



“Proud to present
NCAB’s fourth
quarter”

Q4 2018



Presentation February 22, 2019

Today's presenters



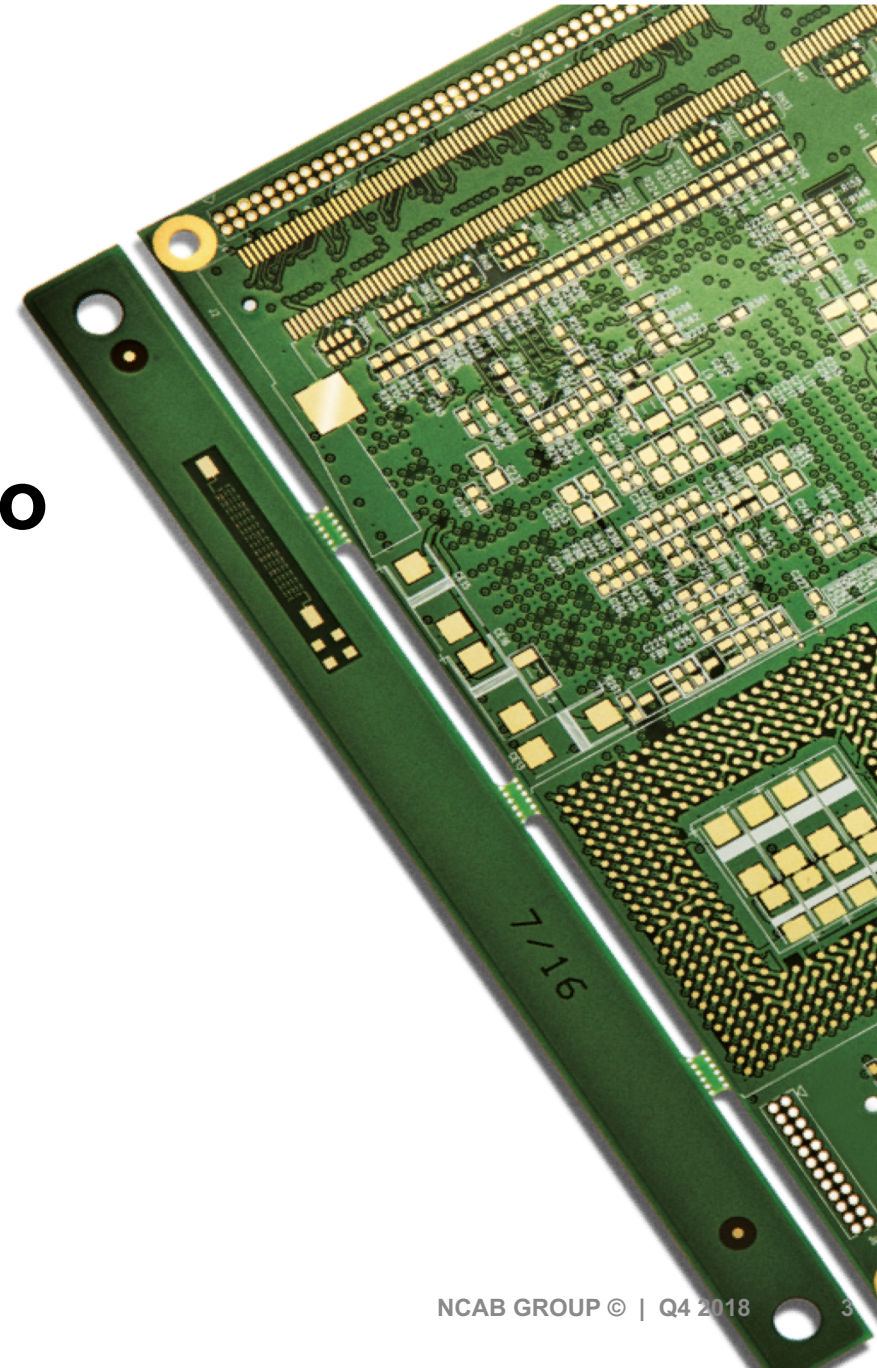
HANS STÅHL
CEO



ANDERS FORSÉN
CFO

Agenda

1. Q4 2018 in short
2. NCAB – who we are and what we do
3. Financials
4. Key take-aways
5. Q&A



1. Q4 2018 in short



The quarter in numbers

Strong sales growth – despite normally weak season

Q4
2018

406.7

Revenue, MSEK

45.1

Revenue, MUSD

36.0

Adj. EBITA, MSEK

8.9%

Adj. EBITA margin

Change
vs
Q4-17

+24%

+14%

+192%

+5.1

Percentage points

The full year in numbers

Significantly stronger result due to higher sales and gross margin

2018

1,617.0

Revenue, MSEK

186.0

Revenue, MUSD

143.8

Adj. EBITA, MSEK

8.9%

Adj. EBITA margin

Change
vs
2017

+15%

+14%

+26%

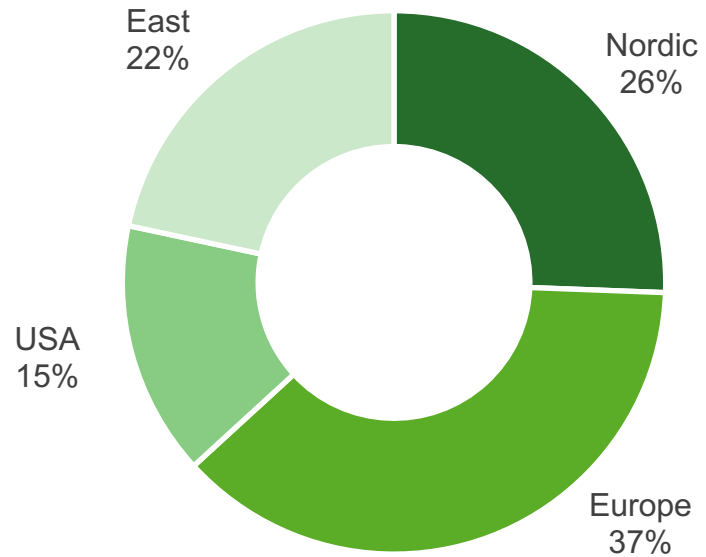
+0.8

Percentage points

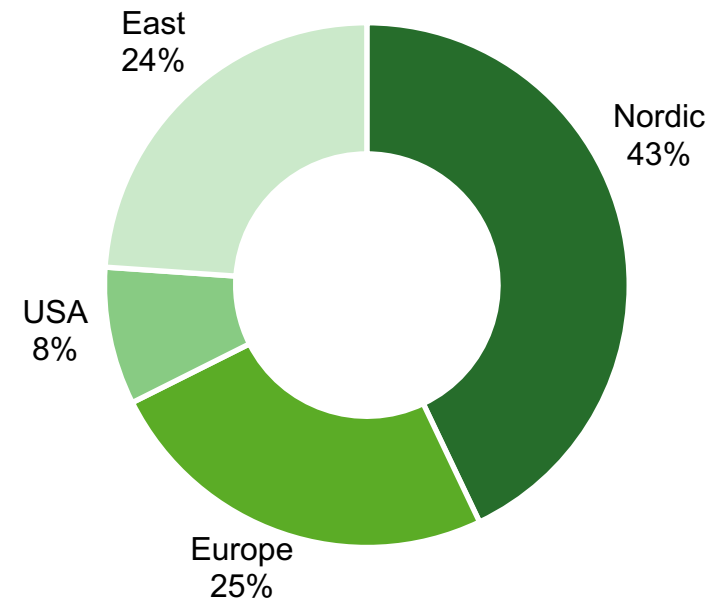
Our segments are all growing – but are in different stages

Q4 2018

Revenue



Adj. EBITA



Events and highlights during and after Q4



Starting up business in Malaysia and the Netherlands



Acquisition of Multiprint A/S in Denmark – strengthening position



Proposed dividend of 75.8 MSEK, corresponding to 4.50 SEK per share

MULTIPRINT

Acquisition of Multiprint A/S in Denmark

- Good add-on to NCAB's Danish business
- Makes NCAB a clear market leader in Denmark
- Adds approximately 60 MSEK in annual revenue
- Profitable business – EPS accretive first year
- Matching cultures and business models

