



A strong start to 2022

First quarter (January–March) 2022

- Net sales for the quarter increased by 26.4 per cent to SEK 3,086 million (2,442), of which 11.5 percentage points were organic growth, 13.5 were acquisition-driven and 1.4 were currency-driven.
- EBITA increased to SEK 158 million (96), and the EBITA margin increased to 5.1 per cent (3.9).
- The adjusted EBITA increased to SEK 176 million (131), and the adjusted EBITA margin increased to 5.7 per cent (5.3). Items affecting comparability had a negative effect on profit of SEK 18 million (35).
- EBIT strengthened to SEK 138 million (82).
- Profit for the quarter increased to SEK 44 million (14).
- Order intake increased to SEK 3,544 million (2,525).
- At the end of the quarter, the order backlog had increased to SEK 9,922 million (8,458).
- Three acquisitions, with in total 60 employees and combined estimated annual sales of SEK 95 million, were completed.



Key figures

	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
Net sales, SEKm	3,086	2,442	11,365	10,721
Growth, %	26.4	-2.7	14.3	7.1
Organic growth, %	11.5	-8.9	3.1	-3.6
Acquired growth, %	13.5	6.9	10.6	10.6
Currency effect, %	1.4	-0.8	0.6	0.1
EBITA, SEKm	158	96	790	728
EBITA-margin, %	5.1	3.9	7.0	6.8
Operating profit, EBIT, SEKm	138	82	715	659
Adjusted EBITA, SEKm	176	131	804	758
Adjusted EBITA margin, %	5.7	5.3	7.1	7.1
Profit for the period, SEKm	44	14	352	322
Order backlog, SEKm	9,922	8,458	9,922	9,370
Order intake, SEKm	3,544	2,525	12,277	11,258
Average number of employees, FTE	6,323	5,869	6,076	5,962

For definitions, refer to page 21. For reconciliation of key performance indicators not defined in accordance with IFRS, refer to page 15.

Unless otherwise indicated, amounts in the report are stated in SEK million rounded to the nearest million, which may result in rounding differences.

Assemblin Group AB

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Comments from the CEO

A strong start to 2022

In the first quarter of the year, we reported good growth, improved margins and strong cash flow despite increasing challenges, with increased prices for components and materials as well as increased international unease.

Good growth and strong order intake

Net sales continued rising in the first quarter of the year, increasing by 26.4 per cent to SEK 3,086 million (2,442), driven primarily by organic growth and acquisitions previously implemented. All business areas contributed to the increase in sales, which was very gratifying.

Order intake also rose, increasing sharply compared with the corresponding period in the preceding year, which contributed to a well-filled order backlog that increased to SEK 9,922 million (8,458) at the end of the quarter.

Margin boost despite setbacks from shortages of components and materials

From the perspective of profitability, the first quarter is one of our weakest seasonally speaking, although we strengthened our profitability compared with the preceding year. The adjusted EBITA margin rose from 5.3 per cent to 5.7. This means that on a rolling 12-month basis we have delivered an adjusted EBITA margin of 7.1 per cent. The improved profitability was driven by the Norwegian and Swedish operations, explained mainly by favourable growth in profitable segments. Assemblin Finland reported a negative result, due mainly to the severe impact on parts of the operations by delivery disruptions and price increases caused by the prevailing component and material shortages, but also due to continued high sick leave related to Covid 19. In the rest of the operations, the negative effects of the shortages were less tangible due to good purchasing planning and close cooperation with customers and suppliers.

Strong cash flows and good liquidity

We have been strengthening our cash flow for some time, and combined with unutilised credit limits, it amounted to SEK 1,337 million at the end of the quarter. Free cash flow for the quarter amounted to SEK 263 million (202). This contributed to cash generation equivalent to 114 per cent (131) on a rolling 12-month basis, well exceeding our target for cash generation of

more than 100 per cent. This means that our acquisition capacity remains strong.

We are currently experiencing favourable demand throughout the Nordic region, particularly reflected by our strong order intake, despite the economic prospects being more difficult to assess.

Market and outlook

The underlying driving forces for long-term growth in the installation markets remain strong, driven in particular by adaptations to climate change, developments in smart buildings, as well as urbanisation and other societal trends. This gives rise to new demands that we are well positioned to meet with our strong focus on intelligent and environmentally friendly installation solutions. We are currently experiencing favourable demand throughout the Nordic region, particularly reflected by our strong order intake, despite the economic prospects being more difficult to assess. The global pandemic has effected the economic environment, and the consequences of the on-going war are still not possible to fully assess. Thus far, the war has exacerbated the shortage of components and materials, which causes delivery disruptions and price increases that could temporarily affect our profitability. To date, we have managed to mitigate these challenges well, even though we have been hit locally.

On the whole, we still perceive favourable opportunities for continued growth, profitability and stable cash flows. International development must nonetheless be taken seriously and we are monitoring events closely to manage changes and adapt our operations.

