



CBTT

A TECHNICAL TRADE COMPANY

AGENDA



- This is Christian Berner Tech Trade
- Our markets
- Our business areas
- How we create value for our customers
- Strategically important initiatives
- Financial information
- Time for questions

ONE OF THE LEADING TECHNICAL TRADE COMPANIES IN THE NORDIC REGION



– STRATEGIC PARTNER AND CONSULTANT SINCE 1897





OUR BUSINESS IDEA

Christian Berner Tech Trade offers technical solutions, products and services to companies and public sector businesses in the Nordic countries.

We make our customers more competitive and simplify their daily activities through needs assessment analyses, consultations, services and development work.

Our competitive edge is our highly technical skills, our service level and our security of supply.

WE IMPROVE ENVIRONMENTS THAT AFFECT MANY PEOPLE



Sustainable products

New products from renewable sources, by-product processing and recovery of discarded materials.



Sustainable production

Reduced energy consumption, less waste, increased accessibility and longer product life.

Quiet environments

Quiet and vibration-free environments achieved by insulating vibration, structure-borne sound, impact sound and noise.

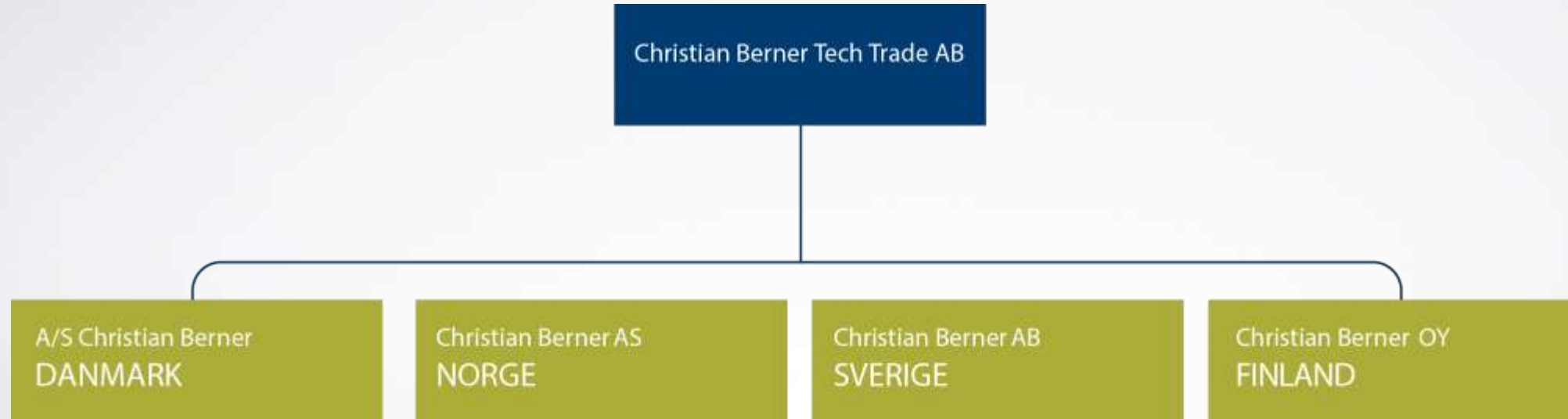


Clean water

Bacteria-free drinking water for millions of users.



