



**INTERIM REPORT Q1**  
January – March 2020

**QUANT™**

## INTERIM OVERVIEW

All numbers, unless expressly stated, refer to Continuing operations\*

### January – March

- Net sales for the period decreased by 11.6% to EUR 43.6 (49.3) million. Organically, net sales decreased by 9.6%
- During the quarter, the contract portfolio developed negatively. Four contracts were renewed, no contract was won and seven contracts were lost or exited. Portfolio run rate annualized net sales at the end of the quarter was EUR 175.1 million, compared to EUR 187.0 million during the fourth quarter of 2019
- Operating loss amounted to EUR -1.7 million, compared to a loss of EUR -1.4 million prior year
- Adjusted EBITDA decreased to EUR 1.1 million from EUR 3.2 million prior year, excluding the effect of implementation of IFRS 16 Leases. In constant currencies, Adjusted EBITDA was EUR 1.2 million. Currency fluctuations also had a significant impact on revaluations of internal receivables and payables, impacting Adjusted EBITDA by EUR -1.5 million (0.4). Adjusted EBITDA with IFRS 16 implementation was EUR 2.1 (4.4) million
- Cash flow from operating activities amounted to EUR -0.4 (1.0) million, of which change in working capital amounted to EUR -0.9 (1.2) million
- Net loss amounted to EUR -9.2 million compared to a loss of EUR -2.2 million prior year

- The Adjusted EBITDA for Discontinued operations was EUR -0.6 (-0.5) million and the net loss was EUR -0.8 (-0.1) million, which is not included in the reported numbers above
- Group net loss for the quarter, including discontinued operations, was EUR -10.0 (-2.3) million

### Significant events during the quarter

- On January 1<sup>st</sup>, a new organizational structure was launched for Quant, with Finland and Baltics split out as a separate region, and Scandinavia merging with the rest of the European countries forming a new region Europe. The segment reporting has been updated to reflect the new organizational structure, and the restated 2019 quarterly numbers are shown on page 8 in this report
- In January 2020, the world received information about a new virus, COVID-19, spreading in China. Since then, the virus has spread across the globe infecting populations and causing many fatalities. At Quant, the health and safety of our employees and partners is our first priority. The general global slowdown that is resulting from the measures taken to stop the COVID-19 pandemic are also affecting some of our customer segments. As of yet, the impact for Quant remains limited, although the general slowdown, and the increased uncertainty in the market, may impact Quant's possibility to sell new contracts in the near future.

KEUR	Q1		LTM	Jan-Dec
	2020	2019	Mar 2020	2019
Net sales	43,551	49,278	190,877	196,604
Operating profit (loss)	-1,714	-1,393	-1,196	-875
Adjusted EBITDA	1,105	3,244	11,883	14,023
<i>Adjusted EBITDA, %</i>	<i>2.5%</i>	<i>6.6%</i>	<i>6.2%</i>	<i>7.1%</i>
Adjusted EBITDA IFRS 16	2,055	4,366	16,033	18,344
<i>Adjusted EBITDA IFRS 16, %</i>	<i>4.7%</i>	<i>8.9%</i>	<i>8.4%</i>	<i>9.3%</i>
Cash flow from operating activities	-391	988	7,025	8,404
Net debt	-	-	125,043	121,121
Net debt / Adjusted EBITDA, times	-	-	10.5	8.6
Net debt / Adjusted EBITDA IFRS 16, times	-	-	8.2	7.0
<b>Discontinued operations</b>				
Operating profit (loss)	-653	68	-18,235	-17,515
Adjusted EBITDA	-641	-488	-2,216	-2,063
Adjusted EBITDA IFRS 16	-610	-	-2,041	-1,851

A detailed presentation of the alternative performance measures Adjusted EBITDA, Net Debt and Net Debt /Adjusted EBITDA, together with other measures, is found on page 15.

\*As part of the transformation program announced in May 2019, Quant has taken the decision to sell or discontinue operations in a number of countries. Operations in these countries are reported as Discontinued operations, and are reported separately in the income statement, balance sheet and cash flow. Historical comparison periods for the income statement and the cash flow statement have been adjusted accordingly.

## CEO COMMENTS

TOMAS RÖNN  
CEO  
QUANT AB (PUBL)



The last couple of months have been truly extraordinary. The circumstances have been very different to what we all have been used to, with the Covid-19 pandemic impacting us all in many ways. Most of us have had to change how we work and how we interact with each other. At Quant, most of our meetings are now held virtually, and we have implemented virtual coffee breaks and even virtual training sessions to ensure that we stay in touch with our colleagues on a daily basis, even when we work from home offices.

At the same time, Quant staff at our customer sites have continued to deliver services on-site to our customers across the world. Our ability to quickly mobilize our employees to secure that essential industrial production can continue, while maintaining the highest standards in terms of safety and health, has been demonstrated during these unusual times. Safety has always been our highest priority and key in all that we do, and our expertise in this area has made us very well positioned to implement new routines and take further safety precautions in the face of Covid-19.

We were quick to implement our crisis management plans when we realized the seriousness of the Coronavirus pandemic, and I am very pleased with how quickly we have adapted to new realities, working in close partnership with our customers. Initially we had daily calls in our extended crisis management teams, both globally and regionally, and we still have at least two calls per week. We have increased our internal communication regarding how to minimize risks for infections, and to ensure all government regulations and guidelines are followed. We also work closely with all of our customers to ensure we have aligned plans in place to minimize the risk of infections and the impact on operations in case of any virus outbreaks, quarantines or similar.

