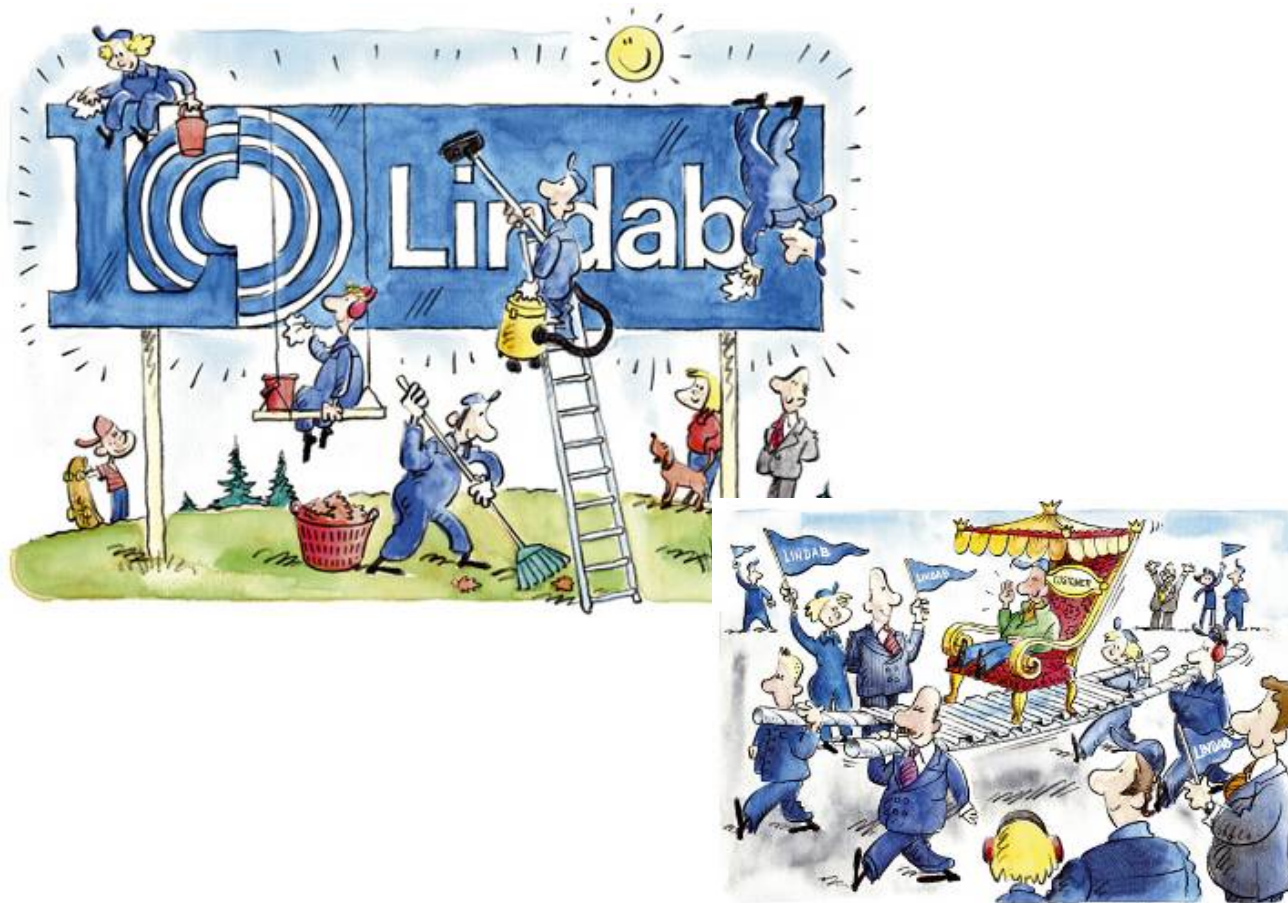




“Simplifying Construction”



