

## Last 12 months sales above milestone of SEK 4 B for the first time

### Second quarter of 2022

- Consolidated net sales increased by 18 percent to SEK 1,255 m (1,067), of which organic growth amounted to 11 percent, acquisitions 4 percent and currency effects 3 percent.
- Net sales in Product & Solutions amounted to SEK 1,021 m (850) and in Installation Services to SEK 291 m (246)
- Gross profit increased to SEK 379 m (327), Gross margin decreased slightly to 30.2% (30.6%)
- EBITDA increased to SEK 216 m (192), EBITDA margin decreased to 17.2% (18.0%)
- Operating profit (EBIT) increased to SEK 180 m (160), EBIT margin decreased to 14.4% (15.0%)
- ROCE increased to 17.9 percent (16.6)
- Cash flow from operating activities amounted to SEK 38 m (114)
- Earnings per share before and after dilution were SEK 5.86 (4.84) and SEK 5.82 (4.80), respectively

### January-June 2022

- Consolidated net sales increased by 22 percent to SEK 2,167 m (1,771), of which organic growth amounted to 14 percent, acquisitions with 5 percent and currency had an impact of 3 percent
- Net sales in Product & Solutions amounted to SEK 1,794 m (1,413) and in Installation Services to SEK 462 m (399)
- Gross profit increased to SEK 616 m (510), Gross margin decreased to 28.4% (28.8%)
- EBITDA increased to SEK 307 m (242), EBITDA margin increased to 14.2% (13.7%)
- Operating profit (EBIT) increased to SEK 236 m (182), EBIT margin increased to 10.9% (10.3%)
- Cash flow from operating activities amounted to SEK 22 m (27)
- Earnings per share before and after dilution were SEK 7.48 (5.31) and SEK 7.43 (5.27), respectively

### Financial key ratios

Amounts in SEKm unless otherwise stated	Q2 2022	Q2 2021	Change	6M 2022	6M 2021	Change	R12 2022	12M 2021
Net sales	1,255	1,067	18%	2,167	1,771	22%	4,059	3,664
Gross profit	379	327	16%	616	510	21%	1,147	1,041
Gross margin %*	30.2%	30.6%	-0.5pp	28.4%	28.8%	-0.4pp	28.2%	28.4%
EBITDA*	216	192	13%	307	242	27%	580	515
EBITDA margin, %*	17.2%	18.0%	-0.7pp	14.2%	13.7%	0.5pp	14.3%	14.1%
EBIT	180	160	13%	236	182	29%	435	382
EBIT margin, %*	14.4%	15.0%	-0.6pp	10.9%	10.3%	0.6pp	10.7%	10.4%
Return on capital employed, %*	n/a	n/a	n/a	n/a	n/a	n/a	17.9%	16.6%
Net profit	140	116	21%	179	127	41%	308	256
Cash flow from operating activities	38	114	-67%	22	27	-17%	215	220
Net debt*	1,009	720	40%	1,009	720	40%	1,009	770
Earnings per share before dilution, SEK	5.86	4.84	21%	7.48	5.31	41%	12.88	10.71
Earnings per share after dilution, SEK	5.82	4.80	21%	7.43	5.27	41%	12.80	10.64

### Conference call

A conference call for investors, analysts and media will be held today, 19 July 2022, at 10:00 a.m. CET and can be joined online at [www.nordicwaterproofing.com](http://www.nordicwaterproofing.com). Presentation materials for the call will be available on the website one hour before the call.

To participate, please dial any of below numbers and use pin code 7021766#:

From the United Kingdom: +44 20 31 98 48 84  
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 From Sweden: +46 8 50 51 63 86

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 in respect of balance sheet items. \*For definitions and reconciliations of financial and alternative key performance indicators, please see page 24.

## Message from the CEO

Last 12 months sales above milestone of SEK 4 B for the first time

Consolidated net sales in the second quarter increased by 18 percent compared to the previous year, from SEK 1,067 million to SEK 1,255 million. Organic growth was 11 percent of which 13 percent were sales price increases and volume development was -2 percent, the impact from acquisitions was 4 percent and currency translation effects were 3 percent. Organic growth was 15 percent in Products & Solutions and 5 percent in Installation Services.

EBIT for the second quarter amounted to SEK 180 million, compared to SEK 160 million for the corresponding period last year. The positive development of the operating result is explained by Products & Solutions increasing profitability due to a good sales development with a pro-active approach to price management while Installation Services had a profit slightly below second quarter last year.

Our Return on Capital Employed at 17.9 percent (16.6) remains significantly above the threshold of 13 percent. The improvement is driven by the improved operating result. Operational cash flow has been negatively affected by increased accounts receivable because of increased sales and increased inventory due to securing raw material availability, higher input costs and higher finished product levels to secure our delivery capabilities.

Within a relatively fluid macro environment, we are seeing a stabilization of input costs and additional signs of somewhat slower construction demand. However we have been able to increase our market share in most of our business units.

The net sales organic growth of 11 percent (8) in the second quarter are explained by good sales in the Products & Solutions operating segment, which organically grew 15 percent (12) of which 14 percent were related to sales price increases and volume development was 1 percent while the Installation Services operating segment increased organically by 5 percent (-6) whereof 7 percent were related to sales price increases and volume development was -2 percent.

In the Products & Solutions operating segment, the Bitumen-based waterproofing business showed strong double-digit growth on all the four Nordic markets. SealEco, our synthetic rubber waterproofing business, also had double-digit sales growth. Our major markets show continued strong demand, however in the more consumer related Distripod business we saw a weaker development.

Taasinge group, our prefabricated wooden elements business, had sales on the same level as last year with a stronger development on the Danish market. In both Denmark and Norway, we have strong order books. Seikat, our Finnish entity within this business, has started the year well and is basically fully booked for the rest of 2022.

Sales development of our green infrastructure businesses, sold under the brands Veg Tech and Urban Green, showed strong double-digit organic development compared with the same period previous year.

In the Installation Services operating segment net sales increased with 18 percent. Organic growth was 5 percent, of which 7 percent was sales price increases and volume development was -2 percent, the impact from acquisitions was 9 percent and currency translation effects were 4 percent.



Martin Ellis,  
President and CEO

### Jan-Jun 2022

Net sales:  
**SEK 2,167 m (1,771)**

EBITDA:  
**SEK 307 m (242)**  
**14.2% (13.7%)**

EBIT:  
**SEK 236 m (182)**  
**10.9% (10.3%)**

ROCE (R12):  
**17.9% (16.6%)**

Our Danish franchisees continue to experience a stable and strong market and the order books are well exceeding the level of last year. In the second quarter the EBIT contribution was somewhat below last year.

During the quarter we signed an agreement to acquire 70 percent of the shares in the VKP Group, a group headquartered in Kajaani in northeast Finland providing roofing and waterproofing services. The transaction was completed on 1 July.

We continue to focus on organic growth, profitability, sustainability, and selective acquisitions. Our balance sheet is strong, and we continue to have the capacity to carry out acquisitions. We have a strategic focus to promote sustainable building solutions and enhance our service and product portfolio.