During the first quarter of 2020, we successfully started up 10 sites in Finland and Baltics for Lantmännen. During the quarter, our contract portfolio declined by EUR 11.9 million, as a combination of lost, exited, and renegotiated contracts. A smaller part of the contract portfolio decline was related to Discontinued operations, where we now have terminated all contracts, with only one contract remaining operational.

As a result of the declining contract portfolio during 2019, we also saw an organic decline in net sales in the quarter. One of my priorities as CEO is to drive new sales, starting with an improved pipeline and a sharpened value proposition. With the social distancing measures that have been implemented in all countries where we are present, we have made some changes to how we approach new sales. We are conducting sales meetings virtually and are tailoring offerings to customers that need cost reductions due to reduced demand. I am happy to see that our efforts are attracting customers as our pipeline has strengthened during the past few months. It is still too early to say to what extent our sales cycles have been impacted by the lack of physical meetings, but with a strong and well maintained pipeline, I believe we will be able to close new deals as soon as restrictions are lifted.

The transformation program that was launched last year is now almost finalized. With the resulting reduction of our cost base, we have managed to offset some of the impact of the reduction in revenues in the quarter, and we are in a good position to weather the economic downturn that is coming. Although we have seen, and may still see, production stops at certain sites, this does not necessarily have a material bottom line impact. For all our customers, maintenance remains a core activity and as a key partner to them, we try to jointly find the best solutions to support them through these tough times.

In summary, I am very grateful and pleased with how the Quant organization has performed during this crisis to keep our employees and customers safe while keeping the business moving. With the improved sales pipeline, I am confident that Quant will emerge well-positioned for growth and success in the coming years.

*Tomas Rönn*  
CEO

## FIRST QUARTER OF 2020\*

### Net sales and profit

Net sales during the quarter decreased to EUR 43.6 million from EUR 49.3 million prior year due to lost sites in multiple regions and lower sales in the Americas. Organically, i.e. adjusted for acquisitions, non-recurring adjustments and currency, net sales decreased by 9.6% compared to the same quarter last year. The effect from changes in currency rates was -3.7%, while the effect of non-recurring adjustments, related to the harmonized revenue recognition done in Q4 2019, was 1.6%.

Gross profit for the quarter decreased to EUR 4.2 million from EUR 7.8 million prior year due to lower profitability, especially in Americas and in Rest of the world, and due to a negative impact of changes in currency rates. The large fluctuations in developing market currencies during the quarter had a significant impact on revaluations of internal receivables and payables. These effects impacted gross profit by EUR -1.5 million (0.4). There is no cash flow effect from the revaluations, as they are unrealized gains and losses and are an effect of the setup and internal financing of the Quant group.

Operating loss for the quarter was EUR -1.7 million, down from a loss of EUR -1.4 million prior year due to lower gross profit, partly compensated by lower SG&A costs. The decrease in SG&A costs was primarily a result of the transformation program launched last year. SG&A costs were also unusually high in the first quarter of 2019 due to one-off costs in connection with the change of CEO.

Quarterly adjusted EBITDA, decreased to EUR 1.1 million from EUR 3.2 million prior year due to lower gross profit partly compensated with lower SG&A costs. In constant currency the adjusted EBITDA was EUR 1.2 million.

Quarterly adjusted EBITDA with IFRS 16 was EUR 2.1 (4.4) million.

Net financial items for the quarter were EUR -7.9, down from EUR -1.0 million prior year due to negative unrealized currency exchange rate losses and higher interest expenses.

Net loss in the quarter amounted to EUR -9.2 million compared to EUR -2.2 million prior year due to higher operating loss and higher net financial items.

The Adjusted EBITDA for discontinued operations was EUR -0.6 (-0.5) million in the quarter. For discontinued operations, the net loss in the quarter was EUR -0.8 (-0.1) million.

EUR 9 million draw on the revolving working capital facility. Given the uncertainties in the financial markets during the quarter, the decision was taken to secure significant liquidity as a precaution.

For the total Group, including both continuing and discontinued operations, total cash flow for the quarter was EUR 7.5 million (-6.4). At 31 March 2020 the amount drawn on the revolving working capital facility amounted to EUR 16.0 (13.0) million.

### Contract portfolio

Quant currently has 92 operational sites worldwide. The increase in number of sites compared to Q4 2019 was mainly due to the new Lantmännen contract. A standard contract has a duration of three to five years, usually with extension possibilities after the initial period. In outsourced maintenance, changes to the contract portfolio is a natural part of doing business, as contracts are won and lost. New contract wins and losses of existing contracts do not coincide in the short term, whereby it is necessary to consider the long-term trend. Contracts with annualized net sales of EUR 42.4 million are scheduled for renewal during the next twelve months.

During the first quarter no new contracts were won, seven contracts were lost or exited with annualized net sales of EUR 9.8 million and four contracts were renewed with decreased scope of EUR 2.1 million. The combined effect of these changes, including contracted scope changes and exchange rate effects of EUR 0.1 million, amount to a decrease in the contract portfolio annualized net sales of EUR 11.9 million to end of quarter annualized run rate of EUR 175.1, compared to 187.0 at the end of the fourth quarter.

### Financial position

Interest-bearing liabilities after deduction of financing costs, and excluding lease liabilities, amounted to EUR 145.3 (136.6) million. Net debt excluding the impact of IFRS 16 implementation amounted to EUR 125.0 (123.0) million, whereas Net debt with IFRS 16 effects included (Net Debt IFRS 16) amounted to EUR 131.6 (133.3) million (see separate table for calculation of Net debt and other Alternative Performance Measures).