Lindab Capital Market Day 12 September 2007



The Lindab Attendees



Kjell Åkesson
President and CEO



Nils-Johan Andersson
CFO



Hannu Paitula
Business Area Manager
Ventilation



Peter Andsberg
Business Area Manager
Profile



David Brodetsky
Building Systems
Manager



Welcome to Lindab

Program

1000	<p>Group presentation - Kjell Åkesson, CEO, Nils-Johan Andersson, CFO</p> <p>Business Area presentation, Profile – Peter Andsberg, BA Manager, David Brodetsky, Building Systems Manager</p> <p>Business Area presentation, Ventilation – Hannu Paitula, BA Manager</p> <p>Product innovations – Hannu Paitula, Peter Andsberg</p> <p>Financial targets, Kjell Åkesson</p>
1230	Lunch
1300	<p>Theme Eastern Europe – background and the future – Hannu Paitula, Peter Andsberg</p> <p>The development in Eastern Europe and its effect on demand for products within the building sector – Jan Häggström, Chief Economist, Handelsbanken</p>
1430	Tour of the local Ventilation and Profile production units
1600	Departure for Knutstorp Circuit
1930	Dinner buffet
2130	Coach to the Hotel Margretetorp and Lindab



Lindab historical success factors

- Innovative, technically superior customer solutions
- Efficient production facilities
- Strong distribution network
- Extensive geographic footprint with substantial growth in Eastern Europe markets
- Track record of strong growth and stable margins

→ Entrepreneurial spirit ←



Lindab's focus of the last few years

- Reorganized and built up a strong internal "result infrastructure"
- Rationalized production and increased automation
- Increased focus/volume in core products and Eastern Europe
- Successful acquisition (e.g. new product group – Building System)
- Increased focus on Business Acumen (pricing, P&L, customer value etc)





Future potential

- Low performers \Rightarrow profit potential
- Volume increase in growth areas (geography and products)
- New products (e.g. “Click”)
- Commercialize our software tools (CADvent, Cyprion, ADT)
- Further acquisitions





Barriers to entry / customer value

- Product features
- Distribution network
- Competitive purchasing
- Highly automated production
- Software tools – supporting customers
- People



