



OPUS

Opus Group AB (publ)

Interim report

Q2 2020

January 1 - June 30 2020

Report period April – June 2020

- Net sales in the quarter amounted to SEK 653 million (708). Reported net sales was 7.7% lower compared with Q2 2019. In constant currencies and adjusted for acquisitions, the organic growth was -11.7%.
- EBITDA amounted to SEK 163 million (180), corresponding to an EBITDA margin of 25.0% (25.4).
- EBITA amounted to SEK 97 million (120), corresponding to an EBITA margin of 14.8% (17.0).
- Profit/loss for the quarter amounted to SEK -119 million (19) and includes unrealized net foreign exchange differences of SEK -77 million (-20), expenses of SEK -19 million related to the Group's refinancing as well as SEK -35 million as an effect of reclassification of the Group's interest rate swap.
- Cash flow from operating activities amounted to SEK 30 million (132) and Free cash flow amounted to SEK -10 million (68).

Report period January – June 2020

- Net sales in the period amounted to SEK 1,327 million (1,341), a 1.0% lower net sales compared to previous year. In constant currencies and adjusted for acquisitions, the organic growth was -6.0%.
- EBITDA amounted to SEK 276 million (323), corresponding to an EBITDA margin of 20.8% (24.1).
- EBITA amounted to SEK 144 million (207), corresponding to an EBITA margin of 10.8% (15.4).
- Profit/loss for the period amounted to SEK -101 million (2) and includes unrealized net foreign exchange differences of SEK -30 million (-23), expenses of SEK -19 million related to the Group's refinancing as well as SEK -35 million as an effect of reclassification of the Group's interest rate swap.
- Cash flow from operating activities amounted to SEK 104 million (209) and Free cash flow amounted to SEK 20 million (93).

Financial overview ¹⁾

SEK millions	Apr 1 - Jun 30		Jan 1 - Jun 30		12 months	
	2020	2019	2020	2019	LTM ²⁾	2019
Net sales	653	708	1,327	1,341	2,677	2,691
EBITDA	163	180	276	323	561	608
EBITDA margin	25.0%	25.4%	20.8%	24.1%	21.0%	22.6%
EBITA	97	120	144	207	279	342
EBITA margin	14.8%	17.0%	10.8%	15.4%	10.4%	12.7%
Profit/loss for the period	-119	19	-101	2	-141	-38
Cash flow from operating activities	30	132	104	209	341	446
Free cash flow	-10	68	20	93	147	219
Net debt	2,303	1,931	2,303	1,931	2,303	1,838
Net debt/EBITDA	4.1x	3.1x	4.1x	3.1x	4.1x	3.1x
Interest coverage ratio	2.5x	5.2x	2.5x	5.2x	2.5x	5.0x
Equity	870	995	870	995	870	972
Equity/Total assets ratio	17.6%	23.4%	17.6%	23.4%	17.6%	23.2%

¹⁾ For definitions of key ratios, see Opus' Annual Report 2019 and Key ratios on page 14 in this report.

²⁾ Last 12-months: July 1, 2019 - June 30, 2020.

CEO letter

In the second half of March 2020, the company's operations started to be impacted by Covid-19. Vehicle inspection programs in the US, Latin America, and Pakistan were suspended or affected by restrictions. With less vehicle miles traveled in general, we also saw decreased demand for IVS services and products. By the end of Q2, most vehicle inspection programs were back operating and the demand of IVS products and services was recovering. Thanks to effective cost reducing measures, Opus managed to generate operating profit (EBITA) of SEK 97 million in Q2 2020, 20% below the same period previous year.

Revenues of our U.S. and Asia vehicle inspection segment were down by 9%. The Equipment as a Service business continued to grow but the temporarily suspended centralized programs and considerably lower testing volumes in the operational decentralized emission testing programs due to Covid-19 affected revenues negatively. By June, all vehicle inspection programs were back operating with the exception of Pakistan, and Maryland; Maryland remains shut down to continue with Covid-19 testing in several of the inspection stations.

In the European vehicle inspection segment, which is mainly Sweden, Opus saw no change in sales year over year, reaching SEK 186 million with an increased profitability, mainly due to higher inspection fees and improved cost control. The Swedish vehicle inspection market was marginally affected by Covid-19 related restrictions implemented by the end of the second quarter. Our cost reduction plan is showing lasting positive effects on the overall cost structure.

Due to a significant shut down of inspection activities in the Latin American vehicle inspection segment revenue was down 67% to SEK 10 million. All programs in Argentina are back up and running for now although at a significantly lower level; business in Chile operates at approximately 75% of pre-Covid-19 volumes. Due to significant cost cutting EBITA only dropped by SEK 1 million compared to Q2 2019.

Our Intelligent Vehicle Support (IVS) division generated a 7% revenue increase for the quarter, with the increase resulting primarily from the acquisition of AutoEnginuity and positive currency effects. Covid-19 impact suppressed an otherwise positive sales trend during Q2.

At Opus, the health of our employees and customers is priority number one. For all those employees that are customer facing we continue to employ personal protective equipment in all our inspection stations and during customer visits by our Field Service Representatives. This ensures the safety of both our employees and our customers, always following guidelines issued by regional and national health agencies and the WHO. This may temporarily lead to a reduced productivity in our daily activities.

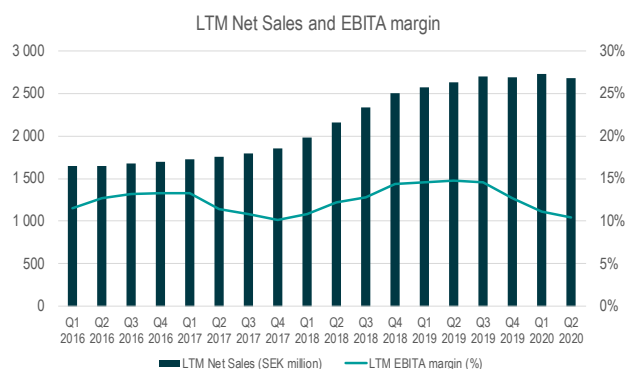
With new Covid-19 cases resurging, the near future remains uncertain and we expect the pandemic will continue to have a negative impact on our sales and profitability in the coming quarter. We continue to actively assess the local business environment and are ready to implement cost savings measures if the Covid-19 situation worsens.



Gothenburg in August 2020
Lothar Geilen
CEO

Second quarter 2020

- Net sales: SEK **653** million
- Net sales growth: **-8%** (-12% organic)
- EBITA: SEK **97** million
- EBITA margin: **15%**



Financial result

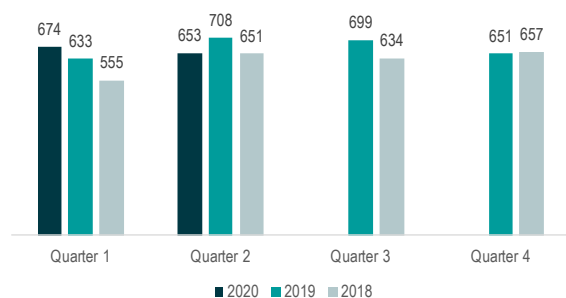
The Group's sales and result April – June 2020

- Net sales for the quarter amounted to SEK 653 million (708). Reported net sales was 7.7% lower for the Group compared to previous year. The organic growth (i.e. in constant currencies and adjusted for acquisitions) was -11.7%.
- EBITDA amounted to SEK 163 million (180), corresponding to an EBITDA margin of 25.0% (25.4). EBITDA was negatively affected by a one-off cost of SEK -16 million related to consultancy fees for a terminated business development project, which was conducted by the parent company.
- EBITA amounted to SEK 97 million (120), corresponding to an EBITA margin of 14.8% (17.0).
- Amortization and impairment of intangible assets was SEK -28 million (-36). Amortization has been positively affected by the fact that the value of acquired customer contracts from the acquisition of Gordon-Darby have been fully amortized (according to plan).
- The Group's net financial items amounted to SEK -206 million (-47), whereof interest and financing expenses stood for SEK -94 million (-29) and includes the premium of SEK -11 million that the Group paid in connection with early repayment of bond loans as well as wind up of capitalized bank fees of SEK -8 million for repaid loans. Unrealized net foreign exchange differences amounted to SEK -77 million (-20). Net financial items also include SEK -35 million related to the Group's interest rate swap for which the hedging relationship has ended in connection with the Group's refinancing. The interest rate swap has thus been reclassified and is now valued at fair value through profit and loss. The accumulated change in value has been reversed from equity to the income statement.
- The reported income tax includes a positive tax effect of SEK 1 million relating to non-expensed exchange-rate losses reported directly over equity.
- Profit/loss for the period was SEK -119 million (19).