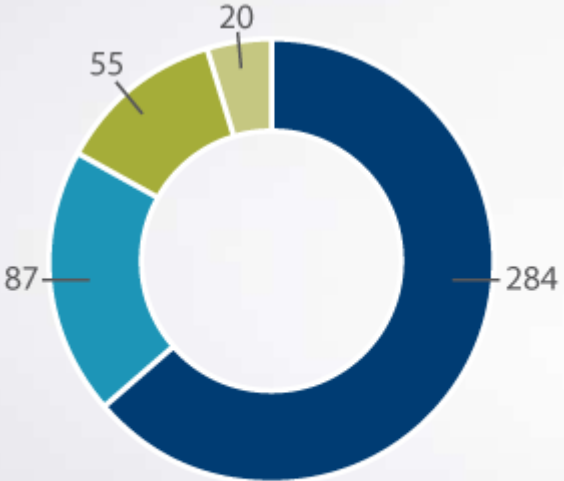
120 EMPLOYEES IN THE NORDIC COUNTRIES



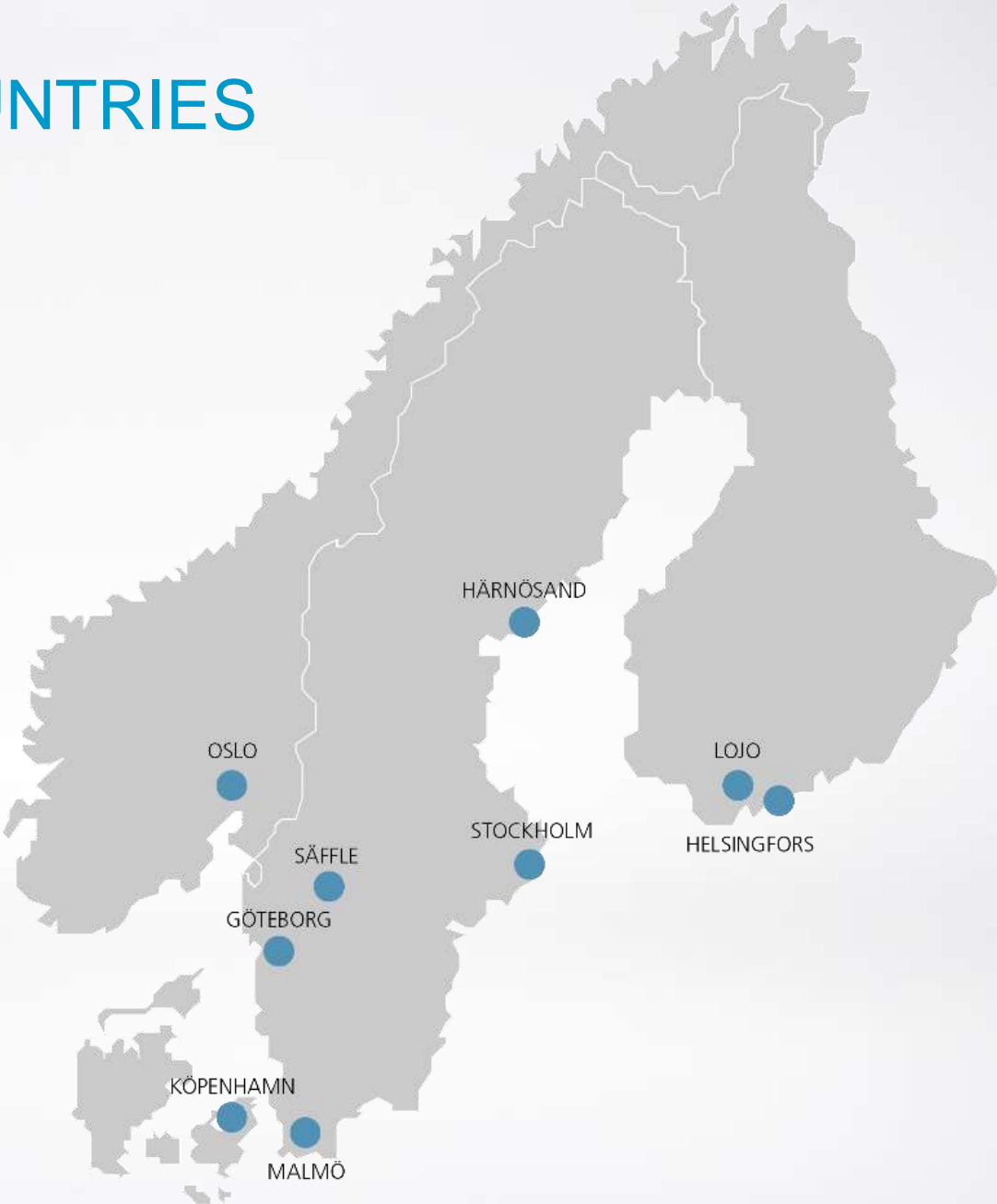
MARKET: THE NORDIC COUNTRIES



TURNOVER PER MARKET
YEAR 2015, mSEK



- Sweden, 64%
- Norway, 20%
- Finland, 12%
- Denmark, 4%





OUR BUSINESS AREAS

Christian Berner Tech Trade acts as a strategic partner and consultant for the sales of technical products and systems. Our activities are divided into two business areas: Materials Technology and Process & Environment.