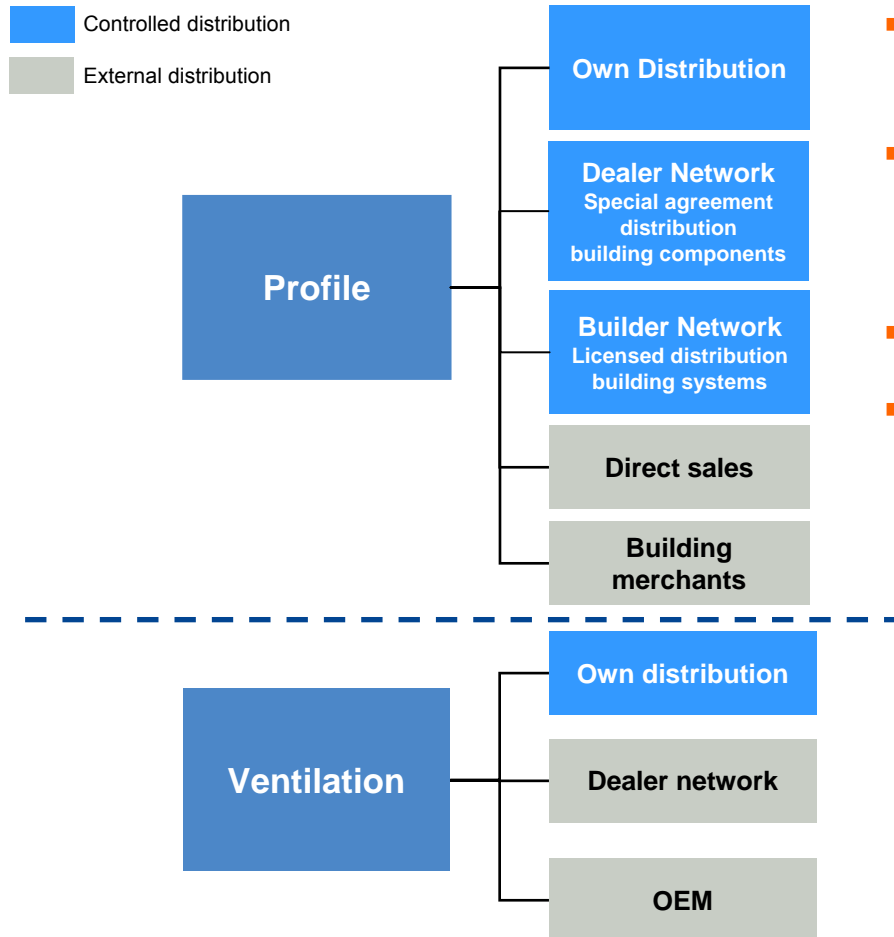
■ Product features

Simplify construction

- ▶ Rainline ⇒ fastening Click
- ▶ Circular ventilation system ⇒ Click
- ▶ Construline ⇒ Click stud



■ Distribution - Customer

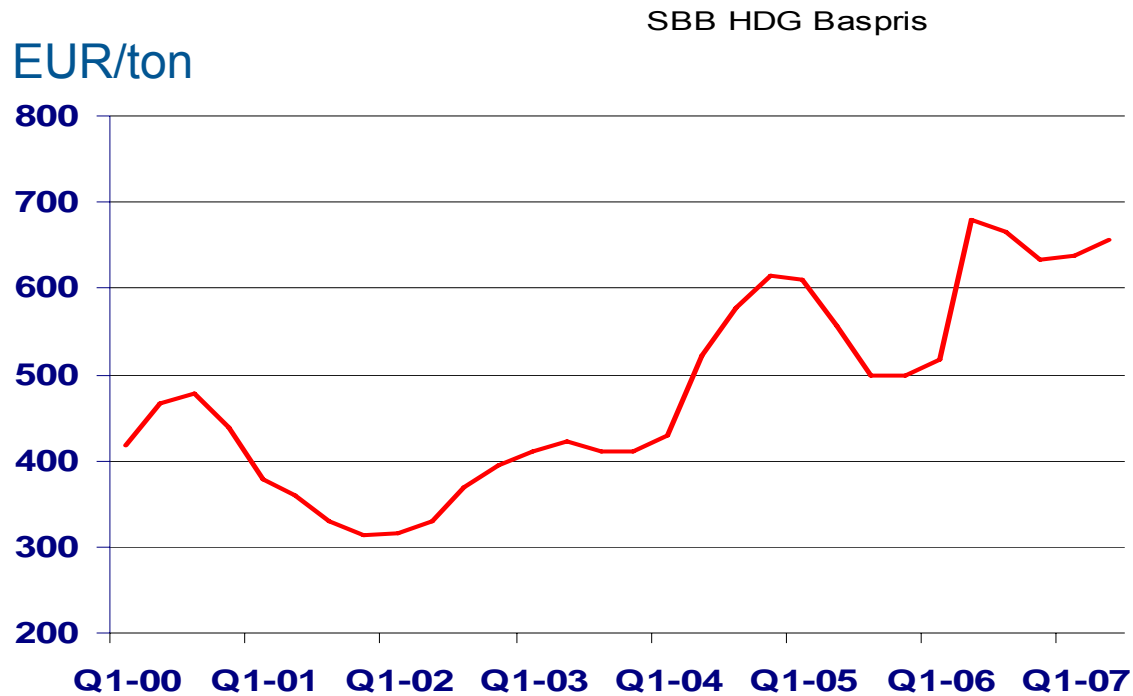


- We own or "control" 65% of our distribution
- Customer structure, biggest ~ 1% and 10 biggest ~ 5% of Lindab total turnover
- Close to customers
- From tinsmiths to builders