Helsingborg, 19 July 2022



Martin Ellis,  
President and CEO

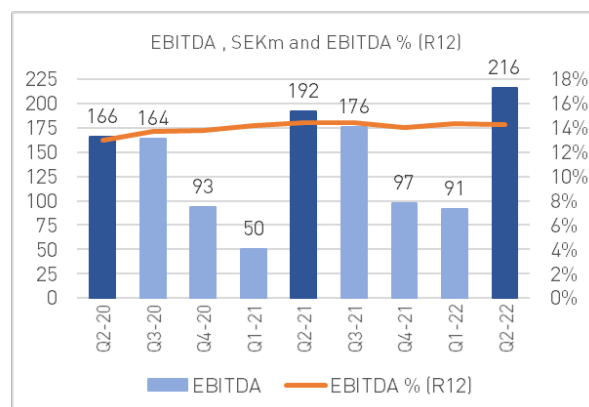
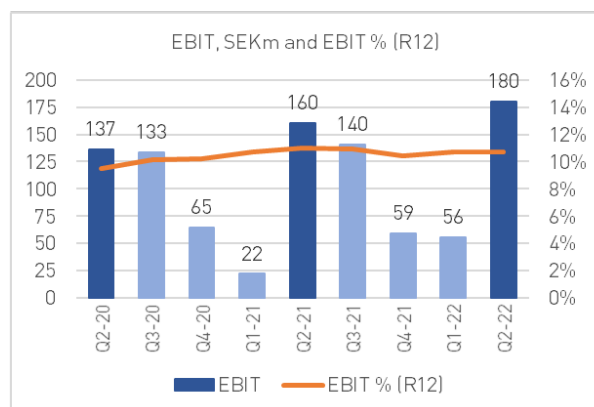
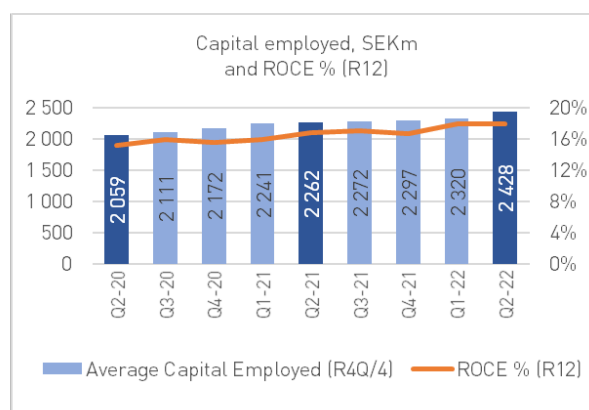
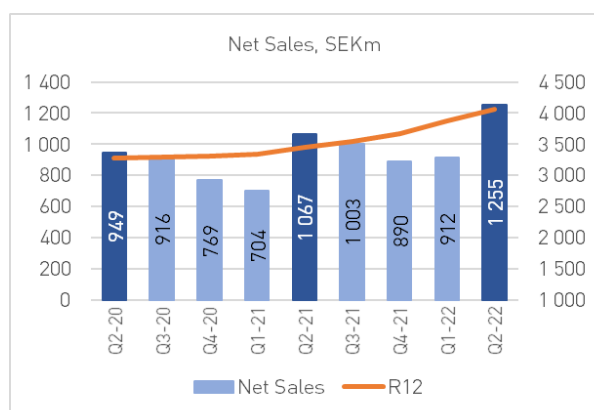
## The Group

### Net sales

Consolidated net sales for the second quarter increased by 18 percent to SEK 1,255 m (1,067). Organic growth was 11 percent, of which 13 percent was sales price increases and volume development was -2 percent, impact from acquisitions was 4 percent and currency translation effects were 3 percent.

Analysis of net sales	Q2 2022	Q2 2022	6M 2022	6M 2022
	(%)	SEK m)	(%)	(SEK m)
Previous period		1,067		1,771
Organic growth	11%	114	14%	252
Structural effects	4%	42	5%	84
Currency effects	3%	31	3%	60
<b>Current period</b>	<b>18%</b>	<b>1,255</b>	<b>22%</b>	<b>2,167</b>

Sales in Denmark increased by 22 percent in the second quarter compared with the corresponding period in the preceding year whereof organic growth was 18 percent and currency changes had a positive impact with 4 percent. In Sweden sales increased by 15 percent. Sales in Norway increased by 5 percent whereof organic development was 1 percent and currency changes had a positive impact with 4 percent. In Finland sales increased by 25 percent in the quarter whereof impact from acquisitions was 11 percent, organic development was 9 percent and currency translation effects were positively affecting by 4 percent. Sales to other countries in Europe increased by 17 percent in the quarter.



## Operating profit (EBIT), EBITDA and ROCE

Operating profit (EBIT) for the second quarter increased to SEK 180 m (160) and the EBIT margin decreased to 14.4 percent (15.0).

Operating profit (EBIT) for the period January - June increased to SEK 236 m (182) and the EBIT margin increased to 10.9 percent (10.3).

EBITDA for the second quarter increased to SEK 216 m (192) and the EBITDA margin decreased to 17.2 percent (18.0).

EBITDA for the period January - June increased to SEK 307 m (242) and the EBITDA margin increased to 14.2 percent (13.7).

Return on capital employed (ROCE) on a rolling 12 months basis was 17.9 percent (16.6) after the second quarter, exceeding our long-term financial target of 13.0 percent. The increase is mainly explained by the improved profitability.

## Net financial items

Net financial items for the second quarter of 2022 amounted to SEK -6 m (-9). The difference is mainly explained by a positive impact from updates on earn-outs and valuations for the written put options to buy outstanding shares in not wholly owned subsidiaries and a negative impact from currency exchange rates.

Net financial items for the period January - June amounted to SEK -9 m (-16). The difference is mainly explained by a positive impact from updates on earn-outs and valuations for the written put options to buy outstanding shares in not wholly owned subsidiaries and a minor negative impact from currency exchange rates.

## Profit or loss before and after tax

The profit before tax for the second quarter amounted to SEK 175 m (152) and profit after tax amounted to SEK 140 m (116). The effective tax rate was 19.8 percent in the quarter.

The profit before tax for the period January - June amounted to SEK 227 m (166) and profit after tax amounted to SEK 179 m (127). The effective tax rate was 21.2 percent.

## Impact from Russian war on Ukraine

The direct impact on our Group from the Russian war on Ukraine has been limited. We have neither any subsidiaries nor any employees in these countries and sales in 2021 were insignificant. It is likely that there is an indirect impact through additional input cost inflation. The availability of input material has not yet been affected. It cannot be ruled out that we will see a negative impact from additional input cost inflation, as well as potential shortage of input materials creating direct or indirect disturbances of our supply chain.

The impact on the Group from turbulence in the financial markets and volatility in exchange rates has had only a limited impact. We have identified an increased risk of cyberattacks and have further strengthened our protection and preparedness against this type of attack against the Group.

The Group has noted that sanctions have been imposed on imports of certain goods from both Russia and Belarus, as well as on trade with certain identified persons and has taken steps to ensure that we comply with these sanctions.

## 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 consequences of the Covid-19 pandemic are a risk and an uncertainty for the development of our business. Currently the consequences are mainly an increased cost inflation on input materials and an increased shortage of material at work sites.

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.

On the 29 April 2020 the Danish Competition and Consumer Authority (Konkurrence- og Forbrugerstyrelsen) decided to finally close the investigation of the roofing felt market. By the decision, the Council closed the whole matter without taking any further steps. Related to this, three local competitors have raised claims for financial losses allegedly incurred by them. The first case was up in court in December 2021 and verdict was delivered on 16 February 2022 in favour of Nordic Waterproofing. Verdict in the remaining two cases was delivered on 7 May 2022 in favour of Nordic Waterproofing. Both latter two losing parties have appealed the court's decision, however one of them has been filed for bankruptcy in the meantime and is now under custody.

In the opinion Nordic Waterproofing, the situation remains that there are no grounds for these claims and no provisions have been made.

The risks are further described in the Group's 2021 Annual Report.

## Cash flow

Cash flow from operating activities during the second quarter was SEK 38 m (114). The lower cash flow is mainly explained by the fact that dividends from associated companies have not yet been distributed this year, working capital has been negatively affected by increased accounts receivable as a result of increased sales as well as increased inventory value due to increased material prices, higher inventories of raw materials and finished goods to ensure our delivery capability.

Cash flow from investing activities during the second quarter was SEK -27 m (-54).

Cash flow from financing activities during the second quarter was SEK -55 m (-260). During the second quarter a cash dividend was paid to the shareholders in the amount of SEK -143 m (-239), a loan of SEK 160 m was established and options for shares in subsidiaries of SEK 56 m were paid.

## Investments and depreciations

Gross investments excluding acquisitions during the second quarter of 2022 amounted to SEK 26 m (16), while depreciation amounted to SEK -14 m (-13). Right-of-use depreciations relating to IFRS 16 amounts to SEK -15 m (-13). Amortizations of intangible assets amounted to SEK -7 m (-6), primarily consisting of amortizations of customer relations in the acquired companies.

Gross investments excluding acquisitions during January - June 2022 amounted to SEK 46 m (36), while depreciation amounted to SEK -28 m (-25). Right-of-use depreciations relating to IFRS 16 amounts to SEK -29 m (-24). Amortizations of intangible assets amounted to SEK -15 m (-11), primarily consisting of amortizations of customer relations in the acquired companies.

## Financial position and liquidity

Nordic Waterproofing's principal external financing agreement has final maturity date in June 2025. During the quarter has an option to extend the existing agreement with one year been utilised. It contains a EUR 75.0 m (75.0) term loan facility and a EUR 40.0 m (40.0) revolving loan facility, of which EUR 14.4 m is allocated to the Group cash pool overdraft facility. During the second quarter has a loan of SEK 160 m been utilized under this 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 second quarter Nordic Waterproofing is compliant with the covenants as per the facility agreement.

