

The consolidated net sales growth of 2 percent in the quarter was driven by our Products & Solutions segment that grew 7 percent organically while the Installation Services segment decreased 2 percent organically.

Within the Products & Solutions segment the bitumen-based business developed well. Growth in sales was in particular strong in Norway but also Denmark had a good development, Sweden was on level with a strong third quarter previous year and in Finland we saw a decline in sales. We believe that we in total have seen a continued market share gain in the Nordics.

Our SealEco rubber membrane business, which had some Covid-19 impact mid-spring, had a really strong third quarter. All units showed growth and most of them double-digit growth. Distri Pond, which was acquired in February 2019, had another good quarter with growth in sales above 30 percent.

Our prefabricated elements business had net sales in the quarter on level with previous year while our Veg Tech green infrastructure business had a decline in sales. In prefabricated elements our orderbook remains at a high level and all available capacity for 2020 is now booked.



Martin Ellis,
President and CEO

Jan-Sep 2020

Net sales:

SEK 2,534 m (2,359)

EBITDA:

SEK 361 m (279)
14.3% (11.8%)

EBIT:

SEK 272 m (198)
10.7% (8.4%)

ROCE (R12):

15.9% (12.9%)

Within the Installation Services segment, where most sales are generated in Finland, the market development continues to vary by region. We see positive market development in the Helsinki area while the market is weaker in the more rural areas of Finland. In the flooring segment, sales were slightly above third quarter of the previous year. Our Danish franchise companies continue to experience a strong market and performed very well in the third quarter with order books above previous year and an EBIT contribution above the corresponding quarter last year.

As communicated earlier, a comprehensive profit improvement program is being implemented in the Taasinge Group, our prefabricated elements business. After the vacation period EBIT showed an improvement over the first six months, but is still not on a satisfactory level. In both Taasinge Elementer in Denmark and RVT in Norway we have strong order books at the end of the quarter.

Given the uncertain situation regarding the impact from the Covid-19 outbreak, we have continued to have a high focus on monitoring order intake, cost and customer credit control. We have also continued to keep a higher level of inventory to guarantee supply capabilities to our customers. I am pleased to see that this pro-activeness seems to have paid off with good business development, basically no disruption in the supply chain, good cost control and no increase in bad debts. Going forward we continue to monitor the potential impact from Covid-19 carefully. We will continue to prioritize to safeguard the health of our employees, to take responsibility for communities and for our customers.

We continue to focus on organic growth, profitability and selective acquisitions. Our balance sheet is strong, we are well financed and we have the capacity to make acquisitions in line with our strategic direction of promoting sustainability and enhance our product and service offering.

Vejen, 3 November 2020



Martin Ellis,
President and CEO

Conference call

A conference call for investors, analysts and media will be held today, 3 November 2020, 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 33 3300 9264

From Denmark: +45 82 33 31 94

From Sweden: +46 8 505 583 58

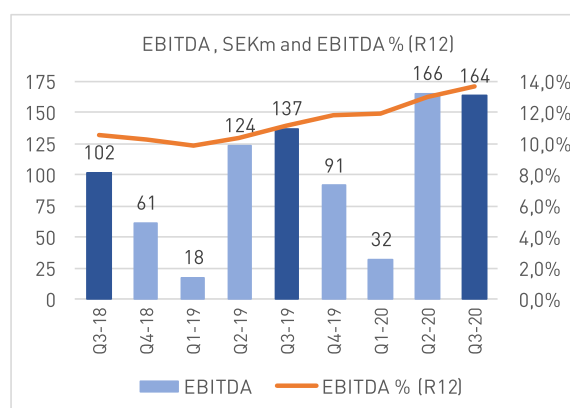
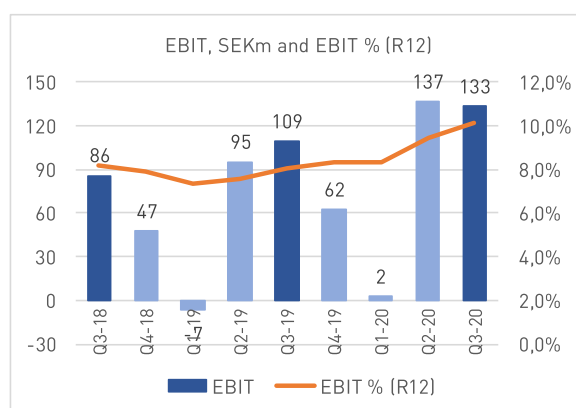
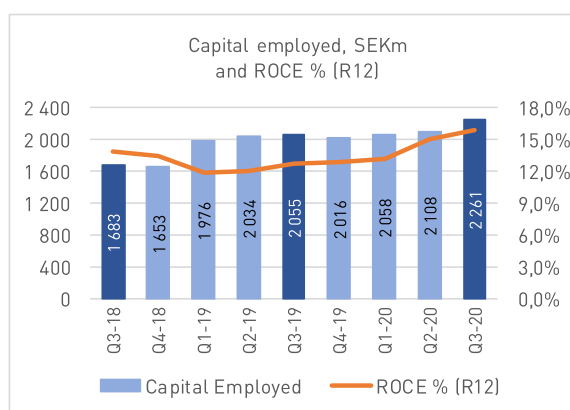
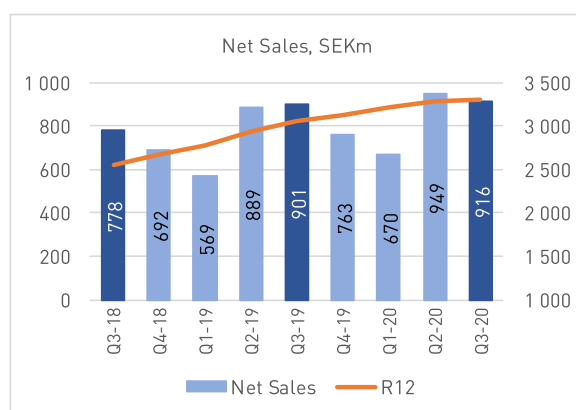
The Group

Net sales

Consolidated net sales for the third quarter increased by 2 percent to SEK 916 m (901). Organic growth was 5 percent and currency translation effects were negatively affecting net sales by -3 percent. Net sales for the period January-September increased by 7 percent to SEK 2 534 m (2 539). Organic growth was 8 percent, sales in acquired companies contributed by 1 percent and currency translation effects were negatively affecting net sales by - 2 percent.

