

## **IAR Systems Group AB**

Interim report January-June 2017



## Strong recovery in Asia and stable performance in the Americas

## Sales for the period of SEK 173m and EBITDA of SEK 61m Operating margin of 30% and cash flow of SEK 59m

Profit summary	January	/-June	Apri	Full-year	
SEK m	2017	2016	2017	2016	2016
Net sales	173.2	162.3	86.8	81.8	328.4
Operating expenses	-121.2	-121.0	-61.0	-59.7	-231.9
Operating profit	52.0	41.3	25.8	22.1	96.5

Key ratios	Janua	ry-June	Apr	Full-year	
	2017	2016	2017	2016	2016
EBITDA margin, %	35.5	30.3	35.6	31.8	34.5
Operating margin, %	30.0	25.4	29.7	27.0	29.4
Net cash, SEK m	61.7	32.6	61.7	32.6	96.5
No. of employees at end of period	158	164	158	164	165

#### January-June 2017

- Net sales of SEK 173.2m (162.3)
- EBITDA of SEK 61.5m (49.1), corresponding to an EBITDA margin of 35.5% (30.3)
- Operating profit of SEK 52.0m (41.3), corresponding to an operating margin of 30.0% (25.4)
- Profit before tax of SEK 51.1m (41.2)
- Basic earnings per share of SEK 3.17 (2.54) and diluted earnings per share of SEK 3.17 (2.54)
- Earnings per share of SEK 3.92 (3.20) after current tax
- Cash flow from operating activities of SEK 58.8m (42.6)
- Net cash of SEK 61.7m (32.6) at the end of the period

#### Key events during the period

 IAR Systems supplemented its data security product portfolio through an investment in an equity stake in Secure Thingz

#### April-June 2017

- Net sales of SEK 86.8m (81.8)
- EBITDA of SEK 30.9m (26.0), corresponding to an EBITDA margin of 35.6% (31.8)
- Operating profit of SEK 25.8m (22.1), corresponding to an operating margin of 29.7% (27.0)
- Profit before tax of SEK 25.7m (22.0)
- Basic earnings per share of SEK 1.68 (1.34) and diluted earnings per share of SEK 1.68 (1.34)
- Earnings per share of SEK 1.98 (1.69) after current tax
- Cash flow from operating activities of SEK 32.3m (20.6)

#### Key events after the end of the reporting period

The company increased its credit margin by an additional SEK 200m



# Strong recovery in Asia and stable performance in the Americas

During the second quarter, we experienced a strong recovery in Asia and a stable performance in the Americas, which enabled us to maintain a stable financial position. We also received a larger share of major transactions from customers looking to standardize their development of our products. Both license-based revenue and revenue from support and upgrade agreements continue to grow. While there have been no major changes compared with previous years in terms of sales per product, our add-on products and safety-certified products are growing at a faster rate.

Our regions displayed mixed performances during the first half of the year. The Americas continued to report growth exceeding our financial targets during the second quarter as a result of a greater focus on geographical growth in the Americas and larger customers. Europe noted an improvement during the second quarter, with several of the countries in the region continuing to report varied results. Asia displayed a very strong performance during the second quarter, despite it being a historically weaker quarter since several customers have a split financial year starting on April 1 and thus are less likely to start by making major investments.

The recent consolidation of the processor vendor market, and thus of product portfolios, is increasing the volatility of our sales. This volatility reflects an uncertainty regarding customers' choice of processor vendor. At the same time, launches of new processors are becoming limited as vendors focus more on mergers than market activity. Among processor vendors, ARM continues to have a strong influence on future processors, even if we can see that some new architecture is appearing on the market, though on a very small scale.

Renesas Synergy is following its previously communicated plan. The launch is proceeding as expected and manufacturing of Synergy processors began during the period. The production of units involves small volumes and should be seen by most customers as a start-up. Most users are in a development phase in their use of the Renesas Synergy Platform and will, therefore, begin production during the latter part of 2017 or more likely in 2018. The guaranteed remuneration from Renesas Synergy Platform was slightly higher than in previous years since the agreement with Renesas was signed during the second quarter of 2016.

Embedded systems play an important role in today's product development and will become even more significant in the future. This, in turn, will make the issues of functional safety and data security even more critical. There is significant potential in the market when it comes to security, particularly with respect to the Internet of Things (IoT), the automotive industry and medical technology, and leveraging new market opportunities will require knowledge sharing, strong strategic alliances and new technology.

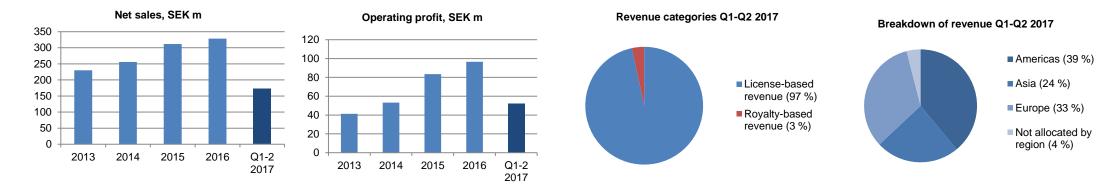
Another distinct market trend is a focus by many suppliers on the automotive industry, where the number of processor-controlled applications is increasing sharply. Trends such as autonomous vehicles are fueling the development of both innovation and market positioning in all areas of the automotive industry. This trend became very clear at the annual Embedded World trade fair in Germany, which we attended this year in a more ambitious capacity than ever before. At this year's fair, we launched a number of products for the automotive industry and a major upgrade to our flagship product IAR Embedded Workbench for ARM.

During the second quarter, we invested in Secure Thingz in order to offer our customers products that guarantee their data security through the development and manufacturing process. Secure Thingz delivers products and services for the development, management and deployment of embedded data security in devices and products. The company's Secure Deploy Platform was developed to solve the complex security challenges associated with IoT. The platform provides a cost-efficient means to guarantee basic processor security and offers services to ensure data security throughout a product's life cycle. The collaboration between Secure Thingz and IAR Systems will mainly focus on the management of critical information during the development process, an area where we already have a large and loyal customer base.