Stockholm, May 2022

Mats Johansson
President and CEO, Assemblin

Overview, consolidated results

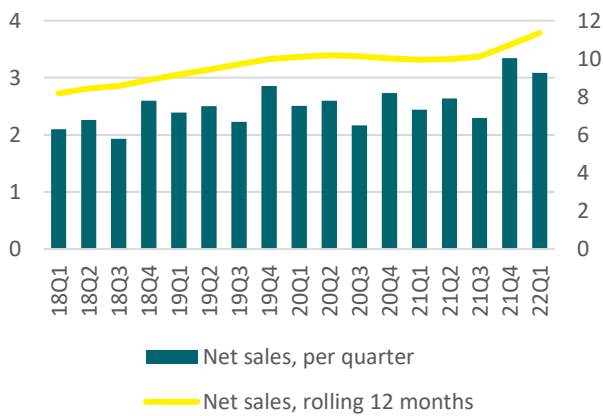
Net sales and order intake

First quarter (January–March) 2022

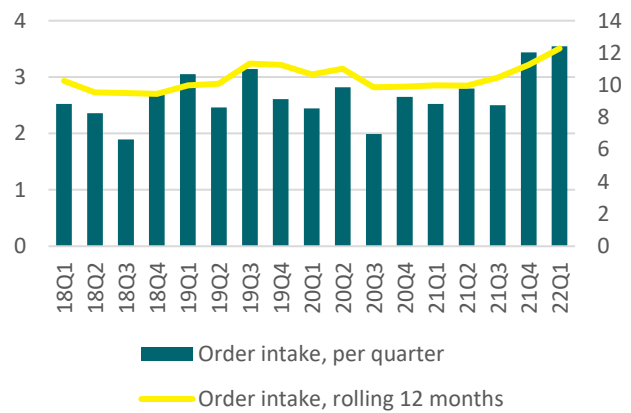
Net sales continued rising in the first quarter of the year, increasing by 26.4 per cent to SEK 3,086 million (2,442), of which 11.5 percentage points were organic growth, 13.5 were acquisition-driven and 1.4 were currency-driven. All business areas contributed to the increase in sales.

The proportion of services amounted to 39 per cent (41) of consolidated sales. Order intake remained strong and increased to SEK 3,544 million (2,525), which contributed to the order backlog at the end of the period amounted to SEK 9,922 million (8,458).

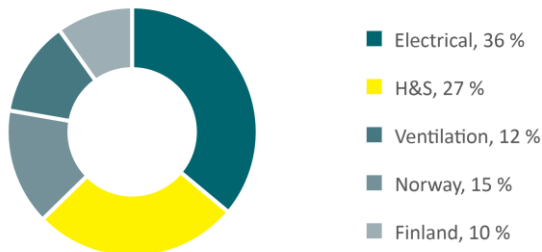
Net sales, SEK bn Net sales per business area, rolling 12 months



Order intake, SEK bn



Net sales per business area, rolling 12 months



Net sales per assignment, rolling 12 months



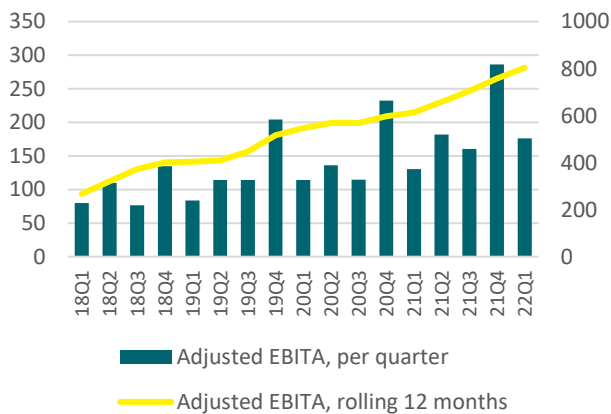
Earnings and profitability

First quarter (January–March) 2022

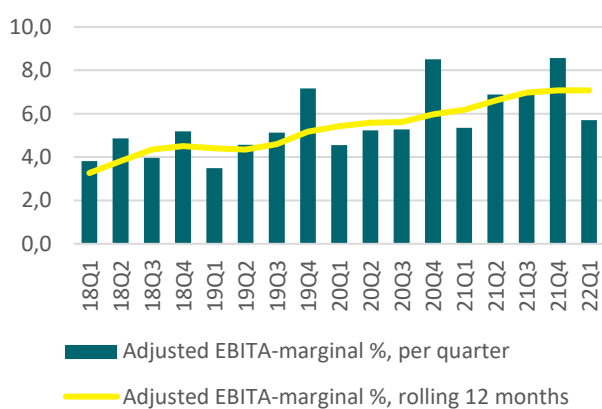
EBITA for the quarter increased to SEK 158 million (96) and the EBITA margin to 5.1 per cent (3.9), while adjusted EBITA increased to SEK 176 million (131) and the adjusted EBITA margin increased to 5.7 per cent (5.3). The adjustments for the quarter comprised items affecting comparability equivalent to a negative SEK 18 million (35) mainly attributable to expenses for completing and integrating acquired companies, as well as external expenses for the strategic review of Assemblin's future (see also Note 3).

Profitability increased in all of the Swedish business areas and in Assemblin Norway, driven mainly by favourable growth in profitable segments and a sound project portfolio. In Assemblin Finland, operations with a high proportion of fixed-price projects were hit hard by price increases caused by the prevailing component and material shortages, which had a negative impact on earnings in the quarter. The situation was exacerbated by Assemblin's Finnish operations having less coordinated purchasing and a greater dependency on components currently in short supply. The Finnish operations continue to suffer a high level of sickness leave due to Covid 19.

Adjusted EBITA, SEK m



Adjusted EBITA margin, %



Net financial items and tax

Net financial items for the quarter changed by SEK 18 million to a negative SEK 82 million (64), driven by the increase in the bond debt in the first quarter of the preceding year. Tax for the quarter amounted to a negative SEK 11 million (4), corresponding to 21 per cent (21) of profit. Profit after tax for the quarter amounted to SEK 44 million (14).

Cash flow and financial position

Cash flow from operating activities for the quarter amounted to SEK 135 million (120), mainly driven by profit before tax. Cash flow for the quarter amounted to an inflow of SEK 36 million (945), where the difference compared with the preceding year is mainly explained by loans raised of SEK 100 million.