The consolidated interest-bearing net debt amounted to SEK 976 m at the end of the period, compared with SEK 677 m at the end of 2021 and SEK 662 m at the end of corresponding period in the preceding year. The increase in net debt of SEK 299 m compared to the end of 2021 is mainly explained by a seasonally weaker cash flow from operating activities and that dividend has been distributed to our shareholders.

Consolidated cash and cash equivalents amounted to SEK 105 m (227) at the end of the period. SEK 0 m (0) of the Group's total overdraft facility of SEK 154 m (147) was utilized at the end of the quarter.

Indebtedness calculated as net interest-bearing debt/EBITDA during the most recent twelve-month period was 1.7x (1.3x) at the end of the period, and the net debt/equity ratio was 0.6x (0.5x).

## Pledged assets and contingent liabilities

There were no significant changes during the period.

## Employees

The average number of employees during the second quarter of 2022 (expressed as full-time equivalents) was 1,386 compared with 1,318 during the same period in the preceding year. The increase is driven by performed acquisitions.

The average number of employees in the parent company has been 1 (1).

## Significant events during the period

- The 17 June it was communicated that Nordic Waterproofing group has signed an agreement to acquire 70 percent of the Finnish company VKP Holding Oy.

## Significant events after the reporting period

- As previously communicated on 17 June 2022, Nordic Waterproofing Group had signed an agreement to acquire 70 percent of the Finnish company VKP Holding Oy ("VKP") which was completed on 1 July.

## Financial targets

Nordic Waterproofing's target for the return on capital employed (ROCE) is at least 13 percent. The outcome after the second quarter of 2022 on a rolling 12-month basis was 17.9 percent.

The interest-bearing net debt/EBITDA-ratio shall not exceed 3.0 times. The outcome after the second quarter of 2022 (R12) was 1.7 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. It is the opinion of the Group that we have outperformed the market growth on our most relevant markets.

## Sustainability within Nordic Waterproofing

We have a strategic goal to reduce the Group's CO<sub>2</sub> emission for scope 1, 2 and 3 and to follow the development an evaluation of 2021 was effectuated in the first six months of 2022. As this is for the first time, we do now have a bigger job to evaluate, revise and validate the figures to ensure that everything has been placed and calculated correctly before we can set the exact goals for scope 3.

Another goal is to enable our customers to decarbonize their projects, and to do so, we work to know our products CO<sub>2</sub>-footprint. We strive to have Environmental Product Declarations (EPD's or LCA assessments) for 85 percent of our main product portfolio.

For the bitumen-based waterproofing products, Denmark has revised their EPD to include biogas and more recycling options which is valid for 85 percent of their product portfolio and will extend that for more products in the second half of 2022. Sweden has today EPD's for 75 percent of their product portfolio and Finland has prepared the first LCA-calculations. SealEco will finish their first EPD's next quarter and the Taasinge Group has applied for EPD's for their wooden prefabricated elements to be finished next year.

## The parent Company

The parent Company, Nordic Waterproofing Holding AB, 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 three incentive programs ("LTIP 2020", "LTIP 2021" and "LTIP 2022"). The total cost, including social security charges, is estimated to be SEK 10-15 m for each program, during the period of the program, under the assumption of an average annual growth of operating profit (EBIT) before items affecting comparability of 10 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 2020, LTIP 2021 and LTIP 2022 are 92,716, 72,607 and 80,544 respectively, considering persons having left the Company. During the second quarter has the LTIP 2019 been finalised and share earned in the program has been distributed to the participants. As per 30 June 2022, Nordic Waterproofing Holding AB owns itself 84,097 (176,334) treasury shares

## Shares and share capital

As per 30 June 2022, the share capital amounted to SEK 24,084 thousand and the total number of issued shares were 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 June 2022, Nordic Waterproofing Holding AB had ca 6,000 shareholders and owns itself 84,097 treasury shares (0.3 percent of the total number of issued shares) following the share buyback program in connection with the long-term incentive programs.

There have not been any changes in number of issued shares and share capital during the second quarter of 2022. As a consequence of the distribution of shares from LTIP 2019 the number of treasury shares has been reduced from 176,334 to 84,097 shares.

## Ownership structure

The number of shareholders has during the quarter decreased with ca 100, from 6.100 to ca 6.000.

The largest shareholders in Nordic Waterproofing Holding AB, as per 30 June 2022, are stated below.



Owner	Number of shares	Capital, %	Votes, %
Svolder	3,880,000	16.1%	16.2%
Swedbank Robur Funds	1,925,641	8.0%	8.0%
Handelsbanken Funds	1,598,969	6.6%	6.7%
Third Swedish National Pension Fund	1,200,000	5.0%	5.0%
Alcur Funds	1,117,646	4.6%	4.7%
Carnegie Funds	964,932	4.0%	4.0%
Cliens Funds	713,200	3.0%	3.0%
ODDO BHF Asset Management	700,032	2.9%	2.9%
Danske Invest (Lux)	660,000	2.7%	2.8%
Länsförsäkringar Funds	650,587	2.7%	2.7%
<b>Total 10 largest shareholders</b>	<b>13,411,007</b>	<b>55.7%</b>	<b>55.9%</b>
Other shareholders	10,588,831	44.0%	44.1%
<b>Total number of votes</b>	<b>23,999,838</b>	<b>99.7%</b>	<b>100.0%</b>
Treasury shares	84,097	0.3%	n/a
<b>Total number of shares</b>	<b>24,083,935</b>	<b>100.0%</b>	<b>n/a</b>

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

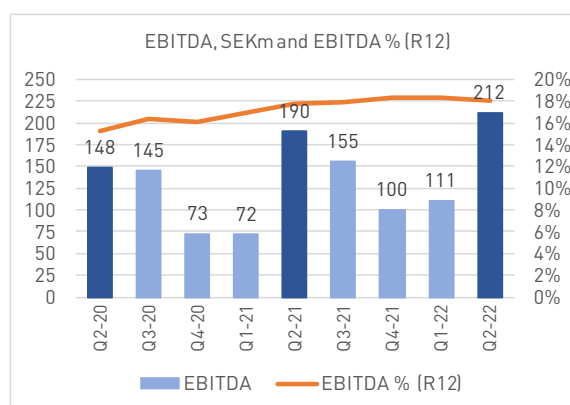
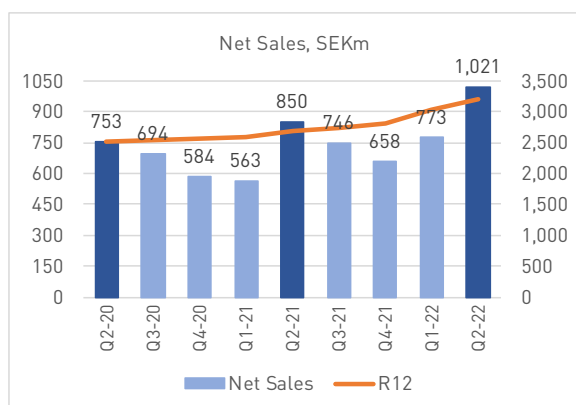
Net sales for the second quarter of 2022 increased by 20 percent compared with the corresponding period in the preceding year, amounting to SEK 1,021 m (850). This was the first time the segment had sales above SEK 1,000 m in a single quarter. Organic growth was 15 percent of which 14 percent were sales price increases and volume development was 1 percent, the impact from acquisitions was 2 percent and currency translation effects were 3 percent.

Sales in Denmark increased by 22 percent in the quarter from the corresponding period in the preceding year, whereof 18 percent organic and a positive currency effect of 4 percent. Sales in Finland increased by 16 percent in the second quarter, whereof organic increase was 12 percent and currency effects were positive with 4 percent. Sales in Sweden increased by 15 percent while sales in Norway increased by 7 percent whereof organic sales development was 3 percent and currency effects had a positive impact with 4 percent, Sales in other countries in Europe increased by 17 percent in the quarter.

Analysis of net sales, Product & Solutions	Q2 2022 (%)	Q2 2022 (SEK m)	6M 2022 (%)	6M 2022 (SEK m)
Previous period		850		1,413
Organic growth	15%	130	21%	297
Structural effects	2%	19	3%	39
Currency effects	3%	22	3%	45
<b>Current period</b>	<b>20%</b>	<b>1,021</b>	<b>27%</b>	<b>1,794</b>

Operating profit (EBIT) for Products & Solutions for the second quarter 2022 increased and amounted to SEK 184 m (164). The EBIT margin was 18.1 percent (19.3). Operating profit (EBIT) for the first six months 2022 increased and amounted to SEK 268 m (213). The EBIT margin was 14.9 percent (15.1).

