Q2 Interim Report 2017

Nilfisk

Q2 IN BRIEF

Highlights of Q2

- Performance in Q2 and the first half of 2017 in line with expectations
- 1.7% organic revenue growth for Nilfisk in Q2 and 3.0% for the first half of 2017
- Continued strong growth in the Americas
- EMEA delivering in line with expectations
- Performance in APAC stabilized
- Improved gross profit and EBITDA
- Outlook for 2017 maintained
- Ongoing preparation for listing of Nilfisk

280

mEUR

revenue up 3 mEUR from Q2 2016

In Q2, Nilfisk launched one new product, the SC DELTA stationary high pressure washer, a multi-pump system allowing up to 12 people to use the equipment simultaneously.

3.2%

organic revenue growth for the total business excluding Specialty

12.8%

EBITDA margin before special items, up 1.0 percentage point from Q2, 2016

The Nilfisk Liberty A50 was awarded 'Best New Product' at the FinnClean trade show in Finland in May. The completion of the new autonomous scrubber is ongoing. Launch plans have been adjusted, and the first units are now expected to be released at end-2017 or in the first part of 2018.

16.6%

RoCE, up 3.9 percentage points from Q2, 2016

Nilfisk

Contents

Financial highlights for the Group

The Management's review on page 4-10 has not been subject to audit nor review.

EUR millon	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Year 2016
Income statement					
Revenue	280.0	276.6	548.9	532.0	1,058.5
EBITDA before special items	35.8	32.6	70.9	59.8	116.8
EBITDA	33.1	32.6	64.0	59.8	96.8
EBIT before special items	26.0	22.8	51.4	40.4	75.8
EBIT	23.3	22.8	44.5	40.4	54.0
Special items	-2.7	0.0	-6.9	0.0	-21.8
Financial items, net	-2.1	-4.3	-4.5	-7.1	-11.0
Profit for the period	15.2	13.9	28.8	25.0	29.5
Cash flow					
Cash flow from operating activities	11.2	26.3	-5.2	25.5	114.7
Cash flow from investing activities	-8.2	-13.5	-16.8	-53.2	-72.6
- hereof investments in property, plant and equipment	-1.6	-3.5	-7.2	-11.5	-20.6
Free cash flow excluding acquisitions and divestments	3.0	15.8	-22.0	3.1	74.2
Balance sheet					
Total assets	986.4	975.6	986.4	975.6	983.1
Total equity	243.3	218.0	243.3	218.0	224.8
Working capital	184.1	193.7	184.1	193.7	141.7
Net interest-bearing debt	278.1	316.2	278.1	316.2	265.8
Capital employed	521.4	534.2	521.4	534.2	490.6
Financial ratios and employees					
Organic revenue growth	1.7%	2.9%	3.0%	0.9%	3.1%
Gross margin	43.1%	41.8%	43.8%	42.4%	41.9%
EBITDA margin before special items	12.8%	11.8%	12.9%	11.2%	11.0%
EBIT margin before special items	9.3%	8.2%	9.4%	7.6%	7.2%
EBITDA margin	11.8%	11.7%	11.7%	11.2%	9.1%
EBIT margin	8.3%	8.2%	8.1%	7.6%	5.1%
Overhead costs ratio	33.3%	32.8%	33.9%	34.1%	33.9%
Working capital ratio	16.6%	19.5%	16.6%	19.5%	17.6%
Return on Capital Employed (RoCE)	16.6%	12.7%	16.6%	12.7%	14.6%
Number of full-time employees, end of period	5,776	5,673	5,776	5,673	5,607

Financial highlights are stated and ratios are calculated as defined in the 2016 Annual Report

GROUP FINANCIALS

Performance in first half of 2017 in line with expectations

Nilfisk realized total revenue of 280.0 mEUR in Q2 2017 with an organic growth of 1.7%. For the first six months of 2017, revenue was 548.9 mEUR and organic growth was 3.0%.

In Q2 2017 EBITDA before special items was 35.8 mEUR, and the EBITDA margin before special items improved by 1.0 percentage point to 12.8%. In the first six months of 2017, EBITDA before special items was 70.9 mEUR, and the EBITDA margin before special items increased by 1.7 percentage point to 12.9%. Nilfisk's return on capital employed increased from 12.7% at the end of June 2016 to 16.6% at the end of June 2017.

Organic growth per operating segment

	Q2 2017	Q1 2017	Q1-Q2 2017
EMEA	1.7%	5.7%	3.6%
Americas	5.9%	10.3%	7.9%
APAC	1.4%	-0.3%	1.0%
Subtotal excluding Specialty	3.2%	6.7%	4.9%
Specialty professional	-0.1%	5.5%	2.5%
Specialty consumer	-6.4%	-9.2%	-7.9%
Subtotal Specialty	-3.2%	-2.5%	-2.9%
Group	1.7%	4.5%	3.0%

Organic revenue growth driven by EMEA and Americas

Total nominal revenue growth was 1.2% in Q2 2017 with a negative impact of 0.4% mainly from the divestment of the US-based Cyclone Technology in 2016 and a negative impact of 0.1% from currency exchange rates. For the first six months of 2017, total growth was 3.2%, impacted negatively by 0.4% mainly from the divestment and positively by 0.6% from currency exchange rates.

Nilfisk realized an organic revenue growth of 1.7% in Q2 2017. The growth was driven by positive developments in the Americas and EMEA with organic growth of 5.9% and 1.7% respectively. After a flat organic growth in Q1 2017, APAC realized a positive organic growth of 1.4% in Q2 2017, while Specialty professional realized negative organic growth of 0.1%, and Specialty consumer realized negative organic growth of 6.4%. The total business excluding Specialty realized an organic revenue growth of 3.2% in Q2 2017, and 4.9% for the first half of 2017.

Gross margin improved

In Q2 2017, the gross margin was 43.1% compared to 41.8% in Q2 2016, equivalent to an increase of 1.3 percentage point. The increase was driven by operational improvements. The gross margin benefitted from increased sales of products with higher margins compared to Q2 2016.

During the first six months of 2017, and particularly in Q2, increasing raw material prices had a negative impact on the gross profit margin. This development is expected to continue for the second half of the year. Also taking into account that the sales in the private label business, which has lower than average gross profit margin, is expected to increase, the gross profit margin is expected to be lower in the second half of the year.

For the first six months, the gross margin increased from 42.4% in 2016 to 43.8% in the same period in 2017. The impact of the Accelerate+ cost saving program was 1 mEUR, corresponding to an improvement in the gross margin of approximately 0.2%.

