



**Q1** 17

REPORT

**SAFEROAD®**

# Message from the CEO



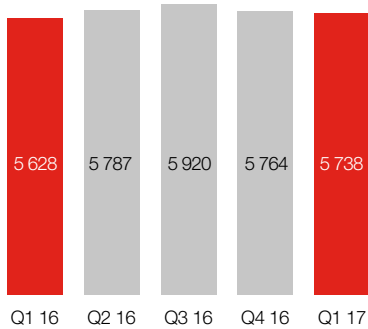
The first quarter is low season for the industry and Saferoad, impacted by winter conditions in most of Northern and Eastern Europe. During the winter months we prepare for the high season, maintaining and upgrading our equipment and building inventories to ensure efficient and timely customer deliveries throughout the high season. This year, we have put a new fully automated production line for lighting columns in operation and we have prepared the Group for a listing on the Oslo Stock Exchange. In this respect, the normally uneventful winter season has been quite eventful.

The overall performance in the quarter was in line with expectations, albeit somewhat lower than last year. We delivered a large export project in the Road Infrastructure Europe area in first quarter last year that was not repeated this year, and this fully explains the lower results compared to last year. Aside from this, lower costs and higher efficiencies in Europe improved the performance of the Road Safety area from the first quarter in 2016.

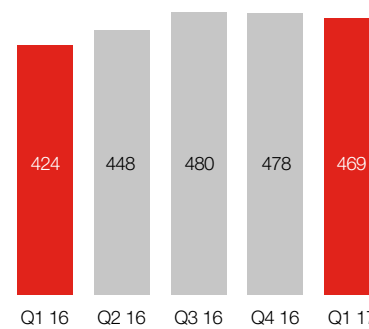
The outlook is positive in most of our main markets, and we expect to see higher project volume in several product segments. The customer request activity in the quarter has been higher than last year, which bodes well for a continued positive development of the Group on the back of the good performance in 2016. Together with the entire Saferoad team, I look forward to chasing all the exciting opportunities to build an even stronger and more profitable Group.

Morten Holum  
CEO Saferoad

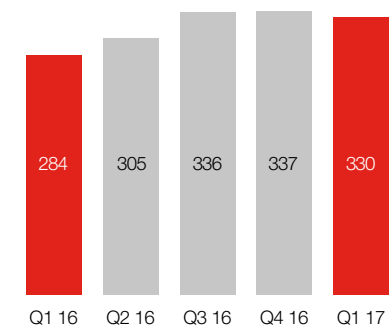
**Underlying revenue last twelve months (LTM)**  
NOK million



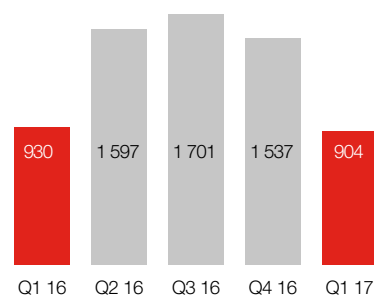
**Underlying EBITDA last twelve months (LTM)**  
NOK million



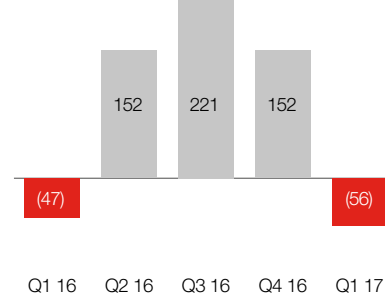
**Underlying EBITA last twelve months (LTM)**  
NOK million



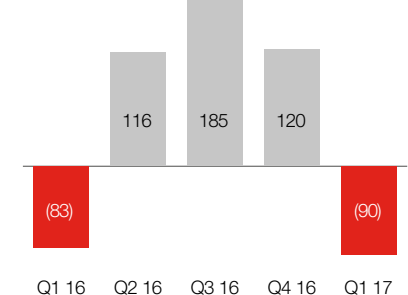
**Underlying revenue**  
NOK million



**Underlying EBITDA**  
NOK million



**Underlying EBITA**  
NOK million



The Group's activities are seasonal by nature. Business volume is usually lower in the period from December to March due to winter conditions in Northern Europe impacting the first quarter earnings. As a result, Saferoad provides figures for the last 12 months (LTM) to cater for seasonality in Group performance

# A quarter in line with expectations

(The figures are unaudited)

## First quarter highlights

- **Underlying revenue** was NOK 904 million versus NOK 930 million in the previous year. This is in line with last year adjusted for a large export project in Road Infrastructure in Q1 2016
- **Underlying EBITDA** of NOK (56) million was somewhat lower than in the previous year (NOK (47) million) due to the expected absence of larger export projects in Road Infrastructure in the quarter
- **Underlying EBITA** was NOK (90) million compared to NOK (83) million in the previous year
- **Reported EBITA** was NOK (90) million compared to NOK (92) million in the previous year. Reported EBITDA was NOK (53) million compared to NOK (52) million in the previous year

## Key Figures

NOK million	Q1 2017	Q1 2016	% change prior year quarter	2016
Operating revenue underlying <sup>1)</sup>	<b>904</b>	930	<b>(3 %)</b>	5 764
Road Safety	<b>656</b>	650	<b>1 %</b>	4 015
Road Infrastructure	<b>252</b>	283	<b>(11 %)</b>	1 787
Other/Holding/Eliminations	<b>(4)</b>	(3)	<b>(23 %)</b>	(38)
EBITDA underlying <sup>2)</sup>	<b>(56)</b>	(47)	<b>(20 %)</b>	478
EBITDA underlying %	<b>(6.2 %)</b>	(5.0 %)	<b>(1.2 ppt)</b>	8.3 %
EBITDA reported	<b>(53)</b>	(52)	<b>(1 %)</b>	447
EBITDA reported %	<b>(5.7 %)</b>	(5.6 %)	<b>(0.1 ppt)</b>	7.8 %
EBITA underlying <sup>2)</sup>	<b>(90)</b>	(83)	<b>(9 %)</b>	337
EBITA underlying %	<b>(10.0 %)</b>	(8.9 %)	<b>(1.1 ppt)</b>	5.9 %
Road Safety EBITA	<b>(44)</b>	(55)	<b>19 %</b>	259
Road Safety Nordic EBITA	<b>(40)</b>	(42)	<b>3 %</b>	155
Road Safety Europe EBITA	<b>(4)</b>	(13)	<b>68 %</b>	104
Road Infrastructure EBITA	<b>(33)</b>	(20)	<b>(70 %)</b>	116
Road Infrastructure Nordic EBITA	<b>(10)</b>	(8)	<b>(15 %)</b>	50
Road Infrastructure Europe EBITA	<b>(24)</b>	(3)	<b>(785 %)</b>	70
Other/Eliminations EBITA	<b>0</b>	(9)	<b>101 %</b>	(4)
Holding and eliminations EBITA	<b>(12)</b>	(8)	<b>(52 %)</b>	(38)
EBITA underlying <sup>2)</sup>	<b>(90)</b>	(83)	<b>(9 %)</b>	337
Items excluded from EBITA	<b>0</b>	(9)	<b>101 %</b>	(57)
EBITA reported	<b>(90)</b>	(92)	<b>2 %</b>	280
Amortisation and impairment	<b>(16)</b>	(21)	<b>27 %</b>	(390)
Net financial income (expense)	<b>(57)</b>	(86)	<b>34 %</b>	(330)
Tax	<b>32</b>	34	<b>(6 %)</b>	1
Net income (loss)	<b>(130)</b>	(165)	<b>21 %</b>	(439)
Net income (loss) underlying <sup>2)</sup>	<b>(130)</b>	(156)	<b>16 %</b>	(382)