We are at a stage in the company's development where we are seeing a clear market trend of embedded systems increasing in value through broader application and increased use. This trend is boosting demand in various customer segments and across vertical markets.

During the quarter, we achieved several sales records and our best financial result to date. Our strong financial position also improved during the quarter as we increased our credit margin by an additional SEK 200m in order to create the scope to act on our high ambitions and maintain our long-term focus.

Stefan Skarin, CEO of IAR Systems Group AB



## The IAR Systems share

IAR Systems Group's class B share is quoted on the Mid Cap list of Nasdaq Stockholm. During the period, the share price varied from a low of SEK 175.00 (119.00) to a high of SEK 209.00 (195.00). The share price at June 30, 2017 was SEK 175.00 (157.00). IAR Systems Group's market capitalization on the same date was SEK 2,211m (1,983).

The number of shareholders in IAR Systems Group at June 30, 2017 was 8,430 (9,058). Of these shareholders, 508 (540) held more than 1,000 shares each. Foreign shareholders held approximately 23% (20) of the share capital and 21% (18) of the votes.

IAR Systems Group's share capital at June 30, 2017 amounted to SEK 126,320,614, divided between 12,632,061 shares, of which 100,000 are class A shares and 12,532,061 are class B shares.

Largest shareholders (votes)	of shares	of capital, %	of votes, %
Andra AP-fonden	1,135,415	9%	8%
Danica Pension*	220,121	2%	8%
Handelsbanken Fonder	918,938	7%	7%
Ribbskottet AB	880,000	7%	7%
Första AP-fonden	770,157	6%	6%
Other	8,707,430	69%	64%
Total	12,632,061	100%	100%
*of which 100,000 class A shares			

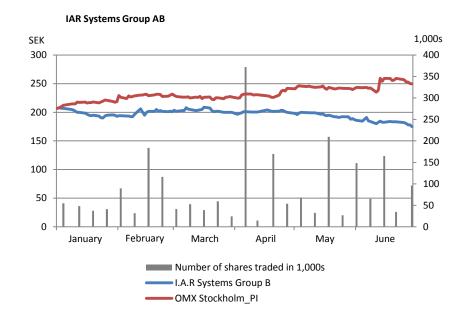
No.

Share

Share

		No. of		
Breakdown of shareholdings	No. of shareholders		Share of capital, %	Share of votes, %
1-100	5,665	67%	1%	1%
101-1,000	2,257	27%	7%	7%
1,001-10,000	412	5%	10%	9%
10,001-	96	1%	82%	83%
Total	8,430	100%	100%	100%

Geographical distribution	No. of shareholders	No. of shareholders, %	Share of capital, %	Share of votes, %
Sweden Europe excl.	8,199	97%	77%	79%
Sweden	194	2%	19%	18%
Other countries	37	1%	4%	3%
Total	8,430	100%	100%	100%



## Financial information

#### **NET SALES AND PROFIT**

Net sales for the period rose 7% compared with the corresponding period in the preceding year and amounted to SEK 173.2m (162.3), of which SEK 86.8m (81.8) was attributable to the second quarter. Royalty-based revenue of SEK 4.3m (1.8) from the agreement with Renesas Electronics Corporation was reported during the period, of which SEK 1.4m (1.4) during the second quarter. The guaranteed share of Renesas Synergy Platform was slightly higher in this period compared with preceding years since the agreement with Renesas was signed during the second quarter of 2016. In a year-on-year comparison, currency translation had a positive impact of SEK 8.2m on net sales for the period, of which SEK 4.5m pertained to the second quarter.

EBITDA for the period totaled SEK 61.5m (49.1), corresponding to an EBITDA margin of 35.5% (30.3). EBITDA for the second quarter totaled SEK 30.9m (26.0), corresponding to an EBITDA margin of 35.6% (31.8). Operating profit for the period increased 26% to SEK 52.0m (41.3). Legal costs in the USA of SEK 4.0m were charged to operating profit in the year-earlier period. Excluding this non-recurring item, operating profit increased 15%. Operating profit for the second quarter amounted to SEK 25.8m (22.1).

Operating expenses were cut by SEK 6.7m (7.9) during the period through the capitalization of development costs for software and debug probes. Of the internal expenses that were capitalized, SEK 5.3m (6.1) pertained to personnel costs. In a year-on-year comparison, currency translation had a positive impact of SEK 5.2m on operating profit for the period, of which SEK 2.9m pertained to the second quarter.

During the period, the company participated in an issue of new shares in Northern Parklife to increase the prospects of divesting the financial holding. Financial expenses for the period largely comprise a SEK 0.8m (-) impairment loss on the holding in Northern Parklife, corresponding to the company's share in the issue of new shares above.

#### SALES TREND

The Americas reported growth exceeding our financial targets as a result of a greater focus on geographical growth in the Americas and larger customers. Europe displayed a negative performance during the period and creating year-on-year growth proved challenging in most countries. The markets in Europe experienced varied developments without any specific

negative trend, though some large customers chose to postpone major investment decisions, which had a short-term adverse impact on the region.

Asia reported a stable performance, although Korea remains challenging in the wake of Samsung's crisis and the political turbulence in the country. Japan achieved several sales records toward the end of the period following a number of changes and recruitments in 2016.

In a year-on-year comparison, total sales growth in local currency was 7%. The 7% sales growth for the period resulted in a corresponding increase in net sales, since the accrual of prepaid maintenance revenue (-5%) was offset by positive foreign exchange effects (+5%).