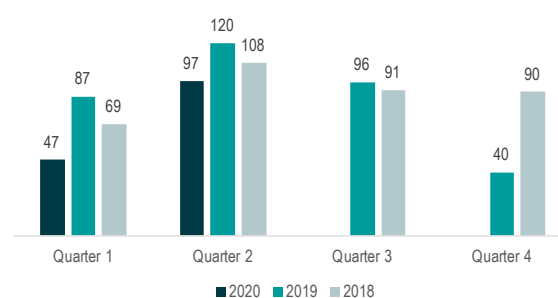
January – June 2020

- Net sales for the period amounted to SEK 1,327 million (1,341). Reported net sales was 1.0% lower for the Group compared to previous year. The organic growth (i.e. in constant currencies and adjusted for acquisitions) was -6.0%.
- EBITDA amounted to SEK 276 million (323), corresponding to an EBITDA margin of 20.8% (24.1). EBITDA was negatively affected by expenses of SEK -32 million related to Ograi's offer to acquire shares in Opus as well as a one-off cost of SEK -16 million related to consultancy fees for a terminated business development project, which was conducted by the parent company.
- EBITA amounted to SEK 144 million (207), corresponding to an EBITA margin of 10.8% (15.4).
- Amortization and impairment of intangible assets was SEK -56 million (-78). Amortization has been positively affected by the fact that the value of acquired customer contracts from the acquisitions of Envirotest and Gordon-Darby have been fully amortized (according to plan).
- The Group's net financial items amounted to SEK -188 million (-98), whereof interest and financing expenses stood for SEK -125 million (-75) and includes the premium of SEK -11 million that the Group paid in connection with early repayment of bond loans as well as wind up of capitalized bank fees of SEK -8 million for repaid loans. Unrealized net foreign exchange differences amounted to SEK -30 million (-23) and includes accumulated foreign exchange rate differences of SEK 15 million for an intra-group loan for which foreign exchange rate differences were previously reported directly in equity but have been reclassified as a consequence of the group's refinancing. Net financial items also include SEK -35 million related to the Group's interest rate swap for which the hedging relationship has ended in connection with the Group's refinancing. The interest rate swap has thus been reclassified and is now valued at fair value through profit and loss. The accumulated change in value has been reversed from equity to the income statement.
- The reported income tax includes a tax effect of SEK 4 million relating to non-expensed exchange-rate losses reported directly over equity.
- Profit/loss for the period was SEK -101 million (2).

Net Sales (SEK million)



EBITA (SEK Million)



Financial position

Cash and cash equivalents

Cash and cash equivalents at the end of the period amounted to SEK 1,064 million (compared with SEK 506 million at the beginning of the year), whereof SEK 45 million is only available to the Group for special purposes attributable to a contractual investment fund for one of the states in the U.S. Consequently, available cash and cash equivalents at the end of the period amounted to SEK 1,019 million.

Interest bearing debt and net debt

At the beginning of 2020 Opus entered into a new financing agreement with funds managed or advised by Ares Management Limited and its affiliates which provides for facilities of USD 250 million (approximately SEK 2,500 million) and approximately SEK 646 million. Further, the financing agreement also provides for a Revolving Facility of SEK 200 million. Opus requested utilization and, on April 2, 2020, received a facility of USD 250 million and approximately SEK 646 million under the financing agreement. The duration of the loans is seven years and the interest rate is variable and determined on various financial key ratios. The purpose of the new financing was to refinance all of Opus outstanding loans, including repurchase/redemption of Opus outstanding 2016/2022 500 MSEK Bonds. The refinancing was executed and finalized during Q2 2020.

The Group's interest bearing debt at the end of the period amounted to SEK 3,367 million compared with SEK 2,344 at December 31, 2019.

The Group's net debt at the end of the period amounted to SEK 2,303 million, corresponding to 4.1 times the Group's EBITDA on a last 12-month basis, excluding effects from accounting in accordance with IFRS 16 and adjusted for pro forma accounts for acquired businesses.

Equity

The Group's total equity amounted to SEK 870 million at the end of the period compared with SEK 972 million at the beginning of the year.

Equity attributable to equity holders of the parent company at the end of the period amounted to SEK 903 million (1,010 at the beginning of the year), equivalent to SEK 3.10 per share outstanding at the end of the year before dilution.

Equity attributable to non-controlling interests at the end of the period amounted to SEK -33 million (-38 at the beginning of the period) and is mainly attributable to, not wholly-owned, subsidiaries in Pakistan, which are operating in a start-up phase and where the result and equity was negatively affected by unrealized exchange rate losses, as well as Argentina which were previously in a start-up phase but where the cancellation of the concession in Buenos Aires in 2019 has resulted in impairment of buildings in addition to the start-up costs and unrealized exchange rate losses that affected the company's earnings and equity.

Equity/Total assets ratio at the end of the period was 17.6% compared with 23.2% at the beginning of the year.

Cash flow

The period's cash flow from operating activities amounted to SEK 104 million (209). The lower cash flow is mainly due to the lower operating profit as well as refinancing costs and higher interest rates and also negative effect in change in working capital attributable to normal fluctuations.

Cash flow from investing activities in the period amounted to SEK -281 million (-140). Cash flow related to acquisitions amounted to SEK -94 million (-) and concerns the acquisition of AutoEnginuity in January 2020. Investments in tangible fixed assets amounted to SEK -79 million (-111) and primarily consisted of machinery and equipment related to the company's EaaS business and in IVS. Investments in intangible fixed assets amounted to SEK -4 million (-5). The Group's Free cash flow was SEK 20 million (93). Other investing activities include earnout paid of SEK -104 million (-21).

The period's cash flow from financing activities amounted to SEK 782 million (-15) and primarily comprised SEK 823 million net in connection with the refinancing of the Group loans and amortization of leasing liabilities of SEK -41 million (-37).

Other information

Covid-19 pandemic (coronavirus)

The first half of 2020 saw the outbreak of the Covid-19 pandemic which has had a major effect across the world. In some countries and regions where Opus is present, government and state authorities introduced measures resulting in a material reduction of inspection volumes, including the temporary suspension of vehicle inspection programs. Most suspensions have been ceased during May and June, with volumes recovering towards normalized levels, but with new Covid-19 cases persisting at elevated levels, the near future remains uncertain. Opus successfully introduced cost reduction measures, including temporary furloughs and pay cuts, to mitigate the lower volumes during the first half of 2020 and management actively assesses the local business environment to be ready to implement new cost savings measures in case the coronavirus situation worsens and new government measures are implemented.

Vehicle Inspection U.S. & Asia

All centralized programs in the US operated by Opus, except for the Arizona program, were temporarily suspended by the end of March. All states, except for Maryland, ceased the suspension between mid-May and mid-June, with inspection volumes quickly reaching normalized levels. All decentralized programs in the US operated by Opus have continued to operate during the first half of 2020, although some states implemented vehicle registration extensions to motorists that temporarily reduced demand. The volumes in the decentralized programs were back to normalized levels in June. The EaaS business, operated by Opus in the states of California, Pennsylvania, Texas, North Carolina and Georgia, has remained resilient during the first half of 2020. In Pakistan all operations are currently closed down due to uncertainty about the Covid-19 situation in the country.