Overhead cost ratio in line with expectations

Overhead costs were 93.2 mEUR in Q2 2017, equivalent to an overhead cost ratio of 33.3% compared to 32.8% in Q2 2016. The higher ratio was mainly driven by a shift in the Research and Development activities towards increased research that cannot be capitalized, an increased sales and distribution cost ratio impacted by increasing freight rates, and further investments in front-end sales initiatives. The administration cost ratio decreased. For the first six months, the overhead cost ratio decreased from 34.1% in 2016 to 33.9% in 2017.

The overall development in overhead costs is in line with expectations and has been positively impacted by the cost saving program launched in 2016 as part of the Accelerate+ initiative.

Solid increase in EBITDA before special items

EBITDA before special items amounted to 35.8 mEUR in Q2 2017, up from 32.6 mEUR in Q2 2016. The EBITDA margin before special items increased by 1.0 percentage point to 12.8% from the same quarter last year. The increase was mainly driven by an increasing gross margin, and partly offset by a higher overhead cost ratio.

For the first six months of 2017, EBITDA before special items was 70.9 mEUR, an increase of 11.1 mEUR from the same period in 2016. The EBITDA margin before special items was 12.9% compared to 11.2% for the same period in 2016, equivalent to an increase of 1.7 percentage point.

Special items

In Q2 2017 Special items were 2.7 mEUR, and for the first six months of 2017, Special items amounted to 6.9 mEUR. The costs primarily relate to restructuring costs of 4.9 mEUR incurred in connection with the organizational and structural changes and the cost saving program executed as part of the Accelerate+ initiatives. In addition, 2.0 mEUR of costs, mainly related to consultancy fees, were incurred in connection with the intended split from NKT A/S.

Working capital

At the end of Q2 2017, working capital was 184.1 mEUR, down by 9.6 mEUR from the end of Q2 2016. The decrease was mainly driven by higher payables. The working capital ratio measured on a 12 months' average decreased by 2.9 percentage points from 19.5% at the end of Q2 2016 to 16.6% at the end of Q2 2017.

Referring to the 2016 Annual Report, the working capital level as at December 31, 2016, was unusually low. It was impacted by factors including the postponement of production of consumer high pressure washers because of the late Easter in 2017, as well as a low level of inventory due to strong demand in the last months of the year. The changes in working capital in the cash flow statement during the first six months of 2017 reflect the low starting point for working capital at the beginning of the year.

Net interest-bearing debt

At the end of Q2 2017, total net interest-bearing debt was 278.1 mEUR, up by 12.3 mEUR against year-end 2016 and down by 38.1 mEUR against end of Q2 2016. The main part of the debt relates to intercompany balances with the parent company, NKT A/S.

Interest-bearing intercompany balances at the end of Q2 2017 are recognized as long-term balances in accordance with agreements made with NKT A/S. The 2016 comparison figures are recognized as short-term debt reflecting agreements in place at that given time.

2017 Outlook

Nilfisk's expectations for 2017 are maintained compared to the guidance provided in the Q1 Interim Report 2017 released on May 17, 2017:

- Organic revenue growth is expected in the range of 2% to 4%
- The EBITDA margin before special items is expected to be in the range of 11.0% to 11.5%

Split of NKT A/S

NKT announced in September 2016, in connection with NKT Cables' acquisition of ABB HV Cables, that subject to completion of NKT Cables' acquisition of ABB HV Cables, it intended to split NKT into two separately listed companies: Nilfisk and NKT, including the former NKT Cables (including ABB HV Cables) and NKT Photonics. The Board of Directors of NKT concluded that a separation of NKT into two stand-alone businesses is in the best interest of its shareholders as it would allow for value creation by unlocking the full potential of each of the companies. A separation will create two leading businesses, each with a clearly defined investment case.

On the basis of the above, NKT's Annual General Meeting held April 21, 2017, mandated NKT's Board of Directors to proceed with the split. As a consequence, preparations for the future listing of Nilfisk as a separate company continued over the course of Q2 2017. The split is expected to be completed in the second half of 2017.

Accelerate+ cost saving program

In 2016 Nilfisk initiated a cost saving program as part of the Accelerate+ initiative, with the target of realizing 35 mEUR in annual EBITDA improvements. The full cost saving potential of Accelerate+ is expected to be achieved as of December 2019 with full EBITDA impact from the financial year 2020. The program includes overhead reductions from structural changes and efficiencies through production footprint, sourcing initiatives, process optimization, complexity reductions, and price management. By the end of Q2 2017, initiatives implemented and launched in 2016 and during the first six months of 2017 had positively impacted costs by savings of 8 mEUR, with a full-year effect of 17 mEUR, split with approximately 12 mEUR related to overhead reductions, approximately 4 mEUR related to Global Operations initiatives, and less than 1 mEUR related to other initiatives such as complexity reductions and price management.

EUR million	2016	Q1 – Q2 2017	2017	2018	2019	Full potential end 2019
Expected annual accumulated impact on EBITDA before Special items related to levers executed prior to the end of each period	11	17	17-19	25-30	35	35
Expected impact on reported EBITDA before Special items in the income statement for the period	2	8	17-18	20-25	25-32	35
Expected restructuring costs for the period (reported under Special items)	10	5	8-10	8-10	5-9	35
Implementation costs for the period (reported under Special items)	5	0	0	0	0	5
Expected Accelerate+ capex investments for the period	0	2	2-3	4-6	3-5	12

GROUP FINANCIALS

Updated segmentation as of January 1, 2017

Prior to January 1, 2017, the Group's operation was split in three main sales operating segments being EMEA, Americas and APAC, which were primarily geographically defined. Most of Nilfisk Group's production and supply chain activities were included in the segment Global Operations, while an additional operating segment named "Other" included items relating to Nilfisk Group's smaller stand-alone production facilities and smaller sales entities. Global Operations is responsible for sourcing, production and logistics. Prior to January 1, 2017, the operating segments within sales bought products from Global Operations at internally determined prices and such internal prices allowed Global Operations to cover operating expenses and realize operating profits.

With effect from January 1, 2017, the Group has redefined its operating segments to align with a new operational model and organizational structure implemented during 2016. Certain products have been carved out from the geographically defined operating segments previously used, and such products are now reported as "Specialty professional" and "Specialty consumer". Therefore, as of January 1, 2017, the geographically defined operating segments EMEA, Americas and APAC are now defined entirely by certain professional products. The new carved-out segment Specialty professional includes industrial vacuum cleaners and the outdoor and restoration equipment business, along with specialized equipment for the food industry. Specialty consumer includes domestic vacuum cleaners and high pressure washers for the consumer markets.

