

INTERIM PRESENTATION

Q1 2017

APRIL 24, 2017



Mobile living made easy.

 **DOMETIC**

PRESENTERS

ROGER JOHANSSON
PRESIDENT & CEO



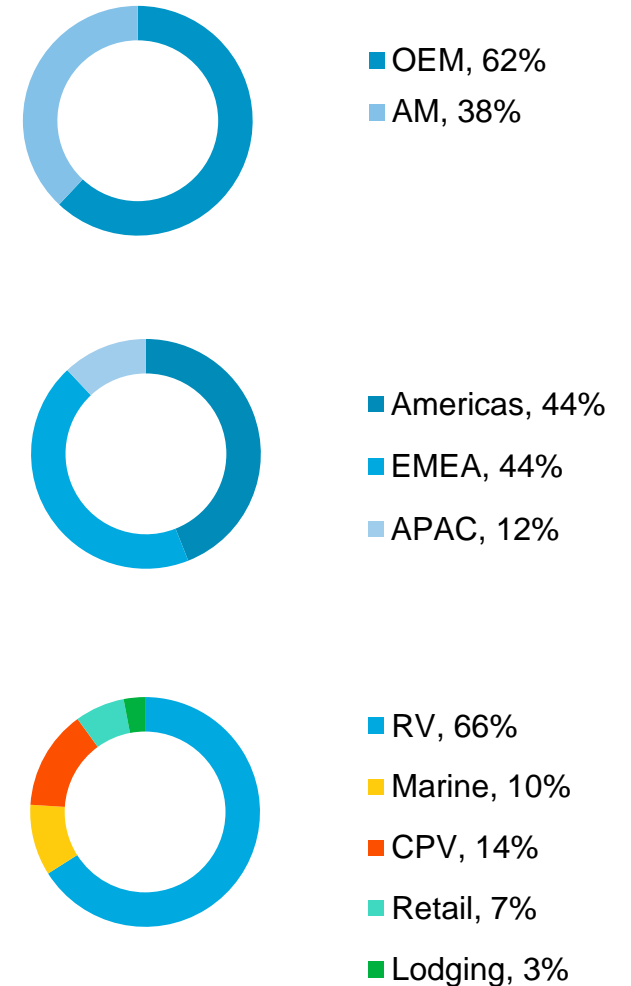
PER-ARNE BLOMQUIST
CFO



ROGER JOHANSSON, PRESIDENT & CEO

Q1 2017 HIGHLIGHTS

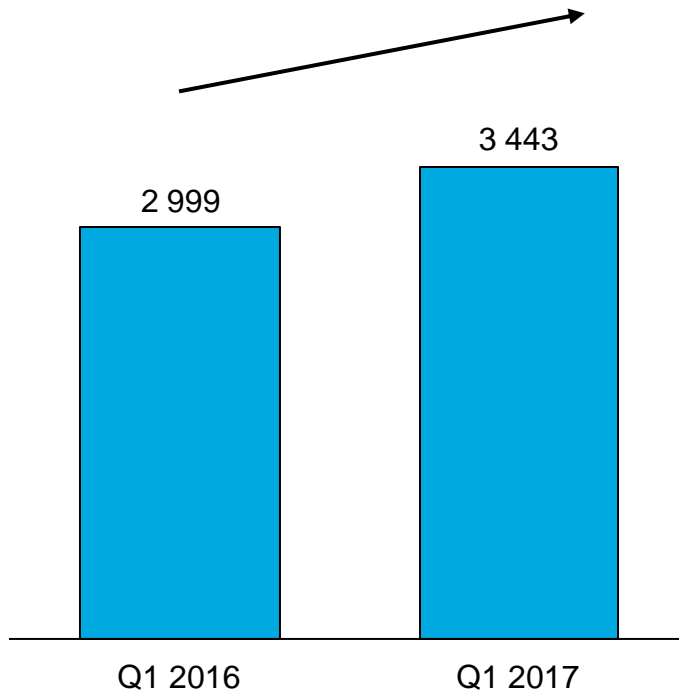
- Sales growth of 15% whereof 11% organic with contribution from all regions.
- Gross profit increase from 30.4% to 31.5%.
- EBIT +11% excl. SEK 46 million related to rebranding, class action legal and acquisition
- EMEA: Strong sales, RVOEM +17% and CPVOEM +24%.
- Americas: Gross margin improvement of 1.7ppt, RVOEM sales growing 4%.
- APAC: Sales growth of 13% and 24% EBIT improvement.
- Operating cash flow SEK -44 million (-102).
- Leverage 1.8x EBITDA (2.4x).
- Acquisitions of IPV and Oceanair contributed sales of SEK 47 million.



Q1 2017

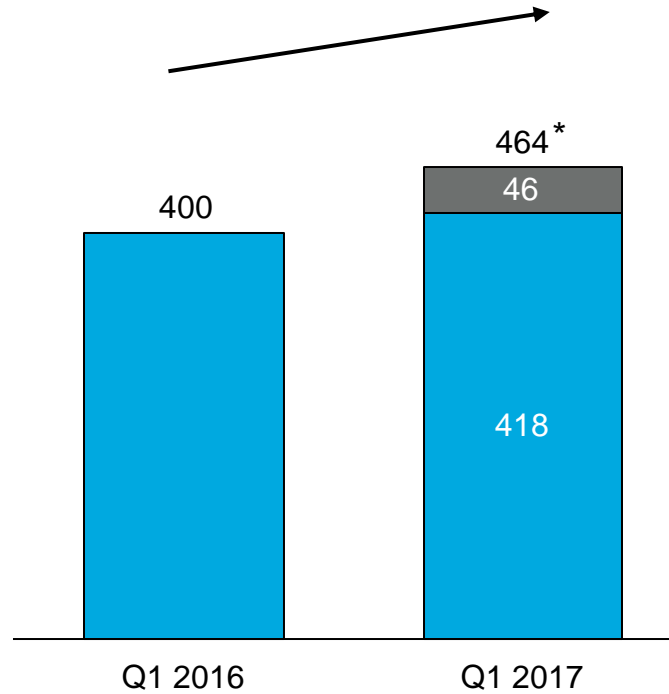
Sales (MSEK)

15% (10% comparable currency)

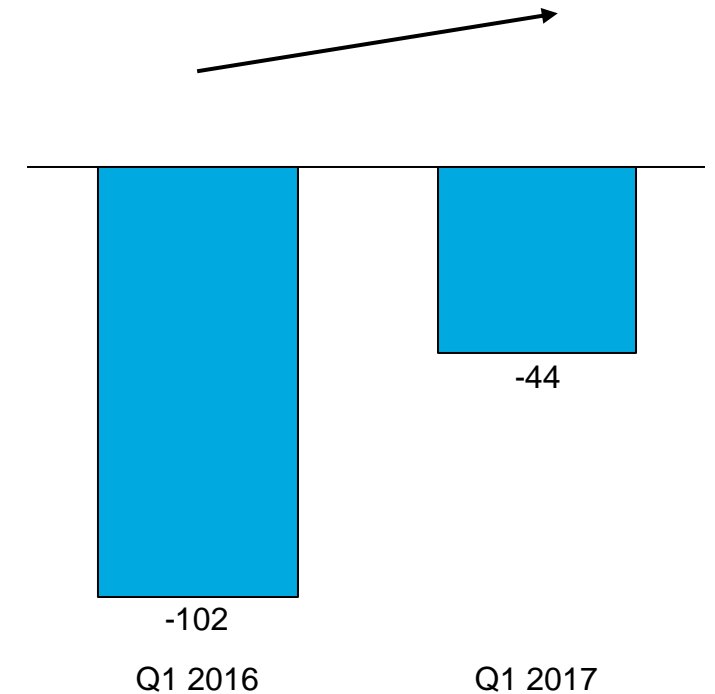


EBIT bef i.a.c (MSEK)

Actual: 4% (0% comparable currency)
Adjusted*: 16% (11% comparable currency)

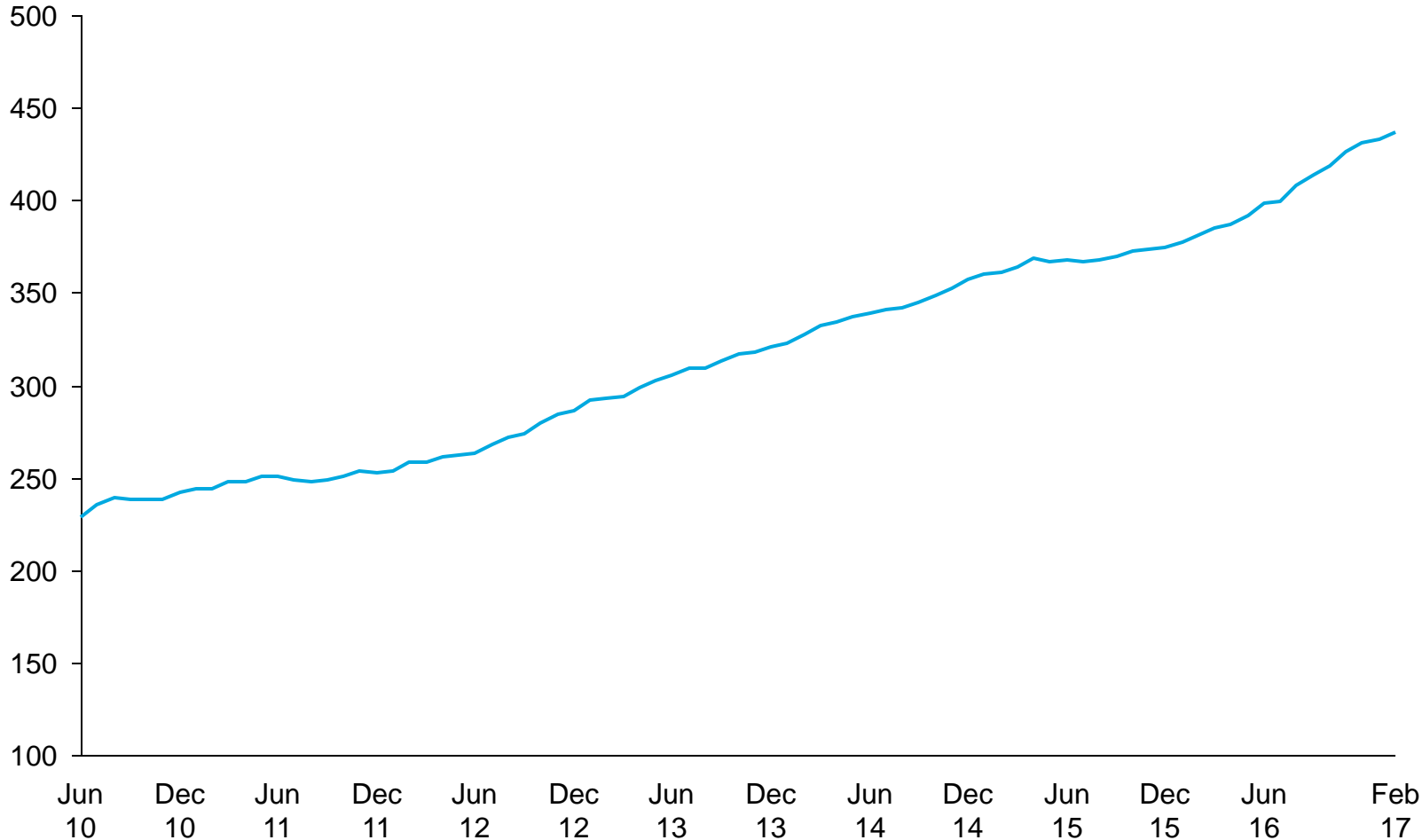


Operating Cash Flow (MSEK)



