

# Interim Report

January-March  
2018



” The first quarter of the year developed according to plan and was slightly affected by an Easter effect compared to last year. Bong has been successful in passing on raw material price increases to the market with short lead time. This lead time had a temporary negative impact on earnings and working capital in the first quarter. During the first quarter, the integration of Intermail’s envelope production has been completed and this will have a positive effect on both turnover and earnings starting in the second quarter, says Bong’s CEO Håkan Gunnarsson. ”

## January – March 2018

- Net sales amounted to SEK 538 million (545)
- Operating profit before depreciation decreased to SEK 23 million (30)
- Operating profit decreased to SEK 12 million (19)
- Non-recurring items amounted to SEK -2 million (-)
- Earnings after tax amounted to SEK -4 million (4)
- Earnings per share amounted to SEK -0.02 (0.01)
- Cash flow after investing activities amounted to SEK -1 million (22)

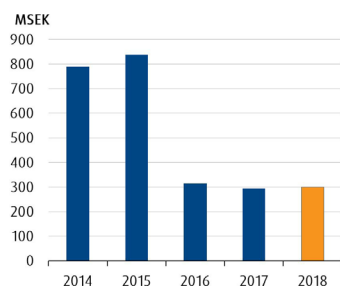
## Key Ratios

MSEK	Jan-Mar 2018	Jan-Mar 2017	Apr 2017-Mar 2018	Jan-Dec 2017
Net sales	538	545	2,088	2,095
EBITDA	23	30	84	91
Non-recurring items	-2 <sup>2)</sup>	-	-7 <sup>3)</sup>	-5 <sup>1)</sup>
Adjusted EBITDA	25	30	91	96
Adjusted EBITDA - margin. %	4.6%	5.6%	4.4%	4.6%
EBIT	12	19	39	45
EBT	1	7	-5	1
Earnings after tax	-4	4	-17	-9
Earning per share. SEK	-0.02	0.01	-0.10	-0.06
Cash flow after investing activities	-1	22	21	40
Equity/ asset ratio. %	42.8%	43.9%	42.9%	42.8%

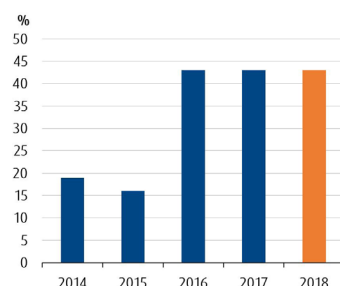
1) Restructuring cost SEK -18.2 million

2) Refinancing transaction SEK 430 million

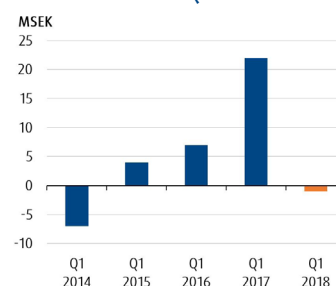
Net debt



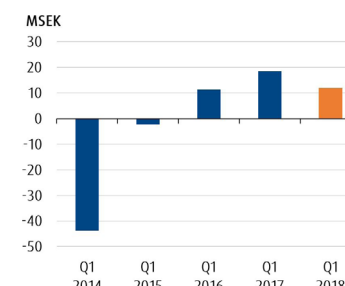
Equity ratio



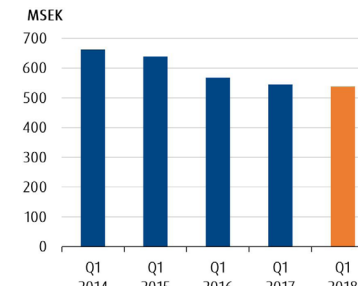
Cash flow after investing activities - Q1



Operating profit/loss - Q1



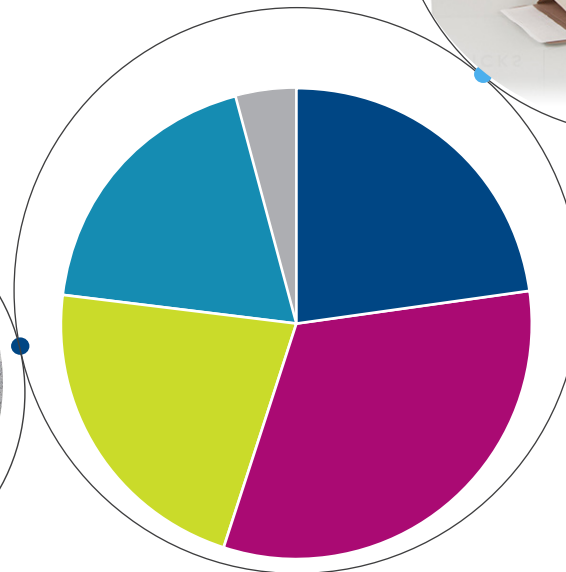
Net sales - Q1



# This is the Bong Group

Bong is one of the leading providers of specialty packaging and envelope products in Europe and offers solutions for distribution and packaging of information, advertising materials and lightweight goods. Important growth areas in the Group are packaging within retail and e-commerce and the envelope market within Eastern Europe. The Group has annual sales of approximately SEK 2.1 billion and about 1,400 employees in 14 countries.