Vehicle Inspection Europe

In June the Swedish Transport Agency adopted an EU regulation that granted all vehicles, due for inspection between February and August 2020, a seven-month extension of the inspection period. The regulation had a limited impact on revenue in the first half of 2020 but management believes there is a risk of significantly lower volumes during July and August. The Swedish Transport Agency has decided to not apply for an extension of the EU regulation, which consequently will cease by the end of August.

Vehicle Inspection Latin America

The inspection programs in Argentina were temporarily suspended from mid-March to end of May. Although the suspensions have been ceased, the stations are operating with limited capacity and inspection volumes remain significantly below previous year. The inspection programs in Chile have remained open during the first half of 2020 but the stations have been operated with limited capacity. Volumes were down significantly in the beginning of Q2 2020 but have gradually recovered in recent months, although still below previous year. The equipment business in Mexico has been significantly impacted as purchase decisions have been pushed forward.

Intelligent Vehicle Support

Both IVS equipment business and IVS service business have been negatively impacted by restrictions and regulations, implemented by the government of UK and the states of US, to reduce the movement of people. With less vehicle usage, repair shops have temporarily reduced their demand for new IVS equipment and the related service and support business.

Significant events during the period

For more detailed information on events during the period see the Group's website www.opus.global.

Opus acquired AutoEnginuity

On January 2, 2020, Drew Technologies Inc., an Opus IVS division company, acquired US-based AutoEnginuity, LLC for a purchase price of approximately USD 20 million (approximately SEK 187 million) on a cash-free and debt-free basis. AutoEnginuity, founded in 2003 and headquartered in Mesa, Arizona, has developed into a leader in advanced aftermarket automotive diagnostics software and associated vehicle make/model coverage. The combined Opus IVS companies serve an existing customer base of 50,000 automotive repair shops globally, by providing market leading vehicle diagnostics and vehicle communication offerings to address the trend of increased vehicle digitalization and automation.

Ograi's offer to the shareholders of Opus was declared unconditional

On January 16, 2020, Ograi announced that it controlled shares in Opus corresponding to approximately 79.4 percent of the shares and votes in Opus and declared the Offer unconditional.

New number of shares and votes in Opus Group AB

In March 2020 redemption of warrant program 2016:1 was executed whereby a total of 1,255,955 warrants were exercised for a corresponding number of shares. After the warrant redemption the total number of shares and votes in Opus Group AB (publ) amounts to 291,574,201. All shares are ordinary shares and the company does not hold any treasury shares.

Opus requested utilization under its financing agreement with Ares Management and refinanced all outstanding loans

At the beginning of 2020 Opus entered into a new financing agreement with funds managed or advised by Ares Management Limited and its affiliates which provides for facilities of USD 250 million (approximately SEK 2,500 million) and approximately SEK 646 million. Further, the financing agreement also provides for a Revolving Facility of SEK 200 million. Opus requested utilization and, on April 2, 2020, received a facility of USD 250 million and approximately SEK 646 million under the financing agreement. The duration of the loans is seven years and the interest rate is variable and determined on various financial key ratios. The purpose of the new financing was to refinance all of Opus outstanding loans, including repurchase/redemption of Opus outstanding 2016/2022 500 MSEK Bonds. The refinancing was executed and finalized during Q2 2020.

Opus revised its financial targets

Following the acquisition of a majority stake of Opus by Ograi and the improved headroom with respect to the leverage covenant under the new financing from Ares, the Opus Board of Directors has decided to remove the leverage target as of 2020. The financial targets for revenue growth and EBITA margin, adopted by the Board in early 2019, remain unchanged.

Significant events after the end of the period

For more detailed information on events after the end of the period see the Group's website www.opus.global.

Opus held an Extraordinary General Meeting on the occasion of changes in the Board of Directors

On July 16, 2020, an Extraordinary General Meeting (EGM) of Opus Group AB (publ) was held after the Nomination Committee proposed changes to the Board. The EGM resolved that the Board shall consist of seven members without deputies. At the meeting, Erik Forsberg was elected as a new board member in accordance with the nomination committee's proposal.

Transactions with related parties

When Ograi acquired a majority in Opus, a clause was triggered in the earnout agreement for the acquisition of Systech in 2008, which Opus has with the President and CEO Lothar Geilen in his role as former owner. The clause means that Lothar Geilen is entitled to immediate payment of the entire additional consideration remaining under the agreement. As per June 30, 2020, SEK 31 million of the debt remained, which was paid out during the third quarter of 2020 in accordance with the payment plan agreed between Opus and Geilen. For more information see note 17 for the Group in the Opus Annual report 2019.

Brian Herron, president of Intelligent Vehicle Support, is entitled to additional consideration paid in accordance with the acquisition agreement for Drew Technologies. For more information see note 17 for the Group in the Opus Annual report 2019.

Legal proceedings

A U.S. subsidiary in the Intelligent Vehicle Support Division ("Subsidiary") was named as a defendant in a lawsuit filed in the State of California, United States in 2018. The complaint alleged that plaintiffs' former employees illegally shared plaintiffs' business plans and market research with the Subsidiary and that the Subsidiary misappropriated plaintiffs' trade secrets. Opus engaged legal counsel to defend the allegations. The lawsuit was dismissed based upon an agreement between the parties whereby no party admitted liability and in August 2020 the parties signed a final settlement agreement, the terms of which are confidential.

Risks and uncertainty factors

Opus applies a risk management model in which potential risks are identified and evaluated using a five-point scale based on likelihood and impact. Identified risks are assigned to one of three categories – Environment risks, Operational risks and Financial risks. A detailed description of the parent company and subsidiaries' risks and risk management is provided in Opus Group's Annual Report 2019.

Events that have occurred in the environment or within Opus since the publication of the annual report are deemed not to have resulted in any significant risks or any change in how the Group works with the identified risks compared with the description in the Annual Report for 2019

Employees

The average number of employees during the period amounted to 2,381 (2,270). At the end of the period the number of employees amounted to 2,316 (2,446).

Parent company

Opus Group AB (publ) is the parent company in Opus Group. The parent company's operations include group management and group-wide functions within group reporting, financing, legal services, business development, HR and communication. During the period the parent company's net sales amounted to SEK 10 million (10) and profit/loss before tax to SEK -126 million (64). Profit/loss includes unrealized foreign exchange differences of SEK -6 million (30), impairment of intra-group receivables of SEK -18 million, expenses of SEK -32 million related to Ograi's offer to acquire shares in Opus as well as SEK -35 million for the Group's interest rate swap for which changes in value were previously reported in other comprehensive income but are now reported in the income statement in the parent company after the related loan has been repaid and the hedging relationship has ceased.

Dividend policy

Opus' Board has adopted the following dividend policy: Opus has a policy to distribute dividends in relation to the development of earnings and cash flow, taking the company's financial position, future outlook and growth opportunities into consideration.

The Board proposed no dividend to be paid for the 2019 fiscal year (0.05). Resolution on the dividend, in accordance with the Board's proposal, was taken at the Annual General Meeting 2020.

Financial targets

The Board of Opus has adopted the following financial targets:

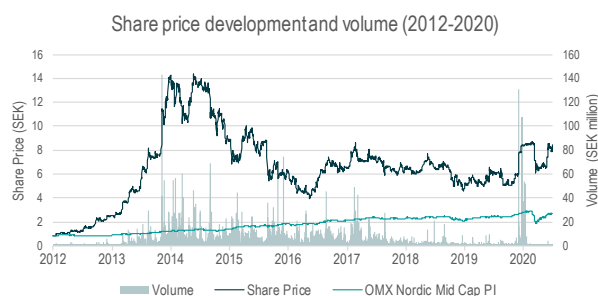
- **5-10% annual revenue growth**
Organic and acquisitive growth based on 3-year CAGR
- **15% EBITA margin**

Financial calendar

- November 17, 2020 - Interim report Q3 2020.

The share

The share capital in Opus Group AB totals SEK 5,831,484 distributed over 291,574,201 shares, each with a quota value of SEK 0.02 per share. All shares have one (1) vote each and hold equal rights to the company's assets and profits. Opus Group's market capitalization totaled SEK 1,889 million on June 30, 2020.



