PROACT
The Power of Together

Key goal

Bring people together and accelerate new services, efficiently.

VISION

To be the world’s most trusted
IT services partner, enabling business
innovation and growth for our customers.

REVIEW OF 2016

Income statement January – December 2015

(MSEK)	Jan-Dec 2015	Jan-Dec 2014
System Sales	1,883.6	1,505.8
Services	914.1	813.7
Other	4.0	5.8
Revenue	**2,801.7**	**2,325.3**
Products and services	-2,127.2	-1,748.9
Gross profit	**674.4**	**576.3**
Sales and marketing	-369.9	-332.1
Administration	-182.7	-157.3
Non-recurrent items	-8.3	-2.0
Operating profit	**113.5**	**84.9**
Financial net	-9.5	0.3
Profit before tax	**104.1**	**85.2**
Margin	*3.7%*	*3.7%*
Tax	-25.6	-25.3
Profit after tax	**78.4**	**59.9**
Net margin	*2.8%*	*2.6%*

Revenue Growth	
Total revenue	21%
Currency adjusted	*16%*
System sales	25%
Currency adjusted	*21%*
Services	12%
Currency adjusted	*8%*

	Jan-Dec 2015		Jan-Dec 2014	
EBITDA	169.2	6.0%	144.2	6.2%
EBITA	140.4	5.0%	109.5	4.7%
EBIT	113.5	4.1%	84.9	3.7.%

Strategic view

Invest in core regions

Acquire and/or scale specialist skills

Improve challenging areas

Services growth, maximise product sales, drive innovation

Strengthen group functions

Create operational efficiency

Portfolio:Strategy

Impact on financials

PROACT

Delivering Business Agility

FINANCIAL REPORT

Full Year 2016

Income statement January - December 2016

(MSEK)	Jan-Dec 2016	Jan-Dec 2015
System Sales	1,896.3	1,883.6
Services	1,023.0	914.1
Other	2.4	4.0
Revenue	**2,921.7**	**2,801.7**
Products and services	-2,214.2	-2,127.2
Gross profit	**707.5**	**674.4**
Sales and marketing	-362.8	-369.9
Administration	-201.6	-182.7
Items affecting comparability	-5.8	-8.3
Operating profit	**137.2**	**113.5**
Financial net	-3.5	-9.5
Profit before tax	**133.7**	**104.1**
Margin	*4.6%*	*3.7%*
Tax	-37.0	-25.6
Profit after tax	**96.7**	**78.4**
Net margin	*3.3%*	*2.8%*

Revenue Growth	
Total revenue	4%
Currency adjusted	*7%*
System sales	1%
Currency adjusted	*3%*
Services	12%
Currency adjusted	*15%*

	Jan-Dec 2016		Jan-Dec 2015	
EBITDA	191.4	6.6%	169.2	6.0%
EBITA	163.9	5.6%	140.4	5.0%
EBIT	137.2	4.7%	113.5	4.1%

PROACT

Income statement October - December 2016

(MSEK)	Oct-Dec 2016	Oct-Dec 2015
System Sales	604.7	527.7
Services	263.1	234.0
Other	0.5	1.8
Revenue	**868.2**	**763.4**
Products and services	-663.0	-575.5
Gross profit	**205.2**	**187.9**
Sales and marketing	-94.8	-100.5
Administration	-58.7	-45.5
Items affecting comparability	-	-8.3
Operating profit	**51.7**	**33.6**
Financial net	-2.0	-4.4
Profit before tax	**49.7**	**29.2**
Margin	*5.7%*	*3.8%*
Tax	-15.9	-3.7
Profit after tax	**33.8**	**25.5**
Net margin	*3.9%*	*3.3%*

Revenue Growth	
Total revenue	14%
Currency adjusted	*14%*
System sales	15%
Currency adjusted	*15%*
Services	12%
Currency adjusted	*14%*

	Oct-Dec 2016		Oct-Dec 2015	
EBITDA	65.7	7.6%	47.1	6.2%
EBITA	56.8	6.5%	40.8	5.3%
EBIT	51.7	6.0%	33.6	4.4%

