

# Interim Report

## Q2 2015

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# Financial highlights

Amounts in DKKm	Q2 2015	Q2 2014	1st half 2015	1st half 2014	Year 2014
<b>Income statement</b>					
Revenue	4,471	4,028	8,635	7,893	15,863
Revenue in std. metal prices <sup>1)</sup>	3,684	3,337	7,159	6,516	13,180
Operational earnings before interest, tax, depreciation and amortisation (Oper. EBITDA) <sup>2)</sup>	441	324	724	578	1,269
Earnings before interest, tax, depreciation and amortisation (EBITDA)	407	222	652	518	1,061
Depreciation and impairment of property, plant and equipment	-366	-88	-456	-178	-365
Amortisation and impairment of intangible assets	-83	-48	-130	-93	-191
Operational earnings before interest and tax (Oper. EBIT) <sup>3)</sup>	298	187	443	307	716
Earnings before interest and tax (EBIT)	-42	86	66	247	505
Financial items, net	-21	-27	-5	-52	-99
Earnings before tax (EBT)	-63	59	61	195	406
Net profit	-206	47	-115	134	280
Profit attributable to equity holders of NKT Holding A/S	-207	46	-116	133	280
<b>Cash flow</b>					
Cash flow from operating activities	40	109	135	308	1,583
Cash flow from investing activities	-220	-110	-313	-118	-370
acquisition and divestment of business	-117	0	-117	86	82
investments in property, plant and equipment	-59	-50	-100	-102	-243
Free cash flow	-180	-1	-178	190	1,213
<b>Balance sheet</b>					
Share capital	484	479	484	479	479
Equity attributable to equity holders of NKT Holding A/S	5,979	5,685	5,979	5,685	5,969
Non-controlling interest	7	6	7	6	6
Group equity	5,986	5,691	5,986	5,691	5,975
Total assets	13,862	13,051	13,862	13,051	12,338
Net interest-bearing debt <sup>4)</sup>	1,438	2,008	1,438	2,008	1,135
Capital employed <sup>5)</sup>	7,423	7,699	7,423	7,699	7,110
Working capital <sup>6)</sup>	2,788	2,869	2,788	2,869	2,242
<b>Financial ratios and employees</b>					
Operational EBITDA margin (std. metal prices)	12.0%	9.7%	10.1%	8.9%	9.6%
Gearing (net interest-bearing debt as % of Group equity)	24%	35%	24%	35%	19%
Net interest-bearing debt relative to operational EBITDA <sup>7)</sup>	1.0	1.7	1.0	1.7	0.9
Solvency ratio (equity as % of total assets) <sup>8)</sup>	43%	44%	43%	44%	48%
Return on Capital Employed (RoCE) <sup>9)</sup>	11.2%	7.7%	11.2%	7.7%	9.4%
Number of DKK 20 shares ('000)	24,186	23,934	24,186	23,934	23,934
Number of treasury shares ('000)	77	77	77	77	77
Earnings, DKK per outstanding share (EPS) <sup>10)</sup>	-8.6	2.0	-4.8	5.6	11.7
Dividend paid, DKK per share	0.0	0.0	4.0	3.5	3.5
Equity value, DKK per outstanding share <sup>11)</sup>	248	238	248	238	250
Market price, DKK per share	384	374	384	374	332
Average number of employees	8,843	9,204	8,843	9,204	9,078

<sup>1) - 11)</sup> Explanatory comments appear in Note 5.

Financial highlights and ratios are calculated as defined in the 2014 Annual Report.

# Key messages

**NKT**

**Organic growth of 6%**  
(1st half 2015: 6%)

**Operational EBITDA improved by 36% to DKK 441m**  
(1st half 2015: DKK 724m)

**Operational EBITDA margin** (std. metal prices) **up by 2.3%-points to 12.0%** (1st half 2015: 10.1%)

**Impairment of DKK 393m** from NKT Cables' APAC operations and Fiber Processing divestment agreement in Photonics Group

**2015 outlook within original ranges**, now specified as: consolidated **organic growth of around 3%** (previously 0-3%).

**Operational EBITDA margin** (std. metal prices) **increase of around 0.5%-point** from 9.6% in 2014 (previously: up to 1%-point)

**Nilfisk**

## Growth lower than expected

- Organic growth of 0% overall, 2% in EMEA
- Operational EBITDA margin of 11.4%, down 1.0%-point due to investments in sales and service and impact of delivery issues emerging in Q1 and resolved in Q2
- Continued implementation of the 'Accelerate' strategy
- Commercial Excellence supported by further global front-end initiatives
- Three acquisitions completed in line with the industry consolidation strategy

**nkt cables**

## Strong improvement in operational EBITDA

- Organic growth of 13% driven by Projects
- Operational EBITDA up by DKK 127m to DKK 243m
- Operational EBITDA margin (std. metal prices) of 14.1%, up 6.4%-points due to growth and DRIVE programme
- Strategic review of APAC operations finalised, impairment of DKK 374m
- Race Bank offshore project confirmed ensuring high utilisation of production capacity in 2015 and 2016
- Full potential of DRIVE increased by DKK 50m to DKK 450m

**NKT**  
PHOTONICS GROUP

## Fiber Processing divestment agreement and Photonics Group CEO appointed

- Organic growth of -14%, however, order intake at high level
- EBITDA negatively impacted by lower sales
- Photonics Group CEO appointed to drive the strategy of gaining commercial scale in Imaging and Sensing
- Divestment agreement of Fiber Processing operations signed with effect during September 2015, impairment of DKK 19m

Amounts in DKKm	Nilfisk		NKT Cables		Photonics Group		NKT	
	Q2 2015	Q2 2014	Q2 2015	Q2 2014	Q2 2015	Q2 2014	Q2 2015	Q2 2014
Revenue	1,886	1,763	2,523	2,197	62	67	4,471	4,028
Organic growth	0%	4%	13%	-11%	-14%	10%	6%	-3%
Operational EBITDA	214	218	243	116	-8	-2	441	324
Operational EBITDA margin	11.4%	12.4%	14.1%*	7.7%*	neg.	neg.	12.0%*	9.7%*
Working capital	1,478	1,343	1,233	1,459	72	91	2,788	2,869
% of revenue, LTM	20.2%	19.1%	14.0%	18.7%	29.2%	30.0%	16.9%	19.0%
Return on capital employed (RoCE), LTM	15.1%	17.8%	9.3%	1.9%	neg.	neg.	11.2%	7.7%

\* Std. metal prices

# Group financials

NKT achieved **organic growth of 6%** and **operational EBITDA increased by 36%** in Q2 2015. **This progress was driven by NKT Cables**, where the outcome of a strategic review of APAC operations also led to recognition of impairment loss. **The 2015 outlook** was **specified** within initial guidance

## Organic growth attributable to NKT Cables

NKT achieved organic growth of 6% in Q2 2015. This positive development was driven by NKT Cables, while Nilfisk realised flat organic growth and Photonics Group delivered negative growth.

Nilfisk recorded organic growth of 0% based on continued progress of 2% in EMEA and negative growth in the Americas and APAC of -2% and -5%, respectively. The increase in reported revenue of 7% was solely due to currency effects.

Organic growth for NKT Cables was 13%. This development was due to the Projects business, which achieved growth of 72%

while Products and APAC delivered growth rates of 0% and -40%, respectively.

Photonics Group delivered organic growth of -14% as a result of contractions in all three segments. A divestment agreement of the Fiber Processing operations was signed at mid-August 2015 with effect during September 2015, resulting in impairment of DKK 19m in Q2 2015.

In total, NKT exceeded expectations for 1st half 2015 with consolidated organic revenue growth of 6%.

## Revenue development by business unit

Amounts in DKKm	Q2 2014	Currency effect	Acquisitions	Growth	Q2 2015	Organic growth*
Nilfisk	1,763	119	6	-2	1,886	0%
NKT Cables	1,506	29	0	201	1,736	13%
Photonics Group	67	5	0	-10	62	-14%
Other	1	-1	0	0	0	-
Revenue, std. metal prices	3,337	152	6	189	3,684	6%
Adjustments, metal prices	691	29	0	67	787	-
Revenue, market prices	4,028	181	6	256	4,471	-

\* Organic growth is adjusted for the effect of exchange rates and metal prices

### Operational EBITDA increased by 36%

NKT's operational EBITDA amounted to DKK 441m compared with DKK 324m in Q2 2014, an increase of 36%. Operational EBITDA margin (std. metal prices) increased to 12.0% from 9.7% in Q2 2014.