	Sales (	growth i cy	n local	Prepaid maintenance	Foreign exchange	Growth in	Share of
	Q1	Q2	Q1-2	revenue	effect	net sales	net sales
Americas	13%	11%	11%	-8%	7%	10%	39%
Europe	-2%	0%	-1%	-4%	3%	-1%	33%
Asia Not	-6%	24%	7%	-4%	6%	9%	24%
allocated	200%	-8%	59%	-	-	59%	4%
Total	5%	9%	7%	-5%	5%	7%	100%

#### INVESTMENTS AND FINANCING

Investments in property, plant and equipment for the period totaled SEK 1.1m (0.8), of which SEK 0.7m (0.3) was attributable to the second quarter. Investments in intangible assets for the period amounted to SEK 8.8m (9.4), of which SEK 4.8m (4.7) pertained to the second quarter. Most of these investments, SEK 6.7m (7.9), pertain to the capitalization of development costs for software and debug probes. In addition, the company invested in an equity stake in Secure Thingz amounting to SEK 17.8m during the quarter. These investments were in line with the company's plans. The equity/assets ratio at June 30, 2017, was 67% (67).

#### CASH FLOW, CASH AND CASH EQUIVALENTS

Cash flow from operating activities for the period amounted to SEK 58.8m (42.6), of which SEK 32.3m (20.6) pertained to the second quarter.

Cash flow from investing activities for the period totaled SEK -28.5m (-10.4), of which SEK -23.3m (-5.2) pertained to the second quarter. During the second quarter, the company invested in an equity stake in Secure Thingz amounting to SEK 17.8m. In addition to this investment, the company mainly invested in intangible assets.

Cash flow from financing activities for the period totaled SEK -63.2m (88.4), of which SEK -63.2m (-88.4) pertained to the second quarter.

Dividends totaling SEK 63.2m (88.4) were paid to the company's shareholders during the second quarter.

As of June 30, 2017, the Group had net cash of SEK 61.7m (32.6). Cash and cash equivalents at the end of the period totaled SEK 64.3m (34.9). In addition, the Group had unutilized bank overdraft facilities of SEK 25.0m (25.0). The Group's total available cash and cash equivalents thus amounted to SEK 89.3m (59.9).

After the end of the period, the company increased its bank overdraft facilities by an additional SEK 200m.

#### **EMPLOYEES**

The number of employees in IAR Systems at the end of the period was 158 (164). The average number of employees during the period was 154 (156).

#### PARENT COMPANY

The activities of the Parent Company consist of Group management, finance and IR/PR functions. The Parent Company's net sales for the period amounted to SEK 6.1m (6.1). The Parent Company posted a loss after financial items of SEK -2.8m (-2.1). Net investments in property, plant and equipment amounted to SEK 0.0m (0.0).

Cash and cash equivalents at June 30, 2017 totaled SEK 6.0m (1.3). The number of employees in the Parent Company at the end of the period was 4 (4).

#### **2017 ANNUAL GENERAL MEETING**

The Annual General Meeting (AGM) of IAR Systems Group was held on April 26. For information about the AGM and the resolutions passed, refer to the company's website: www.iar.com

#### SIGNIFICANT RISKS AND UNCERTAINTIES

The market for IAR Systems' software is evolving rapidly and forecasts about future developments are thus uncertain. IAR Systems Group's assessment is that no significant risks and uncertainties have changed or arisen aside from those described in the annual report for 2016 under "Risk management" on page 32, under "Administration report" on page 35 and in Note 2 on pages 50-52.

#### **FUTURE OUTLOOK**

The Board's financial targets are for IAR Systems Group's sales to grow by 10-15% annually in local currency and for the operating margin to exceed 25% over a business cycle.

Stockholm, Wednesday, August 16, 2017

Stefan Skarin CEO of IAR Systems Group AB

#### **FINANCIAL CALENDAR 2017**

Interim report Jan-Sep 2017, October 18, 2017

#### IAR SYSTEMS GROUP AB (PUBL)

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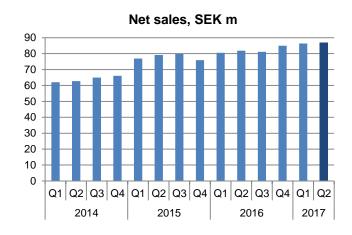
#### **REVIEW**

This report has not been reviewed by the company's auditor.

## Income statement

#### CONDENSED CONSOLIDATED INCOME STATEMENT

		6 months Jan-Jun		3 months	Apr-Jun	Full-year
SEK m	Note	2017	2016	2017	2016	2016
Net sales	1.2	173.2	162.3	86.8	81.8	328.4
Goods for resale		-4.0	-7.0	-1.6	-3.7	-12.2
Other external expenses		-25.1	-25.7	-12.8	-9.9	-48.4
Personnel costs		-82.6	-80.5	-41.5	-42.2	-154.6
Depreciation of property, plant and equipment		-1.2	-1.2	-0.6	-0.6	-2.5
Amortization of intangible assets		-8.3	-6.6	-4.5	-3.3	-14.2
Operating profit		52.0	41.3	25.8	22.1	96.5
Financial income		0.0	0.0	0.0	0.0	0.0
Financial expenses		-0.9	-0.1	-0.1	-0.1	-0.4
Profit before tax		51.1	41.2	25.7	22.0	96.1
Tax		-11.1	-9.1	-4.5	-5.1	-22.1
Profit for the period		40.0	32.1	21.2	16.9	74.0
Earnings per share for the period, basic, SEK Earnings per share for the period, diluted,		3.16	2.54	1.67	1.34	5.86
SEK		3.16	2.54	1.67	1.34	5.86
STATEMENT OF COMPREHENSIVE						
INCOME		6 months		3 months		Full-year
SEK m		2017	2016	2017	2016	2016
Profit for the period Other comprehensive income for the period Items that will be reclassified subsequently to profit or loss:		40.0	32.1	21.2	16.9	74.0
Exchange differences		-2.5	0.9	-2.1	1.3	3.0
Total other comprehensive income		-2.5	0.9	-2.1	1.3	3.0
Comprehensive income for the period Comprehensive income for the period		37.5	33.0	19.1	18.2	77.0
attributable to owners of the Parent Company		37.5	33.0	19.1	18.2	77.0