Bong has strong market positions in most of the important markets in Europe and the Group sees interesting possibilities for continued development. Bong is a public limited company and its shares are listed on Nasdaq Stockholm (Small Cap).



Sales to geographical areas 2018

- Nordic/Baltics/Russia, 18%
- Central Europe, 34%
- France and Spain, 23%
- United Kingdom, 18%
- Others, 7%



- Production and sales
- Sales

## Market and industry

During the first quarter of 2018, FEPE statistics show that the European envelope market volume has decreased by approximately 9% compared to the same period previous year. Bongs decline during the first quarter of 2018 was approximately 1% compared to the same period previous year.

Raw material prices have increased continuously since 2016 as a direct result of the decreased capacity at the paper suppliers, and the price increase of pulp. Continued price increases by Bong into the market is therefor necessary, in order to compensate for the increase of raw material costs. Bong has been successful in compensating for these increases in the past.

Some restructuring of the of the envelope market has taken place during the first quarter of 2018. In the Nordic market InterMail has taken the decision to close its envelope production and enter into an agreement with Bong where Bong will help to continue to serve InterMail customers. Furthermore, in UK, GNE has been acquired by Encore after GNE went into administration.

Bongs estimation is that the restructuring process and consolidation of the industry will continue.

Besides the envelope market, Bong is also present on the light packaging market, a market which is large and fragmented but still in growth. Light packaging represents approximately 20% of Bongs annual sales and during the first quarter of 2018 Bongs sales of light packaging products was in line with the same period previous year. The machines for production of paper carrier bags that Bong invested in during the end of 2016 are still producing at high capacity and is a product that Bong see large opportunities for due to the EU-directive from 29 April 2015 aimed at reducing the use of plastic bags in Europe. The directive includes objectives that each member country may achieve as it deems appropriate. A ban has already been implemented in a number of European countries. Paper carrier bags in combination with gift packaging also means that Bong can offer a complete concept to its customers within the Retail segment. Bong also sees opportunities to grow within the e-commerce segment with the existing product range.

## Sales and profit

January - March 2018

Consolidated sales for the period reached SEK 538 million (545). Exchange rate fluctuations had a positive impact on sales of SEK 17 million compared with 2017.

Operating profit decreased to SEK 12 million (19). During the period operating profit was affected negatively by a non-recurring item of SEK -2 million attributable to the French operations. During the first quarter of 2017 operating profit was affected by a non-recurring profit of SEK 5 million attributable to renegotiated pension agreements in Norway. The effect on operating profit of fewer working days compared to the same period 2017

is SEK -4 million. The deal to take over Intermail's envelope production, customers and certain sales staff was completed during the period. The effect is expected to occur during the second quarter of 2018.

Net financial items for the period, excluding non-recurring items, amounted to SEK -11 million (-11).

Earnings before tax were SEK 1 million (7) and reported earnings after tax were SEK -4 million (4).

Bong's total light packaging sales amounted to SEK 97 million (98). Currency fluctuations had a positive impact on light packaging sales of SEK 3 million compared with the corresponding period in 2017.

## Cash flow and investments

The cash flow after investing activities decreased to SEK -1 million (22) compared to previous year.

Cash flow from operating activities before changes in working capital amounted to SEK 7 million (4). Working capital had a negative impact on the cash flow of SEK -12 million (18). Restructuring programs had negative impact on the cash flow of SEK -3 million (-8). Net investments in the period had a positive impact amounting to SEK 3 million (-1). Only minor asset sales were made in the period.

## Financial position

Cash and cash equivalents at 31 March 2018 amounted to SEK 127 million, including the escrow account of SEK 21 million (SEK 124 million at 31 December 2017, including the escrow account of SEK 21 million). The Group had unutilized credit facilities of SEK 12 million on the same date. Total available cash and cash equivalents thus amounted to SEK 139 million (SEK 137 million at 31 December 2017, including the escrow account of SEK 21 million). Consolidated equity at the end of March 2018 was SEK 725 million (SEK 696 million at 31 December 2017).