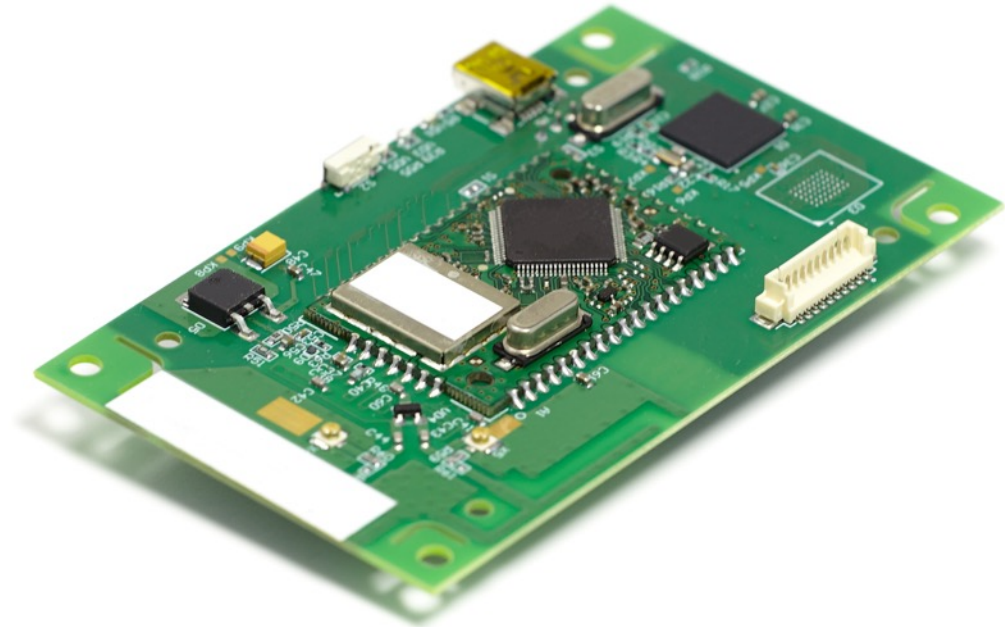
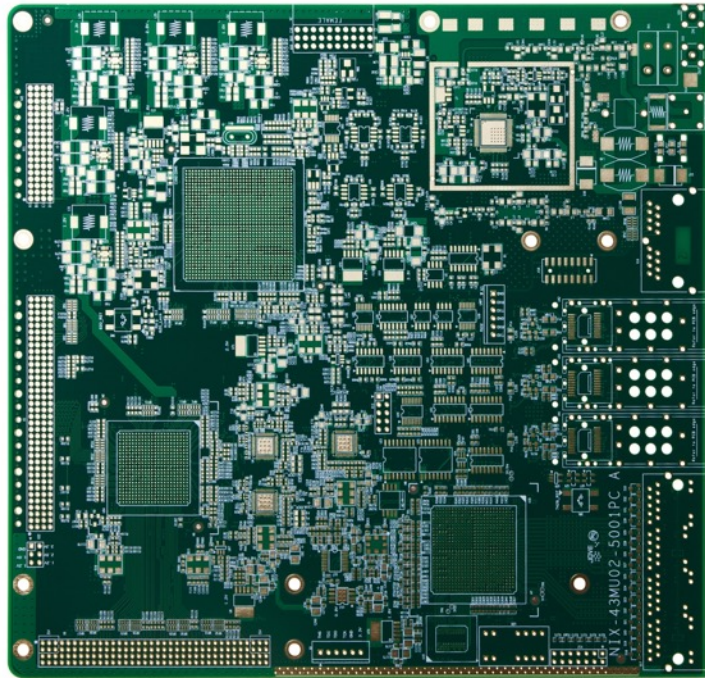


A group of business professionals in a meeting. A woman in the center is smiling and gesturing with her hands. The background is blurred, showing other people in business attire.

2. NCAB – who we are and what we do

THIS IS WHAT WE DO

PCBs for making PCB-As



17

companies

45

markets

378

specialists

22

factories

MISSION

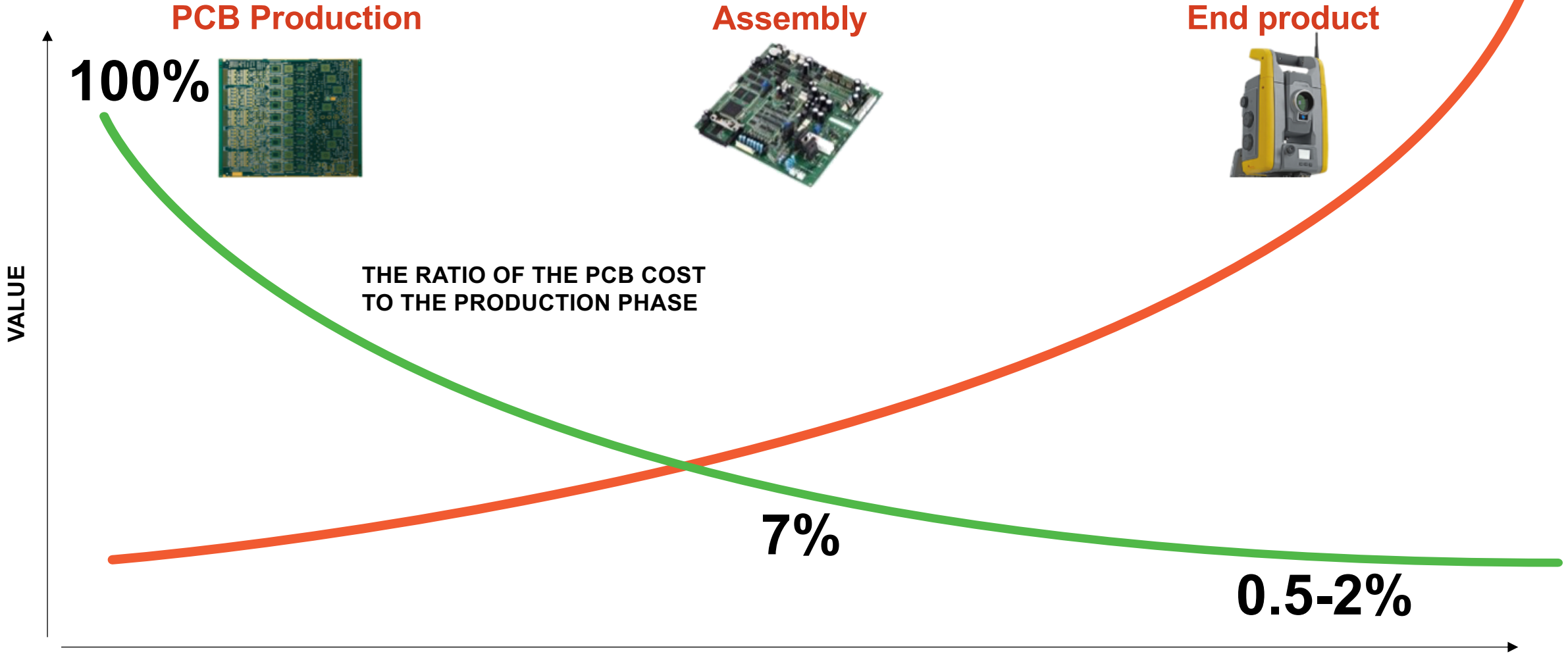
**PCBs for demanding customers,
on time with zero defects, produced
sustainably at the lowest total cost.**