Net debt at the end of the quarter was SEK 3,679 million (2,726). The change was mainly explained by acquisitions made in 2021.

Cash and cash equivalents at the end of the quarter amounted to SEK 701 million (1,679) and unutilised available credit facilities amounted to a total of SEK 636 million (450).

Acquisitions and divestments

During the quarter, three acquisitions were finalised in Sweden and Finland, with a total 60 employees and combined annual sales of SEK 95 million. For more information on acquisitions and divestments completed, see Note 4.

Organisation and employees

Over the quarter, the average number of employees, restated in full-time equivalents (FTEs), increased to 6,323 (5,869). The increase is mainly explained by acquisitions.

Significant events during the quarter

- In January 2022, Assemblin Finland Oy acquired the operations of Sähköpalvelu J. Vainionpää in Turku, with annual sales of approximately SEK 15 million and about 11 employees.
- In January, Assemblin Ventilation acquired the ventilation and automation company Ehlin & Larsson in Västerås, with about 24 employees and annual sales of approximately SEK 40 million.
- On 1 February, Tero Kosunen took over as Business Area Manager for Assemblin Finland, also making him a member of Assemblin's Executive Management Team as of that date.
- In March, Assemblin Electrical acquired the automation company Jonicom i Kungsbacka AB, with annual sales of about SEK 40 million and some 25 employees.

Significant events following the quarter

In early April, Assemblin Electrical acquired two electricity companies (Stefan EI AB with annual sales of about SEK 20 million and 11 employees, and Lundqvist EI AB with annual sales of about SEK 50 million and 37 employees) and a power and high voltage company (Kraft and Elpartner in Västmanland AB with annual sales of approximately SEK 20 million and 10 employees).

Risks and uncertainties

Assemblin's greatest *market and business risks* are cyclical changes, calculation risks and customer risks. The market for new projects correlates particularly strongly with the construction cycle, although with a certain delay, while service operations are more cyclically independent.

The Group's *operational risks* are mainly associated with project implementation, quality deficiencies, material price risks and component shortages, work environment risks and the risk of skills shortages. Well-structured work processes, qualified purchasing efforts, systematic work environment efforts and successful recruitment efforts are important measures in minimising these risks. Assemblin's greatest *financial risks* are currency, interest rate, financing and credit risks, which are controlled by means of a comprehensive internal regulatory framework. Major *other risks* include legal risks, trust-damaging risks, cyber risks, pandemics and environmental risks. These risks are closely monitored and controlled.

The Group's and Parent Company's foremost risks are described in Assemblin's Annual Report, which can be found on Assemblin's website. Compared with the end of 2021/beginning of 2022, the risk of further impacts of the pandemic have abated, whilst the Russian invasion of the Ukraine exacerbates the risk of component shortages, material and fuel price increases, inflation and, in the long term, a recession. Assemblin does not have any operations in the Ukraine, Russia or Belarus, nor any significant suppliers in these countries.

Seasonal variations

Assemblin's operations are affected to some extent by seasonal variations. Due to the vacation period, the third quarter is normally the weakest quarter in terms of sales, margins and cash flow. During the first quarter of the year, sales and margins are usually lower due to reduced production caused by the winter weather, the large number of public holidays (New Year and sometimes Easter), as well as by calendar effects caused by numerous projects being completed in the fourth quarter. However, cash flow for the first quarter is normally affected positively by the stronger profits from the fourth quarter.

Parent Company

The Parent Company conducts performs and administration services that are affected indirectly by the same risks and uncertainties as the Group. The Parent Company's loss after tax for the quarter amounted to SEK 45 million (45). At 31 March 2022, the Parent Company's asset base totalled SEK 8,107 million (7,764). The change is attributable to, among other things, a shareholder contribution in the third quarter of 2021. Equity in the Parent Company amounted to SEK 4,142 million (3,973) million.

Related party transactions

No transactions have occurred between Assemblin and related parties that substantially impacted the Company's financial position and earnings.

The share and shareholders

Since 2015, Assemblin's principal shareholder has been investment company Triton via Ignition MidCo S.å.r.l. (owned by Triton Fund IV). Share capital amounts to SEK 509,740, with a quotient value of SEK 0.0032 per share.

Business areas

Business area Assemblin Electrical (Sweden)

Net sales and order intake

In the first quarter of the year, net sales increased to SEK 1,097 million (987). The growth of 11.1 per cent was both organic and acquisition-driven. The proportion of services increased to 49 per cent (48).

Order intake for the quarter increased to SEK 1,126 million (859), driven mainly by medium-sized and small project and service assignments. At the end of the quarter, the order backlog had increased to SEK 3,207 million (3,156).

Earnings and profitability

Adjusted EBITA for the quarter increased to SEK 76 million (56), strengthening the adjusted EBITA margin to 6.9 per cent (5.7). The improvement in profitability was mainly driven by good growth in profitable segments.

Key figures

	Quarter 1		Rolling 12 months	Full Year 2021
	2022	2021		
Net sales, SEKm	1,097	987	4,164	4,054
Growth, %	11.1	-4.7	5.1	1.1
Adjusted EBITA, SEKm	76	56	284	264
Adjusted EBITA margin, %	6.9	5.7	6.8	6.5
Order intake, SEKm	1,126	859	4,131	3,864
Order Backlog, SEKm	3,207	3,156	3,207	3,149
Average number of employees, FTE	2,736	2,784	2,717	2,729
Proportion of services, %	49	48	48	48



Business area Assemblin H&S (Sweden)

Net sales and order intake

Net sales for the quarter rose by 15.4 per cent to SEK 798 million (691), driven primarily by organic and acquired growth. The proportion of services amounted to 37 per cent (38).