Translation of the net asset value of foreign subsidiaries to Swedish krona and changes in the fair value of pension debt and derivative instruments increased consolidated equity by SEK 35 million. The interest bearing net loan debt amounted to SEK 300 million (SEK 294 million at 31 December 2017).

## Employees

The average number of employees during the period was 1,436 (1,474). The Group had 1,444 (1,462) employees at the end of March 2018. Bong has intensively worked on improving productivity and adjusting staff to meet current demand and the reduction is the result of the implemented restructuring measures.

## Parent Company

The Parent Company's business extends to management of operating subsidiaries and certain Group management functions. Sales were SEK 0 million (0.9) and earnings before tax for the period were SEK -8 million (-6).

## Events after the end of the period

### Divestment of Postac LLC

In April, Bong's 50 percent ownership of Postac LLC was discontinued in Russia. The company will be taken over by the former minority owner with a focus on the Russian market. The purchase sum will be paid over a three-year period to Bong.

## Risks and opportunities

Business risks for the Bong Group are primarily related to market development and various types of financial risks. There has not been any change to significant risks and uncertain positions since Bong's annual report for 2017 was released. For further information, please refer to Bong's annual report and website bong.com.

## Accounting policies

This interim report has been prepared in accordance with IAS 34, Interim Financial Reporting, and the Swedish Annual Accounts Act. Application was consistent with the accounting principles outlined in the 2017 annual report and the interim report should be read along with those principles.

## NEW ACCOUNTING STANDARDS THAT CAME INTO FORCE IN 2018

### IFRS 9 Financial instruments

As of January 1, 2018, Bong applies IFRS 9. Bong applies the new standard and in accordance with the transitional rules of the standard, which means that Bong has chosen not to recalculate the comparative figures for 2017.

The principles in IFRS 9 for valuation of financial assets depends on how they are classified. Classification of financial assets depends on the Group's business model (purpose of the financial asset) and the financial asset's contractual cash flow. According to IFRS 9, categories of financial assets are as follows:

- Financial assets valued at accrued acquisition value
- Financial assets measured at fair value through other comprehensive income
- Financial assets measured at fair value through profit or loss

For Bong, there are no significant changes in the valuation of financial assets since the valuation bases were already accrued cost or fair value. Bong's financial assets consist largely of accounts receivable and liquid assets.

For financial liabilities, they are valued at accrued acquisition value or fair value through profit or loss. Bong's total liabilities are valued at accrued acquisition value, similar to previous accounting principles.

#### *Write-down of financial assets*

IFRS 9 requires that a reservation be made for expected credit losses on financial assets valued at accrued acquisition value. At each balance sheet date, the loss reserve is valued at an amount corresponding to the expected credit losses for the remaining maturity. Bong's financial assets consist essentially of accounts receivable. According to IFRS 9, there are simplification rules applied by Bong, which means that the loss reserve is valued at an amount that takes into account remaining maturity. Valuation of expected credit losses is intended to take into account the risk of losses in non-accrued customer receivables. Bong mainly bases the calculation of expected loan losses on an individual assessment of the current claim together with information about historical losses for similar assets and counterparties as well as a forward adjustment.

#### **IFRS 15 Income from agreements with customers**

As of January 1, 2018, Bong applies IFRS 15. Bong has applied the new standard using a retroactive method. In accordance with this option, no adjustment of opening balances was made as at 1 January 2018, as the accounting of revenue according to the new requirements already complies with the Group's previous accounting principles. The implementation of IFRS 15 had no significant impact on the Group, therefore, no reconciliation of opening balances has taken place.

Bong applies the five-step model according to IFRS 15 for all agreements with customers. In Bong's agreement with customers, product sales are judged to be a performance commitment. The basic principle is that income should reflect expected compensation in connection with the performance of a contractual commitment to the customer and correspond to the compensation to which the Group is entitled upon the transfer of control to the products delivered to the counterparty. Previously, Bong reported revenues when risk and benefits have been passed to the customer, now it is based on control. Revenue is reported when performance has been met, ie at the time the product has been passed on to the customer. Based on Bong's delivery model, the timing of when revenue is reported is not changed. In Bong there are variable remuneration to customers in the form of bonuses, these are allocated to performance commitments in the agreements, which are in accordance with previous accounting principles.

#### **IFRS 16 Leases**

In January 2016, IASB issued a new lease standard that will replace IAS 17 Leases and the related interpretations IFRIC 4, SIC-15 and SIC-27. The standard requires assets and liabilities arising from all leases, with some exceptions, to be recognized on the balance sheet. The accounting for lessors will in all material aspects be unchanged. The standard is effective for annual periods

beginning on or after 1 January 2019. The Group has started to map and quantify the impact of IFRS 16 and will be able to make a better assessment during 2018.

