hms networks

JANUARY - JUNE 2013

First six months

- Net sales for the first six months increased with 21 % reaching
 SEK 235 m (195), corresponding to a 27 % increase in local currencies
- Operating profit reached SEK 41 m (34), equal to a 17 % (18) operating margin
- Order intake for the first half year increased with 13 % to SEK 259 m (229) corresponding to a 19 % increase in local currencies
- Cash flow from operating activities amounted to SEK 67 m (38)
- Profit after taxes totalled SEK 30 m (26) and result per share amounted to SEK 2.63 (2.29)
- Net sales for the last twelve months amounted to SEK 422 m (391) corresponding to a 14 % increase in local currencies. Operating result amounted to SEK 70 m (69) corresponding to a 17 % (18) operating margin

Second quarter

- Net sales for the second quarter reached SEK 128 m (99) corresponding to a 29 % increase. Operating result reached SEK 27 m (20) corresponding to a operating margin of 21 % (20)
- Order intake during the second quarter was SEK 140 m (113)

00101101001

Comment from the CEO

During the second quarter we saw order intake, revenues, operating result and earnings per share on levels not seen before in the Group. The acquisition of IXXAT Automation GmbH earlier this year contributes to these improvements but we can also see tendencies of improved demands.

Japan shows growth due to our Japanese customer's competitive advantage from a weak Japanese currency. Germany shows sign of some growth. The expected positive development in the US has not materialized and we can see a cautious approach.

We see continuing progress with new and existing customers and the order intake during the period indicates future growth.

Our new product platform in the Embedded product group is attracting considerable interest and already starting to generate design wins. We are expecting a positive development in volumes from this platform during 2014 and going forward. The core technology of this product offer, our new NP40 processor was recently awarded the "2013 New Product Innovation Award" by Frost & Sullivan providing good attention for our new product offer in the embedded area.

The product- and market development within Remote Management continues. We have experienced longer sales cycles than expected and despite many pilot series with interesting customers the sales volumes from the Remote Management products are delayed.

The development of IXXAT Automation that was acquired earlier this year is not in line with expectations but we see good opportunities for future synergies in the areas of sales and product development. During the second quarter the coordination of the sales and marketing organisations continued and we now have established common sales organisations in North America and Central Europe for our three brand names Anybus, IXXAT and Netbiter.

We can conclude that we see a mixed picture going forward. On the one hand we had a positive second quarter with good levels of order intake, sales, operating profit and earnings per share. On the other hand the market is difficult to predict in the near future. We continue to balance our long-term growth strategy with a restrictive view on costs. In the long term, we see the markets for industrial communication and remote management to be growth sectors.

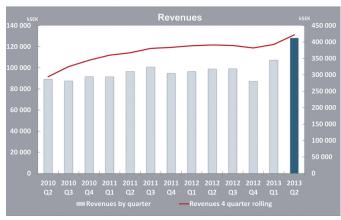


Quarterly data	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
	2013	2013	2012	2012	2012	2012	2011	2011
Net sales (SEK m)	128	107	87	99	99	96	95	101
Order intake (SEK m)	140	119	100	95	113	116	83	108
Operating profit (SEK m)	27	14	6	23	20	14	10	24
Gross margin (%)	62.2	61.0	57.6	59.9	60.6	61.9	60.8	60.6
Operating margin (%)	21.3	12.8	7.2	23.4	20.2	14.9	10.5	24.2
Return on capital (%)	17.1	15.4	16.3	16.2	17.7	17.6	18.6	21.6
Earings per share (SEK)	1.80	0.82	0.86	1.49	1.36	0.94	0.71	1.67
Equity per share (SEK)	30.41	31.17	30.21	29.43	28.23	27.74	26.77	25.96
Cash flow for operating activities per share (SEK)	1.41	4.47	1.67	2.23	2.63	0.73	0.25	1.74
Half-year data	Q1-Q2	Q3-Q4	Q1-Q2	Q3-Q4	Q1-Q2	Q3-Q4	Q1-Q2	Q3-Q4
	2013	2012	2012	2011	2011	2010	2010	2009
Net sales (SEK m)	235	186	195	196	188	179	165	129
Order intake (SEK m)	259	195	229	191	197	174	168	141
Operating profit (SEK m)	41	29	34	34	38	43	40	29
Gross margin (%)	61.7	59.0	61.3	60.7	60.5	61.0	59.4	60.2
Operating margin (%)	17.4	15.8	17.6	17.5	20.2	24.2	24.3	22.6
Return on capital (%)	17.1	7.9	17.7	18.6	22.1	23.2	21.2	8.8
Earings per share (SEK)	2.63	2.35	2.29	2.38	2.46	2.77	2.64	1.86
Earings per share (SEK) Equity per share (SEK)	2.63 30.41	2.35 29.82	2.29 28.23	2.38 26.77	2.46 24.41	2.77 25.3	2.64 22.8	1.86 21.25

