

HYLTE SOPHANTERING AB

599999-9938

UC BENCHMARK ANALYSIS

2017-03-03



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Introduction

How do others in the industry view decisions taken by you and your board? How will competitors exploit your weaknesses and more importantly, how can you exploit theirs? This new Analysis will aid your opinions on the direction of your own company using your competitor's behaviour as a guide. Your company's fate depends not only on your own performance but also on a select group of companies out to beat you. Without question all will not survive. Each company has been analysed to expose areas of strength and weakness.

This analysis offers a tailored industry comparison, in which you have had the opportunity to define the main competitors in your industry.

The analysis consists of a number of indicators that focus on profitability, efficiency, development and market share. The report compares the companies' current status as of the last official financial statements and trends from up to 10 years back in time.

The median value from the company's historical ratios is compared to the historical ratios median of the population*. Finally, the company is ranked within each category against the companies in the population.

*The population includes the company itself.

In the event that the annual accounts for the latest available period are not made public, this is shown with a "-".

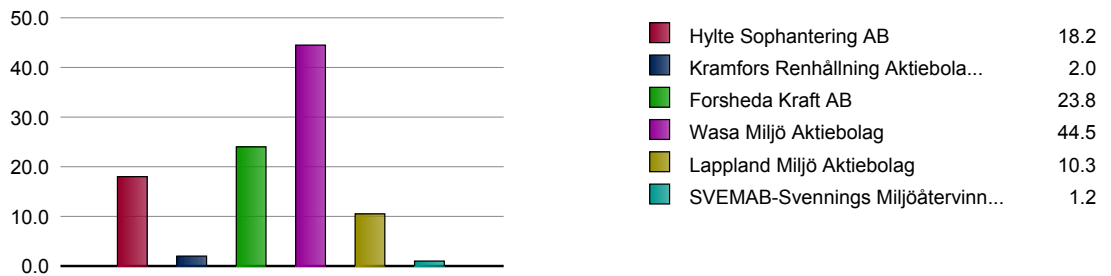
We have compared Hylte Sophantering AB (599999-9938) with the following companies:

- Kramfors Renhållning Aktiebolag (599999-9939)
- Forsheda Kraft AB (599999-9940)
- Wasa Miljö Aktiebolag (599999-9941)
- Lappland Miljö Aktiebolag (599999-9942)
- SVEMAB-Svennings Miljöåtervinning AB (599999-9943)

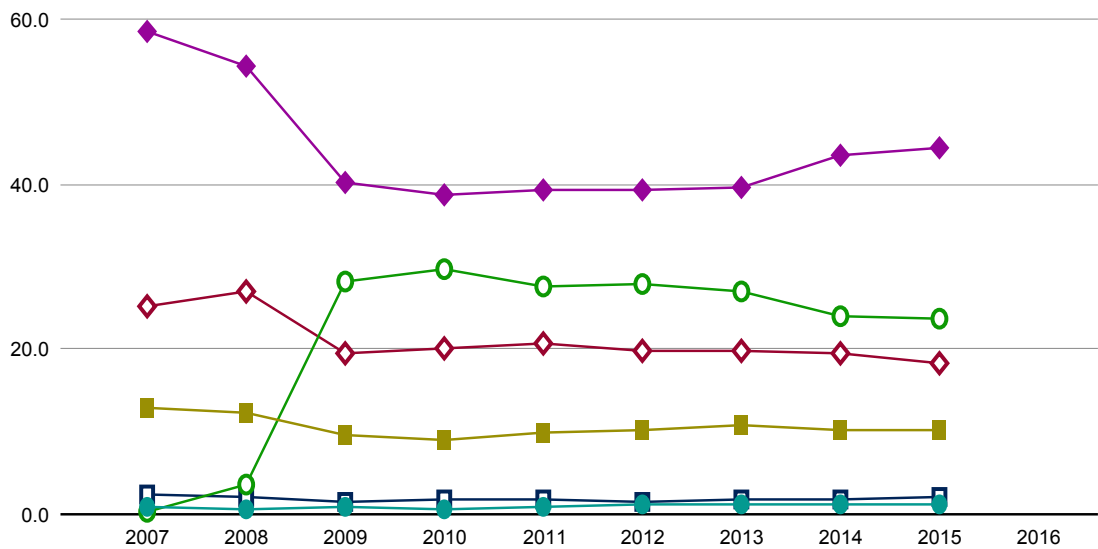
Market Share (%)

The company's net sales / total net sales of the population.

Comparison 2015



Trend Comparison 2007 - 2016

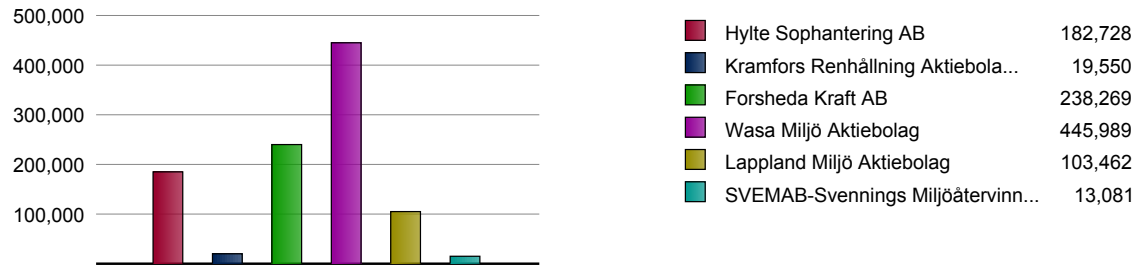


Company	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Hylte Sophantering AB	25.2	27.0	19.6	20.2	20.6	19.8	19.7	19.4	18.2	-
Kramfors Renhållning Aktiebolag	2.4	2.2	1.6	1.7	1.8	1.6	1.7	1.8	2.0	-
Forsheda Kraft AB	0.3	3.6	28.2	29.8	27.6	28.0	27.1	24.1	23.8	-
Wasa Miljö Aktiebolag	58.5	54.2	40.1	38.6	39.2	39.2	39.6	43.4	44.5	-
Lappland Miljö Aktiebolag	12.8	12.3	9.7	9.0	9.9	10.1	10.7	10.2	10.3	-
SVEMAB-Svennings Miljöättervinn...	0.8	0.6	0.8	0.7	0.9	1.2	1.3	1.2	1.2	-

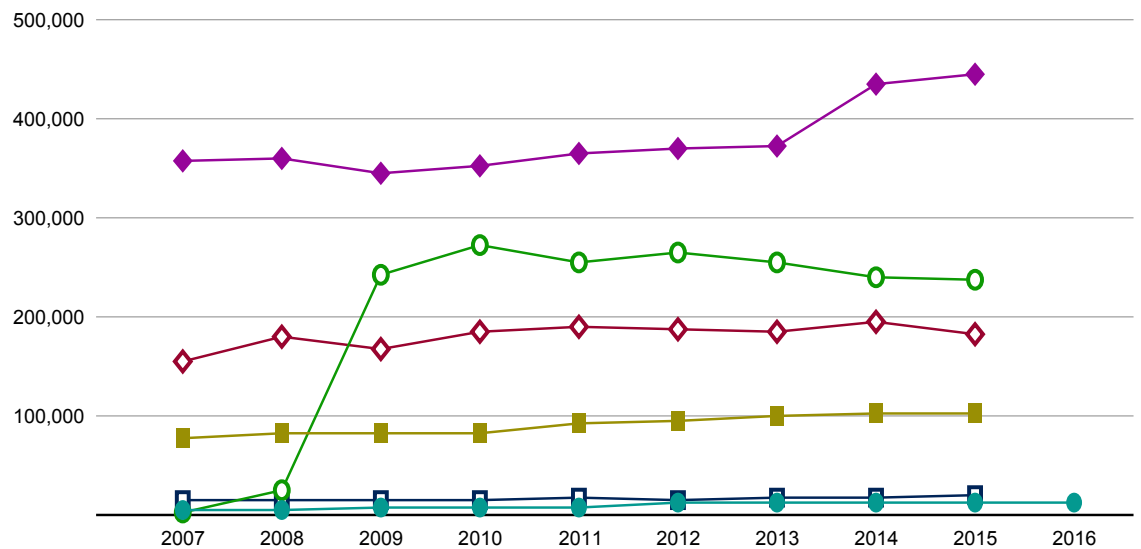
Net Sales (SEK '000)

Revenues from goods sold and services rendered as part of its normal activities, except VAT and other taxes directly linked to turnover.

Comparison 2015



Trend Comparison 2007 - 2016

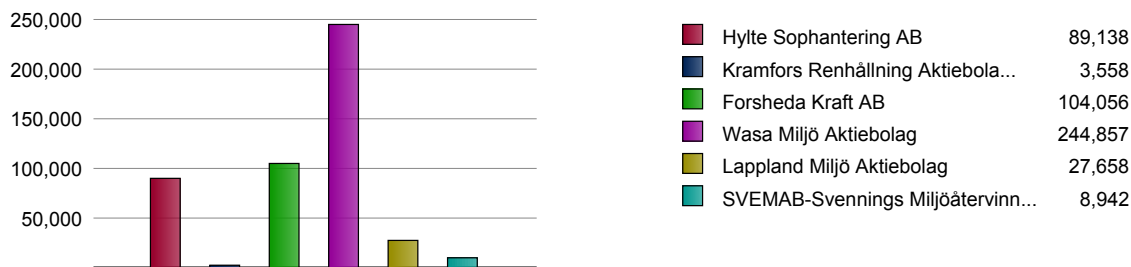


Company	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Hylte Sophantering AB	154,106	178,989	168,143	184,930	190,811	187,043	185,802	193,895	182,728	-
Kramfors Renhållning Aktiebolag	14,510	14,638	13,845	15,189	16,995	15,524	16,318	17,997	19,550	-
Forsheda Kraft AB	2,032	24,046	241,840	272,050	255,957	264,214	254,619	241,038	238,269	-
Wasa Miljö Aktiebolag	356,918	359,389	344,228	353,311	364,186	369,157	372,260	434,962	445,989	-
Lappland Miljö Aktiebolag	78,436	81,488	82,991	82,323	92,038	95,473	100,379	101,774	103,462	-
SVEMAB-Svennings Miljöättervinnings AB	4,595	4,073	7,160	6,330	8,221	11,376	11,847	11,793	11,925	13,081

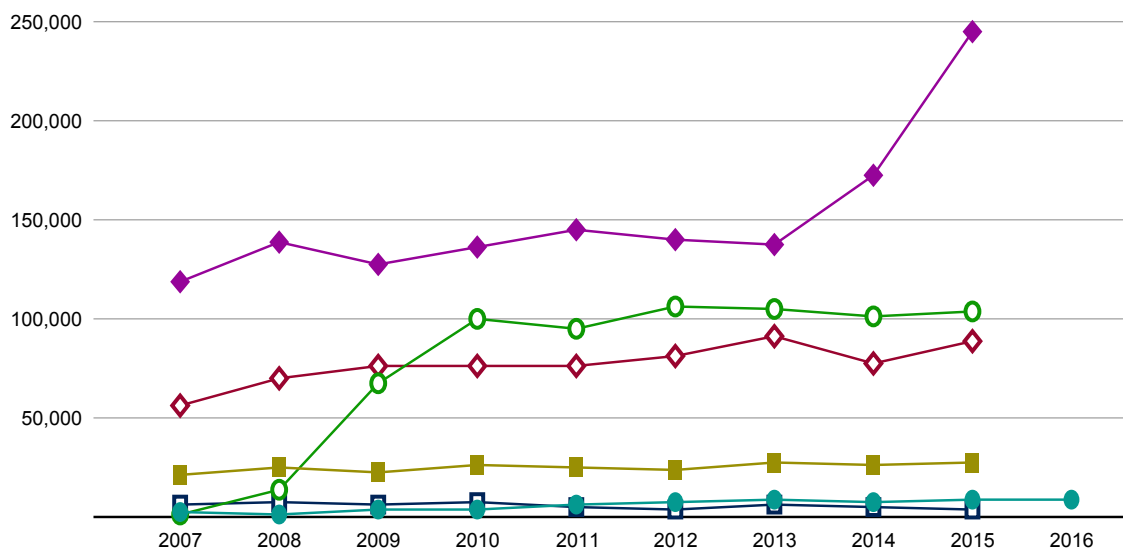
Value Added (SEK '000)

Is a measure that can be used to explain the difference between what the company charges for goods sold and services and the actual production cost.

Comparison 2015



Trend Comparison 2007 - 2016

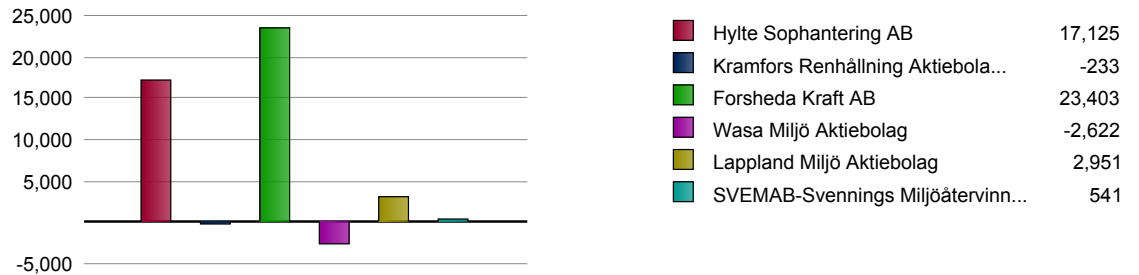


Company	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Hylte Sophantering AB	55,664	69,706	76,147	76,467	76,508	81,474	91,125	77,358	89,138	-
Kramfors Renhållning Aktiebolag	6,079	7,058	6,093	7,086	4,588	3,786	5,832	5,342	3,558	-
Forsheda Kraft AB	1,438	13,210	67,713	99,452	94,470	106,361	105,356	101,110	104,056	-
Wasa Miljö Aktiebolag	118,915	138,683	127,522	136,100	145,510	139,971	137,822	172,347	244,857	-
Lappland Miljö Aktiebolag	20,964	24,985	22,280	26,089	25,326	24,335	27,111	25,869	27,658	-
SVEMAB-Svennings Miljöättervinnings AB	2,262	1,777	3,530	3,478	5,641	7,543	8,241	8,016	9,089	8,942

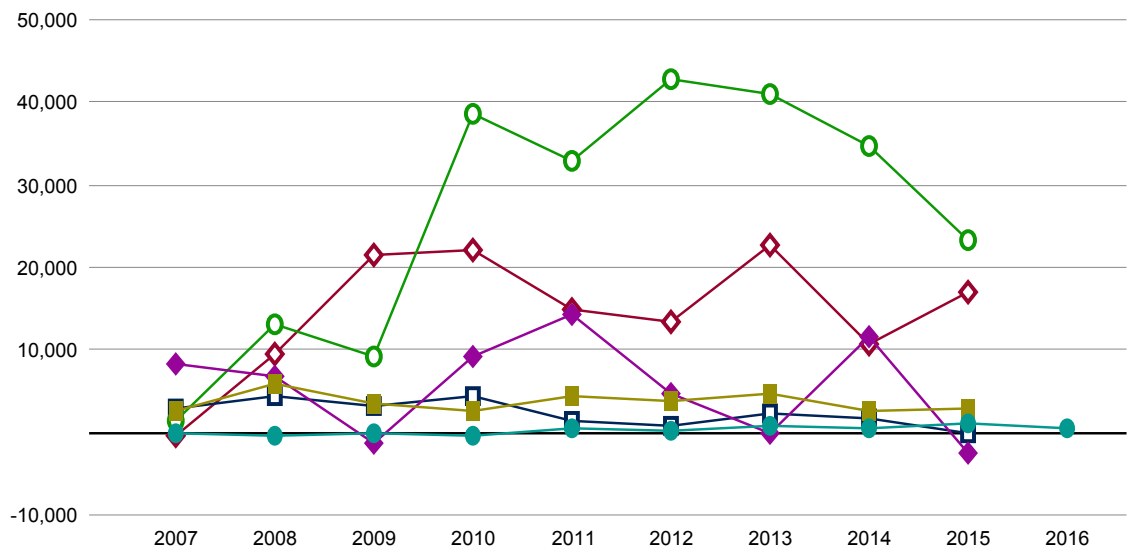
Operating Profit (SEK '000)

Operating revenues less operating costs are equal to operating profit. Operating profit is therefore profit before financial items, appropriations and taxes.

Comparison 2015



Trend Comparison 2007 - 2016



	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Hylte Sophantering AB	-419	9,446	21,537	22,218	14,770	13,330	22,655	10,842	17,125	-
Kramfors Renhållning Aktiebola...	2,994	4,295	3,194	4,329	1,467	824	2,261	1,645	-233	-
Forsheda Kraft AB	1,438	13,210	9,061	38,662	32,997	42,796	40,855	34,719	23,403	-
Wasa Miljö Aktiebolag	8,380	6,895	-1,212	9,233	14,318	4,669	-198	11,570	-2,622	-
Lappland Miljö Aktiebolag	2,681	5,900	3,520	2,582	4,409	3,824	4,779	2,527	2,951	-
SVEMAB-Svennings Miljöätervinn...	-123	-320	30	-514	646	171	834	474	1,192	541

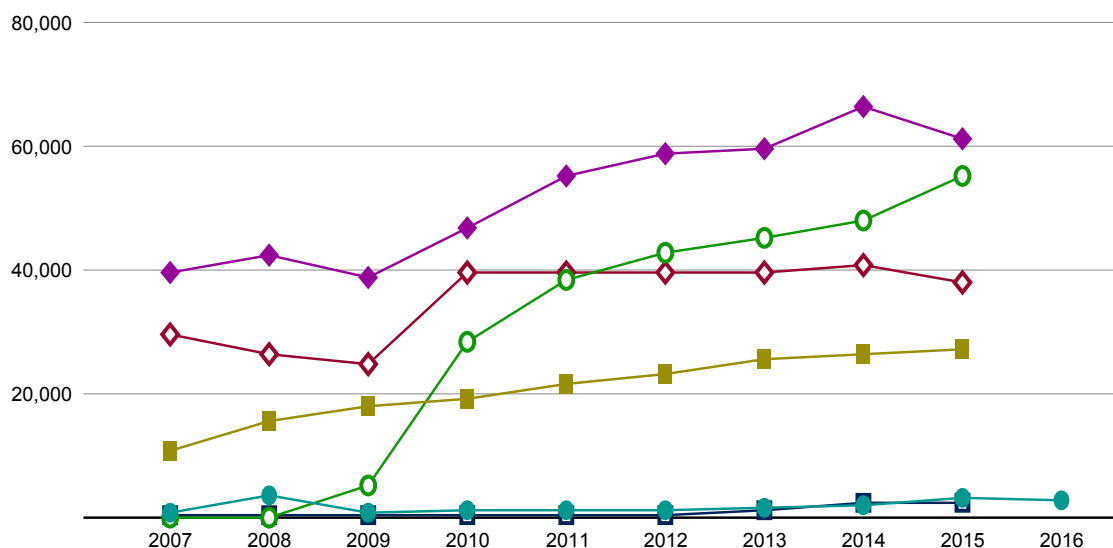
Total Equity (SEK '000)

Total equity consists of the difference between its assets and liabilities. One can also put it this way: The assets are funded in two ways - through equity and external capital (debt). The sum of these two is equal to the total assets.

