



# FIRST QUARTER

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SEPTEMBER 1, 2015 – NOVEMBER 30, 2015

**“Increased gross margin and healthy  
growth in core operations”**

**Dustin**

# Summary of first quarter of 2015/16

## First quarter

- Net sales for the quarter increased 2.7 per cent to SEK 2,124 million (2,068).
- Organic growth in fixed exchange rates was 2.5 per cent (12.0).
- Gross margin increased to 14.8 per cent (14.2).
- Operating profit amounted to SEK 87 million (69).
- Adjusted EBITA increased to SEK 105 million (97).
- Items affecting comparability totalled a negative SEK 2 million (neg: 11).
- Profit for the period amounted to SEK 77 million (31).
- Earnings per share, before and after dilution, including discontinued operations amounted to SEK 1.01 (0.48).
- Cash flow from operating activities amounted to SEK 199 million (neg: 69).
- Net debt in relation to adjusted EBITDA in the past 12-month period was 2.3 (2.8).

## Financial key ratios

SEK million	Q1 15/16	Q1 14/15	Q 2 14/15– Q1 15/16	Full-year 14/15
Net sales	2,123.6	2,067.5	7,989.5	7,933.5
Organic sales growth (%)	2.5	12.0	-	5.7
Gross margin (%)	14.8	14.2	14.2	14.1
Operating profit (EBIT)	86.8	68.8	236.0	218.0
Adjusted EBITA	104.8	96.9	361.3	353.5
Adjusted EBITA margin (%)	4.9	4.7	4.5	4.5
Profit for the period	76.9	31.5	170.4	125.0
Earnings per share, before and after dilution, (SEK)*	1.01	0.48	2.30	1.75
Cash flow from operating activities	199.0	-69.5	327.1	58.6
Net debt/adjusted EBITDA (multiple)	-	-	2.3	2.8
Return on equity (%)	-	-	12.3	9.4

\* In order to obtain comparability between the periods, the average number of shares has been recalculated based on historic figures.

# Increased gross margin and healthy growth in core operations

**Our online sales, which comprise the base of Dustin's operations, continued to perform positively and are contributing to an increasingly stronger position in the Nordic IT market. Healthy growth in the customer group SMB, combined with a more favourable product mix, as well as selective new sales to the public sector contributed to higher profitability during the quarter with an adjusted EBITA margin of 4.9 per cent.**

## **Stable trend in the B2B segment**

Organic growth in the B2B segment was 3.1 per cent during the first quarter. Growth in the customer group SMB was strong and in line with our long-term financial objective. In the customer group large companies and the public sector, we were more selective with respect to new sales, which had a negative impact on growth.

Given the generally continuing weak demand in the IT market, Dustin's sales trend confirms a robust business model and sustained strong market position. The trend of more companies choosing to make their IT purchases via online channels, and requesting advanced products and services to a greater extent, is beneficial to our business.

## **Focus on profitability in the B2C segment**

The B2C segment is a complement to Dustin's core B2B segment and accounted for 7 per cent of the total sales during the quarter. The competitive situation remained tough and sales fell 6.2 per cent compared with the year-earlier period. The strategy of continuing to prioritise profitability before volume remains unchanged and the segment margin increased to 2.9 per cent.

## **Integration for enhanced efficiency**

During the quarter, we initiated preparatory work to integrate the Finnish operation. We will be able to further strengthen our competitiveness, with an expanded offering via the online channel, by making the central platform accessible in the Finnish market. Work to standardise deliveries in services and solutions, as well as the initiative to increase pricing efficiency, has begun to generate visible results.

## **Step by step toward sustainable IT**

Sustainability is an important area for us and the entire industry. We recently published our first sustainability report, which focuses on five priority areas: responsible purchasing, reduced climate impact, responsible use of resources, business ethics and anti-corruption as well as equality and diversity. We have set ambitious targets and as a key player in the value chain, I am convinced that our continuous sustainability work will have a positive impact on the industry, and will strengthen our position and business in the long term.

## **Attractive financing offering**

In November, we consolidated the entire Nordic financing offering to the B2B market through a partnership agreement with De Lage Landen Finans. In conjunction with this, the lease portfolio in the financing operation was divested. The partnership agreement has now provided us with a complete financing offering to all our Nordic corporate customers.

All in all, we have an attractive position that will provide us with excellent prerequisites to continue to capture market shares in our addressable market, with high profitability.

Nacka, January 2016  
Georgi Ganev, CEO

# Financial overview

Income statement items and cash flows are compared with the year-earlier periods. Balance sheet items pertain to the position at the end of the period and compared with the year-earlier periods. The quarter pertains to September-November 2015.

## First quarter

### Net sales

Net sales for the quarter increased 2.7 per cent to SEK 2,124 million (2,068), primarily attributable to higher sales in the B2B segment. Organic growth in fixed exchange rates was 2.5 per cent (12.0).

### Gross profit

Gross profit increased by SEK 21 million, corresponding to 7.1 per cent, to SEK 315 million (294). The gross margin increased 0.6 percentage points to 14.8 per cent (14.2), mainly due to higher margins in the B2B segment in Sweden and Finland, primarily driven by an improved product mix. In Finland, the margin was positively impacted by the acquisition of Resolute, since the offering expanded in network services and security.