Competitive purchasing

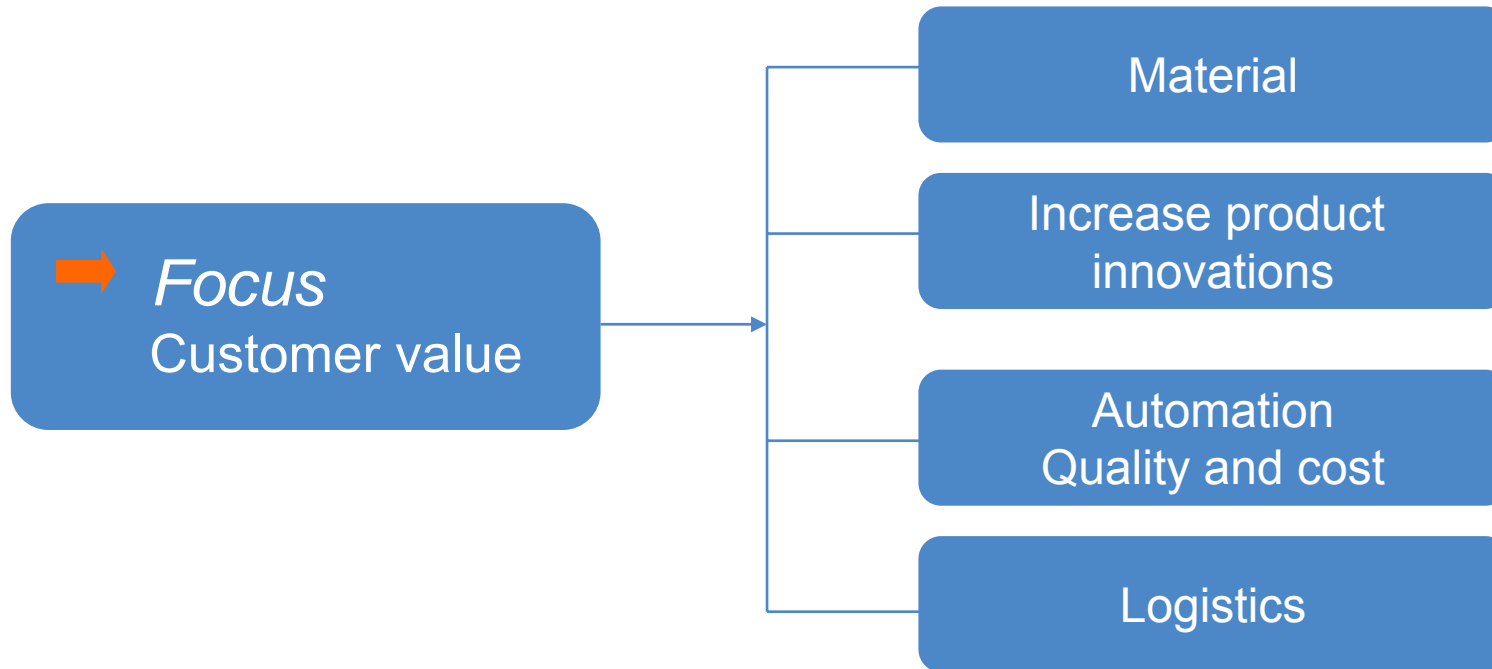


- 300 TTonnes/year – Purchase power
- 15 suppliers incl Asia
- Centralized purchasing 3-6 month ahead
- Zink represent about 20% of cost. Potential to reduce



■ Highly automated production

(Own production higher potential for innovation)



1/3 highly automated, 1/3 low cost countries, 1/3 local production



■ Software systems – customer support

➔ CADvent

➔ Cyprion

➔ ADT

- ▶ Developed specifically for our business/concept
- ▶ High visibility - 3D pictures
- ▶ Time saving
- ▶ Accurate (reduce interface problems)
- ▶ Support logistics



■ People

- Strong culture
- Dedicated
- Technical knowledge
- Strong operative management (confirmed in external review)