Comparison 2015



Trend Comparison 2007 - 2016



Company	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Hylte Sophantering AB	29,611	26,445	24,906	39,616	39,616	39,616	39,616	40,805	38,008	-
Kramfors Renhållning Aktiebola...	283	301	303	365	413	430	1,258	2,543	2,556	-
Forsheda Kraft AB	127	127	5,245	28,548	38,231	42,670	45,150	47,996	55,147	-
Wasa Miljö Aktiebolag	39,680	42,339	38,801	46,839	55,397	58,957	59,513	66,347	61,220	-
Lappland Miljö Aktiebolag	10,849	15,561	17,826	19,135	21,626	23,211	25,445	26,213	27,195	-
SVEMAB-Svennings Miljöätervinn...	629	3,790	939	1,025	1,383	1,322	1,766	1,932	3,231	2,622

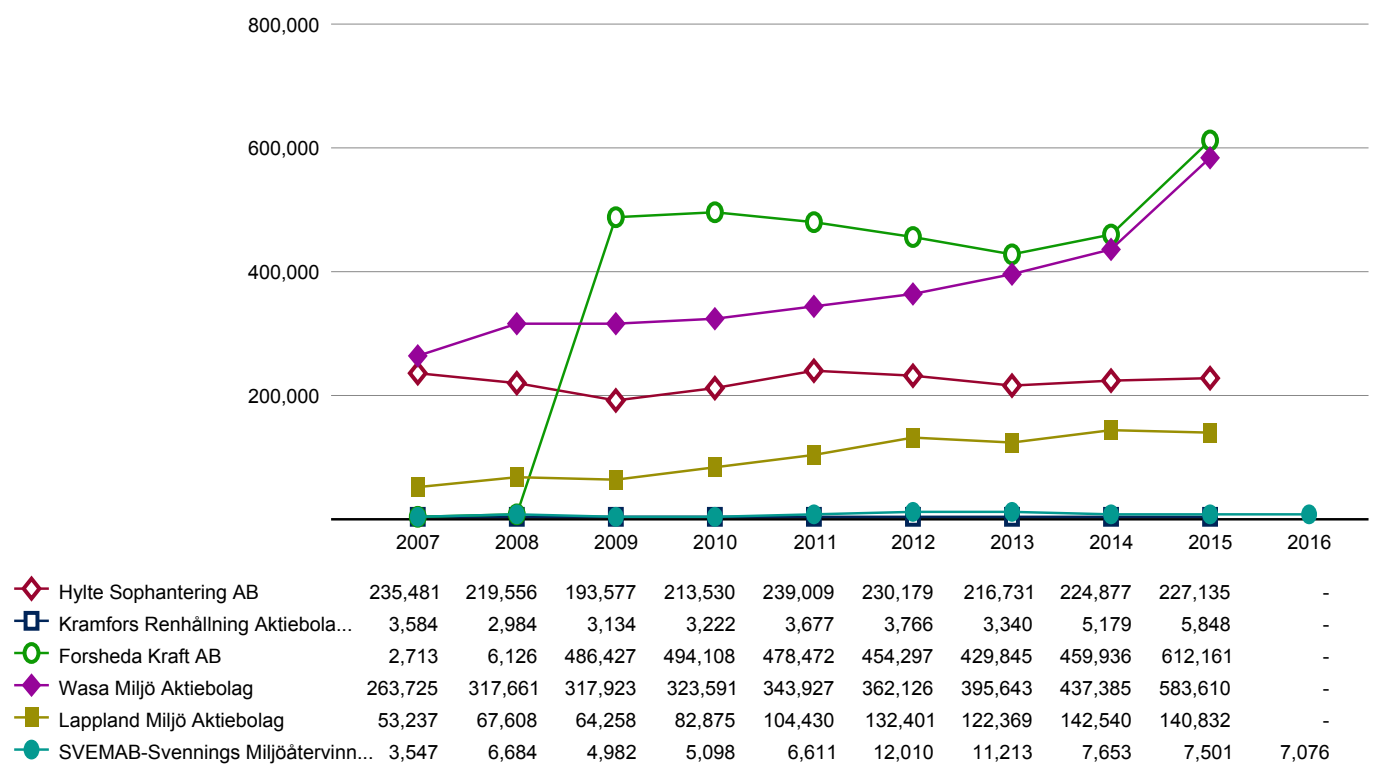
Total Assets (SEK '000)

Total assets in the balance sheet (total liabilities and equity).

Comparison 2015

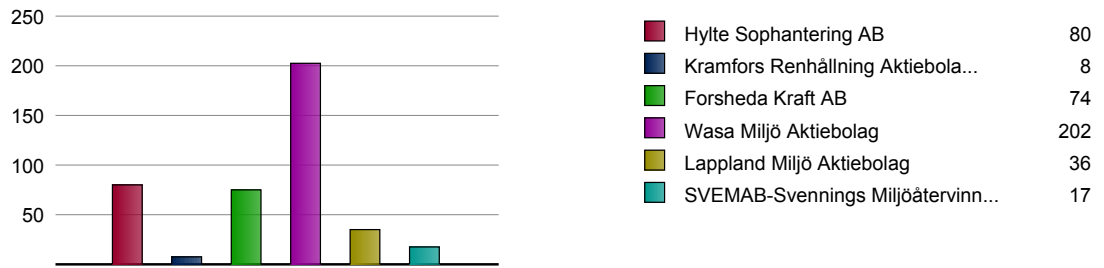


Trend Comparison 2007 - 2016

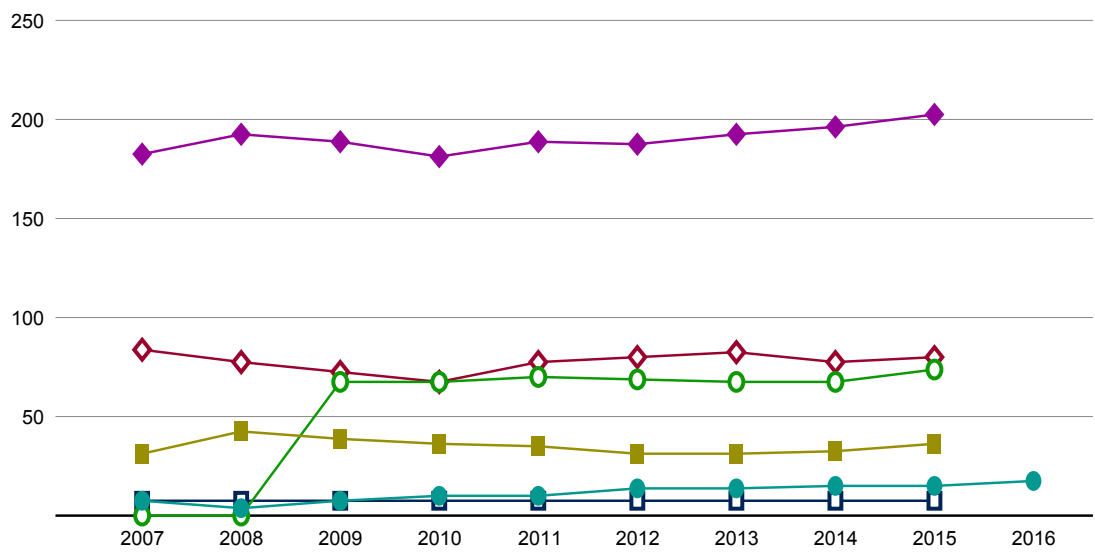


Number of Employees

Comparison 2015



Trend Comparison 2007 - 2016

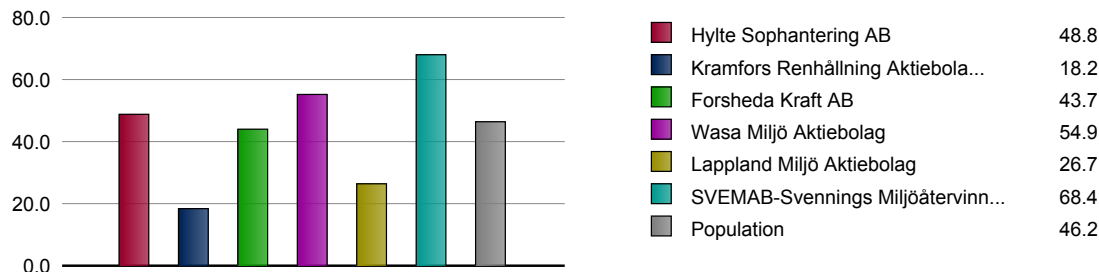


	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Hylte Sophantering AB	84	77	73	67	78	80	83	78	80	-
Kramfors Renhållning Aktiebola...	7	8	8	8	8	7	8	8	8	-
Forsheda Kraft AB			67	68	70	69	67	68	74	-
Wasa Miljö Aktiebolag	183	192	189	181	189	187	193	196	202	-
Lappland Miljö Aktiebolag	31	42	39	36	35	31	31	32	36	-
SVEMAB-Svennings Miljöätervinn...	7	4	7	10	10	14	14	15	15	17

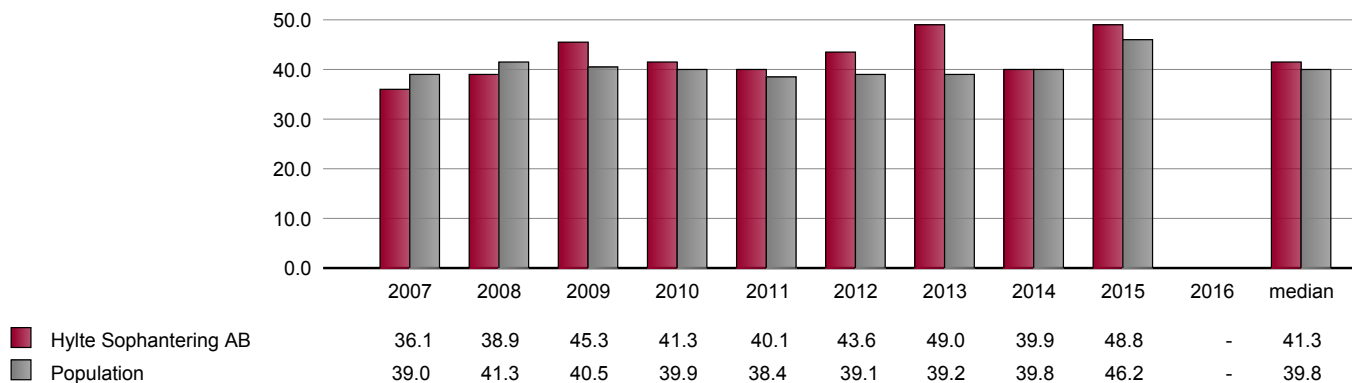
Value Added (%)

Shows how much of sales remaining after deducting the external cost for staff, depreciation, interest expenses, taxes and profits.

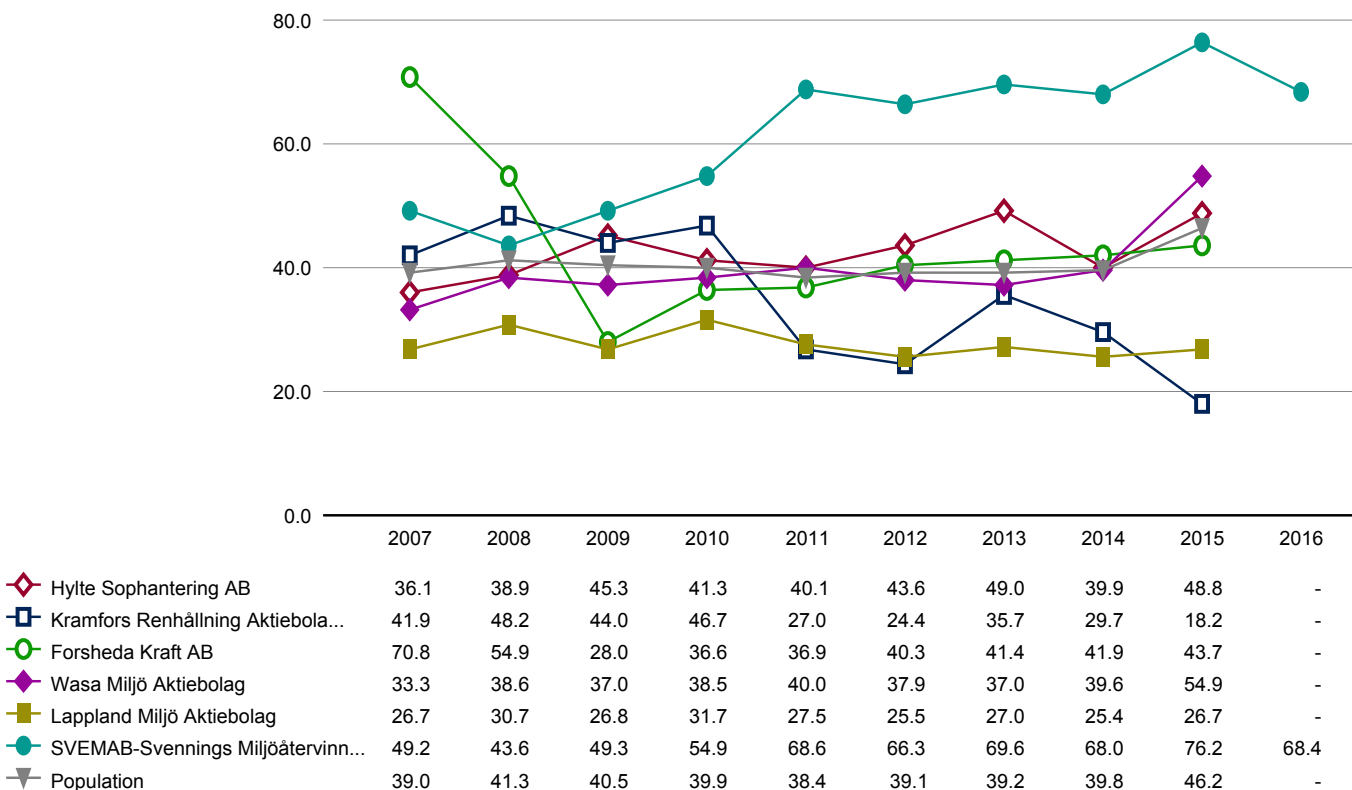
Comparison 2015



Comparison with population 2007 - 2016



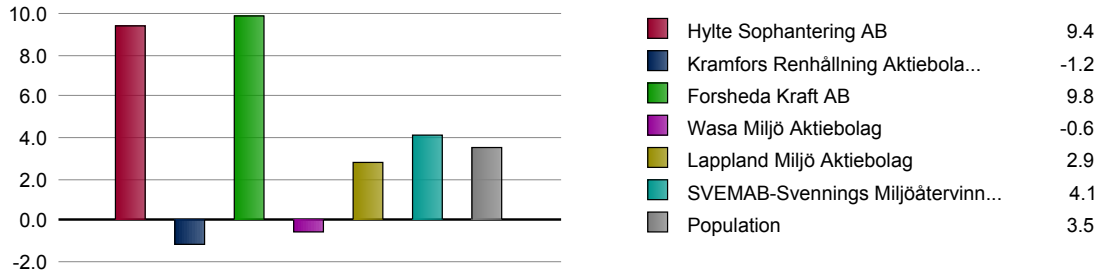
Trend Comparison 2007 - 2016



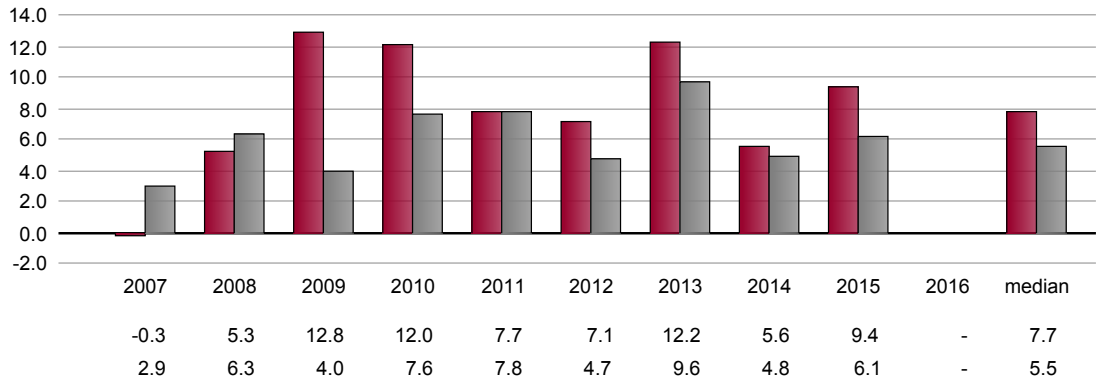
Operating Margin (%)

This ratio is a profitability measure which indicates the return before taking into account financial income and costs.