Analysis of net sales	Q3 2020 (%)	Q3 2020 SEK m)	9M 2020 (%)	9M 2020 (SEKm)
Previous period		901		2 359
Organic growth	5%	43	8%	187
Structural effects	0%	0	1%	24
Currency effects	-3%	-28	-2%	-35
Current period	2%	916	7%	2 534

Sales in Finland decreased organically by -5 percent in the third quarter compared with the corresponding period in the preceding year. In Denmark sales increased organically by 11 percent in the quarter, while sales in Sweden increased by 3 percent. Sales in Norway decreased by -2 percent with the bitumen-based business showing a strong growth and the pre-fabricated element business showing a decline. The organic development in Norway was 9 percent with a currency effect of -11 percent. Sales in other countries in Europe increased by 15 percent in the quarter.



EBITDA, Operating profit (EBIT) and ROCE

EBITDA for the third quarter increased to SEK 164 m (137) and the EBITDA margin increased to 17.9 percent (15.3), mainly driven by increased volumes, improved margins and good cost control.

EBITDA for the period January - September increased to SEK 361 m (279) and the EBITDA margin increased to 14.3 percent (11.8).

Operating profit (EBIT) for the third quarter increased to SEK 133 m (109) and the EBIT margin increased to 14.6 percent (12.1). Earnings were negatively affected by amortizations of customer relations in the acquired companies of SEK -5 m (-5). EBIT was also negatively affected by costs for the planned redomiciling of the parent company from Denmark to Sweden with SEK 13 m included in administrative expenses.

Operating profit (EBIT) for the period January - September increased to SEK 272 m (198) and the EBIT margin increased to 10.7 percent (8.4). Earnings were negatively affected by amortizations of customer relations in the acquired companies of SEK -15 m (-14).

Return on capital employed (ROCE) on a rolling 12 months basis was 15.9 percent (12.9) after the third quarter, exceeding our long-term financial target of 13 percent. After corresponding period in 2019 ROCE was 12.1 percent. The increase is mainly explained by the improved profitability.

Net financial items

Net financial items for the third quarter of 2020 amounted to SEK -10 m (-11). The difference is mainly explained by lower interest costs.

Net financial items for the period January - September amounted to SEK -24 m (-29). The difference is mainly explained by less negative exchange rate differences and lower interest costs.

Profit or loss before and after tax

The profit before tax for the third quarter amounted to SEK 124 m (99) and profit after tax amounted to SEK 98 m (78).

The profit before tax for the period January - September amounted to SEK 249 m (169) and profit after tax amounted to SEK 198 m (135).

Effects of Covid-19 and reporting of government subsidies

Nordic Waterproofing has been affected to varying degrees by the Covid-19 pandemic.

In the Nordic countries the impact has been low on the business and our supply chains and delivery to customers have continued to work well. Whenever possible our employees have worked from home and meetings have to largest possible extent been held electronically. The business units in the UK and in Belgium were forced to close at the end of the first quarter following governmental decisions. During the third quarter the operations have been running on ordinary level, focused on the safety of our employees and serving our customers in the best possible way.

Good cost control and some cost avoidance due to reduced travelling during the pandemic have had a positive impact on margins and cost level during the third quarter. It is hard to predict if this trend will continue because of the uncertain situation with how the pandemic will develop.

Governmental subsidies related to the Covid-19 pandemic amounted to below SEK 1 m for the third quarter and are booked as a cost reduction.

Deferrals of taxes and social security costs related to the Covid-19 pandemic totaled SEK 10 m at the end of the third quarter and are booked as non-interest-bearing liabilities.

In the beginning of the fourth quarter we see an increase spread of the Covid-19 virus and further restrictions are implemented on our main markets. At the time of the publishing of this report we had not seen any material impact on our operational activity on these markets from this so called "second wave".

Cash flow

Cash flow from operating activities during the third quarter was SEK 250 m (142). The good operating activities with increase in sales and a strong EBIT combined with a very positive development in working capital led to the very strong cash flow in the quarter.

Cash flow from investing activities during the third quarter was SEK -11 m (-12). Both years the investments were only for the ordinary operations.

Cash flow from financing activities during the third quarter was SEK 60 m (-79). During the quarter has the full EUR 75 m term loan facility been utilized.

No dividend has been paid so far during 2020. The AGM on 15 June decided to give the Board of Directors a mandate to distribute up to a maximum of SEK 107 m (4.50 per share) until the AGM 2021

Investments and depreciations

Gross investments excluding acquisitions during the third quarter of 2020 amounted to SEK 12 m (12), while depreciation amounted to SEK -13 m (-11). Right-of-use depreciations relating to IFRS 16 amounts to SEK -12 m (-12). Amortizations of intangible assets amounted to SEK -5 m (-5), primarily consisting of amortizations of customer relations in the acquired companies.

Financial position and liquidity

Nordic Waterproofing's principal external financing agreement was renewed during the second quarter and has now final maturity date in June 2023 with a 1+1 year extension option. It contains a EUR 75.0 m (73.0) term loan facility and a EUR 40.0 m (26.5) revolving loan facility, of which EUR 14.4 m is allocated to the Group cash pool overdraft facility. 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. At the end of the third quarter Nordic Waterproofing is in compliance with the covenants as per the facility agreement.