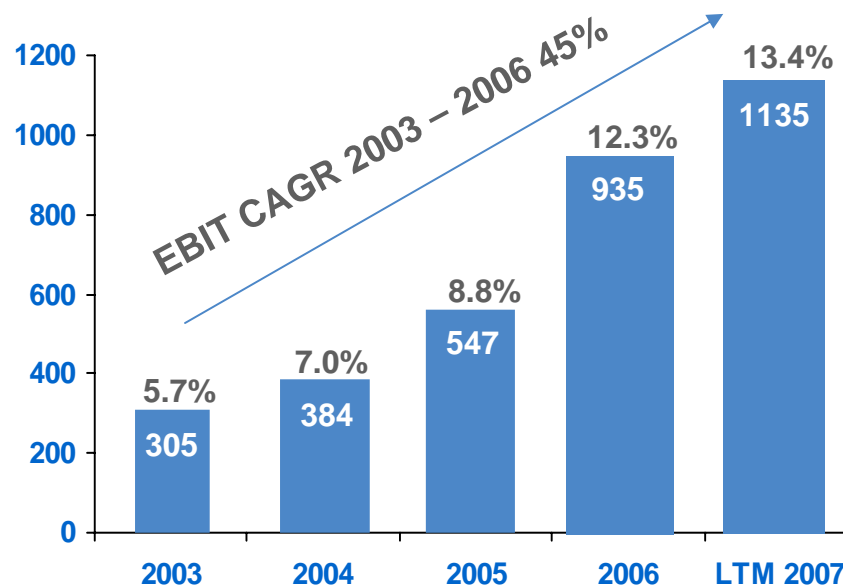
■ Fill the Gap

- Create activity culture / user friendly
- 450 activities next 3 years
- Examples
 - Steel efficiency 20 MSEK
 - Traded goods 9 MSEK
 - New BD recruitment (excl Russia) 12 MSEK
- Last 3 years' estimated contribution (MSEK):
2004-100, 2005-100, 2006-200



Result

	Jan-June 2006	Jan-June 2007	
Sales	3 412	4 301	+26%
EBIT	315	515	+63%
Net profit	209	333	+59%
EBIT margin	9.2%	12%	+2.8%
ROCE	12.7%	19.8%	+7.1%
ROE	16.7%	29.4%	+12.7%