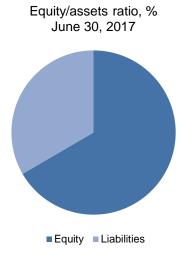




## Balance sheet

CONDENSED CONSOLIDATED BALANCE SHEET

SEK m	Note	Jun 30, 2017	Jun 30, 2016	Dec 31, 2016
ASSETS		2017	2016	2016
Non-current assets				
Goodwill	3	113.7	113.7	114.9
Other intangible assets	4	82.4	81.7	82.1
Property, plant and equipment		6.1	6.6	6.2
Financial assets		22.4	5.0	4.8
Deferred tax assets	5	6.8	29.0	15.9
Total non-current assets		231.4	236.0	223.9
Current assets				
Inventories		5.6	5.6	5.6
Other current assets		23.5	27.9	18.9
Trade receivables		56.1	48.7	48.3
Cash and cash equivalents		64.3	34.9	99.2
Total current assets		149.5	117.1	172.0
TOTAL ASSETS		380.9	353.1	395.9
EQUITY AND LIABILITIES				
Total equity		253.8	235.5	279.5
Non-current liabilities				
Interest-bearing liabilities		1.6	1.0	1.6
Other non-current liabilities		1.5	1.3	1.4
Deferred tax liabilities		15.2	17.0	14.8
Total non-current liabilities		18.3	19.3	17.8
Current liabilities				
Trade payables		5.5	4.0	5.3
Interest-bearing liabilities		1.0	1.3	1.1
Other current liabilities		102.3	93.0	92.2
Total current liabilities		108.8	98.3	98.6
TOTAL EQUITY AND LIABILITIES		380.9	353.1	395.9



## Changes in equity

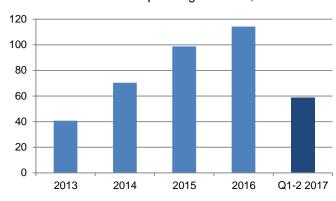
	6 mor	ths Jan-	3 mo	Full-	
GROUP		Jun		Jun <sup>.</sup>	year
SEK m	2017	2016	2017	2016	2016
Equity at beginning of period	279.5	290.9	297.9	305.7	290.9
Dividend	-63.2	-88.4	-63.2	-88.4	-88.4
Comprehensive income for the					
period	37.5	33.0	19.1	18.2	77.0
Equity at end of period	253.8	235.5	253.8	235.5	279.5
of which, attributable to owners					
of the Parent Company	253.8	235.5	253.8	235.5	279.5

## Cash flows

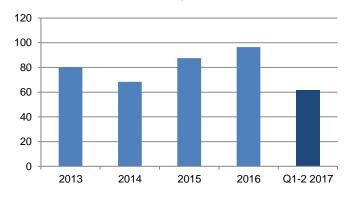
#### CONDENSED CONSOLIDATED CASH FLOW STATEMENT

CONDENCED CONCOLIDATED CACITI ECO	OTATEME		3 month		
	6 month	s Jan-Jun	Ju	Full-year	
SEK m	2017	2016	2017	2016	2016
Incoming payments from customers	164.9	156.7	80.5	74.0	323.5
Outgoing payments to suppliers and					
employees	-104.1	-112.1	-46.9	-52.5	-205.8
Interest received	0.0	0.0	0.0	0.0	0.0
Interest paid	-0.1	-0.0	-0.1	-0.0	-0.0
Income taxes paid	-1.9	-2.0	-1.2	-0.9	-3.5
Cash flow from operating activities	58.8	42.6	32.3	20.6	114.2
Investments in property, plant and					
equipment	-1.1	-0.8	-0.7	-0.3	-1.3
Investments in intangible assets	-8.8	-9.4	-4.8	-4.7	-17.3
Investments in other investments	-18.6	-0.2	-17.8	-0.2	-0.3
Cash flow from investing activities	-28.5	-10.4	-23.3	-5.2	-18.9
Amortization of financial liabilities	-0.0	-0.0	-0.0	-0.0	-0.0
Dividend	-63.2	-88.4	-63.2	-88.4	-88.4
Cash flow from financing activities	-63.2	-88.4	-63.2	-88.4	-88.4
Cash flow for the period	-32.9	-56.2	-54.2	-73.0	6.9
Cash and cash equivalents at beginning of					
period	99.2	89.4	120.5	106.0	89.4
Exchange difference in cash and cash					
equivalents					
- attributable to cash and cash equivalents	4.0		4.0	4.0	0.0
at beginning of period	-1.8	1.7	-1.8	1.9	2.6
- attributable to cash flow for the period	-0.2	-0.0	-0.2	0.0	0.3
Cash and cash equivalents at end of period	64.3	34.9	64.3	34.9	99.2
CASH AND CASH FOUNTALENTS CROUD					
CASH AND CASH EQUIVALENTS, GROUP	lum 20	lun 20			
SEK m	Jun 30, 2017	Jun 30, 2016			
	64.3				
Cash and cash equivalents at end of period Unutilized overdraft facilities		34.9			
	25.0	25.0			
Total available cash and cash equivalents	89.3	59.9			