### Definitions:

EBITDA: Earnings before financial items, tax, depreciation and amortisation

Underlying EBITDA: Earnings before financial items, tax, depreciation and amortisation, excluding non-recurring and non-operational items as specified in the section "Alternative Performance measures" on page 24

EBITA: Earnings before financial items, tax and amortisation

Underlying EBITA: Earnings before financial items, depreciations of excess values, tax and amortisation, excluding non-recurring and non-operational items as specified in the section "Alternative Performance measures" on page 24

1) Revenue is adjusted, specification in the section "Alternative Performance measures" on page 24

2) Items excluded from underlying EBITDA, EBITA and Net Income (loss) are specified in the section "Alternative performance measures" on page 24

## Group performance

To provide a better understanding of Saferoad's underlying performance, the following presentation of operating results excludes certain non-recurring and non-operational items from revenue, EBITA and EBITDA, such as transaction costs, restructuring charges, closure costs, impairment charges and gains from divestments of businesses, as well as other items that are of a special nature or are not expected to be incurred on an ongoing basis. See detailed information on the "Alternative performance measures" on page 24.

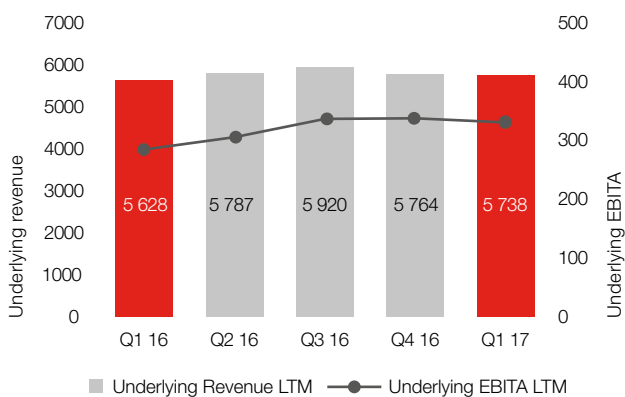
### Developments during the quarter

Underlying revenue in the quarter was NOK 904 million compared to NOK 930 million in the previous year. The reduction was driven by lower sales in the Road Infrastructure Europe region, where a large export project was executed in the first quarter of 2016. Such projects are lumpy and non-seasonal in nature and a similar project was not delivered in the first quarter in 2017. Revenue increased in the Road Safety area.

Underlying EBITA for the Group was NOK (90) million compared to NOK (83) million in the first quarter 2016. Earnings improved in the Road Safety area as a result of lower material costs and increased operational efficiencies, while earnings in the Road Infrastructure area declined due to lower export sales volume.

### Underlying revenue and underlying EBITA

NOK million



### Developments during the last 12 months

The Group increased both its revenue and earnings during the last 12 months (LTM) driven by higher sales, cost efficiency measures and acquisition synergies. Underlying revenue increased by 2 per cent to NOK 5 738 million. Road Safety Europe and Road Infrastructure Nordic delivered significantly higher sales volumes compared to the corresponding period the prior year. In addition, the Group completed some accretive bolt-on acquisitions in 2015 that had a full-year effect in 2016.

Underlying EBITA LTM for the Group increased by 16 per cent to NOK 330 million compared to the prior year. The positive development was driven by higher sales and margins in Road Safety Europe and in Road Infrastructure Nordic.

The underlying EBITA margin LTM was 5.8 per cent compared to 5.0 per cent the prior year, with positive developments in Road Safety Europe and Road Infrastructure Nordic. In Road Safety Nordic, lower project volume in the market led to softer trading and reduced margins.

### Reported EBITDA, EBITA and net income

The Group's Reported EBITDA for first quarter 2017 was NOK (53) million, in line with the first quarter last year (NOK (52) million). The Group's Reported EBITA for first quarter 2017 was NOK (90) million, in line with the first quarter last year (NOK (92) million). Lower reported earnings in Road Infrastructure Europe was compensated by improved performance in Road Safety Europe.

The reported EBITDA margin was (5.7) per cent, compared to (5.6) per cent in the prior year. In the period, a total of NOK (4) million was excluded from Underlying EBITDA, of which NOK 13 million was related to transaction costs and NOK (17) million was related to gain on divestments.

The reported EBITA margin was (9.8) per cent, compared to (9.9) per cent in the prior year. The net adjustment to the EBITA in the quarter was NOK 0 million. NOK 13 million has been excluded from other operating costs related to preparing the Group for an IPO (transaction costs), whereas NOK (17) million has been excluded from operating revenue related to gain on divestments and NOK 3 million has been excluded from depreciation related to excess values.

The reported figures for the first quarter of 2016 were negatively impacted by NOK 4 million from restructuring/redundancy costs and NOK 1 million from transaction costs. Items excluded from underlying EBITDA, EBITA and Net income are specified in the section "Alternative performance measures" on page 24.

The Group posted a net loss of NOK (130) million in the quarter, up from NOK (165) million in first quarter 2016. The improvement is mainly driven by lower financial expenses in the quarter and lower amortisation charges.

In first quarter 2017, the Group had a tax income of NOK 32 million compared to a tax income of NOK 34 million the first quarter last year.

# Business review

## Road Safety

### Key figures

NOK million	Q1 2017	Q1 2016	% change prior year quarter	2016
Operating revenue underlying	656	650	1 %	4 015
EBITDA underlying	(18)	(27)	34 %	374
EBITA underlying	(44)	(55)	19 %	259
EBITDA reported	(1)	(31)	96 %	365
EBITDA underlying margin%	(2.7 %)	(4.1 %)	1.4 ppt	9.3 %
EBITA underlying margin%	(6.8 %)	(8.4 %)	1.7 ppt	6.4 %

The Road Safety business area offers road restraint systems (guard rails and bridge parapets), lighting columns and other traffic accommodation products and services (signs, work-zone protection and road marking) to contractors and road authorities in Europe. The business area is divided into two geographical business regions, Road Safety Nordic and Road Safety Europe.

Road Safety Nordic's <sup>1)</sup> market is growing as a result of increased government spending to improve the road infrastructure and increase the maintenance and safety standards of the roads.

Road Safety Europe's <sup>2)</sup> market is characterised by a strong political sentiment to reverse deterioration of the aging road networks in Western Europe and EU-backed investment programmes to improve the infrastructure in Eastern Europe.

