



Q4 – 2017 TRESU Investment Holding A/S
February 28th, 2018

Bringing Flexographic Technology to a higher level



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General information

- All figures are based on management figures (DK-GAAP) as at December 31, 2017
- Financial figures are prepared on the basis that Tresu Investment Holding A/S existed for the entire year.
- Tresu Group Holding, and group companies, have changed fiscal year from September 30th to December 31st.
- Purchase Price Allocation (PPA) is included and specifications will be available in the annual report
- Financial information will be available at www.tresu.dk
- Questions can be directed to :

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Executive Summary

Year To Day (in m.dkk) KEY FIGURES	Q4-17	Q4-16
Net revenue	617,5	505,1
Adjusted EBITDA	91,7	78,9
Adjusted EBITDA margin (%)	14,9%	15,6%
Adjusted EBIT	79,7	64,1
Adjusted EBIT margin (%)	12,9%	12,7%
Total Assets	1.190,9	355,1
Net Interest Bearing Debt ()	569,6	-41,1
NIBD / Adj. EBITDA	6,2x	-0,5x
Total Equity	213,2	120,2
Non recurring items:		
Operating expenses	2,9	0,0
Depreciations	27,0	0,0
Net Interests	19,6	0,0
Total	49,4	0,0

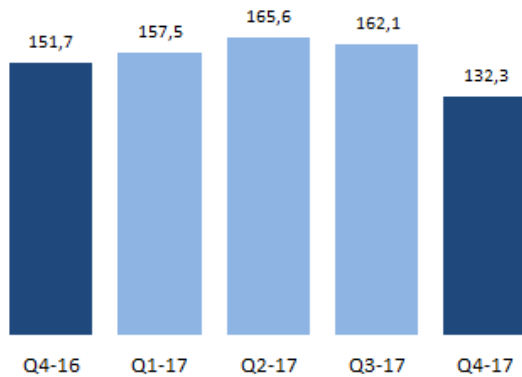
Comments

- Net revenue and EBITDA/EBIT is below expectations due to low activity in Q4-2017
- Balance Sheet including NIBD are post bond structure.
- NRI considering P/L impact from one-off cost related to
 - Altor strategy implementation,
 - PPA depreciation and
 - Interest related to new RCF facilities
- Cost related to due diligence activities are capitalized.

Quarterly - Revenue and EBITDA

In m.dkk

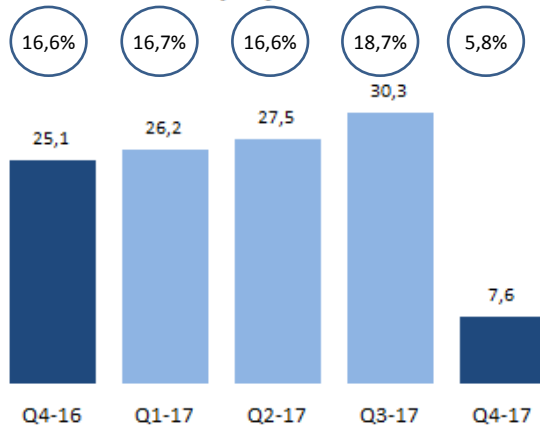
Quarterly net revenue



Comments

- Overall pipeline has developed according to plan, a delay in orderintake in H2 2017, within the american marked, resulting in a decrease in revenue in Q4-2017
- EBITDA is below plan mainly driven by low volume and increased overhead cost.

