



Business area Profile



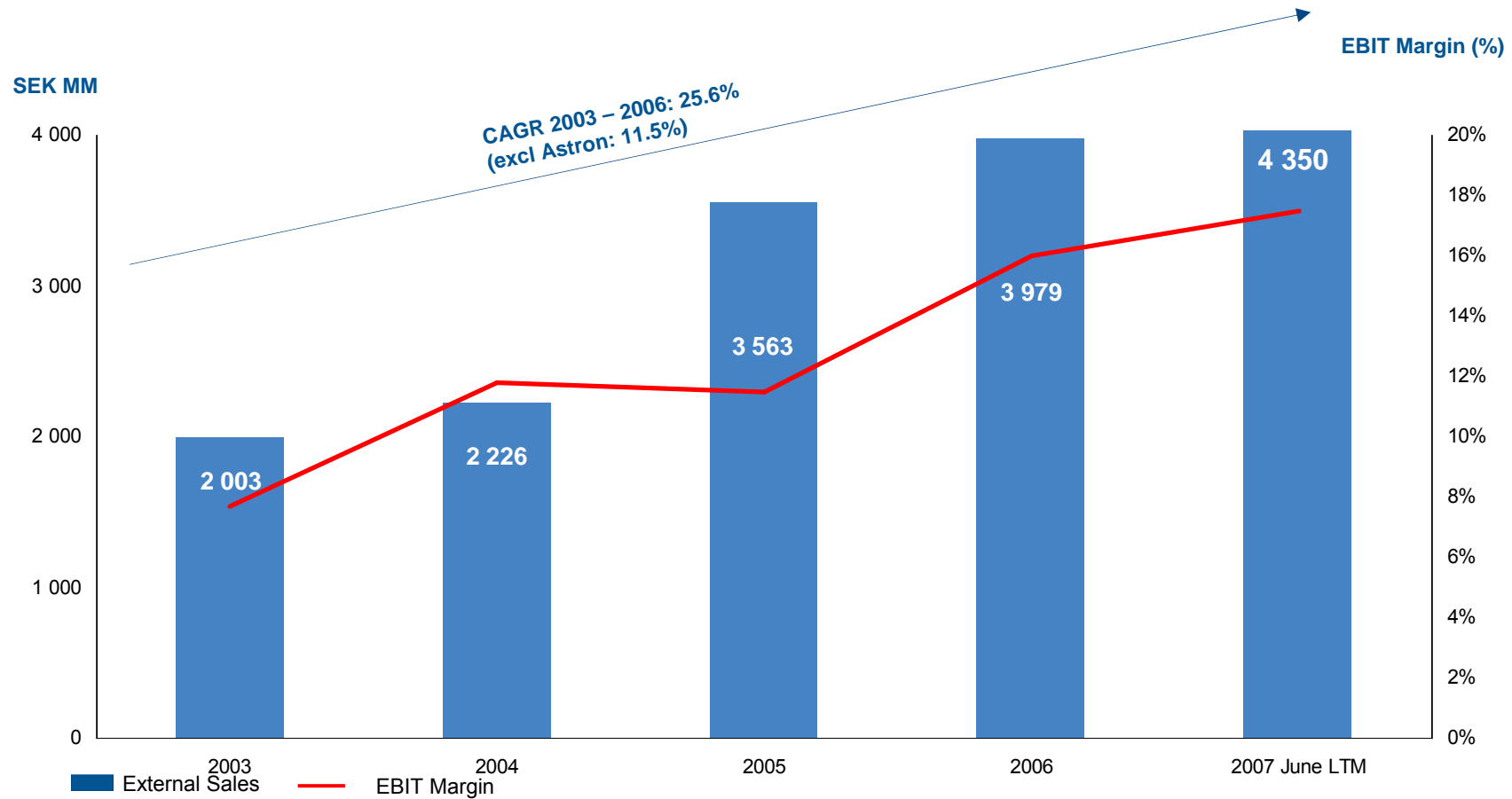
PROFILE

- ▶ Sales LTM June **4 350 MSEK**
- ▶ EBIT LTM June **761 MSEK → 17,5%**
- ▶ Two Divisions
 - Building Components **62% of Sales**
 - Building Systems **38% of Sales**