VISION

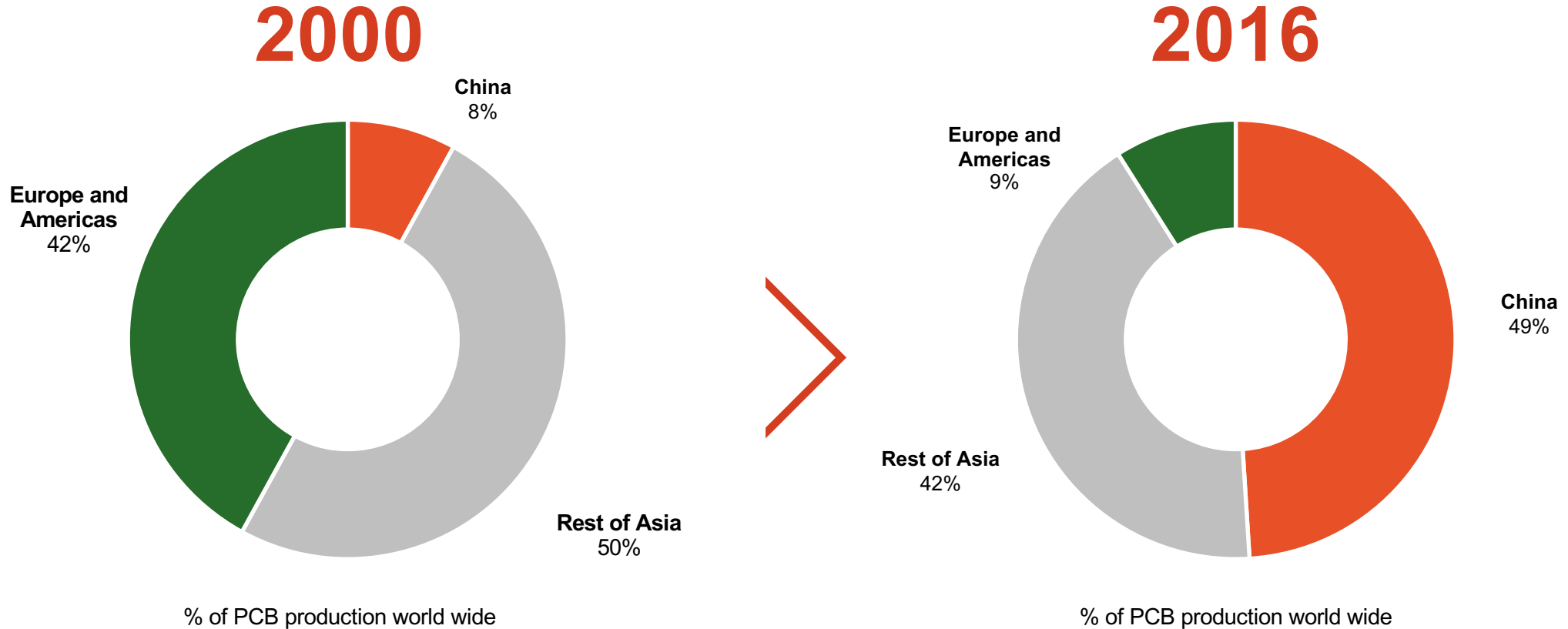
**The Number 1 PCB Producer
wherever we are**

Why are printed circuit boards critical?