Shareholding

The number of shareholders in Opus was 2,179 at June 30, 2020, according to Euroclear.

The table below lists the ten largest shareholders of Opus Group AB as per June 30, 2020.

Shareholder	Number of shares	Share of capital and votes
Ograi BidCo AB	246,522,041	84.5%
Andra AP-Fonden	20,053,189	6.9%
Carl Erik Norman	2,718,000	0.9%
Avanza Pension	2,054,779	0.7%
Anders Gunnarsson Björkman	1,689,851	0.6%
Handelsbanken Sverige Index, Criteria	1,322,558	0.5%
BNY Mellon NA	985,542	0.3%
Leld Aktiebolag	870,000	0.3%
Bengt Lewin	825,090	0.3%
Hven's Fyr Förvaltning AB	800,000	0.3%
Subtotal	277,841,050	95.3%
Other shareholders	13,733,151	4.7%
Total	291.574.201	100.0%

IR

Opus Group AB (publ), (org.nr. 556390-6063)
Basargatan 10
SE-411 10 Gothenburg, Sweden
Tel: +46 31 748 34 00
E-mail: ir@opus.se
www.opus.global

For any questions regarding the interim report, please contact the company through the details above.

This information is information that Opus Group AB is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication, through the agency of the contact person set out above, at 07:30 CET on August 18, 2020.

The Board of Directors has ensured that the interim report provides an accurate overview of the Parent company's and the Group's operations, financial position and results, and that it describes the significant risks and uncertainties faced by the Parent company and the companies in the Group

Gothenburg, August 18, 2020

François Dekker
Chairman of the Board

Katarina Bonde
Board member

Friedrich Hecker
Board member

Oliver Haarmann
Board member

Jonathan Laloum
Board member

Lothar Geilen
*Board member,
CEO*

Erik Forsberg
Board member

Divisions and segments

Division - Vehicle Inspection

In the Vehicle Inspection division Opus operates vehicle inspection programs for safety and emission testing and provides associated products and services. The division provides turnkey systems, services and equipment (including EaaS and remote sensing) for government agencies, with advanced technology that increases the quality and efficiency of inspections and helps drive compliance with safety and emission standards.

Share of Opus' net sales
(last 12-months)



Share of Opus' EBITA
excl. Group-wide expenses
(last 12-months)



SEK millions	Apr 1 - Jun 30		Jan 1 - Jun 30		12 months	
	2020	2019	2020	2019	LTM	2019
Net sales	575	631	1,162	1,187	2,362	2,387
EBITDA	182	181	326	320	624	618
EBITDA margin	31.6%	28.7%	28.0%	26.9%	26.4%	25.9%
EBITA	120	126	203	212	362	370
EBITA margin	20.9%	19.9%	17.5%	17.8%	15.3%	15.5%

Net sales in Q2 2020 was SEK 575 million (631), corresponding to a decline of 9% compared to the same period previous year. Adjusted for currency effects, the decline

was 11%. EBITA decreased to SEK 120 million (126). The EBITA margin was 20.9% (19.9%).

Segment - Vehicle Inspection U.S. & Asia

SEK millions	Apr 1 - Jun 30		Jan 1 - Jun 30		12 months	
	2020	2019	2020	2019	LTM	2019
Net sales	385	422	796	808	1,633	1,645
EBITDA	112	126	222	241	441	460
EBITDA margin	29.2%	29.8%	27.9%	29.8%	27.0%	28.0%
EBITA	73	91	142	172	288	317
EBITA margin	18.9%	21.5%	17.9%	21.3%	17.6%	19.3%

Net sales in Q2 2020 decreased by 9% to SEK 385 million (422) compared to the same period previous year. Adjusted for currency effects, net sales decreased by 13%. Net sales was negatively impacted by certain restrictions, implemented on state level in USA and in Pakistan, to mitigate the spread of Covid-19. Net sales has gradually recovered during the quarter as restrictions have been eased or lifted.

EBITA decreased to SEK 73 million (91). The EBITA margin was 18.9% (21.5). The lower result is mainly due to the fact that the negative sales trend at the beginning of the quarter

could not be fully matched with corresponding cost savings.

The US vehicle inspection business accounts for more than 60% of the segment revenues. The underlying demand for this business is normally predictable and prices are fixed, providing stable revenues with only minor quarterly fluctuations. However, during Q2 2020, some inspection programs were temporarily closed in order to mitigate the spread of Covid-19. The EaaS business continues to grow. The EaaS run rate amounted to USD 38 million (30) on an annualized basis based on the revenue in June 2020.

Segment - Vehicle Inspection Europe

SEK millions	Apr 1 - Jun 30		Jan 1 - Jun 30		12 months	
	2020	2019	2020	2019	LTM	2019
Net sales	186	186	336	327	639	629
EBITDA	68	54	97	70	171	143
EBITDA margin	36.7%	29.1%	29.0%	21.3%	26.8%	22.8%
EBITA	52	39	65	39	108	82
EBITA margin	27.9%	20.8%	19.3%	12.0%	16.8%	13.0%

Net sales in Q2 2020 was SEK 186 million (186). Net Sales was positively impacted by higher average revenue per inspection and negatively impacted by lower inspection volumes.

The total annual market volume in Sweden has now stabilized at a new level. However, comparability between quarters will be affected by the new inspection interval pattern going forward. During the quarter, the Swedish vehicle inspection market

was not affected by any restrictions related to Covid-19. The total market volume in Q2 2020 was 3% higher than the corresponding period previous year. Opus' market share was 23% in the quarter.

EBITA amounted to SEK 52 million (39). The EBITA margin was 27.9% (20.8). An effective cost control contributed to the improved result

Segment - Vehicle Inspection Latin America

SEK millions	Apr 1 - Jun 30		Jan 1 - Jun 30		12 months	
	2020	2019	2020	2019	LTM	2019
Net sales	10	30	41	65	112	135
EBITDA	1	2	7	10	11	14
EBITDA margin	7.7%	5.1%	15.7%	15.0%	9.9%	10.6%
EBITA	-4	-3	-4	0	-34	-30
EBITA margin	-45.1%	-11.6%	-9.7%	0.0%	-30.0%	-21.8%

Net sales in Q2 2020 decreased by 67% to SEK 10 million (30) compared to the same period previous year. Net sales was negatively affected by nationwide restrictions that were implemented to reduce the spread of Covid-19, primarily in Argentina, but also in Chile and Mexico, as well as by weakened currencies in Argentina and Chile. Adjusted for

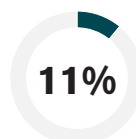
currency effects, net sales decreased by 54%.

EBITA decreased to SEK -4 million (-3). The EBITA margin was -45.1% (-11.6). Significant cost-saving measures have been implemented to limit the negative impact of reduced net sales.

Division - Intelligent Vehicle Support

The Intelligent Vehicle Support division helps automotive service technicians meet the challenges of ever-increasing vehicle complexity through a range of advanced diagnostic, programming and remote assistance services (such as RAP service). The division provides advanced diagnostic and programming tools that help technicians in the secondary aftermarket compete on a level footing with manufacturer-owned dealerships.

Share of Opus' net sales
(last 12-months)



Share of Opus' EBITA
excl. Group-wide expenses
(last 12-months)



SEK millions	Apr 1 - Jun 30		Jan 1 - Jun 30		12 months	
	2020	2019	2020	2019	LTM	2019
Net sales	87	81	178	159	335	317
EBITDA	10	1	14	8	8	3
EBITDA margin	11.7%	1.6%	7.6%	5.2%	2.4%	0.9%
EBITA	5	-3	3	1	-11	-14
EBITA margin	6.0%	-3.2%	1.9%	0.5%	-3.3%	-4.3%

Net sales in Q2 2020 increased by 7% to SEK 87 million (81) compared to the same period previous year. The growth was driven by the acquisition of AutoEnginuity as well as positive currency effects. Both new sales of equipment and related services were negatively impacted by restrictions implemented to mitigate the spread of Covid-19. Adjusted for acquisition

and currency effects, the organic growth was -10%.