### Items affecting comparability

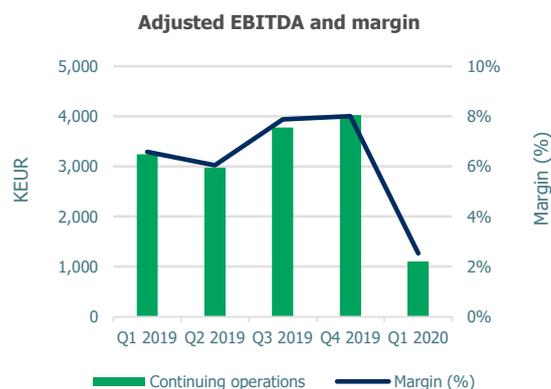
Items affecting comparability includes events and transactions with significant effects, which are affecting the possibility to accurately compare income for the current period with previous periods, including:

- Restructuring initiatives
- Costs related to M&A
- Significant impairment
- Other major non-recurring income or costs

Items affecting comparability are recorded as non-recurring items, which amounted to EUR 0.3 (1.1) million for the Group in the quarter, of which EUR 0.0 (-0.6) million was related to discontinued operations. The negative amount in discontinued operations last year was due to the proceeds from the Oji settlement being recorded as a negative non-recurring item. Of the EUR 0.3 million non-recurring items, EUR 0.2 million, was related to restructuring costs for the Group's transformation program, of which EUR 0.0 million are related to discontinued operations.

### Parent company and ownership

Quant AB offers headquarter functions for the group and includes group management as well as group-wide functions. Cash and cash equivalents at the end of the period amounted to EUR 9.9 (2.0) million. Quant AB is owned by Cidron FS Holding AB. The group's parent company is Cidron FS Top Holding AB, which owns 100% of the shares in Cidron FS Holding AB. The ultimate beneficial owner of Cidron FS Top Holding AB is Nordic Capital Fund VIII.



### Cash flow

Cash flow from operating activities for the quarter amounted to EUR -0.4 (1.0) million. Change in net working capital was EUR -0.9 (1.2) million for the quarter, with liabilities decreasing more than receivables. The cash flow from financing activities in the quarter was impacted positively by a

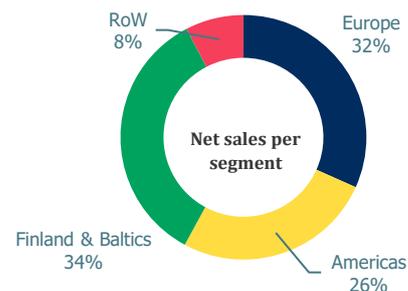
\*As part of the transformation program announced in May 2019, Quant has taken the decision to sell or discontinue operations in a number of countries. Operations in these countries are reported as Discontinued operations, and are reported separately in the income statement, balance sheet and cash flow. Historical comparison periods for the income statement and the cash flow statement have been adjusted accordingly. All numbers, unless expressly stated, refer to Continuing operations.

## SEGMENTS

Quant’s customer contracts consist of providing maintenance outsourcing services, and as such net sales is recognized over time as the services are performed.

Quant is organized in a geographic setup, which is reflected in the reporting of financials in four geographic segments. The reporting segment Other refers primarily to costs for headquarters functions that have not been operationally allocated to the geographic segments and eliminations. Assets held for sale and discontinued are reported separately as Discontinued operations.

The segment reporting reflects the organizational structure as of January 2020.



### Europe

Net sales in the quarter decreased to EUR 13.8 million, from EUR 14.2 million, mainly due to one lost contract. This contract was large in terms of revenue but with low profitability.

Adjusted EBITDA for the quarter was EUR 1.1 million, up from EUR 0.4 million prior year due to increased performance in existing contracts, new sites and lower overhead costs due to the transformation program.

Net sales and EBITDA Margin



KEUR	Q1		Jan-Dec 2019
	2020	2019	
Net sales	13,802	14,238	57,717
Operating profit (loss)	1,016	345	2,127
Adjusted EBITDA	1,087	415	2,893
Adjusted EBITDA %	7.9%	2.9%	5.0%

### Americas

Net sales in the quarter decreased to EUR 11.4 million, from EUR 13.7 million due to a lost contract in Brazil and lower revenue for certain contracts in Chile.

Adjusted EBITDA in the quarter was EUR 1.1 million, down from EUR 1.5 million prior year due to decreased profitability in Chile connected to the lower revenue. This was partly compensated with better profitability in Brazil and the US as well as lower overhead costs due to the transformation program.

Net sales and EBITDA Margin



KEUR	Q1		Jan-Dec 2019
	2020	2019	
Net sales	11,422	13,748	55,280
Operating profit (loss)	947	1,301	6,932
Adjusted EBITDA	1,095	1,474	7,812
Adjusted EBITDA %	9.6%	10.7%	14.1%

## Finland & Baltics

Net sales in the quarter decreased to EUR 15.0 million, from EUR 17.1 million due to lost contracts and low revenue in the field service business in Finland, partly compensated with revenues from a new contract.

Adjusted EBITDA in the quarter was EUR 0.5 million, up from EUR 0.3 million due to lower overhead costs as a result of the transformation program.