1) Road Safety Nordic consists of business units in Norway, Sweden, Denmark and Finland as well as a production facility in Poland and a business unit in the UK

2) Road Safety Europe consists of business units in Poland, Germany, Romania, the Netherlands, Slovakia, Belarus, the Czech Republic and Turkey

## Road Safety Nordic

### Key figures

NOK million	Q1 2017	Q1 2016	% change prior year quarter	2016
Operating revenue underlying	449	441	2 %	2 648
EBITDA underlying	(19)	(22)	13 %	237
EBITA underlying	(40)	(42)	3 %	155
EBITDA reported	(19)	(26)	25 %	233
EBITDA underlying margin%	(4.2 %)	(4.9 %)	0.7 ppt	8.9 %
EBITA underlying margin%	(8.9 %)	(9.4 %)	0.5 ppt	5.9 %

### Development during the quarter

Revenue in the quarter increased by 2 per cent to NOK 449 million, with positive developments within several key product groups. Sales volume within work-zone protection in Norway and Sweden and for road restraint systems in the UK was notably up from the first quarter 2016.

The order situation for road restraint systems in Sweden is better than last year, driven by higher hit rates in the project market. The tender activity for Road Restraint Systems in Norway is also good. The Group is now well-positioned to capitalise on higher project activity.

Underlying EBITA was NOK (40) million, compared to NOK (42) million in the first quarter 2016. Earnings improved in work-zone protection and were stable in road restraint systems. However, lower export volumes of rock bolts and the phasing of projects for lightning columns in Sweden had a negative impact on earnings for the quarter. Reported EBITDA was NOK (19) million, up from NOK (26) million a year ago.

Several measures to increase production efficiency and capture additional scale effects have been introduced and are expected to gradually have positive effects on earnings.

## Road Safety Europe

### Key figures

NOK million	Q1 2017	Q1 2016	% change prior year quarter	2016
Operating revenue underlying	220	218	1 %	1 438
EBITDA underlying	1	(5)	122 %	137
EBITA underlying	(4)	(13)	68 %	104
EBITDA reported	18	(5)	445 %	132
EBITDA underlying margin%	0.5 %	(2.3 %)	2.8 ppt	9.5 %
EBITA underlying margin%	(1.9 %)	(6.1 %)	4.2 ppt	7.2 %

### Development during the quarter

Revenue in the first quarter was NOK 220 million, in line with the prior year. Sales volume for road restraint systems in Poland, Germany and in export markets increased in the quarter. The volume for road maintenance services in Poland were lower compared to the first quarter in 2016, mainly driven by the mild winter. The Group was awarded its largest road and bridge maintenance contract to date in Poland in the quarter, with a total volume of approximately NOK 125 million over the next five years.

Reported revenue in the first quarter was NOK 237 million, which included a gain of NOK 17 million related to the sale of the subsidiary Limes Mobil GmbH.

Underlying EBITA increased to NOK (4) million from NOK (13) million in the same period last year, driven by lower material costs and higher operational efficiency in road restraint systems. The underlying EBITA margin increased to (1.9) per cent from (6.1) per cent the prior year. Reported EBITDA was NOK 18 million, significantly up from NOK (5) million a year ago.

## Road Infrastructure

### Key figures

NOK million	Q1 2017	Q1 2016	% change prior year quarter	2016
Operating revenue underlying	252	283	(11 %)	1 787
EBITDA underlying	(27)	(12)	(116 %)	142
EBITA underlying	(33)	(20)	(70 %)	116
EBITDA reported	(27)	(12)	(116 %)	142
EBITDA underlying margin%	(10.6 %)	(4.3 %)	(6.2 ppt)	8.0 %
EBITA underlying margin%	(13.3 %)	(6.9 %)	(6.3 ppt)	6.5 %

The Road Infrastructure business area offers a wide range of soil steel bridges, pipes, culverts, geo-synthetics and water and sewage systems for road construction projects in Europe. It is divided into two geographical business regions, Road Infrastructure Nordic and Road Infrastructure Europe.

Road Infrastructure Nordic's <sup>3)</sup> markets are growing on the back of a strong public and political sentiment to reduce the maintenance lag and improve the road and rail network.

Road Infrastructure markets in Europe <sup>4)</sup>, particularly in the central and eastern parts, are expected to grow faster than those in the Nordic region as there is a greater need to build new roads to replace an old and inefficient infrastructure network in these areas.

3) Road Infrastructure Nordic consists of business units in Norway, Denmark, Sweden and Finland

4) Road Infrastructure Europe consists of business units in Poland, The Baltic states, Austria, Romania, Bulgaria, Slovakia, Belarus, the Czech Republic, Turkey and Hungary

## Road Infrastructure Nordic

### Key figures

NOK million	Q1 2017	Q1 2016	% change prior year quarter	2016
Operating revenue underlying	135	142	(5 %)	851
EBITDA underlying	(9)	(7)	(16 %)	54
EBITA underlying	(10)	(8)	(15 %)	50
EBITDA reported	(9)	(7)	(16 %)	54
EBITDA underlying margin%	(6.3 %)	(5.2 %)	(1.1 ppt)	6.3 %
EBITA underlying margin%	(7.0 %)	(5.8 %)	(1.2 ppt)	5.9 %

### Development during the quarter

Revenue in the quarter decreased by 5 per cent to NOK 135 million, mainly due to currency effects. A marginal decrease was related to the phasing of sales of technical products in Sweden and Finland.

Underlying EBITA was NOK (10) million, which is on the same level as the first quarter of 2016, which was NOK (8) million. The marginal decrease was mainly due to the product mix in the quarter.

Reported EBITDA for the period was NOK (9) million, which is on the same level as the first quarter of 2016, which was NOK (7) million.

## Road Infrastructure Europe

### Key figures

NOK million	Q1 2017	Q1 2016	% change prior year quarter	2016
Operating revenue underlying	125	176	(29 %)	1 001
EBITDA underlying	(18)	4	(604 %)	93
EBITA underlying	(24)	(3)	(785 %)	70
EBITDA reported	(18)	4	(604 %)	93
EBITDA underlying margin%	(14.4 %)	2.0 %	(16.5 ppt)	9.3 %
EBITA underlying margin%	(19.2 %)	(1.5 %)	(17.6 ppt)	7.0 %

### Development during the quarter

Revenue in the quarter was NOK 125 million, down from NOK 176 million the prior year. The reduction was mainly driven by the absence of larger export sales in the quarter compared to the first quarter last year, in addition to a negative currency impact. Awards of export projects and larger infrastructure projects occur with infrequent intervals and are non-seasonal in nature. In the first quarter, both the order intake and the order book was significantly higher than the prior year and includes a larger export project for execution throughout the next 12-15 months.

Underlying EBITA decreased to NOK (24) million in the first quarter from NOK (3) million in the same period last year. The impact of lower export volume than in 2016 was partly offset by improved earnings in the Baltic region.

Reported EBITDA for the period was NOK (18) million, down from NOK 4 million a year ago.

## Saferoad Holding

Saferoad Holding consists of the unallocated costs associated with the Group's corporate administration, financial management and the elimination of inter-segment sales. The underlying EBITA in the quarter was NOK (12) million compared to NOK (8) million in the corresponding period prior year. The increase in costs is

mainly attributed to the strengthening of the headquarter function related to the planned public listing.

Reported EBITA in the first quarter was NOK (25) million, which included transaction costs related to the preparations of the Group for an IPO.



## Financial review

Saferoad had net interest-bearing debt of NOK 2.3 billion at the end of first quarter 2017 compared to 2.8 billion at the end of first quarter 2016 and 2.0 billion in fourth quarter 2016. Shareholder loans of NOK 612 million were converted to equity in fourth quarter 2016.