The consolidated interest-bearing net debt amounted to SEK 383 m at the end of the period, compared with SEK 610 m at the end of 2019 and SEK 745 m at the end of the corresponding period in the preceding year. The reduction in net debt of SEK 362 m compared to same period previous year is mainly explained by cash flow from ordinary operations, no significant investments or acquisitions done last twelve months and no dividend being distributed.

Consolidated cash and cash equivalents amounted to SEK 476 m (132) at the end of the period. Since no portion, SEK 0 m (0), of the Group's total overdraft facility of SEK 152 m (154) was utilized at the end of the quarter, the total cash and cash equivalents available amounted to SEK 628 m (286) at the end of the quarter.

Indebtedness calculated as net interest-bearing debt/EBITDA during the most recent twelve-month period was 0.8x (1.6x) at the end of the period, and the net debt/equity ratio was 0.3x (0.6x).

Pledged assets and contingent liabilities

There were no significant changes during the period.

Employees

The average number of employees during the third quarter of 2020 (expressed as full-time equivalents) was 1,209 compared with 1,184 during the same period in the preceding year.

Significant events during the period

- On 17 September Nynas, one of Nordic Waterproofing's main suppliers of bitumen, announced the time period for their re-structuring has been extended to 15 December 2020.
- As previously announced (10 December 2019 and 26 June 2020) Nordic Waterproofing has decided to examine the possibilities of simplifying the legal structure by carrying out a re-domiciliation of the parent company from Denmark to Sweden. On 11 September the company adopted, together with its wholly owned subsidiary Nordic Waterproofing Holding AB, a joint merger plan and published a listing prospectus for the new parent company.
- Nordic Waterproofing is, as other companies and the societies we are active in, currently faced with the challenge imposed by the spread of Covid-19. The outbreak of the Covid-19 virus has not had any significant negative impact on the Group to date, neither has the Group received any subsidies having a material impact on the financial statements.

Significant events after the reporting period

- At an extraordinary general meeting held on 15 October it was unanimously decided to approve the cross-border merger between the Company and the wholly owned subsidiary Nordic Waterproofing Holding AB. On the same day, at an EGM in Nordic Waterproofing Holding AB, it was also decided to approve the merger. The project continues with the target to complete the merger, and the listing of the new Swedish parent company, late in November 2020.

Financial targets

Nordic Waterproofing's target for the return on capital employed (ROCE) is at least 13 percent.

The interest-bearing net debt/EBITDA-ratio shall not exceed 3.0 times.

The sales growth target to exceed the growth in the Group's current markets through organic growth, in addition to expected growth through selective acquisitions.

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 Company has established four incentive programs ("LTIP 2017", "LTIP 2018", "LTIP 2019" and "LTIP 2020"). During the third quarter the LTIP 2017 program was terminated and 24 263 shares distributed to the participants. The total cost, including social security charges, is estimated to be at most ca SEK 10 m for each program under the assumption of an average annual growth of operating profit (EBIT) before items affecting comparability of 10-12 percent. No new shares will be issued in the Company due to the programs. However, the Company will acquire treasury shares in order to secure the provision of shares and to secure and cover social security charges. The costs for the programs are expected to have a marginal effect on Nordic Waterproofing Group's key ratios. The maximum number of shares that can be granted under the LTIP 2018, LTIP 2019 and LTIP 2020 are 98,595, 102,342 and 119,669 respectively, considering persons having left the Company. As of 30 September 2020, the Company has acquired and owns 175,737 (200,000) treasury shares.

Shares and share capital

As per 30 September 2020, the 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 2020, Nordic Waterproofing Holding A/S had more than 4,000 shareholders and owns itself 175,737 treasury shares (0.7 percent of the total number of issued shares) following the share buyback program in connection with the long-term incentive programs.

There has not been any changes in shares and share capital during the third quarter of 2020.

Ownership structure

The number of shareholders has during the quarter increased with ca 450, from ca 4.040 to ca 4.490.

The largest shareholders in Nordic Waterproofing Holding A/S, as per 30 September 2020, are stated below.

Owner	Number of shares	Capital, %	Votes, %
Svolder	3 169 197	13,2%	13,3%
Swedbank Robur Funds	2 117 589	8,8%	8,9%
Mawer Investment Management	1 999 470	8,3%	8,4%
Carnegie Funds	1 634 528	6,8%	6,8%
Handelsbanken Funds	1 562 159	6,5%	6,5%
Länsförsäkringar Funds	1 402 255	5,8%	5,9%
Alcur Funds	1 281 667	5,3%	5,4%
Third AP-fund	1 138 707	4,7%	4,8%
Prior & Nilsson Funds	790 227	3,3%	3,3%
Canaccord Genuity Wealth Management	497 643	2,1%	2,1%
Total 10 largest shareholders	15 593 442	64,7%	65,2%
Other shareholders	8 314 756	34,5%	34,8%
Total number of votes	23 908 198	99,3%	100,0%
Treasury shares	175 737	0,7%	n/a
Total number of shares	24 083 935	100,0%	n/a

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

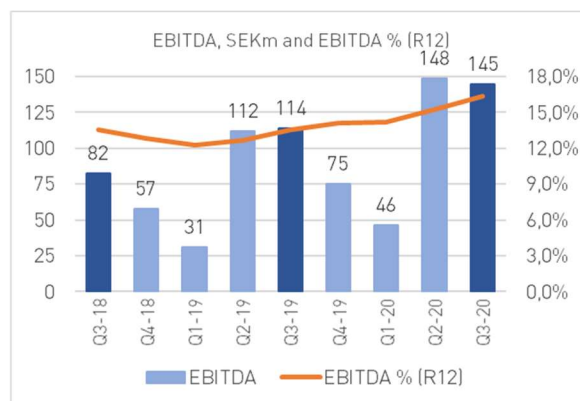
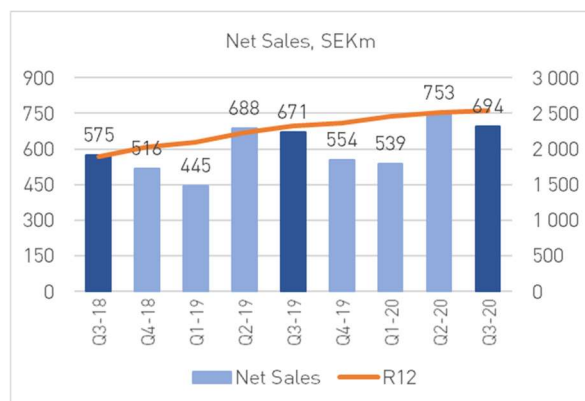
Products & Solutions

Net sales for the third quarter of 2020 increased by 3 percent compared with the corresponding period in the preceding year, amounting to SEK 694 m (671). Organic growth was 7 percent and the currency effects were negative with -3 percent.