Net sales and EBITDA Margin



KEUR	Q1		Jan-Dec
	2020	2019	2019
Net sales	14,994	17,088	69,427
Operating profit (loss)	316	-49	987
Adjusted EBITDA	450	290	2,415
Adjusted EBITDA %	3.0%	1.7%	3.5%

## Rest of the world

Net sales in the quarter decreased to EUR 3.3, from EUR 4.2 million due to a terminated contract in UAE.

Adjusted EBITDA was EUR -0.1 million, down from EUR 0.6 million last year. The low result this year was due to cost provisions in connection with a lost site in China, partly compensated with lower overhead costs due to the transformation program, whereas last year was positively impacted by a reimbursement of costs from an earlier contract termination.

Net sales and EBITDA Margin



KEUR	Q1		Jan-Dec
	2020	2019	2019
Net sales	3,334	4,204	14,179
Operating profit (loss)	-171	417	481
Adjusted EBITDA	-140	603	946
Adjusted EBITDA %	-4.2%	14.4%	6.7%

## SEGMENT OVERVIEW

## Net sales

KEUR	Q1		LTM	Jan-Dec
	2020	2019	Mar 2020	2019
Europe	13 802	14 238	57 281	57 717
Americas	11 422	13 748	52 955	55 280
Finland & Baltics	14 994	17 088	67 333	69 427
Rest of world	3 334	4 204	13 309	14 179
Other	-	-	-	-
<b>Group (continuing operations)</b>	<b>43 551</b>	<b>49 278</b>	<b>190 877</b>	<b>196 604</b>

## Operating profit (loss)

KEUR	Q1		LTM	Jan-Dec
	2020	2019	Mar 2020	2019
Europe	1,016	345	2,797	2,127
Americas	947	1,301	6,578	6,932
Finland & Baltics	316	-49	1,352	987
Rest of world	-171	417	-107	481
Other	-3,821	-3,407	-11,817	-11,403
<b>Group (continuing operations)</b>	<b>-1,714</b>	<b>-1,393</b>	<b>-1,196</b>	<b>-875</b>

## Adjusted EBITDA

KEUR	Q1		LTM	Jan-Dec
	2020	2019	Mar 2020	2019
Europe	1,087	415	3,565	2,893
Americas	1,095	1,474	7,433	7,812
Finland & Baltics	450	290	2,575	2,415
Rest of world	-140	603	202	946
Other	-1,386	462	-1,892	-43
<b>Group (continuing operations)</b>	<b>1,105</b>	<b>3,244</b>	<b>11,883</b>	<b>14,023</b>
Group, %	2.5%	6.6%	6.2%	7.1%
<b>Adjusted EBITDA IFRS 16 (continuing operations)</b>	<b>2,055</b>	<b>4,366</b>	<b>16,033</b>	<b>18,344</b>
Adjusted EBITDA IFRS 16 (continuing operations) %	4.7%	8.9%	8.4%	9.3%

## RESTATED 2019 SEGMENT FINANCIALS

On January 1<sup>st</sup>, a new organizational structure was launched for Quant, with Finland and Baltics split out as a separate region, and Scandinavia merging with the rest of the European countries forming a new region Europe. The segment reporting has been updated to reflect the new organizational structure, and the restated 2019 quarterly numbers are shown below:

### Net sales

KEUR	2019			
	Q1	Q2	Q3	Q4
Europe	14,238	14,256	13,744	15,480
Americas	13,748	13,803	14,176	13,554
Finland & Baltics	17,088	17,913	16,490	17,936
Rest of world	4,204	3,154	3,518	3,303
Other	-	-	-	-
<b>Group (continuing operations)</b>	<b>49,278</b>	<b>49,126</b>	<b>47,927</b>	<b>50,273</b>

### Operating profit

KEUR	2019			
	Q1	Q2	Q3	Q4
Europe	345	385	642	754
Americas	1,301	1,521	1,472	2,638
Finland & Baltics	-49	128	1,517	-609
Rest of world	417	49	-363	379
Other	-3,407	-2,851	-2,781	-2,364
<b>Group (continuing operations)</b>	<b>-1,393</b>	<b>-767</b>	<b>487</b>	<b>797</b>

### Adjusted EBITDA

KEUR	2019			
	Q1	Q2	Q3	Q4
Europe	415	799	817	862
Americas	1,474	1,924	1,643	2,772
Finland & Baltics	290	350	1,684	92
Rest of world	603	106	-173	409
Other	462	-204	-194	-108
<b>Group (continuing operations)</b>	<b>3,244</b>	<b>2,975</b>	<b>3,777</b>	<b>4,027</b>
Group, %	6.6%	6.1%	7.9%	8.0%

## SIGNATURE PAGE

Stockholm, May 29, 2020

Casper Lerche

Chairman of the Finance and Audit Committee

Henrik Sandréus

Member of the Finance and Audit Committee

Tomas Rönn

CEO

The report has not been subject to review by the Company's auditors.