EBITA increased to SEK 5 million (-3). The EBITA margin was 6.0% (3.2). The EBITA result was positively impacted by the acquisition of AutoEnginuity and general cost saving activities.

Strategy and goals

Opus will defend its vehicle inspection market position in the U.S. and Swedish markets to secure strong cash flow. We will aim for an EBITA margin of over 15 percent in the U.S. and over 10 percent in Sweden. We will achieve this through low operating expenses and further productivity gains, leveraging our industry-leading in-house R&D resources for competitive advantage. Opus will maintain our position as a leader in advanced diagnostics, programming and remote support for the automotive service industry.

Increased mobility and growing vehicle fleets in low and middle-income countries create a higher demand for vehicle inspection programs to improve road safety and help reduce air pollution. In 2019, Opus expanded its foundation for growth in Latin America, focusing on Argentina, Chile, Mexico and Peru. In Asia, Opus is reviewing growth opportunities in the Philippines.

Opus continues to expand Equipment as a Service (EaaS) for emission test equipment in the U.S., as a part of its strategy to defend its position in the U.S. and Swedish vehicle inspection markets. Cash flows from these markets will allow the company to finance its continuous growth.

The rapidly increasing vehicle complexity, not least in the vast expansion of advanced driver assistance systems (ADAS) in modern vehicles brings with it serious technical support challenges. Independent repair shops need to rapidly expand their technical capacity to keep up with the pace of change in vehicle technology. Opus' Intelligent Vehicle Support (IVS) division focuses on technology-based offerings that assist repair shops in the scanning, re-programming, diagnostics, and repair of advanced vehicles. Opus sees potential in remote technical support, such as IVS 365 and Remote Assist Program (RAP) service. Further, the new Drive platform offers significant technological advances, broader fleet coverage and entrance into new market segments, including the collision scanning market, which will allow Opus to extend its reach.

Opus' financial targets are to reach a long-term annual revenue growth of 5-10 percent, through organic and acquisitive growth based on 3-year CAGR, and an EBITA margin of 15 percent.

Opus does not provide any forecasts.

ABOUT OPUS

Opus is a technology-driven growth company in the vehicle inspection and intelligent vehicle support markets. The company has a strong focus on innovative technologies and customer service within vehicle emission and safety testing and within vehicle programming, scanning and diagnostics. Opus reached SEK 2.7 billion in revenues in 2019 with solid operating profit and cash flow. The majority of the company's future growth is projected to come from the expansion of our vehicle inspection business, including the continued expansion of Equipment as a Service, and from the expansion of our intelligent vehicle support business.

With approximately 2,600 employees, Opus is headquartered in Gothenburg, Sweden. Opus has 36 regional offices, 26 of which are in the United States and the others in Sweden, Argentina, Chile, Mexico, Peru, Pakistan, United Kingdom, Spain and Australia. Opus has production facilities in the U.S. in Hartford, CT, Ann Arbor, MI and Tucson, AZ. Opus' shares are listed on Nasdaq OMX, Stockholm.

Financial reports - Group

Income statement in summary

SEK thousands	Apr 1 - Jun 30 2020	Apr 1 - Jun 30 2019	Jan 1 - Jun 30 2020	Jan 1 - Jun 30 2019	Jan 1 - Dec 31 2019
Net sales	652,980	707,517	1,326,905	1,340,669	2,691,173
Other operating income	-93	565	1,233	732	6,630
Total operating income	652,887	708,082	1,328,138	1,341,401	2,697,803
Operating expenses	-489,685	-528,514	-1,051,685	-1,018,125	-2,089,937
EBITDA	163,202	179,568	276,453	323,276	607,866
Depreciation of Right-of-Use assets	-21,739	-21,101	-43,221	-41,925	-85,545
Depreciation and impairment of other tangible assets	-44,783	-38,464	-89,412	-74,368	-179,883
EBITA	96,680	120,003	143,820	206,983	342,438
Amortization and impairment of intangible assets	-27,801	-35,891	-55,907	-78,125	-141,821
Earnings before interest and tax (EBIT)	68,879	84,112	87,913	128,858	200,617
Net financial income/expense	-205,705	-46,903	-188,402	-97,824	-186,368
Profit/loss after financial items (EBT)	-136,826	37,209	-100,489	31,034	14,249
Income taxes	18,066	-17,977	-581	-28,880	-52,042
Profit/loss for the period	-118,760	19,232	-101,070	2,154	-37,793
Attributable to:					
Parent company shareholders	-118,504	23,359	-99,782	15,034	2,184
Non-controlling interests	-256	-4,127	-1,288	-12,880	-39,977
Earnings per share					
Earnings per share before dilution, SEK	-0.41	0.08	-0.34	0.05	0.01
Earnings per share after dilution, SEK	-0.41	0.08	-0.34	0.05	0.01

Statement of comprehensive income in summary

SEK thousands	Apr 1 - Jun 30 2020	Apr 1 - Jun 30 2019	Jan 1 - Jun 30 2020	Jan 1 - Jun 30 2019	Jan 1 - Dec 31 2019
Profit/loss for the period	-118,760	19,232	-101,070	2,154	-37,793
Items that might be reclassified to profit/loss for the period					
Translation differences	-1,732	2,988	243	33,901	49,688
Exchange rate differences reversed to income	26,728	-	-902	-1,010	-1,010
Cash flow hedge, net after tax	-	-7,318	-	-12,103	-11,600
Other comprehensive income for the period	24,996	-4,330	-659	20,788	37,078
Comprehensive income for the period	-93,764	14,902	-101,729	22,942	-715
Attributable to:					
Parent company shareholders	-99,162	18,850	-107,023	32,674	23,129
Non-controlling interests	5,398	-3,948	5,294	-9,732	-23,844

Financial reports - Group

Statement of financial position in summary

SEK thousands	Jun 30, 2020	Jun 30, 2019	Dec 31, 2019
Assets			
Intangible assets	2,079,159	1,998,483	1,956,362
Right-of-Use assets	347,696	280,572	239,639
Other tangible assets	1,012,114	1,046,512	1,035,699
Financial assets	63,054	59,908	67,703
Deferred tax assets	21,500	31,269	27,538
Total fixed assets	3,523,523	3,416,744	3,326,941
Inventory	105,080	132,138	105,945
Current receivables	241,551	267,124	245,082
Cash and cash equivalents	1,063,996	442,642	505,523
Total current assets	1,410,627	841,904	856,550
Total assets	4,934,150	4,258,648	4,183,491
Equity and liabilities			
Equity attributable to parent company's shareholders	902,921	1,019,395	1,009,857
Equity attributable to non-controlling interests	-32,721	-23,896	-38,015
Total equity	870,200	995,499	971,842
Non-current leasing liabilities	280,060	206,263	175,459
Other non-current interest bearing liabilities	2,963,789	2,087,761	2,096,360
Non-current non-interest bearing liabilities and provisions	194,631	322,469	198,107
Total non-current liabilities	3,438,480	2,616,493	2,469,926
Current leasing liabilities	76,900	79,174	71,822
Other current interest bearing liabilities	46,745	-	-
Current non-interest bearing liabilities and provisions	501,825	567,482	669,901
Total current liabilities	625,470	646,656	741,723
Total equity and liabilities	4,934,150	4,258,648	4,183,491

Financial reports - Group

Statement of changes in equity in summary

SEK thousands	Equity attributable to parent company's shareholders	Equity attributable to non-controlling interests	Total equity
Equity 2019-01-01	1,001,237	-14,164	987,073
Comprehensive income for the period	32,674	-9,732	22,942
Dividend	-14,516	-	-14,516
Equity 2019-06-30	1,019,395	-23,896	995,499
Comprehensive income for the period	-9,545	-14,112	-23,657
Transactions with owners with non-controlling interests	7	-7	-
Equity 2019-12-31	1,009,857	-38,015	971,842
Comprehensive income for the period	-107,023	5,294	-101,729
Redemption warrants	87	-	87
Equity 2020-06-30	902,921	-32,721	870,200