### Operating profit and adjusted EBITA

Operating profit amounted to SEK 87 million (69). The change compared with the year-earlier period was mainly due to the improved gross margin. In the past, operating profit included Financial Services. This operation was discontinued during the period, which is why operating profit attributable to Financial Services is reported separately. For further information pertaining to discontinued operation, please refer to chapter Divestment of lease operations and Note 3 Discontinued operations.

Adjusted EBITA increased 8.2 per cent to SEK 105 million (97) during the quarter. The adjusted EBITA margin improved to 4.9 per cent (4.7). Adjusted EBITA also includes operating profit from Financial Services. Items affecting comparability totalled a negative SEK 2 million (neg: 11) and are specified in Note 2 Items affecting comparability.

### Financial items

Financial expenses for the quarter were positive and amounted SEK 6 million (expense: 31) and financial income amounted to SEK 1 million (1). The financial expense item and other similar income statement items were impacted by a positive net currency effect of SEK 14 million (neg: 4) for the period. Financial expenses also declined following changes in the financing structure and improved terms pertaining to external financing.

### Taxes

The Group's effective tax rate for the quarter was 18.5 per cent, compared with 22.8 per cent in the year-earlier period. The lower tax rate for the quarter was attributable to increased tax deductions for costs in earlier periods.

### Profit for the period

Profit for the period amounted to SEK 77 million (31). Earnings per share, before and after dilution, including discontinued operations amounted to SEK 1.01 (0.48).

### Divestment of lease operations

The lease operations were discontinued during the period. The total sales proceeds amounted to SEK 308 million, of which the amount of sales proceeds received during the period totalled SEK 278 million. The remaining portion of the sales proceeds was received after the end of the period. In conjunction with the sale, external loans of SEK 174 million were repaid, entailing a net increase in cash and cash equivalents of SEK 104 million for the period, of which approximately half was attributable to an outstanding VAT debt. The total capital gains for the divestment amounted to SEK 1 million before tax.

### Net debt and cash and cash equivalents

Net debt includes non-current and current interest-bearing liabilities, as well as earned-out liabilities less receivables from financial leasing and cash and cash equivalents. Net debt amounted to SEK 848 million (1,231). The lower net debt compared with the year-earlier period was primarily attributable to changes in the financing structure in connection with the IPO.

The net debt for the quarter was reduced by SEK 156 million, primarily due to the divestment of the lease operation, improved working capital and higher earnings in the operations.

The net debt in relation to the adjusted EBITDA was 2.3 (2.8) measured over the past 12-month period.

In total, cash and cash equivalents amounted to SEK 255 million, an increase of SEK 224 million (31) for the quarter. There was also an unutilised overdraft facility totalling SEK 270 million at the end of the period.

SEK million	November 30, 2015	November 30, 2014	August 31, 2015
Non-current liabilities (excluding shareholder loans)	1,038.3	1,152.9	1,056.9
Current liabilities	-	107.9	40.9
Liabilities for financial leasing (short-term and long-term)	-	158.6	179.7
Acquisition-related liabilities	64.7	63.4	66.4
Cash and cash equivalents	-255.2	-31.3	-77.8
Receivables for financial leasing (short-term and long-term)	-0.2	-220.7	-262.7
<b>Net debt</b>	<b>847.7</b>	<b>1,230.7</b>	<b>1,003.4</b>

#### Cash flow

Cash flow recognised for the period amounted to SEK 179 million (neg: 103).

Cash flow from operating activities amounted to SEK 199 million (neg: 70), which was due to a decline of SEK 146 million (neg: 109) in working capital as a result of higher current liabilities mainly attributable to the VAT debt that arose in connection with the transfer of the lease operations. The change in working capital during the year-earlier period was negatively impacted by a low working capital at the beginning of the quarter.

Cash flow from investing activities amounted to SEK 203 million (neg: 33) and pertained to investments in tangible and intangible assets of a negative SEK 13 million (neg: 4), of which a negative SEK 7 million (neg: 2) refers to development costs for the IT platform ahead of the upcoming launch in Finland. Furthermore, investments in the Dustin pricing platform continued during the quarter. Cash flow from investing activities was also affected by the acquisition of operations of a negative SEK 24 million (neg: 26), the divestment of operations of SEK 225 million (-), and cash flow from lease operations totalling SEK 15 million (neg: 4). Acquisition of operations pertained to the acquisition of the subsidiary Commsec, and divestment of operations pertained to the purchase consideration received for the divestment of the lease operations. Cash flow from lease operations pertained to the period before the transfer of the lease operations.

Cash flow from financing activities amounted to a negative SEK 222 million (neg: 1), mainly attributable to the repayment of loans in connection with the sale of the lease operations.

#### Working capital

Net working capital amounted to SEK 45 million (129) at the end of the period. The change was partly attributable to higher other current liabilities mainly related to the VAT debt that arose in connection with the transfer of the lease operations. The lower accounts receivable and accounts payable, compared with the year-earlier period, are attributable to high receivables and debt at the end of the comparative period due to challenges relating to the implementation of the new IT platform during the first quarter last year.

