



Business area Ventilation



Ventilation

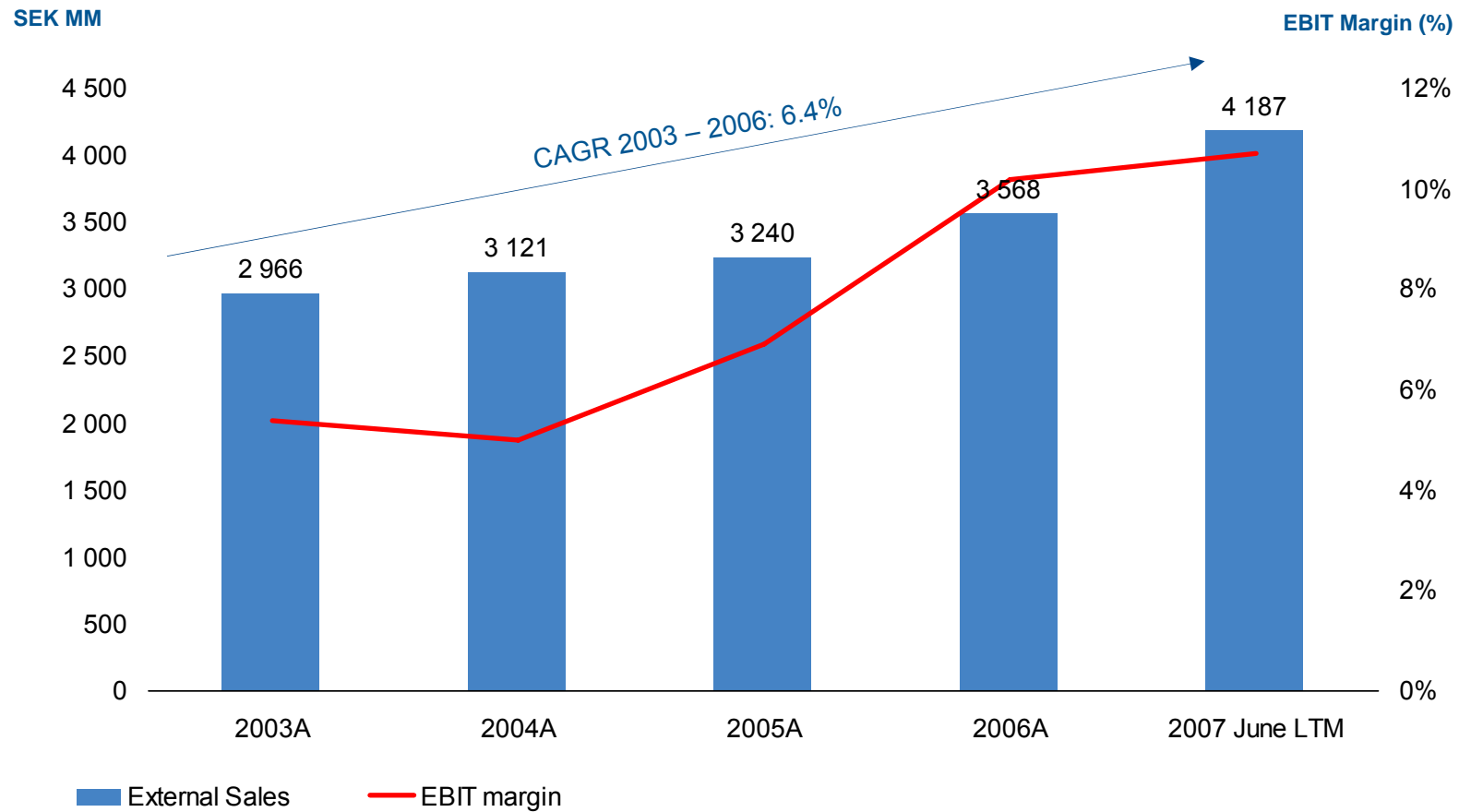
- Sales LTM June **4 097 MSEK**
- EBIT LTM June **449 MSEK → 11,0%**
- Two Divisions
 - **ADS** **85%**
 - **Comfort** **15%**

YTD June 07	%
Sales	+31
Nordic countries	+11
Western Europe	+71
CEE/CIS	+43
EBIT	+55