Growth YTD	%
Sales	22
Nordic countries	28
Western Europe	16
CEE/CIS	24
EBIT	64



Lindab Profile: Financial Performance



- Margin improvement since 2004 driven by increased focus on Pricing, stronger sales of Core Products and Positive Geographical mix towards Central Eastern Europe



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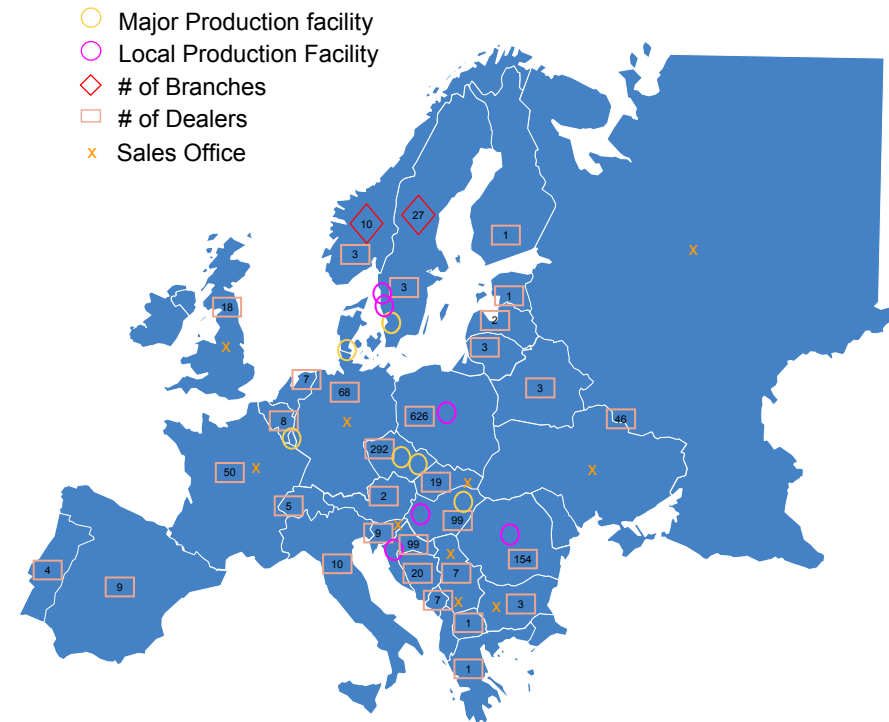




Lindab Profile Footprint

- Pan-European market presence with own sales teams in 21 countries
- 12 production facilities of varying sizes strategically located across Europe
- 1,250 dealers for Building Components primarily in CEE/CIS
- 363 builder dealers for Building Systems across Western and CEE/CIS
- 37 dual-use branches across Sweden and Norway