MATERIALS TECHNOLOGY

- Technical Plastics
- Vibration Technology

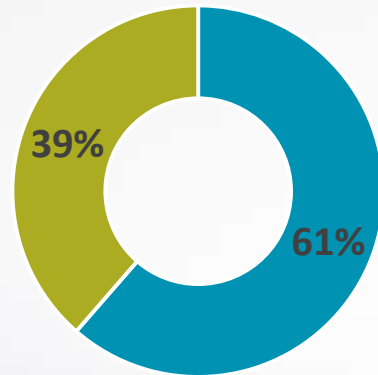
PROCESS & ENVIRONMENT

- Instruments & Analysis
- Disinfection Systems
- Packaging & Filling
- Powder & Drying Technology
- Fluid Technology
- Pumps
- High-pressure pumps
- Filter Technology
- Steam, Gas & Energy
- Paper Technology

TURNOVER AND EBITDA PER BUSINESS AREA 2015

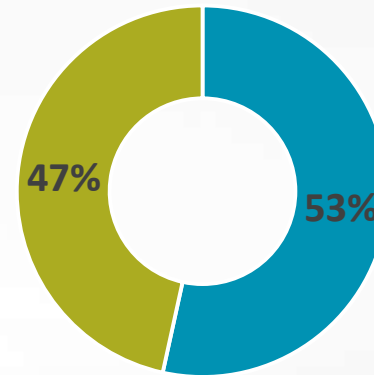


PERCENTAGE TURNOVER PER
BUSINESS AREA



■ Process & Environment ■ Materials Technology

PERCENTAGE EBITDA PER
BUSINESS AREA

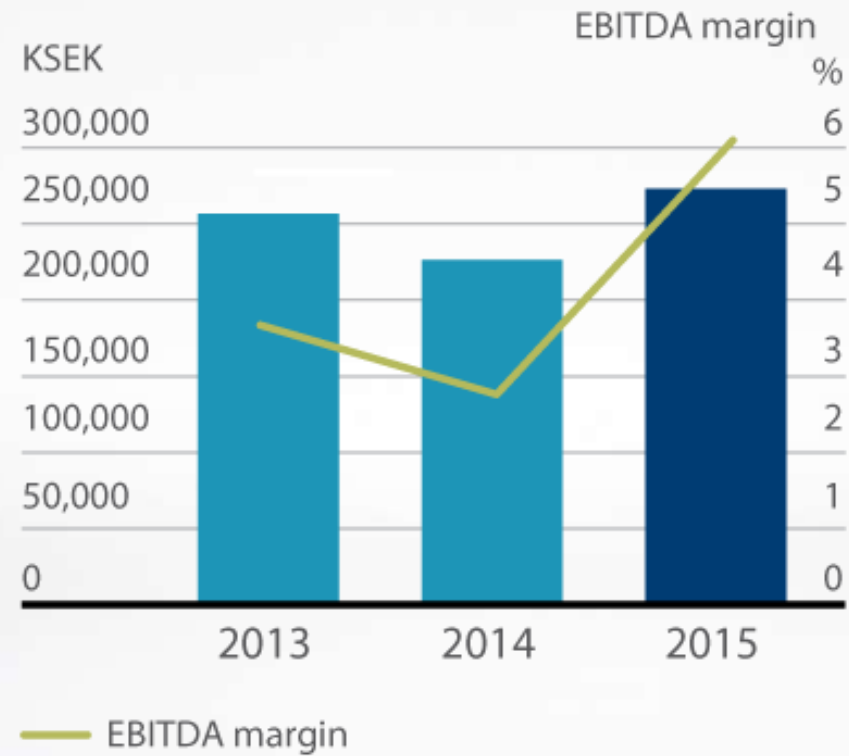


■ Process & Environment ■ Materials Technology

BUSINESS AREA PROCESS & ENVIRONMENT