Statement of cash flows in summary

SEK thousands	Apr 1 - Jun 30 2020	Apr 1 - Jun 30 2019	Jan 1 - Jun 30 2020	Jan 1 - Jun 30 2019	Jan 1 - Dec 31 2019
Earnings before interest and tax (EBIT)	68,878	84,112	87,913	128,858	200,617
Depreciation/amortization/impairment	94,323	95,456	188,539	194,418	407,249
Other non-cash items	578	-195	1,271	-1,259	-2,915
Interest and similar items	-81,372	-28,163	-110,191	-68,177	-118,242
Income tax paid	-18,682	-18,938	-40,398	-37,484	-53,572
Change in working capital	-33,601	148	-22,813	-7,606	12,586
Cash flow from operating activities	30,124	132,420	104,321	208,750	445,723
Acquisition of subsidiary/business net after acquired cash	-	-	-93,695	-	-2,817
Investments in tangible assets	-37,870	-62,043	-79,463	-111,243	-218,004
Investments in intangible assets	-2,411	-2,109	-4,417	-4,648	-8,234
Other	-11,812	-16,969	-103,761	-24,069	-38,399
Cash flow from investing activities	-52,093	-81,121	-281,336	-139,960	-267,454
Dividend	-	-14,516	-	-14,516	-14,516
New debt	3,037,151	6	3,037,405	535,996	535,760
Amortization of leasing liabilities	-20,716	-19,757	-41,126	-36,979	-77,229
Amortization of other debt	-2,212,424	-	-2,214,326	-500,000	-500,000
Other	-	-	86	-	-
Cash flow from financing activities	804,011	-34,267	782,039	-15,499	-55,985
Liquid assets at the beginning of the period	340,445	426,890	505,523	384,155	384,155
Translation difference	-58,491	-1,280	-46,551	5,196	-916
Cash flow for the period	782,042	17,032	605,024	53,291	122,284
Liquid assets at the end of the period	1,063,996	442,642	1,063,996	442,642	505,523

Key ratios - Group

	Jan 1 - Jun 30 2020	Jan 1 - Jun 30 2019	Jan 1 - Dec 31 2019
Profitability			
Return on equity, percent ^{1) 2)}	-11.3	4.2	0.2
Return on capital employed (ROCE), percent ²⁾	8.7	12.8	11.0
Margins			
EBITDA margin, percent	20.8	24.1	22.6
EBITA margin, percent	10.8	15.4	12.7
EBIT margin, percent	6.6	9.6	7.5
Profit margin (Profit/loss after financial items), percent	-7.6	2.3	0.5
Growth			
Revenue growth, percent	-1.0	11.1	7.8
EBITDA growth, percent	-14.5	33.2	20.7
EBITA growth, percent	-30.5	16.7	-4.3
Financial position			
Cash and cash equivalents, SEK thousands	1,063,996	442,642	505,523
Interest bearing debt, SEK thousands	3,367,494	2,373,198	2,343,641
Net debt, SEK thousands	2,303,498	1,930,556	1,838,118
Net debt/EBITDA, times ³⁾	4.1	3.1	3.1
Equity, SEK thousands	870,200	995,499	971,842
Equity/Total assets ratio, percent	17.6	23.4	23.2
Interest coverage ratio, times ⁴⁾	2.5	5.2	5.0
Other			
Average number of employees	2,381	2,573	2,600
Number of employees at end of the period	2,316	2,619	2,636
Number of shares at end of the period before dilution	291,574,201	290,318,246	290,318,246
Number of shares at end of the period after dilution ⁵⁾	291,574,201	295,818,246	295,818,246
Average number of outstanding shares, before dilution	291,132,546	290,318,246	290,318,246
Average number of outstanding shares, after dilution ⁵⁾	291,132,546	295,818,246	295,818,246
Data per share			
Equity per share, before dilution, SEK ¹⁾	3.10	3.51	3.48
Equity per share, after dilution, SEK ¹⁾	3.10	3.45	3.41
Profit per share, before dilution, SEK ¹⁾	-0.34	0.05	0.01
Profit per share, after dilution, SEK ¹⁾	-0.34	0.05	0.01
Cash flow from operating activities per share, before dilution, SEK	0.36	0.72	1.54
Cash flow from operating activities per share, after dilution, SEK	0.36	0.71	1.51

¹⁾ Excluding minority interests.

²⁾ Calculated on a last 12-month basis.

³⁾ Net debt as per end of period divided by LTM EBITDA excluding effects from accounting in accordance with IFRS 16 and adjusted for pro forma accounts for acquired businesses.

⁴⁾ LTM EBITDA adjusted for pro forma accounts for acquired businesses divided by LTM net financial items excluding Fx gains and losses, excluding effects from accounting in accordance with IFRS 16.

⁵⁾ If the discounted exercise price for outstanding subscription options is less than the average price for the Opus share, the options give rise to a dilution effect. The dilution effect with reference made to the option program is calculated according to the dilution that applied at the end of each period.

For definitions of key ratios, see Opus' Annual Report 2019.

Quarterly development - Group

Income statement

SEK thousands	2020			2019		
	Q2	Q1	Q4	Q3	Q2	Q1
Net sales	652,980	673,925	651,364	699,139	707,517	633,152
Total operating income	652,887	675,251	656,339	700,064	708,082	633,319
Operating expenses	-489,685	-562,000	-553,111	-518,703	-528,514	-489,611
Depreciation and impairment of tangible assets	-66,522	-66,111	-63,661	-85,472	-59,565	-56,727
EBITA	96,680	47,140	39,567	95,889	120,003	86,981
EBITA margin	14.8%	7.0%	6.1%	13.7%	17.0%	13.7%
Amortization and impairment of intangible assets	-27,801	-28,105	-29,729	-33,968	-35,891	-42,235
Earnings before interest and tax (EBIT)	68,879	19,035	9,838	61,921	84,112	44,746
Net financial income/expense	-205,705	17,303	-30,713	-57,831	-46,903	-50,920
Profit/loss after financial items (EBT)	-136,826	36,338	-20,875	4,090	37,209	-6,174
Income taxes	18,066	-18,649	7,001	-30,163	-17,977	-10,904
Profit/loss for the period	-118,760	17,689	-13,874	-26,073	19,232	-17,078

Cash flow

SEK thousands	2020			2019		
	Q2	Q1	Q4	Q3	Q2	Q1
Cash flow from operating activities	30,124	74,197	84,237	152,736	132,420	76,330
Cash flow from investing activities	-52,093	-229,243	-58,773	-68,721	-81,121	-58,839
Cash flow from financing activities	804,011	-21,972	-20,596	-19,890	-34,267	18,768
Cash flow for the period	782,042	-177,018	4,868	64,125	17,032	36,259
Liquid assets at the beginning of the period	340,445	505,523	516,436	442,642	426,890	384,155
Translation difference	-58,491	11,940	-15,781	9,669	-1,280	6,476
Liquid assets at the end of the period	1,063,996	340,445	505,523	516,436	442,642	426,890