#### Cash flow from operating activities, SEK m



Net cash, SEK m

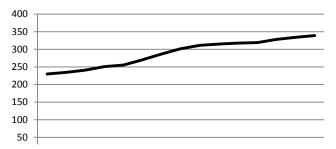


## Key ratios

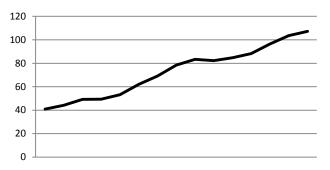
GROUP	6 months	s Jan-Jun	3 month	Full-year	
	2017	2016	2017	2016	2016
Gross margin, %	97.7	95.7	98.2	95.5	96.3
EBITDA, %	35.5	30.3	35.6	31.8	34.5
Operating margin, %	30.0	25.4	29.7	27.0	29.4
Profit margin, %	29.5	25.4	29.6	26.9	29.3
Cash flow, %	33.9	26.2	37.2	25.2	34.8
Equity/assets ratio, %	66.6	66.7			70.6
Return on equity, %	15.0	12.5	7.7	6.2	25.9
Return on capital employed, %	19.3	15.6	9.3	8.1	33.6
Capital employed, SEK m	256.4	237.8			282.2
Net cash, SEK m	61.7	32.6			96.5
Net debt/equity ratio, multiple	-0.24	-0.14			-0.35
No. of employees at end of period	158	164			165
Average no. of employees	154	158	152	155	159
Sales per employee, SEK m	1.1	1.0	0.6	0.5	2.1
					Full-
SHARE DATA	6 months	s Jan-Jun	3 month	year	
	2017	2016	2017	2016	2016
Equity per share, SEK	20.09	18.64			22.13
No. of shares at end of period, million	12.63	12.63			12.63
Average no. of shares, million	12.63	12.63	12.63	12.63	12.63
Average number of shares, diluted, million	12.63	12.63	12.63	12.63	12.63
Cash flow from operating activities per share, SEK	4.65	3.37	2.56	1.63	9.04
Earnings per share, basic, after current tax, SEK	3.92	3.20	1.98	1.69	7.38
Earnings per share, SEK*	3.92	2.54	1.68	1.34	5.86
Earnings per share, diluted, SEK	3.17	2.54	1.68	1.34	5.86
Lamings per snare, unuteu, SLN	3.17	2.54	1.68	1.54	5.00

#### $^*\mbox{Definition}$ in accordance with IFRS Refer also to definitions on page 15.

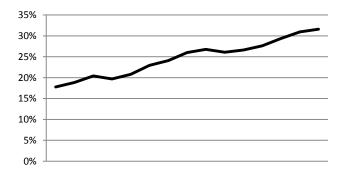
#### Net sales, rolling 12 months



#### Operating profit, rolling 12 months



#### Operating margin, rolling 12 months



## Quarterly overview and multi-year overview

		Net sales, SEK m	EBITDA, SEK m	EBITDA margin, %	Operating profit, SEK m	Operating margin, %	Earnings per share, SEK*	Return on equity, %	Cash flow from operating activities per share, SEK	Equity per share, SEK	Share price, SEK	Market capitalization, SEK m
2017	Q2	86.8	30.9	35.6	25.8	29.7	1.68	7.7	2.56	20.09	175.00	2,211
	Q1	86.4	30.6	35.4	26.2	30.3	1.49	6.5	2.10	23.58	200.00	2,526
2016	Q4	85.0	31.2	36.7	26.7	31.4	1.59	7.5	3.13	22.13	206.00	2,602
	Q3	81.1	32.9	40.6	28.5	35.1	1.73	8.8	2.54	20.44	190.00	2,400
	Q2	81.8	26.0	31.8	22.1	27.0	1.34	6.2	1.63	18.64	157.00	1,983
	Q1	80.5	23.1	28.7	19.2	23.9	1.20	5.1	1.74	24.20	172.50	2,179
2015	Q4	75.9	22.2	29.2	18.4	24.2	1.09	4.9	2.22	23.03	150.00	1,895
	Q3	79.8	28.9	36.2	25.0	31.3	1.49	7.0	1.63	21.96	103.25	1,304
	Q2	79.1	23.5	29.7	19.7	24.9	1.21	5.4	2.51	20.43	99.75	1,260
	Q1	76.9	23.7	30.8	20.3	26.4	1.23	5.2	1.45	24.36	104.00	1,314
2014	Q4	66.1	16.3	24.7	13.5	20.4	0.84	3.8	1.27	22.85	74.75	944
	Q3	64.9	18.4	28.4	15.6	24.0	1.06	5.0	1.89	21.83	68.25	862
	Q2	62.7	15.2	24.2	12.7	20.3	0.78	3.4	1.33	20.72	68.50	861
	Q1	62.0	13.7	22.1	11.4	18.4	0.68	2.8	1.12	24.68	57.57	780
2013	Q4	61.5	12.6	20.5	10.1	16.4	0.58	2.5	0.84	23.90	39.77	491
	Q3	54.9	17.9	32.6	15.4	28.1	0.96	4.3	1.56	22.77	38.93	453
	Q2	56.1	9.7	17.3	7.7	13.7	0.53	2.4	0.97	21.42	34.40	388
	Q1	57.7	10.4	18.0	8.1	14.0	0.53	2.3	0.17	22.87	36.07	407
2012	Q4	59.5	11.7	19.7	9.8	16.5	-0.48	-2.1	1.34	22.34	35.24	397
	Q3	56.2	12.0	21.4	10.1	18.0	0.75	3.3	0.68	22.84	37.82	426
	Q2	56.4	8.8	15.6	7.3	12.9	0.42	1.9	1.27	22.15	39.77	448
	Q1	58.0	9.3	16.0	8.0	13.8	0.48	2.2	0.12	22.22	32.37	355
2011	Q4	57.5	9.4	16.3	7.7	13.4	0.96	4.5	1.20	21.82	22.66	248
	Q3	48.2	8.3	17.2	7.1	14.7	0.67	3.3	1.07	20.92	20.25	222
	Q2	48.9	6.7	13.7	5.4	11.0	0.49	1.4	1.19	20.09	21.83	239
	Q1	45.8	5.0	10.9	3.8	8.3	0.33	0.6	-0.37	50.35	17.76	195
2010	Q4	48.0	3.5	7.3	2.2	4.6	0.19	-0.6	0.47	54.16	16.41	180
	Q3	44.2	5.5	12.4	4.4	10.0	0.39	1.4	0.23	55.50	12.58	138
	Q2	42.1	3.2	7.6	2.4	5.7	0.24	1.1	0.33	53.81	13.65	150
	Q1	43.6	3.9	8.9	2.9	6.7	0.26	1.6	0.22	54.42	13.89	152
2016		328.4	113.2	34.5	96.5	29.4	5.86	25.9	9.04	22.13	206.00	2,602
2015		311.7	98.3	31.5	83.4	26.8	5.02	21.9	7.81	23.03	150.00	1,895
2013		255.7	63.6	24.9	53.2	20.8	3.37	14.5	5.61	22.85	74.75	944
2014		230.2	50.6	22.0	41.3	17.9	2.59	10.9	3.53	23.90	39.77	491
2013		230.2	41.8	18.2	35.2	15.3	1.16	5.3	3.41	23.90	35.24	397
2012		200.4	29.4	14.7	24.0	12.0	-1.70	6.4	3.09	21.82	22.66	248
2011		177.9	16.1	9.1	11.9	6.7	1.88	3.5	1.25	54.16	16.41	180
	<del>.</del>	ance with IFRS Refer also to			11.9	0.7	1.00	ა.ა	1.25	J <del>4</del> .10	10.41	100