SEK million	November 30, 2015	November 30, 2014	August 31, 2015
Inventories	261.0	268.9	241.1
Accounts receivable	938.8	1,007.3	800.4
Tax assets, other current receivables, as well as pre-paid expenses and accrued income	192.8	174.3	148.5
Accounts payable	-993.5	-1,108.3	-735.0
Tax liabilities, other current liabilities as well as accrued expenses and deferred income	-353.7	-213.2	-296.8
<b>Working capital</b>	<b>45.4</b>	<b>129.0</b>	<b>158.3</b>

#### Employees

The average number of full-time employees was 938 (940).

#### Significant events during the first quarter

##### Dustin Financial Services

In connection with the signing of a partnership agreement with De Lage Landen Finans AB (DLL), Dustin's lease portfolio was divested to DLL. The sales value of the lease portfolio corresponded to the carrying amount.

##### Dustin Concept Store

In October, Dustin Concept Store opened at Sveavägen 44 in Stockholm, which is primarily targeted to our corporate customers. Dustin's entire offering is gathered under one roof and the focus is on advisory services and support to identify the right combination of products and solutions.

##### Commsec

The Swedish company, Commsec, which supplies network and security solutions, was acquired during the period and consolidated in the Group from October 1, 2015. The company reported sales of approximately SEK 33 million during the 2014/2015 financial year. In connection with the acquisition, goodwill of SEK 19 million arose.

### **Resolute ISMS Oy merger**

During the period, the merger of the Finnish companies was finalised, whereby the subsidiary Resolute ISMS Oy merged with the Parent Company Businessforum Oy.

### **Events after balance sheet date**

No significant events were identified.

### **Seasonal variations**

Dustin is impacted by seasonal variations. Each quarter is fully comparable between the years. Sales volumes are normally higher in November and March and lower during the summer period when sales and marketing activities are reduced. Similar seasonal variations occur in all geographical markets.

### **Parent Company**

Dustin Group AB (Corp. Reg. No. 556703-3062), which is domiciled in Stockholm, Sweden, only conducts holding operations. Net sales amounted to SEK 0.1 million (0.1). Profit for the quarter amounted to SEK 5 million (loss: 23).

### **Accounting policies**

The financial statements of the Dustin Group has been prepared in accordance with International Financial Reporting Standards (IFRSs) as adopted by the EU. The financial statements of the Parent Company, Dustin Group AB, have been prepared in accordance with the Swedish Annual Accounts Act, and the Swedish Financial Reporting Board's recommendation RFR 2 Accounting for Legal Entities. This report has been prepared in accordance with IFRS applying IAS 34 Interim Financial Reporting and the Annual Accounts Act. The accounting policies are consistent with those presented in the Group's annual report for the 2014/15 financial year.

In connection with the listing during the preceding financial year, a number of transactions were implemented that changed the number of shares outstanding. Accordingly, the number of shares was restated for earlier periods in order to enable a comparison between the periods.

A rounding-off difference may occur in this report.

### **New accounting policies**

During the period, the operation previously reported as Financial Services was divested through business transfer

to an external party. This entailed that the operation is now defined as a discontinued operation in accordance with IFRS 5. As a result, this part of the operation has been reported on a separated line in the income statement for the current and comparable periods. The line for discontinued operation is specified in Note 3.

This report has been prepared in SEK million, unless otherwise indicated. Previously published reports were prepared in SEK 000s, unless otherwise indicated.

### **Risks and uncertainties**

Dustin has established a framework for risk management in order to regularly and consistent identify, analyse, assess and report business and financial risks, and to mitigate such risks when appropriate. The results of this risk management process are described in the Group's Annual Report.

### **Liabilities and related-party transactions**

The Group has no non-current or current liabilities to related parties. In the preceding year, the non-current and current liabilities to related parties amounted to SEK 210 million and the accumulated debt-free interest amounted to SEK 246 million. Financial expenses to related parties amounted to SEK 11 million during the year-earlier period. The change is attributable to the settlement of all liabilities to former shareholders in connection with the IPO. In other respects, no significant related-party transactions occurred.

### **The share**

The Dustin share has been listed on Nasdaq Stockholm since February 13, 2015 and is included in the Mid Cap segment. The share price was SEK 59.00 per share at November 30, 2015, which corresponds to a total market capitalisation of SEK 4,494 million and an increase of 18,0 per cent in the share price since the first day of trading.

At the end of the period, the company had a total of 6,062 shareholders. The company's three largest shareholders were Altor Fund II GP Limited (20.03 per cent), Axmedia AB (20.0 per cent) and the Fourth Swedish National Pension Fund (9.89 per cent) as of November 30, 2015.

Dustin's shareholder register with the largest shareholders is presented on the company's website.

# Review of business segments

Dustin's operations are divided into two business areas: B2B and B2C. Within B2B, customers are served through both the online platform and relationship-based sales. Dustin's sales model has been adapted to meet customer needs and potential as efficiently as possible. Although B2B is Dustin's core segment, there are several advantages to also serving private customers, such as similar product range, limited additional costs, as well as new insight into trends and pricing. In the B2C segment, customers are only served through the online platform.