Operational EBITDA is adjusted for one-off items to reflect the underlying earnings from operations. In Q2 2015 extraordinary costs of DKK 34m were incurred. These costs related solely to NKT Cables and the continuing implementation of the DRIVE efficiency programme.

Nilfisk generated operational EBITDA of DKK 214m, down from DKK 218m in Q2 2014. The decrease was primarily due to continued investments in an extended sales and service organisation.

NKT Cables continued the positive trend from previous quarters, increasing operational EBITDA to DKK 243m from DKK 116m in Q2 2014.

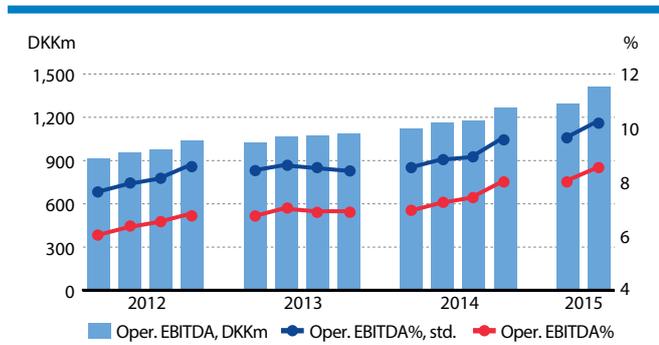
Photonics Group realised EBITDA of DKK -8m in Q2 2015 against DKK -2m in the same period last year. The decrease mainly related to lower sales and severance costs due to change of management.

NKT's operational EBITDA for 1st half 2015 amounted to DKK 724m, up DKK 146m on the same period last year.

Operational EBITDA margin (std. metal prices) for 1st half 2015 was in line with expectations at 10.1% against 8.9% in 1st half 2014.

Rolling 12-month operational EBITDA increased to DKK 1,415m, up from DKK 1,298m at end-March 2015. The operational EBITDA margin (LTM, std. metal prices) increased to 10.2% from 9.6% at end-March 2015.

### Operational EBITDA (LTM)



Further details on business unit developments are found on pages 8 (Nilfisk), 11 (NKT Cables), and 15 (Photonics Group).

### Impairment loss in NKT Cables and Photonics Group

Impairment loss of DKK 393m was recorded in Q2 2015, primarily due to write down of the value of non-current assets in NKT Cables' APAC operations of DKK 374m, cf. page 14. In addition, the divestment agreement of Fiber Processing operations in Photonics Group led to a write-down of DKK 19m, cf. page 16.

### Financial items, Group earnings and tax

Net financial items amounted to DKK -21m compared with DKK -27m in Q2 2014. The improvement was mainly due to a reduction in net interest-bearing debt. For 1st half 2015, financial items amounted to DKK -5m against DKK -52m in the same period last year. This development was driven by profitable hedging contacts as well as lower net interest-bearing debt combined with both lower interest level and margin realised in Q1 2015.

The tax rate for Q2 2015 was 23%, when adjusted for the impairment of NKT Cables' APAC operations and the Fiber Processing operations in Photonics Group.

The tax rate for 2015 is expected to be around 27%, when adjusted for the above-mentioned write-downs. Including the effect of the write-downs, the tax rate is expected to be around 85% for 2015.

### Cash flow from operating activities remained positive

Cash flow from operating activities amounted to DKK 40m, down from DKK 109m in Q2 2014, driven by changes in working capital and provisions in NKT Cables.

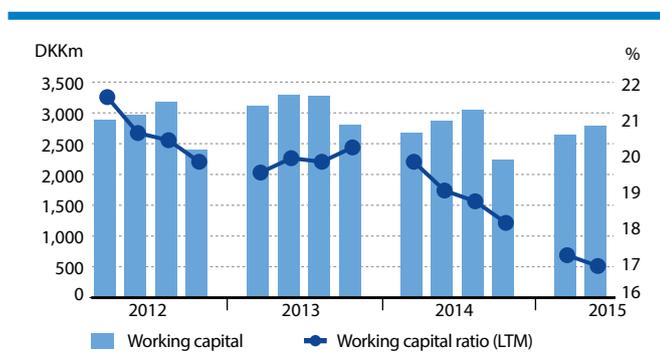
Investments in tangible and intangible fixed assets amounted to DKK -103m compared with DKK -110m in Q2 2014. Cash flow from investing activities in Q2 2015 was impacted by Nilfisk acquisitions amounting to DKK -117m.

### Continued improvement in net working capital

Net working capital at end-June 2015 amounted to DKK 2,788m. This was a decrease of DKK 81m on the same period last year and was mainly attributable to a reduction in NKT Cables. The decrease was partly offset by exchange rate effects and increased inventory due to the delivery issues in Nilfisk.

Working capital ratio (LTM) was 16.9% at end-June 2015, slightly lower than at end-March 2015, thereby continuing the positive development seen since year-end 2013.

## Working capital

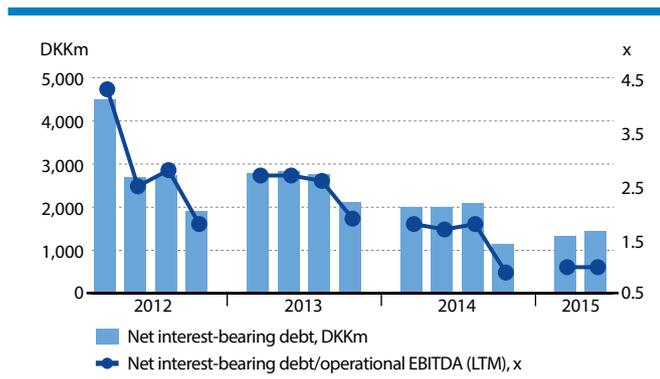


In Nilfisk, net working capital in absolute terms increased during Q2 2015. Working capital ratio (LTM) also increased to 20.2% at end-June 2015 against 20.0% at end-March 2015. In NKT Cables, net working capital increased in absolute terms but continues to decrease in relative terms, the ratio decreasing to 14.0% at end-June 2015 against 14.9% at end-March 2015.

### Net interest-bearing debt remained stable

Net interest-bearing debt amounted to DKK 1,438m at end-June 2015, up DKK 116m from end-March 2015. This was caused by the increase in working capital and by acquisitions. The debt level corresponded to 1.0x operational EBITDA (LTM), on par with end-March 2015.

## Net interest-bearing debt



### Strong liquidity reserves assure flexibility

At end-June 2015 NKT's total available liquidity reserves were approx. DKK 3.8bn, comprising a cash amount of DKK 0.5bn and undrawn credit facilities of DKK 3.3bn, implying that 62% of the total credit facilities of DKK 5.3bn were undrawn. NKT's policy prioritises committed facilities, and these constituted 84% of the total at end-June 2015. No committed credit facilities are subject to financial covenants. The average duration of the portfolio of committed facilities is 4.2 years and no facilities are due to mature before January 2019.

### Stable equity

Equity amounted to DKK 5,986m at end-June 2015 compared with DKK 6,317 at end-March 2015. The decrease was mainly due to the impairment in NKT Cables and currency adjustment of foreign subsidiaries and value adjustment of hedging instruments etc. which totalled DKK -126m.

Equity gearing was 24%, slightly higher than end-March 2015 of 21%. Solvency ratio was 43%, exceeding the internal target of minimum 30%.

### Events after the balance sheet date

With effect from 1 July 2015, Nilfisk acquired Kerrick, based in Auckland, New Zealand and a specialist in commercial heavy-duty and industrial cleaning equipment. The acquisition enlarges Nilfisk's presence within sales and repair in APAC.

Mid-August 2015, an investment agreement of the Fiber Processing operations in Photonics Group was signed with effect during September 2015. A write down of goodwill of DKK 19m was included in Q2 2015.

Discussions with external parties regarding NKT Cables' APAC operations were finalised after the balance sheet date for Q2 2015, but was not considered attractive. The new scenario impacted the basis for the impairment test and led to a write-down of DKK 374m, which was included in Q2 2015.

### 2015 outlook specified within initial guidance

Based on 1st half-year results and the expected development in the business units outlined below, NKT specifies the outlook for 2015 within the initial guidance. NKT now expects a consolidated organic growth of around 3% (previously announced: 0-3%) and improved operational EBITDA margin (std. metal prices) by around 0.5%-point (previously announced: up to 1%-point). The expectations for operational EBITDA exclude expected one-off costs of approx. DKK 160m related to the finalisation of first phase of the DRIVE programme in NKT Cables.