### Contact Information



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Quant AB, organization number: 556975-5654

### Financial Calendar



Interim report Q2 April – June 2020: August 31, 2020  
Interim report Q3 July – September 2020: November 30, 2020  
Interim report Q4 October – December 2020: February 26, 2021  
Annual report 2020: April 30, 2021

## CONSOLIDATED ACCOUNTS

### Condensed Consolidated Income Statement

KEUR	Q1		Jan-Dec
	2020	2019	2019
<b>Continuing operations</b>			
Net sales	43 551	49 278	196 604
Cost of sales	-39 311	-41 473	-166 903
<b>Gross profit</b>	<b>4 241</b>	<b>7 804</b>	<b>29 701</b>
Research and development costs	-74	-124	-397
Selling expenses	-700	-801	-2 902
General and administration expenses	-5 186	-8 272	-27 424
Other operating items	5	-	147
<b>Operating profit (loss)</b>	<b>-1 714</b>	<b>-1 393</b>	<b>-875</b>
<b>Net financial items</b>			
<b>Profit (loss) before tax</b>	<b>-9 604</b>	<b>-2 401</b>	<b>-9 908</b>
Tax	426	192	2 786
<b>Net profit (loss)</b>	<b>-9 177</b>	<b>-2 209</b>	<b>-7 123</b>
<b>Discontinued operations</b>			
Net sales	337	3 360	8 049
Operating profit (loss)	-653	68	-17 515
Profit (loss) before tax	-663	-131	-17 015
<b>Net profit (loss)</b>	<b>-821</b>	<b>-133</b>	<b>-17 350</b>
<b>Group total</b>			
Net sales	43 889	52 638	204 653
Operating profit (loss)	-2 367	-1 325	-18 390
Profit (loss) before tax	-10 266	-2 532	-26 923
<b>Net profit (loss)</b>	<b>-9 998</b>	<b>-2 341</b>	<b>-24 473</b>

### Condensed Consolidated Statement of Comprehensive income

KEUR	Q1		Jan-Dec
	2020	2019	2019
<b>Net profit (loss)</b>	<b>-9 998</b>	<b>-2 341</b>	<b>-24 473</b>
<b>Other comprehensive income</b>			
Translations differences pertaining to foreign operations	2 835	-347	-3 609
<b>Items that will be reclassified to profit or loss</b>	<b>2 835</b>	<b>-347</b>	<b>-3 609</b>
Revaluation of defined benefit plans	329	2	-89
Tax pertaining to items that will not be reallocated to profit/loss	-62	-0	18
<b>Items that will not be reclassified to profit or loss</b>	<b>267</b>	<b>2</b>	<b>-71</b>
<b>Other comprehensive income</b>	<b>3 102</b>	<b>-345</b>	<b>-3 680</b>
<b>Total comprehensive income</b>	<b>-6 896</b>	<b>-2 687</b>	<b>-28 153</b>

## Condensed Consolidated Statement of Changes in Equity

KEUR	31 Mar 2020	31 Mar 2019	31 Dec 2019
Opening Shareholder's equity	-17 474	10 680	10 680
Net income/loss for the period	-9 998	-2 341	-24 545
Other comprehensive income	3 102	-345	-3 609
Total comprehensive income	-6 896	-2 687	-28 153
Closing Shareholder's equity	-24 370	7 993	-17 474

## Condensed Consolidated Statement of Financial Position

KEUR	31 Mar 2020	31 Mar 2019	31 Dec 2019
<b>Non-current assets</b>			
Intangible fixed assets	108 025	135 571	112 643
Tangible fixed assets	2 011	3 065	2 266
Right of use assets	6 293	10 281	6 925
Financial fixed assets	2 008	6 250	2 087
<b>Total non-current assets</b>	<b>118 337</b>	<b>155 167</b>	<b>123 921</b>
<b>Current assets</b>			
Inventories	1 888	2 117	1 657
Current receivables	38 770	44 056	42 242
Cash and bank	20 220	13 585	13 190
Assets held for sale	718	7 694	1 960
<b>Total current assets</b>	<b>61 595</b>	<b>67 451</b>	<b>59 050</b>
<b>Total assets</b>	<b>179 932</b>	<b>222 619</b>	<b>182 971</b>
<b>Equity</b>	<b>-24 370</b>	<b>7 993</b>	<b>-17 474</b>
<b>Non-current liabilities</b>			
Long term borrowings	125 257	119 690	123 267
Provisions for pensions and similar obligations	3 421	3 220	3 597
Provisions for taxes	7 005	11 693	7 755
Leasing liabilities	3 494	6 059	3 764
Other non interest bearing liabilities, external	-	-	-
<b>Total non-current liabilities</b>	<b>139 177</b>	<b>140 662</b>	<b>138 383</b>
<b>Current liabilities</b>			
Accounts payable, trade	9 396	11 232	13 593
Short term borrowings	20 005	16 898	11 045
Leasing liabilities	3 014	4 188	3 360
Other provisions	687	348	775
Other current liabilities	30 714	34 335	30 891
Liabilities related to assets held for sale	1 309	6 963	2 396
<b>Total current liabilities</b>	<b>65 125</b>	<b>73 965</b>	<b>62 061</b>
<b>Total Liabilities</b>	<b>204 303</b>	<b>214 626</b>	<b>200 444</b>
<b>Total Liabilities and Equity</b>	<b>179 932</b>	<b>222 619</b>	<b>182 971</b>