PROCESS & ENVIRONMENT REVENUE 2013–2015



BUSINESS AREA PROCESS & ENVIRONMENT



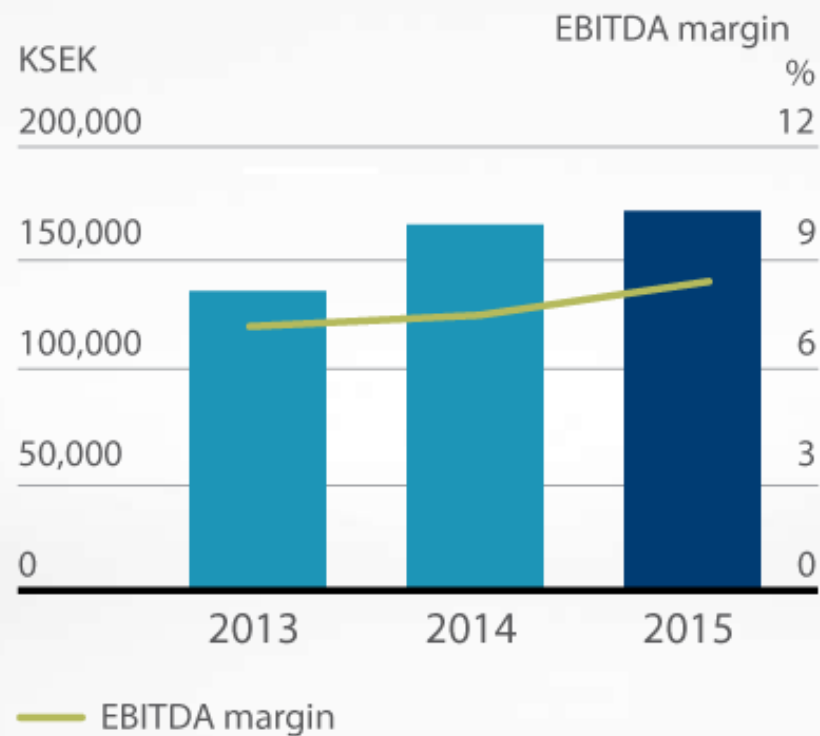
- More renewable fuel in Finland
- Tailored quality solution for a new factory in Norway



BUSINESS AREA MATERIALS TECHNOLOGY



MATERIALS TECHNOLOGY REVENUE 2013–2015



BUSINESS AREA MATERIALS TECHNOLOGY

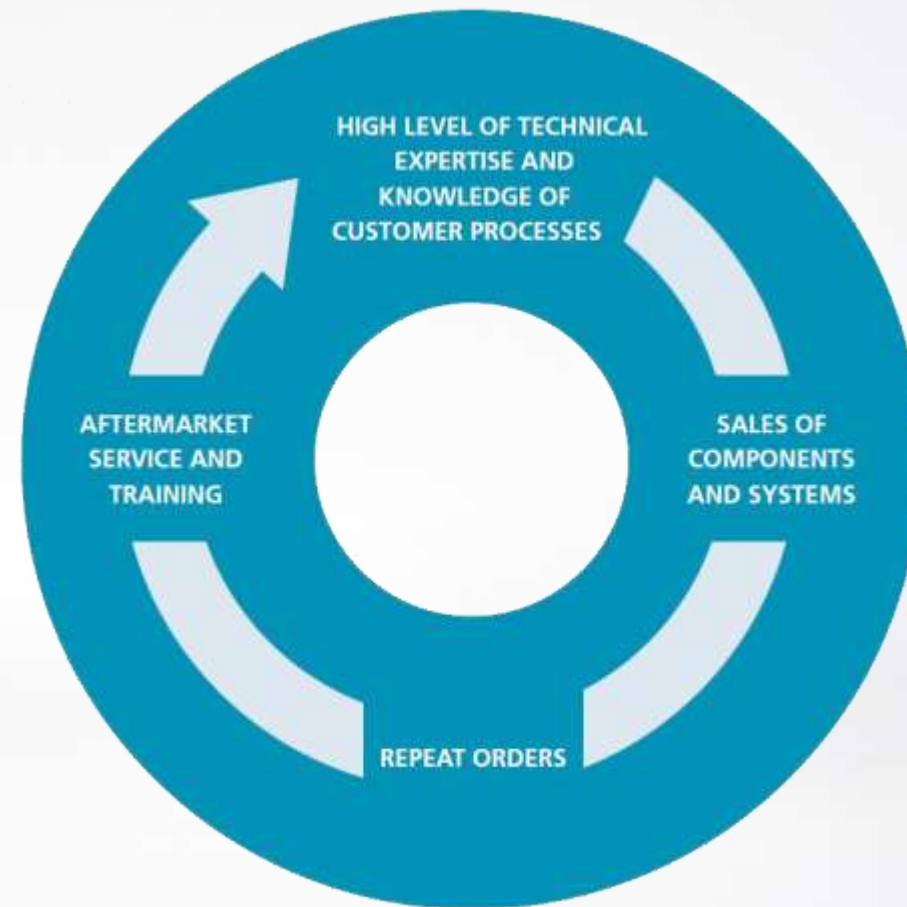


Quieter trams in
Gothenburg



Safer and cheaper biogas
production

HOW WE CREATE VALUE FOR OUR CUSTOMERS



INCREASE IN ADDED VALUE SALES

- Educational and informational efforts
- Developing our offerings – benefiting from the Group's know-how
- Goals for the initiative: Higher margins and larger order volumes