No other IFRS standards or IFRIC interpretations which have not yet come into force are expected to have a material impact on the Group.

#### **Kristianstad 16 May 2018**

#### **Håkan Gunnarsson**

Chief Executive Officer

This report has not been subject to examination by the company's auditors.

#### **Additional information**

Håkan Gunnarsson, CEO for Bong AB. Tel +46 44-20 70 00 (switchboard)

#### **Financial Calendar:**

- Interim Report January-June, 2018, 12 July 2018
- Interim Report January-September, 2018, 15 November 2018
- Year End Report 2018, 14 February 2019



# Income statement in summary

MSEK	Note	Jan-Mar 2018 3 month	Jan-Mar 2017 3 month	Apr 2017- Mar 2018 12 month	Jan-Dec 2017 12 month
Revenue		538.1	545.2	2,088.2	2,095.3
Cost of goods sold		-445.0	-445.4	-1,713.8	-1,714.2
Gross profit		93.1	99.8	374.5	381.1
Selling expenses		-47.3	-45.3	-183.5	-181.5
Administrative expenses		-37.9	-34.8	-149.6	-146.4
Other operating income and expenses		4.1	-1.0	-2.9	-8.0
Operating profit		12.0	18.6	38.5	45.2
Net financial items		-10.9	-11.5	-43.4	-44.1
Result before tax		1.1	7.2	-4.9	1.1
Income tax		-5.2	-3.5	-11.6	-9.9
<b>Net result</b>		<b>-4.0</b>	<b>3.7</b>	<b>-16.5</b>	<b>-8.8</b>
<b>Total comprehensive income attributable to:</b>					
Share holders in Parent Company		-5.2	3.0	-20.6	-12.4
Non-controlling interests		1.2	0.7	4.1	3.6
Basic earnings per share		-0.02	0.01	-0.10	-0.06
Diluted earnings per share		-0.02	0.01	-0.10	-0.06
Average number of shares, basic		211,205,058	211,205,058	211,205,058	211,205,058
Average number of shares, diluted		251,205,058	251,205,058	251,205,058	251,205,058
<b>STATEMENT OF COMPREHENSIVE INCOME</b>					
MSEK		Jan-Mar 2018	Jan-Mar 2017	Apr 2017- Mar 2018	Jan-Dec 2017
Net result for the year		-4.0	3.7	-16.5	-8.8
<b>Other comprehensive income</b>					
Items that will not be reclassified to profit or loss:					
Actuarial loss on post employment benefit obligations		-1.5	0.0	-1.5	0.0
		-1.5	0.0	-1.5	0.0
Items that may be reclassified subsequently to profit or loss:					
Cash flow hedges	2	0.0	0.0	0.2	0.2
Hedging of net investments		-14.1	1.1	-6.8	-8.4
Exchange rate differences		45.8	1.4	64.4	20.0
Income tax relating to components of other comprehensive income		3.0	-0.2	4.7	1.5
		34.7	2.2	62.5	13.3
Other comprehensive income for the period, net of tax		33.2	2.2	61.0	13.3
<b>Total comprehensive income</b>		<b>29.2</b>	<b>5.9</b>	<b>44.5</b>	<b>4.5</b>
<b>Total comprehensive income attributable to:</b>					
Share holders in Parent Company		28.0	3.9	40.4	0.9
Non-controlling interests		1.2	0.7	4.1	3.6

## Balance sheet in summary

MSEK	Note	31 Mar 2018	31 Mar 2017	31 Dec 2017
<b>Assets</b>				
Intangible assets	3	622.8	599.4	603.3
Tangible assets		208.7	221.5	208.8
Financial assets	4	149.1	146.4	146.1
Inventories		215.8	185.1	189.3
Current receivables		369.5	337.7	354.6
Cash and cash equivalents	5	127.5	108.3	124.1
<b>Total assets</b>		<b>1,693.5</b>	<b>1,598.4</b>	<b>1,626.2</b>
<b>Equity and liabilities</b>				
Equity	6	724.6	701.6	696.2
Non-current liabilities	7	447.7	428.3	437.3
Current liabilities	8	521.2	468.5	492.7
<b>Total equity and liabilities</b>		<b>1,693.5</b>	<b>1,598.4</b>	<b>1,626.2</b>