The specified outlook is based on the following developments in the business units:

### Nilfisk

Nilfisk has realised a weaker than anticipated organic growth in 1st half 2015 and effects of the Commercial Excellence programme materialise later than originally expected. Satisfactory organic growth was recorded in July and the same trend is expected to continue into August and September. However, as Nilfisk realised strong organic growth of 9% in Q4 2014, the outlook for the full-year 2015 is more cautious and is now expected to be flat (previously announced: 5%). Operational EBITDA margin is expected to be reduced by around 1%-point on the 11.7% previously anticipated,

mainly due to lower organic growth rate, the investments made in sales and service, and increased cost related to the delivery issues emerging in Q1 2015 and resolved in Q2 2015.

### NKT Cables

The Projects business has delivered higher growth than anticipated and production of the Gemini offshore order is proceeding as planned and will be followed by manufacturing of the Race Bank order. Based on this development, combined with anticipated positive organic growth in Products in 2nd half 2015, overall organic growth for 2015 is therefore expected to be approx. 5% (previously announced: flat organic growth). Operational EBITDA margin (std. metal prices) is expected to be around 9.0% (previously announced: 8.5-9.0%) due to successful finalisation of current offshore projects.

### Photonics Group

Photonics Group has been negatively impacted by lower oil prices, preventing major investments in the oil and gas sector and by the Russian embargo. Therefore, total organic growth of around 10% is now expected (previously announced: 10-20%). Expected EBITDA margin remains unchanged at 8-10%.

### Comments on currency effects and divestment of Fiber Processing

In NKT, organic growth is adjusted for currency effects, metal prices and acquisitions/divestments. In 1st half 2015, the currency development impacted nominal growth by 6% for Nilfisk, 2% for NKT Cables, and 1% for Photonics Group. If the present currency level for USD and CNY remains unchanged in 2nd half-year, the same impact is expected for the full-year 2015.

For Photonics Group, the expected divestment of the Fiber Processing operations is anticipated to reduce full-year nominal growth by 6%.

### 2015 Capital Markets Day

On 23 September 2015 NKT will host a Capital Markets Day in Copenhagen for institutional investors, analysts and the media. At the event, NKT Cables' 2020 strategy will be launched and updates presented on Nilfisk and Photonics Group strategies. The presentations will be hosted by members of the business units managements.



Further details are available at [www.nkt.dk/investors/capital-markets-day](http://www.nkt.dk/investors/capital-markets-day)

### NKT shares

NKT shares are listed under ID code DK0010287663 on Nasdaq Copenhagen and are among the 30 most traded shares in Denmark.

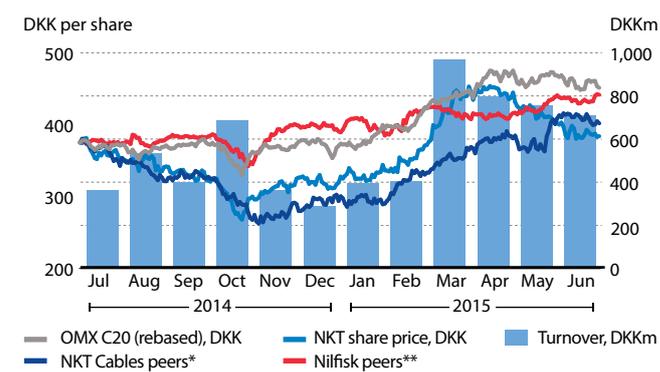
In Q2 2015, the daily turnover in NKT shares on Nasdaq Copenhagen averaged DKK 40m compared with DKK 31m in Q2 2014. An average

of 95,000 NKT shares was traded daily in Q2 2015 compared with 87,000 in Q2 2014. Nasdaq Copenhagen is the main trading market for NKT shares with an estimated 52% of the total traded volume. NKT shares are also traded over-the-counter and through other non-transparent trading channels.

NKT's share price was 384.10 at 30 June 2015, against DKK 331.50 at 31 December 2014. Including the effect of the dividend payment made in March 2015, this represents an increase of 17% since year-end 2014.

At 30 June 2015, three NKT investors reported shareholdings of more than 5%: ATP (Denmark), Nordea Invest (Luxembourg) and Nordea Funds Oy, Danish branch.

### NKT share price and turnover



\* NKT Cables peers are: Nexans S.A., Prysmian S.p.A., and General Cable Corp.  
 \*\* Nilfisk peers are: Husqvarna AB, Stanley Black & Decker, Inc., Tennant Company, and the Toro Company.



#### 2015

23 September Capital Markets Day  
 12 November Interim Report, Q3

#### 2016

26 February 2015 Annual Report

### INVESTOR RELATIONS

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# Nilfisk

The Viper AS710R is the first ride-on medium-sized scrubber dryer in the range. This product targets customers in the mid-market and is simple and easy to operate.

Nilfisk delivered flat organic growth in Q2, while **EMEA** continued to **contribute positively**. **Operational EBITDA** amounted to **DKK 214m**. Roll-out of global initiatives to execute on the 'Accelerate' strategy continued

Nilfisk recorded organic growth of 0% in Q2 2015, comprising 2% for EMEA, -2% for the Americas and -5% for APAC. Total organic growth for 1st half 2015 was -1%. Nominal growth was 7% due to currency effects.

## Organic growth

	Q2 2015	1st half 2015
EMEA	2%	2%
Americas	-2%	-4%
APAC	-5%	-11%
<b>Total</b>	<b>0%</b>	<b>-1%</b>

## Operational EBITDA impacted by sales and service investments and delivery issues

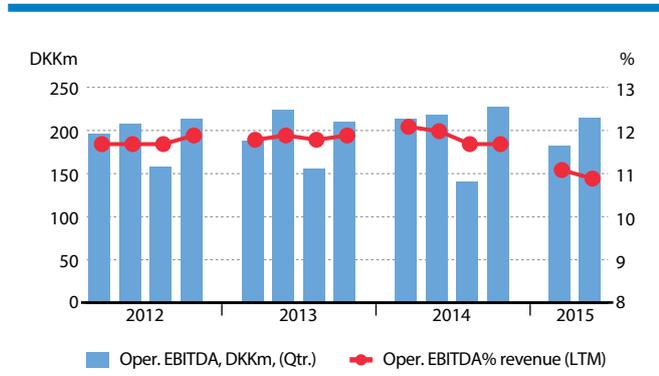
Operational EBITDA amounted to DKK 214m, a decrease of DKK 4m compared with Q2 2014. Operational EBITDA margin was 11.4%, down 1.0%-point from Q2 2014. The reduced margin corresponds to a decrease in operational EBITDA of DKK 20m, which comprises higher costs relating to e.g. continued investments in sales and service, distribution, acquisition activities and relocation of headquarter.

## Financial highlights

Amounts in DKKm	Q2		1st half		Year
	2015	2014	2015	2014	2014
<b>Income statement</b>					
Revenue	1,886	1,763	3,682	3,500	6,836
Operational EBITDA	214	218	396	431	799
EBITDA	214	218	396	528	896
Depreciation and amortisation	-61	-53	-118	-108	-219
Impairment	0	0	0	0	-4
Operational EBIT	153	164	278	323	577
EBIT	153	165	278	420	673
<b>Cash flow</b>					
Cash flow from operating activities, excl. acq./div.	45	110	15	27	564
Cash flow from investing activities, excl. acq./div.	-67	-52	-141	-96	-223
Free cash flow	-22	58	-126	-69	341
<b>Balance sheet</b>					
Capital employed	3,838	3,325	3,838	3,325	3,283
Working capital	1,479	1,343	1,479	1,343	1,190
<b>Financial ratios and employees</b>					
Gross margin	40.9%	41.3%	41.3%	41.4%	41.1%
Overhead cost ratio	32.7%	31.6%	33.1%	31.8%	32.1%
Operational EBITDA margin	11.4%	12.4%	10.8%	12.3%	11.7%
Organic growth	0%	4%	-1%	7%	6%
Return on capital employed (RoCE)	15.1%	17.8%	15.1%	17.8%	17.6%
Number of employees, end of period	5,409	5,475	5,409	5,475	5,420

Higher distribution costs related to delivery issues emerging in Q1 2015 and resolved by end-May 2015. As a result of these issues, the overhead cost ratio increased to 32.7%, up 1.1%-points from Q2 2014. The operational EBITDA margin for 1st half 2015 was 10.8% compared with 12.3% for the same period last year.