Quarterly development - Group

Segment information

SEK thousands	2020			2019		
	Q2	Q1	Q4	Q3	Q2	Q1
Net sales						
Vehicle Inspection U.S. & Asia	385,134	410,721	403,968	432,966	422,206	385,376
Vehicle Inspection Europe	186,144	150,139	144,378	158,024	185,682	141,381
Vehicle Inspection Latin America	9,869	31,421	33,845	36,485	30,162	34,752
Division eliminations	-6,279	-5,119	-4,779	-5,342	-6,939	-5,272
Division Vehicle Inspection	574,868	587,162	577,412	622,133	631,111	556,237
Division Intelligent Vehicle Support	87,060	90,830	77,164	80,008	81,361	78,119
Group eliminations	-8,948	-4,067	-3,212	-3,002	-4,955	-1,204
Group	652,980	673,925	651,364	699,139	707,517	633,152
EBITA						
Vehicle Inspection U.S. & Asia	72,687	69,723	58,864	86,258	90,632	81,696
Vehicle Inspection Europe	51,901	13,107	3,440	39,102	38,703	478
Vehicle Inspection Latin America	-4,449	447	-8,534	-20,993	-3,488	3,485
Division Vehicle Inspection	120,139	83,277	53,770	104,367	125,847	85,659
Division Intelligent Vehicle Support	5,222	-1,788	-8,684	-5,717	-2,593	3,348
Group-wide expenses	-28,681	-34,349	-5,519	-2,761	-3,251	-2,026
Group	96,680	47,140	39,567	95,889	120,003	86,981
EBITA margin						
Vehicle Inspection U.S. & Asia	18.9%	17.0%	14.6%	19.9%	21.5%	21.2%
Vehicle Inspection Europe	27.9%	8.7%	2.4%	24.7%	20.8%	0.3%
Vehicle Inspection Latin America	-45.1%	1.4%	-25.2%	-57.5%	-11.6%	10.0%
Division Vehicle Inspection	20.9%	14.2%	9.3%	16.8%	19.9%	15.4%
Division Intelligent Vehicle Support	6.0%	-2.0%	-11.3%	-7.1%	-3.2%	4.3%
Group	14.8%	7.0%	6.1%	13.7%	17.0%	13.7%

Financial reports - Parent company

Income statement in summary

SEK thousands	Apr 1 - Jun 30 2020	Apr 1 - Jun 30 2019	Jan 1 - Jun 30 2020	Jan 1 - Jun 30 2019	Jan 1 - Dec 31 2019
Net sales	5,029	4,924	10,032	9,714	19,058
Other operating income	-156	-24	0	45	209
Total operating income	4,873	4,900	10,032	9,759	19,267
Operating expenses	-33,573	-8,459	-73,113	-15,108	-137,755
EBITDA	-28,700	-3,559	-63,081	-5,349	-118,488
Depreciation and amortization	-271	-249	-539	-489	-1,005
Earnings before interest and tax (EBIT)	-28,971	-3,808	-63,620	-5,838	-119,493
Net financial income/expense	-138,383	41,413	-62,666	69,623	169,844
Profit/loss after financial items	-167,354	37,605	-126,286	63,785	50,351
Appropriations	-	-	-	-	56,814
Profit/loss before tax (EBT)	-167,354	37,605	-126,286	63,785	107,165
Income taxes	31,348	-1,628	22,848	-7,230	-26,931
Profit/loss for the period	-136,006	35,977	-103,438	56,555	80,234

Statement of comprehensive income in summary

SEK thousands	Apr 1 - Jun 30 2020	Apr 1 - Jun 30 2019	Jan 1 - Jun 30 2020	Jan 1 - Jun 30 2019	Jan 1 - Dec 31 2019
Profit/loss for the period	-136,006	35,977	-103,438	56,555	80,234
Other comprehensive income for the period	-	-	-	-	-
Total comprehensive income for the period	-136,006	35,977	-103,438	56,555	80,234

Balance sheet in summary

SEK thousands	Jun 30, 2020	Jun 30, 2019	Dec 31, 2019
Assets			
Intangible assets	2,172	2,244	2,364
Tangible assets	602	882	741
Financial assets	2,956,575	1,829,974	1,748,359
Total non-current assets	2,959,349	1,833,100	1,751,464
Current receivables	182,414	256,967	161,528
Cash and cash equivalents	827,547	191,784	280,009
Total current assets	1,009,961	448,751	441,537
Total assets	3,969,310	2,281,851	2,193,001
Equity and liabilities			
Equity	894,423	974,096	997,774
Untaxed reserves	693	57,736	693
Non-current interest bearing liabilities	2,878,416	958,700	961,863
Non-current non-interest bearing liabilities and provisions	34,988	102,183	-
Current non-interest bearing liabilities and provisions	160,790	189,136	232,671
Total equity and liabilities	3,969,310	2,281,851	2,193,001

Notes

Note 1 - Accounting principles

This report has been prepared in accordance with IAS 34 Interim Financial Reporting. The group accounting has been prepared in accordance with International Financial Reporting Standards, IFRS, as approved by the EU, and in accordance with the Swedish Financial Reporting Board's recommendation RFR 1 "Supplementary Accounting Rules for Groups". The interim report for the parent company has been prepared in accordance with the Swedish Annual Accounts Act and with the Swedish Financial Reporting Board's recommendation RFR 2 "Accounting for Legal Entities". Some figures in this report have been rounded, which may mean that some tables do not seem to sum up correctly due to rounding differences. The same accounting and valuation

policies have been applied as in the annual report for 2019. No new or revised IFRS or interpretations have been applied or have had any essential effect on the financial position, result or information for the group or parent company.

On July 1, 2018, hyperinflation in Argentina's economy was determined according to the criteria in IAS 29. Opus has evaluated the effect of applying IAS 29 and the conclusion is that the effect on the consolidated financial statements is not considered material to the Group. The financial reports in this interim report have therefore not been adjusted for hyperinflation in Argentina in accordance with IAS 29.

Translation of foreign operations

Currency	Average rate					Closing rate		
	Apr - Jun 2020	Apr - Jun 2019	Jan - Jun 2020	Jan - Jun 2019	Jan - Dec 2019	Jun 30, 2020	Jun 30, 2019	Dec 31, 2019
ARS	0.14	0.21	0.15	0.23	0.20	0.13	0.22	0.16
GBP	12.02	12.15	12.20	12.04	12.07	11.47	11.75	12.21
PKR	0.06	0.06	0.06	0.07	0.06	0.06	0.06	0.06
USD	9.68	9.45	9.68	9.31	9.46	9.35	9.27	9.32

Assets and liabilities in foreign entities, including goodwill and other corporate fair value adjustments, are translated to Swedish kronor (SEK) at the rate prevailing on the balance sheet date, meanwhile all items in the income statement are

translated using an average rate for the period. On translation of foreign operations, the exchange rates in the table above have been used for currencies that are material for the Group.

Notes

Note 2 - Revenue

Distribution of revenues has been made in the main income categories and segments, which also corresponds to Opus geographical markets. Vehicle inspection includes all types of inspections from decentralized and centralized programs and inspections carried out on the Swedish market (open market, not regulated by contract).

Equipment sales includes the sale of inspection equipment to inspection stations and automotive repair shops. Service and support refers to service of sold equipment, support

of sold software systems, and service to automotive repair shops within our decentralized programs. Equipment as a Service (EaaS) constitutes leasing income from Opus' rental of inspection equipment, which includes maintenance, spare parts and software updates. The income category Other includes Remote Assist Program (RAP), software sales, vehicle registration services, voluntary (non-statutory) inspection services, revenue from construction services in accordance with IFRIC 12 and fish and game licensing.

Distribution of revenues per income category Q2, 2020 (SEK thousands)	Vehicle Inspection U.S. & Asia	Vehicle Inspection Europe	Vehicle Inspection Latin America	Intelligent Vehicle Support	Group
Vehicle inspection	222,113	173,226	9,024	-	404,363
Equipment sales	17,747	-	692	19,678	38,117
Service and support	16,287	-	77	33,902	50,266
Equipment as a Service (EaaS)	92,152	-	-	445	92,597
Other	30,556	12,918	76	24,087	67,637
Total	378,855	186,144	9,869	78,112	652,980

Distribution of revenues per income category Q2, 2019 (SEK thousands)	Vehicle Inspection U.S. & Asia	Vehicle Inspection Europe	Vehicle Inspection Latin America	Intelligent Vehicle Support	Group
Vehicle inspection	264,852	167,602	24,664	-	457,118
Equipment sales	13,799	-	3,380	21,936	39,115
Service and support	21,623	-	1,245	27,512	50,380
Equipment as a Service (EaaS)	74,658	-	-	338	74,996
Other	40,335	18,080	872	26,620	85,907
Total	415,267	185,683	30,161	76,406	707,517