The Group's equity ratio at the end of first quarter 2017 was 23 per cent, compared to 25 per cent at the end of fourth quarter 2016. The Group's financial position is regarded as good, with sufficient financial capacity to execute the current projects and initiatives. The Group was in compliance with its financial covenants at 31 March 2017.

Net cash outflow from operating activities was NOK 127 million for the first quarter 2017, compared to NOK 101 million in the corresponding period in the prior year. The change is largely related to an increase of NOK 82 million in operating working capital<sup>5)</sup>, partly off-set by change in other current receivables and liabilities (mainly reduced prepayment of public duties and increased prepayment from customers). The increase in operating working capital was driven by additional raw material inventories purchased for orders scheduled for delivery later in 2017.

Net cash inflow from investment activities was NOK 35 million for the first quarter 2017, compared to an outflow of NOK 30 million in the corresponding quarter in the prior year. The increase is mainly related to the sale of the subsidiaries Limes Mobil GmbH and ViaCon Georgia in first quarter 2017.

Net cash outflow from financing activities was NOK 72 million for the first quarter 2017, compared to NOK 41 million for the first quarter 2016. The increase is mainly related to buy-out of non-controlling interests and payments for acquired shares (Saferoad Europe GmbH, FLA Geoprodukter AB and Nordic Culvert AB) in first quarter 2017.

### Financial items

Net financial expense amounted to NOK 57 million in first quarter 2017, compared to NOK 86 million in the corresponding period 2016.

Financial income was NOK 3 million lower in first quarter of 2017 compared to the corresponding period in the prior year. Financial expenses increased by NOK 6 million from NOK 61 million in first quarter 2016 to NOK 67 million in first quarter 2017. The increase is mainly explained by the following factors:

- Interest expense decreased by NOK 23 million from NOK 52 million to NOK 29 million. The main reason for the reduction was the conversion of the shareholder loans to equity in fourth quarter 2016 and swap interest expenses in first quarter 2016 not present in the first quarter 2017.
- Other financial expenses increased by NOK 30 million from NOK 8 million in the first quarter 2016 to NOK 38 million in first quarter 2017. The increase is mainly explained by bank fees from prior periods that were expensed in the first quarter as a consequence of a planned refinancing in connection with the intended listing on the Oslo Stock Exchange and increases in estimated payments to minority shareholders in certain subsidiaries triggered by the intended IPO.

In connection with the intended listing on the Oslo Stock Exchange, the existing loan facilities of the Group will be refinanced by new senior facilities. As a result of the refinancing, the Group expects that the Group's interest expense going forward will be significantly reduced compared to previous periods. The refinancing and reduced leverage of the Group is further believed to add flexibility in potential future acquisitions and investments.

The net foreign exchange gain was NOK 8 million in first quarter 2017 compared to a loss of NOK 30 million in first quarter 2016. The exchange gains and losses arise from entities holding Group internal and external monetary positions in currencies different from the entity's functional currency.

In the first quarter of 2017, the main currencies strengthened against the NOK resulting in currency gains on group internal short term financing denominated in the subsidiary functional currency, and unrealised gains on external financing denominated in NOK in Swedish holding companies. This compares to first quarter 2016 when main currencies weakened against the NOK, driving net currency losses for the Group.

5) Operational working capital consist of inventories, trade receivables and accounts payable

## Outlook

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The market outlook for the Group looks promising for the years ahead. Government spending to build, maintain and upgrade the road infrastructure is an important growth driver for the Group. Furthermore, the EU committed additional funds to transport infrastructure investments. The total road spend in Saferoad's addressed markets is, on average, projected to grow 5-6 per cent annually in real terms over the next few years. This is driven by increasing road traffic volumes, higher safety focus and government and EU efforts to reduce the existing maintenance lag on road networks across Europe.

The Group is well-positioned to capture growth with strong market positions in key markets, a competitive product portfolio and an extensive sales and service network. In addition, the Group has a wide set of tangible operational improvement initiatives to ensure that it remains competitive and improves the quality of earnings.

The mid-term financial targets for Saferoad are to achieve an average annual revenue growth of five per cent and to increase the EBITDA margin towards the 10 per cent level. With a strong market outlook and the available operational improvement initiatives, the Group has confidence in its ability to meet these targets.

## Events after the balance sheet date

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In April 2017, the Group acquired the remaining shares (40 per cent) in SIA ViaCon Latvija in the Road Infrastructure segment.

On 2 May 2017, the Group published its intention to launch an Initial Public Offering (IPO) and to apply for a listing on the Oslo Stock Exchange. The application was sent to the Oslo Stock Exchange on 10 May 2017.

On 2 May 2017, a share split was adopted. The shares were split in a ratio 1:20. The share capital after the split consists of 20 000 000 shares at nominal value NOK 0.10 per share.

On 3 May 2017, the parent company of Saferoad Group, Cidron Triangle AS, converted to a public limited company and subsequently changed name to Saferoad Holding ASA.

On 5 May 2017, the Group has entered into an agreement to acquire the remaining shares (40 per cent) in ViaCon Baltic. The shares will be transferred in three equal tranches in 2017, 2018 and 2019. The agreement is subject to approval from competition authorities.

On 10 May 2017, the Group announced the terms of the IPO and that the prospectus prepared in connection with the IPO had been approved by the Financial Supervisory Authority of Norway (Nw.: Finanstilsynet).

On 11 May 2017, the Group published the IPO prospectus and the bookbuilding period and the application period in the IPO commenced.

Oslo, 14 May 2017

The Board of Saferoad Holding ASA



Financial statements  
and notes to the  
financial statements

# Financial statements (unaudited)

## Condensed statement of comprehensive income

NOK million	Q1 2017	Q1 2016	2016
<b>Total operating revenue</b>	<b>921</b>	930	5 764
Cost of goods sold	(514)	(531)	(3 337)
Personnel costs	(278)	(285)	(1 192)
Other operating costs	(181)	(166)	(788)
<b>Total operating cost</b>	<b>(974)</b>	(982)	(5 317)
<b>EBITDA</b>	<b>(53)</b>	(52)	447
Depreciation and impairment	(37)	(40)	(167)
<b>EBITA</b>	<b>(90)</b>	(92)	280
Amortisation and impairment	(16)	(21)	(390)
<b>EBIT</b>	<b>(106)</b>	(113)	(110)
Financial income	2	5	24
Financial expenses	(67)	(61)	(256)
Net exchange rate gain (loss)	8	(30)	(97)
<b>Net financial income (expense)</b>	<b>(57)</b>	(86)	(330)
<b>Income (loss) before tax</b>	<b>(162)</b>	(200)	(440)
Income taxes	32	34	1
<b>Net income (loss)</b>	<b>(130)</b>	(165)	(439)
<b>Items to be reclassified to profit/loss in subsequent periods</b>			
Exchange difference on translation of foreign operations	11	(22)	34
<b>Items not to be reclassified to profit/loss in subsequent periods</b>			
Remeasurement of net defined benefit liability	0	0	(4)
Other comprehensive income, net of tax	11	(22)	30
<b>Total comprehensive income</b>	<b>(119)</b>	(187)	(409)
<b>Profit/(loss) attributable to:</b>			
Equity holders of the parent company	(121)	(163)	(460)
Non-controlling interests	(10)	(2)	21
	<b>(130)</b>	(165)	(439)
<b>Total comprehensive income attributable to:</b>			
Equity holders of the parent company	(114)	(180)	(418)
Non-controlling interests	(5)	(7)	9
	<b>(119)</b>	(187)	(409)
Average number of shares <sup>1)</sup>	20 000 000	20 000 000	20 000 000
EPS (Earnings per share) in NOK (basic and diluted)	(6)	(8)	(23)