<sup>\*</sup>Definition in accordance with IFRS Refer also to definitions on page 15.

Parent Company

CONDENSED INCOME STATEMENT	6 manth	oo loo luo	
CONDENSED INCOME STATEMENT	6 montr	ns Jan-Jun 2016	2016
SEK m			
Net sales	6.1	6.1	12.2
Operating expenses	-8.1	-8.2	-15.8
Depreciation of property, plant and equipment	-0.0	-0.0	-0.0
Operating loss	-2.0	-2.1	-3.6
Result from financial investments	-0.8	0.0	86.7
Profit/loss before tax	-2.8	-2.1	83.1
Tax	0.6	0.5	-18.4
Profit/loss for the period	-2.2	-1.6	64.7
STATEMENT OF COMPREHENSIVE INCOME			
SEK m	2017	2016	
Loss for the period	-2.2	-1.6	
Total other comprehensive income	-		
Comprehensive income for the period	-2.2	-1.6	
CONDENSED BALANCE SHEET			
	Jun 30,		Dec 31,
SEK m	2017	Jun 30, 2016	2016
ASSETS			
Non-current assets			
Property, plant and equipment	0.2	0.2	0.2
Shares in subsidiaries	189.4	189.4	189.4
Other financial assets	21.5	3.3	3.0
Deferred tax assets	12.7	32.2	13.3
Total non-current assets	223.8	225.1	205.9
Current assets			
Receivables from subsidiaries	-	0.0	38.6
Other current assets	0.6	0.7	0.6
Cash and cash equivalents	6.0	1.3	3.5
Total current assets	6.6	2.0	42.7
TOTAL ASSETS	230.4	227.1	248.6
EQUITY AND LIABILITIES			
Total equity	175.5	174.9	241.3
Current liabilities			
Trade payables	0.5	0.4	0.4
Liabilities to subsidiaries	48.3	46.1	-
Other current liabilities	6.1	5.7	6.9
Total current liabilities	54.9	52.2	7.3
TOTAL EQUITY AND LIABILITIES	230.4	227.1	248.6
	200.7		0.0

#### **Notes**

#### **1 ACCOUNTING POLICIES**

The consolidated financial statements have been prepared in accordance with the International Financial Reporting Standards (IFRS) and the interpretations issued by the IFRS Interpretations Committee (IFRIC) as adopted for application in the EU. In addition, the Swedish Financial Reporting Board's recommendation RFR 1 Supplementary Accounting Rules for Groups has been applied. This consolidated interim report has been prepared in accordance with the Swedish Annual Accounts Act (ÅRL) and IAS 34 Interim Financial Reporting. The accounts of the Parent Company 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.

The accounting standards applied for the Group and the Parent Company are the same as those applied in preparation of the most recent annual report.

New or revised IFRS, interpretations from the IFRS Interpretations Committee and amendments to RFR 2 effective as of January 1, 2017 have not had any material impact on the financial statements of the Group or the Parent Company.

Information in accordance with IAS 34 Interim Financial Reporting is included in both the notes and in other parts of the interim report.

#### **2 NET SALES**

Net sales are distributed into the following revenue categories:

	6 months Jan-Jun		3 months		
SEK m	2017	2016	2017	2016	2016
License-based revenue	168.9	160.5	85.4	80.4	324.3
Royalty-based revenue	4.3	1.8	1.4	1.4	4.1
Net sales	173.2	162.3	86.8	81.8	328.4

As part of the agreement with Renesas Synergy, IAR Systems receives a guaranteed annual minimum remuneration. The royalty-based revenue recognized pertains to the guaranteed minimum remuneration for the period.

#### 3 GOODWILL

Goodwill is tested annually for impairment and recognized at cost less accumulated impairment. The impairment test performed at year-end did not indicate any requirement for impairment. Goodwill at June 30, 2017 amounted to SEK 113.7m (113.7). This decrease of SEK 1.2m for the period was a result of translation differences.

#### 4 OTHER INTANGIBLE ASSETS

Operating expenses were reduced by SEK 6.7m (7.9) during the period through the capitalization of development costs for debug probes and analysis tools.

Of the internal expenses that were capitalized, SEK 5.3m (6.1) pertained to personnel costs.

#### **5 DEFERRED TAX ASSETS**

The deferred tax asset attributable to loss carryforwards is recognized only to the extent that it is probable that the loss carryforwards can be utilized against future taxable profits. At June 30, 2017, the Group had accumulated loss carryforwards of approximately SEK 21m (113), all of which were attributable to its Swedish operations. The deferred tax asset is recognized in the balance sheet in an amount of SEK 6.8m (29.0), of which SEK 4.6m (24.8) pertains to loss carryforwards.