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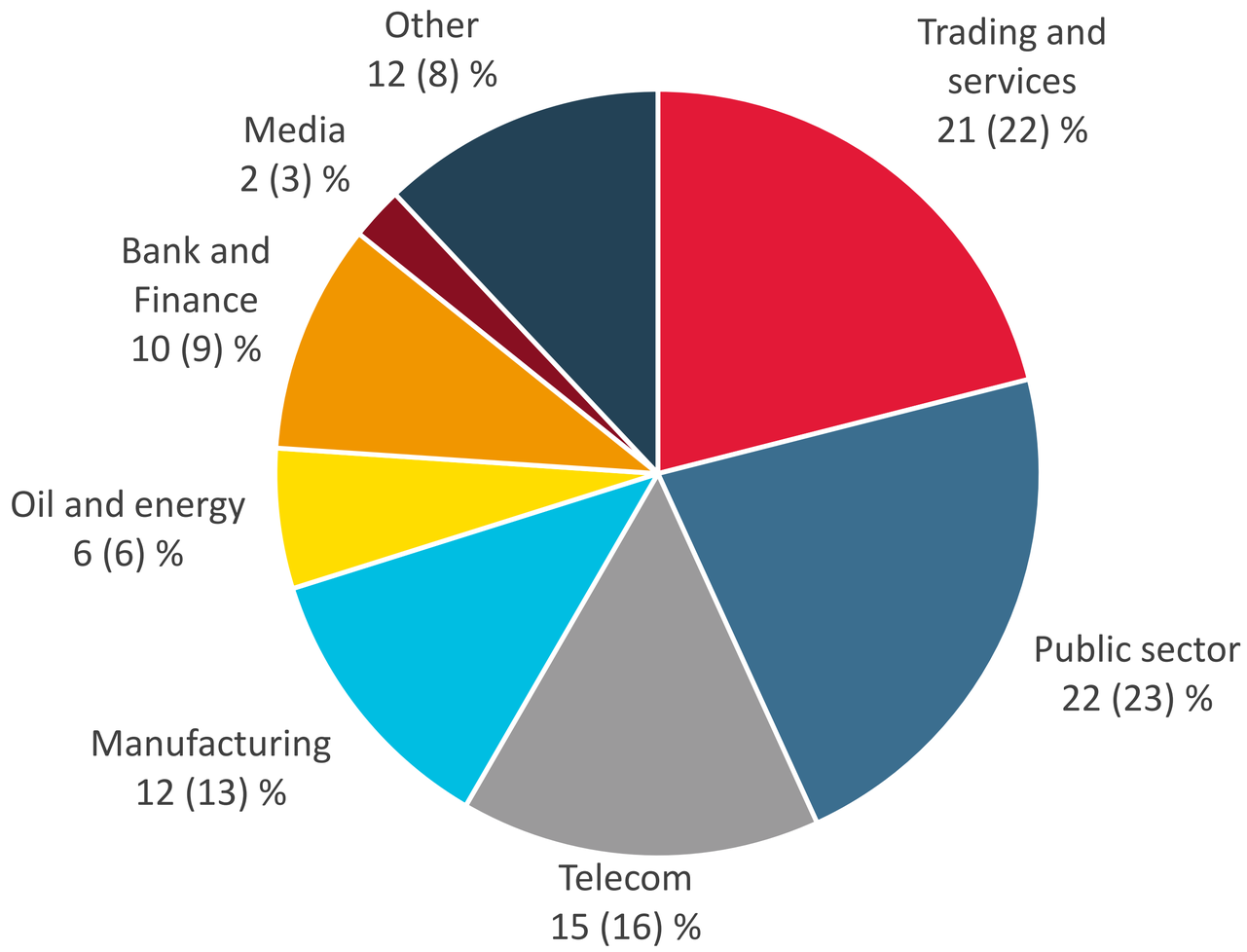
Revenue per industry
12 months Jan - Dec 2016



PROACT

Cash flow January – December 2016

Liquid Funds December 31, 2015		**159**
Cash-flow from current operations		154
Current operations	173	
Change in working capital	-19	
Cash-flow from investment activities		-62
Fixed assets	-59	
Acquisitions	-2	
Other	-1	
Cash-flow from financial activities		-50
Bank overdraft facilities / Contract financing	33	
Bank loans	5	
Acquisitions from holdings without controlling influence	-42	
Dividend to Parent Company´s Shareholders'	-25	
Dividend to Shareholders without controlling influence	-1	
Buy back of own shares	-22	
Other	2	
Change in liquid funds		42
Currency translation difference in liquid funds		*13*
Liquid Funds December 31, 2016		**214**