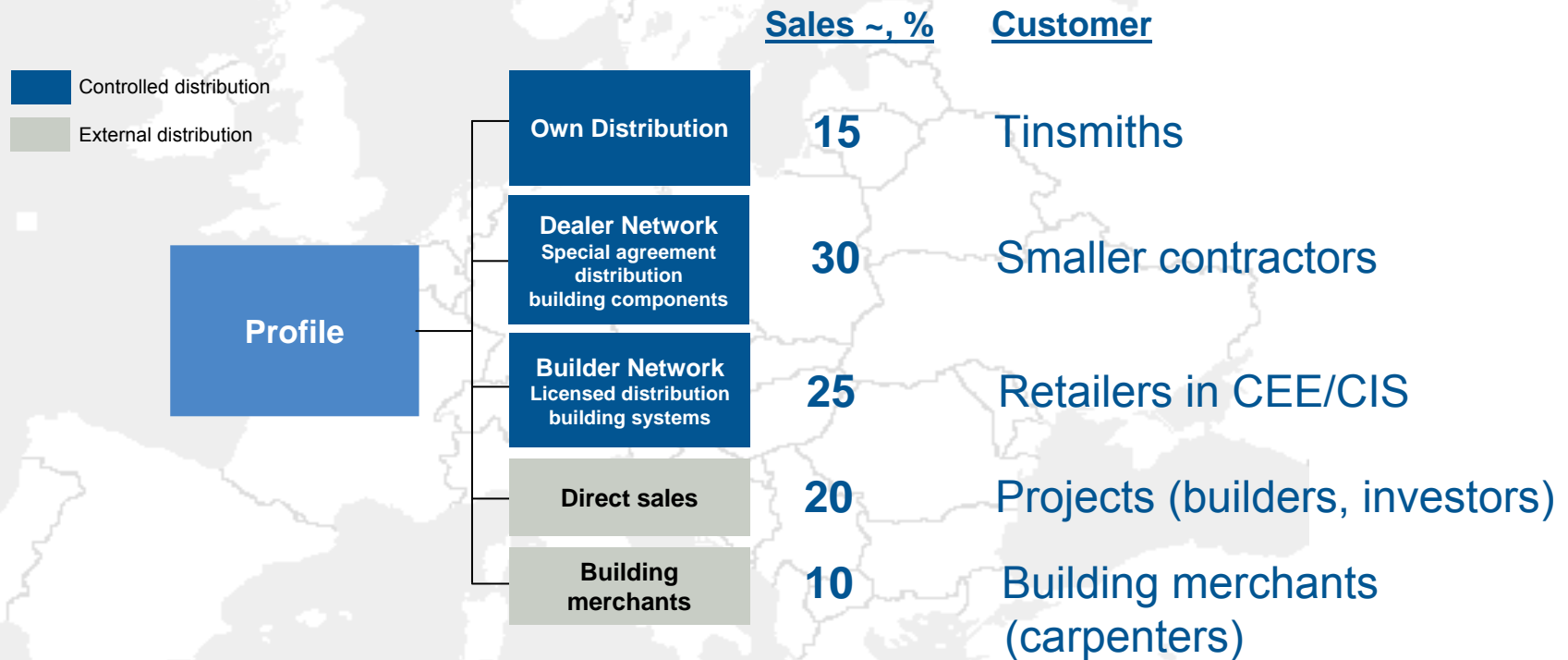
Lindab Profile's European Footprint





Distribution - Customers

-Three main routes to market stands for 70% of sales

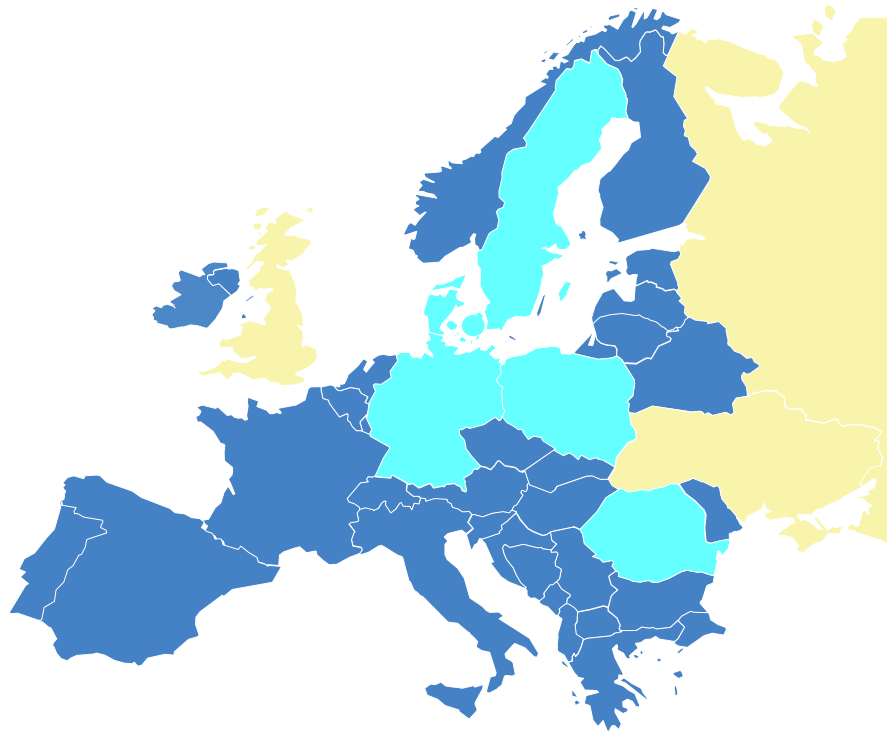


- Very broad customer base and strong customer relations
- Despite selling through dealers in CEE, Lindab has a good understanding of its end customers' needs