#### **6 PLEDGED ASSETS**

SEK m	Jun 30,	Jun 30,	Dec 31,
	2017	2016	2016
To secure pensions	1.8	1.8	1.8
To secure liabilities to credit	2.6	2.3	2.6
institutions			
Total pledged assets	4.4	4.1	4.4

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### **Definitions**

Certain financial performance measures are presented in this interim report that are not defined in accordance with IFRS. The company believes that these performance measures provide valuable supplementary information to investors and the company's management since they facilitate evaluations of the company's earnings trend and financial position. These financial performance measures are not always comparable with the measures used by other companies since not all companies calculate financial performance measures in the same way. Accordingly, these financial performance measures must not be regarded as a replacement for the measures defined in accordance with IFRS. The tables below present performance measures that are not defined in accordance with IFRS, unless otherwise stated.

Key ratios	Definition/Calculation	Use
Gross margin	Net sales less the cost of goods sold as a percentage of net sales.	Measures the company's profitability after cost of goods and is used to follow up cost-efficiency and the effect of changes to the product mix.
EBITDA	Earnings before interest, taxes, depreciation and amortization.	This measure basically shows the earnings-generating cash flow in operations. It provides an overview of the business's ability to generate, in absolute terms, resources for investments and payments to investors and is used as a comparison over time.
EBITDA margin	Earnings before interest, tax, depreciation and amortization (EBITDA) in relation to sales, expressed as a percentage.	Aims to show the profitability ratio for current operations.
Equity, Group	Recognized equity including 78.0% of untaxed reserves. Average equity is calculated as equity at the beginning of the year plus equity at the end of the year divided by two.	Measures the company's net value.
Equity per share	Equity divided by the number of shares at the end of the period.	Measures the company's net value per share.
Sales growth in local currency	Net sales in local currency compared to sales in local currency corresponding period last year.	Measures the company's sales growth in local currency and allows the assessment of growth without the influence of foreign exchange effects.
Cash flow	Cash flow from operating activities as a percentage of net sales.	Measures the company's cash generation in relation to net sales.
Net cash	Cash and cash equivalents less interest-bearing liabilities.	A measure of the ability to use available cash and cash equivalents to pay off all liabilities if they were due for payment on the date of the calculation and thereby a measure of the risk in relation to the company's capital structure.
Net interest-bearing liabilities	Interest-bearing liabilities less cash and cash equivalents.	A measure used to follow the liability trend and see the size of the need for refinancing. This measure is one component in calculating net cash and the net debt/equity ratio.
Net debt/equity ratio	Net interest-bearing liabilities divided by equity.	This measure reflects the relationship between the Group's two forms of financing. A measure to show the proportion of loan capital in relation to the capital invested by the owners and accordingly a measure of financial strength and also the gearing effect of loans. A higher net debt/equity ratio entails a higher financial risk and higher financial gearing.
Earnings per share*	Profit for the period after tax divided by the average number of shares during the period.	A measure of the company's profitability after tax per share. This key ratio is important in assessing the value of a share.
Earnings per share after current tax	Profit for the period after current tax divided by the average number of shares during the period.	The company has substantial loss carryforwards which have been gradually utilized in recent years. This measure shows the company's profitability after tax taking into consideration loss carryforwards utilized during the period.
Return on equity	Profit after tax as a percentage of average equity.	Return on equity shows the total accounting returns on capital invested by the owners and reflects the effects of both the profitability of operations and financial gearing. This measure is mainly used to analyze the profitability of owners over time.
Return on capital employed	Profit before tax plus financial expenses as a percentage of average capital employed.	Return on capital employed shows how well operations use the capital tied up in the business. This measure is mainly used to study the Group's profitability over time.
Interest-bearing liabilities	Borrowings in banks or the equivalent.	This measure is one component in calculating net cash and the net debt/equity ratio.
Operating margin	Operating profit as a percentage of net sales.	This measure reflects the operating profitability of the business. It is useful for following up profitability and efficiency in operations before taking into account capital tied up. This key ratio is used both internally in governance and follow-up of operations and to compare with other companies.
Operating profit	Profit before tax less financial income plus financial expenses.	Used to calculate the operating margin.
Equity/assets ratio	Equity as a percentage of total assets.	This key ratio shows the proportion of assets financed with equity and can be used as an indication of the company's long-term solvency.
Capital employed	Total assets less non-interest-bearing liabilities. Average capital employed is calculated as capital employed at the beginning of the year plus capital employed at the end of the year divided by two.	The capital made available to the company by shareholders and lenders. This shows the net capital invested in operating activities with the addition of financial assets.
Profit margin	Profit before tax as a percentage of net sales.	Profit margin shows the earnings capacity of the business from operating activities regardless of the tax situation in relation to the company's net sales and can be used to in a comparison with other companies in the same industry.
Definition in accordance		,,,,,,,

## Reconciliations

#### EBITDA is calculated as follows:

	6 months	Jan-	3 months Apr-Jun		Full-year
	Jun				
SEK m	2017	2016	2017	2016	2016
Operating profit	52.0	41.3	25.8	22.1	96.5
Depreciation of property, plant and	1.2	1.2	0.6	0.6	2.5
equipment					
Amortization of intangible assets	8.3	6.6	4.5	3.3	14.2
EBITDA	61.5	49.1	30.9	26.0	113.2

Earnings per share after current tax is calculated as profit for the period after current tax divided by the average number of shares during the period.

	6 months	Jan-	3 months		
	Jun				
SEK m	2017	2016	2017	2016	2016
Tax	11.1	9.1	4.5	5.1	22.1
Deferred tax	-9.5	-8.3	-3.8	-4.4	-19.2
Current tax	1.6	0.8	0.7	0.7	2.9
Profit before tax	51.1	41.2	25.7	22.0	96.5
Current tax	-1.6	-0.8	-0.7	-0.7	-2.9
Profit after current tax	49.5	40.4	25.0	21.3	92.4
Average no. of shares, million	12.63	12.63	12.63	12.63	12.63
Earnings per share after current tax, SEK	3.92	3.20	1.98	1.69	7.31

**Return on capital employed** is calculated as Profit before tax plus financial expenses as a percentage of average capital employed.