Quality products

Consultation

Service

Installation

**System
solutions**

Processing

GROWTH STRATEGY

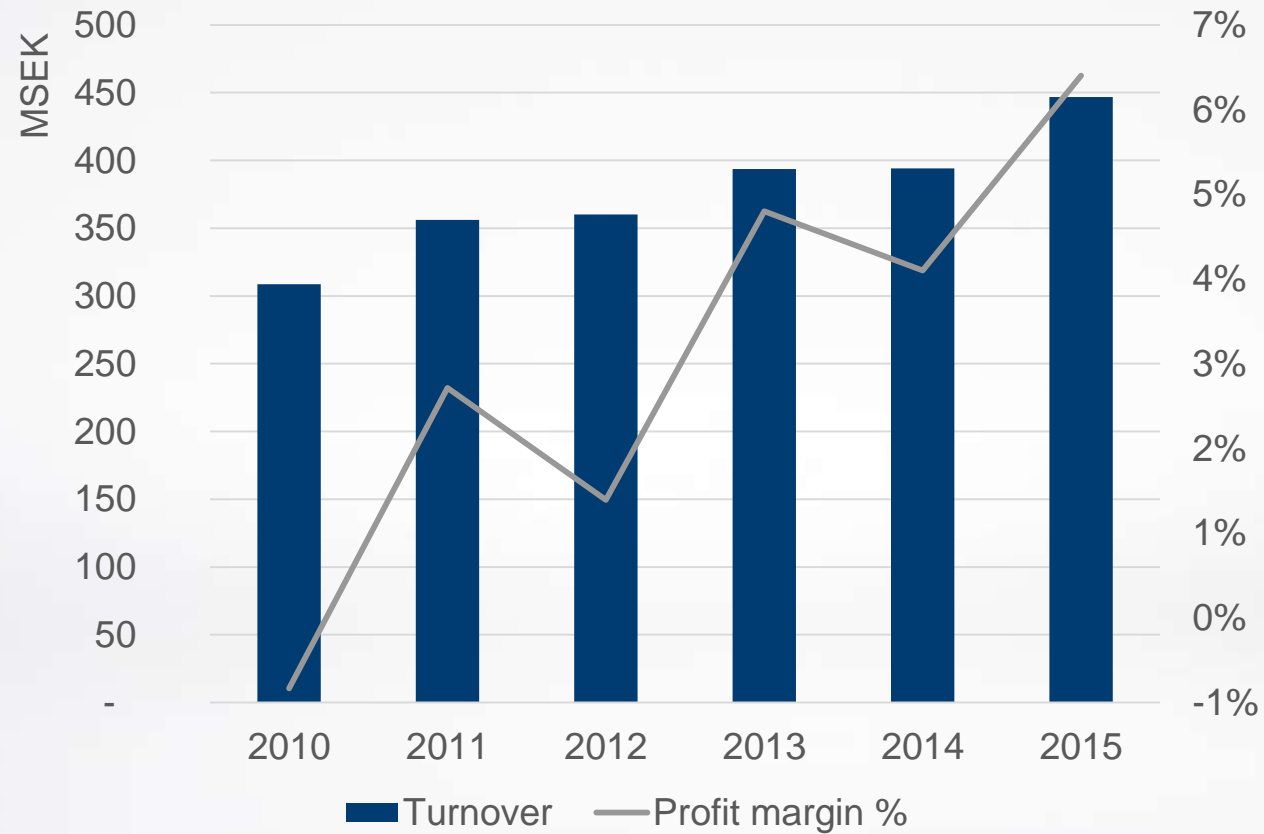
- To grow within new and existing product areas
- To develop our offerings, e.g. in terms of services
- Organic growth and acquired growth in the Nordic market





FINANCIAL INFORMATION

CBTT – TURNOVER AND PROFIT MARGIN %



SUMMARY OF Q1 2016



Orders received

Orders received increased to mSEK 107.7 (107.6) in the first quarter.

Total turnover

The total turnover in Q1 was mSEK 97.1 (105.1), a reduction of 8%.

Operating result before depreciations (EBITDA)

Increased by 13% to mSEK 6.4 (5.6).