1) After share split adopted on 2 May 2017

## Condensed statement of financial position

NOK million	31.03.2017	31.03.2016	31.12.2016
<b>Assets</b>			
Total intangible assets	1 528	1 927	1 524
Total fixed assets	908	960	934
Other non-current assets	89	55	57
Total non-current assets	2 524	2 943	2 515
Inventories	1 118	979	910
Trade receivables	640	661	844
Other receivables	312	312	220
Cash and cash equivalents	153	325	329
Total current assets	2 223	2 277	2 302
Total assets	4 747	5 219	4 818
<b>Equity and liabilities</b>			
Share capital	2	0	2
Other equity	854	596	968
Non-controlling interests	245	251	252
Total equity	1 101	847	1 222
Provisions	58	65	56
Non-current liabilities	1 983	2 941	1 950
Total non-current liabilities	2 041	3 007	2 006
Accounts payables	508	533	496
Other current liabilities	1 097	833	1 093
Total current liabilities	1 605	1 366	1 589
Total shareholders' equity and liabilities	4 747	5 219	4 818

## Consolidated statement of changes in equity

NOK million	Share capital	Share premium	Other paid in capital <sup>1)</sup>	Currency translation reserve	Other equity	Total	Non controlling interest	Total equity
Equity at 31.12.2016	2	1 160	352	(172)	(372)	970	252	<b>1 222</b>
Dividends to non controlling interests							(2)	<b>(2)</b>
Profit/(loss) for the period					(121)	(121)	(10)	<b>(130)</b>
Exchange difference on translation of foreign operations				6		6	5	<b>11</b>
Total comprehensive income for the period	0	0	0	6	(121)	(114)	(5)	<b>(119)</b>
Equity at 31.03.2017	2	1 160	352	(165)	(492)	856	245	<b>1 101</b>

NOK million	Share capital	Share premium	Other paid in capital <sup>1)</sup>	Currency translation reserve	Other equity	Total	Non controlling interest	Total equity
Equity at 31.12.2015	0	2 062	352	(218)	(1 420)	776	260	<b>1 036</b>
Dividends to non controlling interests							(2)	<b>(2)</b>
Profit/(loss) for the period					(163)	(163)	(2)	<b>(165)</b>
Exchange difference on translation of foreign operations				(17)		(17)	(5)	<b>(22)</b>
Total comprehensive income for the period	0	0	0	(17)	(163)	(180)	(7)	<b>(187)</b>
Equity at 31.03.2016	0	2 062	352	(235)	(1 583)	596	251	<b>847</b>

1) Shareholder contribution from 2008

## Consolidated statement of cash flows

NOK million	Q1 2017	Q1 2016	2016
<b>Cash flow from operations</b>			
Profit/loss before tax	(162)	(200)	(440)
Income tax paid	(9)	(17)	(69)
Profit from sale and disposal of tangible assets	(1)	(1)	(5)
(Gain)/loss on sale of subsidiaries	(17)	0	0
Net depreciation, amortisation and impairment	53	61	558
Impairment of other assets	6	1	3
Change in fair value of financial assets	0	(3)	(13)
Unrealised currency (gains)/losses	(8)	40	94
Interest income and other financial income	(2)	(1)	(7)
Interest costs and other financial expenses	67	61	253
Changes in inventory	(200)	(145)	(118)
Changes in trade receivable	201	174	(47)
Changes in accounts payable	9	64	50
Changes in other current receivables and liabilities	(65)	(134)	(15)
Net cash flow from operations	(127)	(101)	243
<b>Cash flow from investment activities</b>			
Interest received	2	1	7
Acquisition of subsidiaries	(4)	(20)	(23)
Purchase/production of fixed and intangible assets	(26)	(23)	(172)
Sale of subsidiaries	60	0	0
Proceeds from sale of fixed assets	3	5	13
Other changes	0	8	13
Net cash flow from investment activities	35	(30)	(162)
<b>Cash flow from financing activities</b>			
Proceeds from borrowings	4	18	22
Repayment of borrowings	(12)	(22)	(137)
Dividends to non-controlling interests	(2)	(2)	(17)
Buy-out of non-controlling interests and payments for acquired shares	(31)	0	0
Interest paid	(31)	(34)	(158)
Net cash flow from financing activities	(72)	(41)	(289)
Net increase in cash and cash equivalents	(164)	(172)	(208)
Effect of exchange rate differences on cash and cash equivalents	0	(11)	(34)
Cash and cash equivalents at beginning of the year	266	508	508
Cash and cash equivalents at the end of the period	102	325	266
Cash and cash equivalents at the end of the period in statement of financial position	153	325	329
Bank overdrafts at the end of the period in statement of financial position	(51)	0	(63)
Cash and cash equivalents at the end of the period in statement of cash flow	102	325	266

# Notes to the condensed consolidated financial statements

## Note 1 Company information

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Saferoad Holding ASA is a public limited company and the parent company of Saferoad Group. The Company is incorporated and domiciled in Oslo with its registered office, Enebakkveien 150, 0680 Oslo, Norway.

The legal structure of the Group was changed in 2016. A new company, Cidron Triangle AS, was established to serve as the parent company of the Group subsequent to the restructuring. Cidron Triangle S.à r.l. acquired shares in Saferoad Holding AB from minority shareholders in Saferoad Holding AB, resulting in Cidron Triangle S.à r.l. holding 100 per cent of the shares in Saferoad Holding AB. Cidron Triangle S.à r.l. contributed all its shares in Saferoad Holding AB to Cidron Triangle AS 12 December 2016 in exchange for newly issued shares in Cidron Triangle AS. As a result, Cidron Triangle AS was the new parent company of the Group from this date. Cidron Triangle AS

converted to a public limited company and changed name to Saferoad Holding ASA on 3 May 2017.

The Company has applied predecessor accounting to the restructuring and has accounted for the business combination under the pooling of interest method. The Company's consolidated financial statements are presented as if the Group, with Saferoad Holding ASA as the holding company, had always existed. As a consequence, the comparative financial information presented in this report is the historical financial information of the Saferoad Group. The new Group has changed its presentation currency from SEK to NOK in fourth quarter 2016. The change has been implemented retrospectively in accordance with principles in IAS 21, "The effects of changes in foreign exchange rates".

## Note 2 Accounting principles

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The interim accounts are presented in accordance with IAS 34 Interim Financial Reporting. The accounting principles adopted in the interim consolidated financial statements are consistent with those followed in the preparation of the Group's Annual Financial Statements for the year ended 31 December 2016.

Saferoad's accounting principles are presented in Note 2 Accounting principles in Saferoad's Financial Statements for 2016. As a result of rounding adjustments, the figures in one or more columns may not add up to the total of that column.



