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## SECOND QUARTER

## Net sales

MSEK 522 (620) - down 11\% y-o-y, after adjusting for currency ( $-5 \%$ ).

## Operating income

MSEK 89 (88), generating an operating margin of 17.0\% (14.2) - comparative for Q2 2015 includes one-off expenses of MSEK 14 recognised following the acquisition of GKN Pumps.

## Earnings after tax

MSEK 63 (62); basic EPS of SEK 1.52 (1.45).

## Strong cash flow generated from operating activities

MSEK 132 (114) driven by reduction in working capital, which represented $3.4 \%$ (3.9) of annual sales.

## Group's net debt

MSEK 686 (455); gearing ratio of $112 \%$ (49) following the recognition of further pension remeasurement losses of MSEK 136 (gains 244), a dividend payout of MSEK 134 (127) and own share buy-backs of MSEK 47 (42) during the second quarter.

## FIRST SIX MONTHS

## Net sales

MSEK 1,040 (1,243) - down 13\% y-0-y, after adjusting for currency (-3\%).

## Operating income

MSEK 174 (205), generating an operating margin of 16.7\% (16.5) - comparative for 2015 includes negative goodwill of MSEK 15 and one-off expenses of MSEK 14, both associated with the acquisition of GKN Pumps.

Earnings after tax<br>MSEK 123 (151); basic EPS of SEK 2.98 (3.55)

## Solid cash flow generated from operating activities

MSEK 196 (177).

Key figures - Group

| Amounts in MSEK | Apr-Jun |  |  | Jan-Jun |  |  | $\frac{\text { Jul-Jun }}{2015 / 16}$ | $\frac{\text { Jan-Dec }}{2015}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2015 | Change | 2016 | 2015 | Change |  |  |
| Net sales | 522 | 620 | -16\% | 1,040 | 1,243 | -16\% | 2,103 | 2,306 |
| Operating income before items affecting comparability | 89 | 102 | -13\% | 174 | 204 | -15\% | 352 | 382 |
| Operating income | 89 | 88 | 1\% | 174 | 205 | -15\% | 350 | 381 |
| Earnings before tax | 82 | 84 | -2\% | 163 | 198 | -18\% | 328 | 363 |
| Net income for the period | 63 | 62 | 2\% | 123 | 151 | -19\% | 243 | 271 |
| Cash flow from operating activities | 132 | 114 | 16\% | 196 | 177 | 11\% | 385 | 366 |
| Net debt | 686 | 455 | 51\% | 686 | 455 | 51\% | 686 | 488 |
|  |  |  |  |  |  |  |  |  |
| Operating margin before items affecting comparability, \% | 17.0 | 16.5 | 0.5 | 16.7 | 16.4 | 0.3 | 16.7 | 16.6 |
| Operating margin, \% | 17.0 | 14.2 | 2.8 | 16.7 | 16.5 | 0.2 | 16.6 | 16.5 |
| Basic EPS, before items affecting comparability, SEK | 1.52 | 1.78 | -0.26 | 2.98 | 3.53 | -0.55 | 5.95 | 6.48 |
| Basic EPS, SEK | 1.52 | 1.45 | 0.07 | 2.98 | 3.55 | -0.57 | 5.90 | 6.45 |
| Return on equity, \% | 29.4 | 33.8 | -4.4 | 29.4 | 33.8 | -4.4 | 29.4 | 31.7 |
| Gearing ratio, \% | 112 | 49 | 63 | 112 | 49 | 63 | 112 | 57 |

» Our continued focus on business excellence will help us respond to these challenging market conditions as we prepare for the positive demand trend for European medium and heavy duty trucks to flatten out in the second half of 2016. «

# President and CEO，David Woolley， comments on Q2 2016 interim report． 

The group＇s sales for the second quarter and the first six months were down year－on－year by $11 \%$ and $13 \%$ respectively in constant currency．The primary reason for the fall in sales year－on－year continues to be the lower US volumes in the Class 8 heavy duty truck market，down by over 30\％in both the second quarter and the first six months，following a peak in the replacement cycle during the second half of 2015 and a subsequent correc－ tion of inventory levels．Conversely，the European truck market has shown steady year－on－year growth for the sixth consecu－ tive quarter．Off－highway sectors in both North America and Europe have remained soft as a result of low commodity prices and dealers having to de－stock inventory．Overall，Concentric＇s sales for the first six months were broadly in line with pub－ lished market indices．

Concentric Business Excellence（＂CBE＂）has been key in our ability to adapt operations to lower demand and thereby defend our margins．All parts of the business participate in this programme，driving continuous improvement in customer ser－ vice levels，employee motivation and operational excellence．

The successful implementation of this model has continued to strengthen the consolidated results in spite of the market headwinds，ensuring that the underlying EBIT margin for both the second quarter and the first six months improved to 17．0\％ and $16.7 \%$ respectively．In addition，we have continued to pro－ tect and enhance our sales and engineering resources to support the organic growth objectives that we set out at our Capital Markets Day back in 2014.

We also continue to explore acquisition opportunities for ena－ bling technologies that will enhance our solutions for variable displacement pumps and provide us with an even greater pres－ ence alongside our global customers．

## Outlook

The referendum on the UK＇s future in the EU resulted in a win for the leave campaign．At this point it is difficult to determine what the impact of this decision will be or what the new trade agree－ ments will look like．However，as a global business with a strong manufacturing footprint and R\＆D focus in the UK，Concentric is well positioned to face the challenges that lay ahead．
Looking forward，the orders received，and expected to be fulfilled during the third quarter of 2016，were slightly behind the sales levels of the second quarter of 2016．Our continued focus on business excellence will help us respond to these challenging market conditions as we prepare for the positive demand trend for European medium and heavy duty trucks to flatten out in the second half of 2016．North and South America will remain challenging for both on－and off－highway sectors． Market indices have been revised during the second quar－ ter and now suggest that production volumes blended to Concentric＇s end－markets and regions will remain soft during the second half of 2016，down $7 \%$ year－on－year for the full year 2016．Concentric remains well positioned both financially and operationally，to fully leverage our market opportunities．

KEY EVENTS
IN 2016

27 January

## Concentric secures nomination for Electro Hydraulic Steering ("EHS") system with leading global OEM.

A leading global manufacturer of heavy trucks and buses has nominated Concentric $A B$ to manufacture EHS units for their hybrid applications. Production will start in the fourth quarter of 2016, reaching mature volumes in 2018, which are expected to generate annual revenues of approximately MSEK 15 across Europe.

