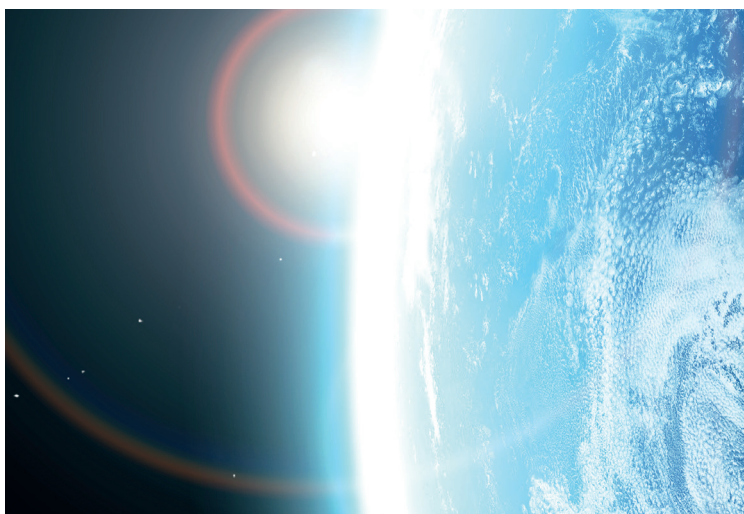


# #2016 October OPUS NEWS

## Welcome to Opus News News & information for us at Opus



In Opus News we summarize the most important events in the company Group during the past quarter. In this issue you can read about vehicle inspections in Chile and Pakistan, get to know our new CFO, learn about our best financial performance so far and see how you can share your Opus world with colleagues on the other side of the globe.

*Enjoy your read.*  
*Magnus Greko*  
*CEO & President Opus Group*

## OUR BEST QUARTER SO FAR

*This year's second quarter was the best so far for Opus Group – both for the Group as a whole and for the individual business areas. Earnings increased by 23.3 per cent compared to the same period last year, and sales by 10.7 per cent.*

Thus things are going well for us, which everyone in the Group shares the credit for as without your efforts every day this growth had not been possible. The operations that developed especially well include the various American programmes, Drew Technologies and vehicle inspections in Sweden where we were market leader in July.

The vehicle inspection market continues to grow globally and we see many interesting opportunities for Opus. We have an excellent foundation to build on with experienced, proficient employees and leading edge technology.

In July we inaugurated our vehicle inspection programme in Pakistan's Punjab province and in September we started our Chilean programme in the Maule region.

Our strong performance provides us with stable finances and excellent conditions for development on our own terms. We are working with many interesting business opportunities around the world. In doing so we can also see how compelling our offer with its Safe & Clean concept is. It's easy to understand and clearly distinguishes us from the competition.

**Magnus Greko**  
CEO & President Opus Group

You can read the entire interim financial report at [www.opus.se](http://www.opus.se).



# OPUS GROWING AROUND THE WORLD



Cristina Bravo, governor of Maule Region is interviewed by local media. Behind her Rigoberto Bahamonde, Operations Director, South America.

## Chile

*On September 27 our first inspection station in Chile was inaugurated. It is located in the city of Curicó, Región del Maule and performs safety inspections and emission testing of light and heavy duty vehicles with the approval of the Ministry of Transport and Telecommunications (MTT). The Curicó station is the first of twelve contracted Plantas de Revisión Técnica (PRT) that will come into operation during the coming months.*

For the Regional Ministerial Secretary for Transport and Telecommunication of Maule, Patricia Miranda, the new centre is an important step forward for the region.

"Before 2013, we only had nine centres and two dealerships. With this new tender we will have twelve centres and five dealerships. We are very happy because this means that all the citizens in the region will have better guarantees when they have their vehicles inspected," the ministerial secretary said.

For the principal authority of the province, this new centre is an answer to user's demands.

"What we want is to better serve the users in the province, particularly in the community of Curicó. Many residents complained to us that they had to wait up to seven hours to be served in some cases", said the Governor of Curicó, Cristina Bravo.