In the Q1 Interim Report 2017, the gross profit in each operating sales segment was still based on internally determined prices for products acquired from the production units and thus a share of operating profit remained non-allocated.

In the Q2 Interim Report 2017, the gross profit disclosed for the EMEA, Americas and APAC sales segments is based on internally determined prices for products acquired from the production units, while the operating profit related to the production of such products is reported under non-allocated. For Specialty professional and Specialty consumer gross profit includes full product profitability. Comparative figures for the same periods in 2016 for the carved-out Specialty segments are partly based on the Executive Management Board's judgment.

As supplementary information, the Q2 Interim Report 2017 includes gross profit information where the product profit has been allocated in full to all operating segments, thereby showing the full group profit contribution of the operating segments EMEA, Americas, APAC, Specialty professional and Specialty consumer. The full allocation of product profit has been implemented retrospectively from January 1, 2017. Comparative figures for the same periods in 2016 are only available for the carved-out Specialty segments and are partly based on the Executive Management Board's judgment.

Consequently, and in order to have comparison figures, the segment reporting includes gross profit based on internally determined prices as well as gross profit based on full profit contribution.

The 2017 operating profit before amortization/impairment of acquisition-related intangibles and special items is disclosed by operating segments including profits and cost directly attributable to the operating segments. Overhead costs in the sourcing, production, logistics and headquarter functions are not allocated to operating segments but disclosed as non-allocated. With effect from January 1, 2017, a new overhead cost allocation model between the operating segments has been introduced in line with the new operating model implemented as of the same date. Due to a change in segments and the new allocation of cost between such segments, comparative figures for 2016 cannot be estimated reliably as the information is not available and the cost to derive such comparative numbers is deemed excessive.

MARKETS AND SEGMENTS

EMEA

121 mEUR in revenue in Q2 2017	1.7% organic revenue growth in Q2 2017	3.6% organic revenue growth in the first half of 2017

EMEA covers sales of professional products to markets in Europe, the Middle East and Africa, excluding sales in the carved-out business "Specialty" (see page 5).

In EMEA, Nilfisk realized revenue of 120.9 mEUR, up 1.6 mEUR from Q2 2016. Organic revenue growth was 1.7%. This represented a significant decline compared to Q1 2017 but could to a large extent be attributed to the effect of less working days during Easter, which in 2017 was in Q2, and in 2016 in Q1. The mature markets in Western Europe continued to deliver strong organic growth, supplemented by the Eastern European markets and Turkey. The positive developments, however, were offset by lower organic growth in some areas and markets including timing effect of sales in the private label business. Furthermore, macro economic factors continued to have a negative effect in the Middle East and North Africa.

Strategic accounts within retail and contract cleaning continued to perform strongly across EMEA.

Gross profit in EMEA was 33.7 mEUR, down 0.2 mEUR from the same period last year (measured without full allocation of product profits), due to changes in the product mix. The gross profit margin without full allocation was 27.9%, down 0.5 percentage point from Q2 2016.

In Q2 2017, the gross profit with full profit allocation in EMEA was 53.0 mEUR and the gross profit margin was 43.8% for the same period.

Americas

78 mEUR in revenue in Q2 2017	5.9% organic revenue growth in Q2 2017	7.9% organic revenue growth in the first half of 2017

Americas covers the sales of professional products to markets in North America and South America, excluding sales in the carved-out business "Specialty" (see page 5).

In the Americas, Nilfisk realized revenue of 78.0 mEUR, up 4.8 mEUR from the same quarter last year. Organic revenue growth was 5.9%, driven by a continued strong development in the US, particularly within US National Accounts; however, this development was offset by a continued weak performance in the industrial segments. The hot water high pressure business realized strong growth in Q2. Mexico and Canada also contributed positively to the overall development in the Americas with strong growth rates.

Gross profit in Americas was 21.7 mEUR, up 1.6 mEUR from Q2 2016 (measured without full allocation of product profits) . The gross profit margin without full allocation improved by 0.4 percentage point to 27.8% due to changes in product mix sales, as well as a focus on efficiency measures and cost reductions.

In Q2 2017, the gross profit with full profit allocation in Americas was 32.6 mEUR and the gross profit margin was 41.8% for the same period.

APAC

21 mEUR in revenue in Q2 2017	1.4% organic revenue growth in Q2 2017	1.0% organic revenue growth in the first half of 2017

APAC covers sales of professional products to markets in Asia and Pacific (Australia and New Zealand), excluding sales in the carved-out business "Specialty" (see page 5).

Nilfisk realized revenue of 20.7 mEUR in Q2 2017, up 0.4 mEUR from the same quarter last year. Organic revenue growth was 1.4%, driven by China that continued the positive development from Q1, and also supported by markets in South East Asia. A major growth segment continued to be the mid-market showing significant growth rates across all markets. Sales in Japan, Korea and Australia were below expectations.

The service business experienced positive growth in all markets across APAC, driven by new initiatives such as promotions and service packages.

Gross profit in APAC was 6.9 mEUR, up 0.6 mEUR from Q2 2016 (measured without full allocation of product profits). The gross profit margin without full allocation was 33.3%, up 2.4 percentage points from Q2 2016, due to changes in the product mix.

In Q2 2017, the gross profit with full profit allocation in APAC was 8.6 mEUR and the gross profit margin was 41.5% for the same period.

Specialty professional

32 mEUR	-0.1%	2.5%
in revenue in Q2 2017	organic revenue growth in Q2 2017	organic revenue growth in the first half of 2017

The reporting segment Specialty professional covers sales of industrial vacuum cleaners, outdoor equipment, restoration equipment and specialized equipment for the food industry.

In Specialty professional, Nilfisk realized revenue of 32.1 mEUR in Q2 2017, down 1.2 mEUR from the same quarter last year. Organic revenue growth was a negative 0.1%.

Q2 saw a continuation of the strong trend within the Industrial Vacuum Solutions business, particularly in Americas and EMEA markets supported by investments in sales and service, and an underlying positive investment climate in the manufacturing industries. This was offset by a lower activity in the Outdoor business.

Gross profit in Specialty professional was 16.3 mEUR, down 0.7 mEUR from Q2 2016. The gross profit margin was 50.8%, down 0.3 percentage point from Q2 2016.

Specialty consumer

28 mEUR	-6.4%	-7.9%
in revenue in Q2 2017	organic revenue growth in Q2 2017	organic revenue growth in the first half of 2017

The reporting segment Specialty consumer covers sales of domestic vacuum cleaners and high pressure washers to the consumer markets.