Net sales

Net sales for the last twelve months amounted to SEK 421.8 m (391.0) corresponding to a 7.9 % increase. In total the revaluation of the Swedish currency in relation to the major HMS currencies had a SEK 20.1 m negative impact on net sales compared to the previous twelve month period. The order intake for the last four quarters amounted to SEK 453.6 m (420.6).

Net sales for the second quarter 2013 totalled to SEK 128.2 m (98.9), corresponding to a 29.6 % increase compared to the same quarter the previous year. Adjusted for a SEK 6.9 m negative currency effect the volume increase was 36.6 % in local currencies. The acquired company IXXAT contributed to net sales with SEK 27.5 m during the second quarter. Order intake increased with 23.5 % to SEK 139.7 m (113.1), of which SEK 128.8 will be delivered during the upcoming twelve months. In local currencies order intake during the second quarter increased with 29.6 %.

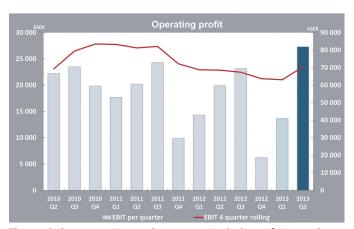


The graph shows turnover per quarter on the bars referring to the scale on the left axis. The line shows turnover for the latest 12 month period referring to the scale on the axis to the right.

Operating profit

Operating profit totalled to SEK 70.4 m (68.6) for the last four quarters, equivalent to an operating margin of 16.7 % (17.5). Currency effects had a SEK 10.7 m negative impact on the operating result compared to the previous year.

The operating profit for the second quarter 2013 totalled to SEK 27.3 m (19.9). During the second quarter the acquired group, including the effect of depreciation on allocated overvalues and acquisition costs, had a SEK 1.5 m positive impact on the Group's operating result. On Group level changes in exchange rates had a SEK 4.2 m negative impact compared to the same period the previous year.



The graph shows operating result per quarter in the bars referring to the scale on the left axis. The line shows operating result for the last 12 month period referring to the scale on the axis to the right.

Tax

The tax charge for the first half-year was SEK 8.9 m (9.5). The tax charge for the current period has been calculated on the basis of the tax situation applying to the Group at present and the profit development of the reporting entities belonging to the Group.

Equity

The Group's equity amounted to SEK 344.4 m (316.5). The total number of shares at the end of the year was 11,322,400. The Group's equity/assets ratio improved to 45.0 % (78,0).

Change in Group Equity (SEK 000s)	June 30 2013	June 30 2012	Dec 31 2012
Balance at 1 january	342,056	298,543	298,543
Total comprehensive income for the period	27,775	27,737	53,318
Issue of new shares through the exercise of warrants	0	15,289	15,289
Dividends	-25,475	-25,094	-25,094
Acquisition of non-controlling interests	0	0	0
Closing balance	344,356	316,475	342,056

Currency effects

Assets and liabilities in foreign currencies are revaluated at closing date. Currency hedging contracts are revaluated at the date of closing and are also affecting the result on the date of expiration. Changes in book value due to revaluation of operating balance sheet items and currency hedging contracts are disclosed as other operating income and other operating expenses. Changes in book value related to assets in foreign currencies i.e. liquid funds, are disclosed as financial income and expenses. Net sales and expenses are affected by changes in exchange rates. This will have an impact on income and costs.

Net sales for the first half-year consist of 64 % in EURO, 23 % in USD, 8 % in Japanese Yen and 5 % in SEK and other currencies. Cost of goods sold consists of 58 % in EURO, 16 % in USD and 2 % in Japanese Yen. Operating expenses consists of 37 % in EURO, 10 % in USD, 4 % in Japanese Yen and 49 % of SEK and other currencies.