EBITDA amounted to SEK 212 m (190) and the EBITDA margin was 20.8 percent (22.3) in the second quarter. EBITDA for the first six months 2022 amounted to SEK 323 m (261) and the EBITDA margin was 18.0 percent (18.5).



## Installation Services

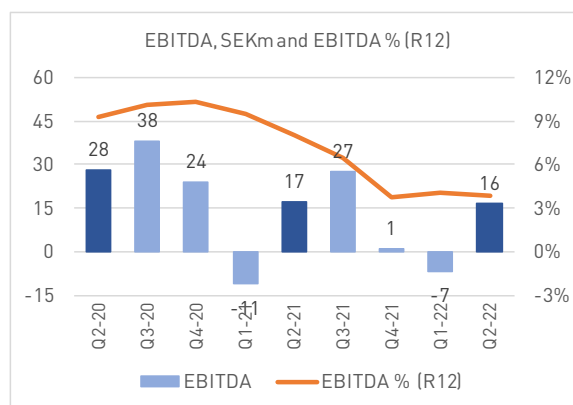
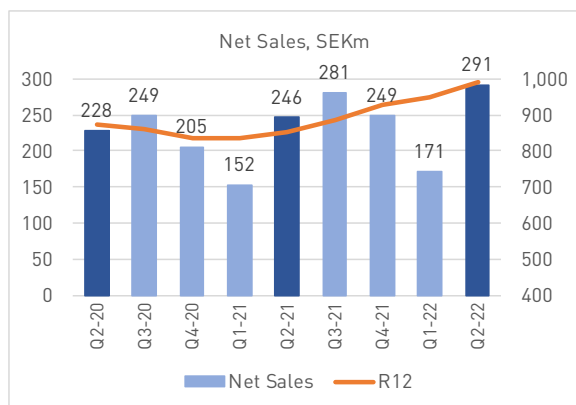
Business in this operating segment is primarily conducted in Finland, through a part-owned company in Norway and through the non-consolidated franchise companies in Denmark. Net sales for the second quarter of 2022 increased by 18 percent compared with the corresponding period in the preceding year, amounting to SEK 291 m (246). Organic growth was 5 percent of which 7 percent were sales price increases and volume development -2 percent, the impact from acquisitions was 9 percent and currency translation effects were 4 percent. .

Sales in Finland increased with 28 percent consisting of 11 percent organic, 13 percent from acquisitions and positive currency effects with 4 percent.

<b>Analysis of net sales, Installation Services</b>	<b>Q2 2022 (%)</b>	<b>Q2 2022 (SEK m)</b>	<b>6M 2022 (%)</b>	<b>6M 2022 (SEK m)</b>
Previous period		246		399
Organic growth	5%	13	1%	3
Structural effects	9%	23	11%	45
Currency effects	4%	9	4%	15
<b>Current period</b>	<b>18%</b>	<b>291</b>	<b>16%</b>	<b>462</b>

Operating profit (EBIT) for Installation Services for the second quarter amounted to SEK 9 m (12). The EBIT margin was 3.0 percent (4.8) in the quarter. Operating profit (EBIT) for the first six months 2022 amounted to SEK -6 m (-4). The EBIT margin for the first six months 2022 was -1.3 percent (-1.0).

EBITDA amounted to SEK 16 m (17) and the EBITDA margin was 5.6 percent (7.0) in the second quarter. EBITDA for the first six months 2022 amounted to SEK 9 m (6) and the EBITDA margin was 1.9 percent (1.5).



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

## Quarterly data, IFRS and alternative measures

Key figures (SEKm)	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
Net sales	1,255	912	890	1,003	1,067	704	769	916
EBITDA*	216	91	97	176	192	50	93	164
EBITDA margin, %*	17.2%	10.0%	10.9%	17.5%	18.0%	7.1%	12.1%	17.9%
Operating profit (EBIT)	180	56	59	140	161	22	65	133
EBIT margin, %*	14.4%	6.1%	6.6%	14.0%	15.0%	3.1%	8.4%	14.6%
ROCE (R12), %*	17.9%	17.9%	16.6%	17.1%	16.8%	15.9%	15.6%	15.9%
Net profit	140	39	44	86	116	11	56	98
Cash flow from operating activities	38	-15	92	101	114	-88	183	250
Cashflow from operating activities (R12)*	215	292	220	311	461	460	462	433
Operating cash conversion (R12), %*	37%	52%	43%	61%	92%	97%	103%	96%
Interest-bearing net debt*	976	762	677	675	662	463	238	383
Net debt*	1,009	855	770	766	720	515	274	431
Earnings per share before dilution, SEK	5.86	1.61	1.82	3.58	4.84	0.47	2.32	4.10
Earnings per share after dilution, SEK	5.82	1.60	1.81	3.56	4.80	0.47	2.30	4.07
<b>Net sales by segment (SEKm)</b>	<b>Q2 2022</b>	<b>Q1 2022</b>	<b>Q4 2021</b>	<b>Q3 2021</b>	<b>Q2 2021</b>	<b>Q1 2021</b>	<b>Q4 2020</b>	<b>Q3 2020</b>
Products & Solutions	1,021	773	658	746	850	563	584	694
Installation Services	291	171	249	281	246	152	205	249
Group Items & Eliminations	-57	-33	-17	-25	-29	-12	-21	-28
Total	1,255	912	890	1,003	1,067	704	769	916
<b>Net sales by country (SEKm)</b>	<b>Q2 2022</b>	<b>Q1 2022</b>	<b>Q4 2021</b>	<b>Q3 2021</b>	<b>Q2 2021</b>	<b>Q1 2021</b>	<b>Q4 2020</b>	<b>Q3 2020</b>
Sweden	254	138	158	203	221	98	128	169
Norway	180	136	132	144	171	135	101	109
Denmark	286	272	230	227	234	198	206	210
Finland	314	171	243	281	252	131	221	277
Europe	219	193	123	147	188	140	111	148
Rest of world	1	1	4	1	1	2	2	2
Total	1,255	912	890	1,003	1,067	704	769	916
<b>EBITDA by segment (SEKm)</b>	<b>Q2 2022</b>	<b>Q1 2022</b>	<b>Q4 2021</b>	<b>Q3 2021</b>	<b>Q2 2021</b>	<b>Q1 2021</b>	<b>Q4 2020</b>	<b>Q3 2020</b>
Products & Solutions	212	111	100	155	190	72	73	145
Installation Services	16	-7	1	27	17	-11	24	38
Group Items & Eliminations	-12	-12	-4	-7	-15	-10	-3	-19
Total	216	91	97	176	192	50	93	164
<b>EBIT by segment (SEKm)</b>	<b>Q2 2022</b>	<b>Q1 2022</b>	<b>Q4 2021</b>	<b>Q3 2021</b>	<b>Q2 2021</b>	<b>Q1 2021</b>	<b>Q4 2020</b>	<b>Q3 2020</b>
Products & Solutions	184	83	72	128	164	49	50	119
Installation Services	9	-15	-8	20	12	-16	19	34
Group Items & Eliminations	-13	-13	-5	-8	-16	-11	-4	-20
Total	180	56	59	140	161	22	65	133

\*For definitions and reconciliations of financial and alternative key performance indicators, please see page 24.

## Management's statement

The Board of Directors and the President give their assurance that this interim report provides a true and fair view of the Group's and the Parent Company operations, position and earnings, as well as describing significant risks and uncertainties faced by the Parent Company and the other business units forming the Group.

Helsingborg, 19 July 2022

### CEO

Martin Ellis  
*President & CEO*

### Board of Directors

Mats O. Paulsson  
*Chairman*

Leena Arimo

Hannele Arvonen

Steffen Baungaard

Riitta Palomäki

Hannu Saastamoinen

This interim report has not been reviewed by the company's auditor.