## Condensed Consolidated Cashflow Statement

KEUR	Q1		Jan-Dec
	2020	2019	2019
<b>Continuing operations</b>			
<b>Profit (loss) after financial items</b>	<b>-9 604</b>	<b>-2 401</b>	<b>-9 908</b>
<i>Adjustments for non-cash items</i>			
Reversal of depreciation & amortization	2 708	3 083	11 918
Reversal of depreciation Right of Use Assets	819	983	3 782
Change in provisions	-312	-5	722
Other	7 509	-1 653	-97
<b>Total items not affecting cash</b>	<b>10 724</b>	<b>2 408</b>	<b>16 325</b>
Taxes paid	-617	-169	-1 714
<i>Working Capital</i>			
Change in inventories	-264	1 126	1 570
Change in receivables	1 873	1 238	1 861
Change in liabilities	-2 504	-1 215	270
<b>Cash flow from working capital</b>	<b>-894</b>	<b>1 150</b>	<b>3 701</b>
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>	<b>-391</b>	<b>988</b>	<b>8 404</b>
<i>Investing activities</i>			
Change in subsidiaries	-	-0	-0
Change in intangible assets	-	-	-60
Change in tangible assets	-231	-179	-555
Change in financial fixed assets	-53	-28	4 312
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>	<b>-284</b>	<b>-207</b>	<b>3 697</b>
<i>Financing activities</i>			
Change in loans	9 000	1 999	-4 000
Change in financial leases	-223	-993	-3 830
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>	<b>8 777</b>	<b>1 006</b>	<b>-7 830</b>
<b>TOTAL CASH FLOW FROM CONTINUING OPERATIONS</b>	<b>8 103</b>	<b>1 787</b>	<b>4 271</b>
<b>Discontinued operations</b>			
Cash flow from operating activities	-621	-8 158	-10 299
Cash flow from investing activities	-	66	131
Cash flow from financing activities	-30	-59	-545
<b>TOTAL CASH FLOW FROM DISCONTINUED OPERATIONS</b>	<b>-650</b>	<b>-8 151</b>	<b>-10 714</b>
<b>Group</b>			
Cash flow from operating activities	-1 011	-7 170	-1 895
Cash flow from investing activities	-284	-141	3 828
Cash flow from financing activities	8 747	947	-8 375
<b>CASH FLOW FOR THE PERIOD</b>	<b>7 452</b>	<b>-6 364</b>	<b>-6 443</b>
<b>CASH &amp; CASH EQUIVALENTS AT BEGINNING OF PERIOD</b>	<b>13 190</b>	<b>13 190</b>	<b>19 735</b>
Cash flow for the period	7 452	-6 364	-6 443
Exchange rate effects	-423	315	-101
<b>CASH &amp; CASH EQUIVALENTS AT END OF PERIOD</b>	<b>20 220</b>	<b>13 585</b>	<b>13 190</b>

## PARENT COMPANY

## Condensed Parent Company Income Statement

KEUR	Q1		Jan-Dec
	2020	2019	2019
Net sales	2 818	4 151	14 522
Cost of sales	-749	-911	-3 334
<b>Gross profit</b>	<b>2 069</b>	<b>3 241</b>	<b>11 188</b>
Research and development costs	-42	-90	-284
Selling expenses	-147	-175	-581
General and administration expenses	-778	-2 891	-8 126
Other operating items	-475	78	-41
<b>Operating profit (loss)</b>	<b>627</b>	<b>163</b>	<b>2 157</b>
Interest income	1 154	1 805	1 732
Interest expenses	-3 411	-2 088	-10 392
Other financial items	-97	-78	-14 894
Foreign exchange gains/losses	-2 982	364	-11
<b>Net financial items</b>	<b>-5 336</b>	<b>4</b>	<b>-23 565</b>
<b>Profit (loss) before tax</b>	<b>-4 709</b>	<b>166</b>	<b>-21 409</b>
Tax	-47	-	-359
Net profit (loss)	-4 756	166	-21 768
<b>Net profit (loss)</b>	<b>-4 756</b>	<b>166</b>	<b>-21 768</b>

## Condensed Parent Company Statement of Comprehensive Income

KEUR	Q1		Jan-Dec
	2020	2019	2019
<b>Net profit (loss)</b>	<b>-4 756</b>	<b>166</b>	<b>-21 768</b>
<b>Total comprehensive income</b>	<b>-4 756</b>	<b>166</b>	<b>-21 768</b>

## Condensed Parent Company Statement of Financial Position

KEUR	31 Mar 2020	31 Mar 2019	31 Dec 2019
Intangible fixed assets	4	49	5
Tangible fixed assets	795	825	836
Financial fixed assets	101 797	106 754	101 757
<b>Total non-current assets</b>	<b>102 596</b>	<b>107 629</b>	<b>102 599</b>
Inventories	-	-	-
Current receivables	109 680	129 105	112 827
Cash and bank	9 902	1 988	769
<b>Total current assets</b>	<b>119 582</b>	<b>131 094</b>	<b>113 595</b>
<b>Total assets</b>	<b>222 178</b>	<b>238 722</b>	<b>216 194</b>
<b>Equity</b>	<b>63 055</b>	<b>89 749</b>	<b>67 811</b>
Long term borrowings	125 257	119 690	123 267
Provisions for pensions and similar obligations	634	484	585
Deferred tax liability	-	-	-
Other non interest bearing liabilities, external	587	607	618
<b>Total non-current liabilities</b>	<b>126 479</b>	<b>120 781</b>	<b>124 469</b>
Accounts payable, trade	110	217	506
Short term borrowings	20 005	16 898	11 045
Other provisions	-	-	-
Other current liabilities	12 529	11 078	12 362
<b>Total current liabilities</b>	<b>32 644</b>	<b>28 193</b>	<b>23 914</b>
<b>Total Liabilities</b>	<b>159 123</b>	<b>148 973</b>	<b>148 383</b>
<b>Total Liabilities and Equity</b>	<b>222 178</b>	<b>238 722</b>	<b>216 194</b>

## ALTERNATIVE PERFORMANCE MEASURES

Quant uses certain alternative performance measures (APMs) not defined in the rules for financial reporting adopted by Quant. APMs, i.e. performance measures not based on financial statements standards, provide meaningful supplemental information by excluding items that may not be indicative of the operating result or cash flows of Quant. Alternative performance measures enhance comparability from period to period and are frequently used by analysts, investors and other parties. These APMs, as defined, cannot be fully compared with other companies' APMs and should not be considered as a substitute for measures of performance in accordance with IFRS.