The Group applies a policy for currency hedging described in the annual report.

Cash flow, investments and financial position

Cash flow from operating activities in the first six months 2013 amounted to SEK 66.5 m (37.6).

The investments in tangible assets for the half-year totalled SEK 1.7 m (9.4). Investments in intangible assets for the period totalled SEK 30.5 m (11.8) and comprise internal development costs. The higher level of capitalized expenses is to the majority related to the development of new technology platforms i.e the new network chip NP40, the new technology platform supporting HMS Safety technology and the chip, brick, module concept. An investment in subsidiaries was 257.8 MSEK. The acquisition of IXXAT has generated a overvalue for the group of approximately 250 MSEK of which 140 MSEK is allocated on technology platforms, customers and brand name. The annual depreciation on the purchase price allocated to technical platforms and customers is estimated to 7 MSEK. During the first six months 2013 depreciation on purchase price allocated to assets was reflected with 2.8 MSEK in the income statement

At the end of the period the cash equivalents totalled SEK 10.5 m (25.6) and unutilized credit facilities SEK 12.0 m. The Group's net debt amounted to SEK 262.7 m (8.1). During the second quarter HMS distributed dividend payments to its shareholder equal to SEK 2.25 per share (2.25), in total SEK 25.5 m.

Important events

- Bosch Rexroth renews a volume commitment for Anybus products worth approximately 9 MSEK during 2013
- Crouzet chooses Netbiter for remote management of their Millennium 3 PLCs
- HMS acquires German company IXXAT Automation
- The Annual General Meeting was held at the Company's headquarter in Halmstad
- Frost & Sullivan awards HMS the 2013 New Product Innovation Award for the NP40 processor

Outlook

The HMS Group long term growth is supported by a continued inflow of design-wins, a broader product offering within the Gateway product family and Remote Management, supplementary technology platforms from IXXAT and an expansion of the HMS sales channels according to the existing strategy.

At present the global market for HMS products is expected to remain weak. The market for industrial communication and remote management will continue as a future growth area and HMS overall goals are unchanged: A long term average growth of 20 % per year and an operating margin above 20 %.





Accounting policies

This report has been prepared in accordance with International Financial Reporting Standards (IFRS) and IAS 34, for Interim Reporting. Amendments to existing standards, new interpretations and new standards that came into effect as of January 1, 2013 did not affect the Groups reporting as of June 30, 2013.

As of the first quarter 2012 customer orders related to development projects including future volume commitments and blanket agreements with estimated future volumes, are included in the period's order intake. As clarification, information about which part of the order intake that will be shipped during the following twelve months, is disclosed.

HMS continues to apply the same accounting principles and valuation methods as those described in the most recent Annual Report. The parent company report is prepared in accordance with RFR 2, accounting for legal entities, and the Swedish Annual Accounts Act and accounting principles and the valuation methods as those described in the most recent Annual Report.

HMS Networks AB's share

HMS Networks AB (publ) is listed on the Nasdaq OMX Stockholm Small Cap list, in the Information Technology sector. The total number of shares amounted to 11,322,400.

Risk management

The HMS Group is exposed to business and financial risks through its operations. These risks have been described at length in the Company's annual report 2012. In addition to the risks described in these documents, no additional significant risks have been identified.

The parent company

The Parent Company's operations are primarily focused on Group-wide management and financing. Apart from the Group's CEO, the Parent Company has no employees. The operating profit for the first half-year 2013 amounted to SEK 0.0 m (0.3). Cash and cash equivalents amounted to SEK 0.8 m (0.2) and borrowing amounted to SEK 0.0 m (16.6).

Short of the company

Strategies

Growth strategy - HMS's main focus is on organic growth. Expansion on existing markets will be through improved and extended product ranges, new technology, high level of service and new sales channels. A certain degree of growth can be through the selective acquisition of businesses that will be a valuable complement to the company's organic growth strategy.

Development strategy - The Company's core expertise is made up of an extensive understanding of industrial network communication. Based on this competence in combination with an extensive network of customers, suppliers and external partners the existing and new product offers and solutions are developed for the best possible customer benefits.