The EHS unit replaces the normal power steering pump and provides power steering assistance when needed. Conventional hydraulic steering systems use an IC engine driven pump which follows engine speed. Typically the pump is dimensioned to give full power steering function already at
idle speed of the IC engine. The pump is constantly running and consuming power from the engine. In a hybrid application where the vehicle can operate in pure electric mode, the conventional power steering system cannot be used since the IC engine is turned off during electric mode. However, using Concentric's EHS system, the unit only provides the required power on demand and can still operate during the electric mode for hybrid applications. The primary benefit of the EHS system is reduced energy consumption, achieving up to 50\% in certain applications.

Conventional steering system compared to an Energy Savings steering system


## 11 March

## Concentric shows innovative pump technology at BAUMA 2016.

The worldwide Concentric group was exhibiting its extensive range of pumps at BAUMA 2016, the leading trade fair for construction, building material and mining equipment and vehicles. Concentric's latest range of hydraulic products build upon the company's reputation for reducing fuel consumption, increasing system efficiency, providing high power density and reducing noise. Principal exhibits include:

- EHS unit which replaces the conventional IC engine driven power steering pump.
- F12 X high-pressure cast-iron FERRA series gear pump offering pressure capability up to 330 bar.
- Dual cone clutch pump, patented design, for hydraulic applications with high roading or intermittent duty cycle applications.
- 2-stage transmission oil pump, unique design for dual-clutch transmissions providing lubrication, cooling and clutch actuation.
- Variable flow oil pump, replaces the conventional engine lubrication pump.
- 2-speed water pump clutch, replaces the conventional engine coolant pump.


Variable Flow Oil Pump


Dual Cone Clutch Pump

EHS Unit


Transmission Oil Pump


FERRA Gear Pump


2-speed Water Pump Clutch


## 6 April

## Paul Fleetwood appointed SVP at Concentric AB.

We are proud to announce that Paul Fleetwood has been appointed Senior Vice President of Europe and Rest of World (RoW) at Concentric AB, with responsibility for operations in the UK, Sweden, Germany, China and India. Paul is based in the UK, with his appointment effective from Monday 9th May 2016. Paul joined Concentric from Wärtsilä Corporation where he was the Divisional Managing Director of the Hamworthy Pumps and Valves business (acquired in 2012).

FINANCIAL SUMMARY
GROUP

## Key figures - Group

| Amounts in MSEK | Apr-Jun |  |  | Jan-Jun |  |  | $\frac{\text { Jul-Jun }}{2015 / 16}$ | $\frac{\text { Jan-Dec }}{2015}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2015 | Change | 2016 | 2015 | Change |  |  |
| Netsales | 522 | 620 | -16\% | 1,040 | 1,243 | -16\% | 2,103 | 2,306 |
| Operating income before items affecting comparability | 89 | 102 | -13\% | 174 | 204 | -15\% | 352 | 382 |
| Operating income | 89 | 88 | 1\% | 174 | 205 | -15\% | 350 | 381 |
| Earnings before tax | 82 | 84 | -2\% | 163 | 198 | -18\% | 328 | 363 |
| Net income for the period | 63 | 62 | 2\% | 123 | 151 | -19\% | 243 | 271 |
| Operating margin before items affecting comparability, \% | 17.0 | 16.5 | 0.5 | 16.7 | 16.4 | 0.3 | 16.7 | 16.6 |
| Operating margin, \% | 17.0 | 14.2 | 2.8 | 16.7 | 16.5 | 0.2 | 16.6 | 16.5 |
| Basic EPS, before items affecting comparability, SEK | 1.52 | 1.78 | -0.26 | 2.98 | 3.53 | -0.55 | 5.95 | 6.48 |
| Basic EPS, SEK | 1.52 | 1.45 | 0.07 | 2.98 | 3.55 | -0.57 | 5.90 | 6.45 |
| Diluted EPS, SEK | 1.52 | 1.44 | 0.08 | 2.98 | 3.54 | -0.56 | 5.90 | 6.44 |
| Return on equity, \% | 29.4 | 33.8 | -4.4 | 29.4 | 33.8 | -4.4 | 29.4 | 31.7 |
| ROCE, \% | 27.5 | 29.0 | -1.5 | 27.5 | 29.0 | -1.5 | 27.5 | 28.8 |

## Sales

Sales for the second quarter were down year-on-year by 11\%, adjusting for the impact of currency ( $-5 \%$ ). As a result, sales for the first six months were down year-on-year by $13 \%$ adjusting for the impact of currency ( $-3 \%$ ). North American demand for Class 8 heavy-duty trucks remained weak following a peak in the replacement cycle during the second half of 2015.

This has been partially mitigated by the steady growth experienced in the European truck market, up year-on-year for the sixth consecutive quarter. However, commodity prices continue to suppress global demand for agricultural machinery and industrial applications, especially within the oil and gas industry. Construction equipment markets in North America and Europe have also remained soft with the macro economic uncertainty.

## Operating income

Operating margins for the second quarter and the first six months improved year-on-year, in spite of the drop in sales, after adjusting operating income in the prior year for those one-off items booked in respect of the acquisition of GKN Pumps. The CBE programme underpinned the group's strong results, optimising customer service, employee motivation and operational performance to adapt the business to the lower demand.

## Net financial items

Net financial expenses in the second quarter comprised of pension financial expenses of MSEK 5 (5) and other net interest expense of 2 (income 1). Accordingly, net financial expenses in the first six months comprised of pension financial expenses of MSEK 10 (10) and other net interest expense of 1 (income 3).

## Taxes

The underlying effective tax rate for the second quarter and the first six months was $23 \%$ (26) and $25 \%$ (24) respectively, adjusting earnings before tax in the prior year for MSEK 15 of negative goodwill which had no tax related entries. These rates reflect the mix of taxable earnings and tax rates applicable across the various tax jurisdictions.

## Earnings per share

The underlying basic EPS for the first six months was SEK 2.98 (3.53), down just SEK 0.55 per share after adjusting reported earnings per share in the prior year for one-off items in respect of the acquisition of GKN Pumps.


Sales \& Book-to-Bill

## Underlying EBIT \& Margins



EPS \& ROE


NET SALES AND OPERATING INCOME
BY REGION


Sales for the second quarter and the first six months were both down year-on-year by $22 \%$, adjusting for the impact of currency ( $-3 \%$ ). North American demand for Class 8 heavy-duty trucks remained weak following the peak in the replacement cycle during the second half of 2015. Commodity prices continue to suppress global demand for agricultural machinery and industrial applications, especially within the oil and gas industry. The construction equipment market in North America has also been adversely affected by the macro economic uncertainty. Demand in South America remains very weak across all end sectors.