Markets



CEE/CIS 45%
NE 35%
WE 18%

5 biggest markets
800 - 300 MSEK

SE, RO, PL, DK, DE

"New" high potential
markets

RU, UA, UK



BA Profile

Division Building Components

- Wide range of thin steel products and systems with features to support simplified construction
- Strong market position in the Nordic region and Central and Eastern Europe
- Special focus in
 - **UK and Russia/Ukraine**
 - **Four “new” Eastern European countries Slovakia, Bulgaria, Serbia/Bosnia**
 - **Rainline, Construline**



Rainline – product features

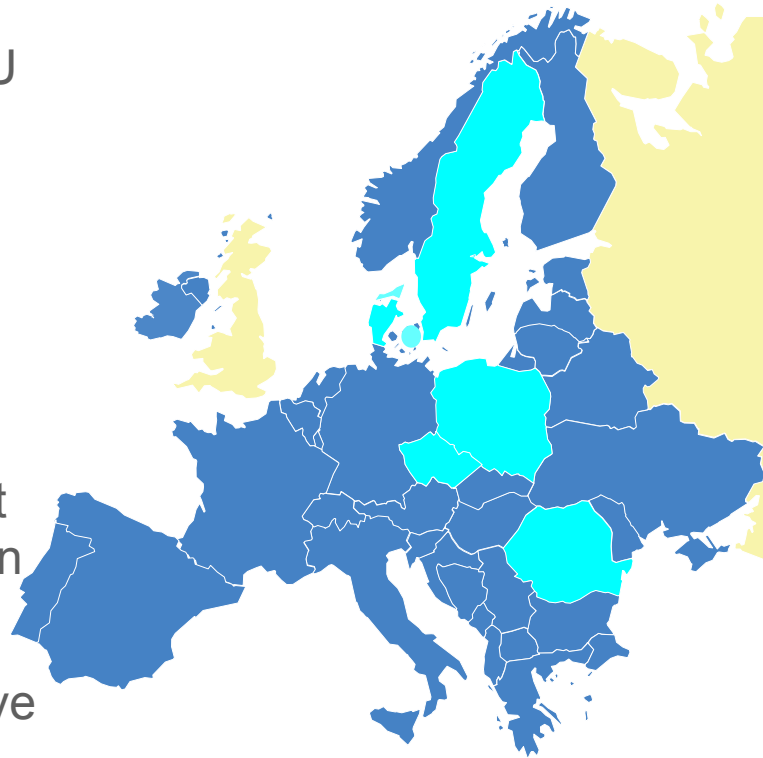
- ▶ The biggest steel rainwater system producer in Europe
- ▶ Superior quality and easy to use, the origin of the „CLICK” thinking
- ▶ Product portfolio 2200 different components
- ▶ 50 years of development and innovation
- ▶ High investment in automated production





Rainline – markets

- ▶ Market size 5-6 bn SEK
- ▶ High potential UK, RU
- ▶ Main focus on the residential market
- ▶ Market leader in Nordic/CEE countries
- ▶ WE dominated by plastic / zinc – UK first target plastic 1.5 billion SEK
- ▶ Campaign slogan “Give your house a facelift”



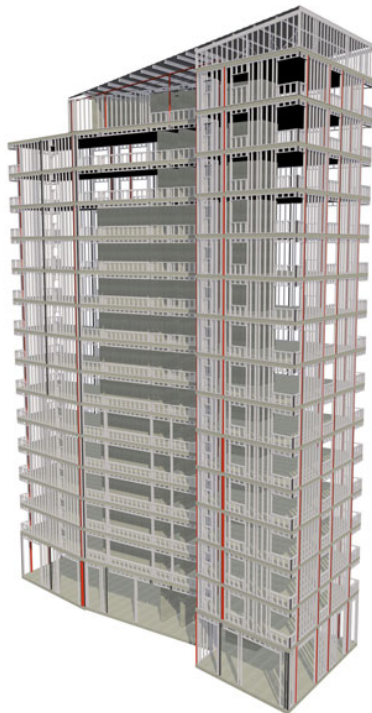
5 biggest markets
175 - 45 MSEK
SE, RO, DK, PL, CZ

“New” high potential
markets
RU, UK



Construline – product features

- ▶ Technical product for lightweight construction
- ▶ All designs with thin steel profiles are lighter, faster to build and resistant to fire and mould