### Note 3 Options on remaining shares and earn outs on acquired shares

#### Options on shares and estimated future payments

Saferoad has entered into shareholder agreements with certain minority shareholders. Some of these shareholder agreements contain clauses regarding put and call options on the shares owned by the minority shareholders which can only be exercised under certain circumstances. When the put and call is considered to give a present ownership interest over the

non-controlling interest, non-controlling interest is not recognised. When the put and call is considered not to give a present ownership interest, full non-controlling interest is recognised, and also a financial liability for the present value of the redemption amount. Estimated future payments (discounted) per 31.03.2017 for the remaining shares in these companies are shown in the table below.

NOK million	31.03.2017	31.12.2016
Included in non-current liabilities	8	8
Included in other current liabilities	223	221
<b>Total estimated payments</b>	<b>231</b>	<b>229</b>

#### Changes in estimated payments

NOK million	31.03.2017	31.12.2016
Opening balance	229	226
Change in estimate existing obligations	8	20
Aquisitions in the year	0	0
Payment	(12)	0
Translation difference	6	(17)
<b>Closing balance</b>	<b>231</b>	<b>229</b>

#### Minority buy-out

Saferoad Holding Germany GmbH entered into a new shareholders' agreement in 2014 to acquire the shares from the remaining minority shareholder (5.6 per cent) in January 2017. The agreed price was EUR 1.95 million. EUR 1.30 million was paid out in January 2017. The rest of the payment (EUR 0.65

million) will be made in January 2019. In the consolidation Saferoad Europe GmbH and its subsidiary Saferoad RRS GmbH is reported as wholly owned subsidiaries from 2014 (no non-controlling interests) as the conclusion is that the new shareholders' agreement provides Saferoad with a present ownership interests in the share.

#### Future payments for acquired shares

The Group has the following estimated liabilities (earn outs and seller credit) related to acquired shares:

Company, NOK million	31.03.2017	31.12.2016
FLA Geoprodukter AB and Nordic Culvert AB	18	37
Stolper AS	5	8
Stolper Oy	1	0
<b>Total estimated payments</b>	<b>25</b>	<b>45</b>
<b>Classified as:</b>		
Non-current liabilities	13	21
Other current liabilities	12	24
<b>Total estimated payments</b>	<b>25</b>	<b>45</b>

## Note 4 Operating segment information

Segment performance is evaluated based on "underlying EBITDA and underlying EBITA" which deviates from EBITDA and EBITA derived from the consolidated financial statements. In the internal reporting, revenues and expenses are adjusted for items which management believes to be non-recurring, such as restructuring expenses, gains and losses (including transactions costs) from disposals of business, transaction costs from preparations of the Group for a potential change of ownership, impairment charges and other non-recurring items.

### Segment structure

The operating segments presented are the key components of Saferoad's business and the segment note follows the structure of internal reporting. The following operating segments have been identified: Road Safety Nordic, Road Safety Europe, Road Infrastructure and Other/Holding. The segments are managed as separate and strategic businesses and no operating segment has been combined for the purpose of segment reporting. Assets and liabilities are not included in the internal reporting.

### Road Safety Europe and Road Safety Nordic

The Road Safety segments offer road restraint systems (guard rails and bridge parapets), lighting columns and other traffic accommodation products and services (signs, work-zone protection and road marking) to contractors and road authorities

in the Nordics and rest of Europe.

### Road Infrastructure

Road Infrastructure offers a wide range of soil steel bridges, pipes, culverts, geosynthetics and water and sewage systems for road construction projects in Europe. The segment is divided in two geographical business regions, Road Infrastructure Nordic and Road Infrastructure Europe.

### Other/Holding

The Other/Holding segment consists of the unallocated costs associated with the Group's corporate administration, financial management and the elimination of inter-segment sales.

### Operating segment information

The reported measures of segment profit are EBITDA and EBITA. Saferoad's definition of EBITDA and EBITA may be different from other companies. Transfer prices between operating segments are on an arm's length basis in a manner similar to transactions with third parties. The following tables include information about Saferoad's operating segments and business areas. Depreciation and impairments related to excess values for fixed assets recognised at acquisition are not allocated to the segments but are shown below under 'Depreciation other' and 'Impairment other'. The elimination of inter-segment sales is included in 'Eliminations'.

NOK million	Q1 2017	Q1 2016	% change prior year quarter	2016
<b>Operating revenue underlying</b>				
Segment Road Safety Nordic	449	441	2 %	2 648
Segment Road Safety Europe	220	218	1 %	1 438
Other/Eliminations	(13)	(10)	(33 %)	(71)
Road Safety	656	650	1 %	4 015
Road Infrastructure Nordic	135	142	(5 %)	851
Road Infrastructure Europe	125	176	(29 %)	1 001
Other/Eliminations	(9)	(34)	75 %	(65)
Segment Road Infrastructure	252	283	(11 %)	1 787
Other/Holding	0	0	(55 %)	0
Eliminations	(4)	(4)	(20 %)	(38)
Operating revenue underlying	904	930	(3 %)	5 764
Adjustments <sup>1)</sup>	17	0	na	0
Operating revenue reported	921	930	(1 %)	5 764

1) Items which management believe to be non-recurring

NOK million	Q1 2017	Q1 2016	% change prior year quarter	2016
<b>Personnel cost underlying</b>				
Segment Road Safety Nordic	(173)	(171)	(1 %)	(741)
Segment Road Safety Europe	(43)	(47)	8 %	(201)
Other/Eliminations	0	0	(6 %)	1
Road Safety	(216)	(218)	1 %	(941)
Road Infrastructure Nordic	(28)	(29)	5 %	(117)
Road Infrastructure Europe	(29)	(28)	(4 %)	(116)
Other/Eliminations	(3)	(3)	1 %	(9)
Segment Road Infrastructure	(60)	(60)	1 %	(243)
Other/Holding	(7)	(6)	(23 %)	(30)
Eliminations	0	0	(7 %)	1
Personnel costs underlying	(282)	(283)	0 %	(1 212)
Classification adjustments <sup>2)</sup>	4	3	34 %	26
Adjustments <sup>1)</sup>	0	(4)	100 %	(5)
Personnel costs reported	(278)	(285)	2 %	(1 192)

1) Items which management believe to be non-recurring

2) External services are classified as Other operating costs in IFRS, but as Personnel costs in underlying figures

NOK million	Q1 2017	Q1 2016	% change prior year quarter	2016
<b>Other operating cost underlying</b>				
Segment Road Safety Nordic	(78)	(73)	(6 %)	(322)
Segment Road Safety Europe	(25)	(29)	12 %	(117)
Other/Eliminations	0	0	na	0
Road Safety	(103)	(102)	(1 %)	(439)
Road Infrastructure Nordic	(17)	(17)	(3 %)	(69)
Road Infrastructure Europe	(20)	(20)	(3 %)	(89)
Other/Eliminations	3	1	209 %	4
Segment Road Infrastructure	(35)	(36)	2 %	(154)
Other/Holding	(5)	(3)	(110 %)	(8)
Eliminations	0	0	na	2
Other operating costs underlying	(143)	(140)	(2 %)	(600)
Classification adjustments <sup>2)</sup>	(25)	(25)	0 %	(162)
Adjustments <sup>1)</sup>	(14)	(1)	na	(26)
Other operating costs reported	(181)	(166)	(9 %)	(788)