Operating margins for the second quarter and the first six months have both fallen year-on-year, after adjusting operting income in the prior year for one-off items booked in respect of the acquisition of GKN Pumps. This is primarily due to the ongoing impact of the GKN operations acquired in Chivilcoy (Argentina), which continued to operate at a net loss under challenging market conditions. Excluding the results of Chivilcoy entirely, the operating margin in the first six months for the region's US businesses actually improved slightly year-on-year to $14.5 \%$ (14.2).

Europe \& Row


Sales for the second quarter were flat year-on-year, adjusting for the impact of currency ( $-4 \%$ ). As a result, sales for the first six months were down year-on-year by $2 \%$, adjusting for the impact of currency ( $-3 \%$ ). Commodity prices continue to suppress global demand for agricultural machinery and industrial applications, especially within the oil and gas industry. The construction equipment market in Europe has also remained soft with the macro economic uncertainty. This has largely been mitigated by the continued steady growth experienced
in the European truck market, up year-on-year for the six consecutive quarter.

Demand for trucks in India and China has shown some signs of improvement during the first six months but the off-highway sectors in these regions have remained weak.

Overall, the operating margins for the first six months improved year-on-year, as the associated decrease in operting income represented a drop-out rate of just $11 \%$ on the reduction in sales value.


Underlying EBIT \& Margins


Americas: EBIT
Europe RoW: EBIT Margin
Europe RoW: EBIT

MARKET DEVELOPMENT

## Concentric's sales for the first six months were broadly in line with published market indices

## North American end-markets

- Sales to our North American end markets remained down across the board in the second quarter, in line with the market indices.
- The worst affected end-market was Class 8 heavy-duty trucks, with sales down $30 \%$ year-on-year, following the peak in the replacement cycle during the second half of 2015 and a subsequent correction of inventory levels. This significant drop off in volumes also partly reflects Concentric's customer mix, as European OEMs have 'in-sourced' more of their engines for the North American market.


## European end-markets

- Sales to our European end markets in the second quarter were also directionally in line with the market indices.
$\square$ The strongest end-market in the second quarter continued to be medium and heavy duty trucks, with sales up 4\% year-on-year. Conversely, sales in the construction equipment and industrial applications end-markets were worse than the market indices suggest, especially for our hydraulic products.


## Emerging end-markets

- Sales to our South American end markets were down across the board in the second quarter, in line with the market indices, although this region represents less than $3 \%$ of the group's total revenues.
- Total Indian sales were actually up $11 \%$ in the second quarter, in contrast to the published market indices for the quarter, but more in line with the indices for the first six months. However, this did not have a significant impact on the group's results as the region only represents around 3\% of total revenues.
- Sales to our Chinese end markets were down across theboard in the second quarter, in line with the market indices, although this region represents less than $2 \%$ of the group's total revenues in the quarter.

Consolidated sales development

| Concentric | Q2-16 vs Q2-15 |  |  | H1-16 vs H1-15 |  |  | FY-16 vs FY-15 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Americas | Europe \& RoW | Group | Americas | Europe \& ROW | Group | Americas | Europe \& RoW | Group |
| Market - weighted average ${ }^{11}$ | -13\% | -1\% | -7\% | -16\% | -1\% | -8\% | -12\% | -3\% | -7\% |
| Actual - constant currency ${ }^{2}$ ) | -22\% | 0\% | -11\% | -22\% | -2\% | -13\% |  |  |  |

${ }^{1)}$ Based on latest market indices blended to Concentric's mix of end-markets and locations.
${ }^{2)}$ Based on actual sales in constant currency, including Alfdex.

Overall, market indices suggest production rates, blended to the Group's end-market and regions, were down 7\% year-onyear for the second quarter and down $8 \%$ for the first six months.

These indices are broadly in line with Concentric's actual
sales, although Concentric has experienced lower volumes in North America, particularly for Class 8 heavy duty trucks.

As noted in previous interim reports, movements in the market indices tend to lag the group's order intake experience by 3-6 months.

## PUBLISHED MARKET

INDICES


The market indices summarised in the table above reflect the Q2 2016 update of production
volumes received from Power Systems Research, Off-Highway Research and the International Truck Association of lift trucks.

## FINANCIAL POSITION

## Operational cash flow

The reported cash inflow from operating activities for the second quarter amounted to MSEK 132 (114), which represents SEK 3.21 (2.69) per share. This takes the cash inflow from operating activities for the first six months to MSEK 196 (177).

## Working capital

Total working capital at 30 June was MSEK 72 (89), which represented $3.4 \%$ (3.9) of annual sales.

Net investments in fixed assets
The Group's net investments in tangible fixed assets amounted to MSEK 4 (8) for the first six months.

## Net debt \& gearing

Following a review of the actuarial assumptions used to value the Group's defined benefit pension plans, remeasurement losses of MSEK 136 (gains 244) have been recognised in net pension liabilities during the second quarter, largely related to movements in the respective discount and inflation rates applied. As a result, the cumulative remeasurement losses for the first six months were MSEK 244 (gains 100).

Consequently, the Group's net debt at 30 June increased to MSEK 686 (455), comprising bank loans and corporate bonds of MSEK 180 (184) and net pension liabilities of MSEK 768 (488), net of cash amounting to MSEK 262 (217). Shareholders' equity amounted to MSEK 611 (929), resulting in a gearing ratio of 112\% (49) at the end of the second quarter.

Operational Cash Flow \& Working Capital


## Net Debt \& Gearing




CBE SPOTLIGHT:
SUSTAINABILITY \& SALES

# I've been with LICOS for 11 years now, the last 3 of which have been within the Concentric group, and sustainability in terms of building relationships and understanding the value that our customers attribute to our products has always been at the core of our sales process. 

Interview with Kurt Peter, VP of Sales for Engine Product in Europe.

How would you describe sustainability in relation to sales?
It is simple - sustainability in the selling process is all about the customer relationship - to deeply understand the customers needs and how they operate. The market is constantly changing and what the customer wants and needs today is not the same as it was 10 years ago. Design engineers amongst our customers don't always have the time to review and analyse new technologies and Concentric can help them understand how our technology can improve their products.

One of the things that Concentric and LICOS are well known
 for is the quality of the product - LICOS clutches and Concentric pumps are "fit and forget" products. Once our product has been designed into one of our customer's engine platforms, the end-user never needs to worry about the reliability of the component again. Our focus on high quality, high reliability and high performance products fits with a sustainable business model which avoids expensive "in-field" remedial costs.