## Operational EBITDA



### Gross margin decreased slightly

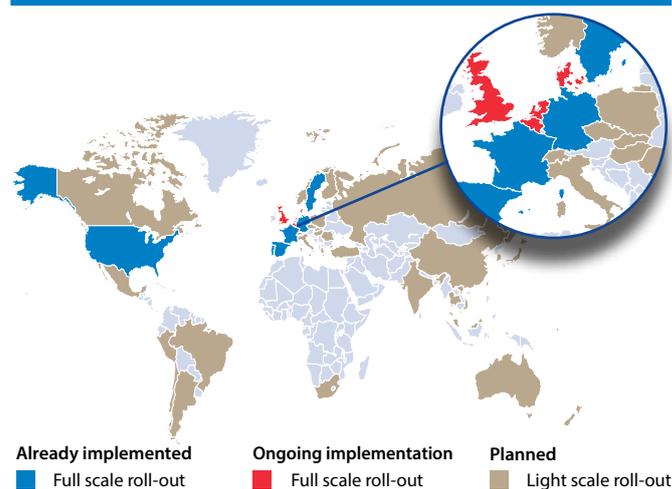
Gross margin was 40.9% against 41.3% in Q2 2014. The decrease was mainly due to changes in sales mix. Gross margin for 1st half 2015 was 41.3% compared with 41.4% for the same period last year.

Working capital ratio (LTM) was 20.2%, up from 20.0% at end-March 2015, reflecting higher inventories due to lower sales and the temporary delivery issues.

### Long-term benefits expected from Commercial Excellence

Investments to strengthen the sales and service setup, a key element in the 'Accelerate' strategy launched in the previous quarter, continued in Q2. The Commercial Excellence programme is central to Nilfisk's growth strategy with the introduction of new tools and processes to increase sales and service effectiveness, including models for generating sales leads, managing the customer pipeline and handling customer visits. Global roll-out of the programme is on track. A full-scale launch has now taken place in ten sales companies, most recently in the UK, and a light roll-out is awaited in approx. 25 countries.

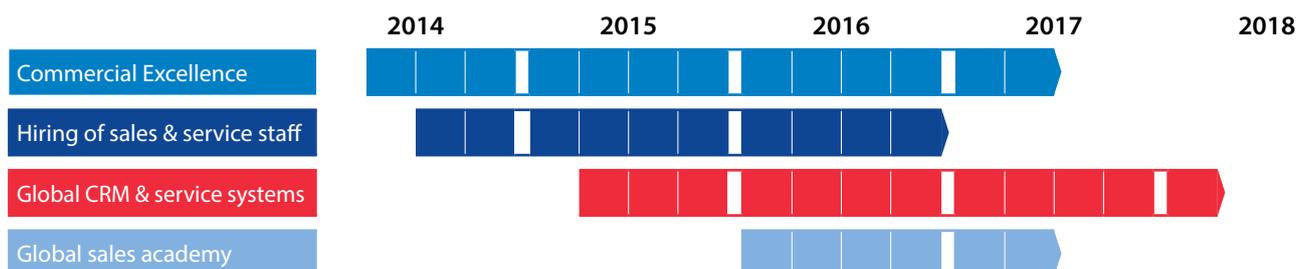
## Commercial Excellence roll-out plan



A successful programme implementation requires a number of changes both in sales processes and customer approaches as well as in company culture and collaboration patterns. In some sales entities the programme launch has been followed by organisational changes and sales force restructuring. In general, experience to date indicates that programme effects start to materialise approx. nine months after launch with a short-term negative impact on sales. In some countries changes have been extensive, and benefits have consequently materialised later than anticipated. However, initial positive effects of the programme have been recorded in the countries where it was first launched, including increased cross-sales, growth in total sales value to new customers, and higher sales force productivity.

Over the next two years, the Commercial Excellence programme will be supported by the establishment of a new global sales academy and implementation of a global CRM (Customer Relation Management) system as well as a global field service management system. Better data provided by the new systems will improve Nilfisk's customer service.

## Implementation plan of major front-end growth initiatives



## EMEA

The EMEA region (Europe, Middle East and Africa) realised organic growth of 2%. This was achieved despite negative impact from the unanticipated delivery issues that emerged in Q1 caused by changes in processes and systems at the European Distribution Center in Denmark. The growth in Q2 was driven by several segments and by new initiatives targeting the mid-market as part of the 'Accelerate' strategy.

Nilfisk's investments in its service business continued to show positive results, leading to a stronger service organisation and an increased presence across the region.

## AMERICAS

The Americas region realised organic growth of -2%. Positive growth was achieved in several segments and in most Latin American markets but was offset by lower sales in the US key account segment and delivery issues as previously reported.

Nilfisk maintained its focus on strategic front-end staff investments, including continued integration of the Commercial Excellence programme and implementation of the new CRM and service system. The target is to add new accounts, dealers, service business, and to build cross sales.

## APAC

The organic growth of -5% in the Asia/Pacific region was mainly due to weak economies, particularly in the Pacific, and a general push from competitors to gain market shares, especially in China and East Asia.

A number of entities completed changes in key management positions and sales structures in markets that included China, Japan, Korea, Singapore and the Pacific. New General Managers were appointed in several of these markets to support renewed growth.

## ACQUISITIONS

Nilfisk continued to play an active part in the consolidation of the cleaning equipment industry and completed several acquisitions. In APAC, Nilfisk acquired Kerrick, based in Auckland, New Zealand and a specialist in commercial heavy-duty and industrial cleaning equipment with 10 branches in New Zealand and Australia. Effective at 1 July 2015, the Kerrick acquisition enlarges Nilfisk's presence within sales and repair and supplements the acquisition of Smithson Equipment, a significant distributor of large cleaning equipment in the Queensland, Australia, region. The latter transaction was mentioned in NKT's Interim Report Q1 2015 and was effective at 1 May 2015.

Effective at 2 June 2015, Nilfisk also acquired Contractor, also known as Floor Cleaning Machines Ltd., a leading UK provider of repair and maintenance services. Based in Manchester, Contractor primarily serves contract cleaners and retail customers, and is among the UK market leaders by virtue of its unique business model and service concept.

## PRODUCTS

In Q2 2015, Nilfisk launched eleven new products and product versions, comprising six floor care unit, three vacuum cleaners and two high-pressure washers.

The new products included the Viper AS710R, the first ride-on medium-sized scrubber dryer in the range. This product targets the mid-market and customers' increasing demand for simple and easy-to-operate equipment. For the consumer segment, Nilfisk launched the Select vacuum cleaner, which has a number of improved sustainability features such as reduced energy consumption and noise emission.



## NILFISK SELECT

The Nilfisk Select consumer vacuum cleaner, featuring improved cleaning performance and sustainability, is 'A'-rated for emission, energy consumption and sound level.



# NKT Cables

A submarine cable on a turntable at the plant in Cologne, Germany, undergoing testing before delivery to the Logistics Centre in Rotterdam, Holland.

NKT Cables achieved an **operational EBITDA of DKK 243m**, an increase of DKK 127m from Q2 2014, and the **full potential of DRIVE is increased**. A strategic review and assessment of future setup for the APAC operations led to impairment of DKK 374m

Organic growth for NKT Cables in Q2 2015 was 13%. This development was driven by Projects which realised 72% organic growth. Organic growth for Products was 0% and -40% in the APAC region. Total organic growth for 1st half 2015 was 15%.

## Organic growth

	Q2 2015	1st half 2015
Projects	72%	62%
Products	0%	1%
APAC	-40%	-30%
<b>Total</b>	<b>13%</b>	<b>15%</b>

## Continued increase in operational EBITDA

Operational EBITDA amounted to DKK 243m, an increase of DKK 127m compared with Q2 2014. The improvement was the result of revenue growth and the positive impact of the DRIVE efficiency programme. In China, provision for overdue accounts receivables was reduced by DKK 10m in Q2 2015, which reversed the increase in provisions realised in Q1 2015. Operational EBITDA for 1st half 2015 was DKK 351m, up DKK 186m on the same period last year.