1) Items which management believe to be non-recurring

2) Freight charges are classified as Other operating costs in IFRS, but as Cost of goods sold in underlying figures

NOK million	Q1 2017	Q1 2016	% change prior year quarter	2016
<b>EBITDA underlying</b>				
Segment Road Safety Nordic	(19)	(22)	13 %	237
Segment Road Safety Europe	1	(5)	122 %	137
Other/Eliminations	0	0	na	0
Road Safety	(18)	(27)	34 %	374
Road Infrastructure Nordic	(9)	(7)	(16 %)	54
Road Infrastructure Europe	(18)	4	(604 %)	93
Other/Eliminations	0	(9)	100 %	(5)
Segment Road Infrastructure	(27)	(12)	(116 %)	142
Other/Holding/Eliminations	(12)	(8)	(51 %)	(38)
EBITDA underlying	(56)	(47)	(20 %)	478
Adjustments <sup>1)</sup>	4	(5)	165 %	(31)
EBITDA reported	(53)	(52)	(1 %)	447

1) Items which management believe to be non-recurring

NOK million	Q1 2017	Q1 2016	% change prior year quarter	2016
<b>EBITA underlying</b>				
Segment Road Safety Nordic	(40)	(42)	3 %	155
Segment Road Safety Europe	(4)	(13)	68 %	104
Other/Eliminations	0	0	na	0
Road Safety	(44)	(55)	19 %	259
Road Infrastructure Nordic	(10)	(8)	(15 %)	50
Road Infrastructure Europe	(24)	(3)	(785 %)	70
Other/Eliminations	0	(9)	101 %	(4)
Segment Road Infrastructure	(33)	(20)	(70 %)	116
Other/Holding/Eliminations	(12)	(8)	(52 %)	(38)
EBITA underlying	(90)	(83)	(9 %)	337
Unallocated depreciation <sup>2)</sup>	(3)	(4)	11 %	(15)
Impairment other <sup>2)</sup>	0	0	na	(11)
Adjustments <sup>1)</sup>	4	(5)	165 %	(31)
EBITA reported	(90)	(92)	2 %	280

1) Items which management believe to be non-recurring

2) Excess values not allocated to underlying business

## Note 5 Loans and other liabilities

NOK million	31.03.2017	31.03.2016	31.12.2016
<b>Non-current provisions</b>			
Pension liabilities	39	37	38
Other provisions	19	28	18
<b>Total non-current provisions</b>	<b>58</b>	<b>65</b>	<b>56</b>

NOK million	31.03.2017	31.03.2016	31.12.2016
<b>Non-current liabilities</b>			
Facility loan nominal amount	1 871	1 988	1 856
Capitalised loan fee facility loan	(2)	(40)	(32)
Shareholder loans	0	582	0
Estimated future payment acquired shares	13	2	21
Estimated future payment remaining shares	8	237	8
Financial leasing liabilities	39	43	40
Other non current interest bearing	15	19	14
Other non current non interest bearing	0	6	0
Deferred tax liabilities	39	102	43
<b>Non-current liabilities</b>	<b>1 983</b>	<b>2 941</b>	<b>1 950</b>

NOK million	31.03.2017	31.03.2016	31.12.2016
<b>Other current liabilities</b>			
Revolving credit facility	350	350	350
Other current liabilities to credit institutions	62	80	76
Facility loan	43	32	43
Financial leasing	19	20	19
Estimated future payment acquired shares	12	20	24
Estimated future payment remaining shares	223	0	221
Current tax liabilities	8	30	10
Public duties	93	44	68
Other current liabilities	288	257	283
<b>Total other current liabilities</b>	<b>1 097</b>	<b>833</b>	<b>1 093</b>

Net interest bearing debt has been calculated as follows:

NOK million	31.03.2017	31.03.2016	31.12.2016
<b>Net interest bearing debt</b>			
Facility loans (including RCF)	2 262	2 331	2 217
Shareholder loans	0	582	0
Leasing	58	63	59
Other interest bearing debt	89	105	101
<b>Total interest bearing debt</b>	<b>2 409</b>	<b>3 082</b>	<b>2 377</b>
Cash and cash equivalents	153	325	329
<b>Net interest bearing debt</b>	<b>2 256</b>	<b>2 757</b>	<b>2 048</b>

## Note 6 Other commitments and contingencies

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The Group may from time to time be involved in legal proceedings. While acknowledging the uncertainties of litigation, the Group is of the opinion that, based on the information currently available, these matters will be resolved without any material adverse effect individually or in aggregate on the Group's financial position. For legal disputes where the Group assesses it probable (more likely than not) that an economic outflow will be required to settle the obligation, provisions have been made based on management's best estimate.

In June 2015, the Danish Competition Council found Eurostar Denmark A/S, a company within the Group, non-compliant with the Danish and EU competition law by having engaged in joint bidding via a consortium with LKF Vejmarkering A/S in a tender for road marking in Denmark. Prior to entering the joint bidding consortium, Eurostar Denmark A/S sought legal advice, which stated that such a joint bidding consortium did not infringe

applicable competition law. The decision was contested by Eurostar Denmark A/S and appealed to the Danish Competition Appeals Tribunal, which upheld the decision in April 2016. Eurostar Denmark has appealed the decision from the Danish Competition Council and brought the case before the Danish Maritime and Commercial High Court where it is currently pending. The trial will most likely be held in 2018. Additional disclosures of information as required by IAS 37 regarding this case is not made, due to the ongoing proceedings.

In total 13 members of the company's management, and certain other employees, are entitled to bonuses in connection with the listing on the Oslo Stock Exchange. Total estimated cost for the bonuses (including employer's contribution tax and social costs) is approximately NOK 40 million. The transaction bonus is payable by the company upon completion of the offering and has not been provided for as of 31 March 2017.

## Note 7 Business combinations and changes in the Group structure

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In January 2017, the Saferoad subsidiary OY ViaCon AB acquired Solcon Oy in Finland from Pekka Salmenhaara for a total estimated price of EUR 0.7 million for 100 per cent of the shares, for a cash consideration. The acquisition will broaden the product range and is expected to improve ViaCon's position within its niche in the Finnish market. The initial accounting for the acquisition recognises a goodwill of EUR 0.4 million, reflecting expected synergies from the acquisition. The company is included in the Road Infrastructure segment, in the Nordic region, from January 2017. Solcon Oy had in 2016 operating revenues of EUR 1.6 million and an EBITDA of EUR 0.3 million.

In January 2017, the Saferoad subsidiary Limes Mobil GmbH, a part of the Road Safety Europe segment, was sold. The initial purchase price is calculated to EUR 2 million, and the gain from the sale is estimated to EUR 1.9 million. The gain is included in total operating revenue. In addition to the purchase price of EUR 2 million, the buyer repaid Limes Mobil GmbH's loan from

the Group of EUR 5.2 million, at the transaction date. Thus, the total cash consideration was EUR 7.2 million, whereof EUR 0.4 million is an escrow amount.

