

Interim Report April-June 2016

July 19, 2016

Gunnebo's Product Areas and % of Sales YTD 2016

19%



Cash Management

- Deposit
- Dispensing
- Recycling
- Closed Cash Management Systems
- Services

20%



Entrance Security

- Entrance Control
- Security Doors & Partitions
- Electronic Article Surveillance
- Services

34%



Safes & Vaults

- Safes
- Vaults & Vault Doors
- Safe Deposit Lockers
- ATM Safes
- Services

20%



Electronic Security

- Access Control
- Intrusion Detection
- Electronic Locking
- Remote Monitoring
- Services

7%



Other

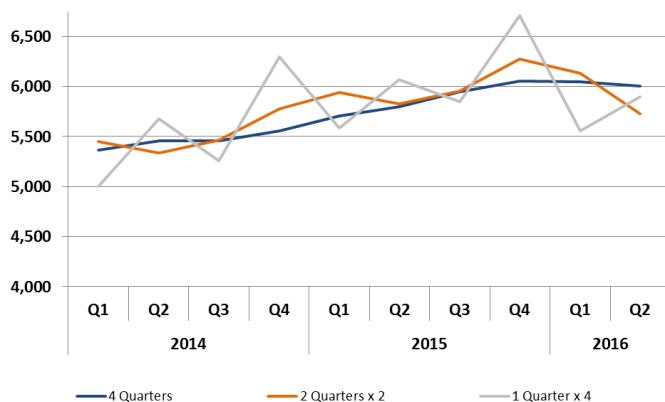
- Fire Safety products and services
- Other traded products and services

Second Quarter 2016 in Brief

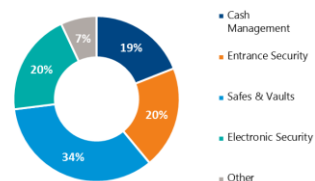
Q2 IN BRIEF	2016	2015	2016	2015	2015
	Apr - June	Apr - June	Jan - June	Jan - June	Jan - Dec
Net sales, MSEK	1 474	1 516	2 864	2 913	6 052
EBITDA excl. non-recurring items, MSEK	132	127	219	189	505
Operating profit (EBIT) excl. non-recurring items, MSEK	103	102	161	140	397
Operating margin (EBIT) excl. non-recurring items, %	7.0	6.7	5.6	4.8	6.6
Operating profit (EBIT), MSEK	80	80	133	109	320
Operating (EBIT) margin, %	5.4	5.3	4.6	3.8	5.3
Profit/loss for the period, MSEK	42	51	62	40	168
Earnings per share after dilution, SEK	0.55	0.64	0.81	0.51	2.18
Free cash flow, MSEK	27	-42	34	-185	56

- Organic sales growth of -1%
- Operating margin, excl. non-recurring items of 7.0%
- Free cash flow improvement of MSEK +69 MSEK

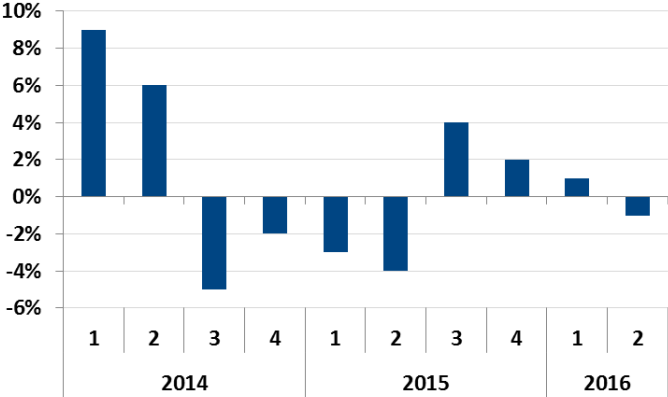
Net Sales, MSEK



Sales by Product Group, YTD



Organic Sales Growth by Quarter



Organic Sales Growth Development by Region Q2 2016 vs Q2 2015

EMEA

Sales: -1%



Asia-Pacific

Sales: +4%



Americas

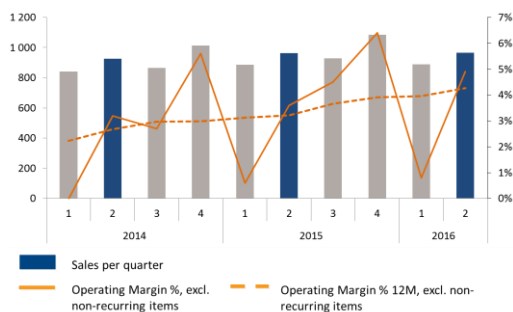
Sales: -6%



Group

Sales: -1%

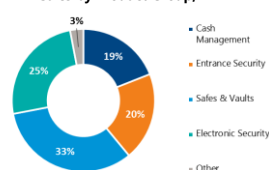
Region Europe, Middle East & Africa Q2 2016