## B2B-segment

B2B SEK million	Q1		Chang- ges %	Q2		Chang- ges %
	15/16	14/15		14/15– Q1 15/16	Helår 14/15	
Net sales	1980.1	1914.6	3.4	7392.4	7326.9	0.9
Segment results	171.1	159.7	7.1	600.4	589.0	1.9
Segment margin, %	8.6	8.3	0.3	8.1	8.0	0.1

### Net sales

Net sales for the first quarter increased 3.4 per cent to SEK 1,980 million (1,915). Organic growth in constant currency was 3.1 per cent. Growth was primarily due to a strong trend in the customer group SMB in both relationship-based sales and the portion that is served through the online platform. In the customer group large companies and the public sector, more selective new sales had a negative impact on growth.

### Segment results

Segment results for the first quarter increased by SEK 11 million to SEK 171 million (160). The increase was a combination of the positive sales trend and a positive gross margin trend, mainly driven by fewer volume transactions in Sweden and a positive product mix trend attributable to Resolute in Finland.

During the quarter, the operating profit for the lease operations, Dustin Financial Services, amounted to SEK 2 million (3). The lease operations were divested during the quarter and the segment results include a capital gain totalling SEK 1 million (-) from the divestment. The segment margin for the quarter was 8.6 per cent (8.3).

## B2C-segment

B2C SEK million	Q1		Chang- ges %	Q2		Chang- ges %
	15/16	14/15		14/15– Q1 15/16	Helår 14/15	
Nettoomsättning	143,4	153,0	-6,2	597,0	606,6	-1,6
Segmentsresultat	4,1	1,4	201,6	21,6	18,9	14,6
Segmentsmarginal, %	2,9	0,9	2,0	3,6	3,1	0,5

### Net sales

Net sales declined 6.2 per cent in the first quarter to SEK 143 million (153). Organic growth in constant currency was a negative 4.8 per cent, due to a continued tough competitive market. The strategy on profitability over volume remains unchanged.

### Segment results

The segment results in the first quarter increased SEK 3 million to SEK 4 million (1) and were positively impacted by the decline in selling expenses and negatively impacted by a slightly lower gross margin. The segment margin for the quarter was 2.9 per cent (0.9).

### Central functions

The central functions are key to Dustin's ability to deliver its offerings more efficiently in all markets. In recent years, the Group made significant investments in the central functions to realise economies of scale and manage the integration of acquired operations.

Costs associated with the central functions, excluding items affecting comparability, in relation to sales amounted to 3.3 per cent (3.1) for the quarter.

For additional financial data pertaining to the segment, refer to Note 1 Segments and Segment information by the quarter on page 16.

The undersigned certifies that this interim report gives a true and fair presentation of the Parent Company's and the Group's operations, financial position and profits and describes the material risks and uncertainties facing the Parent Company and the companies in the Group.

Stockholm, January 19, 2016

Georgi Ganev, CEO

In accordance with authorisation by the Board of Directors

This report is unaudited



# Consolidated income statement

SEK million	Note	Q1 15/16	Q1 14/15	Q2 14/15- Q1 15/16	Full-year 14/15
<b>Continuing operations:</b>					
Net sales	1	2,123.6	2,067.5	7,989.5	7,933.5
Cost of goods and services sold		-1,808.8	-1,773.7	-6,852.0	-6,816.9
<b>Gross profit</b>		<b>314.8</b>	<b>293.9</b>	<b>1 137.4</b>	<b>1 116.5</b>
Selling and admin expenses		-227.2	-212.1	-839.6	-824.5
Items affecting comparability	2	-1.6	-10.9	-59.4	-68.7
Other operating income		1.8	0.6	17.4	16.3
Other operating expenses		-0.9	-2.7	-19.9	-21.6
<b>Operating profit</b>	1	<b>86.8</b>	<b>68.8</b>	<b>236.0</b>	<b>218.0</b>
Financial income and other similar profit/loss items		0.5	0.7	1.9	2.1
Financial expenses and other similar profit/loss items		5.7	-31.3	-32.2	-69.2
<b>Profit after financial items</b>		<b>93.0</b>	<b>38.2</b>	<b>205.8</b>	<b>150.9</b>
Tax attributable to continuing operations		-17.2	-8.7	-41.1	-32.6
<b>Profit for the period from continuing operations</b>		<b>75.8</b>	<b>29.4</b>	<b>164.7</b>	<b>118.3</b>
<b>Discontinued operations:</b>					
Profit for the period from discontinued operations	3	1.1	2.0	5.7	6.6
<b>Profit for the period</b>		<b>76.9</b>	<b>31.5</b>	<b>170.4</b>	<b>125.0</b>
<b>Other comprehensive income (all items that will be transferred to the income statement)</b>					
Translation differences		-20.0	-3.2	-20.3	-3.5
Cash-flow hedging		-1.0	-0.3	-1.7	-1.0
Tax		0.2	0.1	0.4	0.2
<b>Other comprehensive income</b>		<b>-20.8</b>	<b>-3.4</b>	<b>-21.7</b>	<b>-4.3</b>
<b>Comprehensive income for the period is attributable in its entirety to the shareholders of the Parent Company</b>					
		<b>56.2</b>	<b>28.1</b>	<b>148.7</b>	<b>120.7</b>
<b>Comprehensive income for the period attributable to Parent Company shareholders arose from:</b>					
Continuing operations		55.1	26.1	143.1	114.0
Discontinued operations		1.1	2.0	5.7	6.6
<b>Total comprehensive income</b>		<b>56.2</b>	<b>28.1</b>	<b>148.7</b>	<b>120.7</b>
Earnings per share, including discontinued operations (SEK)		1.01	0.48	2.30	1.75
Earnings per share after dilution including discontinued operations (SEK)		1.01	0.48	2.30	1.75
Earnings per share, excluding discontinued operations (SEK)		1.00	0.45	2.22	1.65
Earnings per share after dilution excluding discontinued operations (SEK)		1.00	0.45	2.22	1.65

