



Q3 Report 2018

Axel Gränitz, CEO
Mats Norberg, CFO
November 9th 2018



Polygon in figures

280,000

yearly assignments

3

continents

13

countries

300

depots

3,700

employees

600

million € sales

24/7

service

60

years' experience

Financial Highlights

Continuous Progress

Q3 2018

- Sales +25%
 - Adj. Organic growth 12%
 - Acquisition growth 14%
 - Currency effect -1%
- Adjusted EBITA +19%

EUR million	2018	Q3 2017	Diff	2018	Q1-Q3 2017	Diff	LTM	2017
Sales	158,1	126,1	25,4%	453,4	372,7	21,7%	593,2	512,4
<i>Adj. Organic growth</i>	<i>11,9%</i>	<i>2,8%</i>	<i>9,1%</i>	<i>8,0%</i>	<i>8,6%</i>	<i>-0,6%</i>	<i>5,3%</i>	<i>5,7%</i>
EBITDA	13,1	10,7	2,4	36,3	29,3	7,0	47,0	40,1
<i>EBITDA %</i>	<i>8,3%</i>	<i>8,5%</i>	<i>-0,2%</i>	<i>8,0%</i>	<i>7,9%</i>	<i>0,1%</i>	<i>7,9%</i>	<i>7,8%</i>
Adj. EBITDA	13,6	11,1	2,5	38,8	30,7	8,1	51,1	43,0
<i>Adj. EBITDA %</i>	<i>8,6%</i>	<i>8,8%</i>	<i>-0,2%</i>	<i>8,6%</i>	<i>8,2%</i>	<i>0,4%</i>	<i>8,6%</i>	<i>8,4%</i>
EBITA	9,7	8,2	1,5	26,5	22,1	4,4	34,5	30,1
<i>EBITA %</i>	<i>6,1%</i>	<i>6,5%</i>	<i>-0,4%</i>	<i>5,8%</i>	<i>5,9%</i>	<i>-0,1%</i>	<i>5,8%</i>	<i>5,9%</i>
Adj. EBITA	10,3	8,6	1,7	29,0	23,5	5,5	38,6	33,0
<i>Adj. EBITA %</i>	<i>6,5%</i>	<i>6,8%</i>	<i>-0,3%</i>	<i>6,4%</i>	<i>6,3%</i>	<i>0,1%</i>	<i>6,5%</i>	<i>6,4%</i>

Business Highlights Q3 2018

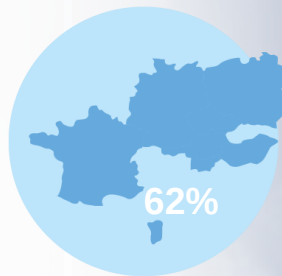
1. Continuous strong sales growth
 - Organic growth 12%
 - Acquisition 14%
2. Adjusted EBITA +19%
 - Strong comparable figures from last year
3. Integration of acquisitions progress as planned
4. Good order intake / backlog going into Q4
5. Clear agenda going forward
6. New CEO from 15 October 2018



Continental Europe

EUR million	2018	Q3 2017	Diff	2018	Q1-Q3 2017	Diff
Sales	101,5	85,2	19,1%	284,4	248,5	14,4%
Adj. EBITA	5,4	4,9	10,2%	16,8	15,4	9,1%
%	5,3%	5,8%	-0,5%	5,9%	6,2%	-0,3%

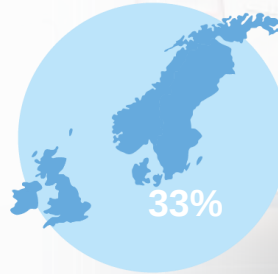
- Very strong organic growth in Q3 (17%)
- Organic growth in Germany at 19%
- Order intake / backlog strong going into the last quarter of the year
- Continuous good performance from acquired companies (Germany and France)
- Leverage from PolygonVATRO expertise (M&CC) in Europe



Nordics & UK

EUR million	2018	Q3 2017	Diff	2018	Q1-Q3 2017	Diff
Sales	47,4	31,6	50,0%	145,3	99,8	45,6%
Adj. EBITA	1,6	0,8	100,0%	5,0	2,5	100,0%
%	3,4%	2,5%	0,9%	3,4%	2,5%	0,9%