Quarterly adjusted EBITDA

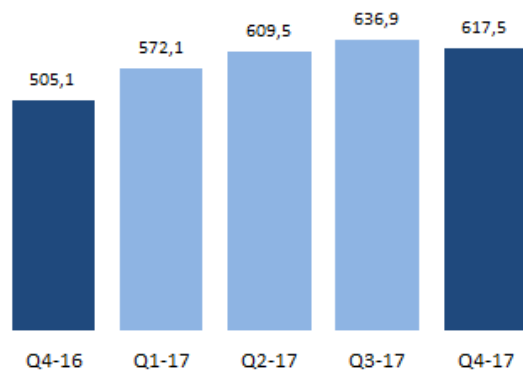


% = EBITDA margin in % of net revenue

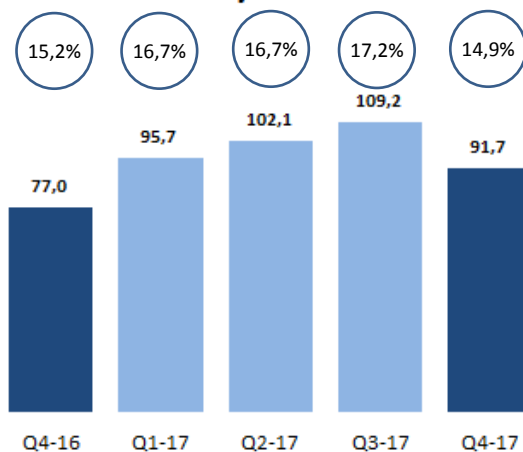
LTM - Revenue and EBITDA

In m.dkk

LTM net revenue



LTM adjusted EBITDA



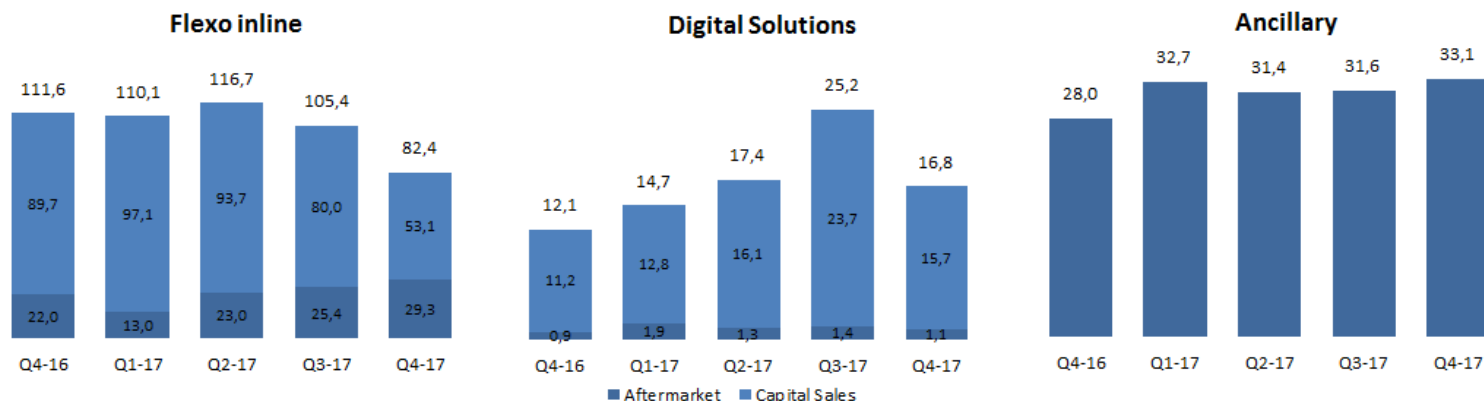
% = EBITDA margin in % of net revenue

Comments

- Continued strong LTM development in both Net Revenue and EBITDA compared to Q4-2016.
- Net Revenue and EBITDA largely based on increase in Capital Sales on North American market.
- EBITDA margin decrease from 15,2% to 14,9% throughout 2017 due to increase in overhead cost.

Quarterly sales by Business Unit

In m.dkk



Comments

- Net Revenue in Flexo Inline decrease compared to previous quarters due to delay in orderintake. Pipeline is still positive and has increased during the last 6 month. Sales to the North American folding carton market is still with an positive outlook.
- Digital Solutions had a very positive Q3-2017 net revenue which impacted Q4-2017 negative . We expect continued positive net revenue within Digital Solutions as our customer- and product base have increased compared to 2016.
- Net Revenue within Ancillary is inline with expectations.

Income Statement

Year To Day (in m.dkk) PROFIT & LOSS	Q4-17	Q4-16
Net Revenue	617,5	505,1
Contribution	235,8	195,5
cm%	38,2%	38,7%
Indirect Production cost	39,0	34,3
Operating expenses	105,0	82,3
Contingency	0,0	0,0
Adjusted EBITDA	91,7	78,9
Adjusted EBITDA margin (%)	14,9%	15,6%
Depreciations	12,0	14,8
Adjusted EBIT	79,7	64,1
Adjusted EBIT margin (%)	12,9%	12,7%
Net Interests	8,3	0,8
Adjusted EBT	71,4	63,4
Taxes	8,7	4,9
Adjusted EAT	62,7	58,5

Comments

- Revenue increased compared to LY but below expectations due to low Q4-2017 as result of delay in order intake
- Increase in IPC and OPEX due to high activity level in 2017, has a negative impact on Q4-2017 EBITDA. Activities to adjust cost to current activity level is in place.
- We have succeeded to control our adjusted-EBIT-margin at Q4-2016 level despite low activity level in Q4-2017.