Specialty consumer realized revenue of 28.3 mEUR in Q2 2017, down 2.2 mEUR from the same quarter last year. Organic revenue growth was a negative 6.4%.

The consumer business saw a strong sales development in Q2 in the two largest markets, the Nordics and the Pacific region. However, the growth in these regions was offset by the negative effect caused by the loss of a large single customer combined with a cold spring season affecting the main European markets.

Gross profit in Specialty consumer was 10.3 mEUR, down 0.9 mEUR compared to Q2 2016. The gross profit margin was 36.4%, down 0.5 percentage point from Q2 2016.

Strategy and operations

Accelerate Strategy roll-out

While preparations for the upcoming listing of Nilfisk as a separate company continued over the course of Q2 2017, Nilfisk moved ahead with the roll-out of the Accelerate business strategy, supporting key focus areas within the strategy. Nilfisk's customer relationships are supported by continued investments and by building a strong Sales and Service organization. Key levers are investments in sales and service support systems like the global roll-out of a new Customer Relationship Management system which continued in Q2.

Expansion of the service business continued through Q2 driven by increased focus on service excellence across regions. Having easy and quick access to professional service is a key factor for the Nilfisk Group's professional customers, and Nilfisk employs more than 700 field service technicians worldwide.

To support growth, it is Nilfisk's strategy to maintain and develop a competitive and innovative product range. This ensures the identification of new market opportunities as well as expansion of current offerings, like the Nilfisk ATTIX range which saw sales increase in Q2. The ATTIX range is a series of professional dust extractors, targeting segments like Building & Construction and focusing on improving productivity. For example, it integrates Nilfisk's patented InfiniClean™ system which automatically cleans the filter during operation using reversed air-flow pulse.

To release the full potential and enable execution of the strategy, a new operational model and organizational structure supporting the execution of the strategy came into full effect from January 1, 2017. The new model is reducing complexity in the organization, and during Q2 the organization continued its implementation of new structures and interfaces enabling a stronger alignment to better serve specific customer and market segments.

Products and solutions

In Q2 2017, Nilfisk launched one new product within the high pressure washer product line: The Nilfisk SC Delta is a multi-pump, stationary high pressure washer system allowing up to 12 people to work on the equipment at once. The system is targeted towards the heaviest cleaning applications in segments like Building & Construction and the Food & Beverage industry such as slaughterhouses.

The Nilfisk Liberty A50, a new autonomous scrubber was awarded 'Best New Product' at the FinnClean trade show in Finland in May. The scrubber has the latest sensor technology and has been developed in collaboration with Carnegie Robotics, a leading provider of advance robotics sensors and software. The completion and commercialization of the new autonomous scrubber is still ongoing, and Nilfisk has therefore adjusted the launch plans to allow time for further testing. The first units of the Nilfisk Liberty A50 are expected to be released towards the end of 2017 or in the first part of 2018.

INTERIM CONSOLIDATED FINANCIAL STATEMENTS

Income statement

EUR million	Note	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Year 2016
Revenue	2	280.0	276.6	548.9	532.0	1,058.5
Cost of sales		-159.2	-161.1	-308.4	-306.3	-615.1
Gross profit		**120.8**	**115.5**	**240.5**	**225.7**	**443.4**
Research and development costs	5	-7.9	-7.6	-16.1	-14.9	-30.0
Sales and distribution costs	5	-64.2	-60.9	-128.7	-120.8	-236.4
Administrative costs	5	-21.9	-23.2	-42.5	-47.2	-93.0
Other operating income, net		0.8	1.0	1.4	1.6	0.8
Operating profit before amortization/ impairment of acquisition-related intangibles and special items		**27.6**	**24.8**	**54.6**	**44.4**	**84.8**
Amortization/impairment of acquisition-related intangibles	5	-1.6	-2.0	-3.2	-4.0	-9.0
Special items	3, 4	-2.7	0.0	-6.9	0.0	-21.8
Profit before financial items and income taxes (EBIT)		**23.3**	**22.8**	**44.5**	**40.4**	**54.0**
Financial income		1.4	2.0	3.6	6.0	13.0
Financial expenses		-3.5	-6.3	-8.1	-13.1	-24.0
Profit before income taxes		**21.2**	**18.5**	**40.0**	**33.3**	**43.0**
Income taxes		-6.0	-4.6	-11.2	-8.3	-13.5
Profit for the period		**15.2**	**13.9**	**28.8**	**25.0**	**29.5**
Earnings per share (based on 5.000.000 shares issued)						
Basic earnings per share (EUR)		3.04	2.78	5.76	5.00	5.90
Diluted earnings per share (EUR)		3.04	2.78	5.76	5.00	5.90

Statement of comprehensive income

EUR million	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Year 2016
Profit for the period	15.2	13.9	28.8	25.0	29.5
Other comprehensive income					
Items that may be reclassified to the income statement:					
Foreign exchange adjustments, foreign companies	-8.3	-0.3	-7.8	-4.2	-3.9
Value adjustment of hedging instruments:					
Value adjustment for the period	-1.8	0.8	-2.8	-0.8	-0.3
Transferred to cost of sales	-0.5	0.7	-0.3	-0.3	0.2
Transferred to financial income and expenses	0.1	0.2	0.1	0.5	0.8
Fair value adjustment of available for sales securities	0.0	0.2	0.2	0.2	0.3
Tax on comprehensive income	0.4	-0.4	0.6	0.1	-0.2
Items that may not be reclassified to income statement:					
Actuarial gains/losses on defined benefit pension plans	0.0	0.0	0.0	0.0	-2.4
Tax on actuarial gains/losses	0.0	0.0	0.0	0.0	0.5
Comprehensive income for the period	**5.1**	**15.1**	**18.8**	**20.5**	**24.5**

Balance sheet

EUR million	Jun 30, 2017	Jun 30, 2016	Dec 31, 2016
Assets			
Intangible assets			
Goodwill	169.6	173.6	179.3
Trademarks	13.1	16.6	14.8
Customer related assets	14.9	18.9	17.2
Development projects completed	36.7	33.9	39.4
Software, Know-how, Patents and Competition Clauses	22.6	29.8	24.9
Development projects and software in progress	26.4	24.3	21.8
	283.3	297.1	297.4
Property, plant and equipment			
Land and buildings	11.4	12.6	12.4
Plant and machinery	5.2	5.5	5.6
Tools and equipment	38.8	34.7	38.2
Assets under construction incl. prepayments	3.6	8.6	5.5
	59.0	61.4	61.7
Other non-current assets			
Investments in associates	19.4	17.9	17.7
Other investments and receivables	6.4	6.5	6.2
Deferred tax	16.6	14.4	16.2
	42.4	38.8	40.1
Total non-current assets	**384.7**	**397.3**	**399.2**
Inventories	192.0	191.9	173.3
Receivables	229.6	216.1	203.6
Interest-bearing receivables	155.7	144.1	175.7
Income tax receivable	4.7	4.9	2.8
Cash at bank and in hand	19.7	21.3	28.5
Total current assets	**601.7**	**578.3**	**583.9**
Total assets	**986.4**	**975.6**	**983.1**