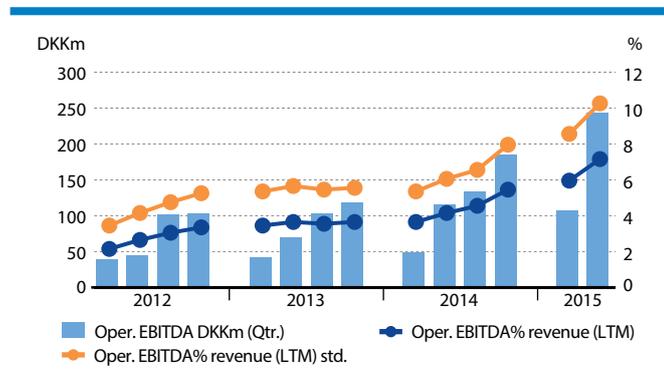
## Financial highlights

### Amounts in DKKm

	Q2		1st half		Year
	2015	2014	2015	2014	2014
<b>Income statement</b>					
Revenue	2,523	2,197	4,826	4,261	8,738
Revenue in std. metal prices	1,736	1,506	3,350	2,884	6,055
Operational EBITDA	243	116	351	165	484
EBITDA	209	13	279	8	179
Depreciation and amortisation	-75	-74	-150	-149	-296
Impairment	-286	0	-286	0	-12
Operational EBIT	168	42	201	17	179
EBIT	-152	-61	-157	-141	-129
<b>Cash flow</b>					
Cash flow from operating activities	-4	5	87	252	955
Cash flow from investment	-30	-52	-45	-97	-205
Free cash flow	-34	-47	42	155	750
<b>Balance sheet</b>					
Capital employed	3,453	4,223	3,453	4,223	3,661
Working capital	1,233	1,459	1,233	1,459	967
<b>Financial ratios and employees</b>					
Gross margin, std. metal prices	42.9%	39.3%	40.7%	40.1%	39.3%
Operational overhead cost ratio, std. metal prices	29.8%	34.5%	31.9%	38.1%	34.1%
Operational EBITDA margin, std. metal prices	14.1%	7.7%	10.5%	5.7%	8.0%
Organic growth	13%	-11%	15%	-3%	-5%
Return on capital employed (RoCE)	9.3%	1.9%	9.3%	1.9%	4.2%
Number of employees, end of period	3,212	3,373	3,212	3,373	3,211

Operational EBITDA margin (std. metal prices) was 14.1%, an increase of 6.4%-points compared with Q2 2014. Rolling 12-month operational EBITDA margin increased by 1.7%-points on end-March 2015 to 10.3% at end-June 2015. The Q2 margin exceeds the full-year target, but a lower margin is expected in Q4 2015 due to the timing of production start for other offshore orders, including the Race Bank offshore wind farm, cf. page 14.

## Operational EBITDA



### EBITDA significantly improved

EBITDA amounted to DKK 209m, an increase of DKK 196m from Q2 2014. One-off costs related solely to DRIVE and amounted to DKK 34m, which was a decrease of DKK 68m compared with Q2 2014 where the effect of the Baltic 1 settlement reduced EBITDA by DKK 75m. EBITDA for 1st half 2015 was DKK 279m against DKK 8m for the same period last year.

### Working capital reduced by DKK 226m

Working capital at end-June amounted to DKK 1,233m, down by DKK 226m on end-June 2014. The decrease was primarily due to improved working capital management. Compared with end-March 2015 working capital increased by DKK 108m due to normal seasonal effects and higher revenue. Working capital ratio (LTM) was 14.0%, down from 14.9% at end-March 2015.

## DRIVE

The implementation of the DRIVE efficiency improvement programme continued as planned in Q2 2015, with primary focus on the execution of a number of the new levers. As at end-June 2015, 43 out of a total of 111 projects had been completed while another 62 were ongoing and the remaining six are yet to be implemented. Total savings amounted to DKK 125m in Q2 2015 and to DKK 197m

in 1st half 2015. 29 full-time employees left NKT Cables during Q2, bringing the total reduction in work force due to DRIVE to 319.

### Full potential of DRIVE increased

The majority of the projects have delivered savings in line with or above expectations. Therefore, the full potential of the programme has been increased by DKK 50m to DKK 450m. At the same time, expected 2015 one-off costs relating to implementations have been increased by DKK 40m to DKK 160m due to faster implementation.

## DRIVE phase 1 impact

	Cost improvements	FTE reductions	One-off costs	Capex
Q2 realised	DKK 125m	29 FTE	DKK 34m	DKK 0m
Year to date	DKK 197m	48 FTE	DKK 72m	DKK 1m
Project to date	DKK 400m (run rate)	319 FTE	DKK 272m	DKK 13m
Full potential (from 2017)	DKK ~450m	400-450 FTE	DKK ~360m	DKK ~50m

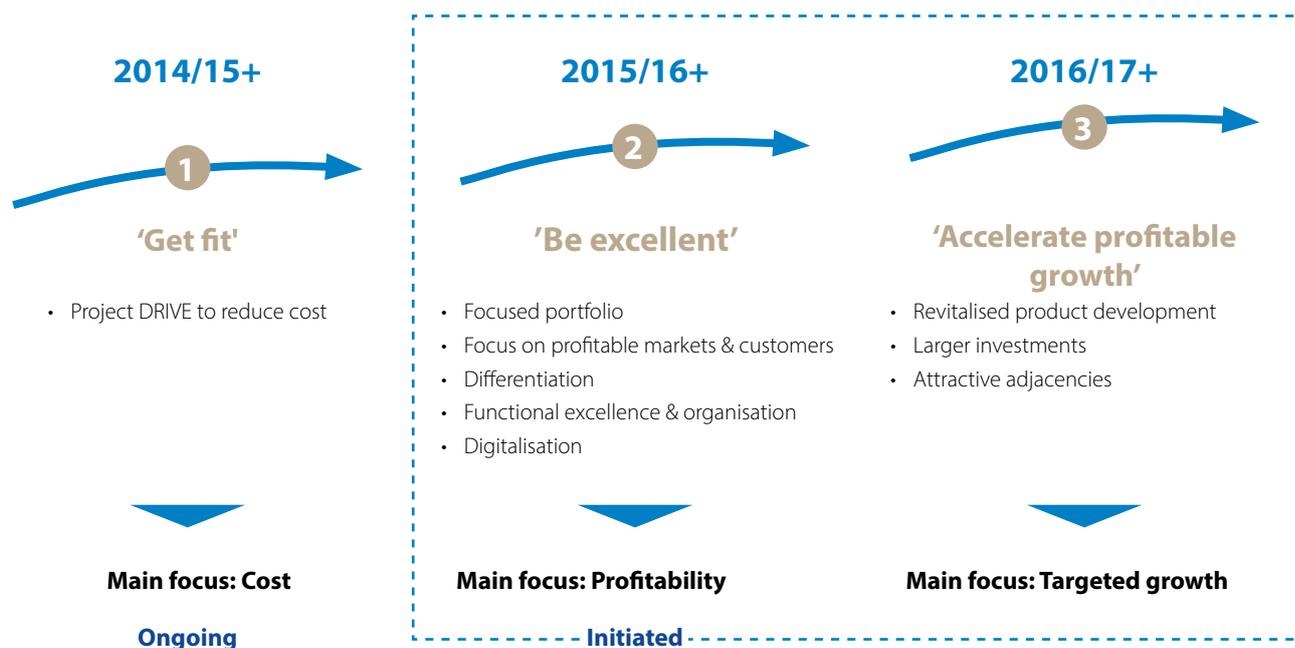
DRIVE phase 1 was initiated at end-2013 and has been successfully implemented and savings targets were increased several times. As the number of DRIVE saving initiatives exceed more than 100 it becomes increasingly difficult to separate DRIVE impact from normal operations. With the outlook of reaching a run rate saving effect in 2015 close to the full potential of DKK 450m, reporting of DRIVE phase 1 will cease at year-end 2015. Progress of the initiatives in DRIVE phase 2 and 3 will be included in the follow-up of the 2020 strategy, as of the 2015 Annual Report.

## BUSINESS STRATEGY UPDATE

NKT Cables' new 2020 business strategy will be presented at the Capital Markets Day on 23 September 2015, cf. page 7. At the event, a full update will be given on the new strategy framework outlined on the next page.

The strategy builds on the foundation already established by the DRIVE transformation programme, initially a three-phased concept designed to reduce costs, strengthen competitiveness and increase value creation. With the first phase of DRIVE focusing on cost savings already well on track, a the new strategy period will centre on excellence with the aim of increasing profitability and accelerating growth.

## New 2020 strategy framework



Some of the elements leading to excellence are already part of the existing DRIVE phase 2, which was launched in Q1 2015 with a commercial focus, e.g. on excellence in tender management and sales. Within tender management, processes will be streamlined resulting in a more efficient utilisation of resources and the implementation of a 'large project organisation'. Sales excellence has an overall focus on developing and implementing a new sales and pricing strategy and introducing improved commercial governance across the organisation. The improvements and benefits gained will support targeted growth during the entire period.

### Best-in-class ambitions

NKT Cables operates in a global market characterised by constant transformation that is changing the traditional rules of business operations and the competitive landscape. In order to thrive and grow under these conditions, NKT Cables will aim to be best-in-class with the overall ambitions of achieving:

- Improved shareholder value in terms of RoCE >15%
- Increased customer focus and the position of being customer's preferred choice
- Increased employee satisfaction

### Four group-wide must-win battles supporting ambition

To achieve these ambitions, NKT Cables has defined four Group must-win battles relating to:

1. Safety, people and organisation, including working environment and an agile, engaged workforce
2. Operational and commercial excellence, e.g. leaner and more efficient operations and improved commercial performance
3. Material and product development, based on e.g. a proactive and systematic portfolio management
4. Digitalisation of e.g. internal processes and external customer interfaces

Similar underlying must-win-battles will be defined for all core segments.