### CHANGES IN EQUITY

MSEK	Note	Jan-Mar 2018	Jan-Mar 2017	Jan-Dec 2017
Opening balance for the period		696.2	697.3	697.3
Bond loan / Convertible loan		-0.8	-0.8	-3.3
Dividend to owner without significant influence		0.0	-0.8	-2.9
Non-controlling interests		-	0.0	0.6
Total comprehensive income		29.2	5.9	4.5
<b>Closing balance for the period</b>	<b>9</b>	<b>724.6</b>	<b>701.6</b>	<b>696.2</b>

## Cash flow statement

MSEK	Note	Jan-Mar 2018 3 month	Jan-Mar 2017 3 month	Apr 2017- Mar 2018 12 month	Jan-Dec 2017 12 month
<b>Operating activities</b>					
Operating profit/loss		12.0	18.6	38.5	45.2
Depreciation, amortisation, and impairment losses		11.3	11.8	45.7	46.2
Interest received		0.0	0.1	0.1	0.2
Interest paid		-0.3	-0.4	-12.8	-12.9
Financial expenses		0.0		1.3	1.3
Financial income		-1.0	-2.8	3.1	-4.8
Tax paid		-2.3	-7.0	-14.0	-18.6
Other items not affecting liquidity	10	-12.6	-14.7	-17.0	-19.1
<b>Cash flow from operating activities before changes in working capital</b>		<b>7.1</b>	<b>5.7</b>	<b>38.8</b>	<b>37.3</b>
<b>Changes in working capital</b>					
Inventories		-18.8	1.8	-20.0	0.6
Current receivables		-4.4	9.6	-11.9	2.1
Current operating liabilities		11.2	5.8	15.4	9.9
<b>Cash flow from operating activities</b>		<b>-4.8</b>	<b>22.8</b>	<b>22.2</b>	<b>49.9</b>
<b>Cash flow from investing activities</b>					
Aquisition of intangible and tangible assets incl. advanced payments to suppliers		-1.9	-2.2	-15.0	-15.3
Disposal of intangible and tangible assets		5.4	1.1	9.6	5.3
<b>Cash flow from investing activities</b>		<b>3.5</b>	<b>-1.1</b>	<b>-5.4</b>	<b>-10.0</b>
<b>Cash flow after investing activities</b>		<b>-1.4</b>	<b>21.7</b>	<b>16.8</b>	<b>39.9</b>
<b>Cash flow from financing activities</b>					
Change in credit facilities		1.3	-2.4	0.8	-3.0
Change in other long-term debt		-0.1	-0.4	-1.2	-1.4
Dividend to non-controlling interest			-0.8	-2.2	-2.9
<b>Cash flow from financing activities</b>		<b>1.2</b>	<b>-3.6</b>	<b>-2.5</b>	<b>-7.3</b>
<b>Cash flow for the period</b>		<b>-0.2</b>	<b>18.1</b>	<b>14.3</b>	<b>32.6</b>
Cash and cash equivalents at beginning of period		124.1	89.9	108.3	89.9
Exchange rate difference in cash and cash equivalents		3.6	0.4	4.9	1.6
<b>Cash and cash equivalents at end of period</b>		<b>127.5</b>	<b>108.3</b>	<b>127.5</b>	<b>124.1</b>

# Notes

(MSEK)

## Note 1 - Financial assets and liabilities

The table below shows the Group's financial assets and liabilities in the form of derivatives measured at fair value. All financial derivatives measured at fair value are in Category 2. These include interest rate swaps and foreign exchange contracts and the valuation is based on the forward interest rates derived from observable yield curves.

2018-03-31	Assets	Liabilities
Interest rate swaps - cash flow hedges	0.0	0.0
Currency forwards - cash flow hedges	0.0	0.1
Currency forwards - held for trading	0.0	0.0
<b>Total</b>	<b>0.0</b>	<b>0.1</b>

2017-03-31	Assets	Liabilities
Interest rate swaps - cash flow hedges	0.0	0.0
Currency forwards - cash flow hedges	0.0	0.0
Currency forwards - held for trading	0.1	0.4
<b>Total</b>	<b>0.1</b>	<b>0.4</b>

2017-12-31	Assets	Liabilities
Interest rate swaps - cash flow hedges	0.0	0.0
Currency forwards - cash flow hedges	0.0	0.0
Currency forwards - held for trading	0.0	0.0
<b>Total</b>	<b>0.0</b>	<b>0.0</b>

\* For the above contracts, the following amounts are found in the hedge reserve under Total comprehensive income; interest rate swaps - cash flow hedges SEK 0 million. currency forwards - cash flow hedges SEK 0 million.