# Consolidated balance sheet

SEK million	Note	Nov 30, 2015	Nov 30, 2014	Aug 31, 2015
<b>Assets</b>				
Goodwill		1,775.4	1,654.8	1,771.6
Other intangible assets attributable to acquisitions		401.3	443.5	407.4
Other intangible assets	4	100.2	93.4	98.2
Tangible assets	4	19.8	22.0	21.1
Deferred tax assets		15.1	14.2	11.2
Receivables pertaining to financial leasing		0.2	167.7	199.7
Other non-current assets		3.9	4.0	3.8
<b>Total fixed assets</b>		<b>2,315.7</b>	<b>2,399.6</b>	<b>2,513.0</b>
Inventories		261.0	268.9	241.1
Accounts receivable		938.8	1,007.3	800.4
Tax assets		22.2	26.6	29.7
Other receivables		40.6	4.0	6.2
Receivables pertaining to financial leasing		-	53.0	63.1
Prepaid expenses and accrued income		130.0	143.7	112.6
Cash and cash equivalents		255.2	31.3	77.8
<b>Total current assets</b>		<b>1,647.8</b>	<b>1,534.8</b>	<b>1,330.9</b>
<b>Total assets</b>		<b>3,963.5</b>	<b>3,934.4</b>	<b>3,843.9</b>
<b>Equity and liabilities</b>				
Equity attributable to Parent Company shareholders		1,379.9	771.1	1,323.7
<b>Total equity</b>		<b>1,379.9</b>	<b>771.1</b>	<b>1,323.7</b>
Subordinated shareholder loans		-	207.3	-
Deferred tax and other long-term provisions		119.8	139.9	131.8
Liabilities to credit institutions		1,038.3	1,232.2	1,146.7
Acquisition-related liabilities		25.9	-	26.6
<b>Total long-term liabilities</b>		<b>1,184.0</b>	<b>1,579.4</b>	<b>1,305.1</b>
Liabilities to credit institutions		-	187.2	130.7
Accounts payable		993.5	1,108.3	735.0
Tax liabilities		6.6	-	22.0
Derivative instruments	5	13.6	11.9	12.6
Other current liabilities		126.0	23.6	48.0
Acquisition-related liabilities		38.8	63.4	39.9
Accrued expenses and deferred income		221.1	189.6	226.9
<b>Total current liabilities</b>		<b>1,399.6</b>	<b>1,583.9</b>	<b>1,215.0</b>
<b>Total equity and liabilities</b>		<b>3,963.5</b>	<b>3,934.4</b>	<b>3,843.9</b>

# Consolidated statement of changes in equity

SEK million	Nov 30, 2015	Nov 30, 2014	Aug 31, 2015
<b>Opening balance</b>	<b>1,323.7</b>	<b>743.0</b>	<b>743.0</b>
Profit for the period	76.9	31.5	125.0
<b>Other comprehensive income</b>			
Translation differences	-20.0	-3.2	-3.5
Cash flow hedging changes in fair value	-1.0	-0.3	-1.0
Tax	0.2	0.1	0.2
<b>Total other comprehensive income</b>	<b>-20.8</b>	<b>-3.4</b>	<b>-4.3</b>
<b>Total comprehensive income</b>	<b>56.2</b>	<b>28.1</b>	<b>120.7</b>
Subscription with the support of warrants	-	-	216.9
New share issue	-	-	243.2
<b>Total transactions with shareholders</b>	<b>-</b>	<b>-</b>	<b>460.0</b>
<b>Closing balance*</b>	<b>1,379.9</b>	<b>771.1</b>	<b>1,323.7</b>

\*In its entirety attributable to the shareholders of the Parent Company.