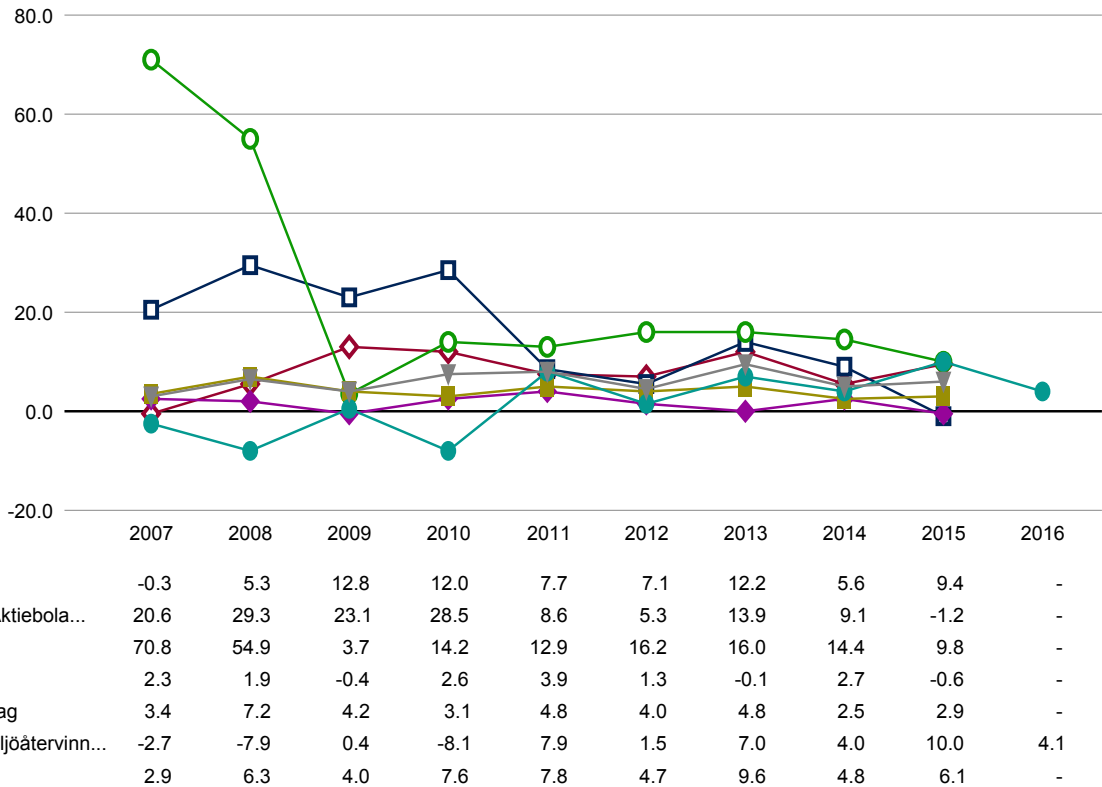
Comparison 2015



Comparison with population 2007 - 2016



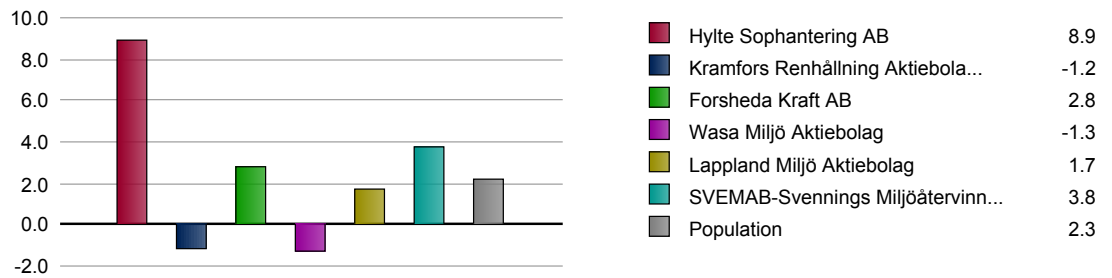
Trend Comparison 2007 - 2016



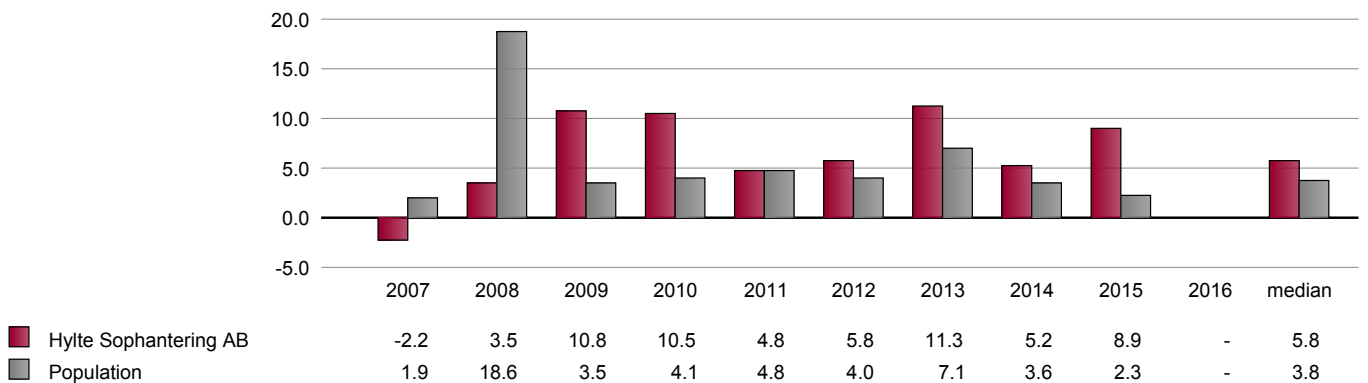
Net Margin (%)

This ratio shows the profit in % after all normal costs is covered.

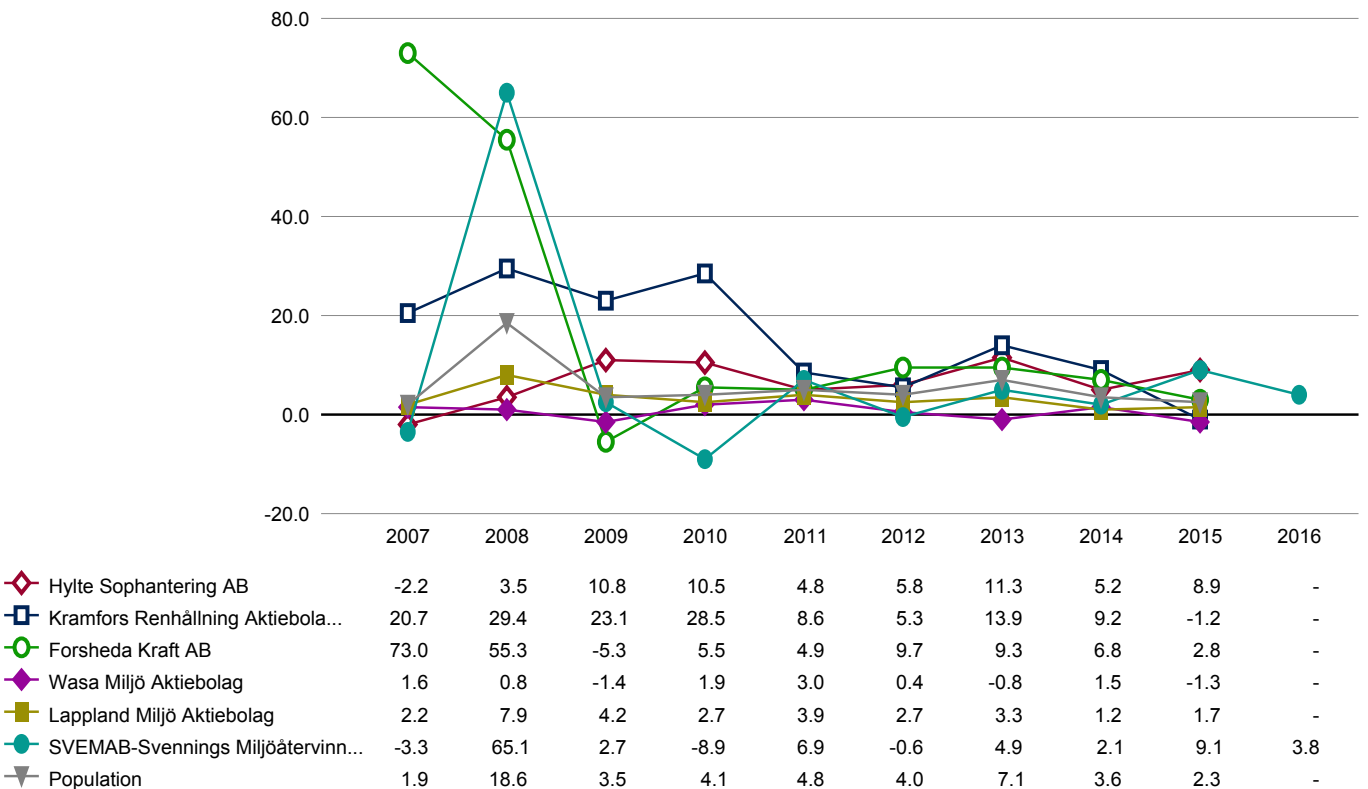
Comparison 2015



Comparison with population 2007 - 2016



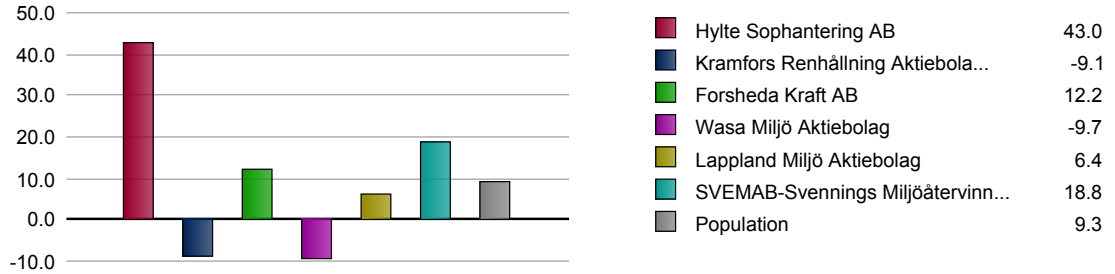
Trend Comparison 2007 - 2016



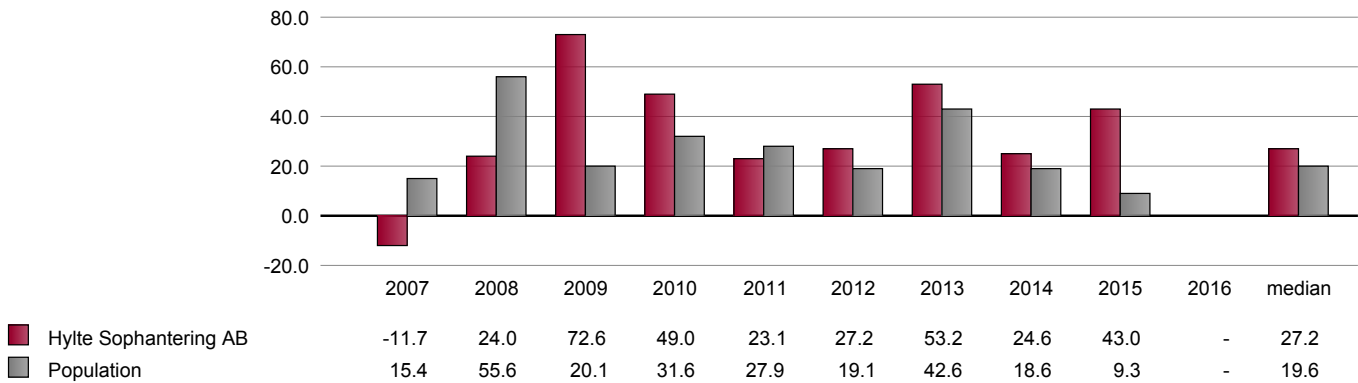
Return on Equity (%)

This measure is sometimes called the private economic return on investment. The return on equity should always be equal to or greater than the bank deposit rate plus a risk premium. Otherwise it may be a financially better option for owners to liquidate the company.

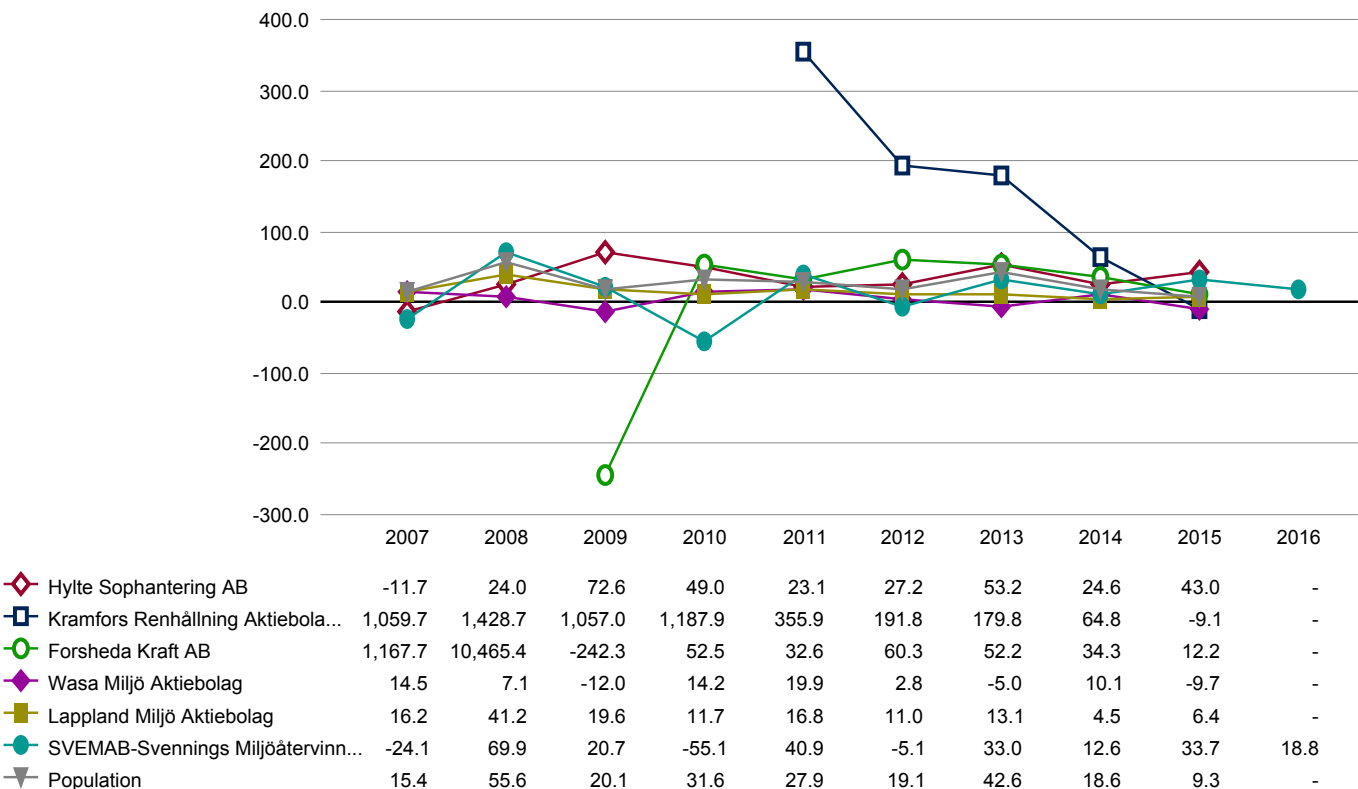
Comparison 2015



Comparison with population 2007 - 2016



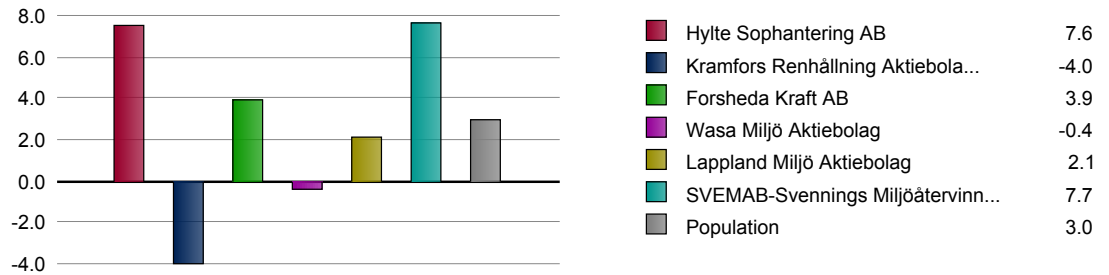
Trend Comparison 2007 - 2016



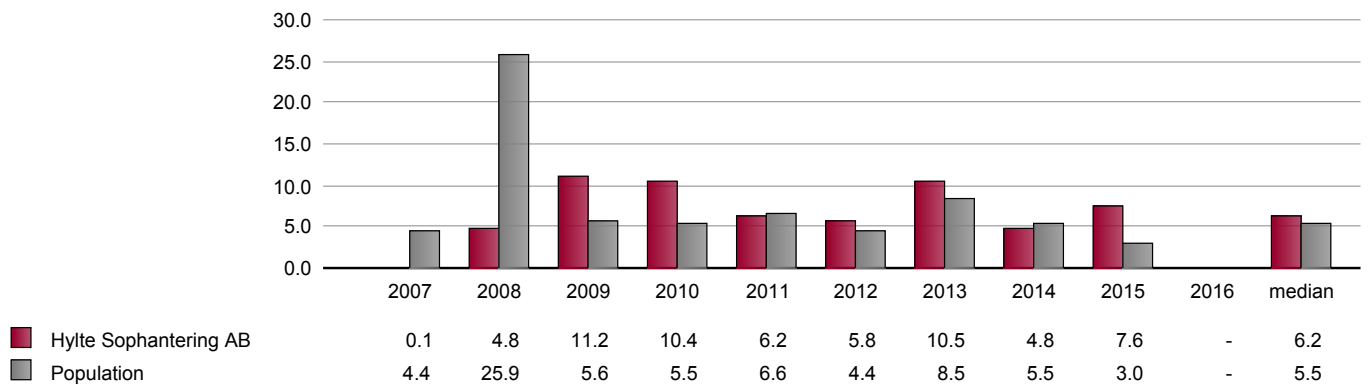
Return on Total Assets (%)

This relationship expresses the return on total assets. The ratio represents a surplus from which compensation to the financiers will be made available.