Product strategy - HMS markets four product lines, which to a certain degree are based on a common technical platform:

- Anybus Embedded Embedded network interface cards
- Anybus Gateways Communication translators between different networks
- IXXAT Communication platforms for industial machines and equipment
- Netbiter Remote Management Remote monitoring and controlling of industrial devices

Production strategy - HMS maintains an in-house low-volume production of Anybus products in Halmstad. Volume production takes place in close partnership with subcontractors in Europe and Asia in order to achieve flexible costs and to make use of economies of scale.

Marketing strategy - The Anybus network interface cards are marketed and sold to players in industrial and infrastructure automation and Anybus Gateways to system integrators, machine manufacturers and end-users in industrial and infra-structure automation. Netbiter products are marketed and sold to a wide range of customers, from device manufacturers to owners of installations in need of remote management.

Sales strategy - Sales take place via the company's sales offices on defined key markets in 10 countries. Sales on the company's other markets, in some 50 countries, takes place via agents/ distributors.

Business model

HMS has designed its business models to fit each market and product line. For the Embedded market, most business is via framework agreements (i.e. design-wins). The sales cycle is relatively long and the design phase is performed in close cooperation with the customer. After that, there is steady revenue over a long period of time. For Gateways and Remote Management, the business model is more traditional, with a short business cycle and manufacturing based on customer orders.

Reporting occasions

- Q3 Report 2012 will be published on October 23, 2013
- Year-end Report 2012 will be published on February 7, 2013

Assurance

The Board of Directors and CEO assure that the interim report provides a true and fair overview of the Parent Company and the Group's operations, position and earnings and describes the material risks and uncertainties faced by the Parent Company and the Group.

Halmstad July 22, 2013

Staffan Dahlström Urban Jansson

Chief Executive Officer Chariman of the Board

Göran Sigfridsson Ray Mauritsson

Henrik Johansson Charlotte Brogren

Gunilla Wikman

This interim report has not been reviewed by the Company's auditor.

Further information can be obtained from: CEO Staffan Dahlström, telephone +46 (0) 35-17 29 01 or CFO Gunnar Högberg, telephone +46 (0) 35-17 29 95

Financial accounts

	Q2 2013	Q2 2012	Q1-Q2 2013	Q1-Q2 2012	Q1-Q4 2012	Q3 2012- Q2 2013
Net increase in revenue (%)	29.6	2.5	7.9	3.9	-0.5	7.9
Gross margin (%)	62.2	60.6	60.4	61.3	60.1	60.4
Operating margin EBIT (%)	21.3	20.2	16.7	17.6	16.7	16.7
EBITDA (SEK t)	32,138	22,663	49,851	39,503	74,620	84,968
EBITDA (%)	25.1	22.9	21.2	20.2	19.5	20.1
Return on capital employed (%)*	15.9	22.7	15.9	22.7	19.7	15.9
Return on total equity (%)*	17.0	17.7	17.0	17.7	16.3	17
Working capital in relation to sales (%)*	5.9	9.4	5.9	9.4	9.2	5.9
Capital turnover rate	0.72	1.00	0.72	1.00	0.94	0.72
Debt/equity ratio	0.66	-0.03	0.66	-0.03	-0.09	0.66
Equity/assets ratio (%)	45.0	78.0	45.0	78.0	81.9	45
Capital expenditure in property. plant and equipm. (SEK 000s)	618	3,951	1,703	9,405	12,202	4,500
Capital expenditure in intagible fixed assets (SEK 000s)	15,843	7,017	30,521	11,819	30,108	48,810
Depreciation of property. plant and equipment (SEK 000s)	-1,863	-1,512	-3,592	-2,858	-6,240	-6,974
Amortisation of intangible fixed assets (SEK 000s)	-3,015	-1,198	-5,254	-2,313	-4,553	-7,494
Number of employees (average)	339	240	294	237	241	294
Revenue per employee (SEK m)*	1.2	1.6	1.4	1.7	1.6	1.4
Total equity per share. SEK	30.80	28.23	30.80	28.23	30.21	30.41
Total equity per share. diluted. SEK	30.80	28.23	30.80	28.23	30.21	30.41
Cash flow from operations per share before dilution. SEK	1.41	2.63	5.88	3.36	7.27	9.78
Cash flow from operations per share after dilution. SEK	1.41	2.63	5.88	3.36	7.27	9.78
Basic number of shares. average. thousands	11,322	11,209	11,322	11,181	11,252	11,322
Number of shares. diluted average. thousands	11,322	11,209	11,322	11,186	11,254	11,322

^{*} The key ratio has been translated into trailing 12 month value when applicable.