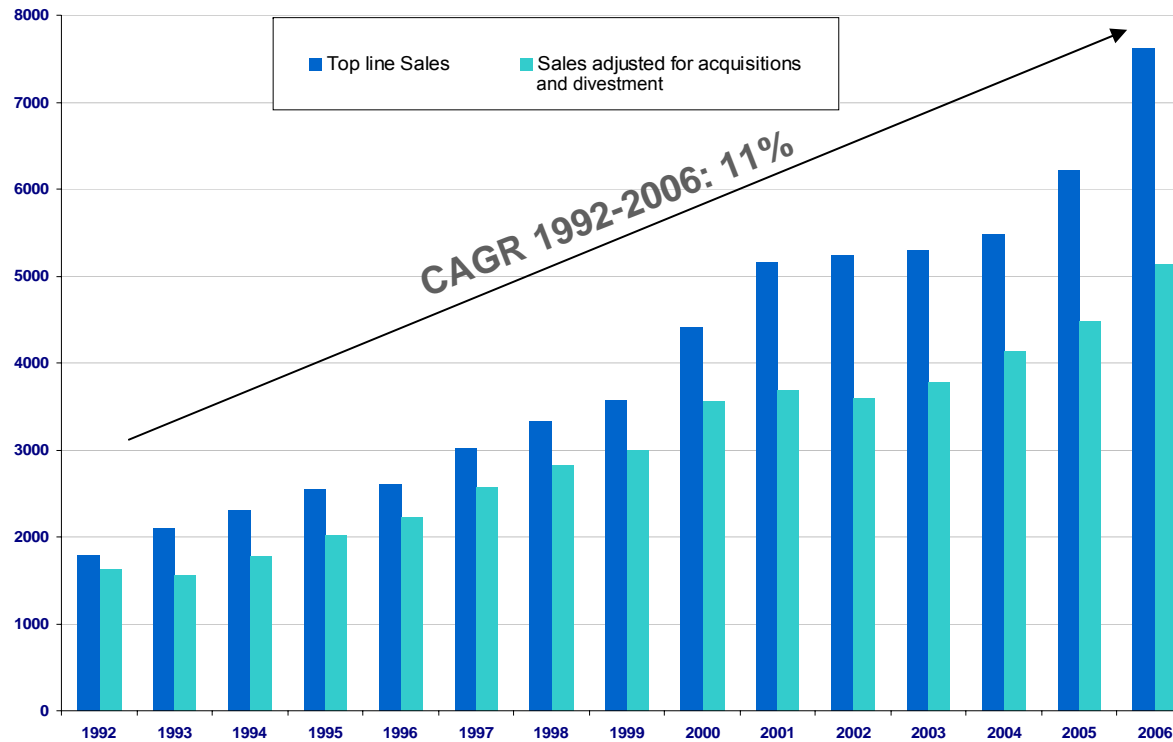


Growth 1992 – 2007

Organic Growth (%)⁽¹⁾

Notes

1. Organic growth is total sales growth adjusted for currency movements and structure



- Average organic growth 7.5% excl price ~6% / year
- Average organic growth last 4 years: 9%





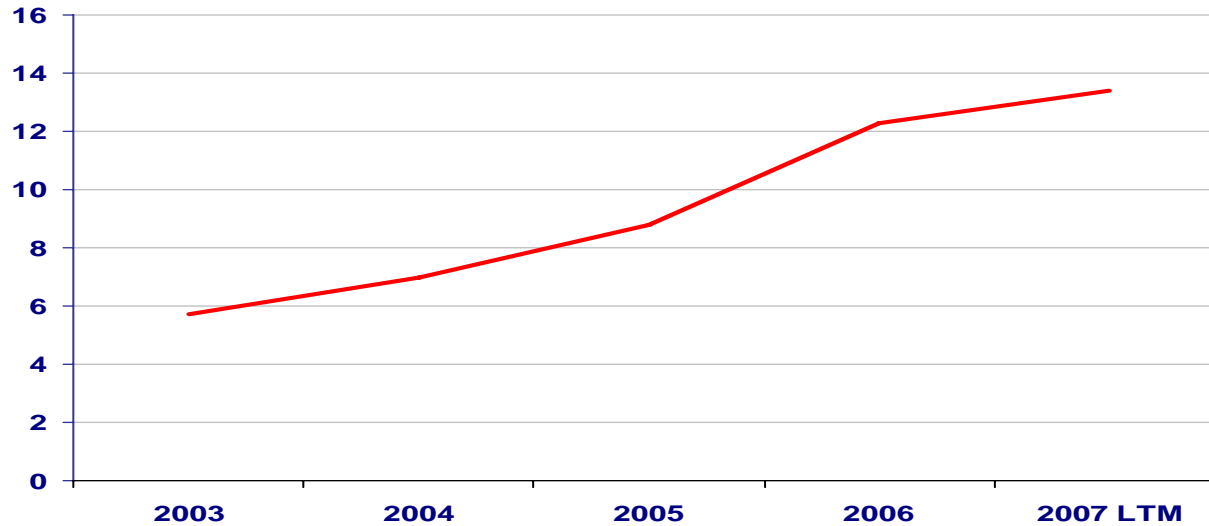
Sales growth January – June 2007

Nordic countries	+ 17 %
Western Europe	+ 50 %
CEE/CIS	+ 25 %
<hr/>	
Group	+ 26 %

- ▶ Organic growth during first 6 months +17 %
- ▶ Nordic countries – strong market, gain market shares
- ▶ Western Europe, adjusted for CCL and Airbat + 12 %
- ▶ CEE/CIS strong market excluding Hungary



Margin



- Increased focus on the margin (pricing and core products)
- Structural change increase volume in high margin regions and core products
- Good market demand
- Potential to
 - increase volume of core products (> 15% EBIT)
 - increase margin of low performers (< 4% EBIT)
 - increase volume on markets/products with good operating leverage
- Activities in accordance with Fill the Gap