US RV MARKET – OEM SHIPMENTS

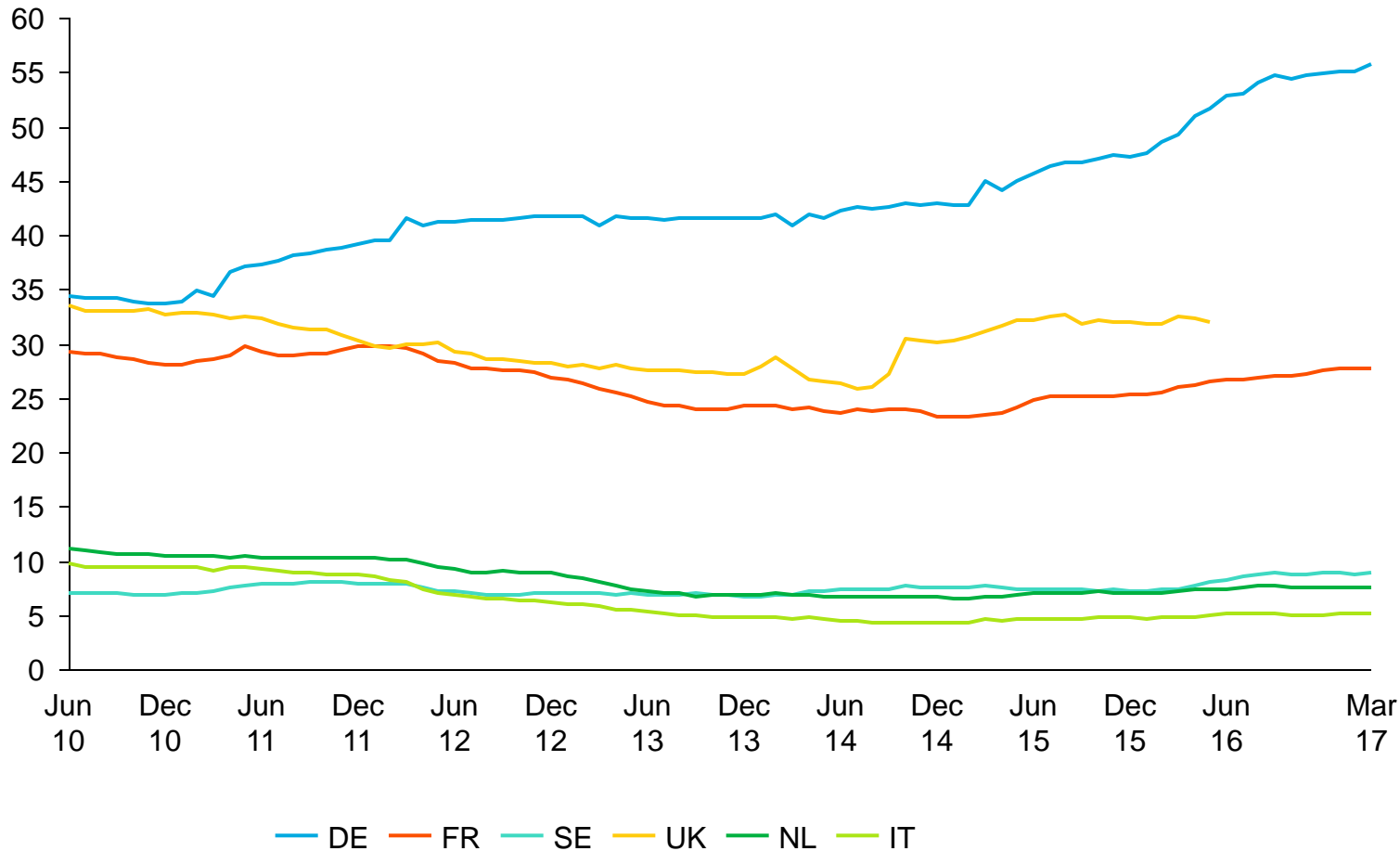
ROLLING TWELVE MONTHS (000S UNITS)



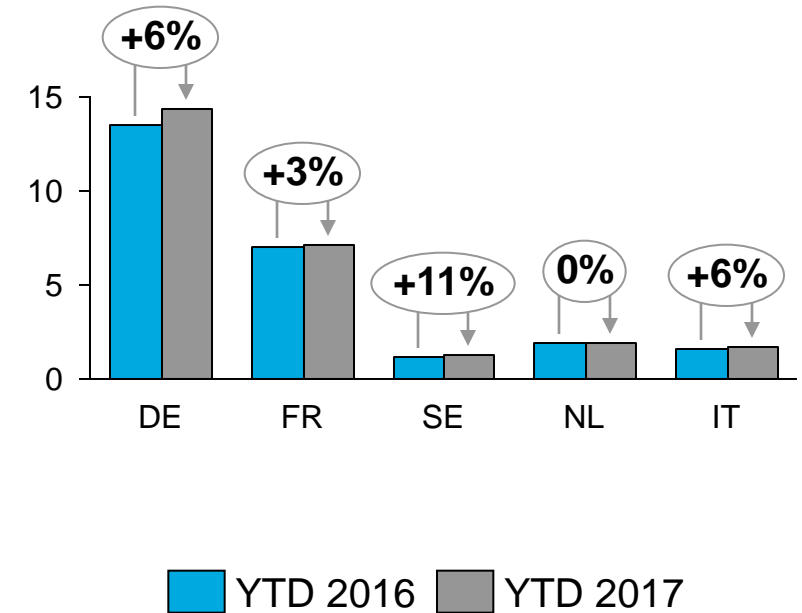
- Rolling three months February: 106,300 units (95,500) +11%
- YTD February: 73,300 units (67,500) +9%
- LTM February: 436,500 units (381,200) +15%

EUROPE RV MARKET REGISTRATIONS

ROLLING TWELVE MONTHS (000S UNITS)

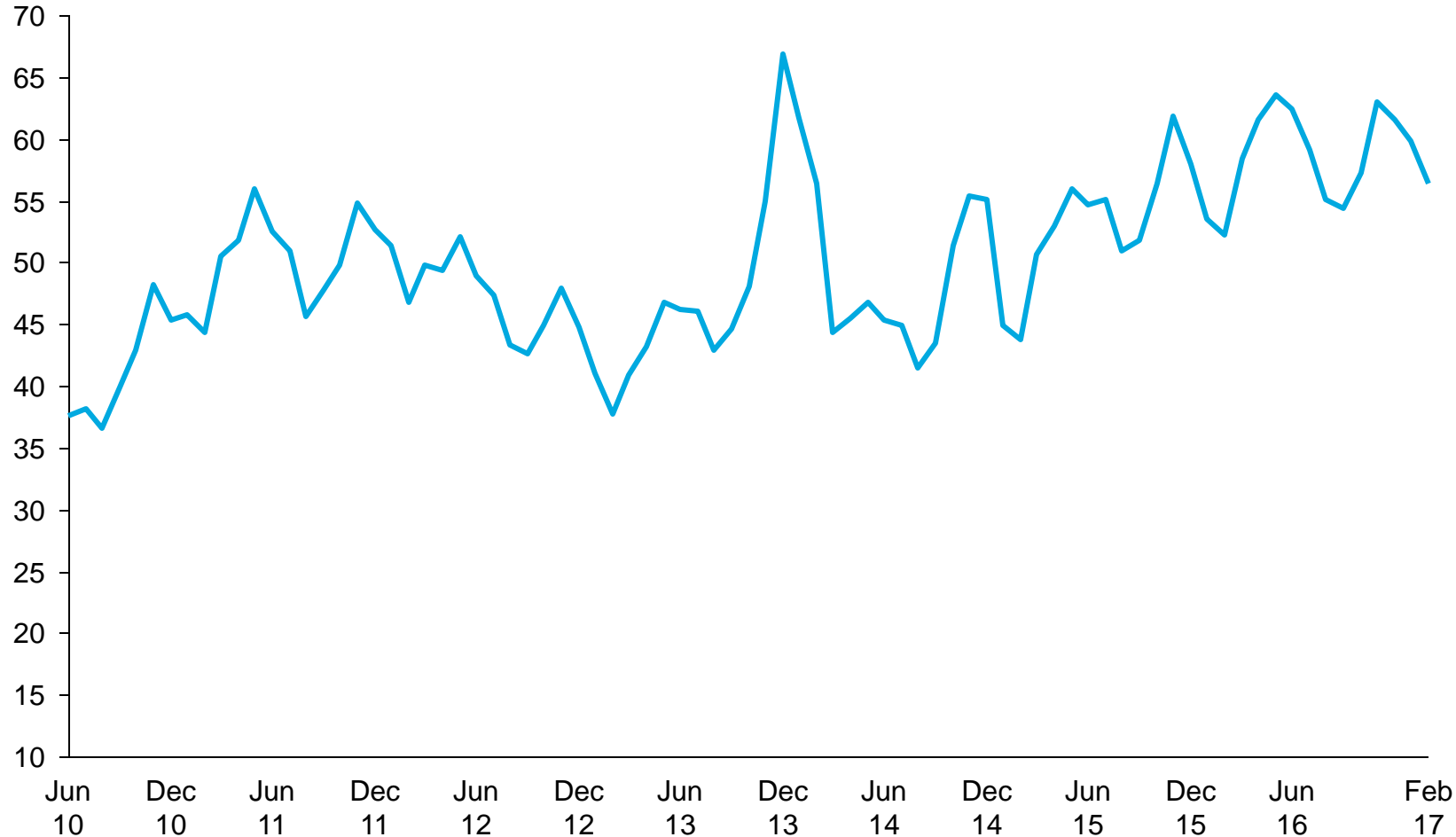


- Rolling three months
March 2017:
26,400 units (25,200) +5%*
- LTM March 2017:
104,900 units (94,600) +11%*



EUROPE TRUCKS (ABOVE 16 TONS) REGISTRATIONS

ROLLING THREE MONTHS (000S UNITS)