Order intake for the quarter increased by 52.9 per cent to SEK 974 million (637), driven mainly by medium-sized and small project and service assignments. This contributed to an order backlog amounting to SEK 2,075 million (1,995) at the end of the quarter.

Earnings and profitability

Adjusted EBITA for the quarter increased to SEK 55 million (40), resulting in an adjusted EBITA margin of 6.9 per cent (5.8). The improvement in the margin was driven mainly by good growth in profitable segments.

Key figures

	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
Net sales, SEKm	798	691	3,073	2,966
Growth, %	15.4	5.7	13.4	11.0
Adjusted EBITA, SEKm	55	40	240	225
Adjusted EBITA margin, %	6.9	5.8	7.8	7.6
Order intake, SEKm	974	637	3,147	2,811
Order Backlog, SEKm	2,075	1,995	2,075	1,912
Average number of employees, FTE	1,418	1,447	1,431	1,438
Proportion of services, %	37	38	38	38

Business area Ventilation (Sweden)

Net sales and order intake

Net sales for the quarter increased to SEK 373 million (317), corresponding to growth of 17.7 per cent. Growth in the quarter was both organic and acquisition-driven. The share of services decreased to 20 (27) per cent, mainly due to high growth in project operations.

Order intake for the quarter increased to SEK 338 million (307) and the order backlog at the end of the quarter was SEK 1,637 million (1,626).

Earnings and profitability

Assemblin Ventilation delivered an adjusted EBITA of SEK 19 million (13) for the quarter. The adjusted EBITA margin increased to 5.2 per cent (4.1), which was mainly a leverage effect in the operations from increased volumes.

Key figures

	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
Net sales, SEKm	373	317	1,429	1,373
Growth, %	17.7	2.4	2.7	-0.8
Adjusted EBITA, SEKm	19	13	91	85
Adjusted EBITA margin, %	5.2	4.1	6.4	6.2
Order intake, SEKm	338	307	1,417	1,385
Order Backlog, SEKm	1,637	1,626	1,637	1,627
Average number of employees, FTE	557	547	544	541
Proportion of services, %	20	27	23	24

Business area Norway

Net sales and order intake

Assemblin Norway reported growth of 30.4 per cent for the quarter, entailing sales of SEK 480 million (368). Exchange rate fluctuations had a positive effect on sales of 8.0 per cent for the quarter. The proportion of services increased to 51 per cent (45).

Several major new project assignments meant that order intake in the quarter increased to SEK 634 million (486). The order backlog at the end of the quarter amounted to SEK 2,099 million (1,332).

Earnings and profitability

Profitability in Assemblin Norway remained high in the quarter. The adjusted EBITA margin amounted to 5.5 per cent (5.0), giving an adjusted EBITA of SEK 26 million (19).

Key figures

	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
Net sales, SEKm	480	368	1,740	1,628
Growth, %	30.4	-2.8	17.4	9.1
Adjusted EBITA, SEKm	26	19	143	135
Adjusted EBITA margin, %	5.5	5.0	8.2	8.3
Order intake, SEKm	634	486	2,315	2,167
Order Backlog, SEKm	2,099	1,332	2,099	1,875
Average number of employees, FTE	811	753	805	790
Proportion of services, %	51	45	50	48

Business area Finland

Net sales and order intake

Completed acquisitions contributed to sales rising to SEK 384 million (126). Exchange rate fluctuations had a positive effect on sales of 3.6 per cent for the quarter. The proportion of services amounted to 20 per cent (35), which was explained by the proportion of services being lower in the acquired companies.

Order intake for the quarter increased to SEK 472 million (236), driven mainly by acquired operations. At the end of the quarter, the order backlog had increased to SEK 904 million (349).

Earnings and profitability

In Assemblin Finland, adjusted EBITA decreased to a negative SEK 3 million (positive 3), and the adjusted EBITA margin was a negative 0.7 per cent (positive 2.3). The reason was that parts of the business were hit hard by delivery disruptions and price increases due to component shortages, especially in projects with fixed prices. The situation was exacerbated by procurement being less coordinated, as well as having a higher proportion of installation solutions based on components currently in short supply. In addition, the operations are still suffering from high Covid 19-related sick-leave.

Key figures

	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
Net sales, SEKm	384	126	1,141	882
Growth, %	206.0	-18.1	111.6	55.6
Adjusted EBITA, SEKm	-3	3	44	49
Adjusted EBITA margin, %	-0.7	2.3	3.8	5.6
Order intake, SEKm	472	236	1,267	1,031
Order Backlog, SEKm	904	349	904	808
Average number of employees, FTE	775	315	555	439
Proportion of services, %	20	35	24	27

Condensed consolidated statement of earnings

Amounts in SEKm	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
Net sales	3,086	2,442	11,365	10,721
Production cost	-2,480	-1,982	-9,024	-8,526
Gross profit	606	461	2,341	2,195
Sales and administrative expenses	-469	-379	-1,713	-1,623
Other operating income	-	-	87	87
Operating profit (EBIT)	138	82	715	659
Net financial items	-82	-64	-272	-254
Profit/loss before tax	56	18	442	405
Tax	-11	-4	-90	-82
Profit for the period	44	14	352	322
Profit for the year attributable to:				
Parent company owner	44	14	352	322
Holders without controlling influence	-	-	-	-
Profit for the period	44	14	352	322
Earnings per share before dilution, SEK	0.28	0.09	2.21	2.02
Earnings per share after dilution, SEK	0.28	0.09	2.21	2.02