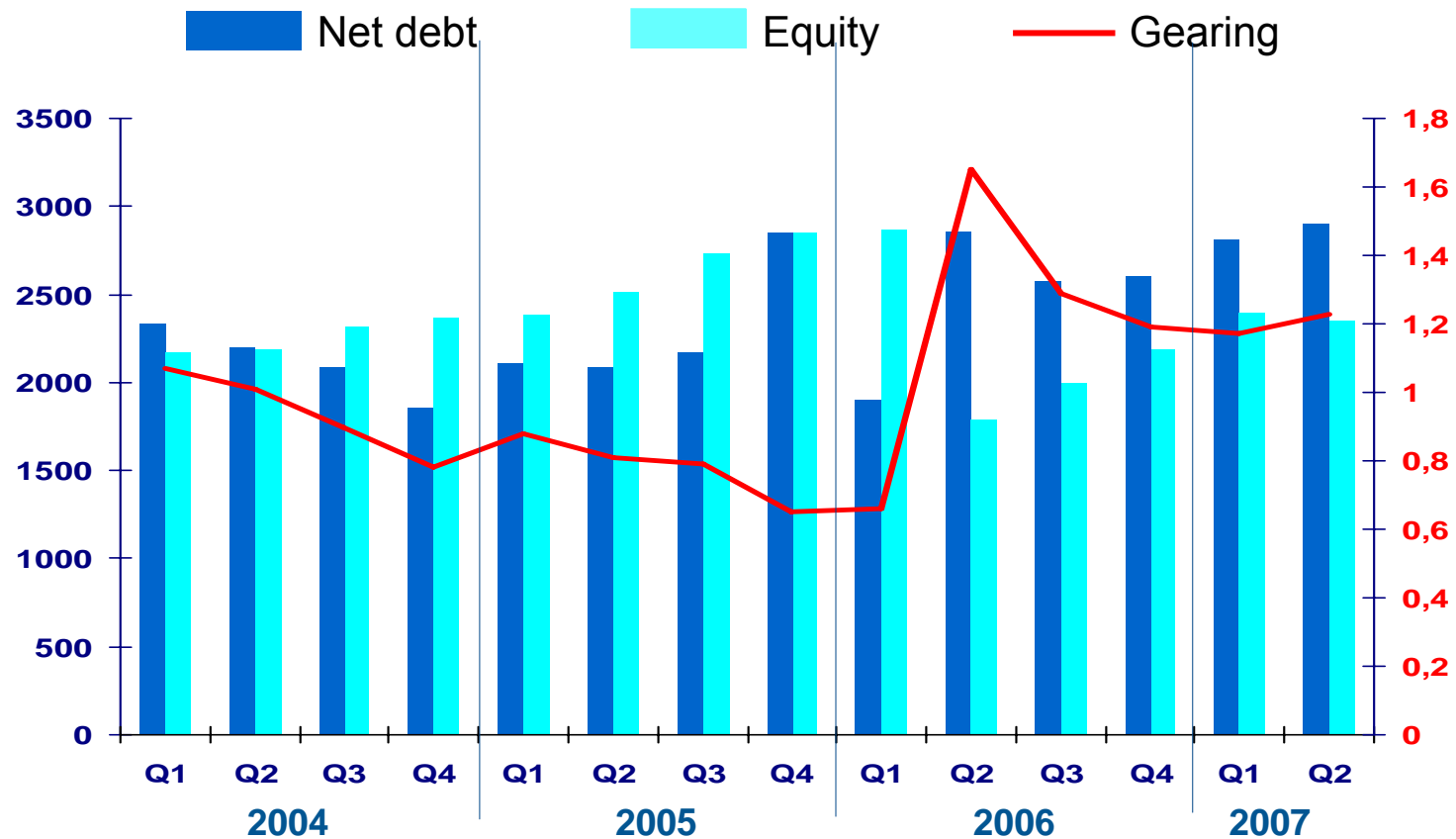
Cash flow from operations

		2003	2004	2005	2006
Net cash flow	MSEK	200	215	494	614
Net profit	MSEK	151	204	351	585
Cash conversion rate, %		132	105	143	105