EUR million	Jun 30, 2017	Jun 30, 2016	Dec 31, 2016
Equity and liabilities			
Equity			
Share capital	67.2	67.2	67.2
Reserves	-10.0	-4.5	3.1
Retained comprehensive income	186.1	155.3	154.5
Proposed dividends	0.0	0.0	0.0
Total equity	**243.3**	**218.0**	**224.8**
Non-current liabilities			
Deferred tax	21.9	20.7	23.5
Pension liabilities	7.1	5.5	7.5
Provisions	6.6	7.1	6.8
Interest-bearing loans and borrowings	182.5	0.2	191.5
Other liabilities	1.3	1.2	1.4
	219.4	34.7	230.7
Current liabilities			
Interest-bearing loans and borrowings	271.0	492.2	278.5
Trade payables and other liabilities	230.0	208.0	232.1
Income tax payable	10.9	10.0	4.5
Provisions	11.8	12.7	12.5
	523.7	722.9	527.6
Total liabilities	**743.1**	**757.6**	**758.3**
Total equity and liabilities	**986.4**	**975.6**	**983.1**

Cash flow statement

EUR million	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Year 2016
Profit before financial items and income taxes (EBIT)	**23.3**	**22.8**	**44.5**	**40.4**	**54.0**
Depreciation, amortization and impairment	9.8	9.8	19.5	19.4	42.8
Non-cash operating items:					
Profit on sale of non-current assets, used and increase in provisions, and other non-cash operating items, etc.	-2.4	-1.1	-3.4	-1.5	2.2
Changes in working capital	-13.2	2.8	-54.7	-20.6	39.0
Cash flow from operations before financial items and income taxes	17.5	34.3	5.9	37.7	138.0
Financial income received	0.6	0.8	2.8	5.0	11.4
Financial expenses paid	-2.6	-6.1	-6.0	-11.9	-22.0
Income tax paid	-4.3	-2.7	-7.9	-5.3	-12.7
Cash flow from operating activities	**11.2**	**26.3**	**-5.2**	**25.5**	**114.7**
Acquisition of businesses	0.0	-3.0	0.0	-30.8	-28.9
Acquisition of non-controlling interests	0.0	-0.3	0.0	-0.3	-3.2
Investments in property, plant and equipment	-1.6	-3.5	-7.2	-11.5	-20.6
Disposal of property, plant and equipment	0.2	0.4	1.1	0.8	2.8
Intangible assets and other investments	-6.8	-7.4	-10.7	-11.7	-22.7
Cash flow from investing activities	**-8.2**	**-13.8**	**-16.8**	**-53.5**	**-72.6**
Changes in current interest-bearing receivables	0.4	24.2	16.0	13.5	-17.6
Changes in current interest-bearing loans and borrowings	4.4	-41.7	7.2	170.8	-25.9
Changes in non-current interest-bearing loans and borrowings	-6.4	-0.2	-9.1	-156.1	8.8
Cash flow from financing activities	**-1.6**	**-17.7**	**14.1**	**28.2**	**-34.7**
Net cash flow for the period	**1.4**	**-5.2**	**-7.9**	**0.2**	**7.4**
Cash at bank and in hand, at the beginning of the period	19.4	26.3	28.5	21.2	21.2
Currency adjustments	-1.1	0.2	-0.9	-0.1	-0.1
Cash at bank and in hand, end of period	**19.7**	**21.3**	**19.7**	**21.3**	**28.5**

Statement of changes in equity

EUR million	Jun 30, 2017	Jun 30, 2016	Dec 31, 2016
Equity, January 1	**224.8**	**200.7**	**200.7**
Other comprehensive income:			
Foreign exchange translation adjustments	-7.8	-4.2	-3.9
Value adjustment of hedging instruments:			
Value adjustment for the period	-2.8	-0.8	-0.3
Transferred to cost of sales	-0.3	-0.3	0.2
Transferred to financial income and expenses	0.1	0.5	0.8
Fair value adjustment of available for sales securities	0.2	0.2	0.3
Actuarial gains/losses on defined benefit pension plans	0.0	0.0	-2.4
Tax on actuarial gains/losses	0.0	0.0	0.5
Tax on other comprehensive income	0.6	0.1	-0.2
Total other comprehensive income	-10.0	-4.5	-5.0
Profit for the period	28.8	25.0	29.5
Comprehensive income for the period	**18.8**	**20.5**	**24.5**
Share option program	-0.3	0.0	2.8
Additions/disposals, non-controlling interests	0.0	-3.2	-3.2
Total changes in equity for the period	**18.5**	**17.3**	**24.1**
Equity, end of period	**243.3**	**218.0**	**224.8**

Note 1

ACCOUNTING POLICIES

This Interim Report has been prepared in accordance with IAS 34 "Interim Financial Reporting" as adopted by the EU.

Prior to January 1, 2017, the Group's operation was split in three main sales operating segments being EMEA, Americas and APAC, which were primarily geographically defined. Most of Nilfisk Group's production and supply chain activities were included in the segment Global Operations, while an additional operating segment named "Other" included items relating to Nilfisk Group's smaller stand-alone production facilities and smaller sales entities. Global Operations is responsible for sourcing, production and logistics. Prior to January 1, 2017, the operating segments within sales bought products from Global Operations at internally determined prices and such internal prices allowed Global Operations to cover operating expenses and realize operating profits.

With effect from January 1, 2017, the Group has redefined its operating segments to align with a new operational model and organizational structure implemented during 2016. Certain products have been carved out from the geographically defined operating segments previously used, and such products are now reported as "Specialty professional" and "Specialty consumer". Therefore, as of January 1, 2017, the geographically defined operating segments EMEA, Americas and APAC are now defined entirely by certain professional products. The new carved-out segment Specialty professional includes industrial vacuum cleaners and the outdoor and restoration equipment business, along with specialized equipment for the food industry. Specialty consumer includes domestic vacuum cleaners and high pressure washers for the consumer markets.

In the Q1 Interim Report 2017, the gross profit in each operating sales segment was still based on internally determined prices for products acquired from the production units and thus a share of operating profit remained non-allocated.