Condensed comprehensive income

Amounts in SEKm	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
Profit for the period	44	14	352	322
Other comprehensive income				
Items that have been transferred or can be transferred to profit for the period				
Translation differences for the year in translation of foreign operations	52	48	62	59
Changes in the fair value of hedge reserve	2	8	8	15
Tax attributable to items that can be transferred to profit/loss for the year	-4	-7	-6	-9
Items that cannot be transferred to profit/loss for the year				
Revaluation of defined-benefit pension plans	0	0	-12	-12
Tax attributable to items that cannot be transferred to profit/loss for the year	0	-0	3	3
Other comprehensive income for the period	50	50	55	55
Comprehensive income for the period	94	64	408	377
Attributable to:				
Parent Company owners	94	64	408	377
Holders without controlling influence	-	-	-	-
Comprehensive income for the period	94	64	408	377

Condensed consolidated statement of financial position

Amounts in SEKm	31-Mar-2022	31-Mar-2021	31-Dec-2021
Assets			
Goodwill	4,878	3,147	4,774
Right-of-use assets	672	685	695
Other fixed assets	466	302	502
Total fixed assets	6,016	4,133	5,972
Contract assets	661	506	450
Trade receivables	1,416	1,153	1,643
Other receivables	521	373	466
Cash and cash equivalents	701	1,679	655
Total current assets	3,299	3,711	3,214
Total assets	9,315	7,844	9,186
Equity	72	-598	-22
Liabilities			
Long-term liabilities	4,812	4,684	4,820
Leasing debt	543	560	513
Total long-term liabilities	5,354	5,244	5,333
Leasing debt	194	200	247
Contract liabilities	960	792	946
Trade payables	1,075	808	1,081
Other current liabilities	1,660	1,398	1,602
Total current liabilities	3,889	3,197	3,876
Total liabilities	9,243	8,442	9,208
Total equity and liabilities	9,315	7,844	9,186
Where of interest-bearing liabilities	4,380	4,405	4,390

Condensed consolidated statement of changes in equity

Amounts in SEKm	Jan-Mar 2022	Jan-Mar 2021	Jan-Dec 2021
Equity at the beginning of the period	-22	-661	-661
Profit for the period	44	14	322
Other comprehensive income	50	50	55
Comprehensive income for the period	94	64	377
New capital issue	-	-	-
Equity at end of period *	72	-598	-22

* The negative equity is an accounting consequence of the restructuring of the group in 2019. The actual value of Assemblin's equity is better reflected in the equity of the parent company.

Condensed consolidated statement of cash flow

Amounts in SEKm	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
Operating activities				
Profit/loss before tax	56	18	442	405
Adjustments for items not included in the cash flow	93	114	315	336
Tax paid	-72	-49	-129	-106
	77	84	628	634
Changes in working capital				
Increase/decrease in inventories	-14	-2	-20	-8
Increase/decrease in operating receivables	260	174	-108	-193
Increase/decrease in operating liabilities *	-188	-137	134	185
Cash flow from operating activities	135	120	634	619
Investment activities				
Acquisitions of subsidiaries	-46	-134	-1,537	-1,626
Proceeds from sale of companies and shares	-	-	81	81
Net investment fixed assets	-9	-1	-22	-14
Dividend	10	0	32	22
Other	0	0	-2	-2
Cash flow from investment activities	-45	-135	-1,448	-1,538
Financing activities				
Shareholder contributions	-	-	252	252
Loans raised	0	1,008	320	1,328
Bank fee credit loan	-	-	-25	-25
Repayment of loan	-1	0	-515	-514
Amortisation of lease debt	-53	-48	-207	-202
Cash flow from financing activities	-54	961	-175	839
Cash flow for the period	36	945	-989	-81
Cash and cash equivalents at the beginning of the period	655	721	1,679	721
Exchange rate difference in cash and cash equivalents	10	13	11	15
Cash and cash equivalents at the end of the period	701	1,679	701	655
* Where of paid provisions	-29	-28	-101	-100

Condensed summary of the Parent Company's income statement

Amounts in SEKm	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
Net sales	0	0	38	38
Gross profit	0	0	38	38
Administrative expenses	-15	-22	-109	-116
Operating profit (EBIT)	-15	-22	-71	-78
Net financial items	-30	-23	-125	-118
Profit after financial items	-45	-45	-197	-197
Allocations	-	-	107	107
Profit/loss before tax	-45	-45	-90	-90
Tax	-	-	-4	-4
Profit for the period	-45	-45	-93	-94

The result for the period corresponds to the total result for the period.

Condensed consolidated statement of the Parent Company's financial position

Amounts in SEKm	31-Mar-2022	31-Mar-2021	31-Dec-2021
Assets			
Shares in Group companies	5,206	5,098	5,206
Receivables in Group companies	1,607	1,607	1,607
Other fixed assets	0	0	0
Total fixed assets	6,814	6,705	6,814
Short-term receivables, group companies	1,280	26	1,292
Other receivables	13	1	5
Cash and cash equivalents	1	1,033	1
Total current assets	1,293	1,059	1,297
Total assets	8,107	7,764	8,111
Equity			
Restricted equity	1	1	1
Unrestricted equity	4,141	3,973	4,186
Equity	4,142	3,973	4,186
Liabilities			
Long-term liabilities	3,641	3,649	3,627
Total long-term liabilities	3,641	3,649	3,627
Short-term payables, group companies	268	108	210
Other current liabilities	56	33	87
Total current liabilities	324	141	297
Total liabilities	3,965	3,790	3,924
Total equity and liabilities	8,107	7,764	8,111

Condensed statement of changes in equity for the Parent Company

Amounts in SEKm	Jan-Mar 2022	Jan-Mar 2021	Jan-Dec 2021
Equity at the beginning of the period	4,186	4,018	4,018
Shareholder contribution	-	-	262
Profit for the period *	-45	-45	-94
Equity at end of period	4,142	3,973	4,186

* Profit for the period corresponds to comprehensive income for the period.