Sales in Denmark increased by 9 percent in the quarter from the corresponding period in the preceding year. Sales in Finland decreased by -8 percent in the third quarter, explained by a currency effect of -3 percent and impact from less sales of traded low-margin products of -5 percent. Sales in Sweden increased by 3 percent while sales in Norway decreased by -2 percent. The organic sales development in Norway in local currency was 9 percent, the development in Norway is explained by an increase from sales in the Builders Merchant and Flatroofing segments respectively. Sales in other countries in Europe increased by 15 percent in the quarter.

Analysis of net sales, Product & Solutions	Q3 2020 [%]	Q3 2020 SEK m)	9M 2020 [%]	9M 2020 [SEKm]
Previous period		671		1 805
Organic growth	7%	45	10%	189
Structural effects	0%	0	1%	24
Currency effects	-3%	-21	-2%	-32
Current period	3%	694	10%	1 986

EBITDA amounted to SEK 145 m (114) and the EBITDA margin was 20.8 percent (17.0) in the third quarter. Operating profit (EBIT) for Products & Solutions for the third quarter 2020 increased and amounted to SEK 119 m (90), mainly driven by increased volumes, improved margins and good cost control. The EBIT margin was 17.2 percent (13.5).

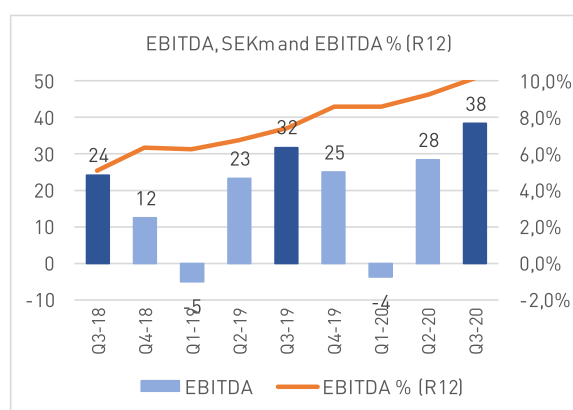
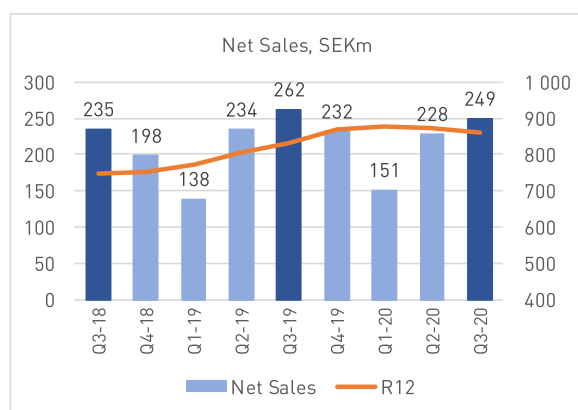


Installation Services

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 2020 decreased by -5 percent compared with the corresponding period in the preceding year, amounting to SEK 249 m (262). Organic development was -2 percent and the currency effects were negative with -3 percent. The market development is fragmented. We see good market development in the Helsinki area while the market is weaker in the more rural areas of Finland.

Analysis of net sales, Installation Services	Q3 2020 (%)	Q3 2020 SEK m)	9M 2020 (%)	9M 2020 (SEK m)
Previous period		262		635
Organic growth	-2%	-6	-1%	-3
Structural effects	0%	0	0%	0
Currency effects	-3%	-7	-1%	-3
Current period	-5%	249	-1%	628

EBITDA amounted to SEK 38 m (32) and the EBITDA margin was 15.3 percent (12.1) in the third quarter. Operating profit (EBIT) for Installation Services for the third quarter amounted to SEK 34 m (27). The EBIT margin was 13.8 percent (10.5) in the quarter.



Note: both EBITDA and EBITDA %-age include the share of profit in associated companies

Quarterly data, IFRS and alternative measures

Key figures (SEKm)	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018
Net sales	916	949	670	763	901	889	569	692
EBITDA	164	166	32	91	137	124	18	61
EBITDA margin, %	17,9%	17,4%	4,8%	12,0%	15,3%	13,9%	3,1%	8,9%
Operating profit (EBIT)	133	137	2	62	109	95	-7	47
EBIT margin, %	14,6%	14,4%	0,4%	8,2%	12,1%	10,7%	-1,2%	6,9%
ROCE (R12), %	15,9%	15,1%	13,2%	12,9%	12,7%	12,1%	11,9%	13,5%
Net profit	98	109	-9	61	78	67	-10	25
Cash flow from operating activities	250	28	-86	154	142	78	-61	90
Cashflow from operating activities (R12)	433	324	288	312	248	230	192	185
Operating cash conversion (R12), %	96%	76%	75%	84%	73%	75%	70%	67%
Interest-bearing net debt	383	619	736	610	745	870	783	442
Net debt	431	665	793	665	799	925	830	485
Earnings per share before dilution, SEK	4,10	4,55	-0,37	2,56	3,28	2,79	-0,44	1,03