In the Q2 Interim Report 2017, the gross profit disclosed for the EMEA, Americas and APAC sales segments is based on internally determined prices for products acquired from the production units, while the operating profit related to the production of such products is reported under non-allocated. For Specialty professional and Specialty consumer gross profit includes full product profitability. Comparative figures for the same periods in 2016 for the carved-out Specialty segments are partly based on the Executive Management Board's judgment.

As supplementary information, the Q2 Interim Report 2017 includes gross profit information where the product profit has been allocated in full to all operating segments, thereby showing the full group profit contribution of the operating segments EMEA, Americas, APAC, Specialty professional and Specialty consumer. The full allocation of product profit has been implemented retrospectively from January 1, 2017. Comparative figures for the same periods in 2016 are only available for the carved-out Specialty segments and are partly based on the Executive Management Board's judgment.

Consequently, and in order to have comparison figures, the segment reporting includes gross profit based on internally determined prices as well as gross profit based on full profit contribution.

The 2017 operating profit before amortization/impairment of acquisition-related intangibles and special items is disclosed by operating segments including profits and cost directly attributable to the operating segments. Overhead costs in the sourcing, production, logistics and headquarter functions are not allocated to operating segments but disclosed as non-allocated. With effect from January 1, 2017, a new overhead cost allocation model between the operating segments has been introduced in line with the new operating model implemented as of the same date. Due to a change in segments and the new allocation of cost between such segments, comparative figures for 2016 cannot be estimated reliably as the information is not available and the cost to derive such comparative numbers is deemed excessive.

Except for above, the interim report follows the same accounting policies as the 2016 Annual report. Regarding accounting estimates, please refer to Note 1.1 on page 42 of the 2016 Annual Report. Regarding risks please refer to Note 6.8 on page 88 of the 2016 Annual Report and the information contained in the section on risk management on page 28 of the Annual Report.

Reclassifications

The Nilfisk Group has made a reclassification that affects cost of sales as well as sales and distribution costs in 2016. The reclassification involves the transfer of direct distribution costs of 3 mEUR from being included in "cost of sales" to "sales and distribution costs" in 2016. This reclassification affects "gross profit" as well as the overhead cost ratio. "Operating profit before amortization/impairment of acquisition-related intangibles and special items" is not affected.

Note 2

SEGMENT INFORMATION

EMEA, Americas and APAC cover sales of professional products to markets globally, excluding sales in the carved-out segments "Specialty professional" and "Specialty consumer". Specialty professional covers industrial vacuum cleaners, outdoor equipment, restoration equipment and specialized equipment for the food industry. Specialty consumer covers domestic vacuum cleaners and high pressure washers for the consumer markets.

EUR million	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Year 2016
Revenue					
EMEA	120.9	119.3	236.9	229.1	468.3
Americas	78.0	73.2	150.8	136.9	275.1
APAC	20.7	20.3	40.2	38.9	80.6
Subtotal excluding Specialty	219.6	212.8	427.9	404.9	824.0
Specialty professional	32.1	33.3	61.9	62.8	130.1
Specialty consumer	28.3	30.5	59.1	64.3	104.4
Subtotal Specialty	60.4	63.8	121.0	127.1	234.5
Group	280.0	276.6	548.9	532.0	1,058.5

EUR million	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Year 2016
Gross profit without full allocation					
EMEA	33.7	33.9	67.0	65.2	130.9
Americas	21.7	20.1	42.1	37.7	74.5
APAC	6.9	6.3	13.2	12.7	25.5
Subtotal excluding Specialty	62.3	60.3	122.3	115.6	230.9
Specialty professional	16.3	17.0	31.2	32.0	66.1
Specialty consumer	10.3	11.2	22.8	23.6	38.1
Subtotal Specialty	26.6	28.2	54.0	55.6	104.2
Non-allocated	31.9	27.0	64.2	54.5	108.3
Group	120.8	115.5	240.5	225.7	443.4

In the upper right table, gross profit has been allocated in full to the operating segments. Accordingly, gross profit for each segment includes the gross profit from the entire value chain including production and distribution for the 2017 figures. Comparative figures for the same period in 2016 are only available for the carved-out Specialty segments as discussed in note 1.

The lower right table shows the operating profit before amortization/impairment of acquisition-related intangibles and special items disclosed by operating segments. The overview is based on gross profit without full allocation less cost directly attributable to each operating segment. Comparative figures for 2016 are not available as discussed in note 1.

EUR million	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Year 2016
Gross profit with full allocation					
EMEA	53.0	n.a.	105.7	n.a.	n.a.
Americas	32.6	n.a.	64.1	n.a.	n.a.
APAC	8.6	n.a.	16.7	n.a.	n.a.
Subtotal excluding Specialty	94.2	87.3	186.5	170.1	339.2
Specialty professional	16.3	17.0	31.2	32.0	66.1
Specialty consumer	10.3	11.2	22.8	23.6	38.1
Subtotal Specialty	26.6	28.2	54.0	55.6	104.2
Group	120.8	115.5	240.5	225.7	443.4

EUR million	Q2 2017	Q1-Q2 2017
Operating profit before amortization/impairment of acquisition-related intangibles and special items		
EMEA	9.1	19.0
Americas	4.9	7.6
APAC	1.0	1.9
Subtotal excluding Specialty	15.0	28.5
Specialty professional	3.8	7.1
Specialty consumer	0.2	3.1
Subtotal Specialty	4.0	10.2
Non-allocated	8,6	15.9
Group	27.6	54.6

Note 3

SPECIAL ITEMS

The note describes income and expenses recognized that have a non-recurring and special nature against normal operating income and expenses.

Special items

EUR million	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Year 2016
Accelerate+ initiatives	2.0	0.0	4.9	0.0	15.1
Loss on divestment of business	0.0	0.0	0.0	0.0	3.3
Write-down/impairment	0.0	0.0	0.0	0.0	3.1
Costs related to intended split from NKT A/S	0.7	0.0	2.0	0.0	0.3
	2.7	0.0	6.9	0.0	21.8

The Accelerate+ initiative includes the implementation of a new operating model and a new organizational structure as well as a cost saving program. Costs incurred to implement this initiative include consultancy fees and supporting tools as well as organizational changes, alignment of facilities, and redundancy costs to staff where one-off related costs are paid out or will be paid out without the staff servicing the Nilfisk Group for the payment.

Costs related to the intended split from NKT A/S mainly relate to consultancy fees and costs of supporting tools as well as organizational changes, in connection with the intended future listing of Nilfisk A/S.