Calculation of key performance indicators not defined under IFRS

The interim report presents financial measures not defined in accordance with IFRS but that provide, in Assemblin's view, valuable information about the Company's development. These key performance indicators are to be considered a complement to the financial measures defined in accordance with IFRS, and Assemblin's definitions of these measures may differ from other companies' definitions of the same concepts. A reconciliation of key performance indicators is provided below. For definitions of key performance indicators, see page 22.

Amounts in SEKm	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
Net debt				
Interest-bearing liabilities	4,380	4,405	4,380	4,390
Cash and cash equivalents	-701	-1,679	-701	-655
Net debt	3,679	2,726	3,679	3,736
Working capital				
Total current assets	3,299	3,711	3,299	3,214
- Cash and cash equivalents	-701	-1,679	-701	-655
- Tax assets *	-59	-45	-59	-18
Total current liabilities	-3,889	-3,197	-3,889	-3,876
- Short-term interest-bearing liabilities *	4		4	4
- Lease liabilities	194	200	194	247
- Current provision *	85	63	85	76
- Tax liabilities *	161	162	161	190
- Unpaid purchase consideration on acquisition of	133	21	133	134
- Accrued interest expenses *	10	10	10	10
Working capital	-763	-753	-763	-673
EBITA				
Profit for the period	44	14	352	322
Tax	11	4	90	82
Net financial items	82	64	272	254
Amortisation and impairment, intangible fixed assets	21	14	76	69
EBITA	158	96	790	728
Adjusted EBITA				
EBITA	158	96	790	728
Adjustments for Items Affecting Comparability **	18	35	13	31
Adjusted EBITA	176	131	804	758
Adjusted EBITDA				
EBITA	158	96	790	728
Adjustments for Items Affecting Comparability **	18	35	13	31
Depreciation of property, plant and equipment and right-of-use assets	59	54	228	222
Adjusted EBITDA	235	184	1,032	980
Changes in working capital				
Increase/decrease in inventories	-14	-2	-20	-8
Increase/decrease in operating receivables	260	174	-108	-193
Increase/decrease in operating liabilities *	-188	-137	134	185
Reversal of change in paid provisions	29	28	101	100
Changes in working capital	87	65	107	85
Free Cash Flow				
Adjusted EBITDA	235	184	1,032	980
Lease accounting adjustments	-33	-29	-128	-124
Changes in working capital	87	65	107	85
Net investment fixed assets	-9	-1	-22	-14
Net investments in leasing assets prior to the transition to IFRS16	-17	-17	-72	-72
Free Cash Flow	263	202	916	855
Cash Conversion				
Free Cash Flow	263	202	916	855
Adjusted EBITA	176	131	804	758
Cash Conversion (%)	149%	154%	114%	113%

* Derived from the balance sheet and Note in the Annual Report. ** Items affecting comparability are described in Note 3.

Notes

1. Accounting policies

This summary interim report for the Group has been prepared in accordance with IAS 34 Interim Financial Reporting and applicable provisions in the Annual Accounts Act. The interim report for the Parent Company has been prepared in accordance with Chapter 9 of the Annual Accounts Act, Interim Reports.

For the Group and the Parent Company, the same accounting principles and calculation bases have been applied as in the most recent Annual Report. Besides appearing in the financial statements and their accompanying notes, disclosures in accordance with IAS 34.16A also appear in other parts of the interim report. The calculation of earnings per share is based on the Group's profit for the period attributable to the Parent Company's shareholders and on the weighted average number of shares outstanding during the period.

During the period, the Group received government support and cost reductions that, combined, did not total a significant amount. These have been reported as cost reductions in the Condensed consolidated statement of earnings.

2. Operating segments

As of third quarter 2021, effects of IFRS 16 have been allocated per operating segment. In the report, this has also been performed for the comparison periods.

Net sales per business area	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
SEKm				
EI	1,097	987	4,164	4,054
VS	798	691	3,073	2,966
Ventilation	373	317	1,429	1,373
Norway	480	368	1,740	1,628
Finland	384	126	1,141	882
Eliminations	-46	-46	-182	-183
Total	3,086	2,442	11,365	10,721

Net sales per assignment	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
SEKm				
EI, Service	537	471	2,011	1,944
EI, Contracts	560	516	2,153	2,110
EI, Total	1,097	987	4,164	4,054
VS, Service	292	262	1,165	1,135
VS, Contracts	506	429	1,908	1,831
VS, Total	798	691	3,073	2,966
Ventilation, Service	75	85	326	335
Ventilation, Contracts	297	232	1,103	1,038
Ventilation, Total	373	317	1,429	1,373
Norge, Service	242	166	865	788
Norge, Contracts	237	202	875	840
Norge, Total	480	368	1,740	1,628
Finland, Service	75	44	270	239
Finland, Contracts	309	82	871	643
Finland, Total	384	126	1,141	882
Eliminations, Service	-8	-16	-38	-47
Eliminations, Contracts	-38	-30	-143	-136
Elimineringar, Totalt	-46	-46	-182	-183
Total, Service	1,215	1,011	4,598	4,395
Total, Contracts	1,872	1,431	6,766	6,326
Totalt	3,086	2,442	11,365	10,721