A feature of the new inspection centre is the use of cameras for monitoring the entire process through closed-circuit television. Another highlight is that prices for inspections will go down from around twelve thousand pesos to just over eight thousand. But perhaps what will most interest people having

their cars inspected is the time they will save, putting an end to long hours of waiting.

"Essentially, what allows us to be efficient is pre-booking. The centre will never be too full, with people spilling out onto the street, because they will have booked in advance. We do of course still make allowances for people who haven't booked in advance, but users can usually expect to be served at the time they booked for", explained Rigoberto Bahamonde, Opus' Operations Director for South America.

The Curicó testing station has the capacity to perform an average of 12,000 tests monthly. It is equipped with three testing lanes for light duty vehicles and one for heavy duty vehicles. All lanes use state of the art testing equipment and software to comply with the standards issued by the government for the centralized vehicle testing program.

The centres that stayed in their locations were all modernised according to the bidding terms, and soon the new inspection centres in Talca, San Javier, Linares, Parral and Licantén will start operating. It is estimated that all twelve centres will be operational by the first half of 2017.





# Pakistan

*On Saturday 23 July, the Chief Minister of Punjab province, Shahbaz Sharif, inaugurated the new Vehicle Inspection and Certification System (VICS).*

The system is being built and run by Opus Inspection (Pvt) Ltd, and the first station has been opened in the provincial capital, Lahore. By 2017, the system will be expanded to cover the whole of Punjab province, and in all Opus will build and run 39 stations of various sizes.

"This is a major programme in many respects", said the Chief Minister at the opening ceremony. "It entails an entirely new set up for checking vehicle road safety and exhaust emissions. Fatalities and personal injuries due to defective vehicles are a tragedy that simply must not be allowed to continue."

VICS will be implemented and run by Opus under a 20-year contract.

"We're mighty impressed by the Punjabi government's commitment and glad we're able to support the authorities in this issue," said Magnus Greko, President and CEO of Opus Group, during the inauguration.

VICS is the first company in the world to apply RFID technology in a vehicle inspection context. Inspected vehicles get a sticker, which is affixed to the windscreen. The sticker has an embedded RFID tag containing all the information about the vehicle, and can be read remotely.

Read more about our operation in Pakistan at <http://punjab.vics.pk> and watch a video about it at [www.opus.se/stories](http://www.opus.se/stories)





## GET TO KNOW LINUS BRANDT – OUR NEW CFO

*Linus Brandt joined Opus from Mediatec, where he was CFO (Chief Financial Officer) and Deputy CEO. Prior to that he worked as CFO at Stena Adactum – the Stena Group's investment company – which included Mediatec and several other companies run by entrepreneurs. He now brings this experience with him in his new role at Opus Group.*

### Structural capital and financing

"One of my goals is to create structure while also retaining the entrepreneurial spirit within the group," he tells us. "This will mean building up structural capital through processes and procedures that support management while also creating a platform for continued growth. It's also about having a clear, long-term strategy – essential when prioritizing wisely among the opportunities the market offers."

"The strategy is not only important for us, but also for our investors by allowing them to see the lines along which we are working. I also hope to help both communicate and deliver to the market in compliance with our "story". Relations with the capital markets are always a question of trust. It is especially important in enabling us to attract capital and safeguard long-term financing on good terms for Opus."

"Because Opus is a growth company, the CFO's main task is to safeguard long-term financing."

"The vehicle inspection industry is growing globally and there are opportunities for Opus to grow by setting up in new markets. To do this we need a strong balance sheet and good liquidity," he says. "Thanks to robust cash flows from our operations in the USA and Sweden, we're constantly generating resources for new establishments including those where we must build operations from the ground up with new stations, equipment and personnel training."