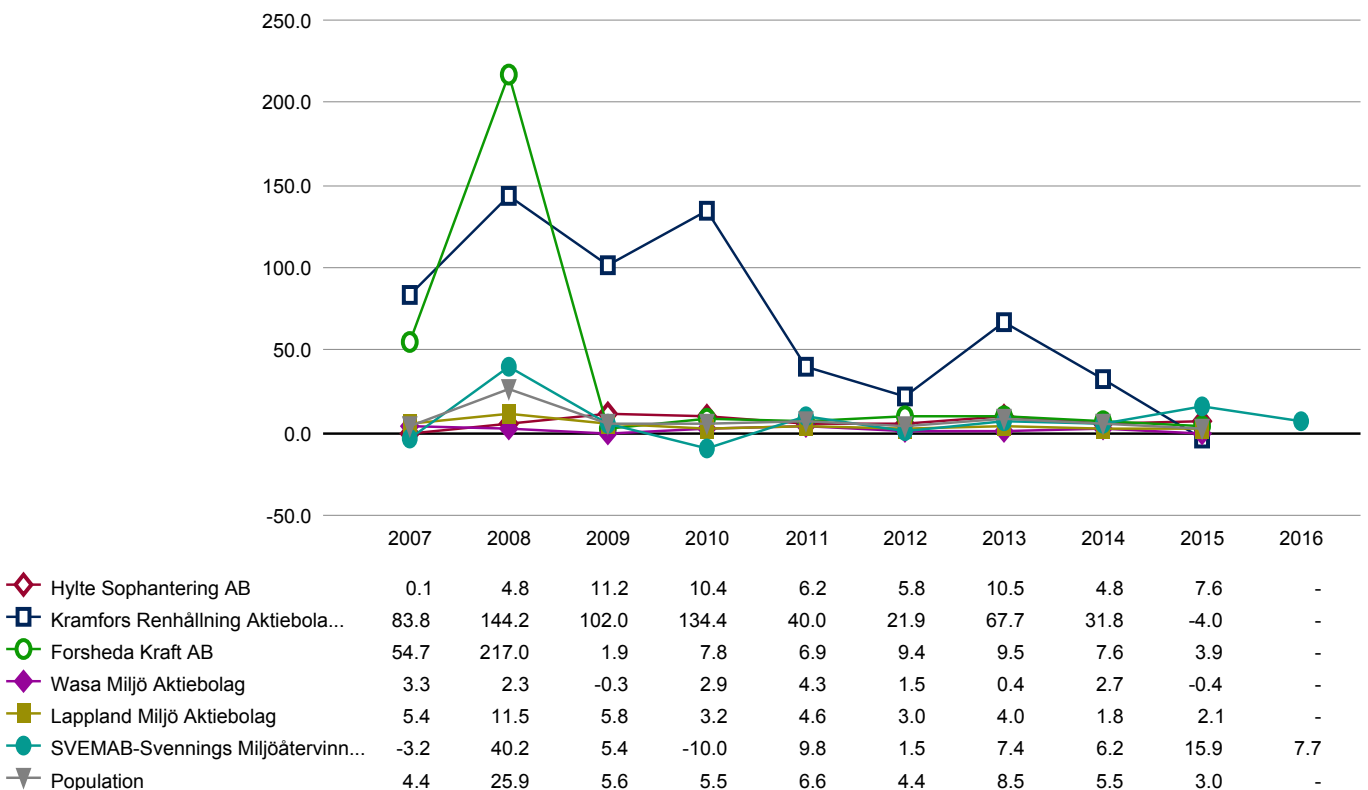
Comparison 2015



Comparison with population 2007 - 2016



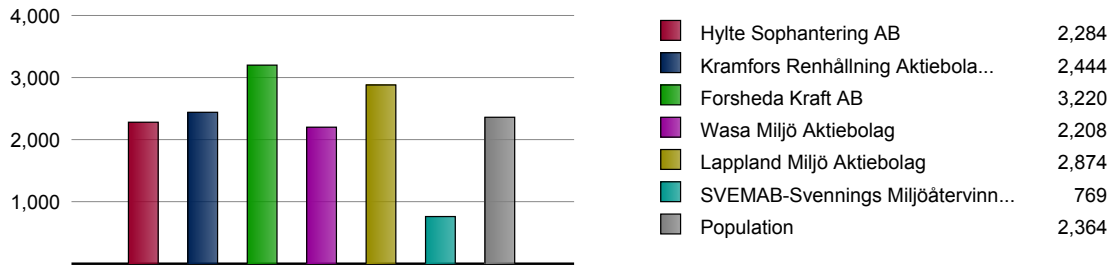
Trend Comparison 2007 - 2016



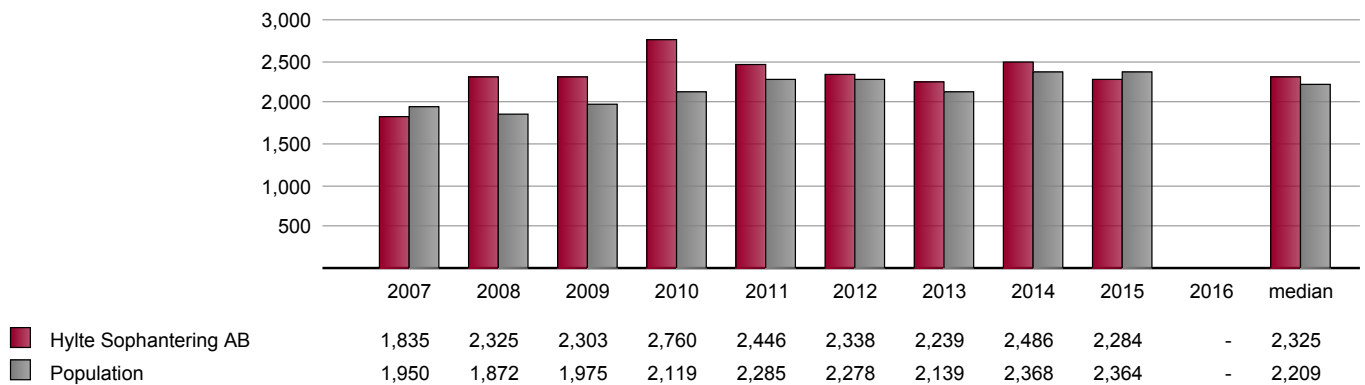
Sales/Turnover per Employee (SEK '000)

An increase in turnover per employee usually means better efficiency given that wages are relatively fixed

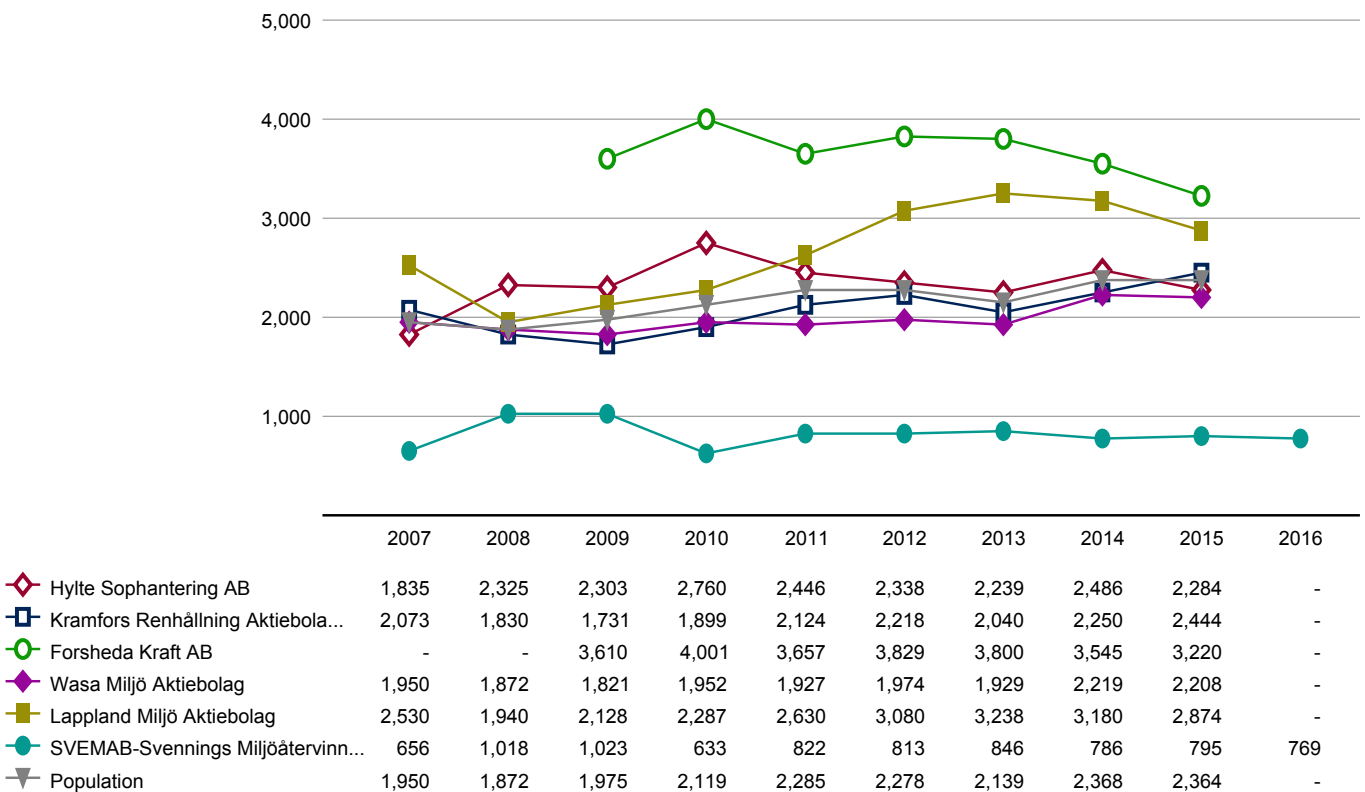
Comparison 2015



Comparison with population 2007 - 2016



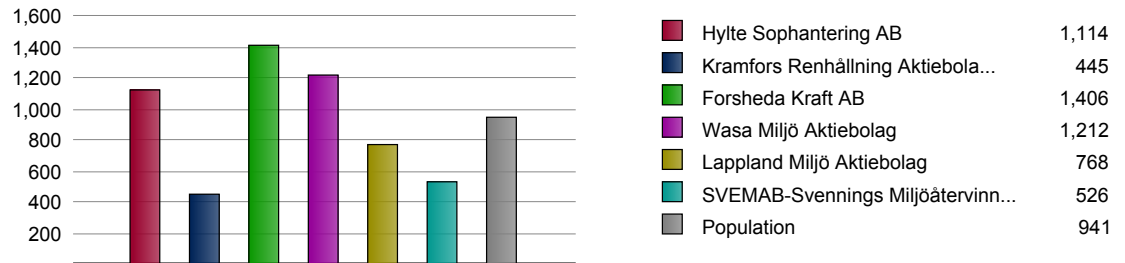
Trend Comparison 2007 - 2016



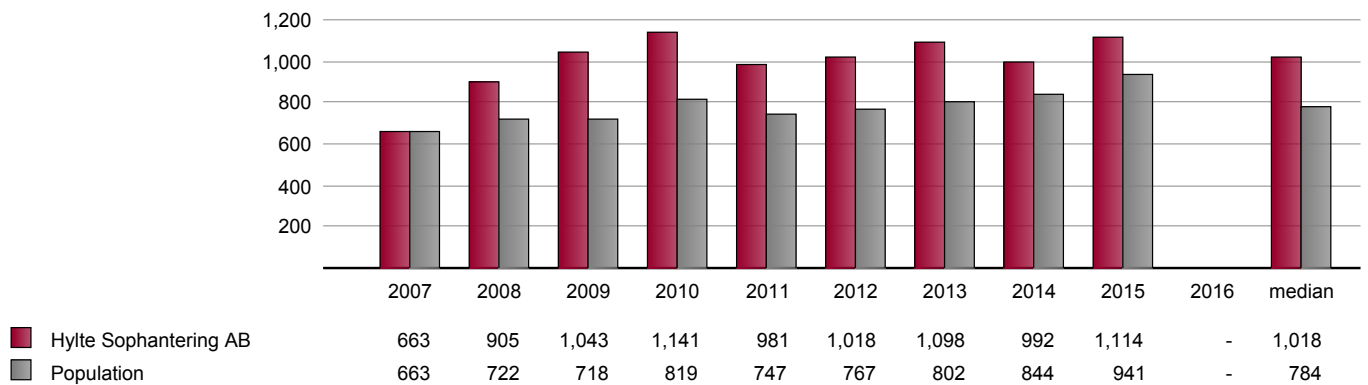
Value Added per Employee (SEK '000)

Shows the average value that each employee contributes towards the cost of salaries, depreciation, financial expenses and taxes.

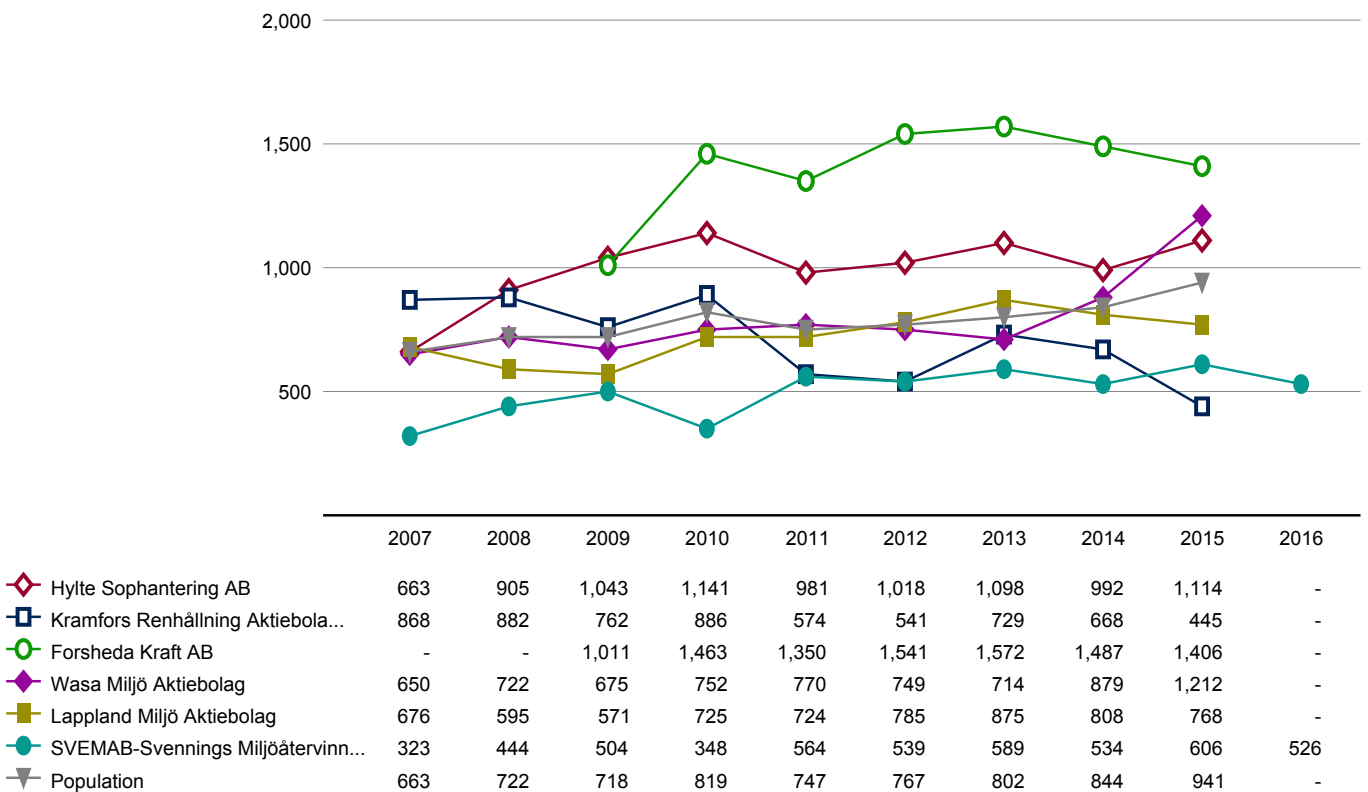
Comparison 2015



Comparison with population 2007 - 2016



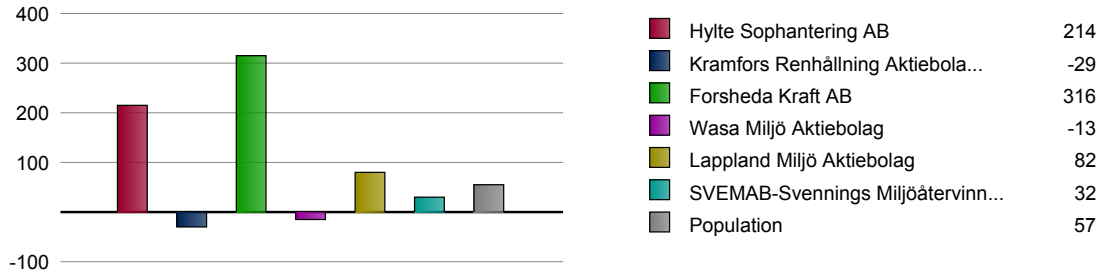
Trend Comparison 2007 - 2016



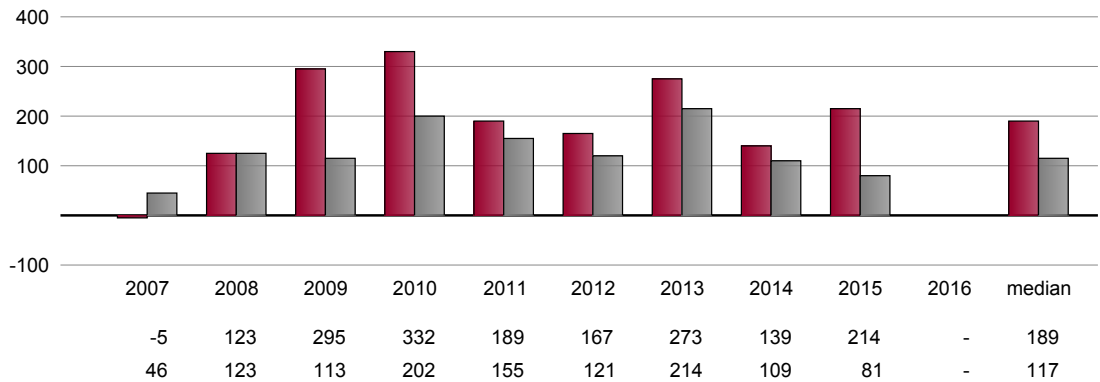
Operating Profit per Employee (SEK '000)

Displays the employee's contribution to providing a profit. Operating income also shows the employee contribution to cover the cost of its funding.