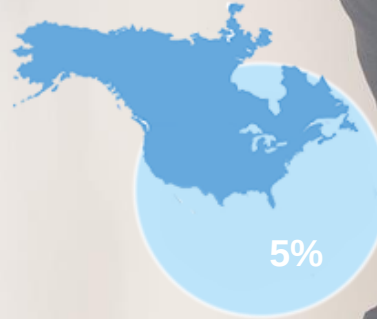
- Very strong growth (acquisition driven)
- Positive market in UK continued in Q3
- Strong performance in Denmark after a fast and smooth integration
- The Nordic countries recovered in the later part of the quarter (Norway and Finland)
- Two acquisitions closed in October (UK and Sweden)



North America

EUR million	2018	Q3 2017	Diff	2018	Q1-Q3 2017	Diff
Sales	9,0	9,5	-5,3%	24,4	24,4	0,0%
Adj. EBITA	1,3	1,8	-27,8%	2,8	3,3	-15,2%
%	14,4%	18,9%	-4,5%	11,5%	13,5%	-2,0%

- Negative sales due to challenging comparable figures in the US following the hurricanes Irma & Harvey
- Good order intake in the late part of September (hurricane Florence) which will materialize in Q4
- Positive development in Canada after a weak Q2



Cash Flow

- Operative Cash Flow Q3 EUR 11 million (+2 million vs. 2017)
- Improved Working Capital management after issues in first half of the year, mainly at “newcomers” (acquired units)
- Organic growth above expectations driving Capex (environmental issues in US)

EUR million	2018	Q3 2017	Diff	2018	Q1-Q3 2017	Diff	2017
EBIT	8,1	7,1	1,0	21,7	18,6	3,1	25,4
Non Cash Items	4,4	3,4	1,0	15,3	9,1	6,2	9,0
Income tax paid	-1,4	-1,4	0,0	-3,0	-2,2	-0,8	-3,0
Operating Cash Flow before change in working Capital	11,1	9,1	2,0	34,0	25,6	8,4	31,4
Change in Working Capital	1,1	1,0	0,1	-24,3	-7,2	-17,1	9,3
Operative Cash Flow	12,2	10,1	2,1	9,7	18,4	-8,7	40,7
Investing activities	-10,3	-6,4	-3,9	-44,8	-16,7	-28,1	-26,4
Cash Flow before financing activities	1,9	3,7	-1,8	-35,1	1,7	-36,8	14,3

Polygon Group

Financial Summary Q1-Q3 2018

Sales (EUR million)

453 (373)

- Total growth 22%
- Adj.Organic growth 8%
- Acquisitions 12%

Adjusted EBITA (EUR million)

29.0 (23.5)