Adjusted EBITA and profit before tax SEKm	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
EI	76	56	284	264
VS	55	40	240	225
Ventilation	19	13	91	85
Norway	26	19	143	135
Finland	-3	3	44	49
Group-wide	0	0	-3	-3
Eliminations and other	2	0	5	3
Adjusted EBITA	176	131	804	758
<i>Adjusted EBITA margin, %</i>	5.7	5.3	7.1	7.1
Items Affecting Comparability	-18	-35	-13	-31
Amortisation and impairment, intangible fixed assets	-21	-14	-76	-69
Net financial items	-82	-64	-272	-254
Profit/loss before tax	56	18	442	405

Average number of employees, FTE	Quarter 1		Rolling	Full Year
	2022	2021	12 months	2021
EI	2,736	2,784	2,717	2,729
VS	1,418	1,447	1,431	1,438
Ventilation	557	547	544	541
Norge	811	753	805	790
Finland	775	315	555	439
Group shared functions	26	24	24	24
Total	6,323	5,869	6,076	5,962

3. Items affecting comparability

During the first quarter, the Group reported SEK -18 million (-35) as items affecting comparability. Items affecting comparability are reported separately due to their nature. Items affecting comparability in the quarter relate to costs for acquisitions and integration as well as the strategic review. The first quarter of the previous year also included costs for raising additional financing such as bond issuance.

4. Acquisition of business

During the period January–March 2022, Assemblin completed the following acquisitions:

Acquired unit	Country	Type	Time	Percentage of votes	Employees	Estimated annual sales in SEKm
Sähköpalvelu J. Vainionpää Oy	Sweden	Assets	January	-	11	15
Ehlin & Larsson AB	Sweden	Company	January	100%	24	40
Jonicom i Kungsbacka AB	Sweden	Company	March	100%	25	40

Effects of acquisitions in 2022

In the period January–March, Assemblin completed 3 acquisitions. Acquisition analyses regarding the acquired companies are preliminary. The acquisitions are reported in aggregate form in the table below as they are not individually of such a size that separate reporting of each acquisition is justified.

The business combinations had the following effects on the Group's assets and liabilities:	Fair value reported in the Group, SEKm per Q1
Intangible assets	0
Other intangible assets	2
Property, plant and equipment	0
Right of use assets	0
Other non-current assets	0
Trade receivables	8
Contracts assets	1
Other current assets	13
Provisions	0
Non-current liabilities	0
Deferred tax on surplus values	0
Trade payables	-6
Contract liabilities	-2
Current liabilities	-7
Net identifiable assets and liabilities	9
Group Goodwill	56
Consideration settled, cash	48
Consideration entered as liability*	17
Consideration	65
Purchase consideration paid	-48
Cash and cash equivalents acquired	9
Adjusted purchase prices attributable to previous years	-7
Acquisition expenses	0
Translation differences	0
Net effect on cash and cash equivalents	-46

*SEK 14 million is contingent purchase consideration liabilities and SEK 3 million is fixed purchase consideration liabilities.

5. Financial assets

Shareholdings in Elajo are reported at fair value. The shares are attributed to level 3 in the fair value hierarchy because they are not listed on a regulated market and no observable transactions have been made in the Company recently. As of 31 March 2022, fair value amounted to SEK 30 million and, at the end of the fourth quarter of 2021, fair value amounted to SEK 30 million (30).

Amounts entered as liabilities that may come to be paid out to previous owners (contingent purchase considerations) amounted to SEK 386 million (180) as of 31 March 2022 and are classified in accordance with level 3 in the fair value hierarchy. The Group's derivatives consist of currency interest rate swaps whose fair value is determined by discounting the future cash flows attributable to the instruments. The amount entered as a liability amounts to SEK 58 million and is classified in accordance with level 2 in the fair value hierarchy. The additional issue of EUR 100 million in January 2021 has not been hedged. The fair values of the Group's long-term assets and liabilities do not differ significantly from the reported values.

6. Non-current liabilities

As of 31 March 2022, non-current liabilities included pension provisions of SEK 780 million (753) (SEK 788 million as of 31 December 2021). The present value of the pension obligations is determined by an independent actuary applying a number of financial assumptions. Assumptions regarding inflation and future wage increases have increased since the comparison quarter, increasing the liability at the same time as the discount rate has been raised, which lowers it. The key assumptions for defined benefit obligations are:

	31-mar-2022	31-mar-2021	31-dec-2021
Discount rate	1.80%	1.10%	1.80%
Wage increase	2.70%	2.00%	2.70%
Inflation	2.20%	1.50%	2.20%

7. Events after the balance-sheet date

As of April 1, 2022, Assemblin EI AB acquired all shares in Stefan EI AB with annual sales of approximately SEK 20 million and 11 employees in Eskilstuna, Lundqvist EI AB with annual sales of approximately SEK 50 million and 37 employees in Uppsala and Kraft och Elpartner i Västmanland AB with annual sales of approximately SEK 20 million and 10 employees in Västerås. Following the balance sheet date, no other significant events of a company-specific nature have occurred.

Signature

Stockholm, 3 May, 2022

For the Board of Directors of Assemblin Group AB

Mats Johansson
President and CEO

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

For more information

For questions concerning this report, please contact CFO [Philip Carlsson](#) (tel: +46 10 475 39 50). For questions concerning operations in general, contact President and CEO [Mats Johansson](#) (tel: +46 10 475 39 60) or Head of Communications and Sustainability [Åsvor Brynne](#) (tel: +46 10 475 39 48).

More information is also available on our website: www.assemblin.com

Invitation to an investor presentation

On 4 May, at 10:00 CET, the company's President and CFO will present developments in the quarter in a webcast. To participate in the webcast, please register in advance using the following link:

<https://onlinexperiences.com/Launch/QReg/ShowUUID=D1B07EDE-CCBC-4A5B-9F39-052D5D22D4B8>

To listen to the presentation by telephone, dial +46 856642651 (Sweden), +44 3333000804 (UK) or any other international dial in numbers at

https://events-ftp.arkadin.com/ev/docs/NE_W2_TF_Events_International_Access_List.pdf

and use the PIN code **22111912#** (all participants).