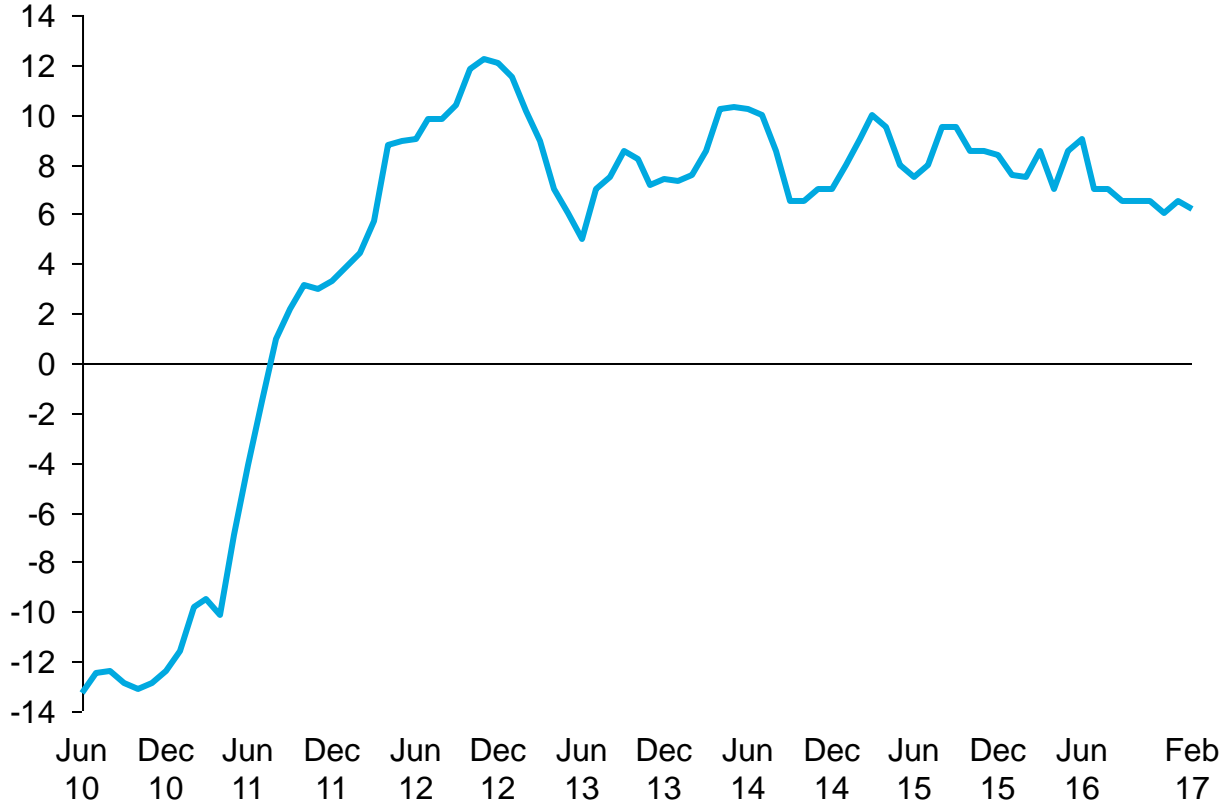


- Rolling three months February 2017: 56,400 units (52,200) +8%
- YTD February 2017: 36,800 units (35,500) +4%
- LTM February 2017: 239,200 units (220,800) +8%

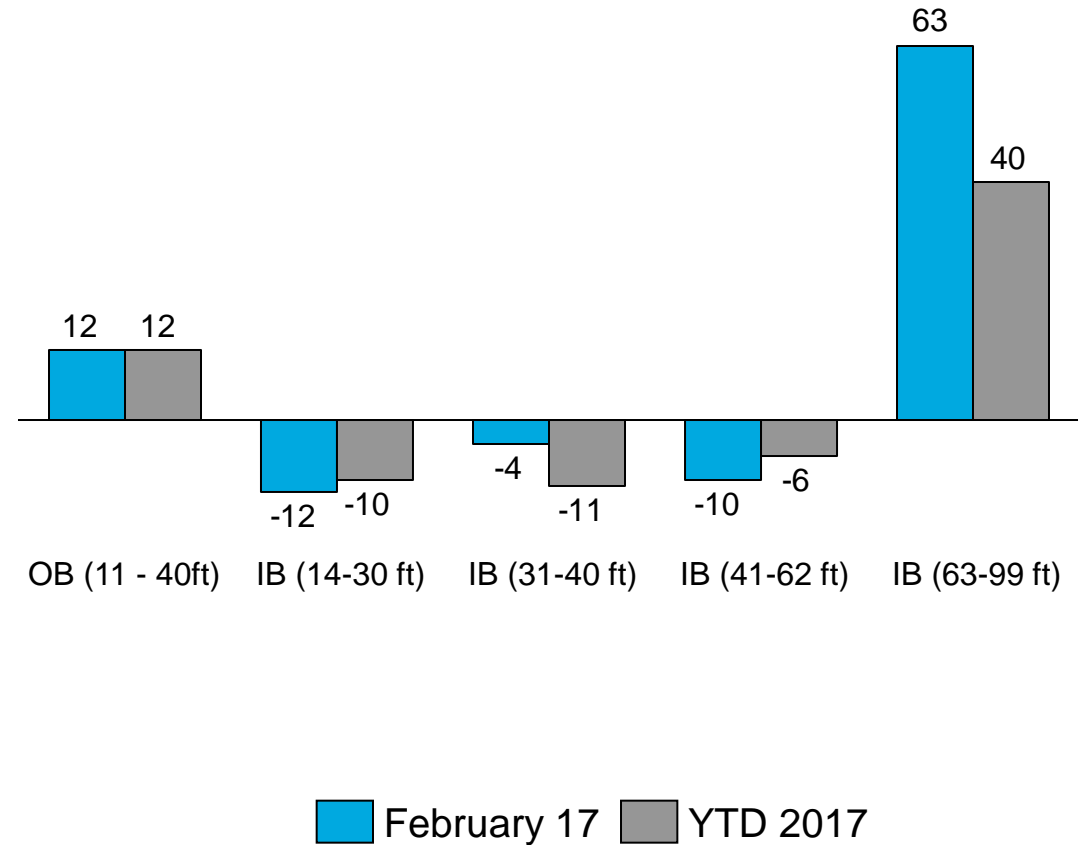
US POWER BOAT SALES

ROLLING TWELVE MONTHS (000S UNITS)

LTM February 2017: 6.2%



Power boat category (%)

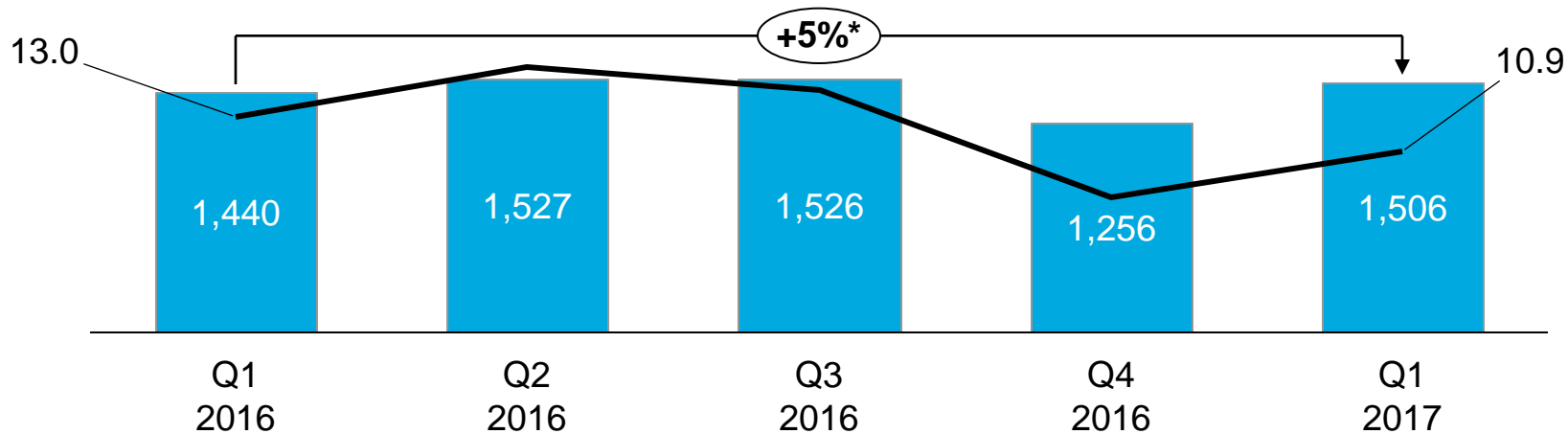


AMERICAS

Q1 Highlights

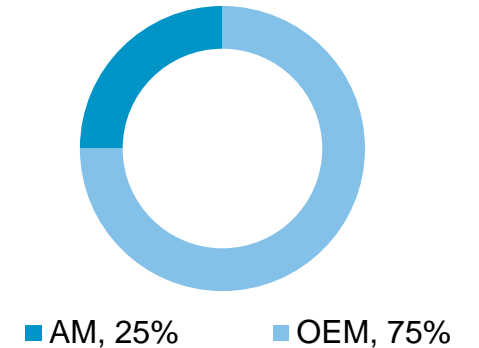
- Organic sales growth 4% (excluding divested business).
- Underlying RVOEM sales +4%.
- Sales growth of 18% in Marine OEM driven by favorable markets and new products.
- Aftermarket sales +6% (10% excluding divestments), driven by RV, Marine and Retail channels.
- Gross margin improvement of 1.7ppt.
- Underlying EBIT margin increase from 13.0% to 13.2%.

Net sales & ebit %

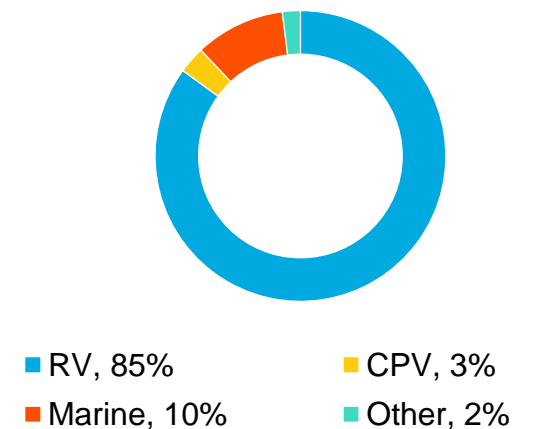


Breakdown of sales

By sales channel



By business area

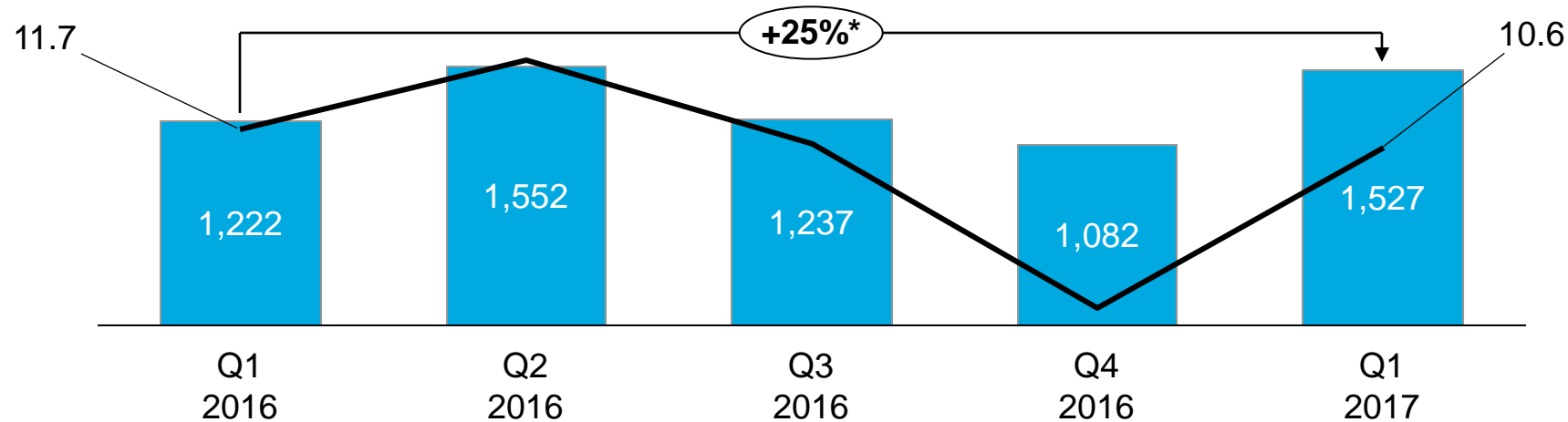


EMEA

Q1 Highlights

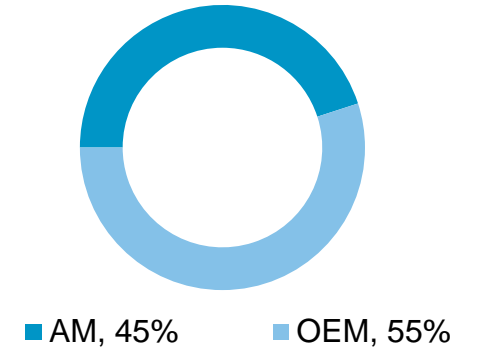
- Organic sales growth 19%.
- RVOEM +17% and CPVOEM +24%.
- Strong development in Marine OEM further enhanced by Oceanair.
- Positive truck market momentum and volume ramp-up of new products in passenger vehicles.
- Aftermarket growth in all businesses, particular strength in RV, Lodging and Marine.
- EBIT margins excluding rebranding and acquisitions slightly improved.