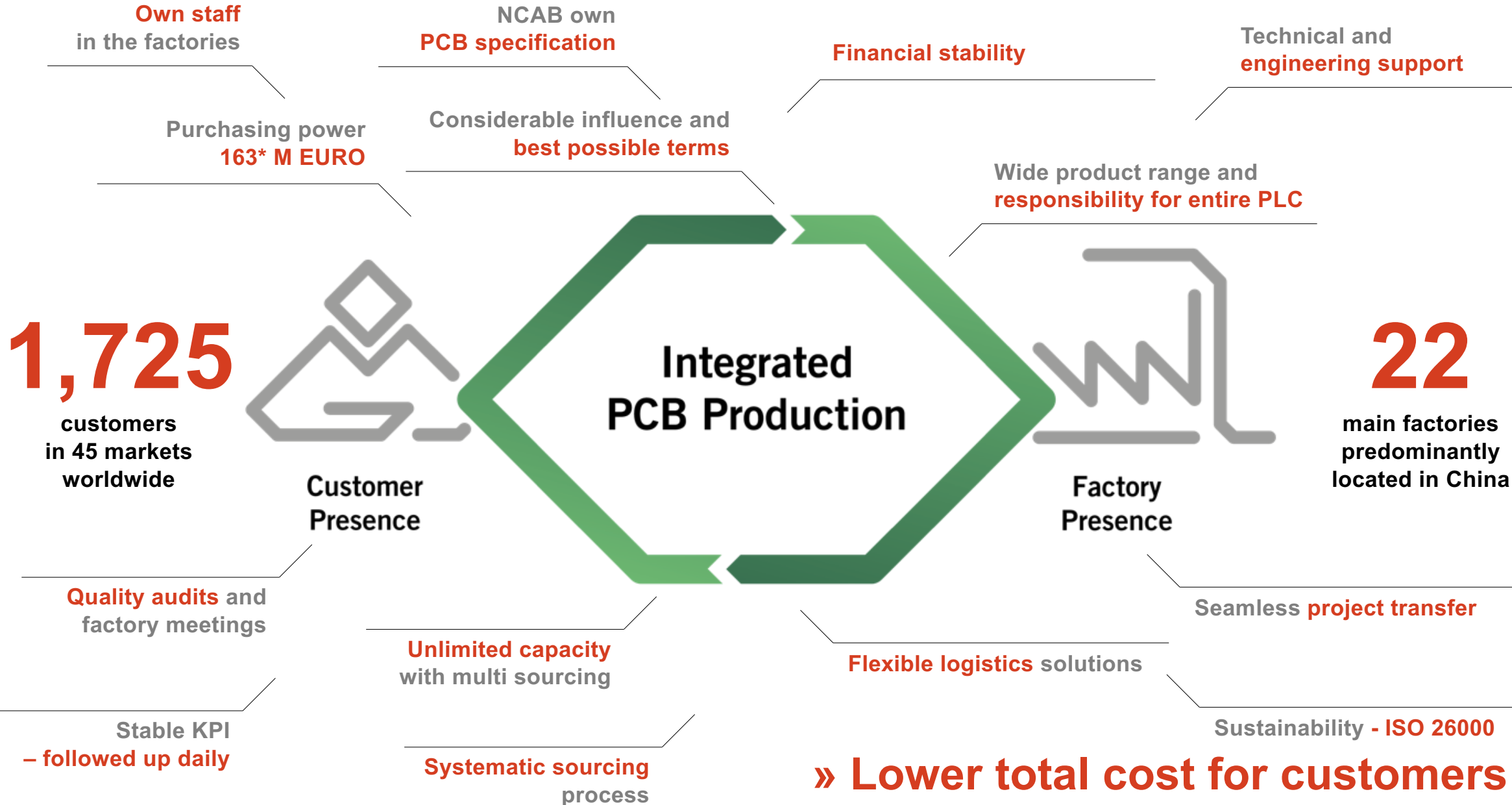
THE COST OF A FAULTY PCB



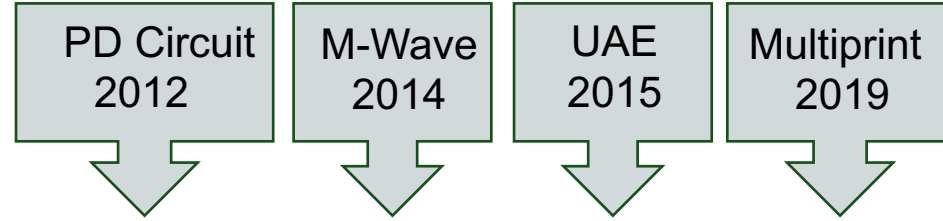
Why NCAB has a role to fill



European/US factories market share down from **42%** in 2000 to **9%** in 2016



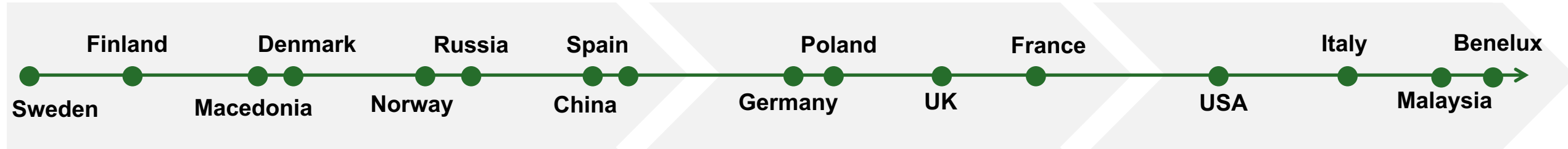
Our journey



1993–2003

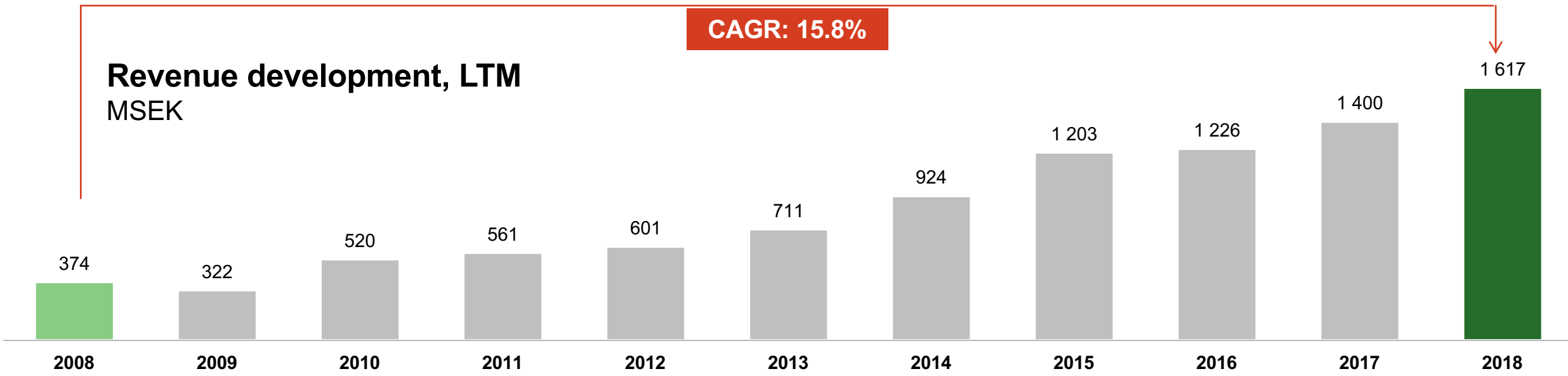
2004–2011

2012–



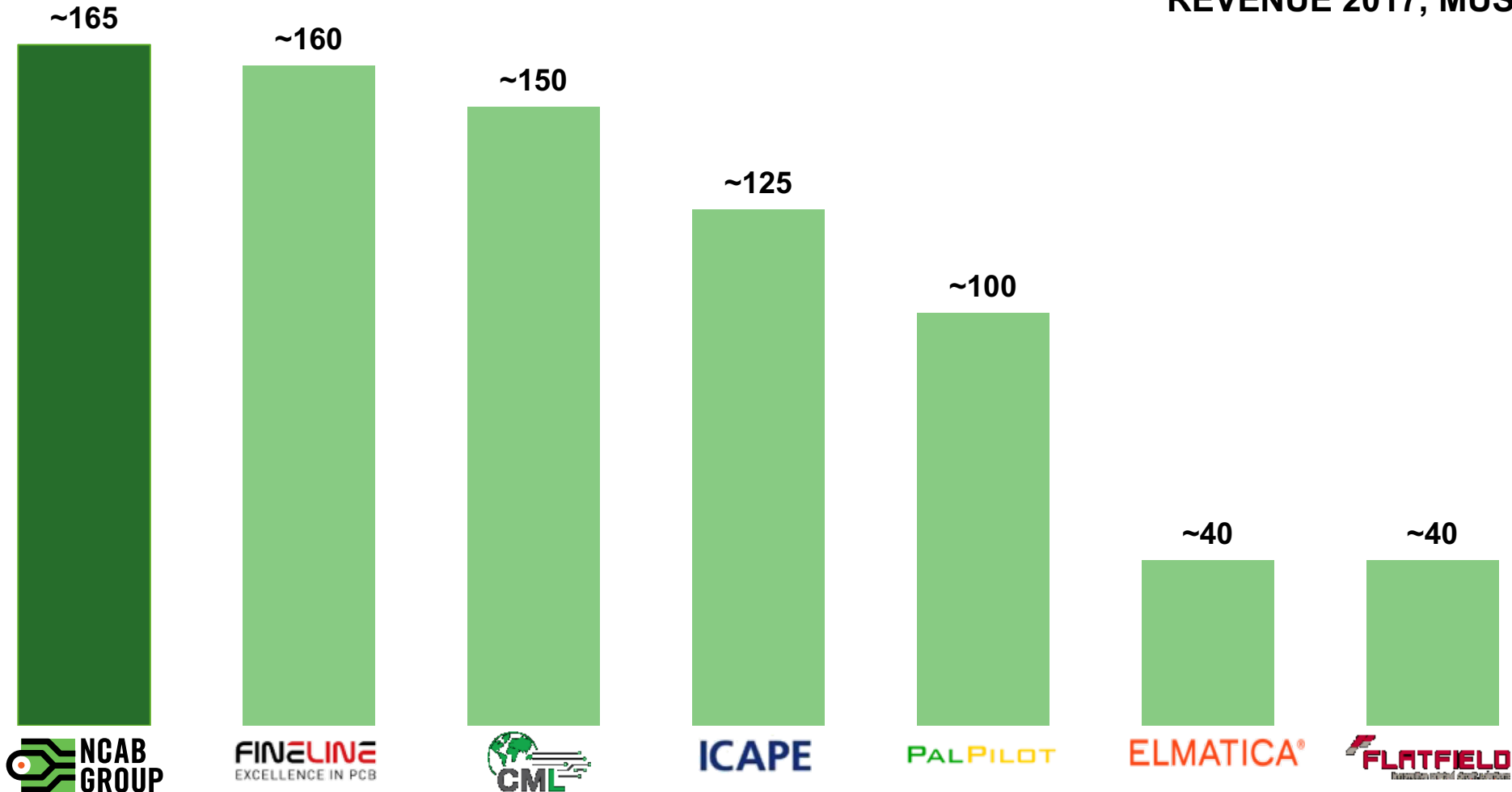
CAGR: 15.8%

Revenue development, LTM