## Condensed consolidated key figures

Amounts in SEKm unless otherwise stated	Q2 2022	Q2 2021	6M 2022	6M 2021	R12 2022	12M 2021
Net sales	1,255	1,067	2,167	1,771	4,059	3,664
Gross profit	379	327	616	510	1,147	1,041
EBITDA*	216	192	307	242	580	515
Operating profit (EBIT)	180	160	236	182	435	382
Net profit	140	116	179	127	308	256
Gross margin, %*	30.2%	30.6%	28.4%	28.8%	28.2%	28.4%
EBITDA margin, %*	17.2%	18.0%	14.2%	13.7%	14.3%	14.1%
EBIT margin, %*	14.4%	15.0%	10.9%	10.3%	10.7%	10.4%
Cash flow from operating activities	38	114	22	27	215	220
Operating cash conversion, %*	n/a	n/a	n/a	n/a	37%	43%
Investments in tangible & intangible assets	-27	-17	-45	-36	-93	-84
Total assets	3,614	3,055	3,614	3,055	3,614	3,158
Capital employed*	2,626	2,193	2,626	2,193	2,626	2,364
Equity	1,545	1,333	1,545	1,333	1,545	1,460
Interest-bearing net debt*	976	662	976	662	976	677
Interest-bearing net debt/EBITDA, multiple*	n/a	n/a	n/a	n/a	1.7x	1.3x
Net debt*	1,009	720	1,009	720	1,009	770
Net debt/EBITDA, multiple*	n/a	n/a	n/a	n/a	1.7x	1.5x
Interest coverage ratio, multiple*	39.4x	41.1x	27.3x	22.9x	24.6x	22.3x
Equity/assets ratio, %*	42.8%	43.6%	42.8%	43.6%	42.8%	46.2%
Net debt/equity ratio, multiple*	0.6x	0.5x	0.6x	0.5x	0.6x	0.5x
Return on shareholders' equity, %*	n/a	n/a	n/a	n/a	21.8%	18.1%
Return on capital employed, %*	n/a	n/a	n/a	n/a	17.9%	16.6%
Return on capital employed excluding goodwill, %*	n/a	n/a	n/a	n/a	31.7%	29.9%
Average number of shares before dilution	23,922,974	23,915,830	23,915,287	23,912,014	23,940,730	23,939,094
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	5.86	4.84	7.48	5.31	12.88	10.71
Earnings per share after dilution, SEK	5.82	4.80	7.43	5.27	12.80	10.64
Shareholders equity per share before dilution, SEK*	64.60	55.75	64.62	55.76	64.55	60.99
Shareholders equity per share after dilution, SEK*	64.17	55.36	64.17	55.36	64.17	60.62
Cash flow from operating activities per share before dilution, SEK*	1.57	4.78	0.92	1.12	8.95	9.20
Cash flow from operating activities per share after dilution, SEK*	1.56	4.75	0.92	1.11	8.92	9.13
Number of shares before dilution	23,999,838	23,953,989	23,999,838	23,953,989	23,999,838	23,907,601
Number of shares after dilution	24,083,935	24,083,935	24,083,935	24,083,935	24,083,935	24,083,935

\*For definitions and reconciliations of financial and alternative key performance indicators, please see page 24.

# Condensed financial statements

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

Amounts in SEKm unless otherwise stated	Q2 2022	Q2 2021	6M 2022	6M 2021	R12 2022	12M 2021
Net sales	1,254.8	1,067.4	2,166.6	1,770.9	4,059.2	3,663.5
Cost of goods sold	-876.2	-740.3	-1,550.7	-1,260.4	-2,912.6	-2,622.4
<b>Gross profit/loss</b>	<b>378.6</b>	<b>327.0</b>	<b>615.8</b>	<b>510.5</b>	<b>1,146.5</b>	<b>1,041.1</b>
Selling expenses	-131.4	-109.2	-249.5	-209.3	-480.1	-439.9
Administrative expenses	-67.3	-63.1	-131.4	-126.3	-249.4	-244.3
Research and development expenses	-1.2	-1.2	-2.6	-2.4	-4.9	-4.7
Other operating income	2.8	1.9	5.6	5.6	11.0	11.0
Other operating expenses	-2.8	-0.2	-4.0	-0.9	-5.6	-2.5
Share of profit in associated companies	1.6	5.2	2.0	5.2	17.9	21.0
<b>Operating profit/loss (EBIT)</b>	<b>180.4</b>	<b>160.5</b>	<b>236.0</b>	<b>182.4</b>	<b>435.3</b>	<b>381.7</b>
Net finance items	-5.5	-8.7	-9.3	-16.2	-40.1	-47.0
<b>Profit/loss before tax</b>	<b>174.9</b>	<b>151.8</b>	<b>226.7</b>	<b>166.2</b>	<b>395.1</b>	<b>334.6</b>
Tax	-34.6	-36.1	-47.8	-39.2	-86.9	-78.3
<b>Profit/loss after tax</b>	<b>140.3</b>	<b>115.7</b>	<b>178.8</b>	<b>126.9</b>	<b>308.3</b>	<b>256.4</b>
<b>Other comprehensive income</b>						
<b>Items that are or may be reclassified to profit/loss for the year</b>						
Translation differences for the year in translation of foreign operations	32.8	-12.8	46.6	12.4	62.0	27.8
Gains/losses on hedging of currency risk in foreign operations	0.0	0.0	0.0	0.0	0.0	0.0
Gains/losses on raw material hedging, net	0.0	-7.5	0.0	3.8	-2.1	1.7
Tax on gains/losses on comprehensive income	0.0	1.6	0.0	-0.8	0.5	-0.4
<b>Total other comprehensive income after tax</b>	<b>32.8</b>	<b>-18.7</b>	<b>46.6</b>	<b>15.5</b>	<b>60.3</b>	<b>29.1</b>
<b>Total comprehensive income after tax</b>	<b>173.1</b>	<b>97.0</b>	<b>225.4</b>	<b>142.4</b>	<b>368.5</b>	<b>285.5</b>
<b>Profit/loss for the year, attributable to:</b>						
Owners of the company	139.6	114.7	179.1	127.2	310.5	258.6
Non-controlling interests	0.7	0.9	-0.3	-0.3	-2.3	-2.3
<b>Total comprehensive income for the year, attributable to:</b>						
Owners of the company	172.6	96.4	225.6	142.3	370.4	287.1
Non-controlling interests	0.5	0.6	-0.1	0.1	-1.9	-1.7
Average number of shares before dilution	23,922,974	23,915,830	23,915,287	23,912,014	23,940,730	23,939,094
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	5.86	4.84	7.48	5.31	12.88	10.71
Earnings per share after dilution, SEK	5.82	4.80	7.43	5.27	12.80	10.64

## Condensed consolidated balance sheet

Amounts in SEKm unless otherwise stated	30 Jun 2022	30 Jun 2021	31 Dec 2021
<b>ASSETS</b>			
Intangible assets	1,203.1	1,119.5	1,177.4
Tangible assets	517.6	425.7	490.8
Financial assets	121.6	99.0	121.5
Deferred tax assets	11.7	7.5	8.9
Other non-current assets	22.6	14.0	11.2
<b>Total non-current assets</b>	<b>1,876.6</b>	<b>1,665.7</b>	<b>1,809.8</b>
Inventories	748.7	485.9	609.4
Trade receivables	675.9	591.1	366.6
Receivables for on-going construction contracts	124.6	51.4	80.6
Tax assets	0.8	2.8	2.9
Other receivables	82.8	60.4	62.0
Cash and cash equivalents	104.7	197.7	226.6
<b>Total current assets</b>	<b>1,737.5</b>	<b>1,389.3</b>	<b>1,348.0</b>
<b>TOTAL ASSETS</b>	<b>3,614.1</b>	<b>3,055.0</b>	<b>3,157.8</b>
<b>EQUITY AND LIABILITIES</b>			
Share capital	24.1	24.1	24.1
Reserves	85.5	25.6	39.0
Retained earnings including profit for the year	1,427.0	1,265.7	1,387.9
<b>Equity attributable to owners of the Company</b>	<b>1,536.6</b>	<b>1,315.4</b>	<b>1,451.0</b>
Non-controlling interests	8.9	17.9	9.0
<b>Total equity</b>	<b>1,545.4</b>	<b>1,333.4</b>	<b>1,460.0</b>
Non-current interest-bearing liabilities	867.0	818.3	851.5
Other non-current liabilities	32.4	25.2	35.3
Provisions	6.4	5.9	6.0
Deferred tax liabilities	116.3	108.8	123.2
<b>Total non-current liabilities</b>	<b>1,022.1</b>	<b>958.2</b>	<b>1,016.0</b>
Current interest-bearing liabilities	213.7	40.9	52.2
Trade payable	373.2	302.5	211.5
Payables for on-going construction contracts	43.7	18.4	45.0
Tax liabilities	65.2	38.2	50.1
Other current liabilities	350.7	363.5	323.0
<b>Total current liabilities</b>	<b>1,046.5</b>	<b>763.5</b>	<b>681.8</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>3,614.1</b>	<b>3,055.0</b>	<b>3,157.8</b>