Net sales & ebit %

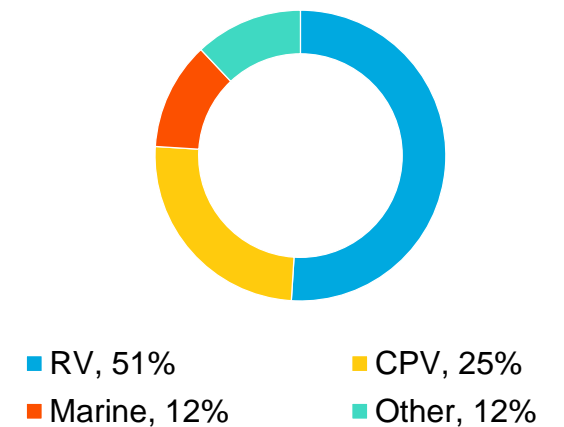


Breakdown of sales

By sales channel



By business area

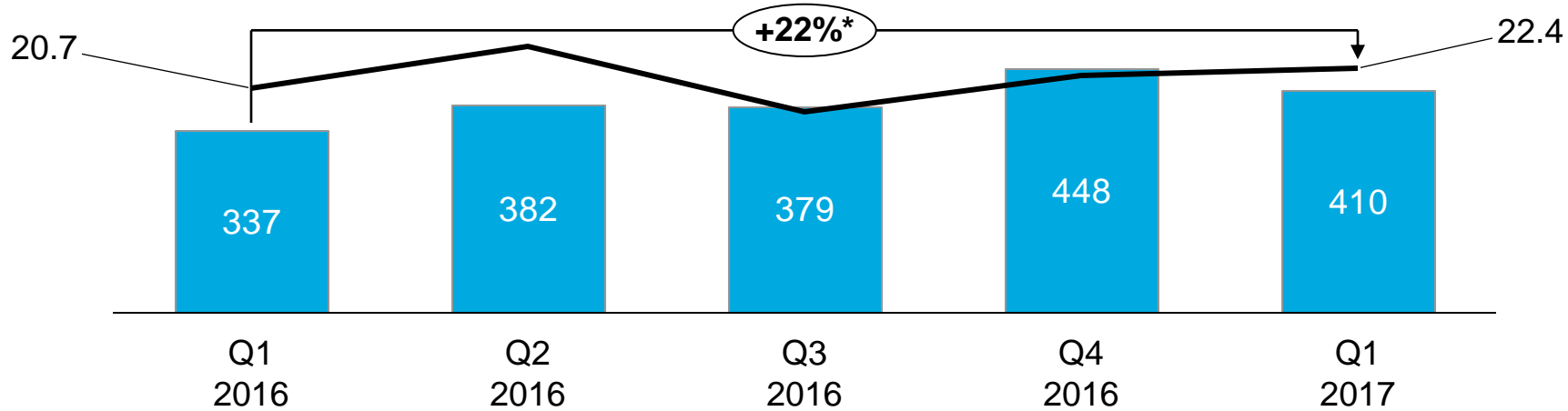


APAC

Q1 Highlights

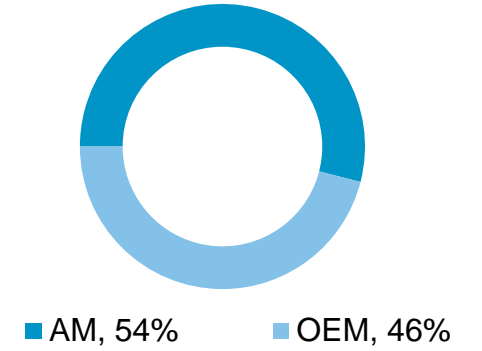
- Organic sales growth 13%.
- Increased market share in an otherwise soft Australian RV market.
- Increasing RV interest in small RV markets such as Japan and China.
- Strong development in Aftermarket
- Improved EBIT margin from 20.7% to 22.4% driven mainly by favorable product mix..

Net sales & ebit %

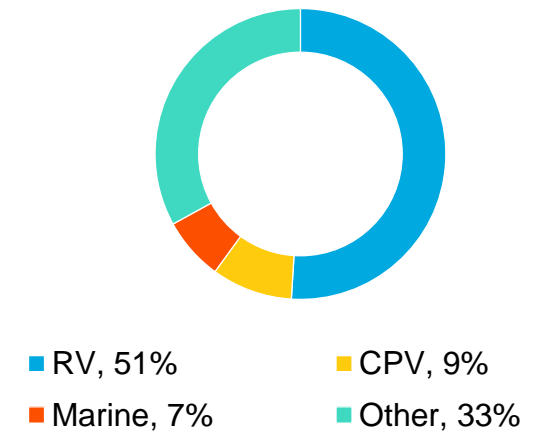


Breakdown of sales

By sales channel

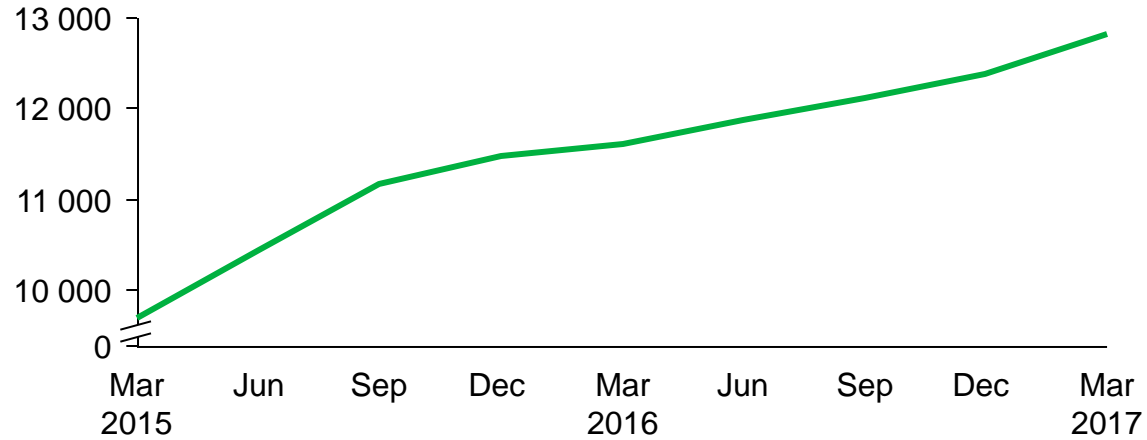


By business area

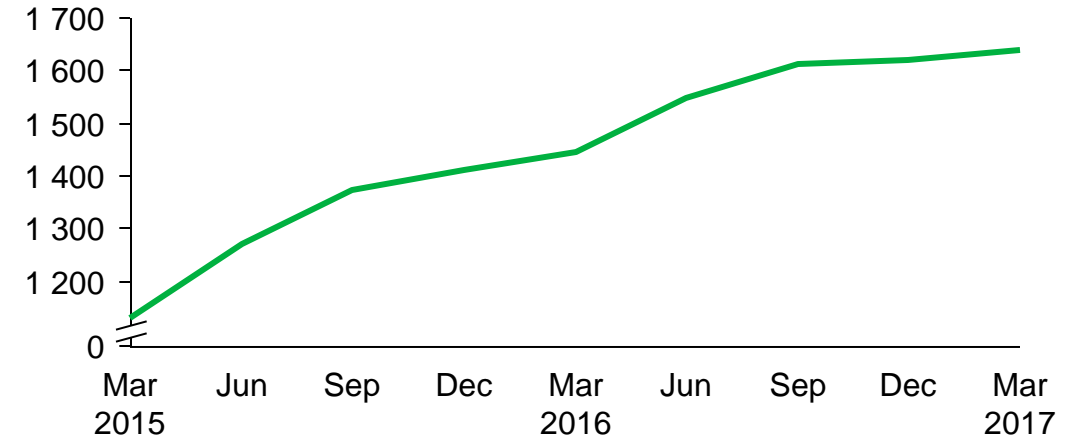


DOMETIC GROUP TRENDS

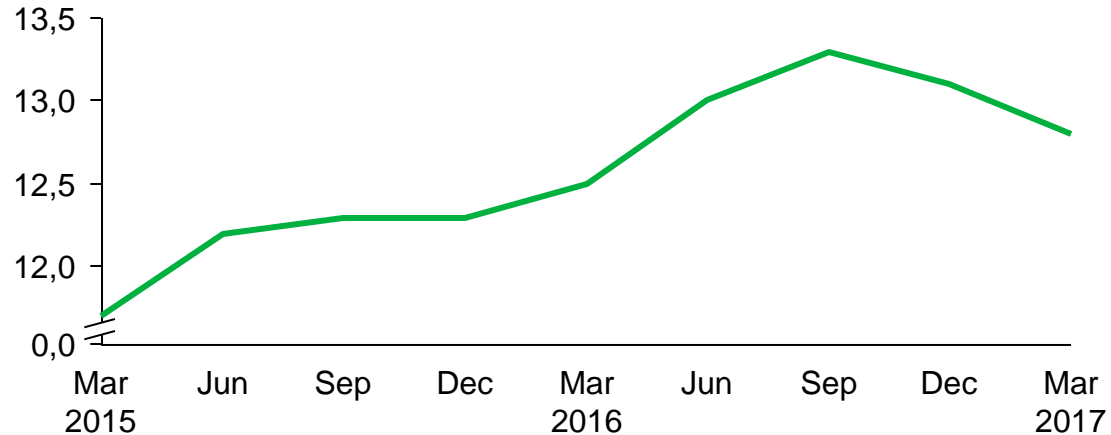
Sales (SEKm)



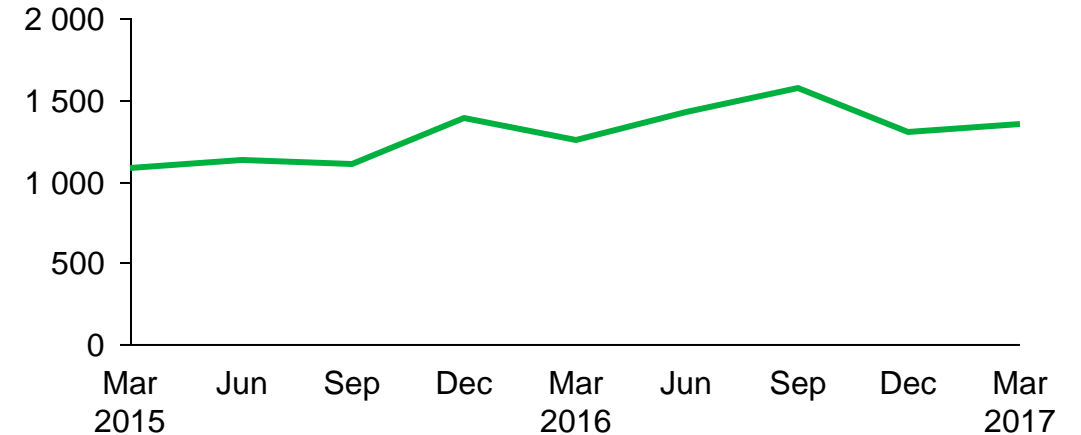
EBIT bef. i.a.c (SEKm)