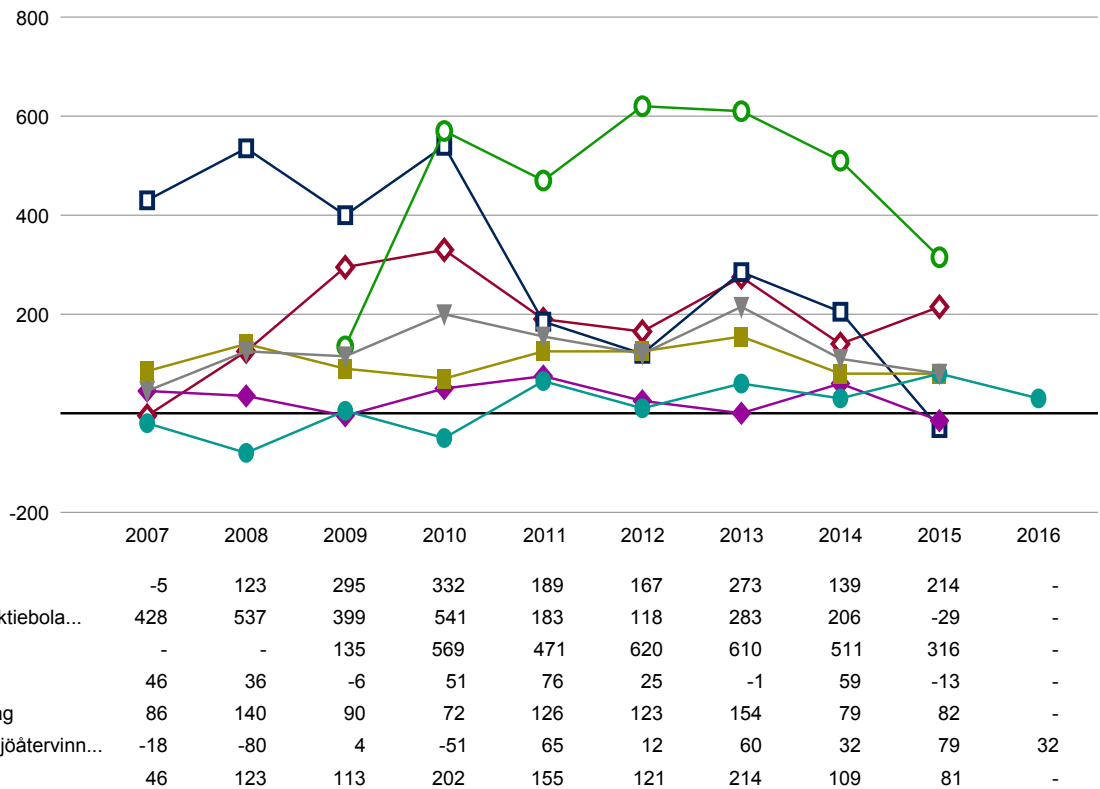
Comparison 2015



Comparison with population 2007 - 2016



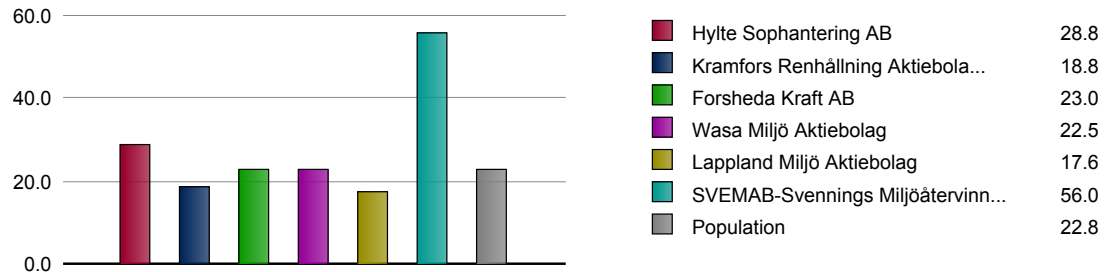
Trend Comparison 2007 - 2016



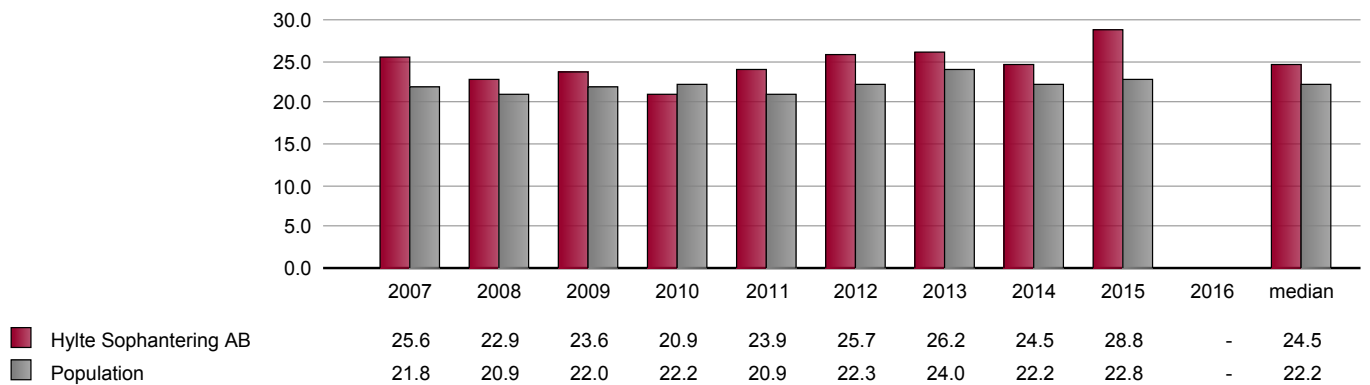
Personnel Costs/Turnover (%)

The ratio gives an idea of how wage-intensive the enterprise is, and should be compared with similar companies in the same industry.

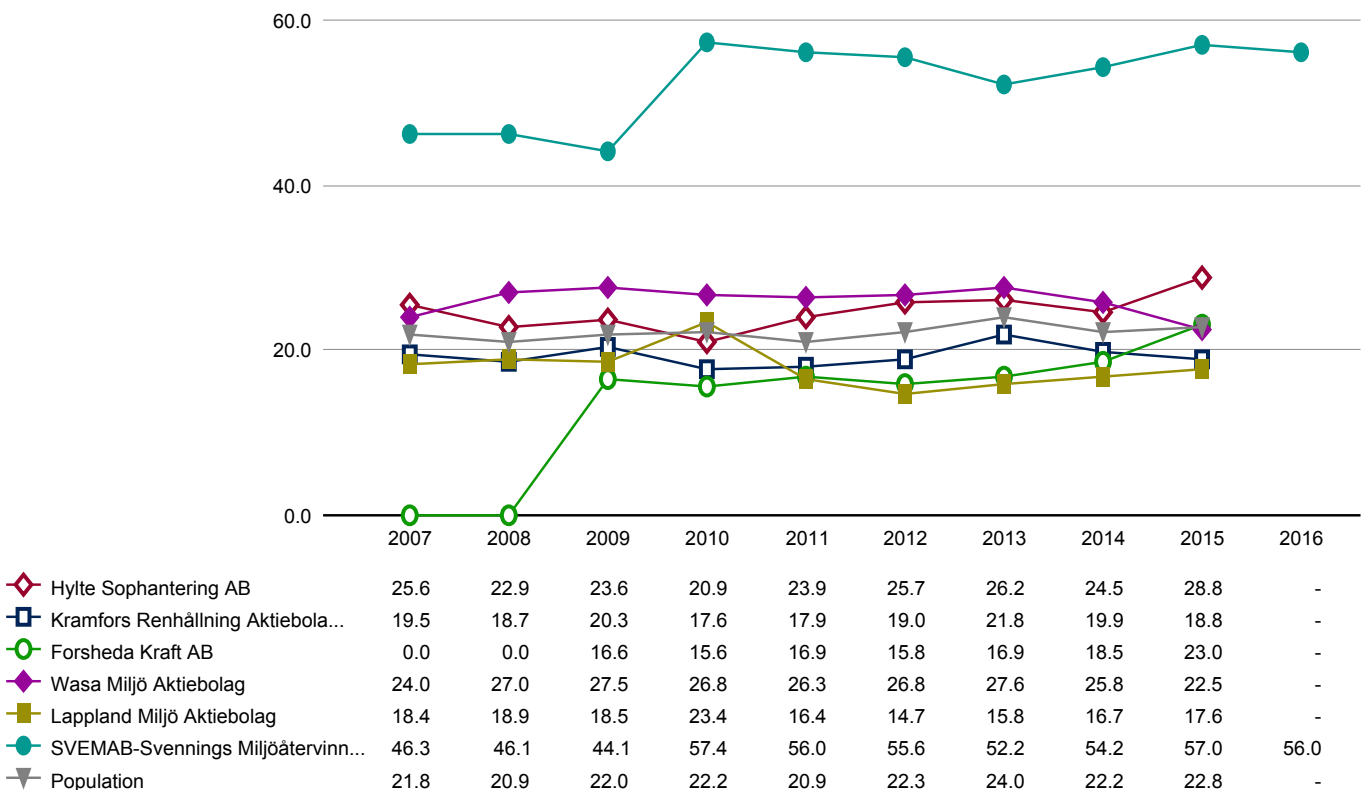
Comparison 2015



Comparison with population 2007 - 2016



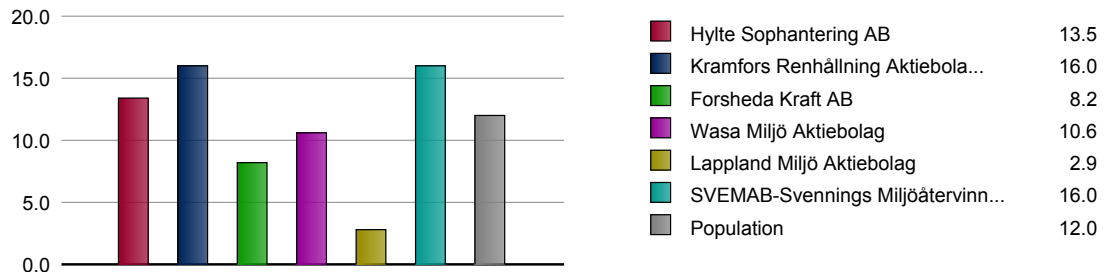
Trend Comparison 2007 - 2016



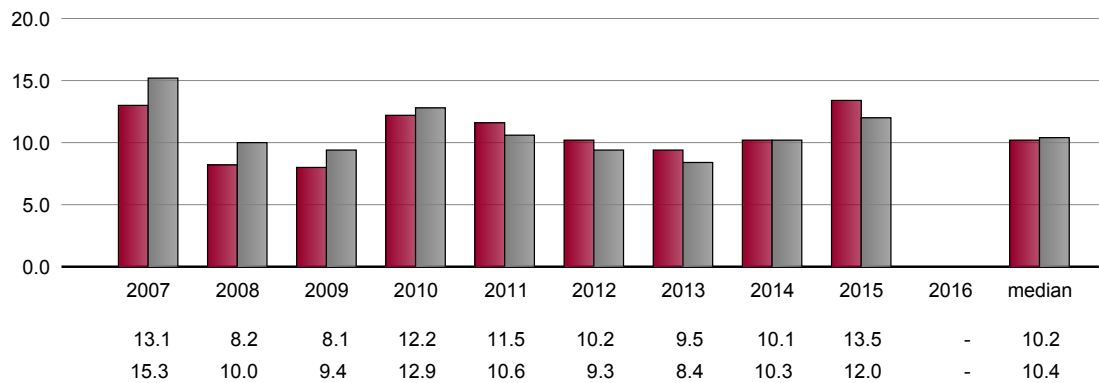
Accounts Receivable/Turnover (%)

A not uncommon way to expand is through credit sales. This tends to result in the customer quality decreases and thus the quality of accounts receivable, ie. the risk of bad debt increases, which in turn could affect liquidity.

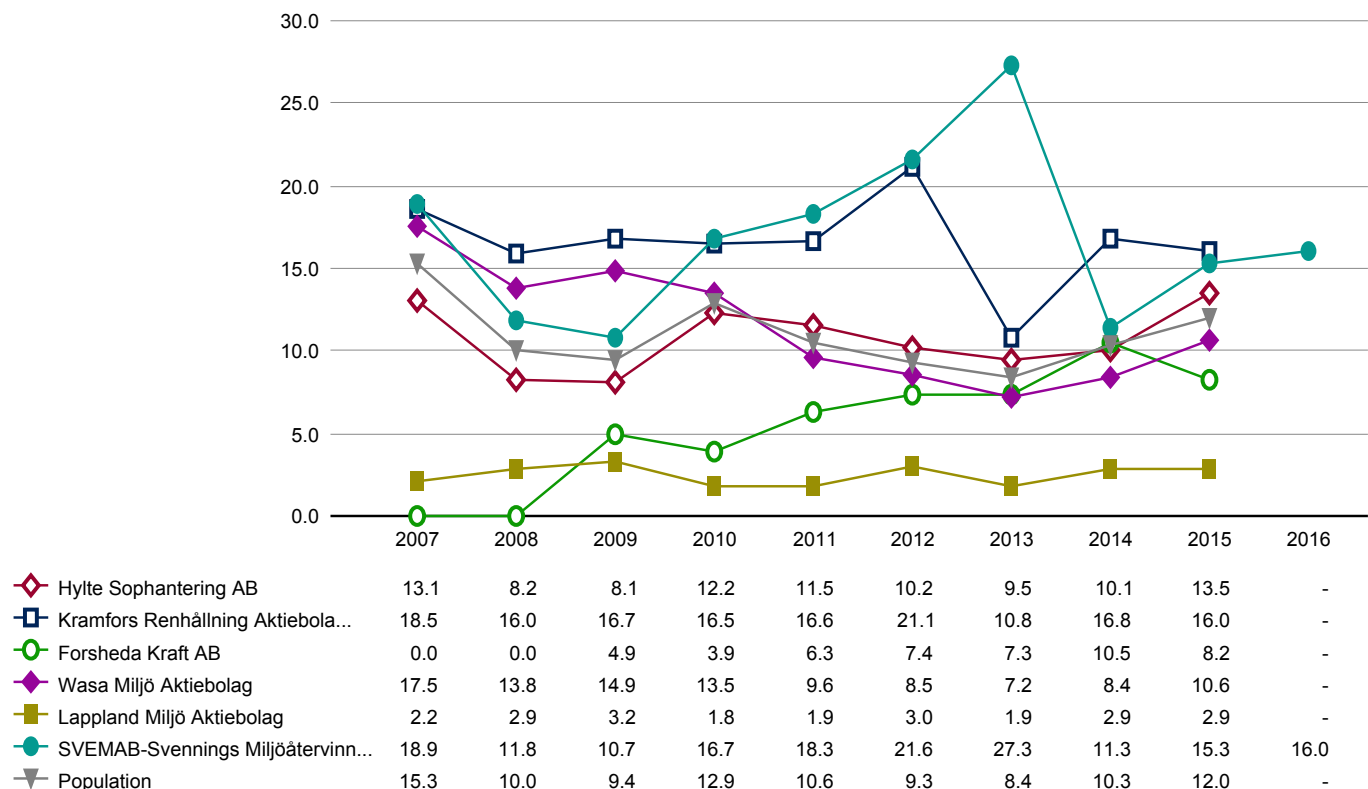
Comparison 2015



Comparison with population 2007 - 2016



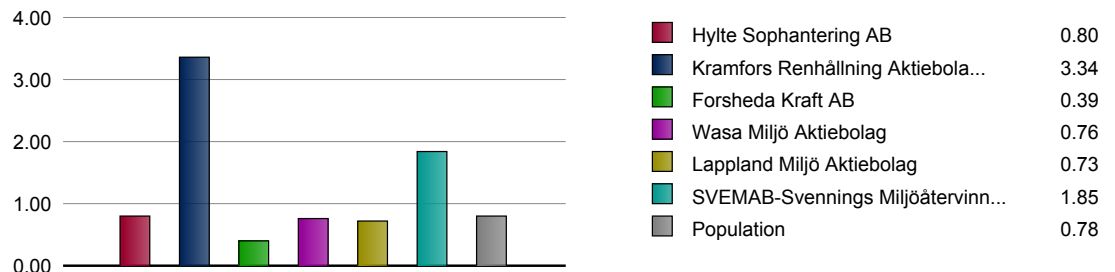
Trend Comparison 2007 - 2016



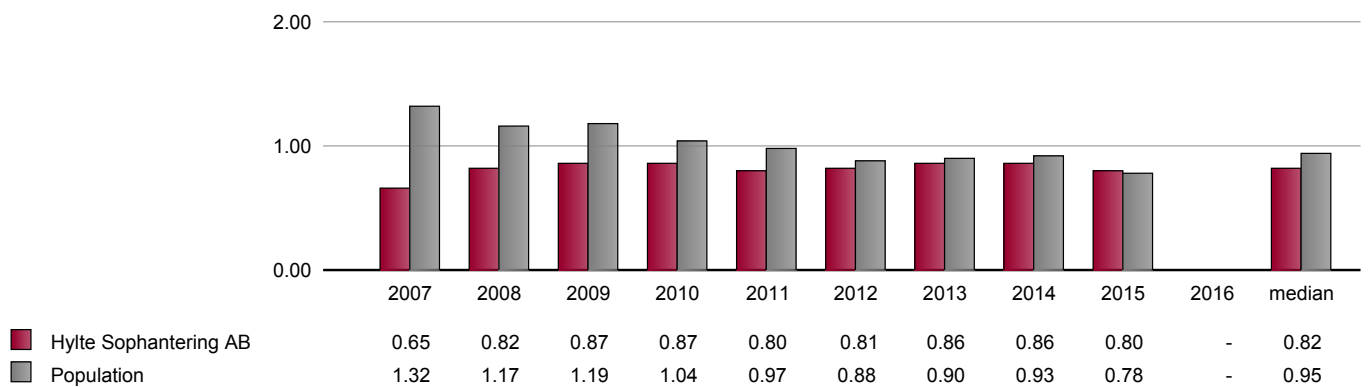
Asset Turnover

Shows how much sales the company have in relation to debt and equity, i.e. how effectively the total funds the company manages is exploited.

