



Q1 2017 Presentation

Lars Højgård Hansen, CEO

INVISIO®

Agenda

- CEO comments Q1 2017
- Q&A
- Financial performance in further details

”In the first quarter of 2017 INVISIO reports continued good growth and profitability. Our long-term market penetration and expansion efforts have resulted among other things in a new contract with the UK Ministry of Defence and a number of employees for our recently established subsidiary in the USA. The development of new products with a view to broadening our offer is going as planned.”

Continued good growth and stronger position in the United Kingdom

Q1 2017

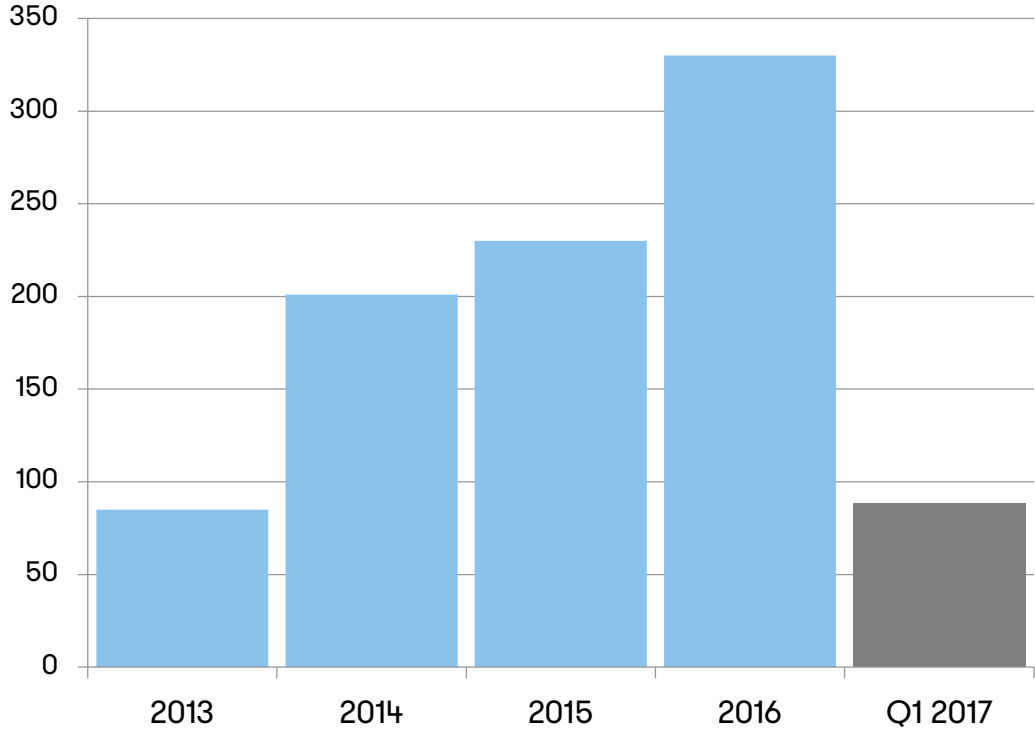
Continued good growth and profitability

SEK in millions	2017	2016	Δ %
	Jan-Mar	Jan-Mar	
Revenue	87.9	79.5	11
Gross profit	48.2	42.2	14
Gross margin, %	54.9	53.1	3
EBITDA	24.0	24.8	-3
Operating profit/loss	22.7	23.5	-3
Operating margin, %	25.8	29.6	-13
Profit/loss for the period	22.7	23.4	-3
Earnings per share, SEK	0.52	0.55	-6