Income statements

	Q2	Q2	Q1-Q2	Q1-Q2	Q1-Q4	Q3 2012-
(SEK 000s)	2013	2012	2013	2012	2012	Q2 2013
Revenue	128,205	98,902	235,420	195,395	381,804	421,829
Cost of goods and services sold	-48,496	-36,727	-90,265	-75,675	-152,433	-167,022
Gross profit	79,709	59,953	145,155	119,719	229,371	254,807
Sales and marketing costs	-31,754	-25,034	-61,422	-50,767	-105,962	-116,618
Administrative expenses	-11,001	-8,429	-24,105	-17,734	-32,997	-39,369
Research and development costs	-11,475	-6,896	-21,192	-15,807	-26,476	-31,861
Other operating income	1,776	415	3,262	542	3,960	7,012
Other costs	5	-55	-693	-1,663	-4,169	-3,532
Operating profit	27,260	19,953	41,005	34,292	63,726	70,439
Financial income	1,228	1,123	1,228	1,174	1,926	2,030
Financial costs	-1,569	-266	-3,615	-369	-456	-3,751
Profit before tax	26,919	20,810	38,618	35,096	65,197	68,719
Tax	-6,494	-5,619	-8,882	-9,476	-13,024	-12,430
Profit for the period	20,425	15,191	29,736	25,620	52,173	56,288
Basic earnings per share, SEK	1,80	1,36	2,63	2,29	4,64	4,97
Earnings per share, diluted, SEK	1,80	1,36	2,63	2,29	4,64	4,97

Statements of comprehensive income

(SEK 000s)	Q2 2013	Q2 2012	Q1-Q2 2013	Q1-Q2 2012	Q1-Q4 2012	Q3 2012- Q2 2013
Profit for the period	20,425	15,191	29,736	25,620	52,173	56,288
Other comprehensive income						
Income/expense recognized directly in equity						
Cash flow hedges	-2,730	2,423	-3,249	3,047	2,205	-4,091
Translation differences	8,721	-48	3,516	-129	-480	3,168
Share savings program	203	0	339	0	0	339
Hedging of net investments	-13,292	0	-4,207	0	0	-4,207
Income tax relating to components of other comprehensive income	3,525	-637	1,640	-801	-580	1,861
Other comprehensive income for the period, net of tax	-3,571	1,738	-1,961	2,117	1,145	-2,930
Total comprehensive income for the period	16,854	16,929	27,775	27,737	53,318	53,358

Balance Sheets

(SEK 000s)	June 30 2013	June 30 2012	Dec 31 2012
ASSETS			
Goodwill	386,379	236,071	236,071
Other intangible assets	220,540	32,449	48,910
Property, plant and equipment	20,697	21,718	21,106
Deferred tax assets	747	774	852
Total fixed assets	628,363	291,012	306,939
Inventories	36,642	28,872	26,843
Trade and other receivables	60,452	44,343	35,501
Other current receivables	30,120	16,106	16,845
Cash and cash equivalents	10,496	25,605	31,487
Total current assets	137,710	114,926	110,676
TOTAL ASSETS	766,073	405,938	417,615
EQUITY AND LIABILITIES			
Equity	344,356	316,475	342,056
Liabilities			
Non-current liabilities	238,140	17,549	787
Deferred income tax liabilities	65,187	23,910	23,168
Total non-current liabilities	303,327	41,459	23,955
Trade payables	33,594	20,764	25,462
Other current liabilities	84,797	27,240	26,142
Total current liabilities	118,391	48,004	51,604
TOTAL EQUITY AND LIABILITIES	766,073	405,938	417,615