## Other financial assets and liabilities

Fair value of the following financial assets and liabilities is estimated to be equal to book value:

- Trade receivables and other receivables
- Other current receivables
- Cash and cash equivalents
- Long-term and short-term loans
- Trade payables and other liabilities
- Other financial assets and liabilities

## Information about netting of financial assets and liabilities

The Group does not apply net recognition for any of its other significant assets and liabilities and has no netting agreements with financial counterparties.

## Note 2 - Intangible assets

	Jan-Mar 2018	Jan-Mar 2017	Jan-Dec 2017
Goodwill	597.6	562.8	574.6
Other intangible assets	25.2	36.6	28.7
<b>Total</b>	<b>622.8</b>	<b>599.4</b>	<b>603.3</b>

## Note 3 - Financial assets

	Jan-Mar 2018	Jan-Mar 2017	Jan-Dec 2017
Deferred tax	146.9	144.5	143.9
Other financial assets	2.2	1.9	2.2
<b>Total</b>	<b>149.1</b>	<b>146.4</b>	<b>146.1</b>

## Note 4 - Cash and cash equivalent

	Jan-Mar 2018	Jan-Mar 2017	Jan-Dec 2017
Cash/Bank	106.1	93.3	102.8
Cash/Bank escrow account	21.4	15.0	21.3
<b>Total</b>	<b>127.5</b>	<b>108.3</b>	<b>124.1</b>

## Note 5 - Equity

	Jan-Mar 2018	Jan-Mar 2017	Jan-Dec 2017
Non-controlling interests	12.5	11.0	11.0

## Note 6 - Non-current liabilities

	Jan-Mar 2018	Jan-Mar 2017	Jan-Dec 2017
Interest-bearing loans	404.8	387.8	396.4
Deferred tax	23.2	24.4	21.9
Other liabilities	19.6	16.1	18.9
<b>Total</b>	<b>447.7</b>	<b>428.3</b>	<b>437.3</b>

In connection with the issuance 2016 of the bonds, the bondholders also were awarded shares and options without consideration with a total fair value of SEK 37.3 million. This is considered to be a bundled transaction in which the proceeds from the bond issue will be allocated on the relative fair value of the respective financial instrument that the bondholder received. Thus, a total of about SEK 37.3 million of the total proceeds was allocated to shares and options, which are recognized in equity and a corresponding amount is reduced the value of the loan. The difference, compared to the principal amount of the loan at the time of issue is accrued as an additional financial expense debit the income statement respectively the equity.

## Note 7 - Current liabilities

	Jan-Mar 2018	Jan-Mar 2017	Jan-Dec 2017
Interest-bearing	1.3	0.0	0.0
Other current liabilities	519.9	468.5	492.7
<b>Total</b>	<b>521.2</b>	<b>468.5</b>	<b>492.7</b>

## Note 8 - Financial- and other non-cash items

Adjustment of the cash flow statement has been made to clarify paid financial expenses.



## QUARTERLY DATA. GROUP

MSEK	1/2018	4/2017	3/2017	2/2017	1/2017	4/2016	3/2016	2/2016	1/2016	4/2015	3/2015	2/2015	1/2015	4/2014	3/2014	2/2014
Net Revenue	538.1	578.0	491.4	480.7	545.2	579.0	489.0	499.8	566.7	612.8	560.2	532.7	639.3	676.7	600.6	593.6
Operating expenses	-526.1	-560.9	-489.4	-473.3	-526.5	-564.2	-498.9	-507.3	-555.3	-612.3	-557.4	-539.0	-641.5	-729.8	-610.0	-610.2
Operating profit	12.0	17.1	2.0	7.4	18.6	14.8	-9.9	-7.5	11.4	0.6	2.9	-6.2	-2.2	-53.1	-9.4	-16.6
Net financial items	-10.9	-10.7	-10.3	-11.6	-11.5	-14.6	-12.1	-10.2	421.0	-15.8	-12.1	-13.5	-13.6	-13.4	-13.3	-13.0
Profit before tax	1.1	6.4	-8.2	-4.2	7.2	0.2	-22.0	-17.7	432.4	-15.3	-9.2	-19.7	-15.8	-66.5	-22.6	-29.6

## KEY RATIOS

	Jan-Mar 2018	Jan-Mar 2017	Apr 2017- Mar 2018	Jan-Dec 2017
Operating margin, %	2.2	3.4	1.8	2.2
Return on equity, %*	-	-	neg	neg
Return on capital employed, %* 1)	-	-	3.58	4.30
Equity/assets ratio, %*	42.8	43.9	42.8	42.8
Net debt/equity ratio times*	0.41	0.42	0.41	0.42
Net loan debt/EBITDA*	-	-	3.56	3.21
Capital employed, SEK M*	1,130.7	1,089.4	1,130.7	1,092.7
Interest-bearing net loan debt, SEK M*	300.1	294.5	300.1	293.7

1) Return on capital employed

Earnings after financial revenues

Average capital employed

For the key figures above, are those marked \* considered to be APM (Alternative Performance Measures) and not follow IFRS. They are judged however by management to be important to show shareholders the Group's underlying performance, profitability and financial position. It should be noted that these measures, as defined, may not be comparable to similarly titled measures used by other companies. For definitions see page 11.