Lindab Roof/Wall System



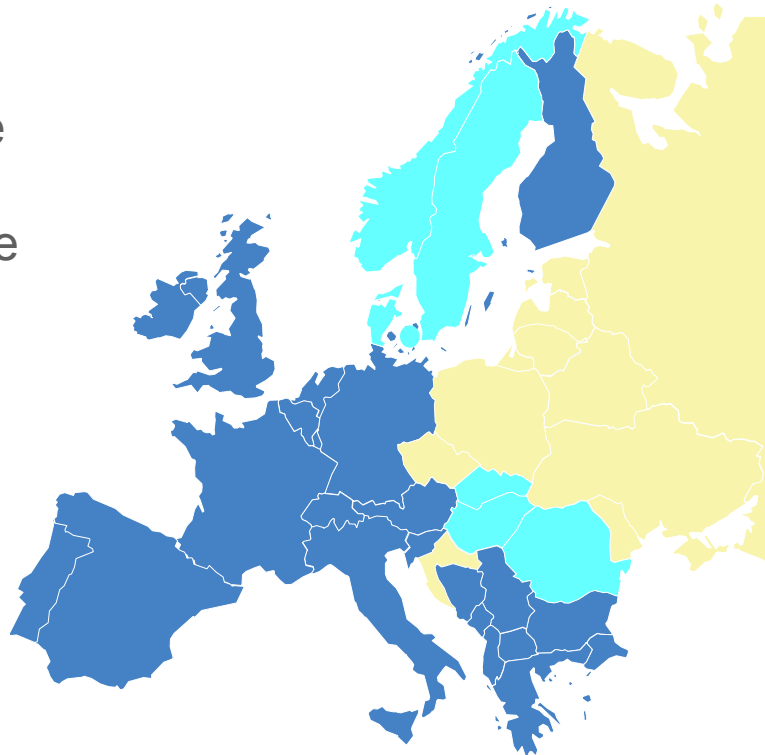
ADT tools





Construline – market

- ▶ Market size ~ 14-15^{*)} billion SEK
- ▶ Rapid increase in use of light gauge steel system across Europe
- ▶ Partition walls (non-residential) changed from 10% to 80% last 20 years (Nordic)
- ▶ Exterior walls – steel potential to replace timber and concrete



**5 biggest markets
115 - 20 MSEK
SE, NO, HU, RO, DK**

**"New" high potential
markets
all CEE/CIS (+ WE
with "Click")**

^{*)} Incl new product Click



Coverline – product features

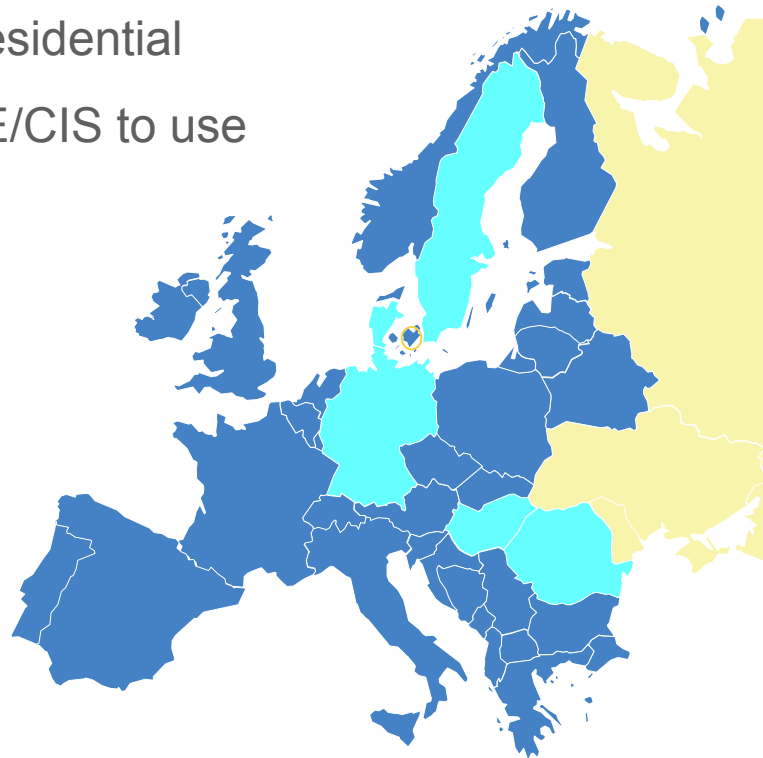
- ▶ Simple and cost effective installation
- ▶ Age resistant, strong and durable
- ▶ A "door opener product"