### PROJECTS

The Projects business realised organic growth of 72%. This improvement mainly derived from increased revenue from offshore projects, where production was at full capacity, unlike in Q2 2014 where the production capacity was not fully utilised due

to start-up of the Gemini production. As previously reported, direct quarter-on-quarter comparison of organic growth is difficult as the level of operating activity varies according to the type of project (supply contract or turnkey contract), the cable production cycle, and the overall product portfolio.

1st half 2015 and particularly Q1 2015 revenue was also positively impacted by a modification of the method for estimating the stage of project completion. The modification, which ensures that actual progress on projects is more accurately reflected in revenue and earnings, is not expected to materially impact revenue or EBITDA for full-year 2015.

### **Order confirmed for Race Bank offshore project**

The order for the Race Bank offshore project was confirmed on 26 June 2015 when Dong Energy made the final investment decision on the project, cf. Company Announcement No. 15. The order comprises delivery of more than 150 kilometres of 220 kV high-voltage submarine export cable. The cable will be manufactured in Cologne, Germany, starting in Q3 2015, with the first phase delivered ready for installation in 2016. The second and final phase will be delivered ready for installation in 2017. The Race Bank offshore wind farm is located in the UK sector of the North Sea, 27 km north of Blakeney Point off the coast of Norfolk.

### **Anholt wind farm incident**

As mentioned in the Interim Report for Q1 2015, a failure occurred in the high-voltage submarine cable supplied by NKT Cables, which connects the Anholt offshore wind farm in Denmark to the main grid. An independent testing institute has examined the damaged part of the cable and presented its results in Q2. The entire cable length has subsequently been examined in cooperation with Energinet.dk, the owner of the Danish electricity transmission system. Although it is uncertain whether any other failure will occur, NKT Cables will reproduce a minor section of the cable as a preventive measure.

Financial provisions which were made in Q1 2015, are expected to cover NKT's liability in connection with the cable failure.

### **Good order backlog - focus on 2016**

Based on the current order backlog, NKT Cables has confirmed production orders for high-voltage offshore cables covering the remainder of 2015 and extending well into 2016. Tender activity remains at a satisfactory level and the company is involved in a number of potential projects.

Competition in the high-voltage onshore cable market remains intense with continuing significant pressure on prices. However, NKT Cables' order book for 2015 is at a very satisfactory level and focus is mainly on securing orders for 2016.

## **PRODUCTS**

The Products business recorded organic growth of 0% across all segments and regions. In Central Europe, the flat development must be seen against strong growth in Q2 2014.

In Q2 2015, NKT Cables continued to implement price increases in several markets and segments. This is consistent with the company's strategy of increasing the profitability of its existing business.

Sales to the utility market were satisfactory. Demand increased, particularly in Germany, and Nordic sales also developed positively after a slow start to the year.

The level of activity in the wholesale market was unchanged from Q1 2015. NKT Cables continued to focus on sales excellence, one of the key elements of the second phase of DRIVE, and this was reflected in optimised product and sales mix in selected markets.

## **APAC**

Organic growth for the APAC region was -40%. This development was particularly due to reduced railway revenue amid continuing intense price competition. In this context it is against NKT Cables procedures to seek orders with no or very little earnings potential. The negative growth trend could not be offset by increased sales of high-voltage cables.

In China, the market continued to be influenced by the slowdown in the Chinese economy. Despite this negative impact, overdue balances were significantly reduced in Q2 2015. Overdue balances do, however, remain a challenge for both NKT Cables and the entire cable market.

### **Future setup of APAC operations**

Based on the strategic review completed at end-2014, cf. 2014 Annual Report page 31, it was decided to reassess the future setup of APAC operations. A structured process to explore alternative options was initiated, including discussions with external parties to investigate various partnership models. The process is now completed and findings did not reveal any attractive alternatives. Therefore, a restructuring, including a management change, of the APAC operations was initiated and an impairment of DKK 374m was realised. The impairment comprises intangible and tangible fixed assets of DKK 286m and deferred tax asset of DKK 88m, cf. Note 4, page 24.

# Photonics Group

EN.SURE adds energy efficiency to data centres by comprehensive control of the cooling system.

Q2 organic growth was lower than anticipated, however, **order intake remained high. Divestment agreement of Fiber Processing was signed and Group CEO was appointed** to drive the strategy of gaining commercial scale

Photonics Group recorded organic growth of -14% for Q2 2015 and -9% for 1st half 2015. In the period under review all three segments contracted; Imaging reported -7% organic growth, while Sensing and Fiber Processing recorded -22% and -10%, respectively. The development in Sensing should partly be seen against the invoicing of a large order in Q2 2014.

## High order intake and backlog

Order intake remained high and increased by 29% from Q2 2014 and by 31% from 1st half 2014. Also, the order backlog end-June 2015 was up 60% on end-June 2014.

## Organic growth

	Q2 2015	1st half 2015
Imaging	-7%	12%
Sensing	-22%	-27%
Fiber Processing	-10%	-9%
<b>Total</b>	<b>-14%</b>	<b>-9%</b>

## Financial highlights

Amounts in DKKm	Q2		1st half		Year
	2015	2014	2015	2014	2014
<b>Income statement</b>					
Revenue	62	67	127	132	290
EBITDA	-8	-2	-9	-2	21
Depreciation and amortisation	-6	-4	-12	-10	-22
Impairment	-19	-4	-19	-4	-4
Operational EBIT	-14	-10	-21	-16	-5
EBIT	-33	-10	-40	-16	-5
<b>Cash flow</b>					
Cash flow from operating activities	0	-4	4	-8	13
Cash flow from investing activities	-5	-7	-10	-11	-24
Free cash flow	-5	-11	-6	-19	-13
<b>Balance sheet</b>					
Capital employed	166	203	166	203	201
Working capital	72	91	72	91	89
<b>Financial ratios and employees</b>					
EBITDA margin	neg.	neg.	neg.	neg.	7.2%
Organic growth	-14%	10%	-9%	14%	9%
Number of employees, end of period	207	208	207	208	209

### **Earnings impacted by lower sales**

Impacted by lower sales and costs related to severance due to change in management, EBITDA amounted to DKK -8m compared with DKK -2m in Q2 2014. EBITDA for 1st half 2015 was DKK -9m. In Q2 2015, EBIT was impacted by DKK -19m due to write-down of goodwill related to the divestment of the Fiber Processing operations.

Free cash flow was DKK -5m, an improvement of DKK 6m compared with Q2 2014, mainly due to lower working capital.

### **Photonics Group management team strengthened**

As announced on 2 June 2015, cf. Company Announcement No. 13, Basil Garabet has been appointed CEO of Photonics Group as of 1 July 2015. This strengthening of Photonics Group's management team will support the strategy of achieving commercial scale within the Imaging and Sensing segments.

### **Fiber Processing divestment agreement signed**

Early in 2015 NKT launched a strategic review to establish whether NKT and Photonics Group could provide the best environment for the Fiber Processing operations to grow and realise its value potential. Based on this review, a divestment agreement of Fiber Processing was signed with Thorlabs, a US-based manufacturer of integrated photonics products, at mid-August 2015. The divestment will become effective during September 2015 and comprises all operations and approx. 40 employees.

## **IMAGING**

Imaging realised organic growth of -7%, mainly due to lower than expected activity within the scientific business. Deliveries continued on three major R&D contracts awarded in Q1 2015 within the life science and microelectronics industry. Similar contracts are in the pipeline.

Sales of fiber lasers developed positively and included a large order from a significant OEM customer using Photonics Group's unique fiber amplifier technology in laser systems for material processing. The development of more complete solutions for end-customers continued, consistent with the ambition of gaining further commercial scale. In support of this approach, an ultra-high resolution OCT imaging system was recently introduced.

## **SENSING**

Organic growth for Sensing was -22%. This was mainly due to the DTS segment (Distributed Temperature Systems) continuing to be affected by a Russian embargo. The receipt of a contract for installation of a tunnel fire detection system in China and the award of large pipeline monitoring projects with effect into 2016 could not offset the decline.

Furthermore, the oil and gas sector is still reluctant to invest as the oil price must increase significantly before investments return to a normalised level.

# Group Management's statement

The Board of Directors and the Executive Management Board have today considered and adopted the Interim Report of NKT Holding A/S for the period 1 January - 30 June 2015.