MSEK

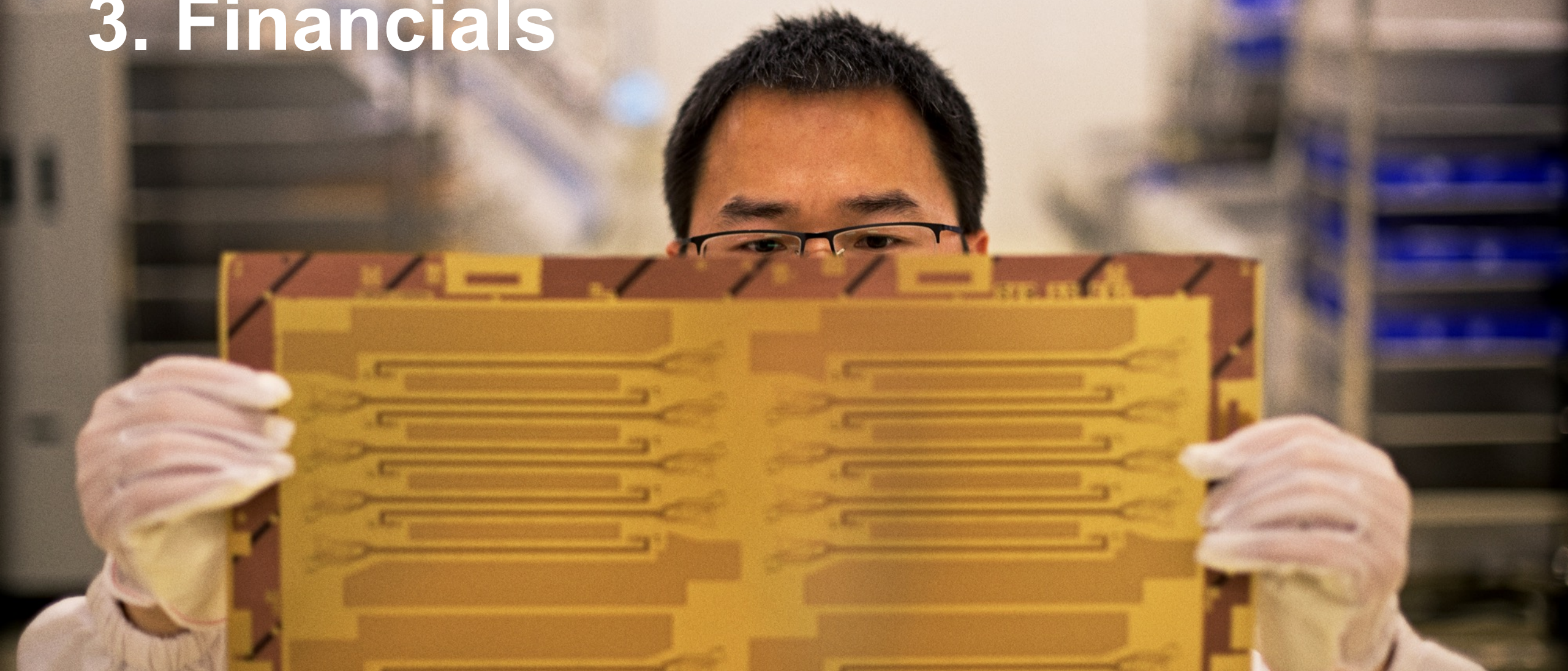


A market leading position worldwide

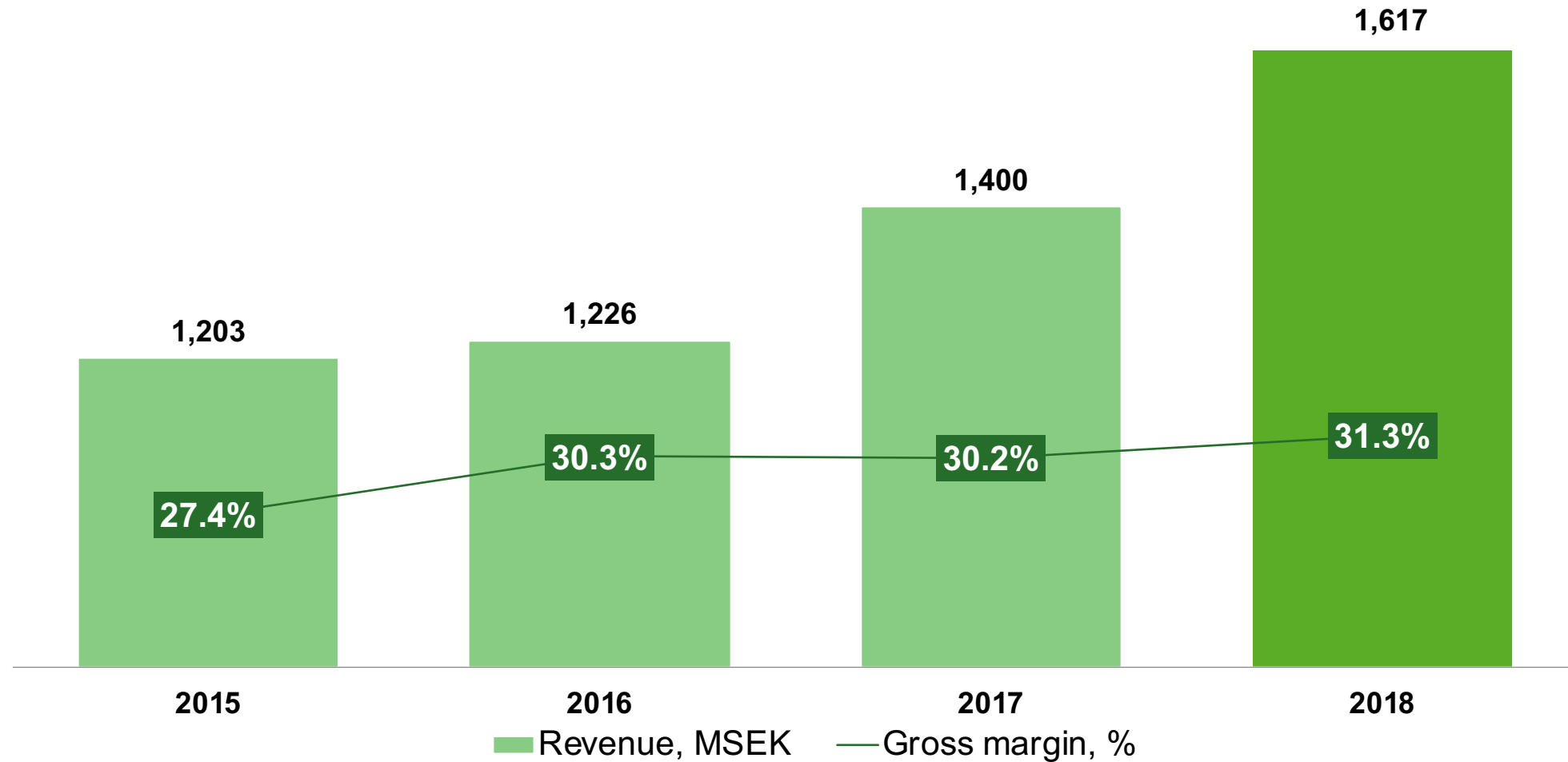
REVENUE 2017, MUSD



3. Financials

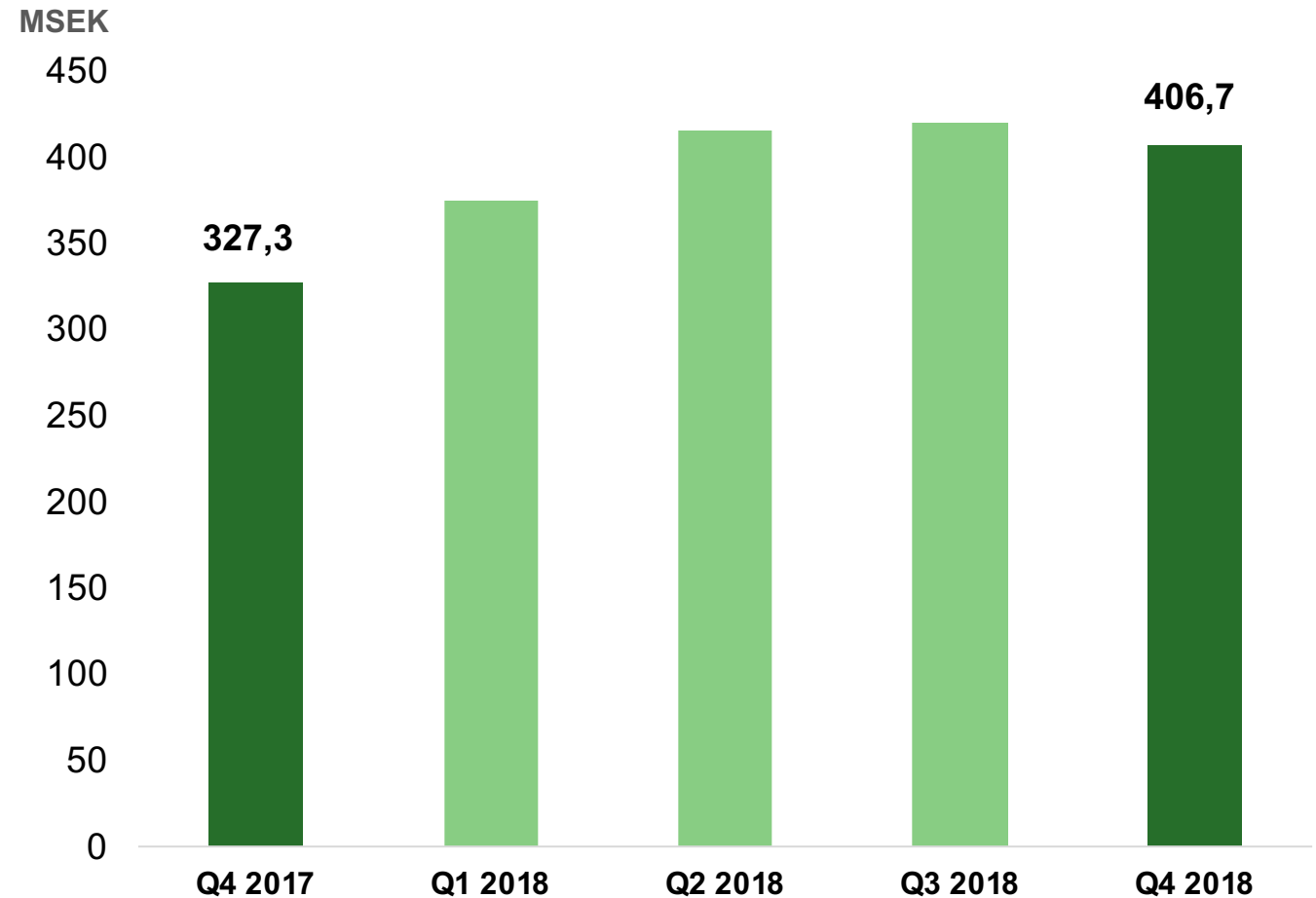


Continued top-line growth and stable gross margins



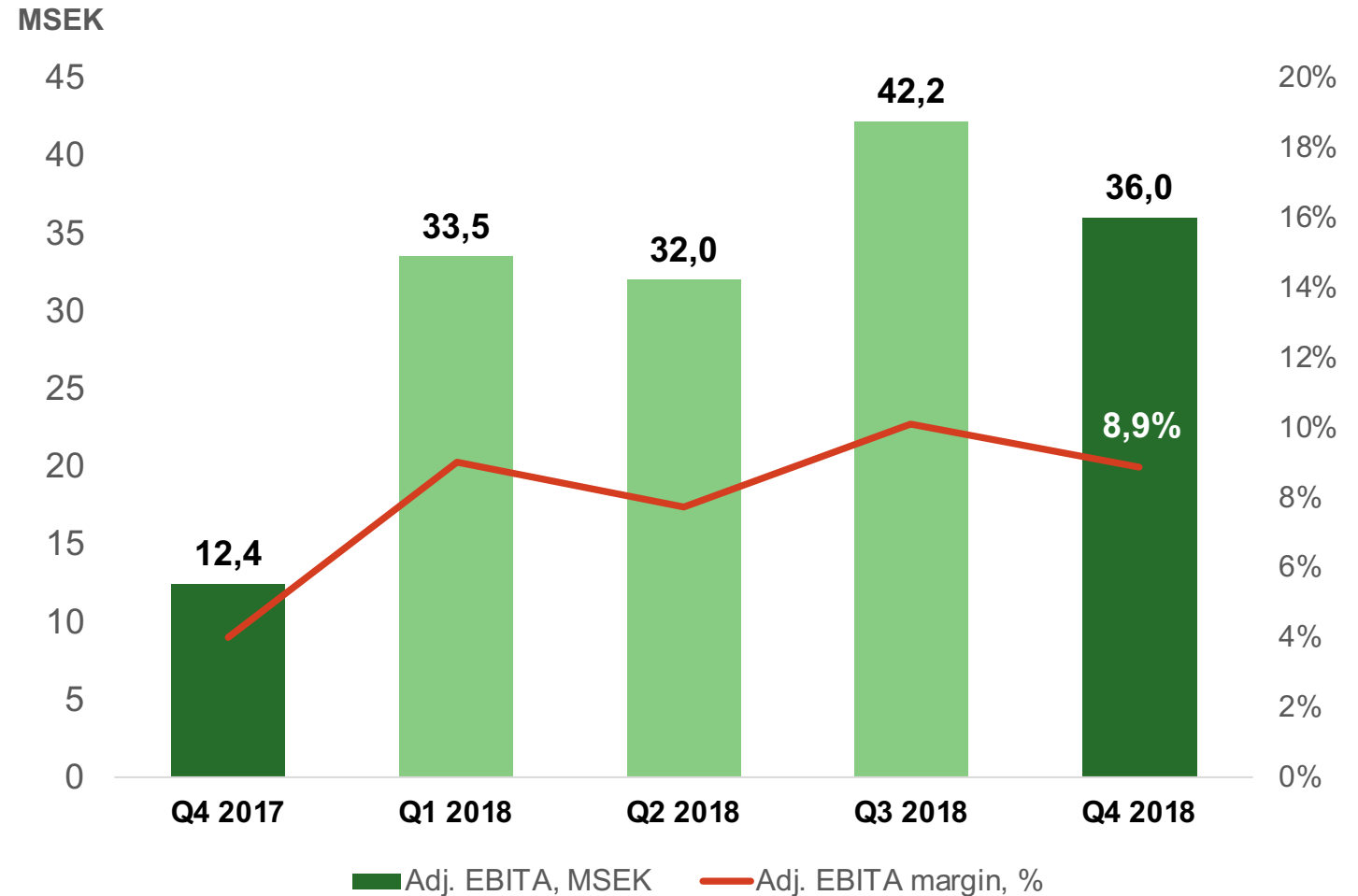
Strong revenue growth

- Strong growth and order intake in most segments together with tailwind in currencies