Alternative Performance Measure	Definition	Reason for use
EBITDA	Earnings before interest, tax, depreciation and amortization, and before write-down of intangible and tangible assets.	Shows the operational profitability that the business primarily can affect
Adjusted EBITDA	EBITDA excluding items affecting comparability (non-recurring items) and the effect of IFRS 16 Leases	Related to the underlying performance and cash generation ability of the business
Adjusted EBITDA Margin	Adjusted EBITDA as a percentage of Net Sales	Enables comparability of underlying profitability for different size segments
Adjusted EBITDA IFRS 16	EBITDA excluding items affecting comparability (non-recurring items), but including the effect of IFRS 16 Leases, with expenses related to leases in Depreciation and Interest cost	Related to the underlying performance and cash generation ability of the business, aligned with updated IFRS standards
Net debt	Interest-bearing liabilities, excluding lease liabilities, less cash and cash equivalents	Indicates how much debt the group has net of cash and is an important measure for bond holders
Net debt IFRS 16	Interest-bearing liabilities, including lease liabilities, less cash and cash equivalents	Indicates how much debt the group has net of cash, with lease liabilities recorded as debt in accordance with IFRS 16, aligned with adjusted EBITDA IFRS 16
Net debt/adjusted EBITDA / Net Debt / Adjusted EBITDA IFRS 16	Net debt in relation to adjusted EBITDA / Net debt IFRS 16 in relation to adjusted EBITDA IFRS 16	Shows the ability to service debt, an important measure for bond holders, both without and with application of IFRS 16
Growth excluding structural and other non-recurring adjustments	Growth excluding structural changes and other non-recurring adjustments shows the change in net sales, excluding changes related to acquisitions, divestments, and other non-recurring adjustments, such as accounting related changes	Shows the actual growth, including currency effects, of the business
Organic growth	Organic growth refers to growth in net sales excluding (i) growth related to acquisitions and divestments and other non-recurring adjustments and (ii) growth related to fluctuations in currency exchange rates	Shows the actual growth of the business, excluding currency effects
Local currency/constant currencies	Excludes the impact of changes in exchange rates when translating net sales and profits of entities with reporting currencies other than Euro, to the group currency Euro	Shows growth excluding currency effects
Contract Portfolio	The annualized net sales of current customer contracts, adjusted for (i) signed new contracts, included at date of contract signing, irrespective of start date; (ii) terminated contracts, excluded at date of formal notification, irrespective of end date; (iii) changes formally agreed with the customers of existing contracts, included at date of agreement. This includes changes due to renewals of contracts or other reasons	Shows current recurring annual net sales adjusted for short- and medium-term changes
Items affecting comparability/non-recurring items	Items affecting comparability are of a one-off, non-recurring, non-operational, extraordinary, unusual or exceptional nature (including restructuring expenditures).	Shows the value of items which affect the comparability of Quant's result and profitability between periods

## RECONCILIATION OF ALTERNATIVE PERFORMANCE MEASURES

KEUR	Q1		LTM	Jan-Dec
	2020	2019	Mar 2020	2019
<b>Continuing operations</b>				
<b>Operating profit (loss)</b>	<b>-1,714</b>	<b>-1,393</b>	<b>-1,196</b>	<b>-875</b>
Depreciation & amortization	3,527	4,066	15,099	15,638
Non recurring items	242	1,693	2,068	3,519
Reversal of Write-down intangible assets	-	-	-	-
Reversal of Write-down tangible assets	-	-	63	63
<b>Adjusted EBITDA IFRS 16</b>	<b>2,055</b>	<b>4,366</b>	<b>16,033</b>	<b>18,344</b>
Effect from IFRS 16	-951	-1,122	-4,150	-4,321
<b>Adjusted EBITDA</b>	<b>1,105</b>	<b>3,244</b>	<b>11,883</b>	<b>14,023</b>
Net sales	43,551	49,278	190,877	196,604
<b>Adjusted EBITDA margin</b>	<b>2.5%</b>	<b>6.6%</b>	<b>6.2%</b>	<b>7.1%</b>
<b>Discontinued operations</b>				
<b>Operating profit (loss)</b>	<b>-653</b>	<b>68</b>	<b>-18,235</b>	<b>-17,515</b>
Depreciation & amortization	32	78	206	252
Non recurring items	10	-566	2,231	1,655
Reversal of Write-down intangible assets	-	-	13,642	13,642
Reversal of Write-down tangible assets	0	-	115	115
<b>Adjusted EBITDA IFRS 16</b>	<b>-610</b>	<b>-419</b>	<b>-2,041</b>	<b>-1,851</b>
Effect from IFRS 16	-31	-69	-175	-212
<b>Adjusted EBITDA</b>	<b>-641</b>	<b>-488</b>	<b>-2,216</b>	<b>-2,063</b>
Net sales	337	3,360	5,026	8,049
<b>Adjusted EBITDA margin</b>	<b>-190.2%</b>	<b>-14.5%</b>	<b>-44.1%</b>	<b>-25.6%</b>
<b>Group total</b>				
<b>Operating profit (loss)</b>	<b>-2,367</b>	<b>-1,325</b>	<b>-19,432</b>	<b>-18,390</b>
Depreciation & amortization	3,560	4,145	15,304	15,889
Non recurring items	253	1,127	4,299	5,174
Reversal of Write-down intangible assets	-	-	13,642	13,642
Reversal of Write-down tangible assets	0	-	177	177
<b>Adjusted EBITDA IFRS 16</b>	<b>1,445</b>	<b>3,946</b>	<b>13,992</b>	<b>16,493</b>
Effect from IFRS 16	-982	-1,191	-4,325	-4,533
<b>Adjusted EBITDA</b>	<b>463</b>	<b>2,756</b>	<b>9,667</b>	<b>11,960</b>
Net sales	43,889	52,638	195,904	204,653
<b>Adjusted EBITDA margin</b>	<b>1.1%</b>	<b>5.2%</b>	<b>4.9%</b>	<b>5.8%</b>