PROACT

Cash flow October - December 2016

Liquid Funds September 30, 2016		**153**
Cash-flow from current operations		99
Current operations	56	
Change in working capital	43	
Cash-flow from investment activities		-8
Fixed assets	-11	
Acquisitions	-	
Other	3	
Cash-flow from financial activities		-30
Bank overdraft facilities / Contract financing	-12	
Bank loans	-5	
Acquisitions from holdings without controlling influence	-2	
Dividend to Parent Company´s Shareholders'	-	
Dividend to Shareholders without controlling influence	-	
Buy back of own shares	-11	
Other	-	
Change in liquid funds		61
Currency translation difference in liquid funds		-
Liquid Funds December 31, 2016		**214**

PROACT

Key ratios – Balance sheet

(MSEK)	2016 Dec 31	2016 Sep 30	2015 Dec 31	2015 Sep 30
Total Assets	1,807	1,436	1,651	1,398
whereof Goodwill	322	317	334	292
whereof Intangible fixed assets	109	121	122	127
whereof Accounts receivables	655	344	539	440
Equity	333	313	317	289
Solidity	18%	22%	19%	21%
Cash and bank deposits	214	153	159	77
Bank loan, overdraft facilities etc.	201	211	164	149
Net debt / Net cash	13	-58	-6	-72
Bank overdraft facilities, unutilized	151	137	171	145
Bank overdraft facilities, total	180	169	173	172

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Revenue and profit before tax per Business Unit

(MSEK)	January – December 2016			January - December 2015		
	Revenue	**PBT**	**Net margin**	**Revenue**	**PBT**	**Net margin**
Nordics	1,645	102.6	6.2%	1,598	88.4	5.5%
UK	635	21.6	3.4%	643	15.3	2.4%
West	509	10.2	2.0%	448	11.6	2.6%
East	149	10.1	6.8%	140	7.6	5.4%
Proact Finance	73	7.6	10.4%	95	5.1	5.4%
Other	-89	-12.6		-122	-15.6	
Items affecting comparability		-5.8			-8.3	
Group	**2,922**	**133.7**	**4.6%**	**2,802**	**104.1**	**3.7%**

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Revenue and profit before tax per Business Unit

(MSEK)	October - December 2016			October - December 2015		
	Revenue	**P.b.t**	**Net margin**	**Revenue**	**P.b.t**	**Net margin**
Nordics	541	35.7	6.6%	433	20.9	4.8%
UK	160	10.6	6.6%	156	6.9	4.4%
West	134	0.3	0.2%	127	8.3	6.5%
East	41	1.3	3.2%	54	5.0	9.2%
Proact Finance	11	1.7	15.6%	38	1.5	3.9%
Other	-19	0.1		-45	-5.1	
Items affecting comparability		-			-8.3	
Group	**868**	**49.7**	**5.7%**	**763**	**29.2**	**3.8%**

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Proact share – Top 10 owners December 31, 2016

	2016 December 31	2016 September 30
Livförsäkrings AB Skandia	11.1 %	11.1 %
AB Grenspecialisten	10.0 %	10.0 %
IGC Industrial Growth Company AB	6.0 %	6.0 %
Fondita Nordic Micro Cap SR	5.5 %	5.5 %
Swedbank Robur Småbolagsfond Sverige	5.4 %	5.4 %
Swedbank Robur Ny Teknik BTI	4.2 %	4.2 %
Fjärde AP-Fonden	4.0 %	4.3 %
Unionen	4.0 %	4.0 %
Skandia Sverige	3.9 %	3.9 %
Banque Carnegie Luxembourg S.A. (Funds)	3.9 %	3.7 %
Others	42.0 %	41.9 %
Total	100 %	100 %

After earlier buy back of own shares, the company holds as per December 31, 2016, 200,769 shares

PROACT

FUTURE VISION

Strategic view

Invest in people

Acquire and/or scale specialist skills

Innovate, for competitive advantage

Sales-led, services growth, core business

Leverage Business Infrastructure

Maintain organisational efficiency/drive synergies

Strategic view

Leverage Business Assets – Increase Skill, Value to the Customer, Scale Structured way

Power of Group – Efficient, Innovative, Enhance Customer Experience, Increase Market Share

Invest in People – So they can develop, make a difference, and deliver strategy

VISION: 2025

To be the world’s most
trusted IT services partner

THANK YOU

TOGETHER, WE ARE

PROACT