### Sustainability in practice

Linus Brandt began his career in the 1990s as an auditor and advisor with Arthur Andersen. In addition to auditing mainly international and publicly listed companies, he also worked with e.g. the sale of companies and was periodically stationed in South Africa and Norway. With just over 20 years' experience from various industries and types of company, he hopes to contribute new perspectives.

One of the things that makes work at Opus especially stimulating is the public good it generates, i.e. how vehicle inspections now contribute to a better environment and fewer traffic fatalities in the Third World. The Safe & Clean concept plays a vital part in operations in many ways.

"Not only do we help the appropriate authorities around the world to achieve cleaner, safer vehicles, but the way we do

business is also spotless," he tells us. "We categorically refuse to take part in every form of corruption such as bribery and commissions, and we regularly check our own inspection stations to remove the slightest suspicion of irregularities. Our operation entails the exercise of official authority, so our credibility must not be eroded in any way at all."

A recent example of the Group's practical sustainability efforts is Opus Bilprovning's 2016 achievement of becoming the first vehicle inspection company to be 100 per cent carbon neutral. This not only includes the company's own emissions but also those from our customers' trips to and from inspection stations.



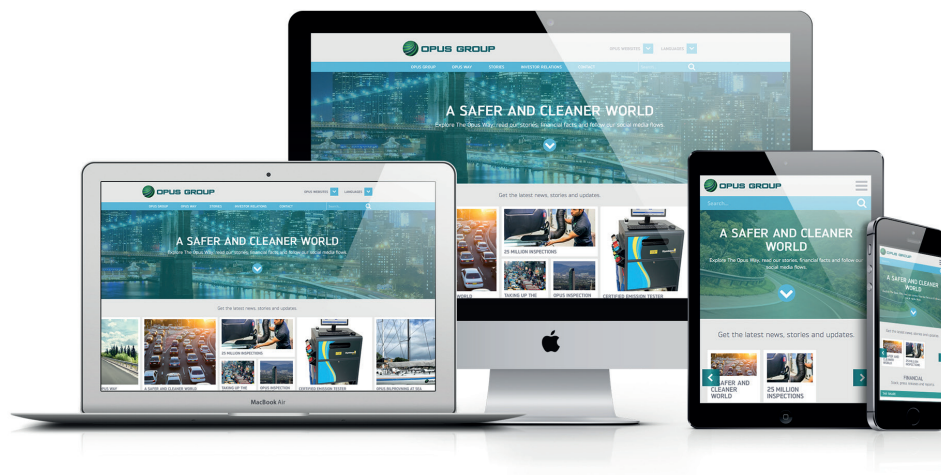
### About Linus

Linus lives in Gothenburg, is married and has two boys and a cat. A great deal of family life is centred around the children's sporting activities. The younger son plays competition tennis, while the elder has moved to Leksand to attend baseball academy. Otherwise books, films, travel and socializing keep the family busy.



# SEE WHAT IS HAPPENING AT OPUS AROUND THE WORLD SHARE YOUR OWN STORIES

You can follow what's happening in c  
around the world on the Opus Group  
You can see what your colleagues ar  
also share your own experiences wit  
others. Go to [www.opus.se](http://www.opus.se); click Stor  
and upload your own story. Or you  
can also use the app, available free  
from the App Store or Google Play.



## OPUS BILPROVNING NO.1 – THE MARKET LEADER IN SWEDEN IN JULY



According to the Swedish Transport Agency's official statistics, Opus Bilprovning became the leader in the Swedish vehicle inspection market in July with a market share of 28.21 per cent. This was the first time a private vehicle inspection company became market leader in Sweden.

Thanks to operations that are 100 per cent climate offset, Opus Bilprovning is the leader in sustainability and the environment, and now it is also the market leader in terms of inspection volumes.

"We are very pleased and proud to enjoy the confidence of so many customers. Our success is due to a combination of skilled, able employees and long-term efforts to improve customer service, access and simple booking together with sound quality and environmental management," says a proud Tord Fornander, Operations Manager and Vice President.



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