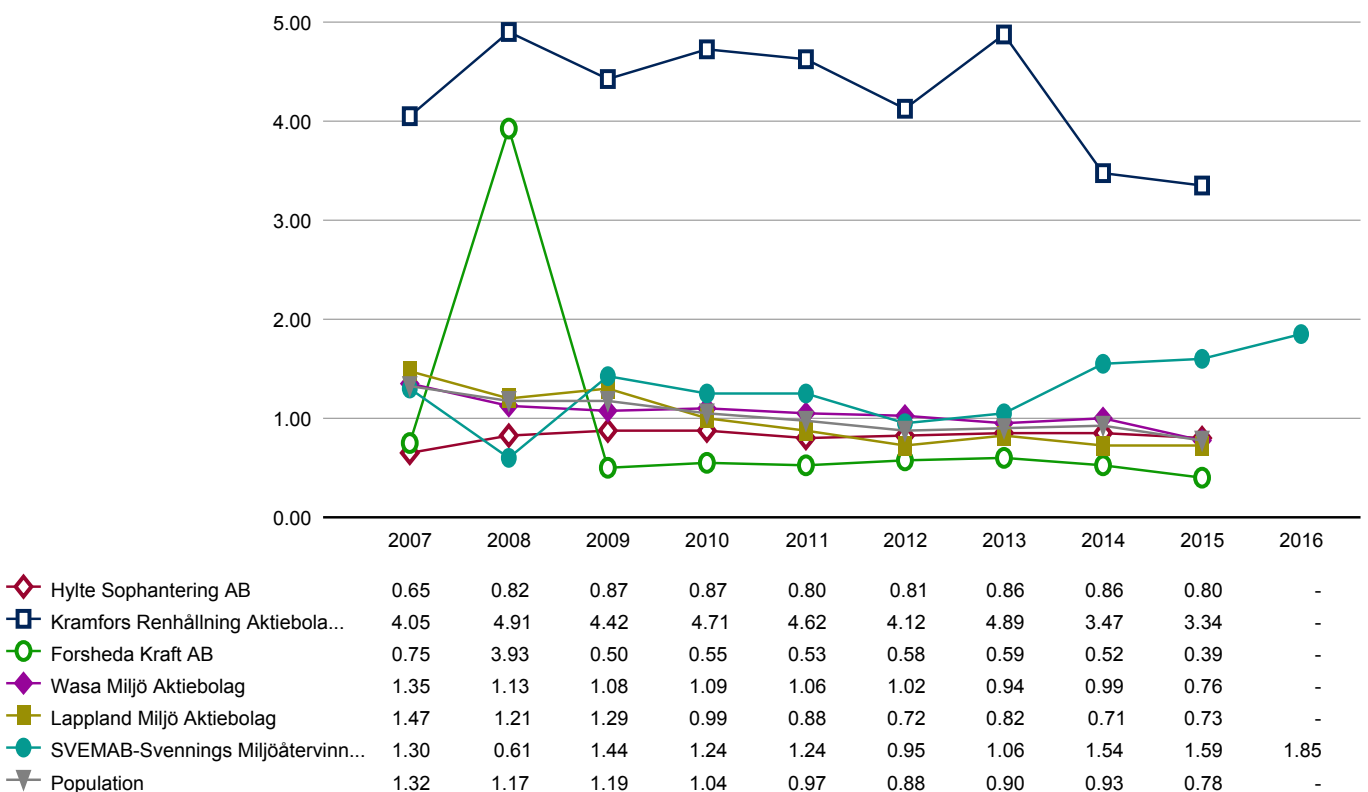
Comparison 2015



Comparison with population 2007 - 2016



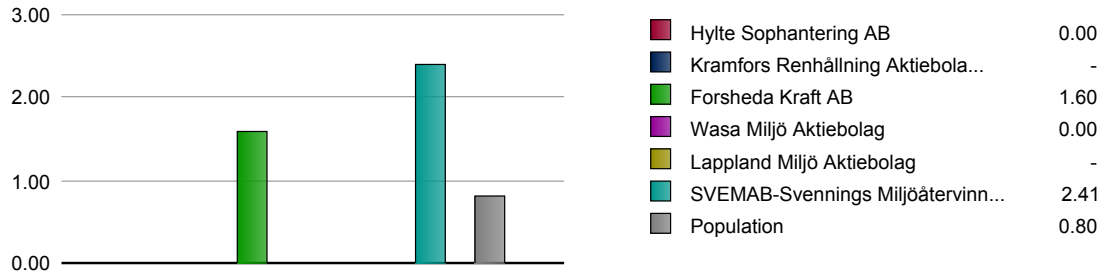
Trend Comparison 2007 - 2016



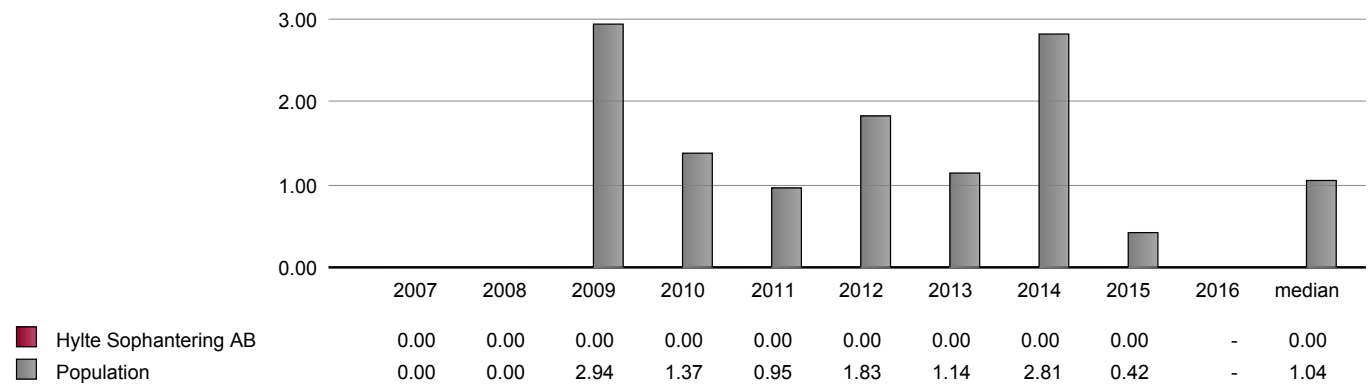
Inventory Turnover

Inventory turnover measures how well a company converts inventory into revenues.

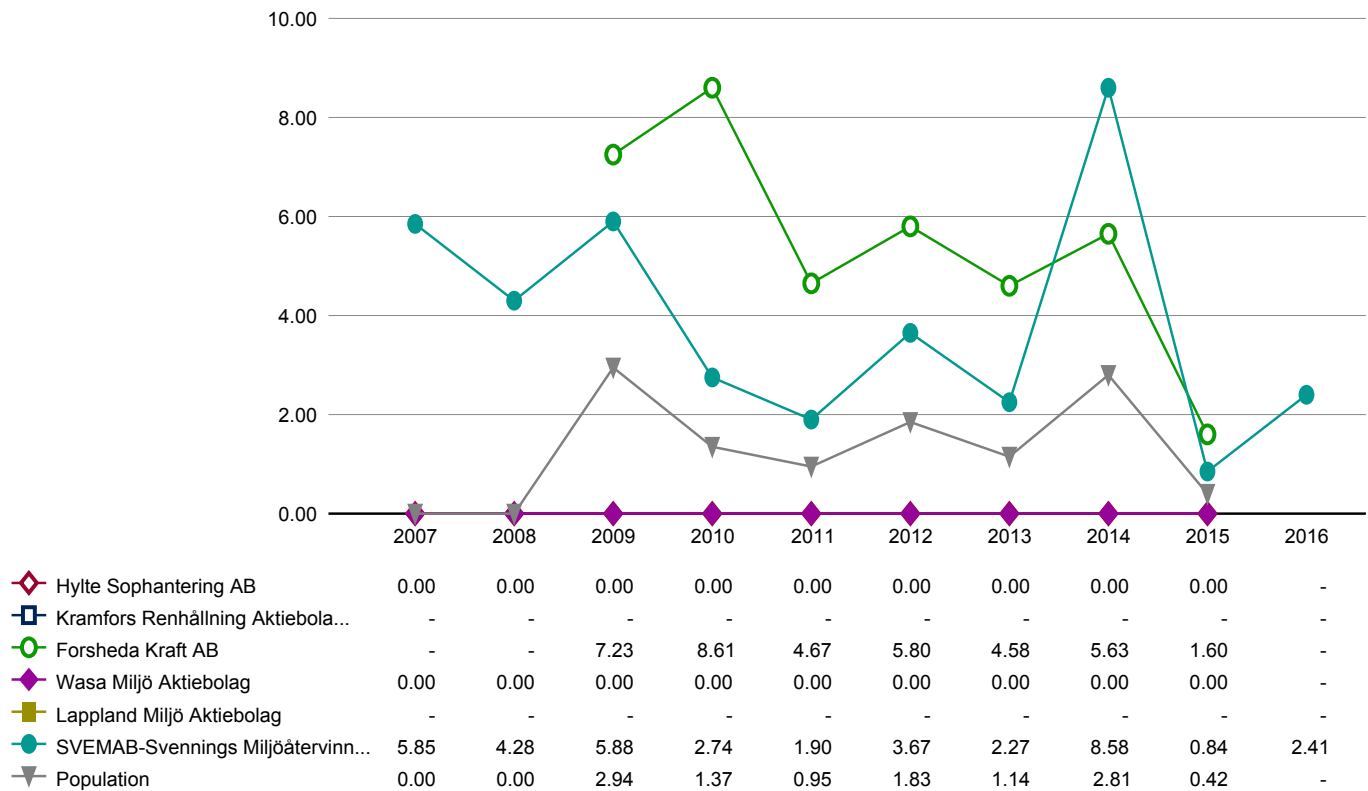
Comparison 2015



Comparison with population 2007 - 2016



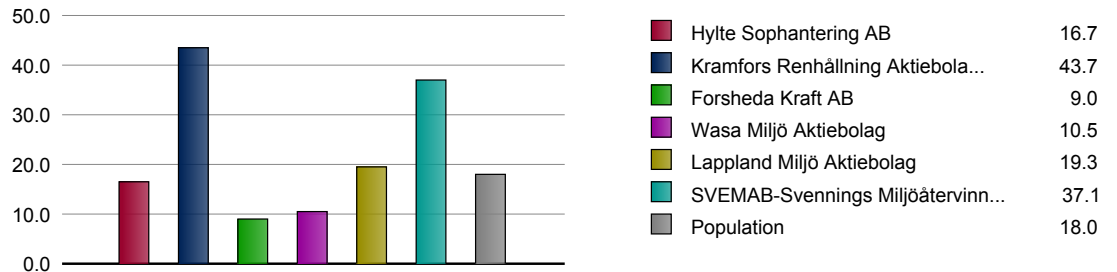
Trend Comparison 2007 - 2016



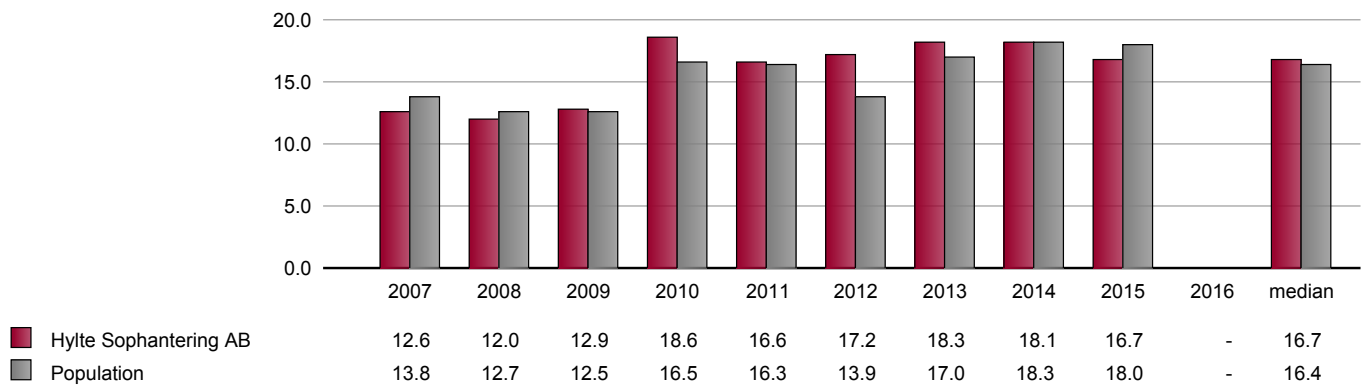
Equity Assets Ratio (%)

The measure indicates the percentage of adjusted equity in relation to the total capital. This measurement tells you how much of the assets were financed by equity.

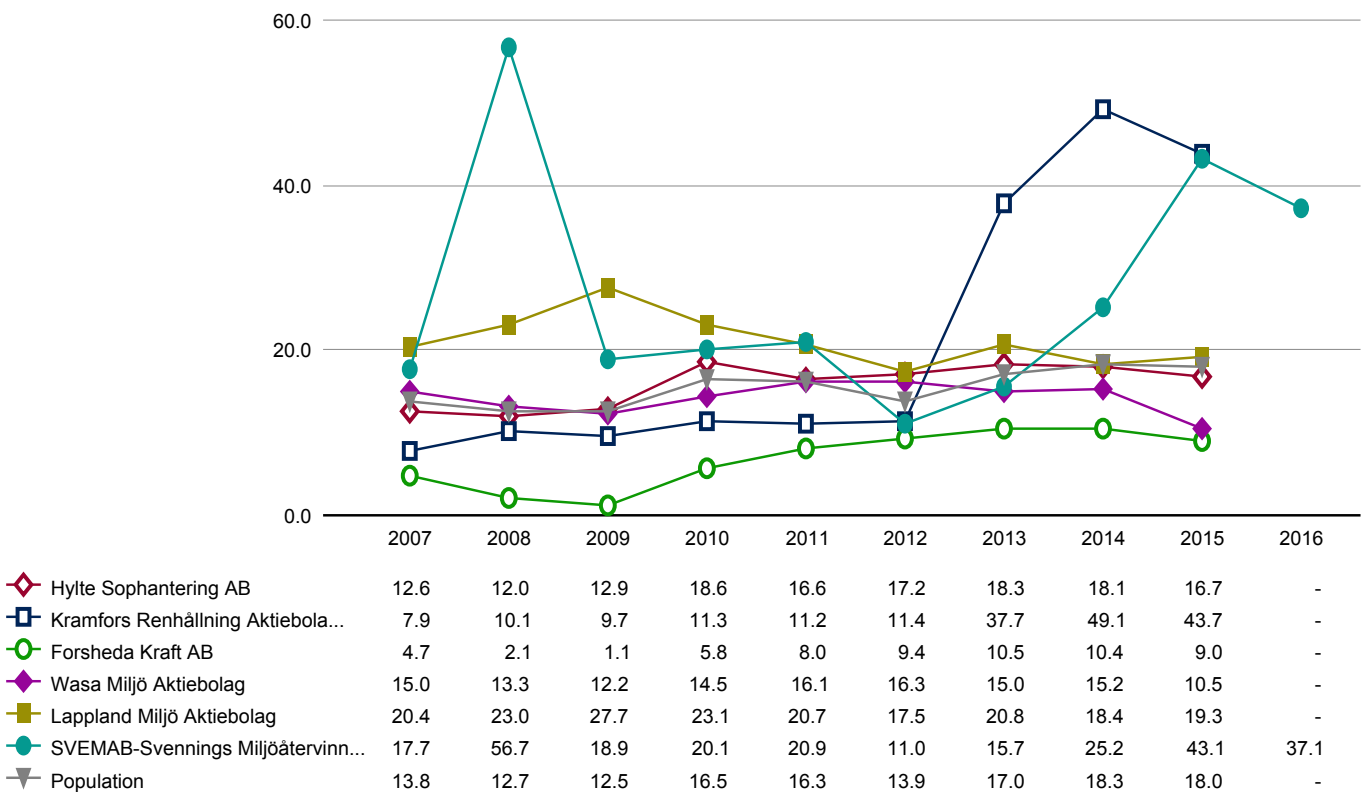
Comparison 2015



Comparison with population 2007 - 2016



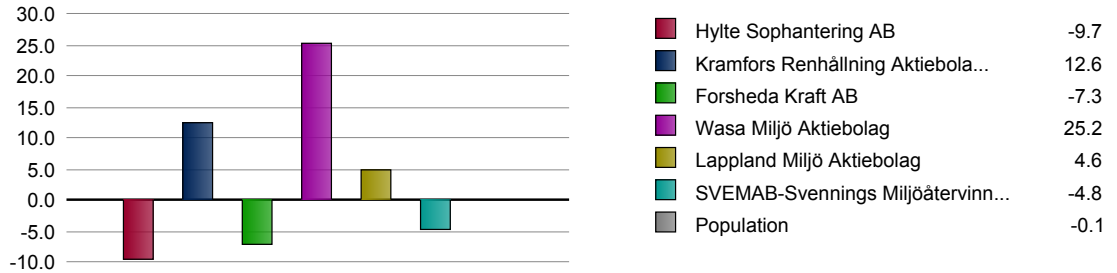
Trend Comparison 2007 - 2016



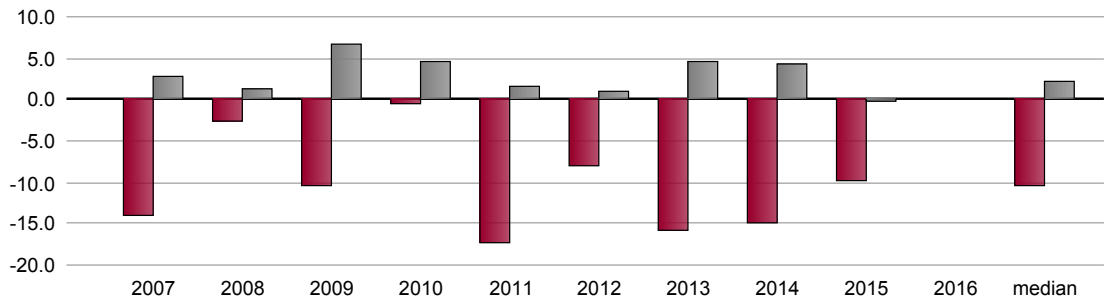
Working Capital/Turnover (%)

Working capital are all assets that are not intended to be permanently held, less the liabilities payable within one year.