The Interim Report, which has not been audited or reviewed by the company auditor, has been prepared in accordance with IAS 34 'Interim Financial Reporting', as approved by the EU, and Danish disclosure requirements for interim reporting by listed companies.

In our opinion the Interim Report gives a true and fair view of the Group's assets, liabilities and financial position at 30 June 2015 and the results of the Group's activities and cash flow for the period 1 January - 30 June 2015.

We also find that the Management's review provides a fair statement of developments in the activities and financial situation of the Group, financial results for the period, the general financial position of the Group, and a description of major risks and elements of uncertainty faced by the Group.

*Brøndby, 20 August 2015*

## **Executive Management Board**

Michael Hedegaard Lyng, *Group Executive Director & CFO*

## **Board of Directors**

Jens Due Olsen, *Chairman*

Kristian Siem, *Deputy Chairman*

Niels-Henrik Dreesen

René Engel Kristiansen

Jens Maaløe

Gitte Toft Nielsen

Kurt Bligaard Pedersen

Jutta of Rosenborg

Lars Sandahl Sørensen

# Income statement

Amounts in DKKm	Q2 2015	Q2 2014	1st half 2015	1st half 2014	Year 2014
Revenue	4,471	4,028	8,635	7,893	15,863
<b>Earnings before interest, tax, depreciation and amortisation (EBITDA)</b>	<b>407</b>	<b>222</b>	<b>652</b>	<b>518</b>	<b>1,061</b>
Depreciation and impairment of property, plant and equipment	-366	-88	-456	-178	-365
Amortisation and impairment of intangible assets	-83	-48	-130	-93	-191
<b>Earnings before interest and tax (EBIT)</b>	<b>-42</b>	<b>86</b>	<b>66</b>	<b>247</b>	<b>505</b>
Financial items, net	-21	-27	-5	-52	-99
<b>Earnings before tax (EBT)</b>	<b>-63</b>	<b>59</b>	<b>61</b>	<b>195</b>	<b>406</b>
Tax	-143	-12	-176	-61	-126
<b>Net Profit</b>	<b>-206</b>	<b>47</b>	<b>-115</b>	<b>134</b>	<b>280</b>
To be distributed thus:					
Profit attributable to equity holders of NKT Holding A/S	-207	46	-116	133	280
Profit attributable to non-controlling interest	1	1	1	1	0
	<b>-206</b>	<b>47</b>	<b>-115</b>	<b>134</b>	<b>280</b>
Basic earnings, DKK per outstanding share (EPS)	-8.6	2.0	-4.8	5.6	11.7
Diluted earnings, DKK per share (EPS-D)	-8.6	1.9	-4.8	5.5	11.7

# Cash flow

Amounts in DKKm	Q2 2015	Q2 2014	1st half 2015	1st half 2014	Year 2014
Earnings before interest, tax, depreciation and amortisation (EBITDA)	407	222	652	518	1,061
Financial items, net	-21	-27	-5	-52	-99
Changes in provisions, tax and non-cash operating items, profit on sales of non-current assets, etc.	-65	75	-24	-67	-139
Changes in working capital	-281	-161	-488	-91	760
<b>Cash flow from operating activities</b>	<b>40</b>	<b>109</b>	<b>135</b>	<b>308</b>	<b>1,583</b>
Acquisition of business	-117	0	-117	-22	-44
Divestment of business	0	0	0	108	126
Investments in property, plant and equipment	-59	-50	-100	-102	-243
Disposal of property, plant and equipment	4	1	7	3	12
Intangible assets and other investments, net	-48	-61	-103	-105	-221
<b>Cash flow from investing activities</b>	<b>-220</b>	<b>-110</b>	<b>-313</b>	<b>-118</b>	<b>-370</b>
<b>Free cash flow</b>	<b>-180</b>	<b>-1</b>	<b>-178</b>	<b>190</b>	<b>1,213</b>
Changes in non-current loans from credit institutions	327	-134	528	-140	-815
Changes in current loans from credit institutions	-76	16	-269	-47	-345
Dividends paid	0	0	-97	-84	-84
Cash from exercise of warrants, etc.	0	0	85	1	0
<b>Cash flow from financing activities</b>	<b>251</b>	<b>-118</b>	<b>247</b>	<b>-270</b>	<b>-1,244</b>
<b>Net cash flow</b>	<b>71</b>	<b>-119</b>	<b>69</b>	<b>-80</b>	<b>-31</b>
Cash at bank and in hand at the beginning of the period	425	407	374	376	376
Currency adjustments	-19	6	34	-2	29
Net cash flow	71	-119	69	-80	-31
<b>Cash at bank and in hand at the end of the period</b>	<b>477</b>	<b>294</b>	<b>477</b>	<b>294</b>	<b>374</b>

# Balance sheet

Amounts in DKKm	30 June 2015	30 June 2014	31 December 2014
<b>Assets</b>			
Intangible assets	2,400	2,038	2,175
Property, plant and equipment	2,742	3,050	3,035
Other non-current assets	638	761	759
<b>Total non-current assets</b>	<b>5,780</b>	<b>5,849</b>	<b>5,969</b>
Inventories	3,021	2,768	2,612
Receivables and income tax	4,584	4,140	3,383
Cash at bank and in hand	477	294	374
<b>Total current assets</b>	<b>8,082</b>	<b>7,202</b>	<b>6,369</b>
<b>Total assets</b>	<b>13,862</b>	<b>13,051</b>	<b>12,338</b>
<b>Equity and liabilities</b>			
Equity attributable to equity holders of NKT Holding A/S	5,979	5,685	5,969
Non-controlling interest	7	6	6
<b>Total equity</b>	<b>5,986</b>	<b>5,691</b>	<b>5,975</b>
Deferred tax	286	340	333
Pension liabilities	442	342	439
Provisions	149	70	101
Interest-bearing loans and borrowings	1,875	1,953	1,320
<b>Total non-current liabilities</b>	<b>2,752</b>	<b>2,705</b>	<b>2,193</b>
Interest-bearing loans and borrowings	115	433	268
Trade payables and other liabilities	5,009	4,222	3,902
<b>Total current liabilities</b>	<b>5,124</b>	<b>4,655</b>	<b>4,170</b>
<b>Total liabilities</b>	<b>7,876</b>	<b>7,360</b>	<b>6,363</b>
<b>Total equity and liabilities</b>	<b>13,862</b>	<b>13,051</b>	<b>12,338</b>

# Comprehensive income and equity

<b>Amounts in DKKm</b>	<b>1st half 2015</b>	<b>1st half 2014</b>	<b>Year 2014</b>
<b>Comprehensive income</b>			
Net profit	-115	134	280
Other comprehensive income:			
<i>Items that may not be reclassified to income statement:</i>			
Actuarial gains/(losses) on defined benefit pension plans	0	0	-68
<i>Items that may be reclassified to income statement:</i>			
Currency adjustment of foreign subsidiaries and value adjustment of hedging instruments, etc.	137	-35	171
<b>Total comprehensive income for the period</b>	<b>22</b>	<b>99</b>	<b>383</b>
<b>Statement of changes in equity</b>			
Group equity, 1 January	5,975	5,674	5,674
Total comprehensive income for the period	22	99	383
Share-based payment	1	1	2
Cash from exercise of share warrants	85	1	0
Dividend adopted at annual general meeting	-97	-84	-84
<b>Group equity at the end of the period</b>	<b>5,986</b>	<b>5,691</b>	<b>5,975</b>

# Notes 1-3

## 1 - ACCOUNTING POLICIES, ACCOUNTING ESTIMATES, AND RISKS, ETC.

The Interim Report is presented in accordance with IAS 34 'Interim Financial Reporting', which has been approved by the EU, and Danish disclosure requirements for interim reports for listed companies.

The accounting policies are unchanged in relation to the 2014 Annual Report, to which reference should be made. The 2014 Annual Report contains the full text of the accounting policies.

NKT has implemented the standards and interpretations that become effective for 2015. The implementation of standards and interpretations has not influenced recognition and measurement in 2015 or is expected to influence future financial years.

Regarding accounting estimates, please refer to Note 1.1 on page 59 of the 2014 Annual Report. Regarding risks, please refer to Note 6.6 on page 92 of the 2014 Annual Report and the information contained in the section on risk management on page 38 and page 24, 32 and 37 of the Annual Report.