Ventilation Financial Performance

A Solid Platform for Growth



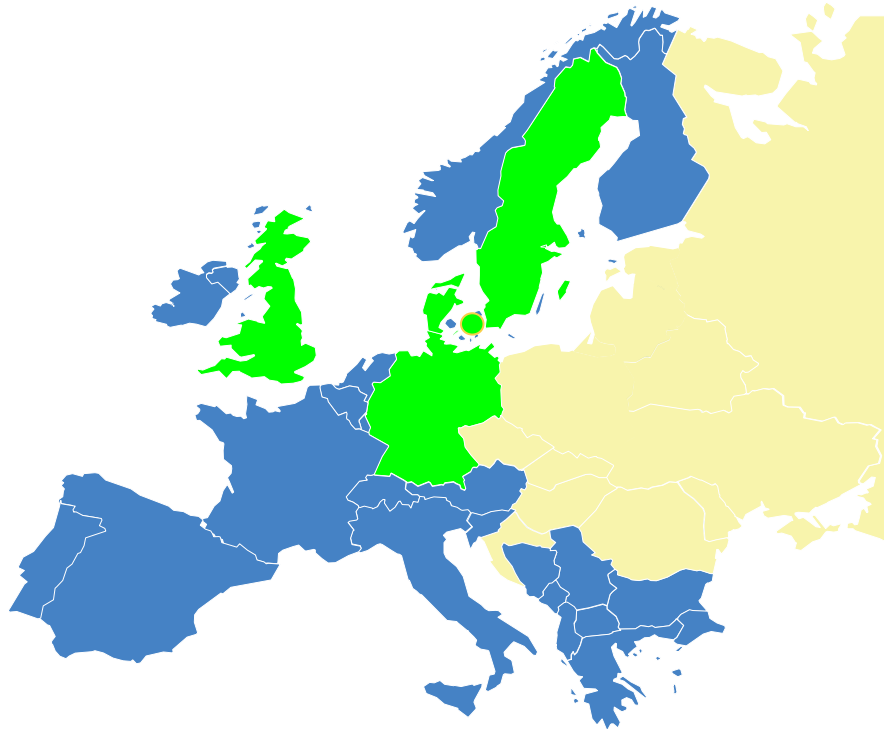


Products

Air Duct System		80%
Comfort		15%
Machinery		5%



Markets



Nordic	44 %
WE	39 %
CEE/CIS	9 %
US	7 %

**5 biggest markets
680 - 300 MSEK
UK, SE, DK, DE, US**

”New” high potential
markets
CEE/CIS

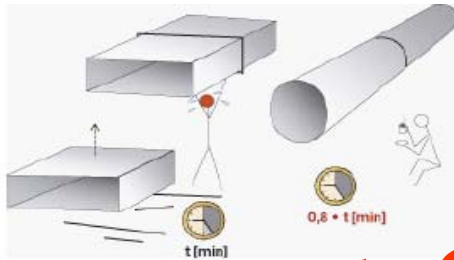


Air Duct System – product features

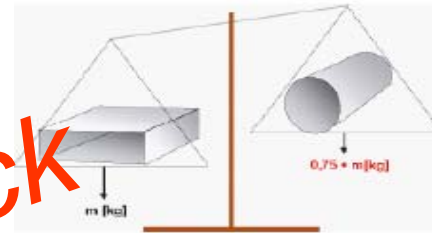
Why circular ducts take market shares

- ▶ Round ducts superior performance
- ▶ Round ducts are easy to install
- ▶ Industrialized product range