Comparison 2015

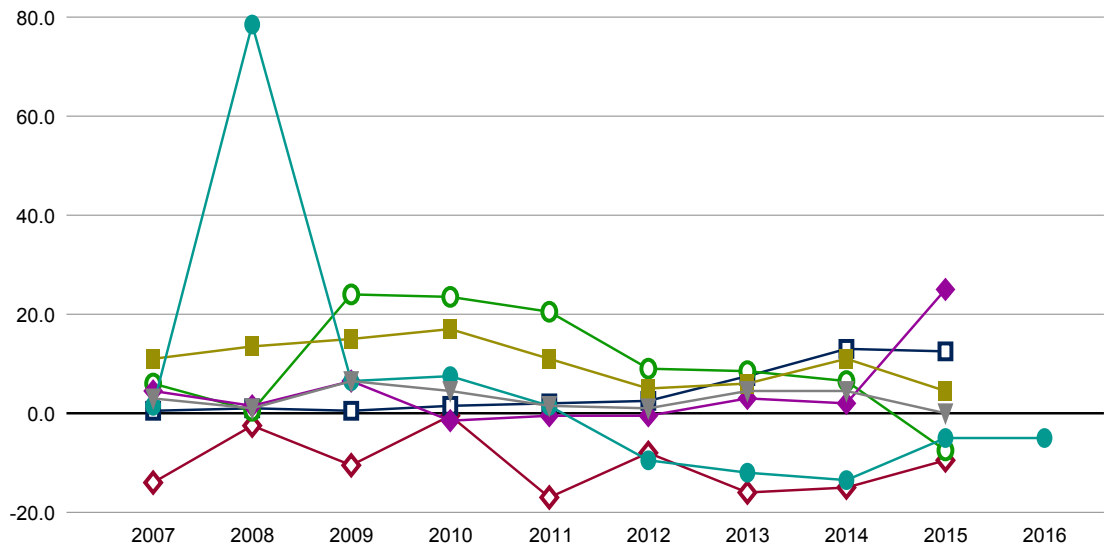


Comparison with population 2007 - 2016



■ Hylte Sophantering AB
■ Population

Trend Comparison 2007 - 2016

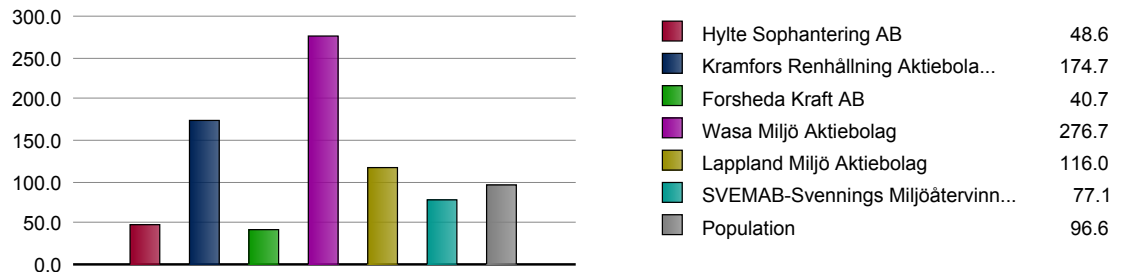


◆ Hylte Sophantering AB
■ Kramfors Renhällning Aktiebola...
○ Forsheda Kraft AB
◆ Wasa Miljö Aktiebolag
■ Lappland Miljö Aktiebolag
● SVEMAB-Svennings Miljöätervinn...
▼ Population

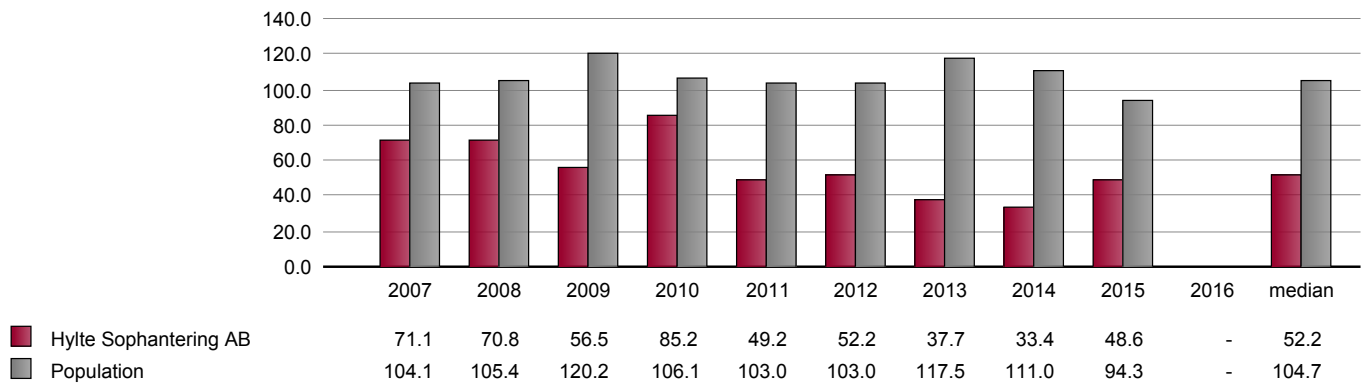
Liquidity Ratio (%)

Expresses the ability to pay in the short term. The ratio should be compared with industry comparatives. If a company shall be deemed to have good cash liquidity, the liquid current assets should be greater than the short liabilities.

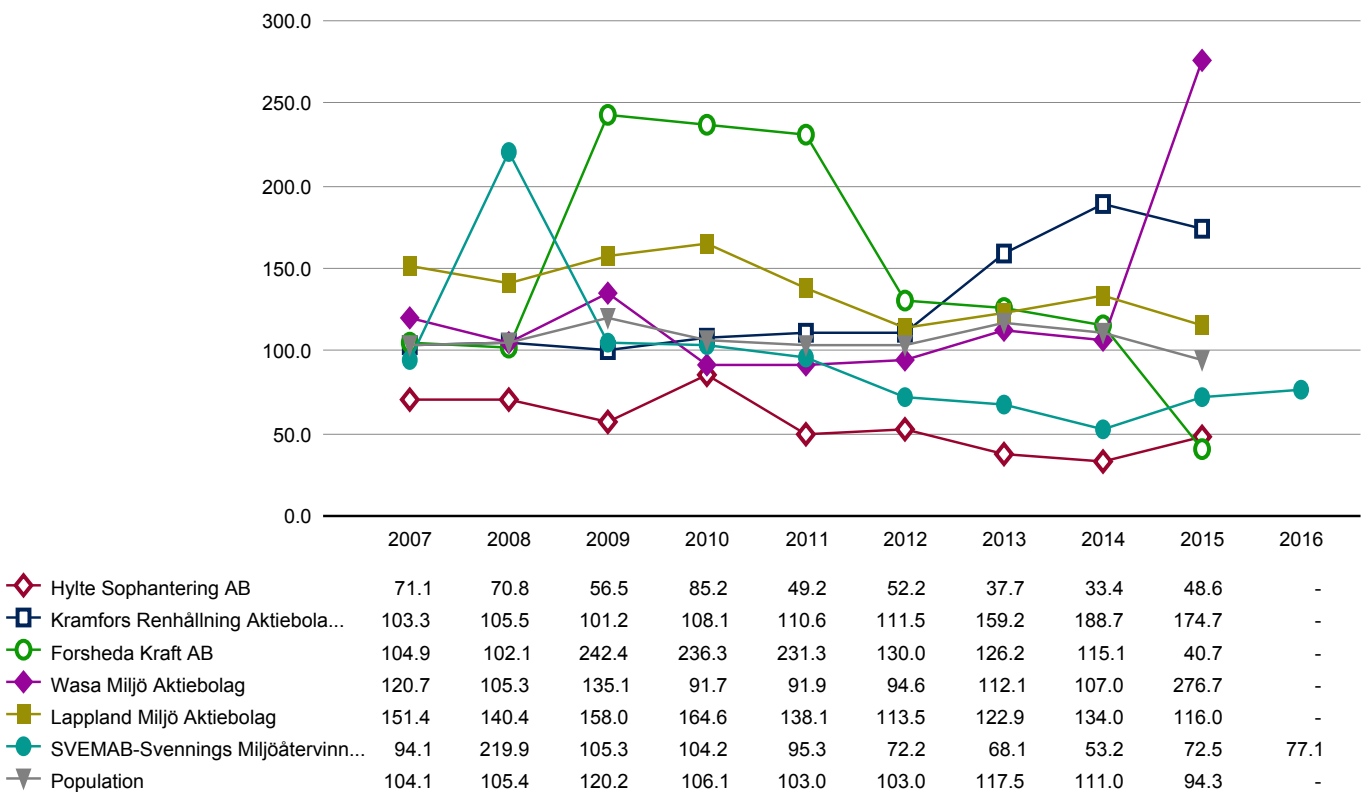
Comparison 2015



Comparison with population 2007 - 2016



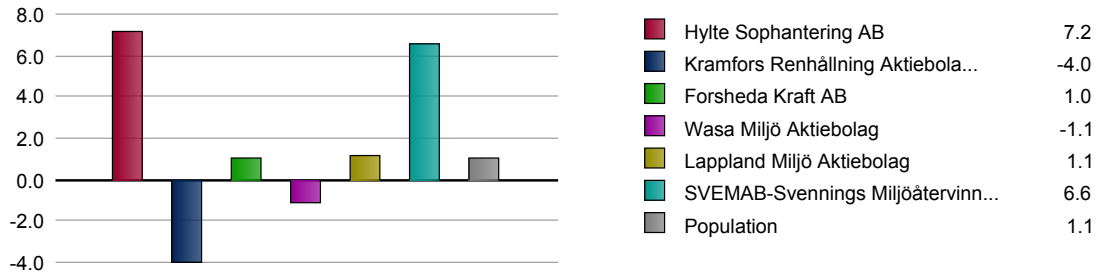
Trend Comparison 2007 - 2016



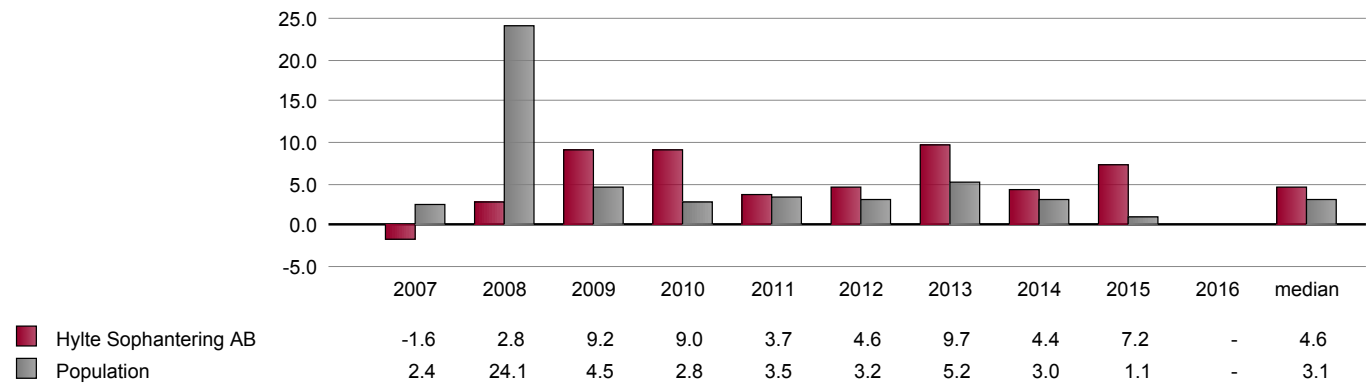
Risk Buffer (%)

The difference between return on total assets and interest on the debt is called buffer against risk. It determines to what degree the return on total assets can fall and / or how much the interest can increase without losing its debt financing (e.g., when interest rate increases and / or fluctuations in return on total assets). Negative buffer against risk is serious, especially for years consecutively.

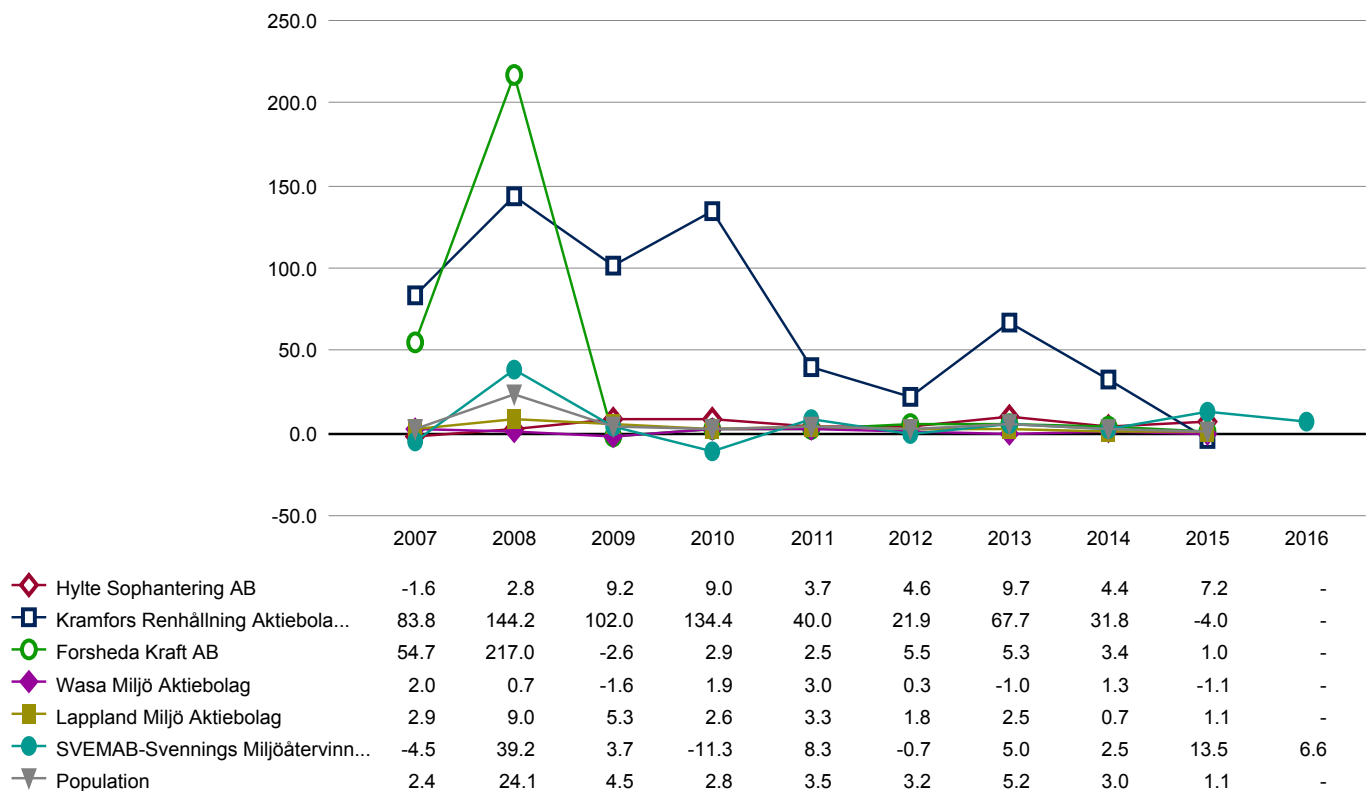
Comparison 2015



Comparison with population 2007 - 2016



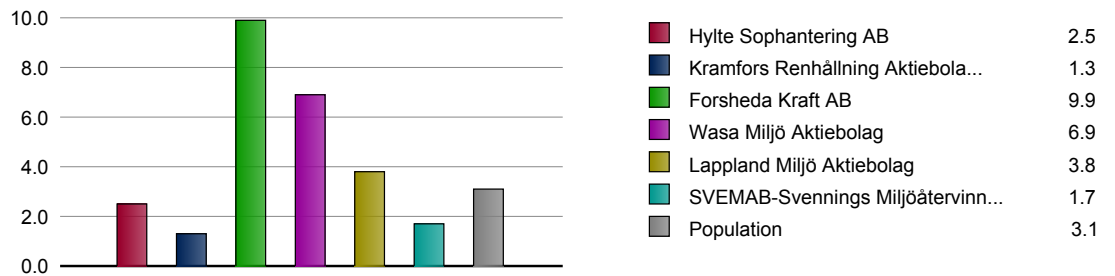
Trend Comparison 2007 - 2016



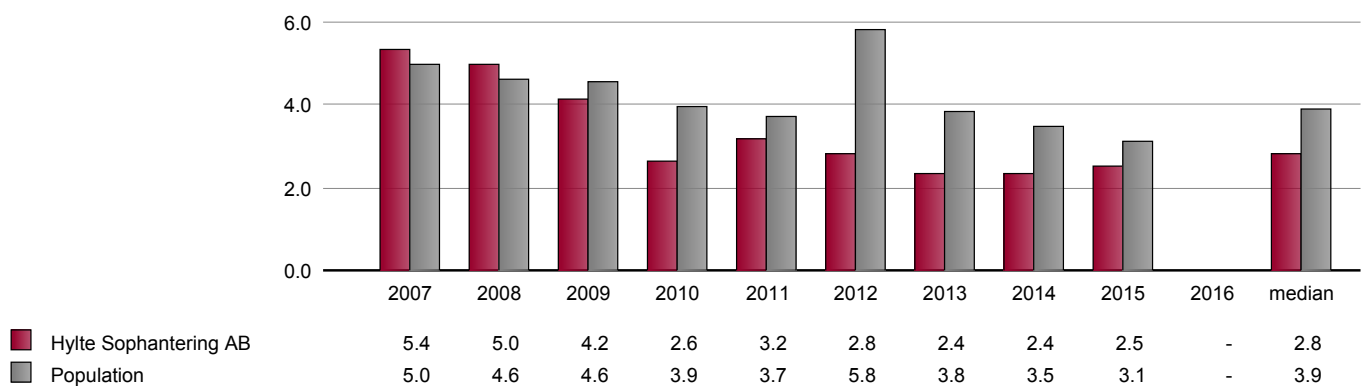
Gearing Ratio (%)

This measure shows the ratio of debt to equity. The ratio should be as low as possible.