Our sales teams are committed to the benefits the product can bring to the customer and the ultimate end user in terms of performance, fuel savings and lower emissions - thus making their product more marketable and moving firmly towards envi-
ronmental goals for sustainability, encouraged by Governments and espoused by many customers and end user organisations.

Our success is driven by engaging customers in advance of new projects. Ideally, we act as a consultant and thought leader, getting the customer's designers to start thinking about the benefits of switching to a new technology to save fuel and/or reduce emissions. These strong relationships built up with the customer help to ensure that Concentric is a supplier of choice for customers when they have new projects.

Where do you think we stand on sustainability both globally and relative to our competitors?
In Concentric, the sustainability message is understood by everyone - from engineering design, to sales and through to our production and customer services teams. In mature markets, like Europe especially, you cannot get a seat at the table if you cannot explain how your products align with customers' goals for sustainability. This is also dependent upon the philosophy of the customer too. However, Concentric's growth strategy has been to focus its sales efforts on the global OEMs/CV engine manufacturers, for whom sustainability is an important business goal. Based upon our annual customer surveys, ongoing development programs and recent technology road shows, Concentric is well placed to leverage these global relationships for new platform launches expected over the next 5 years.

In emerging countries, even though we may compete favourably on the sustainability front, the demands for sustainable products and processes are often not yet top priority. We can reasonably predict that their markets will develop in this way over time but in emerging countries today, as we do elsewhere, we match the value our products and service brings to meet our customers' needs. We don't assume that they feel as passionately about sustainability as we do.


## Do you track and report the benefits from sustainable products sold? If so, what results have you seen?

The Sales teams have to be able to report the benefits of our products to our customers. For example, the following expected fuel consumption forms the basis of our value proposition for the LICOS water pump clutch:

- Annual km of a long haul heavy-duty truck
- Average fuel consumption
- Annual diesel consumption
- Average saving of LICOS water pump clutch
$1 \%$ of total consumption
- Annual saving in diesel consumption


## $150,000 \mathrm{~km}$

$33 \mathrm{ltr} / 100 \mathrm{~km}$ 50,000 lt / year

These annual savings compare favourably against the expectations of the long haul heavy duty fleet owners, who generally accept a payback of up to 1 year on new technology. The best environmentally sustainable technologies also make good commercial sense ... it's not an ideology, but just simply a business case!

## G R O U P

| Amounts in MSEK | Apr-Jun |  | Jan-Jun |  | $\frac{\text { Jul-Jun }}{2 \text { 2015/16 }}$ | $\frac{\text { Jan-Dec }}{2015}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2015 | 2016 | 2015 |  |  |
| Net sales | 522 | 620 | 1,040 | 1,243 | 2,103 | 2,306 |
| Cost of goods sold | -373 | -455 | -744 | -906 | -1,521 | -1,683 |
| Gross income | 149 | 165 | 296 | 337 | 582 | 623 |
| Selling expenses | -20 | -21 | -34 | -44 | -67 | -77 |
| Administrative expenses | -37 | -37 | -76 | -74 | -149 | -147 |
| Product development expenses | -12 | -13 | -26 | -25 | -51 | -50 |
| Share of profit in joint venture, net of interest and tax | 5 | 5 | 7 | 10 | 4 | 7 |
| Other operating income and expenses | 4 | -11 | 7 | 1 | 31 | 25 |
| Operating income | 89 | 88 | 174 | 205 | 350 | 381 |
| Financial income and expense | -7 | -4 | -11 | -7 | -22 | -18 |
| Earnings before tax | 82 | 84 | 163 | 198 | 328 | 363 |
| Taxes | -19 | -22 | -40 | -47 | -85 | -92 |
| Net income for the period | 63 | 62 | 123 | 151 | 243 | 271 |
| Basic earnings per share before items affecting comparability, SEK | 1.52 | 1.78 | 2.98 | 3.53 | 5.95 | 6.48 |
| Basic earnings per share, SEK | 1.52 | 1.45 | 2.98 | 3.55 | 5.90 | 6.45 |
| Diluted earnings per share, SEK | 1.52 | 1.44 | 2.98 | 3.54 | 5.90 | 6.44 |
| Basic average number of shares (000) | 41,116 | 42,379 | 41,148 | 42,385 | 41,243 | 42,058 |
| Diluted average number of shares (000) | 41,171 | 42,546 | 41,200 | 42,543 | 41,298 | 42,119 |

## CONSOLIDATED STATEMENT <br> OF COMPREHENSIVE INCOME

| Amounts in MSEK | Apr-Jun |  | Jan-Jun |  | $\frac{\text { Jul-Jun }}{2015 / 16}$ | $\frac{\text { Jan-Dec }}{2015}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2015 | 2016 | 2015 |  |  |
| Net income for the period | 63 | 62 | 123 | 151 | 243 | 271 |
| Other comprehensive income |  |  |  |  |  |  |
| Items that will not be reclassified to the income statement |  |  |  |  |  |  |
| Net remeasurement gains and osses | -136 | 244 | -244 | 100 | -343 |  |
| Tax on net remeasurement gains and losses | 32 | -60 | 59 | -21 | 86 | 6 |
| Items that may be reclassified subsequently to the income statement |  |  |  |  |  |  |
| Exchange rate differences related to liabilities to foreign operations | -25 | 32 | - | -37 | 3 | -34 |
| Tax arising from exchange rate differences related to liabilities to foreign operations | 5 | -7 | - | 8 | -1 | 7 |
| Cash-flow hedging | -1 | -8 | 5 | -1 | 3 | -3 |
| Tax arising from cash-flow hedging | - | 2 | -1 | - | - |  |
| Foreign currency translation differences | 35 | -50 | -10 | 78 | -38 | 50 |
| Total other comprehensive income | -90 | 153 | -191 | 127 | -290 | 28 |
| Total comprehensive income | -27 | 215 | -68 | 278 | -47 | 299 |


| Amounts in MSEK | 30 Jun 2016 | 30 Jun 2015 | 31 Dec 2015 |
| :---: | :---: | :---: | :---: |
| Goodwill | 605 | 646 | 631 |
| Other intangible fixed assets | 276 | 332 | 306 |
| Tangible fixed assets | 166 | 204 | 187 |
| Share of net assets in joint venture | 15 | 19 | 20 |
| Deferred tax assets | 193 | 164 | 145 |
| Long-term receivables | 5 | 4 | 4 |
| Total fixed assets | 1,260 | 1,369 | 1,293 |
| Inventories | 184 | 232 | 201 |
| Current receivables | 300 | 361 | 254 |
| Cash and cash equivalents | 262 | 217 | 258 |
| Total current assets | 746 | 810 | 713 |
| Total assets | 2,006 | 2,179 | 2,006 |
| Total Shareholders' equity | 611 | 929 | 852 |
| Pensions and similar obligations | 768 | 488 | 564 |
| Deferred tax liabilities | 32 | 62 | 43 |
| Long-term interest-bearing liabilities | 177 | 177 | 178 |
| Other long-term liabilities | 8 | 12 | 10 |
| Total long-term liabilities | 985 | 739 | 795 |
| Short-term interest-bearing liabilities | 2 | 7 | 4 |
| Other current liabilities | 408 | 504 | 355 |
| Total current liabilities | 410 | 511 | 359 |
| Total equity and liabilities | 2,006 | 2,179 | 2,006 |