The presentation material, and a recording of the webcast, will be published on the company's website www.assemblin.com under the "Investors" tab after the meeting.

Future reporting dates

Q2 Interim Report	January–June 2022	14 July 2022
Q3 Interim Report	January–September 2022	3 November 2022
Year-End Report	January–December 2022	23 February 2023
Q1 Interim Report	January–March 2023	May 2023

Definitions

Financial definitions

Adjusted EBITA Profit for the period before tax, net financial items, and amortisation and impairment of intangible assets, adjusted for items affecting comparability. Adjusted EBITA simplifies comparison over time.

Adjusted EBITDA EBITA before depreciation, amortisation and impairment, adjusted for items affecting comparability. Adjusted EBITDA simplifies comparison over time.

Adjusted EBITA margin, % Adjusted EBITA divided by net sales. Adjusted EBITA margin, % excludes the effect of items affecting comparability, simplifying comparisons over time.

Average number of employees (FTE) Calculated as the average number of employees over the year, taking the percentage of full-time employment into account. This indicates the personnel density in the operations.

Cash Conversion, % Free cash flow divided by adjusted EBITA. Cash conversion shows the proportion of profit converted into cash and cash equivalents.

Free cash flow Adjusted EBITDA with additions or deductions for changes in working capital adjusted for non-cash items with deductions for net investments in fixed assets, as well as net investments in leasing assets prior to the transition to IFRS16. Free cash flow is used to monitor the cash flow generated by the current operations before items affecting comparability.

Items affecting comparability Income or expenses that are separately disclosed due to their nature or amount. Primarily expenses for acquisitions and integration of acquisitions, as well as more comprehensive restructuring programmes and new establishments, as well as other irregular items. Accordingly, these items make comparison over time difficult.

Net sales/Sales Sales recorded in accordance with the Group's accounting policies as described in Assemblin's most recent Annual Report.

Net debt Interest-bearing liabilities, excluding pension liabilities, less cash and cash equivalents at the end of the period. This key performance indicator is a measure of the Group's total interest-bearing indebtedness.

Order intake The value of projects and service assignments received and changes to existing projects and service assignments in the period concerned. Order intake drives the change over time in the order backlog.

Order backlog Remaining production value in all assignments not completed at the end of the period. The order backlog is an indicator of the revenue remaining from orders that the Group has secured.

Working capital The sum of current assets, reduced by current tax assets and cash and cash equivalents less the sum of current liabilities, reduced by current provisions, current interest-bearing liabilities, current tax liability, accrued interest and unpaid purchase considerations in connection with acquisitions of subsidiaries. This key performance indicator shows the level of working capital in the operations.

EBITA Profit for the period before tax, net financial items, and amortisation and impairment of intangible fixed assets. EBITA is a key profit indicator used in monitoring the operations.

EBITA-margin EBITA divided by net sales. This shows the relative proportion between EBITA and net sales.

Operating profit (EBIT) Earnings before tax and net financial items. EBIT is a key profit indicator used in monitoring the operations.

EBITDA EBITA before depreciation and impairment of property, plant and equipment. EBITDA is a key profit indicator used in monitoring the operations.

Growth Change in net sales for the period in relation to net sales for the corresponding period in the preceding year. This reflects sales growth over time.

Growth via acquisitions, % The first 12 months' net sales from acquired units less the last 12 months from divested units divided by net sales for the corresponding period in the preceding year. This reflects the impact on net sales of the acquired or divested units.

Organic growth, % Growth excluding currency effects less acquired growth. This allows net sales to be compared over time.

Growth, currency effect, % Growth attributable to the currency effect of the translation of net sales in foreign operations. This reflects the translational impact of currency fluctuations on net sales.

Profit margin Profit for the period, divided by net sales for the period. Profit margin shows the comparability of the Group's profits over time.

Other definitions

Installations/Installation assignments New construction and renovation of technical systems in buildings, facilities and infrastructure.

Service assignments Operation and maintenance assignments, including maintenance-related renovation of technical systems in buildings, facilities and infrastructure.

It's the inside that matters.

In every building, there are people living and working who depend on functioning air, water and energy every day, year-round. Our skilled and committed employees make this a reality. With full focus on the inside, we'll take your construction project all the way from start to finish.

A complete installation and service partner



Electrical, Heating and sanitation, Ventilation, Automation, Data and telecom, Security, Industrial pipes, District heating, Cooling, Sprinklers and Instrumentation.

Our common platform

Vision

Smart and sustainable installations.
By people, for people.

Mission

We use air, energy and water to make buildings work and make people feel comfortable.

Business concept

We design, install and maintain technical systems for buildings.

We act as a responsible and value-adding company in relation to all our stakeholders.

Assemblin as a supplier

Innovative and sustainable installations that make buildings work and people feel comfortable.

Assemblin as an employer

A developing and responsible employer who offers exciting assignments in a good, safe and non-discriminatory work environment.



Assemblin as a social player

We create prosperous citizens in buildings with good indoor climate and carry out our activities with care for the environment and the community around us.

Assemblin as an investment

A good return through stable economic development with controlled risk and a sound business ethics approach.



Our view of sustainability.

We try to take responsibility for the impact that our services and installations give rise to. Our objective is to run a profitable and sound business with respect for the world around us and manage our own and other's resources efficiently. Assemblin shall show great environmental consideration in all our activities.