## Number of shares issued in Dustin Group AB

November 30, 2015: 76,173,115 shares issued

August 31, 2015: 76,173,115 shares issued

November 30, 2014: 161,601,214 shares issued

# Condensed consolidated statement of cash flow

SEK million	Note	Q1 15/16	Q1 14/15	Full-year 14/15
<b>Operating activities</b>				
Cash flow from operating activities before changes in working capital		52.7	39.3	196.7
Changes in working capital		146.2	-108.7	-138.0
<b>Cash flow from operating activities</b>		<b>199.0</b>	<b>-69.5</b>	<b>58.6</b>
<b>Investing activities</b>				
Acquisition of tangible and intangible assets, net	4	-13.5	-3.9	-27.4
Cash flow from acquisition of subsidiaries		-23.6	-25.9	-138.6
Cash flow from divestment of subsidiaries		224.8	-	-
Cash flow from leasing activities, financial services		14.9	-3.5	-45.2
<b>Cash flow from investing activities</b>		<b>202.7</b>	<b>-33.3</b>	<b>-211.2</b>
<b>Financing activities</b>				
Cash flow from changes in external financing, net		-40.9	-11.6	-45.8
Cash flow from issues		-	-	367.0
Cash flow from repayment of capitalised interest		-	-	-255.6
Cash flow from leasing activities, financial services		-181.4	11.0	31.9
<b>Cash flow from financing activities</b>		<b>-222.3</b>	<b>-0.5</b>	<b>97.6</b>
<b>Cash flow for the period</b>		<b>179.4</b>	<b>-103.3</b>	<b>-55.0</b>
<b>Cash and cash equivalents at beginning of period</b>		<b>77.8</b>	<b>133.6</b>	<b>133.6</b>
Cash flow for the period		179.4	-103.3	-55.0
Exchange-rate differences in cash and cash equivalents		-2.0	1.0	-0.8
<b>Cash and cash equivalents at the close of the period</b>		<b>255.2</b>	<b>31.3</b>	<b>77.8</b>

## Note 1 Segments

SEK million	Q 1 15/16	Q 1 14/15	Q 2 14/15– Q 1 15/16	Full-year 14/15
<b>Net sales</b>				
B2B	1,980.1	1,914.6	7,392.4	7,326.9
B2C	143.4	153.0	597.0	606.6
<b>Total</b>	<b>2,123.6</b>	<b>2,067.5</b>	<b>7,989.5</b>	<b>7,933.5</b>
<b>Segment results</b>				
B2B	171.1	159.7	600.4	589.0
B2B, segment margin (%)	8.6	8.3	8.1	8.0
B2C	4.1	1.4	21.6	18.9
B2C, segment margin (%)	2.9	0.9	3.6	3.1
Central functions	-70.4	-64.2	-260.7	-254.4
Costs for central functions, excluding items affecting comparability in relation to net sales (%)	-3.3	-3.1	-3.4	-3.2
<b>Adjusted EBITA</b>	<b>104.8</b>	<b>96.9</b>	<b>361.3</b>	<b>353.5</b>
<b>Reconciliation with operating income</b>				
Items affecting comparability	-1.6	-10.9	-59.4	-68.7
Amortisation and impairment of intangible assets	-14.7	-14.7	-58.5	-58.4
Less: Operating profit attributable to discontinued operations included in segment results for B2B	-1.7	-2.6	-7.6	-8.5
<b>Operating profit, Group</b>	<b>86.8</b>	<b>68.8</b>	<b>236.0</b>	<b>218.0</b>

## Note 2 Items affecting comparability

SEK million	Q 1 15/16	Q 1 14/15	Q 2 14/15– Q 1 15/16	Full-year 14/15
<b>Within operating profit</b>				
Acquisition and divestment related expenses	-1.6	-	-5.2	-3.6
Costs for integrated IT platform	-	-	-32.0	-32.0
IPO-related expenses	-	-10.9	-22.1	-33.0
<b>Total</b>	<b>-1.6</b>	<b>-10.9</b>	<b>-59.4</b>	<b>-68.7</b>

## Note 3 Discontinued operations

The assets and liabilities attributable to the Financial Services operation have been recognised as discontinued operations. Dustin has decided to consolidate its financial offering to the B2B market in all Nordic countries through a partnership agreement with De Lage Landen Finans AB (DLL).

### Profit from discontinued operations:

SEK million	Q1 15/16	Q1 14/15	Q 2 14/15- Q 1 15/16	Full-year 14/15
<b>Financial services</b>				
Interest income	5.6	4.5	20.7	19.6
Interest expense	-0.4	-1.1	-2.9	-3.6
<b>Net interest income</b>	<b>5.2</b>	<b>3.4</b>	<b>17.8</b>	<b>16.0</b>
Selling and admin expenses	-4.8	-0.8	-11.5	-7.5
<b>Operating profit, financial services</b>	<b>0.3</b>	<b>2.6</b>	<b>6.2</b>	<b>8.5</b>
Capital gains from the divestment of operations	1.3	-	1.3	-
Income tax	-0.6	-0.6	-1.9	-1.9
<b>Profit for the period from discontinued operations</b>	<b>1.1</b>	<b>2.0</b>	<b>5.7</b>	<b>6.6</b>

## Note 4 Investments

SEK million	Q1 15/16	Q1 14/15	Full-year 14/15
<b>Investments</b>			
Capitalised expenditure for IT development attributable to integrated IT platform	-6.3	-1.8	-16.6
Other investments in tangible and intangible non-current assets	-7.2	-2.1	-10.9
<b>Total</b>	<b>-13.5</b>	<b>-3.9</b>	<b>-27.5</b>

Any differences between investments in the specification above and in the cash flow statement, relates to the sale of tangible fixed assets..