## Financial derivatives

The carrying amount of financial assets and financial liabilities are considered to be reasonable approximations of their fair values. Financial instruments carried at fair value on the balance sheet consist of derivative instruments. As of 30 June the fair value of derivative instruments that were assets was MSEK 5 (2), and the fair value of derivative instruments that were liabilities was MSEK o (o). These measurements belong in level 2 in the fair value hierarchy.

## CONSOLIDATED CHANGES IN SHAREHOLDERS' EQUITY, IN SUMMARY



## CONSOLIDATED CASH FLOW STATEMENT, IN SUMMARY



[^0]
## GROUP NOTES

## DATA PER SHARE

| Amounts in MSEK | Apr-Jun |  | Jan-Jun |  | $\begin{aligned} & \text { Jul-Jun } \\ & \hline \text { 2015/16 } \end{aligned}$ | $\frac{\text { Jan-Dec }}{2015}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2015 | 2016 | 2015 |  |  |
| Basic EPS, before items affecting comparability, SEK | 1.52 | 1.78 | 2.98 | 3.53 | 5.95 | 6.48 |
| Basic earnings per share, SEK | 1.52 | 1.45 | 2.98 | 3.55 | 5.90 | 6.45 |
| Diluted earnings per share, SEK | 1.52 | 1.44 | 2.98 | 3.54 | 5.90 | 6.44 |
| Equity per share, SEK | 14.96 | 22.02 | 14.96 | 22.02 | 14.96 | 20.46 |
| Cash-flow from current operations per share, SEK | 3.21 | 2.69 | 4.76 | 4.18 | 9.33 | 8.70 |
| Basic weighted average no. of shares (000's) | 41,116 | 42,379 | 41,148 | 42,385 | 41,243 | 42,058 |
| Diluted weighted average no. of shares (000's) | 41,171 | 42,546 | 41,200 | 42,543 | 41,298 | 42,119 |
| Number of shares at period-end (000's) | 40,831 | 42,178 | 40,831 | 42,178 | 40,831 | 41,180 |

## KEY FIGURES

|  | Apr-Jun |  | Jan-Jun |  | Jul-Jun | Jan-Dec |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2015 | 2016 | 2015 | 2015/16 | 2015 |
| Sales growth, \% | -16 | 13 | -16 | 17 | n/a | 7 |
| Sales growth, constant currency, \% ${ }^{1)}$ | -11 | 5 | -13 | -2 | n/a | -8 |
| EBITDA margin, \% | 20.7 | 17.7 | 20.6 | 18.8 | 20.7 | 19.7 |
| Operating margin before items affecting comparability, \% | 17.0 | 16.5 | 16.7 | 16.4 | 16.7 | 16.6 |
| Operating margin, \% | 17.0 | 14.2 | 16.7 | 16.5 | 16.6 | 16.5 |
| Capital Employed, MSEK | 1,181 | 1,344 | 1,181 | 1,344 | 1,181 | 1,254 |
| ROCE before items affecting comparability, \% | 27.5 | 28.9 | 27.5 | 28.9 | 27.5 | 28.9 |
| ROCE, \% | 27.5 | 29.0 | 27.5 | 29.0 | 27.5 | 28.8 |
| ROE, \% | 29.4 | 33.8 | 29.4 | 33.8 | 29.4 | 31.7 |
| Working Capital, MSEK | 72 | 89 | 72 | 89 | 84 | 101 |
| Working capital as a \% of annual sales | 3.4 | 3.9 | 3.4 | 3.9 | 4.0 | 4.4 |
| Net Debt, MSEK | 686 | 455 | 686 | 455 | 686 | 488 |
| Gearing ratio, \% | 112 | 49 | 112 | 49 | 112 | 57 |
| Net investments in PPE | 2 | 7 | 4 | 8 | 21 | 25 |
| R\&D, \% | 2.4 | 2.1 | 2.5 | 2.0 | 2.5 | 2.2 |
| Number of employees, average | 1,025 | 1,138 | 1,031 | 1,103 | 1,054 | 1,088 |

1) Also excludes the impact of any acquisition or divestments in that period.

## CONSOLIDATED INCOME STATEMENT IN SUMMARY, BY TYPE OF COST

| Amounts in MSEK | Apr-Jun |  | Jan-Jun |  | $\frac{\text { Jul-Jun }}{2015 / 16}$ | $\frac{\text { Jan-Dec }}{2015}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2015 | 2016 | 2015 |  |  |
| Net sales | 522 | 620 | 1,040 | 1,243 | 2,103 | 2,306 |
| Direct material costs | -257 | -320 | -516 | -641 | -1,055 | -1,180 |
| Personnel costs | -116 | -132 | -226 | -253 | -451 | -478 |
| Depreciation, amortization and write-downs | -20 | -22 | -40 | -29 | -85 | -74 |
| Share of profit in joint venture, net of tax | 5 | 5 | 7 | 10 | 4 | 7 |
| Other operating costs, net | -45 | -63 | -91 | -125 | -166 | -200 |
| Operating income | 89 | 88 | 174 | 205 | 350 | 381 |
| Financial income and expenses | -7 | -4 | -11 | -7 | -22 | -18 |
| Earnings before tax | 82 | 84 | 163 | 198 | 328 | 363 |
| Taxes | -19 | -22 | -40 | -47 | -85 | -92 |
| Net income for the period | 63 | 62 | 123 | 151 | 243 | 271 |

## OTHER OPERATING INCOME AND EXPENSES

| Amounts in MSEK | Apr-Jun |  | Jan-Jun |  | $\frac{\text { Jul-Jun }}{2015 / 16}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2015 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2015 | 2016 | 2015 |  |  |
| Tooling income | 1 | 5 | 2 | 9 | 5 | 12 |
| Royalty income from joint venture | 10 | 7 | 21 | 13 | 51 | 43 |
| Amortisation of acquisition related surplus values | -9 | -10 | -18 | -19 | -38 | -39 |
| Negative Goodwill | - | - | - | 15 | -2 | 13 |
| Acquisition-related expenses | - | -2 | - | -2 | - | -2 |
| Restructuring expenses | - | -12 | - | -12 | - | -12 |
| Other | 2 | 1 | 2 | -3 | 15 | 10 |
| Other operating income and expenses | 4 | -11 | 7 | 1 | 31 | 25 |

## SEGMENT REPORTING

The Americas segment comprises the Group's operations in the USA and South America. As our operations in India and China remain relatively small in comparison to our Western facilities, Europe \& RoW continues to be reported as a single combined segment, in line with our management structure,
comprising the Group's operations in Europe (including the proportional consolidation of Alfdex), India and China. The evaluation of an operating segment's earnings is based upon its operating income or EBIT. Financial assets and liabilities are not allocated to segments.