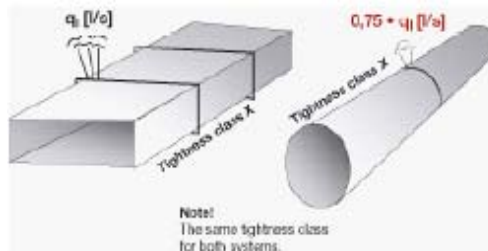
Shorter installation time **25%**



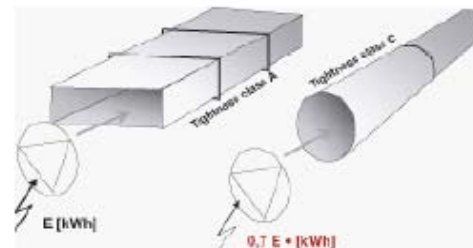
Lower weight **20%**



Lower air leakage **25%**



Lower energy use **30%**

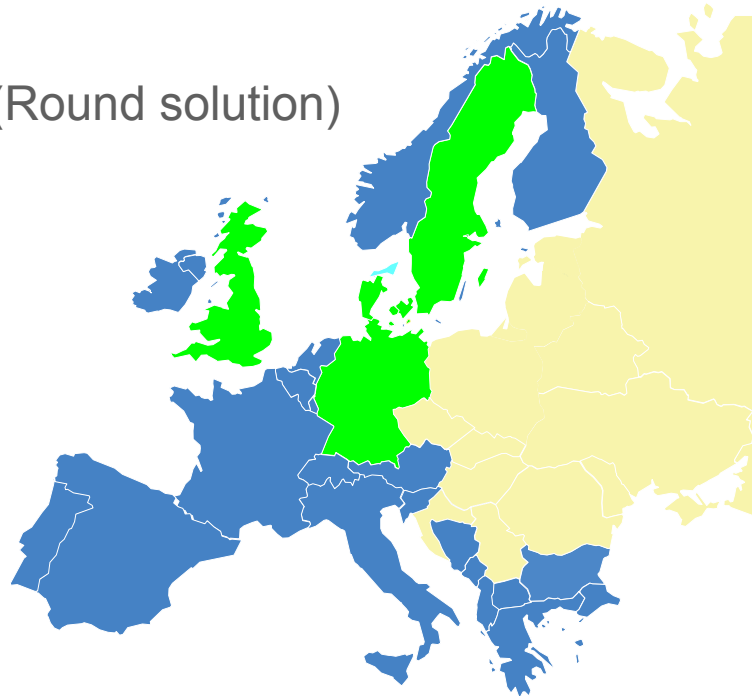


Excl Click



Air Duct System – markets

- ▶ Market size approx 10 bn SEK (Europe)
- ▶ Strong in Nordic / Western European countries
- ▶ Focus
 - CEE/CIS
 - Core Products (Round solution)
 - Traded Goods



5 biggest markets
575 - 215 MSEK
UK, SE, DK, DE, US

"New" high potential
markets
CEE/CIS



Comfort – product features

- ▶ Improve indoor climate
- ▶ Modular system
- ▶ Installation friendly
- ▶ State of the art Audio lab

Air



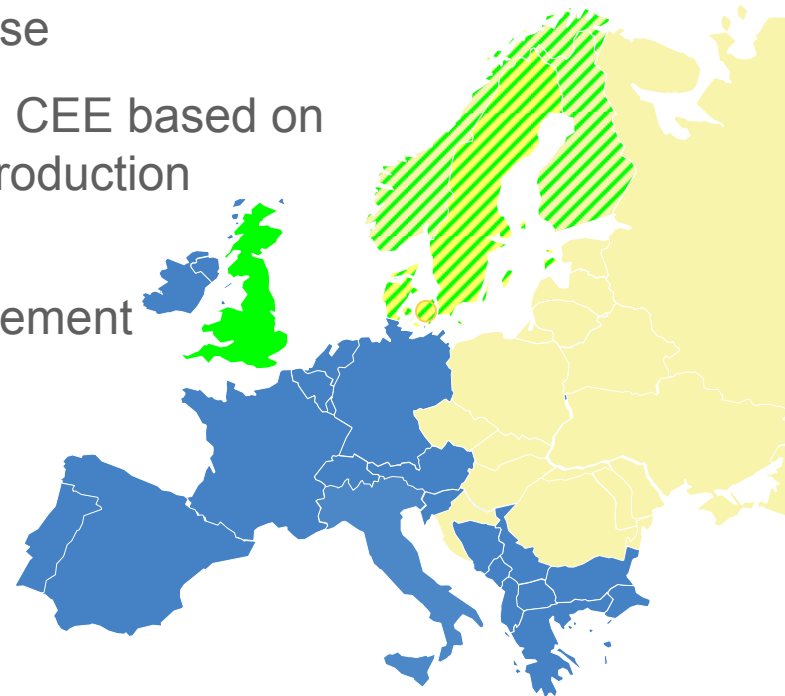
Water





Comfort – markets

- ▶ Market size 9 bn SEK (Europe)
- ▶ Nordic countries with strong technology base
- ▶ Fast growth in CEE based on Karlovarska production
- ▶ Focus:
 - Profit improvement
 - Nordic
 - CEE/CIS