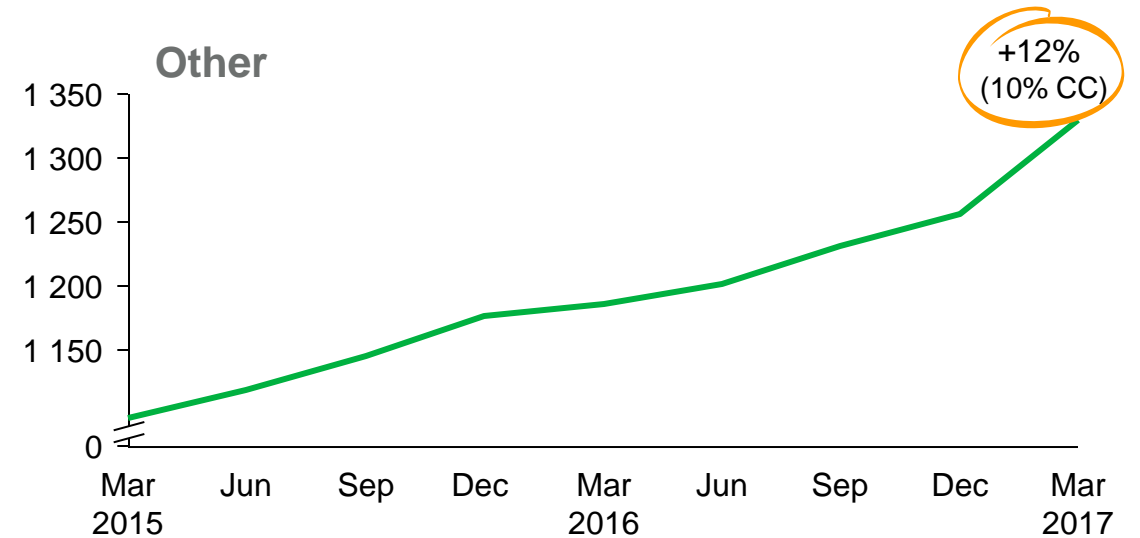
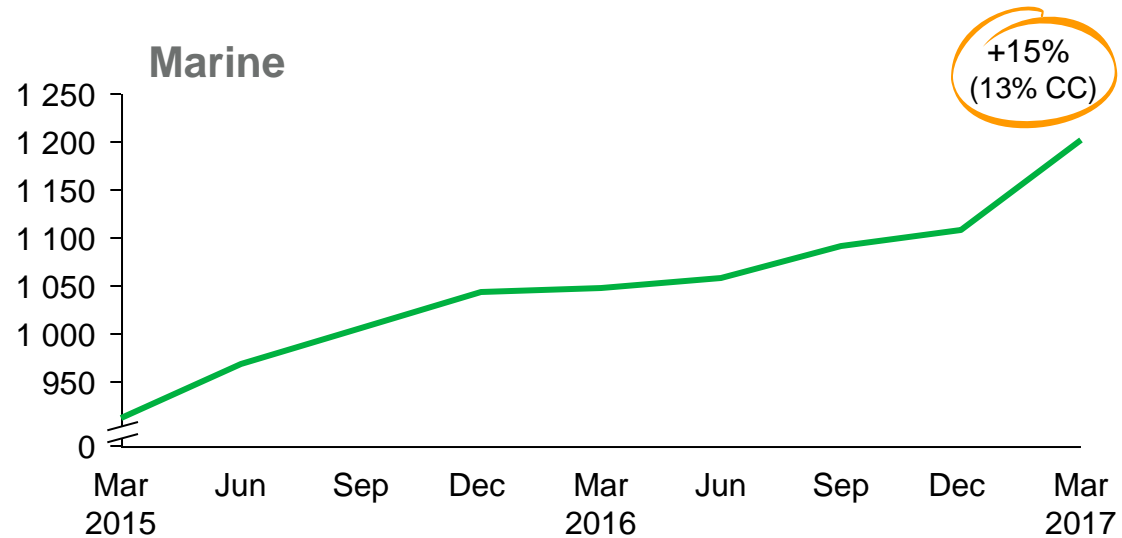
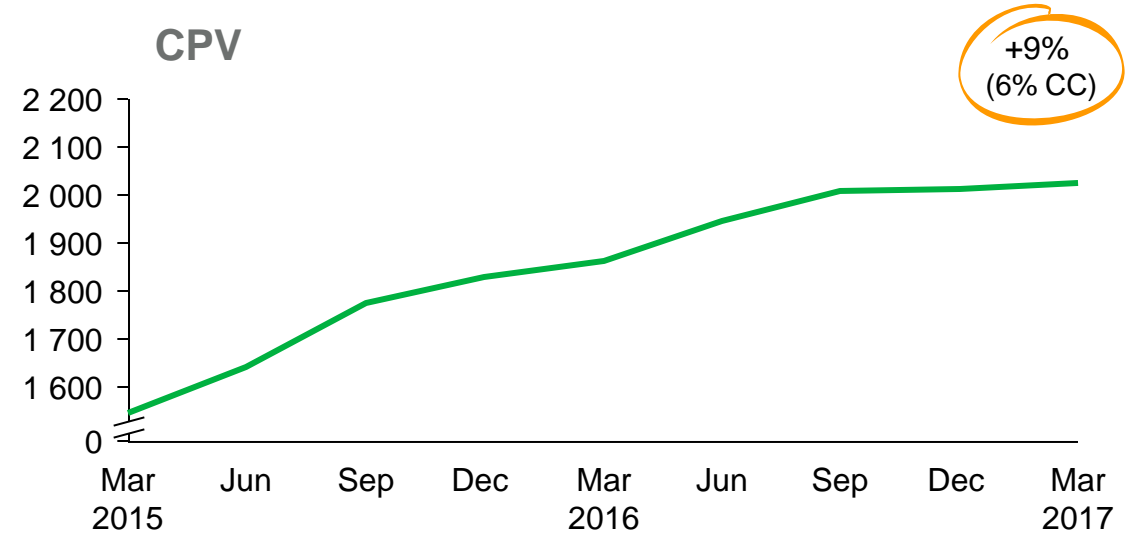
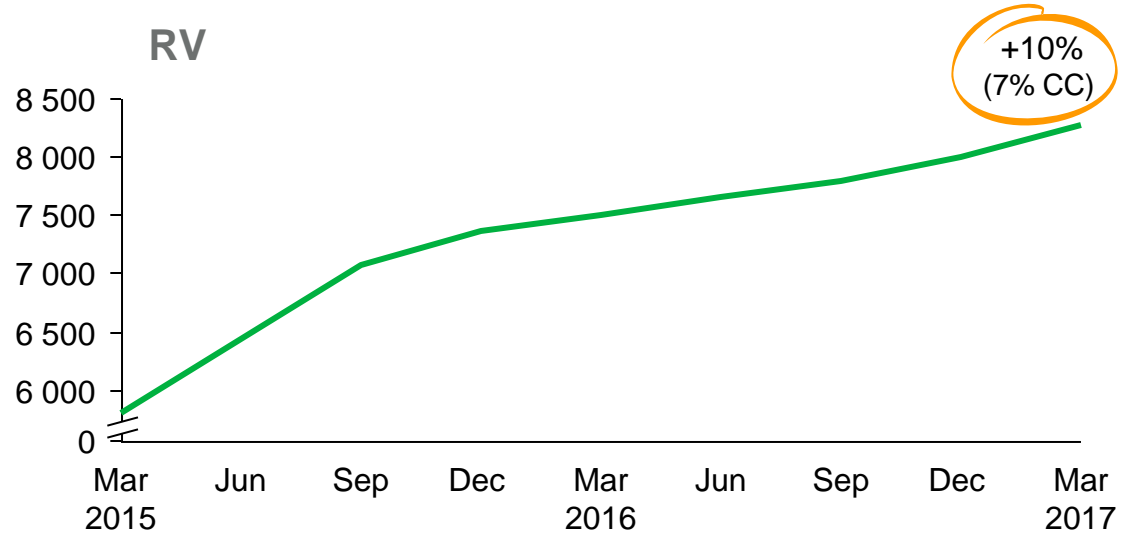
EBIT bef. i.a.c (%)



Operating cash flow (SEKm)