Note 4

INCOME STATEMENT CLASSIFIED BY FUNCTION

The Nilfisk Group presents the Income statement based on a classification of the costs by function in order to show the "Operating profit before amortization/impairment of acquisition-related intangibles and special items". These items are therefore separated from the individual functions, but below presented as if they are allocated to each function.

Income statement

EUR million	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Year 2016
Revenue	280.0	276.6	548.9	532.0	1,058.5
Cost of sales	-159.6	-161.6	-309.3	-307.3	-619.3
Gross profit	**120.4**	**115.0**	**239.6**	**224.7**	**439.2**
Research and development costs	-8.2	-7.6	-16.4	-14.9	-31.8
Sales and distribution costs	-65.9	-62.4	-132.3	-123.8	-247.0
Administrative costs	-23.8	-23.2	-47.8	-47.2	-103.7
Other operating income, net	0.8	1.0	1.4	1.6	-2.7
Profit before financial items and income taxes (EBIT)	**23.3**	**22.8**	**44.5**	**40.4**	**54.0**
Amortization/impairment of acquisition-related intangibles are divided into:					
Cost of sales	-0.4	-0.5	-0.8	-1.0	-2.1
Sales and distribution costs	-1.2	-1.5	-2.4	-3.0	-6.9
	-1.6	-2.0	-3.2	-4.0	-9.0
Special items are divided into:					
Cost of sales	0.0	0.0	-0.1	0.0	-2.1
Research and development costs	-0.3	0.0	-0.3	0.0	-1.8
Sales and distribution costs	-0.5	0.0	-1.2	0.0	-3.7
Administrative costs	-1.9	0.0	-5.3	0.0	-10.7
Other operating income, net	0.0	0.0	0.0	0.0	-3.5
	-2.7	0.0	-6.9	0.0	-21.8

Note 5

AMORTIZATION, DEPRECIATION AND IMPAIRMENT

This note shows the split of amortization, depreciation and impairment for the Nilfisk Group in the Income statement.

Split of amortization, depreciation and impairment in the Income statement

EUR million	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Year 2016
Cost of sales, depreciation and impairment	2.9	2.6	5.7	5.0	10.0
Cost of sales, amortization and impairment	0.0	0.1	0.0	0.1	0.1
Research and development costs, depreciation and impairment	0.0	0.1	0.1	0.2	0.3
Research and development costs, amortization and impairment	3.5	2.7	7.0	5.5	12.1
Sales and distribution costs, depreciation and impairment	0.3	0.3	0.6	0.6	1.2
Sales and distribution costs, amortization and impairment	0.4	0.4	0.7	0.7	1.6
Administrative costs, depreciation and impairment	0.6	0.5	1.1	1.1	2.2
Administrative costs, amortization and impairment	0.5	1.1	1.1	2.2	4.5
Amortization/impairment of acquisition-related intangibles	1.6	2.0	3.2	4.0	9.0
Special items, impairment	0.0	0.0	0.0	0.0	1.8
	9.8	9.8	19.5	19.4	42.8
Total depreciation and impairment of tangibles	3.8	3.4	7.5	6.8	13.9
Total amortization and impairment of non-acquisition related intangibles	4.4	4.4	8.8	8.6	19.9
Total amortization and impairment of acquisition related intangibles	1.6	2.0	3.2	4.0	9.0
	9.8	9.8	19.5	19.4	42.8

Group management's statement

The Board of Directors and the Executive Management Board have today discussed and approved the Q2 Interim Report of Nilfisk A/S for the period January 1 - June 30, 2017.

The Interim consolidated financial statements has been reviewed by the Group's independent auditor and has been prepared in accordance with IAS 34 Interim Financial Reporting, as adopted by the EU. Further, the Interim consolidated financial statements have been prepared in accordance with additional Danish requirements.

In our opinion the Interim Report gives a true and fair view of the Group's assets, liabilities and financial position at June 30, 2017, and the results of the Group's activities and cash flow for the period January 1 - June 30, 2017.

We also believe 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, and the general financial position of the Group.

Brøndby, August 17, 2017

Executive Management Board

Hans Henrik Lund
CEO

Karina Deacon
CFO

Lars Gjødsbøl
EVP

Anders Terkildsen
EVP

Board of Directors

Jens Due Olsen
Chairman

René Svendsen-Tune
Deputy Chairman

Jens Maaløe

Jutta af Rosenborg

Anders Runevad

Lars Sandahl Sørensen

Michael Gamtofte

Jean-Marc Rios Dionne

Independent auditor's review report

Independent auditor's review report on the interim consolidated financial statements of Nilfisk A/S for the period January 1 – June 30, 2017

To the shareholders of Nilfisk A/S

We have reviewed the interim consolidated financial statements of Nilfisk A/S for the period January 1 – June 30, 2017, which includes an income statement, statement of comprehensive income, balance sheet, statement of cash flows and statement of changes in equity as well as explanatory notes.

Management's responsibility for the interim consolidated financial statements

Management is responsible for the preparation of the interim consolidated financial statements in accordance with IAS 34, Interim Financial Reporting, as adopted by the EU and additional Danish requirements. It is also responsible for such internal control as management determines is necessary to enable the preparation of the interim consolidated financial statements that is free from material misstatement, whether due to fraud or error.

Auditor's responsibility

Our responsibility is to express a conclusion on the interim consolidated financial statements. We conducted our review in accordance with the International Standard on Review of Interim Financial Information Performed by the Independent Auditor of the Group and additional requirements under Danish audit regulation. This requires us to conclude whether anything has come to our attention that causes us to believe that the interim consolidated financial statements, taken as a whole, is not prepared in all material respects in accordance with the applicable financial reporting framework. This also requires us to comply with ethical requirements.

A review of the interim consolidated financial statements in accordance with the International Standard on Review of Interim Financial Information Performed by the Independent Auditor of the Group is a limited assurance engagement.

The auditor performs procedures, primarily consisting of making inquiries of management and others within the Group, as appropriate, and applying analytical procedures, and evaluates the evidence obtained.

The procedures performed in a review are substantially less than those performed in an audit conducted in accordance with International Standards on Auditing. Accordingly, we do not express an audit opinion on the interim consolidated financial statements.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim consolidated financial statements is not prepared in all material respects in accordance with IAS 34, Interim Financial Reporting, as adopted by the EU and additional Danish requirements.

Copenhagen, August 17, 2017

Deloitte
Statsautoriseret Revisionspartnerselskab
Business Registration No 33 96 35 56

Lars Siggaard Hansen
State-Authorised Public Accountant

Sumit Sudan
State-Authorised Public Accountant

Supplementary financial disclosure

The Supplementary financial disclosure on page 20-22 has not been subject to audit nor review.