Cash flow statements

(SEK 000s)	Q2 2013	Q2 2012	Q1-Q2 2013	Q1-Q2 2012	Q1-Q4 2012	Q3 2012- Q2 2013
Cash flow from operating activities before changes in working capital	21,228	25,400	27,583	31,707	65,257	61,133
Cash flow from changes in working capital	-5,250	4,037	38,954	5,855	16,523	49,622
Cash flow from operating activities	15,978	29,437	66,537	37,562	81,780	110,755
Cash flow from investing activities	-16,460	-10,968	-258,000	-21,225	-42,944	-279,719
Cash flow from financing activities	-22,484	-13,555	169,434	-17,305	-33,923	152,817
Cash flow for the period	-22,966	4,914	-22,029	-968	4,913	-16,147
Cash and cash equivalents at beginning of the period	32,424	20,691	31,487	26,573	26,573	25,605
Cash and cash equivalents at end of period	9,458	25,605	9,458	25,605	31,486	9,458

Changes in current receivables/liabilities related to derivate financial instruments are reported as cash flow from operating activities before changes in working capital.

Quarterly data

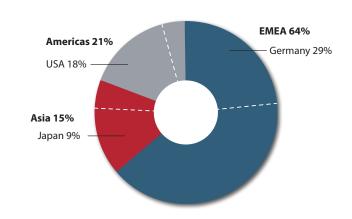
Revenue per region (SEK 000s)	Q2 2013	Q1 2013	Q4 2012	Q3 2012	Q2 2012	Q1 2012	Q4 2011	Q3 2011	Q2 2011	Q1 2011	Q4 2010	Q3 2010
EMEA	82,481	69,182	52,971	60,049	59,169	60,387	55,876	64,900	61,757	60,379	55,109	57,441
Americas	26,439	22,480	19,686	22,687	20,813	20,429	20,330	18,844	17,418	17,167	19,354	15,715
Asia	19,285	15,553	14,608	16,408	18,920	15,677	18,642	16,976	17,322	13,981	17,184	14,423
Income statement (SEK 000s)	Q2 2013	Q1 2013	Q4 2012	Q3 2012	Q2 2012	Q1 2012	Q4 2011	Q3 2011	Q2 2011	Q1 2011	Q4 2010	Q3 2010
Revenue (SEK m)	128,205	107,215	87,265	99,144	98,902	96,493	94,848	100,720	96,498	91,527	91,647	87,579
Gross profit	79,709	65,446	50,269	59,382	59,766	59,766	57,686	61,062	59,193	54,552	55,385	53,931
Gross margin	62.2%	61.0%	57.6%	59.9%	60.6%	61.9%	60.8%	60.6%	61.3%	59.6%	60.4%	61.6%
Operating profit	27,260	13,745	6,248	23,186	19,953	14,338	9,925	24,360	20,224	17,704	19,848	23,502
Operating margin	21.3%	12.8%	7.2%	23.4%	20.2%	14.9%	10.5%	24.2%	21.0%	19.3%	21.7%	26.8%
Profit before tax	26,919	11,699	7,001	23,100	20,810	14,286	10,715	25,544	20,536	16,973	20,231	22,702

Sales

Sales by geographical area for the first half-year 2012 are presented in the graph to the right.

Embedded products reached 56 % of the Group's total sales, Gateway products 19 % and Remote Management amounted to 4 %.

All product groups are based on a common technology platform and are marketed and sold in the common sales channels. Therefore, no complete segment reporting is disclosed.



Parent company income statements

(SEK 000s)	Q2 2013	Q2 2012	Q1-Q2 2013	Q1-Q2 2012	Q1-Q4 2012	Q3 2012- Q2 2013
Revenue	1,818	2,478	4,061	4,369	7,995	7,687
Cost of sales and services	0	0	0	0	0	0
Gross profit	1,818	2,478	4,061	4,369	7,995	7,687
Administrative expenses	-1,823	-2,362	-4,072	-4,107	-7,642	-7,607
Operating profit	-5	116	-11	262	353	80
Interest and similar income	1	-116	0	-262	-353	-91
Profit before tax	0	0	0	0	0	0
Tax	0	0	0	0	-7	-7
Profit for the period	0	0	0	0	-7	-7

Parent company balance sheets

(SEK 000s)	June 30 2013	June 30 2012	Dec 31 2012
ASSETS			
Financial fixed assets	244,039	244,039	244,039
Total financial fixed assets	244,039	244,039	244,039
Other receivables	365	542	955
Cash and cash equivalents	779	153	684
Total current assets	1,144	695	1,639
TOTAL ASSETS	245,183	244,734	245,678
EQUITY AND LIABILITIES			
Equity	97,810	123,292	123,285
Untaxed reserves	8	8	8
Liabilities			
Non-current liabilities	0	16,618	0
Trade payables	215	306	1,277
Liabilities to Group companies	145,347	102,933	120,073
Other current liabilities	1,803	1,577	1,035
Total current liabilities	147,365	104,816	122,385
TOTAL EQITY AND LIABILITIES	245,183	244,734	245,678

Definitions

Return on shareholders' equity

Share of profit after tax attributable to the parent company's shareholders in relation to the average shareholders' equity excluding non-controlling interests.