Coverline – markets

- ▶ Market size SEK 10-12 bn excl Sandwich Panels
- ▶ Market mainly non-residential
- ▶ Positive trend in CEE/CIS to use steel roofing



5 biggest markets
220 - 60 MSEK
RO, SE, DK, HU, DE

"New" high potential markets
RU and UA



“Fill-the-Gap” Performance – Building Components

Initiative	Description	Status
Market	<ul style="list-style-type: none"> Grow UK sales 	<ul style="list-style-type: none"> New management in place, supported by Danish internal expertise
	<ul style="list-style-type: none"> Focus on Russia with partnership concept 	<ul style="list-style-type: none"> Recruited 8 main distributors/dealers Increase number to 15 in 2007
	<ul style="list-style-type: none"> Grow Rainline through special service centre in Ukraine, Bosnia, Bulgaria and Slovakia 	<ul style="list-style-type: none"> Sarajevo opened Slovakia, Bulgaria and Ukraine to open in 2007
Distribution	<ul style="list-style-type: none"> Dealer network expansion in CEE 	<ul style="list-style-type: none"> Ongoing
Production	<ul style="list-style-type: none"> New production lines in Romania, Hungary 	<ul style="list-style-type: none"> New interior Cassette line added in Romania Exterior wall profile+High Profile line to be introduced in Hungary in Q107
Innovations	<ul style="list-style-type: none"> ADT Tools, Cassette system, Sandwich panels etc. 	<ul style="list-style-type: none"> Sandwich panels introduced spring 2006 IT development ongoing
	<ul style="list-style-type: none"> Click Construline 	<ul style="list-style-type: none"> Launch Q1 2008



BA Profile

Division Building Systems

- ▶ Recent Division: Merger of Butler-Europe (acq 2002) + Astron (acq 2005)
- ▶ Strong Europewide East (60%) + West (40%)
- ▶ Focus in
 - Russia/Ukraine
 - Baltics, Belarus & Bulgaria
- ▶ Extensive 363 builder/dealer network.
Goal: Builder/dealers in all major cities
- ▶ Cyprion Builder/dealer pricing software. Competitive edge. Would take 4+ years to develop from scratch



Product Overview – 2 main product lines

In total about 1000 buildings shipped every year



SINGLE STOREY BUILDINGS

- ▶ Mainly for production, warehousing, leisure
- ▶ 94% of sales



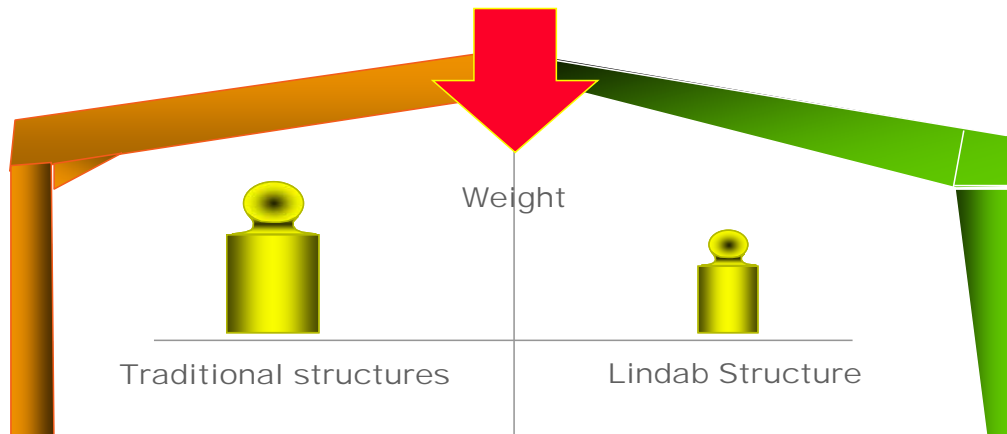
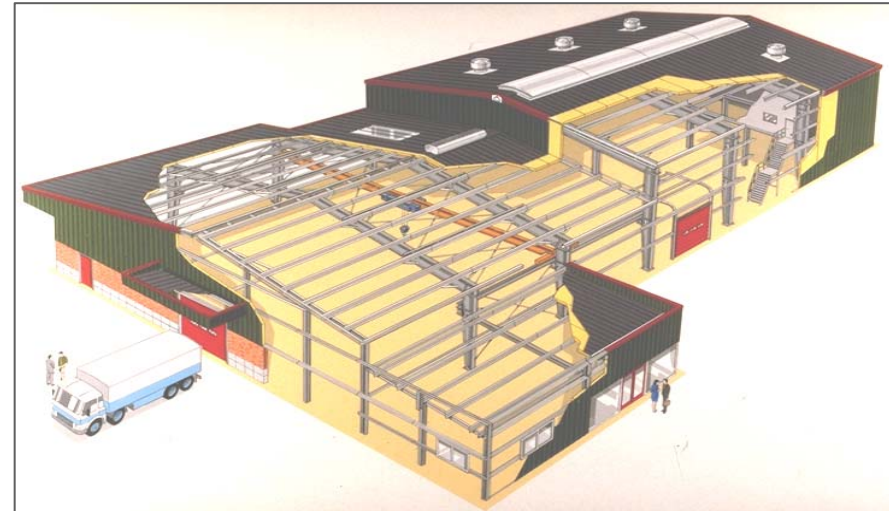
MULTI STOREY BUILDINGS