- Revenue increased by 24% in SEK, and by 14% in USD
- Order intake increased by 12% in SEK, and by 4% in USD
- Continued strong demand in all regions



Profitability strengthened

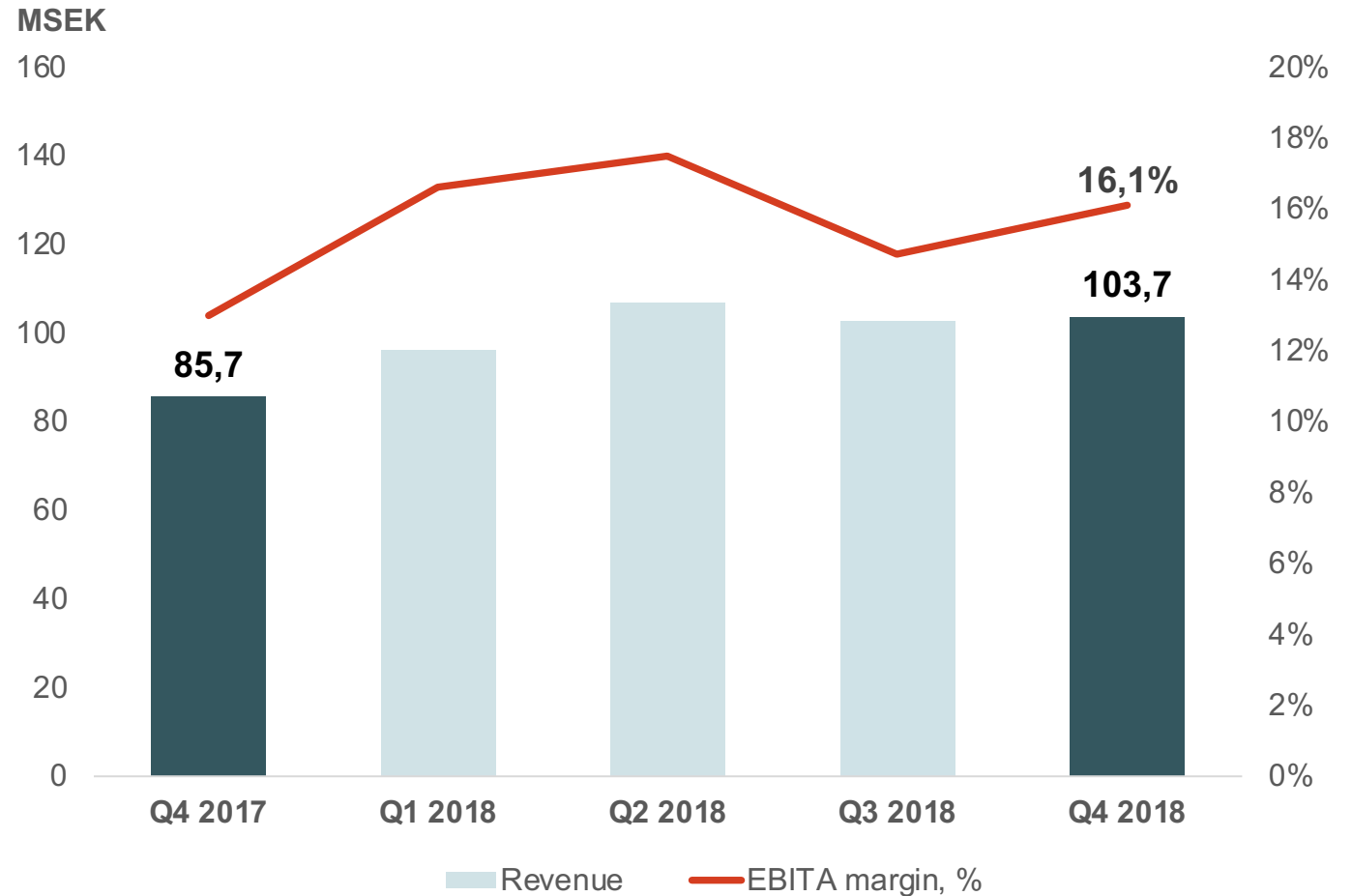
- Adj. EBITA increased by 192%, reached 36.0 MSEK (12.4)
- Adjusted EBITA margin of 8.9% (3.8)
- Stronger result due to higher gross margin and slower increase in costs
- Earnings per share reached 2.06 SEK after dilution (-0.74)