## DATA PER SHARE

	Jan-Mar 2018	Jan-Mar 2017	Apr 2017- Mar 2018	Jan-Dec 2017
Basic earnings per share, SEK	-0.02	0.01	-0.10	-0.06
Diluted earnings per share, SEK 2)	-0.02	0.01	-0.10	-0.06
Basic equity per share, SEK	3.43	3.32	3.43	3.30
Diluted equity per share, SEK	2.88	2.79	2.88	2.77
Basic number of shares outstanding at end of period	211,205,058	211,205,058	211,205,058	211,205,058
Diluted number of shares outstanding at end of period	251,205,058	251,205,058	251,205,058	251,205,058
Average number of shares basic	211,205,058	211,205,058	211,205,058	211,205,058
Average number of shares diluted	251,205,058	251,205,058	251,205,058	251,205,058

2) The number of options amounts to maximum 40,000,000. Each option gives the right to subscribe for one share in Bong. All options were used before 29 February 2016. Subscription for shares based on the options shall take place by 1 February 2019. Upon subscription, the price per share is 1.15 SEK. Bongs average share price during the year is below 1.15 SEK which is why no dilution effect is taken into consideration.

# Five-year summary

Key ratios	2017	2016	2015	2014	2013
Net sales. MSEK	2,095	2,135	2,345	2,533	2,564
Operating profit/loss. MSEK	45	9	-5	-123	-109
Extraordinary items. financial net. MSEK	-	430			
Profit/loss after tax. MSEK	-9	297	-64	-150	-141
Cash flow after investing activities. MSEK	40	30	-75	94	-91
Operating margin. %	2.2	0.4	-0.2	-4.8	-4.3
Capital turnover rate. times	1.3	1.2	1.2	1.3	1.2
Return on equity. %	neg	neg	neg	neg	neg
Average capital employed. MSEK	1,091	1,188	1,343	1,375	1,586
Return on capital employed. %	0.2	neg	neg	neg	neg
Equity ratio. %	43	43	16	19	26
Net loan debt. MSEK	294	315	837	790	802
Net loan debt/equity. times	0.42	0.45	2.64	2.09	1.54
Net debt/EBITDA. times	3.2	5.2	11.9	neg	neg
Average number of employees	1,462	1,556	1,763	1,873	2,051
<b>Number of shares</b>					
Basic number of shares outstanding at end of period	211,205,058	211,205,058	156,659,604	156,659,604	156,659,604
Diluted number of shares outstanding at end of period	251,205,058	251,205,058	183,932,331	183,932,331	183,932,331
Average basic number of shares	211,205,058	207,417,179	156,659,604	156,659,604	63,873,865
Average diluted number of shares	251,205,058	246,533,341	183,932,331	183,932,331	73,796,014
<b>Earnings per share</b>					
Before dilution. SEK	-0.06	1.42	-0.41	-0.96	-2.20
After dilution. SEK	-0.06	1.42	-0.41	-0.96	-2.20
Earnings per share. before dilution. excluding non-recurring items	-	-0.64	-	-	-
Earnings per share. after dilution. excluding non-recurring items	-	-0.64	-	-	-
<b>Equity per share</b>					
Before dilution. SEK	3.30	3.30	2.02	2.41	3.33
After dilution. SEK	3.30	3.30	1.95	2.27	3.06
<b>Cash flow from operating activities per share</b>					
Before dilution. SEK	0.25	0.26	-0.95	0.62	-0.40
After dilution. SEK	0.25	0.26	-0.81	0.53	-0.34
<b>Other data per share</b>					
Dividend. SEK <sup>1)</sup>	0.00	0.00	0.00	0.00	0.00
Quoted market price on the balance sheet date. SEK	0.95	0.9	1.3	1.1	1.5
P/E-ratio. times	neg	0.61	neg	neg	neg
Adjusted P/E-ratio. times	-	neg	-	-	-
Price/Equity before dilution. %	29	27	62	46	45
Price/Equity after dilution. %	29	27	65	49	49

1) Proposal by the board  
For definitions see page 11

# Definitions

This Report includes both financial ratios based on concepts defined in IFRS, APMs (Alternative Performance Measures) according to ESMA's definition and other company-specific ratios. The ratios are defined below.