- ▶ Mainly for offices and retail
- ▶ 6% of sales, strong growth circa 30% in last year



Building Systems – key product features

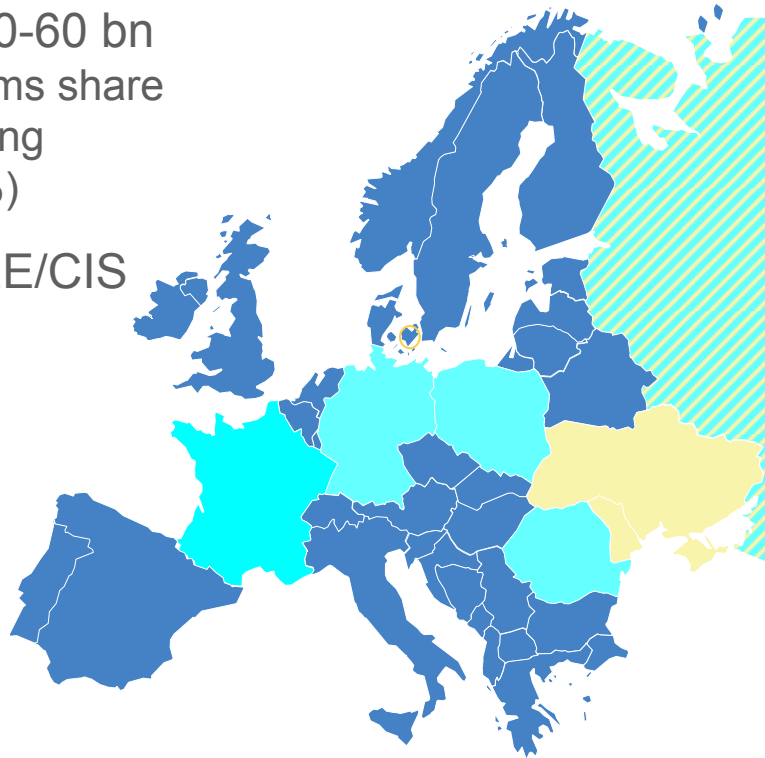
- ▶ Lindab supplies main structure and wall/roof systems
- ▶ One stop shop
- ▶ Clear spans up to 100 meters
- ▶ Rapid order completion
- ▶ Less steel per M2 than traditional steel buildings





Building System – markets

- ▶ Steel Building market size inc RU & UA SEK 50-60 bn (pre-engineered systems share is 10%, of which Building Systems' share is 35%)
- ▶ Strong growth in CEE/CIS
- ▶ West growing