## SECOND QUARTER

| Amounts in MSEK | Apr-Jun |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Americas |  | Europe \& RoW |  | Elims-Adjs |  | Group |  |
|  | 2016 | 2015 | 2016 | 2015 | 2016 | 2015 | 2016 | 2015 |
| Total net sales | 259 | 339 | 343 | 362 | -80 | -81 | 522 | 620 |
| External net sales | 251 | 333 | 322 | 334 | -51 | -47 | 522 | 620 |
| Operating income before items affecting comparability | 32 | 46 | 58 | 58 | -1 | -2 | 89 | 102 |
| Operating income | 32 | 34 | 58 | 58 | -1 | -4 | 89 | 88 |
| Operating margin before items affecting comparability, \% | 12.8 | 13.9 | 18.0 | 17.3 | n/a | n/a | 17.0 | 16.5 |
| Operating margin, \% | 12.8 | 10.3 | 18.0 | 17.3 | n/a | n/a | 17.0 | 14.2 |
| Earnings before tax | 12 | 17 | 42 | 39 | 28 | 28 | 82 | 84 |
| Assets | 644 | 703 | 1,335 | 1,424 | 27 | 52 | 2,006 | 2,179 |
| Liabilities | 367 | 373 | 814 | 665 | 214 | 212 | 1,395 | 1,250 |
| Capital employed | 415 | 337 | 790 | 1,026 | -24 | -19 | 1,181 | 1,344 |
| ROCE before items affecting comparability, \% | 33.7 | 52.2 | 24.5 | 21.8 | n/a | n/a | 27.5 | 28.9 |
| ROCE, \% | 33.7 | 52.4 | 24.5 | 21.8 | n/a | n/a | 27.5 | 29.0 |
| Net investments in PPE | - | 4 | 2 | 3 | - | - | 2 |  |
| Depreciation, amortization and write-downs | 6 | 7 | 13 | 15 | 1 | - | 20 | 22 |
| Number of employees, average | 382 | 443 | 704 | 755 | -61 | -60 | 1,025 | 1,138 |

## FIRST SIX MONTHS

| Amounts in MSEK | Jan-Jun |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Americas |  | Europe \& RoW |  | Elims/Adjs |  | Group |  |
|  | 2016 | 2015 | 2016 | 2015 | 2016 | 2015 | 2016 | 2015 |
| Total net sales | 514 | 677 | 679 | 730 | -153 | -164 | 1,040 | 1,243 |
| External net sales | 501 | 664 | 637 | 673 | -98 | -94 | 1,040 | 1,243 |
| Operating income before items affecting comparability | 64 | 91 | 112 | 116 | -2 | -3 | 174 | 204 |
| Operating income | 64 | 94 | 112 | 116 | -2 | -5 | 174 | 205 |
| Operating margin before items affecting comparability, \% | 12.8 | 13.8 | 17.5 | 17.1 | n/a | n/a | 16.7 | 16.4 |
| Operating margin, \% | 12.8 | 14.2 | 17.5 | 17.1 | n/a | n/a | 16.7 | 16.5 |
| Earnings before tax | 22 | 61 | 81 | 88 | 60 | 49 | 163 | 198 |
| Assets | 644 | 703 | 1,335 | 1,424 | 27 | 52 | 2,006 | 2,179 |
| Liabilities | 367 | 373 | 814 | 665 | 214 | 212 | 1,395 | 1,250 |
| Capital employed | 415 | 337 | 790 | 1,026 | -24 | -19 | 1,181 | 1,344 |
| ROCE before items affecting comparability, \% | 33.7 | 52.2 | 24.5 | 21.8 | n/a | n/a | 27.5 | 28.9 |
| ROCE, \% | 33.7 | 52.4 | 24.5 | 21.8 | n/a | n/a | 27.5 | 29.0 |
| Net investments in PPE | 1 | 4 | 3 | 4 | - | - | 4 |  |
| Depreciation, amortization and write-downs | 13 | -1 | 27 | 30 | - | - | 40 | 29 |
| Number of employees, average | 390 | 404 | 703 | 756 | -62 | -57 | 1,031 | 1,103 |

## Seasonality

Each end-market will have its own seasonality profile based on the end-users, e.g. sales of agricultural machinery will be linked to harvest periods in the Northern and Southern hemispheres.
However, there is no significant seasonality in the demand profile of Concentric's customers and, therefore, the most significant driver is actually the number of working days in the period.

The weighted average number of working days in the second quarter was 64 (62) for the Group, with an average of 64 (63) working days for the Americas region and 64 (62) working days for the Europe \& RoW region.

The weighted average number of working days in the first six months was 126 (125) for the Group, with an average of 126 (124) working days for the Americas region and 127 (126) working days for the Europe \& RoW region.

## SALES BY PRODUCT GROUPS (including Alfdex)

| Amounts in MSEK | Apr-Jun |  | Jan-Jun |  | Jul-Jun | Jan-Dec |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2015 | 2016 | 2015 | 2015/16 | 2015 |
| Concentric branded Engine products | 277 | 334 | 554 | 667 | 1,158 | 1,271 |
| LICOS branded Engine products | 40 | 42 | 77 | 80 | 139 | 142 |
| Alfdex branded Engine products | 51 | 47 | 98 | 94 | 195 | 191 |
| Total Engine products | 368 | 423 | 729 | 841 | 1,492 | 1,604 |
| Total Hydraulics products | 205 | 244 | 409 | 496 | 806 | 893 |
| Eliminations | -51 | -47 | -98 | -94 | -195 | -191 |
| Total Group | 522 | 620 | 1,040 | 1,243 | 2,103 | 2,306 |

SALES BY GEOGRAPHIC LOCATION OF CUSTOMER

|  | Apr-Jun |  |  | Jan-Jun |  |  | Jul-Jun |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | Jan-Dec

## Employees

The average number of full-time equivalents employed by the group during the second quarter and the first six months was $1,025(1,138)$ and $1,031(1,103)$ respectively.