Return on capital employed

Share of the profit after financial income in relation to the average capital employed.

Capital employed

Total assets less non interest bearing current liabilities and provisions, as well as total deferred tax liabilities.

Capital turnover rate

Operating income in relation to total assets.

Earnings per share

Share of the profit after tax attributable to the parent company's shareholders in relation to the average number of outstanding shares.

Earnings per share after dilution

Share of the profit after tax attributable to the parent company's shareholders in relation to the average number of outstanding shares with addition for the average number of shares that are added when converting the outstanding number of convertible securities and options.

Working capital

Current assets less cash equiva-lents and current liabilities.

Operating margin

Operating income in relation to net sales.

Equity/assets ratio

Shareholders' equity in relation to total assets.

Net debt

Long-term and current financial liabilities less financial assets.

Net debt/equity ratio

Net debt in relation to shareholders' equity including non-controlling interests.

Total equity per share

Total equity attributable to the parent company's shareholders in relation to total outstanding shares by the end of the period.



HMS Industrial Networks is the leading independent supplier of products for industrial communication including remote management. HMS develops and manufactures solutions for connecting automation devices and systems to industrial networks under the Netbiter, Anybus and IXXAT brands

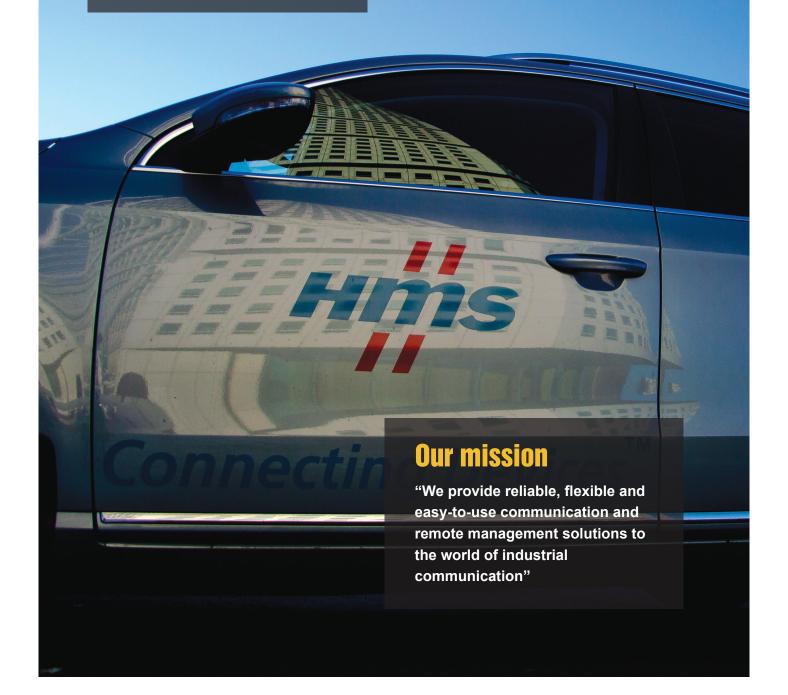
Development and manufacturing take place at the headquarters in Halmstad, Sweden and in Weingarten, Germany. Local sales and support are handled by branch offices in China, Denmark, France, Germany, India, Italy, Japan, UK, and USA. HMS employs over 350 people and reported sales of 58 million EUR in 2012. HMS is listed on the NASDAQ OMX in Stockholm.

Our vision

"All industrial devices will be intelligent and networked. We shall be the market leading partner in the world of industrial communication"

Our purpose

"To create long term value for our customers, employees and investors".



HMS Networks AB (publ) Org.Nr. 556661-8954 Box 4126 | 300 04 Halmstad | Sweden Tel: +46 35 172 900 Fax: +46 35 172 909 http://investors.hms.se