## Note 5 Financial instruments

Liabilities to former shareholders were settled in conjunction with the new bank financing raised during the second quarter of 2015. Current financing is entirely external, on market terms and at floating interest rate.

Derivative instruments are designated as hedging instruments for external bank loans. The Group applies hedge accounting for derivatives pertaining to floating interest rates for external loans. The fair value is measured under level 2 according to the definition in IFRS 13. The valuation level is unchanged compared with August 31, 2015. The fair value of the derivative instrument debt amounted to SEK 14 million (12) as at November 30, 2015.

# Parent Company income statement

SEK million	Q 1 15/16	Q 1 14/15	Q 2 14/15- Q 1 15/16	Full-year 14/15
Net sales	0.1	0.1	0.4	0.4
<b>Operating expenses</b>				
Selling and administrative expenses	-1.4	-4.2	-24.0	-26.8
Other operating expenses	0.0	-	0.0	0.0
<b>Operating loss</b>	<b>-1.3</b>	<b>-4.1</b>	<b>-23.6</b>	<b>-26.4</b>
Financial income and other similar profit/loss items	0.0	-	1.0	1.0
Financial expenses and other similar profit/loss items	8.2	-23.9	-29.4	-61.5
<b>Profit/loss after financial items</b>	<b>6.9</b>	<b>-28.1</b>	<b>-52.0</b>	<b>-86.9</b>
Appropriations	-	-	95.3	95.3
Tax on profit for the year	-1.5	5.3	-8.7	-1.9
<b>Profit/loss for the year</b>	<b>5.4</b>	<b>-22.8</b>	<b>34.6</b>	<b>6.5</b>
<b>Other comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Comprehensive income/loss for the year is attributable in its entirety to the shareholders of the Parent Company</b>	<b>5.4</b>	<b>-22.8</b>	<b>34.6</b>	<b>6.5</b>

# Condensed balance sheet, Parent Company

SEK million	November 30, 2015	November 30, 2014	August 31, 2015
Non-current assets	1,221.7	1,223.6	1,221.7
Current assets	493.3	158.3	546.2
<b>Total assets</b>	<b>1,715.0</b>	<b>1,381.9</b>	<b>1,767.9</b>
Equity	670.7	176.5	665.3
Untaxed reserves	-	7.8	-
Non-current liabilities	1,040.0	1,111.1	1,056.9
Current liabilities	-	82.6	40.9
Other current liabilities	4.3	4.5	4.8
<b>Total equity and liabilities</b>	<b>1,715.0</b>	<b>1,381.9</b>	<b>1,767.9</b>

# Key ratios

	Q 1 15/16	Q 1 14/15	Q 2 14/15– Q 1 15/16	Full-year 14/15
<b>Segment</b>				
Net sales, B2B (SEK million)	1,980.1	1,914.6	7,392.4	7,326.9
Net sales, B2C (SEK million)	143.4	153.0	597.0	606.6
<b>Total net sales</b>	<b>2,123.6</b>	<b>2,067.5</b>	<b>7,989.5</b>	<b>7,933.5</b>
B2B, Segment results (SEK million)	171.1	159.7	600.4	589.0
B2B, segment margin (%)	8.6	8.3	8.1	8.0
B2C, Segment results (SEK million)	4.1	1.4	21.6	18.9
B2C, segment margin (%)	2.9	0.9	3.6	3.1
Central functions (SEK million)	-70.4	-64.2	-260.7	-254.4
Costs for central functions, excluding items affecting comparability in relation to net sales (%)	-3.3	-3.1	-3.4	-3.2
<b>Adjusted EBITA</b>	<b>104.8</b>	<b>96.9</b>	<b>361.3</b>	<b>353.5</b>
<b>Financial</b>				
Organic sales growth (%)	2.5	12.0	-	5.7
Gross margin (%)	14.8	14.2	14.2	14.1
Adjusted EBITDA (SEK million)	107.7	99.6	372.1	364.1
Adjusted EBITA (SEK million)	104.8	96.9	361.3	353.5
Adjusted EBITA margin (%)	4.9	4.7	4.5	4.5
Net working capital (SEK million)	45.4	129.0	45.4	158.3
Capital employed (SEK million)	184.3	262.6	184.3	293.2
Net debt (SEK million)	847.7	1,230.7	847.7	1,003.4
Net debt/adjusted EBITDA (multiple)	-	-	2.3	2.8
Operating cash flow (SEK million)	251.9	-11.2	480.2	217.2
Return on equity (%)	-	-	12.3	9.4
Equity/assets ratio (%)	-	-	34.8	34.4
<b>The share*</b>				
Earnings per share, before and after dilution, (SEK)	1.01	0.48	2.30	1.75
Equity per share (SEK)	18.12	11.67	18.12	18.50
Equity per share after dilution (SEK)	18.12	11.67	18.12	18.50
Cash flow from operating activities per share before dilution (SEK)	2.61	-1.05	4.42	0.82
Cash flow from operating activities per share after dilution (SEK)	2.61	-1.05	4.42	0.82
Average number of shares	76,173,115	66,095,090	76,173,115	71,545,731
Average number of shares after dilution	76,173,115	66,095,090	76,173,115	71,552,025

\*In order to obtain comparability between the periods, the average number of shares has been recalculated based on historic figures.