EBITDA margin

Q1 2016: 6.6%

Q1 2015: 5.4%

PROFIT INCREASE FOR
Q1 2016

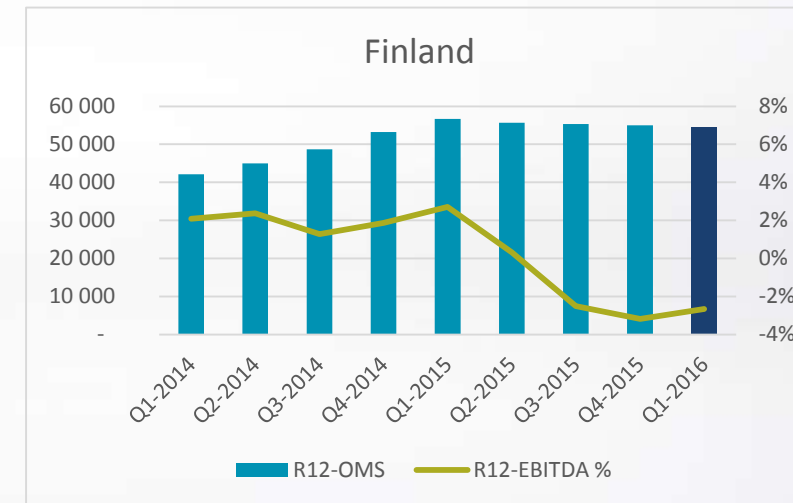
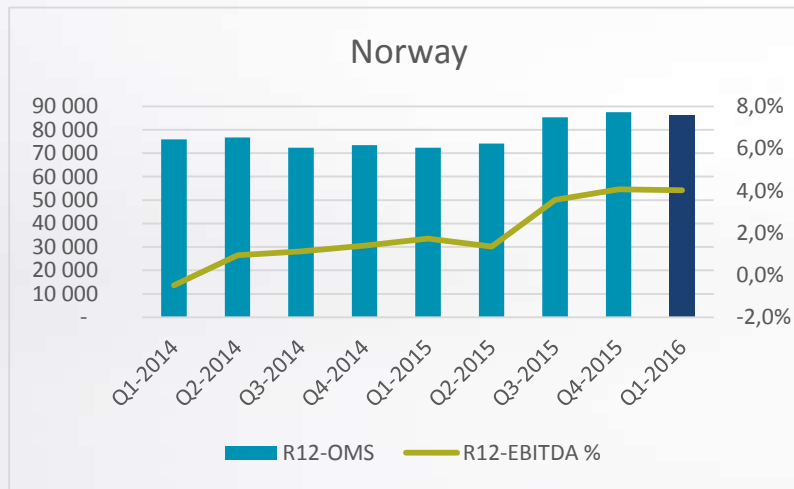
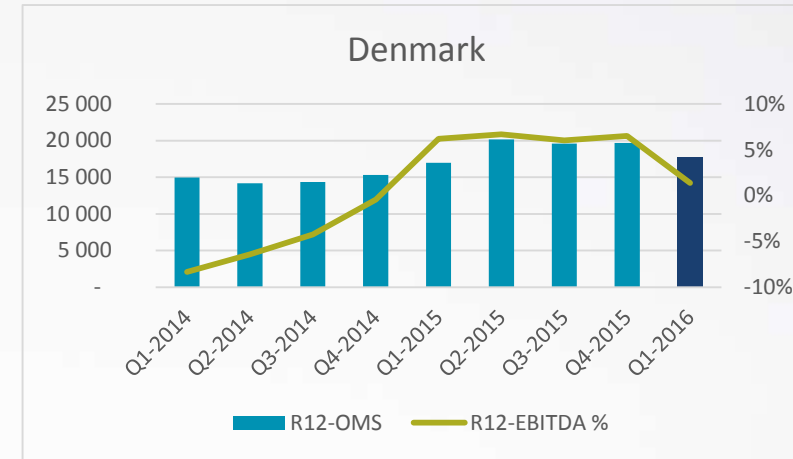
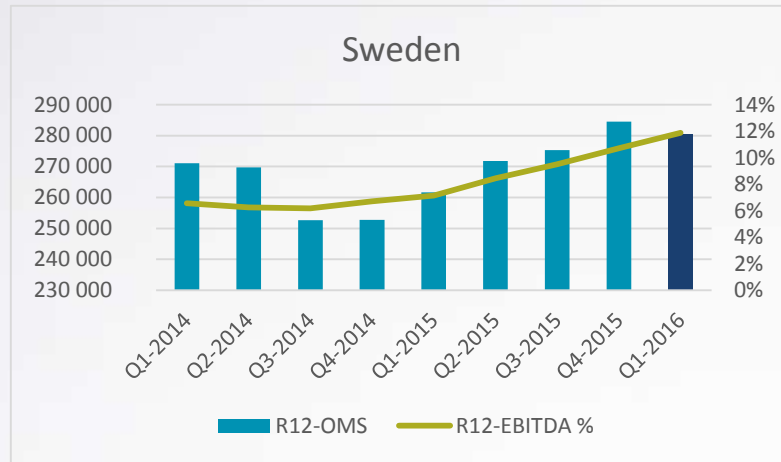
13%