This section contains supplementary financial disclosures, not subject to audit nor review, to support financial analysis of the Nilfisk Group due to the upcoming separate listing of Nilfisk on Nasdaq Copenhagen. The following elements are available in this section:

- Revenue by growth elements
- Organic growth by operating segments
- Overhead costs by cost categories
- Research and development costs
  – Total R&D spend
  – R&D costs recognized in the Income statement
- Working capital by categories
- Investments in intangible and tangible assets
- Cash flow from operations before financial items and income taxes, and cash conversion
- Capital employed and RoCE

Revenue by growth elements

EUR million	Revenue	Total growth	Organic	Acquisitions, net	Currency
2006	730.1				
2007	776.4	6.3%	6.7%	2.0%	-2.3%
2008	789.5	1.7%	1.0%	3.3%	-2.6%
2009	689.7	-12.6%	-12.8%	0.2%	0.0%
2010	771.4	11.8%	7.2%	0.0%	4.6%
2011	846.6	9.8%	6.4%	3.9%	-0.5%
2012	871.2	2.9%	-1.6%	1.4%	3.1%
2013	880.7	1.1%	3.0%	0.3%	-2.2%
2014	917.6	4.2%	5.6%	0.3%	-1.3%
2015	980.0	6.8%	0.4%	0.7%	5.7%
2016	1,058.5	8.0%	3.1%	5.8%	-0.9%
Q1 – Q2 2017	548.9	3.2%	3.0%	-0.4%	0.6%

In 2015 some freight costs were reclassified affecting sales by 8.4 mEUR

Organic growth by operating segments

EUR million	EMEA	Americas	APAC	Specialty professional	Specialty consumer
2016	5.3%	2.6%	1.1%	-2.9%	5.3%
Q1 – Q2 2017	3.6%	7.9%	1.0%	2.5%	-7.9%

Overhead costs by cost categories

EUR million	Sales cost	Distribution	Administration	R&D	Other operating items, net	Total overhead
2012	133.1	36.7	97.0	22.3	-2.6	286.5
2013	136.6	37.1	84.6	24.5	-3.0	279.8
2014	147.0	38.8	85.1	25.6	-1.1	295.4
2015	162.5	54.9	89.5	27.9	-4.1	330.7
2016	171.0	65.4	93.0	30.0	-0.8	358.6

RESEARCH AND DEVELOPMENT COSTS

Total R&D spend

EUR million	Expensed	Capitalized	Total	R&D ratio (% of revenue)
2012	13.9	12.7	26.6	3.1%
2013	15.3	12.3	27.6	3.1%
2014	15.7	14.8	30.5	3.3%
2015	16.9	17.6	34.5	3.5%
2016	17.9	20.4	38.3	3.6%

R&D cost recognized in the Income statement

EUR million	Expensed	Amortized	Total
2012	13.9	8.4	22.3
2013	15.3	9.2	24.5
2014	15.7	9.9	25.6
2015	16.9	11.0	27.9
2016	17.9	12.1	30.0

Working capital by categories

Year	End of quarter	Inventories	Trade receivables*	Trade payables**	Other net working capital	Total	Working capital %***
2012	Q1	186.1	159.9	-86.0	-83.7	176.4	19.6%
2012	Q2	178.9	162.4	-83.6	-86.4	171.3	20.0%
2012	Q3	177.5	147.6	-73.7	-85.4	166.0	20.1%
2012	Q4	168.6	149.0	-90.8	-87.3	139.5	19.4%
2013	Q1	181.3	177.9	-101.1	-83.5	174.5	19.2%
2013	Q2	168.9	176.4	-92.2	-71.6	181.5	19.1%
2013	Q3	168.9	159.5	-85.2	-81.0	162.1	19.0%
2013	Q4	160.6	146.6	-96.0	-64.6	146.6	19.0%
2014	Q1	177.7	183.1	-113.5	-73.8	173.6	19.3%
2014	Q2	178.0	176.5	-101.3	-73.0	180.2	19.2%
2014	Q3	190.5	154.9	-93.4	-68.1	183.9	19.4%
2014	Q4	177.4	154.0	-105.8	-65.9	159.7	19.2%
2015	Q1	205.7	192.2	-130.4	-71.6	196.0	19.8%
2015	Q2	204.2	184.3	-112.7	77.2	198.5	20.1%
2015	Q3	198.5	170.9	-92.4	-77.5	199.4	20.0%
2015	Q4	187.9	163.8	-108.9	-69.4	173.1	20.0%
2016	Q1	198.7	187.3	-114.9	-76.2	194.9	20.1%
2016	Q2	191.9	190.8	-112.3	-76.7	193.7	19.5%
2016	Q3	191.1	174.2	-106.7	-78.6	180.0	18.8%
2016	Q4	173.3	178.2	-129.2	-80.6	141.7	17.6%
2017	Q1	192.5	200.7	-134.3	-80.1	178.8	16.9%
2017	Q2	192.0	202.5	-125.4	-85.0	184.1	16.6%

Includes: Trade receivables and trade receivables due from associates
** *Includes: Trade payables and trade payables to associates*
*** *Average working capital LTM (latest twelve month) as a percentage of revenue*

Investments in intangible and tangible assets

EUR million	Tangible*	Intangible*	Total
2012	13.2	19.0	32.2
2013	11.1	19.0	30.1
2014	13.0	19.5	32.5
2015	21.8	22.3	44.1
2016	20.6	24.2	44.8

** Excluding acquisitions*

Cash flow from operations before financial items and income taxes, and cash conversion

EUR million	Cash flow from operations before financial items and income taxes	Cash conversion*
2012	114.1	114%
2013	95.5	91%
2014	95.7	80%
2015	83.9	86%
2016	138.0	143%

** Cash flow from operations before financial items and income tax/12 months EBITDA*

Capital employed and RoCE

Year	Capital employed	RoCE
2012	411.6	16.9%
2013	411.7	17.5%
2014	440.7	17.6%
2015	501.6	12.9%
2016	490.6	14.6%

Statements made about the future in this report reflect the Executive Management Boards' 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, due to economic and financial market developments, legislative and regulatory changes in markets that Nilfisk operates in, development in product demand, competitive conditions, energy and raw material prices, and other risk factors. See also latest Annual Report for a more detailed description of risk factors.

Nilfisk 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.

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Nilfisk A/S, Kornmarksvej 1, DK-2605 Brøndby, Denmark.
Company reg. No. 62 57 22 13.

Investor Relations contact
Henrik Mølgaard
Tel. +45 43 23 81 00

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