Net sales by segment (SEKm)	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018
Products & Solutions	694	753	539	554	671	688	445	516
Installation Services	249	228	151	232	262	234	138	198
Group Items & Eliminations	-28	-32	-20	-22	-33	-34	-14	-22
Total	916	949	670	763	901	889	569	692

Net sales by country (SEKm)	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018
Sweden	169	189	105	124	164	171	75	121
Norway	109	102	85	99	111	122	79	88
Denmark	210	216	179	190	193	175	142	183
Finland	277	268	174	247	302	271	158	214
Europe	148	171	125	101	129	148	114	83
Rest of world	2	2	2	1	2	3	1	3
Total	916	949	670	763	901	889	569	692

EBITDA by segment (SEKm)	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018
Products & Solutions	145	148	46	75	114	112	31	57
Installation Services	38	28	-4	25	32	23	-5	12
Group Items & Eliminations	-19	-11	-10	-9	-8	-11	-8	-8
Total	164	166	32	91	137	124	18	61

EBIT by segment (SEKm)	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018
Products & Solutions	119	125	22	51	90	87	10	46
Installation Services	34	24	-8	21	27	19	-8	11
Group Items & Eliminations	-20	-12	-11	-10	-9	-12	-8	-9
Total	133	137	2	62	109	95	-7	47

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 2020.

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 2020, as well as of the results of the Group's activities and cash flow for the period January–September 2020.

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, 3 November 2020

Executive Board

Martin Ellis
President & CEO

Board of Directors

Mats O. Paulsson
Chairman

Leena Arimo

Steffen Baungaard

Allan Jørgensen

Riitta Palomäki

Hannu Saastamoinen

Kristina Willgård

Independent auditor's report

To the shareholders of Nordic Waterproofing Holding A/S

The Independent auditors' review report on the consolidated interim financial statements

We have reviewed the consolidated interim financial statements of Nordic Waterproofing Holding A/S ("the Group") for the period 01.01.2020 – 30.09.2020, which comprise the condensed statement of profit or loss and other comprehensive income, balance sheet, statement of changes in equity, cash flow statement and notes, including a summary of the accounting policies.

Management's responsibility for the consolidated interim financial statements

Management is responsible for the preparation of consolidated interim financial statements that give a true and fair view in accordance with IAS 34, Interim Financial Reporting, as adopted by the EU and Danish disclosure requirements for the interim financial reports of listed companies, and for such internal control as Management determines is necessary to enable the preparation of consolidated 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 consolidated interim financial statements. We conducted our review in accordance with the International Standard on Engagements to Review 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 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 financial statements in accordance with the International Standard on Engagements to Review 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 financial statements.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the consolidated interim financial statements do not give a true and fair view of the Group's assets, liabilities and financial position at 30.09.2020 and of its financial performance for the period 01.01.2020 – 30.09.2020 in accordance with IAS 34, Interim Financial Reporting, as adopted by the EU and Danish disclosure requirements for the interim financial reports of listed companies.

Copenhagen, 3 November 2020

Deloitte

Statsautoriseret Revisionspartnerselskab
Business Registration No 33 96 35 56

Nikolaj Thomsen
State-Authorised Public Accountant
Identification No (MNE) mne33276

Henrik Wolff Mikkelsen
State-Authorised Public Accountant
Identification No (MNE) mne33747