KEY FIGURES FOR THE CBTT GROUP

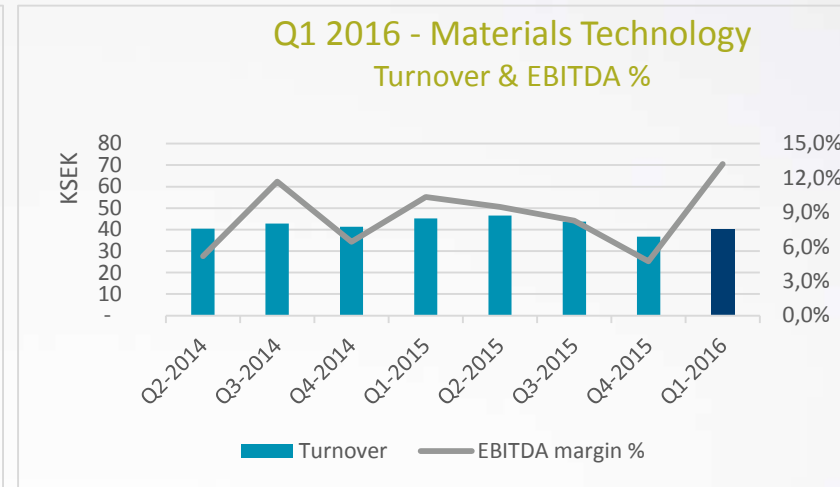
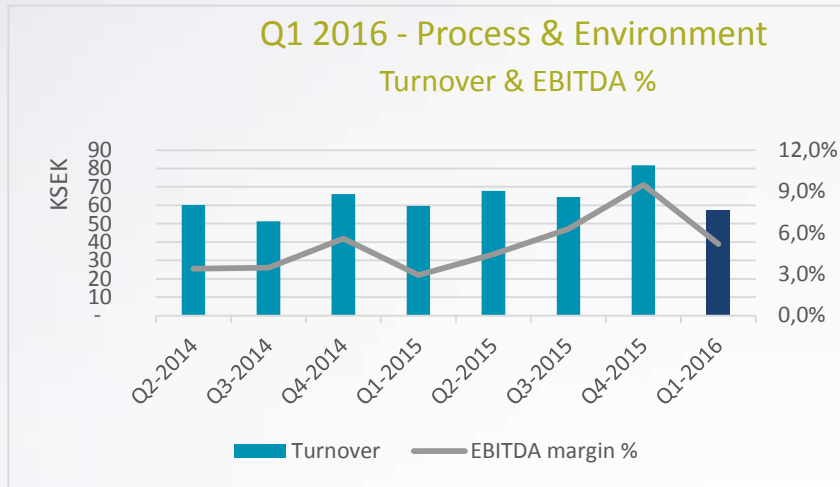


CBTT Group	2016-Q1	2015-Q1	2015
Turnover	97.1	105.1	446.7
Sales increase	-7.6%	13.0%	13.4%
EBITDA	6.4	5.6	28.6
EBITDA margin %	6.6%	5.4%	6.4%
Result per share	0.20	0.19	1.20
Return on equity	28.4%	20.6%	31.0%
Balance sheet total	169.1	161.3	174.8
Equity	90.0	72.7	86.2
Financial soundness	53.2%	45.0%	49.3%

SEGMENT DATA PER COUNTRY



SEGMENT DATA PER BUSINESS AREA



- Process & Environment had a turnover of mSEK 57.2 (59.7) and generated mSEK 3.0 (1.7) of the EBITDA result, which contributed 5.2% (2.9%) of the EBITDA margin, thanks to a more efficient sales organisation in Sweden.
- Materials Technology had a turnover of mSEK 39.9 (45.2). The result was mSEK 5.3 (4.7), an increase of just over 13%. The EBITDA margin remains very good in this business area and reached 13.2% (10.3%).

