

# GOOD ORGANIC GROWTH AND HIGH ACQUISITION ACTIVITY

At Addtech, 2017/2018 was a strong year, characterised by high activity and a favourable business climate. Strong profit growth and our focused work on continuous development – while keeping costs under control – delivered a higher operating margin. During the year, eleven acquisitions were made, adding annual sales of around SEK 700 million. Return on working capital (P/WC) amounted to 53 percent.

## Q1 A GOOD START

The first quarter showed good growth with a retained operating margin, even compared with a strong quarter last year. The increase in organic net sales provided good earnings growth and three acquisitions were made.

## Q3 HIGH ACQUISITION ACTIVITY

The business climate during the quarter was favourable with stronger demand in most of our geographical markets and most customer segments. Our activity level was high and five acquisitions were made.

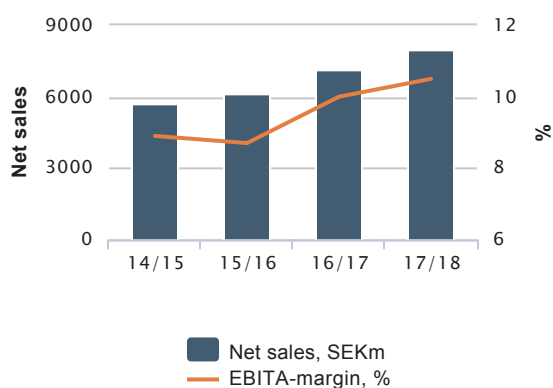
## Q2 STRONG ORGANIC GROWTH

The market was very strong during the quarter and the Group recorded an organic increase of 9 percent in sales and a continued improved operating margin.

## Q4 FAVOURABLE BUSINESS CLIMATE

The favourable business climate continued and the quarter provided an excellent conclusion to a successful year. Earnings growth was robust and the operating margin continued to rise compared with the previous year. Three acquisitions were made.

Net sales and EBITA-margin, year



Net sales and EBITA-margin, quarter