Nordic

16%
EBITA margin

- Very strong growth – revenue increased by 21.1% to 103.7 MSEK (85.7)
- Good performance in Norway and Denmark – together with tailwinds in currency
- EBITA increased 50.5% to 16.7 MSEK (11.1) due to higher sales, gross margin
- EBITA margin of 16.1% (13.0)

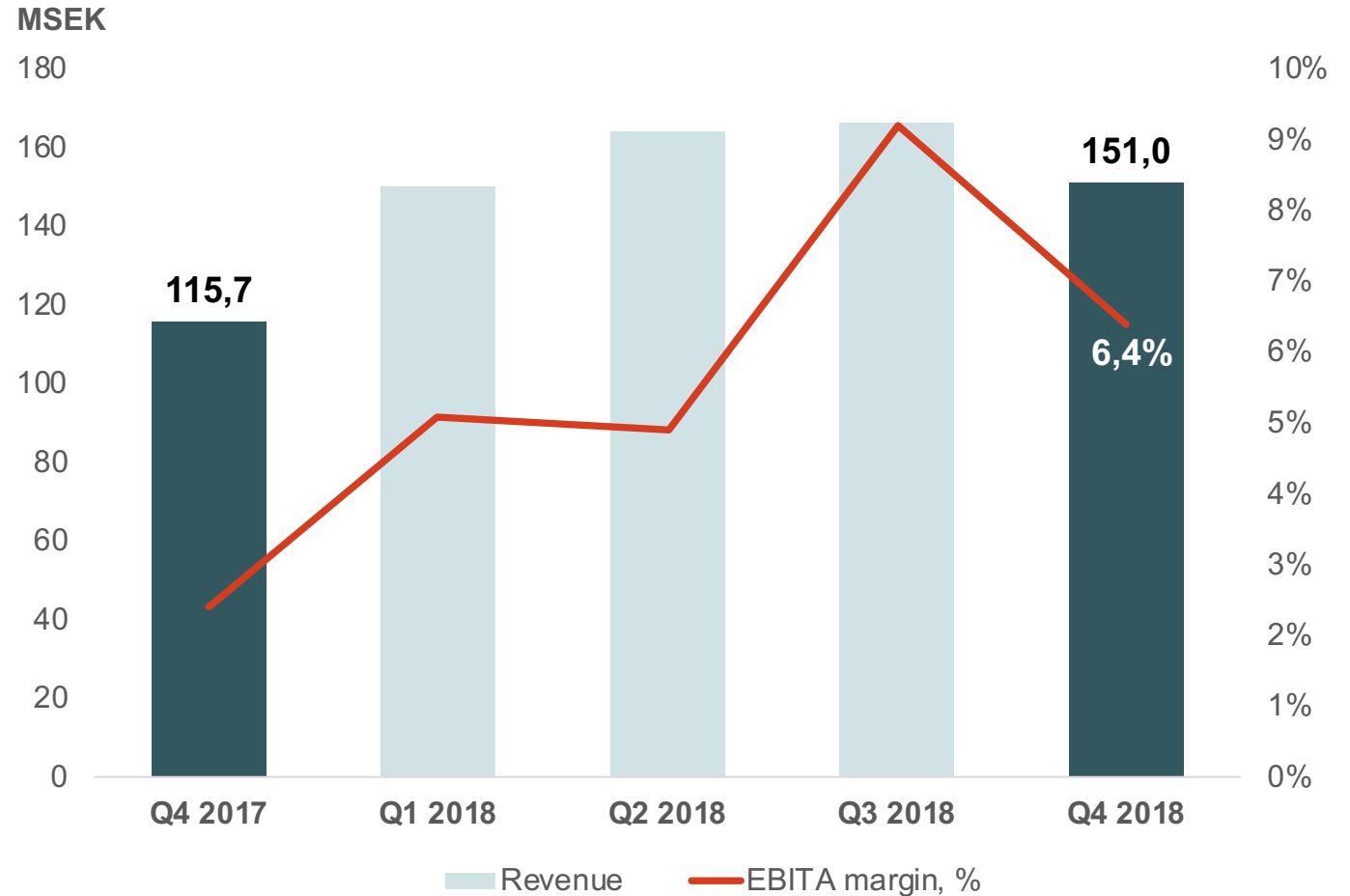


Europe

31%

Revenue growth

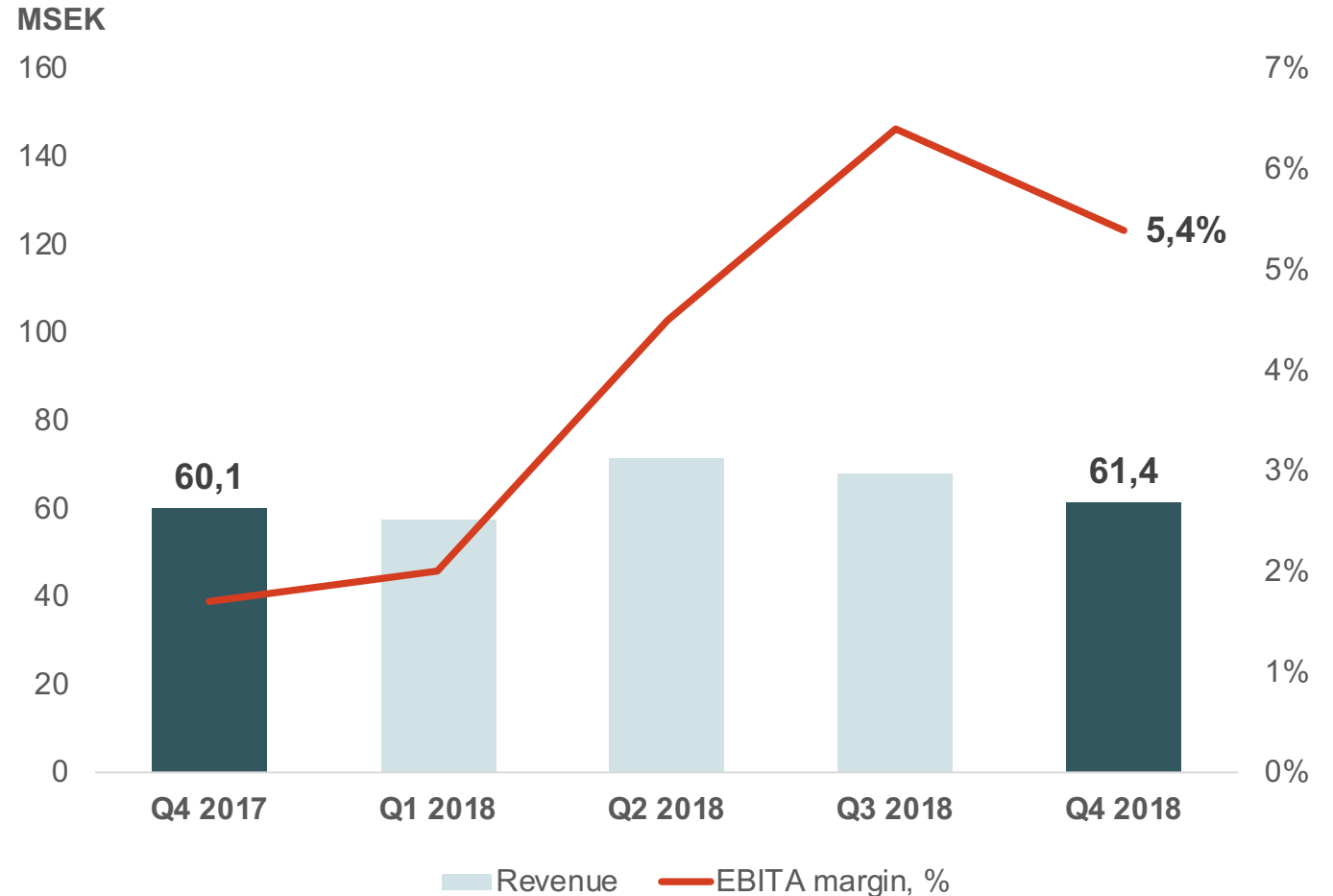
- Strong trend continues – revenue growth of 30.5% to 151.0 MSEK (115.7)
- Strong development in Germany and in the UK. Italy very promising
- Expanding into Benelux region
- EBITA increased to 9.6 MSEK (2.4), corresponding to a margin of 6.4% (2.1)
- Result driven by higher sales and gross margin