## Segment information by quarter

	Q1 15/16	Q4 14/15	Q3 14/15	Q2 14/15	Q1 14/15	Q4 13/14	Q3 13/14	Q2 13/14	Q1 13/14
Net sales (SEK million)	2,123.6	1,758.7	1,918.8	2,188.4	2,067.5	1,637.3	1,902.5	2,007.2	1,823.9
Organic sales growth (%)	2.5	5.6	-1.1	7.0	12.0	16.3	25.2	15.4	23.0
Gross margin (%)	14.8	14.2	14.2	13.8	14.2	14.6	13.6	14.6	14.7
Adjusted EBITA (SEK million)	104.8	67.3	81.8	107.5	96.9	70.3	79.7	106.5	97.0
Adjusted EBITA margin (%)	4.9	3.8	4.3	4.9	4.7	4.3	4.2	5.3	5.3
<b>B2B segment</b>									
Net sales (SEK million)	1,980.1	1,620.5	1,779.4	2,012.4	1,914.6	1,457.3	1,728.4	1,784.1	1,648.0
Segment results (SEK million)	171.1	117.5	141.6	170.2	159.7	116.3	135.6	155.0	146.6
Segment margin (%)	8.6	7.3	8.0	8.5	8.3	8.0	7.8	8.7	8.9
<b>B2C segment</b>									
Net sales (SEK million)	143.4	138.2	139.4	176.0	153.0	180.0	174.0	223.1	175.9
Segment results (SEK million)	4.1	4.8	6.2	6.5	1.4	8.4	9.6	12.5	7.7
Segment margin (%)	2.9	3.4	4.5	3.7	0.9	4.7	5.5	5.6	4.4
<b>Central functions</b>									
Central functions (SEK million)	-70.4	-55.0	-66.0	-69.2	-64.2	-54.1	-65.5	-61.1	-57.2



# Definitions

**Return on equity: Net profit for the year** as a percentage of equity at the close of the period.

**B2B:** Pertains to all sales to companies and organisations.

**B2C:** Pertains to all sales to consumers.

**Gross margin:** Gross profit as a percentage of net sales.

**Central functions:** Includes all non-allocated central expenses, including depreciation/amortisation.

**Equity per share:** Equity at the close of the period as a percentage of the number of shares at the close of the period.

**Adjusted EBITA:** EBIT according to the income statement and operating profit for Financial Services, which are recognised under discontinued operations, before items affecting comparability, and amortisation and impairment of intangible assets.

**Adjusted EBITDA:** Operating profit before depreciation/amortisation and impairment and items affecting comparability.

**Cash flow from operating activities:** Cash flow from operating activities, after changes in working capital.

**Cash flow from operating activities per share:** Cash flow from operating activities as a percentage of the average number of shares outstanding.

**Cash generating:** Operating cash flow as a percentage of adjusted EBITDA.

**Net working capital:** Total current assets less cash and cash equivalents, current financial lease assets and current non-interest-bearing liabilities.

**Net debt:** Non-current and current interest-bearing bank liabilities, acquisition-related liabilities less cash and cash equivalents and receivables from financial leasing.

**Organic growth:** Change in net sales for comparable units adjusted for currency effects.

**Operating cash flow:** Adjusted EBITDA less maintenance investments and cash flow from changes in working capital.

**Earnings per share:** Net profit in SEK as a percentage of the average number of shares.

**Equity/assets ratio:** Equity at the close of the period as a percentage of total assets at the close of the period.

**Segment results:** The segment's operating profit excluding amortisation/depreciation and items affecting comparability.

**Capital employed:** Working capital plus total non-current assets, excluding goodwill and other surplus values and receivables pertaining to financial leasing (interest-bearing).

# Calendar

## January 19, 2016

2014/2015 Annual General Meeting

## April 22, 2016

Interim report for the period December 1, 2015 - February 29, 2016, Q2

## July 7, 2016

Interim report for the period March 1, 2016 - May 31, 2016, Q3

## October 20, 2016

Year-end report for the period September 1, 2015 - August 31, 2016

## Dustin in brief

Dustin is one of the leading Nordic resellers of IT products with associated services to companies, the public sector and private individuals. With its core business in e-commerce, Dustin functions as a bridge between the manufacturer's wide-ranging offerings and customer requirements in which Dustin's employees support customers in finding the appropriate solution for them. Dustin is a one-stop-shop that offering some 200,000 products with associated services, functions and solutions. Operations are conducted in Sweden, Denmark, Norway and Finland. The Group has approximately 900 employees. Sales during the 2014/15 financial year amounted to approximately SEK 7.9 billion. About 90 per cent of Dustin's income derives from the corporate market with a focus on SMBs. Dustin Group has been listed on Nasdaq Stockholm since 2015 and has its head office in Nacka in Stockholm.

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