## Condensed consolidated statement of changes in equity

Specification of changes in equity (SEKm)	30 Jun 2022	30 Jun 2021	31 Dec 2021
<i>Equity attributable to owners of the Company</i>			
Opening balance	1,451.0	1,406.8	1,406.8
Profit for the period	179.1	127.2	258.6
Other comprehensive income	46.5	15.1	28.5
Transactions with non-controlling interest	0.0	1.0	8.3
Dividend	-143.4	-239.1	-239.1
Repurchase of treasury shares	0.0	0.0	-20.0
Provision for long-term incentive programs	3.4	4.3	7.8
<b>Closing balance</b>	<b>1,536.6</b>	<b>1,315.4</b>	<b>1,451.0</b>
<i>Equity attributable to non-controlling interest</i>			
Opening balance	9.0	11.2	11.2
Profit for the period	-0.3	-0.3	-2.3
Other comprehensive income	0.1	0.3	0.6
Acquisitions	0.0	7.7	7.8
Transactions with the Group's owners	0.0	-1.0	-8.3
<b>Closing balance</b>	<b>8.9</b>	<b>17.9</b>	<b>9.0</b>
<b>SUM TOTAL EQUITY, CLOSING BALANCE</b>	<b>1,545.4</b>	<b>1,333.4</b>	<b>1,460.0</b>



## Condensed consolidated cash flow statement

Amounts in SEKm unless otherwise stated	Q2 2022	Q2 2021	6M 2022	6M 2021	R12 2022	12M 2021
<b>Operating activities</b>						
Operating profit (EBIT)	180.4	160.5	236.0	182.4	435.3	381.7
Adjustment for non-cash items etc	36.9	20.3	71.7	49.3	145.1	122.7
Interest received	0.2	0.2	0.4	0.2	0.6	0.5
Interest paid	-4.1	-3.6	-7.7	-6.7	-14.9	-13.9
Dividends received	0.2	31.3	6.2	31.3	6.5	31.6
Income tax paid/received	-13.7	-11.2	-47.0	-21.9	-68.0	-42.9
<b>Cash flow from operating activities before changes in working capital</b>	<b>199.9</b>	<b>197.4</b>	<b>259.5</b>	<b>234.7</b>	<b>504.5</b>	<b>479.7</b>
<b>Changes in working capital</b>						
Increase (-)/Decrease (+) in inventories	-86.3	-32.6	-113.8	-61.1	-224.0	-171.2
Increase (-)/Decrease (+) in operating receivables	-167.7	-139.1	-352.1	-319.2	-152.9	-120.0
Increase (+)/Decrease (-) in operating liabilities	91.8	88.7	228.6	172.5	87.2	31.1
<b>Cash flow from operating activities</b>	<b>37.7</b>	<b>114.4</b>	<b>22.2</b>	<b>26.8</b>	<b>214.8</b>	<b>219.5</b>
<b>Investing activities</b>						
Acquisition of intangible fixed assets	-1.0	-0.7	-1.7	-0.9	-6.5	-5.7
Acquisition of tangible fixed assets	-25.2	-15.6	-44.2	-34.9	-85.7	-76.5
Divestments of tangible fixed assets	0.0	0.0	0.0	0.0	0.0	0.0
Acquisition of business, net cash impact	-1.5	-31.9	-20.1	-117.0	-83.7	-180.6
Acquisition of participations in associated companies	-0.1	-6.7	-0.1	-15.1	-2.1	-17.0
Divestments of participations in associated companies	0.0	0.0	0.0	0.0	2.6	2.6
Change in other financial assets	0.4	0.6	-10.9	3.5	-14.4	0.0
<b>Cash flow from investing activities</b>	<b>-27.4</b>	<b>-54.4</b>	<b>-77.0</b>	<b>-164.4</b>	<b>-189.9</b>	<b>-277.3</b>
<b>Financing activities</b>						
Amortization of loans	-15.5	-20.0	-29.1	-32.1	-64.6	-67.7
Proceeds from loans	160.0	7.2	160.0	7.2	164.6	11.8
Purchase of own shares	0.0	0.0	0.0	0.0	-20.0	-20.0
Dividend	-143.4	-239.1	-143.4	-239.1	-143.4	-239.1
Acquisition of participations in non-controlling interest	-55.6	-3.4	-55.6	-3.4	-55.6	-3.4
Divestment of participations in non-controlling interest	0.0	0.0	0.0	0.0	0.0	0.0
Dividend paid to non-controlling interests	0.0	-4.6	0.0	-4.6	0.0	-4.6
<b>Cash flow from financing activities</b>	<b>-54.5</b>	<b>-259.9</b>	<b>-68.1</b>	<b>-272.0</b>	<b>-119.1</b>	<b>-322.9</b>
Cash flow for the period	-44.3	-199.8	-123.0	-409.6	-94.1	-380.7
Cash and cash equivalents at the beginning of the period	148.3	399.5	226.6	604.3	197.7	604.3
Exchange-rate differences in cash and cash equivalents	0.7	-2.1	1.1	3.0	1.1	3.0
<b>Cash and cash equivalents at the end of the period</b>	<b>104.7</b>	<b>197.7</b>	<b>104.7</b>	<b>197.7</b>	<b>104.7</b>	<b>226.6</b>

## The parent company's income statement in summary

Amounts in SEKm unless otherwise stated	Q2 2022	Q2 2021	6M 2022	6M 2021	R12 2022	12M 2021
Net sales	2.5	2.4	10.0	6.2	12.4	11.3
<b>Gross profit/loss</b>	<b>2.5</b>	<b>2.4</b>	<b>10.0</b>	<b>6.2</b>	<b>12.4</b>	<b>11.3</b>
Administrative expenses	-5.1	-4.6	-14.6	-9.8	-31.4	-29.3
Other operating expenses	0.0	-0.1	-1.2	-0.5	-1.3	-0.5
<b>Operating profit/loss (EBIT)</b>	<b>-2.6</b>	<b>-2.3</b>	<b>-5.8</b>	<b>-4.1</b>	<b>-20.2</b>	<b>-18.4</b>
<b>Result from financial items</b>						
Result from shares in subsidiaries	0.0	0.0	0.0	0.0	200.0	200.0
Other financial items	-5.8	2.8	-7.0	-2.8	-9.2	-4.9
<b>Net finance items</b>	<b>-5.8</b>	<b>2.8</b>	<b>-7.0</b>	<b>-2.8</b>	<b>190.8</b>	<b>195.1</b>
<b>Result after financial items</b>	<b>-8.4</b>	<b>0.5</b>	<b>-12.9</b>	<b>-6.9</b>	<b>170.6</b>	<b>176.6</b>
Appropriations	0.0	0.0	0.0	0.0	28.1	28.1
<b>Profit before tax</b>	<b>-8.4</b>	<b>0.5</b>	<b>-12.9</b>	<b>-6.9</b>	<b>198.8</b>	<b>204.7</b>
Tax	1.7	-0.1	2.3	1.3	-0.4	-1.4
<b>Profit/loss after tax</b>	<b>-6.7</b>	<b>0.4</b>	<b>-10.5</b>	<b>-5.6</b>	<b>198.4</b>	<b>203.4</b>

## Other comprehensive income in summary

Other comprehensive income	Q2 2022	Q2 2021	6M 2022	6M 2021	R12 2022	12M 2021
Profit for the period	-6.7	0.4	-10.5	-5.6	198.4	203.4
Other comprehensive income	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total other comprehensive income after tax</b>	<b>-6.7</b>	<b>0.4</b>	<b>-10.5</b>	<b>-5.6</b>	<b>198.4</b>	<b>203.4</b>

## The parent company's balance sheet in summary

Amounts in SEKm unless otherwise stated	30 Jun 2022	30 Jun 2021	31 Dec 2021
<b>ASSETS</b>			
Shares in subsidiaries	903.0	889.0	903.0
<b>Total non-current assets</b>	<b>903.0</b>	<b>889.0</b>	<b>903.0</b>
Other current receivables from Group companies	284.1	189.1	249.3
Current tax assets	25.5	30.3	14.8
Other short-term receivables	0.0	0.0	1.6
Cash and cash equivalents	51.0	114.0	165.8
<b>Total current assets</b>	<b>360.6</b>	<b>333.4</b>	<b>431.5</b>
<b>TOTAL ASSETS</b>	<b>1,263.6</b>	<b>1,222.3</b>	<b>1,334.5</b>
<b>EQUITY AND LIABILITIES</b>			
Share capital	24.1	24.1	24.1
Retained earnings including profit for the year	451.3	396.6	605.1
<b>Total equity</b>	<b>475.4</b>	<b>420.7</b>	<b>629.2</b>
Untaxed reserves	87.9	91.0	87.9
Long-term liabilities to credit institue	371.0	365.5	367.0
<b>Total non-current liabilities</b>	<b>371.0</b>	<b>365.5</b>	<b>367.0</b>
Current interest-bearing liabilities	160.0	0.0	0.0
Trade payable	0.1	0.4	0.1
Short-term liabilities to Group companies	164.6	341.7	246.8
Other current liabilities	4.6	3.0	3.5
<b>Total current liabilities</b>	<b>329.4</b>	<b>345.1</b>	<b>250.4</b>
<b>TOTAL EQUITY AND LIABILITES</b>	<b>1,263.6</b>	<b>1,222.3</b>	<b>1,334.5</b>

## Notes

### Note 1 – Accounting principles

The interim report is presented in accordance with IAS 34 “Interim Financial Reporting”, which has been approved by the EU. Furthermore, The Group applies the Swedish Annual Accounts Act (ÅRL) and the Swedish Financial Reporting Board’s recommendation RFR 1 Supplementary Accounting Rules for Corporate Groups.