Condensed consolidated key figures

Amounts in SEKm unless otherwise stated	Q3 2020	Q3 2019	9M 2020	9M 2019	R12 2020	12M 2019
Net sales	916	901	2 534	2 359	3 297	3 122
Gross profit	282	243	723	614	923	813
EBITDA	164	137	361	279	453	371
Operating profit (EBIT)	133	109	272	198	335	260
Net profit	98	78	198	135	259	196
Gross margin, %	30,8%	27,0%	28,5%	26,0%	28,0%	26,1%
EBITDA margin, %	17,9%	15,3%	14,3%	11,8%	13,7%	11,9%
EBIT margin, %	14,6%	12,1%	10,7%	8,4%	10,2%	8,3%
Cash flow from operating activities	250	142	279	158	433	312
Operating cash conversion, %	n/a	n/a	n/a	n/a	96%	84%
Investments in tangible & intangible assets	-12	-23	-35	-52	-65	-65
Total assets	3 007	2 755	3 007	2 755	3 007	2 536
Capital employed	2 261	2 055	2 261	2 055	2 261	2 016
Equity	1 401	1 178	1 401	1 178	1 401	1 210
Interest-bearing net debt	383	745	383	745	383	610
Interest-bearing net debt/EBITDA, multiple	n/a	n/a	n/a	n/a	0,8x	1,6x
Net debt	431	799	431	799	431	665
Net debt/EBITDA, multiple	n/a	n/a	n/a	n/a	1,0x	1,8x
Interest coverage ratio, multiple	27,7x	16,5x	14,9x	10,3x	13,8x	10,4x
Equity/assets ratio, %	46,6%	42,8%	46,6%	42,8%	46,6%	47,7%
Net debt/equity ratio, multiple	0,3x	0,6x	0,3x	0,6x	0,3x	0,5x
Return on shareholders' equity, %	n/a	n/a	n/a	n/a	20,5%	17,3%
Return on capital employed, %	n/a	n/a	n/a	n/a	15,9%	12,9%
Return on capital employed excluding goodwill, %	n/a	n/a	n/a	n/a	29,2%	24,5%
Average number of shares before dilution	23 900 724	23 883 935	23 889 531	23 913 548	23 888 132	23 906 145
Average number of shares after dilution	24 083 935	24 083 935	24 083 935	24 083 935	24 083 935	24 083 935
Earnings per share before dilution, SEK	4,10	3,28	8,28	5,63	10,84	8,19
Earnings per share after dilution, SEK	4,07	3,25	8,21	5,59	10,75	8,13
Shareholders equity per share before dilution, SEK	58,63	49,34	58,66	49,28	58,66	50,60
Shareholders equity per share after dilution, SEK	58,19	48,93	58,19	48,93	58,19	50,23
Cash flow from operating activities per share before dilution, SEK	10,48	5,93	11,66	6,62	18,11	13,07
Cash flow from operating activities per share after dilution, SEK	10,40	5,88	11,58	6,56	17,98	12,96
Number of shares before dilution	23 908 198	23 883 935	23 908 198	23 883 935	23 908 198	23 883 935
Number of shares 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 2020	Q3 2019	9M 2020	9M 2019	R12 2020	12M 2019
Net sales	915,7	900,6	2 534,1	2 358,9	3 296,8	3 121,6
Cost of goods sold	-633,0	-657,2	-1 811,7	-1 745,3	-2 374,6	-2 308,3
Gross profit/loss	282,6	243,4	722,4	613,7	922,3	813,3
Selling expenses	-97,3	-97,0	-300,7	-292,3	-400,0	-391,6
Administrative expenses	-61,4	-46,3	-168,2	-139,1	-214,7	-185,6
Research and development expenses	-1,1	-1,2	-3,7	-4,1	-5,4	-5,6
Other operating income	2,5	3,3	7,8	7,6	10,7	10,5
Other operating expenses	-0,9	-1,2	-3,4	-2,7	-5,2	-4,5
Share of profit in associated companies	8,8	8,3	18,0	14,9	26,9	23,8
Operating profit/loss (EBIT)	133,3	109,3	272,3	198,0	334,6	260,3
Net finance items	-9,7	-10,7	-23,8	-28,9	-22,6	-27,7
Profit/loss before tax	123,7	98,7	248,6	169,1	312,1	232,6
Tax	-25,6	-20,3	-50,8	-34,6	-53,1	-36,9
Profit/loss after tax	98,0	78,3	197,8	134,6	259,0	195,8
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	4,4	14,9	2,5	43,1	-16,8	13,2
Gains/losses on hedging of currency risk in foreign operations	0,0	0,0	0,0	-2,3	0,0	-2,3
Gains/losses on raw material hedging	4,4	-11,8	-17,1	-4,3	-28,9	0,1
Tax on gains/losses on comprehensive income	-0,9	2,5	3,7	1,4	6,2	0,5
Total other comprehensive income after tax	7,8	5,6	-10,9	37,9	-39,5	11,4
Total comprehensive income after tax	105,8	84,0	186,9	172,5	219,5	207,2
Profit/loss for the year, attributable to:						
Owners of the company	97,9	79,0	199,9	135,6	262,2	197,9
Non-controlling interests	0,1	-0,7	-2,1	-1,1	-3,2	-2,1
Total comprehensive income for the year, attributable to:						
Owners of the company	106,3	84,6	189,3	172,8	223,3	209,0
Non-controlling interests	-0,4	-0,6	-2,3	-0,3	-3,8	-1,8
Average number of shares before dilution	23 900 724	23 883 935	23 889 531	23 913 548	23 888 132	23 906 145
Average number of shares after dilution	24 083 935	24 083 935	24 083 935	24 083 935	24 083 935	24 083 935
Earnings per share before dilution, SEK	4,10	3,28	8,28	5,62	10,84	8,19
Earnings per share after dilution, SEK	4,07	3,25	8,21	5,59	10,75	8,13

Condensed consolidated balance sheet

Amounts in SEKm unless otherwise stated	30 Sep 2020	30 Sep 2019	31 Dec 2019
ASSETS			
Intangible assets	1 066,3	1 106,2	1 085,0
Tangible assets	372,3	407,2	388,9
Financial assets	100,2	90,7	102,3
Deferred tax assets	8,3	0,0	0,8
Other non-current assets	15,7	16,8	21,4
Total non-current assets	1 562,8	1 620,9	1 598,4
Inventories	401,1	374,8	382,5
Trade receivables	498,9	514,8	273,5
Receivables for on-going construction contracts	26,2	74,4	51,5
Tax assets	2,8	5,9	1,5
Other receivables	38,4	32,7	32,0
Cash and cash equivalents	476,4	131,7	196,9
Total current assets	1 443,8	1 134,2	937,9
TOTAL ASSETS	3 006,6	2 755,1	2 536,2
EQUITY AND LIABILITIES			
Share capital	30,0	30,0	30,0
Treasury shares	-13,7	-15,6	-15,6
Reserves	51,1	88,0	62,0
Retained earnings including profit for the year	1 322,3	1 013,6	1 119,2
Equity attributable to owners of the Company	1 389,6	1 163,4	1 195,5
Non-controlling interests	11,8	15,0	14,1
Total equity	1 401,3	1 178,4	1 209,6
Non-current interest-bearing liabilities	816,7	832,0	762,7
Other non-current liabilities	41,3	38,7	43,2
Provisions	6,4	5,8	5,8
Deferred tax liabilities	89,3	84,6	91,1
Total non-current liabilities	953,8	961,1	902,8
Current interest-bearing liabilities	43,1	44,4	44,2
Trade payable	211,1	222,5	130,1
Payables for on-going construction contracts	16,6	33,5	20,3
Tax liabilities	34,9	24,6	5,7
Other current liabilities	345,7	290,6	223,4
Total current liabilities	651,4	615,7	423,8
TOTAL EQUITY AND LIABILITIES	3 006,6	2 755,1	2 536,2

Condensed consolidated statement of changes in equity

Specification of changes in equity (SEKm)	9M 2020	9M 2019	12M 2019
<i>Equity attributable to owners of the Company</i>			
Opening balance	1 195,5	1 090,0	1 090,0
Total comprehensive income	189,3	172,8	209,0
Transactions with non-controlling interest	0,0	0,0	0,0
Dividend	0,0	-95,5	-95,5
Repurchase of treasury shares	0,0	-14,8	-14,8
Provision for long-term incentive programs	4,7	11,0	6,9
Closing balance	1 389,6	1 163,4	1 195,5
<i>Equity attributable to non-controlling interest</i>			
Opening balance	14,1	15,6	15,6
Total comprehensive income	-2,3	-0,3	-1,8
Acquisitions	0,0	0,3	0,3
Dividend	0,0	-0,7	-0,7
Shareholder contribution	0,0	0,0	0,6
Closing balance	11,8	15,0	14,1
SUM TOTAL EQUITY, CLOSING BALANCE	1 401,3	1 178,4	1 209,6