For historical values:  
<http://www.bong.com/en/investors/reports/historical-values>

## ADJUSTED EARNINGS PER SHARE BEFORE AND AFTER DILUTION

Profit after tax, excluding extraordinary net financial item divided by average number of shares before and after dilution.

## AVERAGE CAPITAL EMPLOYED

Capital employed at beginning of year plus capital employed at year-end divided by two.

## AVERAGE EQUITY

Shareholders' equity at beginning of year plus equity at year-end divided by two.

## ADJUSTED P/E RATIO, TIMES

Share price divided by adjusted earnings per share.

## AVERAGE TOTAL ASSETS

Total assets at beginning of year plus total assets at year-end divided by two.

## CAPITAL TURNOVER, TIMES

Net sales by average total assets. Capital Asset turnover is a measure of how effectively the Group uses its assets.

## EARNINGS PER SHARE BEFORE AND AFTER DILUTION

Profit after tax divided by the average number of shares before and after dilution.

## EQUITY TO ASSETS RATIO, PER CENT

Shareholders' equity divided by total assets. Equity to assets ratio is a measure of the Group's financial strength.

## EBITDA

Operating income before depreciation and amortization.

## ESMA

The European Securities and Markets Authority. ESMA is the Euro-pean Union's body for monitoring the financial markets.

## EXTRAORDINARY NET FINANCIAL ITEM

Net total gain from the refinancing transactions in 2016.

## IFRS

International Financial Reporting Standards. An International accounting standard that Bong applies.

## NET DEBT

Interest-bearing liabilities and provisions less liquid funds and interest-bearing receivables.

## NET DEBT/EBITDA, TIMES

Net debt divided by EBITDA. Net debt/EBITDA is a measure of the Group's financial strength.

## NET DEBT TO EQUITY, TIMES

Net debt divided by equity. Net debt to equity is a measure of the Group's financial strength.

## OPERATING MARGIN, PER CENT

Operating profit divided by net sales. Operating margin is a measure of profitability. It measures how much of revenues remains after operating expenses.

## P/E RATIO, TIMES

Share price divided by earnings per share.

## RETURN ON CAPITAL EMPLOYED, PER CENT

Earnings after financial income divided by average capital employed. For 2016 the extraordinary net financial item has been excluded. This measure shows the return of the Group's total balance sheet, excluding non-interest-bearing debt. It is a profitability measure independent of the Group's indebtedness. It complements the measure return on equity.

## RETURN ON EQUITY, PER CENT

Earnings after tax divided by average equity. For 2016 the extraordinary net financial item has been excluded. This measure measures the return on shareholders' funds for the year and is useful in comparisons of other investments with the same risk profile.

## SHARE PRICE/EQUITY, PER CENT

Price per share divided by equity per share.

# Parent company

## INCOME STATEMENT IN SUMMARY

MSEK	Jan-Mar 2018	Jan-Mar 2017
Revenue	0.0	0.9
Gross profit	0.0	0.9
Administrative expenses	-4.3	-4.4
Operating profit/loss	-4.3	-3.5
Non-recurring items finance net	-	-
Net financial items	-3.5	-2.1
Result	-7.8	-5.6
Income tax	-	-
<b>Net result</b>	<b>-7.8</b>	<b>-5.6</b>

## STATEMENT OF COMPREHENSIVE INCOME

MSEK	Jan-Mar 2018	Jan-Mar 2017
Net Result for the year	-7.8	-5.6
Other comprehensive income		
Net financial items reported directly in consolidated equity:		
Cash flow hedges	-	-
Income tax relating to components of other comprehensive income	-	-
Net result, Other comprehensive income	-	-
<b>Total comprehensive income</b>	<b>-7.8</b>	<b>-5.6</b>

## BALANCE SHEET IN SUMMARY

MSEK	31 Mar 2018	31 Dec 2017
Assets		
Financial assets	1,036.5	1,036.5
Current receivables	1.2	0.7
Cash and cash equivalents	21.5	31.5
<b>Total Assets</b>	<b>1,059.2</b>	<b>1,068.7</b>
Equity and liabilities		
Equity	653.8	662.4
Non-current liabilities	188.4	184.4
Current liabilities	217.0	221.9
<b>Total equity and liabilities</b>	<b>1,059.2</b>	<b>1,068.7</b>