The Group applies IFRS (International Financial Reporting Standards), which have been adopted by the EU. In addition to the financial statements and their connected notes, disclosures in accordance with IAS 34.16A are also presented in other parts of the interim report. The Parent Company applies recommendation RFR 2, Accounting for Legal Entities of the Swedish Financial Reporting Board and Chapter 9 of the Swedish Annual Accounts Act, Interim Reports. The accounting policies applied by the Group and the 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 – 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 less than 20 per cent 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. Urban Green and Veg Tech is the most weather dependent and also the most seasonal businesses, as deliveries and installation rarely take place during the winter months.

### Note 3 – Effects of changes in accounting estimates and judgements

Significant estimates and judgements are described in Note 3 and Note 32 in the Annual Report for 2021. In the Group’s financial reports, an amended assessment has been made of the most probable outcome regarding earn-outs call/put options, as shown in Note 5 Financial instruments in this interim report. Otherwise, no essential changes have been made to these estimates or judgements which could have a material impact on the interim report.

### Note 4 – 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.

<b>Intangible assets, carrying amounts SEKm, unless otherwise stated</b>	<b>Goodwill</b>	<b>Trade- marks</b>	<b>Customer relations</b>	<b>Other</b>	<b>Total</b>
Opening balance, 1 January 2022	1041	11	93	33	1177
Investments	0	0	0	1	1
Acquisitions	9	0	0	0	9
Reclassification	0	0	0	4	4
Amortization	0	0	-14	-6	-19
Exchange-rate differences	27	0	3	1	31
<b>Closing balance, 30 June 2022</b>	<b>1,077</b>	<b>11</b>	<b>82</b>	<b>33</b>	<b>1,203</b>

## Note 5 – Financial instruments

Financial instruments measured at fair value in the balance sheet consist of call/put options and contingent considerations from acquisitions. Call/put options and contingent considerations are recognized in the balance sheet items “Other non-current liabilities” and “Other current liabilities”. The fair value of the call/put options and contingent considerations is based on probability weighted payments discounted at its present value, see further description in the Group’s 2021 Annual Report. The fair value measurements belong to level 3 in the fair value hierarchy in IFRS 13.

2022-06-30	At amortized cost	Fair value through profit or loss	Fair Value hedging instruments	Other <sup>1</sup>	Reported value	Fair value		
						Level 1	Level 2	Level 3
<b>Financial assets</b>								
Financial assets	12	-	-	109	122	-	-	-
Other non-current assets	23	-	-	-	23	-	-	-
Trade receivables	676	-	-	-	676	-	-	-
Other receivables <sup>2</sup>	-	-	-	83	83	-	-	-
Receivables for on-going construction	125	-	-	-	125	-	-	-
Cash and cash equivalents	105	-	-	-	105	-	-	-
<b>Total</b>	<b>940</b>	<b>-</b>	<b>-</b>	<b>192</b>	<b>1,132</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Financial liabilities</b>								
Non-current interest-bearing liabilities	867	-	-	-	867	-	-	-
Other non-current liabilities	2	31	-	-	32	-	-	31
Trade payable	373	-	-	-	373	-	-	-
Current interest-bearing liabilities	214	-	-	-	214	-	-	-
Other current liabilities <sup>2</sup>	125	-	-	226	351	-	-	-
<b>Total</b>	<b>1,580</b>	<b>31</b>	<b>-</b>	<b>226</b>	<b>1,837</b>	<b>-</b>	<b>-</b>	<b>31</b>

2021-06-30	At amortized cost	Fair value through profit or loss	Fair Value hedging instruments	Other <sup>1</sup>	Reported value	Fair value		
						Level 1	Level 2	Level 3
<b>Financial assets</b>								
Financial assets	8	-	-	91	99	-	-	-
Other non-current assets	14	-	-	-	14	-	-	-
Trade receivables	591	-	-	-	591	-	-	-
Other receivables <sup>2</sup>	-	-	2	58	60	-	2	-
Receivables for on-going construction	51	-	-	-	51	-	-	-
Cash and cash equivalents	198	-	-	-	198	-	-	-
<b>Total</b>	<b>862</b>	<b>-</b>	<b>2</b>	<b>150</b>	<b>1,014</b>	<b>-</b>	<b>2</b>	<b>-</b>
<b>Financial liabilities</b>								
Non-current interest-bearing liabilities	818	-	-	-	818	-	-	-
Other non-current liabilities	2	24	-	-	25	-	-	24
Trade payable	302	-	-	-	302	-	-	-
Current interest-bearing liabilities	41	-	-	-	41	-	-	-
Other current liabilities <sup>2</sup>	89	33	-	241	364	-	-	33
<b>Total</b>	<b>1,252</b>	<b>57</b>	<b>-</b>	<b>241</b>	<b>1,550</b>	<b>-</b>	<b>-</b>	<b>57</b>

<sup>1</sup> To enable reconciliation against items in the balance sheet, items that do not constitute financial instruments that are valued at fair value as well as other assets and liabilities have been included in Other.

<sup>2</sup> At the time of publication of the report, the information was not fully available to categorize financial instruments correctly.

Financial instruments measured at level 3 per 30 June:

MSEK	2022	2021
Opening balance	91	34
Fair value movement in income statement	-5	7
Acquisition	0	21
Paid	-56	0
Exchange-rate differences	1	-6
<b>Closing balance</b>	<b>31</b>	<b>57</b>

Fair value movement through income statement refers to the remeasurement of the put/call options and contingent considerations. For a description of valuation techniques and input data when valuing financial instruments at fair value, see note 32 in the Annual Report 2021. The remeasurement is attributable to a change in the assessment of forecasted EBITDA growth. During the second quarter, Nordic Waterproofing has settled and paid call/put options regarding SealEco B.V. and E.Voutilainen Oy. In SealEco B.V. has the remaining 33 percent of the shares been acquired for SEK 52 million. The agreement to acquire the remaining 20 percent of the shares in E.Voutilainen Oy has been renegotiated and Nordic Waterproofing has acquired the remaining shares one year in advance for SEK 4 million. The transactions have had no effect on equity since the options has been treated as if they had been exercised upon the initial acquisition.