KEUR	31 Mar		LTM	Jan-Dec
	2020	2019	Mar 2020	2019
<b>Net Debt</b>				
Cash and bank	20,220	13,585	20,220	13,190
<b>Financial assets</b>	<b>20,220</b>	<b>13,585</b>	<b>20,220</b>	<b>13,190</b>
Long term borrowings	125,257	119,690	125,257	123,267
Short term borrowings	20,005	16,898	20,005	11,045
<b>Adjusted financial liabilities</b>	<b>145,262</b>	<b>136,588</b>	<b>145,262</b>	<b>134,311</b>
<b>Net Debt</b>	<b>125,043</b>	<b>123,003</b>	<b>125,043</b>	<b>121,121</b>
Lease liabilities	6,508	10,247	6,508	7,125
<b>Net Debt IFRS 16</b>	<b>131,551</b>	<b>133,250</b>	<b>131,551</b>	<b>128,246</b>
Net Debt	-	-	125,043	121,121
Adjusted EBITDA Continued operations	-	-	11,883	14,023
<b>Net Debt / Adjusted EBITDA, times</b>	<b>-</b>	<b>-</b>	<b>10.5</b>	<b>8.6</b>
Net Debt IFRS 16	-	-	131,551	128,246
Adjusted EBITDA IFRS 16 Continued operations	-	-	16,033	18,344
<b>Net Debt IFRS 16/ Adjusted EBITDA IFRS 16, times</b>			<b>8.2</b>	<b>7.0</b>

KEUR	Q1 2020
<b>Changes in net sales</b>	
Net sales	43,551
Net sales in comparative period of previous year	49,278
<b>Net sales, change</b>	<b>-5,726</b>
Minus: Structural changes and other non-recurring adjustments	-789
Plus: Changes in exchange rates	1,803
<b>Organic Growth</b>	<b>-4,713</b>
Structural changes and other Non-recurring adjustments, %	1.6%
Organic Growth, %	-9.6%
Net sales	43,551
Plus: Changes in exchange rates	1,803
<b>Net sales in constant currency</b>	<b>45,354</b>
Adjusted EBITDA	1,105
Plus: Changes in exchange rates	142
<b>Adjusted EBITDA in constant currency</b>	<b>1,246</b>

## NOTES

### Accounting principles

This interim report has been prepared under International Financial Reporting Standards (IFRS), in accordance with IAS 34 Interim Financial Reporting. The accounting policies and methods of calculation used in the preparation of the latest annual report have been applied, with the exception of new and amended standards and interpretations effective on 1 January 2020.

The interim report for the Parent Company has been prepared in accordance with the Swedish Annual Accounts Act and the Swedish Securities Market Act, which is in compliance with RFR 2 Accounting for Legal Entities, issued by the Swedish Financial Reporting Board.

New or revised IFRS standard that came into force in 2020 did not have any material impact on the Group's financial reporting.

### Transactions with related parties

There have been no transactions between Quant and related parties that have significantly affected the Company's position and results during the period.

### Employees

The number of FTEs for the quarter was 2,452 compared to 2,438 during the fourth quarter of 2019. The number of employees at 31 March 2020 was 2,419 compared to 2,366 at 31 December 2019.

### Risks and uncertainties

The significant risks and uncertainties to which the Quant Group is exposed include global economic and market risks, operational risks, technology risks, and disputes and litigation risks. Through its operations, Quant is exposed to a number of different financial risks:

market risk (primarily currency risk and interest rate risk), financing risk, credit risk and liquidity risk. Financial risks arise when refinancing and credit risks as well as changes in interest rates and exchange rates affect the group's earnings, cash flow and value.

A full description of the risks to which the Group is exposed can be found in Quant's Annual report 2019. No significant changes in risks have arisen since then apart from the developing Covid-19 situation.

#### Covid-19 risks

The global Covid-19 pandemic continues, resulting in continued global economic uncertainty. However, the risk impact on the Quant Group remains unchanged and is the same as described in Quant's Annual report 2019.

### Fair value of financial instruments

Financial instruments measured at fair value in the balance sheet relate to currency swaps. These are measured using valuation techniques that only use observable market inputs at level two according to the framework for fair value measurement.

For borrowing, there is no material difference between the carrying amount and fair value, as the Group's borrowings are at variable interest rates. Nor does the Group have any other off-balance sheet financial assets or liabilities.

### Events after the reporting period

No significant events have occurred after the reporting period.

Quant is a global leader in industrial maintenance.

For over 30 years, we have been realizing the full potential of maintenance for our customers.

From embedding superior safety practices and building a true maintenance culture, to optimizing maintenance cost and improving plant performance, our people make the difference.

We are passionate about maintenance and proud of ensuring we achieve our customers' goals in the most professional way.