In December 2016, the Group signed an agreement to acquire a company within the Road Infrastructure segment, the European unit. The estimated total purchase price is approximately NOK 40 million. For 2016, estimated turnover for the company is NOK 104 million and estimated EBITDA NOK 7 million. The company has a strong position in the geosynthetics market and is also active in the corrugated steel market. Final consummation of the agreement, planned within first half of 2017, is subject to satisfactory due diligence and approval from anti-competition Authorities. The agreement has a walkaway clause, which provides the Group the right to exit the agreement contingent the payment of a fee. These processes are not completed, a purchase price allocation is not finalised, and an initial accounting of the acquisition is thus currently not prepared.

## Note 8 Related parties

The Group has the following transactions with shareholders, associated companies or companies that can be considered

related to members of the Board of Directors or leading executives.

NOK million	31.03.2017	2016
<b>Profit and loss:</b>		
Sales to related parties	0	0
Purchases from related parties	2	9
Interest expense shareholder loans	0	66
<b>Balance sheet:</b>		
Loans to related parties	0	0
Receivables	16	11
Payables	0	0
Shareholder loan	0	0
Loans from other related parties	12	11

## Note 9 Events after the balance sheet date

In April 2017, the Group acquired the remaining shares (40 per cent) in SIA ViaCon Latvija in the Road Infrastructure segment.

On 2 May 2017, the Group published its intention to launch an Initial Public Offering (IPO) and to apply for a listing on the Oslo Stock Exchange. The application was sent to the Oslo Stock Exchange on 10 May 2017. In connection with the intended listing on the Oslo Stock Exchange, the existing loan facilities of the Group will be refinanced by new senior facilities. In case of a breach of a covenant or any other undertaking there is a remedy period wherein Saferoad's owner, Cidron Triangle S.à r.l., has issued a guarantee of NOK 300 million to support the company. This guarantee terminates in connection with the refinancing.

On 2 May 2017, a share split was adopted. The shares were split in a ratio 1:20. The share capital after the split consists of 20 000 000 shares at nominal value NOK 0.10 per share.

On 3 May 2017, the parent company of Saferoad Group, Cidron Triangle AS, converted to a public limited company and subsequently changed name to Saferoad Holding ASA.

On 5 May 2017, the Group has entered into an agreement to acquire the remaining shares (40 per cent) in ViaCon Baltic. The shares will be transferred in three equal tranches in 2017, 2018 and 2019. The agreement is subject to approval from competition authorities.

On 10 May 2017, the Group announced the terms of the IPO and that the prospectus prepared in connection with the IPO had been approved by the Financial Supervisory Authority of Norway (Nw.: Finanstilsynet).

On 11 May 2017, the Group published the IPO prospectus and the bookbuilding period and the application period in the IPO commenced.

Beyond this, there were no significant events for the Group after the balance sheet date.

## Alternative performance measures (APMs)

APMs are used by Saferoad for annual and periodic financial reporting to provide a better understanding of the company's underlying financial performance for the period. Underlying revenue, underlying EBITDA and Underlying EBITA is also used by management to drive performance in terms of target setting. These measures are adjusted IFRS measures defined, calculated and used in a consistent and transparent manner over time and across the company where relevant.

Operational measures such as volumes, prices and currency effects are not defined as APMs. Saferoad focuses on Underlying EBITDA and Underlying EBITA in the discussions of periodic operating results for the segments and for the Group.

Each of the following APMs has been defined by the Group as follows:

- **Underlying revenue** is defined as reported operating revenue adjusted for material items such as gains from divestments of businesses, as well as other major effects of a special nature.
- **EBITA** is defined as operating profit (loss) before interests, income tax and amortisation.
- **Underlying EBITA** is defined as EBITA adjusted for material items which are not regarded as part of underlying business performance for the period, such as costs related to acquisitions and divestments, major restructuring costs and closure costs, major impairments of property, plant and equipment, depreciations of excess values of tangible assets, effects of disposals of businesses and operating assets, as well as other major effects of a special nature.
- **EBITDA** is defined as operating profit (loss) before interests, income tax, depreciation and amortisation.
- **Underlying EBITDA** is defined as EBITDA adjusted for material items which are not regarded as part of underlying business performance for the period, such as costs related to acquisitions and divestments, major restructuring costs and closure costs, major impairments of property, plant and equipment, effects of disposals of businesses and operating assets, as well as other major effects of a special nature.
- **Underlying net income** is defined as net income adjusted for material items which are not regarded as part of underlying business performance for the period, such as costs related to acquisitions and divestments, major restructuring costs and closure costs, major impairments of property, plant and equipment, depreciations of excess values of tangible assets, effects of disposals of businesses and operating assets, as well as other major effects of a special nature.



NOK million	Q1 2017	Q1 2016	2016
Operating revenue reported	921	930	5 764
Items excluded from operating revenue underlying	(17)	0	0
Operating revenue underlying	904	930	5 764
EBITDA reported	(53)	(52)	447
Items excluded from EBITDA underlying	(4)	5	31
EBITDA underlying	(56)	(47)	478
EBITA reported	(90)	(92)	280
Items excluded from EBITA underlying	0	9	57
EBITA underlying	(90)	(83)	337
Amortisation and impairment	(16)	(21)	(390)
Net financial income (expense)	(57)	(86)	(330)
Tax	32	34	1
Net income (loss) underlying	(130)	(156)	(382)
Items excluded from Net income (loss) underlying	0	(9)	(57)
Net income (loss) reported	(130)	(165)	(439)
<b>Specification of items excluded from underlying revenue, EBITDA, EBITA and Net income</b>			
(Gains)/losses on divestments	(17)	0	0
Items excluded from operating revenue underlying	(17)	0	0
(Gains)/losses on divestments	(17)	0	0
Transaction cost	13	1	22
Restructuring charges and closure costs	0	4	8
Other effects	1	0	0
Items excluded from EBITDA underlying	(4)	5	31
Other effects	0	0	0
Depreciation Excess values	3	4	15
Impairment charges	0	0	11
Items excluded from EBITA/ Net income underlying	0	9	57
Road Safety	(17)	4	9
Nordic	1	4	4
Europe	(17)	0	5
Other	0	0	0
Road Infrastructure	0	0	0
Nordic	0	0	0
Europe	0	0	0
Other	0	0	0
Holding, other	17	5	49
Items excluded from EBITA/ Net income underlying	0	9	57

- **(Gains) losses on divestments** in Q1 2017 relate to the sale of Limes Mobil GmbH.
- **Transaction costs** relate to the Group preparations for a potential change of ownership.
- **Restructuring charges** and closure costs relate to redundancy and other restructuring cost.
- **Depreciation of excess values** is related to acquisitions.
- **Impairment charges** relate to significant write-downs of assets or groups of assets to estimated recoverable amounts in the event of an identified loss in value. Gains from reversal of impairment charges are simultaneously excluded from underlying results.
- **Other effects** include adjustment for costs related to fire damages in a production hall in Norway. 2016 include legal cost in relation to the anti-trust case in Denmark.



**Our purpose is to make life on the road safer.** Saferoad has an extensive offering of high-quality safety products and services covering a broad spectrum of the value chain.

With some 2 700 employees in more than 20 countries, Saferoad is the leading provider of road safety and infrastructure solutions in Europe.

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