REGION EMEA

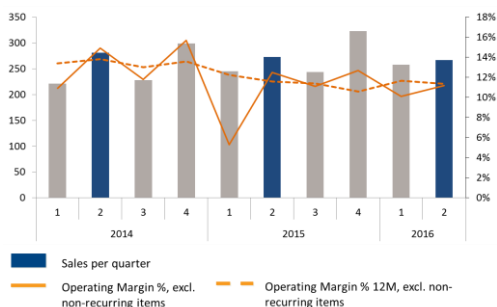
	2016		2015		2015	
	Apr - Jun	Apr - Jun	Jan - Jun	Jan - Jun	Jan - Dec	Jan - Dec
Net sales, MSEK	966	962	1 854	1 849	3 860	
Organic growth, %	-1	-2	-1	-2	0	
Operating profit (EBIT) excl. non-recurring items, MSEK	47	35	54	40	151	
Operating margin (EBIT) excl. non-recurring items, %	4.9	3.6	2.9	2.2	3.9	
Non-recurring items, MSEK	-22	-16	-25	-24	-67	
Operating profit (EBIT), MSEK	25	19	29	16	84	

EMEA Sales by Product Group, YTD



- Organic sales -1%
- Good development in France
- Europe Central, South and Nordics slightly down
- Both demand and sales in the UK were weak
- Cash Management & Entrance Security driving sales
- Continued focus on productivity
- Improved profitability: Operating margin up to 4.9%

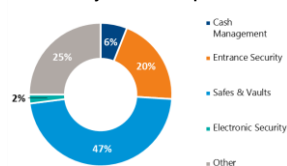
Region Asia-Pacific Q2 2016



REGION ASIA-PACIFIC

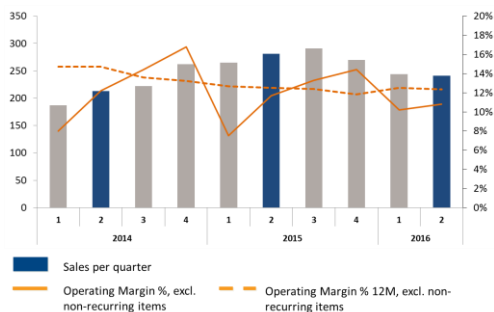
	2016		2015		2015	
	Apr - Jun	Apr - Jun	Jan - Jun	Jan - Jun	Jan - Dec	Jan - Dec
Net sales, MSEK	267	273	525	518	1 085	
Organic growth, %	4	-20	7	-27	-8	
Operating profit (EBIT) excl. non-recurring items, MSEK	30	34	56	47	115	
Operating margin (EBIT) excl. non-recurring items, %	11.2	12.5	10.7	9.1	10.6	
Non-recurring items, MSEK	-1	-3	-1	-4	-7	
Operating profit (EBIT), MSEK	29	31	55	43	108	

APAC Sales by Product Group, YTD



- Organic sales +4%
- OKI order driving sales
- Good development in South-East Asia
- Stabilized business in India
- Good development of sales of ATM safes
- Weaker development of Cash Management and Entrance Security

Region Americas Q2 2016

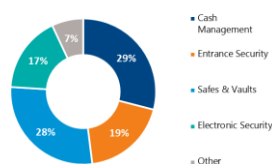


- Organic growth -6%
- Weak development in Latin America and delayed deliveries to US banks
- Cash Management continued to develop well, as well as sales of Safes & Vaults
- Weaker development of Electronic Security

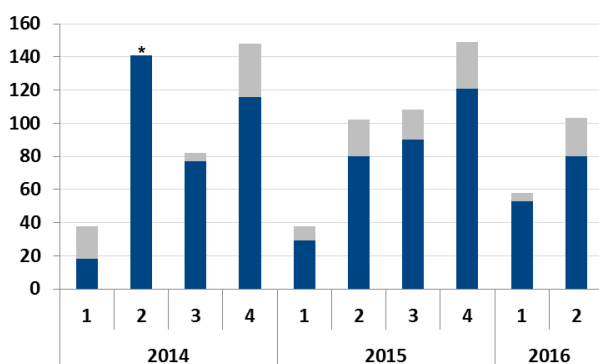
REGION AMERICAS

	2016 Apr - Jun	2015 Apr - Jun	2016 Jan - Jun	2015 Jan - Jun	2015 Jan - Dec
Net sales, MSEK	241	281	485	546	1 107
Organic growth, %	-6	5	-4	7	8
Operating profit (EBIT) excl. non-recurring items, MSEK	26	33	51	53	131
Operating margin (EBIT) excl. non-recurring items, %	10.8	11.7	10.5	9.7	11.8
Non-recurring items, MSEK	0	-3	-2	-3	-3
Operating profit (EBIT), MSEK	26	30	49	50	128

Americas Sales by Product Group, YTD



Operating Profit by Quarter, MSEK



Full year Operating Profit excl. non-recurring items

2015: 397
2014: 366

Operating Profit

2015: 320
2014: 352

Operating Profit Operating Profit, excl. non-recurring items

* Operating Profit excl. non-recurring items amounted to 98 MSEK in Q2 2014

Operating Profit Bridge (Quarter and Year-To-Date)