## Note 6 – 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 10-11.

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	
	6M 2022	6M 2021	6M 2022	6M 2021	6M 2022	6M 2021	6M 2022	6M 2021
<b>Allocation of revenues external/internal</b>								
Revenues from external customers	1,705	1,372	461	399	0	0	2,167	1,771
Revenues from other segments	89	41	1	0	-90	-41	0	0
<b>Revenues, total</b>	<b>1,794</b>	<b>1,413</b>	<b>462</b>	<b>399</b>	<b>-90</b>	<b>-41</b>	<b>2,167</b>	<b>1,771</b>
<b>Allocation per country</b>								
Denmark	558	432	0	0	0	0	558	432
Sweden	377	293	16	26	0	0	392	319
Norway	257	225	68	81	-9	0	316	306
Finland	196	136	371	288	-81	-41	486	383
Europe (excluding Nordic region)	406	325	6	3	0	0	412	328
Other countries	2	3	0	0	0	0	2	3
<b>Total</b>	<b>1,795</b>	<b>1,413</b>	<b>461</b>	<b>399</b>	<b>-90</b>	<b>-41</b>	<b>2,167</b>	<b>1,771</b>
<b>Significant types of income</b>								
Sale of goods	1,533	1,160	0	0	-90	-41	1,443	1,119
Construction contracts	263	253	461	399	0	0	724	652
<b>Total</b>	<b>1,795</b>	<b>1,413</b>	<b>461</b>	<b>399</b>	<b>-90</b>	<b>-41</b>	<b>2,167</b>	<b>1,771</b>
<b>Time of revenue recognition</b>								
At a certain point in time	1,533	1,160	0	0	-90	-41	1,443	1,119
Over time	263	253	461	399	0	0	724	652
<b>Total</b>	<b>1,795</b>	<b>1,413</b>	<b>461</b>	<b>399</b>	<b>-90</b>	<b>-41</b>	<b>2,167</b>	<b>1,771</b>
<b>EBITDA</b>	<b>323</b>	<b>261</b>	<b>9</b>	<b>6</b>	<b>-25</b>	<b>-25</b>	<b>307</b>	<b>242</b>
Depreciation & Amortisation	-55	-48	-15	-10	-1	-2	-71	-60
<b>Operating profit (EBIT)</b>	<b>268</b>	<b>213</b>	<b>-6</b>	<b>-4</b>	<b>-26</b>	<b>-27</b>	<b>236</b>	<b>182</b>
Net finance items							-9	-16
<b>Profit/loss after finance items but before tax (EBT)</b>							<b>227</b>	<b>166</b>
Tax							-48	-39
<b>Profit/loss for the year</b>							<b>179</b>	<b>127</b>
<i>Assets</i>								
Intangible assets (goodwill & customer relations)	982	946	217	169	4	5	1,203	1,120
Property, plant and equipment	458	384	57	39	3	4	518	426
Participations in associated companies	0	0	107	89	0	0	107	89
Inventory	723	472	26	14	0	0	749	486
Other assets	751	638	270	178	-115	-99	906	717
Non-allocated assets					132	218	132	218
<b>Total assets</b>	<b>2,913</b>	<b>2,439</b>	<b>677</b>	<b>489</b>	<b>23</b>	<b>128</b>	<b>3,614</b>	<b>3,055</b>
<i>Liabilities and Equity</i>								
Equity					1,545	1,333	1,545	1,333
Other liabilities	710	645	174	140	-110	-95	774	690
Non-allocated liabilities					1,295	1,031	1,295	1,031
<b>Total liabilities and equity</b>	<b>710</b>	<b>645</b>	<b>174</b>	<b>140</b>	<b>2,730</b>	<b>2,270</b>	<b>3,614</b>	<b>3,055</b>
Investments in tangible & intangible assets	41	34	4	2	0	0	45	36

## Note 7 – Transactions with related parties

The Group has related party relationships with the associated companies as stated in Note 16 of the 2021 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 second quarter of 2022.

As also stated in Note 16 of the 2021 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, and distribution of shares from, the Group's incentive programs. During the second quarter 2022 have shares from the LTIP 2019 been distributed free of charge to key persons in management positions. Treasury shares has been credited with SEK 10.4 million and profit loss brought forward has been debited with the corresponding amount.

## Note 8 – Acquisitions of businesses

### Acquisitions during the first six months 2022

During the first six months, one subsidiary acquisition has been closed. The purchase prices amounted to SEK 27.7 million and was financed through Nordic Waterproofing's existing credit facilities. Acquisition-related costs amounted to a total of SEK 1.2 m in the form of consulting fees in connection with the acquisition process. These consulting expenses have been recognized as administrative expenses in the consolidated statement of profit or loss.

#### Gordon Low LTD

On the 1 February the Group through SealEco LTD acquired 100 percent of the British company Gordon Low LTD ("Gordon Low"). The acquisition is financed through Nordic Waterproofing's existing credit facilities and no future contingent purchase prices have been agreed. The company is headquartered in Bedfordshire and is a leading specialist fabricator and distributor of pond liners and other waterproof membranes for the aquatic, landscaping, commercial water containment and agriculture sector. Gordon Low has ca 20 employees and an annual turnover of GBP 5 m. Through the acquisition, the Group can expand the business of ponds and pools with Distripod products to more markets than Benelux. Gordon Low will be reported in the segment Products and Solutions. At the time of the publication of the report, the presentation of the acquisition was incomplete.

#### VKP Holding Oy

On 17 June 2022 the Group through Nordic Waterproofing Oy signed an agreement to acquire 70 per cent of the Finnish company VKP Holding Oy on July 1 2022. After the end of the second quarter, on July 1, the acquisition of 70 percent of VKP has, as planned, been completed. The purchase was financed within Nordic Waterproofing's existing credit facilities. The company is headquartered in Kajana and carry out different kinds of roofing and waterproofing services and is specialized in all types of roof renovation and maintenance activities. VKP has 75 employees and an annual turnover of ca EUR 9 million. The acquisition will, together with our existing Installation Services businesses, expand our geographical coverage of roofing services in the Finnish market. At the time of the publication of the report, the presentation of the acquisition was incomplete.

### Acquisitions during the prior year

During the first six months of 2021, a total of five acquisitions were made; On January 28, 70 percent of Byggpartner A/S was acquired, on February 4, 51 percent of Gauris B.V. was acquired and on March 18, 100 percent of Urban Green AB was acquired, on April 1, 84 percent of Seikat Oy was acquired, and on May 20, 80 percent of E.Voutilainen was acquired. The acquisition analyzes for these acquisitions are considered finished. Further, two acquisitions were made later during 2021. For information on these acquisitions, related contingent purchase prices and written call/put options, see Note 14 in the Group's Annual report for 2021.

The acquired companies' net assets in total on the respective acquisition dates:

<b>Purchase consideration</b>	<b>6M</b>	<b>6M</b>	<b>12M</b>
<b>SEK m</b>	<b>2022</b>	<b>2021</b>	<b>2021</b>
Cash paid	27.7	129.3	204.8
Call/put option	-	19.0	30.1
Vendor note and earn-out	-	2.3	2.3
<b>Total purchase consideration</b>	<b>27.7</b>	<b>150.7</b>	<b>237.2</b>

<b>Acquisition analysis</b>	<b>6M</b>	<b>6M</b>	<b>12M</b>
<b>SEK m, unless otherwise stated</b>	<b>2022</b>	<b>2021</b>	<b>2021</b>
Intangible assets	0.0	29.7	63.3
Tangible assets	0.5	23.1	30.4
Financial assets	0.0	0.1	0.2
Inventories	9.5	28.0	37.4
Trade and other receivables	7.1	48.5	56.9
Deferred tax asset	0.0	2.1	2.1
Cash and equivalents	7.7	17.1	28.9
Provisions	0.0	-0.2	-0.2
Other non-interest bearing liabilities	-4.9	-38.9	-46.4
Interest bearing liabilities	0.0	-8.8	-8.8
Deferred tax liabilities	0.0	-8.9	-15.6
<b>Net assets and liabilities</b>	<b>19.9</b>	<b>91.9</b>	<b>148.3</b>
Non-controlling interests	0.0	-10.8	-10.8
Goodwill	7.9	69.6	99.7
<b>Consideration</b>	<b>27.7</b>	<b>150.7</b>	<b>237.2</b>

<b>Acquisition of business - net cash impact,</b>	<b>6M</b>	<b>6M</b>	<b>12M</b>
<b>SEK m</b>	<b>2022</b>	<b>2021</b>	<b>2021</b>
Cash consideration	27.7	129.3	204.8
Less cash balances acquired	-7.7	-17.1	-28.9
Less redemption of loans	0.0	4.8	4.8
<b>Net cash impact - investing activities</b>	<b>20.1</b>	<b>117.0</b>	<b>180.6</b>

The acquisition analysis is preliminary, meaning that the fair value and the final purchase price allocation analysis has not been conclusively determined for all items. The final analysis for 2022 is expected to decrease goodwill and increase intangible assets and deferred tax liabilities with the identification and determination of customer relations. The final analysis is expected to in all material aspects, be in line with the preliminary.

## Definitions and reconciliations

### Key performance indicators not defined according to IFRS

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.

For a complete file with definitions and reconciliations of KPI's, see

<https://www.nordicwaterproofing.com/en/section/investors/interim-reports/>





## 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, through a part-owned company in Norway 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 Matakí, Trebolit, Phønix Tag Materialer, Kerabit, Byggpartner, Nortett, SealEco, Distri Pond, SPT-Painting, Taasinge Elementer, RVT, Urban Green and Veg Tech. Nordic Waterproofing Holding AB 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

Interim report, January-September 2022

25 October 2022

### Further information can be obtained from

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This interim report is information that Nordic Waterproofing Holding AB 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 19 July 2022, 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.

The English version is a translation of the Swedish original. In the event of any differences, the Swedish version applies.