BUSINESS AREA DEVELOPMENT



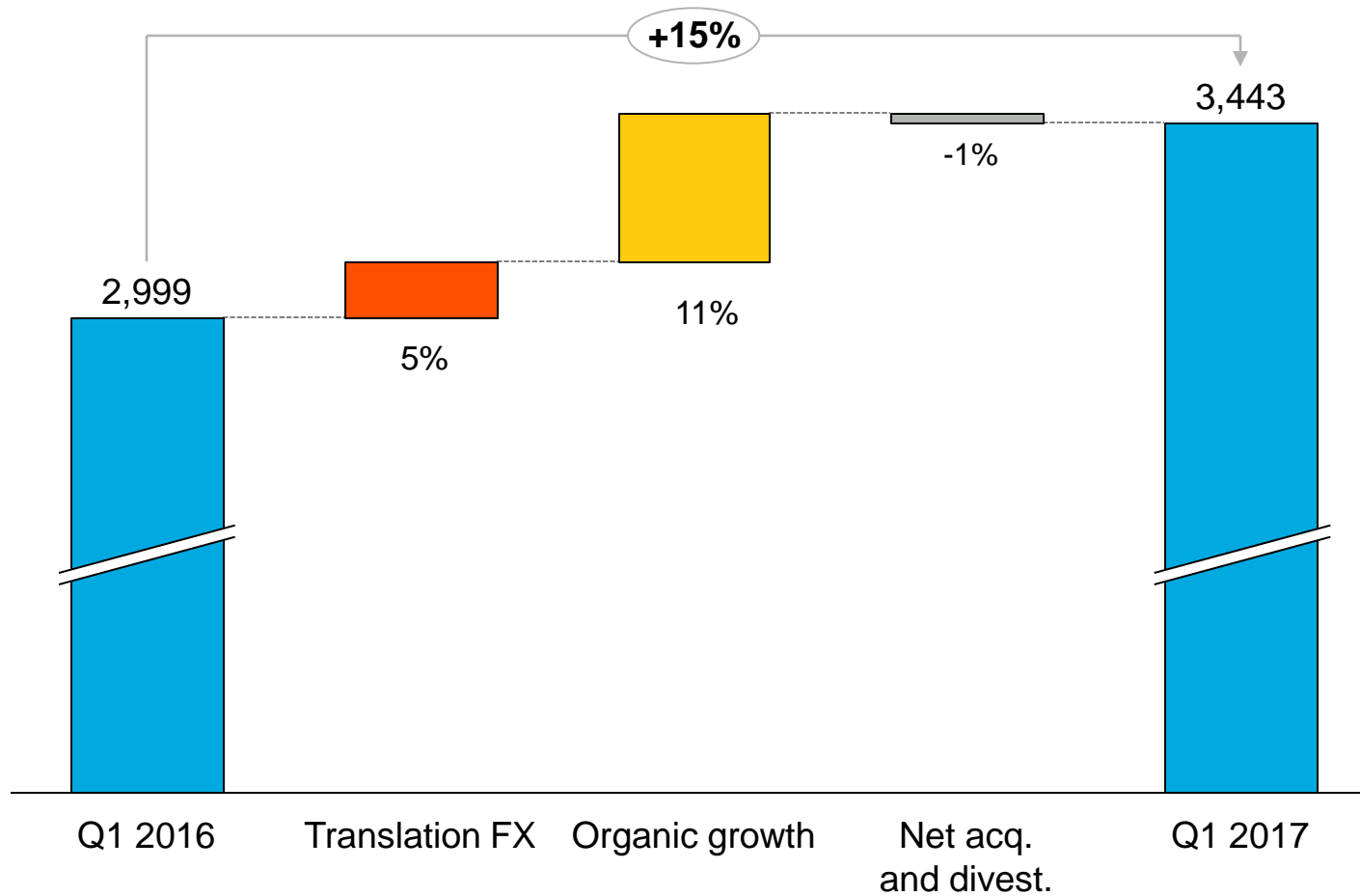
PER-ARNE BLOMQUIST, CFO

KEY RATIOS

SEKm		Q1 2017	Q1 2016	LTM 2017	FY 2016
Sales	Net sales	3,443	2,999	12,832	12,388
	Growth, %	14.8	4.3	10.5	7.9
	Organic growth, %	11.3	5.1	-	6.9
Profitability	EBIT before i.a.c. %	12.1	13.3	12.8	13.1
	EBITDA before i.a.c. %	14.4	15.8	15.1	15.5
Capital efficiency	Core working capital, to sales, %*	22.8	21.5	22.8	22.5
	Return on operating capital	31.2	33.3	31.2	31.6
Cash flow	Operating cash flow	-44	-102	1,354	1,296
EPS	Earnings per share	1.00	1.00	4.61	4.60

DOMETIC GROUP NET SALES BRIDGE Q1

(SEKm)



Translation FX details

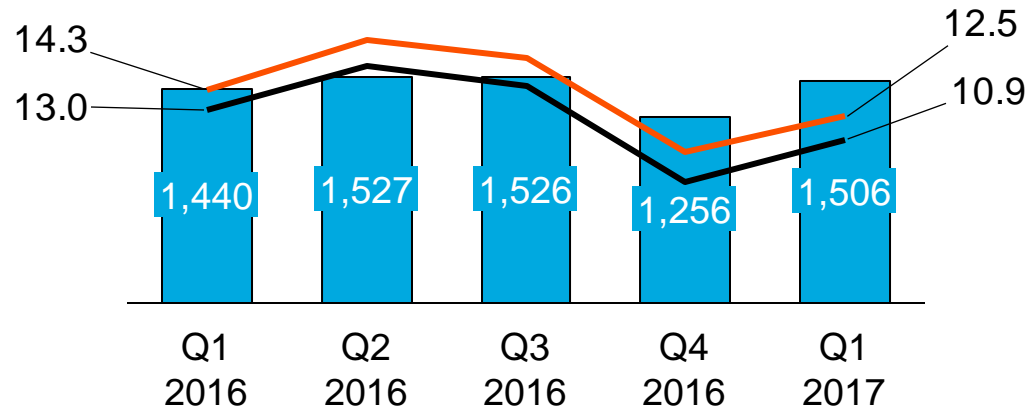
	Net Sales	Share of impact
USD	76	60%
EUR	22	18%
AUD	21	17%
HKD	2	2%
GBP	-4	-3%
CNY	0	0%
Other	9	7%
Total	127	

REGIONAL RESULTS

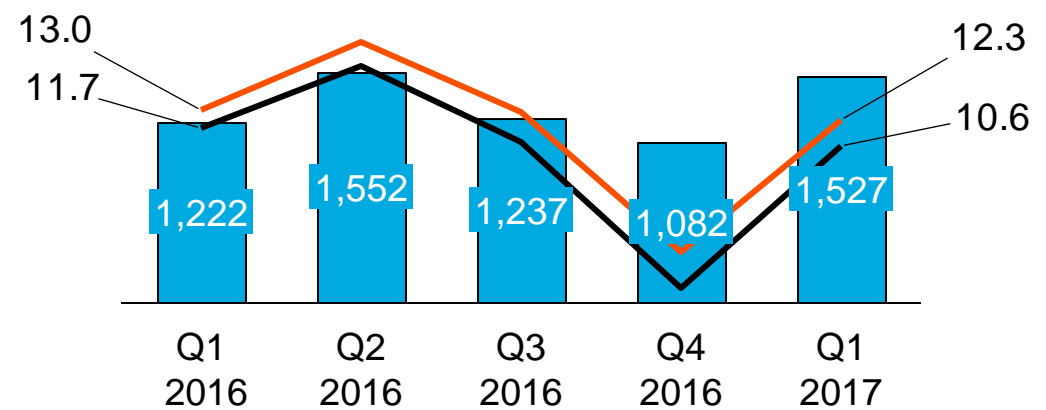
SEK million	Q1 2017	Q1 2016	Change (%)		LTM 2017	FY 2016
			Rep.	Adj.⁽¹⁾		
Americas	1,506	1,440	5%	-1%	5,815	5,749
EMEA	1,527	1,222	25%	23%	5,398	5,093
Asia Pacific	410	337	22%	13%	1,619	1,546
Total net sales	3,443	2,999	15%	10%	12,832	12,388
Americas	164	187	-13%	-17%	732	756
EMEA	162	143	13%	10%	553	534
Asia Pacific	92	70	32%	24%	353	331
Total operating profit (EBIT)⁽²⁾	418	400	4%	0%	1,638	1,621
Americas	10.9%	13.0%			12.6%	13.1%
EMEA	10.6%	11.7%			10.2%	10.5%
Asia Pacific	22.4%	20.7%			21.8%	21.4%
Total operating profit %	12.1%	13.3%			12.8%	13.1%

MARGIN DEVELOPMENT IN THE REGIONS

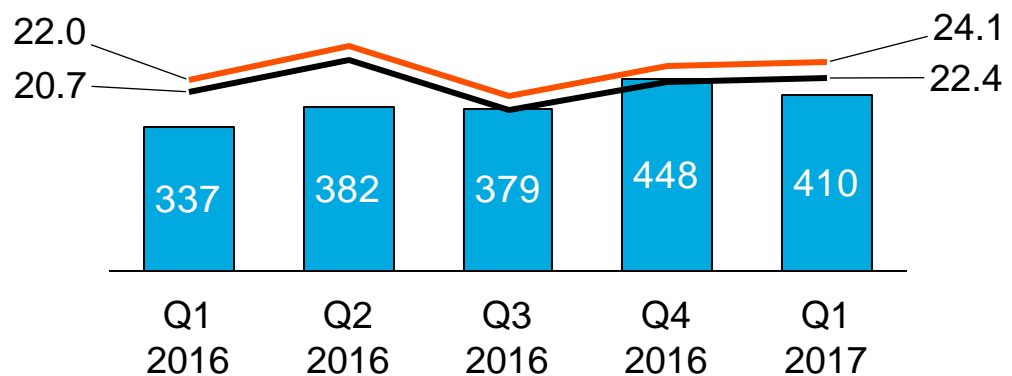
AMERICAS



EMEA

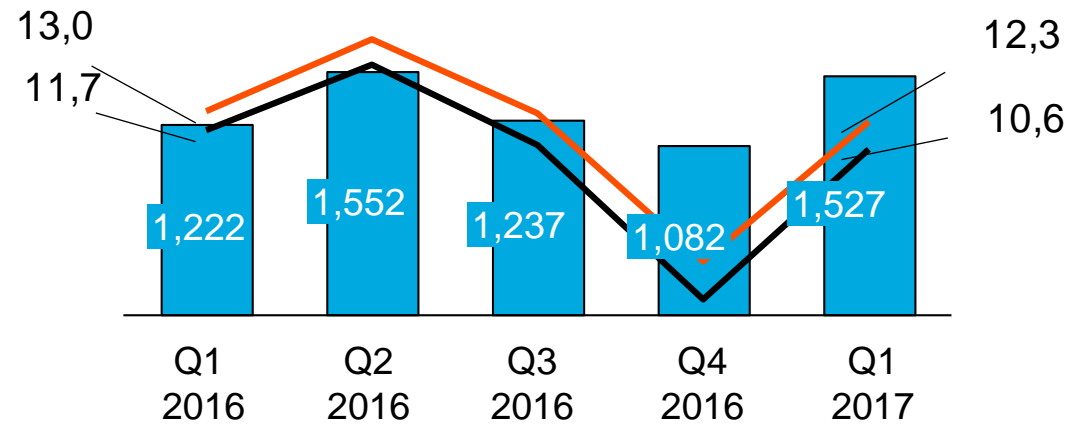


APAC



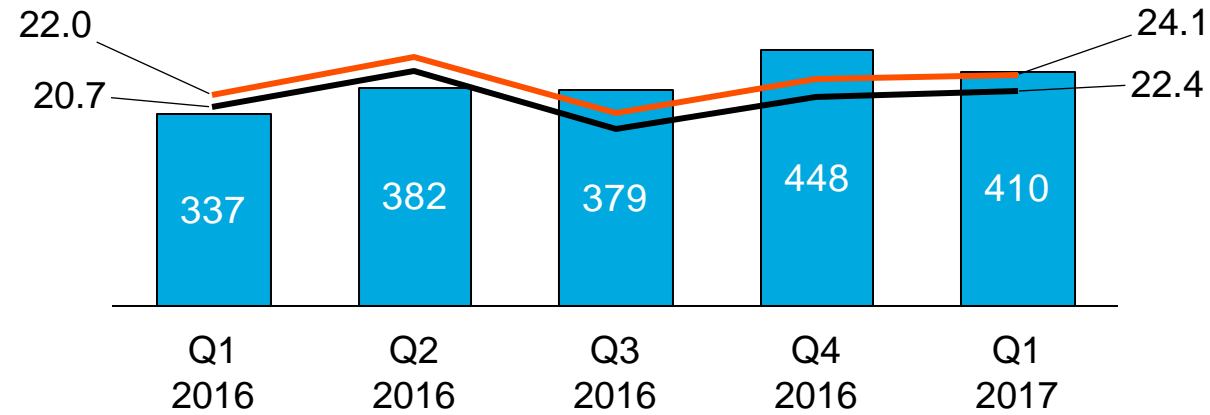
- EBIT%
- EBIT% w/o central cost
- Net Sales

ADJUSTED EMEA



EBIT margin (%)	Q1 2017	Q1 2016
EBIT bef. i.a.c	10.6	11.7
EBIT w/o central cost	12.3	13.0
EBIT w/o central cost adj. for acquisitions/rebranding	13.2	13.0

ADJUSTED APAC



EBIT margin (%)	Q1 2017	Q1 2016
EBIT bef. i.a.c	22.4	20.7
EBIT w/o central cost	24.1	22.0
EBIT w/o central cost adj. for hedge impact	26.9	21.9