Condensed consolidated cash flow statement

Amounts in SEKm unless otherwise stated	Q3 2020	Q3 2019	9M 2020	9M 2019	R12 2020	12M 2019
Operating activities						
Operating profit (EBIT)	133,3	109,3	272,3	198,0	334,6	260,3
Adjustment for non-cash items etc	12,7	20,1	53,7	57,0	86,4	89,7
Interest received	0,4	0,2	0,6	0,8	0,7	0,8
Interest paid	-4,2	-5,9	-14,5	-16,5	-20,5	-22,4
Dividends received	0,0	0,1	24,2	17,9	25,1	18,9
Income tax paid/received	-4,7	-11,3	-21,0	-28,5	-33,0	-40,5
Cash flow from operating activities before changes in working capital	137,5	112,5	315,3	228,8	393,3	306,8
Changes in working capital						
Increase (-)/Decrease (+) in inventories	46,0	35,8	-20,0	8,5	-33,4	-4,9
Increase (-)/Decrease (+) in operating receivables	25,0	-14,3	-215,6	-240,9	36,5	11,3
Increase (+)/Decrease (-) in operating liabilities	41,9	7,6	199,2	161,5	36,6	-1,0
Cash flow from operating activities	250,4	141,5	278,9	158,0	433,0	312,2
Investing activities						
Acquisition of intangible fixed assets	1,5	-0,2	-2,0	-5,1	-16,4	-19,5
Acquisition of tangible fixed assets	-13,3	-13,3	-33,3	-37,5	-41,2	-45,3
Divestments of tangible fixed assets	0,0	0,4	0,0	1,4	0,2	1,6
Acquisition of business, net cash impact	0,0	-0,3	0,0	-48,6	0,0	-48,6
Acquisition of participations in associated companies	0,0	1,7	-4,2	-34,0	-1,4	-31,2
Divestments of participations in associated companies	0,0	0,0	0,0	0,0	1,0	1,0
Change in other financial assets	0,3	0,0	6,8	0,0	6,8	0,0
Cash flow from investing activities	-11,4	-11,7	-32,6	-123,7	-50,9	-142,0
Financing activities						
Amortization of loans	-13,6	-72,9	-38,1	-267,5	-110,8	-340,2
Proceeds from loans	73,2	-5,3	75,0	367,0	78,5	370,5
Purchase of own shares	0,0	0,0	0,0	-14,8	0,0	-14,8
Dividend	0,0	0,0	0,0	-95,5	0,0	-95,5
Acquisition of participations in non-controlling interest	0,0	0,0	0,0	0,0	0,6	0,6
Dividend paid to non-controlling interests	0,0	-0,7	0,0	-0,7	0,0	-0,7
Cash flow from financing activities	59,7	-78,8	36,9	-11,5	-31,7	-80,0
Cash flow for the period	298,7	51,0	283,1	22,8	350,5	90,1
Cash and cash equivalents at the beginning of the period	178,2	80,1	196,9	105,6	131,7	105,6
Exchange-rate differences in cash and cash equivalents	-0,5	0,6	-3,6	3,3	-5,7	1,1
Cash and cash equivalents at the end of the period	476,4	131,7	476,4	131,7	476,4	196,9

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. In addition to the financial statements, disclosures in accordance with IAS 34.16A are also presented in other parts of the interim report. The accounting policies applied by the Group and Parent Company correspond to the accounting policies applied in the preparation of the most recent annual report.

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 significantly affected by seasonal variations in the construction industry, where almost 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. Veg Tech is the most weather dependent and also the most seasonal business, as deliveries and installation rarely take place during the winter months.

Note 4 – 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. Apart from these risks, the recent development with the Covid-19 pandemic having an impact on the economies in our markets, our customers and the construction business is a risk and an uncertainty for the development of our business.

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 2019 Annual Report.

Other than these risks and uncertainties, no significant additional risks or uncertainties have arisen.

Note 5 – Intangible assets

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

Intangible assets, carrying amounts SEKm, unless otherwise stated	Goodwill	Customer relations	Other	Total
Opening balance, 1 January 2020	952	92	41	1085
Investments	0	0	2	2
Acquisitions	0	0	0	0
Reclassification	0	0	0	0
Amortization	0	-15	-8	-23
Exchange-rate differences	1	1	1	2
Closing balance, 30 September 2020	953	77	36	1 066

Note 6 – 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 2020, hedges were in place for Q4 2020 – Q2 2021. The expected purchases of bitumen for delivery during October 2020 to June 2021 were hedged by means of derivatives, equivalent to 9,800 tons or approximately 25 percent of the expected purchasing volume 2020 and equivalent to 19,000 tons or approximately 46 percent of the expected annual purchasing volume 2021. At the corresponding period the preceding year, the expected purchases of bitumen for delivery during October to December 2019 were hedged by means of derivatives, equivalent to 6,360 tons or approximately 16 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 2020	30 Sep 2019	30 Sep 2020	30 Sep 2019
Measurement level 2:				
Assets at fair value	0	0	0	0
Assets at amortized cost	567	629	567	629
Liabilities at fair value	14	0	14	0
Liabilities at amortized cost	1 201	1 099	1 201	1 099
Measurement level 3:				
Liabilities at amortized cost	8	20	8	20
Liabilities at fair value	34	33	34	33

Note 7 – 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 and operating profit (EBIT) broken down by segment is set out in the tables on pages 9 - 10.