## Related-party transactions

The Parent Company is a related party to its subsidiaries and associated companies. Transactions with subsidiaries and associated companies occur on commercial market terms. No transactions have been carried out between Concentric AB and its subsidiary undertakings and any other related parties that had a material impact on either the company's or the group's financial position and results.

Events after the balance-sheet date
There were no significant post balance sheet events to report.

## Business overview

Descriptions of Concentric's business and its objectives, the excellence programme, its products, the driving forces it faces, market position and the end-markets it serves are all presented in the 2015 Annual Report on pages 8-11 and pages 18-41.

## Significant risks and uncertainties

All business operations involve risk - managed risk-taking is a condition of maintaining a sustainable profitable business. Risks may arise due to events in the world and can affect a given industry or market or can be specific to a single company or group. Concentric works continuously to identify, measure and manage risk, and in some cases Concentric is able to influence the likelihood that a risk-related event will occur. In cases in which such events are beyond Concentric's control, the aim is to minimise the consequences.

The risks to which Concentric may be exposed are classified into four main categories:

- Industry and market risks - external related risks such as the cyclical nature of our end-markets, intense competition, customer relationships and the availability and prices of raw materials;
- Operational risks - such as constraints on the capacity and flexibility of our production facilities and human capital, product development and new product introductions, customer complaints, product recalls and product liability;
- Legal risks - such as the protection and maintenance of intellectual property rights and potential disputes arising from third parties; and
- Financial risks - such as liquidity risk, interest rate fluctuations, currency fluctuations, credit risk, management of pension obligations and the group's capital structure

Concentric's Board of Directors and Senior management team have reviewed the development of these significant risks and uncertainties since the publication of the 2015 Annual Report and confirm that there have been no changes other than those comments made above in respect of market developments during the year. Please refer to the Risk and Risk Management section on pages 51-54 of the 2015 Annual Report for further details.

## Basis of Preparation and Accounting policies

This interim report for the Concentric AB group is prepared in accordance with IAS 34 Interim Financial Reporting and applicable rules in the Annual Accounts Act. The report for the Parent Company is prepared in accordance with the Annual Accounts Act, Chapter 9 and applicable rules in RFR2 Accounting for legal entities.

The basis of accounting and the accounting policies adopted in preparing this interim report are consistent for all periods presented and comply with those policies stated in the 2015 Annual Report.

## New standards, amendments and interpretations to existing standards that have been endorsed by the EU and adopted by the group

None of the IFRS and IFRIC interpretations endorsed by the EU are considered to have a material impact on the group.

## PARENT COMPANY

## Net sales and Operating income

Net sales for the period largely reflected the royalty income received from the joint venture, Alfdex AB. Operating income for the first six months improved due to the total remuneration received for services rendered. The company also received a dividend of MSEK 12 (12) in the first six months from their 50\% ownership in Alfdex AB.

## Buy-back and Holdings of Own Shares

The total number of holdings of own shares at 1 January 2016 was $1,672,396$ and the company did not repurchase any shares during the first quarter of 2016.
On 6 April 2016, the AGM resolved to retire 1,281,900 of the company's own repurchased shares. The retirement of shares has been carried out through a reduction of share capital with retirement of shares and a subsequent bonus issue to restore the share capital. Altogether, the resolution resulted in the total number of shares in issue reduced to 41,570,600 $(42,852,500)$ and the share capital being increased by SEK 29. In addition, the AGM resolved to authorise the Board of Directors, during the period up to the next AGM in 2017, to resolve
on buying back own shares so that the Company's holdings do not at any point exceed 10 percent of the total number of shares in issue. Acquisitions shall be made in cash and take place on NASDAQ OMX Stockholm, for the purpose of increasing the flexibility in connection with potential future corporate acquisitions, as well as to be able to improve the company's capital structure and to cover costs for, and enable delivery of shares under the company's LTI programmes.

During the second quarter, $115,360(157,760)$ options granted under the company's LTI programmes were exercised and satisfied in full using the company's holdings of own shares. In addition, under the own share buyback mandate resolved at the 2016 Annual General Meeting, the company also purchased 464,150 (371,104) ordinary shares for a total consideration of MSEK 47 (42). Consequently the company's total holdings of own shares at the end of the second quarter was 739,286 $(674,185)$, which represented $1.8 \%(1.6)$ of the total number of shares in issue of $41,570,600(42,852,500)$.

## PARENT COMPANY'S INCOME STATEMENT, IN SUMMARY

| Amounts in MSEK | Apr-Jun |  | Jan-Jun |  | $\frac{\text { Jul-Jun }}{2015 / 16}$ | $\frac{\text { Jan-Dec }}{2015}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2015 | 2016 | 2015 |  |  |
| Net sales | 10 | 8 | 21 | 14 | 52 | 45 |
| Other operating income | - | - | 21 | - | 21 |  |
| Operating costs | -3 | -5 | -8 | -9 | -19 | -20 |
| Operating income | 7 | 3 | 34 | 5 | 54 | 25 |
| Income from shares in subsidiaries | - | 99 | - | 99 | 17 | 116 |
| Income from shares in joint venture | 12 | - | 12 | 12 | 12 | 12 |
| Net foreign exchange rate differences | -25 | 32 | - | -37 | 3 | -34 |
| Other financial income and expense | -1 | -1 | -2 | -1 | -4 | -3 |
| Earnings before tax | -7 | 133 | 44 | 78 | 82 | 116 |
| Taxes | 4 | -8 | -7 | 7 | -11 |  |
| Net income for the period ${ }^{11}$ | -3 | 125 | 37 | 85 | 71 | 119 |