EARNINGS PER SHARE

MSEK, SEK *	Q1 2017	Q1 2016	Q1 2017 EPS	Q1 2016 EPS
Net sales	3,443	2,999		
Operating profit (before i.a.c)	418	400	1.41	1.35
Finance net	-31	-34	-0.10	-0.11
Tax	-91	-71	-0.31	-0.24
Result for the period	296	295	1.00	1.00
No. of shares, million	295.8	295.8		
Earnings per share, SEK	1.00	1.00		

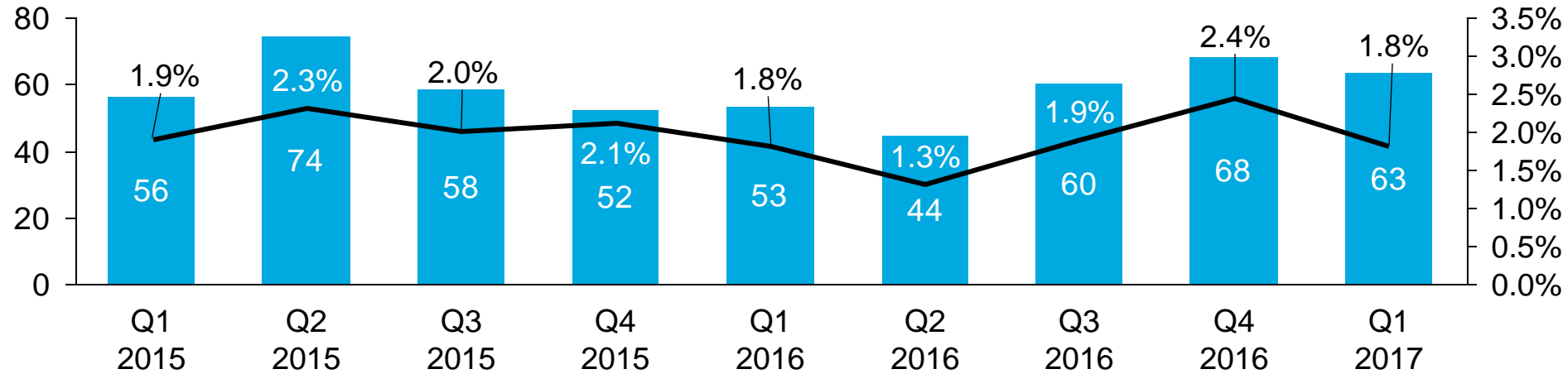
Total tax rate Q1 2017: 24% (19%).

Tax paid Q1 2017: -1.3% (7%).

CAPEX & PMI

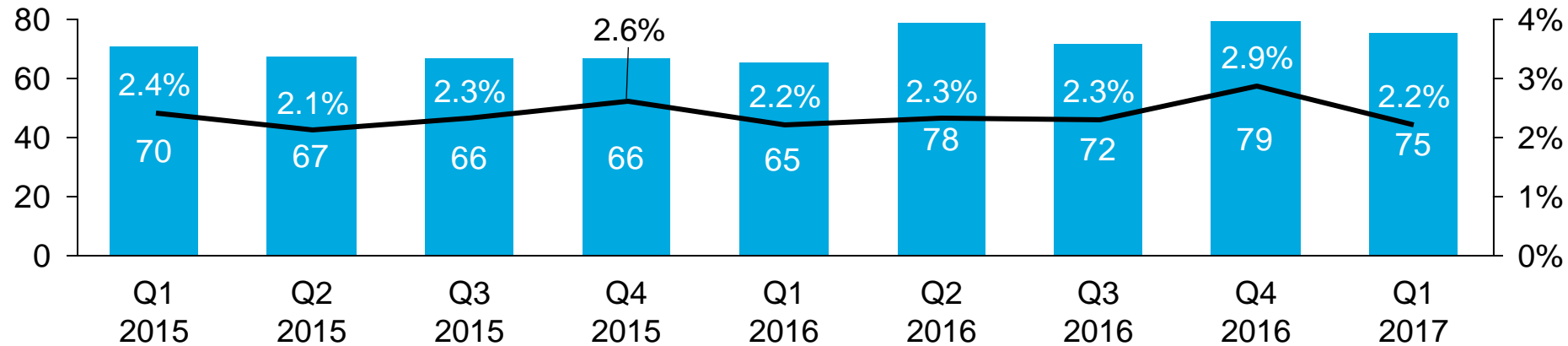
(SEKm, % OF NET SALES)

CAPEX



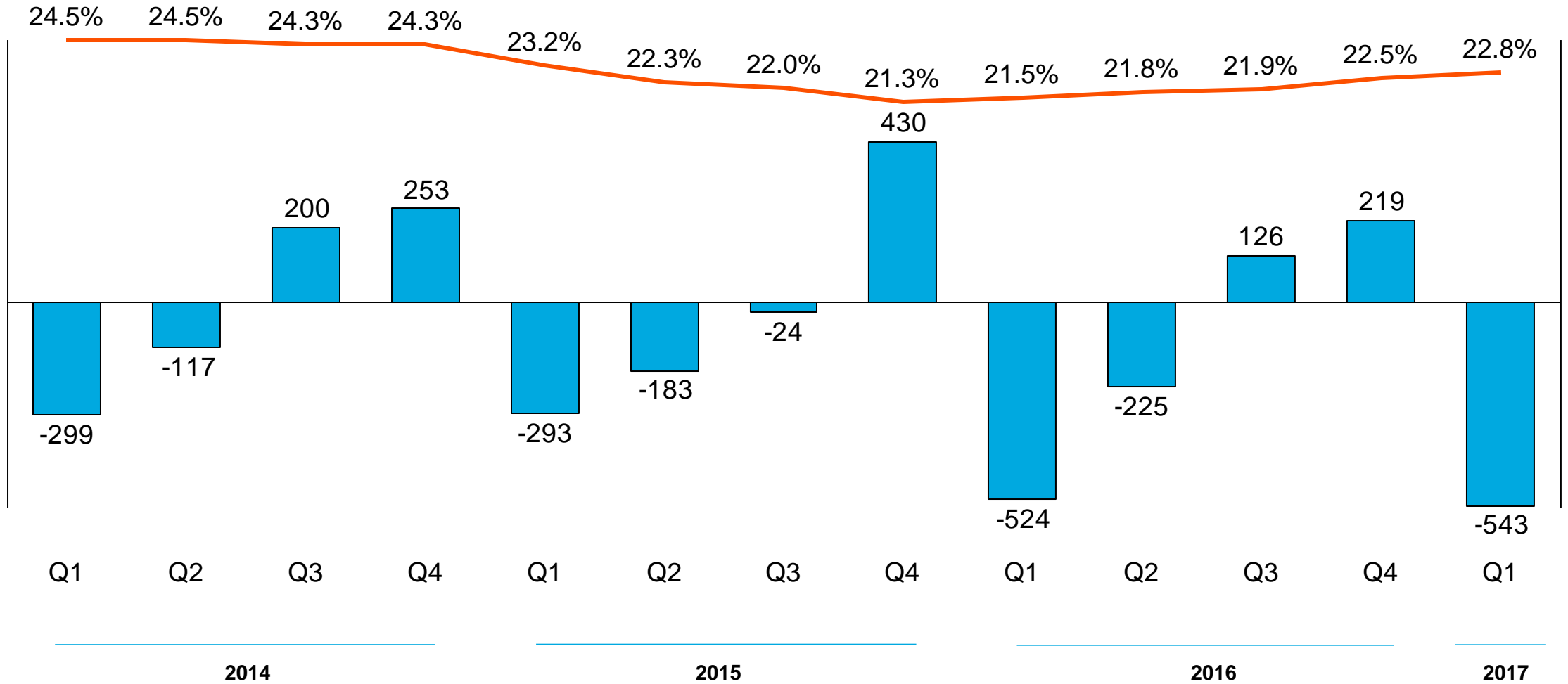
- Q1 2017 capex in line with the same quarter 2016 in terms of % of sales.

PMI

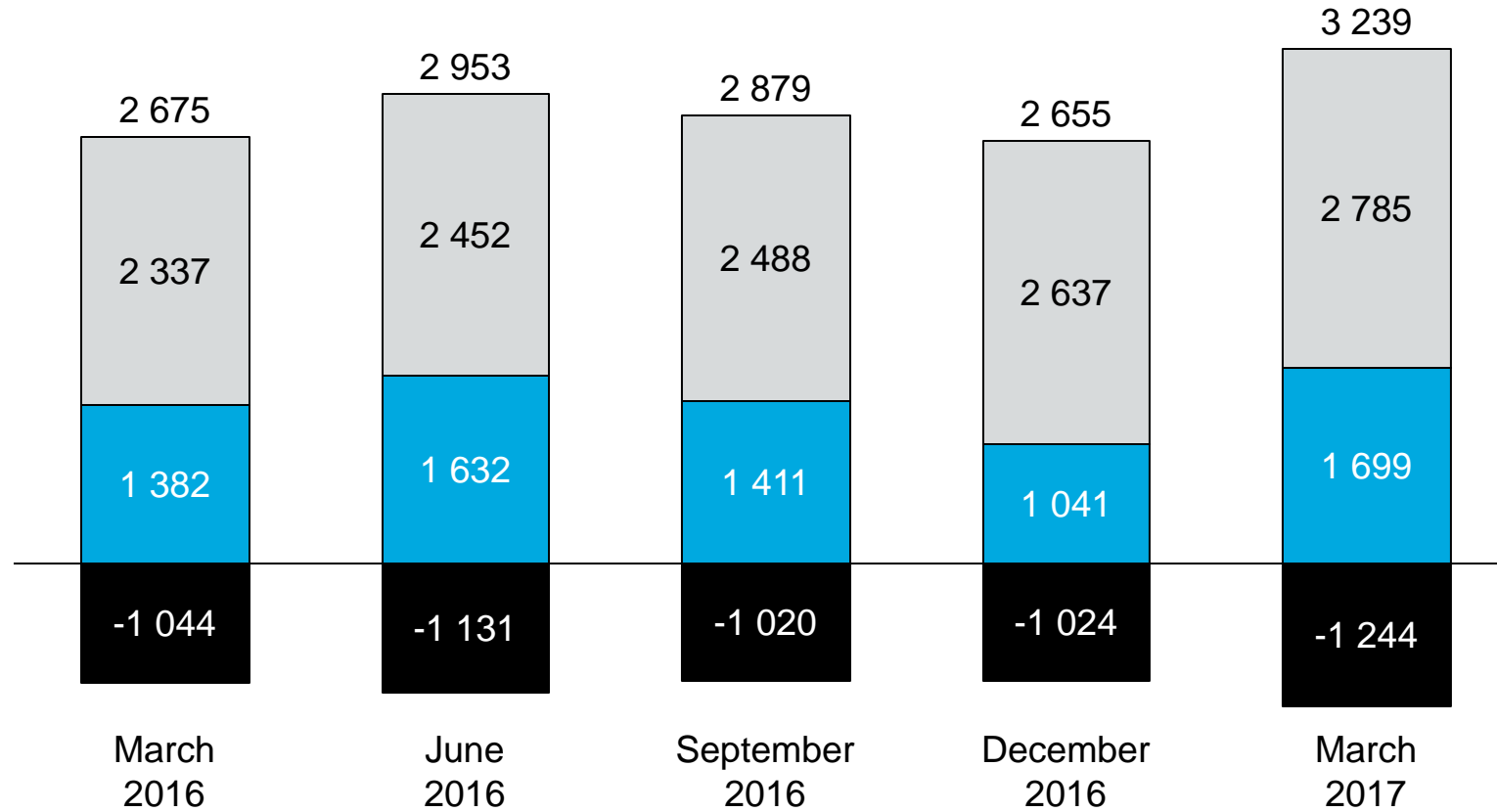


- Q1 2017 PMI: 2.2% of net sales. (2.2% in 2016)