- Order backlog at the end of the period: 148,5 Mkr

Income amounted to SEK 88 million, an increase of 11 %

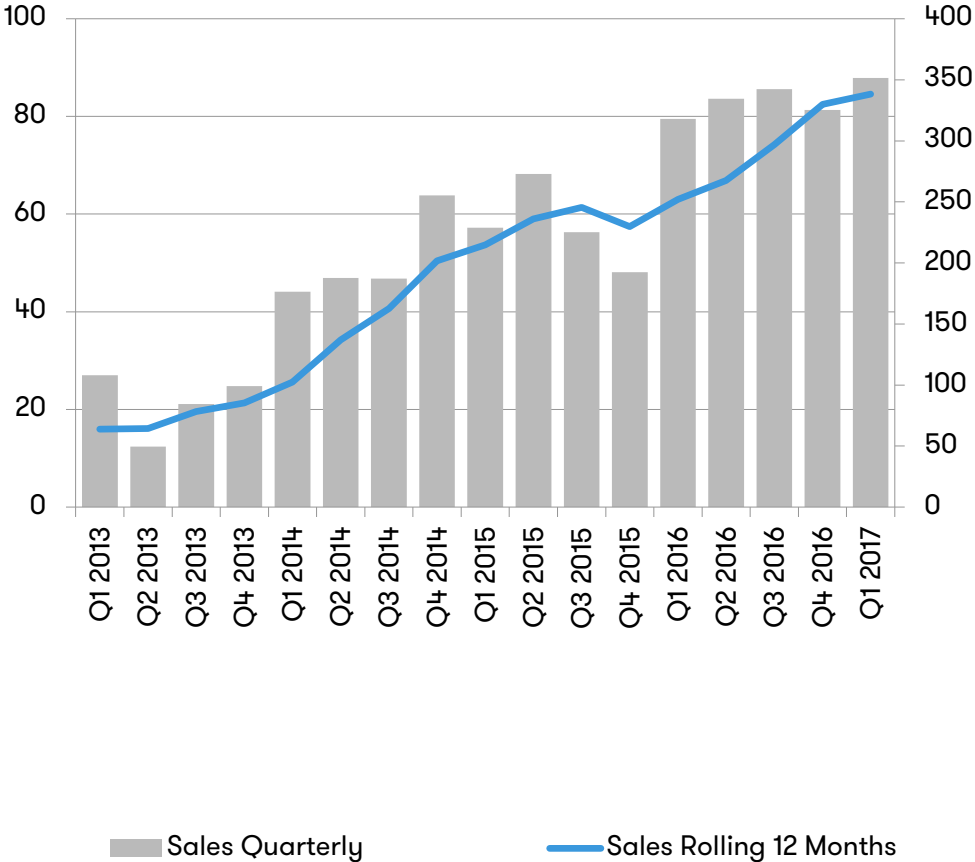
MSEK



Ongoing deliveries to modernization programs contributed to sales.