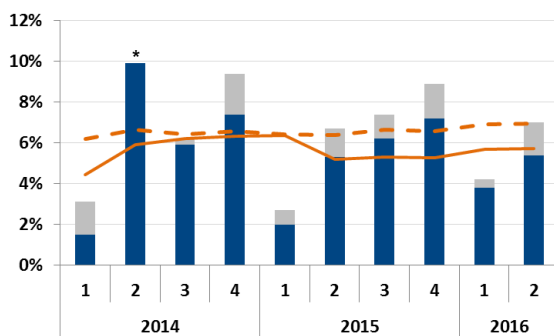
OPERATING PROFIT BRIDGE VS. LAST YEAR, MSEK

	QTD
Operating profit 2015	80
Organic	-4
Structure	14
Currency	-8
Other	-2
Operating profit 2016	80

OPERATING PROFIT BRIDGE VS. LAST YEAR, MSEK

	YTD
Operating profit 2015	109
Organic	0
Structure	28
Currency	-4
Other	0
Operating profit 2016	133

Operating Margin by Quarter, %



Full year Operating Margin, excl. non-recurring items

2015: 6.6
2014: 6.6

Operating Margin

2015: 5.3
2014: 6.3

■ Operating Margin %, Quarter
 ■ Operating Margin % Quarter, excl. non-recurring items
— Operating Margin %, 12M
 - - - Operating Margin % 12M, excl. non-recurring items

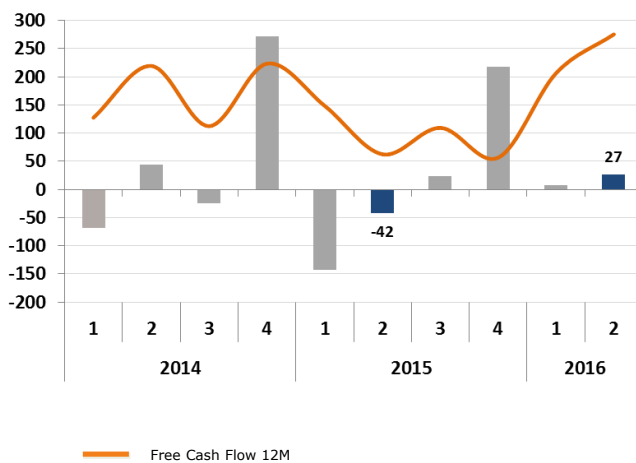
* Operating Margin, excl. non-recurring items 2014 Q2: 6.9

Group Income Statement

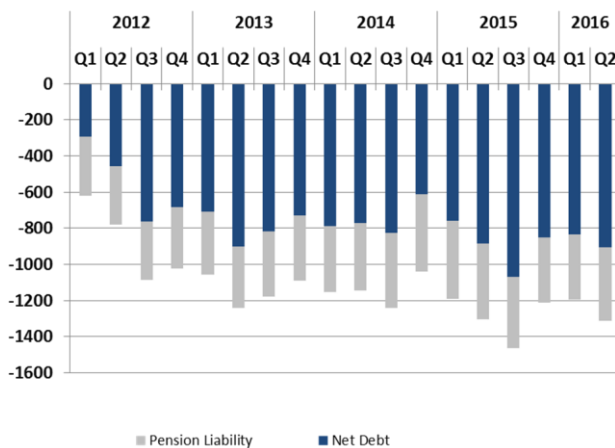
GROUP INCOME STATEMENT, CONDENSED

MSEK	2016	2015	2016	2015	2015
	Apr - Jun	Apr - Jun	Jan - Jun	Jan - Jun	Jan - Dec
Net sales	1,474	1,516	2,864	2,913	6,052
Cost of goods sold	-1,049	-1,053	-2,042	-2,048	-4,278
Gross profit	425	463	822	865	1,774
Selling and administrative expenses	-349	-383	-695	-755	-1,452
Other operating items, net	4	0	6	-1	-2
Operating profit/loss	80	80	133	109	320
Net financial items	-13	-9	-26	-26	-43
Profit/loss after financial items	68	71	107	83	277
Taxes	-26	-20	-45	-43	-109
Profit/loss for the period	42	51	62	40	168
<i>Profit and loss attributable to:</i>					
Parent company shareholders	41	49	61	39	166
Non-controlling interests	1	2	1	1	2
	42	51	62	40	168

Free Cash Flow



Net Debt



Gunnebo AB Dividend paid:

2014 Q2: MSEK 76
2015 Q2: MSEK 76
2016 Q2: MSEK 76

Group Financial Targets & Outcome

	FINANCIAL TARGETS & OUTCOME						Target
	2016		2015		2016		2016
	Apr - Jun	Apr - Jun	Jan - Jun	Jan - Jun	Jan - Jun	Jan - Dec	
Organic growth	-1%	-4%	0%	-3%	0%	2%	5%
Operating margin ¹⁾	7.0%	6.7%	5.6%	4.8%	6.6%	7.0%	7.0%
Return on capital employed ^{1,2)}	12.7%	12.1%	12.7%	12.1%	12.4%	12.7%	15%
Equity ratio	33%	34%	33%	34%	34%	33%	30%

¹⁾ Excluding non-recurring items

²⁾ During the last twelve-month period

Financial Calendar 2016-2017