WORKING CAPITAL DEVELOPMENT

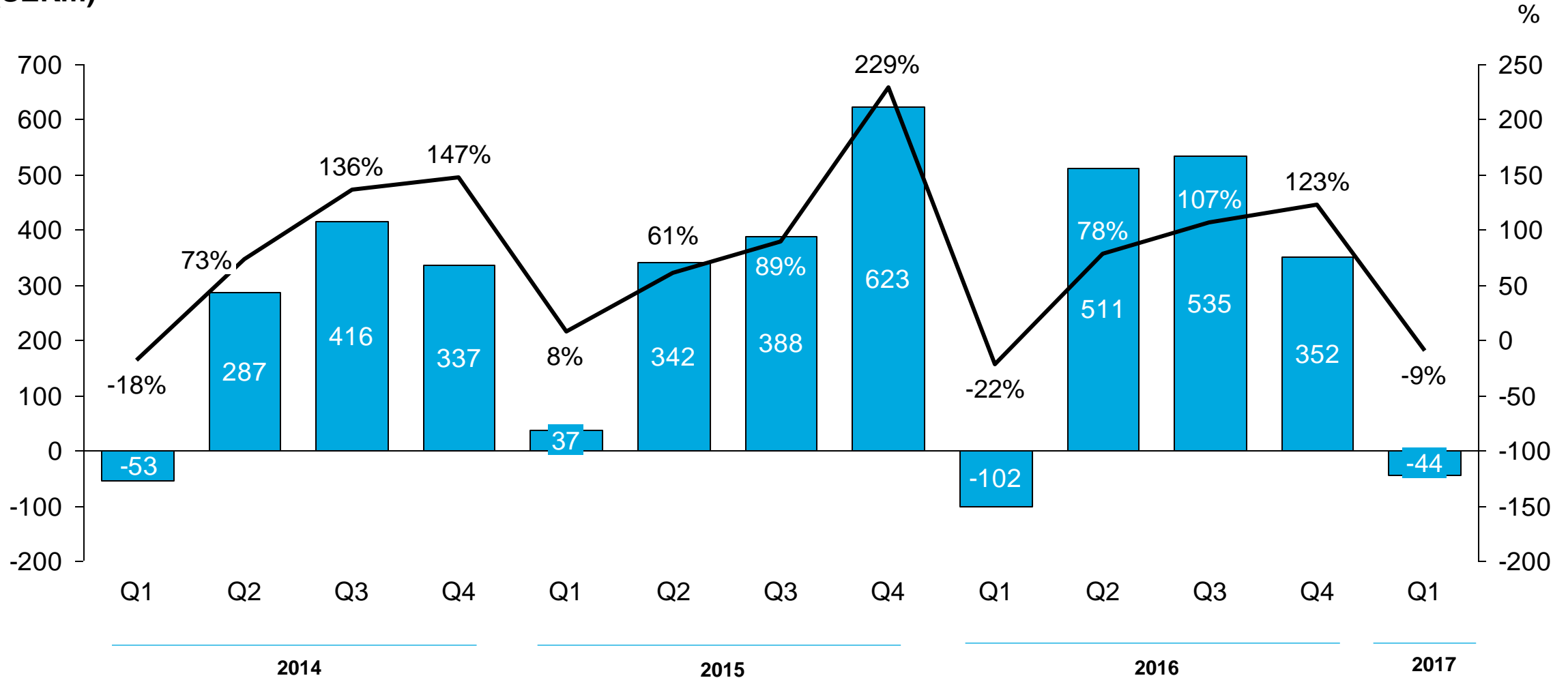


WORKING CAPITAL (SEKm)

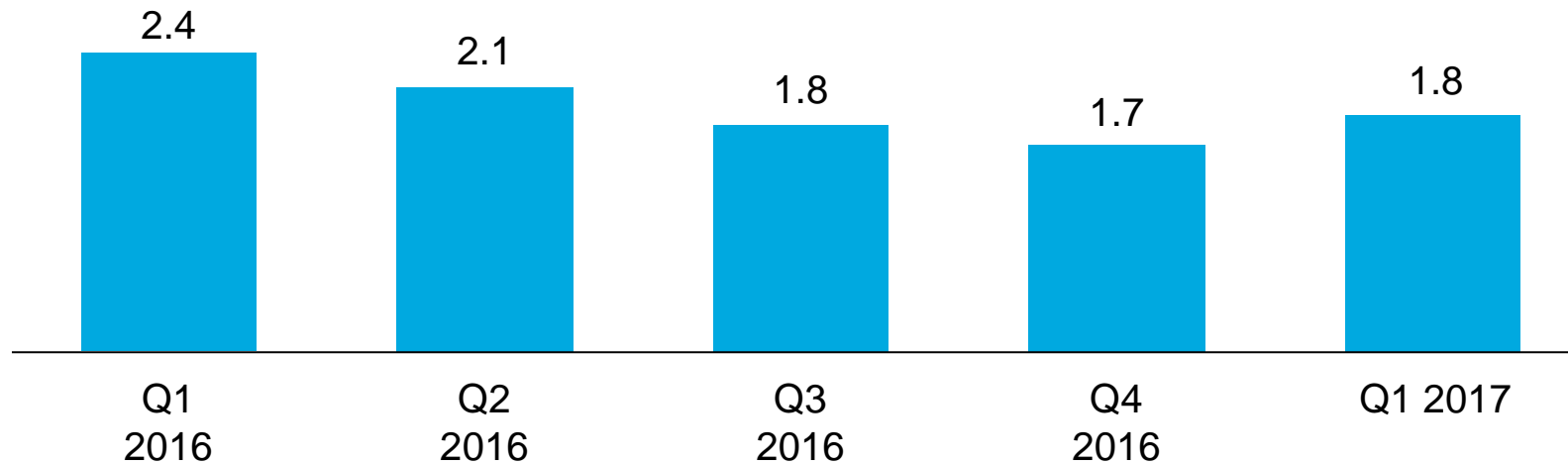


CASH FLOW

(SEKm)



NET DEBT LEVERAGE AND NET DEBT DETAILS



SEKm	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017
RCF	131	0	0	0	0
Capex	0	0	0	0	0
Senior term A	988	1,016	934	958	849
Senior term B	3,457	3,558	3,632	3,727	3,714
Local facilities	49	76	86	123	116
Total debt	4,625	4,650	4,652	4,809	4,678
Senior PIK notes	0	0	0	0	0
Cash	413	730	1,160	1,599	1,213
Net Debt	4,212	3,920	3,492	3,210	3,465

FINANCIAL TARGETS

	FY 2014	FY 2015	FY 2016	Q1 2017	Mid/long term Financial target
Net Sales Growth¹	5 %	8 %	7 %	11 %	5 %
EBIT Margin²	11.6 %	12.3 %	13.1 %	12.1 %	15 %
Net Debt / EBITDA	7.5x	2.4x	1.7x	1.8x	2.0x
Dividend Policy	-	No dividend	40%	-	40 %

¹Organic sales growth ²EBIT before I.A.C.

US CLASS ACTION COMPLAINT UPDATE

California:

- No major development since Q4 presentation

Florida:

- On February 7, 2017 the court granted Dometic's motion to dismiss regarding 10 of the remaining plaintiffs, leaving only 3 plaintiffs with one cause of action. On February 22, 2017, the plaintiffs filed their second amended complaint in which they attempt to bring 7 causes of action on behalf of 10 named plaintiffs. Dometic has thereafter responded and made objections thereto. The court has not rendered any further decision at this stage.
- We remain firm in our position that the allegations are without merit.

SUMMARY Q1

- Good start of the year with strong sales and improved logistics capability.
- Favorable market dynamics in most businesses.
- Underlying profitability improvements.
- Class action legal cost, rebranding and acquisition related cost burden the result with SEK 46 million.
- Rebranding starts to show positive effects in sales and awareness.
- Continued focus on product development, cost control and sales initiatives.



Perfectview CAM 45NAV



Dometic Harrier Inverter



CFX 100

OUTLOOK

- The outlook for the global RV markets remain positive.
- Top line growth in line with our mid and long term targets.
- Continue to expand EBIT margin towards 15%.
- Leverage below 2 x EBITDA.
- Continue to evaluate potential acquisitions.

Q&A

APPENDIX

APPENDIX A

Quarterly Summary Key Financials

SEK million	Q1 2017	Q1 2016	LTM 2017	FY 2016
Net sales	3,443	2,999	12,832	12,388
EBITDA	495	473	1,893	1,871
% of net sales	14.4%	15.8%	14.8%	15.1%
Operating profit (EBIT)	418	400	1,590	1,573
% of net sales	12.1%	13.3%	12.4%	12.7%
Operating profit (EBIT) before items affecting comparability	418	400	1,638	1,621
% of net sales	12.1%	13.3%	12.8%	13.1%
Profit for the period	296	295	1,363	1,362
Earnings per share, SEK	1.00	1.00	4,61	4.60
Cash flow for the period	-384	-415	781	750
Operating cash flow ⁽¹⁾	-44	-102	1,354	1,296
Core working capital	3,239	2,675	3,239	2,655
Capital expenditure in fixed assets	-63	-53	-235	-225
RoOC	31.2%	33.3%	31.2%	31.6%

⁽¹⁾Net cash flow from operations after investments in fixed assets and excluding income tax paid.

APPENDIX B

Group P&L

SEK million	Q1 2017	Q1 2016	FY 2016
Net sales	3,443	2,999	12,388
Cost of goods sold	-2,359	-2,088	-8,463
Gross Profit	1,084	911	3,925
Sales expenses	-451	-371	-1,651
Administrative expenses	-188	-138	-604
Other operating income and expenses	-9	15	20
Items affecting comparability	0	0	-48
Amortization of customer relationships	-18	-17	-69
Operating profit	418	400	1,573
Financial income	0	1	6
Financial expenses	-31	-35	-124
Loss from financial items	-31	-34	-118
Profit before tax	387	366	1,455
Taxes	-91	-71	-93
Profit for the period	296	295	1,362
Profit for the period attributable to owners of the parent	296	295	1,362
Earnings per share before and after dilution effects, SEK - Owners of the parent	1.00	1.00	4.60
Number of shares, million	295.8	295.8	295.8

DISCLAIMER

This document contains statements that constitute forward looking statements. These statements appear in a number of places in this document and include statements regarding the intent, belief or current expectations of the customer base, estimates regarding future growth in the different business lines and the global business, market share, financial results and other aspects of the activity and situation relating to the Company. The forward-looking statements in this document can be identified, in some instances, by the use of words such as "expects", "anticipates", "intends", "believes", and similar language or the negative thereof or by forward-looking nature of discussions of strategy, plans or intentions.

Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and other important factors that could cause actual developments or results to differ materially from those expressed in our forward looking statements.

Analysts and investors are cautioned not to place undue reliance on those forward looking statements which speak only as of the date of this presentation. The Company undertakes no obligation to release publicly the results of any revisions to these forward looking statements which may be made to reflect events and circumstances after the date of this presentation, including, without limitation, changes in the Company's business strategy or to reflect the occurrence of unanticipated events. Analysts and investors are encouraged to consult the Company's public reports.

The financial information contained in this document has been prepared under IFRS. This financial information is unaudited and, therefore, is subject to potential future modifications.



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