- ▶ Average cash conversion rate 2003 – 2006 121%



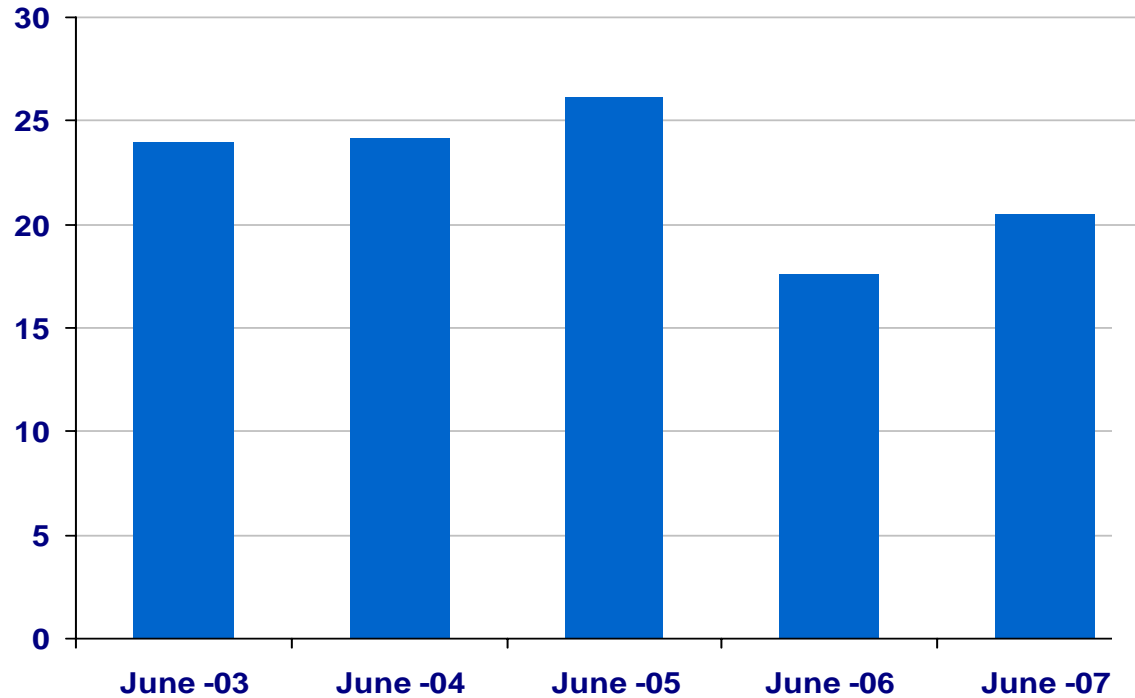
Capital structure, debt/equity ratio, SEK M



- Gearing target 1.0 – 1.4 (current)
- Dividend pay out ratio 40-50 % net profit (current)



Capital efficiency – operating working capital, % of sales

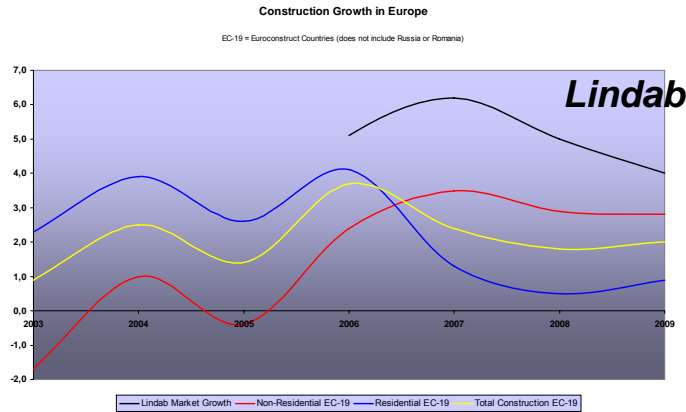


- Increased inventories
- Improvement program
 - Inventory management (Synchron)
 - Account receivables
 - Account payables



Outlook

Strong market/product mix



Acquisition

- Candidates exist (question of willingness and timing)
- Clear synergies (eg steel, in-sourcing products)
- 70% of our business units are equipped to handle a 100-200 MSEK acquisition

Material transition

Advantages of steel

- Cost effective
- Light weight and strong
- Easy to prefabricate
- Good for system
- Environmental friendly



Product features