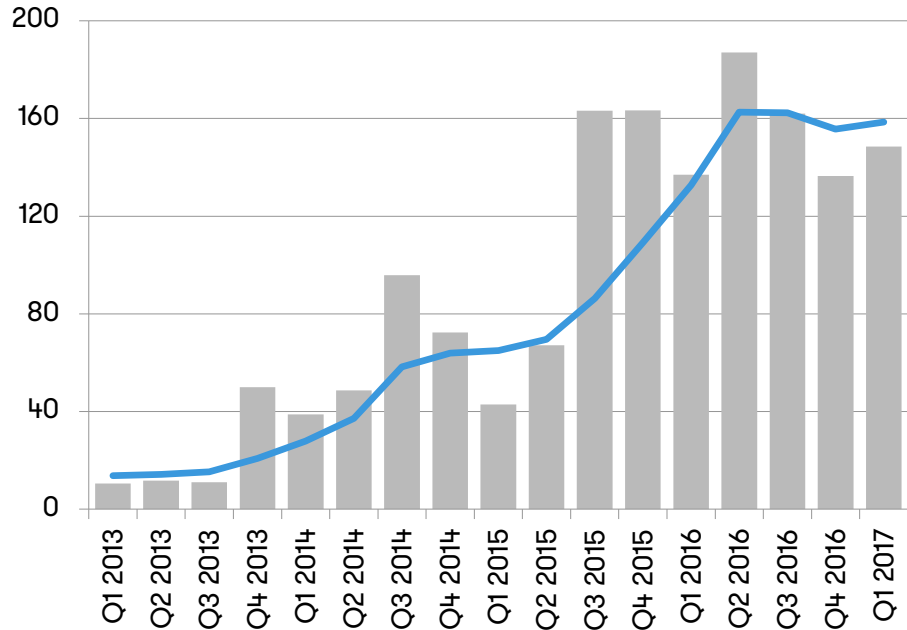
Sales per quarter and rolling 12 months

MSEK



Order backlog per quarter and rolling 12 months

MSEK



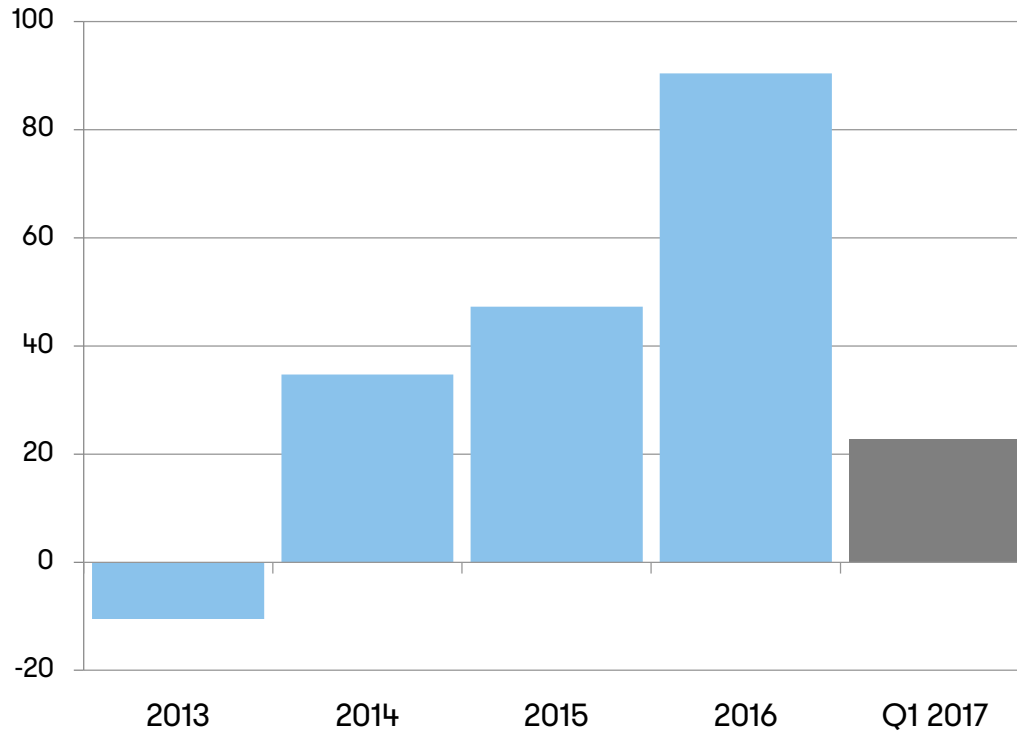
Order backlog: SEK 148,5 m

Order Backlog quarterly

Order Backlog Rolling 12 Months

Operating profit SEK 22.7 m

MSEK



Operating margin: 25,8 %

Strategy for profitable growth



INVISIO's growth and financial position make continued investment in new markets and R&D projects possible.

- 1 Increase market share
Existing markets in Europe,
North America and Oceania.
- 2 Geographical expansion
Strengthen presence in selected
countries in Asia, the Middle East
and South America.

- 3 Product development
Both further developed and
new products.
- 4 Cost efficiency
Scalable business model of
outsourced production.

New contract with UK modernization program

- INVISIO won another contract for the UK Ministry of Defence through partner MCL – initial order value about SEK 90 million.
- Covers equipment adapted to special operations on land, sea and in the air.
- 4-year contract with options for a fifth year and a complete product upgrade two and a half years into the contract.
- In April, we received a supplementary order of about SEK 15 million. The total order value is now about SEK 105 million.