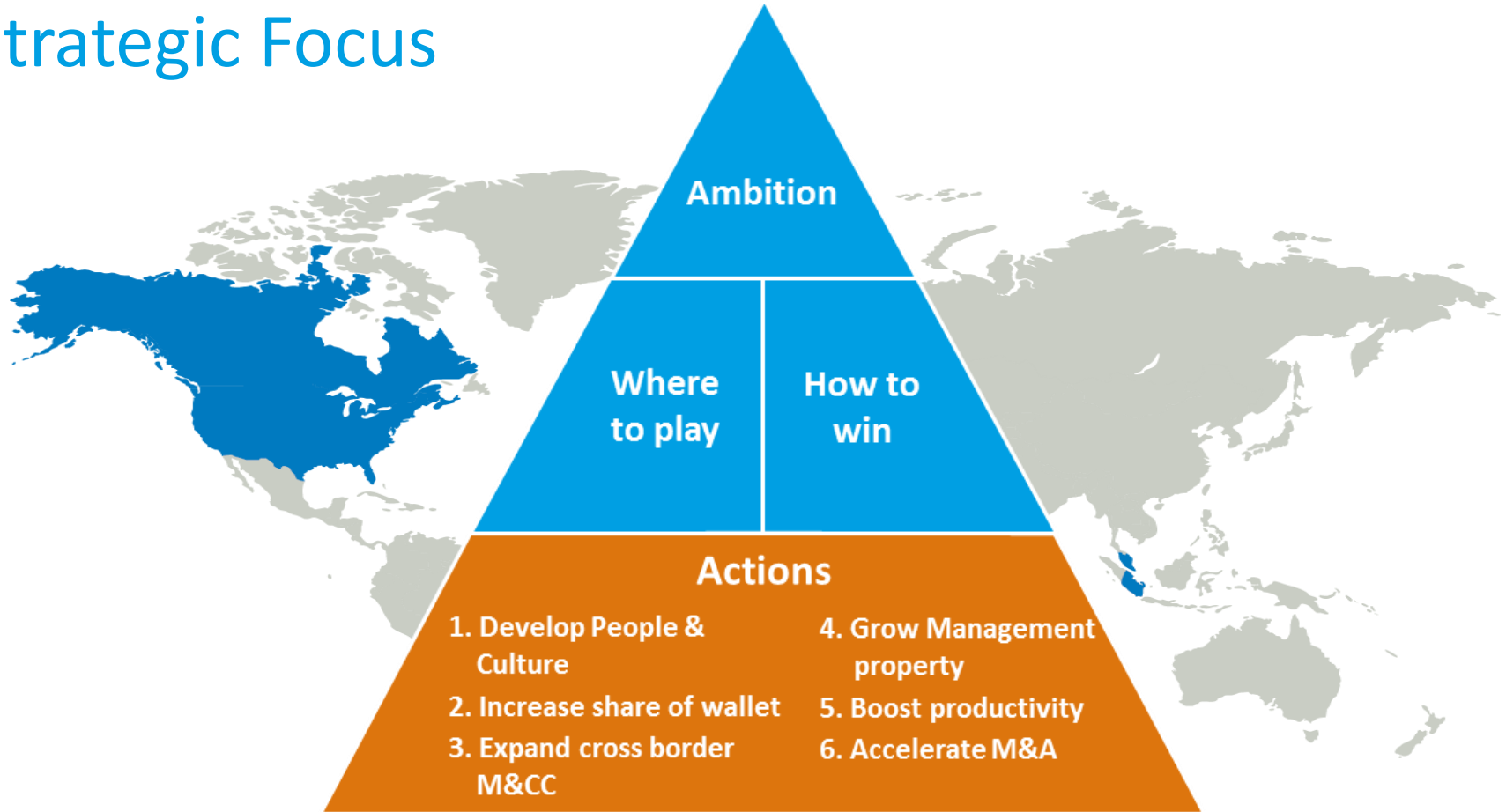
- Total increase 24%
- Adj. EBITA 6.4% +0.1%-pts

Operating Cash Flow (EUR million)

9.7 (18.4)

- WC change -24.3 (-7.2)
- Capex 14.7 (14.2)
- Net Debt 189.5 (150.5)

Strategic Focus



Acquisitions

Subsequent events

Polygon acquires Neways Property Care

10/9/2018



Polygon has acquired Neways Property Care in UK, on 3 October 2018. The acquisition enables Polygon to offer its customers a full service of property damage repair and restoration. The acquisition will add 54 employees and annual sales of £5.4 million.

Polygon acquires Refix Skadesanering AB in Sweden

10/2/2018



Following the acquisition of Caliber Sanering Sverige AB on April 1, Polygon continues to strengthen the fire service line in Sweden with the acquisition of Refix Skadesanering AB on October 1. The acquisition will add 30 permanent employees and a significant numbers of temporary employees and annual sales of 30 million SEK.

Date	Target	
March 2017	Villaklimat OBM	
Sep 2017	Polygon Nord	
Sep 2017	Skadegruppen/Coor	
Oct 2017	Dansk Byggningskontrol	
Oct 2017	Von der Lieck	
Dec 2017	BBN	
Jan 2018	Metodia	
Jan 2018	Franchise Norway (Drammen & Kongsberg)	
Jan 2018	Franchise Norway (Haugesund)	
Jan 2018	Franchise Norway (Hamar, Brumendal)	
Jan 2018	Caption Data	
Apr 2018	Caliber	
July 2018	Franchise Norway (Drammen & Kongsberg)	
Oct 2018	Neways	
Oct 2018	Refix	

20%

80%

Summary

After nine month

Sales

Growth 22%

15%
Acq.

8%
Organic

-1%
Curr.

Adjusted EBITA

+24%

- Improvement signs in the Nordic countries
- Overall good integration of newcomers
- Order intake continue in a good level

Opportunities

M&A
M&CC projects

- 9 acquisitions closed in H1
- Incorporation of franchise in Norway (Q3)
- 2 closed acquisitions in beginning of October

Q&A