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 2020	9M 2019	9M 2020	9M 2019	9M 2020	9M 2019	9M 2020	9M 2019
Revenues from external customers	1 906	1 724	628	635	0	0	2 534	2 359
Revenues from other segments	80	81	0	0	-80	-81	0	0
Revenues, total	1 986	1 805	628	635	-80	-81	2 534	2 359
EBITDA	339	257	62	50	-40	-27	361	279
Depreciation & Amortisation	-74	-69	-12	-11	-4	-2	-89	-81
Operating profit (EBIT)	265	188	51	39	-44	-29	272	198
Net finance items							-24	-29
Profit/loss after finance items but before tax (EBT)							249	169
Tax							-51	-35
Profit/loss for the year							198	135
<i>Assets</i>								
Intangible assets (goodwill & customer relations)	929	963	129	132	8	9	1 066	1 106
Property, plant and equipment	339	372	29	33	4	3	372	407
Participations in associated companies	0	0	90	81	0	0	90	81
Inventory	392	370	9	5	0	0	401	375
Other assets	537	568	136	143	-94	-71	579	639
Non-allocated assets					497	147	497	147
Total assets	2 197	2 272	394	395	415	89	3 006	2 755
<i>Liabilities and Equity</i>								
Equity					1 401	1 178	1 401	1 178
Other liabilities	543	505	105	102	-68	-54	580	552
Non-allocated liabilities					1 025	1 024	1 025	1 024
Total liabilities and equity	543	505	105	102	2 358	2 149	3 006	2 755
Investments in tangible & intangible assets	28	34	8	7	0	1	35	43

Note 8 – Transactions with related parties

The Group has related party relationships with the associated companies as stated in Note 16 of the 2019 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 2020. As also stated in Note 16 of the 2019 Annual Report, the Group has transactions with key persons in management positions. These transactions comprise salaries, benefits and pension commitments, as well as participation in the Group's incentive programs.

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
Interest-bearing net debt*	Interest-bearing liabilities less cash and cash equivalents
Interest-bearing net debt/EBITDA*	Net interest-bearing debt in relation to EBITDA
Net debt*	Interest-bearing and non-interest-bearing liabilities less cash and cash equivalents
Net debt/EBITDA	Net debt in relation to EBITDA
Net debt/equity ratio	Net debt in relation to shareholders' equity
Operating cash conversion*	Cash flow from operating activities as a percentage of EBITDA
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
R4Q/4	Average value of the latest four quarter's closing balance
Return on capital employed*	EBIT as a percentage of average capital employed, calculated as the average of the last four quarter's closing balances
Return on capital employed excluding goodwill*	Operating profit (EBIT) as a percentage of average capital employed, excluding goodwill, calculated as the average of the latest four quarter's 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

* Key performance indicators marked with * are either new or has a changed definition compared to the Full Year report 2019 and Annual report 2019

Reconciliations

Key performance indicators not defined according to IFRS

	Q3 2020	Q3 2019	9M 2020	9M 2019	R12 2020	12M 2019
Capital employed						
Total assets	3 007	2 755	3 007	2 755	3 007	2 536
Other non-current liabilities	-41	-39	-41	-39	-41	-43
Provisions	-6	-6	-6	-6	-6	-6
Deferred tax liabilities	-89	-85	-89	-85	-89	-91
Trade payable	-211	-223	-211	-223	-211	-130
Payables for on-going construction contracts	-17	-33	-17	-33	-17	-20
Tax liabilities	-35	-25	-35	-25	-35	-6
Other current liabilities	-346	-291	-346	-291	-346	-223
Capital employed	2 261	2 055	2 261	2 055	2 261	2 016
EBITDA						
EBIT	133	109	272	198	335	260
Depreciation	25	23	74	67	97	91
Amortization	5	5	15	14	21	19
Impairment	-	-	-	-	-	-
EBITDA	164	137	361	279	453	371
Interest cover ratio						
Profit/loss before tax	124	99	249	169	312	233
Interest expenses	5	6	18	18	24	25
Total	128	105	266	187	336	257
Interest expenses	5	6	18	18	24	25
Interest cover ratio, multiple	27,7x	16,5x	14,9x	10,3x	13,8x	10,4x
Interest-bearing net debt						
Non-current interest-bearing liabilities	817	832	817	832	817	763
Current interest-bearing liabilities	43	44	43	44	43	44
Minus: Cash and cash equivalents	-476	-132	-476	-132	-476	-197
Interest-bearing net debt	383	745	383	745	383	610
Net debt						
Non-current interest-bearing liabilities	817	832	817	832	817	763
Non-current non-interest-bearing liabilities	41	39	41	39	41	43
Current interest-bearing liabilities	43	44	43	44	43	44
Current non-interest-bearing liabilities	6	15	6	15	6	12
Minus: Cash and cash equivalents	-476	-132	-476	-132	-476	-197
Net debt	431	799	431	799	431	665
Return on capital employed (ROCE)						
EBIT (R12)					335	260
Average capital employed (R4Q/4)					2 107	2 020
Return on capital employed (ROCE), %	n/a	n/a	n/a	n/a	15,9%	12,9%
Return on capital employed (ROCE) excl goodwill						
EBIT (R12)					335	260
Average capital employed (R4Q/4)					2 107	2 020
Goodwill (R4Q/4)					961	960
Return on capital employed (ROCE) excl goodwill, %	n/a	n/a	n/a	n/a	29,2%	24,5%
Return on shareholders' equity						
Profit after tax attributable to parent company shareholders (R12)					262	198
Average shareholders' equity ((OB+CB)/2)					1 277	1 143
Return on shareholders' equity, %	n/a	n/a	n/a	n/a	20,5%	17,3%



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 Matak, Trebolit, Phönix Tag Materialer, Kerabit, Nortett, SealEco, Distri Pond, 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 2020	9 February 2021
Interim report, January-March 2021	27 April 2021
Annual General Meeting	29 April 2021
Interim report, January-June 2021	20 July 2021
Interim report, January-September 2021	2 November 2021

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 3 November 2020, 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.