Balance Sheet Statement

in m.dkk BALANCE	Q4-17	Q4-16
Intangible Assets	735,7	34,4
Property, Plant & Equipment	76,0	25,8
Financial assets	0,0	0,0
Non Current Assets	811,7	60,2
Inventory	64,4	59,7
Account Receivables	45,0	47,6
Customer Work in Progress	321,5	110,0
Other Receivables	4,7	8,3
Cash & Cash equivalents	-56,5	69,2
Current Assets	379,1	294,9
Total Assets	1.190,9	355,1
Share Capital	2,9	4,1
EAT & Reserves	210,3	116,1
Equity	213,2	120,2
Provisions	32,9	15,6
Long term debt	523,3	20,0
Prepayments from Customers	186,6	109,8
Account Payables	87,5	43,8
Other Current Liabilities	147,4	45,7
Short term debt	421,5	199,3
Total Debt	944,8	219,3
Total Equity and Liabilities	1.190,9	355,1

Comments

- Balance Sheet is post bond position as bond closing was September 29th – 2017
- Currently Purchase Price Allocation (PPA) is finalised and is included in current figures
- Change in Customer Work in Progress and prepayment from customers relates to high activity level within Capital Sales.
- Long term debt increased due to Altor entry to Tresu
- Other current liabilities increased due to deferred tax as a result of PPA allocation

Cash Flow Statement

in m.dkk CASH FLOW	Q4-17	Q4-16
Earnings After Taxes	62,7	58,5
Depreciations	12,0	14,8
Taxes	8,7	4,9
<u>Change in Net Working Capital</u>	<u>-82,9</u>	<u>22,7</u>
Cash Flow from Operations	0,5	100,9
Aquisition Fixed Assets	-9,5	-8,2
Aquisitions of other investments		
<u>Disposal of Assets</u>	<u></u>	<u></u>
Net Cash Flow from Investing Activities	-9,5	-8,2
Long Term Financial Debt	-105,0	
Long Term financial Debt within the group		
<u>Change in other long term liabilities</u>	<u>-11,8</u>	<u>-4,7</u>
Net Cash Flow from Financing activities	-116,8	-4,7
<u>Change in Net Cash</u>	<u>-125,7</u>	<u>88,0</u>
Cash and Cash equivalents (beginning of period)	69,2	-18,8
<u>Cash and Cash equivalents (end of period)</u>	<u>-56,5</u>	<u>69,2</u>

Comments

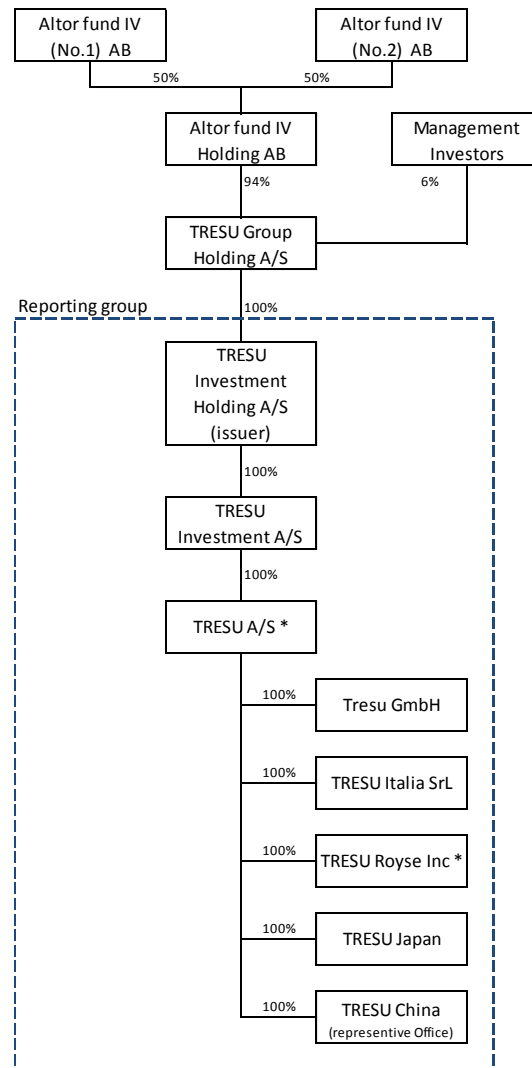
Negative Cash Flow for the period is related to :

- Net Working Capital has increased due to high activity level in Customer projects during 2017
- Investment activities on new products within Digital Solutions
- Dividend payment to owners
- Payment of mortgage loan

Appendix

Appendix A : Organizational chart

Appendix A : Organizational chart – Reporting entities



*) Material Company