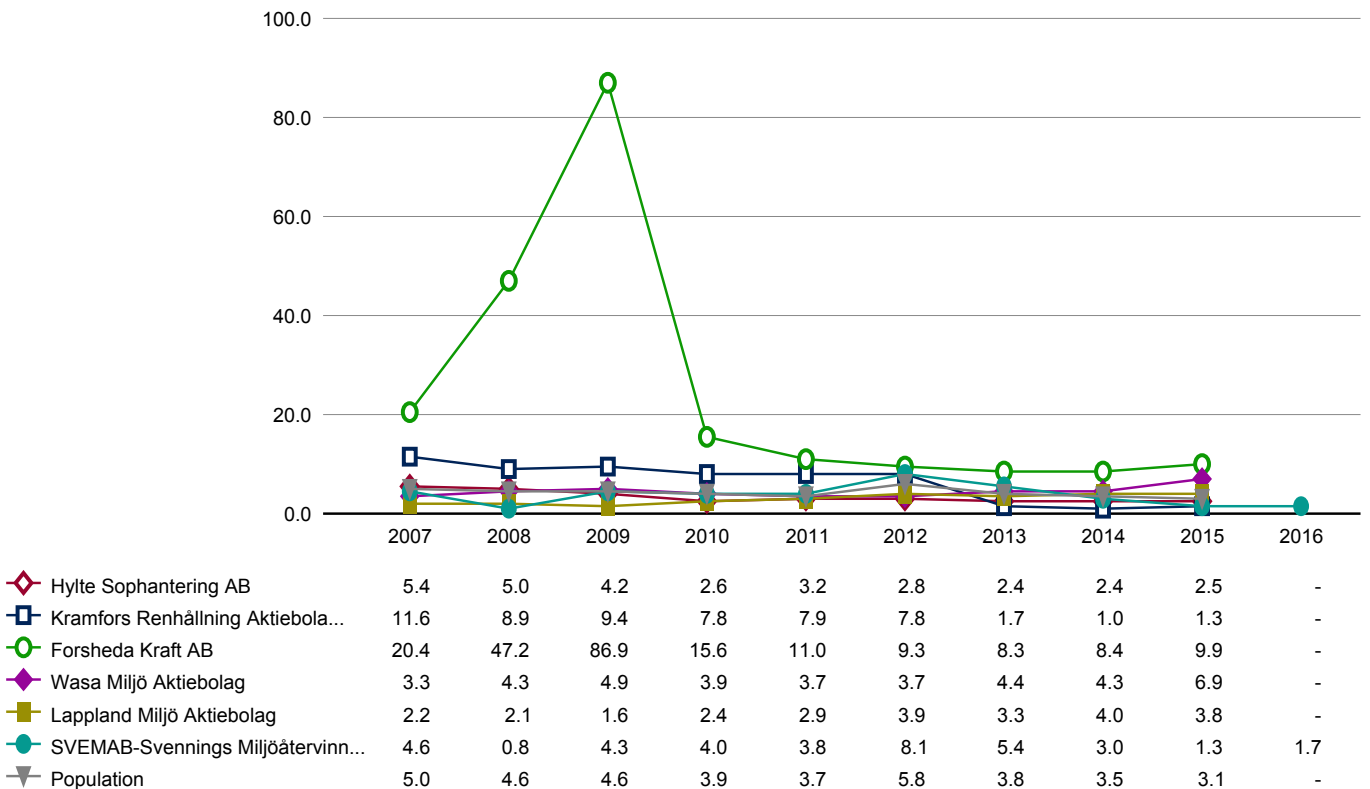
Comparison 2015



Comparison with population 2007 - 2016



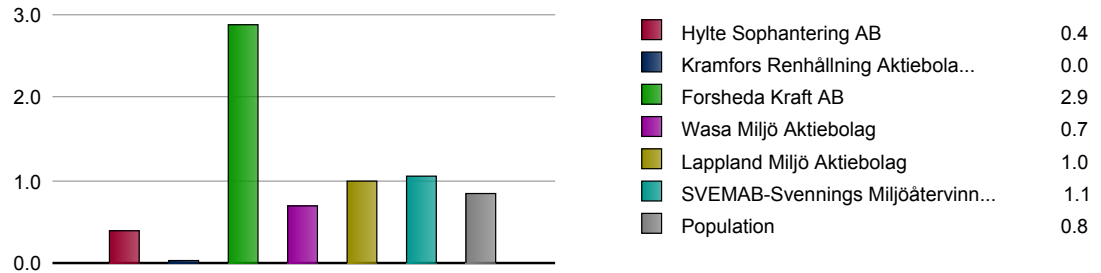
Trend Comparison 2007 - 2016



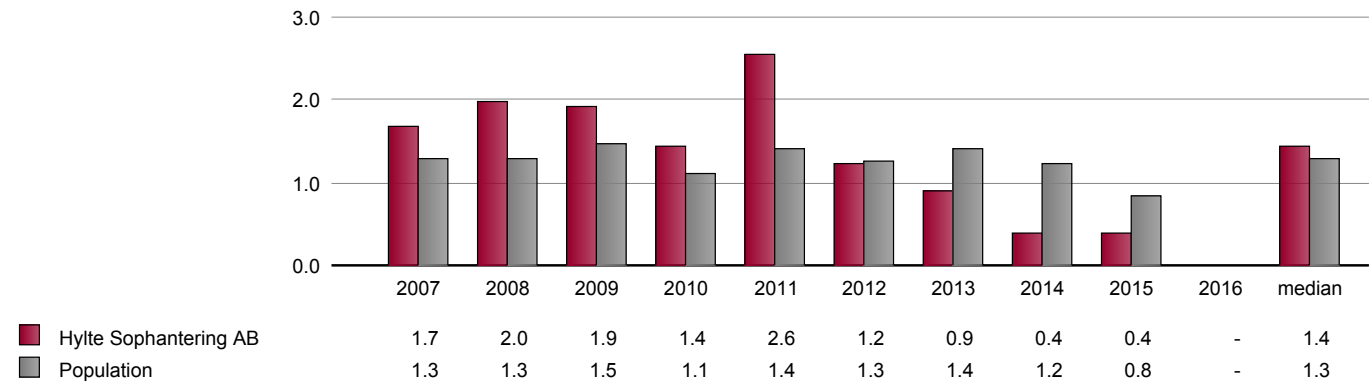
Average Interest Rate (%)

Average interest rate on debt.

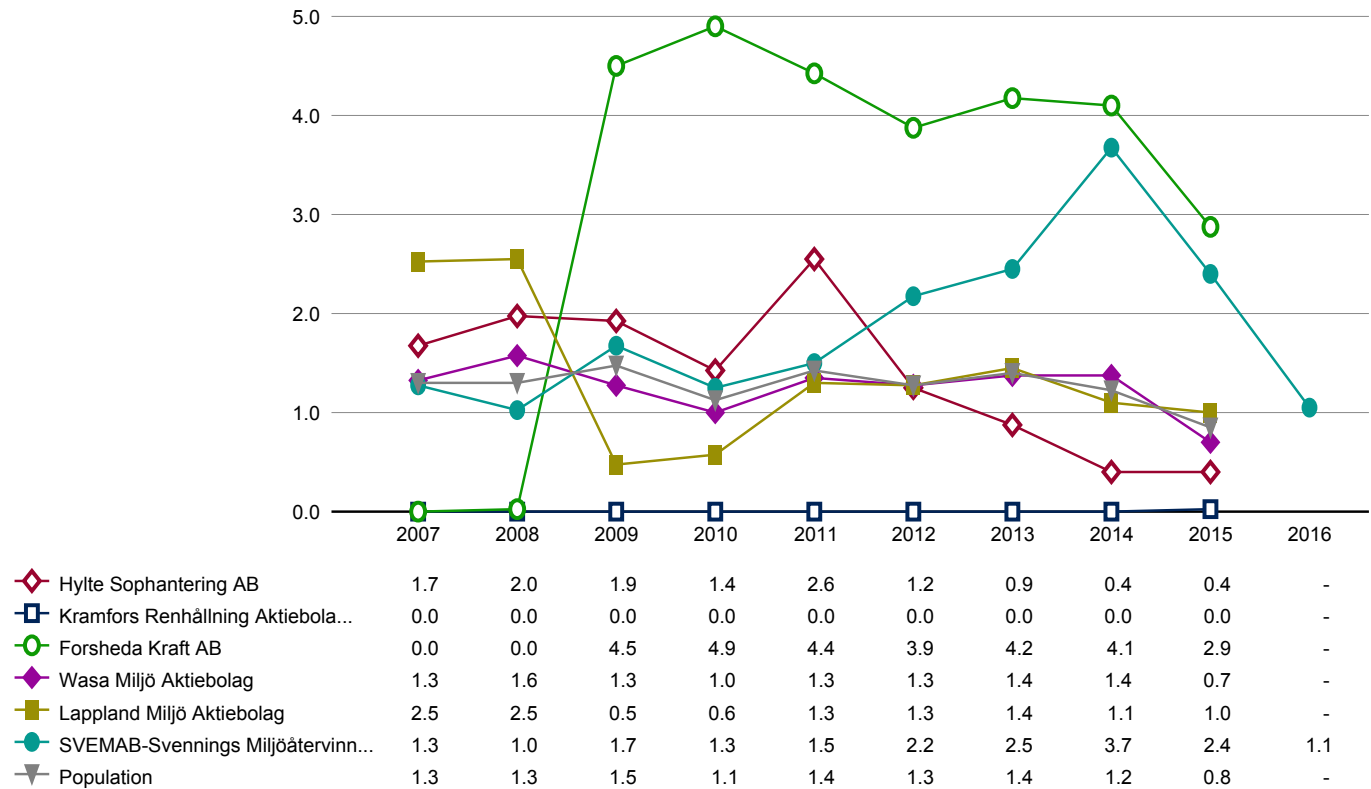
Comparison 2015



Comparison with population 2007 - 2016



Trend Comparison 2007 - 2016



Ranking Based on Latest Annual Accounts

Size and Volume

	■ Hylte Sophant.	■ Kramfors Renh.	■ Forsheda Kraf.	■ Wasa Miljö Ak..	■ Lappland Milj	■ SVEMAB-Svenni...
Market Share	4	2	5	6	3	1
Net Sales	4	2	5	6	3	1
Value Added	4	1	5	6	3	2
Operating Profit	5	2	6	1	4	3
Total Equity	4	1	5	6	3	2
Total Assets	4	1	6	5	3	2
Number of Employees	5	1	4	6	3	2
Points (max 42)	30	10	36	36	22	13
Ranking	3	6	1	1	4	5

Profitability and Efficiency

	■ Hylte Sophant.	■ Kramfors Renh.	■ Forsheda Kraf.	■ Wasa Miljö Ak..	■ Lappland Milj	■ SVEMAB-Svenni...
Value Added	4	1	3	5	2	6
Operating Margin	5	1	6	2	3	4
Net Margin	6	2	4	1	3	5
Return on Equity	6	2	4	1	3	5
Return on Total Assets	5	1	4	2	3	6
Sales/Turnover per Employee	3	4	6	2	5	1
Value Added per Employee	4	1	6	5	3	2
Operating Profit per Employee	5	1	6	2	4	3
Personnel Costs/Turnover	2	5	3	4	6	1
Accounts Receivable/Turnover	3	2	5	4	6	2
Asset Turnover	4	6	1	4	2	5
Inventory Turnover	4	-	5	4	-	6
Points (max 72)	51	28	53	36	42	46
Ranking	2	6	1	5	4	3

Consolidation

	■ Hylte Sophant.	■ Kramfors Renh.	■ Forsheda Kraf.	■ Wasa Miljö Ak..	■ Lappland Milj	■ SVEMAB-Svenni...
Equity Assets Ratio	3	6	1	2	4	5
Working Capital/Turnover	1	5	2	6	4	3
Liquidity Ratio	2	5	1	6	4	3
Risk Buffer	6	1	3	2	4	5
Gearing Ratio	4	6	1	2	3	5
Average Interest Rate	5	6	1	4	3	2
Interest Cover	1	6	4	5	3	2
Points (max 42)	22	35	13	27	25	25
Ranking	5	1	6	2	3	3

Development Trends

	■ Hylte Sophant.	■ Kramfors Renh.	■ Forsheda Kraf.	■ Wasa Miljö Ak..	■ Lappland Milj	■ SVEMAB-Svenni...
Turnover Trend	1	4	2	6	5	3
Value Added Trend	5	1	4	6	3	2
Operating Profit Trend	6	3	2	1	5	4
Change in the Number of Employees	3	1	6	6	4	3
Change in Total Assets	4	3	6	5	1	2
Equity Trend	4	5	2	1	6	3
Change in Market Share	1	5	2	6	5	3
Change in Value Added	2	4	1	6	3	5
Change in Operating Profit	6	2	3	1	5	4
Points (max 54)	32	28	28	38	37	29
Ranking	3	5	5	1	2	4
Points (max 210)	135	101	130	137	126	113
Total Ranking	2	6	3	1	4	5

Ranking Based on Historical Median Values

Size and Volume

	■ Hylte Sophant.	■ Kramfors Renh.	■ Forsheda kraf.	■ Wasa Miljö Ak..	■ Lappland Milj	■ SVEMAB-Svenni...
Market Share	4	2	5	6	3	1
Net Sales	4	2	5	6	3	1
Value Added	4	1	5	6	3	2
Operating Profit	5	2	6	4	3	1
Total Equity	5	1	4	6	3	2
Total Assets	4	1	6	5	3	2
Number of Employees	5	1	4	6	3	2
Points (max 42)	31	10	35	39	21	11
Ranking	3	6	2	1	4	5

Profitability and Efficiency

	■ Hylte Sophant.	■ Kramfors Renh.	■ Forsheda kraf.	■ Wasa Miljö Ak..	■ Lappland Milj	■ SVEMAB-Svenni...
Value Added	4	2	5	3	1	6
Operating Margin	4	5	6	1	3	2
Net Margin	4	6	5	1	2	3
Return on Equity	4	6	5	1	2	3
Return on Total Assets	3	6	5	1	2	4
Sales/Turnover per Employee	4	3	6	2	5	1
Value Added per Employee	5	3	6	4	2	1
Operating Profit per Employee	4	5	6	2	3	1
Personnel Costs/Turnover	3	4	6	2	5	1
Accounts Receivable/Turnover	4	1	5	3	6	2
Asset Turnover	2	6	1	4	3	5
Inventory Turnover	4	-	6	4	-	5
Points (max 72)	45	49	62	28	36	34
Ranking	3	2	1	6	4	5

Consolidation

	■ Hylte Sophant.	■ Kramfors Renh.	■ Forsheda kraf.	■ Wasa Miljö Ak..	■ Lappland Milj	■ SVEMAB-Svenni...
Equity Assets Ratio	4	2	1	3	6	5
Working Capital/Turnover	1	3	5	4	6	2
Liquidity Ratio	1	4	5	3	6	2
Risk Buffer	5	6	3	1	2	4
Gearing Ratio	6	2	1	3	5	4
Average Interest Rate	3	6	1	5	5	2
Interest Cover	1	6	4	5	3	2
Points (max 42)	21	29	20	24	33	21
Ranking	4	2	6	3	1	4

Development Trends

	■ Hylte Sophant.	■ Kramfors Renh.	■ Forsheda kraf.	■ Wasa Miljö Ak..	■ Lappland Milj	■ SVEMAB-Svenni...
Turnover Trend	3	2	5	6	4	1
Value Added Trend	4	1	5	6	2	3
Operating Profit Trend	6	3	2	1	5	4
Change in the Number of Employees	1	3	5	6	2	5
Change in Total Assets	1	3	4	6	5	2
Equity Trend	2	3	1	6	4	5
Change in Market Share	2	5	5	6	2	3
Change in Value Added	2	4	6	1	3	5
Change in Operating Profit	6	2	4	1	3	5
Points (max 54)	27	26	37	39	30	33
Ranking	5	6	2	1	4	3
Points (max 210)	124	114	154	130	120	99
Total Ranking	3	5	1	2	4	6

Responsibility of UC

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