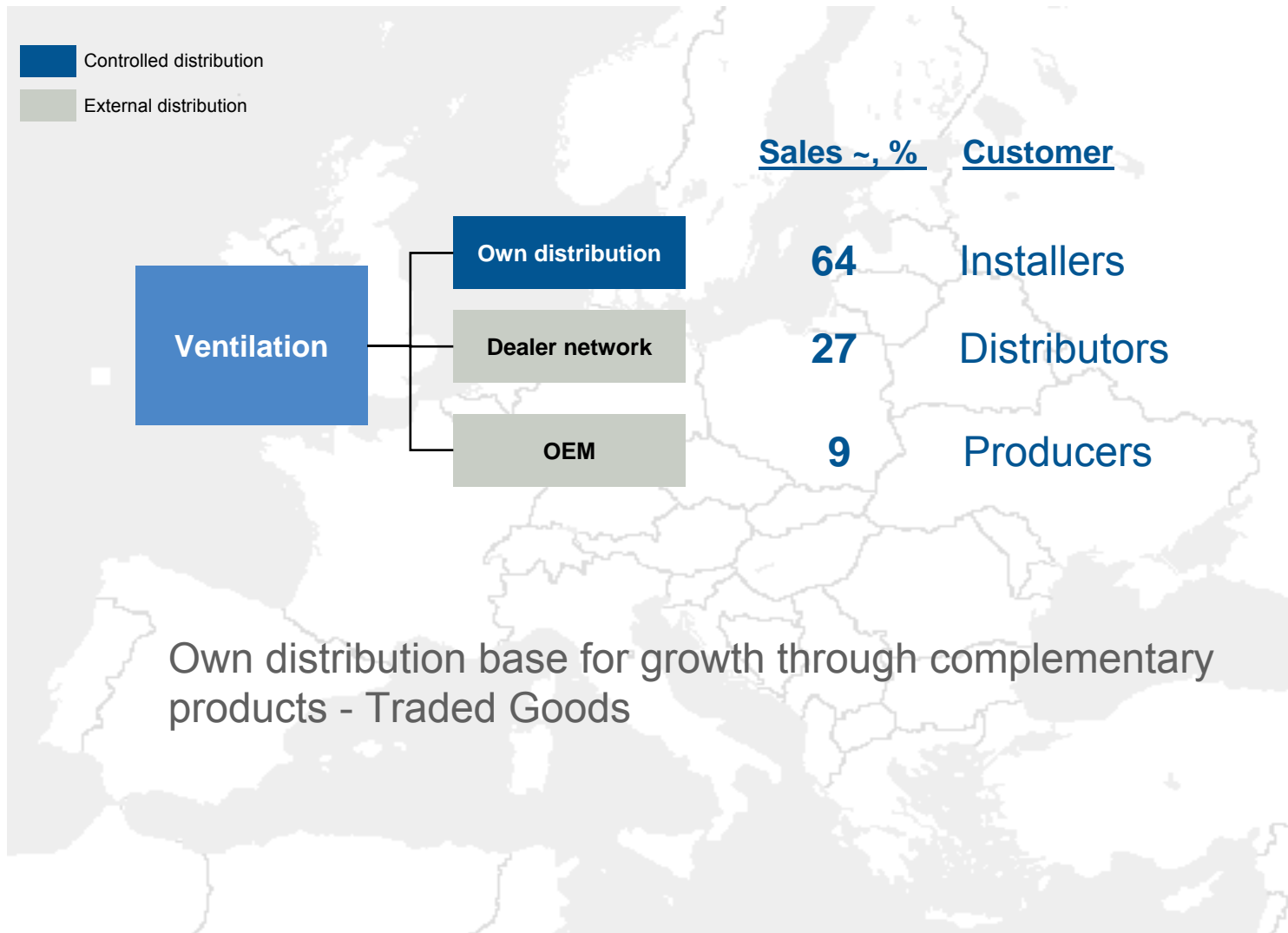


5 biggest markets
105 - 35 MSEK
DK, SE, UK, NO, FI

Market focus
Nordic, CEE/CIS



Distribution - Customer





Lindab Ventilation - Value Proposition:

We want to be your partner!





Time is money



We can help you cutting your costs



Cut your costs by using more round ducts

Get rid of time-consuming installation

	50 % rect.	50 % round	
Material cost	3 370	2 530	
Installation	3 270	2 660	
Suspension	740	290	
Insulation	2 210	1 230	
Total cost (€)	9 590	6 710	→ 16 300



Cut your costs by using more round ducts

Get rid of time-consuming installation

	40 % rect.	60 % round	
Material cost	2 700	3 040	
Installation	2 620	3 200	
Suspension	590	350	
Insulation	1 770	1 480	
Total cost (€)	7 680	8 070	→ 16 300 15 750 - 3,5%

Total project cost reduction 1,2% per 10% added round content



Cut your costs with Lindab IT-tools

The bidding procedure:

- Secure bidding - 1,5 %
- Qualitative bidding material - 1,0 %

The installation phase:

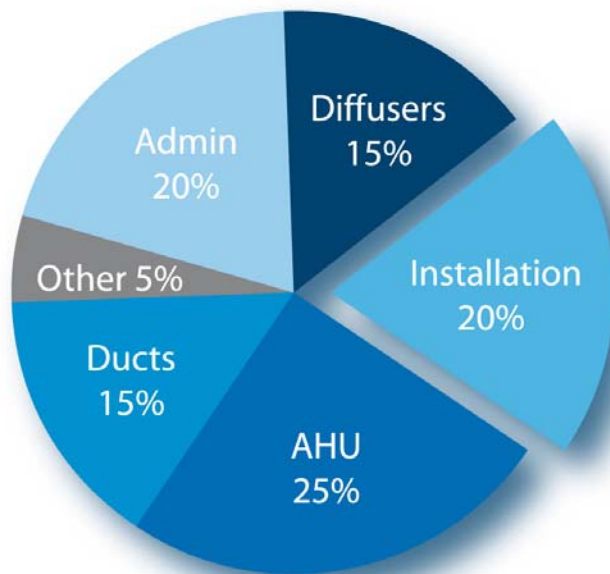
- Reduced drafting costs - 0,4 %
- Quicker and less problematic - 0,8 %
- Reduced search time - 0,5 %
- E-commerce - 0,3 %
- Pre-balancing of system - 0,2 %
- Reduced production on prep. time - 0,3 %

Total project cost reduction **5.0 %**

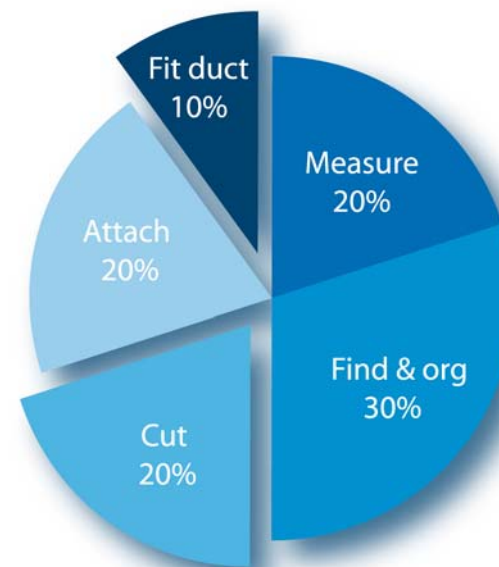


Installation can be a time-saver

Total cost



Installation cost





50 % reduced time

SR Cutter



30 % reduced time

Total project cost reduction 2%



- The round solution 1...5 %
- Lindab IT- tool 5 %
- Lindab Safe Click and SR cutter 2 %

With Lindab Partnership you can save 8-12% of your costs

Is this interesting for you?



“Fill-the-Gap” – Ventilation

Initiative	Description	Status
Acquisition	<ul style="list-style-type: none"> ■ CCL, Airbat 	<ul style="list-style-type: none"> ■ Synergies on the way
Distribution	<ul style="list-style-type: none"> ■ Sales channels US (direct and branding) 	<ul style="list-style-type: none"> ■ Activities in place
Cost	<ul style="list-style-type: none"> ■ Purchasing focus 	<ul style="list-style-type: none"> ■ Low cost sourcing started
Market	<ul style="list-style-type: none"> ■ Increase fittings sales in various market ■ Increase flexible ducts sales ■ Channel sale reduction US 	<ul style="list-style-type: none"> ■ New customers identified and gained ■ Agreement signed ■ Campaign running
New Products	<ul style="list-style-type: none"> ■ Innovation: Click ■ Traded goods concept: add new products and strengthen organisation ■ Launch of new Water product 	<ul style="list-style-type: none"> ■ Launch ongoing ■ Action plan agreed ■ Design ready, launch starts
Pricing	<ul style="list-style-type: none"> ■ Pricing initiative 	<ul style="list-style-type: none"> ■ Running
Purchasing	<ul style="list-style-type: none"> ■ Reducing material costs 	<ul style="list-style-type: none"> ■ Running
Production	<ul style="list-style-type: none"> ■ Lean manufacturing 	<ul style="list-style-type: none"> ■ Ongoing + new sites started
Other	<ul style="list-style-type: none"> ■ New sales method; Partnership 	<ul style="list-style-type: none"> ■ Customers signed up