

#2016 December OPUS NEWS

Welcome to Opus News No 2 News & information for us at Opus



In the last Opus News of the year you can read about how we are growing with new companies and inspection stations, read our latest quarterly financial performance and get acquainted with the members of the Board of Directors.

I would also like to take the opportunity to thank all of you for your excellent work during the past year and to wish you all a Merry Christmas and a Happy New Year.

*Enjoy your read
Magnus Greko,
Opus Group President and CEO*

AN EXCELLENT QUARTER

Once again, we can look back on a very good quarter with increased market shares and earnings. Compared to the same quarter last year, earnings before depreciation and amortization increased organically in local currency by 21.8 per cent and sales by 8.4 per cent. Despite that the quarter's net income has been negatively affected by tax expenses attributable to 2015 as well as deferred taxes, due to higher than anticipated state taxes in the U.S., we have every reason to be very pleased.

Increasing numbers of people choose Opus for their inspections, something we can all be proud of. Many thanks to all of you out there in the inspection stations for your daily efforts! It's the way you treat your customers that makes them return and recommend us to their friends.

The last quarter saw boosts to our technology side through the acquisition of FASTLIGN®, which measures wheel alignment in an instant,

and the launch of Drew Technologies' Remote Assistance Programming (RAP), which means general vehicle repair shops have the same ability to program vehicle computers as brand workshops. On December 1, we acquired the Bosch operation for the sales and service of emission control equipment in California, Pennsylvania and North Carolina. This gives us a broader customer base and strengthens our new EaaS business model (Equipment as a Service).

We continue to expand in Sweden with new stations in the Stockholm region and the south of the country, with stations opening in Gothenburg and Halmstad during the spring of 2017.

Magnus Greko
President and CEO

Read the entire interim report at www.opus.se



HELPING WORKSHOPS PROGRAM SOFTWARE

The more computerized our cars become the more complicated they get for independents and general vehicle workshops to repair. Accessing vehicle computers requires both specialist knowledge and equipment, which makes it difficult and expensive for many smaller workshops to keep up. But with Remote Assistance Programming (RAP®), workshops like this can enjoy the same opportunities as dealer workshops.



As early as 1998, Drew Technologies in partnership with auto manufacturers and SAE began to develop a reprogramming standard (SAE J2534). This is a result of the American Right to Repair Act, which obliges auto manufacturers to provide independent workshops with the same information as their own dealer workshops.

The first J2534 tool was launched in 2002, and since then Drew Technologies has been the leader in the field. But J2534 programming also requires specialist knowledge. RAP® is a plug-in solution used by Drew Technologies' experts to carry out reprogramming remotely.

RAP® is a pre-packed kit including a computer, a J2534 unit and software for different marques which is plugged into the vehicle's data terminal and uplinked to Drew Technologies' technicians, who perform any necessary reprogramming remotely. Workshops pay a small, fixed monthly charge plus a fee for every uplink. The system has been under test by workshops and auto manufacturers since the spring of 2016 and is now ready for widespread launch, initially in the USA.

Read more and watch the RAP® video at www.drewtech.com

SO WHAT'S NEW? SHARE YOUR STORY!

Anything interesting happen in your Opus world? Tell your colleagues all about it. Go to www.opus.se; click Stories and upload your own story. Or you can also use the app, available free from the App Store or Google Play.

BE SOCIAL :)

Do you have a long or short story from Opus world? Share it here!

[CLICK HERE!](#)

MEASURES WHEEL ALIGNMENT IN AN INSTANT

FASTLIGN® Is the first system for touchless, dynamic wheel alignment on cars and trucks. Cars are driven between two scanner bollards and in less than three seconds the technology reveals whether or not a vehicle has any problems with wheel alignment, suspension or steering. The process is fully automatic, for example when a vehicle is driven in for service or inspection. There's no need to stop; it's just like passing through an RFID scanner on the way out of the store.

Many cars are driving around with faulty settings their drivers are maybe unaware of but which increase tyre wear and fuel consumption and have a negative impact on comfort and road holding. FASTLIGN® is a quick and easy way to draw the driver's and workshop's attention to the need to fix something.

Opus Group has acquired a majority stake in FASTLIGN® through Opus Inspection in the USA.

"The patented system is a good addition to our range of equipment for vehicle inspections and workshops," says Lothar Geilen, CEO at Opus Inspection. Initially, FASTLIGN® will be offered to our just-over 28,000 workshop customers in the USA under the concept Equipment as a Service (EaaS) before going global.

FASTLIGN® is especially interesting for car dealers, repair shops, tyre shops and Opus vehicle inspection stations which will be able to expand their offer using this equipment.

Read more about the acquisition at www.opus.se and about FASTLIGN® at www.banallogic.com



ON THE WAY TO NATIONWIDE COVERAGE. Opus Bilprovning expanding southwards.



This autumn, Opus Bilprovning opened new stations in the Stockholm region. We will strengthen our position in southern Sweden in the spring with new stations in Gothenburg and Halmstad.

Hitherto, Opus Bilprovning's operations have been mainly concentrated in the Stockholm region and northern Sweden. Two new stations opened in the southern half of the country during 2016 in Linköping and Helsingborg, and our expansion south continues with two new stations in Gothenburg and one in Halmstad. The expansion is part of our plan for nationwide coverage.

The first station in Gothenburg will open at the turn of the year, and the second and the Helsingborg station later in the spring.

AN EXTENSIVE FUND of skills and experience

The board possesses experience from the vehicle inspection industry, financial operations, international business and entrepreneurship. Directors on the Opus Group Board are evenly distributed between men and women, and together they represent a broad spectrum of skills. Click the button below to learn more about them individually.



Parts of the Board seen at the strategy meeting in Washington.
From left to right: Anne-Lie Lind, Anders Lönnqvist, Katarina Bonde and Friedrich Hecker.

Katarina Bonde

Chairman of the Board since 2016

Born 1958. MSc and economist with extensive international experience in small and medium-sized technology enterprises. Founder and CEO for the management consultancy, Kubi LLC.

Lothar Geilen

Board member since 2008

Born 1961. MBA from Ludwig-Maximilian University in Munich, Germany, and Head of Opus Vehicle Inspection Division and CEO of Opus Inspection Inc.

Heléne Mellquist

Board member since 2015

Born 1964. Bachelor in International Business Administration,

School of Business, Economics and Law at the University of Gothenburg. Executive Program IFL Stockholm School of Economics. Sound international experience in strategy, change management, commercial operations, business intelligence and finance. Senior Vice President Volvo Trucks, Area International.

Friedrich Hecker

Board member since 2016

Born 1962. MBA in Economics from Ludwig-Maximilian University in Munich. Sound international experience from executive positions within the Testing, Inspection, Certification (TIC) industry. Senior Advisor to the COBEPA SA, a member of the board of Underwriters Laboratory (UL) Inc. and vice President of OiER, Organization for International Economic Relations.

Anders Lönnqvist

Board member since 2012

Born 1958. Sound international experience from the finance industry inter alia within company acquisitions, management and strategy issues. Chairman of the Board and owner of Servisen Group Ltd.

Anne-Lie Lind

Board member since 2016

Born 1971. Master of Science in Engineering from Chalmers University of Technology and an Executive MBA from the University of Gothenburg. Sound international experience running SMEs from executive positions. Vice President Camfil Europe & Oil and Gas.

More detailed information about the board members' other assignments and shareholdings etc. is available at www.opus.se under Investor Relations.



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