On 2 April 2014 NKT received a fine of DKK 29m following the investigation conducted by the European Commission into alleged price-fixing activities in the power cables industry; cf. Company Announcement No. 8 2014. By defining NKT as a 'fringe player' - as the only European manufacturer - the European Commission

explicitly establishes that the role of NKT was substantially limited. This is further emphasised by the fact that NKT was the only European manufacturer to receive a 10% reduction on the fine amount. While the European Commission has assessed that NKT's role is substantially limited and the fine is considerably smaller than those imposed on the other cable manufacturers, NKT disagrees with the Commission's decision and has therefore lodged an appeal. As a consequence of the Commission's decision, NKT and other power cables producers face exposure to claims for damages in proceedings brought by customers or other third parties. In line with its appeal against the Commission decision, NKT contests any civil damages claim that is based on this Commission decision.

According to the regulation for financial statements preparation the Group Management is required to determine whether the interim statement can be presented on a 'going concern' basis. Based on outlook estimates, including examination of the latest 'forecast 2015', and future cash flow expectations, existence of credit facilities, etc., it is the opinion of the Group Management that there are no factors giving rise to doubt as to whether NKT can continue operating for at least 12 months from the balance sheet date. Information concerning Group cash resources and expectations for 2015 are included in the Management's review.

# Notes

## 2 - SEGMENT REPORTING

<b>Amounts in DKKm</b>	<b>Q2 2015</b>	<b>Q2 2014</b>	<b>1st half 2015</b>	<b>1st half 2014</b>	<b>Year 2014</b>
<b>Revenue</b>					
Nilfisk	1,886	1,763	3,682	3,500	6,836
NKT Cables, revenue in market prices	2,523	2,197	4,826	4,261	8,738
Photonics Group	62	67	127	132	290
Parent company, etc. <sup>1)</sup>	0	1	0	0	0
Elimination of transactions between segments	0	0	0	0	-1
<b>NKT Group revenue in market prices</b>	<b>4,471</b>	<b>4,028</b>	<b>8,635</b>	<b>7,893</b>	<b>15,863</b>
<i>NKT Cables, revenue in std. metal prices</i>	<i>1,736</i>	<i>1,506</i>	<i>3,350</i>	<i>2,884</i>	<i>6,055</i>
<i>NKT Group, revenue in std. metal prices</i>	<i><b>3,684</b></i>	<i><b>3,337</b></i>	<i><b>7,159</b></i>	<i><b>6,516</b></i>	<i><b>13,180</b></i>
<b>Operational EBITDA</b>					
Nilfisk	214	218	396	431	799
NKT Cables	243	116	351	165	484
Photonics Group	-8	-2	-9	-2	21
Parent company, etc. <sup>1)</sup>	-8	-8	-14	-16	-35
<b>Group operational EBITDA</b>	<b>441</b>	<b>324</b>	<b>724</b>	<b>578</b>	<b>1,269</b>
<b>Earnings, EBITDA</b>					
Nilfisk	214	218	396	528	896
NKT Cables	209	13	279	8	179
Photonics Group	-8	-2	-9	-2	21
Parent company, etc. <sup>1)</sup>	-8	-7	-14	-16	-35
<b>Group EBITDA</b>	<b>407</b>	<b>222</b>	<b>652</b>	<b>518</b>	<b>1,061</b>
<b>Segment profit, EBIT</b>					
Nilfisk	153	165	278	420	673
NKT Cables	-152	-61	-157	-141	-129
Photonics Group	-33	-10	-40	-16	-5
Parent company, etc. <sup>1)</sup>	-10	-8	-15	-16	-34
<b>Group EBIT</b>	<b>-42</b>	<b>86</b>	<b>66</b>	<b>247</b>	<b>505</b>
<b>Capital Employed</b>					
Nilfisk			3,838	3,325	3,283
NKT Cables			3,453	4,223	3,661
Photonics Group			166	203	201
Parent company, etc. <sup>1)</sup>			-34	-52	-35
<b>Group Capital Employed</b>			<b>7,423</b>	<b>7,699</b>	<b>7,110</b>

<sup>1)</sup>The segment comprises the parent company and entities of less significance with similar economic characteristics.

# Notes

## 3 - ACQUISITION OF BUSINESSES

Nilfisk continued to play an active part in the consolidation of the cleaning equipment industry and completed several acquisitions. In APAC, Nilfisk acquired Kerrick, based Auckland, New Zealand and a specialist in commercial heavy-duty and industrial cleaning equipment with 10 branches in New Zealand and Australia. Effective at 1 July 2015, the Kerrick acquisition enlarges Nilfisk's presence within sales and repair and supplements the acquisition of Smithson Equipment, a significant distributor of large cleaning equipment in the Queensland, Australia, market. The latter transaction was mentioned in NKT's Interim Report Q1 2015 and was effective at 1 May 2015.

Effective at 2 June 2015, Nilfisk acquired Contractor, also known as Floor Cleaning Machines Ltd., a leading UK provider of repair and

maintenance services. Based in Manchester, Contractor primarily serves contract cleaners and retail customers, and is among the UK market leaders by virtue of its unique business model and service concept.

Total purchase consideration for the three acquisitions mentioned above is DKK 207m. Goodwill and other intangible assets is an amount of approximately DKK 167m. Final purchase sum allocation is not yet available. The effect on the Group's revenue and income realised and proforma for 12 months is not material for 2015.

## 4 - RECOGNITION OF IMPAIRMENT LOSS

Amounts in DKKm	Q2 2015	Q2 2014	1st half 2015	1st half 2014	Year 2014
<b>NKT Cables (APAC):</b>					
Impairment of goodwill	9		9		
Impairment of other non-current intangible assets	4		4		
Impairment of non-current tangible assets	273		273		
Impairment of non-current tax asset	88		88		
NKT Cables total impairment loss	374	0	374	0	0
<b>Photonics Group (Vytran):</b>					
Impairment of Goodwill	19		19		
<b>NKT Group total impairment loss (APAC/Vytran)</b>	<b>393</b>	<b>0</b>	<b>393</b>	<b>0</b>	<b>0</b>

In accordance with the provisions of IAS 36, non-current assets in NKT Cables' Chinese operations are written down to the estimated fair value less cost to sell, equal to around 15% of the carrying amount of the plant, property and equipment. No active market for these assets exist and the fair value is based upon managements judgements and assumptions and are by their nature associated with uncertainty.

Impairment loss has not impacted operational EBITDA and operational EBIT.

Please refer to page 14 and page 16 for further details.

## 5 - EXPLANATORY COMMENTS TO FINANCIAL HIGHLIGHTS

Items below refer to the Financial Highlights contained on page 2.

1. **Revenue in std. metal prices** - Revenue in std. metal prices for copper and aluminium fixed at 1,550 EUR/tonne and 1,350 EUR/tonne, respectively.
2. **Operational earnings before interest, tax, depreciation and amortisation (Oper. EBITDA)** - Earnings before interest, tax, depreciation and amortisation (EBITDA) adjusted for one-off items.
3. **Operational earnings before interest and tax (Oper. EBIT)** - Earnings before interest and tax (EBIT) adjusted for one-off items.
4. **Net interest-bearing debt** - Cash, investments and interest-bearing receivables less interest-bearing debt.
5. **Capital Employed** - Group equity plus net interest-bearing debt.
6. **Working capital** - Current assets less current liabilities (excluding interest-bearing items and provisions).
7. **Net interest bearing debt relative to operational EBITDA** - Operational EBITDA is calculated on a rolling 12-month basis (LTM).
8. **Solvency ratio (equity as a percentage of total assets)** - Equity excl. non-controlling interest as a percentage of total assets.
9. **Return on Capital Employed (RoCE)** - Operational EBIT as a percentage of average capital employed. Calculated on a rolling 12-month basis (LTM).
10. **Earnings, DKK per outstanding share (EPS)** - Earnings attributable to equity holders of NKT Holding A/S relative to average number of outstanding shares (EPS).
11. **Equity value, DKK per outstanding share** - Equity attributable to equity holders of NKT Holding A/S at period end per outstanding share at period end. Dilutive effect from warrants plan for Group Management is not included in this ratio.

Statements made about the future in this report reflect the Group Management's current expectations with regard to future events and financial results. Statements about the future are by their nature subject to uncertainty, and the results achieved may therefore differ from the expectations, among other things due to economic and financial market developments, legislative and regulatory changes in NKT markets, development in product demand, competitive conditions, and energy and raw material prices. See also latest Annual Report for a more detailed description of risk factors.

NKT Holding A/S disclaims any liability to update or adjust statements about the future or the possible reasons for differences between actual and anticipated results except where required by legislation or other regulations

NKT's Interim Report Q2 2015 was published on 20 August 2015 and released through Nasdaq Copenhagen. The report is also available at [www.nkt.dk](http://www.nkt.dk).

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