Distribution of revenues per income category 6 months, 2020 (SEK thousands)	Vehicle Inspection U.S. & Asia	Vehicle Inspection Europe	Vehicle Inspection Latin America	Intelligent Vehicle Support	Group
Vehicle inspection	471,831	312,657	37,864	-	822,352
Equipment sales	34,418	-	1,874	47,194	83,486
Service and support	34,540	-	1,227	67,590	103,357
Equipment as a Service (EaaS)	182,275	-	-	933	183,208
Other	61,393	23,627	325	49,157	134,502
Total	784,457	336,284	41,290	164,874	1,326,905

Distribution of revenues per income category 6 months, 2019 (SEK thousands)	Vehicle Inspection U.S. & Asia	Vehicle Inspection Europe	Vehicle Inspection Latin America	Intelligent Vehicle Support	Group
Vehicle inspection	518,127	301,744	57,772	-	877,643
Equipment sales	27,210	-	3,410	47,370	77,990
Service and support	43,835	-	2,224	54,616	100,675
Equipment as a Service (EaaS)	143,605	-	-	688	144,293
Other	62,594	25,319	1,507	50,648	140,068
Total	795,371	327,063	64,913	153,322	1,340,669

Notes

Note 3 - Financial instruments valued at fair value

Financial instruments valued at fair value			
SEK thousands	Jun 30, 2020	Jun 30, 2019	Dec 31, 2019
<i>Liabilities</i>			
Additional consideration	33,468	134,972	134,915
Derivatives - Interest rate swap	34,988	19,048	18,215
Carrying amount	68,456	154,020	153,130

In conjunction with the Systech acquisition in 2008, an agreement was signed for additional consideration on gaining certain new contracts for major vehicle inspection programs.

When Ograi acquired a majority in Opus, clauses were triggered in the earnout agreements for the acquisition that Opus has with Lothar Geilen, the President and CEO of the Group, and with Pradeep Tripathi in their roles as former owners of Systech. In accordance with these clauses, Geilen is entitled to immediate payment of the entire additional consideration remaining under the agreement and scheduled payments to Tripathi were accelerated to immediate payment of the remaining amount in accordance with the settlement agreement concluded by Opus and Tripathi in February 2018. Payment to Tripathi was completed during the first quarter of 2020. As per June 30, 2020, SEK 31 million of the debt to Geilen remained, which was paid out during the third quarter of 2020 in accordance with the payment plan agreed between Opus and Geilen.

An agreement on additional consideration was also signed upon acquisition of Drew Technologies in 2015.

Valuation of additional consideration at fair value is attributable to Level 3 of the fair value hierarchy. Apart

from the above, no changes have been made to valuation techniques or assumptions in comparison with the Annual Report 2019. More information about the terms of the additional consideration agreements and their reporting is described in the Opus Annual Report for 2019.

Derivatives are attributable to level 2 of the fair value hierarchy. The fair value of the interest rate swap is calculated as the present value of estimated future cash flows according to the terms and conditions of the contract and due dates and based on the market interest rate for similar instruments on the balance sheet date.

In connection with Opus refinancing the Group's external loans, the hedging relationship referred to in the interest rate swap ceased. The interest rate swap has thus been reclassified and is now valued at fair value through profit and loss (previously fair value through other comprehensive income). The accumulated change in value has been reversed from equity to the income statement (via other comprehensive income).

The fair value of other financial assets and liabilities that are valued at amortized cost is estimated to be equivalent to their book value.

Note 4 - Pledged assets and contingent liabilities

Pledged assets and contingent liabilities	Group			Parent company		
	Jun 30, 2020	Jun 30, 2019	Dec 31, 2019	Jun 30, 2020	Jun 30, 2019	Dec 31, 2019
SEK thousands						
<i>Assets pledged for liabilities to credit institutions</i>						
Pledged shares in subsidiaries	528,489	512,549	528,489	528,489	512,549	528,489
Total	528,489	512,549	528,489	528,489	512,549	528,489
<i>Contingent liabilities</i>						
Guarantees on behalf of Group companies	-	-	-	-	1,127,197	1,132,143
Warranty obligations	3,282	5,942	5,942	3,282	5,942	5,942
Additional consideration	-	8,208	-	-	8,208	-
Total	3,282	14,150	5,942	3,282	1,141,347	1,138,085

Note 5 - Acquisitions

Acquisition of AutoEnginuity

On January 2, 2020, Drew Technologies, Inc., an Opus IVS division company, acquired US-based AutoEnginuity, LLC for a purchase price of approximately USD 20 million (approximately SEK 187 million) on a cash-free and debt-free basis. Drew Tech paid USD 10 million at closing and will make additional payments of USD 5 million in 2021 and USD 5 million in 2022. Additional amounts may be paid over the next 5 years depending on performance of the AutoEnginuity business.

AutoEnginuity, founded in 2003 and headquartered in Mesa, Arizona, has developed into a leader in advanced aftermarket automotive diagnostics software and associated vehicle make/model coverage. With the acquisition, AutoEnginuity becomes a subsidiary of Drew Tech, managed under the Opus IVS division.

In 2019, AutoEnginuity had revenues of approximately USD 4 million (approximately SEK 37 million) with EBITDA (adjusted for non-recurring items) of approximately USD 2.3 million (approximately SEK 22 million).

The purchase price allocation is still preliminary and is therefore not presented. Valuation of the additional consideration is not finalized and valuation of the identified intangible assets customer contracts and relations, trademarks, product rights and other intangible assets still remain.

Reconciliation between IFRS and key ratios

Organic growth

SEK thousands	Apr 1 - Jun 30	Jan 1 - Jun 30
Net sales 2020	652,980	1,326,905
- Net exchange rate effects	-14,843	-36,917
- Effect of acquisitions/divestments	-13,407	-30,377
Comparable net sales	624,730	1,259,611
Net sales 2019	707,517	1,340,669
Revenue growth	-7.7%	-1.0%
Organic growth	-11.7%	-6.0%

In this report, Opus presents certain financial measures that are not defined under IFRS, referred to as Alternative Performance Measures. The Group believes that these measures provide useful supplemental information to investors and the Company's management as they allow for the evaluation of the Company's results and financial position. As not all companies calculate the financial measures in the same way, these are not always comparable to measures used by other companies. Investors should consider these financial measures as a complement rather than a substitute for financial reporting under IFRS.

Return on capital employed and equity

SEK thousands	Jan 1 - Jun 30 2020	Jan 1 - Jun 30 2019	Jan 1 - Dec 31 2019
LTM EBITA	279,276	387,249	342,438
LTM average working capital	-164,701	-129,521	-156,942
LTM average value tangible and intangible assets	3,383,686	3,155,686	3,256,041
Average capital employed	3,218,985	3,026,165	3,099,099
Return on capital employed	8.7%	12.8%	11.0%
LTM profit/loss - attributable to parent company shareholders	-112,633	42,002	2,184
LTM average equity - attributable to parent company shareholders	998,214	1,010,697	1,020,473
Return on equity - attributable to parent company shareholders	-11.3%	4.2%	0.2%

Interest coverage ratio and Net debt/EBITDA

SEK thousands	Jan 1 - Jun 30 2020	Jan 1 - Jun 30 2019	Jan 1 - Dec 31 2019
LTM EBITDA	561,042	584,210	607,866
LTM IFRS 16 effects on EBITDA	-97,948	-47,709	-97,096
LTM EBITDA for pro forma accounts from acquired businesses	10,925	-	-
LTM EBITDA excluding IFRS 16 effects and adjusted for pro forma accounts from acquired businesses	474,019	536,501	510,770
LTM Net financial income/expense	-276,946	-148,814	-186,368
- LTM IFRS 16 effects on net financial income/expense	-16,572	-10,730	-19,867
- LTM Fx gains and losses	-70,508	-34,897	-63,451
LTM Net financial items excluding IFRS 16 effects and Fx gains and losses	-189,866	-103,187	-103,050
Interest coverage ratio	2.5	5.2	5.0
Net debt	2,303,498	1,930,556	1,838,118
- Leasing liabilities	356,960	285,437	247,281
Net debt excluding IFRS 16 effects	1,946,538	1,645,119	1,590,837
Net debt/EBITDA	4.1	3.1	3.1