Since 2015, INVISIO has a four-year framework contract for the British Army – THPS.

Increased sales initiatives in the USA

An organization is under way

- Employees with long experience of the industry for our recently established subsidiary.
- We expect to have six colleagues in place for the leading international event, the Special Operations Forces Industry Conference, SOFIC, in Florida in May.
- The purpose of our establishment in the USA is to get closer to existing and potential customers, increase the customer base and develop our partner and industry network.



Innovative product development



- The plan is to strengthen our role as a supplier of smart and easy-to-use communication and hearing protection solutions, above all to defense forces.
- Our close collaboration with customers and our innovative capacity form a very stable foundation for our continued growth ambitions.
- Development of the new products has continued according to plan during the quarter.
- We intend to provide more information in the later part of 2017.

Q&A

Thank you!

Financial performance in further details

January–March 2017

Condensed consolidated income statement and consolidated statement of comprehensive income

SEK in millions	2017 Jan-Mar	2016 Jan-Mar	2016 Full year
Revenue	87.9	79.5	330.0
Cost of goods sold	-39.7	-37.3	-159.0
Gross profit	48.2	42.2	171.0
Operating expenses*	-25.5	-18.7	-80.6
Operating profit/loss	22.7	23.5	90.4
Net financial items	0.0	-0.1	-0.1
Profit/loss before tax	22.7	23.4	90.3
Income tax	-	-	1.5
Profit/loss for the period	22.7	23.4	91.8
OTHER COMPREHENSIVE INCOME			
<i>Items that may subsequently be reclassified to profit and loss</i>			
Translation differences	-0.4	1.0	5.7
Comprehensive income for the period	22.2	24.4	97.4
(Profit/loss attributable to equity holders of the parent company.)			
*Depreciation incl. in operating expenses	-1.3	-1.3	-7.5

Condensed consolidated statement of financial position

SEK in millions

Assets	31/03/2017	31/03/2016	31/12/2016
Capitalized development costs	18.8	17.0	17.5
Equipment	3.9	0.8	3.3
Deposits for rent, long-term	1.5	0.8	1.5
Deferred tax assets	34.2	29.7	34.3
Inventories	19.3	18.6	25.9
Trade receivables	30.9	53.4	39.4
Other short-term receivables	6.9	4.7	5.9
Cash and cash equivalents	154.4	43.4	133.2
Total assets	269.9	168.4	260.9
Shareholders' equity and liabilities			
Shareholders' equity	231.8	130.2	209.5
Trade payables	17.0	16.2	26.0
Other short-term liabilities	21.1	22.0	25.4
Total shareholders' equity and liabilities	269.9	168.4	260.9

Condensed consolidated statement of cash flow

<i>SEK in millions</i>	2017 Q1	2016 Q1	2016 Full year
Operating activities			
Profit/loss before tax	22.7	23.4	90.3
Adjustments for non-cash items	2.3	1.7	13.2
Income tax paid	-0.6	-	-5.1
Cash flow from operating activities before changes in working capital	24.4	25.2	98.4
Changes in inventories	6.5	1.6	-4.9
Changes in operating receivables	7.3	-13.6	1.1
Changes in operating liabilities	-13.5	2.0	11.2
<i>Cash flow from changes in working capital</i>	0.3	-10.0	7.5
Cash flow from operating activities	24.7	15.2	105.8
Investing activities			
Capitalization of development costs	-2.4	-1.2	-6.8
Acquisition of property, plant, and equipment	-0.9	-0.3	-3.1
Acquisition of financial assets	0.0	-	-0.6
Cash flow from investing activities	-3.3	-1.4	-10.5
Financing activities			
New issues through exercising employee stock options	-	-	6.2
Cash flow from financing activities	-	-	6.2
CASH FLOW FOR THE PERIOD	21.4	13.8	101.5
Cash and cash equivalents at start of period	133.2	29.4	29.4
Translation differences in cash and cash equivalents	-0.2	0.2	2.3
Cash and cash equivalents at end of period	154.4	43.4	133.2