USA

2%
Revenue growth

- Low growth of 2.2% to 61.4 MSEK (60.1) – in USD revenue fell by 9%. Shift from low tech to high tech continues
- Trade tariffs of 10% effective from September – invoiced to customers
- Too early to estimate consequences of tariffs, except increased administration and more capital employed
- EBITA of 3.3 MSEK (1.1), corresponding to a margin of 5.4% (1.9)

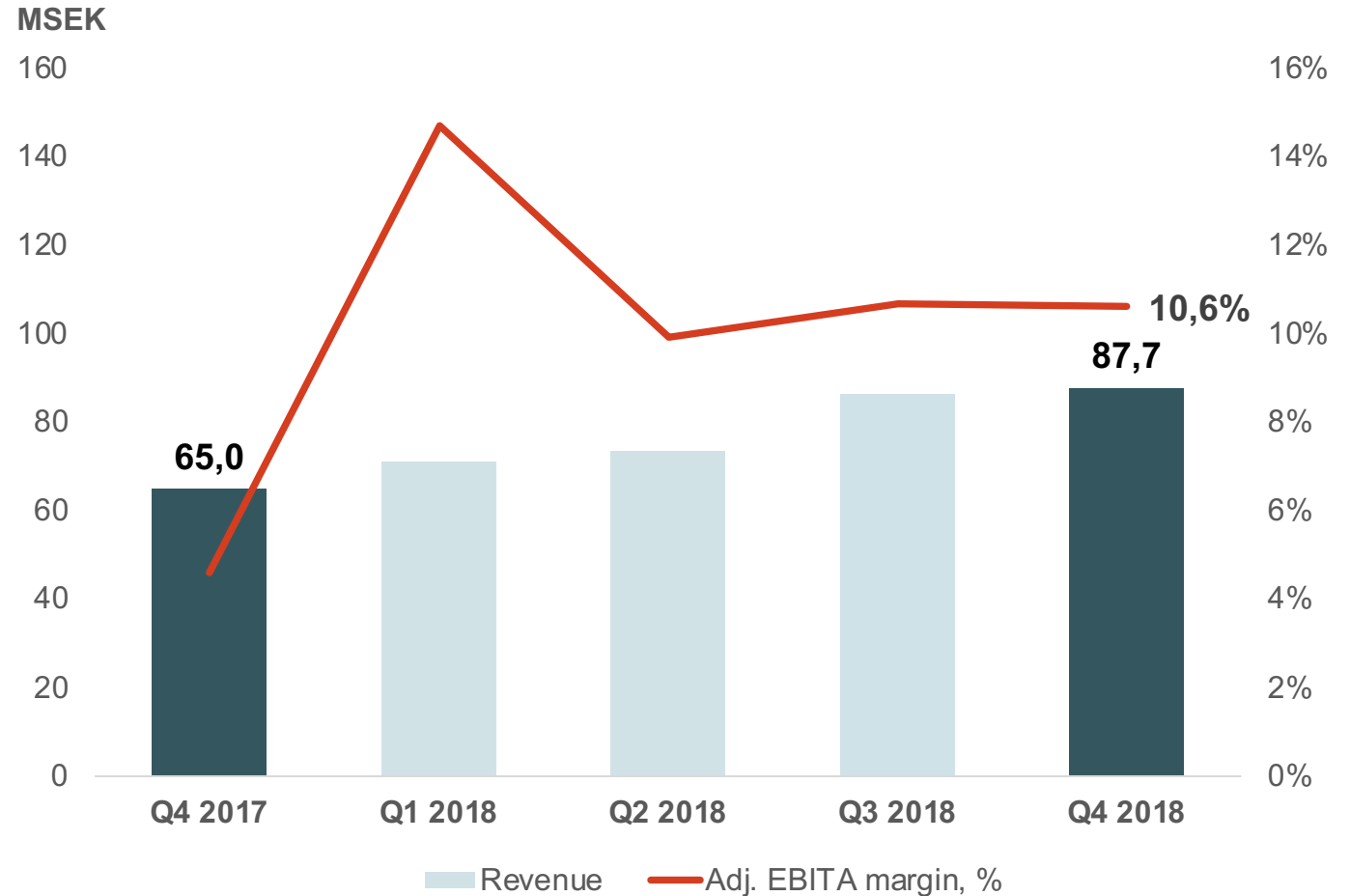


East

35%

Revenue growth

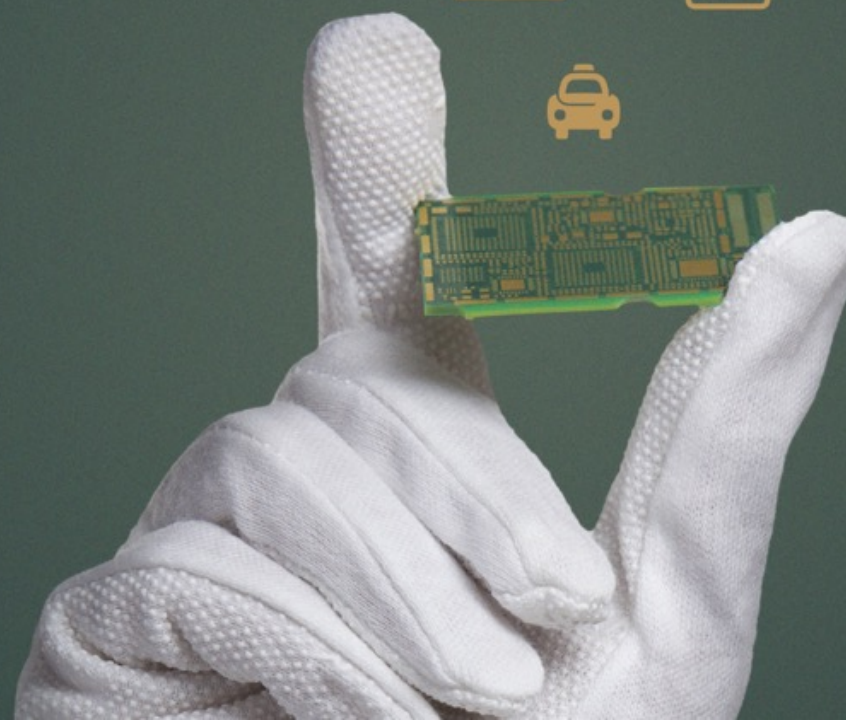
- Strong revenue growth of 35% to 87.7 MSEK (65.0)
- Strongest development in China – from new and existing customers
- Setting up business in Malaysia – emerging market with favourable local demand
- Adjusted EBITA of 9.3 MSEK (3.0), corresponding to a margin of 10.6% (4.6)



KPIs

LTM	Dec -18	Dec -17
ROE, %	51.9	30.3
Net debt/Adj. EBITDA	-0.1	1.1
Equity/Asset ratio, %	41.0	19.2
Net working capital, MSEK	135.3	115.3
Suggested dividend, SEK per share	4.50	-

4. Key take-aways



Delivering on our strategic plan



Financial targets, medium-term - and where 2018 came in

Average annual revenue
growth of

8%

Adjusted EBITA
margin of

8%

Net debt/adjusted
EBITDA less than

2x

Dividend expected to
correspond to at least

50%

of net profit

2018

15%

8.9%

-0.1x

4.50

SEK per share
suggested for
2018



Q & A



Next quarterly report:

Q1 2019

May 14, 2019

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