OWNERSHIP



Shareholders	Class A shares	Class B shares	Total number of shares	Capital %	Votes %
Christian Berner Invest AB	1,250,000	10,264,651	11,514,651	61.4%	75.9%
Ernström Kapital AB		2,295,455	2,295,455	12.2%	7.6%
Lannebo Micro Cap		2,045,455	2,045,455	10.9%	6.8%
AMF Aktiefond småbolag		650,000	650,000	3.5%	2.2%
Grenspecialisten förvaltning AB		246,000	246,000	1.3%	0.8%
Försäkringsaktiebolaget, Avanza Pension		208,167	208,167	1.1%	0.7%
Bo Söderqvist		200,000	200,000	1.1%	0.7%
Granit småbolag		160,000	160,000	0.9%	0.5%
Gerald Engström		140,000	140,000	0.7%	0.5%
Nordnet Pensionsförsäkring AB		125,229	125,229	0.7%	0.4%
Others		1,174,441	1,174,441	6.3%	3.9%
Total	1,250,000	17,509,398	18,759,398	100%	100%

- Shareholders: Approx. 300
- CEO: Bo Söderqvist
- Chair: Joachim Berner
- List: First North
- Sector: Industrial products
- Stock exchange value: Approx. mSEK 300
- Ticker: CBTT
- Next report: 17 Aug 2016
- Website: www.christianberner.com

TIME FOR QUESTIONS



PROFIT AND LOSS ACCOUNT



1 January - 31 December	2016-Q1	2015-Q1	2015
Net turnover	97.1	105.1	446.7
Cost of sales	-55.8	-66.1	-276.1
Gross turnover	41.3	39.0	170.6
Operating costs			
External costs	-10.7	-11.1	-39.5
Personnel costs	-24.2	-22.3	-102.5
Total operating costs	-34.9	-33.4	-142.0
EBITDA	6.4	5.6	28.6
Depreciation and amortisation of fixed assets	-1.1	-1.2	-4.5
Net financial result	0.0	0.0	0.0
Earnings before tax	5.3	4.4	24.1

BALANCE SHEET / ASSETS



1 January - 31 December	2016-Q1	2015-Q1	2015
Intangible fixed assets	7.3	8.6	7.6
Tangible fixed assets	10.2	11.0	10.5
Financial fixed assets	0.2	0.2	0.2
Deferred tax assets	3.6	0.0	3.6
Total fixed assets	21.3	19.8	21.9
Inventory	23.0	24.0	20.7
Short-term receivables	64.3	63.6	60.5
Liquid assets	60.5	53.9	71.7
Total current assets	147.8	141.5	152.9
TOTAL ASSETS	169.1	161.3	174.8

BALANCE SHEET / LIABILITIES EQUITY



	2016-Q1	2015-Q1	2015
Total equity	90.0	72.7	86.2
Total long-term liabilities	6.8	8.1	6.9
Liabilities to credit institutions	2.2	4.8	2.3
Advances from customers	2.8	1.1	3.7
Accounts payable	28.4	35.6	34.4
Tax liabilities	4.4	0.1	4.0
Other liabilities	11.2	10.7	11.9
Accruals and prepayments	23.3	28.2	25.4
Total short-term liabilities	72.3	80.5	81.7
TOTAL EQUITY AND LIABILITIES	169.1	161.3	174.8

CASH FLOW ANALYSIS



	2016-Q1	2015-Q1	2015
Operating result after adjustments	5.2	4.8	26.2
Increase / decrease Inventory	-2.3	-1.8	1.4
Increase / decrease Operating receivables	-3.7	-9.0	-5.0
Increase / decrease Operating liabilities	-9.9	13.1	13.2
Cash flow from ongoing activities	-10.7	7.1	35.8
Cash flow from investment activities	0.1	-0.2	-0.7
Cash flow from financial activities	-0.6	-1.2	-10.9
CASH FLOW FOR THE PERIOD	-11.2	5.7	24.2

- The total cash flow was mSEK -11.2 (5.7)
- The cash flow from ongoing activities prior to the adjustment of the working capital was mSEK 5.2 (4.8).
- Tax payments, bonus payments and accounts payable from Q4 that fell due contributed to a high outflow.



THANK YOU!