[^1]PARENT COMPANY'S BALANCE SHEET,
IN SUMMARY

| Amounts in MSEK | 30 Jun 2016 | 30 Jun 2015 | 31 Dec 2015 |
| :---: | :---: | :---: | :---: |
| Shares in subsidiaries | 2,414 | 2,415 | 2,414 |
| Shares in joint venture | 10 | 10 | 10 |
| Long-term loans receivable from subsidiaries | 22 | 27 | 29 |
| Deferred tax assets | 16 | 28 | 23 |
| Total financial fixed assets | 2,462 | 2,480 | 2,476 |
| Other current receivables | 5 | 4 | 3 |
| Short-term receivables from joint ventures | 4 | - | - |
| Short-term receivables from subsidiaries | 76 | 74 | 80 |
| Cash and cash equivalents | 97 | 76 | 103 |
| Total current assets | 182 | 154 | 186 |
| Total assets | 2,644 | 2,634 | 2,662 |
|  |  |  |  |
| Total Shareholders' equity | 1,169 | 1,372 | 1,306 |
| Pensions and similar obligations | 17 | 18 | 17 |
| Long-term interest-bearing liabilities | 175 | 175 | 175 |
| Long-term loans payable to subsidiaries | 1,256 | 1,022 | 1,136 |
| Total long-term liabilities | 1,448 | 1,215 | 1,328 |
| Short-term loans payable to joint ventures | - | 5 | - |
| Short-term loans payable to subsidiaries | 20 | 35 | 19 |
| Other current liabilities | 7 | 7 | 9 |
| Total current liabilities | 27 | 47 | 28 |
| Total equity and liabilities | 2,644 | 2,634 | 2,662 |

## PARENT COMPANY'S CHANGES IN SHAREHOLDERS' EQUITY, IN SUMMARY

| Amounts in MSEK | 30 Jun 2016 | 30 Jun 2015 | 31 Dec 2015 |
| :--- | ---: | ---: | ---: |
| Opening balance | 1,306 | 1,448 | $\mathbf{1 , 4 4 8}$ |
| Net income for the period | 37 | 85 | 119 |
| Dividend | -134 | -127 | -127 |
| Sale of own shares to satisfy LTI - options exercised | 7 | 8 | 8 |
| Buy-back of own shares | -47 | -42 | -142 |
| Closing balance | $\mathbf{1 , 1 6 9}$ | $\mathbf{1 , 3 7 2}$ | $\mathbf{1 , 3 0 6}$ |

Purpose of report and forward-looking information
Concentric AB (publ) is listed on NASDAQ OMX Stockholm, Mid Cap. The information in this report is of the type that Concentric AB is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication, through the agency of the contact persons set out below, at 8.00 CET on 22 July 2016.

This report contains forward-looking information in the
form of statements concerning the outlook for Concentric's operations. This information is based on the current expectations of Concentric's management, as well as estimates and forecasts. The actual future outcome could vary significantly compared with the information provided in this report, which is forward-looking, due to such considerations as changed conditions concerning the economy, market and competition.

## Future reporting dates

Interim report January - September 2016
Interim report January - December 2016
Annual Report January - December 2016
Annual General Meeting 2017

1 November, 2016
9 February, 2017
9 March, 2017
30 March, 2017

Stockholm, 22 July, 2016
Concentric AB (publ)

## Stefan Charette <br> Chairman

Claes Magnus Åkesson<br>Board member

Martin Lundstedt
Martin Sköld
Board member
Susanna Schneeberger
Board member

## David Woolley

President and CEO

For further information, please contact:
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Tel: +44 (o) 1214456545 or
E-mail: info@concentricab.com
Corporate Registration Number 556828-4995

## Auditors' Report on Review of Interim Financial Information

## Introduction

We have reviewed the interim report of Concentric $A B$ (publ), corporate identity number 556828-4995, as of 30 June, 2016 and for the six-month period then ended. The Board of Directors and the President are responsible for the preparation and fair presentation of this interim financial information in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express a conclusion on this interim annual report based on our review.

## Scope of Review

We conducted our review in accordance with the Standard on Review Engagements SÖG 2410, Review of Interim Report Performed by the Independent Auditor of the Entity. A review of interim information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures.

A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that we would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not give the same level of assurance as a conclusion expressed based on an audit.

## Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, in accordance with IAS 34 and the Annual Accounts Act for the Group and in accordance with the Annual Accounts Act for the Parent Company.

Stockholm, 22 July, 2016. KPMG AB

Anders Malmeby
Authorised Public Accountant

## Glossary \& Definitions

| Americas | Americas operating segment comprising the Group's operations in the USA and South America |
| :---: | :---: |
| Book-to-bill | Total sales orders received and booked into the order backlog during a three month period, expressed as a percentage of the total sales invoiced during that same three month period |
| Capital employed | Total assets less interest bearing financial assets and cash and cash equivalents and non-interest bearing liabilities, excluding any tax assets and tax liabilities |
| Drop-through rate | Year-on-year movement in operating income as a percentage of the year-on-year movement in net sales |
| EBIT or Operating income | Earnings before interest and tax |
| EBIT or Operating margin | Operating income as a percentage of net sales |
| EPS | Earnings per share, net income divided by the average number of shares |
| Europe \& RoW | Europe and the rest of the world operating segment comprising the Group's operations in Europe, India and China |
| Gearing ratio | Ratio of net debt to shareholders' equity |
| Gross margin | Net sales less cost of goods sold, as a percentage of net sales |
| Net debt | Total interest-bearing liabilities less liquid finds |
| Net investments | Fixed asset additions net of fixed asset disposals and retirements |
| PPE | Property, Plant and Equipment |
| PPM | Parts Per Million defect rate |
| OEMs | Original Equipment Manufacturers |
| Order backlog | Customer sales orders received which will be fulfilled over the next three months |
| R\&D | Research and development expenditure |
| ROCE | Return on capital employed; EBIT or Operating income as a percentage of the average capital employed over a rolling 12 months |
| ROE | Return on equity; net income as a percentage of the average shareholders' equity over a rolling 12 months |
| Sales growth, constant currency | Growth rate based on sales restated at prior year foreign exchange rates |
| Structural growth | Sales growth derived from new business contracts, i.e. not from changes in market demand or replacement business contracts |
| "Underlying" or <br> "before items affecting comparability" | Adjusted for restructuring costs and other 'one-off' items (including the taxation effects thereon, as appropriate) |
| Working capital | Current assets excluding cash and cash equivalents, less non-interest-bearing current liabilities |

## ALTERNATIVE PERFORMANCE MEASURES

|  | Apr-Jun |  |  | Jan-Jun |  |  | Jul-Jun | Jan-Dec |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

${ }^{1)}$ Negative goodwill had no tax related entries.
Underlying EBIT or Operating margin have been chosen as a measurement as this gives a fairer view of the performance of the business.


[^0]:    ${ }^{11}$ The total net cash outflow relating to the investment in GKN Pumps of MSEK 10 comprised the cash purchase consideration of MSEK 20 plus acquisition-related expenses MSEK 2, less the cash balances acquired of MSEK 12.

[^1]:    ${ }^{1)}$ Total Comprehensive income for the Parent Company is the same as net income for the period