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SEK m	Jun 30,	Jun 30,	Mar 31,	Mar 31,	Dec 31,	Dec 31,
	2017	2016	2017	2016	2016	2015
Total assets	380.9	353.1	415.1	410.9	398.2	398.7
Non-interest-bearing liabilities	-124.5	-115.3	-114.7	-103.1	-116.0	-106.0
Capital employed	256.4	237.8	300.4	307.8	282.2	292.7
	6 months Jan-Jun 3 months Apr-Jun		Full-			
					year	
	2017	2016	2017	2016	2016	_
Profit before tax	51.1	41.2	25.7	22.0	96.1	
Financial expenses	0.9	0.1	0.1	0.1	0.4	-
Profit before tax plus financial expenses	52.0	41.3	25.8	22.1	96.5	=.
Return on capital employed. %	19.3	15.6	9.3	8.1	33.6	



## Investment case

IAR Systems is the world's leading provider of software for programming of processors in embedded systems. The software is used by many of the world's largest corporations as well as thousands of small and medium-sized companies, mainly within industrial automation, medical technology, telecommunication, consumer electronics and the automotive industry. The superior technology and service offered by IAR Systems enables customers to create the products of today and the innovations of tomorrow.

#### A PROFITABLE GROWTH COMPANY

IAR Systems is in a unique market position thanks to its leading technology. The company was founded more than 30 years ago, and since then has continually evolved and refined its products in order to meet customer demand. Our headquarters are located in Uppsala, Sweden, but due to the company's international reach, over 95% of sales are attributable to markets outside the Nordic region. Most product development takes place in Uppsala, but also to a certain extent in the USA. In addition, there are sales and support offices in Sweden, Germany, France, Japan, China, Korea and the USA. IAR Systems is represented in an additional 43 countries around the world through its distributors.

The company has a license-based sales model in which IAR Systems sells a license to a user who is then authorized to use IAR Embedded Workbench. The model is flexible and can be adapted depending on the number of users the customer needs. This model creates closer relationships with the customers at the same time that it generates a consistent revenue stream. In addition, the company focuses on markets which it deems to have significant potential, for example, the automotive industry and the Internet of Things.

As part of IAR Systems' investment in the Internet of Things, the company has signed an exclusive royalty agreement with Renesas for the Renesas Synergy Platform, providing a comprehensive solution for innovative product development. The agreement with Renesas means that IAR Systems is complementing its current license-based business model with a royalty-based model. The new agreement with Renesas will provide revenue from royalties for each microprocessor used in the products the customer eventually manufactures. For a customer in the new model, IAR Systems will receive revenue throughout the entire period in which the customer's products are produced, which could last many years.

#### SUPERIOR TECHNOLOGY

In an increasingly digitized world, the software that IAR Systems offers is a key enabler for the development of smart products. Today, digital products are found in every industry – from consumer electronics, medical technology and healthcare to manufacturing and the automotive industry. All smart products have an embedded system controlled by one or more processors. The developer requires software to program instructions into the processor that then controls the smart product. IAR Systems' IAR Embedded Workbench helps developers program these processors so that they fulfill their function in the embedded system. This complete software helps facilitate, streamline and quality-assure customers' product development.

IAR Embedded Workbench is available in a number of different versions in order to match different types of processors. It is continually updated with improved functionality and support for new processors in order to meet the needs of customers and the market. IAR Embedded Workbench supports over 11,000 processors for embedded systems with 8- 16- and 32-bit architecture, which is a major reason why IAR Systems holds such a unique position in the market. This broad support creates far-reaching flexibility and benefits for customers, since they









can maintain their development environment even when they intend to change processors for reasons such as a new project, and can also reuse 70-80% of previously developed code. This produces valuable savings in terms of both time and money. IAR Systems' product portfolio is continually being refined, and in recent years the company has expanded its portfolio by offering add-on products that facilitate customers' day-to-day work. Aside from driving lucrative additional sales, a broader product portfolio enables IAR Systems to further strengthen its competitiveness. IAR Systems is able to offer all customers who purchase software a comprehensive support contract that gives them access to technical support and continuous product updates. IAR Systems' support department is well-known and much appreciated for its extensive experience and impressive expertise which provide added value for customers.

#### DEDICATED TEAM WITH AN EMPHASIS ON SERVICE

IAR Systems' global organization and its enduring passion for product development and technology attract skilled and talented people to the company in all of the countries in which it operates. Our employees' diverse cultural backgrounds, unique perspectives and local knowledge are important contributing factors to IAR Systems' strong presence worldwide, and enable the company to meet customers in their own market. By sharing knowledge and experience among highly qualified and motivated employees, IAR Systems creates the most competitive solutions.

#### INTERNET OF THINGS DRIVES GROWTH

The market is now facing continued growth driven by the Internet of Things as more and more people realize the potential contained in this area. Connected products and services have grown enormously in recently years, and it is estimated that there will be more than 50 billion connected products by 2020. Almost all industries have devices and products that could be developed further through improved communication and connectivity. There are therefore many opportunities linked to the Internet of Things in almost every area, from the automotive industry, health and medical care, and logistics to smart cities and industrial automation.

IAR Systems helps to make the Internet of Things possible, enabling innovation in this field by linking products with technologies, and has already demonstrated the strength of its business model. Thanks to its technology and strong market position, IAR Systems is well equipped to meet customers' needs for stable and complete solutions for efficient product development linked to the Internet of Things. The cooperation with Renesas for the Renesas Synergy Platform is part of IAR Systems' investment in the Internet of Things.