5 biggest markets
300 - 145 MSEK
PL, DE, RU, RO, FR

"New" high potential markets
RU, UA



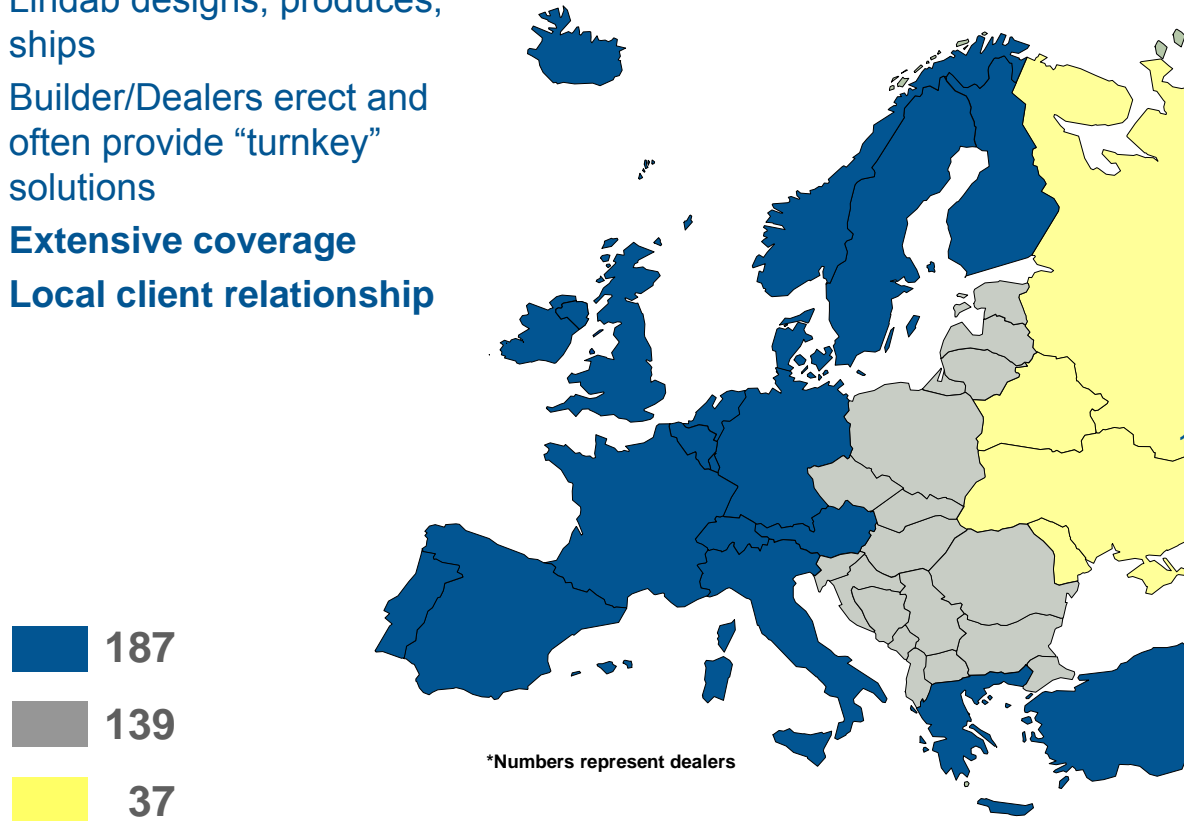
Building Systems – 2 routes to market

Builder/ Dealer Sales

- 363 Builder/Dealers
- Lindab designs, produces, ships
- Builder/Dealers erect and often provide “turnkey” solutions
- Extensive coverage**
- Local client relationship**

Direct Sales for Key accounts

- Direct sales channel
- Targets mainly Western companies expanding in CEE
- Generally projects >10,000m²
- Major key account management**





CYPRION – Builder/dealer pricing software

3 main benefits

- ▶ SPEED - From sketch to price in hours not weeks
- ▶ COST OPTIMIZATION - Easy simulations of different building options
- ▶ SALES TOOL – Excellent project presentation for sales proposals





Russia future plant

Yaroslavl: - 300 kms North-East of Moscow
 - 600000 population city
 - 1000 yr anniversary in 2010

15000M2 plant

Production start planned for end 2008

Capacity for €50M sales





“Fill-the-Gap” – Building Systems

Initiative	Description	Status
Market	<ul style="list-style-type: none"> ■ Grow Russia/Ukraine sales ■ Russia investment ■ Enter Bulgaria 	<ul style="list-style-type: none"> ■ Sales force in place ■ Site preparation work to start in Q4 ■ New country manager on board
Distribution	<ul style="list-style-type: none"> ■ Builder dealer network expansion ■ New key accounts 	<ul style="list-style-type: none"> ■ 28 new dealers recruited in 2007 YTD, mostly in CEE ■ Sales made to 4 new key accounts in 2007 YTD
Innovation	<ul style="list-style-type: none"> ■ Additional sales and cost savings from harmonised product 	<ul style="list-style-type: none"> ■ Completion will be early 2008